



IPO RESEARCH REPORT

Orient Cables (India) Limited

Top-4 Indian Networking Cable Manufacturer — Strong Growth, Thinning Margins

IPO Open: Sep 25, 2026 **IPO Close:** Sep 29, 2026 **Listing:** Oct 5, 2026 (BSE, NSE)

OUR RECOMMENDATION

NEUTRAL*

**Selective — long-term, growth-tolerant investors only*

PRICE BAND

₹258 - ₹272

Lot: 55 shares | ₹14,960 min.

GMP (AS OF SEP 23, 2026)

₹45 (~16.5%)

Est. listing ₹317 | Unofficial

This report is a research summary for informational purposes only and does not constitute investment advice. GMP figures are unofficial grey-market indicators and may change materially before listing. Please read Section 13 (Disclaimer) before acting on this report.

1. IPO AT A GLANCE

Orient Cables (India) Limited is a Gurugram-area manufacturer of networking cables and passive networking equipment, with close to two decades of operating history and an estimated ~22.9% share of India's networking-cables industry, placing it among the country's top four players in the category. The company is raising ₹552 crore through a book-built issue comprising a ₹320 crore fresh issue and a ₹232 crore offer for sale by the promoters. The issue opens on September 25, 2026 and closes on September 29, 2026, with listing on the BSE and NSE tentatively scheduled for October 5, 2026.

Issue Details

Particulars	Details
IPO Type	Mainboard — Book Built Issue
Issue Size	₹552 Cr (2,02,94,114 shares at upper band)
Fresh Issue	₹320 Cr (approx. 1.18 Cr shares)
Offer for Sale (OFS)	₹232 Cr (approx. 85.29 lakh shares) by promoters
Face Value	₹1 per share
Price Band	₹258 – ₹272 per share
Lot Size	55 shares
Minimum Retail Investment	₹14,960 (1 lot, upper band)
Maximum Retail Investment	≈₹1,94,480 (13 lots — SEBI retail cap of ₹2 lakh)
IPO Open Date	September 25, 2026
IPO Close Date	September 29, 2026
Basis of Allotment	September 30, 2026
Listing Date (Tentative)	October 5, 2026 on BSE & NSE
Book Running Lead Managers	IIFL Capital Services Ltd., JM Financial Ltd.
Registrar to the Issue	KFin Technologies Ltd.

Quota / Reservation Table



Investor Category	% of Net Issue
Qualified Institutional Buyers (QIB)	50%
Non-Institutional Investors (NII / HNI)	15%
Retail Individual Investors (RII)	35%
Total	100%

Investors should confirm exact category share-count cut-offs from the final RHP/bid-lot circular before applying.

2. COMPANY OVERVIEW

History & Incorporation

Orient Cables (India) Limited was originally incorporated as Orinet Cables (India) Private Limited in September 2005, later renamed Orient Cables (India), and converted into a public limited company in December 2024 ahead of listing. The company is promoted by Vipul Nagpal, Garima Nagpal, Vardaan Nagpal, the Vipul Family Trust and the Garima Family Trust, and has close to two decades of operating experience in the networking cables and passive networking equipment industry.

Business Model

The company manufactures and sells a broad range of networking cables (including CAT5, CAT5e, CAT6 and CAT6A variants), networking cable terminated assemblies (patch cords), CCTV and coaxial cables, instrumentation, control and power cables, and optical fibre cables across Unitube and Multitube categories, along with fibre patch cords and customised cable assemblies. In FY26 the company also began wire and cable-harness assembly and EV charging-gun assembly, though this new category contributed a negligible share of revenue so far. Products serve broadband, telecom, data centre, renewable energy, smart building automation and security, system integration, FMEG and automotive end-markets.

Scale & Facilities

Orient Cables operates three manufacturing facilities: two established plants in Bhiwadi, Rajasthan, and a newly commissioned facility in Bengaluru that began operations in May 2026. Aggregate installed capacity stood at 895,776 kms as of June 30, 2026. The company's market share in India's networking-cables industry, per the industry report cited in the RHP, rose from approximately 16% in FY22 to approximately 22% in FY25 and further to approximately 22.9% in FY26, positioning it among the top four players in the category.

Promoters

Promoter	Details
Vipul Nagpal	Promoter
Garima Nagpal	Promoter
Vardaan Nagpal	Promoter
Vipul Family Trust	Promoter entity
Garima Family Trust	Promoter entity

The promoters are selling a portion of their holding via the ₹232 Cr OFS component of this issue; the RHP's shareholding-pattern section should be consulted for exact post-IPO holding percentages.

3. ORDER BOOK / KEY OPERATING METRICS

For a cable manufacturer, the equivalent of an order book is installed capacity, product mix, market share and balance-sheet trends — the key drivers of near-term revenue and the sustainability of margins.



22.9% FY26 Market Share, India Networking Cables (up from ~16% in FY22)	Top 4 Position Among India's Networking Cable Manufacturers	895,776 kms Aggregate Installed Capacity (as of Jun 30, 2026)	3 Manufacturing Facilities (2 Bhiwadi, Rajasthan + 1 Bengaluru)
78.2% FY26 Revenue — Networking Cables & Solutions (down from 87.9% FY25)	21.4% FY26 Revenue — Specialty Power & Optical Fibre Cables (up from 11.9% FY25)	+42% FY26 YoY Revenue Growth	33.5% 2-Year Revenue CAGR, FY24–FY26
0.94x Net Debt / Equity, FY26 (up from 0.23x in FY24)	2.31x Net Debt / EBITDA, FY26 (up from 0.49x in FY24)	₹258.4 Cr Total Borrowings (as of Jun 2026)	~20 yrs Operating History (since 2005)

Source: RHP; industry report cited in the RHP; company disclosures via Sushil Finance, Multibag, Abhinav Mishra's Substack, Univest and Inxits.



4. FINANCIAL PERFORMANCE

3-Year Financial Snapshot (₹ in Crore)

Particulars	FY24	FY25	FY26	CAGR / YoY
Total Income	664.98	831.86	1,181.67	33.3% CAGR; +42.1% YoY (FY26)
Revenue from Operations	657.77	824.96	1,171.65	33.5% CAGR; +42.0% YoY (FY26)
EBITDA	58.82	83.86	96.40	+15.0% YoY (FY26)
EBITDA Margin (%)	8.94	10.17	8.23	Declining in FY26
Profit After Tax (PAT)	40.07	53.32	53.81	+0.9% YoY (FY26) — nearly flat
PAT Margin (%)	6.41*	6.41	4.55	Declining sharply in FY26
Return on Capital Employed (RoCE)	41.13	36.46	23.82	Declining
Return on Equity (RoE)	37.26	34.60	25.84	Declining
Net Debt / Equity (x)	0.23	0.63	0.94	Rising rapidly
Net Debt / EBITDA (x)	0.49	1.36	2.31	Rising rapidly

*FY24 PAT margin shown is approximate; one tracker cites 6.03% on a total-income basis, another cites 6.41% — the small variance reflects differing denominators (total income vs. revenue from operations) across sources. FY24 and FY25 figures are presented on a standalone basis while FY26 is consolidated (following incorporation of subsidiary OCL Green Technology Limited), which affects strict year-on-year comparability and should be kept in mind when reading the trend.

Analyst Notes on Financial Trends

- **Revenue growth has clearly outpaced profit growth:** FY26 revenue from operations grew 42% to ₹1,171.65 Cr, but PAT rose only about 0.9% to ₹53.81 Cr — meaning the company generated substantially more sales without a proportional increase in profit retained, a pattern investors should watch closely.
- **Margins and return ratios have been on a multi-year declining trend:** EBITDA margin fell from 10.17% (FY25) to 8.23% (FY26); PAT margin fell from 6.41% to 4.55%; RoCE nearly halved from 41.13% (FY24) to 23.82% (FY26); and RoE fell from 37.26% to 25.84% over the same period — a consistent, multi-year deceleration rather than a single-year blip.
- **Leverage has risen sharply alongside growth:** Net Debt/Equity nearly quadrupled from 0.23x (FY24) to 0.94x (FY26), and Net Debt/EBITDA rose from 0.49x to 2.31x over the same period — growth is increasingly being funded by debt.
- **Operating cash flow has turned negative and is worsening:** The company used approximately ₹27 Cr of operating cash in FY26, up from ₹10 Cr used in FY25, even as reported revenue and (marginally) profit grew — a cash-conversion gap that warrants close monitoring in subsequent quarters.

Figures sourced from RHP-based summaries (Abhinav Mishra's Substack, Sushil Finance, Multibagg, Inxits, Univest) which are broadly consistent with one another. Investors should cross-check exact line items against the final RHP financial statements before investing.

5. VALUATION ANALYSIS

Metric	Value
P/E (x) — upper band (₹272) on FY26 diluted EPS of ₹5.27	51.6
Peer-group average P/E (x), FY26 basis, excluding one extreme outlier*	≈45.2



*Sterlite Technologies Limited, one of the disclosed peers, shows a P/E of 708.38x due to near-negligible reported earnings and has been excluded from the simple peer average above as a statistical outlier; including it would distort the average sharply upward.

Peer Valuation Context

Unlike some other current issues, Orient Cables does have several directly disclosed listed peers in the wires-and-cables space. At the upper price band, the issue's P/E of ~51.6x sits above the peer-group average of roughly 45.2x (excluding the Sterlite outlier), and above most individual peers except RR Kabel and Birla Cable — meaning the issue is priced at a premium to the broader peer set rather than at a discount, unlike some recently reviewed IPOs in other sectors.

Company	P/E (x)	RoNW (%)
Orient Cables India Limited (post-issue, upper band)	51.6	n.a.†
RR Kabel Limited	54.85	20.83
Polycab India Limited	46.49	24.58
Finolex Cables Limited	26.29	12.33
Havells India Limited	42.69	18.97
KEI Industries Limited	48.99	14.75
Paramount Communications Limited	33.47	7.99
Birla Cable Limited	63.54	6.33
Sterlite Technologies Limited	708.38 (outlier)	2.63

† Post-issue RoNW not independently confirmed at the time of this report; a two-year average RoNW of around 23% has been cited by at least one tracker but could not be cross-verified against the final RHP figure. Peer data as disclosed in the RHP and reproduced via Torus Digital, computed on a consolidated basis for FY26 using each peer's own reported earnings and BSE closing price as of the RHP reference date.

6. USE OF FRESH ISSUE PROCEEDS

Of the ₹320 crore fresh issue, ₹247 crore (about 77%) is earmarked to two specific objects — capital expenditure at manufacturing facilities and debt repayment — with the balance available for general corporate purposes. This is a growth-and-deleveraging-oriented use of proceeds, though the debt-repayment amount only partially addresses the company's rapidly rising net debt levels.

Object of the Issue	Amount (₹ Cr)	% of Fresh Issue
Capital expenditure — machinery, equipment & civil works at manufacturing facilities	91.50	≈28.6%
Repayment / prepayment of outstanding borrowings	155.50	≈48.6%
General corporate purposes	≈73.00	≈22.8%
Total	320.00	100%

The separate ₹232 Cr offer-for-sale component is paid to selling promoter shareholders and does not accrue to the company. Total borrowings stood at approximately ₹258.4 Cr as of June 2026, so the ₹155.5 Cr debt-repayment allocation would address roughly 60% of that balance if fully applied as disclosed.

7. INDUSTRY OVERVIEW & TAILWINDS

- **Rising data and connectivity infrastructure investment:** Continued growth in data usage, fibre-optic rollout, network upgrades and data-centre capacity additions across India supports structural demand for networking and specialty cables.
- **Renewable energy and electrification build-out:** Expansion of renewable-energy generation and broader electrification initiatives creates incremental demand for specialty power and instrumentation cables, an area where Orient Cables has been growing its revenue share.



- **Smart-building and security infrastructure adoption:** Growing deployment of smart building automation, security systems and system-integration projects in commercial and government segments supports demand for the company's networking and CCTV/coaxial cable products.
- **Emerging EV and automotive-adjacent opportunities:** The company's newly launched wire, cable-harness and EV charging-gun assembly lines position it to participate in India's electric-vehicle infrastructure build-out, although this remains an early-stage, low-revenue-contribution segment today.

8. KEY STRENGTHS

- **Established market position:** An estimated ~22.9% share of India's networking-cables industry in FY26, up from ~16% in FY22, places the company among the country's top four players in the category.
- **Long operating track record:** Close to two decades of experience since incorporation in 2005 lends credibility with customers and supply-chain partners in a relationship-driven B2B industry.
- **Strong, sustained revenue growth:** A 33.5% two-year revenue CAGR (FY24–FY26), with momentum continuing into Q1 FY27 (₹489.1 Cr quarterly revenue), evidences genuine top-line demand rather than a one-off spike.
- **Diversifying product and end-market mix:** The Specialty Power & Optical Fibre Cables segment grew from 11.9% to 21.4% of revenue in a single year, reducing reliance on core networking cables and broadening exposure across telecom, data centres, renewable energy, smart buildings, FMEG and automotive end-markets.
- **Capacity expansion already underway:** A newly commissioned Bengaluru facility (May 2026) adds to the two existing Bhiwadi, Rajasthan plants, supporting continued volume growth alongside the two established facilities.
- **Long-standing marquee customer relationships:** The RHP cites established, long-standing relationships with marquee clientele as a core strength, supporting revenue visibility.
- **Use of proceeds supports both growth and balance-sheet repair:** The fresh issue funds both capacity-related capex (₹91.5 Cr) and debt repayment (₹155.5 Cr), addressing two of the company's more pressing near-term needs simultaneously.
- **Still-healthy absolute return ratios:** Even after a multi-year decline, FY26 RoCE (23.82%) and RoE (25.84%) remain comfortably above average industrial levels, reflecting a fundamentally profitable core business even as margins compress.



9. KEY RISKS & CONCERNS

We flag the following risk factors, colour-coded by our assessment of relative severity. Investors should also review the detailed “Risk Factors” section of the RHP for the complete and legally exhaustive list of risks disclosed by the Company.

Risk Factor	Description	Severity
Sharp margin compression despite strong revenue growth	FY26 revenue grew 42% but PAT rose only ~0.9%; EBITDA margin fell from 10.17% to 8.23% and PAT margin from 6.41% to 4.55% — growth is not yet translating into proportional profit.	HIGH
Multi-year decline in return ratios	RoCE nearly halved from 41.13% (FY24) to 23.82% (FY26); RoE fell from 37.26% to 25.84% over the same period — a sustained, multi-year trend rather than a single weak year.	HIGH
Rapidly rising leverage	Net Debt/Equity rose from 0.23x to 0.94x and Net Debt/EBITDA from 0.49x to 2.31x between FY24 and FY26 — growth is increasingly debt-funded, and only part of the fresh issue addresses this.	HIGH
Negative and worsening operating cash flow	The company used approximately ₹27 Cr of operating cash in FY26, up from ₹10 Cr used in FY25, even as revenue and (marginally) profit grew — indicating working-capital strain accompanying the growth.	HIGH
Valuation premium to peer group	At ~51.6x P/E on FY26 earnings, the issue is priced above the disclosed peer-group average of ~45.2x and above most individual peers except RR Kabel and Birla Cable, offering limited valuation cushion if growth or margins disappoint.	MEDIUM
Large OFS component benefiting promoters	₹232 Cr of the ₹552 Cr issue (about 42%) is an offer for sale by the promoters — a materially larger monetisation component than the fresh issue's debt-repayment allocation.	MEDIUM
Reporting-perimeter change limits comparability	FY24 and FY25 financials are presented on a standalone basis while FY26 is consolidated (following incorporation of subsidiary OCL Green Technology Limited), complicating a strict apples-to-apples multi-year comparison.	MEDIUM
Weak credit rating disclosure	At least one source indicates the company's last CRISIL rating was B/Stable, marked “issuer not cooperating” — investors should verify the current credit-rating status directly from the RHP before relying on this.	MEDIUM
New-facility ramp-up risk	The Bengaluru facility only commenced operations in May 2026; successful ramp-up to full utilisation and quality/consistency standards is not guaranteed and could affect near-term margins.	MEDIUM
Raw-material price exposure	Key inputs such as copper, aluminium and polymers are subject to price volatility, which can compress margins if cost increases cannot be fully passed through to customers.	MEDIUM

10. IPO TIMELINE & HOW TO APPLY

Event	Date
IPO Opens	September 25, 2026
IPO Closes	September 29, 2026
Basis of Allotment (Tentative)	September 30, 2026
Refund / Demat Credit (Tentative)	On or around October 1–2, 2026



Event	Date
Listing Date (Tentative)	October 5, 2026 (BSE, NSE)

How to Apply – ASBA / UPI

- Apply through your bank's ASBA facility (net-banking) or a broker/app supporting UPI-based bidding; funds are blocked in your account, not debited, until allotment.
- Select "Orient Cables (India) Limited" IPO, choose the retail category if applying as an individual, and bid at the cut-off price or within the ₹258–₹272 band.
- Minimum retail application is 1 lot of 55 shares (≈₹14,960 at the upper band); retail investors may apply for up to 13 lots (≈₹1,94,480), staying within the SEBI ₹2 lakh retail investment cap.
- Approve the UPI mandate request promptly (within the specified window) to ensure your bid is registered before the issue closes.
- Track allotment status via the registrar, KFin Technologies Ltd., using your PAN, application number or demat details after the basis-of-allotment date.

11. GMP & INVESTOR SENTIMENT

Metric	Value
Grey Market Premium (as of Sep 23, 2026, evening)	₹45 (~16.5% over upper band)
GMP Trend, Last 2 Sessions	Rose from ₹34 to ₹45 — firming sentiment
Implied Listing Price Estimate	≈₹317 (vs. ₹272 issue price)

GMP has firmed noticeably in the run-up to the opening of subscription, rising from around ₹34 to ₹45 over the two most recent sessions tracked, implying a healthy double-digit percentage listing premium if sentiment holds. This suggests reasonably strong near-term demand and grey-market conviction, driven in part by the company's strong revenue growth narrative and top-4 market position — even though, as detailed in the Financial Performance section, the underlying profitability and cash-flow trends warrant a more cautious longer-term view than the GMP alone would suggest.

GMP (Grey Market Premium) is an informal, unregulated indicator quoted in the unofficial "grey market" and is not published or endorsed by any stock exchange, SEBI, or Ganesh StockInvest. It reflects prevailing sentiment at a point in time, can swing sharply — including turning negative — right up to the listing date, and should never be the sole basis for an investment decision. Actual listing price performance may differ materially from GMP-implied levels.



12. GANESH STOCKINVEST RECOMMENDATION

GANESH STOCKINVEST RECOMMENDATION: NEUTRAL — SELECTIVE, LONG-TERM ONLY

Strong growth story, but thinning margins, rising leverage and a peer-premium valuation warrant caution

Investment Rationale

- **Genuine market leadership and growth momentum:** A ~22.9% share of a growing industry, top-4 positioning, and a 33.5% two-year revenue CAGR reflect real demand for the company's products across diversifying end-markets.
- **Diversification into higher-growth adjacent categories:** The rapid rise of Specialty Power & Optical Fibre Cables (11.9% → 21.4% of revenue in one year) and early moves into EV-charging assemblies broaden the long-term opportunity set.
- **Balanced use of proceeds:** Funding both capacity expansion and debt repayment addresses near-term growth and balance-sheet needs simultaneously, rather than prioritising only one.

Caution Factors

- Profit has not kept pace with revenue — PAT grew less than 1% in FY26 despite 42% revenue growth, and EBITDA/PAT margins have both declined for two consecutive years.
- RoCE and RoE have nearly halved over three years, and operating cash flow turned negative and worsened in FY26, even as reported profit rose marginally — a cash-quality concern.
- Leverage (Net Debt/Equity, Net Debt/EBITDA) has risen sharply and rapidly, a trend that would need to reverse, not just stabilise, for the balance sheet to be considered healthy.
- At ~51.6x P/E, the issue is priced above its own disclosed peer-group average (~45.2x), leaving limited valuation cushion if the margin and leverage trends do not improve.
- A large OFS component (~42% of the issue) represents meaningful promoter monetisation alongside the primary capital raise.

Suitability – Target Investor Types

Investor Profile	Suitability
Retail investors seeking listing-day gains	Suitable with caution — firm double-digit GMP suggests plausible listing-day demand, independent of the longer-term fundamental picture
Long-term, growth-oriented equity investors	Suitable with caution — acceptable only if comfortable that margin, cash-flow and leverage trends improve from here; the growth story alone does not offset the deteriorating profitability trend
Conservative / risk-averse investors	Less suitable — declining return ratios, rising leverage, negative operating cash flow and a peer-premium valuation sit outside a conservative risk tolerance
Institutional / QIB investors with sector expertise	Suitable with caution — best positioned to independently assess whether the FY26 margin compression is transitory (raw-material or ramp-up related) or structural

Overall View: Orient Cables presents a genuinely strong growth and market-share story in a structurally growing industry, but the FY26 numbers show a business whose profitability, cash generation and balance-sheet strength have all moved in the wrong direction even as revenue surged — and the issue is priced at a premium, not a discount, to its own disclosed listed peers. The firming GMP reflects near-term sentiment rather than a verdict on these underlying trends. We rate this issue NEUTRAL, suitable only for long-term investors who have specifically reviewed and are comfortable with the



margin-compression, leverage and cash-flow trends disclosed in the RHP — rather than as a broad-based subscribe-for-everyone candidate.



13. DISCLAIMER

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