

April 30, 2025

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

**Sub: Press Release - Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith a press release on the Audited financial results for the quarter ended 31<sup>st</sup> March 2025.

The aforesaid Press Release 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



## GO FASHION (INDIA) LIMITED

### Q4 & FY25 Financial & Business Performance

**Chennai, 30<sup>th</sup> April 2025** – Go Fashion (India) Limited, one of the leading women's bottom-wear brand in India engaged in the development, design, sourcing, marketing and retailing a range of women's bottom-wear products under the brand, 'Go Colors' announced its audited Financial Results for the quarter and financial year ended 31<sup>st</sup> March 2025.

<b>Revenue from Operations</b> <b>Rs. 848 crores</b>  <b>11%</b>	<b>Gross Profit</b> <b>Rs. 537 crores</b>  <b>14%</b>	<b>EBITDA</b> <b>Rs. 268 crores</b>  <b>11%</b>	<b>Profit After Tax (PAT)</b> <b>Rs. 94 crores</b>  <b>13%</b>
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For FY25

#### KEY FINANCIAL HIGHLIGHTS

Particulars (in Rs. Crore)	Q4 FY25	Q4 FY24	Y-o-Y	FY25	FY24	Y-o-Y
Total Revenue	<b>204.8</b>	181.7	13%	<b>848.2</b>	762.8	11%
Gross Profit	<b>131.6</b>	115.4	14%	<b>536.8</b>	470.9	14%
Gross Profit Margin	<b>64.3%</b>	63.5%		<b>63.3%</b>	61.7%	
EBITDA	<b>62.4</b>	53.9	16%	<b>268.0</b>	242.4	11%
EBITDA Margin	<b>30.5%</b>	29.7%		<b>31.6%</b>	31.8%	
Profit before Tax	<b>25.4</b>	17.2	48%	<b>123.3</b>	110.2	12%
PAT	<b>19.9</b>	13.1	52%	<b>93.5</b>	82.8	13%
PAT Margin	<b>9.71%</b>	7.2%		<b>11.0%</b>	10.9%	

#### KEY BUSINESS UPDATES

- **Average Selling Price** for FY25 stood at Rs. 769
- **Sales Mix for FY25**
  - EBO : 71.2%; LFS : 23.9%; Online : 2.8%; MBO & Others : 2.1%
- **Same Store Sales Growth (SSSG)** for EBOs stood at 2% for Q4 FY25 and at 1% YoY for FY25
- **Same Cluster Sales Growth (SCSG)** for EBOs stood at 6% for Q4 FY25 and at 7% YoY for FY25
- **Full Price Sales** was 95.4% for FY25
- **No. of EBOs added during FY25 are 62 Stores on a Net Basis (104 on Gross Basis)**
  - Total EBOs as on 31st March 2025 stood at 776 stores



- **Working Capital Days** as on 31<sup>st</sup> March 2025 stands at 134 days
  - Inventory Days stood at 102 days
- **Cash Flow from Operations (OCF)**
  - OCF (Post IND-AS 116) for FY25 stood at Rs. 198.8 crores
  - OCF (Pre IND-AS 116) for FY25 stood at Rs. 76.2 crores
- RoCE stood at 19.2%; RoE stood at 15.0% for FY25\*
- Cash & Cash Equivalents stood at Rs. 249 crores as on 31<sup>st</sup> March 2025

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

“At Go Colors, we continue to deliver robust financial performance despite a challenging demand environment. During Q4 FY25, Revenues grew by 13% YoY to Rs. 205 crore. EBITDA stood at Rs. 62 crore, a growth of 16% YoY. Q4 FY25 witnessed a recovery in SSSG which stood at 2.1% for Q4 FY25. This performance is inline with our efforts on improving business efficiency and implementing strong cost control measures.

Over the years we have evolved from a leggings and churidar focused brand into a comprehensive bottom wear player. This transformation is reflected in the growth of our average selling price which stood at Rs. 769 mainly driven by a shift in our product mix. We have maintained a strong full-price sales of 95.4%, highlighting both the strength of our pricing strategy and the continued acceptance of our products in the market.

Our disciplined inventory management has resulted in a maintaining our inventory days at 102 days. We believe there is room to optimize this further by a few more days, which will contribute to a stronger balance sheet and support long-term, sustainable growth. We have successfully converted over 50% of EBITDA into operating cash flow. Looking ahead, we intend to sustain this as a core financial discipline, supported by robust inventory management.

In FY25, we added a net total of 62 new stores, bringing our total store count to 776. Some store openings originally scheduled for Q4 FY25 were delayed due to store readiness issues and have opened in Q1 FY26. During the last year, we were focused on rationalizing our store portfolio, and all our store closures have been completed. With these closures done, we aspire to do a net addition of ~120 stores annually.

Our ongoing investments in technology and product innovation continue to keep us ahead of industry trends. As the broader industry begins to recover, we are well-positioned to deliver stronger performance in the years to come.”



### About Go Fashion (India) Limited

Go Fashion (India) Limited is a women's bottom-wear brand in India, with a market share of approximately 8% in the branded women's bottom-wear market. We are engaged in the development, design, sourcing, marketing and retailing a range of women's bottom-wear products under the brand, 'Go Colors'. We were the first company to launch a brand exclusively dedicated to women's bottom-wear category and have leveraged this advantage to create a direct-to-consumer brand with a diversified and differentiated product portfolio of premium quality products at competitive prices.

We offer one of the widest portfolios of bottom-wear products among women's apparel retailers in India in terms of colours and styles. Our bottom-wear products, which include churidars, leggings, dhotis, harem pants, patiala, palazzos, culottes, pants, trousers and jeggings, are sold across multiple categories such as ethnic wear, western wear, fusion wear, athleisure, denims, plus sizes and girls wear making our portfolio 'universal' and for every occasion.

We endeavour to provide our customers with premium quality products, and at a price that caters across all income segments and price of our products ranges from Rs. 249 to Rs. 1,599.

### For more information, please contact

Company:  
**Go Fashion (India) Limited**



CIN: L17291TN2010PLC077303

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Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.