



INDIAN NIPPON ELECTRICALS LIMITED.

COMPANY BACKGROUND.....

- Established in 1984 by T.K Balaji who has won a gold medal for outstanding scholastic performance and was a member of Development Council for Automobile and Allied Industries. He is the Chairman and Managing Director of Lucas TVS Ltd. and Managing Director of Delphi TVS Technologies Ltd.
- In 1985 the company was converted into a Joint Venture. Converted into a joint venture between Lucas -TVS Ltd and MAHL Electric Drives Japan Corp, Japan. Mr. Arvind Balaji is the Managing Director of the Joint Venture.
- India Nippon Electricals Limited (INEL) is among the leading manufacturers of electronic ignition systems for the automobile industry.
- The manufacturing units are located in Tamil Nadu, Puducherry and Haryana. Key customers include all leading automotive companies located in India and globally.
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BUSINESS MIX (FY24).....

- Electric Ignition System** - INEL enjoys a market leadership position in electronic ignition system products. It is a modern automotive ignition system that replaces the conventional one. Expected to take over 35% of the market.
- Controllers Portfolio** – This refers to the various electronic control units (ECUs) and modules that manage and control different systems and functions within the vehicle.
- Sensors Portfolio** - It is the collection of various sensors installed throughout the vehicle to monitor and provide critical data on its operating condition.
- EV Portfolio** – A recently established Technology centre in Tamil Nadu is focused on developing EV products and technologies for emission control.

KEY STRENGTHS.....

- Tier 1 supplier to major OEMs. Offers a wide range of products and has a strong customer base and client focus.
- Trust in technology: Advancing new technology that addresses the futuristic needs of our customers.
- Demonstrating a high degree of responsiveness to market trends and offering just-in-time supplies to customers.
- INEL is a zero-debt company .
- Driving operational efficiencies while ensuring strict adherence to quality standards for providing customers with a better value proposition.

FINANCIAL HIGHLIGHTS (CONSOLIDATED).....

(INR Mn)	Net Income	EBITDA	EBITDA%	PAT	PAT%	EPS
FY21	4,812	463	9.6%	396	8.2%	17.52
FY22	5,663	497	8.8%	503	8.9%	22.21
FY23	6,563	528	8.1%	482	7.3%	21.32
FY24	7,241	664	9.2%	593	8.2%	26.21

Key Data

BSE Code	532240
NSE Code	INDNIPPON
Reuters	INEL.NS
Bloomberg	INE:IN

Market Data (INR) as on 31st March, 2024

Face Value	5.0
CMP	678.60
52 Week H/L	810.95/330.95
MCAP (Mn)	15,350.90
Shares O/S (Mn)	22.62
1 Yr Avg. Daily Vol. ('000)	65.00

Performance as on 31st March, 2024

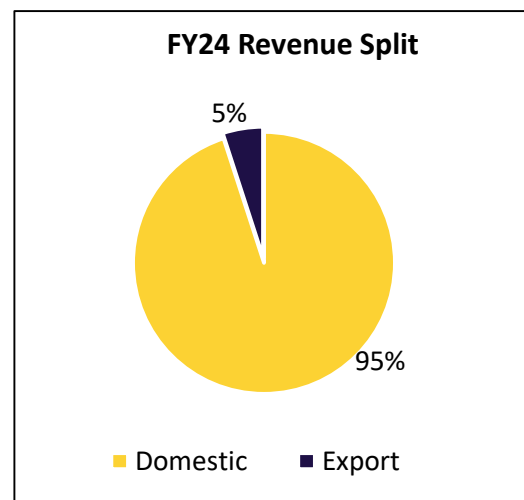
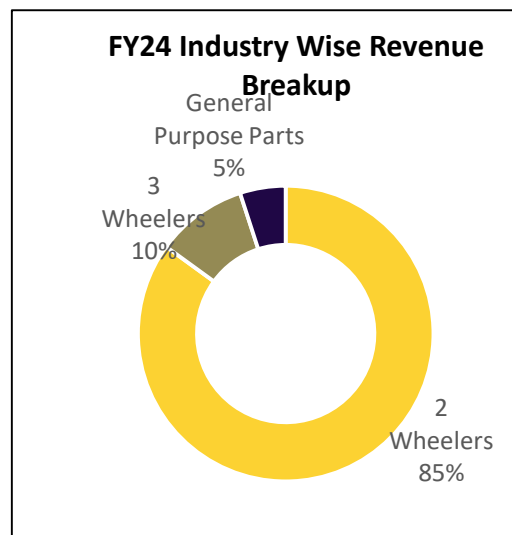
	3M	6M	12M
INEL	27.0%	32.8%	105.0%
SENSEX	1.98%	11.91%	24.56%
BSE MIDCAP	6.22%	21.43%	62.87%

Shareholding Pattern as on 31st March, 2024

Promoters	70.37%
Public	29.63%

PRODUCT PORTFOLIO.....

- Electronic Ignition System:** It is a modern automotive ignition system that replaces the conventional mechanical ignition systems used in older vehicles. Its primary function is to ignite the air-fuel mixture in the engine's cylinders at the right time to facilitate combustion and power generation. The key product in this segment is the flywheel magneto which is a type of ignition system that combines the functions of a flywheel and a magneto to generate electrical power and provide the spark required for engine ignition. It is commonly used in small engines, such as those found in motorcycles, lawnmowers, chainsaws, and other small power equipment. The Flywheel Magneto system is known for its simplicity, reliability, and self-sufficiency.
- Controllers:** These refers to the various electronic control units (ECUs) and modules that manage and control different systems and functions within the vehicle. Modern vehicles are equipped with numerous electronic components and systems, and these controllers are responsible for monitoring, regulating, and coordinating their operations.
- Sensors:** It is the collection of various sensors installed throughout the vehicle to monitor and provide critical data on its operating conditions. These sensors are crucial in modern automotive systems, enabling advanced functionalities, improving safety, and optimizing performance.
- 2W Electric Vehicles:** Recently established world-class Technology center in Tamil Nadu is mainly focused on developing EV technology products and Technologies for emission control and compliance. Mechatronic products with new technology solutions and software are also being designed for wide applications across segments.
- AfterMarket:** A dedicated team is focusing on aftermarket and several measures are taken to strengthen brand image, product range, constant sales promotion efforts and distribution network to extract maximum value for the business. INEL also conducts skill development programmed for 2W mechanics.



KEY GROWTH DRIVERS.....

- Recently entered into a Technical Licensing partnership with Borg Warner, a global leading automotive supplier, for the Control unit for Electronic Fuel Injection (EFI ECU) which will enable to enter a new product segment of the EFI system and serve customers for two and three-wheeler applications.
- Growing EV portfolio and exploring new business lines. Focused on expanding presence to new geographical locations and penetrating deeper into existing markets.
- Dedicated team to focus on aftermarkets business to enhance revenue.

PEER COMPARISON (TRAILING 12 MONTHS) INR MN

Company	Revenue from Operations	EBITDA	EBITDA%	Net Profit	PAT%	M Cap
INEL	7,241	664	9.2%	593	8.2%	15,350.90
PRICOL	22,416	2,597	11.6%	1,406	6.3%	47,424.09
MINDA CORP	46,516	5148	11.1%	2,271	4.9%	99,983.02
VARROC ENG.	75,387	7,603	10.1%	5,321	7.1%	76,607.10
SUPRAJIT	28,959	3,230	11.2%	1,406	6.3%	56,993.32

INCOME STATEMENT (CONSOLIDATED)

Income Statement (Mn)	FY21	FY22	FY23	FY24
Total Operational Income	4,812	5,663	6,563	7,241
Total Expenses	4,349	5,166	6,035	6,577
EBITDA	463	497	528	664
EBITDA Margins (%)	9.63%	8.78%	8.05%	9.17%
Other Income	152	252	226	249
Depreciation	103	129	146	151
Finance Cost	6	5	4	4
PBT	506	615	604	758
Tax	110	112	122	165
Profit After Tax	396	503	482	593
PAT Margins (%)	8.23%	8.88%	7.34%	8.19%
EPS (After Exceptional Items)	17.52	22.21	21.32	26.21

BALANCE SHEET (CONSOLIDATED)

Liabilities (INR Mn)	FY22	FY23	FY24	Assets (INR Mn)	FY22	FY23	FY24
Shareholders Fund				Assets			
Equity Share Capital	113	113	113	Non-Current Assets			
Other Equity	4,939	5,490	6,120	Property, Plant and Equipment	1,163	1,211	1,312
Total Shareholders Funds	5,052	5,603	6,233	Capital WIP	51	128	127
Non-Current Liabilities				Intangible Assets	17	16	14
Financial Liabilities				Right of use assets	122	118	109
i) Long-Term Borrowings	-	-	-	Investments	1,456	2,027	2,508
ii) Lease Liabilities	33	29	21	Loans	11	12	11
Deferred Tax Liabilities (Net)	215	299	377	Other Financial Assets	45	8	10
Long Term Provisions	26	32	36	Other Non-current Assets	10	1	-
Total Non-Current Liabilities	274	360	434	Total Non-Current Assets	2,875	3,521	4,091
Current Liabilities				Inventories	496	561	692
Lease Liabilities	6	7	8	Financial Assets			
ii) Trade Payables	901	955	1,382	i) Trade and other Receivable	1,180	1,195	1,417
iii) Other financial Liabilities	28	27	36	ii) Investments	1,327	1,523	1,811
Short-Term Provisions	9	9	20	ii) Cash & Cash Equivalents	366	228	189
Other Current liabilities	142	217	257	iv) Other Financial Assets	11	13	6
Current tax liabilities (Net)	-	-	-	Other Current Assets	90	77	111
Total Current Liabilities	1,085	1,215	1,703	Current Tax Assets	66	60	53
TOTAL LIABILITIES	6,411	7,178	8,370	Total Current Assets	3,536	3,657	4,279
				TOTAL ASSETS	6,411	7,178	8,370

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India Nippon Electricals Limited:

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