STANLEY
Makers Of Beautiful

Date: 14.08.2026 Ref no. SLL/SE/54-2026

To, National Stock Exchange of India Limited (“NSE”) Listing Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex Bandra [E], Mumbai – 400051	To, BSE Limited (“BSE”) Listing Department Corporate Relationship Department Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001
NSE Scrip Symbol: STANLEY	BSE Scrip Code: 544202
ISIN: INE01A001028	ISIN: INE01A001028

Dear Sir/Ma’am,

SUB: EARNINGS CALL PRESENTATION ON THE UNAUDITED FINANCIAL RESULTS FOR Q1 - FY 2026-27

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of the Earnings Call Presentation on the Unaudited Financial results of the Company for the quarter and three months ended June 30, 2026, for the Earnings Call scheduled to be held on August 14, 2026.

The same shall also be made available on the website of the Company.

We request you to kindly take the above on record.

Thanking You,

For Stanley Lifestyles Limited

SURESH SUNIL
Digitally signed by SURESH SUNIL
Date: 2026.08.14 12:42:13 +05'30'

Sunil Suresh
Chairman and Whole Time Director
DIN:01421517

Encl.: As above

STANLEY
Makers Of Beautiful

(NSE: STANLEY | BSE: 544202)

Earnings Presentation
Q1 FY27

14th August 2026

Largest Luxury Furniture Brand

STANLEY
Makers Of Beautiful

Retail

73.3%
FY26 Revenues

B2B

26.7%
FY26 Revenues

STANLEY
LEVEL NEXT

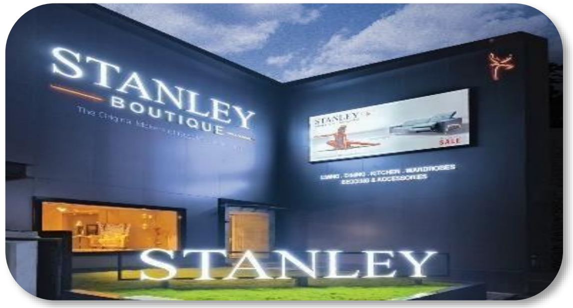
Ultra Luxury

12
Stores

11,000 Sq. Ft
Average Store Size

Rs. 5.0 Lakhs +
Price Point

STANLEY
BOUTIQUE



Luxury

18
Stores

5,600 Sq. Ft
Average Store Size

Rs. 3.0 – 5.0 Lakhs
Price Point

SOFAS & MORE
STANLEY

Super Premium

40
Stores

6,500 Sq. Ft
Average Store Size

Rs. 1.5 – 3.0 Lakhs
Price Point

IKEA
WILLIAMS SONOMA

Furniture Contract Manufacturing

Automotive Seat Manufacturing

Rs. 41,930 Lakhs
FY26
Revenues

Rs. 7,540 Lakhs
FY26 EBITDA
Margin: 18.0%

70 Stores
Company Owned /
Franchised Across 24 Cities

3 Lakhs+ Sq. Ft.
Bengaluru Manufacturing
Across 3 Sites

Sri Lanka
First International Store
Inaugurated in July 2026

Stanley Level Next store count includes Stanley Living
Stanley Boutique store count includes Stanley Boutique Homes
Price Point for each brand is based on the price of a sofa Set

Home Solutions Manufactured Across Price Points

Seating

Sofas

Bar Stools

Recliners

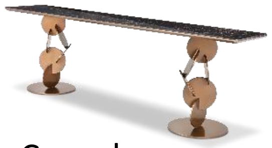
Sofa cum Beds

58.0%
FY26 Revenues

Case Goods

Coffee Tables

Dining Tables



Consoles

End Tables

14.3%
FY26 Revenues

Kitchen and Cabinetry

Kitchens

Wardrobes

Laundry/ Utility

Bar Units

6.0%
FY26 Revenues

Beds and Mattresses

Beds

Mattresses

Pillows and Accessories

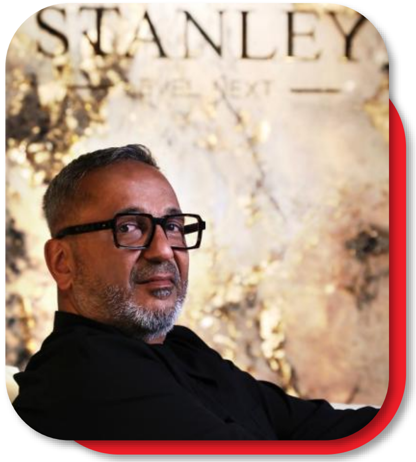
7.7%
FY26 Revenues

1. **Raw Materials** Premium sourcing of leather, wood and other materials
2. **Design and Development** In-house design and innovation center
3. **Manufacturing** 2 facilities with skilled craftsmanship
4. **Quality Control** Rigorous quality checks at every stage
5. **Marketing** Strong brand building and customer engagement
6. **Retail** Omni channel presence across India

B2B FY26 Revenues : Automotive and others 2.9%, and Leather Automotive Interiors 11.2%

Chairman's Message

STANLEY
Makers Of Beautiful



Sunil Suresh

Investment Case Highlights

1. Leading Luxury Furniture Brand
2. Integrated Design and Sourcing Capabilities
3. Complete Home Solutions Provider
4. Extensive Company / Franchised Retail Network
5. Scalable Manufacturing Platform
6. Order Book Visibility and Cash Flow Focus

"During the quarter, Revenue from Operations was Rs. 9,935 lakhs compared to Rs. 10,867 lakhs in Q1 FY26. The decline was primarily due to delays in B2B shipments as a result of disruptions in international freight movements. While the finished products were ready for dispatch, delays in shipments affected revenues.

Our retail business is also operating in a short term challenging industry environment. Stanley's customers are closely linked to the premium and luxury residential market, with nearly 80% to 85% of them being new home buyers. Residential project handovers across India have been delayed by around 12 to 18 months in many cases. The situation in West Asia has further impacted the availability and movement of construction materials. As a result, while customer enquiries and store traction remain encouraging, conversions are taking longer as customers await possession of their homes.

Despite the lower revenue during the quarter, we maintained our gross margin, supported by the restructuring initiatives undertaken across the business and our ongoing localisation efforts. EBITDA for the quarter was Rs. 1,722 lakhs, with an EBITDA margin of 17.3%. PAT was Rs. 65 lakhs.

We remained selective in managing our retail network during the quarter. Three new stores were opened in Bengaluru, including two stores at Varthur and one at Mysore Road. At the same time, we closed four stores, comprising three in Bengaluru and one in Mumbai. These closures were part of our approach to periodically assess the financial prospects of each location. Certain catchments had matured since the stores were originally opened, with the residential development cycle in these areas largely completed. As part of managing a dynamic retail portfolio, resources have been reallocated towards locations that offer better potential for customer acquisition and future growth.

In July 2026, we achieved an important milestone in Stanley's journey with our first international market entry through the opening of Stanley Boutique Homes in Colombo, Sri Lanka. This has been undertaken through a strategic joint venture with Singer (Sri Lanka) PLC, one of the country's established retail companies. The partnership gives us access to local market knowledge and provides a platform to understand customer preferences as we build our presence in international markets. Additionally, we also expanded our presence in India with the opening of a new Sofas & More by Stanley store in Jaipur, marking our entry into Rajasthan.

As part of the next phase of our retail strategy, we are preparing to introduce Stanley Superlative Living, a new format aimed at the ultra luxury segment. The format is being developed as a complete home solutions destination, bringing Stanley's offerings together under one premium retail experience. We intend to benchmark the format with global luxury retail standards as we expand our presence and build a wider global footprint.

Looking ahead, our focus will remain on improving customer conversions as residential project handovers progress and expanding selectively into attractive markets. Ongoing localisation and the development of our complete home solutions portfolio are top priorities for the management team."

Expanding Retail Footprint Across Key Markets

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First International Store Opening: Sri Lanka, July 2026



Strategic Partnership with Singer (Sri Lanka) PLC	Entered into a strategic joint venture with one of Sri Lanka's most trusted retail companies to support market entry and long term growth
Presence in Colombo	Opened Stanley Boutique Homes in Colombo, Sri Lanka's commercial capital and the country's largest market for luxury residences
Complete Home Solutions Portfolio	Showcases Stanley's complete range of premium furniture, kitchens, wardrobes and home interior solutions under its flagship brands
Platform for International Expansion	Establishes a scalable business model and provides valuable market insights to support Stanley's future international expansion strategy
Growing Premium Market Opportunity	Targets Sri Lanka's luxury home interiors market, supported by rising affluent consumers and increasing demand for premium lifestyle products

New Store Launch in Jaipur, August 2026



Location Ajmer Road, Jaipur

Store Size 6,500 sq. ft.

Format Sofas & More by Stanley

Offering Premium Home Furniture Solutions

- Wide range of sofas, recliners, beds & dining furniture
- Customisation in designs, colours and finishes
- Experience led retail format
- Strengthens presence in Rajasthan

Investment Case (1/2)

1 Leading Luxury Furniture Brand

- One of India's leading home grown luxury and premium furniture brands, with over 30 years of expertise across design, manufacturing and retail
- Multi-brand portfolio serving Ultra-Luxury, Luxury and Super-Premium segments through Stanley Level Next, Stanley Boutique and Sofas & More
- Diversified product portfolio across seating, bedrooms, dining, wardrobes, kitchens and cabinetry, with ticket sizes ranging from Rs. 1.5 Lakhs to Rs. 5.0 Lakhs +

2 Integrated Design and Sourcing Capabilities

- Vertically integrated operations covering raw material sourcing, product design, manufacturing, quality control and retail ensure superior quality and consistency
- In-house design and manufacturing capabilities anchored by a 15,000 sq. ft. Design & Innovation Centre, 150 designers and 1,000+ skilled artisans
- Increasing Indian sourcing of key raw materials, including leather, has enhanced supply chain resilience and improved cost efficiencies




3 Complete Home Solutions Provider

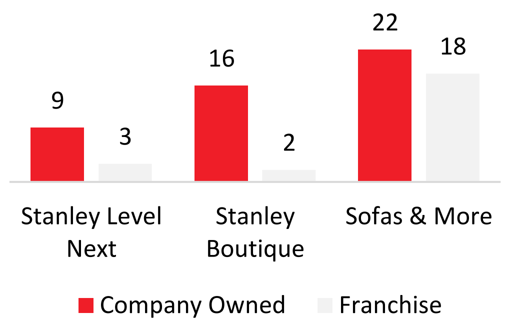
- Expanded beyond premium furniture into complete home solutions including kitchens, wardrobes, cabinetry and home interiors
- Delivered 200+ full home projects with an average project value of Rs. 30 – 35 Lakhs, reflecting growing customer adoption of the offering
- Expansion into full home solution is expected to increase the average customer ticket size from Rs. 2.0 Lakhs to Rs. 20 - 25 Lakhs, driving higher customer wallet share




Investment Case (2/2)

4 Extensive Company/Franchised Retail Network

- Pan-India retail network of 70 stores, comprising 47 Company Owned Company Operated (COCO) and 23 Franchise Owned Franchise Operated (FOFO) stores, with store sizes ranging from 3,516 to 60,000 sq. ft
- 35 stores have been operational for over three years, creating a strong base of mature stores to support sustainable revenue growth
- Strategically located warehouses across six major cities (Bangalore, Hyderabad, Chennai, Mumbai, Pune and Delhi) enable efficient inventory distribution and timely customer deliveries

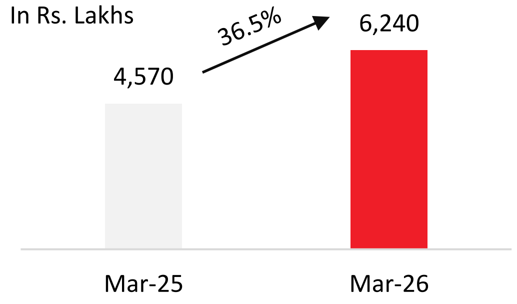


5 Scalable Manufacturing Platform

- Manufacturing platform comprising three facilities in Bengaluru with over 3 lakh sq. ft. of manufacturing area and installed capacity of 3.07 lakh units
- Dedicated facility at Jigani serving B2B customers, supporting scalable production and efficient order execution
- Manufacturing facilities accredited with ISO 9001, ISO 14001, ISO 45001 and Greenguard certifications, reflecting global quality and sustainability standards

6 Order Book Visibility and Cash Flow Focus

- Order book of Rs. 6,240 lakhs as of 31st March 2026 provides near term revenue visibility and supports growth
- Inventory days, excluding display stock, improved from 171 days to 146 days, reflecting better inventory management and improved stock turns
- Cash and liquid funds of Rs. 19,510 lakhs, provide financial flexibility to support store expansion and future growth initiatives



Q1 FY27 Financial Performance

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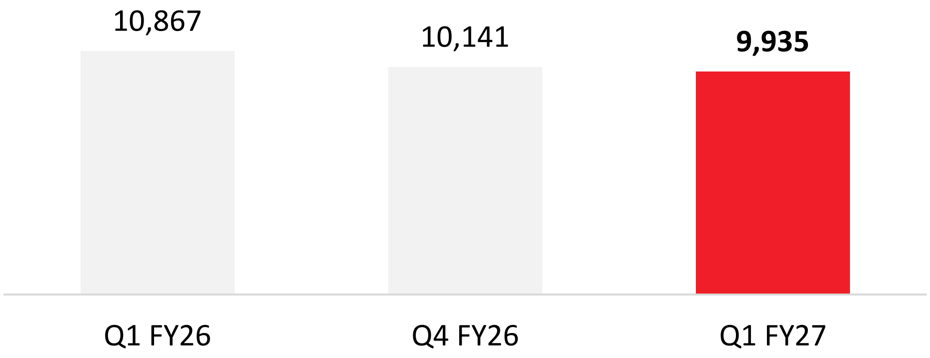
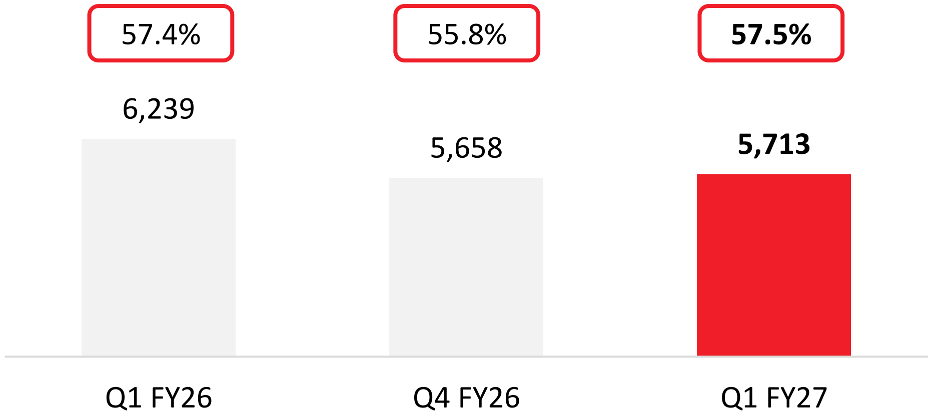
Rs. Lakhs

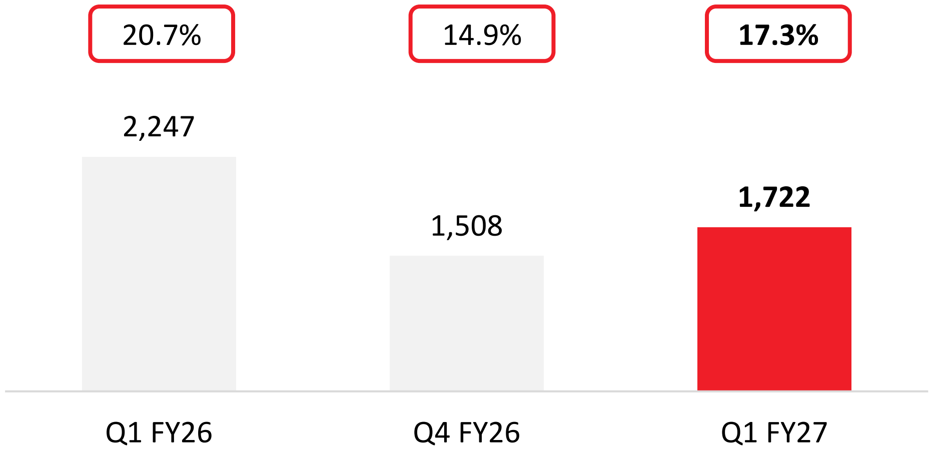
Revenue from Operations



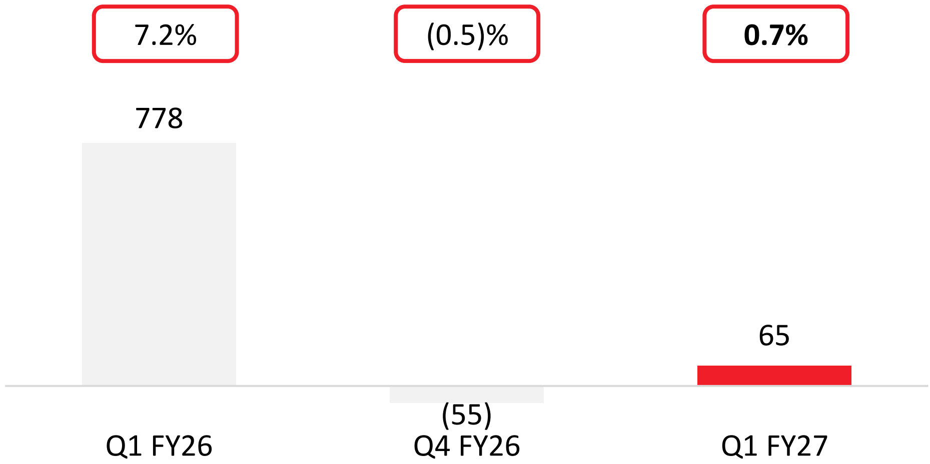
Gross Profit and Margin



EBITDA and Margin



PAT and Margin



Store Brand Positioning and Franchisee Approach

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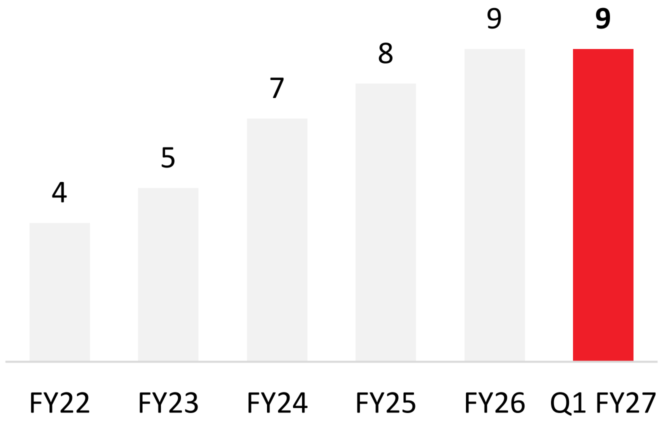
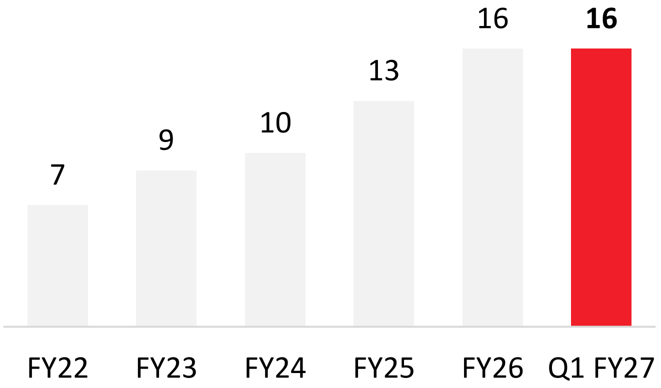
Stanley Level Next (12)

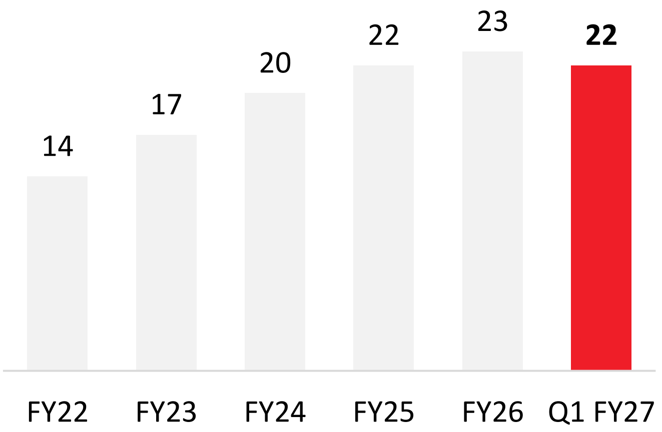
Stanley Boutique (18)

Sofas & More (40)

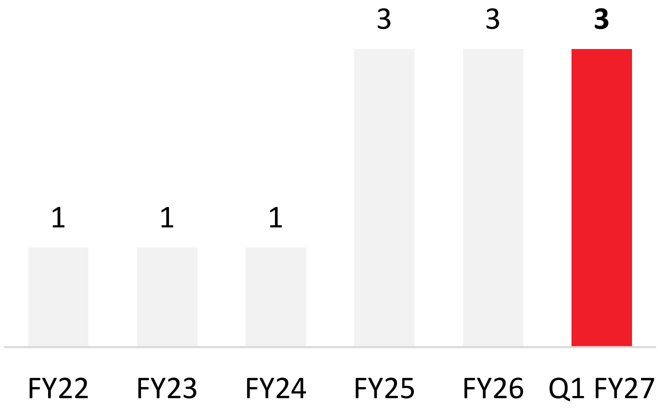
Company Owned (47)

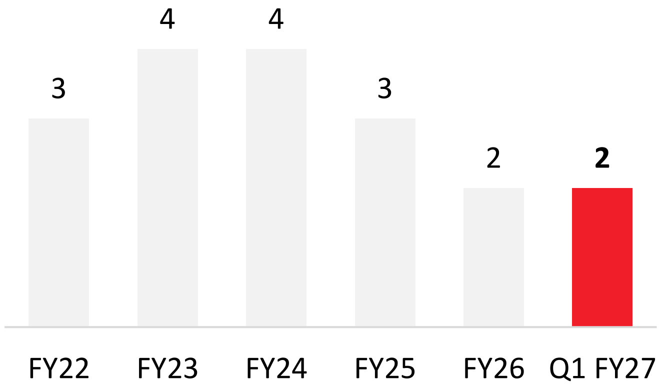


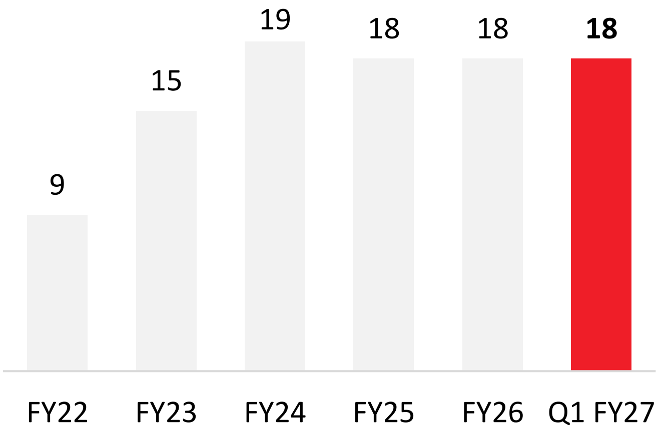




Franchisee (23)







Stanley Level Next store count includes Stanley Living
Stanley Boutique store count includes Stanley Boutique Homes

Q1 FY27 Revenue Contribution

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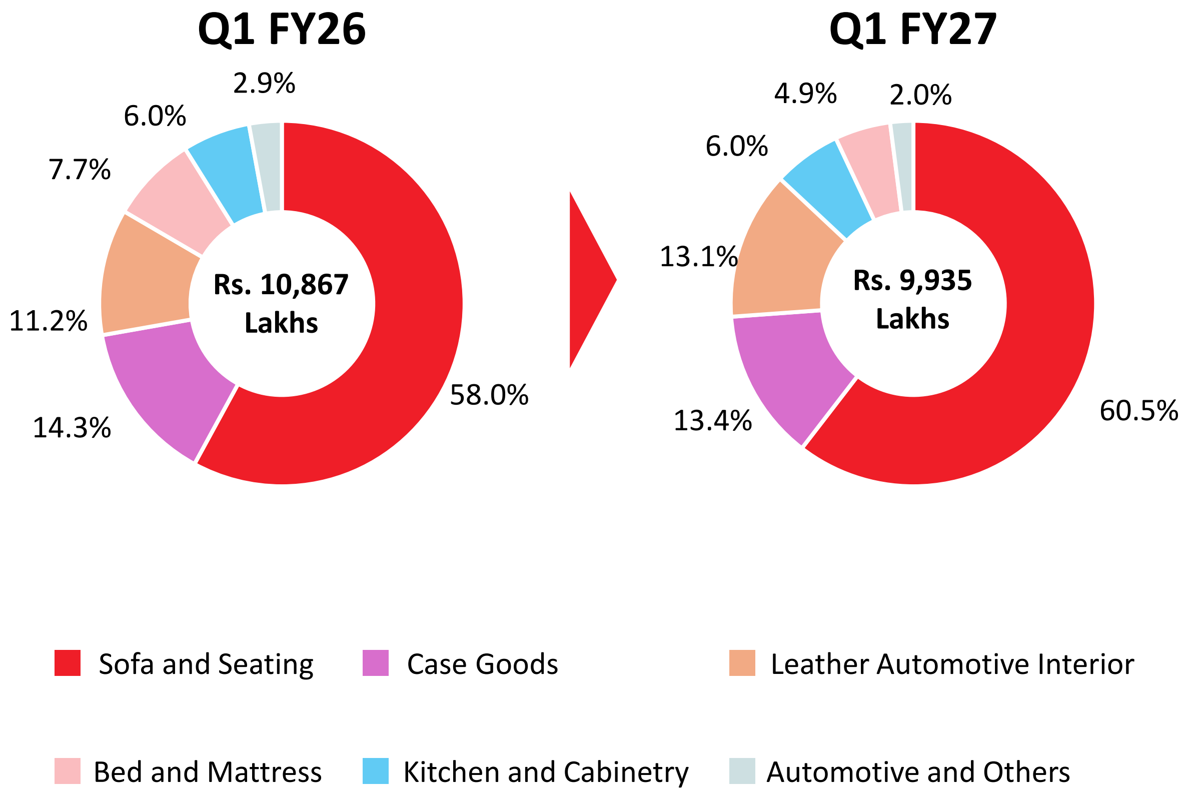
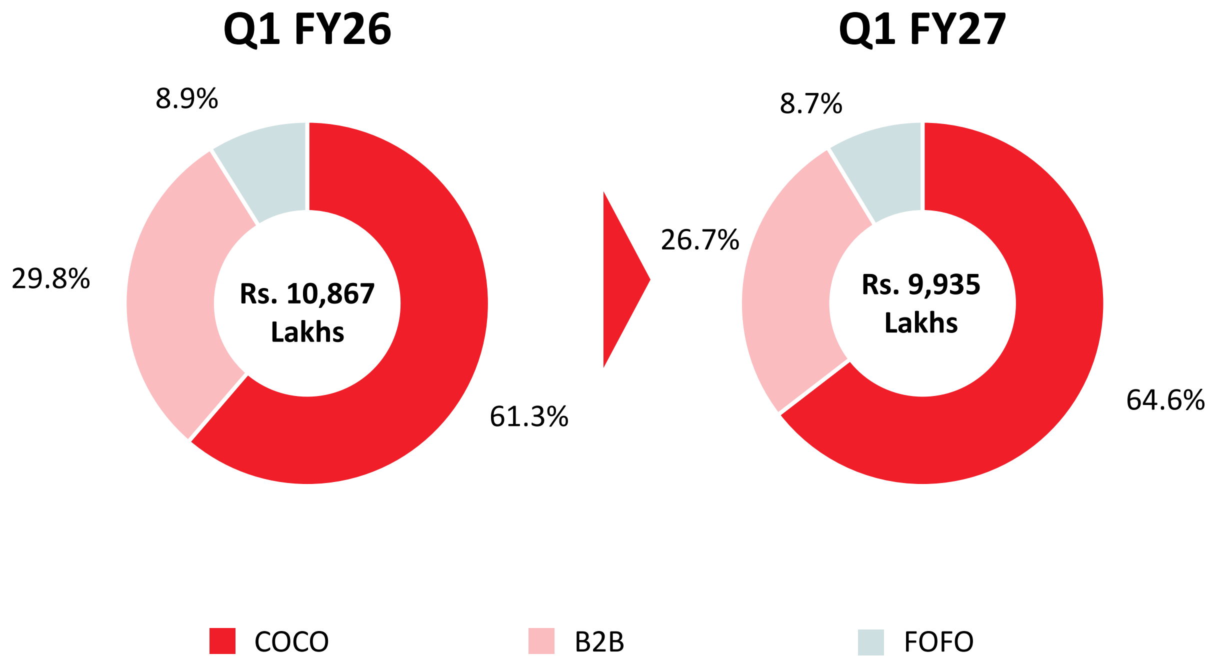
By Product Category



By Distribution Channel



Q1 FY27 Income Statement

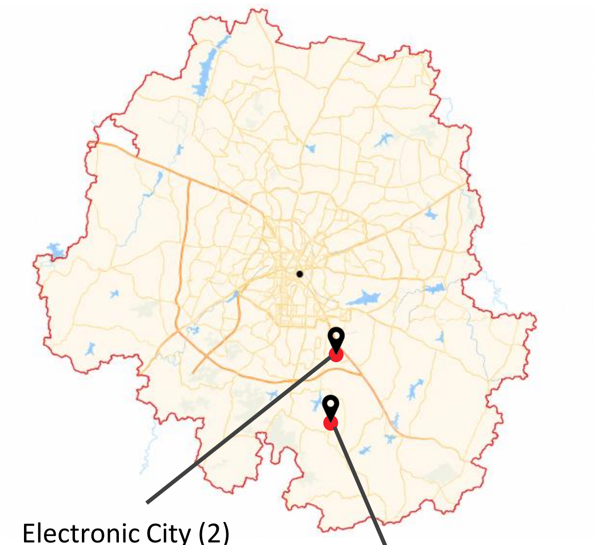
STANLEY
Makers Of Beautiful

Rs. Lakhs	Q1 FY27	Q1 FY26	Y-o-Y (%)	Q4 FY26	Q-o-Q (%)
Revenue	**9,935**	**10,867**	*(8.6)%*	**10,141**	*(2.0)%*
Cost of Materials Consumed	3,758	4,104		3,911	
Purchase of stock in trade	452	375		452	
Changes in Inventories	12	149		120	
Employee Cost	1,696	1,594		1,582	
Other Expenses	2,295	2,398		2,568	
EBITDA	**1,722**	**2,247**	*(23.4)%*	**1,508**	*14.2%*
Margin	***17.3%***	***20.7%***		***14.9%***	
Other Income	629	462		887	
Depreciation	1,535	1,183		1,440	
Finance Cost	568	491		628	
Exceptional Item	67	-		266	
PBT	**181**	**1,035**	*(82.5)%*	**61**	*196.7%*
Margin	***1.8%***	***9.5%***		***0.6%***	
Tax	116	257		116	
PAT	**65**	**778**	*(91.6)%*	**(55)**	*nm*
Margin	***0.7%***	***7.2%***		***(0.5)%***	
Basic EPS	**0.08**	**1.38**		**(0.14)**	

Scalable Manufacturing Platform

3 Manufacturing Facilities	**3,00,000+ Sq. Ft** Total Manufacturing Area	**3,07,000** Total Installed Capacity (Units)	**1,000+** Skilled Workers	**ISO Certified** Quality, Environment Safety, Greenguard

Bengaluru, Karnataka



Electronic City

1,97,643 sq ft	1,63,200 Capacity	719 Employees

Products Manufactured	Capacity (Units)
Seating and Beds	43,200
Kitchen and Cabinetry	600
Case Goods	600
Mattress	10,800
Automotive (OEM)	1,08,000

Jigani

1,03,243 sq ft	1,44,000 Capacity	348 Employees

Products Manufactured	Capacity (Units)
Seating and Beds	1,44,000

Integrated Design and Sourcing Capabilities

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In House New Product Development

15,000 sq.ft. design and innovation center enabling faster time to market

Premium Craftsmanship

1,000+ Skilled artisans ensuring precision in every cut, stitch and finish

Bespoke Manufacturing

Custom built furniture tailored to unique customer preferences

Leather

Premium leather is carefully sourced and graded to ensure durability, texture and aesthetic consistency

Cut and Sew

Precision cutting and stitching of leather panels ensures superior fit, finish and minimal material wastage

Carpentry

Engineered wooden frames are crafted to deliver structural strength, durability and long term performance

Metal Work

High quality metal components and mechanisms are fabricated for enhanced functionality and reliability

Foaming

High resilience foam is shaped and assembled to provide optimal comfort, support and ergonomics

Upholstery

Skilled craftsmen upholster each product with meticulous attention to detail and finishing quality

Polishing

Final surface finishing, detailing and inspection ensure a premium appearance before dispatch

Certifications

9001:2015
Quality Management System

14001:2015
Environmental Management System

45001:2018
Occupational Health and Safety Management System

Greenguard
Indoor Air Quality Certified

Extensive Company Retail Network

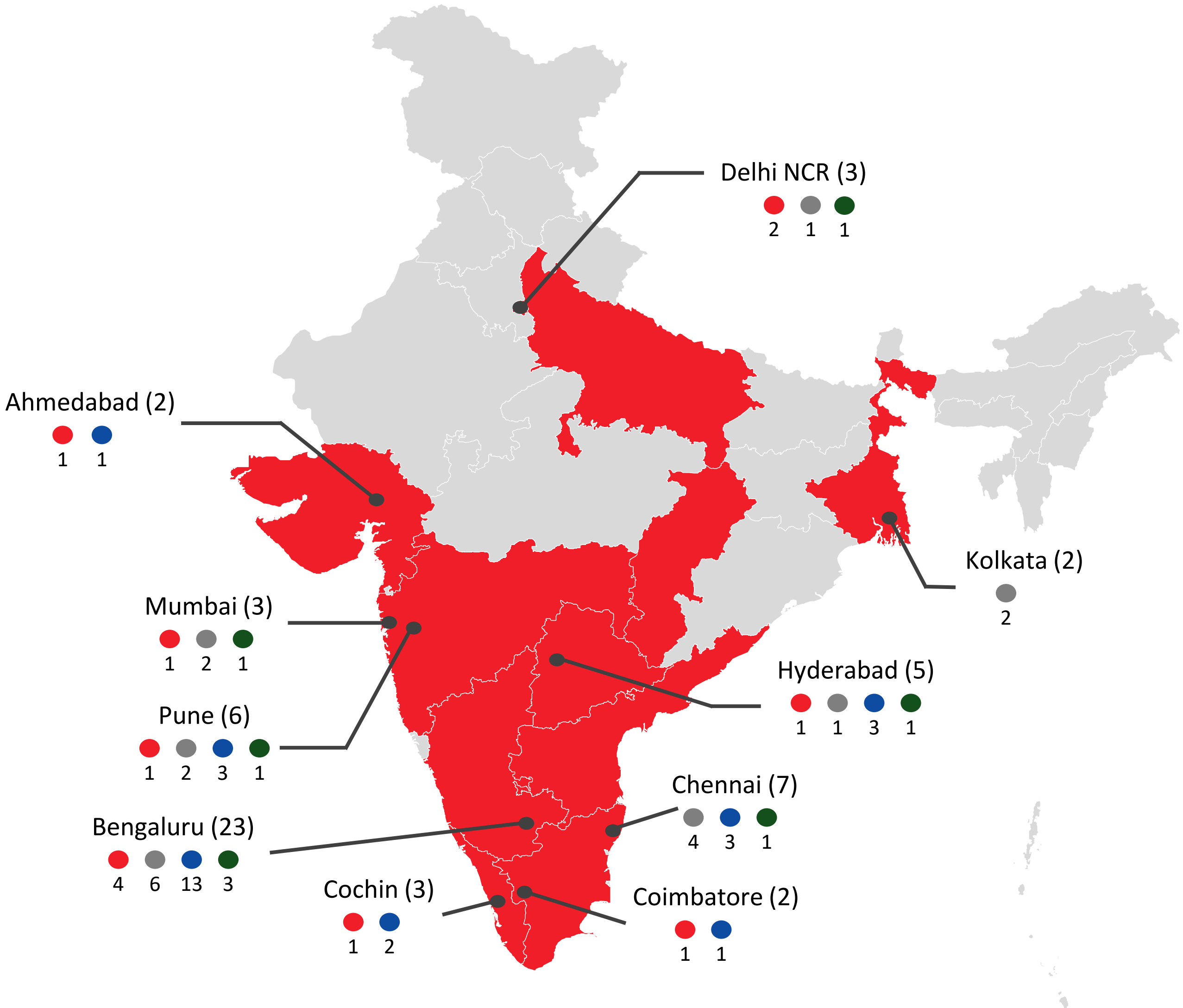
STANLEY Makers Of Beautiful

Pan India Retail Presence with 70 Stores Across 24 Cities

Brand	No. of Stores
STANLEY LEVEL NEXT	12
STANLEY BOUTIQUE	18
SOFAS & MORE	40
Warehouse	8

10 Multi Format Cities with 56 Stores

8 Warehouse Distribution Centres Across 6 Metro Cities



14 Sofas & More Pan India Cities

SOFAS & MORE

1	Bhiwandi
2	Guntur
3	Lucknow
4	Madurai
5	Mangalore
6	Mysore
7	Nellore
8	Raipur
9	Salem
10	Surat
11	Tirunelveli
12	Trivandrum
13	Vijayawada
14	Vizag

Stanley Level Next store count includes Stanley Living
Stanley Boutique store count includes Stanley Boutique Homes

Company Owned Presence Across Top Metro Cities

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	STANLEY LEVEL NEXT	STANLEY BOUTIQUE	SOFAS & MORE	Total	COCO	FOFO
Bengaluru	4	6	13	23	23	-
Chennai	-	4	3	7	7	-
Pune	1	2	3	6	6	-
Hyderabad	1	1	3	5	5	-
Mumbai	1	2	0	3	3	-
Delhi NCR	2	1	0	3	3	-
Sub Total	9 (75%)	16 (89%)	22 (55%)	47 (67%)	47(100%)	-
Other Cities	3 (25%)	2 (11%)	18 (45%)	23 (33%)	-	23 (100%)
Total	12	18	40	70	47	23

Stanley Level Next store count includes Stanley Living
Stanley Boutique store count includes Stanley Boutique Homes

Stanley Level Next

Brand Positioning

STANLEY
LEVEL NEXT

Positioning

Ultra Luxury

No. of Stores

12 (COCO: 9, FOFO: 3)

Avg. Store Size

11,000 Sq. Ft.

Ticket Size

Rs. 5 Lakhs and Above

- The most exclusive format, crafted for connoisseurs of artistic detail, bespoke design and modern luxury
- Functions as an immersive interior experience center, where clients co-create personalized living spaces with Stanley's design experts
- Unlimited customisation options across a wide range of leather types
- Collections showcase contemporary aesthetics, innovative craftsmanship and functional elegance
- Each creation is thoughtfully designed to reflect individual lifestyles and personal expression
- Offers end-to-end home interior solutions, including:
  - Modular kitchens & wardrobes
  - Sofas & Beds
  - Cabinetry and other premium furnishings

Stanley Boutique

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Brand Positioning

STANLEY BOUTIQUE

Positioning

Luxury

No. of Stores

18 (COCO: 16, FOFO: 2)

Avg. Store Size

5,600 Sq. Ft.

Ticket Size

Rs. 3 Lakhs to 5 Lakhs

- Offers refined luxury through ready-to-buy collections that blend craftsmanship and versatility
- Ideal for discerning customers seeking high-end furniture with shorter lead times
- Showcases pieces that balance timeless elegance with everyday practicality
- Each product is crafted in-house with meticulous attention to detail
- Designed to elevate living spaces while preserving warmth and personal expression
- Offers end-to-end home interior solutions, including:
    - Sofas, Recliners & Beds
    - Curated statement pieces

Sofas & More

Brand Positioning

SOFAS & MORE
STANLEY

Positioning

Super Premium

No. of Stores

40 (COCO: 22, FOFO: 18)

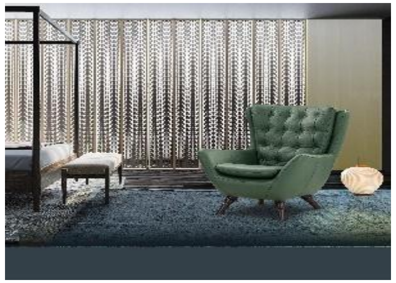
Avg. Store Size

6,500 Sq. Ft.

Ticket Size

Rs. 1.5 Lakhs to 3 Lakhs

- Stanley's most accessible format, offering thoughtfully designed furniture at approachable price points
- Addresses the growing demand for affordable luxury among urban consumers
- Blends Stanley's core values of quality, comfort, and style into value driven offerings
- Features trend aligned collections with efficient delivery cycles
- Unlimited customisation options across a wide range of leather types
- High footfall showrooms designed for quick navigation and easy product discovery
- Serves as the gateway to the Stanley experience, reaching a broader customer base
- Offers a curated range of sofas, recliners, mattresses, beds, accessories and essential home furniture



Growth Journey

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2007 – Incorporated as a partnership firm in the name of 'Stanley Seating'

2008 – 'Stanley Seating' converted to a private limited company, renamed 'Stanley Lifestyles Limited'

2011 – Opened first retail store under the "Stanley Boutique" format in Bengaluru, Karnataka. Opened first FOFO store in Kochi, Kerala

STANLEY BOUTIQUE

2012 – Opened first store in Chennai, Tamil Nadu. Opened first COCO store in Bengaluru, Karnataka

2018 – Incorporation of subsidiary 'SDPL' via joint venture. Opened first COCO store in Hyderabad

2019 – Raised funding from Oman India Joint Investment Fund II

2019 – Opened its first store under 'Sofas & More by Stanley' format

SOFAS & MORE

2019 – Opened the first store under 'Stanley Level Next', offering luxury products

STANLEY LEVEL NEXT

2021 – Store count increased to 25 stores

2022 – Opened first COCO store in Delhi

2023 – Store count increased to more than 50 stores

2024 – Listed on BSE and NSE

2025 – Store count reached 67 stores with 43 COCO stores and 24 FOFO stores

2026 – Entered international market with store opening in Sri Lanka

Board of Directors

Sunil Suresh

Chairman and Founder

Has been associated with our Company as a Promoter and a Director since October 2007. Prior to incorporation, he was associated with Stanley Seating, which was engaged in the business of manufacturing car seat leather upholstery

Shubha Sunil

Whole Time Director

Promoter and Director since 2007, leading strategic planning and operational initiatives that have supported the Company's growth and expansion. Holds a Bachelor's degree in Science and executive leadership training from INSEAD

Venkataramana Seshagirirao Gorti

Managing Director

Has over 34 years of global leadership experience across manufacturing, supply chain and business transformation. Prior to joining Stanley Lifestyles, he held leadership positions at ABB, Oracle, GE, Honeywell, Flextronics, Wipro Hydraulics and Homag

Girish Shrikrishna Nadkarni

Independent Director

Has over 16 years of professional experience. He holds a Bachelor's degree in Commerce from the University of Mumbai, is a Cost Accountant from ICMAI, and has a Post Graduate Diploma in Management from IIM Ahmedabad. He also serves as a Director on the Board of Clair Advisors

Ramanujam Venkat Raghavan

Independent Director

Has over 18 years of industry experience. He holds a Bachelor's degree in Commerce from Bangalore University and is currently the Chief Executive Officer and Director of Shahi Exports Private Limited. He brings extensive leadership and business management experience to the Board

Anusha Shetty

Independent Director

Has over 17 years of leadership experience in branding, marketing and business strategy. Currently serves as Chairperson and Group CEO of Grey Group India, and holds a Post Graduate Diploma in Management from T.A. Pai Management Institute

Management Team

Venkataramana Seshagirirao Gorti

Managing Director

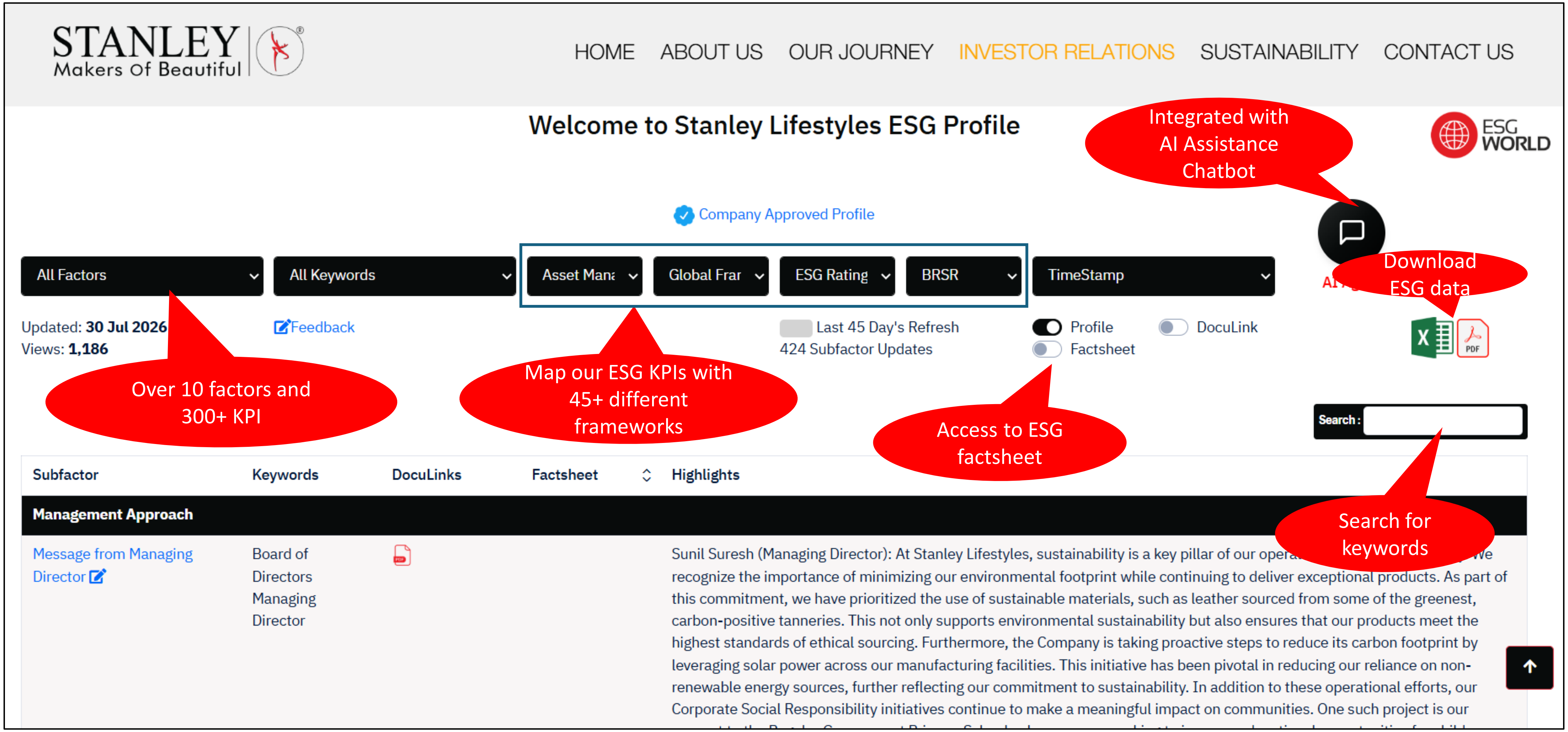
Has over 34 years of global leadership experience across manufacturing, supply chain and business transformation. Prior to joining Stanley Lifestyles, he held leadership positions at ABB, Oracle, GE, Honeywell, Flextronics, Wipro Hydraulics and Homag

Sudhir Iyer

Group Chief Financial Officer

Has over 20 years of experience in corporate finance, financial strategy, treasury, mergers & acquisitions and IPOs. Prior to joining Stanley Lifestyles, he held senior finance leadership positions at Revathi Equipment (Dalmia Group), Goenka International and Arvind Lifestyle Brands Ltd

Stanley Lifestyles ESG Profile

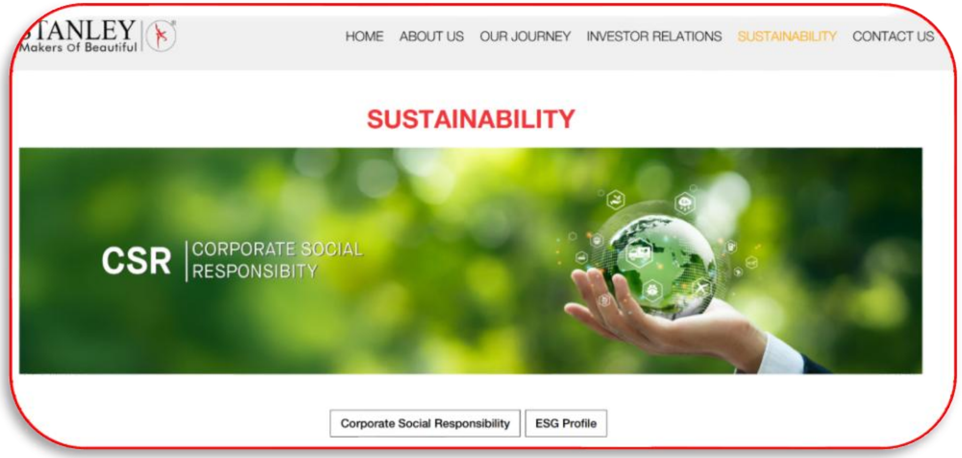


Stanley Lifestyles ESG Profile Link (Click Here)

AI - ESG Profile: 14 Factors and 484 Sub-factors

STANLEY Makers Of Beautiful

Stanley Lifestyles Website



ESG Disclosure Platform

Stanley Lifestyles ESG Profile Link (Click Here)

ESG Factors (11)

- Management Approach (2)
- Company Overview (14)
- Board of Directors (6)
- Resilience (3)
- Environment (30)
- Social (66)
- Governance (104)
- ISO and Certifications (3)
- Materiality Assessment (6)
- Profile Sources (34)
- Ratings and Indices (1)
- Corporate Information (19)
- BRSR (137)
- Listing Disclosure (59)

This presentation contains statements that are "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to "Stanley Lifestyles" future business developments and economic performance. While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, a 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, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Stanley Lifestyles undertakes no obligation to publicly revise any forward-looking statements to reflect future/ likely events or circumstances

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