

November 04, 2022

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

Dear Sir / Madam,

Subject: Investor Presentation for Q2 FY 2023 – Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015

With reference to the above captioned subject, please find enclosed Investor Presentation for Q2 FY 23.

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 Venkatesan Company Secretary & Compliance Officer





Go Fashion (India) Limited



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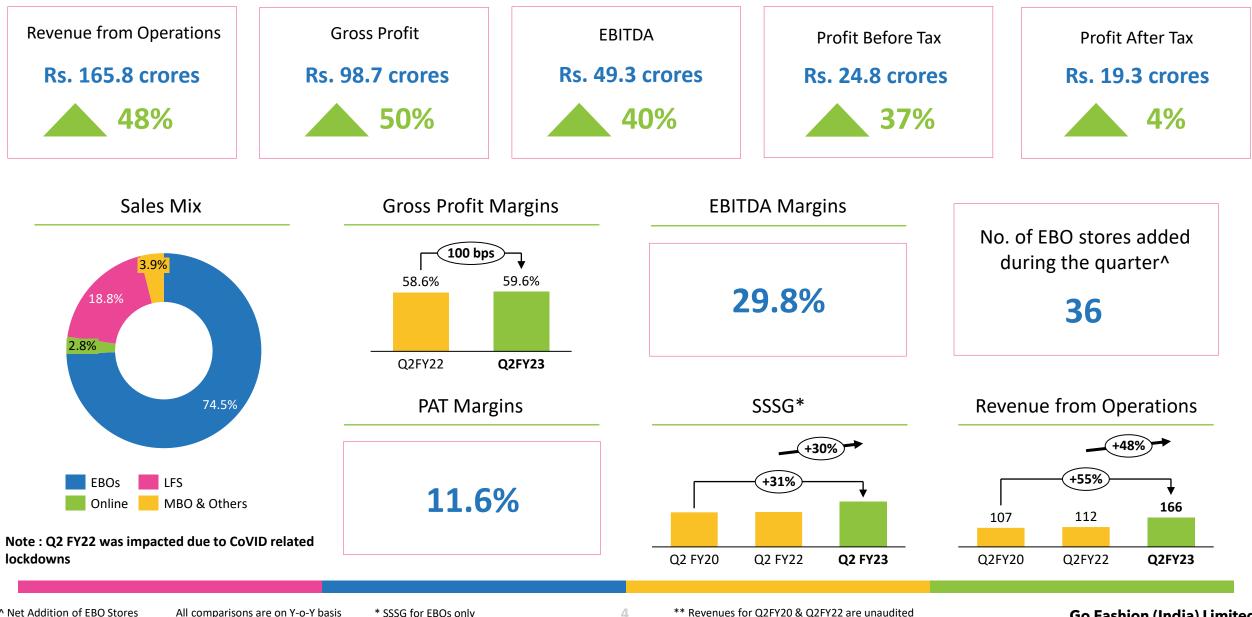


Q2 & H1 FY23 Highlights



Strong Q2 FY23 Financials

GO COLORS!



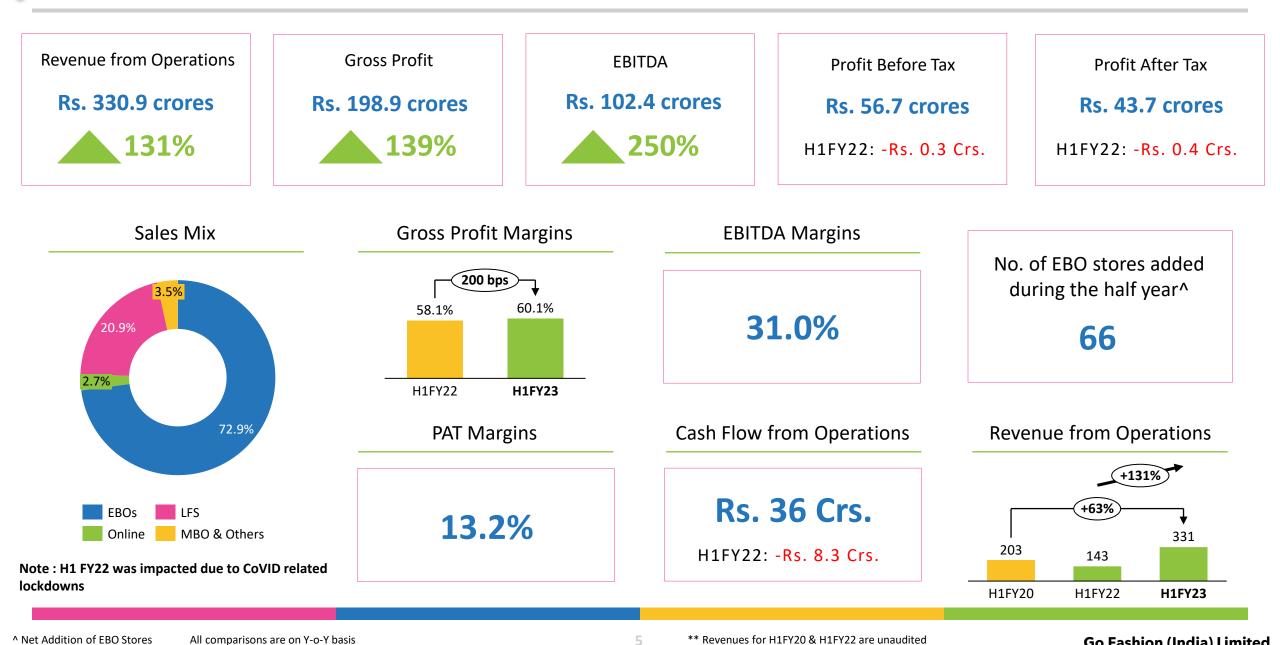
^ Net Addition of EBO Stores * SSSG for EBOs only All comparisons are on Y-o-Y basis

** Revenues for Q2FY20 & Q2FY22 are unaudited

Go Fashion (India) Limited

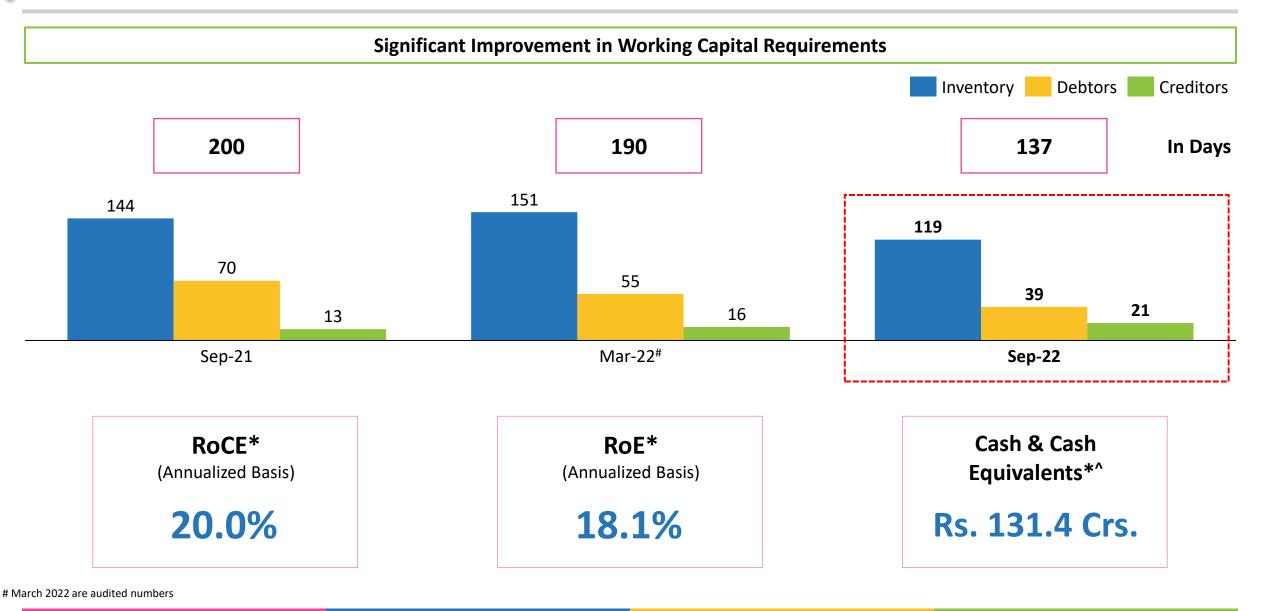
Strong H1 FY23 Financials

GO COLORS!



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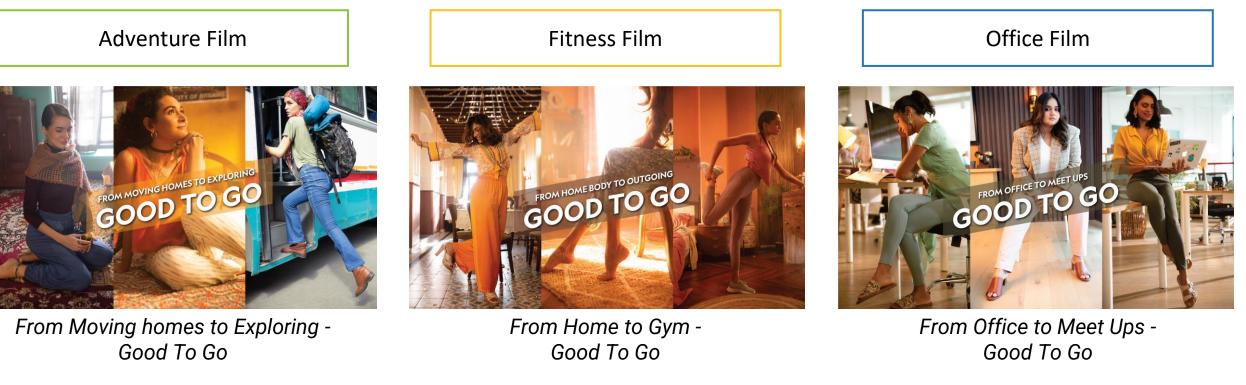




* As on 30th September 2022

Brand Awareness Campaigns during H1 FY23

GO COLORS!



https://youtu.be/0gz8q4Yzwzw

<u>https://www.youtube.com/watch?v=og7v36-fRaU</u>

https://www.youtube.com/watch?v=U0AkEtS6414

As today's woman takes a step forward to improve her life as well as that of whom she impacts, we are in it with them by making it **#GoodToGo** for the next step!

PAN India Campaign - Each of our films showcases the individual triumphs & journeys of women

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Particulars (in Rs. Crore)*	Q2 FY23	Q2 FY22	Ү-о-Ү	H1 FY23	H1 FY22	Y-o-Y
Total Revenue	165.8	112.1	48%	330.9	143.1	131%
COGS	67.0	46.4		132.1	60.0	
Gross Profit	98.7	65.7	50%	198.9	83.1	139%
Gross Margin	59.6%	58.6%		60.1%	58.1%	
Employee Cost	25.1	18.3		48.8	34.1	
Other Expenses	24.3	12.3		47.6	19.7	
EBITDA	49.3	35.2	40%	102.4	29.3	250%
EBITDA Margin	29.8%	31.4%		31.0%	20.5%	
Other Income	2.9	5.1		6.6	14.4	
Depreciation	20.7	16.8		39.4	32.8	
EBIT	31.6	23.5	35%	69.6	10.8	545%
Finance Cost	6.9	5.4		12.9	11.1	
Profit before Tax	24.8	18.1	37%	56.7	-0.3	-
Тах	5.5	-0.5		13.0	0.1	
РАТ	19.3	18.6	4%	43.7	-0.4	-
PAT Margin	11.6%	16.6%		13.2%	-0.3%	
EPS (in Rs.)	3.57	3.56		8.09	-0.07	

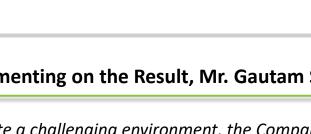
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EQUITY AND LIABILITIES (in Rs. Crore)	30-Sep-22	31-Mar-22
Equity		
Share Capital	54.0	54.0
Other Equity	428.2	384.4
Total Equity	482.2	438.4
Liabilities		
Non Current Liabilities		
Lease liabilities	210.8	177.7
Provision	3.3	2.9
Total Non Current Liabilities	214.1	180.6
Current Liabilities		
Lease liabilities	83.0	72.1
Trade payables	37.3	17.7
Other financial liabilities	3.4	3.2
Current tax liabilities (net)	4.3	4.7
Other current liabilities	31.7	30.6
Provisions	5.7	3.9
Total Current Liabilities	165.5	132.2
TOTAL EQUITY & LIABILITIES	861.8	751.2

ASSETS (in Rs. Crore)	30-Sep-22	31-Mar-22
Non Current Assets		
Property, plant and equipment	73.4	64.1
Capital work-in-progress	2.9	8.7
Intangible assets	0.5	0.4
Right-of-use assets	259.7	219.7
Financial Assets		
Other financial asset	27.4	24.0
Deferred tax assets (net)	13.5	11.4
Other non-current assets	10.2	6.1
Total Non-Current Assets	387.5	334.4
Current Assets		
Inventories	214.4	165.9
Financial Assets		
Investments	73.3	45.9
Trade receivables	71.3	60.2
Cash and cash equivalents	26.2	42.4
Bank balances other than cash and cash equivalents	31.9	63.4
Other financial asset	13.4	11.2
Other current assets	43.7	27.9
Total Current Assets	474.3	416.8
TOTAL ASSETS	861.8	751.2



Cash Flow Statement (Rs. Crore)	H1 FY23	H1 FY22
Net Profit Before Tax	56.7	-0.3
Adjustments for: Non - Cash Items / Other Investment or Financial Items	46.5	32.8
Operating profit before working capital changes	103.2	32.5
Changes in working capital	-51.7	-40.8
Cash generated from Operations	51.5	-8.3
Direct taxes paid (net of refund)	-15.2	0.0
Net Cash from Operating Activities	36.3	-8.3
Net Cash from Investing Activities	-13.2	34.7
Net Cash from Financing Activities	-38.5	-33.3
Net Decrease in Cash and Cash equivalents	-15.4	-6.9
Add: Cash & Cash equivalents at the beginning of the period	41.6	2.8
Cash & Cash equivalents at the end of the period	26.2	-4.2





Commenting on the Result, Mr. Gautam Saraogi, CEO, Go Fashion (India) Limited said,

"Despite a challenging environment, the Company has performed well in Q2 & H1 FY23. Our Revenues for Q2 FY23 grew by 48% YoY to Rs. 166 crores, highest ever quarterly revenues at Go Fashion. EBITDA and PAT grew by 40% and 4% respectively to Rs. 49 crores and Rs. 19 crores, respectively. For H1 FY23, Revenues grew by 131% to Rs. 331 crores. EBITDA grew by 250% to Rs. 102 crores and PAT stood at Rs. 44 crores. This has been on the back of high volume growth and improved product portfolio by continually adding new products across all bottom wear categories.

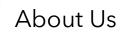
We continue to invest in brand-building initiatives which will help us to gain visibility and also to focus and grow our online sales channels to benefit from evolving customer trends in our market. During H1 FY23, we launched three new ad films on a PAN India platform. Each of our films showcases the individual triumphs & journeys of women.

In Q2 FY23, the Company has added 36 new stores and in H1 FY23, the Company has added 66 new stores. This is in line with the growth strategy to open more doors closer to the consumer, the company is pushing ahead with expansion and plans to expand store foot-print across geographies by adding around 120-130 new stores every year. We are also looking at omnichannel engagements for a seamless consumer experience, building on a technology-driven growth strategy to reach consumers across all cities.

We look forward to continuing our innovative and creative approach and launch more designs while providing more brand destinations for our consumers which will help us grow and gain market share in the coming years."



Company Overview





We are a one stop destination for ladies' bottom wear, a daily essential wear category with no seasonality



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



Offers Products in >50 styles in >120 colours



Extensive sourcing and manufacturing network of 81 suppliers and 49 jobworkers spread across 11 states and UTs



Customers catered primarily through **569** EBOs spread across 23 states and UTs and **1,654** LFSs across 31 states and UTs



Premium quality products at affordable prices, **83.3% of products retailed at < Rs. 1,049**



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

We are a Direct to Consumer Brand



Well Diversified Product Portfolio

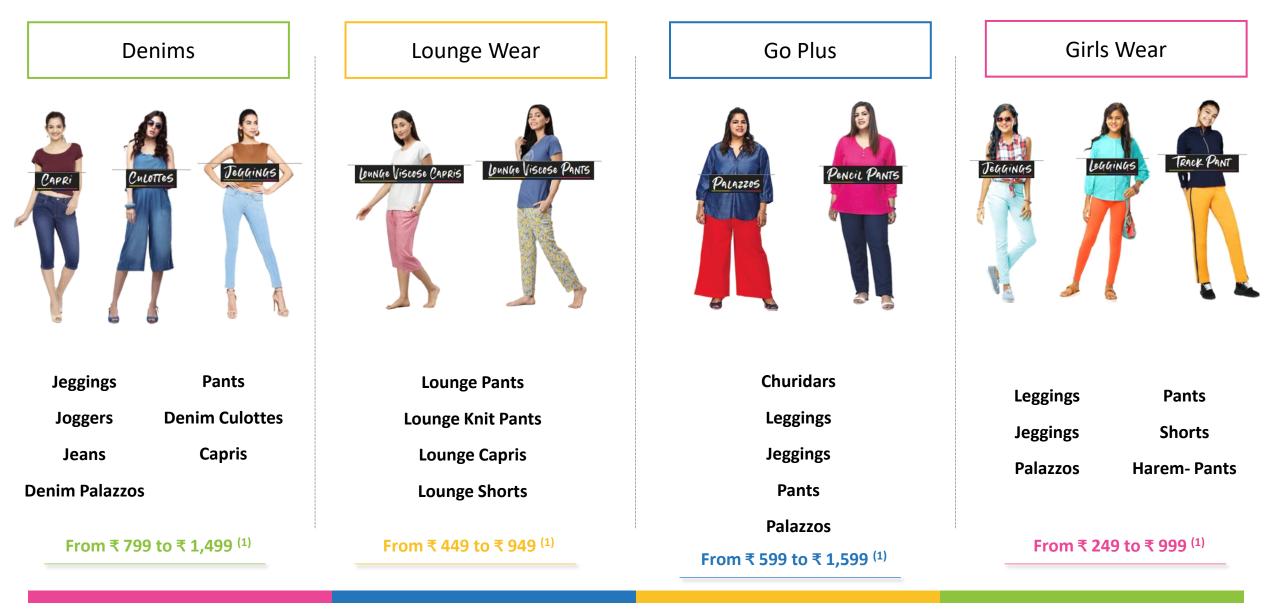
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GO COLORS!

Ethnic Wear		Wester	n Wear	Fusion Wear	Athleisure
CHURIDAR SILK PANT	PATIALA	CARGO PANTS	FORMAL TROUSERS	DEGIGINGS DEGIGINGS DEGIGINGS DEGIGINGS DENCIL PANT DENCIL PANT DENCIL PANT	TRACK PANT TRACK PANT ACTIVE LEGGING RIB DGGERS
Churidar Salwar Patiala Silk-Pan Kurti-Pants Dhoti	ts Cr	Leggings opped Jegging Jeans Cargo Pants	Ponte Pants Track Pants Culottes Treggings	Jeggings Palazzos Pants Harem-Pants	Leggings Track Pants Joggers
From ₹ 599 to ₹ 1,399 ⁽)	Trousers From ₹ 499 to	Shorts o ₹ 1,399 ⁽¹⁾	From ₹ 599 to ₹ 1,599 ⁽¹⁾	From ₹ 799 to ₹ 1,199 ⁽¹⁾

Well Diversified Product Portfolio

GO COLORS!



Standardized Store Designs and Layouts to Make Brand "Go Colors" Readily Identifiable

GO COLORS!



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EBO Stores + Airport Stores + LFS Stores







Key Differentiators







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

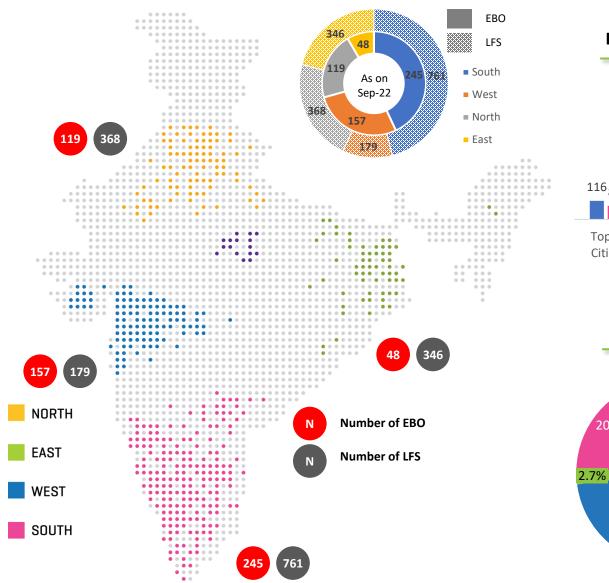
Brand	SKUs	Ethnic	Western	Athleisure	Fusion	Denim
GO COLORS!	728	\checkmark	\checkmark	\checkmark	\checkmark	\checkmark
Player A	800	×	\checkmark	×	×	\checkmark
Player B	700	\checkmark	×	×	\checkmark	\checkmark
Player C	673	\checkmark	\checkmark	×	\checkmark	×
Player D	656	×	\checkmark	×	×	\checkmark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

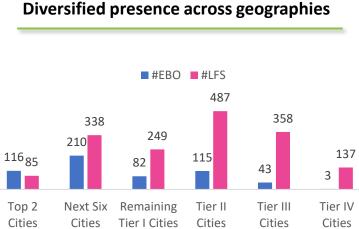
Leadership position in women's bottom-wear Category

Ethnic Wear	Western Wear	Fusion Wear	Athleisure
Denims	Lounge Wear	Go Plus	Girls Wear
Offers 50	bottom-wear sty	les in a range of	>120 colours

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 (H1 FY23)

72.9%

EBOs

Online

MBO & Others

LFS

3.5%



GO COI ORS



Cluster-based growth 57.29%

EBOs across 8 cities

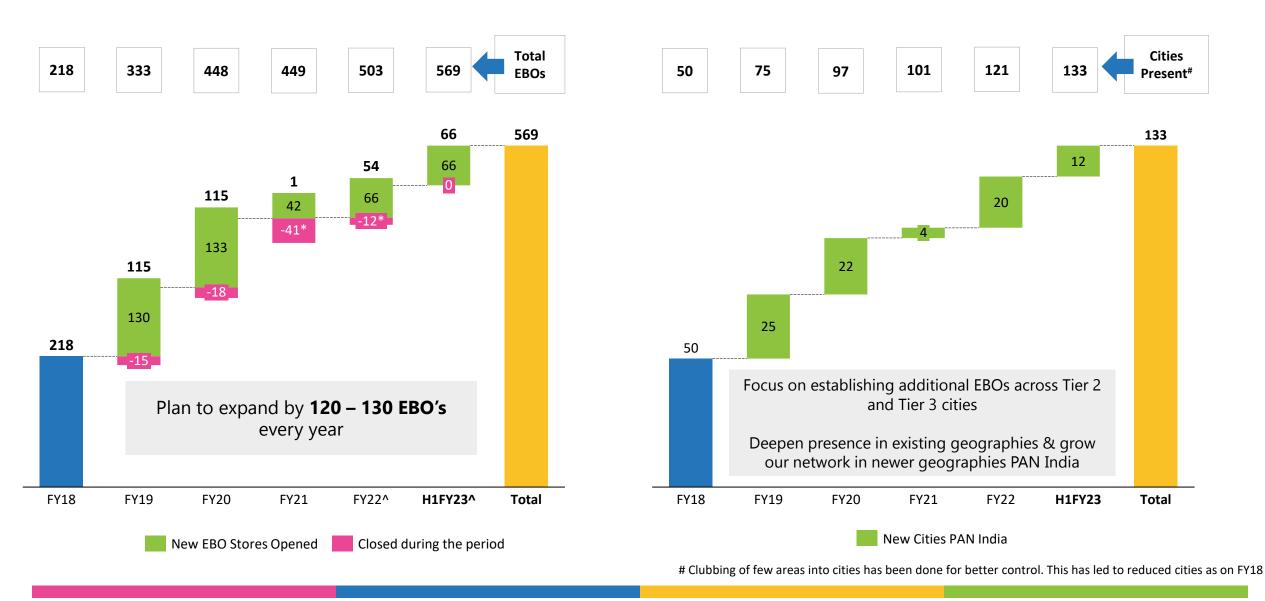
As on 30th September 2022

Go Fashion (India) Limited

20.9%

Continuous Increase of EBO presence PAN India

GO COLORS!

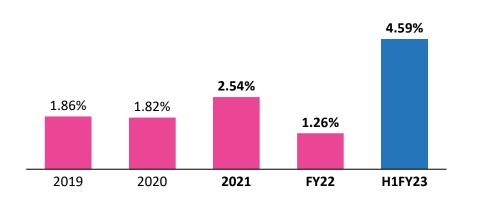


 * Majority of stores closed down in FY21 and FY22 are due to CoVID impact

^ FY22 & H1 FY23 stores are net of replacements

GO COLORS!

Prudent use of resources to undertake brandbuilding initiatives and gain visibility



Rs. 21.77 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



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

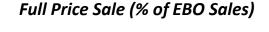
Average Store Size (Sq. ft.)	Average Selling Price*	Present across
400 - 500	Rs. 709	133 cities
Average Investments for 1 EBO store (Incl. Inventory) Rs. 37 Lakhs	Payback Period 15 – 18 months	Average Yearly Revenue Per Store Rs. 85-90 Lakhs

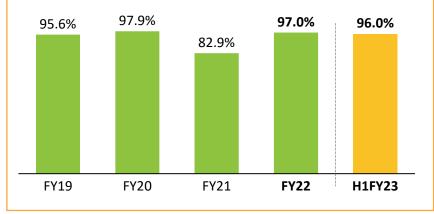
Healthy Same Store Sales Growth (in %)



SSSG for FY21 & FY22 is not comparable due to CoVID related lockdowns

^ Compared to Q2 FY20 (Pre-CoVID Levels)





- 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

GO COLORS

Outsourced Manufacturing

- Manage an extensive sourcing network to support product development teams
- 81 suppliers and 49 job-workers spread across 11 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

GO COLORS!

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!



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 10 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

- Promotor of Go Fashion (India) Limited
- >28 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

- Promotor of Go Fashion (India) Limited
- >10 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

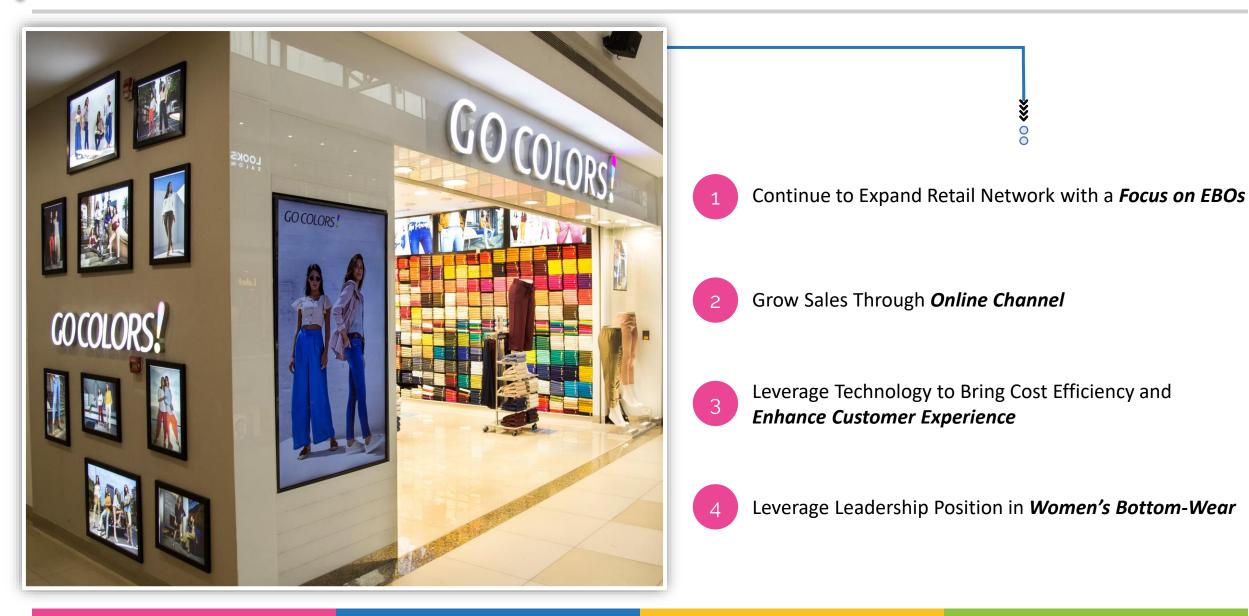


Mr. R Mohan Chief Financial Officer

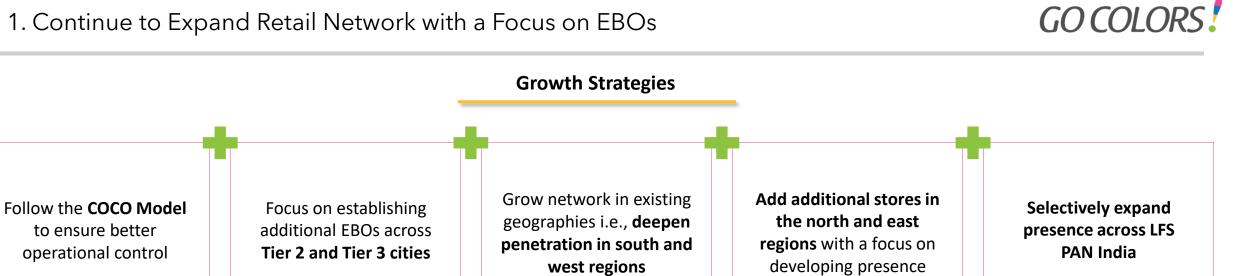
- Chartered accountant by profession and has been associated with our Company since 2019
- Holds a bachelor's degree in commerce from Bharathiar University and is a member of the ICAI since 1991
- Served as the chairman of the Coimbatore Branch of Institute of Chartered Accountant India from 2000 to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

Company Strategies





1. Continue to Expand Retail Network with a Focus on EBOs

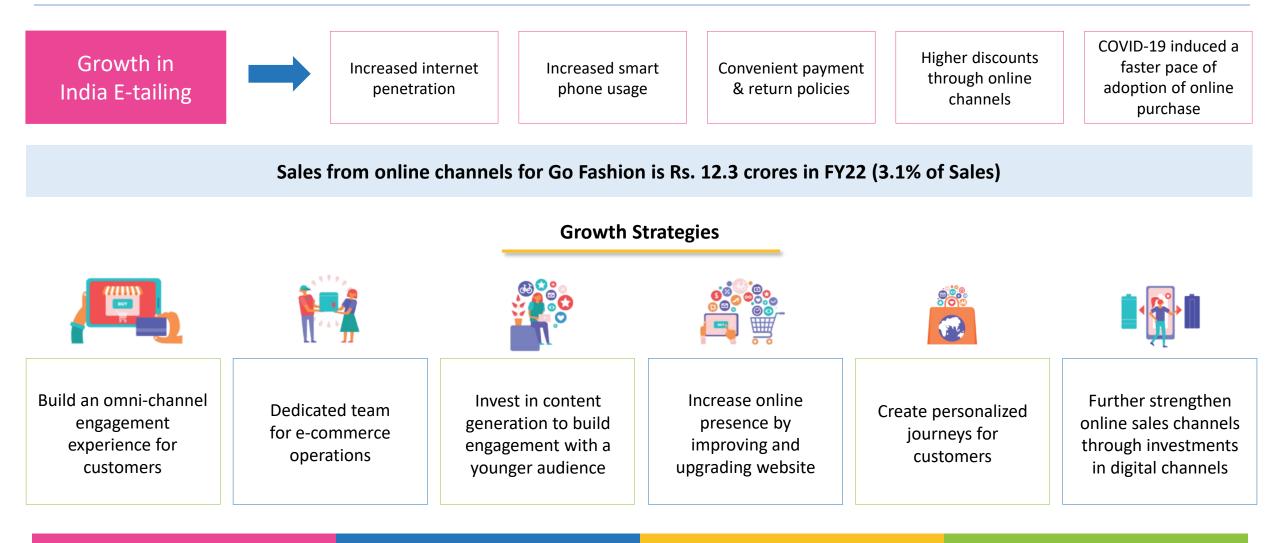


Plan to expand by 120 – 130 EBO's every year

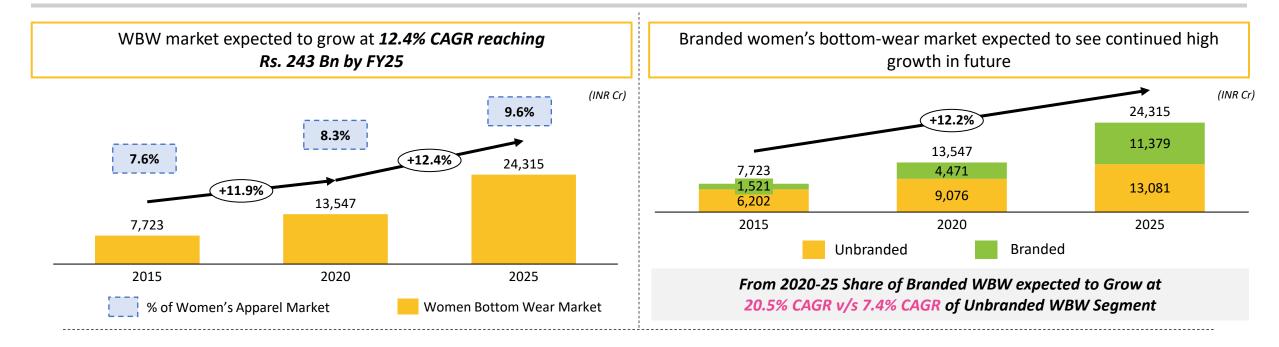
1 EBO Store Average Investment Rs. 37 Lakhs Payback period 15 – 18 months	Increased Revenue through EBO's ~80% Revenues through EBO's in the coming few years	Increased Cash Flow generation through increasing revenues from EBO's Reduced Debtor Days & Working Capital Requirement	No external funding required for growth in business for coming years	Leading to a Healthy & Sustainable Business Model Increased Profitability + Better Return Ratios
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GO COLORS!

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



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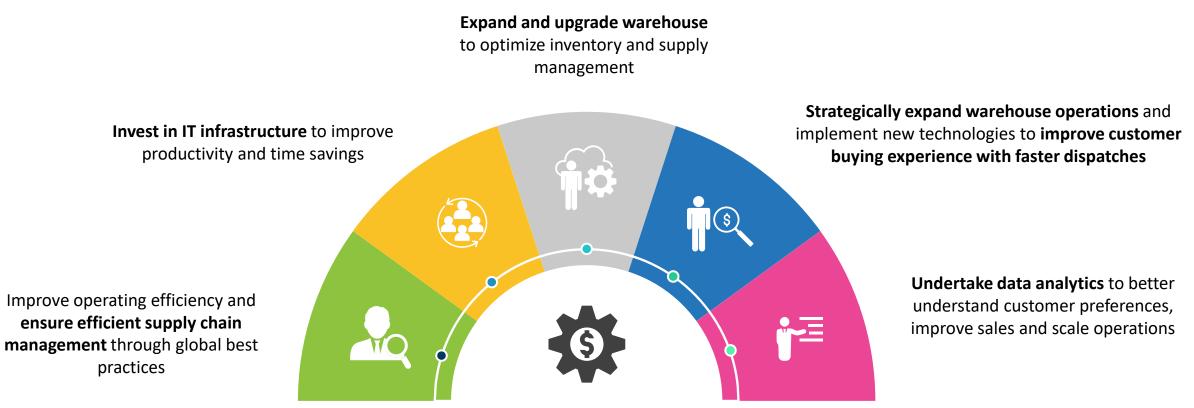


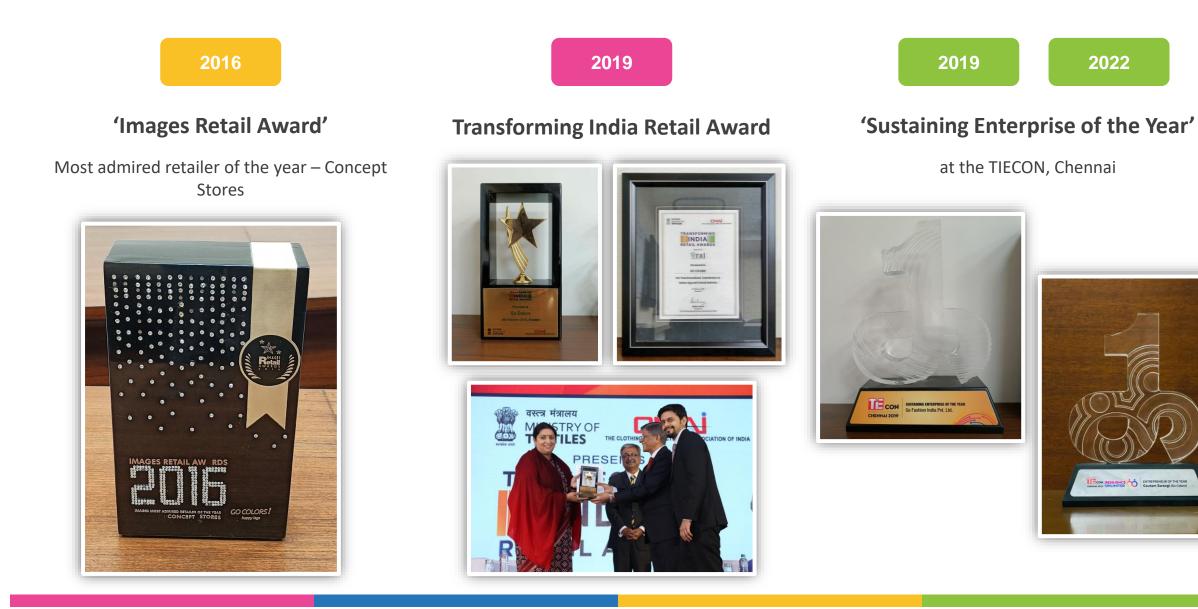
Go Colors has the early mover advantage in exclusive bottom-wear category with 8% market share

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
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Leverage Technology to Bring Cost Efficiency and Enhance Customer Experience







GO COLORS!

Financials



Particulars (in Rs. Crore)	31-Mar-22	31-Mar-21	31-Mar-20	31-Mar-19
Total Revenue	401.3	250.7	392.0	285.2
Cost of Materials Consumed	135.5	92.2	130.0	94.5
Subcontracting Charges	24.8	11.8	27.6	20.5
Gross Profit	241.1	146.7	234.5	170.3
Gross Margin	60.1%	58.5%	59.8%	59.7%
Employee Cost	73.1	61.5	62.0	42.0
Other Expenses	49.0	38.9	46.0	48.4
EBITDA	119.0	46.3	126.5	80.0
EBITDA Margin	29.7%	18.5%	32.3%	28.0%
Other Income	20.79	31.6	4.8	5.7
Depreciation	68.6	60.5	46.6	32.1
EBIT	71.2	17.4	84.8	53.6
Finance Cost	23.3	20.6	16.5	11.4
Profit before Tax	47.9	-3.2	68.3	42.2
Tax	12.3	0.4	15.7	11.3
PAT	35.6	-3.6	52.6	30.9
PAT Margin	8.9%	-1.4%	13.4%	10.8%
EPS (in Rs.)	6.74	-0.68	10.08	5.93

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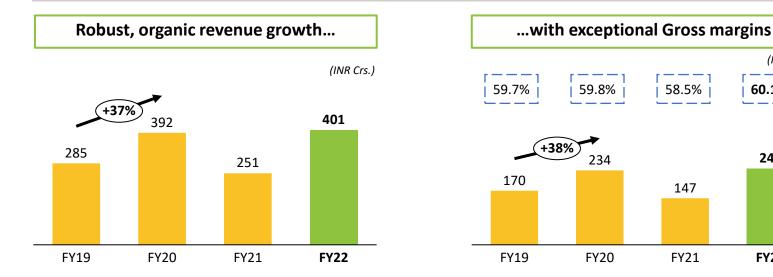
EQUITY AND LIABILITIES (in Rs. Crore)	31-Mar-22	31-Mar-21	31-Mar-20	31-Mar-19
Equity				
Share Capital	54.0	79.0	79.0	79.0
Other Equity	384.4	203.9	207.3	149.3
Total Equity	438.4	282.9	286.3	228.3
Liabilities				
Non Current Liabilities				
Lease liabilities	177.7	217.3	179.4	144.0
Provision	2.9	2.1	1.4	0.7
Total Non Current Liabilities	180.6	219.4	180.9	144.8
Current Liabilities				
Borrowings	0.0	10.4	2.8	8.3
Lease liabilities	72.1	4.6	27.4	1.5
Trade payables	17.7	10.7	10.5	13.8
Other financial liabilities	3.2	3.4	2.9	1.6
Current tax liabilities (net)	4.7	1.8	0.0	0.0
Other current liabilities	30.6	11.6	5.3	4.9
Provisions	3.9	3.4	3.2	1.0
Total Current Liabilities	132.2	46.0	52.0	31.0
TOTAL EQUITY & LIABILITIES	751.2	548.4	519.2	404.1

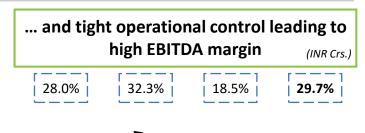
ASSETS (in Rs. Crore)	31-Mar-22	31-Mar-21	31-Mar-20	31-Mar-19
Non Current Assets				
Property, plant and equipment	64.1	58.4	60.3	47.3
Capital work-in-progress	8.7	8.6	8.1	2.0
Intangible assets	0.4	0.5	0.7	0.5
Right-of-use assets	219.7	200.6	194.7	137.7
Financial Assets				
Other financial asset	24.0	23.7	20.3	17.9
Deferred tax assets (net)	11.4	7.6	5.6	3.2
Other non-current assets	6.1	4.3	1.3	0.2
Total Non-Current Assets	334.4	303.7	291.0	208.8
Current Assets				
Inventories	165.9	80.9	105.9	69.5
Financial Assets				
Investments	45.9	46.4	8.9	23.5
Trade receivables	60.2	47.1	55.6	40.1
Cash and cash equivalents	42.4	13.2	0.1	10.6
Bank balances other than cash	63.4	26.5	32.4	33.0
Other financial asset	11.2	7.1	5.5	1.8
Current tax assets (net)	0.0	0.0	1.8	1.5
Other current assets	27.9	23.3	18.0	15.5
Total Current Assets	416.9	244.6	228.2	195.3
TOTAL ASSETS	751.2	548.4	519.2	404.1

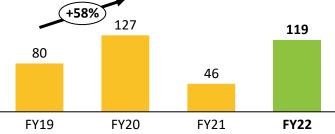
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Demonstrated Track Record of Strong Financial Performance

GO COL ORS!







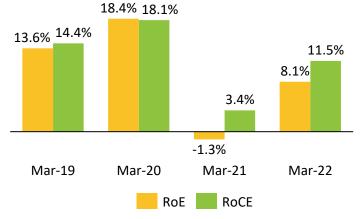
... and best-in-class return metrics

(INR Crs.)

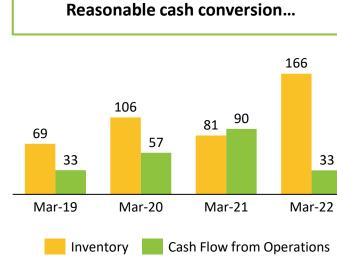
60.1%

241

FY22



Steady growth in net profits... (INR Crs.) 13.4% -1.4% 8.9% 10.8% +70% 53 36 31 -4 FY21 FY19 FY20 FY22



Note - FY21 & FY22 Financials Impacted on account of CoVID-19 induced lockdowns



THANK YOU

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