



ON DOOR CONCEPTS LIMITED

(Formerly Known as On Door Concepts Private Limited)

CIN: L52100MP2014PLC033570 Email id - info@ondoor.com Contact No. 0755-3511480

Registered Office Address – 1st and 2nd Floor, Plot No. 13 Railway Colony, E-8 Arera Colony, Bhopal,
Madhya Pradesh- 462039

Date: 18th September, 2024

To,
Listing Department,
National Stock Exchange of India Limited- EMERGE,
Exchange Plaza, Plot No. C-1, G Block,
BandraKurla Complex, Bandra (East),
Mumbai- 400051

NSE SME SYMBOL- ONDOOR
ISIN: INE00ER01015

Sub: Press Release - Unaudited Standalone Financial Results of the company for the Half Year ended 30th September, 2024

Dear Sir/Madam,

Pursuant to Provisions of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of the Press Release with regard to the Unaudited Standalone Financial Results of the Company for the half year ended 30th September, 2024.

Kindly acknowledge and take the same on records.

Thanking you,

Yours faithfully,

FOR ON DOOR CONCEPTS LIMITED

NARENDRA SINGH BAPNA
CHAIRMAN & MANAGING DIRECTOR
DIN: 03201953



On Door Concepts Achieves Impressive YoY PAT Growth Of 355% In H1 FY25

Mumbai, 18th Nov 2024 – On Door Concepts Limited, an omni-channel grocery retail, and an E-commerce platform for groceries and home essentials, announced its Unaudited Financial Results for H1 FY25.

Key Financial Highlights

Particulars (₹ In Lakhs)	H1 FY25	H1 FY24	YoY
Total Revenue	12,133.65	10,456.35	16.04%
EBITDA	502.65	265.87	89.06%
EBITDA (%)	4.14	2.54	159.99 BPS
Net Profit	306.87	67.43	355.09%
Net Profit Margin (%)	2.53	0.64	188.42 BPS
EPS (₹)	5.43	1.62	235.19%

Key Operational Highlights

1) Strengthening Market Presence

- **Expansion of Retail Network:** Headquartered in Madhya Pradesh, operates 60+ stores (company-owned and franchised) across major urban centers in the state, with ongoing plans for expansion into emerging markets.
- **Enhanced Digital Platform:** The company has invested in its E-commerce and mobile app infrastructure to cater to the growing demand for online grocery shopping, enhancing user experience and accessibility.

2) Launch of Private Label Products

- **Focus on Quality and Affordability:** On Door has introduced several products such as staples, snacks, and home care under private label of “On Door”, along with other brands providing high quality products at competitive pricing.

Commenting on the performance, Mr. Narendra Singh Bapna, Managing Director of On Door Concepts Limited said, “Our H1 FY25 performance demonstrates our unwavering commitment to providing value to our customers and strategically expanding our presence in key markets. This half-year’s growth underscores the effectiveness of our FOCO model, strong supply chain, and ability to deliver essential products at accessible prices.

We are pleased to report strong progress in H1 FY25, highlighted by our revenue to ₹12,133.65 lakhs, an 89.06% rise in EBITDA to ₹502.65 lakhs, and a remarkable 355.09% growth in Net Profit to ₹306.87 lakhs. Also, our EPS increased significantly to ₹5.43 from ₹1.62, reflecting a YoY growth of 235.19%.

With India's retail sector on a growth trajectory, On Door is well-positioned to benefit from the rising demand for organized grocery retail in smaller cities and semi-urban areas. We will continue to strengthen our omni-channel strategy, enhance our E-commerce platform, and deepen our partnerships to bring high-quality, affordable groceries to more communities.

The introduction of our private label brands has been a major milestone, allowing us to offer unique products that resonate with our customers while also strengthening our margins. As we continue to expand and innovate, we remain focused on delivering value to our customers."

About On Door Concepts Limited

On Door Concepts Limited (On Door), is an omni-channel grocery retail and an E-commerce venture, providing a wide array of essentials like food staples, groceries, household items, and personal care products. The company is guided by the motto "Create value for our customers to build an ever-lasting relationship," focusing on competitive pricing and reliable, timely home delivery to build customer loyalty. As of September 30, 2024, On Door operates 63 stores, both company-owned and franchised, establishing a strong regional omni-channel presence. The company employs a strategic franchise model with a cluster approach to expand in smaller cities, prioritizing middle-class and upper-middle-class consumers in densely populated residential areas. By combining local market insights, careful product selection, and an efficient supply chain, On Door delivers a comprehensive and competitively priced shopping experience, contributing to its growth & customer satisfaction.

In FY24, On Door Concepts Limited reported total revenues of ₹ 23,351.94 lakhs, with an EBITDA of ₹ 949.32 lakhs and a Net Profit of ₹ 605.79 lakhs.

Disclaimer

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

For Further Information Please Contact Corporate Communication Advisor



AKMIL Strategic Advisors Private Limited

Mr. Milind Apte – Director

milind@akmiladvisors.com

+91 98209 41925

www.akmiladvisors.com