

Glen Industries IPO Review by InvestorZone Team

1. Company Overview:

Glen Industries, headquartered in Dhulagori, West Bengal, began its journey in 2007 with stationery manufacturing and entered the packaging industry in 2010 (transferred to its current entity in 2019). It operates a 90,000 sq. ft. automated plant and exports to over 30 countries, catering to 25+ international clients with a workforce of 650+ employees.

2. IPO Details:

- Issue Size : ₹63 crore
- Price Band : ₹92– ₹97 per share
- Lot Size : 1200 shares (Minimum investment~₹2.2–₹2.3 lakh)
- Platform : BSE SME
- Anchor Book Opened : 7 July 2025
- Retail Subscription Open : 8 July 2025

3. Use of IPO Funds:

- ₹47–48 crore : Expansion of manufacturing capacity (CAPEX)
- Remaining : General corporate purposes and IPO expenses
- Total project cost : ₹100 crore (funded through IPO and term loans)

4. Key Products & Strengths:

a) Product Portfolio:

- Food Containers (25 ml to 4500 ml) : Made using injection-moulding on fully automated, touch-free lines.
- PLA U-shaped Straws: 100% compostable, used with beverage cartons like Frooti and Maza.
- Paper Straws: Straight and U-shaped variants for export markets.

b) Sustainability Focus:

- PLA straws are agro-based, biodegradable, and globally government-approved.
- Thin food containers are recyclable under India's EPR norms.
- Company purchases recycling credits to maintain compliance.

5. Customer & Distribution Network:

- Exports: To 30+ countries including the USA, South Korea, and others.
- Domestic Network: 200+ distributors across India.
- Notable Clients: Parle, Coca-Cola, Dabur, Amul, Britannia, ITC, Haldiram, Mainland China, Barbeque Nation, etc.

6. Financial Performance & Valuation:

- FY24 Revenue : ₹145 crore
- FY25 Revenue (Estimated) : ₹170 crore
- FY27 Target : ₹500 crore
- Margins : EBITDA~23%, Net Profit Margin~10%
- Valuation : IPO priced at 12x FY25 P/E vs. peer Rajshree Polypack at 25x P/E
- Plan to migrate to main board post 3-year SME lock-in

7. Promoter Profile - Mr. Lalit Agrawal:

- Academics : BITS Pilani (Engineering), IIT Kharagpur (Masters)
- Experience: 18+ years in global corporates including Israel, 30+ years in industry
- Began as a ballpoint pen manufacturer before shifting to packaging and injection molding.

8. Why Should Investors Consider This IPO?

- Near-monopoly in its niche (injection-molded packaging for food & beverages).
- Strong compliance with global sustainability trends (PLA & paper straws).
- Diversified customer base and rising international demand.
- Large expansion already planned and partly executed.
- No direct listed competitor; Rajshree Polypack operates in a different segment (thermoforming)

9. Management's View:

According to Mr. Agrawal, the company is in a high-growth phase and expects to scale revenues from ₹170 crore to ₹500 crore within 1.5–2 years. Long-term investors (with a horizon of 3+ years) can expect attractive returns based on strong business fundamentals.

10. Investor Advisory:

Due to SEBI rules, the large lot size (~₹2.3 lakh) could restrict participation from small retail investors. However, for serious investors looking for long-term growth, Glen Industries presents a compelling opportunity driven by capacity expansion, global demand, and eco-conscious product lines.