



Factory & Regd. Office :
Kantharia Industrial Estate.
Survey No.: 90/3/2/B, Opp. Sopara Phata Police Station, Pelhar,
N. H. No.8, Taluka - Vasai, Dist-Palghar, Pin: 401208.
CIN: L74140MH2010PLC205904
Phone: +91 8087042862

To,
National Stock Exchange of India Limited
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400 051, Maharashtra, India.

Symbol: NAMAN

Subject: Investors' Presentation on the Audited Financial Results for the Half-year and year ended on 31st March, 2026

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations") please find enclosed herewith the Investors' Presentation on the Audited Financial Results (Standalone) for the Half-year and year ended on 31st March, 2026.

The aforesaid information is being uploaded on the Company's website <https://nipl.co/>. We request you to kindly take the aforesaid information on record.

Thanking you,
Yours faithfully

For Naman Industries Proxima Limited

Foram Rupin Desai
Whole- Time Director
DIN: 08768092

Date: 16th May, 2026
Place: Vasai



NAMAN INDUSTRIES PROXIMA LIMITED

Transforming Space

INVESTOR PRESENTATION –
H2&FY26



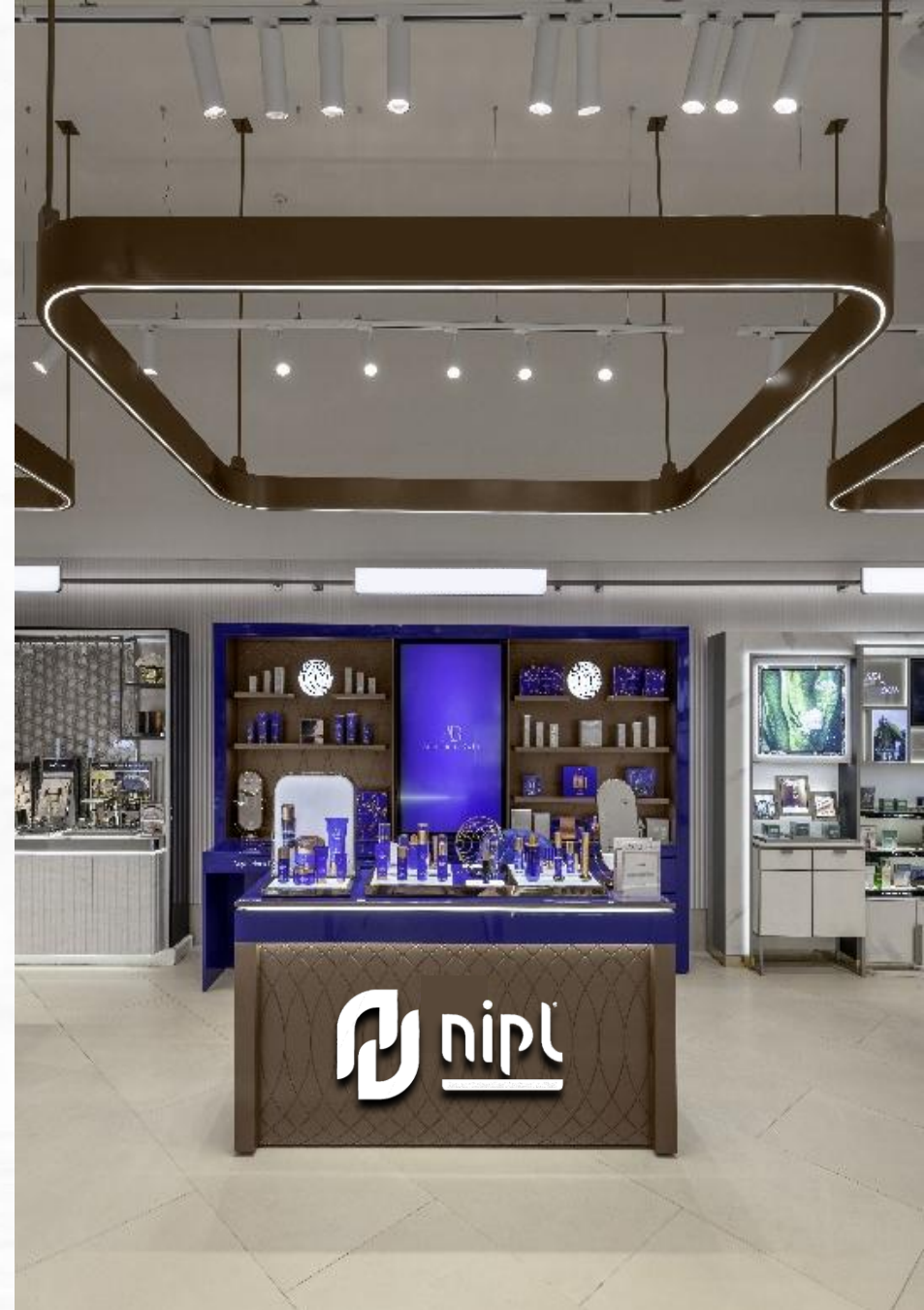
Disclaimer

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Naman Industries Proxima Limited (the “Company”)**, are solely for information purposes.

The information contained in this Presentation is based on data and sources the Company considers reliable. However, the Company makes no representation or warranty, express or implied, as to the accuracy, completeness, fairness, or adequacy of the information contained herein. Any reliance placed on this Presentation shall be at the sole risk of the recipient. This Presentation may not be comprehensive and may not contain all information that a prospective investor may consider material. The Company expressly disclaims any and all liability arising from, or in reliance on, the contents of this Presentation or any omissions here from.

This Presentation contains certain forward-looking statements relating to the Company’s future business prospects, financial performance, and industry outlook. These statements are subject to a number of risks, uncertainties, and assumptions, and actual results could differ materially from those expressed or implied. Such risks and uncertainties include, but are not limited to: fluctuations in earnings, the Company’s ability to manage growth, competitive pressures (domestic and international), economic conditions in India and abroad, ability to attract and retain key talent, time and cost overruns on contracts, management of international operations, regulatory and governmental actions, and prevailing interest and fiscal conditions.

The Company does not undertake any obligation to update or revise forward-looking statements made herein, whether as a result of new information, future events, or otherwise.



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- 01 H2 & FY26 – Financial Highlights
- 02 Company Overview
- 03 Key Differentiator
- 04 Annexure





H2 & FY26 – FINANCIAL HIGHLIGHTS

H2 & FY 26 : Financial Highlight

Revenue Decline

Revenue fell from ₹155.62 Cr to ₹142.51 Cr due to slowdown in high-value retail project orders in FY 26. Muted capex by key institutional clients impacted order book conversion.

▼ ₹13.1 Cr | -8.4% YoY

Rising Material & Operating Costs

Higher cost of goods sold in FY 26 (60.2% of revenue from operations), a 30.5% rise in employee costs Compare to Previous year, and lower revenue growth compressed EBITDA margins from 10.3% to 2.1%.

10.3% → ~2.1%

Segment Mix Shift

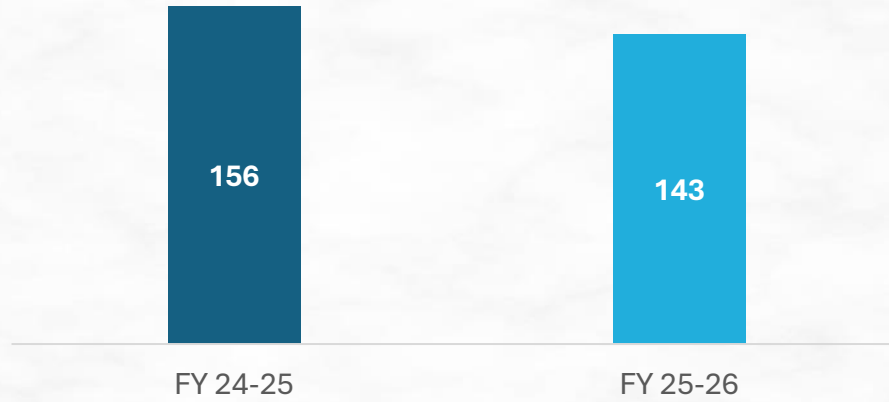
Industrial (lower margin) grew from 23.3% to 30.0% of revenue while the Retail including Government contribution to total revenue contracted from 72.3% to 65.8%. This unfavorable mix is the primary structural reason for margin erosion.

Retail & Government ▼ 6.5%

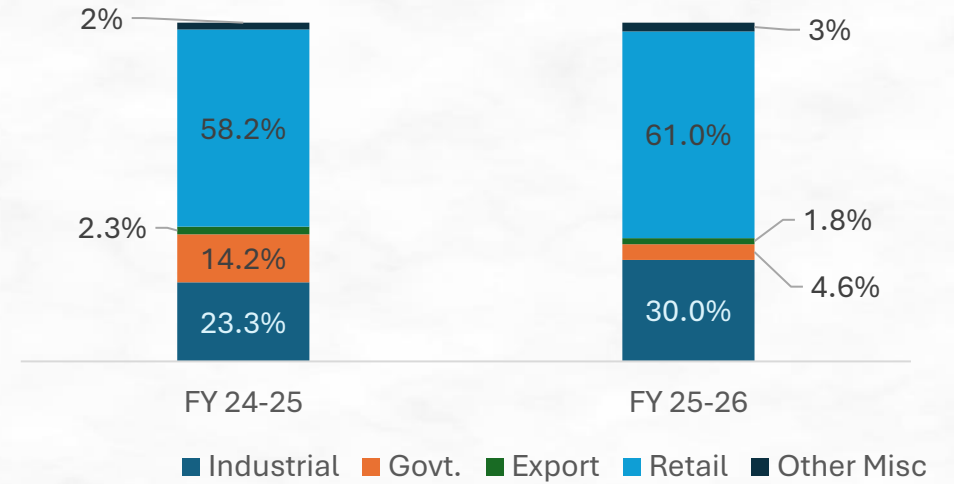
Key Takeaway: Corrective actions are underway; benefits are expected from H1 FY 27.

Financial Performance – FY26

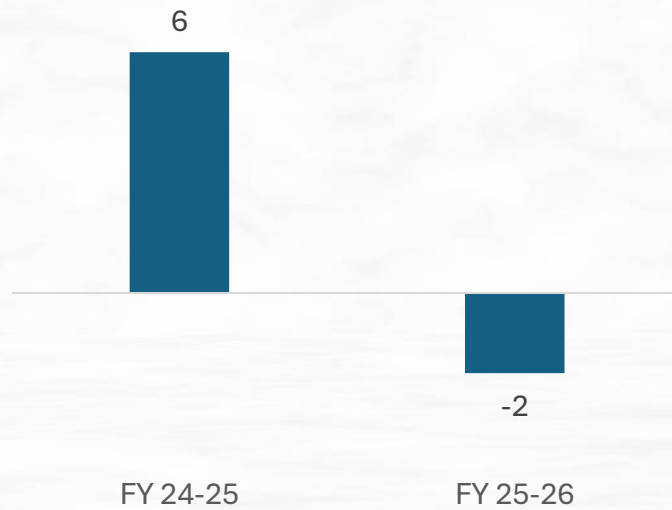
Revenue From Operations (in rupees Cr.)



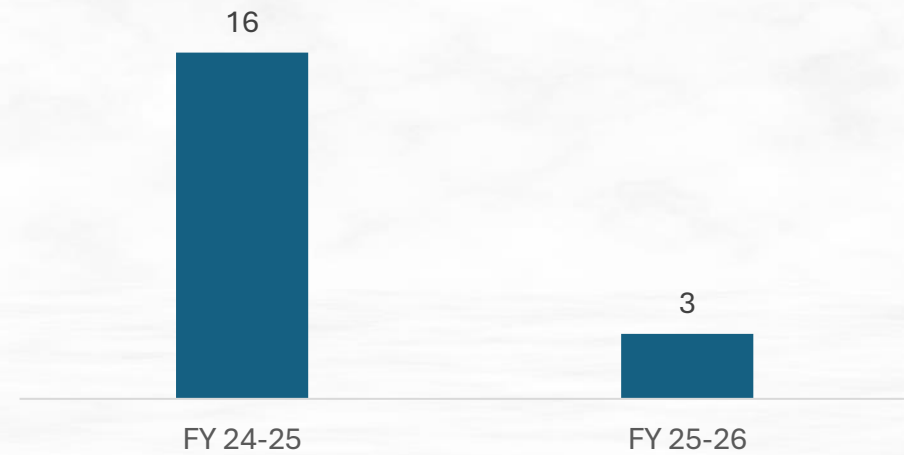
Segmental revenue contribution



PAT (in rupees Cr.)



EBITDA (in rupees Cr.)



Income Statement

Particulars (₹ in Cr)	H2 FY26	H2 FY25	YOY%	FY26	FY25
Revenue From Operations	73.6	89.1	-17.4%	142.5	155.6
Other Income	0.8	0.8	-3.5%	1.8	1.5
Cost of Material Consumed	42.3	55.4	23.6%	82.1	93.9
Changes in Inventories	3.8	0.4	779.0%	3.7	-3.9
Employee Benefits Expense	6.3	4.8	-31.9%	11.3	8.7
Other Expenses	22.3	23.4	4.7%	44.0	42.2
EBITDA	-0.4	5.9	-	3.1	16.2
EBITDA %	-0.6%	6.6%	-	2.1%	10.3%
Finance Cost	1.2	1.9	34.6%	2.6	3.8
Depreciation	1.8	2.0	12.9%	3.4	4.0
Profit Before Tax (PBT)	-3.4	2.0	-	-2.9	8.5
PBT %	-4.6%	2.3%	-	-2.1%	5.4%
Profit After Tax (PAT)	-2.6	1.4	-	-2.2	6.3
PAT %	-3.5%	1.6%	-	-1.6%	4.0%
EPS (₹ / Share)*(not annualised)	-2.0	1.1	-	-1.8	5.3

Balance Sheet

Particulars (₹ in Cr)	FY26	FY25	FY24
Equity and Liabilities			
Shareholders' Fund			
Share capital	13.1	13.1	10.5
Reserves and surplus	64.0	66.3	27.8
Networth	77.1	79.4	38.3
Non-Current Liabilities			
Long term borrowings	5.1	7.1	10.6
Other Long Term Liabilities	0.03	0.03	0.2
Long term provisions	0.4	0.5	0.3
Total Non- Current Liabilities	5.6	7.6	11.1
Current liabilities			
Short term borrowings	18.2	11.1	26.2
Trade payables	16.1	15.6	17.6
Other current liabilities	4.2	4.2	2.4
Short Term Provisions	0.4	0.7	1.4
Total Current Liabilities	38.9	31.6	47.6
Total Equity & Liabilities	121.6	118.6	97.0

Particulars (₹ in Cr)	FY26	FY25	FY24
Assets			
Non current assets			
Property, plant, equipment	21.2	21.2	17.8
CWIP	3.5	0.3	-
Other non-current assets	15.4	5.9	5.4
Total Assets	40.1	27.4	23.2
Current assets			
Inventories	34.9	38.7	30.9
Trade receivables	29.7	27.4	16.0
Cash and bank balances	14.1	23.5	26.4
Short term loans and advances	1.7	1.7	0.5
Other current assets	1.1	0.0	0.0
Total Current assets	81.5	91.3	73.8
Total Assets	121.6	118.6	97.0

New Factory

- **Location:** Wada, Maharashtra
- **Timeline:** Facility to be operational in 12–18 months
- **Capex:** Estimated around ₹40 Cr in Phase 1

Impact of Capacity Expansion

- At Current capacity peak revenue potential : ₹175–180 Cr
- Post-expansion expected revenue: ₹270–300 Cr (~70% increase)
- **Area :** Approx. 1,20,000 Sq.ft (Phase 1)

Focus Areas

- Expand existing product lines
- Launch value-added products targeting B2C & international markets

Operational Goals

- Technology & design upgrades for cost efficiency
- PAT Margin: 7–7.5%
- Growth: 15–20% YoY; potential to double current performance post full-scale operations



COMPANY OVERVIEW



Building Space, From Fixtures to Future Growth

Over a two decade of expertise in **design-to-delivery solutions for Retail and Industrial Spaces**

Delivering end-to-end solutions with innovation, precision, and customer focus

Serving **leading enterprises across multiple industries**

With a strong infrastructure base in Maharashtra, we enable seamless **PAN-India** supply across 28 states

Trusted partner with a proven record of **long-term client relationship**



The 360° Fixture Partner – Design to Delivery

We deliver prominent display and retail fixture solutions across multiple industries through a B2B model.

Industry we cater to...



Clients we engage with...

AZORTE

BIRLA
opus

NYKAA

INDRIYA

U

ITC Limited

tira

LAKMÉ

SIEMENS

TOKHEIM
QUALITY

STULZ

End to end solutions with an average TAT of ~ 60 - 75 Days

Customer
Engagement &
Design

- Lead generation, inquiries, design discussions
- Prototype & pilot lot approvals

Customized
Manufacturing

- Metal: Cutting, bending, welding, powder coating
- Wood: Lamination, drilling, fabrication
- Finishing: Painting, digital printing, thermoforming

Assembly &
Quality

- Integration of metal, wood & digital elements

Dispatch &
Installation

- Packing, logistics, on-site installation & handover

From Vision to Execution – One Partner, Every Detail



**NAMAN-INDUSTRIES
PROXIMA LIMITED**

Retailers get speed, consistency, and reduced headaches, since they don't need to deal with multiple vendors or project managers

01

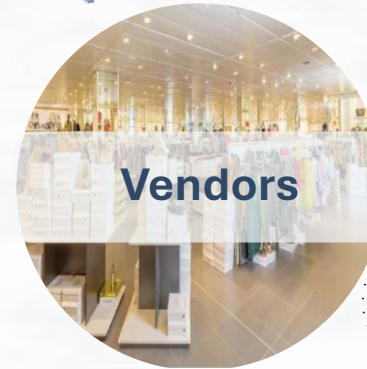


Naman ensures brand identity is preserved in every store, regardless of vendor variability

02

Vendors benefit from clear briefs, structured coordination, and quality benchmarks, reducing back-and-forth and project delays

01



Naman becomes the channel through which their execution aligns with retail expectations

02

RETAIL SEGMENT



PROBLEM STATEMENT

- Retailers experience delays and inconsistency when dealing with multiple vendors
- Expanding brands increasingly seek turnkey partners for speed & standardization



OUR SOLUTIONS

- **End-to-end partner:** design, engineering, manufacturing, installation
- **Expertise:** kiosks, stores, POS materials, display units
- **Multi-material capability:** wood, metal, plastic
- **Scalable operations:** 1.4 lakh sq. ft. facilities

INDUSTRIAL SEGMENT



PROBLEM STATEMENT

- Industrial clients require precise, compliant, and customized fabrication.
- Fragmented sourcing raises costs, risks, and delays.

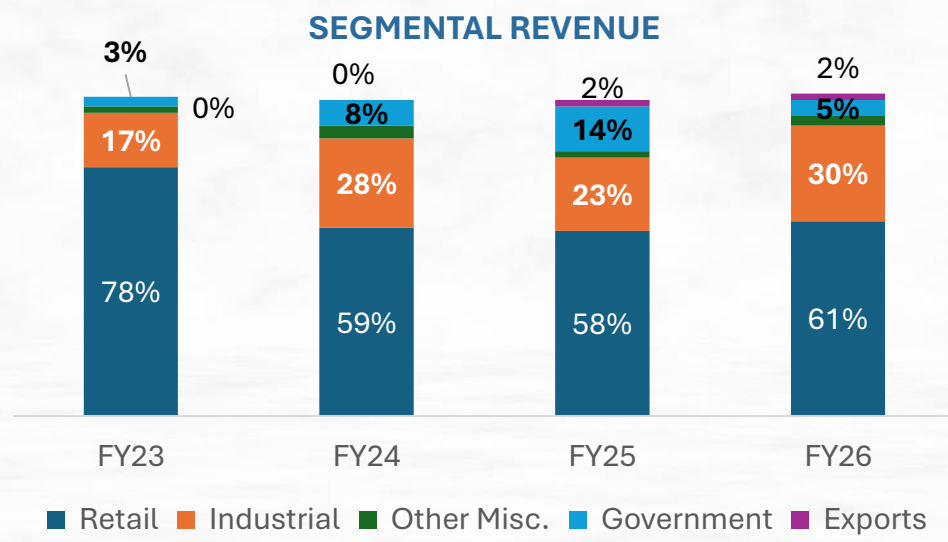
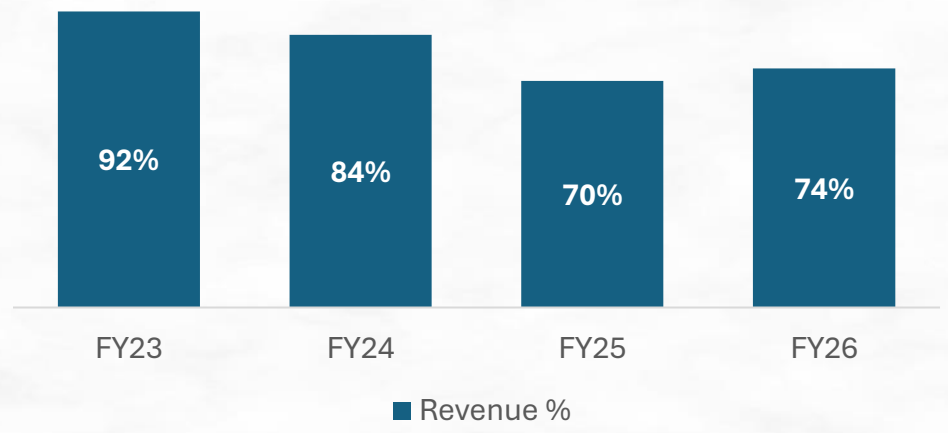


OUR SOLUTIONS

- Expertise in sheet metal fabrication (server racks, UPS cabinets, kiosks, HVAC housings, battery racks, control panels, petroleum kiosks) with end-to-end capabilities—design to after-sales. Delivering tailored, compliant solutions trusted across retail and industrial segments

INDUSTRIAL SEGMENT

REVENUE % FROM TOP 10 CUSTOMERS

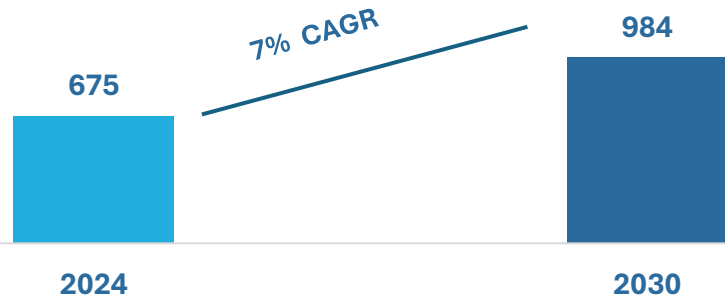


Retail Industry Expansion

Key Growth Drivers For Naman

Organized Retail – The Accelerating Demand Driver for Naman

India Retail Market in Million Sq.Ft

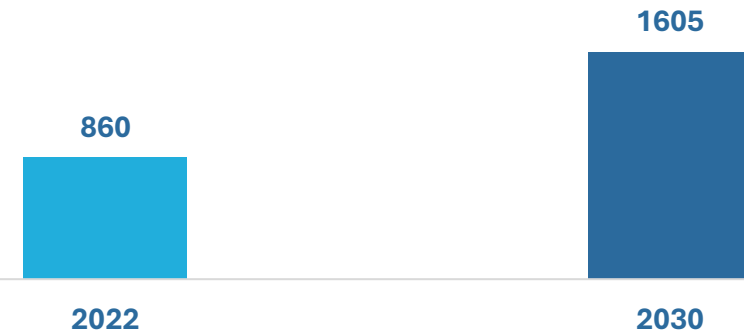


KEY GROWTH DRIVERS

- **Urbanization & Rising Incomes** → Growing middle class, higher spending, demand from Tier-2/3 cities.
- **Omni channel Expansion** → Online + offline integration; digital-first brands opening stores.
- **Infra & Policy Support** → Mall growth, Smart Cities, FDI & REITs attracting global retailers.

India's Retail Boom: On Track for \$2 Trillion & Beyond

India Offline Retail Market in Billions



THE RETAIL BUILD-OUT OPPORTUNITY

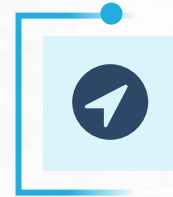
- **Retail growth require stores** – India's retail market aims for \$2T industry; strong physical presence is key to drive this growth
- **Stores need reliable partners** – Scale demands speed, quality, and consistency.
- **Naman Industries Proxima Limited delivers** – **Design-smart, scalable execution for faster growth.**

Macro Tailwinds Driving Naman's Growth

Naman's Advantage

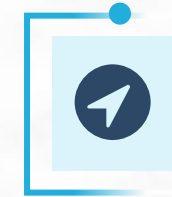
Trusted **turnkey** partner for expanding retail brands

Nationwide reach & modular expertise to capture growth



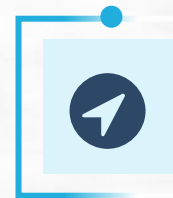
Retail Boom

India 4th globally; 4,700 new stores added in FY23



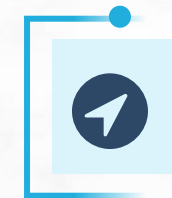
Capex Rising

Higher spend on store fit-outs, benefitting organized players



Tier-2 Expansion

Global brands entering cities like Chandigarh, Ludhiana, Dehradun



Shift to Organized Retail

From mom-and-pop shops to chains & malls



KEY DIFFERENTIATOR

Our Competitive Edge



Strong client relationships with high entry barriers



Advanced in-house manufacturing capabilities



PAN-India presence and execution strength



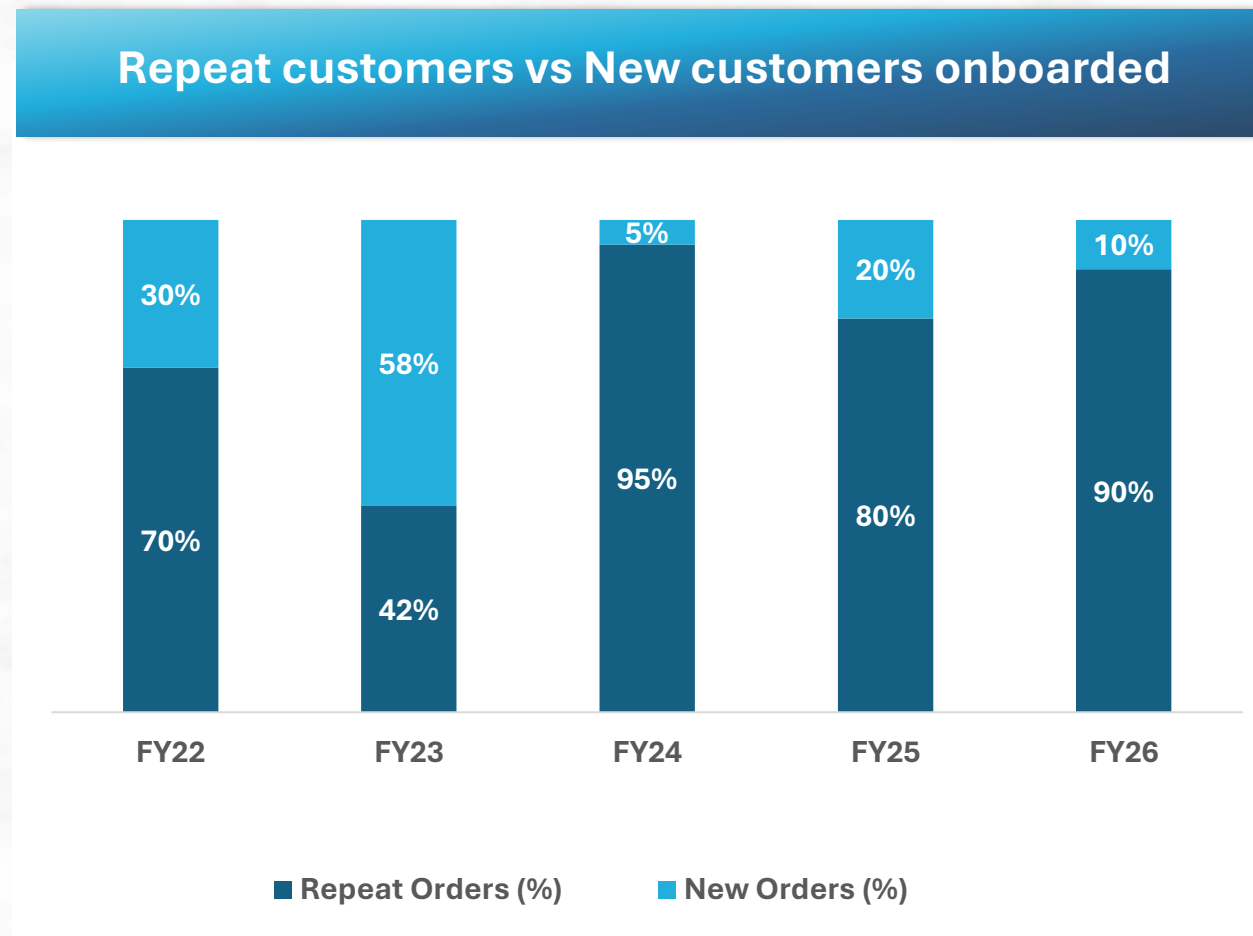
Turnkey solutions backed by experienced team



Historical Financial

Strong client relationships with high entry barriers

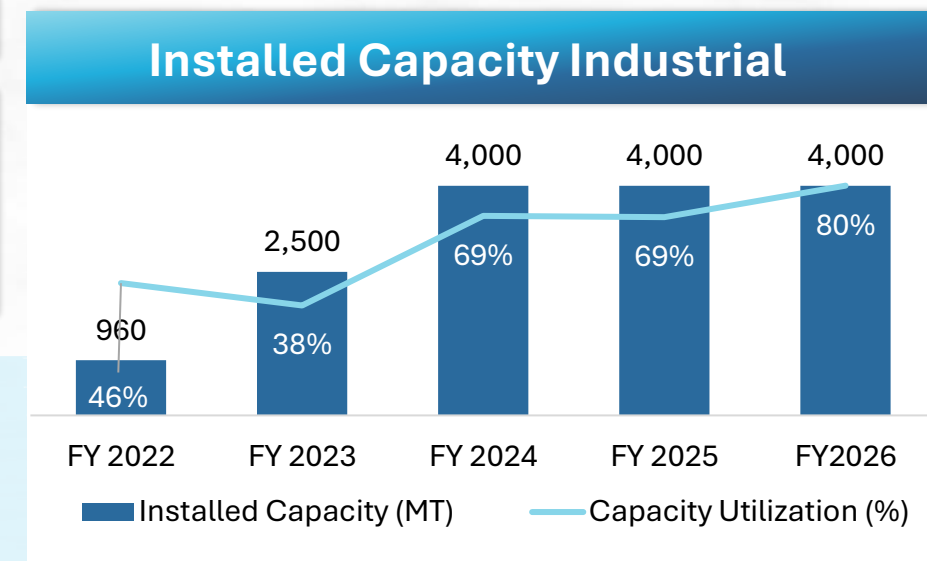
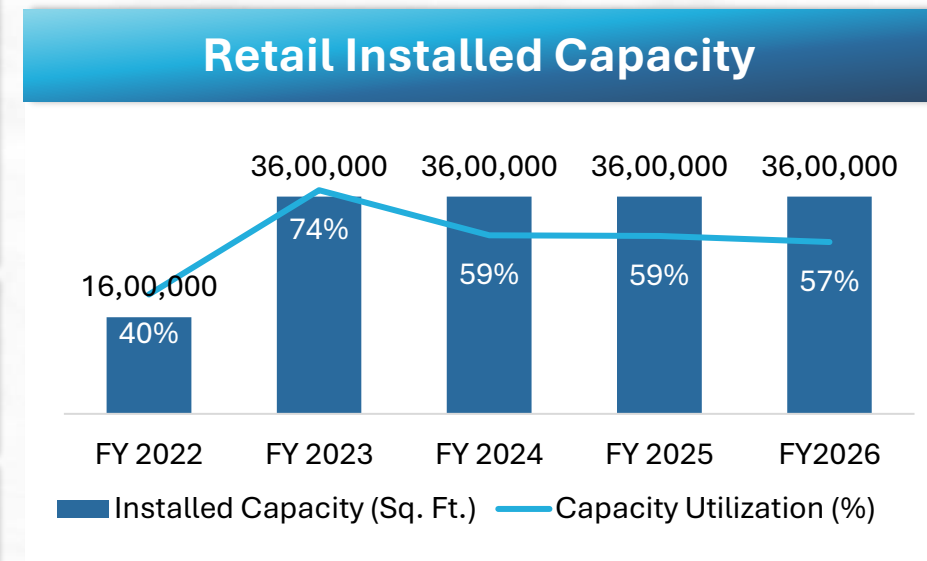
- 01 Customized Solutions**
Every project is designed to meet unique client specifications across formats, materials, and finishes
- 02 Long-Term Relationships**
Once onboarded, clients typically remain for years, driven by trust and delivery consistency
- 03 High Entry Barriers**
Working capital intensive model and high logistics costs deter new entrants
- 04 Innovation Focused**
Continuous design and product innovation help brands stand out in a competitive market
- 05 Recurring Revenue**
Retail brands revamp or renovate stores every 4-5 years, ensuring repeat business and steady growth



“80% of revenues are repeat orders from existing clients — demonstrating strong customer stickiness.

Advanced in-house manufacturing capabilities

Manufacturing Capabilities	<ul style="list-style-type: none"> ○ Design and prototyping, metal and wood fabrication, thermoforming/vacuum forming, acrylic processing ○ powder coating, liquid painting, cutting, digital and screen printing, polishing, assembly & packaging
Accreditations	<ul style="list-style-type: none"> ○ ISO ○ SEDEX ○ FSC
Area	<ul style="list-style-type: none"> ○ Factory - 1,20,000 Sq. Ft., Warehouse 75000 – Sq.Ft
Operational Year	<ul style="list-style-type: none"> ○ 2010

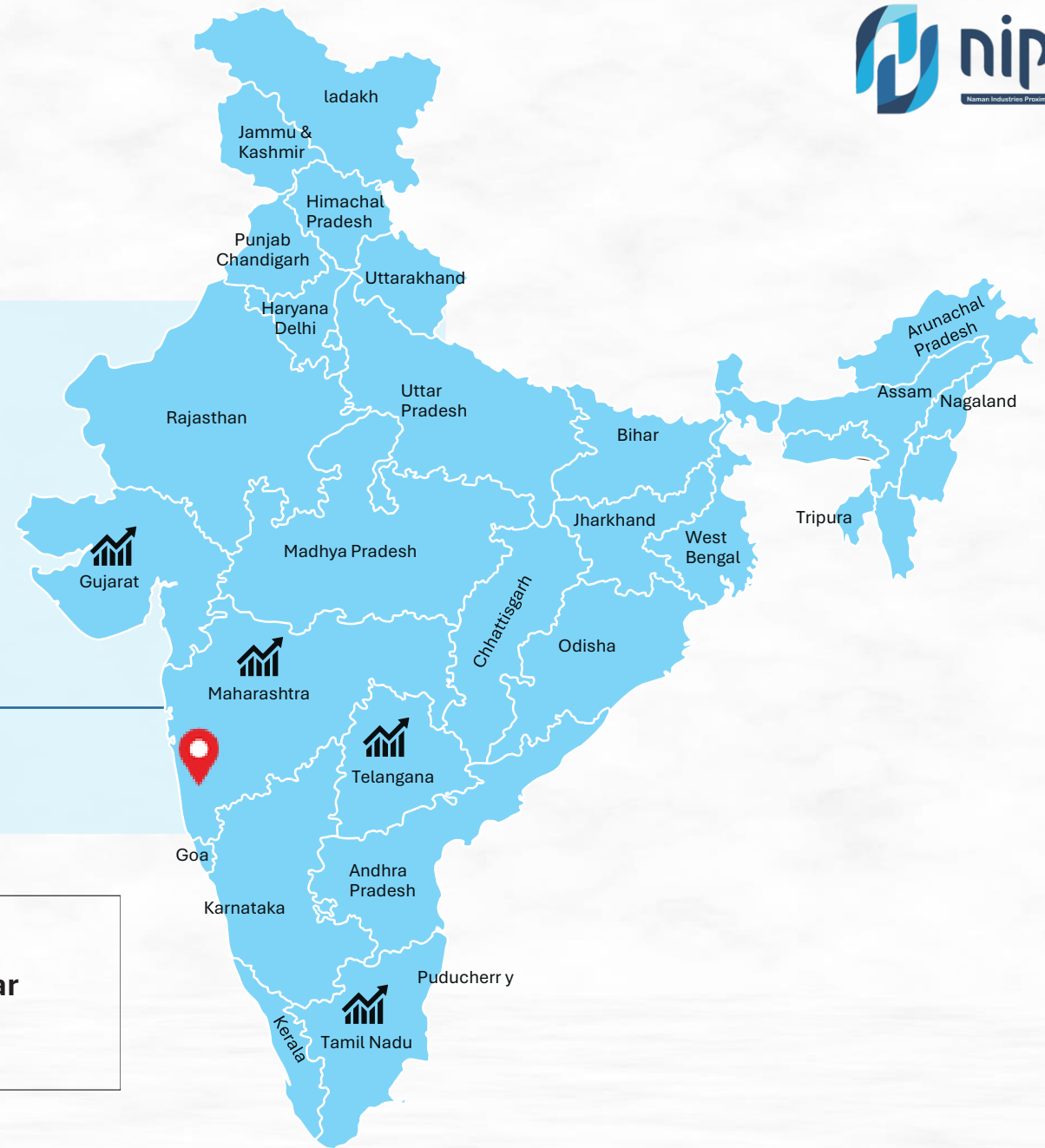




Strengthening Capacity: Added thermoforming facility for POSM products with 10 lakh sq. ft. annual installed capacity, strengthening in-house manufacturing capabilities.



PAN India Offerings

Naman aspires to be a leading emerging market company with a leadership position in categories of furniture and Fixture and industrial solutions



-  **Manufacturing Base & Warehouse, Vasai, Palghar**
-  **Pan India Offering**



Turnkey solutions



Turnkey Solutions

End-to-end design and execution of retail fit-out projects



Innovation Hub

Dedicated design and technical teams delivering creative, tailored solutions



Integrated Capabilities

All design, engineering, prototyping, and manufacturing under one roof



Customer-Centric

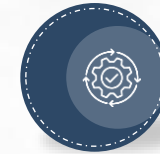
Mapping market trends and client needs to ensure value-driven outcomes

KRA-linked incentives for safety, quality, cash discipline



Custom Fixtures

Wood, metal, and plastic solutions enhancing aesthetics functionality and visual appeal of retail spaces



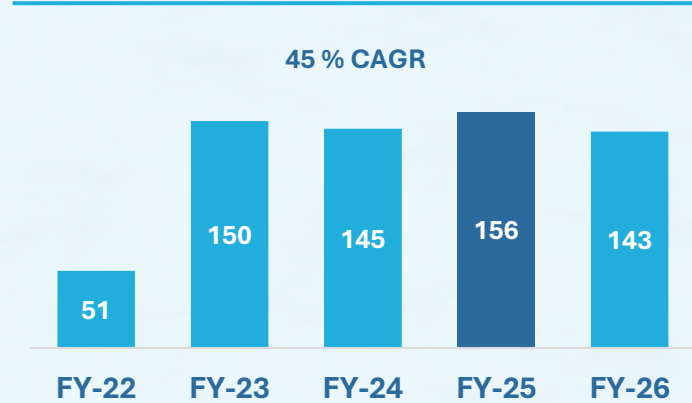
Reliable Supply

Consistent, year-round delivery of customized, demand-ready products

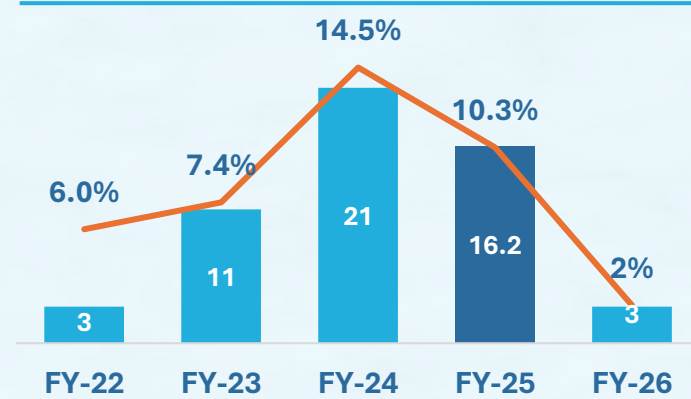


Historical Financials

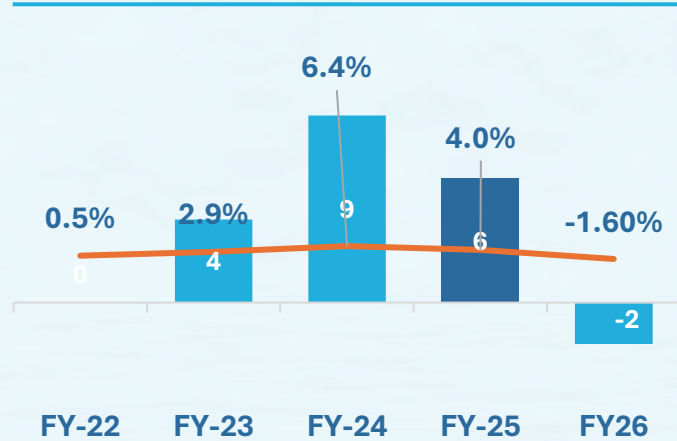
Revenue



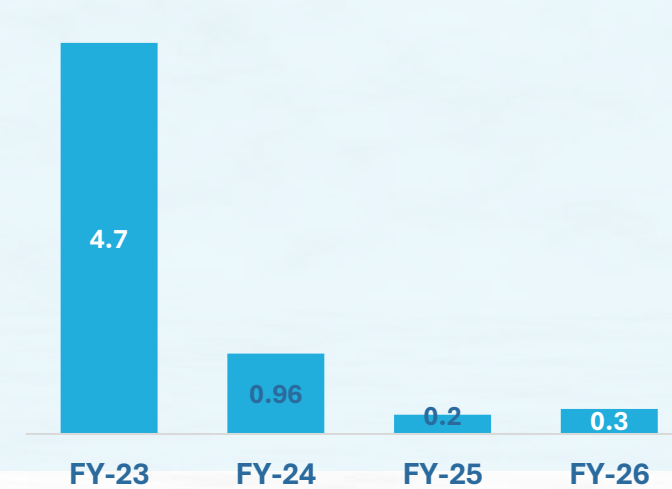
EBITDA & Margin



Net Profit & Margin



Debt to Equity



Proven Track Record with Marquee Clients

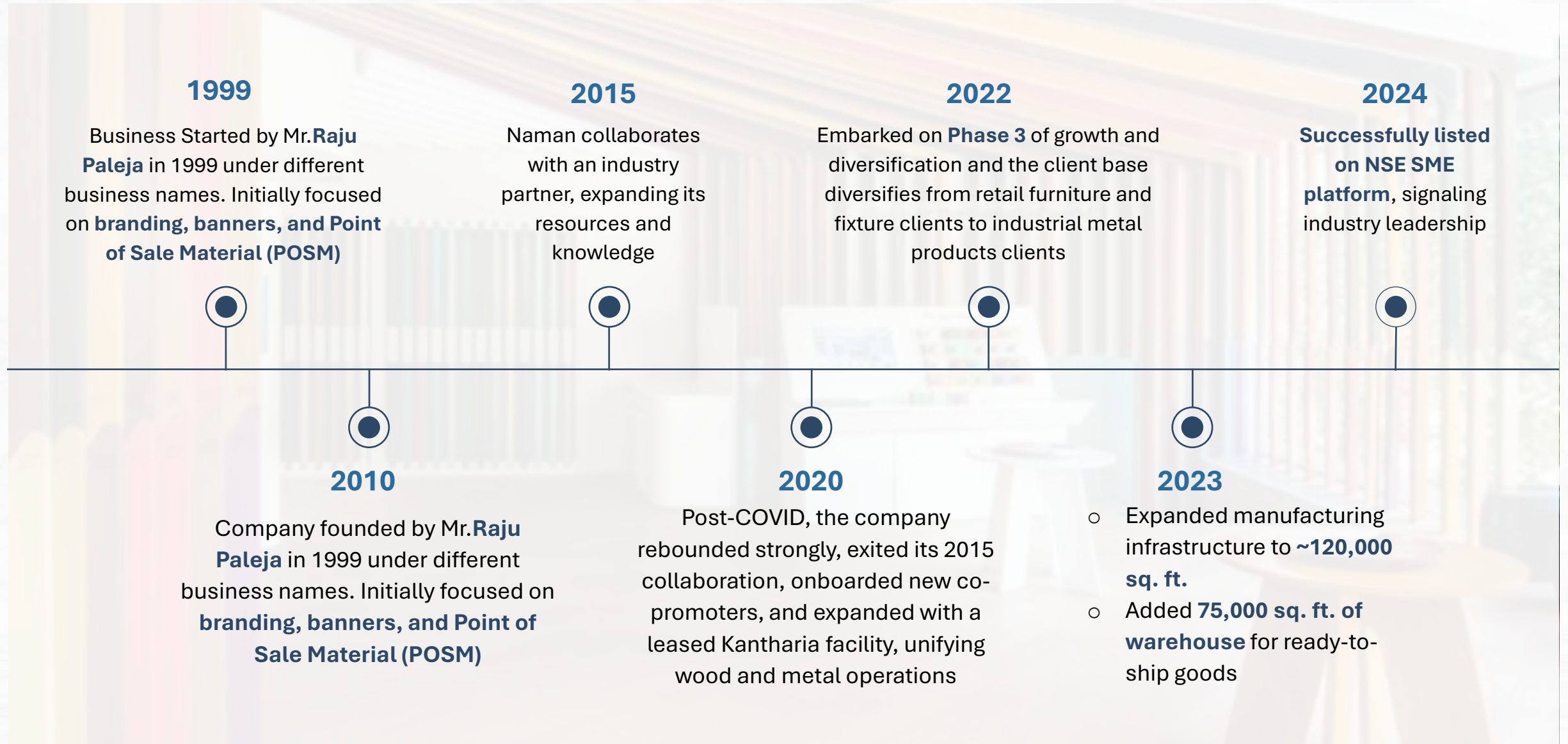




ANNEXURE



Key Milestones



Management Team



MR. RAJU PALEJA

Chairman & Managing Director



MR. JAY SHAH

Whole Time Director



MR. MEHUL NAIK

Whole Time Director



MR. SHAHID SHAIKH

Whole Time Director



MS. FORAM DESAI

Whole Time Director



MR. ANAND KHANNA

Independent Director



MR. NIRAJ SETH

Independent Director



MS. FENI SHAH

Independent Director



MS. HARSHANGIBEN SOLANKI

Independent Director



MS. HEMALI SHAH

Independent Director



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THANK YOU

