INTERIORS & MORE®
Flowers, Vases, Plants & Planters, Candles, Fragrances & more
CIN NO. : L74120MH2012PLC233915

Interiors & More Limited
(Formerly known as Interiors And More Private Limited)
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Date: November 20, 2025

To,
The General Manager, Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1,
Block — G, Bandra Kurla Complex,
Bandra (E) Mumbai — 400 051.

NSE Symbol: INM

Subject: Investor Presentation for the Half Year Ended September 30, 2025 (H1 FY26).

Ref: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations").

Dear Sir/Madam,

Pursuant to Regulations 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed herewith the Investor presentation for the half year ended September 30, 2025 (H1 FY 26).

The said Investor's Presentation will be simultaneously posted on the Company's website at https://www.inm.net.in.

Kindly take the above on record and oblige.

FOR INTERIORS & MORE LIMITED

MANISH MOHAN TIBREWAL

Digitally signed by MANISH MOHAN TIBREWAL
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Date: 2025.11.20 17:04:01 +05'30'

Manish Mohan Tibrewal
Chairman & Managing Director
DIN: 05164854

Encl: a/a



Interiors & More Limited

"India's first listed wedding décor solutions company"

Investor Presentation – H1 FY26

Safe Harbor

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About Us

Who We Are

Manufacturer and trader of **high-quality artificial flowers, plants, greens and other events, wedding, home and office décor** items since 2012.

One of the biggest artificial flowers and decor items wholesaler in India having added 1000+ Products in last 3 years.

Extended Portfolio with new products such as vases, plants, planters, wedding props, lights, furniture, fabric, chandeliers, LED candles and other associated décor items.

Company's proficiency lies in understanding the specific customer requirements & deliver the final product

Implemented advanced technology that equips us to design and develop products with various processes

Showroom in Dubai International City (U.A.E.) with a vision to cater Middle East & African Market

Vision to Expand the Export market to Promote products manufactured in India

Product Listings On E-commerce

amazon · indiamart · meesho · Myntra · TATA CLiQ

How We Create Value

From **Manufacturing**

To **Retail**

We are helping formalize a large unorganized wedding market for non-natural flowers

We are bringing a new dimension to the sector – a branded retail presence

We are bringing to our space a combination of volume and immediate supply

We are doing all this at a cost that is competitive against imports

We are bringing to our sector and company a listed discipline

Incorporated on
July 30, 2012

IPO Listing
Feb 2024

SKUs
9,082+

Products
4,536+

In Operations
13+ Years

Premises
3,41,850 + sq. ft

Clients
11,536+

Repeat Customers
82%

Vision & Mission

VISION

We strive to make grand event grandiose and splendid

MISSION

To be pioneer in Event & Home Decor market



Management Team



Mr. Manish Mohan Tibrewal

Chairman & Managing Director
(Promoter)

- He is a Chartered Accountant with over 23 years of Professional experience and a Bachelor's degree in law.
- He is a Visionary Entrepreneur who has been instrumental in the establishment of our Company's Operations.
- He is Primarily responsible for the entire Business Operations of the Company.



Mr. Rahul Jhunjhunwala

Chief Financial Officer
(Promoter)

- With a focus on shifting tactics, they provide Valuable Insight that helps our Company remain at the core of Innovation.
- A key person in the Capital markets, he is known for his strong understanding and Expertise in the Finance Industry.
- He plays a critical role in driving the Company's Performance and Strategic Expansion.



Mrs. Ekta Tibrewal

Co-Founder &
Non-Executive Director

- She is the Brand creative soul for the company with 13+ years of Experience
- She has completed BA Economics & Masters in the same field
- She Manages Quality Check and Product Design, ensuring Quality from concept to creation & incorporates artistic flair into all aspects of our Decor Offerings.



Mr. Rajat Vijender Singhal

Executive
Director

- He hold a Degree in Masters of Business Administration from O.P. Jindal Global University
- He provides Strategic Direction, guiding the Company to new heights of excellence.
- He is a High-integrity, Dynamic Leader known for his ability to Conceive and implement effective outcomes in Challenging Situations.

Our Journey

2012
Incorporated "Interiors and More Private Limited"

2013
Added 2000 + SKUs & grew into Multiple showrooms

2015
Shifted into a multi- storey setup with more than 4000+ products

2016
Started assembly & ventured into Lights & Furniture category

2018-19
Acquired machinery with inbuilt automation to increase production efficiency along with better assembly & packaging & Added Warehouse in Bhiwandi

2021
Expansion of manufacturing facility in Gujarat

2023
Converted to Public Company, "Interiors & More Limited"

2024
Listed on NSE Emerge Platform
Opened Exclusive Showroom in Dubai (UAE)

2025
Opened 2 Franchise Outlet in Jaipur & Hyderabad and Wholesale cum retail Owned Showroom in Pune

Shifted & Expanded Manufacturing Facility at Self-Owned Premises in Umbergaon





Business Overview

Key Highlights – H1 FY26

Added Tata Cliq as a new e-commerce partner, further strengthening the company's online presence.

B2C revenue share jumped to 23% in H1 FY26, supported by a 418% YoY growth, showcasing strong consumer traction.

Artificial Flowers category grew to 55% of revenue, reflecting increasing demand and a sharper product mix.

In-house manufacturing contribution rose to 42%, enhancing control, quality, and margins.

Jaipur outlet expanded to ~10,500 sq. ft. and Delhi facilities to 3,600 sq. ft., boosting retail and operational capacity.

Exports are set to grow significantly, indicating strong future international potential.

Added 480+ new clients in H1 FY26, strengthening the customer base and widening market reach.

Expanded Footprint

New Franchise Outlet signed - 4,200 sq. ft. & currently under construction in Kolkata

New - 2,000 sq. ft. Retail Showroom opened at fort, Ballard Estate.

Showcasing at Prominent Exhibitions

- Tent Eagle (Bangalore)
- Aakar Exhibition (Delhi) & (Hyderabad)
- Tent Décor (Kerela)
- IFA (Indore)
- EPEX (Dubai)
- HGH India (Mumbai)



Business Overview

- **Founded in 2012,** initially specialized in **trading artificial flowers** through **import and domestic sales.**
- Continuous innovation results in the **development of new products and SKUs,** expanding into **manufacturing and broadening the product range.**
- **Significant revenue** generated from **artificial flowers, plants, and leaves sales.**
- **Product designs and patterns** are constantly **being modified** in response to changing **consumer requirements and aspirations,** as supported by essential **customer feedback and interactions.**
- **Every year, 20% of fast-moving products are Updated/Refreshed.**
- Raw Materials being **sourced from both domestic as well as international markets.**
- **Distribution & marketing** of products **across India** through a **network of dealers, distributors, Event Managers, Decorators and direct marketing channels.**
- Products are offered through **both offline and online channels,** leveraging the company's website **for seamless navigation, comprehensive product information,** an **effortless purchasing process, and prompt delivery**
- Catering to **wholesale as well as retail consumers.**
- Ensure a steady supply of our **well-organized, high-quality artificial flowers** in a variety of **colours & shades.**



Continuous Innovation

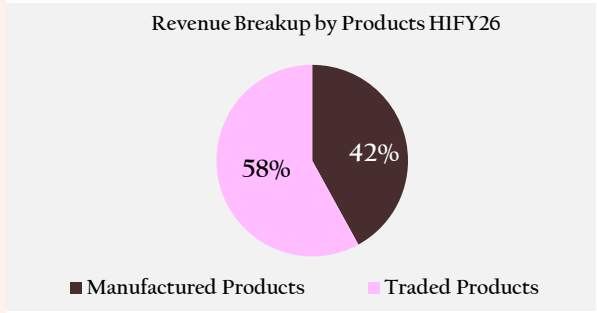
Customization of Products

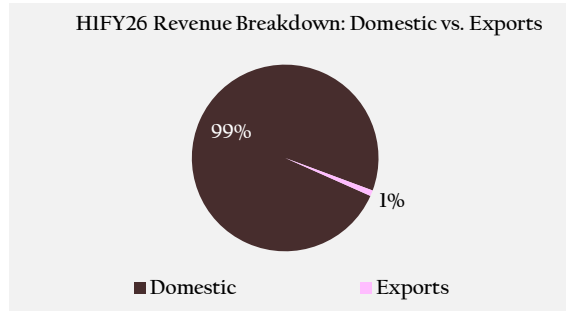
Asset-light Operations

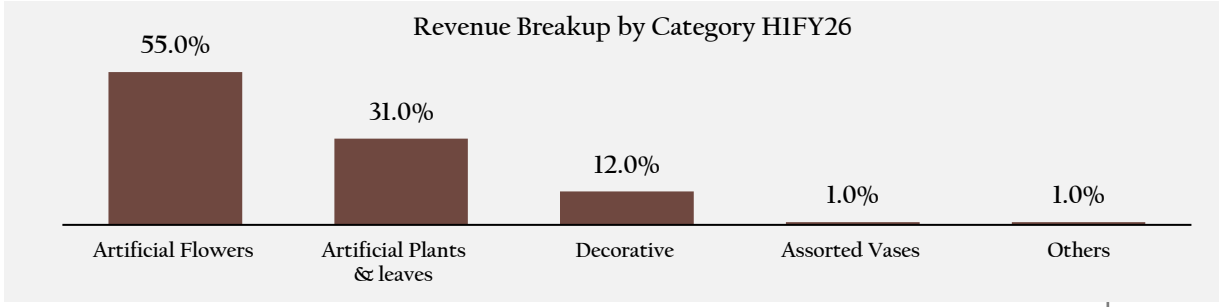
~ 82% Repeat Customer

Nominal Slow-moving Stock

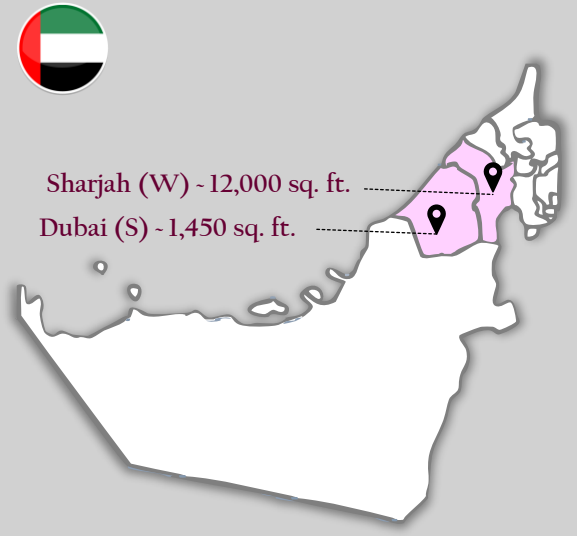
Segment wise Revenue Breakup			
Particulars	FY24	FY25	H1FY26
B2B	92%	81%	77%
B2C	8%	19%	23%

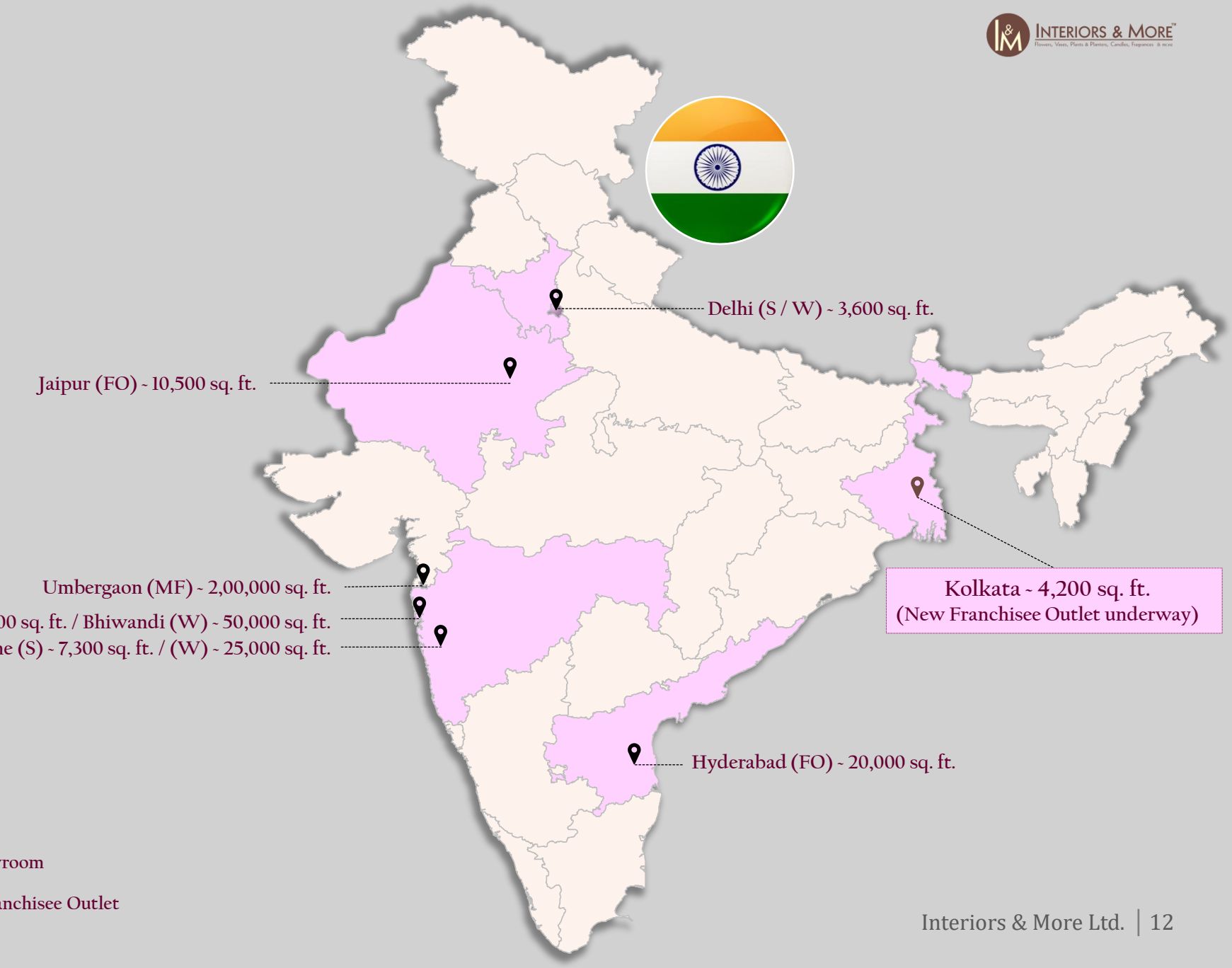






Our Presence





(W) – Warehouse / (WS) – Wholesale Showroom / (S) – Showroom

(MF) – Manufacturing Facility / (SO) – Sales Office / (FO) – Franchisee Outlet

Product Portfolio



Artificial flowers represent a logistically efficient solution especially in regions where natural flowers cannot be grown. The onset of climate change threatens the sustainable production of natural flowers, creating a wider space for the non-natural wedding décor sector.

Key Advantages of Artificial Flowers:

Durability & Longevity
Withstand heat/humidity; last for days or years.

Consistency
Uniform look, perfect for décor symmetry & photography.

Cost-Effective
Reusable, more economical for multi-event weddings.

Perennial Availability
Always "in bloom," beyond seasonal limits.

Design Flexibility
Customizable for extravagant & celebrity-style setups.

Sustainable
Reusable, reduces organic waste & transport costs.

Global Trend
Widely adopted in Europe & North America; growing rental market.



Artificial Flowers



Vases



Plants



Green Leaves



LED Candles



Green Mats



Décor Lighting



Furniture



Accessories

What Makes Today's Artificial Flowers Look Real

3D Printing & Digital Design
3D scanning & printing for precise Molds Digital tools to replicate anatomy & scale

Hybrid Techniques
Mix of dried natural parts + artificial elements Fragrance tech for natural scents

Advanced Materials
Silk & polyester blends for natural texture Real-touch foam with soft, velvety feel Latex & silicone for flexibility & translucence High-quality dyes for natural gradients & veining

Petal & Leaf Detailing
Micro texturing to mimic veins & ridges Hand-painted shading for realism Edge shaping for natural curls & overlaps

Structural Engineering
Flexible wire-core stems Multi-layered petals for depth & volume Reinforced centers & stamens with fine detailing

Flowers are not merely flowers at Indian wedding receptions. They stand for symbolic messages

Flower	Usage Areas	Symbolism
Marigold	Entrance, mandap, garlands	Purity, protection, joy
Jasmine	Hair accessories, garlands, stage	Romance, elegance, fragrance
Rajnigandha (Tuberose)	Stage, vases	Serenity, longevity
Rose	Aisle décor, varmala, stage	Love, beauty, devotion
Lotus	Centerpieces, religious rituals	Spiritual awakening, purity

Contemporary and imported flowers (for aesthetics and luxury)

Flower	Usage Areas	Symbolism
Orchids	Hanging décor, bouquets, centerpieces	Sophistication, exotic beauty
Tulips	Entry arches, modern arrangements	Elegance, style
Hydrangeas	Flower walls, aisle runners	Volume, softness, richness
Peonies	Couple backdrop, luxe setups	Romance, opulence
Lilies	Stage and altar décor	Purity, freshness

Manufacturing Facility

Umbergaon, Gujarat

2,00,000 sq. ft.

Particulars	Annualized Capacity	
	Moulding Products (Mn. Pcs)	Artificial Flowers (Mn. Pcs)
Capacity (Units)	1,062.5	23.6
Utilization (%)	87.38%	92.56%

Annual Capacity Post CAPEX

Particulars	Moulding Products (Mn. Pcs)	Artificial Flowers (Mn. Pcs)
March 2026	2,437.5	52.7

Company has **more than 100 Small & Big machines** installed in the factory which includes cutting machines, polishing machines, moulding machines, pressing machines, Lathe Machine, Drill Machine, Surface Grinder, Table Grinder, EDM Machine, In House QC team with product testing machines and LAB, blending machines, oil filtration machine, spectrum colour machine, Cooling tower, Vice etc.





Showrooms (1/3)

Wholesale Showroom (India)

~ 10,000 sq. ft. (Ballard Estate, Mumbai)

Click to see video













Showrooms (2/3)

Exclusive Store Dubai (U.A.E.)

~ 1,450 sq. ft. (Dragon Mart 2)








Franchisee Outlet

~ 10,500 sq. ft. (Jaipur, Rajasthan)

Click to see video








Showrooms (3/3)

Exclusive Store

~ 7,300 sq. ft. (Pune)

Click to see video








Franchisee Outlet

~ 20,000 sq. ft. (Hyderabad)

Click to see video







Events & Exhibitions

Aakar Exhibition (Delhi)



Aakar Exhibition (Hyderabad)



Tent Eagle (Bangalore)



EPEX (Dubai)



INM HO (Mumbai)



Tent Décor (Kerela)



HGH India (Mumbai)



IFA (Indore)



"Set to exhibit at HM TEX Ludhiana, Tent Eagle Decor, Bharat Tent Decor Expo, and at Ambiente Germany (Feb 2026) with booth space expanded from 24 sq. m. to 42 sq. m. to showcase a broader product portfolio."

Business Strategy



Focus on Sales Growth
Focus is to expand sales Volume through local market growth & spread in geographical outreach

Improving Operational Efficiency
Reducing Costs & competitive advantage can be gained by streamlined operations.

Customer-Centric Approach
Customization & Dedicated service to foster excellent relationships with clients

Expansion & Customer Relationship
International distribution to meet demand & establish long-term relationships.

Brand Building
Will increase the brand awareness through outdoor media, marketing campaigns, new product lines & brand extensions & online marketing strategies.

Geographical Expansion
Targeting New Regions for market Share growth by providing high-quality & reasonable priced products

Professional Culture
Transparency & dedication in our team for smooth operations.



Competitive Strengths

1

Organizational Stability and Management Expertise

13+ years of providing services to Companies of all sizes has shown our company's resilience to business and economic cycles.

2

Scalable Business Model

Development of new products and markets through consumer demand investigations, market knowledge, and consistent product quality.

3

Large & Diverse Product Portfolio

Manufacturing products based on requirements to suit consumer demand and we have the resources, experience, & networks to add more products.

4

Integrated Manufacturing Facility

To ensure that the manufacturing process runs smoothly & to cater to the shifting demands of the market, we aim to update technology & maintain the essential infrastructure.



5

Cordial Customer Relationships

Producing high-quality items and our technical abilities have helped us to Build Stronger connections with our customers and win more business from them.

6

Well-Developed Distribution Network

Developed & Implemented a wide range of networking channels to increase the scope of core customer base & marketing strategies to deliver tailored solutions for clients.

7

Strong Sales, Marketing, and Distribution Capabilities

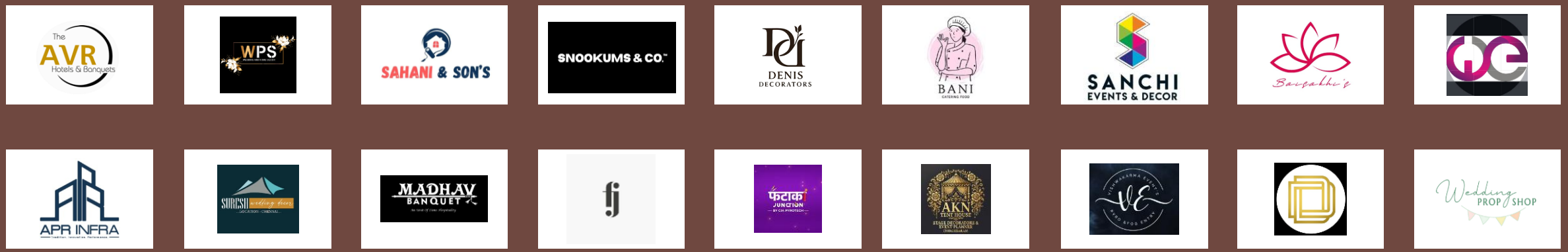
Creating demand for our products in India is our team's main objective, & having Strong domestic presence helps us maximize the value of our brand.

Clientele (1/2)

Trusted partner to marquee Indian clients



New Clients Added in H1 FY26



Clientele (2/2)

Serving marquee clients across global markets

Congo	Abu Dhabi - UAE	Fujairah - UAE	Qatar	Oman
Denmark	Portugal	Greece	Kuwait	Ras Al Khaimah - UAE
Zambia	Bahrain	Congo	Abu Dhabi - UAE	& Many More



Way Forward

Way Forward



Debt-Free by FY28

Company aims to gradually reduce borrowings and achieve a zero-debt status by FY28, thereby strengthening capital efficiency and financial resilience.

Target 30% - 40% Revenue Growth in FY26

Targeting a revenue growth rate of 30% - 40% in FY26 through strategic market expansion and product innovation.

Focus on Own Manufactured Products

To enhance the proportion of Own manufactured Products in its revenue mix to around 95% in five years, a decisive cost advantage

Store Expansion Strategy

We plan to open 10–15 new B2B stores PAN-India this year and enter the B2C segment through a franchise agreement with Franchise India, targeting 10–20 outlets in the coming year.

Expand International Artificial Flower Exports

Planning to increase artificial flower exports to enhance revenue from international markets, focusing on growth to capitalize on new opportunities and strengthen our position in the global industry.

Showcase Artificial Flower Collections Globally

Showcasing diverse artificial flower collections globally through prominent international décor exhibitions to demonstrate product quality, variety, & innovation to potential customers and industry.

30% - 35% CAGR
(Next 3 – 5 years)

Growth Drivers

- Artificial flowers are gaining popularity as a more **economical alternative** to real flowers, their **lifelike appearance** and **durability**, delivering a similar appearance.
- Increased demand is observed across various sectors including retail, event planning, hospitality, interior decoration and wedding & events.
- The rise of metropolitan regions & the growth of retail chains have created new avenues for artificial flower sales, driving the industry to grow.
- Artificial flowers provide a consistent supply regardless of season or climate, meeting year-round demand.

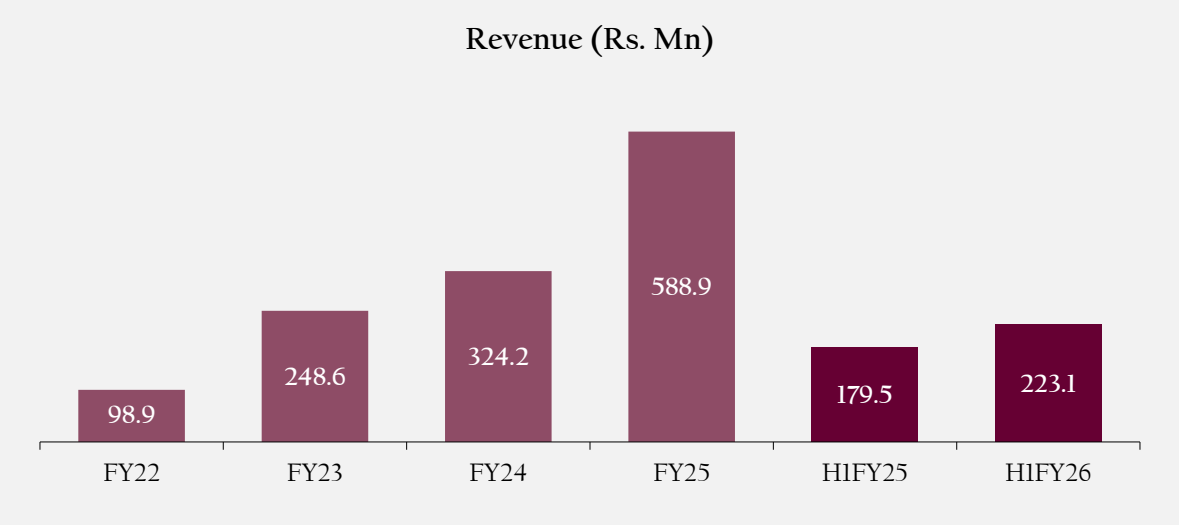


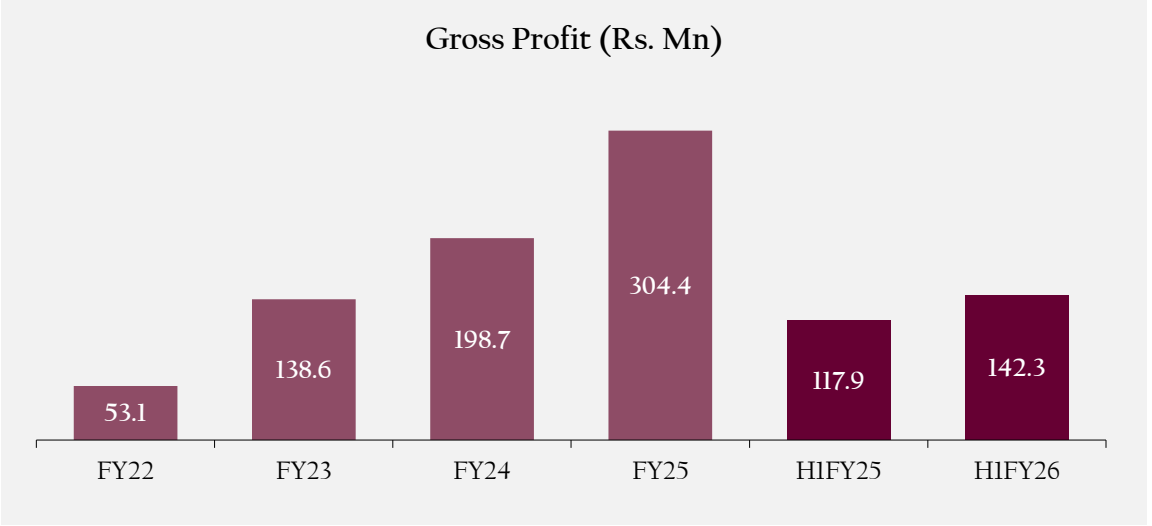
- Increasing disposable incomes is fueling the growing demand in interior design and home décor, propelling significant growth in the industry.
- Improved manufacturing methods have led to artificial flowers closely resembling real ones, expanding the market.
- A wide range of colors, styles, and materials allow for customization to meet diverse design preferences.
- Artificial Flowers convenience for both residential and commercial applications is attributed to their low maintenance nature, eliminating the need for specific care or watering.

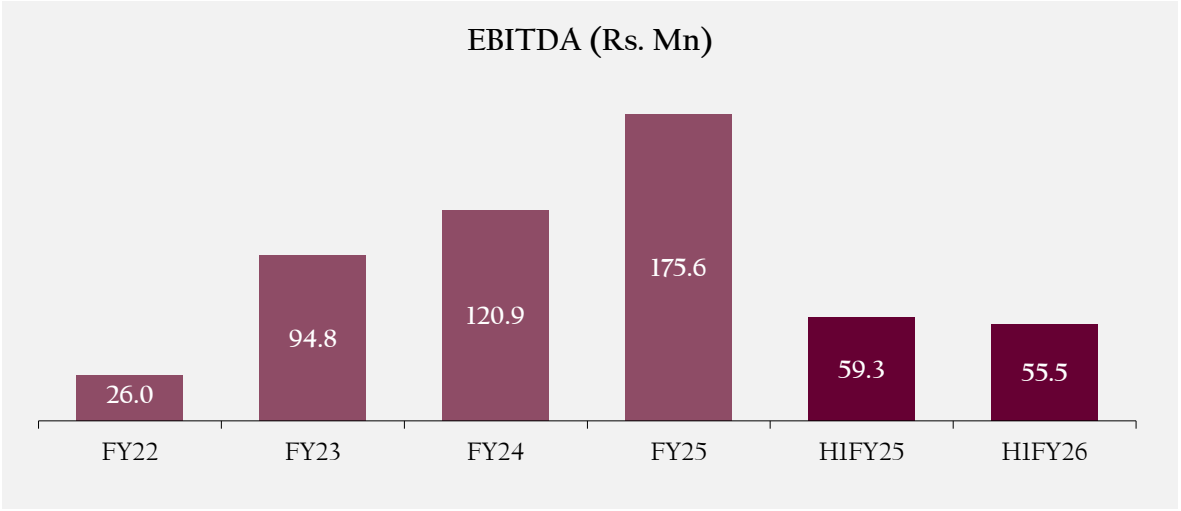


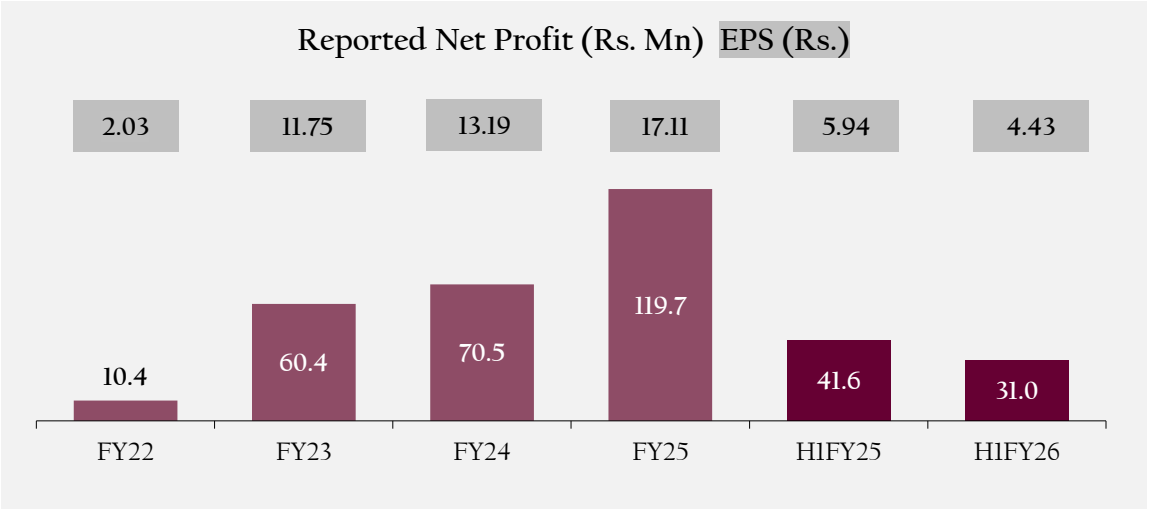
Financial Performance

Key Performance Highlights*









*Consolidated

Consolidated Half Yearly Results

Particulars (Rs. Mn)	H1FY26	H2FY25	H1FY25
Net Sales	223.1	409.5	179.5
Total Expenditure	167.6	293.2	120.2
Cost of Goods Sold	80.8	222.9	61.6
Employee Expenses	36.1	39.6	23.3
Other Expenses	50.7	30.6	35.3
EBITDA	55.5	116.3	59.3
EBITDA Margin	24.9%	28.4%	33.0%
Other Income	2.0	0.4	2.0
Depreciation	8.4	8.6	2.4
EBIT	49.1	108.1	58.9
Interest	9.7	5.4	3.4
PBT	39.5	102.8	55.5
Tax	8.5	24.6	13.9
Adjusted PAT	31.0	78.1	41.6
Exceptional Items	-	-	-
Reported PAT	31.0	78.1	41.6
Reported PAT Margin	13.9%	19.1%	23.2%
Adjusted PAT Margin	13.9%	19.1%	23.2%
Reported EPS (Rs.)	4.43	11.17	5.94

Consolidated Annual Income Statement

Particulars (Rs. Mn)	FY21	FY22	FY23	FY24	FY25
Net Sales	**64.3**	**98.9**	**248.6**	**324.2**	**588.9**
Total Expenditure	**55.8**	**72.9**	**153.7**	**203.3**	**413.3**
Cost of Goods Sold	33.8	45.8	110.0	125.6	284.5
Employee Expenses	9.7	11.2	23.7	41.9	62.9
Other Expenses	12.2	15.9	20.0	35.9	65.9
EBITDA	**8.5**	**26.0**	**94.8**	**120.9**	**175.6**
EBITDA Margin	13.2%	26.3%	38.2%	37.3%	29.8%
Other Income	2.0	0.9	4.2	1.1	2.4
Depreciation	2.4	3.5	5.0	4.4	11.0
EBIT	**8.2**	**23.4**	**93.9**	**117.6**	**167.0**
Interest	4.2	9.1	14.3	14.3	8.7
PBT	**3.9**	**14.3**	**79.6**	**103.3**	**158.2**
Tax	1.7	3.9	20.6	30.9	38.6
Adjusted PAT	**2.2**	**10.4**	**59.0**	**72.3**	**119.7**
Exceptional Items	-2.1	-	-1.4	1.9	-
Reported PAT	**4.3**	**10.4**	**60.4**	**70.5**	**119.7**
Reported PAT Margin	6.7%	10.6%	24.3%	21.7%	20.3%
Adjusted PAT Margin	3.5%	10.6%	23.7%	22.3%	20.3%
Reported EPS (Rs.)	**1.42**	**2.03**	**11.75**	**13.19**	**17.11**

REVENUE CAGR FY21-25

74%

EBITDA CAGR FY21-25

113%

PAT CAGR FY21-25

129%

Consolidated Balance Sheet

Particulars (Rs. Mn)	FY24	FY25	H1FY26
Equity & Liabilities			
Equity			
Equity Share Capital	70.0	70.0	70.0
Other Equity	482.2	601.9	632.9
Total Equity	552.1	671.8	702.8
Non-Current Liabilities			
Long Term Borrowings	-	157.2	240.9
Deferred Tax Liabilities (Net)	0.5	2.1	2.5
Long - Term Provisions	2.2	2.4	3.0
Total Non-Current Liabilities	2.7	161.7	246.4
Current Liabilities			
Short Term Borrowings	13.7	147.0	261.4
Trade Payables	54.9	32.8	39.0
Other Current Liabilities	7.1	25.0	51.6
Short - Term Provisions	30.0	34.3	42.3
Total Current Liabilities	105.8	239.1	394.2
Total Equity & Liabilities	660.6	1,072.6	1,343.5

Particulars (Rs. Mn)	FY24	FY25	H1FY26
Assets			
Non-Current Assets			
Property Plant & Equipment			
(i) Tangible Assets	48.4	185.0	189.2
(ii) Capital Work-in-Progress	-	70.8	192.2
Non – Current Investments	100.0	0.1	2.2
Long Term Loans & Advances	-	35.2	-
Other Non-Current Assets	11.5	15.8	11.4
Total Non-Current Assets	159.8	306.9	395.0
Current Assets			
Inventories	339.1	493.9	602.1
Trade Receivables	105.1	160.0	199.0
Cash & Cash Equivalents	21.4	22.0	13.6
Short-Term Loans and Advances	20.5	71.6	113.3
Other Current Assets	14.7	18.3	20.5
Total Current Assets	500.7	765.7	948.5
Total Assets	660.6	1,072.6	1,345.5



Industry Overview

Industry Overview



Just Think

Who would think that there was a sector like real-touch artificial flowers the world over and that this global sector is beginning to moderate its excessive dependence on China and moving to markets like India?

Who would think that an Indian company manufacturing real-touch artificial flowers would even be listed, would be valued at more than Rs. 3.5 billion and present a case for multi-decade business growth?

Who would think that a segment like artificial flowers and related products even existed as a sector?

Events & Exhibitions

Exhibitions and events drive **economic growth**, particularly in rapidly **developing economies like India**.

Government initiatives supporting various industries are anticipated to **boost the demand for events & exhibitions nationwide**.

Geo-cloning is a rising trend in India's events industry, where proven exhibition formats are replicated **across regions to boost reach and success.**

India's vast consumer market are driving rapid expansion in the exhibitions industry, offering **strong opportunities for investment & growth.**

Projected India Event & Exhibition Market	
FY 2025	USD **5.66** Billion
FY 2030	USD **8.44** Billion
CAGR (2025-2030)	**8.31%**



Indian weddings

The Indian wedding industry has evolved overtime, from Traditional ceremonies to destination wedding, year-round & celeb-inspired weddings.

Rs. 3.65 Mn

Average Wedding Budget

Weddings today involve multiple professional services like planners, photographers, florists, & caterers, making it a service-intensive industry.

Rs. 5.11 Mn

Average Destination Wedding Budget

Wedding Industry

Nearly 9% of Indian weddings have budgets **more than ₹1 crore**, & **more than 60%** of these are planned as destination weddings

2nd
Largest Globally

4th
Largest In India



More than **10 Mn** Weddings every year in India



Thank You

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