



August 17, 2026

To
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street Mumbai 400001
Scrip Code - 543597

To
National Stock Exchange of India Limited
Exchange Plaza, Bandra (East),
Mumbai 400 051
Scrip Code - VOEPL

Dear Sir/Ma'am,

Subject: Submission of presentation to be made to Analysts / Investors

Please find enclosed herewith the presentation to be made to Analysts / Investors on the Financial Results of Virtuoso Optoelectronics Limited for the quarter ended June 30, 2026.

This presentation is being submitted in compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended.

Request you to kindly take the same on record.

Thanking You,

Yours Faithfully
For **Virtuoso Optoelectronics Limited**

Prasad Zinjurde
Company Secretary and Compliance Officer
M No. A54800



VIRTUOSOOptoelectronics Limited

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Company CIN No: L74999MH2015PLC268355

VIRTUOSO OPTOELECTRONICS LIMITED



VIRTUOSO
OPTOELECTRONICS
LIMITED



Investor Presentation

Q1 FY27

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TABLE OF CONTENT

Financial Performance 04 page

Way Forward 06 page

Business Transition 11 page

What sets us apart 16 page

Company Profile 20 page

Industry Overview 32 page

FINANCIAL PERFORMANCE

QUARTERLY FINANCIAL HIGHLIGHTS (CONSOLIDATED)

Particulars (INR Mn)	Q1FY27	Q4FY26	Q1FY26	YoY%	QoQ%
Net Sales	3,758.8	3,168.1	2,031.9	85.0%	18.6%
Other Income	7.8	6.2	7.8	-0.7%	25.1%
Total Income from Operations	3,766.6	3,174.3	2,039.7	84.7%	18.7%
Total Expenditure	3,415.5	2,877.5	1,831.2	86.5%	18.7%
EBITDA	351.1	296.8	208.5	68.4%	18.3%
EBITDA Margin (%)	9.3	9.3	10.2	-90bps	-3bps
Depreciation	101.0	132.9	42.6	137.1%	-24.0%
EBIT	250.1	163.8	165.9	50.8%	52.7%
Interest	120.0	107.8	76.7	56.5%	11.3%
Profit Before Tax	130.1	56.0	89.2	45.9%	132.5%
PBT Margin (%)	3.5	1.8	4.4	-92bps	+169bps
Tax	39.6	11.4	24.9	59.0%	246.4%
Profit After Tax	90.5	44.5	64.3	40.9%	103.2%
PAT Margin (%)	2.4%	1.4%	3.2%	-75bps	+100bps
Earnings Per Share (Rs)	2.84	1.46	2.16	31.5%	94.5%

Revenue Growth

- Q1FY27 consolidated revenue grew **85.0% YoY** to **₹3,758.8 Mn**, with **18.6% QoQ growth**, reflecting strong demand and continued scale-up across key product categories.

Profitability Performance

- Q1FY27 EBITDA increased **68.4% YoY** to **₹351.1 Mn**, with EBITDA margin at 9.3%
- PBT** increased **45.9% YoY** to **₹130.1 Mn**, demonstrating healthy earnings growth.
- PAT** increased **40.9% YoY** to **₹90.5 Mn**, supported by strong operating performance.
- Higher depreciation costs** reflect the ongoing investment cycle in capacity expansion and backward integration.

WAY FORWARD

WAY FORWARD



THE GROWTH ALGORITHM

(STRATEGIC PRIORITIES)

Multiple Growth Levers — Each Reinforcing the Others



Capacity Utilization Ramp

New facilities at Nashik Phase 2, Sanand, and Chennai are currently ramping up strongly. Revenue growth in FY27 will be driven significantly by filling existing capacity — a high-margin, low-incremental-capex growth path.



Non-AC Segment Acceleration

Refrigeration, compressor and components are each delivering growth over and above the AC business. Each also carries a better margin profile (10–15% vs. 6–8%), so revenue mix shift is simultaneously a top-line and margin expansion lever.



Customer Addition via ODM & New OEM Relationships

The launch of VOEPL's ODM range in ACs has led to addition of new marquee customers. VOEPL is committed to continuously improving its product offerings and strengthening customer relationships.



Backward Integration — Structural Margin Capture

As compressor production scales and in-house component mix rises from 60% toward 75%+, the gross margin of each product manufactured will improve structurally .

CAPACITY EXPANSION

(EXISTING PRODUCTS)

EMS Category (LED, PCBA, Controller, Remote)		
Current Capacity FY26	Planned Capacity Expansion	
	Phase 1	Phase 2
4,00,000 cph	8,00,000 cph	12,00,000 cph

Deep Freezers		
Current Capacity FY26	Planned Capacity Expansion	
	Phase 1	Phase 2
150,000 Units	250,000 Units	400,000 Units

Air Conditioners (IDU & ODU Sets)	
Current Capacity FY26	Planned Capacity Expansion
10,00,000 units	18,00,000 Units

Compressors	
Current Capacity FY26	Planned Capacity Expansion
28,00,000 Units	60,00,000 Units

Strong Domestic Demand:

- India's appliance market is expanding rapidly, with AC and refrigeration demand projected to **double in the next 5 to 7 years**.
- Rising incomes, urbanisation and premiumisation continue to fuel sustained, long-term demand.
- VOEPL's multi-location capacity positions it well to capture this growth across categories.



Policy Push for Localization:

- Government incentives (PLI, state subsidies, customs duty structure, FDI policies) are accelerating **local manufacturing and component localisation**.
- **Extension of QCO-linked compressor import exemptions till March 2027 with a limited import exemption of 40%** provides a calibrated transition runway for localization and capacity build-up.
- This directly supports VOEPL's strategy of **deep backward integration and multi-category expansion**.
- "India for India + India for Global" is gaining strong momentum, opening new opportunities with global OEMs.



Strong Blue-Chip Customer Base:

- VOEPL's growth is driven by **leading brands with strong market share**, stable demand visibility and consistent YoY growth.
- These customers provide early insight into market trends and new product needs, strengthening VOEPL's planning and execution.
- This portfolio places VOEPL as a **preferred long-term partner** for new categories and higher value-add initiatives.



Supportive Central & State Incentives:

- Approval under the **PLI Scheme for White Goods (100 Cr)** strengthens VOEPL's backward integration roadmap.
- Additional benefits under the **Maharashtra Electronics Policy** enhance viability of new investments and accelerate scale-up.
- Together, these incentives improve margins, reduce payback periods, and enhance competitiveness.



BUSINESS TRANSITION

FROM SINGLE-PRODUCT VENDOR TO INTEGRATED MULTI-VERTICAL PLATFORM

Evolved from a single-product, single-customer dominant AC manufacturer to a diversified, backward-integrated platform across multiple consumer durable categories.

NOW — WHERE WE ARE GOING

01

MULTI-PRODUCT PLATFORM ACROSS CONSUMER DURABLES

ACs, Refrigeration, Washing Machines, Water Dispensers, EMS, and Compressors — each a standalone vertical.

02

EXPANDING OEM / ODM CUSTOMER BASE

New marquee customer won under ODM model in FY26; active outreach across all product categories with a due focus on existing customers

03

BACKWARD INTEGRATED ACROSS THE FULL COMPONENT STACK

Polymers/EPS (operational), Heat Exchangers, CFF, Tooling — 60% in-house and rising.

04

ODM CAPABILITY LIVE — FROM EXECUTION TO SOLUTION PROVIDER

Design + manufacturing offered end-to-end; higher stickiness, better margins, co-development relationships.



»



Non-AC verticals already contributing to approx
40% of Revenues

»



From a few customers contributing the majority of revenue to a
diversified base of 8–10 customers

»



Rising in-house value addition across the component stack,
improving margins and strengthening supply chain control.

»



Shift from OEM to ODM to offer
Higher margins and wider product offerings for customers

EXPANDING BEYOND

Expansion driven by ODM capability, new categories, and broader OEM base



CUSTOMER DIVERSIFICATION — HOW IT IS BEING EXECUTED

01



The Anchor Relationship — A Strength, Not Just a Risk

Anchor-led scale delivers planning visibility and market insight while strengthening credibility enabling expansion beyond the core relationship.



02



Scaling With Multiple OEM Relationships

ODM capability in ACs has enabled marquee customer additions, while expanding product range and multi-OEM demand is broadening the customer base.



03



Expanding Categories and Customer Base

Refrigeration, washing machines, and water dispensers serve multiple customer. Every new category entered is inherently a revenue diversification— without diluting existing relationships and focus.



04

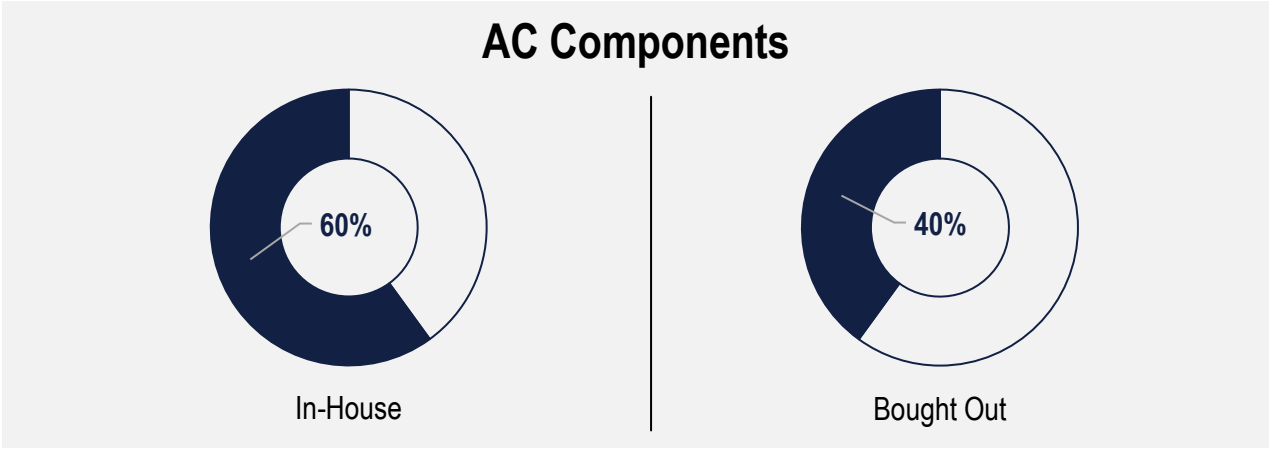
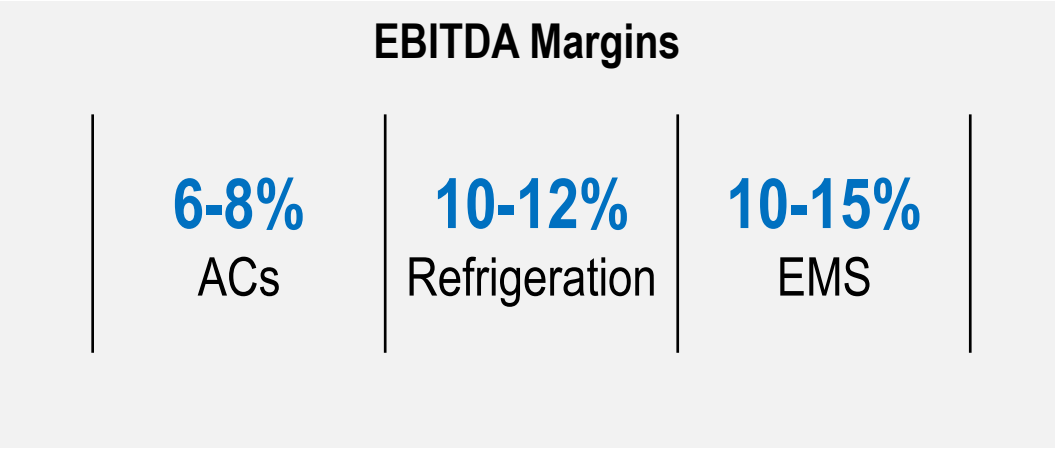
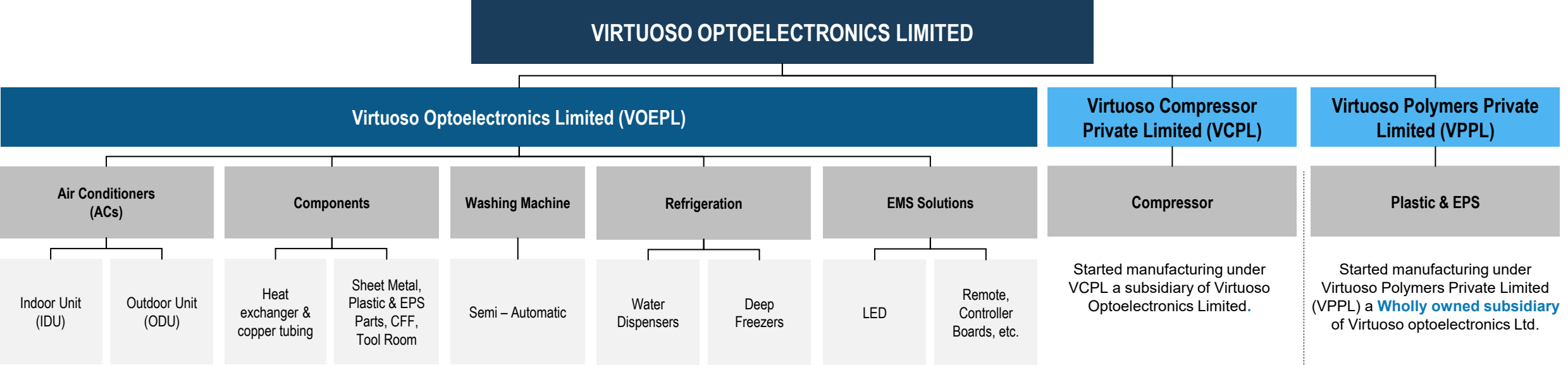


Refrigeration Compressors – first mover

VOEPL is among the first movers as a small / medium Indian company to start the manufacturing of refrigeration compressors in India in technological partnership with a Chinese group.



BUSINESS MIX



REVENUE MIX IN TRANSITION

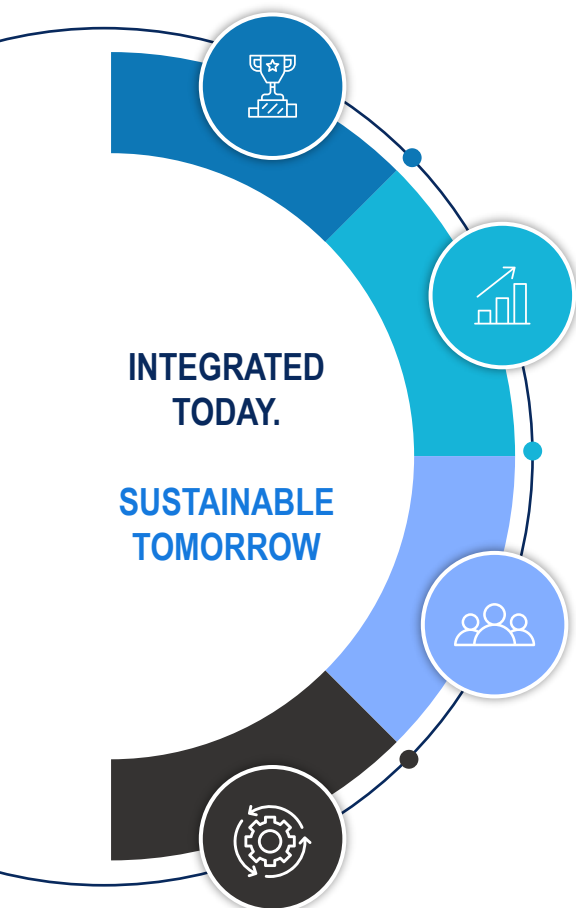
Strategic shift toward diversified revenue mix: non-AC segments contribute ~40% of revenue and carry structurally stronger revenue diversification and margin improvement.

Revenue Segment	Revenue Share (FY26)	Revenue Share (FY27 Expected)	Growth Trajectory
Air Conditioners (IDU + ODU)	~60% ↓ from ~75% (FY25)	~60%	Steady; ODM transition and product range increase
EMS (LED, PCBA, Controllers, Remotes)	~15%	~10%	Capacity doubling to 8L cph in FY27
Commercial Refrigeration (Deep Freezers)	~10%	~10%	New glass-top range added in FY26; strong OEM demand
Components, Washing Machines & Others	~7% ↑ Rising	~5%	Early stage; entering underpenetrated, fast-growing categories
Compressor	~8% ↑	~15%	Localising value chain in India, in line with government initiative

WHAT SETS US APART

BUILDING AN INTEGRATED CONSUMER DURABLES PLATFORM

Scale, integration, and diversification driving a sustainable, high-margin manufacturing model



01

Emerging as Leading Integrated manufacturer in India

Operating across multiple consumer durable verticals, with a focus on deepening scale in each to establish tier-1 supplier status across the portfolio

02

Platform Scale Across Categories

Each vertical is being scaled with dedicated capacity, customers, and margin focus ensuring balanced contribution and reducing concentration risk.

03

Diversified Customer Base

Expanding customer base beyond core relationship, with ODM capability enabling expansion to a diversified portfolio of domestic and global OEMs.

04

Vertically Integrated Model

Increasing the share of high-margin components and ODM, driving margin expansion and value capture across the value chain.

Building a scalable, margin-
accretive manufacturing
platform with diversified
growth drivers

EMERGING PLATFORM COMPARABLE TO LARGE EMS PLAYERS

Dimension	Large-Scale EMS / Durables Platforms	Virtuoso Optoelectronics (VOEPL)
Core Strategy	Multi-product + backward integration + customer diversification	Identical strategy — actively executing across all three dimensions
Revenue Scale	₹5,000–15,000 Crore (mature platforms)	₹702 Cr FY25 → targeting sustained 35-40% CAGR
ODM Capability	Full ODM design-to-market at scale	ODM range launched in ACs
Policy / Govt. Support	PLI approvals, strong government partnerships	₹100 Cr PLI sanction from GoI; MOU with Maharashtra government initiatives

60% → 75–80% In-House

In-house component mix — structural margin driver

OEM → ODM Blend

Higher-quality earnings — stickier, better-margin revenue

43% Revenue CAGR

FY21–FY25 — the base case is a pattern, not a projection

Positioned for scale, diversification, and long-term value creation.

WHY VOEPL?

PLI Sanction -Govt. of India

VOEPL received **Rs. 100 Cr.** sanction towards backward integration of White Goods (ACs) under PLI scheme out of a total of 26 companies.

(Increased from **Rs 50.50 Cr.** in Round 3)



Strong Backward Manufacturing Integration:

VOEPL is maximizing its backward integration to provide maximum value addition to its customers



Strong, Ambitious and Focused Team:

The team of VOEPL is dedicated towards the companies' vision of building a strong manufacturing company.



Support of Current Market Leading Brands:

The major customers of VOEPL are market leaders. These customers work on long term planning and vision which VOEPL is privileged to be a part of.



Location Advantage:

VOEPL is a vendor of choice in the western region for OEMs as there are limited manufacturers in the West. Also it is in close proximity to the Port which reduces its logistics costs for exports.

COMPANY PROFILE

ABOUT US

Virtuoso Optoelectronics Limited (VOEPL) was incorporated in 2015 at Nashik, India. The company started its operation with Electronic Manufacturing and then grew from strength to strength with the help and support of its customers, team and partners. Over the last few years VOEPL has established itself as a strong OEM/ODM in the manufacturing industry for EMS and consumer goods.



**Leading Manufacturer of
white goods & electronics
in India**



**Present in Nashik,
Chennai and Sanand**

10 manufacturing facilities



Backward Integrated



**Blue-Chip
Customer Base**



MANAGING DIRECTOR



Sukrit Bharati

A seasoned technocrat with 15+ years of experience, Sukrit Bharati brings a strong combination of engineering expertise and strategic leadership.

He holds a Master of Science in Engineering Technology from BITS Pilani, along with management diplomas from Harvard Business School and NMIMS, Mumbai. He is also an alumnus of the Stanford Seed Transformation Program.

At VOEPL, he oversees company-wide management and operations, with a focus on new client acquisition, advanced manufacturing technologies, and long-term growth strategy. He leads key transformation initiatives including capability building, operational governance, and performance systems. In recent years, VOEPL has moved toward a more structured and process-oriented way of working and has gradually diversified its customer base.

His approach is centered on clear planning, informed decision-making, and creating an environment where teams can work cohesively toward shared goals.

“We are a growing vibrant community that aims to delight consumers & clients by innovating and manufacturing amazing consumer products.”

CORE TEAM



Sajid Shaikh
Chief Financial Officer (CFO)

MBA with over 28 years of experience across banking & finance sector. Strong experience in financial modelling, debt financing, networking & fund raising.



Nitin Shewale
Chief Operating Officer (COO)

A veteran of the consumer durables industry with more than 33 years of experience, has worked with Videocon as AVP and COO for Liebherr India.



Pratik Kulkarni:
VP - EMS Division

He has 24 years of experience in Manufacturing & Operations. Earlier worked as VP with Skyquad Electronics & Appliances and Haier Appliances India Pvt. Ltd. He holds an EMBA (Operations & Production) and a Diploma in E&TC.



Abhinav
Executive Director

R. Abhinav, Executive Director, is a BITS Pilani graduate with 12+ years of leadership experience. He began his career at ZS Associates with Fortune 500 clients and now advises on strategy, manufacturing operations, ERP, energy, and lighting.



K Ramesh
Sr. GM - Manufacturing

Mechanical Engineer with over 30 years of experience in AC Industry. Worked nationally and internationally with industry leaders like - Amber, Videocon, Allwyn Refrigerators.



Prasad Zinjurde
Company Secretary

Associate Member of ICSI (ACS). Law graduate and Master's in Management Studies from Mumbai University. 15+ years of experience. Worked with leading organization such as Bajaj, Axis, Tata, and Varroc.



Kedar Aphale
GM - Operations (projects)

Mechanical Engineer with over 24 years of experience. Worked with LG Electronics, Franke Faber India, KLT Automobile across departments & areas.



Ajay Maheshwari
Sr. GM - Operations

Production Engineer MBA with over 29 years of experience in manufacturing industries (appliances, electro mechanical). worked with Nihon Spindle, Brady Morris, Smith & Nehew, Bajaj Electricals, and Kraftpowercon.

OUR MILESTONES

2015-2017	2018-20019	2020	2021	2022	2023	2024-2025	2025-2026
• Incorporation • Commenced production of electronic products (Unit). • Started production of lighting products for leading Japanese company. • Acquired ISO certification.	• Launched Emergency Lighting Range & ventured into appliances segment. • Estab. 40,000 SqFt. (Unit) facility for IDU (AC); started manufacturing or leading Indian Brand.	• UL Certification received for Export to USA. • Added EMS and LED Facility of 48,000 Sqft. & increased IDU Unit to 100,000 Sqft.	• Added In-house Heat Exchange & Plastic Injection Molding Lines. • Developed Remote & Electronic Parts For Acs.	• Listing on BSE with IPO fully subscribed. • Set up of (unit 6) ODU line.	• Setup (Unit 3) for copper tubing systems. • Setup (Unit 4) for Cross Flow Flans and Plastic Components. • Granted ESOPs under "VOEPL Employee Stock Option Plan-2023. • Acquired 51% holding in subsidiary YLP Solutions Private Ltd. • Setup (Unit 5) for pressure die casting and CNC operation. • CSR activities started at VOEPL under training for apprenticeship program.	• Started new product: Water Dispenser & Commercial Refrigeration. • New facility for Commercial Refrigeration & commenced operations in Q4FY25 – further scaling the capacity to 400,000 units per annum. • Company has started pilot production for electronics & Controllers for EV charger • Virtuoso Polymers in Chennai commenced operation in Q4FY25 for components. • Formation of Virtuoso Compressors a step-down subsidiary. • Started new unit of Polymer Plant in Sanand • Tie-up with Chinese partner for reciprocatory compressor manufacturing.	• Started commercial production of compressor • Signed an MOU with Maharashtra government for investment in compressor. • Became an ODM in AC manufacturing added new marquee customer in AC. • Addition of AC unit in Chennai. • Started in-house mold manufacturing & tool room. • 22 acre of land acquired for compressor expansion under VCPL

OUR PRESENCE

Chennai Component Manufacturing (VPPL) AC manufacturing (Indoor/outdoor)	2
Sanand Component Manufacturing (VPPL)	1
Delhi Sales office	1
Nashik Corporate office AC (Indoor/outdoor) Refrigeration Compressor washing machine Water Dispenser	7

Delhi
(1)

Sanand
(1)

Nashik
(7)

Chennai
(2)



MANUFACTURING UNITS



TESTING LABS



*Note- NABL accredited

FINISHED **PRODUCT** VERTICALS



**Air Conditioner
Products**



**Refrigeration
Products**



**EMS
Products**

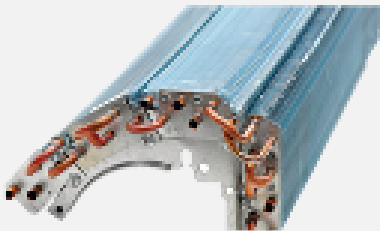
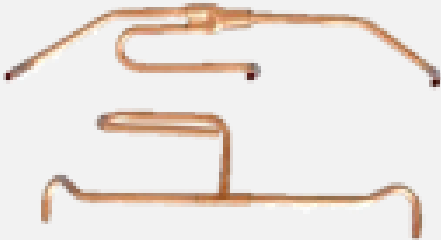


**Semi – Automatic
Washing Machine**



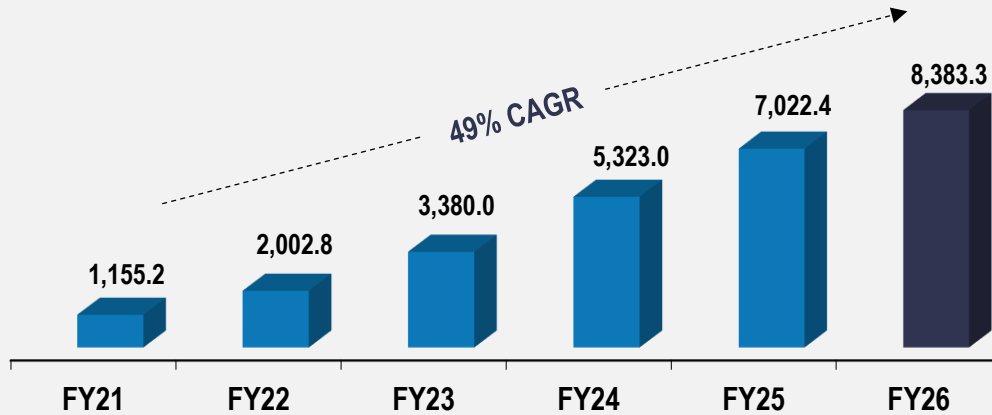
Compressors

COMPONENT PRODUCT VERTICALS

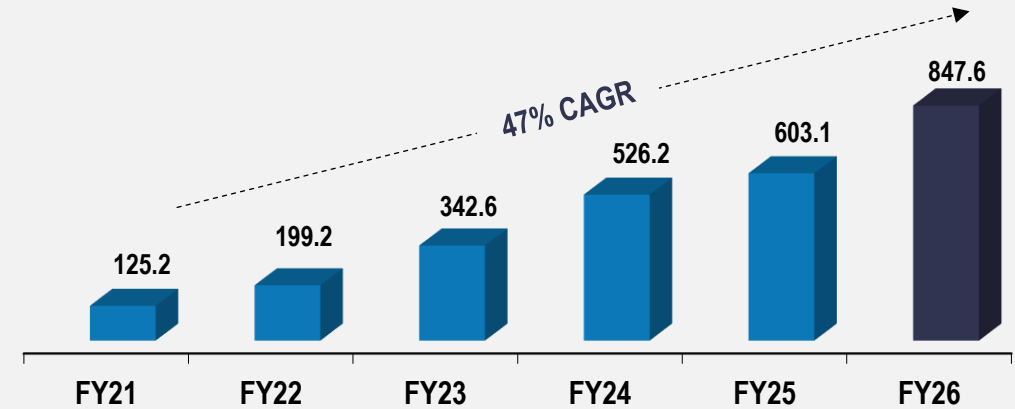
Controller Boards	Sheet Metal Parts	Heat Exchangers	Wire Harnesses
			
			
Copper Tubing	Plastic Injection Molding	Cross Flow Fan	Remotes

KEY PERFORMANCE HIGHLIGHTS

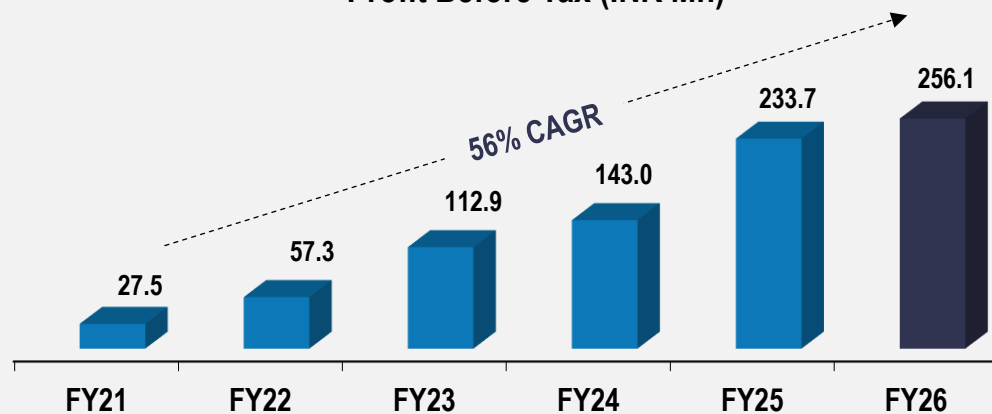
Total Income from Operations (INR Mn)



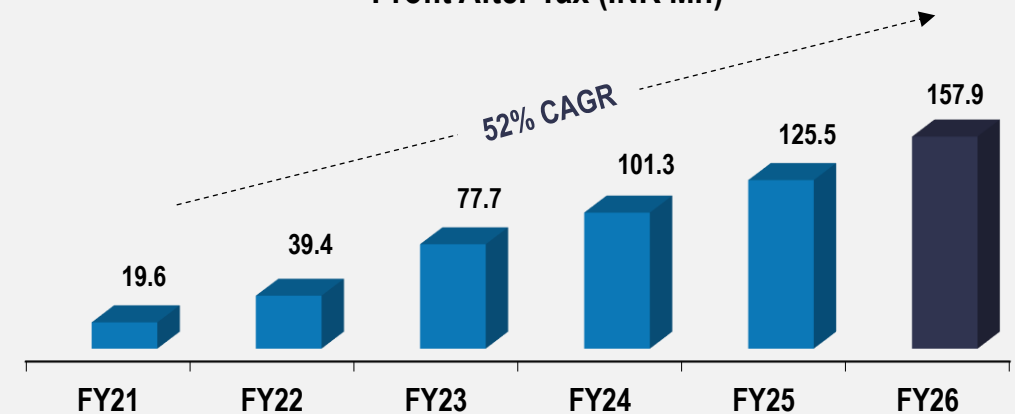
EBITDA (INR Mn)



Profit Before Tax (INR Mn)



Profit After Tax (INR Mn)



ANNUAL INCOME STATEMENT

Particulars (INR Mn)	Standalone			
	FY23	FY24	FY25	FY26
Net Sales	3,372.7	5,310.8	6,972.0	8,348.1
Other Income	8.1	12.2	50.4	35.2
Total Income from Operations	3,380.8	5,323.0	7,022.4	8,383.3
Total Expenditure	3,038.1	4,796.8	6,419.3	7,535.7
EBITDA	342.6	526.2	603.1	847.61
EBITDA Margin (%)	10.1%	9.9%	8.6%	10.1%
Depreciation	94.3	182.7	110.4	263.2
Profit Before Interest & Tax	248.3	343.5	492.7	584.4
Interest	135.4	200.5	259.0	328.4
Profit Before Tax	112.9	143.0	233.7	256.1
Profit Before Tax Margin (%)	3.3%	2.7%	3.3%	3.1%
Tax	35.2	41.7	108.3	98.2
Profit After Tax	77.7	101.3	125.5	157.9
Profit After Tax Margin (%)	2.3%	1.9%	1.8%	1.9%
EPS (Rs)	4.28	4.38	5.19	5.25

Consolidated	
FY25	FY26
6,989.8	8,236.0
44.7	23.9
7,034.5	8,259.9
6,429.2	7,401.1
605.4	858.9
8.6%	10.4%
113.3	279.1
492.1	579.8
260.0	334.7
232.1	245.1
3.3%	3.0%
109.3	94.8
122.8	150.3
1.7%	1.8%
4.67	5.00

INDUSTRY OVERVIEW

INDUSTRY DYNAMICS (1/2)



AC Penetration

Signifying the huge potential for growth.

9.5 - 10.0 Million units

Per annum by volume.

8% India **30% Globally**

70% Share of demand

From the residential sector

- Organized sector dominates the industry.
- Adoption of latest technologies has led to the introduction of new innovative models in the market.
- Northern regions of India have the **highest market share for Acs.**



Indian LED Market

Signifying the huge potential for growth.

4% India **30% Globally**

- **India is the 2nd largest LED market globally & fastest growing market in Asia-PAC region.**
- The reduction in excise duty from **12% to 6%** on LED components has boosted domestic manufacturing.
- The market share for LEDs has already **increased from 0.3% to 46%.**
- The Goal continues to **focus** on the **Smart City development model** which is expected to accelerate the demand for **energy-efficient technologies, products, and services** including LED lights.

INDUSTRY DYNAMICS (2/2)



Indian Deep Freezer Market

USD 474.82 Mn
2022

USD 3,234.23 Mn
Forecast by 2031

- When compared globally - China generates the highest revenue in the Freezers market, reaching **USD 5,385 Mn in 2023**.
- India's freezer market is **booming due to the increasing demand for frozen food, dairy and the growth** of organized retail.
- The Indian Deep Freezer market in 2022, reached the landmark of **sales of approximately 1.3 Million Units**.



Water Dispenser Market

Signifying the huge potential for growth.

4%
India

30%
Globally

Exhibiting a CAGR of 8.9%
during 2023-2033

- The water dispenser market is poised for growth due to growing recognition of the significance of having **access to clean, safe drinking water**.
- The global water dispenser industry is witnessing growth owing to various factors, such as **rising levels of groundwater contamination, increasing demand for clean drinking water, growing industrialization, and urbanization, and exhausting natural water resources** among others.
- In addition, advent of **water purification technologies & cost-effective & energy-efficient water cleaning products** will support market growth.

CSR ACTIVITY

At Virtuoso Optoelectronics Limited (VOEPL), we believe responsible manufacturing goes beyond products. Our CSR initiatives focus on supporting local communities, strengthening social infrastructure, and creating long-term positive impact around our manufacturing locations. Company has commissioned a 1.5 MW rooftop solar installation as part of its commitment to environmental sustainability and responsible manufacturing.

Community Infrastructure Support – Local School Initiative (Zilla Parishad School)



Computer Lab For School

(English-medium High School & Shrimant Gangaram Chhabildas Sheth Higher Secondary School, Yevla, Dist. Nashik)



Local Support

VOEPL actively supports initiatives that address immediate community needs around its manufacturing locations.

Education & Infrastructure

The Company supports school infrastructure and digital learning initiatives to create safer, more conducive environments for education and long-term community development.

As part of our community development efforts, VOEPL supported local schools in Nashik by strengthening infrastructure to enhance safety and provide a better learning environment for students.

THANK YOU!

Virtuoso Optoelectronics Ltd (VOEPL)



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