

Ref-BCFRL/SE/2026-27/11

Date: May 26, 2026

To,

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|---|---|
| <b>Corporate Relationship Department,</b><br>BSE Limited<br>Phioze Jeejeebhoy Tower,<br>Dalal Street,<br>Mumbai – 400 001 | <b>Listing Department,</b><br>National Stock Exchange of India Limited<br>Exchange Plaza, Bandra Kurla Complex,<br>Bandra (East), Mumbai – 400 051. |
| <b>Scrip Code-539399</b>  | <b>Symbol-BELLACASA</b>   |

**Sub: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing an Investor Presentation on the Audited Financial Results and other highlights of the Company for the quarter and year ended March 31, 2026.

The same will also be available on the website of the Company at [www.bellacasa.in](http://www.bellacasa.in)

You are requested to kindly take the same on record and acknowledge.

Thanking you.

For **Bella Casa Fashion & Retail Limited**

**Sonika Gupta**  
**Company Secretary & Compliance Officer**  
**Membership Number- A38676**



# BELLA CASA FASHION & RETAIL LTD.

*Proxy to Branded Indian Fashion Retail Industry*

**Investor Presentation**



# ABOUT OUR COMPANY



## Apparel ODM

Preferred choice for  
India's leading  
fashion brands



## Capacity

2 Crs. pcs per  
annum



## Human Capital

~3,500+  
skilled workforce



## 10 Year CAGR

**Sales:** 17%  
**PAT:** 35%



## Infrastructure

6 operational  
manufacturing plants  
situated in Jaipur



## Leadership Team

Focused and young  
promoters led by  
seasoned board members



## Our Vision

To be the most technologically  
advanced and automated  
apparel manufacturer in India.



## Our Mission

To leverage cutting-edge technology and  
deliver delightful designs, superior quality,  
and unmatched procurement experiences  
across fashion categories to business partner.

# DELIVERING THE FUTURE OF FASHION MANUFACTURING

## Leading the way in Apparel ODM

- Offering end-to-end manufacturing services to 50+ domestic brands & retailers
- Products: Western Wear and Ethnic Wear for women, men & kids (Tops, Jeans, Shirts, Kurtis, Dresses, Pants)
- An original design manufacturer (ODM), our solutions led model distinguishes us from plain vanilla contract apparel manufacturers
- Proxy play to Indian branded fashion retail industry, underpinned by robust execution capabilities and a proven track record of timely order fulfillment
- Strong pedigree with the country's leading retail brands



### ODM Leadership

End-to-end design, development, and manufacturing capabilities under one roof



### Retail Focus

Strategic alignment with top national brands, enabling collaborative growth



### Technology Led Operations

Embracing Industry 4.0 principles, enhance productivity and transparency



### Sustainable Practices

Committed to compliant labor practices, environmental responsibility, and circular thinking

# PREFERRED PARTNER FOR INDIA'S LEADING BRANDS



YEARS OF TRUST &  
RELIABILITY

## OUR CUSTOMERS



# MANUFACTURING PROWESS

## ENGINEERED FOR SCALE, DRIVEN BY EFFICIENCY



### CAPACITY BUILDUP

Capacity of 2 crs. pcs per annum with headroom for further increment at nominal capex



### INFRASTRUCTURE ENHANCEMENT

Currently operating 6 plants, additionally land available for adding two new units



### FACILITY UPGRADES

Unit 4 & 6 undergoing modernization and upgrades, capacity to expand by ~15%



### UTILIZATION EFFICIENCY

Higher productivity per square foot leading to Industry leading asset turns.



### BROADENING PRODUCT LINES

Serving 40% of a fashion store requirements, with capabilities to scale to 70% + through category expansion



### IN HOUSE DESIGN STUDIO

Studio with NIFT-trained designers using CAD/CAM software for Gen-Z fashion

## INTERNAL ACCRUALS FUELING GROWTH



### SUSTAINABLE EXPANSION

Growth Initiatives funded through internal accruals, ensuring financial strength and stability



### MINIMAL LEVERAGE, MAXIMUM AGILITY

Zero LT debt & minimal WC borrowing enables to pursue growth opportunities



### REINVESTING FOR THE FUTURE

Consistent reinvestment into infrastructure, technology and capacity building ahead of demand



### COMPOUNDING VALUE

Disciplined capital allocation and strong cash flow generation driving value creation for stakeholders



# POSITIONED TO CAPITALIZE ON A RAPIDLY EVOLVING INDUSTRY LANDSCAPE

## FAST EVOLVING INDUSTRY LANDSCAPE

Tailwinds paving way for multiple growth opportunities



### RISING PER CAPITA SPENDING

Increasing per capita income leading to increase in discretionary spends towards fashion



### RETAIL CAPITAL INFUX

Upsurge of affordable brands with investments from India's top business conglomerates



### RISE OF FAST FASHION

Fast fashion driven by dynamic, young consumers demanding quick market response



### SHIFT TOWARDS ORGANIZED

Increasing TAM driven by domestic consumption & migration to organized retail



### INDIA'S GLOBAL PROMINENCE

India's strategic role as a global textile leader, powered by initiatives like "Make in India"



### SUSTAINABILITY FOCUS

Increasing demand for Eco-friendly and ethical apparel solutions

## BELLA CASA'S RIGHT TO WIN

Core competencies that gives us an edge



### TECH DRIVEN OPERATIONS

Digital workflows, automation in manufacturing, real time tracking



### RESOURCE EFFICIENCY

Best in Class man-machine ratio, smart space utilization and limited wastage



### PROVEN EXECUTION EDGE

Longstanding Track Record of Timely & Compliant Order Execution



### AGILITY IN FAST FASHION

Trend-forward design and 30-45-day concept-to-shelf manufacturing cycles



### STRONG CUSTOMER BASE

Collaboration with leading retail brands built on trust & reliability

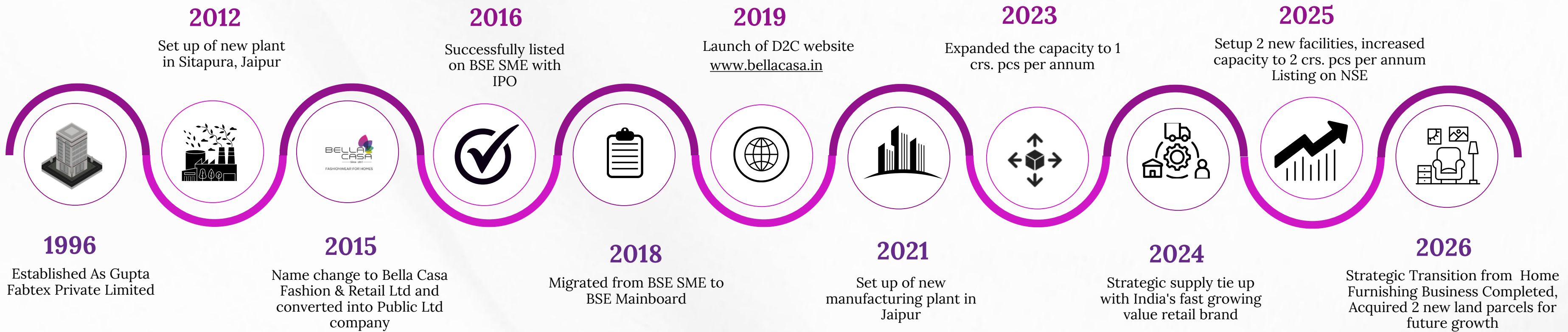


### FINANCIAL DISCIPLINE

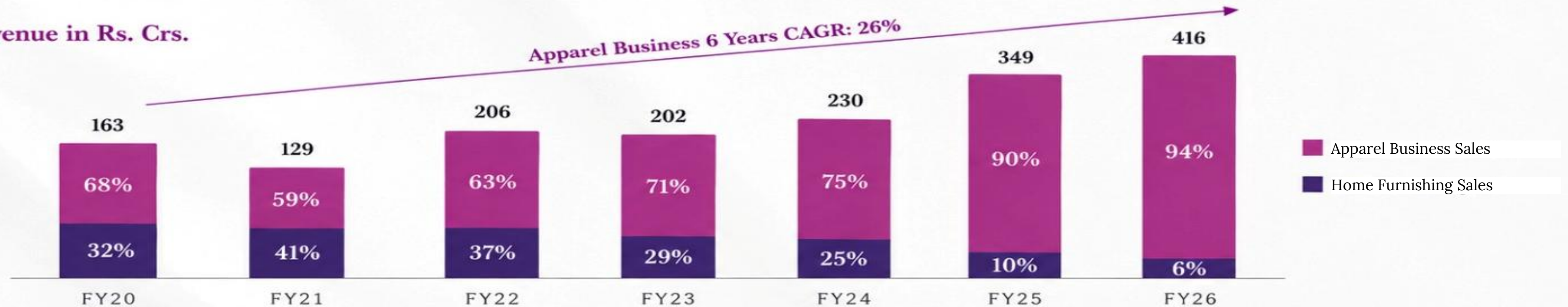
Healthy Balance Sheet and focused capital allocation optimizing returns



# OUR JOURNEY



Revenue in Rs. Crs.

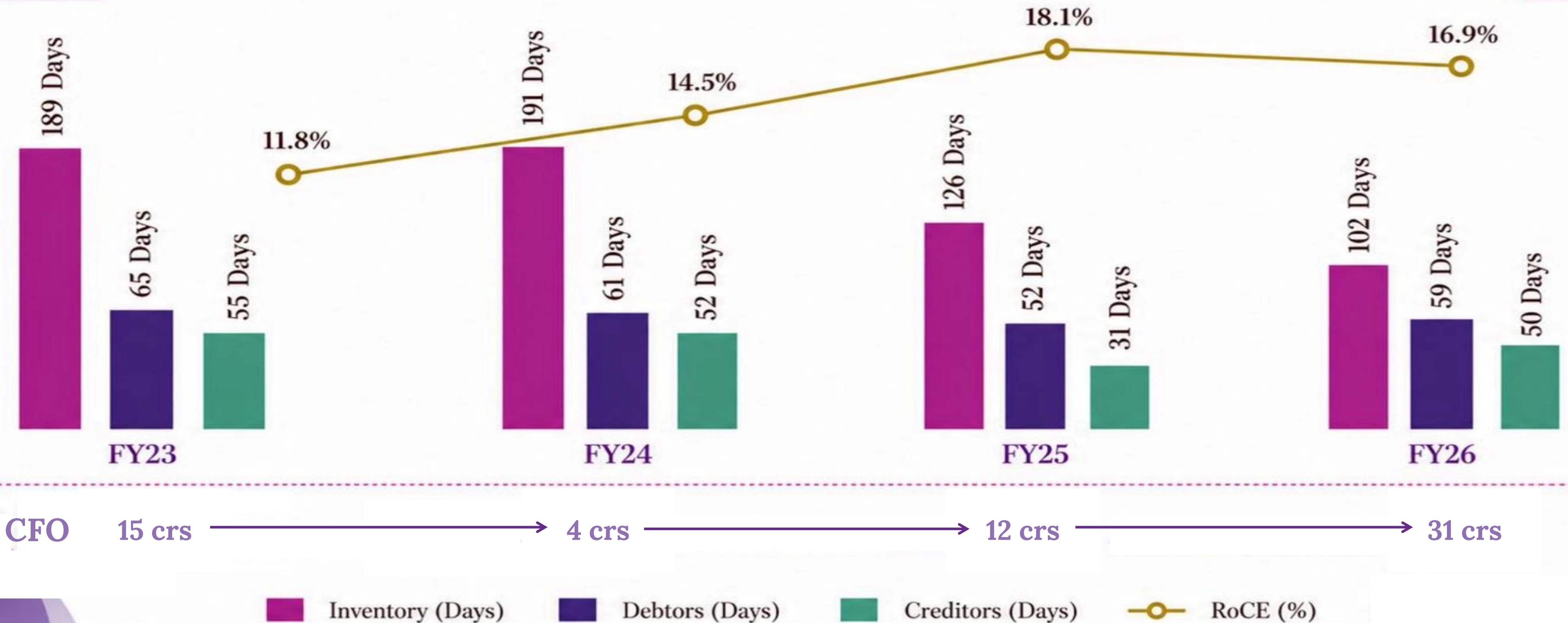


# WORKING CAPITAL OPTIMIZATION LEADING TO HIGHER RETURN ON CAPITAL

Inventory days reduced from 190+ in FY23 to 102 in FY26 following exit from the home furnishing business

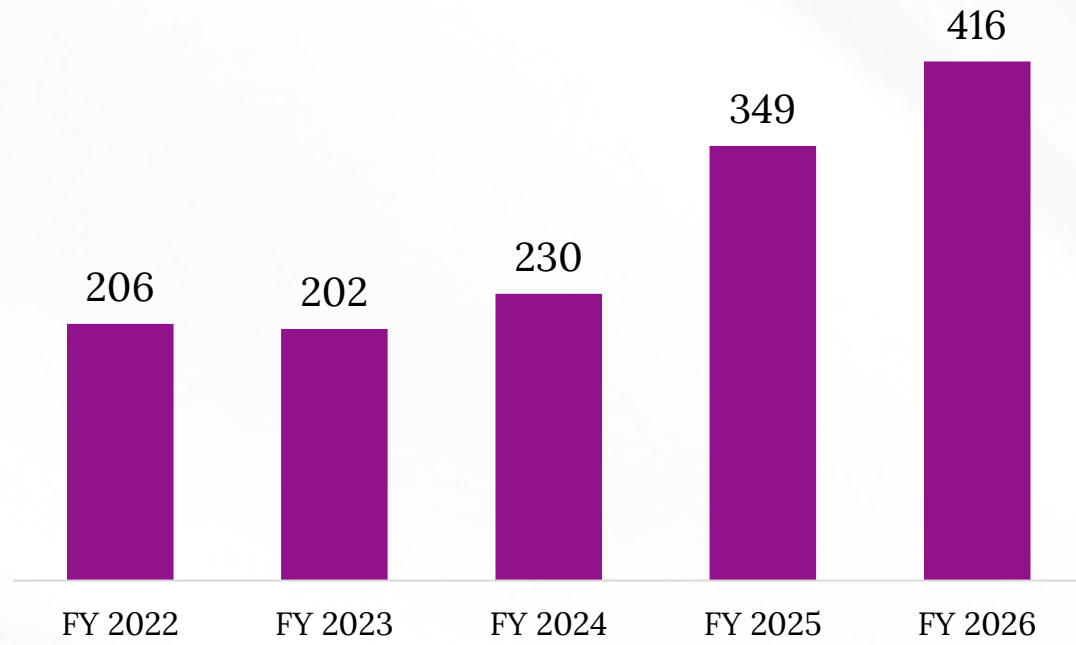
Debtor cycle improved significantly from 120 days to 50 days over the last five years, enabling faster realizations

Improved WC efficiency accelerated cash conversion, FY26 CFO exceeds cumulative operating cash flow of last 3 yrs

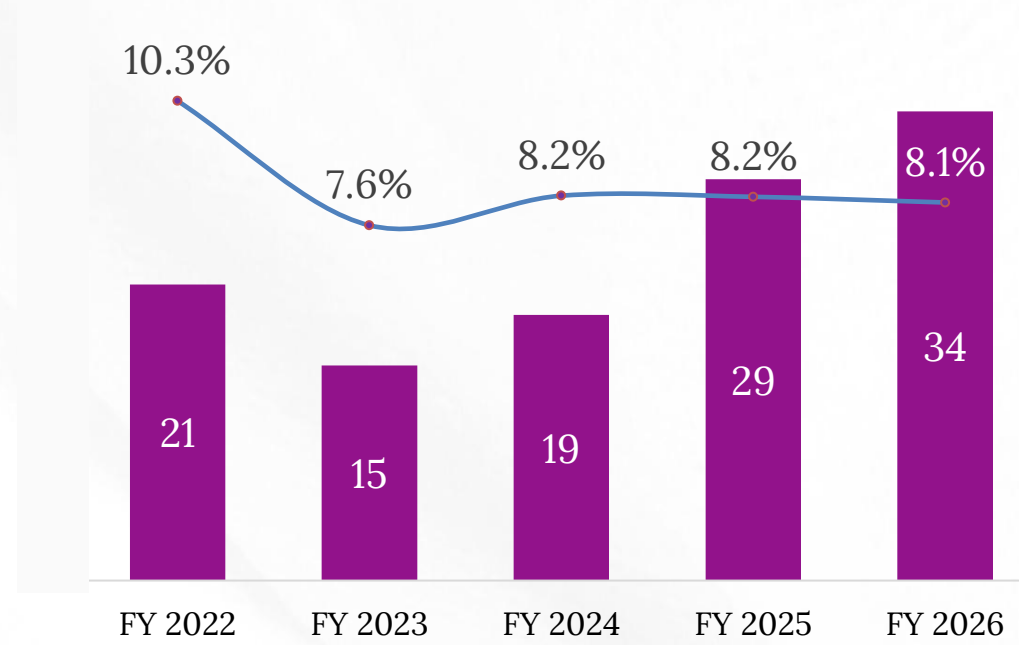


# Key Financial Highlights (In Rs. Crs.)

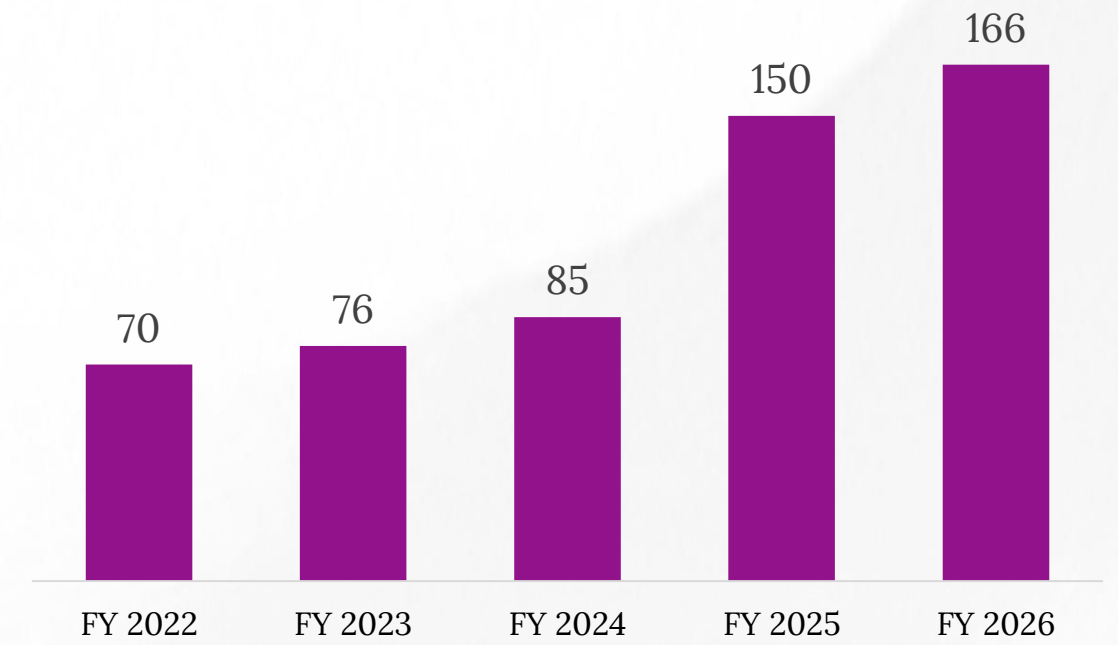
## Sales



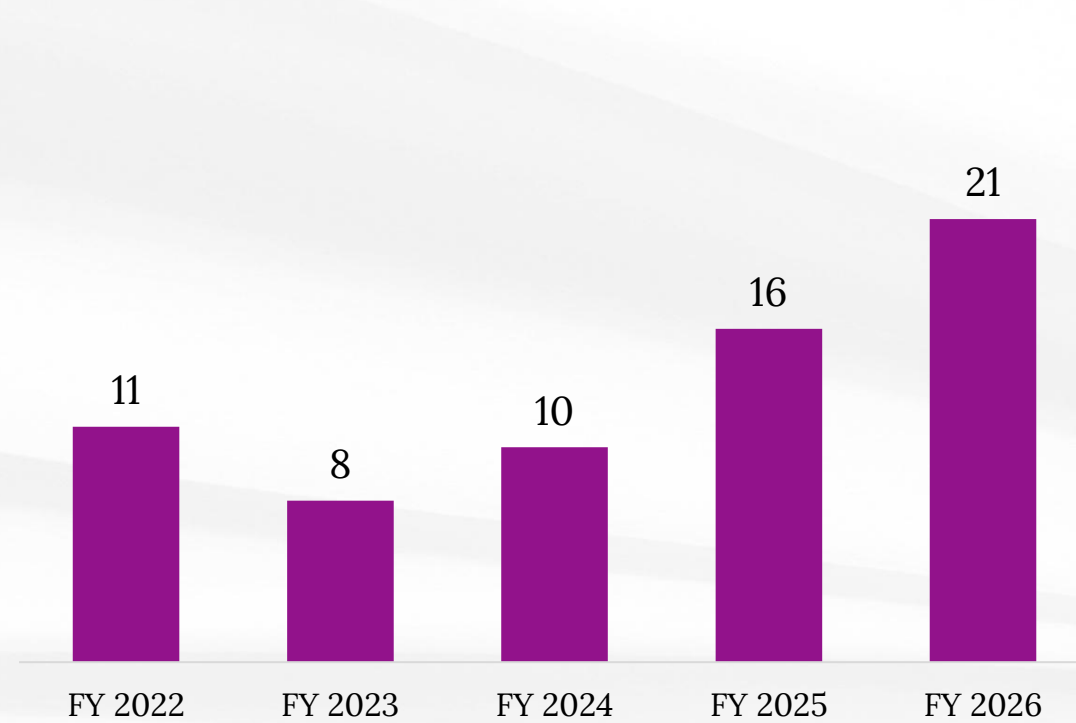
## Operating Profit & Margin%



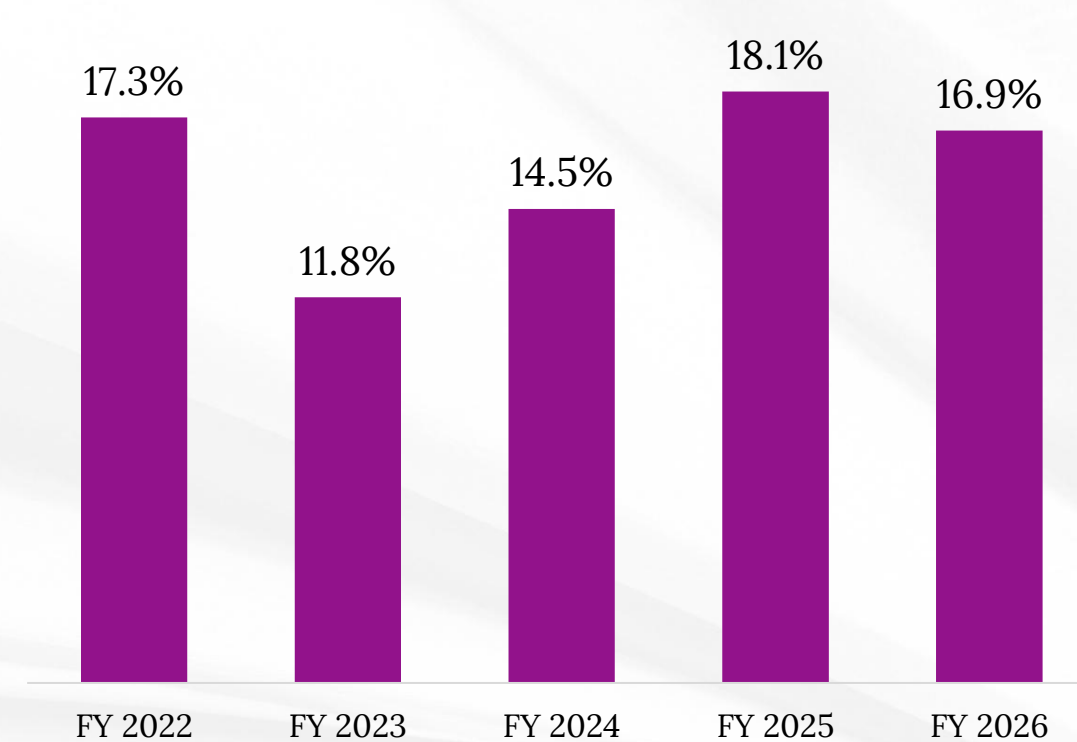
## Net Worth



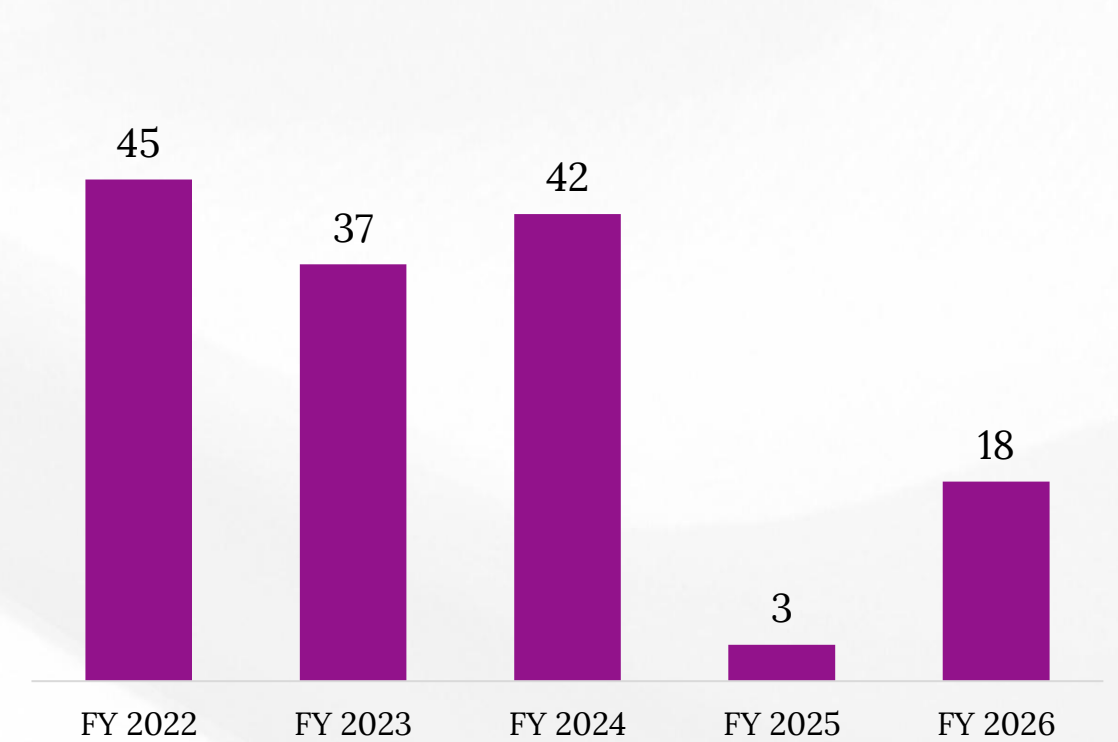
## Profit After Tax



## ROCE



## Net Debt



# OUR PROMOTER DIRECTORS



**MR. HARISH KUMAR GUPTA**  
**(Chairman & Whole-Time Director)**

Mr. Gupta has developed extensive expertise in manufacturing apparel and home furnishings. As the founder and promoter of the Company, he has been instrumental in its growth and development from the beginning. With over 50 years of experience in the textile industry, Mr. Gupta plays a crucial role in shaping Company policies and developmental activities.



**MR. SAURAV GUPTA**  
**(Whole-Time Director)**

Saurav Gupta, Gold Medalist from NIFT New Delhi and IIM Ahmedabad alumnus with a Master's in Management Studies, drives the company's day-to-day management while leading its strategy, growth, and profitability



**MR. PAWAN KUMAR GUPTA**  
**(Managing Director)**

As the founder and promoter, he brings over 32 years of experience in textile trading and 25 years in textile manufacturing. His dynamic leadership and extensive experience have been instrumental in delivering consistent value to our projects and expansion strategy.



**MR. GAURAV GUPTA**  
**(Whole-Time Director)**

For the past 24 years, Mr. Gupta has been overseeing all production-related functions of the Company. His expertise has significantly contributed to the Company's expansion into home furnishings and exports

# OUR INDEPENDENT DIRECTORS



## MR. SURENDRA SINGH BHANDARI

Non-Executive Independent Director  
He is CA (merit holder, 1970), Founder Partner of Rajasthan's leading CA firm S. Bhandari & Co. LLP; ex-Independent Director with major banks & companies; ex-RBI nominee; former ICAI Central Council Member with vast experience in audits, M&As, and restructuring.



## MRS. BHARTI RASTOGI

Non-Executive Independent Director  
She is dynamic professional with a decade of experience in global IT consulting. Specializes in blending technical engineering expertise with sales to drive growth. As Creative & Sales Head at Rastogi Steel Furniture, she led the company's digital transformation, managing sales, branding and growth.



## MR. GOVIND SABOO

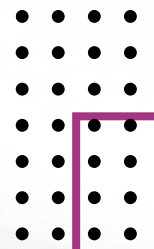
Non-Executive Independent Director  
A Chartered Accountancy rank holder with over 22+ yrs of experience in corporate finance, capital markets, compliance, and taxation. He is the Founding Partner of Srujan Alpha Capital Advisors LLP, a SEBI-registered Category-I Merchant Banker.



## MR. NITIN MATHUR

Non-Executive Independent Director  
His Banking & Finance professional with 24+ years' expertise in fraud risk management, credit, and lending; DGM-II & Zonal Head (North), Sammaan Capital Ltd; ex-ICICI, HDFC, Kotak; led major risk transformations, preventing frauds worth ₹1100+ Cr.

# THANK YOU



## Office Address:

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## Website

[www.bellacasa.in](http://www.bellacasa.in)



## Contact Us

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## Email Address

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