

ELIN ELECTRONICS LIMITED

Regd. Office : 4771, BHARAT RAM ROAD, 23 DARYA GANJ, NEW DELHI-110 002
Website : www.elinindia.com Tel. : 91-11-43000400 Fax : 91-11-23289340



August 06, 2024

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra - Kurla Complex
Bandra (E), Mumbai - 400 051

BSE Limited
Corporate Relationship Department,
2nd Floor, New Trading Wing,
Rotunda Building, P.J. Towers,
Dalal Street, Mumbai - 400 001

Symbol: ELIN

Scrip Code: 543725

ISIN: INE050401020

Dear Sir/Ma'am,

Subject: Investor Presentation on unaudited financial results of the Company for Q1 of FY 2024-25 under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

Pursuant to the Regulation 30 read with Schedule III (Part A) (15) of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached investor presentation on unaudited financial results of the Company for the Q1 of FY 2024-25.

We request you to take the above information on record.

Thanking You

Yours faithfully,

For Elin Electronics Limited


Lata Rani Pawa

Company Secretary & Compliance Officer

M. No.: A30540

cs@elinindia.com

Encl: As above



Factories:-

C-142-143-144-144/1-144/2 Industrial Area, Site No.1, Bulandshahar Road, Ghaziabad - 201009 (U.P.)

L-84, Verna Industrial Area, Electronic City, Verna, Goa - 403722.

Village: Beli Khol, Post: Manpura - 174101, Teh: Nalagarh, District: Solan (Himachal Pradesh)

CIN : L29304DL1982PLC428372

GSTIN: 09AAACE6449G1ZJ

Elin Electronics Limited

Q1FY25 Earnings Presentation

Aug 2024

Q1FY25 Snapshot

Total Income

INR 2,936 million
up ~16% YoY from
INR 2,538 million

EBITDA

INR 133 million
up ~36% YoY from
INR 98 million

Profit After Tax

INR 59 million
up ~ 55% YoY from
INR 38 million

Net Cash / (Debt)

INR 823 million
from
INR 828 million

Net WC Days

~ 64 days
from
~68 days

Q1FY25 Snapshot

INR million	Q1-FY24	Q1-FY25	Q4-FY24	Q1-FY25
Revenue	2,538	2,936	2,778	2,936
EBITDA	98	133	124	133
Margin %	3.9%	4.5%	4.5%	4.5%
PAT	38	59	35	59

- ▶ Revenue grew ~16% on a YoY basis and ~6% on a QoQ basis:
 - ▶ YoY growth was largely on account of better growth in small appliances and FHP motors; we see green shoots of demand revival visible
- ▶ EBITDA was impacted because of:
 - ▶ Sharp increase in price of copper and aluminium in June, per contracts will be recovered in subsequent quarters
 - ▶ Higher employee cost due to (1) Annual increments effective from April 1, 2024 (2) New senior hires made in the recent past

Revenue Breakdown

Amounts in INR million	Q1-FY24	Q1-FY25	Q4-FY24	Q1-FY25
Lighting, Fans & Switches	832	894	785	894
Small Appliances	527	636	687	636
FHP Motors	541	656	492	656
Other EMS	93	140	135	140
Total EMS	1,993	2,327	2,099	2,327
Precision Components & Others	539	607	597	607
Medical Cartridges	6	2	82	2
Total Non-EMS	545	609	679	609
Total Revenue	2,538	2,936	2,778	2,936

Expenditure Analysis

	Q1-FY24	Q1-FY25	Q4-FY24	Q1-FY25
Cost of Material Consumed	73.7%	73.6%	74.1%	73.6%
Employee Benefits	14.3%	14.6%	13.7%	14.6%
Other Expenses	8.2%	7.3%	7.8%	7.3%
EBITDA	3.9%	4.5%	4.5%	4.5%
Finance Costs	1.1%	0.6%	0.8%	0.6%
Depreciation	1.9%	1.9%	2.7%	1.9%
Profit Before Tax	1.9%	2.7%	1.8%	2.7%
Tax	0.5%	0.7%	0.6%	0.7%
Profit After Tax	1.5%	2.0%	1.3%	2.0%

Lighting, Fans & Switches

Amounts in INR million	Q1-FY24	Q1-FY25	Q4-FY24	Q1-FY25
Lighting	596	634	569	634
Flashlights	103	105	45	105
Fans	104	126	138	126
Switches	28	28	33	28
Total	832	894	785	894

- ▶ Lighting revenue (ex-flashlights) grew ~6% YoY and ~11% QoQ
 - ▶ Discussions with potential new customers continue, expect progress within next few quarters
 - ▶ Pricing stability seen this quarter, needs to be monitored closely going forward
- ▶ Flashlights remained flat YoY and improved QoQ because of seasonality
- ▶ Fans revenue improved 21% YoY on the back of better offtake in the TPW fans category; expect this to get stronger from a full year perspective

Small Appliances

Amounts in INR million	Q1-FY24	Q1-FY25	Q4-FY24	Q1-FY25
Kitchen & Home Care	336	395	437	395
Personal Care	190	242	249	242
Total	527	636	687	636

- ▶ Kitchen & home care revenue increased ~17% YoY
 - ▶ Growth in mixer grinders revenue offset by decline in revenue from irons
 - ▶ Capacity utilization improved; however still sub optimal across categories
- ▶ Personal care segment saw good growth YoY but was flat QoQ
 - ▶ Hair dryers and straighteners saw decline in revenue whereas trimmers and heated hair brush grew (relatively recent product launches)
- ▶ Expect new launches viz. OFR, OTG, trimmer and kettle within FY25 itself; revenue contribution from new launches to be fully visible in FY26

Fractional Horsepower Motors

Amounts in INR million	Q1-FY24	Q1-FY25	Q4-FY24	Q1-FY25
Consumer Durables	415	471	380	471
Fans	76	120	59	120
Others	50	65	54	65
Total	541	656	492	656

- ▶ Motors of Consumer durables comprise mixer grinders, hand blenders and chimney
 - ▶ Led by growth primarily in mixer grinder motors and chimney motors
- ▶ Fan motors increased because of revival in demand from a key customer
- ▶ Others represents sale of synchronous motors and submersible pumps

Capex Overview (Q1FY25)

INR million	Ghaziabad	Baddi	Goa	Total (Q1FY25)
Land & Building	-	-	-	-
Plant & Machinery	5.8	1.4	0.3	7.5
Electrical Installation	0.4	0.1	-	0.5
Tools, Dies & Moulds	19.8	2.9	0.7	23.4
Others	3.1	0.7	-	3.8
Total	29.1	5.1	1.0	35.2

- ▶ Capex in Q1FY25 was ~INR 35 million; CWIP as on June 30, 2024 was INR 138 million
- ▶ Tools, Dies & Moulds, represent tooling development for new products which will contribute to revenue in the subsequent several quarters

Status of New Product Launches

Description	Category	Current Status
Trimmer 3000	Small Appliances	Product under development, launch in FY25
Electric Kettle	Small Appliances	Product under development, launch in FY25
Oil Filled Radiator	Small Appliances	Product under development, launch in FY25
Chimney	Small Appliances	Product under development, launch in FY25
OTG	Small Appliances	Product under development, launch in FY25

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Thank You