Equibeeipo™

Your Vision, Our Expertise

VIKSIT BHARAT 2047

BUILDING A STRONGER, SUSTAINABLE INDIA

INDIA'S SME SECTOR

ANALYSIS REPORT

SME SECTOR OUTLOOK

" SMEs are the backbone of India's journey toward a $30 trillion economy. "

FOLLOW US Equibee Capital

Equibeeipo™
Your Vision, Our Expertise

India's $30 Trillion Dream Runs Through Its SMEs

7.34 Crore enterprises powering India's next phase of growth

$3.5T TODAY — **$5T** BY 2030 — **$30T** BY 2047

MANUFACTURING
35% of all-India manufacturing output

EMPLOYMENT
~60% of India's workforce

EXPORTS
45.7% of merchandise exports (FY24)

INNOVATION
Startup–MSME overlap, IP creation, R&D

7.34 Cr
SMEs
The engine of India's growth

30%
GDP Contribution
Already driven by SMEs

$9T
SME Economy Required by 2047
~Size of Germany's GDP today

NO $30 TRILLION INDIA WITHOUT A $9 TRILLION SME SECTOR

Equibeeipo™

Your Vision, Our Expertise

TABLE OF CONTENTS

A roadmap to India's **$9 Trillion** SME opportunity

POWERING GROWTH | ENABLING CAPITAL ACCESS | BUILDING VIKSIT BHARAT 2047

Equibeeipo™
Your Vision, Our Expertise

WHAT IS THE SME SECTOR?

India's entrepreneurial backbone powering growth, employment and innovation.

SME = MICRO, SMALL & MEDIUM ENTERPRISES

Businesses classified based on Investment and Turnover

- Investment in Plant & Equipment
- Annual Turnover

7.34 CRORE MSMEs

THE CONNECTIVE FORCE OF INDIA'S ECONOMY

- MANUFACTURING
- SERVICES & TECHNOLOGY
- TRADING & LOGISTICS
- AGRICULTURE & ALLIED

APRIL 2025 CLASSIFICATION

CATEGORY	INVESTMENT (PLANT & EQUIPMENT)	TURNOVER (ANNUAL)
MICRO	Up to ₹2.5 Cr	Up to ₹10 Cr
SMALL	Up to ₹25 Cr	Up to ₹100 Cr
MEDIUM	Up to ₹125 Cr	Up to ₹500 Cr

★ Revised upward to allow more enterprises to scale while retaining MSME status.

PRE-2006
SSI Era
Defined by investment limits only.

2006
MSMED Act
First official 3-tier classification. Foundation for priority sector lending & schemes.

2020
Composite Criteria
Investment AND turnover criteria introduced. No distinction between manufacturing & services.

2025
Revised Limits
Investment & turnover limits enhanced to support scaling businesses.

2026+
SME Capital Markets
1,277+ companies listed on BSE SME & NSE Emerge.

30% OF INDIA'S GDP

45.7% OF MERCHANDISE EXPORTS

60%+ EMPLOYMENT CONTRIBUTION

FROM SMALL BUSINESSES TO PUBLIC COMPANIES
361 companies have already migrated to the mainboard.

> "The SME sector has evolved from a policy initiative into one of India's most important capital market opportunities."

Equibeeipo™
— Your Vision, Our Expertise —

FRAMEWORK FOR SME LISTINGS

A simplified framework for SME listings and investor understanding

BSE SME

Launched	2012
Min. Paid-up Capital	₹1 Crore
IPO Size	₹1 – ₹25 Crore
Market Maker	Mandatory
Track Record Required	3 Years

No. of Companies Listed in BSE SME till now: **540+**

361+ MAINBOARD MIGRATIONS (AS OF 2026)

NSE EMERGE

Launched	2012
Min. Paid-up Capital	₹1 Crore
IPO Size	₹1 – ₹25 Crore
Market Maker	Mandatory
Track Record Required	3 Years

No. of Companies Listed in NSE Emerge till now: **380+**

THE SME IPO JOURNEY

01 ELIGIBILITY Check → 02 INTERMEDIARIES Appointment → 03 DUE DILIGENCE → 04 DRHP Filing → 05 MARKETING & ROADSHOW → 06 IPO SUBSCRIPTION → 07 ALLOTMENT & LISTING → 08 POST-LISTING COMPLIANCE

SME IPOs offer a **faster, more accessible** route to public markets while remaining under **SEBI's** regulatory framework.

NO $30 TRILLION INDIA WITHOUT A $9 TRILLION SME SECTOR

Equibeeipo™
— Your Vision, Our Expertise —

HOW BIG IS THIS SPACE?

03

The SME sector is the bedrock of India's economy — and a massive underlisted opportunity.

LISTED COMPANIES: THE OPPORTUNITY GAP

Of India's 7.34 crore estimated MSMEs, fewer than 1,300 have ever listed on BSE SME or NSE Emerge.

This is less than 0.02% of the total universe.

Even with a conservative filter of turnover > ₹10 Cr, the listed fraction remains minuscule.

OF INDIA'S SMEs ARE LISTED

Even reaching 0.1% listing penetration would mean 7,300+ listed SMEs — nearly 6x the current count.

SME LISTING LANDSCAPE (AS OF JUN 2026)

Total SME + NSE Emerge Listings	~1,277 companies
Migrated to Mainboard (cumulative)	361 companies (28% of all ever listed)
Total Fund Raised — BSE SME (since 2012)	₹10,652 Crore
Total Fund Raised — NSE Emerge (since 2012)	~₹14,145 Crore
Combined SME Platform Market Cap	>₹3 Lakh Crore
Average SME IPO Size (2025)	~₹32 Crore (tripled from ~₹11 Cr in 2023)
SME IPOs in 2024	243 IPOs 35.8% growth over 2023 (179 IPOs)
Funds Raised via SME IPOs (2024)	>₹9,000 Crore for the first time

THE LISTING GAP — INDIA'S BIGGEST CAPITAL MARKETS OPPORTUNITY

Less than 0.02% of India's SMEs are listed.

The SME IPO market is not at its peak — it is at its beginning.

NO $30 TRILLION INDIA WITHOUT A $9 TRILLION SME SECTOR

Source: Ministry of MSME, DPIIT, RBI, SEBI, BSE, NSE, Economic Survey 2024–25, Press Releases

MASSIVE IN SIZE. MINUSCULE IN LISTINGS. LIMITLESS IN POTENTIAL.

Equibeeipo™
Your Vision, Our Expertise

WHY SME IPOs?

Where Early Investors Find Tomorrow's Market Leaders

1. EARLY ACCESS
Invest Before Institutional Discovery

Be among the first to back high-potential companies before institutions and analysts take notice.

2. VALUATION GAP
Enter Before Re-Rating

SME companies trade at significantly lower valuations than mainboard peers, creating re-rating potential.

3. HIGH GROWTH
Access Emerging Businesses

Invest in fast-growing businesses at an inflection point of their growth journey with long-term wealth creation potential.

VALUATION ADVANTAGE

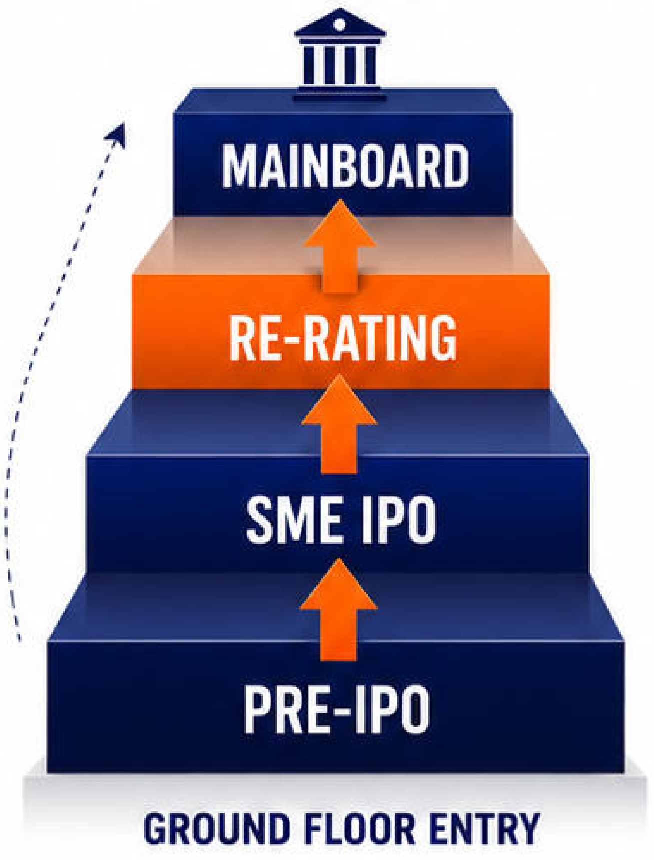
SME IPO		MAINBOARD
8x – 18x P/E at listing	VS	20x – 50x P/E (Comparable Peers)

POTENTIAL RE-RATING
2x – 5x
VALUATION EXPANSION
(Sector Dependent)

Min. Investment: ~₹1 – 2 Lakh (Retail Lot Size)

Allotment Advantage
Higher probability vs. oversubscribed mainboard IPOs

POTENTIAL WEALTH CREATION



IDEAL ENTRY WINDOW

- ✓ **PRE-IPO** — Best access at valuation discovery stage.
- ✓ **IPO STAGE** — Subscription momentum builds opportunity.
- ✓ **FIRST 3–6 MONTHS POST LISTING** — Before institutional awareness kicks in.
- ✗ **MOMENTUM CHASING AFTER +200%** — Avoid chasing stocks up significantly without business validation.

BEST SECTORS RIGHT NOW
Manufacturing, Capital Goods, Specialty Chemicals, EPC & Infra, Consumer Brands with strong domestic demand.

THE SME INVESTOR CHECKLIST

REVENUE GROWTH | PROFITABILITY | DEBT LEVELS | PROMOTER QUALITY | INDUSTRY TAILWINDS

- CUSTOMER DIVERSIFICATION
- IPO VALUATION
- USE OF FUNDS
- MARKET MAKER QUALITY

QUALITY TODAY.
GROWTH TOMORROW.
WEALTH FOREVER.

Equibeeipo™
Your Vision, Our Expertise

THE FOUNDER'S JOURNEY TO LISTING

From Private Business to Public Company

STARTUP → 1 RIGHT ADVISORS → 2 DOCUMENTS & COMPLIANCE → 3 SEBI ICDR FINANCIALS → 4 EXCHANGE SELECTION → IPO LISTING

A NEW CHAPTER BEGINS

CHALLENGE 1

CHOOSING THE RIGHT MERCHANT BANKER

- IPO positioning
- Pricing strategy
- Investor outreach
- Post-listing support

200+ SEBI MEGISTERED MBS
Only a handful dominate SME IPOs

CHALLENGE 2

DOCUMENTATION READINESS

- Restated Financial Statements (3 Years)
- Draft Red Herring Prospectus (DRHP)
- Compliance Certificates
- Legal Disclosures
- Promoter KYC & Due Diligence

Documentation often becomes the biggest execution bottleneck.

CHALLENGE 3

FINANCIAL ELIGIBILITY AS PER SEBI ICDR

- Positive Net Worth
- 3-Year Track Record
- Working Capital Adequacy
- No Winding-Up Proceedings

Clean, compliant and credible financials build investor trust.

CHALLENGE 4

WHERE TO LIST?

BSE SME	VS	NSE EMERGE
Strong Retail Reach		Institutional Visibility
Strong Tier-2/3 Presence		Growing Ecosystem
202 Mainboard Migrations		Strong SME Platform
BEST FOR		**BEST FOR**
Companies with strong retail brand / regional identity		Companies seeking wider visibility & scalability

THE QUALITY OF PREPARATION BEFORE LISTING OFTEN DETERMINES THE QUALITY OF PERFORMANCE AFTER LISTING.

Equibeeipo™
Your Vision, Our Expertise

REAL COMPANIES. REAL RESULTS.

CASE STUDY 01 | Waaree Renewable Technologies Ltd

WAAREE®
One *with the Sun*

WAAREE RENEWABLE TECHNOLOGIES LTD

Solar EPC | Renewable Energy

BSE SME → Mainboard

52,000%+

RETURN FROM SME LISTING TO ALL-TIME HIGH

One of India's highest-ever returns in the listed SME universe.

WEALTH CREATION JOURNEY

- **2012** – SME Listing – ₹2/share
- **2018** – Solar Adoption Wave
- **2023** – ₹538 Cr Revenue
- **2024** – Waaree Energies IPO – ₹4,321 Cr
- **2026** – ₹10,000+ Cr Market Cap

SME LISTING
Aug 8, 2012
(BSE SME)

MARKET CAP (2026)
₹10,000+ Cr
Multi-thousand crore company

REVENUE GROWTH (FY23 → FY26)
₹538 Cr → ₹3,331 Cr
~57% CAGR

SECTOR TAILWIND
500 GW
Non-fossil capacity target by 2030

WHY IT WORKED

- RENEWABLE ENERGY TAILWIND
- STRONG EXECUTION
- SCALABLE BUSINESS MODEL
- EARLY MARKET POSITIONING
- POLICY SUPPORT

KEY LESSON FOR INVESTORS | Early entry in a sector with strong policy tailwinds + capable promoter = transformational returns.

Equibeeipo™
Your Vision, Our Expertise

REAL COMPANIES. REAL RESULTS.

CASE STUDY 02 | **DIXON TECHNOLOGIES (INDIA) LTD**

Dixon®
The brand behind brands

DIXON TECHNOLOGIES (INDIA) LTD

Electronics Manufacturing Services (EMS)

SME → NSE MAINBOARD

1,334%

5-YEAR STOCK RETURN

One of India's most successful *Make in India* wealth-creation stories.

WEALTH CREATION JOURNEY

- **1993** Founded
- **2016** Public Markets
- **2020** PLI Benefits
- **2023** ₹4,658 Cr Revenue
- **2025** ₹41,000+ Cr Revenue
- **₹93,000 Cr** Market Cap

REVENUE (FY25 ANNUALISED)	MARKET CAP (2025 PEAK)	NET PROFIT (Q4 FY25)	5-YEAR RETURN (AS OF 2025)
₹41,000+ Cr	₹93,000 Cr	₹465 Cr	1,334%
120% YoY Growth in Q4 FY25	One of India's top EMS players	Up 379% YoY	Stock Return

WHY IT WORKED

- **MAKE IN INDIA** Tailwind
- **ELECTRONICS MANUFACTURING BOOM** Strong Industry Demand
- **PLI SCHEME BENEFITS** Scale & Cost Advantage
- **GLOBAL BRAND PARTNERSHIPS** Long-term Relationships
- **MAINBOARD RE-RATING** Exponential Creation

TRUSTED BY GLOBAL BRANDS

SAMSUNG | xiaomi | motorola | Google | NOKIA | PHILIPS

KEY LESSON FOR INVESTORS

Platform companies operating in high-growth sectors can achieve exponential scale and valuation re-rating.

FROM A SMALL EMS PLAYER TO INDIA'S LARGEST ELECTRONICS MANUFACTURING COMPANY.

Equibeeipo™
— Your Vision, Our Expertise —

WHAT STANDS OUT

— The signals that matter most for long-term SME investors. —

INDIA SME OPPORTUNITY

01 SIGNAL

7.34 Cr MSMEs
VS
<1,300 Listed

Listing Penetration **<0.02%**

02 SIGNAL

361 Mainboard Migrations

SME platform = launchpad, not destination.

03 SIGNAL

EXPONENTIAL GROWTH

Strong Returns

SME investments have historically delivered exponential growth, creating **exceptional returns.**

04 SIGNAL

₹9,000+ Cr
Raised through SME IPOs in 2024

Record year for the market.

05 SIGNAL

$9 TRILLION
SME sector needed for **Viksit Bharat 2047**

- Policy Support
- PLI Schemes
- One-Stop Boost
- MSME Reforms

06 SIGNAL

₹30 LAKH CR
Estimated SME Credit Gap

- Easy Lending
- Tech Platforms
- Alternate Finance

Unlocking the next wave of SME scaling.

07 SIGNAL

INVESTOR EDGE

- Research
- Patience
- Early Conviction
- Due Diligence
- Risk Management

Rewards discipline.
Penalizes shortcuts.

THE BIG TAKEAWAY

“The SME IPO market is not fully discovered.
The opportunity lies in identifying **tomorrow's market leaders** before the broader market does.”

Equibeeipo™

— Your Vision, Our Expertise —

INDIA'S SME STORY IS JUST GETTING STARTED.

The next generation of market leaders may already be preparing for their IPO.

> *The opportunity is not in finding the next listed giant.*
>
> *It's in identifying it before the market does.*

SCAN TO KNOW EQUIBEE

Where Ambitious Companies Meet Capital Markets.

SME SECTOR REPORT 2026