

Issue Highlights

Issue Open	November 30, 2022
Issue Close	December 02, 2022
Issue Price	Rs. 548 - Rs. 577 Per Share
Total Issue Size	Rs. 835.6 Cr
Of which	
Offer for Sale	Rs. 835.6 Cr
Face Value	Rs. 10 Per share
Market Lot	25 Equity Shares
Issue Type	Book Built Issue

Offer Structure

QIB Category	50%
Retail category	35%
Non-Institutional	15%

Lead Book Running Managers

- ⇒ Axis Capital Ltd.
- ⇒ DAM Capital Advisors Ltd.
- ⇒ JM Financial Ltd.

Registrar To The Offer

- ⇒ Link Intime India Pvt. Ltd.

Research Analyst

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Key Highlights

- ❑ **Company Background:** Uniparts India is a global manufacturer of engineered systems and solutions. It is also one of the leading suppliers of systems and components for the off-highway market in agriculture and construction, forestry and mining. Their product portfolio includes core product verticals of 3-point linkage systems (3PL), precision machined parts (PMP), as well as adjacent product verticals of power take off (PTO), fabrications and hydraulic cylinders or components thereof. In the global 3PL and PMP market, Uniparts had an ~16.7% and ~5.9% market share in FY22. Further, its manufacturing, warehousing and distribution facilities are strategically located in India, US and Germany.
- ❑ **End-to-end provider of precision engineered products:** Over the years, Uniparts have evolved from a component supplier to a provider of complete assemblies of precision engineered products. Its end-to-end solutions range from product conceptualization, design, prototyping, testing, development and assembly to customized packaging and delivery and becoming an integral part of certain of their customers' global supply chains.
- ❑ **Maintaining long-term relationships with its customers:** They have developed long-term relationships with global OEM customers in the agriculture and CFM sectors. Over the years, the company has developed relationships with various customers and fulfilled their orders as per requirements and preferences. This helped the company in cross selling opportunities, healthy revenue generation and building strong long term relationships with customers.
- ❑ **Strategies going forward:** The company's strategy is to acquire new customers as well as focus on value added products which would help in growth and margin improvement. Further, they intend to focus on acquiring businesses with high growth and performance potential, along with their existing customer relationships and product and process competencies. Besides, they have plans to explore opportunities in Europe and the US which would complement their existing business.
- ❑ **Financials:** Uniparts overall financials seems better as compared to its peers. The company's Revenue and PAT grew by 16.3% and 63.2% CAGR over FY20-22. For FY22, its EBITDA and PAT margins were at 22.1% and 13.6% while ROE and ROCE stood at 26.8% and 31.0% which is better than peers. On the valuation front, it is trading at PE of 15.4x FY22.
- ❑ **Key Risk:** 1) Depend on a limited number of customers for a significant portion of their revenues. 2) Exposed to foreign currency exchange rate fluctuations.

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S. No.	Statement	Answer	
		Yes	No
		Tick appropriate	
		Yes	No
	I/we or any of my/our relative has any financial interest in the subject company? [If answer is yes, nature of Interest is given below this table]		No
	I/we or any of my/our relatives, have actual/beneficial ownership of one per cent. or more securities of the subject company, at the end of the month immediately preceding the date of publication of the research report or date of the public appearance?		No

	I / we or any of my/our relative, has any other material conflict of interest at the time of publication of the research report or at the time of public appearance?		No
	I/we have received any compensation from the subject company in the past twelve months?		No
	I/we have managed or co-managed public offering of securities for the subject company in the past twelve months?		No
	I/we have received any compensation for brokerage services from the subject company in the past twelve months?		No
	I/we have received any compensation for products or services other than brokerage services from the subject company in the past twelve months?		No

	I/we have received any compensation or other benefits from the subject company or third party in connection with the research report?		No
	I/we have served as an officer, director or employee of the subject company?		No
	I/we have been engaged in market making activity for the subject company?		No

Nature of Interest (if answer to F (a) above is Yes :

Name(s) with Signature(s) of RA(s).

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SS.No.	Name(s) of RA.	Signatures of RA	Serial Question of question which the signing RA needs to make a separate declaration / answer	Yes	No.

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