

# Q4 & FY26

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## Investor Presentation

JUNE 2026



JINKUSHAL INDUSTRIES LTD.

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# Directors



**ANIL KUMAR JAIN**

**CHAIRMAN & EXECUTIVE DIRECTOR  
(PROMOTER)**

Holds Diploma in Mechanical Engineering, 37+ years experience in construction equipment, logistics and mining sectors. Provides strategic leadership; took over the management of Company since 2009.



**ABHINAV JAIN**

**MANAGING DIRECTOR & CEO  
(PROMOTER)**

Mechanical Engineering Background, enables in leading in Refurbishments and own brand project. Leads International Sales and expansion efforts. Instrumental in operations and growth.



**SUMET KUMAR BERLIA**

**EXECUTIVE DIRECTOR & CFO**

Oversees Finance and Accounts; ensures financial controls and reporting. Brings professional expertise with his Chartered Accountant Qualification to support growth strategy .

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# Key Highlights

## Jinkushal Industries

INDIA'S LARGEST EXPORTER OF NON-OEM  
CONSTRUCTION MACHINES- as per Care Edge Report

# 35+

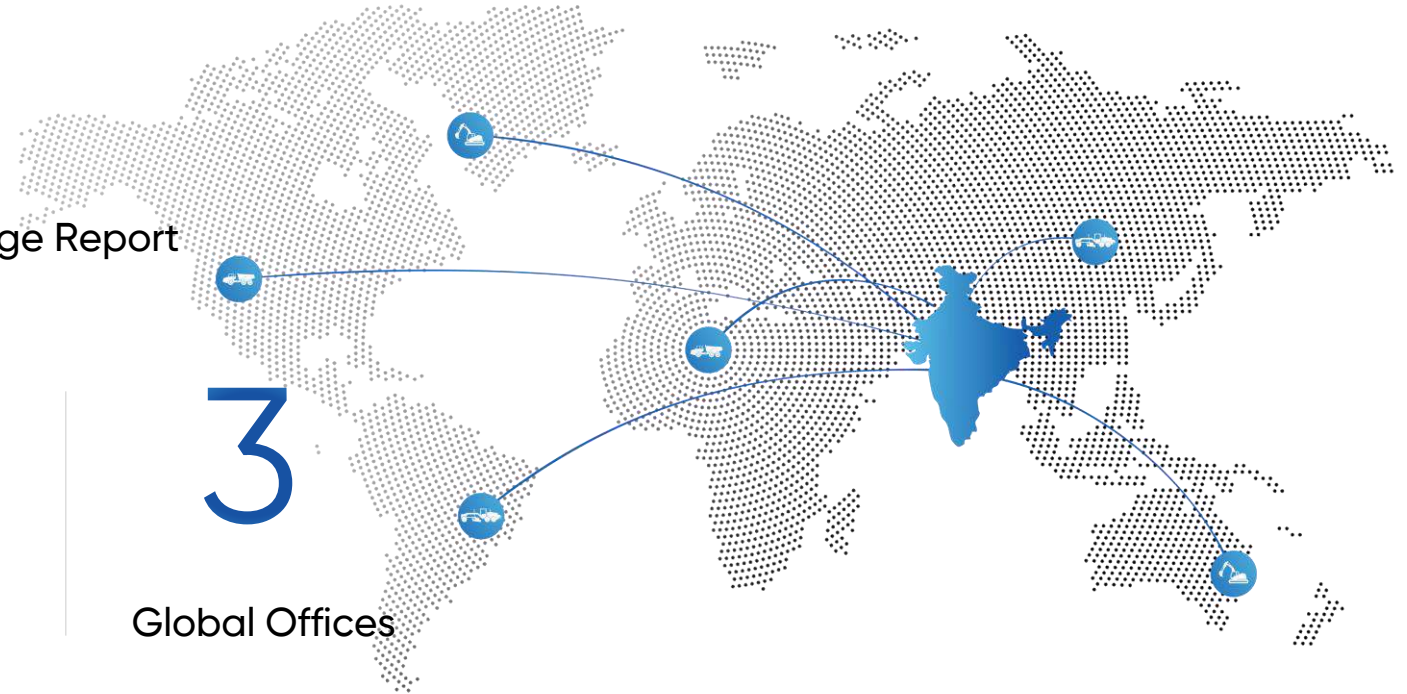
Countries  
We Served

# 6.9%

Market share

# 3

Global Offices



DGFT Certified  
3-Star Export  
House

## 2500+

Machines  
Exported

## 140+

Employees



Business

## 30,000 Sq.ft.

Own  
Refurbishment  
Centre

## 220+

Suppliers



Diversified  
Product Portfolio

## 50+ Years

Promoter  
Family  
Business  
Legacy



## Know More

**Jinkushal Industries Limited ("JKIPL")** is India's largest non-OEM exporter of construction machinery (Source: CARE Edge).

We are in the niche business of Exports of Refurbished, Customised and Own Brand Sales of Construction equipment through our 3 different product verticals.

We also retain our Complementary business of Machinery Rentals & business of logistics-warehousing and earn a small portion of revenue from there.

Asset-light business model with strong focus on customer trust, fast execution, and after-sales support

# Strategic Direction

## Mission

To revolutionize the construction equipment industry by offering a seamless, transparent and tech-enabled platform for buying and selling used and new machinery. To create customer- focused, technologically advanced, and feature-rich equipment under our own brand delivering exceptional value through innovation and quality.

## Vision

To become the world's largest and most trusted one-stop destination for used and new construction and mining equipment, while developing and delivering customer-focused, value-driven machinery under our own brand, HexL. We aim to empower businesses across the globe with reliable equipment, innovative features and seamless procurement experiences.



# Our Journey



**2007**

Incorporated in  
Nov 2007



**2009**

Current Promoters  
took over; Initiated  
Equipment Leasing  
and Contracting



**2017**

Ventured into  
export of used  
construction  
equipment



**2022**

Annual revenue  
crossed ₹100 Cr



**2023**

1. Incorporated a wholly-owned overseas subsidiary in Dubai (UAE)
2. Achieved Two-Star Export House status (DGFT) .
3. Received ET MSME- India's Top Exporter of the Year Award (2023)



**2024**

1. Undertook strategic Business acquisition via Overseas Subsidiary
2. Achieved Three- Star Export House Status (DGFT)
3. Launched HexL, JK IPL's own brand of Backhoe Loaders



**2025**

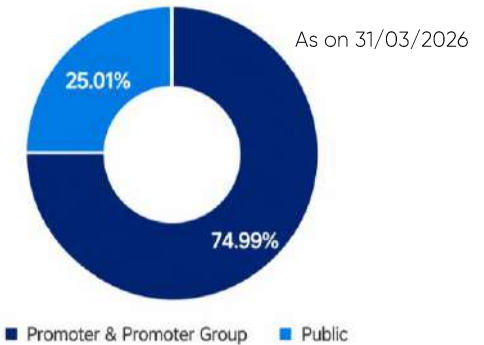
1. Appointed 3 independent directors to the Board, adding diverse expertise and experience
2. The Company successfully listed on the BSE & NSE Platform on 03<sup>rd</sup> October 2025

# Jinkushal Industries

## Listing Highlights



### Shareholding Pattern



Listing Date :  
03<sup>rd</sup> October

2025

Massive Investor  
Demand The IPO  
was subscribed  
65 times

Listing Platform  
BSE & NSE

In Rs.

7560 cr.

Total application money  
received against IPO size  
of 116.15 cr.

# Business Model and Operations

1

## New/Customised Machines:

Exports of new CE, tailored to client specs.



2

## Used/Refurbished Machines

Export of fully refurbished CE (as-good-as-new quality).



3

## HexL Brand

Export of proprietary backhoe loaders (new brand launched 2024).



- End-to-End Solutions: JKIPL's platform spans full value chain – sourcing, refurbishment, customization (accessories), after-sales parts & support.
- Synergies: Each vertical reinforces the others (shared network, cross-selling). Customers get “one-stop” access to varied equipment and services.
- Asset-Light Focus: Business model emphasizes partnerships (contract mfg, 3rd-party refurb) over heavy capital assets, enabling scalability without large fixed costs.

We have an efficient procurement, supply chain & refurbishment network

## Broad Sourcing Network

220+

● Suppliers

## Refurbishment Infrastructure

77+

● In-house work force in our 30,000 Sq. ft. State of Art refurbishment workshop

07

● Designated centres in India & UAE

## Logistics and Supply Chain Process



# Asset-light Manufacturing & Tech Orientation

**Contract Manufacturing (HexL) :** HexL brand machines are produced via outsourced contract manufacturing to meet JKIPL's specifications – no heavy factory capex .

**Quality Control & R&D :** Even with outsourcing, JKIPL enforces stringent quality checks and ongoing product improvements (custom features, safety enhancements).

**Digital Operations :** Implemented modern IT systems for inventory, order tracking and supply chain management to reduce cycle times and costs.

**Refurbishment Expertise :** Specialized processes and partner network ensure refurbished machines meet performance/safety standards; scalable by engaging additional workshops.

Key Point: This approach keeps JKIPL asset-light while ensuring technical control and efficiency.





# 85+

## Customers

total till date

# ₹ 35,331.26 Lakhs

Export Value for the period ended 31st March 26



### Export Footprint

Products reach 35+ countries across Middle East, Europe, Africa, Latin America, SE Asia (e.g. UAE, Mexico, Netherlands, Belgium, UK, South Africa and Australia).



### Regional Hubs

Hexco Global (Dubai) serves Middle East/Africa; Hexco Global (USA) covers Americas.



### Local Partners

Extensive dealer and customer network extends last-mile distribution and support in various markets.



### Diversification

Wide geographic spread mitigates country/regional risk and taps global infrastructure demand.

## Diversified Product Portfolio



### Broad Range

Full suite of construction machinery: excavators, backhoe loaders, wheel loaders, bulldozers, cranes, (motor graders, compactors, asphalt pavers, etc.

### Multi-Brand Sourcing

Procures equipment From multiple leading OEMs – giving customers choice of brands and configurations.

### Sector Coverage

Equipment serves infrastructure, mining, agriculture, and urban development projects, providing one-stop solutions.

### Continuous Expansion

New product categories (e.g. electric machinery, advanced pavers) to be added as market evolves, enhancing resilience of revenue streams.

# Diversified customer base and longstanding relationships



## Global Clientele

Customers span 35+ countries (importers, wholesalers, contractors), reducing dependency on any one market.



## Loyalty & Repeat Business

Many clients have relationships >5 years, repeatedly ordering additional machines as they expand business.



## After-Sales Focus

Emphasize spare parts availability and technical support; high service levels foster repeat orders.



## Industry Recognition

Awarded 3-Star Export House status (2024) –strengthens trust among buyers.



## Implication

Stable, repeat customer base underpins revenue visibility and growth potential.

# Key Strengths & Competitive Advantages

1

## Market Leadership

#1 non-OEM CE exporter in India (6.9% market share in exports), largest Indian exporter in this segment.

2

## Refurbishment Pioneer

Value-engineering and refurbishing used machinery, differentiating from competitors who focus only on new machines

3

## Diversified Offerings

Balanced portfolio of new and used machines and own-brand products increases cross-sell and resilience.

4

## Execution Capabilities

Vast supplier and partner network enables consistent supply and project execution

5

## Experienced Team

Management's long industry experience ensures Robust strategy and execution.

# Experienced Leadership Team



## Promoter-Directors

Mr. Anil Kumar Jain (Chairman & Executive Director ) and Mr. Abhinav Jain (Managing Director & CEO ) driving strategy with vast Construction equipment industry & financial expertise.

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## Professional Management

Experienced cadre of managers in operations, sales, finance – supporting the promoters' vision.

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## Governance

Six-member Board (3 independent) provides oversight.

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## Domain Knowledge

Team's deep understanding of equipment technology and international markets helps navigate technical/trade challenges

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## Human Capital

~ 140+ employees ( engineers, technicians, logistics, sales professionals) with specialized skills, creating a competitive moat.

# Growth Strategy

## 1. Integration and Diversification Further

- Expand and streamline the supply chain by on boarding more vendors for procurement, refurbishment, customization, and contract manufacturing.
- Diversify supplier base to mitigate risks, ensure consistent machine availability, and strengthen quality control and cost efficiency.
- Enhance focus on own brand and branded product lines to improve production control, maintain quality standards, and deliver customized solutions.

## 2. Sales Volume Growth

- Deepen presence across multiple markets with targeted expansion initiatives and strategic partnerships.
- Leverage global distribution network to expand customer base and drive higher volumes in both new and refurbished equipment.
- Increase penetration with wholesale buyers, dealers, rental companies, and infrastructure developers.

## 3. Efficiency Enhancement and Cost Optimization

- Streamline procurement, refurbishment, and logistics to shorten turnaround times and improve operational efficiency.
- Invest in technology and process automation to cut costs, reduce inefficiencies, and improve inventory management.
- Integrate advanced systems to enhance accuracy, minimize errors, and strengthen long-term cost-effectiveness.



## 4. Product Portfolio Expansion

- Move beyond current product lines (excavators, loaders, graders, bulldozers) and introduce new categories such as electric construction machines.
- Align with environmental and regulatory trends, making the brand "future ready."
- Cater to wider customer needs while positioning JKIPL as a forward-looking provider of sustainable solutions.

## 5. Brand Recognition Creation and Strengthening

- Build brand awareness and visibility through structured marketing, digital campaigns, and participation in international exhibitions.
- Strengthen distributor and dealer relationships with training, marketing support, and after-sales service quality.
- Reinforce customer engagement and brand recall in both domestic and international markets.

## 6. Working Capital Optimisation

- Shorten working capital cycle by improving inventory management, procurement, and brand positioning.
- Optimize inventory turnover, reduce holding periods, and negotiate better payment terms with stronger brand leverage.
- Efficient working capital management to sustain growth, improve liquidity, and support the scalable business model.



# Appendix A – Industrial Outlook



# Industry Overview

## Backhoe Loader Segment

### Steady Growth Outlook

#### Core Segment

Backhoe loaders are versatile (excavation + loading). Global market grew from \$3.61 Bn (2019) to \$4.44 Bn (2023) (~5.3% CAGR).

#### Demand Drivers

Continued urbanization and road/utility projects, plus multi-use nature of backhoes, sustain demand in developing markets.

#### Future Potential

Market expected to expand with infrastructure investment; HexL brand (JKIPL's backhoe line launched 2024) is well positioned for volume growth.

5.3%  
CAGR



# India – Engineering Exports & Policy Support

- **Engineering Exports Share** : India's engineering goods exports comprise ~24–27% of total merchandise exports , indicating the sector's importance. Within this, exports of construction machinery (a subset) have been growing as Indian companies (like JKIPL) expand abroad.
- **Export Growth** : India's engineering exports stood at USD 109.3 bn in FY2024, up from ~USD 107 bn in FY2023 . Despite global headwinds, growth was maintained. By FY2029, this figure is expected to rise significantly as new markets open and product ranges diversify.
- **Government Initiatives** : The government has implemented various measures benefiting exporters:
  - a. Export Promotion Schemes : e.g., RoDTEP (Refund of Duties and Taxes on Exported Products) which JKIPL avails (our other operating income includes RoDTEP incentives) .
  - b. Free Trade Agreements (FTAs): New FTAs with markets like UAE, Australia, UK etc. reduce tariffs for Indian machinery exports, enhancing competitiveness .
  - c. Market Access Initiatives: Trade delegations, lines of credit to Africa, and project export support through EXIM Bank help Indian engineering exporters win overseas orders.
- **Implication for JKIPL** : A supportive export environment and rising global demand for cost-effective equipment provide a tailwind. As a Three-Star Export House, JKIPL is well-positioned to capitalize on incentives and the positive perception of Indian exporters on the world stage.

# Industry Overview

## Global Used Equipment Market – Large and Growing

Global Used Equipment Market

**\$132B → \$177B**  
(6% CAGR)

- Used machines are 20–50% cheaper than new.
- Infrastructure boom across emerging markets
- Rental industry driving demand Digital marketplaces (e-commerce) expand customer access to used machines.

**6%**  
CAGR



# Cost & Sustainability Driving Used Equipment Uptake



## Cost Advantage

New machinery prices have surged recently due to ongoing global supply chain constraints. This shift is making used or refurbished manufacturing equipment highly attractive, offering a significantly lower upfront capital cost while still successfully meeting all operational performance needs.



## Circular Economy

A growing public emphasis on environmental sustainability naturally drives the adoption of product reuse. The process of refurbishment greatly extends useful machine life and drastically cuts the environmental carbon footprint vs. manufacturing new units.



## Rental Market

Growth of equipment rental/leasing (leasing sector CAGR >10%) means more high-quality used machines in circulation; JKIPL serves rental firms and dealers.



## Digital Platforms

Online equipment marketplaces improve liquidity and visibility for used equipment transactions.



# Rental & Used Equipment Market Trends



Overall: Rising rentals, favourable pricing, and growing acceptance of used machines underpin JK IPL's core business, ensuring long-term growth tailwinds.

## Rise of Rentals:

Global construction rentals are growing as contractors cut capex. Rental fleets often buy quality used machines, boosting demand for JK IPL's refurbished supply, especially in emerging markets.

## Used vs New Mix

In the Americas, ~1/3 of transactions are used machines; in developing markets the share is lower, leaving headroom for growth as value-conscious buying rises.

## Price Differential:

Used machines are 20-50% cheaper than new. With higher interest rates raising financing costs, this gap drives stronger demand for used equipment, aligning with JK IPL's value proposition.

## JK IPL's Advantage

Unlike unorganized dealers, JK IPL offers refurbished machines with service support, building buyer confidence. Strong repeat export orders validate this edge.

## Digital Platforms:

Online B2B platforms and auctions make pricing more transparent, helping organized players like JK IPL reach global buyers efficiently with competitive refurbished options.



# Technological & Regulatory trends

## Emission Norms

Stricter CE emission standards (EU Stage V, upcoming BS VI-equivalent) drive replacement of old equipment – an opportunity for JK IPL's refurbished/ new sales.

## Electrification

Global shift toward electric CE; JK IPL planning to introduce electric Backhoe loaders and loaders as part of HexL line up.

## Digitalization

Adoption of AI assisted and Operator insights and friendly features, improve equipment uptime and supports premium offerings.

## Skill Trends

Emphasis on safety and automation features in machinery (e.g., auto- identification, sensor packages) – areas for product differentiation.

# Appendix B

## JKIPL Business Details



# Equipment Categories



## Excavators

- Widely used in construction, mining, and infrastructure projects for digging, earthmoving, and demolition.
- Accounted for the largest share of Market.



## Backhoe Loaders

- Versatile dual-function machines (excavation + loading) used in roadworks, urban infra, and agriculture.
- JKIPL also launched its own HexL backhoe loader brand in 2024, manufactured via outsourcing partners and Designed in- house.



## Motor Graders

- Heavy machines for road construction, leveling, and grading of surfaces.
- Key demand from infrastructure contractors and mining road works



## Road Pavers

- Specialized machines used for laying asphalt or concrete on roads, bridges, and highways.
- Demand linked to India's and overseas infra development projects.



## Dozers (Bulldozers)

- Used for pushing large quantities of earth, sand, rubble, and in mining operations.
- Essential for large- scale construction and mining preparation works



## Cranes

- Used for heavy lifting and placement of construction materials and machinery at project sites.
- Includes mobile and hydraulic cranes sourced from global brands.



## Other Equipment

- Includes drilling rigs (Soilmec), concrete batching plants, piling rigs, and allied construction machinery.
- Cater to specialized infra, metro, and high-rise construction projects

## Excavators



**CAT 324**



**CAT 321**



**CAT 321DLCR**



**CAT 330BL**

## Backhoe Loaders



**CASE 770EX**



**CASE 570 SV**



**CAT 140H**



**CAT 140K2**

## Motor Graders

## Cranes



Terex RT780



CAT D8



CAT D6R



CAT D6R2

## Road Pavers



Wirtgen SP500



CAT 950GC



CAT 966K



CAT 950H

## Wheel Loaders

## Rollers



**HAMM HC 119i**



**CASE 1107NX**



**CASE 1107EX**



**DYNAPAC CC425**

## Telehandler



**JCB 540-170**



**JCB 530-70**

## Own Brand

Backhoe Loader

**HexL 420x**



# Customized Solutions & Customer Benefits

1

## Customization Capability

JKIPL machines are often tailored to customer needs. For new units, we add attachments or modifications – e.g., hydraulic piping kit, AC, Cabin, or special buckets etc., so machines arrive “job-ready,” saving time and retrofit costs.

2

## Refurbished Quality Assurance:

Every refurbished machine undergoes a vigorous inspection checklist. Engines, hydraulics, and transmissions are repaired or replaced as needed, with performance certified to standard. Customers get reliable machines at lower cost.

3

## Cost Savings

Refurbished machines deliver considerable savings vs. new, improving project IRRs. Even customized new machines are cost-effective due to efficient sourcing and in-house value-add.

4

## After-Sales Support

JKIPL ensures parts supply and service for all machines, including used ones. We also help with operator training, which is especially valuable for overseas buyers.

5

## Flexibility & One-Stop Solution:

Customers can source multiple brands and types from us in one place. For repeat buyers, we maintain spec profiles to speed up orders and ensure consistency.

**Bottom line:** JKIPL’s focus on customization, refurbishment quality, and support creates clear benefits–cost savings, reliability, and convenience–driving strong repeat business.

# Operational Infrastructure & Facilities



## 1 Registered Office

Our registered office is in Raipur, Chhattisgarh (central India).



## 2 Storage Yards

We have secured yards/warehouses near major ports (Navi Mumbai-Nhava Sheva and in Dubai-Jebel Ali via subsidiary) where machines are stored, inspected, and consolidated for shipping. These yards can hold Several machines and have equipment for loading/unloading. They are critical for staging exports.



## 3 Refurbishment Centres

As noted, we partner with 6 refurb centres across India (in Key geographical locations) and 1 in UAE. We have arrangements with these designated centres to refurbish our machines according to our instruction.

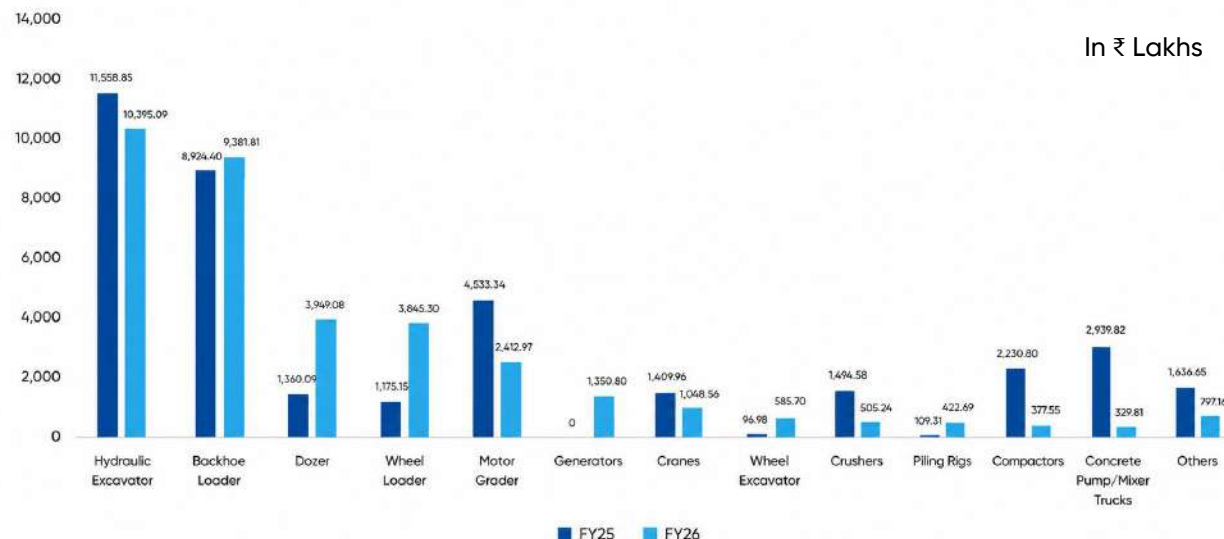


## 4 HexL Assembly Plans:

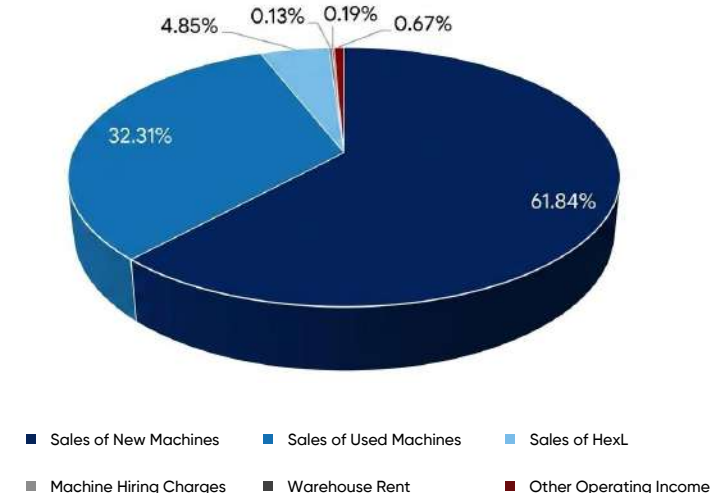
HexL brand machines are produced via outsourced contract manufacturing to meet JKIP's specifications and Exported from there.

# JKIPL Business Vertical Wise Performance

Product-wise revenue Trend



Revenue by Business Vertical - FY2026



Trend : Used resurgence boosting margins; HexL brand sales to contribute increasingly.

Geography Revenue Mix (FY2026) :

Domestic

4.24 Cr (1.19%)

Export Sales

353.31 Cr (98.81%)

In Rs.

Segment Revenue Mix :

221.11 Cr (New)

115.54 Cr (Used)

17.35 Cr (HexL)

# Appendix C – Financials

# Key Performance Indicators

(Financial and Operational)

## Export Focus –

~99% of JKIPL's revenue is export-derived, Underlining global orientation.

## Machine Supplied –

Since 2017, supplied ~2,500+ machines worldwide; With 1000+ in last two years

## Customer Metrics –

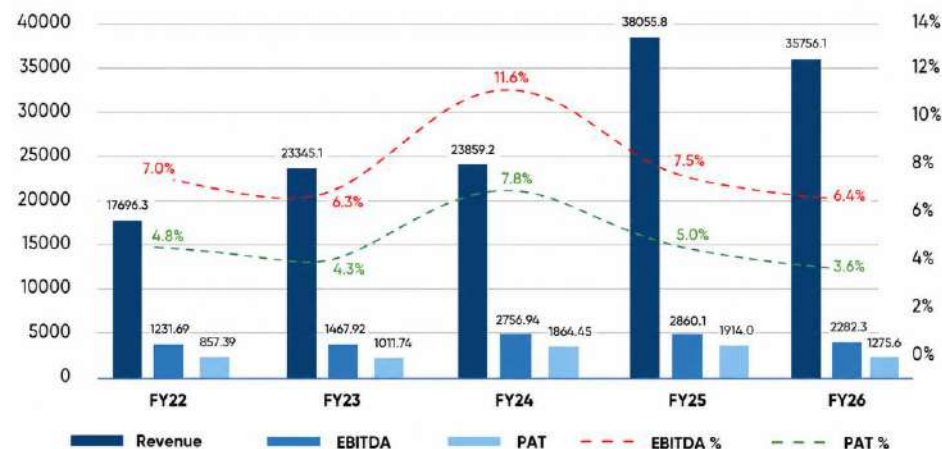
Top-5 clients account for ~85% of revenue (FY26), reflecting strong relationships.

## Financial KPIs–

5-year revenue CAGR 36.09% ; FY26 D/E~0.50.

# Profitability And Margins

Revenue, EBITDA, and PAT Trends (₹ Lakhs)



22.82 Cr (6.38%)

EBITDA (EBITDA Margin) FY 26

In Rs.

12.75 Cr (3.57%)

PAT (PAT Margin) FY-26

5-year revenue **CAGR** – 36.09%

## Reasons for Margin Moderation

- Brand Development Investments**

Spending on HexL brand establishment, marketing, dealer engagement & customer development across international markets.

- International Market Expansion**

Increased investment in market penetration, customer acquisition & distribution reach across new and existing geographies.

- Overseas Inventory Positioning**

Strategic inventory deployment to improve responsiveness & market access, with associated carrying & logistics costs.

- Business Mix Evolution**

Expansion into new products, markets & customer segments during scale-up phase, diversifying the portfolio for long-term resilience.

- External Market Factors**

Impact of freight movements, currency volatility & competitive pricing conditions across export markets.

Margin moderation during FY25–FY26 reflects growth-oriented investments in brand building, global expansion and inventory positioning to strengthen long-term capabilities and market presence.

# Consolidated Q4 FY26 Profit & Loss Statement

(In ₹ Lakhs)

| Particulars                       | Q4 FY26          | Q4 FY25         | YoY             |
|-----------------------------------|------------------|-----------------|-----------------|
| Revenues                          | 19,199.54        | 7,804.69        | <b>146.00%</b>  |
| Other Income                      | 79.28            | 13.52           |                 |
| <b>Total Income</b>               | <b>19,278.82</b> | <b>7,818.21</b> | <b>146.59%</b>  |
| Cost of goods Sold                | 14,223.67        | 5,911.69        |                 |
| Employee costs                    | 272.47           | 217.83          |                 |
| Other expenses                    | 3,393.23         | 1342.00         |                 |
| Total Expenditure                 | 17,889.37        | 7471.52         |                 |
| <b>EBITDA</b>                     | <b>1,389.45</b>  | <b>346.69</b>   | <b>300.78%</b>  |
| Finance Costs                     | 135.89           | 123.30          |                 |
| Depreciation                      | 20.18            | 21.71           |                 |
| <b>PBT</b>                        | <b>1,233.38</b>  | <b>201.68</b>   | <b>511.55%</b>  |
| Tax                               | 66.02            | 100.02          |                 |
| <b>PAT</b>                        | <b>1,167.35</b>  | <b>101.66</b>   | <b>1048.29%</b> |
| Other Comprehensive Income        | 64.70            | 25.24           |                 |
| <b>Total Comprehensive Income</b> | <b>1,232.05</b>  | <b>126.90</b>   | <b>870.88%</b>  |
| <b>EPS</b>                        | <b>2.65</b>      | <b>0.37</b>     | <b>616.22%</b>  |

# Consolidated FY26 Profit & Loss Statement

In ₹ Lakhs

| Particulars                                      | FY 26            | FY25             |
|--------------------------------------------------|------------------|------------------|
| Revenue from Operations                          | 35756.15         | 38055.81         |
| Other income                                     | 203.22           | 524.85           |
| <b>Total Income</b>                              | <b>35959.37</b>  | <b>38580.66</b>  |
| Cost of materials consumed                       | 575.34           | 400.85           |
| Purchases of Stock-in-Trade                      | 27,421.09        | 30,693.96        |
| Changes in inventories of stock-in-trade         | (3,089.99)       | (1,525.47)       |
| Direct expenses                                  | 1,069.85         | 1,619.23         |
| Employee benefits expense                        | 1,101.92         | 818.80           |
| Finance costs                                    | 506.23           | 381.49           |
| Depreciation and amortisation expenses           | 83.60            | 84.86            |
| Other expenses                                   | 6,598.88         | 3,713.24         |
| <b>Total Expenses</b>                            | <b>34,266.93</b> | <b>36,186.95</b> |
| <b>Profit Before Taxes</b>                       | <b>1,692.44</b>  | <b>2,393.70</b>  |
| Tax expense                                      | 416.87           | 479.70           |
| <b>Profit After Taxes</b>                        | <b>1,275.57</b>  | <b>1,914.00</b>  |
| Other comprehensive Income                       | 259.97           | 116.25           |
| <b>Total Comprehensive Income for the period</b> | <b>1,535.55</b>  | <b>2,030.25</b>  |
| <b>EPS ( Rs.)</b>                                | <b>3.15</b>      | <b>6.15</b>      |

# Consolidated FY26 Balance Sheet

(In ₹ Lakhs)

| EQUITY & LIABILITY                     | FY26             | FY25             |
|----------------------------------------|------------------|------------------|
| <b>A. Equity</b>                       |                  |                  |
| Equity                                 | 3,838.60         | 13.90            |
| Other Equity                           | 15,569.25        | 8,568.04         |
| Non – Controlling Interests            | 841.16           | 721.40           |
| <b>Net Worth</b>                       | <b>19,407.85</b> | <b>8,581.94</b>  |
| <b>B. Non – Current Liabilities</b>    |                  |                  |
| Lease Liabilities (Non-Current)        | 33.97            | 45.12            |
| Provision (Non-Current)                | 32.70            | 37.13            |
| Deferred Tax Liabilities (Net)         | 68.71            | 89.97            |
| <b>Total Non – Current Liabilities</b> | <b>135.38</b>    | <b>172.22</b>    |
| <b>C. Current Liabilities</b>          |                  |                  |
| Borrowings (Current)                   | 10,024.59        | 5,426.63         |
| Lease Liabilities (Current)            | 9.16             | 10.04            |
| Trade Payables                         | 3, 201.03        | 2,353.30         |
| Other Financial Liabilities            | 951.89           | 29.52            |
| Provision (Current)                    | 9.73             | 10.60            |
| Other Current Liabilities              | 1,492.60         | 592.80           |
| Current Tax Liabilities (Net)          | 12.07            | 0.00             |
| <b>Total Current Liabilities</b>       | <b>15,701.07</b> | <b>8,422.89</b>  |
| <b>TOTAL EQUITY &amp; LIABILITIES</b>  | <b>36,085.47</b> | <b>17,898.45</b> |

(In ₹ Lakhs)

| ASSETS                                | FY26             | FY25             |
|---------------------------------------|------------------|------------------|
| <b>A. Non Current Assets</b>          |                  |                  |
| PPE, ROU, CWIP and Intangibles        | 928.83           | 957.88           |
| Non Current Investments               | 569.97           | 59.61            |
| Long Term Loans & Advances            | -                | -                |
| Other financial Assets (Non- Current) | 289.50           | 94.95            |
| Other Non Current Assets              | -                | -                |
| <b>Total Non – Current Assets</b>     | <b>1,788.31</b>  | <b>1,112.44</b>  |
| <b>B. Current Assets</b>              |                  |                  |
| Inventories                           | 5,248.11         | 2,222.96         |
| Trade Receivables                     | 21,732.86        | 10,235.85        |
| Cash & Bank Balance                   | 3,307.29         | 506.57           |
| Current Investments                   | 2,249.16         | 2,982.51         |
| Other Financial Assets (Current)      | 1,081.38         | 436.46           |
| Current Tax Assets (Net)              | 0.00             | 24.90            |
| Other Current Assets                  | 408.00           | 376.75           |
| Assets Held for Sales                 | 270.34           | 0.00             |
|                                       |                  |                  |
|                                       |                  |                  |
| <b>Total Current Assets</b>           | <b>34,297.16</b> | <b>16,786.00</b> |
| <b>TOTAL ASSETS</b>                   | <b>36,085.47</b> | <b>17,898.45</b> |

# Standalone Q4 FY26 Profit & Loss Statement

In ₹ Lakhs

| Particulars                       | Q4 FY26          | Q4 FY25         | YoY     |
|-----------------------------------|------------------|-----------------|---------|
| <b>Revenues</b>                   | <b>13,305.64</b> | <b>7,037.76</b> | 89.06%  |
| Other Income                      | 0.62             | 14.34           |         |
| <b>Total Income</b>               | <b>13,306.26</b> | <b>7,052.10</b> | 88.69%  |
| Cost of Goods Sold                | 11,735.60        | 5,807.75        |         |
| Employee costs                    | 212.39           | 178.14          |         |
| Other expenses                    | 1,044.06         | 523.38          |         |
| Total Expenditure                 | 12,992.05        | 6,509.27        |         |
| <b>EBITDA</b>                     | <b>314.21</b>    | <b>542.83</b>   | -42.12% |
| Finance Costs                     | 132.72           | 121.06          |         |
| Depreciation                      | 19.74            | 21.46           |         |
| <b>PBT</b>                        | <b>161.75</b>    | <b>400.31</b>   | -59.59% |
| Tax                               | 66.02            | 100.02          |         |
| <b>PAT</b>                        | <b>95.73</b>     | <b>300.29</b>   | -68.12% |
| Other Comprehensive Income        | -17.47           | 5.27            |         |
| <b>Total Comprehensive Income</b> | <b>78.26</b>     | <b>305.56</b>   | -74.39% |
| <b>EPS</b>                        | <b>0.25</b>      | <b>1.01</b>     | -75.25% |

# Standalone FY26 Profit & Loss Statement

In ₹ Lakhs

| Particulars                              | FY 26            | FY25             |
|------------------------------------------|------------------|------------------|
| Revenue from Operations                  | 31,337.61        | 21,185.92        |
| Other income                             | 65.19            | 412.41           |
| <b>Total Income</b>                      | <b>31,402.80</b> | <b>21,598.33</b> |
| Cost of materials consumed               | 575.34           | 402.01           |
| Purchases of Stock-in-Trade              | 25,293.09        | 16,083.26        |
| Changes in inventories of stock-in-trade | 80.34            | -393.04          |
| Direct expenses                          | 1,069.85         | 1,619.23         |
| Employee benefits expense                | 901.68           | 705.03           |
| Finance costs                            | 495.52           | 371.56           |
| Depreciation and amortisation expenses   | 82.40            | 84.23            |
| Other expenses                           | 1,244.10         | 638.38           |
| <b>Total Expenses</b>                    | <b>29,742.32</b> | <b>19,510.66</b> |
| <b>Profit Before Taxes</b>               | <b>1,660.48</b>  | <b>2,087.67</b>  |
| Tax expense                              | 416.87           | 479.70           |
| <b>Profit After Taxes</b>                | <b>1,243.61</b>  | <b>1,607.97</b>  |
| Other comprehensive Income               | -4.10            | 9.23             |
| <b>Total Comprehensive Income</b>        | <b>1,239.51</b>  | <b>1,617.20</b>  |
| <b>EPS (Rs.)</b>                         | <b>3.65</b>      | <b>5.41</b>      |

# Standalone FY26 Balance Sheet

| EQUITY & LIABILITY                     | FY26             | FY25             |
|----------------------------------------|------------------|------------------|
| <b>A. Equity</b>                       |                  |                  |
| Equity                                 | 3,838.60         | 13.90            |
| Other Equity                           | 12,724.54        | 5,899.61         |
| <b>Net Worth</b>                       | <b>16,563.14</b> | <b>5,913.51</b>  |
| <b>B. Non - Current Liabilities</b>    |                  |                  |
| Lease Liabilities (Non-Current)        | 33.97            | 45.12            |
| Provision (Non-Current)                | 32.70            | 37.13            |
| Deferred Tax Liabilities (Net)         | 68.71            | 89.97            |
| <b>Total Non - Current Liabilities</b> | <b>135.38</b>    | <b>172.22</b>    |
| <b>C. Current Liabilities</b>          |                  |                  |
| Borrowings (Current)                   | 10,024.59        | 5,426.63         |
| Lease Liabilities (Current)            | 9.16             | 10.04            |
| Trade Payables                         | 2,889.49         | 2,405.97         |
| Other Financial Liabilities            | 951.89           | 29.52            |
| Provision (Current)                    | 9.73             | 10.60            |
| Other Current Liabilities              | 448.45           | 466.11           |
| Current Tax Liabilities (Net)          | 12.07            | 0.00             |
| <b>Total Current Liabilities</b>       | <b>14,345.38</b> | <b>8,348.87</b>  |
| <b>TOTAL EQUITY &amp; LIABILITIES</b>  | <b>31,043.90</b> | <b>14,434.60</b> |

| ASSETS                               | FY26             | FY25             |
|--------------------------------------|------------------|------------------|
| <b>A. Non Current Assets</b>         |                  |                  |
| PPE, ROU, CWIP and Intangibles       | 899.97           | 950.43           |
| Non Current Investments              | 117.30           | 116.54           |
| Long Term Loans & Advances           | -                | -                |
| Other financial Assets (Non-Current) | 128.49           | 94.95            |
| Other Non Current Assets             | -                | -                |
| <b>Total Non - Current Assets</b>    | <b>1,145.76</b>  | <b>1,161.92</b>  |
| <b>B. Current Assets</b>             |                  |                  |
| Inventories                          | 945.35           | 1,090.53         |
| Trade Receivables                    | 21,750.65        | 8,869.95         |
| Cash & Bank Balance                  | 2,261.07         | 15.67            |
| Current Investments                  | 2,249.16         | 2,617.75         |
| Other Financial Assets (Current)     | 1,081.38         | 279.26           |
| Current Tax Assets (Net)             | -                | 24.91            |
| Other Current Assets                 | 1,340.19         | 374.61           |
| Assets Held for Sales                | 270.34           | -                |
| <b>Total Current Assets</b>          | <b>29,898.14</b> | <b>13,272.68</b> |
| <b>TOTAL ASSETS</b>                  | <b>31,043.90</b> | <b>14,434.60</b> |



# Jinkushal Industries

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## End of Presentation

—— Thank you for your attention ——

