IPO Note
8th Sept 2026

Manipal Payment & Identity Solutions Ltd

Neutral

Rating: Neutral	
Issue Offer	

Total issue size: INR 8,050 Mn (23.7 Mn shares) - Fresh Issue of INR 3,200 Mn (9.4 Mn shares) and OFS of 4,850 Mn (14.3 Mn shares)

Issue Summary	
Price Band (INR)	322 – 339
Face Value (INR)	2
Implied Market Cap (INR mn)	78.581.70
Market Lot	44
Issue Opens on	9 Sept, 2026
Issue Close on	11 Sept, 2026
No. of share pre-issue	22,23,65,000
No. of share post issue	23,18,04,528
Listing	NSE / BSE

Issue Break-up (%)	
QIB Portion	≥ 50
NIB Portion	≤ 15
Retail Portion	≤ 35

Book Running Lead Managers
Motilal Oswal Investment Advisors Ltd

Registrar
MUFG Intime India Pvt Ltd

Shareholding Pattern		
	Pre-Issue	Post-Issue
Promoters	62.65%	53.92%
Public & Others	37.35%	46.08%

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Manipal Payment and Identity Solutions Limited is a provider of secure payment, identity and transaction solutions, offering card manufacturing, personalization and fulfilment services for banking, identity and loyalty applications. The company also provides cheque book printing, secure printing products, tax stamps, holograms, thermal paper rolls and RFID products, along with smart tagging and IoT solutions. Its offerings extend to government projects including national identity cards, FASTags, driving licences and vehicle registration certificates, supported by manufacturing, personalization and processing facilities across India.

Investment Rationale:

Market leadership in card manufacturing backed by scale and industry tailwinds
The company is among the largest payment card manufacturers globally and in India, ranking as the highest-ranked company in India in card shipments (2023) with an estimated FY26 market share of ~36.4% in credit cards (13.54 Mn units) and ~30.9% in debit cards (72.66 Mn units). It is strategically positioned to capitalize on India's expanding card issuance market, which is projected to grow from 335 Mn units in 2025 to 535 Mn units by 2030 at a 13.1% CAGR.

Sticky marquee client relationships with deep integration and high entry barriers
Servicing over 300 customers in FY26 including 22 private banks, 12 PSBs, and 60+ fintechs/payment banks (e.g., SBI, HDFC Bank, ICICI Bank, Revolut) the company exhibits strong customer stickiness, with 61.34% of clients (accounting for 72.70% of FY26 revenues) retained for over 5 years. Strict security certifications, long-standing client tenure (average of 12.46 years for top 10 customers), and recurring card re-issuance/renewals create high switching costs and robust barriers to entry.

Diversified product suite, technology moat, and parentage advantage
Offers a comprehensive portfolio spanning specialized cards (metal, LED, rPVC, NCMC-compliant transit cards), branch-level instant issuance kiosks, wearable payment form factors, and secure VDP solutions. The business benefits from strict security compliance (IBA-certified facilities, zero security breaches in 3 years), proprietary metal card manufacturing patents, and operational synergies from being part of the established Manipal Group.

Valuation & Outlook: Manipal Payment and Identity Solutions Limited is well-positioned to capitalize on structural tailwinds across India's card issuance, National Common Mobility Card (NCMC) transit migration, and secure digital identity ecosystem, supported by multi-year relationships with major banking and government institutions. Revenue grew 6.2% to INR 13,565.90 Mn in FY26, while restated Profit After Tax (PAT) stood at INR 2,534.60 Mn, delivering healthy operational metrics including a 33.6% EBITDA margin and 18.68% PAT margin. However, key operational monitorables include customer concentration, working capital intensity, and a highly competitive card issuance space. **At the upper price band of INR 339, the issue is valued at ~7.7x P/B and EPS of INR 10.93 based on FY26 earnings. We recommend a 'Neutral' rating for long-term investors.**

Financial Summary:

Particulars (INR Mn)	FY24	FY25	FY26
Revenue	12,679.72	12,771.06	13,565.92
Growth (%YoY)		*0.72%*	*6.22%*
EBITDA	3,555.72	4,087.66	4,558.32
Margins	*28.04%*	*32.01%*	*33.60%*
PAT	2,491.65	2,822.14	2,534.62
Margins	*19.65%*	*22.10%*	*18.68%*
Debt	4,494.70	4,728.70	4.20

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Stock Rating Scale	**Absolute Return**
BUY	>20%
ACCUMULATE	12% to 20%
HOLD	5% to 12%
NEUTRAL	-5% to 5%
REDUCE	-5% to -12%
SELL	<-12%

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