

November 07, 2025

BSE Limited	National Stock Exchange of India Ltd.
Scrip Code: 543401	Trading Symbol: GOCOLORS

Dear Sir/Madam,

Sub: Investor Presentation for Q2 FY 2026 - Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

With reference to the above captioned subject, please find enclosed Investor Presentation for Q2 FY 26.

The aforesaid Investor Presentation is also being disseminated on company's website at https://www.gocolors.com/investor-relations.

This is for your information and record.

Thanking You, For **Go Fashion (India) Limited**

Gayathri Kethar Company Secretary & Compliance Officer

Encl: As above

CIN: L17291TN2010PLC077303



SAFE HARBOR



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Q2 & H1 FY26 Highlights





Revenue from Operations

Rs. 224 crores

Gross Profit

Rs. 140 crores

EBITDA

Rs. 67 crores

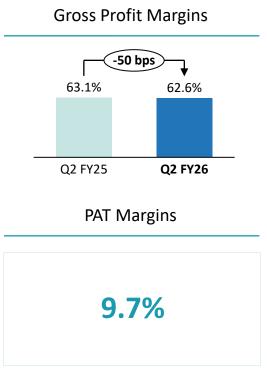
Profit Before Tax

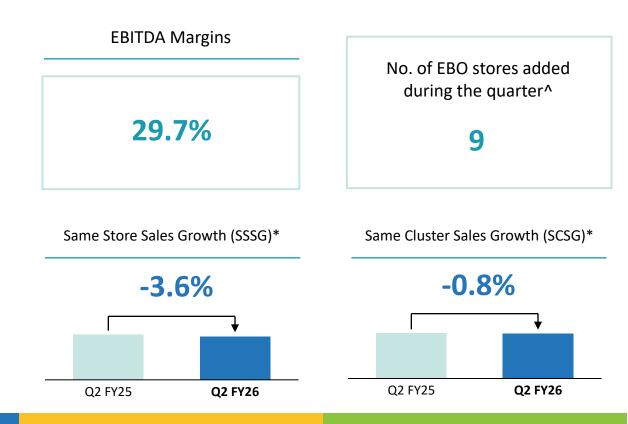
Rs. 29 crores

Profit After Tax

Rs. 22 crores











Revenue from Operations

Rs. 447 crores

Gross Profit

Rs. 281 crores

EBITDA

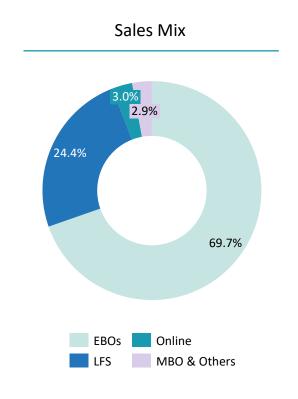
Rs. 135 crores

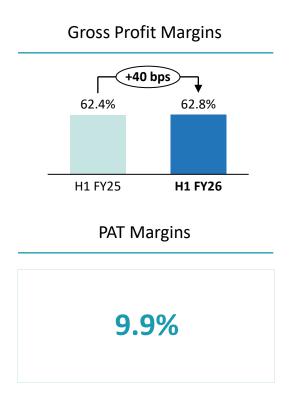
Profit Before Tax

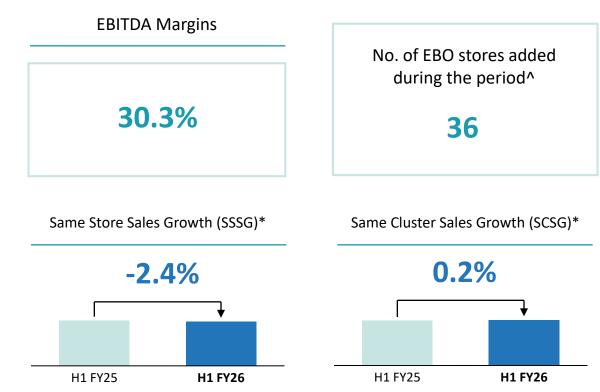
Rs. 59 crores

Profit After Tax

Rs. 44 crores



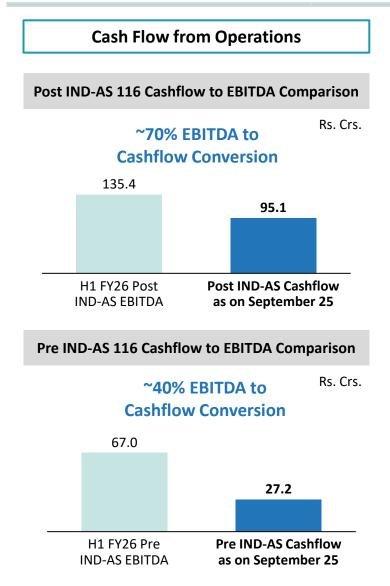


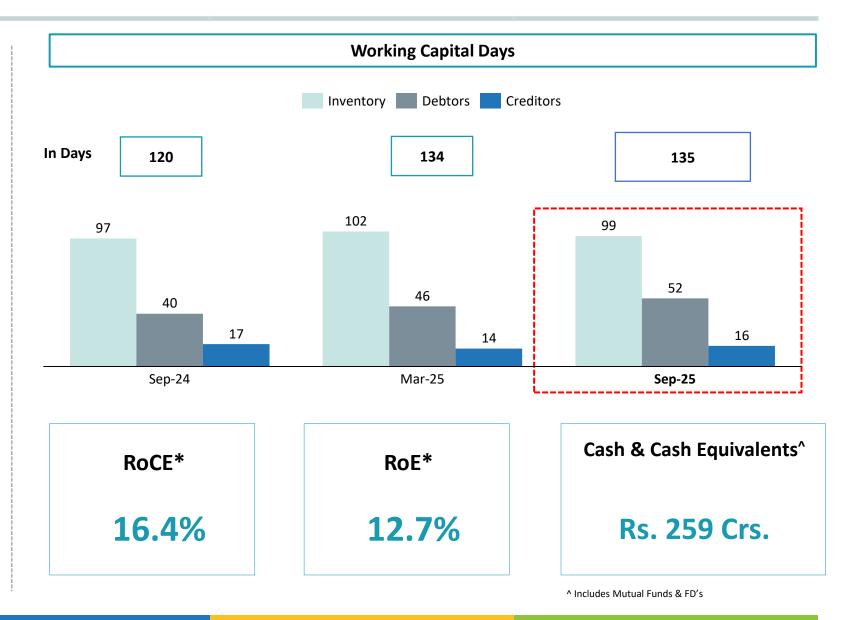














Q2 FY26 PROFIT & LOSS STATEMENT



		*Q2 FY26			YoY		
Profit & Loss (in Rs. Crore)	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	(Reported)
Total Revenue	224.2		224.2	208.5		208.5	8%
Cost of Goods Sold	83.9		83.9	77.0		77.0	
Gross Profit	140.3		140.3	131.5		131.5	7%
Gross Margin	62.6%		62.6%	63.1%		63.1%)
Employee Cost	45.7		45.7	40.6		40.6	
Rent Expense	2.6	34.7	37.3	3.0	31.2	34.2	
Other Expenses	25.4		25.4	24.3		24.3	
EBITDA	66.6		32.0	63.6		32.4	5%
EBITDA Margin	29.7%		14.3%	30.5%		15.5%	
Other Income	7.3	2.9	4.4	7.1	2.9	4.2	
Depreciation	32.8	27.7	5.1	31.1	25.4	5.7	1
EBIT	41.2		31.3	39.7		30.9	
Finance Cost	12.2	12.2	0.0	11.5	11.5	0.0	
Profit before Tax	29.0		31.3	28.2		30.9	3%
Tax	7.2		7.2	7.6		7.6	
PAT	21.8		24.1	20.6		23.3	6%
PAT Margin	9.7%		10.8%	9.9%		11.2%	
EPS (in Rs.)	4.04		4.46	3.83		4.32	



H1 FY26 PROFIT & LOSS STATEMENT



		*H1 FY26			YoY		
Profit & Loss (in Rs. Crore)	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	(Reported)
Total Revenue	447.0		447.0	428.6		428.6	4%
Cost of Goods Sold	166.4		166.4	161.2		161.2	
Gross Profit	280.6		280.6	267.5		267.5	5%
Gross Margin	62.8%		62.8%	62.4%		62.4%	
Employee Cost	89.9		89.9	77.9		77.9	
Rent Expense	5.8	68.4	74.2	6.7	61.0	67.7	
Other Expenses	49.6		49.6	47.2		47.2	
EBITDA	135.4		67.0	135.8		74.8	0%
EBITDA Margin	30.3%		15.0%	31.7%		17.4%	
Other Income	12.5	3.9	8.6	12.9	5.0	7.9	
Depreciation	65.1	54.6	10.5	60.5	49.5	11.0	
EBIT	82.8		65.1	88.1		71.7	
Finance Cost	24.1	24.1	0.0	22.5	22.5	0.0	
Profit before Tax	58.7		65.1	65.6		71.7	-11%
Tax	14.6		14.6	16.3		16.3	
PAT	44.1		50.5	49.3		55.3	-11%
PAT Margin	9.9%		11.3%	11.5%		12.9%	
EPS (in Rs.)	8.16		9.34	9.13		10.24	





EQUITY AND LIABILITIES (in Rs. Crore)	30-Sep-25	31-Mar-25
Equity		
Share Capital	54.0	54.0
Other Equity	687.4	643.4
Total Equity	741.4	697.4
Liabilities		
Non Current Liabilities		
Lease liabilities	437.7	416.6
Provision	6.5	6.1
Total Non Current Liabilities	444.2	422.8
Current Liabilities		
Lease liabilities	96.8	90.4
Trade payables	38.2	31.6
Other financial liabilities	28.4	23.6
Current tax liabilities (net)	3.1	3.9
Other current liabilities	7.1	8.2
Provisions	8.5	2.6
Total Current Liabilities	182.1	160.2
TOTAL EQUITY & LIABILITIES	1,367.7	1,280.3

ASSETS (in Rs. Crore)	31-Sep-25	31-Mar-25
Non Current Assets		
Property, plant and equipment	116.3	111.7
Capital work-in-progress	15.0	11.5
Intangible assets	0.8	0.8
Right-of-use assets	468.9	447.5
Financial Assets		
Other financial asset	108.2	40.2
Deferred tax assets (net)	33.9	31.7
Other non-current assets	0.9	1.3
Total Non-Current Assets	744.0	644.5
Current Assets		
Inventories	241.7	237.6
Financial Assets		
Investments	4.1	9.7
Trade receivables	126.2	105.7
Cash and cash equivalents	19.4	16.1
Bank balances other than cash and cash equivalents	170.5	222.2
Other financial assets	15.3	13.6
Other current assets	46.4	30.7
Total Current Assets	623.7	635.8
TOTAL ASSETS	1,367.7	1,280.3





Cash Flow Statement (in Rs. Crore)	H1 FY26	H1 FY25
Net Profit Before Tax	58.7	65.6
Adjustments for: Non - Cash Items / Other Investment or Financial Items	78.8	73.6
Operating profit before working capital changes	137.5	139.2
Changes in working capital	-24.7	-10.5
Cash generated from Operations	112.8	128.7
Direct taxes paid (net of refund)	-17.7	-14.6
Net Cash from Operating Activities	95.1	114.1
Net Cash from Investing Activities	-23.9	-45.7
Net Cash from Financing Activities	-67.9	-59.1
Net Decrease in Cash and Cash equivalents	3.3	9.4
Add: Cash & Cash equivalents at the beginning of the period	16.1	15.7
Cash & Cash equivalents at the end of the period	19.4	25.1
Cash & Cash equivalents at the end of the year including Mutual Funds & FDs	258.7	237.7





Company Overview









One-stop destination for all women's bottom wear



Among the largest Women Bottom Wear (WBW) brands in India with ~8% market share in branded WBW



Extensive sourcing and manufacturing network of 149 suppliers and 68 job-workers spread across 12 states and UTs



Supply chain for all channels managed from 99K sq. ft. warehouse in Tirupur, Tamil Nadu and 12K sq. ft. warehouse in Bhiwandi, Maharashtra. End-to-end automation in inventory operations resulting in optimal inventory management

50+ styles of bottom wear in

> 120+ colours.

'If it is anything to do with bottomwear, don't look beyond Go Colors.'

812 EBOs spread across 23 states and UTs and 2,683 LFSs across 31 states and UTs

Customers catered primarily through



Premium quality products at affordable prices, 76% of products retailed at < Rs. 1,049







Ethnic Wear



Churidar Salwar

Patiala Silk-Pants

Kurti-Pants Dhoti

From ₹ 599 to ₹ 1,399 (1)

Western Wear



Leggings Ponte Pants
Cropped Jegging Track Pants
Jeans Culottes
Cargo Pants Treggings
Trousers Shorts

From ₹ 499 to ₹ 1,399 (1)

Fusion Wear



Jeggings

Palazzos

Pants

Harem-Pants

From ₹ 599 to ₹ 1,599 (1)

Athleisure



Leggings

Track Pants

Joggers

From ₹ 799 to ₹ 1,199 (1)





Denims



Jeggings Pants

Joggers Denim Culottes

Jeans Capris

Denim Palazzos

From ₹ 799 to ₹ 1,499 (1)

Lounge Wear



Lounge Pants

Lounge Knit Pants

Lounge Capris

Lounge Shorts

From ₹ 449 to ₹ 949 (1)

Go Plus



Churidars

Leggings

Jeggings

Pants

Palazzos

From ₹ 599 to ₹ 1,599 (1)

Girls Wear



Leggings

Jeggings Shorts

Palazzos Harem- Pants

From ₹ 249 to ₹ 999 (1)

Pants



STANDARDIZED STORE DESIGNS AND LAYOUTS TO MAKE BRAND **"GO COLORS"** READILY IDENTIFIABLE

















EBO Stores + Airport Stores + LFS Stores









Women Bottom Wear + Women's Top Wear + Men's Wear















Key Differentiators

OUR KEY STRENGTHS



Among the Largest Women's Bottom-Wear Brand in India with Well-Diversified & Differentiated Product Portfolio and First Mover Advantage

Strong Unit Economics with an Efficient Operating Model

Demonstrated Track Record of Strong Financial Performance



Multi-Channel, Pan-India Distribution Network with a Focus on EBOs, Enhancing Brand Visibility



Extensive Procurement Base with Highly Efficient and Technology-Driven Supply Chain Management



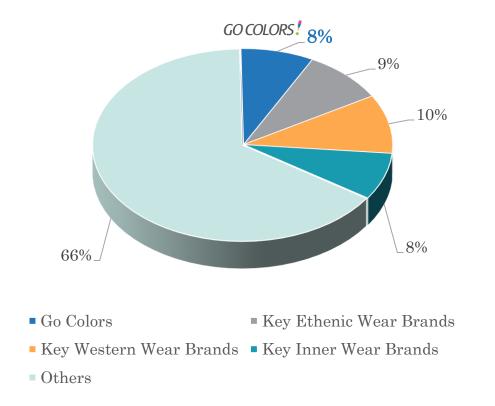
In-House Expertise in Developing and Designing Products







% Branded Women's Bottom Wear Market (FY20)



Covering the entire spectrum of women's requirements across age-groups and body-types

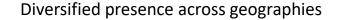
Brand	SKUs	Ethnic	Western	Athleisure	Fusion	Denim
GO COLORS!	728	✓	✓	✓	✓	✓
Player A	800	×	√	×	×	√
Player B	700	√	×	×	✓	√
Player C	673	√	√	×	√	×
Player D	656	×	✓	×	×	√
Player E	343	√	×	✓	√	✓

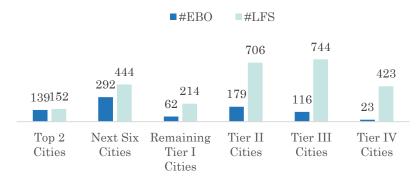
Go Colors offers products across multiple categories making its portfolio 'universal' & round-the-year for every occasion that is not subject to seasonal trends



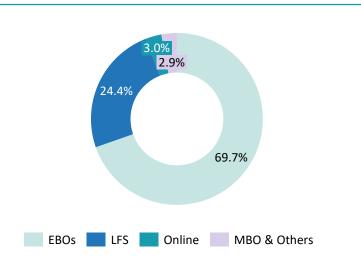
DIRECT TO CONSUMER BRAND WITH AN EXTENSIVE DISTRIBUTION NETWORK ACROSS INDIA

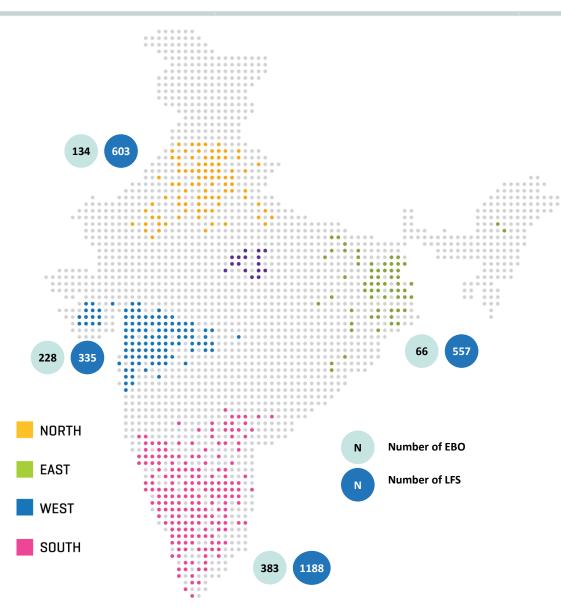






Sales Mix





EBO Stores

812

Malls & Airports (200) High Streets (611) International (1)

Cities Present

194

Cluster-based model

53.1%

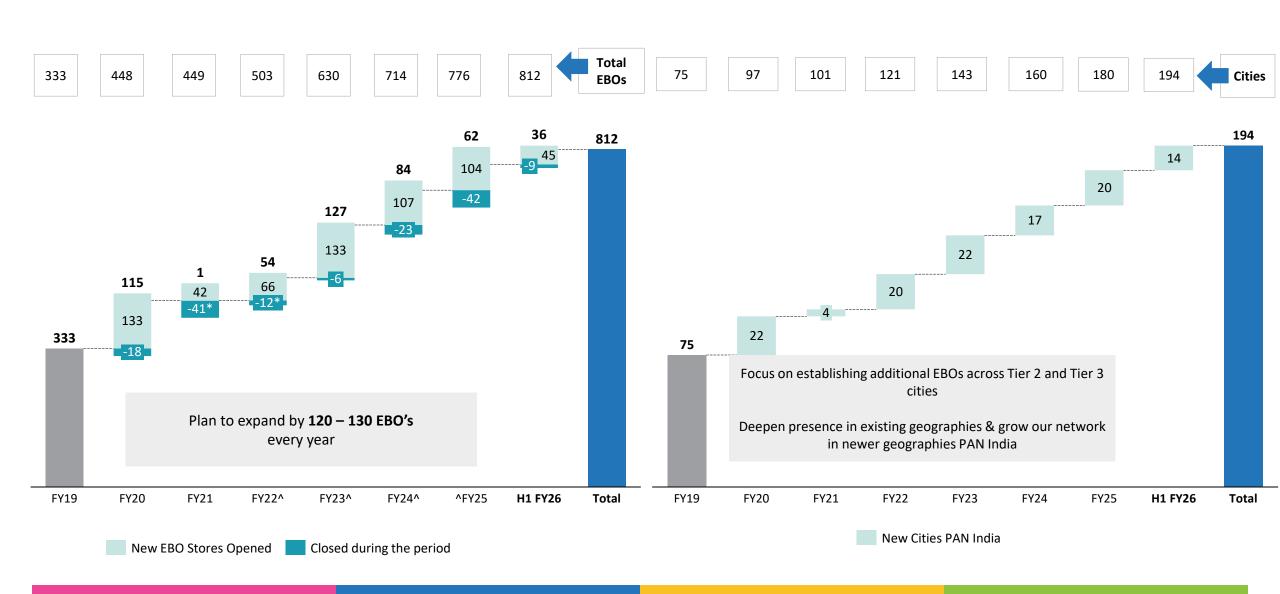
EBOs across top 8 cities

Large Format Stores

2,683

CONTINUOUS INCREASE OF EBO PRESENCE PAN INDIA





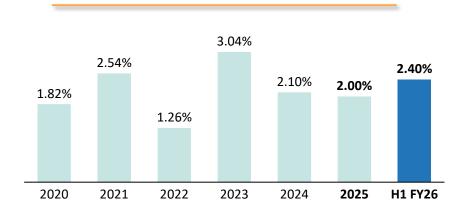
^{*} Majority of stores closed down in FY21 and FY22 are due to CoVID impact ^ FY22, FY23, FY24 & FY25 stores are net of replacements



ENHANCING BRAND VISIBILITY AND RECALL VALUE OF 'GO COLORS' BRAND



Prudent use of resources to undertake brand-building initiatives and gain visibility



Rs. 41 of Revenue on every rupee of Advertisement Spent



Store at high footfall location with large external hoardings

Go Colors utilizes its EBOs as its primary advertising channel

Outdoor marketing initiatives include leveraging advertisements through large hoardings at vantage points, bus shelters and metro pillars

Situated in locations with significant footfalls, increasing brand visibility and enhancing brand equity and recall

Significant importance on digital marketing by creating frequent consumer generated content uploaded across social media platforms



Standardized visual designs and layout of the store



STRONG UNIT ECONOMICS LEADING TO AN EFFICIENT OPERATING MODEL



Efficient Space Utilization offers one of the highest sales per square foot in the industry

Average Store Size (Sq. ft.)

400 - 600

Average Selling Price*

Rs. 792

Present across

194 cities

Average Investments for 1 EBO store (Incl. Inventory)

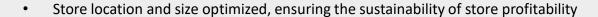
Rs. 37 - 38 Lakhs

Payback Period

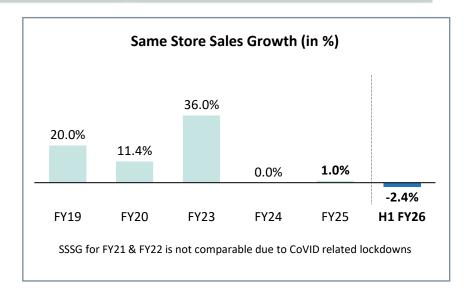
15 – 18 months

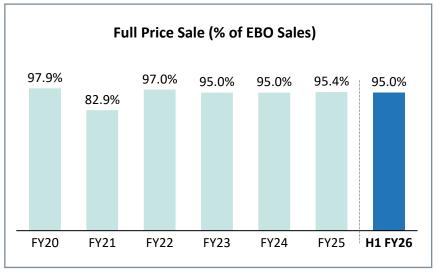
Average Yearly Revenue Per Store

Rs. 85-90 Lakhs



- Ability to identify the stores at the right location and limited store closures resulted in healthy SSSG
- Product portfolio resistant to redundancy from vagaries of fashion trends and seasonality (roundthe-year relevance)
- Given that bottom-wear is a 'core essential', demand for our products is consistent which results in limited discounting and higher full-price sales







EXTENSIVE PROCUREMENT BASE WITH HIGHLY EFFICIENT AND TECHNOLOGY DRIVEN SUPPLY CHAIN MANAGEMENT



Outsourced Manufacturing

- Manage an extensive sourcing network to support product development teams
- > 149 suppliers and 68 job-workers spread across 12 states and UTs
- ➤ Longstanding relationship with suppliers and job-workers
- Work closely with suppliers, supervising manufacturing and conducting inspections for quality checks

Centralized Warehouse

- Inventory, logistics and entire supply chain for all channels managed from warehouse in Tirupur, Tamil Nadu
- Warehouse spread over >99k square feet & 12K sq. ft. warehouse in Bhiwandi, Maharashtra
- Implemented end-to-end automation in inventory operations resulting in seamless and optimal inventory management
- Implemented business intelligence tool for inventory optimization, avoiding stock-out and ensuring sufficient supply at stores

Sourcing Team

- Sourcing team closely monitors suppliers and provides strict quality assurance analysis
- Regular inspections of fabrics sourced from suppliers helps consistently maintain product and service quality
- Stringent norms of quality assurance at various levels through quality control mechanisms
- Track suppliers' capacity and output to ensure production requirements are met and finished products are procured in a timely manner

Supply Chain Automation

- > Entire procurement and supply chain operation automated through ERP system
- ➤ Helps maintain flexibility while meeting requirements in an efficient manner without relying on any one vendor, supplier or factory
- Procurement needs streamlined avoiding over or under-stocking
- SCMS & internal controls minimize product shortage and occurrence of out-ofstock events enabling efficient operations and high productivity

GO COLORS





Forecasting

- Concept development and trend forecasting to develop new styles and products
- Participate in fairs or exhibitions in India or abroad to better understand trends
- Address evolving market trends and customers' preferences



In-House Design

- Skilled team of 20 in-house designers and merchandisers
- Focus on creating quality products with innovative designs and optimal fit / sizing
- Products designed keeping in mind trends in fashion, fabric, textiles, wear ability, stitch and pricing
- Products designed for every occasion including for daily wear, office wear, festive, denim and lounge wear

Data Analytics

- Product launches based on ERP generated business intelligence reports
- Research and data-driven design process
- Product design and development based on market research and customer feedback







Mr. Prakash Kumar Saraogi
Managing Director

- Promoter of Go Fashion (India) Limited
- >29 years of experience in garment manufacturing, the fashion industry, and retail industry
- Holds a bachelor's degree in chemical engineering from Anna University, Chennai



Mr. Gautam Saraogi
Executive Director and CEO

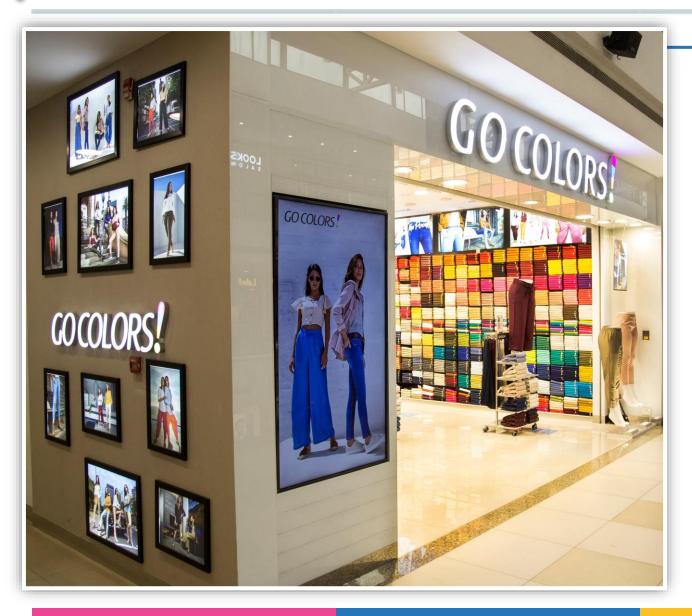
- Promoter of Go Fashion (India) Limited
- >11 years of experience in consumer retail, marketing, brand building and garment manufacturing
- Holds a bachelor's degree in commerce from University of Madras and an executive diploma in marketing management from Loyola Institute of Business Administration, Chennai
- Has received a token of appreciation for his contribution to the Chennai Retail Summit 2018



Mr. R Mohan
Chief Financial Officer

- Chartered Accountant by profession and has been associated with our Company since 2019
- Holds a bachelor's degree in commerce from Bharathiar University and is a member of the ICAI since 1991
- Served as the chairman of the Coimbatore Branch of Institute of Chartered Accountant India from 2000 to 2001
- Member of economic affairs and taxation panel of Confederation of Indian Industry, Coimbatore from 2016 to 2017







- 1 Continue to Expand Retail Network with a Focus on EBOs
- 2 Grow Sales Through Online Channel
- Leverage Technology to Bring Cost Efficiency and Enhance Customer Experience
- 4 Leverage Leadership Position in Women's Bottom-Wear



1. CONTINUE TO EXPAND RETAIL NETWORK WITH A FOCUS ON EBOS



Growth Strategies

Follow the **COCO Model** to ensure better operational control

Focus on establishing additional EBOs across

Tier 2 and Tier 3 cities

Grow network in existing geographies i.e., deepen penetration in south and west regions

Add additional stores in the north and east regions with a focus on developing presence

Selectively expand presence across LFS
PAN India

Plan to expand by 120 – 130 EBO's every year

1 EBO Store

Average Investment

Rs. 37 - 38 Lakhs

Payback period

15 – 18 months

Increased Revenue through EBO's

~80% Revenues through EBO's in the coming few years

Increased Cash Flow generation through increasing revenues from EBO's



Reduced Working Capital Requirement

No external funding required for growth in business for coming years

Leading to a Healthy & Sustainable Business Model



Increased Profitability + Better Return Ratios



2. GROWTH THROUGH ONLINE CHANNEL



E-retail in India has witnessed rapid growth and is expected to reach ₹ 7.8 trillion by FY25 growing at 23% CAGR (1)

Growth in India E-tailing



Increased internet penetration

Increased smart phone usage

Convenient payment & return policies

Higher discounts through online channels

COVID-19 induced a faster pace of adoption of online purchase

Sales from online channels for Go Fashion is Rs. 24.0 crores in FY25 (2.8% of Sales)

Growth Strategies















Build an omni-channel engagement experience for customers

Dedicated team for e-commerce operations

Invest in content generation to build engagement with a younger audience

Increase online presence by improving and upgrading website

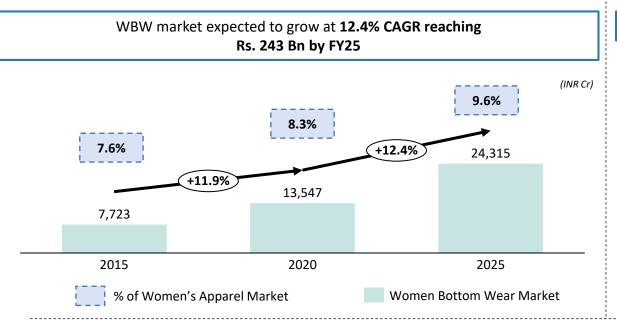
Create personalized journeys for customers

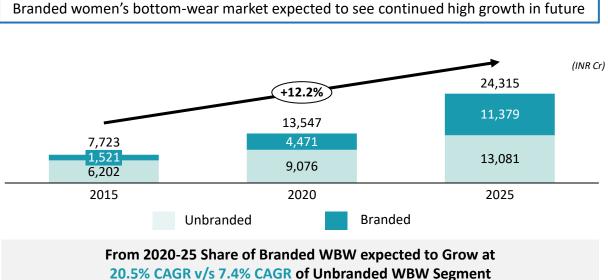
Further strengthen online sales channels through investments in digital channels



3. LEVERAGE LEADERSHIP POSITION







Go Colors has the early mover advantage in exclusive bottom-wear category with 8% market share

With relatively low organized / branded penetration and modern women's growing disposable income, branded WBW market is expected to reach Rs. 114 billion in FY25

Shift from unorganized to organized sector Positioned to benefit from growth given the fragmented nature of the industry

Scope for Expansion

WBW is a horizontal category enabling multiple extensions and new products

Expand into loungewear, a work-from-home collection, athleisure and other new products

in the ethnic, western and fusion wear segments

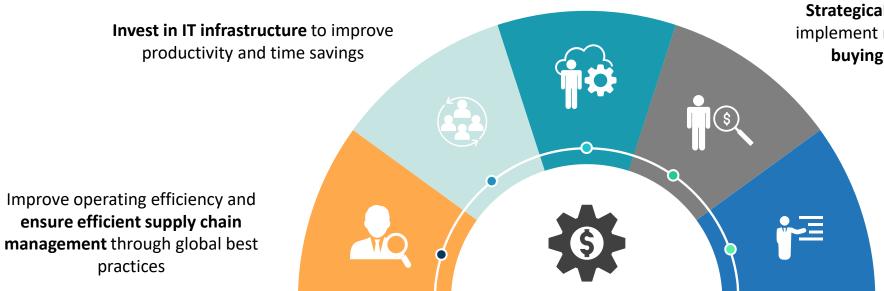




Leverage Technology to Bring Cost Efficiency and Enhance Customer Experience

Expand and upgrade warehouse

to optimize inventory and supply management



Strategically expand warehouse operations and implement new technologies to improve customer buying experience with faster dispatches

Undertake data analytics to better understand customer preferences, improve sales and scale operations





2016

'Images Retail Award'

Most admired retailer of the year – Concept Stores



2019

Transforming India Retail Award





2019

2022

'Sustaining Enterprise of the Year'

at the TIECON, Chennai









Financials





HISTORICAL PROFIT & LOSS ACCOUNT STATEMENT



Particulars (in Rs. Crore)	31-Mar-25	31-Mar-24	31-Mar-23	31-Mar-22*	31-Mar-21	31-Mar-20
Total Revenue	848.2	762.8	665.3	401.3	250.7	392.0
Cost of Materials Consumed	311.4	291.9	261.6	160.2	104.0	157.6
Gross Profit	536.8	470.9	403.6	241.1	146.7	234.5
Gross Margin	63.3%	61.7%	60.7%	60.1%	58.5%	59.8%
Employee Cost	160.2	130.2	102.6	73.1	61.5	62.0
Other Expenses	108.6	98.2	88.8	45.8	38.9	46.0
EBITDA	268.0	242.4	212.3	122.2	46.3	126.5
EBITDA Margin	31.6%	31.8%	31.9%	30.5%	18.5%	32.3%
Other Income	25.4	17.3	11.9	20.8	31.6	4.8
Depreciation	123.7	110.4	87.1	71.8	60.5	46.6
EBIT	169.7	149.4	137.1	71.2	17.4	84.8
Finance Cost	46.4	39.1	28.5	23.3	20.6	16.5
Profit before Tax	123.3	110.1	108.7	47.9	-3.2	68.3
Tax	29.8	27.4	25.9	12.3	0.4	15.7
PAT	93.5	82.8	82.8	35.6	-3.6	52.6
PAT Margin	11.0%	10.9%	12.4%	8.9%	-1.4%	13.4%
EPS (in Rs.)	17.3	15.33	15.33	6.74	-0.68	10.08



HISTORICAL BALANCE SHEET STATEMENT



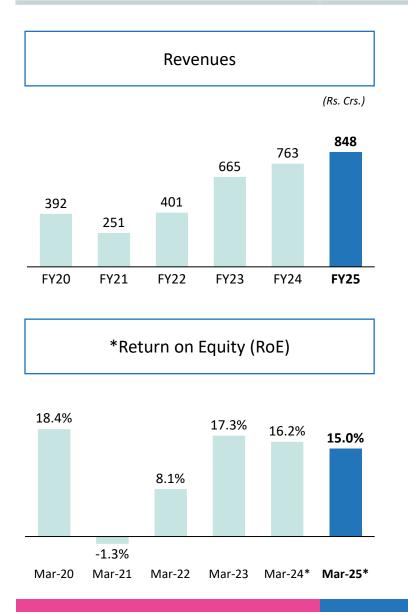
EQUITY AND LIABILITIES (in Rs. Cr)	31-Mar-25	31-Mar-24	31-Mar-23	31-Mar-22*	31-Mar-21	31-Mar-20
Equity						
Share Capital	54.0	54.0	54.0	54.0	79.0	79.0
Other Equity	643.4	549.9	466.4	384.4	203.9	207.3
Total Equity	697.4	603.9	520.4	438.4	282.9	286.3
Liabilities						
Non Current Liabilities						
Lease liabilities	416.6	393.4	274.6	177.7	217.3	179.4
Provision	6.1	5.1	5.1	2.9	2.1	1.4
Total Non Current Liabilities	422.8	398.5	279.7	180.6	219.4	180.9
Current Liabilities						
Borrowings	0.0	0.0	0.0	0.0	10.4	2.8
Lease liabilities	90.4	75.7	64.9	72.1	4.6	27.4
Trade payables	31.6	36.8	36.2	17.7	10.7	10.5
Other financial liabilities	23.6	21.0	17.5	3.2	3.4	2.9
Current tax liabilities (net)	3.9	1.3	3.6	4.7	1.8	0.0
Other current liabilities	8.2	4.1	2.4	30.6	11.6	5.3
Provisions	2.6	0.6	2.3	3.9	3.4	3.2
Total Current Liabilities	160.2	139.6	126.8	132.2	46.0	52.0
TOTAL EQUITY & LIABILITIES	1,280.3	1,142.0	927.0	751.2	548.4	519.2

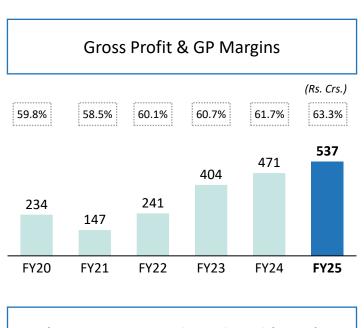
ASSETS (in Rs. Cr)	31-Mar-25	31-Mar-24	31-Mar-23	31-Mar-22*	31-Mar-21	31-Mar-20
Non Current Assets						
Property, plant and equipment	111.7	101.3	85.0	64.1	58.4	60.3
Capital work-in-progress	11.5	10.9	7.4	226.7	8.6	8.1
Intangible assets	0.8	0.9	0.7	8.7	0.5	0.7
Right-of-use assets	447.5	424.5	308.0	0.4	200.6	194.7
Financial Assets				**************************************		
Other financial asset	40.2	36.1	54.9	24.0	23.7	20.3
Deferred tax assets (net)	31.7	23.4	16.8	11.4	7.6	5.6
Other non-current assets	1.3	2.1	2.6	1.0	4.3	1.3
Total Non-Current Assets	644.5	599.1	475.4	336.3	303.7	291.0
Current Assets						
Inventories	237.6	215.9	230.3	165.9	80.9	105.9
Financial Assets						
Investments	9.7	6.1	21.7	45.9	46.4	8.9
Trade receivables	105.7	79.8	72.2	60.2	47.1	55.6
Cash and cash equivalents	16.1	15.7	33.7	42.4	13.2	0.1
Bank balances other than cash	222.2	176.4	53.5	63.4	26.5	32.4
Other financial asset	13.6	17.3	11.5	11.2	7.1	5.5
Current tax assets (net)	0.0	0.0	0.0	0.0	0.0	1.8
Other current assets	30.7	31.8	28.7	26.0	23.3	18.0
Total Current Assets	635.8	542.9	451.6	415.0	244.6	228.2
TOTAL ASSETS	1,280.3	1,142.0	927.0	751.2	548.4	519.2

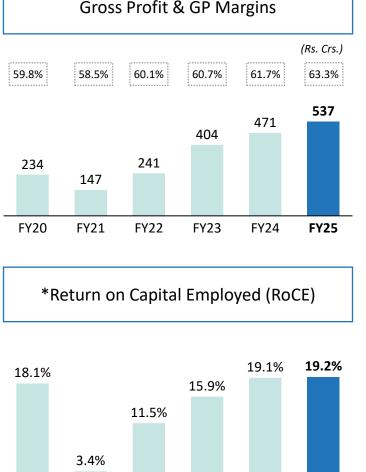


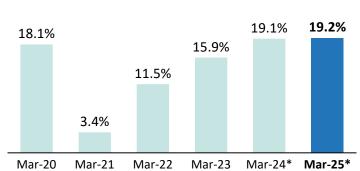
DEMONSTRATED TRACK RECORD OF STRONG PERFORMANCE

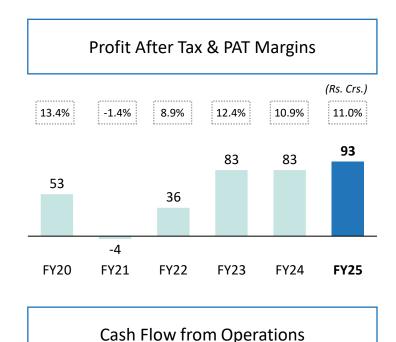


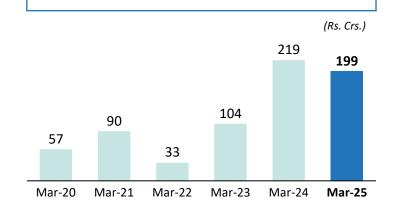




















THANK YOU!

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