

SHEELA FOAM LIMITED

Earnings Presentation Q4 & FY26



Sheela Foam: Safe harbour statement

All statements included or incorporated by reference in this presentation, other than statements or characterizations of historical fact, are forward-looking statements. These forward-looking statements are based on our current expectations, estimates, and projections about our industry, management's beliefs, and certain assumptions made by us. Although Sheela Foam Limited (SFL) believes that the expectations reflected in such forward-looking statements are reasonable, there can be no assurance that such expectations will prove to be correct. Any forward-looking statement speaks only as of the date on which such statement was made, and SFL undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. No assurance can be given that actual results, performance, or achievement expressed in, or implied by, forward-looking statements within this disclosure will occur, or if they do, that any benefits may be derived from them.



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Founders with pedigree : ably supported by professionals



Rahul Gautam – Chairman & MD

He has been associated with our Company since 1971 and has served as Managing Director for over three decades. He founded and developed 'Sleepwell' as the most coveted and trusted brand in the county. He has over 48 years of experience in the home comfort and PU foam industry and is the Chairman Emeritus of the Indian Polyurethane Association



Rakesh Chahar – Deputy MD & Whole time Director

An astute professional with over 35 years of deep experience in operations and marketing of mattresses, bedding products and polyurethane foam and has deep rooted relationships with sales channel and suppliers and vendors. He has been associated with SFL since 1990 and has been a Whole-Time Director since 2003.



Tushaar Gautam - Vice Chairman & Joint MD

He has been associated with our Company since 2002 and MD since November 2023. He has over 21 years of experience in heading Production, Research and Development. He oversees the operations of Sheela Foam group and our subsidiaries Joyce Foam Pty Ltd and Interplasp while also serving on their Board of Directors. He is instrumental in Kurlon integration and spearheading two largest mattress brands of the country.



Amit Kumar Gupta - Group CFO

He has joined our Company in May 2023. He comes with 25 years of rich experience across companies and industries. His specialization lies in corporate finance, business strategy, merger & acquisitions and capital raising in both domestic and international markets. His previous stints were with groups including Samvardhana Motherson, Ballarpur Industries , and HT Media Ltd, under various capacities.

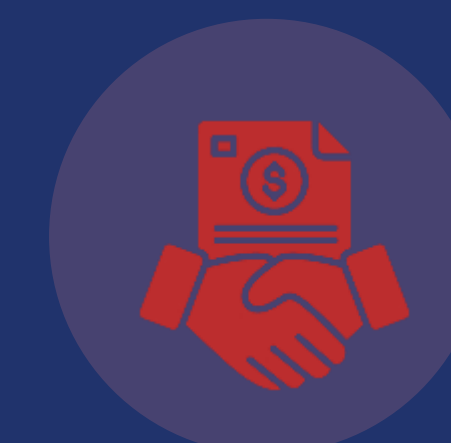
Company Snapshot



Experienced management



Presence across multiple geographies



Proven track record in Acquisitions and Integration



Largest manufacturers of PU Foam in India



Strategic move to focus on high margin products



Consistent Positive cash flow generation



'Sleepwell' 'Kurlon' are amongst the most trusted brands in India



~30% Market Share in the Indian branded mattresses segment



Low Gearing ratio



Backward Integrated Player with a wide product basket



40% market share in Australia



Marquee Investors

Sheela Foam : Group of companies and brands

India business

Mattress & foam business



kurlon

Furniture rental business

FURLENCO

IT business



International business

International subsidiaries



International consumer brand



THAT
JUST
RIGHT
FEELING

Sheela Foam | Leading the Industry, Raising the Bar

Q4 FY26 - CONSOLIDATED

Revenue Growth

24 %

YoY

Core EBITDA

11.5%

Strong Growth, Stronger Profitability

FY26 - CONSOLIDATED



PAT

₹ 161 Cr



Net Debt
reduction

₹ 156 Cr



Cash EPS

₹ 35.2



Final Dividend

20%



Sheela Foam | Leading the Industry, Raising the Bar

Q4 FY26

13% ↑
36% ↑
Mattress
Foam
Value Growth

13% ↑
34% ↑
Mattress
Foam
Volume Growth

₹ 121 cr +90%
11.5% +400 bps
Core EBITDA - consol

₹ 92 cr 7X
8.7% +716 bps
PAT - consol

FY26

10% ↑
14% ↑
Mattress
Foam
Value Growth

12% ↑
18% ↑
Mattress
Foam
Volume Growth

₹ 414 cr +46%
10.8% +261 bps
Core EBITDA - consol

₹ 161 cr +78%
4.2% +158 bps
PAT - consol

SFL Group | Key Financial highlights – Q4 & FY26

Q4 FY26

11.5 %

Standalone
CORE EBITDA

10.6 %

Joyce (Australia)
EBITDA

12.3 %

Interplasp (Spain)
EBITDA

14.2

Consolidated
Cash EPS

FY26

10.7 %

Standalone
CORE EBITDA

10.0 %

Joyce (Australia)
EBITDA

10.4 %

Interplasp (Spain)
EBITDA

35.2

Consolidated
Cash EPS

Financial Highlights | FY26

(YoY)

Consolidated

- > Operating revenue grew by 11% to ₹ 3821 cr
- > Core EBITDA* grew by 46% to ₹ 414 cr with margins expansion by 261 bps to 10.8%
- > Australia EBITDA at 10.0%; Spain EBITDA at 10.4%
- > PAT at ₹ 161 cr with cash EPS of ₹ 35.2
- > Cash RoCE at 18% and cash RoE at 12%

Standalone (SFL + KEL)

- > Operating revenue grew by 11% to ₹ 2962 cr
- > Core EBITDA* grew by 46% to ₹ 318 cr
- > Core EBITDA* margins increased by 262 bps to 10.7%

FY26 | Financial performance (₹ Cr)

	Standalone SFL + KEL			Consolidated		
	FY25	FY26	Change	FY25	FY26	Change
TOTAL REVENUE	2675	2962	11%	3439	3821	11%
GROSS MARGIN	42.6%	42.9%	33 bps	42.7%	43.7%	106 bps
CORE EBITDA %*	8.1%	10.7%	262 bps	8.2%	10.8%	261 bps
CORE EBITDA*	217	318	46%	283	414	46%

Q4 FY26 | Financial performance (₹ Cr)

	Standalone SFL + KEL					Consolidated				
	Q4 FY25	Q4 FY26	YoY	Q3 FY26	QoQ	Q4 FY25	Q4 FY26	YoY	Q3 FY26	QoQ
TOTAL REVENUE	662	819	24%	842	-3%	850	1050	24%	1074	-2%
GROSS MARGIN	43.1%	43.4%	29 bps	40.5%	291 bps	43.4%	44.4%	98 bps	41.7%	264 bps
CORE EBITDA %*	7.4%	11.5%	407 bps	10.3%	121 bps	7.5%	11.5%	400 bps	10.9%	62 bps
CORE EBITDA*	49	94	91%	87	9%	64	121	90%	117	3%

Operational Highlights | FY26

(YoY)

> **Mattress volume grew by 13% in Q4FY26 & 12% in FY26**

Kurlon brand volume growth - 14% YoY in FY26

Sleepwell brand volume growth - 10% YoY in FY26

> **Foam volume grew by 34% in Q4FY26 and 18% in FY26**

Technical Foam volume growth - 19% YoY in FY26

Comfort Foam volume growth - 21% YoY in FY26

> **Key Volume Growth Drivers in FY26**

E-com Volume growth - 49%; Value growth - 52%

U20 Volume growth - 65%; Value growth - 111%

> **Geographical Footprint**

600 net new showrooms launched in FY26

U20 - 8400+ dealers in more than 5500 towns

Furlenco - co-branded experience store programme live with ~40 dealers

FY26 | Standalone – segment wise

	Volume			Value (Cr)		
	FY25	FY26	Change	FY25	FY26	Change
MATTRESS - TOTAL	3309 K	3692 K	12%	1357	1497	10%
FOAM - TOTAL	45988 Tn	54088 Tn	18%	1189	1352	14%
TECHNICAL FOAM	17498 Tn	20840 Tn	19%	498	581	17%
COMFORT FOAM	22793 Tn	27603 Tn	21%	489	562	15%
FURNITURE CUSHIONING	5697 Tn	5645 Tn	-1%	202	209	3%
OTHERS	MIXED (N.A)	MIXED (N.A)	MIXED (N.A)	129	114	
TOTAL				2675	2962	11%

Q4 FY26 | Standalone – segment wise

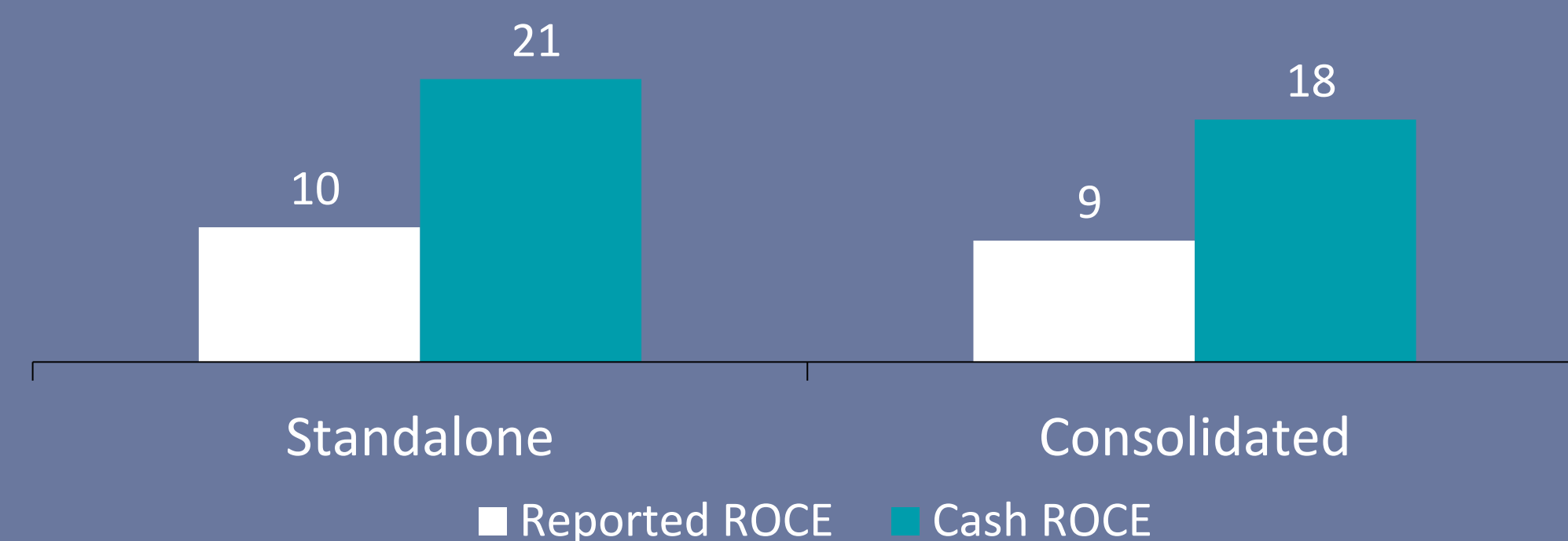
	Volume					Value (Cr)				
	Q4 FY25	Q4 FY26	YoY	Q3 FY26	QoQ	Q4 FY25	Q4 FY26	YoY	Q3 FY26	QoQ
MATTRESS - TOTAL	809 K	914 K	13%	1151 K	-21%	348	395	13%	452	-13%
FOAM - TOTAL	11171 Tn	14975 Tn	34%	14851 Tn	1%	290	395	36%	354	12%
TECHNICAL FOAM	4086 Tn	5589 Tn	37%	5394 Tn	4%	116	165	43%	142	16%
COMFORT FOAM	5785 Tn	7997 Tn	38%	7816 Tn	2%	128	177	39%	120	48%
FURNITURE CUSHIONING	1300 Tn	1389 Tn	7%	1641 Tn	-15%	46	53	14%	52	2%
OTHERS	MIXED (N.A)	MIXED (N.A)	MIXED (N.A)	MIXED (N.A)	MIXED (N.A)	24	30		35	

Cash RoCE | FY26

21 %
Standalone
Cash ROCE

18 %
Consolidated
Cash ROCE

Reported ROCE % vs Cash ROCE %



FY 26 - Amounts in ₹cr		Standalone	Consolidated
EBIT (PBT + Finance Cost)		236	277
Total Assets		4161	5117
Less: Total Current Liabilities		-1107	-1495
Less: Other Non Operating Assets (Investments)		-656	-454
Capital Employed (CE)		2398	3168
Less: Goodwill And Brands (Indefinite Life)		-1291	-1612
Operating Capital Employed (OCE)		1107	1556
Reported ROCE (EBIT/CE)		10%	9%
Cash ROCE (EBIT/OCE)		21%	18%

Cash RoCE highlighting true cash generation potential of the operating business

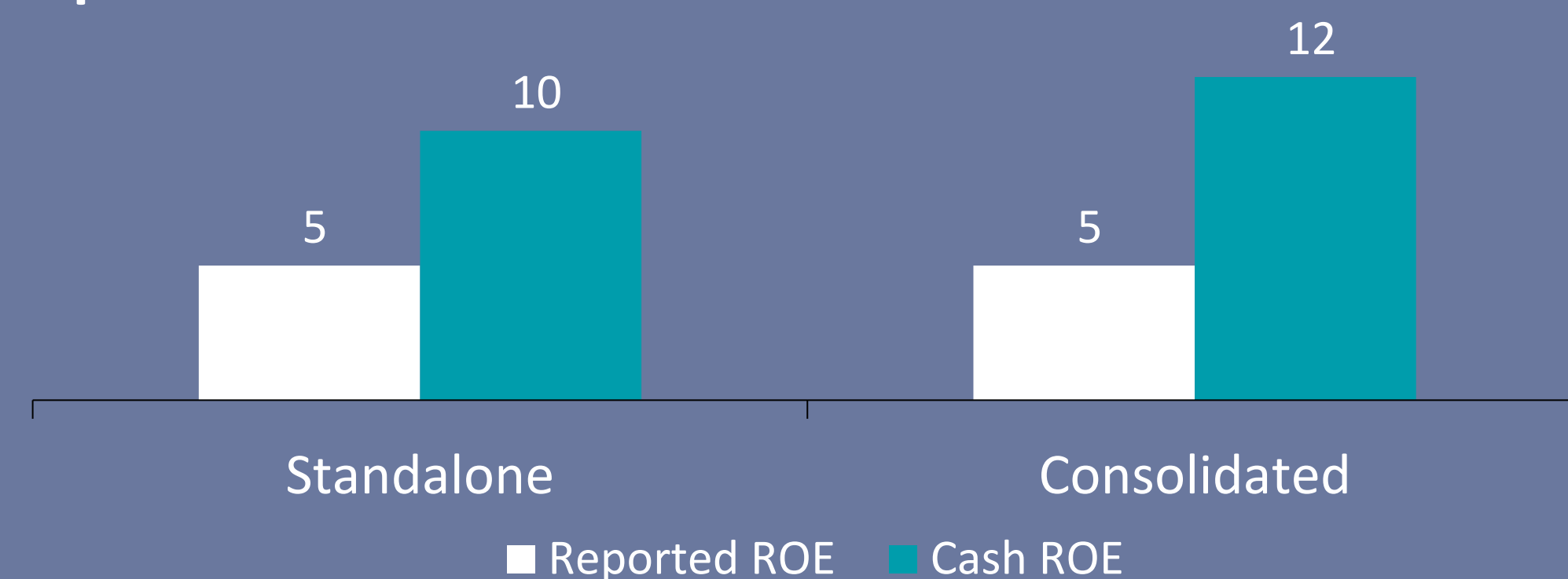
$$\text{Cash RoCE} = \frac{\text{EBIT}}{(\text{CE} - \text{Intangible Assets})}$$

Cash RoE | FY26

10 %
Standalone
Cash ROE

12 %
Consolidated
Cash ROE

Reported ROE % vs Cash ROE %



FY 26 - Amounts in ₹cr

	Standalone	Consolidated
PAT	131	161
Add: Deferred Tax	44	45
Add: Depreciation	110	179
Cash PAT	285	384
Total Equity	2912	3260
Reported ROE (PAT / Total Equity)	5%	5%
Cash ROE (Cash PAT / Total Equity)	10%	12%

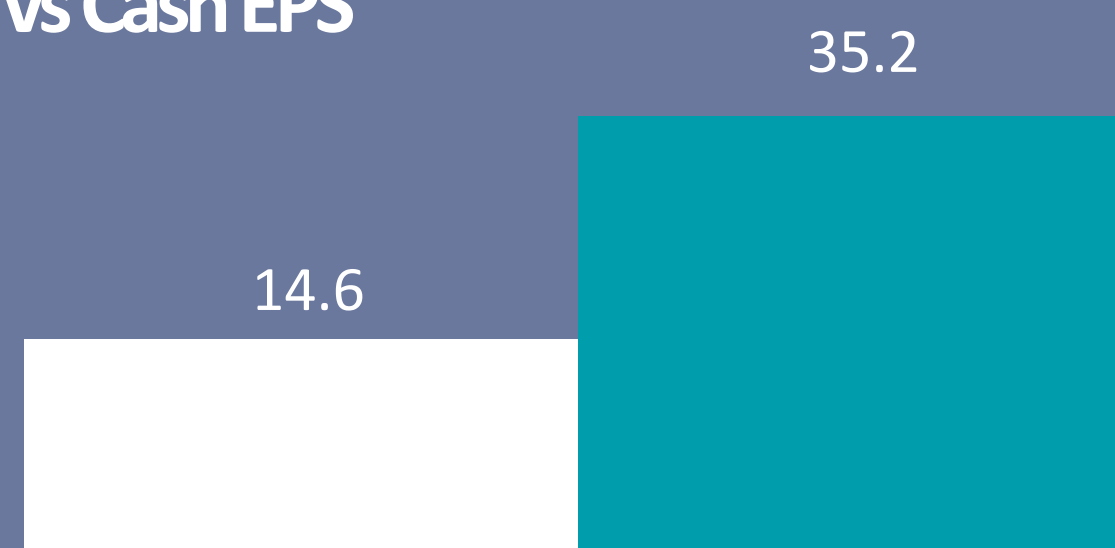
Healthy Cash ROE underscores the business's ability to convert earnings into shareholder value

Cash EPS | FY26

₹ 35.2

Consolidated
Cash EPS

Reported EPS vs Cash EPS



Consolidated

■ Reported EPS ■ Cash EPS

FY 26 - Amounts in ₹cr

Consolidated

PAT

161

Add: Deferred Tax

45

Add: Depreciation

179

Cash PAT

384

Total Shares

10,91,98,924

Reported EPS (*PAT / Total Shares*)

14.6

Cash EPS (*Cash PAT / Total Shares*)

35.2

FY26 | E-com Driving Volume Growth

136%

YoY SALES
GROWTH ON
BRAND.COM

39%

YoY SALES
GROWTH ON
PLATFORMS

Sleepwell
MyMattress
Your Sleep, Designed by You

- PLUSH** (Hotel like Luxury)
- SOFT** (Cozy Escape)
- MEDIUM FIRM** (Balanced Comfort)
- FIRM** (Orthopedic Support)

Sleepwell
MyMattress
Because Every Sleeper is Different

Firm **Soft**

FY26 | Strengthening U20 outreach

8400+ DEALERS

230+ DISTRIBUTORS

5500+ TOWNS

24+ STATES



INTERNATIONAL BUSINESS & STAQO

Australia | Q4 & FY26 (INR Cr.)

	Q4 FY25	Q3 FY26	Q4 FY26	FY25	FY26
TOTAL REVENUE	96	116	109	396	422
Gross Margin	53.5%	53.6%	59.5%	50.9%	55.3%
OTHER EXPENSES	46.2%	41.1%	48.9%	44.6%	45.4%
EBITDA	7.3%	12.5%	10.6%	6.3%	10.0%

Spain | Q4 & FY26 (INR Cr.)

	Q4 FY25	Q3 FY26	Q4 FY26	FY25	FY26
TOTAL REVENUE	85	102	109	341	391
Gross Margin	29.5%	32.3%	32.4%	29.6%	32.1%
OTHER EXPENSES	22.9%	20.4%	20.0%	21.2%	21.7%
EBITDA	6.5%	11.9%	12.3%	8.4%	10.4%

STAQO : Q4 & FY26 (INR Cr.)

	Q4 FY25	Q3 FY26	Q4 FY26	FY25	FY26
TOTAL REVENUE	13	20	20	52	70
TOTAL EXPENSES	85.7%	71.0%	55.7%	69.2%	66.6%
EBITDA	14.3%	29.0%	24.6%	30.8%	27.8%

SFL | ESG & CSR Initiatives

ESG | Strategy plan for Sustainability 2030

4 Sustainable Developmental Goals (SDG) identified for 2030 Sustainability plan

	2026	2030
Gender Diversity	7.9 %	10 %
Energy - Solar	3.7 MW	5.4 MW
Waste Reduction	14.5 %	13 %
Employment of Persons with Disability	7	11
Safety	Internal Audits	ISO 45001

SUSTAINABLE DEVELOPMENT GOALS



ESG | Environment

ENERGY

Solar energy generation

FY26 – 3.7 MW

FY30 – 5.4 MW

Initiatives

- 500 kWp solar addition at Jabalpur Work completed.
- 1000+ kWp solar power project planned at Erode, Talwada & Nandigram in FY27 & FY28.
- Carbon Capture by Reforestation. ~1500 + trees already planted in FY26

WATER

Reduce water consumption intensity

FY26 - 44.5 KL/Person

FY30 - 39 KL/Person

Initiatives

- Institutionalized audits to map source, use, and recycling %
- Internal audit completed
- Optimise STP recovery through upgradation, maintenance & new installation- Nandigram plant 30 KLD
- New STP commenced at Nandigram

WASTE

Monetize waste & Reduce disposal cost

FY26 – 14.5%

FY30 – 13%*

Initiatives

- Kaizens for value recovery; Reduce & Redesign one-way packaging
- Safe disposal & hazardous waste neutralization
- Reuse polythene for packaging
- EPR for disposal of polythene waste.

**100% monetization*

GENDER DIVERSITY	EMPLOYMENT OF PERSONS WITH DISABILITY	SAFETY
<p>Increase Female workforce Participation</p> <p>FY26 - 7.9%</p> <p>FY30 - 10%</p> <p>Initiatives</p> <ul style="list-style-type: none"> • Women Sales Interns for entry level roles • Ringfencing Hi-Potential women colleagues with developmental initiatives • Identify positions for women in all business streams & verticals 	<p>Uplifting Society</p> <p>FY26 - 7 persons</p> <p>FY30 - 11 persons</p> <p>Initiatives</p> <ul style="list-style-type: none"> • Roles identified at all manufacturing locations and corporate office • Preferential recruitment in selected roles 	<p>Enhancing Safety Standards</p> <p>FY26 - Internal Audits</p> <p>FY30 – ISO 45001</p> <p>Initiatives</p> <ul style="list-style-type: none"> • Incorporating global safety standards • Upgrade and reinforce electronic surveillance measures • Enhance fire safety preparedness through field visits and training

ESG | Governance

Diversified independent board

Robust Policies Framework including No Discrimination, Equity Opportunity and Prevention of Sexual Harassment

Risk management mechanism

Key committees	Objective
Audit committee	overseeing financial reporting, reviewing internal controls & risk management, and recommend auditors
Nomination and Remuneration Committee (NRC)	set criteria for director appointment, recommend remuneration policy, and identify KMPs for appointment
Stakeholders' Relationship Committee (SRC)	Resolve grievances of company's security holders
Risk Management & ESG Committee (RM-ESG)	Overseeing company's risks and their mitigation
Corporate Social Responsibility Committee (CSR)	act responsibly for community's social and economic development

CSR Framework

Vision

We will continue to be recognized As an honest organisation awakening, empowering and inspiring the youth of India with our initiatives of awareness, action and advocacy for qualitative change in their lives And proactive emotional wellness of society

Key Pillars

Driving social change through

- > Action to **Emotional Wellness** - reached more than 547 million people through 168+ films, creating a sustained national conversation on preventive Emotional Wellness
- > Training to empower youth by **Skill Development** - a world-class Skill Development Centre in Mirpur, Khurja (UP) skilling over 12,500 youth

CSR | Skill Development

initiatives	Key objective	FY25 Achievements	FY26 Achievements
Col. Gautam Academy for Armed Forces	Preparing candidates for competitive exams in uniformed services	156 - Trained 108 - Employed	136 - Trained 86 - Employed
MasterG Fashion Design & Beautician Courses	Women empowerment by creating sustainable livelihood	48 - Trained 48 - Employed	97 - Trained 90 - Employed
Paramedical Courses	Diplomas and degrees in medical profession affiliated with DPMI	236- Trained 74 - Employed	84- Trained 32 - Employed
Software Development	Skill development courses in partnership with leading institutions	56 - Trained 24 - Employed	42 - Trained 42 - Employed

CSR | Emotional wellness

initiatives	Key objective	FY25 Achievements	FY26 Achievements
Emotional Wellness Workshops	Proactive workshops for preventing mental health issues	Workshops - 241 Participants - 16,427	Workshops - 272 Participants - 17,501
Digital Awareness Campaigns	Democratizing awareness and normalize conversations around emotional wellness	Reach: 535 million*	Reach: 568 million*
Creating Counsellors	Train the Trainer Programme	Workshops - 26 Participants - 1,205	Workshops - 15 Participants - 1,252
Skill Development Workshops	To prepare College Students for Corporate environment readiness	Workshops - 1 Participants - 78	Workshop conducted -11 Participants - 486

**since inception*

CSR | Revitalisation of Smt Sheela Gautam Inter College

initiatives	Key objective	FY25 Achievements	FY26 Achievements
Renovation	To create an infrastructure that matches the visions and aspirations of the founder	Infra revitalisation	All areas of infrastructure revamped
Institute Development	Convert the school into a learning Centre of Excellence in rural India	Establishment of smart class, IT Lab, Science Smart labs and Activity Rooms for KG students	Modernisation completed
Digital Awareness Campaigns	Modernise the School through a IT Roadmap	Migration to Google Workspace and paperless workflows	Use of IT Learning Management System
Improve KRAs and Training	To prepare College Students for future readiness	Personality Development, CCA and Sports etc. incorporated into the Curriculum	Improved Academic Outcomes expected in the Board results

**since inception*

CSR | in actions



CSR | in actions



CSR | in actions



CSR | in actions



Marketing Initiatives

1. Media Campaigns
2. Social media & Influencer Collaborations
3. Product Launches

Sleepwell | Q4 Media

Thematic

Sleepwell Pro Spinetech
100% Natural Latex Mattress

10 McGRATH
48 HARRIS
19 COCKLETON

Busy with the match?
Don't forget to ask your loved ones, Did you Sleepwell?

Media Focus

News Channels	ZEE NEWS	आज तक	R.भारत	INDIA TODAY TELEVISION	TV9 भारतवर्ष
Entertainment/Movies Channels		ZEETV	Star भारत	StarPlus	SONY SAB
Digital & OTT Platforms	YouTube	Meta	Instagram	JioHotstar	Jio tv+
	MXPLAYER	dailymint	GMB	inshorts	NOBROKER

Promotional

Sleepwell MATTRESS MAHA UTSAV

NOW or NEVER DISCOUNTS UP TO 100% + 2 Pillows Free

Offer valid from 16th Jan '26 till stocks last.

Ask your loved ones, Did you Sleepwell?

21.1K likes, 780 comments, 52 shares

Sleepwell Sponsored

Get just the right firmness and give your back ...

Learn more

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Durafirm Best Support Scale

- Too Firm
- Right Firmness
- Too Soft

Ortho IQ Technology

It takes Ortho IQ to know how much support is right for your back.

Sleepwell Durafirm Our No.1 selling Ortho range

Learn more

officialsleepwell Get just the right firmness and give your back the right care with Sleepwell Durafirm.

Shaadi ka jashan tabhi pura

Learn more

Mattress with Ortho IQ layer

Skip Ad

Shop now

Sleepwell MATTRESS MAHA UTSAV

NOW or NEVER DISCOUNTS UP TO 100% + 2 Pillows Free

Buy any Sleepwell mattress and get a chance to win discounts up to 100% + 2 Pillows Free. Offer valid from 16th-28th Feb '26.

Easy 6 month EMI offer*

FINSE TV 0 down payments, 0 processing fee, 0 interest rate

17.1M

स्वागतम् कलेक्शन

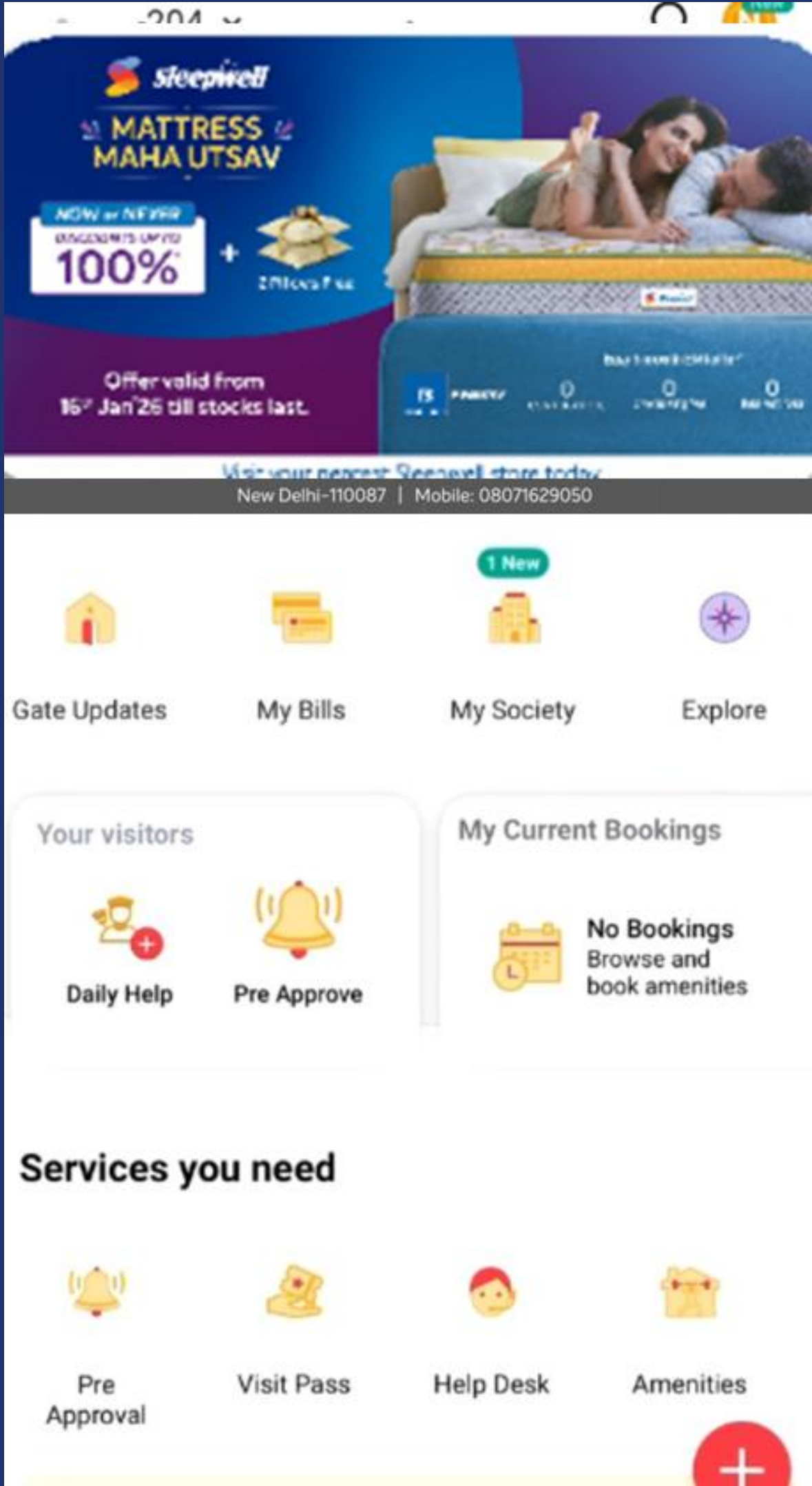
Sleepwell MATTRESS MAHA UTSAV

NOW or NEVER DISCOUNTS UP TO 100% + 2 Pillows Free

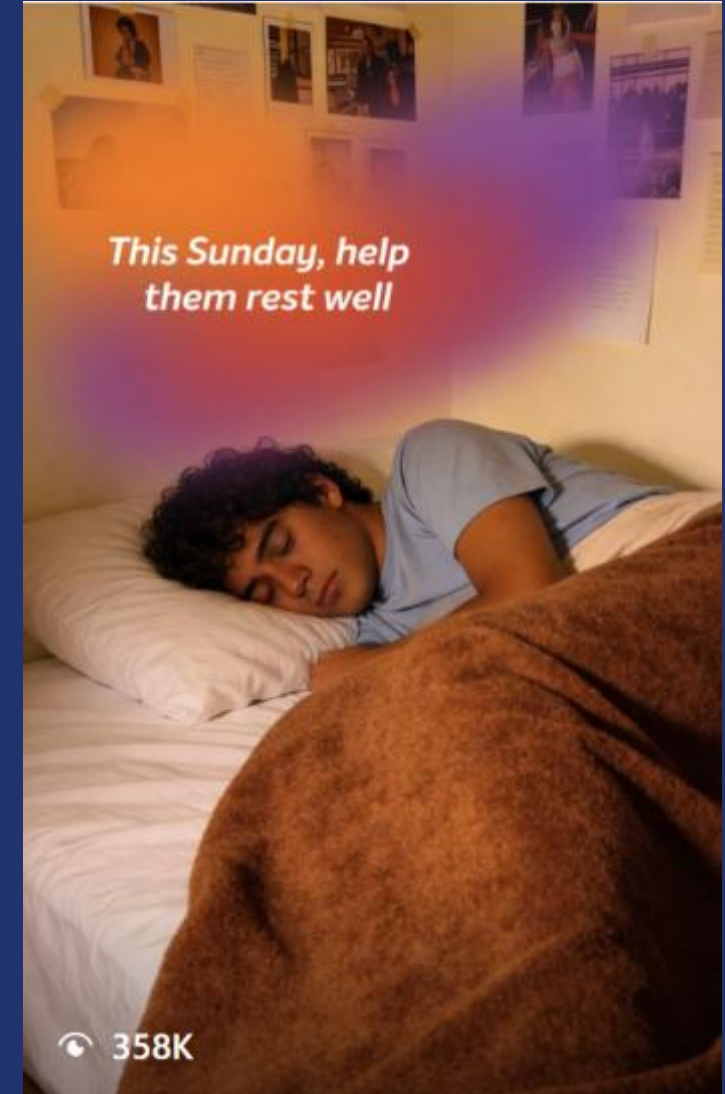
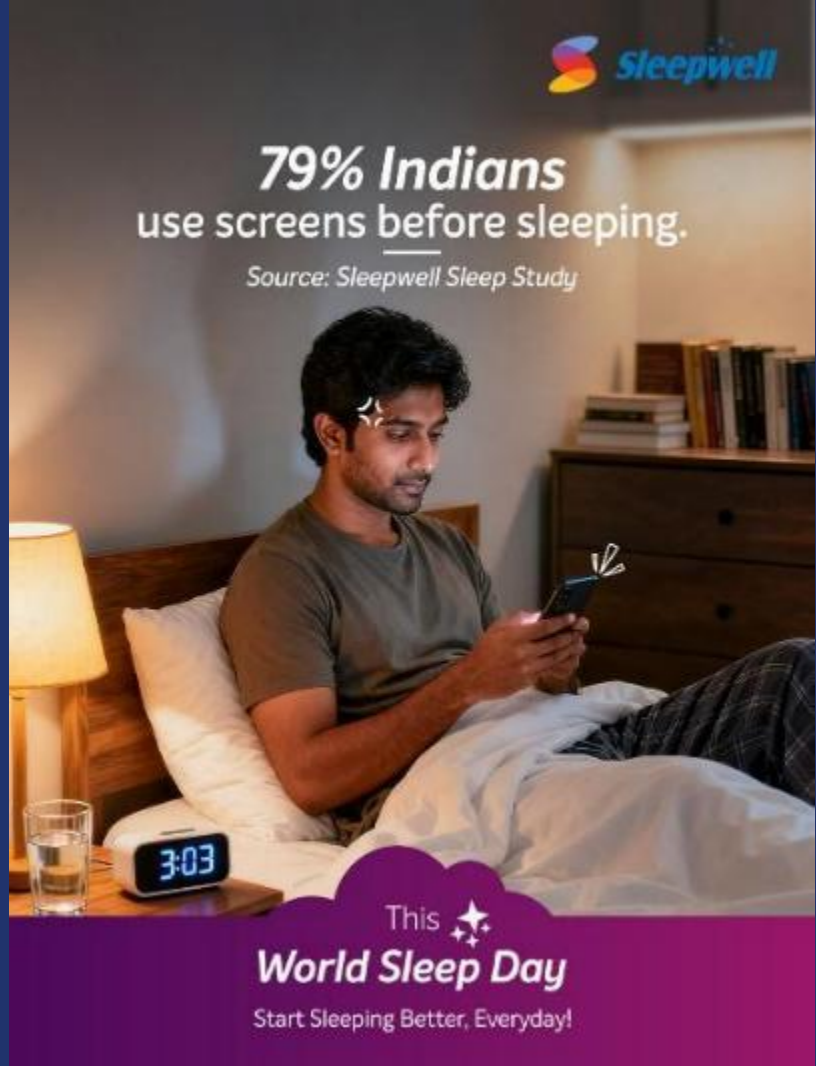
Maha Utsav

Sleepwell | Communication

Hyperlocal

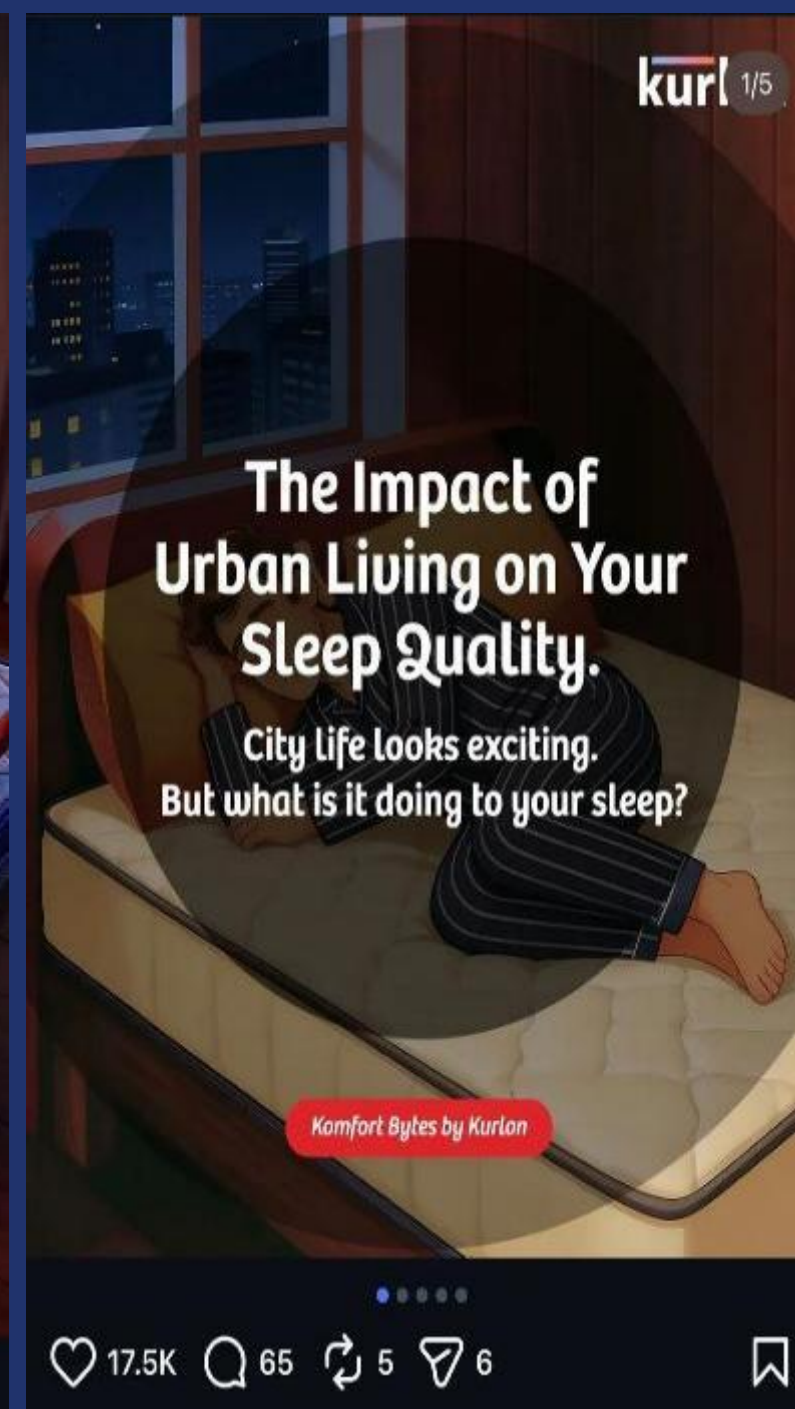


Social



Kurlon | Social Performance

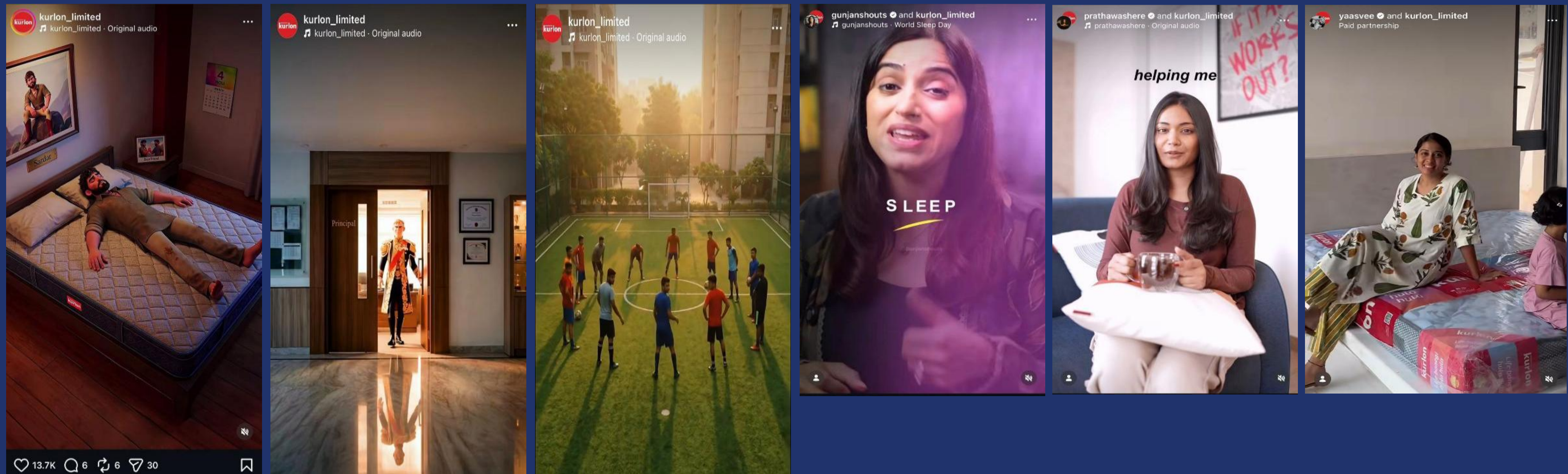
Kurlon delivered highly engaging content utilising culture, topical moments & technology



Kurlon | World Sleep Day Campaign

Kurlon created 3 exciting films and partnered with 3 mega creators to call out effects of sleep in new age lifestyle

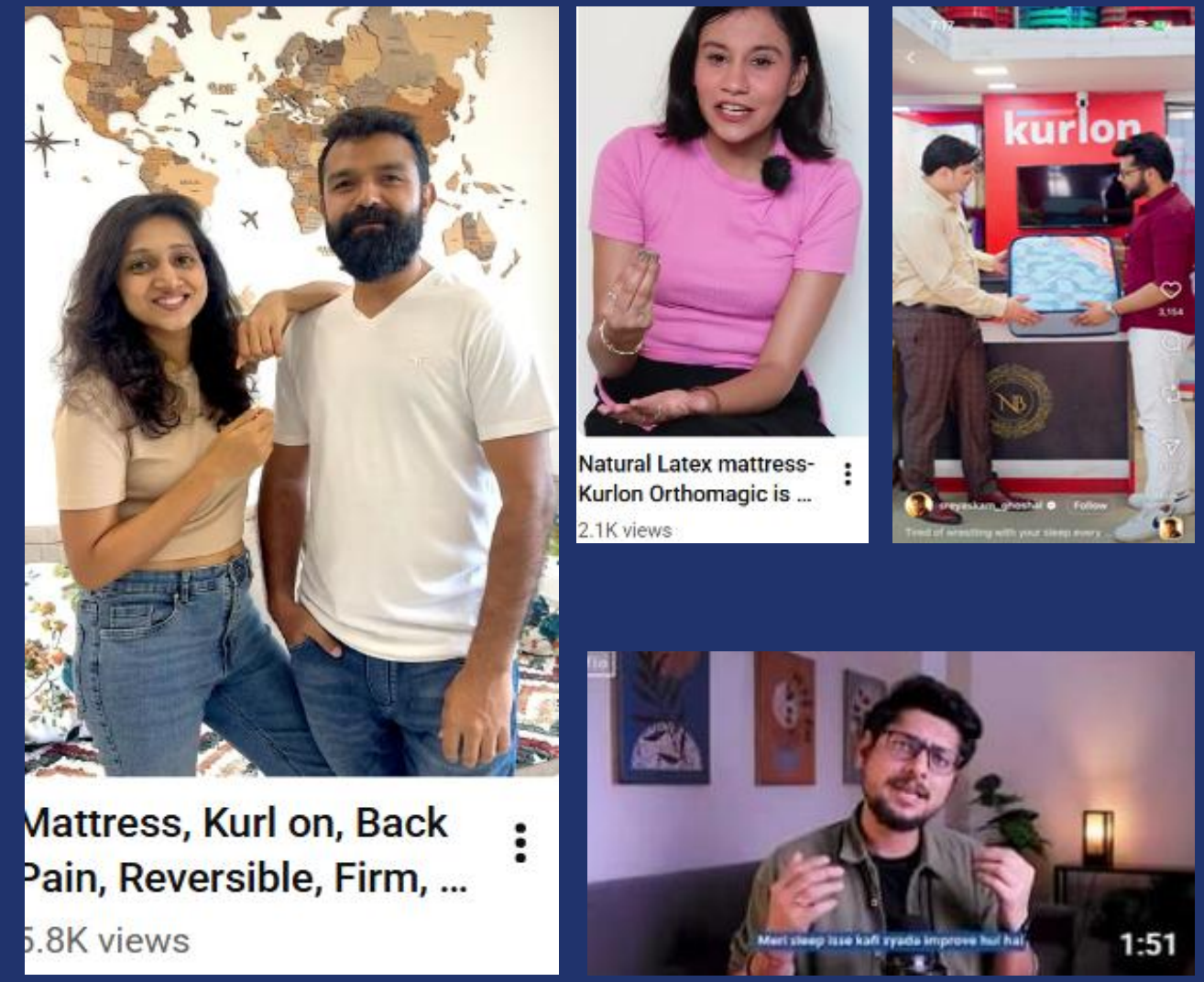
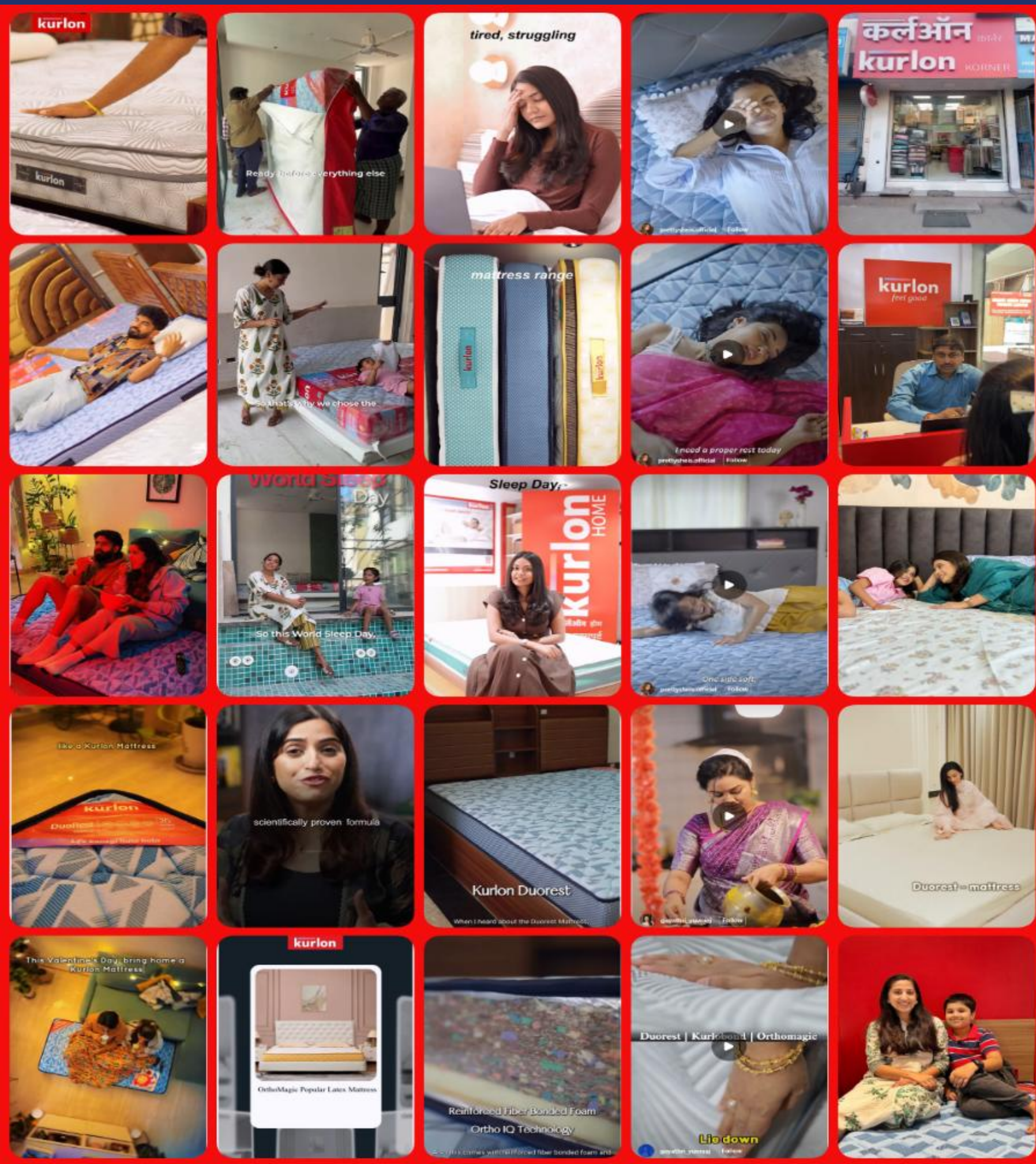
Total 10 Mn views generated



Kurlon | Influencer Performance Q4

Kurlon activated
~125 creators across
IG & YT to
drive consideration

- > Total 15 Mn video views generated
- > Cumulative reach of 7 Mn
- > High engagement rate of 4%



Platforms | My mattress



MyMattress

Your Sleep, Designed by You



MyMattress

Because Every Sleeper is Different

Firm



Soft



New product launches | Nexa Plus & FitRest Plus



Deep recovery at night.



FitRest Plus
with advanced
← Latex Plus® Technology.

 **Sleepwell**
FitRest Plus

 **Sleepwell** Nexa Plus

Next-Gen Sleep Science
for a HIGH-TECH you

67% Better Body adaptation
27% Faster Heat Dissipation
32% Higher Pressure Relief
100% Body Comfort

DEEP SLEEP

 Sleepwell

 **Sleepwell**
Nexa Plus

Financials

FY26 | Consolidated income statement (₹ Cr)

Particulars	FY26	FY25	Y-O-Y
Revenue from Operations	3,821	3,439	11%
Operating Expenses	3,407	3,156	
Core EBITDA*	414	283	46%
Core EBITDA Margin (%)	10.8%	8.2%	
Forex MTM Loss	21	3	
Reported EBITDA	393	280	
Other Income	54	96	
Depreciation	179	183	-2%
Finance Cost	95	121	
PBT	174	73	
Exceptional Item	-8	-31	
Tax	42	14	
Share in profit/(loss) of Joint venture	21	1	
PAT	161	90	
PAT Margin (%)	4.2%	2.6%	
Other Comprehensive Income	68	7	
Total Comprehensive Income	229	97	

Q4 FY26 | Consolidated income statement (₹ Cr)

Particulars	Q4-FY26	Q4-FY25	Y-O-Y	Q3-FY26	Q-O-Q
Revenue from Operations	1,050	850	24%	1,074	-2%
Operating Expenses	929	786		958	
Core EBITDA*	121	64	89%	117	3%
Core EBITDA Margin (%)	11.5%	7.5%		10.9%	
Forex MTM Loss	4	2		2	
Reported EBITDA	117	62		114	
Other Income	18	26		16	
Depreciation	36	50	-29%	47	-25%
Finance Cost	21	35		17	
PBT	78	2		66	
Exceptional Item	-16	0		-	
Tax	17	-10		16	
Share in profit/(loss) of Joint venture	14	1		3	
PAT	92	13		53	
PAT Margin (%)	8.7%	1.6%		4.9%	
Other Comprehensive Income	18	14		9	
Total Comprehensive Income	110	27		61	
Basic/Diluted EPS (INR)	8.3	1.2	-	4.8	-

FY26 | Standalone Income Statement (₹ Cr)

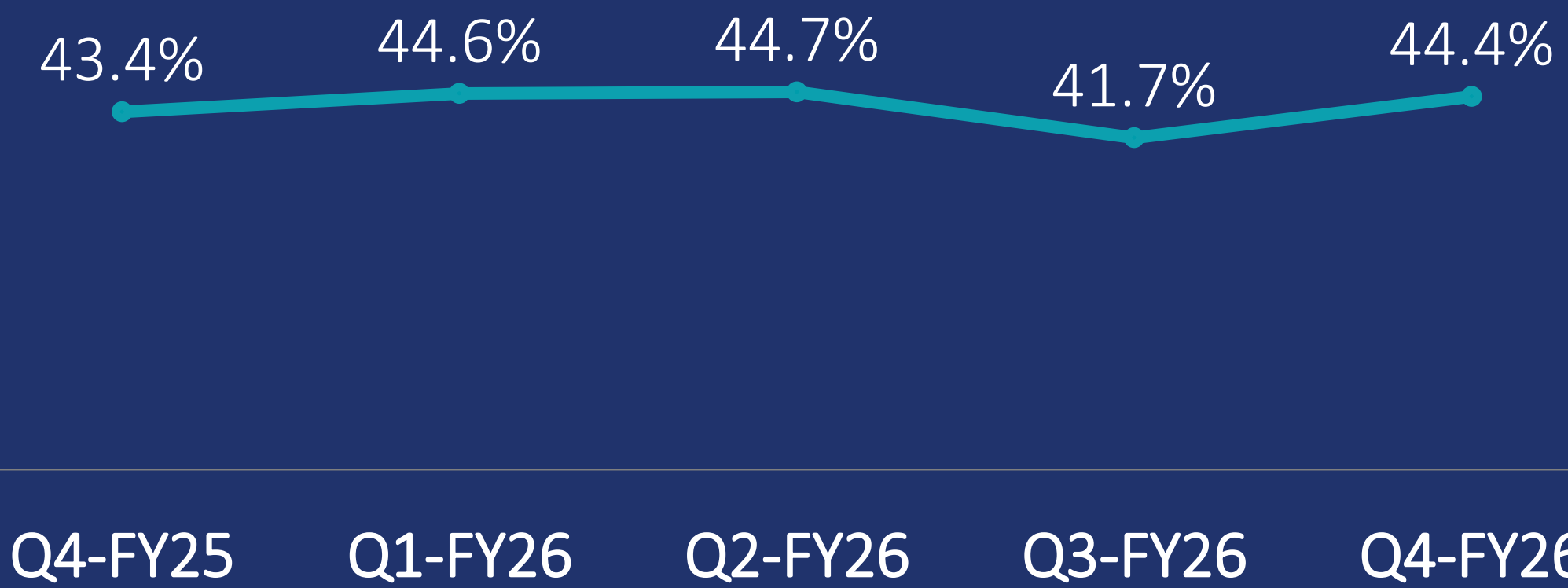
Particulars	FY26	FY25	Y-O-Y
Revenue from Operations	2,962	2,675	11%
Operating Expenses	2,644	2,458	
Core EBITDA*	318	217	46%
Core EBITDA Margin (%)	10.7%	8.1%	
Forex MTM Loss	21	3	
Reported EBITDA	298	214	
Other Income	40	92	
Depreciation	110	130	
Finance Cost	71	97	
PBT	157	80	
Exceptional Item	-8	-31	
Tax	34	18	
PAT	131	93	
PAT Margin (%)	4%	3%	
Other Comprehensive Income	-2.1	3.0	
Total Comprehensive Income	129	96	
Basic/Diluted EPS (INR)	12.0	8.5	

Q4 FY26 | Standalone income statement (₹ Cr)

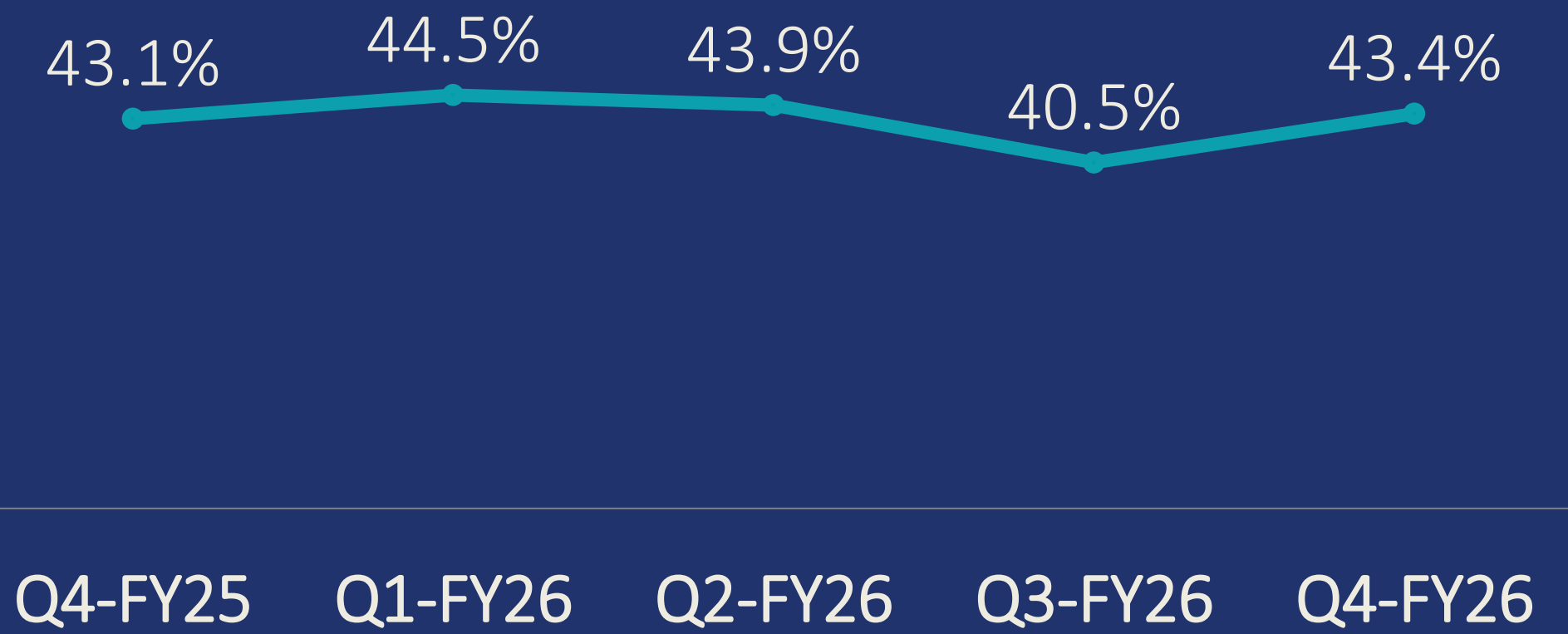
Particulars	Q4-FY26	Q4-FY25	Y-O-Y	Q3-FY26	Q-O-Q
Revenue from Operations	819	662	24%	842	-3%
Operating Expenses	725	613		755	
Core EBITDA*	94	49	91%	87	9%
Core EBITDA Margin (%)	11.5%	7.4%		10.3%	
Forex MTM Loss	4	2		2	
Reported EBITDA	90	47		84	
Other Income	16	24		8	
Depreciation	17	34		31	
Finance Cost	15	29		11	
PBT	75	8		50	
Exceptional Item	-16	0		-	
Tax	14	-6		12	
PAT	76	14		39	
PAT Margin (%)	9.3%	2.1%		4.6%	
Other Comprehensive Income	-3	4		0	
Total Comprehensive Income	73	17		39	
Basic/Diluted EPS (INR)	6.9	1.2		3.5	

Gross Margins (%)

Consolidated



Standalone



Australia - Joyce



Spain – Interplasp



Thank you

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