

# Standard Glass Lining Technology Limited

January 04, 2025



Standard Glass Lining Technology Ltd. (SGL) is one of the top 5 specialized engineering equipment manufacturers for pharmaceutical and chemical sectors in India, in terms of revenue in Fiscal 2024, with in-house capabilities across the entire value chain. The company's capabilities include designing, engineering, manufacturing, assembly, installation, and commissioning solutions as well as establishing standard operating procedures for pharmaceutical and chemical manufacturers on a turnkey basis. The company's portfolio comprises core equipment used in the manufacturing of pharmaceutical and chemical products, which can be categorized into: (i) Reaction Systems; (ii) Storage, Separation and Drying Systems; and (iii) Plant, Engineering and Services (including other ancillary parts).

## Investment Rationale:

### Continue to expand and improve existing product portfolio and enter into additional end-user industries:

- SGL has consistently sought to diversify its portfolio of products to cater to customers across various segments and geographies, positioning the company to capitalize on industry opportunities.
- SGL intends to strengthen its existing product portfolio in line with its capabilities and further diversify into products with prospects for increased growth and profitability. The company is in the process of setting up additional manufacturing facilities and plans to consolidate certain existing facilities to achieve cost efficiencies.
- The demand for pharmaceutical and chemical equipment engineering products is expected to continue growing over the coming years, supported by local and export demand from semi-regulated markets.
- Capital spending in the industry is anticipated to remain steady or increase, creating opportunities for SGL to expand its operations through sales of existing products and the introduction of new ones.

### Expanding capacity by increasing the capabilities of existing manufacturing plants as well as set up new manufacturing plants:

- The glass-lined equipment market in India was valued at ₹11.5 billion in Fiscal 2024 and is projected to grow at a compound annual growth rate of 10.1%, reaching ₹18.6 billion during the forecast period.
- This growth is driven by the rapid expansion of the pharmaceutical and chemical sectors. To cater to the rising demand from existing customers and meet the requirements of new ones, SGL plans to equip its unit at Kazipally, Telangana, with advanced and diverse machinery and equipment.
- The company intends to allocate up to ₹400.00 million from the Net Proceeds towards expanding its existing manufacturing units and upcoming facilities by funding capital expenditure requirements.

### Capitalise on increasing demand from international markets to grow exports:

- While SGL's revenue from operations has grown at a robust CAGR of 50.45% between Fiscals 2022 and 2024, the company has primarily focused on the domestic market, with exports contributing less than 1% of its revenue during this period.
- To expand its presence in international markets and capitalize on growing global demand, SGL has established agency arrangements for sales and marketing in Bangladesh and agency and distribution agreements in Russia.
- Additionally, the company has entered into an exclusive supply and purchase agreement for its glass-lined equipment and related components across key territories, including North America (excluding Cuba), South America, Europe (excluding Belarus and Russia), and select countries in Asia and Africa.
- The global glass-lined equipment market presents a significant opportunity, with the total addressable market expected to grow from USD 2.1 billion in CY 2023 to USD 3.4 billion in CY 2028, at a CAGR of 10.1%.

### Grow inorganically through strategic acquisitions and alliances:

- SGL is committed to pursuing strategic acquisitions that create synergies with its operations and align with its growth strategy.
- To enhance its capabilities and expand its product offerings, particularly in the glass lining equipment and PTFE-lined pipes and fittings sectors, SGL recently acquired the businesses of M/s Higenic Flora Polymers and M/s Yashasve Glass Lining Industries, both specializing in manufacturing, supply, installation, and repair of PTFE-lined pipes and fittings.
- Additionally, the company acquired C.P.K Engineers Private Limited, further complementing its existing production capabilities.
- Looking ahead, SGL plans to target acquisitions that provide access to new end-markets, geographic regions, customers, and products.
- The company follows a disciplined acquisition strategy, evaluating targets based on factors such as management expertise, operational scale, technological capabilities, product portfolio, customer base, market exposure, valuation, and cultural fit.

### Growth Potential:

- SGL has established itself as a leader in the process equipment industry by proactively identifying emerging market trends and developing advanced, innovative products.
- This forward-thinking approach, coupled with an ambitious product roadmap, sets SGL apart from its competitors. The company has secured a top-three position as a supplier of PTFE-lined pipes and fittings in India, achieving a 23.3% market share by revenue in FY2023-24.
- SGL's growth has been further compounded by its strategic alliances with renowned industry leaders. The partnership with Asahi Glassplant Inc. (AGI Japan) enables private label arrangements, co-branding initiatives, and the supply of high-quality components, positioning the company to explore the Japanese market.
- The company is also expanding its footprint in untapped regions such as Russia and the Middle East. By focusing on these markets, SGL aims to increase its global market share and capitalize on opportunities in international territories.

**Valuation and Outlook:** The glass-lined equipment industry in India is poised for robust growth, with the market expected to expand at a CAGR of 10.1%, driven by the rapid development of the pharmaceutical and chemical sectors and increasing capital expenditure in these industries. Globally, the total addressable market for glass-lined equipment is projected to grow from USD 2.1 billion in 2023 to USD 3.4 billion in 2028, offering significant opportunities for companies like SGL. To capitalize on these trends, SGL has outlined a comprehensive growth strategy focused on diversifying its product offerings, enhancing its manufacturing capabilities, and increasing its presence in international markets. The company is leveraging its engineering expertise to develop differentiated products, such as PTFE-lined pipes, vacuum pumps, and shell and tube heat exchangers, while also expanding its portfolio to target additional end-user industries, including oil and gas, aerospace, and flavors and fragrances. SGL is significantly investing in capacity expansion, with plans to increase production capacity from 1,609 units to 1,877 units by FY26 and allocate ₹400 million from net proceeds to upgrade its facilities. The company is also aggressively pursuing export growth, with the goal of increasing export revenue to 50% through strategic agency arrangements in key international markets and exclusive supply agreements for territories such as North America, Europe, and Asia. These initiatives, coupled with its strategic acquisitions and alliances, have enhanced SGL's market share and product offerings, providing it with a competitive edge in the global market. With industry accreditations and a strong domestic and international presence, SGL is well-positioned to capture a larger share of the growing addressable market, drive higher revenue growth, and achieve long-term profitability. We recommend subscribe to the issue as the company increases its manufacturing capacity to address growing demand, expansion into the export market and strategic partnerships which will increase its market share as in the past and production of new differentiated products separates the company from its peers.

## Key Financial & Operating Metrics (Consolidated)

In INR mn	Revenue	YoY (%)	EBITDA	EBITDA %	PAT	EPS	ROE	ROCE
FY22	2401.87	99.47	404.64	16.85	251.45	1.36	36.46	31.79
FY23	4975.88	107.17	857.68	17.24	534.24	2.90	47.56	48.25
FY24	5436.69	9.26	949.07	17.46	600.11	3.25	21.32	24.86

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## Issue Snapshot

Issue Open	06-January-25
Issue Close	08-January-25
Price Band	INR 133 - 140
Issue Size (Shares)	2,92,89,367
Market Cap (mIn)	INR 27929

## Particulars

Fresh Issue (INR mIn)	INR 2100
OFS Issue (INR mIn)	INR 2000.51
QIB	50%
Non-institutionals	15%
Retail	35%

## Capital Structure

Pre Issue Equity	18,44,91,662
Post Issue Equity	19,94,91,662
Bid Lot	107 Shares
Minimum Bid amount @ 133	INR 14231
Maximum Bid amount @ 140	INR 14980

## Share Holding Pattern

	Pre Issue	Post Issue
Promoters	72.49%	59.88%
Public	28.00%	40.12%

## Particulars

Face Value	INR 10
Book Value	INR 30.95
EPS, Diluted	INR 3.25

## Objects of the Issue

- Funding CAPEX towards purchase of plant and machinery- INR 100 million
- Repayment of borrowings- INR 1300 million
- Investment in wholly owned material subsidiary- INR 300 million
- Funding inorganic growth- INR 200 million

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Standard Glass Lining Technology Ltd. (SGL) is one of the top 5 specialized engineering equipment manufacturers for pharmaceutical and chemical sectors in India, in terms of revenue in Fiscal 2024, with in-house capabilities across the entire value chain. The company's capabilities include designing, engineering, manufacturing, assembly, installation, and commissioning solutions as well as establishing standard operating procedures for pharmaceutical and chemical manufacturers on a turnkey basis. The company's portfolio comprises core equipment used in the manufacturing of pharmaceutical and chemical products, which can be categorized into: (i) Reaction Systems; (ii) Storage, Separation and Drying Systems; and (iii) Plant, Engineering and Services (including other ancillary parts).

SGL is also one of India's top three manufacturers of glass-lined, stainless steel, and nickel alloy-based specialized engineering equipment, in terms of revenue in Fiscal 2024. SGL is also one of the top three suppliers of polytetrafluoroethylene (PTFE) lined pipelines and fittings in India, in terms of revenue in Fiscal 2024. SGL has been the fastest-growing company in the industry in which it operates during the past three completed fiscals in terms of revenue. The company possesses in-house capabilities to manufacture all the core specialized engineering equipment required in the active pharmaceutical ingredient (API) and fine chemical products manufacturing process. Over the last decade, the company has supplied over 11,000 products.

SGL operates through its eight manufacturing facilities spread across a built-up/floor area of more than 400,000 sq. ft., strategically located in Hyderabad, Telangana, the "Pharma Hub" of India, which accounts for 40.00% of the total Indian bulk drug production. The company has the capabilities to manufacture reactors, receivers, and storage tanks ranging from 30 litres to 40,000 litres in size. SGL also has the capacity to manufacture around 300-350 equipment per month across its product portfolio. The manufacturing facility can also produce up to 100 reactors per month. Further, the company has an exclusive facility to make 30 ANFDs per month. SGL also has the capacity to manufacture 9,000 units per month of PTFE lined pipes and fittings. Additionally, the company provides the supply and service of pumps.

### Capacity utilisation:

Months Ending Facility	As of September 30, 2024			As of March 31, 2024			As of March 31, 2023			As of March 31, 2022		
	Units Prod. Capa. (in number of units)	Actual Prod. (in number of units)	Capex Util. (%)	Units Prod. Capa. (in number of units)	Actual Prod. (in number of units)	Capex Util. (%)	Units Prod. Capa. (in number of units)	Actual Prod. (in number of units)	Capex Util. (%)	Units Prod. Capa. (in number of units)	Actual Prod. (in number of units)	Capex Util. (%)
SGL Unit	800	378	47.25	1,600	1,342	83.88	1,500	1,166	77.73	1,600	1,274	79.63
S2 Unit 1	228	204	89.47	418	312	74.64	418	382	91.17	111	89	80.18
S2 Unit 2	290	262	90.34	380	328	86.32	380	322	84.74	85	86	90.59
S2 Unit 3	220	214	97.27	440	440	100.00	440	323	73.41	100	41	41.00
S2 Unit 4	342	221	64.62	884	484	54.76	884	484	54.76	111	81	72.97
SFFL Unit	14,000	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00
CPK Unit 1	80	39	48.75	0	0	0.00	0	0	0.00	0	0	0.00
CPK Unit 2	10	14	140.00	0	0	0.00	0	0	0.00	0	0	0.00

### Revenue bifurcation as per business:

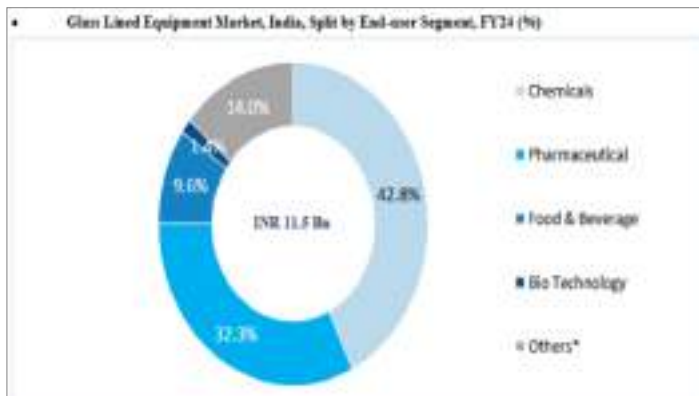
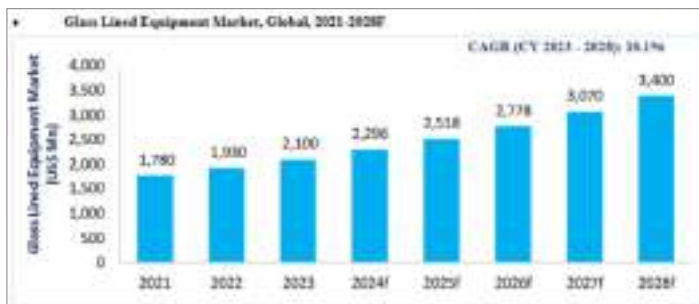
Particulars	Six months period ended September 30, 2024		Fiscal 2024		Fiscal 2023		Fiscal 2022	
	Amount (₹ in million)	% of total revenue from operations	Amount (₹ in million)	% of total revenue from operations	Amount (₹ in million)	% of total revenue from operations	Amount (₹ in million)	% of total revenue from operations
Reaction Systems	1,813.82	53.13%	3,083.09	56.71%	3,047.36	61.27%	1,601.73	65.21%
Storage, Separation and Drying Systems	1,011.97	28.94%	1,631.49	30.08%	1,340.98	30.87%	656.22	26.07%
Plant, Engineering and Services	408.50	11.53%	718.11	13.21%	387.04	7.86%	156.87	6.10%
<b>Total</b>	<b>3,075.30</b>	<b>100.00%</b>	<b>5,434.69</b>	<b>100.00%</b>	<b>4,975.38</b>	<b>100.00%</b>	<b>2,414.82</b>	<b>100.00%</b>

### Revenue bifurcation as per industry:

Particulars	Six months period ended September 30, 2024		Fiscal 2024		Fiscal 2023		Fiscal 2022	
	Amount (₹ in million)	% of total revenue from operations	Amount (₹ in million)	% of total revenue from operations	Amount (₹ in million)	% of total revenue from operations	Amount (₹ in million)	% of total revenue from operations
Pharmaceuticals	2,357.24	76.68%	4,442.52	81.74%	4,115.79	82.73%	2,114.33	87.58%
Chemicals	400.42	13.02%	881.70	16.22%	1,113.37	22.36%	324.48	13.44%
Others*	317.64	10.30%	510.47	9.41%	346.22	6.91%	136.01	5.57%
<b>Total</b>	<b>3,075.30</b>	<b>100.00%</b>	<b>5,434.69</b>	<b>100.00%</b>	<b>4,975.38</b>	<b>100.00%</b>	<b>2,414.82</b>	<b>100.00%</b>

### Industry Overview:

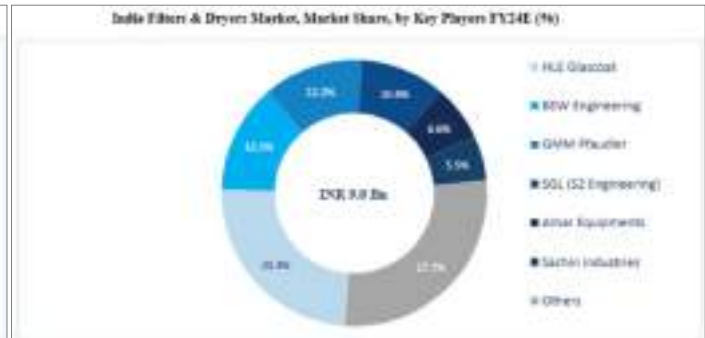
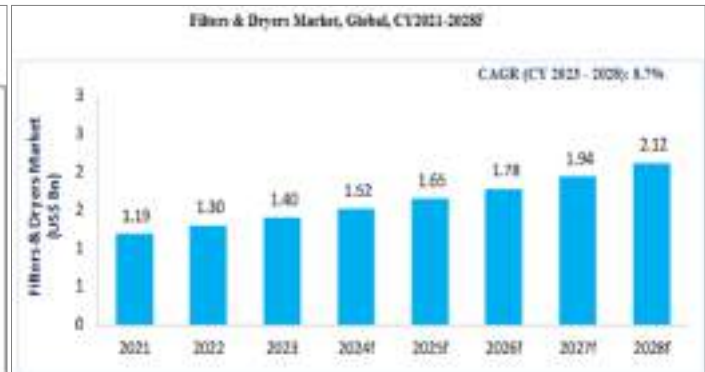
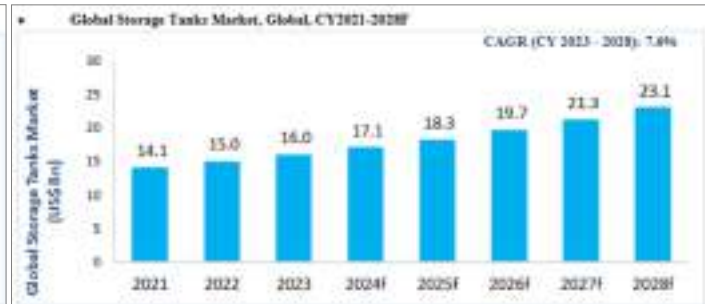
The Glass-Lined Equipment (GLE) industry is poised for significant growth, driven by multiple factors. GLE protects the contained media from exposure to water, other chemicals, alkalis, and corrosion, providing a desirable environment for storing the media. GLE is resistant to contamination and capable of operating in a variety of environments. Glass lining technology is extensively used in various industries for its corrosion resistance and durability. The market has grown at a CAGR of 8.6% during CY21 to CY23 and is expected to grow at a CAGR of 10.1% and generate US\$3,400 million in revenue in CY28.



### Peers market share:



Overview of reactors (pressure vessels) and storage tanks industry:





## Investment rationale:

**Continue to expand and improve existing product portfolio and enter into additional end-user industries:** SGL has consistently sought to diversify its portfolio of products to cater to customers across various segments and geographies, positioning the company to capitalize on industry opportunities. SGL intends to strengthen its existing product portfolio in line with its capabilities and further diversify into products with prospects for increased growth and profitability. The company is in the process of setting up additional manufacturing facilities and plans to consolidate certain existing facilities to achieve cost efficiencies. The demand for pharmaceutical and chemical equipment engineering products is expected to continue growing over the coming years, supported by local and export demand from semi-regulated markets. Capital spending in the industry is anticipated to remain steady or increase, creating opportunities for SGL to expand its operations through sales of existing products and the introduction of new ones.

SGL plans to leverage its engineering capabilities to diversify its product offerings, especially in related segments. Over the years, the company has systematically expanded its product portfolio through in-house capabilities, partnerships, and acquisitions, offering complementary products and services that add value to the ecosystem of a chemical or pharmaceutical manufacturing facility. For instance, SGL began producing PTFE-lined pipes in Fiscal 2024 and supplying vacuum pumps in Fiscal 2022, increasing its revenue share from chemical and pharmaceutical manufacturing facilities and enhancing its competitive edge in turnkey offerings.

To maintain its leadership position and further develop various product segments, SGL aims to diversify its product offerings and enter additional end-user industries such as oil and gas, paint and coatings, edible oils, flavours and fragrances, aerospace, and heavy engineering. As of September 30, 2024, the company's sales and marketing team in India comprised 99 employees, with a strong focus on the Southern and Western regions. SGL may expand this team to enhance its sales and marketing reach, enabling the company to target new customers in these regions.

**Expanding capacity by increasing the capabilities of existing manufacturing plants as well as set up new manufacturing plants:** The glass-lined equipment market in India was valued at ₹11.5 billion in Fiscal 2024 and is projected to grow at a compound annual growth rate of 10.1%, reaching ₹18.6 billion during the forecast period. This growth is driven by the rapid expansion of the pharmaceutical and chemical sectors. To cater to the rising demand from existing customers and meet the requirements of new ones, SGL plans to equip its unit at Kazipally, Telangana, with advanced and diverse machinery and equipment.

The company intends to allocate up to ₹400.00 million from the Net Proceeds towards expanding its existing manufacturing units and upcoming facilities by funding capital expenditure requirements. SGL proposes to purchase new machinery and equipment to enhance capacity for its glass-lining, stainless steel, and nickel alloy equipment operations. The planned acquisitions include welding machines, cranes, and laser scanning cutting machines, among others.

As of September 30, 2024			
Manufacturing Facility	Installed Capacity (in number of units)	Proposed Increase in capacity	Total Installed Capacity Post Expansion
SGL unit	1609	268	1877

## Capitalise on increasing demand from international markets to grow exports:

While SGL's revenue from operations has grown at a robust CAGR of 50.45% between Fiscals 2022 and 2024, the company has primarily focused on the domestic market, with exports contributing less than 1% of its revenue during this period. To expand its presence in international markets and capitalize on growing global demand, SGL has established agency arrangements for sales and marketing in Bangladesh and agency and distribution agreements in Russia. Additionally, the company has entered into an exclusive supply and purchase agreement for its glass-lined equipment and related components across key territories, including North America (excluding Cuba), South America, Europe (excluding Belarus and Russia), and select countries in Asia and Africa.

The global glass-lined equipment market presents a significant opportunity, with the total addressable market expected to grow from USD 2.1 billion in CY 2023 to USD 3.4 billion in CY 2028, at a CAGR of 10.1%. SGL aims to leverage its diverse product portfolio, strong domestic customer acceptance, and comprehensive offerings for specialized engineering equipment in the pharmaceutical and chemical sectors to expand internationally. Increasing exports will not only help SGL tap into a larger addressable market but also augment its geographical footprint and revenues.

This diversification strategy is expected to mitigate risks associated with economic fluctuations in specific regions and reduce dependence on select customers. Moreover, SGL has received prestigious accreditations such as the U Symbol from the American Society of Mechanical Engineers, the NB Mark from the National Board of Boiler & Pressure Inspectors, and the R Symbol from the same organization. These certifications enhance the acceptance of SGL's products across global markets, providing a competitive edge over peers with non-certified offerings.

**Grow inorganically through strategic acquisitions and alliances:** SGL is committed to pursuing strategic acquisitions that create synergies with its operations and align with its growth strategy. To enhance its capabilities and expand its product offerings, particularly in the glass lining equipment and PTFE-lined pipes and fittings sectors, SGL recently acquired the businesses of M/s Higenic Flora Polymers and M/s Yashasve Glass Lining Industries, both specializing in manufacturing, supply, installation, and repair of PTFE-lined pipes and fittings. Additionally, the company acquired C.P.K Engineers Private Limited, further complementing its existing production capabilities.

SGL has also partnered with HHV Pumps Private Limited under a private label arrangement for the supply of vacuum pumps and has a sales and purchase agreement with Asahi Glassplant Inc. and GL HAKKO for specific grades of glass used in its glass lining division. The exclusive collaboration with GL HAKKO allows SGL to manufacture and sell shell and tube heat exchangers using GL HAKKO's glass-lined tubes in India and globally, excluding Japan. These partnerships have accelerated SGL's growth, establishing its leadership position in the industry.

Looking ahead, SGL plans to target acquisitions that provide access to new end-markets, geographic regions, customers, and products. The company follows a disciplined acquisition strategy, evaluating targets based on factors such as management expertise, operational scale, technological capabilities, product portfolio, customer base, market exposure, valuation, and cultural fit. SGL's experienced promoters and senior management, coupled with its financial strength and robust manufacturing capabilities, position it to identify and execute strategic acquisitions effectively, driving long-term growth and value creation.

**Growth Potential:** SGL has established itself as a leader in the process equipment industry by proactively identifying emerging market trends and developing advanced, innovative products. This forward-thinking approach, coupled with an ambitious product roadmap, sets SGL apart from its competitors. The company has secured a top-three position as a supplier of PTFE-lined pipes and fittings in India, achieving a 23.3% market share by revenue in FY2023-24. This success is bolstered by strategic acquisitions of Higenic Flora Polymers and Yashasve Glass Lining Industries, which have accelerated SGL's growth and reinforced its leadership in the market.

SGL’s growth has been further compounded by its strategic alliances with renowned industry leaders. The partnership with Asahi Glassplant Inc. (AGI Japan) enables private label arrangements, co-branding initiatives, and the supply of high-quality components, positioning the company to explore the Japanese market. Similarly, its collaboration with HHV Pumps, a subsidiary of Atlas Copco, supports the manufacture of vacuum pumps, while its agreement with GL Hakko facilitates the procurement of specialized glass grades for its glass lining division. These collaborations have fortified SGL’s standing in both the glass lining and vacuum pump markets.

The company is also expanding its footprint in untapped regions such as Russia and the Middle East. By focusing on these markets, SGL aims to increase its global market share and capitalize on opportunities in international territories. This strategy aligns with its broader vision of enhancing sales globally while maintaining a dominant presence in the domestic market. The company’s target is to increase its revenue share in the international market to 50% which will drive its higher revenue growth.

SGL’s commitment to operational excellence, strategic partnerships, and continuous innovation ensures its competitive edge in the industry. With a robust leadership position in key segments and ambitious plans for expansion, the company is well-positioned to achieve sustained growth and success in 2024 and beyond.

Product Types	Global Market Size (US\$ Bn) - CY 2023	India Market Size (INR Bn) - FY 2024	SGL Revenue (INR Bn)	Domestic Market Share %	New Product Type - Pipeline	Global Market Size (US\$ Bn) - CY 2023	India Market Size (INR Bn) - FY 2024
Reaction Systems	76.12	114.51	3.01	2.7%	Powder Mixing Equipment	3.78	32.88
Separation and Drying Systems	17.43	33.12	1.84	5.0%	ZLD Equipment	6.81	36.96
Plant Engineering & Services	14.90	30.99	0.71	2.4%	Solvent Separation	9.97	-
Total	107.87	177.48	5.43	3.1%	Fermentation Equipment	1.91	18.41
					Heavy Engineering Equipment	678.00	11,896.28
					Precision Parts	13.12	131.20

Exchange rate US\$ 1 = INR 82

**Total TAM Potential:**

**Financial Performance:** For 6MFY25, SGL reported revenue from operations of ₹3,071.95 million, EBITDA of ₹627.08 million with an EBITDA margin of 20.09%, PAT of ₹362.68 million with a PAT margin of 11.62%, ROCE of 10.81%, and ROE of 8.06%. For FY24, the company reported revenue from operations of ₹5,436.69 million, reflecting a 2-year CAGR of 50.45%. EBITDA for FY24 was ₹1,009.19 million, showing a YoY growth of 14.35% and an EBITDA margin of 18.36%. The PAT for FY24 was ₹600.11 million, with a YoY growth of 12.33% and a PAT margin of 10.92%. Additionally, SGL achieved a ROCE of 25.49% and an ROE of 20.74% for FY24.

**Valuation and outlook:** The glass-lined equipment industry in India is poised for robust growth, with the market expected to expand at a CAGR of 10.1%, driven by the rapid development of the pharmaceutical and chemical sectors and increasing capital expenditure in these industries. Globally, the total addressable market for glass-lined equipment is projected to grow from USD 2.1 billion in 2023 to USD 3.4 billion in 2028, offering significant opportunities for companies like SGL. To capitalize on these trends, SGL has outlined a comprehensive growth strategy focused on diversifying its product offerings, enhancing its manufacturing capabilities, and increasing its presence in international markets. The company is leveraging its engineering expertise to develop differentiated products, such as PTFE-lined pipes, vacuum pumps, and shell and tube heat exchangers, while also expanding its portfolio to target additional end-user industries, including oil and gas, aerospace, and flavors and fragrances. SGL is significantly investing in capacity expansion, with plans to increase production capacity from 1,609 units to 1,877 units by FY26 and allocate ₹400 million from net proceeds to upgrade its facilities. The company is also aggressively pursuing export growth, with the goal of increasing export revenue to 50% through strategic agency arrangements in key international markets and exclusive supply agreements for territories such as North America, Europe, and Asia. These initiatives, coupled with its strategic acquisitions and alliances, have enhanced SGL’s market share and product offerings, providing it with a competitive edge in the global market. With industry accreditations and a strong domestic and international presence, SGL is well-positioned to capture a larger share of the growing addressable market, drive higher revenue growth, and achieve long-term profitability. We recommend subscribe to the issue as the company increases its manufacturing capacity to address growing demand, expansion into the export market and strategic partnerships which will increase its market share as in the past and production of new differentiated products separates the company from its peers.

## Peer Comparison

Name of the company	Total Income (₹ in million)	P/E	EPS Diluted
Standard Glass Lining Technology	5496.81	43.08	3.52
GMM Pfaudler Ltd	34665	30.49	39.79
HLE Glascoat Ltd	9767.36	56.44	6.52
Thermax Ltd	95560.3	72.28	57.28
Praj Industries	35097.77	54.41	15.42

Particulars	Standard Glass Lining Technology				GMM Pfaudler Ltd				HLE Glascoat Ltd				Thermax Ltd				Praj Industries			
	6MFY25	FY24	FY23	FY22	6MFY25	FY24	FY23	FY22	6MFY25	FY24	FY23	FY22	6MFY25	FY24	FY23	FY22	6MFY25	FY24	FY23	FY22
Revenue	3,071.95	5,436.69	4,975.88	2,401.87	15,906.20	34,464.80	31,775.50	25,405.70	4,628.51	9,679.20	9,320.23	6,522.18	47,960.00	93,234.60	80,898.10	61,283.30	15,153.33	34,662.78	35,280.38	23,432.74
YoY Growth Rate (%)	-	9.26%	107.17%	-	-	8.46%	25.07%	-	-	3.85%	42.90%	-	-	15.25%	32.01%	-	-	-1.75%	50.56%	-
2Y CAGR (%)	-	50.45%	-	-	-	16.47%	-	-	-	21.82%	-	-	-	23.34%	-	-	-	21.62%	-	-
EBITDA	627.08	1,009.19	882.56	417.79	1,913.30	4,968.20	4,810.10	2,906.00	591.17	1,208.77	1,450.73	1,176.29	5,629.80	10,299.60	7,577.40	5,483.80	2,036.84	4,313.05	3,536.01	2,299.74
EBITDA Margin (%)	20.09%	18.36%	17.65%	17.30%	11.96%	14.33%	14.90%	11.41%	12.69%	12.38%	15.43%	17.82%	11.40%	10.78%	9.18%	8.77%	13.22%	12.29%	9.92%	9.71%
PAT	362.68	600.11	534.24	251.45	411.6	1,741.00	2,103.70	753.6	198.42	408.89	698.15	582.33	3,074.20	6,431.90	4,507.00	3,123.10	1,380.12	2,833.91	2,398.18	1,502.39
YoY Growth Rate (%)	-	12.33%	112.46%	-	-	-17.20%	179.20%	-	-	-41.43%	19.89%	-	-	42.71%	44.31%	-	-	18.17%	59.62%	-
PAT Margin (%)	11.62%	10.92%	10.68%	10.41%	2.57%	5.02%	6.51%	2.96%	4.26%	4.19%	7.43%	8.82%	6.22%	6.73%	5.46%	4.99%	8.96%	8.07%	6.73%	6.35%
ROCE(%)	10.81%	25.49%	43.43%	42.03%	8.09%	23.74%	28.26%	17.18%	5.36%	12.68%	24.51%	30.40%	9.61%	23.02%	19.79%	19.15%	26.90%	35.10%	36.80%	28.23%
ROE (%)	8.06%	20.74%	47.56%	54.89%	4.26%	20.23%	24.63%	18.22%	3.80%	7.99%	24.06%	29.97%	6.91%	15.53%	12.24%	9.26%	19.34%	24.09%	24.06%	17.50%
RoA (%)	5.10%	11.85%	16.54%	13.23%	1.29%	5.34%	6.91%	2.93%	1.66%	3.90%	8.44%	10.24%	2.91%	6.77%	5.53%	4.47%	8.75%	10.28%	9.92%	7.88%
Total Debt to Equity	0.39	0.32	0.53	1.01	0.91	0.94	1.21	1.21	0.83	0.93	0.79	0.86	0.32	0.29	0.21	0.11	0.13	0.13	0.04	0.02
Net Debt to Equity	0.3	0.19	0.49	1.01	0.52	0.58	0.75	0.58	0.71	0.83	0.74	0.7	0.15	0.07	-0.08	-0.17	0	-0.03	-0.1	-0.15
Net Asset Turnover Ratio	2.79	6.08	7.6	6.26	1.26	2.76	2.82	2.46	0.81	2.2	3.14	3.29	1.97	4.53	5.54	4.89	5.06	8.37	12.07	8.6
Adjusted ROCE	13.09%	29.41%	44.10%	42.51%	-	23.74%	28.26%	17.18%	-	12.71%	24.53%	30.41%	-	25.47%	22.96%	21.23%	-	35.39%	36.97%	28.49%

# Indo Farm Equipment Limited

December 27, 2024



IPO Note

Income Statement					Balance Sheet				
Y/E (INR mn)	FY22	FY23	FY24	6MFY25	Y/E (INR mn)	FY22	FY23	FY24	6MFY25
Revenue	2,401.87	4,975.88	5,436.69	3,071.95	<b>Source of funds</b>				
Expenses:					Equity Share Capital	153.00	157.85	181.63	1816.35
Raw Material Consumed	1391.87	2996.65	3516.61	1895.41	Reserves	536.59	1399.35	3891.77	2615.75
Employee Cost	135.21	157.52	207.68	136.38	Total Share holders funds	689.59	1557.20	4073.40	4432.10
Total Expenses	1,997.23	4,118.20	4,487.62	2,493.90	Total Debt	491.50	600.62	1,137.82	1,581.56
EBITDA	404.64	857.68	949.07	578.05	Current Liabilities	2,094.56	1,826.07	2,610.50	2,902.27
EBITDA Margin %	16.85	17.24	17.46	18.82	Trade Payables	624.76	749.66	887.06	958.57
Interest	848.43	1,196.94	1,626.07	79.97	Total Non-Current	268.41	241.71	145.01	194.38
Depreciation	42.36	77.07	93.28	49.72	<b>Total Liabilities</b>	3,052.56	3,624.98	6,845.28	7,565.22
Other Income	13.15	24.88	60.12	49.03					
PBT	-473.00	-391.45	798.01	497.39	<b>Application of funds</b>				
PAT	251.45	534.24	600.11	362.68	Fixed Assets	519.89	750.39	961.47	1053.32
EPS	1.36	2.90	3.25	1.97	Cash and Bank	1.17	54.21	519.43	390.41
					Current Assets	2447.05	2778.42	5779.32	6236.91
					Trade Recievables	821.67	912.81	1547.81	1914.93
					Other current assets	281.21	178.19	317.25	389.64
					<b>Total Assets</b>	3,052.56	3,624.98	6,845.28	7,565.22

Cash Flow					Key Ratios			
Y/E (INR mn)	FY22	FY23	FY24	6MFY25	Y/E (INR mln)	FY22	FY23	FY24
Profit Before Tax	-473.00	-391.45	798.01	497.39	<b>Growth Ratio</b>			
Adjustment	91.96	173.83	190.22	101.50	Net Sales Growth(%)	0.00	107.17	9.26
Changes In working Capital	-416.10	-669.92	-1450.01	-713.23	EBITDA Growth(%)	0.00	111.24	14.35
Cash Flow after changes in Working Capital	13.56	222.44	-461.78	-94.02	PAT Growth(%)	0.00	112.46	12.33
Tax Paid	-85.05	-204.93	-188.49	-99.37	<b>Margin Ratios</b>			
Cash From Operating Activities	-71.49	17.51	-650.27	-193.39	Gross Profit	51.78	42.54	41.44
Cash Flow from Investing Activities	-297.38	-290.17	-1568.34	-314.65	EBITDA	16.85	17.24	17.46
Cash from Financing Activities	369.97	325.70	2318.95	362.39	PBT	-19.69	-7.87	14.68
Net Cash Inflow / Outflow	1.10	53.04	100.34	-145.65	PAT	10.47	10.74	11.04
Opening Cash & Cash Equivalents	0.07	1.17	54.21	154.55	<b>Return Ratios</b>			
Closing Cash & Cash Equivalent	1.17	54.21	154.55	8.90	ROA	8.24	16.00	11.46
					ROE	36.46	47.56	21.32
					ROCE	31.79	48.25	24.86
					<b>Turnover Ratios</b>			
					Asset Turnover(x)	0.79	1.49	1.26
					Inventory Turnover(x)	1.92	3.70	2.96
					Fixed Asset Turnover (x)	4.29	6.96	5.38
					<b>Solvency Ratios</b>			
					Total Debt/Equity(x)	0.71	0.39	0.28
					Current Ratio(x)	1.17	1.52	2.21
					Quick Ratio(x)	0.57	0.74	1.35
					Interest Cover(x)	9.95	9.26	0.58
					<b>Valuation Ratios</b>			
					P/E	-	-	43.08
					EV/EBITDA	-	-	28.88

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**Contact us:**

**SMIFS Limited.** (<https://www.smifs.com/>)

**Compliance Officer:**

**Sudipto Datta,**

5F Vaibhav, 4 Lee Road, Kolkata 700020, West Bengal, India.

Contact No.: +91 33 4011 5401 / +91 33 6634 5401

Email Id.: [compliance@smifs.com](mailto:compliance@smifs.com)

**Mumbai Office:**

206/207, Trade Centre, Bandra Kurla Complex (BKC), Bandra East, Mumbai – 400051, India

Contact No.: (D) +91 22 4200 5508, (B) +91 22 4200 5500

Email Id: [institutional.equities@smifs.com](mailto:institutional.equities@smifs.com)

**Kolkata Office:**

Vaibhav, 4 Lee Road, Kolkata 700020, West Bengal, India.

Contact No.: (D) +91 33 6634 5408, (B) +91 33 4011 5400

Email Id: [smifs.institutional@smifs.com](mailto:smifs.institutional@smifs.com)

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