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Khalpool, B B T Road, Maheshtala Kolkata-700141

CIN: L14101WB2024PLC267500

November 15, 2025

Listing Department, National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Bandra Kurla Complex, Mumbai-4000051

Symbol: FORCAS

Investor Presentation for H1 FY26 performance.

Dear Sir/Madam.

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith the Investor Presentation along with key highlights for H1 FY26.

We request you to take the above information on your records.

Thanking You

Yours Faithfully For Forcas Studio Limited

SAILESH

Digitally signed by SAILESH AGARWAL AGARWAL Date: 2025.11.15 12:26:38 +05'30'

Sailesh Agarwal **Managing Director** DIN: 02856973

Encl. as above



**Investor Presentation H1 FY26** 







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You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.







**ABOUT US** 

**BUSINESS OVERVIEW** 

**WAY FORWARD** 

FINANCIAL HIGHLIGHTS

**INDUSTRY OVERVIEW** 



# ABOUT US













# **ABOUT FORCAS** STUDIO



**14**+ Years of Experience

14+ Men's wear categories

500+ Distributors/wholesalers

15,000+ Retailers

Present in 10+ Online marketplaces Serving **20,000+** pin codes already

1600+ SKUs

Presence in 500+ Large Format Stores

4 Million+ **Online Customers Served** Launched in Quick Commerce Forcas Studio Limited specializes in men's garments, covering all categories of men's wear, such as boxers, shorts, trackpants, cargos, denims, trousers, cord sets, tracksuits, vests, t-shirts, sportswear, shirts, jackets, and sweatshirts.

These are marketed under its brand "FTX," which caters to the mass market. Over 95% of its products are priced between ₹199-₹599, delivering trendy and affordable fashion.

Focuses on Tier 2 - 4 cities, catering to fashion-conscious middle-class youngster's average 23 years old with a lower income group.

Recently launched brand "TRIBE," a Gen Z men's wear brand priced ₹499-₹1499 aimed at the highend market with Gen Z clothing.

Company has launched women trousers & denims during the first half of FY26.

The brand is available in PAN India through more than 500 distributors/wholesalers and over 10,000 MBOs across 12 states.

Company also white-labels for major brands like Landmark Group, V-Mart Retail & other retail chains.

Company works on an Asset-Light Model with having a creative design & sourcing team

Fabrics and garments are sourced from local markets in India and sent to dedicated factories, with the company overseeing strict quality control through set SOP's

30,000 sq. ft. warehouse facility in Kolkata with a centralized inventory system, enabling efficient order fulfillment, direct customer delivery, and cost-effective supply chain management.

amazon

























## MANAGEMENT TEAM





Sailesh, a graduate from Kolkata, began his career in his family's fabric manufacturing business in Mumbai, gaining valuable experience across multiple departments of Textile manufacturing and soon started supplying to large hypermarkets, such as Reliance Retail, Big Bazaar, Spencers and Vishal Mega Mart.

In 2011 forward integrated into garment manufacturing and catering to all the prominent retail chains in the country from Forcas Apparels.

In 2020, leveraging his experience with large retailers, Forcas launched FTX, a brand targeting India's huge middle-class consumers.

In just three years, the company experienced significant growth, expanding its presence on major online platforms.



Sourav, a B.Com graduate, joined his father's plastic granules trading business in 2008, gaining expertise in business strategy, operations, supply chain, and people management.

He became a partner in 2016 and now leads key operations, including production, raw material procurement, and offline marketing.

With over a decade of experience in garment manufacturing, Sourav heads the purchase and finance divisions of the company and has been with the company since its incorporation.

# JOURNEY & KEY MILESTONES





Established as a partnership firm under the name Forcas Apparels in 2010 and began our journey in the fashion industry with white-label manufacturing, building long-standing relationships with major customers.

Recognized with the Merit Award 2015 by HyperCITY for achieving targeted sales growth. Awarded the title of Champion Sales Growth Partner for Fashion 2016 by HyperCITY, acknowledging our outstanding performance in driving sales.

Achieved Gold Seller status on Flipkart Marketplace twice: Sept 2021 – Nov 2021 & Dec 2021 – Feb 2022 Progressed to Platinum Seller status on Flipkart Marketplace, maintaining top-tier performance during: Mar 2022 – May 2022 & Jun 2022 – Aug 2022 Established as Forcas Studio Limited & later successfully listed on the NSE SME Emerge platform, marking a pivotal step in our growth. "TRIBE" premium fashion brand launched and the brand is adding 50 SKUs every month



# BUSINESS OVERVIEW



0

# BUSINESS HIGHLIGHTS - H1FY26

Own Brand Revenue rose to ₹717.9 Mn from ₹486.8 Mn, delivering strong 47.5% YoY growth.



Own-Brand Portfolio Gains Momentum – Inhouse brands scaled strongly in H1 FY26: FTX grew ~49%, and TRIBE grew ~35%, reinforcing the brand-led strategy.



Revenue from Women & Kids Category under FTX brand till date – 55 Million



**7 new categories added** in Quick Commerce Zepto selling in most major cities across the country.

New E-Commerce Platform added – FWD by Myntra, which caters to Gen Z audience.

New Warehouse at Varanasi started.

White-labelling Closing Order Book stood at ~185 Mn.





First time Winter Wear being delivered through quick commerce in our country.

FTX winter wear available in 10 minutes delivery in most promising cities.



### **BUSINESS MODEL**



**Identifying New** 

**Trends** 



Company actively tracks market trends ahead in fashion.



#### **Development**

Develops innovative designs through its in-house design team, ensuring products align with latest consumer preferences and fashion standards



#### **Fabric** Sourcina

Sourcing fabric through Pan India



#### Outsourced Manufacturing

Manufacturing is handled through dedicated factories, ensuring consistent quality.



#### Quality Control

Quality control is maintained through strict Standard Operating Procedures (SOPs), ensuring consistency



#### **Organised** Warehouse

An organized warehouse ensures efficient inventory management, streamlined operations, and timely dispatch of products.



#### Sales through multiple channels

Products are dispatched based on orders to different channels

#### **E-Commerce**

Products are available on leading e-commerce platforms, including Flipkart, Myntra, Meesho, Amazon, Ajio, Jio Mart, Limeroad, Solvd, and Shopsy.

#### Wholesale

The wholesale business involves bulk sales to wholesalers, who then distribute garments to retailers across various states in the country.

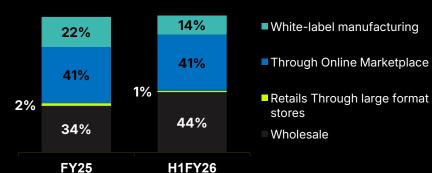
#### **Retail Large Format Stores**

Brand is also sold through large-format retail stores such as V-Mart Retail, V2 Retail, City Kart, Metro Bazar, Kothari Retail, and Sarvana Retails.

#### White Labelling

Provide white-label manufacturing for leading brands, including Landmark Group, V-Mart Retail. V2 Retail. Highlander, Cobb, Kontail, and others.

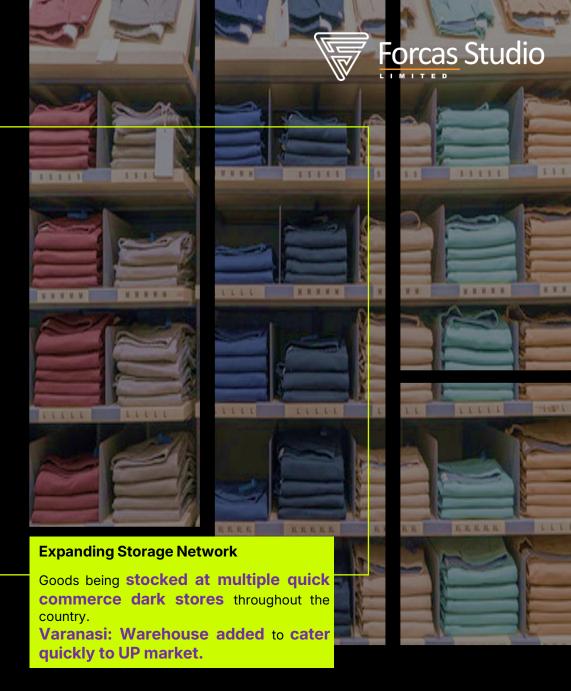
#### **Channel-wise Revenue Split (%)**



A digitally oriented business model provides a competitive edge over traditional peers, enabling quick adaptation to evolving consumer trends, expansion of reach and scale, and strengthening of brand equity for sustained growth

# WAREHOUSE

- Prime Location: Centrally located in Kolkata with direct highway access for efficient logistics.
- Spacious: 30,000 sq. ft. of carpet area, accommodating high inventory demands.
- Extensive Storage Capacity: Garments: Holding 20 Lac + Pcs
- Fabric & Materials: Capacity for 6,00,000+ meters of fabric and raw materials.
- Advanced Infrastructure: Fully equipped with power, IT systems (computers, printers, scanners), and modern fittings to support smooth operations.
- Well-Trained Manpower: Expert staff optimize warehouse efficiency, ensuring accuracy and timely delivery.





**VFSTS** 

TRACK SUITS

## PRODUCT PORTFOLIO (1/2)

**SHORTS** 



**Product Category** 

The flagship brand FTX has been a 'category creator' in the menswear **TSHIRTS** SPORTS WEAR SHIRTS **JACKETS** SWEAT SHIRTS segment in urban Bharat.

**CARGOS** 

**DENIMS** 

**TROUSERS** 

**TRACKPANTS** 

To offer new and varied products to customers throughout the year, the

**BOXERS** 

focus is on creating innovative designs with an emphasis on style and fashion.

#### **Expert** Stylish

Fashion specialists monitor international trends closely, ensuring the latest designs are delivered within 18 days.

#### Stylish Clothing

The clothing inventory includes everything from formal wear to casual attire, featuring the latest fashion trends.

#### **Varied Fabrics**

Carefully chosen fabrics are used to deliver the latest styles with an exceptional fit, blending comfort and fashion.

#### **Brand Contribution to Revenue - FTX**

FY25		H1 FY26		
Rs. In Mn.	%	Rs. In Mn.	%	
1,355.5	95%	665.2	93%	



# PRODUCT PORTFOLIO (2/2)

**BRAND - TRIBE** 

TRIBE is targeting Gen Z with quirky and the latest fashion.

Brand Contribution to Revenue - TRIBE					
FY25		H1FY26			
Rs. In Mn.	%	Rs. In Mn.	%		
67.0	5%	52.6	7%		





#### Latest Trends

Gen Z fashion thrives on latest trends, sustainable choices, and vintagemodern fusions for authentic selfexpression.

#### Young Audience

Fashion for the young focuses on vibrant styles, ethical choices, and a blend of modern values.

#### Quirky Design

A mix of bold graphics, eccentric patterns, and vibrant aesthetics makes Gen Z clothing truly distinctive.

This brand enhances the company's profitability by driving higher margins through its premium positioning

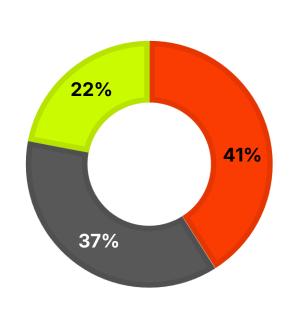


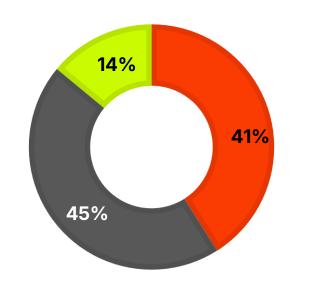




#### Platform (%)







Online Own Brand

**■ Offline Own Brand** 

■White- label Manufacturing

Revenue from Top Customers	FY25 (% of Revenue)	
Top 5 Customers	51.88%	43.40%
Top 10 Customers	69.83%	64.85%





Affordable Fashion for Urban Bharat: The focus is on providing stylish, quality menswear at affordable prices, with 95% of products priced below ₹499. The target market includes urban Bharat, particularly in Tier-2, Tier-3, and Tier-4 cities. The goal is to become the leading menswear brand in these regions by offering value-for-money fast fashion.

**Pricing Product** Strategy: Products are priced strategically to remain aspirational yet affordable, with uniform pricing across largeformat stores and online channels. Seasonal trends and production costs are carefully considered, ensuring value for money for customers.

Increase Online Presence: To drive growth, the company will expand its presence on additional ecommerce marketplaces and strengthen its supply chain network. Plans include growing regional presence and scaling operations effectively.

Brand Leverage: Company will capitalize on its strong brand equity, built on the latest designs, perfect fit, and competitive pricing, to drive recognition and loyalty among target **Operational Efficiencies:** Focus is improving operational placed on efficiencies through continuous process enhancements, cost control, and maximizing labor and logistics efficiency. In-house management ensures cost-effective procurement by eliminating intermediaries and optimizing operations for higher profitability

**Quality Focus:** A zero-tolerance policy for quality is enforced, with strict monitoring by the Quality Management team to ensure high standards at vendor units and warehouses.

### BUSINESS STRATEGY



# STRATEGIC PRODUCT ROLLOUT





Initial Production into Smaller Quantities



Go Live on 8+ Marketplaces & available to 10+ Crores Buyers



Analyze Sales Data & Shortlist the Winning Products



Invest in Advertising & Promotion of New Products



Scale Production of Winning Products



#### **Innovative Product**

Design: FTX leads the menswear segment in urban Bharat with trend-driven designs. In-house team ensures continuous innovation using market research, data analysis, and customer insights, creating diverse styles since 2019.

### **Strong Customer and Supplier Relationships:**

Long-term relationships with customers and suppliers ensure stable demand and reliable supply. Analyzing sales data allows for meeting regional needs, driving repeat business and enhancing customer retention.

Offering Fashion to Bharat's Youth: Stylish, affordable menswear is provided, targeting Bharat's youth. The lack of brand presents a unique opportunity for us to capture the market, offering value-for-money fashion and positioning our brand as the #1 choice for young consumers.

#### **Wide Product Range:**

A diverse range of men's clothing is offered, from formal to casual, catering to various customer preferences. A commitment to the latest fashion ensures customer satisfaction and broad market appeal.

#### **Brand Recall:**

- 1. Orders Served Online: Ensuring fast and reliable online service.
- **2. Online Reach:** Expanding visibility across multiple digital platforms.
- **3. Offline Footprints:** Increasing presence through dealers, distributors, and wholesalers in physical stores.

### **Experienced Management Team:**

A highly experienced team with decades of expertise in the garment industry, the deep understanding of market trends and consumer behavior drives strategic growth and expansion in the young Urban Bharat Market.



### CLIENTELE















**Quick Commerce** 













**AND MORE** 

# QUICK COMMERCE EXPANSION



The brand initially **launched with a single style** and received an fantastic response.

After successfully serving 20k+ pin codes through ecommerce platforms the brand has earned a loyal customer base across India.

The brand plans to add 100 + new styles in the quick commerce segment including essentials such has swim wear for all men, women & kids.

Taking a step further in innovation and speed, FTX has now partnered with Quick Commerce company ZEPTO to deliver fashion essentials within just 10 minutes.

This move aims to redefine convenience in fashion shopping, ensuring that customers can access the latest styles instantly.

With a strong presence and forward-thinking approach, FTX continues to set new benchmarks in the fashion industry.

Adding

2 More Quick Commerce

Platforms to Accelerate Sales

Products such as Tracksuit, Sweat Shirts, Trousers, Kurtas, Windcheaters already live on Zepto for 10min delivery.





# #FORWARD

















#### **Strengthening National Presence**

The company plans to expand domestically by targeting untapped segments, strengthening sales channels, and growing the dealer network to 700 Distributors & 25,000+ Retailers across India by March 2026.

#### **Enhancing Brand Visibility**

Aiming to enhance brand visibility via hiring a National Face as a Brand Ambassador, high-impact social media campaigns, and engaging a brand ambassador to connect with our audience.

Have started with Social Media to build to develop followers and community.

#### **Kids & Women Wear Launch**

FTX has launched Kids wear in the Winter Wear Category and also has launched Women Trousers and Denims. The same is being marketed in the offline channel for this season as trial. The company will be going live online with both Women and Kids Wear from Summer Season.



# FINANCIAL HIGHLIGHTS

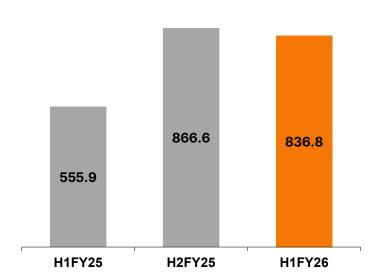


# HALF YEARLY PERFORMANCE HIGHLIGHTS



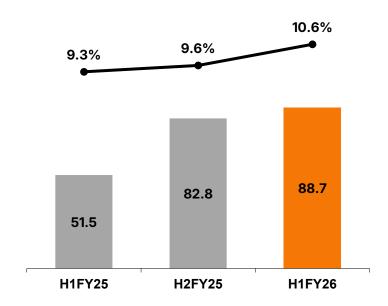
Revenue (INR Mn.)

YoY	50.6%		
НоН	(3.4%)		



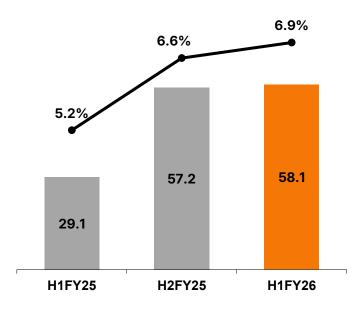
EBITDA (Rs. Mn) & EBITDA Margin (%)

YoY	72.3%	+ 134 bps
НоН	7.1%	+ 104 bps



Net Profit (Rs. Mn) & Net Profit Margin (%)

YoY	99.7%	+ 171 bps
НоН	1.5%	+ 34 bps



# HALF YEARLY INCOME STATEMENT

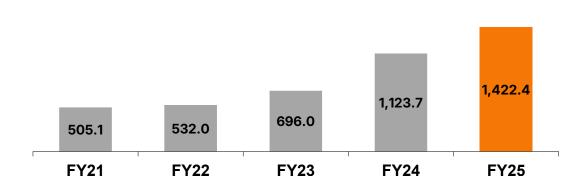


Particulars (INR Mn.)	H1FY26	H2FY25	H1FY25	YoY%	НоН%	FY25	FY24	YoY%
Net Sales	836.8	866.6	555.9	50.6	-3.4	1,422.4	1,123.7	26.6
Cost of Goods Sold	571.8	643.0	361.6	58.1	-11.1	1,004.5	747.6	34.4
Gross Profit	265.1	223.6	194.3	36.4	18.5	417.9	376.1	11.1
Gross Margin (%)	31.7%	25.8%	35.0%	-328 bps	+587 bps	29.4%	33.5%	-409 bps
Employee Expenses	20.6	17.8	19.7	4.7	15.7	37.5	15.7	138.7
Other Expenses	155.8	123.0	123.1	26.5	26.7	246.1	258.2	-4.7
EBITDA (Excl. Other Income)	88.7	82.8	51.5	72.3	7.1	134.3	102.1	31.5
EBITDA Margin (%)	10.6%	9.6%	9.3%	+134 bps	+104 bps	9.4%	9.1%	+35 bps
Other Income	0.7	3.0	5.0	-86.6	-77.7	8.0	6.1	30.6
Depreciation	1.5	1.8	1.4	1.5	-20.1	3.3	2.6	25.5
PBIT	87.9	84.0	55.0	59.8	4.7	139.0	105.6	31.6
Interest	9.2	6.7	15.8	-41.6	37.3	22.5	37.9	-40.6
PBT	78.7	77.3	39.2	100.6	1.8	116.5	67.7	72.1
Tax	20.6	20.0	10.1	103.2	2.7	30.2	17.3	74.3
Net Profit	58.1	57.2	29.1	99.7	1.5	86.3	50.4	71.3
Net Profit Margin (%)	6.9%	6.6%	5.2%	+171 bps	+34 bps	6.1%	4.5%	+158 bps
EPS (Reported) (Rs.)	3.30	3.42	2.10	57.1	-3.5	5.52	2.26	144.2

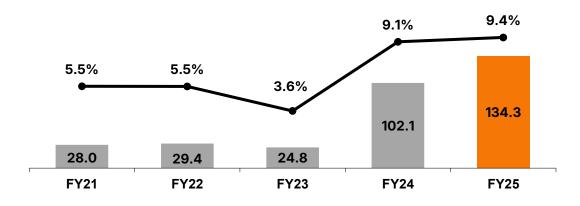
# ANNUAL PERFORMANCE HIGHLIGHTS



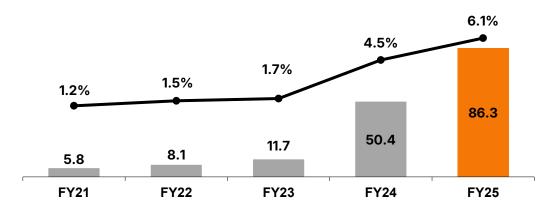
Revenue (INR Mn.)



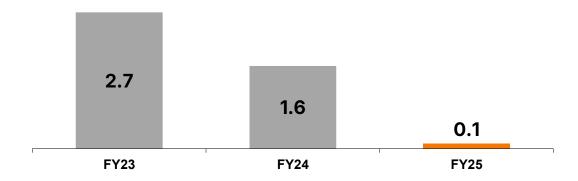
EBITDA (Rs. Mn) & EBITDA Margin (%)



Net Profit (Rs. Mn) & Net Profit Margin (%)



**Net Debt to Equity (x)** 



# ANNUAL INCOME STATEMENT



Particulars (INR Mn.)	FY21	FY22	FY23	FY24	FY25
Net Sales	505.1	532.0	696.0	1,123.7	1,422.4
Cost of Goods Sold	435.7	455.6	525.3	747.6	1,004.5
Gross Profit	69.4	76.4	170.8	376.1	417.9
Gross Margin (%)	13.7%	14.4%	24.5%	33.5%	29.4%
Employee Expenses	12.6	14.3	14.7	15.7	37.5
Other Expenses	28.9	32.7	131.2	258.2	246.1
EBITDA (Excl. Other Income)	28.0	29.4	24.8	102.1	134.3
EBITDA Margin (%)	5.5%	5.5%	3.6%	9.1%	9.4%
Other Income	6.2	6.0	20.2	6.1	8.0
Depreciation	2.8	2.7	3.7	2.6	3.3
PBIT	31.4	32.8	41.3	105.6	139.0
Interest	25.9	25.0	29.9	37.9	22.5
PBT	5.6	7.8	11.5	67.7	116.5
Tax	(0.3)	(0.2)	(0.3)	17.3	30.2
Net Profit	5.8	8.1	11.7	50.4	86.3
Net Profit Margin (%)	1.2%	1.5%	1.7%	4.5%	6.1%
EPS (Reported) (Rs.)	0.82	0.97	1.36	2.26	5.52

30%
REVENUE CAGR
(FY21-25)

48% EBITDA CAGR (FY21-25)

96% NET PROFIT CAGR (FY21-25)



## **BALANCE SHEET**

<b>Equity &amp; Liabilities (INR Mn.)</b>	FY24	FY25	H1FY26
Facility			
Equity			
Equity Share Capital	129.0	175.8	175.8
Reserves & Surplus	70.9	460.8	518.5
Total Equity	199.9	636.6	694.3
Non-Current Liabilities			
Long-term Borrowings	19.8	14.5	14.8
Long-term Provision	-	0.5	0.5
<b>Total Non-Current Liabilities</b>	19.8	15.0	15.3
Current Liabilities			
Short-term Borrowings	309.1	119.1	326.4
Trade Payables	100.3	127.7	41.8
Other Current Liabilities	11.8	4.4	11.2
Short-term Provisions	18.5	7.4	6.3
Total Current Liabilities	439.6	258.6	385.7
Total Equity & Liabilities	659.3	910.1	1,095.2

Assets (INR Mn.)	FY24	FY25	H1FY26
Non-Current Assets			
Property, Plant and Equipment's	11.1	17.0	22.9
Deferred Tax Assets	1.2	1.3	1.2
Long-term Loans & Advances	6.9	3.9	1.8
Other Non-Current Assets	84.6	32.4	32.9
Total Non-Current Assets	103.8	54.6	58.7
Current Assets			
Inventories	196.4	334.7	609.5
Trade Receivables	322.6	382.6	299.0
Cash & Cash Equivalents	3.4	84.4	4.7
Short-term Loans & Advances	33.2	53.9	123.2
Total Current Assets	555.6	855.6	1,036.5
Total Assets	659.3	910.1	1,095.2





# INDUSTRY DESCRIPTION OF THE PROPERTY OF THE PR

# INDIAN APPAREL INDUSTRY

3.26% CAGR (2025-2029)

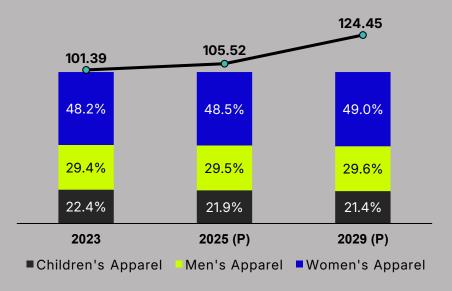


- The Indian apparel industry presents a high-growth opportunity, with Women's Apparel leading the market at a value of US\$53.13 billion in 2025.
- The per capita revenue of US\$73.25 reflects a strong consumer base, while the market volume is projected to reach 41.4 billion pieces by 2029, driven by a 3.6% growth rate in 2026.
- The sector is dominated by Non-Luxury sales, accounting for 98% by 2025, ensuring massmarket scalability.
- Additionally, the growing demand for sustainable and ethically produced clothing highlights a shift toward conscious consumerism, opening up opportunities for innovation and differentiation.

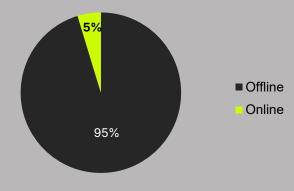
The average volume per person in the Apparel market is projected to be 24.9 pieces in 2025.



#### Revenue in Billion USD (US\$)



#### 2024 Online Revenue Share (%)



August

Fast Fashion Produces 50+ Collections/year, and the Summer Cycle is longer with more Collections

- In FY25, India's fast fashion segment is projected to grow rapidly at 30–40%, significantly outpacing the overall apparel industry's 8–10% growth, highlighting a major shift in consumer demand.
- Tier II and III cities in India are rapidly emerging as key strategic markets for fashion retailers, driven by consumers who are increasingly embracing global fashion trends and experimenting with their style choices.
- Men's fast fashion was driven by oversized T-shirts, graphic and printed T-shirts, trousers, and cargo pants, with Co-ords and Summer/All-Time Jackets emerging as potential future trends.
- Women's fast fashion was led by Dresses, Wide-Legged Trousers, and Co-ords, while Occasional Wear and Shapewear are set to disrupt next, also the growing female workforce has driven demand for office wear and designer ethnic styles, making them key targets for fast fashion brands.
- The kids wear segment offer significant growth potential, with branded kids wear underpenetrated in India and growing demand for quality, stylish clothing for children.



2032

US\$ 39.74 Billion

2025

**US\$ 13.48 Billion** 

December

Source: Coherent Market Insights, Fibre2Fashion, Redseer







Rising Disposable Income: The growing middle class in India is driving increased spending on clothing, with a shift toward higher-quality and premium products, creating opportunities for mass-market and aspirational brands.

#### **Shifting Consumer Preferences:**

Consumers are increasingly drawn to branded, stylish clothing and sustainable options, reshaping the market and driving innovation.

### **DRIVERS**

E-Commerce Growth: Online platforms are transforming the apparel market with convenience, variety, and personalized experiences, particularly appealing to tech-savvy and urban consumers.

**Sports and Athleisure:** Growing fitness awareness among urban youth is driving demand for stylish, versatile, and functional activewear.

Women's and Kids' Wear: Rising demand for trendy women's apparel and premium-quality kids' clothing presents significant growth opportunities.

New Category Expansion:
Identifying adjacent categories
based on customer preferences
can drive increased share of wallet
(SoW), though customers typically
purchase only two subcategories
from a brand.



# IHANK

#### **Forcas Studio Limited**

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