

Ref: OEL/BSE-NSE/2026-27/10

May 8, 2026

National Stock Exchange of India Limited

Exchange Plaza, 5th Floor,
Plot No. C/1, G Block
Bandra Kurla Complex
Bandra (E), Mumbai 400051

BSE Limited

Phiroze Jeejeebhoy Towers
Fort, Dalal Street
Mumbai – 400001

Symbol: ORIENTELEC

Scrip Code: 541301

Dear Sir/ Madam,

Sub.: Investors' Release – Audited Financial Results –March 31, 2026.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), please find enclosed herewith the copy of Investors' Release on the Audited Financial Results of the Company for the 4th quarter and financial year ended March 31, 2026.

Investors' Release will also be available on the website of the Company, www.orientelectric.com.

You are requested to take the enclosed document on your record.

Thanking you,

For **Orient Electric Limited**

Diksha Singh
Company Secretary

Encl.: as above

EARNINGS PRESENTATION

Q4 & FY26

May 8th, 2026





Strategy in Action | Q4 FY26 Key Updates

Diversification Engines continue to Scale, offsetting seasonality



Portfolio & Category Performance

- **Lighting:** B2C double-digit growth; B2B supported by healthy enquiry pipeline
- **Switchgear & Wires:** Strong double-digit growth; wires revenue grew by ~2X
- **Fans:** High single-digit growth driven by DTM states, leading to market share gains
- **Appliances:** Growth led by double-digit growth in heating products



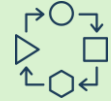
Innovation & Premiumisation

- **Premium mix:** ~35% contribution in fans driven by strong focus on premiumisation
- **NPD:** Contributed ~23% to fans revenues
- **BLDC fans:** Grew >50%, driven by new launches
- **Luminaires:** 68% mix (+500 bps YoY), driven by premiumisation and NPDs



Market Access, Brand & Service

- **E-commerce & Exports:** Double-digit growth momentum; scaled up presence on Bigbasket
- **DTM expansion:** ~2,800 new retailers added
- **Brand visibility:** Premium audience focus via airports, outdoor media, and digital
- **Samvad:** Service platform enhanced; AI-led capabilities under deployment



Operational Discipline

- **Pricing:** Cumulative ~4% pricing actions taken across categories
- **Sanchay:** Cost-efficiency program delivered ₹68 Cr savings for FY26
- **Margin resilience:** Supported by cost actions and operating leverage



Financial Results | Q4 FY26 Highlights

One Orient: Accelerating our Multi-Engine Growth Portfolio



Quarterly revenue at **₹948 crore, up 10% YoY**; healthy growth in Fans, despite delayed season and strong traction across Appliances, Lighting, SWG & Wires



PAT improves to ₹40 Cr, up 28.9% YoY, driven by operating leverage



Gross Margin at 31.0% marginally impacted amidst elevated commodity prices; calibrated price increase taken to offset inflation



Working Capital Cycle at 31 days



EBITDA margin expands to 8.2%; EBITDA grew by 15.8% to ₹77 Cr, reflecting benefits of cost saving initiatives undertaken



Net Cash at Rs 67 Cr



Q4 FY26					
SALES		ECD		LIGHTING & SWITCHGEAR	
₹948 Cr		₹661 Cr		₹287 Cr	
+10.0% YoY +4.6% QoQ		+7.6% YoY +2.2% QoQ		+16.0% YoY +10.5% QoQ	
GROSS PROFIT	MARGIN	EBITDA	MARGIN	PBT*	MARGIN
₹294 Cr	31.0%	₹77 Cr	8.2%	₹56 Cr	5.9%
YoY +8.4% QoQ +8.6%	-47 bps +115 bps	YoY +15.8% QoQ +14.3%	+41 bps +69 bps	YoY +32.7% QoQ +28.2%	+101 bps +109 bps

4 *Before one-time exceptional items
PBT after exceptional items: ₹54.4 Crore (+29.1% YoY)



FY26					
SALES		ECD		LIGHTING & SWITCHGEAR	
₹3,326 Cr		₹2,294 Cr		₹1,033 Cr	
+7.5% YoY		+5.6% YoY		+12.2% YoY	
GROSS PROFIT	MARGIN	EBITDA	MARGIN	PBT*	MARGIN
₹1,036 Cr	31.1%	₹229 Cr	6.9%	₹139 Cr	4.2%
YoY +4.2%	-98 bps	YoY +12.4%	+30 bps	YoY +24.2%	56 bps



Electrical Consumer Durables



CKA Birla Group

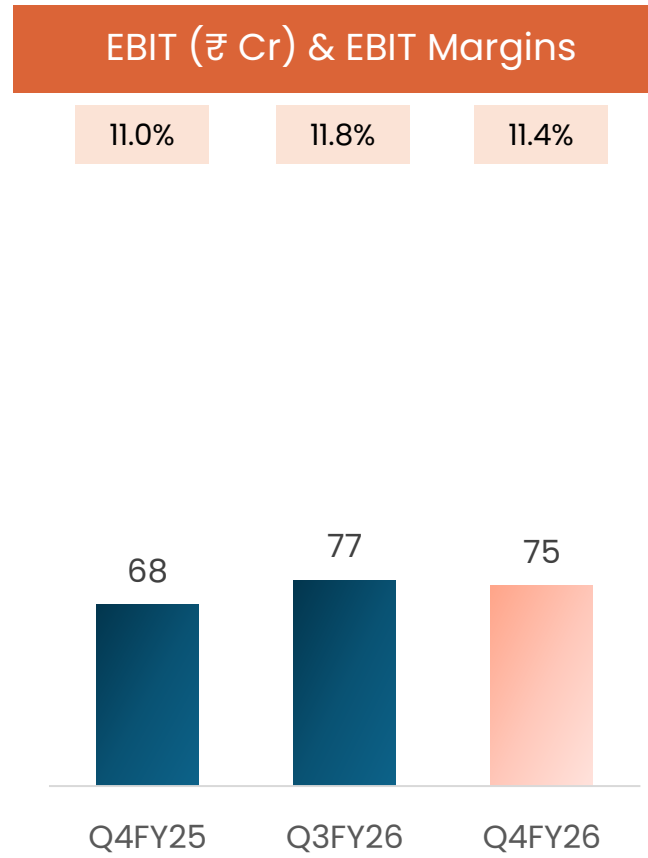
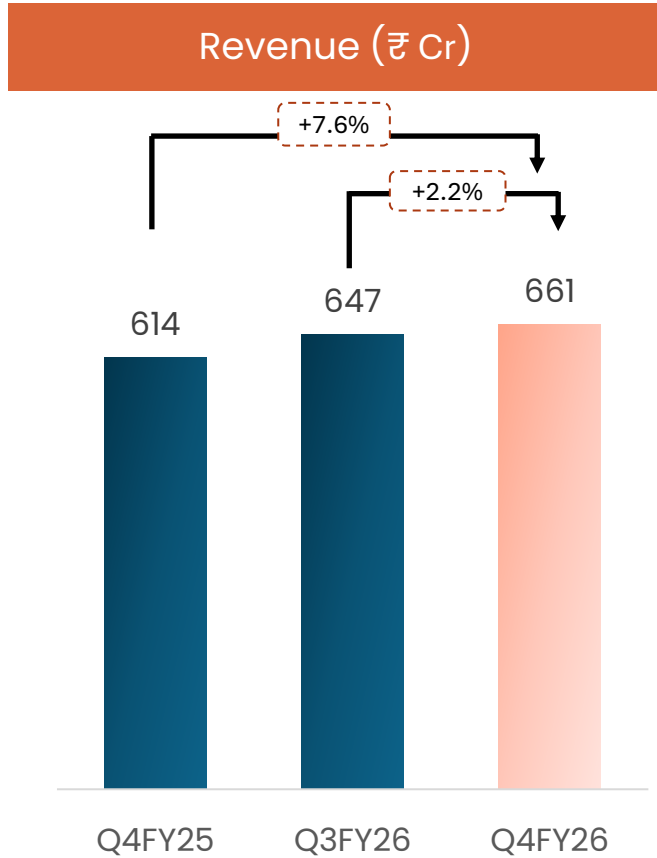


orient
electric



Q4 FY26 Segment Highlights | ECD

DTM Driving Sustainable Market Share Gains, Winning Beyond Seasonality



- **Fans outperformed** the market despite delayed summer, driving **market-share gains**
- **DTM states delivered double-digit growth**, supported by strong regional execution
- **BLDC fans grew >50% YoY**, sustaining robust momentum
- **Premium products now ~35%** of domestic ceiling fan mix
- **~4% calibrated price increases** taken in Q4 FY26 to partially offset input-cost inflation and star ratcheting impact
- **Appliances growth** led by Heating category
- **E-commerce appliances revenue grew high double-digit**, accelerating digital scale-up and widening consumer reach
- **Fan exports grew double-digit**, strengthening international presence



Lighting & Switchgear

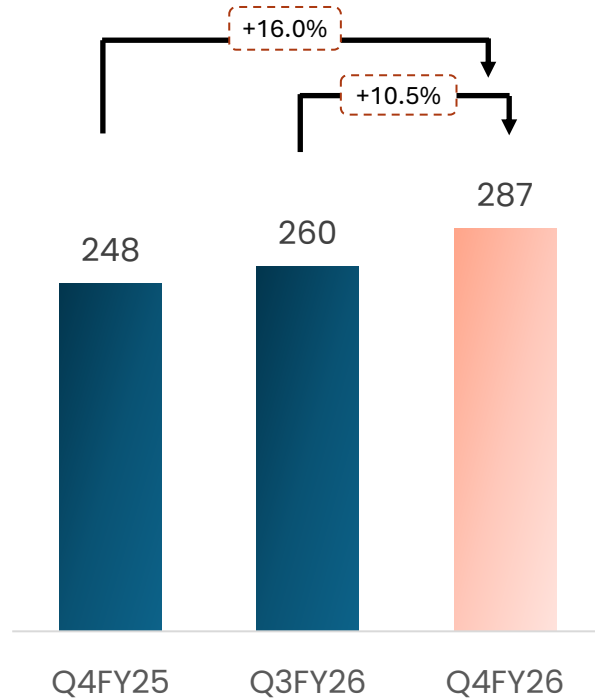




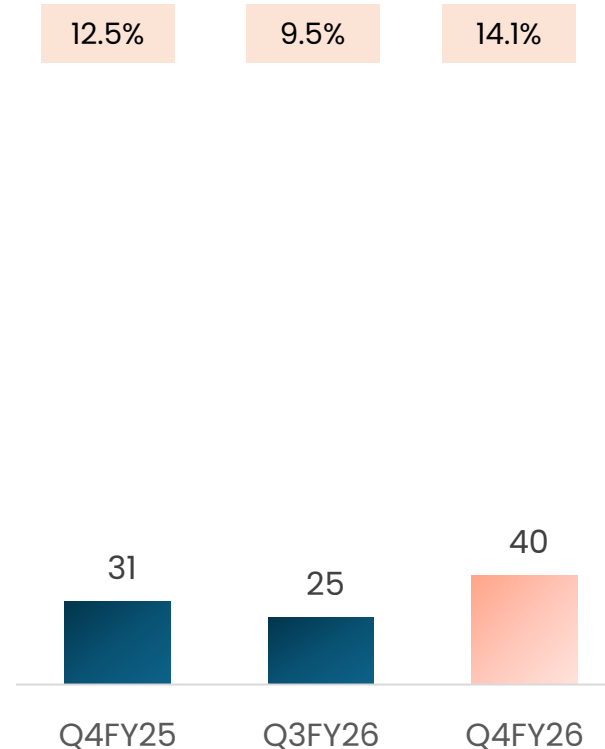
Q4 FY26 Segment Highlights | Lighting & Switchgear

Growth Leadership Powered by Premiumization and Distribution Expansion

Revenue (₹ Cr)



EBIT (₹ Cr) & EBIT Margins



- **Consumer Lighting delivered double-digit growth**, driven by new launches and network expansion, resulting in **market-share gains**
- **Premium mix improved by 500 bps**, reflecting sustained premiumisation momentum
- **Emerging categories accelerated** further: **Wires doubled**, while **Switchgear & Switches** sustained **double-digit growth**
- **Electrician engagement strengthened channel connect**, enabling effective cross-selling across fans & lighting distribution ecosystem
- Overall **EBIT margins expanded by 160 bps**



New Product Development





New Product Launches

ECD – Fans



Aero O2
India's First Oxygen Enriching Fan



Harrier BLDC
Pedestal Fan



Ecotech Neu G 1400mm

Switchgear and Wires

Accessories



Canvas Electromagnetic
Ding-Dong Door Bell



Pebble 2-way
Extension Board



Lunar Stereophonic
Ding Dong Bell



Curve 3-pin Dual
Multi Plug

Switches



Nixa Modular Switches
New colour range



New Product Launches

Lighting



Raya Glow Wall Light
Single/Twin



Raya Candle Wall Light
Single/Twin



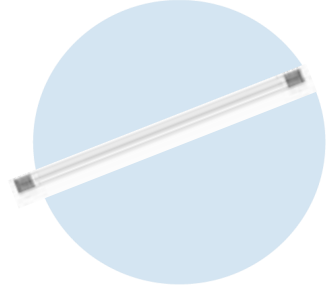
Raya Curve Wall Light
Single/Twin



Raya Neo Wall Light
Single/Twin



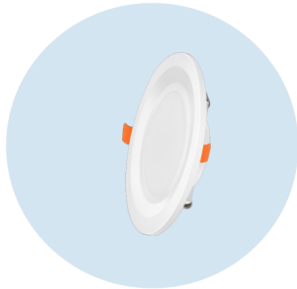
Bed Side Light
3W/6W



Grace Dual Lite Batten
25W



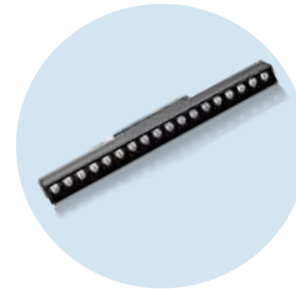
Prism Luna COB
7W/12W



Moonlite Mini Trio Light
6W



Magnetic Track Light
10mm



Magnetic Grill Light
10mm



Magnetic Fold Light
10mm



Magnetic Linear Light
10mm



Marketing Initiatives



Fans wale Orient lights bhi banate hai!





Key Marketing Highlights



Introduced India's First Oxygen Enriching Fan

- Focused marketing in cities where Air Quality is a big concern
- Premium audience targeting at key airports, impactful outdoor locations and digital outreach
- Regional Media in key states – Presence on news channels for state elections in WB, TN and Kerala



Building Awareness for Switchgears

- Digital campaign on Meta and YouTube for our premium range of Eurotech MCB
- Focused influencer engagement strategy with Electrician community



Financial Summary





Profit & Loss Statement

Particulars (in ₹ Crore)	Q4 FY26	Q4 FY25	YoY%	Q3 FY26	QoQ%	FY26	FY25	YoY%
Revenue from Operations	948.3	861.9	10.0%	906.5	4.6%	3,326.4	3,093.7	7.5%
COGS	654.6	590.9	10.8%	636.1	2.9%	2,290.2	2,099.6	9.1%
Gross Profit	293.7	271.0	8.4%	270.4	8.6%	1036.2	994.1	4.2%
Gross Margin %	31.0%	31.4%	-47 bps	29.8%	115 bps	31.1%	32.1%	-98 bps
Employee Expenses	78.9	75.9	3.9%	77.0	2.4%	308.0	306.1	0.6%
Other Expenses	137.4	128.3	7.1%	125.7	9.4%	499.2	484.3	3.1%
EBITDA	77.4	66.8	15.8%	67.7	14.3%	229.1	203.7	12.4%
EBITDA Margin %	8.2%	7.8%	41 bps	7.5%	69 bps	6.9%	6.6%	30 bps
Depreciation	19.6	21.8	-9.8%	18.9	3.9%	77.1	79.1	-2.5%
Financial Cost	5.3	6.4	-17.0%	6.8	-21.0%	22.6	24.2	-6.9%
Other Income	3.5	3.5	-0.6%	1.6	122.4%	10.0	11.8	-15.5%
PBT before Exceptional Items	55.9	42.1	32.7%	43.6	28.2%	139.5	112.3	24.2%
Exceptional Items*	1.5	0.0		8.7		10.2	0.0	
PBT	54.4	42.1	29.1%	34.9	55.7%	129.3	112.3	15.2%
Tax	14.1	10.9	29.7%	9.0	57.5%	33.5	29.0	15.2%
Profit After Tax (PAT)	40.3	31.3	28.9%	26.0	55.0%	95.8	83.2	15.2%
PAT Margin %	4.2%	3.6%	62 bps	2.9%	138 bps	2.9%	2.7%	19 bps
Earning Per Share in ₹	1.89	1.46	28.9%	1.22	55.1%	4.49	3.90	15.2%

*One-time exceptional items

a) FY26: New Labour Codes Rs 8.6cr and Rs 1.5cr on account of loss on sale of asset

b) Q4 FY26: Rs 1.5cr on account of loss on sale of asset



Balance Sheet

Particulars (in ₹ Crore)	As at Mar 31, 2026	As at Mar 31, 2025
Assets		
Non-Current Assets		
Property, Plant and Equipment	339.7	366.0
Capital Work in Progress	8.4	4.6
Intangible Assets	8.3	12.7
Intangible assets under development	1.3	0.2
Right of Use Asset	58.3	60.9
Trade Receivables	1.9	5.6
Other Financial Assets	15.2	16.8
Deferred Tax Assets (net)	42.9	34.2
Non-Current Tax Assets	5.4	3.6
Other Non-Current Assets	8.1	4.2
Total Non-Current Assets	489.4	508.8
Current Assets		
Inventories	425.6	429.7
Investments	60.2	14.1
Trade Receivables	619.4	512.8
Cash & Bank Balance	32.7	54.8
Other Financial Assets	8.1	5.2
Other Current Assets	28.3	29.4
Total Current Assets	1,174.4	1,045.9
Asset Held for Sale	2.8	-
Total Assets	1,666.6	1,554.7

Particulars (in ₹ Crore)	As at Mar 31, 2026	As at Mar 31, 2025
Equities & Liabilities		
Equity and Share Capital	21.3	21.3
Other Equity	738.8	673.0
Total Equity	760.1	694.3
Non-Current Liabilities		
Lease Liabilities	40.1	43.9
Long Term Provisions	39.2	26.0
Other Non-Current Liabilities	1.8	5.4
Total Non-Current Liabilities	81.1	75.4
Current Liabilities		
Borrowings	26.4	17.1
Lease Liabilities	26.8	25.5
Trade Payables	600.7	600.1
Other Current Financial Liabilities	66.6	68.1
Short Term Provisions	41.7	31.8
Other Current Liabilities	56.5	42.5
Current tax liabilities	6.6	-
Total Current Liabilities	825.4	785.0
Total Liabilities	906.5	860.4
Total Equity & Liabilities	1,666.6	1,554.7



Key Ratios

Financial Ratios	FY25	FY26
ROCE (pre-tax)	19.2%	20.6%
Current Ratio	1.33x	1.42x
Net Working Capital Days	26	30
Debt-Equity ratio	0.02x	0.03x

Position as on Mar-end (₹ Crore)	FY25	FY26
Cash and bank balance	69	93
Borrowings*	17	26
Net Cash	52	67

*Borrowings include short-term borrowings

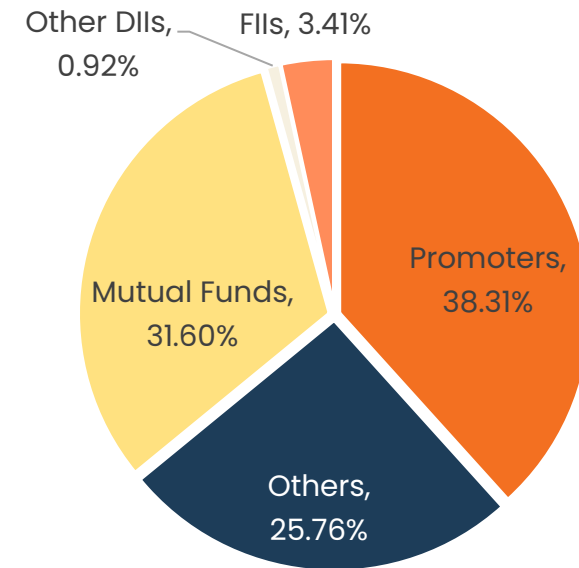


Shareholder Information

Stock Data

Bloomberg Ticker	ORIENTEL IN
BSE Ticker	541301
NSE Ticker	ORIENTELEC
Market Capitalization (₹ Crore) – Mar 31, 2026	3,335
No. of Shares Outstanding (In Crores)	21.34

Shareholding Pattern (Mar 31, 2026)



Thank You

DISCLAIMER: Cautionary statement regarding forward-looking statements This presentation may contain certain forward-looking statements relating to Orient Electric Limited. (“OEL”, or “Company”) and its future business, development and economic performance. These statements include descriptions regarding the intent, belief or current expectations of the Company, its subsidiaries and associates and their respective directors and officers with respect to the results of operations and financial condition of the Company, subsidiary or associate, as the case may be. 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: (1) competitive pressures; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations in currency exchange rates and general financial market conditions; (5) delay or inability in obtaining approvals from authorities; (6) technical developments; (7) litigation; (8) adverse publicity and news coverage, which could cause actual development and results to differ materially from the statements made in this presentation. Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise. 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. 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 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 and its contents are confidential and should not be distributed, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person.