



Singer India Limited

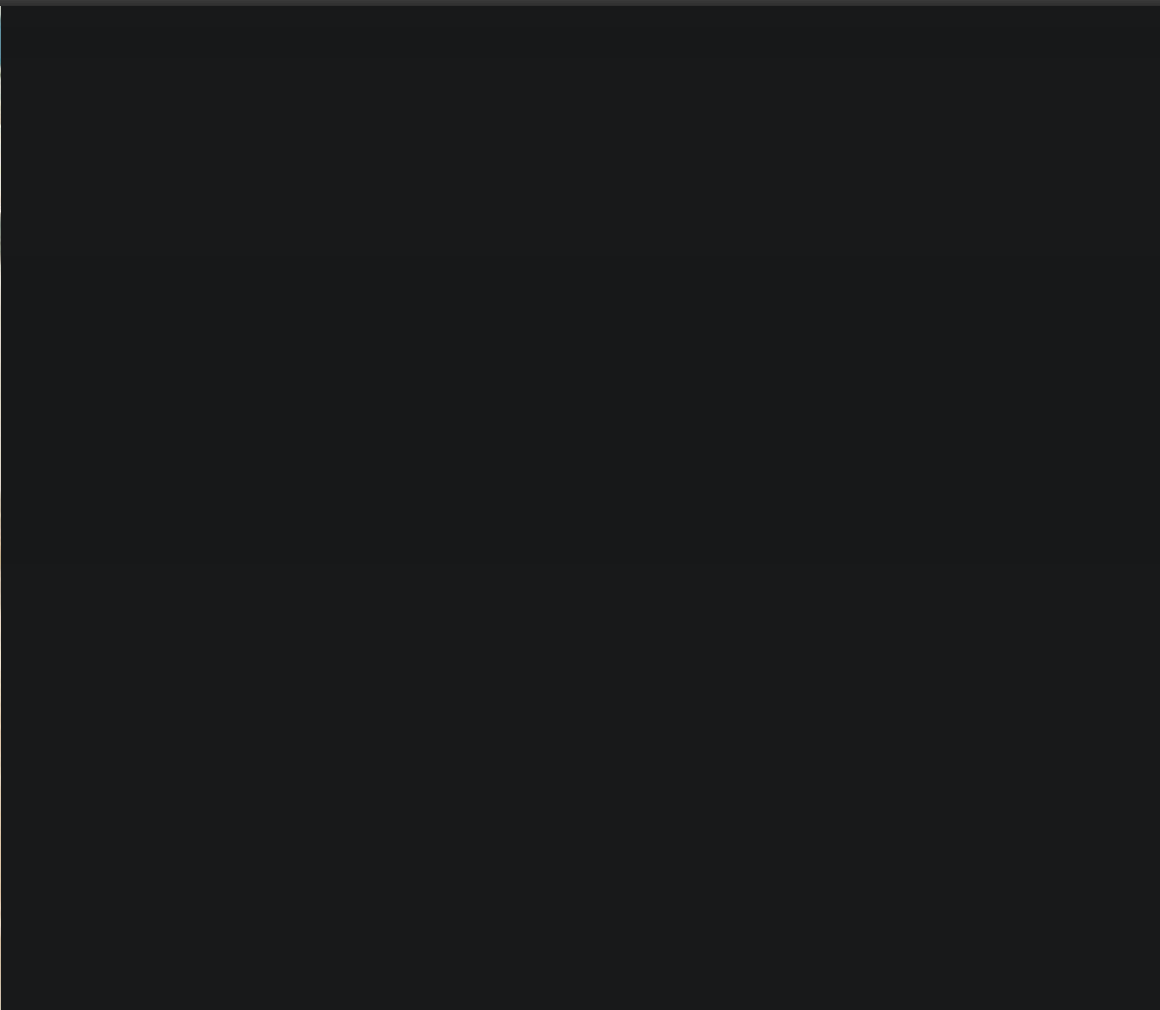
Investor Presentation

Quarter ended 30th June 2025

Table of Contents

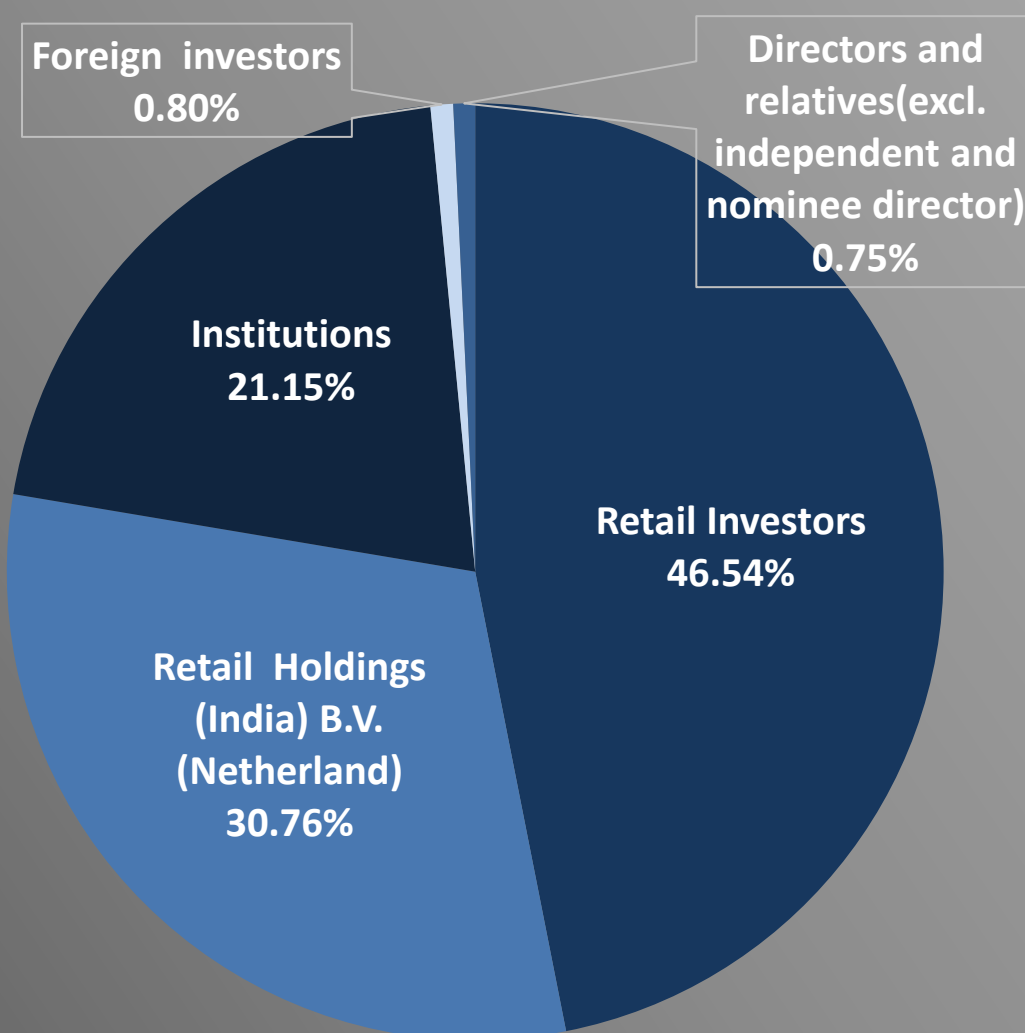
1	Company Overview	3 - 7
2	Q1 2025-26 Performance Overview	8 - 9
3	Growth Drivers	10
4	Financial Summary	11 - 13

Company Profile



- 1 Singer Sewing Machine Company has been a pioneer in manufacturing and selling sewing machines for 170 years
- 2 Singer India Limited (SIL) has two major business segments – Sewing Products and Home appliances
- 3 The brand loyalty and trust customers have shown over the years, has only strengthened the company's products and image
- 4 SIL promises to live up to its legacy of innovating and delivering world class products to all its customers in every part of India

Company Overview



Number of Shareholders¹ : 24801

¹ As on 30th June 2025



Manufacturing
Facility
in Jammu



375
Employees¹



Total Dealers and Distributors¹:
5400+
Retailers¹ : 10000+



Exclusive
Brand Stores¹: **21**

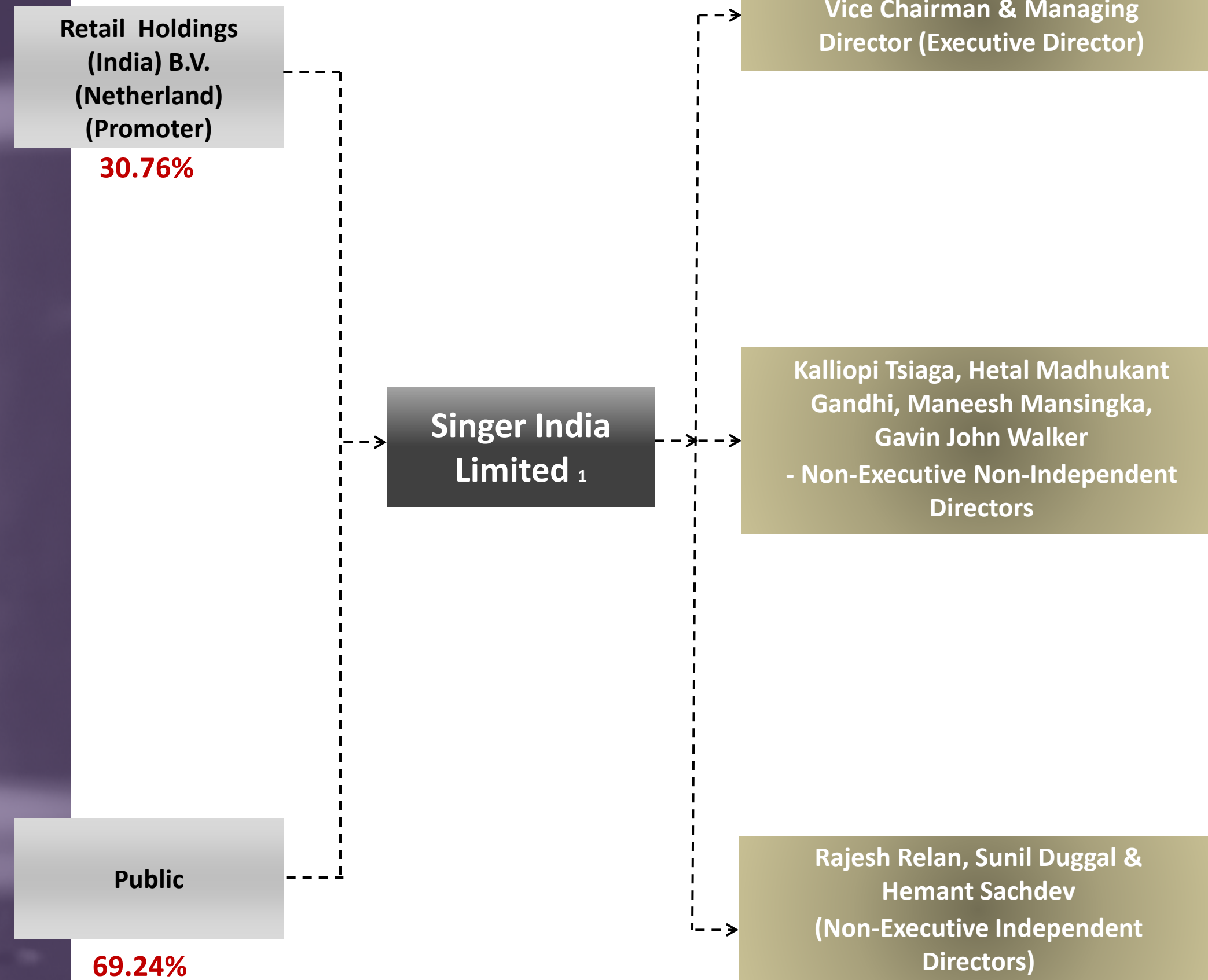


Service Centers¹:
430+
Pan India



34K cumulative and 1.7K+
students qualified during
Q1 FY25-26 under **650+**
Singer affiliated Skill
Centers¹

Group & Shareholder Structure ¹



1. SIL is a widely held company having its equity shares listed and traded on the Bombay Stock Exchange (BSE) since 1982. Market Cap INR 4.36bn as on 30th June 2025

Key Growth Drivers

Robust Economic Fundamental

- Vast Market Size
- Low Product Penetration

Strong Brand

- 150 Years + in India
- Strong Brand Recognition

Growth Opportunities

- Portfolio expansion and variants in highest selling sewing machine category
- Upgrade to premium AZZ and embroidery machines
- Industrial sewing machines range expansion
- Governments Skills development & Woman empowerment programs
- Tap into the vast market potential of home appliances
- Created a business vertical to grow fan business

Extensive Distribution

- Over 10000+ Sales Points
- Multiple Sales Channels

Pan India Service Network

- 430+ service network pan India for both the category
- Over 220+ Home Appliances Service provider
- Over 210+ sewing service provider, including 80 sewing machine walk in centers

Our Business Segment



Two major business segments under brand name **Singer** – Sewing Products and Home Appliances

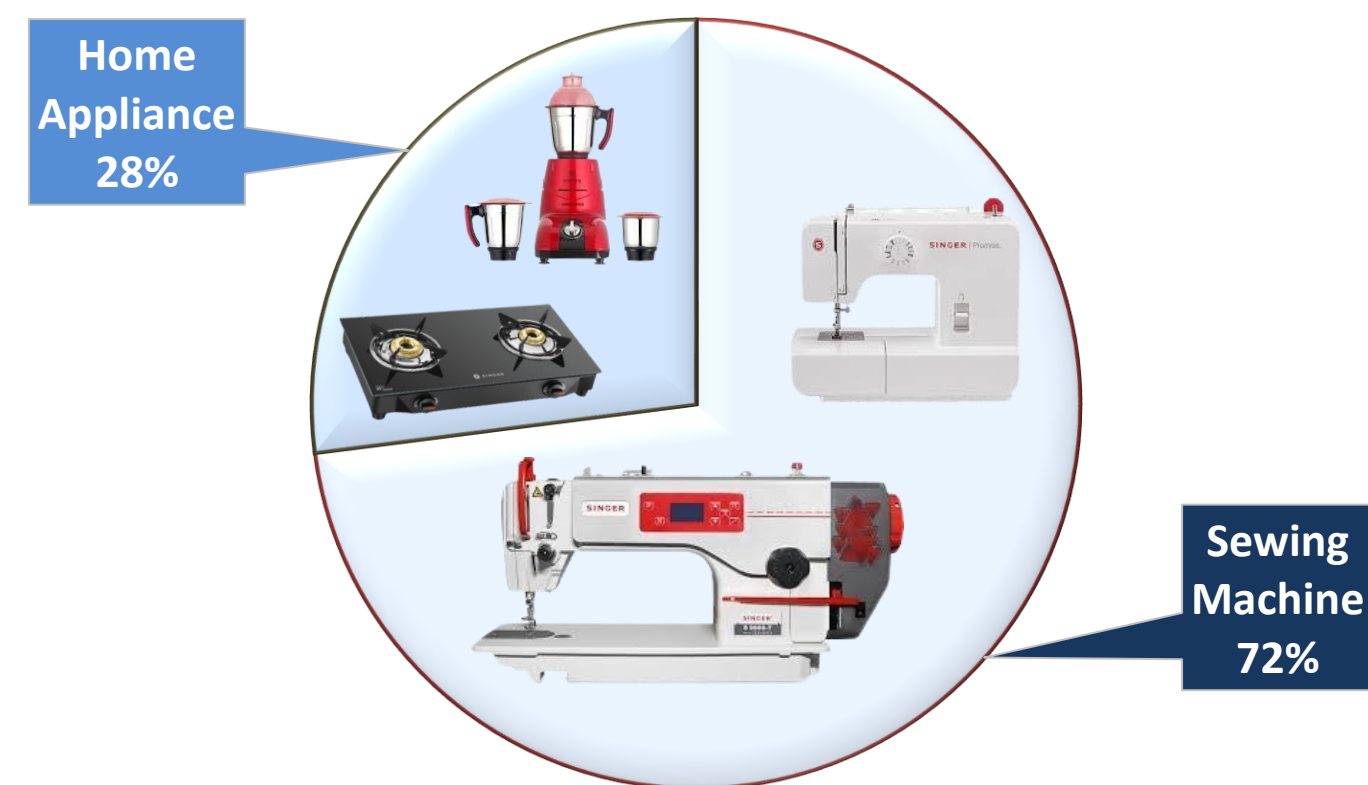
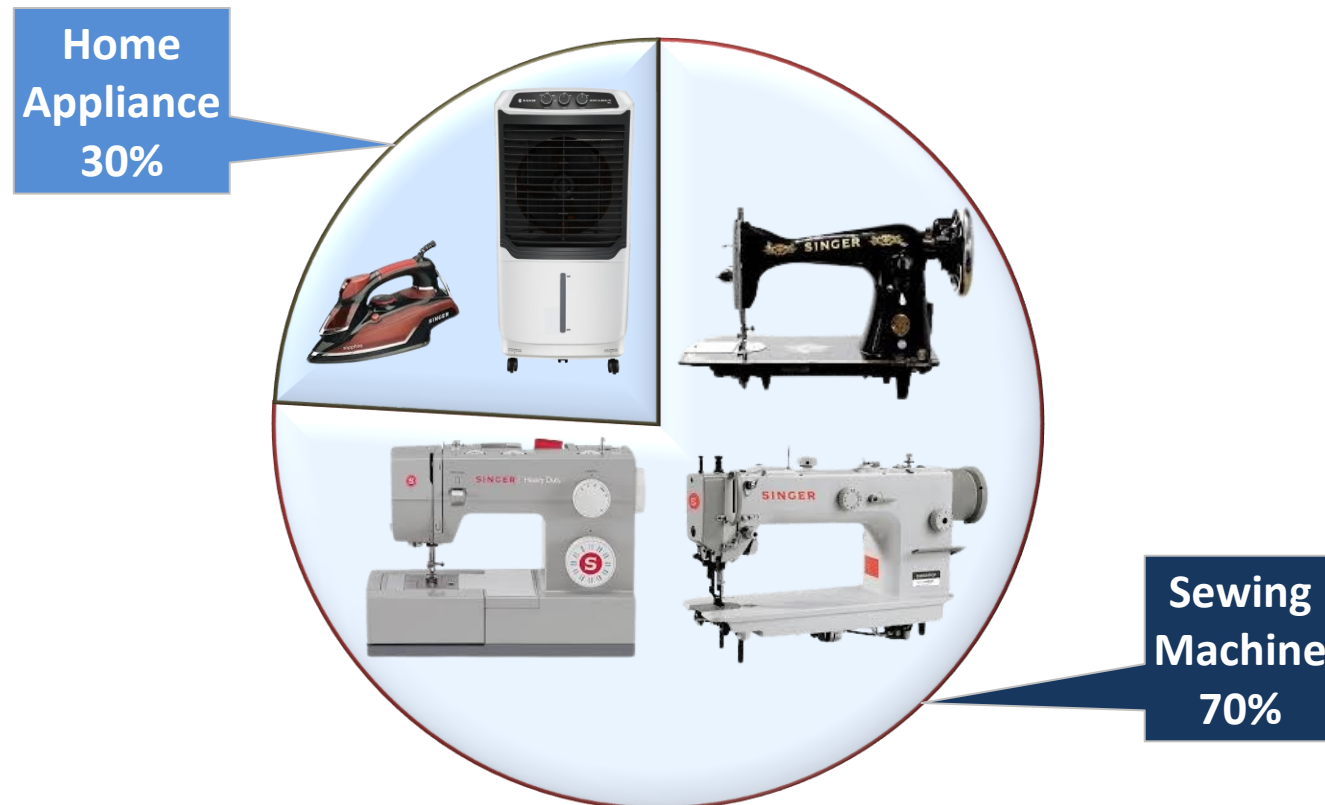


Our Sewing products range includes household sewing machines, Embroidery machines & Industrial machines, and Home Appliances span across Small Domestic Appliances & Consumer Durables

Product Mix **Q1 2024-25**

VS

Product Mix **Q1 2025-26**



Key Indicators FY 25-26 Q1



Revenue

INR 92.10 Cr



EBITA

INR (-2.40) Cr



PBT

INR (-3.24) Cr



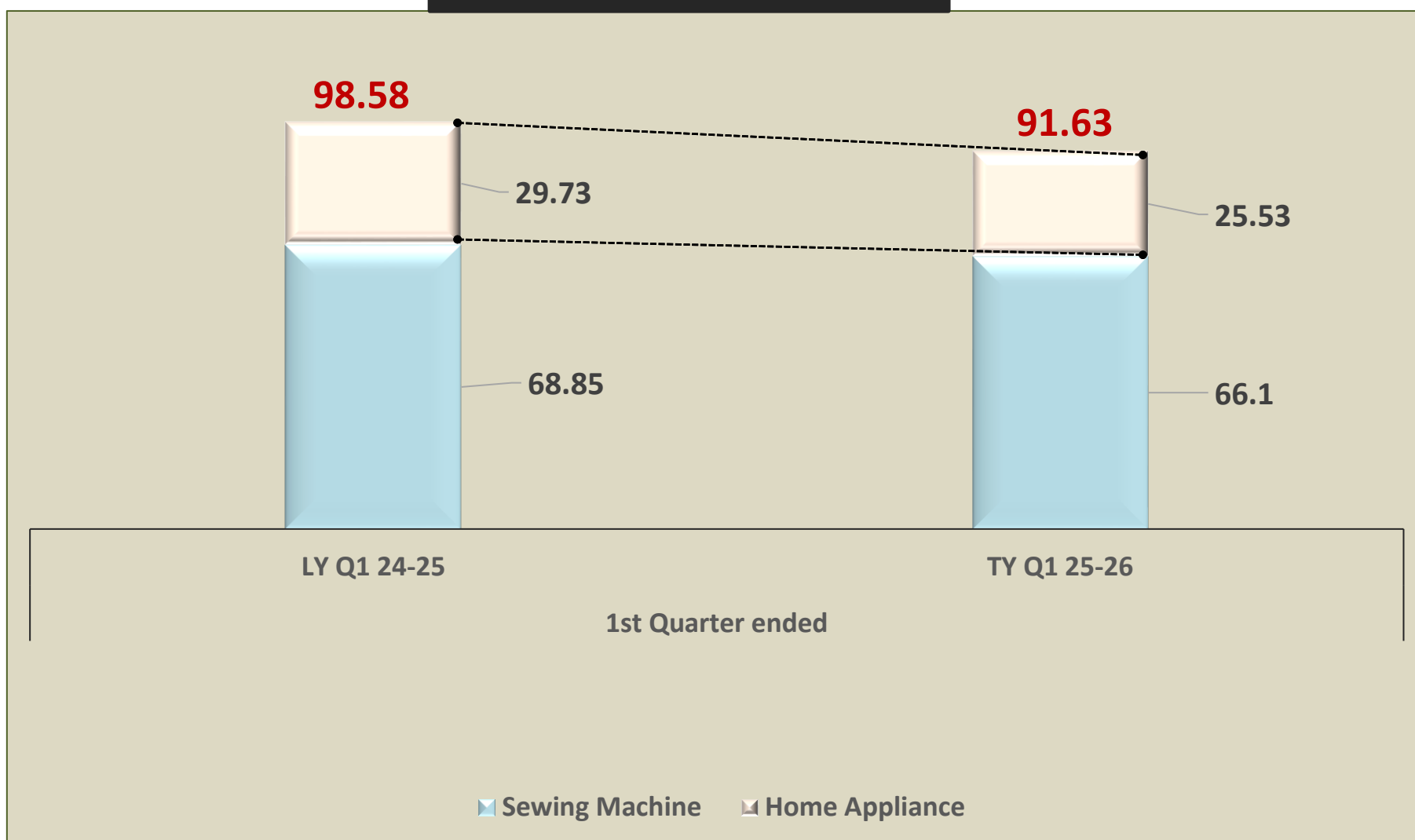
PAT

INR (-2.36) Cr

Key Indicators FY 25-26 Q1

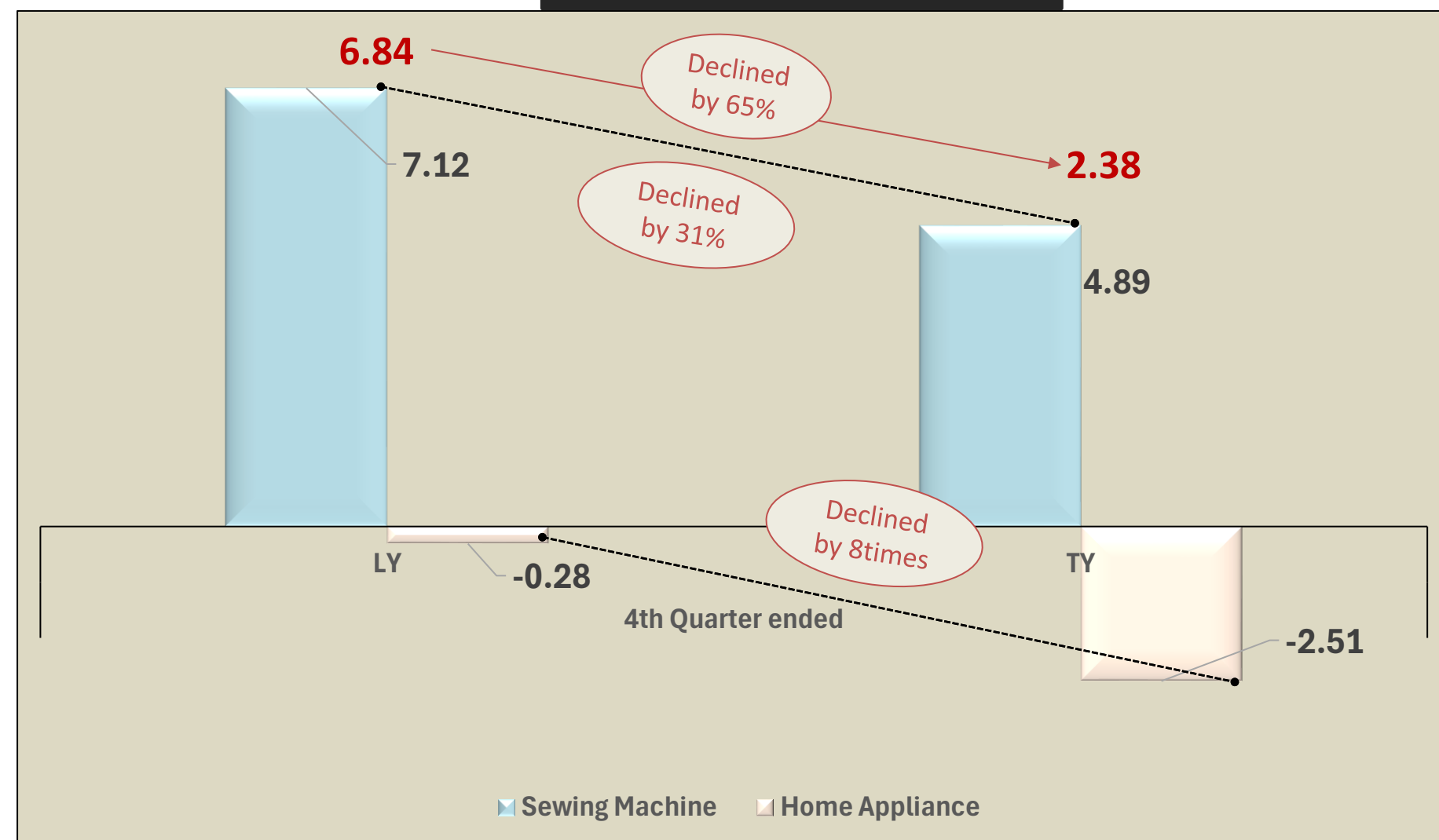
Values in Rs. Cr

Revenue



- Overall, TY Q1 revenue declined by 6.94 cr compared to LY Q1 across categories
- Decline is mainly due to appliance segment due to short summer and intermittent rains leading to low sale of cooling products
- Marginal drop in sewing machines was due to postponement of some large orders

Segment Result



- The drop in profit is mainly driven by the drop in revenue. The cost increased in A&P spend and organization strengthening by onboarding front-line sales and service team to drive market reach

Strategic Growth Drivers

KEY INITIATIVES TAKEN DURING FY 25-26 Q1

REVENUE GROWTH

*Expand Distribution
Improve retail connect
Expand profitable product portfolio
Improve visibility
Strengthen e-commerce*

- Expanded the black machine portfolio with new color variants and introduced a multi-needle embroidery machine in the industrial machine segment.
- 19% growth in sewing machine sales via e-commerce in Q1 vs LY same quarter
- Started selling our black machine through e-commerce, which gained strong traction during the quarter
- Under Black machines, trade partners didn't receive bulk orders in Q1 due to delay in women welfare programs by institutions/state government.
- Finalization of procurement process of the Tailor Kit under PMVY scheme of govt. of India marked a key milestone during the quarter, representing the largest-ever bulk supply order of Rs.202.7 Cr in the black sewing machine category received in July'25, to be completed by Sept'26 (matter is still sub judice)

GROSS MARGIN EXPANSION

*Focus on value selling and AZZ machines
Remove loss making SKUs under appliances, categories and channels*

- AZZ continues to grow significantly with high-end product mix and improved margins
- In the appliances category, due to low sales mix of better margin cooling items, GM% dropped marginally
- Overall GM% maintained stable over LY Q1

COST OPTIMIZATION

*Improve product cost through value engineering and negotiation
Improve SGA cost productivity*

- Constant focus on value engineering, design improvement and negotiation to reduce product cost and offer better value proposition to the customer
- Increase in SGA expenses, for organization strengthening, brand building and compliance

Financial Summary – FY 2025-26 Q1

Profit & Loss account

Rs. Crores (unless otherwise indicated)	Q1 FY 2026	Q1 FY 2025
Revenue from operation	92.1	98.7
<i>Revenue growth over LY (%)</i>	-6.7%	
<i>Gross margin</i>	26.2	28.0
<i>Gross margin growth (%)</i>	-6.5%	
<i>EBITDA</i>	(-2.4)	1.4
<i>EBITDA growth (%)</i>	-266.7%	
<i>PBT</i>	(-3.2)	0.8
<i>PBT growth (%)</i>	-532.0%	
<i>PAT</i>	(-2.4)	0.6
<i>PAT growth (%)</i>	-517.7%	

Financial Summary – Last 5 years trend

Balance sheet 5 FY trend					
Rs. Crores (unless otherwise indicated)	2025	2024	2023	2022	2021
Cash & cash equivalents	62	87	82	24	16
Trade receivables – net	45	35	40	50	48
Inventory	105	100	79	73	80
Other current assets	13	13	8	14	12
Non-current assets	15	10	12	12	14
Total interest bearing borrowings	-	-	-	-	-
Total trade payables	52	76	61	65	75
Other current liabilities	28	24	22	28	21
Non - current liabilities	2	1	2	3	2
Shareholders' equity	159	145	136	77	72
<u>Key Financial Ratios:</u>					
Current Ratio (in times)	2.81	2.36	2.51	1.72	1.63
Inventory Turnover Ratio (in times)	3.00	3.57	4.73	4.59	4.09
Trade Receivable Turnover Ratio (in times)	10.79	11.34	10.26	9.26	7.88
Trade Payable Turnover Ratio (in times)	6.27	5.92	7.43	6.11	5.29
Net Capital Turnover Ratio (in times)	2.98	3.14	3.66	6.72	6.87
Net Profit Ratio (in %)	1.71%	1.06%	1.81%	1.69%	2.54%
Return on Capital Employed (in %)	6.45%	4.44%	3.13%	13.1%	24.2%
Debt to equity ratio (times)	0.0	0.0	0.0	0.0	0.0

Financial Summary – Trend

Profit & Loss account 5 FY trend					
Rs. Crores (unless otherwise indicated)	2025	2024	2023	2022	2021
Revenue from operation	431.7	425.4	460.3	453.0	414.5
Revenue growth (%)	1.5%	-7.6%	1.6%	9.3%	-8.1%
Gross margin	122.9	106.5	102.0	101.2	97.7
Gross margin growth (%)	15.4%	4.5%	0.8%	3.6%	-8.7%
EBITDA	12.6	9.1	6.3	12.7	20.8
EBITDA growth (%)	38.7%	44.1%	-50.3%	-38.9%	12.8%
PBT (before exceptional income)	10.0	6.1	3.7	9.7	16.1
PBT growth (%)	63.8%	65.0%	-61.6%	-39.8%	29.1%
Exceptional income ^{Note2}	-	-	7.2	-	-
PBT (after exceptional income)	10.0	6.1	11.0	9.7	16.1
PBT growth (%) (after exceptional income)	63.8%	-44.1%	13.2%	-39.8%	29.1%
PAT (before exceptional income)	7.4	4.5	3.0	7.7	10.6
PAT growth (%)	64.3%	50.5%	-61.0%	-27.7%	30.6%
PAT (after exceptional income)	7.4	4.5	8.3	7.7	10.6
PAT growth (%)	64.3%	-45.9%	8.4%	-27.7%	30.6%
Memo:					
PAT (before ESOP provision ^{Note1} & exceptional item ^{Note2})	10.5	7.7	3.0	7.7	10.6
PAT growth (%) (before ESOP provision a non-cash item)	36.7%	156.5%	-61.0%	-27.7%	30.6%
Note1: Employee stock option scheme introduced last year, accordingly a non-cash item provision of Rs 4.20 crores (last year Rs 4.32 crores) is created under employee benefits, after tax of Rs 3.09 crores (Last year Rs 3.17 crores), credited to ESOP reserve under equity as per Ind As 102.					
Note2: In FY 2023 exceptional item include income before tax of Rs 7.24 crores, net of tax of Rs 5.33 crores on sale of surplus idle land at Jammu.					

Thank You

