



Date: August 12, 2025

To, The Secretary, BSE Limited, P.J. Towers, Dalal Street, Mumbai- 400 001 Scrip Code: 539542	To, The Secretary, National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandera (E), Mumbai – 400 051 Symbol: LUXIND
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Dear Sir/Ma'am,

Sub: Investor Presentation

Please find enclosed herewith Investor Presentation of the Company. The Investor Presentation is also available on the website of the Company.

This is for your information and records.

Thanking You

Yours faithfully,
for LUX INDUSTRIES LIMITED

Smita Mishra
(Company Secretary & Compliance Officer)
M. No: A26489

Enclosed – as stated above

LUX INDUSTRIES LIMITED

LUX



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MARKET OUTLOOK & COMPANY UPDATE

Economy & Market Update

- Subdued consumption demands because of inflation, etc
- Brands continue to expand strategically in key markets
- Yarn prices remain stable
- 'Omni channel' being driven by players as their core strategy
- Exports sales looks promising

Brand Performance

- Clear shift towards organized segment
- Strong brand recall felt – Power brands performing well despite inflationary pressures
- Promising response received for brand 'Lux Nitro' 'Lux Parker' and 'Lux Cozi Pynk'.

Operational Highlights

- Volume growth of 17% for Q1 FY 26.
- Export revenue growth of 52%
- Increased solar power capacity from 1MW to 1.7MW.
- Increased focus on modern trade and e-commerce.

- 05 At a glance
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C O R P O R A T E

IDENTITY

ENSURING EVERYDAY COMFORT FOR DECADES

Lux group



Leadership

No.1

Indian innerwear company
(volume terms)

₹ 604 Crores

Consolidated revenue
from operations*



Prominence

~15%

Share in organized
men's innerwear market

95%

Fill rate against industry
average of 80%

Unique in its value proposition



Scale

34+ crore

Garment pieces**
manufacturing capacity
across 9 state-of-the-art
plants

2 lakh+

Retailers network across
India

46+

Country export presence

4,000+

Employees

5K+

SKUs; among industry's
largest innerwear
ranges. It will be 13K+ if
color and size counted
separately

100+

Products spanning
innerwear, outerwear,
rainwear and athleisure
wear categories

* Q1 FY'26

** YE Mar'25

BUILDING ON A RICH LEGACY

1957

- Shri Girdhari Lal Todi founded Biswanath Hosiery Mills

1993-95

- Export commenced across the Middle East, Africa and Europe

2003

- IPO launched- oversubscribed 4 times

2010-12

- Shah Rukh Khan became brand ambassador for ONN
- Launched womenswear brand 'Lyra'

2015-16

- Shares listed on the BSE and NSE Commissioned Eastern India's largest hosiery manufacturing plant in Dankuni
- Became KKR primary sponsor

2021-22

- Merger of J.M. Hosiery and Ebell Fashions with Lux Industries
- Relaunched brand 'Lux Venus' & onboarded Salman Khan as brand ambassador.
- Onboarded Sourav Ganguly for Lux Cozi, Boman Irani for Lux Inferno & Satish Kaushik for Lux Cott's wool.

2017-19

- Varun Dhawan roped in as brand ambassador of Lux Cozi
- Amitabh Bachchan became face of the brands of Lux
- Launched 'Lyra' lingerie
- Lux Classic & Lux Venus Classic relaunched
- Kartik Aaryan onboarded as brand ambassador for Lux Inferno and Taapsee Pannu for Lyra.
- Launched India's first scented vest Lux Cozi

2023-24

- Roped in Janhvi Kapoor as brand ambassador for 'Lyra', Urvashi Rautela for 'GenX', Jacqueline Fernandez and Vijay Deverakonda for Lux Cozi
- Launched Rainwear and Lingerie category under the brand 'Lux Venus'
- Shri Ashok Kumar Todi received "Bharat Samman Award, 2023" at The House of Lords (UK Parliament), London
- Commissioned manufacturing facility at Jagadishpur, Hosiery Park, West Bengal
- Lux Cozi' got Brand of the Year
- Lyra' was recognized as 'India's Most Desired Bottomwear Brand' by TRA's MOST DESIRED BRANDS

2025

- Launched 'Lux Nitro' & 'Lux Nitro Neo' as a men's innerwear brand in mid-premium segment and onboarded Kartik Aaryan as the brand ambassador
- Installed 700KW rooftop solar plant at Tamil Nadu Facility
- Launched outerwear women range in the brand name "Lux Cozi Pynk" and onboarded Shraddha Kapoor as the brand ambassador
- Launched economy segment innerwear range in the brand name "Lux Parker" and onboarded Sourav Ganguly as the brand ambassador
- "Lux Cozi" got the Brand of the Year 2025 by BARC & ERTC Media
- "Lux Cozi Pynk" got the Best Brand for Women 2025 by Times Group

NEW BRAND LAUNCHES



Pynk is a sophisticated mid-premium womenswear brand from the house of Lux Cozi, redefines everyday fashion with its versatile range. From elegant Kurti Pants and classic Churidars to trendy Jeggings and chic Ribbed Palazzos, Pynk offers something for every occasion and style. The Brand boasts an impressive colour palette featuring over 200 vibrant hues, paired with a diverse collection of over 20 product categories, with even more innovative additions on the horizon. Crafted from premium stretch-fabric, Pynk products are designed to provide unmatched comfort, ensuring ease of movement, a perfect fit, and all-day wearability without compromising on style.

PYNK embodies the vibrant, unstoppable spirit of today's young women — fearless, passionate, and purpose-driven. She is as ambitious as she is grounded, leading with both heart and strength.



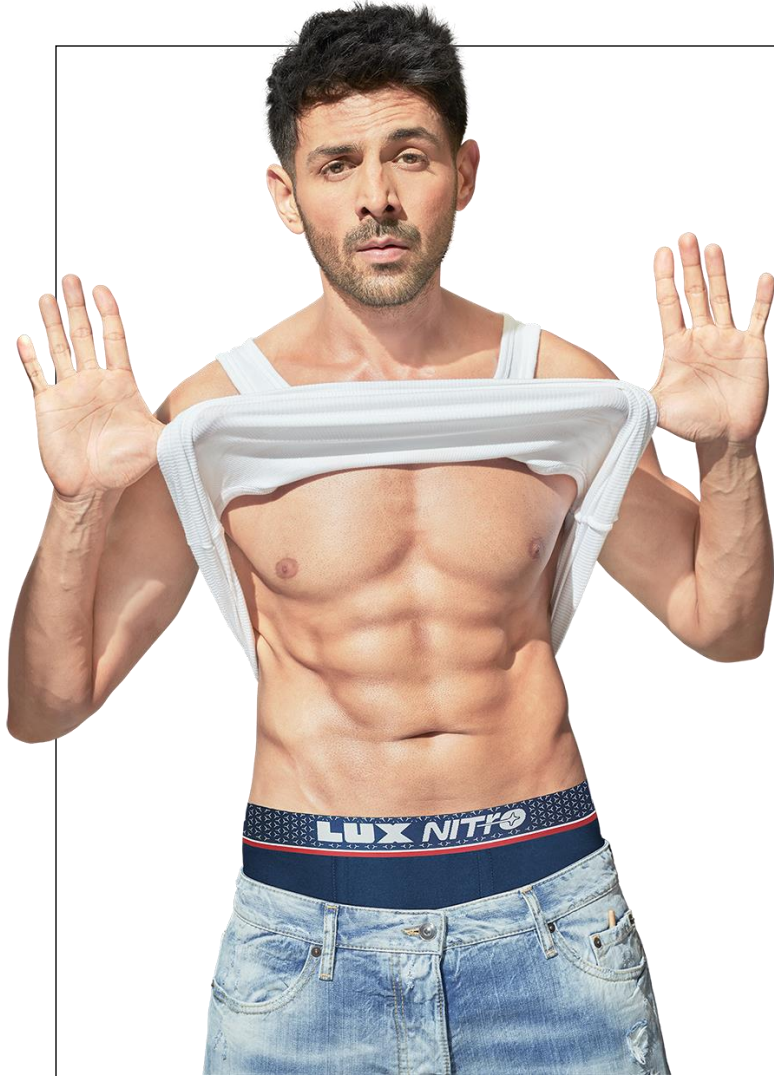
It has been revealed through multiple research and continuous dialogue with thousands of consumers, we uncovered a crucial truth: millions of consumers across India want to experience the ultimate comfort Lux Cozi offers—but for many, the price tag remains a barrier. Thus, a new brand is born.

Introducing Lux Parker, a bold new step into the future of comfort. A new brand in the economy segment with one purpose: to make Lux Cozi's unmatched quality accessible to all. The Lux Parker offers complete range of innerwear and outerwear for men's, women's and kids at a very affordable prices.

For the millions of Indians who need to wear the best, who believe that comfort should be within reach—Lux Parker is the answer. A new chapter. A new experience. Same unwavering commitment to quality. **“Lux Parker – Pehenna Jaroori Hai”**



NEW BRAND LAUNCHES



LUX
NITROTM
HI-PERFORMANCE INNERWEAR

**Yeh Andar
Ki Baat Hai**

Our latest mid-premium men's innerwear brand, Lux Nitro, marks a significant milestone, symbolizing a bold step forward to reinvigorate the market with a fresh and youthful personality. Lux Nitro aims to redefine the innerwear segment by combining superior quality, cutting-edge technology, and contemporary style, making it the ultimate choice for today's youth.

With the tagline "Yeh Andar Ki Baat Hai," the brand emphasizes inner strength and the importance of the right fit in empowering self-confidence.

The product portfolio ranges from briefs, vests, drawers to t-shirts as well. With Bollywood sensation Kartik Aaryan being associated as the brand ambassador for Lux Nitro, his vibrant personality, youthful energy, and widespread appeal aims to connect deeply with young consumers and aligns seamlessly with the brand's ethos of confidence and bold self-expression.

LUX PRODUCT PORTFOLIO

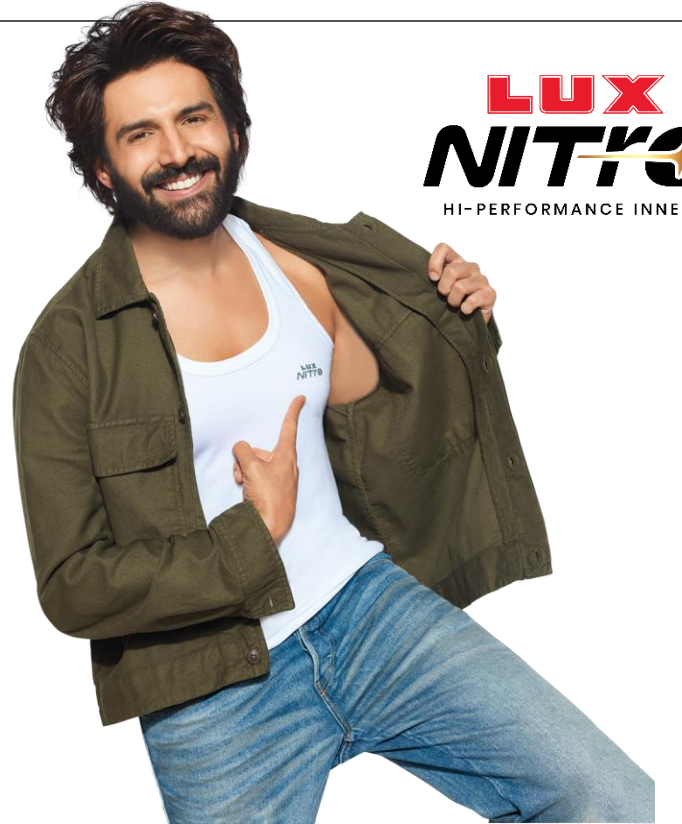


Men's Innerwear

Vest
Brief
Trunk
T-Shirt

Kidswear

Vest
Mega
Brief
Trunk
Half Pant
Track Pants
T-Shirt



Men's Innerwear

Vests
Briefs
Trunks
T-Shirt

Kidswear

Vests
T-Shirt
Underwear



Womenswear Innerwear

Brassieres
Panties
Camisole
Shapewear
Lingerie

Womenswear Outerwear

Leggings
Jeggings
Kurti Pant
Palazzo
T-shirts
Night-suits
Denims
Tracks

Kidswear

Leggings | Panty

LUX PRODUCT PORTFOLIO




Mens Outerwear

- T- Shirt
- Track Pant
- Jackets
- Sweatshirt
- Half Pant
- Joggers
- Socks

Mens Innerwear

- Vest
- Brief
- Trunk
- Thermals

Kidswear

- T- Shirt
- Track Pant
- Sweatshirt
- Jackets




Men's Innerwear

- Vests
- Briefs
- Trunks
- Drawers

Women's Innerwear

- Panties
- Bloomers

Men's Outerwear

- T-shirts





Men's Innerwear

- Vests
- T Shirts
- Briefs
- Boxers
- Pyjama
- Shorts

New Launches

- Rainwear category
- Lux Venus Her
- Lingerie

Women's Innerwear

- Panties
- Full Sips
- Half Slips
- Bloomer
- Cycling Shorts




Womenswear

- Leggings
- Jeggings
- Kurti Pant
- Palazzo
- Casual Tees
- Joggers
- Track Pants
- Cigarette Pants
- Pencil Pants
- Short Tunic
- Co-ord Set
- Shapewear

LUX PRODUCT PORTFOLIO



LUX CHAMPION
COMFORT WEAR

PEHNO CHAMPION BANO CHAMPION

Mens Comfort Wear

- ▶ Vests
- ▶ Trunks
- ▶ Boxer
- ▶ Casuals



GenX
PREMIUM INNERS & CASUALS

CHALO APNI CHAAL

Mens Innerwear

- ▶ White Vests
- ▶ Gym Vests
- ▶ Briefs
- ▶ Drawer

Mens Casualwear

- ▶ T-Shirts
- ▶ Shorts/Bermuda
- ▶ Track Pants



LUX Amore
WOMEN'S WEAR

Live more with Amore

Womens Innerwear

- ▶ Camisole
- ▶ RacerBack
- ▶ TankTop
- ▶ Slips
- ▶ Boyleg
- ▶ Panties



LUX CLASSIC
INNERWEAR

Yeh Bahot Chalega!

Mens Innerwear

- ▶ Gym Vests
- ▶ Briefs
- ▶ Trunks

WIDENING AND DEEPENING REACH

1,170+ dealers'
network

Available in 2 lakh+ multi-
brand stores and 13 EBOs

Stronger e-retail platform
presence

13+ Depots drive faster
distribution in India

550+

Sales teams drive offtake

18

Warehouses (12 states)

Strategically located
manufacturing units
(West Bengal, Punjab,
Tamil Nadu and Uttar
Pradesh) to address
growing markets



Participated in
India's Biggest
Exhibition on
Gifting &
Promotional
Solutions-
"Gifts World
Expo" in New
Delhi



Lux Industries Dankuni Factory



TAKING HOMEGROWN BRANDS TO THE GLOBAL MARKET

Star Export House
recognition
by
Government
of India



25

New countries added in
past 5 years

46+

Country-wide presence

60

Targeted country-presence
by 2028

Market traction in
tropical countries
(including GCC
region and Africa)

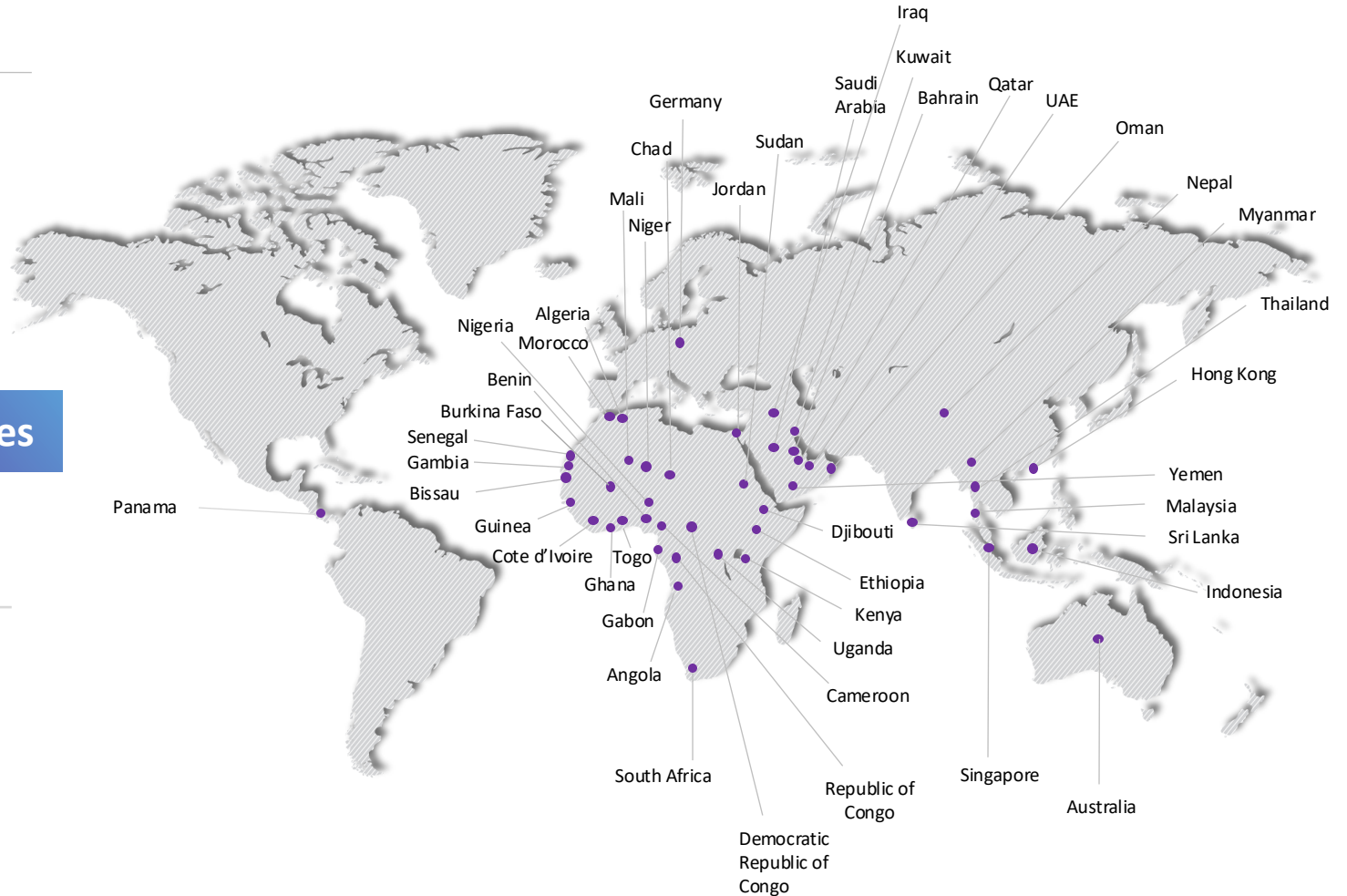
Geography-wise sales

92%

Domestic

8%

Exports



ADVANCING WITH GOOD GOVERNANCE

Experienced Board

- Promoter-Directors with 25+ years of average industry experience; expertise- Sales & Marketing, Brand Promotion, Product Development, Board service & Governance.
- Independent Directors with expertise in Accounting & Finance, Legal, Taxation, Fund raising, Product Development, Packaging and Strategy.

- S.K. Agarwal & Co. Chartered Accountants LLP is the Statutory Auditor.
- MR & Associates has been appointed as the Secretarial Auditor.
- E&Y continues as the Internal Auditor for Company.

Strong Management Team

- Inducted new members in the recent quarters include:

Vertical A:

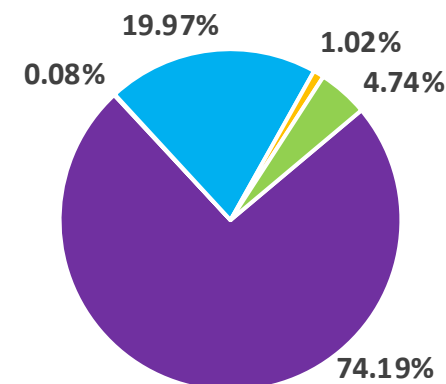
Mr. Subrata Kumar Roy - Chief Information Officer

Mr. Kaushal Pasari - General Manager, Finance

Growing Trust

- Marquee investors like Life Insurance Corporation of India, among others
- Covered by key research and brokerage houses such as Anand Rathi, SMIFS, B&K Securities, Phillip Capital

Shareholding Pattern as on 30.06.2025



■ Promoter ■ Mutual Fund ■ Non-Institutional ■ FIIs ■ Insurance Company

25%

Women Independent Directors

50%

Share of Independent Directors on Board

16-17 Opportunity landscape



OPPORTUNITIES

NEW PRODUCTION FACILITY

WEST BENGAL HOSIERY PARK, KOLKATA

Commissioned 4.50 lakh square feet, 'State-of-the-Art' facility which is spread over 5 acres of land, with 30% allocated for manufacturing and the remaining area dedicated to warehousing, storage, and finishing facilities.



Lux Industries Jagdishpur Hosiery Park Facility
Lux Industries Limited

RESPONDING TO MARKET OPPORTUNITIES

1,170+

Strong distribution channel

4,000+

Employee workforce

30+ years

Longstanding dealer relationship

₹55+ crores

Near-term investment to augment production through internal accrual

₹24 to ₹1790

Price range of products

~15%

Existing market share in men's innerwear

₹194 crores*

Gross cash balance

674+

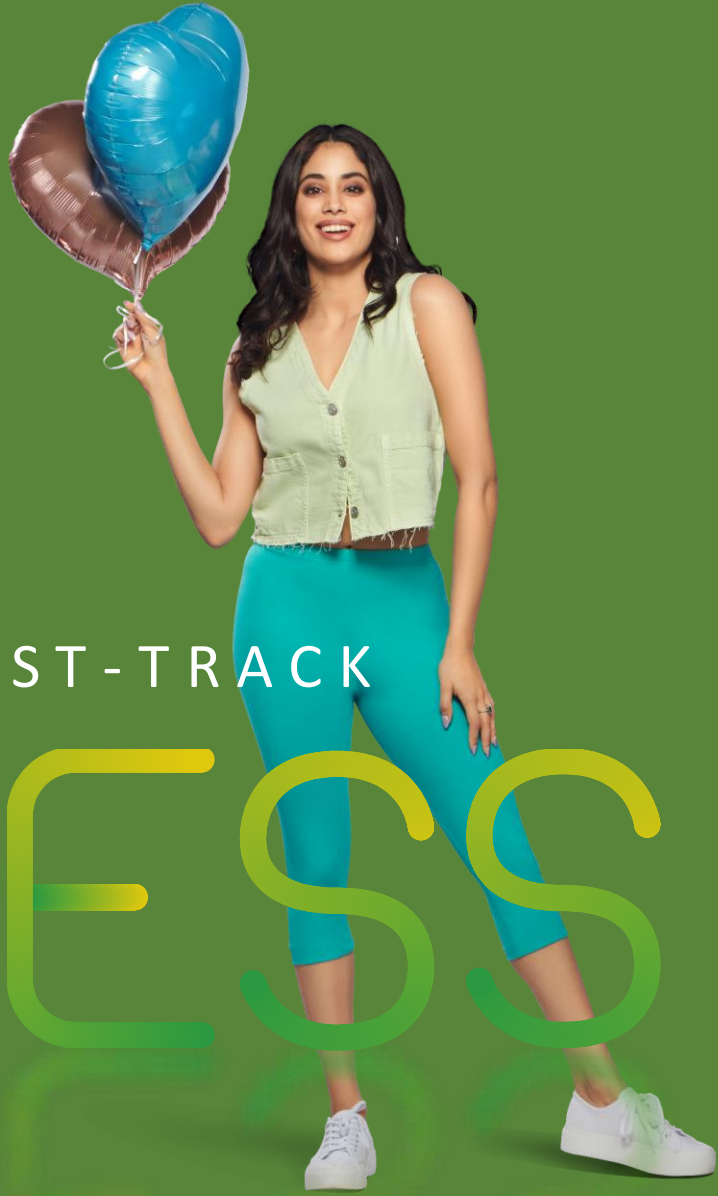
Districts-presence in India



*Q1 FY'26

Lux Industries Limited

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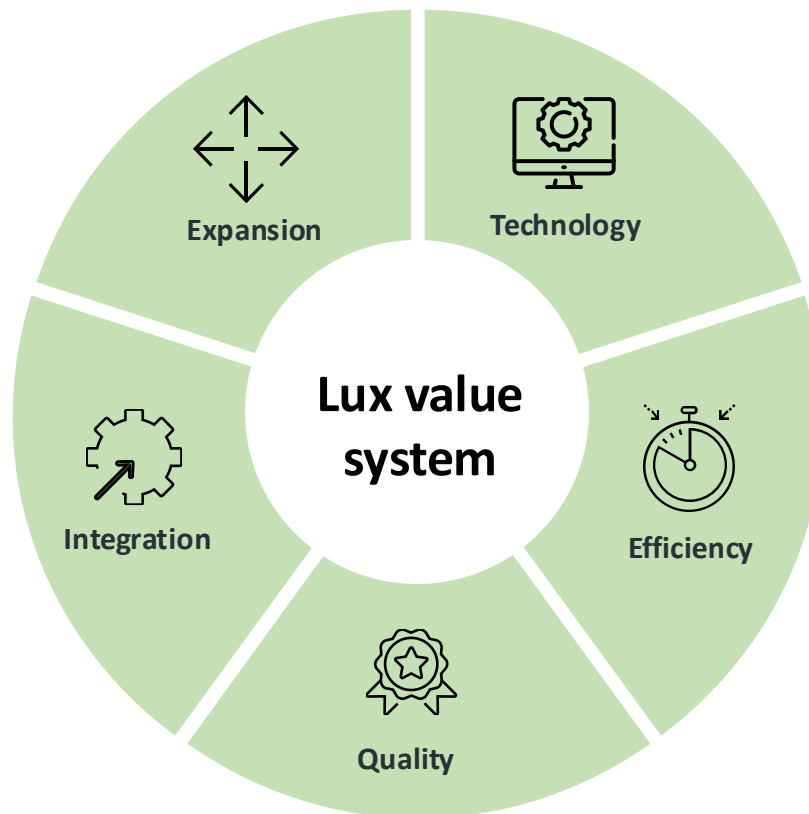
FAST-TRACK

PROGRESS

GROWTH INITIATIVES

Expansion: Foraying into new segments and geographies and expanding multi-channel footprint

Quality: Creating new benchmarks for quality and comfort



Technology: Augmenting digital capability with investments in automation (SAP HANA) for enhanced operational control

Efficiency: Presence across value-chain and scale driving organisation-wide efficiency



ENHANCING MANUFACTURING CAPABILITIES

Consistent manufacturing excellence for over 3 decades

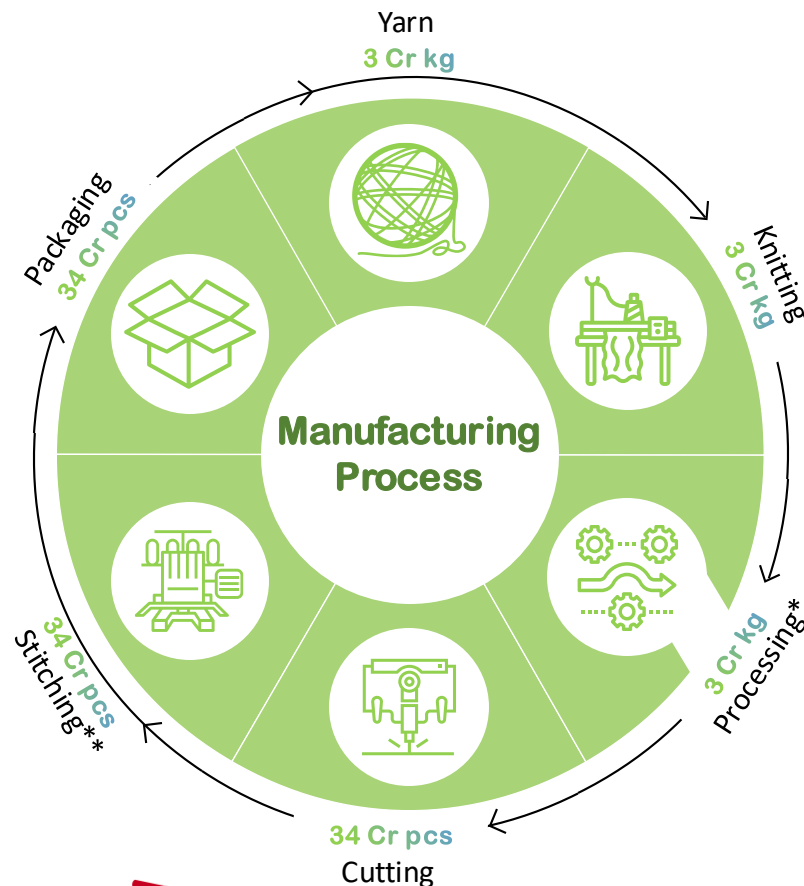
Ability to consistently deliver high quality products on timely basis

Investment on machines from Italy, Germany, and Singapore



*Q1 FY'26

**Outsourced to job workers with strong company control



Flexible core manufacturing process

Key focus areas: quality, cost effectiveness and innovation

Completed upgradation and replacement of old equipment

VENTURING INTO NEWER REGIONS AND SEGMENTS

Launched “Lux Cozi Pynk” in women outerwear range expanding our “Lux Cozi” brand in all range of products

Onboarded Shraddha Kapoor as the brand ambassador for “Lux Cozi Pynk”

Launched “Lux Parker” in economy segment innerwear for millions of consumers at affordable prices

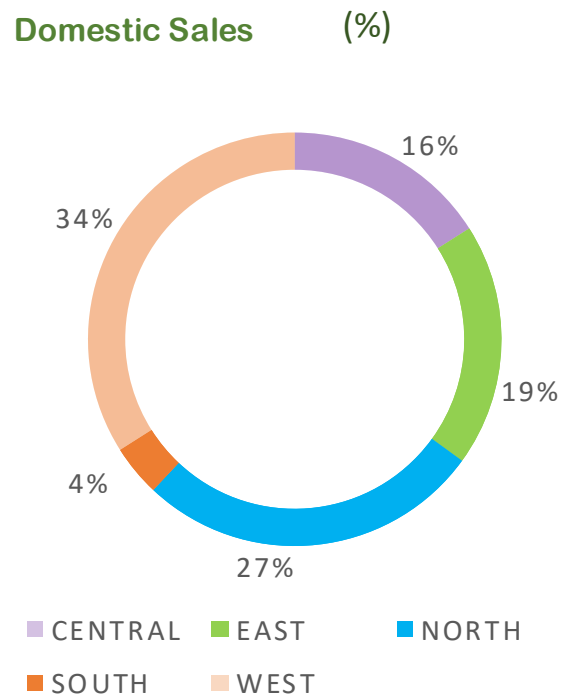
Onboarded Sourav Ganguly as the brand ambassador for “Lux Parker”

Becoming an all-season brand is about being a reliable choice, meeting consumer needs every day of the year.

From an innerwear pureplay to a mix of athleisure and outerwear player

Onboarded Kartik Aaryan as the brand ambassador for ‘Lux Nitro’

Diversify product portfolio in female (innerwear & outerwear) and kids segment



Promising response received for Rainwear category under the brand ‘Lux Venus’

Introduced 'Lux Venus Her' lingerie line, expanding our esteemed 'Lux Venus' brand to cater to women's innerwear needs too.

Unveiling ‘Lux Nitro’: Redefining Men's Outerwear to meet the Elevated Fashion Aspirations of Modern Men.

Launch of new product category i.e. Socks under the brand ‘Lux Nitro’

EXPANDING THROUGH MULTI-CHANNEL FOOTPRINT

Growing wholesale market presence

Association with 1,170+ dealers with focused engagement initiatives

Strong presence in multi-brand outlets and large format stores

Enlarging e-commerce footprint with Amazon, Flipkart, Tata Cliq, Myntra and AJIO, among others



#FOFO: Franchise-owned-franchise operated

Adopting investment-light #FOFO model.

Expanding ONN EBOs at Airports. Live at Chennai and Srinagar

Target revenue of ₹200 Cr from online sales in next 3 years



<1%

Dealer attrition

4,000+

Average daily online orders

13

Exclusive brand outlets (EBOs)

160+

Large store formats to showcase the entire product range



CRAFTING 360° BRANDING INITIATIVES

Salman Khan,
Sourav
Ganguly,
Jacqueline
Fernandez,
Kartik Aryan,
Varun Dhawan,
Shraddha
Kapoor, Janhvi
Kapoor, Pankaj
Tripathi, Surya
Kumar Yadav
and Urvashi
Rautela are the
brand
endorsers



₹1,190 crores

Branding investments in the last eight years including Q1 FY'26

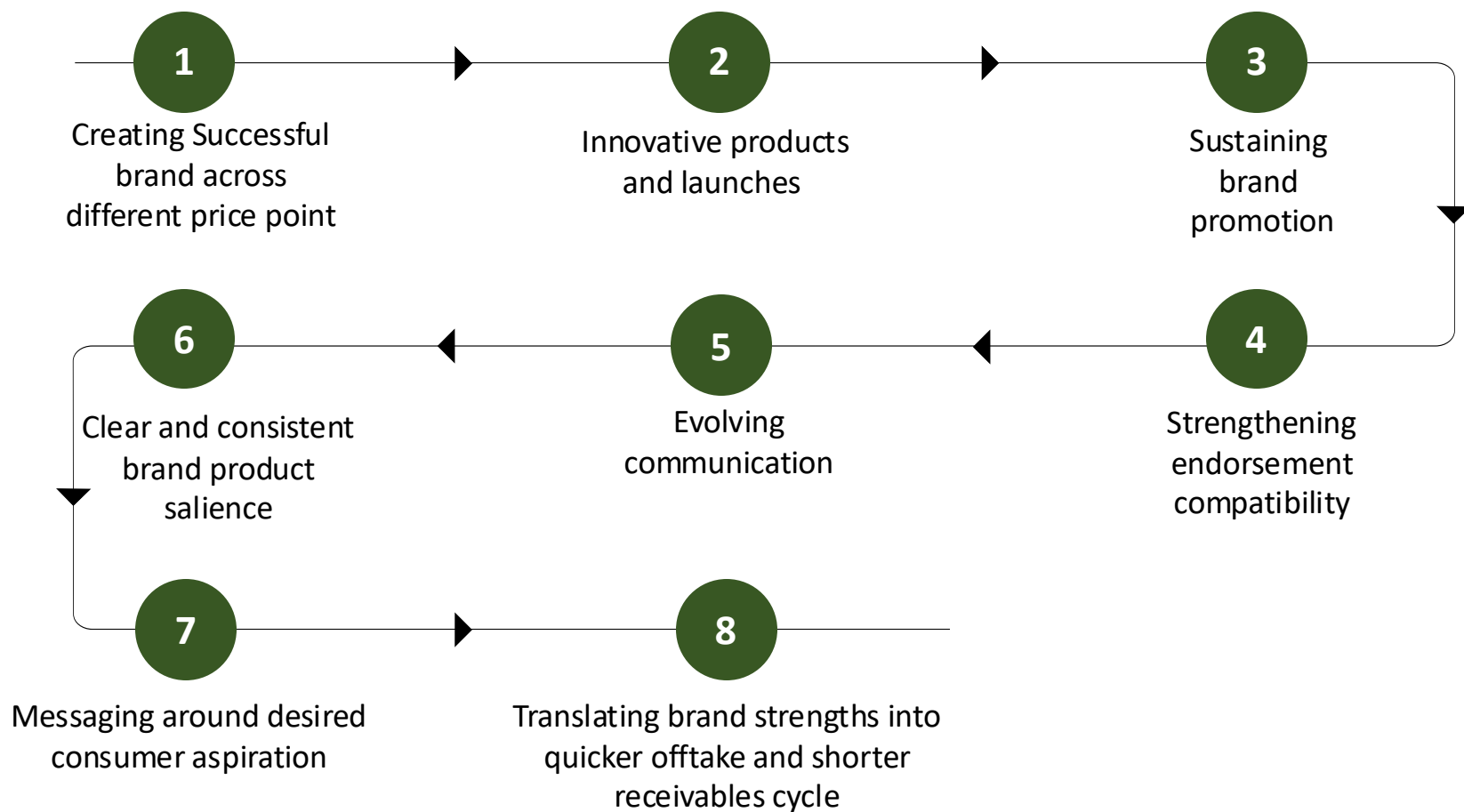
9%

Average share of revenues spent on branding (FY18 – Q1 FY'26)

₹11

Return on every rupee spent on Brand promotion for Q1 FY'26

CREATING SUCCESSFUL BRAND STRATEGY



ACCELERATING DIGITAL ADOPTION

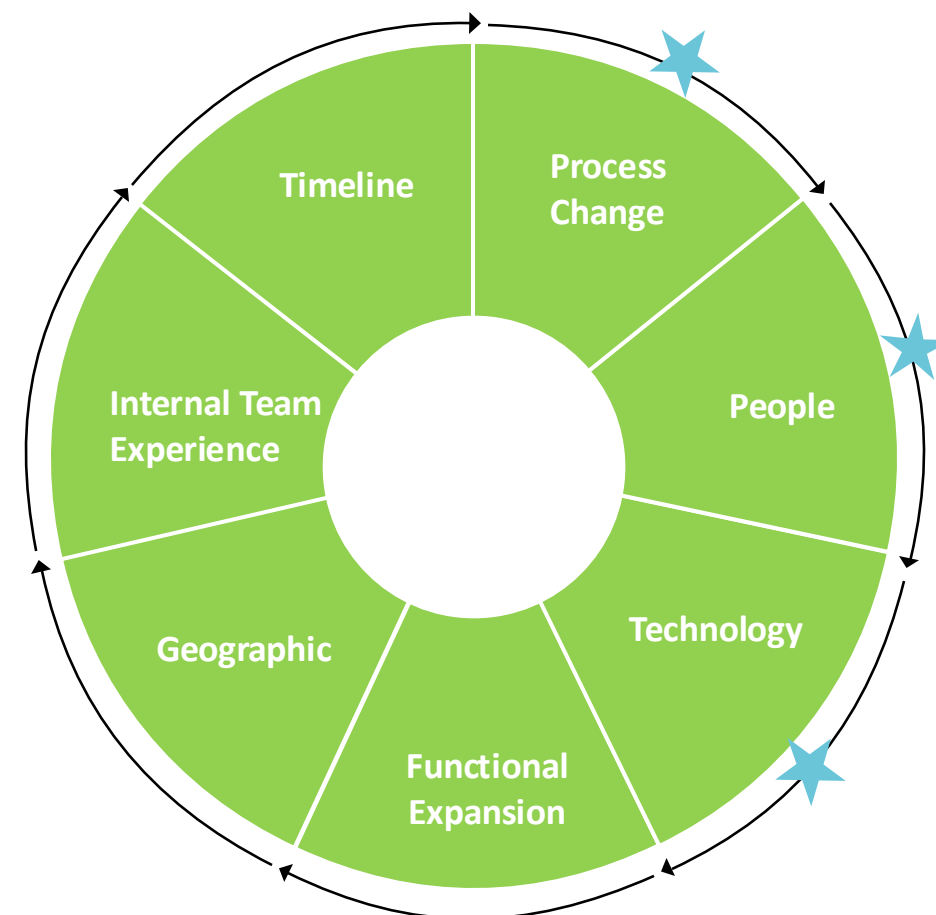
IT New Initiatives by
developing new age solutions
for better customer experiences
– led by Subrata Kumar Roy for
Vertical A

Launched ‘Venus Connect’
Retailer App- to directly
connect with its retailers

End-to-end IT solutions through
dealer integration systems

Launched ‘Lyra Connect’
Retailer App- a first of its kind
app to directly connect with its
retailers

Rollout new website
“onninternational.com” direct
ONNline platform for
customers



STRENGTHENING FINANCIALS

Leveraged credit policy to strengthen working capital

8.35%

ROCE, Q1 FY'26

Deleveraged balance sheet and created strong liquidity buffer

₹194 crores

Gross cash and cash equivalents, Q1 FY'26

Aggressive investment in brand building with focus on premiumization and brand recognition

159 days

Working Capital Days in Q1 FY'25

206 days

Working Capital Days in Q1 FY'26

116 days

Inventory cycle in Q1 FY'25

153 days

Inventory cycle in Q1 FY'26

58 days

Creditor days in Q1 FY'25

69 days

Creditor days in Q1 FY'26

11.3x

Interest cover in Q1 FY'25

5.5x

Interest cover in Q1 FY'26

0.12

Debt-equity in YE Mar'24

0.17

Debt-equity in YE Mar'25

OUR LEADERSHIP PROFILE



Ashok Kumar Todi
Chairman

- Visionary, Founder and Promoter
- Commerce Graduate; engaged in the hosiery business for over five decades
- Forte lies in capturing market share, marketing, formulating various policies for growth and expansion
- Introduced attractive schemes for dealers, retailers and consumers
- Associated with various philanthropic organisations in India



Pradip Kumar Todi
Managing Director

- Visionary, Founder and Promoter
- Commerce Graduate
- Primarily focuses on product development and production functions
- Deep technical knowledge of the hosiery industry
- Forte lies in developing new patterns, yarn combinations, and knitting technologies & strong business acumen
- Introduced new styles and optimised production costs

NEXT GENERATION TAKING VISION FORWARD



Navin Kumar Todi
Executive Director

- Commerce Graduate
- Engaged with the Company for 23 years
- Looking after the brands like GenX and Lux Cozi Her
- Responsible for operations of the Tiruppur unit
- Focusing on product premiumization, new brands and product categories



Rahul Kumar Todi
Executive Director

- Post Graduate (Marketing) from GRD, Coimbatore
- Engaged with the company for 19 years
- Looking after the Production function of the Tirupur Unit
- Handled wide range of responsibilities across businesses
- Overseeing several functions like finance, personnel, operations, among others



Saket Todi
Executive Director

- Post Graduate (Brand Management) from MICA
- Engaged with the Company for 11 years
- Responsible for premium brands in the retail channel - ONN brand and exports market
- Introduced in-house capacity for stitching for better quality and cost control
- Expanded presence by 24+ countries
- Focus on quality; created a loyal customer base



Udit Todi
Executive Director

- MSC in Finance from LSE, London and Economics (Hons.) from St. Stephens College, Delhi.
- Engaged with the Company for 11 years
- Launched the Lyra brand achieving a revenue of over 300 crore within 5 years making it the market leader.
- Instrumental in setting up the Dankuni facility with cost optimization.
- Setting up new facilities for further growth plans.
- Expanding women's wear segment into a complete range including inner wear and athleisure.

STRENGTHENING THE MANAGEMENT TEAM

Professionals in key positions



Ajay Nagar
Chief Financial Officer

- Qualified Chartered Accountant
- 22 years of experience in Corporate Finance, Accounting, Budgeting, Treasury, Due Diligence, Business Partnering, Investor Relations, Financial Planning & Analysis, Fundraising and Audit.
- Prior to this role, he was associated with companies like BCCL (Times Group), TCS, Videocon, Essar & VIP Industries, and has been instrumental in their growth path through strong business and financial model



Smita Mishra
Company Secretary & Compliance Officer

- Qualified Company Secretary, associated with the Company for the last 15 years
- Heads the complete compliance functions and ensures efficient administration; compliance with statutory and regulatory requirements
- Played a critical role during listing on NSE and BSE



Subrata Kumar Roy
Chief Information Officer - Vertical A

- Postgraduate (MBA & MCA)
- 22+ years of experience in IT
- Associated with the Company for 5+ years
- Responsible for SAP implementation in the Company
- Enabling smoother business decisions by implementing IT-enabled tools

STRENGTHENING THE MANAGEMENT TEAM

Professionals in key positions



Sanjay Mittal
Vice President- Sales

- Has led and supported various leadership roles for 25+ years at the company
- Heads the sales function and plays a significant role in formulating the Sales Strategy
- Strong understanding of hosiery market and achieving targets, critical role in gaining market share via new launch with incremental topline



Surendra Bajaj
Vice President- Marketing

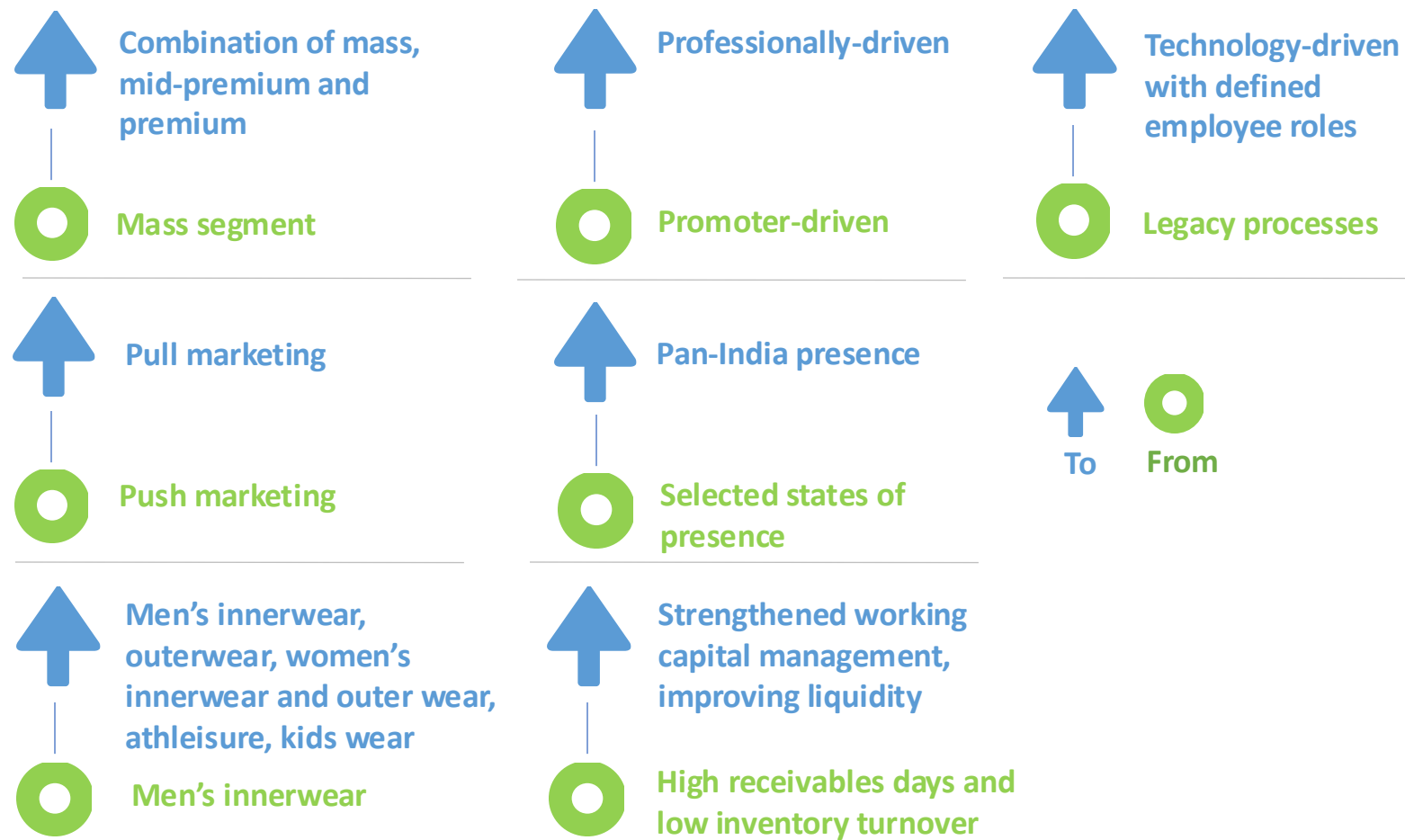
- 35+ years of experience in marketing industry
- Associated with the Company for 6+ years
- Worked with Khaitan Group of Companies before joining Lux
- Instrumental in formulating marketing strategy and plans



Pradip Kumar Kandar
GM- Secretarial & Legal

- Qualified Company Secretary with a Master's Degree in Commerce and a Law Graduate
- 20+ years experience in corporate law, SEBI regulations, governance, IPRs, due diligence, and legal matters
- Worked with Manaksia Ltd and Duncan Goenka Group at various leadership positions before joining Lux

PREPARED FOR TOMORROW



33 Business Highlights

34-52 Performance



PERFORMANCE

Q1 FY'26 BUSINESS HIGHLIGHTS



**FINANCIAL
PERFORMANCE**

Revenue increased by 13%
Q1 YoY

Overall volume growth of
17% Q1 YoY

Volume growth in premium
& mid-premium segment of
~40% & ~13%



**POWER
BRANDS**

Power brands i.e. Lux Cozi
and Lux Venus maintained
its strong market
momentum

Promising response
received for brands 'Lux
Nitro', 'Lux Parker' & 'Lux
Cozi Pynk'

Lyra continued to
dominate market in
womenswear segment

'Lux Cozi Pynk' got the
Best Brand for Women
2025 by Times Group



DIGITAL PLAY

Pivoting from primarily
offline to Omni-channel
enabled innerwear &
Outerwear brand.

Investing in IT infra to
build digital platforms and
create a connect with the
channel partners

Having presence in
major ecommerce
platforms.



BRAND INVESTMENT

Substantial investment
in brand building

Enhancement of brand
appeal through targeted
marketing initiatives

Advertisement spends
~9%



GROWTH DRIVERS

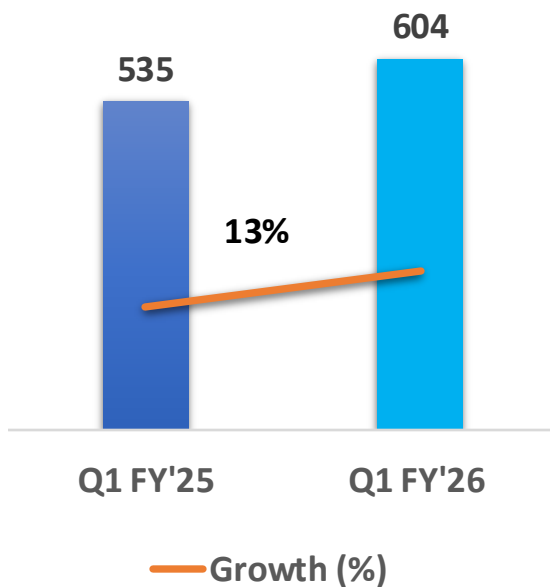
Long Standing
Relationships with
Distributors.

Experienced Board of
Directors aided by
professional partners

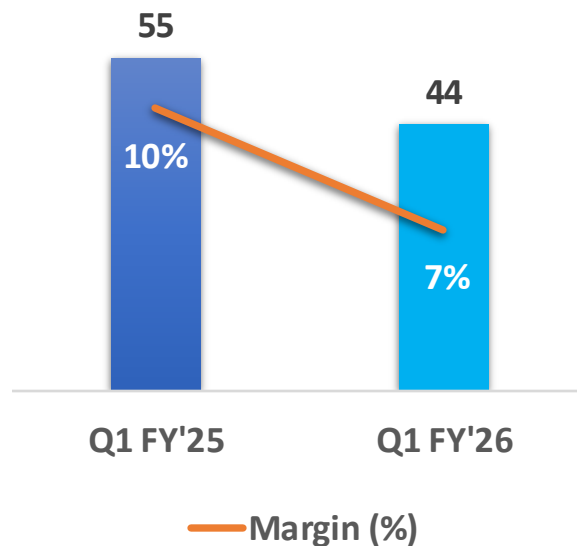
Significant potential
and space for growth
of our emerging
brands

FINANCIAL SNAPSHOTS – Q1 FY'26 & Q1 FY'25

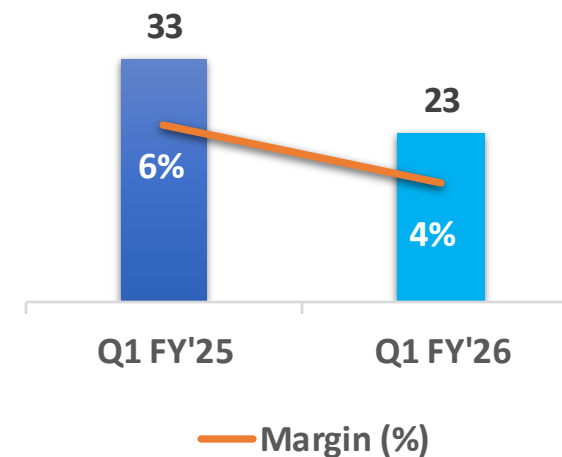
Revenue (₹ in Crores)



EBITDA (₹ in Crores)

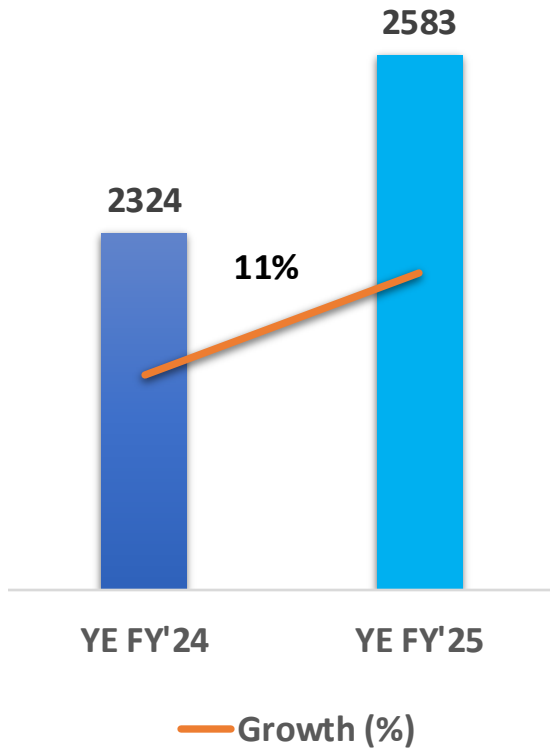


PAT (₹ in Crores)

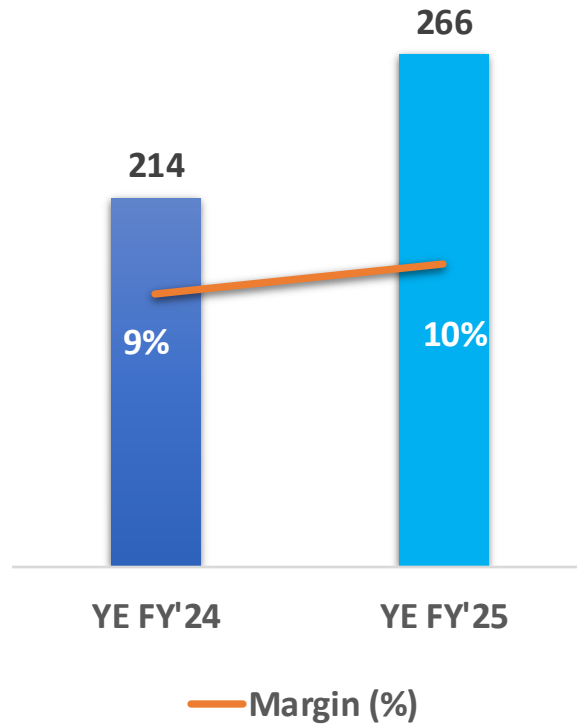


FINANCIAL SNAPSHOTS – FY'25 & FY'24

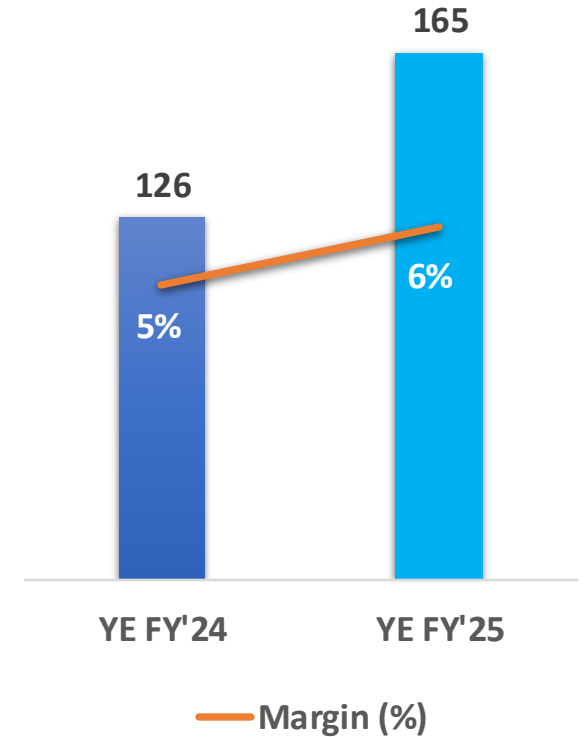
Revenue (₹ in Crores)



EBITDA (₹ in Crores)



PAT (₹ in Crores)



SEGMENT REVENUE & RESULTS- Q1 FY'26 & YE FY'25

	Q1 (Rs. cr.)			YE (Rs. cr.)		
Particulars	FY'26	FY'25	YoY growth	FY'25	FY'24	YoY growth
Segment Revenue						
a) Vertical A	268.17	219.23	22.3%	1112.57	927.91	19.9%
b) Vertical B	262.82	240.06	9.5%	1138.57	1050.24	8.4%
c) Vertical C	73.34	76.00	-3.5%	331.92	346.14	-4.1%
Revenue from operations	604.33	535.29	12.9%	2583.06	2324.29	11.1%
Segment Result {Profit(+)/Loss(-) before Tax}						
a) Vertical A	10.71	19.80	-45.9%	97.06	60.15	61.4%
b) Vertical B	17.38	23.72	-26.7%	118.37	114.22	3.6%
c) Vertical C	4.46	4.98	-10.4%	22.70	18.86	20.4%
d) Other un-allocable (expenditure) net of un-allocable income #	-2.07	-3.58	42.3%	-17.47	-21.00	16.8%
Profit before Tax	30.48	44.92	-32.1%	220.66	172.23	28.1%

The management is conducting detailed review of un-allocable assets and liabilities which are directly attributable to business verticals. Pending review, such assets/liabilities and related expenses including depreciation has been shown as "unallocable".

SEGMENT ASSETS & LIABILITIES- Q1 FY'26 & Q1 FY'25

Particulars	QE (Rs. cr.)		
	Q1 FY26	Q1 FY25	YoY growth
Segment Assets			
a) Vertical A	1152.41	840.72	37.1%
b) Vertical B	1098.33	955.40	14.9%
c) Vertical C	308.82	297.20	3.9%
d) Un-allocable #	116.72	130.96	-10.9%
Total Assets	2676.28	2224.28	20.3%
Segment Liabilities			
a) Vertical A	529.84	270.66	95.8%
b) Vertical B	315.56	249.66	26.4%
c) Vertical C	70.21	78.14	-10.1%
d) Un-allocable #	22.62	40.51	-44.1%
Total Liabilities	938.23	638.97	46.8%

The management is conducting detailed review of un-allocable assets and liabilities which are directly attributable to business verticals. Pending review, such assets/liabilities and related expenses including depreciation has been shown as "unallocable".



FINANCIAL PERFORMANCE

VERTICAL A

Mr. Saket Todi

OUR
FACILITIES

Dankuni (W.B.), Sankrail Industrial Park (W.B.), Tajpur Road
(Punjab), Tiruppur (Tamil Nadu)



BRANDS



OUR
OFFICE

Head Office, 17th floor Adventz Infinity,
Salt Lake, Kolkata - 700091



STANDALONE PERFORMANCE

Particulars	Amount (Rs. in cr)	
	Q1 FY 26	Q1 FY 25
Revenue From Operation	268.3	219.2
Other Income	1.3	1.6
Total Income	269.6	220.8
COGS	181.6	139.0
Gross Margin	88.0	81.8
Gross Margin %	32.6%	37.1%
Employee Cost	21.0	18.0
Advertisement Expenses	26.8	23.3
Other Expenses	21.0	16.2
EBITDA	19.2	24.3
EBITDA Margin %	7.1%	11.0%
Finance Cost	4.2	1.2
Depreciation	3.0	1.4
Profit Before Tax	12.0	21.7
PBT Margin %	4.5%	9.8%

Note -

1) Revenue from Operation includes Rs.2.01cr & Rs.1.46cr of Export Incentive in Q1 FY'26 & Q1 FY'25 respectively

CONSOLIDATED PERFORMANCE

Particulars	Amount (Rs. in cr)	
	Q1 FY 26	Q1 FY 25
Revenue From Operation	268.2	219.2
Other Income	1.3	1.6
Total Income	269.5	220.8
COGS	181.5	137.9
Gross Margin	88.0	82.9
Gross Margin %	32.7%	37.5%
Employee Cost	21.1	18.5
Advertisement Expenses	26.8	23.6
Other Expenses	21.1	17.0
EBITDA	19.0	23.8
EBITDA Margin %	7.0%	10.8%
Finance Cost	4.7	1.8
Depreciation	3.6	2.2
Profit Before Tax	10.7	19.8
PBT Margin %	4.0%	9.0%

Note -

1) Revenue from Operation includes Rs.2.01cr & Rs.1.46cr of Export Incentive in Q1 FY'26 & Q1 FY'25 respectively

STANDALONE AND CONSOLIDATED PERFORMANCE



Standalone Q1 FY'26 Performance Indicator

Volume (in pcs)

3.86 crores

▲ 32%

EBITDA

Rs.19 crores

▼ -21%

Revenue from Operation

Rs.268 crores

▲ 22%

PBT

Rs.12 crores

▼ -45%

Consolidated Q1 FY'26 Performance Indicator

Volume (in pcs)

3.86 crores

▲ 32%

EBITDA

Rs.19 crores

▼ -20%

Revenue from Operation

Rs.268 crores

▲ 22%

PBT

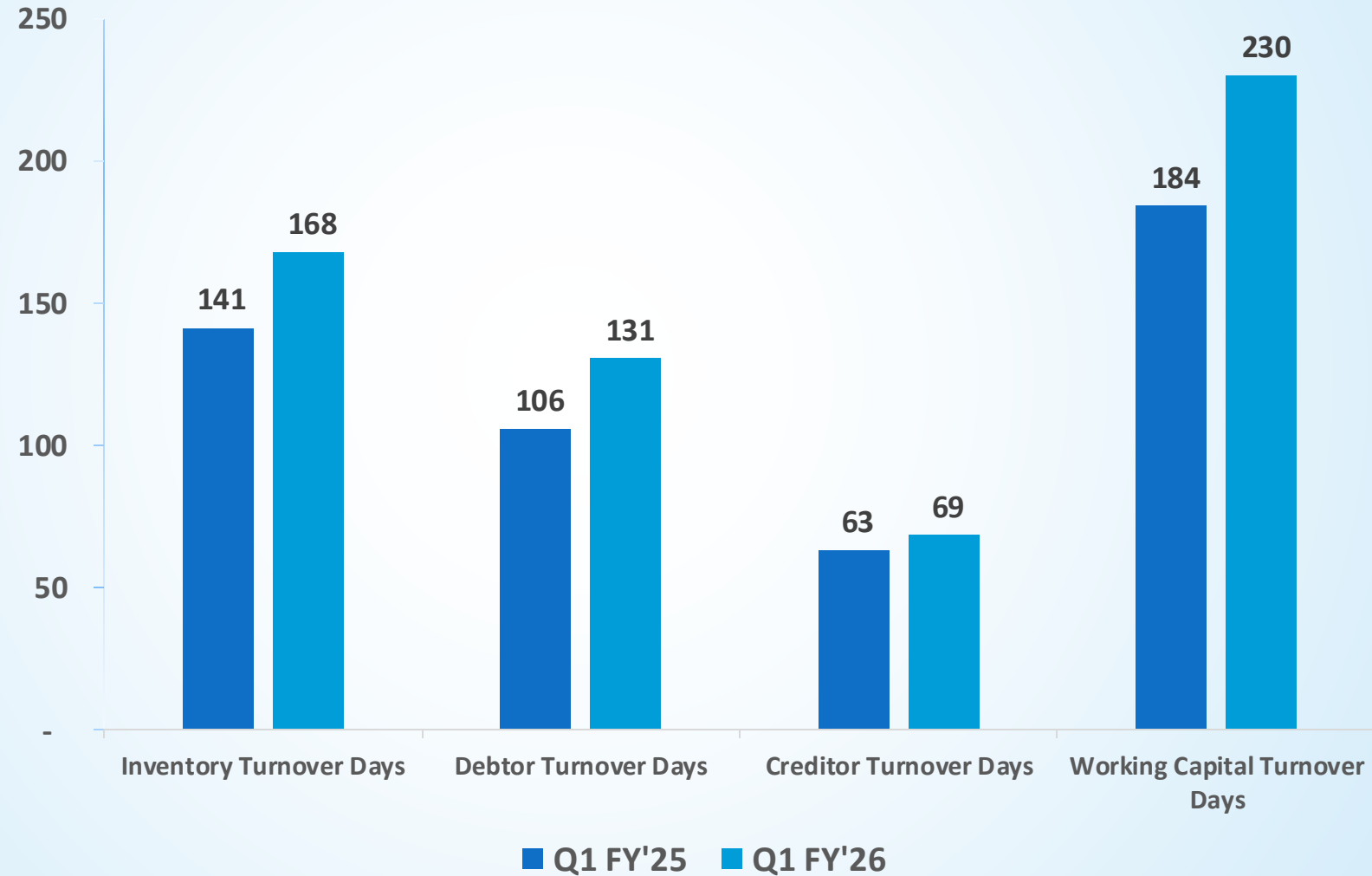
Rs.11 crores

▼ -46%

CONSOLIDATED PERFORMANCE

Category	NSV (Rs Crs.) Q1 FY'26	NSV (Rs Crs.) Q1 FY'25	Sales Growth (%)	Volume Growth (%)	ASP (%)
Lux Cozi	151	161	-6	-7	1
Lux Parker	44	0	100	100	100
Lux Cozi Pynk	6	0	100	100	100
Onn Premium	18	20	-12	-15	4
Lux Premium	28	21	37	41	-3
Others	19	16	20	30	-8
Total	266	218	22	32	-7

KEY PERFORMANCE INDICATORS



Mr. Udit Todi

OUR
FACILITIES

Hosiery Park,
B.T. ROAD
(W.B.)

Rahon Road
(Punjab)

Tronica City
(Ghaziabad)

Avinashi
(Tiruppur)



BRANDS

LUX
NITRO
HI-PERFORMANCE INNERWEAR

LUX
VENUS
INNERWEAR

Lyra
WOMEN'S WEAR

LUX
VENUS
rainWear

LUX VENUS
Afer
Women's Wear

LUX
Inferno
QUILTED THERMALS

OUR
OFFICE

Corporate Office, 10th Floor, PS Srijan Tech Park,
DN-52, Sector-V, Salt Lake, Kolkata - 700091



KEY BUSINESS HIGHLIGHTS - VERTICAL B



Brand 'Lux Nitro'

Q1 FY'26

Revenue from Operations

Rs. 263 crores



Advertisement Spend

Rs. 24 crores



EBITDA

Rs. 20 crores



FY'25

Revenue from Operations

Rs. 1139 crores



Advertisement Spend

Rs. 94 crores



EBITDA

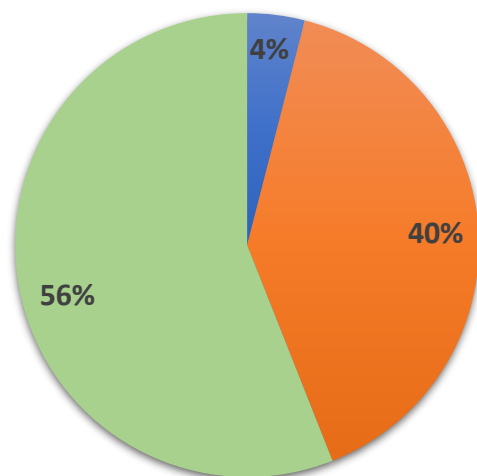
Rs. 130 crores



- Launch of LUX NITRO SOCKS – a new product category under the brand Lux Nitro
- Promising response for 'Lux Nitro' and 'Lux Venus Rainwear'
- Installation of 300 KW Solar panel in Avinashi Facility, catering to 60% of energy consumption
- 'Lyra Connect' App and 'Venus Connect' App - connecting with retailers directly.
- Investments (net of borrowings) stands at Rs. 88 Crores as on June'25

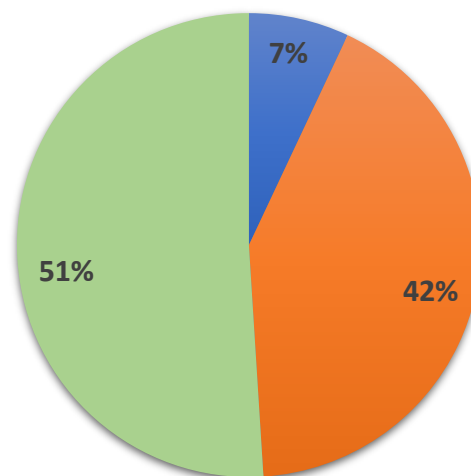
SHIFT TOWARDS PREMIUMISATION

Sales Value composition Q1
FY25



■ Premium ■ Mid-premium ■ Economy

Sales Value composition
Q1 FY26



■ Premium ■ Mid-premium ■ Economy

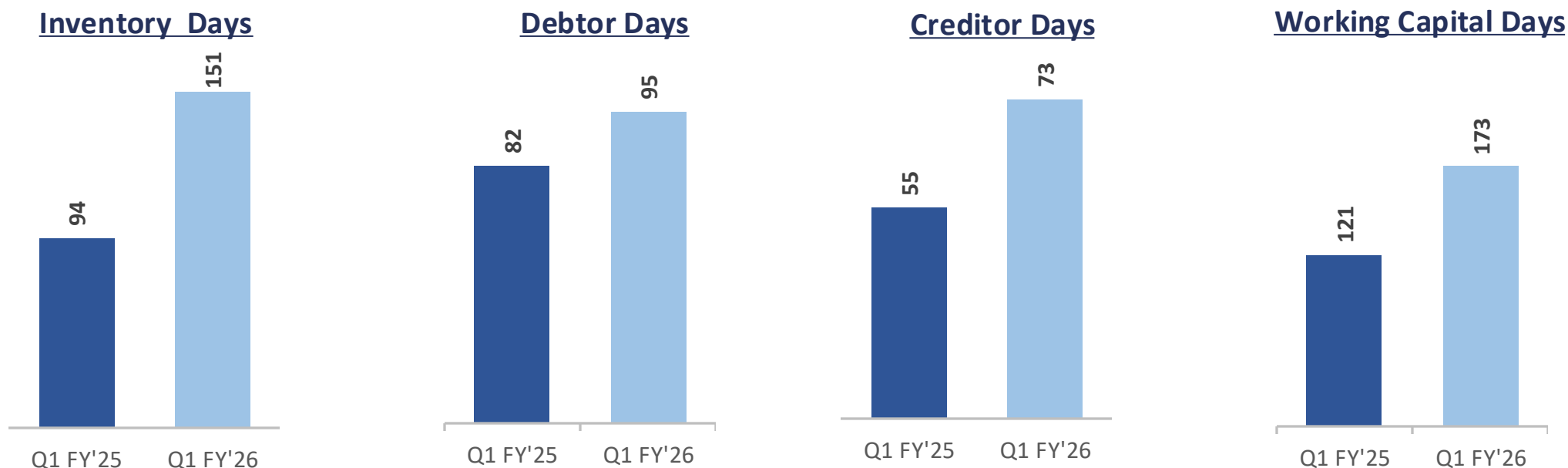
- Increased focus on premium and mid-premium segment
- Export turnover increased by ~88% from Rs. 9 Crs. to Rs. 17 Crs.
- Composition of Premium up by 3% and Mid-premium by 2%

BIRD'S-EYE VIEW - VERTICAL B

Category	Quarter ended (Rs in Cr.)				
	NSV Q1'26	NSV Q1'25	Sales Growth (%)	Volume Growth (%)	ASP (%)
Lux Venus	119	124	-4.3%	-3.3%	-1.0%
Lux Nitro*	32	4	-	-	-
Lyra	78	91	-14.7%	-18.4%	4.5%
Lux Venus Rainwear	12	9	40.7%	62.8%	-13.6%
Lux Inferno	1	1	86.1%	115.6%	-13.7%
Lux Premium	17	9	87.8%	100.2%	-6.2%
Others	3	1	160.2%	198.8%	-12.9%
Total	262	239	9.4%	13.4%	-3.5%

*Launched brand "Lux Nitro" in mid-premium innerwear segment in the Q4 FY 24- 25

VERTICAL B- KEY PERFORMANCE INDICATORS



Increase in Inventory days due to inventory carrying of new brand Lux Nitro in mid-premium innerwear segment

Working capital days expected to ease out going forward due to better inventory management and faster debtor collection

VERTICAL C

Mr. Rahul Kr. Todi

RELATED
FACILITIES

Vengamedu
(Tiruppur)



BRANDS

LUX
CHAMPION
COMFORT WEAR

GenX
PREMIUM INNERS & CASUALS

LUX
Amore
WOMEN'S WEAR

LUX
CLASSIC
INNERWEAR

LUX
Karishma

OUR OFFICE

Related Management Office
Angeripalayam Main Road, Shastri Nagar, Tiruppur



KEY BUSINESS HIGHLIGHTS- VERTICAL C



Q1 FY'26

Revenue from Operations

Rs. 73 crores



PBT

Rs. 4.5 crores



EBITDA

Rs. 5.5 crores



FY'25

Revenue from Operations

Rs. 332 crores



PBT

Rs. 22.7 crores



EBITDA

Rs. 27 crores



- Migrating into SAP Hanna RISE.
- Installation of 400 KW Solar panel in Tiruppur Office & Facility.

**CHALO
APNI CHAAL**

BIRD'S-EYE VIEW- VERTICAL C

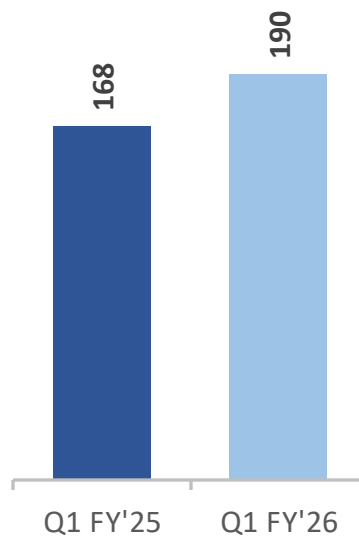
Category	Quarter ended (Rs in Cr.)				
	NSV Q1'26	NSV Q1'25	Sales Growth (%)	Volume Growth (%)	ASP (%)
GenX	13	17	-26.9%	-21.9%	-6.5%
Lux Classic	22	35	-37.5%	-43.3%	10.1%
Lux Amore*	3	3	-17.8%	-15.5%	-2.7%
Lux Karishma	10	8	26.5%	31.2%	-3.6%
Lux Champion	19	7	194.3%	202.6%	-2.8%
Others	6	5	51.9%	31.7%	15.3%
Total	73	75	-2.0%	-3.8%	1.9%

VERTICAL C - KEY PERFORMANCE INDICATORS

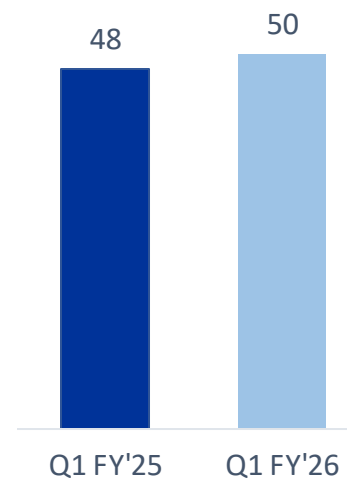
Inventory Days



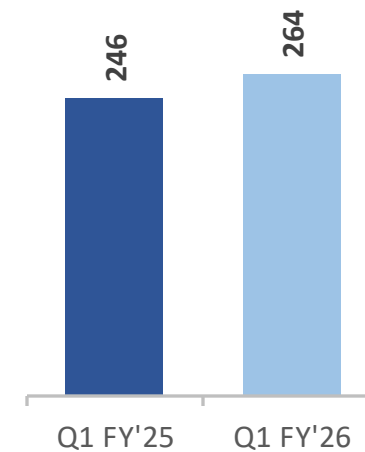
Debtor Days



Creditor Days



Working Capital Days

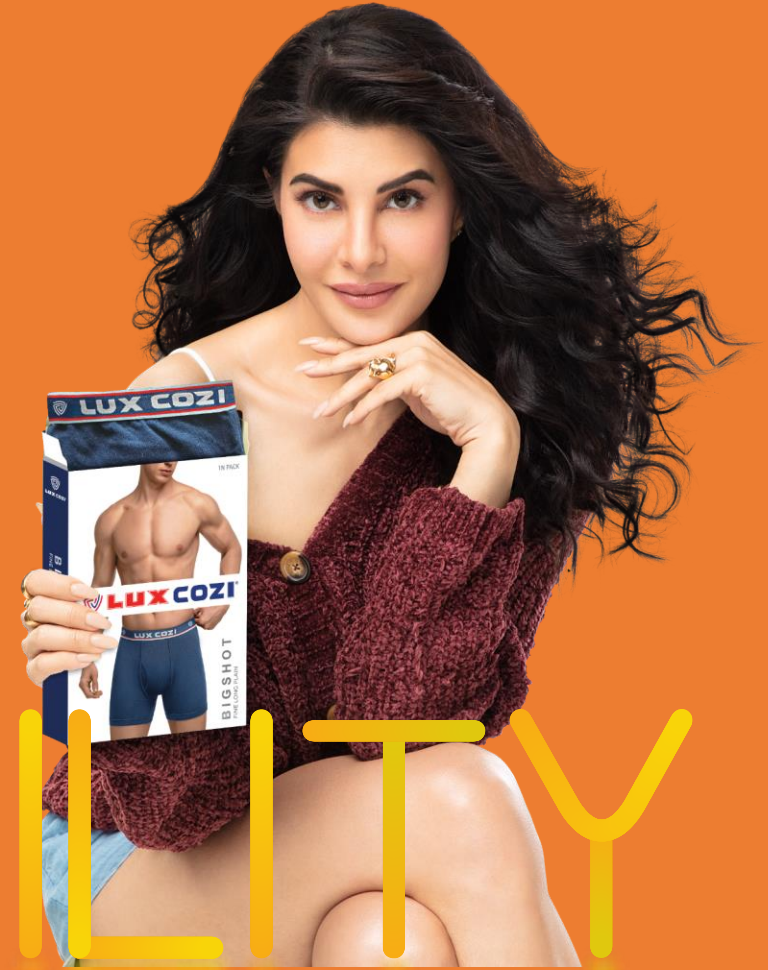


54 ESG

55 Sustainability

56-60 CSR

61-62 Environment



SUSTAINABILITY

REINFORCING OUR ESG COMMITMENT



- Collaborated with Churchgate Partners to implement ESG
- Provide more transparency in disclosures regarding Environment, Social and Governance related issues
- Guided by the principles to make a difference in society by giving back in equal measures
- Recognizing the need for sustained progress of society to pursue long-term goals that are beneficial for the community

ESG Public Profile

View ESG details of Lux Industries



CONTINUING SUSTAINABILITY COMMITMENT



Action

Our products are made of 100% natural fibre and we use recyclable packaging

Many suppliers manufacture exclusively for us

Manufacturing locally and maximising local sourcing

Embedding sustainability and circularity across the value chain

Social commitment includes sustainability and inclusive growth



Impact

Hygienic products and reduced environmental impact

Consistent product quality and employment generation

Boosting local economy and well-being in the society

Including sourcing sustainable raw materials, manufacturing processes, supply chain and waste management

Including sustainable raw materials; enhanced workforce management and greater community reach



WIDENING COMMUNITY IMPACT

Supporting economically backward people through various measures such as by building rest rooms

Addressing environment sustainability

Promotion of Sports by supporting Athlete, Mr. Anush Agarwalla for Equestrian Sport representing India in Paris Olympics 2024

Focusing on animal welfare benefiting 500+ cows

Making available safe drinking water benefiting 1 lakh+ people

Providing medical support by distributing free medicines

Providing Education to underprivileged Children

Maintenance of Burning Ghats, Burial Grounds

₹0.16 crores

Actual CSR expenditure for Q1 FY'26

₹1 crore

Budgeted annual CSR expenditure (approx.) for FY 25-26

2,000+

Trees planted in 35-40 acres of land



SPREADING THE SEEDS OF KNOWLEDGE

Commitment for support of ₹ 2 crores towards the building of a free residential school project for over 1000+ unprivileged girls in Joka, WB has been fulfilled.

Built the Saraswati Sishu Mandir School at Bali (Murshidabad)

Contributed ₹ 1.5 crores to Dhanuka Dhunseri Foundation for promotion of Chess activities

Partnership and consultation with NGOs, registered trusts and Section 8 companies

100 +

Students enrolled



Saraswati Sishu Mandir School at Bali (Murshidabad)

ENSURING WELL-BEING FOR ALL

Supporting
Pushpawati Singhanian
Hospital & Research
Institute

Reaching healthcare
through focused
intervention areas
(kidney ailments, cardio-
vascular diseases, cancer
among others)

Engaging in providing
treatment to ailing
population

Providing OPD and IPD
services to the
economically
underprivileged

200+

Bed facility

1,500+

Liver transplants



Tata Medical Center Operation Theatre

Developed one Operation Theatre at Tata Medical Center by contributing ₹ 2.50 crore including infrastructure and medical equipment's

ADVANCING HEALTHCARE, INSPIRING HOPES

The Company is proud to extend its support to Shree Vishudanand Hospital & Research Institute, Kolkata towards the development of the General Ward. The newly renovated general wards are equipped with enhanced infrastructure and modern medical equipment, designed to provide a safer, more hygienic, and comfortable environment for patients in need.



Newly renovated General Ward at Shree Vishudanand Hospital & Research Institute, Kolkata

Help Us Help Them Foundation – School Project at Joka, Kolkata



INCREASE IN SOLAR POWER CAPACITY



Substantial electricity
cost reduction

Reducing carbon
footprint

700 KW

700 kW solar panel installation at our Avinashi & Tiruppur Facility



REDUCING ENVIRONMENTAL FOOTPRINT

1 MW rooftop solar power plant at Dankuni (West Bengal) unit

Process technology help save water

Substantial electricity cost reduction

Reducing carbon footprint

Energy-saving LED lighting systems in our plants save energy

30-40% of our total power requirements met through renewable sources

Installations of Capacitors to reduce plant load

2 lakh litre

Water saved every day through state-of-the-art processing technology



Rooftop solar power plant at Dankuni unit



Safe Harbor

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