FUJIYAMA POWER SYSTEMS LTD.

November 12, 2025

UTL SOLAR

FUJIYAMA SOLAR

SMC Ranking

★★☆☆☆ (2/5)

Issue Highlights

Industry	**Solar**
Offer for sale (Shares)	10,000,000
Fresh Issue (Shares)	26,315,789
Net Offer to the Public	**36,315,789**
Issue Size (Rs. Cr.)	784-828
Price Band (Rs.)	216-228
Offer Date	13-Nov-25
Close Date	17-Nov-25
Face Value	1
Lot Size	65

Issue Composition

	In shares
Total Issue for Sale	36,315,789
QIB	18,157,895
NIB	5,447,368
Retail	12,710,526

Shareholding Pattern (%)

Particulars	Pre-issue	Post -issue
Promoters & promoters group	99.67%	87.84%
QIB	0.33%	6.23%
NIB	0.00%	1.78%
Retail	0.00%	4.15%
Total	**100.00%**	**100.00%**

*calculated on the upper price band

Objects of the Issue

The Company Fujiyama Power Systems IPO proposes to utilise the Net Proceeds from the Issue towards the following objects:

1. Part financing the cost of establishing the manufacturing facility in Ratlam, Madhya Pradesh, India
2. Repayment and/or prepayment of all or a portion of certain outstanding borrowings availed by the Company
3. General corporate purposes

Book Running Lead Manager

- JM Financial Limited
- IIFL Capital Services Limited
- Jefferies India Private Limited
- Kotak Mahindra Capital Company Limited

Name of the registrar

- KFin Technologies Limited

About the company

Incorporated in 2017, Fujiyama Power Systems Limited is a leading manufacturer and solutions provider in the rooftop solar industry, offering on-grid, off-grid, and hybrid solar systems. With a comprehensive portfolio of over 522 SKUs—including solar inverters, panels, and batteries—the company provides integrated solutions that minimize dependence on external OEMs. Fujiyama operates through an extensive distribution network comprising 725 distributors, 5,546 dealers, and 1,100 exclusive “Shoppe” franchisees, supported by over 600 qualified service engineers offering nationwide maintenance and technical support. Its diversified product range includes solar PCUs, inverters, panels, lithium-ion and tubular batteries, UPS systems, PWM chargers, solar management units, and charge controllers. The company’s four ISO-certified manufacturing facilities are located in Greater Noida (U.P.), Parwanoo (H.P.), Bawal (Haryana), and Dadri (U.P.). Fujiyama also exports to several international markets, including the USA, Bangladesh, and the UAE.

Strength

Diversified Portfolio of Solar Products and Solutions: Established as a comprehensive “one-stop” provider in the rooftop solar industry, the company offers a wide and customizable product range exceeding 522 SKUs. Its portfolio includes solar PCUs, inverters (off-grid, on-grid, hybrid), panels, lithium-ion and tubular batteries, UPS systems, EV chargers, and batteries for E-rickshaws. All products are certified by MNRE, BIS, and SNAs, ensuring eligibility for government projects and subsidies. The company supplied 1.64 GW of solar inverters over five years—representing 9.6% of India’s cumulative 17 GW rooftop solar capacity—and held approximately 15.5% market share in the Indian solar battery segment in FY2025.

Proven Technological Innovation and R&D Excellence: With 29 years of industry experience, over 65 R&D professionals, and 500 engineers, the company has a robust record of technological leadership and innovation. It pioneered multiple Indian market-firsts, including the SMT inverter with a single card and hybrid inverters with integrated lithium-ion batteries. Its patent portfolio includes the Rapid Maximum Power Point Tracking (rMPPT) technology (2024), and several others are under development. The company is also advancing TOPCon bifacial solar panels, in-house BMS systems, and hybrid solutions through a rigorous quality validation process involving internal teams and accredited labs.

Extensive Distribution Network and After-Sales Service: The company’s strong pan-India reach spans 725 distributors, 5,546 dealers, and 1,100 exclusive “UTL Solar Shoppe” outlets. These outlets serve as education and service hubs for seamless procurement and installation. A dedicated service team of over 600 engineers provides nationwide maintenance support through the mobile app ‘UTL MTL 2.5’. Its brands “UTL Solar” and “Fujiyama Solar” enjoy high recognition and trust, supported by long product and performance warranties and multi-channel marketing initiatives.

Large-Scale, Quality-Driven Manufacturing Infrastructure: Operating four ISO-certified facilities across India—at Greater Noida, Parwanoo, Bawal, and Dadri—the company maintains large installed capacities, supported by automation and stringent quality control. Manufacturing efficiency is driven by TQM, Kaizen, and advanced testing systems such as ATE and Electroluminescence testing. Sustainability initiatives include regenerative load banks, energy-efficient processes, and a 15 MW captive solar plant in Banda, Uttar Pradesh. The upcoming Ratlam facility will expand reach in western and

southern markets.

Experienced Leadership and Committed Workforce: Founded and led by Promoters Pawan Kumar Garg and Yogesh Dua, the leadership team combines over five decades of industry expertise, complemented by a skilled management team from premier institutions like IIT Delhi and Georgia Tech. Supported by 2,795 employees as of June 2025, the company's stable leadership and experienced workforce provide a strong foundation for growth and operational excellence.

Robust Financial Performance: The company achieved strong financial growth with revenue CAGR of 52.3% from FY2023–FY2025, driven by operational efficiency and product diversification. EBITDA rose from Rs. 51.60 crore in FY2023 to Rs. 248.99 crore in FY2025, while PAT increased from Rs. 24.37 crore to Rs. 156.33 crore. The company's self-funded expansion, low leverage, and diversified operations ensure sustainable growth and a resilient balance sheet.

Strategy

Capacity Expansion and Backward Integration: To strengthen its market leadership, the company is significantly expanding manufacturing capacity—from 662 MW in March 2023 to 2,782 MW by June 2025—and increasing battery capacity to 1,863 MWh. New lines include a 600 MW inverter and 500 MWh lithium-ion battery unit at Greater Noida, and 600 MW solar panel capacity at Dadri. A 1 GW solar cell line at Dadri (by January 2026) will enhance DCR compliance. The upcoming Ratlam facility will add 2,000 MW each of panels and inverters and 2,000 MWh of lithium-ion batteries, reinforcing presence in western and southern India.

Expansion of Distribution and Export Markets: With India's rooftop solar market projected to reach 100 GW by FY2030, the company aims to deepen its domestic presence and expand internationally. It is enhancing its distributor network across high-growth states—Odisha, West Bengal, Karnataka, Andhra Pradesh, and Telangana—while targeting export opportunities through its expanded capacity, positioning itself as a global "one-stop solar solutions" provider.

Continuous Innovation and Market Leadership: The company's strategy emphasizes continuous innovation and early adoption, supported by sustained R&D investments and AI-driven operations. Proprietary software platforms like Reach IQ and Converse IQ enable data-based customer engagement and operational optimization. The company's hybrid systems, enhanced with optional backup features, cater effectively to power-deficit regions. Through digital engagement, customer rewards, and influencer-led campaigns, it seeks to strengthen brand loyalty and expand its footprint in both urban and rural markets.

Risk Factor

- The company's manufacturing facilities face operational risks. Any disruption, shutdown, or unforeseen problem may reduce sales and negatively impact business performance and financial results.
- Since most manufacturing facilities are located in northern India, the company is exposed to region-specific risks that could affect its business, financial condition, and cash flows.
- Growth in retail sales depends on maintaining strong relationships with distributors, dealers, and franchisees. Failure to sustain or expand this network could hurt business and cash flows.
- The company imports key raw materials from China and equipment from other countries, exposing it to import-related risks. Any change in import duties or restrictions could adversely affect operations and financial performance.
- A decline in product prices may negatively impact business results and cash flows.
- A large portion of retail sales comes from Uttar Pradesh. Any drop in demand in this region or failure to grow in new markets could affect business performance and growth prospects.

Peer Comparison

Co_Name	Total Income	PAT	EPS	P/E	P/BV	BV	FV	Price	Mcap
Exicom Tele-Sys.	949.21	-263.19	0	0	2.16	62.71	10	135.5	1884.53
Waaree Energies	17952.69	2699.35	93.95	35.33	8.31	399.3	10	3319.45	95480.96
Premier Energies	6991.77	1194.26	26.36	38.96	13.47	76.25	1	1026.95	46520.26
Fujiyama Power Systems Ltd.	1540.68	156.34	5.10	44.69	6.56	34.74	1	228.00	6986.17

***Peer companies financials are TTM based**
*****Fujiyama Power Systems Ltd. financials are based on FY25**

Valuation

Considering the P/E valuation, on the upper end of the price band of Rs.228, the stock is priced at pre issue P/E of 5.58x on FY25 EPS of Rs.40.85. Post issue, the stock is priced at a P/E of 44.69x on its EPS of Rs. 5.10. Looking at the P/B ratio at Rs. 228 pre issue, book value of Rs. 16.58 of P/Bvx 13.75x. Post issue, book value of Rs.34.74 of P/Bvx 6.56x.

Considering the P/E valuation, on the lower end of the price band of Rs.216, the stock is priced at pre issue P/E of 5.58x on TTM EPS of Rs. 38.70. Post issue, the stock is priced at a P/E of 42.34x on its EPS of Rs.5.10. Looking at the P/B ratio at Rs. 216 pre issue, book value of Rs. 16.58 of P/Bvx 13.03x. Post issue, book value of Rs.34.74 of P/Bvx 6.22x.

Industry Outlook

India's power sector is poised for sustained growth, driven by rising electricity demand, expanding infrastructure, and the government's strong focus on renewable energy and sustainable power solutions. The country's installed power generation capacity has grown steadily, supported by investments in solar, wind, hydro, and thermal projects. Government initiatives such as the "Power for All" program, "Revamped Distribution Sector Scheme (RDSS)," and the National Infrastructure Pipeline are promoting efficiency, modernization, and universal access to electricity. The transition toward cleaner energy sources, electric mobility, and energy-efficient technologies is further creating new opportunities for companies engaged in power equipment, generation, and distribution. With India targeting net-zero emissions by 2070 and aiming for 500 GW of renewable energy capacity by 2030, the industry is expected to witness robust expansion and attract significant domestic and international investments.

Outlook

Driven by strong financial growth, deep R&D capability, and a diversified solar product portfolio, the company is well-positioned to benefit from India's expanding rooftop solar market. Its ongoing capacity expansion, backward integration, and nationwide distribution network enhance scalability. However, regional concentration, import dependency, and price competition remain key risks to sustained profitability and growth.

An Indicative timetable in respect of the Issue is set out below:

EVENT	INDICATIVE DATE (On or about)
BID/ISSUE OPENS ON	13-November-25
BID/ISSUE CLOSES ON	17-November-25
Finalisation of Basis of Allotment with the Designated Stock Exchange	18-November-25
Initiation of refunds (if any, for Anchor Investors)/unblocking of funds from ASBA Account	19-November-25
Credit of Equity Shares to Demat Accounts of Allottees	19-November-25
Commencement of trading of the Equity Shares on the Stock Exchanges	20-November-25

Annexure

Consolidated Financials

Profit & Loss

Rs. in Cr.

Particulars	Period ended 30-Jun-25 (3 Months)	Period ended 31-Mar-25 (12 Months)	Period ended 31-Mar-24 (12 Months)
Revenue from operations	597.35	1540.68	924.69
Total expenditure	491.46	1292.15	826.05
Operating Profit	**105.89**	**248.52**	**98.64**
OPM%	17.73	16.13	10.67
Other Income	0.44	9.42	2.51
Total Net Income	**106.33**	**257.94**	**101.15**
Interest	9.39	26.83	25.74
PBDT	**96.94**	**231.11**	**75.41**
Depreciation	7.01	17.99	12.81
PBT	**89.93**	**213.12**	**62.60**
Tax	22.35	56.79	17.30
Profit & Loss	**67.59**	**156.34**	**45.30**

Balance sheet is on next page

Balance Sheet

Rs. in Cr.

Particulars	As on 30-Jun-25	As on 31-Mar-25	As on 31-Mar-24
Non-current assets			
Property Plant & Equipment	314.98	285.66	206.59
Capital Work in Process (Tangible)	0.09	0.00	0.00
Investment property	0.00	0.00	0.00
Right-of-use assets	81.02	73.14	11.45
Goodwill	56.41	56.41	56.41
Other intangible assets	3.05	3.23	1.62
Financial assets			
Investments	0.01	0.01	0.00
Other	5.99	5.13	1.96
Other non-current assets	71.17	23.26	0.59
Total non-current assets	**532.72**	**446.84**	**278.62**
Current asset			
Inventories	478.58	382.60	232.15
Financial Assets			
Trade Receivables	82.47	73.13	64.68
Cash & Cash Equivalents	1.34	8.23	4.22
Bank balances other than (iii) above	10.90	12.34	10.57
Others	1.72	1.81	0.11
Other current assets	136.15	89.02	17.25
Total current assets	**711.15**	**567.12**	**328.97**
Asset held-for-sale	0.00	0.00	20.55
Total Assets	**1243.88**	**1013.96**	**628.14**
Non-current liabilities			
Financial liabilities			
Borrowings	112.89	88.46	63.21
- Lease Liabilities	53.19	46.04	3.90
Provisions	5.98	5.57	4.44
Deferred tax liabilities (net)	22.54	20.64	11.53
Other non-current liabilities	6.96	4.56	0.00
Total Non- Current liabilities	**201.56**	**165.27**	**83.08**
Current liabilities			
Financial Liabilities			
Borrowings	319.94	257.76	136.97
Lease Liabilities	3.88	2.52	0.49
Trade Payables			
- Total outstanding dues of MSME	60.38	33.87	12.57
- Total outstanding dues of creditors other than MSME	113.33	86.59	102.49
Other financial liabilities	44.96	22.86	10.18
Other Current Liabilities	20.73	39.26	21.28
Provisions	2.91	2.39	0.49
Current tax liabilities (net)	11.85	6.61	2.56
Total - Current Liabilities	**577.98**	**451.87**	**287.02**
Total Liabilities	**779.54**	**617.14**	**370.10**
Net worth represented by:			
Equity share capital	28.01	28.01	24.54
Other equity	436.33	368.81	215.00
Total Equity	**464.34**	**396.82**	**239.54**

RANKING METHODOLOGY

WEAK	★
NEUTRAL	★★
FAIR	★★★
GOOD	★★★★
EXCELLENT	★★★★★

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