

July 30, 2026

BSE Limited Scrip Code: 543401	National Stock Exchange of India Ltd. Trading Symbol: GOCOLORS
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Dear Sir/Madam,

Sub: Investor Presentation for Q1 FY 2027 - Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

With reference to the above captioned subject, please find enclosed Investor Presentation for Q1 FY 27.

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

LIFE MOVES IN YOUR
COMFORT ZONE



GO COLORS!

Investor Presentation
July 2026



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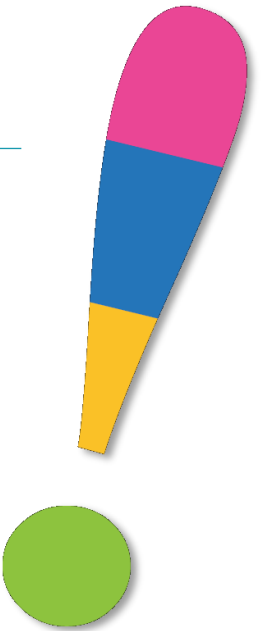
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Q1 FY27 Business & Financial Highlights



Q1 FY27 Financial Highlights



Revenue (EBO)	Revenue (LFS)	Revenue (Online)	Revenue (MBO & Others)	Revenue from Operations
Rs. 161 crores (+2% YoY)	Rs. 50 crores (+2% YoY)	Rs. 8 crores (+4% YoY)	Rs. 4 crores (-54% YoY)	Rs. 223 crores (0% YoY)
Gross Profit	Gross Profit Margins	EBITDA* (before Excp. Items)	EBITDA Margins	Profit After Tax
Rs. 140 crores (0% YoY)	62.9% (-10 bps)	Rs. 67 crores (-2% YoY)	30.3% (-70 bps)	Rs. 16 crores (-26% YoY)
Retail Space added during the quarter^	Average Selling Price (ASP)	Full Price Sale (% of EBO Sales)	Same Store Sales Growth (SSSG)	Same Cluster Sales Growth (SCSG)
(7,016) sq. ft. This is mainly due to shut down of 66 stores during the quarter	Rs. 863/-	94%	+0.6%	+1.2%



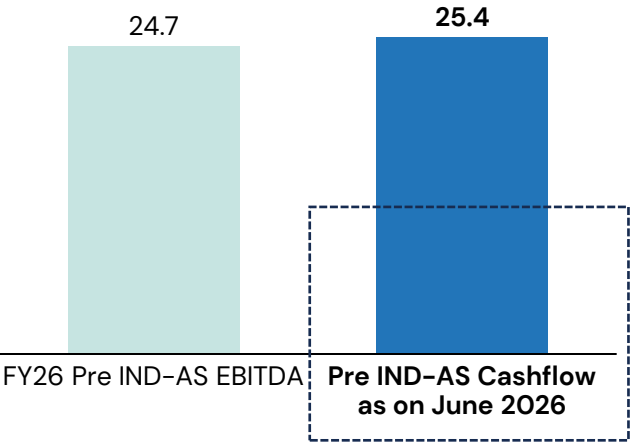
Strong Cash Flow & Balance Sheet

Cash Flow from Operations

Pre IND-AS 116 Cashflow to EBITDA Comparison

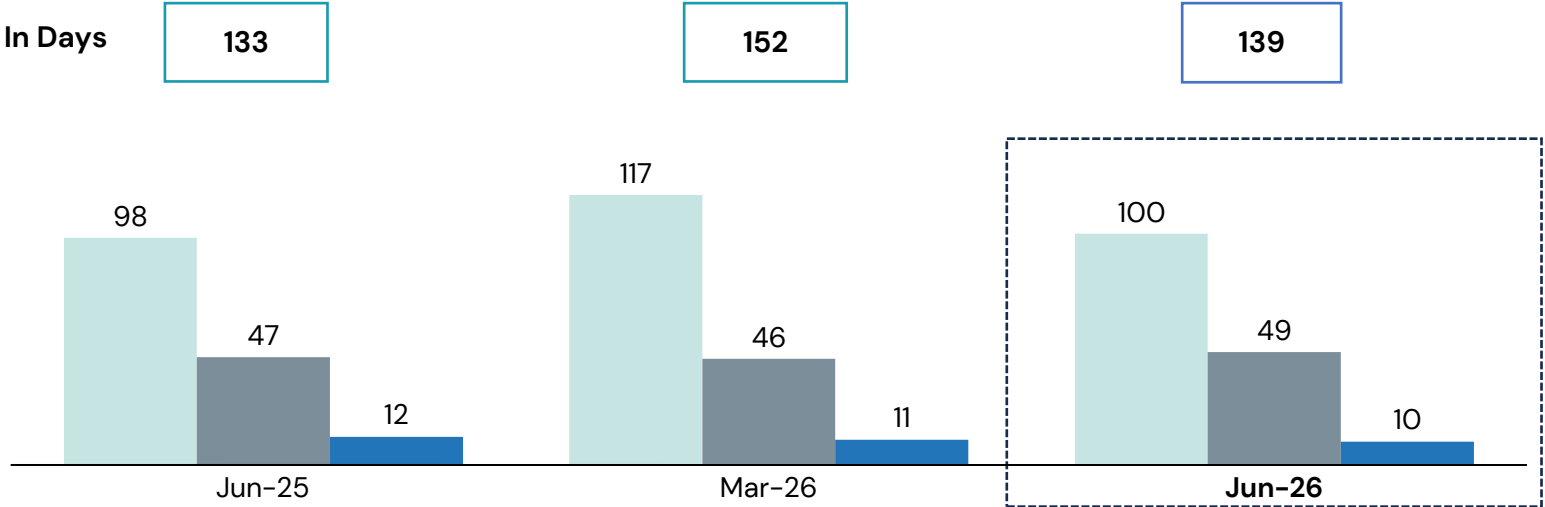
Rs. Crs.

~103% of EBITDA to Cashflow Conversion



Working Capital Days

Inventory Debtors Creditors



RoCE*
10.8%

RoE*
7.9%

Cash & Cash Equivalents^
Rs. 202 Crs.

^ Includes Mutual Funds & FD's

* ROCE and ROE are calculated without taking the Impact of IND-AS 116

Q1 FY27 Profit & Loss Statement

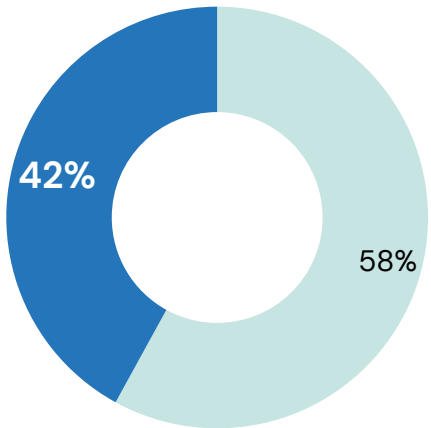
Profit & Loss (in Rs. Crore)	Q1 FY27			Q1 FY26			YoY (Reported)
	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	
Total Revenue	222.8		222.8	222.8		222.8	0%
Cost of Goods Sold	74.0		74.0	71.3		71.3	
Subcontracting Charges	8.7		8.7	11.2		11.2	
Gross Profit	140.1		140.1	140.3		140.3	0%
Gross Margin	62.9%		62.9%	63.0%		63.0%	
Employee Cost	44.7		44.7	44.2		44.2	
Rent Expense	2.8	36.2	39.0	3.2	33.7	37.0	
Other Expenses	25.2		25.2	23.8		23.8	
EBITDA (before Excp. Items)	67.4		31.2	69.0		35.3	(2%)
EBITDA Margin (before Excp. Items)	30.3%		14.0%	31.0%		15.9%	
Exceptional Expense	6.5		6.5	0.3		0.3	
EBITDA	60.9		24.7	68.7		35.0	(11%)
EBITDA Margin	27.3%		11.1%	30.8%		15.7%	
Other Income	8.4	5.7	2.7	5.2	1.1	4.1	
Depreciation	34.6	28.1	6.5	32.3	26.9	5.4	
EBIT	34.7		20.9	41.7		33.8	
Finance Cost	12.7	12.6	0.1	12.0	12.0	0.0	
Profit Before Tax	22.0		20.9	29.7		33.8	(26%)
Tax	5.5		5.5	7.4		7.4	
PAT	16.5		15.3	22.3		26.4	(26%)
PAT Margin	7.4%		6.9%	10.0%		11.8%	
EPS (in Rs.)	3.14		2.84	4.12		4.88	

- ✓ EBITDA Margin (before exceptional items) stood at 14.0% in Q1 FY27 versus 15.9% in Q1 FY26, largely on account of incremental marketing spend undertaken during the quarter (2.3% in Q1 FY27 vs. 1.5% in Q1 FY26) to strengthen brand visibility and drive customer acquisition.
- ✓ The exceptional expense of Rs. 6.5 crore during the quarter pertains to the write-off of capital expenditure on account of store closures undertaken in line with the Company's strategy to optimize its store network

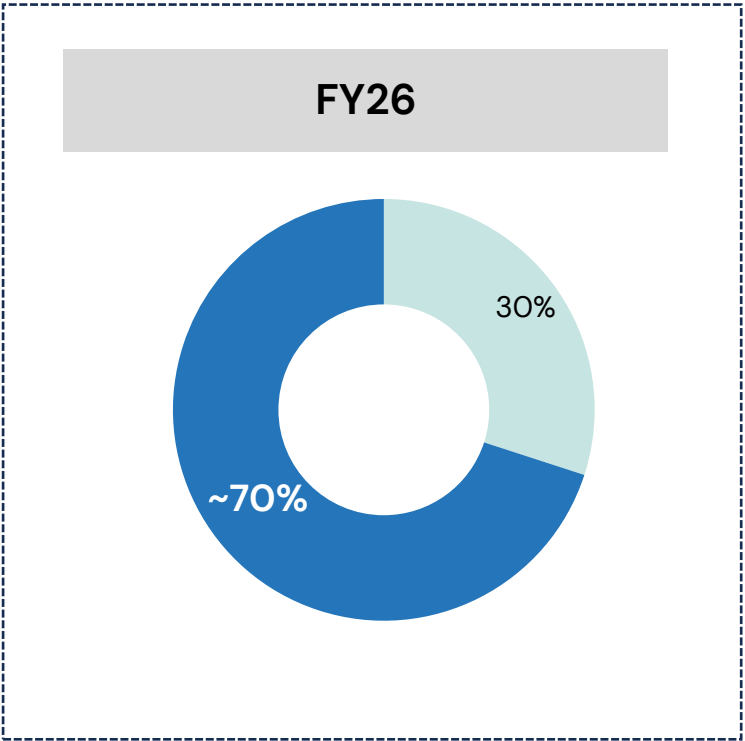
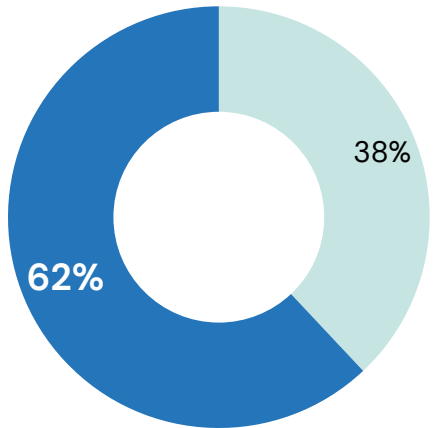


Product Mix Evolution in Line with Changing Fashion Preferences

FY19



FY25



Churidar & Leggings Other Value Added Products

Industry Evolution, Brand Evolution

Bottom wear industry has undergone a significant transformation, and **Go Colors** has consistently evolved alongside it



~70% Value Added Bottoms

Portfolio mix has shifted decisively, with non-leggings products now contributing **~70% of revenues**



Diversified & Future-Ready Portfolio

Continue to strengthen and diversify the product offering to stay aligned with emerging market trends and evolving consumer preferences

MOSTLY
SANE
COLLECTION ft.
Prajakta Koli



Blue Denim Skirt



Cargo Pants



Cargo Sweat Pants



Parachute Pants



Denim Cargo Pants





Reimagining the In-Store Experience Through Larger EBOs

Example 1: City in Rajasthan



304 sq. ft.



194 sq. ft.



908 sq. ft.



Added ~**43,283 sq. ft.** to the store network over the last year, ~11% growth, largely driven by expansion of larger EBO stores
FY26: 4.34L sq. ft.
FY25: 3.90L sq. ft.



Strategic focus on enhancing customer experience through **700+ sq. ft. EBO stores**. Larger stores enable full inventory display and a stronger and more seamless in-store shopping experience

Example 2: City in Maharashtra



279 sq. ft.



304 sq. ft.



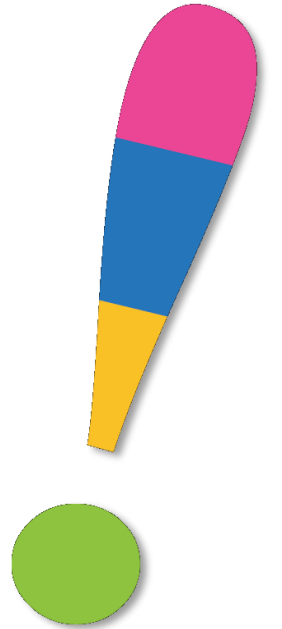
976 sq. ft.



Over the next five years, the company aims to significantly expand its footprint, with **potential to nearly double retail area, supporting revenue maximization and cost optimization.**



Company Overview





We Are A Direct-to-Consumer Brand

GO COLORS



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 168 suppliers and 70 job-workers** spread across 18 states and UTs
- ✓ Customers catered primarily through **751 EBOs** spread across **23 states and UTs** and **2,568 LFSs** across **31 states and UTs**
- ✓ Supply chain for all channels managed from **144K 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
- ✓ Premium quality products at affordable prices, **75.0%** of products retailed at < Rs. 1,049

50+ styles of bottom wear in
120+ colours.

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

Ethnic Wear



Churidar
Patiala
Kurta-Pants
Salwar
Silk-Pants
Dhoti

From ₹ 599 to ₹ 1,399 ⁽¹⁾

Western Wear



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

Note: (1) Typical Range of Offering: Maximum Retail Price



Well Diversified Product Portfolio

Denims



- Jeggings
- Joggers
- Jeans
- Denim Palazzos
- Pants
- Denim Culottes
- Capris

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
- Palazzos
- Pants
- Shorts
- Harem- Pants

From ₹ 249 to ₹ 999 ⁽¹⁾

Note: (1) Typical Range of Offering: Maximum Retail Price

Standardized Store Designs And Layouts To Make Brand “Go Colors” Readily Identifiable

GO COLORS!



**EBO Stores + Airport Stores +
LFS Stores**





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

Linking Road (Mumbai)



AS Rao Nagar (Hyderabad)

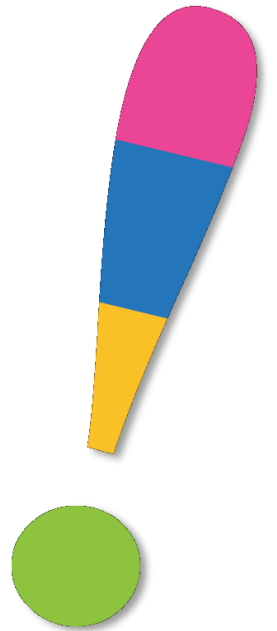


Anna Nagar (Chennai)





Key Differentiators



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



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

Strong Unit Economics with an Efficient Operating Model



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

Demonstrated Track Record of **Strong Financial Performance**



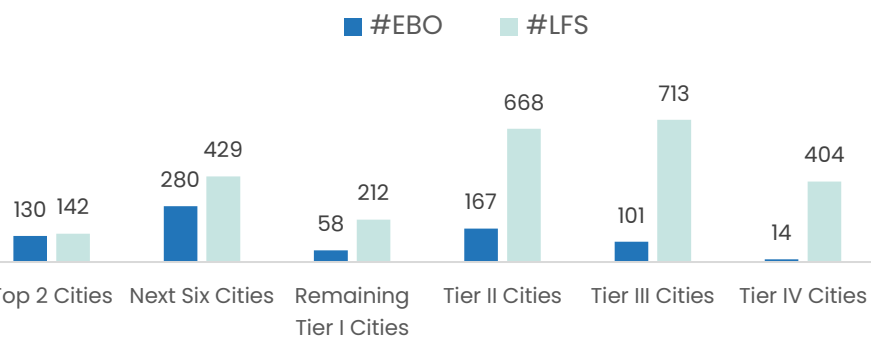
In-House Expertise in Developing and Designing Products



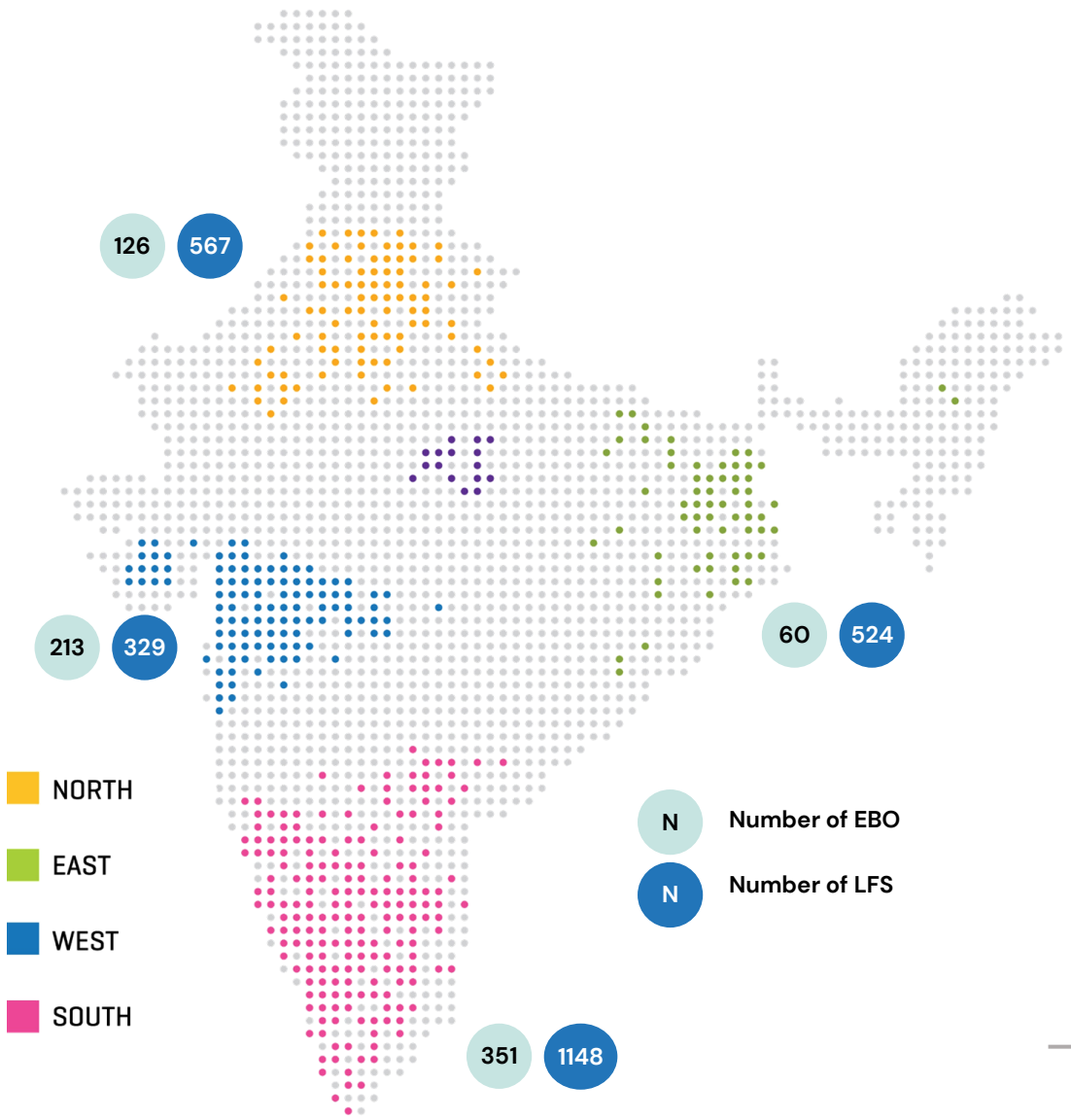
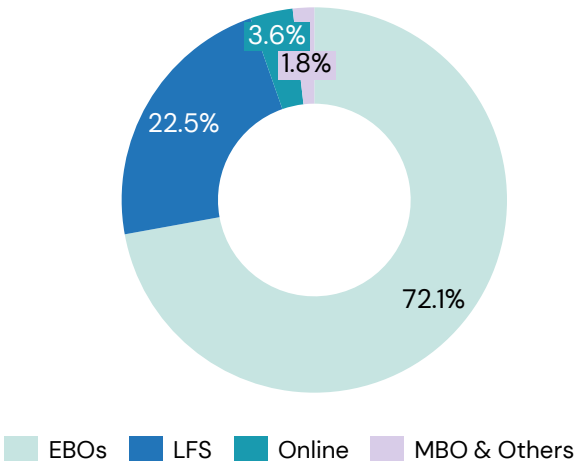
Direct To Consumer Brand With An Extensive Distribution Network Across India



Diversified presence across geographies



Sales Mix



EBO Stores

751

Malls & Airports (195)
High Streets (555)
International (1)

Cities Present

195

Cluster-based model

54.6%

EBOs across top 8 cities

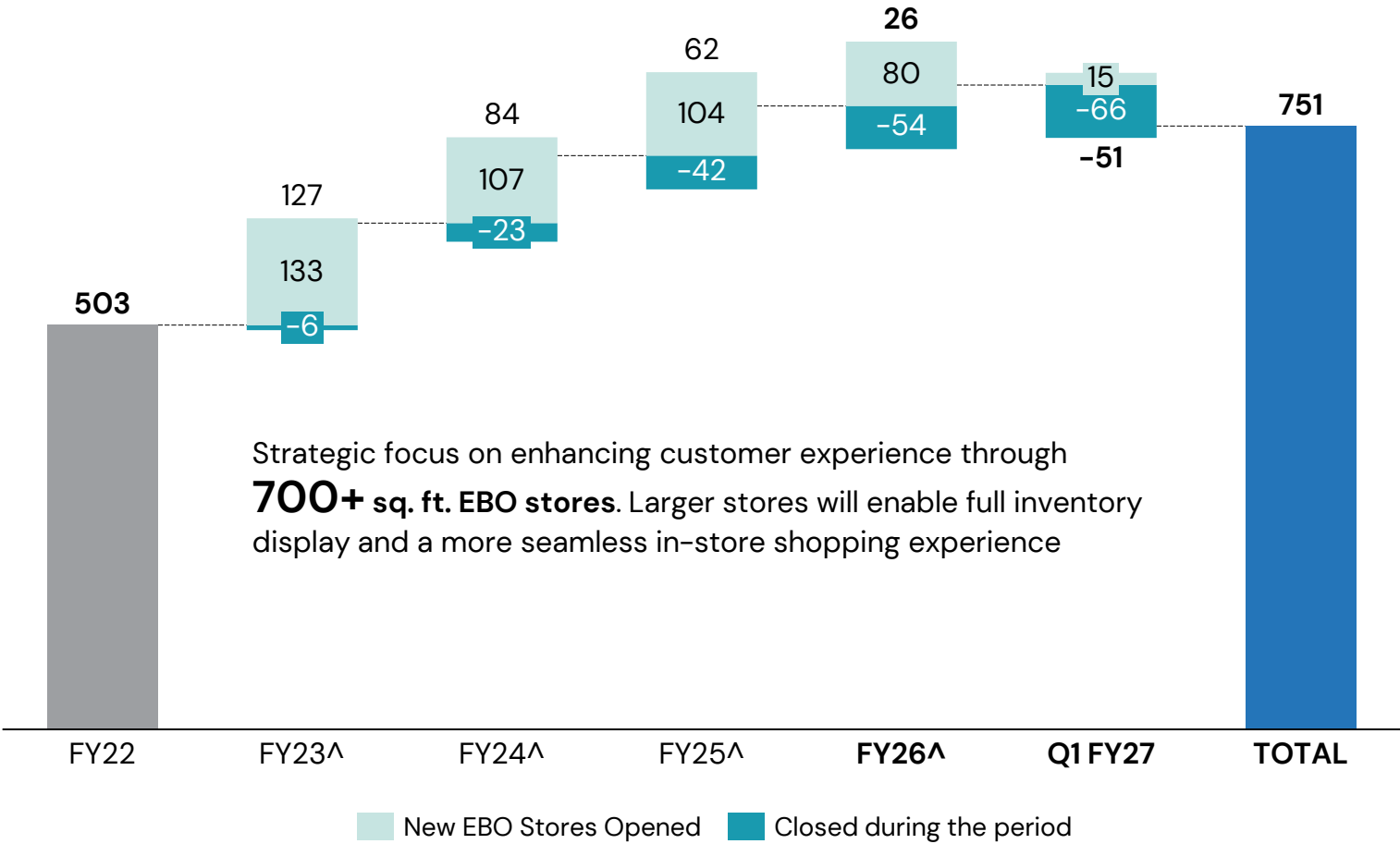
Large Format Stores

2,568

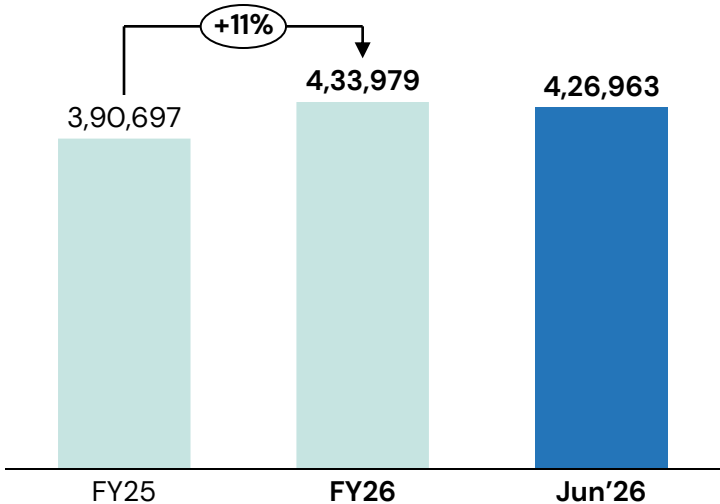


Continuous Increase Of EBO Presence Pan India

No. of EBO Stores (#)



Retail Area Addition (in Sq. Ft.)

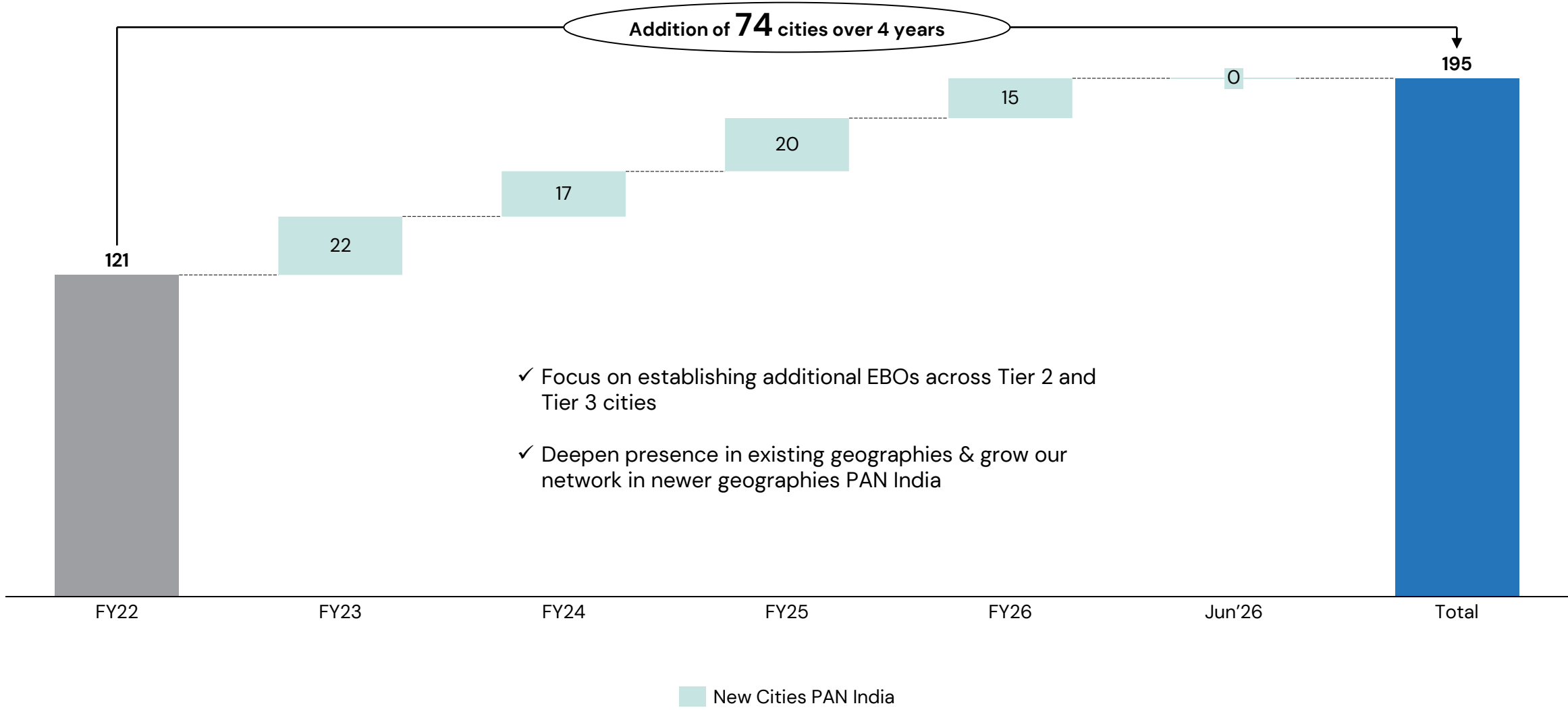


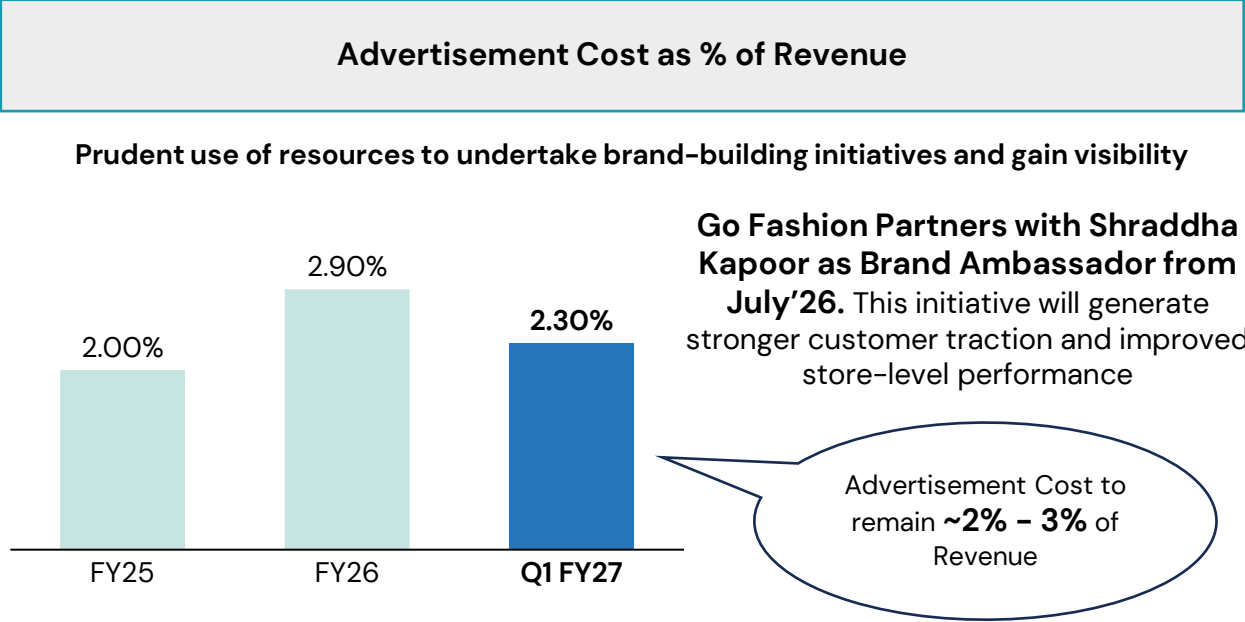
Over the next five years, the company aims to significantly expand its footprint, with **potential to nearly double retail area**, supporting revenue maximization and cost optimization.

^ FY23, FY24, FY25 & FY26 stores are net of replacements



Continuous Increase in Cities across India





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.)
~569 sq. ft.

Average Selling Price
₹863/-

Presence Across
195 cities

Full Price Sale (% of EBO Sales)
94%

Total Square Feet
4,26,963 sq. ft.

Average Investments for 1 EBO store (Incl. Inventory)
₹37 –38 Lakh

Payback Period
~15–18 months

Average Yearly Revenue Per Store
₹85 –90 Lakh

- Store location and size optimized, ensuring the sustainability of store profitability
- 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 (round-the-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
- **168 suppliers and 70 job-workers spread across 18 states and UTs**
- Longstanding relationship with suppliers and job-workers
- Work closely with suppliers, supervising manufacturing and conducting inspections for quality checks

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

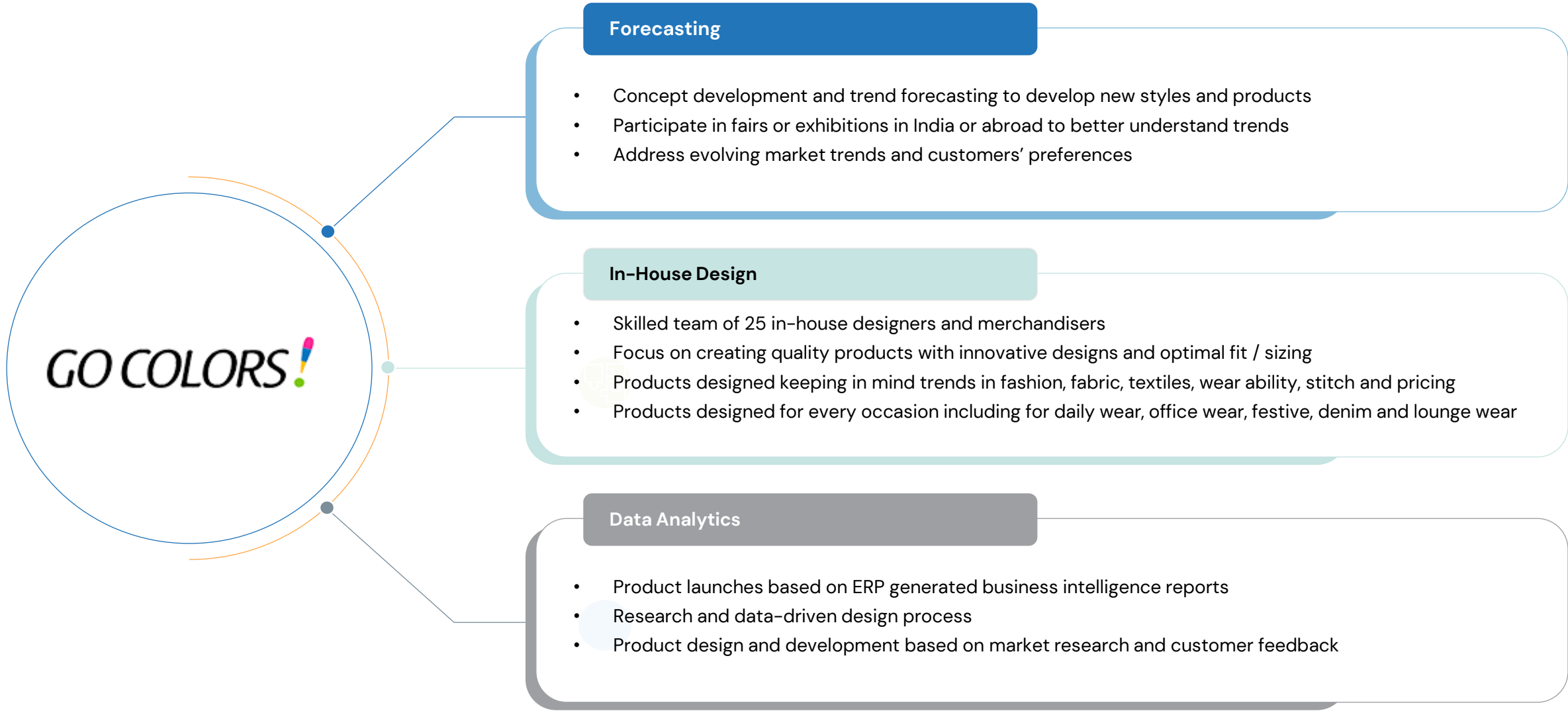
Centralized Warehouse

- Inventory, logistics and entire supply chain for all channels managed from warehouse in Tirupur, Tamil Nadu
- **Warehouse spread over >144k 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

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-of-stock events enabling efficient operations and high productivity

GO COLORS!





Mr. Prakash Kumar Saraogi
Managing Director

- Promoter of Go Fashion (India) Limited
- >30 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
- >12 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



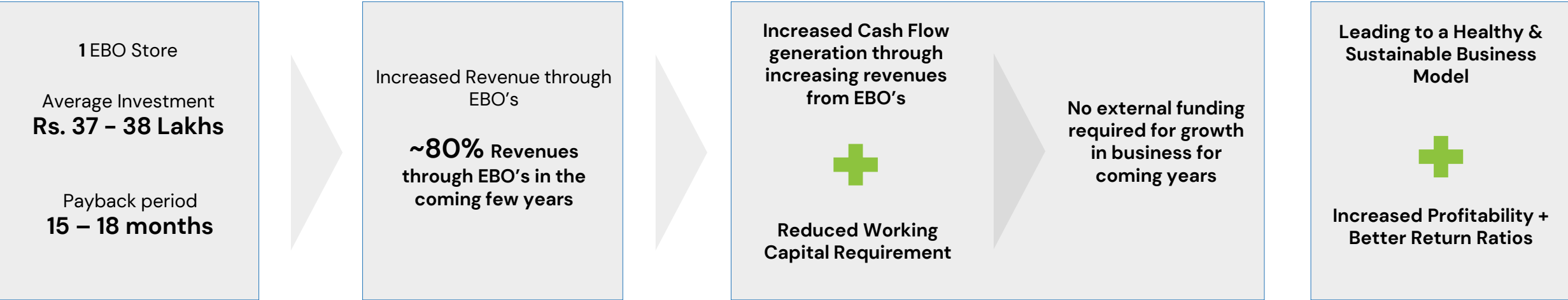
- 1 Continue to Expand Retail Network with a **Focus on EBO's**
- 2 Grow Sales Through **Online Channel**
- 3 Leverage Technology to Bring Cost Efficiency and **Enhance Customer Experience**
- 4 Leverage Leadership Position in **Women's Bottom-Wear**



1. Continue To Expand Retail Network With A Focus On Larger EBO's

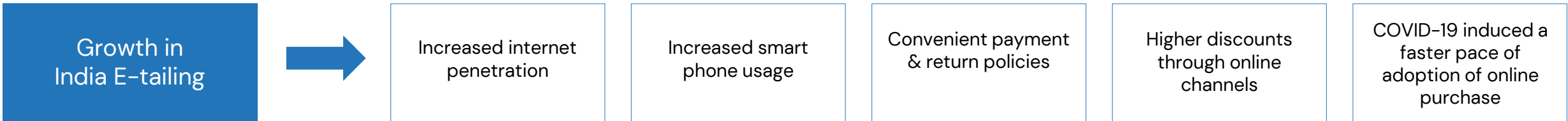


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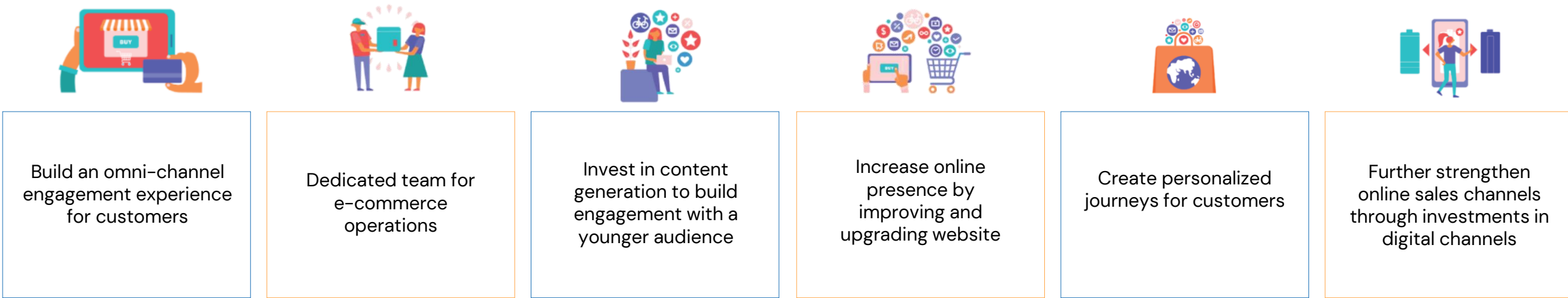


2. Growth Through Online Channel

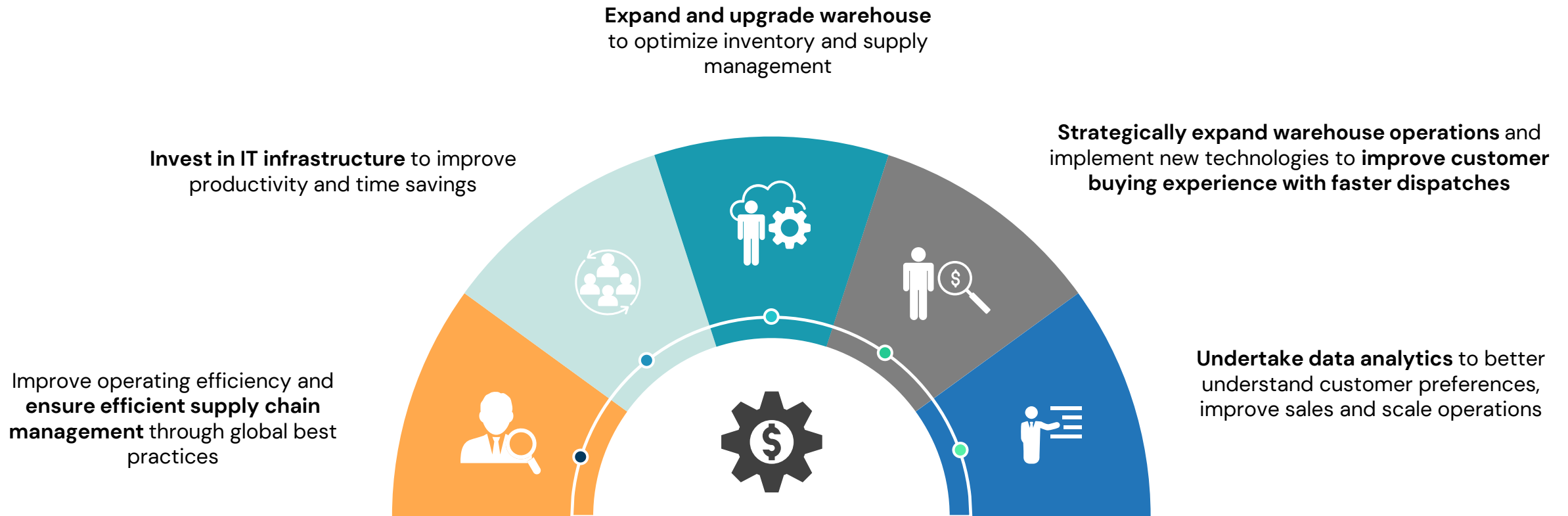


Sales from online channels for Go Fashion is Rs. 25.3 crores in FY26 (3.0% of Sales)

Growth Strategies



Leverage Technology to Bring Cost Efficiency and Enhance Customer Experience

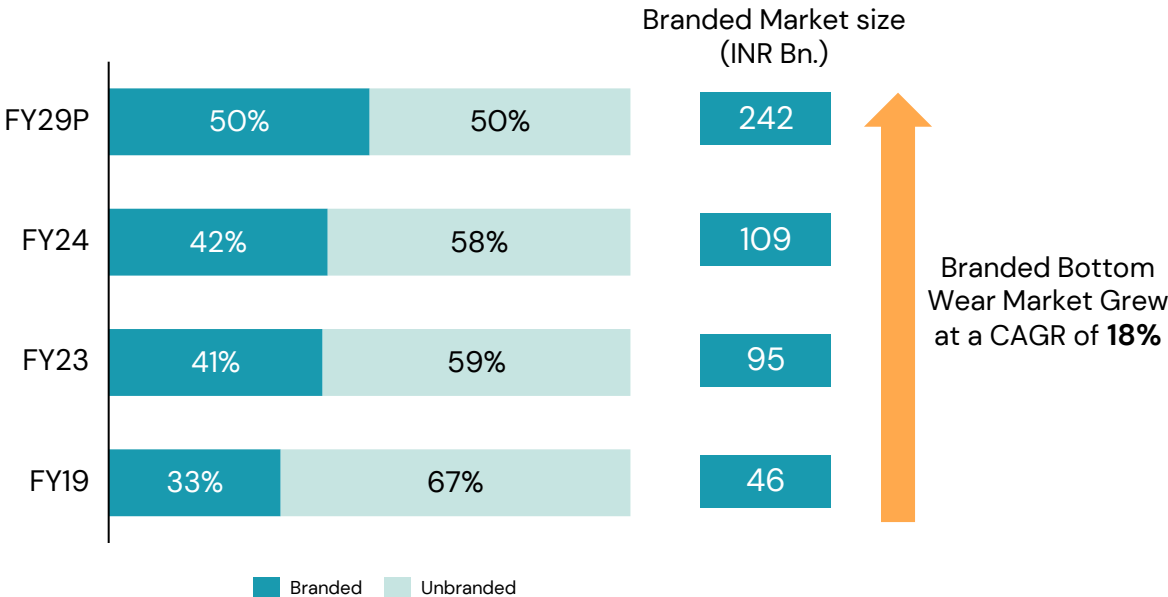
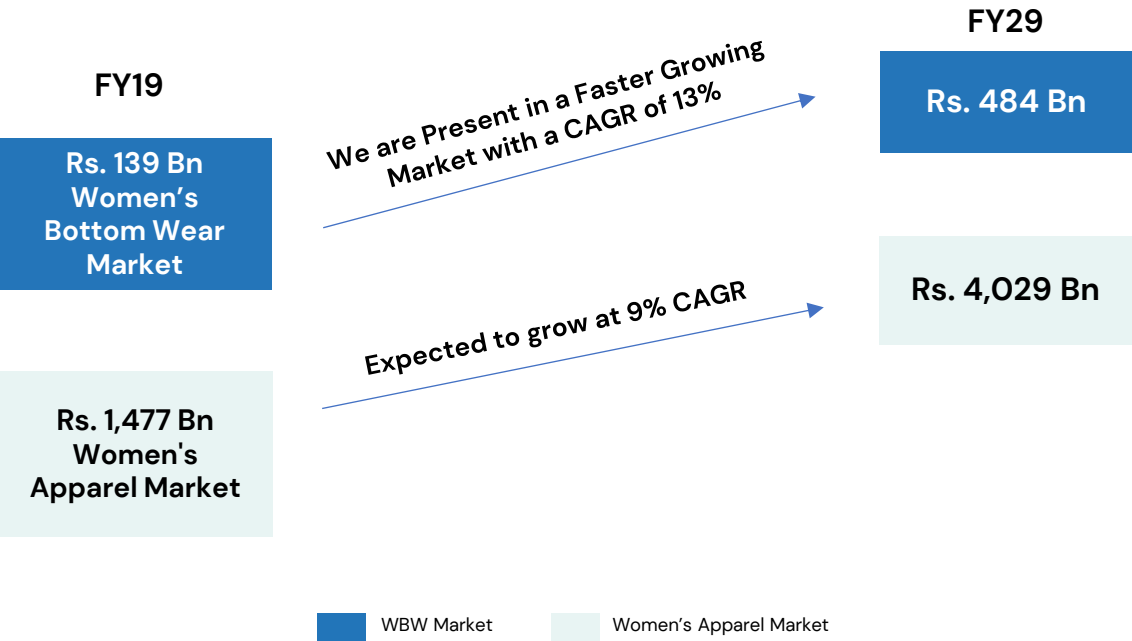




4. Positioned in a Faster-Growing Category with Structural Formalisation Tailwinds

Go Colors is Present at a right spot to growth faster than the Industry...

With a Shift from Unbranded to Branded playing an important Role



Women's bottom wear is a structurally faster-growing segment within the overall women's apparel market, driven by higher wardrobe penetration, increasing usage occasions and greater style-led consumption.



The women's bottom wear category is expected to outpace overall women's apparel growth, benefiting from rising urbanization, higher female workforce participation and increasing preference for comfort-led fashion



The category is witnessing a steady shift from unbranded to branded players, supported by rising consumer awareness, quality differentiation and deeper retail penetration, driving faster growth for organized brands

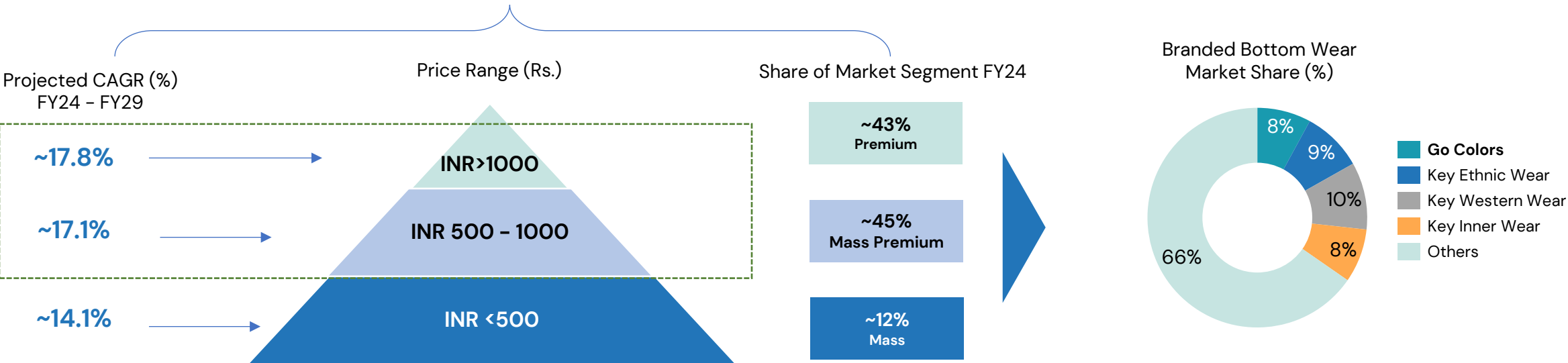


We are Present Across Categories in the Sweet-Spot Price Segment GO COLORS!

Go Colors is the only branded player with meaningful scale across all major bottom-wear categories

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

Our Pricing Strategy is in a sweet spot which captures a large chunk of the market Leading to a Higher Market Share



2016

'Images Retail Award'

Most admired retailer of the year –
Concept Stores



2019

**Transforming India Retail
Award**



2019

'Sustaining Enterprise of the Year'
at the TIECON, Chennai

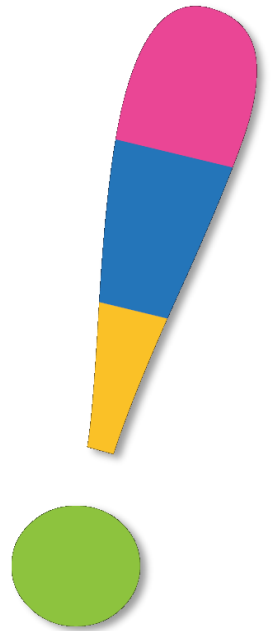


2022





Historical Financials





Historical Profit & Loss Account Statement

Particulars (in Rs. Crore)	31-Mar-26	31-Mar-25	31-Mar-24	31-Mar-23	31-Mar-22*
Total Revenue	838.0	848.2	762.8	665.3	401.3
Cost of Materials Consumed	308.7	311.4	291.9	261.6	160.2
Gross Profit	529.3	536.8	470.9	403.6	241.1
Gross Margin	63.2%	63.3%	61.7%	60.7%	60.1%
Employee Cost	177.9	160.2	130.2	102.6	73.1
Other Expenses	114.3	108.6	98.2	88.8	45.8
EBITDA	237.1	268.0	242.4	212.3	122.2
EBITDA Margin	28.3%	31.6%	31.8%	31.9%	30.5%
Other Income	26.0	25.4	17.3	11.9	20.8
Depreciation	134.7	123.7	110.4	87.1	71.8
EBIT	128.4	169.7	149.4	137.1	71.2
Finance Cost	49.4	46.4	39.1	28.5	23.3
Profit before Tax	79.0	123.3	110.1	108.7	47.9
Tax	19.9	29.8	27.4	25.9	12.3
PAT	59.2	93.5	82.8	82.8	35.6
PAT Margin	7.1%	11.0%	10.9%	12.4%	8.9%
EPS (in Rs.)	10.97	17.3	15.33	15.33	6.74



Historical Balance Sheet Statement

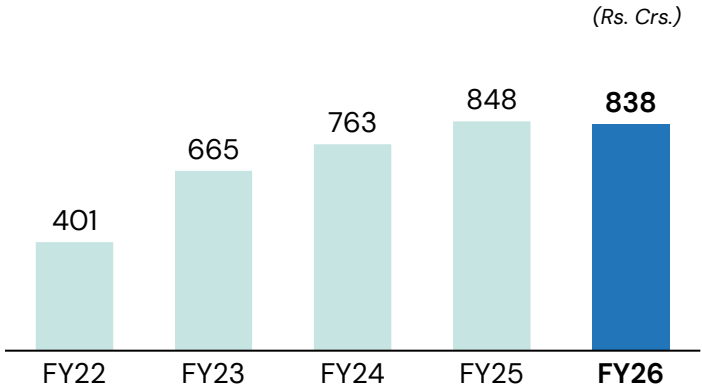
EQUITY AND LIABILITIES (Rs. Crs.)	31-Mar-26	31-Mar-25	31-Mar-24	31-Mar-23	31-Mar-22*
Equity					
Share Capital	52.6	54.0	54.0	54.0	54.0
Other Equity	637.7	643.4	549.9	466.4	384.4
Total Equity	690.3	697.4	603.9	520.4	438.4
Liabilities					
Non Current Liabilities					
Lease liabilities	422.4	416.6	393.4	274.6	177.7
Provision	7.8	6.1	5.1	5.1	2.9
Total Non Current Liabilities	430.2	422.8	398.5	279.7	180.6
Current Liabilities					
Borrowings	0.0	0.0	0.0	0.0	0.0
Lease liabilities	110.1	90.4	75.7	64.9	72.1
Trade payables	24.8	31.6	36.8	36.2	17.7
Other financial liabilities	23.5	23.6	21.0	17.5	3.2
Current tax liabilities (net)	4.3	3.9	1.3	3.6	4.7
Other current liabilities	11.2	8.2	4.1	2.4	30.6
Provisions	1.4	2.6	0.6	2.3	3.9
Total Current Liabilities	175.2	160.2	139.6	126.8	132.2
TOTAL EQUITY & LIABILITIES	1,295.6	1,280.3	1,142.0	927.0	751.2

ASSETS (Rs. Crs.)	31-Mar-26	31-Mar-25	31-Mar-24	31-Mar-23	31-Mar-22*
Non Current Assets					
Property, plant and equipment	119.9	111.7	101.3	85.0	64.1
Capital work-in-progress	8.3	11.5	10.9	7.4	226.7
Intangible assets	0.6	0.8	0.9	0.7	8.7
Right-of-use assets	463.2	447.5	424.5	308.0	0.4
Financial Assets					
Other financial asset	67.5	40.2	36.1	54.9	24.0
Deferred tax assets (net)	36.8	31.7	23.4	16.8	11.4
Other non-current assets	0.8	1.3	2.1	2.6	1.0
Total Non-Current Assets	697.1	644.5	599.1	475.4	336.3
Current Assets					
Inventories	268.7	237.6	215.9	230.3	165.9
Financial Assets					
Investments	3.2	9.7	6.1	21.7	45.9
Trade receivables	105.7	105.7	79.8	72.2	60.2
Cash and cash equivalents	13.1	16.1	15.7	33.7	42.4
Bank balances other than cash	141.6	222.2	176.4	53.5	63.4
Other financial asset	14.5	13.6	17.3	11.5	11.2
Current tax assets (net)	0.0	0.0	0.0	0.0	0.0
Other current assets	51.8	30.7	31.8	28.7	26.0
Total Current Assets	598.5	635.8	542.9	451.6	415.0
TOTAL ASSETS	1,295.6	1,280.3	1,142.0	927.0	751.2

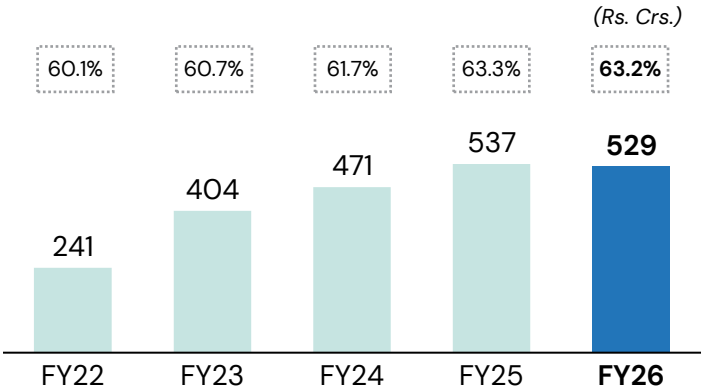


Demonstrated Track Record Of Strong Performance

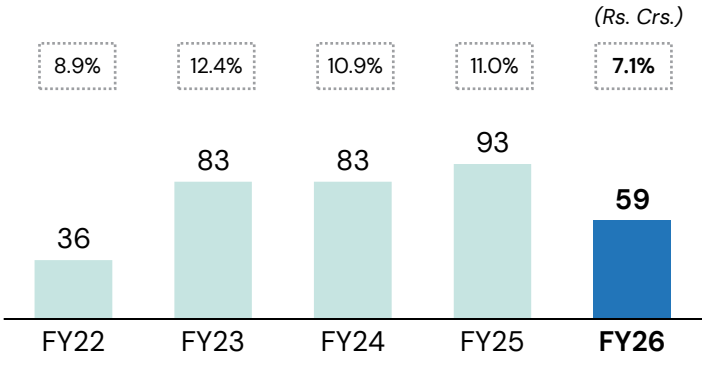
Revenues



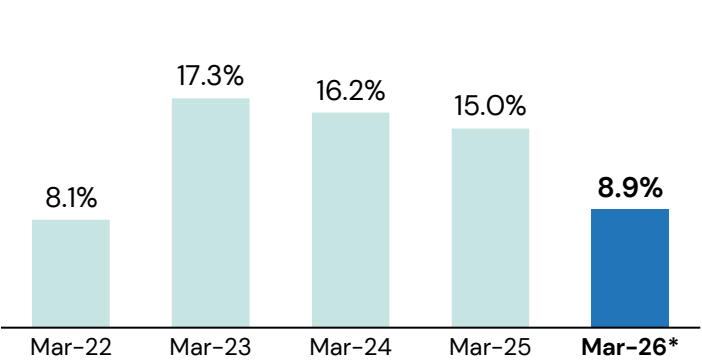
Gross Profit & GP Margins



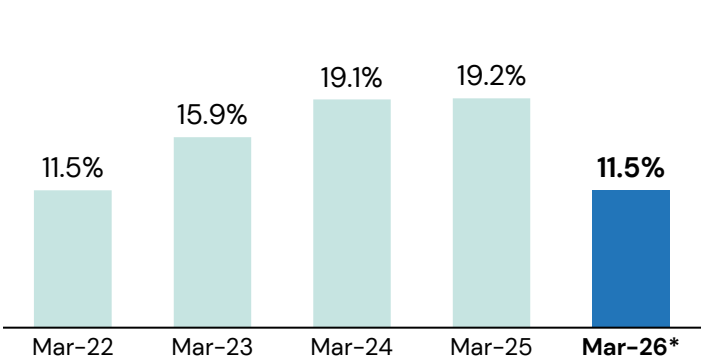
Profit After Tax & PAT Margins



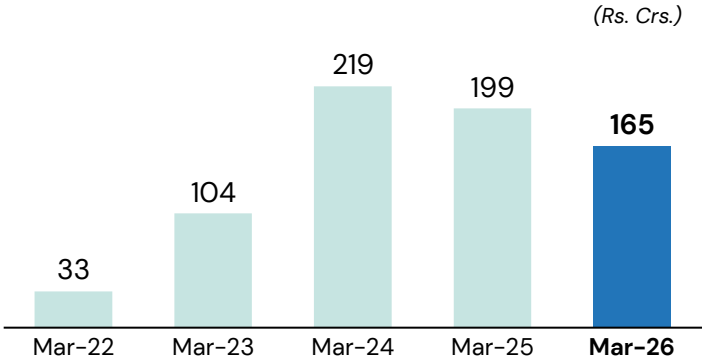
Return on Equity (RoE)*



Return on Capital Employed (RoCE)*



Cash Flow from Operations



Note – FY22 Financials Impacted on account of CoVID-19 induced lockdowns

* ROCE and ROE are calculated without taking the Impact of IND-AS 116



THANK YOU !

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