



May 21, 2025

BSE Limited
Corporate Relationship Department,
P J Towers, Dalal Street
Mumbai – 400 001
Scrip Code- 523558

Sub: Investor Presentation on the Audited Financial Results for the Quarter and Year ended 31st March, 2025.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed investor presentation on the Audited Financial Results of the Company for the Quarter and Year ended 31st March, 2025.

Kindly take the above on record.

Thanking You,

For **SWISS MILITARY CONSUMER GOODS LIMITED**

VIKAS JAIN
COMPANY SECRETARY

SWISS MILITARY CONSUMER GOODS LIMITED

Regd. Office: W-39, Okhla Industrial Area, Phase-II, New Delhi – 110020

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🌐 www.swissmilitaryshop.com, CIN: L51100DL1989PLC034797

ary Consumer Goods Limited



words and



SWISS
MILITARY

Onwards and **Upwards**



Q4/FY25 INVESTOR PRESENTATION



Safe Harbour

EXCEPT FOR THE HISTORICAL INFORMATION CONTAINED HEREIN, STATEMENTS IN THIS PRESENTATION AND THE SUBSEQUENT DISCUSSIONS, WHICH INCLUDE WORDS OR PHRASES SUCH AS "WILL", "AIM", "WILL LIKELY RESULT", "WOULD", "BELIEVE", "MAY", "EXPECT", "WILL CONTINUE", "ANTICIPATE", "ESTIMATE", "INTEND", "PLAN", "CONTEMPLATE", "SEEK TO", "FUTURE", "OBJECTIVE", "GOAL", "LIKELY", "PROJECT", "SHOULD", "POTENTIAL", "WILL PURSUE", AND SIMILAR EXPRESSIONS OF SUCH EXPRESSIONS MAY CONSTITUTE" FORWARD-LOOKING STATEMENTS. THESE FORWARD-LOOKING STATEMENTS INVOLVE SEVERAL RISKS, UNCERTAINTIES AND OTHER FACTORS THAT COULD CAUSE ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE SUGGESTED BY THE FORWARD-LOOKING STATEMENTS. THESE RISKS AND UNCERTAINTIES INCLUDE BUT ARE NOT LIMITED TO OUR ABILITY TO SUCCESSFULLY IMPLEMENT OUR STRATEGY, OUR GROWTH AND EXPANSION PLANS, OBTAIN REGULATORY APPROVALS, OUR PROVISIONING POLICIES, TECHNOLOGICAL CHANGES, INVESTMENT AND BUSINESS INCOME, CASH FLOW PROJECTIONS, OUR EXPOSURE TO MARKET RISKS AS WELL AS OTHER RISKS. THE COMPANY DOES NOT UNDERTAKE ANY OBLIGATION TO UPDATE FORWARD-LOOKING STATEMENTS TO REFLECT EVENTS OR CIRCUMSTANCES AFTER THE DATE THEREOF.

Guide

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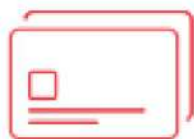
Levelling Up

QoQ
Q4/**FY25** vs Q3/**FY25**
(STANDALONE FINANCIALS)



5,783.51	5,574.47
Revenue (₹ lac)	Revenue (₹ lac)
March 25	December 24

% Change 3.75



392.52	322.05
EBITDA (₹ lac)	EBITDA (₹ lac)
March 25	December 24

% Change 21.88



261.29	232.54
PAT (₹ lac)	PAT (₹ lac)
December 24	December 24

% Change 12.36



6.73	5.72
EBITDA Margin (₹ lac)	EBITDA Margin(₹ lac)
December 24	December 24

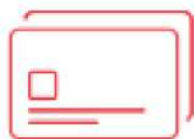
% Change 1.01

YoY
Q4/**FY25** vs Q4/**FY24**
(STANDALONE FINANCIALS)



5,783.51	5,248.53
Revenue (₹lac)	Revenue (₹ lac)
March 25	March 24

% Change 10.19



392.52	303.12
EBITDA (₹ lac)	EBITDA (₹ lac)
March 25	March 24

% Change 29.49



261.29	218.53
PAT (₹ lac)	PAT (₹ lac)
March 25	March 24

% Change 19.57



6.73	5.74
EBITDA Margin (₹ lac)	EBITDA Margin(₹ lac)
March 25	March 24

% Change 0.99

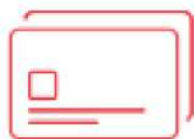


YoY
FY25 vs **FY24**
(STANDALONE FINANCIALS)



21,266.9	18,122.99
Revenue (₹lac)	Revenue (₹ lac)
March 25	March 24

% Change 17.35



1,301.28	1,097.62
EBITDA (₹lac)	EBITDA (₹ lac)
March 25	March 24

% Change 18.55



919.06	821.78
PAT (₹ lac)	PAT (₹ lac)
March 25	March 24

% Change 11.84



6.06	5.98
EBITDA Margin (₹lac)	EBITDA Margin(₹ lac)
March 25	March 24

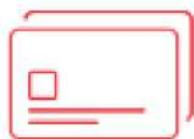
% Change 0.08



QoQ
Q4/**FY25** vs Q3/**FY25**
(CONSOLIDATED FINANCIALS)



5,914.44	5,725.1
Revenue (₹ lac)	Revenue (₹ lac)
March 25	December 24
% Change 3.31	



425.59	327.65
EBITDA (₹ lac)	EBITDA (₹ lac)
March 25	December 24
% Change 29.89	



287.2	232.54
PAT (₹ lac)	PAT (₹ lac)
December 24	December 24
% Change 23.51	



7.09	5.67
EBITDA Margin (₹ lac)	EBITDA Margin (₹ lac)
December 24	December 24
% Change 1.42	

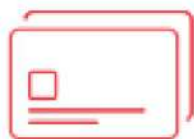


YoY
Q4/**FY25** vs Q4/**FY24**
(CONSOLIDATED FINANCIALS)



5,914.44	5,408.89
Revenue (₹ lac)	Revenue (₹ lac)
March 25	March 24

% Change 9.35



425.59	328.72
EBITDA (₹ lac)	EBITDA (₹ lac)
March 25	March 24

% Change 29.47



287.2	237.21
PAT (₹ lac)	PAT (₹ lac)
March 25	March 24

% Change 21.07



7.09	6.03
EBITDA Margin (₹ lac)	EBITDA Margin (₹ lac)
March 25	March 24

% Change 1.06

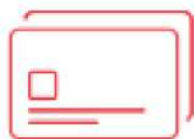


YoY
FY25 vs **FY24**
(CONSOLIDATED FINANCIALS)



21,833.91	18,791.54
Revenue (₹ lac)	Revenue (₹ lac)
March 25	March 24

% Change 16.19



1,280.61	1,147.27
EBITDA (₹ lac)	EBITDA (₹ lac)
March 25	March 24

% Change 11.62



877.07	834.85
PAT (₹ lac)	PAT (₹ lac)
March 25	March 24

% Change 5.06



5.82	6.05
EBITDA Margin (₹ lac)	EBITDA Margin (₹ lac)
March 25	March 24

% Change -0.23



MD'S Words

The financial year 2024-25 has been a transformative period for Swiss Military Consumer Goods Ltd. Our robust performance, with significant growth in both revenue and profitability, underscores the effectiveness of our strategic initiatives and operational excellence. These results reflect our unwavering commitment to innovation, sustainability, and market expansion, enabling us to deliver unparalleled value to our stakeholders.

We have made significant strides in strengthening our market presence and introducing consumer-focused products that bridge the gap between aspiration and affordability. As we look ahead, our focus remains on scaling new heights, driving innovation, and ensuring that our offerings continue to resonate with the evolving needs of our customers. The strong foundation we have built positions us to embrace future challenges and opportunities with confidence.





The Ascent Continues

Swiss Military Aims For Product And Geographic Growth.

Fueled by **22%** growth, Swiss Military aggressively expands product lines and reach, backed by its Faridabad “Make in India” facility.



Spectra

Hard Top Laptop Stroller

From boarding the flight to last-minute boardroom meeting, carry to impress with the Swiss Military Spectra Hard Top Laptop Stroller. Ideal for work trips, it features a large storage capacity with one side zipper compartment. It fits up to 15.6" laptops with 360° dual rotating wheels.



Bristol

Hard Top Laptop Trolley Luggage

Carry this stylish trolley seamlessly from transit to meetings and beyond.



Black Gold Collection

Swiss Military's Black Gold Collection introduces lightweight, durable, and versatile trolley bags blending their signature aesthetic with minimalist designs. The bags are equipped with quiet 360° spinner wheels and a dual TSA lock, enhancing the experience for modern traveller.



Troopz

by Swiss Military Audio

Ideal for family trips or out-of-city getaways – travel like a pro with the butter smooth 360° rotatable wheels for seamless movement from the airport to your destination. The set is available in small, medium and large sizes.





Elevating our Standards



SWISS
MILITARY

Ascending Excellence

(Standalone)



Revenue from Operations

(₹ Lac)

Q4/FY24		5,249
Q1/FY25		4,532
Q2/FY25		5,377
Q3/FY25		5,574
Q4/FY25		5,783

EBITDA

(₹ Lac)

Q4/FY24		303
Q1/FY25		230
Q2/FY25		250
Q3/FY25		322
Q4/FY25		392

Profit after Tax

(₹ Lac)

Q4/FY24		219
Q1/FY25		167
Q2/FY25		175
Q3/FY25		233
Q4/FY25		261



SWISS
MILITARY

Ascending Excellence

(Consolidated)



Revenue from Operations

(₹ Lac)

Q4/FY24	<div></div>	5,409
Q1/FY24	<div></div>	4,639
Q2/FY25	<div></div>	5,556
Q3/FY25	<div></div>	5,725
Q4/FY25	<div></div>	5,914

EBITDA

(₹ Lac)

Q4/FY24	<div></div>	329
Q1/FY24	<div></div>	239
Q2/FY25	<div></div>	264
Q3/FY25	<div></div>	328
Q4/FY25	<div></div>	425

Profit after Tax

(₹ Lac)

Q4/FY24	<div></div>	237
Q1/FY24	<div></div>	173
Q2/FY25	<div></div>	184
Q3/FY25	<div></div>	233
Q4/FY25	<div></div>	287

*THE FIGURES OF Q1/FY25 HAVE BEEN REARRANGED TO THE EXTENT OF DIVIDEND INCOME FROM SUBSIDIARY COMPANY

About the Company



Our Edge



15+

Manufacturing
partners



1,500+

Product skus

200+

Cities of presence



1,250+

Dealers



1,000+

multi-brand outlets



15+

E-commerce
portals marketing
our products



How Are We Different?

Market products
through physical
and digital
channels

Licensees of the
globally recognised
Swiss Military
brand in India.

Own
manufacturing
plant

Collaborate
with white-label
manufacturing
partners



What Drives Us?

VISION

The vision of the Swiss Military is to be the most coveted & loved brand in India for its quality and reliability

MISSION

Swiss Military's mission is to continue its unfailing commitment to offering world-class products at affordable prices.

What we have to Offer



Luggage



Home Appliances



Emporia| Infrared Induction Cooktop



It features adjustable heat levels to perfectly suit any vessel.

Citrusburst Juicer



It features a moulded juicer mesh with a durable stainless steel sieve for maximum juice extraction

Easy Pop Toaster



Equipped with a specialized bagel setting for consistently golden results

Club Class Sandwich Maker



Built with a non-stick coating and secure push-down lock system for perfect sandwiches.

Power Nxt Dry Iron



Comes with a Non-stick coated sole plate for efficient ironing.

Casaprime Electric Rice Cooker



A sleek control panel makes operation incredibly simple.

Other Electronics



EMERGING TREND

Smart Luggage

The India smart luggage market is expected to reach

USD **244.9** million
by 2030.

Tech-savvy travelers prioritize
integrated travel experiences.





The Future Looks Bright!

The Indian government identifies the tourism sector as a significant driver of the nation's economic growth.

Outbound tourism spend to rise 11% to \$55 bn 2034.

India presently has 80 million passport holders desiring travel.



**SWISS
MILITARY**

**THANK
YOU**

Vikas Jain

Company Secretary

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