IPO REVIEW

Black Opal Consultants IPO

By **Dilip Davda** · SEBI Registered Research Analyst · Reg. No. INH000003127 Reviewed on 28 September 2026

- The company is engaged in selling residential and commercial properties of developers for brokerages.
- Currently it is active in northern region and UP, and helps its group companies in selling their projects.
- Its margins earned for FY25 and FY26 raised eyebrows as it is operating in a highly competitive and fragmented segment.
- It marked growth in its top and bottom lines for the reported periods.
- Based on its recent average financial data, the issue appears aggressively priced.
- There is no harm in skipping this pricey and dicey IPO.
- IN VIEW OF THE LIKELY BANK STRIKE FROM 28.09.26 TO 30.09.26, THE IPOS/PRIMARY OFFERS THAT ARE FALLING BETWEEN THESE THREE DAYS, IPOS SCHEDULE TIME LINE MAY CHANGE AND THE REVISED DATES WILL GET EFFECTIVE FOR OPENING AND / OR CLOSING SCHEDULES, AS THE CASE MAY BE. INVESTORS ARE REQUESTED TO MAKE A NOTE OF THIS.

About the Company

Black Opal Consultants Ltd. (BOCL) - Company’s business is to facilitate the sale of residential and commercial properties developed by the developers in lieu of brokerage. It partners with the developers to facilitate such sales. The Company specializes in selling luxury properties and has worked with various developers. The Company has successfully sold over 2,300 units as on the date of this Red Herring Prospectus. The Company has executed multiple projects in collaboration with over 25 developers and a network of 200+ broker associates across its offices in the Delhi-NCR.

In addition to selling inventories of the developers BOCL closely works with the Group Entities namely Aurika Homes Private Limited & Aurika Projects LLP, for selling their project inventories. Pursuant to the MoU entered into between the Company and such Group Entities, it has received the right to sell the inventories developed by such Group Entities. This structure enables it to build a synergistic ecosystem within the group, allowing it to capitalize on emerging opportunities in India’s rapidly growing Tier-II real estate markets.

In addition to partnering with real estate developers, it also collaborates closely with Group Entities namely, Aurika Homes Private Limited & Aurika Projects LLP, to facilitate the sale of projects developed by such Group Entities. The Company has entered into Memorandum of Understanding (MoU) dated June 20, 2024 and March 15, 2025 with Group Entities namely, Aurika Homes Private Limited & Aurika Projects LLP, respectively, securing exclusive rights to market and sell their projects

in return for brokerage income. This arrangement enables it to leverage its market expertise, strengthen synergies within the group, and derive mutual benefits from the established relationship with such Group Entities.

The Company leverages a strong network of over 200 brokers, enabling it to expand its addressable market and strengthen its business outreach. These brokers play a vital role in supporting its sales efforts and overall business growth. Additionally, it utilizes its social media platforms such as Facebook and search engines like Google to market developers' inventories and enhance visibility.

The Company operates across the residential and commercial property segments, offering solutions to a diverse clientele, including real estate developers, retail buyers/sellers, and investors, across both residential and commercial segments. Its primary focus lies in newly constructed/ under-construction properties, where it supports developers in marketing and selling their projects while assisting customers in property acquisition. As of August 31, 2026, it had 13 employees on its payroll.

Issue Details / Capital History

The company is coming out with its maiden book building route combo IPO of 2796000 equity shares of Rs. 10 each to mobilize Rs. 55.08 cr. at the upper cap. The IPO consists of 2238000 fresh equity shares (worth Rs. 44.09 cr. at the upper cap), and an Offer for Sale (OFS) of 558000 equity shares (worth Rs. 10.99cr. at the upper cap). The company has announced a price band of Rs. 185 – Rs. 197 per share. The minimum application to be made is for 1200 shares and in multiples of 600 shares thereon, thereafter. The issue opens for subscription on September 29, 2026 and will close on October 01, 2026. The shares will be listed on BSE SME. The IPO constitute 26.43% of the post-IPO paid-up capital of the company. From the net proceeds of the issue, the company will utilize Rs. 7.00 cr. for funding for securing Sales/Marketing mandates, Rs. 26.00 cr. for investment in its group entity Aurika Developers LLP, for financing development of its Ayodhya Project, and the rest for general corporate purposes.

The IPO is solely lead managed by Khambatta Securities Ltd., while Skyline Financial Services Pvt. Ltd., is the registrar to the issue. Share India Securities Ltd. is a market maker, and also syndicate member. The issue is underwritten to the tune of 19.98% by Khambatta Securities, and 80.02% by Share India Capital Services Pvt. Ltd.

After issuing initial equity capital at par value, the company also issued further equity shares in the price range of Rs. 412.00 – Rs. 660.00, per share between October 2021, and December 2022. It has also issued bonus shares in the ratio of 60 for 1 in July 2022, and 9 for 1 in August 2025. The average cost of the acquisition of shares by the promoters/ selling stakeholders is Rs. 1.85, and Rs. 59.95 per share.

Post-IPO, company's current paid-up equity capital of Rs. 8.34 cr. (8339190 equity shares) will stand enhanced to Rs. 10.58 cr. (10577190 equity shares). Based on the upper band of the IPO pricing, the company is looking for a market cap of Rs. 208.37 cr.

Financial Performance

On the financial performance front, for the last three fiscals, the company has (on a consolidated basis) posted total income/ net profit, of Rs. 19.91 cr. / Rs. 4.32 cr. (FY24), Rs. 33.04 cr. / Rs. 11.48 cr. (FY25), Rs. 42.34 cr. / Rs. 12.20 cr. (FY26). The company marked growth in its top and bottom lines for the reported periods. The boosted profits for FY25 and FY26 appears a window dressing to fetch fancy valuation for IPO. Rising trade receivables year-on-year, raise alarms.

For the last three fiscals, the company has reported an average EPS of Rs. 12.78 and an average RoNW of 45.52%. The issue is priced at a P/BV of 5.03 based on its NAV of Rs. 39.17 per share as of March 31, 2026 , and at a P/BV of 2.71 based on its post-IPO NAV of Rs. 72.57 per share (at the upper cap).

If we attribute FY26 earnings to its post-IPO fully diluted paid-up equity capital, then the asking price is at a P/E of 17.07, and based on FY25 earnings, the P/E stands at 18.16. The issue appears aggressively priced based on its recent average earnings.

The company has posted PAT Margins of 21.88% (FY24), 34.93% (FY25), 29.11% (FY26) and RoCE margins of 55.86%, 75.05%, 40.12%, respectively for referred periods.

Dividend Policy

The company has not paid any dividends since its incorporation. It has already adopted a dividend policy in August 2025, based on its financial performance and future prospects.

Comparison with Listed Peers

As per the offer document, the company has shown Homesfy Realty, as its listed peer. It is currently trading at a P/E of NA (as of September 25, 2026). However, they are not truly comparable on an apple-to-apple basis.

Merchant Banker's Track Record

This is the 10th mandate from Khambatta Securities, in the last three fiscals (including the ongoing one). Out of the last 9 listings, 3 opened at discount, 1 at par, and the rest listed with a premium ranging from 3.57% to 387.50% on the listing date.

Conclusion / Investment Strategy

BOCL is engaged in selling residential and commercial properties of developers for brokerages. Currently it is active in northern region and UP, and helps its group companies in selling their projects. Its margins earned for FY25 and FY26 raised eyebrows as it is operating in a highly competitive and fragmented segment. It marked growth in its top and bottom lines for the reported periods. Based on its recent average financial data, the issue appears aggressively priced. There is no harm in skipping this pricey and dicey IPO.

About Dilip Davda

Dilip Davda is a veteran financial journalist associated with the Indian stock market since 1978. He has been contributing to print and electronic media on capital markets, insurance, and finance since 1985. He is widely recognized for reviewing public issues and non-convertible debentures (NCDs) in the primary market, with a special emphasis on SME public issues.

SEBI Registered Research Analyst – Mumbai · Registration No.: INH000003127 (Perpetual)

Disclaimer: The information provided herein is solely for educational and informational purposes and does not constitute an offer, solicitation, or recommendation to buy or sell any securities. Readers are advised to consult a qualified financial advisor before making any investment decisions. Investments in the securities market are subject to market risks. The author does not intend to invest in the securities discussed.