

OSEL DEVICES LIMITED

A Technology Disruptor in LED Displays
and Hearing Aid Solutions, Expanding
Horizons with Mobile Phones.



SAFE HARBOUR

This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute prospectus or placement memorandum or an offer to acquire any securities. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date.

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Osel Devices Limited future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. We undertakes no obligation to publicly revise any forward looking statements to reflect future likely events or circumstances.

This presentation cannot be copied and disseminated in any manner. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of the company. The Company or its Book Running Lead Manager will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



TABLE OF CONTENT

Result Highlights

H1FY26 Result Summary
Management Commentary

About Us

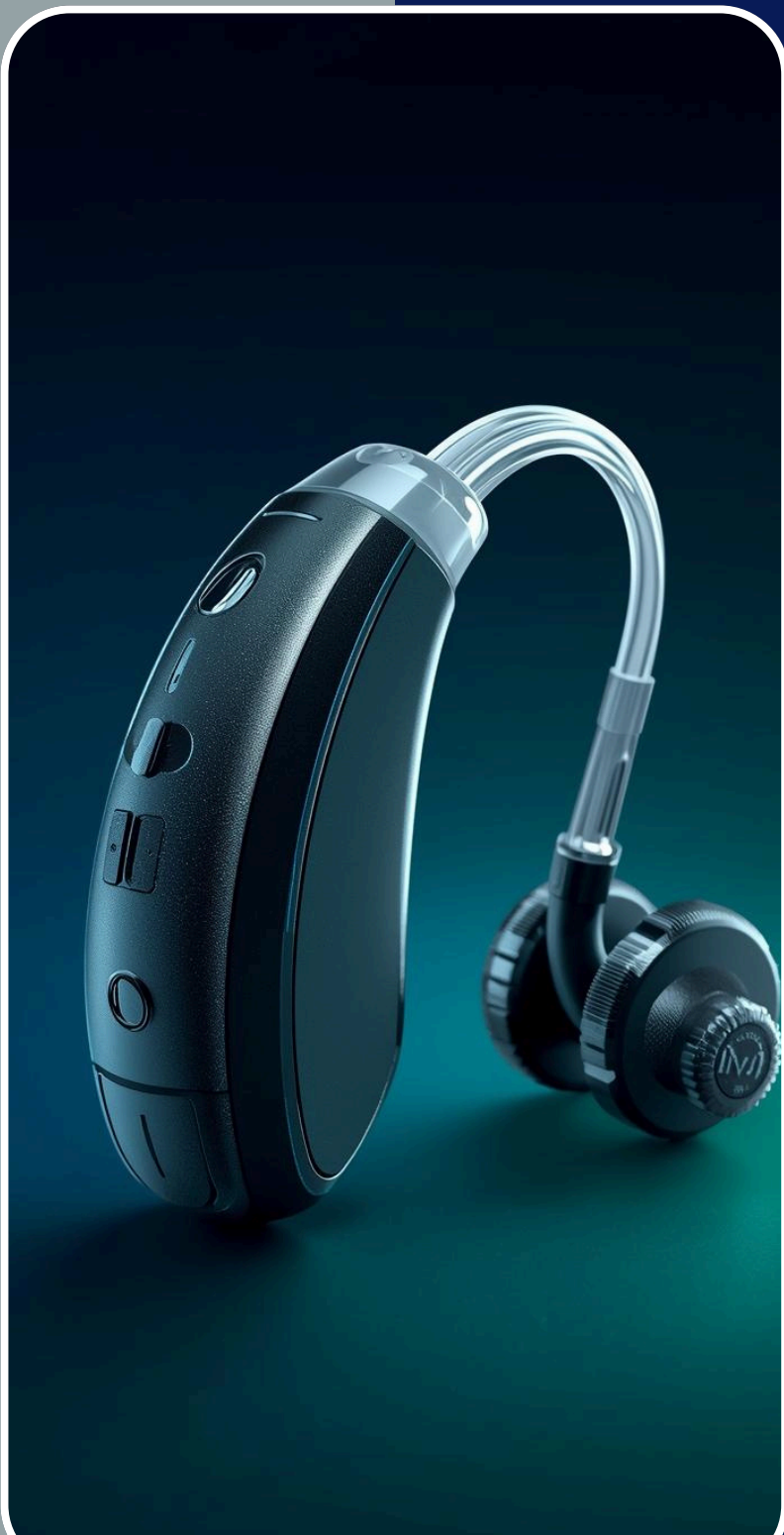
Company Overview
Products/Segments
Business Model

Growth Drivers

Hearing Aid Market & Strategy
LED Display Market & Strategy
Mobile Phone & Tablet Market

Financial Performance

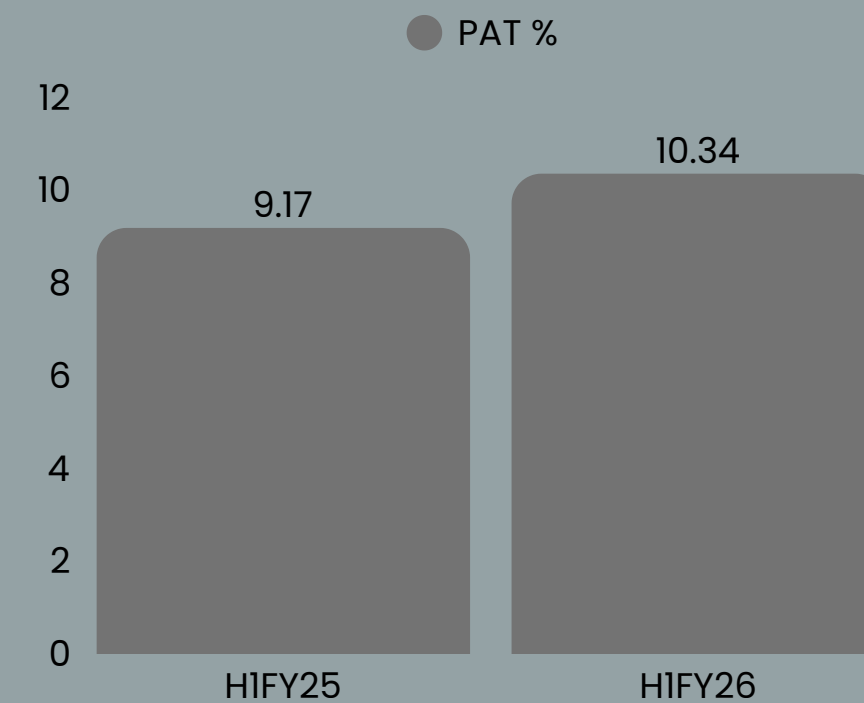
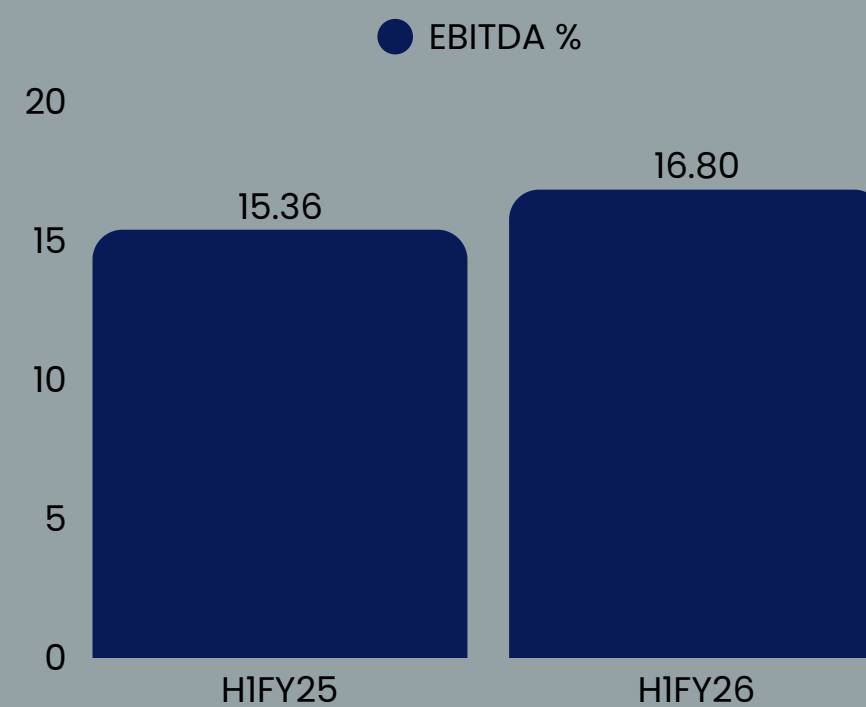
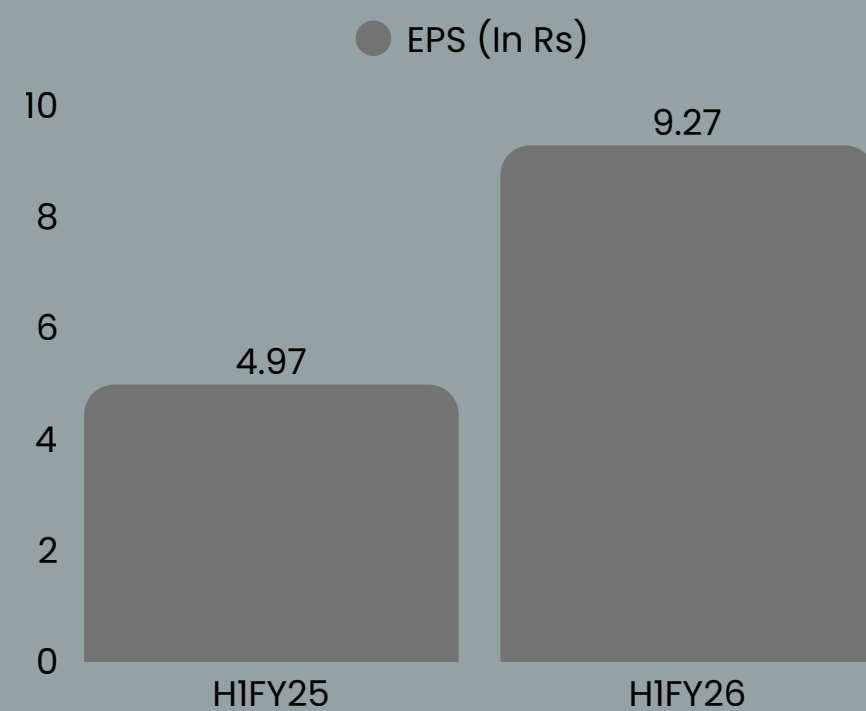
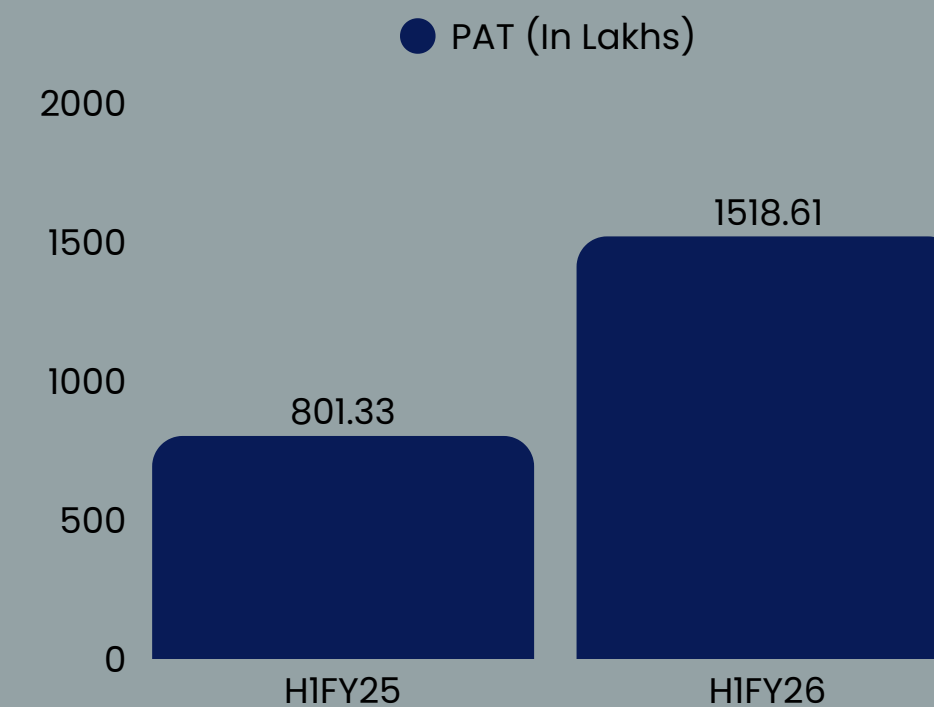
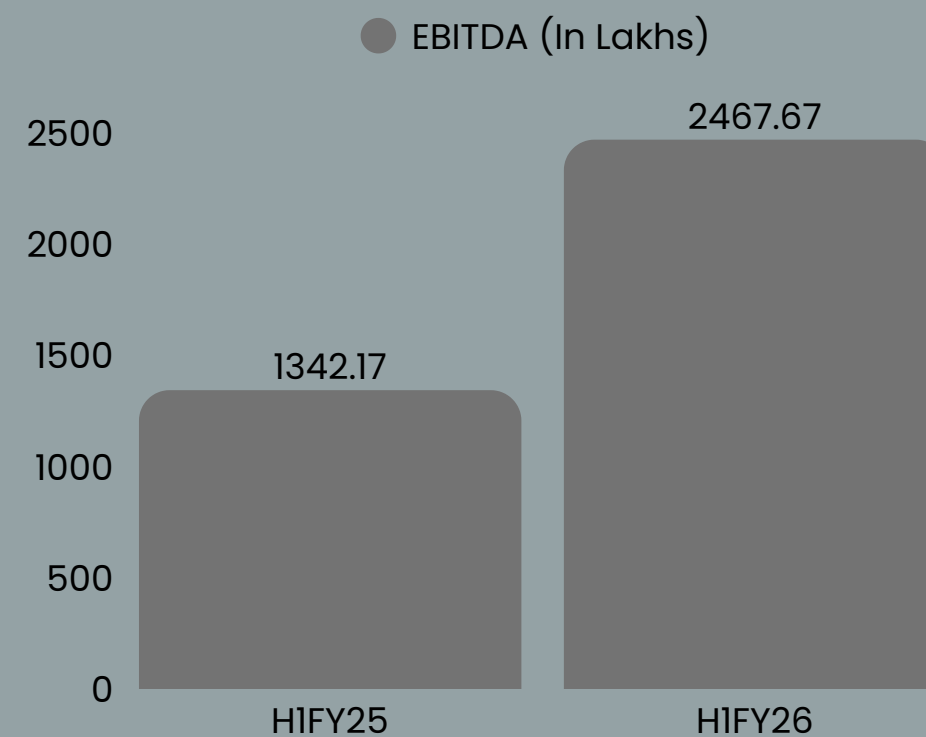
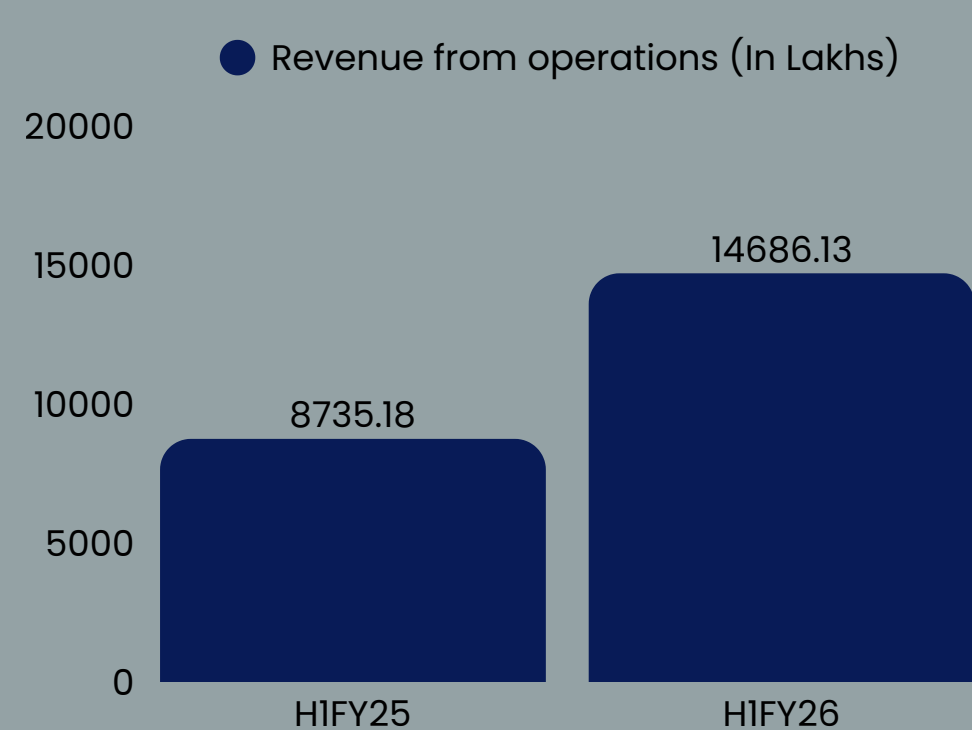
Income Statement
Balance Sheet



H1'FY26 SUMMARY



H1 FY26 PERFORMANCE SUMMARY YOY



FROM MD'S DESK

We are pleased to share our financial performance for H1FY'26. Our tiered product portfolio in the hearing aids segment reflects our commitment to serving a diverse customer base, offering solutions across various price points and technologies to achieve both volume growth and value realization. Collaborations with reputed international partners, such as Frye Electronics Inc., continue to strengthen our technological capabilities and market credibility. In India, we are developing a clinical network supported by trained audiologists to reinforce our focus on quality and customer trust. We have also initiated pilot export orders and plan to gradually expand into private market channels, including retail, wholesale, and digital platforms.

In the LED display segment, we are building international partnerships with established OEMs to enhance our global reach, while domestic collaborations with national banks are supporting wider-scale installations. Our client engagement strategy is focused on enabling enterprise-wide deployments and fostering long-term relationships.

The mobile division continues to show steady progress, evolving from an initial pilot order of 1 lakh units to follow-up orders exceeding 3 lakh units, supported by encouraging market feedback. We anticipate continued momentum in this segment exceeding orders for >5,00,00 units, guided by our emphasis on operational efficiency and responsiveness to market needs. Together, these initiatives reflect our steady pursuit of sustainable growth, innovation, and long-term value creation for all stakeholders.



Mr. Rajendra Ravi Shanker Mishra
Managing Director



ÖSEL®

ABOUT
US

COMPANY OVERVIEW

The company, OSEL Devices is a technology company headquartered in Delhi. We are end-to-end manufacturer of LED Displays and Hearing Aids Devices right from designing to installations. Expanding our portfolio, the company has also entered the mobile phone segment under the Philips brand.

HEARING AIDS



LED DISPLAYS



MOBILE PHONES



**15,000
SQ.FT**

Total Capacity for
LED Displays and
Devices

**4,00,000
UNITS**

Hearing Aids p.a
production capacity

ÖSEL®



HEARING AIDS

Products	Segement	Application
Standard Behind-the-Ear (BTE)	• B2B • Cater to various governments through tender offer and also undertake white label manufacturing for others.	• Suitable for moderate to severe hearing loss, with larger batteries and more
Mini Behind-the-Ear (BTE)		• Smaller and more discreet, often used with thin tubing and a soft dome.
Receiver-in-the-Ear (RITE)		
Receiver-in-Canal (RIC)		• The receiver is placed inside the ear canal, offering a more natural sound.

35.21%

H1FY26 Sales %
Revenue Contribution

0.73%

YoY Growth %
Segment Sales Growth
(H1FY25 to H1FY26)



LED DISPLAYS

Products	Segement	Application
Indoor	- B2B - Supplying to Governments and Corporates across Broadcasting, Education, Hospitality, Banking, Healthcare, Retail, Entertainment and Religious Institutions.	Retail, corporates, public events.
Outdoor		Outdoor display & advertisement
Transparent		Creating stunning visual effects
Customised		Specific needs & requirements

48.90%

H1FY26 Sales %

Revenue Contribution

99.41%

YoY Growth %

Segment Sales Growth
(H1FY25 to H1FY26)





MOBILE PHONES & TABLETS

15.89%

H1FY26 Sales %
Revenue Contribution

BUSINESS MODEL

Particulars	Medical Equipment	Displays	Devices	OEM For LED
Products/Segments	Hearing Aids	LED Displays	Mobile Phones & Tablets	LED Display & Devices
Target Revenue Mix Total Sales %	~20%	~30%	~30%	~20%
EBITDA Margins	~30-35%	~15-20%	~15-20%	Product Specific
Growth Driver	Price Hike	Volume Growth	Volume Growth	Product Specific
Long Term Growth Rate (E)	25-30%	25-30%	20-25%	-



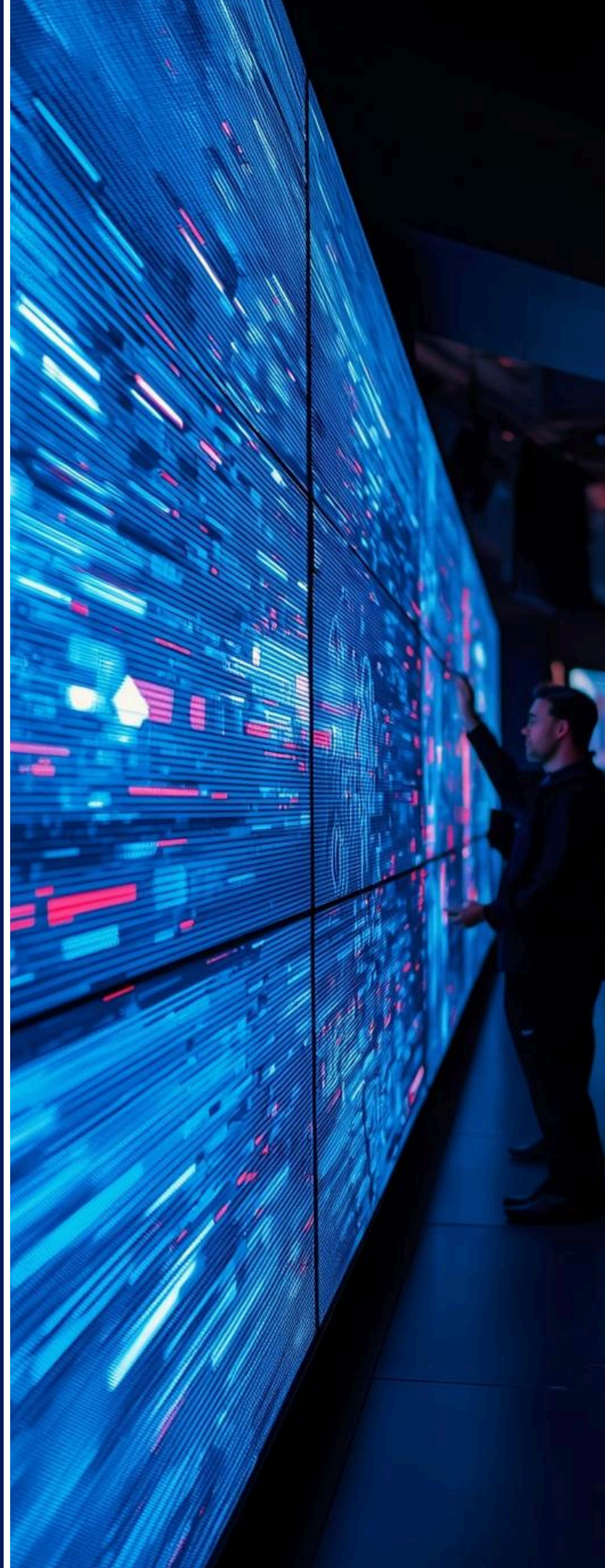
CERTIFICATIONS

We obtained BIS licenses for "Digital BTE Hearing Aids" and "Visual Display Units", establishing regulatory credibility in both market segments.

Our company is ISO certified, validating our adherence to global quality management standards for both semi-finished and finished products.

Over the years, we have developed a strong tender track record with government entities which has been made possible by our possession of highly reputed licenses such as the MD-5 certification, which is exceptionally difficult to obtain in the field of medical device manufacturing.





**GROWTH
DRIVERS**

HEARING AID DEMAND BREAKING STIGMA

**India sells
700,000
hearing
aids, yet
treatment
remains
under 3%.**

**India has
only one
audiologist
per
500,000
people.**

<https://health.economictimes.indiatimes.com/news/industry/we-aim-to-revolutionise-hearing-solutions-by-making-them-accessible-and-affordable-brandon-sawalich-starkey/107700760>

<https://audientes.com/blogs/insights/the-india-opportunity>

India's Stark Reality

India has 1.3 billion people, with an estimated 7% affected by hearing loss.

Shockingly, <0.5% have taken steps to address it.

Of those who do, only 10% use two hearing aids.

There is a massive gap in hearing care awareness and action.

Global Landscape: A Misunderstood Industry

488 million people suffer from hearing loss worldwide.

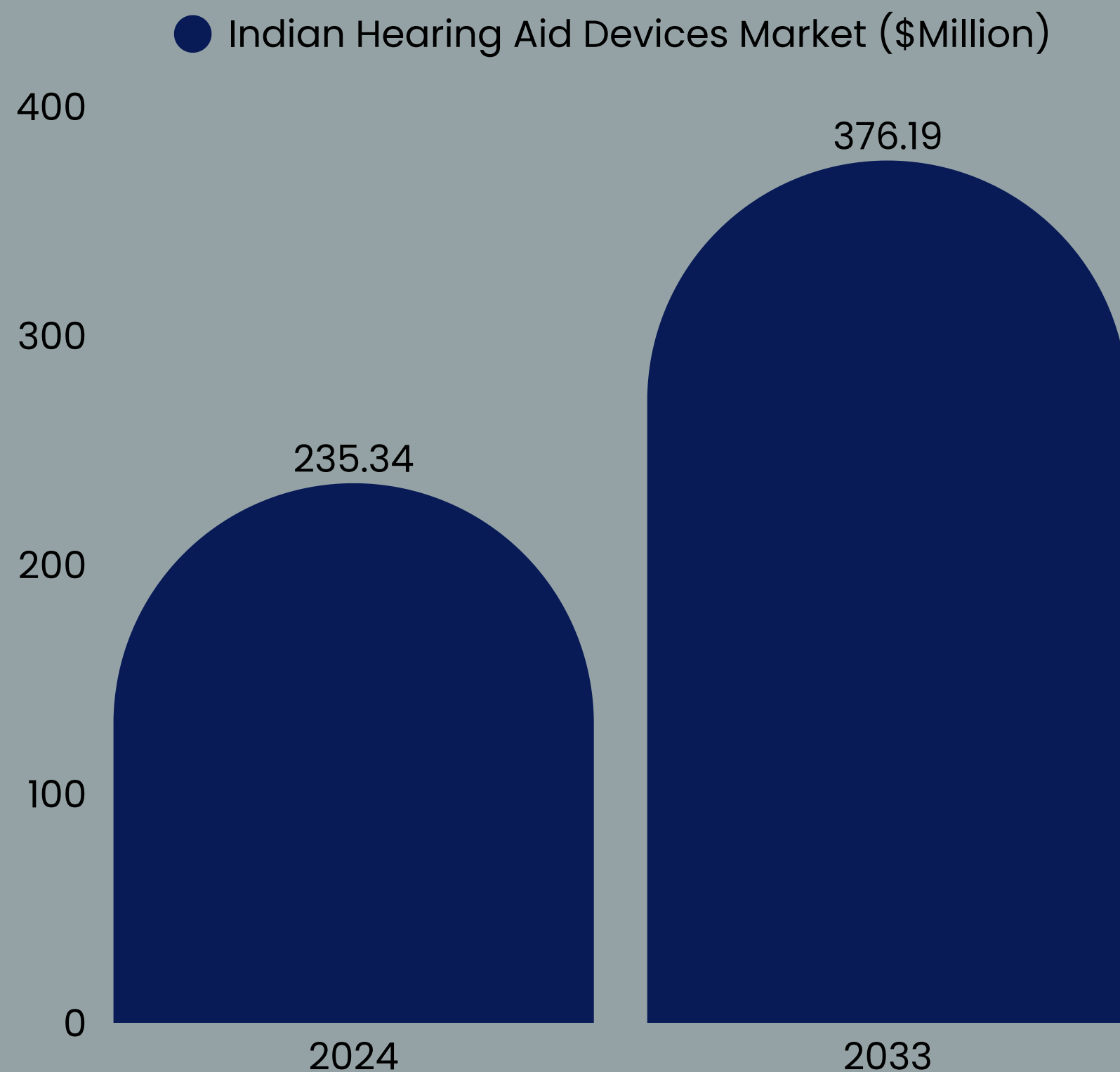
Hearing aid adoption remains under 10%.

Barriers: access, affordability, and stigma.

Hearing aids are wrongly seen as outdated or only for the elderly.



HEARING AID MARKET & GROWTH



ADIP Scheme By Government

The Indian government is actively promoting hearing aid devices through schemes like the ADIP (Scheme of Assistance to Disabled Persons for Purchase/Fitting of Aids and Appliances) and others, aiming to provide financial assistance and ensure access to these devices for the hearing impaired.

Hearing Aid Cost In India

Basic Models: ₹10,000 to ₹30,000
 Mid-Range Models: ₹30,000 to ₹1,00,000
 Premium Models: ₹1,00,000 to ₹4,00,000



HEARING AID: TAPPING EXPORTS

The government launches the Export Promotion Council for Medical Devices (EPCMD), a long-awaited move to position India as a global medtech manufacturing and export hub.

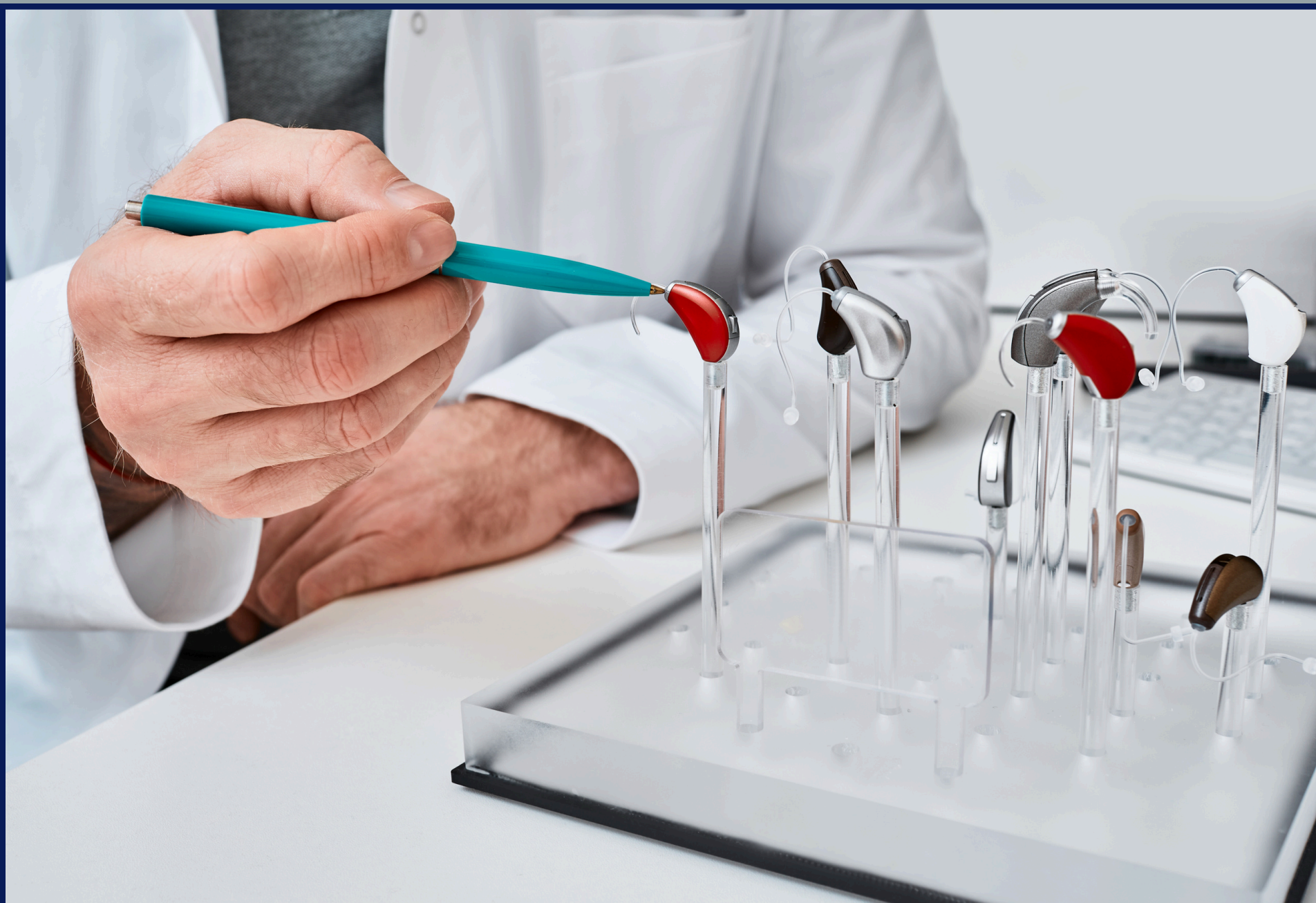
EPCMD is separate from pharma, acknowledging the unique needs of medtech. It will drive trade deals and promote 'Make in India' products globally.

69% of medical devices sold in the U.S. are made outside of United States.

India exports ₹31,672 crore (\$3.7B) worth of medical devices, growing at 14% annually.

With the USA, Germany, and China as key markets for India, the target is a \$30B industry by 2030.

HEARING AID GROWTH OUR STRATEGY



Tiered Product Portfolio

Offering a varied product range across price points and technology levels to drive volume and enable premium pricing.

Balanced India-Export Sales Strategy

Optimizing sales mix across domestic and international markets to strengthen revenue stability and market reach.

Global Strategic Partnerships

Forming alliances with reputed international companies (e.g., Frye Electronics Inc.) to enhance technology, credibility, and market access.

HEARING AID GROWTH OUR STRATEGY

Nationwide Clinical Hub & Audiologist Network

Establishing a strong clinical ecosystem supported by trained audiologists across India to improve service delivery and brand trust.

Expansion into Private Market Channels

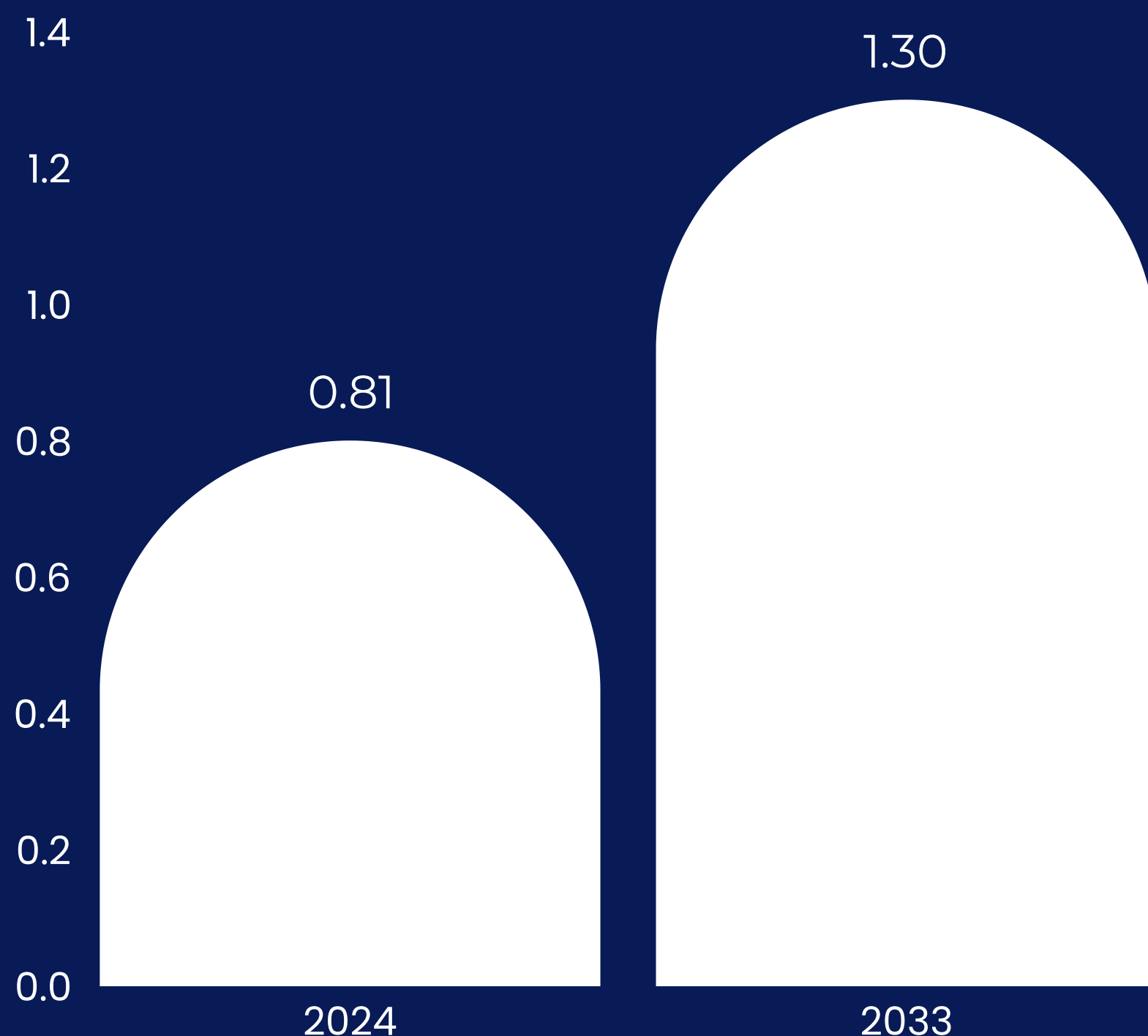
Capturing private sector demand through wholesale, retail, doctor touchpoints, and online platforms alongside government business.



LED DISPLAY

UNDERPENETRATED MARKET

● Indian LED Display Market (\$Billion)



Key Growth Drivers

The demand for visually impactful advertising solutions across sectors like retail, sports, transportation, and hospitality, along with the rise of digital out-of-home (DOOH) advertising, have driven the market's expansion.

Product Trends

Outdoor/indoor, mobile, fine-pitch LED displays are prominent, for both large-scale and close-viewing applications.



LED DISPLAY

OUR STRATEGY

Entering International Markets

Initiating global market expansion through strategic collaboration with leading international OEMs.

National Tie-Ups With Leading Banks

Establishing nationwide partnerships with prominent banks to supply LED display systems across branch networks throughout India.

Aggressive Client Acquisition Strategy

Focused business development to onboard key institutional clients, where one strategic client unlocks a nationwide multi-location rollout.



LED DISPLAY: OUR CLIENTS



MOBILE PHONES & TABLETS: INTRODUCED PHILIPS IN INDIA

Osel Launched Philips In India

Philips Enters Indian Mobile
Market in partnership with
OSEL

Philips x OSEL

OSEL will lead right from
product manufacturing to
marketing and distribution.

Aim to disrupt India's mobile phone market

Phase 1

Entry into the Feature Phone Market:

Expected to generate Rs.10,000 cr annually with
demand for ~90 million units.

Phase 2

Entry into the Smartphone Market

Estimated to reach Rs.4 lakh cr in revenue with
demand of 170 million units annually.

EXCLUSIVE RIGHTS FOR PHILIPS IN MOBILE PHONES & TABLET SEGMENT





FINANCIAL PERFORMANCE

INCOME STATEMENT

Particulars (In Lakhs)	H1FY26	H1FY25	YOY Growth %	H2FY25	HOH Growth%	FY25
Revenue from operations	14686.13	8735.18	68.13%	9911.68	48.17%	18646.87
Other Income	2.27	0.59		12.61		13.2
Total Income	14688.4	8735.77	68.14%	9924.29	48.00%	18660
COGS	11294.57	6681.64		7582.48		14264.11
Employee Benefit Expenses	213.81	195.17		239.28		598.14
Other Expenses	712.34	516.79		919		2148.13
EBITDA	2467.67	1342.17	83.86%	2001.63	22.73%	3351.81
EBITDA %	16.80%	15.36%		20.26%		17.97%
Finance Costs	365.72	160.58		186.15		346.72
Depreciation and Amortization Expenses	56.5	47.63		62.17		166.3
Profit Before Tax	2045.3	1133.96	80.37%	1762.31	16.06%	2896.3
Tax Expense	526.69	332.63		558.41		891.03
Profit After Tax	1518.61	801.33	89.51%	1203.9	26.14%	2005.27
Net Margin %	10.34%	9.17%		12.13%		10.75%
EPS	9.27	4.97		9.34		14.31

BALANCE SHEET

EQUITY AND LIABILITIES			ASSETS		
Particulars (In Lakhs)	FY25	H1FY'26	Particulars (In Lakhs)	FY25	H1FY'26
Shareholders' funds			Non-current assets		
(a) Share capital	1612.92	1,769.46	(a) Property, Plant & Equipment	1743.75	2,188.32
(b) Reserves and Surplus	9182.00	15,513.48	(b) Long term loans & advances	2,235.25	2318.86
(C) Money received against share warrants		410.00	(c) Non current assets	773.91	794.68
Non-current liabilities					
(a) Long term Borrowings	162.92	124.48	Current Assets		
(b) Long term Provisions	-	-	(a) Inventories	4076.79	5,765.43
(c) Deferred tax liabilities (net)	79.26	95.23	(b) Trade receivables	6,561.70	9,601.67
Current liabilities			(c) Cash and bank balances	874.75	3,183.82
(a) Short Term Borrowings	4794.71	9,860.38	(d) Short term loans and advances	17.10	0.11
(b) Trade payables	3010.71	3,583.50	(e) Current Investments	-	4,100.00
(c) Short-term provisions	831.41	516.05	(f) Other current assets	3493.41	4,216.46
(d) Other current liabilities	102.71	391.78			
TOTAL	19776.65	32264.36	TOTAL	19776.65	32264.36

THANK YOU!

ÖSEL®

Osel Devices Limited
cs@oseldevices.com

