





GNG Electronics Ltd

India Equity Research II

IPO Note

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GNG Electronics Ltd

| Rating NEUTRAL | Issue Opens On July 23, 2025 | Issue Closes On | Listing Date July 30, 2025 | · · · · | Issue Size (INR Mn.) |
|-------------------|---------------------------------|-----------------|-------------------------------|-----------|----------------------|
| NEUIRAL | July 23, 2025 | July 25, 2025 | July 30, 2025 | 225 - 237 | 4,574 – 4,604 |

Company Overview:

- GNG Electronics is the India's largest refurbisher of laptops and desktops. Moreover, it is one of the largest refurbisher of ICT devices globally, with operational presence across Africa, Europe, India, the USA, and UAE.
- The Company remains the India's largest Microsoft-authorized refurbisher, led by its scale, operational excellence, global credibility and strong ESG initiatives. Further, it is the "official IT asset disposal partner" for India's second-largest software company (by market capitalization).
- Operating under the "Electronics Bazaar" brand, the company manages the full lifecycle from sourcing to refurbishment, sales, and after-sales service, offering affordable, reliable, and like-new devices with warranty.
- GNG's refurbished devices are priced 50–70% lower than new ones yet command a premium over competitors due to their high quality and industry-leading warranty coverage, instilling trust and value in customers.

Outlook:

GNG Electronics, is the India's largest refurbisher of Laptops and desktops, which sells refurbished product under the "Electronics Bazaar" brand to both retail and B2B customers. It operates through an integrated model, coupled with a robust global procurement network of 557 suppliers and extensive reach across 4,154 touchpoints in 38 countries. It can offer 5,800+ SKUs, for serving diverse client needs.

The Company has able to scale its **revenue and EBITDA at 46.3% and 58.0% CAGR over FY23-25**. Despite operating on thin margins, it has been able **to post superior returns due to its strict capital allocation policy**.

Its Navi Mumbai facility has the capacity to refurbish ~360k laptops annually, of which it refurbished ~300k laptops during FY25. The Company can scale its capacity, rapidly due to the modular nature of the fit outs and machine used in the refurbishing process. It had a fixed asset turnover of ~40x in FY25, reflecting its asset-light model.

We believe the Company's initial issue is fully priced in, as its is available at 26.3x TTM EV/EBITDA, higher than the peer's TTM EV/EBITDA of 22.8x. We expect sustained growth in financials led by consistent demand for quality refurbished electronic products and thus assign a "NEUTRAL" rating to its initial issue.

| Particulars (In INR Mn) | FY23 | FY24 | FY25 |
|-------------------------|-------|--------|--------|
| Revenue | 6,595 | 11,381 | 14,111 |
| EBITDA | 468 | 792 | 1,169 |
| EBITDA Margin (%) | 7.1% | 7.0% | 8.3% |
| Profit After Tax | 323 | 521 | 688 |
| PAT Margin (%) | 4.9% | 4.6% | 4.9% |
| Net Worth | 1,118 | 1,636 | 2,271 |
| RONW (%) | 29% | 32% | 30% |

Source: IPO Prospectus, DevenChoksey Research

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OFFER STRUCTURE

| Particulars | IPO Details |
|---------------------------------|-----------------|
| No. of shares under IPO (Mn.) | 19.4 |
| Fresh issue (# shares) (Mn.) | 16.9 |
| Offer for sale (# shares) (Mn.) | 2.6 |
| Price band (INR) | 225 – 237 |
| Post issue MCAP (INR Mn.) | 25,855 - 27,021 |

| Issue | # Shares | | INR Mn | | % |
|-------------------------------|-------------|---------------|------------|---|-------------------|
| QIB | 97,13,819 | | Max. 2,302 | | Not more than 50% |
| NIB | 29,14,146 | | Min. 691 | | Not less than 15% |
| Retail | 67,99,673 | | Min. 1,612 | | Not less than 35% |
| Net Offer | 1,94,27,637 | | 4,604 | | 100% |
| Shareholding Pattern | | Pre Issue (%) | | Ρ | ost Issue (%) |
| Promoters & Promoter Group | | 95 | .01% | | 78.71% |

| Others | 4.9970 | 4 | 1.2970 |
|---|---------|---|--------|
| Total | 100.00% | 1 | 00.00% |
| Objects of t | INR Mn. | | |
| 1.Prepayment/ repayment | | | |
| borrowings availed by Electronics Bazaar FZC. | 3,200 | | |

4 99%

21 20%

1,404

2.General Corporate Purposes

BRLM

Others

1. Motilal Oswal Investment Advisors

- 2. IIFL Capital Services Limited
- 3. JM Financial Limited.

| Indicative Timetable | |
|---------------------------|--------------------------|
| Offer Closing Date | Friday, July 25, 2025 |
| Basis of Allotment | Monday, July 28, 2025 |
| Initiation of Refunds | Tuesday, July 29, 2025 |
| Credit of Shares to Demat | Tuesday, July 29, 2025 |
| Listing Date | Wednesday, July 25, 2025 |
| Source: IPO Prospectus | |

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Industry Overview

Global Used and Refurbished Electronics Market

- Globally, the demand for used and refurbished electronics is significant and remains an expanding market. The market
 encompasses of electronic devices that are resold on "as-is" basis or, after undergoing thorough inspection, repairs or
 replacement of spares to meet specified standards through refurbishment process.
- The global used and refurbished electronics market grew at 4.9% CAGR over CY18-24 to USD 212.1bn. Further, the market is
 estimated to grow at 10.7% CAGR to reach USD 352.4bn over CY24-29, led by demand for quality products at affordable
 prices.
- Within the broader market, global refurbished Personal Computer (PC) market highlights the expected growth trajectory for GNG Electronics. Global refurbished personal market segment grew at 9.9% CAGR over CY18-24 to USD 17.1bn, and is expected to witness robust growth momentum of 18.9% CAGR over CY24-29 to reach USD 40.6bn. Overall, the global used and refurbished PCs market is anticipated to grow at 10.4% CAGR over CY24-29 to USD 61.0bn, majorly driven by higher global emphasis on sustainability and ESG practices. Refurbishing ICT devices directly contributes to these trends by extending product lifecycles and significantly reducing e-waste.

Global Used and Refurbished Electronics Market Size

| Particulars | CY24 (USD Bn) | CAGR Growth (CY18-24) | CY29 (USD Bn) | CAGR Growth (CY24-CY29) |
|--------------|---------------|-----------------------|---------------|-------------------------|
| Market Value | 212.1 | 4.9% | 352.4 | 10.7% |

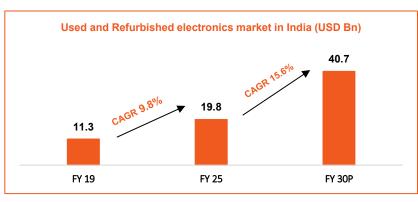
Global Used and Refurbished PC Market Size

| Particulars | CY24 (USD Bn) | CAGR (CY2018-CY2024) | CY29 (USD Bn) | CAGR Growth (CY24-CY29) |
|--------------------------------------|---------------|----------------------|---------------|-------------------------|
| Refurbished PC Value | 17.1 | 9.9% | 40.6 | 18.9% |
| Total Used & Refurbished PC Value | - | - | 61.0 | 10.4% |

Source: IPO Prospectus, DevenChoksey Research

Indian Used and Refurbished Electronics market

- The Indian secondary electronics market includes used electronics sold 'as-is' and refurbished products that undergo thorough inspection and repairs to meet OEM standards. The market covers a wide array of devices, including smartphones, laptops, home appliances, and gaming consoles. Refurbished electronics offer multiple benefits including alike performance, extended battery life, and warranties backed by the brand or refurbisher, resulting in a compelling and value-for money alternative to new devices.
- The used and refurbished market has grown from USD 11.3Bn in FY19 to USD 19.8Bn in FY25 and is expected to reach USD 40.7Bn by FY30, driven by a CAGR of 15.6% over FY25–30, fueled by rising demand for affordable, quality tech products.
- Increased consumer awareness about sustainability, coupled with government support for a circular economy, has led to
 increase demand for refurbished electronics. In FY25, the used and refurbished PCs and premium smartphones segment alone
 accounted for ~35% to the overall market. The adoption of refurbished electronics significantly contributes to reducing e-waste,
 aligning with eco-friendly consumer behavior and corporate sustainability initiatives.



Source: IPO Prospectus, DevenChoksey Research

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Industry Overview

Indian Refurbished Personal Computer (PC) Market

The Indian refurbished PC market, while historically characterized by a large unorganized sector, is undergoing a significant shift towards organized players. Between FY19 and FY25, the market share of organized players has increased notably from ~5% to ~75% of the total refurbished personal computer. Although the organized segment has remained fragmented, is poised for consistent expansion, with its share expected to reach 90% by CY2029.

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- The Indian organized segment has grown at 36% CAGR over FY19-25, and the growth trajectory is expected to continue with a
 growth of 46% CAGR over FY25-30, fueled majorly by increasing consumer preference towards refurbished products led by its
 reliability, based on the warranty and quality assurance assured by the organized players.
- Government initiatives are also playing a supportive role in this industry. The Ministry of Corporate Affairs is actively developing a
 "Right to Repair" framework in India .This framework aims to ensure that consumers have access to affordable repair options for
 electronic products, thereby extending their lifespan and reducing the demand for new devices. Such policies further bolster the
 environment for refurbishment businesses.

Indian Refurbished PC Market Share by Sector

| Market Segment | FY 19 | FY 25 | Projected CY 29 |
|--------------------|-------|-------|-----------------|
| Organized Sector | 5% | 75% | 90% |
| Unorganized Sector | 95% | 25% | 10% |

Source: IPO Prospectus, DevenChoksey Research

| Indian Used and Refurbished PC Market (USD Bn) | | | | | | | |
|--|---|-----|-----|-------|-------|--|--|
| Particulars | Particulars FY 19 FY 25 FY 30P CAGR (FY19-25) CAGR (FY25-30P) | | | | | | |
| Used | 0.8 | 1.4 | 1.4 | 10.3% | -0.2% | | |
| Refurbished | 0.2 | 1.0 | 3.9 | 27.6% | 29.8% | | |

Source: IPO Prospectus, DevenChoksey Research

Key threats and challenges for the refurbishment industry include varied quality and standards due to a lack of uniformity, and a prevalent perception of inferiority and consumer mistrust regarding the reliability and durability of refurbished products compared to new ones. Nevertheless, government initiatives such as the Extended Producer Responsibility (EPR) framework and the Right to Repair framework in India are actively promoting the industry by encouraging reuse and ensuring a reliable supply of end-of-life electronics.

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Company Overview

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- The Company remains the India's largest Microsoft-authorized refurbisher, led by its scale, operational excellence, global credibility and strong ESG initiatives. Further, it is the "official IT asset disposal partner" for India's second-largest software company (by market capitalization).
- Operating under the "Electronics Bazaar" brand, the company manages the full lifecycle from sourcing to refurbishment, sales, and after-sales service, offering affordable, reliable, and like-new devices with warranty.
- The company offers a diverse portfolio, comprising 5,840 SKUs as of March 31, 2025.
- GNG's refurbished devices are priced 50–70% lower than new ones yet command a premium over competitors due to their high quality and industry-leading warranty coverage, instilling trust and value in customers.

Revenue Summary

Laptops have remained the primary revenue driver for the company, as it has contributed ~70-80% to revenues across FY23–25. The Company has witnessed strong shift as its domestic revenue mix has increased from 24% in FY23 to 49% in FY25 majorly driven by growing product sales.

| Revenue Breakup from ICT Devices | | | | | | |
|----------------------------------|-------|-------|-------|--|--|--|
| Particulars FY 23 FY 24 FY 25 | | | | | | |
| Sale of laptops | 80.0% | 67.9% | 75.6% | | | |
| Others | 20.0% | 32.1% | 24.4% | | | |

Source: IPO Prospectus, DevenChoksey Research

| Geographical Revenue Split | | | | Geographical Segment | | | |
|----------------------------|-------|-------|-------|------------------------|-------|--------|--------|
| Particulars | FY 23 | FY 24 | FY 25 | Particulars | FY 23 | FY 24 | FY 25 |
| Sale of Product | 23.1% | 41.1% | 47.3% | Middle East | 50.6% | 47.4% | 35.4% |
| Refurbishing as a Service | 0.3% | - | - | | 50.0% | 47.470 | 55.4 % |
| Incentive Income | 0.5% | 0.9% | 2.2% | USA | 17.9% | 10.5% | 14.6% |
| Leasing | 0.6% | - | - | | | 101070 | |
| Total Within India | 24.5% | 42.0% | 49.5% | Asia, Asia-Pacific and | 7.0% | 0.1% | 0.5% |
| Outside India | 75.5% | 58.0% | 50.5% | Europe | 7.0% | 0.1% | 0.3% |

Source: IPO Prospectus, DevenChoksey Research

Source: IPO Prospectus, DevenChoksey Research



Source: IPO Prospectus, DevenChoksey Research



I 23rd Jul 2025

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Company Overview

The company operates five strategically located refurbishing facilities across India (Navi Mumbai), the UAE (Sharjah), and the USA (Texas). These modern facilities are equipped with high-quality machinery, assembly lines, and full power backup at the Indian locations to ensure 100% operational capacity, enabling the company to meet customer quality requirements efficiently and on time

| | Refurbishing Facilities | |
|--------------------|-------------------------|----------------------|
| Facility | Area (in Sq. ft.) | Year of Commencement |
| Navi Mumbai, India | 25,600 | 2023 |
| Dallas, Texas, USA | 11,000 | 2024 |
| Sharjah, UAE – I | 4,306 | 2017 |
| Sharjah, UAE – II | 4,306 | 2022 |
| Sharjah, UAE – III | 12,917 | 2023 |
| Total | 58,128 | |

Source: IPO Prospectus, DevenChoksey Research

Facility and Unit Economics Overview for Laptop Segment

- Its Navi Mumbai facility has the potential to produce 30k laptops monthly and 360k laptops annually. During FY25, the Company produced ~300k refurbished laptops from the facility.
- For a typical refurbished laptop, the unit economics for company stood as average realization at ~INR 23-24k, average procurement cost of grade A used laptop of INR 15k, processing, refurbishing and spares cost of ~INR 3k, facility and other fixed expenses including channel partner margin of ~INR 4.0-4.5k, providing an EBITDA margin of ~INR 1.5-2.0k (~7-8%).

Customer Profile and Base

- GNG Electronics caters to a diverse range of customers including retail consumers (working professionals, students), large corporates, small and medium-sized businesses, educational institutions, and start-ups, primarily served through its B2B sales channel.
- As of March 31, 2025, the Company has expanded its sales network to 4,154 touchpoints across 38 countries, including North America, South America, Asia, Asia-Pacific, Europe, Africa, and the Middle East. Its' client concentration has remained stable over past three years, with the top 10 customers accounting for ~47% of the revenue in FY25.

Supply Chain Management

- GNG Electronics maintains a multi-channel global procurement network, which has grown consistently from 265 in FY23 to 557 in FY25, to minimize procurement risks and maintain profitability.
- In FY25, majority of the spare parts and materials were sourced from India, leading to a more sustainable and manageable supply chain. Key countries for international sourcing included the UAE and the USA
- Procurement partners include corporates, consulting companies, intermediaries, recyclers, refurbishment partners, educational institutes, leasing companies, NBFCs, large format retail stores, and OEM brand stores.
- Prominent partners included USA-based Iron Mountain and Apto Solutions Inc; Australia-based Green Box Group Pty Ltd and Renew IT Pty Ltd; and brands like HP, Lenovo, Microsoft, Tata Capital Limited, and Steller Information Technology Private Limited (BitRaser).

Building Brand Value through Integrated Supply Chain

- GNG Electronics Limited, through its "Electronics Bazaar" brand, has firmly established itself as India's largest refurbisher of laptops and desktops and a significant global player in the refurbishment of ICT Devices by value as of March 31, 2025.
- The Company's strength lies in its comprehensive presence across the entire refurbishment value chain, encompassing
 global sourcing, meticulous refurbishment, sales, after-sales services, and warranty provision.
- This integrated model, coupled with a robust global procurement network of 557 suppliers and extensive reach across 4,154 touchpoints in 38 countries, primarily serving the B2B sector, enables GNG Electronics to effectively capitalize on the increasing global focus on sustainability and ESG practices by providing affordable, reliable "as good as new" ICT devices that extend product lifecycles and reduce e-waste, all while demonstrating a consistent track record of financial performance.

GNG Electronics Ltd

Strategies:

Expanding Footprint and Increasing Market Presence in India and other Countries:

- GNG aims to expand its presence across India and globally, by acquiring large customers through new sales channels and use cases.
- The company seeks to deliver affordable, quality refurbished ICT devices to retail and enterprise customers by strengthening its physical and digital sales networks. With its facilities spread across India, UAE, USA, and Netherlands (through a new subsidiary), the company can tap easily into 70% of the global GDP.

Enhancing Procurement in India and other Countries while Parallelly Strengthening Brand Relationships:

- GNG Electronics plans to grow its procurement network beyond its 557 suppliers by leveraging existing relationships and expanding global buy-back programs, especially in the USA, Europe, and UAE.
- Brand partnerships with HP and Lenovo, is expected to support growth in new device sales and procurement efforts, strengthening credibility and customer trust.

Focus on Environmental, Social, and Governance ("ESG") Standards and Expanding Opportunities with OEMs:

- The Company's ESG focus is expected to it to capitalize on evolving business opportunities, especially in markets including Europe, which provide incentives for companies prioritizing ESG standards.
- The company aims to become a mainstream player in government initiatives by obtaining necessary certifications and
 registrations and collaborating with government agencies to promote their vision. For example, legislation in France
 mandates that a significant portion of IT devices bought by organizations be refurbished.
- By partnering with OEMs on sustainability, GNG Electronics can help brands manage end-of-life products, potentially lowering disposal costs and meeting regulatory recycling requirements, which will unlock new growth opportunities and establish a sustainable competitive edge.
- The company has received an "Extended Producer Responsibility" (EPR) certification from the Central Pollution Control Board and "Responsible Recycling Version 3" certification from (SERI) Sustainable Electronics Recycling International, supporting its environmentally responsible operations.

Risks:

Overdependence on Laptop Sales (76% revenue in FY25)

The company's is heavily reliant on laptop refurbishment, thus demand slowdown for refurbished laptops can significantly
impact its revenue and profitability.

High Foreign Revenue Exposure

• A major share of revenue is derived from outside India. Political instability, forex volatility, and regulatory changes can materially impact its financials.

Vulnerability to Supply Chain Disruption

 The business model is dependent on consistent sourcing of old and used laptops, so decline in availability can impact ist sales volume.

Technological Obsolescence

Rapid tech changes can make inventory outdated, require high reinvestment, or render refurbishing nonviable. Changes
in technology may also require them to make additional capital expenditure to upgrade their facilities and technology.

Brand & Reputation Risk

 Quality lapses, customer complaints, or poor post-sales service can damage brand equity, which is critical for a refurbished product brand.

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SWOT Analysis



Strengths:

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 Global leadership in ICT refurbishment: Among the largest refurbishers of laptops and desktops in India and globally, with a strong volume and value presence.

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23rd Jul 2025

- Diverse product portfolio: Offers over 5,800 SKUs, enabling it to cater to various market segments including consumer, corporate, and institutional clients.
- Widespread geographic footprint: Operations span India, USA, UAE, Europe, and Africa, enhancing global access and reducing dependency on a single market.
- Integrated infrastructure: Own refurbishment and warehousing facilities which are backward integrated, thus allowing for better quality control and operational efficiency.

Weaknesses:

- High customer and supplier concentration: A significant share of revenue and inventory cost is dependent on a few key customers and suppliers.
- Inconsistent access to used ICT products: Fluctuating availability of input material can impact throughput and margins.
- **Compliance-heavy operations:** Navigating e-waste regulations and import/export compliance can be complex and resource-intensive.



Opportunities:

- Surge in demand for refurbished electronics: Increasing environmental awareness and cost-conscious consumers drive higher demand for refurbished ICT goods.
- Untapped B2B and institutional segments: Leasing and bulk refurbishing for corporates, schools, and government programs offer large growth potential.
- **Policy tailwinds:** Supportive government initiatives toward the circular economy and electronics recycling create a favorable regulatory climate.
- **Digital inclusion in emerging markets:** Growing digital infrastructure needs in Africa, South Asia, and Tier 2/3 Indian cities provide expansion headroom.



Threats:

- **Technological obsolescence:** Fast-paced tech innovation can make refurbished models quickly outdated, impacting inventory turnover.
- **Competitive intensity:** Faces price and service pressure from both global OEMs offering budget lines and local grey-market players.
- Policy and trade disruptions: Sudden changes in import/export norms, ewaste rules, or tax rates could affect business continuity.
- Currency volatility: With a significant share of revenue and sourcing from overseas, forex fluctuations can adversely impact margins.



II 23rd Jul 2025

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Peer Comparison

| Peers | GNG Electronics Limited | Newjaisa Technologies | Namo eWaste Management |
|-----------------------------------|----------------------------|-----------------------|------------------------|
| Market cap | 27,021 | 1,170 | 4,371 |
| Enterprise Value | 30,757 | 1,120 | 3,059 |
| Sales | 14,111 | 657 | 1,498 |
| Sales Growth (YoY) | 24.0% | 6.4% | 98.5% |
| EBITDA | 1,169 | 7 | 134 |
| EBITDA Margin (%) | 8.3% | 1.0% | 9.0% |
| Net profit | 688 | -11 | 85 |
| Profit Margin (%) | 4.9% | -1.7% | 5.6% |
| Total Equity (at the end last FY) | 2,271 | 780 | 888 |
| ROE (%) | 35.2% | -1.7% | 13.6% |
| ROIC (%) | 19.4% | -1.7% | 13.1% |
| P/E | 39.3x | -103.4x | 51.7x |
| P/S | 1.9x | 1.8x | 2.9x |
| EV/EBITDA | 26.3x | 163.5x | 22.8x |
| EV/Sales | 2.2x | 1.7x | 2.0x |

Source: Factset, IPO Prospectus, DevenChoksey Research

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I 23rd Jul 2025

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Outlook:

GNG Electronics, is the India's largest refurbisher of Laptops and desktops, which sells refurbished product under the "Electronics Bazaar" brand to both retail and B2B customers. It operates through an integrated model, coupled with a robust global procurement network of 557 suppliers and extensive reach across 4,154 touchpoints in 38 countries. It can offer 5,800+ SKUs, for serving diverse client needs.

The Company remains the **India's largest Microsoft-authorized refurbisher**, led by its scale, operational excellence, global credibility and strong ESG initiatives. Led by its expertise in refurbishment of laptops, and **brand accreditations from Lenovo and HP.** It has able to scale its **revenue and EBITDA at 46.3% and 58.0% CAGR over FY23-25**. Despite operating on thin margins, it has been able **to post superior returns due to its strict capital allocation policy**.

Its Navi Mumbai facility has the capacity to refurbish ~360k laptops annually, of which it refurbished ~300k laptops during FY25. The Company can scale its capacity, rapidly due to the modular nature of the fit outs and machine used in the refurbishing process. It had a fixed asset turnover of ~40x in FY25, reflecting its asset-light model.

GNG Electronics **through its initial issue, plans to raise ~INR 4.6bn**, for **repaying borrowings to the tune of INR 3.2bn** and rest to fund the general corporate purposes. Repayment of debt will lead to significant improvement to its profitability. In absence of like-to-like comparable listed peer, we have compared the Company with e-waste metal recyclers, due to similar kind of margin profile and similar vendors supplying used electronic products.

We believe the Company's initial issue is fully priced in, as its is available at 26.3x TTM EV/EBITDA, higher than the peer's TTM EV/EBITDA of 22.8x. We expect sustained growth in financials led by consistent demand for quality refurbished electronic products and thus assign a "NEUTRAL" rating to its initial issue.

| Company Name CMP | | Revenue CAGR | EBITDA CAGR | EBITDA Margin (%) | Margin EV/EBITDA | | P/E | | ROE | ROIC | |
|-----------------------------|----------------|-----------------|----------------|-------------------------|------------------|-------|-------|-------|-------|-------|-------|
| | (INR) (INR Mn) | FY23-25 | FY23-25 | FY25 | FY25 | ттм | FY25 | ттм | FY25 | FY25 | |
| GNG Electronics | 237 | 27,021 | 46.3% | 58.0% | 8.3% | 26.3x | 26.3x | 39.3x | 39.3x | 35.2% | 19.4% |
| Peers from Different Sector | | | | | | | | | | | |
| Namo eWaste Management | 189 | 4,371 | 60.1% | 84.9% | 9.0% | 25.5x | 22.8x | 41.6x | 51.7x | 13.6% | 13.1% |

Relative Valuation

Source: Factset, IPO Prospectus, DevenChoksey Research and Analysis



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IPO Note

II 23rd Jul 2025

GNG Electronics Ltd

Financials:

| Income Statement (INR Mn) | FY23 | FY24 | FY25 |
|---------------------------|-------|--------|--------|
| Revenue | 6,595 | 11,381 | 14,111 |
| Operating Expenditure | 6,127 | 10,589 | 12,942 |
| EBITDA | 468 | 792 | 1,169 |
| EBITDA Margin % | 7% | 7% | 8% |
| Other Income | 32 | 57 | 93 |
| Depreciation | 28 | 37 | 95 |
| Interest | 118 | 239 | 384 |
| РВТ | 354 | 573 | 783 |
| Tax | 30 | 50 | 93 |
| Non controlling interest | 1 | 2 | 2 |
| PAT | 323 | 521 | 688 |
| PAT Margin (%) | 5% | 5% | 5% |
| EPS | 3.33 | 5.37 | 7.09 |

| Cash Flow (INR Mr | 1.) | FY23 | FY24 | FY25 | |
|----------------------------------|------|------|------|------|--|
| Net Cash Flow from Activities | 250 | 975 | 245 | | |
| Net Cash Flow from Activities | -11 | -281 | 26 | | |
| Net Cash Flow from Activities | -176 | -289 | -343 | | |
| Net Increase/(Decrea | 63 | 405 | -71 | | |
| Cash & Cash Equiv Beginning | 211 | 274 | 679 | | |
| Cash & Cash Equiv End | 274 | 679 | 608 | | |
| FY23 | FY24 | | FY25 | | |

| Balance sheet (INR Mn) | FY23 | FY24 | FY25 |
|---|-------|-------|-------|
| ASSETS | | | |
| Non-Current Assets | | | |
| Property, plant and equipment | 79 | 313 | 350 |
| Capital work-in-progress | 7 | - | - |
| Right-of-use assets | 88 | 95 | 63 |
| Other financial assets | 31 | 82 | 31 |
| Deferred tax assets | 2 | - | - |
| Other non-current assets | 2 | 1 | 1 |
| Current Assets | | | |
| Inventories | 1,350 | 3,143 | 4,866 |
| Investments | - | 70 | - |
| Trade receivables | 911 | 1,169 | 676 |
| Cash and cash equivalents | 21 | 50 | 51 |
| Bank balance | 254 | 629 | 557 |
| Current tax assets | 11 | 10 | - |
| Other current assets | 100 | 297 | 600 |
| Total Assets | 2,855 | 5,858 | 7,195 |
| | , | , | , |
| EQUITY AND LIABILITIES | | | |
| | | | |
| Equity share capital | 0 | 0 | 194 |
| Other equity | 1,116 | 1,631 | 2,070 |
| Non controlling interest | 2 | 4 | 7 |
| Total Equity | 1,118 | 1,636 | 2,271 |
| Non-Current Liabilities | | | |
| Borrowings | 131 | 82 | 728 |
| Lease liabilities | 65 | 68 | 29 |
| Provisions | 2 | 4 | 9 |
| Deffered tax liabilities (net) | _ | 9 | 19 |
| | | | |
| Current Liabilties | | | |
| Borrowings | 1,006 | 3,096 | 3,616 |
| Lease Liabilities | 18 | 26 | 40 |
| Trade Payables | 104 | 841 | 267 |
| Other Financial liabilities | 383 | 45 | 126 |
| Provisions | 21 | 45 | 59 |
| Current Tax liabilities | - | - | 23 |
| Other current liabilities | 6 | 6 | 8 |
| | | | |
| Total Equity and Liabilities | 2,855 | 5,858 | 7,195 |
| Source: IPO Prospectus, DevenChoksey Research | | | |

RESEARCH ANALYST Ishank Gupta, fundamentalresearch2@devenchoksey.com

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23rd Jul 2025

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