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Leap India Ltd.

IPO Note

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Scalable Asset Pooling. Smarter Supply Chain Solutions

LEAP India Limited is a Mumbai-headquartered, technology-enabled supply chain company engaged in on-demand asset pooling — a 'share and reuse' circular model under which it hires out pallets, containers and material handling equipment (MHE) to customers on a rental basis instead of the customer owning them. Incorporated on July 03, 2013 as LEAP India Private Limited at Mumbai and subsequently converted into a public limited company vide fresh certificate of incorporation dated July 31, 2025, the company operates a pan-India network of 29 fulfilment centres and over 10,100 customer touchpoints as on March 31, 2026, supported by an in-house technology stack comprising the MyLEAP customer platform, SAP S/4HANA integration, passive RFID tracking and IoT-enabled forklift fleet management.

LEAP operates within India's supply chain formalisation cycle, driven by Grade A warehousing expansion, vertical stacking, warehouse automation and rising ESG commitments. India's pallet pooling market grew at a 13.4% CAGR from 5.33 million pooled pallets in FY21 to 10.00 million in FY26 and is projected to reach 20.00 million by FY31P (14.9% CAGR), with penetration still at just 9.4% of India's 106 million total pallet base versus 55% pooling penetration in North America and 45% in the EU. The company is the largest on-demand asset pooling provider in India by number of pooled assets, holding ~90% share of the domestic pallet pooling market, and consolidated its position through the acquisition of CHEP India in January 2025. Its asset base stood at 14.70 million as on March 31, 2026 (13.30 million in FY25, 7.92 million in FY24), with pallet, container and MHE utilisation rates of 89.34%, 71.68% and 79.79% respectively.

Financially, the company is in a steep scale-up phase. Revenue from Operations stood at INR 729.53 crore in FY26 against INR 466.47 crore in FY25, a growth of approximately 56.4% YoY, aided by a full-year contribution from CHEP India. The company reported EBITDA of INR 378.83 crore (EBITDA margin of 50.69% on total income) and a Profit After Tax of INR 62.34 crore (PAT margin of 8.34%), against a PAT of INR 37.56 crore in FY25, with reported ROE optically depressed at 6.48% by a large depreciation charge on the pooled asset base — Cash PAT of INR 266.67 crore translates to a Cash ROE of 27.73%. ROCE (by EBITDA) stood at 19.06%, with debt-to-equity at 1.01x and net working capital at 88.57 days.

LEAP India's key strengths include market leadership in a near-monopoly structure with high barriers to entry via scale, network density and reverse logistics economics; deep integration into customer supply chains driving low churn (0.00% among the top 100 customers in FY26); a diversified blue-chip base of over 1,000 customers with low concentration (top 10 at 26.65% of FY26 revenue) across FMCG, F&B, 3PL, e-commerce, automotive and industrials; leadership in lithium-ion MHE pooling through subsidiary TARON; and a founder-led management team under Sunu Mathew with over 26 years of industry experience, backed by KKR-affiliated Vertical Holdings II Pte. Ltd. The IPO comprises a fresh issue of INR 480 crore — of which INR 360 crore is earmarked for debt repayment against total borrowings of INR 1,017.73 crore — alongside an offer for sale of INR 2,000 crore.

Industry	Business Service

Scrip Details	
Listing	BSE & NSE
Open Date	Aug 07, 2026
Close Date	Aug 11, 2026
Price Band	INR 151 -159
Face Value	INR 1
Market Lot	94 Shares
Minimum Lot	1

Issue Structure	
Issue Size (INR cr)	INR 2,480.0
Issue Size sh. (in cr.)	15.60
QIB Share (%)	≤ 50%
Non-Inst Share (%)	≥ 15%
Retail Share (%)	≥ 35%
Pre-Issue sh. (in cr.)	41.03
Post Issue sh. (in cr.)	44.05
Post Issue Market Cap (in cr)	7004.5

Shareholding (%)	Pre (%)	Post (%)
Promoter	76.9	57.7
Public	23.1	43.3
TOTAL	**100**	**100**

Key Consolidated Financial Data (INR Cr, unless specified):

	Revenue	EBITDA	PAT	EBITDA (%)	PAT (%)	Adj EPS (₹)	Adj BVPS (₹)	RoE (%)	RoIC (%)	EV/EBITDA (X)	P/BV (X)	P/E (X)
FY24	365.0	202.9	37.2	55.6	10.2	0.8	0.4	5.2	7.7	36.7	424.5	188.4
FY25	466.5	255.2	37.6	54.7	8.1	0.9	0.4	4.1	6.4	30.1	391.1	186.5
FY26	729.5	361.0	62.3	49.5	8.5	1.4	1.4	6.2	8.2	19.4	111.9	112.4

Source: Ventura Research & Company update

Issue Structure and Offer Details:

LEAP India IPO is a book build issue of INR 2,480.00 crores. The issue is a combination of fresh issue of 3.02 crore shares aggregating to INR 480.00 crores and offer for sale of 12.58 crore shares aggregating to INR 2,000.00 crores.

Issue Structure	
Investor Category	**Allocation**
QIB	**Not more than 50% of the Net Offer**
NII (HNI)	**Not less than 15% of the Net Offer**
Retail	**Not less than 35% of the Net Offer**

Number of shares based on a higher price band of INR 159

Source: Company Reports

Objects of the Issue:

1. **Repayment / prepayment, in full or in part, of certain borrowings availed by the Company – INR 360 Cr.**
2. **General corporate purposes**

Financial Summary

Fig in INR Cr (unless specified)	FY24	FY25	FY26
Income Statement			
Revenue	365.0	466.5	729.5
YoY Growth (%)	*44.0*	*27.8*	*56.4*
Raw Material Cost	10.0	11.5	29.8
RM Cost to Sales (%)	*2.8*	*2.5*	*4.1*
Employee Cost	62.4	89.6	128.3
Employee Cost to Sales (%)	*17.1*	*19.2*	*17.6*
Other Expenses	89.6	110.1	210.4
Other Exp to Sales (%)	*24.5*	*23.6*	*28.8*
EBITDA	202.9	255.2	361.0
Margin (%)	*55.6*	*54.7*	*49.5*
YoY Growth (%)	*67.0*	*25.8*	*0.0*
Depreciation & Amortization	112.6	153.7	204.3
EBIT	90.3	101.5	156.7
Margin (%)	*24.8*	*21.8*	*21.5*
YoY Growth (%)	*90.3*	*12.4*	*0.0*
Other Income	7.0	18.6	17.8
Bill discounting & other charges	50.6	68.0	93.6
Fin Charges Coverage (X)	1.8	1.5	1.7
Exceptional Item	0.0	0.0	0.0
PBT	46.7	52.1	80.9
Margin (%)	*12.8*	*11.2*	*11.1*
YoY Growth (%)	*375.5*	*11.5*	*55.3*
Tax Expense	9.5	14.5	18.5
Tax Rate (%)	*20.4*	*27.9*	*22.9*
PAT	37.2	37.6	62.3
Margin (%)	*10.2*	*8.1*	*8.5*
YoY Growth (%)	*312.5*	*1.0*	*66.0*
Min Int/Sh of Assoc	0.0	0.0	0.0
Net Profit	37.2	37.6	62.3
Margin (%)	*10.2*	*8.1*	*8.5*
YoY Growth (%)	*312.5*	*1.0*	*66.0*
Balance Sheet			
Share Capital	192.3	311.3	311.3
Total Reserves	(175.8)	(293.4)	(248.7)
Shareholders Fund	16.5	17.9	62.6
Long Term Borrowings	418.5	656.0	809.4
Deferred Tax Assets / Liabilities	15.4	64.6	43.3
Other Long Term Liabilities	37.9	76.1	78.1
Long Term Trade Payables	0.0	0.0	0.0
Net Current Liabilities	911.8	1,227.4	21,407.6
Total Liabilities	1,400.0	2,042.0	22,401.0
Net Block	1,072.5	1,548.1	1,811.5
Capital Work in Progress	1.5	0.2	8.1
Intangible assets under development	0.0	5.2	0.3
Non Current Investments	0.0	0.0	0.0
Long Term Loans & Advances	19.1	44.4	42.0
Other Non Current Assets	6.8	0.7	0.1
Net Current Assets	300.2	443.4	20,538.9
Total Assets	1,400.0	2,042.0	22,401.0

Fig in INR Cr (unless specified)	FY24	FY25	FY26
Per share data & Yields			
Adjusted EPS (INR)	0.8	0.9	1.4
Adjusted Cash EPS (INR)	3.4	4.3	6.1
Adjusted BVPS (INR)	0.4	0.4	1.4
Adjusted CFO per share (INR)	3.4	5.8	6.1
CFO Yield (%)	2.1	3.6	3.8
Adjusted FCF per share (INR)	(2.6)	1.1	(0.5)
FCF Yield (%)	(1.6)	0.7	(0.3)
Solvency Ratio (X)			
Total Debt to Equity	31.1	44.8	0.2
Net Debt to Equity	27.4	37.6	(0.2)
Net Debt to EBITDA	2.2	2.6	(0.0)
Return Ratios (%)			
Return on Equity	5.2	4.1	6.2
Return on Capital Employed	5.9	4.3	6.0
Return on Invested Capital	7.7	6.4	8.2
Working Capital Ratios			
Payable Days (Nos)	47	61	43
Inventory Days (Nos)	15	18	17
Receivable Days (Nos)	144	156	131
Net Working Capital Days (Nos)	111	113	105
Net Working Capital to Sales (%)	30.4	31.0	28.7
Valuation (X)			
P/E	188.4	186.5	112.4
P/BV	424.5	391.1	111.9
EV/EBITDA	36.7	30.1	19.4
EV/Sales	20.4	16.5	9.6
Cash Flow Statement			
PBT	46.7	52.1	80.9
Adjustments	167.2	251.3	415.1
Change in Working Capital	(55.2)	(33.8)	(209.2)
Less: Tax Paid	(9.5)	(14.5)	(18.5)
Cash Flow from Operations	149.1	255.0	268.3
Net Capital Expenditure	(302.6)	(253.5)	(361.9)
Change in Investments	(36.1)	(1,041.4)	1.8
Cash Flow from Investing	(338.7)	(1,294.9)	(360.1)
Change in Borrowings	146.4	234.0	165.2
Less: Finance Cost	(50.6)	(68.0)	(93.6)
Proceeds from Equity	150.1	855.3	0.0
Buyback of Shares	(57.0)	0.0	0.0
Dividend Paid	0.0	0.0	0.0
Cash flow from Financing	188.9	1,021.4	71.6
Net Cash Flow	(0.7)	(18.5)	(20.3)
Acquired through business combination	0.0	36.4	0.0
Opening Balance of Cash	9.2	8.5	26.4
Closing Balance of Cash	8.5	26.4	6.1

Source: Ventura Research

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