ELEGANZ INTERIORS LIMITED

INVESTOR PRESENTATION

MARCH 2025



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ABOUT THE COMPANY

Company Overview



The Company is engaged in the business of providing **interior fit-out solutions**, dedicated towards crafting **corporate & commercial spaces** which includes corporate offices, research & development facilities, laboratories, amongst others.



The services are focused towards creating captivating and functional spaces on a **PAN INDIA LEVEL.** The Company's solutions range from **bare shell to fully furnished commercial spaces.**

Founding Member of the IGBC (Indian Green Building Council), which is actively involved in promoting the green building concept in India and have obtained **platinum and gold "LEED" certifications** for some of the projects executed by the Company for its clients.



Diverse Client Base such as information technology, manufacturing, banking and financial services, insurance companies, pharmaceutical and healthcare, FMCG, oil and gas, educational institutes, real estate & infrastructure development and renewable energy

12	Cities Presence
200+	Projects Completed
45L+	Sq.ft. Area Developed
₹ 434.86 Crores	Order Book as on December 31,2024
40L+	Sq.ft. Area Under Development
47	Ongoing Projects

Business Overview

Design & Build Services

- The Company provides **complete, end-to-end services for interiors and fit-outs** which include designing, shop drawings of the projects, resource planning & procurement of materials, project execution, final walkthrough & handing over the projects & providing post-project support.
- The **project management process** integrates budgeting, scheduling, risk management, and communication to ensure that projects are delivered within the agreed time and budget.

Selective Completed Projects (D&B Services)

Nature of Client	Location	Contract Value (₹in lakhs)	Developed Area (sq.ft.)	Year Completion
Real Estate	Bangalore	1,011.10	1,66,000	FY 2021-22
Financial Services	Mumbai	572.15	87,000	FY 2023-24
Big 4 Professional	Mumbai	297.97	45,000	FY 2023-24

General Contracting Services ('GC')

- Under GCC, the Company provides (a) **civil and interior works i.e. plumbing, POP works, painting, carpentry work and polishing;** (b) mechanical work; (c) electrical work (including HVAC work); and (d) final refinements for whole or part of the project.
- The Company specializes in **customized furniture solutions**, provides **HVAC systems, electrical system design, and installation**, which ensures safety, scalability, and sustainability as well as **audio visual and IT Services,** integrating advanced technology solutions to meet the growing demands of modern spaces as per requirement of clients.

Selective Completed Projects (GC Services)

Nature of Client	Location	Contract Value (₹ in lakhs)	Developed Area (sq.ft.)	Year Completion
Renewable Energy	Ahmedabad	4,834.22	1,20,000	FY 2023-24
Engineering	Mumbai	4,244.09	1,00,000	FY 2024-25
Electronic Manufacturing	Noida	3,854.64	3,77,000	FY 2022-23

Order Book

Order Book

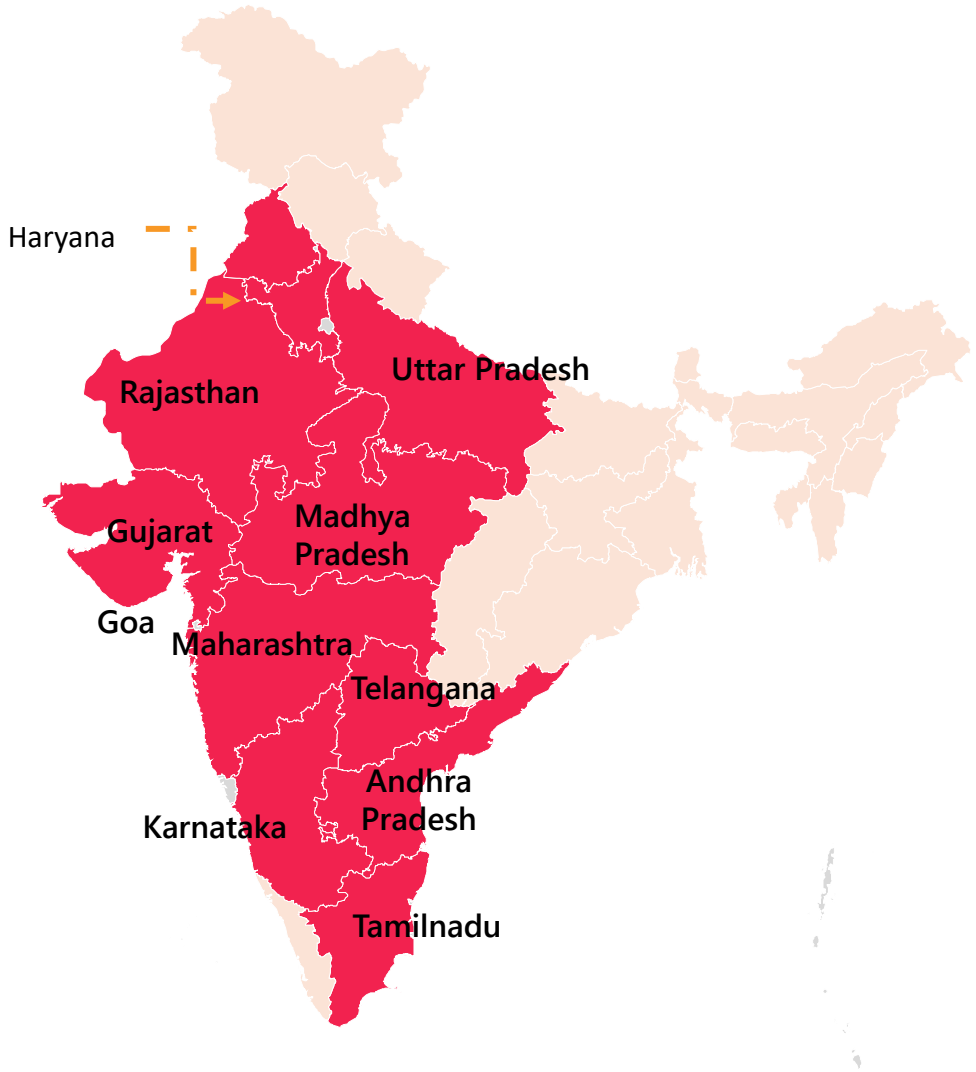
Category of Work	Number of Projects	Contract Value (₹ in Lakhs)	Order Book (₹ in Lakhs)	% of Order Book
Design & Build	8	18,665.86	4,925.23	11.33%
General Contracting	39	51,923.80	38,561.10	88.67%
Total	**47**	**70,589.66**	**43,486.33**	**100.00%**

Order Book (Geographical Location wise)

Category of Work	Number of Projects	Contract Value (₹ in Lakhs)	Order Book (₹ in Lakhs)	% of Order Book
Maharashtra	23	36,981.68	28,575.82	65.71%
Karnataka	9	21,044.02	6,898.12	15.86%
Tamil Nadu	5	6,509.52	6,254.95	14.38%
Telangana	4	1,819.86	874.41	2.01%
Gujarat	2	367.58	198.39	0.46%
Haryana	1	791.74	117.50	0.27%
Madhya Pradesh	1	1,487.88	284.17	0.65%
Andhra Pradesh	1	1,569.38	267.97	0.62%
Uttar Pradesh	1	18.01	14.99	0.03%
Total	**47**	**70,589.66**	**43,486.33**	**100.00%**

(As on December 31,2024)

Geographical Presence & Industries Catered



Industries Catered

- Information Technology
- Manufacturing
- Banking and Financial Services
- Insurance Companies
- Pharmaceutical & Healthcare
- FMCG
- Oil & Gas
- Educational Institutes
- Real Estate & Infrastructure Development
- Renewable Energy

Snapshot of Completed Projects – D&B Services



Nature of Client: Engineering Co.
Sq. Ft.: 22,000
Location: Gurgaon

Snapshot of Completed Projects – D&B Services



Nature of Client: IT/ITeS Company
Sq.ft.: 2,00,000
Location: Mumbai

Snapshot of Completed Projects – D&B Services







Nature of Client: Oil & Gas Co.
Sq.ft.: 5,000
Location: Mumbai

Snapshot of Completed Projects – D&B Services







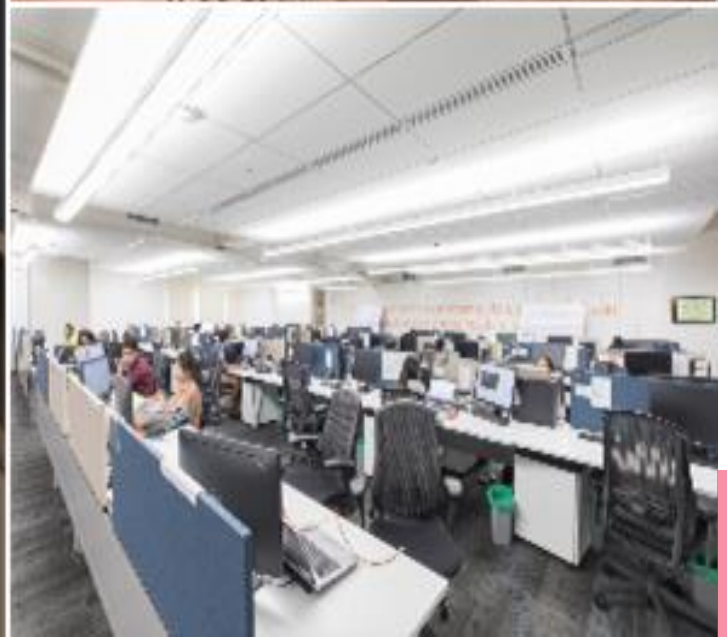


Nature of Client: Education Institute
Sq.ft.: 5,500
Location: Mumbai

Snapshot of Completed Projects – GC Services







Nature of Client: E-Commerce
Sq. Ft.: 3,00,000
Location: Hyderabad

Snapshot of Completed Projects – GC Services



Nature of Client: Advertising & PR
Sq. Ft.: 3,74,000
Location: Mumbai

Snapshot of Completed Projects – GC Services



Nature of Client: IT/ITeS
Sq. Ft.: 1,50,000
Location: Pune

Snapshot of Completed Projects – GC Services







Nature of Client: Financial Services
Sq. Ft.: 80,000
Location: Mumbai

Board of Directors



Sameer Pakvasa

Chairman & Managing Director, *Promoter*

- Joined the Company in **2001**
- Completed his matriculation in 1994 from the Maharashtra State Board of Secondary & Higher Secondary Education.
- Involved in **operations**, gaining valuable insights into the complexities of **business management.**
- Is **instrumental in defining the strategic direction and promoting growth**, ensuring all departments are **aligned with the Company's objectives**



Mayank Sharma

Whole Time Director

- Joined the Company in **2011**
- **BBA and MBA** from Dr. C.V. Raman University Bilaspur in the year 2011 and 2013 respectively.
- **PGDM in Material and Supply Chain Management** from the National College of Management & Engineering
- **13 years of diverse experience and oversees project management, production, logistics, procurement, and quantity surveying.**



Sonal Pakvasa

Non-Executive & Non-Independent Director

- Has been associated with the Company **since incorporation.**
- Has passed her Indian School Certificate Examinations (ICSE) examination in the year 1968.
- Also pursued a **bachelor's degree in science from the University of Mumbai**.



Apurva Joshi

Non-Executive Director

- Has been associated with the Company **since 2024; Ex.Goldman Sachs** and **IIM Bangalore**
- Previous experience with **Quick Heal Technologies Limited, Regreen-Excel EPC India Limited, Precision Camshafts Limited, etc.**
- Working with **Riskpro Management Consulting Pvt. Ltd. since October 2013, handling the Due Diligence and Technology Forensic Practice** for the company.

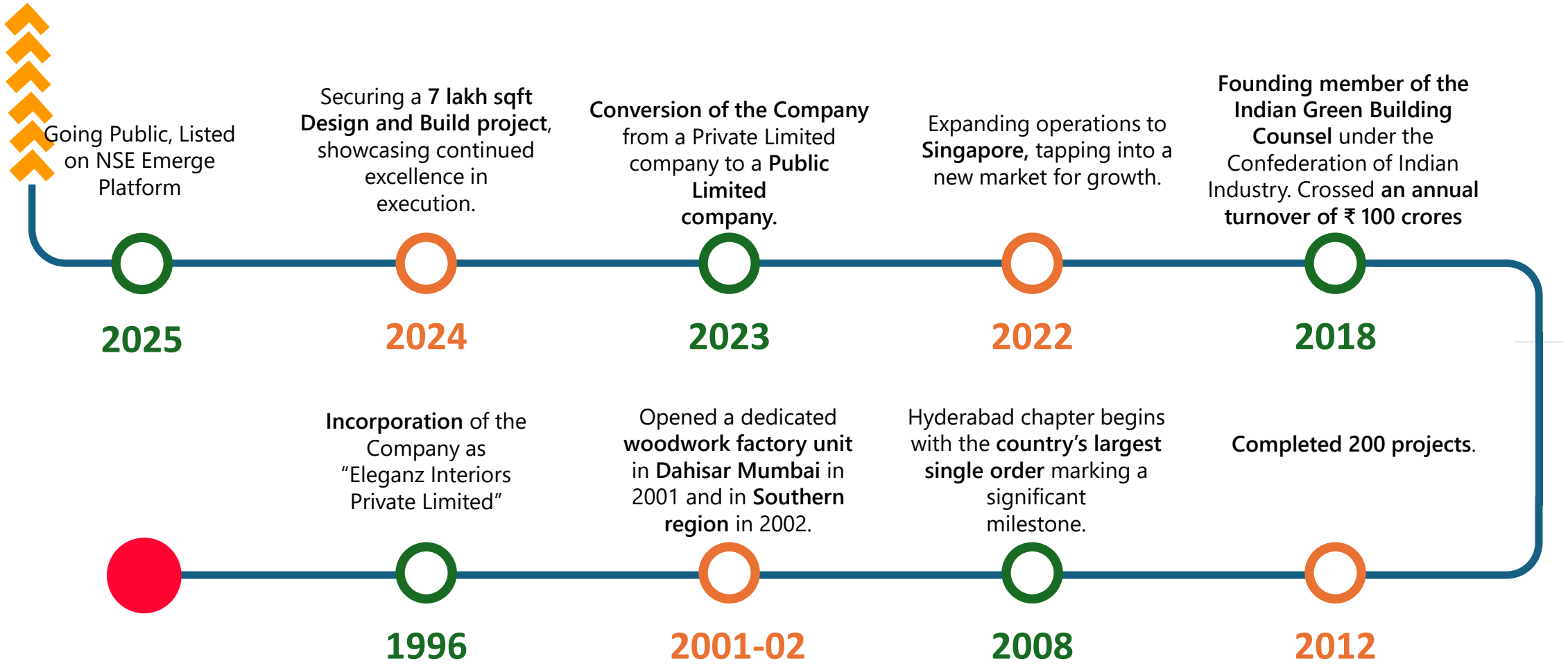


Mangina Rao

Non-Executive Independent Director

- Has been associated with the Company since **October, 2024**
- B.Com(Hons.), **PGD in Export Management, Diploma** (Law of International Institutions), **Master's Degree** in Business Management.
- Previously worked with **International Rice Research Institute (IRRI**) head quartered in Los Banos, Philippines as the CEO for Cereal Systems Initiative for South Asia ("CSISA"), and with **ITC Limited** -Agri Business Division, Hyderabad ,where he held the role of Head of New Initiatives.

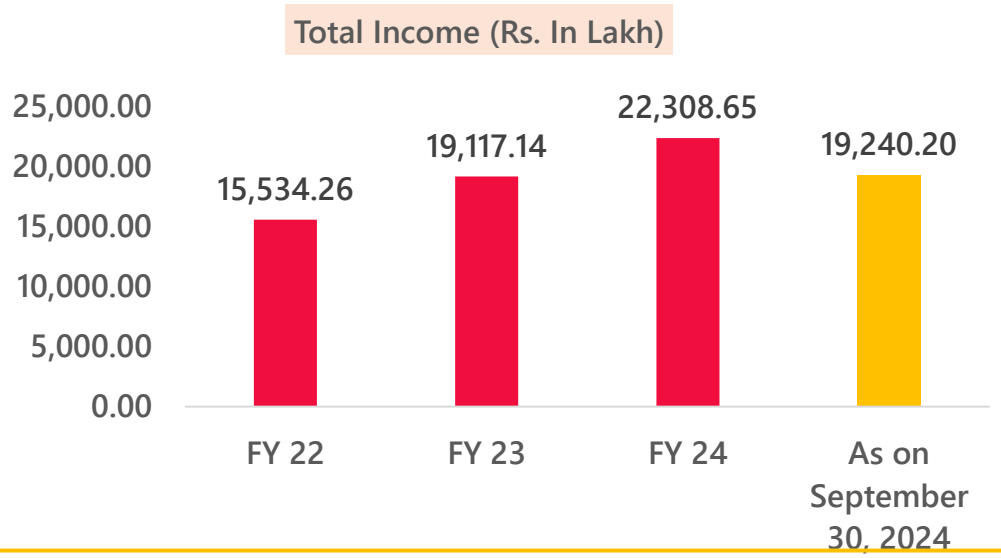
Milestones


Going Public, Listed on NSE Emerge Platform
2025
Securing a 7 lakh sqft Design and Build project, showcasing continued excellence in execution.
2024
Conversion of the Company from a Private Limited company to a Public Limited company.
2023
Expanding operations to Singapore, tapping into a new market for growth.
2022
Founding member of the Indian Green Building Counsel under the Confederation of Indian Industry. Crossed an annual turnover of ₹ 100 crores
2018
Completed 200 projects.
2012
Hyderabad chapter begins with the country's largest single order marking a significant milestone.
2008
Opened a dedicated woodwork factory unit in Dahisar Mumbai in 2001 and in Southern region in 2002.
2001-02
Incorporation of the Company as "Eleganz Interiors Private Limited"
1996



FINANCIAL PERFORMANCE

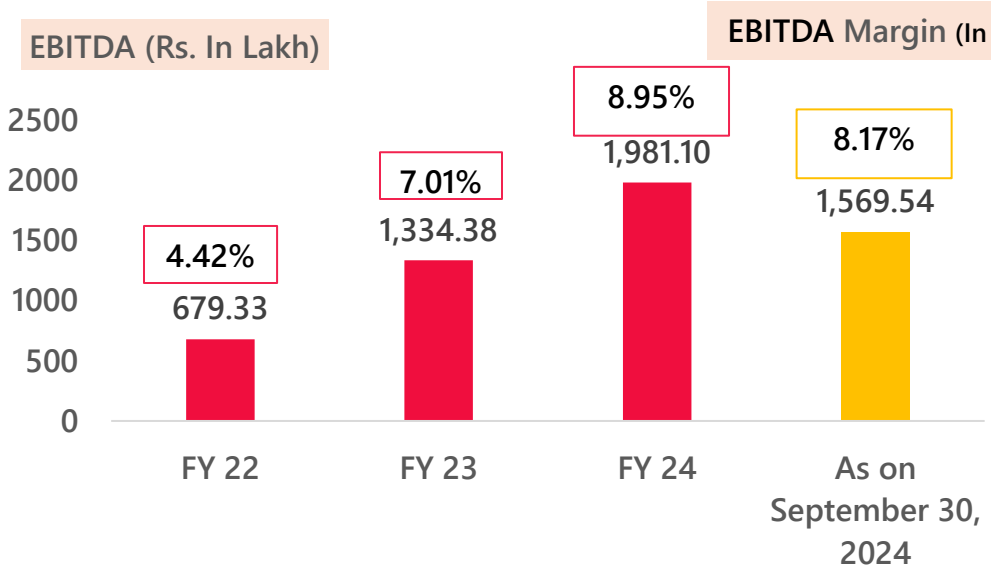
Financial Performance

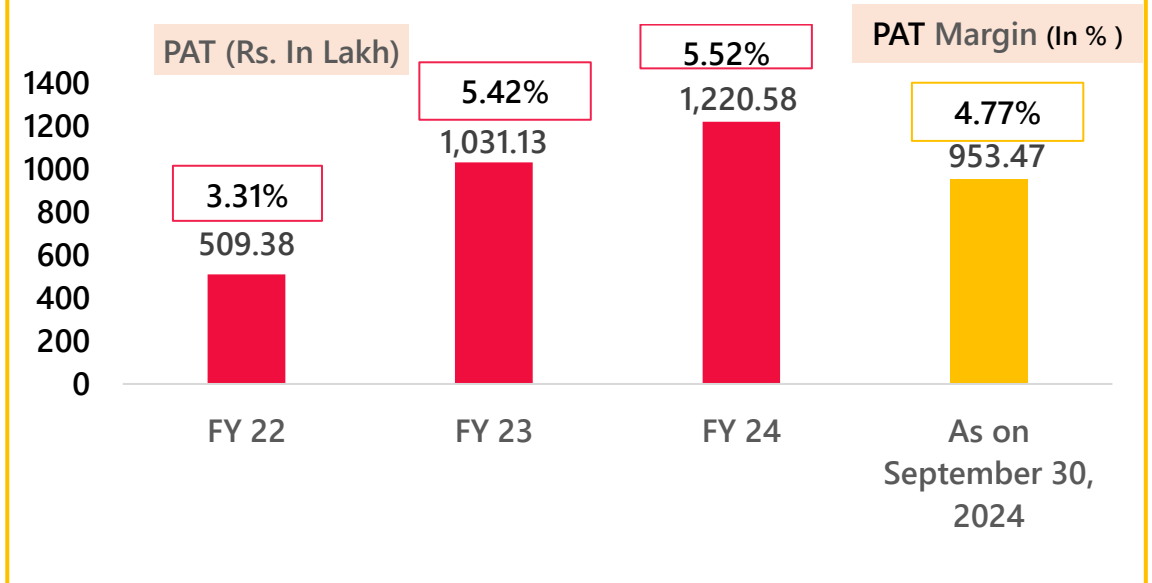


Over the past three fiscal years, Company's financial performance has shown consistent growth.

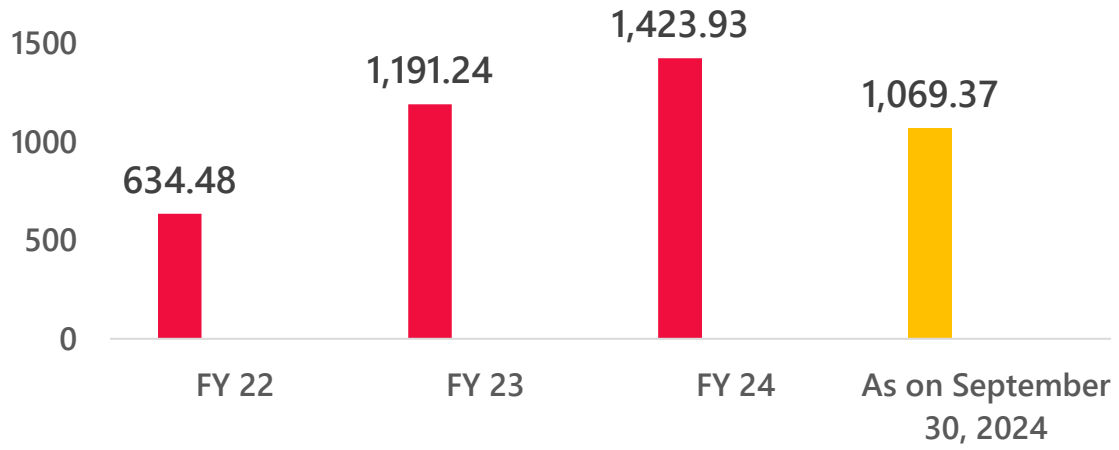
*For **Fiscal 2022 to Fiscal 2024***

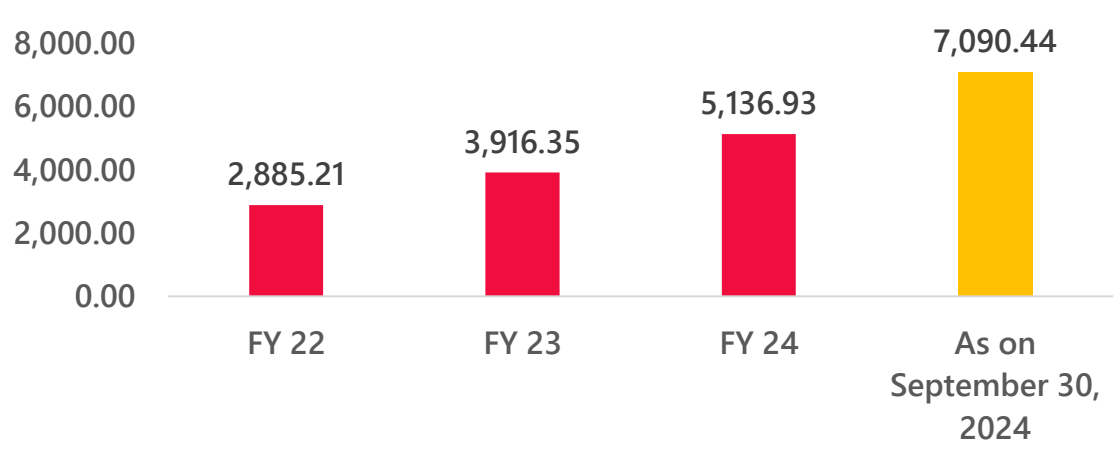
19.84%	70.77%	54.80%
CAGR – Total Income	CAGR – EBITDA	CAGR – PAT

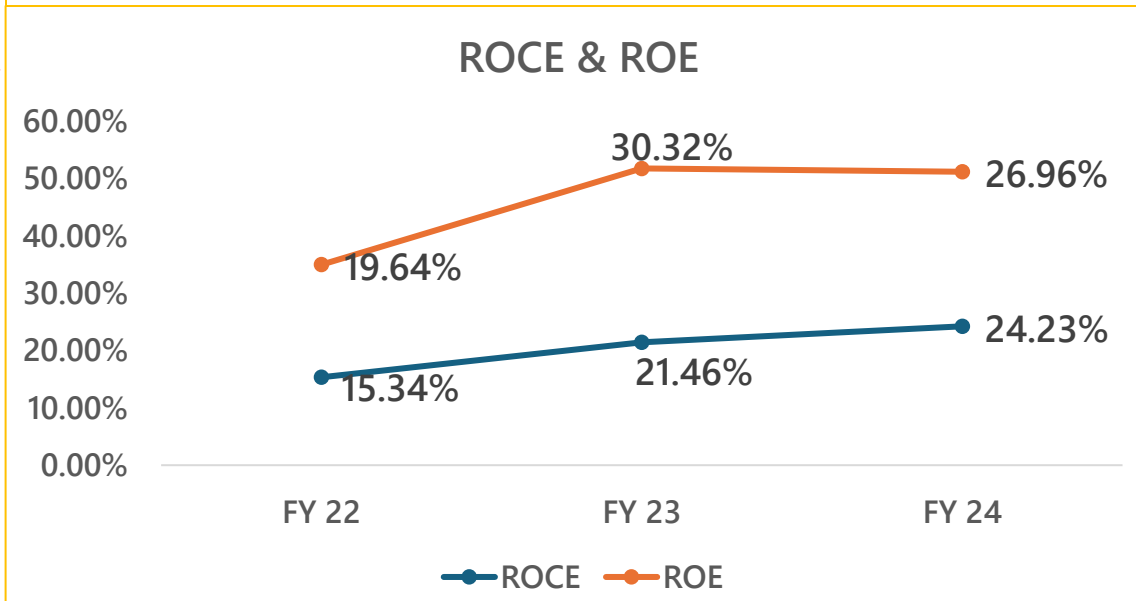




Financial Performance







Financial Highlights

Total Income	Grown from ₹ 15,534.26 lakhs in Fiscal 2022 to ₹ 22,308.65 lakhs
EBITDA	Grown from ₹ 679.33 lakh to ₹ 1,981.10 lakh
Net Profit	₹ 509.38 lakh in Fiscal 2022 to ₹ 1,220.58 lakh
ROCE* & ROE*	ROCE – 15.09%, ROE – 15.6% *(As on September 30, 2024)*

** Not Annualised*



STRENGTHS & STRATEGIES

Strengths

1 Experienced and Qualified designing, engineering and execution team

- As on Sept. 2024, the Company has a team of **155** in-house as well as on retainership basis, **experienced and qualified engineers, architects, designers and project management professionals**, to undertake critical aspects of projects such as designing, shop drawings of the projects, resource planning & procurement of materials, project execution, final walkthrough & handing over the projects and providing post project support.
- **Diverse capabilities** to offer **customised solutions** to meet the specific requirements and address client specific challenges varying from one industry to another.
- The team has the **necessary skills and expertise** in preparing detailed drawings through **softwares** such as ZW CAD, 3DS Max, Corona, Sketchup and Vray based on the design requirements of the clients and project in-charge is responsible for conducting **regular inspection and tests** at every project site.
- In fiscal 2022, 2023, 2024 and six-months period ended September 2024, the Company has handed over **202 projects** with total area development of **46,01,330 Sq. Ft.**

2 Proven track record of diversified service offerings encompassing a wide range of industries

- A track record of successfully delivering interior solutions, including **turnkey projects** requiring designing and complete contracting and building assignment, to a **wide range of industries**, such as information technology, manufacturing, banking, financial services, insurance services, pharmaceutical and healthcare, FMCG, oil and gas, educational institutes, real estate & infrastructure development and renewable energy.
- **Diverse client base** helps **mitigate the risk associated with economic fluctuations** in specific sectors. Relying on a single industry for business can be risky, as economic downturns or industry-specific challenges may impact a Company's revenue.
- **Diversified portfolio** showcases the **competence** across different styles and project types, which **attracts new clients** who are looking for a proven track record in various industries.
- In the last 3 financial years and six month period ending on September 30, 2024, the Company has developed projects ranging from 1,247 Sq Ft to 6,91,231 Sq Ft for **253 projects including ongoing projects** with **total developed area of more than 80 lakhs Sq Ft**, demonstrating versatility and market adaptability.

Strengths

3 Adhering Quality Standards and Sustainable Development Practices

- The Company has an ISO 9001:2015, ISO 14001:2015 and ISO 45001:2018 certified organization for Quality Management System.
- The Company is a **founding member of the IGBC** (Indian Green Building Council), which is actively involved in promoting the green building concept in India and have obtained platinum and gold "LEED" certifications for some of the projects developed for the clients. Such projects include passive features, such as ventilation to ensure low energy consumption, use of recycled and environmentally friendly materials and indoor plantation, amongst others.
- Helps the Company tap into valuable networks and resources within the industry and ensures repeat orders and helps to spread the recognition by word of mouth

4 Strong footprint at key economic hubs in India

- The Company has **presence across major economic and financial centres** across India i.e. Mumbai, Bengaluru, Hyderabad, Pune, NCR, Chennai, Ahmedabad and Bhopal.
- The Company's woodwork is conducted at its **manufacturing facility located in Mumbai** supported by its **warehouses located at Mumbai, Pune and Bangalore**.
- The Company has **executed projects in tier-2 cities** such as Indore, Bhopal, Vadodara, Tirupati, Udaipur and Goa.
- Combined resource pool and outsourcing arrangements have helped the Company stretch its **operations across India** and recently expanded its **operations internationally** through one of its subsidiaries, Eleganz Infra & Projects Limited, located in Republic of Rwanda and associate company, Eleganz Interiors Pte Ltd., located in Singapore.
- **Experienced Workforce and Sales Personnel** located across various regions, possess industry knowledge that, when integrated with the design and project management capabilities, enables the Company to offer clients **robust and effective solutions**.

Strengths

5 Strong and Diversified Order Book & In-house woodwork facility

- As on December 30, 2024, the Company has **47 ongoing projects**, which **include 8 projects under D&B** and **39 projects under GC services**, having **total project value of ₹ 70,589.66 lakhs** and **unexecuted order value of ₹ 43,486.33 lakhs**, which also includes a large project under our Design and Build services worth ₹ 15972.15 lakhs and under Our general contracting services worth ₹ 18808.45 lakhs

- **Diversification** within the Order Book, including a mix of clients, projects and industries, **helps mitigate risks** associated with dependence on a single client or sector. This also helps the Company to **reduce vulnerability** to market specific challenges.

- The **dedicated woodwork factory in Mumbai** allows a controlled and optimized supply of required fitouts for the projects, as per requirements, which leads to **increased efficiency and precision** in the **project execution process** by ensuring woodwork is of **high quality and meets exact specifications** of the clients.

- With **advanced imported machinery**, including hot/cold press machines, moulding and designing machines, automatic and CNC cutting machines, sanding machines, paint booth coupled with skilled craftsmen, the Company is **able to deliver consistent & aesthetic design and customized projects** catering to precision and unique client requirements.

6 Experienced Promoter and Senior Management Team

- **Highly experienced and capable leadership team**, spearheaded by **Promoter and Managing Director, Sameer Akshay Pakvasa,** a second-generation entrepreneur with over two decades of experience in the interior fit-out solutions industry. His **deep understanding of the business and market dynamics,** combined with his **strong leadership** abilities, has been pivotal.

- Leadership of **Whole Time Director, Mayank Kumar Sharma**, a **dynamic and accomplished professional** with a **rich experience of 13 years** in corporate interior and design fit-out solutions, project management and leadership. His proven track record of effectively leading teams and fostering continuous growth has been instrumental.

- Senior management team consists of **well-qualified and highly experienced professionals** across various domains, including project execution, finance, sales and business development.

Strategies

Efficient working capital management and increase financial efficiency

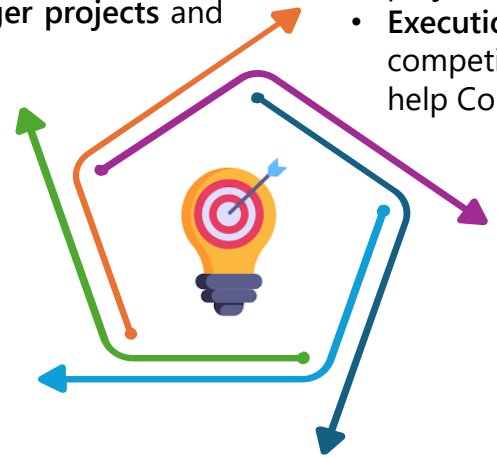
- The Company intends to maintain **operational efficiency** and **profitability** by **timely collection of receivables** and **negotiating favourable payment terms with suppliers**.
- It intends to **utilize part of the net proceeds** from the Issue towards financing its working capital requirements, which can further **expand business operations**, **take on larger projects** and **grow** the **Order Book position**.

Increasing the size of projects and prequalification to bid for larger projects

- Company's primary focus is to strengthen its prospects in executing larger sized projects under D&B capabilities.
- Intends to **capitalize on the experience and project execution expertise** and continue to selectively pursue larger projects.
- **Execution of larger-sized projects** provides an edge over its competitors, favourable margins, economies of scale and help Company to bid for larger projects.

Continue to enhance core strengths by attracting, retaining and training qualified personnels

- The Company seeks to **improve competitiveness** by increasing its **focus on training** its staff.
- The Company offers designing, engineering and technical personnel a wide range of work experience and learning opportunities by providing them with **continuous training in latest systems, techniques and knowledge upgradation**.



Focusing on Client Centric Approach

- The Company caters to clients from **diversified industries** and to deliver client specific requirements.
- The Company constantly study the l**atest trends, design, fashion, materials and technology** in the industry in which the clients belong in order to **differentiate from its competitors** and **enjoy competitive edge**.

Expansion of geographical footprint

- The Company intends to gradually expand its business operations to other regions of the country by **opening branch offices in high-potential cities to better serve local clients** and establish **deeper connections with regional stakeholders**.
- It **evaluates new locations** for potential branch offices and project sites based on economic indicators, client requirements, and industry trends.

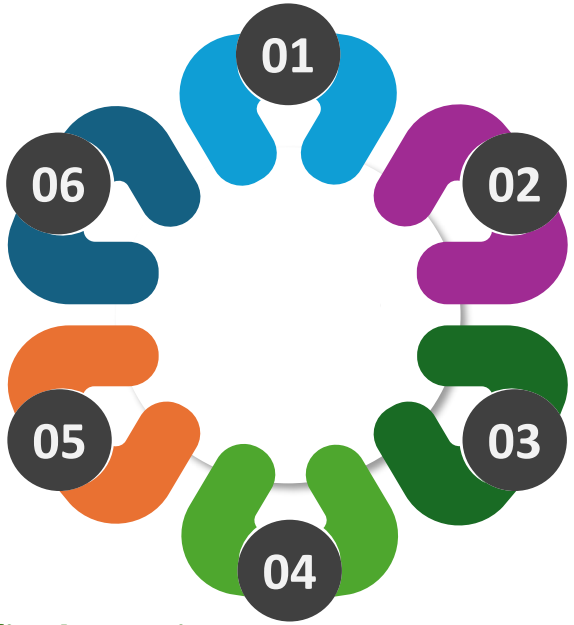


INVESTMENT RATIONALE

Key Investment Rationale

Strong footprint at key economic hubs in India – *Developed area across 17 cities in 10 states of India, Ongoing projects spread in 12 cities*

Diverse domain expertise with effective project integration capabilities



Professional & Experienced Management Team

Strong & Diversified Order Book with Long term relationship with Customers

Experienced And Qualified Designing, Engineering and Execution Team – *Of over 155 designers, architects & engineers*

Proven track record of diversified service offerings encompassing a wide range of industries



Thank You!

Eleganz Interiors Limited

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