



Details of the Issue

|              |                                 |
|--------------|---------------------------------|
| Lead Manager | Kreo Capital Pvt. Ltd.          |
| Registrar    | MAS Services Ltd.               |
| Market Maker | Giriraj Stock Broking Pvt. Ltd. |

Promoters Holding (%)

|            |       |
|------------|-------|
| Pre-Issue  | 60.98 |
| Post-Issue | 44.28 |

Offer Structure

|                |                  |
|----------------|------------------|
| Market Maker   | 1,44,000 shares  |
| QIB            | 32,000 shares    |
| Retail         | 18,40,000 shares |
| NII            | 7,87,200 shares  |
| Fresh Issue    | 25,72,800 shares |
| Offer for Sale | 2,30,400 shares  |
| Total Issue    | ₹20.18 Cr        |

Financial Summary (₹ in Lakhs)

| Particular | FY26     | FY25     | FY24     |
|------------|----------|----------|----------|
| Revenue    | 3,353.48 | 3,175.09 | 2,627.19 |
| EBITDA     | 843.75   | 598.23   | 330.63   |
| PAT        | 521.26   | 472.44   | 210.76   |

Minimum Application

| Category | Lots | Shares       | Amount              |
|----------|------|--------------|---------------------|
| Retail   | 2    | 3,200        | ₹2,30,400           |
| S-HNI    | 3-8  | 4,800-12,800 | ₹3,45,600-₹9,21,600 |
| B-HNI    | 9    | 14,400       | ₹10,36,800          |

Customer concentration (% of Revenue)

| Particulars      | FY26  | FY25  | FY24  |
|------------------|-------|-------|-------|
| Top 1 customer   | 9.08  | 19.84 | 15.59 |
| Top 5 customers  | 30.85 | 53.43 | 54.06 |
| Top 10 customers | 45.94 | 69.25 | 69.65 |

Valuations

|                |       |
|----------------|-------|
| NAV(FY'26)     | 23.67 |
| EPS(FY'26)     | 7.64  |
| P/E(Pre Issue) | 9.42  |

Promoters

Jai Agarwal, Premlata Agarwal, and Aanya Agarwal

Company Overview

Incorporated in 2017, Papadmalji Agro Foods Limited manufactures and markets papads and related food products, including hand-made and machine-made papads, ready-to-fry papads, rice papads (Khichiya), vrat-special papads and moongodi. The Company also undertakes white-label manufacturing and trades in cereal pellets, with products marketed under brands such as Zhakaas, Vishal, Rozana, Diamond and Papadmalji.

Object of the Issue

- Funding the capital expenditure towards construction of building, mechanical and electrical works and procurement of plant and machinery and installation of 250 kW Rooftop Solar Power System: ₹790.00 lakhs
- Repayment or prepayment, in full or in part, of borrowings availed by the Company from banks: ₹580.26 lakhs
- General corporate purposes

Price Band Analysis

At the upper price band of ₹72, Papadmalji Agro Foods Limited commands a post-issue P/E of 12.97x and P/B of 3.04x, indicating a moderate valuation. The company operates in the packaged ethnic food and papad segment, with demand supported by increasing consumption of packaged and convenience-oriented traditional foods, although the industry remains fragmented and competitive.

Risk Measures:

- The company's revenues remain heavily dependent on established brands such as "Vishal," "Zhakaas" and "Rozana," while its direct-to-consumer flagship brand "Papadmalji" currently contributes an insignificant share of total revenue. The ability to successfully scale the Papadmalji brand remains uncertain, which may limit brand diversification and future growth.
- Key agricultural inputs are procured on a spot basis without long-term contracts, with the top 10 suppliers accounting for 61.02% of purchases in FY26. Given raw materials constitute over 58%-62% of total expenses, supply disruptions and price volatility could adversely impact margins.

Investment Rationale:

- Operating EBITDA margin improved from 12.58% in FY24 to 25.16% in FY26, while restated PAT increased from ₹210.76 lakhs to ₹521.26 lakhs over the same period, with a healthy PAT margin of 15.54% in FY26, indicating improving operating efficiency and profitability.
- The company plans to invest ₹790.00 lakhs from IPO proceeds to establish a semi-automated manufacturing facility at Bachhasar, Bikaner, including a 250 kW rooftop solar system. Consolidating Rice Papad (Khichiya) production at the facility is expected to improve operational efficiency and reduce energy costs, supporting margin improvement.
- The business requires substantial working capital for inventory and trade receivables, while net cash flow from operating activities was negative at ₹(274.72) lakhs in FY24 due to inventory build-up, indicating potential pressure on liquidity and cash generation.
- Handmade papads contributed 41.33% of FY26 revenue and are produced through a decentralised contractor-led, home-based model. This structure may create challenges in maintaining consistent product quality, hygiene standards and production timelines.

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

| Particular                         | FY26     | FY25     | FY24     |
|------------------------------------|----------|----------|----------|
| Revenue From Operations            | 3,353.48 | 3,175.09 | 2,627.19 |
| EBITDA                             | 843.75   | 598.23   | 330.63   |
| EBITDA Margin (%)                  | 25.16    | 18.84    | 12.58    |
| PAT                                | 521.26   | 472.44   | 210.76   |
| PAT Margin (%)                     | 15.54    | 14.88    | 8.02     |
| Return on Equity (RoE%)            | 38.51    | 55.15    | 40.92    |
| Return on Capital Employed (RoCE%) | 46.47    | 44.51    | 32.26    |
| EPS                                | 7.64     | 6.93     | 3.09     |
| Debt to Equity                     | 0.62     | 0.82     | 1.66     |

Product wise Revenue Bifurcation (₹ in lakhs)

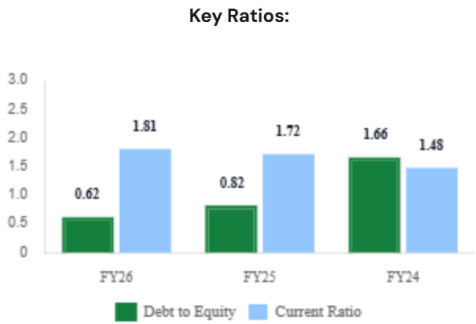
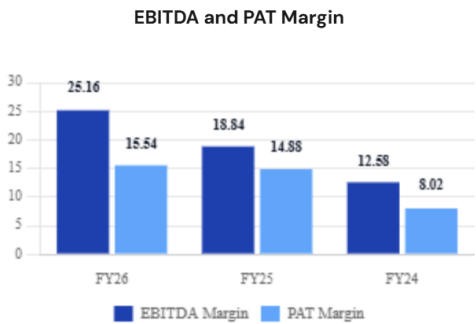
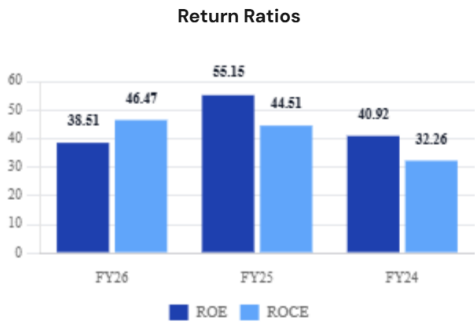
| Particulars            | FY26     | FY25     | FY24     |
|------------------------|----------|----------|----------|
| Handmade Papads        | 1,386.04 | 1,147.43 | 1,255.80 |
| Machine Made Papads    | 934.17   | 799.52   | 503.63   |
| Rice Papads (Khichiya) | 807.70   | 732.61   | 723.79   |
| Vrat Special Papads    | 11.73    | 13.99    | 8.67     |
| Papad Choori           | 3.59     | 4.26     | 0.52     |
| Moongodi               | 59.18    | 42.88    | 57.80    |
| Cereal Pallets         | 54.68    | 81.50    | 76.98    |
| Ground Nut             | -        | 218.96   | -        |
| Others                 | 96.39    | 133.94   | -        |
| Total                  | 3,353.48 | 3,175.09 | 2,627.19 |

About The Founder



Jai Agarwal, aged 43, is the Chairman and Managing Director of the Company. He holds a Bachelor of Commerce degree from Maharshi Dayanand Saraswati University, Ajmer, and has over 13 years of experience in the food processing industry, specialising in papad, namkeen and Indian ethnic snacks.

FINANCIAL HIGHLIGHTS



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