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FOCUSED WEALTH CREATION

IPO NOTE

27 October 2026
Krijuna Research & Analytics

SPECIALTY CHEMICALS · POLYMER COMPOUNDS FOR CABLES & PIPE COATING

BLS Polymers Limited

A Goa-based maker of the plastic blends that wrap power and telecom cables and protect buried water and gas pipelines, with a resin-trading desk alongside.

RECOMMENDATION

We rate the BLS Polymers IPO SUBSCRIBE — FOR LISTING GAINS. Three facts carry the call. The issue is small and entirely fresh: ₹255 crore at the cap, of which anchors have already taken ₹76.5 crore at ₹150, leaving a retail book of just ₹89.25 crore, or about 59,500 minimum applications. The name is one Indian retail investors already know: the BLS group's last listing, BLS E-Services, opened 129% above its issue price in February 2024. And the latest quarter is the company's best: Q1 FY27 profit of ₹10.2 crore equals 38% of the whole of FY26, on an operating margin of 14.5%.

The price is full. At ₹150 the company is valued at ₹930 crore, or 25.0 times FY26 earnings per share on the pre-issue share count (the RHP's own basis) and 34.5 times once the 1.70 crore new shares are counted. The peer average in the RHP is 24.59 times; the closest listed comparable, DDev Plastiks, trades at 12.97 times (NSE close, 12 October 2026). Only on Q1 FY27 profit run forward for a full year does the multiple drop to 22.7 times. This is not a cheap issue; it is a scarce one, arriving with a theme the market is paying for.

This rating is not a long-term endorsement. Sales of the compounds BLS actually manufactures fell 3.5% a year between FY24 and FY26; all of the headline growth came from trading plastic resin at a gross margin of under 5%. Its second-largest supplier in FY26 was a promoter-owned trading company. The Q1 margin arrived in a quarter when its purchase cost per tonne jumped by a third. A long-term buyer should wait for two pieces of evidence before holding beyond the listing: an operating margin of 12% or better in the December 2026 quarter, after polymer prices settle, and FY27 related-party purchases well below FY26's ₹32.35 crore.

> **Who this suits.** Investors who want a short, sentiment-driven trade in a small, fully fresh issue and are prepared to exit on or near listing day.
> **Who it does not suit.** Anyone looking for a multi-year compounder at this price, or anyone uncomfortable with related-party flows that the listing has not yet had a chance to clean up.

RATING
SUBSCRIBE
FOR LISTING GAINS

PRICE BAND
₹142–150

HORIZON
Exit on or near listing

Lot of 100 shares · Minimum application ₹15,000 at cap

ISSUE AT A GLANCE

ISSUE SIZE
₹255.00 crore at cap (₹241.40 crore at floor)

STRUCTURE
1,70,00,000 shares (100%) fresh · OFS Nil (0%)

ANCHOR BOOK
₹76.50 crore at ₹150 (26 Oct 2026)

MARKET CAP AT CAP
₹930.48 crore

P/E AT CAP
25.0x FY26 EPS (pre-issue); 34.5x post-issue

PROMOTER HOLDING
98.53% pre · 71.53% post

LEAD MANAGER
Unistone Capital Pvt Ltd

KEY DATES

ANCHOR BOOK
Monday 26 October 2026

OPENS
Tuesday 27 October 2026

CLOSES
Thursday 29 October 2026

EXPECTED LISTING
Tuesday 3 November 2026 · NSE and BSE

1 Issue Snapshot

Item	Detail	Item	Detail
Issue size	**₹255.00 crore at cap (₹241.40 crore at floor)**	Price band	**₹142–150 per share**
Fresh issue	**1,70,00,000 shares (100%)**	Offer for sale	**Nil (0%)**
Face value	**₹10**	Lot size	**100 shares; ₹15,000 at cap**
Retail maximum	**13 lots (1,300 shares); ₹1,95,000 at cap**	Allocation	**QIB ≤50% · NII ≥15% · Retail ≥35%**
Shares by category	**QIB 85.0 lakh (anchor 51.0 lakh) · NII 25.5 lakh · Retail 59.5 lakh**	Anchor book	**₹76.50 crore at ₹150 (26 Oct 2026)**
Selling shareholders	**None**	Book running lead manager	**Unistone Capital Pvt Ltd**
Registrar	**KFin Technologies Ltd**	Statutory auditor	**Nangia & Co. LLP; unmodified opinion with emphasis of matter (FEMA)**
Monitoring agency	**Crisil Ratings Ltd**	Credit rating	**None obtained**
Listing	**NSE (designated) and BSE**	Market cap at cap	**₹930.48 crore**
P/E at cap	**25.0x FY26 EPS (pre-issue); 34.5x post-issue**	EV/EBITDA at cap	**23.7x FY26 operating EBITDA; 21.3x reported**
Price / post-issue book	**2.58x (before issue expenses)**	Post-issue EPS (FY26)	**₹4.35**
Promoter + group holding	**98.53% pre · 71.53% post**	Shares pledged	**Nil**

Source: BLS Polymers RHP dated 17 October 2026, p.81, p.90–91, p.100, p.113, p.137, p.139–141, p.323; price band advertisement and anchor allocation disclosed in October 2026; Krijuna calculations.

Event	Date
Anchor bidding	**Monday, 26 October 2026**
Issue opens	**Tuesday, 27 October 2026**
Issue closes	**Thursday, 29 October 2026** (UPI mandate cut-off 5:00 pm)
Basis of allotment	**Friday, 30 October 2026** (tentative)
Refunds and demat credit	**Monday, 2 November 2026** (tentative)
Listing	**Tuesday, 3 November 2026** (tentative)

Source: BLS Polymers RHP cover page; tentative post-issue dates as announced with the price band.

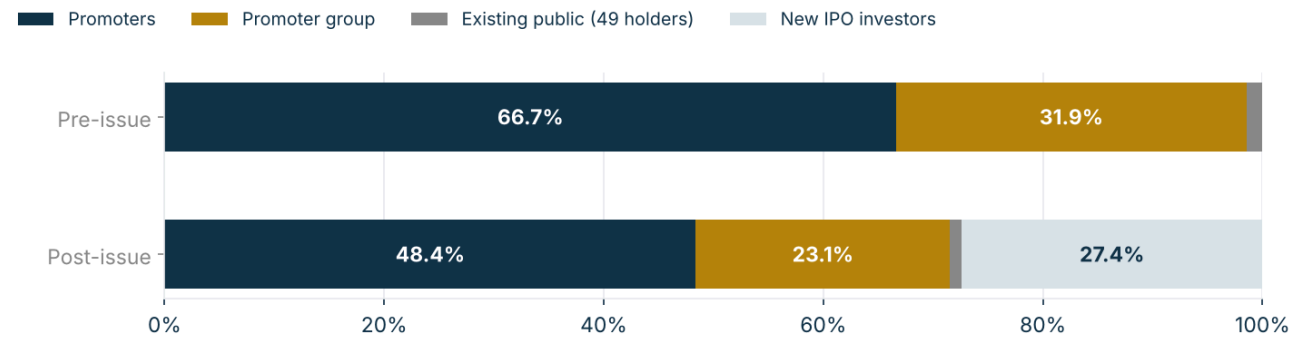
2 Shareholding Pattern

Holder	Pre-issue shares	Pre-issue %	Post-issue %
Promoters (Vinod, Sushil, Madhukar, Diwakar and Karan Aggarwal)	3,00,15,221	66.65%	48.39%
Promoter group (family members and holding companies)	1,43,55,462	31.88%	23.14%
Existing public (49 holders)	6,61,151	1.47%	1.07%
New IPO investors	—	—	27.41%
Total	**4,50,31,834**	**100.00%**	**100.00%**

Source: BLS Polymers RHP p.109–110, p.113–114. Post-issue on 6,20,31,834 shares (4,50,31,834 existing + 1,70,00,000 fresh) at any price in the band; percentages indicative pending the basis of allotment. No holder sells in the offer. No private-equity or institutional holder sits on the register.

EXHIBIT 1

Promoter family keeps 71.5% after the issue; new investors get 27.4%



Source: BLS Polymers RHP p.109–110, p.113–114. Post-issue on 6,20,31,834 shares (4,50,31,834 + 1,70,00,000 fresh); indicative pending allotment.

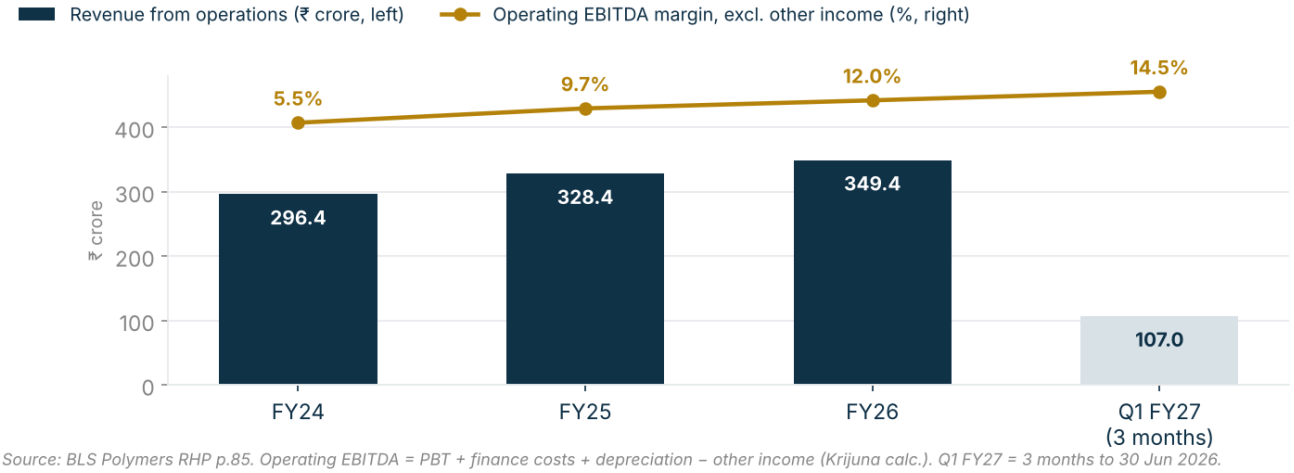
3 Key Financials at a Glance

₹ crore	FY24	FY25		Q1 FY27 (3M)
Revenue from operations	296.36	328.44	**349.43**	107.03
Operating EBITDA margin (excl. other income)	5.5%	9.7%	**12.0%**	14.5%
Profit after tax	7.52	21.14	**27.01**	10.23
Diluted EPS (₹, pre-issue shares)	1.67	4.69	**5.99**	2.27
Return on equity (RHP basis)	17.48%	36.83%	**33.17%**	10.22% (not annualised)
Debt to equity (x)	2.05	1.11	**0.56**	0.61

Source: BLS Polymers RHP p.85 (restated P&L) and p.143 (KPIs). Operating EBITDA is Krijuna's: profit before tax plus finance costs and depreciation, less other income.

EXHIBIT 2

Operating EBITDA margin more than doubled to 12.0% in FY26 while revenue grew 8.6% a year



Source: BLS Polymers RHP p.85. Operating EBITDA = PBT + finance costs + depreciation − other income (Krijuna calc.). Q1 FY27 = 3 months to 30 Jun 2026.

4 Company Overview

BLS Polymers was incorporated in New Delhi in January 1991 and runs a single factory at Verna Industrial Estate in Goa, a short drive from Mormugao port. It makes **polymer compounds**: plastic pellets blended to a customer's exact recipe and sold by the tonne. Think of a masala maker. The refiner sells plain flour (base plastic resin such as HDPE or

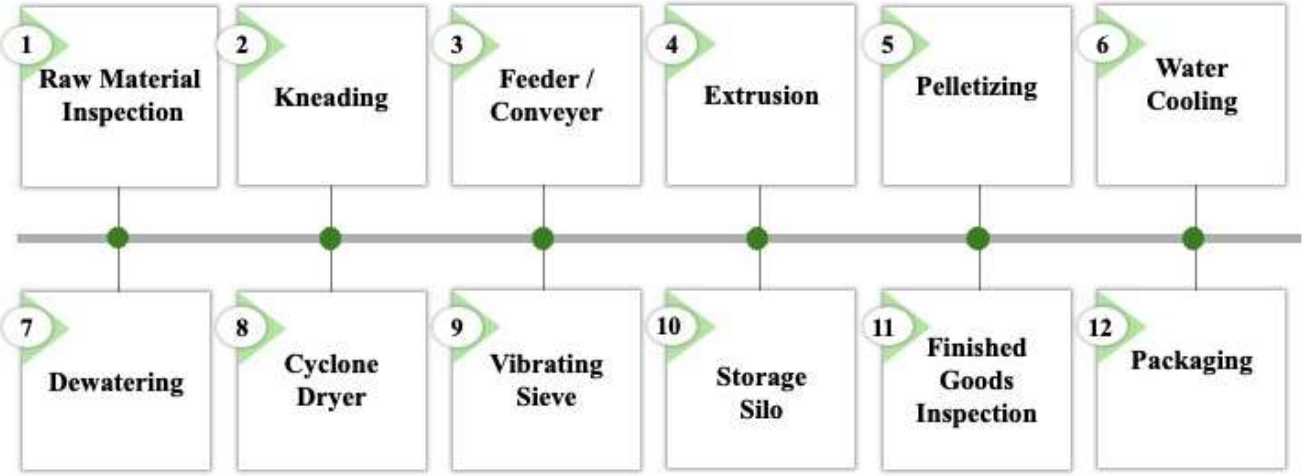
LLDPE); the compounder mixes in the spices (antioxidants, carbon black, flame retardants, cross-linking agents) to a written recipe; the cable maker or pipe coater buys the finished blend because its own product must pass a test that plain flour cannot.

Those pellets end up as the coloured jacket on a fibre-optic cable, the insulation inside a power cable, or the black outer skin of a buried water or gas pipe. BLS sells 127 grades across six product families, supplied 190 customers in FY26 across 23 states and union territories, and exported 5.5% of revenue to countries including Saudi Arabia, Bangladesh and Egypt. It employed 175 permanent staff and 97 contract workers as of 31 August 2026 (RHP p.248–251, p.275).

The fact that explains its economics is **approval**. A cable maker supplying a state power utility or a telecom PSU may use only compounds from approved vendors. BLS is enlisted with a Maharatna power-transmission PSU, a Navratna engineering consultancy, a Miniratna telecom PSU and the Government of Gujarat. The pipe-coating approval took 4 years and 9 months, from application in January 2020 to approval in October 2024 (p.249, p.256). That approval is why its pipe-coating line exists at all.

The second fact is what the headline hides. Nearly a third of FY26 revenue, ₹111.3 crore, was plastic resin bought and resold without processing (p.255).

> **Not BLS International.** BLS Polymers shares promoters with the listed visa-services company BLS International Services and with BLS E-Services, but it is a separate company: neither listed company appears among its shareholders, and it holds no investment in them (p.84, p.110). The group name is a signal about who runs it, not a claim on those companies' cash.



How a compound is made at Goa — resin and additives are kneaded, melted and pushed through an extruder, chopped into pellets, cooled, dried, sieved and bagged

Source: BLS Polymers RHP p.267

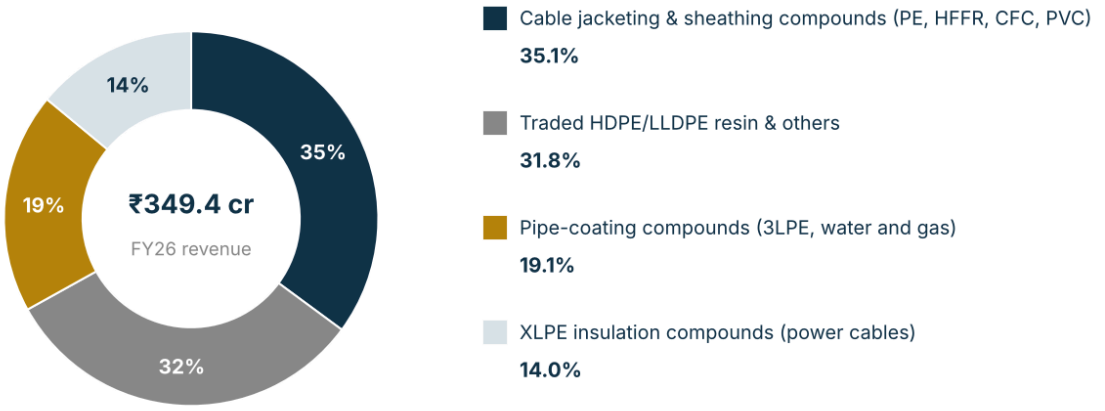
5 Business Segments and Products

Line	What it is, plainly	FY26 revenue (₹ crore)	% of revenue
Cable jacketing and sheathing compounds	Plastic skins for telecom, fibre-optic and household cables (PE, HFFR, CFC, PVC)	122.66	35.1%
Traded resin and others	Plain HDPE/LLDPE resin bought and resold, plus commission	111.22	31.8%
Pipe-coating compounds (3LPE)	Glue and outer jacket for buried water, oil and gas pipes	66.63	19.1%
XLPE insulation compounds	Heat-proof insulation for power cables	48.91	14.0%
Total		**349.43**	**100.0%**

Source: BLS Polymers RHP p.248 (industry-wise revenue), p.255 (trading). Product-level margins are not disclosed.

EXHIBIT 3

Nearly a third of FY26 revenue was traded resin, not compounds made in Goa



Source: BLS Polymers RHP p.248 (industry-wise revenue; 'others' is resin trading, p.255).

Cable jacketing and sheathing compounds (35.1%). These are pellets that a cable maker melts and squeezes around a bundle of wires or glass fibres, like the plastic coating on a phone charger but engineered to survive decades of sun, rain and rodents. The job is protection: keep water out, keep the signal in, and, in the halogen-free flame-retardant grades, give off little smoke if the building catches fire. When a jacket fails, water creeps in, a fibre route goes dark, and a telecom operator digs up a road to replace it; in a fire, toxic smoke rather than flame is usually what kills. That is why a telecom PSU enlists each grade; BLS's HDPE sheathing grade for optical-fibre cable has been on that list since 2008 (p.256). The pellets end up in cable plants, then in BharatNet fibre routes, buildings and solar farms. Interchangeability is the honest limit: the RHP itself calls the industry highly competitive and fragmented (p.271), so price and delivery decide most orders.

Traded resin and others (31.8%). This is not manufacturing. BLS buys plain HDPE and LLDPE resin, mostly from large domestic petrochemical producers, and resells it unchanged to smaller processors, using its purchasing volume to get discounts. The analogy is a wholesaler who also cooks: the kitchen is the business, the wholesale counter is turnover. Trading revenue rose from ₹41.9 crore in FY24 to ₹112.4 crore in FY26 (p.406, p.408), while gross margin on it averaged 4.7% across the three years (Krijuna calculation from p.85, p.255). It fell back to 17.7% of revenue in Q1 FY27.

Pipe-coating compounds (19.1%). A steel pipeline buried for forty years is protected the way a car's underbody is: a primer (fusion-bonded epoxy), a glue layer, and a tough outer skin. BLS makes the last two, the adhesive and the HDPE topcoat of what the industry calls a three-layer polyethylene (3LPE) system. If the coating fails, the steel corrodes, and a buried gas or water main leaks; digging it up costs many times the coating. Hence the approvals: enlistment with a Navratna engineering consultancy, a city-gas distributor (May 2026), and vendor status for Gujarat's SAUNI irrigation project (p.256, p.261). This line rose to 26.8% of Q1 FY27 revenue (p.248). It is the most protected thing BLS makes.

XLPE insulation compounds (14.0%). XLPE is polyethylene that has been "cooked" so its molecules link up, much as an egg sets and will not turn liquid again. That lets a power cable run hot without its insulation softening. A failure means a short circuit, a tripped feeder or a fire. BLS sells seven grades; revenue slipped from ₹50.1 crore in FY24 to ₹48.9 crore in FY26 (p.254), and capacity utilisation was 73.2% (p.123). The planned expansion adds roughly four times today's XLPE capacity.

How the money is made. Almost everything is sold directly to cable makers and pipe coaters on purchase orders; tenders produced just ₹1.04 crore in FY26 and nothing in Q1 FY27, and government customers contributed 0.3% of FY26 revenue (p.249–250). The enlistments pay off indirectly, through cable makers who win utility tenders using BLS's approved grades. This is replacement-and-project demand without an order book: the RHP discloses none.

Repeat customers produced 96.5% of FY26 revenue; customers older than five years produced 39.5% (p.258). Credit runs to 60–90 days, and receivable days were 76 in FY26 (p.134).

The physical shape of the company

Facility	What it makes	FY26 utilisation	Status
Goa plant — PE lines (5 machines)	PE, HFFR, CFC, masterbatch: 24,511 MTPA	75.3%	Operating; +29,192 MTPA planned
Goa plant — XLPE lines (3 machines)	XLPE: 5,783 MTPA	73.2%	Operating; +22,858 MTPA planned
Goa plant — pipe-coating adhesive (2 machines)	3LPE adhesive and topcoat	Within PE capacity	Operating
Goa plant — PVC line (1 machine)	PVC: 4,957 MTPA	11.8%	Being phased out

Source: BLS Polymers RHP p.123–124, p.266, p.268. Q1 FY27 overall utilisation 73.2%.

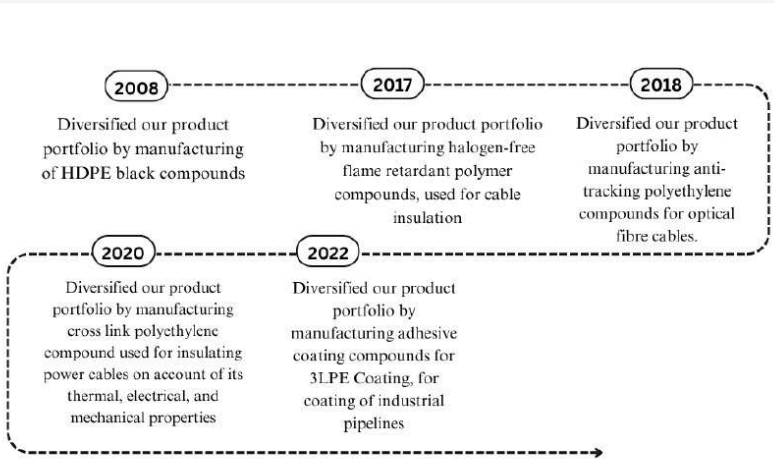
Everything is made in-house at Goa; there is no second plant. FY26 revenue per permanent employee was about ₹2.0 crore. Utilisation has sat at 66–68% for three years and reached 73.2% in Q1 FY27.

Customer profile

Measure	FY24	FY25	FY26	Q1 FY27
Top 5 customers, % of revenue	36.85%	50.90%	53.45%	43.17%
Top 10 customers, % of revenue	50.52%	64.44%	66.81%	61.34%
Exports, % of revenue	4.03%	8.43%	5.46%	5.32%
Government customers, % of revenue	4.17%	0.92%	0.30%	0.00%
Delhi billing, % of domestic revenue	15.04%	28.18%	34.62%	18.66%

Source: BLS Polymers RHP p.249–251, p.270–271, p.421. Customers are not named in the RHP.

Delhi billing rises and falls with the trading book, which suggests most traded resin is invoiced there.



Each new product family took years to add — HDPE black (2008), halogen-free (2017), anti-tracking fibre-cable grade (2018), XLPE (2020) and pipe-coating adhesive (2022)

Source: BLS Polymers RHP p.261

6 Investment Rationale — The Listing Case

1 A small, all-fresh book that is easy to fill.

₹89.25 crore retail portion at cap

The whole ₹255 crore goes to the company; no promoter sells. Anchors took ₹76.5 crore at the top of the band on 26 October, or 30% of the issue, leaving ₹178.5 crore for the open book. At one lot each, the retail portion fills with roughly 59,500 applications (p.81, p.462).

VERDICT: a real mechanical advantage for the listing window, and nothing more.

2 A name the retail market already recognises.

129% BLS E-Services listing-day gain, February 2024

The promoters also run BLS International and BLS E-Services; Diwakar Aggarwal sits on both boards (p.310). Recognition brings applications.

VERDICT: a head start in sentiment, not a business barrier, and no guarantee of a repeat.

3 Approvals that take years to win.

4 years 9 months time to win the 3LPE enlistment

Enlistment with PSU buyers is re-tested every three years (p.256). A new entrant would need the formulation, plant trials, third-party durability tests over six months (p.261) and the enlistment queue — three to five years in practice. Overseas, a Middle East coating company has qualified BLS's HDPE topcoat on an 88-inch line pipe after peel, impact and cathodic-disbondment tests (p.265).

VERDICT: a real barrier for pipe coating (19% of revenue), a head start for cable compounds (49%), and no protection at all for trading (32%).

4 Margins and the balance sheet have turned.

5.5% → 12.0% operating EBITDA margin, FY24 to FY26

Gross margin rose from 16.1% to 21.9% as polymer input costs eased (p.85, p.408–410). Borrowings fell from ₹93.8 crore to ₹51.7 crore, taking debt to equity from 2.05 to 0.56 (p.84, p.143).

VERDICT: real, but partly a function of polymer prices rather than pricing power.

5 A theme the market is paying for.

2.5x H1 FY27 transmission-line additions vs H1 FY26

Grid, renewables and city-gas spending are the stories cable and pipe stocks are being re-rated on, and the Central Electricity Authority's numbers show the build-out accelerating (Section 7).

VERDICT: a tailwind for sentiment; for BLS's tonnage the link is indirect.

6 **The latest quarter flatters the multiple.**

22.7x P/E on Q1 FY27 profit annualised

Q1 FY27 profit of ₹10.2 crore, run forward four quarters on post-issue shares, gives EPS of ₹6.60 and a multiple below the 24.59x peer average (p.85, p.141).

VERDICT: momentum the listing will trade on, not proof — the quarter coincided with a polymer-price spike.

7 Industry Overview and Outlook

CRISIL Intelligence, in the industry study commissioned for this offer, sizes India's polymer-compounding market at US$9,934 million in 2025, up from US$5,967 million in 2019, and expects ~9% annual growth to US$16,507 million by 2031 (RHP p.179). Most of it is not BLS's market: automotive takes about 40%, and electrical and electronics, where cable compounds sit, about 16% (p.181). The industry is fragmented. Among named compounders BLS is small: 35,251 MTPA of capacity against 2,37,500 MTPA at DDev Plastiks, 1,18,000 at KLJ Polymers and over 1,10,000 at Kingfa (p.183–184).

What creates demand is cable and pipe tonnage. Here a distinction matters. CRISIL expects India's power-cable market to grow ~15–16% a year in value, to US$13.5–14.3 billion by FY31, but consumption by length to grow only 4–5% a year, from about 11.6 lakh km in FY26 to 14.1–14.8 lakh km by FY31 (p.208–209). Value growth is mostly copper and aluminium prices. A compounder sells plastic by the tonne, so its demand follows the slower volume line plus any share it can win.

Policy backdrop. The Revamped Distribution Sector Scheme (outlay ₹3,03,758 crore, FY22–FY26) and the CEA's National Electricity Plan, which envisages 1,91,000 circuit km of new lines between FY23 and FY32, drive cable demand (p.197, p.208). The Jal Jeevan Mission and the National Gas Grid drive coated pipe (p.262). The sharper near-term force is the Middle East war that began in February 2026: with the Strait of Hormuz disrupted, polymer import prices rose; Reliance, for example, raised domestic LDPE prices by ₹5 a kg from 1 April 2026 (Polymerupdate, 1 April 2026). BLS says imported compounds became costlier and domestic demand shifted its way (p.266). That helps the company now, but it is a price shock, not a structural change.

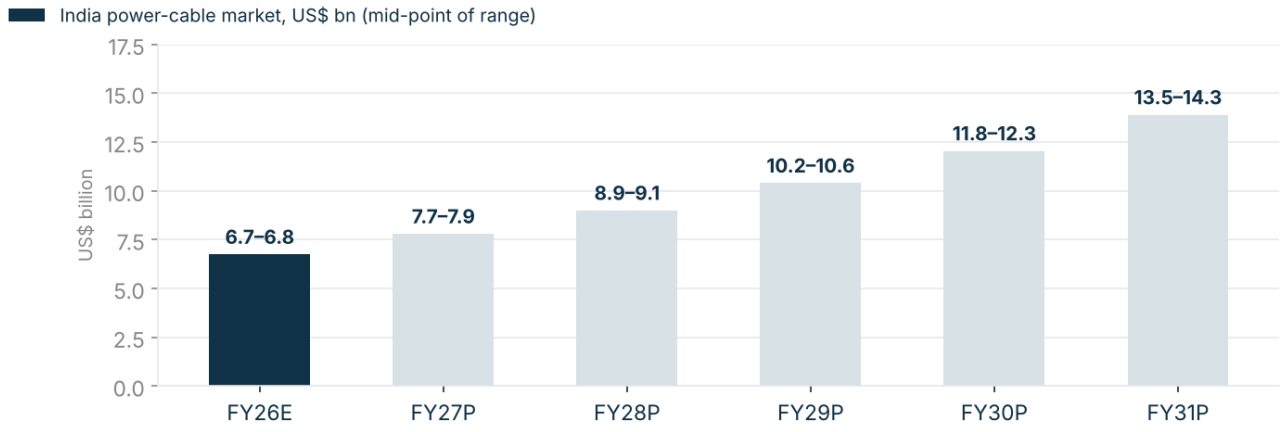
The datapoint to watch. Central Electricity Authority figures show 6,108 circuit km of transmission lines added in April–September 2026, against 2,411 a year earlier, with an FY27 target of 16,554 (T&D India, October 2026). Most high-voltage lines are bare overhead conductor and need no plastic jacket, so the link to BLS runs through the substations, distribution networks and renewable-plant cabling that follow them.

Indicator	Earlier	Latest	Change
India polymer-compounding market (US$ mn)	5,967 (2019)	9,934 (2025)	+66%
India power-cable market value (US$ bn)	6.7–6.8 (FY26E)	13.5–14.3 (FY31P)	~2x
India power-cable consumption (lakh km)	~11.6 (FY26)	14.1–14.8 (FY31P)	4–5% a year
Transmission lines added (circuit km)	2,411 (H1 FY26)	6,108 (H1 FY27)	2.5x

Source: CRISIL Intelligence study reproduced in BLS Polymers RHP p.179, p.208–209; Central Electricity Authority via T&D India.

EXHIBIT 4

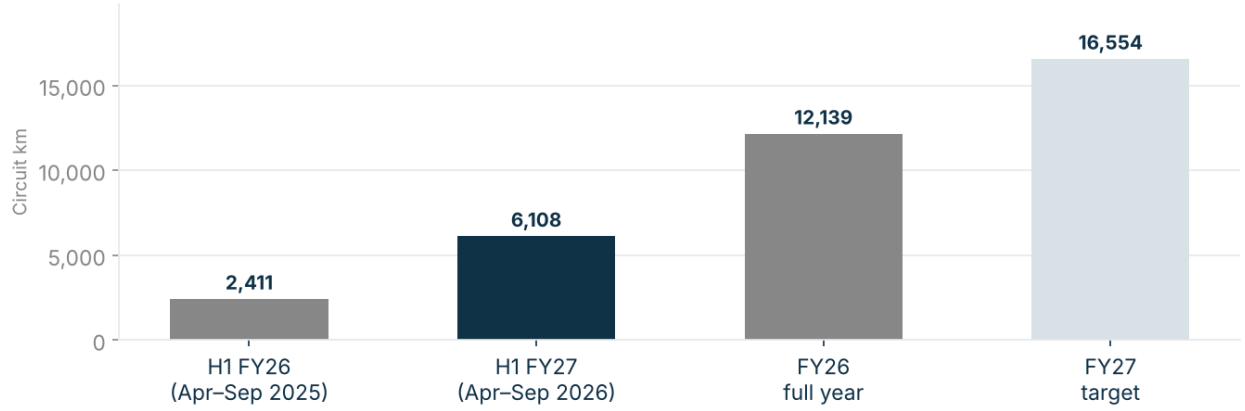
CRISIL Intelligence sees India's power-cable market roughly doubling to US$13.5–14.3 bn by FY31



Source: CRISIL Intelligence industry study commissioned for this offer, reproduced in BLS Polymers RHP p.208–209. E = estimate, P = projection.

EXHIBIT 5

Transmission-line additions in H1 FY27 ran at 2.5 times the year-ago pace



Source: Central Electricity Authority statistics as reported by T&D India (Oct 2026).

The counterweight. India's power-cable output rose from 10.52 lakh km in FY24 to 11.60 lakh km in FY26 (p.189), yet BLS's manufactured sales fell from ₹254.4 crore to ₹237.0 crore. The tailwind was there; the company did not ride it.

Verdict: tailwind. Growth for BLS depends less on the market expanding than on winning share with its new capacity.

8 Financial Performance

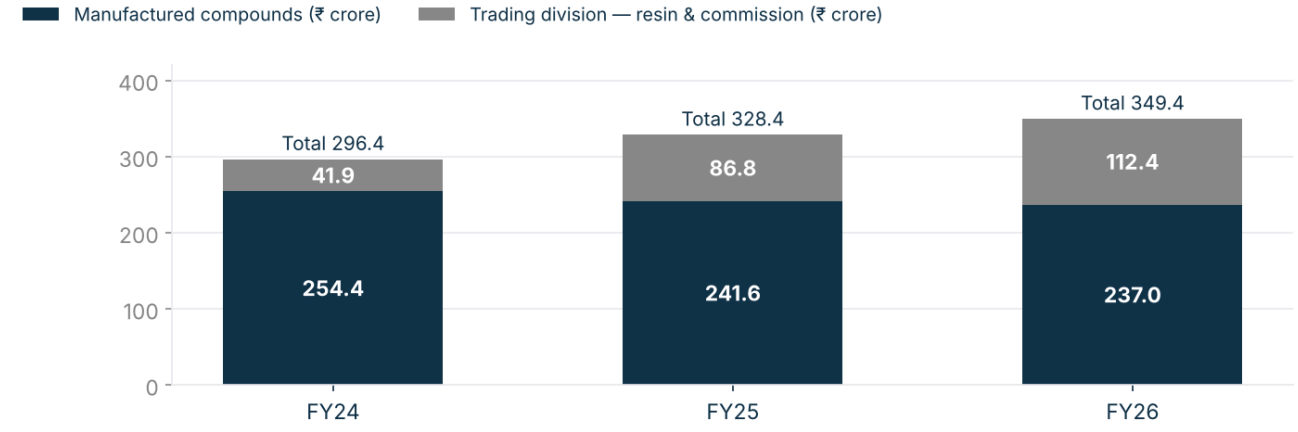
₹ crore	FY24	FY25	FY26	Q1 FY27	2-yr CAGR
Revenue from operations	296.36	328.44	**349.43**	107.03	8.6%
Growth	—	10.8%	6.4%	—	
Gross profit	47.71	62.90	**76.41**	25.02	26.6%
Gross margin	16.1%	19.2%	**21.9%**	23.4%	
Operating EBITDA (excl. other income)	16.41	31.77	**41.90**	15.47	59.8%
Operating EBITDA margin	5.5%	9.7%	**12.0%**	14.5%	
Reported EBITDA (RHP, incl. other income)	21.05	39.66	**46.60**	16.21	48.8%
Other income	5.15	8.26	4.98	0.78	
Depreciation	2.71	3.07	2.88	0.76	
Finance costs	9.15	8.68	8.02	1.81	
Profit before tax	9.69	28.27	**35.99**	13.68	92.7%
Tax	2.17	7.13	8.98	3.45	
Profit after tax	7.52	21.14	**27.01**	10.23	89.5%
PAT margin	2.5%	6.4%	**7.7%**	9.6%	
Diluted EPS (₹)	1.67	4.69	**5.99**	2.27	

Source: BLS Polymers RHP p.85, p.143; Krijuna calculations. FY25 other income includes ₹4.14 crore of liabilities written back (p.86). Q1 FY27 not annualised. No minority interest; PAT is wholly attributable to owners.

Revenue grew entirely through trading; manufactured sales fell (p.406, p.408). Margin rose on mix and cheaper inputs: materials and traded goods fell from 84.7% of revenue in FY24 to 79.9% in FY26 (p.408–410). That is a price effect, so it can reverse. Other income was 53% of FY24 profit before tax and 29% of FY25's, which is why PAT growth looks faster than the business.

EXHIBIT 6

All of the three-year revenue growth came from trading; manufactured sales fell 3.5% a year



Source: BLS Polymers RHP, MD&A p.406 and p.408 (polymer division vs trading division revenue).

₹ crore	Mar-24	Mar-25	Mar-26	Jun-26	Comment
Net worth	46.83	67.94	**94.93**	105.17	Retained profit; no fresh equity
Total borrowings	93.77	73.92	**51.72**	62.91	Mostly working-capital lines
Lease liabilities	2.04	1.40	1.33	1.20	
Cash and bank	2.55	1.72	2.43	1.82	
Net debt (excl. leases)	91.21	72.20	**49.29**	61.09	Up again in Q1
PPE and CWIP	18.24	17.59	21.98	27.73	Expansion has begun
Inventories	62.44	54.62	72.59	72.48	
Trade receivables	62.69	73.73	72.71	**95.15**	+₹22.4 crore in one quarter
Trade payables	19.98	27.47	49.20	51.68	Supplier credit stretched
Total assets	168.49	179.14	206.13	231.34	

Source: BLS Polymers RHP p.84.

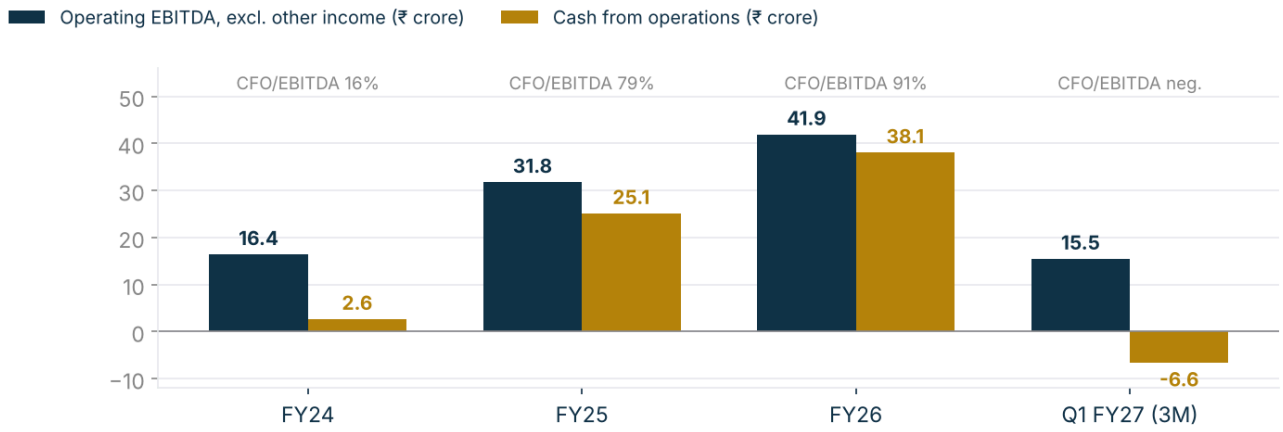
The balance sheet is mostly working capital: inventory and receivables were ₹167.6 crore at June 2026 against fixed assets of ₹27.7 crore. Debt fell partly because suppliers funded more of it, and rose again in Q1 FY27.

₹ crore	FY24	FY25	FY26	Q1 FY27	Comment
Cash from operations	2.65	25.13	**38.06**	(6.64)	FY26 helped by +₹22.7 crore payables
Capital expenditure	(2.85)	(2.75)	(6.47)	(6.42)	Rising with expansion
Free cash flow	(0.21)	22.38	**31.59**	(13.06)	
Cash from investing	(0.72)	0.58	(6.36)	(3.23)	
Cash from financing	(2.24)	(25.72)	(31.05)	9.24	Debt repaid, then re-borrowed

Source: BLS Polymers RHP p.86.

EXHIBIT 7

Operating cash covered 73% of operating EBITDA over FY24–FY26, and turned negative in Q1 FY27



Source: BLS Polymers RHP p.85–86; Krijuna calc. FY26 operating cash flow includes a ₹22.7 crore rise in trade payables (p.86).

Cash conversion improved from 16% of operating EBITDA in FY24 to 91% in FY26, but FY26 leaned on suppliers: without the ₹22.7 crore rise in payables, operating cash flow would have been ₹15.3 crore. In Q1 FY27 receivables jumped and cash from operations turned negative.

Ratio	FY24	FY25	FY26	Direction
Return on equity (RHP)	17.48%	36.83%	33.17%	Up, off a thin base
Return on capital employed (RHP)	12.84%	25.46%	29.51%	Up
Debt to equity (x)	2.05	1.11	0.56	Down
Receivable days	77	76	76	Flat
Inventory days	78	65	66	Better
Payable days	34	33	50	Stretched (73 in Q1 FY27)
Fixed-asset turnover (x)	16.2	18.7	17.3	High; asset-light
Capacity utilisation	66.2%	67.9%	66.0%	Flat (73.2% in Q1 FY27)

Source: BLS Polymers RHP p.123, p.134, p.143; fixed-asset turnover is revenue over PPE (Krijuna).

The leverage path. The issue does not retire debt. The company's own working-capital plan still assumes bank borrowing of ₹75 crore in FY27 and ₹85 crore in FY28, alongside the ₹89.5 crore of issue money, because it expects working capital to rise from ₹117 crore in FY26 to ₹224 crore by FY28 (p.133). It also plans to bring payable days back from 73 to 55 (p.134), which will absorb cash. On this plan, net debt does not fall to zero after the issue.

Returns look high because the equity base was thin: net worth was ₹46.8 crore in FY24. On post-issue equity of about ₹360 crore, FY26 profit would be a return of about 7.5% until the new money starts earning.

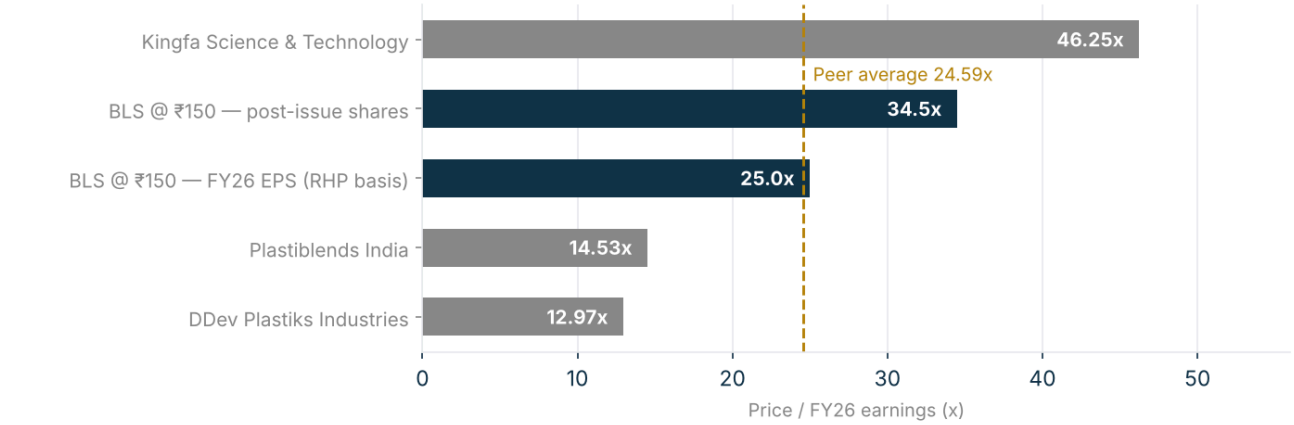
9 Peer Comparison and Valuation

Company (FY26)	Revenue (₹ cr)	EBITDA margin	PAT margin	RoNW	Debt/equity	P/E	Mcap/EBITDA	Comparable on / not on
BLS Polymers @ ₹150	**349.4**	**13.3% (12.0% op.)**	**7.7%**	**28.45%**	**0.56**	**25.0x (34.5x post)**	**20.0x**	—
DDev Plastiks Industries	2,947.9	10.9%	6.8%	19.92%	0.06	12.97x	8.2x	Same cable-compound products; eight times BLS's size
Plastiblends India	788.7	8.4%	4.7%	8.17%	0.05	14.53x	8.1x	Masterbatch and additive compounds (p.240); similar inputs, different end-markets
Kingfa Science & Technology (India)	1,995.6	14.1%	9.3%	13.24%	0.01	46.25x	30.4x	PP, PBT and polyamide compounds and protective products (p.184); different end-markets
Peer average						24.59x	15.6x	

Source: BLS Polymers RHP p.141 and p.145–146 (peer P/E on NSE close of 12 October 2026, FY26 diluted EPS). Peer market cap = FY26 PAT × P/E; Mcap/EBITDA uses each company's reported EBITDA; peers carry negligible debt, so this approximates EV/EBITDA. BLS at cap price, Krijuna calculation.

EXHIBIT 8

At ₹150, BLS is priced at roughly twice the multiple of its closest listed peer, DDev Plastiks



Source: BLS Polymers RHP p.141 (peer P/E on NSE close of 12 Oct 2026, FY26 diluted EPS); Krijuna calculation for BLS at cap price.

The maths. 6,20,31,834 post-issue shares × ₹150 = ₹930.48 crore. On the RHP's basis, ₹150 ÷ FY26 EPS of ₹5.99 = 25.0x, on the same FY26 basic-EPS basis the RHP's "Basis for Issue Price" section prescribes (p.140); the company's own figure is printed only in the Prospectus. On post-issue shares, FY26 PAT of ₹27.01 crore gives EPS of ₹4.35 and a P/E of 34.5x. Adding June 2026 net debt of ₹61.09 crore gives enterprise value of ₹991.6 crore: 23.7x FY26 operating EBITDA of ₹41.90 crore, or 21.3x the RHP's reported ₹46.60 crore. Post-issue book of ₹360.2 crore (June net worth ₹105.17 crore plus ₹255 crore, before issue expenses) puts price-to-book at 2.58x. No proceeds repay debt, so there is no interest-saving adjustment to EPS.

Where BLS sits. It is the smallest in the set by a wide margin but has the highest return on net worth and a middling margin. The margin gap over DDev is partly explicable: BLS's manufacturing alone earns an operating EBITDA margin of roughly 16% once low-margin trading is stripped out (Krijuna estimate, p.85, p.255, p.406), and pipe coating carries approval-protected pricing. Its returns gap is less durable; it rests on a thin equity base that the IPO will more than triple.

What the price implies. For ₹930 crore to equal 25 times earnings on post-issue shares, annual profit must reach about ₹37 crore, 38% above FY26's ₹27.0 crore. Q1 FY27 annualised (₹40.9 crore) clears that bar. FY26 does not. The valuation therefore assumes the latest quarter is the new normal, which is exactly what the next two results will test.

The listing-window argument. Against DDev Plastiks, the one listed company making the same cable compounds, BLS asks for nearly double the earnings multiple and almost two-and-a-half times the market-cap-to-EBITDA multiple. That premium cannot be justified on fundamentals today. What supports a listing gain is scarcity, the group name and Q1 momentum, which brings the annualised P/E to 22.7x. The peer set is imperfect: Kingfa lifts the average, and none of the three peers has BLS's trading mix, so the comparison is directional. On scarcity and momentum rather than value, we rate the issue **SUBSCRIBE — FOR LISTING GAINS**.

10 Objects of the Issue

Object	₹ crore	% of gross proceeds	Deployment
Capex: expand PE and XLPE capacity at Goa by 52,050 MTPA	77.56	30.4%	₹11.79 cr already spent (to be recouped); FY27 ₹35.00 cr; FY28 ₹30.77 cr
Working capital	89.50	35.1%	FY27 ₹39.00 cr; FY28 ₹50.50 cr
General corporate purposes	up to 63.75	up to 25.0%	Not specified
Issue expenses	Balance	—	Finalised in Prospectus
Gross proceeds at cap	**255.00**	**100%**	

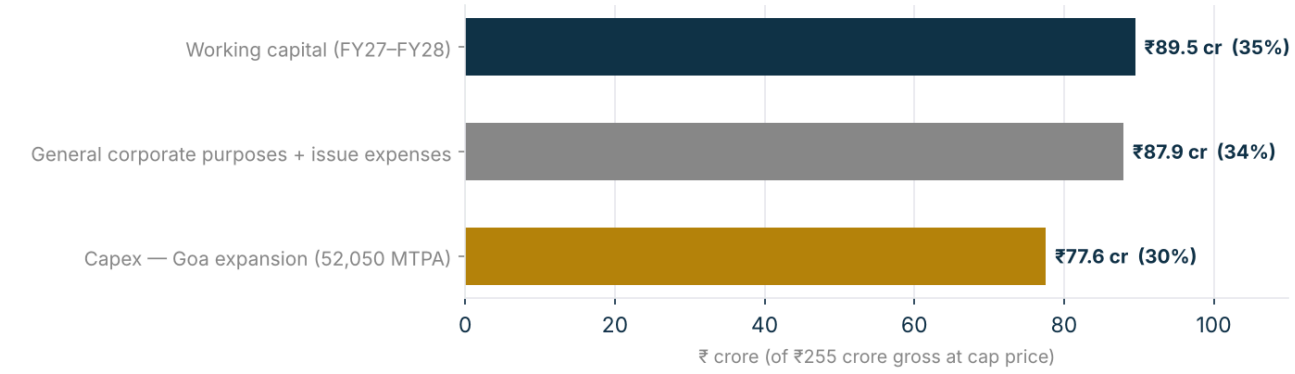
Source: BLS Polymers RHP p.121–122, p.124, p.133, p.137.

Because there is no offer for sale, all 100 paise of every rupee raised reaches the company before issue costs: about 30 paise for capex, 35 paise for working capital, and up to 25 paise for general corporate purposes. Nothing repays debt. One arithmetic point: capex and working capital total ₹167.06 crore, leaving ₹87.94 crore at the cap. For general corporate purposes to stay within the 25% ceiling, issue expenses must absorb at least ₹24.19 crore, or 9.5% of the issue, which is high for a book this size. The final split will appear only in the Prospectus.

The capex is brownfield, on 5,748 square metres of unused land inside the existing plant, so no land is bought (p.125). Machinery comes from two Chinese suppliers, Coperion (Nanjing) and Changzhou Jwell; two machines are on order and ₹4.81 crore has been paid against them, with three more still to be ordered (p.127–130). Commercial production is scheduled for March 2028 (p.131). Building-plan, factory-layout and fire approvals are still to be applied for (p.130–131). Crisil Ratings Limited is the monitoring agency (p.137). No proceeds go to a subsidiary or promoter entity (p.138). The 75% firm-financing requirement does not apply, since the capex is funded wholly from the issue (p.122–123).

EXHIBIT 9

Every rupee of the issue is fresh money; none of it repays debt



Source: BLS Polymers RHP p.121–122. GCP capped at 25% of gross proceeds (₹63.75 crore); residual split with issue expenses is finalised at Prospectus stage.

11 Promoters and Management

Name	Role	Background
Karan Aggarwal (40)	Promoter; Chairman and Managing Director	B.Sc. in business and management studies, University of Bradford; 14+ years in polymers; with the company since 2016, MD since May 2025
Vinod Aggarwal (72)	Promoter; Non-Executive Director	35+ years in polymers; director since incorporation; stepped down as MD in April 2025
Dinesh Sharma (59)	Executive Director, marketing	Joined 1991 as senior manager, marketing; 35+ years in sales
Diwakar Aggarwal (63)	Promoter (not on board)	Director of BLS International Services and BLS E-Services
Sushil Aggarwal (70) / Madhukar Aggarwal (65)	Promoters (not on board)	Sushil is a director and CFO of group company Basant India; Madhukar is a director of BLS Ecotech
Arvind Kumar Agarwal (68)	Chief Financial Officer	Formerly with Punjab National Bank; 47 years' experience
Board composition	6 directors	2 executive, 1 non-executive, 3 independent; 1 woman (Shivani Mishra)

Source: BLS Polymers RHP p.288–290, p.295, p.305, p.309–310.

Group context. The Aggarwal family runs a group that spans textiles, education, polymers, visa outsourcing and banking-correspondent services. Two group companies are listed on the main boards. A third, Basant India, is listed on the Metropolitan Stock Exchange and carried negative reserves of ₹5.15 crore in FY25 (p.318–319).

Behaviour around the issue. In January 2025 a promoter-group company, B. L. & Sons, transferred 15.3 lakh shares to Diwakar and Karan Aggarwal at ₹70 each (p.148). Adjusted for the 369-for-100 bonus issue of May 2025, that is ₹14.93 a share; the cap price is 10 times that, 21 months later. The transaction valued the whole company at about ₹67 crore; the pre-money value at the cap is ₹675 crore. Promoters are not selling, and none of their shares is pledged (p.113).

Related-party flows run in both directions. In FY26 BLS bought ₹32.35 crore of raw material from Vinsul Makardi, a trading company owned almost entirely by four of the promoters. That made Vinsul BLS's second-largest supplier, although its own FY25 sales were ₹7.31 crore and its net worth ₹1.22 crore (p.89, p.318). BLS gave a ₹9 crore letter of comfort for Vinsul in FY25. Karan Aggarwal has personally guaranteed ₹8 crore of Vinsul's ICICI Bank borrowing (p.60). In FY24 BLS borrowed ₹8.97 crore from Basant India, which later waived ₹30.38 lakh of interest (p.89).

> **Pedigree is not a backstop.** The BLS group's listed companies say something about how the family behaves with public shareholders. They are not guarantors of BLS Polymers, and the group name should not be priced as if they were.

12 Key Risks

1. **Valuation leaves no cushion.**
   At 25.0x pre-issue and 34.5x post-issue FY26 earnings, BLS is priced at about twice DDev Plastiks (12.97x) and above the 24.59x peer average (p.141). If listing demand disappoints, nothing in the fundamentals anchors the price at ₹150.

2 **Growth has come from trading, not manufacturing.**

Manufactured sales fell from ₹254.4 crore in FY24 to ₹237.0 crore in FY26, while trading rose from ₹41.9 crore to ₹112.4 crore (p.406, p.408). Gross margin on trading averaged 4.7%. Headline revenue growth overstates the core business.

3 **Related-party purchases need explaining.**

FY26 purchases from Vinsul Makardi were ₹3,235.23 lakh (p.89). The same figure appears in the top-ten supplier table as "Supplier 2", located in the USA (p.269). In Q1 FY27 Vinsul's ₹812.19 lakh appears as a Delhi supplier and equals the company's entire import bill for the quarter (p.88, p.269). At June 2026 BLS was owed ₹6.46 crore by Vinsul despite making no sales to it in the quarter (p.46, p.89). There is no non-compete agreement (p.41).

4 **Q1 FY27 margins may be a polymer-price windfall.**

Purchase cost per tonne jumped 33%, from ₹84,959 in FY26 to ₹1,13,065 in Q1 FY27 (p.143), as the Hormuz disruption lifted polymer prices. Stock bought cheaply and sold dear can inflate margins for a quarter or two. Cash from operations was negative ₹6.64 crore in the same quarter (p.86).

5 **Concentration on both sides.**

One supplier provided 71.71% of FY26 purchases (p.269); the top ten customers provided 66.81% of revenue (p.421). Losing either the supplier or two large customers would hurt quickly.

6 **Reported earnings quality.**

The RHP defines EBITDA as "net of other income" (p.142) but its reported figures include it. FY26 reported EBITDA of ₹46.60 crore reconciles to profit before tax plus finance costs and depreciation without deducting ₹4.98 crore of other income (p.85, p.143). Other income was 53% of FY24 profit before tax.

7 **Execution at a single plant.**

Every tonne is made in Goa (p.251). The expansion more than doubles capacity to 87,301 MTPA. A consent to establish covers 87,600 MTPA, but the current consent to operate allows 38,400 MTPA and projected production is 38,394 MTPA by March 2028 (p.123, p.131). Until a higher consent to operate is granted after installation, the enlarged plant would run at about 44%. Building-plan, factory-layout and fire approvals are still to be applied for.

8 **Governance and disclosure housekeeping.**

Three independent directors resigned between April 2025 and January 2026 (p.295). Some historical corporate filings are untraceable, and 46 shareholders holding 3,32,851 shares cannot be found (p.106–107). Auditors have flagged overdue export receivables under FEMA in every year (p.323–324). The RHP gives two figures for the PE share of Q1 FY27 revenue: 67.88% (p.248) and 85.09% (p.254).

13 Outlook and Recommendation

For the listing window, the set-up is favourable. The issue is small, entirely fresh and a third of it was already placed with anchors at the top of the band. The retail book is thin enough to be oversubscribed by a recognised group name.

The company arrives with its best quarter, in a sector the market currently rewards: grid, renewables, water and gas infrastructure. Those conditions typically favour a listing premium, and they are what this rating rests on.

The fundamental case is weaker than the headline numbers suggest. Strip out trading and the manufacturing business shrank for two years before Q1 FY27. Margin expansion owes much to polymer prices. The promoter-owned trading company that became the second-largest supplier in FY26 sits awkwardly with the listed company's interests. The ₹77.6 crore expansion will not produce revenue before March 2028, and output stays within today's operating consent until a higher one is granted. At 34.5 times post-issue FY26 earnings, an investor pays today for growth the company has yet to show in its own products.

RECOMMENDATION **SUBSCRIBE — FOR LISTING GAINS**

For investors on a longer horizon: we would not hold at ₹150. Revisit after the December 2026 and March 2027 quarters. If operating margin holds at 12% or more as polymer prices ease, manufactured sales grow, and related-party purchases fall sharply, the case for owning the business can be reassessed on a lower entry price or stronger evidence.

14 What to Monitor After Listing

What to watch	The number that confirms or denies it
Margin durability after the polymer spike	Q2 FY27 (first results after listing) and Q3 FY27 (due by February 2027): operating EBITDA margin at or above FY26's 12.0%; below 10% would confirm a price windfall
Core manufacturing growth	FY27 polymer-division revenue above FY26's ₹237.0 crore and production above 23,265 MT, against trading below 30% of revenue
Related-party clean-up	FY27 annual report: Vinsul Makardi purchases well below ₹32.35 crore (11.59% of purchases); the ₹6.46 crore receivable collected
Anchor lock-in expiry	50% of anchor shares free about 30 days after allotment (around end-November 2026), the rest about 90 days after (around end-January 2027)
Capex on schedule	Crisil Ratings' quarterly monitoring reports: ₹35.00 crore of capex deployed in FY27; building and factory approvals received; higher consent to operate obtained

Questions we would put to management before adding beyond a starter position: Why did purchases from a promoter-owned trader with ₹7 crore of sales reach ₹32 crore in a year, and on what terms? What is the operating margin of the manufacturing business alone? When will the Goa consent to operate be raised to match the new capacity?

15 Disclosures

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Krijuna Research and Analytics (hereinafter referred to as the "Research Analyst" or "RA") is a registered SEBI Research Analyst under the SEBI (Research Analysts) Regulations, 2014, having Registration No. INH000014881. Below are the brief details:

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