August 07, 2025

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal St, Kala Ghoda, Fort,
Mumbai – 400001

Code No. 507880

National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051.
Code – VIPIND

Dear Sir/Madam,

Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith presentation being made by the Company to the analysts/ institutional investors on the business and financial performance of the Company for the quarter ended June 30, 2025 and the same is also posted on our website https://vipindustries.co.in/

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **V.I.P. Industries Limited**

Ashitosh Kamlesh Sheth

Digitally signed by Ashitosh Kamlesh Sheth
Date: 2025.08.07 13:59:25 +05'30'

Ashitosh Sheth
Company Secretary & Head – Legal
ACS 25997

Encl. As above

RISE. ROAR.
RECLAIM.

INVESTOR PRESENTATION
Q1FY26

VIP | Skybags MOVE IN STYLE | ARISTOCRAT | CAPRESE | CARLTON THE NEW FACE OF BUSINESS

Disclaimer

Some of the statements in this communication may be forward looking statements within the meaning of applicable laws and regulations. Actual results might differ substantially from those expressed or implied. Important developments that could affect the Company’s operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

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Company Overview

Undisputed leader in an Oligopolistic Indian Luggage Industry

Established in 1968

10 Own Manufacturing Facilities in India & Bangladesh

#1 In the organized luggage space

Servicing customers through ~14,000 Point of Sales across ~1400 towns

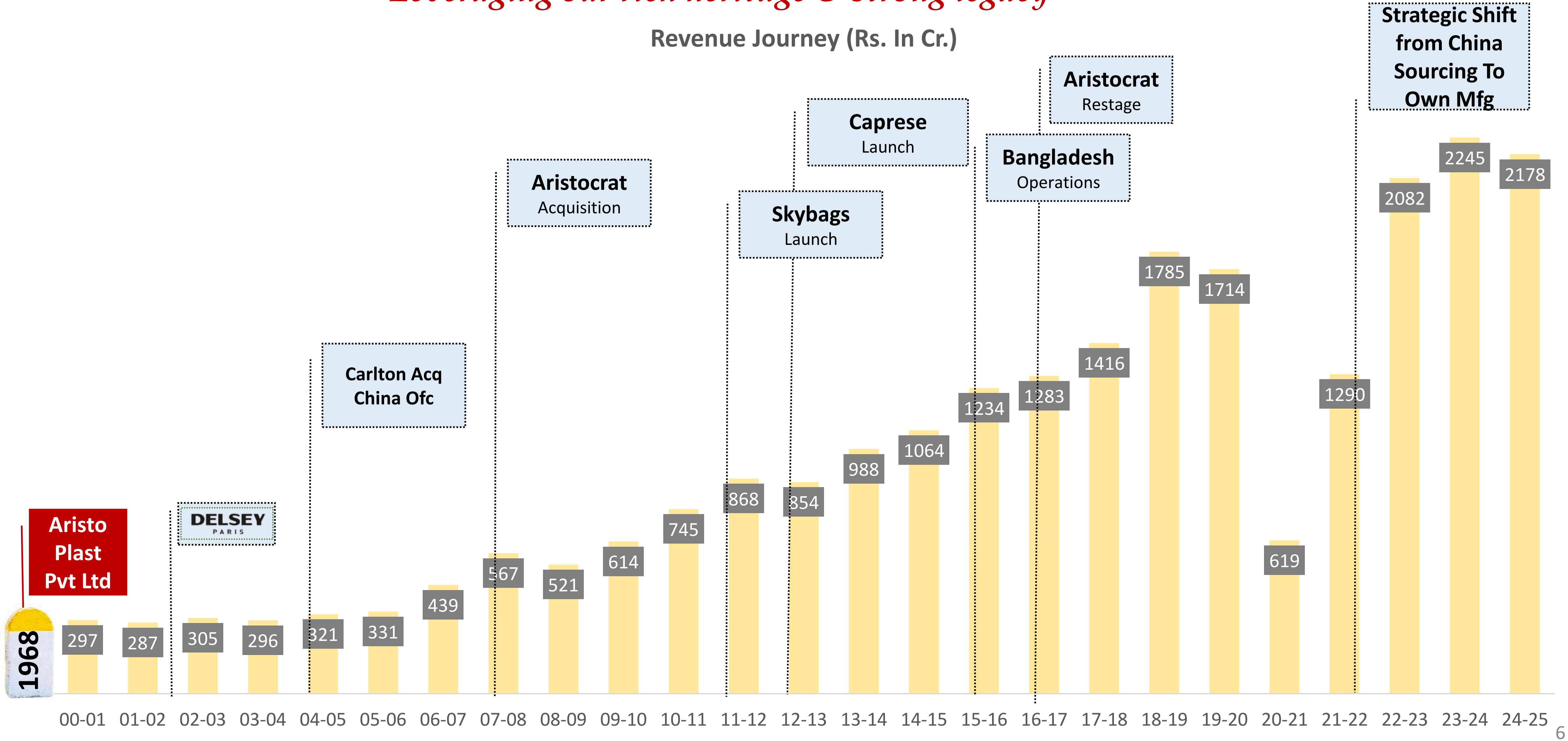
Present in multiple luggage categories across price points

~8700 employees*

*~3602 at Bangladesh

Milestones

Leveraging our rich heritage & strong legacy



Board Of Directors

Mr. Dilip Piramal
Chairman

He is a Commerce graduate and an experienced industrialist who has pioneered the luggage industry in India. He has an experience of more than 50 years in the luggage industry

Ms. Radhika Piramal
Executive Vice Chairperson

She a graduate from Oxford University and has done an MBA from the Harvard Business School. She has over 10 years of experience in managing and strategizing the business of luggage, bags and other travel accessories.

Ms. Neetu Kashiramka
Managing Director

She is a qualified Chartered Accountant and has over 26 years of experience across varied industries. At VIP industries, she is responsible to build the organization growth strategy and lead execution across all business verticals & regions globally

Mr. Ashish Saha
Executive Director

He holds Post Graduate Diploma in Dye & Moulding from Central Scientific Instruments Organizations, INDOSWISS Training Centre, Diploma in Instrument Technology and has over 40 years of experience in luggage industry. At VIP Industries, he heads India manufacturing and New projects

Mr. Ramesh Damani
Independent Director

He is a Commerce graduate and a post-graduate in Business Administration, Marketing from California State University, Northridge. He has over 20 years of experience in security market.

Mr. Tushar Jani
Independent Director

He is a Science graduate. He is a founder of Blue Dart Courier Services, Blue Dart Express Limited, Blue Dart Aviation Limited and Express Industry Council of India. He has over 40 years of experience in the Shipping and Transport Industry. He has pioneered inland logistics of sea freight containers.

Dr. Suresh Surana
Independent Director

He holds a Doctorate in Business Administration, is a Fellow Member of ICAI and a law graduate from University of Mumbai. He has established RSM India and under his leadership it has become the largest first-generation home-grown accounting, tax and consulting group in India

Ms. Payal Kothari
Independent Director

Ms. Payal Kothari, holds a Bachelor degree in Economics and is a practicing advocate having 29 years of experience; specializes in litigation & real estate matters amongst others. Also holds Certification from Harvard Law School.

Strengthened Senior Management Team

Akash Shukla
Vice President - Human Resources
23 years of experience across varied industries, including luggage

Ashish Saha
Executive Director & Sr. Vice President – India Manufacturing & New Projects
45 years of experience in the luggage industry

Sumit Gupta
Vice President – Sales & CRM
25 years of experience across varied industries, including luggage

Manish Desai
Chief Financial Officer
26 years of experience across varied industries

Anjan Mohanty
Chief Executive Officer – Bangladesh
26 years of experience in the apparel industry

MVH Sastry
Vice President - Procurement & Supply Chain 23 years of experience in FMCG industry

Sushant Junnarkar
Vice President - E-commerce & Caprese
23 years of experience across industries, and in digital domain for FMCG, fashion & beauty

Vasant Dewaji
Design Head
32 years of experience across varied industries

VIP Power Brands : High Equity, targeted at distinctive opportunity spaces

Proposition	Innovative & Caring partner that makes every trip comfortable, safe and enjoyable	Trendy , colorful luggage brand that helps you get noticed	Partner every young middle Indian in this journey with products that are built to outperform and outlast
Brand Print	Hello Holidays	Move in Style	Unpack Your Dreams

BRANDS FROM THE HOUSE OF VIP INDUSTRIES

VIP Power Brands : High Equity, targeted at distinctive opportunity spaces

Proposition	**Luggage Partner For Young Visionaries & Leaders**	**Avant-garde range of handbags & accessories for every woman who wishes to announce her arrival in life**
Brand Print	CARLTON THE NEW FACE OF BUSINESS **The New Face Of Business** 	CAPRESE **All That A Girl Can Be** 

BRANDS FROM THE HOUSE OF VIP INDUSTRIES

Diversified Product Portfolio

HARD LUGGAGE

SOFT LUGGAGE

DUFFLE BAGS

BACKPACKS

TRAVEL ACCESSORIES

BUSINESS SATCHELS

LADIES' HANDBAGS

Financial Overview

Performance Highlights (Consolidated)

Q1 FY26 Financial Performance Snapshot

4554('000) Volume	Rs. 561 Cr. Revenues	45 %* GP %	5.2 % EBITDA %	Rs. -17 Cr. PBT#
-8%	*-12%*	*0.9%*	*-2.8%*	*NA*

Over Q1 FY25

Q1 FY26 Financial Performance Snapshot (Adjusted)

4554('000) Volume	Rs. 561 Cr. Revenues	48 %* GP %	10.2 % EBITDA %	Rs. 11.5 Cr. PBT#
-8%	*-12%*	*3.5%*	*2.2%*	*210%*

Over Q1 FY25

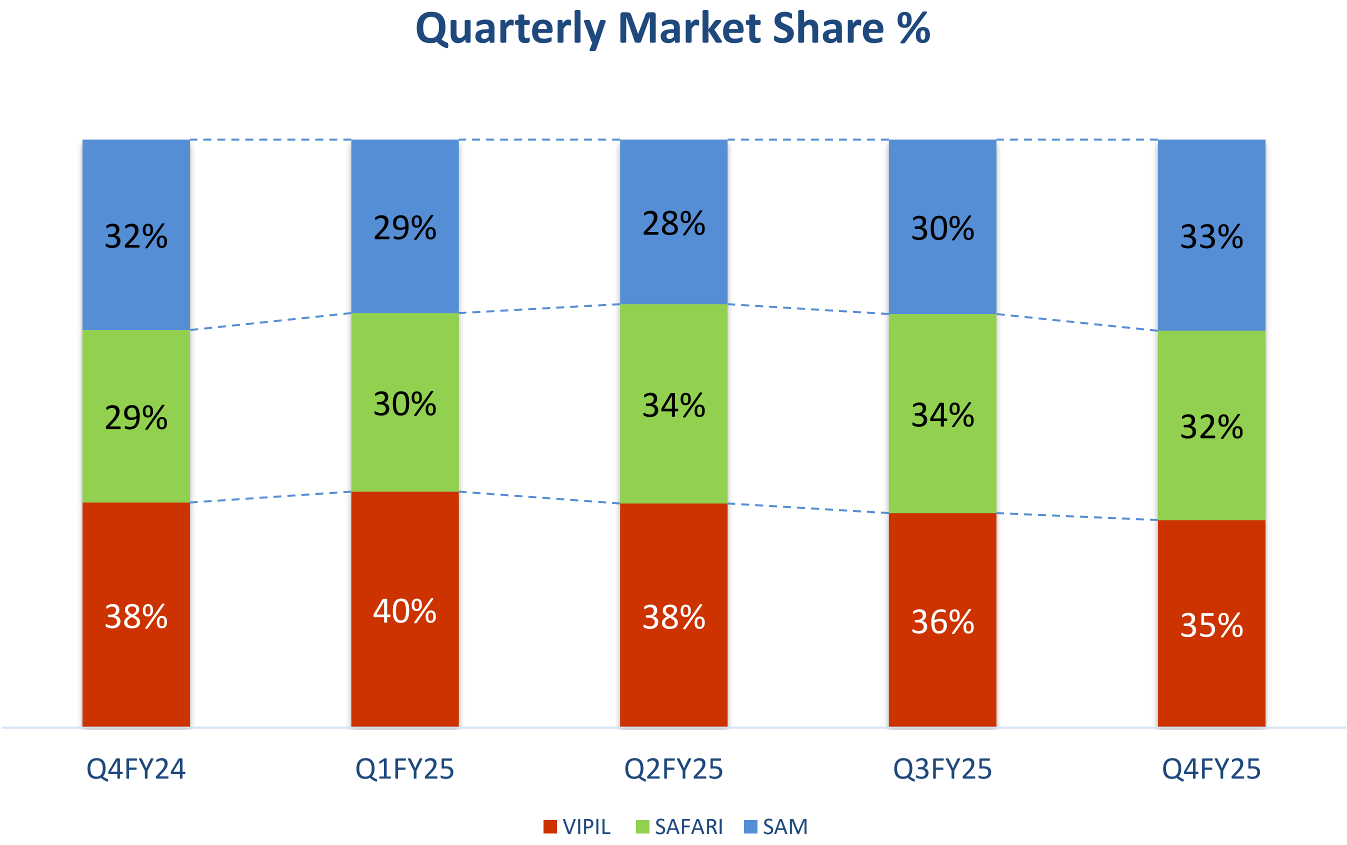
EBITDA Bridge

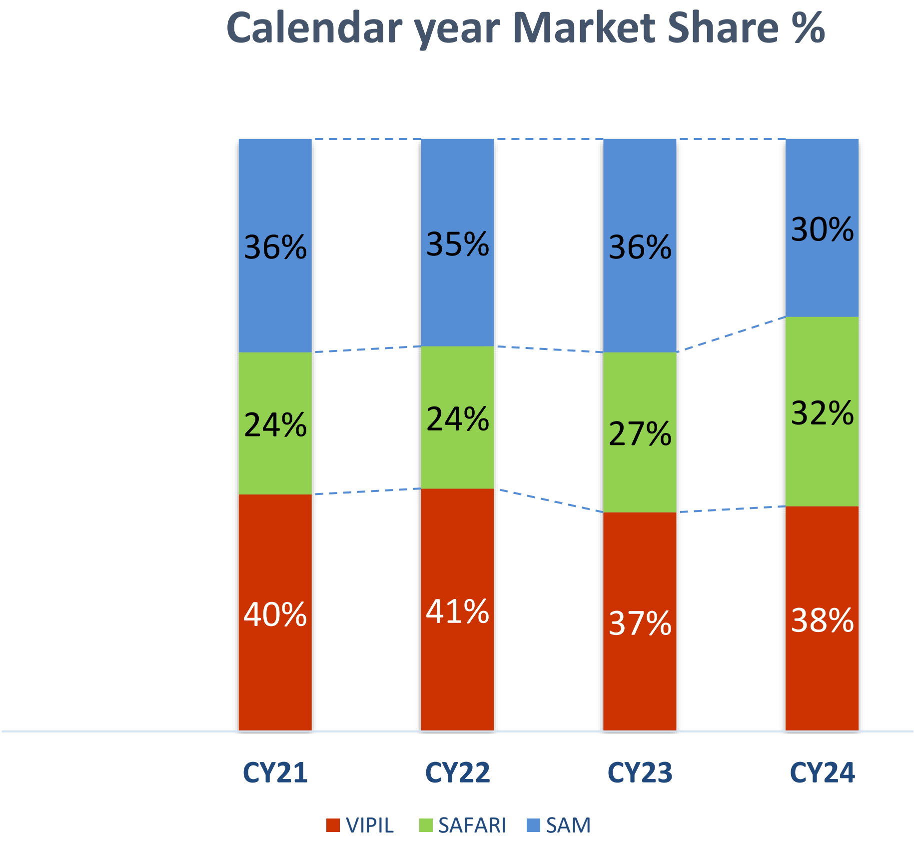
EBITDA % - Q1 FY 25	**8.0%**
Increase in Gross Margin	3.5%
Decrease in Other Expenditure	1.2%
Increase in Advertisement Expenditure	-1.6%
Increase in Employee Cost	-0.9%
Non-recurring items	-5.0%
EBITDA % - Q1 FY 26	**5.2%**

- Q1 FY26 reported volume de-growth for the first time since 5 quarters. Sudden drop in secondary sales, especially for ecommerce was a key contributor to this drop.
- Normalized Gross margin without inventory provision stands at 48%.
- One time impact on EBITDA margin due to Inventory provision and other expenses was at 5%. The normalized EBITDA margin would otherwise be 10.2%

^*growth calculated on gross revenue* *net off other income #after exceptional item

Market Share





Relative Market share based on reported results of 3 Companies

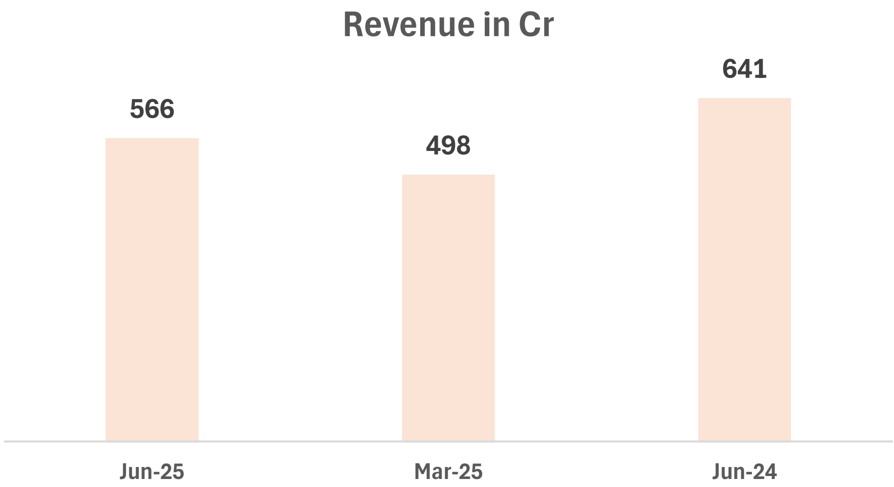
Q1FY26 Financial Performance - Consolidated

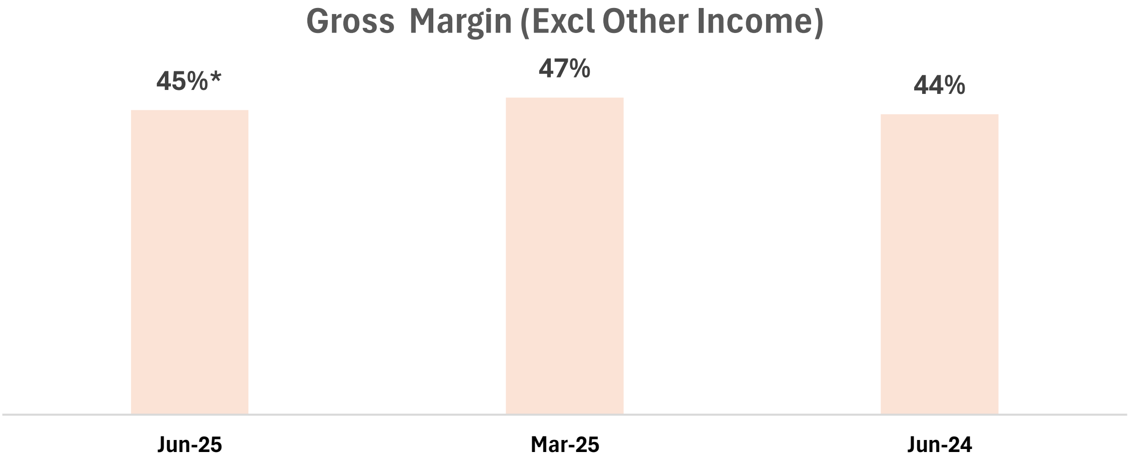
Rs. In Cr.

Particulars	Quarter ended			Year
	Jun-25	Mar-25	Jun-24	Mar-25
Revenue from Operations	561	494	639	2,178
Other Income	5	4	2	11
Total Revenue	566	498	641	2,189
COGS	309	263	355	1,185
Gross Contribution	257	235	286	1,005
GC Margin (without Other Income)	**45%**	**47%**	**44%**	**46%**
Employee Benefits expenses	54	54	59	225
Other Expenses	174	171	176	686
Total Expenses	228	225	235	911
EBIDTA	29	10	51	93
EBIDTA Margin	**5%**	**2%**	**8%**	**4%**
Depreciation	32	30	29	119
EBIT	(2)	(20)	22	(26)
Finance Cost	17	17	18	73
Profit before Exceptional items	(19)	(37)	4	(99)
Exceptional items Expense / (Income)	2	4	-	8
Profit before Tax	(17)	(33)	4	(91)
Tax	(4)	(5)	(0)	(22)
Profit After Tax	(13)	(27)	4	(69)

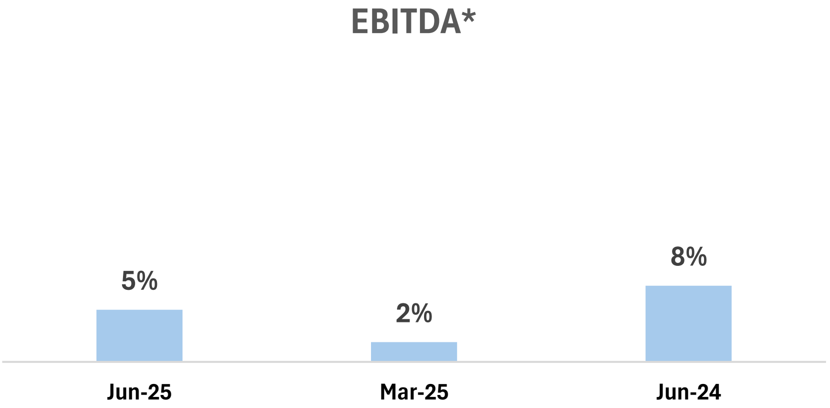
- Normalized Gross margin without inventory provision stands at 48%.
- One time impact on EBITDA margin due to Inventory provision and other expenses stands at 5%. The normalized EBITDA margin would otherwise be 10.2%
- Bangladesh operations reported a profit of Rs. 8 crore as against a loss of Rs. 11 crore in last year Q1

Key Financial Metrics – P&L

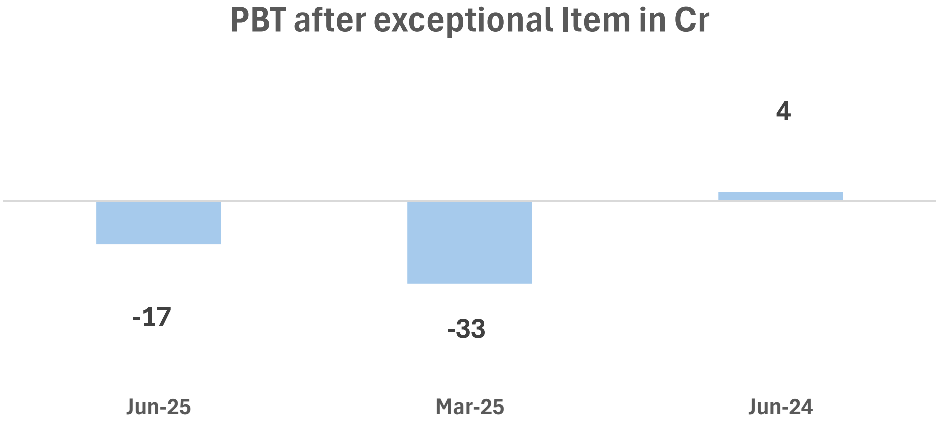




***Adjusted Gross margin 48%**



***Adjusted EBITDA 10.2%**



Brands & Categories

Revenue Performance : Brands & Categories

Channel-wise Salience	Q1FY25	Q1FY26
General trade	24%	26%
Retail trade	9%	9%
Modern trade	28%	26%
E-Com	21%	19%
CSD CPC	9%	11%
Institutional	6%	7%
International	3%	2%

Brand-wise Salience	Q1FY25	Q1FY26
Carlton	5%	7%
VIP	20%	18%
Skybags	31%	30%
Premium & Mass Premium	56%	55%
Aristocrat + Alfa	41%	42%
Caprese	3%	3%

Category-wise Salience	Q1FY25	Q1FY26
Uprights	**75%**	**76%**
Hard Luggage	56%	63%
Soft Luggage	19%	13%
Duffel Bags	7%	6%
Backpacks	15%	15%
Ladies Hand Bags	3%	3%

Salience calculated on gross revenue

Carlton New Launches

VIP New Launches

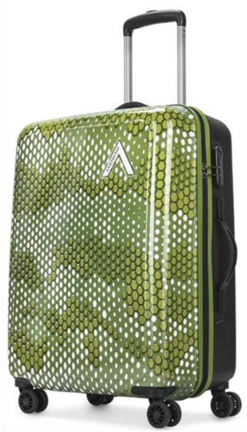
Skybags New Launches

Value segment New Launches

Ecommerce Focused New Launches For Q2

ARISTOCRAT

Combat



Crossway

Bruce

Comet

Vortex Plus

Skybags

Lush

Streax

Euphoria

VIP Brand Forays Into Professional Backpacks

VOGUE: The "Think-PACK"

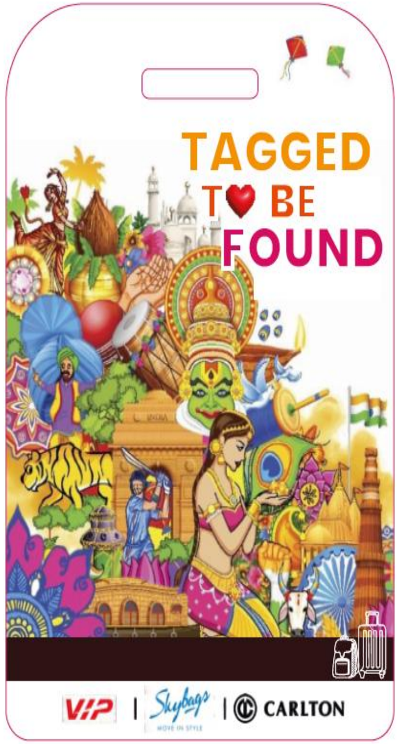
URBAN: The "Commuter-PACK"

LEGACY: The Ultimate "Brief-PACK"

ON GROUND LAUNCH

SUPPORTED WITH ONLINE PRESENCE

Introducing Smart Bag Tags



Select Purchases for House of VIPS brands will get QR enabled smart bag tags. Making travel stress free!

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Thank you