

October 29, 2024

The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001	The Manager, Listing Department, National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra-East, Mumbai- 400 051
Scrip Code: 532953	Symbol: VGUARD

Dear Sir/Madam,

Sub: Submission of Investor Presentation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit Investor Presentation on Un-Audited Financial Results of the Company for the quarter and half year ended September 30, 2024.

We request you to kindly take the above information on record.

Thanking You,

Yours Sincerely,

For V-Guard Industries Limited

Vikas Kumar Tak
Company Secretary & Compliance Officer
Membership No. FCS 6618



Encl: As above

V-Guard Industries

Q2 FY25 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	06-10
Segment-wise/Geographical Breakup of Revenues	11-13
Annexure	14-16

Managing Director's Message



Commenting on the performance for Q2 FY25, Mr. Mithun Chittilappilly, Managing Director – V-Guard Industries Limited said, “The business has delivered healthy topline growth this quarter, despite the extended monsoon season. As a result, we reported consolidated net revenues of Rs. 1,294 crore in Q2 FY25, higher by 14.1% on a year-on-year basis.

All our segments delivered double digit growth in topline on a year-on-year basis. Growth was led by the Electronics segment which reported topline growth of 18.8% in Q2 on a year-on-year basis followed by the Electricals and Consumer Durables segments with 16.3% and 10.6% topline growth in Q2 respectively.

During the quarter, the South market grew by 13.6% y-o-y while the Non-South markets grew by 16.9% YoY.

We continue to witness an improvement in gross margin on a y-o-y basis as the benefit of stable commodity prices reflects in our performance. This has also been aided by higher share of in-house manufacturing, cost saving initiatives and gradual shift towards a premium portfolio. Margins for Wires, which is the largest category in Electricals segment, was impacted during the quarter due to volatile copper prices.

Increasing efficiency of working capital has enabled cash generation to remain strong during the quarter.

We expect to continue the momentum and deliver a strong performance in the second half of the year.”

Key Highlights – Q2 FY25



Revenue increased by 14.1% YoY in Q2 FY25

- Q2 FY25 revenue increased by 14.1% YoY to Rs. 1,293.99 crore
 - South markets witnessed a YoY growth of 13.6% whereas Non-South markets grew by 16.9% in Q2 FY25
 - Non-South markets contributed to 44.5% of total revenues in Q2 FY25 as compared to 43.8% in Q2 FY24
-

EBITDA performance and PAT

- Gross margin expanded by 200 bps YoY, at 35.8% in Q2 FY25 with continued moderation in input costs and benefit of various pricing and cost effectiveness initiatives.
 - Ad/promotional spends, at 3.0% of revenues in Q2 FY25 as compared to 2.2% in Q2 FY24
 - EBITDA at Rs. 110.26 crore in Q2 FY25 grew 19.2% YoY, as compared to Rs. 92.49 crore in Q2 FY24
 - EBITDA margins expanded by 30 bps YoY, at 8.5% as compared to 8.2% in Q2 FY24
 - Q2 FY25 PAT increased 7.5% YoY to Rs. 63.39 crore
-

Robust cash flow generation and balance sheet

- CFO generation continued to remain strong for H1 FY25 at Rs. 335.76 crore compared to Rs. 333.66 crore for H1 FY24
- ROE and ROCE at 15.4% and 18.9%, respectively over the last 12 months
- Net cash as on 30th September 2024 is Rs. 4.26 crore, as against net debt of Rs. 158.96 crore as on 30th September 2023. The Company has made further repayment during the quarter towards the long-term debt taken for the Sunflame acquisition and expects to fully repay the same by the end of the financial year.

P&L Snapshot (including Sunflame)

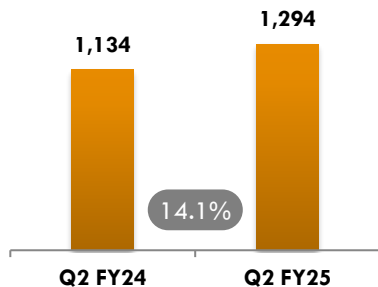
P&L Statement	Q2 FY25	Q2 FY24	Change	Q1 FY25	H1 FY25	H1 FY24	Change
Particulars	(Rs. Cr)	(Rs. Cr)	%	(Rs. Cr)	(Rs. Cr)	(Rs. Cr)	%
Net Revenue	1,293.99	1,133.75	14.1%	1,477.10	2,771.09	2,348.51	18.0%
COGS	830.22	750.92	10.6%	940.82	1,771.04	1,570.83	12.7%
Gross Margin	35.8%	33.8%	2.0%	36.3%	36.1%	33.1%	3.0%
EBITDA (excluding other income)	110.26	92.49	19.2%	155.77	266.03	197.24	34.9%
as a % to Net Revenue (NR)	8.5%	8.2%	0.3%	10.5%	9.6%	8.4%	1.2%
Other Income (including finance income)	4.05	14.16	-71.4%	6.91	10.96	25.95	-57.8%
EBITDA including other income	114.31	106.65	7.2%	162.68	276.99	223.19	24.1%
as a % to NR	8.8%	9.4%	-0.6%	11.0%	10.0%	9.5%	0.5%
PBT	84.62	77.53	9.1%	132.36	216.98	163.44	32.8%
as a % to NR	6.5%	6.8%	-0.3%	9.0%	7.8%	7.0%	0.8%
PAT	63.39	58.95	7.5%	98.97	162.36	123.17	31.8%
as a % to NR	4.9%	5.2%	-0.3%	6.7%	5.9%	5.2%	0.7%

P&L Snapshot (excluding Sunflame)

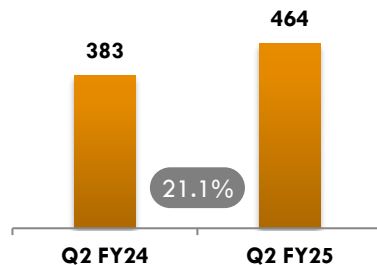
P&L Statement	Q2 FY25	Q2 FY24	Change	Q1 FY25	H1 FY25	H1 FY24	Change
Particulars	(Rs. Cr)	(Rs. Cr)	%	(Rs. Cr)	(Rs. Cr)	(Rs. Cr)	%
Net Revenue	1,232.94	1,072.03	15.0%	1,418.44	2,651.38	2,223.64	19.2%
COGS	791.48	710.88	11.3%	905.05	1,696.53	1,489.86	13.9%
Gross Margin	35.8%	33.7%	2.1%	36.2%	36.0%	33.0%	3.0%
EBITDA (excluding other income)	109.36	87.23	25.4%	153.14	262.50	184.48	42.3%
as a % to Net Revenue (NR)	8.9%	8.1%	0.8%	10.8%	9.9%	8.3%	1.6%
Other Income (including finance income)	3.76	13.53	-72.2%	6.55	10.31	24.85	-58.5%
EBITDA including other income	113.12	100.76	12.3%	159.69	272.81	209.33	30.3%
as a % to NR	9.2%	9.4%	-0.2%	11.3%	10.3%	9.4%	0.9%
PBT	85.24	73.89	15.4%	131.13	216.37	154.03	40.5%
as a % to NR	6.9%	6.9%	0.0%	9.2%	8.2%	6.9%	1.3%
PAT	63.79	56.31	13.3%	98.17	161.96	116.22	39.4%
as a % to NR	5.2%	5.3%	-0.1%	6.9%	6.1%	5.2%	0.9%

Financial Highlights (Q2 FY25 vs. Q2 FY24)

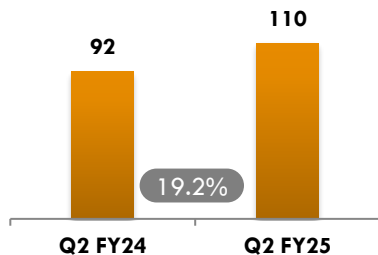
Revenue (Rs. crore)



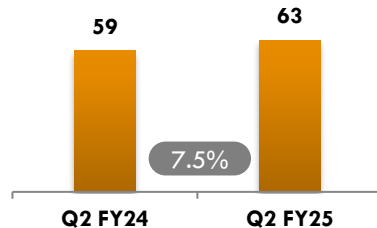
Gross Profit (Rs. crore)



EBITDA (Rs. crore)



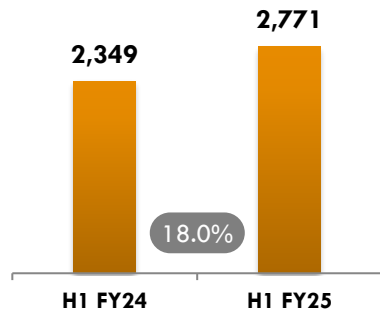
PAT (Rs. crore)



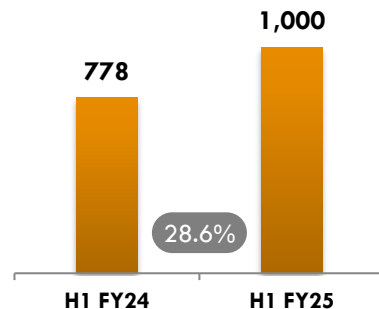
Key ratios (%)	Q2 FY25	Q2 FY24
Gross Margin	35.8%	33.8%
EBITDA Margin (excl. other income)	8.5%	8.2%
Profit after Tax %	4.9%	5.2%
Ad & Promotion Exp./ Revenue	3.0%	2.2%
Employee Cost/ Revenue	10.0%	9.4%
Other Expenditure/ Revenue	17.3%	16.2%
Tax rate	25.1%	24.0%
Diluted EPS (Rs.)	1.44	1.34

Financial Highlights (H1 FY25 vs. H1 FY24)

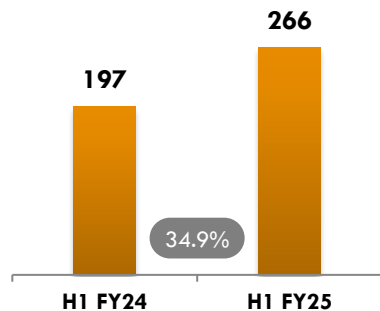
Revenue (Rs. crore)



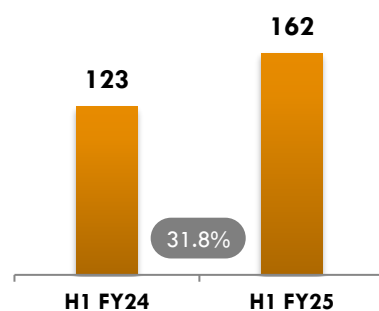
Gross Profit (Rs. crore)



EBITDA (Rs. crore)



PAT (Rs. crore)



Key ratios (%)	H1 FY25	H1 FY24
Gross Margin	36.1%	33.1%
EBITDA Margin (excl other income)	9.6%	8.4%
Profit after Tax %	5.9%	5.2%
Ad & Promotion Exp./ Revenue	2.9%	2.2%
Employee Cost/ Revenue	9.1%	8.9%
Other Expenditure/ Revenue	17.4%	15.8%
Tax rate	25.2%	24.6%
Diluted EPS (Rs.)	3.70	2.81

Financial Highlights – Balance Sheet Perspective



Balance Sheet Snapshot (Rs. Cr)	30 September 2024	30 June 2024	30 September 2023
Net Worth	1,930.94	1,920.49	1,682.55
Gross Debt	146.91	217.32	293.17
Current Investments	80.46	272.25	35.13
Cash & Cash Equivalents (inc. bank balance)	70.71	81.55	99.08
Net Cash Position (Rs. crore)	4.26	136.48	-158.96
Fixed Assets	1,130.47	1,125.70	1,057.41

Balance Sheet Snapshot	30 September 2024	30 June 2024	30 September 2023
Debtor (days)*	32	35	37
Inventory (days)*	99	90	93
Creditor (days)*	66	76	62
Working Capital Turnover (days)*	65	49	68
RoE* (%)	15.4%	15.2%	12.8%
RoCE* (%)	18.9%	17.7%	13.8%

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

Based on Consolidated Financials

Segment-wise Breakup – Q2 FY25 vs. Q2 FY24



Segment Revenue	Q2 FY25 (Rs. Cr)	Contribution (%)	Q2 FY24 (Rs. Cr)	Contribution (%)	YoY growth (%)
Electronics	302.99	23.4%	255.09	22.5%	18.8%
Electricals	537.61	41.6%	462.28	40.8%	16.3%
Consumer Durables	392.34	30.3%	354.66	31.3%	10.6%
Sunflame	61.05	4.7%	61.72	5.4%	-1.1%
Grand Total	1,293.99	100.0%	1,133.75	100.0%	14.1%

Segment Result	Q2 FY25 (Rs. Cr)	Margin (%)	Q2 FY24 (Rs. Cr)	Margin (%)	YoY growth (%)
Electronics	59.45	19.6%	43.17	16.9%	37.7%
Electricals	49.12	9.1%	48.70	10.5%	0.9%
Consumer Durables	16.08	4.1%	7.13	2.0%	125.5%
Sunflame	0.86	1.4%	3.07	5.0%	-72.0%
Grand Total	125.51	9.7%	102.07	9.0%	23.0%

Based on changes in internal reporting of segment results, certain costs pertaining to corporate functions which were previous allocated to various segments are now presented under unallocable expense. Accordingly, segment information including comparatives for previous periods have been restated.

Electronics – Stabilizers, UPS, Inverters

Electricals – Wires, Pumps, Switchgears, Modular Switches

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

Sunflame – Products sold under trademark Sunflame and Superflame

Segment-wise Breakup – H1 FY25 vs. H1 FY24



Segment Revenue	H1 FY25 (Rs. Cr)	Contribution (%)	H1 FY24 (Rs. Cr)	Contribution (%)	YoY growth (%)
Electronics	816.11	29.5%	618.82	26.4%	31.9%
Electricals	1025.31	37.0%	919.00	39.1%	11.6%
Consumer Durables	809.96	29.2%	685.82	29.2%	18.1%
Sunflame	119.71	4.3%	124.87	5.3%	-4.1%
Grand Total	2771.09	100.0%	2,348.51	100.0%	18.0%

Segment Result	H1 FY25 (Rs. Cr)	Margin (%)	H1 FY24 (Rs. Cr)	Margin (%)	YoY growth (%)
Electronics	162.96	20.0%	110.25	17.8%	47.8%
Electricals	98.29	9.6%	88.10	9.6%	11.6%
Consumer Durables	37.81	4.7%	15.48	2.3%	144.3%
Sunflame	3.59	3.0%	9.54	7.6%	-62.4%
Grand Total	302.65	10.9%	223.37	9.5%	35.5%

Based on changes in internal reporting of segment results, certain costs pertaining to corporate functions which were previous allocated to various segments are now presented under unallocable expense. Accordingly, segment information including comparatives for previous periods have been restated.

Electronics – Stabilizers, UPS, Inverters

Electricals – Wires, Pumps, Switchgears, Modular Switches

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

Sunflame – Products sold under trademark Sunflame and Superflame

Based on Consolidated Financials

Geographical Breakup of Revenues

Region	Q2 FY25 (Rs. Cr)	Contribution (%)	Q2 FY24 (Rs. Cr)	Contribution (%)	YoY growth (%)
South	684.47	55.5%	602.76	56.2%	13.6%
Non-South	548.47	44.5%	469.27	43.8%	16.9%
Total (excl. Sunflame)	1,232.94	100.0%	1,072.03	100.0%	15.0%
Sunflame	61.05		61.72		-1.1%
Total Revenue	1,293.99		1,133.75		14.1%



Region	H1 FY25 (Rs. Cr)	Contribution (%)	H1 FY24 (Rs. Cr)	Contribution (%)	YoY growth (%)
South	1,375.45	51.9%	1,195.41	53.8%	15.1%
Non-South	1,275.93	48.1%	1,028.23	46.2%	24.1%
Total (excl. Sunflame)	2,651.38	100.0%	2,223.64	100.0%	19.2%
Sunflame	119.71		124.87		-4.1%
Total Revenue	2,771.09		2,348.51		18.0%



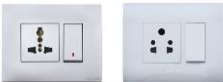



Annexure

Market Overview of V-Guard's Product Portfolio








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

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 <ul style="list-style-type: none"> 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 Kochouseph Chittilapilly 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 (Tamil Nadu), Kashipur, 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 45% of total revenues in FY24. 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 32 branches which cover ~60,000+ channel partners across the country.



For further information, please contact:

Sudarshan Kasturi (CFO)

V-Guard Industries Limited

Tel: +91 484 300 5601

Email: sudarshan.kasturi@vguard.in

Mayank Vaswani / Shruti Joshi

CDR India

Tel: +91 982 094 0953 / +91 750 656 7349

Email: mayank@cdr-india.com / shruti@cdr-india.com



THANK YOU