

IPO ANALYSIS

Sector: Cryogenic Equipment
Issue Price: INR 627 to INR 660
Issue Size: INR 1,386 Crores to INR 1,459 Crores
Issue Opens/Closes: Dec 14 / Dec 18

IPO Basics

Promoters: Pavan Kumar Jain, Nayantara Jain, Siddharth Jain and Ishita Jain
Selling Shareholders: Pavan Kumar Jain, Nayantara Jain, Siddharth Jain, Ishita Jain, Manju Jain, Lata Rungta, Bharti Shah, Kumud Gangwal, Suman Ajmera and Rajni Mohatta
Lead Managers: Axis Capital, ICICI Securities
Registered Office: Gujarat
Registrar: KFin Technologies Ltd
Listing: BSE and NSE

IPO Capital Structure

Fresh Issue	Nil
Offer for Sale	22,110,955 equity shares upto INR 1,459 Cr
Total Issue as % of total capital (Post-Issue)	24.36%
Post Issue No. of Shares	90,763,500
Post Issue Market Cap	INR 5,691 – 5,990 Cr
Face Value	INR 2
Issue Route	Book Build Issue

All values calculated at upper band

Financial Snapshot (INR in crs)

Y/E Mar	FY21	FY22	FY23
Equity Share Capital	9.08	18.15	18.15
Reserves	362.44	484.13	531.32
Net worth	371.51	502.28	549.48
Revenue from Ops	593.80	782.71	965.90
Growth (%)	-	31.81%	23.40%
EBITDA	149.70	188.63	222.65
EBITDA (%)	24.58%	23.47%	22.62%
Net Profit	96.11	130.50	152.71
Net Profit (%)	15.78%	16.24%	15.52%
Basic EPS	10.59	14.38	16.83
Diluted EPS	10.59	14.38	16.83
RONW (%)	25.87%	25.98%	27.79%
ROCE (%)	35.15%	33.70%	36.53%
NAV (INR)	40.93	55.34	60.54
P/E (Based on Upper Band)			39.22
P/B (Based on Upper Band)			10.90

Shareholding Pattern

Holders	Pre-issue	Post Issue
Promoters	99.30%	75.00%
Public	0.70%	25.00%
Total	100.00%	100.00%

Particulars	Retail Category	NII bid between Rs 2 lakhs- Rs 10 lakhs	NII bid above Rs 10 lakhs
Minimum Bid Lot (Shares)	22	308	1,518
Minimum Bid Lot Amount (₹)	₹14,520	₹ 2,03,280	₹ 10,01,880
No of Applications for 1x	3,51,765	3,589	7,179

Inox India Limited

Dec 14, 2023

Issue Highlights:

- Incorporated as "Baroda Oxygen Limited" in Gujarat on December 21, 1976, the company was promoted by Pavan Kumar Jain, Nayantara Jain, Siddharth Jain, and Ishita Jain, who together hold 91.51% of the Equity Share capital.
 - Inox India Limited ("Inox India") emerged as India's leading cryogenic equipment supplier in Fiscal 2023. With over 30 years of experience, their offerings encompass standard cryogenic tanks, beverage kegs, bespoke technology, and solutions, serving a wide range of industries like LNG, green hydrogen, steel, healthcare, aerospace, and more. They hold the distinction of being the largest exporter of cryogenic tanks from India in Fiscal 2023 and have contributed significantly to global scientific research projects
 - The global demand for cryogenic equipment, driven by the shift towards cleaner fuels like LNG and hydrogen, positions Inox India advantageously. They excel in hydrogen-related innovations and recently shipped liquid hydrogen storage tanks for significant projects, including pioneering the production of a trailer-mounted hydrogen transport tank in collaboration with ISRO.
 - With an exemplary reputation built on engineering proficiency, quality product range, and exceptional customer service, they've cultivated a renowned brand, INOXCVA.
 - In Fiscal 2023, their Installed Capacity comprised 3,100 Equivalent Tank Units and 2.4 million disposable cylinders, backed by certifications from the US, Europe, Australia, and other international markets.
 - The company operates manufacturing facilities in Kalol (Gujarat), Kandla Special Economic Zone (Gujarat), and Silvassa (Union Territory of Dadra and Nagar Haveli), providing equipment and systems to a robust clientele of over 1,201 domestic customers and 228 international customers across three divisions.
 - Their extensive international presence spans across 66 countries, showcasing their commitment to global outreach and customer service excellence. As of October 31, 2023, their sales and marketing team comprised 36 employees, managing sales offices in Vadodara, São Paulo (Brazil), and Alblasterdam (Netherlands). Inox India had filed 4 patent applications, held 36 registered trademarks in India, with 1 pending trademark and 1 pending copyright application.
- ### Key Risks:
- The company is obligated to pay the Licensor an annual royalty of 0.25% of consolidated revenues from operations for using the name "INOX." as the company does not own the name. Failure to adhere to the terms of the Name License Agreement and its subsequent termination could potentially harm the business.
 - The contracts in the Order Book may be adjusted, cancelled or suspended by the customers and, therefore Order Book is not necessarily indicative of future revenues or profit.
 - In Fiscal Year 2023, significant portions of revenue around 11.56% came from the largest customer and 46.52% from the top 10 customers.
 - Potential constraints on imports of components or raw materials and increased export tariffs may affect product delivery and escalate expenses
 - The company's cryogenic products pose health hazards due to potential cryogen leakage, high pressures, and low temperatures, inherent in their use with concentrated industrial and hydrocarbon gases.

Particulars	No. of shares (Cr.)	Issue Size Amount Lower band (Rs. Cr.)	Issue Size Amount Upper band (Rs. Cr.)	% Of Issue
QIB	1.11	693.18	729.66	50.00%
NIB	0.33	207.95	218.90	15.00%
-NIB1 (Bid between ₹ 2 to 10 Lakhs)	0.22	138.64	145.93	-
-NIB2 (Bid above ₹ 10 Lakhs)	0.11	69.32	72.97	-
Retail	0.77	485.22	510.76	35.00%
Total	2.21	1,386.36	1,459.32	100.00%

An Indicative Timetable Post Issue Closing

Particulars	Tentative Date
Finalization of Basis of Allotment	December 19, 2023
Refunds/un-blocking of ASBA Accounts	December 20, 2023
Credit of Equity Shares to DP Ac	December 20, 2023
Trading Commences	December 21, 2023

Investors are advised to refer disclosures made at the end of the research report.

BACKGROUND**Brief Biographies of Directors**

Pavan Kumar Jain is the Promoter, Chairman and Non-Executive Director of the company. He has been associated with the company since April 16, 1979. He has approximately 30 years of experience in the cryogenic engineering and high vacuum technology industry.

Siddharth Jain is the Promoter, Non-Executive Director (Non-Independent) of the company. He has been associated with the company since March 17, 2004. He has approximately 18 years of experience in the cryogenic engineering and high vacuum technology industry.

Parag Kulkarni is the Executive Director of the company. He has been associated with the company since July 16, 1992. He has approximately 30 years of experience in the cryogenic engineering and high vacuum technology industry.

Ishita Jain is the Non-Executive Director of the company. She has been associated with the company since August 12, 2021.

Amit Advani is the Non-Executive and Independent Director of the company. He has been associated with the company since July 16, 2022. He has approximately 23 years of experience in managing international business relationships.

Girija Balakrishnan is the Non-Executive and Independent Director of the company. She has been associated with the company since July 16, 2022.

Richard Boocock is the Non-Executive and Independent Director of the company. He has been associated with the company since July 16, 2022. He has more than 25 years of experience as a chartered chemical engineer.

Shrikant Somani is the Non-Executive and Independent Director of the company. He has been associated with the company since July 16, 2022. He has approximately 20 years of experience in renewable energy and small hydropower.

Key Managerial Personnel

Pavan Logar, is the Chief Financial Officer of the company. He joined the company on September 10, 1993. He has over 35 years of experience in accounts and taxation. Prior to joining the company, he has worked with Mangalam Cement Ltd.

Deepak Acharya is the Chief Executive Officer of the company. He joined the company on November 29, 1992. He has over 30 years of experience in welding.

Kamlesh Shinde is the Company Secretary and Compliance Officer of the company. He joined the company on June 19, 2023. He has over 8 years of experience in secretarial and compliance matters.

OFFER DETAILS

The Offer for Sale by:	Upto 22,110,955 Equity Shares		WACA per Equity Share (₹)
The Promoter Selling Shareholders:			
Siddharth Jain	Upto	10,437,355 Equity Shares	5.36
Pavan Kumar Jain	Upto	5,000,000 Equity Shares	2.15
Nayantara Jain	Upto	5,000,000 Equity Shares	1.10
Ishita Jain	Upto	1,200,000 Equity Shares	1.00
The Promoter Group Shareholders:			
Manju Jain	Upto	230,000 Equity Shares	4.85
Lata Rungta	Upto	190,000 Equity Shares	0.13
The Other Selling Shareholders:			
Bharti Shah	Upto	13,400 Equity Shares	0.50
Kumud Gangwal	Upto	13,400 Equity Shares	0.50
Suman Ajmera	Upto	13,400 Equity Shares	0.50
Rajni Mohatta	Upto	13,400 Equity Shares	0.50

WACA = Weighted Average Cost of Acquisition

SHAREHOLDING PATTERN

Shareholders	Pre-offer		Offer for Shares	Post-offer	
	Number of Equity Shares	% of Total Equity Share Capital		Number of Equity Shares	% of Total Equity Share Capital
Promoter	83,058,000	91.51%	21,637,355	61,420,645	67.67%
Promoter Group	7,071,980	7.79%	420,000	6,651,980	7.33%
Total for Promoter and Promoter Group	90,129,980	99.30%	22,057,355	68,072,625	75.00%
Public – Other Selling Shareholders	213,320	0.24%	53,600	159,720	0.18%
Public – Other	420,200	0.46%		22,531,155	24.82%
Total for Public Shareholders	633,520	0.70%	53,600	22,690,875	25.00%
Total Equity Share Capital	90,763,500	100.00%	22,110,955	90,763,500	100.00%

BUSINESS DIVISIONS

Inox India designs, manufacture and install cryogenic storage, distribution and transportation equipment and systems (both standard and engineered for customers). Their equipment and systems are used in industries such as energy, industrial gases, LNG and LCNG steel, medical and healthcare, chemicals and fertilizers, aviation and aerospace, pharmaceuticals and construction, amongst others.

Company's business is comprised of 3 divisions: Industrial Gas, LNG and Cryo Scientific

Industrial Gas

The Industrial Gas Division of the company specializes in designing, manufacturing, supplying, and installing various cryogenic equipment and systems. Their offerings encompass cryogenic tanks and systems catering to liquid industrial gases like liquid hydrogen, nitrogen, oxygen, argon, carbon dioxide, LNG, and ethylene.

Storage Tanks:

- **Bulk Tanks:** A comprehensive range suitable for various liquefied gases with different pressure ratings and piping configurations.
- **Engineered Package Systems:** Turnkey solutions designed for diverse process applications, including flat bottom tanks, vacuum insulated storage tanks, super insulated transfer piping, and regulating skids for various gases.

Transport Tanks: Various options available for transporting liquefied gases, offering cryogenic tankers in different capacities for efficient and cost-effective transportation over short and long distances.

- **Semi-Trailers:** Designed with austenitic stainless-steel vessels for transporting large gas volumes.
- **ISO Containers:** Designed for bulk transportation of various cryogenic liquids through road, rail, and sea.

Microbulk Units: Used for cryogenic gas storage, reducing reliance on high-pressure gas cylinders, marketed under the brands Portacryo and Mircocyl.

Vaporizers: Manufacturing ambient air vaporizers and steam bath vaporizers for diverse applications.

Cryo Bio: Product range under the brand Cryoseal used in dairy, animal husbandries, pharmaceuticals for biological sample storage and vaccine preservation.

Refrigerant Cylinders: Manufactured disposable cylinders for refrigerants as per DOT 39 specifications, customizable to customer branding.

Beverage Kegs: Widely used in the food and beverage industry for storing beer and other beverages, offering unaltered storage regardless of handling and climate conditions.

Additionally, a technology license agreement was signed with Supermonte SRL for manufacturing stainless-steel beverage kegs. Plans are underway to set up a serial production facility for these kegs at Savali, near Vadodara, following this agreement.

LNG Division

This division specializes in manufacturing, supplying, and installing equipment tailored for LNG storage, distribution, and transportation, including small-scale LNG infrastructure solutions suitable for industrial, marine, and automotive applications.

Industrial Applications: Offers LNG satellite stations, re-gas systems, and other applications providing heating, power, and feedstock for industrial purposes. Products include LNG storage tanks and vaporizing systems.

Mini LNG Infrastructure: Provides comprehensive solutions for mini-LNG terminals, including design, development, and site implementation. Offers small-scale LNG cargo delivery systems and floating storage and re-gas units (FSRU) for power plants and local gas grids.

High Horsepower Applications: Specializes in LNG marine fuel gas systems, LNG rail locomotive fuel gas systems, and mining truck LNG tanks. Supplies LNG fuel gas tanks for various marine vessels and off-road vehicles.

LNG Systems and Equipment: Designs, manufactures, and installs LNG storage and re-gas systems for diverse applications, including storage tanks, vaporizers, vacuum insulated piping, and semi-trailers.

Automotive: Provides LNG fuelling stations and LCNG fuelling stations to oil & gas customers. Offers a range of LNG vehicle fuel tanks specifically designed for Indian heavy-duty trucks, catering to local demand.

Cryo Scientific Division

Company's Cryo Scientific Division supplies specialized engineered equipment to support scientific applications. Their Cryo Scientific Division offers product development initiatives, applications, and turnkey solutions for scientific and industrial research. Their activities are focused on satellite and launch facilities, cryogenic propulsion systems and research and fusion and superconductivity.

Satellite and Launch Facilities: The company actively participates in space projects, specializing in the development of cryogenic storage and handling systems.

Cryogenic Propulsion System and Research: Engaged in R&D for cryogenic propulsion systems, including projects focused on fluid servicing systems, ambient heaters, vaporizers, ultra-high pressure storage systems, and gaseous hydrogen and helium coolers.

Fusion and Superconductivity: Conducts research and development of cryogenic distribution systems involving superconducting magnets and cryopumps. Specializes in cryolines for fluid handling, cooling systems for superconducting magnets, and contributes to the ITER project—an international nuclear fusion research and engineering megaproject. The company's involvement includes designing, manufacturing, and supplying ITER warmlines and developing arrangements for piping systems for ITER cryolines and warm-lines.

ORDER BOOK

As at September 30, 2023 company's Order Book was ₹1,036.61 crore. The "Order Book" comprises anticipated revenues from the unexecuted portions of existing contracts (which are accepted contracts for which all pre-conditions have been met). They are led by a qualified and experienced management team that has the expertise and vision to manage and grow their business. The company commissioned their Kalol facility in Fiscal 1992 and has undergone organic and inorganic growth to become a global cryogenic equipment solution provider. They are part of the INOX group (including companies in the industrial gas sector) with revenues of over ₹3,176.03 crore in Fiscal 2023.

The summary of the Order Book by division as at September 30, 2023:

Particulars By Division	Outstanding as at Sep' 30, 2023 (in ₹ Cr)	% of Total Order Book
Industrial Gas	547.54	52.82%
Liquified Natural Gas	260.84	25.16%
Cryo Scientific	228.23	22.02%
Total	1,036.61	100.00%

KEY CUSTOMERS

The company's Industrial Gas Division specializes in vacuum insulated cryogenic storage tanks and systems for industrial gas storage, distribution, and transportation. They offer customized and standard cryogenic storage tanks ranging from 1,000 liters to one million liters, including portable tanks and transport tankers. Additionally, they provide vaporizers, skid-mounted piping, and EPC services for cryogenic solutions in petrochemical and steel projects. Furthermore, the company manufactures beverage kegs using NSF certified stainless steel and is establishing partnerships with international industry players.

In the LNG Division, the company designs and installs standard and engineered solutions for LNG and LCNG, including static storage tanks, transport trailers, marine fuel tanks, fuel stations, and vehicle fuel tanks. They have a significant market share in stationary and trailer-mounted mobile LNG tanks in India, holding a valid PESO license for tanks supplied from 1996 to May 2022. Additionally, they provide operation and maintenance services for their LNG solutions.

The Cryo Scientific Division focuses on technology-intensive industrial applications, providing customized cryogenic storage and distribution systems for space research, cryogenic fuel filling systems, space simulation chambers, vacuum-jacketed piping, and cryostats for MRI magnets. The company is actively involved in the ITER project, an international nuclear fusion research initiative.

Industrial Gas Division	LNG Division	Cryo Scientific Division
<ul style="list-style-type: none"> Air Liquide Global E&C Solutions India Pvt Ltd, All Safe Global, Baif Development Research Foundation, CRYONIQ s.r.o., Gulf Cryo LLC, Hyundai Engineering and Construction Co Ltd, INOX Air Product Pvt Ltd, Carbacid (CO2) Ltd, Navin Flourine International Ltd, National Refrigerants Inc, Pentrade Global LLC, Prodair Air Products India Pvt Ltd, SK ecoengineering Co. Ltd, StemCyte India Therapeutics Pvt Ltd, Synergy Gases (K) Ltd. 	<ul style="list-style-type: none"> Caribbean LNG Inc, 2G Energy Inc, AGP City Gas Pvt Ltd; H-Energy Gateway Pvt. Ltd; Hoglund Gas Solutions AS, IRM Energy Ltd; Saint Gobain India Pvt Ltd; Shell Energy India Pvt Ltd; Think Gas Distribution Pvt Ltd, Ultra Gas & Energy Ltd. 	<ul style="list-style-type: none"> ISRO

The company also has built a strong international customer base. Currently they are exporting their products and delivering their services to 66 countries. Some of the key geographies for their products and services include the United States, Saudi Arabia, the Netherlands, Brazil, Korea, United Arab Emirates, Australia and Bangladesh.

Particulars	As of 6 months ended September 30,				As of March 31,					
	2023		2022		2023		2022		2021	
	Amount (₹ Cr)	% Share	Amount (₹ Cr)	% Share	Amount (₹ Cr)	% Share	Amount (₹ Cr)	% Share	Amount (₹ Cr)	% Share
United States	69.09	12.24%	71.22	14.63%	153.48	15.89%	90.17	11.52%	48.71	8.20%
Antigua and Barbuda	59.19	10.48%	15.42	3.17%	39.70	4.11%	-	-	-	-
Saudi Arabia	28.83	5.11%	10.28	2.11%	27.53	2.85%	17.02	2.17%	12.21	2.06%
Japan	9.62	1.70%	0.10	0.02%	24.41	2.53%	8.38	1.07%	-	-
Norway	0.21	0.04%	16.35	3.36%	33.37	3.46%	-	-	0.83	0.14%
Export to Others	184.14	32.61%	72.26	12.80%	164.16	17.00%	152.82	19.52%	144.00	24.25%
Total Exports	351.07	62.18%	185.62	38.13%	442.65	45.83%	268.39	34.29%	205.74	34.65%

The company has a history of high customer retention. The consolidated revenue from operations from the repeat customers:

Particulars	6 months ended Sep'30,				Fiscal					
	2023		2022		2023		2022		2021	
	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations
Repeat Customers	180.04	31.89%	307.77	63.22%	469.74	48.63%	401.05	51.24%	303.41	51.10%

Repeat customers are customers from which the company has revenues in the 6 months ended September 30, 2023, and 2022 and the prior 3 Fiscal years.

The consolidated revenue from operations from Top-20 customers, Top-10 customers and largest customer:

Particulars	6 months ended Sep'30,				Fiscal					
	2023		2022		2023		2022		2021	
	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations
Top-20 Customers	410.85	72.77%	321.45	66.03%	584.90	60.55%	373.87	47.77%	306.41	51.60%
Top-10 Customers	316.04	55.97%	241.68	49.65%	449.30	46.52%	282.65	36.11%	232.87	39.22%
Largest Customer	81.23	14.39%	63.50	13.04%	111.66	11.56%	71.47	9.13%	70.49	11.87%

REVENUE FROM OPERATIONS

(₹ in Cr)

Particulars	6 months ended Sep'30,		For the year ended 31 st March,		
	2023	2022	2023	2022	2021
Sales of Products	531.04	443.99	880.50	711.58	541.07
Sale of Services	22.02	28.61	58.07	46.47	39.46
- Job Work Sales	20.98	27.90	55.86	43.15	32.98
- Income from transportation of LNG	1.04	0.71	2.21	3.32	6.48
Other Operating Income	11.56	14.20	27.32	24.67	13.27
- Scrap Sales	8.37	12.57	23.23	22.48	8.96
- Export Incentives	3.19	1.63	4.09	2.19	4.31
Total Revenue from Operations	564.61	486.80	965.90	782.71	593.80

Particulars	6 months ended Sep'30,				Fiscal					
	2023		2022		2023		2022		2021	
	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations
Industrial Gas	361.35	64.00%	335.00	68.82%	684.61	70.88%	620.59	79.29%	375.67	63.27%
LNG	172.35	30.53%	116.75	23.98%	240.41	24.89%	125.85	16.08%	147.32	24.81%
Cryo Scientific	30.91	5.47%	35.05	7.20%	40.88	4.23%	36.27	4.63%	70.81	11.92%
Revenue from Operations	564.61	100.00%	486.80	100.00%	965.90	100.00%	782.71	100.00%	593.80	100.00%

MANUFACTURING UNITS

Inox India has 3 manufacturing facilities located at (i) Kalol in Gujarat, (ii) the Kandla Special Economic Zone (“**Kandla SEZ**”) in Gujarat and (iii) Silvassa in the Union Territory of Dadra and Nagar Haveli. In the 6 months ended September 30, 2023, and in Fiscal 2023, Fiscal 2022, and Fiscal 2021, their installed capacity of cryogenic tanks and related items was 1,550, 3,100, 3,100 and 2,200 Equivalent Tank Units (which are cryogenic storage tanks of 10,000 litres), respectively, and 1.2 million, 2.4 million, 2.4 million and 1.4 million disposable cylinders, respectively.

They operate a 1.65MW windmill near Kutch, Gujarat, powering the Kalol facility. Both Kalol and Kandla SEZ facilities hold ISO 9001:2015, ISO 14001:2015, and ISO 45001:2018 certifications. Their recent developments include cryogenic containers meeting ISO standards, various LNG-related stations, fuel tanks, liquid hydrogen storage, cryogenic biological storage, and beverage kegs. Over the past five years, they introduced new products such as liquid hydrogen storage tanks, LNG dispensers, fuel tanks, and aluminum trailers. Additionally, they secured global approvals like ASME’s ‘U’ Stamp, EN 13458, 13530, and Australian standard AS 1210.

Capacity Production and Utilization

As of, and for the 6 months ended Sep' 30			As of, and for year ended March 31,								
2023			2023			2022			2021		
Annual Installed Capacity	Annual Actual Production	Capacity Utilization (%)	Annual Installed Capacity	Annual Actual Production	Capacity Utilization (%)	Annual Installed Capacity	Annual Actual Production	Capacity Utilization (%)	Annual Installed Capacity	Annual Actual Production	Capacity Utilization (%)
Cryogenic tank and related items (Equivalent Tank Unit numbers)											
1,550	955	61.61%	3100	2172	70.06%	3100	2544	82.00%	2200	1671	75.94%
Disposable cylinders (numbers)											
1,250,000	732,709	58.62	2,400,000	1,997,550	83.23%	2,400,000	1,860,166	77.50%	14,00,000	1,393,156	99.51%

Revenue from operations by manufacturing facility:

Division	6 months ended Sep'30,				Fiscal					
	2023		2022		2023		2022		2021	
	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations	Amount (₹ Cr)	% of Revenue from operations
Kalol	327.03	57.92%	348.69	71.63%	669.41	69.30%	620.19	79.24%	454.61	76.56%
Kandla SEZ	196.59	34.82%	101.32	20.81%	223.49	23.14%	120.12	15.35%	102.76	17.31%
Silvassa	17.12	3.03%	28.97	5.95%	56.67	5.87%	37.11	4.74%	29.13	4.91%
Others	23.87	4.23%	7.82	1.61%	16.33	1.69%	5.30	0.68%	7.30	1.23%
Revenue from Operations	564.61	100.00%	486.80	100.00%	965.90	100.00%	782.71	100.00%	593.80	100.00%

COMPETITIVE STRENGTHS

Key Cryogenic Industry Player: Inox India leads as a top supplier and exporter of specialized cryogenic equipment and solutions in India. With over 30 years in the industry, they offer customized solutions across the entire cryogenic value chain. Leveraging their established brand, engineering capabilities, and global customer base, they aim to capitalize on increasing demand for cryogenic storage tanks and equipment.

Diverse Cryogenic Equipment Portfolio: The company provides a wide array of standard and customized cryogenic equipment and systems, meeting global quality standards. These solutions cater to various sectors like industrial gases, LNG, and liquid hydrogen. Their brand, INOXCVA, represents high-quality offerings, evident from their 3,100 Equivalent Tank Units capacity, 2.4 million disposable cylinders, and 14 international certifications.

Broad Customer Base Across Industries: Inox serves a varied clientele, both domestic and international, spanning industries such as energy, steel, healthcare, chemicals, pharmaceuticals, aviation, and construction. They have successfully supplied equipment to over 1,201 domestic customers and more than 228 international customers across three divisions.

Emphasis on Product Development and Engineering: The company's foundation is rooted in product development and engineering. They possess an in-house team focused on creating innovative cryogenic containers compliant with ISO standards, LNG-related infrastructure, biological storage, and more.

Robust Financial Performance: Inox has displayed consistent growth, witnessing a 27.13% CAGR in total income and a 26.06% CAGR in consolidated PAT from Fiscal 2021 to Fiscal 2023. Their cash flows generated from operations have been steady, showcasing financial stability and growth potential.

Experienced Leadership and Skilled Workforce: Supported by the INOX group, the company is guided by a proficient and experienced management team. With a skilled workforce of 419 engineers and 144 welders across their three manufacturing facilities, they possess the expertise to explore new markets and expand existing ones.

KEY BUSINESS STRATEGIES

Capitalizing on Clean Energy Transition: Inox India anticipates a surge in demand for LNG and hydrogen in response to the global shift towards cleaner energy sources. Positioned strategically, they focus on small-scale LNG and aim to capture a significant market share. With over 60% market supply in LNG tanks in India, they're set to expand auto-LNG dispensing stations and venture into the growing hydrogen segment, having developed innovative hydrogen transport tanks.

Full Value Chain Expansion: The company aims to lead across the entire value chain in their product lines. Focusing on remote island users, industrial consumers sans gas pipelines, marine transport, and vehicle-mounted tanks, they aim for market leadership. In the industrial gas sector, they plan to offer comprehensive hydrogen fuelling infrastructure and extend their offerings to air separation plant projects.

International Expansion & Market Penetration: Expanding their global footprint, Inox India targets competitive production of standard equipment in international markets. They are considering manufacturing stainless-steel containers and distributing mass-produced cryobiological containers internationally. Expanding across North America, South America, Europe, Africa, Korea, Japan, Middle East, Southeast Asia, India, and the SAARC region is part of their growth plan. Additionally, they intend to become approved equipment providers for large multinational corporations, engage third-party distributors, establish regional service centers, acquire related businesses, and participate in major industry events.

Enhanced Project Focus: Targeting better-margin projects, the company seeks growth by expanding into large turnkey projects that align with the global shift to cleaner fuels. They plan to become a key player in storage systems for hydrogen and natural gas.

Operational Efficiency & Productivity Improvement: Inox India is committed to enhancing operational efficiency and productivity at their facilities. They focus on reducing costs across various operational aspects to bolster economies of scale and lower fixed costs.

Strategic Growth through Alliances and Acquisitions: The company plans to establish a new facility for manufacturing standard equipment and is considering strategic acquisitions to expand their regional reach and bolster product development and manufacturing capabilities in India and globally.

COMPETITION

Inox India compete to provide their cryogenic equipment in India and internationally. Their competition includes cryogenic equipment manufacturers in one or all of their business segments, some of which are divisions of diversified business groups. The key players in the global cryogenic equipment segment include **Air Liquide Inc., Linde Plc, Chart Industries, Inc., Air Products and Chemicals, Inc., Emerson Electric Co., Shijiazhuang Enric Gas Equipment Company Ltd and Taylor-Wharton.**

The company competes primarily on the basis of their design, engineering, and manufacturing capabilities, on-time delivery, customer service security of supply (quality, regulatory compliance and financial stability) and cost- effective products and solutions.

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