MATERIAL
MATTERS

Material Matters.

BUILD TO MATTER.



VISUAL STANDARDS© • 2026 EDITION

OUR JOURNEY

From Vision to Impact,

Evolving. Expanding. Empowering Spaces.

From a furniture supplier to a design-led solutions partner,
our journey is built on growth, innovation and trust.



2008
THE BEGINNING

ETHOS®

Started as a furniture supplier, importing & trading office furniture from global brands like Sunon, Vitra and other international and domestic brands.

2008 - 2010
EXPANDING HORIZONS

Ventured into exclusive bespoke residential furniture importing from China, Turkey, Europe and Indonesia.

2008 - 2012
DIVERIFYING OUR PORTFOLIO

Expanded into school furniture and became authorised channel partners for Eubiq, delivering projects across India

2012 - 2017
INTO MANUFACTURING & GROWTH

Established our in-house manufacturing facility in 2012. Strengthened our presence with showrooms across Delhi, Pune, Bengaluru, Mumbai and Ahmedabad.

2018 - 2020
SHIFT & TRANSFORM

Post demonetisation, we shifted our focus to consulting, advising larger companies on their workspace needs. Closed our factory in 2018.

2022
A NEW CHAPTER

In 2020, we regrouped and restarted with renewed energy and vision. In 2022, we launched Material Matters - our own brand, built on experience insight and passion.

PRESENT

Serving. Expanding.
Creating Impact.

MATERIAL MATTERS

EXPANDED PORTFOLIO

Comprehensive range across office, residential, school and institutional furniture and solutions.

AGGREGATOR & INTERNATIONAL PARTNERSHIPS

Partnering with leading global brands to bring world-class products and innovations to India.

IN-HOUSE MANUFACTURING

Backed by strong manufacturing expertise, ensuring quality, customisation and timely delivery.

DESIGN-LED SOLUTIONS

We create spaces that inspire productivity, well-being and collaboration.

Most workplaces are quietly losing their people.

Where productivity, accountability and commitment quietly collapse - together.

20%

Engaged worldwide - lowest since 2020

$10T

Lost to disengagement, every year

22%

Manager engagement, down from 30%



Source: *Gallup, State of the Global Workplace, 2025-26*

MATERIAL MATTERS

It starts with the room they work in.

The chair, the desk, the light - where engagement is built or drained.

3/8 hrs of a workday are genuinely productive

+40% productivity gain from ergonomic design

+15% creativity lift in well-designed space

Source: *HR4Sight; Washington State L&I; Human Spaces/ Interface*

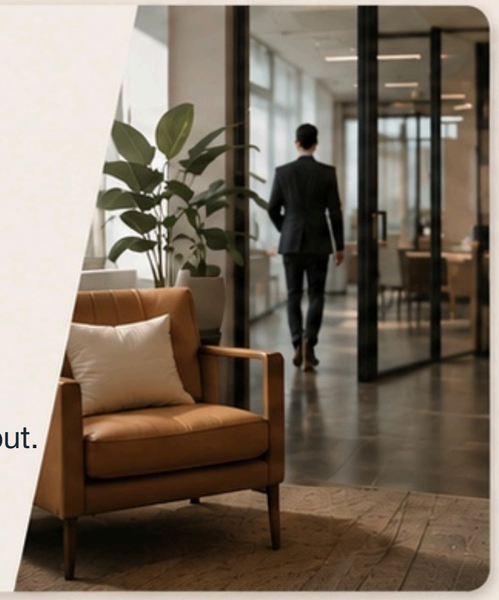


MATERIAL MATTERS

Left alone, the problem doesn’t stay still.

Every quarter it’s ignored,
the fix gets more expensive.





Talent walks first

Discomfort drives your best people out.



Output quietly erodes

Fatigue and friction shave off hours.



Innovation stalls

Unsupported teams stop contributing ideas.

Why we exist.
Where we’re going.
How we get there.





PURPOSE

We are here to create a radical shift in the organisations empowering stakeholders, leaders & employees to create a human centric workplace with employee engagement.



VISION

To be ths most customer-value driven company on Earth with our products & service excellence.



MISSION

Our mission is to co-create right solution for our customers in order to bring maximum efficiency in their workspace along with employee engagement & ergo-economic investment.

MATERIAL MATTERS



26+ Years in Interior Products & Furniture Execution

Kunal Trehan

Sit & Grow Rich

Author

DESIGN | FURNITURE | PRODUCTS

MATERIAL MATTERS

ABOUT KUNAL TREHAN

Workplace strategist, execution lead, and multi-brand aggregator — fluent in corporate priorities: speed to market, lifecycle cost, maintainability, and brand expression. Proven across architects, corporate heads, PMCs and international vendors.

WHAT KUNAL BRINGS

Versatile across roles

Operates as workplace strategist, execution lead, and multi-brand aggregator — adapting to what each project demands.

Fluent in corporate priorities

Speed to-market lifecycle cost, maintainability employee experience, and brand expression - spoken and delivered.

Proven in complex environments

Work alongside architects, corporate heads, consultants, PMCs, and international vendors.

> Experience that understands the business.
> **Execution that protects outcomes.**

1500+ Projects Delivered

30+ Global Partners

10+ Industry Verticals

One accountable partner. Every category.

Too many vendors, no one accountable - now one partner, one interface.

COMPLETE PORTFOLIO

Every category, one roof.

MULTI-BRAND AGGREGATION

Fluent across architects, PMCs, vendors.

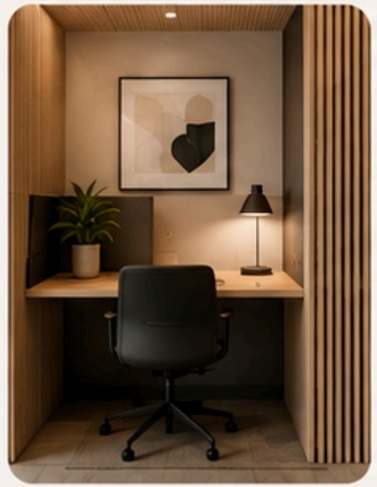
EXECUTION AT SCALE

Multi city delivery, learnings carried forward.

FURNITURE MANUFACTURING

Complete manufacturing solution for furniture









MATERIAL MATTERS

Six verticals.
One portfolio.

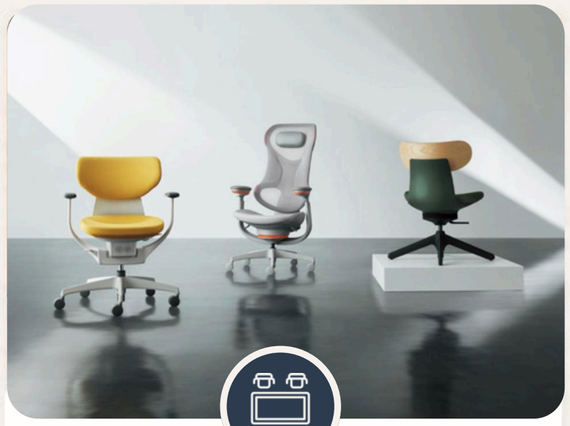
People, spaces, technology and infrastructure - end-to-end, in-house.





01 | Modular System Furniture

Modular desks, built in-house, scaling to any headcount.



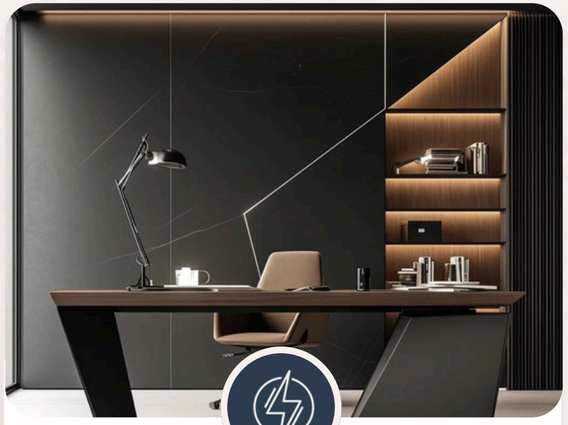
02 | Ergonomic Seating

Certified chairs that reduce strain across shifts.



03 | Collaborative Furniture

Lounge, pods and booths for space between desks.



04 | Fixed and Joinery

Bespoke cabins and counters, made in our NCR workshop.



05 | Power Track Solutions

Flexible power for fast, low-downtime reconfiguration.



06 | Lighting + Accessories

Lighting, storage and acoustics, one finish.

MATERIAL MATTERS

Modular System Furniture

Modular workstations, meeting and cabin desks that adapt as your headcount and floor plate evolve. Manufactured in-house and complemented by Kokuyo’s Japanese-engineered systems, every configuration is built around cable management, acoustic screening and flexible reconfiguration.

- In-house manufacturing + Kokuyo quality and precision
- Built for BOQs & phased delivery
- Scales from 200 to 2,000+ seats













MATERIAL MATTERS

Ergonomic Seating

Task, executive and conference seating from Kokuyo, Boss Design and our manufactured lines. Every chair is certified for synchronous tilt, adjustable lumbar and 4D-arm control, so people across shifts and body types sit well without training or fuss.

- Certified ergonomics, every chair
- Fewer musculoskeletal complaints
- Volume programmes for multi-city rollouts



ERGONOMIC BY DESIGN

Engineered for posture support & long-term comfort.

ADJUSTABLE & ADAPTIVE

Synchronous tilt, lumbar support & 4D-arm control.

TESTED & CERTIFIED

Meets global standards for safety, durability & performance.

BUILT FOR EVERYONE

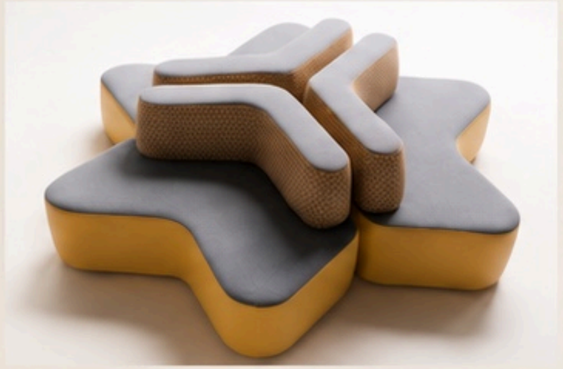
Designed for all body types, shifts & work styles.

Collaborative Furniture

Lounge sofas, modular soft seating, meeting pods and acoustic phone booths - drawing on Boss Design’s craftsmanship and our own upholstery capability - giving hybrid teams, private, productive space in between the desks.

- Certified acoustic pods & booths
- Commercial-grade, fire-rated fabrics
- Hospitable for visitors, productive for teams













MATERIAL MATTERS

Fixed & Joinery

Bespoke cabins, reception counters, cafeterias and feature walls, designed and manufactured to architectural intent - with durable finishes integrated storage, lighting and detailing.

- Bespoke design & shop drawings
- Integrated storage, lighting & services
- Made for durability and long-term use











Powertracks

Advanced, flexible Power Track systems that route power and data through the workstation grid - enabling agile settings, rapid reconfiguration and minimal downtime as teams and layouts change.

- Rapid reconfiguration, minimal downtime
- Integrated with IT, AV & building systems
- Built for agile, changing floor plates



TABLE INTEGRATION

Discreet tracks built into tables for clean, flexible workspaces.



KITCHEN & ISLANDS

Power where it's needed - ideal for breakout areas and shared zones.



WORKPOINT ACCESS

Easy-access power for laptops, phones and devices on any surface.



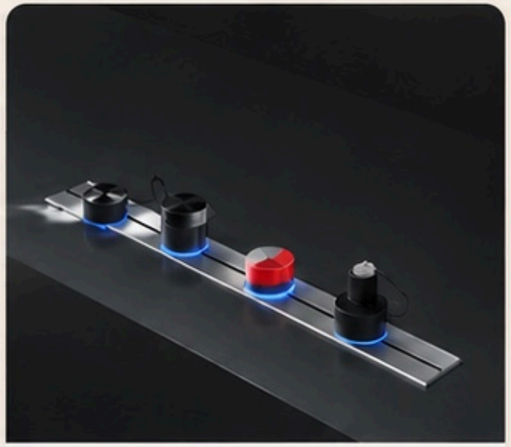
WALL MOUNTED SOLUTIONS

Neat, configurable power tracks for collaboration and AV spaces.



CUSTOMISABLE FINISHES

Multiple modular finishes and colours to match your space and brand.



MODULAR BY DESIGN

Add or reposition modules to adapt to changing needs effortlessly.

MATERIAL MATTERS

Lighting + Accessories

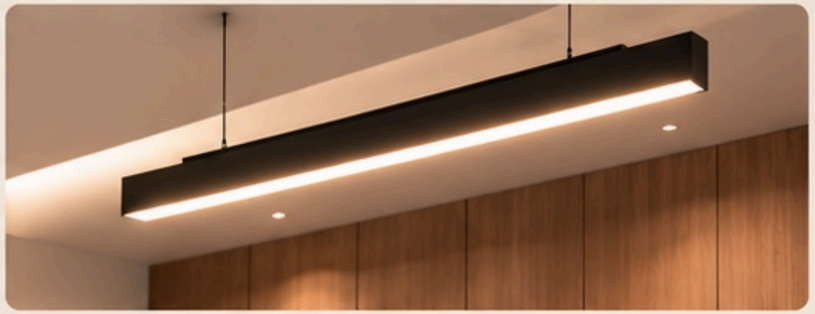
Tak, linear and statement lighting resolved alongside a full accessories layer - planters, storage and acoustic panels - coordinated with furniture and joinery so power, controls and finish are one accountable package.

- Well & LEED-aligned LED systems
- Acoustic panels & screens
- Custom sizes, colours & branding available















Workstation





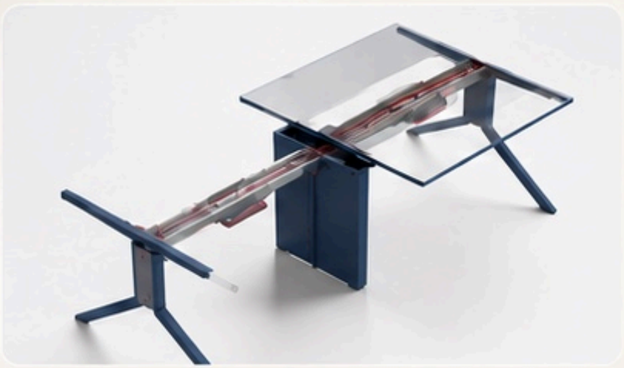












MATERIAL
MATTERS

Collab Meeting





MATERIAL
MATTERS

Meeting





Cabin













MATERIAL MATTERS

Products people actually feel everyday.

Not consolidation - impact comfort that shows up in engagement and trust.



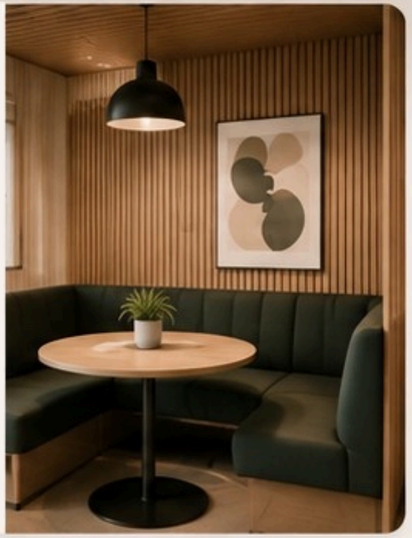
Employee engagement

Ergo-economic investment that compounds into performance.



Solution selling

Right-fit design, not a fixed catalogue.



Proof in trust

100% of years since 2021 in the World-Class NPS band - same tier as Tesla and Airbnb.



One of the largest office-furniture factories in India.

Built for scale, precision and consistent quality.



The Facility

- In-house design
- 99% COT
- Best-in-class lead time



Machinery

- CNC panel work
- Nanotech coating
- German/ Italian edge-banding

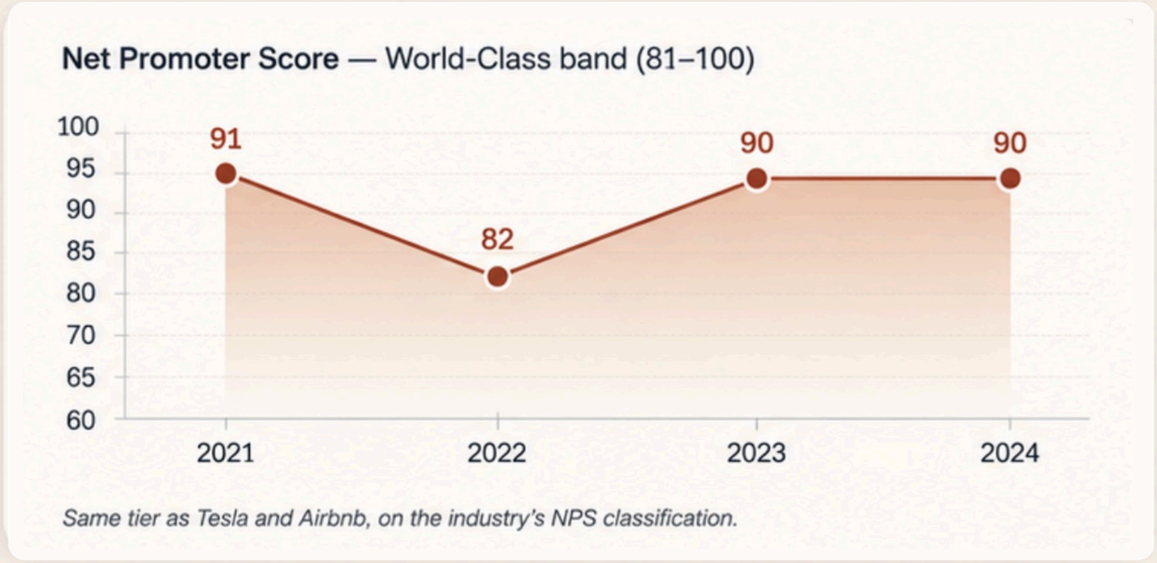


Business Efficiencies

- ERP tracked
- Bar-coded
- GPS delivery

Trust , measured.
Not just claimed.

Data, results and partnerships that speak for us.



1500+ Projects Delivered

30+ global partners

26+ years of experience



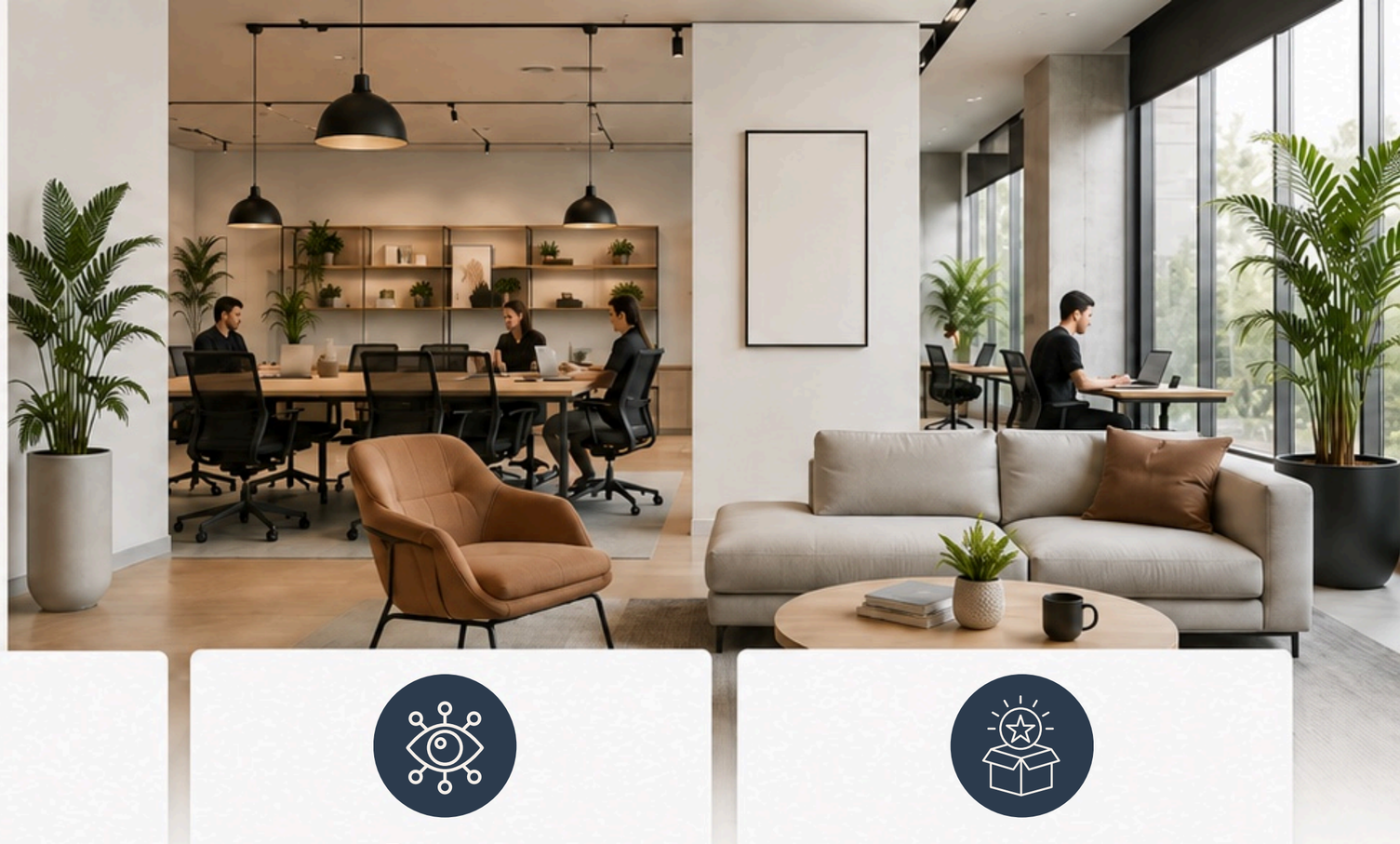
TRUSTED BY

CUSHMAN & WAKEFIELD · SWECO · Knight Frank · AIR INDIA express · TRINITY LIFE SCIENCES · Colliers · MAJESTIC AUTO · Sri Venkateshwara International School · HDFC BANK · Utkarsh Small Finance Bank · CAE · Integris · SelaQui International School · AARANYAKA · BMW · BAIN & COMPANY · NIIT · Brookfield · YAMAHA · Reliance Industries Limited · SEVEN11 · Syneos Health · Mercer · 7X · Clover · Eden

MATERIAL MATTERS

What makes this an easy decision.

Built to remove the risk
from a workplace decision.



One partner

Zero finger-pointing.

In-house manufacturing

Speed and
cost control.

Proven, not promised

Speed and
cost control.

Right-fit design

Not a catalogue
upsell.

> Experience that understands design. **Execution that protects outcomes.** *- Kunal Trehan*

MATERIAL MATTERS

Our Partner Brands.

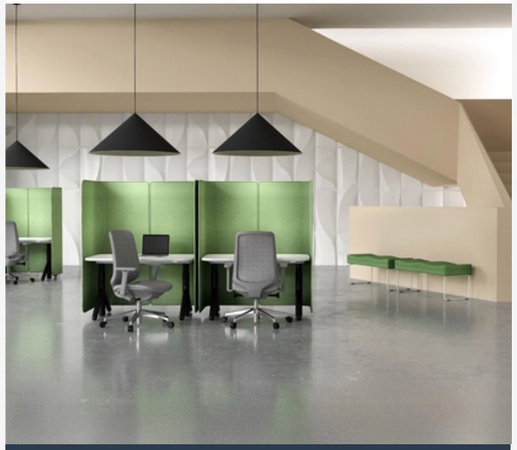
Collaborating with industry leaders to create smarter, inspired workplaces.

KOKUYO
Curiosity is Life



Ergonomic seating
for every workspace.

MINISTER by



Smart workstations
designed for performance.

boss



Timeless furniture
crafted for inspiration.

Diemme.



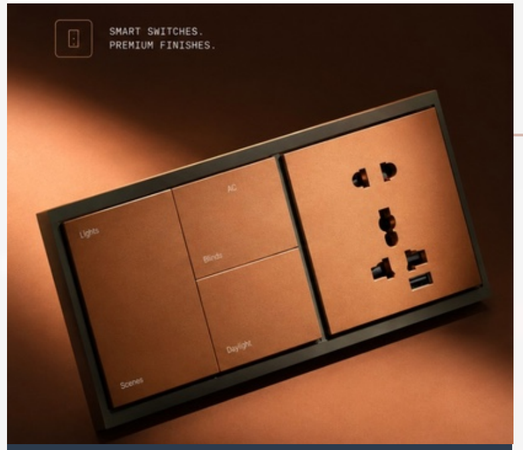
Innovative office systems
built for the way you work.

SAGA
A brand by 61



Flexible power stations
that keep you connected.

Future by 61



Smart switches
for a better tomorrow.

Phone Pod by



Private pods
for focus & productivity.

HAOHUI



Seating solutions
designed for comfort that lasts.

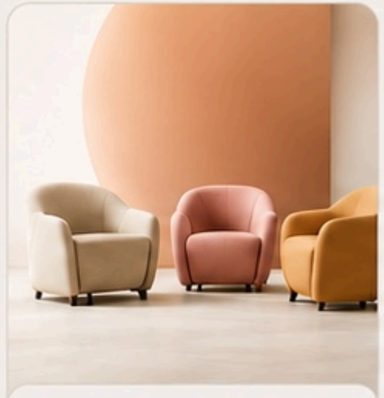
MATERIAL MATTERS

boss

Furniture that works.

British contract furniture,
collaborative seating, meeting pods
& workspace solutions.





Shuffle

Modular concept with endless configuration possibilities.



Arthur

Hardwood frame with timber underframe, plain or bump back upholstery.



Atom

Extensive, versatile and elegant - makes every space matter.



Raft Plus

Modular system offering endless configuration possibilities.

British Design

Timeless aesthetics built to last.

Contract Grade

Durable, tested and performance assured.

Collaborative Spirit

Designed for modern, connected workplaces.



Designed for people.
Built for performance.
Made for the long run.

Diemme.

Task and contract seating engineered for long-hours comfort, ergonomics and high-traffic workplace performance.



Executive Task Chair

Full ergonomic support for focused performance.



Collaborative Chairs

Multi-finish meeting seating that adapts to every space.



Lounge Accent Chair

Elevates breakout and reception areas with ease.



Soft Seating system

Modular lounge settings built for comfort and flow.

Designed for people.

Built for performance.



Ergonomic Design

Built for posture, support and all-day comfort.

Contract Grade

Durable, tested and made for long-term use.

Versatile Range

Solutions for every space, from focus to collaboration.

Trusted Performance

Engineered to deliver realiability, every day.

HAOHUI

Workstation and office systems built for flexible, high-density configurations - plus refined leather lounge collections.





Workstation System

Bench & cluster layouts



Executive Lounge Suite

Warm leather, slim frame



Office Sofa Set

Reception & cabin seating



Modular Sofa Seating

Agile breakout zones

Modular by Design

Adaptable to every space and workflow.

Built to Perform

Durable, ergonomic and made for daily use.

Refined Aesthetics

Contemporary design with premium finishes.

Smart systems.
Thoughtfully designed.

Built for the way work gets done.

Phone Pod by

Acoustic focus pods and meeting booths that deliver privacy and concentration in open-plan offices.



Solo Focus Pod

Single-person calls



Meeting Booth

4-5 person huddles



Meta Booth

Plush upholstered retreat



Colour Range

Brandable finishes

Acoustic
Noise reduction for focus

Privacy
Designed for concentration

Modular
Flexible for every workspace

Sustainable
Built with people and planet in mind

Smart spaces Better focus.

Thoughtfully designed phone pods that bring privacy, comfort and performance to modern workplaces.



SAGA

A brand by 61

POWERTRACK

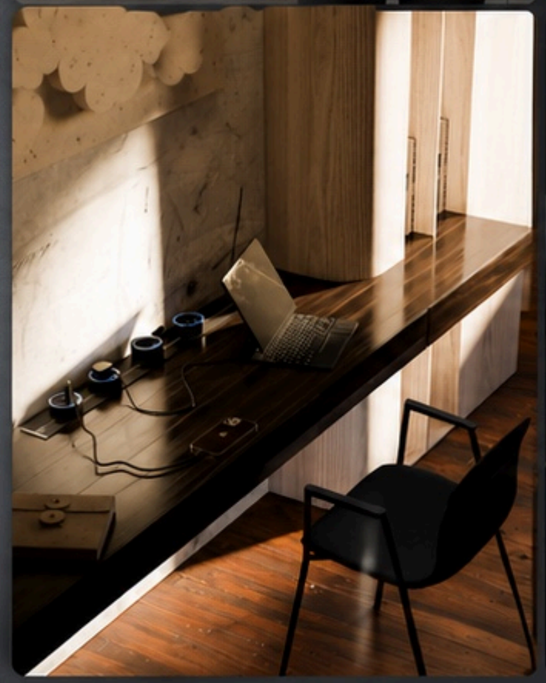
A sleek, modular power track system designed to bring power, productivity and style to every surface.

















Future by 61

UAE engineered switches, smart panels and Power Track designed for regional standards and refined aesthetics.



Smart Control Panel
Scene & climate control



Switch Module
Thinner, stronger build



SAGA Power Track
Flexible surface power



GLER Power Track
Modular power modules

Engineered for Safety
Built to meet UAE standards

Premium finishes
Refined aesthetics that elevate spaces

Smart Integration
Seamless control for modern offices

Built for Sustainability
Designed for efficiency and long-term use

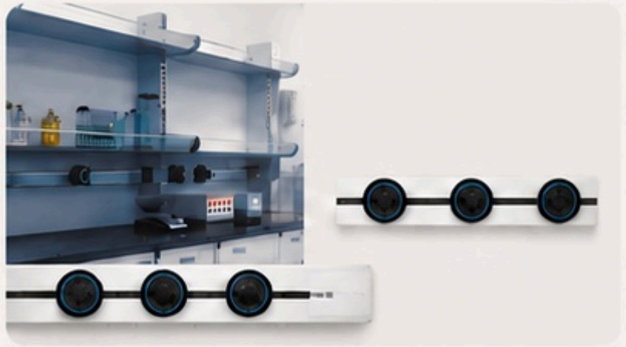
eubiq
India private limited

Power track and power-distribution solutions for seamless, adaptable, connectivity from workspaces to specialist health care panels.



Recess Powertrack Conference Room

Integrated services rail for clutter-free high-performance spaces.



Surface Powertrack Laboratory

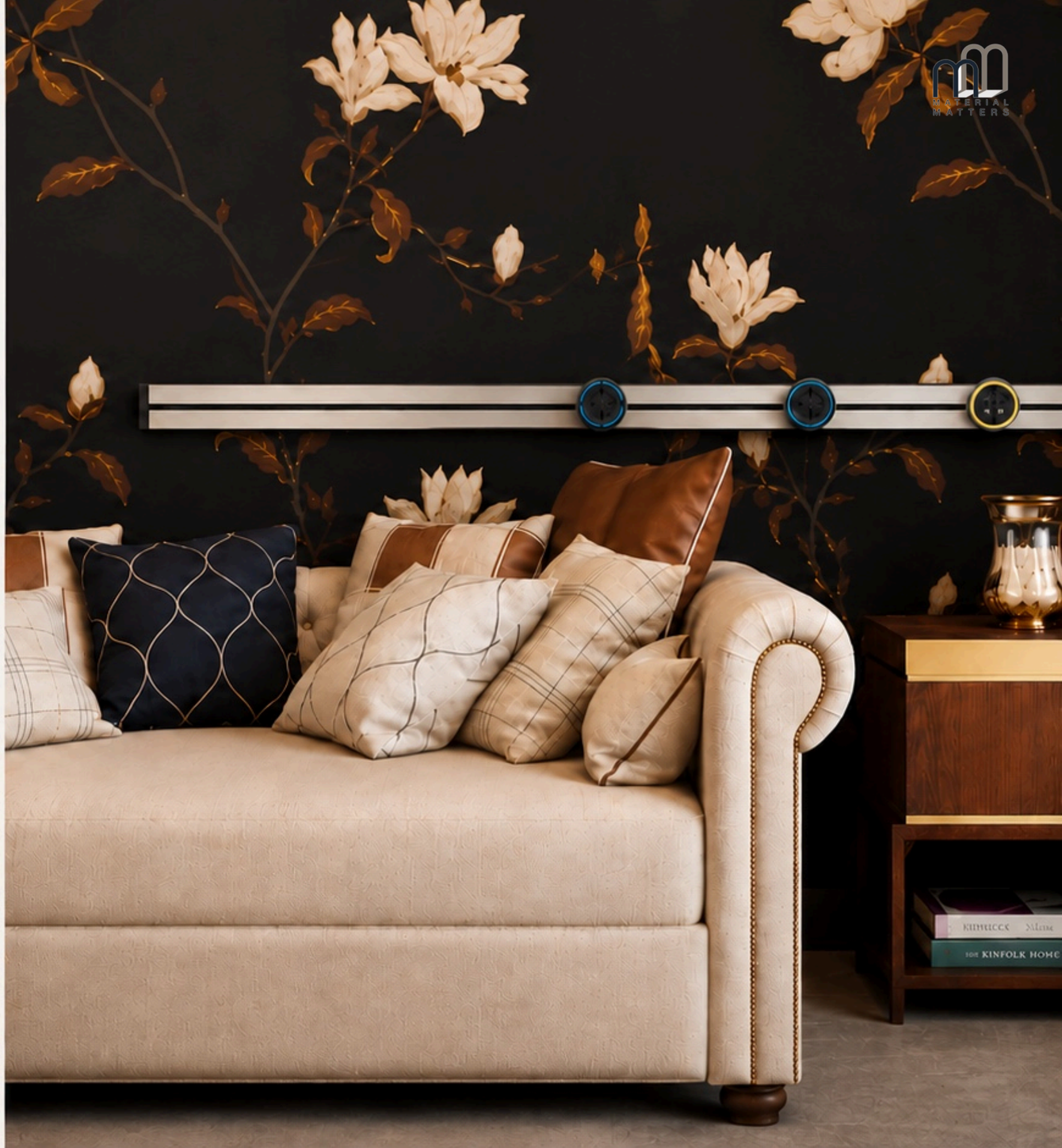
Moveable socket positions for ultimate flexibility and control

Seamless Connectivity

Adaptive & Flexible

Refined Aesthetics

Safe & Reliable



KOKUYO

Curiosity is Life

Thoughtfully designed solutions that enhance productivity, well-being and every workspace.



Seating

Ergonomic seating designed for comfort and long-lasting support.



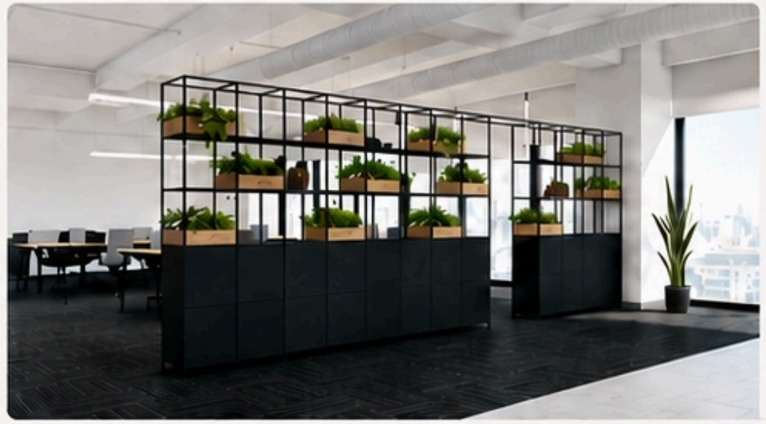
Desks & Tables

Functional, flexible desks and tables for focus and collaboration.



Collaboration & Acoustic

Spaces that encourage interaction, creativity and concentration.



Storage

Smart storage solutions to keep spaces organised and ready for what’s next.

MINISTER by MATERIAL MATTERS

Designed for people. Built for performance.

Thoughfully crafted furniture solutions that elevate workspaces, inspire productivity and enhance everyday experiences.



Workstations

Collaborative. Efficient. Modern.



Managerial Desks

Sophisticated design for focused leadership.



Ergonomic Seating

Comfort that moves with you.



Collaborative Spaces

Designed to connect teams and spark ideas.



Lounge & Guest Seating

Timeless style. Welcoming comfort.



Desking Systems

Flexible solutions for every workspace.

MATERIAL MATTERS

61 Dubai Free Zone Office:
Global Sourcing Hub

A dedicated office in Dubai under the 61 brand, operating with a Free Zone license purpose-built for international trade, aggregation and re-export - strategically positioned to source and consolidate products, solutions and brands.

China
Value-optimised manufacturing & custom engineering

UAE
Premium regional brands & rapid logistics

Europe
High-spec., design-forward workplace products

+ Partners
Other international partners as per client needs

Direct manufacturer negotiation

Consolidated shipments

Full trade compliance

Better landed costs, assure quality & predictable lead times

STRATEGICALLY POSITIONED, GLOBALLY CONNECTED.



One hub. Global reach.
Infinite possibilities.

MATERIAL
MATTERS

BUILD TO MATTER.

Let’s build a workplace that matters.

One partner. Every category.
End-to-end, in-house and built to protect your outcomes.

connect@materialmatters.in

+91 83758 21213, 97115 09821

www.materialmatters.in

WeWork Worldmark 6
Aerocity, 3rd floor, Bharti Worldmark 6, Near IGI Airport,
Aerocity, Delhi, DL 110037

