



**WHIRLPOOL OF INDIA LIMITED**  
(CIN No. : L29191PN1960PLC020063)

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**August 06, 2026**

|                                                                                                                                                                                      |                                                                                                                                                                                                                                           |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>The Manager</b><br><b>Listing Department</b><br><b>BSE Limited</b><br>Phiroze Jeejeebhoy Towers<br>Dalal Street, Mumbai,<br>Maharashtra - 400001<br><br><b>Scrip Code: 500238</b> | <b>The Manager</b><br><b>Listing Department</b><br><b>National Stock Exchange of India Limited</b><br>Exchange Plaza, C-1, Block G,<br>Bandra Kurla Complex, Bandra East,<br>Mumbai, Maharashtra – 400051<br><br><b>Symbol: WHIRLPOOL</b> |
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Dear Sir/Madam,

**Subject: Presentation - Conference Call for Investors/ Analysts for Q1 FY 2026-27**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation of our intimation dated July 30, 2026 wherein we had informed the schedule of the Conference Call for Investors/Analysts for Q1 FY 2026-27, please find enclosed herewith the presentation to be made at the conference call scheduled today i.e, on August 06, 2026.

The same will also be uploaded on the Company's website at <https://corporate.whirlpool.in/>.

Yours faithfully,

**For Whirlpool of India Limited**

**Sweta Srivastava**  
**Company Secretary and Compliance Officer**

**Plot No. 40, Sector 44**  
**Gurugram, Haryana-122002**

Encl: as above



# Welcome to the Analyst Call Whirlpool of India Limited

The Call will begin at 04:30 PM

# Whirlpool of India Limited Corporate Presentation

Aug 06, 2026

## Cautionary Statement



*This Presentation/Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in India, ability to maintain and manage key customer relationships and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments including tax laws and other statutes, change in input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward looking statements as may be required from time to time on the basis of subsequent developments and events. The reader should review the risk factors set out in the most recent annual report for a list of risks that could cause actual results to differ materially from the forward looking statements.*

*This presentation and its contents must not be distributed, published or reproduced. This presentation does not constitute a recommendation regarding the securities of the Company. The analysts/investors are therefore requested to use their independent judgements & experience when making investments and other business decisions. The Company does not undertake any obligation or responsibility to update, modify or revise forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.*

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# Agenda



- I Business Overview**
- II Strategic Imperatives**
- III Financial Performance**

## I. Business Overview



## Q1'26-27 Key Highlights



- Delivered double digit revenue growth; maintained no.2 position in T2 (MBO\*vol MS)
- # 1 (Market leadership) in Direct Cool Ref (MBO\*vol MS) for the last 7 months
- Front load washer : Triple digit increase in market share (MBO\*vol MS)
- Air-con robust Q1'FY 27 execution delivers ~50% revenue growth
- Elica continues with strong performance; Revenue +26%, PBT +22%
- Margins impacted due to war & regulatory (energy changes)
- Continue to navigate war led challenges through resilient supply chain
- Net negative working capital ... investments in last quarter in aircon fully recovered

# Holding #1 in DC and #2 in T2 MBO => MS Recovery vs LY



|                                                                                                      | Q3 24-25<br>(Oct 24 – Dec 24)                                                                                                                                         | Q4 24-25<br>(Jan 25 – Mar 25)                                                                                                                                     | Q1 25-26<br>(Apr 25 – Jun 25)                                                                                                                  | Q2 25-26<br>(Jul 25 – Sep 25)                                                                                                                                | Q3 25-26<br>(Oct 25 – Dec 25)                                                                                                                | Q4 25-26<br>(Jan 26 – Mar 26)                                                                                                                                                                                         | Q1 26-27<br>(Apr 26 – Jun 26)                                                                                                                                                                                                                 |
|------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Industry Volume Growth                                                                               | Single Digit                                                                                                                                                          | Single Digit                                                                                                                                                      | Single Digit Decline                                                                                                                           | Low Single Digit                                                                                                                                             | Single Digit                                                                                                                                 | Single Digit                                                                                                                                                                                                          | Single Digit                                                                                                                                                                                                                                  |
| WOIL<br>Actions<br> | <ul style="list-style-type: none"> <li>■ Addnl Retail Executives</li> <li>■ Strong festival execution</li> <li>■ New products</li> <li>■ New Aircon ranges</li> </ul> | <ul style="list-style-type: none"> <li>■ Addnl Retail Executives</li> <li>■ Increased Feet on street</li> <li>■ New Products</li> <li>■ Aircon success</li> </ul> | <ul style="list-style-type: none"> <li>■ Competitive challenge</li> <li>■ Expansion of SA DMIX</li> <li>■ Lapis Grande launch in NF</li> </ul> | <ul style="list-style-type: none"> <li>■ Price action to combat competitive pressure</li> <li>■ Retail Exec. Incentive scheme to drive front load</li> </ul> | <ul style="list-style-type: none"> <li>■ Addnl price action</li> <li>■ Festival execution</li> <li>■ Focused front load execution</li> </ul> | <ul style="list-style-type: none"> <li>■ Ref phase in phase out</li> <li>■ New Products- Protton NXT, HA 9kg steam, Direct Cool ADF</li> <li>■ Addnl Retail Executives</li> <li>■ Aircon &amp; HA scale up</li> </ul> | <ul style="list-style-type: none"> <li>■ Ref phase in phase out</li> <li>■ Pricing (part) against war led inflation</li> <li>■ Aircon continued scale up</li> <li>■ Front Load Washer scaling up</li> <li>■ Top load 11Kg launched</li> </ul> |
| WOI Volume share <sup>1</sup> : (YOY)                                                                | +++                                                                                                                                                                   | +++                                                                                                                                                               | --                                                                                                                                             | --                                                                                                                                                           | --                                                                                                                                           | --                                                                                                                                                                                                                    | ++                                                                                                                                                                                                                                            |

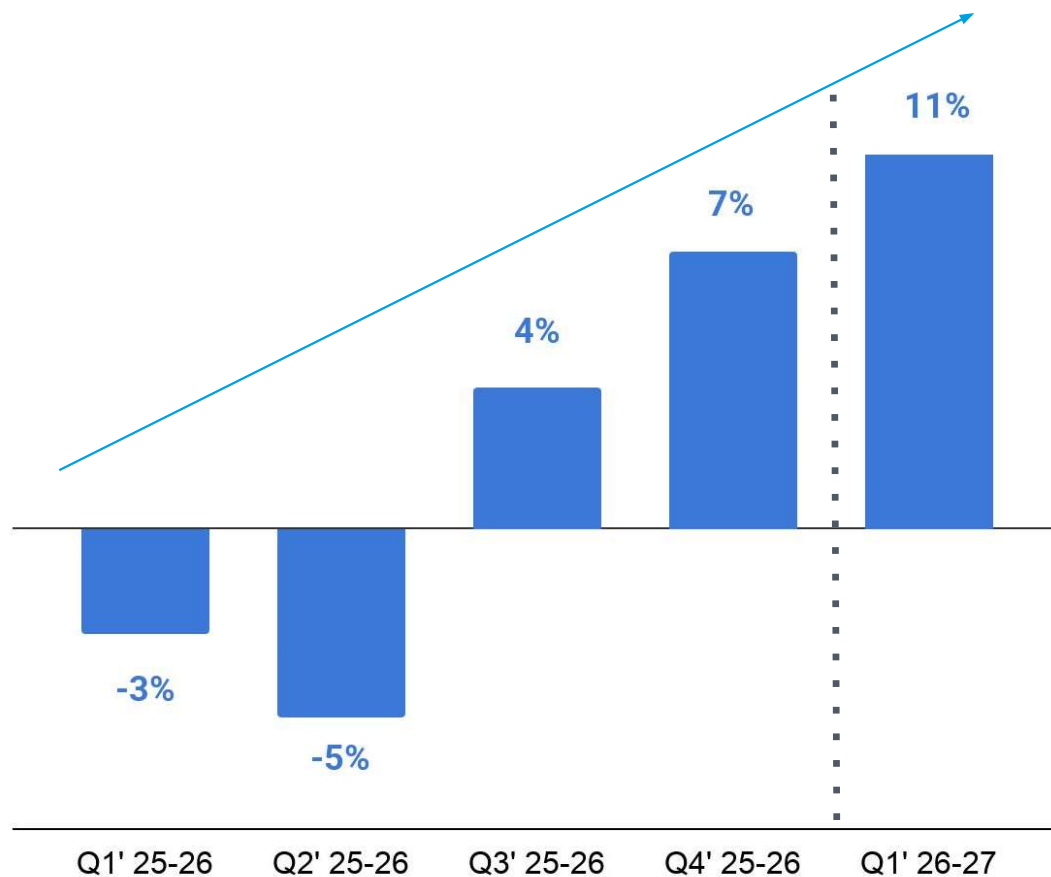
# Strong Share Gain in SA, FLT & DC powering the double digit share gain in T2 vs LY



| Category                                                                                                        | Q3 24-25<br>(Oct 24 – Dec 24) | Q4 24-25<br>(Jan 25 – Mar 25) | Q1 25-26<br>(Apr 25 – Jun 25) | Q2 25-26<br>(Jul 25 – Sep 25) | Q3 25-26<br>(Oct 25 – Dec 25) | Q4 25-26<br>(Jan 26 – Mar 26) | Q1 26-27<br>(Apr 26 – Jun 26) |
|-----------------------------------------------------------------------------------------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| Direct cool (DC) refrigerator  | +++                           | +++                           | --                            | ---                           | ---                           | --                            | ++                            |
| No-frost (NF) Refrigerator     | +++                           | +++                           | +++                           | --                            | --                            | ---                           | --                            |
| Semi-automatic Washer (SA)     | ++                            | ++                            | --                            | --                            | --                            | +++                           | +++                           |
| Top load (TL) washer          | +++                           | +++                           | --                            | --                            | flat                          | ++                            | --                            |
| Front load (FLT) washer      | +++                           | +++                           | +++                           | ++                            | +++                           | +++                           | +++                           |

Note: 1. Share data is sourced from third party intelligence. Industry Growth and Volume share is for multi brand outlets

## Consistent Topline Expansion over the last three quarters (*Standalone*)



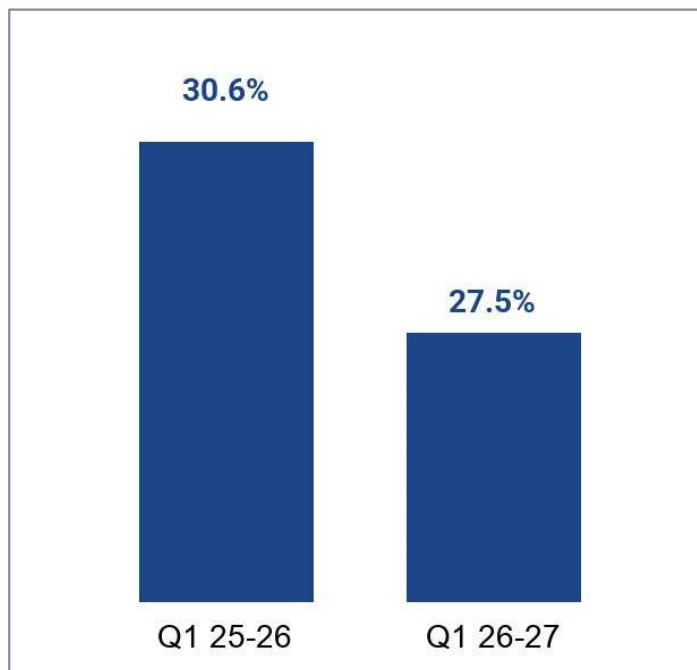
### ~11% growth led by

- Sustained industry and volume market share growth
- Front load & Aircon expansion
- Up-pricing across categories

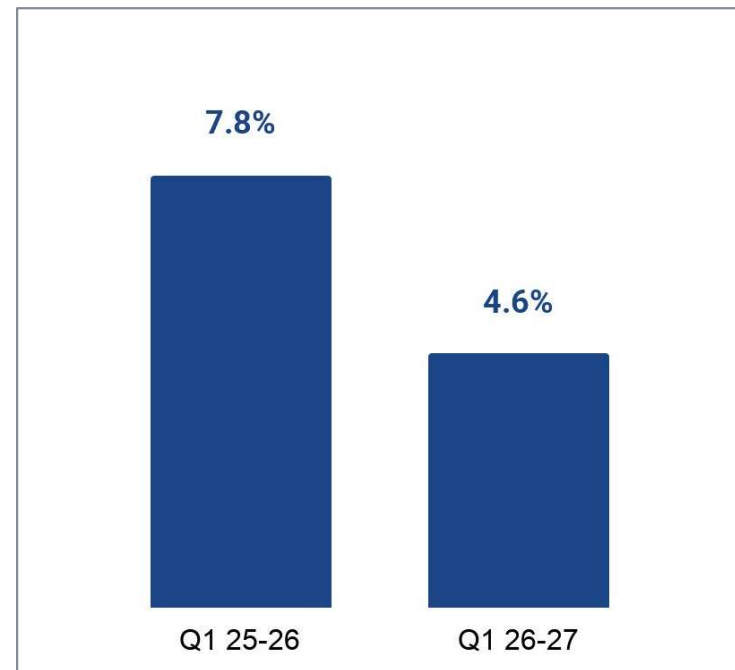
## Margins Impacted By War, Regulatory & AC Mix (Standalone)



**Q1 Gross Margin %**



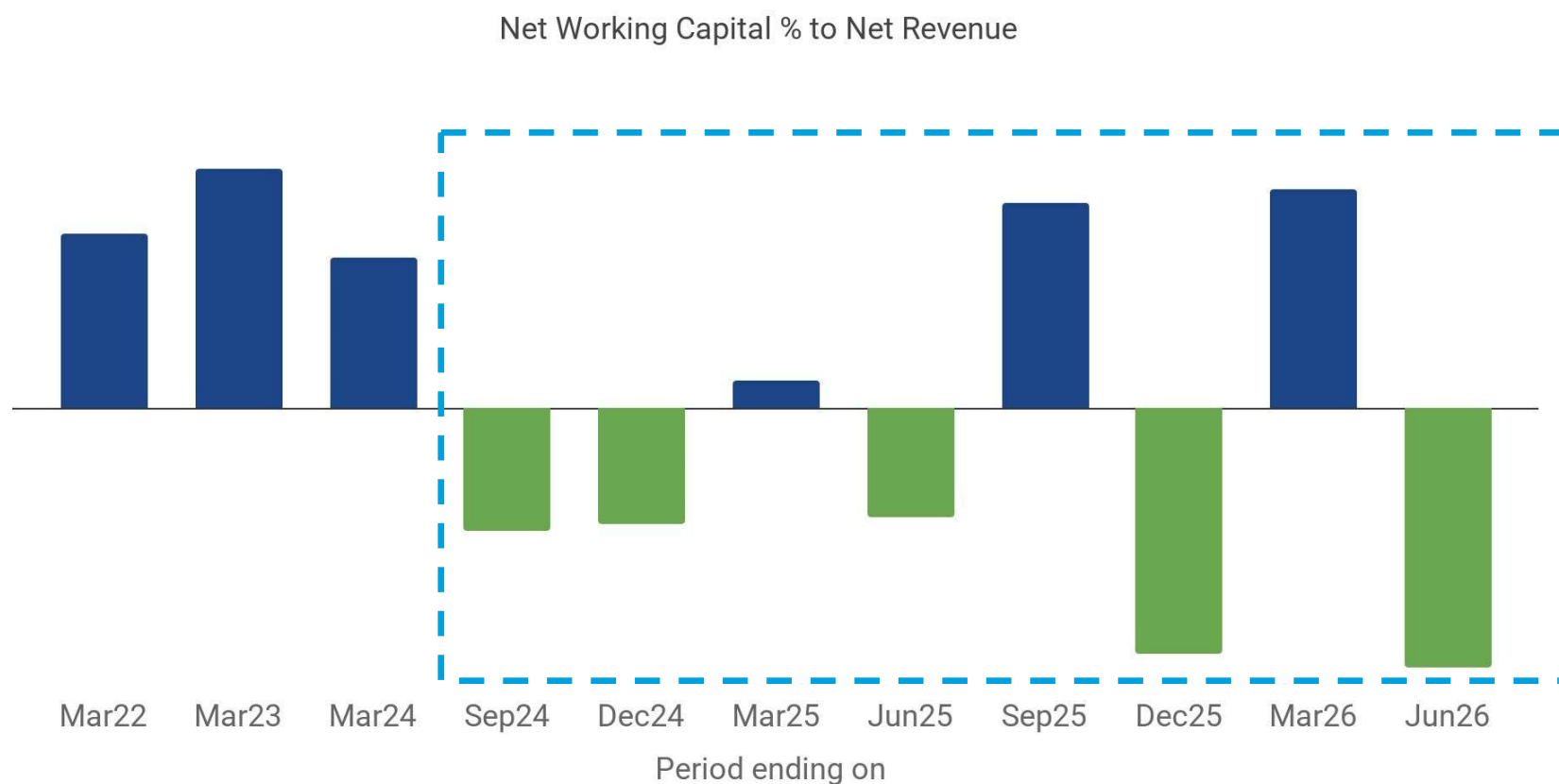
**Q1 PBT Margin %**



Note: Gross Margin is calculated as Revenue from sale of products less cost of raw materials, components, purchase of traded goods and change in inventories.

# Working Capital Strengthens Significantly (Standalone)

*AC investment in last quarter recovered*



## II. Strategic Imperatives



# Our Strategic Imperatives



**INSPIRE  
GENERATIONS  
WITH OUR  
BRANDS**



**WIN WITH  
PRODUCT  
LEADERSHIP**



**BUILD A  
COMPETITIVE  
AND RESILIENT  
SUPPLY CHAIN**



**EXCELLENCE IN  
EXECUTION**

# Inspire With Our Brands : Our History



## Introduced Pedestals and Auto Defrost; Early Pioneers in Colours and Finishes



## First 3-Door



## Platina Range



## India's First VA Heater



Whirlpool - A pioneer in India durables industry

Detailed T&C available on Company's website.



# Introducing WHIRLPOOL LUXURIEM 4-Door *Premium Refrigerators (654 Litres)*

INDIA's

1<sup>st</sup> Freshness Detection Technology\*

1<sup>st</sup> Glass & Steel Duo

1<sup>st</sup> Obsidian Interiors

Fastest Convertible #

MADE IN INDIA

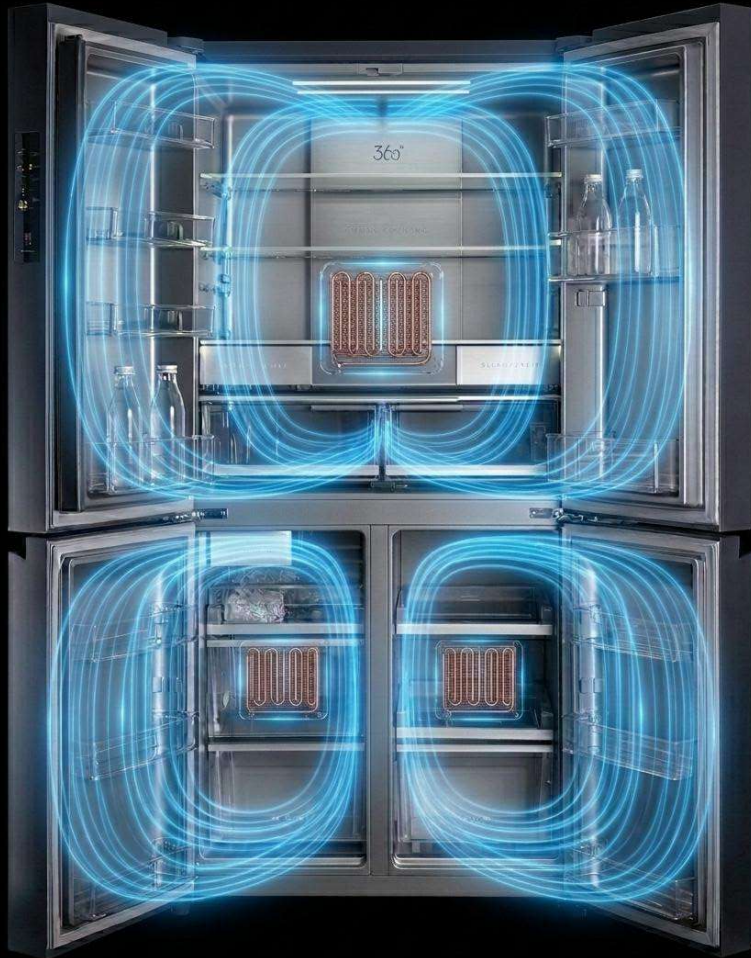
\*Patent Pending  
#Within Multi Doors

THE PALETTE OF  
PREMIUM



# GOLD STANDARD OF REFRIGERATION

Engineered by **360° TRIPLE COOLING**



**3** Independent Cooling Engines  
Independent Air Flows



**Hi-tech**  
6th Sense AI Freshness  
Innovation

**WHIRLPOOL LUXURIEM**  
SIMPLY PEERLESS



**Superior Format**  
4 door



**Seamless Aesthetics**  
Glassdoor, Platinum, Differentiated CFM



**Superior Performance**  
Fastest convertible

# Successful Launch of BloomWash 11 kg with **Juniper Green**



## New Features & Claims

### Introduction of Quick Sense

*A quick wash cycle that adapts to your laundry requirements (all the load types)*

30 min - Small; 35 min - Medium; 40 min - Large



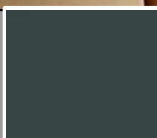
### Soft Sense

*Softener Dispenser — automatically releasing the perfect amount of softener at just the right time for softer, fresher clothes every wash*



### Unique CFM

*Upgraded the unique and premium looks of Bloomwash with a Standout Color*



Juniper Green



# Dynamix Dispenser Continues to Proliferate



\*Results based on internal lab tests done on select Ace XL with detergent dispenser models under standard conditions and may vary depending on testing conditions.

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Detergent Patches with  
Dynamix Technology

Launch of 8Kg capacity in  
Dynamix Dispenser/ ~ 50%  
of the Portfolio has Dynamix

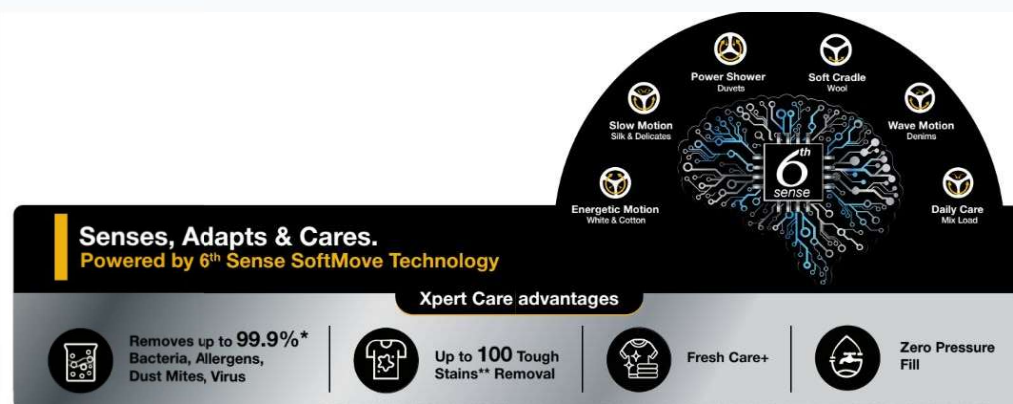
# Front Load Washer Accelerates in Q1 FY'2026-27



**1.8X Volumes**  
vs LY



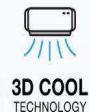
**Triple Digit bps MS Growth**  
vs LY



# AC Business... Scaling Up with New Milestones



## ALL-ROUND COOLING SOLUTION



\*Results shown are based on internal lab testing done on select models under specific conditions and may vary depending on testing conditions. For detailed TSC and Product Warranty Registeration please visit <https://www.whirlpoolindia.com>  
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Q1' FY 27  
~ **1.5X** vs LY



# Elica India's New Product Ranges Continue to Drive Premiumisation



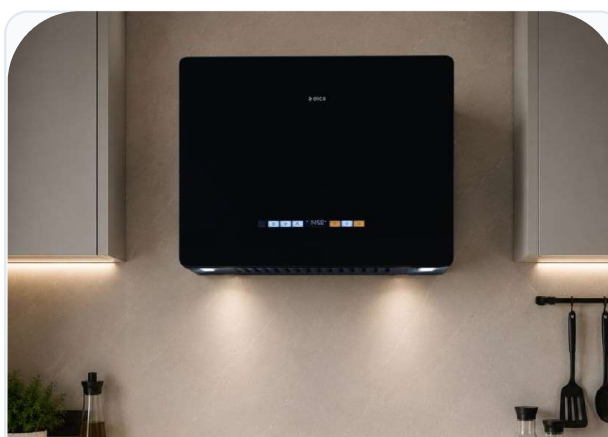
## Slim Design Kitchen Hood



### SLIM T3 FL BLDC HAC LTW 90 MS NERO

Heat Auto Clean, Filterless Oil collector, Easy to clean, Black finish and 9 Speed Touch with Motion

## Plug "N" Play Kitchen Hood



### KITTY PLUG N PLAY BF 600 HAC LTW MS NERO

AC Motor, 3-speed Orange Touch Control with Motion Sensor, Black Coated LED lamp, Baffle filter + Recycle Filter, Heat auto clean

## Built-in Hob - Flexi Hob Top



### RG FLEXI DFS AB 4B 60 DX

Full Brass Heavy Duty Direct Multi-flame burners, Cast Iron Pan Support, Black Toughened Glass, Auto Ignition

# New Ref Products Winning International Accolades Innovation and Design Award



A'DESIGN AWARD  
& COMPETITION

AWARD WINNING DESIGN  
SILVER A' DESIGN AWARD

2026

## Innovation & Impressive design

**Glass door Ref** - Sleek facade featuring marble patterns and gold accents, transforms the appliance into an architectural centerpiece.



A'DESIGN AWARD  
& COMPETITION

AWARD WINNING DESIGN  
SILVER A' DESIGN AWARD

2026

## Design

**3D Protton Next** distinguishes itself in a crowded refrigeration market by utilizing a 3 door format that prioritizes better organization

# Excellence in Execution and Creating a Consumer - Centric Service Organization



**Aim: Win Every Day in Every Store with Every Consumer**



Stronger visibility of premium lines and new ranges



Sales & service incentivisation driving premiumization and value



Best in Class front end execution

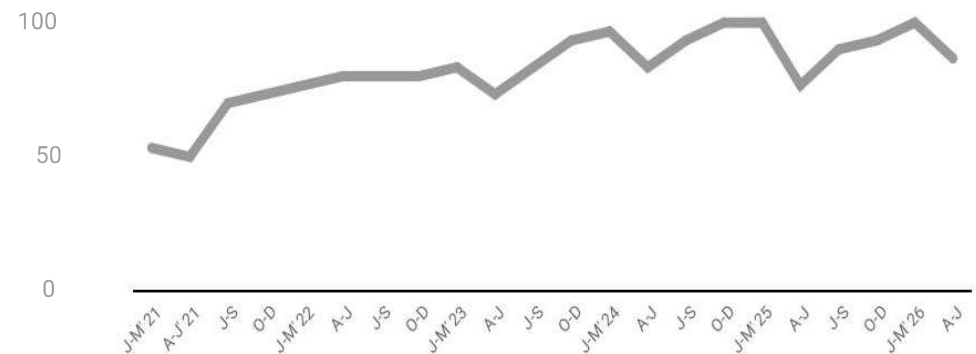


Leverage great customer relationships



Resilient supply chain navigating complex regulatory shifts in components and finished goods

**Strong Net Promoter Score Improvement**



- Consistent improvement in Service KPIs. Inhouse service centers set up in 2022
- Differentiated call centre with dedicated premium, top 20 city and escalation desks

Call Center - number  
**080-6518-8888**

Whirlpool of India Limited

# Robust P4G Program is at Core of WOIL Manufacturing



Starting new 4 door premium refrigerator in July in Pune plant  
Record manufacturing in Faridabad plant in Q1 despite war led supply constraints



Continue to drive our robust P4G program to drive cost efficiency that covers all lines of P&L

Note: SAF: Safety; CD: Cost Deployment; FI: Focused Improvement; WO: Workplace Organisation; AM: Autonomous Maintenance; PM: Professional Maintenance; QC: Quality Control; LCS: Logistics & Customer Services; EEM: Early Equipment Management; EPM: Early Product Management; PD: People Development; ENV: Environment; ENE: Energy

### III. Financial Performance



# Apr-Jun'26 (Q1) Standalone (Whirlpool Of India)



## TOPLINE GROWTH

| Revenue         | YoY change    |
|-----------------|---------------|
| <b>2,582 Cr</b> | <b>+11.4%</b> |

## EBITDA MOVEMENT

| EBITDA* (% revenue)     | YoY change                  |
|-------------------------|-----------------------------|
| <b>120 Cr</b><br>(4.6%) | <b>-38.5%</b><br>(-377 bps) |

## PROFIT BEFORE TAX

| PBT (% revenue)         | YoY change                  |
|-------------------------|-----------------------------|
| <b>120 Cr</b><br>(4.6%) | <b>-33.9%</b><br>(-319 bps) |

- Revenue from operations **up by 11.4%** driven by:
  - Sustained industry and market share growth
  - Strong growth in Aircon & front load washer
  - Up-pricing across categories
- Reported EBITDA / PBT declined on account of war premiums, regulatory upcharge of Ref/Aircon energy upgrade and e-waste

# Apr-Jun'26 (Q1) Consolidated (Whirlpool + Elica)



## TOPLINE GROWTH

|                 |               |
|-----------------|---------------|
| Revenue         | YoY change    |
| <b>2,727 Cr</b> | <b>+12.1%</b> |

## EBITDA\* MOVEMENT

|                     |               |
|---------------------|---------------|
| EBITDA* (% revenue) | YoY change    |
| <b>139 Cr</b>       | <b>-34.1%</b> |
| (5.1%)              | (-358 bps)    |

## PROFIT BEFORE TAX

|                 |               |
|-----------------|---------------|
| PBT (% revenue) | YoY change    |
| <b>139 Cr</b>   | <b>-29.4%</b> |
| (5.1%)          | (-299 bps)    |

- Consolidated Revenue **up +12.1%** driven by :
  - Improved market share
  - Strong growth in Aircon & Front-load washer
  - Up-pricing across categories
  - High double digit Elica growth
- **P4G programs** continue to generate cost efficiencies across cost lines. Overall gross margins impacted by war led premiums and regulatory
- **EBITDA & PBT** impacted by war led premium, regulatory upcharge of Incremental E-waste and Ref/Aircon energy upgrade
- **Elica** continues to deliver double digit margins

# Q&A



**Thank you**