Yuvraaj Hygiene Products Limited

November 20, 2026

To,
BSE Limited
Phiroze Jeejeebhoy Tower,
Dalal Street, Fort,
Mumbai – 400 001

Scrip Code: 531663

Subject: Investor Presentation for the quarter ended September 30, 2026 (Q2 FY27)

Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on the unaudited Standalone Financial Results for the quarter and half year ended September 30, 2026.

Further, the above information is also available on the Company's website at https://hic.in/ under the head of Investor.

We would like to clarify that no Unpublished Price Sensitive Information (UPSI) is included in this presentation.

You are requested to take the above information on record.

Thanking You,

Yours faithfully,

For Yuvraaj Hygiene Products Limited

MUSTAFA SHABBIR BADAMI
Digitally signed by MUSTAFA SHABBIR BADAMI
Date: 2026.11.20 14:38:42 +05'30'

Mustafa Badami
Company Secretary & Compliance Officer
Membership No.30133

YHPL

Efficiently Streamlining Inventory Solution

SMARTER STORAGE. SEAMLESS FLOW.

Shareholders' Letter and Results

Q2 FY27 | Nov 20, 2026







MANAGEMENT COMMENTARY



VISHAL KAMPANI

Managing Director

During Q2 FY27, Yuvraaj Hygiene Products Limited recorded a strong **81% yoy growth** in revenue from operations to **₹18.0 crore**, compared to **₹9.9 crore** in Q2 FY26. Profit after tax stood at **₹1.3 crore**, registering a **7% yoy growth**. Alongside its established household cleaning and insecticide businesses, the Company is expanding its presence in **warehousing and storage solutions**, an important avenue for future growth.

The Company supplies plastic storage containers, bins, dividers and allied components to e-commerce and quick-commerce operators, catering to the evolving storage and inventory management needs of warehouses and dark stores. These solutions support organized storage, efficient space utilization and streamlined inventory handling.

The expansion of e-commerce and quick-commerce infrastructure presents opportunities to strengthen this business vertical. The Company aims to capitalize on this demand by expanding its SKU portfolio, introducing additional products to existing customers and developing new customer relationships. It expects the warehousing and storage solutions business to grow by approximately **30-40% annually**, subject to customer expansion plans and prevailing market conditions.

Going forward, the Company will focus on broadening its product range, strengthening customer relationships and expanding its market reach. Through product customization, consistent quality and durable storage solutions, it aims to address evolving customer requirements while improving operational efficiency and optimizing storage space. These initiatives are intended to establish warehousing and storage solutions as an increasingly important contributor to the Company's long-term growth.

VISION

To transform inventory management and warehousing through innovative, high-quality storage solutions that streamline operations and logistics.

MISSION

To deliver durable, customizable storage solutions that optimize space, improve operational efficiency and reduce costs for business

EXECUTIVE SUMMARY Q2 FY27

REVENUE AND PROFITABILITY

REVENUE FROM OPERATIONS		OPERATING PROFIT (EBITDA[1])		PROFIT AFTER TAX (PAT)	
₹18.0 crores	81% ^ *YoY growth*	₹2.0 crores	16% ^ *YoY growth*	₹1.3 crores	7% ^ *YoY growth*

GROSS MARGIN		EBITDA MARGIN		PAT MARGIN	
30.8%	45.7% *In Q2 FY26*	11.0%	17.2% *In Q2 FY26*	7.0%	11.8% *In Q2 FY26*

RETURN AND CAPITAL

RETURN ON EQUITY (ROE)		RETURN ON CAPITAL EMPLOYED (ROCE)		DEBTOR DAYS	
76.2%	116.4% *In FY26*	32.0%	30.0% *In FY26*	89 days	Vs 47 days *In FY26*

INVENTORY DAYS		CASH CONVERSION CYCLE		NET DEBT TO EQUITY	
148 days	Vs 126 days *In FY26*	127 days	Vs 79 days *In FY26*	1.0x	Vs 2.6x *In FY26*

PRESENCE AND SCALE

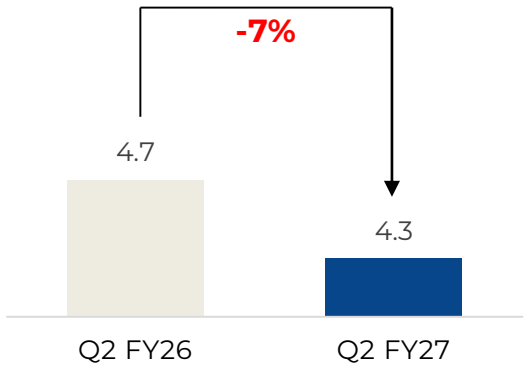
REVENUE SHARE OF LARGEST CLIENT		NO. OF CLIENTS (warehousing)		TOTAL ACTIVE SKUs (warehousing)	
53%	43% ^ *YoY growth*	8	Vs 7 *In Q2 FY26*	18	13 *In Q2 FY26*

NO. OF DARK STORES SERVED (warehousing)		NO. OF STATES SERVED (warehousing)		CLIENT RETENTION RATE	
640	134% ^ *YoY growth*	21	18 *In Q2 FY26*	50%	0% *In Q2 FY26*

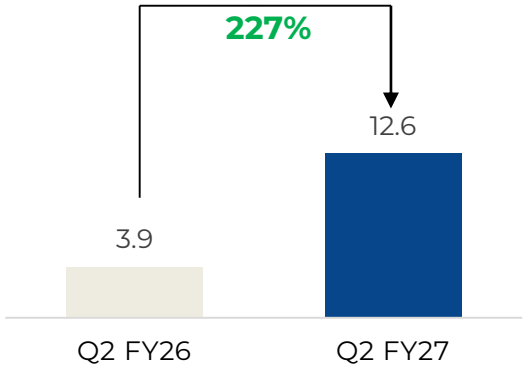
1. EBITDA: Earnings before Interest, taxes, depreciation and amortization

REVENUE SPILT ACROSS SEGMENTS - Q2 FY27

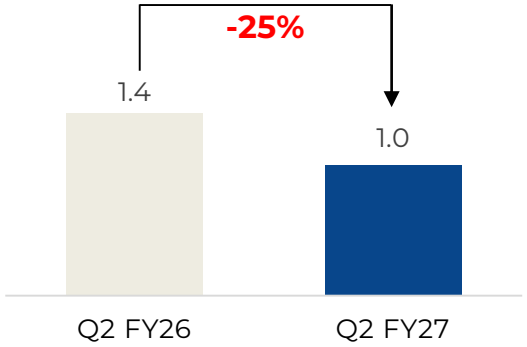
Cleaning products



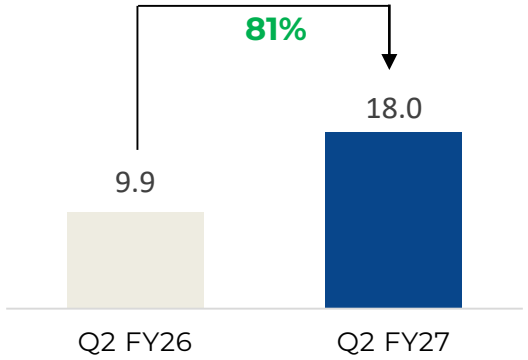
Warehousing storage products



Insecticides products



Total

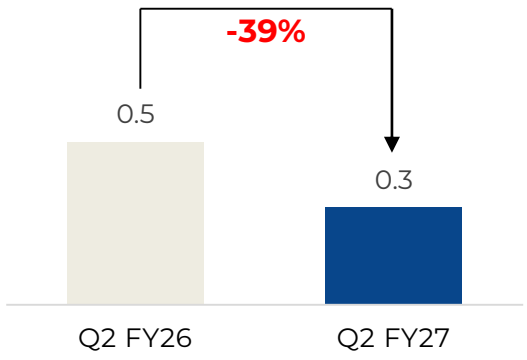


Revenue contribution (%)

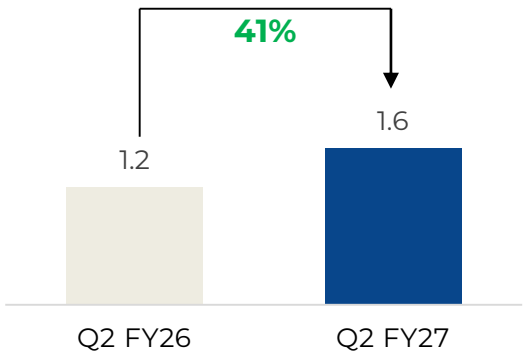


EBITDA SPILT ACROSS SEGMENTS - Q2 FY27

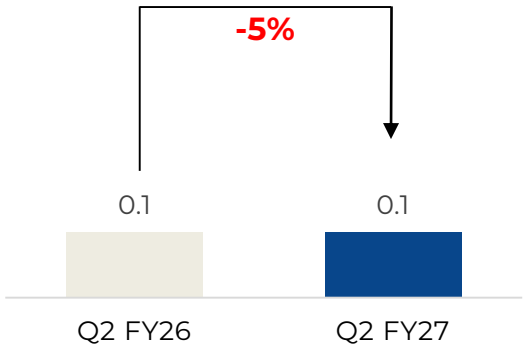
Cleaning products



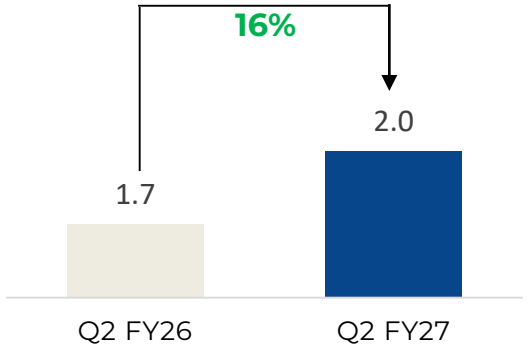
Warehousing storage products



Insecticides products



Total



Revenue contribution (%)



YUVRAAJ HYGIENE PRODUCTS AT A GLANCE

- **Diversified product portfolio** spanning warehousing and storage solutions, household cleaning products and insecticide products
- **Warehousing and storage solutions**
  - Portfolio comprising plastic storage containers, dividers and allied components for storage and organising applications
  - Serving quick-commerce and e-commerce companies
  - Focus on new product development through SKU expansion and deepening existing customer relationships
  - Growth strategy centred on expanding the warehousing and storage portfolio while exploring opportunities across existing product categories
- **Household cleaning products – Hamara India Clean (HIC) brand**
  - Product range includes brooms, scrub pads, scrubbers and other cleaning-related products
  - Products marketed under the Hamara India Clean (HIC) brand through a direct-to-consumer (D2C) business model
- **Insecticides and pest control products**.
  - Manufacturing range of products, including mosquito repellents, liquid vaporizers, coils, insect sprays and other pest control solutions

BUSINESS AT A GLANCE

1995 YEAR OF INCORPORATION

3 BUSINESS VERTICALS

2 Days AVERAGE ORDER FULFILLMENT TIME

2.0 Cr Q2 FY27 EBITDA

30% - 40% CAPACITY UTILIZATION

2915+ NO. OF DARK STORES SERVED

18.0 Cr Q2 FY27 REVENUE FROM OPERATIONS

1.3 Cr Q2 FY27 PROFIT AFTER TAX (PAT)

18 ACTIVE SKUS



OUR JOURNEY OF GROWTH: MILESTONES & BUSINESS EVOLUTION

1995 — **Incorporated**
Establishment of Intensive Air Systems Limited as the company's original corporate entity

2004 — **Commencement of HIC Business**
Yuvraaj Hygiene Products was established as a proprietorship by Mr. Vishal Kampani, initially engaged in the manufacturing and sale of scrub pads and stainless-steel scorers

2012 — **Corporate transformation**
Yuvraaj Hygiene Products acquired Intensive Air Systems Limited, marking a significant milestone in its corporate evolution and transition to a public limited company

2023 — **Entry into warehousing and storage solutions**
Yuvraaj Hygiene Products expanded its business operations into the warehousing and storage solutions segment, broadening its portfolio beyond its established hygiene and cleaning products business

2024 — **Onboarding of ZEPTO as a Key customer**
Yuvraaj Hygiene Products onboarded ZEPTO as its largest customer to date, marking a significant milestone in its customer portfolio and business growth



DIVERSIFIED PORTFOLIO ACROSS KEY BUSINESS SEGMENTS

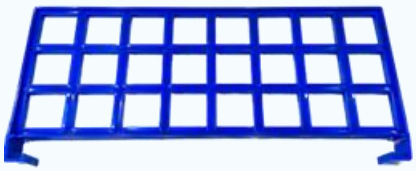
(A) Warehousing & Storage Solutions

- Supplies plastic storage components used in the internal organization of e-commerce and quick-commerce dark stores
- Product portfolio includes bin dividers, plastic crates and allied components fitted within storage racks
- Serves customer requirements through a business model combining company-owned product dies, external job-work manufacturing and inventory management
- Entered the segment in 2024, subsequently expanding from one SKU to approximately 18 SKUs
- Focuses on rapid fulfilment, product availability and SKU expansion within existing customer relationships

OUR CLIENTELE

DIVERSIFIED PORTFOLIO ACROSS KEY BUSINESS SEGMENTS

COMPREHENSIVE PRODUCT RANGE



BIN SEPARATORS (PP)

Designed for efficient inventory management and space utilisation, PP bin separators enable systematic categorisation of inventory and easy access to stored items. Available in standard and customised sizes, they support flexible storage configurations across warehousing applications



PANDA BINS

Panda Bins are versatile and durable storage solutions designed for efficient inventory management. Lightweight yet sturdy, they facilitate organized storage and quick retrieval of small parts, components and materials. Available in multiple sizes and configurations, they cater to diverse storage requirements



RHINO BINS

Rhino Bins are heavy-duty storage solutions designed to withstand demanding warehouse and industrial environments. They facilitate organized inventory storage and easy accessibility, making them suitable for warehousing, retail and logistics applications. Customizable options cater to varied storage requirements

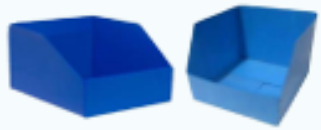


CORRUGATED BOXES

Corrugated Boxes provide strong, lightweight and cost-effective packaging for secure storage and transportation. Designed to protect goods during handling and delivery, they can be customized in size and design to meet specific storage and shipping requirements

DIVERSIFIED PORTFOLIO ACROSS KEY BUSINESS SEGMENTS

COMPREHENSIVE PRODUCT RANGE



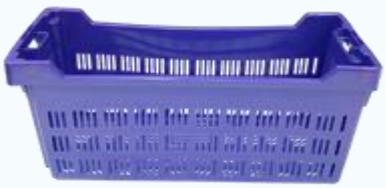
PP CORRUGATED BOXES

PP Corrugated Boxes are durable, moisture-resistant and reusable packaging solutions designed for long-term storage and transportation. Manufactured from polypropylene, they offer resistance to impact, crushing and chemicals, making them suitable for warehousing, logistics, retail and industrial applications



TOTE BINS

Tote Bins are designed for efficient inventory handling, storage and transportation. Featuring a locking mechanism, they support secure handling and repeated use while offering durability and stability across manufacturing, warehousing, logistics and distribution operations



POLYPROPYLENE CRATES

Polypropylene Crates are manufactured from polypropylene to provide strength and durability under demanding storage and handling conditions. Designed for storing and transporting goods, they offer reusable, long-lasting solutions for diverse industrial and commercial applications



DIVERSIFIED PORTFOLIO ACROSS KEY BUSINESS SEGMENTS

(B) Household cleaning products - HIC brand

- Manufactures and sells surface disinfectants, scrub pads, floor cleaners, toilet cleaners, kitchen hygiene solutions and other household cleaning-related products
- Caters to everyday household cleaning requirements through a portfolio of cleaning products

OUR FLAGSHIP PRODUCTS:



YI-039 SPIN MOP SET



YI- 077 HIC TUFFY



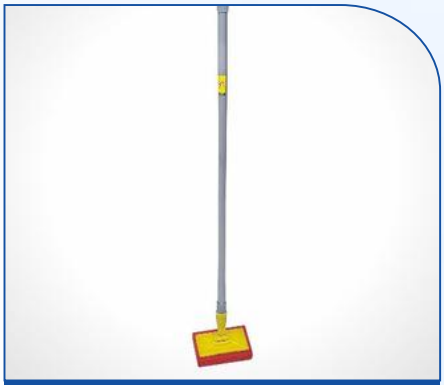
YI- 466 HIC PREMIUM GRASS BROOM



YI- 711 HIC FLOOR AND CEILING BROOM



YI-190 HIC WIPER



YI- 275 HIC SCUBPAD WITH ROD

(C) Insecticide products

- Manufactures insecticide products as part of the Company's diversified business portfolio
- Product portfolio includes mosquito repellents (Liquid, coils), insect sprays and pest control solutions

VISIONARIES BEHIND OUR GROWTH



Mr. Vishal Kampani

Designation - Managing Director
Years of Experience – 36+
Role and Responsibilities - A visionary leader driving innovation and growth, with a focus on operational excellence and market expansion



Mrs. Benu Kampani

Designation - Whole Time Director
Years of Experience – 29+
Role and Responsibilities - Focuses on operational efficiency, quality assurance, and delivering high-performance solutions to global clients



Mr. Ravindrakumar Sharma

Designation - Chief Financial Officer (CFO)
Years of Experience – 17+
Role and Responsibilities - Oversees financial planning, investments, and risk management to drive long-term profitability



Mr. Vishal Gupta

Designation - Chairman and Independent Director
Years of Experience – 34+
Role and Responsibilities - Provides leadership and governance expertise, ensuring sustainable growth and corporate integrity



Mr. Deepak Lalchand Nichani

Designation - Independent Director
Years of Experience – 29+
Role and Responsibilities - Brings expertise in corporate strategy, risk management, and business expansion



Mr. Mustafa Badami

Designation - Company Secretary & Compliance Officer
Years of Experience – 10+
Role and Responsibilities - Ensures compliance with corporate laws, regulatory frameworks, and best governance practices

OUR STRENGTHS:
THE FOUNDATION OF SUSTAINABLE GROWTH

01

Asset-Light manufacturing model

- In-house moulding capabilities are complemented by contract-based external job-work facilities ,enabling a flexible manufacturing model while ensuring efficient production and fulfilment of requirements.

02

Innovative solutions

- We design and manufacture cutting-edge inventory management products that help businesses optimize space, streamline operations, and improve overall efficiency. Our dynamic solutions address the demands of modern warehousing

03

Quality and durability

- Engineered for heavy-duty use, our products withstand various environmental conditions, making them ideal for industries requiring robust and long-lasting inventory management solutions across a wide range of customers

04

Customer-centric approach

- From size and colour variations to unique design specifications, our commitment to flexibility and superior service ensures that we deliver solutions that perfectly align with our clients, customers and company's needs

05

Established relationships with leading quick commerce companies

- We supply our products to leading quick commerce and e-commerce companies with a demonstrated product-range expansion of SKUs. Our relationships are supported by service reliability, product availability and competitive pricing



STRATEGIC PRIORITIES FOR BUSINESS GROWTH AND OPERATIONAL EXCELLENCE

01



Scaling the warehousing solutions business

- Capitalise on the expansion of e-commerce and quick-commerce dark-store networks
- Strengthen relationships with existing customers, including Zepto, Amazon and Flipkart, while developing newer customer accounts
- Asset-light, die-owned model while products are made at external job-work facilities
- Target **30-40% annual growth** in the warehousing vertical.

02



Expand product portfolio and customer penetration

- Introduce additional SKUs to address evolving customer requirements
- Leverage existing customer relationships to expand the range of products supplied
- Invest in product-specific dies to support new product development and portfolio diversification

03



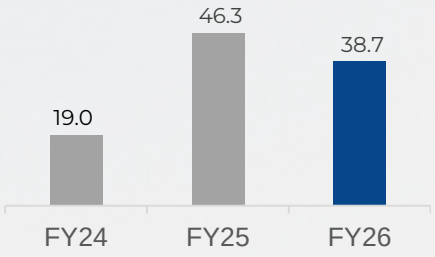
Strengthen operating efficiency and working-capital management

- Maintain product availability to meet customers' short delivery timelines
- Align inventory levels and funding requirements with customer demand and store-expansion plans
- Focus on sustainable growth while maintaining service reliability and competitive pricing

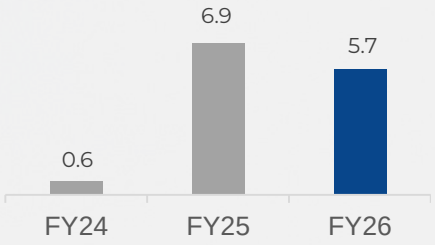
HISTORICAL BUSINESS PERFORMANCE

₹ crores unless otherwise mentioned

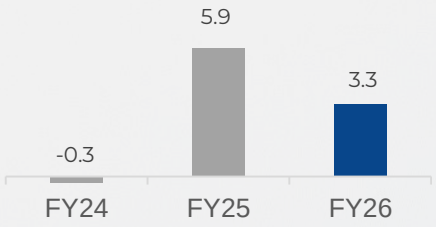
Revenue from operations



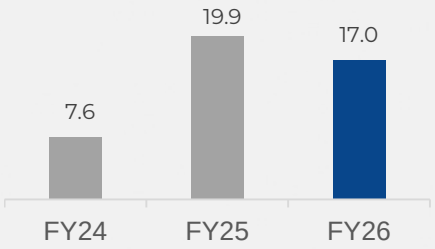
EBITDA



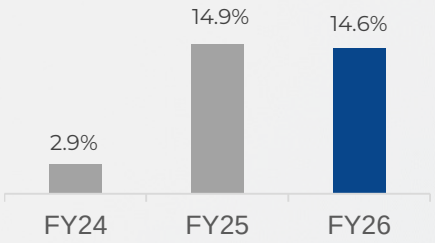
PAT



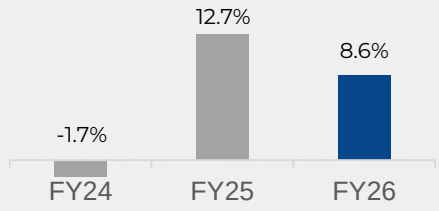
Gross profit



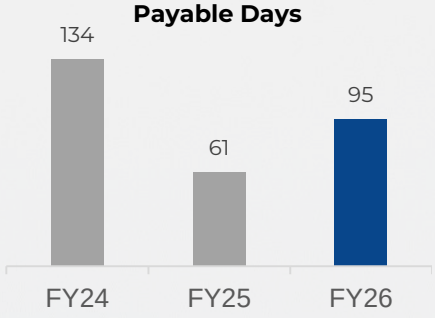
EBITDA Margin



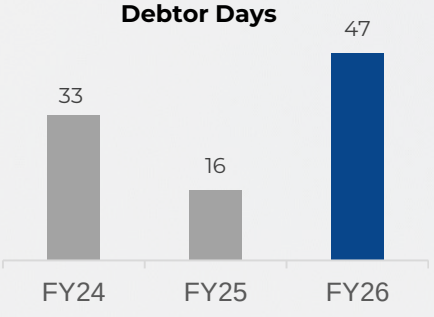
PAT Margin



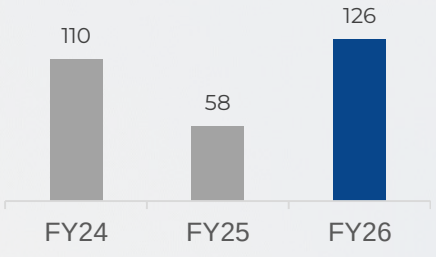
Payable Days



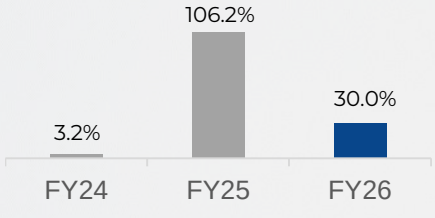
Debtor Days



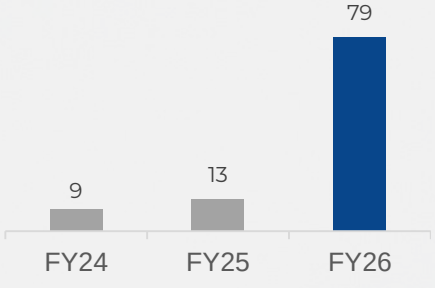
Inventory Days



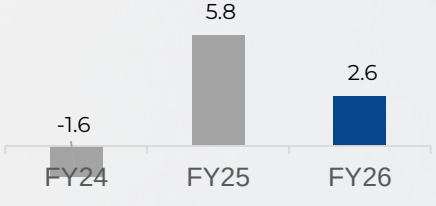
Return on Capital Employed (ROCE)



Cash Conversion Cycle



Net debt to Equity



FINANCIAL STATEMENTS
INCOME STATEMENT

₹ crores unless otherwise mentioned

Income statement	FY25	FY26	YoY change	Q2 FY26	Q2 FY27	YoY change
Revenue	46.3	38.7	(16%)	9.9	18.0	81%
COGS	26.4	21.8	(17%)	5.4	12.5	131%
Gross profit	**19.9**	**17.0**	**(15%)**	**4.5**	**5.5**	**22%**
Gross profit margin	**43.1%**	**43.8%**	**78 bps**	**45.7%**	**30.8%**	**(1486 bps)**
Employee benefit expenses	3.5	3.9	11%	1.0	0.7	(26%)
Other Expenses	9.6	7.5	(22%)	1.8	2.8	54%
EBITDA	**6.9**	**5.7**	**(18%)**	**1.7**	**2.0**	**16%**
EBITDA margin (%)	**14.9%**	**14.6%**	**(28 bps)**	**17.2%**	**11.0%**	**(615 bps)**
Other income	0.0	0.0	100%	0.0	0.0	(76%)
Finance cost	0.1	0.2	129%	0.0	0.0	(47%)
Depreciation & amortization expenses	1.0	1.9	99%	0.5	0.4	(15%)
PBT	**5.9**	**3.6**	**(39%)**	**1.2**	**1.5**	**32%**
Tax	-	0.3	-	-	0.3	-
PAT	**5.9**	**3.3**	**(43%)**	**1.2**	**1.3**	**7%**
PAT margin (%)	**12.7%**	**8.6%**	**(407 bps)**	**11.8%**	**7.0%**	**(484 bps)**

CASHFLOW STATEMENT

₹ crores unless otherwise mentioned

Particulars	FY24	FY25	FY26	H1 FY27
Cash from operating activities	0.2	5.7	(3.1)	4.0
Cash from investing activities	(0.4)	(4.5)	(1.0)	(0.3)
Cash from financing activities	0.2	(1.1)	4.7	(1.8)
Net increase / (decrease) in cash	0.0	0.1	0.6	2.0
Opening cash and cash equivalents	0.1	0.1	0.2	0.8
Closing cash and cash equivalents	0.1	0.1	0.8	2.7

FINANCIAL STATEMENTS
BALANCE SHEET

₹ crores unless otherwise mentioned

Assets	FY24	FY25	FY26	H1 FY27
Non-current assets				
Property, Plant & Equipment	1.5	3.8	4.6	4.1
Right-of-use asset	0.3	0.8	0.5	0.6
Other financial asset	0.1	0.2	0.2	0.2
Other non-current assets	0.1	0.1	0.1	0.5
Total non-current assets	**2.1**	**4.9**	**5.4**	**5.4**
Current assets				
Inventories	3.7	4.6	10.5	9.8
Investments	0.0	1.4	0.0	0.0
Trade receivables	1.7	2.4	7.5	10.0
Cash & cash equivalents	0.1	0.2	0.8	2.7
Other financial assets	0.0	0.0	0.0	0.0
Other current assets	0.2	0.3	0.5	0.9
Total current assets	**5.7**	**8.9**	**19.3**	**23.4**
Total assets	**7.8**	**13.8**	**24.7**	**28.8**

₹ crores unless otherwise mentioned

Equity and Liabilities	FY24	FY25	FY26	H1 FY27
Equity capital	(4.8)	1.2	4.5	7.6
Non-current liabilities				
Borrowings	7.3	6.4	11.5	9.9
Lease Liabilities	0.2	0.6	0.4	0.3
Long term provisions	0.1	0.1	0.2	0.3
Total non-current liabilities	**7.6**	**7.0**	**12.1**	**10.5**
Current liabilities				
Borrowings	0.0	0.1	0.1	0.1
Lease Liabilities	0.1	0.3	0.2	0.2
Trade payables	4.3	4.5	6.8	8.2
Short term provisions	0.2	0.4	0.4	0.4
Other current liabilities	0.2	0.3	0.4	0.6
Current tax liabilities (net)	0.0	0.0	0.2	1.2
Total current liabilities	**4.9**	**5.6**	**8.1**	**10.7**
Total liabilities	**12.5**	**12.6**	**20.2**	**21.2**
Total equity and liabilities	**7.8**	**13.8**	**24.7**	**28.8**

THANK YOU

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