

IPO Note

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***Rishabh
Instruments Ltd.***

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Rishabh Instruments Limited - IPO NOTE

ABOUT COMPANY:

- **Rishabh Instruments Limited ("Rishabh Instruments")** is a leading technology- driven engineering company engaged in the global manufacturing of electrical and electronic products and aluminium high pressure die castings catering to a variety of industries, **incorporated on October 6, 1982**
- Rishabh is a global leader in manufacturing and supply of analog panel meters and is among the leading global companies in terms of manufacturing and supply low voltage current transformers.
- **With over 145 product lines and catering to over 3000 customers globally**, Rishabh Instruments has undisputedly positioned itself as a leading player within the space.
- Rishabh has a product portfolio with over 145 product lines, 0.13 million product SKUs and 0.24 million total SKUs including spares.
- Rishabh Instruments, under all product segments, 99% of manufacturing operations are done in-house (in India) and only 1% of the total turnover is spent on outsourcing processes.
- Rishabh also provides strong software platform solutions (MARC) under ESL (Energy Solution Lab), which supports total integration of intelligent products supplied by all types of manufacturers
- **In Fiscals 2023, 2022 and 2021, the revenue generated from the Indian operations accounted for 34.26%, 32.14% and 32.25%, respectively, of their total revenue from operations. In Fiscals 2023, 2022 and 2021, the revenue generated from the overseas operations accounted for 65.74%, 67.86% and 67.75% of the total revenue from operations, respectively.**

ISSUE BREAK-UP

Investor	No. of Eq Shares		₹ In Cr		% of Allocation
	@Lower	@upper	@Lower	@upper	
QIB	5,611,217	5,564,428	234.55	245.39	50%
NIB	1,683,366	1,669,329	70.36	73.62	15%
-NII 1	1,122,244	1,112,885	46.91	49.08	
-NII 2	561,122	556,444	23.45	24.54	
Retail	3,927,853	3,895,101	164.18	171.77	35%
Total	11,222,436	11,128,858	469.09	490.78	100%

NIB-1=NII Bid between ₹ 2 to 10 Lakhs

NIB-2 =NII Bid Above ₹ 10 Lakhs

Anchor Bid on : Tuesday, 29th August 2023
Issue opens on : Wednesday, 30th August 2023
Issue closes on : Friday, 1st September 2023

Issue Details	Fresh Issue of Eq. Shares aggregating upto ₹75 Crore and Offer for Sale of upto 9,428,178 Equity Shares
Face value:	₹ 10/-
Price band:	₹ 418 – 441
Bid Lot:	34 Eq. Shares and in multiple thereof
Post Issue Implied Market Cap:	₹ 1,591~ - 1,674^ Cr
Issue size:	₹ 469 - 491 Cr
No. of shares:	11,222, 436 – 11,128,858 Eq Shares
BRLM	DAM Capital, Mirae Asset Capital, Motilal Oswal
Registrar:	KFin Technologies Ltd

Listing: BSE & NSE

INDICATIVE TIMETABLE:

Activity	On or about
Finalization of Basis of Allotment	06-09-2023
Refunds/Unblocking ASBA Fund	07-09-2023
Credit of equity shares to DP A/c	08-09-2023
Trading commences	11-09-2023

SHAREHOLDING (APPROX. NO. OF SHARES):

Pre Issue	Post Issue~	Post Issue ^
36,260,678	38,054,936	37,961,358

~@Lower price Band ^@ Upper Price Band

SHAREHOLDING PATTERN(%)

Particulars	Pre-Issue	Post-Issue
Promoters	44.85%	42.84%
Promoter Group	35.82%	27.85%
Public – Individual Selling S/h	19.33%	0.00%
Public – Other	0.00%	29.32%
Total	100.00%	100.00%

MINIMUM BIDS APPLICATION:

Category	Retail Category	NII-Bid between ₹ 2 - 10 Lakhs	NII – Bid Above ₹ 10 Lakhs
Minimum Bid Lot (Shares)	34 Shares	476 Shares	2,278 Shares
Minimum Bid Lot Amount (₹)	₹14,994^	₹ 2,09,916^	₹10,04,598^
No. Of Applications For 1x	1,14,562 Application	1,169 Applications	2,338 Applications

BACKGROUND:

Company and Directors

The company was originally incorporated as "Rishabh Instruments Private Limited", on October 6, 1982. Narendra Joharimal Goliya is the Promoter of the company. Currently, Promoter, holds 16,262,098 Equity Shares, representing 44.85% of the issued, subscribed, and paid-up Equity Share capital of the company.



Narendra Joharimal Goliya
(Chairman & MD)

OBJECT OF THE ISSUE :

Objects	Amount (₹ Cr)
Financing the cost towards the Expansion of Nashik Manufacturing Facility	62.18
General Corporate Purposes	[·]
Total	[·]

KEY FINANCIALS:

(₹ in Cr)

Particulars	As at Mar' 31,		
	2023	2022	2021
Equity Share Capital	29.25	14.63	14.63
Instruments entirely equity in nature	10.82	10.82	10.82
Reserves	360.96	315.04	273.82
Net worth as stated	408.75	346.10	302.13
Revenue from Operations	569.54	470.25	389.96
Revenue Growth (%)	21.11%	20.59%	-
Adj. EBITDA as stated	94.30	82.63	70.05
EBITDA (%) as stated	16.56%	17.57%	17.96%
Profit Before Tax	60.72	59.24	45.80
Net Profit for the year	49.69	49.65	35.94
Net Profit (%) as stated	8.57%	10.35%	8.93%
EPS – Basic & Diluted (₹)	12.84	12.91	9.32
RONW (%) as stated	11.67	13.82	11.61
NAV (₹) as stated	109.98	93.38	80.33

Source: RHP; *Restated Consolidated, Networth excluding Capital Reserve

SHAREHOLDING PATTERN

Shareholders	Pre - Issue		No. of Shares offered	Post - Issue	
	Number of Equity Shares	% of Total Equity Share Capital		Number of Equity Shares	% of Total Equity Share Capital
Promoter	16,262,098	44.85%		16,262,098	42.84%
Promoters Group	12,987,902	35.82%	2,417,500	10,570,402	27.85%
Total for Promoter and Promoter Group	29,250,000	80.67%	2,417,500	26,832,500	70.68%
Public – Selling Shareholders	7,010,678	19.33%	7,010,678	0	0.00%
Public - Others	0	0.00%	1,700,680	11,128,858	29.32%
Total for Public Shareholder	7,010,678	19.33%	8,711,358	11,128,858	29.32%
Total Equity Share Capital	36,260,678	100.00%	11,128,858	37,961,358	100.00%

* Shares at Upper Band

OFFER DETAILS:

The Offer	No. of Shares	
Fresh Issue (₹ 75 Cr)	Approx. upto 17,00,680 [^] Equity Shares	
Offer for Sale	Upto 9,428,178 Equity Shares	Weighted Average Cost of Acquisition (₹)
Asha Narendra Goliya – Promoter Group Selling Shareholder	Upto 1,500,000 Equity Shares	0.10
Rishabh Narendra Goliya – Promoter Group Selling Shareholder	Upto 400,000 Equity Shares	0.03
Narendra Rishabh Goliya HUF – Promoter Group Selling Shareholder	Upto 517,500 Equity Shares	0.13
SACEF Holdings II- Investor Selling Shareholder	Upto 7,010,678 Equity Shares	89.56

([^] upper price band)



Rishabh Instruments Limited - IPO NOTE

BUSINESS OVERVIEW:

Rishabh Instruments Ltd (“**Rishabh Instruments**”) is a global energy efficiency solution company focused on electrical automation, metering and measurement, precision engineered products and others, with diverse applications across industries including power, automotive and industrial sectors.

They supply a wide range of electrical measurement and process optimization equipment, and are engaged in designing, developing and manufacturing, and sale of devices significantly under their own brand across several sectors. Rishabh Instruments provides comprehensive solutions to their customers looking for cost-effective ways to measure, control, record, analyse and optimise energy and processes through their array of products. They also provide complete aluminium high pressure die casting solutions for customers requiring close tolerance fabrication (such as automotive compressor manufacturers and automation high precision flow meters manufacturers), machining and finishing of precision components. The company is a global leader in manufacturing and supply of analog panel meters, and they are among the leading global companies in terms of manufacturing and supply of low voltage current transformers.

Lumel is the most popular brand in Poland for meters, controllers, and recorders and Lumel Alucast is one of

the leading non-ferrous pressure casting players in Europe.



Company’s product portfolio consists of over 145 product lines and 0.13 million stock keeping units as of May 31, 2023. In Fiscals 2023, 2022 and 2021, they manufactured an aggregate of 16.21 million units, 14.02 million units and 13.35 million units of products, respectively, across their product lines. Over the last 3 financial years, i.e. Fiscals 2023, 2022 and 2021, they have served customer in over 100 countries.

The company’s end user of their product are diversified in, serving industrial (FMCG, pharmaceutical, cement, steel, railways), power (generation, transmission and distribution, renewable energy, oil and gas), OEM industries (transformer, motor, cable and special machine manufacturers) and new applications (data centre, laboratories, semiconductors, consumer electronics, and building automation).

The company manufactures all their products in-house from their 5 manufacturing facilities – 2 in India, 2 in Poland and 1 in China. Products manufactured at all their Manufacturing Facilities (other than Poland Manufacturing Facility II) are tested and certified by testing laboratories for certifications such as CE, ROHS, UKCA etc.

Rishabh Instruments primarily follows a business-to-business model which is purchase order based for all their segments except portable test and measuring instruments which is also sold on a merchant basis.

They have an extensive network of 175 authorized distributors/stockists across 81 districts in India with direct sales conducted through 8 sales and marketing offices which collectively house 53 engineers and 24 sales personnel. The 8 locations of their sales and marketing offices across India are New Delhi, Kolkata, Mumbai, Ahmedabad, Pune, Chennai, Bangalore, and Hyderabad. Apart from sales and marketing offices, they also have resident sales engineers in 10 cities across India.

Globally they have served customers in over 100 countries in the last 3 financial years, i.e. Fiscals 2023, 2022 and 2021 through 5 sales and marketing offices and a strong global network of 339 authorized distributors/stockists as of May 31, 2023. Globally (outside India) the company has over 164 authorized distributors/stockists catering to international customers across 70 countries including Germany, the United States, the United Kingdom, Australia, the Middle East, etc. Lumel has 15 authorized distributors/stockists in Poland and over 20 authorized distributors/stockists outside Poland. Lumel also has resident sales engineers situated at the UAE, Hungary, Taiwan, Spain, Germany, and Cyprus. In Fiscals 2023, 2022 and 2021, the revenue generated from the Indian operations accounted for 34.26%, 32.14% and 32.25%, respectively, of their total revenue from operations. In Fiscals 2023, 2022 and 2021, the revenue generated from the overseas operations accounted for 65.74%, 67.86% and 67.75% of the total revenue from operations, respectively.

MANUFACTURING UNITS:

Manufacturing facilities in India (2) In India, both the manufacturing facilities are situated in Nashik, Maharashtra. Nashik Manufacturing Facility I is a vertically integrated facility with end-to-end product development capabilities from concept design to testing. Nashik Manufacturing Facility II is also a vertically integrated facility with a tool design facility. Both the Nashik Manufacturing Facilities hold ISO 9001:2015 certification of quality management system. In Poland as well, they have 2 manufacturing facilities both situated at Zielona Góra, Poland – Poland Manufacturing Facility I and Poland Manufacturing Facility II.

Manufacturing facilities in Poland (2) Poland Manufacturing Facility I is a dedicated facility for production of electrical and electronics products. Poland Manufacturing Facility II has an aluminium die casting facility comprising a foundry, CNC machining, post processing facility (shot blasting, powder coating, painting, washing lines), tool shop and a laboratory. Both the Poland Manufacturing Facilities hold various accreditations including ISO 9001:2015, ISO 14001:2015 and IATF 16949:2016.

Manufacturing facilities China (1) Their China Manufacturing Facility located in Shanghai, China houses a production facility and an R&D unit and holds ISO 9001:2015 certification of quality management system. Products manufactured at their China Manufacturing Facility are tested and certified by testing laboratories for certifications including CE, ROHS, UKCA. Their subsidiary, ESL, focuses on developing software solutions such as MARC, and their capabilities allow them to integrate software capabilities in their products.



Rishabh Instruments Limited - IPO NOTE

KEY DIFFERENTIATORS OF RISHABH INSTRUMENTS:

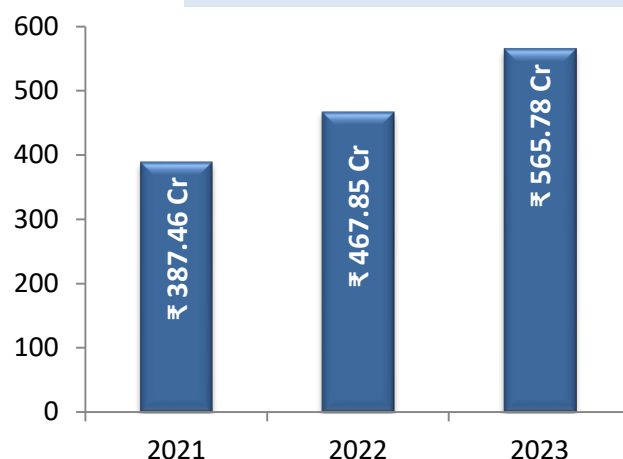
Key market positioning of Rishabh Instruments, globally and locally:

Global	India
<ul style="list-style-type: none"> Global leader in manufacturing and supply of Analog panel meters Leading global companies in terms of manufacturing and supply of Low voltage current transformers The most popular brand in Poland for meters, controllers, and recorders (Lumel). Lumel is a leading player in non-ferrous pressure casting in Europe. The Lumel Alucast factory melts 20 tons of aluminium per day and produce 35,000 castings per day. European car production is 9.9 million units/ annum and Lumel produces 3 million of aluminium cast housing for the car compressor makes it one of the leading die-cast players in Europe. 	<ul style="list-style-type: none"> Number 1 player in Electrical transducers in India Number 1 player in Split Core Current Transformers in India Number 3 player in the Digital Panel Meters in India Number 2 player in Portable Test & Measurement (multi meter and clamp meter) and an emerging player in insulation testers First company in India to Design, Develop & Manufacture Solar String Inverters end to end.

REVENUE FROM OPERATIONS:

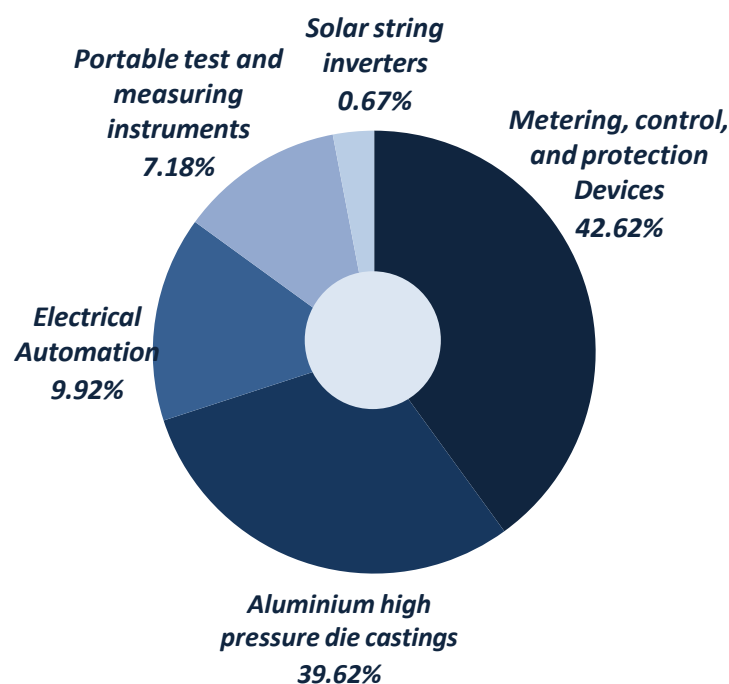
Particulars	For the Year Ended March 31,		
	2023	2022	2021
	Revenue (₹ Cr)	Revenue (₹ Cr)	Revenue (₹ Cr)
Revenue from Contracts with Customers	565.78	467.85	387.46
Sale of Services - Work Contract Services	549.56	453.33	381.42
Sale of Products	16.22	14.52	6.04
Other Operating Revenue	3.76	2.41	2.50
Total	569.54	470.25	389.96

Revenue from Operations



Product-wise Revenue from Operations

Particulars	Fiscal 2023		Fiscal 2022		Fiscal 2021	
	Revenue from Operation ₹ Cr	% of Revenue from Operation	Revenue from Operation ₹ Cr	% of Revenue from Operation	Revenue from Operation ₹ Cr	% of Revenue from Operation
Electrical automation	56.47	9.92%	63.76	13.56%	52.22	13.39%
Metering, control, and protection Devices	242.72	42.62%	208.63	44.37%	164.63	42.22%
Portable test and measuring instruments	40.89	7.18%	15.64	3.32%	11.46	2.94%
Solar string inverters	3.79	0.67%	5.15	1.09%	3.43	0.88%
Aluminium high pressure die castings	225.66	39.62%	177.07	37.66%	158.21	40.57%
Total	569.53	100.00%	470.25	100.00%	389.96	100.00%





Rishabh Instruments Limited - IPO NOTE

KEY FINANCIAL AND OPERATIONAL PERFORMANCE INDICATORS ("KPI")

Particulars	For Fiscal		
	2023	2022	2021
% of India revenue (out of the total group revenue)	32.91%	30.94%	31.24%
% of Europe revenue (out of the total group revenue)	59.06%	59.08%	59.57%
% of HPDC sales (out of the total group revenue)	37.76%	36.06%	38.94%
% automotive revenue (out of the HPDC revenue)	54.96%	46.50%	55.32%
% non-automotive revenue (out of the HPDC revenue)	45.04%	53.50%	44.68%
CAPEX (group level)	15.30	22.36	31.80
EBITDA	86.32	82.63	70.02
EBITDA margin (%)	15.16%	17.57%	17.96%
Adjusted EBITDA	94.30	82.63	70.05
Adjusted EBITDA margin (%)	16.56%	17.57%	17.96%
Profit/(loss) after tax	49.69	49.65	35.94
PAT Margin	8.57%	10.35%	8.93%
Net cash generated from operations	27.51	13.28	52.93
ROCE (%)	13.77%	15.20%	12.16%
ROE (%)	12.39%	14.58%	12.01%
Debt to equity ratio (times)	0.26	0.28%	0.31

COMPETITIVE STRATEGIES:

- Ability to drive technology and innovation through advanced research and development capabilities
- Global engineering solution provider operating in large addressable markets and benefits from mega industrialisation trends
- Wide customer base across diversified industry
- Diversified product portfolio
- Fantastic Track record of successful integration of acquired businesses or entities across geographies
- Global and integrated business model increasing cost competitiveness and de-risking customer supply chain
- Well-established and recognised brands
- Strong and demonstrated management capabilities

KEY BUSINESS STRATEGIES

- Enhance product innovation, engineering and design competence while focusing on higher value addition
- Expanding geographical footprint
- Continue to pursue the strategy for inorganic growth
- Target new customers and expand existing customer accounts
- Explore opportunities to tap emerging products and services segments
- Promote product localization



Rishabh Instruments Limited - IPO NOTE

FUTURE OPPORTUNITIES FOR RISHABH INSTRUMENTS:

Product Segment	Opportunities in Key End-user Verticals	Opportunities in Customer Regions
Electrical Automation	<p>The unique demands of today's networked manufacturing plants rely on reliable strong connectivity solutions to optimize the available resources. It needs an end-to-end IoT-based solution to monitor real-time data like consumption of water, air, gas, electricity (WAGEs) and various types of analog signals with the help of sensors, transmitters, transducers, and multi-function devices. Industry 4.0 clearly states transparency of the working systems that include simple switch operation to critical equipment working on a single platform (IoT-based software).</p> <p>Automotive and electric vehicle manufacturing. Demand for Sensors, transmitters, temperature controllers, I/O converters that are embedded into various electric vehicle systems will provide new market opportunities.</p> <p>Traction in smart lighting segment for building automation will provide new market opportunities for sensors, transmitters, and I/O converters for creating smart infrastructure.</p> <p>Data centers and upcoming utility projects will increase demand for Field instruments, temperature controllers, and HMIs that are used in building automation projects.</p>	<p>Asia-Pacific markets especially China, Japan, and India are witnessing expansion of data centers, smart cities, and smart building projects initiated by the government.</p>
Metering, Control and Protection Devices	<p>Retrofitting of old Metering, Control and Protection systems in industrial end-user verticals such as pharmaceuticals and FMCG will provide new opportunities for the overall metering, control and protection devices market.</p> <p>New construction projects in development of transportation infrastructure, residential and commercial buildings will directly improve opportunities for current transformers, panel meters, and power factor controllers.</p> <p>With new Make in India initiatives many manufacturing industries are establishing in India, providing opportunities for overall metering, control and protection devices.</p> <p>Changing utility norms to maintain PF and kVAh billing will increase the opportunities for Current transformers, Power factor controllers, meters, and protection relays.</p>	<p>Post-pandemic recovery across the globe is leading to increasing construction activity in residential, commercial, and government projects in the Middle East, Europe, and Americas.</p>
Portable Test & Measurement Equipment	<p>The demand for energy generation is increasing day by day, which cannot be met without the extension of networks on substations. The impact of this will result in more and more products required for operation and maintenance in the T&M sector. When they bring extensions in the networks of substations, it warrants more devices, and more devices warrants more T&M products for testing of these devices.</p> <p>One of the new trends in testing is the handheld and desktop instruments with Bluetooth technology to avoid physical contact with the devices under test. So, growth in demand for such products is inevitable. Even the testing of the devices with the help of mobile Apps of meters is started. Demand for portable test and measurement equipment enabled with wireless communication is going to increase.</p> <p>Growing focus on reliable power will require continuous monitoring of equipment, systems, and power utilities, which will result in more demand for testing the power quality at various installation levels and would hike the demand for portable power quality testers/analyzers.</p> <p>E-vehicle is the upcoming future. Testing of batteries for these e-vehicles is going to see high demand, for which many test and measurement devices would be required like Multimeters, clamp-on meters, battery analyzers, etc. Similarly, upcoming electric trains would also result in an increase in testing of inverters, and motors in electric vehicle power trains will demand testing and measuring equipment</p>	<p>Electric vehicle uptake has already increased in the Western economies of Europe, the United States, and China, and is gaining high traction in the 2W vehicle segment in India.</p> <p>Renewable energy capacity expansion is gaining global significance, with higher focus in India, Europe, and the United States</p>
Solar String Inverters	<p>Increased adoption of renewable energy sources will drive demand for solar rooftop power systems in residential and commercial buildings. Technologically better design will lead to implementation of string inverters in data centers and large renewable projects.</p> <p>The Government of India is supporting Make in India initiatives by proposing to increase Basic Customs Duty (BCD) from 5% to 20% on imported Solar inverters, thereby driving indigenous manufacturing.</p>	<p>Large-scale utility projects are being set up in Africa, Middle Eastern, and Asia-Pacific countries especially India and China.</p>
Aluminium High-Pressure Die Casting	<p>The aluminium content per vehicle is increasing due to the focus on light weighting to increase fuel efficiency. EVs use more aluminium content (at least 15% more) than IC engines. Hence, growth in EV (for applications in power train, battery housing, rear under structure) will gain significance.</p>	<p>Advanced economies of the United States, China, and Europe are purchasing more EVs than emerging economies in the 4W segment. In the 2W segment, India witnesses a large number of conventional and new OEMs venturing into the EV market.</p>

COMPANY'S PRODUCT



Electrical Automation



Metering, Control and Protection Devices



Portable test and measuring instruments



Aluminum high pressure die castings



Solar String Inverters

COMPETITIONS:

Rishabh Instruments faces competition domestically in India as well as globally across the segments they operate in from companies which either operate in the same line of business as them or offer similar products

Category	Competitors
Electrical Automation	Masibus Automation and Instrumentation Pvt Ltd and Selec Controls Pvt Ltd.
Metering, Control and Protection Devices	Schneider Electric India Pvt Ltd, Elmeasure India Pvt Ltd and Selec Controls Pvt Ltd
Portable Test and Measuring Instruments	Hioki India Pvt Ltd and Meco Instruments Pvt Ltd.
Solar String Inverter	International competitors: Shenzhen Growatt New Energy Co. Ltd. Domestic Competitors: KSolare Energy Pvt Ltd
Aluminium High Pressure Die Casting	Endurance Technologies Ltd and Sunbeam Lightweighting Solutions Pvt Ltd
Electronics Manufacturing Services	include Syrma SGS Technology Ltd, Amber Enterprises India Ltd and Dixon Technologies (India) Ltd.

INDUSTRY OVERVIEW:










Snapshot of how Rishabh Instruments competes with top companies globally and in India across its 5 product categories.

Particulars	Comparative Analysis of Leading companies- India and Global									
	Electrical Automation		Metering, Control and Protection		Portable T&M		Solar String Inverters		Aluminium High Pressure Diecasting	
Domestic	Masibus	P	Schneider Electric	P	Meco Instruments	C	kSolare	C	Sunbeam auto pvt ltd	C
	Selec Controls	P	Secure Meters	P	Metravi	C	PowerOne	C	Rockmancycle	C
	Secure Meters	P	Elmeasure	P	Waco	C	GoodWe	C	Endurance technologies	C
	Delta	P	Selec Controls	P	Motwane	P	ABB	C	Kailas toolings	C
	Multispan	P	Automatic Electric	P	HTC	C	SMA	C	MRT Castings	C
Global	Yokogawa	C	Socomec	P	Fluke	C	Huawei	C	Consolidate Metco	C
	Chino	P	Janitza	P	Kyoritsu	C	Growatt	C	Gibbs Die Casting	C
	Omron	P	Entes	P	Megger	P	SolarEdge	C	Faist Group	C
	Phoenix	P	MBS	P	Hioki	C	Sungrow	C	Alcast Technologies	C
	Allen Bradley	P	Chint	P	Sonel	P	Fimer	C	Arconic	C

C=Complete Portfolio, P= Partial Portfolio

Comparison of the key performance indicators with listed industry peers, as of FY2022

(₹ in Cr)

Financial Parameters	 Rishabh Instruments Ltd	 Automatic Electric Ltd	 Elmeasure India Pvt Ltd	 Meco Instruments Pvt Ltd	 Masi Bus Automation & Instrumentation Pvt Ltd	 Hioki India Pvt Ltd	 Siemens India Ltd	 ABB India Ltd	 Schneider Electric India Pvt Ltd
Net Worth	346.10	32.89	22.55	8.26	45.50	2.14	12,076.00	4,939.00	9,153.70
Revenue from operations	470.25	62.18	128.74	17.01	83.85	25.18	17,788.00	9,010.00	10,360.60
EBITDA	82.63	5.76	10.51	2.02	7.74	2.21	2,548.00	1274.00	1,939.60
EBITDA (%)	17.6%	9.0%	8.2%	11.9%	9.2%	8.8%	14.0%	14.0%	19.0%
PAT	49.65	0.36	4.53	1.51	4.85	1.38	1,619.00	901.00	570.90
PAT (%)	10.4%	0.6%	3.5%	8.9%	5.8%	5.5%	9.1%	10.0%	5.5%
ROE (%)	14.6%	1.0%	18.3%	18.3%	10.7%	64.7%	11.5%	22.8%	6.24%

HENSEX OUTLOOK: “SUBSCRIBE”

Rating: Apply for Listing Gains as well as for Long Term Investment

With the virtually intergated operations; backed by strong manufacturing capabilities, diversified product portfolio, wide customer base, and strong financials. We recommend a ‘Subscribe’ to the issue with the view of listing gains as well as for Long Term Investment perspective.

- ✓ Based on the Fiscal 2023 Financials, the company has reported , an average RoNW of 12.38%. The IPO is prices at a PE multiple of 34.34x and a P/BV of 3.52 on the upper band
- ✓ The company’s revenue from operations has surged 21.06% in FY23 to ₹569.54 Cr in FY23 from ₹470.20 Cr. The Net Profits of the company however sustained to be merely positive
- ✓ The company has rooted itself globally and generates 65.74% of its revenue from Exports. As of FY23 the company has successfully exports its products 100 countries
- ✓ Rishabh Instruments stands a global leader in manufacturing and supplier of analog panel meters and low voltage current transformers.

MAJOR RISK FACTOR:

- ✓ The company is heavily dependent on the subsidiaries as the subsidiaries generates 67.09% of the total revenue as of FY23.
- ✓ Since the company generates almost 66% of revenue from exports; company is exposed Foreign exchange fluctuations, Fluctuation in demand of their products and economic cycle.



Our Branches

JODHPUR

2, Keshav Bhavan, 9th Chopasani Road, Near HDFC Bank, Jodhpur, 342003

MUMBAI

12 A, 2nd Floor, Sonawala Building, Opp. Bombay Stock Exchange, Fort Mumbai, 400001

JAIPUR

5th Floor, Okay Plus Tower, Government Hostel Circle, Ajmer Road, Jaipur, 302001 (Raj).

UDAIPUR

210, Daulat Chamber, 2nd Floor, Sardarpura, Near Meera Girls College Udaipur, 313011(Raj.)



AHMEDABAD

928, Shyamal Iconic, Shyamal Cross Road, Shyamal, Ahmedabad 380015

VADODARA

151-153, Paradise Complex, sayajiganj, Vadodara - 390005, Gujarat.

BENGALURU

No. 156/1, 1st Floor, Opp. Karnataka Bank, Near Minerva Circle, R.V. Road, V.V. Puram, Bangalore, 560004

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