

IPO NOTE



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INDO FARM EQUIPMENT LIMITED

30.12.2024



Canara Bank Securities Ltd
A Wholly Owned Subsidiary Of Canara Bank



- Incorporated in 1994, Indo Farm Equipment Limited is engaging in manufacturing Tractors, Pick & Carry Cranes, and other harvesting equipment.
- The Company operates two brands: Indo Farm and Indo Power, they export their products to countries like Nepal, Syria, Sudan, Bangladesh, Myanmar, etc.
- The Company manufactures tractors range 16 HP to 110 HP and pick & carry cranes range 9 to 30 tons. The facility in Baddi, Himachal Pradesh, spans 127,840 sq. meters and includes a foundry, machine shop, and assembly units. The Company has 12000 tractors and 1,280 Pick & Carry Cranes production capacity annually.
- The Company spans 127,840 sq. meters of industrial land in Baddi, Himachal Pradesh, housing a captive foundry, machine shop, and fabrication and assembly units for tractors, pick & carry cranes, and other equipment.
- They have acquired additional industrial land near the current facility to build a new pick & carry crane manufacturing unit, aiming to increase capacity by 3,600 units per year.
- As of June 30, 2024, they had 938 employees on payroll.

Issue Details

Price Band (in ₹ per share)	204-215
Issue size (in ₹ Crore)	246.84-260.15
Fresh Issue (in ₹ Crore)	175.44-184.90
OFS (in ₹ Crore)	71.40-75.25
Issue open date	31-12-24
Issue close date	02-01-25
Tentative date of Allotment	03-01-25
Tentative date of Listing	07-01-25
Total number of shares (lakhs)	121.00
No. of shares for QIBs (50%) (lakhs)	60.50
No. of shares for NII (15%) (lakhs)	18.15
No. of shares for S-HNI (33%) (lakhs)	6.05
No. of shares for B-HNI (66%) (lakhs)	12.10
No. of shares for retail investors (35%) (lakhs)	42.35
No of shares for Employee Reservation (lakhs)	NA
Minimum order quantity	69
Face value (in ₹)	10.00
Amount for retail investors (1 lot) (in ₹)	14076-14835
Maximum no. of shares for Retail investors at Lower Band	966 (14 lots)
Maximum no. of shares for Retail investors at Upper Band	897 (13 lots)
Maximum amount for retail investors at lower band - upper band (in ₹)	197064-192855
Minimum no. of shares for sHNI (2 Lakhs) at upper band	966 (14 lots)
Maximum no. of shares for sHNI (10 Lakhs) at upper band	4623 (67 lots)
Minimum number of shares for bHNI at upper band	4692 (68 lots)
Exchanges to be listed on	BSE & NSE

Promoters

- RANBIR SINGH KHADWALIA
- SUNITA SAINI

Objects of the Offer

- ◆ Setting up a new Dedicated Unit to Expand their Pick & Carry Cranes Manufacturing Capacity which will cost around 70Cr.
- ◆ Repayment or pre-payment, in full or part, of certain borrowings availed by the Company upto 50Cr.
- ◆ Further Investment in NBFC Subsidiary (Barota Finance Ltd.) for financing the augmentation of its capital base to meet its future capital requirements upto 45Cr.
- ◆ General Corporate Purposes.



BRIEF FINANCIALS

PARTICULARS (Rs. Cr) *	Q1FY25	FY24	FY23	FY22
Share Capital***	39.45	37.55	18.77	18.77
Net Worth	342.24	317.06	290.37	274.80
Total Income (Including Other Income)	75.53	375.95	371.81	352.52
EBITDA	12.65	62.54	58.71	52.06
EBITDA Margin (%)	16.88	16.66	15.84	14.79
Profit/(Loss) After Tax	2.45	15.59	15.37	13.71
EPS (in Rs.)	0.63	4.15	4.09	3.65
Net Asset Value (in Rs.)	86.75	84.43	154.65	146.36
Total borrowings	245.36	270.53	280.65	275.00
P/E [#]	255.95 [^]	51.81	NA	NA
P/B [#]	2.48	2.55	NA	NA

*Restated consolidated financials; [#]Calculated at upper price band [^]Annualised***During the Pre-IPO Placement, the company allotted equity shares as follows: on April 16, 2024, 300,000 shares were allotted to Hator Corporate Advisor LLP, 150,000 to Own Infracon Pvt Ltd, and 150,000 to Garishma Daga; on April 30, 2024, 250,000 shares were allotted to Nabs Vriddhi LLP; and on May 24 & 29, 2024, 995,900 shares and 54,100 were allotted respectively.

Profit & Loss Statement

Particulars (In Crores)	FY2022	FY2023	FY2024
INCOME			
Revenue from operations	352.08	370.76	375.23
Other Operating Revenue	0.44	1.06	0.72
Total Income	352.52	371.82	375.95
YoY Growth (%)	-	5.30%	1.21%
Raw Material Consumed	211.63	218.39	218.49
Raw Material Consumed-% of Revenue	60.03%	58.74%	58.11%
Changes in inventories of stock in trade	-11.99	7.12	2.23
Changes in inventories of stock in trade-% of Revenue	-3.40%	1.92%	0.59%
Employee benefit expenses	37.11	42.50	46.08
Employee Expenses-% of Revenue	10.53%	11.43%	12.26%
Other expenses	63.79	45.09	46.64
EBIDTA	52.07	58.72	62.52
EBIDTA Margin (%)	14.77%	15.79%	16.63%
Depreciation and amortisation expense	8.97	8.83	10.31
EBIT	43.10	49.89	52.20
EBIT Margin (%)	12.22%	13.42%	13.89%
Finance cost	23.82	27.64	28.31
Profit before tax	19.28	22.25	23.89
Tax expenses			
Current tax	3.86	4.47	4.48
Deferred Tax	3.91	2.14	0.75
MAT utilisation/(recognition)	-2.21	0.26	3.07
Total tax expenses	5.56	6.88	8.30
Profit for the year	13.72	15.37	15.60
PAT Margin (%)	3.90%	4.15%	4.16%
Earnings per share			
Basic earnings per share (₹)	3.65	4.09	4.15

Cashflow Statement

Particulars (In Crores)	FY2022	FY2023	FY2024
Cash generated from operating activities	12.12	35.77	45.23
Income tax paid (net of refunds)	-2.14	-5.60	-4.64
Net cash generated from operating activities	9.98	30.18	40.59
Net cash used in investing activities	-25.96	-8.37	-2.59
Net cash used in financing activities	16.40	-21.99	-25.70
Net increase/ (decrease) in cash and cash equivalents	0.42	-0.19	12.30
Balance as at beginning	1.53	1.95	1.76
Cash and cash equivalent as at year end	1.95	1.76	14.06

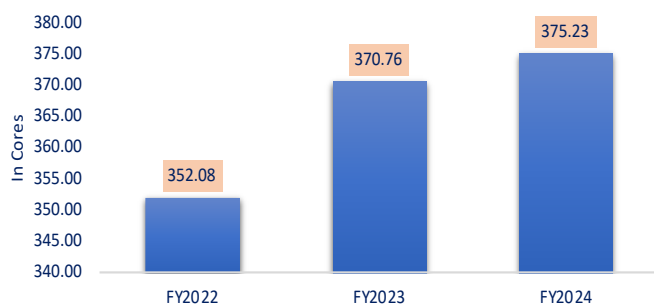
Balance Sheet

Particulars (In Crores)	FY2022	FY2023	FY2024
Assets			
Non-current assets			
Property, Plant and Equipment	189.55	200.37	196.70
Capital work in progress	19.52	8.06	5.11
Other Intangible assets	4.69	5.97	4.96
Financial Assets			
Investments	1.07	0.09	0.15
Loans	90.91	91.87	83.32
Other financial assets	2.55	1.47	2.08
Deferred Tax Assets	3.45	0.96	0.00
Other Assets	0.59	3.29	0.04
Total non-current assets	312.34	312.07	292.37
Current assets			
Inventories	163.50	162.89	164.85
Financial Assets			
Trade Receivables	72.03	74.39	104.40
Cash and Cash Equivalents	1.95	1.76	14.06
Other current financial assets	1.03	1.87	1.19
Loans	57.67	62.49	62.80
Income Tax Assets	0.22	0.22	0.27
Other Assets	11.09	7.17	8.02
Total current Asset	307.49	310.78	355.58
Total assets	619.83	622.84	647.95
Equity and liabilities			
Equity			
Equity Share Capital	18.78	18.78	37.55
Other Equity	256.03	271.60	279.51
Total equity	274.80	290.37	317.06
Liabilities			
Non-Current liabilities			
Financial Liabilities			
Borrowings	126.00	109.85	83.66
Other financial liabilities	3.75	3.78	3.54
Lease Liability	0.00	0.00	1.45
Deferred Tax Liability	0.00	0.00	2.86
Provisions	0.94	1.34	1.92
Total Non-Current liabilities	130.69	114.97	93.43
Current liabilities			
Financial liabilities			
Borrowings	149.00	170.81	186.88
Trade payables			
Due to MSME	12.06	3.68	8.39
Due to other than MSME	34.77	27.25	26.66
Other financial liabilities	10.47	8.72	8.71
Lease Liability	0.00	0.00	0.17
Other current liabilities	1.75	1.93	1.34
Provisions	3.88	3.82	4.13
Income Tax Liability	2.41	1.29	1.18
Total Current liabilities	214.34	217.49	237.46
Total liabilities	345.03	332.47	330.89
Total equity and liabilities	619.83	622.84	647.95

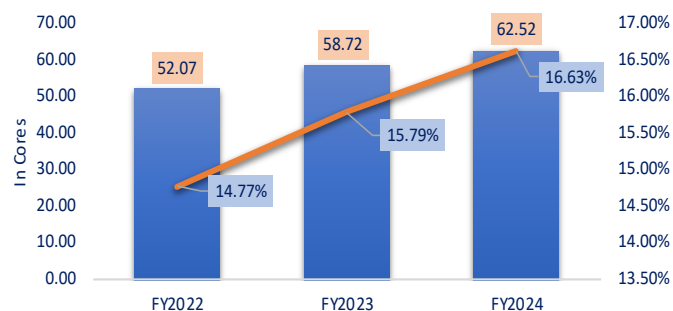


PERFORMANCE THROUGH CHARTS

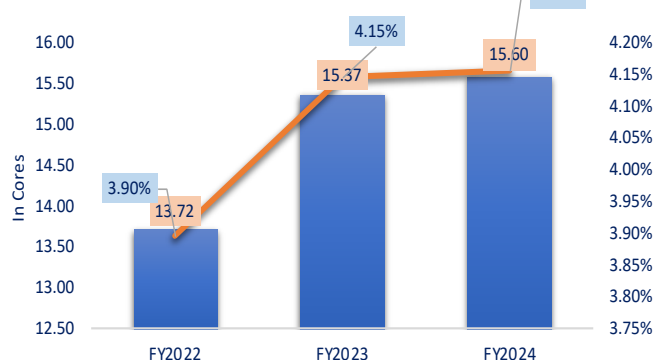
REVENUE HAS GROWN BY 3% CAGR 2 YR



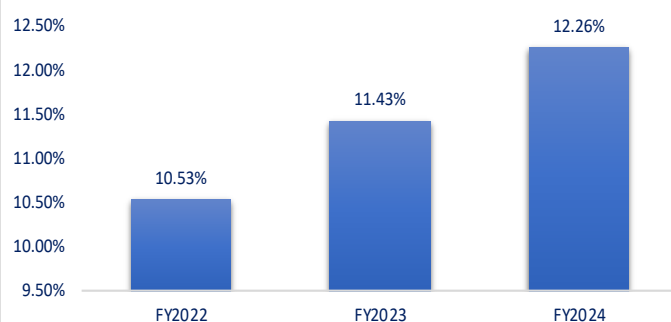
EBIDTA GREW BY 10% CAGR 2 YR



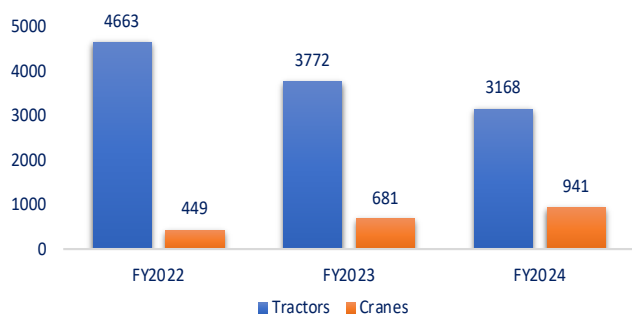
PAT GREW BY 7% CAGR 2 YR



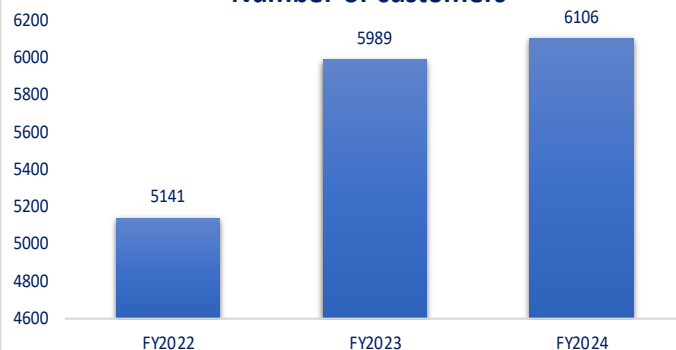
EMPLOYEE EXPENSE AS % TO REVENUE IS INCREASING



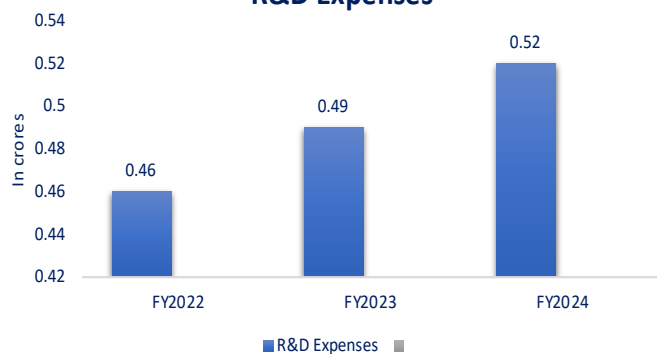
Product Sales (in Units)



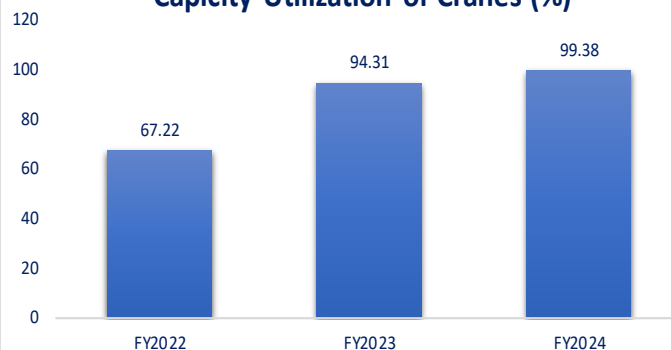
Number of customers



R&D Expenses



Capacity Utilization of Cranes (%)



INDUSTRY REVIEW

Global Agricultural Tractor Market

- The global agricultural tractors market is expected to expand from 2.50 million units in CY2024 to 3.24 million units by CY2029, achieving a projected CAGR of 5.4%.
- This anticipated growth is primarily driven by the increasing adoption of farm mechanization worldwide, which is being fueled by favorable government policies and schemes.

Global Construction Vehicle Market

- The global construction vehicle market is projected to experience robust growth, expanding from an estimated 1.19 million units in CY2024 to 1.41 million units by CY2029, representing a CAGR of 3.5%. Advancements in autonomous machinery, infrastructure development projects, and a focus on energy-efficient construction practices are propelling market growth.
- Overall, the global construction vehicle market is expected to grow robustly, with China, India and Rest of Asia driving global growth.

Indian Agriculture Market Equipment Market Overview

- The Indian agricultural equipment market is expected to be driven by government initiatives.
- The Indian government's Minimum Support Price ("MSP") policy aims to ensure remunerative prices for agricultural produce, with the MSP fixed at a minimum of 1.5 times the cost of production to provide a reasonable profit to farmers, further incentivizing the adoption of modern farm equipment and contributing to the thriving tractor market in the country.

Growing Exports of Indian Tractors Driving Sales

- The Indian tractor industry is localizing its supply chain to the extent possible, in order to reduce reliance on imports and enhance domestic manufacturing capabilities.
- This move can help the OEMs with increased efficiency, cost savings, and improved product quality, as local suppliers can better cater to the customized needs of the market. Additionally, localization could also support the growth of the domestic manufacturing sector, creating new job opportunities and stimulating economic development.

Mobile Cranes

- Globally the mobile crane market size is anticipated to grow from USD 21.10 billion in 2024 to USD 29.10 billion by 2029, at a CAGR of 6.65% during the forecast period³⁸.
- The growth in mobile crane market is projected to grow due to rising infrastructural developmental projects and high-level investments by construction companies

Growth in Domestic crane market

- The crane market is very closely correlated with the growth in infrastructure, construction and industrial sectors. In line with the above assumption, the sectoral growth will be further buoyed by the following in the Indian market
- Critical infra projects for last mile connectivity are expected to get an investment of Rs.75000 crores
- Government has allocated Rs.16000 crores towards Smart City Mission for FY 2024
- Capital outlay of Rs.2,55,000 crores has been provided to the Indian Railways⁴⁴ in the current budget
- Outlay for PM Awas Yojna 2.0 will be increased to Rs.10 lakh crores as per Budget 2024
- Many other projects for Airports, Ports and Industrial development

COMPETITIVE STRENGTHS OF THE COMPANY

Fully Integrated and established Manufacturing Setup

- Their ISO 9001:2015 certified manufacturing facilities are spread across 127,840 sq. mtrs. of Industrial lands at Baddi, Himachal Pradesh which includes a captive foundry unit and dedicated machine shop, fabrication and assembling units for Tractors and Pick & Carry Cranes.
- Their facility is equipped with induction furnaces, pneumatic molding machines, automatic molding line, sand plant, fully equipped metallurgy and Sand Testing Laboratory, Machining Center, Gear Shop, Hydraulic shop, Sheet metal, Press shop Fabrication Shop, Paint Shop, Assembly unit, Quality Room & Utility room.
- Their integrated operations enable them to manufacture some of the critical machine components in-house which reduces their dependence on third parties, streamlines their production process and improves their operational efficiencies. In addition, it also enables them to maintain control over the entire manufacturing process and also provide better delivery timelines to their customers at a more competitive cost.

Well Educated & Experienced Management

- The Promoter, Chairman and Managing Director of their Company, Mr. Ranbir Singh Khadwalia has significant industry experience of around three decades and possesses business intellect in all the core fields of the industry.
- Prior to starting their company in 1994, he worked with Eicher Group for around 2.50 years in the production department. He has been instrumental in the consistent performance of their company. His two sons Mr. Anshul Khadwalia and Mr. Shubham Khadwalia have also joined and dedicated themselves to the company. Both are well qualified from foreign institutions and have over 11 years and 8 years of work experience with their company respectively.

In-House NBFC Setup

- In 2017, to further compliment & grow the business they have launched their in-house NBFC Company for providing tractor finance for their buyers through their subsidiary entity "Barota Finance Limited". As on June 30, 2024, their NBFC has a total Loan Book (Vehicle Finance) of ₹ 1,271.55 million and served over around 5,900 active customers.
- Their NBFC has a strong asset quality and track record. Their Gross and net NPA as on June 30, 2024 are 4.13% and 3.00% respectively.
- They have over the years created a fully integrated eco-system for ensuring high quality products and financial support for their customers. Easy in-house finance facilities enable their customers to purchase their products with ease of finance.

Manufacturing Wide Range of Products

- They are having the product range in tractors from 16 HP – 110 HP in 2 WD & 4 WD range. This range meets out around 80% of global market requirement especially 4WD tractors and 65, 75, 90 and 110 HP range which are developed for export markets such as Africa, Latin America, Middle East, Central and South East Asia and their 1,026 (26 HP range) is developed & homologated especially for European market.
- The Company manufactures Pick & Carry Cranes which are widely used throughout engineering, construction and infrastructure industry. It offers customers a Pick & Carry mobile crane that epitomizes safety, quality, operator productivity, innovative features, and competitive total cost of ownership.

RISK FACTORS

Approximately 52.16% of their revenue comes from tractors and 47.77% from Pick & Carry cranes in FY2024. Any decline in demand or production for these products could adversely impact their business and financial performance.

- Their total revenue from sale of manufactured goods has grown in the last three years, from ₹ 3,308.67 million in FY 2022, ₹ 3,466.16 million in FY 2023 and ₹ 3,524.61 million in FY 2024. As of June 30, 2024, their total revenue for the current fiscal year stands at ₹ 695.43 million.
- They derive a significant portion of their revenue from tractor and Pick & Carry crane business.

If they are not able to obtain, renew or maintain their statutory and regulatory licenses, registrations and approvals required to operate their business, it may have a material adverse effect on their business, results of operations and financial condition.

- They require certain statutory and regulatory licenses, registrations, and approvals to operate their business, some of which their Company has either received, applied for, or is in the process of application.
- Further, in the future, they may also be required to obtain new licenses, registrations, and approvals for any proposed or upcoming projects, including any expansion of existing projects.

Their proposed expansion plans w.r.t their new manufacturing facilities being set up are subject to the risk of unanticipated delays in implementation and cost overruns.

- They have made and intend to continue making investments to expand their manufacturing capacities to aid their growth efforts.
- They have proposed capacity expansion project for the Pick & Carry Crane segment which is to be set-up on land allotted to them on a leasehold basis on a total area of 1,21,406 Sq. mtr at Baddi, Dist Solan, Himachal Pradesh.

Average Capacity utilization for FY 2022 to FY 2024 is 32% for tractors and 87% for cranes. Under-utilization of their manufacturing capacities and an inability to effectively utilize their expanded manufacturing capacities could have an adverse effect on their business, future prospects and future financial performance.

- They own and operate manufacturing facility in Baddi, Himachal Pradesh with an aggregate approved total installed capacity of 12,000 tractors and 1,280 cranes as of June 30, 2024, with average utilization for the Fiscal 2022 to Fiscal 2024, around 32% for tractors and is around 87% for cranes. Furthermore, for the three months ended June 30, 2024, their proportionate installed capacity is 3,000 tractors and 320 cranes, with utilization at 13.90% and 77.81%, respectively.
- Their manufacturing capacity utilization for tractors has remain low mainly because of (a) dependency upon the retail financing availability from banks and NBFCs for the tractors division, (b) Stiff competition from the major players and (c) Brand recognition due to lower business promotions & advertisement expenses.

PEER COMPARISON

Name of the company	Revenue from Operations (in Cr.)	Face Value (Rs per share)	EPS (in Rs)	NAV (Per share Rs)	RoNW (%)	P/E*	P/B*
Indo Farm Equipment Limited	375.23	10.00	4.15	84.43	4.92	51.81	2.55
Escorts Kubota Limited	8849.62	10.00	92.64	830.43	11.44	35.17	3.92
Action Construction Equipment Limited	2913.80	2.00	27.56	103.28	30.78	52.48	14.00

**P/E & P/B ratio based on closing market price as of December 27th, 2024, at the upper price and of IPO, financial details consolidated audited results as of FY24.*

KEY BUSINESS INSIGHTS

- ◆ **Specialization:** Indo Farm Equipment is a fully integrated manufacturer of tractors (16-100 HP) and cranes (9-30 tons), catering to agricultural, construction, and infrastructure sectors. The company has a strong presence in North India and exports to over 30 countries, showcasing a global footprint.
- ◆ **Dealership Network:** Operates through a robust network of 159 tractor dealers and 16 crane dealers, ensuring wide-spread market reach. Over 60% of revenue is generated from five key states—Gujarat, Punjab, Maharashtra, Karnataka, and Tamil Nadu.
- ◆ **Production Capacity:**
 - ⇒ **Tractors:** Current capacity of 12,000 units annually, with pricing ranging from ₹3-12 lakhs.
 - ⇒ **Cranes:** Current capacity of 1,280 units annually, contributing 45-50% of total revenue. A new facility near the existing plant will increase crane production to 3,600 units annually.
- ◆ **R&D and Innovation:** The company has a strong focus on in-house development, with 40% of tractor components and 60% of crane components manufactured internally. Key collaborations include partnerships with URUS (Poland) for engine technology and Zetor for manufacturing tractors and engines.
- ◆ **Subsidiary Support:** Barota Finance, a wholly owned subsidiary, focuses on financing agricultural and construction equipment. The subsidiary has a loan book of ₹139.42 crores and serves over 6,000 active customers, enhancing customer affordability and loyalty.
- ◆ **Expansion Plans:** The new facility for crane production reflects the company's growth strategy to meet increasing demand and enhance market share in the construction equipment segment.
- ◆ **Strategic Advantage:** Indo Farm's combination of strong in-house manufacturing capabilities, innovative R&D, a growing dealer network, and expanding global presence positions it as a leading player in the agricultural and construction equipment industries.

OUR VIEW

Indo Farm Equipment Limited currently has the capacity to produce 1,280 cranes annually. To cater to rising demand, the company is setting up a new manufacturing facility that will add 3,600 units to its capacity, increasing total production to 4,880 cranes per year. With a robust financing arm, Barota Finance, supporting affordability and providing stable revenue streams, the company is well-positioned for growth. However, its reliance on five states for over 60% of its revenue highlights a potential regional dependency.

The first-quarter revenue was lower compared to the previous quarter, primarily due to the impact of the general election and a severe heat wave that disrupted consumer spending and business activities. This is considered a one-off event and aligns with industry trends. Additionally, the company's first half typically experiences subdued performance due to the lengthy manufacturing cycle of its equipment.

As of March 2024, the issue is priced at a P/E ratio of 51.81x, compared to the industry average of 43.82x, which indicates a valuation that appears expensive relative to its peers.

Given the company's growth potential and market positioning, we recommend to **SUBSCRIBE** this issue for long term, for investors willing to take on high risks.

Sources: Company website and red herring prospectus

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Canara Bank Securities Ltd.

(A Wholly Owned Subsidiary of Canara Bank)



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