



## IPO INSIGHTS



**Concord Control Systems Ltd**

**Issue Dates - Opens: 27-09-2022 | Closes: 29-09-2022**

|                 |   |
|-----------------|---|
| <b>IPO Note</b> | <ol style="list-style-type: none"> <li>1. Engaged in manufacturing &amp; supply of coach-related and electrification products in Indian Railways &amp; Other Railway Contractors</li> <li>2. Registered &amp; Approved Vendors of RDSO &amp; NSIC</li> <li>3. Steady Growth in Top-line and Bottom Line</li> <li>4. Fully-Priced</li> </ol> |
| <b>Rating</b>   | ★★★ (GOOD)  |

### IPO SNAPSHOT

|                      |                  |
|----------------------|------------------|
| Issue Size           | ₹ 8.32 Crores    |
| Issue Type           | Book Built Issue |
| Fresh Issue          | ₹ 8.32 Crores    |
| Offer for Sale       | -                |
| Face Value Per Share | ₹ 10             |
| Price Band Per Share | ₹ 53 - ₹ 55      |
| Minimum Lot Size     | 2000 shares      |
| Listing On           | BSE SME          |

Registrar to the Issue

Bigshare Services Private Ltd

# IPO SNAPSHOT – Concord Control Systems

| <b>About the Company</b>       | <ul style="list-style-type: none"> <li>▪ Incorporated on January 19, 2011</li> <li>▪ Engaged in manufacturing and supply of coach-related and electrification products for Indian Railways and other Railway Contractors</li> <li>▪ Registered as Approved Vendors of Research Design and Standards Organization (RDSO) and registered with the National Small Industries Corporation Ltd (NSIC), holder of valid Government Purchase Enlistment Certificate to supply wide range of products to Indian Railways</li> <li>▪ Accredited with ISO 9001:2015 Certification of Quality Management Systems issued by TUV SUD South Asia Private Ltd</li> <li>▪ Major Products: <b>Inter Vehicular Coupler, Battery Chargers for 110 V 200 Ah Lead Acid Batteries, Battery Chargers for 110 V 40 Ah Lead Acid Batteries, Tensile Load Testing Machine, Brushless DC Railway Carriage Fans, Emergency Light Unit, Other Component &amp; Parts of Railway Coaches</b></li> <li>▪ 2 manufacturing units in <b>Lucknow and Uttar Pradesh</b> with Total Size admeasuring to over 1880 sq. mtrs</li> </ul> |             |           |           |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |
|--------------------------------|---|-------------|-----------|-----------|-----------|-------|-------------------------|---------|---------|---------|-----|--------|--------|--------|--------|-----|---------------|--------|--------|--------|--|------------------|--------|--------|--------|-----|-------------------------|-------|-------|-------|--|
| <b>Competitive Strengths</b>   | <ul style="list-style-type: none"> <li>▪ Diversified Range of Products</li> <li>▪ Quality Assurance</li> <li>▪ Long standing relationship with customers</li> <li>▪ Experienced and Qualified Management &amp; Employee Base</li> <li>▪ Supportive Government Policies</li> <li>▪ Focus on consistently meeting quality standards</li> <li>▪ Research and Development Team dedicated towards developing new products and improving existing products</li> </ul>   |             |           |           |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |
| <b>Financials (₹ in Lakhs)</b> | <table border="1"> <thead> <tr> <th>Particulars</th> <th>31-3-2020</th> <th>31-3-2021</th> <th>31-3-2022</th> <th>Y-o-Y</th> </tr> </thead> <tbody> <tr> <td>Revenue from Operations</td> <td>1587.64</td> <td>1753.29</td> <td>3169.55</td> <td>81%</td> </tr> <tr> <td>EBITDA</td> <td>166.88</td> <td>219.41</td> <td>392.24</td> <td>79%</td> </tr> <tr> <td>EBITDA Margin</td> <td>10.51%</td> <td>12.51%</td> <td>12.38%</td> <td></td> </tr> <tr> <td>Profit After Tax</td> <td>104.58</td> <td>143.22</td> <td>258.97</td> <td>81%</td> </tr> <tr> <td>Profit After Tax Margin</td> <td>6.58%</td> <td>8.17%</td> <td>8.17%</td> <td></td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>• <b>Debt to Equity = 0.42</b></li> </ul>   | Particulars | 31-3-2020 | 31-3-2021 | 31-3-2022 | Y-o-Y | Revenue from Operations | 1587.64 | 1753.29 | 3169.55 | 81% | EBITDA | 166.88 | 219.41 | 392.24 | 79% | EBITDA Margin | 10.51% | 12.51% | 12.38% |  | Profit After Tax | 104.58 | 143.22 | 258.97 | 81% | Profit After Tax Margin | 6.58% | 8.17% | 8.17% |  |
| Particulars                    | 31-3-2020   | 31-3-2021   | 31-3-2022 | Y-o-Y     |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |
| Revenue from Operations        | 1587.64   | 1753.29     | 3169.55   | 81%       |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |
| EBITDA                         | 166.88  | 219.41      | 392.24    | 79%       |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |
| EBITDA Margin                  | 10.51%  | 12.51%      | 12.38%    |           |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |
| Profit After Tax               | 104.58  | 143.22      | 258.97    | 81%       |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |
| Profit After Tax Margin        | 6.58%   | 8.17%       | 8.17%     |           |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |
| <b>Valuation</b>               | <ul style="list-style-type: none"> <li>▪ Attributing FY22 Earnings to post-IPO fully diluted paid-up equity asking P/E = 12.13</li> </ul>   |             |           |           |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |
| <b>Peers</b>                   | <ul style="list-style-type: none"> <li>▪ No Listed Peers</li> </ul>   |             |           |           |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |
| <b>Promoters</b>               | <ul style="list-style-type: none"> <li>▪ Nitin Jain &amp; Gaurav Lath</li> </ul>  |             |           |           |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |
| <b>Objects of the issue</b>    | <ul style="list-style-type: none"> <li>▪ Funding Working Capital Requirements of the company</li> <li>▪ To Meet Issue Expenses</li> <li>▪ General Corporate Purposes</li> </ul>   |             |           |           |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |
| <b>Note</b>                    | <ul style="list-style-type: none"> <li>▪ SME IPOs are high risk investment with limited liquidity as compared to mainboard IPOs hence, read all the documents properly and invest based on your risk-bearing capacity.</li> </ul>   |             |           |           |           |       |                         |         |         |         |     |        |        |        |        |     |               |        |        |        |  |                  |        |        |        |     |                         |       |       |       |  |

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