



# IPO INSIGHTS



## Aeroflex Industries Ltd

**Issue Dates - Opens: 22-08-2023 | Closes: 24-08-2023**

<b>IPO Note</b>	<ol style="list-style-type: none"> <li><b>Aeroflex Industries Limited, previously know as Suyog Intermediates Private Limited, manufactures and supplies environment – friendly metallic flexible flow solution products.</b></li> <li><b>The Company supply their products to a wide spectrum of industries for controlled flow of all forms of substances including air, liquid and solid.</b></li> </ol>
<b>Rating</b>	<b>★ ★ ★ (Good)</b>

### IPO SNAPSHOT

<b>Issue Size</b>	<b>₹ 351 Crores</b>
<b>Issue Type</b>	<b>Book Built Issue IPO</b>
<b>Fresh Issue</b>	<b>₹ 162 Crores</b>
<b>Offer for Sale</b>	<b>₹ 189 Crores</b>
<b>Face Value Per Share</b>	<b>₹ 2</b>
<b>Price Band Per Share</b>	<b>₹102 to ₹108</b>
<b>Minimum Lot Size</b>	<b>130 shares</b>
<b>Listing On</b>	<b>BSE, NSE</b>

**Registrar to the Issue**

**Link Intime India Private Ltd**

# IPO SNAPSHOT –Aeroflex Industries Ltd

<b>About the Company</b>	<ul style="list-style-type: none"> <li>▪ Incorporated in 1993</li> <li>▪ The Company's product list includes braided hoses, unbraided hoses, solar hoses gas hoses, vacuum hoses, braiding, interlock hoses, hose assemblies, lancing hose assemblies, exhaust connectors, exhaust gas recirculation tubes, expansion bellows, compensators, and related end fittings.</li> <li>▪ As on March 31, 2023, the company recorded more than 1,700 Product SKUs (Stock Keeping Units) in its product portfolio.</li> <li>▪ The Company export their products to more than 80 countries including Europe, USA and others.</li> <li>▪ For Fiscals 2023,2022 and 2021 their exports were ₹2,171.80 million, ₹2,035.59 million and ₹1,171.15 million which constituted 80.60%, 84.53%, and 80.90% of our revenue from operations respectively.</li> <li>▪ Their capabilities to provide customised solutions up to the assemblies level enable us to tap flexible flow solutions value chain.</li> </ul>																														
<b>Competitive Strengths</b>	<ul style="list-style-type: none"> <li>▪ Global flexible flow solutions provider operating in addressable market, catering to diverse industry segments.</li> <li>▪ Export oriented business model</li> <li>▪ High entry and exit barriers</li> <li>▪ Experienced and dedicated senior team across key functions</li> <li>▪ Primary Manufacturer of flexible flow solutions with no listed peers with advanced manufacturing facility and R&amp;D infrastructure</li> </ul>																														
<b>Financials (₹ in Crores)</b>	<table border="1"> <thead> <tr> <th>Particulars</th> <th>31-3-2021</th> <th>31-3-2022</th> <th>31-03-2023</th> <th>Y-o-Y</th> </tr> </thead> <tbody> <tr> <td>Revenue</td> <td>144.77</td> <td>240.80</td> <td>269.46</td> <td>12%</td> </tr> <tr> <td>EBITDA</td> <td>22.33</td> <td>46.69</td> <td>54.03</td> <td>16%</td> </tr> <tr> <td>EBITDA Margin</td> <td>15.4%</td> <td>19.4%</td> <td>20.1%</td> <td></td> </tr> <tr> <td>PAT</td> <td>6.01</td> <td>27.50</td> <td>30.15</td> <td>10%</td> </tr> <tr> <td>PAT Margin</td> <td>4.2%</td> <td>11.4%</td> <td>11.2%</td> <td></td> </tr> </tbody> </table>	Particulars	31-3-2021	31-3-2022	31-03-2023	Y-o-Y	Revenue	144.77	240.80	269.46	12%	EBITDA	22.33	46.69	54.03	16%	EBITDA Margin	15.4%	19.4%	20.1%		PAT	6.01	27.50	30.15	10%	PAT Margin	4.2%	11.4%	11.2%	
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<b>Valuation</b>	<ul style="list-style-type: none"> <li>▪ Attributing Annualized FY23 Earnings asking P/E = 40.90</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>▪ M/S DA Tradetech Private Limited</li> <li>▪ Shehnaz D Ali</li> <li>▪ Asad Daud</li> <li>▪ Lion Houseware Private Limited</li> <li>▪ Space Age Polymers LLP</li> <li>▪ Park Continental Private Limited</li> <li>▪ S.A. Global Trader LLC</li> </ul>																														
<b>Objects of the issue</b>	<ul style="list-style-type: none"> <li>▪ Prepayment or full or part repayment of certain outstanding secured borrowings.</li> <li>▪ Funding working capital requirements of their company.</li> <li>▪ General corporate purposes and Unidentified Inorganic Acquisitions.</li> </ul>																														

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