



LONG TERM SUBSCRIBE

IPO Report

23rd Mar'26

Snapshot

Company is a processor and exporter of basmati rice and other FMCG products in India. Leveraging the extensive expertise of company's Promoters, Company benefits from over four decades of experience in the basmati rice industry in India. As per Company commissioned CARE Report, company rank 3rd among its peers in terms of revenue, company is among the few Indian branded rice players that have ventured into FMCG staples. Company is one of the few Indian companies with fully integrated operations with a presence across the basmati rice value chain, with operations that include procurement, storage, processing, marketing and sales. In addition, company have also diversified into FMCG products, offering staples and essential kitchen supplies such as aata, maida, sooji, besan, salt and sugar, Company market its products under company's flagship registered and trademarked brand "AEROPLANE", with more than 40 different subbrands for various products, including without limitation, "Aeroplane La-Taste", "Aeroplane Classic", "Ali baba", "World Cup" and "Jet".

VALUATION

Company is bringing the issue at price band of Rs 201-212 per share at p/e multiple of 23x on post issue annualized H1FY26 PAT basis.

Company rank 3rd among its peers in terms of revenue. Company has well established and wide distribution network of over 431 distributors in India and 53 distributors globally enables it to efficiently penetrate major markets. Company has strong international presence with exports to over 38 countries. Hence, we recommend "Long term Subscribe" to issue.

Price Band (Rs./Share)	201-212
Opening date of the issue	24 th Mar '2026
Closing Date of the issue	27 th Mar '2026
No of shares pre issue	8,27,96,840 Eq Shares
Issue Size	Rs 440 Cr
Fresh issue	Rs 440 Cr
Face Value (Rs/ share)	Rs 10/share
Bid Lot	70

BIDDING DETAILS

QIBs (Including Anchor)	50% of the offer (Approx 1,03,77,358 eq Shares)
Non-Institutional	15% of the offer (Approx 31,13,207 eq Shares)
Retail	35% of the offer (Approx 72,64,150 eq Shares)
Lead managers	Emkay Global, Keynote Financial
Registrar to the issue	KFin Technologies Ltd

WHAT WE LIKE

One of India's leading producers and exporters of basmati rice

As per Company commissioned CARE Report, the basmati rice industry in India is predominantly organized, with approximately 30-40% of production being managed by major players. Company, through its Promoter, launched its anchor brand, "Aeroplane", in India over 40 years ago, which serves as company's primary identity in the market. In order to meet a varied range of customer needs in the market, company's brand has been expanded through more than 40 different sub-brands, including without limitation, "Aeroplane La-Taste", "Aeroplane Classic", "Ali baba", "World Cup" and "Jet".

Integrated operations with well-established quality control system and modern equipment

Company is one of the few Indian companies with fully integrated operations with a presence across the basmati rice value chain, with operations that include procurement, storage, processing, packaging, branding, marketing and distribution. Such integration provides company with several competitive advantages and allows it to benefit from economies of scale, facilitate efficient supply chain and inventory management and maintain greater control on the quality of its products..

Wide distribution network in India enabling company to efficiently penetrate major markets

Company have a pan-India presence with its extensive sales and distribution network that allows company to target a wide range of consumers and ensure effective penetration of company's products and marketing campaigns. Company's business is primarily driven by its business-to-consumer (B2C) operations, wherein company's products reach its consumers through company's extensive distribution network. Company's B2C operations comprise of general trade channels, modern trade channels and e-commerce channels.



COMPANY BACKGROUND

As on date of this Red Herring Prospectus, company have registered a total of 100 trademarks, including 70 trademarks in India and 30 trademarks across 26 countries primarily in Europe, Asia and Africa, and 22 copyrights in India. Company provide its customers with a diverse range of brands across multiple price segments catering to various demographics.

Company's products are broadly categorized into two (2) segments: (i) rice and (ii) FMCG. The products in company's rice segment comprise of basmati rice and other specialty rice, such as kolam rice, sona masuri, idli rice and ponni rice. Company derive a majority of its revenue from its basmati rice products. Basmati rice, famous for its aroma and long grains, is a premium variety and one of the most prized varieties of rice. As per Company commissioned CARE Report, basmati rice from India has been granted a Geographical Indication (GI) tag, recognizing its unique identity and ensuring protection against counterfeit products in international markets. As per Company commissioned CARE Report, India is the leading exporter of basmati rice to the world with an export volume of 6,065,500 MT (increased by 16% as against the previous year) to the world for the worth of Rs. 50,312 crores/ USD 5,944 million, during the year 2024- 25, according to Agricultural and Processed Food Products Export Development Authority (APEDA). As per Company commissioned CARE Report, during the past five years, India exported rice to about 150 countries globally. The major export destination being the Middle East, including Saudi Arab, Iran, Iraq, UAE, etc. Company's basmati rice products are further categorized into "premium", "medium" "value" and "HORECA" segments, depending on type and blend of grain, the respective brands under which such products are distributed, the target customers and the price range.

All of company's Units operate under a food safety management system which complies with the requirements of ISO 22000: 2018. In addition, they are also Hazard Analysis and Critical Control Point ("**HACCP**") accredited. Company typically store the basmati paddy and rice in open and covered warehousing facilities (including silos).

Company procure basmati paddy primarily from the basmati producing states in northern India, through its own procurement team as well as company's extensive and entrenched procurement network consisting of registered procurement agents across various agricultural produce markets known as "*mandis*". Company's strong relationships with these procurement agents, combined with the expertise of company's Promoters and senior management in basmati procurement and production, enable company to implement a successful procurement strategy.

OBJECTS OF OFFER

Objects of the Fresh Issue

The Net Proceeds of the Issue, i.e., gross proceeds of the Fresh Issue less the Issue expenses are proposed to be utilised for the following objects:

1. Funding working capital requirements of Company; and
2. General Corporate Purposes.

RISKS

Company's packaging units are located in non-conforming industrial areas in Delhi, which may expose it to regulatory risks, potential relocation, and business disruption.

Source:RHP



Consolidated Financials

(Rs in Mn)

Financials	FY23	FY24	FY25	H1FY26
Total Revenue (A)	13158.48	15495.24	20016.47	10212.46
Total Expenditure (B)	12361.55	14398.6	18379.95	9154.81
EBIDTA	796.93	1096.64	1636.52	1057.65
EBIDTA Margin	6.06	7.08	8.18	10.36
Other Income	20.13	18.97	23.82	30.51
Depreciation	73.34	73.37	70.25	32.13
EBIT	743.72	1042.24	1590.09	1056.03
Interest	511.28	649.01	787.81	425.75
PBT	232.44	393.23	802.28	630.28
Share of profit in Asso	0.00	0.00	0.00	0.00
PBIT	232.44	393.23	802.28	630.28
Exceptional	0.00	0.00	0.00	0.00
PBT	232.44	393.23	802.28	630.28
Tax	57.48	89.18	194.05	143.73
PAT	174.96	304.05	608.23	486.55
NPM	1.33	1.96	3.04	4.76
ROE%	6.43	10.27	17.61	11.87
EPS	2.14	3.75	7.46	5.93
Eq Cap	54.39	54.39	820.41	827.97
Net Worth	2,808.42	3,114.78	3,791.84	4,408.94

(Source: RHP)



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