



May 22, 2026

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, 2026.

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, 2026.

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

The Pulse of Progress



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Q4/FY26

Investor Presentation

Swiss Military Consumer Goods Limited



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





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What's **Inside**

1. What We Do

2. Financial Comparisons

3. Our Strategy

4. Our New Collections

5. How We Progressed

6. About the Company

7. Market Trends





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What **We** do

Inspired by Swiss precision and crafted for modern living, Swiss Military Consumer Goods Limited brings together travel, technology, and lifestyle essentials that seamlessly blend reliability, functionality, and style —into the everyday journeys of aspirational India.

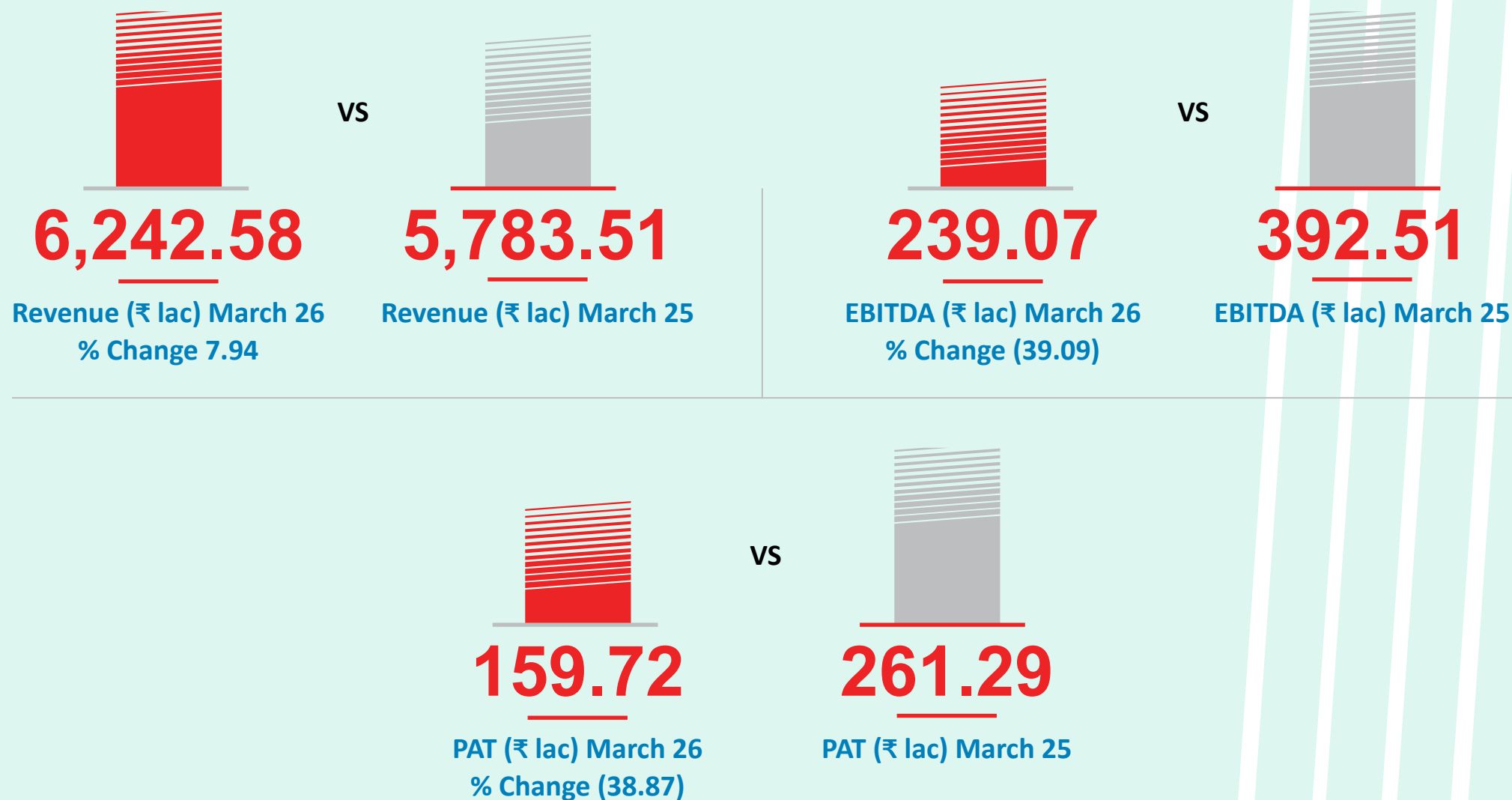




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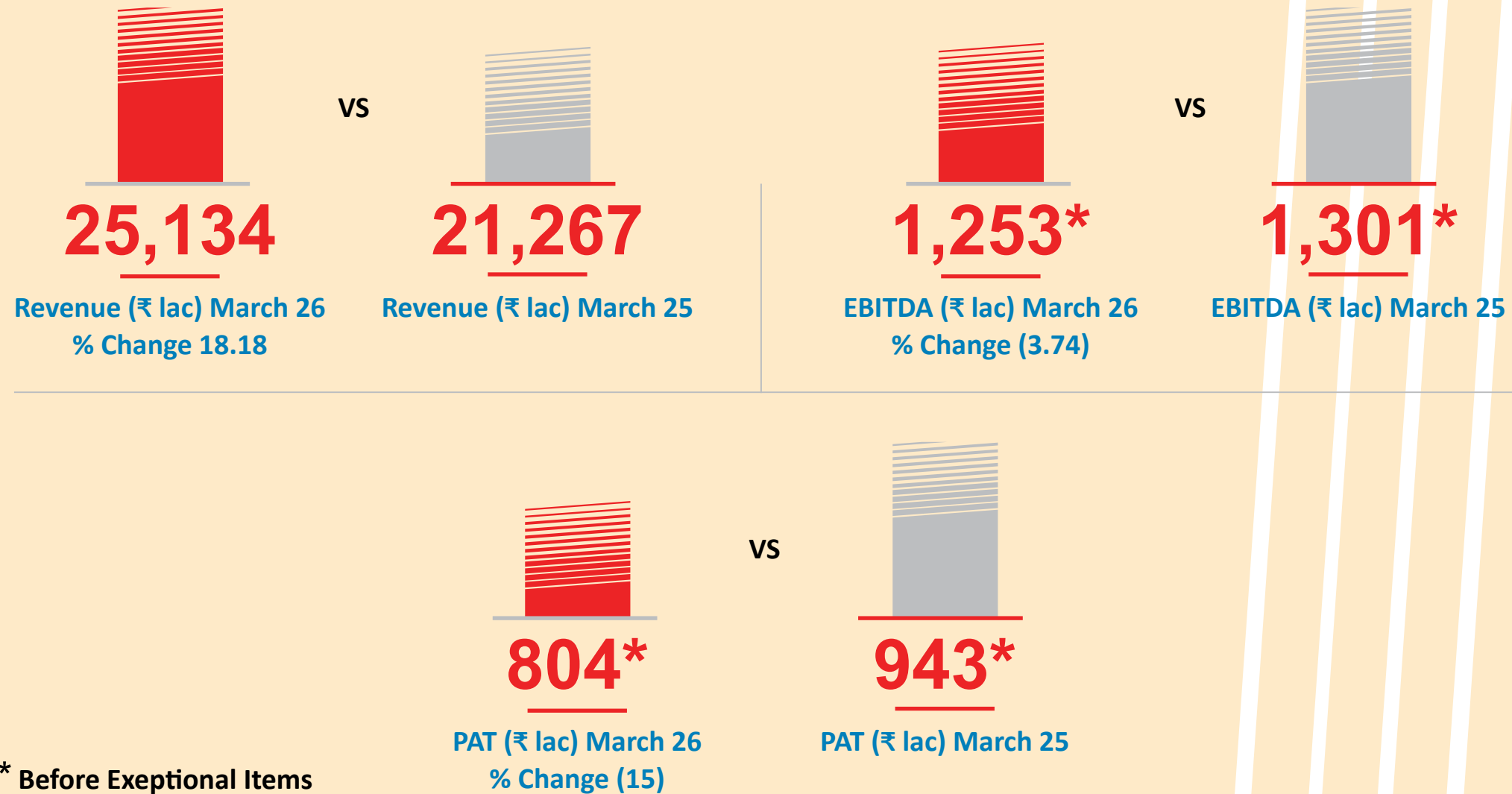
QoQ
(Standalone Financials)

Q4/FY26 vs Q4/FY25



YoY
(Standalone Financials)

FY26 vs FY25

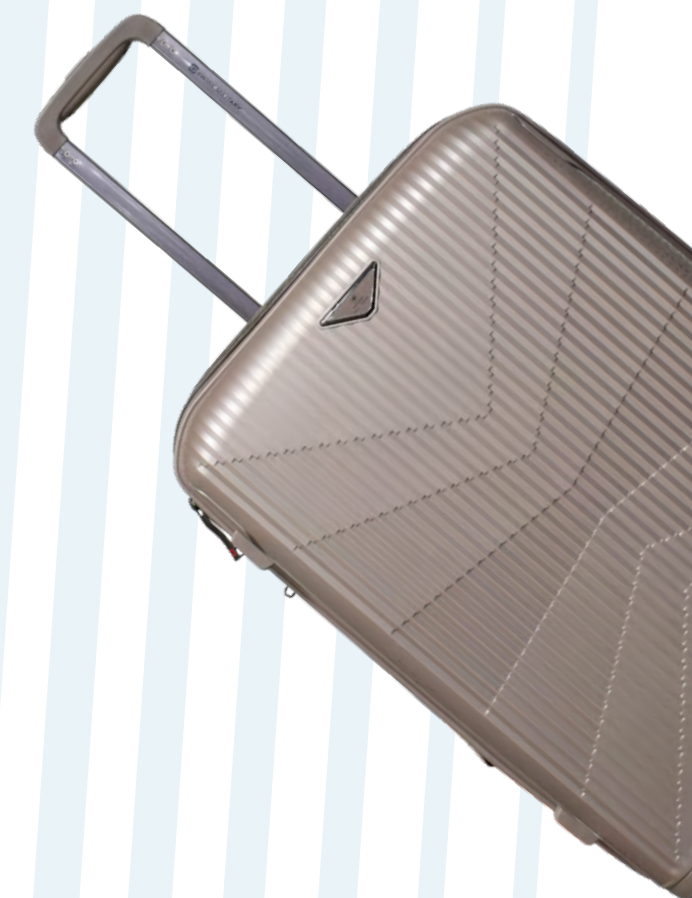
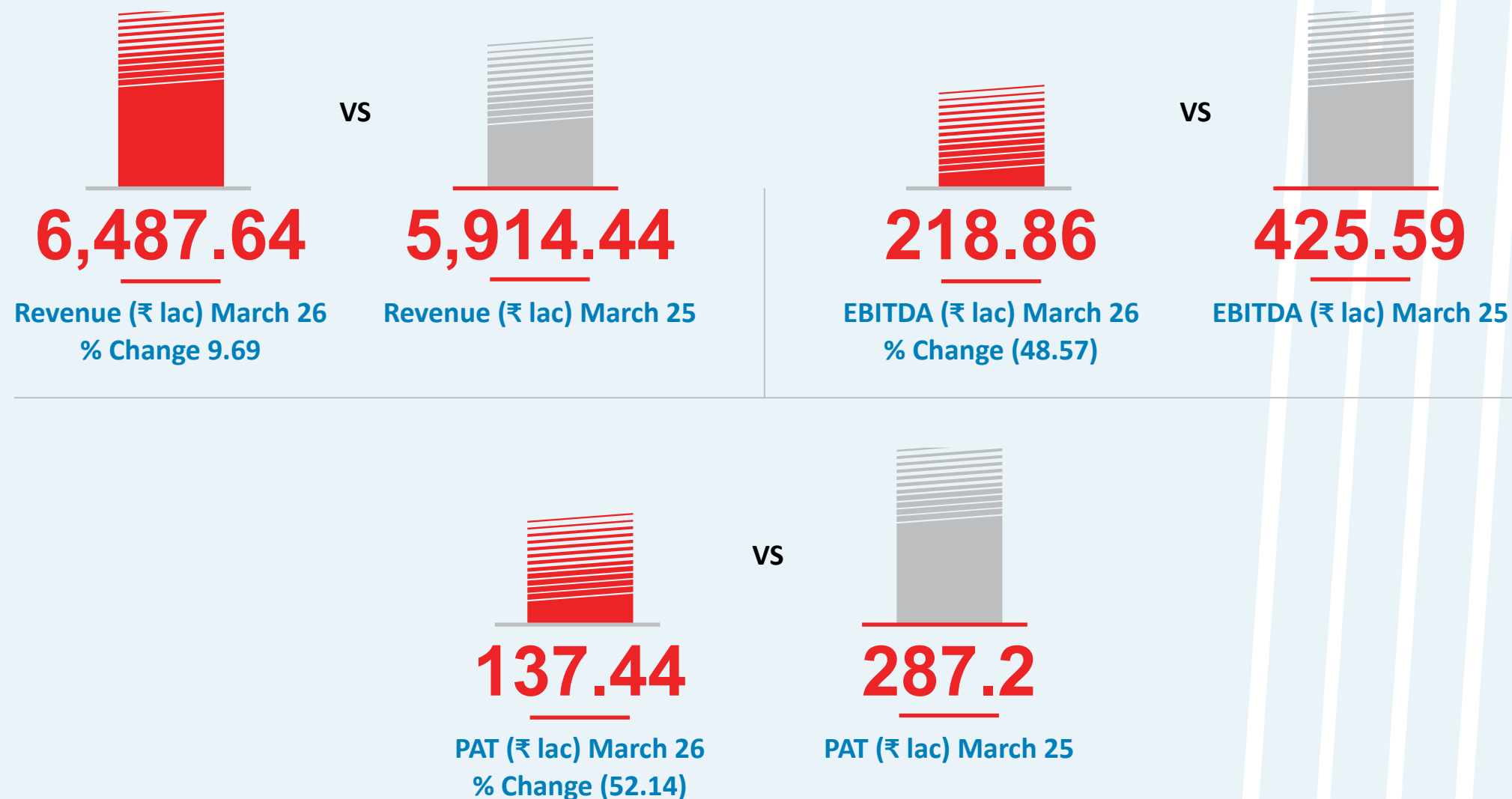




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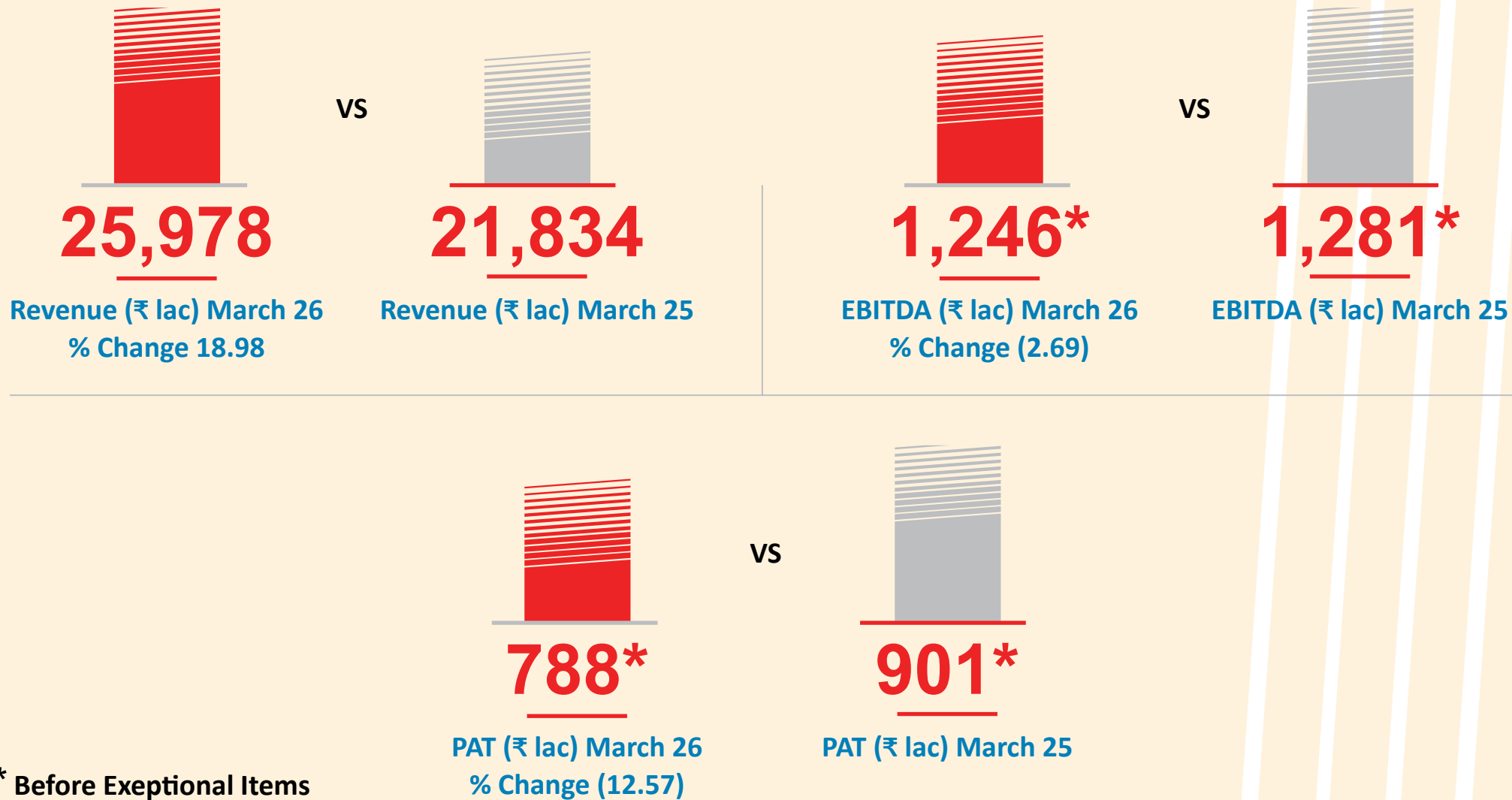
QoQ
(Consolidated Financials)

Q4/FY26 vs Q4/FY25



YoY
(Consolidated Financials)

FY26 vs FY25



* Before Exeptional Items





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MD's words

FY 2025-26 has been a transformational year for the Company, marked by strong revenue growth, strategic restructuring, and a renewed focus on the travel gear segment. Despite inflationary pressures and global supply chain challenges impacting margins, we have continued to strengthen our operational foundation, expand our distribution network, and enhance our product portfolio across premium and value segments. With new product launches, expansion into omni-channel retail formats, improved warehousing capabilities, and the upcoming launch of a new sub-brand, we remain highly optimistic about the future. Backed by a trusted brand, growing market presence, and a clear strategic roadmap, we are confident of delivering sustainable long-term growth and creating enhanced value for all stakeholders.

- Anuj Sawhney
Managing Director

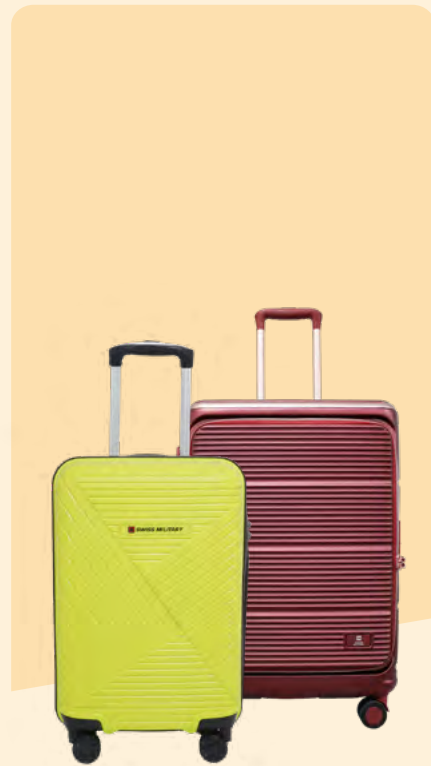


The Momentum Continues

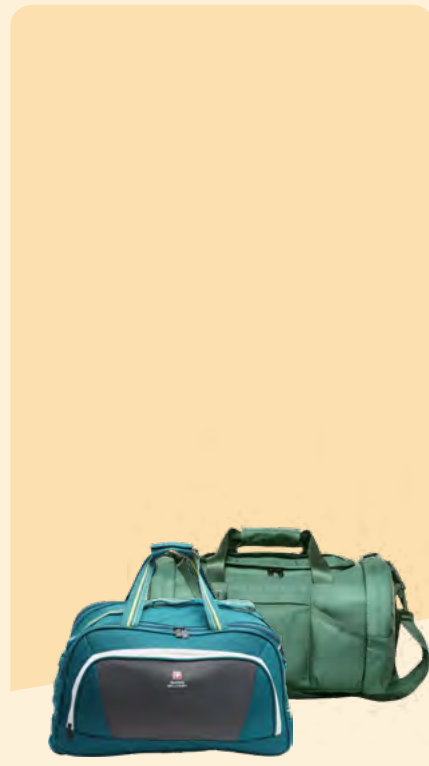
Strategic Focus

Swiss Military is strategically focused on the travel gear category to strengthen expertise, drive innovation, and expand its market presence across India.

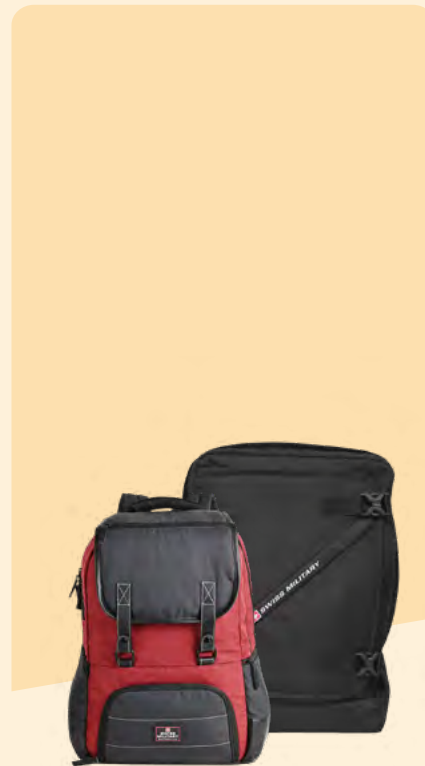
Focused Category:



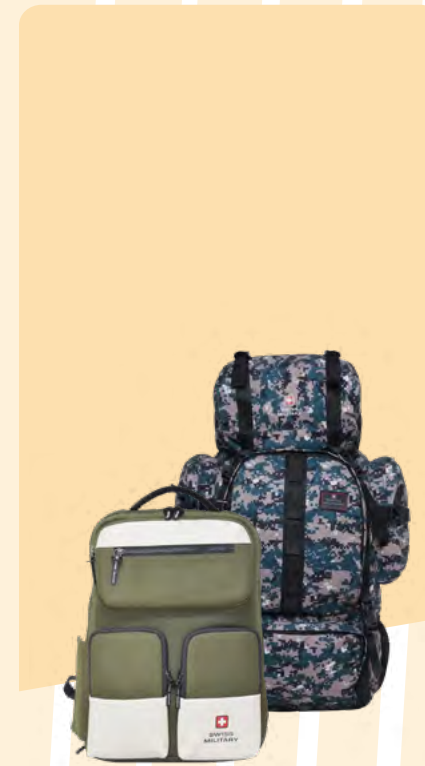
Hard Luggage



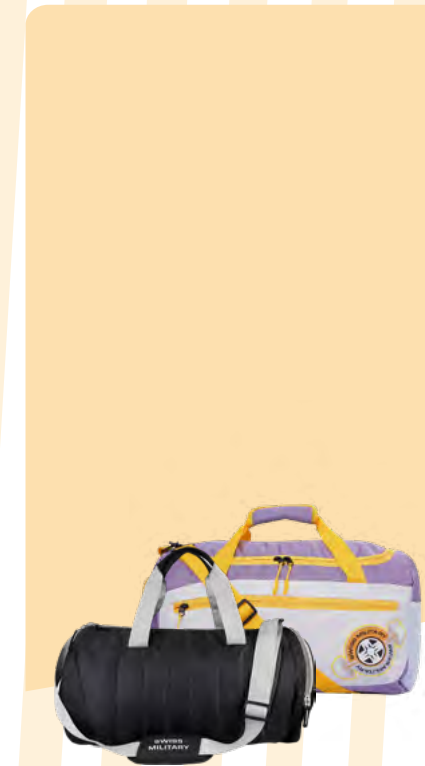
Soft Luggage



Laptop Overnighters



Backpacks



Sling Bags / Duffles



Travel Accessories



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Refreshed **Product Strategy**

The refreshed product strategy is centred on modernising the luggage and travel gear portfolio through contemporary designs, enhanced functionality, and expanded category offerings. The strategy also focuses on globally aligned materials, streamlined product ranges, and market-specific innovations to enhance competitiveness and drive sustainable growth.

8

New Luggage Models

- 01 Black Gold Collection**
Targets sophisticated urban consumers with premium styling.
- 02 Gen Z & Millennial Series**
Fast-growing demographic-specific designs and colour ranges.
- 03 Tier-2 & Tier-3 Reach**
New series catering to emerging city markets across India.





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Market-Centric **Transformation**

12

Backpack & Sling Models

- 01 Materials**
Polycarbonate & polypropylene — global styling with advanced function.
- 02 Catalogue Streamlined**
Shifting from Legacy products to modern and globally aligned SKUs.



Strategic Outcome

Operational Excellence+ Digitally Integrated
Manufacturing+ Revenue & Margin Optimisation

Our **New Collections**

Swiss Military introduces a new range of lightweight, durable and versatile travel gear that combine its signature styling with sleek and minimalist design.



Strengthening Distribution & Retail Presence

01

Pan-India Warehousing

Built in partnership with our pan-India logistics network to strengthen nationwide distribution, accelerate efficiency, and optimise operational performance.

02

Retail Team Build-Out

Swiss Military targets full activation across North, Central, and West India by mid-2026, with nationwide expansion across South, East, and North-East India by year-end.

03

Large Format Retail Entry

Aggressive entry into LFR chains, specialty stores, multi-brand outlets, and shop-in-shop formats.





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Broadening **Consumer Reach**

01

Exclusive Brand Outlets

EBO rollout began in Q3 FY2026 for creating immersive Swiss Military retail experiences across India.

02

New Sub-Brand Launch

The sub-brand will strengthen Swiss Military's presence across Tier-2 and Tier-3 cities while expanding its reach in the broader travel gear market.





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Retail Network Expansion

We are enhancing brand visibility and elevating customer experience with an ambitious plan to open Brand Outlets (EBOs) across India's top cities by FY29.

50

Upcoming Brand Outlets
(EBOs) across India.

Strategic Outcome

Stronger market presence + Better
customer experience



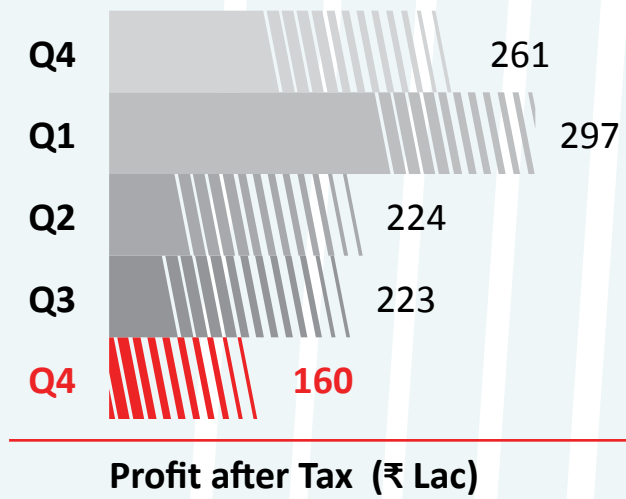
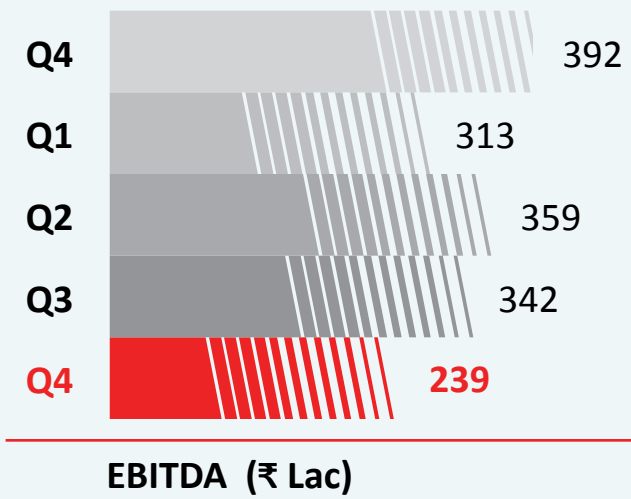
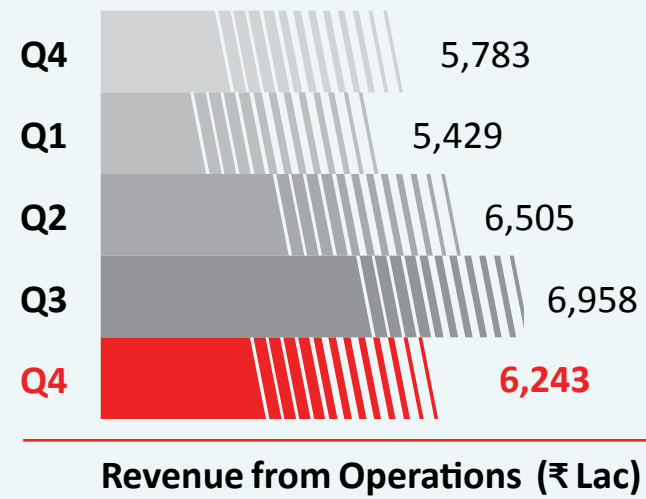


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Strengthening the Foundation

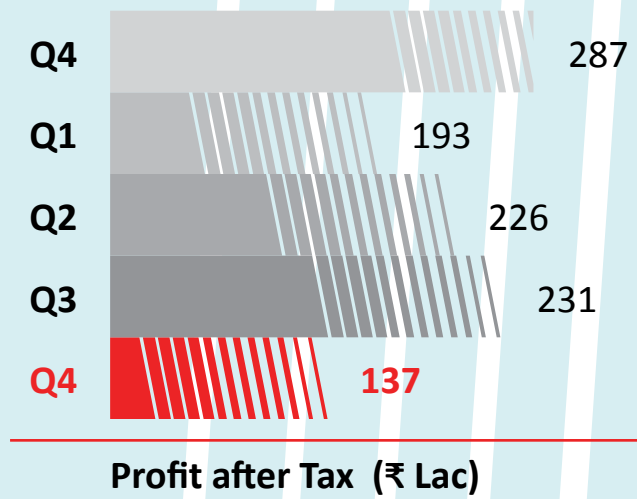
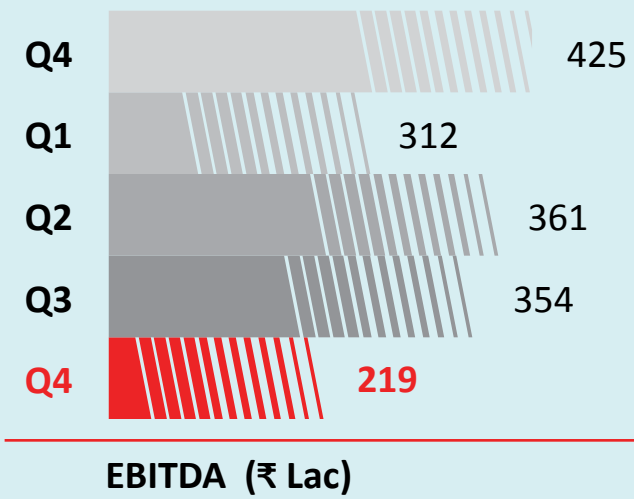
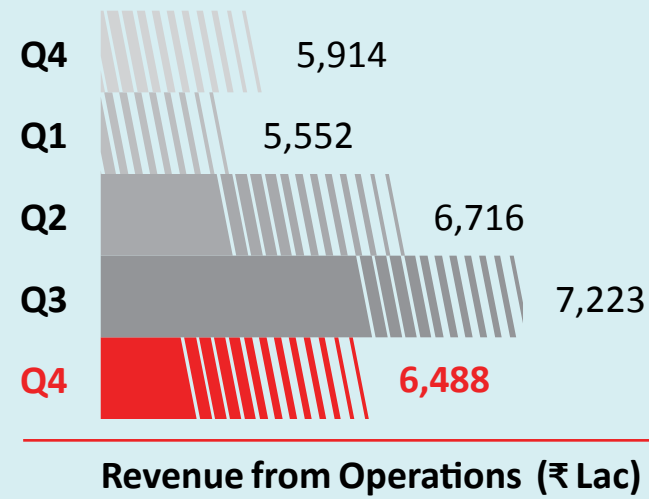
Steady Quarterly Performance

(Standalone)



Steady Quarterly Performance

(Consolidated)



About **the Company**

15+

Manufacturing partners

1,500+

Product skus

200+

Cities of presence

19+

Major Distributors

3400+

multi-brand outlets

15+

E-commerce portals
marketing our products



Our Motivation



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.

Our Core Strengths

01

Harness omnichannel marketing to engage target customers

02

Licensed partner of the globally recognised Swiss Military brand in India

03

In-house manufacturing capabilities

04

Strategic partnerships with white-label manufacturing partners





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Market **Scope**

A Market Potential Ahead

5.2 billion

Expected visits in domestic tourism by 2030.

US\$ 125 billion

Travel market projected to reach by 2027.

US\$ 130.6 billion

India's travel accessories market size by 2033.



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Market Trends

An uplift in disposable incomes, tax relief and easing inflationary pressures, is redirecting consumer sentiment across the market.

Expanding Consumption Trends

US\$ 10,000

An annual disposable income of around 25.8% of Indian households will have by 2027.

70%

Growth in per capita income by 2030.

US\$ 410 billion

Indians to spend on travel by 2030.

Infrastructure Momentum

50+

New air ports planned to operationalise by 2030.

500

Railway Station to be redeveloped by 2027.

1,300

Railway Station is under development of “Amrit Bharat Scheme”



The Business **Travel Market**

India's business travel market is soaring alongside a growing economy, where expanding enterprises, stronger global connections, and seamless digital platforms are shaping a dynamic and evolving travel landscape.

The Market Dynamics:

- Rising startup and entrepreneurial activity is increasing demand for business travel and networking opportunities.
- Growing preference for corporate travel management services to improve travel efficiency and optimise costs.
- Increasing adoption of digital travel management platforms for compliance, expense tracking, and analytics.
- Growing "Bleisure" trend, with professionals extending business trips into leisure travel.
- Strong expansion of the Meetings, Incentives, Conferences, and Exhibitions (MICE) segment across major urban and business hubs.

Market Share

By Segment Type

63%

Managed Business Travel.

By Purpose Type

32%

Internal Meetings.

Market Share

By Travel Type

55%

Group Travel.

By End User Type

71%

Corporate Travel.

By Region Type

28%

North India.

The Leisure **Market Landscape**

India's tourism sector witnessed strong momentum, as inbound travel steadily recovered and domestic tourism reached new milestones

Government Initiative

₹550 crore

Allocated to revive unserved airstrips in Budget 2026.

₹2,103 crore

Funds proposed to the Ministry of Civil Aviation in Budget 2026.

164

Operational airports till January 2026.

Adventure Tourism

4.2%

Share of market revenue held by India in 2025.

Domestic Tourism

4,548 million

Domestic tourist visits in India in 2025.

54%

Increase from previous year.

9,500 million

Poised to reach by 2030.





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**THANK
YOU**

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Email: investor@swissmilitaryshop.com*

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