
FY 2023-24 GROWTH PLAN

TRANSTEEL SEATING TECHNOLOGIES LIMITED.

Transteel has exhibited formidable strength in its pursuit of attaining the set annual numbers. Notably, the company has successfully accomplished a significant milestone by securing 30 crores in revenue during the initial half of the year.

 **30 Crores**

▶▶ April-Sep 2023

An intriguing aspect of Transteel's performance lies within the office furniture segment. Historically, the second half of the year has proven to be more lucrative in terms of revenue generation within this segment. The company anticipates a substantial upsurge in revenue during the latter part of the year, aligning with this historical trend.

Moreover, Transteel boasts a robust order book for the second half of the year, further bolstering its promising outlook. The company's current deal pipeline stands at 46 crores, complemented by a rising demand in the digital sphere. These factors collectively indicate a strong likelihood of Transteel achieving exceptionally commendable figures by the conclusion of the fiscal year.

 **46 Crores**

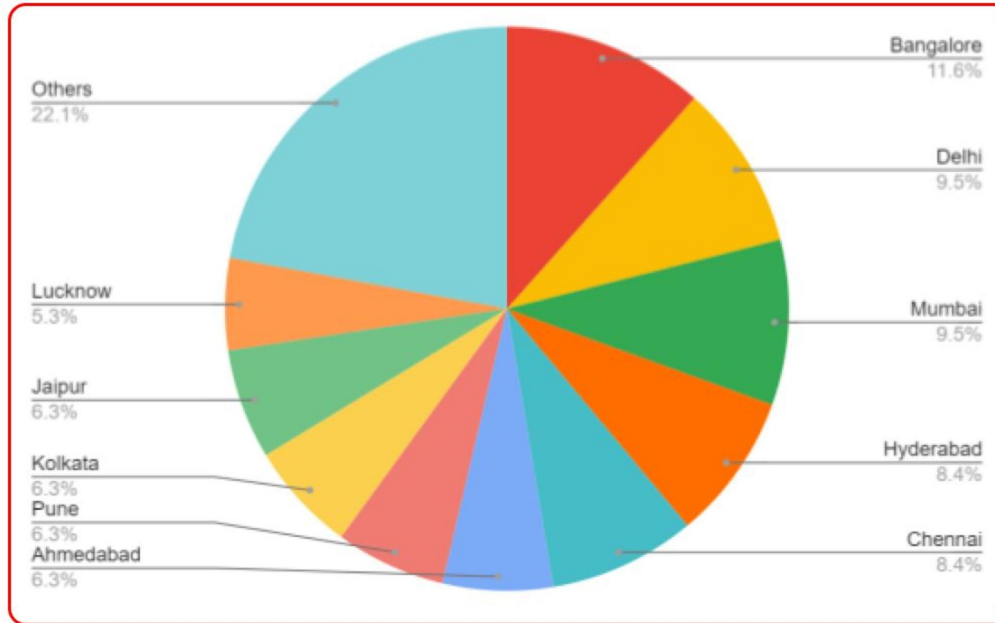
▶▶ Current Deal Pipeline

A key aspect contributing to this positive forecast is the diversified nature of the deal pipeline. Approximately 54% of these impending deals fall within the range of 5 to 10 lakhs. This strategic diversification underscores Transteel's prudent approach, ensuring that the attainment of the targeted numbers does not hinge solely on high-value deals. The well-balanced mix within the pipeline reaffirms the company's resilience and its capacity to navigate various deal values effectively..



Transteel remains resolute in its commitment to sustained growth and strategic adaptability. The company's astute navigation of digital opportunities and prudent management of diversified deal values fortify its position in meeting and exceeding set objectives.

City Wise Market Demand Distribution



We can clearly see that there is a lot of untapped potential in the cities we are not yet present in like Kolkata, Jaipur & Lucknow.

Expansion to new cities



Kolkata



Jaipur



Lucknow

Expansion in new Category



Steel Storages



Lockers



Compactus



Medical Furniture



Public Seating



Soft Seating

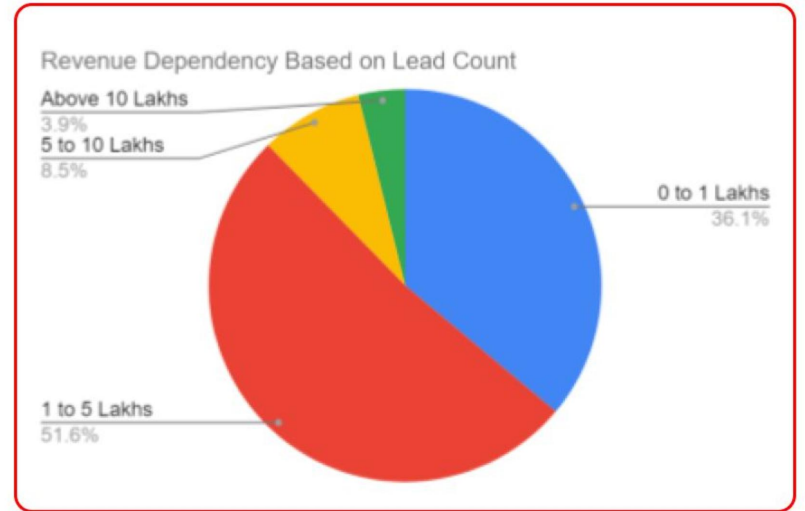
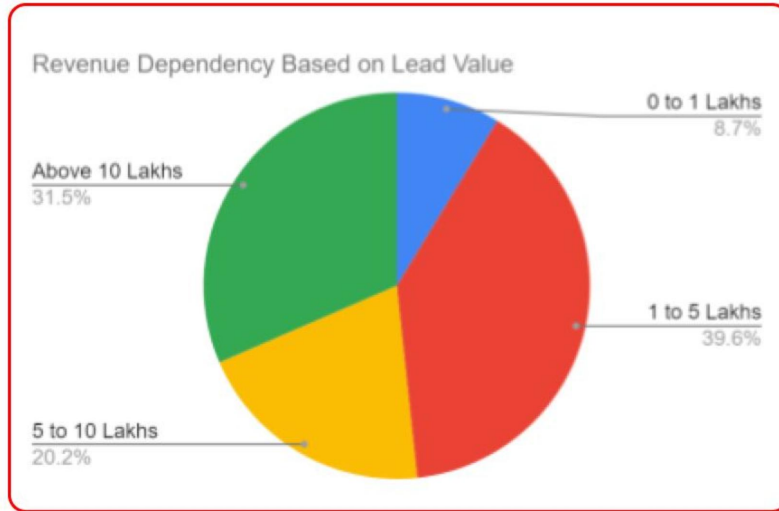


Carpets



Export

Deal Size Buckets



No Dependency on Large Deals for Revenue

Monthly Leads	Qualified Leads Percentage	Qualified Leads
1043	82%	884
Average Deal Value Per Lead: 264663		

The optimal mix of high-value and low-value deals

Transteel remains committed to achieving a revenue target of **160 Crore by 2024-25.**

 **160 Crores**

▶▶ by 2024-25

Followed by an ambitious aim of reaching **300 Crores by 2025-26.**

 **300 Crores**

▶▶ by 2025-26



THANK YOU

TRANSTEEL SEATING TECHNOLOGIES LIMITED.