



KRM Ayurveda Limited

HealthCare

IPO Report

Apply

SME IPO

Price Band: ₹128 to ₹135 per share

Bidding: Jan 21 to Jan 23, 2026

Listing At: NSE SME

Listing Date: Jan 29, 2026

ESG Rating: Not Rated

ESG Initiatives

- Company has not disclosed ESG related activities

Details of the Issue

Lead Manager NEXGEN Financial Solutions Pvt. Ltd.

Market Maker Mansi Share & Stock Broking Pvt. Ltd.

Registrar Skyline Financial Services Pvt. Ltd.

Promoter Holding

Pre-Issue 92.16%

Post-Issue 67.28%

Offer Structure

Market Maker 5,74,000 shares

QIB 25,74,000 shares

Retail 18,12,000 shares

NII 7,80,000 shares

Fresh Issue 57,40,000 shares

Total Issue ₹77.49 Cr

Financial Summary (₹ in Lakhs)

Particular	FY25	FY24
Revenue	7,655.27	6,715.57
EBITDA	1,910.90	733.66
PAT	1,209.72	341.22

Minimum Application

Category	Lots	Shares	Amount
Retail	2	2,000	₹ 270,000
S-HNI	3-7	3,000-7,000	₹4,05,000-₹9,45,000
B-HNI	8	8,000	₹ 1,080,000

Valuations

NAV(FY25) 1,602.40

EPS(Pre Issue) 8.06

P/E(Pre Issue) 16.75

Promoters

Mr. Puneet Dhawan and Mrs. Tanya Dhawan

Company Overview

Incorporated in, 2019, KRM Ayurveda Limited, operates an integrated network of Ayurvedic hospitals and clinics across multiple cities in India and has extended its presence internationally through telemedicine consultations and product sales. The Company is engaged in the manufacturing and sale of Ayurvedic medicines, herbal and botanical remedies, supplements, and wellness products, and currently operates six hospitals and five clinics equipped with inpatient facilities, Panchakarma units, herbal pharmacies, diet kitchens, consultation chambers, and yoga and meditation halls. It offers comprehensive inpatient and outpatient care, Panchakarma therapies, specialized clinics, wellness programs, medicinal sales, and personalized diet, lifestyle, and wellness counselling.

Object of the Issue

- Capital Expenditure for Construction and Development of Telemedicine Operational Facilities: ₹1,366.68 lakhs
- Purchase of CRM Software and Hardware Infrastructure: ₹141.55 lakhs
- Human Resources: ₹543.82 lakhs
- Repayment/Prepayment of loan: ₹1,250.00 lakhs
- Working Capital Requirement: ₹2,290.00 lakhs
- General corporate purposes

Price Band Analysis

At the upper price band of ₹135 per share, KRM Ayurveda Limited is valued at a post-issue P/E of 23.73x based on a post-issue EPS of ₹5.69 and a P/B of 0.08x, indicating a reasonable to moderately attractive valuation. The company operates in the Ayurvedic healthcare and wellness segment, which is supported by growing consumer preference for alternative healthcare, rising wellness awareness, and favorable regulatory initiatives. Compared to peers in the Ayurvedic and wellness space, the valuation appears reasonable to mildly higher, with future performance largely dependent on the company's ability to sustain margins, efficiently manage working capital, and control operating costs while scaling its operations.

Peer Comparison

Company Name	EPS (₹)	NAV (₹)	P/E	RONW (%)
KRM Ayurveda Limited	8.06	1,602.40	16.75	67.86
Jeena Sikho Lifecare Limited	8.86	142.24	76.58	31.28
Vaidya Sane Ayurved Laboratories Limited	3.07	59.85	93.2	5.12

Risk Measures:

- A significant portion of the company's revenue is derived from operations in two states, Delhi and Haryana, which together contributed approximately 68.44% of the total revenue for the period ended September 30, 2025. Any adverse economic, regulatory, competitive, or operational developments affecting these regions could have a material adverse effect on the company's business, financial condition, results of operations, and cash flows.
- The company's business is working capital intensive and requires significant funding to support its operations and growth. Based on current estimates, the working capital requirements for FY 2026 and FY 2027 are expected to be approximately ₹4,802.74 lakhs and ₹6,821.72 lakhs, respectively, driven primarily by increased inventory levels and extended receivable cycles ranging from 150 to 180 days, particularly from government agencies such as CGHS and ECHS.

Investment Rationale:

- The Company delivered strong financial performance in FY25, with revenue from operations growing 13.99% year-on-year from ₹6,715.57 lakhs in FY24 to ₹7,655.27 lakhs, driven by over 300% growth in service revenue following NABH accreditation and empanelment with CGHS and ECHS. This led to a sharp increase in hospital and clinic revenues of approximately 319.04% and resulted in significant operating leverage, with profit after tax rising 255.20% from ₹341.36 lakhs to ₹1,212.52 lakhs, strengthening the investment case through improved earnings visibility.
- The proceeds of the issue are primarily intended for expansion of hospitals and clinics, augmentation of working capital, and general corporate purposes. The capex strategy is focused on increasing bed capacity, therapy infrastructure, and geographic reach rather than greenfield manufacturing or high-R&D investments. While this supports near-term revenue expansion, it also implies continued capital intensity and execution risk.
- Despite recent growth, the Company's investment case is tempered by elevated operational and financial risks, including high employee attrition of 78.47% in FY24 that may affect service continuity and quality, a working capital-intensive business model with extended receivable cycles of 150-180 days leading to liquidity pressure, and significant geographic concentration, with Delhi and Haryana contributing 68.44% of total revenue as of September 30, 2025, increasing exposure to regional regulatory and economic developments.

Follow us on:

Financials (₹ in Lakhs, Except for Percentage & Ratios)

Particular	FY23	FY24	FY25
Revenue From Operations	8,928.71	6,715.57	7,655.27
EBITDA	1,102.82	733.66	1,910.90
EBITDA Margin (%)	12.35	10.92	24.96
PAT	759.80	341.22	1,209.72
PAT Margin (%)	8.51	5.08	15.80
EPS	5.07	2.27	8.06
Return on Equity (RoE%)	165.09	33.88	67.86
Return on Capital Employed (RoCE%)	40.34	20.80	43.33
Debt to Equity Ratio	2.38	1.97	1.31

Source: RHP

Segment Wise Revenue Bifurcation (₹ in Lakhs)

Particulars	FY23	FY24	FY25
Sale of Products	8,340.52	6,063.62	4,923.30
Sale of service	588.18	651.95	2,731.97
Total	8,928.70	6,715.57	7,655.27

Customer concentration (% of Revenue)

Particulars	FY23	FY24	FY25
Top 3 Customers	27.83	17.84	63.00
Top 10 Customers	38.44	42.35	63.54

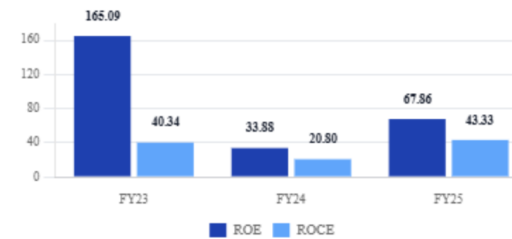
About The Founder



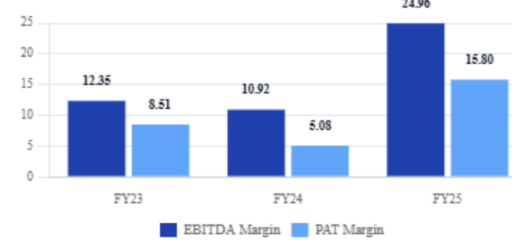
Mr. Puneet Dhawan, aged 37, is a Promoter of the company and was appointed as Managing Director on March 15, 2025, for a term of five years. He began his career in Ayurveda in 2013 after earning a Bachelor of Ayurvedic Medicine and Surgery (BAMS) degree from the University of Delhi and subsequently established his clinical practice, "Karma Ayurveda," in Delhi. In 2019, he promoted and incorporated KRM Ayurveda Private Limited to expand and formalize the business operations, and since 2013, he has been continuously engaged in the practice of Ayurveda, contributing significantly to the growth and development of the company under his leadership.

FINANCIAL HIGHLIGHTS

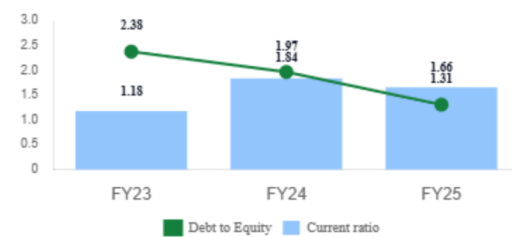
Ratios



EBITDA and PAT Margin



Profitability Ratios:



Follow us on:    