

**Regd. Office:**

411, Arunachal Building,  
19 Barakhamba Road,  
Cannaught Place New Delhi-110001

**Corp. Office :**

Plot No. 10, Sector 156  
Noida (GB Nagar)-201307

**Works :**

Plot no. 102, Sector-07, IIE,  
Sidcul Haridwar, 249403  
India

**Date: -02<sup>nd</sup> February 2026**

<b>BSE Limited</b> Dalal Street, Phiroze Jeejeebhoy Towers, Mumbai 400 001 <b>Scrip Code: 543923</b>	<b>The National Stock Exchange of India Limited</b> Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051. <b>Symbol: IKIO</b>
--	--

**Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Presentation Q3 & 9MFY26**

Dear Sir/Ma'am,

With Reference to our letter dated 24th January 2026 and Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, an investor presentation is attached for the information of the investors.

The same is also being hosted on the Company's website at <https://ikiotech.com/investormeet-and-earning-call>.

You are requested to take the same on record.

**Thanking You,  
For IKIO Technologies Limited**

**Sandeep Kumar Agarwal  
Company Secretary & Compliance Officer**



Diversifying Business. Reinforcing Growth.



Investor Presentation | Q3 & 9MFY26

*This presentation and the accompanying slides (the “Presentation”), which have been prepared by **IKIO Technologies Ltd** formerly known as ‘IKIO Lighting 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.*

*Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.*



01.

Q3 & 9MFY26 Highlights



02.

Company Overview



03.

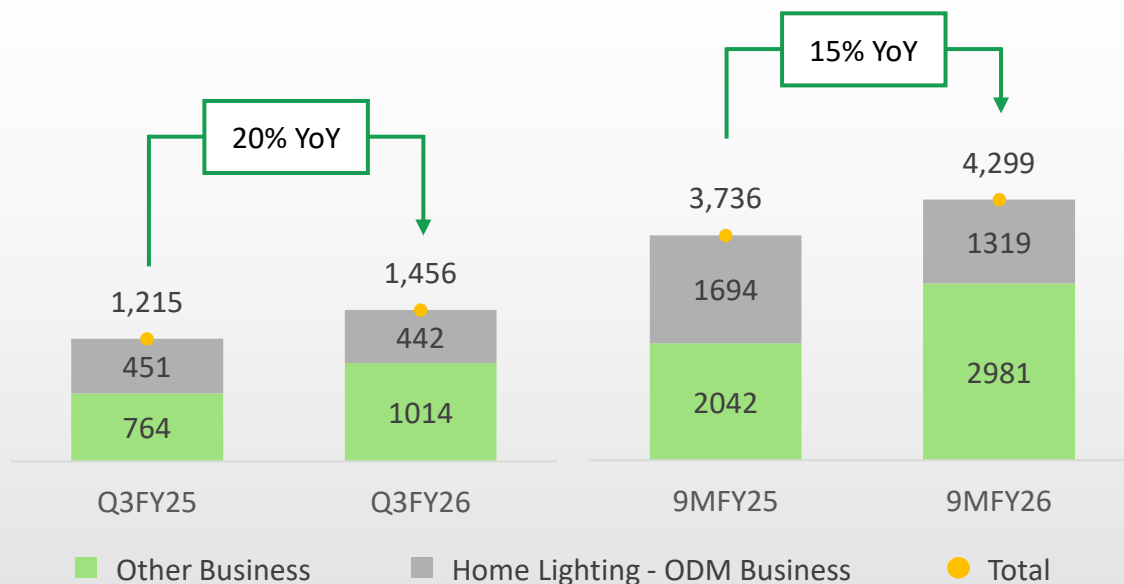
Industry Overview





## Q3FY26 Highlights

## Revenue Growth Trajectory Continues in 'Other Business' in line with our Diversification Strategy



### Other Business:

Up **33% YoY** to Rs 1,014 Mn in Q3FY26, and up **46%** to Rs 2,981 Mn in 9MFY26

### Revenue Mix from Other Business Stood:

**70%** in Q3FY26 vs **63%** in Q3FY25

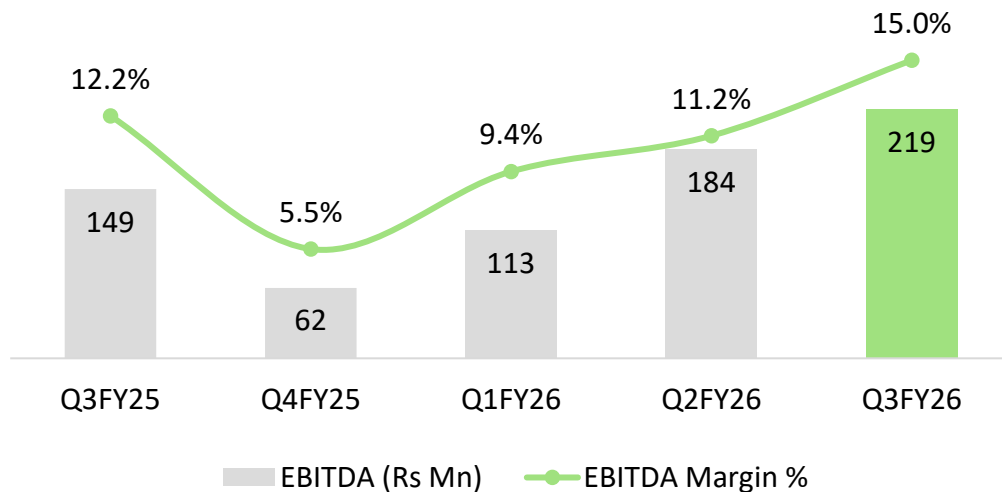
**69%** in 9MFY26 vs **55%** in 9MFY25

## Key Business Updates

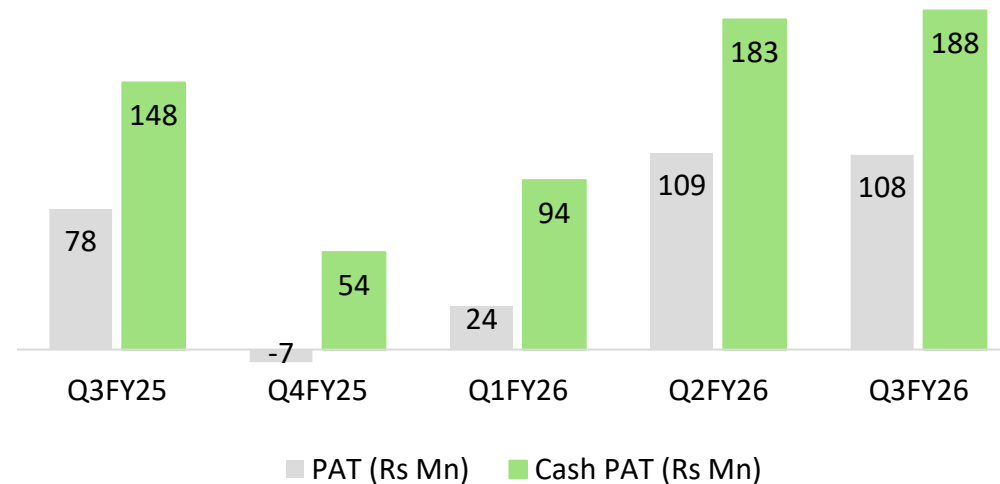
- ✓ **Hearables & Wearables:** Maintains strong momentum driven by new client orders.
- ✓ **Middle East Market:** Sustained strong momentum led by Dubai operations.
- ✓ **Revenue from Outside India** increased to 896 Mn, up 57% YoY in 9MFY26, despite a slowdown in the US amid tariff uncertainty
- ✓ **Marketing and Distribution:** Acquired an 88% stake in Gravus Tech to strengthen marketing and distribution. The acquisition leverages experienced leadership to expand market reach, with minimal capital outlay.

# Improving Profit Margins led by Operating Leverage and Cost Measures

EBITDA (Rs Mn) & EBITDA Margin (%)



PAT (Rs Mn) & Cash PAT (Rs Mn)



- EBITDA grew **47% YoY** and **19% QoQ** to **Rs 219 Mn**, with EBITDA margin expansion to **15%** (up 280 Bps YoY and up 383 Bps QoQ)
- PAT grew **38% YoY** to **Rs 108 Mn**, with PAT margin expansion to **7.4%** (up 98 Bps YoY and up 76 Bps QoQ)
- Cash PAT grew **27% YoY** and **3% QoQ** to **Rs 188 Mn**



# Consolidated Profit & Loss – Q3 & 9MFY26

Particulars (Rs Mn)	Q3FY26	Q3FY25	YoY%	Q2FY26	QoQ%	9MFY26	9MFY25	YoY%	FY25
<b>Revenue from Operations</b>	<b>1,456</b>	<b>1,215</b>	<b>20%</b>	<b>1,642</b>	<b>-11%</b>	<b>4,299</b>	<b>3,736</b>	<b>15%</b>	<b>4,859</b>
Raw Material Expenses	813	652		1,068		2,642	2,192	21%	2,815
<b>Gross Profit</b>	<b>643</b>	<b>564</b>	<b>14%</b>	<b>574</b>	<b>12%</b>	<b>1,657</b>	<b>1,544</b>	<b>7%</b>	<b>2,048</b>
<i>Gross Margin (%)</i>	<i>44.2%</i>	<i>46.4%</i>		<i>35.0%</i>		<i>38.5%</i>	<i>41.3%</i>		<i>42.1%</i>
Employee Expenses	215	157		223		624	500	25%	683
Other Operating Expenses	209	258		167		518	506	2%	765
<b>EBITDA</b>	<b>219</b>	<b>149</b>	<b>47%</b>	<b>184</b>	<b>19%</b>	<b>516</b>	<b>538</b>	<b>-4%</b>	<b>600</b>
<i>EBITDA Margin (%)</i>	<i>15.0%</i>	<i>12.2%</i>		<i>11.2%</i>		<i>12.0%</i>	<i>14.4%</i>		<i>12.3%</i>
Depreciation	80	70		74		224	182	23%	243
Finance Cost	20	23		19		60	67	-10%	84
Other Income	30	38		43		93	127	-26%	151
<b>Profit Before Tax</b>	<b>148</b>	<b>94</b>	<b>58%</b>	<b>135</b>	<b>10%</b>	<b>325</b>	<b>416</b>	<b>-22%</b>	<b>424</b>
Tax expenses	40	16		26		84	85	-1%	100
<b>Profit After Tax</b>	<b>108</b>	<b>78</b>	<b>38%</b>	<b>109</b>	<b>-1%</b>	<b>240</b>	<b>331</b>	<b>-27%</b>	<b>324</b>
<i>PAT Margin</i>	<i>7.4%</i>	<i>6.4%</i>		<i>6.6%</i>		<i>5.6%</i>	<i>8.9%</i>		<i>6.6%</i>

# Consolidated Balance Sheet

Liabilities (INR Mn)	Consolidated	
	Mar-25	Sept-25
<b>Total Equity</b>	<b>5,620</b>	<b>5,787</b>
Share Capital	773	773
Other Equity	4,848	5,014
<b>Non-Current Liabilities</b>	<b>294</b>	<b>312</b>
Borrowings	17	15
Lease Liabilities	265	287
Provisions	11	10
<b>Current Liabilities</b>	<b>842</b>	<b>1,180</b>
Borrowings	220	247
Trade Payables	341	517
Other Financial Liabilities	105	178
Other Current Liabilities	174	237
Provisions	1	1
<b>Total Liabilities</b>	<b>6,756</b>	<b>7,279</b>

Assets (INR Mn)	Consolidated	
	Mar-25	Sept-25
<b>Non-Current Assets</b>	<b>2,924</b>	<b>3,201</b>
Plant, Property & Equipment	1,482	1,450
Capital WIP	437	591
Goodwill & Intangibles	52	64
Right of use of Assets	515	547
Financial Assets	12	22
Other Non-Current Assets	426	527
<b>Current Assets</b>	<b>3,832</b>	<b>4,078</b>
Inventories	1,388	1,372
Debtors	1,132	1,303
Cash Eq. and Bank	1,097	883
Other Financial Assets	48	32
Other Current Assets	167	488
<b>Total Assets</b>	<b>6,756</b>	<b>7,279</b>



## Expanding Global Footprint

Forayed into the Gulf market for export of our products under the Product Display segment; **Good Traction.**



## Product Diversification

Forayed into new product categories like Hearables (TWS Earphones, etc.) and Wearables (Smart Watches, etc.). **Good Traction.**



## Greenfield project spanning over ~5 Lac Sq.Ft

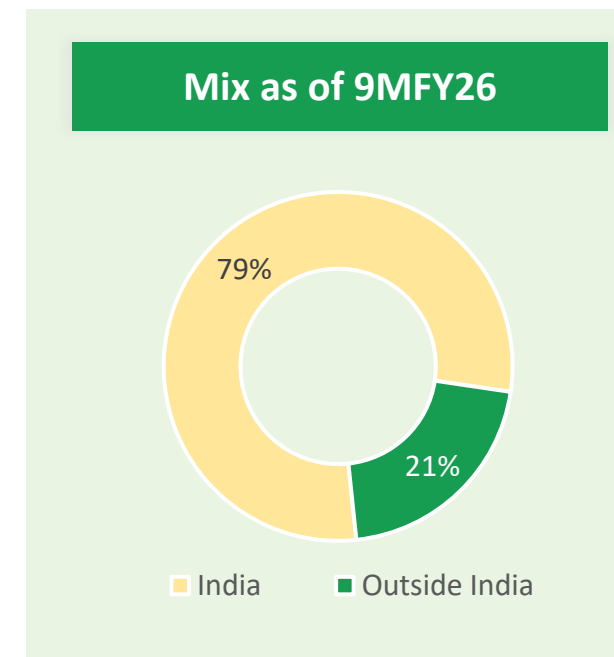
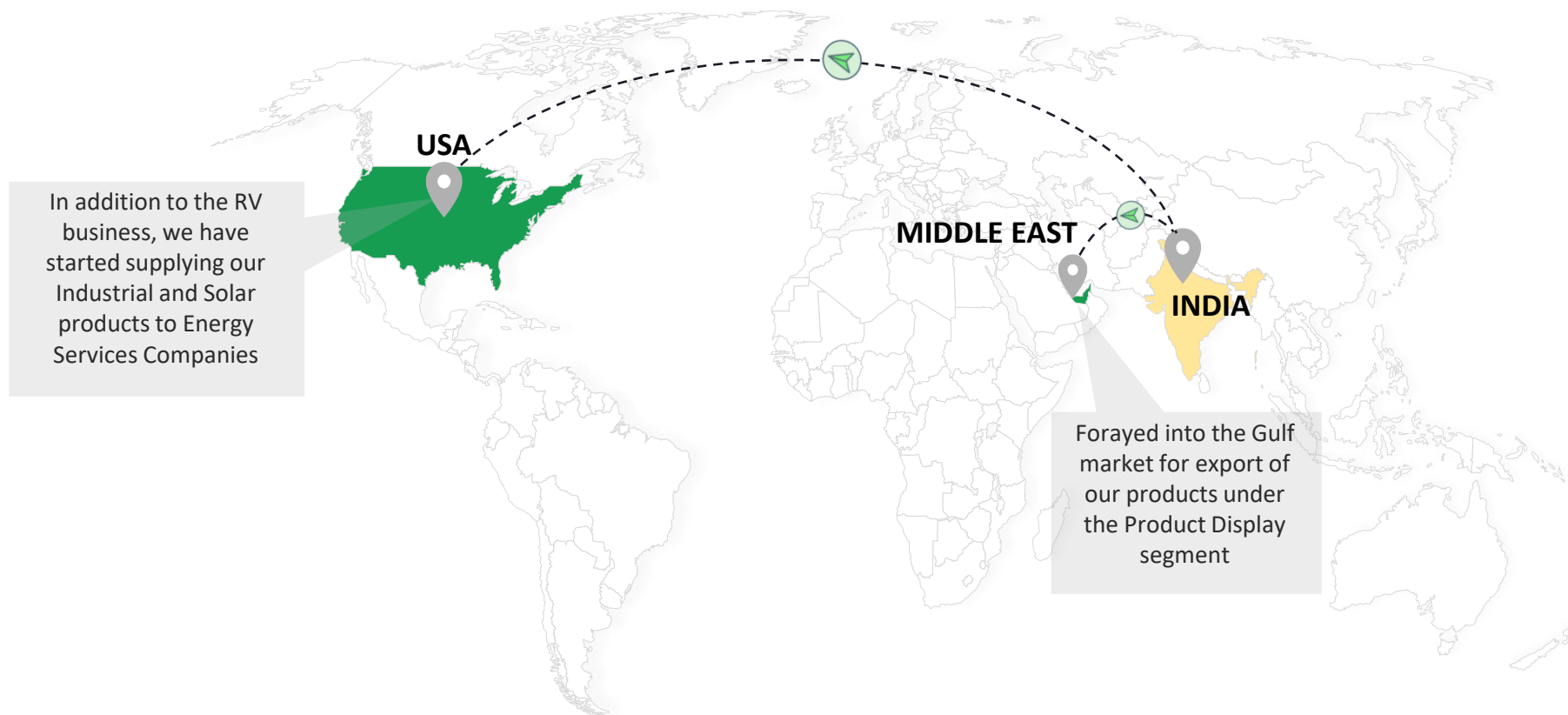
- Commercialised Block I of ~2 Lac Sq. Ft. in May 2024
- Ready to start operational activities in the Block II of ~2 Lac Sq. Ft.



## Backward Integration & Cost Control

- Focus on backward integration to enhance margins and strengthen quality control.
- Focus on cost optimization and operational efficiencies





- ✓ The **Gulf market** continues to witness strong growth momentum driven by **new client additions**, while the Dubai market continues to grow and gain traction.
- ✓ Revenue from Outside India increased to **896 Mn, up 57% YoY in 9MFY26**, despite a slowdown in the US amid tariff uncertainty.



**Earbuds**



**Speakers**





**Headset/ Neck Band**



**Smart Watch**

# Greenfield Project - Block II - Ready to Start Operational Activities

Capacity (Noida)	Size	Current Status	Proposed Activity
Block I 	~2 Lac Sq. Ft	Commercial production started in May 2024	<ul style="list-style-type: none"><li>• Manufacturing of <b>LED Home Lighting, Solar Panel &amp; Systems, and other New Product Lines.</b></li><li>• <i>This facility is aimed at enhancing our export business and for new product development in the domestic market.</i></li></ul>
Block II 	~2 Lac Sq. Ft.	Ready to start operational activities	
Block III	~1 Lac Sq. Ft.	Construction progressing as planned	
Total	~5 Lac Sq. Ft.		



*Installed Solar Rooftop Panel of 200 KVA at the New Facility, for Captive use*



Site Pictures: Block I at Plot No 10, Sector 156, Noida, Gautam Budh Nagar, Uttar Pradesh

*Successfully completed the IPO of INR 6,065 Mn, of which,  
Fresh Issue consisted of INR 3,500 Mn and Offer For Sale by Promoters of INR 2,565 Mn*

*Listed on BSE and NSE with effect from June 16, 2023*

Objects of the IPO	Available for Deployment	Actual Deployment*	Balance for Deployment	Status*
Repayment of Debt	500	500	0	Completed
Investment in New Facility	2,123	1,584	539	In Progress
General Corporate Purposes	638	638	0	Completed
<b>Total</b>	<b>3,261</b>	<b>2,722</b>	<b>539</b>	

*\*As of December 31, 2025; \*\*Net of IPO Expenses*

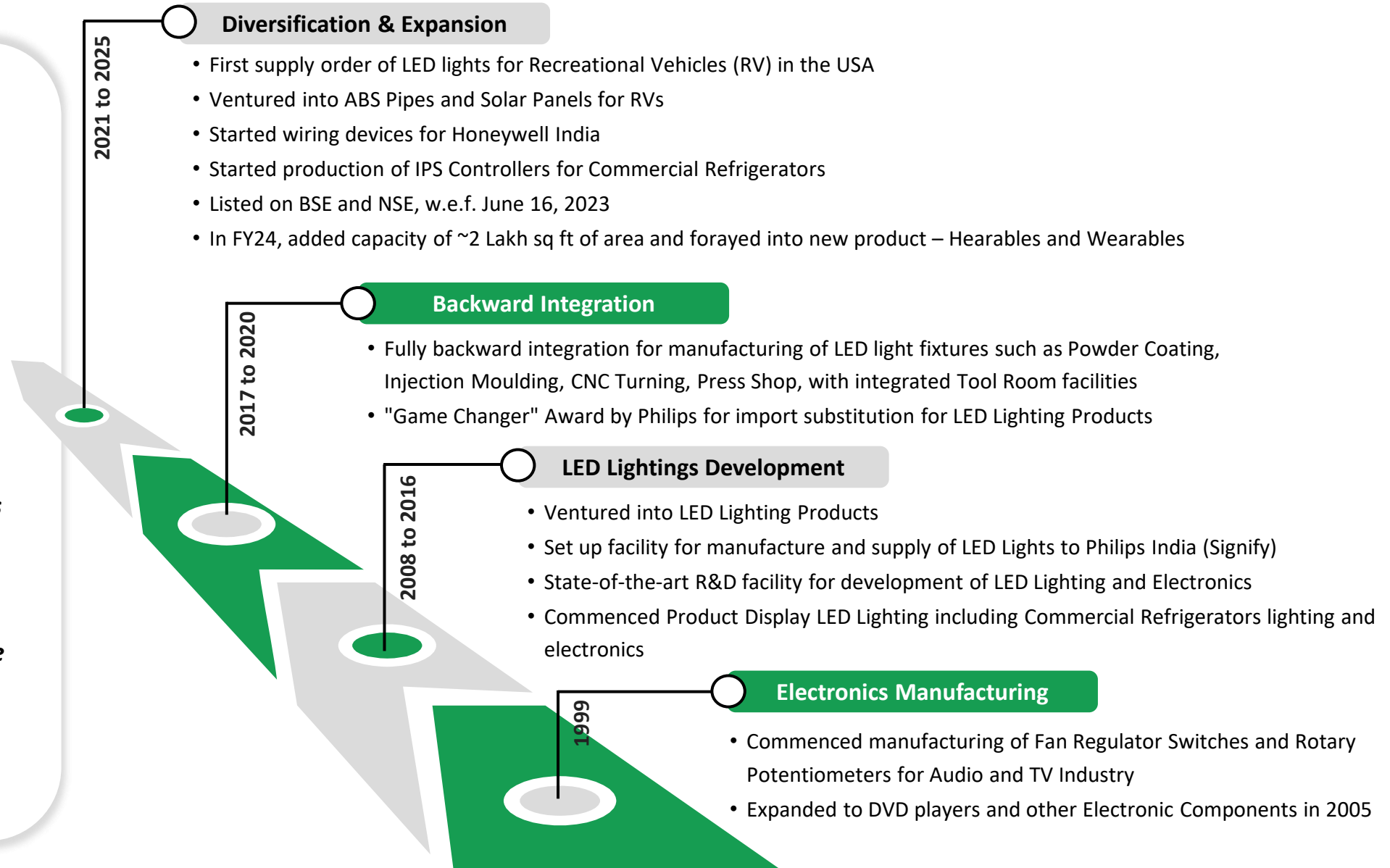


# Company Overview

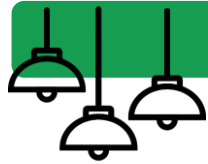


## Our Vision

*To be a preferred  
manufacturing and solutions  
provider of Lighting, Energy-  
efficient Products, and  
Hardware Components in the  
Global Marketplace.*



One of India's leading **ODM (Original Design Manufacturer)** that designs, develops, manufactures and supplies products (mainly LED Lightings) sold under customer brand. Strong in-house R&D department enables further integration through **Process and Product Development**.



## LED Lighting Solutions

- High-End Home Decorative LED Lights
- Indoor and Outdoor Lights
- LED Lights for RVs



## Product Display Lighting

- Interior LED Lights for product display including Commercial Refrigeration (CR)



## Energy Solutions & Others

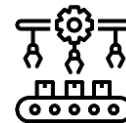
- Solar Panels for RVs
- ABS Pipes for RVs
- IPS Stabilisers for CR
- Rotary Switches
- Fan Regulators & Assembly
- Lithium Battery
- USB Chargers



~25 years of Relevant Experience



Strong and diversified product offering of over **2,000+ SKUs**



5 well-integrated facilities spread over ~5 Lac Sq. Ft.






In-house **R&D and Product Design** team of ~50+ employees



Consistent Growth in Revenue with **Strong Fundamentals**

# Product Offering | Well-Diversified Basket of Over 2,000+ SKUs...

LED Lighting Solutions		Energy Solutions & Others		
Product Display Lighting				
High-End Home Decorative				
				
For Commercial Refrigeration				
				
RV - Solar Panels				
				
RV- ABS Pipes				
				
IPS Stabilisers for CR				
				
RV- LED Lights				
				
For Other Products				
				
Rotary Switches				
				
Fan Regulators & Assembly				
				
Lithium Battery				
				
USB Chargers				
				

## Other LED Lighting Manufacturers



Basic Lighting



Mid-Range Lighting

## IKIO Operates at the Top End of the LED Lighting Offerings



### High-End Home Decorative Lighting

#### Functional Lightings\*

- Recessed Spotlights
- Track Lights
- Strip Lights
- Linear Lights
- Outdoor Lights
- Pendant Lighting
- Wall Scones
- Table and Floor Lamps



### Specialised Lighting

#### Product Display Lighting for:

- Commercial Refrigeration
- Other Products

#### LED Lights for RVs

#### Battery Operated Products:

- Rechargeable Lights
- Inverter Bulbs

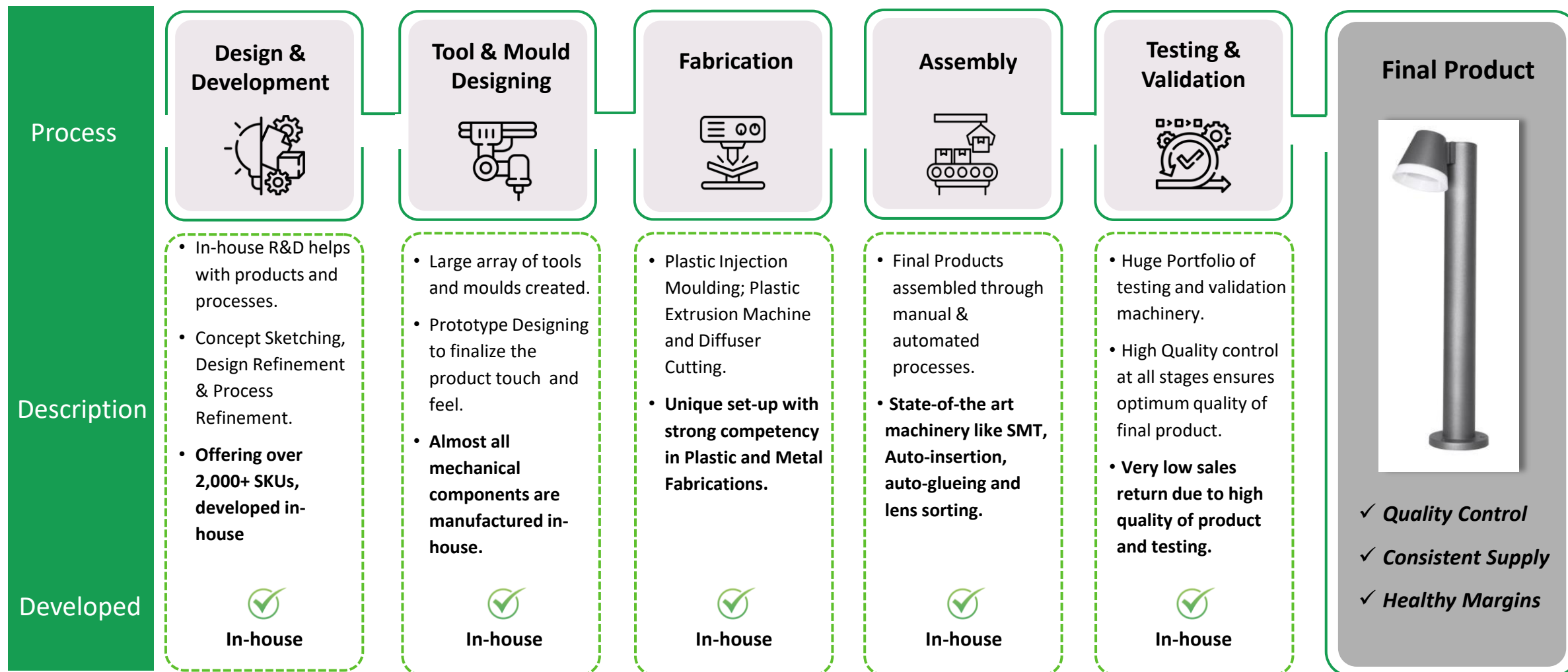
+



### Non-Lighting Products

- Solar Panels
- IPS Controllers
- Rotary Switches
- Fan Regulators & Assembly
- Lithium Battery
- USB Chargers

\* Please refer to Annexure (Slide #30) for description



***“We are a Proud Supporter of the ‘Make in India Campaign’”***

# ...At State-of-the-Art Manufacturing Facilities Spread Over ~5 Lac Sq. Ft.

## SIDCUL, Haridwar (42,517 Sq. Ft.)



### Key Products:

- ✓ LED lights
- ✓ Regulator & switches

## Noida (1,12,077 Sq. Ft.)



### Key Products:

- ✓ Refrigeration LED Lightings & Controls
- ✓ LED Module
- ✓ Drivers
- ✓ IPS Controller

## Noida (80,000 Sq. Ft.)



### Key Products:

- ✓ Regulator
- ✓ Switches
- ✓ Backward integration processes like Tool Room, Injection Moulding, Powder Coating, CNC Machining, etc

## Noida (57,171 Sq. Ft.)



### Key Products:

- ✓ LED Lights (RV)
- ✓ Solar Panels
- ✓ ABS Pipes for RV

## Noida (2,00,000 Sq. Ft.)



### Key Products:

- ✓ LED Home Lighting
- ✓ Solar Panel Systems
- ✓ Other New Product Line

**Commissioned in  
May 2024**

# Experienced Board of Directors, supported by Professional Team



**Hardeep Singh** | *Chairman and MD*

More than two decades of experience in the manufacturing of television kits, electronic components, and LED lighting. oversees the overall functions of the Company and is responsible for overseeing the strategic growth initiatives and expansion plans.



**Surmeet Kaur** | *Whole Time Director & Promoter*

Holds a Bachelors' degree in Arts (Honours) from University of Delhi. She has been associated with the Company since inception and is responsible for management of Human Resources.



**Sanjeet Singh** | *Whole Time Director, CEO and CFO*

Holds a Bachelor's degree in Commerce from University of Delhi. He has been associated with the Company since February 1, 2019. He oversees the overall operations of the Company.



**Chandra Sekhar Verma**  
*Independent Director*

He is a qualified Cost and Management Accountant and Company Secretary. He has previously served as Chairman and Managing Director of Steel Authority of India Limited.



**Kishor Kumar Sansi**  
*Independent Director*

Previously he was the Executive Director of Punjab & Sind Bank and the Managing Director and Chief Executive Officer of Vijaya Bank and has years of experience in Public Sector Banks.



**Rohit Singhal**  
*Independent Director*

He holds a bachelor's degree in Bachelor of Commerce from Delhi University. He is a qualified Chartered Accountant and has over 12 years of experience as a practicing Chartered accountant.



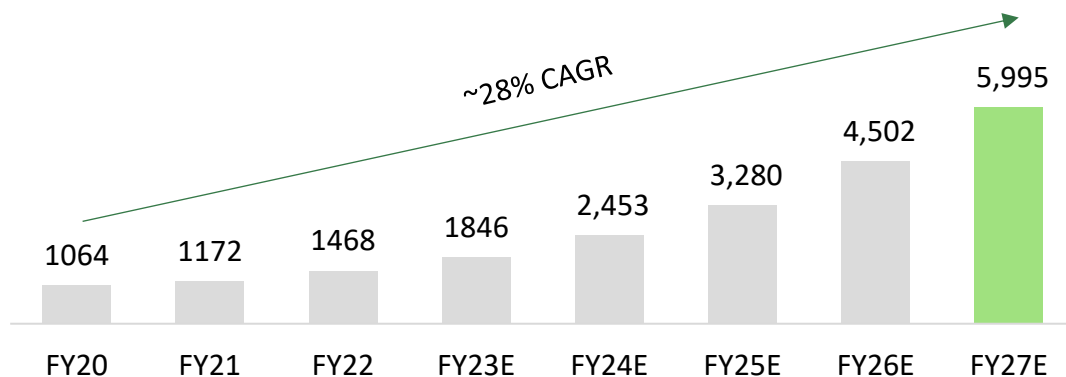
**Dr. Rachana Chowdhary**  
*Non-executive Independent Woman Director*

Ph.D. in Global Marketing & Communications, diplomas in PR and Sales & Marketing. Founder of MVW Network International Pvt Ltd, with 20+ years of experience.

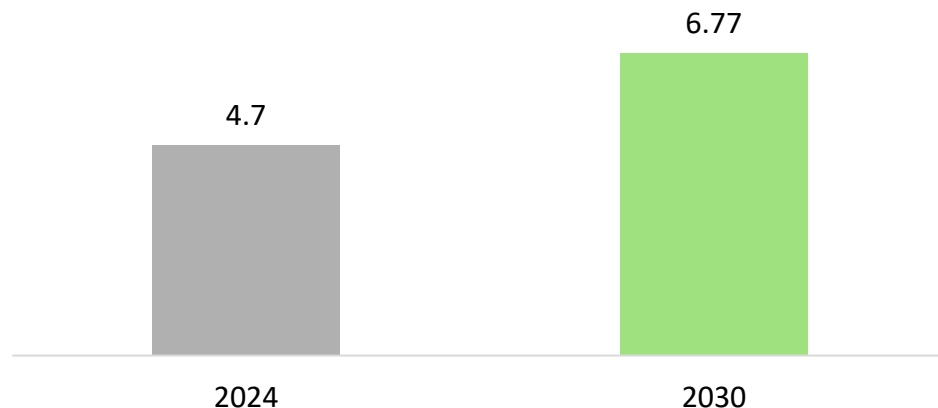


# Industry Overview

The Indian EMS market (Rs Bn) is estimated to growth at 28% CAGR



India's LED market is estimated to grow at ~6.3% CAGR (\$ Bn)

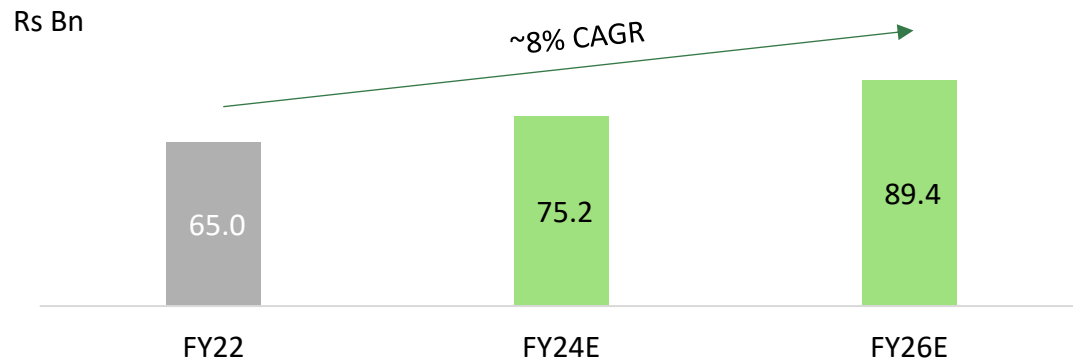


...Led by Factors Such As

1. China +1 Strategy
2. Development of electronics ecosystem by global and domestic players
3. Government incentives and schemes
4. Import substitution
5. Supply chain realignment
6. Component manufacturing / lead time
7. Local value addition

1. Growth in housing sector propelled by rise in nuclear families, urbanization, and increasing per capita income.
2. Domestic automotive brands promoting economical passenger & CV
3. Incentives like 100% loan approvals and tax incentives on interest payments are driving sales of EVs, thus supporting the growth of LED
4. Affordability of cars and the dominance of the two-wheeler segment
5. Increasing FDI and emphasis on efficient lighting
6. Government initiatives such as UJALA
7. Schemes like the Mission for Integrated Development of Horticulture promote greenhouse farming

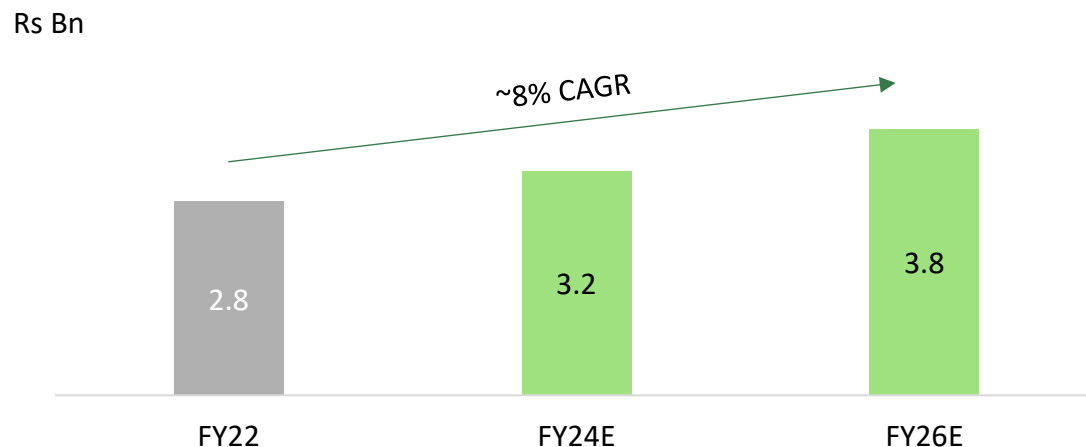
## Indian CR industry to grow rapidly...



## ...Led by Factors Such As

1. Changing Food habits
2. Growth in Food processing Infrastructure
3. Booming organized Food retail and QSR Segment
4. Increase in usage of CR Products in unorganised retail

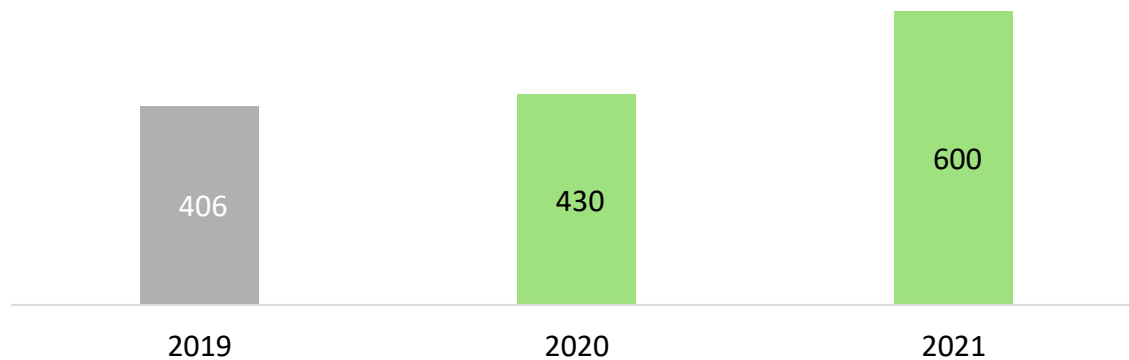
## Lighting Solutions in CR Industry to grow In-line



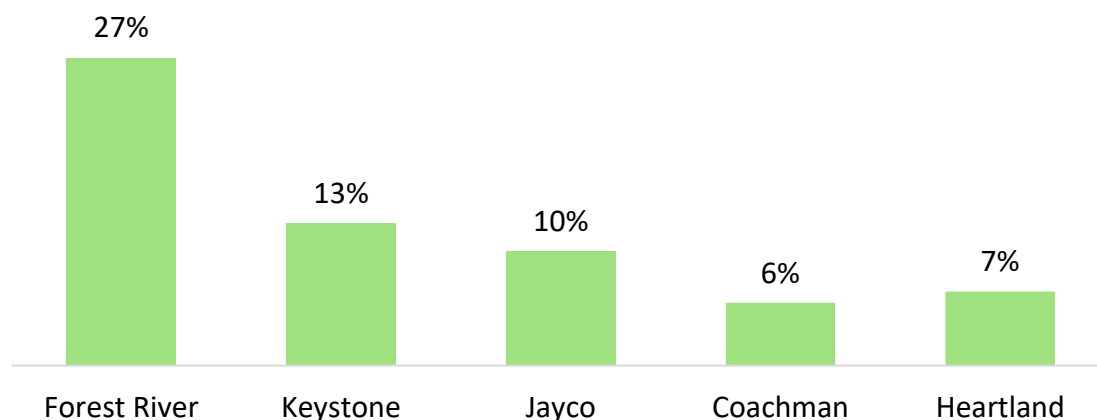
*IKIO Group is a major player in the CR Lighting Solutions and is well-placed to capture further market share by Expanding Product Offerings*



RV Sales Trend in the USA (in '000s)



Key Players Market Share – Travel Trailer



## ...Led by Factors Such As

1. Rapid expansion of tourism industry
2. Advances in technology
3. Increasing number of recreational parks
4. Surge in commercial trailer rental services
5. “America the beautiful” initiative from US Government
6. Developing trail network



*IKIO Group caters to the distributor of USA's largest RV player (Forest River) and is well-placed to capture further wallet share by Expanding Product Offerings*



# Description of High-End LED Lights – Functional Lighting



**Recessed Spotlights:** These are lights that are installed in hollow opening created in the ceiling. They usually have three main components: housing, trim and the bulb. The housing is what is hidden behind the ceiling, and they also have the electrical fixtures inside.



**Track Lights:** Track lights are lights that uses a track for support on the ceiling. These rails are used to provide electricity to each of the fixtures. They can either be mounted on the ceiling or on the wall.



**Cove Lights:** This lighting technique is one of the basic lighting techniques where the lights sit inside a cove and are directed to the ceiling. In many cases it is also referred to as ambient lighting or luminescence.



**Linear Lights:** Linear lights are typically long and are easily available. They are suspended lights, surface mounted or as recessed lights.



**Outdoor Lights:** These are lights that are typically used where ceilings are tall, and the intensity of the light is enough so that it can spread out over a large area or a focused area.



**Recreational Vehicles Lights:** LED lights are a popular choice for RVs because they are energy efficient and can provide bright illumination.



**Commercial Refrigeration Lights:** LED bulbs are a great choice for freezer or refrigerator light bulbs since they thrive in colder environments.



---

Mr. Sandeep Agarwal

**IKIO Technologies Limited**

Phone: +91 20 4116186

[secretarial@ikiotech.com](mailto:secretarial@ikiotech.com)

CIN NO.: L31401DL2016PLC292884

**THANK YOU**



---

Pooja Sharma / Suyash Samant

**Stellar IR Advisors Pvt. Ltd.**

Phone: +91 22 62398024

[pooja.sharma@stellar-ir.com](mailto:pooja.sharma@stellar-ir.com)

[suyash@stellar-ir.com](mailto:suyash@stellar-ir.com)