

## **V-MARC India Limited**

CIN-L31908UR2014PLC001066

11.11.2024

National Stock Exchange of India Ltd.

(Listing & Corporate Communications), Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051. E-mail: <u>cc\_nse@nse.co.in</u>

### NSE Symbol: VMARCIND ISIN: INEOGXK01018

### Subject: <u>Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements)</u> <u>Regulations, 2015 - Investor Presentation</u>

Dear Sir/ Madam,

In compliance of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of investor presentation which is enclosed herewith. This is for your kind information and record.

We request to kindly take the same on record.

Thanking You,

Yours Faithfully, For **V-Marc India Limited** 

Anuj Ahluwalia Company Secretary

Unit 2 : Khasra No- 1,2 & 6, Village- Mukarrabpur, Bahadrabad-Bhagwanpur Road, Kaliyar, Roorkee, Haridwar, Uttarakhand - 247667





Powering Progress Sustainably





### Disclaimer

Certain matters discussed in this Presentation may contain statements regarding the company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements doesn't guarantee future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the economy, industry, competition, the company's ability to successfully implement its strategy, technological implementation, changes and advancements, the company's market preferences and its exposure to market risks, as well as other risks. The company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this presentation. The company assumes no obligation to update any forward looking information contained in this presentation. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the company and the company is not responsible for such third-party statements and projections. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the management of the Company on future events.

# H1 FY25 Earnings Highlights

### H1FY25

### **Financial Highlights**

- Revenue from Operations for H1 FY25, stood at ₹3,452 million, marking a 97.2% increase from ₹1,750 million in H1 FY24.
- > EBITDA: ₹344 million in H1 FY25, representing a 98.6% growth over ₹173 million in H1 FY24.
- **EBITDA Margin:** Increased to **10%** in **H1 FY25** compared to **9.9%** in **H1 FY24**
- PAT (Profit After Tax): ₹114 million in H1 FY25, a significant increase of 106.8% over ₹55 million in H1 FY24.
- > PAT (Profit After Tax) Margin: Increased to 3.3% in H1 FY25 compared to 3.1% in H1 FY24.

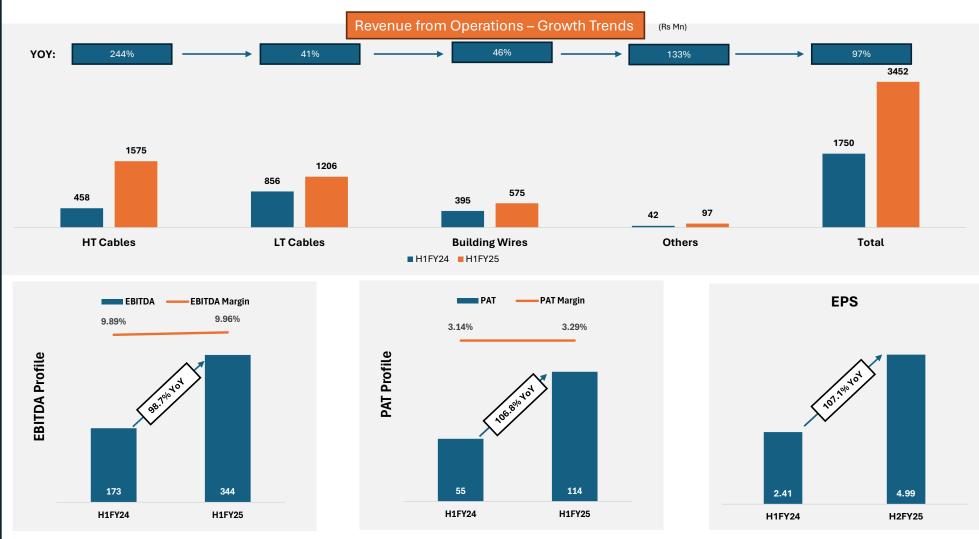
# H1 FY25 Earnings Highlights

### H1FY25

### **Other Highlights**

- Product Innovation: The launch of Flexi Tough eB-HFFR wires and eB+ Power Cables, utilizing E-beam technology, has positioned V-Marc at the forefront of safety, durability, and efficiency in the wire and cable industry.
- Seasonal Demand Cycles: Our industry typically experiences stronger demand in the second half of the fiscal year, aligning well with infrastructure and construction cycles. This trend positions us to capture increased value in H2 FY25.
- Capacity Expansion: Current production capacity stands at 1.69 lakh kilometres. An ongoing ₹50 crore CAPEX project is on track for completion by September 2025, which will increase our capacity to 2.12 lakh kilometres. The acquisition of additional land near our Haridwar facility supports our long-term capacity expansion initiatives.
- Preferential Issue: We are in the process of raising ₹46.83 crore through a preferential issue, initiated in October 2024, with completion expected by November 2024. This will further reinforce our balance sheet to support upcoming growth and expansion initiatives.

# H1 FY25 Vs H1 FY24 Financial Performance — Key Metrics

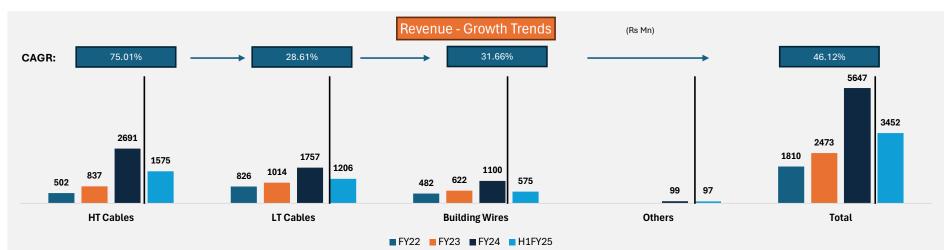


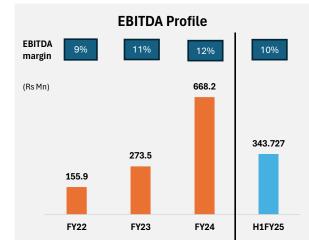


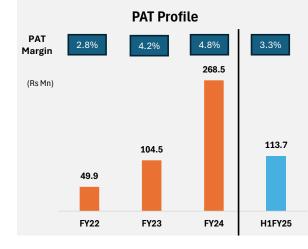
# **Profit and Loss Statement**

Particulars (Rs. Mn)	H1 FY25	H1 FY 24	ΥοΥ
Revenue from operations	3,452	1,750	97.2%
Cost of goods Sold	2,698	1,372	
Gross Profit	754	378	99.6%
Gross Margin	21.8%	21.6%	
Employee benefit expenses	151	72	
Other expenses	259	133	
Total expenses	411	205	
EBITDA	344	173	98.6%
EBITDA Margin	10.0%	9.9%	
Depreciation and amortization	76	36	
EBIT	268	137	95.6%
Other income	6	4	
Finance cost	120	65	
Profit before tax	153	76	102.6%
Current tax expense	37	19	
Deffered tax	3	2	
Profit after tax	114	55	106.8%
PAT Margin	3.3%	3.1%	

# Financial Performance over the years — Key Metrics













# Financials For the last 3 years

### **Income Statement**

Particulars (Rs. Mn)	FY22	FY23	FY24	H1 FY25
Revenue from operations	1,810	2,473	5,647	3,452
Cost of goods Sold	1,408	1,902	4,357	2,698
Gross Profit	402	571	1,291	754
Employee benefit expenses	92	106	200	151
Other expenses	164	217	433	259
Total expenses	256	323	633	411
EBITDA	146	248	658	344
Depreciation and amortization	26	26	90	76
EBIT	121	222	568	268
Other income	10	26	11	6
Finance cost	65	112	218	120
Profit before tax	65	136	360	153
Current tax expense	18	30	90	37
Deffered tax	(3)	2	2	3
Profit after tax	50	104	268	114

### **Balance Sheet**

Particulars (Rs. Mn)	FY22	FY23	FY24	H1 FY2
Non-current assets				
Property, plant and equipment (net)	180	549	974	1,31
Capital Work in Progress	28	151	257	18
Long term loans and advances	180	21	2	7
Deferred tax asset	4	3	1	
Other non-current assets	22	11	21	2
Non-current assets	414	734	1,256	1,58
Current assets				
Inventories	686	845	1,260	1,63
Trade receivables	664	561	1,439	1,28
Cash and bank balance	2	1	3	
Loan and advances	87	66	148	17
Other current assets	75	255	436	21
Current assets	1,513	1,728	3,286	3,30
Total assets	1,927	2,462	4,542	4,89
Equity				
Equity share capital	228	228	228	22
Reserves and Surplus	465	569	837	95
Total equity	693	797	1,065	1,17
Non-current liabilities				
Other long term liabilities	2	35	78	3
long term provision	6	7	8	1
Long term borrowings	128	219	527	61
Deffered tax liabilities				
Total non-current liabilities	136	262	613	65
Current liabilities				
Short term borrowings	443	537	878	99
Trade payables	379	686	1,544	1,79
Other current liabilities	259	146	350	22
Short term provisions	17	34	92	2
Total current liabilities	1,098	1,404	2,864	3,05
Total equity and liabilities	1,927	2,462	4,542	4,89

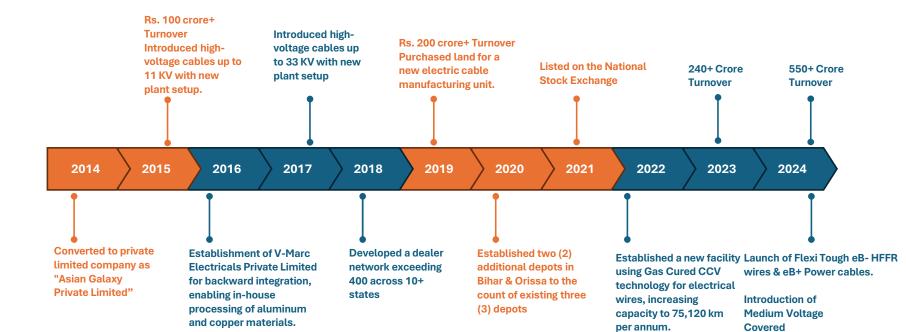




	Revenue	EBITDA	PAT	ROCE	ROE
H1FY 25	Rs 3452mn +97.2% YoY	Rs 344mn +98.6% YoY	Rs 114mn +106.8% YoY	23% (FY24)	25%(FY24)

- 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.





Conductor

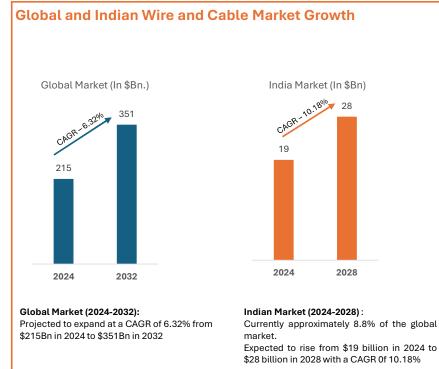


# **Industry Background**

### **Economic Outlook**

**Global Economy**: The global economy is expected to grow by 3.2% in 2024 and 3.3% in 2025. This projection reflects a stabilization, albeit with ongoing challenges such as persistent inflationary pressures and the potential for elevated interest rates.(Source: IMF)

**Indian Economy:** India's growth is projected to be robust at 6.5% for both 2024 and 2025, driven by strong domestic demand and resilience in various sectors of the economy. This places India as one of the faster-growing major economies globally during this period. (Source: IMF)



### Low Voltage Cables in India

- **1. Capacity and Use:** Low voltage cables handle under 1,000 volts, widely used for power distribution, lighting, and control in industrial settings.
- 2. Market Growth: Projected to expand through 2028, fueled by rising electricity demand, urbanization, industrialization, and increased adoption of renewable energy and smart grid technologies.
- **3. Applications:** Mainly for power distribution and control systems across residential, commercial, and industrial sectors.

### High Voltage Cables in India

- **1. Capacity and Use:** High voltage cables handle 33kV to 150kV, ideal for longdistance electrical transmission.
- 2. Market Expansion: Set for rapid expansion, outpacing low-voltage cables, driven by growing demands in power infrastructure, industrial development, and related sectors.
- **3. Applications:** Critical for long-range electricity transmission, supporting industrial and energy demands.

Source: Resurgent India Cabe & Wire Research report, Report No. TEV-2023/2024-6390



# **Growth and Demand Drivers**

### **Government-Led Infrastructure Initiatives:**

The Indian government is actively investing in critical infrastructure enhancements, which serves as a cornerstone for the wire and cable industry's growth. Major projects include:

### Nationwide Electrification

Through initiatives like 'Power for All', the government to aims ensure universal access to electricitv bv extending the grid and enhancing its robustness. This expansive drive necessitates а substantial volume of electrical cables, providing а sustained demand vector for the industry.

### Renewable Energy Integration

alignment with In global environmental targets, India's commitment to its augmenting renewable energy capacity significantly by 2030 underpins a growing demand for specialized cables. These are essential for connecting new solar and wind installations to the power grid and for inter-facility cabling within renewable power plants.

### Telecommunicatio ns Expansion:

government's The ambitious plans to enhance digital connectivity through 'Digital the India' initiative involve substantial upgrades to the telecommunications infrastructure. This includes the rollout of broadband and 5G networks, necessitating highquality fiber optic cables and supporting infrastructure.

# Smart Cities Development:

With over 100 smart cities planned across the country, there is a heightened demand for advanced cabling solutions that can support integrated IoT technologies, smart utilities, and urban connectivity frameworks.

### Public Transportation Upgrades:

Modernization of public transportation systems, including metro expansions and electrification of railways, requires robust, high-capacity cables for power transmission and signaling.



# **Growth and Demand Drivers**

### **Retail – Building Wires Segment:**

Rising demand for safe, energy-efficient, and high-quality wiring solutions fueled by urbanization, home renovations, and growing middle-class aspirations.

### Rising Demand for Housing

### Increasing

urbanization and government initiatives, like the "Housing for All" mission, have boosted demand for affordable housing and. consequently, electrical wiring needs. This expands our retail reach as new homes reauire extensive wiring installations.

# Growing Focus on Safety and Quality

Consumers are becoming more conscious of fireresistant and durable wiring for their homes, driving demand for high-quality wires that ensure safety and long-term performance. Our ability to offer ISIcertified fireor resistant wires will attract this qualityfocused segment.

### Energy Efficiency Awareness

As more homeowners seek to lower energy costs, demand for energy-efficient wires, like low-loss and lowresistance wires, is increasing. We can cater to this demand with products that emphasize efficiency, offering long-term savings.

### Rising Middle-Class Income and Aspirations

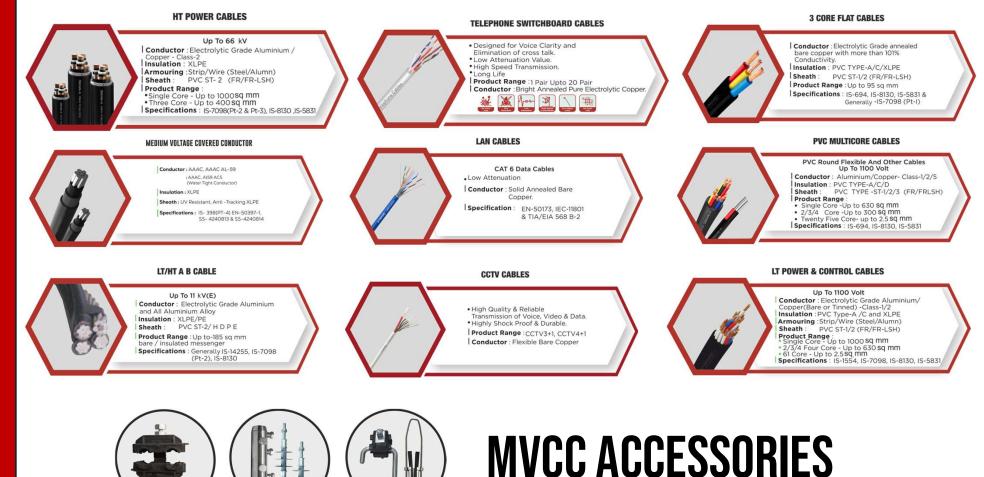
The expanding middle class in India is willing to invest in premium products. including high-quality housing wires. Increased disposable income in this demographic will support demand for branded. reliable electrical wiring solutions.

### Increasing Need for Electrical Automation

Smart home solutions are gaining popularity, which requires upgraded and complex wiring systems to support devices and automation systems. We will leverage this trend by positioning ourself as a provider of compatible, highquality wiring for smart home installations.



# **Products**





# **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

### FR MULTISTRAND CABLES

Flame Retardant Cable Up To 1100 Volt Conductor :Electrolytic Grade annealed bar 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

### FRLSH MULTISTRAND CABLES

110

3 P 2. 3. 3. 3

Flame Retardant Low Smoke Cable With Reduced Halogen Up To 1100 Volt Conductor : Electrolytic Grade annealed bar 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

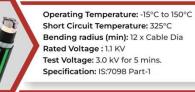
V-MARC ACCESSORIES



### 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

### **eB<sup>+</sup>POWER CABLES**



Bending radius (min): 12 x Cable Dia Test Voltage: 3.0 kV for 5 mins. Specification: IS:7098 Part-1

### 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



### **DISTRIBUTION BOX**



 Marking on sides for perfect installation. Power coated, aesthetically common design

### MINIATURE CIRCUIT BREAKER

Miniature Circuit Breaker MCB- Protect against over load & short Smart Features & Benefits: MCB- Protect against over loi circuit fault of 10KA Range: 06A - 63A Execution: Single Pole, Single f Double Pole. Three Pole. Three High short-circuit switching capacity
Low let-through energy
Longer electrical life through precisely 2 22 222 2222 led thermal and magnetic trip T TT TTT TTT d knob design for speedy action, sitive contact indicator, serating temperature - 30Cto 70C. the bree there n: IS/IEC60898

### **RESIDUAL CURRENT CIRCUIT BREAKER**





### **MODULAR SWITCHES**

# New Product: Flexi Tough Wire & eB+ Power Cable

### Overview

- Product: Flexi Tough Wire
- Technology: Enhanced with e-Beam processed XLPO HFFR compound
- Key Benefit: Superior electrical, thermal, fire, weathering, and mechanical properties

### **Technical Advantages**

- **High Insulation Resistance:** Significantly higher than conventional wires, ensuring safety and efficiency.
- Enhanced Current Capacity: More than 30% increase in current carrying capacity compared to traditional cables.
- Advanced Mechanical Strength: Offers higher tensile strength and temperature withstand capabilities.
- Fire Safety: Reduces the risk of fires due to overload and short circuits, enhancing safety and property protection.
- Longevity: e-Beam technology extends the life of the cables, providing long-term value.

### **Comparative Advantage**

• **Comparison with Chemical Curing:** e-Beam cross-linking offers superior properties without the need for chemical additives, leading to a cleaner, more robust solution

### Market Impact

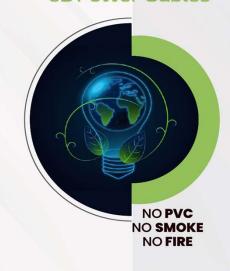
- **Innovative Edge:** Positions Vmarc India as a leader in safety and technology in the cable manufacturing industry.
- **Customer Satisfaction:** Meets the increasing demands of industries requiring high-performance and reliable wiring solutions.





### Empowering India with Revolutionary

Flexi Tough eB-HFFR Wires



Green Initiative By V-MARC India Limited



# **Outlook:**

### Revenue

- FY25 : We target to report ₹750-800 crore revenue on full year basis, driven by robust demand in broadened product portfolio and seasonally second half of the year being better half for the business.
- **FY26 :** Targeting 40-50% revenue growth, supported by expanded production capacity, product innovation, and an enhanced distribution network.

### Margin

➢ We aim to maintain EBITDA margins in the range of 11-13% over the coming years, leveraging highmargin products, backward integration, operational efficiencies, and strategic R&D investments.

### Capacity

With capacity expansions underway, our five-year goal is to reach 7 lakh kilometres in production capacity from the current capacity of 1.69 lakh kilometres, meeting increasing market demands while supporting product diversity and geographic reach.





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. 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



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.

# 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. Sunil Ramteke Vice President International Business

He holds MBA & B.E. Degree from Walchand College of Engineering, Sangli.

He has 20 years of experience in the areas of exports & digital marketing. He has previously worked for Hyperloop Digital. 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. Jitender Kumar Sharma General Manager - Operations

Holds B.E. Degree from Jaipur Engineering College, Rajasthan.He has 14 years of experience in the areas of Production & Process Development.



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.



# V-MARC THANKYOU

**Powering Progress Sustainably** 

Email: investor@v-marc.in

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