

V-Guard Industries

Q1 FY27 Earnings Presentation



Disclaimer

Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

V-Guard Industries Limited (V-Guard) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



Table of Contents

MD's Message	04
Key Highlights	05
Financial Highlights	06-09
Segment-wise/Geographical Breakup of Revenues	10-11
Annexure	12-14

Managing Director's Message



Commenting on the performance for Q1 FY27, Mr. Mithun Chittilappilly, Managing Director – V-Guard Industries Limited said, “The business has commenced FY27 by delivering a strong performance in the first quarter, with all segments reporting double-digit growth. Despite challenges posed by the West Asia War, the company delivered robust results while sustaining healthy margins driven by inherent resilience of the business, proactive actions and a supportive summer season.

Consolidated Net Revenue from operations for the quarter ended June 30, 2026 stood at ₹1,810.65 crore, representing a year-on-year growth of 23.5%.

With all the segments delivering strong growth, Electronics & Consumer Durables saw improved demand on the back of a supportive summer. Electricals segment continued to deliver high growth supported by price inflation.

Gross margins remained resilient despite input cost inflation during the quarter, supported by our continued monitoring and taking proactive pricing actions. Margins were further aided by our long term focus on product mix, cost optimisation and higher share of in-house manufacturing.

With the functional integration of the Sunflame business being largely done and under stabilization, we have shifted our focus on accelerating growth for the business.

We will continue to monitor the geo-political situation and will take appropriate actions necessary to protect supplies and margins. We are hopeful that the growth momentum will sustain in the upcoming quarters.”

Key Highlights – Q1 FY27



Revenue increased by 23.5% YoY in Q1 FY27

- Q1 FY27 revenue increased by 23.5% YoY to Rs. 1,810.65 crore
 - South markets witnessed a YoY growth of 36.7% whereas Non-South markets grew by 12% in Q1 FY27
 - Non-South markets contributed to 48.5% of total revenues in Q1 FY27 as compared to 53.5% in Q1 FY26
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EBITDA performance and PAT

- Gross margin maintained at similar level in Q1 FY27 as compared to Q1 FY26 at 36.9%
 - Ad/promotional spends, at 2.2% of revenues in Q1 FY27 as compared to 3.0% in Q1 FY26
 - EBITDA at Rs. 190.96 crore in Q1 FY27 grew 54.5% YoY, as compared to Rs. 123.59 crore in Q1 FY26
 - EBITDA margin for Q1 FY27 is 10.5% as compared to 8.4% in Q1 FY26
 - Q1 FY27 PAT increased 76.4% YoY to Rs. 130.25 crore
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Robust cash flow generation and balance sheet

- CFO generation continued to remain strong for Q1 FY27 at Rs. 474.12 crore compared to Rs. 134.45 crore for Q1 FY26
- ROE and Core ROCE (excl. cash) at 14.5% and 22.9%, respectively over the last 12 months
- Net cash as on 30th June 2026 is Rs. 669.58 crore, as against net cash on 30th June 2025 of Rs. 155.32 crore

P&L Snapshot (including Sunflame)



P&L Statement	Q1 FY27	Q1 FY26	Change	Q4 FY26	FY26	FY25	Change
Particulars	(Rs. Cr)	(Rs. Cr)	%	(Rs. Cr)	(Rs. Cr)	(Rs. Cr)	%
Net Revenue (NR)	1,810.65	1,466.08	23.5%	1,755.27	5,965.78	5,577.82	7.0%
COGS	1,142.82	925.41	23.5%	1,135.68	3,797.40	3,555.75	6.8%
Gross Margin	36.9%	36.9%	0.0%	35.3%	36.3%	36.3%	0.0%
EBITDA (excluding other income)	190.96	123.59	54.5%	170.72	526.76	513.23	2.6%
as a % to NR	10.5%	8.4%	2.1%	9.7%	8.8%	9.2%	-0.4%
Other Income (including finance income)	11.68	5.25	122.5%	7.62	23.51	20.89	12.5%
EBITDA including other income	202.64	128.84	57.3%	178.34	550.27	534.12	3.0%
as a % to NR	11.2%	8.8%	2.4%	10.2%	9.2%	9.6%	-0.4%
PBT(before exceptional item)	171.87	98.26	74.9%	147.22	429.99	413.95	3.9%
as a % to NR	9.5%	6.7%	2.8%	8.4%	7.2%	7.4%	-0.2%
Exceptional item*	-	-	-	-	22.11	-	-
PBT	171.87	98.26	74.9%	147.22	407.88	413.95	-1.5%
as a % to NR	9.5%	6.7%	2.8%	8.4%	6.8%	7.4%	-0.6%
PAT	130.25	73.85	76.4%	112.13	308.33	313.72	-1.7%
as a % to NR	7.2%	5.0%	2.2%	6.4%	5.2%	5.6%	-0.4%

* Impact of New Labour Codes

Based on Consolidated Financials

P&L Snapshot (excluding Sunflame)



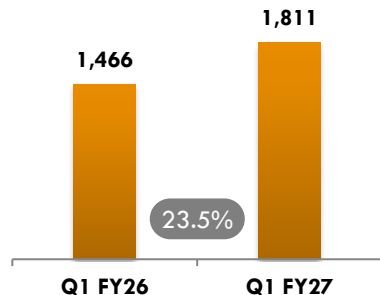
P&L Statement Particulars	Q1 FY27 (Rs. Cr)	Q1 FY26 (Rs. Cr)	Change %	Q4 FY26 (Rs. Cr)	FY26 (Rs. Cr)	FY25 (Rs. Cr)	Change %
Net Revenue (NR)	1,745.28	1,410.57	23.7%	1,695.79	5,716.17	5,323.44	7.4%
COGS	1,101.32	892.42	23.4%	1,100.39	3,648.88	3,396.51	7.4%
Gross Margin	36.9%	36.7%	0.2%	35.1%	36.2%	36.2%	0.0%
EBITDA (excluding other income)	188.29	121.31	55.2%	167.59	514.46	506.16	1.6%
as a % to NR	10.8%	8.6%	2.2%	9.9%	9.0%	9.5%	-0.5%
Other Income (including finance income)	11.43	4.91	132.8%	7.37	22.38	19.87	12.6%
EBITDA including other income	199.72	126.22	58.2%	174.96	536.84	526.03	2.1%
as a % to NR	11.4%	8.9%	2.5%	10.3%	9.4%	9.9%	-0.5%
PBT(before exceptional item)	170.91	97.48	75.3%	145.83	424.26	413.56	2.6%
as a % to NR	9.8%	6.9%	2.9%	8.6%	7.4%	7.8%	-0.4%
Exceptional item*	-	-	-	-	21.34	-	-
PBT	170.91	97.48	75.3%	145.83	402.92	413.56	-2.6%
as a % to NR	9.8%	6.9%	2.9%	8.6%	7.0%	7.8%	-0.8%
PAT	129.77	73.29	77.1%	111.01	304.72	313.64	-2.8%
as a % to NR	7.4%	5.2%	2.2%	6.5%	5.3%	5.9%	-0.6%

* Impact of New Labour Codes

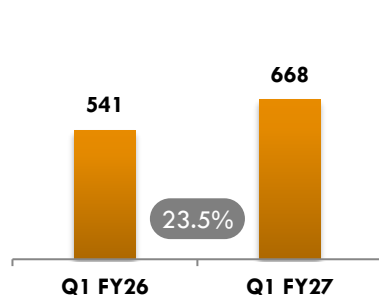
Based on Consolidated Financials

Financial Highlights (Q1 FY27 vs. Q1 FY26)

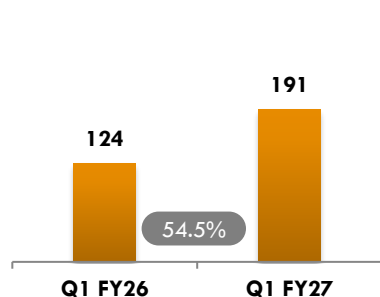
Net Revenue (Rs. crore)



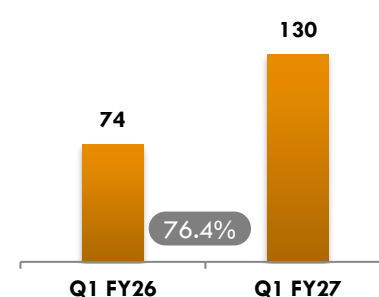
Gross Profit (Rs. crore)



EBITDA (Rs. crore)



PAT (Rs. crore)



Key ratios (%)	Q1 FY27	Q1 FY26
Gross Margin	36.9%	36.9%
EBITDA Margin (excl. other income)	10.5%	8.4%
Profit after Tax Margin	7.2%	5.0%
Ad & Promotion Exp./ Net Revenue	2.2%	3.0%
Employee Cost/ Net Revenue	9.1%	9.6%
Other Expenditure/ Net Revenue	17.2%	18.9%
Tax rate	24.2%	24.8%
Diluted EPS (Rs.)	2.96	1.68

Financial Highlights – Balance Sheet Perspective



Balance Sheet Snapshot (Rs. Cr)	30 June 2026	31 March 2026	30 June 2025
Net Worth	2,509.90	2,373.05	2,182.20
Gross Debt	7.83	8.84	10.59
Current Investments	575.85	180.70	60.26
Cash & Cash Equivalents (inc. bank balance)	101.56	59.30	105.65
Net Cash Position	669.58	231.16	155.32
Fixed Assets	1,307.31	1,291.46	1,182.56

Balance Sheet Snapshot	30 June 2026	31 March 2026	30 June 2025
Debtor (days)*	22	33	27
Inventory (days)*	100	98	102
Creditor (days)*	91	71	66
Working Capital Turnover (days)*	31	60	63
RoE* (%)	14.5%	13.0%	13.2%
RoCE* (%)	17.8%	16.1%	16.7%
Core RoCE (excl. cash)* (%)	22.9%	17.3%	17.1%

Note: *Calculations are on a **trailing twelve month basis**

Based on Consolidated Financials

Segment-wise Breakup – Q1 FY27 vs. Q1 FY26



Segment Revenue	Q1 FY27 (Rs. Cr)	Contribution (%)	Q1 FY26 (Rs. Cr)	Contribution (%)	YoY growth (%)
Electronics	658.46	36.4%	536.29	36.6%	22.8%
Electricals	670.12	37.0%	524.70	35.8%	27.7%
Consumer Durables	416.71	23.0%	349.58	23.8%	19.2%
Sunflame	65.69	3.6%	55.51	3.8%	18.3%
Less : Intersegment revenue	-0.33	-0.0%	-	-	-
Grand Total	1,810.65	100.0%	1,466.08	100.0%	23.5%

Segment Result	Q1 FY27 (Rs. Cr)	Margin (%)	Q1 FY26 (Rs. Cr)	Margin (%)	YoY growth (%)
Electronics	130.70	19.8%	104.87	19.6%	24.6%
Electricals	70.64	10.5%	47.37	9.0%	49.1%
Consumer Durables	14.92	3.6%	-7.17	-2.1%	308.1%
Sunflame	2.62	4.0%	2.43	4.4%	7.8%
Grand Total	218.88	12.1%	147.50	10.1%	48.4%

Electronics – Stabilizers, UPS, Inverters

Electricals – Wires, Pumps, Switchgears, Modular Switches, Lighting

Consumer Durables – Fans, Water Heaters, Kitchen Appliances, Air Coolers

Sunflame – Products sold under trademark Sunflame and Superflame

Geographical Breakup of Revenues

Region	Q1 FY27 (Rs. Cr)	Contribution (%)	Q1 FY26 (Rs. Cr)	Contribution (%)	YoY growth (%)
South	932.31	51.5%	681.87	46.5%	36.7%
Non-South	878.34	48.5%	784.21	53.5%	12.0%
Total Revenue	1,810.65	100%	1,466.08	100%	23.5%



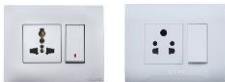
Annexure

Market Overview of V-Guard's Product Portfolio



13

Electronics	Product	Total Market Size (Rs. Crs.)	Indicative Org. Market Size (%)	Industry Growth Rate (%)	VG Share in Org. Market (%)	Other Key Players
	Stabilizers	1,600-2,000	65-70%	4-6%	40-45%	Microtek, Everest, Premier
	DUPS & Battery	13,000-16,000	65-70%	13-15%	5-7%	Exide, Luminous, Microtek

Electricals	Product	Total Market Size (Rs. Crs.)	Indicative Org. Market Size (%)	Industry Growth Rate (%)	VG Share in Org. Market (%)	Other Key Players
	House Wiring Cables	21,000-25,000	65-70%	9-10%	8-9%	Polycab, Finolex, Havells
	Switchgears*	4,000-4,500	75-80%	8-10%	~ 5%	Legrand, Havells, Anchor
	Modular Switches	7,000-9,000	75-80%	12-14%	**	Anchor, Legrand, Havells
	Pumps*	5,000-6,000	65-70%	7-9%	9-12%	Crompton, Kirloskar, Texmo

*Market estimates of VG active product segments only | ** Recent entry/ Growth plan under activation

Market Overview of V-Guard's Product Portfolio



14

Appliances	Product	Total Market Size (Rs. Crs.)	Indicative Org. Market Size (%)	Industry Growth Rate (%)	VG Share in Org. Market (%)	Other Key Players
	Water Heaters	3,000-4,000	80-85%	8-10%	14-16%	Bajaj, Havells, Crompton, Racold
	Electric Fans	12,000-14,000	80-85%	8-10%	5-7%	Crompton, Havells, Orient, Usha, Bajaj
	Solar Water Heaters	800-900	60-65%	5-7%	15-17%	Sudarshan Saur, Supreme Solar, Racold
	Air Coolers	6,500-8,000	35-40%	11-12%	**	Symphony, Bajaj, Voltas
	Kitchen Appliances - Mixer Grinders - Gas Stoves - Water Purifiers - Other Kitchen Appliances#	3,500-5,000 2,500-3,000 6,000-6,500 2,200-2,500	70-75% 60-65% 60-65% 75-80%	9-10% 11-13% 15-18% 10-15%	** 5-7% ** **	Mixer Grinders - Bajaj, Preethi, Butterfly Gas Stoves - Prestige, Butterfly Water Purifiers - Eureka Forbes, Kent RO, HUL Pureit Others - Faber, Bajaj, Havells

Includes Induction Cooktop, Rice Cooker, Sandwich Makers, Toasters, Grills, Kettles, Chimneys, etc.

** Recent entry/ Growth plan under activation

About V-Guard Industries

V-Guard Industries Limited (BSE:532953, NSE: VGUARD) is a Kochi based company, founded in 1977 by Kochoseph Chittilappilly to manufacture and market Voltage stabilizers. The Company has since then established a strong brand name and aggressively diversified to become a multi-product Company catering to the Light Electricals sector manufacturing Voltage stabilizers, Digital UPS systems & Batteries, Pumps, House wiring cables, Switch gears, Modular switches, Electric water heaters, Fans, Solar water heaters, Air coolers and various Kitchen appliances.

V-Guard outsources ~ 35% of its product profile while the rest are manufactured in – house while keeping a strong control in designs and quality. It has manufacturing facilities at Coimbatore & Perundurai (Tamil Nadu), Kashipur, Roorkee, Pantnagar & Haridwar (Uttarakhand), Kala Amb (Himachal Pradesh), Hyderabad (Telangana), Faridabad (Haryana), Sikkim and Vapi (Gujarat).

V-Guard has been a dominant player in the South market, though the last ten years have also seen the Company expanding rapidly in the non-South geographies with their contribution increasing from 5% of total revenues in FY08 to around 48% of total revenues in FY26. Significant investments continue to be made to expand its outlet coverage in the non-South geographies and become a dominant pan-India player.

V-Guard has a diversified client base and an extensive marketing & distribution network. Its client base differs from product to product and includes direct marketing agents, distributors and retailers. The Company today has a strong network of 35 branches which cover ~1,00,000+ channel partners across the country.



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THANK YOU