IPO REVIEW

# Gaja Alternative Asset Management IPO

By **Dilip Davda** · SEBI Registered Research Analyst · Reg. No. INH000003127 Reviewed on 17 August 2026

- The company is a well established alternative asset management entity.
- It acts as an investment manager to India focused funds including category I and II AIFs.
- The company recorded super earnings for the reported periods.
- Based on its recent financial data, the issue appears fully priced.
- The segment is a best long term based investment option.
- Well-informed investors may park funds for medium to long term.

## About the Company

Gaja Alternative Asset Management Ltd. (GAAML) is a well-established alternative asset management company, in terms of vintage, with 20 years of experience. The company acts as an investment manager to India focused funds, including category II and category I alternative investment funds (“AIFs”) and also acts as advisors to offshore funds, which provide capital to companies in India.

It is an experienced, independent and home-grown alternative asset management company (“AMC”). With over two decades of experience in alternative asset management, it has navigated various investment cycles across the funds managed and advised by it. As an independent alternative AMC, it is not sponsored or owned by any financial institution, corporate group, or global firm and its ownership structure is predominantly held by leadership team. The home-grown character of the Company is rooted in the backgrounds of its Promoters and senior management, all of whom have developed their careers in India and are Indian citizens.

The portfolio of investments across the funds managed and advised by it, has been focused on various sectors, including, EEE, financial services, consumer and digital technology. The company derives its income primarily from three income streams (i) Management Fee; (ii) Carried Interest; and (iii) Income from Sponsor Commitment.

All the income generated from the funds managed and advised by GAAML, across the three income streams, is received in its entirety by it. Its objective has been to capture the economic value generated by the funds managed and advised by it within the Company, with the goal of enhancing its enterprise value and strengthening our balance sheet. On the expenditure side, team compensation forms a substantial share of its expenses and other major expenses include it fund-raise and business development costs. Its business has demonstrated significant operating leverage and efficiency through consistent improvement in profit margins and between Fiscals 2024 to 2026, its PAT Margins have improved from 43.04% to 51.94%. Company’s operating leverage comes from a

calibrated growth in its employee base and management of expenses, while its operating efficiency is a result of low cost of fund raising and leveraging equity ownership as a tool to compensate a majority of its senior leadership. As of March 31, 2026, it had 37 employees on its payroll (including contractual staff).

Promoters and Promoters Group

Mr. Gopal Jain: CEO and Managing Director

Gopal Jain, Ranjit Jayant Shah, Imran Jafar, Chitra Jain and Mona Ranjit Shah: Promoter and Wholetime Director

## Issue Details / Capital History

The company is coming out with its maiden book building route combo IPO worth Rs. 550 cr. (approx. 34375000 equity shares at the upper cap). The IPO consists of fresh equity shares worth Rs. 450 cr. (approx. 28125000 equity shares at the upper cap) and an Offer for Sale (OFS) worth Rs. 100 cr. (approx. 6250000 equity shares at the upper cap). The company has announced a price band of Rs. 152 – Rs. 160 per equity shares of Rs. 5 each. The issue opens for subscription on August 19, 2026, and will close on August 21, 2026. The minimum application to be made is for 93 shares and in multiples thereon, thereafter. Post allotment, shares will be listed on BSE and NSE. The issue constitutes 24.38% of the post-IPO paid-up equity capital. From the net proceeds of the fresh equity issue, the company will utilize Rs. 372 cr. towards its sponsor commitments to certain existing and new funds for repayment of bridge loans, and the rest for general corporate purposes.

The joint Book Running Lead Manager (BRLM) to this issue are JM Financial Ltd., IIFL Capital Services Ltd., while MUFG Intime India Pvt. Ltd. is the registrar to the issue. JM Financial Services Ltd. is a syndicate member.

After issuing initial equity shares at par value, the company has issued/converted further equity shares in the price range of Rs. 50 – Rs. 51459.50 per share (based on Rs. 5 FV), between March 2009, and June 2025. It has also issued bonus shares in the ratio of 2500 for 1 in June 2025. The average cost of acquisition of shares by the promoters/selling stakeholders is Rs. 0.00, Rs. 0.10, Rs. 0.12, Rs. 7.28, Rs. 11.66, and Rs. 20.58 per share.

Post-IPO, its current paid-up equity capital of Rs. 56.44 cr. will stand enhanced to Rs. 70.51 cr. Based on the upper cap of the price band, the company is looking for a market cap of Rs. 2256.16 cr.

## Financial Performance

On the financial performance front, for the last three fiscals, the company has (on a consolidated basis) posted a total income/net profit, of Rs. 103.96 cr. / Rs. 44.74 cr. (FY24), Rs. 123.31 cr. / Rs. 61.95 cr. (FY25), and Rs. 157.80 cr. / Rs. 81.96 cr. (FY26). The company posted growing trends in its top and bottom line for the reported periods. Its contingent liability stood at Rs. 58.58 cr. as of March 31, 2026.

According to the management, it is operating for investing in AIF only and has been doing profitable business, With the influx of more funds, its scope will rise further and will have better prospects going forward.

For the last three fiscals, the company has posted an average EPS of Rs. 6.20 and an average RoNW of 13.90 %. The issue is priced at a P/BV of 2.98 based on its NAV of Rs. 53.73 as of March 31, 2026, and at a P/BV of 2.14 based on its post-IPO NAV of Rs. 74.92 per share at the upper cap.

If we attribute FY26 super earnings to its post-IPO fully diluted paid-up equity capital, then the asking price is at P/E of 27.54.  Based on FY25 earnings, the P/E stands at 36.45. The issue appears fully priced based on its recent average performance.

For the reported periods, the company has reported PAT Margins of 43.04% (FY24), 50.24% (FY25), 51.94% (FY26), and ROE margins of 14.45%, 17.19%, 16.47%, respectively for the referred periods.

## Dividend Policy

The company has paid a dividend of 25000% for FY25, 10% for FY26, and 15% for FY26 till filing of offer document. It has already adopted a dividend policy in February 2025, based on its financial performance and future prospects.

## Comparison with Listed Peers

As per the offer document, the company has shown 360 ONE WAM, ABSL AMC, Anant Rathi Wealth, HDFC AMC, ICICI Prudential AMC, Nippon Life India AMC, Nuvama Wealth, SBI Funds Management. UTI AMC, as its listed peers. They are currently trading at a P/E of 38.0, 29.0, 78.1, 36.1, 43.9, 45.6, 28.3, 36.8, and 21.9 (as of August 14, 2026). However, they are not truly comparable on an apple-to-apple basis.

## Merchant Banker's Track Record

The two BRLMs associated with this issue has handled 74 IPOs in the last three fiscals out of which 24 issues closed below the issue price on the listing date.

### Conclusion / Investment Strategy

GAAML is a well-established alternative asset management entity. It acts as an investment manager to India focused funds including category I and II AIFs. The company recorded super earnings for the reported periods. Based on its recent financial data, the issue appears fully priced. The segment is a best long term based investment option. Well-informed investors may park funds for medium to long term.

## 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.

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