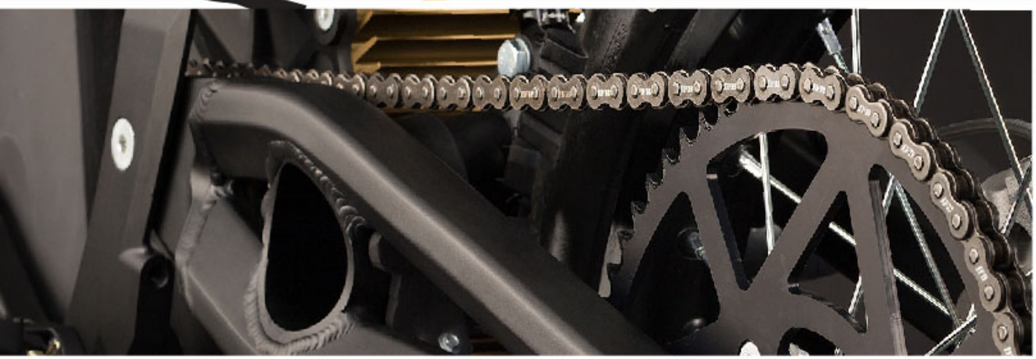
IFB Industries Limited

Q4

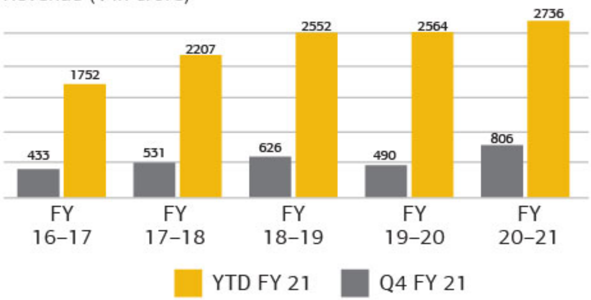
Financial Report

Quarter and Year Ended 31st March, 2021

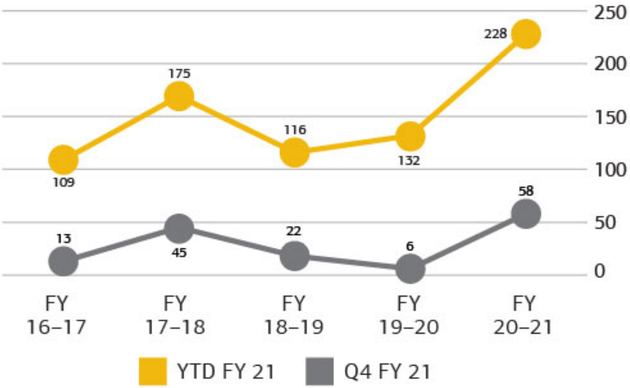


Financial Track Record

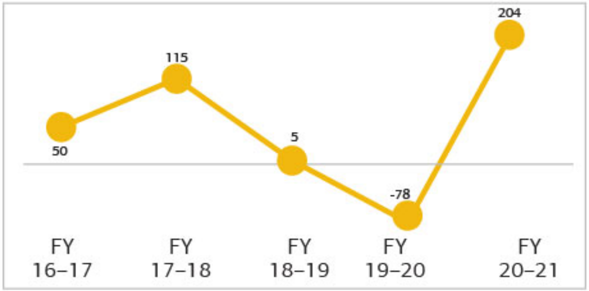
Revenue (₹ in crore)



Operating Profit/EBDITA (₹ in crore)



Free Cash Flow (₹ in crore)



YTD (31st March)

Financial Report—Quarter and Year Ended 31st March, 2021

Parameters Q4 FY 2020–'21

(₹ in crore)

Total Revenue ₹805.82 +64.4%	Revenue from Operations ₹799.29 +64.6%	EBDITA ₹58.40 +878.2%
EBDITA Margin % 7.2 +600 bps	Net Profit Margin 0.8% +450 bps	EPS ₹1.56 +134.6%
Receivables ₹243.50 +31.5%	Inventories ₹450.62 +20.7%	Accounts Payable ₹628.15 +42.9%
Free Cash Flow -₹84.89 -1039.0%	RONW 4.2% +1783 bps	Operating Cash Flow -₹95.74 -188.7%

YTD 31st March 2021

(₹ in crore)

Total Revenue ₹2,735.66 +6.7%	Revenue from Operations ₹2,716.52 +6.5%	EBDITA ₹228.00 +73.1%
EBDITA Margin % 8.3 +320 bps	Net Profit Margin 2.3% +120 bps	EPS ₹15.24 +120.5%
Receivables ₹243.50 +31.5%	Inventories ₹450.62 20.7%	Accounts Payable ₹628.15 +42.9%
Free Cash Flow ₹203.73 +333.3%	RONW 10.3% +510 bps	Operating Cash Flow ₹287.15 +73.7%

Note Growth/degrowth have been calculated in comparison with last year.

Financial Review Q4

The Company has reported a total income of ₹805.56 crore, a growth of 64.4% over the corresponding Quarter of the previous year.

The EBDITA amount for the Quarter was ₹58.40 crore and margin was at 7.2% during the 4th Quarter of 2020–21 as against 1.2% during the corresponding period of the previous year. However, revenue during the Quarter was below expectations due to the impact of COVID-19 in March '21.

Current tax expenses for the 4th Quarter appear high due to following reasons:

Receipt of a government grant of ₹17.02 crore under MSIPS in the 4th Quarter is taxable whereas, as per Ind AS 20, revenue recognition will be spread across the useful life of the asset. The impact of this was an additional ₹6 crore in the 4th Quarter along with an impact of ₹4 crore on account of brought forward losses.

Without considering the above effects, the current tax rate for the Quarter is 24%.

YTD period ended March '21

The Company has reported a total income of ₹2,735.66 crore, a growth of 6.7% over the corresponding period of the previous year due to loss of operation in April and May 2020.

EBDITA amount for the YTD period was ₹228.00 crore and margin stood at 8.3% as against 5.1% during the corresponding period of the previous year. There has been a significant improvement in the margin and it has gone up by 320 basis points due to a decline in material costs and operating expenses. As mentioned above, the current tax in the YTD period has been similarly affected.

Balance Sheet

We have a total borrowing of ₹216.32 crore including term loan amount of ₹192.23 crore.

Break-up of borrowing is as follows:

Borrowing

(₹ in crore)

Loan Type	Value	Banker	Purpose	Tenure
ECB	113.28	Standard Chartered	AC Project	Five Years
Rupee Term Loan	43.95	DBS Bank	Engineering Division	Five Years
Rupee Term Loan	35.00	ICICI Bank	Stamping Division	Seven Years
Working Capital	24.09	SCB/DBS		
Total	**216.32**			

Your Company made two prepayments during the year—one in December '20 to DBS of ₹22.91 crore and another of ₹28.32 crore ($4 million) in January '21 to SCB.

Apart from these prepayments, the residual old term loan amount of ₹2.50 crore from DBS was cleared during the year and the principal amount of ₹3.15 crore against the new DBS term loan, taken in FY '20, was also paid off.

These payouts brought down the term loan amount to ₹192.23 crore as on 31 March '21 from an opening balance of ₹249.10 crore.

Against the aforesaid borrowing, as on 31 March '21, our Cash and Bank Balances (including investments in Mutual Funds) were ₹374.62 crore. Hence the Company remained debt free on a net basis as on 31 March '21. The break up of the same is given:

Cash and Bank Balances	₹96.53 crore
Capital Gain Deposits	₹19.87 crore
Investments in Mutual Fund	₹258.22 crore
Total	**₹374.62 crore**

The amount of ₹374.62 crore, as stated above, has decreased from ₹511.92 crore as on 31 December '20.

This reduction is due to the following payouts:
a) Prepayment: ₹28 crore
b) Creditors' payment: ₹50 crore

We further have inefficiencies of ₹80 crore in working capital as on 31 March '21 due to low offtake in the 4th Quarter because of price increases in January '21. Inefficiencies have increased on account of further lockdowns in April and May '21, however after partial reopening of sales, inefficiencies will be rectified to release cash back into the system.

Home Appliances Division

Market Conditions

• As 2020 raged with the pandemic, the home appliances industry in India, as did many other sectors, faced unprecedented challenges.

• Exciting news of the arrival of multiple COVID-19 vaccines has helped restore consumers' confidence and revive the demand in the home appliances sector.

• Keeping in mind the repercussions from the second wave or the possibility of a third wave of the pandemic, vaccinations are required to be speeded up.

• The growing work from home culture is expected to help boost the demand for home appliances for enhanced convenience at home.

• There is great scope for growth in the rural sector with consumption expected to grow as brands penetrate deeper in rural India.

• Growing awareness, easier access to EMI schemes and changing lifestyles have been the key growth drivers for the consumer durables market.

Business Update

The consumer durables sector, which started on a positive note in June '20, has seen a growth in sales over the last two Quarters owing to both new and pent-up demand. Growth is also being led by consumers who are looking for a substitute for domestic workers, amidst health and safety concerns due to the COVID-19 pandemic. This is leading to higher demand for appliances such as washing machines, microwaves, dishwashers, refrigerators etc.

The 4th Quarter revenue was affected, coupled with an increase in commodity prices, which resulted in a lower margin. We are also preparing to launch new 8 Kg models for the front loader category in the 2nd Quarter of the next fiscal year. The new washer-dryer-refresher was launched in December '20 and the initial response was very good. In the 4th Quarter, AC sales were significantly higher compared to same Quarter of the previous year. Sales in the 1st Quarter of the next fiscal year were earlier considered to be at a higher level. However, the market was disrupted due to the second wave and AC sales for the 1st Quarter of FY '21–'22 were badly affected. We expect pent up demand during the 15 June to 30 September period to help increase sales in the AC category.

IFB Point sales were affected in the 4th Quarter as compared to the 3rd Quarter due to a partial lockdown at the end of March '21. Organic growth initiatives have been put in place that focus on growth in conversion, footfalls and revenue of like for like stores. Retail experience enhancement will also be undertaken to showcase our complete portfolio across the laundry, living and kitchen categories. The addition of new stores will be delayed due to the lockdown. Instead, we will closely watch whether the third wave comes and how the market reacts. Thereafter, we will decide on enhancing geographic coverage etc.

Engineering Division

Market Conditions

The automotive sector is expected to have a slowdown ahead, on account of the second wave of the COVID-19 pandemic. Experts believe that a third wave may also hit us subsequently.

- Both 2-wheelers and 4-wheelers are expected to have higher volumes from the 2nd Quarter onwards, which will continue for the next 6–8 months.

- The spiralling prices and non-availability of raw materials are hurdles that both the suppliers and OEMs will face going forward.

- The vehicle scrapping policy will lead to an increase in the demand for 4-wheelers.

- The demand for commercial vehicles is expected to improve going forward as investments in infrastructure increase.

Overall, the automotive segment is expected to do well in the coming Quarter.

Business Update

In the 4th Quarter, the automotive market started showing a reversal of trends

1) The second wave of the COVID-19 pandemic started in India in March '21.

2) Due to the lockdown and night curfew, dealer networks were paralysed from March '21, which slowed down sales.

3) A shortage of steel led to an increase in prices, which resulted in the lower volumes by OEMs.

4) Vehicle prices were increased due to higher input costs.

5) The rising price of fuel was also a factor that affected end-customers' decision to buy.

Market Growth

1) 2-wheelers: 28.99% over last year's corresponding Quarter.

2) 4-wheelers: 20.48% over last year's corresponding Quarter.

3) Commercial Vehicles: (-)25.86% over last year's corresponding Quarter.

Home Appliances Division

The Division's range of products covers both domestic and industrial application categories.

The updates at the end of the 4th Quarter for each of the product categories are given below:

- **Front Loading Washing Machine**

The range addresses all customer needs and is differentiated in the market based on IFB QDR as well as aesthetics and performance. The significant rise in commodity pricing in the period from November '20 to January '21 led to a steep increase in prices, which was not passed on to customers by the competition, leading to a loss of sales. However, post reopening, we foresee robust sales and this will more than compensate for loss of sales in the 4th Quarter. The key task for the Company is to increase market share in the 2nd and 3rd Quarters of the new fiscal year. This will be driven through extraction from the distribution network as well as increases in revenue shares from large key accounts. The primary enablers are the new models in 8 Kg range and additional manning at the counters—actions that will be fully completed by the end of the 2nd Quarter. The volume potential going forward from the existing market reach, as well as the current direct and indirect channels, is high and will be realised in the 2nd and 3rd Quarters of the new fiscal year.

- **Top Loading Washing Machine**

The new models introduced in the 6.5, 7 and 8 Kg segments, include ones with heaters, which are well differentiated in the market. The key task, which the Company needs to complete and handle much better than it is currently doing, is to ensure availability of the new models with complete placements of them across all market channels. There is increasing demand for models of higher capacities in the market and we are improving our supply chain capabilities to address it.

- **Clothes Dryers and Dishwashers**

The clothes dryer is no longer a seasonal product and its demand has been consistent over the last few Quarters. This category will partially move to the washer dryer segment, post the ramp up of the Company's washer-dryer-refresher. Growth in this category was recorded at 12% for the 4th Quarter and 14% for the YTD period. We are also working to establish the dryer as a major segment through product innovations.

The domestic dishwasher segment has seen significant growth for the IFB brand. Growth was recorded at 254% for the 4th Quarter and 130% for the YTD period. The availability scenario for dishwashers is now fixed and we need to drive placements in the distribution network to sell >100K dishwashers per annum from the new fiscal year onwards. Both dishwasher and clothes dryers are seen as strong growth categories going forward.

- **Industrial Segment—Dishwashing and Laundry Equipment**

IFB covers the full range of glass washers, under counter dishwashers as well as hood type and rack conveyor type dishwashing equipment. The Company continues to enjoy dominant market share across all customer segments, including defence establishments, bars, restaurants, large institutions, hotels, ships etc.

The revenues in both the industrial categories have been low as all major institutions in the education, hotel and restaurant categories have been shut over the last few Quarters. We expect a turnaround in the demand scenario in the 2nd and 3rd Quarters, including tender based sales, for which we have a healthy order pipeline. A new product category will be launched in 2nd Quarter that will offer significant savings of water and energy. Furthermore, the semi-industrial segment is being addressed with the launch of an 11 Kg model. Both these actions will help increase sales in the 2nd and 3rd Quarters of the new fiscal year.

- **Microwave Ovens**

IFB continues to be a dominant player in this category. The 4th Quarter volume was 74.6K as compared to 40.5K the previous year, thereby recording a significant growth of 84%. The budget for the Quarter (60K) was also exceeded. However, YTD growth was 8%, which was affected largely due to the lockdown in the 1st Quarter of FY '20–'21.

The key delivery targets for the two Quarters ahead in this fiscal year are to complete the new model introductions, including models with new technology for improving the cooking process. In the last fiscal year, there was a surge in demand in this segment and we were unable to service the full demand. Availability issues are now fixed and we are working on using the new range to drive placements and volume increases in this category, starting from the 2nd Quarter of FY '21–'22 on account of new and pent up demand.

- **Modular Kitchens**

In the last two Quarters, we expanded the kitchen format presence in Goa and Bangalore by adding another three outlets. The new design format combines the modular kitchens with appliances—this format will now be a part of the future retail expansion. We have identified ~30 of our existing exclusive stores that can incorporate the new design format. In the new fiscal year, we will reformat these stores and expand the modular kitchen business to all these locations. This is a segment in which we are still not able to deliver the desired results. Our sales processes need much more effectiveness in this product segment and we need to fix business delivery as we have committed earlier.

The IFB design offering for this category is unique and of a high quality. The products are well priced and include attractive EMI offers and an enabling range of accessories for the various storage modules.

- **Built-in Ovens, Chimneys and Hobs**

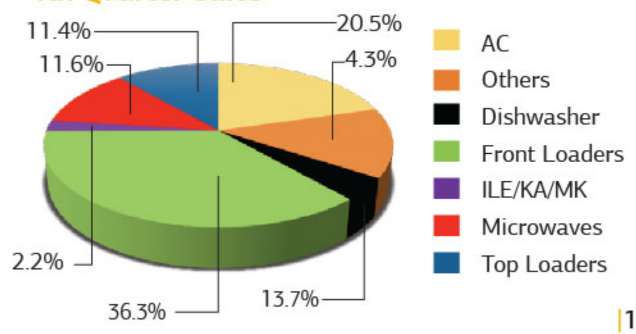
We will target 1,500 MBOs in this category by the 2nd Quarter of the new fiscal year and displays at IFB Points. The IFB Points account for ~50% of sales in this category. The Company is investing in full range product displays to increase its presence in multi-brand outlets. The kitchen appliances category is a key segment for expansion and is also accretive to margins. Our target is to achieve monthly sales of ₹5 crore from October '21 onwards.

• **Air Conditioners**

This category was affected by the COVID-19 pandemic last year. We achieved a sales volume of 81K in the fiscal year as compared to 90K in the previous year. This deficit was due to a complete washout in April and May ’20. However, sales in the 4th Quarter were significantly higher over last year's volume. The sales volume in the 4th Quarter stood at 50K compared to 18K in the corresponding Quarter of the previous year. Nevertheless, the 4th Quarter sales were behind budget by 100K units. A shortfall in budget achievement was due to delays in finalising tie-up papers with channel partners and getting product approvals from OEMs, as this was the first year of our OEM business. The 1st Quarter of the new fiscal year was also severely affected by the second wave of pandemic. Sadly, the AC plant was supposed to start operating from January ’20 but the technicians from China who were here to do installations went back in January ’20 and did not return due to the outbreak of the COVID-19 pandemic. As a result, the installation was delayed. Operations began on 17 March, ’20 but unfortunately faced a shutdown again within three days (from 20 March, ’20) due to a lockdown. In the process, we lost the season in FY ’20–’21. Sales started to pick up thereafter and the 4th Quarter volumes were good as mentioned earlier. However, the business was disrupted once again in the 1st Quarter of FY ’21–’22 due to the second wave of the pandemic. However, we foresee good sales going forwards from the 2nd Quarter onwards based on new and pent-up demand etc.

There is one good thing—the range has been well received in the market and is differentiated and benchmarked to the best in the industry. In addition, a new series is being introduced in the 2nd Quarter of the new fiscal year with lower price positioning and features benchmarked to the middle of the high volume segment. This will increase the Company’s penetration in segments like distribution etc.

4th Quarter Sales



Home Appliances Division

(₹ in crore)

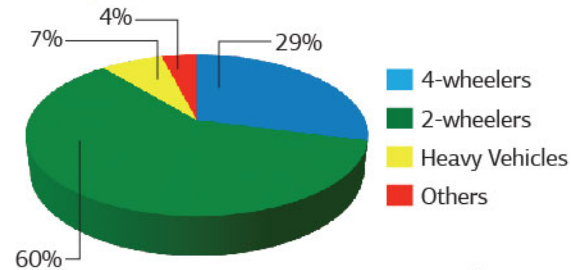
	Q4 ('20–'21)	Q4 ('19–'20)	YTD ('20–'21)	YTD ('19–'20)
Revenue from Operations	638.35	380.66	2,244.17	2,108.12
EBITDA	43.39	(1.54)	193.19	89.63
EBITDA % on Revenue	6.8	(0.4)	8.60	4.30
EBIT	24.77	(35.16)	120.08	25.17
EBIT % on Revenue	3.9	(9.2)	5.40	1.20
ROCE %	14.5	(22.0)	16.6	2.8

The 4th Quarter revenue increased by 68% in spite of comparatively lower sales in February and March 2021. Otherwise, growth would have been higher. Higher sales resulted into a larger contribution amount, which helped the Division generate higher PBDIT. However, YTD sales were impacted due to lockdowns in the 1st Quarter and therefore growth remained below 7%.

Engineering Division

The Fine Blanking Division mainly caters to the automotive sector, both 2-wheelers and 4-wheelers as well as the commercial vehicle segment. The commercial vehicle segment had a de-growth of (-)25.86% (both LCV and HCV combined), corresponding to which IFB had a growth of 173%.

4th Quarter Sales



(₹ in crore)

	Q4 ('20–'21)	Q4 ('19–'20)	YTD ('20–'21)	YTD ('19–'20)
Revenue from Operations	151.13	95.89	445.85	421.34
EBITDA	22.49	10.78	53.97	50.85
EBITDA % on Revenue	14.9	11.2	12.10	12.10
EBIT	16.0	3.36	29.86	27.24
EBIT % on Revenue	10.6	3.5	6.7	6.5
ROCE %	20.0	4.1	9.3	8.2

Revenue recorded a growth of 53% in the 4th Quarter. As a result, the EBIDTA improved on account of a higher gross margin. YTD revenue was 5% higher due to lower sales in the 1st Quarter. Accordingly, the EBIDTA also experienced a marginal increase.

However, the Fine Blanking Division experienced loss of sales due to shortage of steel as explained earlier, as well as a delay in shifting of operation from Whitefield to Malur due to the COVID-19 pandemic. This resulted in a delay of the installation of the machines imported from Japan and resulted in a capacity shortage for the fiscal year. Disruption in production due to Government order on working with lesser number of people also affected us. Similarly, activities were disrupted in vendor places also.

Pending price increase from customers, which is amounting to ₹4.5 crore, will be collected by the 2nd week of July in FY '21–'22 to further increase EBITDA.

The following actions are being taken in the Engineering Division to improve revenue and PBDIT—

1. Enhance order intakes from existing customers.

2. Aggressively drive price increase from customers against raw materials cost hike.

3. Search and establish new customers in alternate segments.

4. Increase order intake in the commercial vehicle segment.

5. Streamline supply chain constraints.

After Market Division

Revenue improved in both the 4th Quarter and YTD period as compared to last year, which resulted into higher margin. However, there were supply constraints due to the pandemic. Prolonged shutdown affected us, otherwise, revenue and margin would have been higher.

Motor Division

The Motor Division is based in Bengaluru. It started operations in 1993, producing motors for our washing machine plant in Goa. In 2019, the Motor Division acquired the Automotive Motor Division from IFB Automotive Private Limited and merged it with its existing business, keeping in mind the operational synergy between the two. The Division is supplying to our Appliances Division as well as to automotive companies such as Hanon Automotive, M&M, Subros, Sanden Vikas etc. Business trends were down over the last year due to COVID-19 pandemic and we forecast that in the coming months the offtake from OEMs will improve.

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 efficient BLDC motors, which will save energy to the tune of 25–30% of the existing usage.

The Appliance Motor Division will focus on washing machine and AC motors. Capex for this is being undertaken and the appropriate technology tie-up is in place.

Stamping Division

(₹ in crore)

	Q4 ('20–'21)	Q4 ('19–'20)	YTD ('20–'21)	YTD ('19–'20)
Revenue from Operations	13.12	10.24	39.71	18.65
EBITDA	0.85	1.38	3.65	2.25
EBITDA % on Revenue	6.5	13.4	9.2	12.1
EBIT	(0.94)	(1.30)	(3.73)	(1.42)
EBIT % on Revenue	(7.1)	(12.7)	(9.4)	(7.6)

This Division was acquired from IFB Automotive in October '19, keeping in mind the operational synergy with the Fine Blanking Division. In FY '20–'21, due to the outbreak of the COVID-19 pandemic and the subsequent lockdowns imposed by the government, there was negligible turnover in the 1st Quarter. However, things improved in the balance three Quarters, which improved the YTD revenue.

The 3rd and 4th Quarter order value was ₹20.60 crore and ₹17.57 crore respectively. However, we could only achieve ₹12.81 crore and ₹12.27 crore due to reasons such as materials crisis, the impact of the COVID-19 pandemic etc. You will see that we could not service the order value due to supply disruption and other operational issues. Otherwise, margin would have been 15%. However, the product has been well accepted and the order book of FY '21–'22 is also robust. The strategic decision to buy this business and integrate it with the Fine Blanking Division was well received by the customer. Unfortunately, COVID-19 and the related shutdown have affected the Division, a situation faced by many other companies.

The Company has enhanced its marketing thrust to garner additional revenue from existing customers while also accelerating its efforts to increase revenue from the non-auto segment.

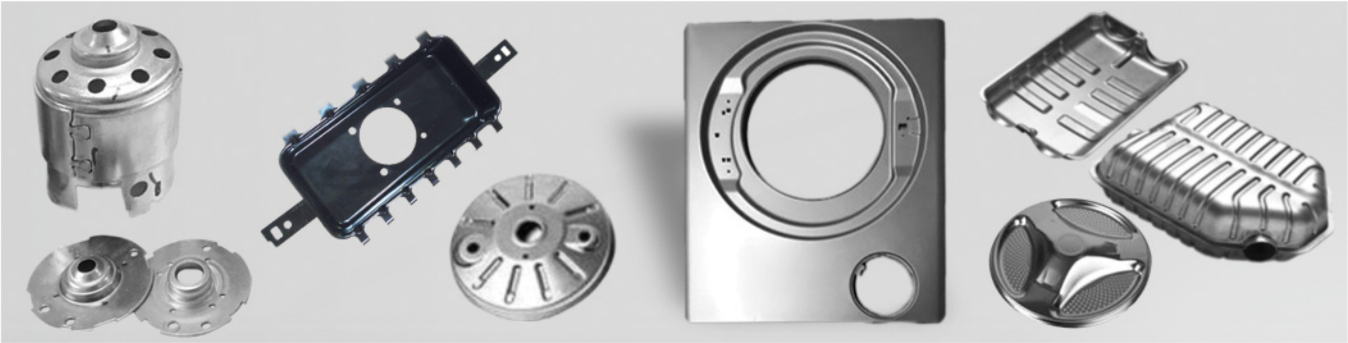
For the automotive motor sector, going forward, plan for technical tie-up is being examined, keeping in mind future technology that will come into play due to change in consumer preferences, eg Electric Vehicles etc.

The Stamping Division has budgeted a revenue of ₹75 crore in FY '21–'22.

In April and May of FY '21–'22, against a revenue target of ₹12.58 crore, the Division has achieved only ₹6.05 crore, mainly due to—

- Non-availability of raw materials
- Drop in schedule from customer
- Disruptions at vendors' end due to COVID-19 related issues

The Company hopes to catch up with the budgeted target in the coming months.



STANDALONE INCOME STATEMENT

	QTR		YTD	(₹ in crore)
	31 Mar, '21	31 Mar, '20	31 Mar, '21	31 Mar, '20
Revenue from Operations	**799.29**	**485.66**	**2,716.52**	**2,551.42**
Total Income	**805.82**	**490.05**	**2,735.66**	**2,564.18**
EBDITA (#)	**58.40**	**5.97**	**228.00**	**131.70**
EBDITA Margin (%)	7.2	1.2	8.3	5.1
EBIT (#)	**32.85**	**(35.81)**	**128.89**	**42.72**
EBIT Margin (%)	4.1	(7.3)	4.7	1.7
Profit Before Tax (#)	**28.32**	**(44.25)**	**99.54**	**28.22**
Profit After Tax	**6.33**	**(18.22)**	**61.74**	**27.99**
Total Comprehensive Income (TCI)	**9.55**	**(21.55)**	**61.27**	**21.43**
Earnings Per Share (₹) (Not Annualised)	1.56	(4.51)	15.24	6.91

(#) Before Exceptional Items

STANDALONE BALANCE SHEET

(₹ in crore)

	31 Mar, '21	31 Mar, '20
ASSETS		
Property, Plant and Equipment*	620.59	578.29
Investment in Subsidiaries	47.90	33.60
Investment in Equity Shares	2.25	–
Inventories	450.62	373.37
Investment in Mutual Funds	258.22	152.80
Trade Receivables	243.50	185.14
Cash and Bank Balances	116.40	121.21
Other Assets	122.24	169.25
TOTAL	**1,861.72**	**1,613.66**
EQUITY AND LIABILITIES		
Equity Share Capital	41.28	41.28
Other Equity	667.29	606.02
Borrowings (Including Current Maturities of Long-term Debts)	219.35	284 .90
Trade Payables	628.15	439.40
Other Provisions and Liabilities	305.65	242.06
TOTAL	**1,861.72**	**1,613.66**

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

STANDALONE CASH FLOW STATEMENT

	YTD	(₹ in crore)
	31 Mar '21	31 Mar '20
Profit Before Tax	**99.54**	**29.70**
Non Cash and other Adjustments	114.44	106.95
Operating Profit Before Working Capital Changes	**213.98**	**136.65**
Movement in Working Capital	79.60	38.16
Cash Generated from Operations	**293.58**	**174.81**
Income Taxes Paid (Net of Refunds)	(6.43)	(9.53)
Net Cash Generated from Operating Activities	**287.15**	**165.28**
Net Cash Used in Investing Activities	**(182.25)**	**(362.27)**
Net Cash Generated from/Used in Financing Activities	**(110.95)**	**228.00**
NET CHANGE IN CASH AND CASH EQUIVALENTS	**(6.05)**	**31.01**
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD	**101.40**	**70.39**
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	**95.35**	**101.40**

STANDALONE KEY RATIOS

	QTR		YTD	
	31 Mar, '21	31 Mar, '20	31 Mar, '21	31 Mar, '20
Earnings Per Share (In ₹) (Not Annualised)	1.56	(4.51)	15.24	6.91
Book Value per Share (In ₹)	174.96	159.83	174.96	159.83
Current Ratio (#)	1.39	1.58	1.39	1.58
Quick Ratio (#)	0.85	0.93	0.85	0.93
EBDITA/Total Income (%)	7.2	1.2	8.3	5.1
Net Profit Margin (%)	0.8	(3.7)	2.3	1.0
Net Worth (In crore)	597.49	536.22	597.49	536.22
RONW (%) (On PAT)	4.2	(13.6)	10.3	5.2
Return on Capital Employed (%) (On EBIT)	12.8	(13.9)	12.6	4.1
No of Equity Shares (In crore)	4.05	4.05	4.05	4.05
Closing Market Price on Period End	1,111.55	256.50	1,111.55	256.50
Market Capitalisation (In crore)	4,501.78	1,038.83	4,501.78	1,038.83
Head Counts (Nos)	2,466	2,322	2,466	2,322
Total Income per Employee (₹ in lakh)	32.68	21.10	110.94	110.43
PBT per Employee (₹ in lakh)	1.15	(1.90)	4.04	1.28
Fixed Asset Turnover Ratio	6.3	4.1	5.4	5.5
Days Sundry Debtors Outstanding	22	28	26	21
Inventory Holding (In Days)	42	56	49	42

(#) Includes current investments and short-term working capital loans and current maturities of long-term loans.

CONSOLIDATED HIGHLIGHTS

(₹ in crore)

	Q4 ('20–'21)	Q4 ('19–'20)
Total Income	832.14	510.91
Earning Before Depreciation, Interest & Tax*	61.08	4.79
Earning Before Interest and Tax*	34.71	(37.76)
Profit Before Tax*	29.95	(46.52)
Profit After Tax—Owners	7.71	(19.49)
Profit After Tax—Non-controlling Interest	–	(0.87)
Earnings Per Share ₹ (Not Annualised)	1.91	(4.81)
Cash & Equivalents	98.29	104.87

*Before Exceptional Gain.

Subsidiaries

IFB Industries Limited, the Holding company, has two wholly owned subsidiaries, Trishan Metals Private Limited (TMPL) and Global Automotive & Appliances Pte Ltd (GAAL), as well as one step-down subsidiary, Thai Automotive and Appliances Limited (TAAL). During the Quarter, your Company has acquired the balance 48.88% of TMPL to make it a wholly owned subsidiary of the Company.

Trishan Metals Private Limited

In the 4th Quarter, TMPL achieved a total revenue of ₹29.66 crore, which is higher by ₹6.65 crore against the budget and ₹16.15 crore more compared to last year. However, the operational revenue for the year ended with marginal degrowth as compared to last year due to the COVID-19 pandemic, which resulted in a lockdown through a major part of the 1st Quarter of FY '20–'21.

We acquired 51.12% of this company in July '16 and started to streamline the production, processes etc. Revenue increased from a monthly average of ₹3 crore and crossed ₹9 crore. The products have been well received in the market and rejection has started a downward movement.

It is felt that TMPL has the capability to generate higher volumes and margins with certain changes in its operational and machine capabilities. It is now receiving the impact of price increases on a monthly basis. This, coupled with a spike in sales, will improve its P&L.

A plan is being prepared to increase the plant capacity to 2,500 MT per month from the existing 1,400 MT. Modernisation in plant and equipment will be undertaken to reduce the generation of scrap and eliminate quality issues, which should result in a higher margin. Improvement in quality will garner higher demand for TMPL products, which will reduce the fixed cost and operational cost per MT.

Investment details are being finalised.

Global Automotive & Appliances Pte Ltd (GAAL)

GAAL has expanded its operations to source electronic component suppliers. This is its third year of operation and GAAL has achieved a total revenue of $4.53 million and made a profit before tax of $0.14 million. Both revenue and profit were suppressed due to the COVID-19 pandemic. In addition, price increase effect of $0.1 million was not received in March '21, which would have increased the margin for FY '20–'21. Subsequently, in April '21, this has been been received, which will come under 1st Quarter results.

Why it is strategic to have an establishment in Singapore

- Having an office there gives us credibility in dealing with global companies that have their regional headquarters in Singapore and this gives us an access to all other ASEAN countries who have their offices in Singapore. Face-to-face communication in a fast-changing environment helps.

- Singapore is a hub for shipping and banking, which will help us in the long-term.

- In this fiscal year, the global crisis of chips for appliances would have hit us hard, had our Singapore office not helped us source them. Many global automobile companies faced production disruptions due to chip shortages etc. GAAL helped us immensely during this crisis.

Thai Automotive and Appliances Limited (TAAL)

(₹ in crore)

	Q4 (FY–'21)	Q4 (FY–'20)	YTD (FY–'21)	YTD (FY–'20)
Revenue	14.39	10.66	41.09	40.31
EBITDA	1.44	0.53	2.99	2.61
EBITDA % on Revenue	10.01	4.97	7.28	6.47
EBIT	0.85	0.05	0.60	1.04
EBIT % on Revenue	5.91	0.47	1.46	2.58

During the 4th Quarter, the budgeted revenue achievement was 88%, an increase of 27% over the last year.

EBITDA increased as compared to last year, due to higher sales. However, the YTD revenue from operations was almost at last year's level due to the severe effect of the COVID-19 pandemic in Thailand, which affected the PBDIT as well. However, PBDIT for the year was marginally higher than last year due to lower material costs.

Despite the fact that the pandemic impacted business adversely in Thailand, the margin for the 4th Quarter was in double digits as the situation improved. However, the 1st Quarter of FY '21–'22 again suffered a second wave.

Why Thailand as a country is important

- We wanted to grow the engineering business of IFB Industries Ltd in Thailand as it manufactures higher-end vehicles and has great access to the ASEAN region.
- The presence of a large number of OEMs and Tier 1 parties such as Toyota, Honda, Yamaha, Autoliv etc can help develop our business to a large extent (these parties are existing customers of IFB Industries Ltd in India).
- To facilitate sourcing various parts for the Appliances Division.

CONSOLIDATED INCOME STATEMENT

	QTR		YTD	(₹ in crore)
	31 Mar, '21	31 Mar, '20	31 Mar, '21	31 Mar, '20
Revenue From Operations	**825.16**	**506.92**	**2,800.80**	**2,636.97**
Total Income	**832.14**	**510.91**	**2,823.16**	**2,649.47**
EBDITA*	**61.08**	**4.79**	**232.24**	**133.31**
EBDITA Margin (%)	7.3	0.9	8.2	5.0
EBIT*	**34.71**	**(37.76)**	**129.82**	**41.36**
EBIT Margin (%)	4.2	(7.4)	4.6	1.6
Profit Before Tax*	**29.95**	**(46.52)**	**98.91**	**25.27**
Profit After Tax	**7.71**	**(20.36)**	**64.11**	**25.77**
Attributable to Owners of The Parent	7.71	(19.49)	63.24	27.41
Attributable to Non-controlling Interest	0.00	(0.87)	0.87	(1.64)
Total Comprehensive Income (TCI)	**10.18**	**(23.95)**	**63.54**	**20.96**
Attributable to Owners of the Parent	10.18	(23.05)	62.66	22.63
Attributable to Non-controlling Interest	0.00	(0.90)	0.88	(1.67)
Earnings Per Share (₹) (Not annualised)	**1.91**	**(4.81)**	**15.61**	**6.76**

*Before Exceptional Gain.

CONSOLIDATED BALANCE SHEET

(₹ in crore)

	31 Mar, '21	31 Mar, '20
ASSETS		
Property, Plant and Equipment*	674.83	634.43
Investment in Equity Shares	2.25	–
Inventories	462.28	383.38
Investment in Mutual Funds	258.22	152.80
Trade Receivables	265.69	204.54
Cash and Bank Balances	123.27	125.42
Other Non-current Assets	104.87	164.10
TOTAL	**1,891.41**	**1,664.67**
EQUITY AND LIABILITIES		
Equity Share Capital	41.28	41.28
Other Equity	654.60	604.96
Borrowings (Including Current Maturities of Long-term Debts)	232.92	297.65
Trade Payables	655.47	473.13
Other Provisions and Liabilities	307.14	247.65
TOTAL	**1,891.41**	**1,664.67**

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

Thank You

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 6 MILLION SATISFIED CUSTOMERS

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