

**Date:** September 24, 2026

To,  
**BSE Limited**  
Listing Department  
25<sup>th</sup> Floor, P J Towers,  
Dalal Street,  
Mumbai – 400 001

**National Stock Exchange of India Limited**  
Listing Department  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East)  
Mumbai – 400 051

**Scrip Code: 540901**

**Symbol: PRAXIS**

**Sub: Investor Presentation for Q1 FY 2027**

Dear Sir/Madam,

We are enclosing the investor presentation for the quarter ended June 30, 2026.

Kindly take the same on your record.

Thanking you,

**For Praxis Home Retail Limited**

**Charu Srivastava**  
**Company Secretary & Compliance Officer**  
**ACS No. 27108**

**Encl:** As above

# HomeTown

Rebuilding the legacy brand in home-solutions retailing

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**Q1 FY27 — Investor Update**

Praxis Home Retail Limited

# From an affordable retailer to a differentiated solution provider for **“All Things Home.”**

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We help Indians design, furnish and run their homes — across furniture, homeware, modular solution — through curated products

# Key pillars of rebuilding

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| # | Pillar                             | What it means                                                                                                                                             |
|---|------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | <b>Solutions-led stores</b>        | Stores win through consultative selling: design help and whole-room solutions, not single-product transactions                                            |
| 2 | <b>Complete the Home</b>           | A range that meets the wider needs of the home: modular kitchens and wardrobes, and white-space categories filled through own label or brand partnerships |
| 3 | <b>Customers for Life</b>          | Keep customers coming back after the first purchase through loyalty, service, delivery and installation, with reasons to return                           |
| 4 | <b>Deepen Our Footprint</b>        | Be closer to customers in the regions we already know through denser store clusters, capital-efficient formats and a connected online-offline journey     |
| 5 | <b>A Lean, Self-funding Engine</b> | Tighter supply chain, inventory and costs, so that growth pays for itself                                                                                 |

# Profit & Loss Statement — Quarter Ended June 2026

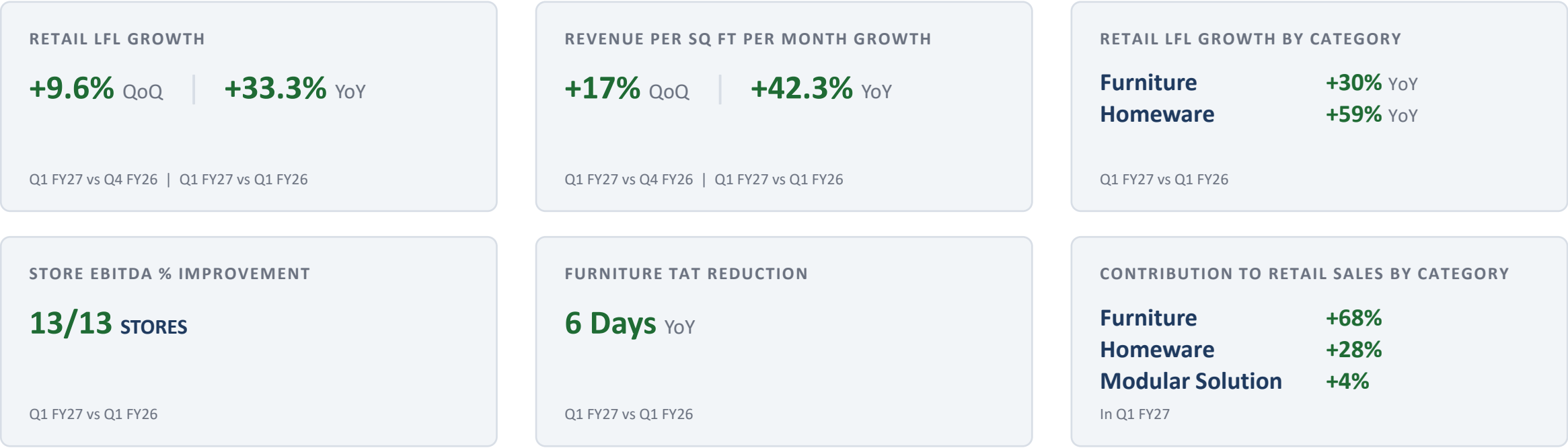
All values in ₹ Lakhs

| Particulars                         | Q1 FY27       | Q4 FY26        | Q1 FY26       | FY26          | QoQ %           | YoY %           |
|-------------------------------------|---------------|----------------|---------------|---------------|-----------------|-----------------|
| Revenue from Operations             | 2,660         | 2,474          | 2,350         | 9,566         | 8%              | 13%             |
| Other Income                        | 132           | 453            | 192           | 1,186         | -71%            | -31%            |
| <b>Total Income</b>                 | <b>2,793</b>  | <b>2,928</b>   | <b>2,542</b>  | <b>10,752</b> | <b>-5%</b>      | <b>10%</b>      |
| Cost of Goods Sold                  | 1,510         | 1,343          | 1,570         | 5,528         |                 |                 |
| <b>Gross Profit</b>                 | <b>1,150</b>  | <b>1,131</b>   | <b>781</b>    | <b>4,039</b>  | <b>2%</b>       | <b>47%</b>      |
| <i>Gross Margin %</i>               | <i>43.2%</i>  | <i>45.7%</i>   | <i>33.2%</i>  | <i>42.2%</i>  | <i>-250 bps</i> | <i>1000 bps</i> |
| Employee Benefits Expenses          | 557           | 464            | 521           | 1,916         | 20%             | 7%              |
| Other Expenses                      | 794           | 1,536          | 1,046         | 5,228         | -48%            | -24%            |
| <b>EBITDA</b>                       | <b>-69</b>    | <b>-416</b>    | <b>-595</b>   | <b>-1,920</b> | <b>-84%*</b>    | <b>-88%</b>     |
| <i>EBITDA %</i>                     | <i>-3%</i>    | <i>-17%</i>    | <i>-24%</i>   | <i>-20%</i>   | <i>1400 bps</i> | <i>2100 bps</i> |
| Depreciation & Amortisation         | 476           | 431            | 562           | 2,064         | 10%             | -15%            |
| <b>EBIT</b>                         | <b>-545</b>   | <b>-847</b>    | <b>-1,157</b> | <b>-3,984</b> | <b>-36%*</b>    | <b>-53%</b>     |
| <i>EBIT Margin %</i>                | <i>-20%</i>   | <i>-34%</i>    | <i>-47%</i>   | <i>-42%</i>   | <i>1400 bps</i> | <i>2700 bps</i> |
| Finance Cost                        | 562           | 583            | 490           | 2,118         | -4%             | 15%             |
| <b>PBT before Exceptional Items</b> | <b>-1,106</b> | <b>-1,430</b>  | <b>-1,647</b> | <b>-6,102</b> | <b>-23%*</b>    | <b>-33%</b>     |
| Exceptional Items                   | —             | -10,100        | —             | -560          |                 |                 |
| <b>PAT after Exceptional Items</b>  | <b>-1,106</b> | <b>-11,530</b> | <b>-1,647</b> | <b>-6,662</b> | <b>-90%*</b>    | <b>-33%</b>     |

- **Revenue grew 8% QoQ**, but Total Income fell 5% QoQ on the back of one time vendor settlements.
- **Gross margin compressed to 43.2%** from 45.7%, driven by loss on sale of scrap in Q1 following store closures and the warehouse transition.
- **Employee costs up 20% QoQ** — on the back of addition in capability.
- **EBITDA narrowed down closer to breakeven.**

\* For loss-making lines (EBITDA, EBIT, PBT, PAT), a negative QoQ% or YoY% denotes a narrowing loss (improvement), not a decline.

# Sharp LFL improvement, driven by revenue



- LFL stores revenue driven by having right and refreshed merchandise across categories, improving customer experience in store and post sales, and stronger solution of customer needs.
- Increased share of business from Homeware category, which adds frequency of purchase for customers, and adds to the proposition of finishing full home.

# Leadership team

A full functional leadership bench is in place, aligned on outcomes through an ESOP tied to the turnaround, and supported by a board with deep retail and consumer experience.



**Shashwat Nigam**

Chief Executive Officer & WTD



**Vikash Kabra**

Chief Finance Officer



**Charu Srivastava**

Legal Head & Company Secretary



**Manoj Thakur**

Chief Retail Officer



**Santosh Gaonkar**

Head of Furniture Category



**Bhaskar Raman**

Head of Homeware Category



**Nilay Karambelkar**

Head of Modular Business



**Harshdeep Singh Saini**

Head of E-commerce Business



**Abhishek Kadam**

Head of Marketing



**Jagmeet Singh**

Head of Supply Chain & Customer Service



**Punit Singh**

Head of Technology



**Vedant Lakhotia**

Head of New Initiatives

# Thank You

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