

October 31, 2023

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

Dear Sir/Madam,

**Sub: Press Release**

Please find enclosed herewith Press release on the Un-Audited Financial Results of the Company for the quarter and half year ended September 30, 2023.

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's Q2 FY 2023-24 Revenue grows by 14.9%; Profit after tax grows 35%

V-Guard Industries Ltd., a leading Consumer Electricals and Electronics Company announced its unaudited financial results for the quarter ended September 30, 2023.

### Q2 FY 2023-24 highlights:

- Consolidated Net Revenue from operations for the quarter ended September 30, 2023 is Rs. 1133.75 crs; a growth of 14.9% over the revenue recorded in the corresponding period of the previous year (Rs. 986.55 crs).
- Consolidated Profit After Tax for the quarter is Rs. 58.95 crs, a growth of 35% as against Rs. 43.66 crs recorded in corresponding period of the previous year.
- Consolidated Net Revenue from operations for the six months ended September 30, 2023 is Rs. 2348.51 crores; a growth of 17.1% over the revenue recorded in corresponding period of the previous year (Rs. 2005.05 crs).
- Consolidated Profit After Tax for the six months ended September 30, 2023 is Rs. 123.17 crs, a growth of 26.9% as against Rs. 97.03 crs in corresponding period of the previous year.

### Business Outlook:

Commenting on the company's performance, **Mr. Mithun. K. Chittilappilly, Managing Director, V-Guard Industries Ltd** said *"The second quarter witnessed subdued consumer demand especially in discretionary categories like consumer durables thereby impacting topline growth. Gross margins improved further during the quarter and are now moving closer to pre covid levels. We continue to invest in capacity enhancement and capability for the long term. Cash generation remained strong with further reduction in working capital. Consumer response for some of our recent product launches has been positive and we expect a strong topline growth in second half of the year."*



V-Guard Industries Ltd.

Key highlights

Q2 FY24 update

1 P&L Summary

₹ in crores

| Particulars                   | Q2 FY24 | Q2 FY23 | Change |
|-------------------------------|---------|---------|--------|
| Net revenue (NR)              | 1133.75 | 986.55  | 14.9%  |
| COGS                          | 750.92  | 697.73  | 7.6%   |
| Gross margin                  | 33.8%   | 29.3%   |        |
| EBITDA excluding other income | 92.49   | 73.13   | 26.5%  |
| as a % to NR                  | 8.2%    | 7.4%    |        |
| Other income                  | 14.16   | 2.87    | 393.4% |
| EBITDA after other income     | 106.65  | 76.00   | 40.3%  |
| as a % to NR                  | 9.4%    | 7.7%    |        |
| PBT                           | 77.53   | 59.16   | 31.0%  |
| as a % to NR                  | 6.8%    | 6.0%    |        |
| PAT                           | 58.95   | 43.66   | 35.0%  |
| as a % to NR                  | 5.2%    | 4.4%    |        |

P&L Summary (excluding Sunflame)

| Particulars                   | Q2 FY24 | Q2 FY23 | Change |
|-------------------------------|---------|---------|--------|
| Net revenue (NR)              | 1072.03 | 986.55  | 8.7%   |
| COGS                          | 710.88  | 697.73  | 1.9%   |
| Gross margin                  | 33.7%   | 29.3%   |        |
| People costs                  | 101.62  | 66.26   | 53.4%  |
| Other expenses                | 172.30  | 149.43  | 15.3%  |
| EBITDA excluding other income | 87.23   | 73.13   | 19.3%  |
| as a % to NR                  | 8.1%    | 7.4%    |        |
| Depreciation                  | 17.60   | 14.99   | 17.4%  |
| Finance costs                 | 9.27    | 1.85    | 401.1% |
| Other income                  | 13.53   | 2.87    | 371.4% |
| EBITDA after other income     | 100.76  | 76.00   | 32.6%  |
| as a % to NR                  | 9.4%    | 7.7%    |        |
| PBT                           | 73.89   | 59.16   | 24.9%  |
| as a % to NR                  | 6.9%    | 6.0%    |        |
| PAT                           | 56.31   | 43.66   | 29.0%  |
| as a % to NR                  | 5.3%    | 4.4%    |        |





2 South / Non-south growth

| Region                       | Q2 FY24         | Contribution (%) | Q2 FY23       | Contribution (%) | YoY growth   |
|------------------------------|-----------------|------------------|---------------|------------------|--------------|
| South                        | 602.76          | 56.2%            | 564.94        | 57.3%            | 6.7%         |
| Non-south                    | 469.27          | 43.8%            | 421.61        | 42.7%            | 11.3%        |
| <b>Total (excl Sunflame)</b> | <b>1,072.03</b> | <b>100%</b>      | <b>986.55</b> | <b>100%</b>      | <b>8.7%</b>  |
| Sunflame                     | 61.72           |                  |               |                  |              |
| <b>Total revenue</b>         | <b>1,133.75</b> |                  | <b>986.55</b> |                  | <b>14.9%</b> |

3 Segment wise analysis

| Products          | Q2 FY24        | Contribution (%) | Q2 FY23       | Contribution (%) | Change       |
|-------------------|----------------|------------------|---------------|------------------|--------------|
| Segment revenue:  |                |                  |               |                  |              |
| Electronics       | 255.09         | 22.5%            | 227.46        | 23.1%            | 12.1%        |
| Electricals       | 462.28         | 40.8%            | 421.77        | 42.7%            | 9.6%         |
| Consumer Durables | 354.66         | 31.3%            | 337.32        | 34.2%            | 5.1%         |
| Sunflame          | 61.72          | 5.4%             |               |                  |              |
| <b>Total</b>      | <b>1133.75</b> | <b>100%</b>      | <b>986.55</b> | <b>100%</b>      | <b>14.9%</b> |
| Segment results:  |                |                  |               |                  |              |
| Electronics       | 37.80          | 47.9%            | 33.29         | 50.6%            | 13.5%        |
| Electricals       | 38.32          | 48.6%            | 22.84         | 34.7%            | 67.8%        |
| Consumer Durables | -0.92          | -1.2%            | 9.68          | 14.7%            | -109.5%      |
| Sunflame          | 3.70           | 4.7%             |               |                  |              |
| <b>Total</b>      | <b>78.90</b>   | <b>100%</b>      | <b>65.81</b>  | <b>100%</b>      | <b>19.9%</b> |
| Segment margins:  |                |                  |               |                  |              |
| Electronics       | 14.8%          |                  | 14.6%         |                  | 0.2%         |
| Electricals       | 8.3%           |                  | 5.4%          |                  | 2.9%         |
| Consumer Durables | -0.3%          |                  | 2.9%          |                  | -3.2%        |
| Sunflame          | 6.0%           |                  |               |                  |              |
| <b>Total</b>      | <b>7.0%</b>    |                  | <b>6.7%</b>   |                  | <b>0.3%</b>  |

4 Other financial highlights \*

|                          | Q2 FY24 | Q2 FY23 |
|--------------------------|---------|---------|
| Debtor days              | 37      | 35      |
| Inventory days           | 93      | 107     |
| Creditor days            | 62      | 51      |
| Working capital turnover | 68      | 91      |
| RoE                      | 12.8%   | 16.6%   |
| RoCE                     | 13.8%   | 20.3%   |

\* Based on trailing twelve months



**H1 FY24 Update**5 **P&L Summary**

₹ in crores

| Particulars                   | H1 FY24 | H1 FY23 | Change |
|-------------------------------|---------|---------|--------|
| Net revenue (NR)              | 2348.51 | 2005.05 | 17.1%  |
| COGS                          | 1570.83 | 1410.59 | 11.4%  |
| Gross margin                  | 33.1%   | 29.6%   |        |
| EBITDA excluding other income | 197.24  | 155.37  | 26.9%  |
| as a % to NR                  | 8.4%    | 7.7%    |        |
| Other income                  | 25.95   | 7.78    | 233.5% |
| EBITDA after other income     | 223.19  | 163.15  | 36.8%  |
| as a % to NR                  | 9.5%    | 8.1%    |        |
| PBT                           | 163.44  | 130.82  | 24.9%  |
| as a % to NR                  | 7.0%    | 6.5%    |        |
| PAT                           | 123.17  | 97.03   | 26.9%  |
| as a % to NR                  | 5.2%    | 4.8%    |        |

**P&L Summary (excluding Sunflame)**

| Particulars                   | H1 FY24 | H1 FY23 | Change |
|-------------------------------|---------|---------|--------|
| Net revenue (NR)              | 2223.64 | 2005.05 | 10.9%  |
| COGS                          | 1489.86 | 1410.59 | 5.6%   |
| Gross margin                  | 33.0%   | 29.6%   |        |
| People costs                  | 202.02  | 145.11  | 39.2%  |
| Other expenses                | 347.28  | 293.98  | 18.1%  |
| EBITDA excluding other income | 184.48  | 155.37  | 18.7%  |
| as a % to NR                  | 8.3%    | 7.7%    |        |
| Depreciation                  | 35.25   | 28.68   | 22.9%  |
| Finance costs                 | 20.05   | 3.65    | 449.3% |
| Other income                  | 24.85   | 7.78    | 219.4% |
| EBITDA after other income     | 209.33  | 163.15  | 28.3%  |
| as a % to NR                  | 9.4%    | 8.1%    |        |
| PBT                           | 154.03  | 130.82  | 17.7%  |
| as a % to NR                  | 6.9%    | 6.5%    |        |
| PAT                           | 116.22  | 97.03   | 19.8%  |
| as a % to NR                  | 5.2%    | 4.8%    |        |



6 South / Non-south growth

| Region                       | H1 FY24         | Contribution (%) | H1 FY23         | Contribution (%) | YoY growth   |
|------------------------------|-----------------|------------------|-----------------|------------------|--------------|
| South                        | 1,195.41        | 53.8%            | 1105.33         | 55.1%            | 8.1%         |
| Non-south                    | 1,028.23        | 46.2%            | 899.72          | 44.9%            | 14.3%        |
| <b>Total (excl Sunflame)</b> | <b>2,223.64</b> | <b>100%</b>      | <b>2005.05</b>  | <b>100%</b>      | <b>10.9%</b> |
| Sunflame                     | 124.87          |                  |                 |                  |              |
| <b>Total revenue</b>         | <b>2,348.51</b> |                  | <b>2,005.05</b> |                  | <b>17.1%</b> |

7 Segment wise analysis

| Products          | H1 FY24        | Contribution (%) | H1 FY23        | Contribution (%) | Change       |
|-------------------|----------------|------------------|----------------|------------------|--------------|
| Segment revenue:  |                |                  |                |                  |              |
| Electronics       | 618.82         | 26.4%            | 530.91         | 26.5%            | 16.6%        |
| Electricals       | 919.00         | 39.1%            | 837.72         | 41.8%            | 9.7%         |
| Consumer Durables | 685.82         | 29.2%            | 636.42         | 31.7%            | 7.8%         |
| Sunflame          | 124.87         | 5.3%             |                |                  |              |
| <b>Total</b>      | <b>2348.51</b> | <b>100%</b>      | <b>2005.05</b> | <b>100%</b>      | <b>17.1%</b> |
| Segment results:  |                |                  |                |                  |              |
| Electronics       | 96.26          | 55.6%            | 76.16          | 54.1%            | 26.4%        |
| Electricals       | 67.31          | 38.9%            | 51.15          | 36.3%            | 31.6%        |
| Consumer Durables | -0.04          | 0.0%             | 13.50          | 9.6%             | -100.3%      |
| Sunflame          | 9.54           | 5.5%             |                |                  |              |
| <b>Total</b>      | <b>173.07</b>  | <b>100%</b>      | <b>140.81</b>  | <b>100%</b>      | <b>22.9%</b> |
| Segment margins:  |                |                  |                |                  |              |
| Electronics       | 15.6%          |                  | 14.3%          |                  | 1.3%         |
| Electricals       | 7.3%           |                  | 6.1%           |                  | 1.2%         |
| Consumer Durables | 0.0%           |                  | 2.1%           |                  | -2.1%        |
| Sunflame          | 7.6%           |                  |                |                  |              |
| <b>Total</b>      | <b>7.4%</b>    |                  | <b>7.0%</b>    |                  | <b>0.4%</b>  |

