



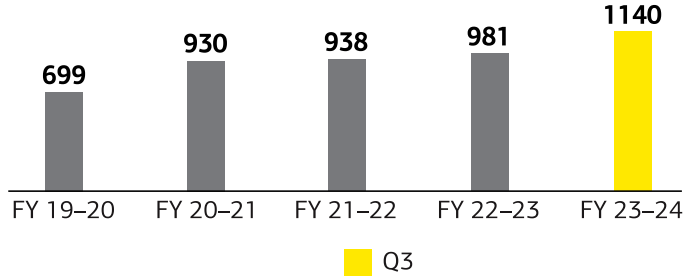
Q3

Financial Report

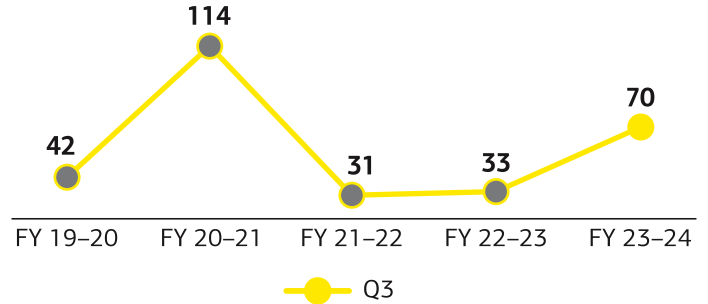
Quarter Ended 31st December, 2023

Trend For The Quarter

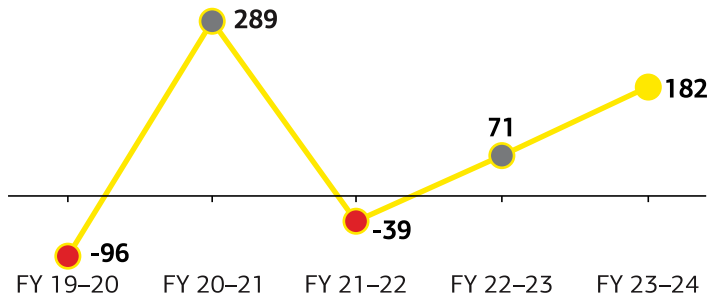
Total Revenue (₹ in Crore)



Operating Profit/EBITDA (₹ in Crore)



Free Cashflow 9 Months Ending December (₹ in Crore)



Parameters of Q3 FY 23–24

(₹ in Crore)

Total Revenue ₹1,140 (+) 16%	Revenue from Operations ₹1,133 (+) 16%	EBITDA ₹70 (+) 113%
EBITDA Margin % 6.2 (+) 280 bps	Net Profit Margin 2.1% (+) 222 bps	EPS ₹5.85 (+) ₹6.19
Receivables ₹434 (+) 20%	Inventories ₹546 (-) 14%	Accounts Payable ₹944 (+) 4%
Free Cash Flow ₹182 (+) 156%	RONW* 12.2% (+) 620 bps	Operating Cash Flow ₹113 (-) 31%

Growth/de-growth has been calculated in comparison with the corresponding quarter/period of the last year.

*Annualised

Financial Summary of IFB Industries Ltd—Q3 FY 24

(₹ in Crore)

Particulars	Q3 (FY 23-24)	Q3 (FY 22-23)	YTD (FY 23-24)	YTD (FY 22-23)
Revenue	1,140.34	980.79	3,277.31	3,131.98
EBITDA	70.36	33.07	185.87	145.49
EBITDA % on Revenue	6.17	3.37	5.67	4.65
EBT	32.38	-3.47	74.13	37.75
EBT % on Revenue	2.84	-0.35	2.26	1.21
ROCE % - Annualised	-	-	13.06	8.46

Revenue has grown by 16% in this Quarter and YTD revenue growth is at 5%.

Reduction in material costs helped to improve gross margins.

EBITDA% for the Quarter was significantly higher than the same Quarter last year due to growth in revenue and lower material costs.



Borrowing Position

Total borrowing was **₹132.14 Crore** as on Quarter end date including term loan amount of **₹73.22 Crore**. Break-up of borrowings is as follows:

(₹ in Crore)

Loan Type	Value	Banker	Purpose	Tenure
ECB*	34.86	Standard Chartered	AC Project	Five Years
Rupee Term Loan	22.75	ICICI Bank	Stamping Division	Seven Years
Rupee Term Loan	9.96	Federal Bank	Steel Division	Six Years
Rupee Term Loan	4.65	DBS Bank	Engineering Division	Five Years
Rupee Term Loan	1.00	ICICI Bank	Motor Division	Seven Years
Working Capital Buyers Credit*	52.92	SCB	Home Appliances	-
Working Capital Demand Loan	6.00	Federal Bank	Steel Division	-
Total	132.14			

ECB Loan (₹141 Crore) taken from SCB for our AC plant came down to its current position as on 31st December '23. Current balance is ₹34.86 Crore which will be liquidated by October '24.

Term loan (₹70 Crore) taken from DBS for our Engineering business is ₹4.65 Crore now after making several pre-payments and normal repayments as per schedule. This amount will be paid off by September '24.

Stamping Division Loan of ₹35 Crore was taken from ICICI Bank. Quarterly instalment is ₹1.75 Crore and last instalment is scheduled to be paid in February '27.

Steel Division borrowed ₹9.96 Crore for their Capex project till December '23. First instalment of ₹0.50 Crore is payable in April '24 and it will continue till February '29.

We plan to pay-off buyer's credit and working capital demand loan by 31st March 2024 by liquidating inefficient inventories. Hence, by end of this fiscal year, endeavor will be to keep borrowing position below ₹75 Crore and this position will be improved further.

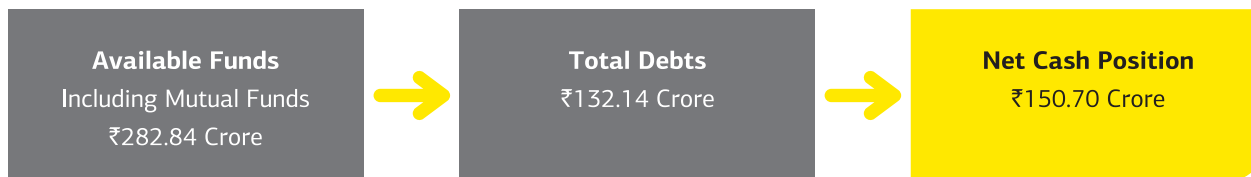
Available Fund Balances

Against the aforesaid borrowing, as on 31st December '23, our Cash and Bank Balances (including Investments in Mutual Funds) were at **₹282.84 Crore**. Hence the Company's net cash balance was positive after considering its overall debt position.

The break up is given:

(₹ in Crore)

Break up of Cash and Bank Balances (Including Investments in Mutual Fund)	
Cash and Bank Balance	106.52
Investments in Mutual Funds	176.32
Total	282.84



We invested ₹97 Crore in IFB Refrigeration Limited in December '22 which started its commercial production since May '23.

In addition, routine Capex was also funded during the nine month period.

The efforts to improve inefficient working capital usage is on and we have been able to improve our cash positions by ₹30 Crore, as against the previous Quarter, September '23.



Home Appliances Division

The industry continued to be flat/in de-growth in Q3. However, we believe that the overall demand scenario in the medium term will remain stable. For the Company, our focus continues to be on expanding our presence in the channel networks across India and in also strengthening ourselves in terms of account extraction, with the expanded portfolio now available. Changes are being made in our sales team to achieve objectives and realise potential.

The material costs, which have reduced in this fiscal year will further reduce in the Q4 of this year and Q1 of the next year. This is based on work that is being done in areas of consolidation and re-sourcing. There is also an exercise which was started in the last Quarter on fixed cost reduction—which is continuing. This exercise is a high priority initiative and we will complete this by Q4 of this financial year. The company estimates to reduce fixed expenditures by ₹6–8 Crore per month through this exercise.

In the Washer category, the Company has a complete product pipeline with its Front and Top Load models with unique features across the entire product line-up. The models in the 9 Kg and 10 Kg segments, have ramped up well in the Q2 and Q3 and we will increase market shares with the increase in volumes from this segment. In addition, there is work going on for changes to the product range in both Front and Top Load Washers. These will start being introduced to the market from the Q1 of the next fiscal year. With the increase in volumes in the high end segments and also with the new range introduction from Q1 next year, we expect to significantly increase market shares going forward. There is also focus to improve quality to reduce warranty costs. We believe focussing on this will strengthen the quality perception of the brand which will have a positive effect on sales.

In the Industrial segment, the full range of the Washer Extractor and Dryer—targeted at Semi-commercial/Commercial Laundry segments—have increased its order book in Q3. The key segments which will help drive growth for this segment are in Launderettes, Semi-commercial and Commercial applications like Hotels, Hospitals, Restaurants and Laundry Installations in Government Institutions.



The new design for IFB Points has been expanded to ~160 stores. We are running this program for changeover of all existing stores to the new design; and this will be completed by the end of this fiscal year. The IFB Point count is at 485 stores as on date.

We continue to run a program for selected IFB Points with a digital + offline activations led model, for increasing the footfalls in IFB Points from customers within a ~5–10 km radius around an IFB Point. As on date, nearly ~50% of footfalls at the IFB Points are digitally influenced. Our key target is to establish the profitability model for the IFB Point franchisees.

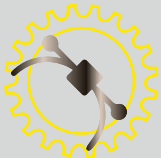


As a part of the IFB Points, we also have the Modular Kitchen business. We have not done well to scale this business. The network to date is four stores in Bangalore, three stores in Goa, one store each, in Kolkata and in Mumbai. The steps we are taking to deliver scale on this business are as follows:

- a) The lead pipeline for the Modular Kitchens has significantly increased in Q2. And the lead basket is now ~950 kitchens (against ~200–250 numbers earlier). Conversions are still low. From a low of ~5% to a high of ~15% (in Goa).
- b) We are working on evaluating how we can increase the conversion ratios—with the increased lead basket. This will include better customer connect from the IFB Points for the designs and also in terms of the value and commercial offers to customers, for both modular kitchens and appliances.
- c) Our teams have written down a set of actions to get ~₹3 Crore business per month from Bangalore, ~₹0.75 Crore business per month from Goa and ~₹1.25 Crore business per month from Mumbai. We are working on realising this target within this fiscal year.
- d) We are also adding people into this segment who can lead the digital/retail expansion of this business well and this will be completed within the fiscal year.



DESIGN SUPPORT



PRODUCT DESIGN



DESIGN VALIDATION



MANUFACTURING SUPPORT

Engineering Division

The business environment in Q3 FY '23-'24 witnessed an improvement in selected segments.

- As far as 4W demand was concerned, all OEM posted higher numbers compared to Q3 of '22-'23. The 4W is expected to continue with increased volume in Q4 as well. All OEMs are launching new models, to push higher end sales. The SUV segment is exhibiting remarkable growth and is expected to continue. All OEMs are coming with launches of Models at 1.5 Litres and above.
- As far as 2W demand is concerned, due to the festive season the numbers have picked up. The rural demand has picked up after implementation of OBD1 and OBD2 with the advent of festive season. After a long period the rural business has improved. The export numbers for all the OEMs specially Bajaj has considerably dropped—for whom export constitutes more than 50%.
- The 2W business witnessed an increase in demand of 19% in this Quarter compared to Q3 FY '23.
- The EV demand in this Quarter reached 4.31 Lakh units averaging ~1.43 Lakh per month.
- In the coming Quarters, both 4W, 2W and CV are expected to be on the growth phase.
- However, the Global cues are not favourable. The recent Red Sea issue hampered the movement of cargo to the western part of the world.
- The positive outlook in the domestic market will help India in its growth story.
- In Q3, automotive market sales have increased compared to Q3 '22-'23 due to the advent of the festive season.
- Semi-conductor shortage situation has considerably improved, leading to reduction of bottlenecks in OEM production.
- Decrease in commodity prices in this Quarter also helped the OEMs to boost numbers, aided by the onset of festive season.
- Overall, the economy is poised for growth in the the coming Quarter.



Home Appliances Division



Range Of Products (Home Appliances Division)

The Division’s range of products covers both domestic and industrial application categories. The updates at the end of 3rd Quarter for each of the product categories are given below

Front Loading Washers

The range has multiple products which address various customer needs and are well differentiated in the market based on features, aesthetics and performance. The trend of sales of higher capacity products continues and the increased awareness about features like Steam in Washers, the introduction of the Washer Dryer Refreshers has helped to improve the demand in the market. We Introduced high end models in 8 Kg, 9 Kg and 10 Kg categories with Inverter technology/Wi-Fi/AI under the theme of ‘IFB Deep Clean’ in the 1st Quarter FY ’23–’24 and the market has accepted these models and the said trend continues in Q3 as well. The focus for 4th Quarter will be on increasing market share, through increased placements and also introducing colour options.

The two key initiatives for Q4 FY ’24 and Q1 of next fiscal year:

The first is on the product front. A new range of Washers with Inverter Technology/WiFi is under development and the launch is planned in phases from Q1 FY ’25. This will be a platform for growth in FY ’24–’25.

The second head of action is on the sales process front. This is in areas of product availability and placements which are being driven through channel expansion, adequate manning and a drive on extraction from the distribution network. The new 9 Kg/10 Kg machines in the Front Load segment have been received well. This segment range is at ~120 K p.a. across India in volume terms at present. We aim to take right share and will increase placements of the models in this segment in the market. Our focus is specifically on more extraction from existing counters. Also an increase in revenue stores from Large Key Accounts.

Particulars	Q3 FY '24	Q3 FY '23	YTD FY '24	YTD FY '23
Value Sales in ₹ Crore	342.75	309.86	996.50	1006.65



Washer Dryer Refreshers

This product is India's first 3-in-1 product offering which has washing, drying and refreshing features, all in one. The product has been placed in ~2,000 counters and is selling at an average of ~1,500 units per month already. Our target is to take this to ~5,000 units per month.

Also, we have planned to upgrade this category with higher capacity and expected to roll it out by Q1 FY '25.

Sales under this head are clubbed together with the Front Load category.

Particulars	Q3 FY '24	Q3 FY '23	YTD FY '24	YTD FY '23
Value Sales in ₹ Crore	342.75	309.86	996.50	1006.65



Top Load Washers

Our models with In-built Heaters and Steam Enabled washing programs continue to do well where they have been placed in the market. There is an increasing demand for models of higher capacities, which has been a consistent trend in the last two years. The key focus here is expansion of placements and making the models more available to customers. And we have also upgraded and introduced IoT feature on all models in this range from Q2 of FY '23-'24 in a phased manner.

In addition, a new range of washers with Inverter technology/Wi-Fi development is in progress and will be introduced in phased manner starting from Q1 of FY '25.

Particulars	Q3 FY '24	Q3 FY '23	YTD FY '24	YTD FY '23
Value Sales in ₹ Crore	130.81	130.25	377.28	380.56



Clothes Dryers

The Clothes Dryer sales have been moderate in the Quarter. As shared, we have customised this category and introduced colour themes i.e., in Red, Yellow and Mocha colours in addition to regular colours, White and Silver. These models were rolled out in the Q2 of FY '23-'24. Also, we have planned to upgrade this category with Condenser/Heat pump technology by the end of FY '23-'24 which will be ready for market introduction by end of the next fiscal year.

Particulars	Q3 FY '24	Q3 FY '23	YTD FY '24	YTD FY '23
Value Sales in ₹ Crore	6.69	7.90	24.02	28.46



Industrial Segments—Laundry and Dishwashing Equipment

IFB has a comprehensive solution for all aspects of a commercial laundry setup. Our teams understand customer requirements in terms of layout preparations, installations and post warranty AMC Support. Our customers are from verticals like hotels, educational institutions, medical institutions, defence, pharmaceuticals, railways etc. The IFB equipment/range serves them with better reliability and durability and also addresses all their needs starting from washing to finishing, with the help of equipment like Washer Extractors, Tumble Driers, Flat Work Ironers, Folders, Body Presses, Dry Cleaning Machine, other accessories etc.

We have worked on a three year “Vision-26” Plan “3X3” with the objective of reaching a 3X Revenue Growth in three years. A detailed Product Road Map has been worked out considering both Industrial Laundry as well as Industrial Dishwashing equipment.

We have identified new markets like UAE, Africa etc to improve our export foot print and have already started securing regular orders from UAE. Now we have identified business partners for Russia market too and we participated in the 1st Expo in Moscow in October '23. Apart from Russia we are exploring partners from Myanmar, Sri Lanka, SAARC countries, Singapore and Oman to improve Exports business.

In the domestic market we have already participated in major events/exhibitions—they are: (1) Pharmalytica in June '23 at Hyderabad, (2) IHE Expo at Greater Noida in Aug 1st week and (3) Laundrex Expo at Mumbai in September '23. Apart from this we continue to participate in Key Influencer Meets like Hotel Executive Housekeepers' Meet which was held in Kerala in September '23 and have many such events lined up in which we will participate.

In Product Road Map (PRM), we have started new projects such as a Platform of Washer Extractors in 30 Kg variant, which is expected to be ready for commercial release in the 4th Quarter of FY '23-'24. Later, this would be scaled up to other variants as well as Tumble Dryers and Flat work ironers as horizontal deployment.

Particulars	Q3 FY 24	Q3 FY 23	YTD FY 24	YTD FY 23
Value Sales in ₹ Crore	33.99	24.55	89.26	71.63



Microwave Ovens

IFB continues to be among the top three dominant players in this category and for the third Quarter for FY '23, closely touching the No. 2 position. We have bridged the required model gaps in the Solo category, which dominates almost 40% of the total market. The introduction of the 24 Ltr Solo model, both variants for Offline and Online, were able to meet the target launch date for Sept '23, which enabled the increase in volumes and market share for Q3. The main strategy for the 4th Quarter is to enable the right model placement in key channels, like E commerce and LFR stores, which contribute to almost 50% of the total business. Work has been initiated for much needed upgradation in looks, design, aesthetics and capacity requirements, as seen in market trends globally. We expect this to be the main product development agenda in FY '24-'25.

Particulars	Q3 FY 24	Q3 FY 23	YTD FY 24	YTD FY 23
Value Sales in ₹ Crore	71.20	58.27	185.09	176.28



Built-in Ovens, Built In Dishwasher, Built In MW, Chimneys and Hobs

Kitchen business segment has recorded ₹7.05 Crore business in the third Quarter of FY '23-'24. In order to plan for the desired sale of ₹5 Crore per month, the focus continues to be on the right manning in these states and in placement of these products. We need to do a more effective dedicated job at display unit counters for this category. This work will be fully completed within Q4 of this year. For the third Quarter, we have launched new models in the Cooker Hood category, a fast growing category segment, with BLDC technology, filter-less, gesture sensor motions controls and heat auto clean functions, etc. Based on the recent market trends, we have benchmarked and mapped the optimal price bracket models to be developed and planned for introduction starting from Q4 itself.

Particulars	Q3 FY 24	Q3 FY 23	YTD FY 24	YTD FY 23
Value Sales in ₹ Crore				
Kitchen Appliances	5.61	6.19	15.47	17.00
Modular Kitchens	1.44	2.05	4.22	5.19



Dishwashers

The domestic Dishwasher segment has seen a reduction in demand from the previous Quarter. In fact for the third Quarter of FY '23-'24, the market has established to an extent of 7~8K numbers per month, for all brands together. 80% of the market is dominated by three brands, including IFB.

In terms of placement, we are now placed in ~3,000 plus counters. Although the market demand has reduced, we are driving placements in the distribution network to a level of ~4,000 plus counters.

The demand for the new 16 place setting capacity models has gone up and our Neptune VX2 Plus model has become one of the highest selling SKUs in the market. With the shift in market trends and consumers looking for higher capacities and technology features, we are developing premium end models with BLDC technology, triple wash mechanisms, direct wash technology, etc.

Particulars	Q3 FY 24	Q3 FY 23	YTD FY 24	YTD FY 23
Value Sales in ₹ Crore	18.64	10.23	48.13	37.14



Air Conditioners

Our range for this season is rolling out and the ranges will be differentiated and positioned for the volume for the season ahead. As per new guidelines (official gazette not yet published), the current 5 Star model would become a 3 Star model in 2025. For this, the products development work has been initiated. The new range also has a complete range of Smart ACs which are unique in the market. We are going to introduce models in the 1 Ton 5 Star segment as well along with full range of Hot and Cold models. This will also start from Q4 of this fiscal year.

The quality and performance levels of the product range have been acknowledged to be among the best-in-class. The new line up has given options for differentiated placements in the channels such as distribution, key accounts and also smaller multi-brand/SSD channels. SSD Channel is gradually gaining traction.

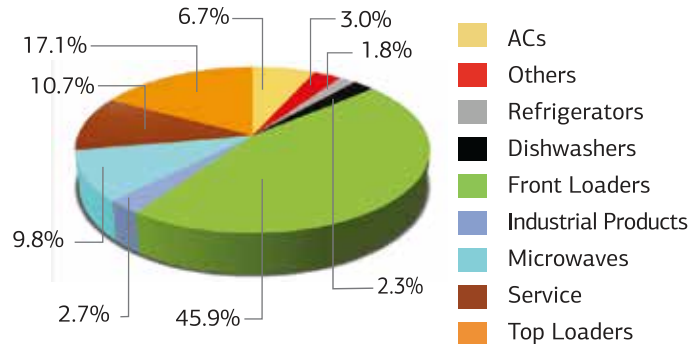
We need to place focus on company margins in Q4. We will deliver the material cost reduction program through the work being done on areas like PCB's, Compressor selection etc. A specific, geography by geography, dealer by dealer plan, including key accounts where AC's were absent earlier, has been put in place for marketing and positioning our ACs in this key channel segment. The aim is to grow our brand sales to a target level of ~300K p.a. by end of the next fiscal year. OEM sales will be over and above this.

One of the key focus areas for the AC segment in Q4 of this year is to increase numeric reach and display of AC's for better visibility at counters.

Particulars	Q3 FY 24	Q3 FY 23	YTD FY 24	YTD FY 23
Value Sales in ₹ Crore	106.28	65.64	369.24	360.34



QTR Product-wise spread in Home Appliances Division



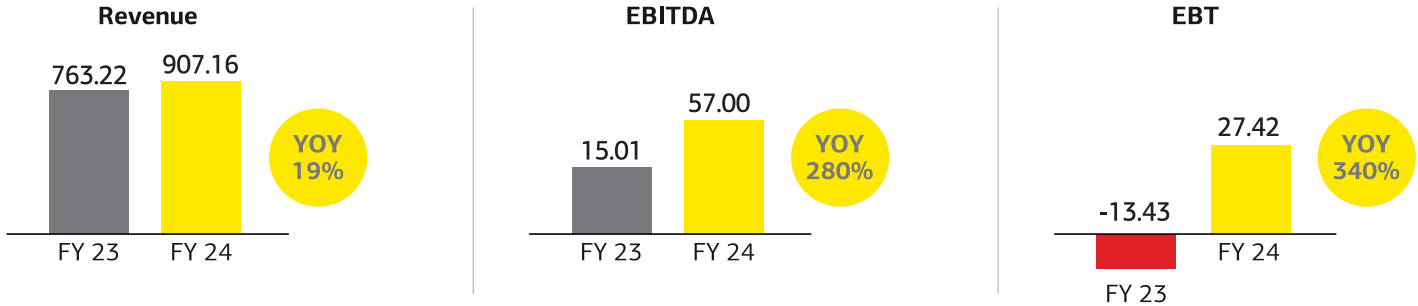
Financial Summary of Home Appliance Division

(₹ in Crore)

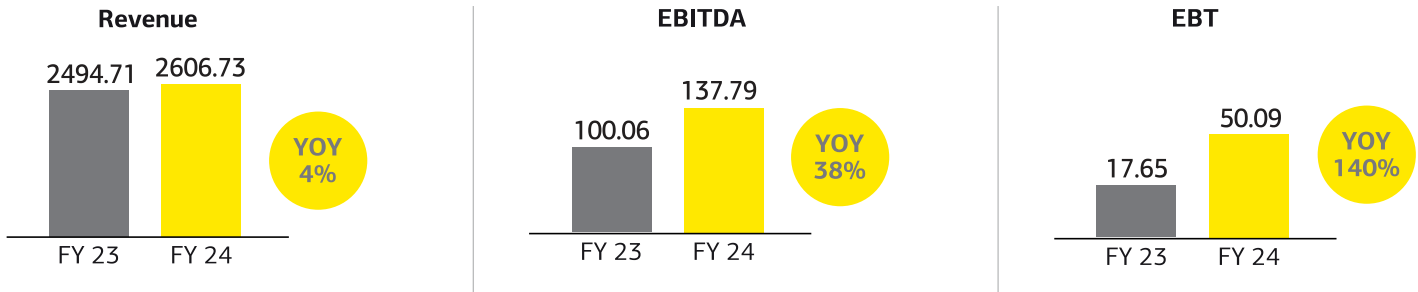
Particulars	Q3 (FY 23-24)	Q3 (FY 22-23)	YTD (FY 23-24)	YTD (FY 22-23)
Revenue	907.16	763.22	2606.73	2494.71
EBITDA	57.00	15.01	137.79	100.06
EBITDA % on Revenue	6.28	1.97	5.29	4.01
EBT	27.42	-13.43	50.09	17.65
EBT % on Revenue	3.02	-1.76	1.92	0.71
ROCE % Annualised	-	-	27.99	15.30

- Revenue has grown by 19% in this Q3 as against the last year.
- EBITDA has improved significantly through better efficiencies in material costs and improvement in sales.
- It is our earnest endeavour to improve the top-line as well as the bottom-line. Key areas of action are summarised below:
 - Get manning right in the sales areas.
 - Getting the numeric reach (distribution channel reach) right, especially for FLs, TLs and ACs.
 - Implementing and driving the cost reduction programs to ensure lesser burden of fixed costs.
- ROCE has improved on YTD basis.

HAD Quarterly Results—Q3 (FY 2023–24) (₹ in Crore)



HAD YTD Results—YTD December '23 (FY 2023–24)





Refrigerator Plant in Pune, Ranjangaon (Phase III)

IFB Industries Limited invested ₹97 Crore in its associate company, IFB Refrigeration Limited and thereby currently holds 44.44% of total equity. The Plant has come up well and went into commercial production in May '23. Branch set-up procedure also has been completed.

In the third Quarter of FY '23-'24, the Plant produced 42,347 units (Second Quarter-53,166 units) and sold 41,652 units (Second Quarter-47,695 units). Capacities are being ramped up in the fourth Quarter and the Company is expected to generate good revenue.

We understand that IFB Refrigeration Limited is planning to make an Equity Issue between ₹30 to ₹40 Crore shortly, once we get confirmation from the Company we will place the matter before the Board and inform shareholders.





Engineering Division

Business Updates

1

Engineering Division grew by 6% in Q3 FY 24 as compared to Q3 FY 23.

The domestic auto sector mainly grew in 2-wheeler segment by 19% whereas 4-wheeler segment recorded growth of 5% in Q3.

2

The focus on increasing plant capacity utilisation was sharpened and plant utilisation increased in all the engineering plants.

3

Business targeted improvement in operations through cost reduction and efficiency improvement measures, which led to an EBITDA growth of 18% in Q3 FY 24 over the last year same period.

4

A strategy of pursuing non-auto business was continued and the Company booked ₹16 Crore of business in this segment.

5

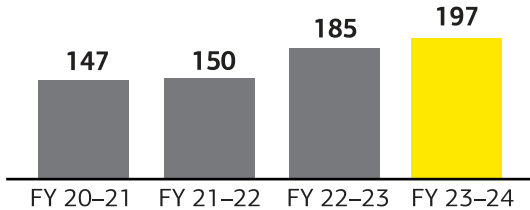
The Company increased its focus on the EV and EV neutral segments and booked businesses worth ₹85 Crore and ₹17 Crore respectively in these segments.

6

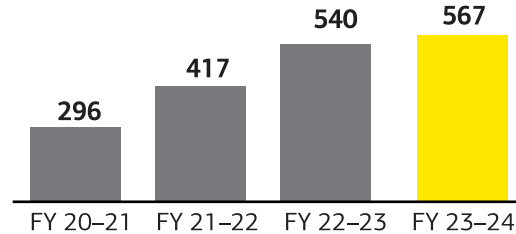
An ongoing initiative of increasing the efficiency of capital employed in the Engineering business also yielded results with the ROCE consistently increasing consecutively for the 4th Quarter.

Key Financial—Revenue Trend—Engineering Division

Revenue Trend for December Quarter
(in ₹/Crore)



Revenue Trend for YTD December
(in ₹/Crore)

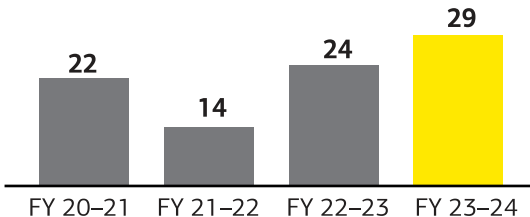


CAGR: 24%
YTD of last
4 years

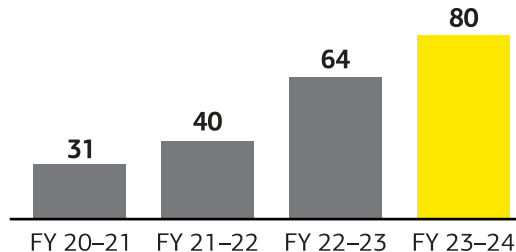
Revenue: Revenue growth is moderate in terms of quarterly and YTD performances but however, CAGR for the last 4 years is at 24%.

Key Financial—EBITDA Trend—Engineering Division

EBITDA Trend for December
(in ₹/Crore)



EBITDA Trend for YTD December
(in ₹/Crore)



CAGR: 36%
YTD of last
4 years

Growth in profitability is higher than the growth in revenue, mainly on account of reduction of material costs and control over the fixed costs.

Revenue Streams for Growth-Near-Term

Existing Business	<p>The Division intends to create capacity through enhancements in asset utilisation to service its fresh order book. The automotive business has good future prospects in India and our business has well diversified customer base.</p>
EV Business	<p>To de-risk the business from the expected impact with the advent of EVs the Company's strategies are:</p> <ol style="list-style-type: none"> 1. To interact with the existing players in the domestic EV market. 2. Early engagement with players entering the EV market. 3. EV Neutral Automotive Business
Non-Automotive	<p>The Division is also pursuing diversification into non-automotive business like Appliances—parts of Washers and Cookers, Compressor Valve Plates for ACs, Industrial applications—Switch Gears, Medical Equipment—Mechanism for Incubators, etc.</p>
New Business	<p>Total new business acquired on YTD basis of this financial year '23-'24 is ₹81 Crore. We are discussing another ₹350 Crore of business with customers—which is under negotiation.</p>

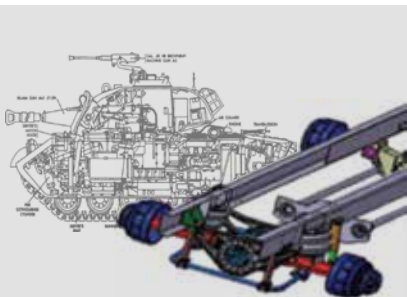
Growth Strategy Long-Term: M&A

The Company is actively seeking M&A opportunities for the Engineering Division's quantum growth, with a focus on finding a suitable target for takeover. There are no planned greenfield projects at present.

The Division intends to actively grow through M&A activities. It has set for itself an acquisition target that will add ₹700–800 Crore per annum to the division's current revenues.

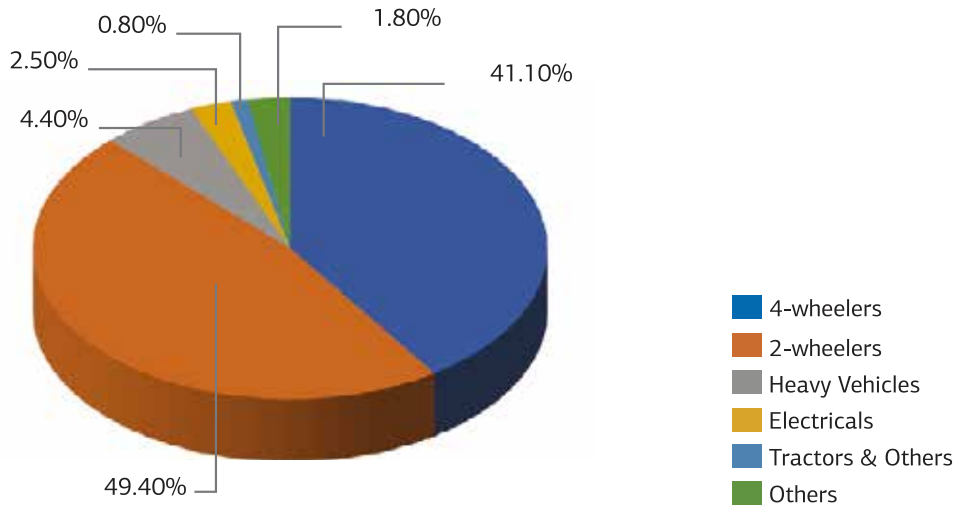
We have put together a small team that will look only after M&A activities. Their role will be identifying target companies, being a part of due-diligence exercises and in case of a successful takeover, providing management bandwidth to the target company.





Segment Wise Sales—Engineering Division

Segment-analysis of IFB: Q3 2023–24

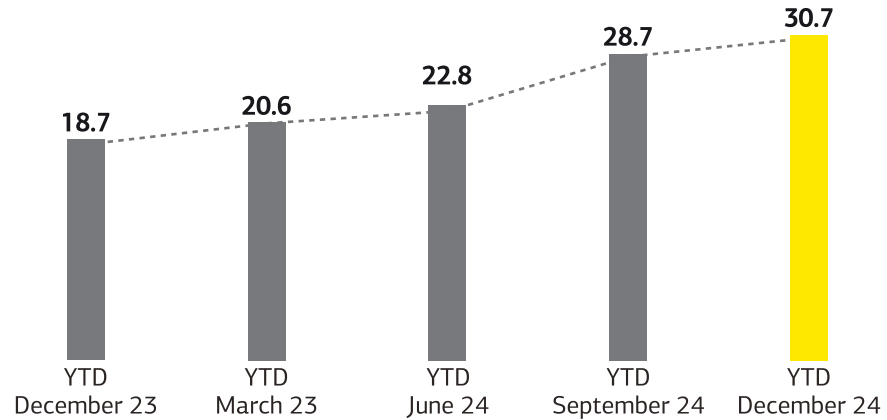


We are looking at opportunities in all the above sectors and will have a strategy ready by March 2024.

Engineering Division practically supplies to all OEMs and Tier 1 companies in India and, as such, has a highly diversified customer base which helps to de-risk its business. We are looking at our customer base of over 150 customers and engaging with them individually to ramp up sales. Once this is done well, we will figure out how best to realise the potential of a mix of M&A, Brownfield expansion and Greenfield expansion.



Steady Improvement in ROCE* (Engineering Division)



Improvement in ROCE is mainly due to the following reasons:

- Optimisation of working capital deployed leading to lowering of capital employed
- Improvement in profitability

This ROCE calculation as on every Quarter end is on annualised basis.

Targeted
ROCE
32%

Financial Summary of Engineering Division

(₹ in Crore)

Particulars	Q3 (FY 23-24)	Q3 (FY 22-23)	YTD (FY 23-24)	YTD (FY 22-23)
Revenue	197.23	185.39	566.55	540.37
EBITDA	28.84	24.34	79.95	63.95
EBITDA % on revenue	14.63	13.13	14.11	11.83
EBT	18.75	13.51	50.37	30.12
EBT % on revenue	9.51	7.29	8.89	5.57
ROCE %			30.69	18.67



- Revenue growth are low in Q3 and YTD of this fiscal year '23-'24 at 6% and 5% respectively but however, profitability has radically improved on account of reduced material costs and better control over fixed expenditures.
- EBITDA has grown by 18% and 25% respectively in Q3 and YTD of the fiscal year '23-'24.
- EBT has grown by 39% and 67% respectively in Q3 and YTD of the fiscal year '23-'24 on account of the following reasons:
 - Reduction in depreciation costs
 - Reduction in interests costs paid to the bankers through early part payments as well as lower burden of internal costs, as compared to earlier periods.
- Steady improvement in ROCE continues. Against current inventory holding days of 36, targets for inventory holding–
 - Q4 FY '24: 30 days
 - Q1 FY '25: 25 days

Q3 Vertical-wise Growth

Revenue

(₹ in Crore)

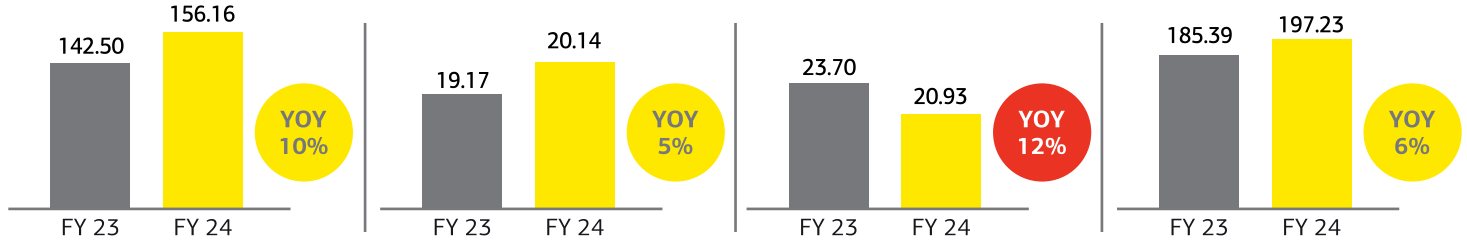
FBD

Stamping

After Market

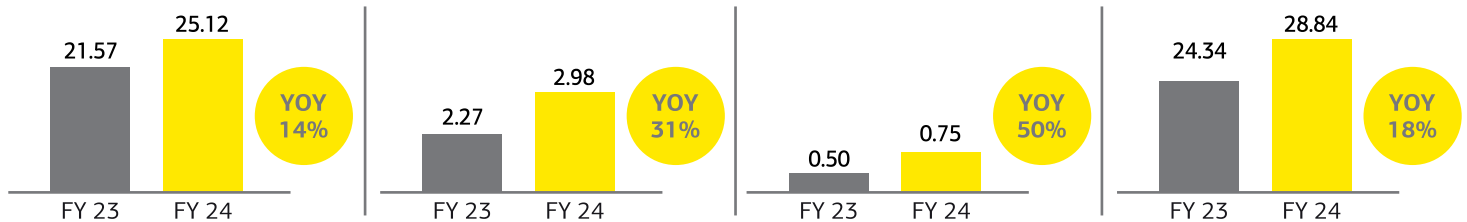
Total Engineering

Growth YOY



EBITDA

Growth YOY



Annual Vertical-wise Growth

Revenue

(₹ in Crore)

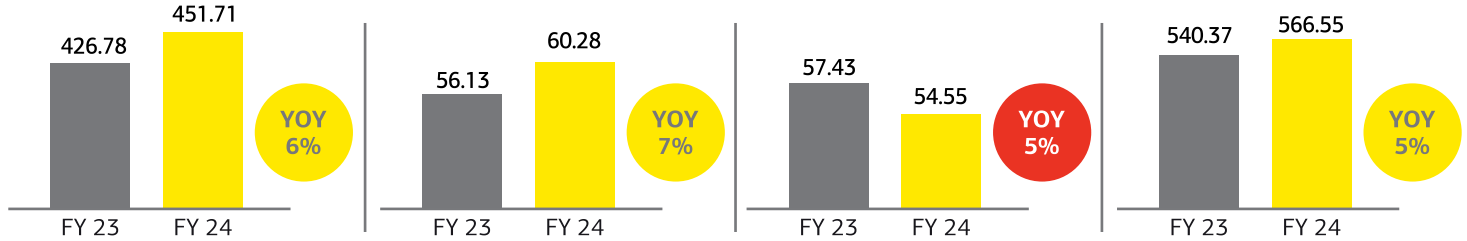
FBD

Stamping

After Market

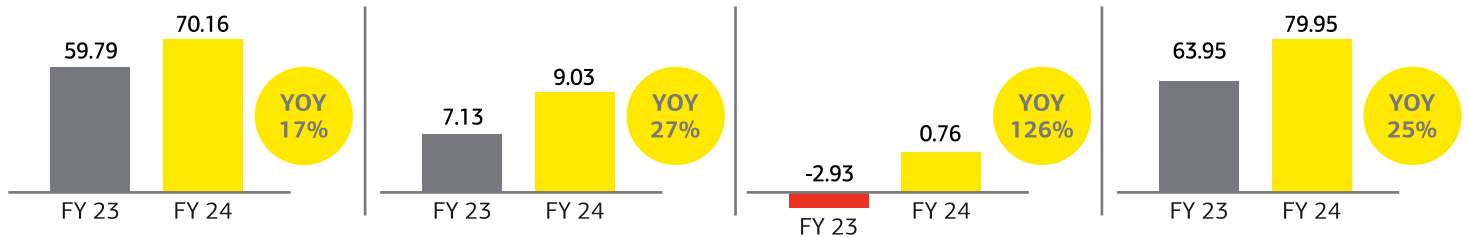
Total Engineering

Growth YOY



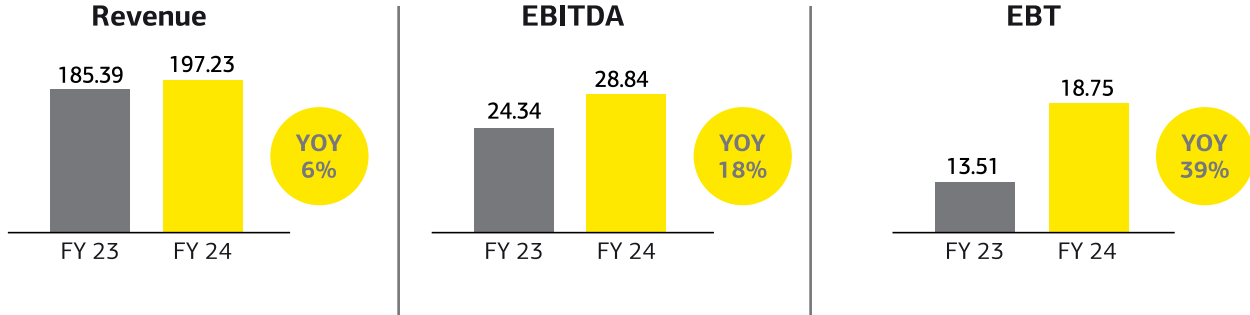
EBITDA

Growth YOY

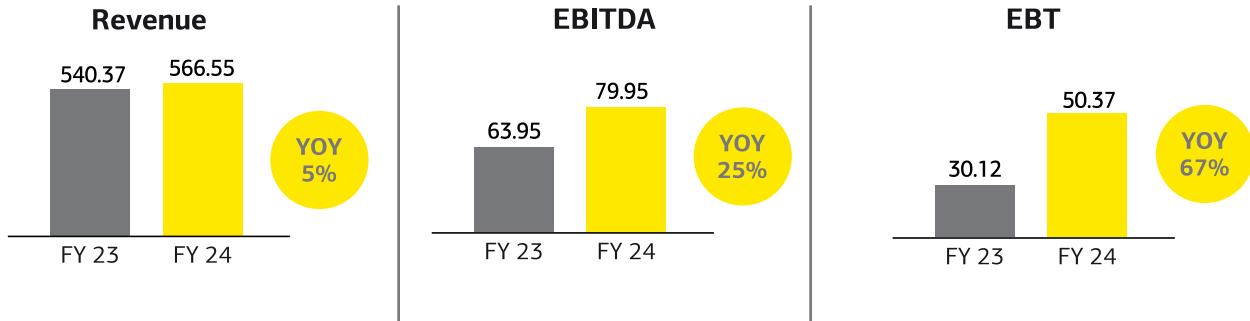


Engineering Division Quarterly Results—Q3 (FY 2023-'24)

(₹ in Crore)

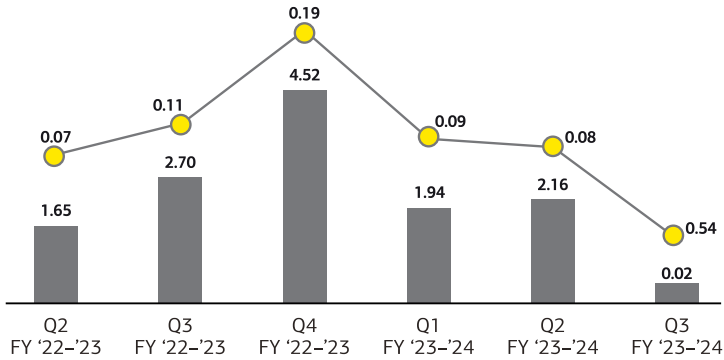


Engineering Division YTD Results (FY 2023-24)



Capex spends remain prudent

Lower the ratio denotes efficiency of internal funding through ploughing back of profits



Capex to EBITDA Ratio

■ Capex
 ■ Capex-EBITDA Ratio





Motor Division

Appliance Motor Sales is not reported separately as it is an internal sale to Home Appliance Division. Once the new BLDC motor line starts production, we will be selling to other external companies also.

During the Quarter, the Division's revenue did not grow as anticipated due to delays in implementation of new products. The same shall be introduced by Q4 of FY '24.

Profitability of the Division has been greatly affected due to non-achievement of the budgeted sales and target cost reductions.

Following initiatives have been taken:

- Received enquiries from Tier 1 companies for supply of AC motors for commercial vehicles; proposals already submitted.
- Have started development of BLDC engine colling fans and blower motors.
- Will be starting supplying of universal motors to a major domestic OEM in Q4 beginning; schedules already received.

All the above new orders should help us in improving our revenues from Q4 of FY '24.

The Division has made a strategy to work towards achieving energy conservation in the near future. In order to achieve this goal, all the appliance motors will be replaced by energy efficient BLDC motors, which will save energy and have relatively lower noise, higher reliability, etc.

Automotive Motor Division

(₹ in Crore)

Particulars	Q3 (FY 23-24)	Q3 (FY 22-23)	YTD (FY 23-24)	YTD (FY 22-23)
Revenue	16.57	16.89	48.35	54.41
EBITDA	0.41	0.46	0.54	2.71
EBITDA % on revenue	2.47	2.72	1.12	4.98
EBT	0.01	-0.01	-0.57	1.52
EBT % on revenue	0.08	-0.03	-1.18	2.79



- During Q3 of FY '24, Automotive Motor Division's revenue has marginally de-grown.
- Lower revenue and higher consumption reduced margin at EBITDA level for the Division.
- In this Division, we need to reach a minimum monthly turnover of ₹8 Crore to ensure decent margins.
- Simultaneously, we are working on various cost reduction initiatives to improve margins.
- Efforts are on to reduce input cost by way of all means like VA/VE, alternate sourcing, use of alternate grade materials (wherever possible), vendor consolidation, reduce process rejection which is very high today.

Steel Division

(₹ in Crore)

Particulars	Q3 (FY 23-24)	Q3 (FY 22-23)	YTD (FY 23-24)	YTD (FY 22-23)
Revenue	38.08	34.69	113.44	109.43
EBITDA	0.30	1.19	0.01	2.85
EBITDA % on revenue	0.79	3.43	0.01	2.60
EBT	-0.96	0.60	-3.35	1.30
EBT % on revenue	-2.51	1.73	-2.95	1.19



During 3rd Quarter, FY '23-'24, total Sales was 4487 MT as compared to Budget of 7200 MT, as the Division lost production due to lack of RM availability in specific grade in Q3. Fall in sales quantity has mainly resulted in revenue shortfall as compared to what was expected. Our price was reduced to our key customer to match the price of competitor in order to hold market share. This have resulted in a drop in value addition.

Going ahead in Q4 in FY '23-'24, in order to recover the loss, we will ensure that volume of production as per target is met. This will be done by increasing capacity utilisation basis higher sales to automotive customers.

Non Prime Generation in Q3 ('23-'24) was ~12% compared to ~10% of previous year. This is owing to the low cost narrow strip HR coil from Jindal for non auto applications to reduce the overall input cost. However in Q4 we will target to achieve 9%.

Most of the modernisation work, which involves capacity expansion and upgradation of several mechanical/electrical parts has been completed.

GAAL					(₹ in Crore)
Particulars	Q3 (FY 23–24)	Q3 (FY 22–23)	YTD (FY 23–24)	YTD (FY 22–23)	
Revenue	10.29	9.39	45.84	33.17	
EBITDA	0.87	0.02	4.40	0.68	
EBITDA % on revenue	8.45	0.21	9.60	2.05	
EBT	0.87	0.02	4.40	0.68	
EBT % on revenue	8.45	0.21	9.60	2.05	

IFB Industries Limited, the Holding Company, has one wholly owned subsidiary—Global Automotive and Appliances Pte Ltd (GAAL) and one step-down subsidiary, Thai Automotive and Appliances Limited (TAAL).

Quarter 3 revenue has grown by 10%. but however, profitability improved considerably to INR 0.87 Cr in this Quarter.

Why it is strategic to have an establishment in Singapore

GAAL continues to provide inputs on M&A opportunities to IFB for acquisition targets in the ASEAN region.

GAAL has also helped to source numerous components and parts for IFB from Korea, China, Thailand, etc.

Having an office there gives us credibility in dealing with global companies that have their regional headquarters in Singapore and this gives us access to all other ASEAN companies who have their offices in Singapore.

GAAL is also under discussions with other parties for establishing new business.

TAAL (₹ in Crore)

Particulars	Q3 (FY 23–24)	Q3 (FY 22–23)	YTD (FY 23–24)	YTD (FY 22–23)
Revenue	17.83	13.08	46.99	33.62
EBITDA	1.37	0.62	1.98	1.42
EBITDA % on revenue	7.68	4.74	4.21	4.22
EBT	0.78	0.07	0.17	-0.29
EBT % on revenue	4.37	0.54	0.36	-0.86



TAAL is engaged in manufacturing of auto components through Fine Blanking process.

Revenue growth during the Quarter is 36% compared to same period last year.

EBITDA margin has improved substantially and is at 7.68% in this Quarter.



Note on current status after takeover



Note on Acquisition of Ramson

Industrial Laundry Manufacturing Business was acquired from Ramson on 18th October 2018.

Due to the Pandemic our business was severely impacted as hotels, railway and other institutions were all closed in FY '20-'21 and also FY '21-'22.

From the Pharma market we started getting good high value orders like Lyfius Pharma, Aurobindo Pharma etc. Primary focus is on top Pharma markets like Hyderabad, Vizag, Indore, Baddi, Guwahati, South GUJ, Karnataka, TN. Already started receiving good and consistent orders from the Pharma segment. We have secured one of the highest value order from Reliance Life Science, Nasik project for ₹2.81 Crore which will go for execution in Q4.

We have secured some high value orders from Government and Railway laundry segments like BHU, Varanasi for ₹2.53 Crore and Tata Memorial Hospital, Varanasi for ₹1 Crore, Kovai Medical Centre, Coimbatore for ₹77 Lakh and Geetanjali Medical college hospital, Jaipur for ₹45 Lakh.

Looking for another ₹5 Crore plus value orders to be secured in Quarter 4 largely from Government projects. Our order book is consistently growing up and we have secured ₹12+ Crore of new orders in December and are expecting a strong order line up to be firming during January to March 24 period too.

Financial highlights are summarised below

Particulars	UOM	FY 2019-20	FY 2020-21	FY 2021-22	FY 2022-23	FY-Q3 2023-24	FY-YTD-Dec 2023-24
Revenue	₹/Cr	41.36	30.76	45.86	76.83	27.02	68.62
EBITDA	₹/Cr	-4.2	-4.02	-1.03	7.27	4.24	7.37
EBITDA %	Percentage	-10.15	-13.07	-2.25	9.46	15.68	10.74
EBT	₹/Cr	-7.71	-7.65	-5.00	3.44	2.77	4.17
EBT %	Percentage	-18.64	-24.87	-10.90	4.48	10.25	6.08



New platform products in the 30 Kg washer extractor segment will take off in Q4 and are expected to be available in the market by end Q4. Later this would be scaled up in all other existing Washer Extractor ranges also.

With the average standalone turnover of ₹7.58 Cr per month, the Division achieved EBITDA percentage of 10.74%.

Division achieved revenue of ₹27 Cr in this quarter with EBITDA of 15.68%.



Note on Stamping Division takeover

IFB Industries Ltd acquired the Stamping Division from IFB Automotive Private Ltd in October 2019 to position its Engineering Division as a one-stop-shop for the Automobile Components Business.

Performance Progress

- Revenue of the Stamping Division is on the increasing trend since its acquisition.
- During the Q3 for FY '23-'24, the Stamping Division has made a turnover of ₹20.14 Crore against a budget of ₹25.24 Crore.
- EBITDA achieved was 14.9% against a budgeted EBITDA of 16.7% on YTD basis for FY '23-'24.
- Target for FY '23-'24 is ₹84 Crore along with EBITDA margin of 17%.

In FY '23-'24, based on enhanced marketing efforts new orders from Methods India, Badve, Renault, Punch Power train, APL for HMSI latch parts, Sona Comstar, Magna, ACTI and Autoliv were awarded. Further we are in discussion with M/s. Ola, ABB, Tokai Rika, Royal Enfield, Schaeffler, ZF India and other existing and new customers and are expecting good order bookings in Q4 '23-'24. This will help to improve the revenue and margin for the Division.

Financial highlights are summarised below

Particulars	UOM	FY (Six Month)	FY	FY	FY	FY-Q3	FY-YTD-Dec
		2019-20	2020-21	2021-22	2022-23	2023-24	2023-24
Revenue	₹/Crore	17.24	36.26	49.4	70.14	20.14	60.28
EBITDA	₹/Crore	2.25	3.63	5.62	10.2	2.98	9.03
EBITDA %	Percentage	13.05	10.01	11.38	14.54	14.78	14.97
EBT	₹/Crore	-1.42	-3.76	-1.72	0.86	1.07	2.61
EBT %	Percentage	-8.24	-10.37	-3.48	1.23	5.30	4.33



Note on Acquisition of Steel-Trishan Metals

51% of equity of Trishan Metals Pvt Ltd (Manufacturer of Cold Rolled Strips) was acquired by IFBIL in July '16. The remaining 49% was acquired on 31st October '20. Finally, it was amalgamated with IFBIL with effect from 1st April '22 as per NCLT order.

The key challenges of this business were:

- The unit was running at poor capacity utilisation and low order booking.
- Plant equipment and electricals were not only outdated but obsolete at the same time. Non prime generation was very high.

Turnaround Strategy implemented in following areas:

- Improvement in value addition through better product mix and aggressive Marketing strategy to acquire new customers.
- Close monitoring of cost and reducing non prime generation in the mill.
- Capex undertaken to increase volume and upgradation planned to enhance mill capacity and improve quality.

Financial highlights are summarised below

Particulars	UOM	FY	FY	FY	FY	FY	FY	FY-Q3	FY-YTD-Dec
		2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2023-24
Revenue	₹/Crore	74.38	119.64	72.11	71.26	116.72	135.67	38.08	113.44
EBITDA	₹/Crore	-1.12	-0.11	-1.19	-0.19	0.93	2.97	0.30	0.01
EBITDA %	Percentage	-1.51	-0.09	-1.65	-0.27	0.80	2.19	0.79	0.01
EBT	₹/Crore	-3.69	-3.18	-4.14	-2.65	-0.64	0.74	-0.96	-3.35
EBT %	Percentage	-4.96	-2.66	-5.74	-3.72	-0.55	0.55	-2.51	-2.95



Note on Automotive Motor Division takeover

The Motor Division of IFB Industries acquired the Automotive Motor Division from IFB Automotive Pvt. Ltd. in October 2019. The rationale for acquiring the Automotive business was to bring in synergy between the two Divisions, which could result in substantial cost savings.

IFB already has an existing Washer Motor business. Post-acquisition, substantial reductions in fixed costs were made and the prices of commodities were renegotiated. These actions resulted in cost savings.

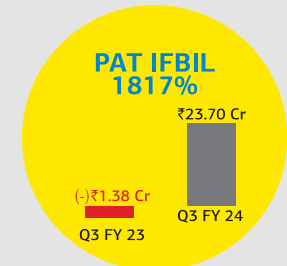
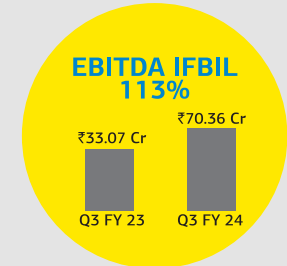
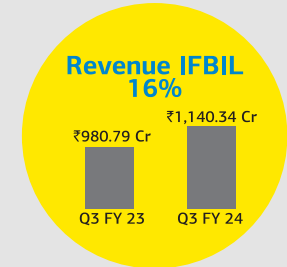
Financial highlights are summarised below

Particulars	UOM	FY 2020-21	FY 2021-22	FY 2022-23	FY-Q1 2023-24	FY-Q2 2023-24	FY-Q3 2023-24	FY-YTD-Dec 2023-24
Revenue	₹/Crore	32.95	49.26	70.77	16.34	15.44	16.57	48.35
EBITDA	₹/Crore	-3.40	-1.30	3.11	0.34	-0.21	0.41	0.54
EBITDA %	Percentage	-10.32	-2.64	4.39	2.08	-1.36	2.47	1.12
EBT	₹/Crore	-5.43	-2.91	1.50	-0.03	-0.55	0.01	-0.57
EBT %	Percentage	-16.48	-5.91	2.12	-0.18	-3.56	0.08	-1.18

STANDALONE INCOME STATEMENT

(₹ in Crore)

	QTR		YTD	
	31 Dec, 23	31 Dec, 22	31 Dec, 23	31 Dec, 22
Total Sale of Products	1,406.81	1,179.74	3,975.65	3,784.57
Less: Trade Scheme and Discounts	337.95	253.01	896.90	816.54
Net Sales	1,068.85	926.74	3,078.75	2,968.03
Sale of Services	33.92	26.19	99.01	77.09
Other Operating Revenues	30.44	23.85	78.59	73.89
Revenue from Operations	1,133.22	976.79	3,256.35	3,119.01
Other Income	7.12	4.00	20.96	12.97
Total Income	1,140.34	980.79	3,277.31	3,131.98
EBITDA	70.36	33.07	185.87	145.49
EBITDA Margin (%)	6.2	3.4	5.67	4.65
Depreciation and Amortisation Expense	31.25	29.54	90.75	86.19
EBIT	39.11	3.53	95.12	59.30
EBIT Margin (%)	3.4	0.4	2.9	1.9
Finance Costs	6.73	7.00	20.99	21.55
Profit Before Tax	32.38	(3.47)	74.13	37.75
Profit After Tax	23.70	(1.38)	55.02	24.79
PAT Margin (%)	2.1	(0.1)	1.7	0.8
Total Comprehensive Income (TCI)	23.48	(1.84)	54.37	23.44
Total TCI Margin (%)	2.06	(0.19)	1.66	0.75
No of Shares (in Crore)	4.05	4.05	4.05	4.05
Earnings Per Share (₹) (Not Annualised)	5.85	(0.34)	13.58	6.12



STANDALONE BALANCE SHEET

(₹ in Crore)

	31 Dec, 23	31 Dec, 22
ASSETS		
Property, Plant and Equipment*	663.71	657.31
Investment in Subsidiaries	118.60	81.60
Investment in Equity Shares	2.25	2.25
Inventories	546.28	638.38
Investment in Mutual Funds	176.32	138.55
Trade Receivables	433.98	360.66
Cash and Bank Balances	106.52	84.21
Other Assets	190.37	136.98
TOTAL	2,238.03	2,099.94
EQUITY AND LIABILITIES		
Equity Share Capital	41.28	41.28
Other Equity	669.65	619.35
Borrowings (Including Current Maturities of Long Term Debts)	138.34	161.32
Trade Payables	943.91	909.60
Other Provisions and Liabilities	444.84	368.39
TOTAL	2,238.03	2,099.94

*Including CWIP, Right of Use Assets, Investment Property, Goodwill, Other Intangible Assets and Intangible Assets Under Development

Key Indices as on
31 December, 2023

Fixed Assets
₹664 Crore
(-) ₹6 Crore

Inventories
₹546 Crore
(-) ₹92 Crore

Cash and Cash
Equivalents
(includes short-term
investments)
₹283 Crore
(+) ₹60 Crore

Trade Payables
₹944 Crore
(+) ₹34 Crore

STANDALONE KEY RATIOS

	QTR		YTD	
	31 Dec, 23	31 Dec, 22	31 Dec, 23	31 Dec, 22
Earnings Per Share (in ₹) (Not Annualised)	5.85	(0.34)	13.58	6.12
Book Value Per Share (in ₹)	175.46	163.04	175.46	163.04
Current Ratio (#)	1.12	1.12	1.12	1.12
Quick Ratio (#)	0.69	0.57	0.69	0.57
EBITDA/Total Income (%)	6.2	3.4	5.7	4.6
Net Profit Margin (%)	2.1	(0.1)	1.7	0.8
Net Worth (in ₹ Crore)	599.85	549.55	599.85	549.55
RONW (%) (on PAT) (Annualised)	-	-	12.2	6.0
Return on Capital Employed (%) (on EBIT) (Annualised)	-	-	13.1	8.3
No of Equity Shares (in Crore)	4.05	4.05	4.05	4.05
Closing Market Price on Period End (in ₹)	939.45	901.70	939.45	901.70
Market Capitalisation (in ₹ Crore)	3806.54	3653.58	3806.54	3653.58
Head Counts (Numbers)	2511.00	2653.00	2511.00	2653.00
Total Income Per Employee (₹ in Lakh)	45.41	36.97	130.52	118.05
PBT Per Employee (₹ in Lakh)	1.3	(0.1)	3.0	1.4
Fixed Asset Turnover Ratio	8.4	7.3	8.1	7.7
Days Sundry Debtors Outstanding	27	27	29	26
Inventory Holding (in Days)	35	48	37	45

(#) Including Current Investments and Short Term Working Capital Loans and Current Maturities of Long Term Loans

Key Indices as on
31 December, 2023

Current Ratio
1.12
+ 0.00%

Market
Capitalization
₹3807 Crore
(+) ₹153 Crore

Debtors Holding
27
(+) 0 days

Inventory Holding
35
(-) 13 days

STANDALONE CASHFLOW STATEMENT

YTD (₹ in Crore)

	31 Dec, 23	31 Dec, 22
CASH FLOWS FROM OPERATING ACTIVITIES		
Profit Before Tax	74.13	37.75
Non Cash and Other Adjustments	103.87	93.00
Operating Profit Before Working Capital Changes	178.00	130.75
Movement in Working Capital	58.07	(17.18)
Cash Generated from Operations	236.07	113.57
Income Taxes Paid	(1.85)	(2.25)
Net Cash Generated from Operating Activities	234.22	111.32
Net Cash Used in Investing Activities	(140.46)	15.34
Net Cash Used in Financing Activities	(80.68)	(117.38)
NET CHANGE IN CASH AND CASH EQUIVALENT	13.08	9.28
CASH AND CASH EQUIVALENT AT THE BEGINNING OF THE PERIOD	93.44	64.79
CASH AND CASH EQUIVALENT AT THE END OF THE PERIOD	106.52	74.07

Key Indices as on
31 December, 2023

Cash flow from
operating
₹236 Crore
(+) ₹123 Crore

Cash flow
used in investing
(-) ₹140 Crore
(-) ₹156 Crore

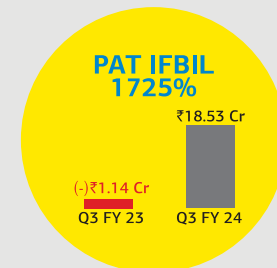
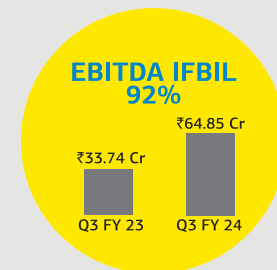
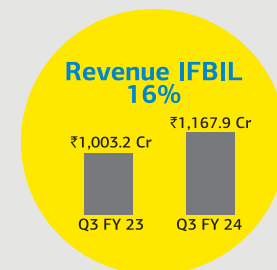
Cash flow
used in financing
(-) ₹81 Crore
(-) ₹37 Crore

Total cash and
cash equivalent
₹107 Crore
(+) ₹32 Crore

CONSOLIDATED INCOME STATEMENT

QTR (₹ in Crore)

	31 Dec, 23	30 Dec, 22
Total Sale of Products	1,433.61	1,201.53
Less: Trade Scheme and Discounts	337.96	253.01
Net Sales	1,095.65	948.52
Sale of Services	33.92	26.19
Other Operating Revenues	31.26	24.45
Revenue From Operations	1,160.83	999.16
Total Income	1,167.90	1,003.20
EBITDA	64.85	33.74
EBITDA Margin (%)	5.55	3.36
EBIT	33.05	3.70
EBIT Margin (%)	2.8	0.4
Profit Before Tax	26.28	(3.35)
Profit After Tax	18.53	(1.14)
Attributable to Owners of The Parent	18.53	(1.14)
Total Comprehensive Income (TCI)	19.69	0.61
Attributable to Owners of The Parent	19.69	0.61
Earnings Per Share (₹) (Not Annualised)	4.57	(0.28)



CONSOLIDATED HIGHLIGHTS

(₹ in Crore)

	Q3 (23-24)	Q3 (22-23)
Total Income	1,167.90	1,003.20
Earning Before Depreciation, Interest and Tax	64.85	33.74
Earning Before Interest and Tax	33.05	3.70
Profit Before Tax	26.28	(3.35)
Profit After Tax	18.53	(1.14)
Earnings Per Share (₹) (Not Annualised)	4.57	(0.28)
Cash and Liquid Investments	291.46	327.65

CONSOLIDATED BALANCE SHEET

(₹ in Crore)

	31 Dec, 23	31 Mar, 23
ASSETS		
Property, Plant and Equipment*	688.54	715.69
Investment in Equity Shares	77.15	96.84
Inventories	550.36	573.09
Investment in Mutual Funds	176.32	89.15
Trade Receivables	457.01	413.37
Cash and Bank Balances	115.14	97.05
Other Non-current Assets	191.86	121.60
TOTAL	2,256.38	2,106.79
EQUITY AND LIABILITIES		
Equity Share Capital	41.28	41.28
Other Equity	665.49	626.19
Borrowings (Including Current Maturities of Long Term Debts)	141.23	204.09
Trade Payables	964.39	830.33
Other Provisions and Liabilities	443.99	404.90
TOTAL	2,256.38	2,106.79

*Including CWIP, Right of Use Assets, Investment Property, Goodwill, Other Intangible Assets and Intangible Assets Under Development.

Key Indices as on
31 December, 2023

Fixed Assets
₹689 Crore
(-) ₹27 Crore

Inventories
₹550 Crore
(-) ₹23 Crore

Cash and Cash
Equivalents
(includes short-term
investments)
₹291 Crore
(+) ₹105 Crore

Trade Payables
₹964 Crore
+ ₹134 Crore

Disclaimer

This presentation contains statements which reflect the Management's current views and estimates and may be construed as forward-looking in nature. The future involves certain risks and uncertainties that may cause actual results to differ materially from the current views being expressed. Partial risks and uncertainties include such factors as general economic conditions, commodity prices and currency fluctuations, competitive product and pricing pressures, industrial relations and regulatory developments.

OVER
7 MILLION
SATISFIED CUSTOMERS



Contact

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