



IPO Note

Samay Project Services Limited

Recommendation: **APPLY!**

Company Background -

- **Incorporation:** Samay project Services Limited was originally incorporated on Nov 08, 2001. The registered office is located at Chennai, Tamil Nadu.
- **Business Activity:** The company is engaged in EPC projects which consists of Piping System, Tanks and vessels and fabricated structures; and fire protection and detection systems / firefighting systems.
- **Revenue Stream:** The company generates majority of the revenue from the piping system, tanks and vessels and fabricated structures; and firefighting systems.
- **Human Resource:** The company had 51 full-time employees and 142 contract labour as on Mar 31, 2025.

Objects of the Issue -

- Funding working capital requirements of the Company
- General corporate purposes

Promoters Name -

Anand R and Santhi Karthikeyan

Rationale for recommendation -

Samay Project Services Limited, started in 2001, has over 20 years of experience in the infrastructure and project services space. The IPO is priced fairly with a P/E of 12.45x. The company earns money from three different types of services, so it's not dependent on just one. Although profits dipped slightly in FY24 due to project delays, overall performance has been steady. With a strong order book and plans to enter the BioCNG space, the company has decent growth potential. Investors can consider **applying**, while keeping an eye on how it performs after listing.

IPO Details

Opening Date	Jun 16, 2025
Closing Date	Jun 18, 2025
Allotment Date	Jun 19, 2025
Listing Date	Jun 23, 2025
Stock Exchange	NSE SME
Lot Size	4,000 Shares
Issue Price Per Share	₹32 to ₹34
Issue Size	14.69 Cr.
Fresh Issue	14.69 Cr.
Offer for Sale	-
Application Amt	₹ 1,36,000 (4,000 shares)

INDUSTRY - Infrastructure Avg. P/E ratio as per RHP - 20.19

	KPIs (In Lakhs)		
KPI's	FY 23	FY 24	FY 25
Revenue	2,036.06	4,074.67	3,714.08
EBITDA	346.00	622.35	574.34
Net Profit	343.75	461.53	419.33
RoCE	27.22%	36.49%	26.84%
ROE	30.11%	28.79%	20.73%
P/E	14.47	8.13	8.95

Promoter Share Holding Pattern

Pre-Issue	Post-Issue
96.29%	69.19%

Valuation Parameters

Particulars	Pre-Issue	Post Issue
EPS	3.80	2.73
BVPS	18.34	22.75
P/E	8.95	12.45
P/BV	1.85	1.49
Mkt Cap (In Cr)	37.50	52.19

Lead Managers -

Smart Horizon Capital Advisors Private Limited

Registrar -

Bigshare Services Private Limited

Business Overview -

The Company is engaged in EPC projects which consists of (i) Piping System, (ii) Tanks and vessels and fabricated structures; and (iii) fire protection and detection systems / firefighting systems in various industries including Power, Sugar and Distilleries, Iron and Steel, Infrastructure, etc. They take up both public and private sector projects. As on Mar 31, 2025, the order book was Rs. 5,732.87 lakhs.

Client Base: Rungta Mines, Triveni Engineering and Industries Limited, Seksaria Biwan Sugar Factory Limited, Nuvocco Cement, NSL Sugars, Zuari Envien Bioenergy Private Limited and AFCONS etc. The company has been empanelled with Avant Garde and BHEL.

Geographical Presence: The company has clientele across 12 states in the domestic market and they also have presence in the international market (Mauritius and UAE). The company has completed one project in Mauritius for the supply, erection and commissioning of Public Health Engineering (PHE) System in 2020.

Subsidiary: Samay Middle East Trading LLC was a subsidiary of the company until Mar 31, 2024, and has been struck off now.

Service Portfolio:

1. Piping System

The Company has handled a variety of pipes ranging from Carbon Steel, Galvanized, Stainless Steel, Ductile Iron to High temperature Alloy Steel Pipes of grade SA 335 P11 and SA 335 P22. The Sizes of pipes handled ranges from 15 NB to 1600 NB. Many of the Main Cooling Water (MCW) supply and return headers range from 350 NB to 1500 NB.

The company is also involved in (i) low pressure, (ii) high-pressure piping systems, (iii) Cross country water and hydrocarbon pipeline, (iv) Underground cooling water lines, (v) aboveground pipes on trestles and (vi) critical steam piping.



2. Tanks, Vessels and Fabricated Structures

The company is empanelled with BHEL for execution of large steel tanks. These are used in storing Fire Water, demineralized Water (DM), Condensate Water, HFO (Heavy Fuel Oil), Slurry such as limestone and gypsum, etc.



3. Fire Detection & Protection Systems

The Fire detection & protection Systems cover turnkey EPC projects which include pump house equipment, fire hydrant systems, high velocity spray systems, medium velocity spray systems, foam systems, fire alarm and detection systems and fixed and portable fire extinguishing systems. The Company utilizes software packages such as AutoCad Plant 3D and Canute for hydraulic flow calculation during engineering.



Service-Wise Revenue Bifurcation:

Particulars	FY 2023		FY 2024		FY 2025	
	Amt	%	Amt	%	Amt	%
Tanks, Vessels and Fabricated Structures	719.93	35.36%	1,569.15	38.51%	888.70	23.93%
Piping System	666.61	32.74%	1,472.25	36.13%	655.35	17.65%
Piping System & Tanks Vessels and Fabricated Structures	199.66	9.81%	573.92	14.09%	1,007.73	27.13%
Fire Fighting System	283.06	13.90%	345.34	8.48%	1,162.30	31.29%
Piping and Fire Fighting System	166.80	8.19%	114.01	2.80%	-	-
Total	2,036.06	100%	4,074.67	100%	3,714.08	100%

Competition -

- Market Competition:** The industry is competitive where the key factors of competition primarily comprise of size, nature and complexity of the project and on the geographical region in which the project is to be executed.
- Geographic Competition:** The company faces competition from various domestic players and international players.
- Barriers to entry:** Moderate barriers to entry.
- Threat of Substitutes:** Moderate threat of substitutes.
- Bargaining Power of Customers:** The bargaining power is high with the customers.
- Bargaining Power of Suppliers:** The bargaining power is low with the suppliers.

Business Strategies -

- The Company intends to enter the BioCNG EPC segment.
- The Company intends to focus on enhancing operational and quality controls.
- The Company intends to focus on timely and accurate delivery of services.

Risk Factors -

- The company is highly dependent on top 10 customers for their revenue generation constituting to 85.07%, 87.14%, and 84.26% for FY23, FY24 and FY25 respectively.
- The company is highly dependent on top 10 suppliers for their purchase constituting to 71.98%, 56.38%, and 60.41% for FY23, FY24 and FY25 respectively.
- The company has 4 tax and criminal proceedings against it of Rs. 30.69 lakhs.
- The company has contingent liabilities of Rs. 510.20 lakhs as of FY-25.
- The company had negative cash flow from operations for FY23.

PEER ANALYSIS -

Particulars	Samay Project Services Limited			Pratham EPC Projects Limited		
	FY 23	FY 24	FY 25	FY 23	FY 24	FY 25
NP Margin	16.88%	11.33%	11.29%	14.78%	13.93%	11.22%
EBITDA Margin	16.99%	15.27%	15.46%	23.05%	23.44%	17.35%
RoCE	27.22%	36.49%	26.84%	49.15%	24.23%	24.97%
RoE	30.11%	28.79%	20.73%	42.47%	16.45%	18.37%
EPS	2.35	4.18	3.80	5.90	6.52	7.72
P/E	14.47	8.13	8.95	-	15.87	22.60

INDUSTRY OVERVIEW -**Infrastructure Industry in India**

Infrastructure is a cornerstone of India's long-term economic aspirations, acting as a catalyst for development across sectors. As India aims to become a US\$ 26 trillion economy in the coming decades, infrastructure is positioned as a key enabler. The sector spans critical domains such as roads, railways, power, urban development, and logistics. Flagship government programmes like the **National Infrastructure Pipeline (NIP)**, **PM Gati Shakti**, **Smart Cities Mission**, and **Housing for All** underline the centrality of infrastructure in achieving inclusive and sustainable growth. These reforms, coupled with a focus on ease of doing business, are reshaping India's economic landscape by improving efficiency, connectivity, and competitiveness.

Market Size:

- In the **Interim Budget 2024–25**, the government allocated a record **₹11.11 lakh crore (US\$ 133.86 billion)** towards infrastructure, comprising **3.4% of GDP**.
- The **National Infrastructure Pipeline** includes over **9,100 projects** across 34 sub-sectors with an estimated investment of **US\$ 1.9 trillion**, half of which is focused on transport and logistics.
- The **Indian logistics market** is valued at **US\$ 317.26 billion (2024)** and is projected to grow at a **CAGR of 8.8%**, reaching **US\$ 484.43 billion by 2029**.
- Infrastructure capital expenditure is expected to grow at a **CAGR of 11.4% between 2021 and 2026**, led by increased allocations to water, transport, and urban sectors.
- India's metro rail network now spans **945 km across 21 cities**, with an additional **919 km under construction**.
- **Indian Railways** earned **US\$ 28.89 billion in FY24**, supported by steady growth in freight and passenger movement.
- Cumulative **FDI in construction development and infrastructure** stood at **US\$ 60.52 billion** from April 2000 to March 2024.

Government Initiatives:

- **PM Gati Shakti**: US\$ 1.3 trillion master plan for multi-modal infrastructure integration.
- **Railways**: ₹2.55 lakh crore (US\$ 30.72 billion) outlay for FY25; major corridor development and Vande Bharat upgrades planned.
- **Roads & Highways**: ₹2.76 lakh crore (US\$ 33.4 billion) allocation for FY25; over 20,000 km of National Highways under development.
- **Renewable Energy**: ₹8,500 crore allocation for solar grids; 500 GW renewable capacity target by 2030.
- **Urban Development**: ₹77,523 crore (US\$ 9.3 billion) for Housing & Urban Affairs; focus on PM Awas Yojana and sanitation under SBM-U 2.0.

Road Ahead:

India's infrastructure sector is poised for robust, long-term expansion. With strong CAPEX support, evolving urbanization patterns, increasing digitalization, and Tier II/III city growth, the sector is expected to continue driving economic acceleration. The government's vision to reduce logistics costs, improve energy sustainability, and create future-ready urban centers reinforces infrastructure as a cornerstone of India's development agenda.

Key Management -

Key Management Persons Name -	Anand R
Age	58
Designation and No. of years of experience	Promoter, Managing Director & Chairman, 22+ years of experience
Qualification	Bachelor's degree in engineering (production engineering), Master's degree in business administration and holds certificate from ICMAI
Responsibility	Responsible for overall operations, strategic planning and financial management of the Company
Previous Experience	Comfort Solutions Private Limited

Key Management Persons Name -	Santhi Karthikeyan
Age	62
Designation and No. of years of experience	Promoter and Whole-Time Director, 33+ years of experience
Qualification	Bachelor's degree in engineering (Electronics and Communication Engineering)
Responsibility	Heads the engineering, piping and fire-fighting divisions of the Company
Previous Experience	Defence Electronics Research Lab, Hyderabad, and Comfort Solutions Private Limited

- The overall management of the company is satisfactory.
- The promoter and management have decent experience in the industry.
- There is evidence of dual chairmanship, which is not favourable.
- **Gowri Ramachandran, Narayanan Ananthaseshan** and **Mr. Vinu** are the Independent Directors of the Company. They have relevant experience in their respective fields.
- **K Ulaganathan (CFO)**, aged 53 years, holds a bachelor's and master's degree in commerce. He has 14 years of experience.
- **Ramaa Krishnakumar (CS and Compliance Officer)**, aged 54 years, holds a bachelor's degree in Arts, post graduate diploma in Business Administration and certificate of membership from ICSI. She has 8 years of experience.

FINANCIAL SNAPSHOT**Statement of Profit and Loss**

Amt in Lakhs.

Particulars	FY 23	FY 24	FY 25
Revenue from Operations	2,036.06	4,074.67	3,714.08
Other Income	45.99	20.64	58.09
Total Income	2,082.05	4,095.31	3,772.17
Expenses			
Purchases of stock-in-trade	1,136.57	2,364.16	2,065.64
Employee Benefit Expenses	216.12	751.90	803.82
Finance Cost	39.93	36.53	41.65
Depreciation and Amortization Expense	20.79	22.54	17.67
Other expenses	322.64	297.83	269.05
Total Expenses	1,736.05	3,472.96	3,197.83
EBITDA	346.00	622.35	574.34
EBITDA Margin	16.99%	15.27%	15.46%
Exceptional Items	111.49	-	-
Profit/(Loss) before tax	457.49	622.35	574.34
Tax Expense			
Current tax	114.97	164.65	154.32
Deferred Tax charge/ (credit)	-1.23	-3.83	0.69
Total Tax	113.74	160.82	155.01
Profit/(Loss) for the year	343.75	461.53	419.33
Net Profit Margin	16.88%	11.33%	11.29%

Statement of Assets and Liabilities

Amt in Lakhs.

Particulars	FY 23	FY 24	FY 25
EQUITY AND LIABILITIES			
1. Shareholders' funds			
Share Capital	30.64	1,102.93	1,102.93
Reserves and Surplus	1,111.10	500.33	919.65
Total Equity	1,141.74	1,603.26	2,022.58
NON-CURRENT LIABILITIES			
Long-term Borrowings	8.58	-	-
Deferred Tax liability	44.53	40.70	41.38
Other Long -Term Liabilities	-	-	10.00
Total Non-Current liabilities	53.11	40.70	51.38
CURRENT LIABILITIES			
Short-term Borrowings	290.15	234.92	208.80
Trade Payables			
(a) Total outstanding dues of MSME	125.94	164.53	432.87
(b) Total outstanding dues of creditors other than MSME	32.37	35.95	12.57
Other Current Liabilities	467.88	389.27	407.61
Short-term Provisions	16.96	14.41	41.02
Total Current liabilities	933.30	839.08	1,102.87
Total Liabilities	986.41	879.78	1,154.25
Total Equity and Liabilities	2,128.15	2,483.04	3,176.83
ASSETS			
NON-CURRENT ASSETS			
Property, Plant and Equipment	269.11	259.27	264.49
Intangible Assets	3.15	1.79	1.33
Other Non- current Assets	9.61	8.02	7.89

Particulars	FY 23	FY 24	FY 25
Total Non-Current assets	281.87	269.08	273.71
CURRENT ASSETS			
Inventories	129.84	106.24	17.24
Trade Receivables	877.45	898.28	1,326.20
Cash & Cash equivalents	221.92	319.94	431.33
Short Term Loans and Advances	429.30	705.44	978.27
Other Current Assets	187.76	184.06	150.09
Total Current assets	1,846.27	2,213.96	2,903.13
Total Assets	2,128.14	2,483.04	3,176.84

Cash Flow Statement	Amt in Lakhs.		
Particulars	FY 23	FY 24	FY 25
Net Cash Flow from Operating Activities	-161.22	194.73	160.47
Net Cash Flow from Investing Activities	264.97	3.63	8.67
Net Cash Flow from Financing Activities	77.89	-100.34	-57.75

Key Ratios			
Per Share Data	FY 23	FY 24	FY 25
Diluted EPS	2.35	4.18	3.80
BV per share	372.67	14.54	18.34
Operating Ratios			
EBITDA Margins	16.99%	15.27%	15.46%
PAT Margins	16.88%	11.33%	11.29%
Inventory days	23.34	9.54	1.70
Debtor days	157.73	80.69	130.69
Creditor days	50.98	31.04	78.93
Return Ratios			
RoCE	27.22%	36.49%	26.84%
RoE	30.11%	28.79%	20.73%
Valuation Ratios (x)	FY 23	FY 24	FY 25
EV/EBITDA	3.52	2.44	3.13
Market Cap / Sales	0.05	0.92	1.01
P/E	14.47	8.13	8.95
Price to Book Value	0.09	2.34	1.85
Solvency Ratios			
Debt / Equity	0.26	0.15	0.10
Current Ratio	1.98	2.64	2.63
Quick Ratio	1.84	2.51	2.62
Asset Turnover	0.96	1.64	1.17
Interest Coverage Ratio	8.14	16.42	13.37

*Annualized

INTERPRETATION –

- The top line has remained slightly inconsistent over the years. It increased by 100.13% in FY24 which is due to execution of order for Flue Gas Desulphurization (FGD) projects where tanks are a significant component, execution of mechanical BOP FGD projects and a piping project from sugar industry. In FY25 it decreased by 8.85% which was due to temporary delay in the execution of the project (requested by the customer due to their internal financial realignment) and one of the fire-fighting projects had undergone modifications (requested by the customer) which resulted in delay.
- The net profit also remained slightly inconsistent over the years. It increased by 34.26% in FY24 and it decreased by 9.14% in FY25. The decrease was due to decrease in revenue and increase in expenses (majorly employee benefit expenses).
- The EBITDA margin has slightly decreased over the years.
- The PAT margin saw a sudden decrease in FY24. In FY23, the margin was 16.88% which is due to exceptional items (income received from liquidation subsidiary). If we don't consider this element then the margin had remained almost equal over the years.

LEAD MANAGER TRACK RECORD –

The lead manager to the issue is **Smart Horizon Capital Advisors Private Limited**.

A table has been set below highlighting the details of the IPO of the last companies handled by the Lead Manager in recent times –

Smart Horizon Capital Advisors Private Limited -

Sr. No.	Company Name	Issue Size in Cr.	Issue Price/Share (In INR)	Listing Date	CMP* (INR)
1.	Blue Water Logistics Limited	40.50	135.00	May 27, 2025	154.70
2.	Virtual Galaxy Infotech Limited	93.29	142.00	May 09, 2025	168.05
3.	Desco Infratech Limited	30.75	150.00	Apr 01, 2025	228.45
4.	Beezaasan Explotech Limited	59.93	175.00	Mar 03, 2025	242.00
5.	Maxvolt Energy Industries Limited	54.00	180.00	Feb 19, 2025	227.85
6.	Rikhav Securities Limited	88.82	86.00	Jan 22, 2025	61.50

The company has handled 6 mandates in the last three years (including current year).

*CMP for the above-mentioned companies is taken as of 09th June 2025.

As per the offer document, the above-mentioned mandates Beezaasan Explotech has opened at a discount and remaining all have opened at a premium on the listing day.

Recommendation -

Samay Project Services Limited has been in the industry since 2001 and has vast experience in the industry.

The P/E on a post-IPO annualized basis is around 12.45 times which makes it fairly priced.

The company's management structure is satisfactory.

The company's top line, EBITDA and bottom line have remained slightly inconsistent over the years which was due to delay in execution of projects (requested by the customer). The EBITDA margin has saw a slight dip over the years and the PAT margin saw a sudden decrease in FY24 which should not be major concern. Overall, the financials look sustainable in the long run.

The company has a good order book of Rs. 5,732.87 lakhs as on Mar 31, 2025.

The company is also planning to expand into BioCNG segment and they have a strong clientele base. Their revenue is well-diversified across three distinct streams, with no over reliance on any single service.

The infrastructure and EPC industry are growing rapidly and with unique business strategies, the company can sustain in the long run.

Thus, investors can **APPLY** to this IPO and monitor post listing performance.

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