# STUDDS ACCESSORIES LIMITED

REGD. AND CORP. OFF.: PLOT NO. 918, SECTOR-68 IMT FARIDABAD-121004, HARYANA (INDIA)

PHONE: 91-129-4296500

 $E \ mail: \underline{secretarial@studds.com}; \underline{info@studds.com}$ 

CIN No.: U25208HR1983PLC015135

Date: November 27, 2025

To,	To,
National Stock Exchange of India Ltd.,	BSE Limited
Exchange Plaza, C-1, Block G,	Phiroze Jeejeebhoy Towers
Bandra Kurla Complex,	Dalal Street
Bandra (E), Mumbai – 400051	Mumbai- 400001
NSE Scrip Symbol: STUDDS	BSE Scrip Code: 544599

### <u>Subject: Investor Presentation pursuant to SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015</u>

Dear Sir/ Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Investor Presentation for Financial results of Q2 & H1FY26.

The above details will also be available on the website of the Company at <a href="https://www.studds.com">www.studds.com</a> under Investor Relations' Section.

This is submitted for your information & records.

Thanking You,
FOR STUDDS ACCESSORIES LIMITED

ASHA MITTAL Company Secretary and Compliance Officer













# **Studds Accessories Limited**

**Investor Presentation – Q2 & H1FY26** 

### **Safe Harbour**



This presentation and the accompanying slides (the "Presentation"), which have been prepared by Studds Accessories Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



Q2 & H1FY26 Performance Highlight

### **Management Commentary**





"Our successful listing on 7<sup>th</sup> November 2025 represents a significant milestone in our five-decade journey. It marks our transition into a new phase of growth and reflects the strong confidence placed in our business, governance framework, and long-term strategy.

In H1FY26, we delivered steady and improving financial performance. Revenue increased by 6.4% YoY to ₹303.7 crore, while operating EBITDA grew by 17.9% YoY to ₹60.2 crore, driven by superior product mix, operating leverage, higher efficiency, and disciplined cost management. These results underscore the inherent scalability and resilience of our business model.

Demand across our core categories remained healthy, as reflected in the capacity utilization of  $\sim$ 86% for two-wheeler helmets and boxes during H1FY26. To support sustained growth, we are progressing with capacity expansion, with the first phase of additional capacity of 1.5 mn units expected to become operational by Q1FY27. This expansion will enhance our ability to service both domestic and export markets while providing headroom for future growth initiatives.

In October, we entered into a strategic customer engagement with Decathlon, adding a marquee global brand to our customer portfolio. Under this engagement, we will serve Decathlon's India requirements for bicycle helmets and allied protective products. We are currently investing in new molds, with commercial production expected to commence by the end of Q4FY26.

In parallel, to enhance our international footprint and brand visibility, we are in process of establishing a new warehouse in Spain. This initiative is expected to strengthen our European distribution capabilities, improve service levels and delivery timelines, enable deeper market penetration, and support the introduction of additional product lines across export markets.

As we move forward, our priorities remain clear:

- Strengthening our market leadership in the domestic market
- Expanding our global footprint
- Investing in capacities and capabilities
- Maintaining a sharp focus on returns and cash flows

We remain committed to building Studds into a stronger, more diversified global safety brand."

Ride Your Dreams



### **Performance Snapshot: H1FY26**



**Revenue from Operation** 

Rs 303.7 cr

**EBITDA** 

Rs 60.2 cr 17.9% YoY PAT

Rs 40.9 cr 22.9% YoY

Expanding Capacity for two-wheeler helmets and boxes by 1.5 mn units in the first phase, expected to become operational by Q1FY27

Onboarded Decathlon as a new customer to serve its India requirements for bicycle helmets and allied products

The Board has approved the setting up of a new warehouse in Spain to strengthen European distribution, improve service levels, and support product portfolio expansion

Capacity utilisation for 2W helmet and boxes, EPS Liners and Water Decals stood at ~86%, ~84%, ~64% respectively in H1FY26

Set up an IT office in Gurugram to strengthen capabilities and advance technology-led initiatives

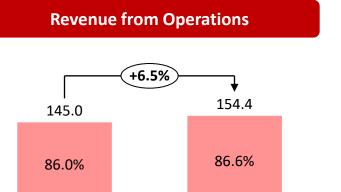


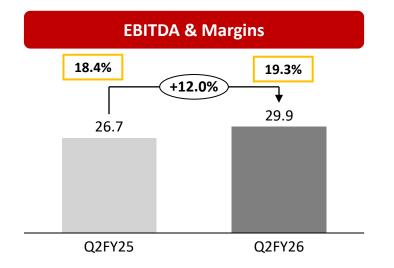
### **Consolidated Performance Highlights**

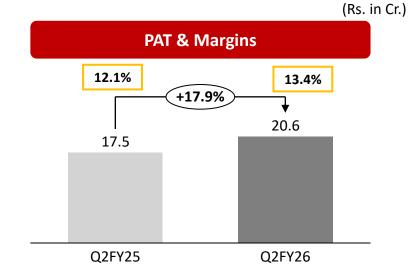
13.4%

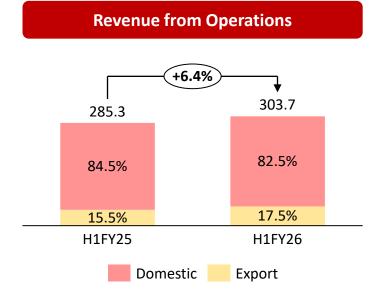
Q2FY26





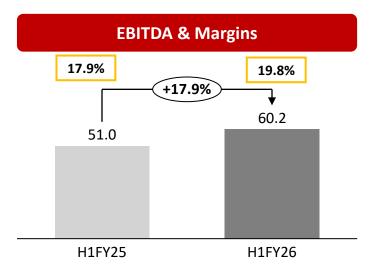


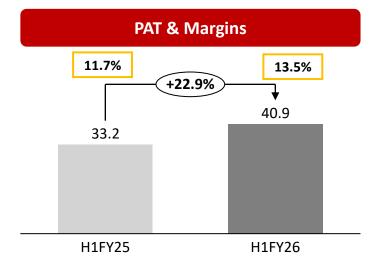




14.0%

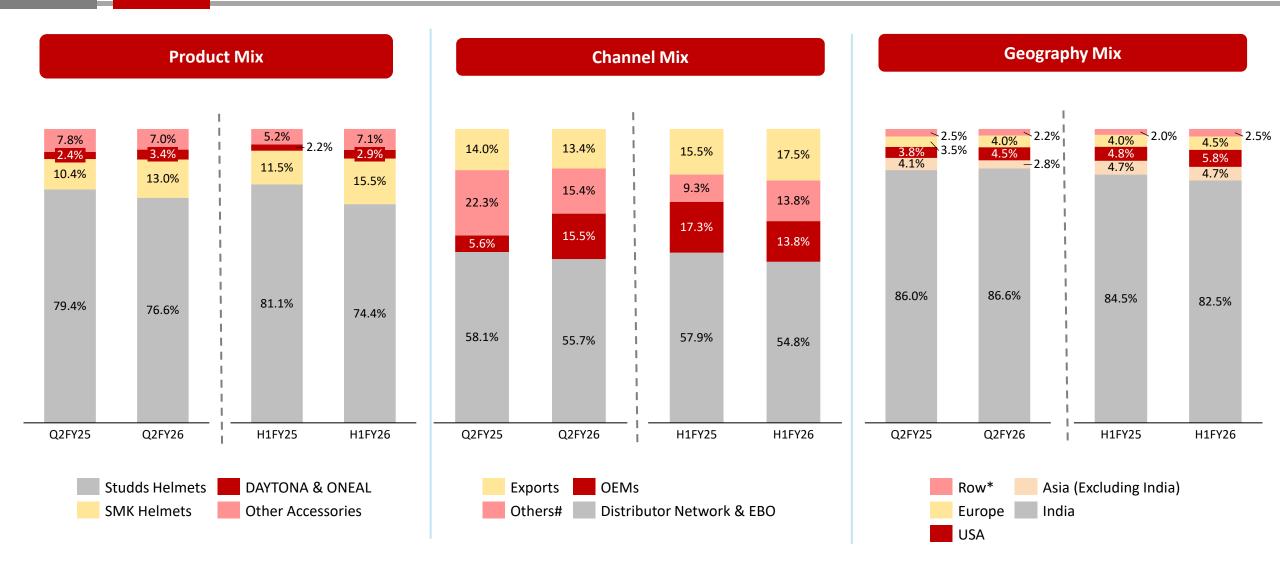
Q2FY25





### **Revenue Breakup**





### **Consolidated Profit & Loss Statement**



Particulars (Rs. Cr)	Q2FY26	Q2FY25	YoY	H1FY26	H1FY25	YoY	FY25
Revenue from Operations	154.4	145.0	6.5%	303.7	285.3	6.4%	584.0
Other Income	2.9	2.9		5.7	5.1		11.9
Total Income	157.3	147.9	6.3%	309.3	290.4	6.5%	595.9
Cost of Goods Sold	64.2	65.2		124.8	128.7		255.7
Gross Profit (Revenue - COGS)	90.2	79.8	13.0%	178.9	156.7	14.2%	328.2
Gross Profit Margin	58.4%	55.0%		58.9%	54.9%		56.2%
Employee Cost	15.9	14.4		31.6	29.5		62.6
Other Expenses	44.5	38.7		87.1	76.1		160.7
EBITDA**	29.9	26.7	12.0%	60.2	51.0	17.9%	105.0
EBITDA Margin	19.3%	18.4%		19.8%	17.9%		18.0%
Depreciation	5.3	5.3		10.4	10.2		20.7
EBIT#	27.5	24.3	13.3%	55.4	45.9	20.8%	96.2
EBIT Margin	17.8%	16.7%		18.2%	16.1%		16.5%
Finance Cost	0.2	0.4		0.5	0.7		1.2
Profit before Tax	27.2	23.8	14.3%	54.9	45.2	21.4%	95.0
Profit before Tax Margin	17.6%	16.4%		18.1%	15.8%		16.3%
Тах	6.6	6.3		14.0	12.0		25.4
Profit After Tax	20.6	17.5	17.9%	40.9	33.2	22.9%	69.6
Profit After Tax Margin	13.4%	12.1%		13.5%	11.7%		11.9%
Basic EPS (in Rs.)	5.24*	8.89*		10.38*	16.89*		17.69

## **Consolidated Balance Sheet**



Assets (Rs. Cr)	Sep-25	Mar-25	Equity and Liabilities (Rs. Cr)	Sep-25	Mar-25
Non-current assets			Equity		
Property, Plant and Equipment	323.2	325.9	Equity Share Capital	19.7	19.7
Capital work-in-progress	45.8	25.3	Other Equity	460.7	429.8
Right to use of Assets	4.6	5.5	Shareholders Fund	480.3	449.5
Intangible Assets	2.1	2.4	Non-Current Liabilities		
Goodwill	5.0	4.7	Financial Liabilities		
Intangible Assets Under Development	4.1	3.5	Borrowings	3.4	3.2
Financial Assets			Lease Liability	3.6	4.5
Non-Current Investments	0.0	0.0	Other Financial Liabilities	2.9	3.0
Others Financial Assets	12.6	3.2	Provisions	5.6	5.1
Total Non-Current Assets	397.4	370.5	Deferred Tax Liabilities (Net)	18.8	18.4
			<b>Total Non Current Liabilities</b>	34.3	34.1
Current assets			<b>Current liabilities</b>		
Inventories	68.8	56.3	Financial Liabilities		
Financial Assets			Borrowings		
Trade receivables	42.7	43.4	Lease Liability	1.8	1.6
Cash and cash equivalents	81.9	39.0	Trade Payables	68.8	32.4
Bank balances other than Above	12.3	33.2	Other Financial Liabilities	19.2	16.0
Other Financial Assets	0.2	0.3	Other Current Liabilities	13.1	14.4
Other Current Assets	27.2	14.4	Provisions	2.3	2.0
			Current tax liabilities (net)	10.7	7.1
Total Current Assets	233.2	186.6	Total Current Liabilities	115.9	73.6
Total Assets	630.5	557.2	Total Equity and Liabilities	630.5	557.2



## **Consolidated Cash Flow Statement**



Particulars (Rs. Cr)	H1FY26	FY25
Net Profit Before Tax	54.9	95.0
Adjustments for: Non Cash Items / Other Investment or Financial Items	7.5	16.8
Operating profit before working capital changes	62.4	111.8
Changes in working capital	14.0	-30.0
Cash generated from/(used in) operations	76.4	81.8
Direct taxes paid (net of refund)	-10.0	-18.6
Net Cash from Operating Activities	66.4	63.3
Net Cash from Investing Activities	-12.6	-51.1
Net Cash from Financing Activities	-10.8	-8.8
Net Decrease in Cash and Cash equivalents	43.0	3.4
Add: Cash & Cash equivalents at the beginning of the period	39.0	35.6
Cash & Cash equivalents at the end of the period	81.9	39.0



### Studds at a Glance





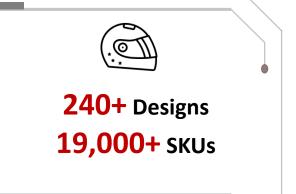
Incorporated in 1983









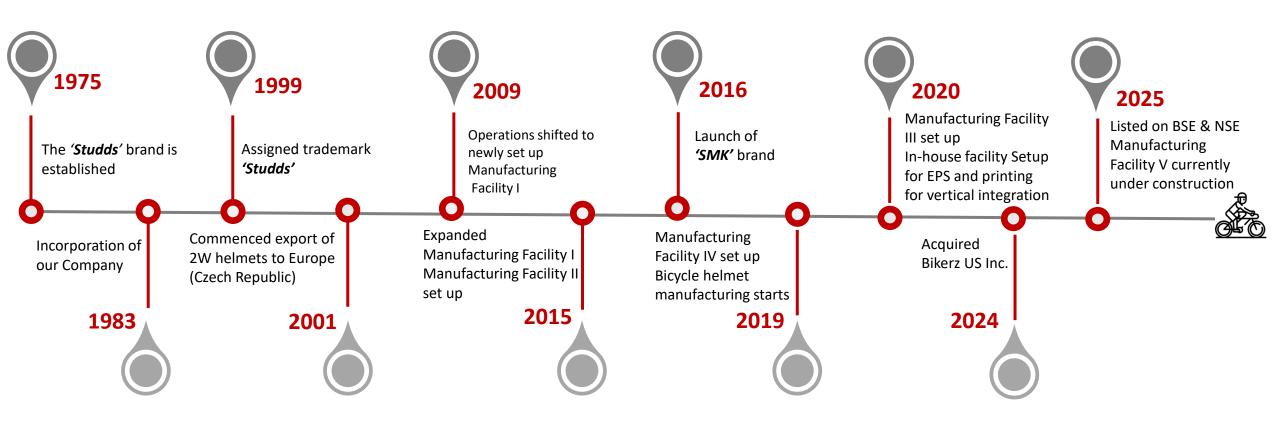






## **Five Decade Journey of Innovation**





### **Diversified Brand Portfolio**







Full

Face





Modular



Dual Sport



**Bicycle** Helmet













Modular



Dual Sport

**SMK** 

**Other Accessories** 



luggage



device

Two-wheeler Helmet locking



**Gloves** 



iacket





Rain suit

Eye wear

**Studds** 

Year	1975	2016
MRP Range	Rs 875 –Rs 4,000	Rs 3,000 –Rs 12,800
Target Segments	Mid and mass market	Premium
Major Export Markets	Africa, Latin Central America, Philippines, Indonesia	North & South America, Africa, EU, ASEAN

**Comprehensive Product** Catalogue

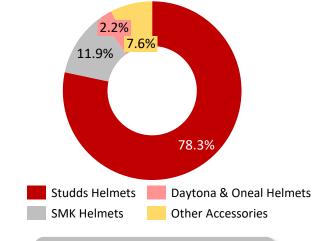


**Increased Range And Diversity** 



**Increased Brand Loyalty** 

#### **Product-wise Revenue FY25**

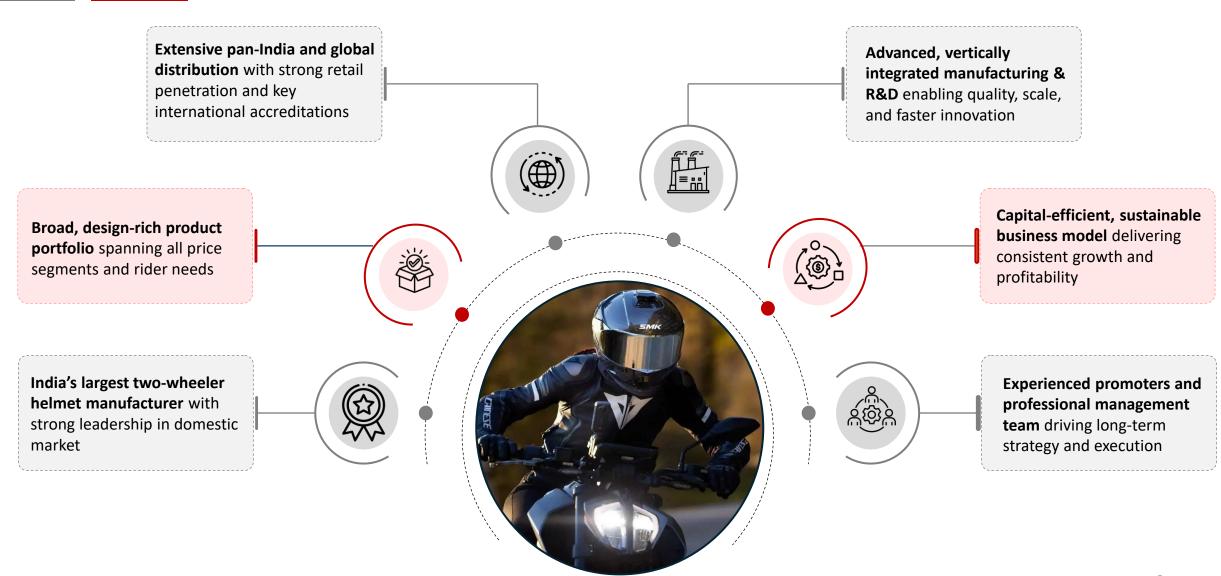


**Repeat Customers** 



### **What Sets Us Apart**

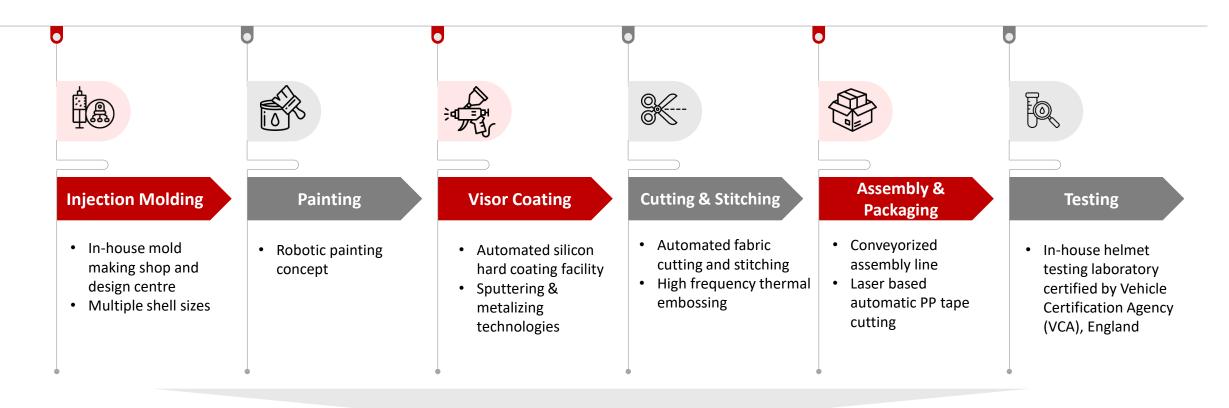






## **Deep Vertical Integration Driving Scalability & Quality**





Improved Precision, Consistency & Product Quality

Cost-Efficient vis-à-vis
Third Party Manufacturing

Reduced Human Intervention Resulting in Enhanced Operational Efficiencies

All manufacturing facilities are ISO 9001:2015 certified



### **In-house Design & Innovation Engine**



#### **Focus on Customer-centric Design and Technological Advancement**



#### **In-House Design Team**

#### 75-member design and development Team\*

- Forecast design trends
- Design and improve fit and comfort
- Integrate new and advanced technologies



#### **External Designers**

- European design firm designing and conceptualising 2W helmets
- Spanish design firm full face and flip-up helmets with inbuilt Bluetooth

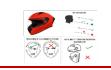
#### **Differentiated Product Capabilities**



**Built-in Communications** 



**LED Indicators** 



**Integrated Navigation** & Helmet Wear Detection

#### **Regularly refreshed product offerings**

Products	New Launch	New Designs
Full Face	2-3 models annually	1 1 graphic in 3 months
Open Face	1-2 models annually	I I 1 graphic in 6 months
Skull Cap	1 1 model in 2 years	I I 1 graphic annually I
Flip Up	I I 1 model annually	I I 1 graphic annually I
Gloves / Jackets	1 1-2 models in 2 years	- 
	Full Face  Open Face  Skull Cap  Flip Up	Full Face 2-3 models annually  Open Face 1-2 models annually  Skull Cap 1 model in 2 years  Flip Up 1 model annually

#### **Reduced Timeline from Ideation To Production**





Time To Launch - 9 Months Time To Launch - 14 Months

Ability to Develop New Prototypes and Develop New Products Improves Competitive Positioning



### **Manufacturing Footprint: Current & Upcoming Capacities**



t de l'ITela	H1FY26		FY25	
Installed Sales		Utilisation	Sales	Utilisation
3.32				
2.72	2 90 ~969/	~9.00/	7.02	~070/
3.00	3.89	80%	7.82	~87%
9.04				
9.00	3.76	~84%	7.24	~80%
2.00	0.64	~64%	1.33	~66%
	2.72 3.00 <b>9.04</b>	3.32 2.72 3.89 3.00 9.04	3.32 2.72 3.89 ~86% 3.00 9.04	3.32 2.72 3.89 ~86% 7.82 3.00 9.04 2.00 3.76 ~84% 7.24

#### **Upcoming Facility**

Manufacturing Facility V	Planned capacity in Phase I	Operational by
2W Helmet and Boxes	1.5	Q1FY27

240+ Designs

19,000+ SKUs

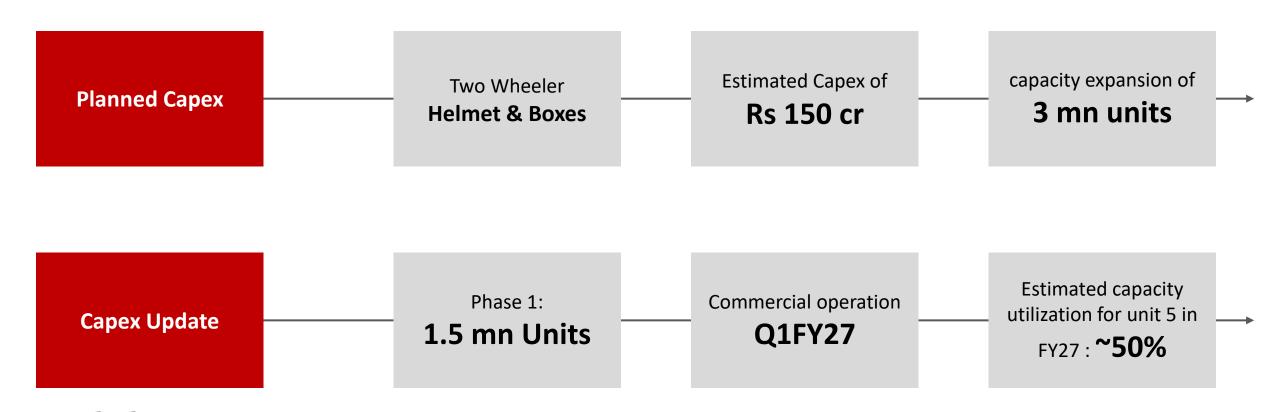


- 75+ members dedicated to R&D, design, aerodynamics & electronics lab focuses on product innovation, comfort enhancement, and advanced technology integration.
- Dedicated supply chain & procurement teams for raw material stability Large skilled workforce across moulding, painting, stitching, assembly & testing
- Strong QC and compliance teams ensuring ECE 22.06 and IS 4151 standards



## **Faridabad Facility 5: Expanding Our Capacity**







**Sidhartha Bhushan Khurana, Managing Director -** With improving demand for two-wheelers and a strengthening export outlook, this expansion positions us well to support future growth and serve our markets more effectively.





### **Product Strategy: Premiumisation & Diversification**



#### **Increase Offering In The Premium Helmet Segment**

#### **Demand for Premium 2W Helmets Driven By**







**Increasing Disposable** Income



Growing Replacement Market



#### Trusted mid and mass RIDE YOUR DREAMS market 2W helmet brand

Introduce premium offerings under Studds (at lower prices than SMK)

**Motorcycles** 

 Capture broader base of consumers across different price points



**Established premium** 2W helmet brand

· Increase manufacturing capacity of SMK and of premium helmets under Studds

**Increase Market Share And Sales in Premium 2W Helmet Segment Internationally and in India** 

#### **Expand Product Portfolio**

#### **Expand Production Of Niche Products**



**Bicycle Helmets** 

**2W** Luggage

**2W Apparel** 

#### Develop new & diversified 2W lifestyle products



**Enter New Aspirational Product Lines** 



**Target New** Customer **Segments** 

Higher margins by targeting niche customer segments



### **India Strategy: Expanding Distribution & Digital Channels**



#### Seamless journey across touchpoints



Invest further towards expansion of online presence

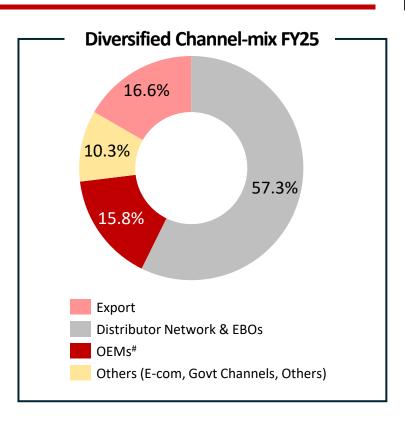


Invest in digital infrastructure to build further capabilities to deliver an integrated online-offline shopping experience

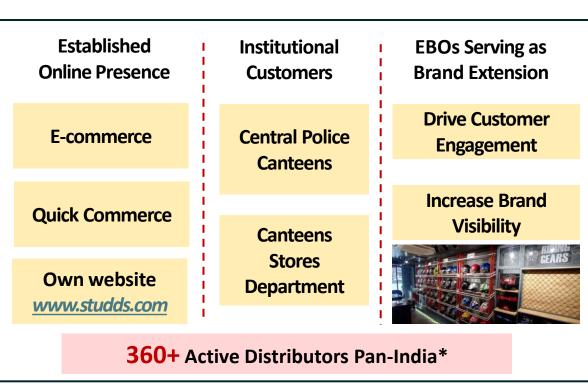


May propose to launch a separate mobile application

#### Increase focus on domestic online sales channel







### **Global Expansion Roadmap**



## Global Growth Strategy – Strategically Expand Into New Markets and Geographies



#### Leverage brand recall

- Increase scale of operations
- Introduce new innovative product designs
- Expand presence into new geographies and markets



#### Existing Markets - North & South America, ASEAN

- Expand footprint in new geographical locations leveraging wellestablished global distributor, OEMs network
- Strengthen distribution network in USA through recently acquired Bikerz US Inc.



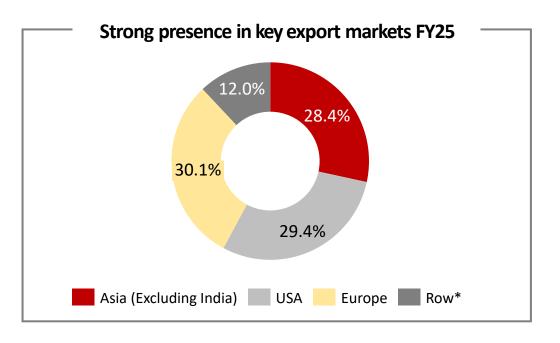
#### **Untapped Markets** – Vietnam, Peru, Egypt

 Evaluate options for inorganic expansion based on synergies with existing business



#### **Key Export Markets**

- Implement distributor-direct approach
- Establish a WOS in Europe to set up a warehouse, aimed at streamlining logistics, enhancing supply-chain efficiency, and improving delivery timelines across key European markets



Serving Customers in 70+ Countries#

**Manufacturing For Leading Global Brands** 

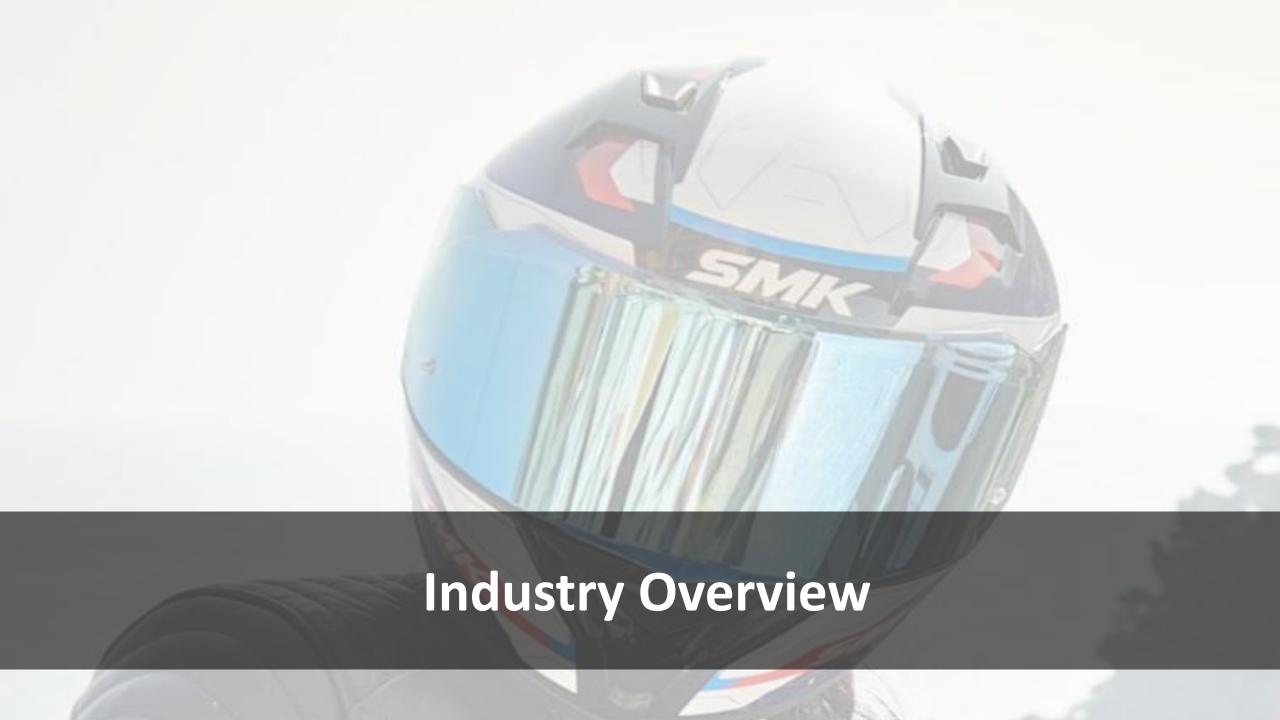


O'neal ONE/IL

Australia EL

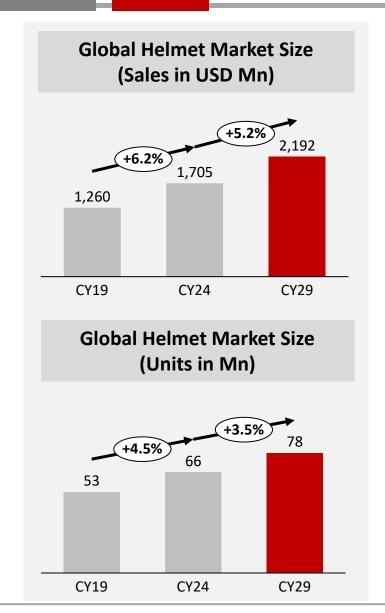
J USA

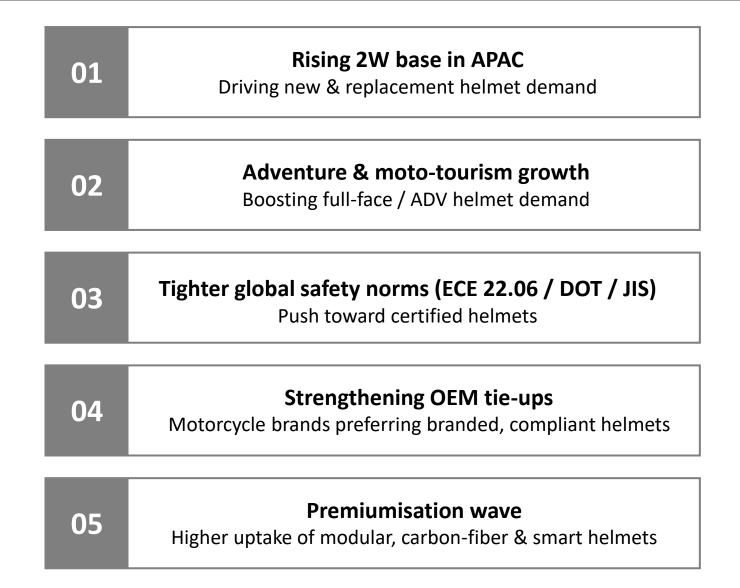




### **Industry Snapshot: Global**

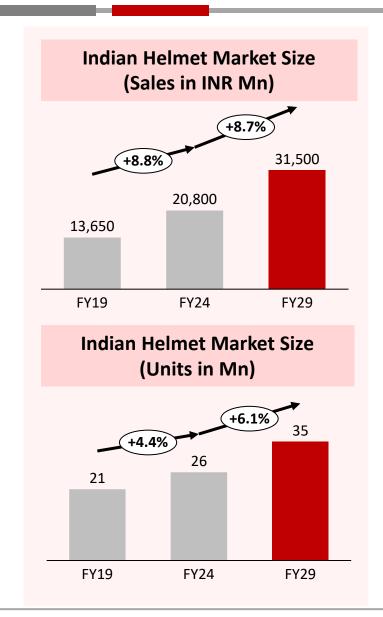


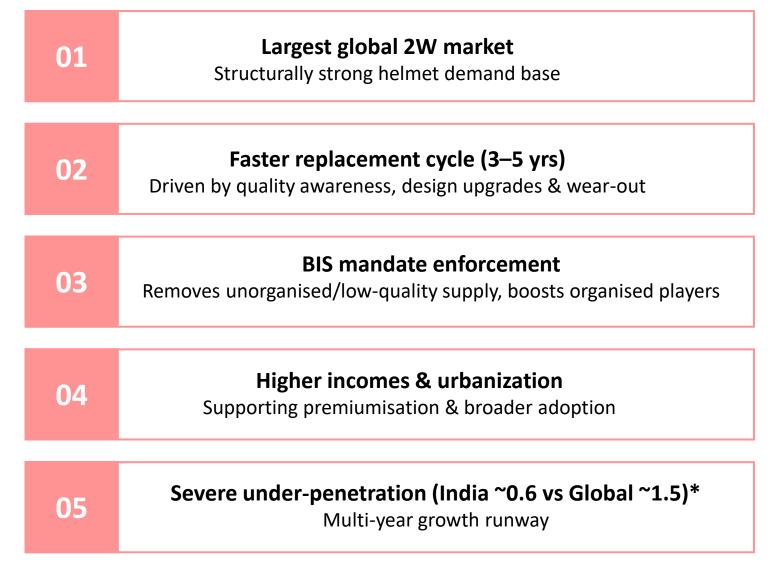




### **Industry Snapshot: India**









### **Board of Directors**







### Chairman and Managing Director

- On the Board since 1983.
   Promoter of the Company
- 50+ years of experience in business administration and manufacturing
- Holds a Bachelor's of Science in Engineering (Aeronautical) from Punjab Engineering College, Chandigarh



#### Sidhartha Bhushan Khurana

#### **Managing Director**

- On the Board since 1998.
   Promoter of the Company
- 25+ years of experience in business administration and manufacturing at Studds
- Holds a Bachelor's in Engineering (Aeronautical) from Punjab Engineering College, Chandigarh



#### **Shilpa Arora**

### Whole-time Director and Global Sales Head

- On the Board since 2024. Promoter of the Company
- Incorporated 'Bikerz US Inc.' in 2021
- Previously worked as senior director at Rogers Communications Inc, Canada
- Holds a bachelor's degree in dental surgery and an MBA from the University of Toronto, Ontario, Canada



#### Pankaj Duhan

#### **Independent Director**

- On the Board since 2018.
   More than a decade of experience at Procter & Gamble Europe SA, Singapore
- Holds a bachelor's degree in engineering from Punjab Engineering College, Chandigarh and a post-graduate diploma in management from the IIM, Ahmedabad



#### Deepshikha Singla

#### **Independent Director**

- On the Board since 2024.
   Experienced in the field of IT service and consulting
- Holds a bachelor's degree in business administration from Guru Nanak Dev University, Amritsar and an MBA from IIT Roorkee



#### Shishira Rudrappa

#### **Independent Director**

- On the Board since 2024.
   Presently a director on the board of Philos
   Advisory Services Pvt Ltd,
   Spire Capital Services Pvt Ltd, Spire Projects Pvt Ltd
- Holds a bachelor's degree in law from the National Law School of India University, Bangalore and a master's degree from George Washington University



### **Global-Standard Quality Certifications**











ISO 9001:2015
Quality Management System

ISO 14001:2015
Environmental Management
System

ISO 45001:2018
Occupational Health and Safety

IS 4151:2015
Protective Helmets for Motorcycle Riders







DOT FMVSS 218

**USA** –**Self Certification** 

ECE 22.06
Compliant w/ Economic
Commission of Europe

17067:2013
Compliance for exporting to Philippines



### **Consolidated Profit & Loss Statement**



- · · · · · · · · · · · · · · · · · · ·	-1/0-	T1/0 4	=1/00
Particulars (Rs. Cr)	FY25	FY24	FY23
Revenue from Operations	584.0	529.0	499.2
Other Income	11.9	6.8	7.3
Total Income	595.9	535.8	506.5
Cost of Goods Sold	255.7	238.6	261.7
Gross Profit (Revenue - COGS)	328.2	290.4	237.4
Gross Profit Margin	56.2%	54.9%	47.6%
Employee Cost	62.6	70.9	65.3
Other Expenses	160.7	129.4	112.0
EBITDA**	105.0	90.2	60.1
EBITDA Margin	18.0%	17.0%	12.0%
Depreciation	20.7	19.0	18.1
EBIT#	96.2	78.0	49.3
EBIT Margin	16.5%	14.7%	9.9%
Finance Cost	1.2	1.6	2.8
Profit before Tax	95.0	76.4	46.4
Profit before Tax Margin	16.3%	14.4%	9.3%
Тах	25.4	19.1	13.3
Profit After Tax	69.6	57.2	33.1
Profit After Tax Margin	11.9%	10.8%	6.6%
Basic EPS (in Rs.)	17.70	14.54	8.42

### **Consolidated Historical Balance Sheet**



Assets (Rs. in Cr.)	Mar-25	Mar-24	Mar-23
Non-current assets			
Property, Plant and Equipment	325.9	320.4	307.3
Capital work-in-progress	25.3	10.0	10.2
Right to use of Assets/Investment Properties	5.5	7.7	0.9
Intangible Assets	2.4	3.2	3.3
Intangible Assets Under Development	3.5	1.8	1.6
Goodwill	4.7	0.0	0.0
Financial Assets			
Investments	0.0	0.0	0.0
Others Financial Assets	3.2	3.7	29.6
Total Non-Current Assets	370.5	346.8	352.9
Current assets			
Inventories	56.3	40.2	35.0
Financial Assets			
Trade receivables	43.0	28.4	31.3
Cash and cash equivalents	39.0	35.6	24.9
Bank balances other than Above	33.2	23.0	4.8
Other Financial Assets	0.3	0.2	0.3
Other Current Assets	14.4	11.4	11.9
Total Current Assets	186.2	138.8	108.1
Total Assets	556.7	485.6	461.1

Equity and Liabilities (Rs. in Cr.)	Mar-25	Mar-24	Mar-23
Equity			
Equity Share Capital	19.7	9.8	9.8
Other Equity	429.8	377.6	328.2
Shareholders Fund	449.5	387.4	338.0
Non-Current Liabilities			
Financial Liabilities			
Borrowings	2.9	0.2	19.9
Lease Liability	4.5	6.3	0.4
Other Financial Liabilities	3.0	3.0	2.7
Provisions	5.1	4.5	4.1
Deferred Tax Liabilities (Net)	18.4	16.6	15.5
Total Non Current Liabilities	33.9	30.5	42.6
Current liabilities			
Financial Liabilities			
Borrowings	0.0	0.4	10.6
Lease Liability	1.6	1.9	0.6
Trade Payables	31.9	30.6	34.7
Other Financial Liabilities	16.3	16.1	17.8
Other Current Liabilities	14.4	14.7	12.6
Provisions	2.0	1.9	1.8
Current tax liabilities (net)	7.1	2.1	2.3
Total Current Liabilities	73.4	67.6	80.4
Total Equity and Liabilities	556.7	485.6	461.1

### **Consolidated Cash Flow Statement**



Particulars (Rs. in Cr.)	FY25	FY24	FY23
Net Profit Before Tax	95.0	76.4	46.4
Adjustments for: Non Cash Items / Other Investment or Financial Items	16.8	17.8	19.2
Operating profit before working capital changes	111.8	94.2	65.6
Changes in working capital	-30.0	-4.0	1.2
Cash generated from/(used in) operations	81.8	90.2	66.8
Direct taxes paid (net of refund)	-18.6	-18.3	-10.9
Net Cash from Operating Activities	63.3	71.9	55.9
Net Cash from Investing Activities	-51.1	-20.0	-26.2
Net Cash from Financing Activities	-8.8	-41.1	-23.9
Net Decrease in Cash and Cash equivalents	3.4	10.7	5.8
Add: Cash & Cash equivalents at the beginning of the period	35.6	24.9	19.0
Cash & Cash equivalents at the end of the period	39.0	35.6	24.9

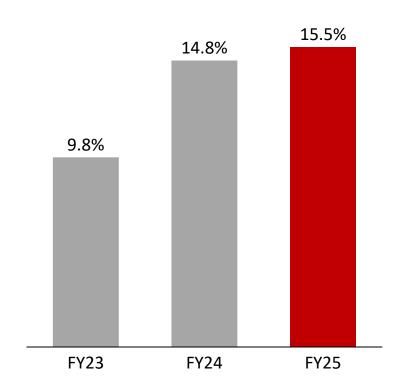
### **Consolidated Ratios**

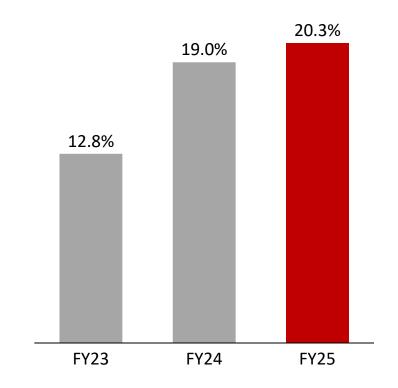


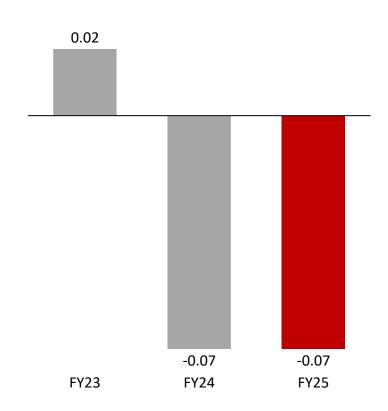


#### Return on Capital employed (%)

#### **Net Debt/Equity (in times)**







Return on Networth = PAT/Networth

Return on Capital Employed = EBIT/Total Capital Employed\*
\*Total Capital Employed = Total Equity + Borrowings + long
term lease labilities + Deferred Tax labilities(net)

Net Debt/Equity (Total Debt-cash & cash equivalents)/Total Equity

## **IPO** listing





#### November 2025

- Listing date: 7<sup>th</sup> November 2025
- Offer for sale up to 77,86,120 Equity Shares of face value of ₹ 5 (the "Offer")

### Listing of 'Studds Accessories Limited' on BSE and NSE







# **Thank You**

**Company:** 

**Studds Accessories Ltd.** 

CIN: U25208HR1983PLC015135

Mr. Bharat Goyal

VP - Finance & Investor Relations

bharat.goyal@studds.com

www.studds.com

**Investor Relations Advisors:** 

**Strategic Growth Advisors Pvt. Ltd.** 

CIN: U74140MH2010PTC204285

Mr. Mandar Chavan / Ms. Khushi Bhandari

mandar.chavan@sgapl.net / khushi.bhandari@sgapl.net

+91 96993 82195 / +91 76666 89925

www.sgapl.net