IKIO LIGHTING LIMITED



(Formerly known as IKIO LIGHTING Pvt. Ltd.) (CIN.:U31401DL2016PLC292884)

Regd. o□ce:

411, Arunachal Building, 19 Barakhamba Road, Cannaught Place New Delhi-110001 Corp. O□ce:

D-234, Sector-63, Noida 201301(U.P.) India. Works:

Plot no. 102, Sector 07, IIE, Sidcul Haridwar, 249403, India.

Date: - 07th August, 2023

To, Listing Operation Department, BSE Limited 20th Floor, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai- 400 001 Scrip Code: - 543923 To,
Listing Compliance Department,
National Stock Exchange of India Limited,
05th Floor, Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai – 400051
Symbol: - IKIO

Sub: <u>Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations</u>, 2015 – Revised Investor Presentation

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, a revised investor presentation is attached for the information of the investors.

Revised Presentation is being uploaded due to some incorrect references.

Kindly ignore the earlier presentation.

The same is also being hosted on the Company's website at www.ikio.in.

You are requested to take the same on record.

Thanking You, FOR IKIO Lighting Limited

Sandeep Kumar Agarwal Company Secretary & Compliance Officer









Investor Presentation | Q1FY24



Disclaimer



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Q1FY24 Highlights

Deployment Status of IPO Funds



Successfully completed the IPO of INR 6,065 Mn, of which, Fresh Issue consisted of INR 3,500 Mn and Offer For Sale by Promoters of INR 2,565 Mn.

Listed on BSE and NSE with effect from June 16, 2023

Objects of the IPO	Available for Deployment	Actual Deployment*	Balance for Deployment	Status*
Repayment of Debt	500.00	500.00	-	Completed
Investment in New Facility	2,123.12	21.28	2,101.84	In Progress
General Corporate Purposes	634.38	135.25	499.13	In Progress
Total	3,257.50**	656.53	2,600.97	

^{*} As on June 30, 2023; ** Net of IPO Expenses

Completion Status of the New Project – Adding ~5 lac Sq. Ft.



- New manufacturing facility at Plot No 10, Sector 156, Noida, Gautam Budh Nagar, Uttar Pradesh
- Constructing 3 blocks totaling ~5 lac sq. ft. (Block I of ~2 lac sq. ft., Block II of ~2 lac sq. ft. and Block III of ~1 lac sq. ft.) over the next 24 to 30 months
- Civil construction work in Block I of ~2 lac sq. ft. is nearing completion and the orders for some of the Machinery have been placed. Block I is expected to be operationalized by end of Q3FY24
- Total proposed area of ~5 lac sq. ft. is in addition to the ~3 lac sq. ft. of total area at the existing 4 units combined



Site Picture: Block I at Plot No 10, Sector 156, Noida, Gautam Budh Nagar, Uttar Pradesh

Key Business Updates



Financial Performance (Consolidated):

- Revenue from operations stood at INR 1,084 Mn in Q1FY24 and INR 3,588 Mn in FY23*
- Profitability maintained with EBITDA margin of 21.7% in Q1FY24 and 22.3% in FY23*
- Healthy Return Ratios with RoE at 35.2% and RoCE of 28.3% for FY23*
- With the repayment of debt from the IPO Proceeds, the Company remains **Net Debt Negative**

Operational Updates:

- ODM Lighting Solutions: Grew in-line with our expectations
- Exports: The inventory clearances in the USA impacted deliveries in the month of May and June 2023. However, regular deliveries have commenced from Aug 2023 onwards

^{*} Consolidated financials for FY23 includes Standalone financials for FY23 + Subsidiaries' financials from 12-Sep-22 to 31-Mar-23

Standalone Profit & Loss



Particulars (INR Mn)	Q1FY24	Q1FY23	YoY %	Q4FY23	QoQ %	FY23
Revenue from Operations	615	493		611		2,414
Other Income	19	4		15		26
Total Income	634	497	28%	625	1%	2,440
Raw Material	469	295		398		1,695
Changes in inventories	-31	41		46		60
Employee Expenses	53	44		44		189
Other Operating Expenses	25	23		22		80
EBITDA	118	93	26%	115	3%	416
EBITDA Margin (%)	18.6%	18.8%		18.3%		17.0%
Depreciation	7	7		8		29
Finance Cost	19	12		46		57
Profit Before Tax	92	74	24%	61	52%	329
Tax	24	19		13		83
Profit After Tax	68	56	22%	48	43%	246
PAT Margin (%)	10.7%	11.2%		7.6%		10.1%
EPS (INR)	0.88	0.86		0.73		3.79

Note on Consolidated Financial Information



Entities Included in Consolidated Financials:

Q1FY23	Q2FY23**	Q3FY23	Q4FY23	FY23**	Q1FY24
IKIO Lighting Ltd	IKIO Lighting Ltd	IKIO Lighting Ltd	IKIO Lighting Ltd	IKIO Lighting Ltd	IKIO Lighting Ltd
	Fine Technologies Pvt. Ltd.				
	Royalux Lighting Pvt. Ltd.				
	Royalux Exports Pvt. Ltd.				
	IKIO Solutions Pvt. Ltd.				

^{**} Subsidiaries Acquired on 12-Sep-23, hence Q2FY23 will include 19 days of full consolidation and FY23 includes consolidation from 12-Sep-22 to 31-Mar-23

Accordingly, in the reported Consolidated Financials:

- Q1FY24 is not comparable to Q1FY23, but is comparable to Q4FY23
- FY23 includes consolidation from 12th September 2022 to 31st March 2023 and is not comparable to previous Financial Years

Consolidated Profit & Loss



Particulars (INR Mn)	Q1FY24	Q1FY23*	Q4FY23	FY23**
Revenue from Operations	1,084	493	1,180	3,588
Other Income	9	4	7	32
Total Income	1,093	497	1,188	3,619
Raw Material	683	295	683	2,254
Changes in inventories	-31	41	58	49
Employee Expenses	113	44	102	308
Other Operating Expenses	91	23	77	202
EBITDA	237	93	268	806
EBITDA Margin (%)	21.7%	18.8%	22.5%	22.3%
Depreciation	20	7	27	58
Finance Cost	30	12	63	90
Profit Before Tax	187	74	177	658
Tax	48	19	39	158
Profit After Tax	138	56	139	500
PAT Margin (%)	12.7%	11.2%	11.7%	13.8%
EPS (INR)	1.79	0.86	2.13	7.70

^{*} Q1FY23 includes only Standalone financials since Subsidiaries were acquired on 12-Sep-22, hence not comparable with Q1FY24

^{**} Consolidated financials for FY23 includes Standalone financials for FY23 + Subsidiaries' financials from 12-Sep-22 to 31-Mar-23

Key Performance Indicators



Consolidated (INR Mn)	Q1FY24	FY23**
Revenue from Operations	1,084	3,588
- LED Lighting Solutions*	893	3,191
- Commercial Refrigeration*	87	84
- Others*	104	313
EBITDA	237	806
EBITDA Margin (%)	21.7%	22.3%
Profit After Tax	138	500
PAT Margin (%)	12.7%	13.8%
RoE (%)	NM	35.2%
RoCE (%)	NM	28.3%
Net Debt to Operating EBITDA (x)	-8.97***	1.55
Capital Expenditure	NM	98

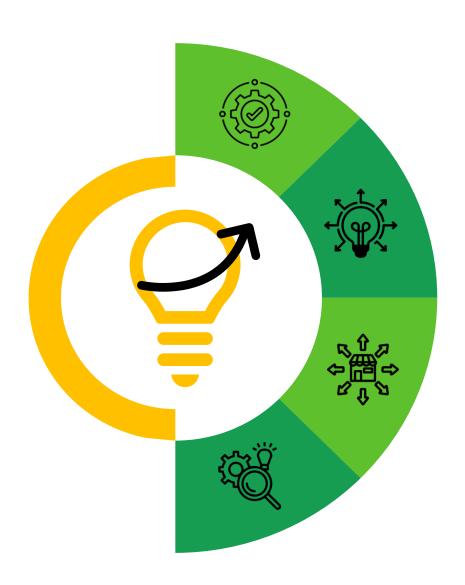
^{*} These segments have been prepared in accordance with the KPIs disclosed in the Offer Documents and have been regrouped for ease of reference

^{**} Consolidated financials for FY23 includes Standalone financials for FY23 + Subsidiaries' financials from 12-Sep-22 to 31-Mar-23

^{***} Net Debt stands negative as on 30-Jun-23 on account of IPO proceeds which are yet to be deployed and hence the Net Debt/EBITDA ratio is not meaningful

Key Focus Areas For Growth





Capacity Expansion

- New Manufacturing Facility of ~ 500,000 sq. ft. at Noida, to manufacture LED home lighting, Solar Panel & Systems and ABS Pipes, and other new product lines
- Block 1 which is of ~2 lac sq. ft. is expected to be operationalized by Q3FY24
- Ample headroom for expansion

Product Expansion

- In the process of developing and launching Rechargeable Appliances
- Expanding RV Offerings to get larger wallet share
- Developing more SKUs for Home Décor vertical

Market Expansion

Focus our expansion on more ODM Products for India and International Markets

Focus on R&D

- Develop New Products for ODM business
- Enhance Production and Cost Efficiencies for customer product suites
- Drive Product Innovation in-line with the demand of our customers and end-user preferences for better comfort, quality, performance and aesthetics

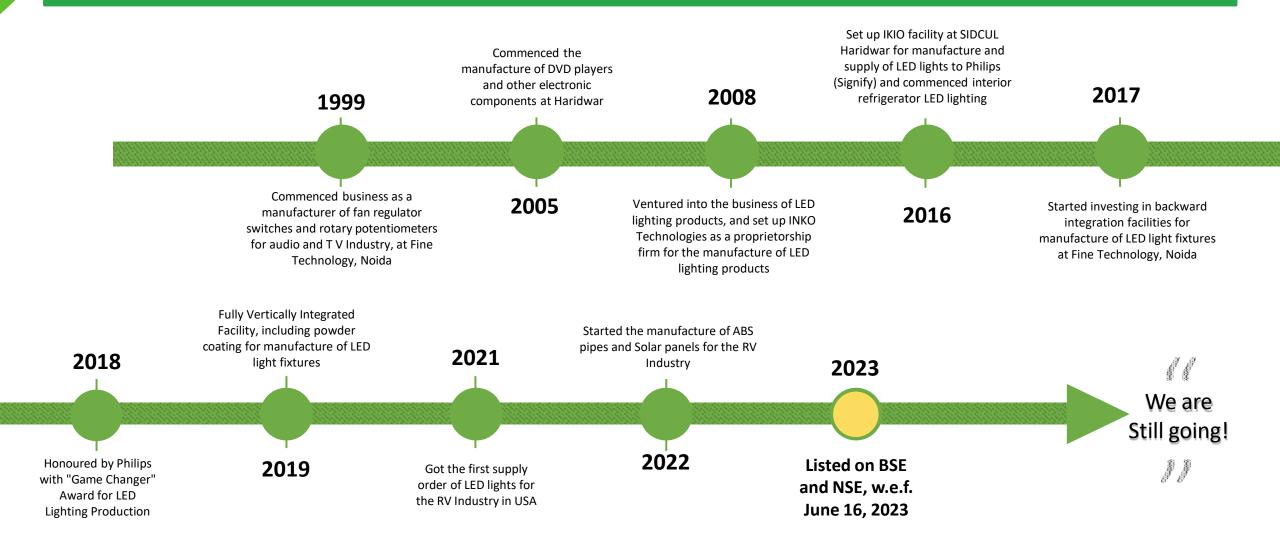




Company Overview

Journey of the Company From Product Manufacturing To...





...One of India's Leading Manufacturer of High-End Lighting Solutions...



Company Overview

- One of India's leading ODM (Original Design Manufacturer) that designs, develops, manufactures and supplies products (mainly LED Lightings) that are sold under customer brand
- Strong and diversified product offering of over 1,000 SKUs
- Manufactured at four well-integrated facilities spread over ~3 lac sq. ft.
- Strong in-house R&D department that enables further integration through
 Process and Product Development
- **Experienced Management** with oversight by strong Board of Directors

LED Lighting solutions

- High-End Home Decorative LED Lights
- Indoor and Outdoor Lights as ODM

Commercial Refrigeration

- Interior LED Lights
- IPS Stabilisers

Other Products

- RV LED Lights
- Rotary Switches
- RV Solar Panels
- Fan Regulators
- RV ABS Pipes

RV: Recreational Vehicles

...Offering Well-Diversified Product Basket of Over 1000 SKUs...

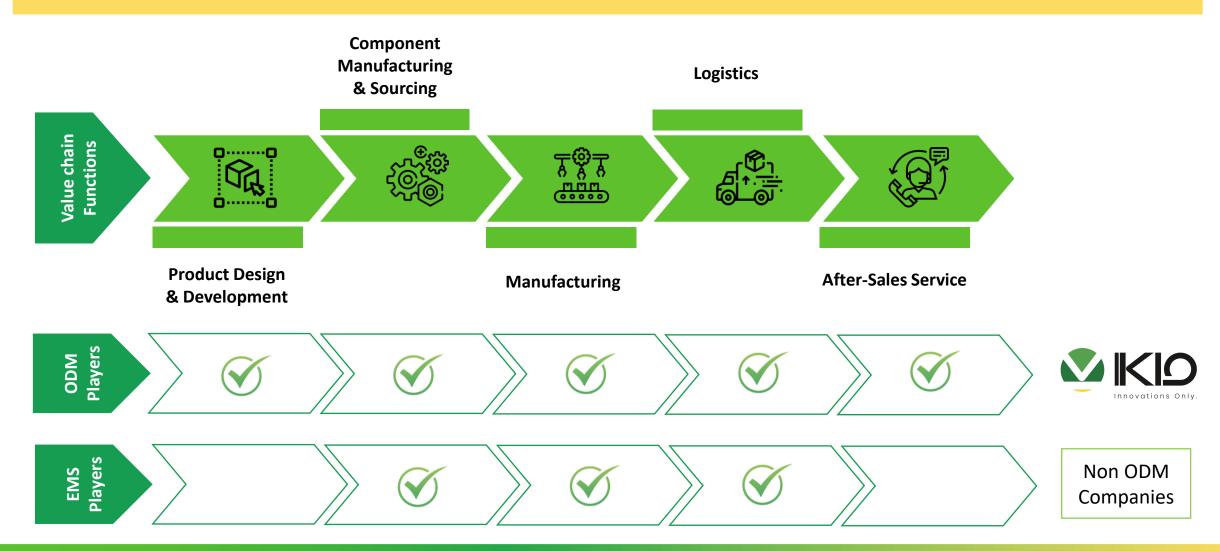




...Developed Through a Fully Integrated Design & Manufacturing Process...



IKIO as an ODM has presence across the value chain which enables Quality Control, Consistent Supply and Healthy Margins



...At State-of-the-Art Manufacturing Facilities Spread Over ~3 Lac Sq.Ft.





• Location: SIDCUL, Haridwar

• Area: 42,517 Sq. Ft.

• Key Products:

✓ LED lights

✓ Regulator & switches



• Location: Noida

• Area: 80,000 Sq. Ft.

• Key Products:

✓ Regulator

Switches

Backward integration processes like Tool Room, Injection Moulding, Powder Coating, CNC Machining, etc.



• Location: Noida

• **Area:** 1,12,077 Sq. Ft.

• Key Products:

Refrigeration LED Lightings& Controls

✓ LED Module

✓ Drivers

✓ IPS Controller



• Location: Noida

• Area: 57,171 Sq. Ft.

• Key Products:

✓ LED Lights (RV)

✓ Solar Panels

✓ ABS Pipes for RV

Long Term Relationship with Marquee Customers Act as a Business Moat



- IKIO's largest customer, Philips (Signify) has a 11-year long relationship with the company enabling it to grow consistently year after year. IKIO commenced business with Signify with 2 SKUs and has crossed 800 SKUs in FY23
- IKIO's constant focus on development of new SKU's ensures Customer Stickiness, helping garner a larger wallet share of its customers
- Besides increasing the domestic wallet share with its existing customers, IKIO has also managed to supply LED home Lighting Products to their International Supply Chain

Long Town	LED Lighting Solutions	Commercial Refrigeration	Other Products
Long Term Relationships with Key Players	■ Philips (Signify)	 Western Refrigeration Pvt Ltd Frigoglass India Pvt Ltd Voltas Limited 	 Rlux RV LLC Znergy Inc. Le-grand

Strong R&D and Backward Integration Driving Efficiencies and Cost Savings





Product Development

- Increased Offerings from 2 SKUs of LED lights around 10 years ago, to a portfolio of over 1,000 SKUs developed in-house.
- The total number of SKUs manufactured for Signify has increased from 225 in 2018 to 800+ SKUs in 2023



Tooling & Moulds

- Expertise in tooling coupled with consistent investments helps us to produce many of the components.
- Except for certain parts, all mechanical components are manufactured by us.

دل وكان

Design Expertise

- IKIO's R&D team supports its customers with concept sketching, design refinement and optional product features.
- During the global semiconductor shortage, IKIO's R&D team reengineered solutions to adapt available raw materials and component to ensure uninterrupted supply of products to customers.



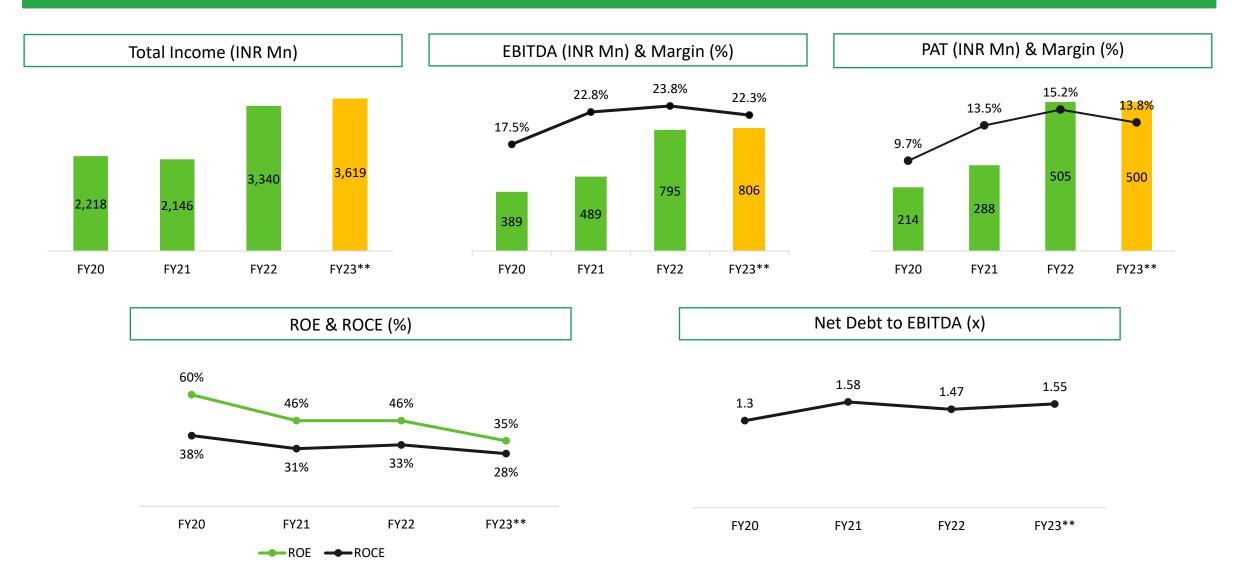
Backward Integration

- Allows us to offer end-toend product solutions
- Develop control on our supply chain
- Improve profit margins



Consistent Growth with Key Focus on Margins





Note: Data for FY20 to FY22 is on Proforma Basis; *Consolidated financials includes Standalone financials for FY23 + Subsidiaries' financials from 12-Sep-22 to 31-Mar-23

Strong Oversight by Experienced Board ...





Hardeep Singh
Chairman and MD

Founder and Promoter. Has more than two decades of experience in the manufacturing of television kits, electronic components, and LED lighting. oversees the overall functions of the Company and is responsible for overseeing the strategic growth initiatives and expansion plans.



Surmeet Kaur Whole Time Director

Whole-time Director and Promoter. She holds a bachelors' degree in Arts (Honours) from University of Delhi. She has been associated with the Company since inception and is responsible for management of Human Resources.



Sanjeet Singh Whole Time Director

He is a whole-time Director. He holds a bachelor's degree in Commerce from University of Delhi. He has been associated with the Company since February 1, 2019. He oversees the overall operations of the Company.



Chandra Sekhar Verma Independent Director

He is a qualified Cost and Management Accountant and Company Secretary. He has previously served as Chairman and Managing Director of Steel Authority of India Limited.



Kishor Kumar Sansi Independent Director

Previously he was the
Executive Director of Punjab &
Sind Bank and the Managing
Director and Chief Executive
Officer of Vijaya Bank and has
years of experience in Public
Sector Banks.



Rohit Singhal Independent Director

He holds a bachelor's degree in bachelors of Commerce from Delhi University. He is a qualified Chartered Accountant and has over 12 years of experience as a practicing Chartered accountant.

... Ably Supported by Experienced Senior Management





Ishween Kaur *Chief Marketing Officer*

Holds a Bachelor's degree in Business Administration from the Guru Gobind Singh Indraprastha University. Currently responsible for the marketing activities



Subhash Agrawal Chief Financial Officer

Holds a Bachelor's degree in Science and is a qualified Chartered Accountant and a fellow member of ICAI. Experience of over 22 years as a CA.



Sandeep Agarwal *Compliance Officer & Company Secretary*

Holds a (M.CoM) and (MBA). He is a qualified company secretary. Experience of more than 15 years



K.P. Prakash
Plant Head - Rotary
& Fixture

Holds a Bachelor's degree from Mahatma Gandhi University. Has 23 years of experience in the field of Production. Currently responsible for assisting in the overall plant operation of Fine Technology



Manoj Chetal Plant Head - LED Lighting

Holds a Bachelor's degree in Electrical & Electronics from the Birla Institute of Technology & Science.



Rajat Behal Business Head (Exports)

Holds a master's in Business Administration from Indira Gandhi Open University and a bachelor's degree in Electronics Engineering from the University of Pune.



Pradeep Singhal

President
Operations

Holds a B.E -Production And Industrial Degree. Has 30 years of in-depth experience of strategic sourcing & procurement.



S P SinghMarketing Head Refrigeration
Lighting

Associated with our Company since 2017. Previously, he has worked with Inko Technologies, a proprietary concern of our Promoter Hardeep Singh.



Praveen Saini R&D Head

Holds a Bachelor's degree in Electronics & Communication from Gautam Buddh Technical University. Has over 12 years of experience in the field of Research and Development.



Daljit Singh *General Manager*

Hold Bachelor of Science & Engineering Technology & Diploma in Electrical Engineering. Has 33+ year experience in manufacturing field of various product segments

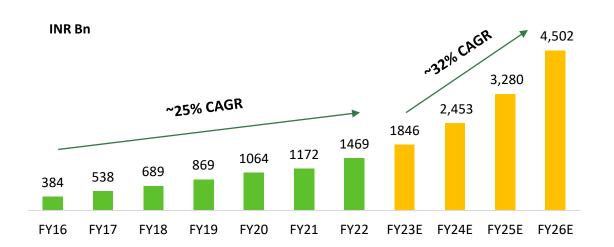




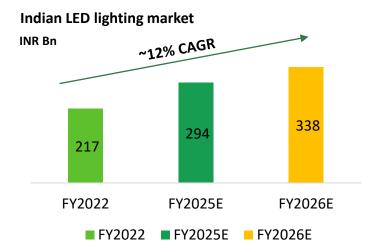
Sector Opportunities

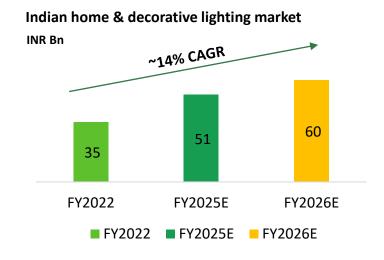
The Indian EMS market is estimated to growth at 32% CAGR

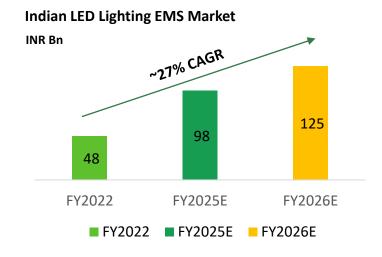




1	China +1 Strategy
2	Development of electronics ecosystem by global and domestic players
3	Government incentives and schemes
4	Import substitution
5	Supply chain realignment
6	Component manufacturing / lead time
7	Local value addition



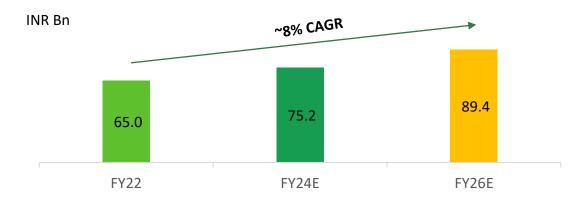




Commercial Refrigeration Industry



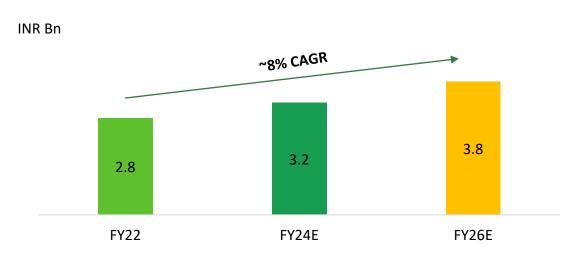
Indian CR industry to grow rapidly...



...Led by Factors Such As

1	Changing Food habits
2	Growth in Food processing Infrastructure
3	Booming organized Food retail and QSR Segment
4	Increase in usage of CR Products in unorganised retail

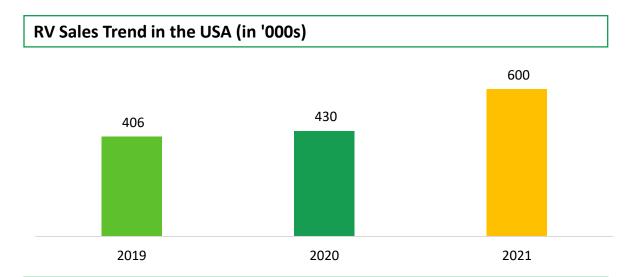
Lighting Solutions in CR Industry to grow In-line



IKIO Group is a major player in the CR Lighting Solutions market and is well-placed to capture further market share by Expanding Product Offerings

Recreational Vehicle Industry

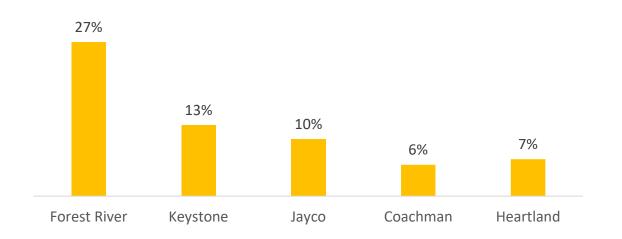




...Led by Factors Such As

1	Rapid expansion of tourism industry
2	Advances in technology
3	Increasing number of recreational parks
4	Surge in commercial trailer rental services
5	"America the beautiful" initiative from US Government
6	Developing trail network

Key Players Market Share – Travel Trailer



IKIO Group caters to the distributor of USA's largest RV player

(Forest River) and is well-placed to capture further wallet share by

Expanding Product Offerings





Annual Financials

Standalone - Profit & Loss



Particulars (INR Mn)	FY20	FY21	FY22	FY23
Revenue from Operations	1,406	1,597	2,199	2,414
Other Income	1	4	8	26
Total Income	1,407	1,600	2,207	2,440
Raw Material	954	1,052	1,524	1,695
Changes in inventories	-10	7	-68	60
Employee Expenses	162	194	264	189
Other Operating Expenses	37	40	78	80
EBITDA	264	307	410	416
EBITDA Margin (%)	18.8%	19.2%	18.6%	17.0%
Depreciation	22	25	24	29
Finance Cost	21	6	5	57
Profit Before Tax	221	276	380	329
Tax	61	71	100	83
Profit After Tax	160	206	280	246
PAT Margin (%)	11.4%	12.9%	12.7%	10.1%

Consolidated - Profit & Loss (Proforma)



Particulars (INR Mn)	FY20	FY21	FY22	FY23*	FY23**
Revenue from Operations	2,202	2,134	3,318	4,467	3,588
Other Income	16	11	22	49	32
Total Income	2,218	2,146	3,340	4,515	3,619
Raw Material	1,392	1,214	2,096	2,774	2,254
Changes in inventories	0	-10	-174	-12	49
Employee Expenses	287	294	423	393	308
Other Operating Expenses	150	158	200	316	202
EBITDA	389	489	795	1,043	806
EBITDA Margin (%)	17.5%	22.8%	23.8%	23.1%	22.3%
Depreciation	41	47	51	70	58
Finance Cost	46	44	49	110	90
Profit Before Tax	302	399	695	863	658
Tax	88	111	190	211	158
Profit After Tax	214	288	505	652	500
PAT Margin (%)	9.7%	13.5%	15.2%	14.6%	13.8%

^{*} Proforma Consolidated Financials, not subject to limited review or audit

^{**} Audited Consolidated Financials as reported, includes Standalone financials for FY23 + Subsidiaries' financials from 12-Sep-22 to 31-Mar-23

Balance Sheet Extract

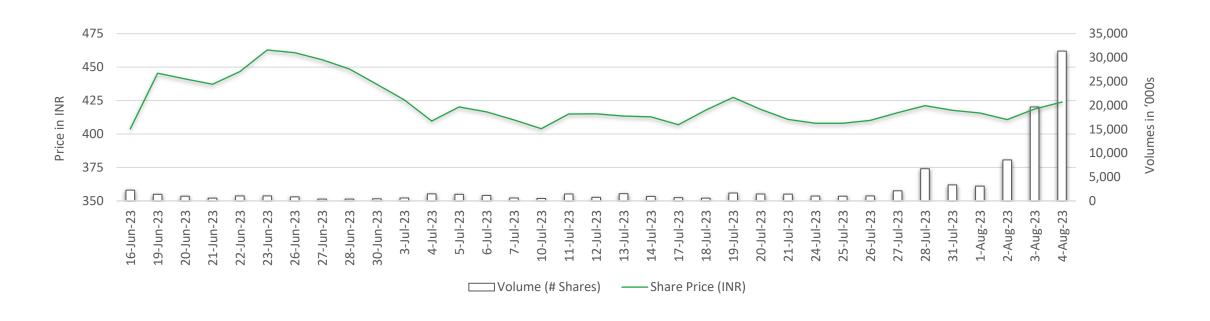


Liabilities (INR Mn)	Stand	alone	Consolidated
Liabilities (IIAK IVIII)	Mar-22	Mar-23	Mar-23
Total Equity	764	1,012	1,422
Share Capital	250	650	650
Other Equity	514	362	772
Non-Current Liabilities	21	13	113
Borrowings	11	3	12
Lease Liabilities	2	0	78
Provisions	8	10	23
Current Liabilities	341	470	1,575
Borrowings	147	241	1,135
Trade Payables	140	182	241
Other Financial Liabilities	32	24	112
Other Current Liabilities	17	22	84
Provisions	4	2	3
Total Liabilities	1,126	1,495	3,110

Assets (INR Mn)	Standalone		Consolidated
	Mar-22	Mar-23	Mar-23
Non-Current Assets	189	452	972
Plant, Property & Equipment	168	175	313
Capital WIP	0	0	269
Goodwill & Intangibles	0	1	6
Right of use of Assets	3	2.1	331
Financial Assets	2	261	6
Other Non-Current Assets	15	14	47
Current Assets	937	1,043	2,138
Inventories	562	444	1,206
Debtors	260	163	727
Cash Eq. and Bank	7	1	30
Other Financial Assets	1	292	4
Other Current Assets	108	143	171
Total Assets	1,126	1,495	3,110

Share Price Information

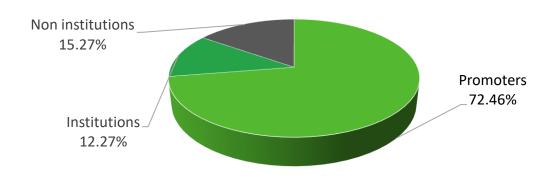




Capital Market Information (as on 4-Aug-23)

BSE/NSE Code	543923/IKIO
CMP (Rs)	424.50
Market Cap (Rs Cr)	3,274
Shares (Cr)	7.73
Face Value (Rs)	10

Shareholding Pattern (as on 30-June-23)



Thank You



Mr. Sandeep Agarwal

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secretarial@ikiolighting.com

CIN NO.: U31401DL2016PLC292884



Pooja Sharma / Vinita Pandya

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