

3 June 2023

## IKIO Lighting

*Well established in a niche market, strong RoE despite small size*

**IKIO has created its niche in functional decorative lights, commercial refrigeration lighting and recreational vehicles. Its ability to offer end-to-end solutions and its backward-integrated manufacturing have resulted in a strong business model with healthy RoEs despite operating on a smaller base than its peers, which cater mainly to the mass-market needs of leading brands.**

**Strong relations with OEMs.** Its major OEM customers include Signify (Philips), Anchor Panasonic, Legrend, Honeywell and Western Refrigeration. Signify leads in domestic decorative lighting and IKIO has been associated with it for a decade. The latter commenced business with the former with two SKUs and had crossed 600 SKUs by end-FY22. IKIO's customers have been associated with it for over five years and a few of its early customers for over ten years.

**Strong operating performance with higher RoEs.** Re-stated consolidated revenue registered a 25% CAGR over FY20-22, while 9M FY23 revenue was Rs2.4bn (Rs2.2bn a year back). The FY20-22 gross margin averaged 33%, much higher than other contract manufacturers. The end-9M FY23 EBITDA margin increased to 21% (averaging 19% over FY20-22). PAT over FY20-22 registered a 32% CAGR, while 9M FY23 PAT was Rs346m (Rs280m a year ago). Leverage has been under control despite lengthened NWC days. The RoE at end-FY22 was 37%, much higher than peers Amber and Dixon.

**Valuation.** At the upper IPO price band, the stock trades at 54x 9M FY23 EPS of Rs5.3. **Key risks.** The market leader in Indian decorative lighting, Signify is IKIO's largest customer. A major market share loss of the former could curtail the latter's offtake. Continuous customer on-boarding is critical for any contact manufacturer. Significant delay could curtail growth.

Issue Price: Rs.270-285

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### Key data

IPO issue dates	6 <sup>th</sup> to 8 <sup>th</sup> Jun'23
Face value	Rs.10
Lot size – retail	52 shares
Issue price	Rs.270-285
IPO issue size	Up to Rs.6.1bn
Issue details	Fresh issue of Rs.3.5bn and OfS of 9m equity shares
QIB	Up to 50%
Retail	35%
Non-institutional	15%

Shareholding pattern (%)	Pre-IPO	Post-IPO
Promoter and group	100	73
Selling shareholders (non-promoter)	-	-
Non-promoter group	-	27
Total	100.0	100.0

Key financials (YE Mar)	FY20	FY21	FY22	9MFY23
Sales (Rs m)	1,406	1,597	2,199	2,407
Net profit (Rs m)	160	206	280	346
EPS (Rs)	6.4	8.2	11.2	5.3
PE (x)	44.6	34.6	25.4	53.6
EV / EBITDA (x)	83.7	72.9	55.2	46.9
PBV (x)	25.8	14.7	9.3	14.6
RoE (%)	57.8	42.6	36.6	27.3
RoCE (%) (post-tax)	49.2	38.9	30.1	13.2
Net debt / equity (x)	0.0	0.1	0.2	1.1

Source: Company, Anand Rathi Research

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## Quick Glance – Financials and Valuations

**Fig 1 – Income statement (Rs m)**

Year-end: Mar	FY20	FY21	FY22	9MFY23
Net revenues (Rs m)	1,406	1,597	2,199	2,407
<i>Growth (%)</i>		13.5	37.7	
Direct costs	944	1,060	1,455	1,578
SG&A	199	234	342	331
<b>EBITDA</b>	<b>263</b>	<b>303</b>	<b>402</b>	<b>498</b>
<i>EBITDA margins (%)</i>	<i>18.7</i>	<i>19.0</i>	<i>18.3</i>	<i>20.7</i>
- Depreciation	22	25	24	31
Other income	1	4	8	25
Interest expenses	21	6	5	27
PBT	221	276	380	465
<i>Effective tax rate (%)</i>	<i>27.6</i>	<i>25.5</i>	<i>26.3</i>	<i>25.7</i>
+ Associates / (minorities)	-	-	-	-
Net income	160	206	280	346
Adjusted income	160	206	280	346
WANS	25	25	25	65
FDEPS (Rs / sh)	6.4	8.2	11.2	5.3
<i>FDEPS growth (%)</i>		28.7	36.1	
<i>Gross margins (%)</i>	<i>32.9</i>	<i>33.6</i>	<i>33.8</i>	<i>34.5</i>

**Fig 3 – Cash-flow statement (Rs m)**

Year-end: Mar	FY20	FY21	FY22	9MFY23
PBT	221	276	380	465
+ Non-cash items	22	25	24	31
Oper. prof. before WC	243	301	404	496
- Incr. / (decr.) in WC	-49	-233	-375	-158
Others incl. taxes	-62	-70	-82	-139
Operating cash-flow	132	-0	-52	195
- Capex (tang. + intang.)	-39	-31	-46	-94
Free cash-flow	93	-31	-98	101
Acquisitions				
- Div. (incl. buyback & taxes)	-	-	-	-
+ Equity raised	-	-	-	-
+ Debt raised	-25	-28	109	230
- Fin investments	-	-	-	-319
- Misc. (CFI + CFF)	-	-	-1	-7
Net cash-flow	47	(64)	5	(17)

Source: Company, Anand Rathi Research

**Fig 2 – Balance sheet (Rs m)**

Year-end: Mar	FY20	FY21	FY22	9MFY23
Share capital	1	1	250	650
Net worth	277	483	764	1,266
Debt	78	50	158	1,363
Minority interest	-	-	-	-
DTL / (Assets)*	-1	-4	-4	-7
<b>Capital employed</b>	<b>353</b>	<b>529</b>	<b>919</b>	<b>2,622</b>
Net tangible assets**	150	154	172	643
Net intangible assets	1	1	0	0
Goodwill	-	-	-	5
CWIP (tang. & intang.)	-	-	-	215
Investments (strategic)	-	-	-	-
Investments (financial)	-	-	-	-
Current assets (excl. cash)	291	581	943	2,317
Cash	67	2	7	26
Current liabilities	156	208	203	583
Working capital	135	372	740	1,734
<b>Capital deployed</b>	<b>353</b>	<b>529</b>	<b>919</b>	<b>2,622</b>
Contingent liabilities	-	19	44	25

**Fig 4 – Ratio analysis**

Year-end: Mar	FY20	FY21	FY22	9MFY23
P/E (x)	44.6	34.6	25.4	53.6
EV / EBITDA (x)	83.7	72.9	55.2	46.9
EV / Sales (x)	15.7	13.8	10.1	9.7
P/B (x)	25.8	14.7	9.3	14.6
RoE (%)	57.8	42.6	36.6	27.3
RoCE (%) - after tax	49.2	38.9	30.1	13.2
RoIC (%) – after tax	60.6	39.0	30.3	13.4
DPS (Rs / sh)	-	-	-	-
Dividend yield (%)	-	-	-	-
Dividend payout (%) - incl. DDT	NA	NA	NA	NA
Net debt/equity (x)	0.0	0.1	0.2	1.1
Receivables (days)	12	36	43	111
Inventory (days)	44	72	93	190
Payables (days)	36	40	23	47
CFO : PAT %	82.6	-0.2	-18.6	56.5

Source: Company, Anand Rathi Research

## Issue details

### Fig 5 – Issue details

IPO date	6 <sup>th</sup> –8 <sup>th</sup> Jun'23
Face value	Rs10 a share
Price band	Rs270-285 a share
Issue size	Rs6.1bn
Fresh issue	Rs3.5bn
Offer for sale	Rs2.6bn
Lot size	52 shares

Source: Company, RHP

### Fig 6 – Objects of the issue (Rs m)

Repayment of loans	500
Capex funding for IKIO Solutions	2,123
General corporate purposes	[ 0 ]

Source: Company, RHP

### Fig 7 – OFS details

Seller	Relationship with company	Shares (m)
Hardeep Singh	Promoter	6
Surmeet Kaur	Promoter	3

Source: Company, RHP

## LED manufacturer with designing capability, backward integration

IKIO's range comprises i) LED lighting solutions, ii) electrical components for commercial refrigerators, iii) accessories for recreation vehicles (ABS pipes, solar panels, charge controllers, switches, interior lights, exterior rights) and iv) fan regulators and components for MCB switchgear. Compared to peers, IKIO has design capabilities and is backward integrated.

**Fig 8 – Key product segmentation**

Key products and Customer segments	Fan regulators and MCB switches	High-end home decorative LED lights	Customised LED lighting solutions for branded retail stores	LED lightings for industrial and commercial applications	Refrigerator products	Recreational vehicles
<b>Major products</b>	Rotary switches, Fan regulators, MCB switches	Decorative down-lighter LED strips Spots Rechargeable lights	Downlighter LED strips Linear lights Spots Track lights	Backlit panel high bay Shoe Box Stadium lights, UFO lights	Interior LED lights, IPS stabilisers	LED lights, Solar panels ABS pipes
<b>Business model</b>	ODM	ODM	Own brand	ODM	ODM	Own brand
<b>Key customers</b>	Anchor, Panasonic, Legrand, Honeywell	Philips (Signify)	Various large branded retail stores		Western Refrigeration, Frigo Glass	Rlux RV Znergy

Source: Company, RHP

**Fig 9 – LED lighting accounted for more than 90% of revenue**

(%)	FY20	FY21	FY22
LED lighting	95.85	94.3	91.6
ABS pipes	0	0	0.9
Others	4.15	5.87	7.51
Total	100	100	100

Source: Company, RHP

IKIO's LED lighting products are a) original design and manufacturing (ODM) solutions for high-end decorative lighting for Signify (earlier Philips), b) manufacturing and supply of customised LED indoor lighting solutions for large retail stores and c) customised LED lighting solutions for industrial and commercial applications for the US market.

In commercial refrigeration, IKIO can supply i) interior LED lighting products (lights, drivers, controllers), ii) IPS stabilisers and iii) fan motor controllers. For recreational vehicles it offers LED lights and related accessories, solar panels and ABS pipes.

Unlike peers, it undertakes R&D, focusing on product designing, tools and mould designing, electronic circuit designing and prototypes. It develops and verifies customer OEM designs and converts them into products by improving them, recommending suitable raw materials and testing them.





The R&D team can provide automated solutions for efficient manufacturing, reduce production costs and assist customers by providing design and engineering support. The focus includes concept sketching, design refinement, generating optional features and testing. This enables it to address diverse needs, introduce innovative products, enhance products with emerging technologies and optimise costs through value analysis and engineering.

**Fig 10 – IKIO has four manufacturing plants, three at Noida, one at Haridwar**

Location	Products	Installed capacity (m)	Utilisation (%)
SIDCUL, Haridwar	LED bulbs	18	54.3
	Regulators and switches	2.25	81.5
FITP facility, Noida	Regulators and switches	19.5	76.44
RLPL facility	Refrigerator LED lighting and drivers	2.5	59.3
REPL facility (SEZ)	LED light products and ABS pipes RVs	0.13	70.6

Source: Company, RHP

**Fig 11 – Plant wise manufacturing capacity in detail**

Manufacturing Plants	ILL	FT	RLL	REL
Location	SIDCUL, Haridwar	Noida	Noida	Noida
Area (sq.ft.)	62,500	80,000	112,000	57,000
Product Lines	<ol style="list-style-type: none"> <li>High end home décor LED lighting</li> <li>Fan regulators &amp; accessories</li> <li>Parts &amp; sub-assembly of MCB switches</li> </ol>	<ol style="list-style-type: none"> <li>In-house requirements               <ol style="list-style-type: none"> <li>Metal cutting</li> <li>CNC machining</li> <li>Extrusion / injection</li> <li>Powder coating</li> </ol> </li> <li>Rotary switches</li> </ol>	<ol style="list-style-type: none"> <li>LED lighting for retail stores</li> <li>LED Modules and drivers</li> <li>Refrigerator LED lighting and drivers</li> <li>IPS stabilisers</li> </ol>	<ol style="list-style-type: none"> <li>Export of customized LED lightings and drivers for industrial and commercial applications</li> <li>LED lights, solar panels ABS pipes for RV</li> </ol>
Key machinery & assembly processes	<ol style="list-style-type: none"> <li>SMT lines</li> <li>Automated insertion lines</li> <li>Manual insertion lines</li> <li>Parts &amp; sub-assembly of MCB switches</li> <li>LED strip light Suit</li> <li>Plastic injection</li> <li>Complete tool room</li> </ol>	<ol style="list-style-type: none"> <li>Metal cutting machines</li> <li>CNC lathes</li> <li>Tools and moulds</li> <li>Die casting</li> <li>Injection moulding &amp; extrusion lines</li> <li>Surface grinding</li> <li>Automated powder coating</li> </ol>	<ol style="list-style-type: none"> <li>SMT lines</li> <li>Product assembly lines</li> <li>Test equipment</li> </ol>	<ol style="list-style-type: none"> <li>SMT lines, product assembly lines</li> <li>ABS extrusion machine</li> <li>R&amp;D labs</li> </ol>
Snapshots				

Source: Company, RHP

**Key initiatives for backward integration**

- Automatic surface-mounted machines to place diodes and other components on circuit boards
- Automatic metal cutting and shaping machines
- Automatic powder coating on fixtures
- Injection moulding, including machines, moulds and tools
- LED assembly lines, manual insertion, checking and final packing.

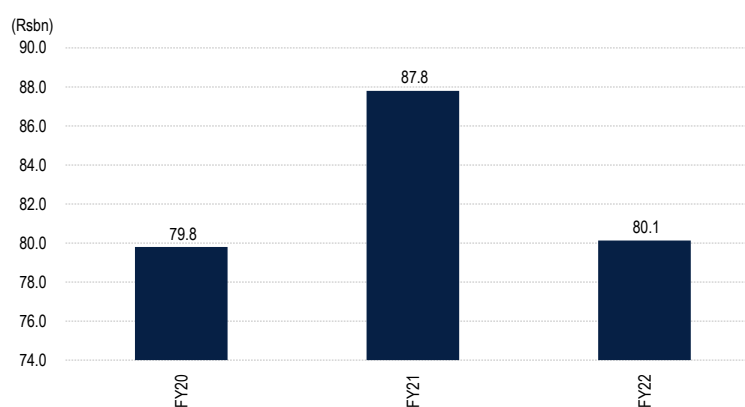
## Strong relations with OEMs

Major OEM customers are Signify (Philips), Anchor Panasonic, Legrend, Honeywell and Western Refrigeration.

The company has been associated with Signify for the past 10 years. It commenced business with Signify with two SKUs and crossed 600 by end-FY22. Its constant focus on expanding its range of SKUs every year ensures strong customer stickiness, helping it garner a larger wallet-share.

Across retail stores, customers have been associated with it for over five years and a few of the early ones, for over ten years. Its top-10 customers accounted for over 80% revenue over FY20-22, while revenue from Signify was around two-thirds over FY20-22.

**Fig 12 – Revenue booking has remained concentrated**



Source: Company, RHP

## Strategy

**Expand product range.** The company has established good relations with customers over decades. Based on market intelligence, discussions with customers and its R&D team, it can produce products accepted across target markets. It intends to expand capacity to widen its range and break into new markets with further products. In the past, it developed ABS pipe offerings complying with the requirements of the U.S. Occupational Safety and Hazard Administration (OSHA).

It is working on a solar-energy solution that can be retrofitted to commercial and recreational trailers to provide electricity. It is in the process of launching dog latches, switches and other small accessories for US customers that fit out RVs. It is also developing and launching small rechargeable appliances such as fans, LED lamps and lithium-ion batteries for use in durables.

**Expanding manufacturing to meet mounting demand.** Frost & Sullivan says the Indian LED market is expected to clock a 12.2% CAGR over FY22-FY26, from an estimated Rs217bn to a projected Rs338bn. The market for home and decorative lighting was Rs35bn in FY22 and could rise to Rs60bn by FY26, a 14% CAGR (vs 12% for the overall LED market). The outlook for commercial cooling products is strong, considering changing food habits, rising capex for food processing, increasing number of quick-service restaurants and the roll-out of retail outlets by domestic and global giants in India. Rising sales of recreational vehicles also augur well for IKIO.

To capture the greater growth potential, it intends to increase its LED home-lighting manufacturing capacity. For this it acquired land in Noida, where it intends to construct a plant at an estimated Rs2.7bn

**Fig 13 – Home and decorative lighting market to grow faster than overall market**

(Rs bn)	FY22	FY25e	FY26e	CAGR (%)
Overall LED sector	217	294	338	12
Home and decorative lighting	35	51	60	14

Source: Company, RHP

**Fig 14 – Annual capex spend for FY24 and FY25**

	(Rs m)
Capex cost	2,628.8
Funds deployed	505.6
FY24 capex	1,711.2
FY25 capex	411.9

Source: Company, RHP

**Expanding geographically, widening customer base.** The company intends to expand its ODM business to global markets, focusing on north American markets and gradually expanding to European and south-east Asian markets. It intends to have dedicated sales and marketing teams for development, particularly across targeted markets. It also looks for partners in its targeted markets to establish a local presence. Further, it may also leverage its relations with leading customers such as Signify (Phillips), Honeywell, Frigoglass and Western Refrigeration to enter their non-Indian markets.

**Focussed R&D to expand ODM offerings.** The company aims to continue investing in its R&D to develop products for customers on an ODM basis and offer cost efficiencies. Through its R&D focus it will continually innovate products in line with demands for better comfort, quality, performance and aesthetics of products. Further, by developing products with customers and by expanding its product range, it can increase its customer base.

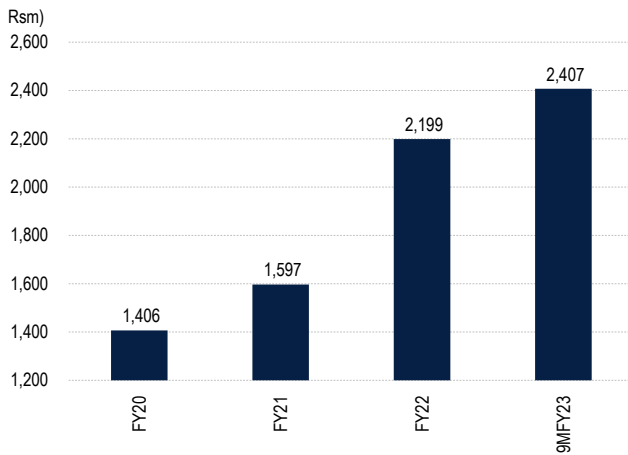
## Financials

Re-stated consolidated revenue registered a 25% CAGR over FY20-22, while 9M FY23 revenue was Rs2.4bn (Rs2.2bn a year back). The FY20-22 gross margin averaged 33%, much higher than other contract manufacturers as IKIO offers end-to-end solutions on an ODM basis.

The end-9M FY23 EBITDA margin rose to 21% (averaging 19% over FY20-22). PAT over FY20-22 registered a 32% CAGR, while 9M FY23 PAT was Rs346m (Rs280m a year ago). Leverage has been under control despite stretched NWC days. The RoE at end-FY22 was 37%, much higher than Amber and Dixon, which have much larger operations.

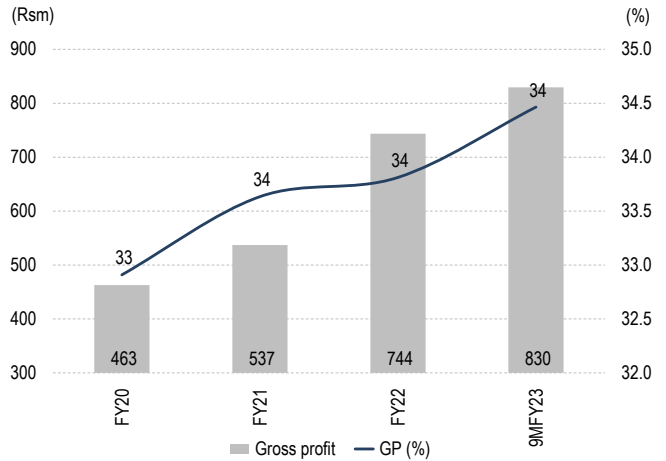
### Story in charts

**Fig 15 – FY20-22 revenue CAGR has been 25%**



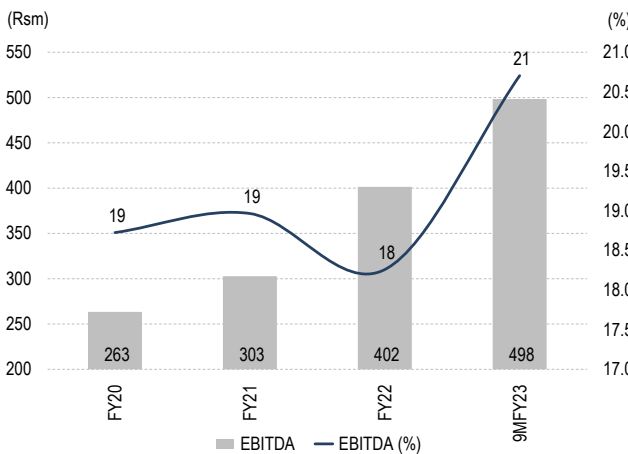
Source: Company, Anand Rathi Research

**Fig 16 – Gross margin has remained steady at 33%**



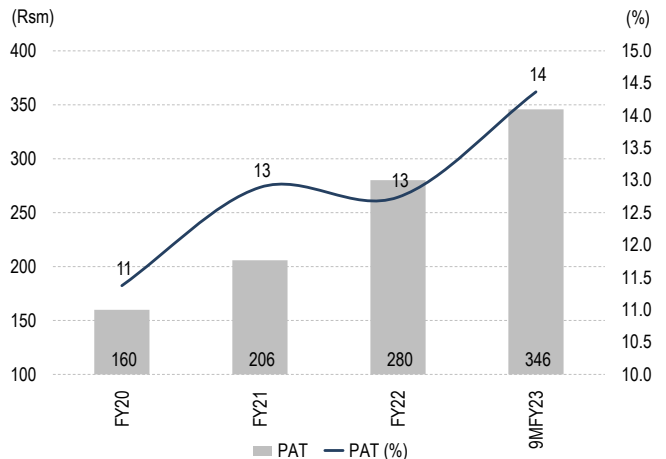
Source: Company, Anand Rathi Research

**Fig 17 – EBITDA margin have expanded in 9MFY23**



Source: Company, Anand Rathi Research

**Fig 18 – PAT has increased by 32% CAGR between FY20-22**



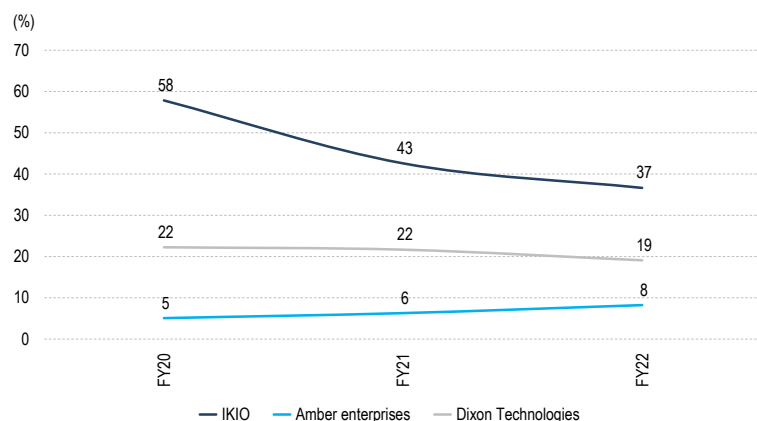
Source: Company, Anand Rathi Research



**Fig 19 – Leverage levels have remained under control despite rising NWC**

(Rs m)	FY20	FY21	FY22
Net worth	277	483	764
Long-term debt	27	21	11
Short-term debt	51	29	147
Debt	78	50	158
<b>Gross D:E</b>	<b>0.3</b>	<b>0.1</b>	<b>0.2</b>
Cash and equivalents	67	2	7
Inventory days	44	72	93
Receivable days	12	36	43
Payable days	36	40	23
<b>NWC days</b>	<b>20</b>	<b>68</b>	<b>113</b>

Source: Company, RHP

**Fig 20 – IKIO's RoE profile is much stronger as compared to peers**

Source: Company, RHP

**Comparing Dixon's lighting business with that of IKIO.** Dixon's lighting revenue is ~7x that of IKIO as Dixon manufactures conventional LED bulbs for leading brands while IKIO operates in niche lighting. The latter's EBITDA margins are nearly twice those of the former.

**Fig 21 – Dixon's lighting segment revenue is ~7x and has lower EBITDA margin**

(Rs m)	FY20	FY21	FY22	CAGR (%)
<b>Revenue</b>				
IKIO	1,406	1,597	2,199	25
Dixon - lighting	11,397	11,037	12,841	6
<b>EBITDA</b>				
IKIO	263	303	402	23
Dixon - lighting	977	974	881	(5)
<b>EBITDA (%)</b>				<b>Average</b>
IKIO	18.7	19.0	18.3	18.7
Dixon - lighting	8.6	8.8	6.9	8.1

Source: Company, RHP

### IKIO's financial performance compared with Amber's and Dixon's

Despite a smaller revenue base and protracted NWC days, IKIO has commanded higher RoEs and kept leverage in control.

**Fig 22 – Comparing IKIO's financials with leading contract manufacturer's like Amber and Dixon**

	IKIO				Dixon Technologies				Amber Enterprises			
	FY20	FY21	FY22	CAGR (%)	FY20	FY21	FY22	CAGR (%)	FY20	FY21	FY22	CAGR (%)
<b>Total revenue</b>	1,406	1,597	2,199	25	44,001	64,482	109,896	58	39,628	30,305	42,064	3
Gross profit	463	537	744	27	5,399	6,785	9,178	30	6,611	5,170	6,767	1
GP (%)	32.9	33.6	33.8		12.3	10.5	8.4		16.7	17.1	16.1	
EBITDA	263	303	402		2,231	2,866	3,791		3,093	2,203	2,754	
EBITDA (%)	18.7	19.0	18.3		5.1	4.4	3.4		7.8	7.3	6.5	
PAT	160	206	280	32	1,205	1,598	1,904	26	1,641	833	1,113	(18)
PAT (%)	11.4	12.9	12.7	Average	2.7	2.5	1.7	Average	4.1	2.7	2.6	Average
Inventory days	44	72	93	70	41	42	39	41	60	86	73	73
Receivable days	12	36	43	30	43	62	46	50	79	129	114	107
Payable days	36	40	23	33	78	97	79	85	102	159	148	136
<b>NWC days</b>	<b>20</b>	<b>68</b>	<b>113</b>	<b>67</b>	<b>6</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>37</b>	<b>56</b>	<b>39</b>	<b>44</b>
Long-term debt	27	21	11		110	800	2,973		1,388	1,651	3,323	
Short-term debt	51	29	147		718	761	1,607		1,817	2,193	6,995	
<b>Total debt</b>	<b>78</b>	<b>50</b>	<b>158</b>		<b>828</b>	<b>1,561</b>	<b>4,580</b>		<b>3,205</b>	<b>3,843</b>	<b>10,318</b>	
Cash and equivalents	67	2	7		1,002	1,641	3,174		1,203	3,429	6,824	
RoE (%)	58	43	37		22	22	19		14	5	6	

Source: Company, RHP

**Valuation.** At the upper IPO price, the stock trades at 54x the 9M FY23 EPS of Rs5.3.

## Company background, management

An LED lighting-solutions provider, manufacturing LED lighting, refrigeration lights, ABS (acrylonitrile butadiene styrene) piping and other products, IKIO Lighting is an original design manufacturer (ODM), primarily focusing on designing, developing, manufacturing and supplying LED products. These are then marketed by customers under their brands.

Its LED lighting focuses on the premium category (incl. lighting, fittings, fixtures, accessories and components). It provides lighting solutions (lights, drivers and controls) to commercial refrigeration equipment suppliers (refrigeration lights). It also manufactures and assembles other products (fan regulators, light strips, moulding and other components & spares). With a 50% market share in India’s functional decorative lighting, Signify Innovations, India, is its largest customer.

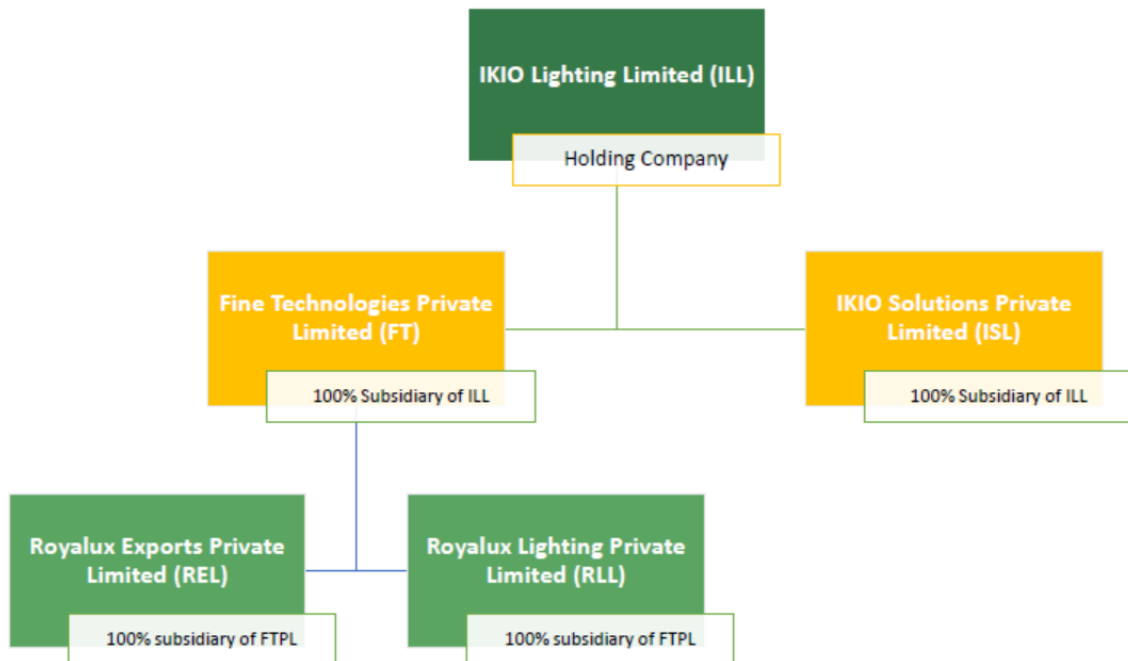
**Fig 23 – Milestones**

Year	Key events
2016	Incorporated IKIO Lighting Pvt. Ltd.
2016	Commenced manufacturing refrigerator lights
2019	Commenced new business in Noida’s special economic zone for 100% exports
2022	Conversion to a public limited company
2022	Acquired 100% equity shares of IKIO Solutions Pvt. Ltd. and Fine Technologies (India) Pvt. Ltd.
2022	Received Quality Innovation Award-2022

Source: RHP, Anand Rathi Research

### Organisation structure

**Fig 24 – IKIO has two subsidiaries and two step down subsidiaries**



Source: Company, RHP

### Direct Subsidiaries

- **Fine Technologies (India) Pvt. Ltd.** manufactures fan regulators and fixtures of LED lights, incl. powder coating fixtures of LED lights.
- **IKIO Solutions Pvt. Ltd.** provides consultancy services, in India or abroad, and manufactures, fabricates, trades, designs, builds and installs, buys and sells, imports and exports all types of electronic goods, parts, gadgets, instruments and appliances, LED lights, LED fixtures, LED drivers and other electronic goods and parts.

### Indirect Subsidiaries

- **Royalux Exports Pvt. Ltd.** manufactures and exports LED lights and ABS pipes. Incorporated to take over Royalux Exports, a proprietorship concern of Hardeep Singh, and to manufacture, produce, sell and service, import and export, maintain or otherwise deal in LED lights, solar panels, lithium batteries and other related products.
- **Royalux Lighting Pvt. Ltd.** manufactures refrigerator LED lights and parts/accessories and other electrical and electronic goods.

### Management team details

**Founder Chairman & MD Hardeep Singh.** Higher secondary education. More than two decades' experience in manufacturing television kits, electronic components and LED lighting. Honoured by Philips with "Game Changer" Award for LED lighting production. Oversees strategic growth initiatives, expansion plans and overall functioning.

**Whole-time Director Surmeet Kaur.** B.A. (Hons.), Delhi University. Responsible for human resources management.













**Whole-time Director Sanjeet Singh.** B.Com, Delhi University. With the company since 1<sup>st</sup> Feb'19. Oversees overall operations.

**Independent Director Chandra Shekhar Verma.** M.Com, MBA, LLB, Rajasthan University. Also, CS and CMA. With the company since 14<sup>th</sup> Apr'22; years of experience in the public sector. Previously chairman and managing director of The Steel Authority of India.

**Independent Director Kishor Kumar Sansi,** B.Sc., M.Sc. and M.Phil., Delhi University. Earlier executive director of the Punjab & Sind Bank and MD and CEO, Vijaya Bank. Years of experience in public-sector banks. With the company since 14<sup>th</sup> Apr'22.

**Independent Director Rohit Singhal.** B.Com, Delhi University. CA. 12 years' experience. With the company since 20<sup>th</sup> Apr'22.

**Fig 25 – Product Portfolio along with application and year of launch**

Product	Application	Year of Launch	Picture
<b>LED lighting</b>			
Rechargeable bulbs	Home / Office lighting	2019	
Spotlights	Focus lighting	2012	
LED strip lights	Strip lighting	2018	
Decorative lights	Decorative lighting	2014	
Rechargeable lanterns	Indoor / Outdoor lighting	2013	
LED drivers	LED function	2012	N/A
Downlighter lights	Home / Office lighting	2012	
Linear lights	Gallery / Interior lighting	2017	
Track lights	Gallery / Interior lighting	2019	
RV lights	Recreational vehicles	2019	
<b>ABS piping</b>			
ABS piping	Recreational vehicles	2022	
<b>Refrigerator LED lighting</b>			
Refrigerator lights	Interior refrigerator lightings	2016	
<b>Other products</b>			
Fan regulators and switches	Consumer fans	1999	
LED spare parts & others	Maintenance	N/A	N/A

Source: Company, RHP

### Key risks

- The market leader in Indian decorative lighting industry, Signify is IKIO's largest customer. The former's major market-share loss could curtail the latter's offtake.
- Continuous customer on-boarding is critical to any contact manufacturer. Significant delay could curb growth prospects.
- Demand prospects in US markets could be bruised by recessionary headwinds. Prolonged subdued demand could weigh on growth prospects.

## Appendix

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