

# Hexagon Nutrition Ltd IPO Note





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### Premium nutrition ingredients partner

Hexagon Nutrition Limited (HNL) is a research-oriented, fully integrated nutrition company that develops, manufactures and markets wellness, clinical and therapeutic nutrition products, including branded nutrition products (PENTASURE, OBESIGO, PEDIAGOLD, NUTRONE), customised micronutrient premixes for food fortification, and therapeutic nutrition products such as Ready-to-Use Foods (RUFs) and Micronutrient Powders (MNPs). The company serves FMCG firms, hospitals, healthcare institutions, government bodies and retail consumers across India and exports to over 75 countries, and operates four manufacturing facilities at Nashik, Chennai, Thoothukudi and Tashkent (Uzbekistan) with certifications like FSSC 22000 and GMP.

HNL's business is organised into three segments — premix formulations (B2B2C), branded wellness/clinical nutrition (B2C) and therapeutic/ESG products (RUFs/MNPs); premix formulations remain the largest contributor (about 47–51% of revenue in recent periods) while branded and therapeutic segments have been growing, and export sales have historically contributed over half of revenues. The company has a pan-India omnichannel distribution network, overseas offices (South Africa, Uzbekistan, Hong Kong) and long-standing relationships with domestic and multinational FMCG customers; however, revenue concentration is material — the top 10 customers contributed ~42%–46% of revenues in recent periods.

Financially, Hexagon reported consolidated revenue from operations of INR 3,249.29 mn in FY25 and INR 2,675.87 mn for the nine months ended Dec 31, 2025; EBITDA for FY25 was INR 409 mn with EBITDA margin ~12.6 and PAT for FY25 was INR 243.77 mn (PAT margin ~7.5%), while net worth and return metrics have improved (ROE ~41.3% in FY25). The Offer is an Offer-for-Sale of up to 3,08,59,704 equity shares (face value INR1) by promoters and selling shareholders, with no fresh issue proceeds to the company in the final abridged prospectus (listing on BSE & NSE); the company has also disclosed key KPIs including capacity utilisation, customer counts and working-capital metrics.

Key strengths include a fully integrated nutrition value chain (R&D → manufacturing → distribution), diversified product mix across wellness, clinical and therapeutic nutrition, strong R&D and quality accreditations, and an established international footprint and export mix. Key risks are dependence on the premix segment and a limited set of large customers (top 5–10 together form a significant portion of revenue), regulatory/quality risks at manufacturing sites (including past facility reconstruction at Nashik), sourcing/raw material price volatility and suboptimal capacity utilisation..

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

	Net Revenue	EBITDA	Net Profit	EBITDA (%)	Net Profit (%)	EPS (INR)	BVPS (INR)	ROE (%)	RoIC (%)	P/E (X)	EV/EBITDA (X)
FY23	278.5	22.4	5.8	8.0	2.1	0.5	13.3	3.6	9.1	95.0	24.7
FY24	297.7	24.4	12.2	8.2	4.1	1.0	14.3	6.9	9.6	45.3	22.5
FY25	324.9	40.9	24.4	12.6	7.5	2.0	15.8	41.3	19.2	22.7	12.9

Source: Ventura Research & Company update

Industry	Nutrition, wellness and nutraceuticals
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#### Scrip Details

Listing	BSE &NSE
Open Date	June 5, 2026
Close Date	June 9, 2026
Price Band	INR 42 – 45
Face Value	INR 1.0
Market Lot	333 Shares
Minimum Lot	1

#### Issue Structure

Issue Size (INR cr)	138.87
Issue Size (Shares)	12.30
QIB Share (%)	≤ 50%
Non-Inst Share (%)	≥ 15%
Retail Share (%)	≥ 35%
Pre Issue No sh. (cr)	12.30
Post Issue No sh. (cr)	12.30
Post Issue Market Cap (cr)	553.0

Shareholding (%)	Pre(%)	Post (%)
Promoter	89.40	64.30
Public	10.60	35.70
<b>TOTAL</b>	<b>100.0</b>	<b>100.0</b>

### Issue Structure and Offer Details

Hexagon Nutrition Ltd IPO is a book build issue of INR 138.87Cr. The issue is entirely an offer for sale of 3.09 Cr. shares aggregating to INR 138.87 Cr.

#### Issue Structure

Investor Category	Allocation
<b>QIB</b>	<b>Not more than 50.00% of the Net Offer</b>
<b>NII (HNI)</b>	<b>Not less than 15.00% of the Net Offer</b>
<b>Retail</b>	<b>Not less than 35.00% of the Net Offer</b>

*Number of shares based on a higher price band of INR 45*

*Source: Company Reports*

#### Objects of the Issue:

The Company proposes utilizing the Net Proceeds from the Offer towards the following objects:

**1. Offer for Sale – INR 138.87 Cr**

Proceeds go to the existing investors.

### Financial Summary

Fig in INR Cr (unless specified)	FY23	FY24	FY25	Fig in INR Cr (unless specified)	FY23	FY24	FY25
<b>Income Statement</b>				<b>Per share data &amp; Yields</b>			
Revenue	278.5	297.7	324.9	Adjusted EPS (INR)	0.5	1.0	2.0
<i>YoY Growth (%)</i>	<i>2.8</i>	<i>6.9</i>	<i>9.1</i>	Adjusted Cash EPS (INR)	1.1	1.7	2.7
Raw Material Cost	168.2	179.9	180.5	Adjusted BVPS (INR)	13.3	14.3	15.8
<i>RM Cost to Sales (%)</i>	<i>60.4</i>	<i>60.4</i>	<i>55.6</i>	Adjusted CFO per share (INR)	(0.0)	1.9	3.1
Employee Cost	41.1	39.7	41.9	CFO Yield (%)	(0.0)	4.2	6.8
<i>Employee Cost to Sales (%)</i>	<i>14.8</i>	<i>13.3</i>	<i>12.9</i>	Adjusted FCF per share (INR)	(0.4)	0.9	2.5
Other Expenses	46.8	53.8	61.6	FCF Yield (%)	(0.8)	2.0	5.6
<i>Other Exp to Sales (%)</i>	<i>16.8</i>	<i>18.1</i>	<i>19.0</i>	<b>Solvency Ratio (X)</b>			
EBITDA	22.4	24.4	40.9	Total Debt to Equity	0.3	0.2	0.1
<i>Margin (%)</i>	<i>8.0</i>	<i>8.2</i>	<i>12.6</i>	Net Debt to Equity	(0.0)	(0.0)	(0.1)
<i>YoY Growth (%)</i>	<i>(38.3)</i>	<i>9.0</i>	<i>67.6</i>	Net Debt to EBITDA	(0.0)	(0.2)	(0.7)
Depreciation & Amortization	7.6	8.1	8.8	<b>Return Ratios (%)</b>			
EBIT	14.8	16.3	32.1	Return on Equity	3.6	6.9	12.6
<i>Margin (%)</i>	<i>5.3</i>	<i>5.5</i>	<i>9.9</i>	Return on Capital Employed	4.3	4.8	10.5
<i>YoY Growth (%)</i>	<i>(49.9)</i>	<i>9.7</i>	<i>97.4</i>	Return on Invested Capital	9.1	9.6	19.2
Other Income	3.1	7.0	6.4	<b>Working Capital Ratios</b>			
Finance Cost	3.3	4.1	3.9	Payable Days (Nos)	59	24	21
Fin Charges Coverage (X)	4.4	3.9	8.1	Inventory Days (Nos)	115	97	69
Exceptional Item	(5.2)	0.4	(0.8)	Receivable Days (Nos)	97	59	67
PBT	9.4	19.5	33.7	Net Working Capital Days (Nos)	153	133	115
<i>Margin (%)</i>	<i>3.4</i>	<i>6.6</i>	<i>10.4</i>	Net Working Capital to Sales (%)	41.8	36.4	31.4
<i>YoY Growth (%)</i>	<i>(71.0)</i>	<i>106.9</i>	<i>72.9</i>	<b>Valuation (X)</b>			
Tax Expense	3.6	7.3	9.3	P/E	95.0	45.3	22.7
<i>Tax Rate (%)</i>	<i>38.2</i>	<i>37.4</i>	<i>27.7</i>	P/BV	3.4	3.1	2.9
PAT	5.8	12.2	24.4	EV/EBITDA	24.7	22.5	12.9
<i>Margin (%)</i>	<i>2.1</i>	<i>4.1</i>	<i>7.5</i>	EV/Sales	2.0	1.8	1.6
<i>YoY Growth (%)</i>	<i>(75.0)</i>	<i>109.7</i>	<i>99.6</i>	<b>Cash Flow Statement</b>			
Min Int/Sh of Assoc	(0.0)	(0.0)	0.0	PBT	9.4	19.5	33.7
Net Profit	5.8	12.2	24.4	Adjustments	26.4	2.9	7.4
<i>Margin (%)</i>	<i>2.1</i>	<i>4.1</i>	<i>7.5</i>	Change in Working Capital	(32.2)	8.2	6.1
<i>YoY Growth (%)</i>	<i>(75.0)</i>	<i>109.7</i>	<i>99.6</i>	Less: Tax Paid	(3.6)	(7.3)	(9.3)
<b>Balance Sheet</b>				Cash Flow from Operations	(0.0)	23.4	37.8
Share Capital	23.3	23.3	23.3	Net Capital Expenditure	(6.4)	(15.0)	(9.5)
Total Reserves	139.8	152.6	170.9	Change in Investments	(12.3)	18.7	(13.2)
Shareholders Fund	163.1	175.9	194.2	Cash Flow from Investing	(18.7)	3.7	(22.7)
Long Term Borrowings	3.7	8.5	7.1	Change in Borrowings	11.9	(15.0)	(10.3)
Deferred Tax Assets / Liabilities	(2.7)	(2.5)	(2.8)	Less: Finance Cost	(3.3)	(4.1)	(3.9)
Other Long Term Liabilities	2.1	2.2	2.6	Proceeds from Equity	0.3	0.0	0.0
Long Term Trade Payables	0.0	0.0	0.0	Buyback of Shares	0.0	0.0	0.0
Long Term Provisions	3.7	4.0	4.8	Dividend Paid	(1.8)	0.0	(5.0)
Total Liabilities	169.9	188.1	205.9	Cash flow from Financing	7.0	(19.1)	(19.2)
Net Block	56.5	65.1	64.3	Net Cash Flow	(11.7)	8.0	(4.1)
Capital Work in Progress	4.1	2.3	3.4	Forex Effect	0.0	0.0	0.0
Intangible assets under development	0.0	0.1	0.7	Opening Balance of Cash	23.2	11.4	19.4
Non Current Investments	0.0	0.0	0.0	Closing Balance of Cash	11.5	19.4	15.2
Long Term Loans & Advances	1.1	0.8	5.6				
Other Non Current Assets	0.6	1.1	1.0				
Net Current Assets	107.7	118.7	131.0				
Total Assets	169.9	188.1	205.9				

Source: Company Reports

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