

Ref: SEC:JS

Nov 11,2020

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 half year ended 30th September 2020.

Thanking you.

Yours faithfully,
For Indo National Limited



J. Srinivasan
Company secretary

Indo-National Ltd.

Announces Q2 & H1FY21 Results

Delivers sharp rebound in performance in Q2 FY21

Standalone Revenues up 22% Y-o-Y at Rs. 1,130 million

Net Profit up 36% Y-o-Y at Rs. 118 million

Consolidated Revenues up 14% Y-o-Y at Rs. 1,599 million

Net Profit up 9% Y-o-Y at Rs. 144 million

Chennai, November 11, 2020: Indo-National Ltd. (INL) is a leading consumer goods Company with a portfolio comprising dry-cell batteries, Flash lights, 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 half year ended September 30, 2020.

Financial Highlights – Q2 & H1FY21

Standalone (INR mn. except EPS)	Q2 FY21	Q2 FY20	Variance	H1 FY21	H1 FY20	Variance
Revenue from Operations (Net of Taxes)	1,130	928	21.8%	1,858	1,734	7.1%
EBITDA (Excl. Other Income)	129	97	33.3%	185	114	61.8%
<i>% of Revenue</i>	11.4%	10.5%	+90 bps	10.0%	6.6%	+340 bps
PBT	158	117	34.7%	235	149	57.1%
<i>% of Total Income</i>	13.3%	12.0%	+130 bps	12.0%	8.2%	+380 bps
PAT	118	87	35.7%	175	111	57.7%
<i>% of Total Income</i>	10.0%	8.9%	+110 bps	8.9%	6.1%	+280 bps
EPS Diluted	31.43	23.16		46.58	29.54	

Consolidated (INR mn. except EPS)	Q2 FY21	Q2 FY20	Variance	H1 FY21	H1 FY20	Variance
Revenue from Operations (Net of Taxes)	1,599	1,404	13.9%	2,486	2,485	0.0%
EBITDA (Excl. Other Income)	219	219	0.1%	283	284	-0.2%
% of Revenue	13.7%	15.6%	-190 bps	11.4%	11.4%	-
PBT	199	188	5.9%	231	221	4.4%
% of Total Income	12.1%	13.0%	-90 bps	9.0%	8.6%	+40 bps
PAT	144	132	9.0%	165	151	8.6%
% of Total Income	8.7%	9.1%	-40 bps	6.4%	5.9%	+50 bps
EPS Diluted	31.84	26.58		40.21	29.46	
PAT attributable to						
Owners of the Company	121	100		152	110	
Non-controlling interest	25	32		15	40	

Management Comment

Commenting on the performance, **Mr. Aditya Reddy, Jt. Managing Director** said: “We are pleased to report a robust performance in Q2FY21 with standalone revenues growing 22% on a y-o-y basis and consolidated revenues higher by 14.3% y-o-y. Despite the operating constraints over the last several months, our teams have made dedicated efforts to drive traction across all product lines enabling balanced and diversified revenue growth.

We have witnessed a sharp recovery in Q2FY21 over Q1FY21 with consolidated revenues higher by 80% q-o-q. Kineco, which faced deferment of some orders last quarter, has led the rebound with some robust execution this quarter. In the Consumer Goods business, batteries have performed strongly to further build upon the resilient performance in the first quarter. Non-battery products like mosquito bats, torches and LED lights have bounced back strongly this quarter after witnessing significant disruption in Q1. DORCO Razors and blades which were launched last quarter in few states have benefited from launch in additional states and sub-territories.”

He added, “We are feeling confident about the trajectory of performance. Operations have normalised, our sales team and distribution network has resumed completely and customer demand has returned to robust levels. The steady addition of supermarkets and retail chains to our distribution channels and commencement of online sales will further augment our growth in the quarters ahead.”

Key Developments / Operational Highlights

- 1 The disruptions witnessed in Q1 were smoothed out during Q2. The Company's manufacturing plant is fully operational, staff at depots and sales personnel have returned to the field and the distribution network is completely restored. In keeping with recommended precautions, the staff at corporate office are in attendance for part of the week and working from home for the balance days.
- 2 In the last 40+ years, Indo-national has steadily built an extensive distribution network covering metros, large urban areas, cities, towns and villages across the country. The Company is now enhancing its presence across formats to further elevate its reach and presence. During Q2, the Company added few super markets and retail chains across the country to its reach. Additionally, the online sales platform has been recently developed and is already witnessing favourable response. As a strategically important format, the Company plans to enhance width and depth going forward.
- 3 The Company has stepped up its promotional activities and is actively leveraging advertisement in television and social media for mosquito bats.
- 4 During Q2FY21, the Company expanded the availability of DORCO razors and blades into newer sub-territories across North, West and South India.

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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.