

Date: 16<sup>th</sup> June, 2026

To,

The Manager,  
Listing Department,  
National Stock Exchange of India Ltd.  
'Exchange Plaza', C-1, Block G, Bandra Kurla Complex,  
Bandra (E), Mumbai – 400 051.

**NSE Symbol: VIVIDEL**

**Subject: Comprehensive Corporate Analysis Report presented in connection with participation in "Samruddhi Season-3- Nav-Bharat ka Caravan" organized by Hem Securities Limited.**

Dear Sir/ Madam,

Pursuant to Regulation 30 read with Para A of the Schedule III of SEBI (Listing Obligation and Disclosure Requirements) Regulation, 2015 and in continuation of our intimation dated June 09, 2026 regarding participation in the investor interaction event, we wish to inform you that the officials of Vivid Electromech Limited participated in the investor interaction programme titled "Samruddhi Season 3 – Nav-Bharat ka Caravan" organized by Hem Securities Limited on June 15, 2026 through virtual mode.

A Comprehensive Corporate Analysis Report prepared in connection with the aforesaid investor interaction event is enclosed herewith for the information of the shareholders, investors and other stakeholders. The report contains information pertaining to the Company's business operations, financial performance and growth prospects based on publicly available information.

No unpublished price sensitive information (UPSI) was shared or discussed during the aforesaid conference.

Kindly consider this for your record and information.

**For Vivid Electromech Limited**

**Mr. Sameer Vishwanath Attavar**  
**Managing Director**  
**DIN: 01827382**



# Comprehensive Meeting Minutes: Vivid Electromech Limited Investor Connect

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## FY26 Financial Results and Strategic Expansion Update

**Date:** June 15, 2026 | **Time:** 4:00 PM – 5:00 PM IST

**Mode:** Virtual Meeting (Hem Securities Limited – Samruddhi Season 3)

**Participants (Vivid Electromech):** Mr. Sameer Vishvanath Attavar (CMD), Mr. Pramod Gulabrao Beloshe (CFO)

### 1. Executive Overview

The primary objective of the webinar was to present the landmark financial results for FY26, detail the company's strategic pivot towards high-growth verticals (specifically data centres and metro rail), and outline the massive capacity expansion via the upcoming Ambernath facility. Management highlighted the transition from an EPC and trading firm to a specialized pure-play manufacturer of Low Voltage (LV) and Medium Voltage (MV) electrical panels.

### 2. Key Discussion Points

#### Financial Performance and Landmark Milestones (FY26):

- **Revenue Growth:** The enterprise crossed the ₹200 crore revenue milestone (Total Income: ₹201.09 Cr), representing a 50% CAGR over the trailing three years.
- **Profitability Metrics:** EBITDA surged by 61% to ₹46.15 crore. EBITDA margins expanded by 453 basis points to 22.95%, while PAT margin improved to 15.72% (₹31.61 crore).
- **Operating Leverage:** Profitability is accelerating faster than revenue, driven by optimized capacity utilization and a strategic pivot toward high-value engineered solutions, moving away from low-margin trading.
- **Balance Sheet Strength:** Along with growth and profitability, strengthening the balance sheet has been a key priority. The organization prefers to have near debt-free status, utilizing only minimal working capital limits (₹5 Cr with Kotak and ₹2 Cr with ICICI).

#### Sector Specialization and Customer Base:

- **Data Centres:** Constituting the largest vertical at 49.95% of total revenue. Vivid actively collaborates with 6 of the top 10 hyperscalers in India, including STT Global Data CentresSe, Adani ConneX, and CtrIS.

- Infrastructure, Construction & Real Estate (incl. Metro Projects): Accounts for 19.89% of revenue, including specialized power infrastructure for both overground and underground metro transit networks.
- Industrial Manufacturing & Machinery: Comprises 21.30% of the revenue mix, with supplementary contributions from renewable energy and utility sectors.
- Product Shift: 80% of revenue is derived from Low Voltage products. The enterprise has formally exited the residential and commercial real estate segments due to margin compression.

#### **Operational Infrastructure and "Ambernath" Expansion:**

- Current Footprint: Operates two manufacturing units across Navi Mumbai and Pune, aggregating a carpet area of 36,000 sq. ft.
- The Ambernath Facility: A greenfield ~1.2 lakh sq. ft. advanced manufacturing facility, expanding total manufacturing footprint significantly and increasing annual production capacity from approximately 7,500 verticals to nearly 22,500 verticals.
- Automation: Integrates imported robotic fabrication lines sourced from Finland and Italy.
- Capacity Leap: Machine processing capabilities are projected to scale from 120 tons to 580 tons per shift.
- Operational Efficiency: Automated lines necessitate only 12 personnel, a significant reduction from the 28 required under legacy manual processes.
- Testing Capabilities: Commissioning a 1 MW testing facility tailored for data centres—a capability rarely possessed by non-OEM manufacturers in the domestic market.

#### **Strategic Partnerships and Acquisitions:**

- OEM Alliances: Forged strategic partnerships with industry leaders including ABB, Hitachi, Siemens, and Lauritz Knudsen (L&T).
- Mechtech Acquisition: Acquired a 99% partnership interest in Mechtech Infrasolutions for ₹99 lakhs to capitalize on Siemens technology and SIEPAN 8PU 8PU low voltage manufacturing capabilities.
- Strategic Constraints: Management acknowledged that maintaining active, deep-tier partnerships simultaneously with all global OEMs (ABB, Siemens, Schneider) presents operational challenges.

### **3. Strategic Decisions Formulated**

- Exit from Low-Margin Segments: Reaffirmed the resolution to discontinue operations catering to residential and commercial real estate.
- Capital Structure: Determined to avoid further equity dilution in the near term, prioritizing the maintenance of a debt-free balance sheet.
- Ambernath Phase 1 Commissioning: Slated for commercialization by end of August 2026.

#### 4. Action Items & Deliverables

The following action items were mapped out during the session:

Task Description	Person/Team Assigned	Deadline
Onboard the remaining 3 of the top 10 hyperscalers as regular clients.	Management/Sales	Next 3–6 months
Deploy remaining ₹11 crore of IPO funds for working capital.	Finance Team	in FY28
Achieve target revenue exceeding ₹300 crores.	Management	March 31, 2027
Scale Mechtech (Siemens partner) to reach initial revenue of ₹25–30 crore.	Management	End of FY27
Complete phase-wise commercialization of the full Ambarnath facility.	Operations	By October 2026

#### 5. Risk Assessment & Open Dependencies

- Human Capital Ramp-Up: Although machinery provides a 6x–7x capacity multiplier, recruiting and training specialized technical manpower remains the primary constraint to achieving 100% utilization.
- H1 Performance Timing: A significant portion of H1 FY27 output from the new facility will be deferred due to the August commercialization timeline.
- Raw Material Volatility: While 80%–85% of input costs are hedged via back-to-back OEM pricing and copper variation clauses (2.5%–5%), extreme macroeconomic shifts remain an actively monitored risk.
- Revenue Disparity: The value per unit varies substantially across verticals (e.g., ₹30–45L for Data Centres versus ₹3–5L for Metro), adding complexity to capacity-to-revenue forecasting models.