



Press Release- November 23, 2018

**INNOVATIVE IDEALS & SERVICES (INDIA) LIMITED**  
Mumbai, Maharashtra.

**INNOVATIVE GOING GLOBAL -** We are pleased to announce Innovative Ideals & Services (India) Limited has entered into a business alliance with Hotel Holmes, Malaysia & Singapore, a four/five star luxury chain of hotels. As per the MOU, all security & automation products required for the projects will be supplied and executed on turnkey basis by Innovative for the Hotel properties at Malaysia & Singapore. Holmes Group has plan to built/ takeover more than 100 hotels/resorts in next few years, all over Malaysia and its Corresponding Islands, Singapore etc. We expect to have minimum of Rs. 1.5 to 2 Crores billing per site, based on the rooms capacity.

**OTHER RECENT ORDERS -**

**Innovative has been awarded a contract for a duration of 5 years i.e. upto year 2023 by Tata Sky Broadband Private Limited** for providing broadband services at Amanora Park Town, Pune. This includes installation, operation, security, maintenance and provision of access infrastructure to the residents / subscribers.

**Innovative has been awarded a contract by Reliance JIO** for FTTH high speed bandwidth infrastructure for residential premises / buildings at Kandivali, Mumbai.

**With this order, the order book of Innovative now stands at Rs. 7.5 Crores to be executed over next 1 year.**



**INNOVATIVE RECENTLY LISTED ON BSE EMERGE** An Initial Public Offering was made in October 2018. It was for 30.66 lakh shares to be subscribed at Rs. 40/- each and listed on 5<sup>th</sup> October, 2018. It has posted stable results in 1HFY 2018-19.

- FY18 Revenue Rs. 20.3 crores were up 89% YoY over FY17. In 1H FY18-19 Revenues Rs.10.20 crores
- FY18 PAT Rs. 3.1 crores; 1H FY18-19 Rs. 1.74 crores
- EBIDTA margins improve in 1H FY18-19 by 518 bsp to 29% v/s 24% in FY18



**INNOVATIVE IDEALS & SERVICES (INDIA) LTD.**

**Complete Security Solutions**

**CIN U64201MH2000PLC129901**

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Innovative Ideals & Services (India) Limited is engaged in the service system integration for security, safety, building automation and installation of various electronic systems, with long standing relationships with almost all the leading real-estate developers at Mumbai.

**1H FY2018-19 financial results for the period ended 30<sup>th</sup> Sept. 2018 and for the 12 months ended 31<sup>st</sup> March, 2018.**

**KEY HIGHLIGHTS OF 1HFY2018-19 RESULTS & RECENT DEVELOPMENTS**

- **REVENUES:** Starting on a small base, the Company is growing rapidly, FY18 sales at Rs. 20.3 crores were up 89% YOY over FY17. In 1HFY19 Revenues reported were Rs.10.2 crores and with strong order book in hand of **Rs. 7.5 Crores**, the management is confident of maintaining its growth momentum YOY.
- **EBIDTA** in 1H FY2018-19 reported at Rs.3 crores. **EBIDTA MARGINS** at 29% showed a marked improvement of 518 bsp compared to FY18. As a strategy, the company is improving margins by local sourcing, lowering inventory and branding to add value and has led to lower material cost. **PAT** in 1HFY2018-19 reported Rs.1.7 crores.
- **MARKET CLIENTELE:** Company has strong client relationships with almost all the leading Mumbai real-estate developers including City Corporation Ltd., Keystone Realtors Ltd., Kapstone Constructions Ltd., Godrej Properties Ltd., Gundecha, Nirmal Lifestyle, Raheja Universal, Lokhandwala Construction, L&T Realty, Kukreja Builders, S. D. Corporation (Shapoorji Pallonji), DB Realty, Supreme Universal, MCA Club (Kandivali), R-City Mall (Runwal), Aristo Realty, Dosti Constructions Pvt. Ltd., Ashford Construction Co. etc.
- **RECENT DOMESTIC ORDER WINS:** Tata Sky Broadband Private Limited for provision of broadband services for Amanora Park Town, Pune for five years upto 2023; Reliance JIO FTTH high speed bandwidth infrastructure for buildings in Kandivali, Mumbai.
- **GOING GLOBAL:** Innovative Ideals have entered into Business Alliance MOU with Hotel Holmes a 5 star luxury condominium based in Malaysia & Singapore for all the security, automation products will be executed by the company.

**FINANCIAL PERFORMANCE (RS. IN CRORES)**

Particulars (Period ending)	1HFY18-19 30 <sup>th</sup> Sept., 18	FY 17-18 31 <sup>st</sup> Mar., 18	FY 16-17 31 <sup>st</sup> Mar., 17	Y-O-Y Gr.%
<b>Total Revenue</b>	10.20	20.32	10.75	89%
<b>EBIDTA</b>	2.98	4.88	2.22	120%
<b>EBIDTA Margins %</b>	29.18%	24.00%	20.67%	-
<b>Interest</b>	0.52	0.50	0.73	-32%
<b>Depreciation</b>	0.04	0.06	0.03	84%
<b>PBT</b>	2.42	4.32	1.45	197%
<b>Tax</b>	0.68	1.23	0.49	151%
<b>PAT</b>	1.74	3.09	0.96	220%
<b>PAT Margins %</b>	17.08%	15.20%	8.97%	-
<b>EPS (Rs.)</b>	2.10	3.71	3.21	16%

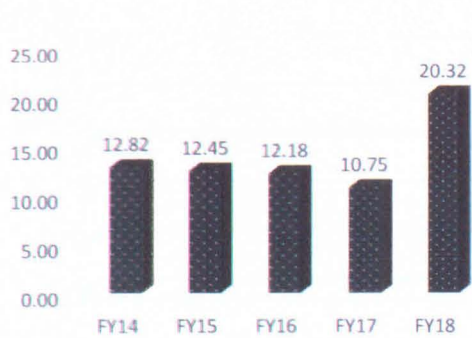




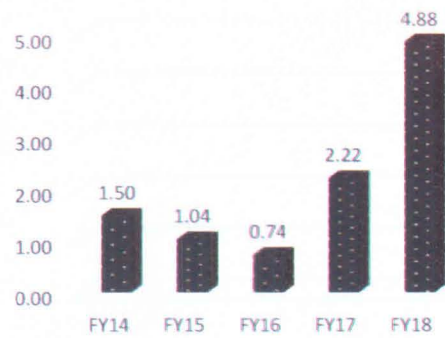
## OUTLOOK

- Innovative is working with large business groups to provide complete electronic and Telecommunication solutions starting from laying of cables, FTTH partners for Tata Sky (TSBB) & Reliance Jio, to installation of electronics systems such as Intrusion Alarm system, CCTV Systems, Fire Alarm Systems, Telecom Products. While the order size is small as of now, as the plans of these corporates roll out the order size and momentum is likely to increase. This division is the main revenue contributor currently.
- A new vertical for marketing Mobile Phones and LED TVs in B& C category cities is likely to be a growth driver for FY19. The company's brand "Inoyo" has already been accepted in market and generated Rs. 3 crores revenue since launch during April, 2018.
- Company continues to earn revenue from many of its projects through Annual Maintenance Contracts (AMC).
- New Innovative personal safety products to be launched for B2C - "Savior" and "ArmHer" addressing the need of safety of children, women and senior citizens.

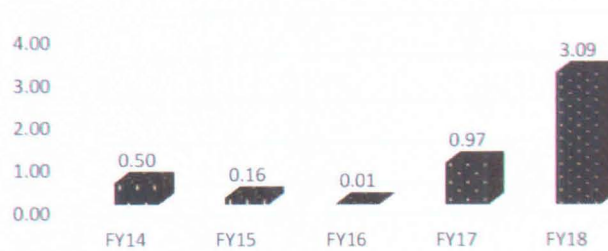
### Total Revenue (Rs.Crores)



### EBITDA (Rs.Crores)



### PAT (Rs.Crores)



## MANAGEMENT COMMENTS

**Mr Maqsood Shaikh, CMD commenting on 1H FY2018-19 performance and recent order win said** “We are happy to share with you the strong financial performance delivered by our company for the 1HFY2018 -19. As you are aware, we have been aggressively expanding our business in the domestic market both in existing lines and adding new verticals.

We have successfully launched our own low priced and economical Mobile & LED TV brand “**Inoyo**” across B & C category cities and appointed 65 distributors in 8 states i.e. Jammu Kashmir, Madhya Pradesh, Gujarat, Maharashtra, Himachal Pradesh, Rajasthan, West Bengal and Uttar Pradesh. We see this segment as a big opportunity and plan to leverage our brand with new product launches including a Smart Phone by the year end FY19.

With the new MOU with Hotel Homes, Malaysia & Singapore, we will be now extending our services in global markets. The company has been growing at a scorching pace in the last two years and we are confident of sustaining this in the years ahead.

We are glad to inform that Innovative Ideals & Services India Limited has received the GoGlobal Business Excellence Award at GoGlobal Business Summit an inspiring platform where SMEs meet Investors Providing Effective connections and Value-added funding sources held on 13th October, 2018 in Malaysia.

We have achieved many mile stones since inception and are looking forward to receive continuous support from all stakeholders. I thank all our team members and congratulate them to this performance and I am confident that growth path will continue in times to come. I would also like to thank our shareholders who have reposed huge confidence upon us and making our maiden IPO a success especially during very turbulent times in the stock market.”

## AWARDS AND RECOGNITION



### Listing Ceremony

Innovative got listed on BSE Limited on 05<sup>th</sup> October, 2018



**GOGLOBAL BUSINESS SUMMIT**

Awarded GoGlobal Business Excellence Award at GoGlobal Business Summit in Malaysia organised by Shine GoGlobal in collaboration with BSE SME

**SKOCH ORDER OF MERT**

**MARCH 2018**

Skoch order of merit awarded to Innovative Ideals & Services India LTD. For qualifying



**NAVBHARAT**

**OCTOBER 2017**

Awarded BEST SME – Security Solutions for the year by

For more details please visit: [www.innovative.in](http://www.innovative.in)

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**Note:** Certain statements in this document may be forward-looking statements. Such forward looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. Innovative Ideals & Services (India) Limited 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.