

ENCOMPASS

Date: May 20, 2026

To
National Stock Exchange of India Limited
Listing Compliance Department,
Exchange Plaza, 5th Floor,
Plot No. C/1, Block-G,
Bandra, Kurla Complex, Bandra (E),
Mumbai-400051

Company Symbol: ENCOMPAS; ISIN: INE433T01015

Dear Sir/Madam,

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Presentation pertaining to the Audited Financial Results for the Half-Year and Financial Year ended March 31, 2026.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation on the Audited Financial Results (Standalone) of the Company for the half-year and financial year ended March 31, 2026.

The aforesaid presentation is also being made available on the website of the Company.

Kindly take the same on your records.

Thanking You,

For Encompass Design India Limited

Amit Rajendraprasad Dalmia
Chairman & Managing Director
DIN: 00210919

FY 25-26

Encompass Design India Limited

Formerly Encompass Design India Private Limited

CIN: L74210MH2010PLC200672 · Listed on NSE Emerge (December 2025)

Innovation · Brands · E-commerce

₹6,812 L

Revenue FY26

₹1,302 L

PAT FY26

NSE Emerge

Listed Dec 2025

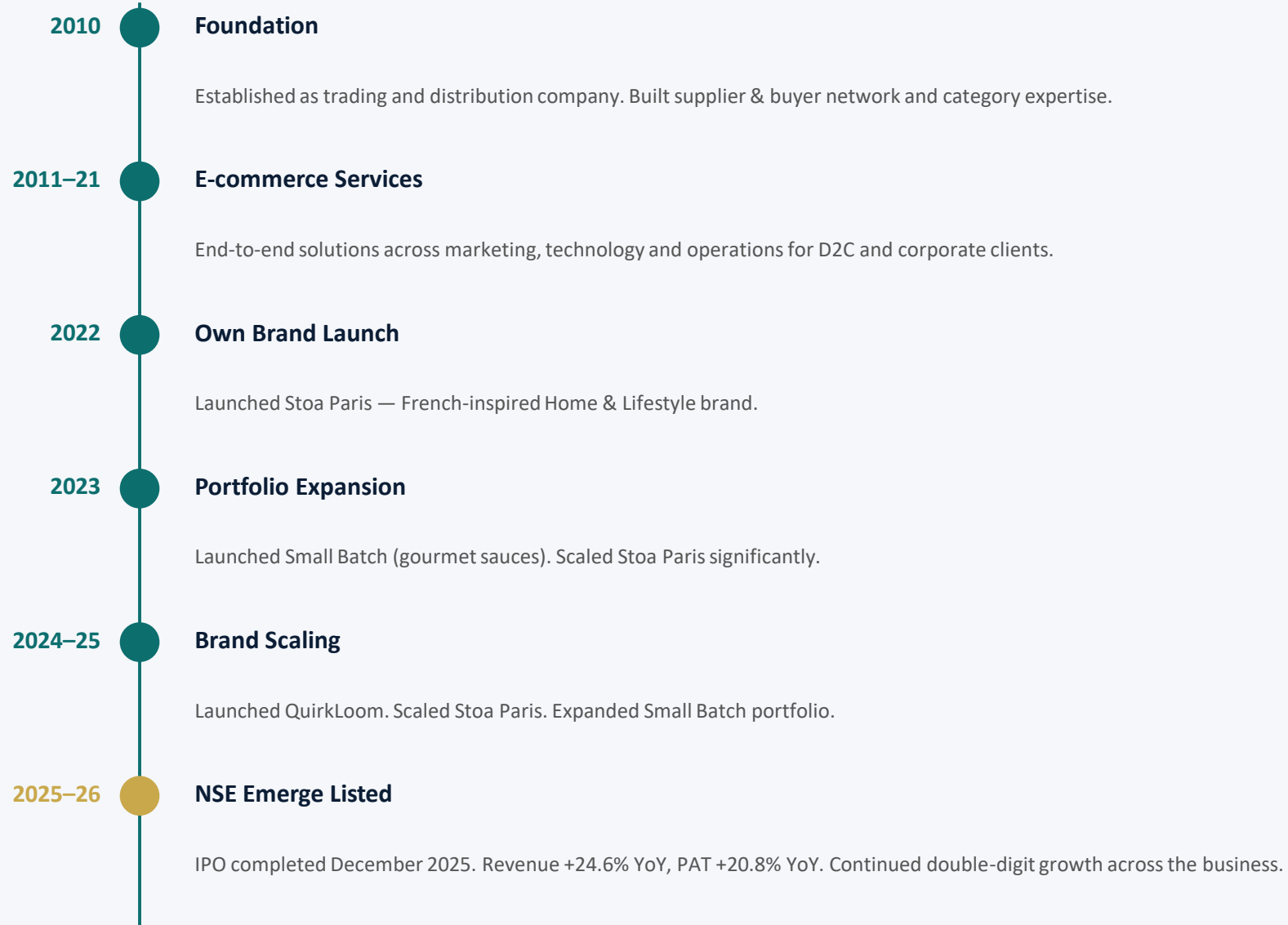
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This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Encompass Design India Limited future business developments and economic performance. While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, and other key factors. We undertake no obligation to publicly revise any forward-looking statements.

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About Us

Our evolution from a trading company to a listed multi-brand digital-first enterprise



Company Overview

Diversified · Profitable · Growing

A Diversified Company

Three verticals providing revenue stability and growth optionality

ESTABLISHED LEGACY

1

Trading

Decade-plus close-network business across agro-waste and cotton-based products. Trusted relationships with anchor suppliers and institutional buyers underpin cash-generative, counter-cyclical revenue.

15+ Years of partnerships

Stable Cash flows

STEADY STATE

2

E-commerce Services

Trusted digital services partner across rewards & loyalty platforms, marketplaces and D2C. Enabling 65+ brands across categories and price tiers.

65+ Brands enabled

Pan-India Service reach

HYPER GROWTH

3

Own Consumer Brands

Premium brands across home, lifestyle and gourmet foods. Stoa Paris, Small Batch, QuirkLoom — scaling at +56% YoY in FY26.

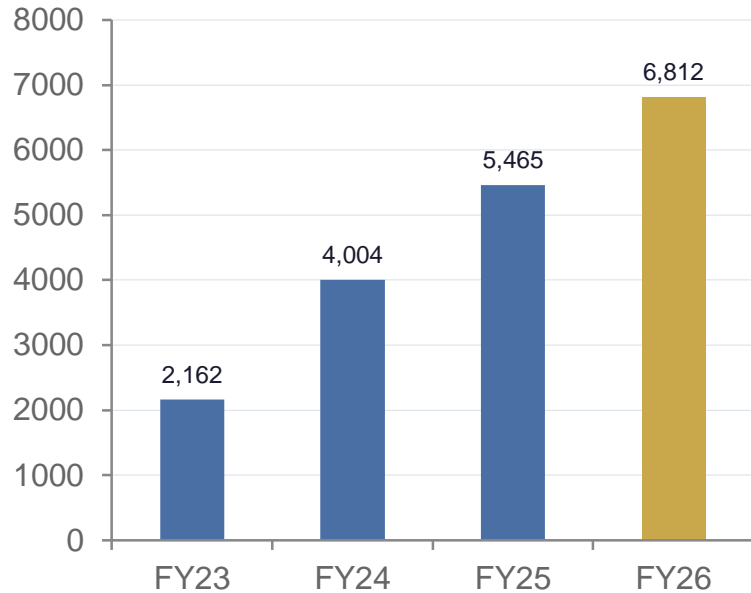
+56% Branded revenue YoY

2800+ SKUs

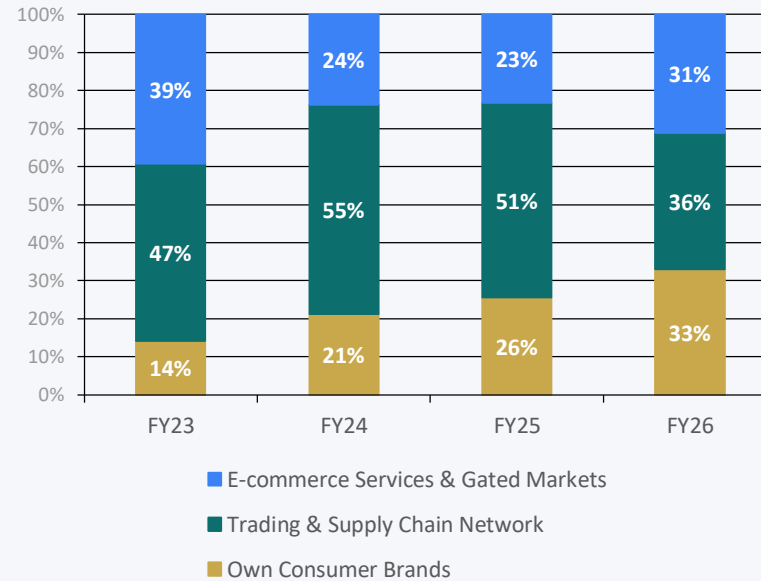
Financial Snapshot — FY 25-26

All Figures in ₹ Lakhs | FY23–FY26 four-year trend

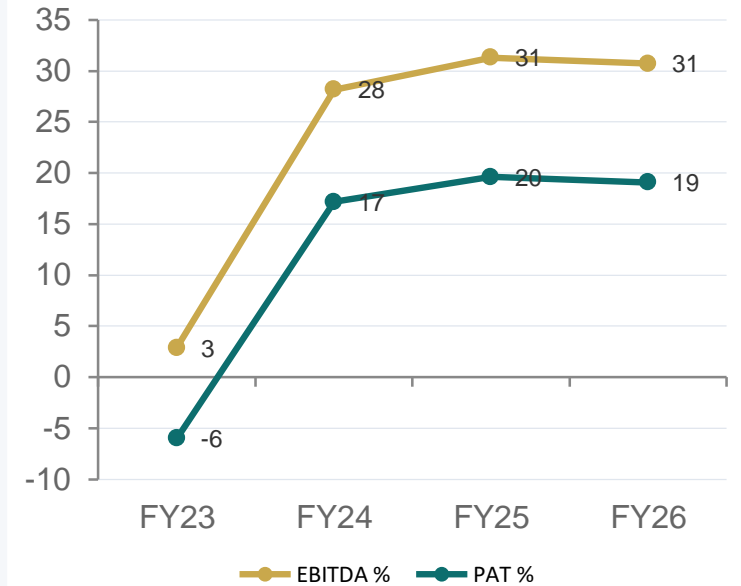
Revenue (₹ Lakhs)



Revenue Mix Evolution (% share)



EBITDA % & PAT %



Revenue FY26

₹6,812 L

+24.6% YoY

EBITDA FY26

₹2,102 L

+22.0% YoY

PAT FY26

₹1,302 L

+20.8% YoY

REVENUE BY PILLAR — 3-YEAR CAGR

Own Consumer Brands

+94%

Stoa Paris · Small Batch · QuirkLoom · FY23–FY26 CAGR

Trading & Supply Chain Network

+34%

Decade-plus close-network B2B business · FY23–FY26 CAGR

E-commerce Services & Gated Markets

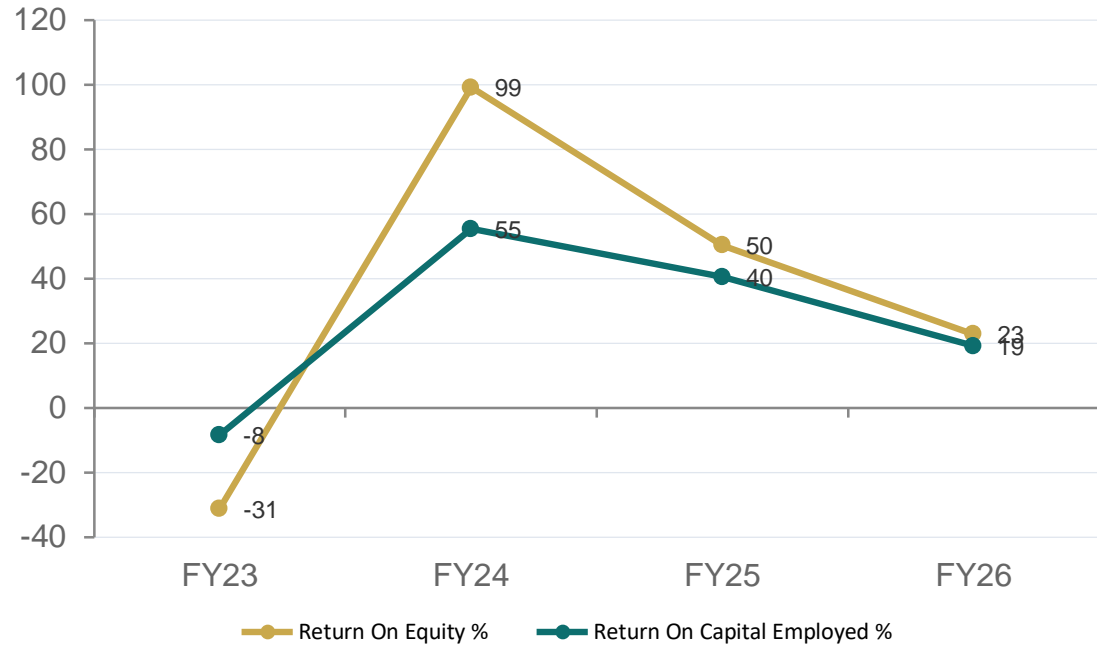
+36%

Digital services & rewards / loyalty platforms · FY23–FY26 CAGR

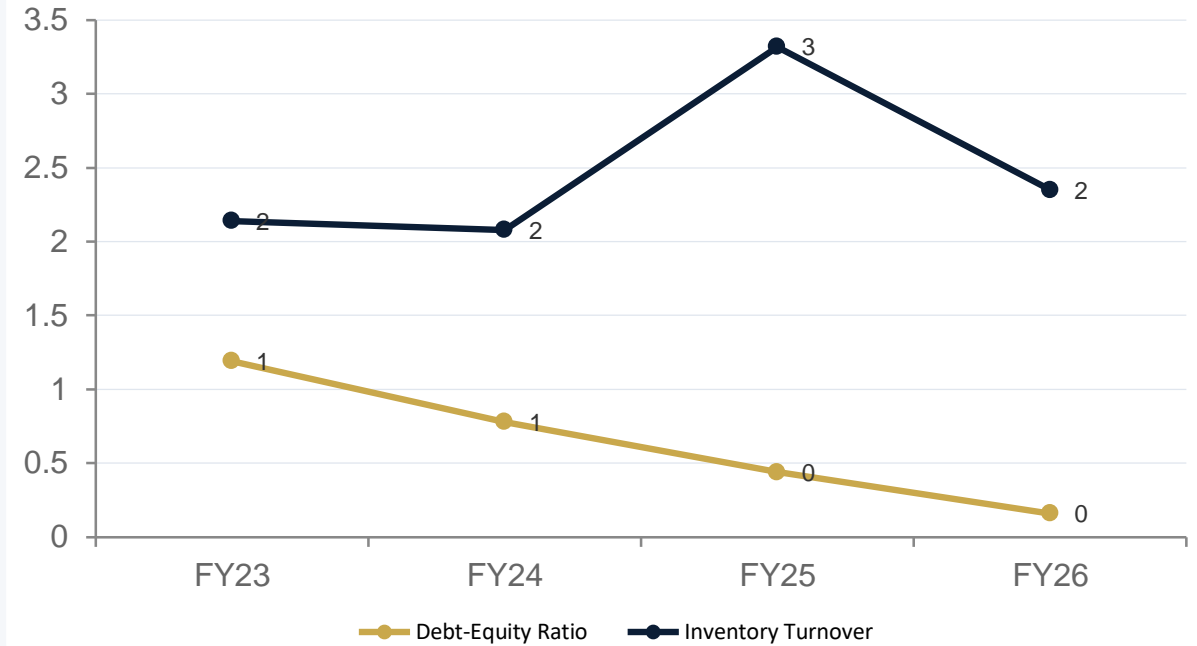
Financial Snapshot — Key Ratios

Healthy balance sheet post-IPO with strong profitability and near debt-free status

Return Ratios (%)



Leverage & Efficiency Ratios



ROE FY26

22.8%

On avg equity (FY25: 50.3%)

EBITDA Margin

30.9%

Held above 30% through scale-up

D/E FY26

0.16x

FY25: 0.44x

Current Ratio

2.92x

FY25: 2.09x — improved liquidity

Trading & Supply Chain Network

A decade-plus close-network business across agro-commodities, cotton and fabrics

01

Trusted Network of Suppliers & Buyers

Deep, long-standing relationships with anchor suppliers, processors and institutional buyers built over 15+ years.
Preferred-partner status drives pricing advantages and continuity of supply across cycles.

02

Working Capital Strength

Established credit lines with suppliers and preferential payment terms with buyers.
High inventory velocity and asset-light operating model keep capital efficiency strong.

03

Cash Engine for Brand Investment

Counter-cyclical, predictable cash flows underwrite reinvestment into the branded portfolio and digital services build-out.

E-commerce Services

End-to-end solutions for D2C businesses and corporate clients

Gated Markets

Trusted services partner across leading rewards & loyalty platforms in India. Enabling 65+ brands across categories and price tiers.

1 Merchandise Curation & Catalogue Mgmt

Account optimisation across rewards & loyalty. Catalogue management with meta-data optimisation across 7,500+ SKUs.

2 Operations & Fulfilment

Inventory planning, warehouse management and logistics for seamless delivery.

3 Performance Analytics

Real-time sales dashboards, channel attribution, and inventory forecasting.

End to End Solutions

Comprehensive range of digital services including marketing, technology, operations, and e-commerce marketplace support for domestic and international players.

Performance Marketing

Technology & Platform

Fulfilment & Ops

Marketplace Management

SEO & Content

Analytics & Reporting

Own Consumer Brands: Hyper-Growth

Innovation, creation, design & marketing premium brands for affluent India

Stoa Paris

Bold Home Fashion

Launch: 2022

French-inspired home & lifestyle. Bed sheets, curtains, comforters, table linens, crockery.

Channels:

Stoaparis.com · Amazon · Myntra · Nykaa · Zepto · TataCliq · MT/GT

◆ Top-ranked premium bedding presence on key marketplaces

small batch™

Gourmet Foods

Launch: 2023

Chef-made, small-batch premium sauces & condiments. No preservatives, no added sugar, factory-free.

Channels:

SmallBatch.co.in · Amazon · Blinkit · Eleftheria · MT & GT initiated

◆ Factory-free | Premium chef-crafted positioning

QUIRKLOOM

Home & Lifestyle Subculture

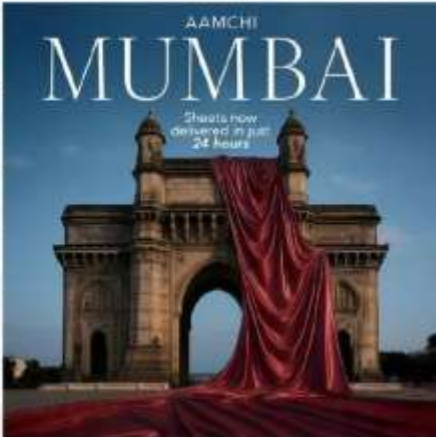
Launch: 2024

Bold eclectic home & lifestyle products blending art, design & self-expression for young adults.

Channels:

Quirkloom.com · Amazon · Monthly limited-edition drops

◆ New-age designs | Collection drops



small batch™

Smoked Applewood Barbeque Sauce



Slow-simmered tomatoes, chosen for their rich, natural sweetness. Dark Kohapar jaggery adds complex caramel notes, unlike the quick fix of refined sugar. Real applewood smoke, NOT artificial liquid smoke, infuses an authentic aroma. Handcrafted by chefs, far from factory interference.

Goes well with:
Roasted veggies/potato, chicken wings & baked beans.

Factory-free | No preservatives | No added sugar

Authentic San Marzano Tomatoes

Made from strips of authentic San Marzano tomatoes, simmered with jaggery.

Stoneground Yellow Chilli and Honey Mustard

Sweetened with multifloral honey

Balanced with mustard heat!

Made in small batches

San Marzano Pizza-Pasta Sauce

Italian tomatoes, slow-simmered to cling.

Rich, Chef-Crafted. Never Watered Down.

#EatFactoryFree



Not just a garnish. The main character.

Crunchy toppings that steal the spotlight.



Sea salt, caramel, and organic honey in a jar

With changing morning routines.

"Combined with the goodness of sea salt, this jam is the perfect breakfast accompaniment!"
- Madeline K., Houston

"The best thing I've ever had on my toast. This jam is so good, it's not even close!"
- Kaitlyn, Bangalore

"Thought it was too sweet, but it's perfect. I've never enjoyed jam so much!"
- Madeline K., Houston

"This jam is the perfect part of my breakfast routine!"
- Madeline K., Houston

Small Batch™ — Gourmet Foods · Launch 2023 · Amazon · Blinkit · SmallBatch.co.in · Factory-free | No preservatives | No added sugar

QUIRKLOOM



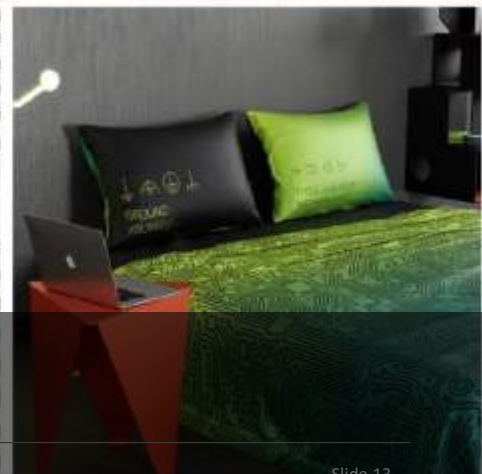
QUIRKLOOM



- Now: Age Designs
- Monthly Collection Drops
- Restain your bedroom's vibe
- Limited Edition

Wake up in a bedding revolution!

QuirkLoom — Home & Lifestyle Subculture · Launch 2024 · Quirkloom.com · Amazon · Monthly limited-edition collection drops



Brand Portfolio Performance

FY 25-26 Highlights

350%

Growth over 3 Years

Own brand revenue

Monthly

New Launch Frequency

Product drops

2,800+

No. of SKUs

Across all brands

>65K+

No. of Customers

Total customer base

+56%

Branded Revenue Growth

FY26 vs FY25 YoY

10+

Active Channels

D2C, marketplaces, Q-comm, MT/GT

Our Approach

Nine-Step Brand Playbook ensuring high success rate

PRE PMF

1. Whitespace Identification

Analyze high TAM categories for premiumisation gaps. Identify underserved affluent segments.

2. Design & Positioning

Design-first approach balancing aesthetics & function. Premium positioning at 30–50% above market.

3. Emotive Brand Creation

Convert value proposition into high-impact emotive brand. Build identity & storytelling framework.

PMF

4. Early Customer Validation

Launch on Amazon with 5–10 SKUs. Customer feedback via sampling programmes.

5. Low-Cost Marketing Experiments

Pop-up experiences, micro-influencer partnerships. A/B testing of messaging & pricing.

6. Rapid Iteration

Daily monitoring of reviews, ratings, returns. Quick product & listing adjustments.

SCALE

7. Product Portfolio Expansion

Expand SKU count from 5–10 → 50+. Enter adjacent categories.

8. Brand-Building Investment

Shift to brand awareness. Celebrity partnerships & mass media (e.g. Mandira Bedi).

9. Omnichannel Expansion

Quick commerce, strategic retail, international markets.

Management Overview

Experienced leadership team with 100+ years of combined expertise

Promoters



Amit Dalmia

Chairman and MD

An alumnus of the Wharton School, Amit brings over 27 years of experience spanning technology, digital commerce, and brand innovation. He has founded and led multiple ventures across software, renewable energy, e-commerce, and AI-driven advertising. At Encompass, Amit leads vision, innovation, and strategic partnerships.

Ruman Agarwal

Whole Time Director

An alumnus of the University at Buffalo, Ruman brings over 20 years of experience across product strategy, digital marketing, technology, e-commerce, and operations. Ruman leads operations and growth for the company's portfolio, focusing on customer-centric agile execution.



Promoters



Susmita Dalmia

Whole Time Director

An alumnus of Middlesex University, Susmita has over 20 years of experience across technology, design, and commerce. In earlier roles she ran cross-functional programming and web development teams across publishing, logistics and e-commerce. At Encompass, her responsibilities include product development and design with a focus on merchandising.

Yogendra Vashishta

Chief Strategy Officer

A graduate of IMSAR, Yogi has over 38 years of experience in business strategy, branding, marketing and communications across manufacturing, consumer goods and e-commerce. He has held senior roles at Reliance, DDB Mudra, and VIP Industries. At Encompass, Yogi oversees brand strategy and creative direction.



Early Backers

Marquee Angel Investors



Anurag Goel

Co-Founder & GP, Cactus Partners

MARQUEE ANGEL



Kunal Bajaj

Co-Founder & CEO, CloudExtel

MARQUEE ANGEL



Neeraj Goenka

Director, Texport Industries

MARQUEE ANGEL



Gautam Dalmia

CDO, Strata Geosystems

MARQUEE ANGEL


Thank You

INVESTOR PRESENTATION | FY 25-26

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