V-MARC

INDIA

Powering Progress Sustainably

May 2025

Disclaimer

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FY25 Earnings Highlights

FY25

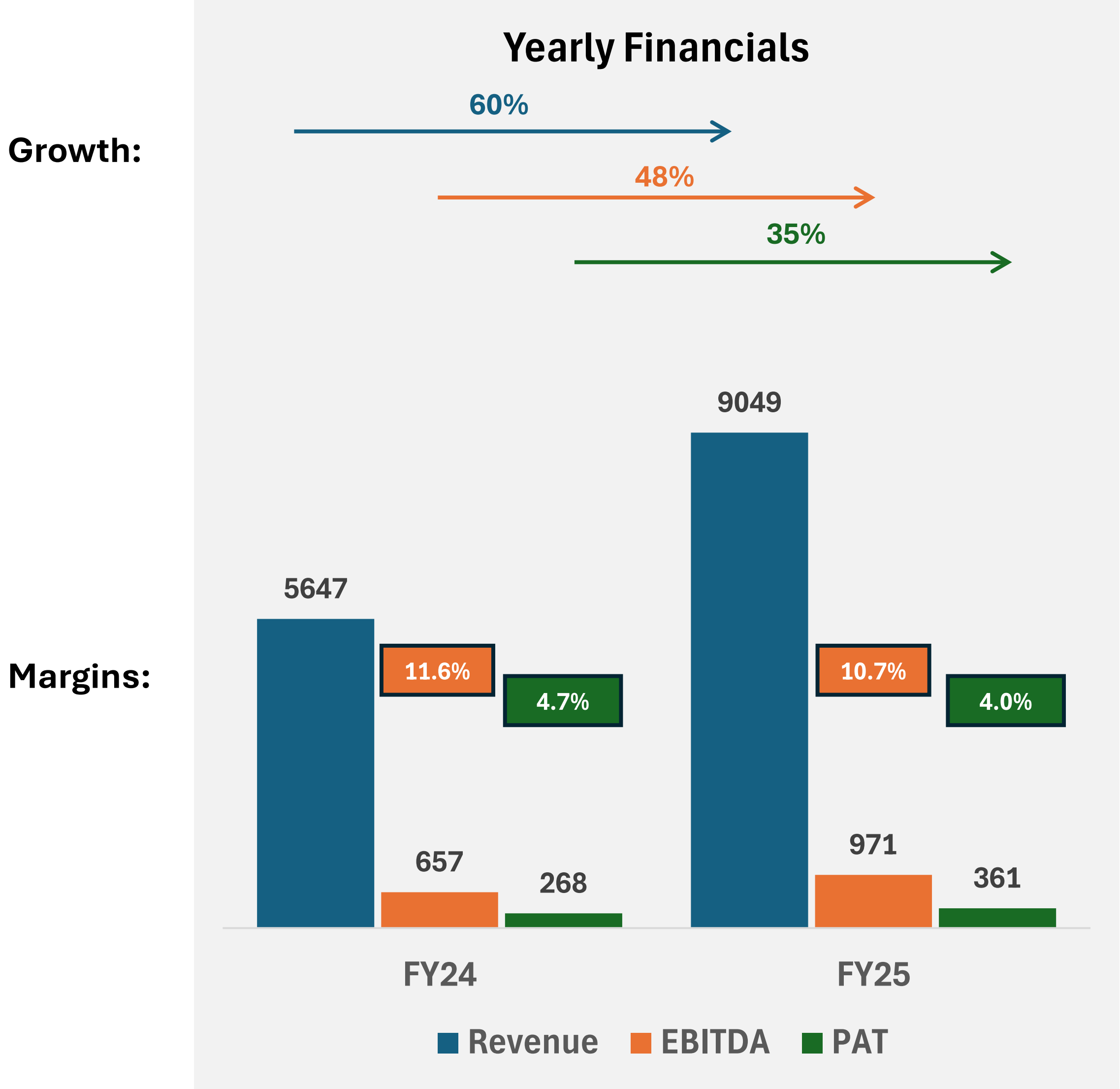
- **Revenue from Operations** For **FY25**, revenue from operations stood at **₹9,049 Mn**, registering **60% growth** over **₹5,647 Mn** in **FY24**, driven by strong demand across segments—led by high-tension (HT) cables, followed by low-tension (LT) and housing wires.

- **EBITDA:** for **FY25** was **₹971 Mn**, reflecting a **48%** increase over **₹658 Mn** in **FY24**. Supported by higher revenue growth on increased volumes.

- **EBITDA Margin:** EBITDA margin for **FY25** stood at **10.7%**, reflecting a decline of **90 bps** from **11.6%** in **FY24**, primarily due to higher employee costs driven by investments in capacity expansion, product launches, and retail geographic expansion.

- **PAT :** For **FY25** stood at **₹361 Mn**, up **35%** from **₹268 Mn** in **FY24**, supported by strong revenue growth, though partially offset by higher operational and employee-related expenses.

- **PAT Margin:** PAT margin declined by **70 bps** to **4.0%** in **FY25** from **4.7%** in **FY24**, reflecting increased costs associated with business expansion, capacity ramp-up & higher depreciation.



H2 FY25 Earnings Highlights

H2FY25

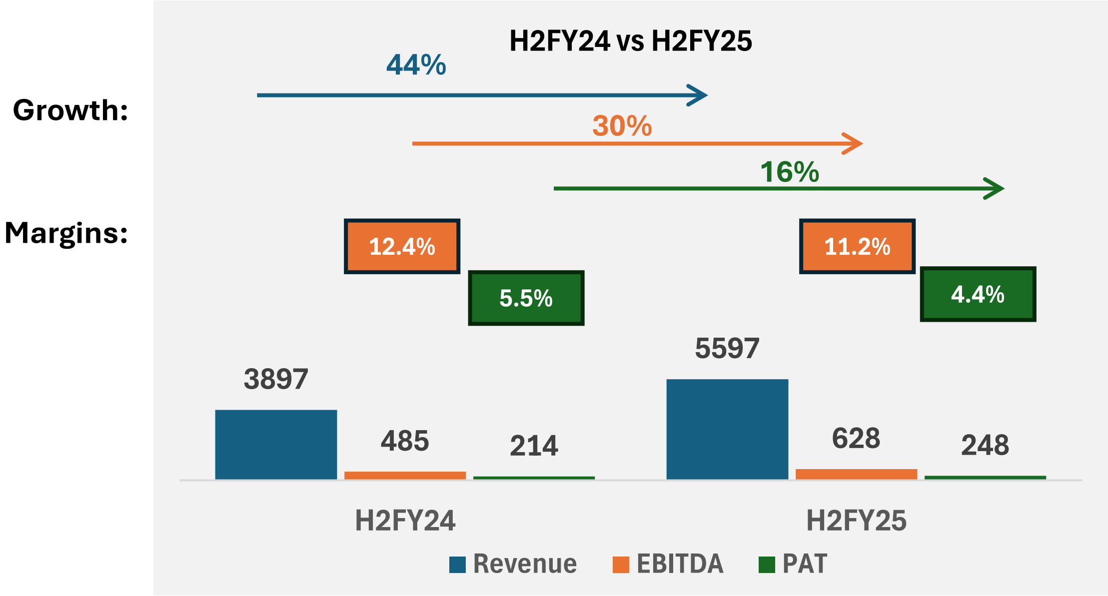
- **Revenue from Operations** for **H2 FY25**, stood at **₹5597 Mn**, marking a **44%** increase from **₹3897 Mn** in **H2 FY24** and a **62%** increase from **₹3452 Mn** in **H1FY25**. Led by improved demand across segments, backed by wider geographic reach and increased dealer activity.

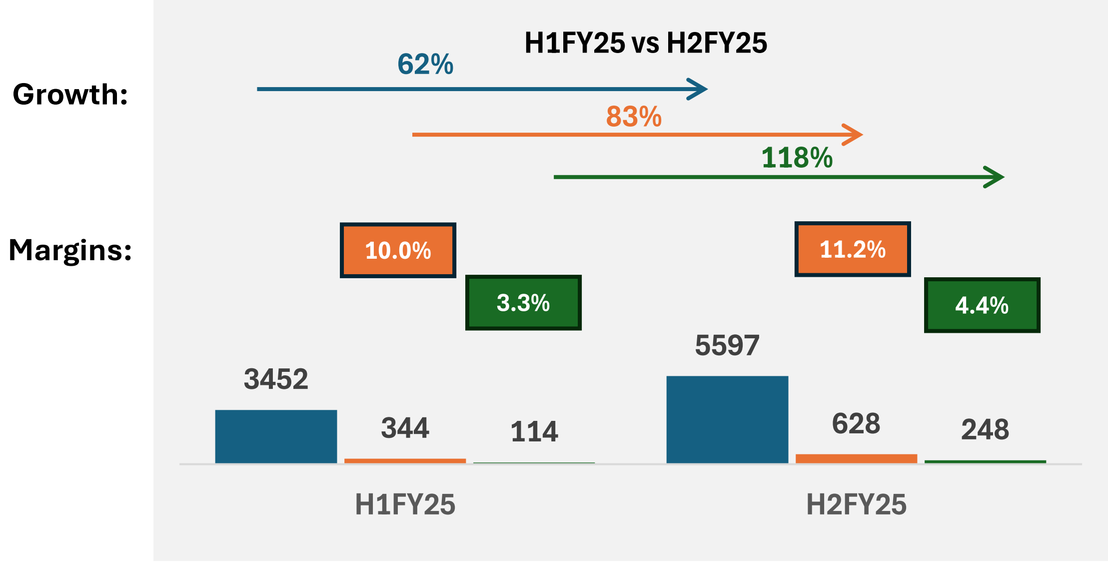
- **EBITDA: ₹628 Mn** in **H2 FY25**, representing **a 30%** growth over **₹485 Mn** in **H2 FY24** and an **83%** increase from **₹344 Mn** in **H1FY25.** Higher sales volumes supported EBITDA growth despite rising cost pressures.

- **EBITDA Margin: 11.2%** in **H2 FY25 down 120 bps** compared to **12.4%** in **H2 FY24** and **up 120 bps** from **10%** from **H1FY25.** YoY decline reflects higher employee costs tied to capacity enhancement and new market entry in retail business, while the sequential improvement signals early benefits of operating leverage.

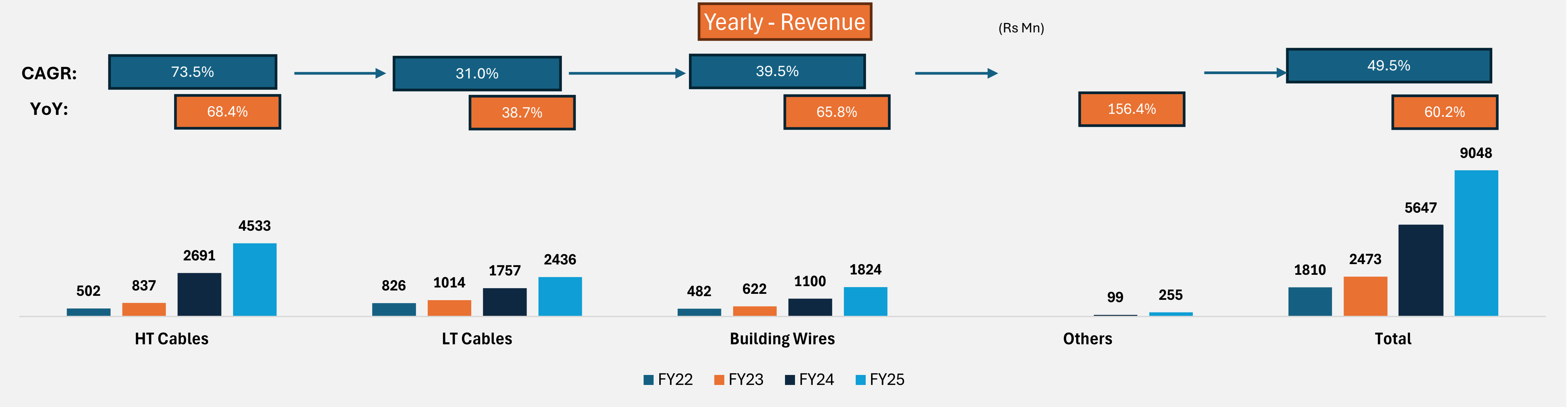
- **PAT: ₹248 Mn** in **H2 FY25**, an increase of **16%** over **₹214 Mn** in **H2 FY24** and a **118%** increase from **₹114 Mn** in **H1FY25**. Driven by healthy topline growth; however, profitability was partially impacted by elevated costs from expansion initiatives.

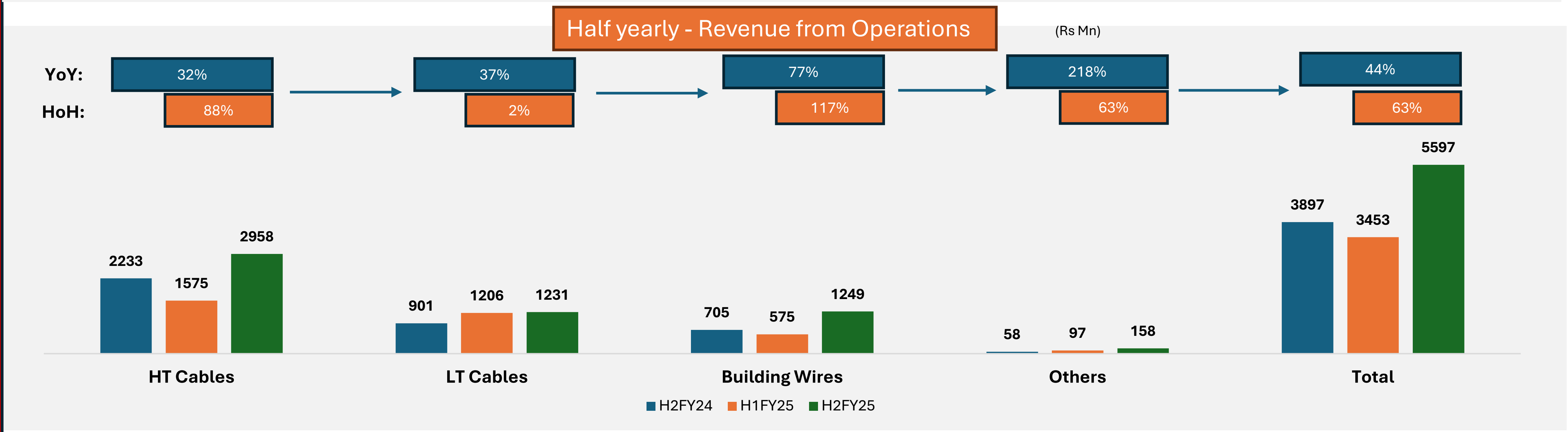
- **PAT Margin:** Down **110 bps** to **4.4%** in **H2 FY25** compared to **5.5%** in **H2 FY24** and up **110 bps** from **3.3%** in **H1FY25.** Margin compression due to higher manpower expenses related to scaling activities and higher depreciation.





Financial Snapshot

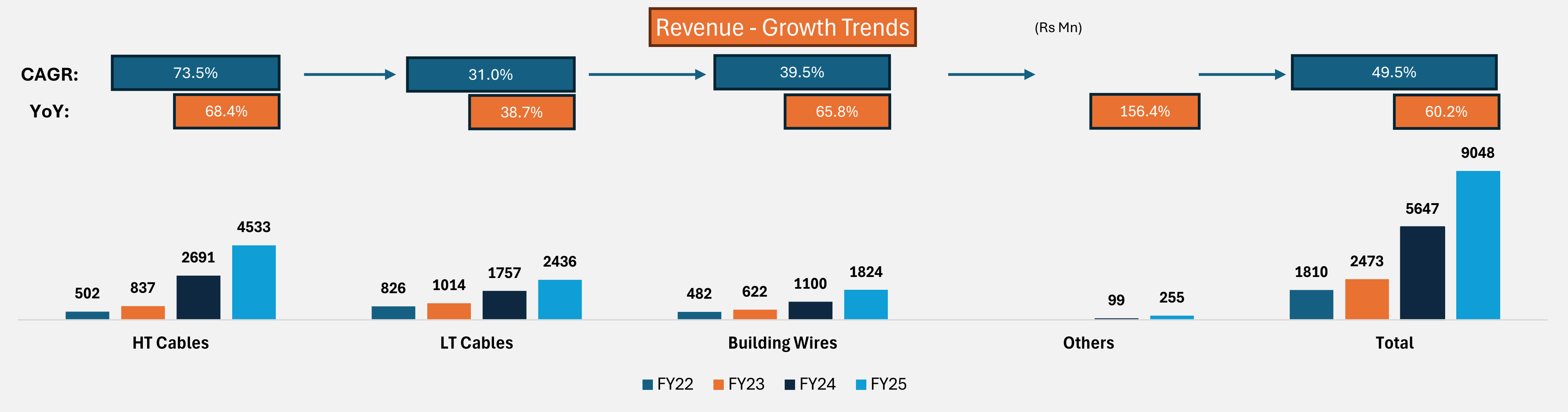




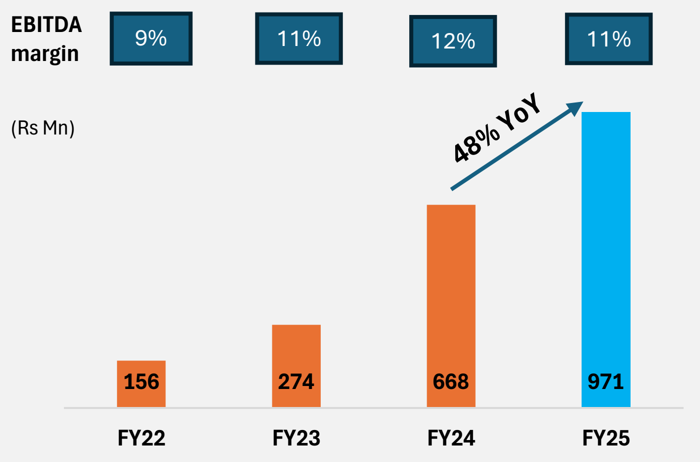
Profit and Loss Statement

PARTICULARS (Rs Mn)	H2FY25	H2FY24	YOY	H1FY25	HOH	FY25	FY24	YOY
Revenue from Opertions	**5,597**	**3,897**	**44%**	**3,452**	**62%**	**9,049**	**5,647**	**60%**
Cost of good sold	4,264	2,984		2,698		6,962	4,356	
Gross Profit	**1,333**	**913**	**46%**	**754**	**77%**	**2,087**	**1,291**	**62%**
Gross Margin	*23.8%*	*23.4%*	*40bps*	*21.8%*	*200bps*	*23.1%*	*22.9%*	*20bps*
Employee benefit expenses	229	128	79%	151	52%	380	200	90%
Other Expenses	476	301		259		735	433	
Total Expenses	**705**	**428**		**411**		**1,116**	**633**	
EBITDA	**628**	**485**	**30%**	**344**	**83%**	**971**	**658**	**48%**
EBITDA Margin	*11.2%*	*12.4%*	*(120bps)*	*10.0%*	*120bps*	*10.7%*	*11.6%*	*(90bps)*
Depreciation	106	54		76		182	91	
EBIT	**522**	**431**		**268**		**790**	**567**	
Other Income	8	7		6		14	11	
Finance Cost	186	153		120		306	218	
Profit before tax	**345**	**285**		**153**		**497**	**360**	
Tax Expenses	97	71		39		136	92	
Profit after tax	**248**	**214**	**16%**	**114**	**118%**	**361**	**268**	**35%**
PAT Margin	*4.4%*	*5.5%*	*(110bps)*	*3.3%*	*110bps*	*4.0%*	*4.7%*	*(70bps)*

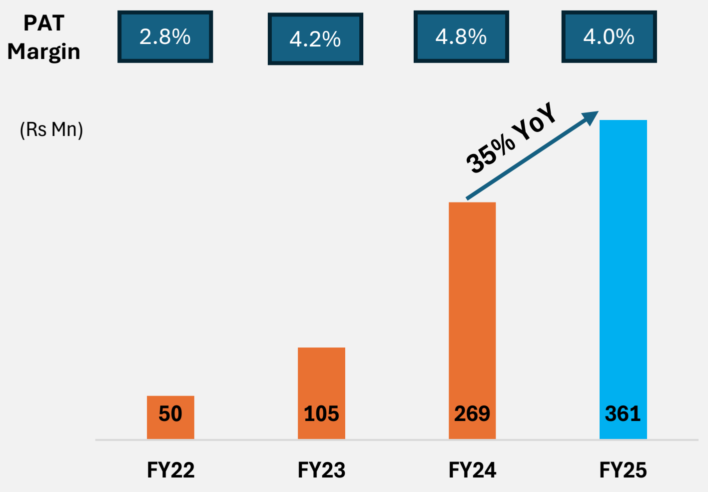
Financial Performance over the years — Key Metrics



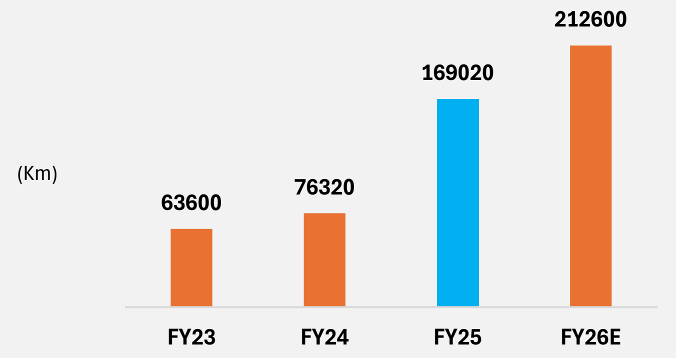
EBITDA Profile



PAT Profile



Production Capacity



Historical Financials

Income Statement

Particulars (Rs. Mn)	FY22	FY23	FY24	FY25
Revenue from operations	**1,810**	**2,473**	**5,647**	**9,049**
Cost of goods Sold	1,408	1,902	4,357	6,962
Gross Profit	**402**	**571**	**1,290**	**2,087**
Employee benefit expenses	92	106	200	380
Other expenses	164	217	433	735
Total expenses	**256**	**323**	**633**	**1,116**
EBITDA	**146**	**248**	**657**	**971**
Depreciation and amortization	26	26	90	182
EBIT	**120**	**223**	**567**	**790**
Other income	10	26	11	14
Finance cost	65	112	218	306
Profit before tax	**65**	**137**	**360**	**497**
Current tax expense	18	30	90	134
Deffered tax	(3)	2	2	2
Profit after tax	**50**	**105**	**268**	**361**

Balance Sheet

Particulars (Rs. Mn)	FY22	FY23	FY24	FY25
Non-current assets				
Property, plant and equipment (net)	180	549	974	1,386
Capital Work in Progress	28	151	257	242
Long term loans and advances	180	21	2	142
Deferred tax asset	4	3	1	-
Other non-current assets	22	11	21	26
Non-current assets	**414**	**734**	**1,256**	**1,796**
Current assets				
Inventories	686	845	1,260	1,393
Trade receivables	664	561	1,439	2,844
Cash and bank balance	2	1	3	15
Loan and advances	87	66	148	221
Other current assets	75	255	436	187
Current assets	**1,513**	**1,728**	**3,286**	**4,661**
Total assets	**1,927**	**2,462**	**4,542**	**6,457**
Equity				
Equity share capital	228	228	228	244
Reserves and Surplus	465	569	837	1,650
Total equity	**693**	**797**	**1,065**	**1,894**
Non-current liabilities				
Other long term liabilities	2	35	78	44
long term provision	6	7	8	12
Long term borrowings	128	219	527	731
Deffered tax liabilities				1
Total non-current liabilities	**136**	**262**	**613**	**788**
Current liabilities				
Short term borrowings	443	537	878	1,019
Trade payables	379	686	1,544	1,969
Other current liabilities	259	146	350	773
Short term provisions	17	34	92	15
Total current liabilities	**1,098**	**1,404**	**2,864**	**3,775**
Total equity and liabilities	**1,927**	**2,462**	**4,542**	**6,457**

About

2	169020 Km	49400 Sq. MT.	950+	19 States	150+
Manufacturing Facilities	FY24-25 Production Capacity	Land Area (Owned)	Dealer Network	Reach	Turnkey EPC Contractors

	Revenue	EBITDA	PAT	ROCE	ROE
FY 25	Rs 9049mn +60% YoY	Rs 971mn +48% YoY	Rs 361mn +35% YoY	21.7%	19.1%
FY 24	Rs 5647mn	Rs 658mn	Rs 268mn	23.0%	25.1%

- Founded in 2006, V-Marc India is a leading name in the electrical manufacturing sector.
- Operates two advanced manufacturing facilities in Haridwar with rigorous quality controls and in-house lab support.
- Led by Mr. Vikas Garg, known for his visionary leadership, strategic acumen, and operational expertise.
- Maintains a staunch commitment to customer satisfaction with a customer-centric approach.
- Investment in CWIP is likely to improve return ratios in future.

Journey

- **2014**: Converted to private limited company as "Asian Galaxy Private Limited"
- **2015**: Rs. 100 crore+ Turnover. Introduced high-voltage cables up to 11 KV with new plant setup.
- **2016**: Establishment of V-Marc Electricals Private Limited for backward integration, enabling in-house processing of aluminum and copper materials.
- **2017**: Introduced high-voltage cables up to 33 KV with new plant setup
- **2018**: Developed a dealer network exceeding 400 across 10+ states
- **2019**: Rs. 200 crore+ Turnover. Purchased land for a new electric cable manufacturing unit.
- **2020**: Established two (2) additional depots in Bihar & Orissa to the count of existing three (3) depots
- **2021**: Listed on the National Stock Exchange
- **2022**: Established a new facility using Gas Cured CCV technology for electrical wires, increasing capacity to 75,120 km per annum.
- **2023**: 240+ Crore Turnover
- **2024**: 550+ Crore Turnover. Launch of Flexi Tough eB- HFFR wires & eB+ Power cables. Introduction of Medium Voltage Covered Conductor
- **2025**: 900+ Crore Turnover. Installed in-house E-beam irradiation machinery for manufacturing e-beam HFFR wires and cables.

Guiding Principles: Vision, Mission & Quality

Our Vision

To be a global leader in sustainable energy solutions, driving innovation and excellence in the manufacturing of electrical products that empower progress and enhance the quality of life.

Our Mission

At V-Marc India Ltd, our mission is to provide high-quality, reliable, and eco-friendly electrical solutions that meet the evolving needs of our customers.

We are committed to:
- Innovating with sustainable practices to reduce our environmental footprint.
- Delivering superior products that adhere to the highest standards of safety and performance.
- Building lasting relationships with our stakeholders through transparency, integrity, and exceptional service.
- Empowering our employees and fostering a culture of continuous improvement and growth.

Commitment to Quality and Sustainability

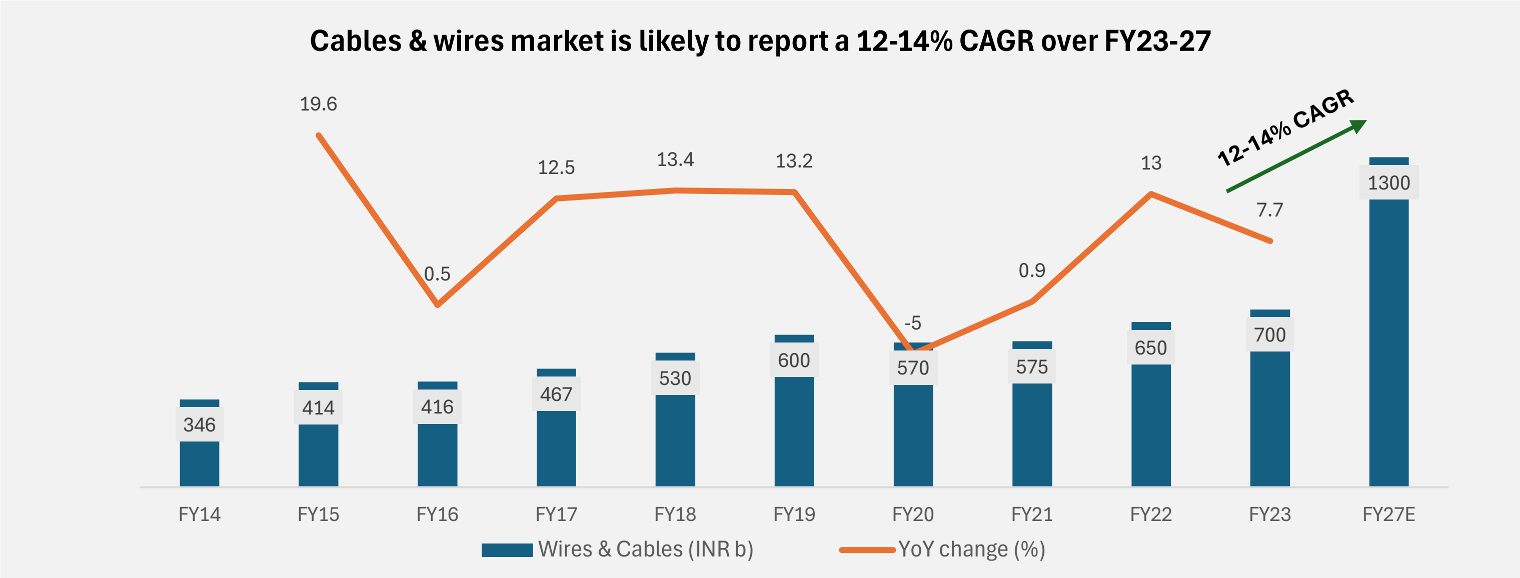
Our products meet standards like FR, HRFR, FRLS, and HFFR to cater to client needs. Trusted in India, V-Marc's XLPE/PVC cables are preferred in power plants, distribution systems, heavy industries, and utilities.

Committed to environmental, health, and safety regulations, we focus on quality, customer satisfaction, and promoting environmental protection, waste minimization, and resource conservation.

Industry Background

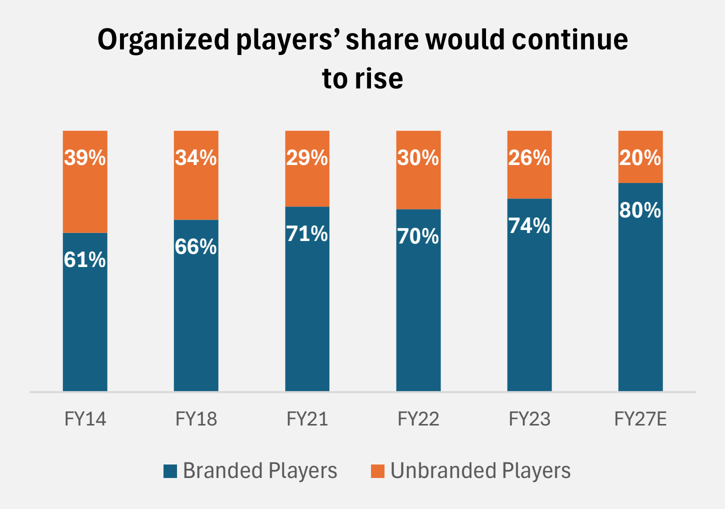
Robust Market Size & Growth Trajectory:

The Indian cables & wires market was valued at ~₹700 billion in FY23 and is expected to grow at a 12–14% CAGR, reaching ₹1.2–1.3 trillion by FY27. This segment accounts for ~39% of the overall electrical industry and plays a pivotal role in infrastructure and construction.



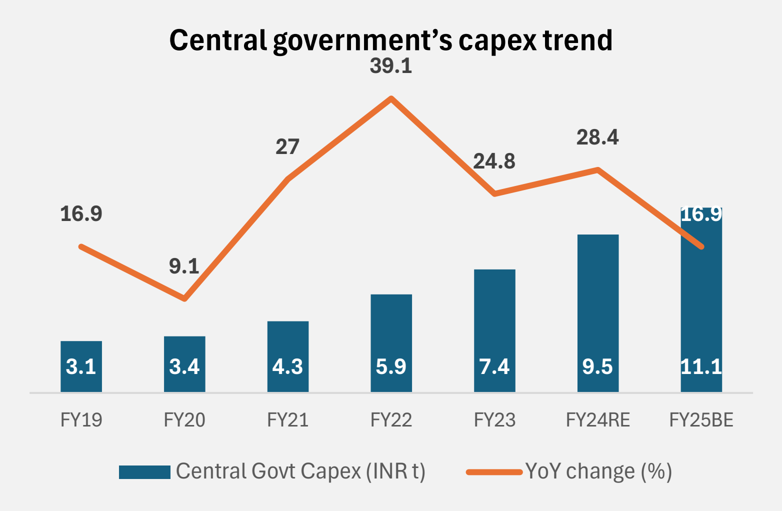
Shift Towards Formalization:

The share of organized (branded) players has climbed from 61% in FY14 to 74% in FY23 and is expected to reach 80% by FY27, supported by regulatory tightening, GST rollout, and heightened awareness of safety and quality.



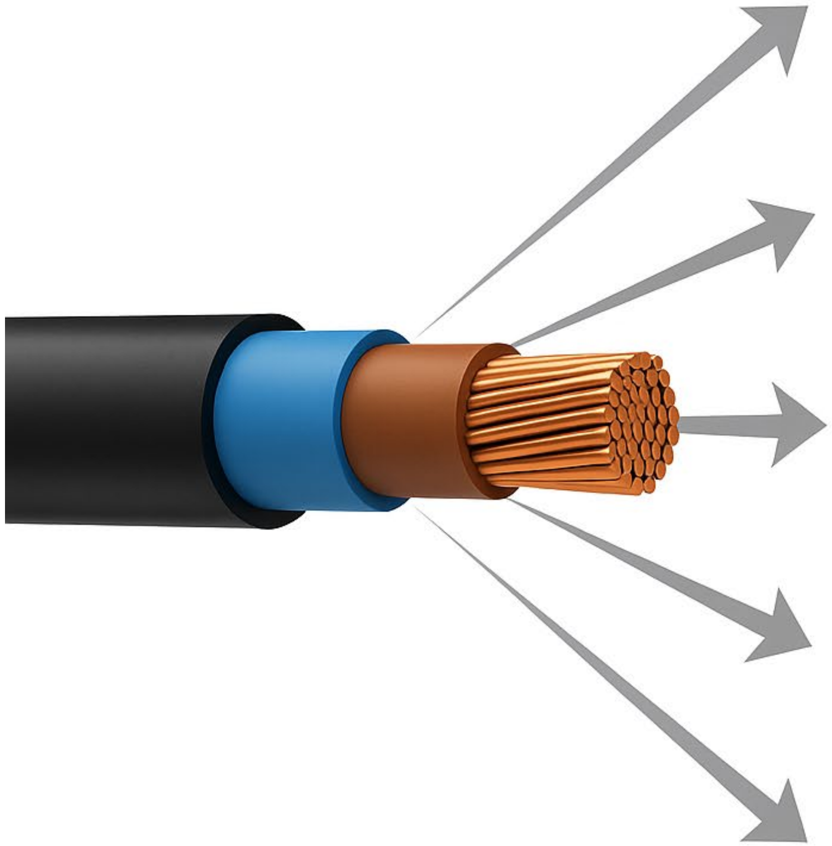
Increased Central Govt. Capex:

Central government capex expanded at 30% CAGR from FY20–24 and is budgeted to rise to ₹11.1 trillion in FY25.



Source : MOFSL Cable and Wires Report April 2024

Growth and Demand Drivers



Government Capex Boom
Central govt spending growing 30% CAGR FY20-24; projected ₹11,1 trillion (FY25BE).

Real Estate Expansion
Urban population to hit 37% by '2025; rising nuclear families driving demand

Renewable Energy Push
India targeting 500GW renewable capacity by 2030 → large transmission cable needs

EV Infrastructure Growth
India needs 2.05 million EV charging points by 2030

Rural Electrification Drive
Villages electrified jumped from ~300 (1950) to ~600.000 (2022).

Products

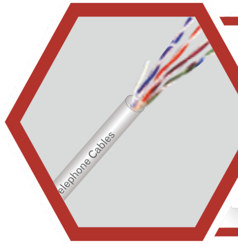
HT POWER CABLES

Up To 66 kV

| **Conductor** : Electrolytic Grade Aluminium / Copper - Class-2
| **Insulation** : XLPE
| **Armouring** : Strip/Wire (Steel/Alumn)
| **Sheath** : PVC ST- 2 (FR/FR-LSH)
| **Product Range** :
- Single Core - Up to 1000 sq mm
- Three Core - Up to 400 sq mm

| **Specifications** : IS-7098(Pt-2 & Pt-3), IS-8130 ,IS-5831

TELEPHONE SWITCHBOARD CABLES

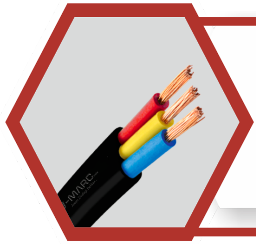


- Designed for Voice Clarity and Elimination of cross talk.
- Low Attenuation Value.
- High Speed Transmission.
- Long Life

| **Product Range** : 1 Pair Upto 20 Pair
| **Conductor** : Bright Annealed Pure Electrolytic Copper.

No Voice Loss | Fire Retardant | Low Attenution | High Speed Transmission | Zero Noise Level | No Cross Talk

3 CORE FLAT CABLES

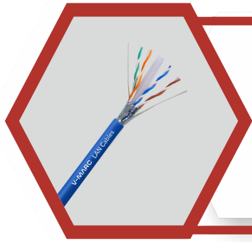


| **Conductor** : Electrolytic Grade annealed bare copper with more than 101% Conductivity.
| **Insulation** : PVC TYPE-A/C/XLPE
| **Sheath** : PVC ST-1/2 (FR/FR-LSH)
| **Product Range** : Up to 95 sq mm
| **Specifications** : IS-694, IS-8130, IS-5831 & Generally -IS-7098 (Pt-I)

MEDIUM VOLTAGE COVERED CONDUCTOR

| **Conductor :** AAAC, AAAC AL-59
: AAAC, Al59 ACS (Water Tight Conductor)
| **Insulation :** XLPE
| **Sheath :** UV Resistant, Anti -Tracking XLPE
| **Specifications :** IS- 398(PT-4) EN-50397-1, SS- 4240813 & SS-4240814

LAN CABLES

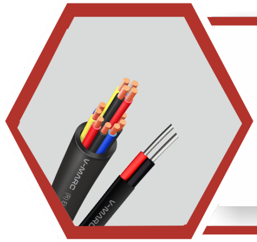


CAT 6 Data Cables

- Low Attenuation

| **Conductor** : Solid Annealed Bare Copper.
| **Specification** : EN-50173, IEC-11801 & TIA/EIA 568 B-2

PVC MULTICORE CABLES



PVC Round Flexible And Other Cables
Up To 1100 Volt

| **Conductor** : Aluminium/Copper- Class-1/2/5
| **Insulation** : PVC TYPE-A/C/D
| **Sheath** : PVC TYPE -ST-1/2/3 (FR/FRLSH)
| **Product Range** :
- Single Core -Up to 630 sq mm
- 2/3/4 Core -Up to 300 sq mm
- Twenty Five Core- up to 2.5 sq mm

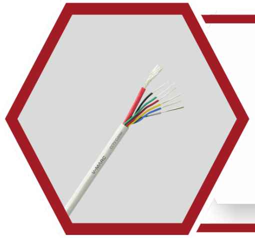
| **Specifications** : IS-694, IS-8130, IS-5831

LT/HT A B CABLE

Up To 11 kV(E)

| **Conductor** : Electrolytic Grade Aluminium and All Aluminium Alloy
| **Insulation** : XLPE/PE
| **Sheath** : PVC ST-2/ H D P E
| **Product Range** : Up to-185 sq mm bare / insulated messenger
| **Specifications** : Generally IS-14255, IS-7098 (Pt-2), IS-8130

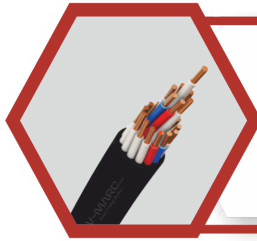
CCTV CABLES



- High Quality & Reliable Transmission of Voice, Video & Data.
- Highly Shock Proof & Durable.

| **Product Range** : CCTV3+1, CCTV4+1
| **Conductor** : Flexible Bare Copper

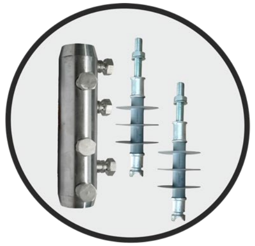
LT POWER & CONTROL CABLES



Up To 1100 Volt

| **Conductor** : Electrolytic Grade Aluminium/ Copper(Bare or Tinned) -Class-1/2
| **Insulation** : PVC Type-A /C and XLPE
| **Armouring** : Strip/Wire (Steel/Alumn)
| **Sheath** : PVC ST-1/2 (FR/FR-LSH)
| **Product Range** :
- Single Core - Up to 1000 sq mm
- 2/3/4 Four Core - Up to 630 sq mm
- 61 Core - Up to 2.5 sq mm

| **Specifications** : IS-1554, IS-7098, IS-8130, IS-5831



MVCC ACCESSORIES

Products

HRFR MULTISTRAND CABLES

Heat Resistant Flame Retardant Low Smoke With Reduced Halogen Cable Up To 1100 Volt

- **Conductor** :Electrolytic grade annealed bare copper with more than 101%conductivity.
- **Insulation** :PVC HR(FR/FR-LSH)-85°C
- **Product Range** : Up to 300 sq mm
- **Specifications** :IS-694, IS-8130, IS-5831

FLEXI TOUGH eB-HFFR WIRES

- **Conductor** : Copper-Class- 2/5
- **Insulation** :HFI-TP70 / HFI-XL90
- **Sheath** : HFS-TP70 /HFS-XL 90
- **Product Range** :
  - Single Core -- Up to 300 sq mm
  - 2/3/4 Core -- Up to 300 sq mm
  - Up to 61 CORE -- Up to 2.5 Sq mm
- **Specifications** : IS-17048 , IS-8130

DISTRIBUTION BOX

Smart Features & Benefits:

Enhanced Aesthetics:

- The aesthetically designed front fascia of the DB adds an alluring dimension to the living space.
- A distribution board that you no longer need to hide.
- Marking on sides for perfect installation.
- Power coated, aesthetically common design.

FR MULTISTRAND CABLES

Flame Retardant Cable Up To 1100 Volt

- **Conductor** :Electrolytic Grade annealed bare copper with more than 101% Conductivity.
- **Insulation** : PVC -FR 70°C
- **Product Range** : Up to 630 sq mm
- **Specifications** : IS-694, IS-8130, IS-5831

eB⁺POWER CABLES

Operating Temperature: -15°C to 150°C
Short Circuit Temperature: 325°C
Bending radius (min): 12 x Cable Dia
Rated Voltage : 1.1 KV
Test Voltage: 3.0 kV for 5 mins.
Specification: IS:7098 Part-1

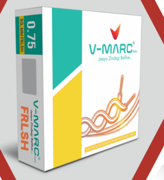
MINIATURE CIRCUIT BREAKER

Miniature Circuit Breaker
MCB- Protect against over load & short circuit fault of 10KA
Range: 06A - 63A
Execution: Single Pole, Single Pole + N, Double Pole, Three Pole, Three Pole +N, & Four Pole.
Specification: IS/IEC60898

Smart Features & Benefits:

- High short-circuit switching capacity
- Low let-through energy
- Longer electrical life through precisely controlled thermal and magnetic tripping
- Mid knob design for speedy action.
- Positive contact indicator.
- Operating temperature - 30C to 70C.

FRLSH MULTISTRAND CABLES



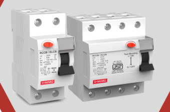
Flame Retardant Low Smoke Cable With Reduced Halogen Up To 1100 Volt

- **Conductor** :Electrolytic Grade annealed bare copper with more than 101% Conductivity
- **Insulation** : PVC -FR-LSH 70°C
- **Product Range** : Up to 300 sq mm
- **Specifications** : IS-694, IS-8130, IS-5831

D C SOLAR CABLES

- **Conductor** :Electrolytic Grade annealed Tinned copper Class-5
- **Insulation** : TYPE-C
- **Sheath** : UV RESISTANT PVC ST-2
- **Product Range** : Up to 400 sq mm
- **Specifications** : Generally IS-694, IS-8130, IS-5831

RESIDUAL CURRENT CIRCUIT BREAKER



Residual Circuit Breaker RCCB- Static Series
Range: 06A - 63A
Execution: Double Pole, Four Pole
Specification: IS/I2640, IEC/ 61008

Smart Features & Benefits:

- For humans, fire protection against earth leakage.
- Current sensing technology
- AC class protection
- Earth fault indicator & test button

V-MARC ACCESSORIES

WARM buddy GEYSER

MODULAR SWITCHES

Clients

New Site Under Development

- Acquired strategic land parcel adjacent to existing facility to enable seamless expansion and operational synergies
- Development underway (left: March FY24, right: March FY25); completion targeted for H2 FY26 with contribution starting towards end of FY26.

Outlook:

Revenue

- We maintain our guidance of 40–50% revenue growth for FY26, supported by expanded production capacity, sustained product innovation, and an enhanced distribution network. Our growth trajectory remains firmly on track.

Margin

- We reiterate our commitment to sustaining EBITDA margins in the range of 11–12% over the coming years. This is underpinned by a sharpened focus on high-margin products, retail segment, deeper backward integration, ongoing operational efficiencies, and strategic R&D investments.

Capacity

- Our capacity expansion plans remain on schedule, with a clear path toward achieving 7 lakh kms in production capacity over the next five years—up from 1.69 lakh kms in FY25. This expansion will strengthen our ability to meet growing demand, diversify our product offerings, and deepen geographic penetration.

Board Of Directors

Mr. Deepak Prabhakar Tikle
Executive Director

32 years of experience in Profit Centre Operations, Sales & Marketing, Plant Management, Business Development, and Channel Management & Team Management. He has Handled business of Final distribution products, Sales & Marketing for Pan India with team of 60+ person and 300 Plus dealers. Responsible for Trade, Projects and Institutional sales.

Holds degree of MBA (Marketing) from University of Pune and B.E (Electronic & Telecommunication) from Amravati University

Mrs. Meenakshi Garg
Non-Executive Director

Associated with the company from last 12 years.

Holds Bachelor of Commerce degree from Delhi University.

Mr. Vikas Garg
Promoter Chairman & Managing Director

Having experience of more than 2 decades in the field of electric cable and wire industry.

Responsible for overlooking the technical operational strategies and making plans of the company

Mr. Ranjeet Kumar Tibrewal
Independent Director

He is a practicing Chartered Accountant with a vast experience of 19 years in the field of business and finance, auditing, taxation, financial and general management which also include financial reporting, consulting, corporate finance, or accounting systems and processes.

Mr. Raj Kumar Pandey-
Independent Director

He is having experience of more than 12 years in the Corporates.

He was associated with the Patanjali Food & Herbal Park Private Limited for around 10 years in leadership roles in establishing the Mega Food park, Scheme of Ministry of Food Processing Industries.

He holds a degree of Company Secretary from ICSI

Management Team

Mr. Sanjiv Kumar
Chief Financial Officer
(effective June 26, 2024)

Mr. Sanjiv Kumar is a Chartered Accountant in whole time employment with a vast post qualification experience of 25 years in managing large manufacturing organizations. Further he is having rich experience in all gamut of Finance, Accounts, Taxation, Strategic & Financial Planning, Positioning of Funds and treasury Management, Auditing, MIS Development, Risk Management and Statutory Compliances, implementation of SAP and SOPs.

He is a fellow member of Institute of Chartered Accountants of India.

Mr. Neeraj Kumar Khatod
Zonal Manager
Sales & Marketing

20+ year of experience in Sales & Marketing in Wires & Cables Industry. He Holds BE from Government Engineering Collage Raipur, MBA (Marketing) from Barkatullah University, M.P.

He has worked with many well-known companies such as RR Kabel Ltd, Finolex Cables Ltd, Ravin Cables Ltd and General Cables in leadership role in establishing Markets.

He is responsible for marketing strategy and to increase the presence of company in various states.

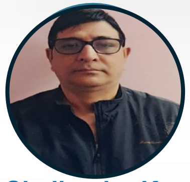
Mr. Pawan Kumar Jain
Vice President
International Business

Bringing over 33 years of extensive experience and expertise in the industry, with prior roles at Laser Power & Infra, Swastik Polyvinyls, BLS Polymers, KLJ Polymers, and others. Has deep knowledge in polymer and chemical operations. Holds a Bachelor of Science degree from Government College, Kota. Based at the Dhanauri Plant, Haridwar.

Mr. Anuj Ahluwalia
Company Secretary cum
Compliance Officer

He is a Company Secretary in whole time employment with a vast experience of 10 years in the field of Companies Act 2013, SEBI (Listing Obligation Disclosure Requirements) 2015 and handling all types of Secretarial work, Listing Agreement and Compliance of the Company.

He holds CS Professional Degree from ICSI and B.com Degree from Dr. B.R. Ambedkar University, Agra



Mr. Shailendra Kumar Pandey
Senior General Manager - Operations

Bringing over 28 years of experience in Production & Operations, with expertise across leading cable manufacturers. Has held key roles at Dynamic Cables, Apar Industries, Havells, and others. Specializes in driving operational excellence and capacity expansion. Holds a Diploma in Electrical Engineering from Govt. Polytechnic, Faizabad.

Mr. Anurag Madan
Vice President - Sales & Marketing

Mr. Anurag Madan holds PGDM (Marketing) Degree from Symbiosis International University, Pune.

He has 27 years of experience in Sales & Marketing, Business Development and a gamut of experience in segments of Retail, Institutional & Projects. He has previously worked for HPL Electric & Power Limited, ABB Limited & Havells India Limited.

Mr. Vijay Bhatt-General Manager
Sales & Marketing

15+ years of experience in Sales & Marketing in Wires & Cables Industries.

He is responsible for Sales & Marketing in governments departments and public sector undertaking Companies.

Mr. Suresh Chandra Chandola-
General Manager, Quality & Controls

He is having experience of more than 32 years in the cable & wires industry. He holds diploma in engineering from Board of Technical Education, UP.

He is responsible for product quality assurance as per BIS & International Standard.

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THANK YOU

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