



BMW VENTURES LIMITED



BMW VENTURES LTD

Price Band

₹94 to ₹99

Issue Opens

September 24 to September 26

Face Value

₹10

Issue Size

₹231.66 Cr

Lot Size

151 Shares

Listing At

NSE, BSE

BMW Ventures Ltd Info

Issue Size

2,34,00,000 shares / ₹231.66 Cr

Fresh Issue

2,34,00,000 shares / ₹231.66 Cr

Offer for Sale

N/A

Retail Quota

Not Less than 75% of the Net Issue

Retail Min/Max

Rs.14,949 /1,94,337

BMW Ventures Ltd Timeline

Tentative Allotment

Mon, Sep 29, 2025

Initiation of Refunds

Mon, Sep 29, 2025

Credit of Shares to Demat

Tue, Sep 30, 2025

"BMW Ventures Ltd" Listing Day

Wed, Oct 1, 2025

Objects of The Offer



The company intends to utilise the Net Proceeds from the Fresh Issue primarily for the following purposes:

- **Repayment/Prepayment of Borrowings:** Around ₹17,375.00 lakhs (40.56% of total outstanding borrowings of ₹42,838.55 lakhs as of March 31, 2025) will be used to reduce debt obligations. This will help lower finance costs, improve the debt-to-equity ratio, and free up internal accruals for future growth.
- **General Corporate Purposes:** A portion of the Net Proceeds, capped at 25% of the Gross Proceeds, will be deployed towards business development, strategic initiatives, marketing and brand building, working capital needs, contingencies, and other routine corporate requirements.

About The Company and Business Overview

BMW Ventures Limited is a diversified enterprise with a strong presence in the steel distribution, manufacturing, and fabrication segments, primarily operating in the state of Bihar. Established as a trusted distributor of steel products, the company has gradually expanded into manufacturing PVC pipes, roll-formed sheets, and fabricating Pre-Engineered Buildings (PEBs) and Steel Girders. Its integrated business model enables BMW Ventures to serve a wide range of customers across construction, infrastructure, agriculture, and industrial applications.

Core Operations:

The company's primary revenue driver is the marketing and distribution of steel products, contributing 98.43% of revenue in FY25. BMW Ventures is the authorised and exclusive distributor for a leading steel manufacturer in Bihar, under an agreement valid until March 2026. Through this partnership, it offers an extensive portfolio of long and flat steel products including TMT bars, galvanized wires, GC/GP sheets, HR/CR sheets and coils, colour-coated sheets, and structural hollow sections. In addition, it distributes agricultural tools and commercial/residential doors and windows, catering to both retail and institutional markets. Diversification into the distribution of tractor engines and spare parts from John Deere India Pvt. Ltd. further strengthens its rural and agricultural connect.



Manufacturing Division:

BMW Ventures has strategically diversified into manufacturing with two product lines:

- **PVC Pipes:** Manufactured under the “BMW Polytube” brand since 2018, with an installed capacity of 800 MT per annum, catering to water supply and irrigation needs.
- **Roll-Formed GP Sheets:** Produced under the “Blue Diamond” brand at its Purnea unit, with an installed capacity of 3,000 MT per annum, supplying roofing and cladding materials for industrial and residential use.

Fabrication Business: In line with the growing demand for modern infrastructure, the company has ventured into Pre-Engineered Buildings (PEBs) and Steel Girders fabrication. Its Purnea unit has a fabrication capacity of 12,000 MT per annum and is equipped to deliver large-scale customised solutions. A significant achievement for the company is its RDSO approval, making it the sole and first vendor in Bihar authorised to fabricate composite and steel plate girders for Indian Railways. This not only opens opportunities in public infrastructure projects but also provides a strong competitive edge in the fabrication space.

Distribution & Infrastructure: BMW Ventures operates an extensive distribution network of 1,299 dealers across 29 districts in Bihar, ensuring deep market penetration. Its operations are supported by six strategically located stockyards (five in Patna and one in Purnea) for storage, fabrication, and distribution. To enhance efficiency, the company leverages both in-house logistics through its group entity BMW Logistics Private Limited and third-party logistics providers, ensuring timely delivery and strong supply chain management.

Market Position & Strategic Edge: BMW Ventures’ strong dealer network, exclusive distributorship, and diversified product portfolio provide it with a unique positioning in Bihar’s steel and construction ecosystem. The company’s focus on innovation, efficient inventory management, and operational integration allows it to cater to varied customer requirements—from individual dealers to large infrastructure projects. Backed by experienced promoters with over a decade in the steel industry, BMW Ventures has built enduring relationships with its primary supplier, established its own brands, and gained recognition through its RDSO accreditation.

With its multi-segment presence—distribution, manufacturing, and fabrication—combined with a healthy financial profile, BMW Ventures Limited is well-positioned to capitalise on the demand for steel, construction materials, and infrastructure development in India, particularly in Tier-II and Tier-III markets such as Bihar.



Brief profile of the Directors

- **Bijay Kumar Kishorepuria** is serving as the Promoter, Chairman and Whole-time Director of the Company. Matriculation from Patna University was completed by him. Nearly three decades of experience in the trading of iron and steel products has been gained by him.
- **Nitin Kishorepuria** is serving as the Promoter and Managing Director of the Company. A postgraduate diploma in business management with a focus on marketing and systems from the International School of Business & Media, Pune was obtained by him. More than 20 years of experience in the trading of iron and steel products has been gained by him. Sales and marketing strategies of the Company are being overseen by him.
- **Rachna Kishorepuria** is serving as the Promoter and Whole-time Director of the Company. A bachelor's degree in arts from Patna University was obtained by her. More than 15 years of experience in human resources has been gained by her. The human resource department of the Company is being overseen by her.
- **Sabita Devi Kishorepuria** is serving as the Non-Executive Director of the Company. Matriculation from Patna University was completed by her. More than 20 years of experience has been gained by her. Corporate Social Responsibility projects, women's safety and the prevention of sexual harassment at the Company's offices and facilities are being overseen by her.
- **Yogesh Tulsyan** is serving as an Independent Director of the Company. A bachelor's degree in law from the University of Calcutta was obtained by him. More than 42 years of experience in legal matters, with specialization in taxation, has been gained by him.
- **Sourabh Ajmera** is serving as an Independent Director of the Company. A bachelor's degree in commerce from Maharshi Dayanand Saraswati University, Ajmer was obtained by him. Membership of the Institute of Chartered Accountants of India has also been obtained by him. More than 9 years of experience in startup advisory, internal audit and virtual CFO services has been gained by him. He is also the managing partner at Ajmera & Ajmera, Chartered Accountants.
- **Ravi Jagetiya** is serving as an Independent Director of the Company. Membership of the Institute of Chartered Accountants of India has been held by him since 2010. More than 7 years of experience with specialization in mentorship to small and medium enterprises and fund-raising through primary and secondary markets has been gained by him. He is also the proprietor of R.K. Jagetiya & Co., Chartered Accountants.
- **Arpit Jagdishchandra Kabra** is serving as an Independent Director of the Company. Membership of the Institute of Chartered Accountants of India has been obtained by him. He is also serving as a regional council member at the Western India Regional Council (WIRC). More than 7 years of experience in financial and auditing domains including bank audits, internal and system audits, risk-based internal audits and income tax assessment proceedings for corporate entities has been gained by him.

Strengths



- **Experienced Promoters & Supplier Relationship** – Promoter-led company with 10+ years of steel industry expertise; exclusive distributor for a leading global steel manufacturer, ensuring strong supply stability and brand credibility.
- **Extensive Dealer Network in Bihar** – Wide distribution reach with 1,299+ dealers across 29 districts; ~19% market share in Bihar's TMT bar segment (FY24) supported by a 124-member sales team.
- **Diversified Operations Across Segments** – Balanced presence in steel distribution, PVC pipes, roll-formed sheets, pre-engineered buildings (PEBs), and RDSO-approved steel girders, catering to diverse customer needs.
- **Exclusive RDSO Approval** – Only vendor in Bihar authorised by the Indian Railways' RDSO to fabricate steel plate girders, providing a significant competitive advantage in infrastructure projects.
- **In-House Logistics Advantage** – Supported by BMW Logistics Pvt Ltd and third-party providers, ensuring timely deliveries, reduced costs, and stronger supply chain control.
- **Strong Financial Performance** – Revenue of ₹2,06,203.52 lakhs in FY25; net worth of ₹186.3 crore in FY24 with comfortable leverage and interest coverage ratio of 2.5x.
- **Assets for Future Expansion** – Ownership of a 52.88-acre land bank in Bihar, offering potential for future capacity additions and strategic growth.

Key Risk Factors

- **Dependence on Key Supplier** – 96.21% of total purchases in FY25 sourced from one primary supplier; non-renewal of the agreement (valid till March 2026) could severely impact business.
- **Geographic Concentration** – 98.49% of FY25 revenue from Bihar; all facilities located in the state, making the business vulnerable to regional disruptions and policy risks.
- **Revenue Skewed to Steel Distribution** – Steel distribution contributed 98.43% of revenue in FY25, highlighting over-reliance on one segment.
- **Dealer Network Dependency** – 98.76% of FY25 revenue from dealer sales; absence of long-term contracts increases risk of dealer attrition or competitor switching.
- **Low Margins & Price Volatility** – Operating margin at 3.6% (FY24); profitability highly sensitive to steel price fluctuations, with raw materials forming ~92% of total expenses.
- **Weak Cash Flow Profile** – History of negative operating cash flows (₹-5,305 mn in FY24; ₹-8,094 mn in FY23) coupled with heavy reliance on working capital.
- **High Short-Term Debt** – 92.96% of borrowings maturing within 12 months (FY25), posing refinancing and liquidity risks.
- **Under-utilised Capacities** – Extremely low utilisation across fabrication and manufacturing units (e.g., PVC pipes 7.9%, roll forming 3.2% in FY25).
- **Limited Track Record in Fabrication** – PEB and steel girder division only started in 2023, making business scalability and profitability uncertain.
- **Promoter Group Conflict** – Related entity, BMW Enterprises, engaged in a similar business without a non-compete clause, creating potential conflicts of interest.

Statement of Profit and Loss



(All amounts are in Indian Rupees millions, unless otherwise stated)

Particulars	31st March 2025	31st March 2024	31st March 2023
Revenue From Operations	2,06,203.52	1,93,819.63	2,01,509.72
Other Income	529.69	383.52	302.51
Total INCOME	2,06,733.21	1,94,203.15	2,01,812.23
Cost of Material Consumed	793.47	1,780.50	662.11
Purchase of stock in Trade	1,83,289.05	1,83,847.15	1,97,426.61
Changes in Inventories & Stock-in Trade	1,933.35	(2,613.06)	(11,296.27)
Employee Benefit Expenses	2,061.74	2,064.04	1,928.19
Finance Costs	3,775.25	2,797.69	2,955.51
Depreciation and Amortization Expense	499.09	469.49	496.09
Other Expenses	9,916.30	7,880.40	6,333.05
TOTAL EXPENSES	2,02,271.74	1,90,166.44	1,97,488.29
Profit/(Loss) Before Exceptional Items and Tax	4,461.46	4,036.70	4,323.94
Exceptional Items	0.00	0.00	0.00
Profit/(loss) before Tax	4,461.46	4,036.70	4,323.94
Current Tax	974.82	947.95	1,045.83
Deferred Tax	204.30	95.22	12.48
Total Tax Expense	1,179.13	1,043.16	1,058.02
Profit for the period	3,282.33	2,993.54	3,265.86
Re-measurement gain/(loss) on defined benefit plans	11.17	39.53	(66.51)
Income tax relating to re-measurement gain on defined benefit plans	(2.81)	(9.95)	16.74
Total Other Comprehensive Income	8.36	29.58	(49.77)
Total Comprehensive Income	3,290.69	3,023.12	3,216.09
Earnings Per Share (Basic)	5.18	4.73	5.16
Earnings Per Share (Diluted)	5.18	4.73	5.16

Financial Ratios

FINANCIAL RATIOS	ROCE	ROE	P/E	INDUSTRY P/E	EV/EBITDA
Shiv Aum Steel Ltd	10.70	8.73	41.80	35.90	23.20
BMW Ventures Ltd	12.80	15.62	19.11	35.90	N/A

Valuation and Outlook



BMW Ventures Ltd IPO is expected to be priced between ₹94 to ₹99 per share. At this price, the company is valued at a Price-to-Earnings (P/E) ratio of **19.11x**, whereas the industry average is **35.90x**.

Company	Face Value (₹)	Sales (₹Lakhs)	PAT (₹Lakhs)	EPS (₹)	P/E Ratio	RoWV (%)	CMP (₹)
BMW Ventures Ltd	10.00	2,06,733.21	3,282.33	5.18	N/a	0.17	N/A
Shiv Aum Steel Ltd	10.00	55,465.87	966.56	7.11	43.46	0.08	309.00

BMW Ventures Limited is well-positioned as a leading steel distributor in Bihar with a dominant market presence (19% share in TMT bars, FY24), exclusive supplier tie-ups, and a wide dealer network of ~1,300 dealers across 29 districts. Its diversification into PVC pipes, roll-forming, PEBs, and RDSO-approved steel girders provides potential new revenue streams, while in-house logistics and an experienced promoter team strengthen operations.

However, the company faces heavy geographic and revenue concentration (98% revenue from Bihar; 98% from steel distribution), high dependence on a single supplier, thin operating margins (~3.6% in FY24), negative operating cash flows, and significant refinancing risks with 93% borrowings short-term. Under-utilisation of new fabrication and manufacturing capacities further limits near-term profitability.

Going forward, growth will depend on sustaining supplier agreements, improving utilisation of fabrication units, diversifying geographically beyond Bihar, and strengthening financial discipline. While the company has opportunities to scale via infrastructure and railway demand, long-term success will hinge on reducing concentration risks and improving margins.

"Call us on 8448899576" to find out whether or not you should apply.

Disclaimer:

This Report is for the personal information of the authorised recipient(s) and is not for public distribution and should not be reproduced or redistributed to any other person or in any form without prior permission of Ganesh Stock. The information provided in the report is from publicly available data, which we believe, are reliable but does not taken as an indication or guarantee of future performance/ assurance of returns. The Report also includes analysis and views of their team. The Report is purely for information purposes and does not construe to be investment recommendation/advice or an offer or solicitation of an offer to buy/sell any securities. Investment in Securities Market is subject to Market Risk.

Accordingly, Ganesh Stock or any of its connected persons including its directors or subsidiaries or associates or employees shall not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained, views and opinions expressed in this publication.

Investors should not solely rely on the information contained in this Report and must make investment decisions based on their own investment objectives, judgment, risk profile and financial position. The recipients of this report may take professional advice before acting on this information.