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

Interiors & More Limited
(Formerly known as Interiors And More Private Limited)
Office No.7, Ground Floor, Kumtha Street, Off. Shahid Bhagat Singh Road, Ballard Estate, Fort, Mumbai, Maharashtra 400001.
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Date: June 13, 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 and Year Ended March 31, 2025 (H2 & FY25).

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 and year ended March 31, 2025 (H2 & FY 25).

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

Kindly take the above on record and oblige.

FOR INTERIORS & MORE LIMITED

MANISH MOHAN TIBREWAL

Manish Mohan Tibrewal
Managing Director
DIN: 05164854

Encl: a/a

INTERIORS & MORE LIMITED

Investor Presentation

H2 & FY25



SAFE HARBOR

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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.

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The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

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ABOUT US

INTERIORS & MORE – SNAPSHOT

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 and 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

Showrooms

Mumbai (Fort) - Maharashtra
Wholesale Showroom ~ 10,000 Sq. ft.

Dubai International City (UAE)
Showroom ~ 1,450 sq. ft.

Pune – Maharashtra
Showroom ~ 7,300 sq. ft.

Jaipur – Rajasthan
Franchisee Outlet ~ 6,500 sq. ft.

Hyderabad – Telangana
Franchisee Outlet ~ 20,000 sq. ft.

Factory (Umbergaon, Gujarat)

Manufacturing Unit
(Earlier Unit 1 & Unit 2 Shifted to this New Facility for better Integration)

Ownership	Total Area
Self-Owned	~ 2,00,000 sq. ft.

Partially operational Since Jan 2025

Sales Office & Warehouse

Sales Office
Delhi ~ 1,800 sq. ft.

Warehouse (India)
Umbergaon, Gujarat ~ 57,000 sq. ft.

Warehouse (India)
Pune, Maharashtra ~ 25,000 sq. ft.

Central Warehouse (India)
Bhiwandi, Thane ~ 50,000 sq. ft.

Warehouse (Middle East)
Sharjah, U.A.E. ~ 12,000 sq. ft.

Incorporated on
July 30, 2012

IPO Listing **Feb 2024**

8650+ SKUs

4320+ Products

13+ years
in operations

3,91,000 + sq. ft
Premises

11,050+ Clients

80% Repeat Customers

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

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 12+ 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.

JOURNEY

2012 — Incorporated “Interiors & More Private Limited”

2013 — Added 2000 + SKUs and grew into Multiple showrooms

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

2016 — Started assembly and ventured into Lights & Furniture category

2018-19 — Acquired machinery with inbuilt automation to increase production efficiency along with better assembly and 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 EVENTS HIGHLIGHTS

Strategic Participation in Global Events

Exotic Wedding Planning Conference 2025 (UAE)

- Largest wedding planning conference series in the world
- Strengthens its position as a key player in the worldwide luxury wedding industry
- Connecting to network with top experts and demonstrate its dedication to providing remarkable experiences.

Ambiente 2025 (Frankfurt, Germany)

- Top international industry meetup offers a one-of-a-kind experience full of inspiration, design trends, new products, and ideas.
- InM Exhibited its innovative décor on the world stage

Expanding Retail footprint

Opened 1 – Company Owned Showroom (**Pune**)

Opened 1 – Franchisee Outlet (**Hyderabad**)

Listed on E-Commerce Platforms

amazon · Myntra · meesho · indiamart

Proud supplier to high-profile celebrity weddings — a testament to our excellence in luxury event décor.

BUSINESS OVERVIEW

CONTINUOUS INNOVATION

CUSTOMIZATION OF PRODUCTS`

ASSET-LIGHT OPERATIONS

~ 80% REPEAT CUSTOMER

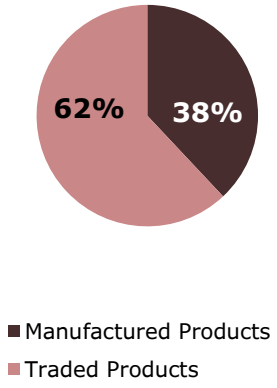
NOMINAL SLOW-MOVING STOCK

- **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.**

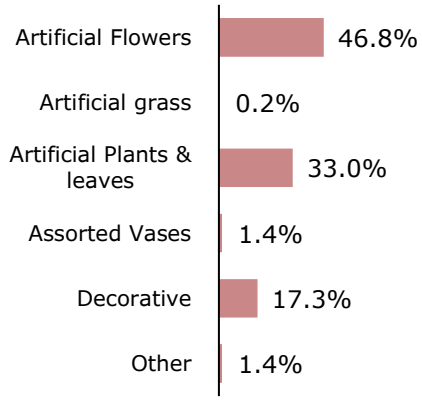
- **Product designs and patterns** are constantly being **modified** in response to changing **consumer requirements** and **aspirations**, as supported by essential **customer feedback and interactions.**
- **Every year, 20% of fast-moving products are Updated/Refreshed.**
- Raw Materials being **sourced 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.**

Revenue Breakup by Products FY25



Revenue Breakup by Category FY25



Segment wise Revenue Breakup

Particulars	FY23	FY24	FY25
B2B	85%	92%	81%
B2C	15%	8%	19%

PRODUCT PORTFOLIO

Artificial flowers and allied products offer enduring beauty with low upkeep, ideal for spaces with limited light and where regular maintenance isn't practical. They aid sustainability by cutting waste and can be reused for various occasions. Crafted with top-notch materials, they boast lifelike appearance with vibrant colors and realistic details, closely resembling fresh flowers.

Artificial flowers are crafted from a combination of fabric and plastic, while their stems comprises of plastic, wire, and fabric components.

Low Maintenance & Easy Upkeep

Unlike real flowers, artificial ones require no watering or specific environmental care

Cost-effective & Longevity

Artificial flowers retain their vibrancy without wilting, serving as a durable decorative option

Versatile

Offered in a wide array of colors, shapes, and sizes, allowing for limitless design options

Allergy-Free

Suitable for allergy sufferers, artificial flowers do not produce pollen.



Artificial Flowers



Plants



Vases



Green Leaves



LED Candles



Green Mats



Décor Lighting



Furniture



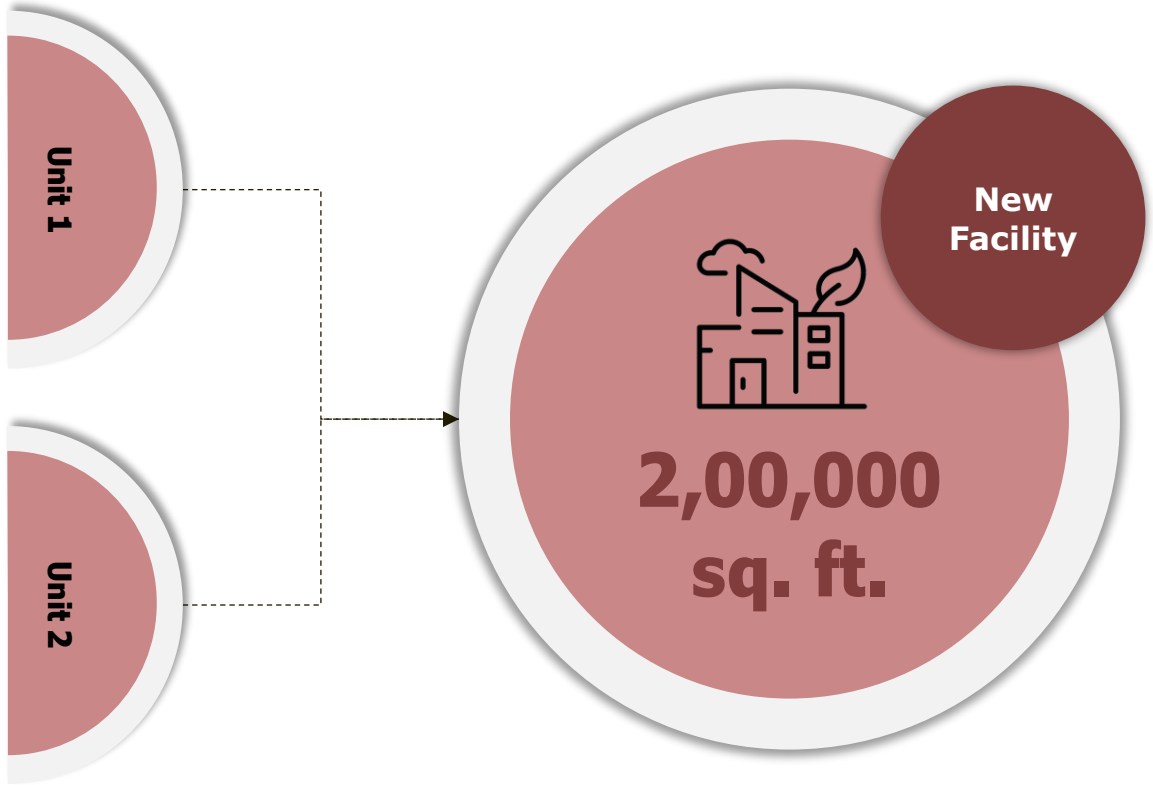
Accessories

MANUFACTURING FACILITIES

Manufacturing at **Unit 1 of 57,000 sq. ft. & Unit 2 of 7,000 sq. ft.** has been shifted to **New Company Owned Manufacturing Facility of ~ 2,00,000 sq. ft.** , which is partially Operational Since Jan 2025 (**Unit 1 of 57,000 sq. ft. Converted to Warehouse**)

Area 57,000 sq. ft. Operational till December 15, 2024		
Particulars	**Annualized Capacity**	
	Moulding Products (Mn. Pcs)	Artificial Flowers (Mn. Pcs)
Capacity (Units)	720.0	16.0
Utilization (%)	**94.8%**	**94.6%**

Area 7,000 sq. ft. Operational till December 15, 2024		
Particulars	**Annualized Capacity**	
	Moulding Products (Mn. Pcs)	Artificial Flowers (Mn. Pcs)
Capacity (Units)	280.0	5.6
Utilization (%)	**94.8%**	**94.6%**



MANUFACTURING FACILITIES

New Facility

2,00,000 sq. ft.

Unit 3: 2,00,000 sq. ft. (Partially Operational Since Jan, 2025)

Unit 3		
Particulars	**Annualized Capacity**	
	Moulding Products (Mn. Pcs)	Artificial Flowers (Mn. Pcs)
Capacity (Units)	1,062.5	23.6
Utilization (%)	**93.5%**	**94.8%**

Annual Capacity Post CAPEX		
Particulars	Moulding Products (Mn. Pcs)	Artificial Flowers (Mn. Pcs)
FY26 (w.e.f. 1st Oct 2025)	**2,187.5**	**47.3**
FY27 (w.e.f. 1st Apr 2026)	**3,125.0**	**67.5**







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

Wholesale Showroom (India)

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

Click to see video













SHOWROOMS

Exclusive Store Dubai (U.A.E.)

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








Franchisee Outlet

~ 6,500 sq. ft. (Jaipur, Rajasthan)

Click to see video








NEWLY OPENED SHOWROOMS

Exclusive Store

~ 7,300 sq. ft. (Pune)

Click to see video








Franchisee Outlet

~ 20,000 sq. ft. (Hyderabad)

Click to see video







EVENTS & EXHIBITIONS

EWPC 2025

Exotic Wedding Planning Conference - UAE









Ambiente 2025

Exhibition - Germany



Plans to participate in upcoming exhibitions scheduled between June and September 2025 by reputed organizers, and one exhibition hosted by us, scheduled in Mumbai, Bangalore, and Noida.

BUSINESS STRATEGY

Focus on Sales Growth

Focus is to expand sales Volume through local market growth and spread in geographical outreach

Improving Operational Efficiency

Reducing Costs and 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 and establish long-term relationships.

Professional Culture

Transparency and dedication in our team for smooth operations.

Geographical Expansion

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

Brand Building

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



INTERIORS & MORE™

COMPETITIVE STRENGTHS



01

Organizational Stability and Management Expertise

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

02

Scalable Business Model

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

03

Large & Diverse Product Portfolio

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

04

Integrated Manufacturing Facility

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

05

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.

06

Well-Developed Distribution Network

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

07

Strong Sales, Marketing, and Distribution Capabilities

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

CLIENTELE

Domestic

Reliance Industries Limited

Reliance trends

P&G

Rustomjee®

DHARMA PRODUCTIONS

COCOCART

NEELAM REALTORS

The Sassy Spoon

KANAKIA

FIONA Realty Private Limited

Interflora

swastik PRODUCTIONS

CINEMAS

SPRINGOLD

&

Many More

INTERIORS & MORE

CLIENTELE

International

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

Establish Dubai Showroom for Middle East and Africa Markets

Opening a showroom in Dubai will help us expand our presence in the Middle East and Africa by presenting our Artificial flower collections and engaging directly with local stakeholders.

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 home décor exhibitions to demonstrate product quality, variety, and innovation to potential customers and industry.

30% - 35% CAGR (Next 3 – 5 years)

Transition to In-house Artificial Flower Production

Transitioning from importing artificial flowers to in-house production for quality control, faster innovation, and improved customer responsiveness.

Target 30% - 40% Revenue Growth in FY26

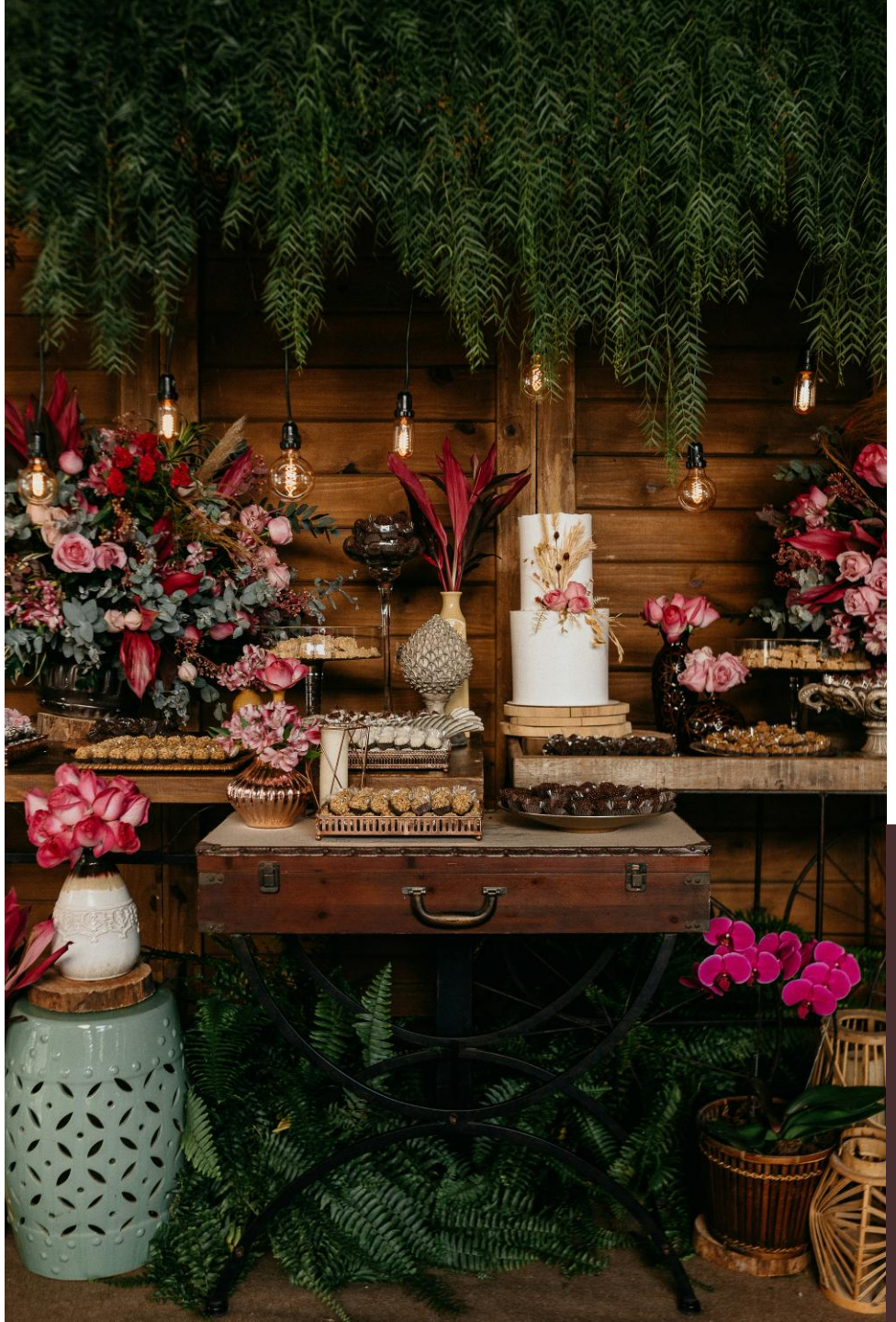
Targeting a revenue growth rate of 30% - 40% in FY26 through strategic market expansion and product innovation.

Prioritize Own Manufactured Artificial Flowers

Prioritizing our own manufactured artificial flowers to enhance visibility and build trust among customers.

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, and interior decoration.**
- The rise of metropolitan regions and 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.**

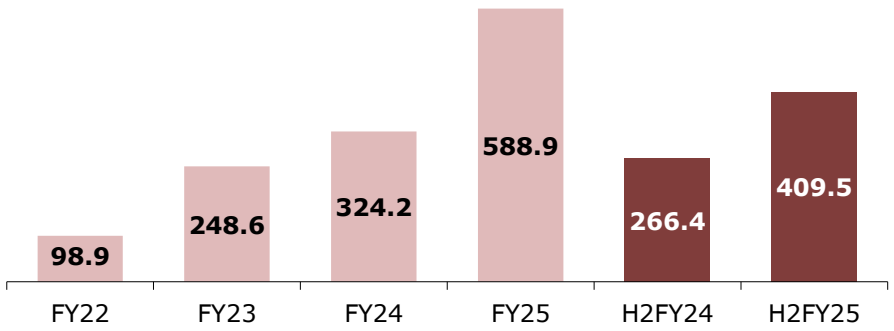


FINANCIAL PERFORMANCE

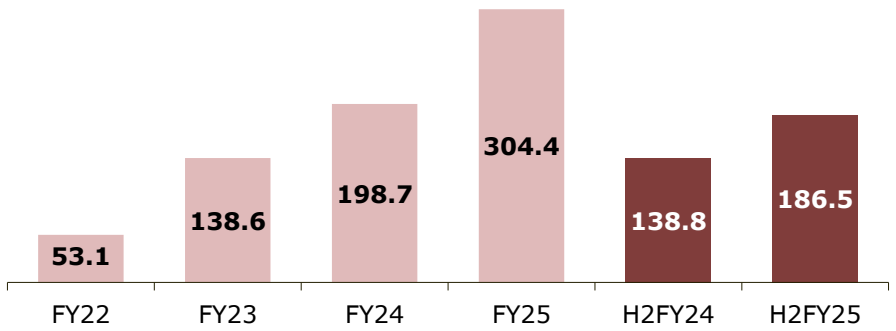


KEY PERFORMANCE HIGHLIGHTS*

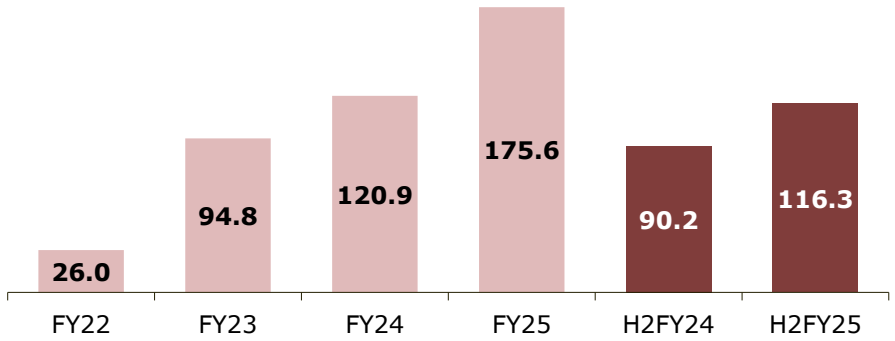
Revenue (Rs. Mn)



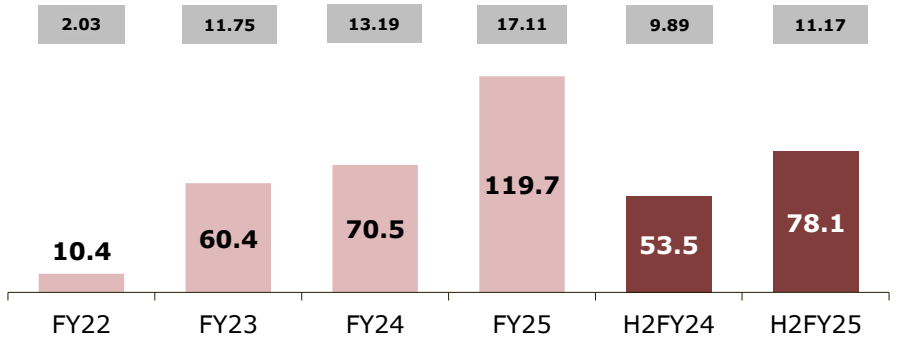
Gross Profit (Rs. Mn)



EBITDA (Rs. Mn)



Reported Net Profit (Rs. Mn) EPS (Rs.)



HEALTHY RETURN RATIOS

ROE*

FY25

17.8%

ROCE*

FY25

20.0%

*Consolidated

CONSOLIDATED HALF YEARLY RESULTS

Particulars (Rs. Mn)	H2FY25	H1FY25	H2FY24	FY25	FY24	YoY%
Net Sales	**409.5**	**179.5**	**266.4**	**588.9**	**324.2**	**81.6**
Total Expenditure	**293.2**	**120.2**	**176.2**	**413.3**	**203.3**	**103.3**
Cost of Goods Sold	222.9	61.6	127.6	284.5	125.6	126.6
Employee Expenses	39.6	23.3	23.3	62.9	41.9	50.4
Other Expenses	30.6	35.3	25.3	65.9	35.9	83.5
EBITDA	**116.3**	**59.3**	**90.2**	**175.6**	**120.9**	**45.2**
EBITDA Margin	**28.4%**	**33.0%**	**33.8%**	**29.8%**	**37.3%**	**-**
Other Income	0.4	2.0	0.4	2.4	1.1	111.9
Depreciation	8.6	2.4	1.7	11.0	4.4	148.0
EBIT	**108.1**	**58.9**	**88.9**	**167.0**	**117.6**	**42.0**
Interest	5.4	3.4	9.4	8.7	14.3	-39.2
PBT	**102.8**	**55.5**	**79.5**	**158.2**	**103.3**	**53.3**
Tax	24.6	13.9	24.9	38.6	30.9	24.6
Adjusted PAT	**78.1**	**41.6**	**54.5**	**119.7**	**72.3**	**65.5**
Exceptional Items	-	-	1.1	-	1.9	-100.0
Reported PAT	**78.1**	**41.6**	**53.5**	**119.7**	**70.5**	**69.9**
Reported PAT Margin	**19.1%**	**23.2%**	**20.1%**	**20.3%**	**21.7%**	**-**
Adjusted PAT Margin	**19.1%**	**23.2%**	**20.5%**	**20.3%**	**22.3%**	**-**
Reported EPS (Rs.)	**11.17**	**5.94**	**9.89**	**17.11**	**13.19**	**29.7**

Revenue

+ 81.6% YoY

Gross Profit

+ 53.2% YoY

EBITDA

+ 45.2% YoY

PAT (Reported)

+ 69.9% YoY

Note: Gross margins reflect a strategic product mix shift aimed at driving volume and broader market reach.

CONSOLIDATED INCOME STATEMENT

74%
REVENUE CAGR FY21-25

113%
EBITDA CAGR FY21-25

129%
PAT CAGR FY21-25

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**

CONSOLIDATED BALANCE SHEET

Particulars (Rs. Mn)	FY23	FY24	FY25
Equity & Liabilities			
Equity			
Equity Share Capital	17.2	70.0	70.0
Other Equity	82.4	482.2	601.9
Total Equity	**99.5**	**552.1**	**671.8**
Non-Current Liabilities			
Long Term Borrowings	15.1	-	157.2
Deferred Tax Liabilities (Net)	0.7	0.5	2.1
Long - Term Provisions	0.5	2.2	2.4
Total Non-Current Liabilities	**16.2**	**2.7**	**161.7**
Current Liabilities			
Short Term Borrowings	128.9	13.7	147.0
Trade Payables	27.8	54.9	32.8
Other Current Liabilities	21.1	7.1	25.0
Short - Term Provisions	15.9	30.0	34.3
Total Current Liabilities	**193.7**	**105.8**	**239.1**
Total Equity & Liabilities	**309.5**	**660.6**	**1,072.6**

Particulars (Rs. Mn)	FY23	FY24	FY25
Assets			
Non-Current Assets			
Property Plant & Equipment			
(i) Tangible Assets	33.3	48.4	185.0
(ii) Capital Work-in-Progress	-	-	70.8
Non – Current Investments	-	100.0	0.1
Long Term Loans & Advances	-	-	35.2
Other Non-Current Assets	8.0	11.5	15.8
Total Non-Current Assets	**41.3**	**159.8**	**306.9**
Current Assets			
Inventories	175.0	339.1	493.9
Trade Receivables	72.0	105.1	160.0
Cash & Cash Equivalents	4.9	21.4	22.0
Short-Term Loans and Advances	16.3	20.5	71.6
Other Current Assets	0.1	14.7	18.3
Total Current Assets	**268.2**	**500.7**	**765.7**
Total Assets	**309.5**	**660.6**	**1,072.6**



INDUSTRY OVERVIEW

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 and 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 and growth.**

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

Source: Morder Intelligence



INDIAN WEDDINGS

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

Rs. 3.65 Mn
Average Wedding Budget

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

Rs. 5.11 Mn
Average Destination Wedding Budget

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

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



Wedding Industry

2nd largest globally

4th largest in India

Source: wedmegood & IBEF



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