

Regd. Office:

411, Arunachal Building,
19 Barakhamba Road,
Cannaught Place New Delhi-110001

Corp. Office :

Plot No. 10, Sector 156
Noida (GB Nagar)-201307

Works :

Plot no. 102, Sector-07, IIE,
Sidcul Haridwar, 249403
India

Date: -04th August 2025

BSE Limited Dalal Street, Phiroze Jeejeebhoy Towers, Mumbai 400 001 Scrip Code: 543923	The National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051. Symbol: IKIO
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Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Presentation

Dear Sir/Ma'am,

With Reference to our letter dated 30th July, 2025 and Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, an investor presentation is attached for the information of the investors.

The same is also being hosted on the Company's website at www.ikio.in.

You are requested to take the same on record.

**Thanking You,
For IKIO Technologies Limited**

SANDEEP Digitally signed by
KUMAR SANDEEP KUMAR
AGARWAL AGARWAL
Date: 2025.08.04
13:33:36 +05'30'

Sandeep Kumar Agarwal
Company Secretary & Compliance Officer



Diversifying Business. Reinforcing Growth.



Investor Presentation | Q1FY26

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01.

Q1FY26 Highlights



02.

Company Overview



03.

Industry Overview



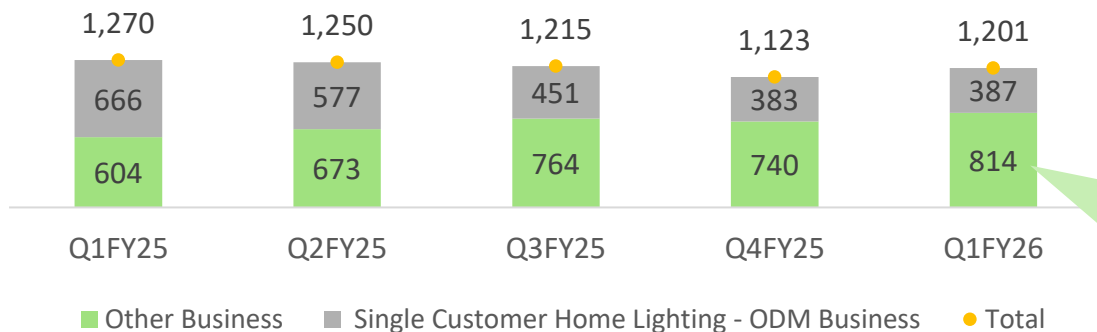


Q1FY26 Highlights

Robust Revenue Growth in Other Segments, Driving Future Readiness

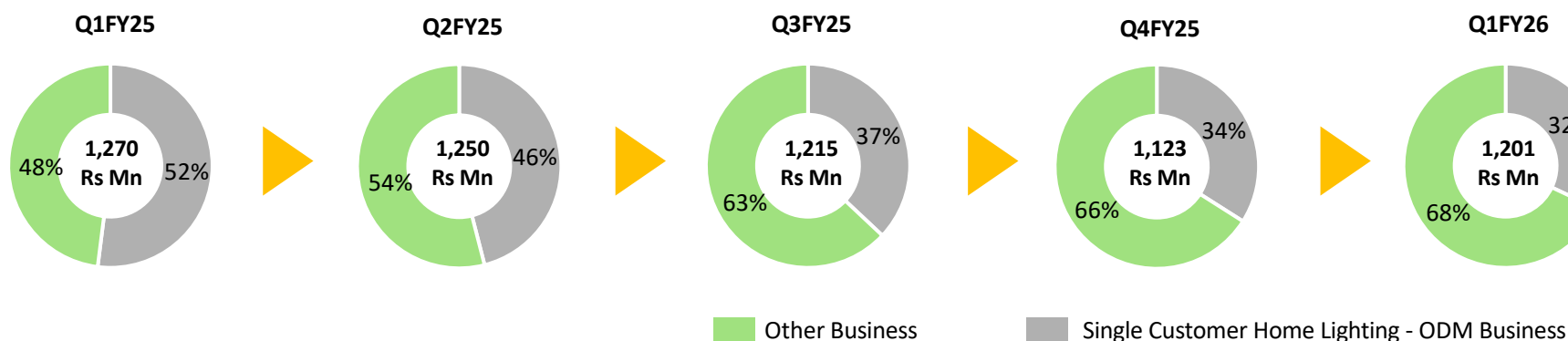
Growth Trajectory continues in Other Business, ▲ 35% YoY and ▲ 10% QoQ

(Rs Mn)



- Revenue grew 7% QoQ, driven by **strong performance in Other Businesses**, offsetting softness in ODM Home Lighting.
- **Without impacting overall revenues**, Strategic transition from a single-customer ODM Home Lighting model to a more diversified customer base and emerging verticals like Product Display and Energy Solutions.
- Expanding the customer base for Lighting by onboarding leading **Indian and international brands as ODM suppliers**.
- **Foraying into high-end lighting segments**, including indoor, industrial, office, and outdoor applications.

To diversify beyond the Single Customer Home Lighting - ODM Business and strategically focus on emerging business verticals



Successfully reduced dependence on a single-customer ODM Home Lighting model by diversifying into Emerging Verticals, strategically positioning the company for long-term, sustainable growth.

Q1FY26 Financial Performance Snapshot



Revenue - Rs 1,201 Mn

▲ 7 % QoQ

▼ 5 % YoY



EBITDA - Rs 113 Mn

Margin at 9 %

▲ 83 % QoQ

▼ 32 % YoY



PAT - Rs 24 Mn

Margin at 2 %

▲ 455 % QoQ

▼ 81 % YoY



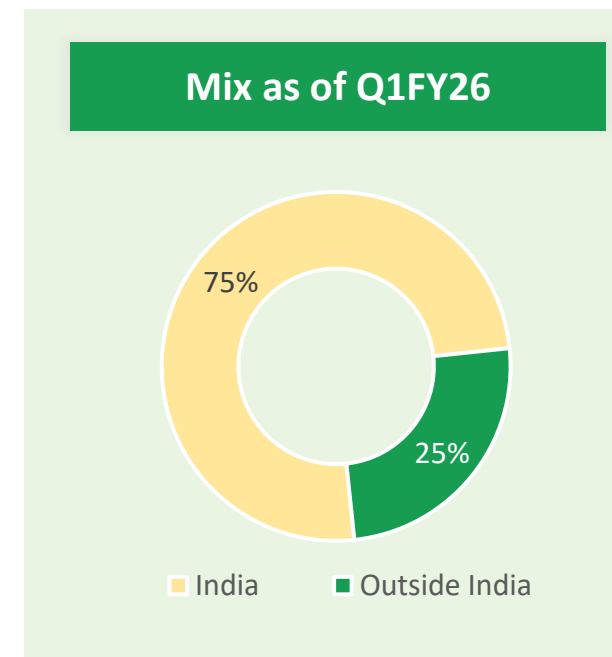
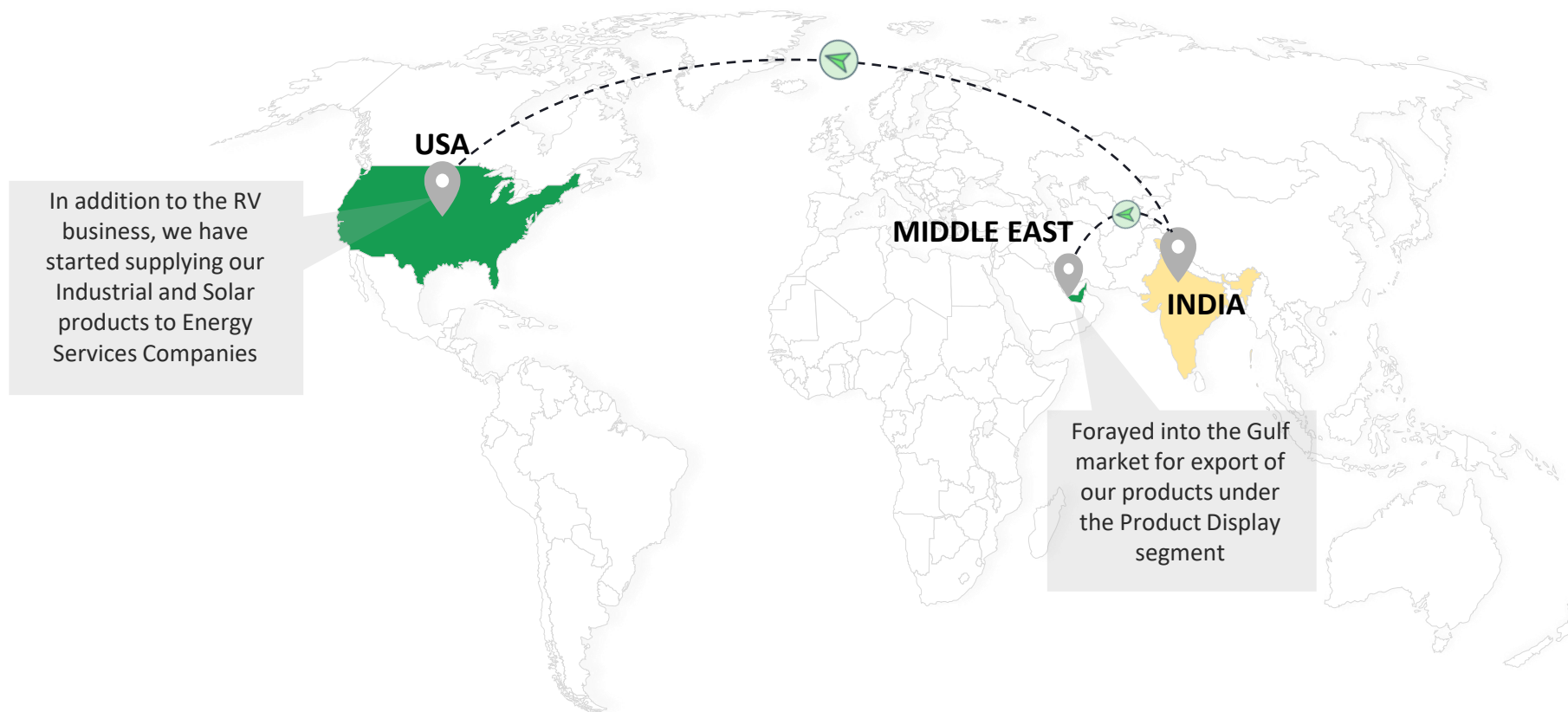
Cash PAT - Rs 94 Mn

▲ 74 % QoQ

▼ 45 % YoY



Expanding Global Footprint – Revenue from Outside India at ~25% in Q1FY26



- ✓ Strong growth momentum observed in the Gulf market, with profitability achieved in the very first year
- ✓ The RV business in the USA is gaining traction, with other expansion initiatives in the region also progressing well.
- ✓ Overall Revenue from Outside India increased to 298 Mn, reflecting a growth of 3% YoY and 84% QoQ.

New Product Categories - Hearables and Wearables, Progressed Well



Earbuds



Speakers





Headset/ Neck Band



Smart Watch

Greenfield Project - Block II - Civil Construction Nearing Completion

Capacity (Noida)	Size	Current Status	Proposed Activity
Block I 	~2 Lac Sq. Ft	Commercial production started in May 2024	<ul style="list-style-type: none">Manufacturing of LED Home Lighting, Solar Panel & Systems, and other New Product Lines.<i>This facility is aimed at enhancing our export business and for new product development in the domestic market.</i>
Block II 	~2 Lac Sq. Ft.	Civil construction nearing completion	
Block III	~1 Lac Sq. Ft.	Construction progressing as planned	
Total	~5 Lac Sq. Ft.		



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

Profit & Loss Highlights – Q1FY26 (Consolidated)

Particulars (Rs Mn)	Q1FY26	Q1FY25	YoY%	Q4FY25	QoQ%	FY25	FY24	YoY%
Revenue from Operations	1,201	1,270	-5%	1,123	7%	4,859	4,380	11%
Raw Material Expenses	761	826		619		2,811	2,584	9%
Gross Profit	440	444	-1%	503	-13%	2,048	1,795	14%
<i>Gross Margin (%)</i>	<i>36.6%</i>	<i>35.0%</i>		<i>44.8%</i>		<i>42.1%</i>	<i>41.0%</i>	
Employee Expenses	186	165		183		683	502	36%
Other Operating Expenses	141	112		258		765	366	109%
EBITDA	113	167	-32%	62	83%	600	927	-35%
<i>EBITDA Margin (%)</i>	<i>9.4%</i>	<i>13.2%</i>		<i>5.5%</i>		<i>12.3%</i>	<i>21.2%</i>	
Depreciation	70	46		61		243	120	102%
Finance Cost	21	21		17		84	116	-28%
Other Income	20	57		24		151	153	-2%
Profit Before Tax	42	157	-73%	8	408%	424	845	-50%
Tax expenses	18	34		15		100	239	-58%
Profit After Tax	24	124	-81%	-7	455%	324	606	-46%

*Successfully completed the IPO of INR 6,065 Mn, of which,
Fresh Issue consisted of INR 3,500 Mn and Offer For Sale by Promoters of INR 2,565 Mn*

Listed on BSE and NSE with effect from June 16, 2023

Objects of the IPO	Available for Deployment	Actual Deployment*	Balance for Deployment	Status*
Repayment of Debt	500	500	0	Completed
Investment in New Facility	2,123	1,315	808	In Progress
General Corporate Purposes	638	638	0	Completed
Total	3261	2,453	808	

**As of June 30, 2025; **Net of IPO Expenses*

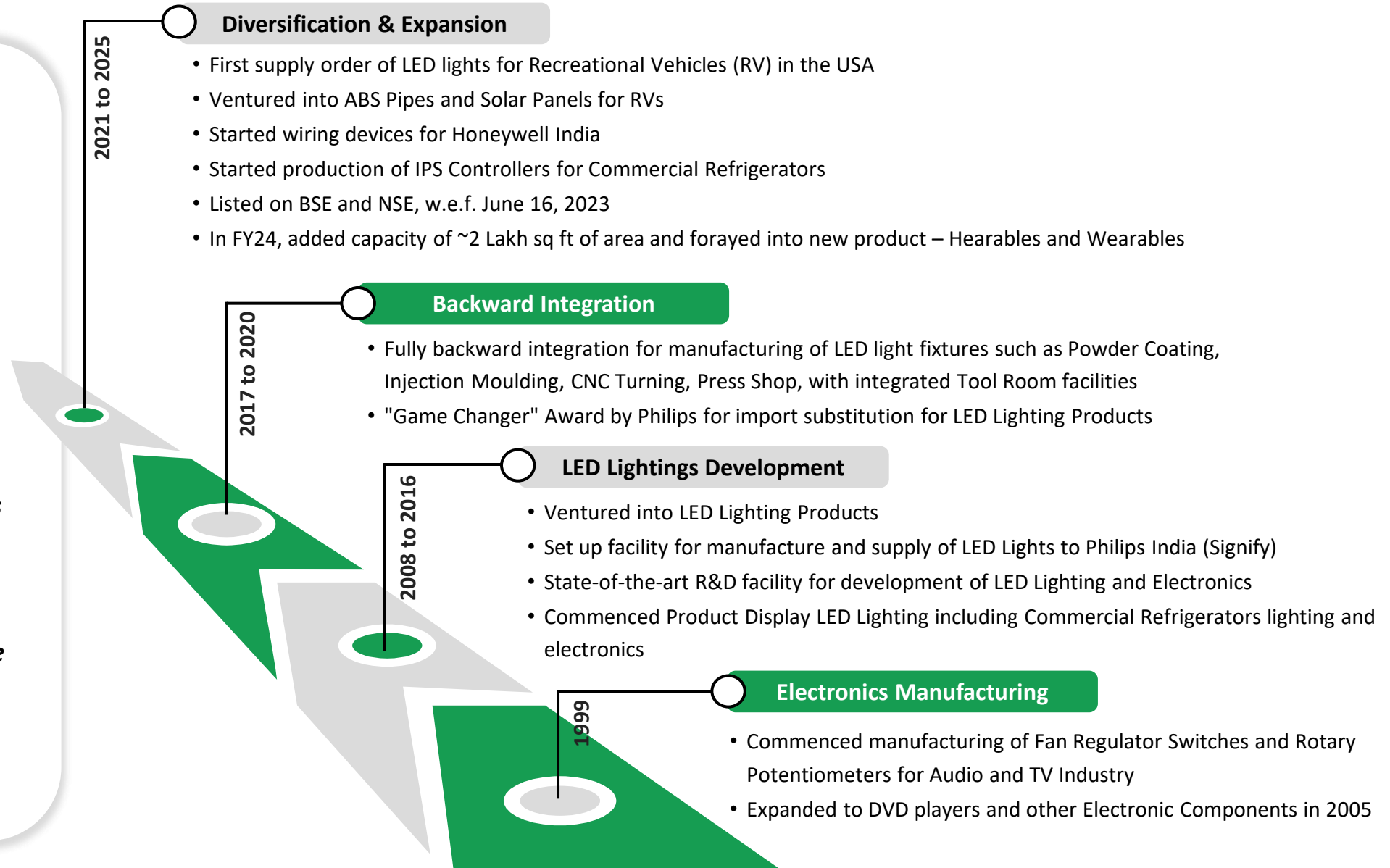


Company Overview

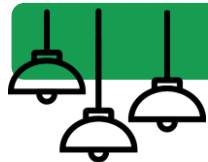


Our Vision

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



One of India's leading **ODM (Original Design Manufacturer)** that designs, develops, manufactures and supplies products (mainly LED Lightings) sold under customer brand. Strong in-house R&D department enables further integration through **Process and Product Development**.



LED Lighting Solutions

- High-End Home Decorative LED Lights
- Indoor and Outdoor Lights
- LED Lights for RVs



Product Display Lighting

- Interior LED Lights for product display including Commercial Refrigeration (CR)



Energy Solutions & Others

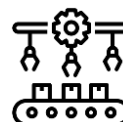
- Solar Panels for RVs
- ABS Pipes for RVs
- IPS Stabilisers for CR
- Rotary Switches
- Fan Regulators & Assembly
- Lithium Battery
- USB Chargers



~25 years of Relevant Experience



Strong and diversified product offering of over **1,000 SKUs**



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





In-house **R&D and Product Design** team of ~30 employees



Consistent Growth with **High Profitability**

Product Offering | Well-Diversified Basket of Over 1,000 SKUs...

LED Lighting Solutions		Product Display Lighting			Energy Solutions & Others		
High-End Home Decorative		For Commercial Refrigeration			RV - Solar Panels	RV- ABS Pipes	IPS Stabilisers for CR
							
RV- LED Lights		For Other Products			Rotary Switches	Fan Regulators & Assembly	Lithium Battery
							
							USB Chargers
							

...Largely in the Niche, High-Value and Innovative Product Range

Other LED Lighting Manufacturers



Basic Lighting



Mid-Range Lighting

IKIO Operates at the Top End of the LED Lighting Offerings



High-End Home Decorative Lighting

Functional Lightings*

- Recessed Spotlights
- Track Lights
- Strip Lights
- Linear Lights
- Outdoor Lights
- Pendant Lighting
- Wall Scones
- Table and Floor Lamps



Specialised Lighting

Product Display Lighting for:

- Commercial Refrigeration
- Other Products

LED Lights for RVs

Battery Operated Products:

- Rechargeable Lights
- Inverter Bulbs

+



Non-Lighting Products

- Solar Panels
- ABS Pipes
- IPS Controllers
- Rotary Switches
- Fan Regulators & Assembly
- Lithium Battery
- USB Chargers

* Please refer to Annexure (Slide #30) for description



...At State-of-the-Art Manufacturing Facilities Spread Over ~5 Lac 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

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



Key Products:

- ✓ LED Home Lighting
- ✓ Solar Panel Systems
- ✓ Other New Product Line

**Commissioned in
May 2024**

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 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.



Dr. Rachana Chowdhary
Non-executive Independent Woman Director

Ph.D. in Global Marketing & Communications, diplomas in PR and Sales & Marketing. Founder of MVW Network International Pvt Ltd, with 20+ years of experience.



Financial Overview

Balance Sheet Highlights - Consolidated

Liabilities (INR Mn)	Consolidated	
	Mar-24	Mar-25
Total Equity	5,528	5,620
Share Capital	773	773
Other Equity	4,755	4,848
Non-Current Liabilities	250	294
Borrowings	26	17
Lease Liabilities	213	265
Provisions	11	11
Current Liabilities	799	842
Borrowings	426	220
Trade Payables	214	341
Other Financial Liabilities	114	105
Other Current Liabilities	42	174
Provisions	3	1
Total Liabilities	6,577	6,756

Assets (INR Mn)	Consolidated	
	Mar-24	Mar-25
Non-Current Assets	1,988	2,924
Plant, Property & Equipment	561	1,482
Capital WIP	716	437
Goodwill & Intangibles	6	52
Right of use of Assets	491	515
Financial Assets	12	12
Other Non-Current Assets	203	426
Current Assets	4,589	3,831
Inventories	1,352	1,388
Debtors	969	1,132
Cash Eq. and Bank	1,910	1,097
Other Financial Assets	81	48
Other Current Assets	278	167
Total Assets	6,577	6,756

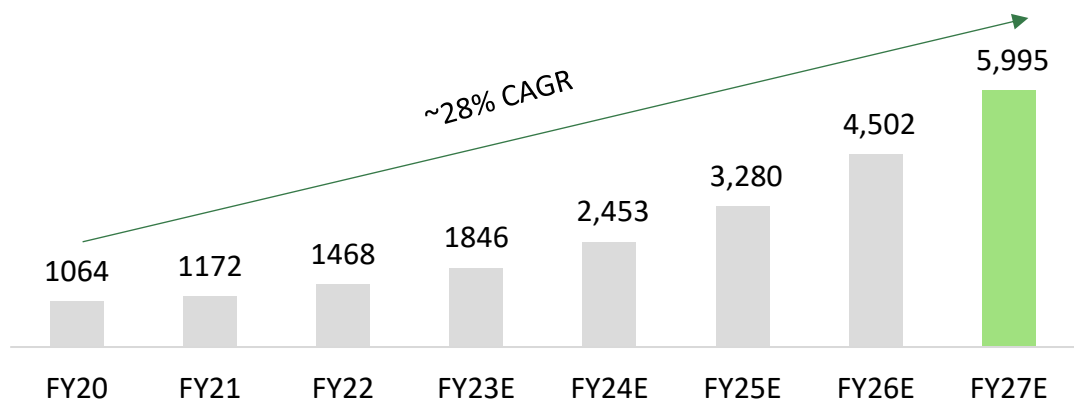
Cash Flow Highlights - Consolidated

Particulars (Rs Mn)	FY24	FY25
Net Cash Flow From Operating Activities	-52	351
Cash Generated/ (Used) In Investing Activities	-2487	-41
Cash Generated/ (Used) In Financing Activities	2656	-332
Net Increase/(Decrease) In Cash And Cash Equivalents	118	-22
Cash and Cash Equivalents at the beginning of the year	23	141
Cash and Cash Equivalents at the end of the year	141	119

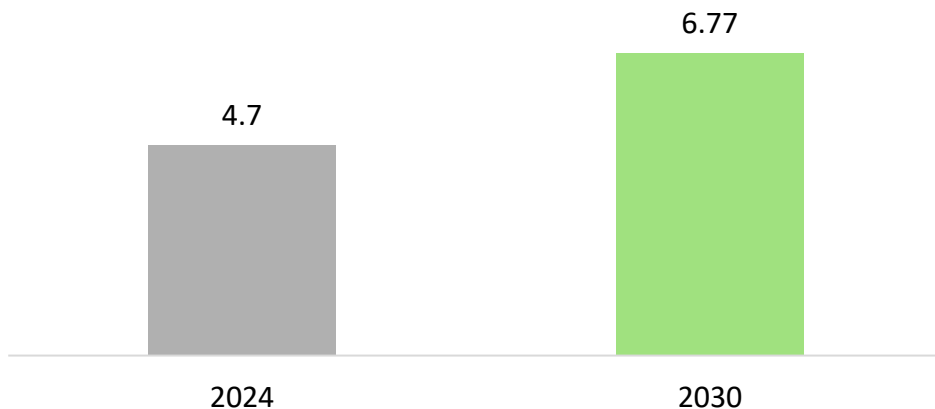


Industry Overview

The Indian EMS market (Rs Bn) is estimated to growth at 28% CAGR



India's LED market is estimated to grow at ~6.3% CAGR (\$ Bn)

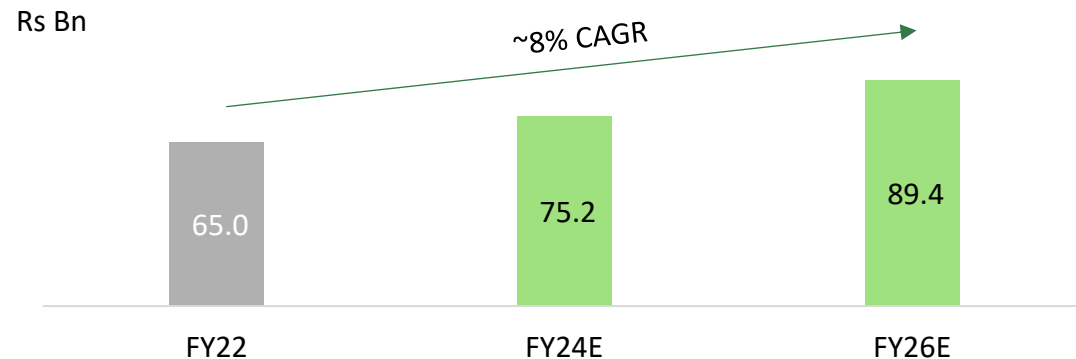


...Led by Factors Such As

1. China +1 Strategy
2. Development of electronics ecosystem by global and domestic players
3. Government incentives and schemes
4. Import substitution
5. Supply chain realignment
6. Component manufacturing / lead time
7. Local value addition

1. Growth in housing sector propelled by rise in nuclear families, urbanization, and increasing per capita income.
2. Domestic automotive brands promoting economical passenger & CV
3. Incentives like 100% loan approvals and tax incentives on interest payments are driving sales of EVs, thus supporting the growth of LED
4. Affordability of cars and the dominance of the two-wheeler segment
5. Increasing FDI and emphasis on efficient lighting
6. Government initiatives such as UJALA
7. Schemes like the Mission for Integrated Development of Horticulture promote greenhouse farming

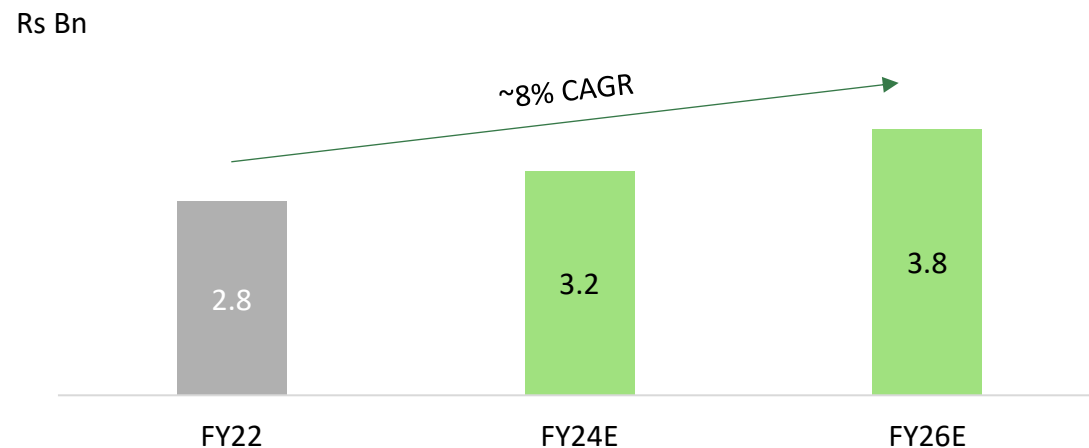
Indian CR industry to grow rapidly...



...Led by Factors Such As

1. Changing Food habits
2. Growth in Food processing Infrastructure
3. Booming organized Food retail and QSR Segment
4. Increase in usage of CR Products in unorganised retail

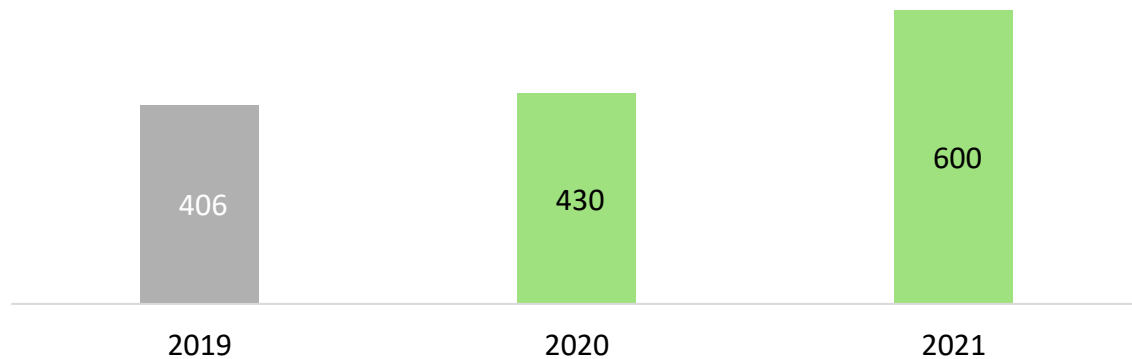
Lighting Solutions in CR Industry to grow In-line



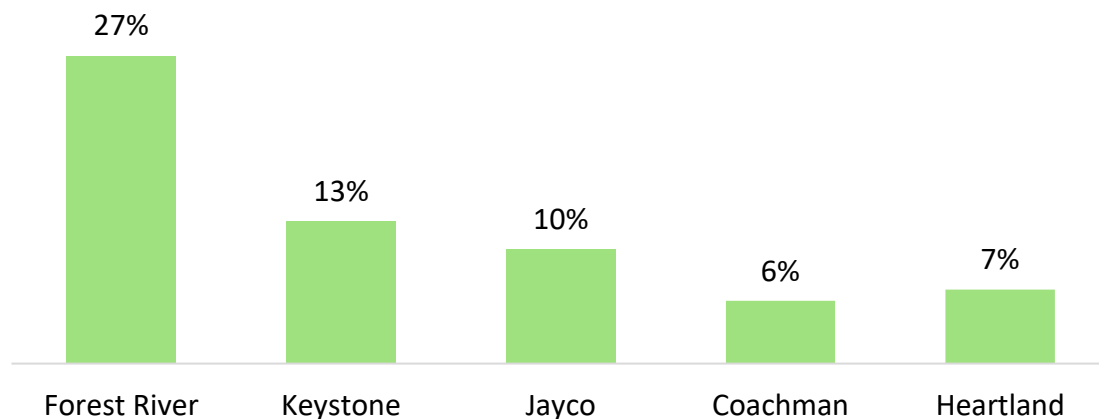
IKIO Group is a major player in the CR Lighting Solutions and is well-placed to capture further market share by Expanding Product Offerings



RV Sales Trend in the USA (in '000s)



Key Players Market Share – Travel Trailer



...Led by Factors Such As

1. Rapid expansion of tourism industry
2. Advances in technology
3. Increasing number of recreational parks
4. Surge in commercial trailer rental services
5. “America the beautiful” initiative from US Government
6. Developing trail network



IKIO Group caters to the distributor of USA's largest RV player (Forest River) and is well-placed to capture further wallet share by Expanding Product Offerings



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.



Mr. Sandeep Agarwal

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THANK YOU



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suyash@stellar-ir.com