STANLEY
Makers Of Beautiful

Date: 27.05.2025 Ref no. SLL/SE/38-2025

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/Madam,

Sub: - Earnings Press Release for the Q4 and FY 2024-25

Ref: Disclosure under Regulation 30 of SEBI (LODR) Regulations 2015

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 as amended from time to time, we wish to inform you that, Stanley Lifestyles Limited ("the Company") has announced its Consolidated and Standalone Financial Results for the Quarter and financial year ended 31st March 2025. Consequent to that the Earnings call shall be held on 27th May 2025.

Press release with respect to the said call is provided along with this disclosure.

Kindly treat this as an intimation under the applicable regulation of SEBI (Listing Obligation and Disclosure Requirements), Regulations, 2015.

Kindly take the information on your record.

Thanking You,

For Stanley Lifestyles Limited

AKASH SHETTY
Digitally signed by AKASH SHETTY
Date: 2025.05.27 15:02:16 +05'30'

Akash Shetty
Company Secretary and Compliance Officer
FCS No.: 11314

Q4 FY2025 Revenue from Operations Rs. 1,128 Mn

Q4 FY2025 EBITDA Rs. 227 Mn with margins of 20.1%

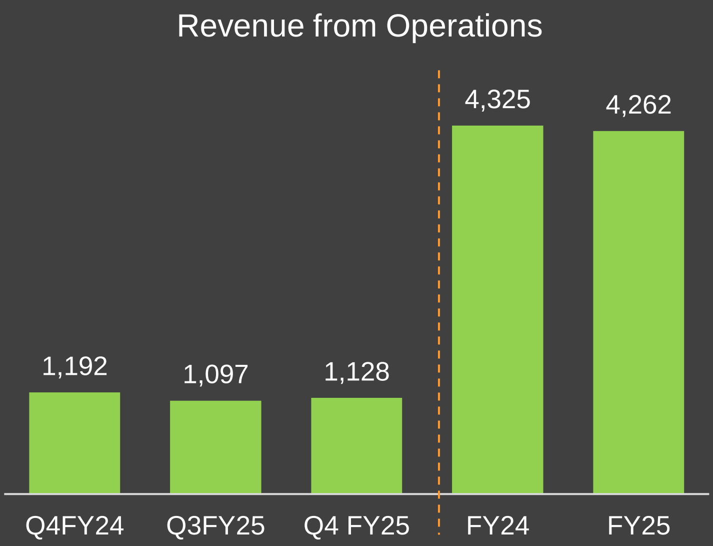
Q4 FY2025 PAT Rs. 108 Mn with margins of 9.6%

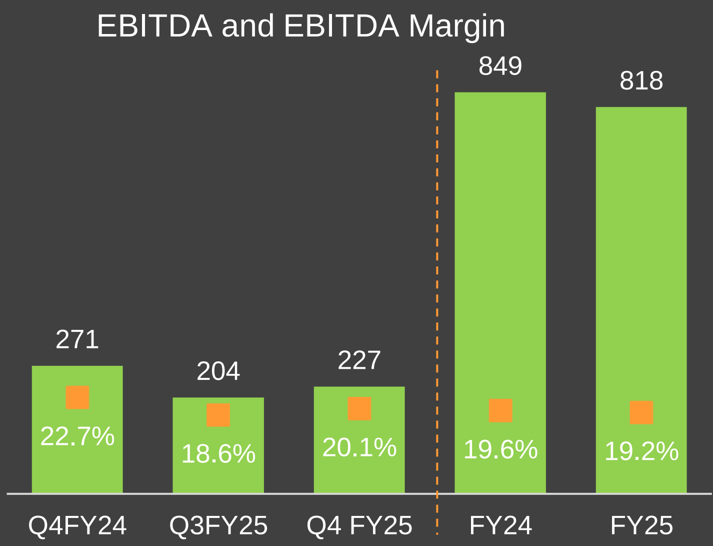
Bengaluru, 27th May 2025: Stanley Lifestyles Limited ("Stanley" or the "Company") (BSE: 544202; NSE: STANLEY), one of India's largest integrated super premium and luxury furniture manufacturer and retailer, has announced its audited consolidated financial results for the Quarter and year ended 31st March 2025.

Q4 and FY25 Financial Performance:

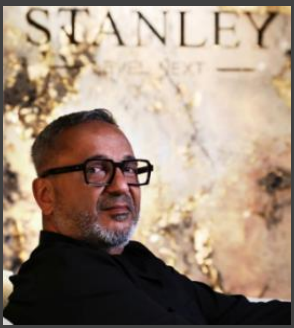
Rs. in Mn	Q4FY25	Q4FY24	*Y-o-Y (%)*	Q3FY25	*Q-o-Q (%)*	FY25	FY24	*Y-o-Y (%)*
Revenue from Operations	1,128	1,192	*(5.4)%*	1,097	*2.8%*	4,262	4,325	*(1.5)%*
EBITDA	227	271	*(16.2)%*	204	*11.2%*	818	849	*(3.7)%*
Margin%	*20.1%*	*22.7%*		*18.6%*		*19.2%*	*19.6%*	
PBT	108	142	*(23.9)%*	110	*(1.3)%*	364	390	*(6.9)%*
Margin%	*9.6%*	*11.9%*		*10.0%*		*8.5%*	*9.0%*	
PAT (Ind AS)	108	103	*4.9%*	89	*21.4%*	292	291	*0.2%*
Margin%	*9.6%*	*8.6%*		*8.1%*		*6.8%*	*6.7%*	
PAT (IGAAP)	117	132	*(11.3)%*	100	*17.1%*	345	345	*0.0%*
Margin%	*10.4%*	*11.0%*		*9.1%*		*8.1%*	*8.0%*	

Q4 and FY2025 Financial Highlights:





Commenting on the performance Mr. Sunil Suresh, Managing Director said:



"The financial year gone by was an important milestone for the Company, marked by the successful completion of our Initial Public Offering in June 2024. The listing has strengthened our financial base, enabling us to drive our strategic priorities across the premium and luxury home interiors market.

For FY25, Stanley Lifestyles reported Revenue from Operations of INR 4,262 million. The COCO retail business, which continues to be the key driver, grew by 12.7% QoQ and 13.5% YoY for FY25-Q4, the full year the growth stand at 8.5%, supported by consistent demand for premium and luxury furniture in key urban centres. Among our brand portfolio, Stanley Level Next led the performance with 15.5% YoY growth, while Stanley Boutique degrow by 9.2% YoY and Sofas & More grew by 11.8% YoY. We have witnessed some rebound in the footfall traction in Q3 and Q4.

Our distribution business vertical saw short-term disruption due to a realignment in credit policies from credit to cash & carry model impacting volumes. This vertical is now stabilizing, and we expect growth momentum to return by Q3 FY26 as channel partners adjust to the revised terms. Meanwhile, the B2B segment remained flat throughout the year. Although there is an encouraging volume of enquiries, the conversion cycle is elongated, and we anticipate similar trends in FY26. This business will continue to be nurtured with a focus on project-driven execution timelines.

On the profitability front, the localisation efforts and manufacturing efficiencies through in-house manufacturing has been progressing well, leading to an improvement of 237-bps in gross margins. The gross margin expanded to 56.3% in FY25 compared to 53.9% in FY24.

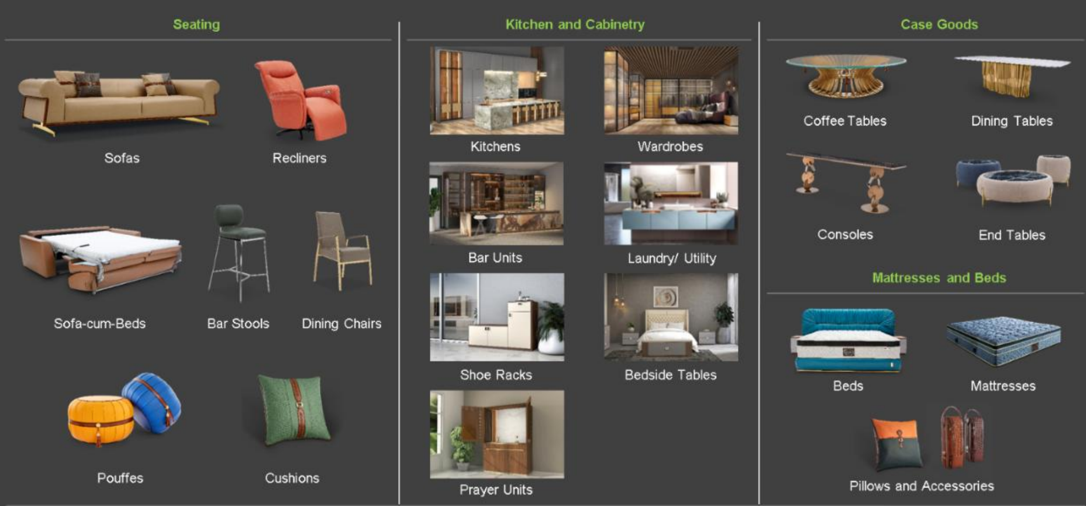
As of FY25, we have 68 stores across India, comprising 44 COCO stores and 24 FOFO stores. COCO stores contributed 61% of total revenue, reinforcing our control over brand presentation, customer engagement and service quality. That said, our retail expansion during the year was measured. Despite the availability of IPO funds, the rollout plan was moderated due to a mismatch between expected rental terms and shortage of Grade A retail locations. Several high-traffic zones saw rental expectations that did not align with our business model, leading to delayed store launches.

On the demand front, while structural indicators remain favorable, footfall remained less than expectations, primarily owing to lower-than-expected residential handovers. We view this as a temporary lag rather than a demand deficit. The premium and luxury residential real estate sector is experiencing strong sales traction, and we continue to monitor housing handover schedules closely.

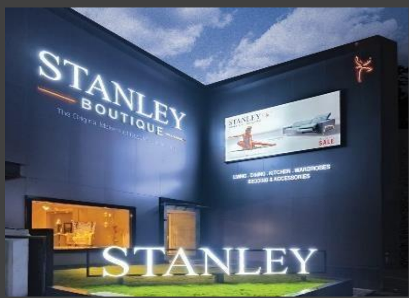
Looking ahead, we are on track to opening 5 stores (3 COCO & 2 FOFO) in Q1 FY26, with a full-year target of 15 new stores with 3 stores planned relocation. Our focus remains on expanding in high-opportunity real estate clusters, improving inventory efficiencies at the store level and enhancing customer engagement through curated offerings.

Additionally, the entry of imported furniture which is a major competition is poised for disruption, with the government's emphasis on BIS certification coming into effect from March'26.

With a strong presence of retail stores in major metros supported by well-established fully integrated manufacturing capacity, Stanley Lifestyles is well-placed to capitalise on emerging opportunities in India's premium and luxury furniture landscape."



Largest Premium and Luxury Furniture Brand in India

Market Positioning and Branding		Store Format	No.	Average Sq. Ft
Ultra-Luxury (Rs. 0.50 Mn and above)	STANLEY LEVEL NEXT		11	11,121
Luxury (Rs. 0.30 Mn - Rs. 0.50 Mn)	STANLEY BOUTIQUE		16	5,451
Super Premium (Rs. 0.15 Mn - Rs. 0.30 Mn)	SOFAS & MORE STANLEY		40	6,379

1. The store count is as of 31st March 2025, excludes one Stanley Personnel Store
2. Industry price point and brand presence is segmented basis price of Sofa (3+2) and number of SKUs in each price range
3. The average store size is an average size of the total number of stores as at March 31, 2025 corresponding to each store format. Average store size excludes the area of the hybrid store located at Hosur Road, Bengaluru, Karnataka which houses Stanley Level Next spread across 63,165 square feet and Sofas & More by Stanley spread across 11,000 square feet and one Stanley Living Store in Airport Road, Bengaluru which houses Stanley Level Next spread across 27,000 square feet and Sofas & More by Stanley spread across 9,000 square feet

Two manufacturing facilities at Bengaluru, Karnataka with combined total area of 3 lakh+ sq. ft

Electronic City, Bengaluru

Jigani, Bengaluru

About Stanley Lifestyles Limited:

Stanley Lifestyles (STANLEY) (BSE: 544202 | NSE: STANLEY), is one of India's largest integrated super premium and luxury furniture manufacturer and retailer, headquartered in Bengaluru. The Company has two manufacturing facilities at Bengaluru, Karnataka with combined total area of 3 lakh+ sq. ft. Stanley Lifestyles has established 43 Company Owned and Company Operated (COCO) stores and 24 Franchised stores across 24 cities in India.

For further information, please contact:

Churchgate Investor Relations

Mr. Pradeep Kumar Mishra
Chief Financial Officer
pradeep.mishra@stanleylifestyles.com

Abhishek Dakoria / Rajiv Pandya
stanley@churchgatepartners.com
+91 22 6169 5988