

17th February, 2025

To,
The Manager - Listing Department.
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051.

Reference: - Omfurn India Limited
NSE Code:- OMFURN
ISIN: INE338Y01016

Dear Sir/Madam,

Subject: Investor Presentation.

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation.

This aforesaid Investor Presentation is also available on the company's website i.e. www.omfurnindia.com

Request you to kindly take a note of the same.

Thanking You,

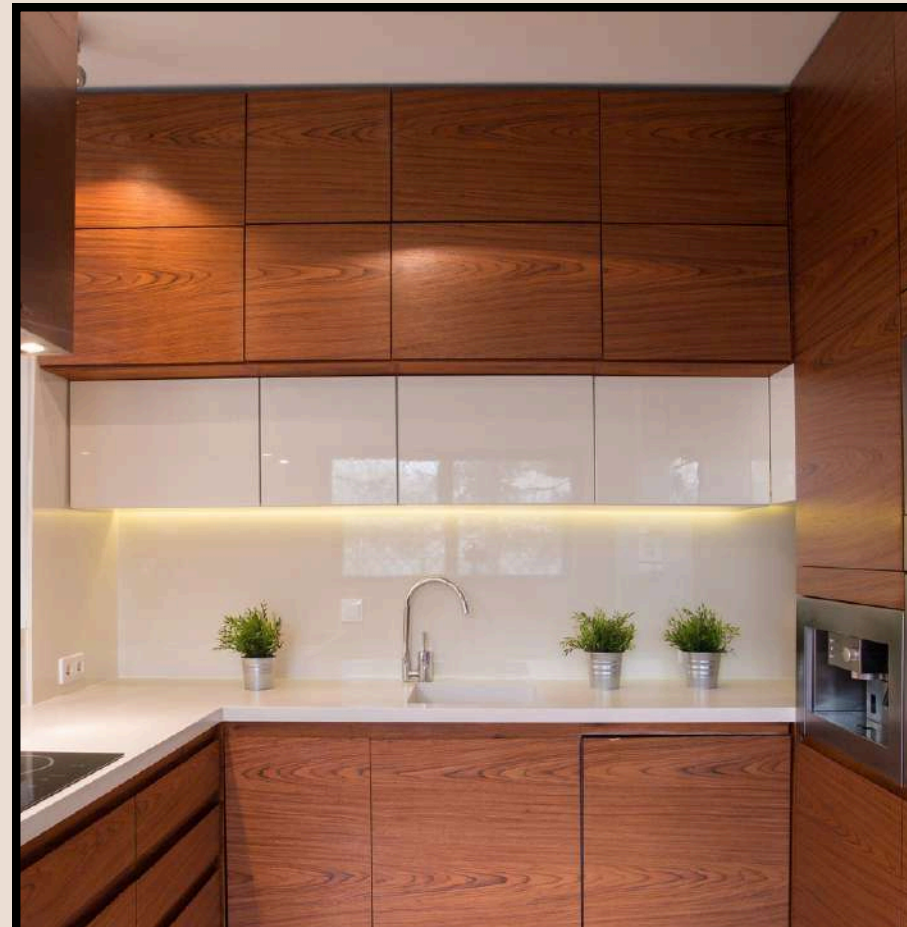
For Omfurn India Limited

Dhara Pratik Shah
Company Secretary
ACS29177



Omfurn India Limited

Leading Modular Furniture Manufacturer & Supplier



Safe Harbor

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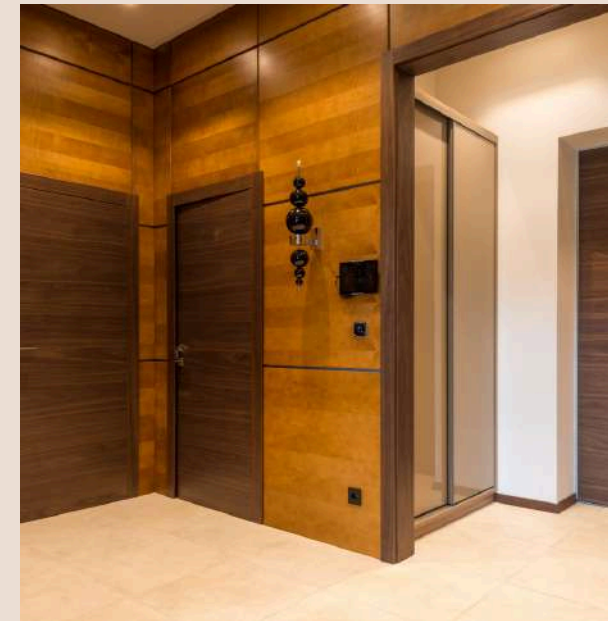
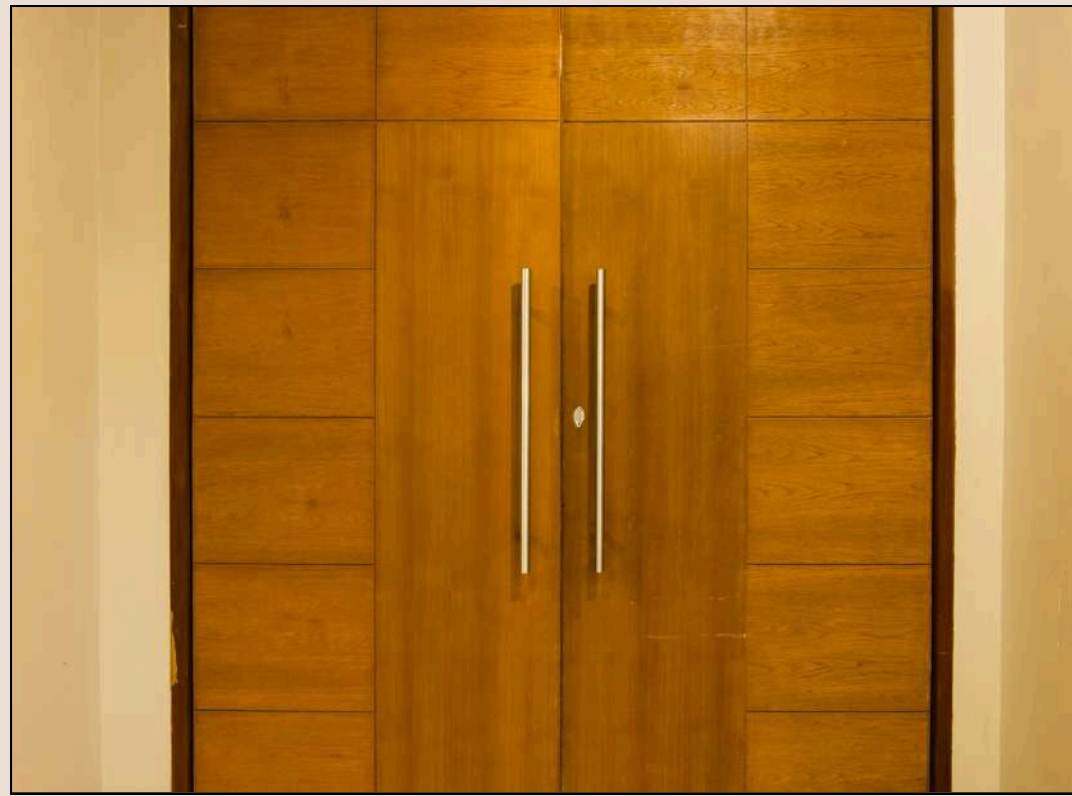


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- 02 Business Model
- 03 Growth Drivers
- 04 Financials
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About Us

- Company Overview
- Products
- Clientele
- Management
- Key Milestones

Company Overview

WHO WE ARE

1

- Leading manufacturer & supplier of **Pre-Finished Wooden Doors and Modular Furniture** in India.
- Established in 1997, with **25+ years of industry expertise**.
- Listed on NSE in 2017, marking a milestone in our journey.
- Serving PAN-India through **customized, system-based, and turnkey projects**.

WHAT WE OFFER

2

- **Pre-Finished Wooden Doors**
- **Modular Furniture** for Kitchens, Wardrobes, Vanities
- **Metal Doors & Premium Hotel Furniture**

INFRA & QUALITY

3

- Manufacturing Facility in Umbergaon **(1,61,460 sq. ft.)**.
- Advanced **CNC woodworking machines** from Germany & Italy.
- **In-house design** facility for global-standard furniture.
- **ISO 9001, 14001, 45001** certified for quality & safety.

INNOVATION

4

- Committed to **eco-friendly & sustainable** production.
- Certified for Green Building Projects & completed Greenfield Projects.
- Continuous innovation to align with international design trends.

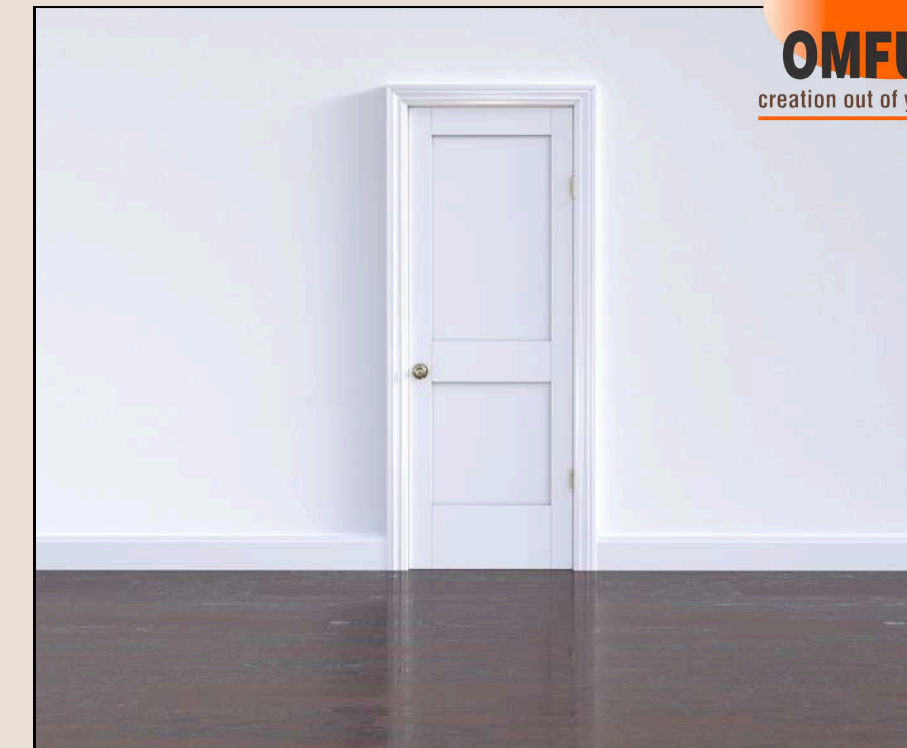
WHY US

5

- 25+ Years of Excellence
- State-of-the-art Manufacturing
- Wide Range & Customization
- Sustainable & Certified
- PAN-India Presence
- Continuous Technology upgradation within the company including enhancements to the SAP system.

What We Do

We offer a diverse range of wooden doors and modular furniture, catering to Modular Kitchens, Wardrobes, Vanities. Our product line also includes hotel furniture, solid and engineered wooden doors, and metal doors, ensuring that all customer requirements are met under one roof.



Our Products

01 Wooden Door

02 Metal Doors

03 Modular Kitchen

04 Modular Wardrobe & Vanity

05 Hotel Furniture

Wooden/Laminated Door



Fire Resistant Door



Laminated Door



Veneer Door



Door Frames

Our Products

Metal Doors



Fire Rated Metal Door



Modular Kitchen



Straight Kitchen



Parallel Kitchen



L-Shape Kitchen



U-Shape Kitchen

Our Products

Modular Wardrobe/ Vanity



Slider Door Wardrobe



Wardrobe with Dressing Table



Glass Door Wardrobe



Traditional Wardrobe

Clientele



Clientele



Management



**Mr. Rajendra
Vishwakarma**

Managing Director



**Mr. Mahendra
Vishwakarma**

Whole Time Director &
CFO



**Mr. Narendra
Vishwakarma**

Executive Director &
CEO



**Mr. Prashant
Vishwakarma**

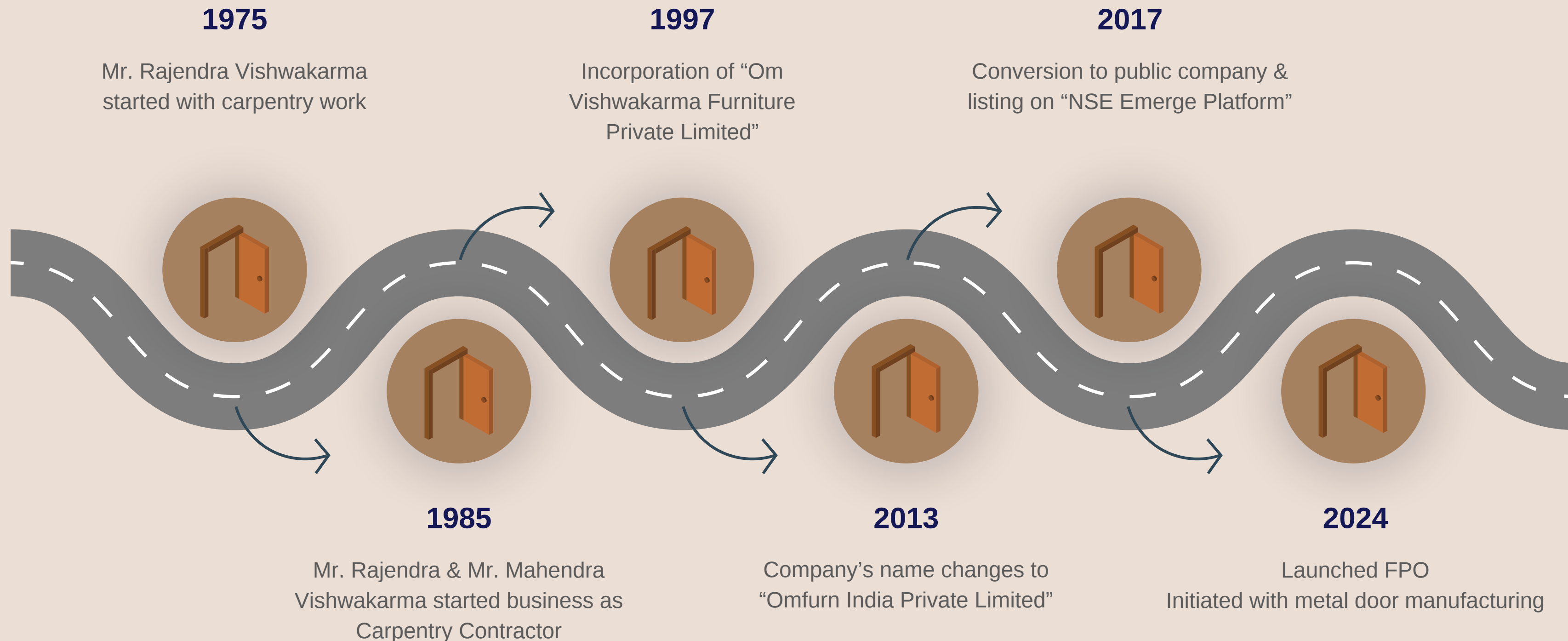
Whole Time Director



**Mr. Parmanand
Vishwakarma**

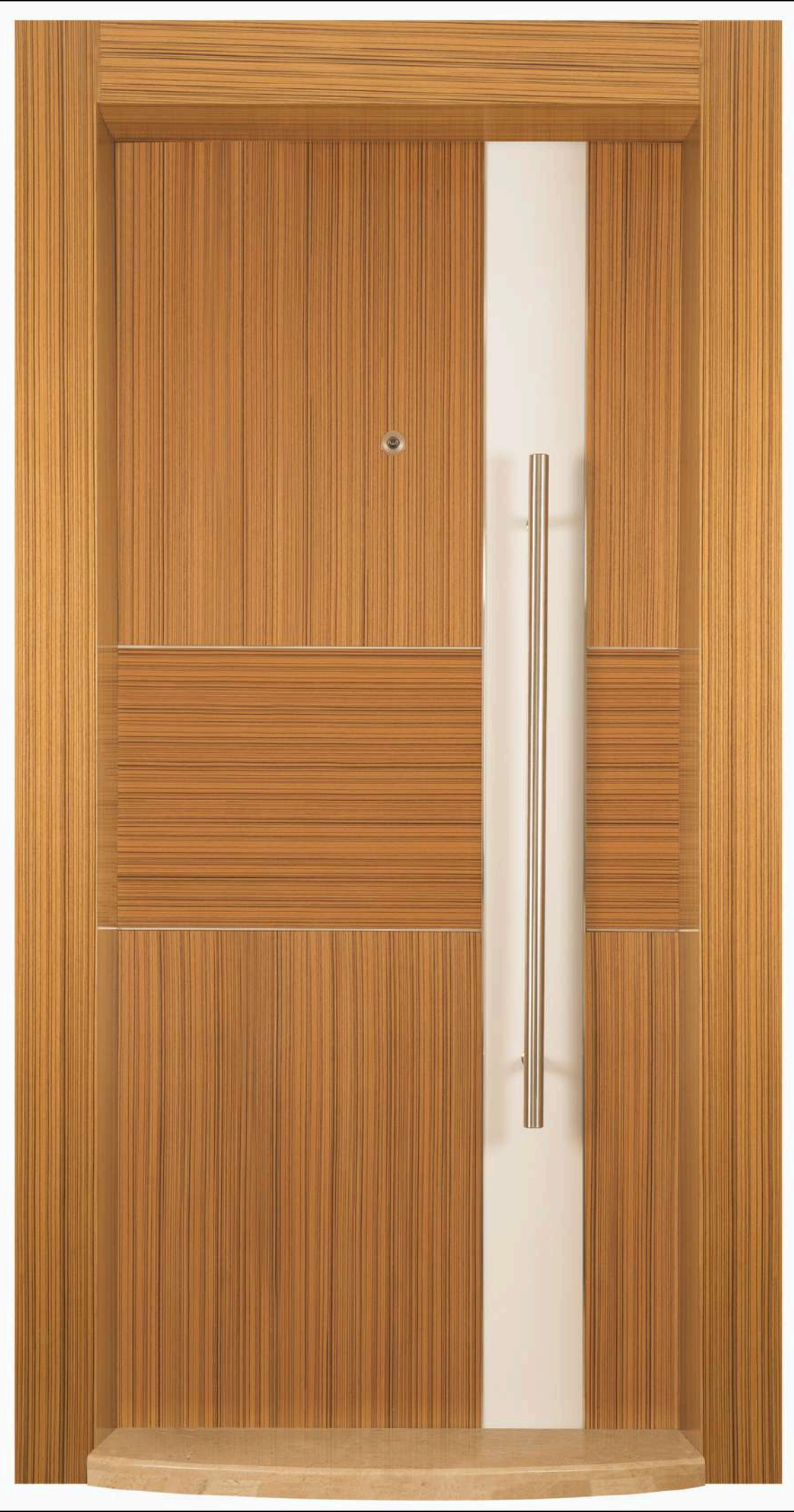
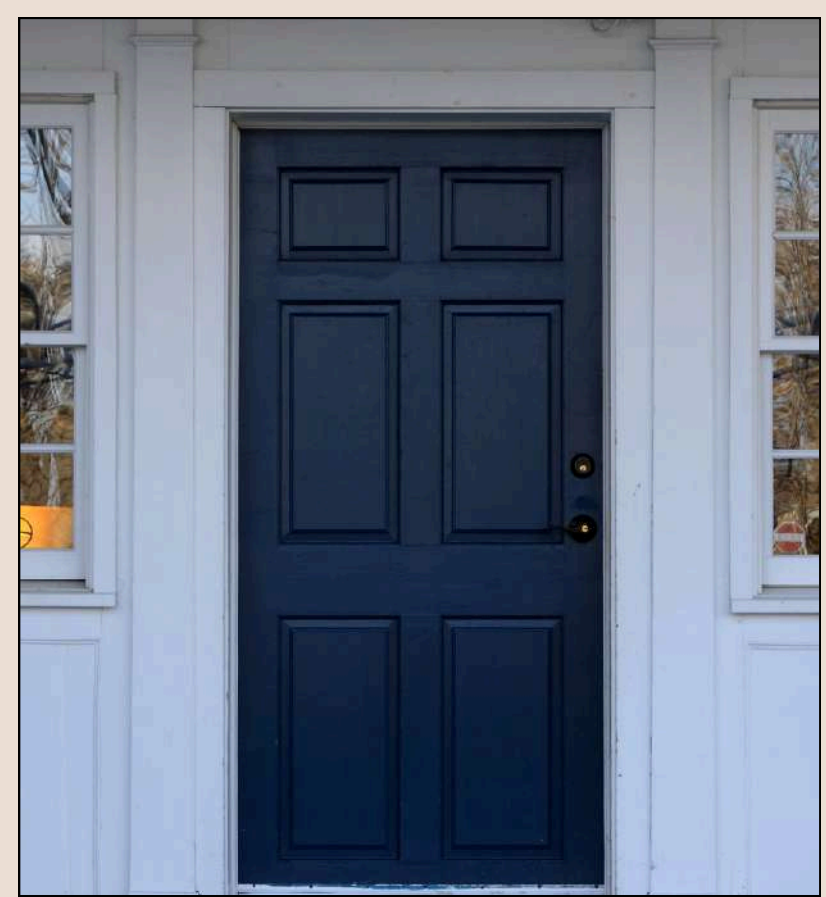
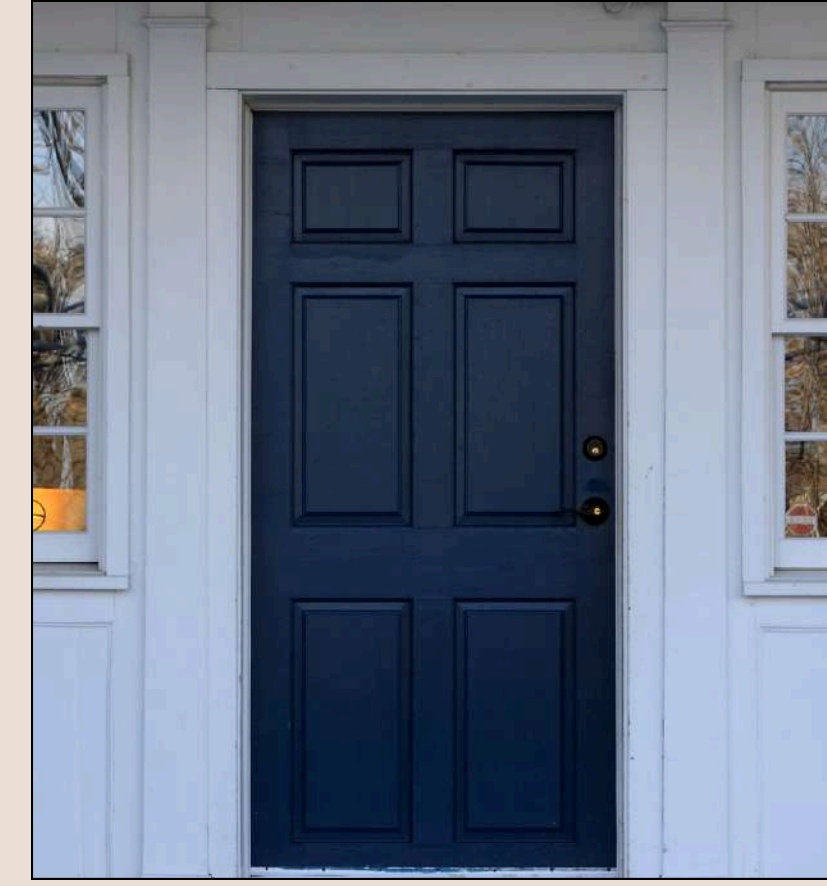
Whole Time Director

Key Milestones



MISSION

Achieving set corporate objectives and goals to offer world class furniture, solutions with innovative design based on price, quality and services.



VISION

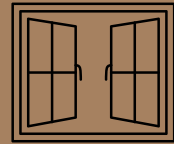
To create a company that always delivers quality products with a focus and commitment towards total customer satisfaction so that we remain a benchmark in the furniture industry

Business Model

- Business Strategy
- Manufacturing Capacities

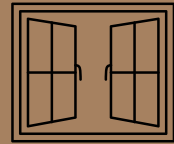


Business Strategy



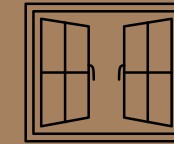
Expertise & Market Reach

- Specializes in the production of **diverse wooden doors and modular furniture** for kitchens, wardrobes, vanities, and metal doors.
- Executes **PAN-India projects**, offering **customized, system-based, and complete solutions** to meet diverse customer needs.



Design & Quality Commitment

- Provides **furniture solutions aligned with international design trends**, ensuring a balance of aesthetics, functionality, and durability.
- Prioritizes **safety and long-term durability**, integrating the latest materials and design innovations.



Sustainability & Quality

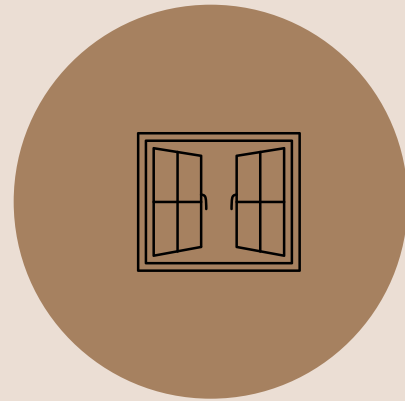
- Committed to **eco-friendly manufacturing** to safeguard the environment for future generations.
- **Green Building Certified** and has successfully completed **Greenfield Projects** across India, reinforcing sustainable practices.

Business Strategy



Technology & Skilled Workforce

- Continuously invests in **cutting-edge technology and advanced equipment** to stay at the forefront of furniture manufacturing.
- Maintains a highly skilled team of dedicated professionals, ensuring **expertise across all operational levels.**



Growth Strategy & Operational Efficiency

- Focuses exclusively on **high-value and bulk orders, strengthening existing relationships while acquiring new clients.**
- Enhances operational efficiency by **leveraging technology and design advancements** to optimize production, reduce costs, and maintain a competitive edge.
- Implements strategic recruitment, training, and talent retention to ensure a skilled and dedicated workforce, supporting sustainable business growth.



Sustained Expansion

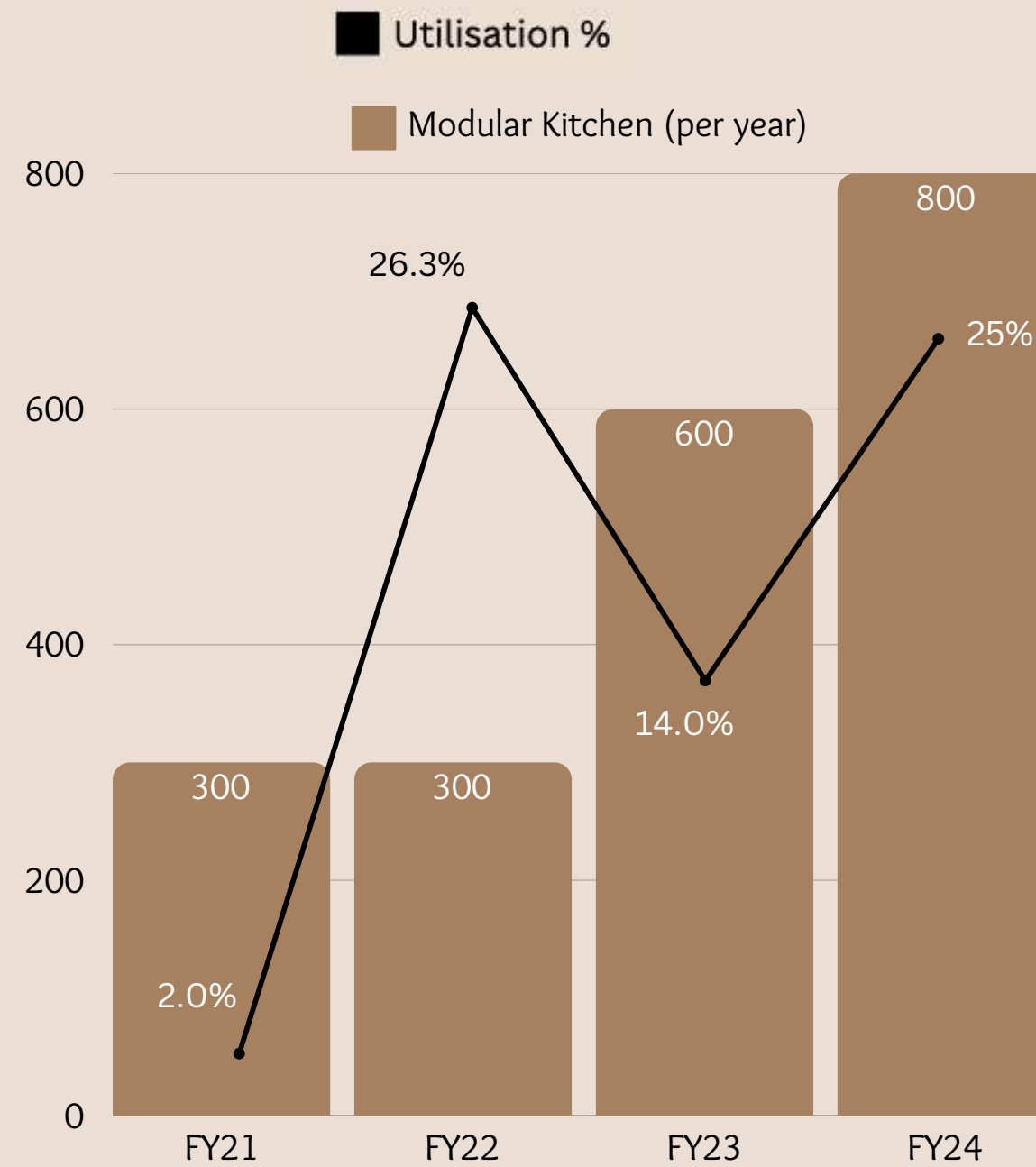
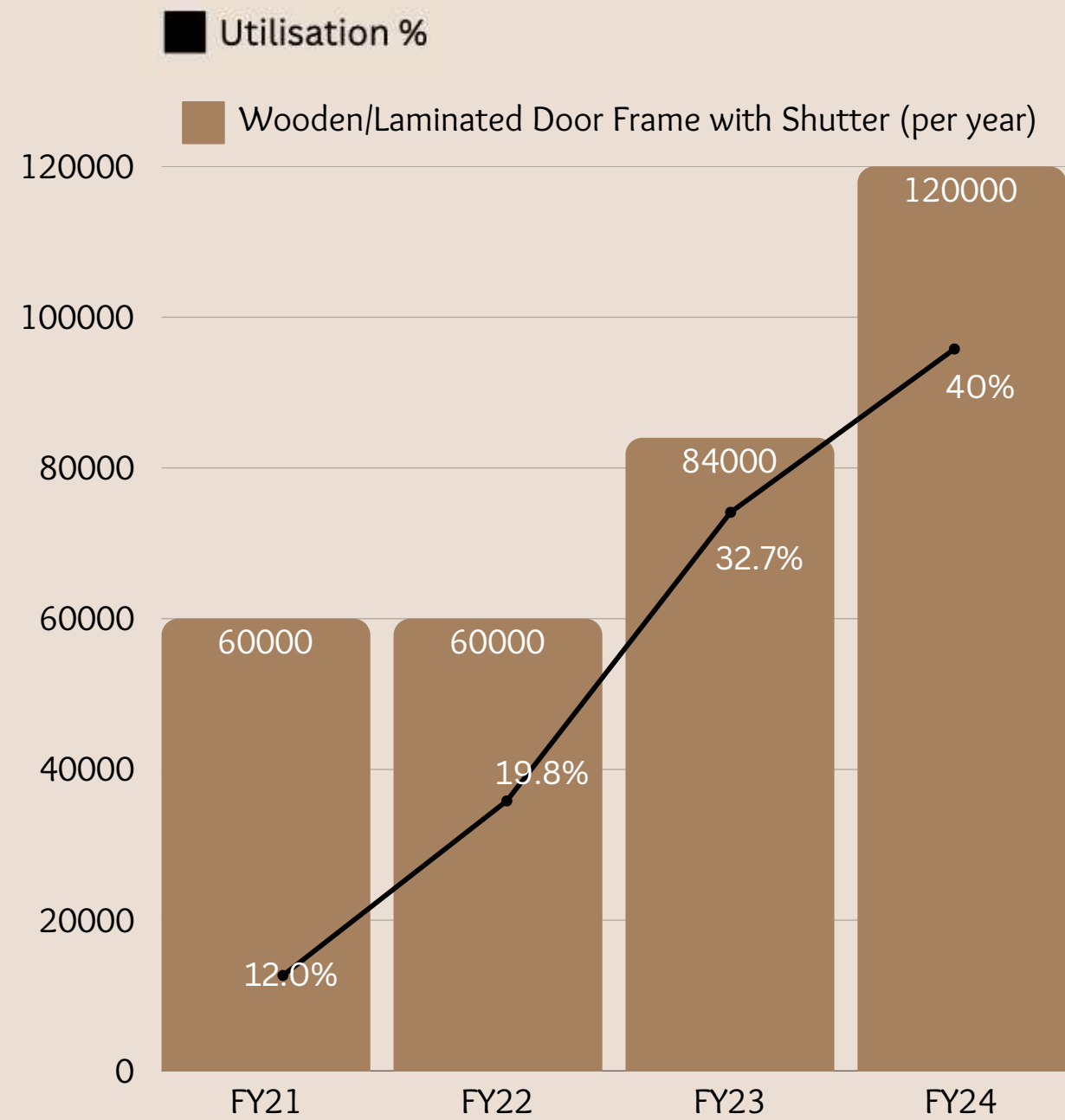


Customer Satisfaction



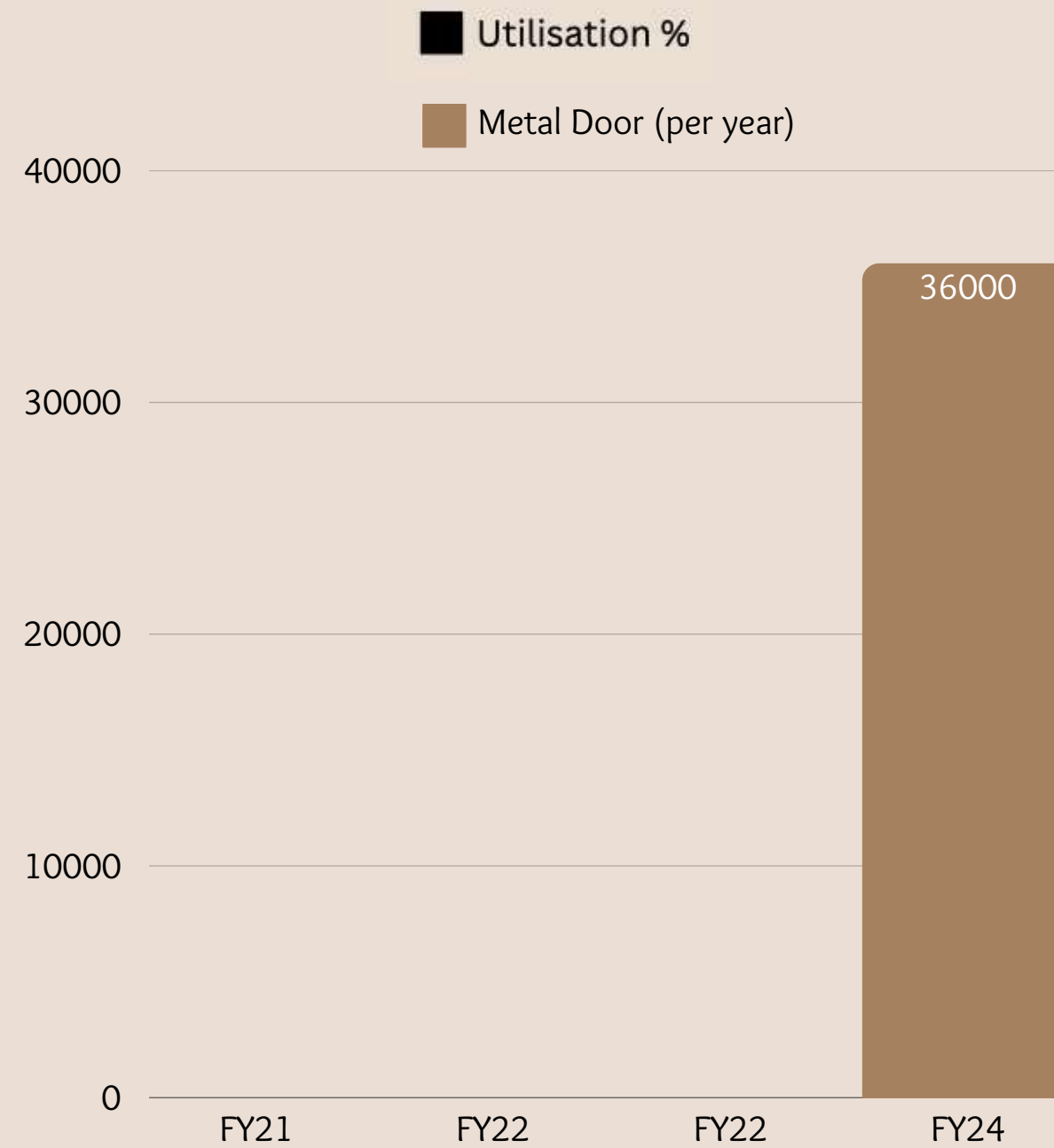
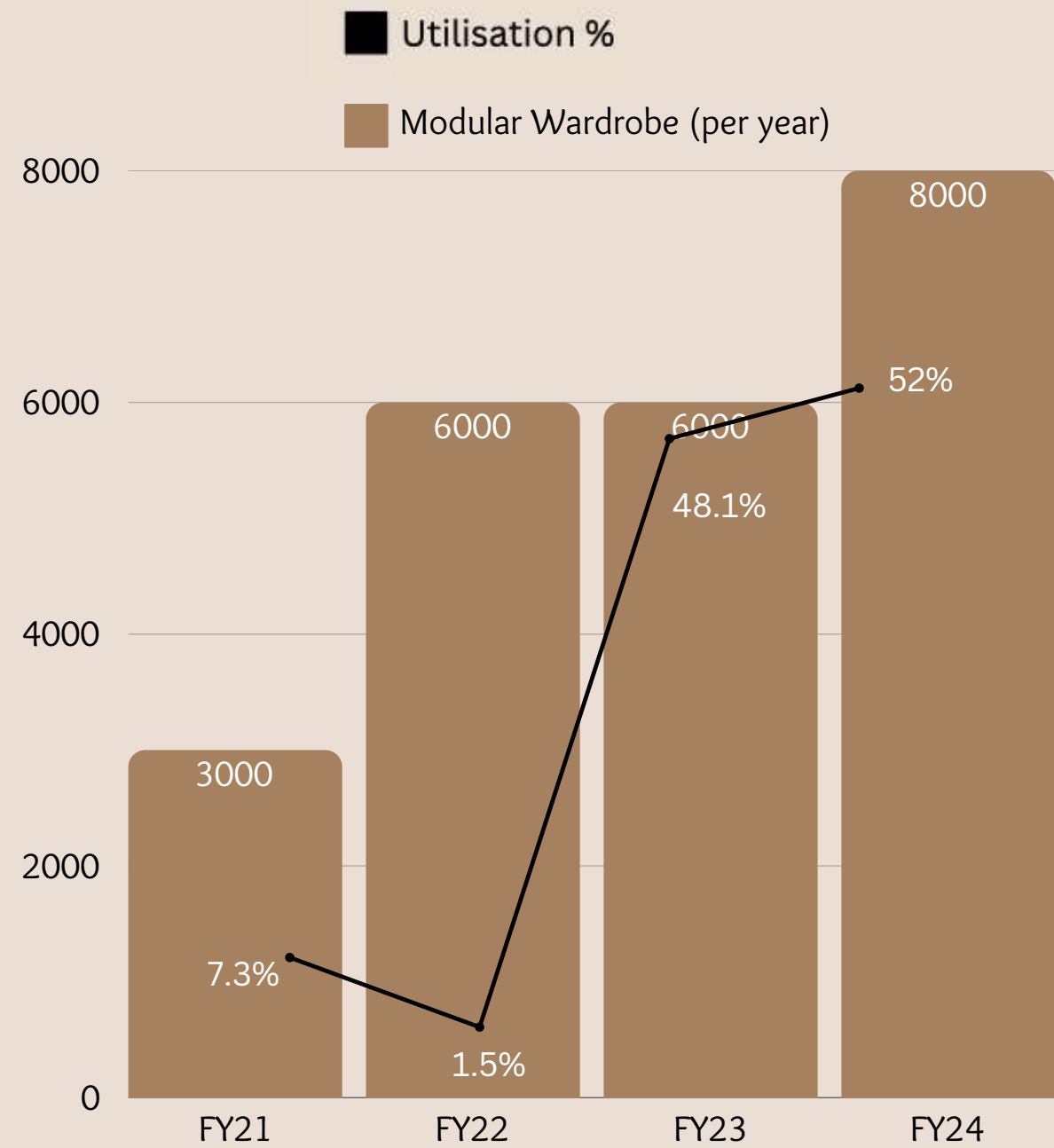
Market Leadership

Manufacturing Capacities



*Basis Double Shift

Manufacturing Capacities



*Basis Double Shift



**Growth
Drivers**

Customization & Tailored Solutions

1

High-Quality Craftsmanship

Omfurn's products are distinguished by their superior craftsmanship and innovative designs, setting the brand apart in a competitive market.

2

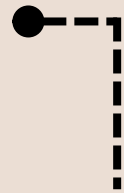
Continuous Product Innovation

We consistently evolve our products to meet changing market demands and consumer preferences, ensuring we stay relevant and maintain our competitive edge.

3

Investment in Technology

Ongoing investments in cutting-edge technology and modern manufacturing equipment allow us to uphold high-quality standards and ensure the efficiency of production processes.



4

Customized Solutions

Omfurn specializes in offering bespoke furniture solutions, catering to the diverse needs of individual customers. This flexibility allows for customization in design, size, and materials.

5

Diverse Range of Options

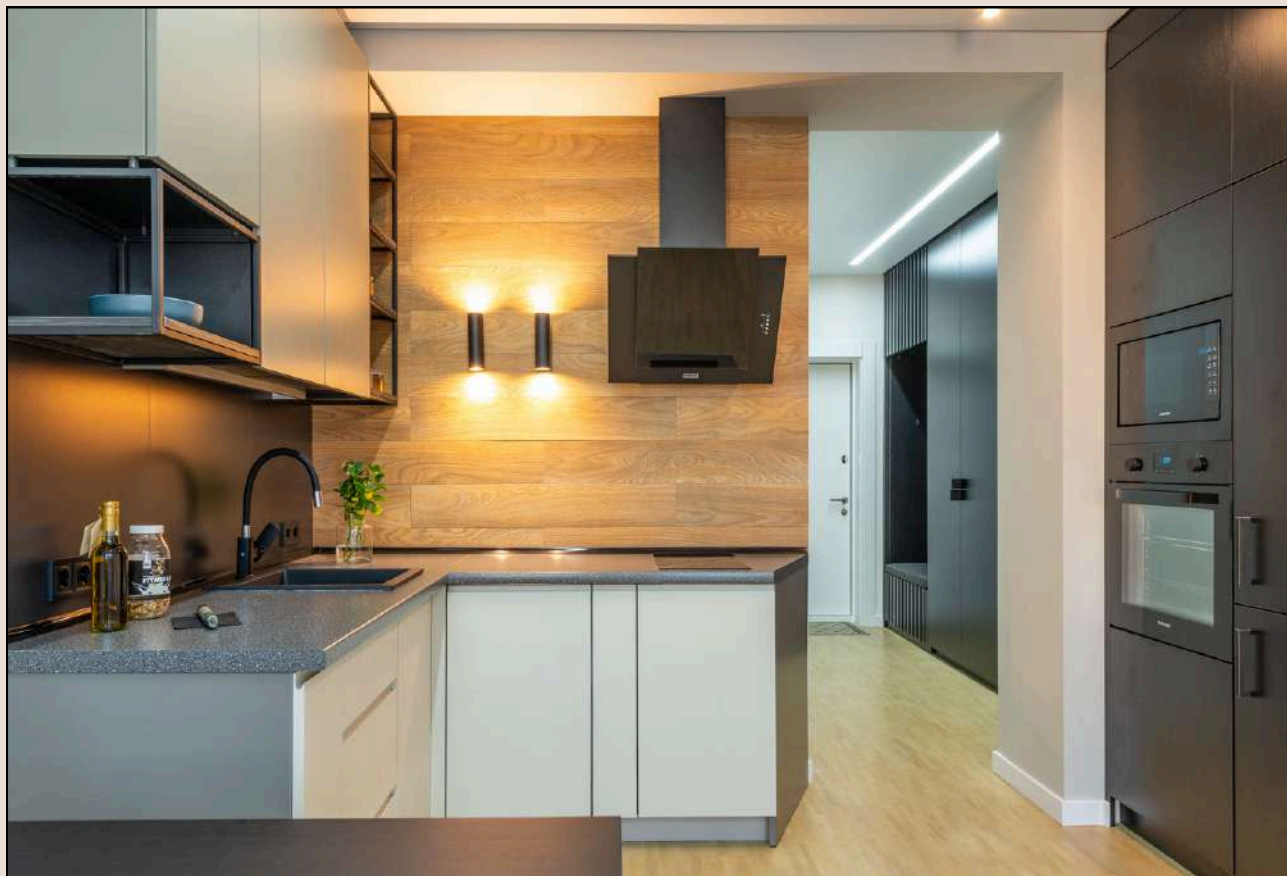
With an extensive variety of materials and designs, we provide a wide range of options to suit both aesthetic preferences and functional requirements.

6

Turnkey Project Execution

Expertise in executing turnkey projects for hotels, offices, residential spaces, shopping malls, hospitals, IT parks, international schools, and more, with all necessary resources handled in-house for efficiency.

Seamless Distribution

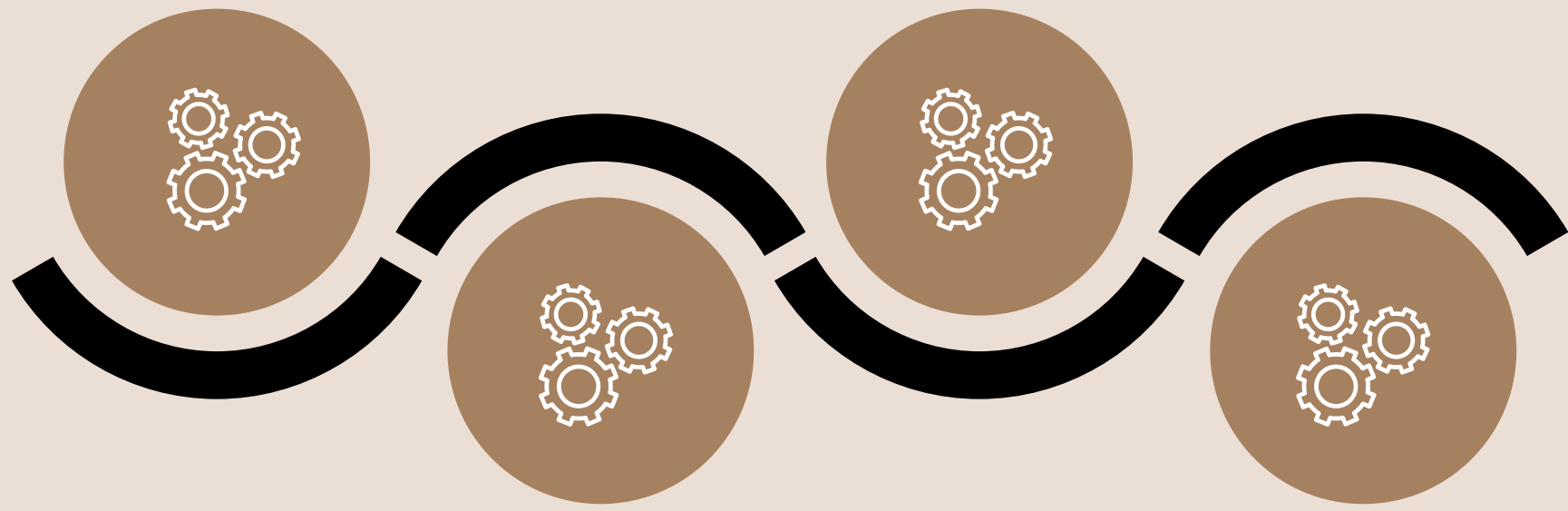


Wide Geographic Reach

Omfurn has an extensive distribution network spanning key regions across India, ensuring the widespread availability of products.

Efficient Delivery

Streamlined logistics systems guarantee that our products are delivered promptly and in excellent condition, maximizing customer satisfaction.



Digital Marketing Efforts

Leveraging digital marketing strategies, we aim to bolster our online visibility, attract new customers, and maintain engagement with our current audience.

Market Expansion

We are actively working to expand our presence in new markets while continuing to strengthen our foothold in existing ones.

Best-In-Class Machinery & Infrastructure

- State-of-the-art infrastructure, meticulously designed to manufacture high-quality furniture products with efficiency and precision.
- Equipped with cutting-edge CNC woodworking machines sourced from industry leaders in Germany and Italy, our factory stands as a beacon of technological excellence.
- In-house design facility that provides complete furniture solutions, keeping in mind constant evolutions in international designs.



Factory Location
Umbergaon, Gujarat

Total Area
1,61,490 Sq. ft.

Quality Standard
ISO 9001, 14001 &
45001

Make In India

Best-In-Class Machinery & Infrastructure

- Quality laboratory ensures comprehensive testing of raw materials as per Indian standards and internal specifications.
- The factory is equipped with state-of-the-art CNC woodworking machines from Germany and Italy. These machines are known for their precision and efficiency, which allow us to manufacture furniture products with exceptional accuracy and quality.

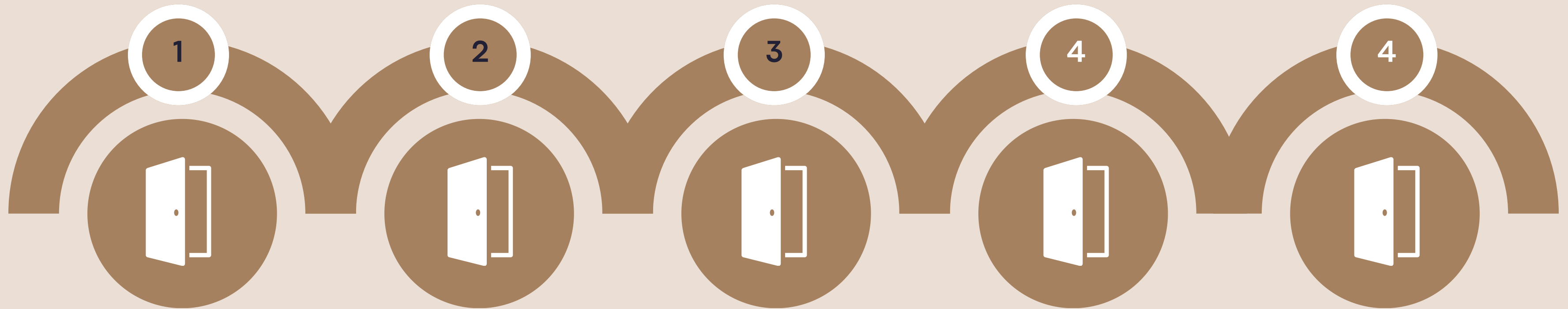


A dedicated display area in the factory that showcases a wide range of our products.

Dust Free Manufacturing Setup



Breakthrough in Fire Safety Innovation



Industry Milestone

Our Fire Rated Metal Door has successfully passed the IS 3614 test for a 120-minute duration, reinforcing our commitment to superior safety standards.

Market Expansion

This achievement unlocks new business opportunities across commercial real estate, industrial facilities, and public infrastructure projects.

Competitive Advantage

Strengthens our product portfolio, positioning Omfurn as a leader in fire-rated doors and enhancing our ability to secure strategic partnerships.

Growth Catalyst

Opens doors for large-scale projects, driving expansion and establishing a strong foothold in the fire safety solutions sector.

Seamless Market Penetration

Easier to sell as our target clients align with our existing wooden door segment, allowing for smooth integration and accelerated sales growth.

Industry Growth

Growth in Furniture Exports

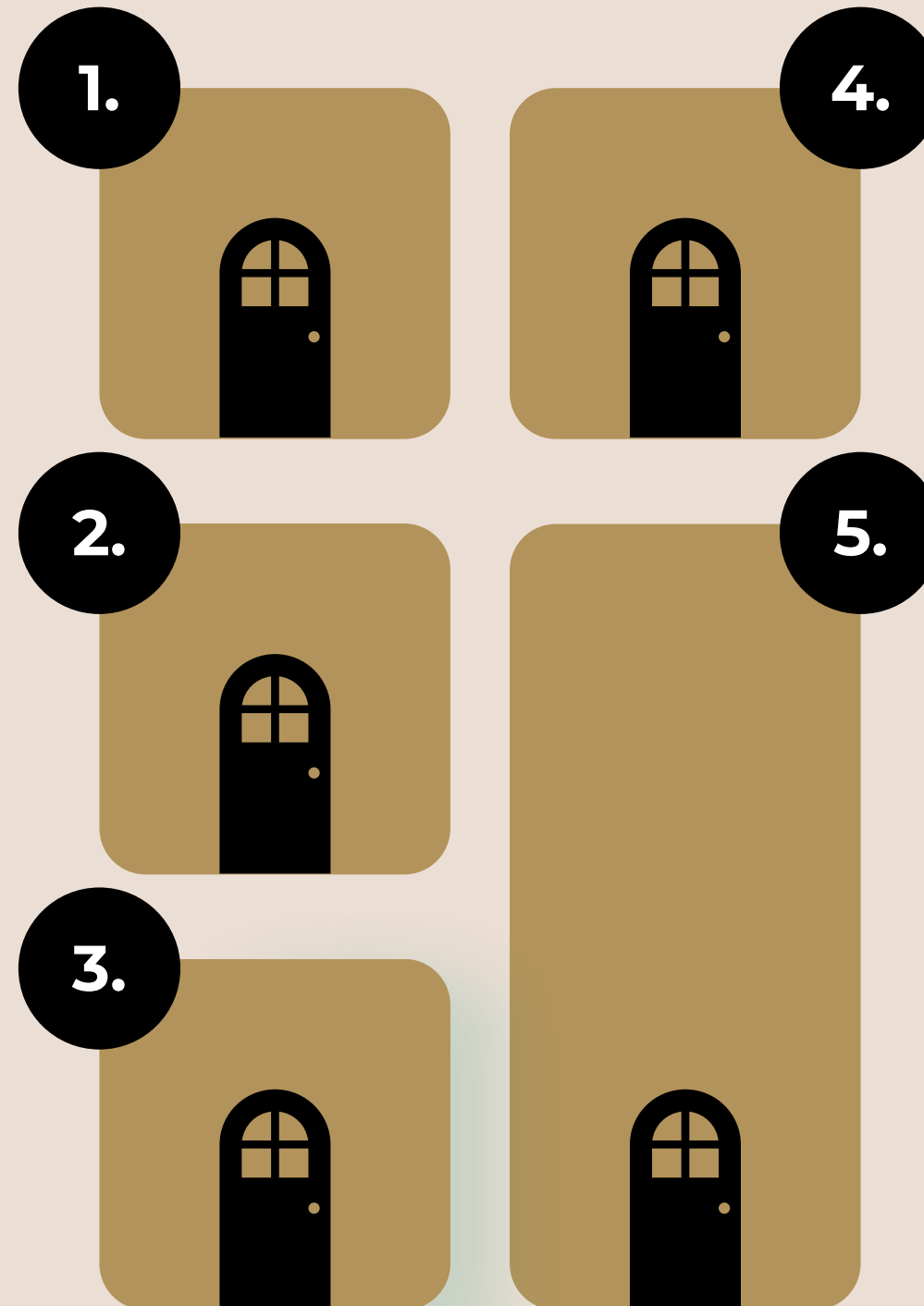
- 3X growth in India's furniture exports (April-Jan 2022-23 vs. 2013-14).
- \$3.5 Bn in exports (2022), growing at 15% CAGR (2018-22).
- 36% decline in imports over the past three years, boosting domestic production.
- 2.53X increase in wood exports (\$246 Mn in 2013-14 to \$623 Mn in 2022-23).

India's Global Furniture Market Position

- 5th largest producer and 4th largest consumer of furniture worldwide.
- 2nd largest producer of timber, supporting a robust supply chain.
- Expected to grow at 10.9% CAGR (2023-28), reaching \$32.7 Bn by 2026.

Government Initiatives & Trade Advantages

BIS standards (2022) ensure quality, while ECTA & CEPA enable zero-duty exports, boosting India's furniture trade.



Infrastructure & Logistics Driving Growth

- Furniture Hubs & Parks: Tamil Nadu's International Furniture Park, with upcoming clusters in Karnataka, MP, UP & AP.
- Multimodal Logistics Parks (MMLP): 35 nodes covering 60% of India's freight movement, reducing costs.
- Faster Transit: Ship turnaround time reduced to 2.7 days, improving export efficiency.

Growing Domestic Demand & Skilled Workforce

- Urbanization Surge: 51% of India's population to live in urban areas by 2047, driving furniture demand.
- Competitive Skilled Labor: India's rich heritage in carpentry and woodwork fosters a strong manufacturing base.
- Jodhpur & other regions emerging as furniture production hotspots.

Financial Performance



Income Statement

In Lakhs

| Particulars | FY23 | FY24 | H1FY25 |
|-----------------------------------|----------------|----------------|----------------|
| Revenue from Operations | 7023.40 | 8028.82 | 4039.38 |
| Total Expenditure | 6303.65 | 7292.23 | 3444.95 |
| EBITDA | 719.75 | 736.59 | 594.43 |
| EBITDA Margin (%) | 10% | 9% | 15% |
| Other Income | 84.7 | 108.88 | 74.26 |
| Depreciation | 111.52 | 138.01 | 107.77 |
| EBIT | 692.93 | 707.46 | 560.92 |
| Interest | 206.19 | 217.38 | 102.04 |
| Profit Before Tax | 486.74 | 490.07 | 458.89 |
| Tax | 96.15 | 123.76 | 119.31 |
| Profit After Tax | 390.59 | 366.30 | 339.58 |
| Profit Margin (%) | 6% | 5% | 8% |
| Reported Earnings Per Share (Rs.) | 5.73 | 4.45 | 2.88 |

Balance Sheet

In Lakhs

| EQUITY AND LIABILITIES | | | | ASSETS | | | |
|----------------------------------|----------------|----------------|----------------|-----------------------------------|----------------|----------------|----------------|
| Particulars | FY23 | FY24 | H1FY25 | Particulars | FY23 | FY24 | H1FY25 |
| | Audited | Audited | Unaudited | | Audited | Audited | Unaudited |
| Shareholders' funds | | | | Non-current assets | | | |
| (a) Share capital | 681.20 | 1177.44 | 1177.44 | (a) Property, Plant & Equipment | 1080.88 | 1374.24 | 1698.17 |
| (b) Reserves and Surplus | 1890.08 | 4056.91 | 4396.48 | (b) Other Intangible assets | 15.49 | 22.26 | 20.15 |
| | | | | (c) Long Term Loans & Advances | 103.05 | 131.02 | 60.02 |
| | | | | (d) Non Current Investments | 110.43 | 116.60 | 154.21 |
| Non-current liabilities | | | | (e) Other Non Current Assets | 124.38 | 153.94 | 65.57 |
| (a) Long term Borrowings | 405.90 | 90.87 | - | | | | |
| (b) Deferred Tax Liability (net) | 31.85 | 33.12 | 33.12 | | | | |
| (c) Other Long term Liabilities | 40.60 | 40.60 | 40.60 | | | | |
| | | | | Current Assets | | | |
| Current liabilities | | | | (a) Inventories | 1883.30 | 2028.22 | 2040.52 |
| (a) Short Term Borrowings | 732.20 | 1444.31 | 1453.42 | (b) Trade receivables | 1915.16 | 2235.85 | 2590.59 |
| (b) Trade payables | 1198.72 | 947.46 | 1079.53 | (c) Cash and cash equivalents | 304.48 | 2184.32 | 1601.78 |
| (c) Other current liabilities | 536.84 | 411.07 | 169.04 | (d) Short term loans and advances | 180.80 | 183.18 | 201.46 |
| (d) Short-term provisions | 200.58 | 227.86 | 210.06 | (e) Other current assets | - | - | - |
| | | | | | | | |
| TOTAL | 5717.98 | 8429.63 | 8559.69 | TOTAL | 5717.98 | 8429.63 | 8559.69 |

Annexure





Thank You!



Omfurn India Limited

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