INTERIORS & MORE™
Flowers, Vases, Plants & Planters, Candles, Fragrances & more

CIN NO. : U74120MH2012PLC233915

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 400001.
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Date: 05th August, 2024

To,
National Stock Exchange of India Limited
Exchange Plaza, C-1,
Block – G, Bandra Kurla Complex,
Bandra (E) Mumbai – 400 051, Maharashtra

NSE Symbol: INM

Sub: Earnings Presentation of the Financial Results for the Quarter / Half year / Year ended March 31, 2024:

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Earnings Presentation for the Quarter / Half year / Year ended March 31, 2024.

Kindly take the same in your records and inform the Stakeholders accordingly.

Thanking You

Yours Faithfully
For Interiors & More Limited
MANISH MOHAN TIBREWAL
Digitally signed by MANISH MOHAN TIBREWAL
DN: c=IN, o=Personal, pseudonym=aaJuQ7wUPhrMemTioadO52B d3auZyw9y, 2.5.4.20=e8a61fc96553c798b1ffd1c1de4739441d733d9a6fdba0cb31631058885ef906b, postalCode=400059, st=Maharashtra, serialNumber=78178139 0a23f56004c81992 1f0cecd5348b6d587c4e03d6511eac399ff693aa, cn=MANISH MOHAN TIBREWAL
Date: 2024.08.05 17:20:20 +05'30'
MANISH MOHANLAL TIBREWAL
Managing Director
Din No. 05164854
Date: 05.08.24
Place: Mumbai

Regd.Office :Office No.7, Ground Floor, Kumtha Street, Off. Shahid Bhagat Singh Road, Ballard Estate, Fort, Mumbai 400001.

INTERIORS & MORE LIMITED

Investor Presentation

Aug 2024



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ABOUT US

INTERIORS & MORE – SNAPSHOT

Manufacturer and trader of high quality artificial flowers, plants, and other home and office décor items since 2012.

- One of the biggest artificial flowers and decor items wholesaler in India having added 100+ Products in last 3 years.
- Extended Portfolio with new products such as vases, plants, planters, wedding props, lights, furniture, fabric, chandeliers, candles, fragrance, 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
- Recently inaugurated 2 Showrooms in U.A.E. (Sharjah & Dubai) with a vision to cater Middle East & African Market
- Vision to Expand the Export market to Promote products manufactured in India

Showrooms

Mumbai – Fort
Wholesale Showroom ~ 10,000 Sq. ft.

Mumbai – Andheri
Retail Showroom ~ 2000 Sq. ft.

Sharjah (UAE)
Showroom ~ 5,000 sq. ft.

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

Factory (Umbergaon, Gujarat)

Unit 1
Production Area 57,000 sq. ft.

Unit 2
Production Area 7,000 sq. ft.

Unit 3 (Upcoming) 2,00,000 sq. ft.
Partially to be operational by the end of Sept,25 (H1FY25)

Sales Office & Warehouse

Sales Office
Delhi ~ 1,800 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**

8000+ SKUs

1000+ Products

13+ years in operations

3,40,000 + sq. ft rented Premises

10,000+ Clients

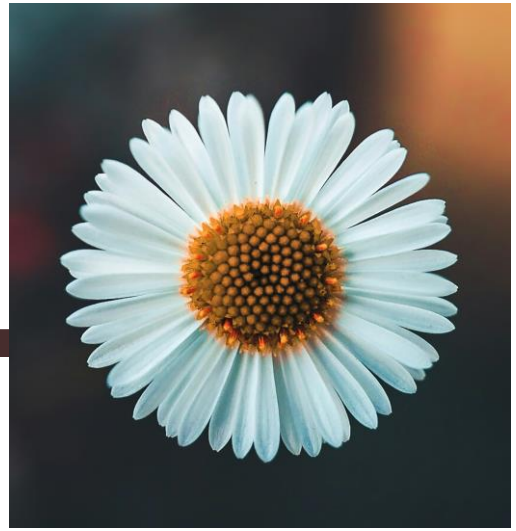
80% Repeat Customers

VISION & MISSION



VISION

We strive to make grand event grandiose and splendid



MISSION

To be pioneer in-home decor market

MANAGEMENT TEAM



Mr. Manish Mohan Tibrewal

Promoter & Managing Director

- 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

Promoter & Non-Executive Director

- 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 & 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

CFO & 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 Sharjah and another in Dubai (UAE)

BUSINESS OVERVIEW



BUSINESS OVERVIEW

CONTINUOUS INNOVATION

CUSTOMIZATION OF PRODUCTS`

ASSET-LIGHT OPERATIONS

~ 80% REPEAT CUSTOMER

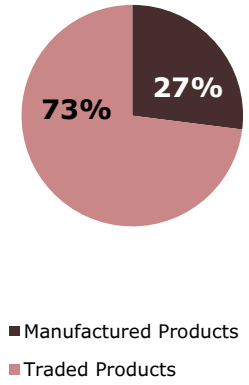
NOMINAL SLOW-MOVING STOCK

- **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.**

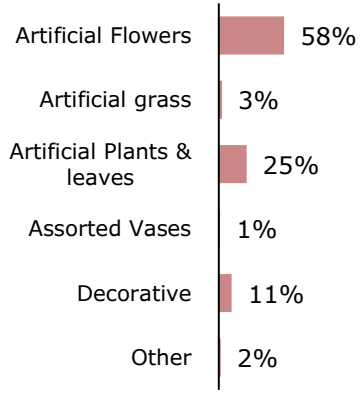
- **Product designs and patterns** are constantly being **modified** in response to changing **consumer requirements** and **aspirations**, as supported by essential **customer feedback and interactions.**
- **Every year, 20% of fast-moving products are Updated/Refreshed.**
- Raw Materials being **sourced 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 FY24



Revenue Breakup by Category FY24



Segment wise Revenue Breakup

Particulars	FY22	FY23	FY24
B2B	63%	85%	92%
B2C	37%	15%	8%

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	Cost-effective & Longevity	Versatile	Allergy-Free
Unlike real flowers, artificial ones require no watering or specific environmental care	Artificial flowers retain their vibrancy without wilting, serving as a durable decorative option	Offered in a wide array of colors, shapes, and sizes, allowing for limitless design options	Suitable for allergy sufferers, artificial flowers do not produce pollen.


Artificial Flowers


Plants


Vases

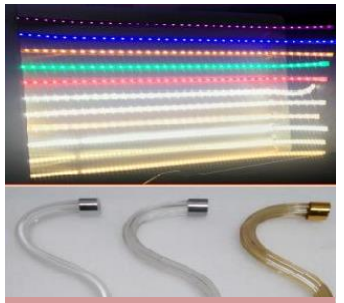

Green Leaves


Candles


Green Mats


Décor Lighting


Furniture


Accessories

INTERIORS & MORE™

MANUFACTURING FACILITIES

Unit 3 Upcoming

2,00,000 sq. ft.
Partially to be operational by the end of Sept, 25 (H1FY25)

Unit 1: 57,000 sq. ft. (Production Area)

Unit 1				
Particulars	**FY23**		**FY24**	
	Moulding Products (pcs)	Artificial flower (pcs)	Moulding Products (pcs)	Artificial flower (pcs)
Capacity (Units)	36,00,00,000	18,00,000	72,00,00,000	1,44,00,000
Utilization (%)	**81.25%**	**78.89%**	**81.90%**	**74.24%**





Plot No. 301/1, II Phase, GIDC, Umargam, Dist. Valsad, Gujarat, measures 57,000 square feet.

Company has more than 100 small machines installed in the factory which includes cutting machines, polishing machines, pressing machines, etc.

Unit 2: 7,000 sq. ft.

Unit 2				
Particulars	**FY23**		**FY24**	
	Moulding Products (pcs)	Artificial flower (pcs)	Moulding Products (pcs)	Artificial flower (pcs)
Capacity (Units)	14,00,00,000	7,00,000	28,00,00,000	56,00,000
Utilization (%)	**81.81%**	**79.57%**	**73.69%**	**76.02%**





7,000 Sq. ft. premises with 60KVA connection located in GIDC Industrial Estate of Umargam, Ta Umargam, Dist. Valsad, Gujarat.

The factory has 20 big injection molding machines installed.

DOMESTIC SHOWROOMS

Exclusive Store

~ 2,000 sq. ft. (Andheri West, Mumbai)

Click to see video








Wholesale Showroom

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

Click to see video








INTERNATIONAL SHOWROOM

(OPERATING UNDER INTERIORS & MORE LLC S. P.)

Exclusive Store Sharjah (U.A.E.)

~ 5,000 sq. ft. (with a warehouse of an additional 12,000 sq. ft. complimenting the store)

Click to see video








Exclusive Store Dubai (U.A.E.)

~ 1,450 sq. ft.








INTERIORS & MORE™

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

10+ 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





























and many more

INDUSTRY OVERVIEW



ARTIFICAL FLOWERS & PLANT INDUSTRY (1/2)

ARTIFICIAL FLOWER INDUSTRY SIZE GLOBALLY (USD in Mn.)

1,851	2,739	5.0%
FY 2024	FY 2030	CAGR

Region wise Industry Size Portraying Export Potential to India (USD in Mn.) (FY24)

Region	Amt. in USD
North America	740.48
Europe	555.36
Asia Pacific	425.78
Latin America	92.56
Middle East & America	37.02
Total	**1,851.20**

A GLOBAL OVERVIEW

- Growth in the global Artificial Plants and Flowers market reflects evolving consumer preferences towards convenient and visually appealing decor choices.
- The market overview showcases a rising inclination towards artificial vegetation owing to its low-maintenance qualities and aesthetic appeal.
- Adoption of artificial plants is observed across diverse settings including **homes, commercial spaces, and the hospitality sector for both indoor and outdoor applications.**
- Industry growth drivers include urbanization, cultural shifts, and the increasing demand for sustainable and adaptable decor options.
- As consumers seek durable and vibrant alternatives, the Artificial Plants and Flowers market expands, offering a range of solutions to cater to evolving lifestyle preferences.



ARTIFICAL FLOWERS & PLANT INDUSTRY (2/2)



INDIAN MARKET OVERVIEW

- India is the **world's second-largest producer and exporter** of artificial flowers.
- The majority of Artificial flowers in the world are **imported from China, India, and Turkey.**
- **India** is considered one of **Asia's most promising markets.**
- **Flowers** continue to be a **component of Indian tradition**, including **weddings and rituals.**
- **Artificial flowers** are replacing **traditional Indian flowers** such as jasmine, roses, among others.
- **India imports** most of its **Artificial flowers from China, Thailand and United Kingdom**
- **2nd largest importer** of Artificial flowers in the World.

India Artificial Flower Market

~ 8.8%
CAGR (FY24-FY31)

USD 51.1 Mn.
Estimated Market Size (FY24)

APPLICATION ACROSS DIFFERENT SEGMENTS

Residential	Commercial	Hotels	Offices	Schools
Theme parks	Airports	Industrial	Hospitals	Cruise Ships and Others

INTERIORS & MORE™

DÉCOR INDUSTRY GROWING ALONGSIDE OTHER SECTORS

India is one of the prime exhibition destinations globally

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.**
- **Exhibitions drive global trade and economic growth**, serving as powerful platforms for **business development**.
- **India's rapid economic** progress has led to **significant growth in the exhibitions industry**, establishing it as a key **global destination for exhibitions**.

India Event & Exhibition Market

FY 2024	USD **5.23** Billion
FY 2029	USD **7.80** Billion
CAGR (2024-2029)	8.31%

Source: morder intelligence, ET hospitality, business standard, wedmegood

INDIAN WEDDING

- The **Indian wedding industry has evolved overtime**, from **Traditional ceremonies to destination wedding**, year-round and celeb-inspired weddings.
- **Professional services** like candid **photography, videography, event planner and designers, artists, florists, etc**. now have a **prominent role** in putting together a wedding.
- The **wedding industry has become the fourth largest in India**, propelled by **increasing urbanisation, rising disposable income**, **rise of wed-tech, and social media influence.**
- Planning a **wedding requires many services** like picking a **venue, arranging food, hiring a photographer, and organizing floral decorations.**
- **Floral arrangements and bouquets** are **iconic elements of weddings**

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

Wedding Industry — **2nd** largest globally — **4th** largest in India

Source: HVS, Wed Me Good, Hindu Business Line

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.**



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 FY25

Targeting a revenue growth rate of 30% - 40% in FY25 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.

FINANCIAL PERFORMANCE



STANDALONE HALF YEARLY RESULTS

Particulars (INR Mn.)	H2FY24	H1FY24	HoH%	FY24	FY23	YoY%
Net Sales	**264.7**	**57.9**	**357.4**	**322.5**	**248.6**	**29.8**
Total Expenditure	165.1	27.1	508.7	192.2	153.7	25.0
EBITDA	**99.6**	**30.7**	**223.9**	**130.3**	**94.8**	**37.4**
EBITDA Margin (%)	**37.6%**	**53.1%**	**- 1,550 bps**	**40.4%**	**38.2%**	**+ 225 bps**
Other Income	0.4	0.7	-48.7	1.1	4.2	-72.8
Depreciation	1.4	2.8	-48.4	4.2	5.0	-17.0
EBIT	**98.5**	**28.7**	**242.9**	**127.3**	**93.9**	**35.5**
Interest	9.4	5.0	88.8	14.3	14.3	-0.0
PBT	**89.2**	**23.8**	**275.1**	**112.9**	**79.6**	**41.9**
Tax	24.9	6.0	315.5	30.9	20.6	50.3
Adjusted PAT	**64.2**	**17.8**	**261.5**	**82.0**	**59.0**	**38.9**
Exceptional Items	1.1	0.8	35.1	1.9	(1.4)	100.0
Reported PAT	**63.2**	**17.0**	**272.0**	**80.1**	**60.4**	**32.6**
Reported PAT Margin (%)	**23.9%**	**29.3%**	**- 548 bps**	**24.8%**	**24.3%**	**+ 53 bps**
Adjusted PAT Margin (%)	**24.3%**	**30.7%**	**- 644 bps**	**25.4%**	**23.7%**	**+ 168 bps**
Reported EPS (Rs)	**11.70**	**3.30**	**254.5**	**15.00**	**11.75**	**27.7**

STANDALONE INCOME STATEMENT

71%
REVENUE CAGR FY21-24

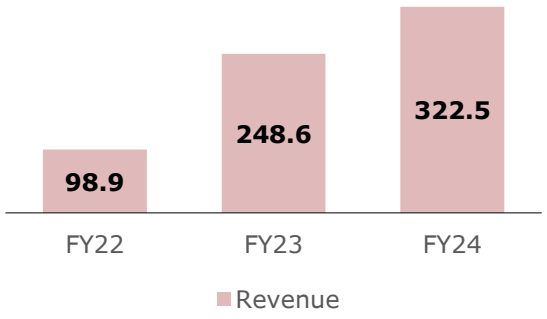
148%
EBITDA CAGR FY21-24

165%
PAT CAGR FY21-24

Particulars (INR Mn.)	FY21	FY22	FY23	FY24
Net Sales	**64.3**	**98.9**	**248.6**	**322.5**
Total Expenditure	55.8	72.6	153.7	192.2
EBITDA	**8.5**	**26.0**	**94.8**	**130.3**
EBITDA Margin (%)	**13.2%**	**26.3%**	**38.2%**	**40.4%**
Other Income	2.0	0.9	4.2	1.1
Depreciation	2.4	3.5	5.0	4.2
EBIT	**8.2**	**23.4**	**93.9**	**127.3**
Interest	4.2	9.1	14.3	14.3
PBT	**3.9**	**14.3**	**79.6**	**112.9**
Tax	1.7	3.9	20.6	30.9
Adjusted PAT	**2.2**	**10.4**	**59.0**	**82.0**
Exceptional Items	-2.1	-	(1.4)	1.9
Reported PAT	**4.3**	**10.4**	**60.4**	**80.1**
Reported PAT Margin (%)	**6.7%**	**10.6%**	**24.3%**	**24.8%**
Adjusted PAT Margin (%)	**3.5%**	**10.6%**	**23.7%**	**25.4%**
Reported EPS (Rs)	**1.42**	**2.03**	**11.75**	**15.00**

KEY PERFORMANCE HIGHLIGHTS

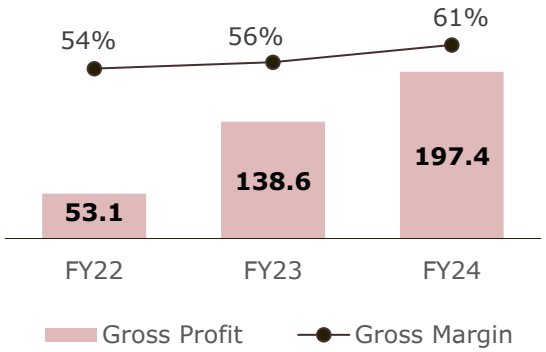
Revenue (Rs. Mn.)



Revenue

+ 29.8% YoY

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



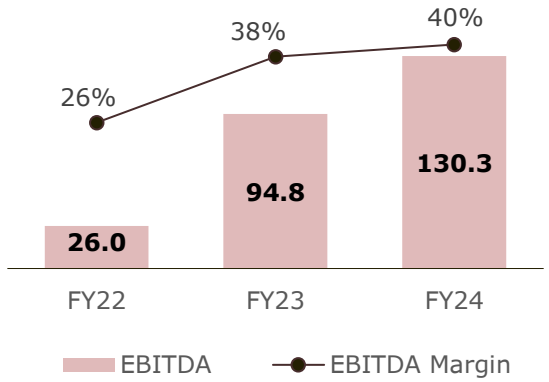
Gross Profit

+ 42.5% YoY

Gross Margin

+ 546 bps YoY

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



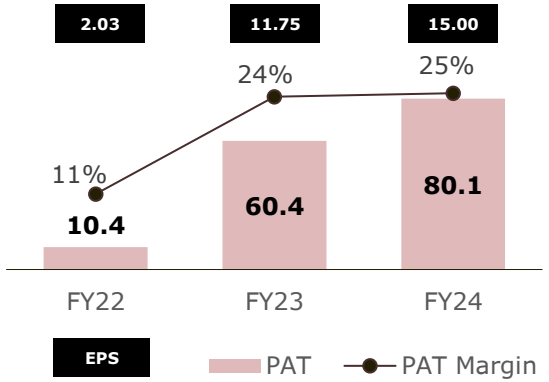
EBITDA

+ 37.4% YoY

EBITDA Margin

+ 225 Bps YoY

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



PAT

+ 32.6% YoY

PAT Margin

+ 53 Bps YoY

STANDALONE BALANCE SHEET

Particulars (INR Mn.)	FY22	FY23	FY24
Equity & Liabilities			
Equity			
Equity Share Capital	17.2	17.2	70.0
Other Equity	23.4	82.4	491.9
Total Equity	**40.5**	**99.5**	**561.8**
Non-Current Liabilities			
Long Term Borrowings	98.3	15.1	-
Deferred Tax Liabilities (Net)	0.5	0.5	0.5
Long - Term Provisions	0.5	0.7	2.2
Total Non-Current Liabilities	**99.2**	**16.2**	**2.7**
Current Liabilities			
Short Term Borrowings	31.5	128.9	13.7
Trade Payables	20.0	27.8	17.0
Other Current Liabilities	1.3	21.1	7.1
Short - Term Provisions	2.7	15.9	30.0
Total Current Liabilities	**55.5**	**193.7**	**67.8**
Total Equity & Liabilities	**195.2**	**309.5**	**632.3**

Particulars (INR Mn.)	FY22	FY23	FY24
Assets			
Non-Current Assets			
Property Plant & Equipment	28.2	33.3	46.3
Non – Current Investments	-	-	100.1
Long Term Loans & Advances	7.8	8.0	11.5
Total Non-Current Assets	**36.0**	**41.3**	**157.8**
Current Assets			
Inventories	123.6	175.0	317.9
Trade Receivables	8.9	72.0	104.1
Cash & Cash Equivalents	5.0	4.9	19.4
Short-Term Loans and Advances	9.9	16.3	18.5
Other Current Assets	11.7	0.1	14.7
Total Current Assets	**159.2**	**268.2**	**474.5**
Total Assets	**195.2**	**309.5**	**632.3**



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