

Issue Highlights

Issue Open	Aug 30, 2023
Issue Close	Sept 1, 2023
Issue Price	Rs. 418 - Rs. 441 Per Share
Total Issue Size	Rs. 490.8 Cr
Of which	
Fresh Issue	Rs. 75.0 Cr
Offer for Sale	Rs. 415.8 Cr
Face Value	Rs. 10 Per share
Market Lot	34 Equity Shares
Issue Type	Book Built Issue

Offer Structure

QIB Category	50%
Retail category	35%
Non-Institutional	15%

Lead Book Running Manager

- ⇒ DAM Capital Advisors Ltd.
- ⇒ Motilal Oswal Investment Advisors Ltd
- ⇒ Mirae Asset Capital Markets (India) Pvt. Ltd.

Registrar To The Offer

- ⇒ Kfin Technologies Ltd.

Key Highlights

- ❑ **Company Background:** Rishabh Instruments a global energy efficiency solution company involved in designing, developing, manufacturing and supplying (a) electrical automation devices; (b) metering, control and protection devices; (c) portable test and measuring instruments; and (d) solar string inverters. In addition, they manufacture and supply aluminum high pressure die casting through its subsidiary, Lumel Alucast. Further, they are a global leader in manufacturing and supply of analog panel meters as well as a leading global company in terms of manufacturing and supply of low voltage current transformers. They have a product portfolio of over 145 product lines and 0.13mn stock keeping units as of May 31, 2023. They manufacture all of their products in-house and have 5 manufacturing facilities – 2 each in India & Poland and 1 in China.
- ❑ **Diversified product portfolio:** They have a diversified product portfolio which are customized for the technology, parameters, features and scale for each of the geographies they serve. Also, they believe that their diversified product portfolio helps them retain customers, increase brand recall value as well as strengthen cross-selling efforts. For FY23, revenue from existing customers was ~88% while new customers accounted for ~12%.
- ❑ **Wide customer base:** The company has a wide customer base and are not dependent on specific customers for revenue generation. They have a broad base portfolio, diversified end user base, serving different industries and focus on new applications which would further aid in increasing customers base. They have long-standing relationships including blue chip customers such as ABB India, Siemens, Pronutec S.A., Lucy Electric India Pvt. and Perel OY. As of May 31, 2023, they have 3,000 sales touch points which includes direct customers and distributors.
- ❑ **Well-established and recognized brands:** Rishabh Instruments have well recognized brands such as 'Rishabh', 'Lumel', 'Sifam' and 'Tinsley' in multiple countries. They held the trademark for Rishabh and Lumel from over 37 and 55 years.
- ❑ **Strategies going ahead:** The company's plan is to innovate more products & brands by utilizing its technical know how and R&D capabilities. Along with that it would target new customers and explore more opportunities outside India by expanding into new geographies.
- ❑ **Financials:** The company's revenue & PAT has seen a growth of 20.9% & 17.6% CAGR over FY21-23. On the valuation front, it is trading at a PE of 37.1x FY23 EPS.
- ❑ **Key Risk:** 1) Highly dependent on its Poland manufacturing unit. 2) Shortages in the supply of semiconductors may impact business. 3) Customers not committed for long term contracts.

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[Please note that only in case of multiple RAs, if in the event answers differ inter-se between the RAs, then RA specific answer with respect to questions under F(a) to F(j) below, are given separately]

S. No.	Statement	Answer	
		Yes	No
		Tick appropriate	
		Yes	No
	I/we or any of my/our relative has any financial interest in the subject company? [If answer is yes, nature of interest is given below this table]		No
	I/we or any of my/our relatives, have actual/beneficial ownership of one per cent. or more securities of the subject company, at the end of the month immediately preceding the date of publication of the research report or date of the public appearance?		No

	I / we or any of my/our relative, has any other material conflict of interest at the time of publication of the research report or at the time of public appearance?		No
	I/we have received any compensation from the subject company in the past twelve months?		No
	I/we have managed or co-managed public offering of securities for the subject company in the past twelve months?		No
	I/we have received any compensation for brokerage services from the subject company in the past twelve months?		No
	I/we have received any compensation for products or services other than brokerage services from the subject company in the past twelve months?		No

	I/we have received any compensation or other benefits from the subject company or third party in connection with the research report?		No
	I/we have served as an officer, director or employee of the subject company?		No
	I/we have been engaged in market making activity for the subject company?		No

Nature of Interest (if answer to F (a) above is Yes :

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Name(s) with Signature(s) of RA(s).

[Please note that only in case of multiple RAs and if the answers differ inter-se between the RAs, then RA specific answer with respect to questions under F (a) to F(j) above , are given below]

SS.No.	Name(s) of RA.	Signatures of RA	Serial Question of question which the signing RA needs to make a separate declaration / answer	Yes	No.

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