AXIS CAPITAL

HY-TECH ENGINEERS LIMITED

IPO NOTE

August 2026

ISSUE HIGHLIGHTS

- The Company was incorporated as 'Hy-Tech Engineers Private Limited' on December 18, 1978, in Mumbai, Maharashtra. Subsequently, it was converted into a public limited company and renamed 'Hy-Tech Engineers Limited' pursuant to a resolution passed by its Board on February 18, 2022.
- **Hy- Tech Engineers** is a company **engaged in the design, manufacture and supply of hydraulic fittings** catering to diverse industrial applications, with over 4 decades of operational experience in the hydraulics industry.
- The company's product portfolio comprises standard hydraulic fittings viz**. DIN-metric fittings, JIC flared and flareless fittings, O-Ring Face Seal (ORFS) fittings and conversion fittings**, as well as fittings customized to customer specifications.
- As of March 31, 2026, the company's **portfolio consists of more than 11,000 stock keeping units** (SKUs) of hydraulic fittings, **serving diverse application needs across** industries such as **construction machinery, automotive, farming machinery, injection moulding machines and hydraulic systems**. Additionally, the company has **obtained certifications** which enable it to cater to sectors such as **railways and defence**, thereby expanding its addressable market.
- The company operates on a **business-to-business (B2B) model across both domestic and international markets**. Its sales approach combines **direct engagement with** original equipment manufacturers **("OEMs")** and other **industrial customers** as **also through** a network of **authorized distributors** and distribution partners.
- As on March 31, 2026, the company's **international presence** extends to markets such as **USA, Belgium, Poland, Russia, Brazil, Italy, Saudi Arabia, Hungary, UAE, Thailand and Germany** supported by relationships with global customers including OEMs, industrial customers and distributors.
- The Company served **170 direct customers in Fiscal 2026**, compared to 152 direct customers in Fiscal 2025 and 144 in Fiscal 2024, while the number of **distributors and distribution partners increased from 5 in Fiscal 2024 to 7 in Fiscal 2026.**
- The Company operates six manufacturing facilities in India, including four in Maharashtra and two in Madhya Pradesh, with the facilities at Thane, Shirwal, Kavathe and Pithampur functioning as independent manufacturing units. As of March 31, 2026, it had installed capacity of **483.00 lakh pieces p.a. for hydraulic fittings** and **3,120 metric tons p.a. for forging**. Proposed capacity expansion at Shirwal, Kavathe and Pithampur Unit-I is expected to increase capacity by **45.00%, 41.25%** and **83.08%**, respectively.

BRIEF FINANCIAL DETAILS*

(₹ IN CR)

Particular	As at Mar' 31, 2026	2025	2024
Equity Share Capital	41.77	41.77	0.37
Reserves	80.25	59.49	81.84
Net Worth	122.02	101.25	82.22
Total Borrowings	29.76	43.53	40.84
Revenue from operations	189.40	161.38	137.71
Revenue Growth (%)	17.36%	17.19%	-
EBITDA	41.69	35.79	22.55
EBITDA Margin (%)	22.01%	22.18%	16.38%
Net Profit for the year	22.59	19.62	11.60
Net Profit Margin (%)	11.68%	11.77%	8.21%
EPS – Basic & Diluted (₹)	2.70	2.35	1.39
ROCE (%)	24.40%	20.46%	15.24%
NAV - (₹)	14.61	12.12	9.84
Cash flow from operating activities	30.33	17.02	18.68
Cash flow from investing activities	(7.15)	(13.40)	(35.52)
Cash flow from financing activities	(21.26)	(3.50)	16.60

*Source: RHP, *Restated Statement*

Issue Details

Fresh Issue of Equity Shares aggregating up to ₹ 60 Cr and Offer for sale of up to 14,289,450 Equity Shares

Issue size: ₹ 131 Cr - 136 Cr
Face value: ₹ 5/-

Price band: ₹ 50 - 53
Bid Lot: 283 Shares and in multiples thereof

Post Issue Implied Market Cap:
₹ 478 Cr - ₹ 503 Cr

BRLMs: New Berry Capitals Pvt. Ltd
Registrar: Bigshare Services Pvt Ltd

Issue opens on: Monday, August 24th, 2026
Issue closes on: Thursday, August 27th, 2026

Indicative Timetable

Activity	On or about
Finalisation of Basis of Allotment	28-08-2026
Refunds/Unblocking ASBA Fund	28-08-2026
Credit of equity shares to DP A/c	31-08-2026
Trading commences	01-09-2026

Issue Break-up

	No. of Shares		₹ In Cr		% of
	@Lower	@Upper	@Lower	@Upper	Issue
QIB	1,31,44,725	1,28,05,103	65.72	67.87	**50%**
NIB	39,43,418	38,41,531	19.72	20.36	**15%**
-NIB2	*26,28,945*	*25,61,021*	13.14	13.57	-
-NIB1	*13,14,473*	*12,80,510*	6.57	6.79	-
RET	92,01,308	89,63,572	46.01	47.51	**35%**
Total	**2,62,89,451**	**2,56,10,206**	**131.45**	**135.73**	**100%**

NIB-2 =NII Bid Above ₹ 10 Lakhs
NIB-1=NII Bid between ₹ 2 to 10 Lakhs

Category	Retail Category	NII-Bid between ₹ 2 - 10 Lakhs	NII - Bid Above ₹ 10 Lakhs
Minimum Bid Lot (Shares)	283 Shares	3,962 Shares	18,961 Shares
Minimum Bid Lot Amount (₹)	₹ 14,999^	₹ 2,09,986^	₹ 10,04,933^
Appl for 1x	31,673 Applications	323 Applications	646 Applications

Listing: BSE & NSE

Shareholding (No. of Shares)

Pre-issue	Post-issue~	Post-issue^
8,35,31,840	9,55,31,840	9,48,52,595

~@Lower price Band ^@ Upper Price Band

Shareholding (%)

	Pre-Issue	Post-Issue
Promoters	97.99%	71.23%
Public	2.01%	28.77%
Total	**100.00%**	**100.00%**

BACKGROUND

The Company was incorporated as 'Hy-Tech Engineers Private Limited' on December 18, 1978, in Mumbai, Maharashtra. Subsequently, it was converted into a public limited company and renamed 'Hy-Tech Engineers Limited' pursuant to a resolution passed by its Board on February 18, 2022. Hemant Tukaram Mondkar, Surekha Hemant Mondkar and Ashwin Hemant Mondkar are the Promoters of the company and collectively hold 81,851,840 Equity Shares or 97.99% of the issued, equity share capital on a fully diluted basis.

Brief Biographies of Directors and Senior Management Personnel

Hemant Tukaram Mondkar is the Chairman and Managing Director of the Company. He has been associated with the Company since January 1979 and has experience of more than four decades in the hydraulic fittings industry. He is also associated as a director with Fasto Engineering Private Limited and NR Hytech Engineers Private Limited.

Surekha Hemant Mondkar is the Whole-time Director of the Company and has been associated with the Company since 2021. She is also associated as a director with NR Hytech Engineers Private Limited.

Sunil Prabhakar Sathe is the Whole-time Director of the Company. He has been associated with the Company since July 18, 2026, and has over two decades of experience in the finance and banking industry. In the past, he was associated with Thane Janata Sahakari Bank Limited.

Ashwin Hemant Mondkar is the Non-Executive Director of the Company and has been a Director on the Board since May 27, 2021. He is also associated as a director of the Promoter Group member, Hy-Tech USA, Inc. In the past, he was associated with Capital One Services Inc. and IBM Global Services Pvt. Ltd.

Vivek Sadashiv Patwardhan is an Independent Director of the Company and has been associated with the Company since September 16, 2021. In the past, he was associated with Asian Paints Limited for more than 40 years, where he retired as Vice-President of the Human Resources Department.

Satish Prabhakar Kulkarni is an Independent Director of the Company and has been associated with the Company since June 30, 2022. He is also associated with Shree Digvijay Cement Company Limited as a director. In the past, he was associated with Asian Paints Limited for 27 years and served as Vice-President, Décor. He also served as Chairman of the Board of Directors of SCIB Paints, the Egyptian subsidiary of Asian Paints Limited, from January 2019 to May 2020.

Chetan Ramesh Sapre is an Independent Director of the Company and has been associated with the Company since April 8, 2022. He is also associated as a director with Finascent Consulting Private Limited and Ingex Botanicals Limited and has been a partner of M/s. G. D. Apte & Co., Chartered Accountants, since 2006.

Nandeeta Amit Vengsarkar Wagh is an Independent Director of the Company and has been associated with the Company since July 22, 2025. In the past, she was associated with Philips Electronics India Limited, Johnson Controls (India) Private Limited and Amcor Flexible India Private Limited.

Sunil Satwani is the Chief Financial Officer of the Company and has been associated with the Company since September 5, 2022. He has served as Chief Financial Officer since December 28, 2024. Previously, he was associated with Sharp and Tannan, Chartered Accountants, and Larsen & Toubro Ltd.

Sai Yashwant Ranadive is the Company Secretary and Compliance Officer of the Company and has held the position since February 5, 2025. Previously, she was associated with Cimplyfive Corporate Secretarial Services Pvt. Ltd.

OFFER DETAILS

Particulars	No. of Shares	WACA per Equity Share (₹)
Fresh Issue	Upto 1,13,20,754^ Equity Shares	-
Offer for Sale	**No. of Shares**	**WACA per Equity Share (₹)**
The Promoter Selling Shareholders:		
Hemant Tukaram Mondkar	Up to 8,980,961^ Equity Shares	0.22
Surekha Hemant Mondkar	Up to 5,308,489^ Equity Shares	0.12

(^at upper price band); WACA=Weighted Average Cost of Acquisition

Objects of the Issue

Objects	Amount (₹ Cr)
• Funding capital expenditure requirement of the company towards procurement of machinery and equipment for expansion at Kavathe Unit, Shirwal Unit and Pithampur Unit-I	29.96
• Prepayment or repayment, in full or in part, of certain outstanding borrowings availed by the Company	16.00
• General Corporate Purposes	[•]
Total	[•]

Shareholding Pattern

Shareholders	Pre-offer		Fresh Issue shares and Offer for Sale^	Post-offer	
	Number of Equity Shares	% of Total Equity Share Capital		Number of Equity Shares	% of Total Equity Share Capital
Promoters	*8,18,51,840*	*97.99%*	*1,42,89,450*	*6,75,62,390*	*71.23%*
Total for Promoter and Promoter Group	**8,18,51,840**	***97.99%***	**1,42,89,450**	***6,75,62,390***	***71.23%***
Public - Others	*16,80,000*	*2.01%*	*1,13,20,755*	*2,72,90,205*	*28.77%*
Total for Public Shareholder	**16,80,000**	***2.01%***	**1,13,20,755**	**2,72,90,205**	***28.77%***
Total Equity Share Capital	**8,35,31,840**	**100.00%**	**2,56,10,205**	**9,48,52,595**	***100.00%***

Source: RHP; ^Shares at upper price band

Business Overview

Hy- Tech Engineers is a company engaged in the design, manufacture and supply of hydraulic fittings catering to diverse industrial applications, with over 4 decades of operational experience in the hydraulics industry.

The company's product portfolio comprises standard hydraulic fittings viz. DIN-metric fittings, JIC flared and flareless fittings, O-Ring Face Seal (ORFS) fittings and conversion fittings, as well as fittings customized to customer specifications.

As of March 31, 2026, the company's portfolio consists of more than 11,000 stock keeping units (SKUs) of hydraulic fittings, serving diverse application needs across industries such as construction machinery, automotive, farming machinery, injection moulding machines and hydraulic systems. Additionally, the company has obtained certifications which enables it to cater to sectors such as railways and defence, thereby expanding its addressable market.

The company operates on a business-to-business (B2B) model across both domestic and international markets. Its sales approach combines direct engagement with original equipment manufacturers ("OEMs") and other industrial customers as also through a network of authorized distributors and distribution partners.

Direct customer engagement enables it to build long-term relationships and offer tailored solutions aligned with specific industry requirements. During Fiscal 2026, the company has supplied to 170 direct customers including OEMs.

To complement its direct sales efforts, the company leverages a network of distributors and distribution partners in India and overseas, which allows it to expand its reach to a broader customer base. The distributors typically maintain inventory in their territories, promote the company's products, provide after-sales support, and act as the primary interface for customers. This dual-channel distribution strategy enhances its market penetration and provides the company with an opportunity to increase market share for its offerings across a wide range of industrial sectors. The company has also engaged with a non-exclusive distribution partner in Europe who is not directly involved in customer acquisition but primarily provides post-sale services, local coordination and logistics support.

As on March 31, 2026, the company's international presence extends to markets such as USA, Belgium, Poland, Russia, Brazil, Italy, Saudi Arabia, Hungary, UAE, Thailand and Germany supported by relationships with global customers including OEMs, industrial customers and distributors.

Distribution Channel	Market	Fiscal 2026		Fiscal 2025		Fiscal 2024	
		Amount (₹ Cr)	% of revenue from operations	Amount (₹ Cr)	% of revenue from operations	Amount (₹ Cr)	% of revenue from operations
Direct Sales	Domestic	118.57	62.60%	102.23	63.34%	84.62	61.45%
	Overseas	48.91	25.82%	40.76	25.26%	40.19	29.19%
Sub-Total (A)		**167.48**	**88.42%**	**142.99**	**88.60%**	**124.82**	**90.64%**
Distributors*	Domestic	15.22	8.03%	13.49	8.36%	7.45	5.41%
	Overseas	6.71	3.54%	4.91	3.04%	5.44	3.95%
Sub-Total (B)		**21.93**	**11.58%**	**18.40**	**11.40%**	**12.89**	**9.36%**
Grand Total (A+B)		**189.40**	**100.00%**	**161.38**	**100.00%**	**137.71**	**100.00%**

** Including distribution partner*

The Company currently operates six manufacturing facilities in India, of which four are located in Maharashtra and two in Madhya Pradesh. Each manufacturing facility situated at Thane, Shirwal, Kavathe and Pithampur operates as an independent manufacturing unit and is not operationally inter-dependent.

S. No.	Location	Product	Total Area (sq. m.)	Installed Capacity as on March 31, 2026
1	Thane, Maharashtra	Hydraulic Fittings	1,326.86	35.00 lakh pieces p.a.
2	Pithampur, Madhya Pradesh (Pithampur Unit-I)	Hydraulic Fittings	4,217.00	52.00 lakh pieces p.a.
3	Pithampur, Madhya Pradesh (Pithampur Unit-II)	Hydraulic Fittings	1,394.00	60.00 lakh pieces p.a.
4	Shirwal, Satara, Maharashtra	Hydraulic Fittings	12,350.00	144.00 lakh pieces p.a.
5	Kavathe, Satara, Maharashtra	Hydraulic Fittings	12,799.00	192.00 lakh pieces p.a.
6	Nashik, Maharashtra*	Forged Metal Parts	800.00	3,120 metric tons p.a.

* Majority of the products forged at this Unit are utilized by us for captive consumption.

The Nashik Unit forms an integral part of the Company's backward integration strategy and supplies forgings, which serve as raw materials to all these units. Accordingly, the manufacturing operations for hydraulic fittings at the other units are dependent on the supply of forged components from the Nashik Unit. This structure enables reduced reliance on external suppliers, cost efficiency, lead time reduction, enhanced quality control, better inventory management and operational flexibility.

The Company's facilities are supported by the necessary infrastructure for manufacturing, storage of raw materials and finished goods, and quality control. Strategically located in the western and central regions of India, they provide access to all modes of transportation, facilitating efficient sourcing of raw materials, product distribution and access to customers.

The Company is led by its Promoter and Managing Director, Hemant Tukaram Mondkar, an IIT Bombay alumnus with over four decades of experience in the hydraulic fittings industry. Its Promoter and Non-Executive Director, Ashwin Hemant Mondkar, supports the Company's international expansion, while its Board of Directors and senior management team bring industry expertise and operational experience to identify market opportunities, execute business strategies and meet customer expectations.

REVENUE FROM OPERATIONS

(₹ Cr)

Particulars	As at March 31,		
	2026	2025	2024
Sale of Products			
Export Sales	55.62	45.67	45.63
Domestic Sales	127.05	109.57	86.45
Sub-Total (A)	**182.67**	**155.24**	**132.08**
Other Operating Revenue			
Export Incentives	1.12	0.91	0.97
Sale of Manufacturing Scrap	5.52	5.11	4.51
Labour Charges	0.09	0.13	0.15
Sub-Total (B)	**6.73**	**6.14**	**5.63**
Revenue from Operations (A+B)	**189.40**	**161.38**	**137.71**

Industry-Wise bifurcation of Revenues

Industry Segment	As at March 31,					
	2026	%	2025	%	2024	%
Construction Machinery	43.46	22.94%	37.88	23.47%	35.30	25.63%
Farming	43.24	22.83%	30.29	18.77%	24.83	18.03%
Automotive	17.13	9.05%	16.28	10.09%	15.00	10.89%
Injection Moulding Machines	7.54	3.98%	6.79	4.21%	5.63	4.09%
Hydraulic Systems	9.65	5.09%	5.99	3.71%	5.99	4.35%
Material Handling	-	0.00%	0.54	0.33%	0.60	0.43%
Parking Systems	0.54	0.29%	1.50	0.93%	1.26	0.92%
IPE & Railways	2.75	1.45%	2.59	1.60%	0.47	0.34%
Others*	65.09	34.37%	59.54	36.89%	48.64	35.32%
Total	**189.40**	**100.00%**	**161.38**	**100.00%**	**137.71**	**100.00%**

*Others include unidentified sectors sold through distributors

KEY PERFORMANCE INDICATORS ("KPIs")

(₹ Cr)

Particulars	As at March 31,		
	2026	2025	2024
Revenue from Operations (₹ Cr)	189.4	161.38	137.71
Profit after Tax (PAT) (₹ Cr)	22.59	19.62	11.6
Total Revenue (₹ Cr)	193.44	166.71	141.17
EBITDA (₹ Cr)	41.69	35.79	22.55
EBITDA Margin (%)	22.01%	22.18%	16.38%
PAT Margin (%)	11.68%	11.77%	8.21%
Return on Equity (ROE) (%)	20.24%	21.39%	15.11%
Debt-to-Equity Ratio (%)	24.39%	42.99%	49.67%
Interest Coverage Ratio (Times)	6.93x	5.34x	5.29x
Return on Capital Employed (ROCE) (%)	24.40%	20.46%	15.24%
Current Ratio (Times)	2.93x	2.21x	1.69x
Net Capital Turnover Ratio (Times)	2.92x	3.05x	4.87x
NAV / Book Value After Bonus and Split per Share (₹)	14.61	12.12	9.84
Inventory Turnover Ratio (Times)	2.44x	2.48x	2.28x
Trade Receivables Turnover Ratio (Times)	3.96x	3.91x	3.47x
Trade Payables Turnover Ratio (Times)	7.10x	6.30x	4.83x
Operational Metrics			
Actual Production (Million Pieces p.a.)	32.7	28.8	24.8
Capacity Utilisation (%)	70.55%	66.86%	73.42%

PRODUCT PORTFOLIO

The Company manufactures hydraulic fittings that are used across a wide range of industries. Its product range comprises standard fittings viz. DIN-metric fittings, JIC flared and flareless fittings, O-Ring Face Seal (ORFS) fittings and conversion fittings, which are manufactured in line with the parameters specified by various standards. In addition, the Company also customizes fittings as per the requirements of the customers. As of March 31, 2026, the Company offers over 11,000 SKUs of hydraulic fittings. Its hydraulic fittings can be bifurcated by connection type (such as compression, flange, push-to-connect) or by functionality (such as tee, elbow, cross, nipple, couping, adapter, plug).

Product	Description	Product Images
DIN (Metric) Fittings	These fittings adhere to DIN standards and are used in hydraulic systems that require secure and leak-free connections. They are ideal for high-pressure applications in industrial and mobile equipment.	
JIC Flared and Flareless Fittings	JIC fittings provide sealing reliability in hydraulic applications. The company offers both flared and flareless types to suit various installation preferences and system requirements.	
O-ring face seal fittings	The company's ORFS fittings are designed to deliver leak resistance in high-pressure applications. With their flat face and O-ring seal, they provide secure, vibration resistant connections ideal for hydraulic circuits in heavy machinery and construction machinery.	
Conversion Fittings	The company's conversion fittings provide a solution for connecting components with different thread types or standards. These versatile fittings ensure integration of various hydraulic systems, improving adaptability and reducing downtime.	

MARKET OPPORTUNITY

The Indian hydraulic fittings market is witnessing strong growth, supported by rising infrastructure development, industrialisation, and increasing demand from manufacturing, construction, automotive, agriculture, material handling, and aerospace industries. Key trends include greater adoption of automation, growing investments in renewable energy projects, increased use of durable and corrosion-resistant components, and the integration of IoT and smart sensors in hydraulic systems. The expansion of local manufacturing and availability of cost-effective solutions are also improving accessibility for small and medium-sized enterprises. Reflecting these favourable industry dynamics and increasing adoption of technologically advanced machinery, the Indian hydraulic fittings market grew at a CAGR of 10% between CY21 and CY25 and is projected to grow at a CAGR of 11% between CY26 and CY31. (Source: CARE Report)

COMPETITIVE STRENGTHS

- ***Integrated operations and product development capabilities***

The Company's product portfolio includes more than 11,000 SKUs, comprising standard hydraulic fittings such as DIN-metric fittings, JIC flared fittings, O-Ring Face Seal (ORFS) fittings and conversion fittings. The Company also has the capability to develop application-specific fittings tailored to customer specifications and applicable industry standards, with 880 new SKUs in Fiscal 2026, 1,676 in Fiscal 2025 and 2,206 in Fiscal 2024.

- ***Diversified customer base with wide market reach***

The Company's direct sales to OEMs and other industrial users allow it to customize solutions and build enduring relationships, while its distributors also enable access to smaller and mid-sized industrial customers across domestic and overseas markets. The Company served 170 direct customers in Fiscal 2026, compared to 152 direct customers in Fiscal 2025 and 144 in Fiscal 2024, while the number of distributors and distribution partners increased from 5 in Fiscal 2024 to 7 in Fiscal 2026. This dual-channel approach provides access to diverse customer segments and reduces dependence on any single sales channel or industry vertical.

- ***Established global presence with access to growing international markets***

As of March 31, 2026, the Company's operations spanned both domestic and international markets, supported by a product portfolio of over 11,000 SKUs. During the last three Fiscals, the Company exported hydraulic fittings to eleven countries, including the USA, Belgium, Poland, Russia, Brazil, Italy, Saudi Arabia, Hungary, UAE, Thailand and Germany. In the domestic market, its network covered four states in India between Fiscal 2024 and Fiscal 2026, enabling the Company to serve a broad customer base across industries.

- ***Experienced leadership, deep market understanding and industry credibility***

The Company benefits from over four decades of experience in the hydraulic fittings industry, led by its Promoter, Hemant Tukaram Mondkar. In addition, its Promoter and Non-Executive Director, Ashwin Hemant Mondkar, has played an important role in supporting the Company's international expansion, particularly in the United States.

- ***Decentralized cell-based manufacturing model***

The Company follows a cell-based manufacturing model, which enables it to maintain accountability and customer focus. Under this structure, its operations are organised into smaller, self-contained cells, with certain cells aligned to specific customer requirements or product categories.

KEY BUSINESS STRATEGIES

- ***Enhancing the manufacturing capabilities***

As of March 31, 2026, the Company operated six manufacturing facilities with installed capacity of 483.00 lakh pieces p.a. for hydraulic fittings and 3,120 metric tons p.a. for forging. The Company proposes capacity expansion at Shirwal, Kavathe and Pithampur Unit-I through new machinery and equipment, resulting in capacity increases of 45.00%, 41.25% and 83.08%, respectively.

Manufacturing Facility	Installed Capacity on Mar'31 2026*	Capacity Utilization as on March 31, 2026 (%)	Proposed Additional Capacity*	Enhanced Capacity*	Increase in Installed Capacity (%)
Shirwal Unit	144.00	70.83%	64.80	208.80	45.00%
Kavathe Unit	192.00	60.42%	79.20	271.20	41.25%
Pithampur Unit-I	52.00	84.62%	43.20	95.20	83.08%

* (Lakh Pieces p.a.)

- ***Strategic diversification into high-growth sectors***

In line with its strategy to deepen penetration across emerging sectors, the Company has entered the defence and railways sectors and has obtained IRIS Certification for railway applications and DRDO approval for supply of DIN hydraulic fittings used in defence projects. With long-standing experience, a proven track record and established relationships with distributors and OEMs, the Company believes it is well positioned to leverage opportunities in these high-growth sectors.

- ***Diversification into valves***

The Company is evaluating opportunities to diversify into the valve segment through organic and inorganic avenues. Valves represent a logical extension of its current offerings and cater to similar end-use industries such as construction equipment, agriculture, industrial machinery and hydraulic systems. Expansion into this segment would broaden the Company's product range, strengthen its customer base and create cross-selling opportunities by leveraging existing relationships and distribution channels.

- ***Continued expansion of the distribution network***

As of March 31, 2026, its distribution network comprised 7 active distributors and distribution partners, while the distribution-led model has contributed significantly to revenues. The Company intends to continue expanding its distribution network by leveraging existing distributor relationships and developing new relationships across domestic and international markets, supported by expanded production capacities.

- ***Focus on increasing customer base in international markets***

The Company intends to increase its sales in international markets by strengthening relationships with OEMs, direct customers and distributors. During Fiscal 2026, international markets contributed ₹55.62 crore, constituting 29.37% of revenue from operations, with the USA, Belgium, Poland and Russia being major contributors.

The Company intends to invest in logistics and localized support capabilities to reduce lead times, improve service delivery and offer competitive pricing tailored to market requirements. The Company also aims to strengthen its brand presence through targeted marketing campaigns, international trade shows and exhibitions, digital platforms and localized marketing efforts in target countries.

- ***Continued focus on cost optimization and improving operational efficiency***

The Company intends to enhance its designing and manufacturing efforts by leveraging its scale of operations, long-standing supplier relationships and backward integration measures to improve operational efficiency and reduce costs. It has also installed solar panels at Kavathe and Shirwal and effluent treatment plants across all manufacturing facilities to reduce energy costs, minimize environmental impact and enhance operational efficiency. Going forward, the Company aims to further enhance operational efficiencies, exploit economies of scale, optimize production processes and regularly review its business strategy based on performance metrics, market responses and competitor analysis.

COMPETITION

According to the CARE Report, the Indian hydraulic fittings industry is highly fragmented, with over 90% of the industry being unorganized and dominated by SMEs, resulting in high competitive intensity. The Company believes its experience in manufacturing precision components, established processes, and long-standing customer and supplier relationships serve as key competitive strengths.

RISK FACTORS

- The Company is dependent on a few customers for a major portion of its revenues, with its top 10 customers contributing 45.32%, 42.02% and 48.72% of its revenue from operations in Fiscals 2026, 2025 and 2024, respectively. Further, the Company does not enter into long-term arrangements with its customers, and any failure to continue its existing arrangements with such customers could adversely affect its business, financial condition, results of operations and cash flows.
- The Company derives a significant portion of its revenue from operations from exports, which accounted for 29.37%, 28.30% and 33.14% of its total revenues in Fiscal 2026, 2025 and 2024, respectively. A substantial portion of such revenues was generated from the United States of America, which contributed 21.42%, 22.85% and 24.56% of its total revenues during the same period. Fluctuations in exchange rates, any adverse developments in these markets, or restrained economic or political relations between India and the United States of America could adversely affect the Company's business.
- In Fiscal 2024, the Company experienced negative year-on-year growth in its profit after tax. The Company may be unable to manage its growth and expansion operations or successfully implement its business plan and growth strategies in a timely manner or within budget estimates, which could materially and adversely affect its business, results of operations and financial condition.
- Four out of the Company's six Manufacturing Facilities are located in Maharashtra, India, and the remaining two are located in Madhya Pradesh. The Company derived 77.64%, 77.27% and 77.43% of its revenue from operations during Fiscals 2026, 2025 and 2024, respectively, from the Manufacturing Facilities located in Maharashtra. Any significant social,

political, economic or seasonal disruption, natural calamities, or civil disruptions in Maharashtra or Madhya Pradesh, where its Manufacturing Facilities are concentrated, could adversely affect the Company's business, results of operations and financial condition.

- Under-utilization of the Company's manufacturing capacities and an inability to effectively utilise its expanded manufacturing capacities could adversely affect its business, future prospects and future financial performance.

COMPARISON WITH LISTED PEERS (FY2026)

Name of the Company	Face Value (₹)	Revenue from Operations (₹ Cr)	EPS (₹)		P/E on Diluted EPS (x)	Return on Net Worth (%)	NAV per Equity Share (₹)
			Basic	Diluted			
Hy-Tech Engineers	5.00	189.40	2.70	2.70	[●]	20.24	14.61
Aeroflex Industries	2.00	441.94	4.28	4.28	107.04	14.06	33.80
Dynamatic Technologies	10.00	1621.34	47.73	47.73	230.32	7.89	1168.41
Yuken India	10.00	462.17	10.81	10.81	69.32	4.27	274.66

Source: RHP; *P/E Ratio has been computed based on the closing market price of equity shares on the NSE website on August 05, 2026, divided by the Diluted EPS*

Summary of Restated Cash Flows

(₹ Cr)

Particulars	For the year ended March 31,		
	2026	2025	2024
Profit before tax	**30.56**	**26.19**	**15.80**
Adjustments Related to Non-Cash & Non-Operating Items	15.35	12.49	11.17
Operating Profits before Working Capital Changes	**45.91**	**38.68**	**26.97**
Adjustments for Changes in Working Capital	(7.29)	(15.72)	(3.04)
Net cash generated from operations before tax	**38.62**	**22.96**	**23.93**
Income tax (paid)/Refund, (net)	(8.29)	(5.95)	(5.28)
Net cash generated from operating activities	**30.33**	**17.01**	**18.65**
Net cash used in investing activities	**(7.15)**	**(13.40)**	**(35.52)**
Net cash used in financing activities	**(21.26)**	**(3.50)**	**16.60**
Net (decrease)/ increase in cash and cash equivalents during the period	**1.91**	**0.12**	**(0.24)**
Add: Cash and cash equivalents as at the beginning of the period	0.73	0.60	0.84
Cash and cash equivalents as at the end of the period	**2.64**	**0.72**	**0.60**