



30.10.2025

To,
National Stock Exchange of India Limited
Listing & Compliance Department
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra-Kurla Complex, Bandra
Mumbai - 400 051 India

Symbol: WOMANCART

Sub: Investor Presentation under Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir /Madam,

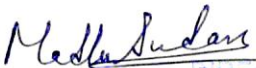
Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015. Please find enclosed herewith the "Investor Presentation" for the 1st half year ended for Financial Year-2025-2026 of the Company.

The aforementioned presentation has been uploaded on the Company Website <https://womancart.in/investor-relations>.

Kindly take the same on record.

Your faithfully,

For WOMANCART LIMITED
For Womancart Limited


Madhu Sudan Pahwa
Managing Director

Place: New Delhi



+919311866860

+91 9811382449



Womancart Limited (Formerly
known as Womancart Private
Limited)

Registered Office Address: F-14/57
IIIrd Floor, Model Town-II, New
Delhi-110009



info@womancart.in

wcart2018@gmail.com

Madhusudanpahwal970@gmail.com



WOMANCART LIMITED

Investor Presentation-H1FY26
October-2025

*Your Shopping Angel
Has Arrived*





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Problems We Solve



Slow delivery timelines on existing e-commerce platforms



**One Point Solution for Women;
2 Hours Delivery**



Limited availability of verified & genuine fashion brands



Wide Variety with 12,000+ SKUs



No unified woman-centric shopping experience



Easy Return



Lengthy delivery processes affecting shopping convenience



**Quick E-commerce &
Exclusive womancart Stores**



ON A CLICK OF BUTTON



<https://www.womancart.in/>



<https://womancart.com.au>



WOMANCART



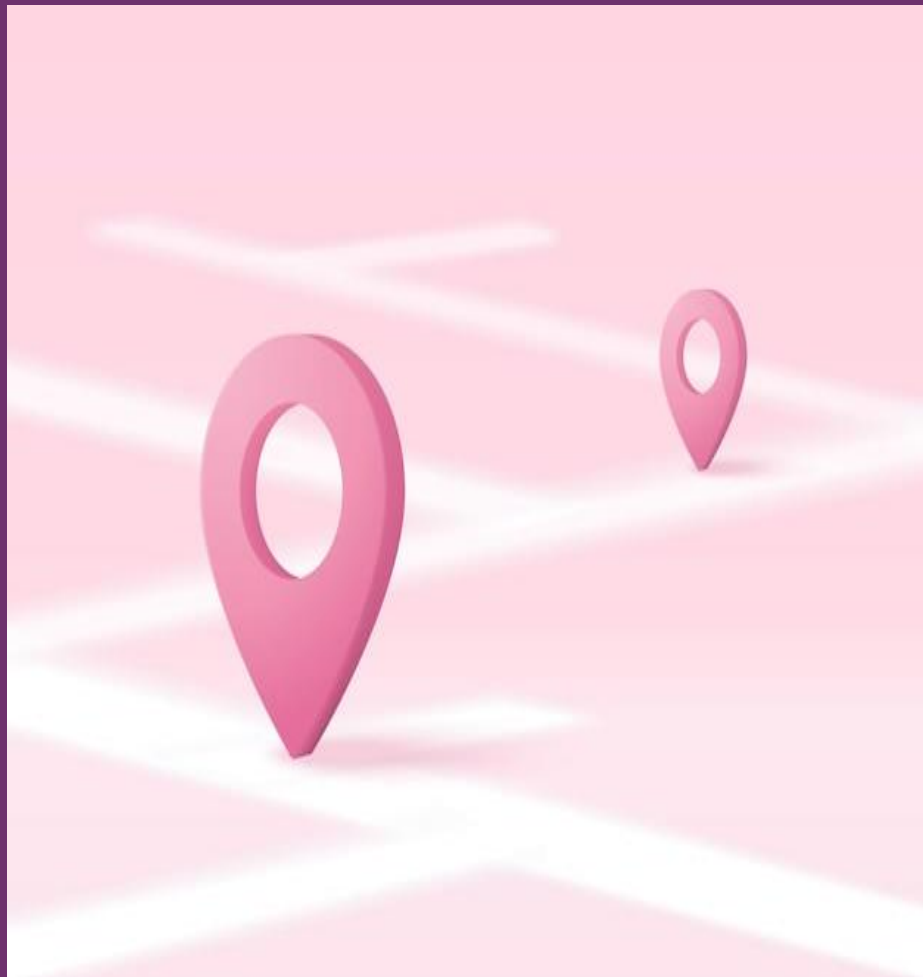
India's 1st 2- Hour Fashion Delivery



Lightning-fast **2-hour delivery** across **Delhi NCR** and **Jaipur**



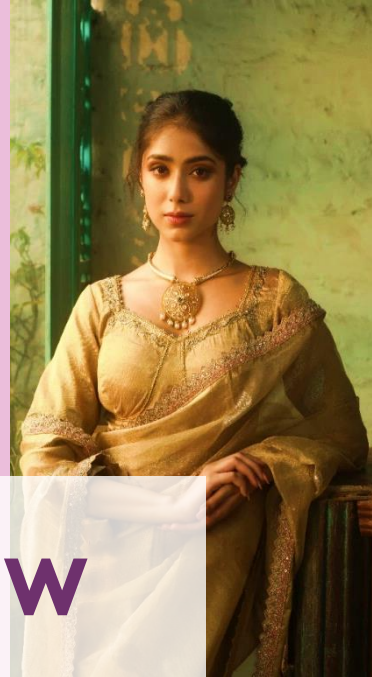
Aiming to be **India's leading quick-commerce destination** & a **Global platform fulfilling every woman's lifestyle** needs — from fashion to home essentials.



Offering everything from **fashion** and **clothing** to **makeup, jewellery, crockery** and **footwear**



Curated for today's women — where **speed meets style** and **simplicity**



Business Overview





WomanCart: One stop solution for all Women's needs



Revolutionize the beauty and wellness retail industry



Seamless shopping experience



Wide range of classic and emerging branded beauty and wellness products



Exciting discounts, fast delivery, exceptional customer service and hassle-free return policy



Scale Matrices

12,000+

SKUs

15+

Stores & Warehouse

8

Own Brand



Financials Metrics

₹49.8 Cr

Revenue
H1FY26

22.2%

EBITDA Margin
H1FY6

10.7%

PAT Margin
H1FY26



Digital Metrics

30.4K

Followers



Makeup &
Skincare



Hair Care



Jewellery



Fragrance



Personal
Care



Mom &
Baby



Lingerie &
Sleepwear



Home &
Kitchen Decor



Dresses &
Accessories

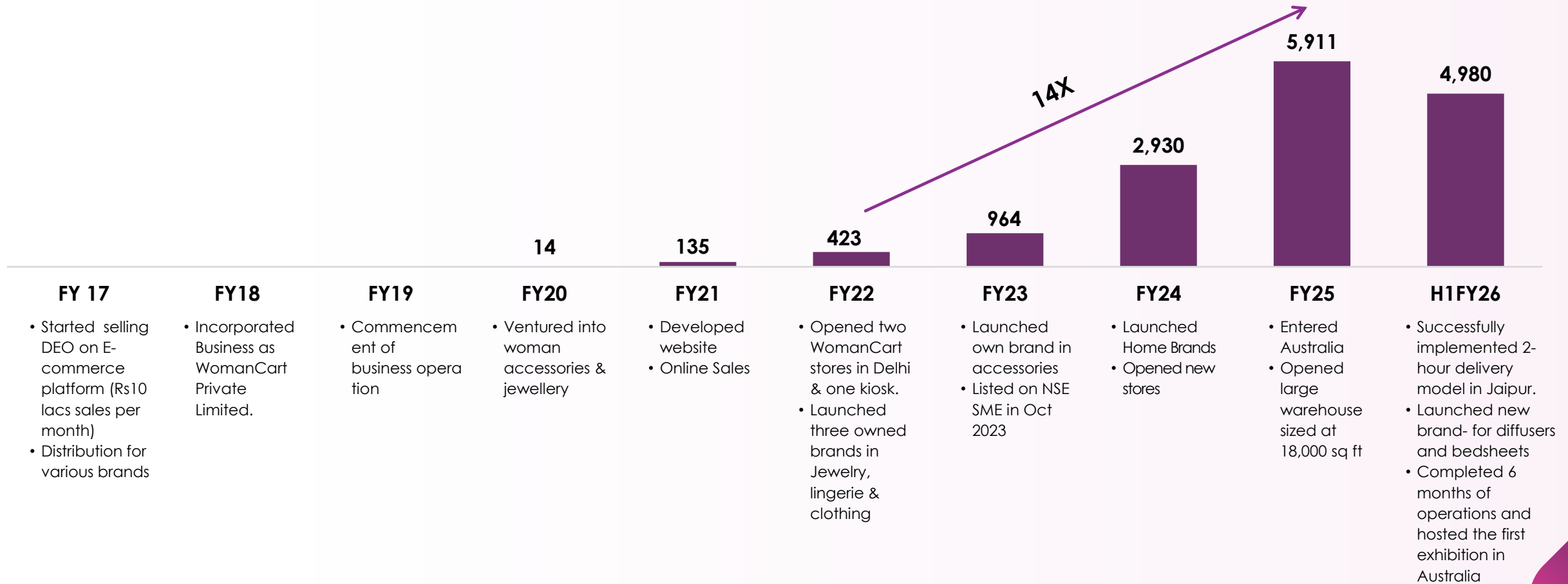


Footwear



Our Journey - Revenue Growth 14x in 3 years

Revenue (₹ Lakhs)



Mr. Madhu Sudan Pahwa
Managing Director and Chief Financial Officer



Ms. Veena Pahwa
Promoter and Whole Time Director



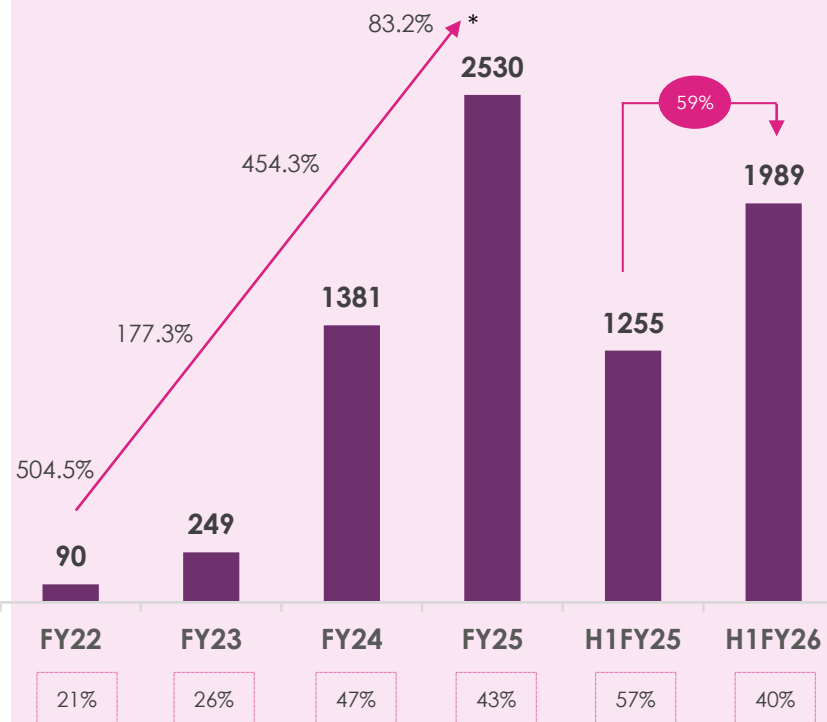
From Management's Desk

“ We are pleased to report a strong H1 performance with revenue doubling and sustained improvement in margins. EBITDA and PAT have shown healthy growth, supported by the encouraging traction in our new home-grown brands. Both Australia operations and the Jaipur facility continue to deliver steady contributions, reinforcing our growth momentum.”

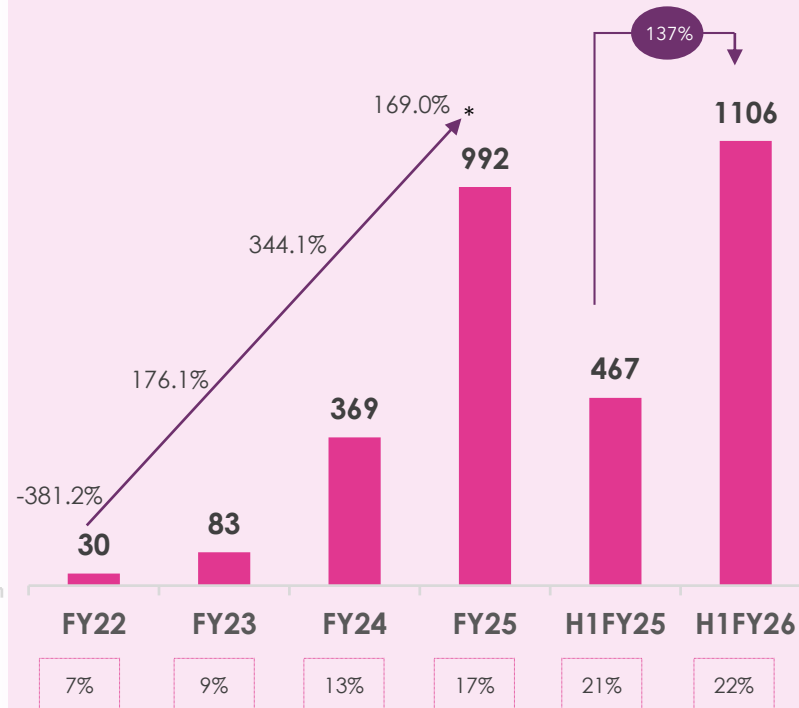


Growing Profitability

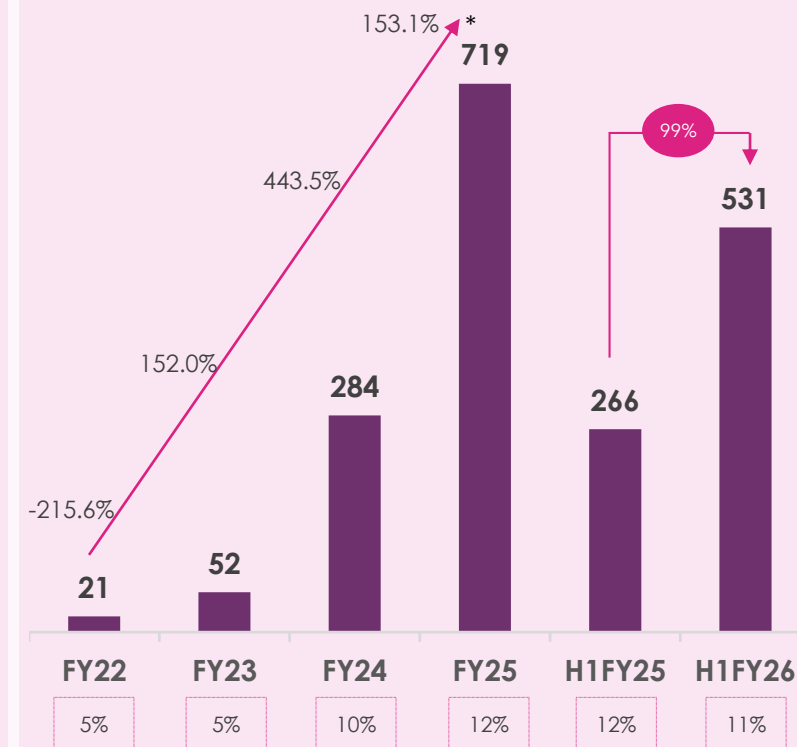
Gross Profit (Rs. In Lakhs) & Gross Margin (%)



EBITDA (Rs. In Lakhs) & EBITDA Margin (%)



PAT (Rs in lakhs) and Margins (%)



* shows YoY growth %



Business Model



Inventory led Fulfillment

Efficiently Procurement
from big OEM Brands

Buying from Distributors,
Dealers and CnF



B2C/ B2B/ OEMS

Online

Own Website

Marketplace

Offline

WomanCart
Stores

WomanCart
LUXE Stores



Sales

15-day return policy for
online customers

Return: 10-12% of sales

Damages: only 2-3% of
total sales

Warehouse → Store → Customer (2-hour delivery loop)

**Express Delivery service
with 2- Hour Delivery
Model**



**High Margins Mix from
8 Home Grown Brands**



**Omni-channel Presence
with Strong logistics
backbone**



**Scalable Model with
Proven Profitability**



**What's sets
us apart**



Investment Thesis



Launched
Operations in
Australia;
completed 6
months with First
Exhibition

WomanCart In Australia



Formed a new company- **WomanCart Pty Ltd**



Launched our **E-com** business in Australia with
new Website, now live at-
<https://womancart.com.au>



Offerings clothing, jewelry, footwear, crockery
and nightwear



Sales are conducted offline through WhatsApp
groups and via our own website.



E-com and **Easy Return Policy**



Express Delivery Model



Implementing an inventory-led delivery model, company ensures faster order fulfillment, minimized stockouts, and increased customer satisfaction through timely product availability



More than 12k SKUs present online: Increasing the visibility and credibility



We tailor personalized shopping experiences that drive customer loyalty and repeat business

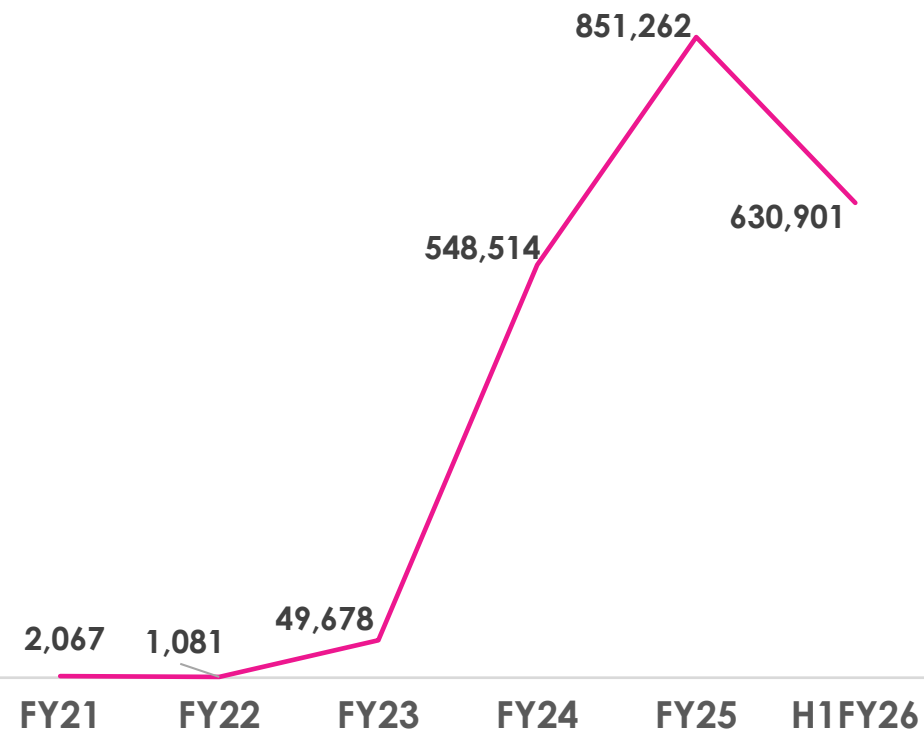
6

No. of
Warehouse

300+

Direct Relationship
with Brands

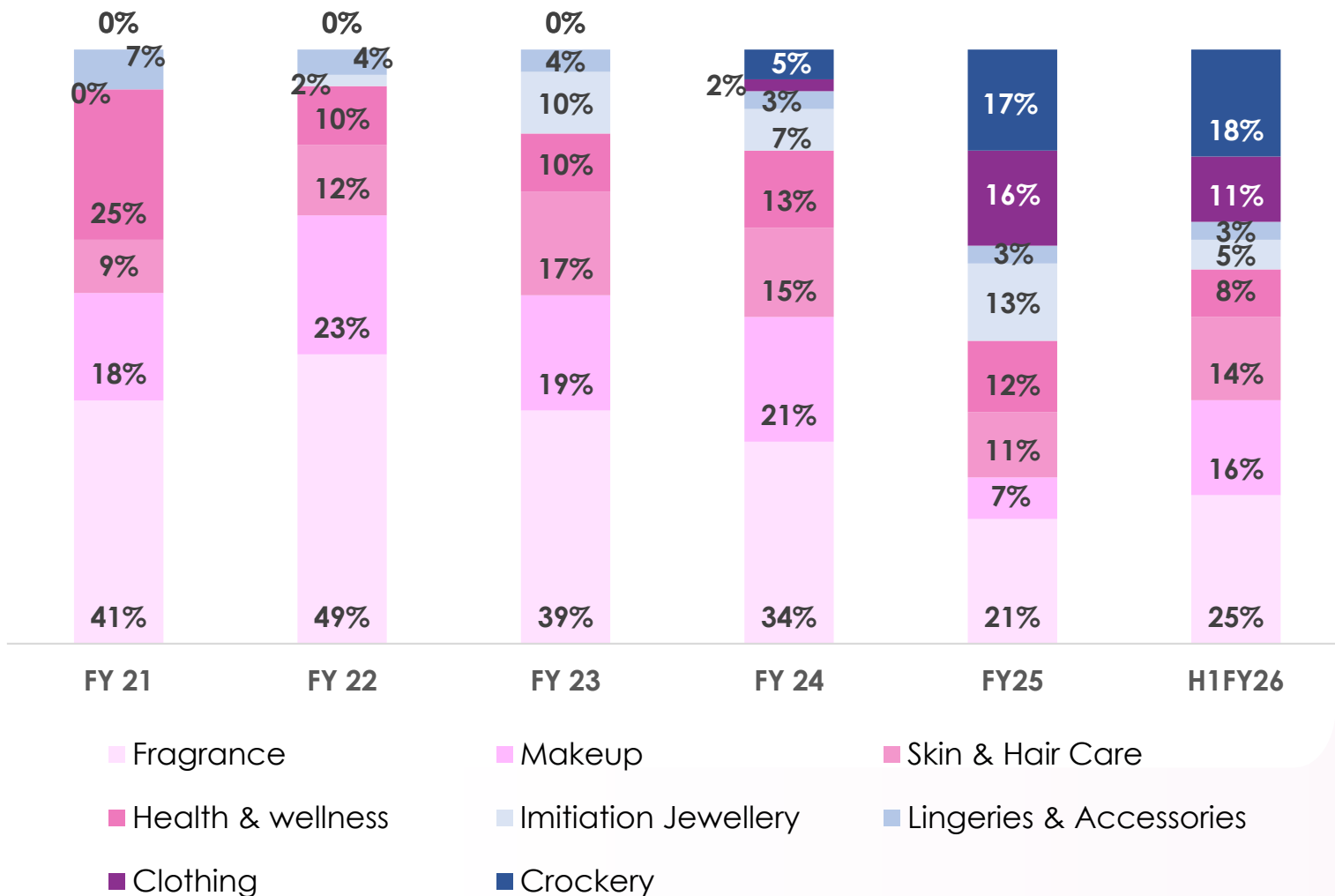
Average Order to Delivered





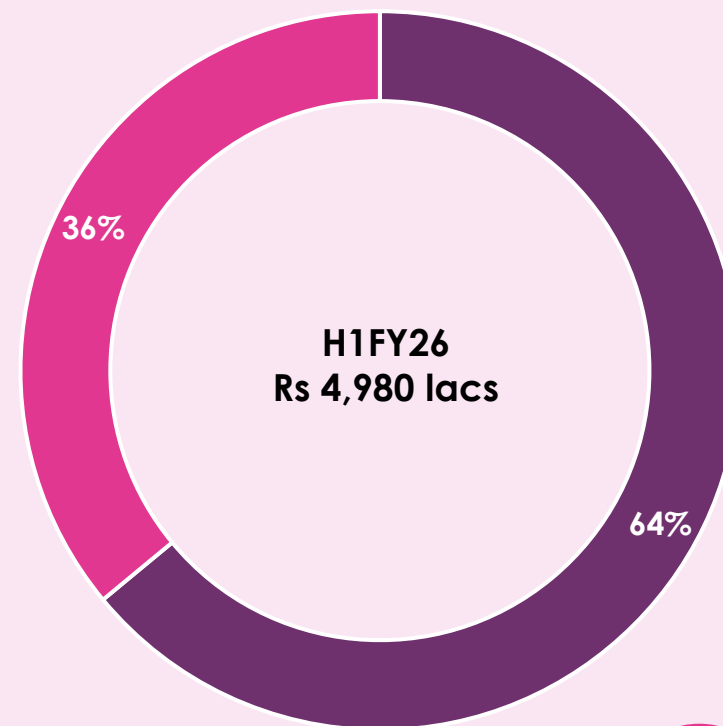
Diversified Revenue

Categories Wise



OEM sales v/s Own Brands

■ OEMs ■ Own Brands





Home Grown Brand Portfolio

Sayda Jewels

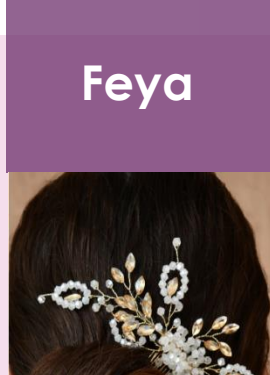


- Provide antique, fashion, Kundan, temple, oxidized & American diamond Jewelleries.



Faezah

- Comfortable yet stylish loungewear.
- Impeccable cuts, premium fabric, & meticulous attention to details.



Feya

- Provide affordable & delightful assortment of hair accessories & western wear.



Wondercurve

- Stands out as lingerie brand.
- Embraces & celebrate the beauty of every woman's curve.
- Wide range of size & design.

Bluex



- Exclusive line of kitchen essentials.
- Includes sleek utensils & innovation gadgets.
- Redefining must-haves for every home.



Heeley

- It's a footwear brand, easy worn on the feet.
- Providing various designs- flat, heels, boots, shoes etc. in all sizes.

Kattly



- Kattly is a clothing brand designed to be worn while sleeping.
- Wide range of size and designs.
- Provide different material- Satin, cotton, rayon, Italian satin etc.



Miraaye

- Soulful, premium home and personal fragrances to enrich everyday life.
- Launched new categories for diffusers and bedsheets

Empowering women with our carefully curated diverse collection, offering fashion and lifestyle products as tools for self-expression and individuality.



Strong Omni Channel Model



WomanCart LUXE

- ✓ Premium & prestige brands and products
- ✓ Avg. Area of 250 SqFt.
- ✓ 3 Stores



WomanCart

- ✓ Top brands across various products
- ✓ Avg. Area of 500 SqFt.
- ✓ 3 Stores

500 SqFt
Average Area for Stores

Store Location

Name of Stores	Location
WomanCart LUXE	Model Town, New Delhi
WomanCart LUXE	Kohat Enclave, New Delhi
WomanCart LUXE	Patel Nagar, New Delhi
WomanCart	Shalimar Bagh, New Delhi
WomanCart	Model Town, New Delhi
WomanCart	Kamla Nagar, New Delhi
Billuex	Model Town, New Delhi
Billuex	Rohini, New Delhi
Kiosk	NSP Pacific Mall, New Delhi



WomanCart expanding through Franchise Model

Inviting Franchise Partners

WHY CHOOSE WOMANCART?

- Profitable business model
- High ROI
- Easy handling
- 0% Risk of the investment

All types of brand support- advertising, marketing & promotions, training & support, identifying location, support in operations extensive online & offline marketing, strategic planning and execution, hiring help etc.

We are searching for a woman entrepreneur knowledgeable in the fashion sector.

FRANCHISE DETAILS –

Model	Locations
Womancart/Womancart Luxe	All across India
Area	ROI
400 Sq.Ft	75% to 80%

ONE STOP DESTINATION FOR PREMIUM BEAUTY, WELLNESS & FASHION PRODUCTS

- Operating Successfully for 5+ Years
- Specialised in clothing, footwear and Artificial Jewellery
- Strategic Tie-ups with Multiple brands
- Exciting Discounts and hassle-free return policy

WOMANCART

FOR ANY FRANCHISING RELATED QUERIES, CONTACT US AT:
☎ +91-98113 82448, +91-74280 92395 and 🌐 info@womancart.in

WomanCart is inviting franchise partners through various channels



Leveraging diverse channels to promote franchise opportunities.



Implementing targeted outreach to attract potential partners.



Enhancing visibility through strategic marketing initiatives

₹ 55-70
Lakhs

Investment

400-600
sq ft.

Areas

70-80%

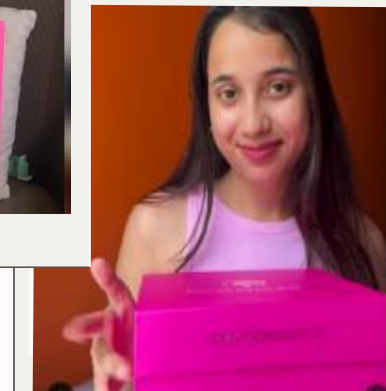
ROI

Social Media Appearance

19K
Followers
Facebook

30.4K
Followers
Instagram

27 lacs
Marketing Spend
Including Influencer Marketing





Marquee Brands

L'ORÉAL

COLORBAR



MAYBELLINE
NEW YORK

POND'S

Minimalist



SWISS BEAUTY
Let's create new look



LAKMÉ

Gillette
Venus

BIODERMA
LABORATOIRE DERMATOLOGIQUE

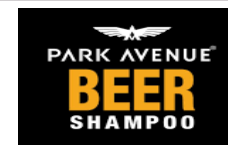
SKINNTM
by TITAN

RENÉE

SKKINVALUE[®]

LOVE[®]
EARTH

Gillette[®]



one8

PARK AVENUE[®]



VEGA

REVOLUTION
MAKEUP REVOLUTION LONDON



Staysure[™]



RIYA

TRESemmé

enamor[®]

L.A. Girl

Episoft[™]

BELLAVITA[®]



La Shield[™]
Sunscreen Range

FURR
By PEESAFE

Daily life
FORÉVER52[®]
PROFESSIONAL



Dab & Dew



FLICKA



Roadmap Ahead



WomanCart Luxe Store aims to expand its exclusive offerings



Launching super-fast delivery in another cities

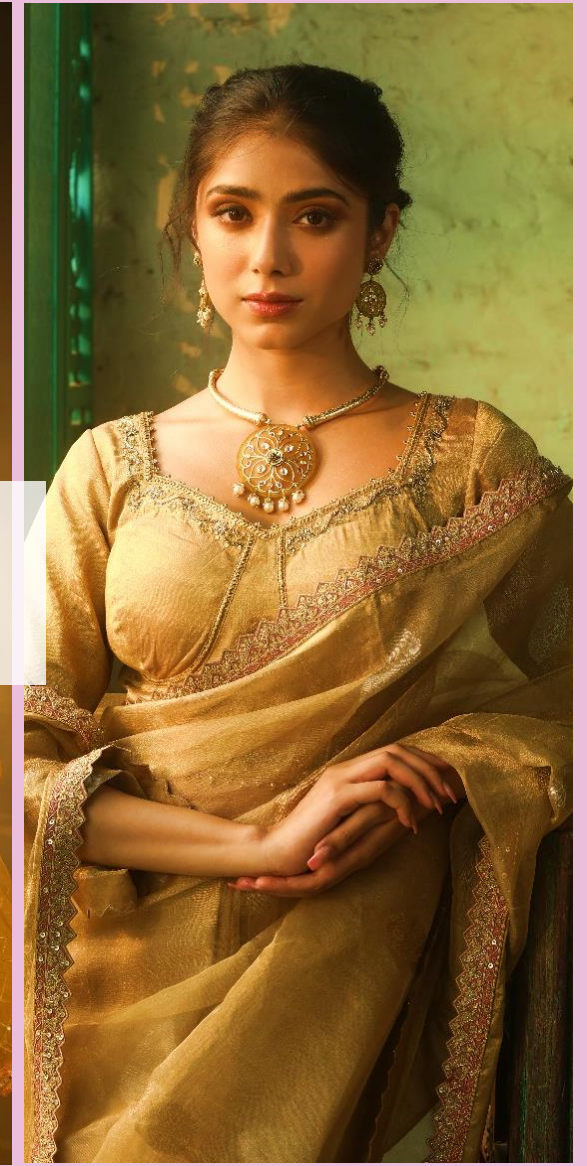
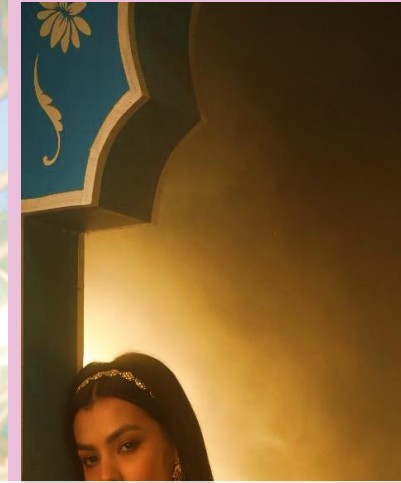


Focusing on own home brands to strengthen the margins



Expanding beyond Delhi NCR and Jaipur to deliver quick-commerce convenience across more cities.





Annexure



Bluex- Emerging as a Key Category

WomanCart have two exclusive crockery stores in Model Town and Rohini, New Delhi, attracting 10–15 visitors daily and significantly higher footfall during festive periods.

Newly introduced items include:

- Designer wine glasses
- Elegant serving ware
- Luxury handwash dispensers
- Premium glasses for juice, water, & beverages
- Classy luxury spoon sets



WomanCart LUXE Store- *Model Town, New Delhi*



WomanCart LUXE Store- Kohat Enclave, New Delhi



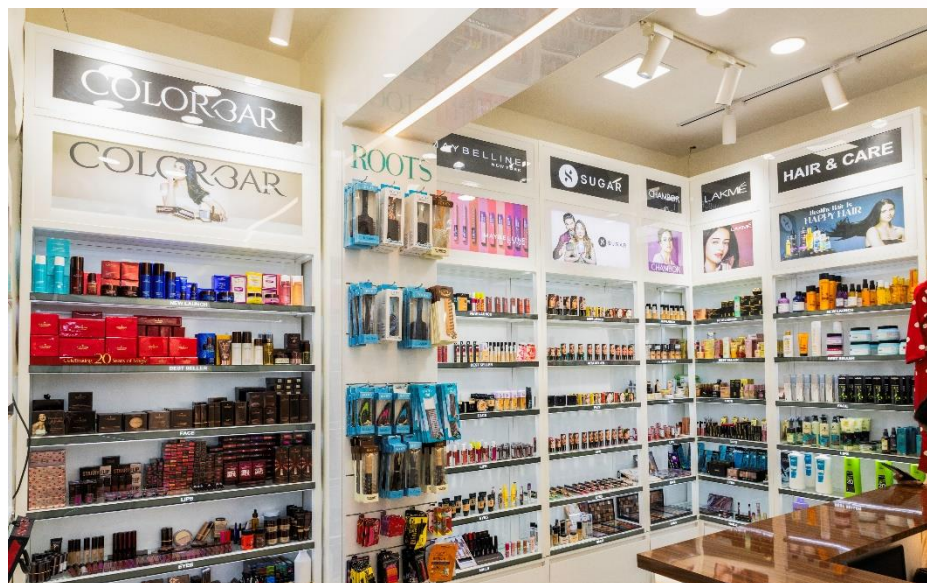
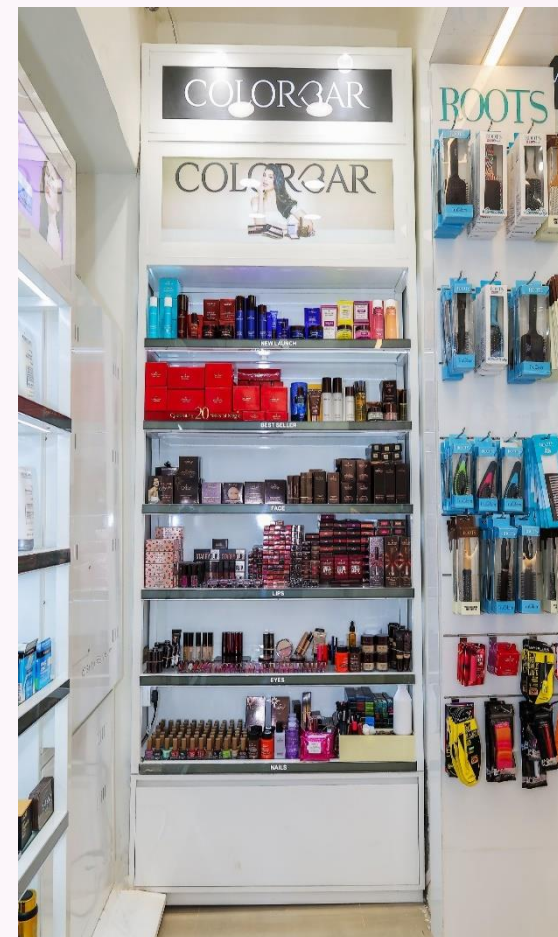


WomanCart LUXE Store- *Patel Nagar, New Delhi*

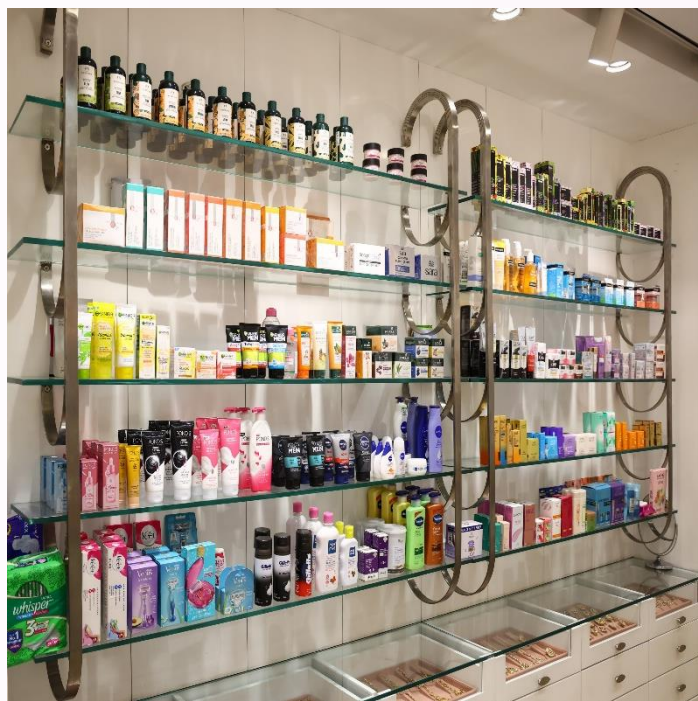




WomanCart Store- Model Town, New Delhi



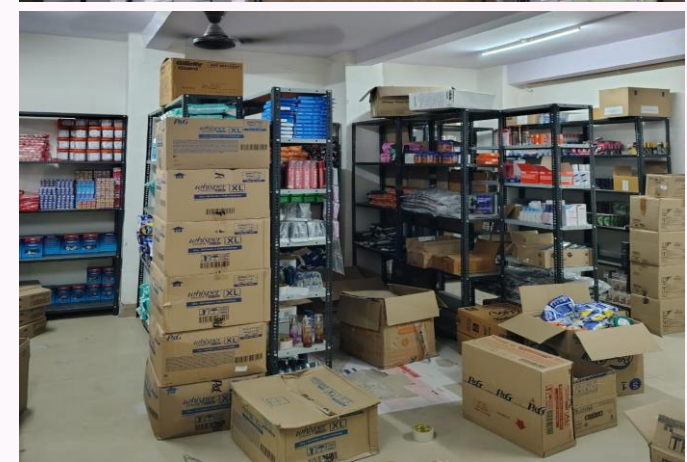
WomanCart Store- *Kamla Nagar, New Delhi*



WomanCart- *Largest Warehouse Facility*



Area Size-18,000 Sqft. (Delhi NCR)



Core Support System for 2-Hour Delivery Model



Profit and Loss Statement

Particulars (Rs. Lakhs)	FY22	FY23	FY24	FY25	H1FY26
Revenue from Operations	423.4	964.3	2,929.7	5,911.3	4,980.1
Cost of good sold	333.5	715.2	1,548.6	3,381.6	2,991.1
Gross profit	89.9	249.2	1,381.1	2,529.7	1,988.9
Gross Profit Margin (%)	21.2%	25.8%	47.1%	42.8%	39.9%
Employee Expenses	24.5	44.5	188.0	286.4	174.6
Other Expenses	35.3	121.7	824.6	1,251.8	707.9
EBITDA	30.1	83.0	368.5	991.5	1,106.5
EBITDA Margin (%)	7.1%	8.6%	12.6%	16.8%	22.2%
Depreciation & Amortization	1.4	10.2	36.2	133.8	256.2
EBIT	28.7	72.8	332.4	857.7	850.3
EBIT Margin (%)	6.8%	7.5%	11.3%	14.5%	17.1%
Finance costs	9.5	5.9	33.6	120.6	96.3
Other Income	2.3	0.9	47.1	113.3	47.4
PBT	21.4	67.7	345.8	850.4	801.4
Tax & Deferred Tax	0.7	15.4	61.7	131.5	270.9
PAT	20.7	52.3	284.1	718.9	530.5
PAT Margin (%)	4.9%	5.4%	9.7%	12.2%	10.7%



Balance Sheet

Particulars (Rs Lakhs)	Mar-22	Mar-23	Mar-24	Mar- 25	Sept-25	Particulars (Rs Lakhs)	Mar-22	Mar-23	Mar-24	Mar- 25	Sept- 25
Non-Current Assets	22.1	79.0	267.1	1,894.5	1,884.2	Equity	264.1	315.0	1,651.7	6,878.6	9,043.0
Property Plat & Equipment	20.0	69.8	191.1	1,416.7	1,774.0	Share Capital	110.8	110.8	420.8	604.4	669.2
Capital Work In Progress	-	-	48.8	3.7	-	Other Equity	153.3	204.2	1,230.9	6,274.1	8,373.8
Intangible Assets	2.0	9.1	22.4	63.8	71.5						
Deferred Tax Asset (DTA)	-	0.2	4.8	80.6	31.3	Total Non-Current Liabilities	7.6	72.1	38.7	96.6	84.2
Long Terms Loans & Advances	-	-	-	324.0	-	Borrowings	7.2	72.1	37.6	83.0	67.9
Other Non – Current assets	0.1	-	-	5.7	7.4	Others	-	-	-	-	-
						Deferred Tax Liabilities (Net)	0.4	-	1.1	-	-
Total Current Assets	363.3	472.2	2,370.8	7,203.2	11,021.0	Other Non –Current Liabilities	-	-	-	-	-
Inventories	156.9	308.6	1,158.1	3,730.6	5,701.9	Provisions	-	-	-	13.5	16.3
Current Investments	-	-	-	300.1	725.0	Total Current Liabilities	113.7	164.1	947.5	2,122.5	3,777.9
Trade Receivables	142.2	34.2	428.8	593.0	1,399.5	Borrowings	71.9	51.5	622.3	1,353.2	2,162.7
Cash & Cash Equivalents	44.6	76.0	467.2	1,106.5	231.4	Trade Payables	37.4	68.6	198.7	513.2	673.6
Short term Loans	2.8	11.0	63.6	520.8	1,344.7	Current tax liabilities (Net)	-	-	-	-	-
Other Financial Assets	-	-	-	-	-	Provisions	0.4	16.9	96.5	157.4	316.8
Others Current asset	16.9	42.4	253.1	952.2	1,618.5	Other Current Liabilities	4.0	27.0	30.0	98.8	624.8
TOTAL ASSETS	385.4	551.3	2,637.9	9,097.6	12,905.2	TOTAL EQUITY & LIABILITIES	385.4	551.3	2,637.9	9,097.6	12,905.2

For further information:

Please get in touch

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Prayasi Patel
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Company Contact:

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info@womancart.in

Thank You

