Date- July 31, 2026

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai-400 001

National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex, Bandra (East)
Mumbai- 400051

Scrip Code: 540205

Symbol-AVL

Sub:- Submission of Investor Presentation

Dear Sir/Ma'am

With reference to the above captioned subject, please find attached herewith Investor Presentation for the quarter ended June 30, 2026.

This is for your information and record.

Thanking you

Yours faithfully

For Aditya Vision Limited

Akanksha Arya
Digitally signed by Akanksha Arya
Date: 2026.07.31 15:14:58 +05'30'

Akanksha Arya
Company Secretary

ADITYA VISION

....Building relationship through trust

आदित्य विजन

...संबंध भरोसे का!

INVESTOR PRESENTATION Q1 FY27, JULY 2026

Disclaimer

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Certain statements in this presentation concerning our future growth prospects are forward-looking statements that involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The Risk and uncertainties relating to the statements include but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures, climate and general economic conditions affecting demand/supply and price conditions in domestic and international markets. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

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CONTENTS

आदित्य विजन
BIHAR
बिहार
ADITYA VISION
Refrigerator
Washing Machine
JHARKHAND
झारखंड
Refrigerator
AC
Expanding in Jharkhand
ADITYA VISION
LED TV
Microwave
UTTAR PRADESH
उत्तर प्रदेश
Air Purifier
Serving Uttar Pradesh
ADITYA VISION
Cooler
Induction
Induction Cooktop
CHHATTISGARH
छत्तीसगढ़
Growing in Chhattisgarh

Q1FY27: Robust Execution

Execution-Led Growth

Mr. Yashovardhan Sinha

Chairman & Managing Director

Sustained Earnings Momentum

- Revenue grew **26.8% YoY**, EBITDA rose **38.7% YoY**, EBITDA margin improved to **10.4%**, and PAT increased **40.0% YoY**, reflecting strong execution.

Diversified Regional Franchise

- Expanded to **210 stores**, with balanced sale mix across **Bihar (72%)**, **Uttar Pradesh (16%)** and **Jharkhand (11%)**.

Strong Operating Momentum

- SSSG rebounded to **18% in Q1FY27**, while inventory reduced by **Rs. 177 Cr** to **Rs. 663 Cr**, reflecting efficient working capital management.

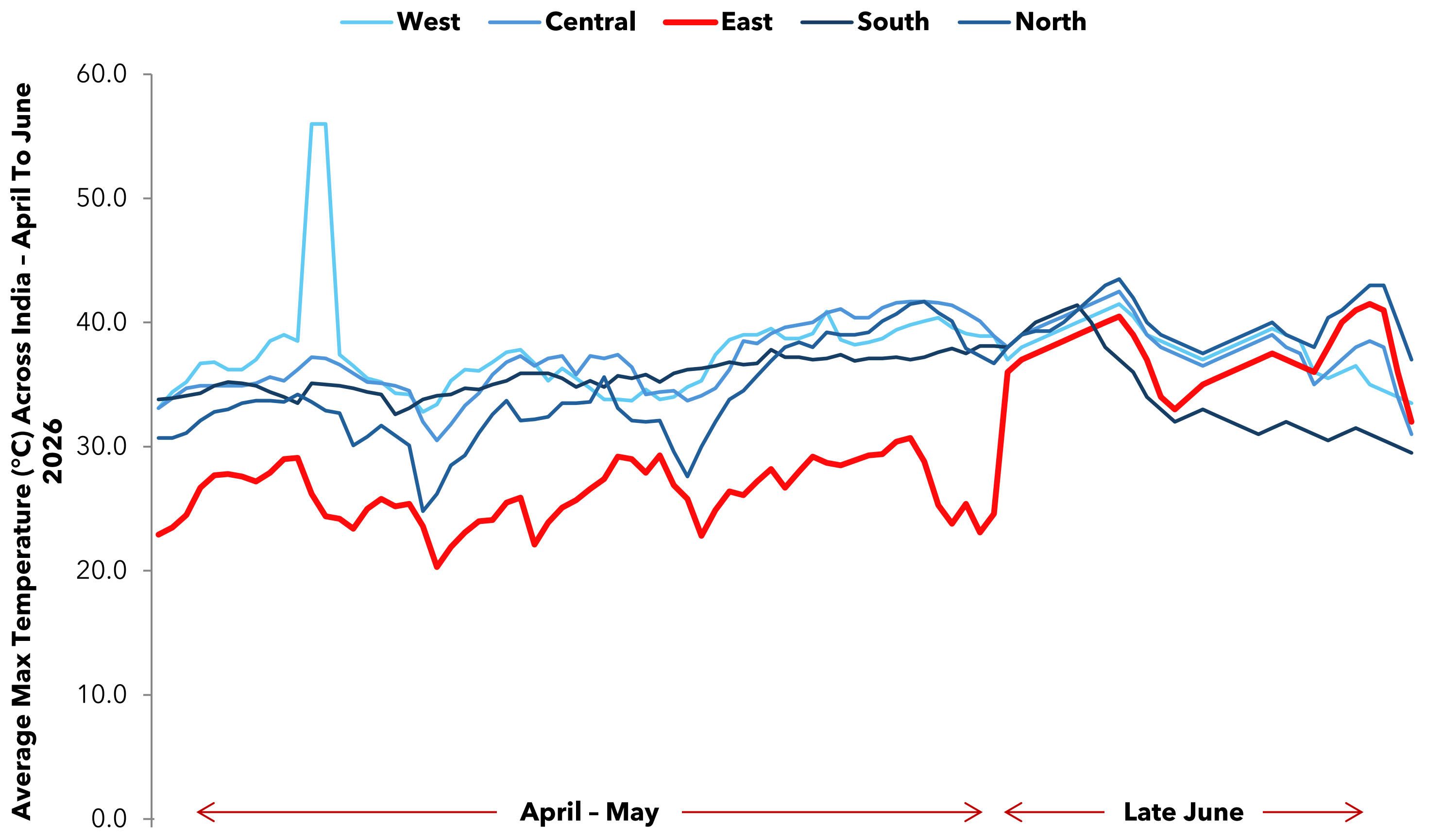
Expanding the Growth Runway

- Expanded into **Chhattisgarh**, with planned entry into **Madhya Pradesh** and select peripheral markets of **West Bengal** in FY27.

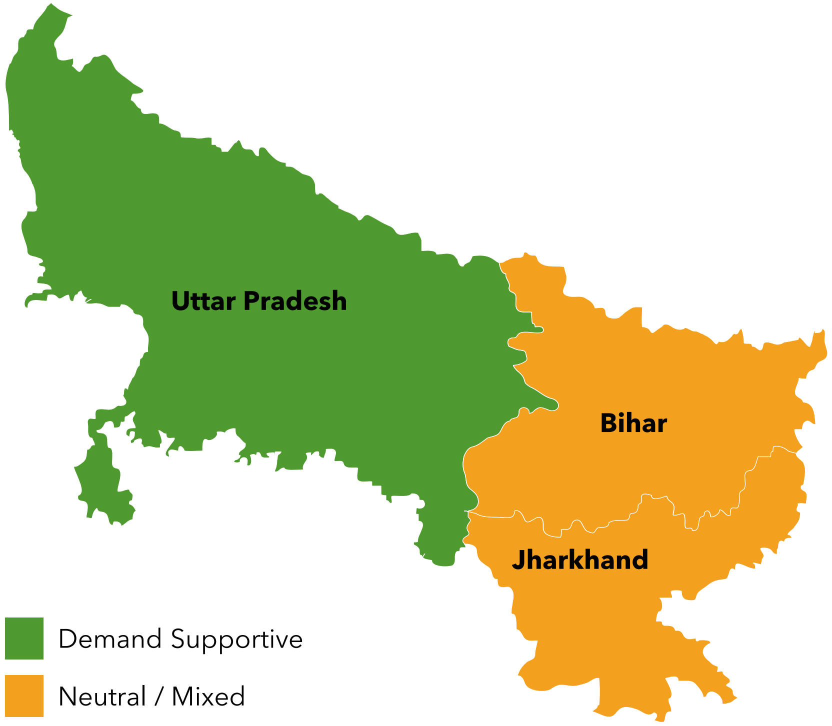
Demand Environment Remained Challenging

East India saw weaker temperatures, while UP's strong heat supported resilient sales performance

East remained 5-8°C cooler than North/Central during most of April & May; Temperatures improved late June



Geographic Mix Favors Aditya Vision



UP recorded higher and more sustained maximum temperatures supporting strong cooling demand

Bihar & Jharkhand experienced intermittent rain & lower peak temperatures leading to softer demand

Source: *IMD, Multiple Media Sources, Phillip Capital India Research*

Real Bharat, Real Impact

Sentiment, not income, became the key constraint

1 **Interpreting Public Messaging on Gold as a Cue to "Spend Less, Save More"**

BBC

Why Modi wants Indians to buy less gold and take fewer foreign holidays

Narendra Modi is asking Indians to tighten their belts in ways not seen since the pandemic

2 **LPG Cylinder Availability Concerns shortages shifted spending toward necessities**

NDTV

Domestic LPG Prices Raised By Rs 29, Second Hike Since US-Iran War Started

The price of a 14.2-kg LPG cylinder in Delhi will rise to Rs 942 from Rs 913 with effect from today

Press Trust India | India News | Jun 07, 2026 06:52 IST

3 **Petrol Pump Limit on Purchases (> Rs.1,000) perceived as fuel supply uncertainty leading households to preserve cash**

PATNA PRESS
BRINGING BIHAR CLOSER TO YOU

Petrol Crisis Deepens in Bihar: Fuel Limits Imposed at Several Pumps, Bikes Restricted to Rs 200 Worth of Petrol

Petrol pumps in several parts of Patna have imposed fuel rationing amid reported supply disruptions, limiting sales to Rs 200–Rs 300 for two-wheelers and Rs 1,000–Rs 1,500 for cars, leading to long queues and public inconvenience.

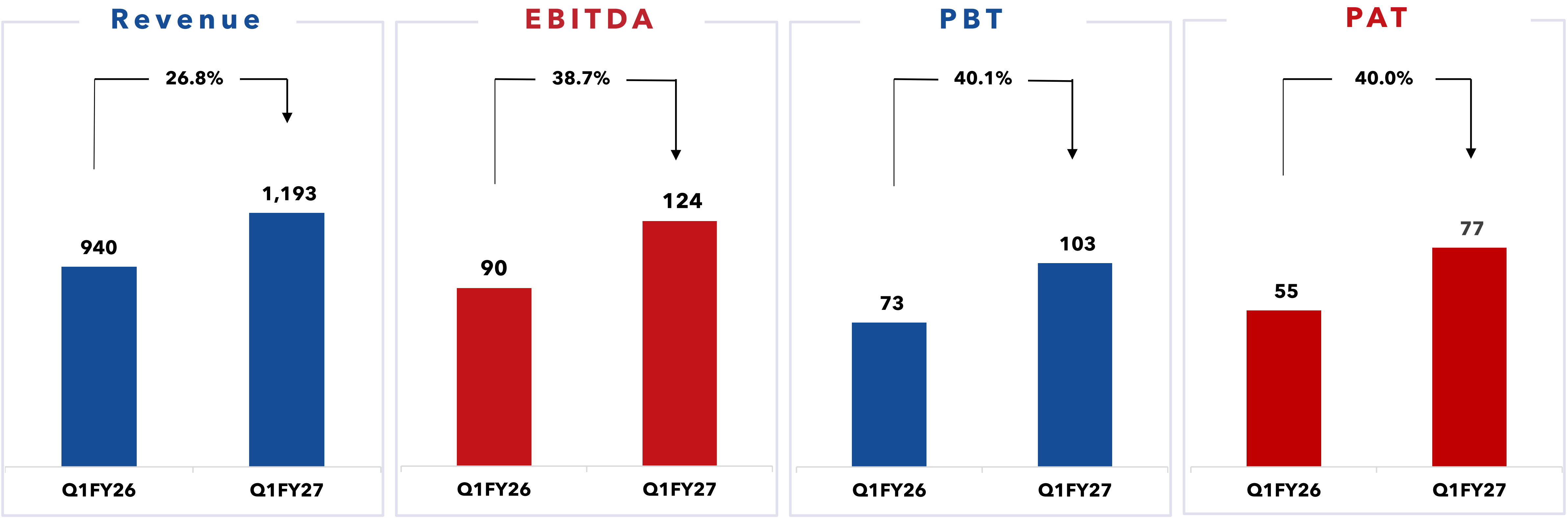
Source: *Media Sources – BBC, NDTV, Patna Press*

Financials: Consistent Compounding

Gaining market share

(Rs. Cr)

Q1FY27



Margins → 9.5% 10.4% 7.8% 8.6% 5.9% 6.5%

Q1 FY27 Financial Performance

Particulars (Rs. Cr)	Q1FY27	Q1FY26	YoY%	Q4FY26	QoQ%
Revenue from Operations	**1,193**	**940**	**26.8%**	**625**	**90.8%**
COGS	1,001	796	25.7%	525	90.7%
Gross Profit	**192**	**144**	**33.1%**	**100**	**91.6%**
Gross Margin %	*16.1%*	*15.3%*	*75 bps*	*16.0%*	*7 bps*
Other Expenses	67	54	23.7%	50	35.8%
EBITDA	**124**	**90**	**38.7%**	**51**	**146.4%**
EBITDA Margin %	*10.4%*	*9.5%*	*89 bps*	*8.1%*	*235 bps*
Depreciation	12	9	34.6%	11	16.4%
Profit Before Interest & Tax	112	81	39.2%	40	181.1%
Interest	11	9	28.7%	11	0.6%
Other Income	2	2	25.6%	2	0.5%
Profit Before Tax	**103**	**73**	40.1%	**31**	**235.2%**
Tax	26	18	**40.6%**	9	186.4%
Net Profit	**77**	**55**	*40.0%*	**22**	**255.4%**
PAT Margin (%)	*6.5%*	*5.9%*	61 bps	*3.5%*	*300 bps*
Diluted Earnings Per Share (Rs)	5.97	4.27	39.8%	1.68	255.4%

The Hindi Heartland Playbook to cover 31% of India's population

State-by-State Conquest

Till FY21	FY22	FY23	FY26	FY27
Bihar Founding state	**Jharkhand Entered FY22**	**Uttar Pradesh Entered FY23**	**Chhattisgarh Entered FY26**	**Madhya Pradesh & West Bengal Planned entry**
120 STORES	**33 STORES**	**54 STORES**	**3 STORES**	
(Present in 73 cities in all 38 districts)	(In 25 cities; 22 Districts covered out of 24 Districts)	(In 30 cities; 30 Districts covered out of 75 Districts)	(In 3 cities; 2 Districts covered out of 33 Districts)	

People living in Bihar, Jharkhand, UP & Chhattisgarh constitute ~31% of India's Estimated Population

Bihar:	Uttar Pradesh:	Jharkhand:	Chhattisgarh:
13 Cr	**24 Cr**	**4 Cr**	**3 Cr**

Zero Store Closure since Inception

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CONTENTS

Aditya Vision at a Glance

Patna Headquarters

210 Showrooms As on 30th Jun	**4,420+** Avg store size (sq ft)	**~9.3** Lakh Sq ft Retail footprint as of Q1 FY27

50%+ Mkt Share
In Bihar as per Crisil Report

Largest Electronic Retailer
in Jharkhand

1st Consumer Electronics Retailer
To be listed

100% Retail
Sales

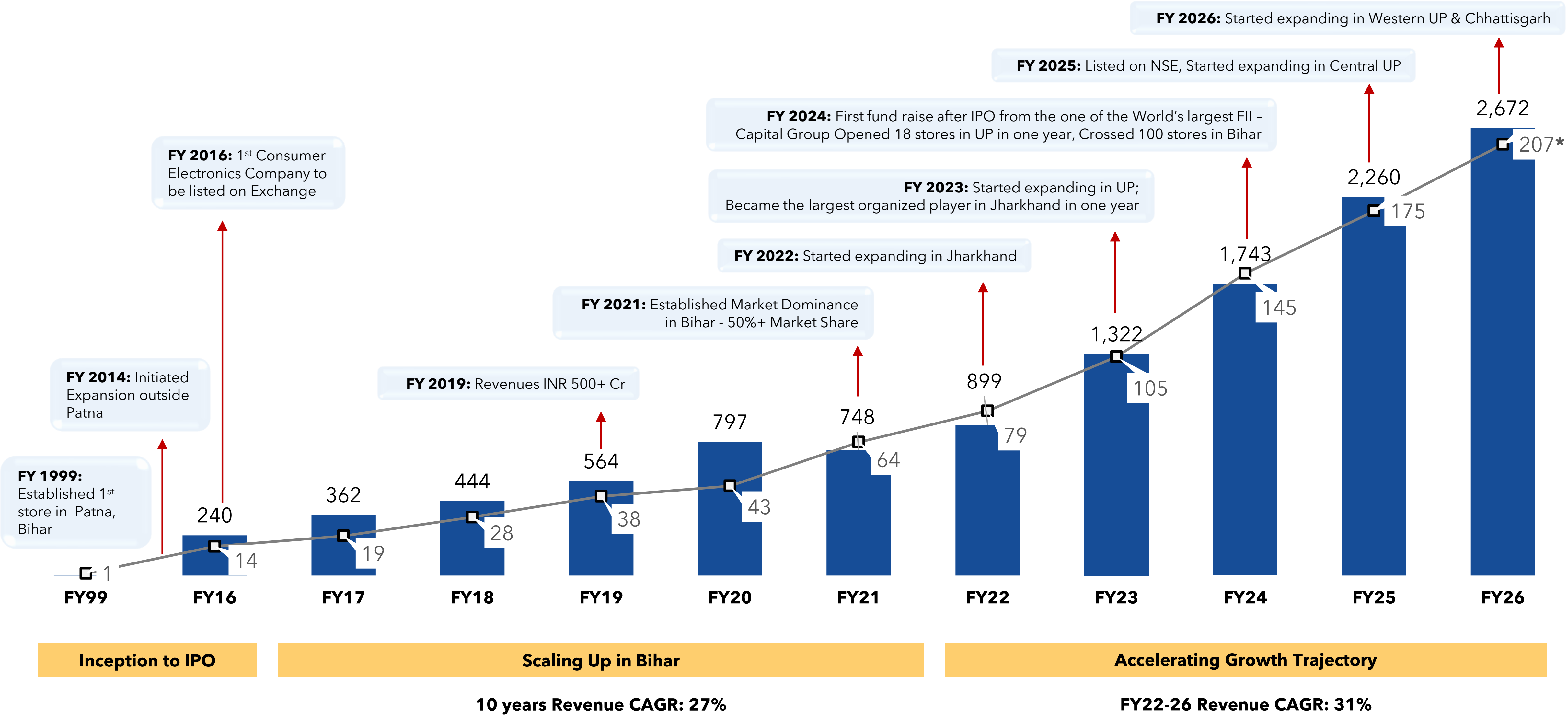
100+
Long Term Relationships with OEMs

2016
Listed on BSE

2024
Listed on NSE

Televisions | Refrigerators | Washing Machines | Air Conditioners | Home Theatres | Cooktops | Soundbars | Microwaves | Chimneys | Mobile Phones & Tablets | Cameras

Aditya Vision – Sambandh Bharose ka



* **210 Stores** as on 30th June, 2026

Unique Business Model

OEM Supply

- 85% Direct OEM Supply leading to higher margins
- 15% Distributors/C&F Agents
- Long-term relationships with 100+ brands
- No private labels

Customer Service

- Aditya Seva - One-stop solution for after-sales services
- Aditya Suraksha - Allows customers to enjoy an extended warranty
- Customer Loyalty Reward Program - Buy & Win since 2012

Strong Financial Management

- Low debt balance sheet
- Operates on a cash - and-carry model
- Efficient inventory management and high cash reserves

Expanding Footprint

- Bihar - 120 stores
- Jharkhand - 33 stores
- Uttar Pradesh - 54 stores
- Chhattisgarh – 3 stores

Store Unit Economics At A Glance

Rs 80-90 lacs
Average Capex per Store

210
Stores in Bihar + Jharkhand + UP + Chhattisgarh

13-15%
Gross Margin Range

Rs 2.75 - 3.00 Cr
Average Working Capital per Store

6 - 12 months
Average Store Level Break Even

3 years
Payback Period

Rs 1.11 Cr (in FY26)
Productivity Per Employee*

Rs 41,000+
Revenue Per Sq Ft for FY26**

Rs 1,900+
Average PBT per Sq Ft for FY26***

*Computed for employees with at least 12 months of tenure

**Computed based on gross sales for stores that have completed at least 12 months of operations as of March 31, 2026. Gross sales are inclusive of GST, which was revised during the year

***PBT is computed on average retail space of the company for FY26

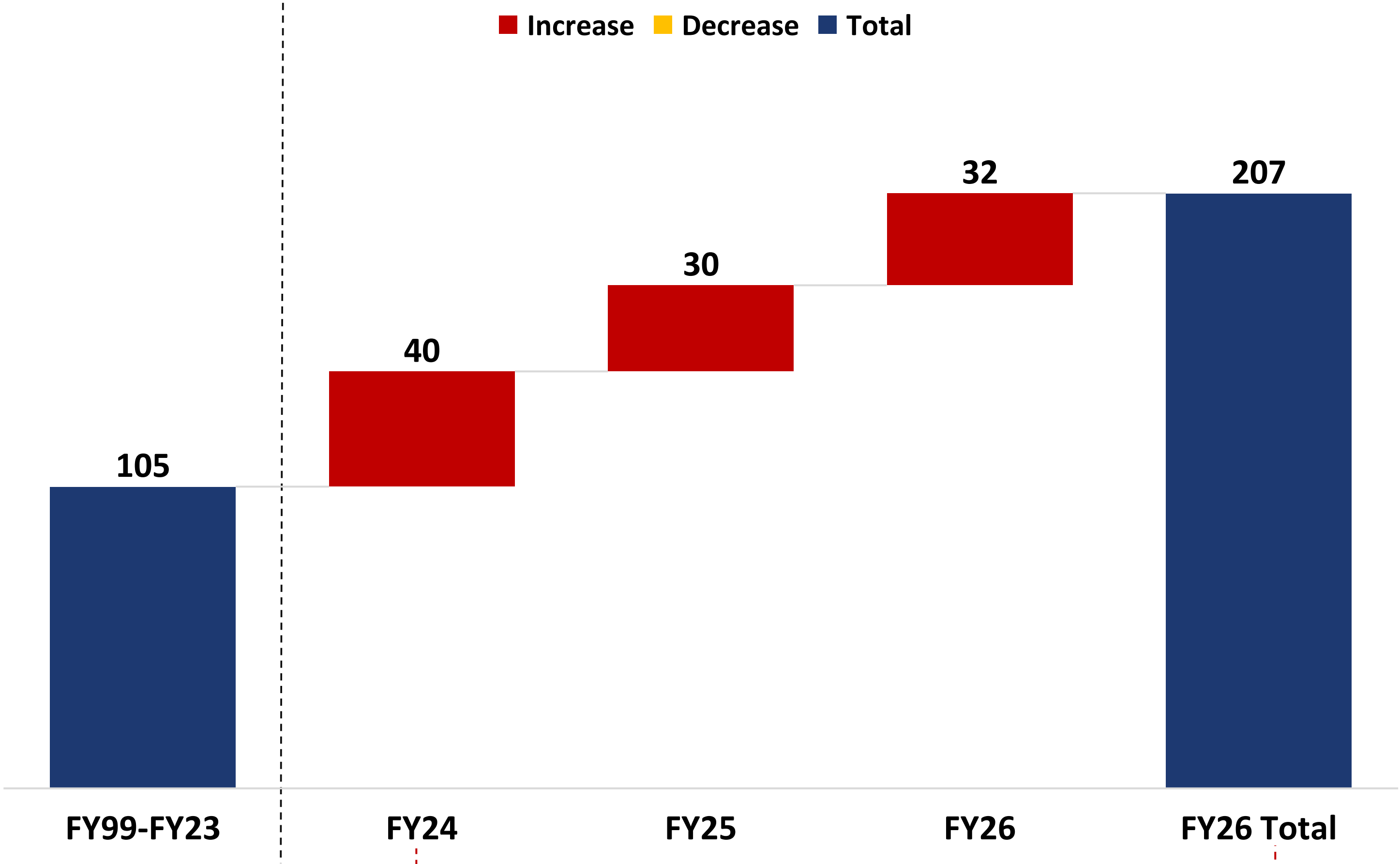
2X stores in Just 3 Years.

Doubling in 3 Years – and why profitability will follow

Our Store Growth Journey

FY99–FY23 | 24 YRS

FY24-FY26 | JUST 3 YEARS



+102 Stores added in FY24–FY26 (in just 3 years)

OPEX IMPACT (SHORT TERM)

New stores take ~3 years to mature

YEAR 1

Setup & Ramp-up | Achieving breakeven

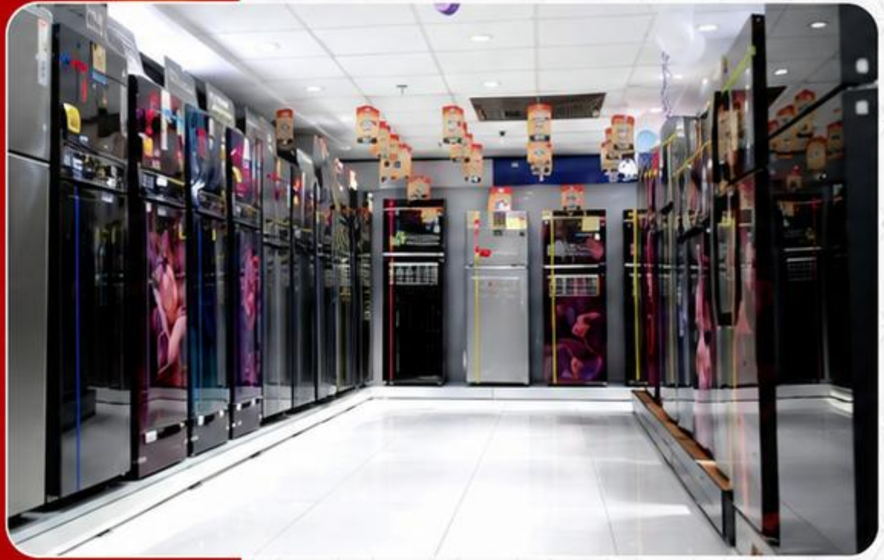
YEAR 2

Growth Phase | Profitability improves

YEAR 3

Path to Maturity | Profitability normalizes

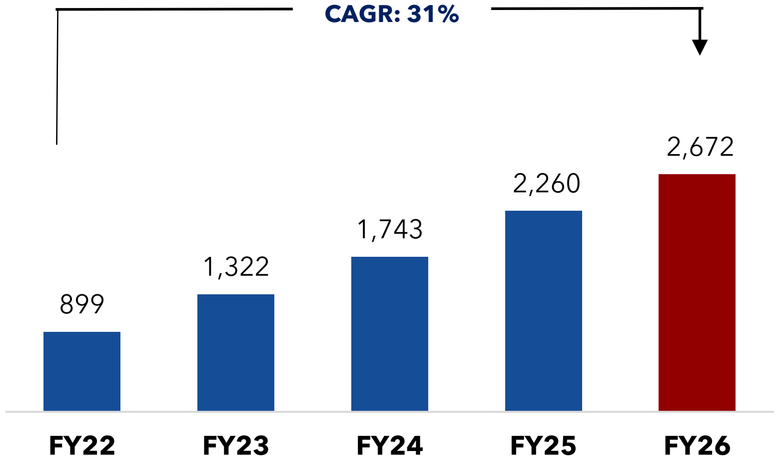
CONTENTS



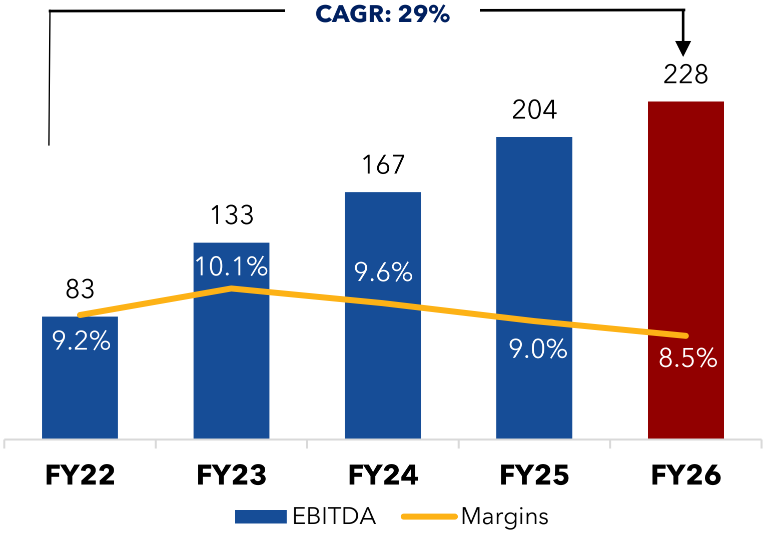
Historical Financial Highlights

(Rs. in Cr)

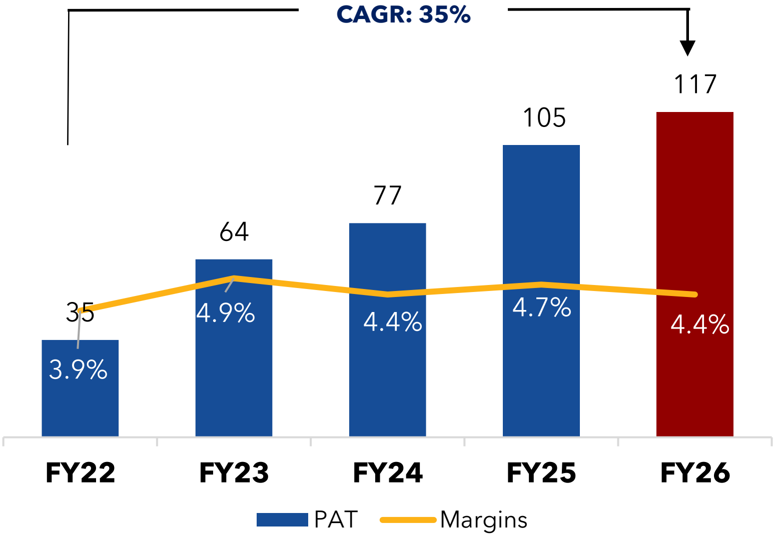
Revenue



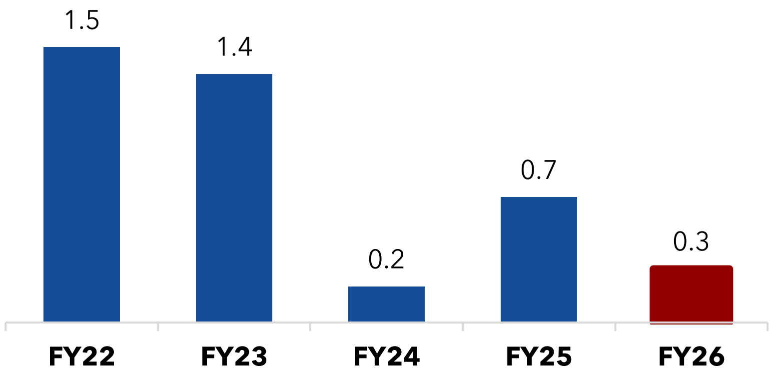
EBITDA & EBITDA Margins



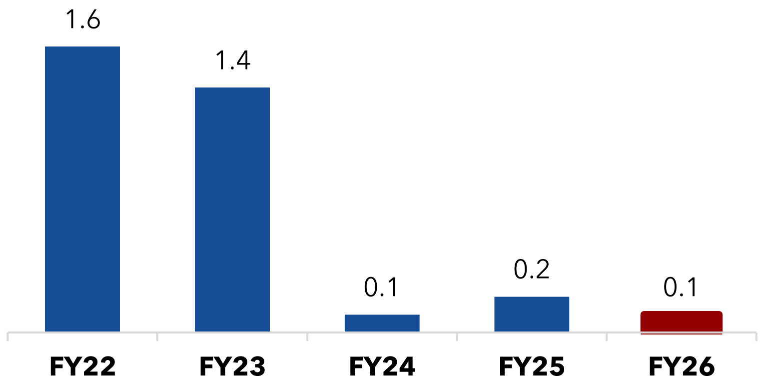
PAT & PAT Margins



Net Debt to EBITDA (x)

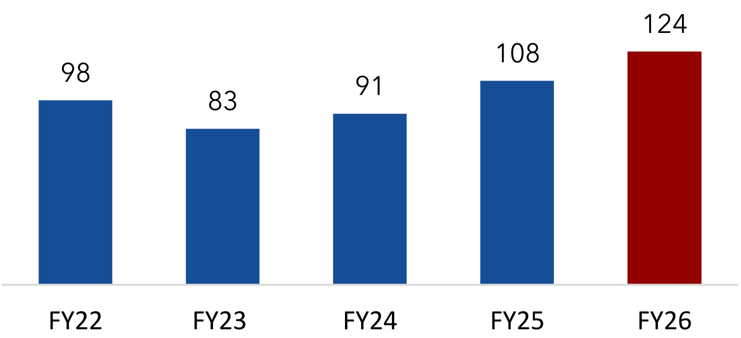


Net Debt to Equity (x)

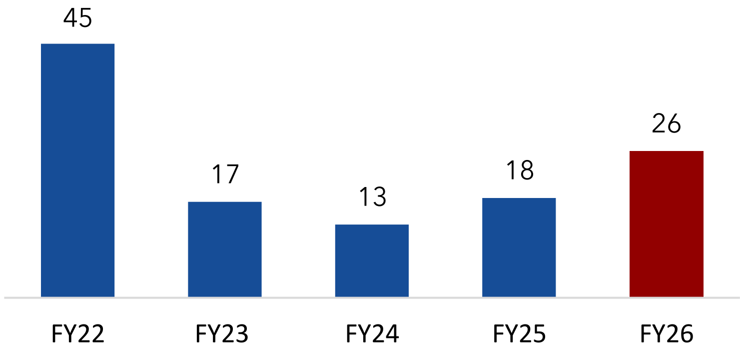


Historical Annual Financials and Operational Performance

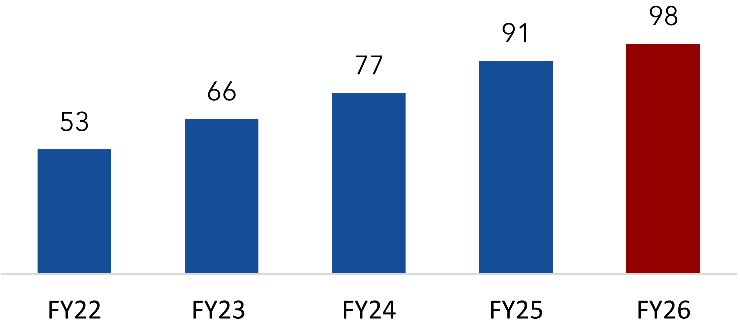
Inventory Days**



Payable Days**

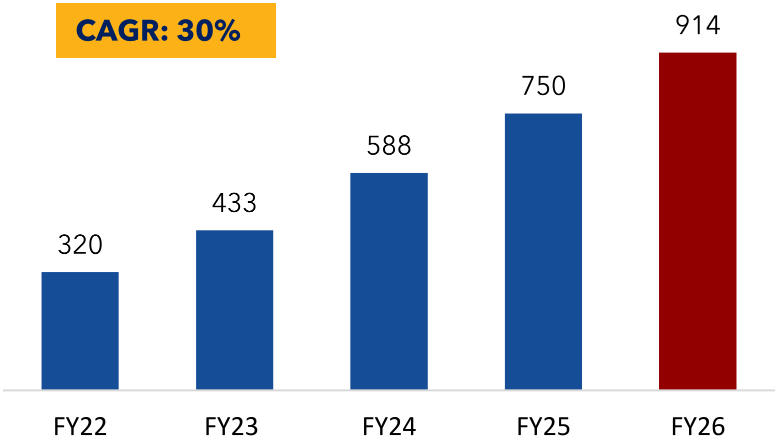


Working Capital Days

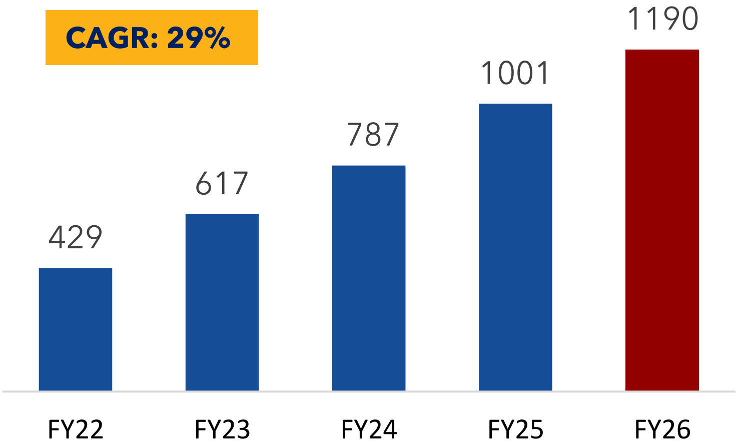


*Receivable Days are less than 0 since the Company has negligible Trade Receivables
**Payables & Inventory Days is calculated based on Purchases and Cost of Goods Sold respectively

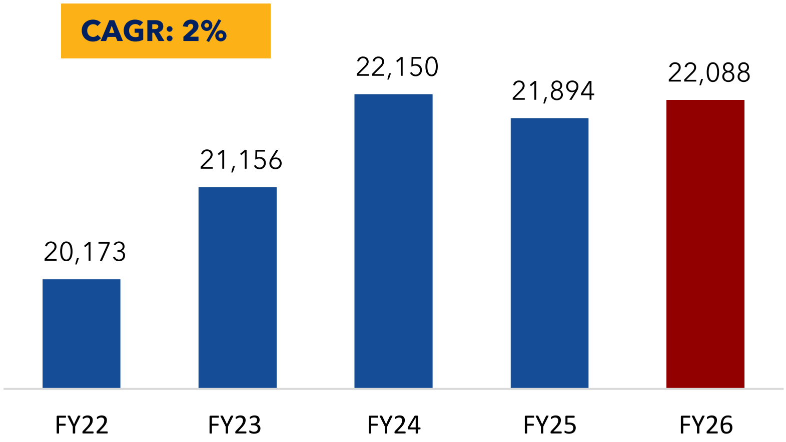
Retail Footprint (Sq ft in 000)



Bill Cuts (Nos. in Lacs)



Average Selling Price (Rs.)



**FY22 was Pandemic year

CONTENTS

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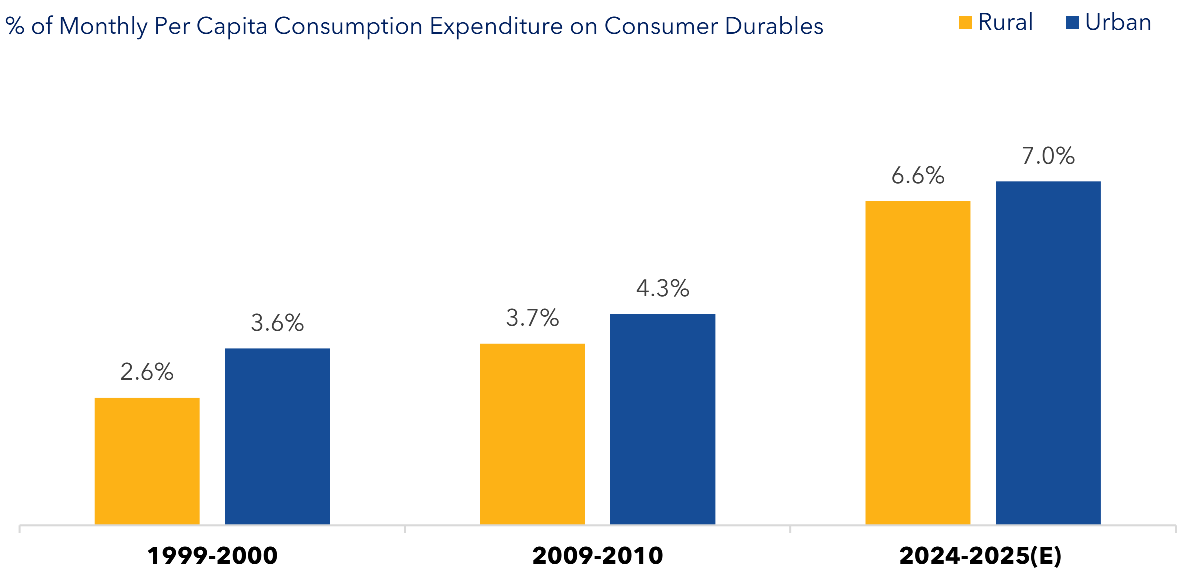
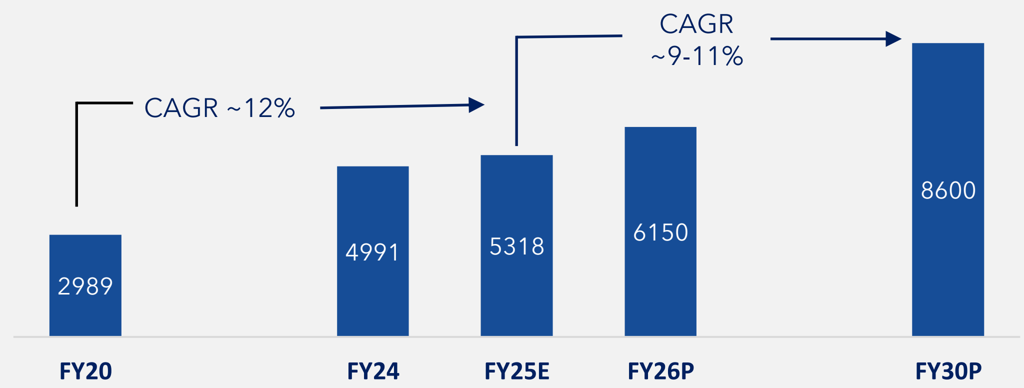
Powering India's Retail Surge: Driving Consumer Spending Growth

Increased household spending on consumer durables over the years



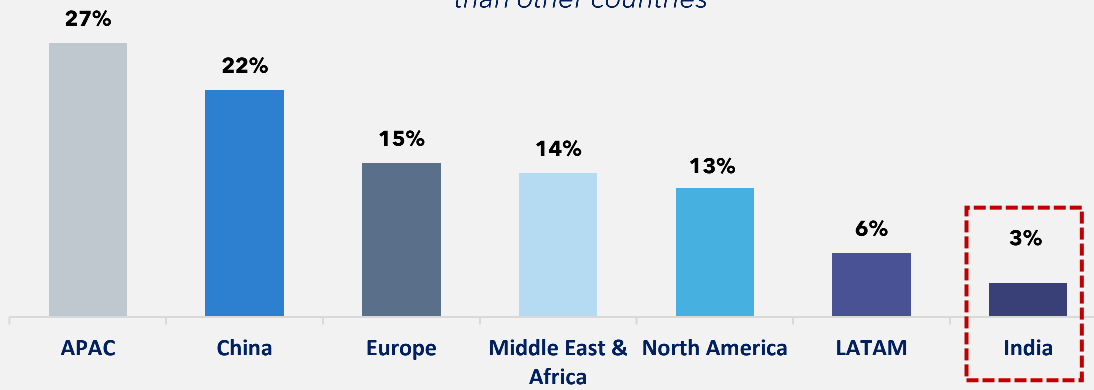
Indian Consumer Durables Market Growth (Rs Bn)



Source: Crisil Intelligence

Global Consumer Durables Market Penetration (CY25E - *Market Size – $1.29 Tn)*

India's consumer durable penetration of 3% significantly lower than other countries



Source: F&S, CRISIL Research, MoSPI

- According to the CMS consumption Report 2025, average monthly spending on consumer durables soared by 72% in FY25
- Increasing financing options and no cost EMIs helping to boost consumption
- Rising temperatures to have a significant impact on the growth of the consumer durables market, particularly the room Acs and Refrigerators
- Increasing smart appliances adoption in youths and urban areas supporting premiumization

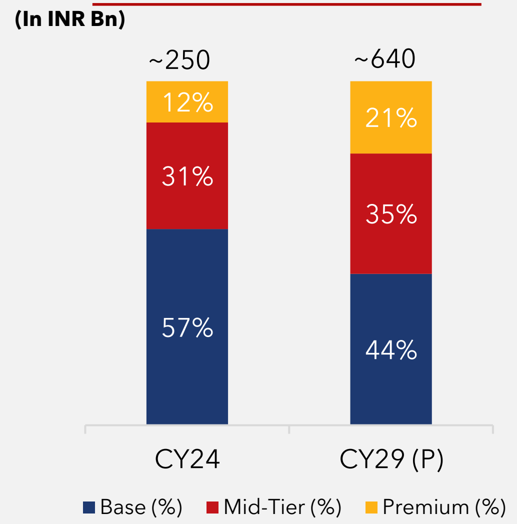
Source: *Media Source – Times of India*

Low Penetration and Rising premiumization is in favor of AVL

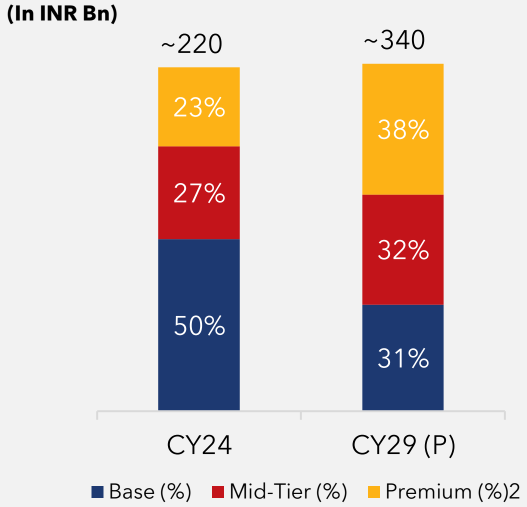
Penetration in India (%)

	Air Conditioner	Refrigerator	Washing Machine	Television	Water Purifier
Current	**~13%**	**~43%**	**~20%**	**~58%**	**~6%**
FY31(P)	**~19-20%**	**~47-49%**	**~25-27%**	**~65-67%**	**~8-10%**

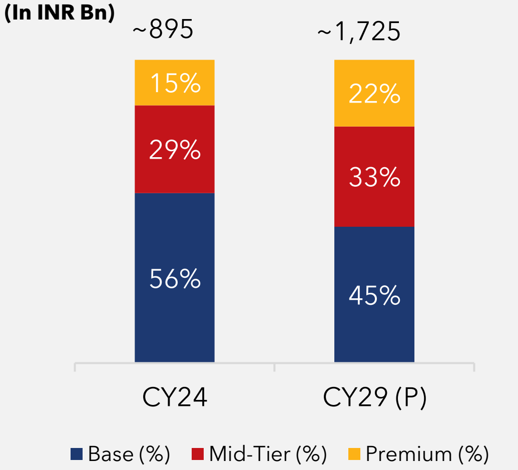
4-star and 5-star Acs with 2 tons capacity higher in demand



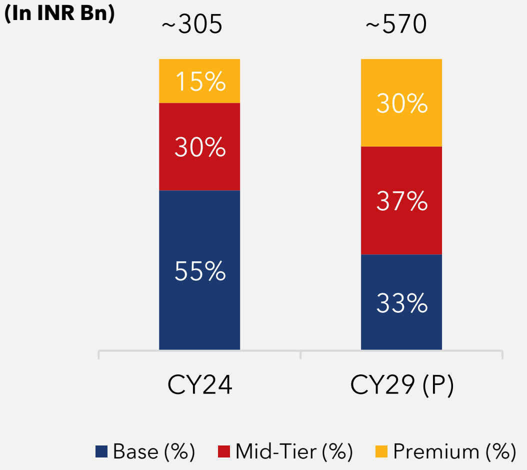
Demand for Fully Automated WMs and Washer Dryers continuously rising



Premium and Mid-tier products growing in the Home Entertainment Market



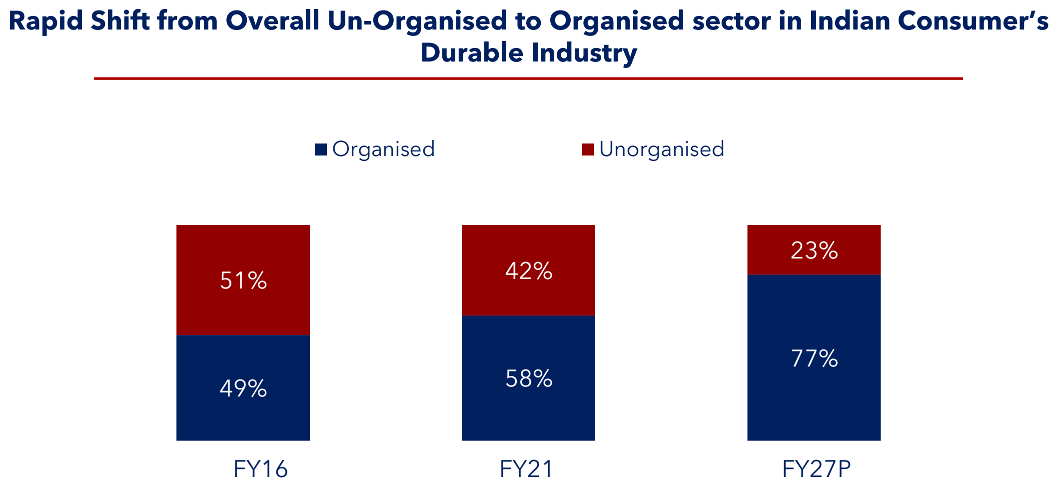
Frost Free Refrigerators & French door/SBS capacity demand on the rise

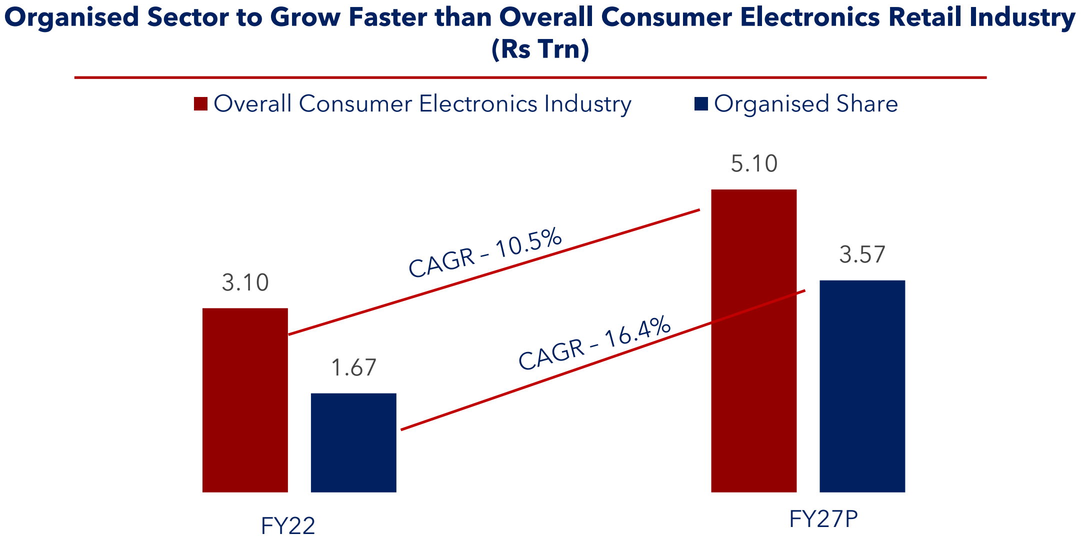


- Premium products are associated with quality, and physical stores help enhancing the perception of a brand by providing a tangible, luxurious environment
- Personalized and high-touch customer experience that brick-and-mortar stores excel at providing
- Good after sale service plays a major role while buying a high-ticket item

Source: CRISIL Research, Technopak report, LG DRHP

Shift from Unorganised to Organised: Aditya Vision is well positioned to benefit





- ➢ Established reputation and reliability influence customers preferences
- ➢ Deeper and Strong relations with OEMs ensures low cost purchasing and higher margins
- ➢ Diverse and latest Product offering ensures strong footfall

Source: CRISIL Research

Hindi Heartland– Engine for Aditya Vision's Sustainable Growth

- Largest state population with **~24Cr** accounting for **~17%** of India's population
- **India's 3rd largest economy** – with **Rs. 30.8 Lakh Crore** – Gross State Domestic Product in FY26
- Outstanding bank credit reached **Rs. 11.74 lakh crore in FY26**, up **11.1% YoY** from **Rs. 10.57 lakh crore in FY25.**
- Targeting to reach **$1 trillion economy by 2027**
- **3rd largest contributor to GST collections in June'26** with Rs. 7,572 crore in revenue
- **Installed power capacity** grew to 39+GW (2025-26)

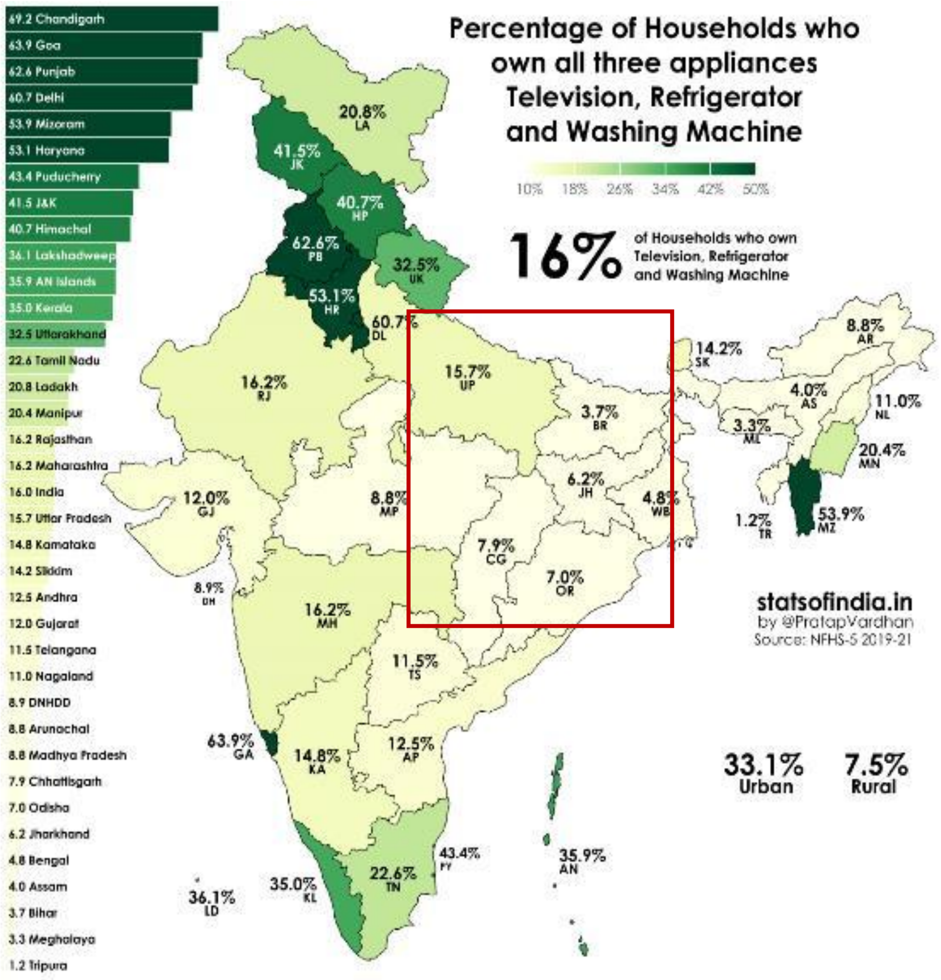
- Bihar is **9%** of India's Population at **13.07cr**; second largest in India population wise
- **Rs. 11,743 Cr** – Budget of Department of Urban Development & Housing
- In the recent Union Budget, govt announced **Rs. 58,900cr** allocation for Bihar's development focusing on infrastructure
- Per capita income increased to **Rs. 84,136 in FY26, up 10.0% YoY.**
- **Rs. 10.97 Lakh Cr** - Gross State Domestic Product (FY26 Budget Estimate)

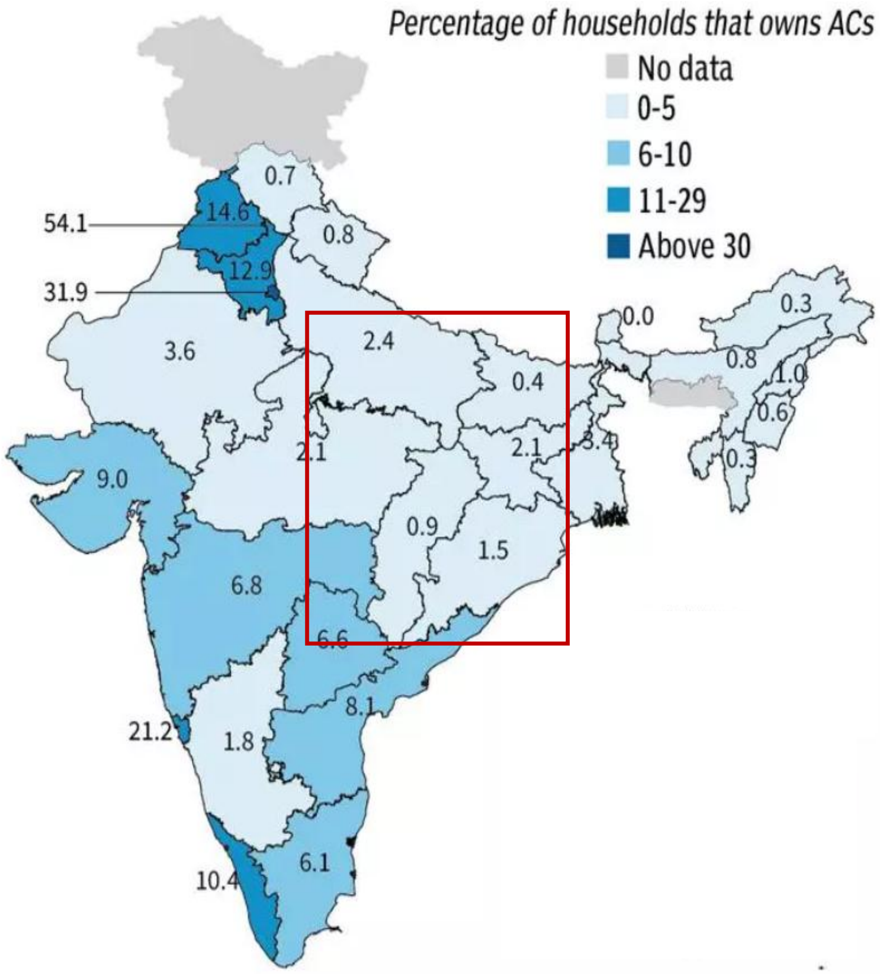
- Cumulative FDI inflows of **US$2.8 bn (as of Mar 2026)**
- Jharkhand's per capita income increased to **Rs. 1,25,248 in FY26** from **Rs. 78,660 in 2021-22**
- **Rs. 5.56 Lakh Cr** gross state domestic product (FY26E)
- **3.9 GW** total installed power generation capacity (as of Jan 2026)

- **~3.1 Cr population**
- **Rs. 6.35 Lakh Cr GSDP** (FY26E); targeting **Rs. 10 Lakh Cr by 2028**
- **Per capita income Rs. 1,79,279 in FY26E-** fastest growing in Hindi belt
- **Rs. 3,00,000 Cr energy sector investment** proposals (Energy Investors Summit 2025)

India's fertility has fallen below the replacement rate **(TFR: 1.9),** while key growth states remain above replacement—**Bihar (2.9), Uttar Pradesh (2.6), Madhya Pradesh (2.4), Chhattisgarh (2.2) and Jharkhand (2.1).**

Market Penetration & Opportunity in Hindi Heartland

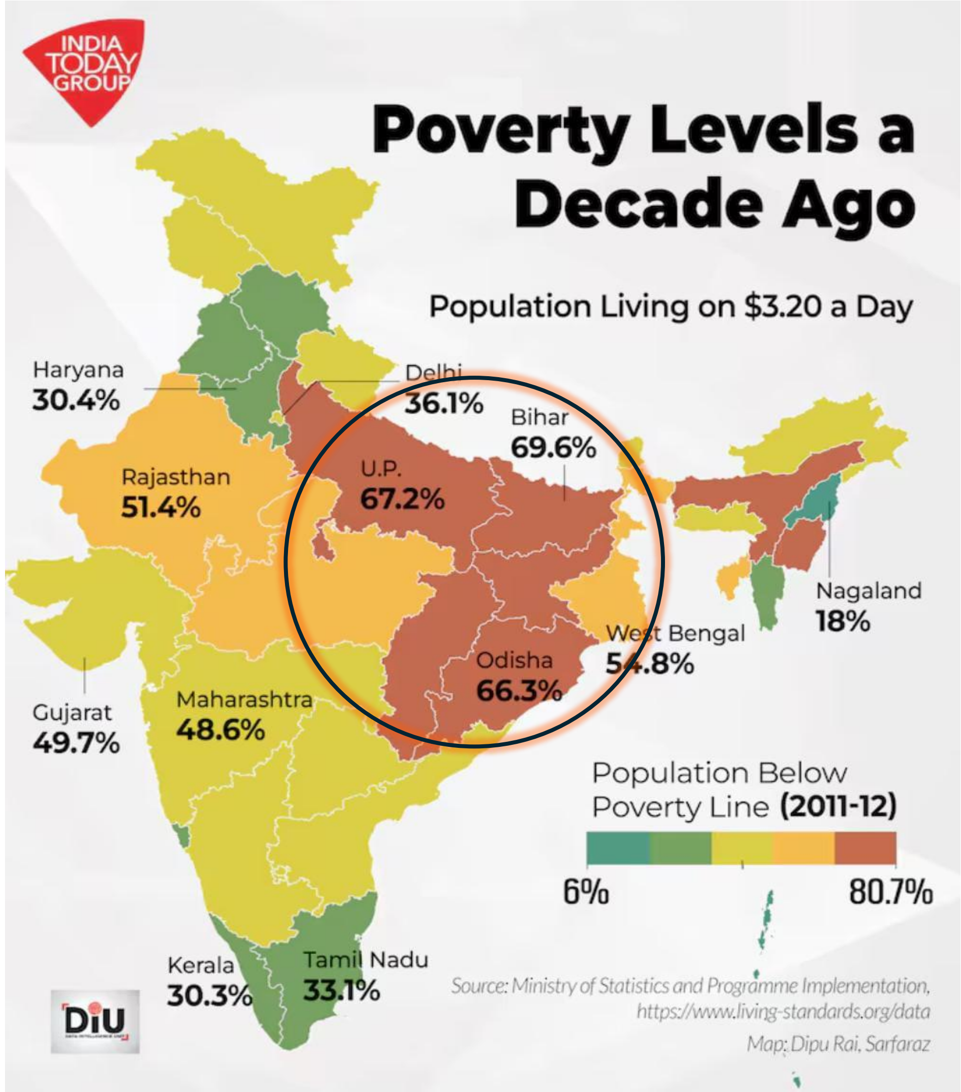


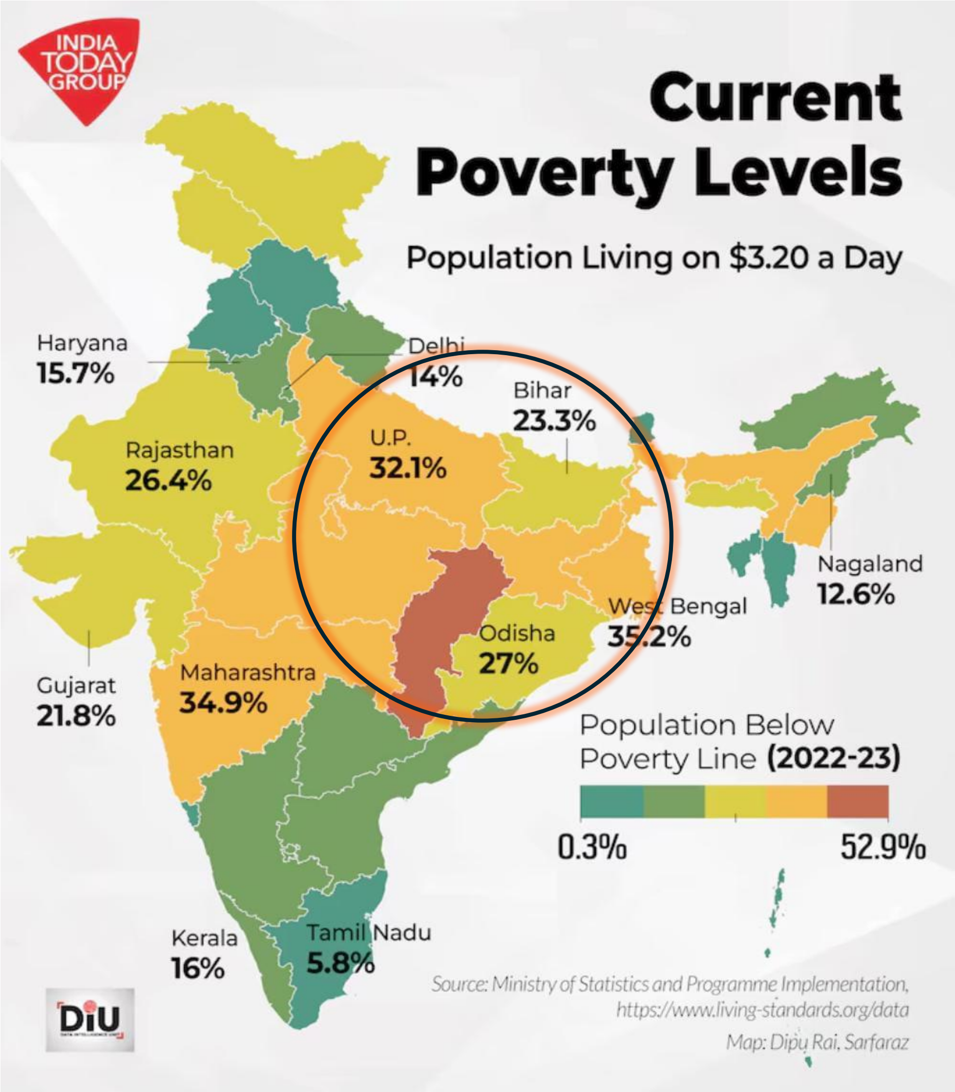


Source: www.statsofindia.in , Business Standard

Note: The underlying data is from 2022. While absolute values have changed since, the percentage trends remain broadly in-line.

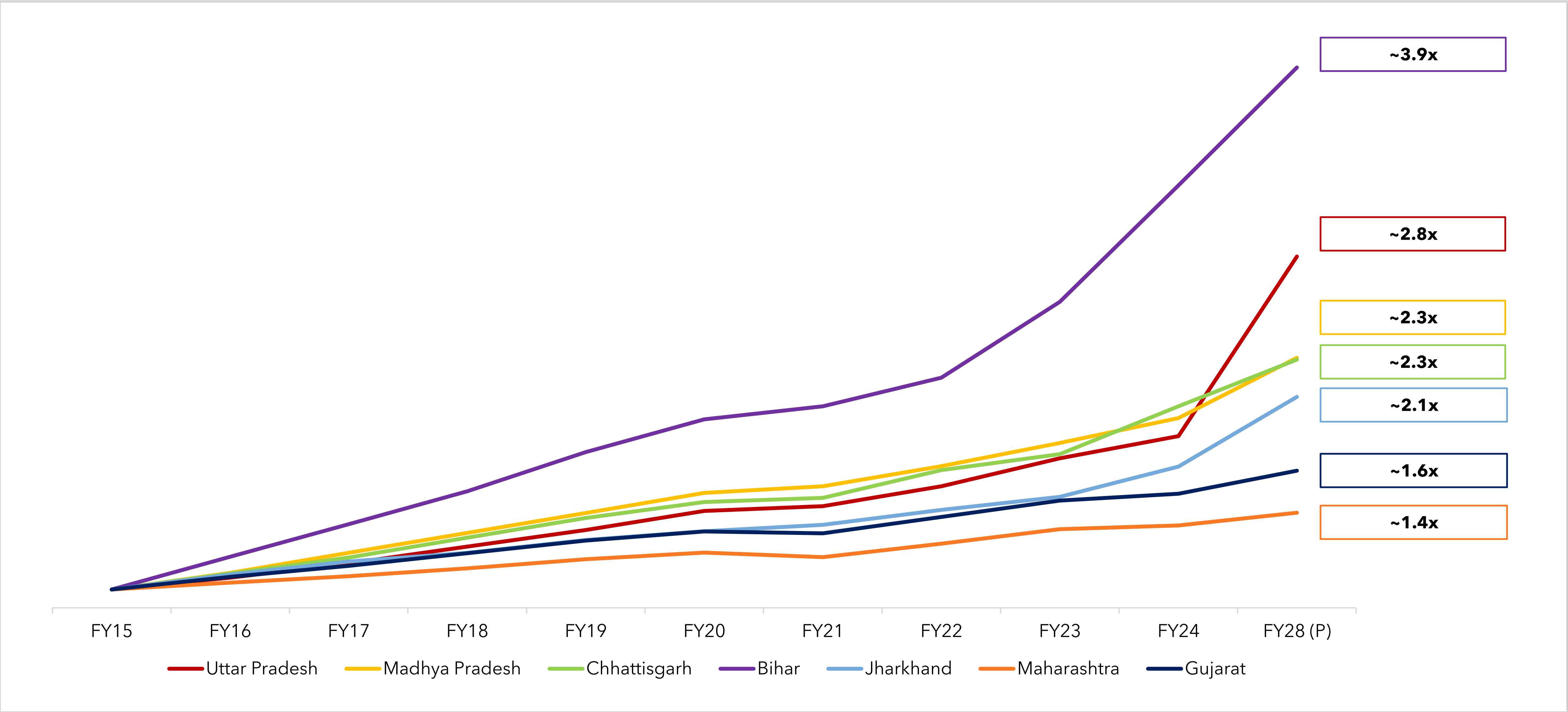
Rising Prosperity in Underpenetrated Hindi Heartland





Note: The underlying data is from 2022. While absolute values have changed since, the percentage trends remain broadly in-line.

Electricity Consumption Growth In Hindi Heartland States to Outpace Other States



Source: Central Electricity Authority, MoSPI; Ministry of Power – Press Release
**The starting point for all the states has been indexed to100*

CONTENTS

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Our Trade Partners

SAMSUNG | LG | Authorised Reseller | Whirlpool | SONY | LLOYD

VOLTAS | Godrej | HITACHI Cooling & Heating | Carrier | Haier | GENERAL

DAIKIN | HAVELLS | LUMINOUS | PHILIPS | Panasonic | BLUE STAR

Symphony | TCL | KENT Mineral RO Water Purifiers | Livpure | BAJAJ | USHA

BOSCH Invented for life | V-GUARD | AO Smith | EUREKA FORBES | realme | mi

IFB | FABER | hp | DELL | ASUS | Lenovo

vivo | oppo

Our Consumer Finance Partners

BAJAJ FINSERV | HDB FINANCIAL SERVICES

Pine Labs | Paytm

SAMSUNG Finance+ | IDFC FIRST Bank

TVS CREDIT

~53% Sales Financed in FY26

Board of Directors

Yashovardhan Sinha
Chairman & Managing Director

- Promoter, Chairman and Managing Director
- Has a wealth of experience in Consumer Electronics Retail and Banking
- Responsible for the overall growth and advancement of the venture as well as key decisions
- Member of the Board since 31st March 2009 and Managing Director since 16th May 2016

Nishant Prabhakar
Whole Time Director

- Promoter and Whole-time Director with 20+ years of experience in Consumer Electronics Retail
- Responsible for operations of the Company and expanding the consumer electronics product base
- Board Member since 1st April 2005 and Whole Time Director since 22nd September 2016

Yosham Vardhan
Whole Time Director

- Promoter and Whole-time Director with 5+ years of experience in Consumer Electronics Retail
- Responsible for developing and executing the company’s business strategy as well as Investor Relations
- 9+ years of experience as a cross-border lawyer in leading law firms advising on Mergers & Acquisitions and Private Equity transactions

Sunita Sinha
Non-Executive Director

- Founder, Promoter and Non-Executive Director
- Responsible for operations and managing customer relationship
- Member of the Board since incorporation of the Company

Rashi Vardhan
Non-Executive Director

- Promoter and Non-Executive Director
- Seasoned legal professional with LLB and LLM from the University of Nottingham, UK with expertise in Corporate law and Legal Advisory with leading law firms
- Leads legal strategy and digital marketing initiatives across Content, Social media, and E-commerce

Independent Directors

Ravinder Zutshi
Independent Director

- 45+ years of experience in the Indian Consumer Durables and Electronics Industry
- Superannuated after 19 yrs from Samsung India Pvt Ltd
- Worked with LG Electronics India Pvt. Ltd. & with Havells India Limited;

Nusrat Syed Hassan
Independent Director

- Managing Director at Dentons Link Legal, leading international law firm
- 3 decades of experience as a practicing Corporate Lawyer in Cross-border transactions and Dispute Resolution

Atul Sinha
Independent Director

- 35+ years at UCO Bank in various capacities including General Manager and various other capacities across the country
- Worked as Chief Vigilance Officer for National Housing Bank, IFCI Ltd. & Oriental Bank of Commerce

Apeksha Agiwal
Independent Director

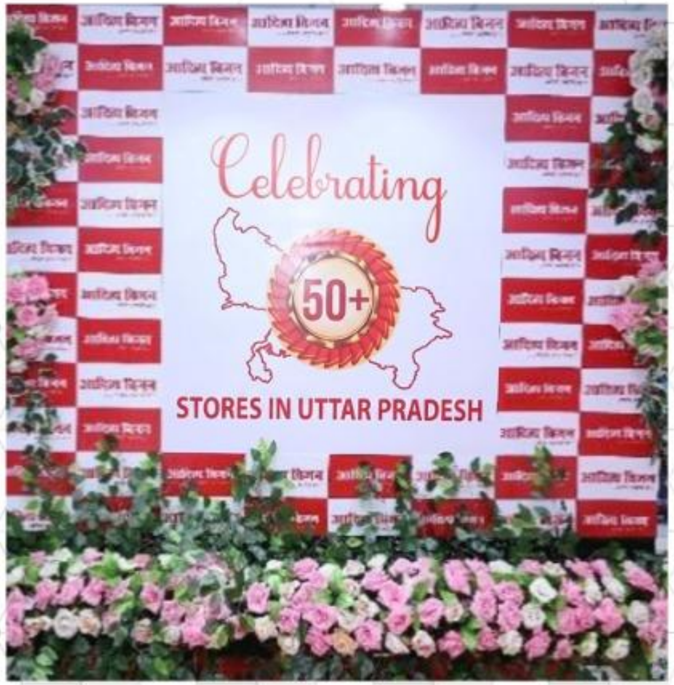
- Highly qualified professional & Member of the ICAI ; Is in whole time practice at Agiwal & Company since 2014
- Works in corporate and non-corporate Direct & Indirect Tax, Financial Management & Bank Audits

Rahul Kumar
Independent Director

- Qualified professional having CS and LLB degrees
- Advise management on corporate issues with respect to the Companies Act, SEBI (LODR), SEBI (SAST), and Foreign Exchange Management Act

IN-STORE PHOTO GALLERY

आदित्य विजन
...संबंध भरोसे का!



THANK YOU

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