



NAMAN IN-STORE (INDIA) LIMITED

INVESTOR PRESENTATION 1HY 2024-25

Safe Harbour (Disclaimer)

*This presentation and the accompanying slides (the "Presentation"), which have been prepared by **Naman In-Store (India) Limited** (the "Company"), have been prepared solely for information purposes.*

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.

This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



Table of Content

Company Overview

Chairman message	07
About Us	08
Vision & mission	09
Management	10
Key strengths	11
Journey	12

Financial Performance

Financial Highlights 1HY 2024-25	13
Balance sheet Highlights 1HY 2024-25	14

Industry Overview

Micro Economic Landscape	16
Retail Industry	17
The Market - Retail	18
Unlocking Industrial opportunities	19
Industrial Segment	20

Business Overview

Business at glance	22
Our Offerings	23
Product Ranges	24
Geographical Presence	27
Marquee Clients	28

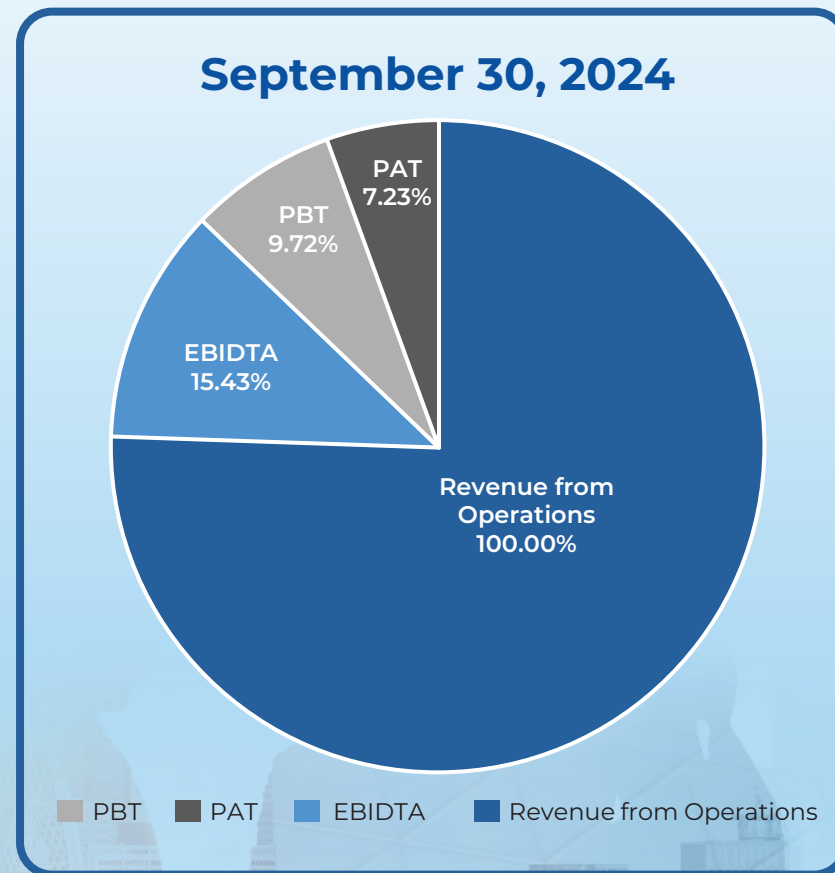
Future Outlook

Driving 4DS To Make Naman Future- Ready	30
Future Outlook	31



Naman FY25 –H1 at Glance

Particulars	September 30, 2024	% of Revenue from Operation
Revenue from Operations	6,648.68	100.00%
EBIDTA	1,026.18	15.43%
PBT	646.07	9.72%
PAT	480.69	7.23%



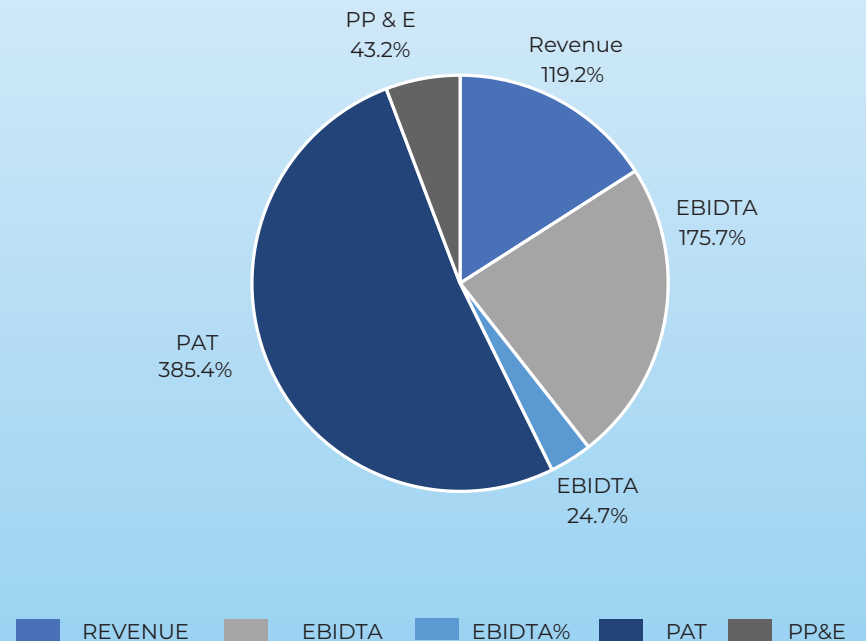
Naman at Glance

OUR GROWTH STORY

- ◆ **Revenue Growth** - A staggering increase of **119.2 %**, showcasing our ability to significantly scale our operations and expand our market reach
- ◆ **EBIDTA Growth** - An exceptional rise of **175.7 %**, reflecting our enhanced operational efficiency and profitability
- ◆ **EBIDTA Margin** - An impressive improvement to **24.7%**, indicating our strong profit margins and efficient cost management
- ◆ **PAT (Profit After Tax)** - An outstanding growth of **385.4%**, underscoring our successful bottom-line performance
- ◆ **Property, Plant, and Equipment (PP&E)** - A notable increase of **43.2 %**, demonstrating our substantial investment in assets to support future growth

Returns in CAGR*

FY 24 VS FY 21





COMPANY OVERVIEW

Chairman's Message

I am pleased to share an update on your company's achievements for the half-year ending September 2024. This period marks a pivotal chapter in our journey, as we successfully enter the international market. These results reflect both a strong presence in India and our first steps into exports, underscoring an ability to adapt in an evolving business landscape.

Total revenue of ₹6,715.54 lakhs stands as a testament to a commitment to operational excellence and sustainability, with continued strength from domestic partnerships and new contributions from export clients.

Historically, growth has been driven by strong domestic partnerships. Major long-term clients in India have been instrumental in this success. This year, however, we expanded horizons internationally, entering into export partnerships for the first time.

We have taken the initial steps toward developing new business verticals, leveraging our current infrastructure and expertise. This initiative aims to expand our product range and explore entry to the B2C market, with offerings specifically designed to serve corporate entities.

We are enthusiastic about the potential this initiative holds for driving revenue growth and enhancing brand visibility.

I extend my gratitude to shareholders, clients, and employees for their trust and support. Together, we are well-positioned to continue this journey of resilience, innovation, and global growth.



Raju Mathuradas Paleja
Chairman and Managing Director

ABOUT US

Naman In-Store (India) Limited is a leading company in India, specializing in display and retail furniture and fixtures. With a wide range of offerings, the company serves various industries and retail stores, primarily in the corporate segment.

The team has successfully managed national rollouts for some of the largest retailers and numerous global brands. Directors and department heads bring over 20 years of industry experience and have built long-standing client relationships.

The company employs highly skilled professionals in all aspects of furniture fabrication. With a strong focus on creative design and precision engineering, the company excels in delivering flawless in-store solutions. Expertise includes crafting high-quality custom displays and managing complex projects with diverse material inputs, all handled in-house within a 275,000 sq. ft. production and warehouse area.

Headquartered in Mumbai, the company is equipped to design, produce, and ship products to clients worldwide.

PHILOSOPHY & COMMITMENT



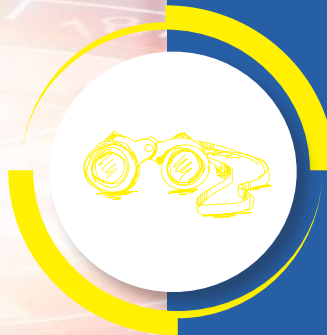
Vision

"Aim to be a leading provider of innovative retail and industrial solutions both Nationally and Internationally. Our vision is to be recognized as a trusted partner in driving sustainable development and excellence in every market we serve."



Mission

To innovate and excel in providing tailored retail solutions and industrial products, fostering client success through quality, creativity, reliability and accessibility. "Delivering Experience"



Core Values

We uphold social responsibility through initiatives that enhance community well-being and inclusivity. Our governance excellence ensures transparency, accountability, and ethical conduct in all operations. "We drive innovation to create impactful solutions that meet market needs while promoting sustainability and social responsibility. Customer commitment remains at the forefront."

Our Management



MR. RAJU PALEJA

Chairman & Managing Director



MR. JAY SHAH

Whole Time Director



MR. MEHUL NAIK

Whole Time Director



MR. SHAHID SHAIKH

Whole Time Director



MS. FORAM DESAI

Whole Time Director



MR. ANAND KHANNA

Independent Director



MR. NIRAJ SETH

Independent Director



MS. FENI SHAH

Independent Director



**MS. HARSHANGIBEN
SOLANKI**

Independent Director



**MR. SUDHIR
SOUNDALGEKAR**

Independent Director

Naman Advantage – Key strengths

- We hold a prominent position in the domestic retail store furniture and fixture market gives the company a competitive edge
- Our team has managed national roll outs for some of the largest retailers and several global brands. Each of our Directors and department heads comes with over 15 years of industry experience and decade old client relationships
- Equipped with hi-tech, advanced machinery, the company enhances its production capabilities and ensures precision in manufacturing, providing a significant advantage over competitors
- With our highly skilled engineering team, we deliver innovative fixture solutions tailored to clients' needs, enhancing our market competitiveness
- With our extensive capabilities and experience, the company efficiently caters to clients' requirements across India and exports to international markets
- With advanced technology and resources, the company undertakes diverse fabrication projects from industrial to retail, enhancing its market position
- Multi-Material Process Strength - The company's capability to handle a diverse range of metals, woods, and plastics enhances its versatility and market appeal
- 0.2 Mn + Square feet factory, 75,000 sq. ft. warehousing facility, 100+ Brands

The House of Prominent Display, Retail Fixtures & Industrial Solutions

➤ Market Leadership

- Starting from 2022 and continuing into the future, Naman In-Store (India) Private Limited embarked on a phase 3 marked by significant growth and diversification
- 2022 - : Naman experienced remarkable sales growth during this period
- 2023: The company's infrastructure expanded significantly with its facility now encompassing almost 200,000 sq. ft., featuring a warehouse spanning 75,000 sq. ft. dedicated to ready to ship goods
- 2024: A significant achievement was the listing of Naman on the Nifty SME Bourse, underscoring its stature and market leadership in the industry

➤ Growth & Resilience

- Phase 2, From 2015 to 2021, Naman In-Store (India) Private Limited demonstrated resilience
- By 2015, Naman strengthened its position through a key industry collaboration. Despite the challenges posed by the COVID-19 pandemic, it demonstrated resilience and charted its own path forward by teaming up with new co-promoters to drive growth and innovation
- A significant milestone during this period was the acquisition of factory premises leased for wood and metal processing plants, enhancing manufacturing capabilities
- In terms of quality and compliance, Naman achieved several certifications reflecting its commitment to excellence and safety

➤ Foundation & Expansion

- During Phase 1, from 1999 to 2015, Naman embarked on a journey marked by strategic milestones founded by Raju Paleja in 1999 under other business name(s) and formally as Naman In-store India Private Limited in 2010.
- Naman initially focused on branding, banners and Point of Sale Material (POSM). The company steadily grew its expertise and market in the retail store and fixtures format
- In 2010, Naman In-Store (India) Private Limited was formally incorporated, signaling a significant step towards organizational structure and scalability

2022-

2015-'21

1999-'15

100+
BRANDS

20+
Years of Experience

2+
Lac Sq.ft Factory

STATEMENT OF UNAUDITED PROFIT AND LOSS ACCOUNT

FOR THE HALF-YEAR ENDED SEPTEMBER 30, 2024

(₹ in Lakhs)

Particulars	For the half-year ended			For the year ended March 31, 2024
	30-09-2024	31-03-2024	30-09-2023	
	Unaudited	Audited	Audited	Audited
I Revenue from operations	6,648.68	6,552.61	7,921.79	14,474.40
II Other income	66.86	4.63	7.92	12.55
III Total Revenue (I + II)	6,715.54	6,557.24	7,929.71	14,486.95
IV Expenses:				
(a) Cost of raw material consumed	3,858.41	3,712.29	5,016.50	8,728.79
(b) Changes in inventories of finished goods and work-in-progress	(442.45)	(643.22)	(943.99)	(1,587.21)
(c) Employee benefits expense	396.05	456.52	440.83	897.35
(d) Other expenses	1,877.35	2,156.96	2,175.34	4,332.30
Total Expenses	5,689.36	5,682.55	6,688.68	12,371.23
V Profit before Depreciation. Finance cost and Tax (III - IV)	1,026.18	874.69	1,241.03	2,115.72
VI Finance costs	186.18	232.47	195.56	428.03
VII Depreciation and amortisation expense- Direct	167.67	183.38	146.13	329.51
VIII Depreciation and amortisation expense- Indirect	26.26	34.80	24.65	59.45
IX Profit before prior-period items and tax (V- VI-VII-VIII)	646.07	424.04	874.69	1,298.73
X Prior-Period Items	-	1.43	64.34	65.77
XI Profit before tax (IX-X)	646.07	422.61	810.35	1,232.96
XII Tax expense:				
(1) Current tax expense	182.55	98.38	238.84	337.22
(2) Deferred tax expense/(credit)	(17.17)	(27.05)	(4.42)	(31.47)
(3) Short/(Excess) provision for earlier years		0.01	-	0.01
	165.38	71.34	234.42	305.76
XIII Profit from continuing operations (XI-XII)	480.69	351.27	575.93	927.20
XIV Paid-up Equity Share Capital (Face Value of ₹ 10/- each)	1,054.80	1,054.80	140.00	1,054.80
XV Reserves excluding revaluation reserves as per balance sheet of previous accounting year				2,771.49
XVI Earnings per Equity Share (Non-Annualised) :- Face Value of ₹ 10/- each (Pre-bonus)				
- Basic	4.56	4.53	41.14	11.99
- Diluted	4.56	4.53	41.14	11.99
(Post-bonus)				
- Basic	4.56	4.53	7.48	11.99
- Diluted	4.56	4.53	7.48	11.99
XVII Weighted Average No. of Shares considered for calculating earning per share(Pre Bonus) (Including impact of bonus shares as per AS 20)	1,05,48,000	77,62,251	14,00,000	77,31,126
XVIII Weighted Average No. of Shares considered for calculating earning per share(Post Bonus) (Including impact of bonus shares as per AS 20)	1,05,48,000	77,62,251	77,00,000	77,31,126

UNAUDITED BALANCE SHEET

AS AT SEPTEMBER 30, 2024

(₹ in Lakhs)

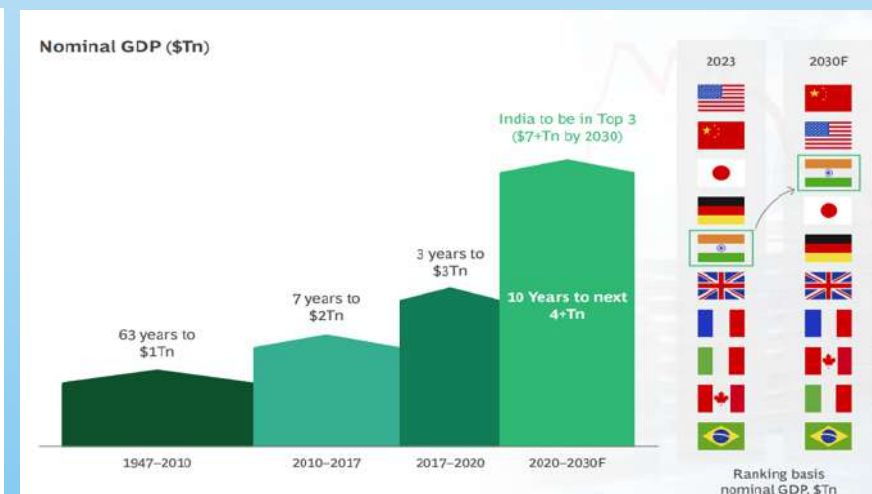
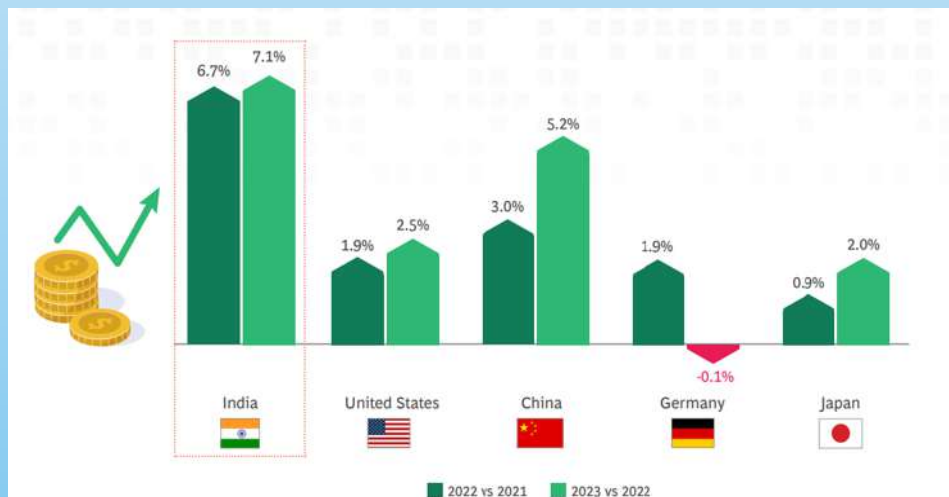
Particulars	As at 30-09-2024	As at 31-03-2024
	(Unaudited) ₹	(Audited) ₹
A EQUITY AND LIABILITIES		
(1) Shareholders' funds		
(a) Share capital	1,054.80	1,054.80
(b) Reserves and Surplus	3,252.18	2,771.49
	4,306.98	3,826.29
(2) Non-current liabilities		
(a) Long term Borrowings	991.28	1,057.33
(b) Deferred tax liabilities	-	13.64
(c) Other Long term liabilities	3.00	3.00
(d) Long term Provisions	39.05	33.12
	1,033.33	1,107.09
(3) Current liabilities		
(a) Short Term Borrowings	2,749.99	2,661.31
(b) Trade payables		
(i) Total outstanding dues of micro enterprises and small enterprises	174.27	63.74
(ii) Total outstanding dues of creditors other than micro enterprises and small enterprises	2,486.47	1,704.76
(c) Other current liabilities	128.10	196.58
(d) Short-term provisions	325.61	142.37
	5,864.44	4,768.76
	11,204.75	9,702.14
	TOTAL	TOTAL
B ASSETS		
(1) Non-current assets		
(a) Property, Plant & Equipment and Intangible Assets		
(i) Property, Plant & Equipment	1,657.95	1,777.51
(ii) Intangible Assets	3.06	4.04
(b) Non-Current Investments	23.38	23.38
(c) Deferred tax assets (net)	3.53	-
(d) Other Non-Current Assets	576.11	513.68
	2,264.03	2,318.61
(2) Current assets		
(a) Inventories	3,899.74	3,089.29
(b) Trade receivables	3,084.78	1,604.43
(c) Cash and bank balances	1,727.41	2,631.41
(d) Short-term loans and advances	191.15	38.00
(e) Other current assets	37.64	20.40
	8,940.72	7,383.53
	11,204.75	9,702.14
	TOTAL	TOTAL



Industry Overview

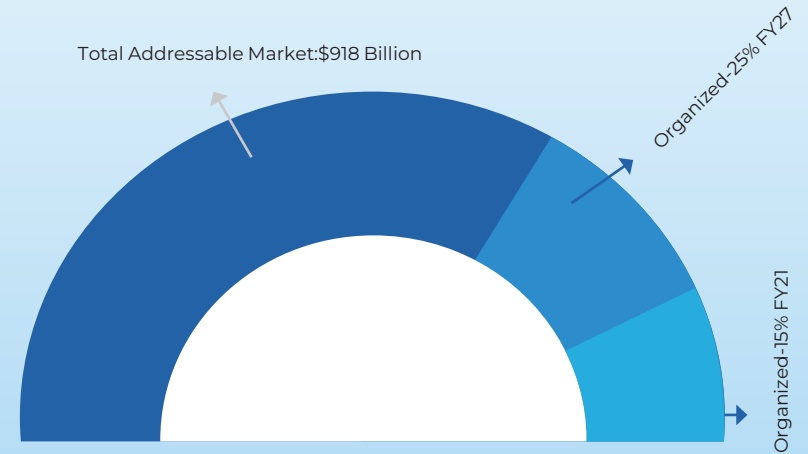
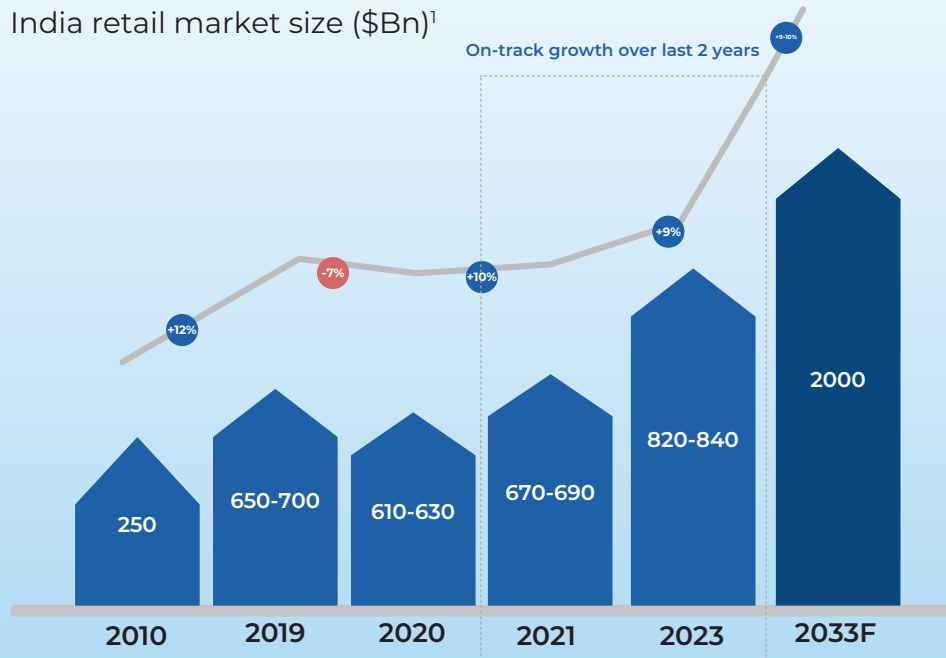
Macro-Economic Landscape

- Economic Growth: India maintained its status as the world's fastest-growing major economy in 2023-24, with real GDP growth estimated at 7.6%
- Growth Drivers: Strong domestic demand, improvements in manufacturing and services, and significant infrastructure investments fueled this growth
- Future Outlook: Institutional and investor confidence supports expectations of a 6.5% to 7.8% growth rate throughout the decade, aiding in debt management, job creation, and consumption growth
- Economic Strengths: Large population, favorable demographics, healthy forex reserves, strong GST collections, stable political environment, and extensive infrastructure spending provide a solid growth foundation
- 2024-25 Forecast: RBI forecasts 7% growth, supported by government capital expenditure, strong corporate performance, lower global commodity prices, and growing domestic demand
- Inflation Control: Inflation eased to a five-year low of 3.54% in Q2 FY 2024-25, with stable interest rates supporting long-term investments and spending
- Strategic Focus: The government focuses on onshoring, friend-shoring, AI competitiveness, and meeting non-fossil fuel power targets
- Global Integration: Policy reforms, increased FDI, and digital infrastructure expansion position India to boost its role in global value chains and meet international business demands



Retail Industry

India retail market size (\$Bn)¹



- The India retail market is expected to reach **US\$1.1 trillion** by 2027 and **US\$2 trillion** by 2032
- Many global investors are investing in the retail sector, the organized retail sector in India is projected to grow at a 25 % CAGR
- India's per capita income is approximately **\$2,400**. Historically, countries surpassing **\$2,500** have shown significant growth until reaching **\$8,000-\$10,000**. This trend makes India an attractive market for retail investment

The Market - Retail



Organized Retail Expansion: The organized retail sector, currently 15% of the market, is expected to grow to 25%, with a CAGR of 25%.



State Incentives: Several states are offering incentives to attract businesses and international players to non-metropolitan areas.



Investor Appeal: Global investors are attracted by India's demographic dividend, untapped market potential, and rising per capita income, currently around \$2,400, which typically leads to substantial economic growth.



In-Store Furniture Drivers: Growing demand for modern, stylish, and functional retail environments is key, driven by urbanization, real estate development, and rising disposable incomes.



Retail Segment Growth: FMCG (65%), apparel & footwear (10%), and consumer electronics (9%) are the largest segments, expected to grow rapidly with companies expanding their store networks.



Technological Advancements: Innovations in manufacturing processes and materials are enhancing product quality and design, making furniture more appealing and boosting market reach.



Retail Leasing Surge: Retail leasing hit a 5-year high in H1 2024, reaching 3.1 million square feet across 8 cities, driven by fashion, hypermarkets, and restaurants, with growth expected in tier-2, tier-3, and tier-4 cities.



Omni-Channel Influence: The growth of e-commerce and omni-channel presence is driving demand for diverse furniture solutions, enhancing customer experience and increasing sales both online and offline.



Retail Environment Focus: Retailers are creating engaging in-store environments with interactive displays and personalized consultations, enriching the shopping experience and driving higher sales.

UNLOCKING OPPORTUNITIES IN INDUSTRIAL SEGMENT

The advent of the cloud has resulted in a massive expansion of reliance on server technology. More companies than ever before are transitioning to digital platforms, necessitating a surge in the number of servers.

Data Centres

Increasing Server Power Consumption

Data centers, pharma facilities and R&D labs rely heavily on HVAC systems, which often consume more power than the IT equipment they cool. The demand from the R&D sector is particularly strong, emphasizing the critical role of efficient HVAC systems in maintaining optimal operating conditions across these industries.

Power Control Panels



India accounts for roughly 14 to 15% of global internet users, whereas data center is only 6% leaving a huge gap there.

Server Racks Demand

Only IT Equipments like networking equipments make up 50-60% proportion of server power consumption

HVAC Systems

The surge in global data, from streaming to cloud services, demands powerful servers. Increasing data volumes lead to higher power requirements, which can sometimes outweigh the efficiency gains from new equipment. Power control panels play a crucial role in managing these rising power demands.



Industrial Segment

Naman In-store India Limited is deeply entrenched in the industrial segment, offering a wide array of specialized metal products that cater to the complex needs of various industries. Our commitment to innovation, quality, and customer satisfaction drives us to deliver solutions that are both reliable and tailored to the specific operational requirements of our clients. Below is an expanded overview of our key offerings within the industrial segment:

Electrical Control Panels

Designed for robust performance, our Electrical Control Panels offer centralized management and precise control of electrical systems, ensuring reliability and efficiency in various industrial applications



Office Compactors



Petrol Pump Kiosks

Our Petrol Pump Kiosks are built to withstand harsh conditions, providing durable, secure, and functional solutions for fuel dispensing, with options for customization to fit specific operational needs.:



Server Racks

Engineered for optimal organization and protection, our Server Racks offer secure storage for IT infrastructure, enhancing airflow and accessibility while safeguarding equipment from environmental and physical threats.



Battery Racks

We provide versatile Battery Racks designed for safe and efficient storage of industrial batteries, featuring robust construction and customizable configurations to meet diverse storage requirements.





BUSINESS OVERVIEW

Business at glance

Naman In store

Naman In store(India) Limited: The House of Prominent Display, Retail Fixtures & Industrial Solutions

Retail

Industrial

Government & Institutional

Beauty & Cosmetic

Apparels & Accessories

Lifestyle

Server Racks

Petrol Pump

Battery Racks

Electric Control Panels

Office Compactors

Office Furniture

Our Offerings

01



Retail

Naman In-store India Limited is a pioneering force in the office furniture and retail fixture industry, renowned for providing comprehensive solutions that cater to the diverse needs of modern businesses. We take pride in our extensive range of high-quality, modular office furniture, designed to enhance productivity, comfort, and aesthetics in workspaces of all sizes. Our offerings include state-of-the-art partition systems that optimize office layouts, ergonomic office chairs that support healthy posture, and versatile cabinets and wardrobes that streamline organization. Each product is meticulously crafted to meet the highest standards of durability and functionality, ensuring that our clients receive long-lasting value.

Innovation is at the heart of what we do. We constantly explore new materials, technologies, and design trends to stay ahead in the industry. Our commitment to innovation ensures that our clients

receive cutting-edge solutions that are not only functional but also aesthetically appealing. Whether it's integrating the latest ergonomic features into our office chairs or designing retail spaces that maximize customer engagement, we strive to deliver products and services that set new standards in the industry.

Our expertise extends beyond office furniture to the specialized design and development of retail outlets across various sectors. We understand that each retail space has its unique requirements, whether it's creating a luxurious and welcoming environment for a beauty shop, designing a vibrant and organized display area for a paint shop, or crafting a stylish and inviting atmosphere for a fashion apparel outlet. At Naman In-store India Limited, we collaborate closely with our clients to ensure that every retail outlet we develop not only meets their practical needs but also reflects their brand identity and vision, enhancing the overall customer experience.

At Naman In-store India Limited, we believe that every space has the potential to inspire and empower. Whether it's an office that fosters creativity and collaboration or a retail outlet that captivates and delights customers, our mission is to create environments that enhance the experiences of those who use them. We are committed to providing solutions that not only meet the functional needs of our clients but also elevate their spaces to new heights of innovation, style, and efficiency.



02

Naman In-store India Limited is a leader in the industrial manufacturing sector, providing a broad array of metal products that cater to the complex needs of various industries. Our manufacturing processes are rooted in precision, quality, and innovation, ensuring that every



INDUSTRIAL

product we deliver is robust, reliable, and ready to perform in the most demanding environments. Our commitment to excellence is reflected in the careful selection of materials, advanced manufacturing techniques, and rigorous quality control procedures that we employ.

Our portfolio includes Electrical Control Panels, which are critical to managing and controlling electrical systems across industrial facilities. Additionally, we manufacture Petrol Pump Kiosks that are engineered for durability and functionality, providing essential infrastructure for fuel dispensing stations.

Customization is a cornerstone of our service offering. We recognize that industrial operations often have unique requirements that off-the-shelf products cannot meet. Therefore, we offer tailored solutions, working closely with clients to develop products that are precisely engineered to meet their specific needs. Whether it's altering dimensions, materials, or configurations, our team is adept at creating customized solutions that integrate seamlessly into our clients' operations.

Naman In-store India Limited is not just a manufacturer; we are a partner committed to helping our clients achieve operational excellence. Our dedication to quality, innovation, and customer satisfaction drives everything we do. By providing reliable, customized solutions, we empower industries to operate more efficiently, safely, and effectively. Whether you need standard products or bespoke solutions, we are here to deliver the industrial products that will support your success.

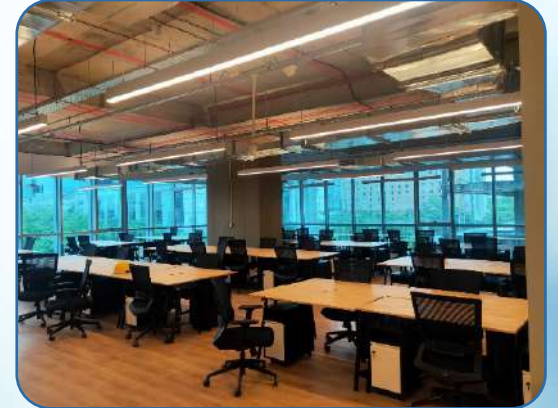
Product Range



AIRPORTS



GALLERY



Geographical Presence



Naman aspires to be a leading emerging market company with a leadership position in categories of furniture and Fixture and industrial solutions

Marquee Clients





FUTURE OUTLOOK

DRIVING 4DS TO MAKE NAMAN FUTURE-READY

Unlock the next leg of growth through...



Diversification



Distribution



Digital



Diversity

.....and continue to maintain focus on

Grow the Core

Cost Management

ESG Commitments

Future Outlook

- *Looking ahead, we are optimistic about the future. We will continue to drive innovation, expand our market presence, and invest in our people and processes. Our strategic priorities for the coming year include*
- *Strengthening our product portfolio with innovative and sustainable solutions*
- *Expanding our digital capabilities to enhance customer experience*
- *Exploring new markets and strategic partnerships to fuel growth*



Thank You



Naman In-Store (India) Limited
info@nipl.co