Date: June 04, 2024

To,
BSE Limited
Corporate Relation Department
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001, Maharashtra.

Respected Sir/Ma'am,

Subject: Update under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015-Investor Presentation

Ref: Inflame Appliances Limited (Security Id.: INFLAME, Security Code: 541083)

In terms of Regulation 30 read with Para A of Part A of Schedule III to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit enclosed Investor Presentation on the business and operation of the Company.

This aforesaid Investor Presentation is also available on the company's website at https://inflameindia.com/financial-results/

You are requested to kindly take the note of the same and oblige us.

Thanking you,
Yours faithfully,
For, Inflame Appliances Ltd

Aditya Kaushik

Aditya Kaushik
Chairman & Managing Director
DIN: 06790052

Encl.: Investor Presentation.

Inflame

Inspired cooking.

Investor Presentation

H2 & FY2024

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Table of Content

About Us

Company Profile

2017

Year of Incorporation

18+

States Served in India

600,000

Total Chimney Capacity

Top 3

Manufacturer in India

Panchkula & Hyderabad

Factory Locations

30+

Kitchen Chimney Models

Mission

Inspiring Better Living

The kitchen is the heart of every home. For all gastronomical delights, we look up to the kitchen.

Inflame believes if the kitchen is smart, living becomes better. As one of the leading kitchen appliances manufacturers, Inflame has been constantly innovating to inspire healthy and safe cooking, which can transpire into better living .

By blending safety in modern kitchen appliances, we have been able to deliver to the changing needs and lifestyles of our customers, in a way, changing their lives with healthy and safe cooking.

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Key Management

Mr. Amit Kaushik

CEO & CFO

He has a cumulative experience of 28 years in the field of business promotion and has held various management positions. Along with developing & monitoring strategies to ensure long-term financial viability of the organization, he is also responsible for the identification and design of products & suppliers, sales & marketing activities and overseas operations.

Mr. Aditya Kaushik

Chairman & Managing Director

He is associated with appliances industry since beginning of this millennium. He has an entrepreneur experience of over 18 years and possesses a great insight of appliances trade in India. He has the understanding of all commercial & technical aspects of appliances. He is responsible for operational and logistics functions of the company.

Mr. Ashwani Kumar Goel

Whole Time Director

He is a metallurgical engineer from NIT Jaipur. He has an illustrious career and has spent over 30 years in building and growing JSW. He is a pioneer in the field of supply chain management, plant operations and sales. Ever since he has taken over as a Director with Inflame, he has played a vital role in the turnaround of the company.

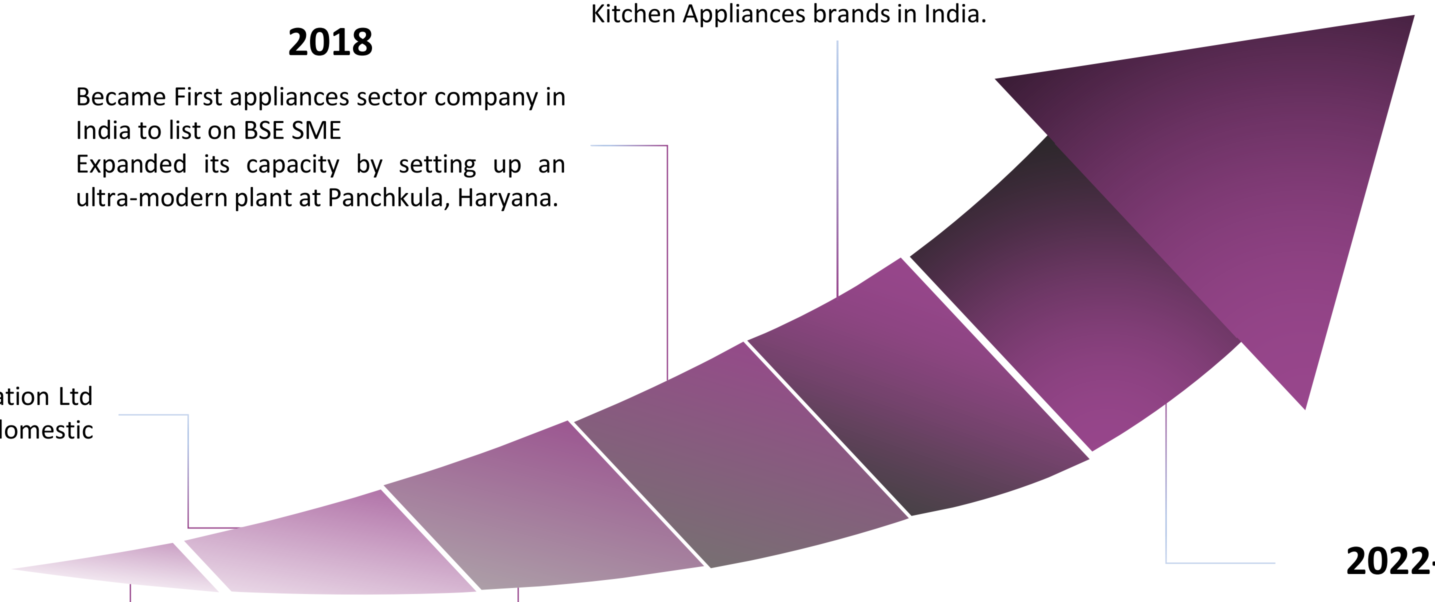
Mr. Anusheel Kaushik

Director* & Head - Hyderabad Unit

He is a Mechanical engineer with a masters degree in International Business Management. He holds experience in PLM, project management and data analysis. Mr. Kaushik is in-charge for implementing new manufacturing project at Maheshwaram, Hyderabad. Using his experience, the Company expects to implement European systems at this new facility.

*** - w.e.f. 1st April, 2023***

Our Journey



2015

Started business of manufacturing of gas stoves and parts.

Obtained license from Bureau of Indian Standards as IS 4246:2002 for Quality Certification.

2016

Agreement with Indian Oil Corporation Ltd for selling LPG Gas Stoves to domestic Indane distributors.

2017

Associated with Hindustan Petroleum Corporation Ltd & Bharat Petroleum Corporation Ltd for selling LPG gas stoves.

Formed Inflame Appliances Ltd.

2018

Became First appliances sector company in India to list on BSE SME

Expanded its capacity by setting up an ultra-modern plant at Panchkula, Haryana.

2019-2020

Developed over 30 models of Kitchen Chimneys through extensive R&D

Started supplying its products to top Kitchen Appliances brands in India.

2022-24

New facility setup in Hyderabad, Telangana with ability to manufacture chimneys, hobs and gas stoves.

Company has entered into agreement with KAFF and Havells to supply various kitchen appliances inflame Inspired Cooking

Change Beckons Us

Phase 1 (2015-2018)

The phase where we reinvented ourselves

- Started manufacturing of gas stoves.
- Empanelled with IOCL, BPCL, HPCL to manufacture & supply gas stoves under the PM Ujjwal Yojna (PMUY).
- IPO in 2018.
- Pause to PMUY in late 2018 due to Lok Sabha Elections general code of conduct.
- Further impacted due to factory shutdown of component suppliers on account of farmer protests thereby impacting component supplies to our mother plant.

How did we counter this?

- Decided to start manufacturing major components inhouse.
- Glass and fabrication also taken up inhouse to be cost competitive to China
- Glass bending machines & CNC machines installed
- Decided to expand beyond gas stoves into other kitchen appliances (exited PMUY scheme) like hobs & chimneys.

Phase 2 (2018-2022)

The phase where we consolidated & expanded

- Started the process of setting up inhouse manufacturing for hobs & chimneys.
- Sars-Covid Pandemic hit us causing major labour migration issues & hence non availability of labour.
- Focus was on topline. Margins were impacted.

How did we counter this?

- Showcased our inhouse manufacturing to large brands in kitchen appliances, thereby offering an able replacement to Chinese imports.
- Manufactured the critical parts inhouse & outsourced non-critical parts
- Became a leading supplier to Hindware, Sunflame, Kaff, Wonderchef, Inalsa, Pigeon, Gilma, Pureflame, Flipkart.
- Started the process of setting up in Hyderabad, Telangana facility to increase share and maintain margins for South based customers/suppliers.

Phase 3 (2023 & Beyond)

The phase where we aim to become the Market Leader

- Chimney will become a big market – India to become a 5 mn market in next 5-7 years. Expected to grow at 15% CAGR.
- Overall kitchen appliances market expected to explode over the next 5-10 years with growing need for key and aspirational products.
- Several Indian and global brands establishing their base in India looking to outsource manufacturing over and above their own manufacturing (if present).
- New product developments and launches to continue. Become a one stop solution in kitchen appliances across full product range.
- Investing in niche products like OTG, Dishwashers, Built in oven, wine chillers amongst others.
- Multi locational manufacturing facilities to cater to domestic and global demand as well as reduce logistics cost.
- Continue further Backward integration to reduce dependence on external suppliers. Eg Motors.
- Scale up our R&D efforts.
- Expand teams across sales and marketing

BUSINESS OVERVIEW

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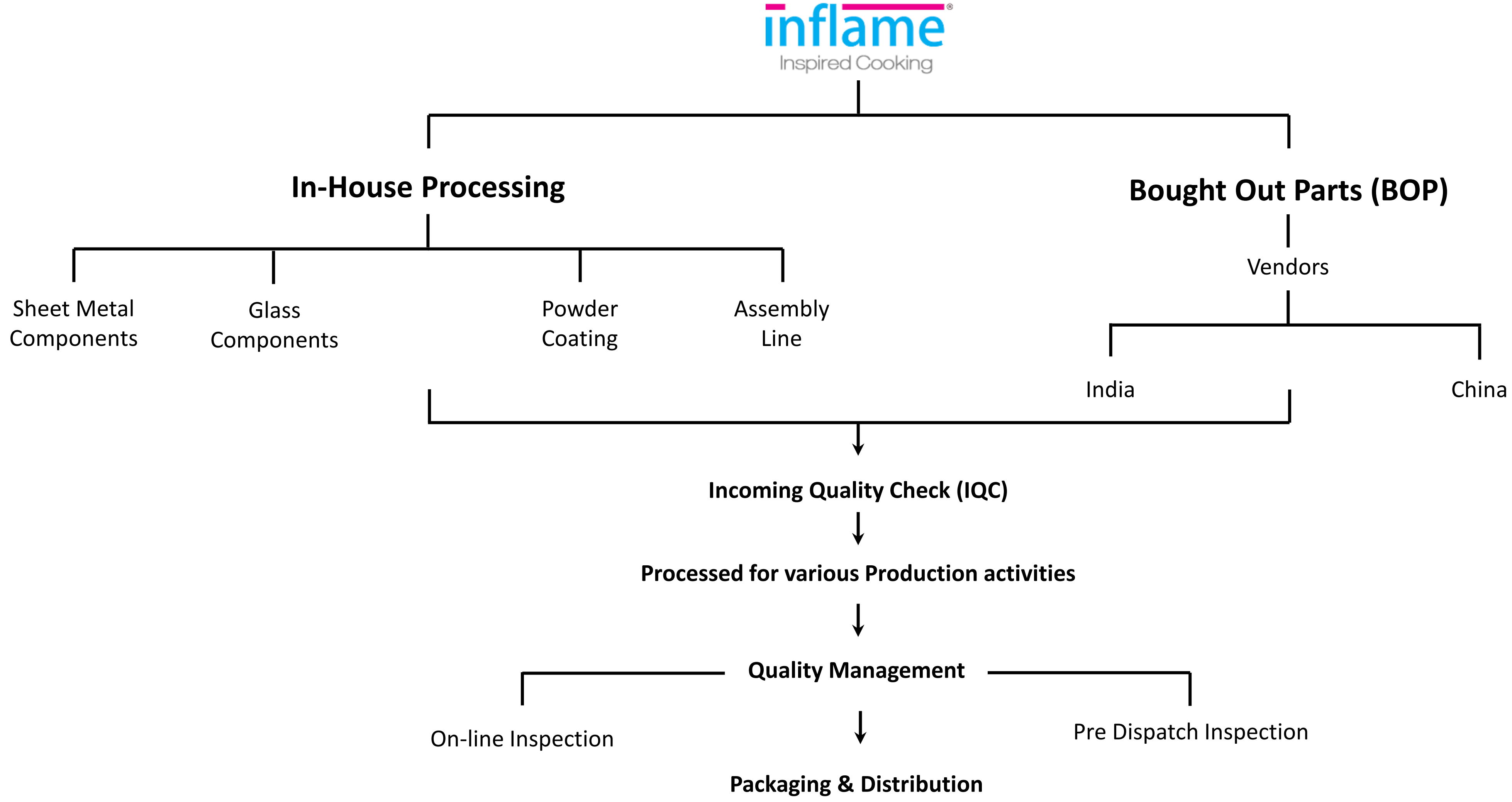
Business Structure



Business Model

The process of manufacturing involves an in house manufacturing processes as well as procurement of key components from external vendors. These components are majorly sourced from our dedicated vendors in India & China.

The company is aiming to move towards 100% in house manufacturing.

Once the material is received in store, Incoming Quality Check (IQC) is done for both BOP & In-house components, upon clearance from IQC, the material is processed for various production activities.

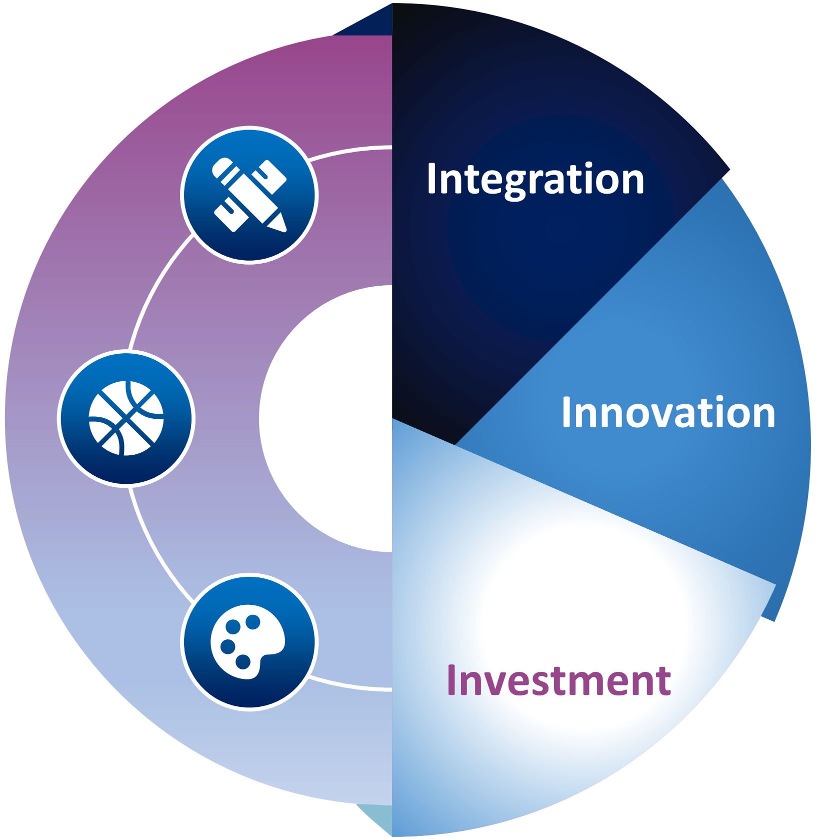
Aiming for < 1% rejection rate and warranty claims.

Quality management plays an essential role in determining and meeting customer requirements, preventing defects and improving our products. On-line inspection & Pre Dispatch Inspection are conducted as per Quality parameters/policy. Once product is ready, we pack them as per packing standards.

Moving to adoption of 100% environment friendly & recycled packaging

Once packaged, the products are then despatched to the brand for whom we are manufacturing the kitchen appliances range of products.

One stop kitchen appliance manufacturer (solution provider) for partner brands.



Integration

Our backward integrated business model and a near zero dependence on imports grants us the ability to manufacture best quality products and offer them at competitive prices.

Innovation

We aspire to produce innovative products by addressing customer requirements and boost our revenues by manufacturing products for the clients who are currently Import dependent.

Investment

We have invested significant resources, and intend to further invest in our activities to develop customized systems and processes to ensure effective management control and optimal utilization of resources to curtail our costs.

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Manufacturing Facilities

Panchkula Plant

The present manufacturing facility in Panchkula, Haryana (225kms from Delhi), has built-up area of 45000 SqFt. and additional 18000 SqFt. is under construction.

A state of the art fully integrated glass toughening, bending and processing plant.

Hyderabad Plant

The new manufacturing facility in Hyderabad, Telangana has built-up area of 40000 SqFt. Facilitated with technology that only a few manufacturers in India have in the appliances sector.

CNC machines imported from Trumf (Germany).

Product Profile

- Inflame specializes in OEM & ODM
- Being a leading manufacturer of Range Hoods (Electrical Chimneys) in India today, Inflame is catering to the requirements of other big appliances brands who were sourcing these range hoods from overseas producers previously.
- Also, the company plans to further increase its capacity by establishing one more Plant in the State of Telangana

Inclined Chimneys

Hobs & Cooktops

Designer Chimneys

Island Chimneys

Glass Curved Chimneys

Top Products:

- **Metal Cooktops**
- **Glass Cooktops**
- **Built-in Hobs**
- **Cooker Hoods (Chimneys)**

Revenue Breakup (FY23)

90-95%
Chimneys

5-10%
Other Products

Why Inflame?

Import Substitution

- 1.6 Mn chimneys imported every year
- Post Covid, imports impacted, thereby creating need for local manufacturing
- Brands sales impacted due to erratic supplies and high freight costs.
- Government impetus to local manufacturing.
- Company is the largest outsourced manufacturer of chimneys in India today.

Wide Product Portfolio

- India's 1st integrated facility.
- Produce wide variety of appliances
  - Chimneys
  - Hobs
  - Gas stoves.
- New Products in pipeline
  - Dishwashers
  - Cooking Ranges
  - Built in Oven
  - Oven, Toaster, Griller (OTG)

Regional presence

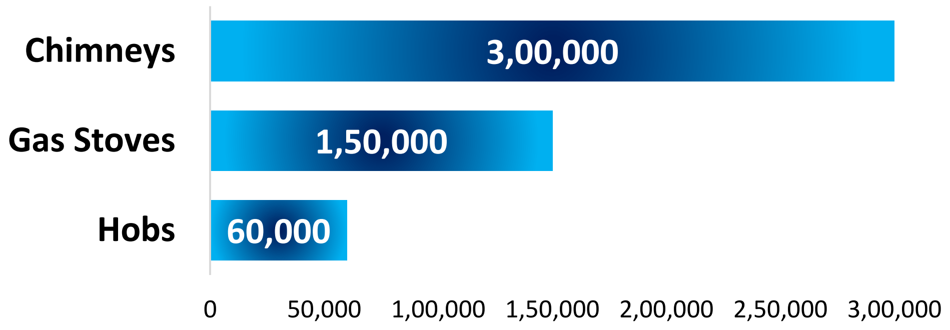
- Manufacturing facility at
  - Panchkula, Haryana (NORTH INDIA)
  - Hyderabad, Telangana (SOUTH INDIA)
- Helps reduce supply timelines, move towards just in time inventory, reduce freight cost allowing the company to continue to be competitive to local manufacturers.
- A major facility in the WESTERN REGION would enable company to target export markets.

World-class Infrastructure

- Backward integrated
- Modern tool rooms, Laser CNC machines
- Ability to make chimney with noise levels below 55 db
- With ready infrastructure, upgradation to world-class technology, backward integration and development of variety of models, Inflame is all set to become the largest kitchen appliances manufacturers in India.

Hyderabad Manufacturing Facility (new)

Annual Capacity



Facilities

- **CNC Laser Cutting**
- **CNC Punching**
- **CNC Bending**
- **Press Shop**
- **Powder Coating**
- Assembly Lines for:
  - **Chimneys**
  - **Hobs**
  - **Gas Stoves**

Trial Production started in

Q4 FY 2023

Started Commercial Production in latter half

H1 FY 2024

100% Indian Products

Land Area

10,000 Sq. Meter

Construction Area

40,000 Sq. Ft.

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Panchkula R&D Centre

Aim:

- Focus On Innovation
- Development Of New Technologies
- Reduction Of Noise Levels In Chimneys Below 55db

52,000 Sq. Ft.

Construction Area

Facilities:

- Modern Tool Room
- Laser CNC - 1kw
- CNC Turning Centre
- Bending Machines
- Injection Molding
- Power Presses

Complete Testing Facility For Electrical, Mechanical, Electronic & Critical Parts Like Motors

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Total Capacity (Post Expansion)

Panchkula Plant

Operational since 2019

Chimneys
300,000 units

Hobs
60,000 units

Gas Stoves
150,000 units

+

Hyderabad Plant

Commencement Date Jan 2023

Chimneys
300,000 units

Hobs
60,000 units

Gas Stoves
150,000 units

=

Total capacity

Chimneys
600,000 units

Hobs
120,000 units

Gas Stoves
300,000 units

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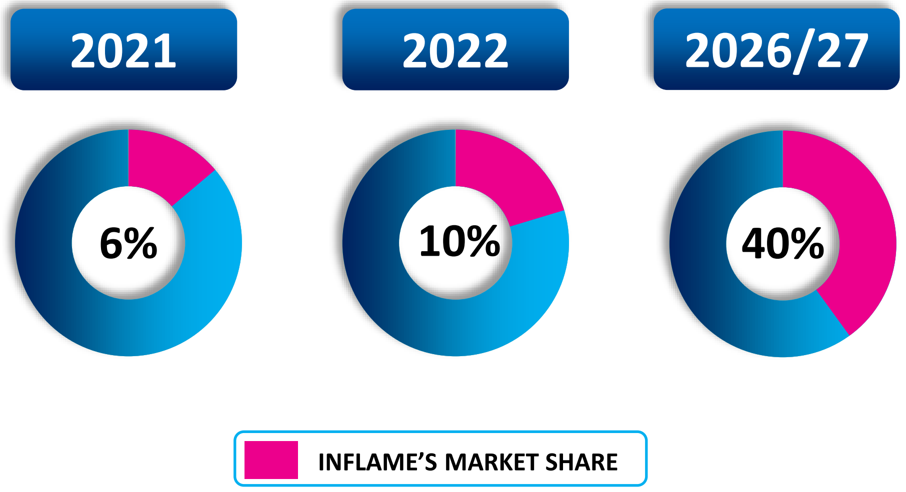
Market Share & Penetration

Market Share



Marquee Clientele

hindware, KAFF, Sunflame, HAVELLS, WONDERCHEF, INALSA, pureflame

Market Penetration

- Inflame successfully localised over 65 chimney models and replaced Chinese manufacturers during the last three years.
- This has enabled us to become the preferred manufacturing partner to brands as a reliable, cost competitive supplier.

- 90% of the total production process are in-house thereby reducing depending on imports and external suppliers.
- Our ability to provide a high quality product at competitive prices has enabled us the preferred partner for brands vs Chinese suppliers.

- The company is providing Kitchen Hoods to Indian companies in their own brands & in direct competition to Chinese suppliers.
- 2nd plant at Hyderabad will enable to supply to the southern market thereby allowing us to be more competitive.

We are the only "Made in India" outsourced manufacturer of kitchen appliances in India.

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STRENGTHS

- Presence in North & South (Competitive Cost Advantage).
- One of the largest manufacturer of chimneys in India with a capacity of 0.6 mn vs imports of 1.6 mn p.a.
- Experienced Senior Management Team.
- 1st Integrated Facility to produce a Wide Range of Kitchen Appliances.
- Grants for Innovative Solutions from Government of Telangana.
- Low rejections rates and warranty claims.

STRATEGIES

- Expanding manufacturing facilities in strategic locations and creating a Pan India Supply Network
- New Facility in South to reduce Logistics Costs.
- A facilitated design and R&D department enables a continuous study of the customer feedback and related technology to make the necessary upgradation.
- Leveraging employee skills for higher sales.
- Target more and large brands for kitchen appliances.

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INDUSTRY OVERVIEW

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Indian Market

Electrical Kitchen Appliances Market Size

INR 472.2 Billion
2021

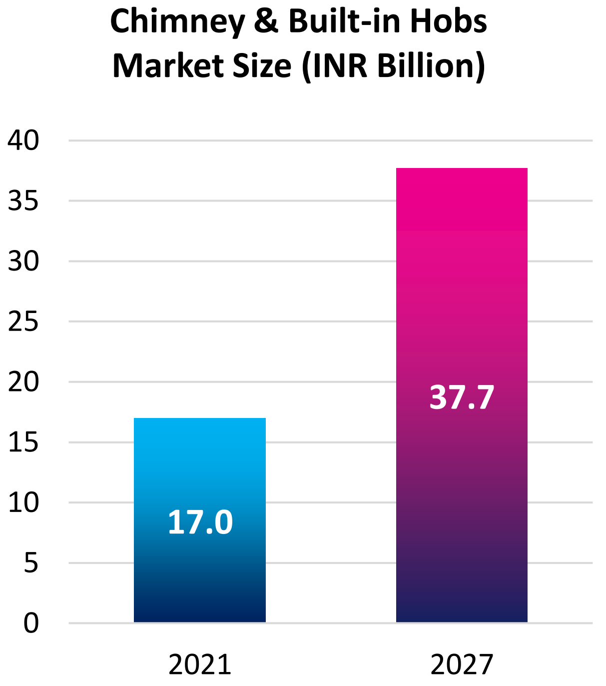
Est. CAGR (%)

6.66%
2021-2027

Electrical Kitchen Appliances Market Size

INR 686.6 Billion
2027

Current vs Projected



CAGR: 14.07%

Volume share of Electrical Kitchen Appliances

31.43%
North Region

Electric Kitchen market in the forecasted period and will achieve **9+ Million units sales** in the year 2025-26. The unpenetrated **East region** is **growing with the highest CAGR** among all the regions.

Inflame envisage to capture **40% market share in the next 5 years** by expanding its manufacturing facilities to multiple strategic locations covering major regions of India

Source: https://www.marketwatch.com/press-release/india-chimneys-built-in-hobs-market-share-size-growth-trends-and-forecast-2027-2023-02-01?mod=search_headline

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Market Drivers

Consumer Awareness — 1

The growing popularity of premium kitchen appliances on account of rising consumer awareness about high quality and durability represents one of the key factors positively influencing the market in India.

Low Logistics Cost — 2

Businesses today are hugely affected due to high logistics cost, badly delayed shipments & commodity price hikes, manufacturing in India is way viable than imports.

Low Penetration — 3

The present penetration for this product is very less & thus scope for growth is tremendous. Urban customers are now considering appliances as lifestyle products and are open to pay increased prices for products that are ergonomically designed and offer multiple features.

Reduce import dependence — 4

Positive trends in demographics have further helped to enhance growth. Factors such as the increasing number of nuclear families have led to a rise in the volumes of appliances sold.

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The Pandemic Effect

Crisis

The Covid-19 pandemic changed the human life in every extend possible, affecting businesses severely.

Solution

- Inflame took it as an opportunity by developing all components in India and preparing for the worst circumstances by eliminating dependence on China.
- Today, Inflame has almost zero dependence on China, sourcing only PCB switches from China and that too just to minimize the costs.

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Performance & Financial Highlights

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Key Performance Highlights

Hyderabad production kick-started – initial higher costs vs lower revenue in H1

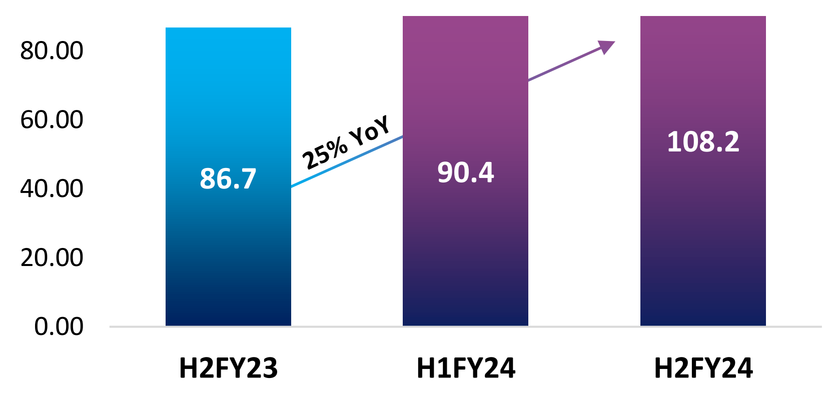
- Hyderabad facility started production in the latter half of H1FY24
- Due to high manpower and training costs in the initial period, the operation cost was significantly higher versus lower production (lower revenue) which led to lower profitability in the unit, thereby pulling overall profitability
- The entire cost in Hyderabad for the development of new products also impacted the Profit & Loss.
- The glass processing plant was installed and handed over in Dec'2023 which contributed to the delay in production.
- Subsequent buyer audits expected to contribute to revenue and volume growth in FY25. 4 major buyers audits completed till date.
- High depreciation with respect to new plant setup also impacted PBT.
- **As expected significant recovery was made in H2 with improvement in sales volume and facility turned positive at EBITDA level for the year.**

Panchkula facility normalised in H2 overcoming challenges of H1

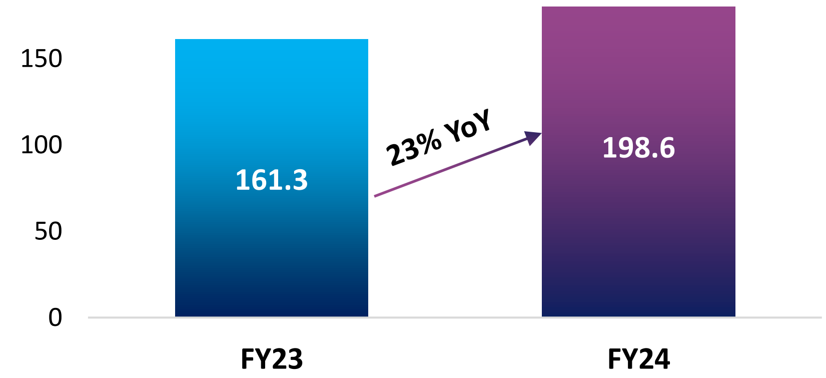
- In H1, our overall revenue and profitability of Panchkula were impacted due to multiple factors related to weather condition and related manpower issues as well as technical upgradation of the plant.
- Production development for a large customer impacted overall production for the year, which has now streamlined and supplies have begun in H1FY25.
- H2 has seen significant bounce back with Revenue nearly doubling over H1FY24 and EBITDA more than doubling in H2FY24.

Chimney Sales Volume

Half Yearly Sales Volume ('000s)



Annual Sales Volume ('000s)



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Performance Commentary

Commenting on the performance, Mr. Aditya Kaushik, Managing Director, Inflame Appliances Ltd said

"I am happy to share that our Hyderabad facility has come into the green at EBITDA level with increase sales from the facility. Our Panchkula facility too, was impacted in H1, has bounced back strongly doubling both our Revenue and EBITDA for the facility.

The improvement in performance is clear on the basis of growth on a HoH basis (H2FY24 vs H1FY24) whereby Revenue and EBITDA have grown at 16% and 90% respective while Profit before Tax has grown at nearly 7x. In April 2024 we also entered into an exclusive supplier partnership with KAFF appliances to supply various kitchen appliances as well as refrigerators and wine coolers. The four new completed buyer audits at Hyderabad facility and product development completed for a large customer at Panchkula along with the KAFF partnership are expected to provide significant revenue and profit growth in FY25 and further years We are confident of pacing up our production, revenue and profitability over the next 3 years led by the ramp up from both our manufacturing facilities."

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Half Yearly Income Statement

New facility

Particulars (INR mn)	H2FY24	H1FY24	H2FY23	YoY%	QoQ%
Net Sales	494.5	429.9	406.0	21.8	15.0
Other Income	8.7	4.3	3.7	137.4	104.7
Revenue from Operations	**503.2**	**434.2**	**409.7**	22.8	15.9
Total Expenditure	443.1	402.5	326.6	35.7	10.1
EBITDA	**60.1**	**31.6**	**83.1**	-27.6	90.0
EBITDA Margin (%)	11.9%	7.4%	20.3%	- 833 bps	466 bps
Depreciation	26.7	17.6	12.7	109.3	51.2
Profit Before Interest & Tax	**33.5**	**14.0**	**70.3**	-52.4	138.8
Interest	19.9	12.3	12.5	59.2	61.4
Profit Before Tax	**13.6**	**1.7**	**57.9**	-76.5	695.3
Tax	3.2	1.7	10.8	-70.8	90.9
Net Profit (Excl. Extraordinary)	**10.4**	**0.05**	**47.0**	-77.8	19,965.4
PAT Margin (Excl. Extraordinary) (%)	2.07%	0.01%	11.5%	- 951 bps	206 bps
Extraordinary Items	-	-	-18.9	-	-
Reported PAT	**10.4**	**0.05**	**28.1**	-62.9	19,965.4
Reported PAT Margin (%)	2.07%	0.01%	6.9%	- 479 bps	206 Bps
Adjusted Earnings Per Share (Rs)	**1.42**	**0.01**	**6.41**	-77.8%	19,965%
Reported Earnings Per Share (Rs)	**1.42**	**0.01**	**3.83**	-62.9%	19,965%

Particulars (INR mn)	FY24	Panchkula	Hyderabad
Net Sales	924.4	617.3	92.3
Other Income	13.0	11.6	0.3
Revenue from Operations	**937.4**	**844.7**	**92.6**
Total Expenditure	845.6	764.1	81.5
EBITDA	**91.8**	**80.6**	**11.1**
EBITDA Margin (%)	9.8%	9.5%	12.0%
Depreciation	44.3	27.0	17.3
Profit Before Interest & Tax	**47.5**	**53.6**	**-6.2**
Interest	32.2	26.5	5.7
Profit Before Tax	**15.3**	**27.2**	**-11.9**

#Rounded off to 100% where previous year was a loss

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Annual Income Statement

Particulars (INR Mn)	FY19	FY20	FY21	FY22	FY23	FY24
Net Sales	551.1	153.9	198.7	396.2	773.6	924.4
Other Income	9.4	8.9	2.5	1.0	6.4	13.0
Revenue from Operations	**560.5**	**162.8**	**201.2**	**397.2**	**780.0**	**937.4**
Total Expenditure	517.3	194.2	217.9	382.2	673.7	845.6
EBITDA	**43.2**	**-31.4**	**-16.7**	**15.0**	**106.3**	**91.8**
EBITDA Margin (%)	7.7%	-19.3%	-8.3%	3.8%	13.6%	9.8%
Depreciation	12.0	19.8	17.8	18.1	22.4	44.3
PBIT	**31.2**	**-51.2**	**-34.5**	**-3.1**	**83.9**	**47.5**
Interest	2.7	6.4	10.6	17.2	21.0	32.2
PBT	**28.5**	**-57.5**	**-45.2**	**-20.3**	**63.0**	**15.3**
Tax	7.9	-15.0	-11.6	-5.6	11.7	4.8
Net Profit (Excl. Extraordinary)	**20.6**	**-42.5**	**-33.6**	**-14.7**	**51.3**	**10.5**
PAT Margin (%)	3.7%	-26.1%	-16.7%	-3.7%	6.6%	1.1%
Extraordinary Items	-	-	-	-1.8	-18.9	-
Reported PAT	**20.6**	**-42.5**	**-33.6**	**-16.5**	**32.4**	**10.5**
Reported PAT Margin (%)	3.7%	-26.1%	-16.7%	-4.2%	4.2%	1.1%
Adjusted Earnings Per Share (Rs)	**3.44**	**-7.09**	**-5.60**	**-2.35**	**7.19**	**1.43**
Reported Earnings Per Share (Rs)	**3.44**	**-7.09**	**-5.60**	**-2.63**	**4.54**	**1.43**

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Annual Balance Sheet

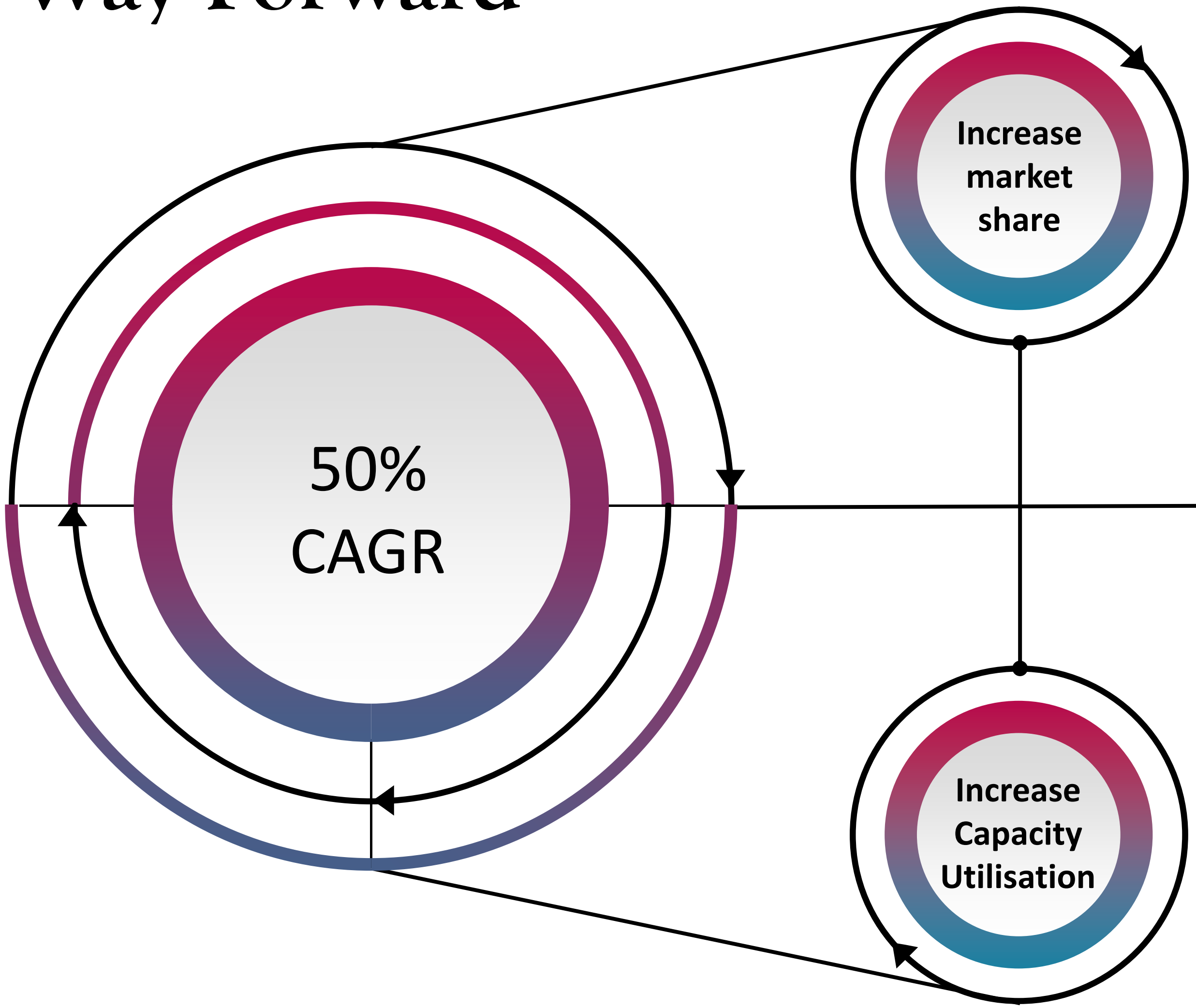
Particulars (INR mn)	FY2024	FY2023
Equity and Liabilities		
Shareholder's Fund		
Share Capital	73.4	73.4
Reserves & Surplus	350.4	339.9
Money received against share warrents	46.0	-
Total Equity	**469.8**	**413.3**
Share Application Pending Allotment		**-**
Liabilities		
Non-current Liabilities		
Long-Term Borrowings	156.0	85.7
Other Long Term Liabilities	-	-
Long-Term Provisions	2.6	1.7
Total Non-Current Liabilities	**158.6**	**87.4**
Current Liabilities		
Short-Term Borrowings	226.5	186.7
Trade Payables	148.7	109.5
Other Current Liabilities	36.7	29.4
Short-Term Provisions	1.8	0.0
Total Current Liabilities	**413.7**	**325.6**
Total Equity and Liabilities	**1,042.2**	**826.4**

Particulars	FY2024	FY2023
Assets		
Non-Current Assets		
Property, Plant, Equipment & Intangible Assets		
- Property, Plant & Equipments	326.5	125.1
- Intangible Assets	5.8	5.7
- Capital Work-in-Progress	20.4	127.4
- Intangible Assets Under Development	1.4	1.4
Non-Current Investments	-	-
Deferred Tax Assets (Net)	14.2	19.5
Long-Term Loans & Advances	3.7	0.4
Other Non-Current Assets	2.9	1.9
Total Non-Current Assets	**374.9**	**281.5**
Current Assets		
Inventories	283.0	161.1
Trade Receivables	228.5	229.8
Cash & Cash Equivalents	75.5	87.1
Short-Term Loans & Advances	24.5	32.8
Other Current Assets	55.8	34.1
Total Current Assets	**667.3**	**554.9**
Total Assets	**1,042.2**	**826.4**

Way Forward

inflame
Inspired Cooking

Way Forward



- New customer partnerships to increase our market share.
- Increase wallet share with existing partners.
- Enable supplies from our zonal facilities to be cost competitive vs imports.

- Build up on the utilization rates for Hyderabad facility for Southern India
- Evaluate a facility in Western India for targeting export markets (proximity to port).
- Increase utilization rates at Panchkula, Haryana plant.

Dishwashers

Built-in Ovens

Ovens

Wine Chiller

Washing machine

Thank you!

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