SJ

SHANKESH JEWELLERS LIMITED

Manufacturing | Mainboard

Rs. 88 - 93

18 Aug 2026 - 20 Aug 2026

Issue size	Grey market premium	Earnings per share
—	**+6.5%**	**Rs. 5.87**
	Rs. 6 - 1 source - unregulated, self-reported	issuer disclosed

WHAT STANDS OUT

Profit not converting to cash - Operating cash flow is 0% of profit after tax. Less than half of reported profit arrived as cash — usually receivables or inventory build.

Strong revenue growth - Revenue compounded 24% a year over 2 years. Revenue compounding above 20% a year.

WHAT THE COMPANY DOES

Shankesh Jewellers Limited is a B2B company based in Mumbai's Zaveri Bazaar, with a pan-India presence. The company specializes in hand-crafted gold jewellery, acting as a principal contractor that manages design, material sourcing, and finished jewellery-making processes, which are outsourced to skilled local Karigars through jobworkers.

The company operates an asset-light business model, outsourcing the manufacturing of hand-crafted gold jewellery to skilled Karigars through jobworkers, while managing design, quality checks, and inventory internally.

PROMOTER HOLDING

74.3% before > **—** after

AGAINST LISTED PEERS

Company	P/E	Revenue	Source
Shanti Gold International Limited	10.0x	Rs. 2,019 cr	p.131
Sky Gold & Diamonds Limited	34.9x	Rs. 6,295 cr	p.131
Industry average	22.4x	—	issuer

Figures as printed in the offer document. This page does not say whether that is expensive or cheap — that judgement is yours.

FINANCIALS, RS. CRORE

	2024	2025	2026	2Y CAGR
Revenue	1,062	1,404	1,631	**+23.9%**
EBITDA	29	65	158	—
Profit after tax	13	40	107	**+188.5%**
Net worth	60	101	209	—
Total debt	110	146	168	—

READING THESE NUMBERS AS MANUFACTURING

What actually diagnoses this business: Capacity utilisation - Order book - Working capital days - Customer concentration.

DOES THE PROFIT TURN INTO CASH

	2024	2025	2026
Operating cash flow	1	-23	0
Capital expenditure	1	3	0
Financing	-0	26	12

Operating cash flow is 0% of profit after tax — the rest is sitting in receivables or inventory.

WHEN LOCKED SHARES CAN BE SOLD

Each date releases shares that could not previously be traded.

+1 months	+3 months	+18 months
Anchor, first half	**Anchor, remainder**	**Promoter**
50.0%	50.0%	20.0%

THE DOCUMENT'S OWN CASE, FOR AND AGAINST

STRENGTHS IT CLAIMS

1. Strong historical financial results (p.201)
2. Long Term Relation with local Jobworkers for handling custom hand-crafted gold jewellery making process (p.201)
3. Asset-Light business model (p.202)
4. Wide product range in hand crafted gold jewellery (p.202)
5. Commitment to Quality and Customer Satisfaction (p.202)

RISKS IT DISCLOSES

1. Our business and the demand for our product is reliant on the success of our customers' products with end consumers. (p.25)
2. Jewellery purchases are discretionary and often perceived as luxury purchases, which are sensitive to economic downturns. (p.25)
3. A significant portion of our business operations and revenue generation is concentrated in the Top 5 states. (p.25)
4. We operate in a high-value commodity sector and there are certain security risks associated with the transit and delivery of gold jewellery. (p.25)
5. We are dependent on third party Jobworkers for the production and

Both columns are the offer document's own words, not this page's assessment.

THE INDUSTRY, AS THE DOCUMENT DESCRIBES IT

Market size Rs. 7,90,770 cr in CY25, forecast Rs. 13,57,580 cr by CY30, a 11.4% CAGR.

Drivers it names: Growing middle-class population and their increasing disposable income levels.; Continuous adaptation to consumer trends and behaviour..

Constraints it names: Fluctuating gold prices and stringent government regulations on gold imports..

> These industry figures come from a IMARC Group, CareEdge Research report commissioned and paid for by the issuer. It is not neutral research.
