

ELEGANZ INTERIORS LTD.
SINCE 1988

35 YEARS

Eleganz Interiors Ltd.

Investor Presentation

March 2026

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You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

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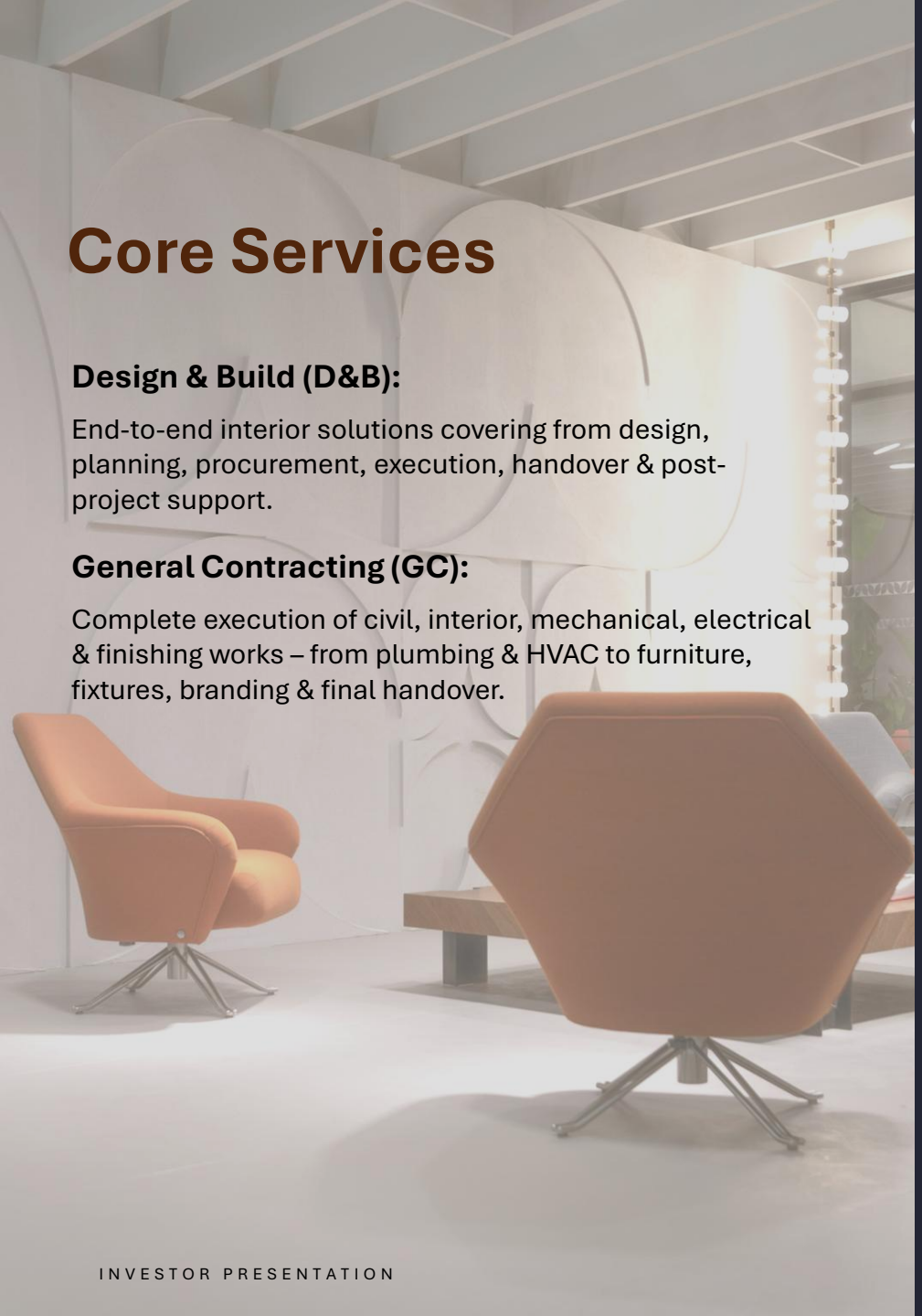
- About Us
- Business Overview
- Way Forward
- Financial Highlights
- Annexures

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ABOUT US

01



Core Services

Design & Build (D&B):

End-to-end interior solutions covering from design, planning, procurement, execution, handover & post-project support.

General Contracting (GC):

Complete execution of civil, interior, mechanical, electrical & finishing works – from plumbing & HVAC to furniture, fixtures, branding & final handover.

Company At Glance

Eleganz Interiors Limited is the **leading provider of interior fit-out solutions for corporate & commercial spaces across India** with an **expertise in corporate offices, R&D facilities, laboratories, airport lounges, flexible workspaces, and retail spaces.**

Delivering solutions from bare shell to fully furnished spaces with focus on aesthetics, functionality & sustainability.

Company executes projects **through tenders and work orders for large domestic and multinational corporations, project management consultants,** and **international property consultants.**

As a **founding member of IGBC**, company has **delivered several LEED Platinum & Gold-certified projects**, reinforcing its **commitment to sustainable and green building practices.**

With **a diverse client base across IT, BFSI, pharma, FMCG, oil & gas, education, real estate, and renewable energy**, company is **trusted for creating modern, functional, and sustainable workspaces nationwide.**

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12
States

625+
Projects Completed

35+
Cities presence

30 Million+ sq. ft.
Successfully Delivered

37+
Years in Business

~₹ 5,769 Million+
Order Book as on 31st Dec 2025 (Excluding GST)

26+
Industries Served

48.8%
Repeat Customer

450+
Satisfied Clients

400+
Skilled Professionals

VISION & MISSION

ELEGANZ INTERIORS LTD. SINCE 1988

VISION

Building Harmonious Spaces,
Inside and Out

MISSION

Designing Tomorrow,
Building Today



Pride Of Our Company

At Eleganz, we don't just complete projects; we create stories of sustainability, innovation, and quality. Our interior solutions are a blend of aesthetic brilliance, cutting-edge technology, and enduring quality. Each space we transform is a testament to our commitment to exceed expectations.

Milestones of Eleganz

ELEGANZ INTERIORS LTD. SINCE 1988

1996 - Incorporated as Eleganz Interiors Private Limited

2000 - Entered South India with first GC project in Bengaluru

2001 - Opened a dedicated woodwork factory unit in Dahisar Mumbai.

2008 - Hyderabad chapter begins with the country's largest single order & opened a dedicated woodwork factory in the southern region.

2012 - Achieved milestone of 200 completed projects

2016 - Expanded with a new office in Pune

2018 - Became a founding member of IGBC, launched Design & Build services, crossed ₹100 Cr turnover, and moved manufacturing capabilities from Dahisar to Vasai

2022 - Reorganized southern operations at Vasai and expanded to Singapore

2023 - Converted into a Public Limited Company

2024 - Secured a landmark 7 lakh sq. ft. D&B project

2025 - Listed on NSE SME Emerge
Received Largest single order of ~Rs. 188 Crores as General Contractor for an Airport Renovation Project. Design Studio by Eleganz inaugurated at Mumbai (BKC).

2026 - Incorporation Process started for Wholly Owned Subsidiary in UAE.



Lead Management



Mr. Sammeer Pakvasa
(Chairman Managing Director & CEO)

He completed his matriculation in 1994 from the Maharashtra State Board and joined the Company in 2001, bringing with him 20+ years of industry experience. Since then, he has been deeply involved in operations, gaining strong insights into business management. Under his leadership, the Company has improved efficiency, expanded its market presence, and enhanced service delivery. He continues to define the strategic direction and drive growth while ensuring all departments remain aligned with the Company's objectives.



Mr. Mayannk Sharma
(Whole-time Director & CFO)

He completed his BBA and MBA from Dr. C.V. Raman University, Bilaspur in 2011 and 2013. He also holds a PGDM in Material and Supply Chain Management and a certificate in Corporate Real Estate and Facilities Management from RICS, completed in 2015. Joined the Company in 2011 and brings 13+ years of diverse experience. Currently oversees project management, production, logistics, procurement, and quantity surveying.



Mrs. Archana Desai
(Chief Operating Officer)

Associated with the Company since 2004 and currently she is the COO. A commerce graduate from Mumbai University in 1992, she manages the overall finance function while also overseeing accounts, audits, taxation, HR, and statutory compliances. She has played a vital role in supporting the management and strengthening the Company's business operations also.



Business Overview

02

Design & Build Services

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End-to-End Turnkey Execution
Robust Quality & Safety Standards
Timely Delivery with Cost Efficiency
Strong Focus on Brand Identity & Aesthetics

Our Design & Build capabilities strengthen client value proposition while contributing higher margins to overall business.

Design & Build (D&B) vertical provides end-to-end interior and fit out solutions, offering clients a single-block costing from conceptualization to project handover. We begin with conceptual design, working closely with clients to align designs with current trends and their unique expectations. For commercial spaces, our focus is on enhancing brand identity through thoughtful design.

What We Deliver:

Comprehensive Scope: Designing, detailed shop drawings, resource planning, procurement, execution, final walkthrough & post-project support.

Space Planning: Prioritizing efficiency + aesthetics to create cohesive, functional environments.

Our project management framework integrates budgeting, scheduling, risk management, and transparent communication to ensure on-time and within-budget delivery.

Finally, during execution, our skilled craftsmen and quality materials, coupled with strict supervision and safety protocols, guarantee successful project outcomes with lasting value.

Photos of D&B Projects

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A Leading Global Engineering & Technology Solutions Provider

7,00,000 sq. ft.
Design & Build
2024-2025





Photos of D&B Projects

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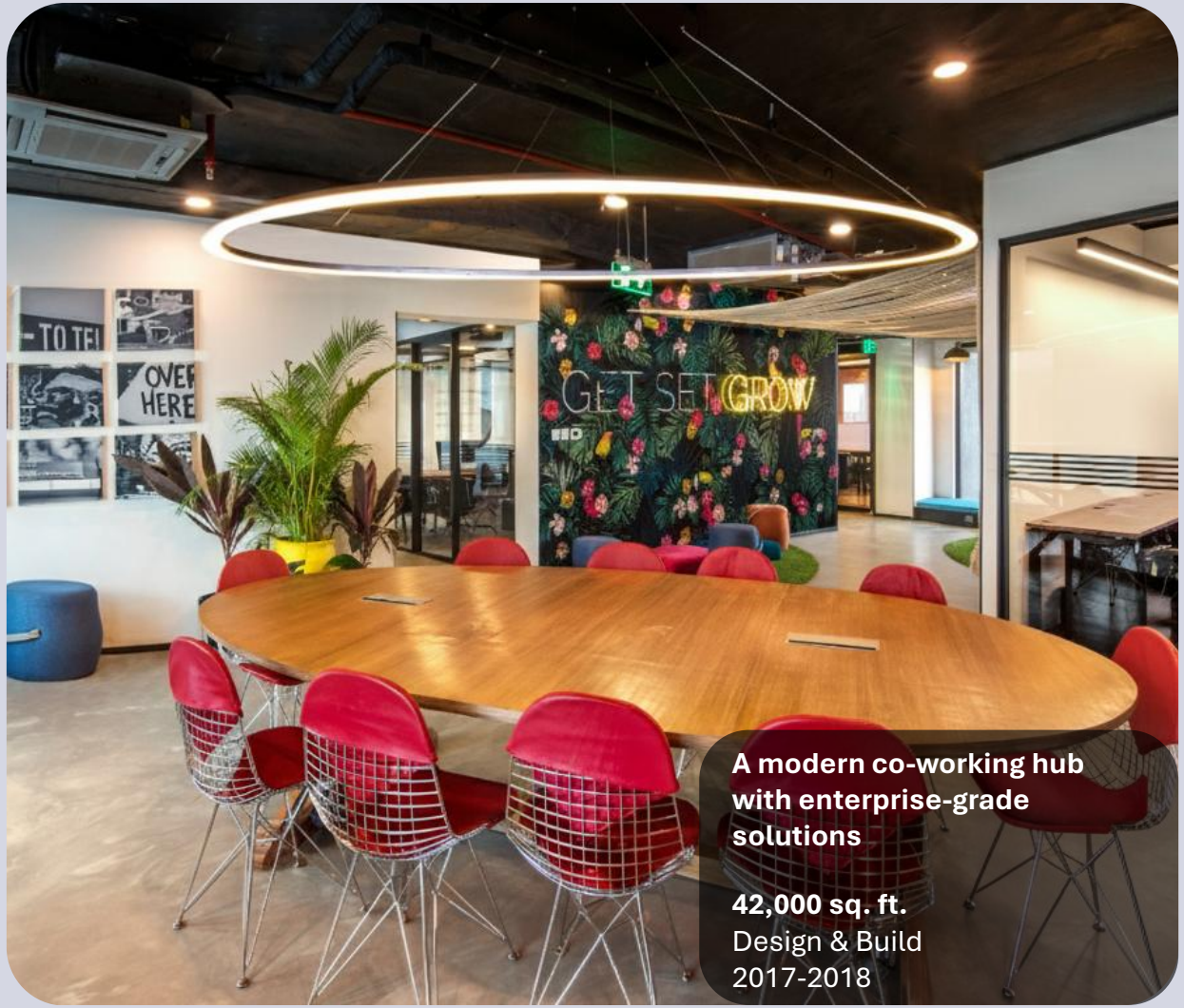






Photos of D&B Projects

ELEGANZ INTERIORS LTD.
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A modern co-working hub with enterprise-grade solutions

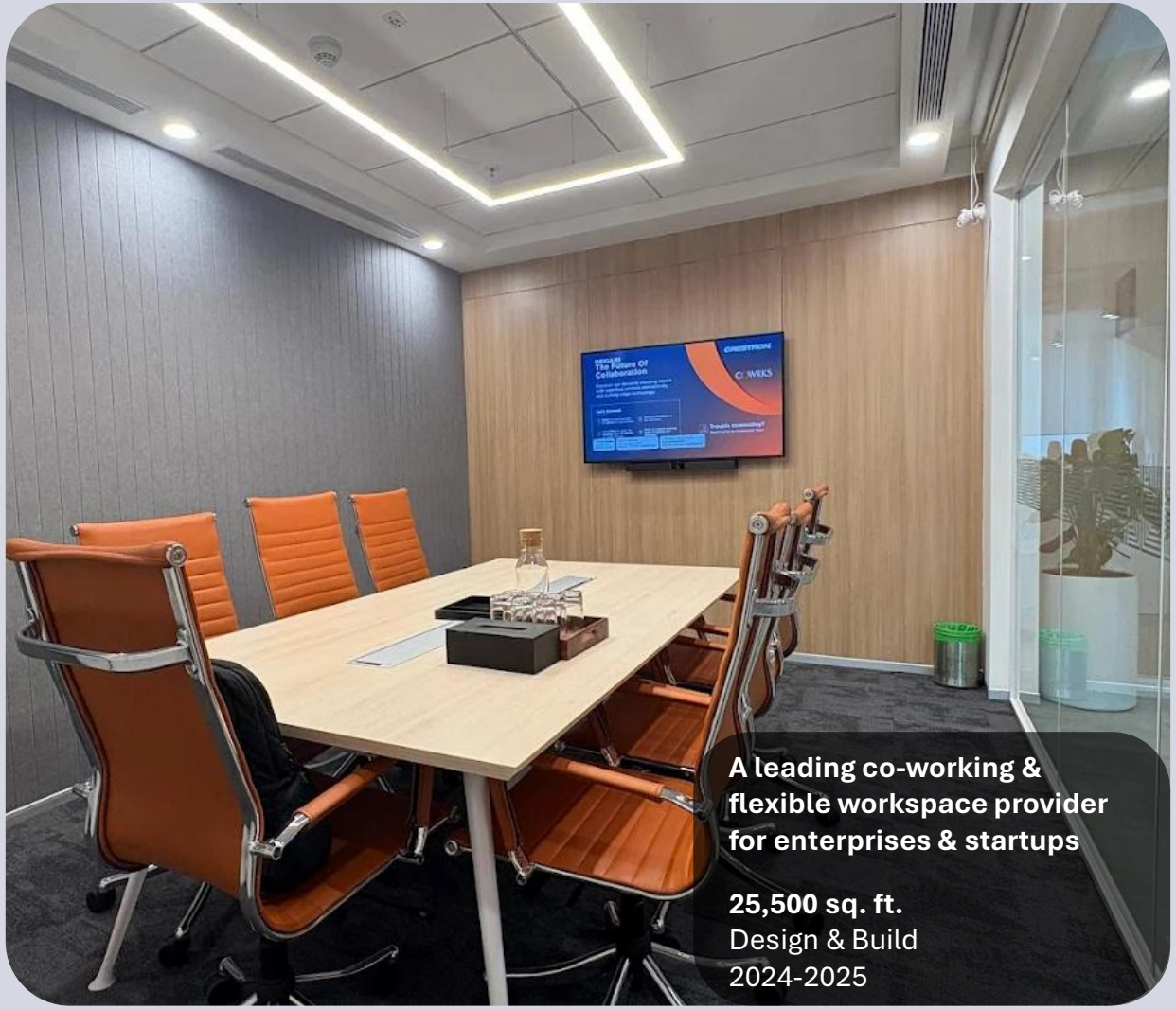
42,000 sq. ft.
Design & Build
2017-2018





Photos of D&B Projects

ELEGANZ INTERIORS LTD.
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A leading co-working & flexible workspace provider for enterprises & startups

25,500 sq. ft.
Design & Build
2024-2025



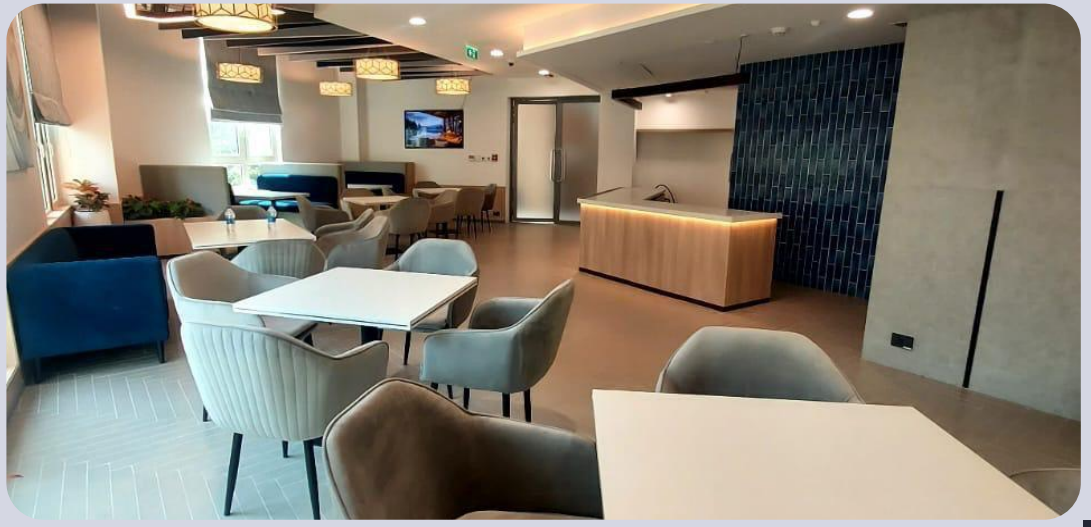


Photos of D&B Projects

ELEGANZ INTERIORS LTD.
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General Contracting Services

General Contracting (GC) services delivers comprehensive interior and fit out solutions, Client appoints designer; company executes on item-rate (BOQ), covering the full spectrum of civil, mechanical, electrical, and finishing works. We take ownership of the project lifecycle — from core construction to the final detailing — ensuring efficiency, safety, and quality.

Core Offerings:

Civil & Interior Works: Plumbing, POP, painting, carpentry, and polishing.

Mechanical & Electrical: Including HVAC design & installation, electrical systems, and lighting solutions.

Final Refinements: Complete finishing touches for whole or part of the project.

Our interior space planning begins with detailed client analysis to optimize form and function. We create layouts that balance utility with aesthetics, complemented by customized furniture solutions that enhance design language while meeting functional needs.

Value-Added Solutions:

Finishing & Decor: High attention to detail in delivering refined interiors.

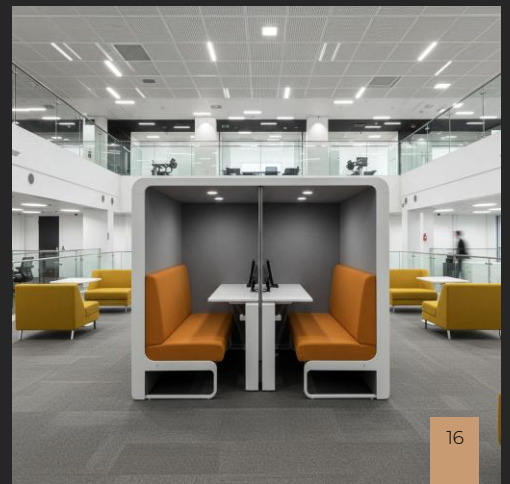
Safety & Sustainability: HVAC, plumbing, sanitary, and fire protection systems designed for durability, efficiency, and occupant safety.

Technology Integration: Audio-visual & IT services to create smart, future-ready spaces.

From conceptualization to execution, our GC services push design boundaries while maintaining strict quality standards, ensuring every project reflects excellence, safety, and innovation.







Recent Large Order Win (GC)

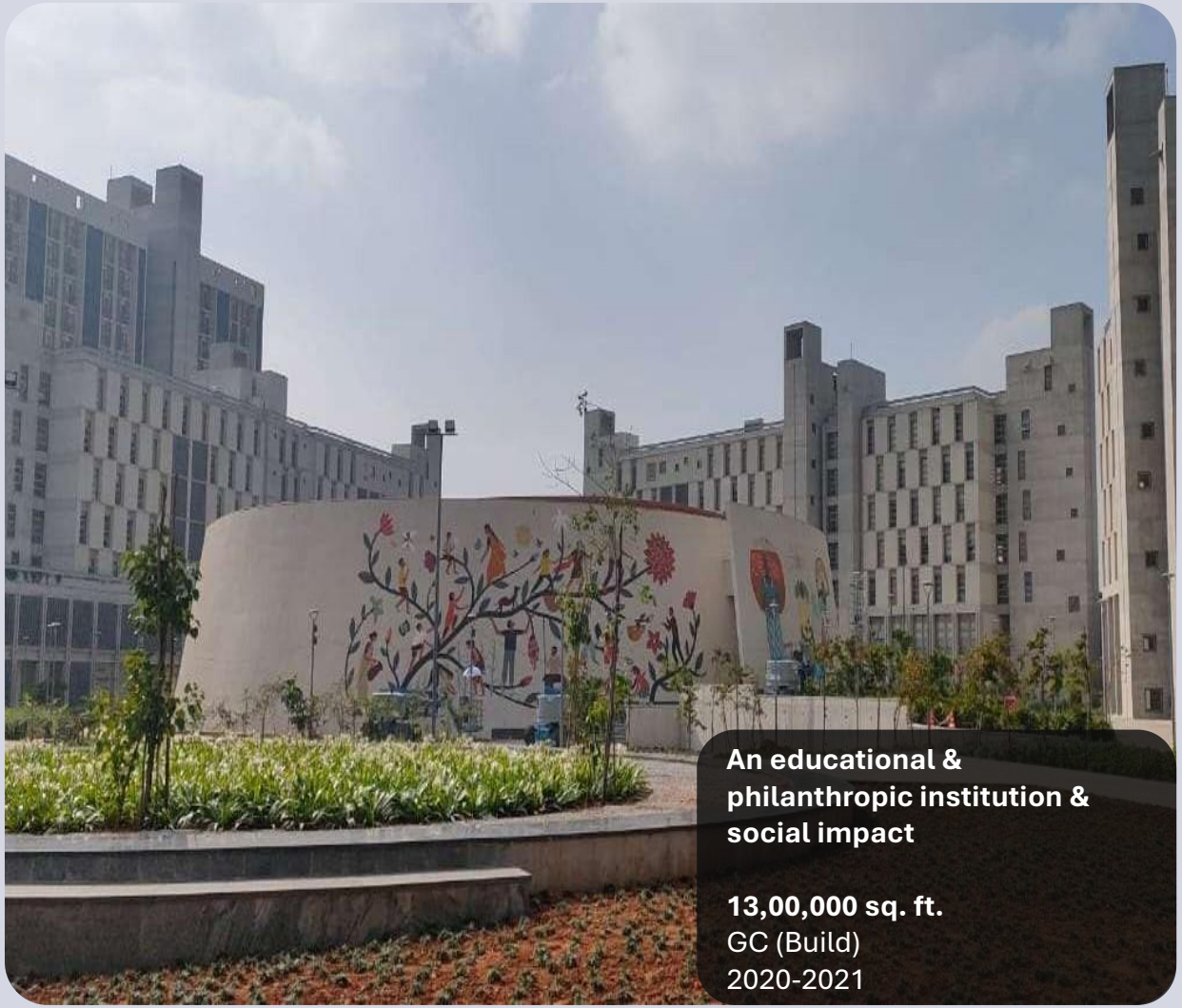
Rs. 1,881 Mn*

Airport Renovation Project
(over the span of 3 years)

*Gross Value (including GST 18%)

Photos of GC Projects

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An educational & philanthropic institution & social impact

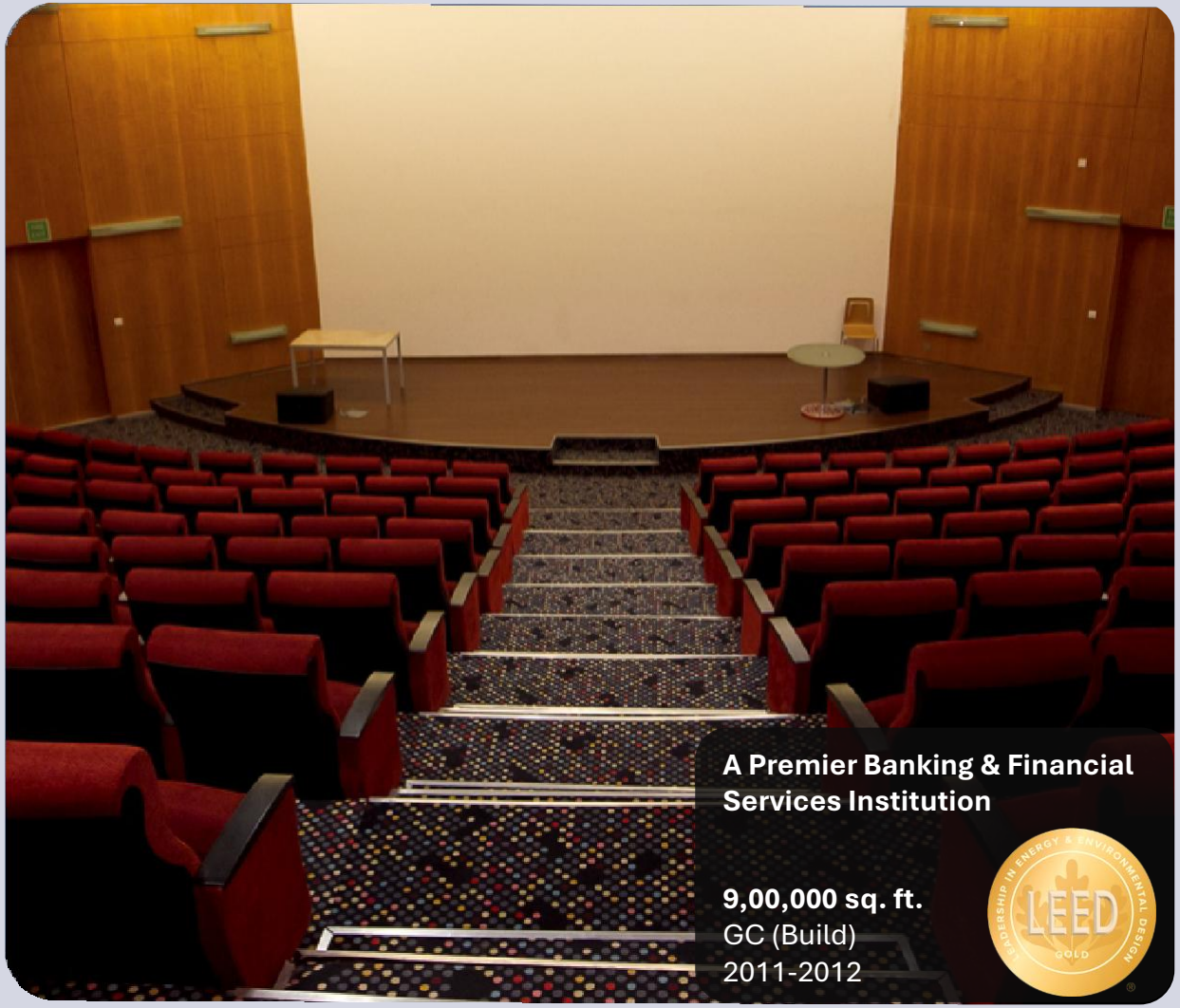
13,00,000 sq. ft.
GC (Build)
2020-2021





Photos of GC Projects

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Photos of GC Projects

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A premier financial institution offering banking & investment services across India

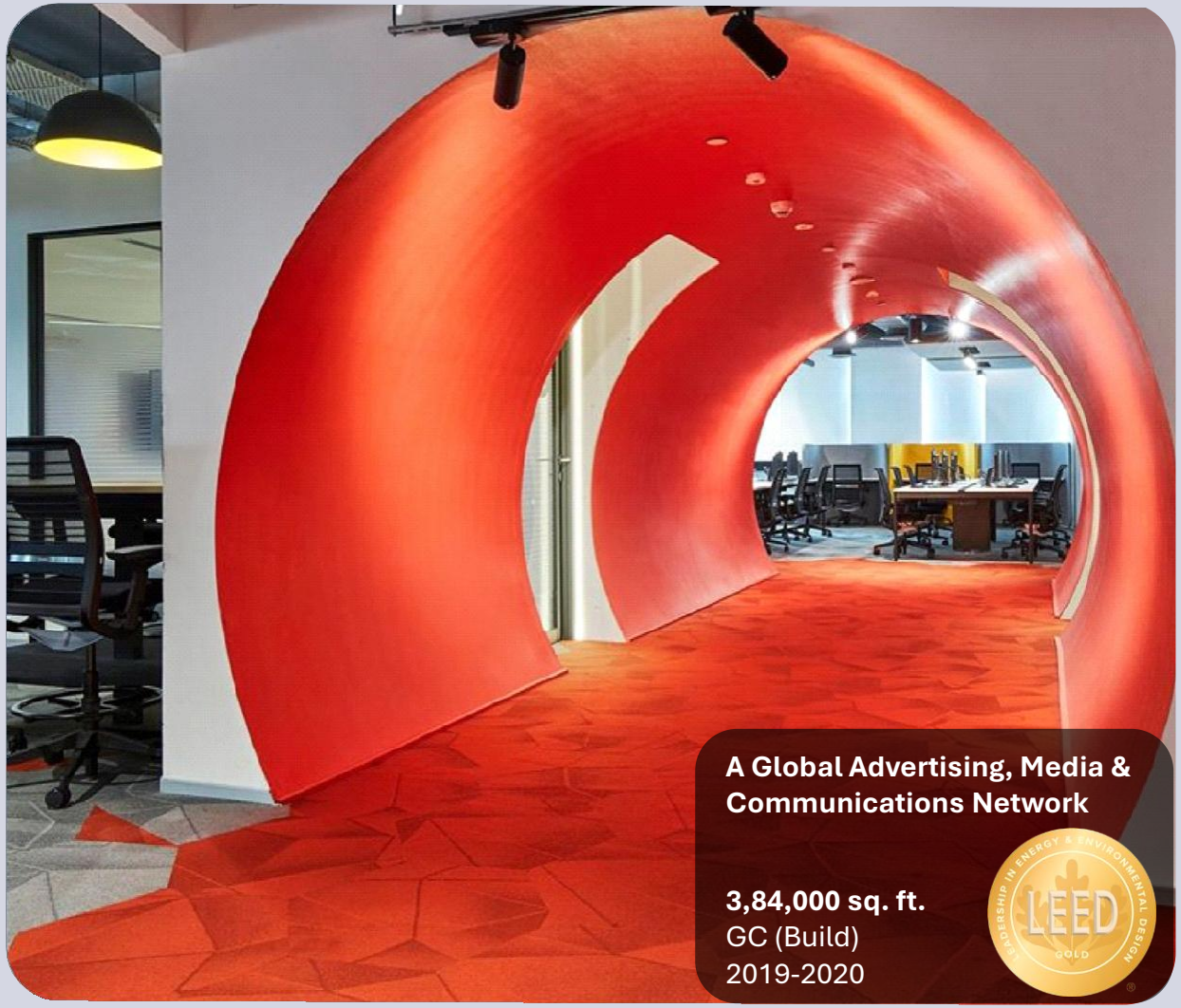
7,00,000 sq. ft.
GC (Build)
2017-2018





Photos of GC Projects

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Photos of GC Projects

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Our Manufacturing Facility

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27,190 sq. ft.

Vasai, Maharashtra

Particulars	Annual Installed Capacity
Flush Doors (Nos.)	1,800
Pressed Laminated Sheets on Ply MDF (Nos.)	9,720
Pelmets / Window Sill (Nos.)	10,800
Tables (Nos.)	200
Storages (sq. Mtrs.)	2,416

Our upcoming, company-owned facility near Khopoli will feature a fully automated mass production line, including soft furnishing manufacturing to enhance margins.

Driving Cost-Efficient Excellence

Custom-made furniture, paneling & woodwork with reduced costs vs. on-site construction Dedicated Paint & Polish Spray Booth for superior finishes & quality control Consistent production with minimized material

Technology & Equipment

Advanced Machinery - CNC Cutting, Hot/Cold Press, Edge Banding, Sanding Machines, Paint Booth

Scale-Ready Infrastructure - 12+ specialized machines enabling high efficiency, accuracy, & scalable production

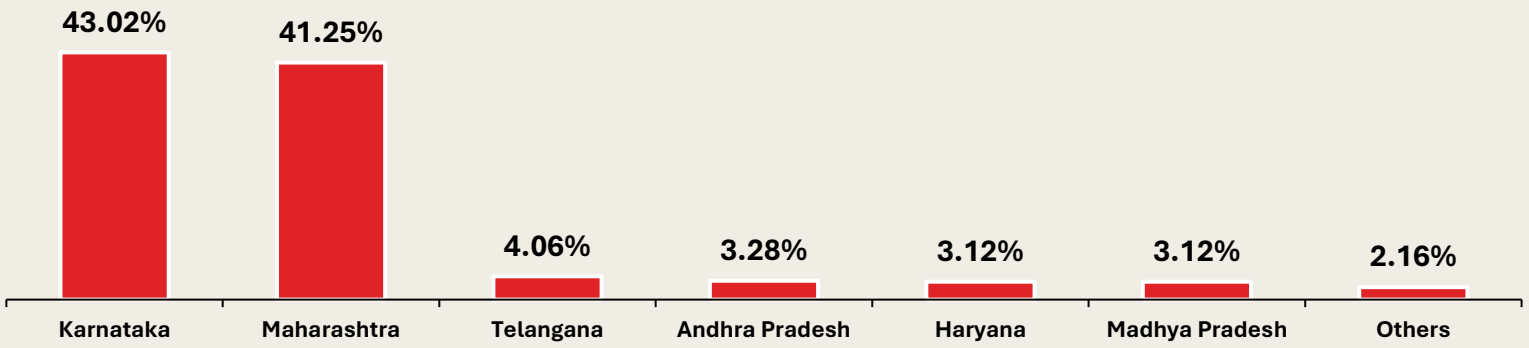
Quality Without Compromise

Rigorous Inspections - Every piece undergoes strict checks before dispatch to ensure flawless delivery

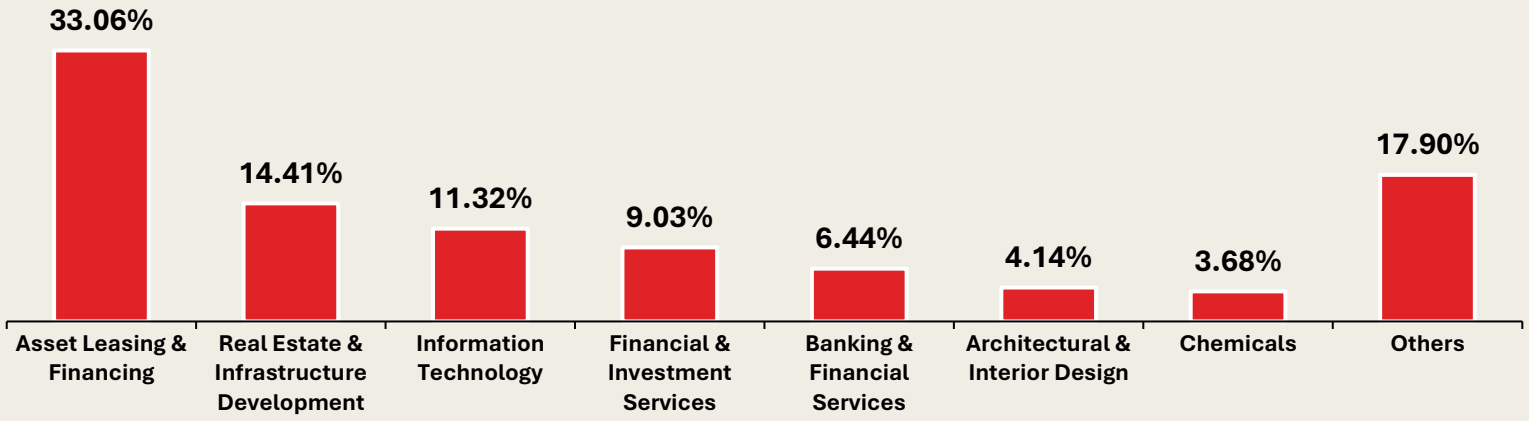
Client-Centric Precision - Streamlined processes tailored to meet exact client specifications with consistency

Revenue Breakup FY25

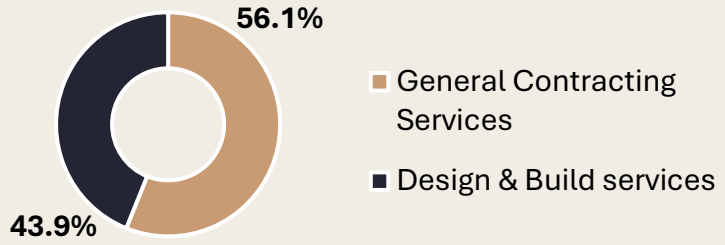
State wise



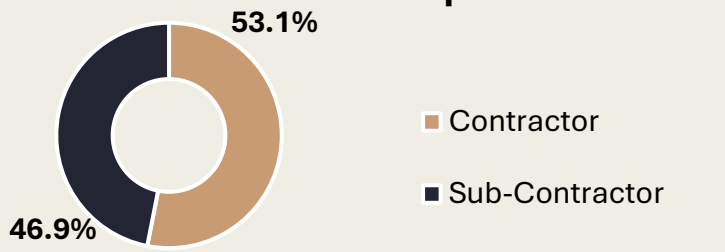
Industry wise



Business Model wise



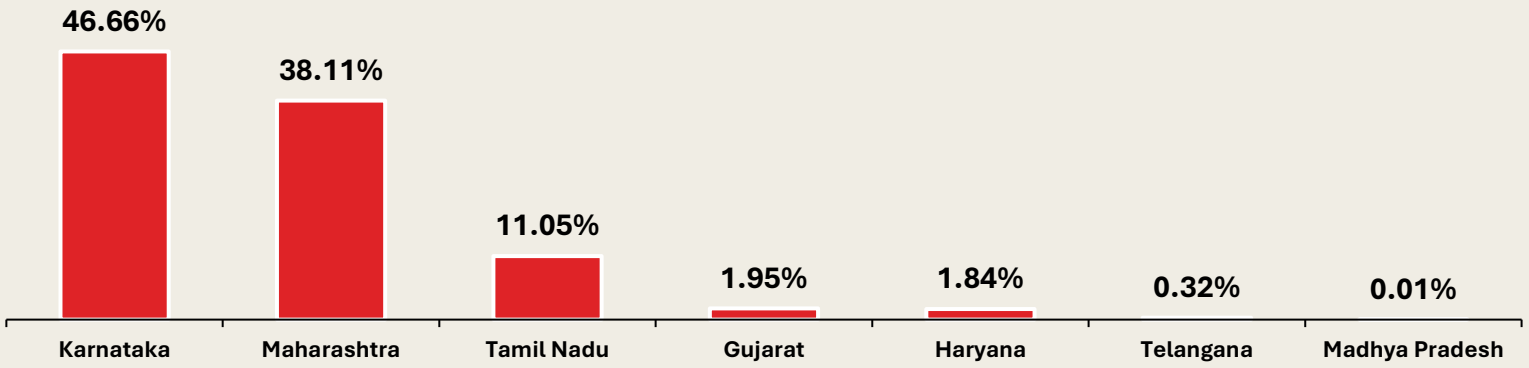
Scope of work



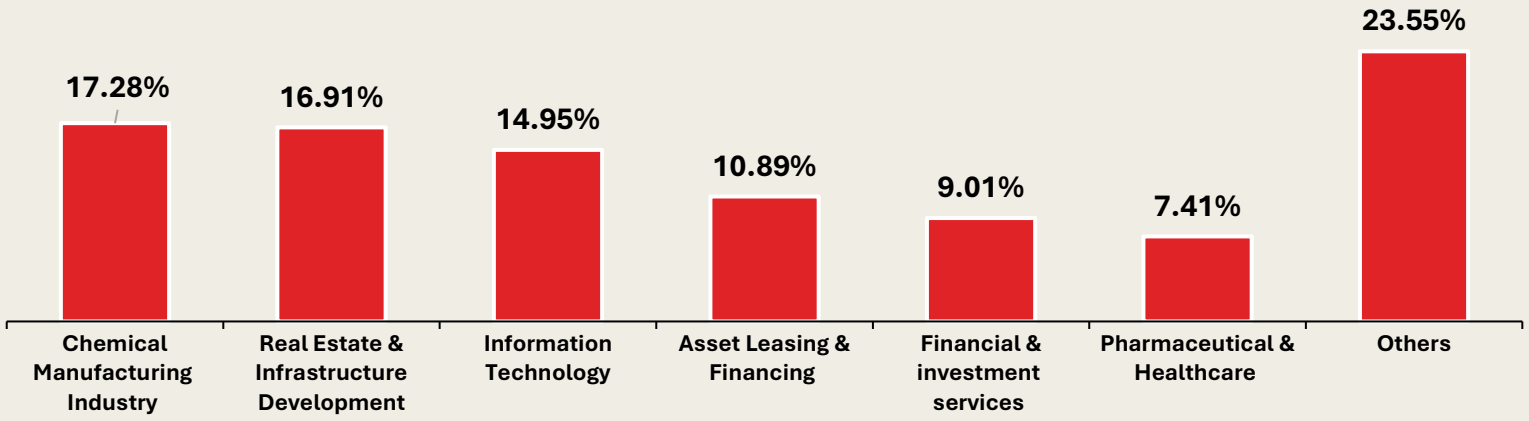
Top Customers wise (FY25)	
Top 5 Customers	54.1%
Top 10 Customers	70.0%

Revenue Breakup 9M FY26

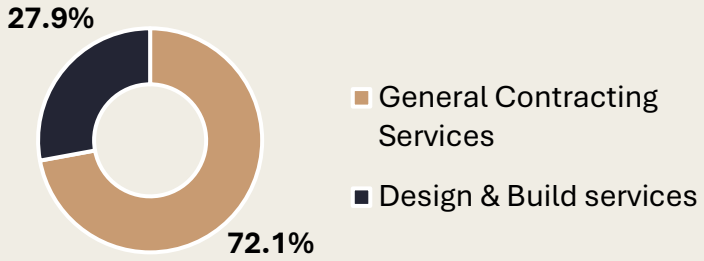
State wise



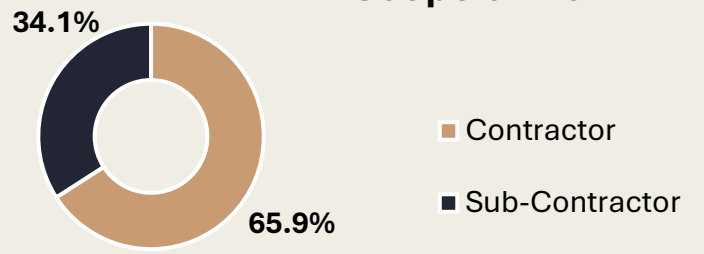
Industry wise



Business Model wise

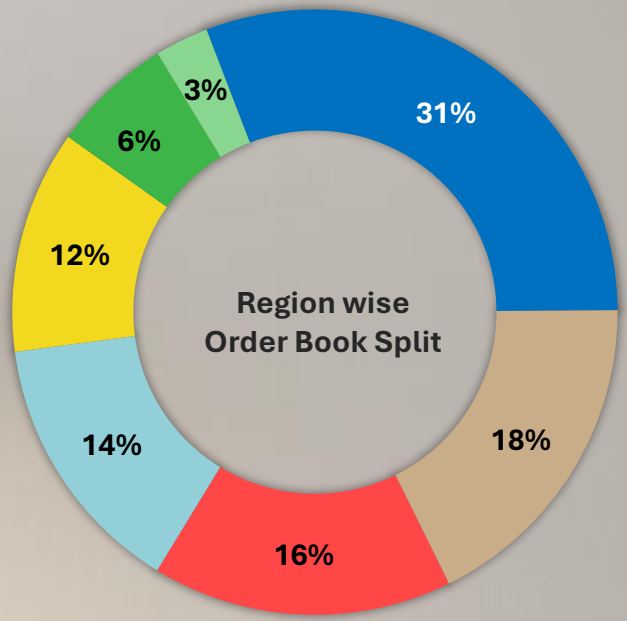


Scope of work



Top Customers wise (9MFY26)	
Top 5 Customers	49.1%
Top 10 Customers	66.2%

Order Book



~Rs. 5,769 Mn

Net Order Book (Excluding GST) as on 31st Dec 2025

Recent order win (27th Feb 2026)
Rs. 1,220 Mn

Bids Submitted (10% success rate)
~Rs. 24,610 Mn

Project Life Cycle

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Bidding & Tendering
- Receive RFQ / e-tender inquiries
- Assess feasibility (type, location, cost, profitability)
- Submit Earnest Money Deposit (EMD)
- Prepare proposal with preliminary designs & vendor quotes

Project Initiation
- Transition to implementation team
- Finalize designs with client
- Resource & schedule planning
- Arrange Performance Bank Guarantee (PBG) / security deposit

Planning
- Confirm design concepts & layouts
- Refine budgets & timelines
- Vendor negotiations & procurement planning
- Risk assessment & contingency planning

Designing (D&B projects)
- Convert client vision into detailed designs
- Floor layouts, MEP, HVAC, lighting plans
- Material & finish selection
- Vendor coordination for bespoke items

Construction
- Civil works, flooring, walls, systems installation
- Electrical, plumbing, HVAC execution
- Regular quality checks & joint client surveys
- Focus on finishes, furnishings & aesthetics

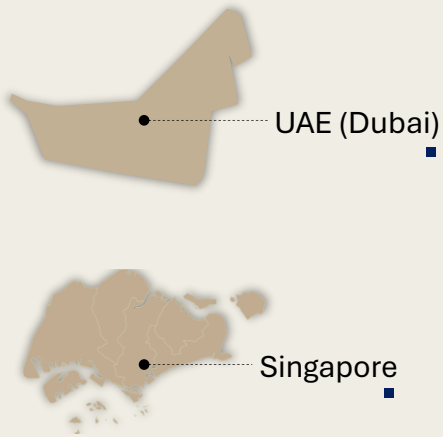
Inspection & Handover
- Detailed inspections & commissioning tests
- Client training & operational briefings
- Defect liability period support
- Final billing & retention release

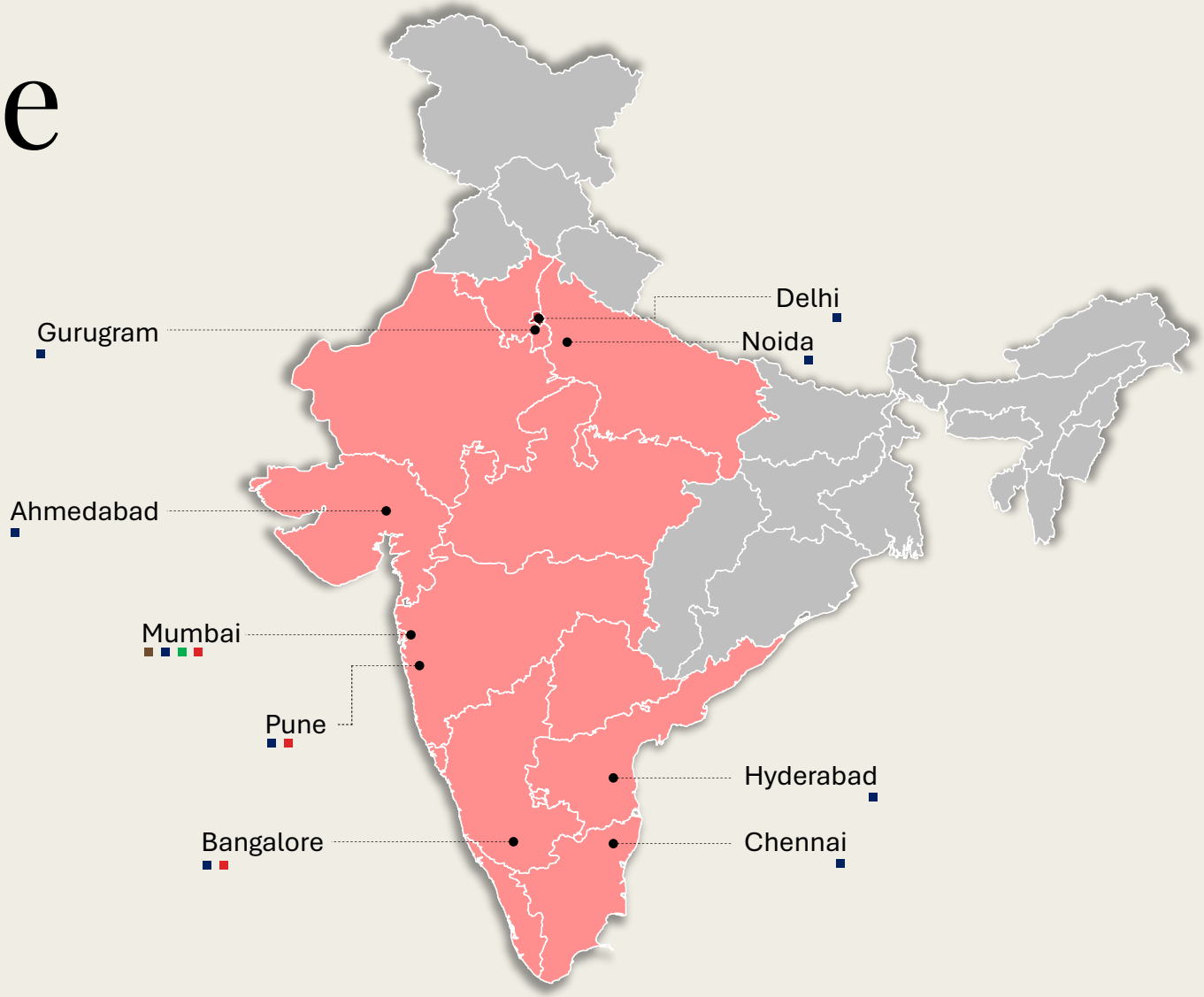
Billing & Payment
- Issue work completion certificate
- Submit invoices for final settlement
- Payment collection & closure

Average Project Cycle is 6 – 12 months, depending on project size & complexity

Our Presence

- Registered Office
- Branch Office
- Manufacturing Facility
- Warehouse





PROJECTS IN 35+ CITIES

Ahmedabad	Lucknow
Baroda	Mangalore
Bengaluru	Manipal
Bhuj	Mumbai
Chandigarh	Nashik
Chennai	Navi Mumbai
Cochin	New Delhi
Coimbatore	Panji
Goa	Patal Ganga
Gurugram	Pune
Hyderabad	Taloja
Jaipur	Tamil Nadu
Jamnagar	Thane
Kolar	Tirupati
Kolhapur	Trivandrum
Lonavala	Vidya Nagar
Indore	Mysore

Strengths

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Pan-India Presence with Global Reach

Our presence spans India's key hubs—Mumbai, Bengaluru, Hyderabad, Pune, NCR, Chennai, Ahmedabad, and Bhopal—with execution in tier-2 cities like Indore, Vadodara, and Goa. Internationally, we operate through subsidiaries in Rwanda and Singapore, making our model scalable across geographies

Backward Integration Advantage

With our Mumbai factory and skilled craftsmen, we produce modular and customized furniture, panels, doors, and CNC grills in-house. This ensures precision, cost efficiency, and superior quality, backed by a 5-year warranty that reflects our commitment to durability and customer satisfaction.

Experienced and Qualified Team

We have 155+ in-house and retainership engineers, architects, designers, and project managers. With expertise in design, shop drawings, procurement, execution, and handover, our team ensures quality delivery using licensed software like ZW CAD, 3DS Max, Corona, Sketchup, and Vray.

Proven Track Record

We have successfully executed 625+ projects covering over 80 lakh sq. ft. across diverse industries including IT, BFSI, healthcare, FMCG, and real estate. Project sizes ranged from 1,247 sq. ft. to 10+ lakh sq. ft., showcasing versatility and market adaptability.

Commitment to Quality & Green Practices

We are ISO 9001, 14001, and 45001 certified and a founding member of IGBC. Our projects often secure LEED Gold and Platinum certifications by integrating energy efficiency, recycled materials, and green practices. This commitment strengthens client trust and repeat business.







Strengthening Our Edge with High-Value Projects
We aim to strengthen our ability to execute larger Design & Build and General Contracting projects. Recent wins include a ₹1,597 Mn software division project and a ₹1,881 Mn airport renovation. These types of larger size projects enhance margins, scale benefits, and competitive edge.

Client-Centric Approach
We deliver customized fit-out solutions across IT, BFSI, healthcare, FMCG, and more. Our 155+ professionals ensure designs align with client needs, timelines, and global trends, helping us stand apart through innovation, sustainability, and superior quality.

Strategic Expansion Beyond Boundaries
Having executed 625+ projects over 100 lakh sq. ft. across 35+ cities, we are strategically expanding beyond western and southern India. By opening branch offices in high-potential cities, we seek to deepen client relationships and tap into new regional growth opportunities.

Talent as Our Strongest Asset
Our success depends on skilled architects, designers, and engineers. We focus on attracting, retaining, and training talent with continuous learning, exposure to new techniques, and professional growth opportunities, ensuring high-quality project execution.

Strengthening Cash Flow Efficiency
Strong banking arrangements with reputed large private & PSU banks to support in our seamless operations. By optimizing receivables, supplier terms, and cash flows, we maintain financial flexibility, operational efficiency, and a strong foundation for growth.

Strategies

What Eleganz Brings to the Table

ELEGANZ INTERIORS LTD. SINCE 1988

For Clients

Design & Build + General Contracting Expertise
One-stop solution for end-to-end interiors

Turnkey Execution
From bare shell to fully functional handover

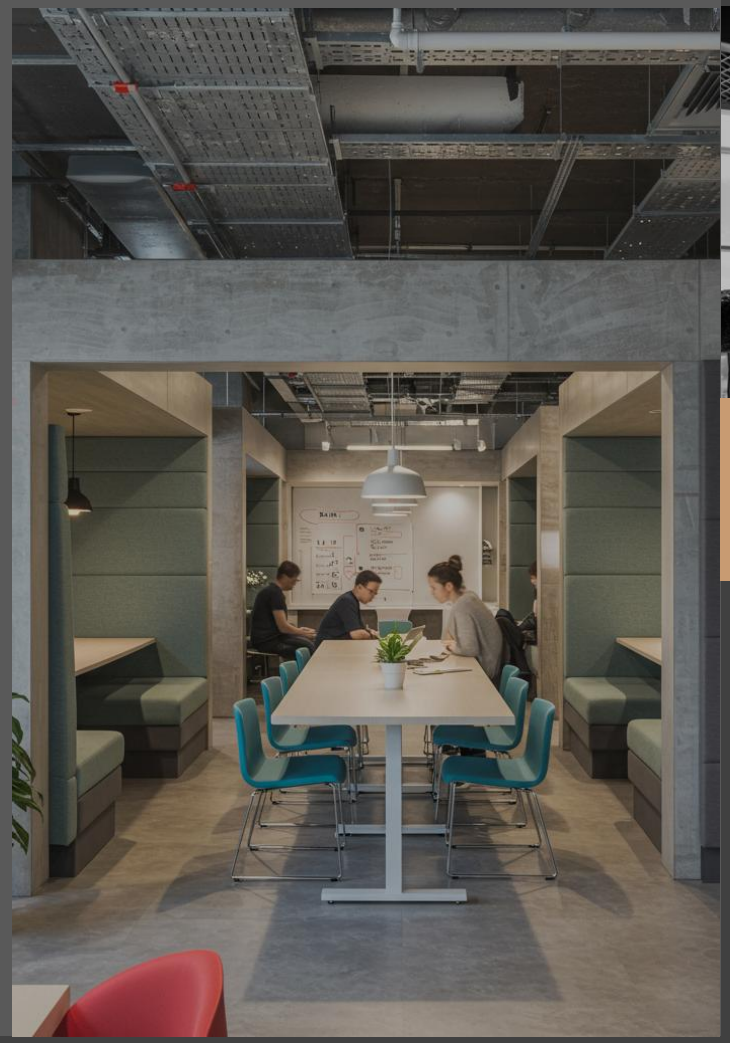
Regulatory Compliance
Seamless adherence to safety, sustainability, and statutory norms`

Organized & Trusted Partner
37+ years of proven track record with 80% repeat clients

Pan-India Reach with Global Presence
Execution in 12 states, 35+ cities, and international projects

Mechanical Electrical PHE
In house MEP team improves efficiency and cost saving on D&B and GC projects

Sustainability & Global Standards
ISO-certified, IGBC founding member, LEED projects driving long-term demand





For Investors

Diversified Model
Balanced mix of D&B and GC businesses with rising high-margin projects

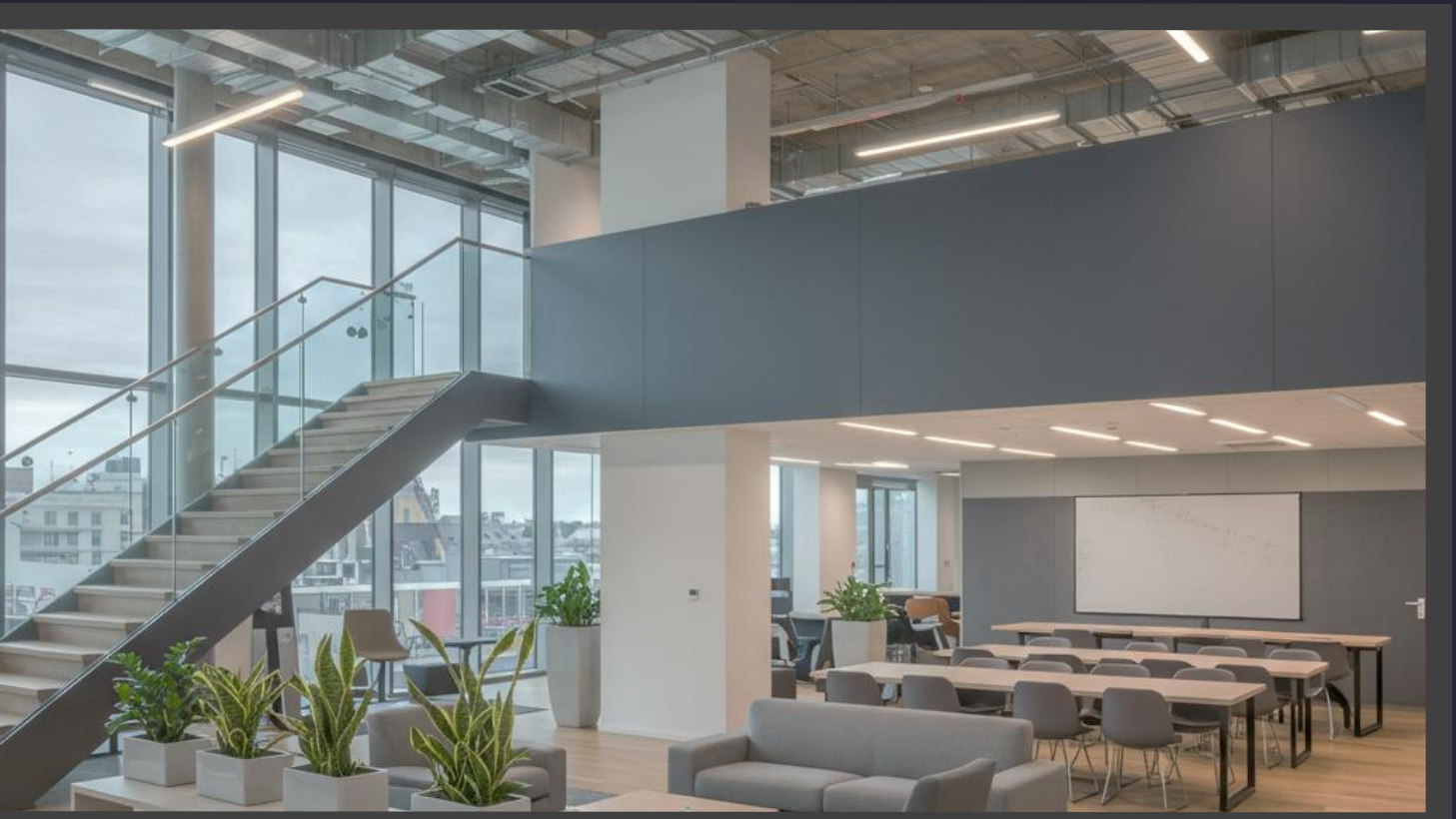
Backward Integration
In-house manufacturing ensuring cost efficiency and higher margins

Strong Order Book
- Rs 5,769 Mn : Order book as on 31st Dec 2025
- ~Rs 24,610 Mn : Order Pipeline (Success rate: ~10%)

Scalable & Profitable Business
Expanding into international markets and high-value turnkey projects

Clients That Define Global Benchmarks

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Fortune 500
(U.S. & Global)

S&P 500
(US Blue-chip Index)

Dow Jones Industrial Average (DJIA 30)

Nifty 50
(India)

Sensex 30
(India)

Nifty Next 50
(India)

FTSE 100
(U.K.)

DAX 40
(Germany)

Nikkei 225
(Japan)

Forbes Global 2000

Dow Jones Sustainability Index (DJSI)



Way Forward

03

Way Forward

Geographic Expansion

International: Established a wholly owned subsidiary to anchor regional expansion, with plans to scale operations across the Middle East; restructuring Singapore entity; and started bidding in international Projects for Design Consultancy

India: Strong presence in Mumbai, Pune, Bengaluru, Hyderabad, Chennai; NCR

1

EPC Turnkey Focus

Expanding scope to structural (RCC/shell), landscaping, facade & utilities, with long-term thrust on end-to-end EPC turnkey projects, process-driven margin expansion, and international growth (GCC markets).

2

New Factory

Land acquired; setting up a fully automated modular production line, with expansion into soft-suiting (currently outsourced, ~5 – 6% of contract value)

3

Growth & Profitability

Order book (Excluding GST) of ~₹5,769 Mn as on 31st Dec 2025; with ambition to grow; rising share of Design & Build projects expected to further enhance margins (targeting 8–9% EBITDA Margins) from next year onwards.





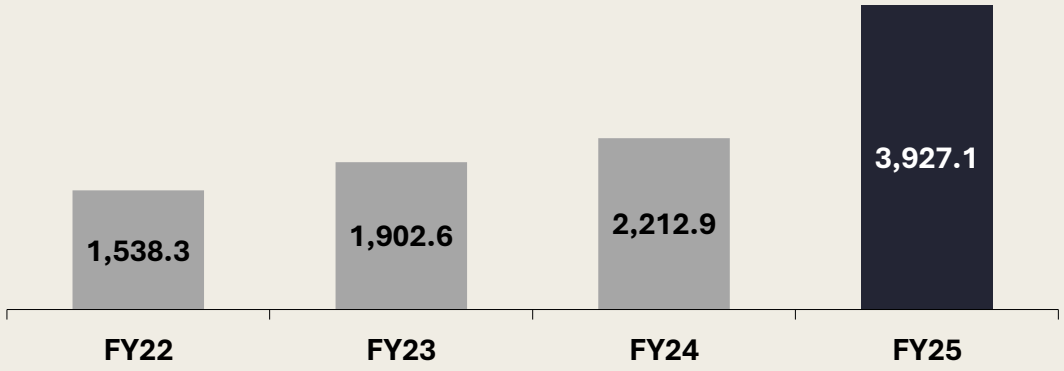
Performance Highlights

04

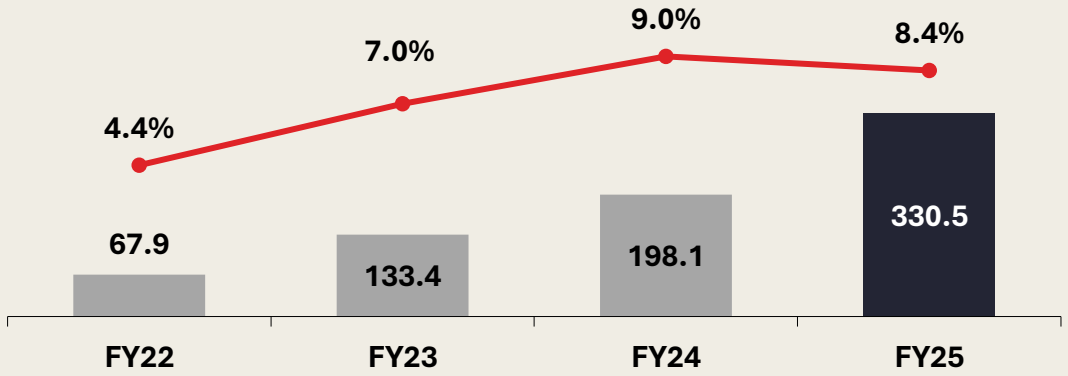
Annual Performance Highlights (Consolidated)

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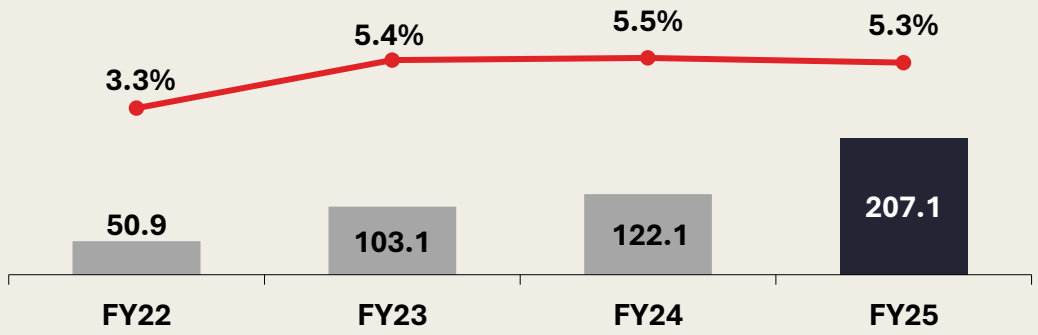
Revenue (INR Mn.)



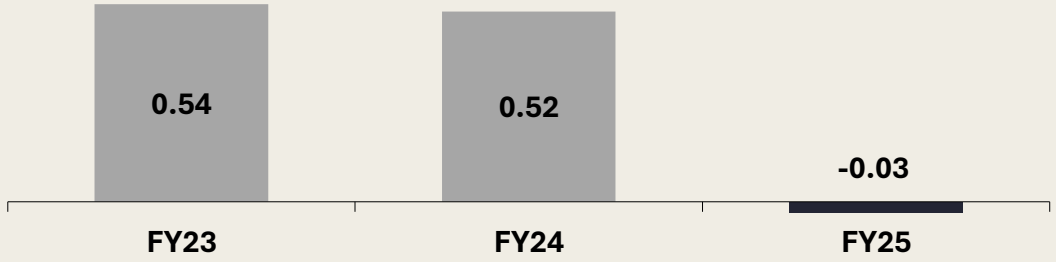
EBITDA (Rs. Mn) & EBITDA Margin (%)



Net Profit (Rs. Mn) & Net Profit Margin (%)

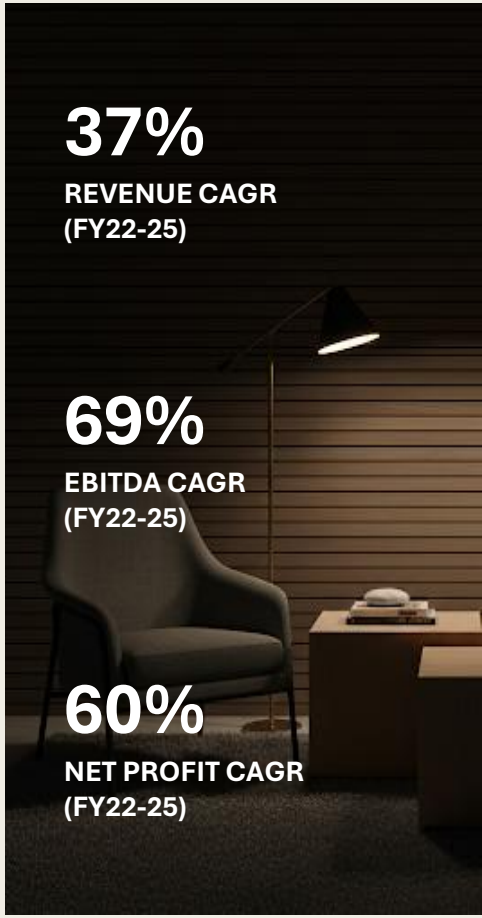


Net Debt to Equity (x)



Annual Income Statement (Consolidated)

Particulars (INR Mn.)	FY22	FY23	FY24	FY25
Net Sales	**1,538.3**	**1,902.6**	**2,212.9**	**3,927.1**
Cost of Goods Sold	1,093.8	1,464.6	1,562.1	2,949.1
Gross Profit	**444.5**	**437.9**	**650.8**	**978.0**
Gross Margin (%)	**28.9%**	**23.0%**	**29.4%**	**24.9%**
Employee Expenses	67.8	71.3	93.8	112.6
Other Expenses	308.8	233.2	358.9	534.9
EBITDA	**67.9**	**133.4**	**198.1**	**330.5**
EBITDA Margin (%)	**4.4%**	**7.0%**	**9.0%**	**8.4%**
Other Income	15.1	9.1	17.9	20.1
Depreciation	12.4	15.0	20.3	26.9
PBIT	**70.7**	**127.5**	**195.7**	**323.7**
Interest	19.6	22.4	34.9	41.6
PBT	**51.1**	**105.1**	**160.9**	**282.1**
Tax	0.2	2.0	38.8	75.0
Net Profit	**50.9**	**103.1**	**122.1**	**207.1**
PAT Margin (%)	**3.3%**	**5.4%**	**5.5%**	**5.3%**
EPS (Reported) (Rs.)	***530.63**	***1,074.06**	**#7.95**	**$9.16**



*Face Value – Rs. 100

#Stock Split Face Value – Rs. 10 & Bonus Effect

$IPO of Rs. ~78 Crores

Balance Sheet (Consolidated)

Equity & Liabilities (INR Mn.)	FY24	FY25	H1FY26
Equity & Liabilities			
Equity			
Equity Share Capital	153.6	226.0	226.0
Reserves and Surplus	360.1	1,298.2	1,321.3
Total Equity	**513.7**	**1,524.2**	**1,547.2**
Non-Current Liabilities			
Long term Borrowings	56.1	17.4	10.5
Long Term Provision	10.1	11.5	12.1
Total Non-Current Liabilities	**66.2**	**28.9**	**22.7**
Current Liabilities			
Short-term borrowings	371.8	38.6	429.7
Trade payables	527.4	327.8	328.4
Other Current Liabilities	241.4	372.8	352.8
Short Term Provisions	0.7	2.8	3.2
Total Current Liabilities	**1,141.3**	**742.0**	**1,114.1**
Total Equity & Liabilities	**1,721.2**	**2,295.1**	**2,684.0**

Assets (INR Mn.)	FY24	FY25	H1FY26
Non-Current Assets			
Property, Plant & Equipments and Intangible Assets	64.8	71.7	139.3
Goodwill on Consolidation	49.2	49.2	49.2
Non-current investments	26.5	35.7	27.5
Deferred Tax Asset	2.5	4.6	5.2
Long Term Loans & Advances	11.0	12.0	31.3
Other Non Current Assets	7.9	12.3	13.6
Total Non-Current Assets	**161.9**	**185.5**	**266.1**
Current Assets			
Inventories	503.6	680.2	708.5
Sundry Debtors	478.1	432.5	552.0
Cash and Bank	161.3	551.9	631.6
Other Current Assets	256.5	310.9	333.3
Short Term Loans and Advances	159.9	134.1	192.6
Total Current Assets	**1,559.4**	**2,109.6**	**2,417.9**
Total Assets	**1,721.3**	**2,295.1**	**2,684.0**



Annexures

05

AWARDS & RECOGNITION

Awarded with :

“Outlook Business Award 2023”

Company of the Year- Design & Build Fit-out Firm

Nominated for:

“Best mid-size D&B office 2024”











Awarded with

“GYPROC TROPHY 2022”

“GYPROC TROPHY 2024”

Certifications





ISO-45001
Quality &
Safety





IGBC
Certification







LEED GOLD
Certifications




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Let's
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Hyderabad | Chennai | NCR |
Ahmedabad | **UAE** | **Singapore**



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Key Abbreviations used in this Presentation

D&B – Design & Build
GC – General Contracting
GCC – Global Capability Centres

