

Ref: SEC:JS

Feb 11, 2021

To

The Listing Department
National Stock Exchange of India Ltd.
"Exchange Plaza",
Bandra-Kurla Complex, Bandra (E)
MUMBAI – 400 051

The B.S.E. Limited
Floor 25, 'Phiroze JeeJeebhoy Towers
Dalal Street, Mumbai - 400 001

Dear Sirs,

Company No. 504058/NIPPOBATTERY

Sub: Results – press release

We enclose herewith result- press release for the quarter and nine months ended 31st december 2020.

Thanking you.

Yours faithfully,
For Indo National Limited



J. Srinivasan
Company secretary

Indo-National Ltd.

Announces Q3 & 9MFY21 Results

Continues the performance momentum into Q3 FY21
Standalone Revenues up 13% Y-o-Y at Rs. 1,092 million
Net Profit up 50% Y-o-Y at Rs. 105 million

Chennai, February 11, 2021: Indo-National Ltd. (INL) is a leading consumer goods Company with a portfolio comprising dry-cell batteries, flashlights, LED lights, Mosquito bats, DORCO Blades and electrical accessories. Through its subsidiaries and step down joint ventures, it has also emerged as a global supplier of composites to the railway, aerospace and defense industries. The Company has announced its financial results for the quarter and nine months ended December 31, 2020.

Financial Highlights – Q3 & 9MFY21

Standalone (INR mn. except EPS)	Q3 FY21	Q3 FY20	Variance	9M FY21	9M FY20	Variance
Revenue from Operations (Net of Taxes)	1,092	968	12.8%	2,949	2,702	9.2%
EBITDA (Excl. Other Income)	107	80	33.4%	292	195	50.1%
<i>% of Revenue</i>	9.8%	8.3%	150bps	9.9%	7.2%	270bps
PBT	140	98	43.4%	375	247	51.7%
<i>% of Total Income</i>	12.2%	9.6%	260bps	12.1%	8.7%	340bps
PAT	105	70	49.9%	280	181	54.7%
<i>% of Total Income</i>	9.1%	6.9%	220bps	9.0%	6.4%	260bps
EPS Diluted	28.06	18.72		74.64	48.26	

Consolidated (INR mn. except EPS)	Q3 FY21	Q3 FY20	Variance	9M FY21	9M FY20	Variance
Revenue from Operations (Net of Taxes)	1,546	1,491	3.7%	4,031	3,976	1.4%
EBITDA (Excl. Other Income)	198	182	8.6%	481	466	3.2%
% of Revenue	12.8%	12.2%	60bps	11.9%	11.7%	20bps
PBT	188	151	24.3%	419	372	12.5%
% of Total Income	11.8%	9.9%	190bps	10.1%	9.1%	100bps
PAT	112	108	3.5%	276	259	6.5%
% of Total Income	7.0%	7.0%	0bps	6.6%	6.3%	30bps
EPS Diluted	27.39	20.73		67.60	50.19	
PAT attributable to						
Owners of the Company	96	71		249	182	
Non-controlling interest	9	30		24	70	

Management Comment

Commenting on the performance, **Mr. Aditya Reddy, Jt. Managing Director** said: “We are pleased to report continued momentum in our performance in Q3 FY21 with double digit growth in standalone revenues on a y-o-y basis. While there was an element of pent-up demand in the sales in the trailing quarter, we believe this level of revenue growth is sustainable in view of further unlocking and consequent recovery in economic activity in the quarters ahead.

The combination of operating leverage supported by focused spends and cost control initiatives has resulted in improved profitability. We will look to build on this momentum with an elevated digital footprint in the business which should enhance operational efficiency.

He added, “Underlying consumer demand for the core battery business is strong and our non-battery business continues to trend well. Our subsidiary ‘Kineco’ continued to witness delays in execution ramp-up largely due to certain challenges it witnessed at the rail car builders end. However, its performance from the non-rail vertical composite businesses like Defence, Industrial & Pultruded products has been very encouraging. This has largely enabled Kineco to move swiftly to record an time high order book, thereby enhancing the growth visibility.

As a Company, which is deeply aligned with the ‘Atmanirbhar Bharat’ vision, we have streamlined production, inventory, supply chain management and vendor

arrangements accordingly. We welcome the impetus on Manufacturing in the Union Budget and are well positioned to contribute to Nation Building. We remain cautiously optimistic about our prospects in the backdrop of rising input costs."

Key Developments / Operational Highlights

- 1 INL is augmenting capacity of AAA batteries at its plant and will commission an additional manufacturing line by third quarter of FY'22.
- 2 Following the launch of DORCO razors and blades earlier this fiscal, INL continues to steadily enhance the market presence across the country. During Q3FY21, DORCO products have been launched across new towns and centers across the states of UP and Jammu in the North, Jharkand in the East, Madhya Pradesh in Central India and Rajasthan in the West of the country.
- 3 The share of revenues from formats of Modern Trade, E-commerce, Institutional and Online registered commendable growth on a y-o-y basis. Although, the contribution to overall revenues from these channels is under 10% at present, it is expected to increase steadily. During the quarter, the Company has deepened its presence in organized retail markets.
- 4 A new advertisement campaign was launched on various social media platforms which has been well received and is expected to positively impact volumes from new formats too.

- ENDS -

About Indo-National Limited

Indo-National Ltd. (formerly, Nippo Batteries Company Ltd.) is a leading manufacturer of Dry-cell Batteries in India. Headquartered in Chennai, it is the second-largest player in the industry, with a production capacity of 800 million batteries per annum. Leveraging on its established distribution network, the Company also offers Flashlights (torches), LED lights, Mosquito bats and Electrical Products.

INL was incorporated in 1972 as a joint venture (JV) between the late Mr. P Obul Reddy and Panasonic Corporation (leading Japanese electronics company, which subsequently exited the JV in 2012). It has a dry-cell battery manufacturing facility located in Tada Kandriga Village, Nellore (A.P) and has also set up a 4.6 megawatt solar power plant in Polepally village, Telangana.

INL holds a 51% stake in Kineco Ltd., which manufactures composites for Railways, Industrial applications, and defence. Kineco further holds a 51% stake in Kineco Kaman Composites Pvt Ltd which is a joint venture with Kaman Aerospace Group, USA (A NYSE listed entity), to manufacture advanced composites for the medical and aerospace industries.

INL is listed on the BSE and NSE in India with stock code '504058' and 'NIPPOBATRY' respectively. It enjoys high credit ratings of 'A1' for short-term and 'A' for long-term by CRISIL.

Corporate Identification No: L31909TN1972PLC006196

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For more information about us, please visit www.nippobatteries.com or contact:

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Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Indo-National Ltd will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.