



May 25, 2026

To,

<b>BSE Limited</b> Department of Corporate Services, P. J. Towers, Dalal Street, Mumbai – 400 001.  <b>Scrip Code: 530079</b>	<b>National Stock Exchange of India Limited</b> Listing Compliance Department, Exchange Plaza, Plot No. C/ 1, G Block, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051.  <b>Symbol: FAZE3Q</b>
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Dear Sir/Ma'am,

**Sub: Submission of Investor Presentation of the Company on the Audited Financial Results (Standalone and Consolidated) of the Company for the Quarter and Financial Year ended March 31, 2026**

**Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Please find enclosed herewith the Company's presentation on the Audited Financial Results (Standalone and Consolidated) of the Company for the Quarter and Financial Year ended March 31, 2026.

You are requested to kindly take the same on record and bring it to the notice of your constituents.

Thanking you,

Yours Sincerely,  
For **Faze Three Limited**

**SANJAY ANAND**  
**Whole-time Director**  
**DIN: 01367853**



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# Investor Presentation

Financial Results — Quarter & Year Ended March 31, 2026

May 23, 2026

# Why Faze Three



## INR 933 Cr

FY26 Revenue

+33% YoY

## INR 1,650+ Cr

Installed Revenue Capacity (all units). Additional Capex planned in FY 27 to scale higher with new categories added given gestation period of 1-1.5 years ~55% avg utilisation

## INR 360+ Cr

Capex from Internal Accruals since FY20

Major capex concluding FY27

### Operating Leverage Ahead

55% average utilisation across INR 1,650+ Cr capacity. Revenue can nearly double without significant new capex. Major capex cycle concluding FY27.

### China+1 Structural Tailwind

CNYINR up 21% in 13 months. 10% tariff differential. Top retailers actively diversifying 15-20% out of China within 2-3 years. India is the primary beneficiary.

### Blue-Chip Customer Base

Walmart, Target, TJMax group, Action, Costco, Williams Sonoma, Pottery Barn, JYSK, Sainsbury's, etc. — Top 15 customers with 20+ year relationships. Built-in demand pipeline.

### Vertically Integrated Moat, Order backed manufacturing

Yarn to finished product capability across Cotton and MMF. 8 factory locations. Replacement cost INR 800+ Cr — significant barrier for new entrants. Company undertakes 100% Order backed manufacturing only

### Cash Flow Inflection

With capex concluding, 40-50% of CFO available for debt reduction, dividends or growth. Net Debt/EBIDTA at 2.59x, manageable with rising earnings.

### PLI & Trade Deal Catalysts

Applied for PLI for MMF, approval expected Q1/Q2 FY27. US-India, EU & UK trade deals in place. Tariff refunds to boost retail demand H2 CY27.

# Company at a Glance



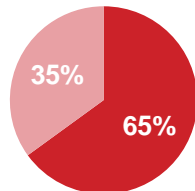
## Operations

- Engaged in manufacturing of Technical & Home Textiles products
- Direct exports to large retailers in USA, UK & EUR — over 90% export revenue
- 8 factory locations: Silvassa (2), Vapi (1), Panipat (4), Aurangabad (1)
- Office + Showroom in New York, USA (Faze3 USA LLC)
- Equal capabilities across Cotton & Polyester/MMF products
- Order-backed manufacturing only; ~85% FOB; turnaround 60-120 days
- Globally mandated infrastructure and operations standards

## Product Categories

- Floor coverings: Bathmats, Rugs — Rubber backed
- Performance & Outdoor Home Textiles (micro polyester, cushions)
- Top of Bed, Blankets, Curtains, Accessories
- Handloom: Accent Rugs, Throws, Power-loom rugs
- Vertically integrated: Yarn to Finished Product
- Inhouse Design, Development & Innovation capability

## Market & Customer Profile



■ USA ■ UK / EUR

- Strong 20+ year relationships with Top 15 customers
- Top 12 customers contribute ~80% of revenue
- No single customer exceeds 15% of revenue
- Most customers procure multiple products across factories
- Customer appetite at least 10x current volumes — huge unfulfilled demand

## Competitive Edge

- Multiple product lines (unique vs peers)
- China cost + tariff arbitrage neutralised
- Adequate room for all Indian peers
- Most peers in only 1 product category

# Our Valued Customers



Ruggable



POTTERY BARN



west elm

pottery barn kids



Garnet Hill



Dillard's  
The Style of Your Life.



PRIMARK



MIGROS

M&S

freedom



spirella



# Product Portfolio

[www.fazethree.com](http://www.fazethree.com)



# Market Opportunity



## China +1 Acceleration

CNY/INR moved from 11.65 to 14.10 (+21%) in 13 months — major cost advantage for India. Top retailers targeting 15-20% diversification from China within 2-3 years. 25%+ differential for EUR/GBP buyers. Combined with 10% tariff differential, this is the strongest tailwind in a decade.

## India preferred diversifier under China+1

Commitments from large retailers like Walmart to source \$ 30Bn by 2030. Most retailers prefer India as country diversification option versus China

World's largest democracy & politically stable large economy

Labour costs tailwind versus peers like China

## India's MMF Opportunity

India leads in cotton home textiles but MMF (Floor coverings, Rugs, Outdoor, Performance textiles, TOB, Curtains) is dominated by China. India's MMF exports potential is estimated at 20x current levels. PLI for MMF will build the optimum supply chain.

As India consumes more Oil over the years the RM availability for downstream industries will drive economy of scale and pricing parity with global markets

## Trade Deals in Place

US-India bilateral deal: tariffs at max 18%. Currently 10% post SC judgment. FTA with EU and UK are additional positives. Tariff refunds expected to boost retail demand H2 CY27 as retailers pass on savings. Full effect visible over 1-2 years.

## Supplier Landscape

Other supplier countries (Turkey, Egypt, Pakistan, Bangladesh) face structural challenges — currency instability, infrastructure gaps, quality issues — driving customer preference towards India. Brownfield expansion is the key to capturing demand.

## Supply chain opportunity

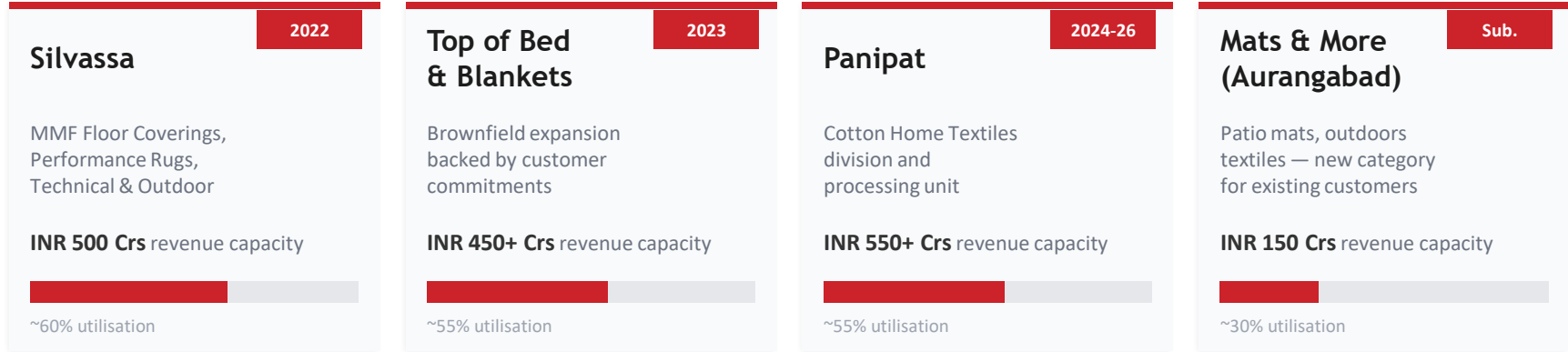
With significant scale of operations / business coming to Indian Companies, the Retailers would prefer to establish supply chain for moving larger value businesses across Textile Trade from hereon eg: Foxconn to India

Post energy crises caused by West Asia, Supply Chains will again reroute and tilt in favor of India given the stability and neutrality

# Capitalizing on the Global Opportunity



**INR 360+ Crs** invested from internal accruals since FY20



- INR 25+ Cr invested in Rooftop Solar 3.5 MW (captive), PNG clean energy for processing & Li-ion Electric MHE — ESG focus
- CARE credit rating reaffirmed A(Stable)/A1 (Sept 2025). Factory replacement value >INR 800 Crs — significant entry barrier
- Focus on reducing costs, being innovative and most competitive manufacturer while maintaining budgeted net profit margins
- Strong domestic supplier partnerships with upfront payment terms securing quality and timely supplies from best in business
- Company's current planned capex expected to conclude in FY27. At least 40-50% of CFO available for alternative uses ahead

# Management Outlook – FY27 & Beyond



**Q4FY26: Highest-ever quarterly Revenue (280 Cr) & EBIDTA (37 Cr)** • FY26 Revenue +33% YoY despite tariff disruption Apr '25 – Feb '26 and significant uncertainty

## Growth Trajectory

High volume growth momentum expected to continue in FY27/FY28 alongside inflation-related pricing growth (akin to FY22/23 cycle). Revenue growth expected higher than past CAGR trajectory. Strong long-term customer relationships and company's resilience/flexibility proved in yet another stress test.

## Margin Recovery

EBIDTA margin rebounded to 13.25% in Q4FY26 vs 9.15% in Q3FY26 — driven by operating leverage at higher revenue, unwinding of tariff impacts, better USDINR, and improving trade deal sentiment. Margins should continue improving as revenue scales.

## PLI & Capex

PLI application for MMF filed under amended scheme based on capex eligibility over last 4 years. Approval expected Q1/Q2 FY27. Planned annual capex ~INR 75 Crs in FY27 for additional new product capabilities by Q1FY28. Major capex cycle concluding FY27 — freeing 40-50% of CFO for alternative uses.

## Tariff Landscape

All US tariffs at 10% post SC judgment. S 301 may settle at max 18% (bilaterally agreed) — already absorbed. Tariffs on China at 20% (10% + 10% Fentanyl). Tariff refunds expected to boost demand in H2 CY27 as retailers pass savings to consumers.

***Input Cost Watch for H1FY27:** US-Iran war has pushed Cotton, Polyester, chemicals, fuel, packaging, and logistics costs 25-35% higher from pre-war levels, only partially offset by USDINR realization. Company actively requesting reprice/upcharges with customers. Business momentum largely unaffected; customer feedback remains positive.*

# P&L Summary – Quarterly

Consolidated • INR Crs



Particulars	Q4 FY26	Q3 FY26	Q4 FY25	YTD FY26	YTD FY25	FY26 vs FY25	Q4 vs Q4
<b>Total Income</b>	280.4	229.3	218.2	932.8	701.7	<b>33%</b>	<b>28%</b>
EBIDTA	37.16	20.99	32.23	92.24	92.22	0.02%	15%
EBIDTA margin %	13.25%	9.15%	14.77%	9.89%	13.14%		
Depreciation	7.96	7.90	6.86	30.7	25.0		
Finance Cost	6.06	4.65	4.08	19.5	14.5		
<b>PBT</b>	23.1	8.4	21.3	42.0	52.6	<b>-20%</b>	<b>9%</b>
<b>PAT</b>	19.6	6.4	17.4	33.6	40.7	<b>-17%</b>	<b>13%</b>
PAT margin %	7.0%	2.8%	8.0%	3.60%	5.79%		
Cash Profit	27.6	14.3	24.3	64.4	65.7	-2%	<b>14%</b>
Cash Profit margin %	9.8%	6.2%	11.1%	6.90%	9.36%		

## Q4FY26 Revenue & EBIDTA were the highest-ever quarterly figures for the company.

EBIDTA margin rebounded closer to normal expected levels owing to unwinding of tariff impacts (after mid-Feb 2026), USDINR rates, and EU/USA trade deals improving sentiment since Jan 2026.

Revenue YOY growth of 33% was aided by share of CIF compared to last year to the extent of 7-8%.

# P&L Summary – Annual

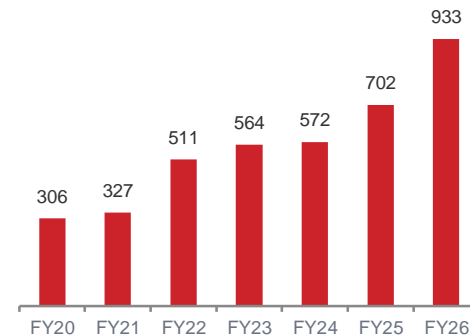
Consolidated • INR Crs



Particulars	FY26	FY25	FY24	FY23	FY22	FY21	FY20
<b>Total Income</b>	932.8	701.7	572.3	563.8	511.4	326.7	306.3
Growth %	32.9%	22.6%	11.9%	10.2%	56.5%	6.7%	13.3%
EBIDTA	92.27	92.23	94.27	99.93	86.6	47.9	37.8
EBIDTA margin %	9.89%	13.14%	16.47%	17.73%	16.93%	14.67%	12.32%
Depreciation	30.7	25.0	20.6	14.5	10.2	8.8	8.0
Finance Cost	19.5	14.6	11.3	7.8	5.0	3.8	8.6
<b>PBT</b>	42.1	52.7	62.4	77.6	71.4	35.3	21.2
<b>PAT</b>	33.6	40.7	46.6	58.3	51.1	25.0	18.1
PAT margin %	3.60%	5.79%	8.15%	10.34%	9.99%	7.7%	5.9%
Cash Profit	64.3	65.7	67.2	72.8	61.3	33.8	26.1
Cash Profit margin %	6.9%	9.4%	11.7%	12.9%	12.0%	10.4%	8.5%
EPS (INR)	13.8	16.7	19.2	24.0	21.0	10.3	7.5
EPS growth %	<b>-17.4%</b>	<b>-12.8%</b>	<b>-20.0%</b>	14.2%	104.2%	38.0%	20.5%
<b>Cash EPS</b>	<b>26.5</b>	<b>27.0</b>	<b>27.7</b>	<b>29.9</b>	<b>25.2</b>	<b>13.9</b>	<b>10.7</b>
Cash EPS growth %	-2.1%	-2.3%	-7.6%	18.8%	81.0%	29.7%	28.8%

## 6-Year CAGR

Revenue	<b>20%</b>
EBIDTA	<b>16%</b>
EPS	<b>11%</b>
Cash EPS	<b>16%</b>



The company expects Revenue CAGR to continue ahead. FY27/FY28 will see higher growth from volume + inflation impulse. EBIDTA margins should improve as operating leverage kicks in at higher revenue levels post resolution of West Asia crises (widely expected May/June 2026). FY26 EBIDTA was impacted owing to impact related to Trade tariffs from April 25 to Feb 26).

# Balance Sheet Summary – Annual

Consolidated • INR Crs



Particulars	Mar 31, 2026	Mar 31, 2025	Mar 31, 2024	Mar 31, 2023	Mar 31, 2022	Mar 31, 2021	Mar 31, 2020
<b>Networth<sup>^</sup></b>	452.3	420.0	380.6	334.6	278.3	226.1	201.5
Non-Current Liabilities	47.6	9.9	8.7	6.8	5.3	1.7	2.6
ST Borrowings (Net)*	175.3	160.7	74.0	44.3	77.1	48.9	37.2
Current liabilities	107.5	69.7	39.4	33.1	38.7	28.4	16.7
<b>Total Liabilities</b>	<b>782.7</b>	<b>660.3</b>	<b>502.6</b>	<b>418.8</b>	<b>399.3</b>	<b>305.1</b>	<b>258.0</b>
<b>Net Fixed Assets<sup>^</sup></b>	366.8	299.3	240.5	208.4	157.1	132.9	125.4
Non-Current Assets	48.5	24.5	18.4	9.3	15.6	7.4	12.4
Current Assets (Excl Cash)*	367.4	336.5	243.7	201.1	226.7	164.8	120.2
<b>Total Assets</b>	<b>782.7</b>	<b>660.3</b>	<b>502.6</b>	<b>418.8</b>	<b>399.3</b>	<b>305.1</b>	<b>258.0</b>
<b>Core Capital Employed<sup>#^</sup></b>	<b>623.6</b>	<b>538.9</b>	<b>407.2</b>	<b>329.3</b>	<b>304.3</b>	<b>221.7</b>	<b>186.0</b>
*Cash & Cash Eq / Liquid Invst	30.9	19.6	82.6	116.28	80.58	42.46	16.29

<sup>^</sup> includes INR 51.63 of Land Revaluation Reserve • <sup>#</sup> Core capital employed excludes revaluation of INR 51.63 and Current Liabilities • \*Excludes Cash and Cash Equivalents and unsecured payables financing included in current liabilities

# Key Ratios Summary

Consolidated



Return Ratios	FY26	FY25	FY24	FY23	FY22	FY21	FY20	FY19
ROE <sup>^</sup>	8%	11%	14%	21%	23%	15%	10%	13%
Core ROCE # <sup>^</sup>	11%	14%	20%	27%	29%	19%	13%	15%
Operating Ratios	FY26	FY25	FY24	FY23	FY22	FY21	FY20	FY19
Current Ratio	3.4	4.8	6.2	6.1	5.9	5.8	7.2	7.2
Fixed Asset Turnover	3.0	2.8	3.1	3.7	5.1	4.2	3.8	4.1
Total Asset Turnover	1.3	1.2	1.3	1.6	1.5	1.3	1.3	1.4
Inventory days	78	112	96	61	96	88	88	98
Debtor days	45	48	49	64	59	78	60	62
Payable days	24	23	15	12	18	17	10	13
Cash Conversion Cycle	99	137	130	113	137	149	138	147
Solvency Ratios	FY26	FY25	FY24	FY23	FY22	FY21	FY20	FY19
Outside Liab / Equity	0.71	0.55	0.30	0.23	0.42	0.34	0.27	0.34
Net Debt / Equity	0.48	0.38	0.19	0.13	0.28	0.22	0.18	0.25
Net Debt / EBIDTA	2.33	1.74	0.78	0.44	0.89	1.02	1.25	1.48
Interest Coverage	3.16	4.62	6.55	10.90	15.31	10.37	3.64	3.65

<sup>^</sup>INR 51.63 Crs Land Revaluation Reserve excluded for ROE & Core ROCE. Revenue, EBIDTA and PAT considered. #Average Core Capital Employed for Core ROCE. Interest coverage on gross finance cost.

# Cash Flow Summary

Consolidated • INR Crs



Particulars	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Cumul. 2020-26
PAT + Depn + non-cash adj	64.3	65.7	67.2	72.8	61.3	33.8	26.1	391.2
Working capital changes	6.9	-61.3	-34.5	21.6	-48.0	-34.0	0.8	-148.4
<b>CF from Operations</b>	<b>71.2</b>	<b>4.4</b>	<b>32.7</b>	<b>94.4</b>	<b>13.3</b>	<b>-0.1</b>	<b>27.0</b>	<b>282.0</b>
CF Investing & Fixed assets	-98.3	-83.8	-52.7	-65.9	-34.4	-16.3	-12.4	-363.7
CF Non-Current Assets	13.7	-6.1	-9.1	6.3	-8.2	5.0	-3.2	-1.6
CF Borrowings/financing	14.6	86.7	29.7	-32.8	28.2	11.7	-9.5	128.6
CF Dividend						-1.2	-1.5	-2.7
<b>CF change for year</b>	<b>1.3</b>	<b>1.3</b>	<b>0.6</b>	<b>2.0</b>	<b>-2.2</b>	<b>-1.2</b>	<b>1.9</b>	<b>3.6</b>

## Capital Allocation — Looking Ahead

INR 363.7 Cr of cumulative CFO invested in capex over 6 years — building INR 1,650+ Cr revenue capacity from INR 306 Cr base.

Major capex cycle expected to conclude in FY27. This would make at least 40-50% of CFO available for alternative uses — debt reduction, working capital optimisation, or shareholder returns.

ESG investments: INR 25+ Cr in Rooftop Solar 3.5 MW, PNG clean energy, Li-ion Electric MHE. Additional ESG capex committed in FY27.

Strong domestic supplier partnerships with upfront payment terms securing quality and timely supplies from best-in-class vendors.



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# Thank you

Faze Three Group

## **Awards & Recognition**

Winner of D&B "Business Enterprises of Tomorrow 2025" — Best Global Business (Mid-Corporate). CARE Rating reaffirmed A(Stable)/A1 (Sept 2025).

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**Akram Sati**

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# Disclaimer



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