IKIO®

Innovations Only.

Scaling Innovation, Enabling New Possibilities.

Investor Presentation | Q1FY27

MAKE IN INDIA

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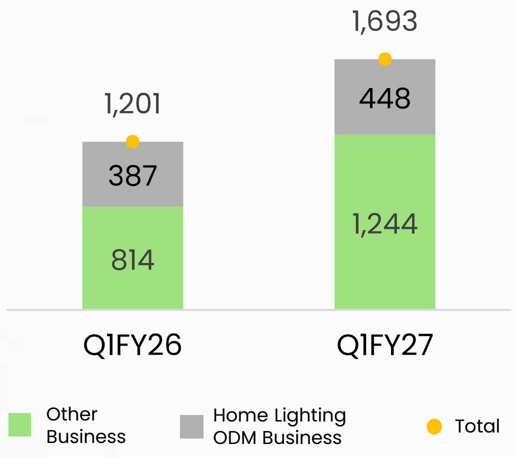
Q1FY27 Highlights

Robust Revenue Growth Continues With Healthy Margins

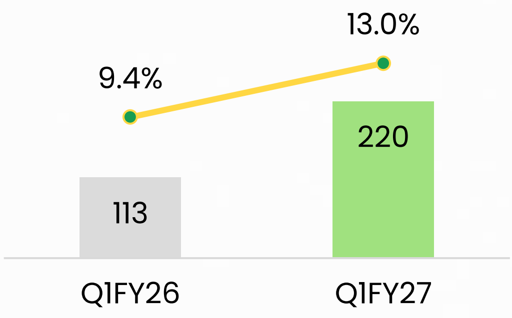
Revenue (Rs Mn)

▲ 41% YoY



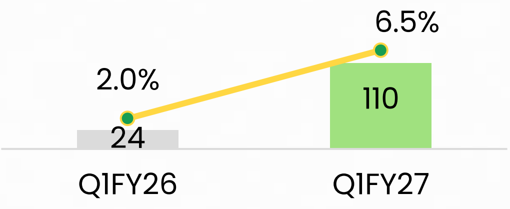
EBITDA (Rs Mn) & Margin (%)

▲ 94% YoY



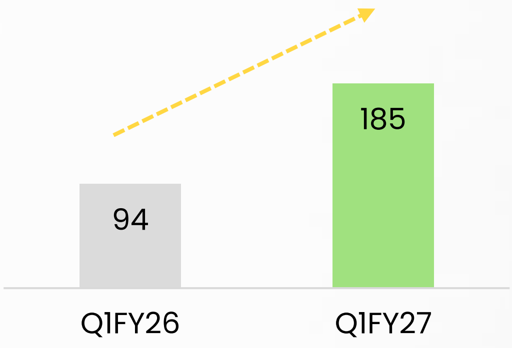
PAT (Rs Mn) & Margin (%)

▲ 365% YoY



Cash PAT (Rs Mn)

▲ 96% YoY



- Robust revenue growth was driven by **continued growth in Other Business** and improvement in the Home Lighting - ODM Business, supported by **new customer additions**.
  - Other Business revenue stood at **Rs 1,244 Mn, up 53% YoY**
  - Home Lighting - ODM Business revenue stood at **Rs 448 Mn in Q1FY27, up 16% YoY**
- Profitability improved YoY, driven by **revenue growth and operating leverage**.

Consolidated Profit & Loss

Particulars (Rs Mn)	Q1FY27	Q1FY26	YoY%	Q4FY26	QoQ%	FY26	FY25	YoY%
Revenue from Operations	**1,693**	**1,201**	**41%**	**1,654**	**2%**	**5,953**	**4,859**	**23%**
Raw Material Expenses	996	761		916		3,559	2,811	
Gross Profit	**697**	**440**	**58%**	**737**	**-5%**	**2,394**	**2,048**	**17%**
Gross Margin (%)	*41.2%*	*36.6%*		*44.6%*		*40.2%*	*42.1%*	
Employee Expenses	282	186		245		869	683	
Other Operating Expenses	195	141		233		750	765	
EBITDA	**220**	**113**	**94%**	**260**	**-15%**	**775**	**600**	**29%**
EBITDA Margin (%)	*13.0%*	*9.4%*		*15.7%*		*13.0%*	*12.3%*	
Depreciation	74	70		84		309	243	
Finance Cost	19	21		22		82	84	
Other Income	42	20		52		145	151	
Profit Before Tax	**169**	**42**	**300%**	**205**	**-18%**	**530**	**424**	**25%**
Tax expenses	59	18		30		114	100	
Profit After Tax	**110**	**24**	**365%**	**175**	**-37%**	**416**	**324**	**28%**
PAT Margin (%)	*6.5%*	*2.0%*		*10.6%*		*7.0%*	*6.7%*	
Diluted EPS (INR)	*1.39*	*0.31*		*2.12*		*4.87*	*4.19*	

Business Strategy

IKIO - Transitioning From Lighting to Integrated Technology Solutions

Beyond Lighting | Expanding Portfolio

Transitioning from core Home lighting to a diversified portfolio including home & commercial lighting, **hearables & wearables, energy solutions, electronic components and Automotive lighting** driven by strong R&D and ODM capabilities.

Globalizing the Business Model

- Expanded global footprint to **20+ countries**, with strong traction in overseas markets.
- Revenue from outside India grew by **53% YoY to Rs 1,101 Mn,** with its contribution increasing to **18% in FY26** (vs. 15% in FY25).

Reimagining IKIO's Growth Trajectory

Backward Integration & Cost Control

- Extensive backward integration drives superior quality control and sustainable margin expansion.
- In-house manufacturing enables cost optimization, operational efficiency, and supply chain reliability.

Scaling Manufacturing & Capabilities

Enhancing capacity by **~5 lakh sq. ft.** (greenfield facility with IPO proceeds), for new-age products, exports, and backward integration to drive efficiency and margins.

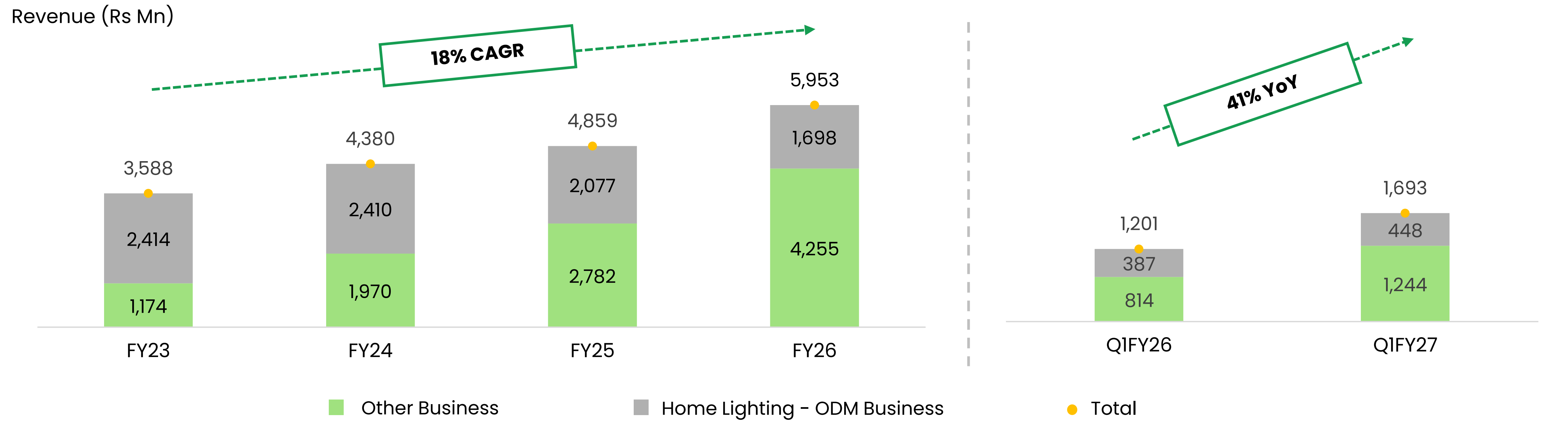
- Block I of ~2 Lac Sq. Ft. commercialized in May 2024
- Block II of ~2 Lac Sq. Ft **partially commercialized in Q2FY27.**

Vision

To be a preferred manufacturing and solutions provider of Lighting, Energy Efficient Products, Electronic Components and Hardware Components in the global marketplace.

Well Diversified Revenue Continues…

Expanding beyond the traditional Home Lighting ODM business while continuing to deliver robust revenue growth



- We have strategically reduced our reliance on the traditional Home Lighting ODM business while steadily expanding the Other Business segments, resulting in a more **diversified revenue mix and stronger long-term growth prospects.**
- **Other Business on a Strong Growth Trajectory:** Revenue has grown at a 3-Year CAGR of **approx. 54%** (FY23–FY26), with momentum sustained in Q1FY27, as revenue grew **approx. 53%** YoY to Rs 1,244 Mn

…on the back of IKIO's Product Expansion…

~1999

Fan Regulators,
Rotary Switches

2005

DVD Players,
Electronic Components

2008

LED Lighting Products

2014

Product Display Lighting (Commercial Refrigeration), Instore Lighting

2018

LED Lighting for RVs, Industrial Lighting

2021-2023

ABS pipes, IPS Controllers

FY24

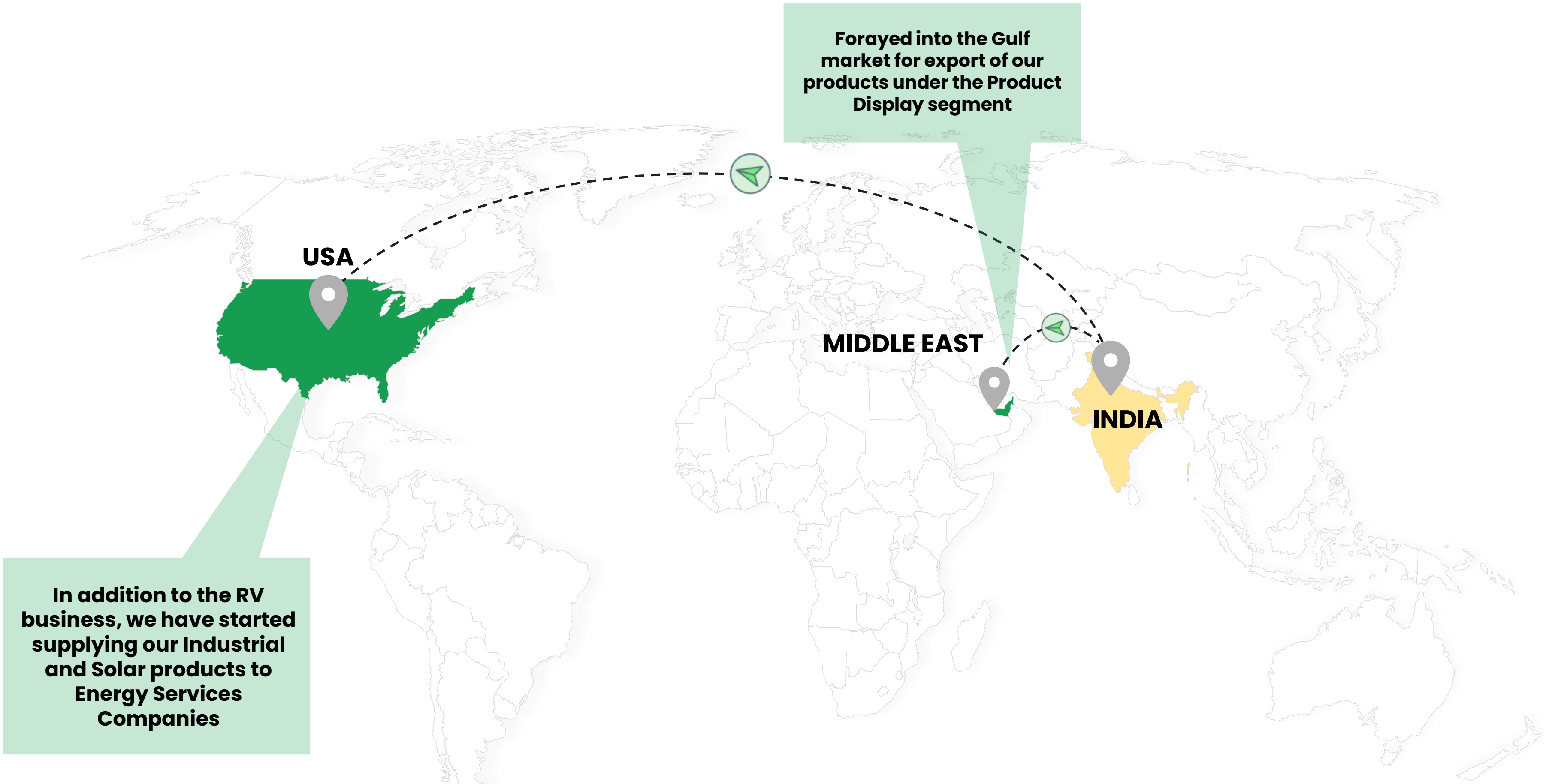
Hearables (TWS), Wearables (Smartwatches, etc.)

FY26

Automotive Lighting, Advanced Electronics, PCB, Amplifiers, Fire Alarm Systems & EMS

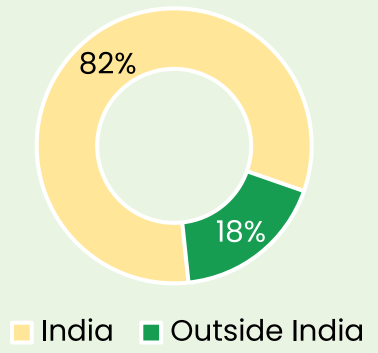
Strong and diversified product offering of over **3,000+ SKUs**

....and a Growing Global Footprint

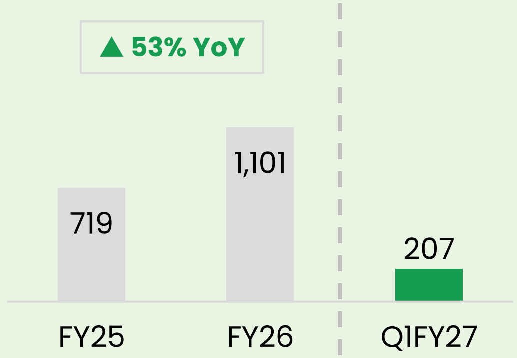


Expanding Global Footprint

Mix as of FY26



Revenue from Outside India (Rs Mn)



Scaling Capacity to Drive Future Growth

Capacity (Noida)	Size	Current Status
Block I	~2 Lac Sq. Ft	Commercial production started in May 2024
Block II	~2 Lac Sq. Ft.	Partially commercialized in Q2FY27.
Block III	~1 Lac Sq. Ft.	Construction progressing as planned

Proposed Activity

- Manufacturing of **LED Home Lighting, Hearable & Wearable, Automotive Lighting and other new product lines**
- *This facility is aimed at* ***enhancing our export business and for new product development*** *in the domestic market.*

Installed Solar Rooftop Panel of 200 KVA at the New Facility, for Captive use

Site Pictures: Block I at Plot No 10, Sector 156, Noida, Gautam Budh Nagar, Uttar Pradesh

Company Overview

IKIO Technologies at a Glance

- IKIO Technologies is a leading ODM (Original Design Manufacturer) specializing in the **design, development and manufacturing of energy-efficient lighting and electronic solutions** for global markets. Backed by strong **in-house R&D and backward-integrated** capabilities, the company delivers high-quality, scalable and innovation-driven products to marquee clients.
- IKIO's **core strength lies in lighting**, with a strong presence across premium and specialized segments including decorative, indoor & outdoor, product display and RV lighting. Building on this, the company has expanded into non-lighting segments such as **hearables & wearables, solar panels, ABS pipes, IPS controllers and electronic components,** evolving into a **diversified, technology-led platform.**

Product Offerings

Lighting: Designs and manufactures a wide range of energy-efficient, premium and application-specific LED lighting solutions across residential, commercial and specialized segments.

Non-Lighting: Expanding into high-growth adjacencies through a portfolio of consumer electronics, energy solutions and electronic components, leveraging core design and manufacturing capabilities.

~25 years of Relevant Experience

Strong and diversified product offering of over **3,000+ SKUs**

5 well-integrated facilities spread over **~5 Lac Sq. Ft.**

In-house **R&D and Product Design team of ~50+ employees**

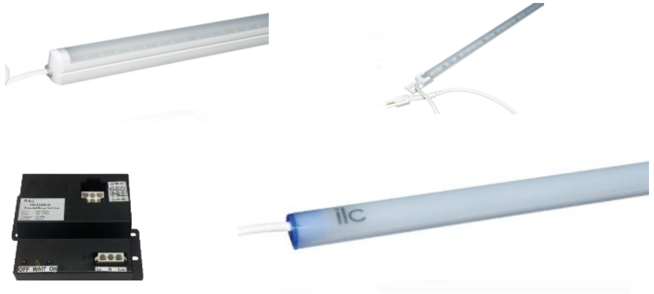
Consistent Growth in Revenue with **Strong Fundamentals**

LED Lighting Solutions

ODM Home

Instore Lighting

Commercial Refrigeration



Product

- Home Lightings
- Product Display And Refrigeration Systems
- RV And Mobility Lighting

India Well Placed

Market is valued at **USD 12.5 Bn in 2026 and is expected to reach USD 18.8 Bn in 2031) ~8.4% CAGR**

Key Tailwinds:

- Smart city expansion
- Product mix shift
- Rising domestic value addition

Automotive LED Lighting

Product Portfolio



Product

- Two-wheelers
- Four-wheelers

India Well Placed

Market is valued at **USD 25.7 Bn in 2026 and is expected to reach USD 33 Bn in 2031**

Key Tailwinds:

- EV growth
- Regulatory push (Automotive Industry Standards norms, Daytime Running Lamps,etc)
- PLI-led localization
- Premium vehicle penetration
- Transition from traditional lights to LED Lights

Consumer Electronics

Product Portfolio

Product

- Neckband
- TWS
- Speakers

India Well Placed

Market is valued at **~USD 89.5 Bn in 2025 and is expected to reach USD 158.4 Bn in 2034**

Key Tailwinds:

- Premiumisation
- Rising disposable incomes
- Tier 2/3 penetration
- Omnichannel + digital retail expansion

Electronic Manufacturing Services (OEM/ODM) & Energy Solutions

Product Portfolio -OEM/ODM

Product Portfolio -Energy Solutions

OEM/ODM

Products: Automotive, E-mobility ,Home appliances, Consumer electronics, Home automation, Telecom, Industrial automation, Power electronics.

Market is valued at **USD 33 Bn (2024) and is expected to reach USD 155 Bn (2030), a ~30% CAGR.**

Structural Shift: Historically dominated by Low-Mix, High-Volume (LMHV) assembly with limited value addition, the sector is shifting towards High-Mix, Low-Volume (HMLV) manufacturing driven by China+1 and PLI enabling entry into higher-value segments.

Key Tailwinds:

- China+1 supply chain diversification , Strong PLI-led manufacturing push, Rising ODM + design capabilities, Backward integration (PCBs, components).

Energy Solutions

Products: Electronics and Energy Systems, Switches, hardware components, Energy management.
Solar PV Market is valued at **USD 253 Bn in 2023.** The global solar power market is projected to reach **USD 436.36 Bn** by 2032.

Installed capacity target: **~6,699 GW by 2030 (Net Zero Emissions)**

Key Tailwinds:

- Global energy transition (Net Zero push)
- Cost competitiveness vs fossil fuels
- Rising installations globally
- Demand for critical materials (silver, copper, glass)

Backward Integration – Presence Across the Value Chain

Process	Design & Development	Tool & Mould Designing	Fabrication	Assembly	Testing & Validation	Final Product
Description	• In-house R&D helps with products and processes. • Concept Sketching, Design Refinement & Process Refinement. • **Offering over 3,000+ SKUs, developed in-house**	• Large array of tools and moulds created. • Prototype Designing to finalize the product touch and feel. • **Almost all mechanical components are manufactured in-house.**	• Plastic Injection Moulding; Plastic Extrusion Machine and Diffuser Cutting. • **Unique set-up with strong competency in Plastic and Metal Fabrications.**	• Final Products assembled through manual & automated processes. • **State-of-the art machinery like SMT, Auto-insertion, auto-glueing and lens sorting.**	• Huge Portfolio of testing and validation machinery. • High Quality control at all stages ensures optimum quality of final product. • **Very low sales return due to high quality of product and testing.**	 ✓ ***Quality Control*** ✓ ***Consistent Supply*** ✓ ***Healthy Margins***
Developed	In-house	In-house	In-house	In-house	In-house	

"We are a Proud Supporter of the 'Make in India Campaign'"

Existing State of the Art Manufacturing ~5 Lakh Sq Ft…

SIDCUL, Haridwar
(42,517 Sq. Ft.)

Key Products:

- ✓ LED lights
- ✓ Regulator & switches

Noida
(1,12,077 Sq. Ft.)

Key Products:

- ✓ Refrigeration LED Lightings & Controls
- ✓ LED Module
- ✓ Drivers
- ✓ IPS Controller

Noida
(80,000 Sq. Ft.)

Key Products:

- ✓ Regulator
- ✓ Switches
- ✓ Backward integration processes like Tool Room, Injection Moulding, Powder Coating, CNC Machining, etc

Noida
(57,171 Sq. Ft.)

Key Products:

- ✓ LED Lights (RV)
- ✓ Solar Panels
- ✓ ABS Pipes for RV
- ✓ Commercial Lighting products for Export

Noida
(2,00,000 Sq. Ft.)

Key Products:

- ✓ LED Home Lighting
- ✓ Solar Panel Systems
- ✓ Other New Product Line
- ✓ Amplifier
- ✓ Fire Panels
- ✓ Hearables & Wearables
- ✓ Other Electronics

Additionally, on track to add Block II and III, adding another ~3 lakh sq. ft. to support growth. (Click Here)

Experienced Board of Directors, supported by Professional Team

Hardeep Singh | *Chairman and MD*

More than two decades of experience in the manufacturing of television kits, electronic components, and LED lighting. oversees the overall functions of the Company and is responsible for overseeing the strategic growth initiatives and expansion plans.

Surmeet Kaur | *Whole Time Director & Promoter*

Holds a Bachelors' degree in Arts (Honours) from University of Delhi. She has been associated with the Company since inception and is responsible for management of Human Resources.

Sanjeet Singh | Whole Time Director, CEO and CFO

Holds a Bachelor's degree in Commerce from University of Delhi. He has been associated with the Company since February 1, 2019. He oversees the overall operations of the Company.

Chandra Sekhar Verma
Independent Director

He is a qualified Cost and Management Accountant and Company Secretary. He has previously served as Chairman and Managing Director of Steel Authority of India Limited.

Kishor Kumar Sansi
Independent Director

Previously he was the Executive Director of Punjab & Sind Bank and the Managing Director and Chief Executive Officer of Vijaya Bank and has years of experience in Public Sector Banks.

Rohit Singhal
Independent Director

He holds a bachelor's degree in Bachelor of Commerce from Delhi University. He is a qualified Chartered Accountant and has over 12 years of experience as a practicing Chartered accountant.

Madhu Pandit
Non-executive Independent Woman Director

She holds an MBA from Narsee Monjee, a Post-Graduation in Journalism and a Bachelor's degree in economics and political science. Expertise in marketing, social outreach, and brand positioning.

Annexure

Consolidated Balance Sheet

Liabilities (INR Mn)	Consolidated	
	Mar-25	Mar-26
Total Equity	**5,620**	**6,094**
Share Capital	773	773
Other Equity	4,848	5,321
Non-Current Liabilities	**294**	**263**
Borrowings	17	13
Lease Liabilities	265	236
Provisions	11	14
Current Liabilities	**842**	**1,315**
Borrowings	220	399
Trade Payables	341	450
Other Financial Liabilities	105	171
Other Current Liabilities	174	293
Provisions	1	1
Total Liabilities	**6,756**	**7,672**

Assets (INR Mn)	Consolidated	
	Mar-25	Mar-26
Non-Current Assets	**2,924**	**3,534**
Plant, Property & Equipment	1,482	1,482
Capital WIP	437	956
Goodwill & Intangibles	52	60
Right of use of Assets	515	498
Financial Assets	12	47
Other Non-Current Assets	426	491
Current Assets	**3,831**	**4,137**
Inventories	1,388	2,011
Debtors	1,132	1,330
Cash Eq. and Bank	1,097	576
Other Financial Assets	48	7
Other Current Assets	167	213
Total Assets	**6,756**	**7,672**

Our Journey

Our Vision

To be a preferred manufacturing and solutions provider of Lighting, Energy-efficient Products, and Hardware Components in the Global Marketplace.

2021 to 2026 — Diversification & Expansion

- First supply order of LED lights for Recreational Vehicles (RV) in the USA
- Ventured into ABS Pipes and Solar Panels for RVs
- Started wiring devices for Honeywell India
- Started production of IPS Controllers for Commercial Refrigerators
- Listed on BSE and NSE, w.e.f. June 16, 2023
- In FY24, added capacity of ~2 Lakh sq ft of area and forayed into new product – Hearables and Wearables
- In FY26, added Automotive lighting, advanced electronics, Amplifiers, Fire Alarm Systems & PCB products
- Partially commercialized Block II in Q2FY27

2017 to 2020 — Backward Integration

- Fully backward integration for manufacturing of LED light fixtures such as Powder Coating, Injection Moulding, CNC Turning, Press Shop, with integrated Tool Room facilities
- "Game Changer" Award by Philips for import substitution for LED Lighting Products

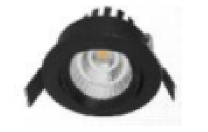
2008 to 2016 — LED Lightings Development

- Ventured into LED Lighting Products
- Set up facility for manufacture and supply of LED Lights to Philips India (Signify)
- State-of-the-art R&D facility for development of LED Lighting and Electronics
- Commenced Product Display LED Lighting including Commercial Refrigerators lighting and electronics

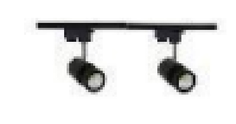
1999 — Electronics Manufacturing

- Commenced manufacturing of Fan Regulator Switches and Rotary Potentiometers for Audio and TV Industry
- Expanded to DVD players and other Electronic Components in 2005

Description of High-End LED Lights – Functional Lighting

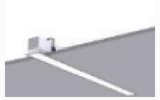


Recessed Spotlights: These are lights that are installed in hollow opening created in the ceiling. They usually have three main components: housing, trim and the bulb. The housing is what is hidden behind the ceiling, and they also have the electrical fixtures inside.



Track Lights: Track lights are lights that uses a track for support on the ceiling. These rails are used to provide electricity to each of the fixtures. They can either be mounted on the ceiling or on the wall.

Cove Lights: This lighting technique is one of the basic lighting techniques where the lights sit inside a cove and are directed to the ceiling. In many cases it is also referred to as ambient lighting or luminescence.



Linear Lights: Linear lights are typically long and are easily available. They are suspended lights, surface mounted or as recessed lights.

Outdoor Lights: These are lights that are typically used where ceilings are tall, and the intensity of the light is enough so that it can spread out over a large area or a focused area.

Recreational Vehicles Lights: LED lights are a popular choice for RVs because they are energy efficient and can provide bright illumination.

Commercial Refrigeration Lights: LED bulbs are a great choice for freezer or refrigerator light bulbs since they thrive in colder environments.

THANK YOU

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