

13<sup>th</sup> March, 2024

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 read with Para A of Part A of Schedule III to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit Investor Presentation.

This aforesaid Investor Presentation is also available on the company's website i.e. [www.omfurnindia.com](http://www.omfurnindia.com)

Request you to kindly take a note of the same.

Thanking You,

**For Omfurn India Limited**

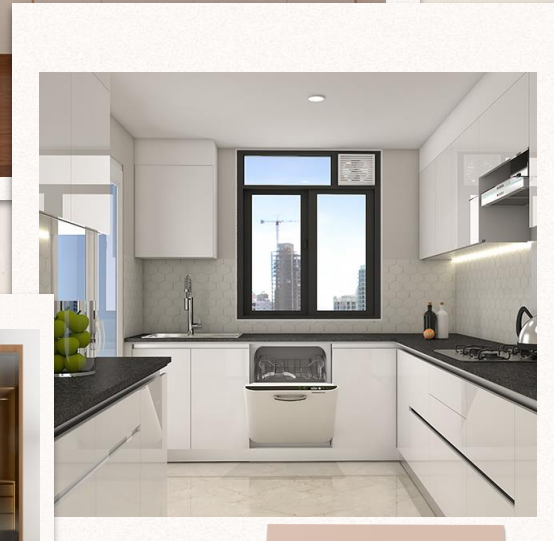
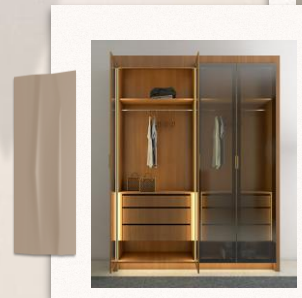
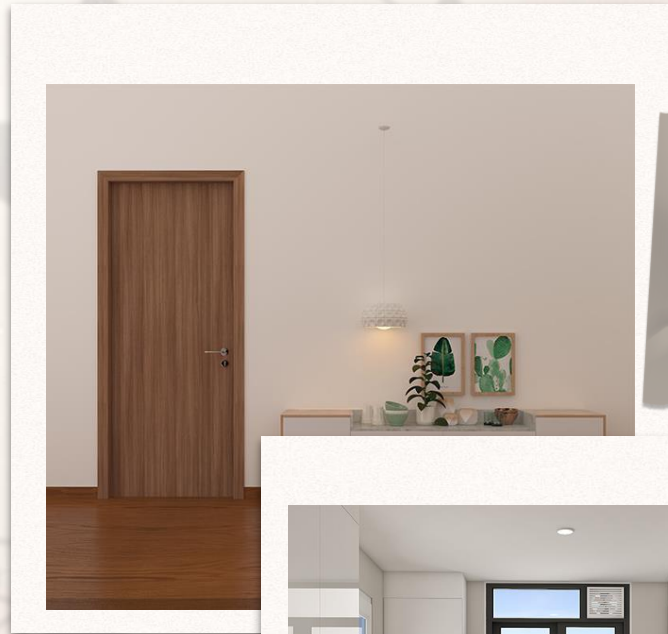
**Dhara Pratik Shah**  
**Company Secretary**  
**ACS29177**



# OMFURN INDIA LIMITED

INVESTOR PRESENTATION

March 2024



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01

About us

# Company Overview

**OMFURN INDIA LIMITED** is a **manufacturer and supplier specializing in Pre-Finished Wooden Doors and Modular Furniture** across India. Our extensive range includes wooden doors and furniture designed for Modular Kitchens, Wardrobes, Vanities, and Modern Office setups, offered through customized, system-based, or turnkey projects nationwide.

1997

Incorporated  
"Om Vishwakarma Private Limited"

2013

Name changed to  
"Omfurn India Private Limited"

2017

Listed on NSE Emerge Platform  
"Omfurn India Limited"

## Manufacturing Facility

**Automated Process** equipped with state-of-the-art CNC woodworking machine from Germany & Italy and Inhouse Design Facility at "Umbergaon, Gujarat"

Total Area  
1,61,460 sq. ft.

## Products

- Wooden/Laminated Door Frame with Shutter
- Modular Kitchen
- Modular Wardrobe
- Modular Office Furniture
- Hotel Furniture
- School Furniture

## Tech in Use

- CNC Machine
- CNC Rover (New)
- Venspray
- Edge Bending
- Beam Saw

## Quality Standards

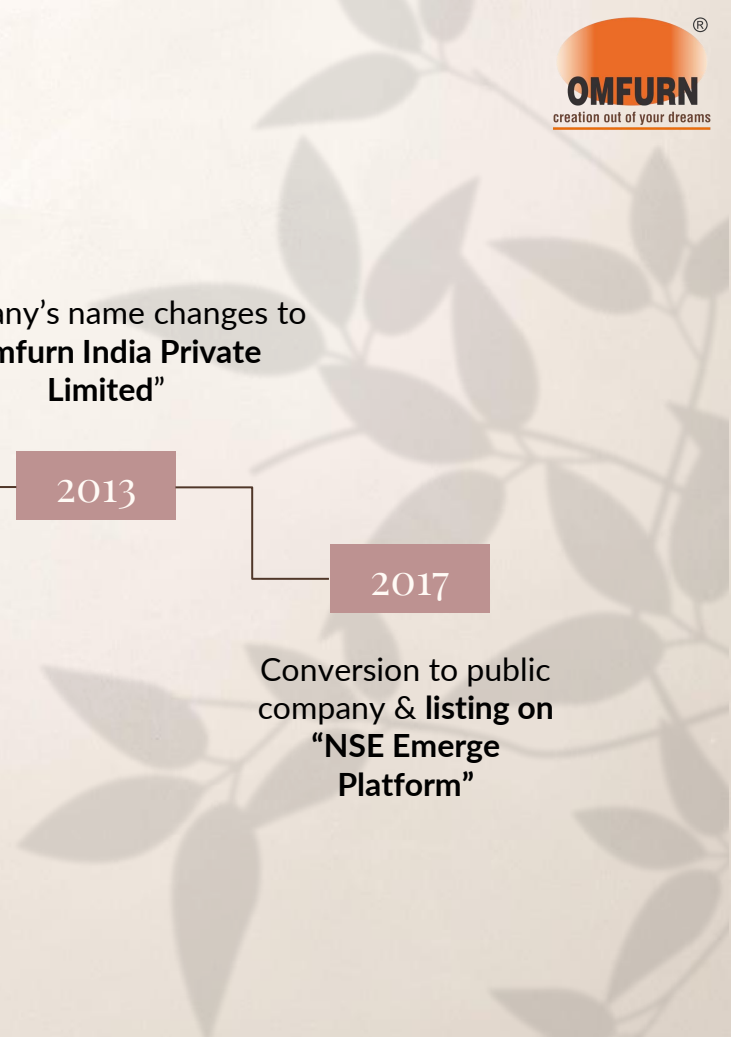
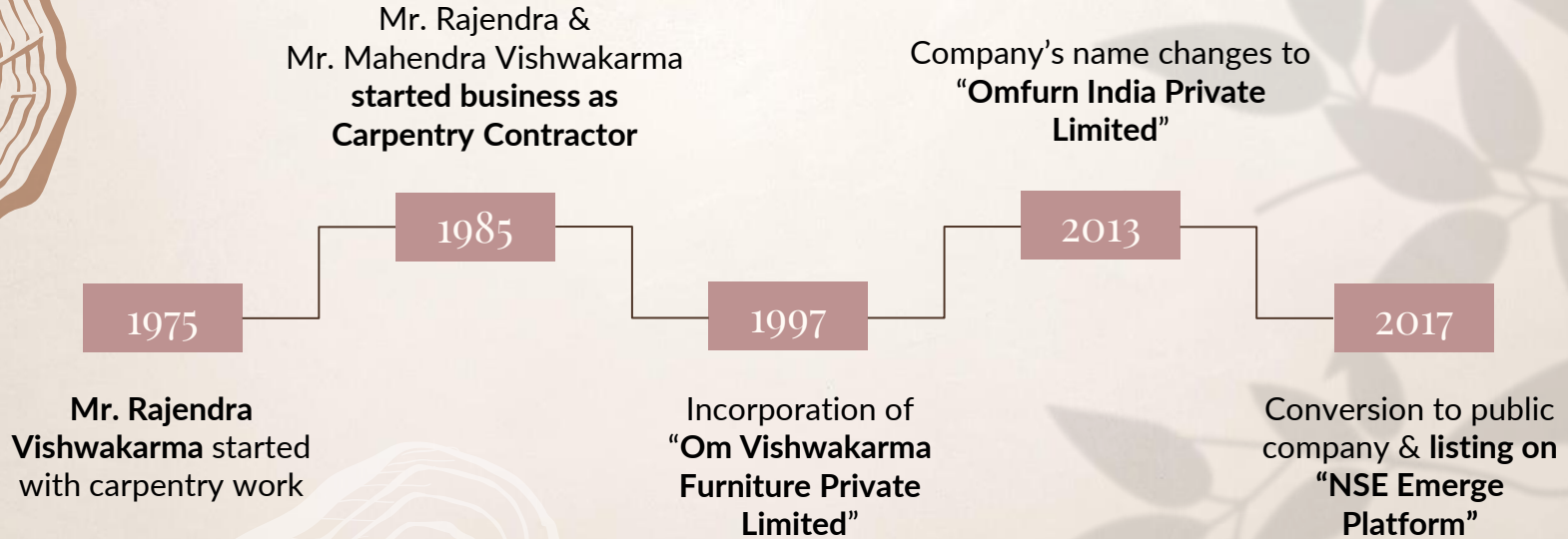
Certification  
ISO 9001, 14001 &  
45001



200+  
Employees



# Timeline



# Our Management Team



**Mr. Rajendra Vishwakarma**  
Chairman  
& MD



**Mr. Mahendra Vishwakarma**  
Whole Time Director  
& CFO



**Mr. Narendra Vishwakarma**  
Executive Director &  
CEO



**Mr. Sudhir Shah**  
Non-Executive  
Director



**Mr. Parag Edwankar**  
Non-Executive  
Director



**Mr. Prasad Chirravuri**  
Non-Executive  
Director



**Mrs. Geeta Shetty**  
Non-Executive  
Director



**Mr. Prashant Vishwakarma**  
Whole Time  
Director



**Mr. Parmanand Vishwakarma**  
Whole Time  
Director

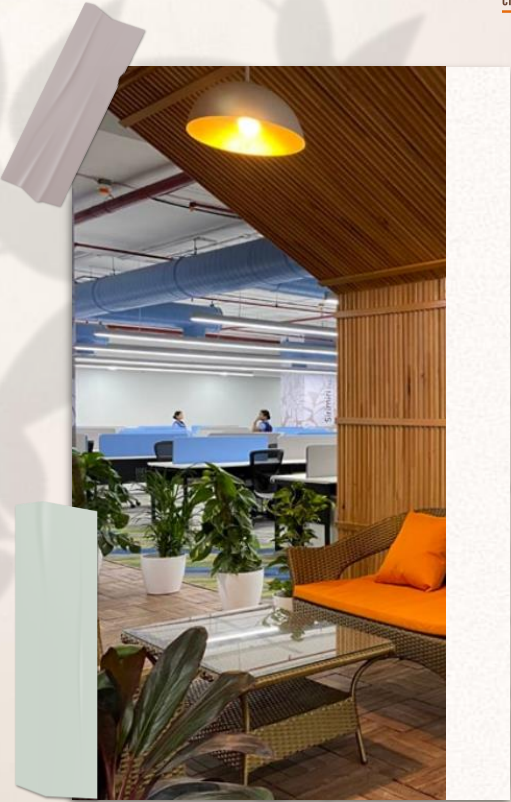


**Mr. Madhav Deshpande**  
Non-Executive  
Director



02

Business  
Overview



# Business Overview

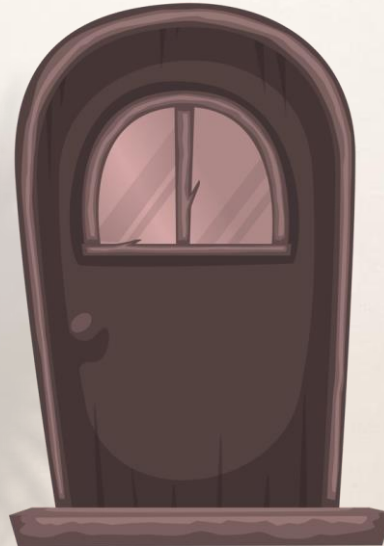
**OMFURN INDIA LIMITED**, a prominent **manufacturer and supplier of Pre-Finished Wooden Doors and Modular Furniture** in India, boasts a **25 years of extensive experience in the industry**. Throughout the journey, company have consistently achieved remarkable milestones in **creation and innovation**.

## Expertise

- Production of a diverse range of wooden doors and furniture, catering to Modular Kitchens, Wardrobes, Vanities, and Modern Office furniture.
- Undertaking projects on a PAN India basis, offering customized, system-based, or turnkey solutions.

## Design

- Providing complete furniture solutions aligned with the latest international design trends.
- Commitment extends beyond aesthetics; prioritizing safety and durability in every furniture product being produced.



## Environmental Sustainability

- Committed to environmental sustainability, aiming to safeguard our heritage for future generations.
- As a testament to eco-friendly practices, OMFURN is Green Building Certified and has successfully completed Greenfield Projects across India.

## Team & Tech

- The dedicated team comprises of professionals who excel in their respective fields.
- Remaining at the forefront of furniture manufacturing, the company invests consistently in the latest technology and equipment, offering cutting-edge solutions to clients.

# Business Strategy

1

Focusing exclusively on high-value and bulk orders, the strategy involves cultivating and expanding existing relationships while actively acquiring new customers for our portfolio.

2

Committed to enhancing quality through continuous upgrades and development, fostering trust among the clientele.

3

Company's relentless commitment extends to improving operating efficiencies, achieving cost reductions and gaining a competitive edge. This involves leveraging technology and design advancements to optimize our processes.

4

The approach includes the recruitment, training and retention of qualified personnel, ensuring a skilled and dedicated team to support our goals and sustain our growth.

# Product Categories (1/3)



Wooden/Laminated  
Door

01



Office  
Solutions

02



Modular  
Kitchen

03



Modular  
Wardrobe/ Vanity

04

Hotel  
Furniture

05



School  
Furniture

06



# Product Categories (2/3)

## Wooden/Laminated Door



Fire Resistant Door



Laminated Door



Veneer Door



Door Frames

## Office Solutions



Short Office Desk



Waiting Lounge



Complete Office Floor



Smart Desk

# Product Categories (3/3)

## Modular Kitchen



Straight Kitchen



Parallel Kitchen



L-Shape Kitchen



U-Shape Kitchen

## Modular Wardrobe/Vanity



Slider Door Wardrobe



Wardrobe with Dressing Table



Glass Door Wardrobe



Traditional Wardrobe

# Manufacturing Infrastructure (1/3)

- ✓ 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

1,61,460  
Sq. ft.



## Quality Standard

ISO 9001,  
14001 & 45001



# Manufacturing Infrastructure (2/3)



## Quality Laboratory at the Factory

- Comprehensive testing of raw materials, in accordance with the Indian standards and internal Specifications.
- Commitment to maintaining the highest standards of quality, environmental sustainability, and occupational health and safety in our manufacturing processes.

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





# Manufacturing Infrastructure (3/3)



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.



CNC Machine



Venspray



Beam Saw



CNC Rover New



Edge Bending

# Dust Free Manufacturing Setup

“The machines installed have **SUCTION PUMPS** which keep the factory **DUST FREE**”



# Manufacturing Capacity

## Wooden/Laminated Door Frame with shutter

	FY21	FY22	FY23
Total Mfg. Capacity per year	60,000	60,000	84,000
Capacity Utilisation (%)	12.0%	19.8%	32.7%

## Modular Kitchen

	FY21	FY22	FY23
Total Mfg. Capacity per year	300	300	600
Capacity Utilisation (%)	2.0%	26.3%	14.0%

## Modular Wardrobe

	FY21	FY22	FY23
Total Mfg. Capacity per year	3,000	6,000	6,000
Capacity Utilisation (%)	7.3%	1.5%	48.1%

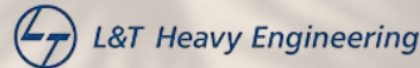
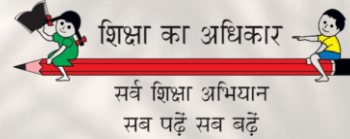
## Modular Office Furniture

	FY21	FY22	FY23
Total Mfg. Capacity per year	6,000	6,000	6,000
Capacity Utilisation (%)	55.1%	66.3%	80.6%

# Growing Clientele (1/2)



# Growing Clientele (2/2)



# SWOT Analysis

## STRENGTHS

- Comprehensive Product Range
- Product Quality & Innovation
- Robust & Enduring Client Partnerships
- Technological Excellence
- Customization Capabilities
- Established Brand Reputation
- Wide Distribution Network



## WEAKNESSES

- Dependence on Raw Materials
- Market Dependency
- Limited Online Presence



## OPPORTUNITIES

- Growing Real Estate Sector
- E-commerce Expansion
- Green and Sustainable Practices
- Diversification



## THREATS

- Intense Market Competition
- Regulatory Challenges
- Economic Uncertainties
- Supply Chain Disruptions



# Certifications





03

# Industry Overview



# Indian Furniture Industry (1/2)

## INDIA FURNISHING THE WORLD

3X increase in India's furniture exports in April-January 2022-23 compared to the same period in 2013-14.

### India's Furniture Market

Anticipated to achieve **CARG of 10.9%** (2023-28), reaching a **valuation of \$32.7 Bn** by 2026

**Valued at \$23.12 Bn in 2022**, positioned as 5<sup>th</sup> largest producer and 4<sup>th</sup> largest consumer of furniture globally

- The commercial sector is further sub-segmented into non-contracting and contracting. The demand for furniture has been observed to majorly generate from northern and southern India.
- **BIS Standards** on modular furniture were published by BIS in 2022 to enhance standardization in furniture and ensure product safety
- The **import duty on furniture was increased from 20% to 25%** to boost domestic manufacturing.
- India has recently finalized the India-Australia Economic Cooperation and Trade Agreement (ECTA) and the India-UAE Comprehensive Economic Partnership Agreement (CEPA), opening avenues for zero-duty market access for Indian-made furniture in these international markets.

## India is the

**2<sup>nd</sup>** Largest producer of timber

&

**6<sup>th</sup>** Largest producer of natural rubber



# Indian Furniture Industry (2/2)

## Large Furniture Ecosystem

Development of furniture hubs such as International Furniture Park in Tamil Nadu, upcoming International Furniture Clusters/Parks coming up in Karnataka, Madhya Pradesh, Uttar Pradesh and Andhra Pradesh.

## Logistics Infrastructure

Development of multimodal logistics parks (MMLP) across 35 nodes which will account for 60% of freight movement in the country and reduce freight cost per ton

## Increasing Consumer Demand

51% of India's population will be living in urban areas by 2047 up from 31% in 2010 which will lead to demand surge for furniture products.

## Availability of Competitive and Skilled labour

India boasts of a rich heritage of unique craftsmanship, woodwork, carpentry & furniture with regions like Jodhpur emerging as demand centers for the local industry.

## Proximity to Global Markets

India enjoys better transit time advantage for East Coast and European harbors; Average turnaround time (TRT) for ships across major ports in India has significantly reduced to around 2.7 days: 30-50 % (import cargo) and 20-70% (export cargo).

### Trade Scenario

- India's contribution to Furniture Exports stood at ~\$3.5 Bn in 2022, growing at a CAGR of 15% (2018-22).
- There has been a 36% decline in furniture imports in the last three years.
- India's wood exports are reaching new heights with 2.53x increase in exports from \$246 Mn in FY 2013-14 to \$623 Mn in FY 2022-23.

The sector permits 100% FDI

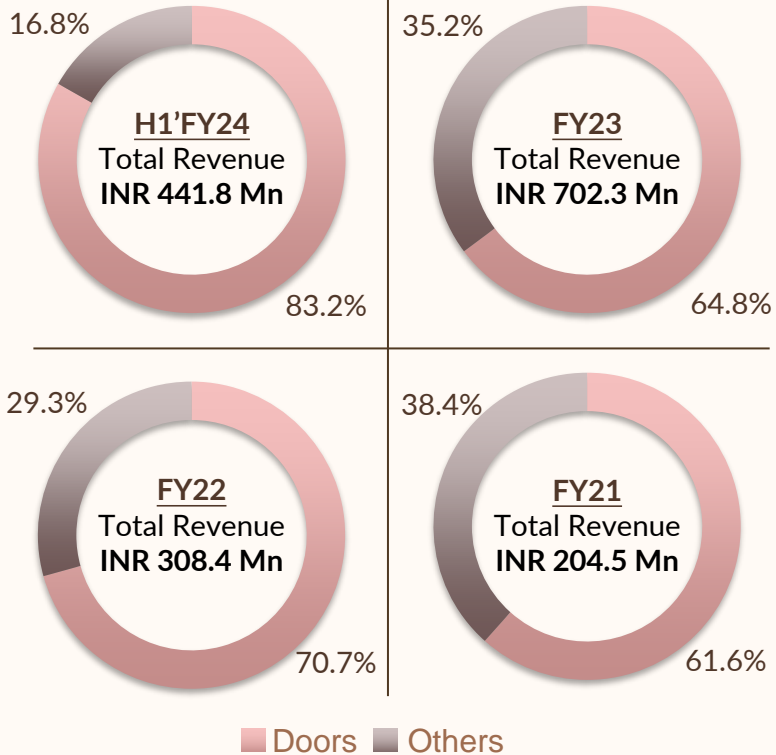


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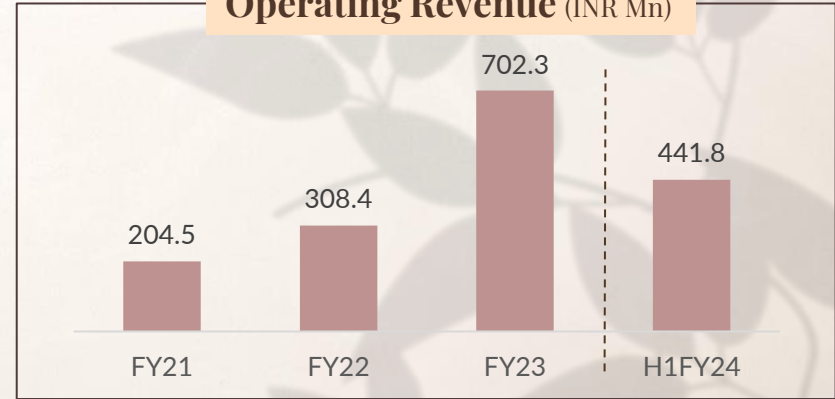
# Financial Highlights

# Business Highlights (1/2)

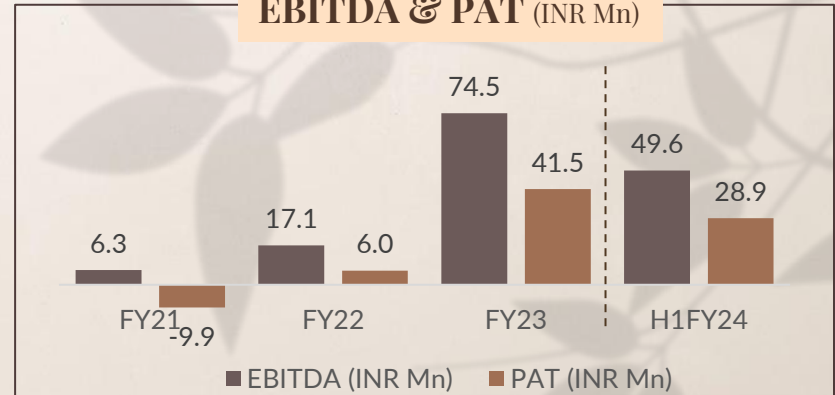
## Product-wise Revenue Bifurcation



## Operating Revenue (INR Mn)

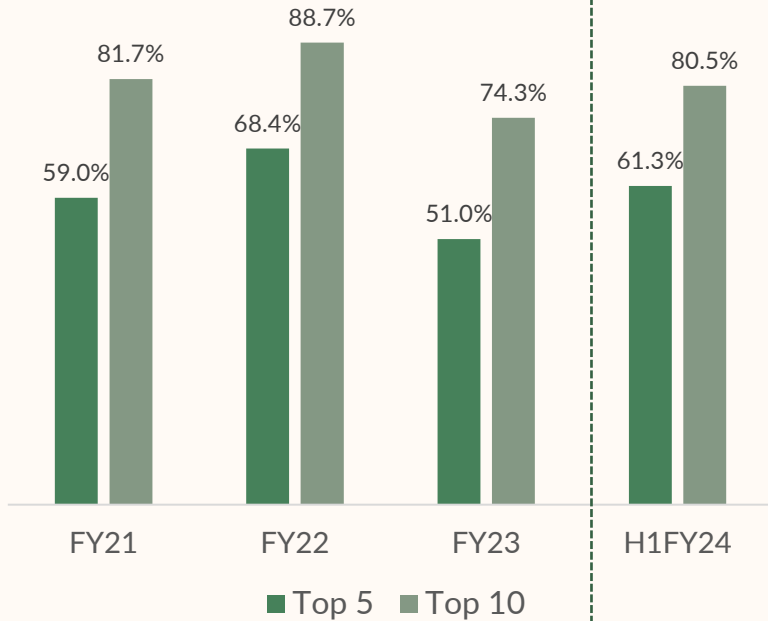


## EBITDA & PAT (INR Mn)

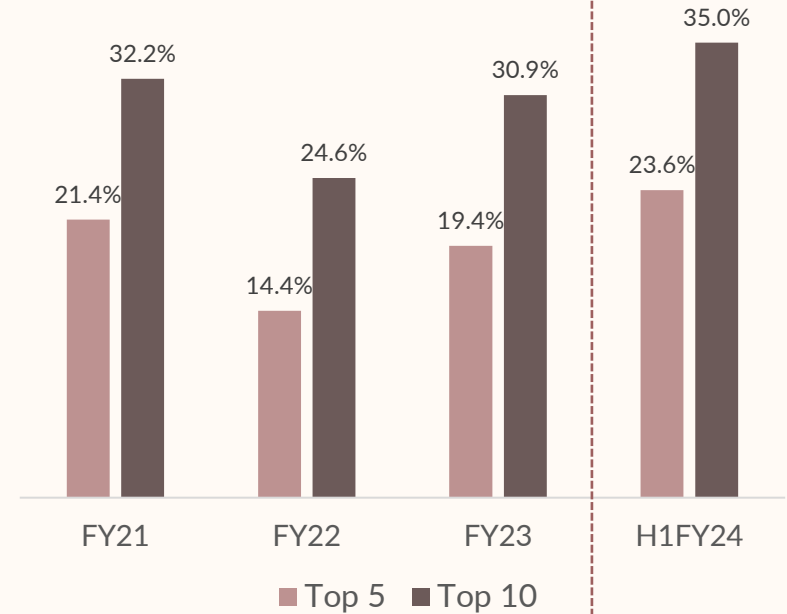


# Business Highlights (2/2)

## Top Customers



## Top Suppliers



# Income Statement

Particulars (INR Mn)	FY21*	FY22	FY23	H1FY24
Revenue from Operations	204.5	308.4	702.3	441.8
Total Expenditure	198.2	291.3	627.8	392.2
<b>EBITDA</b>	<b>6.3</b>	<b>17.1</b>	<b>74.5</b>	<b>49.6</b>
EBITDA Margin (%)	3.10	5.54	10.61	11.22
Other Income	14.0	14.6	8.5	5.7
Depreciation	13.7	11.4	11.2	6.4
<b>EBIT</b>	<b>6.6</b>	<b>20.2</b>	<b>71.8</b>	<b>48.9</b>
Interest	17.3	13.7	20.6	8.3
<b>Profit Before Tax</b>	<b>(10.7)</b>	<b>6.5</b>	<b>51.2</b>	<b>40.5</b>
Tax	(0.7)	0.5	9.7	11.6
<b>Profit After Tax</b>	<b>(9.9)</b>	<b>6.0</b>	<b>41.5</b>	<b>28.9</b>
Profit Margin (%)	(4.86)	1.94	5.91	6.55
<b>Reported Earnings Per Share (Rs.)</b>	<b>(1.46)</b>	<b>0.88</b>	<b>6.09</b>	<b>4.24</b>

\*Covid Impact

# Balance Sheet

Particulars (INR Mn)	FY22	FY23	H1FY24
<b>EQUITY &amp; LIABILITIES</b>			
<b>Shareholders' Funds</b>	<b>215.9</b>	<b>257.4</b>	<b>286.3</b>
Share Capital	68.1	68.1	68.1
Reserves & Surplus	147.8	189.3	218.2
<b>Non-Current Liabilities</b>	<b>61.4</b>	<b>50.5</b>	<b>22.1</b>
Long Term Borrowings	54.9	40.6	14.3
Other Long Term Liabilities	-	4.1	4.1
Long Term Provisions	0.7	2.8	-
Deferred Tax Liabilities (Net)	5.8	3.1	3.7
<b>Current Liabilities</b>	<b>199.4</b>	<b>263.8</b>	<b>374.2</b>
Short Term Borrowings	104.6	73.2	174.7
Trade Payables	60.5	119.9	114.3
Other Current Liabilities	27.4	49.1	46.0
Short Term Provisions	6.8	21.6	39.2
<b>TOTAL</b>	<b>476.6</b>	<b>571.7</b>	<b>682.6</b>

Particulars (INR Mn)	FY22	FY23	H1FY24
<b>ASSETS</b>			
<b>Non-Current Assets</b>	<b>113.7</b>	<b>143.3</b>	<b>152.4</b>
Property, Plant & Equipment	101.3	108.1	105.4
Intangible Assets	-	1.5	2.4
Non-Current Investments	2.0	11.0	14.2
Long Term Loans & Advances	6.5	10.2	16.8
Other Non-Current Assets	3.9	12.4	13.6
<b>Current Assets</b>	<b>362.9</b>	<b>428.4</b>	<b>530.2</b>
Inventories	161.0	188.3	204.6
Trade Receivable	131.3	191.5	250.5
Cash & Cash Equivalents	58.3	30.4	44.3
Short Term Loans & Advances	12.2	18.1	30.8
<b>TOTAL</b>	<b>476.6</b>	<b>571.7</b>	<b>682.6</b>

# Thank You!

## OMFURN INDIA LIMITED

109, Gundecha Industrial Complex, Akurli Road,  
Kandivali (East), Mumbai - 400 101  
[www.omfurnindia.com](http://www.omfurnindia.com)





