

Date: 24.05.2025

To,
Chief Manager
Listing Compliance Department
National Stock Exchange of India Limited (NSE)
Exchange Plaza, Plot no. C-1, Block-G,
Bandra Kurla Complex,
Bandra (E), Mumbai -400 051

Scrip Symbol: WEL
ISIN: INE02WG01024

To,
BSE Limited
Corporate Relation Department
1st Floor, New Trading Ring
Rotunga Building Phiroze Jeejeebhoy
Towers
Dalal Street, Mumbai - 400 001

Scrip Code: 543449

Sub: Submission of Corporate Presentation

Dear Sir/Madam

Please find enclosed the corporate presentation for Investors. The presentation is being submitted in compliance with Regulation 30 read with Schedule III of Para A of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are requested to kindly take the same in your records.

Thanking You,

For Wonder Electricals Limited

Dhruv Kumar Jha
Company Secretary & Compliance Officer

Encl: As above

Wonder

Electricals Limited

Investor Presentation May 2025



Disclaimer



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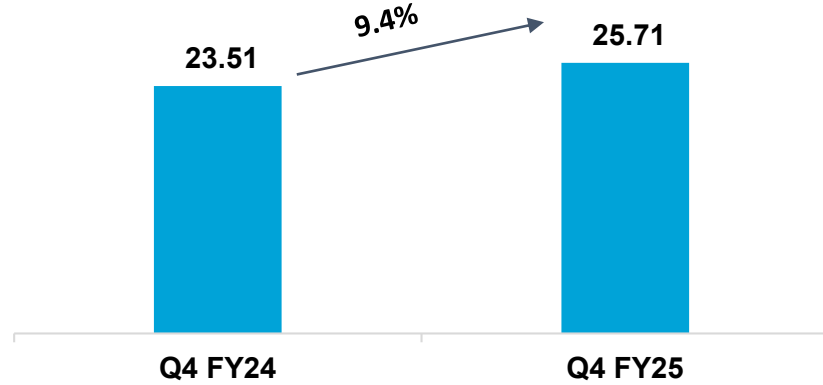
06
Way Forward

Quarterly & Full Year Performance

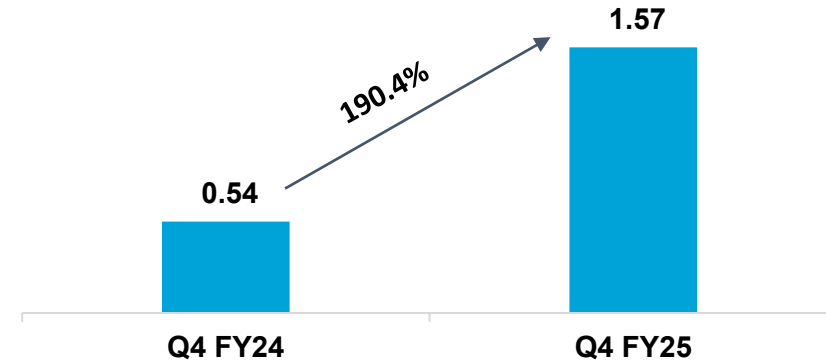


Quarterly Product Sales Mix

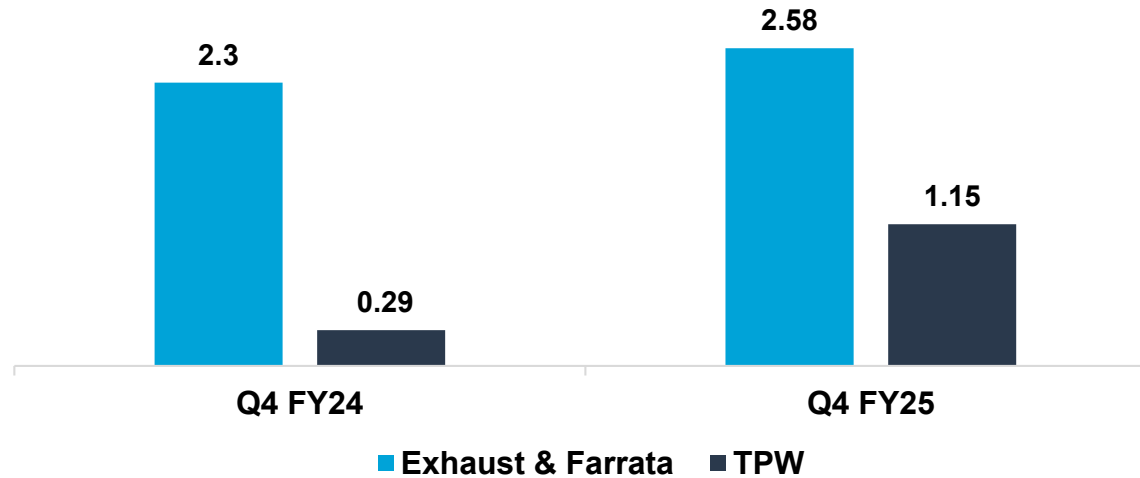
Induction Fans (Units in Lakhs)



BLDC Fans (Units in Lakhs)

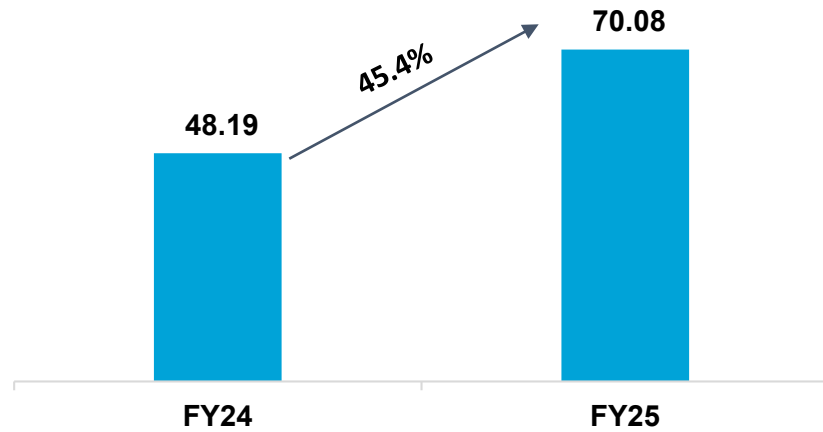


Exhaust, Farrata & TPW Fans (Units In Lakhs)

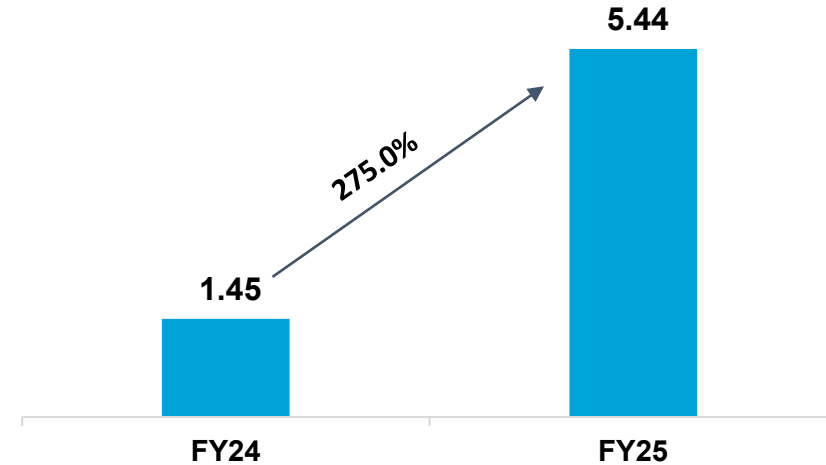


Full Year Product Sales Mix

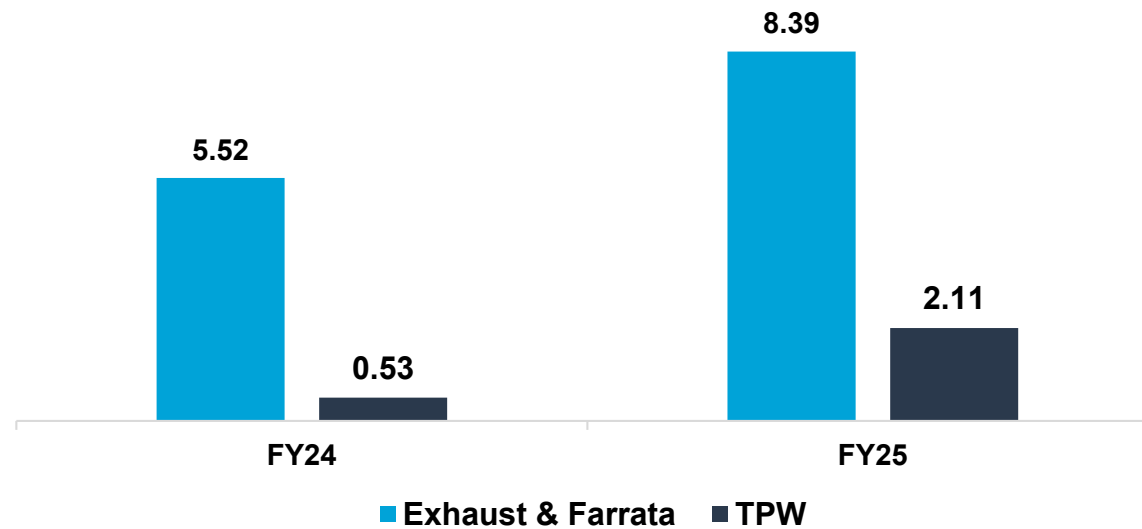
Induction Fans (Units in Lakhs)



BLDC Fans (Units in Lakhs)

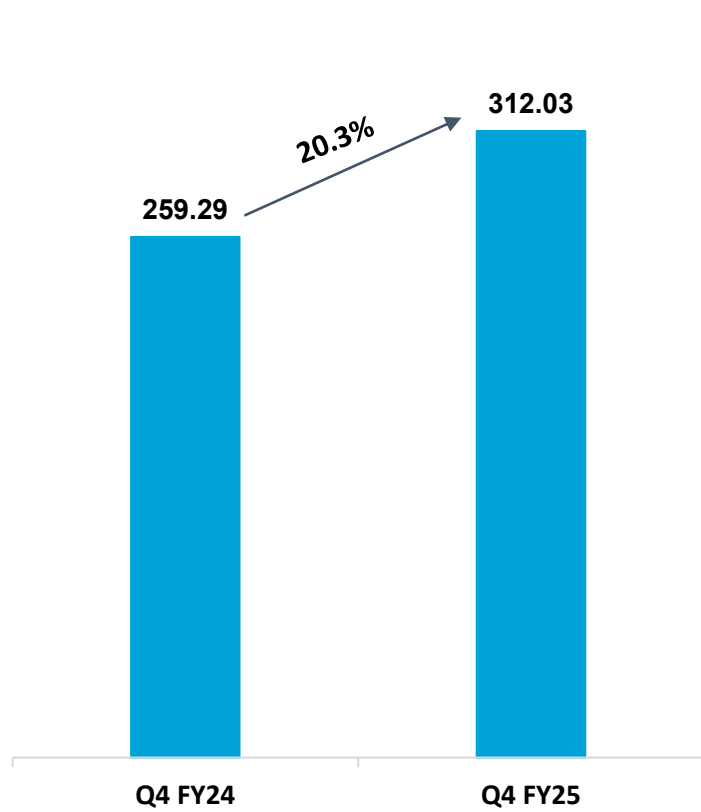


Exhaust, Farrata & TPW Fans (Units in Lakhs)

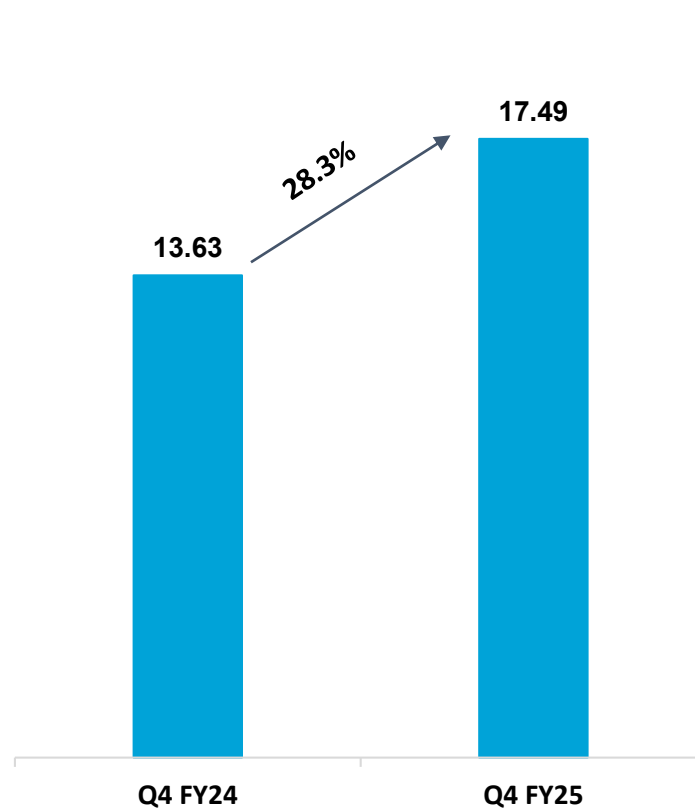


Q4 FY25 Financial Highlights

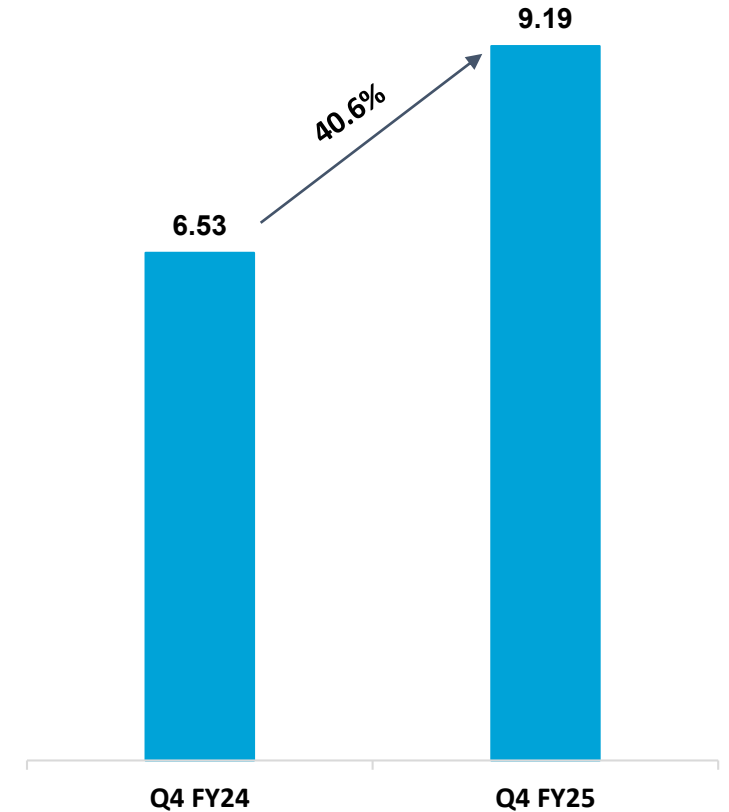
Operational Revenue (Rs. Cr.)



EBITDA (Rs. Cr.)

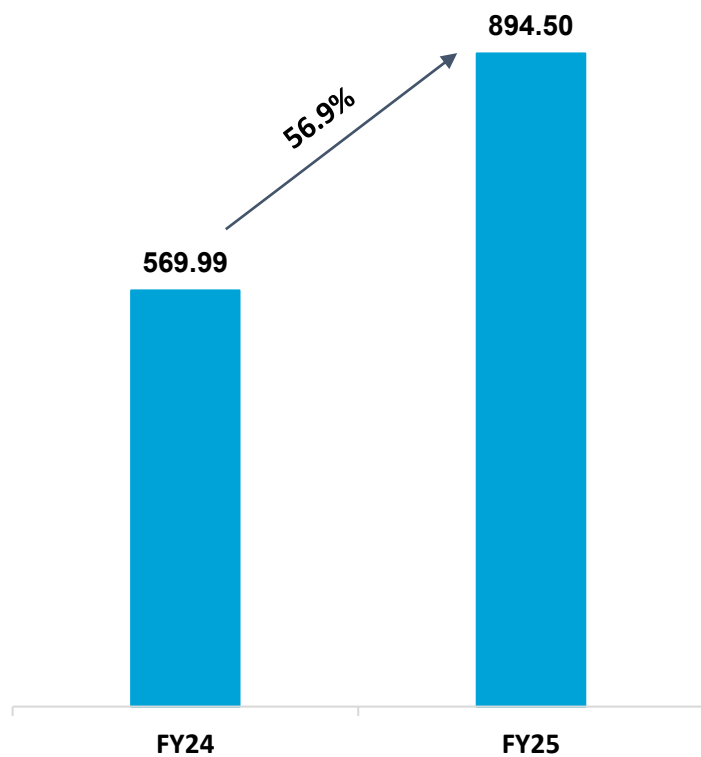


PAT (Rs. Cr.)

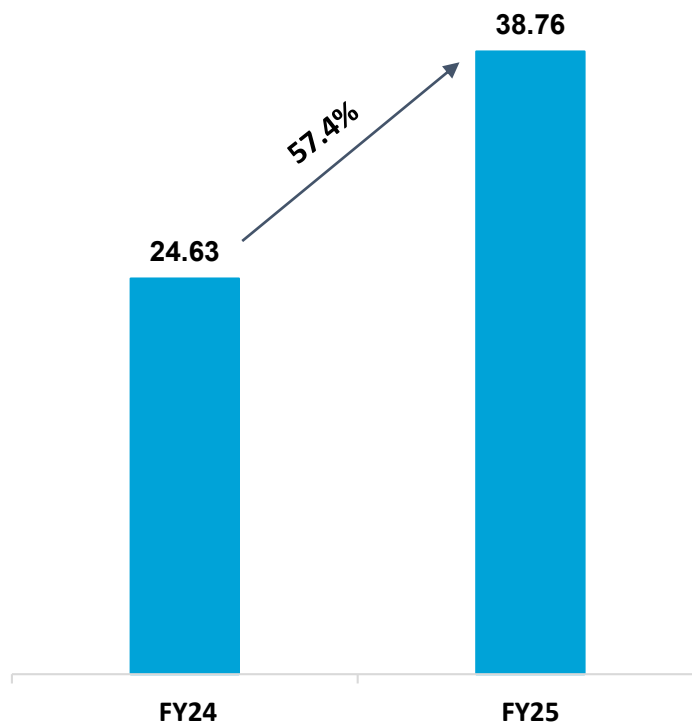


FY25 Financial Highlights

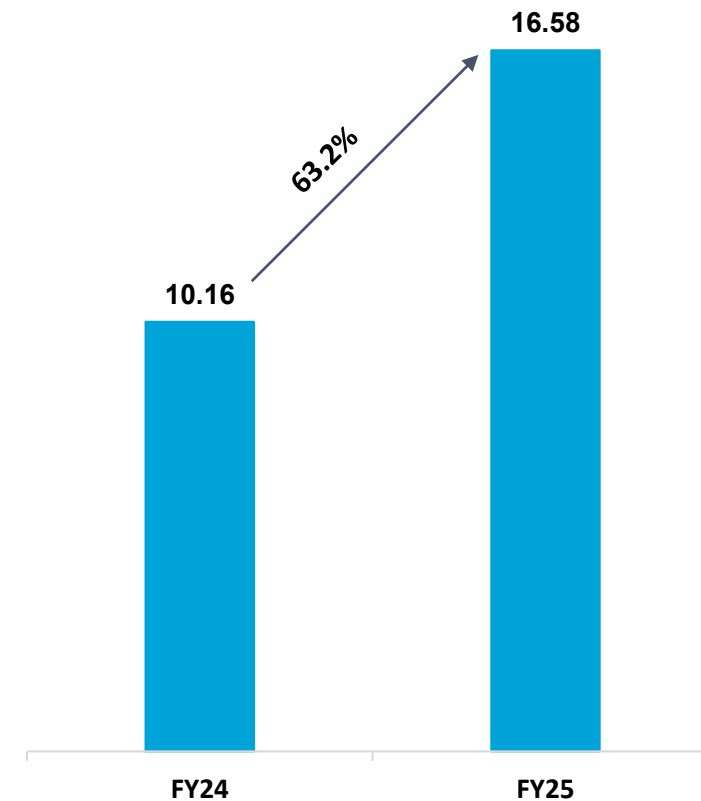
Operational Revenue (Rs. Cr.)



EBITDA (Rs. Cr.)



PAT (Rs. Cr.)



Management Comment



Mr. Yogesh Sahni

“We are pleased to report a strong performance for the financial year ended March 31, 2025. FY25 has been a landmark year for Wonder Electricals Limited, marked by robust revenue growth, operational efficiencies, and strengthened financial metrics.

*The Company achieved a **57% year-on-year** increase in Revenue, reaching **₹894.5 Crores**, driven by sustained sales momentum and higher volumes across key markets. This growth reflects the continued trust of our customers and the effectiveness of our on-ground execution and channel engagement strategies.*

*We have also made significant strides in operational efficiency. Our working inventory days improved from **40 days in FY24 to 25 days in FY25**, highlighting the consistently strong demand environment and our ability to efficiently manage supply chain and distribution dynamics.*

*On the profitability front, we are pleased to report an improvement in our return ratios. Return on Equity (ROE) increased from **11.56% in FY24 to 16.5% in FY25**, while Return on Capital Employed (ROCE) rose from **12.4% to 16.3%**, reflecting better capital allocation and stronger earnings growth.*

*In recognition of the Company’s performance, the Board of Directors has recommended a final dividend of **₹0.10 per share** for FY25. We extend our sincere gratitude to our employees, partners, and stakeholders for their continued support and look forward to building on this positive momentum in the coming year”*

Quarterly Income Statement

Particulars (Rs. Crore)	Q4 FY25	Q4 FY24	YoY%
Revenue from Operations	312.03	259.29	
Other Income	0.04	(0.85)	
Total Operational Revenue	312.07	258.44	20.75%
Raw Materials	278.11	232.86	
Employee Cost	13.84	11.46	
Other Cost	2.59	1.34	
Total Expenditure	294.54	245.66	
EBITDA (excl. Other Income)	17.49	13.63	28.30%
EBITDA Margin (%)	5.60%	5.26%	34 bps
Depreciation	2.18	1.68	
Interest	1.49	1.53	
PBT	13.86	9.57	44.81%
Tax	4.67	3.04	
PAT	9.19	6.53	40.65%
PAT Margin (%)	2.94%	2.52%	42 bps
Basic EPS (Rs.)	0.69	0.73	

Yearly Income Statement

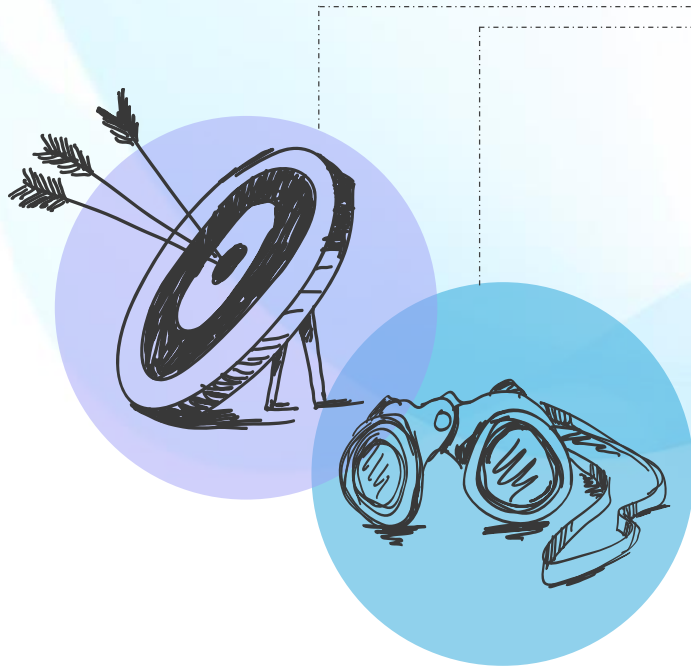
Particulars (Rs. Crore)	FY25	FY24	YoY%
Revenue from Operations	894.50	569.99	
Other Income	0.43	0.03	
Total Operational Revenue	894.93	570.02	57.00%
Raw Materials	802.12	513.53	
Employee Cost	46.40	27.66	
Other Cost	7.22	4.17	
Total Expenditure	855.74	545.36	
EBITDA (excl. Other Income)	38.76	24.63	57.38%
EBITDA Margin (%)	4.33%	4.32%	1 bps
Depreciation	7.11	5.80	
Interest	6.78	4.33	
PBT	25.30	14.52	74.21%
Tax	8.73	4.37	
PAT	16.58	10.16	63.22%
PAT Margin (%)	1.85%	1.78%	7 bps
Basic EPS (Rs.)	1.24	0.76	

Company Overview

About us

01	One of India's leading fans and appliances manufacturer, with a history of over two decades	FY25 Total number of Fans sold: 86 Lakh units	06
02	Specializing in both ODM and OEM services	FY25 Operational Revenue: INR 894 Crore	07
03	3 strategically located plants in Roorkee, Haridwar, and Hyderabad spread across 3lakhs+ sq ft of total area	FY25 EBITDA: INR 38.8 Crore	08
04	Product Portfolio – Ceiling, Exhaust, Pedestal & TPW Fans New products added –Heaters, Ventilating Fans & now Kettles	FY25 ROE: 16.46%	09
05	Total installed capacity – 12 Million Units p.a.	FY25 ROCE: 16.29%	10

Vision & Mission



Aims

Outpace market growth and become a leading name by leveraging five key pillars: Branding, Portfolio, Go-to-Market strategies, Operational excellence, and Organizational leadership.



Diversification

Expand product portfolio to align with evolving consumer trends and technological advancements.



Growth

Increase presence in motors based on market demand.



Vision

Become a global leader in energy-efficient fans, motors, home appliances, and related equipment through technology-driven solutions.



Capacity

Enhance production capacity to meet current market needs.



Innovation

Prioritize energy efficiency and technology in new products.



International Expansion

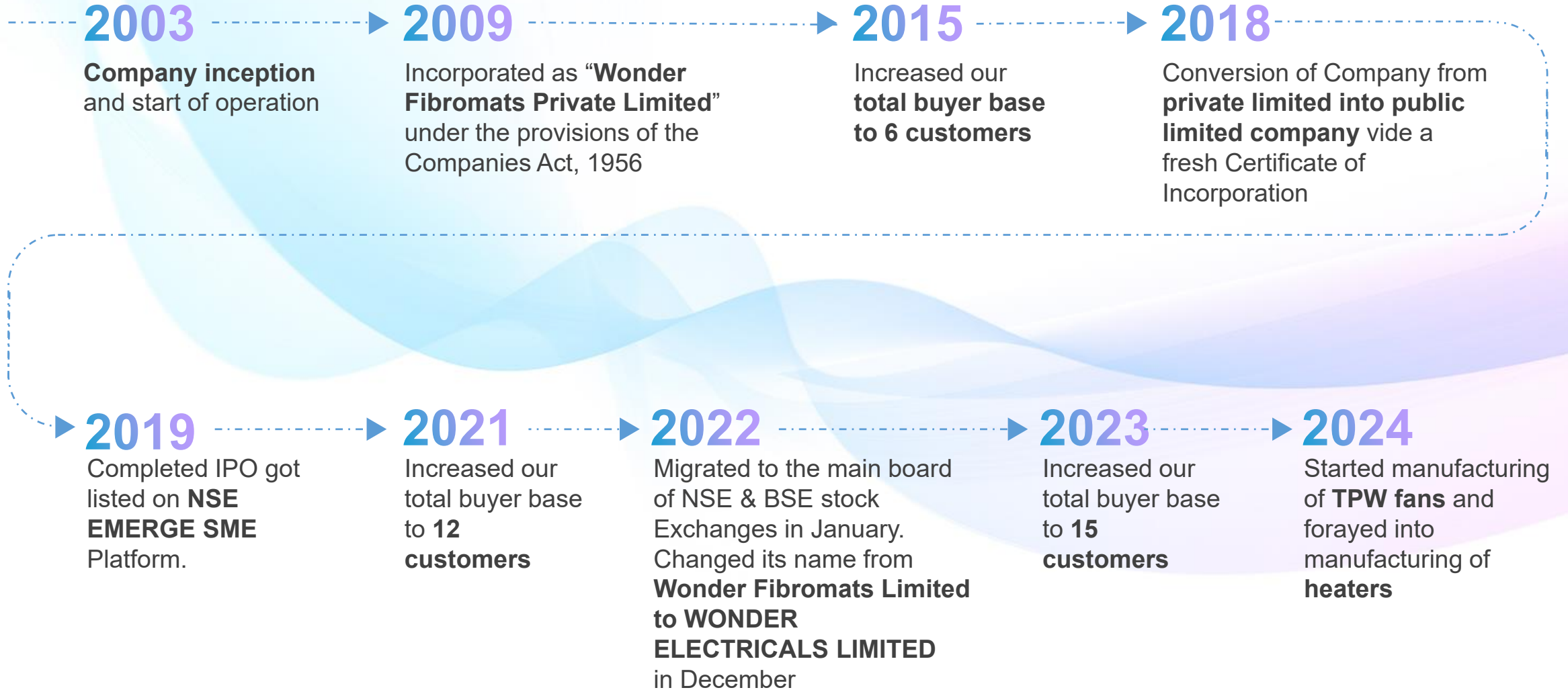
Enter global markets with existing products.



Product Range

Introduce new products for both domestic and international markets.

Timeline



Business



Overview

Business Overview



Key Strengths

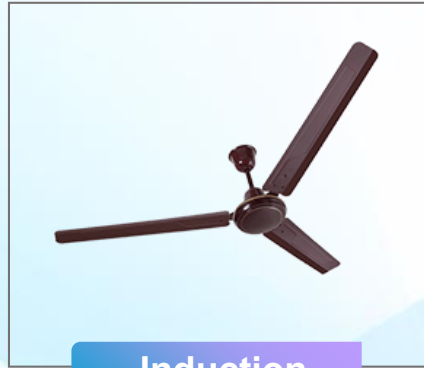
- 01** Efficient mass production with an installed capacity exceeding 12 million units annually, committed to quality and complete customer satisfaction.
- 02** As the company is leading ODM for fans in the country, their In-house design and development team, including engineers, draftsmen, and designers, with expertise in mechanical, electrical, and aesthetic design for quick turnaround is one of their moats and preferred by many customers
- 03** As the market shifts to BLDC fans, Wonder Electricals stands as a leader to capitalize on this opportunity and further expand it's reach
- 04** Their in house manufacturing facilities produces significant synergies for them as they have a complete backward integration of this process
- 05** Extensive and diverse product portfolio which includes ceiling fans with star rating between 1 to 5 star (this is a range of induction & BLDC fans), metal exhaust & farrata fans. We also produce a plastic range of Table, Pedestal and Wall Fans.
- 06** Capacity to produce 40,000 fans in a day, one of the highest capacities in the country
- 07** Guided by a highly experienced management team who possess over 5 decades of Industry experience

Product Profile of the company

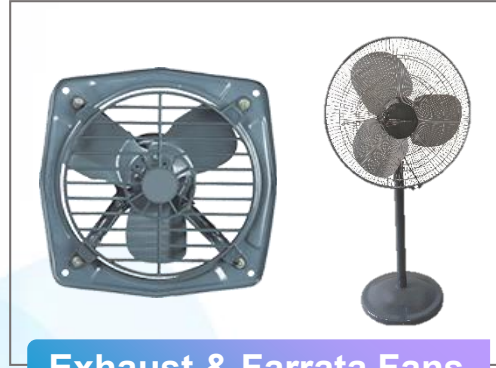
Fans



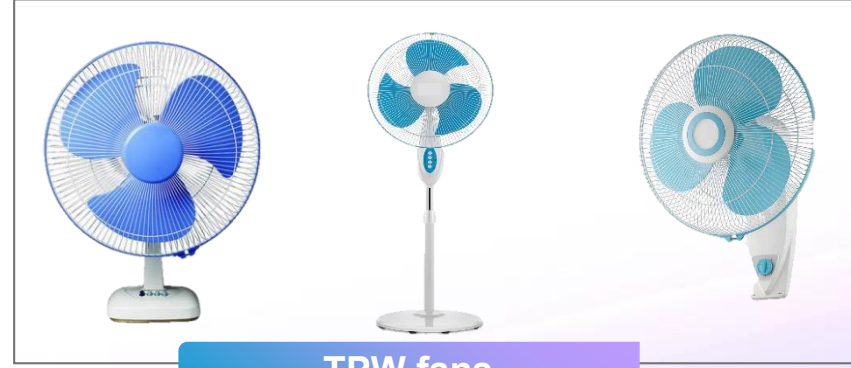
BLDC



Induction



Exhaust & Farrata Fans



TPW fans

Appliances



Electric Heater



Kettles

Company Management



Harsh Kumar Anand

Mr. Harsh, B.Tech (Electrical), is the **Promoter, Director, and Chairman** of the Company. With over 50 years of experience in manufacturing components for electric fans, sales, and client retention, he oversees daily operations and formulates business policies and growth strategies. He has been on the board since June 7, 2013.



Yogesh Sahni

Mr. Yogesh Sahni, **Promoter and Managing Director**, holds a Graduate degree from Sri Ram College of Commerce. With over 40 years of diverse industry experience (packaging, stationery, construction) he began fan manufacturing in 1988 and has significantly grown the business. He has been on the board since June 7, 2013.



Yogesh Anand

Mr, Yogesh Anand is the **Promoter , Director and CFO** of the Company, holding a Postgraduate degree in Commerce. With over 45 years of experience in fan manufacturing and financial management, he oversees both financial operations and strategy and has overseen similar companies in the past

Company Management



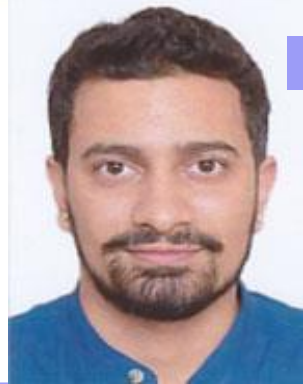
Jatin Anand

Mr. Jatin Anand, a Whole Time Director, holds a B.E. in IT and an MBA. With over 15 years of experience in manufacturing electric ceiling, exhaust, and plastic fans, he manages daily operations, including production and supply chain. He has been on the board since May 12, 2016.



Karan Anand

Mr. Karan Anand, a Whole Time Director, holds a B.E. in Computer Science and an MBA. With over 15 years of experience in manufacturing electric ceiling, exhaust, and plastic fans, as well as their components, he has been on the board since May 12, 2016.



Siddhant Sahni

Mr. Siddhant Sahni, a Whole Time Director, holds a Bachelor's degree in Business Administration. With over 13 years of experience in consumer electronics and home appliances, particularly in ceiling and exhaust fans, he is known for his strategic vision, operational excellence, and commitment to innovation. He has been on the board since May 12, 2016.

Manufacturing Facilities



State-of-Art Manufacturing Facilities

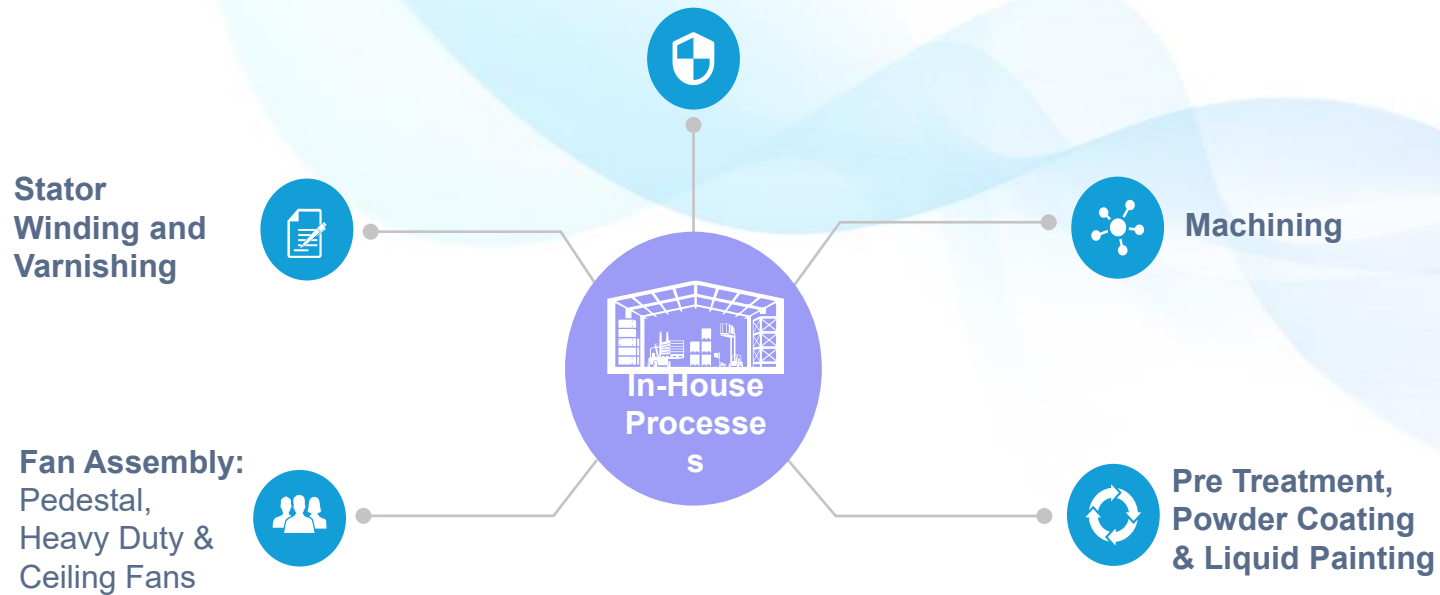


Plant 1 : Roorkee

Wonder Electricals Limited – Roorkee Plant

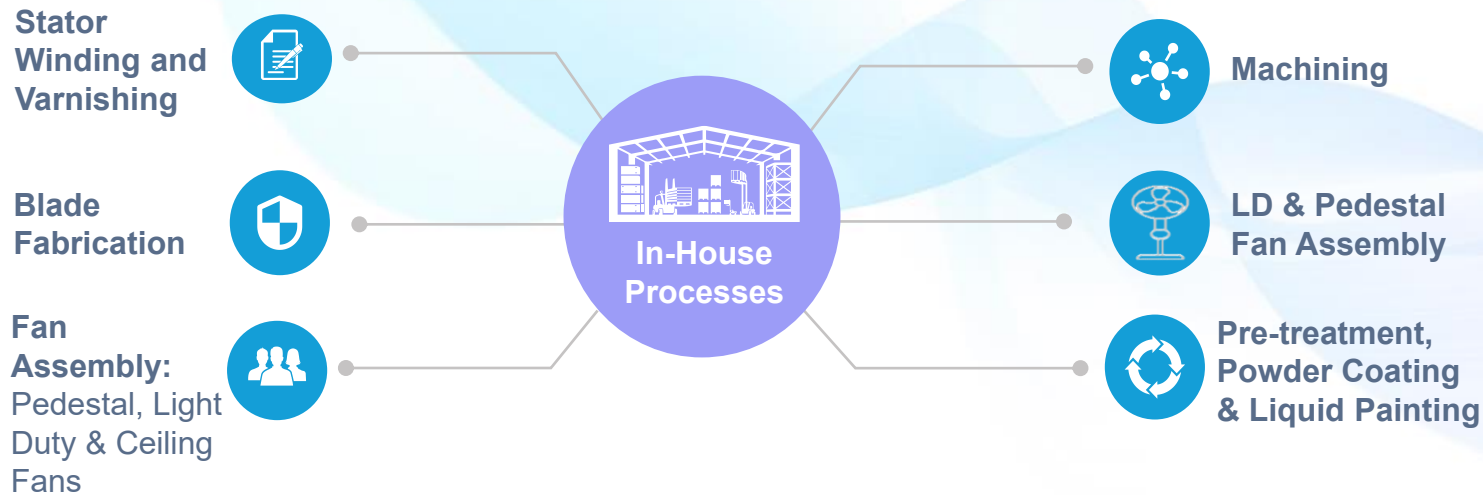
Land Area	9,500 sq. mtr. Approximately
Covered Area	13,350 sq. mtr. Approximately

Blade Fabrication



Plant 2 : Haridwar

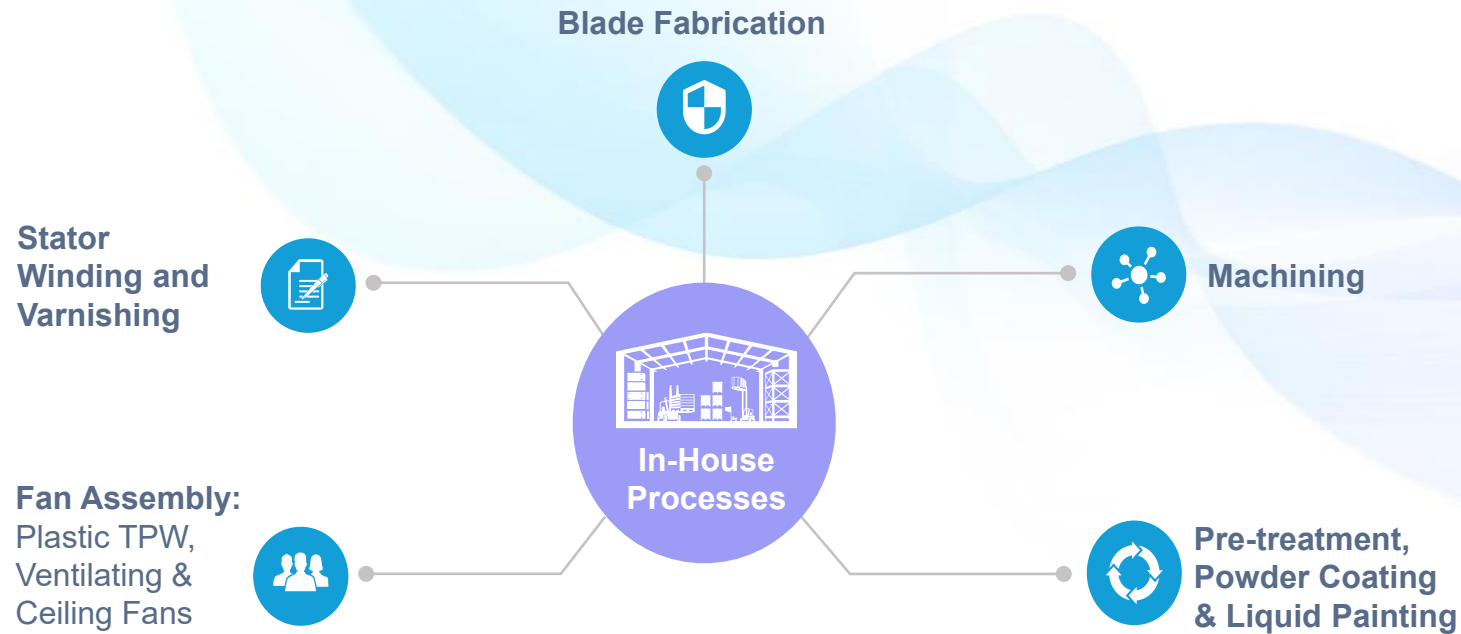
Wonder Electricals Limited – Haridwar Plant	
Land Area	3,600 sq. mtr. Approximately
Covered Area	8,850 sq. mtr. Approximately



Plant 3 : Hyderabad

Wonder Electricals Limited – Hyderabad Plant

Land Area	7,200 sq. mtr. Approximately
Covered Area	11,100 sq. mtr. Approximately



Industry Overview



The **Indian ceiling fan market** is majorly driven by rapid urbanization and the increasing construction of new residential buildings. This is further supported by several initiatives undertaken by the Government of India (GoI) to expand housing projects and develop smart cities across the country.



As per IMF estimates, **India's per capita income** (at constant prices) is expected to grow at 5-6% CAGR in real terms from Fiscal 2025 to Fiscal 2027. Complemented by consumer shift towards premium products, will help in improving realizations for both brands & OEMs



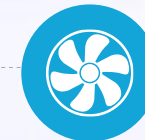
Housing Growth in India - In the Union Budget 2023-24, the Finance Ministry announced a commitment of Rs. 79,000 crore for PM Awas Yojana, which represents a 66% increase compared to last year. In the 2024-25 interim Budget, Finance Minister announced a boost for India's affordable housing sector by adding 2 Crore more houses to the flagship scheme PMAY-U.



The **increasing market share of organized players**, driven by a reduction in the price gap between organized and unorganized competitors, indicates that this trend is likely to continue.



The Hospitality Industry - In Indian Hospitality Market size is estimated to grow at a CAGR of 13.96% during the forecast period of 2024-2029.



There has been **exponential growth in the use of exhaust fans** across various sectors, including cloud kitchens, restaurants, manufacturing plants, and factories.

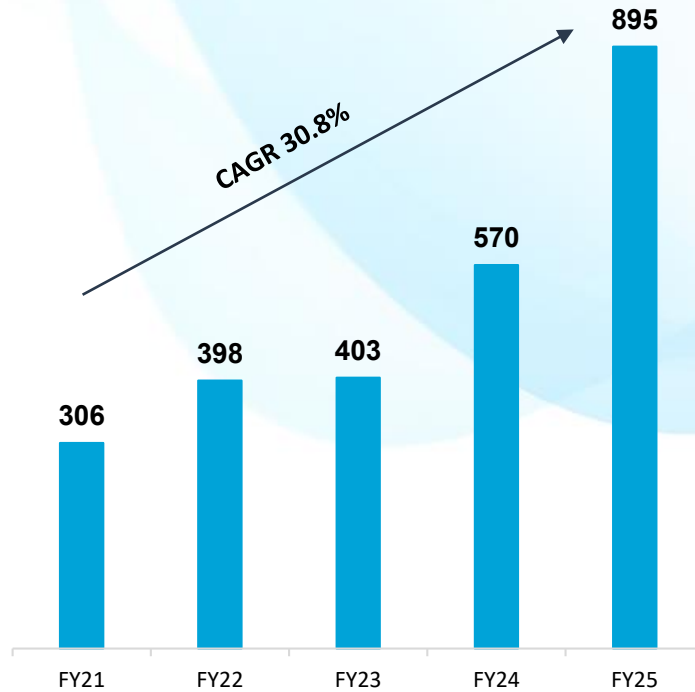
Financial



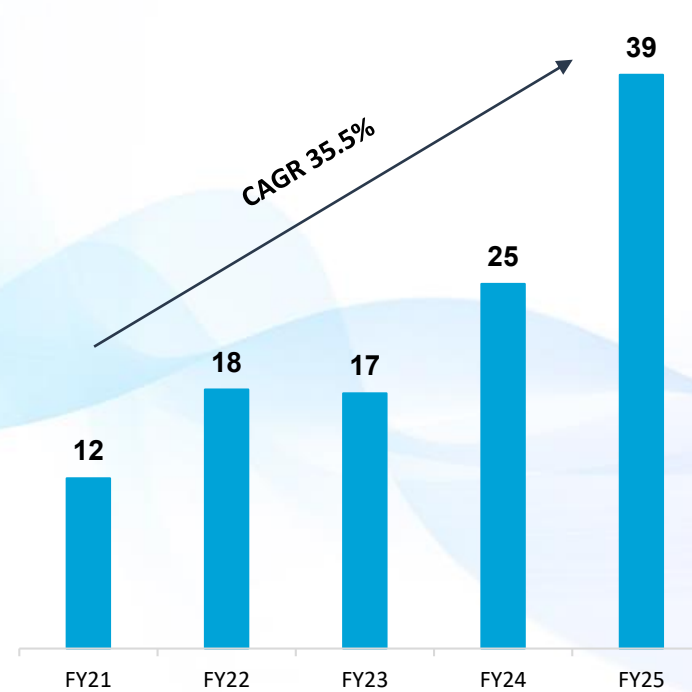
Overview

Financial Highlights

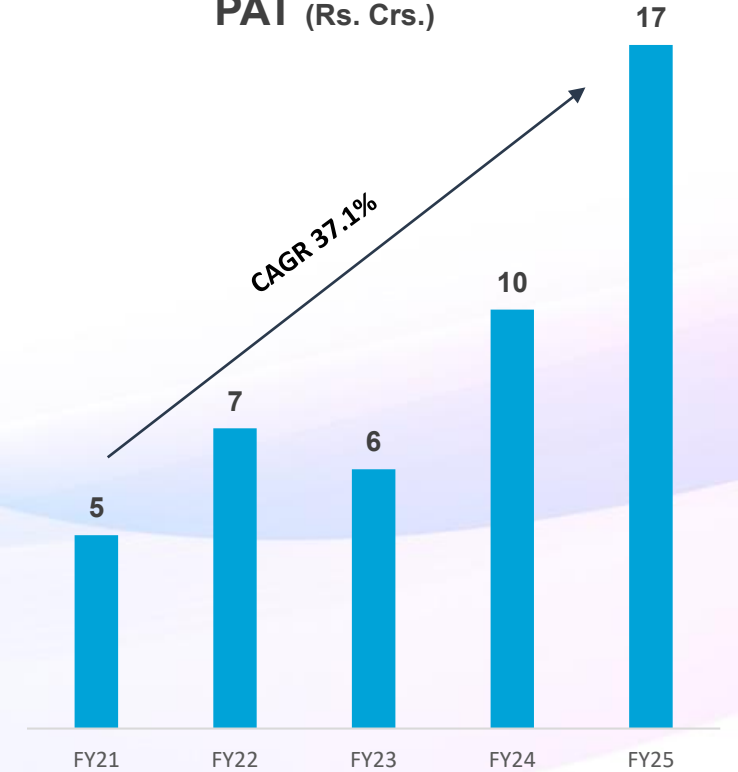
Operational Revenue (Rs. Crs)



EBITDA (Rs. Crs)

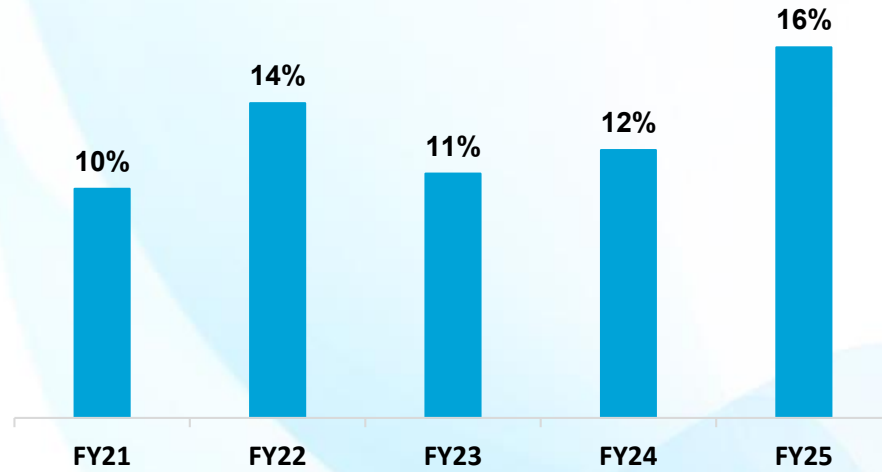


PAT (Rs. Crs.)

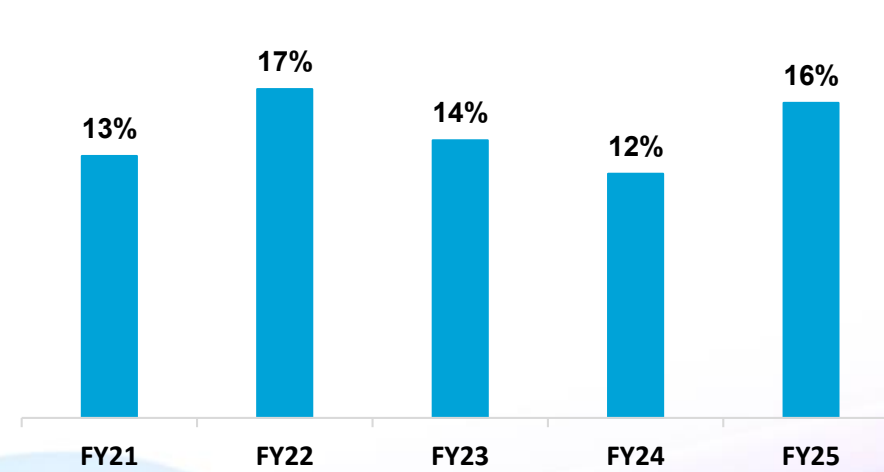


Key Ratios

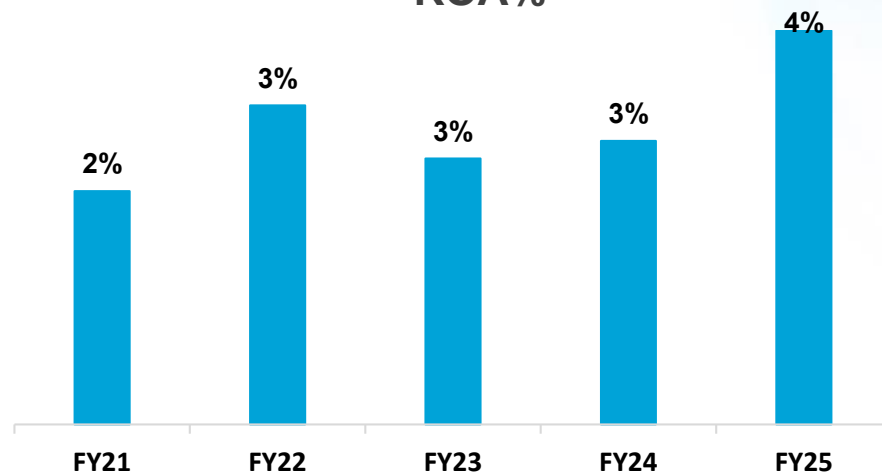
ROE%



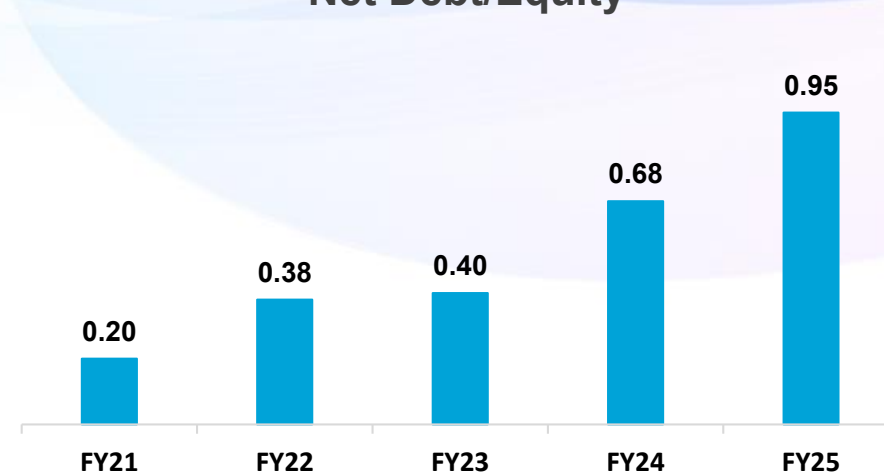
ROCE%



ROA%



Net Debt/Equity



Way



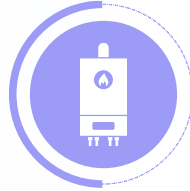
Forward

Way Forward



Energy Efficiency Focus

Committed to leading the market with energy-efficient products like BLDC fans, offering fans with 1 to 5 Star ratings and various energy-saving variants.



Portfolio Diversification

Started manufacturing of heaters, ventilating fans and now kettles



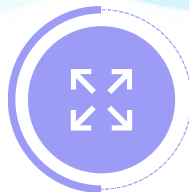
Margin Improvement

As the customer preference shifts towards BLDC Fans, it would enable margin expansion for the company



Vendor Support

A robust vendor network ensures strong supply capabilities for the new capacity.



Plastic TPW Expansion

Plans to grow the Plastic TPW & Ventilating segment, targeting significant growth.



Capacity Expansion

The company plans substantial capacity increases over the next few years.



Technology Integration

Advanced technology is employed throughout the production process.

Thank You

Wonder Electricals Limited

Mr. Yogesh Sahni
Managing Director

sahni@wonderfibromats.com
www.wonderelectricals.com/

Adfactors PR

Bhavya Aggarwal / Namit Shah

bhavya.aggarwal@adfactorspr.com /
namit.shah@adfactorspr.com

