

GAME CHANGERS TEXTFAB LIMITED

Reg. Office: 3656-P, No-21, Hathi Khanna, Bahadurgarh Road,
Delhi-110006, India

Sales Office: 135 Udyog Vihar Phase-1 Gurugram- 122016,
Haryana, India

CIN L14101DL2015PLC278723



Date: May 21, 2026

To,
The Secretary, Listing Department
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400 001
Maharashtra

Scrip Code: 544594
Scrip Symbol: TRADEUNO

Sub: Investor Presentation

We are enclosing a copy of Investor Presentation on the Audited Financial Results of the Company for the Half year and Financial Year ended March 31, 2026.

We request you to take the above information on records.

Yours faithfully,
For GAME CHANGERS TEXTFAB LIMITED

SANJEEV
EV
GOEL

Digitally signed
by SANJEEV
GOEL
Date: 2026.05.21
15:30:48 +05'30'

SANJEEV GOEL
Managing Director
DIN: 02000105

Encl.: As above



GAME CHANGERS TEXFAB LIMITED

INVESTOR PRESENTATION

Building a Stronger Fabric Ecosystem.
Delivering Sustainable Value.



STRONG GROWTH
Consistent Performance



PREMIUM QUALITY
Wide Range of Fabrics



TRUSTED PARTNER
Long-term Relationships



EXPANDING REACH
Domestic & Global Presence



THINK FABRIC.
THINK **TRADEUNO.**



Empowering Fashion.
Enriching Lives.

Safe Harbour Policy

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Game Changers Textfab Limited: Redefining Fabric Solutions for B2B & Retail



Think Fabric. Think TradeUNO



Game Changers Textfab Limited, the company behind **TradeUNO**, is redefining India's retail fashion landscape with a tech-enabled, customer-first approach.



Founded by **Mr. Sanjeev Goel** and **Mr. Ankur Aggarwal**, the company evolved from yarn and fabric trading into a full-fledged fabric solutions provider.



Through **TradeUNO**, it offers a curated range of premium and everyday fabrics to retail and B2B clients via an omni-channel model—spanning experience centers and **TradeUNO.com**—serving designers, boutiques, buying houses and export houses. Its apparel brand **Fall In Love** adds ready-made, made-to-measure, and in-store customization for a personalized touch.



Strategic global tie-ups with leading partners:



securing exclusive distribution rights for technical and PVC-coated fabrics in India.



Operates **two experience centers** ranging from **4,000 to 10,000 sq. ft.**, offering a seamless blend of retail, customization, and operational support under one roof.

OUR ACHIEVEMENTS



Highest Ever Sales

IN FY26 ACHIEVED

Strong growth driven by retail expansion, product diversification & customer trust



Highest Ever PAT

IN FY26 ACHIEVED

Operational efficiency, strategic sourcing & cost optimization delivering results



Experience Centre



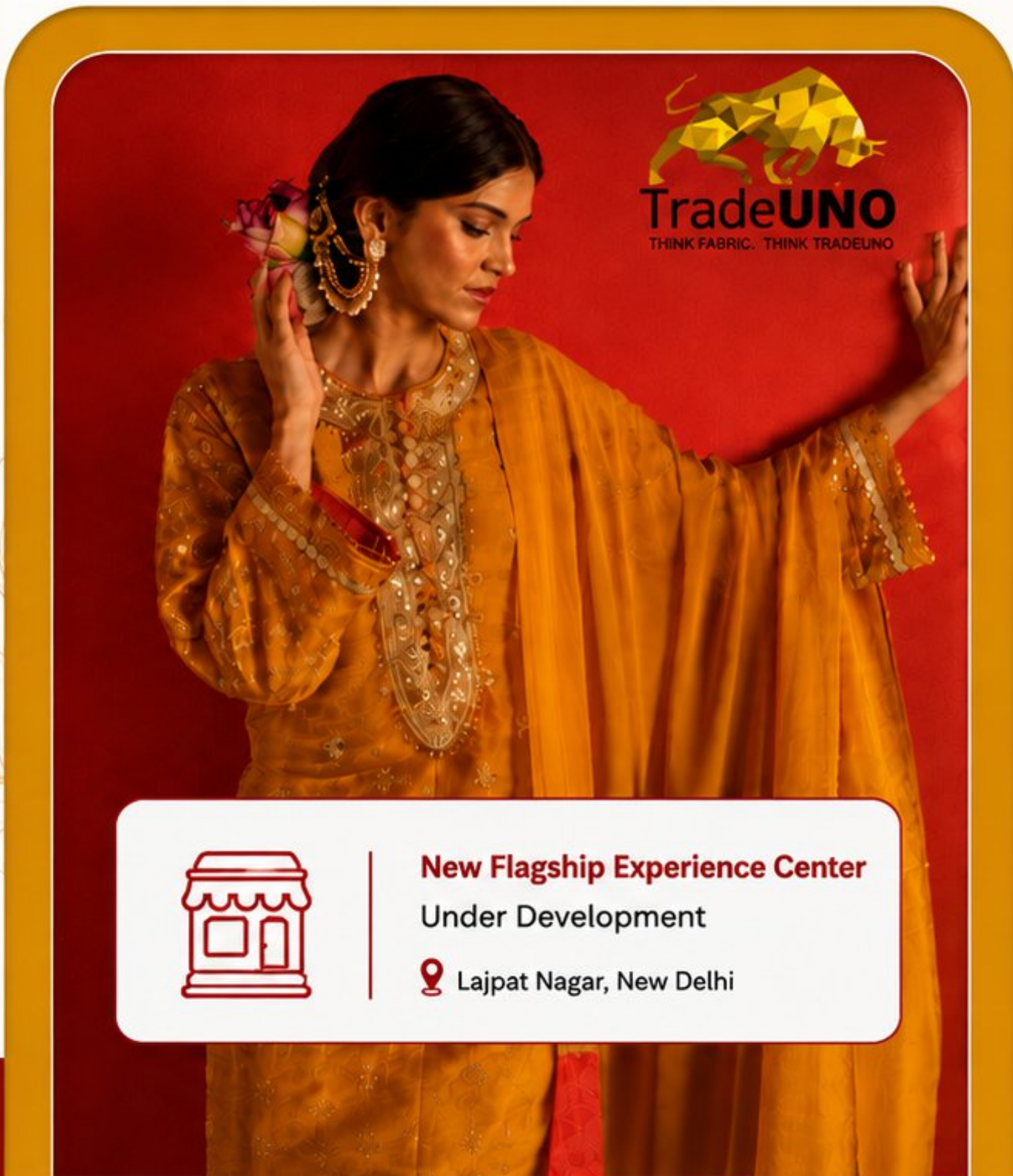
Sampling Office



Made to Measure Service



Procurement Center



New Flagship Experience Center
Under Development

Lajpat Nagar, New Delhi

Facilities & Retail Presence: Driving B2B & Retail Reach



Modern Retail Experience Center

Curated fabric collections for every style and need



Customer-Centric Experience Center

Personalized service with a premium in-store feel



Strong Brand Presence

Trusted name in fabrics, recognized across markets



State-of-the-Art Infrastructure

Advanced facilities to support scale and efficiency



2 Fabric Experience Centers

4,000 to 10,000 sq. ft.



Omni-Channel Approach

Serving retail & B2B clients



Premium Fabric Range

For every style & application



End-to-End Solutions

From design to delivery

Building India's Most Trusted Fabric Ecosystem

From sourcing to storefronts—empowering fashion businesses with quality, variety and reliability.



11+

Years of Experience



10+

Sourcing Offices



15,000+

Online SKUs



535+

Active Suppliers



06

Deemed Manufacturing Units



1,312+

Active B2B Buyers



02

Operational Brands



60,000+

Active B2C Customers



04

Global Partnerships



2,000+

Boutiques Served



Quality You Can Trust

Curated fabrics with consistent quality



Customer-First Approach

Built on relationships, driven by trust



Scalable & Future-Ready

Expanding reach, deepening impact





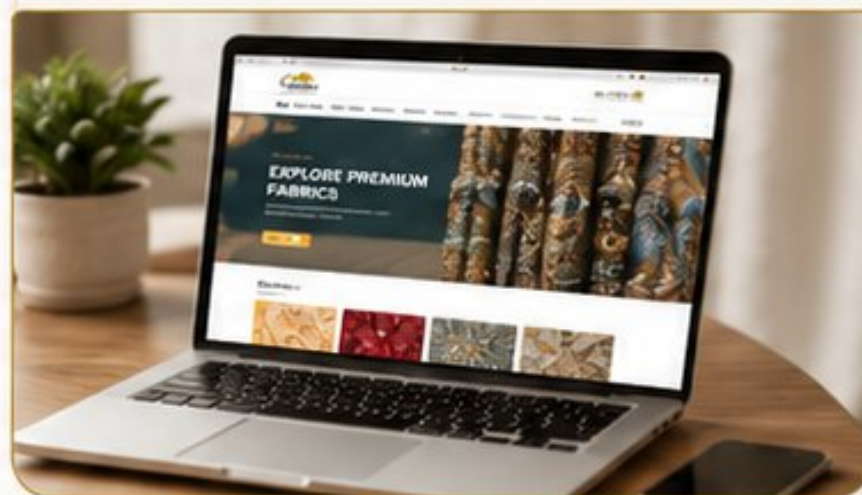
B2B Segment

- Caters to garment manufacturers, brands & exporters
- Consolidates fabric orders to meet MOQ efficiently
- 10 sourcing offices across 22 textile zones pan India
- Offers 300+ fabric categories
- Operates through own brand & white labeling
- Exclusive tie-ups for outdoor/PVC-coated fabrics



B2C & Online Sales

- Offers curated fabrics under TradeUNO
- Focus on trend-aligned & custom-fit fabrics
- Retail stores for designers, tailors, and end users
- E-commerce via tradeuno.com for B2B & B2C
- Brands: TradeUNO (fabrics) & Fall in Love (apparel)



Technical Textiles

- One of the fastest growing textile segment
- Transitioned from high volume low margin products to high margin products
- Exclusive tie-ups with Suzhou Pinzheng & Haining Hongliang
- Focus on Outdoor Fabrics, and PVC fabrics.



Made to Measure ('Fall in Love' Brand)

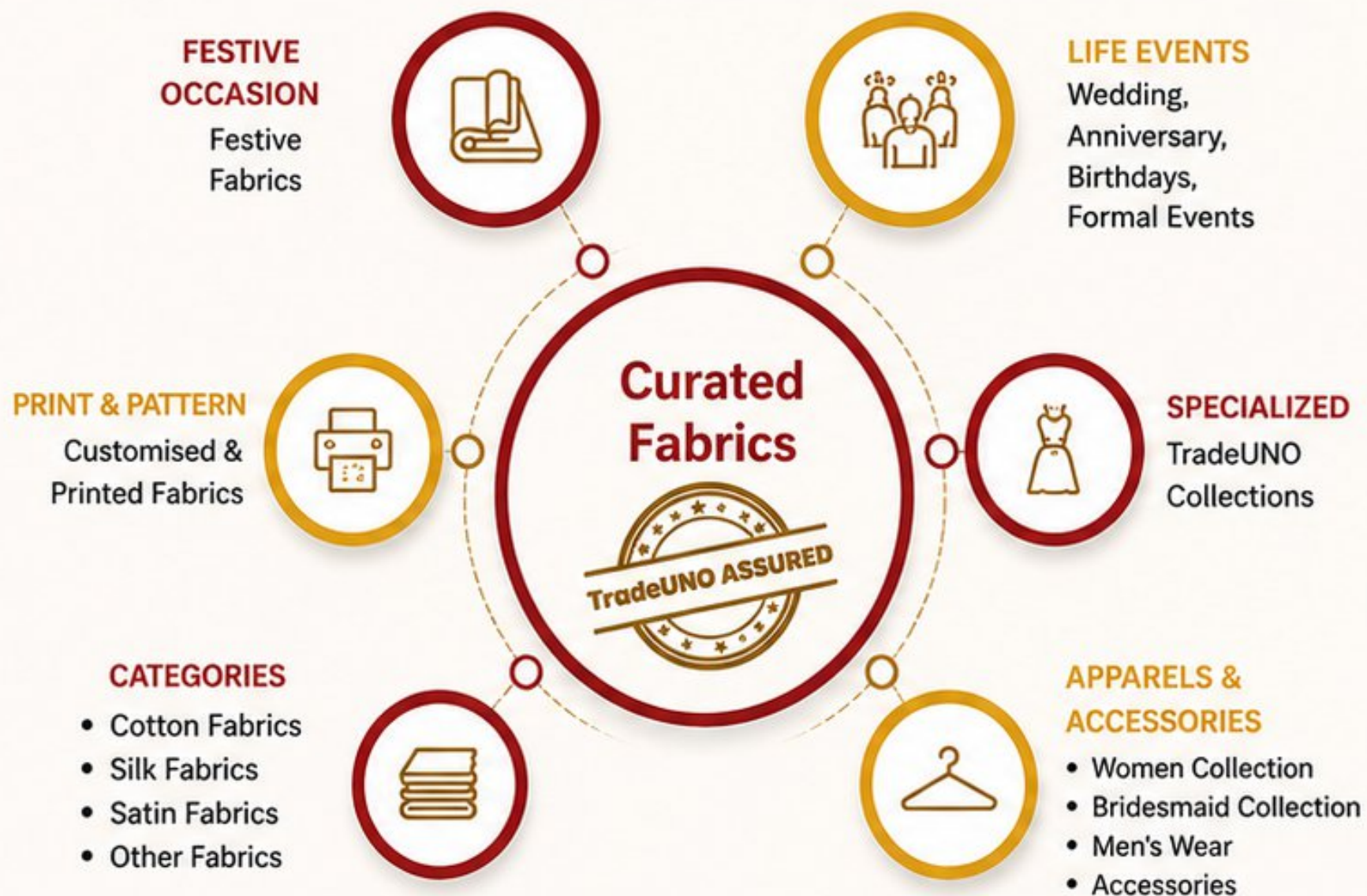
- Offers semi-stitched garments with customization
- Includes embroidery, handwork & embellishments
- In-house designers ensure quality finishes
- Select ready-to-wear options available



End-to-End Excellence: Our Diverse Fabric & Apparel Portfolio



OUR FABRIC PORTFOLIO



OUR PRODUCT PORTFOLIO

FABRICS INSPIRATIONS



APPAREL COLLECTION



Offers

300+

Fabric Categories



Features

15,000+

Fabric Designs



Offers Ready-made, Semi-stitched, and made-to-measure garments with customization and value-added services



Wide Range of Fabrics & Apparel



Trend-Driven Collections



Customization & Quality Assured



Designed for Every Occasion & Need

Core Fabrics: Signature Product Range



Cotton Fabrics



Silk Fabrics



Imported Fabrics



Technical Textiles:
Outdoor Fabrics



Technical Textiles:
PVC Fabrics



Other Fabrics



Print & Pattern



Satin Fabrics



Occasion Fabric



Specialized Collection (Self-branded)



Fabric Divided By Colour

Experienced Leadership: Visionaries Driving Success



Mr. Sanjeev Goel
Managing Director

35+ Years of Experience

Accomplished entrepreneur and technology leader with 35+ years of experience across IT, retail, and business transformation. An **M.Tech.** graduate from **IIT Delhi**, Mr. Sanjeev Goel has led large-scale digital and operational initiatives across global organizations including Aditya Birla Group (Joint President), Novelis (VP – IT Strategic Initiatives), and Hindalco Industries (CIO). Under his leadership, **TradeUNO** has evolved into a technology-enabled fabric solutions platform focused on operational excellence, customer-centric innovation, and scalable growth.

-  Directed IT/Business Operations across 12 countries with budgets exceeding US\$100 million
-  Built a strong network of 5,000+ buyers and 500+ sellers across 39 cities
-  Recipient of the CIO Asia Award and Chairman's Exceptional Contributor Award
-  Completed Global Leadership Program at Duke University and Financial Management Program at Wharton School
-  Driving TradeUNO's transformation through technology, retail innovation, and strategic partnerships.



Mr. Ankur Aggarwal
Executive Director & CFO

20+ Years of Experience

A textile industry veteran and **co-founder** with expertise in fabric manufacturing, export, and B2B marketplace operations. He played a key role in building **TradeUNO as India's first curated B2B textile marketplace**, leveraging a decade of finance and marketing experience.

-  Scaled operations from startup to market leader within eleven years
-  Built strategic partnerships across yarn, fabrics, apparel, and home textiles
-  Developed a ready collection of over 4,000+ designs serving boutiques & export houses
-  BBA in Textile Technology from Samira, MBA (Marketing)

Experienced Leadership: Visionaries Driving Success



A seasoned leadership team with deep industry expertise, strong governance focus, and a proven track record of value creation.



Mr. Swapnil Dighe

Non-Executive
Independent Director

37+ Years of Experience

Seasoned technology leader with over 37 years of experience in IT, SaaS, and digital transformation. He has led large-scale technology programs and global teams to drive innovation and business excellence across industries.



Heads Project Management Office for Teradata (US) in Asia region.

- ✓ Heads Project Management Office for Teradata (US) in Asia region
- ✓ Former leadership roles at Deloitte, Oracle, and TCS
- ✓ Expertise in IT, SaaS, and digital transformation



Ms. Pratiksha Singh

Non-Executive
Independent Director

5+ Years of Experience

Commerce Graduate and an Associate Member of the ICSI with extensive experience in Corporate Laws, Regulatory Compliances, Governance Advisory, and Financial & Taxation matters.



Company Secretary by profession.

- ✓ Expertise in corporate law, compliance, and governance
- ✓ Skilled in secretarial audits, regulatory compliance, and board advisory
- ✓ Strong advocate of good governance, risk management, and stakeholder value creation



Mr. Ved Parkash Goel

Non-Executive
Independent Director

32+ Years of Experience

Accomplished professional with over 32 years of experience in materials management, sales, and business development in the textiles industry. His deep industry knowledge and strategic approach drive sustainable growth and strong market positioning.



Experienced professional in materials management, sales, and business development in textiles.

- ✓ Held leadership roles at Vardhman Group, DCM Textiles, and Indo Rama Synthetics
- ✓ Skilled in strategic planning, team leadership, and business growth



Ms. Rashmi Goel

Non-Executive
Women Director

36+ Years of Experience

Entrepreneur with over 36 years of experience in the textile and fabric industry. She has extensive expertise in sourcing, supply chain management, and building strong client relationships.



Seasoned entrepreneur in textile and fabric trading.

- ✓ Proprietor of Capitol Enterprises, managing end-to-end operations from sourcing to sales
- ✓ Expertise in textile sourcing, supply chain management, and client relations

Strong Middle Management: Driving Execution Excellence & Scalable Growth



A seasoned team across operations, sourcing, branding, design, procurement, and sales enabling TradeUNO's next phase of growth.

1



Ms. Ankita Aggarwal
Head – Operations & Retail Excellence

15+ Years of Experience

- Leads end-to-end operations for TradeUNO's fabric and apparel retail ecosystem
- Instrumental in establishing operational framework for flagship experience centers
- Expertise in inventory optimization, CRM, procurement, and retail execution
- Drives customer experience initiatives and operational scalability across centers
- Strong leadership in team management and vendor coordination

2



Mr. Sunil Mishra
Head – Procurement & Supply Chain

24+ Years of Experience

- Veteran sourcing and procurement professional with deep textile industry expertise
- Extensive experience across weaving, yarns, fabrics, dyeing, accessories, and production planning
- Former GM Purchase & PPP Coordinator at Indigo Crafts Pvt. Ltd.
- Strong capabilities in vendor management, costing, negotiation, and factory setup
- Played leadership roles across home furnishing exports and manufacturing operations

3



Mr. Sumit Manchanda
Creative Director & Design Consultant

20+ Years of Experience

- Visionary designer with expertise in textile innovation, wearable art, and premium fashion aesthetics
- Graduated from Pearl Academy & NIFT (1999) with over two decades of industry experience
- Known for blending heritage craftsmanship with modern digital printing techniques
- Strong expertise in couture design, textile development, and premium fashion collections
- Creates distinctive fashion expressions combining creativity with technical excellence
- Passionate about transforming fabrics into stories celebrating individuality and elegance

4



Mr. Siddharth
Sales Head – B2B & Retail Expansion

21+ Years of Experience

- Leads sales strategy across B2B, boutique, and retail channels
- Strong expertise in customer relationship management and institutional sales
- Drives boutique onboarding, buyer acquisition, and market expansion initiatives
- Experienced in textile merchandising, channel development, and revenue growth
- Bachelor of Information System (BIS)
- Focused on strengthening TradeUNO's pan-India distribution and retail network

5



Mr. Kapil Goyal
Head – Marketing & Digital Growth

10+ Years of Experience

- Dynamic D2C and growth marketing professional focused on scalable brand building
- Led offline marketing initiatives for Zepto's Delhi NCR launch campaigns
- Experience in customer acquisition, digital presence, and hyperlocal marketing
- Entrepreneurial background with hands-on startup operations expertise
- Strong understanding of AI automation, customer-centric systems, and modern retail growth



OPERATIONS



PROCUREMENT



DESIGN



SALES



BRANDING



Key Differentiators: Partnership, Flexibility & Pricing



9 core strengths that enable us to deliver unmatched value across the textile value chain



Picks & Shovels Approach

- 1 Partnership Ecosystem**
Ability to partner and provide Vibrant **Eco-system** to leverage skills & capabilities of partners
- 2 Access to the Right Talent**
Strong network of Designers, Manufacturers, Dyers, Printers, Stitchers and Other Value-Added job work specialists
- 3 One Stop Solution**
End-to-end solution provider across design, development, sourcing, sampling & bulk production



Coopetiting vs Competing
with partners



Inventory Intelligence and Versatility

- 4 Unmatched Fabric Inventory**
Majority of the Inventory is kept at fabric stage giving an unmatched flexibility to repurpose
- 5 Multi-Channel Versatility**
Flexibility to repurpose inventory across B2B, B2C & B2B2C channels
- 6 Agility in Bulk & Sampling**
Efficient handling of sampling as well as bulk orders with speed and accuracy



Reducing high discounting at
end-of-season sales In Retail,
Bulk & Sampling



Right Sizing → Right Pricing

- 7 Right Material Sourcing**
Ability to right-source materials as per Specifications, Price Need, End-use, Supplier Capacity Utilization
- 8 Deep Costing Understanding**
Deep understanding of costing (RM/ labour/ electricity/ logistics/ overheads/ margin) & Benchmark Pricing across 22 textile clusters pan India
- 9 Better Pricing Outcomes**
Ability to deliver better Pricing for both Buyer/Seller with transparency and value balance



Ability to deliver better Pricing
for both Buyer/Seller



Core Capabilities : **Sourcing, Fashion & Retail**

Key Differentiators: Innovation, Trends & Ecosystem



Continuously innovating to stay ahead of trends and deliver future-ready solutions for our partners and customers.



Predictive Trend Capability

- Through Collaboration with Exporters & Designers, company has developed a capability to anticipate Trends (Colors, Fabrics, Designs) 2–3 months in advance for domestic market



Improves Designing/Sourcing capabilities for domestic market.



Product Innovation & Democratization of Fashion

- Focus on Continuous Innovation in Fabrics, Designs And Materials – offering Unlimited Choices Across All Price Points, Sizes, Color Preferences & Age Groups from luxury to daily wear. the designer teams adds 300+ new designs every month out of 6000+ designs from pan India Textile Clusters



Curated Choices for All



Asset Light & Ecosystem Driven

- Ability to stay Asset Light leveraging powerful Ecosystem through Deemed Manufacturing Partners, Sourcing Offices & Strategic Global Partnerships across China and Singapore.
- Certified for selling Sustainable Fabrics, aligned with change in Global Trends Going Forward.



Future ready and protected from Tech Obsolescence and Minimize Supply Chain risks for Partners



Core Capabilities : Sourcing, Fashion & Retail

Key Differentiators: Evergreen Demand, Hybrid Reach & Fast Turnaround



A future-ready operating model that ensures sustainability, wider reach and superior turnaround



Evergreen Inventory model

- Inventory can be repurposed across sectors for different End-uses viz Apparel, Home Textiles, Packaging, Hospitality, Education, Hospital, Defense , Baggage



Ensuring evergreen demand and wider monetization potential and lesser risk of dead inventory



Wholesale + Retail Synergy

- The Hybrid Model allows Customers to benefit from both Cost Efficiency and latest Trends directly sourced across Indian textile clusters



Latest designs and style at best prices. Also, same inventory gets leveraged for both channels bringing efficiency



Improving Speed of Business

- Deep understanding of Customer requirement and Supplier capability results in reduction in Sourcing Turnaround Time for both Customers & Suppliers leveraging Ecosystem



Improving speed of business thereby delivering better Profitability for all



Core Capabilities : Sourcing, Fashion & Retail

Smart Fabric To Fashion Tools: From Search To Virtual Try-On



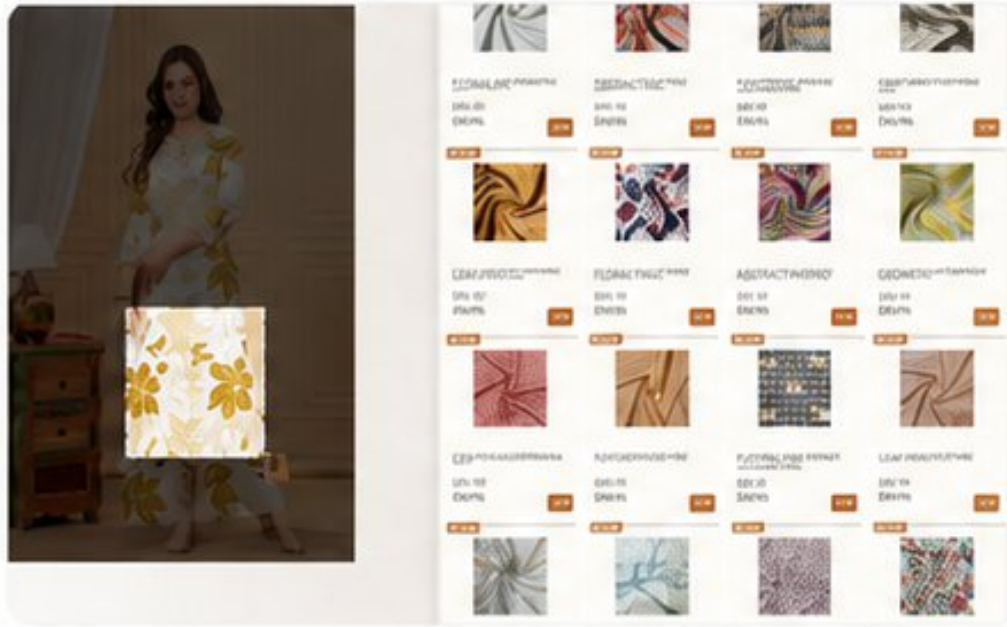
AI Based Fabric Visualization Improving Speed of Business



01



Image Based Fabric Search



Search for exact or similar looking fabrics using images

02



Flat Image To Draped Garment

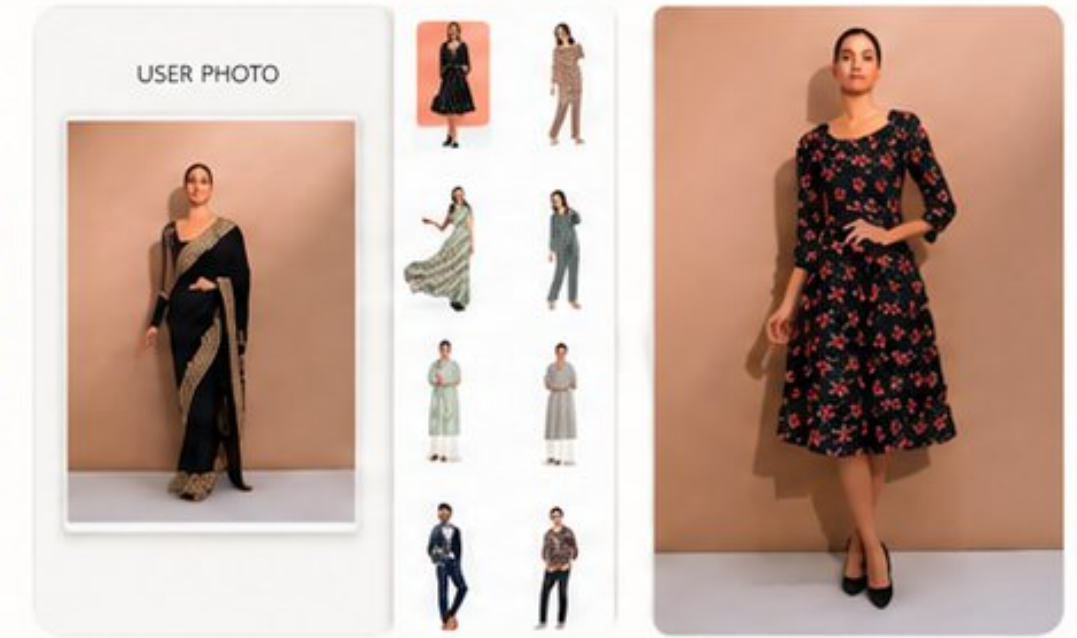


Visualize flat fabric images on a variety of draped garments

03



Garment Virtual Try On



Users can virtually try on any garment style with just one photo



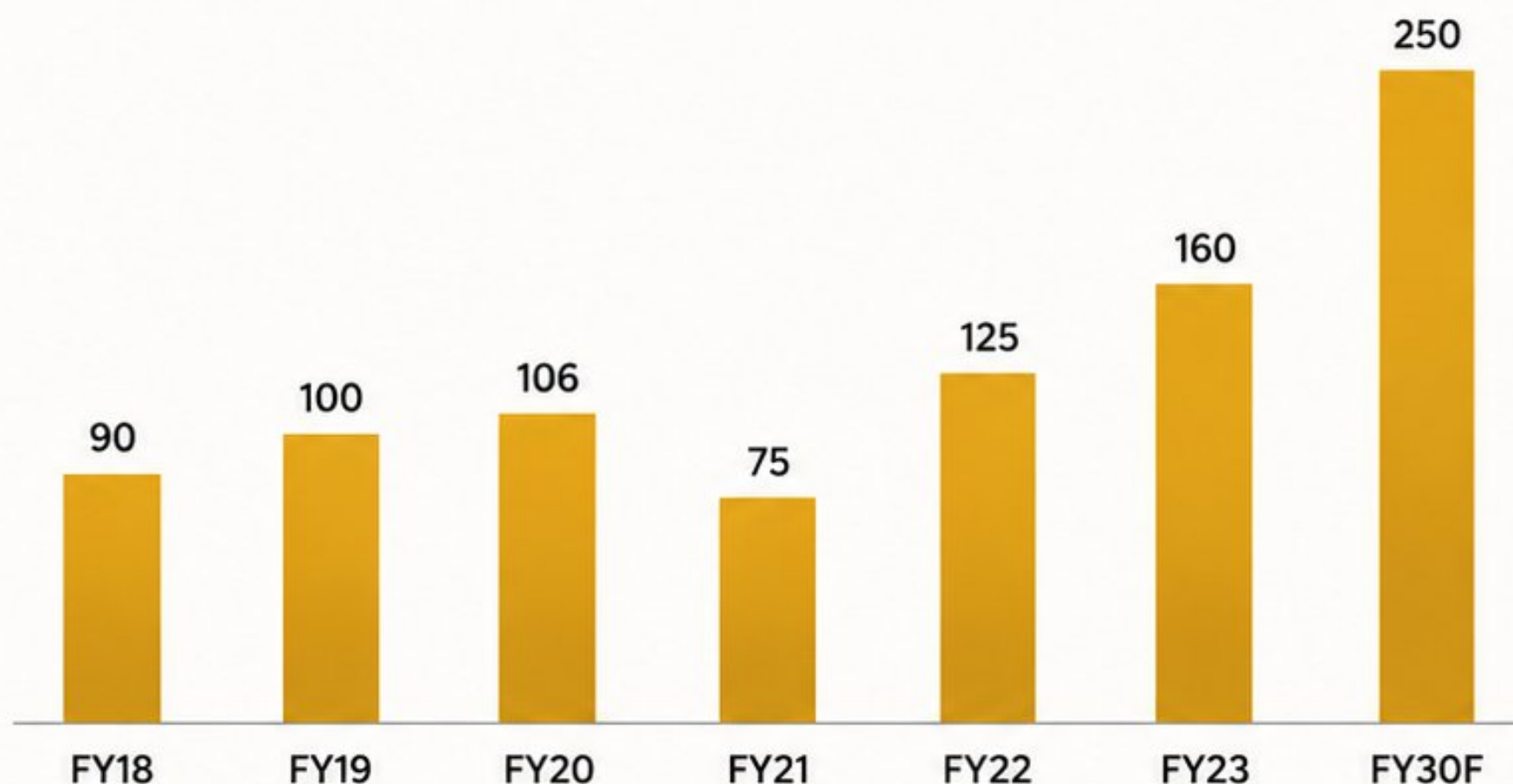
AI-powered tools that drive accuracy, speed and better decision making for our partners and customers.

Indian Textile Industry Size & Outlook



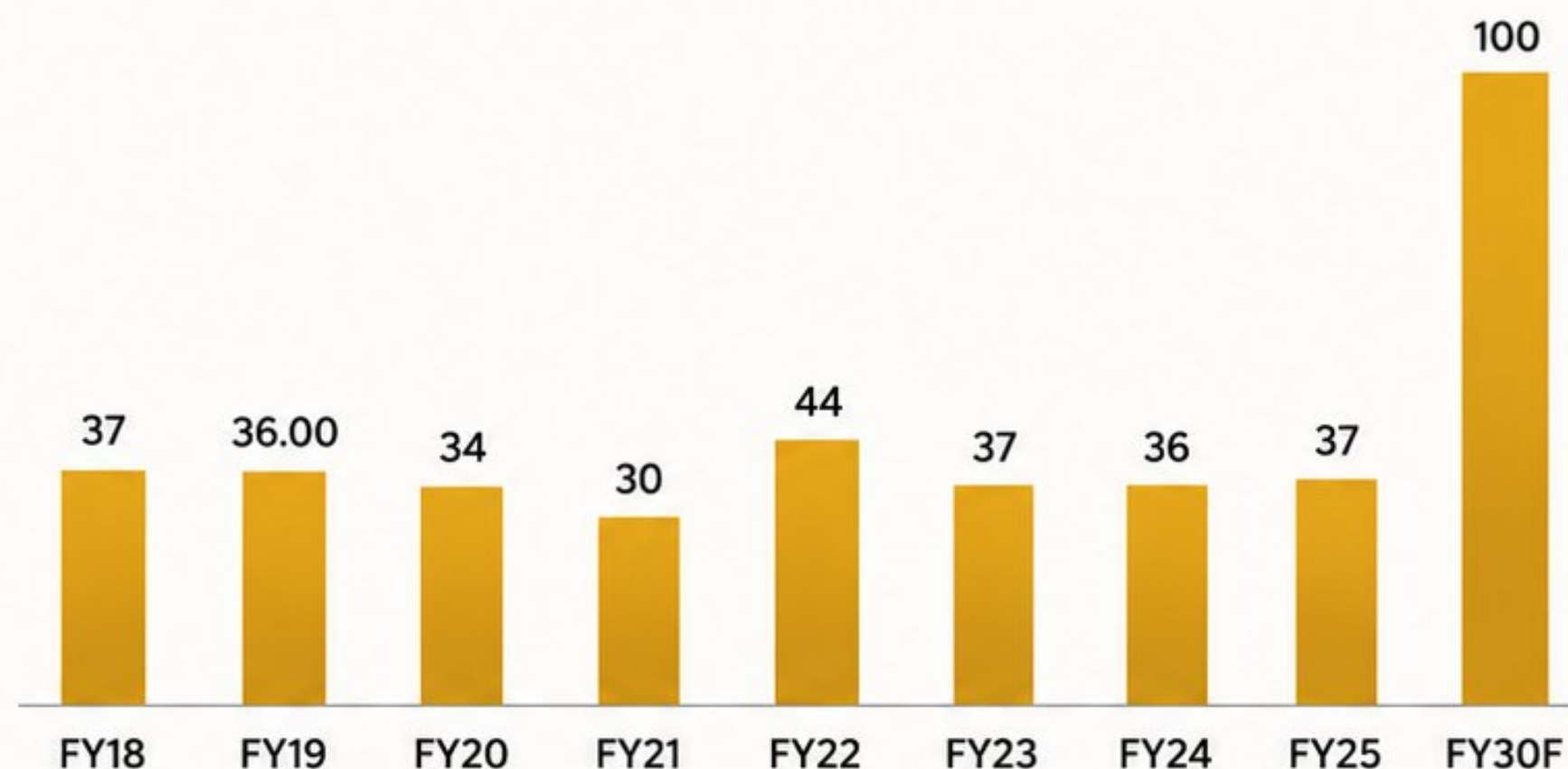
Domestic Textile & Apparel Industry in India

(In US\$ Billion)



Textile & Apparels Exports From India

(In US\$ Billion)



Market Size Growth :

\$ 200 Billion to **\$ 350 Billion USD** by 2030
(CAGR : 10%)



Opportunity to Power Growth within
a growing **\$ 200 Billion USD** Sector

Source: Ministry of Textiles, Make in India, Technopak, Annual Report on Indian textile and Apparel industry – Wazir Advisors

SCHEME / POLICY	FOCUS AREA
MITRA Parks	7 Mega Integrated Textile Region and Apparel Parks
TUFS	Technology upgrade subsidy
SITP	Infrastructure development via textile parks
NTTM	Technical textile R&D and production
Samarth	Skilling & job creation
PLI (Proposed Expansion)	Encouragement for MMF & technical textile production
BIS Standardization	377 standards for tech textiles
HSN Code Rationalization	207 existing + 31 new HSNs for tech textile clarity
Increased Customs Duty	Boosting Make-in-India (501 items up to 20%)
Khadi Promotion	MoUs, fashion shows, CoEs, and export push

KEY GROWTH DRIVERS

- Uniform 5% slab** replaces multiple rates and removes classification ambiguity.
- Lowers consumer prices**, raising affordability & retail demand.
- Cuts admin burden** – simpler invoicing/pricing across spinning → fabric → garments.
- Shifts demand to organized players** as consumers prefer GST-invoiced purchases (warranty/returns).

- Rising Income:** India's per capita income expected to grow from US\$ 2,450 to US\$ 4,000 by 2030, boosting apparel and lifestyle consumption.
- Technical Textiles Boom:** Healthcare, infrastructure, agriculture, and mobility driving demand for functional fabrics.
- Digital & Sustainable Shift:** Eco-friendly fabrics, solar-powered plants, and textile waste recycling gaining traction.
- Retail Expansion:** Tier 2/3 city push by major brands (e.g., Reliance, Trent, Vmart, Aditya Birla Retails and Fashion).

MAJOR FTAs / CEPAs SIGNED OR CONCLUDED IN THE LAST ONE YEAR (ROUGHLY SINCE MAY 2025)

AGREEMENT	COUNTRY / BLOC	STATUS	DATE
United Kingdom – India–UK CETA	UK	Signed	July 2025
Oman – India–Oman CEPA	Oman	Signed	December 2025
European Union – India–EU FTA	EU	Concluded / Announced	January 2026
New Zealand – India–New Zealand FTA	New Zealand	Signed	April 2026

OTHER KEY DEVELOPMENTS IN THE SAME PERIOD

- India and United States agreed on a framework for an interim trade agreement in **February 2026**.

Negotiations started or advanced with:

Israel

Gulf Cooperation Council

Canada

Maldives

Eurasian Economic Union

★ KEY HIGHLIGHTS

- India–UK agreement is one of India's biggest bilateral trade deals post-Brexit.
- India–EU FTA has been called the "mother of all deals" as it potentially covers over 90% of goods traded between India and Europe.
- India–New Zealand FTA offers near duty-free access on most goods and includes mobility/visa benefits.
- India–Oman CEPA is strategically important for Gulf trade and logistics connectivity.

EARLIER FTAs / CEPAs SIGNED BY INDIA

European Free Trade Association TEPA (March 2024; effective Oct 2025)

United Arab Emirates CEPA

Australia ECTA

Mauritius CECPA

Indian Technical Textile Industry: High Growth Opportunity



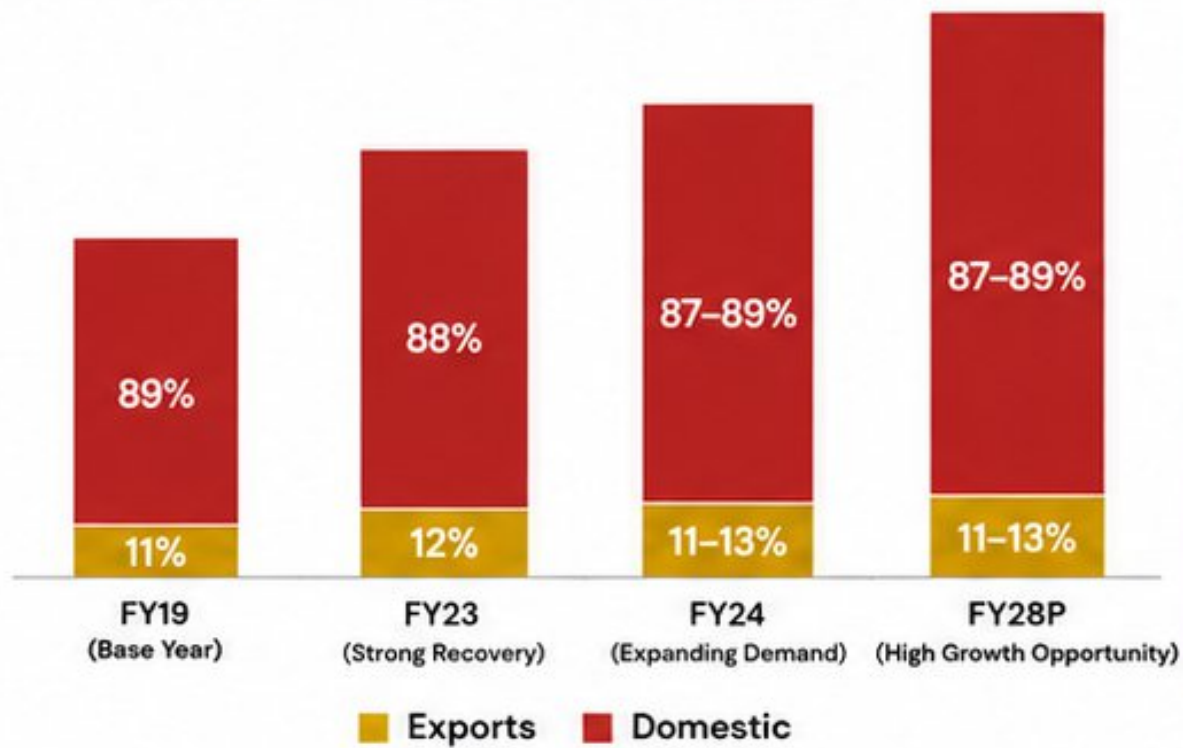
Driven by infrastructure, healthcare, mobility, packaging, sustainability, and industrial applications.



Indian Technical Textile Market Positioned for Structural Growth

Market Size Growth (In %)

Expected CAGR: 11 – 12.5% (FY24 – FY28P)



Government Push Through NTTM & PLI

Policy support driving capacity, innovation and competitiveness.



Rising Adoption Across Industries

Diverse applications driving consistent and resilient demand.



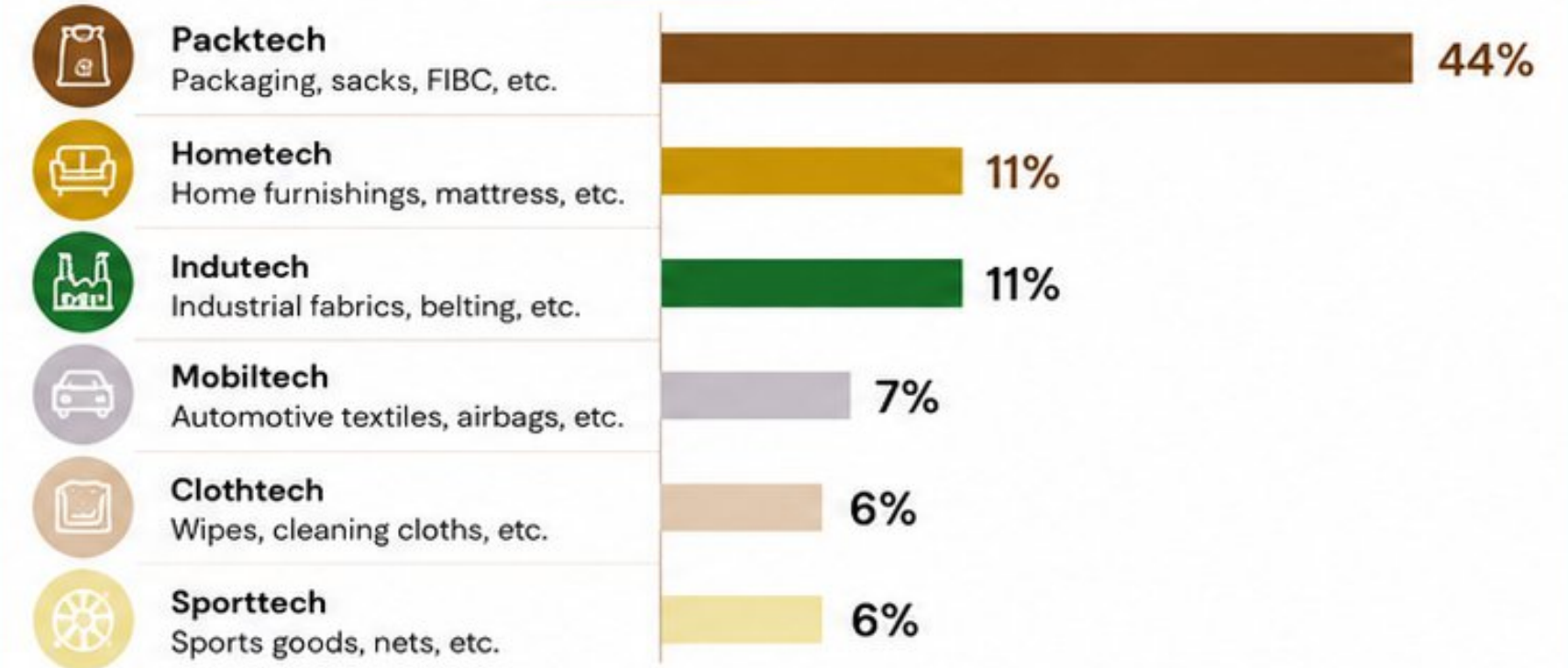
Export Potential & Import Substitution

Strong global demand for high-performance and sustainable solutions.



Diversified Demand Across Multiple Technical Textile Segments

Share of 12 segments in total technical textile industry, FY24E (In %)



Emerging Segments – 15% Combined



Technical textiles expected to become one of the fastest growing segments within India's textile ecosystem.



WHY THIS MATTERS FOR TRADEUNO



Expanding opportunity in PVC-coated and specialized fabrics



Rising institutional and industrial demand



Strong sourcing ecosystem enables scalable entry into technical textiles



Government incentives improving long-term sector economics



Higher margin potential versus conventional textile categories

Source: National Technical Textile Mission (NTTM), CRISIL MI&A, Industry Reports

Financial Snapshot

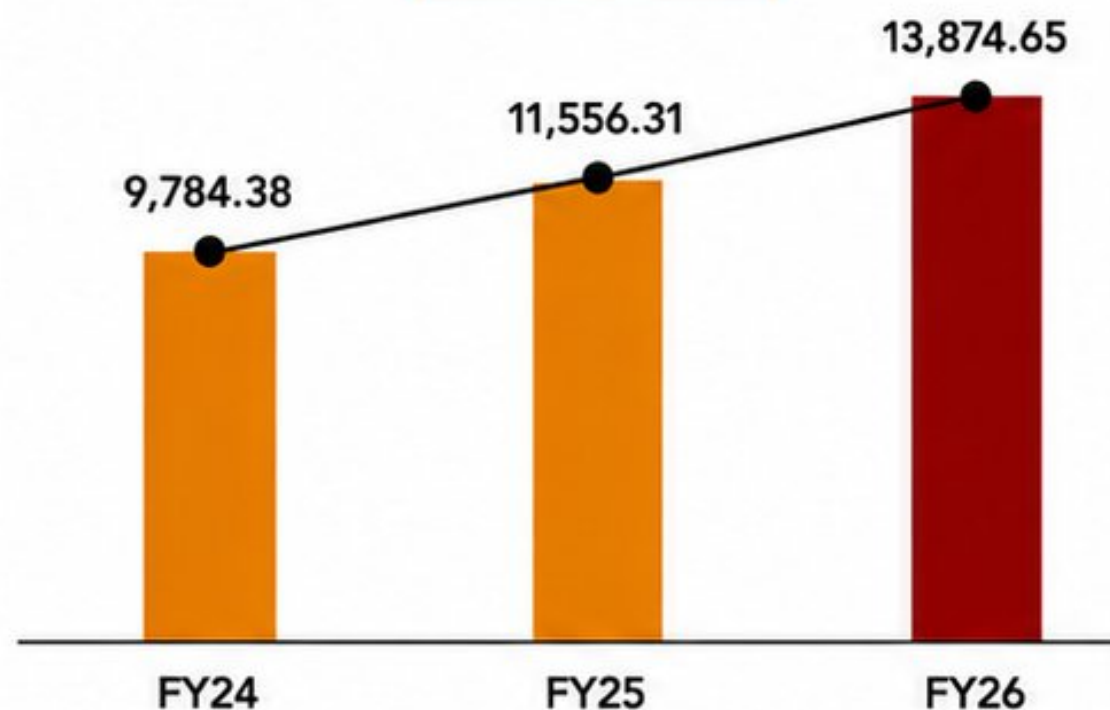


(All Amounts in ₹ Lakhs)



Revenue From Operations

CAGR 19.08%



Strong top-line growth driven by scale, demand and execution excellence

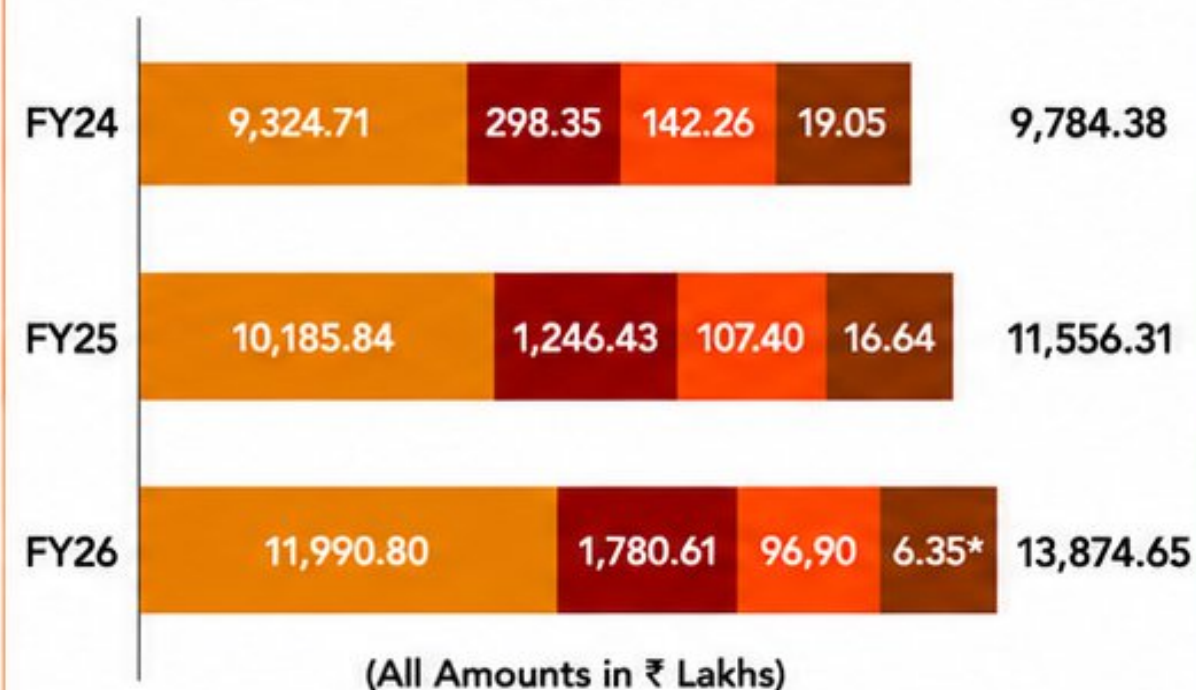
Growth %
(FY25 to FY26)

▲ 20.07%



Segment Breakup

■ B2B
 ■ Experience Center
 ■ Online
 ■ Made to Measure & Others*



(All Amounts in ₹ Lakhs)

*it does not include revenue from outsourcing of Made to Measure facility done in FY 26

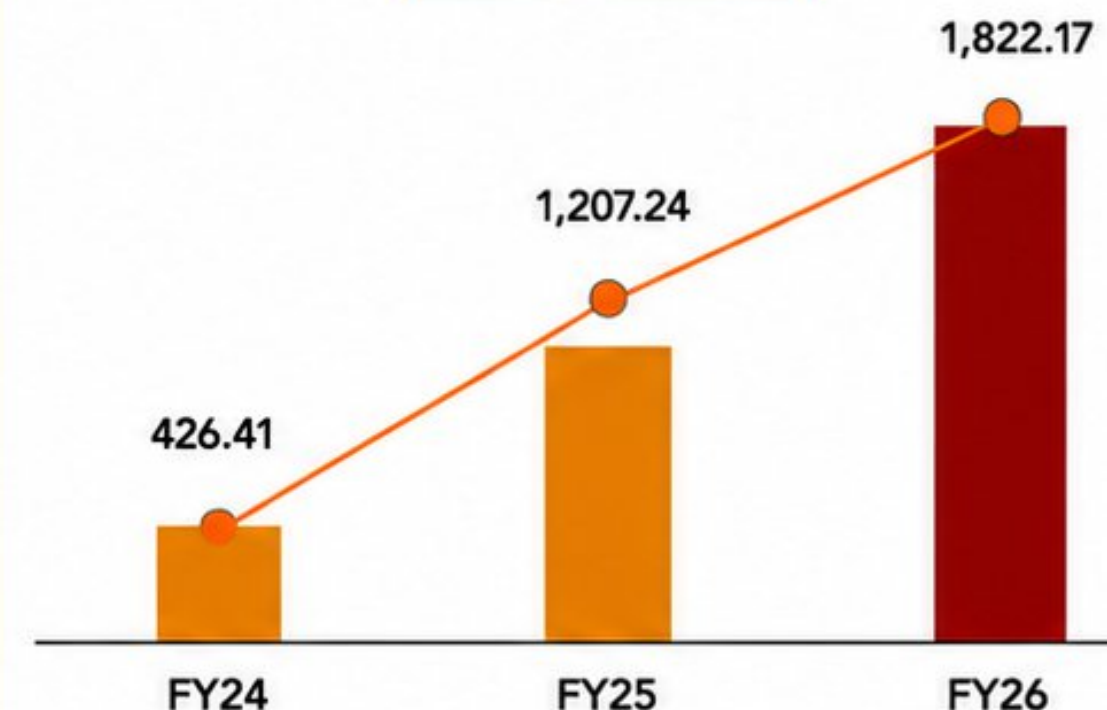


B2B is highest and contribute gross margin of 10% – 15% while Showroom and Online contribute 65% – 70% Margin and Made to Measure & Others contribute 90%.



Net Profit

CAGR 106.72%



Consistent profitability and value creation delivering strong bottom-line growth

Growth %
(FY25 to FY26)

▲ 50.93%

Note: CAGR is calculated from FY24 to FY26

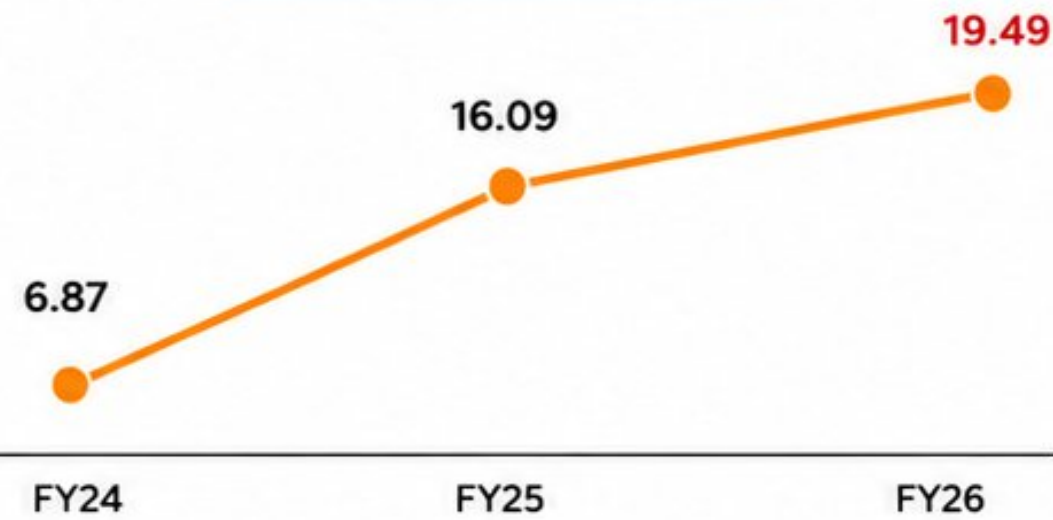
Financial Snapshot



(All Amounts in ₹ Lakhs)

EBITDA Margin (In %)

+1,262 bps
Improvement FY24-FY26



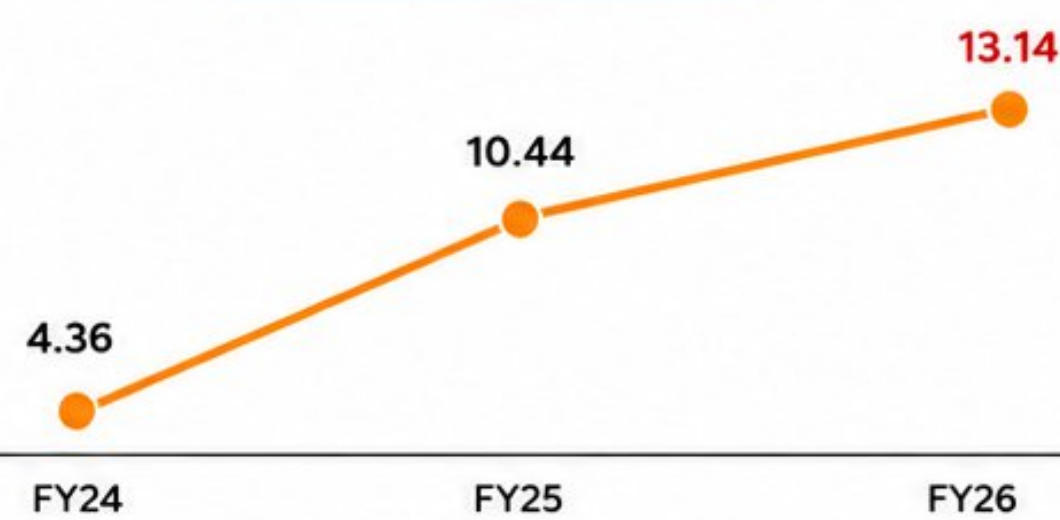
EBITDA Margin (%)	6.87	16.09	19.49
Improvement (Bps)	-	562	340



Consistent margin expansion driven by operating leverage, premiumization and cost efficiencies.

Net Profit Margin (In %)

+878 bps
Improvement FY24-FY26



Net Profit Margin (%)	4.36	10.44	13.14
Improvement (Bps)	-	384	270



Strong profitability trajectory supported by pricing power, product mix upgrade and operational excellence.

Major Performance Enhancers & Key Takeaways



Higher B2C Contribution:

B2C Revenue increased to **14%** in FY26
(↑ from 1% in FY24 to 14% in FY26)
B2C Margins improved **~4x** vs. B2B



Premiumization:

B2C Average Order Value: **₹9,991**
B2B Average Order Value: **₹432,412**
Driving better realizations and profitability.



Profitability Improvement:

B2B Profitability increased from **13.5%** to **15%**
B2C Profitability increased from **68%** to **70%**



Asset-Light Deemed Manufacturing Model:

Reduced fixed overheads and capex burden while maintaining quality control.



Strategic Sourcing Partnerships:

Better bargaining power, lower procurement costs, with exclusive high margin products.



Inventory Efficiency:

Fabric-first approach allowed repurposing across segments, reduced dead stock, and avoided heavy discounting.



Product Mix Upgrade:

Expansion into made-to-measure garments, technical textiles, and premium imports increased unit margins.



B2C Revenue Contribution
14% in FY26
(vs < 1% in FY24)



Average Order Value
B2C: **₹9,991** | B2B: **₹432,412**

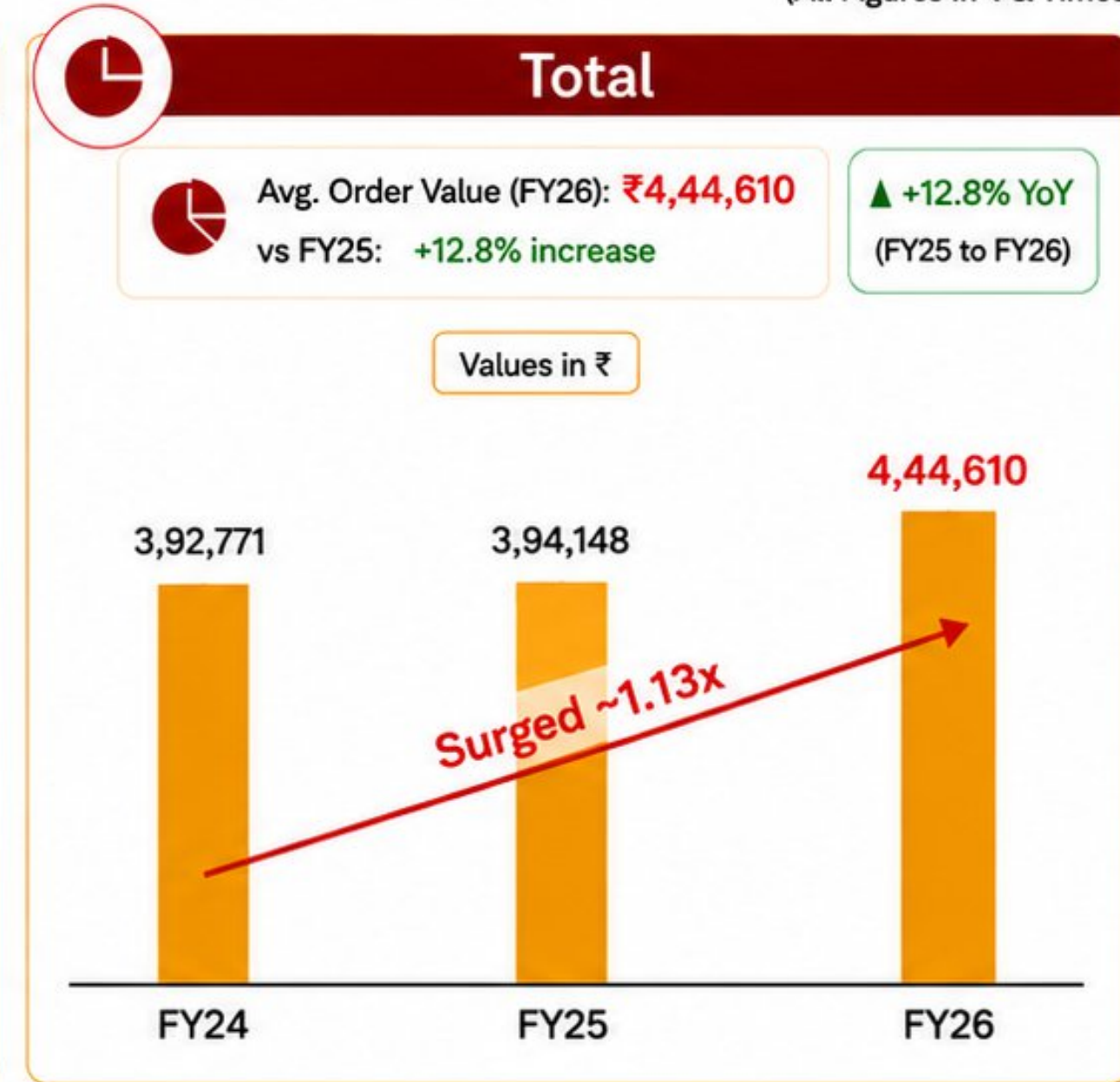
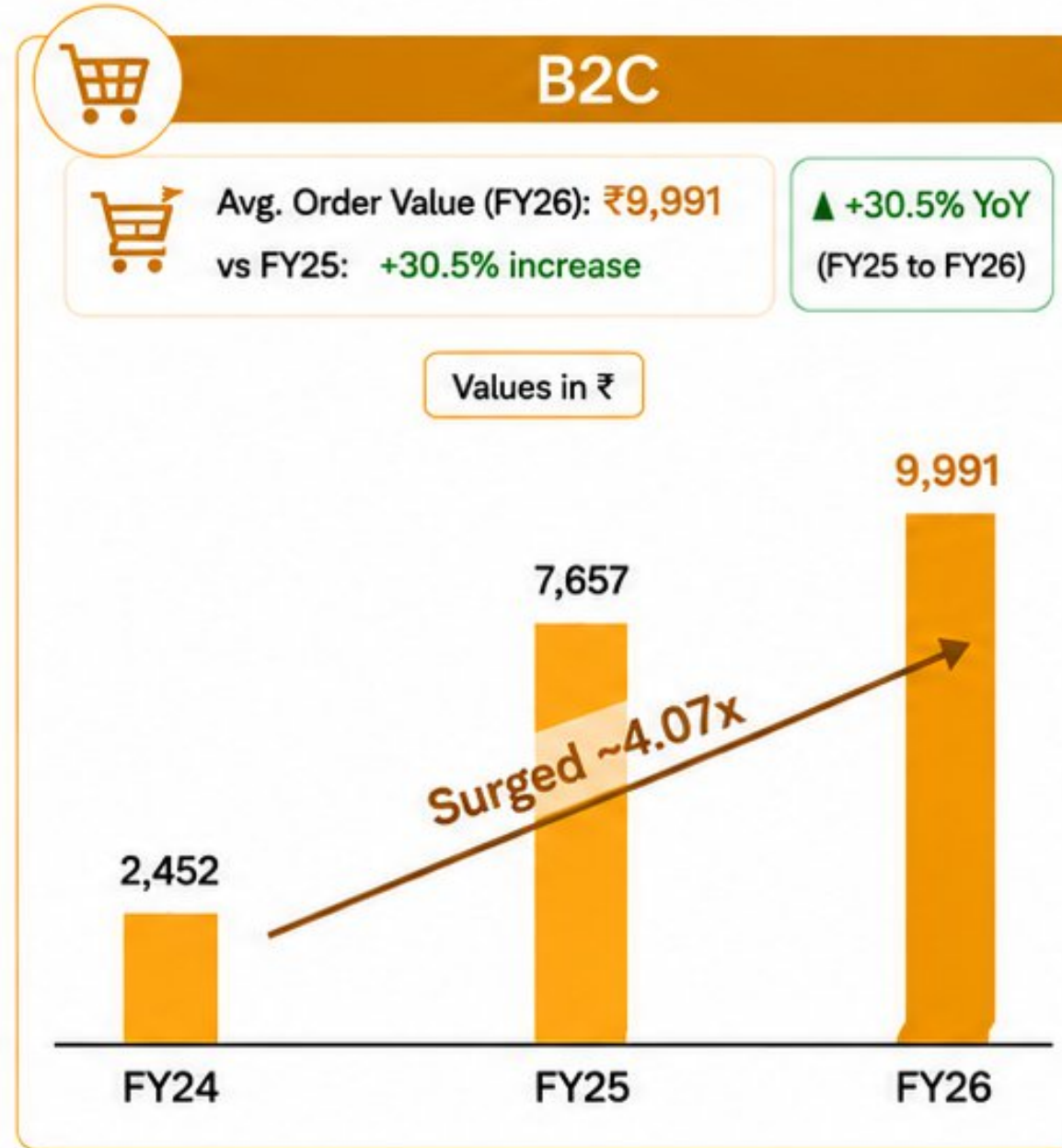
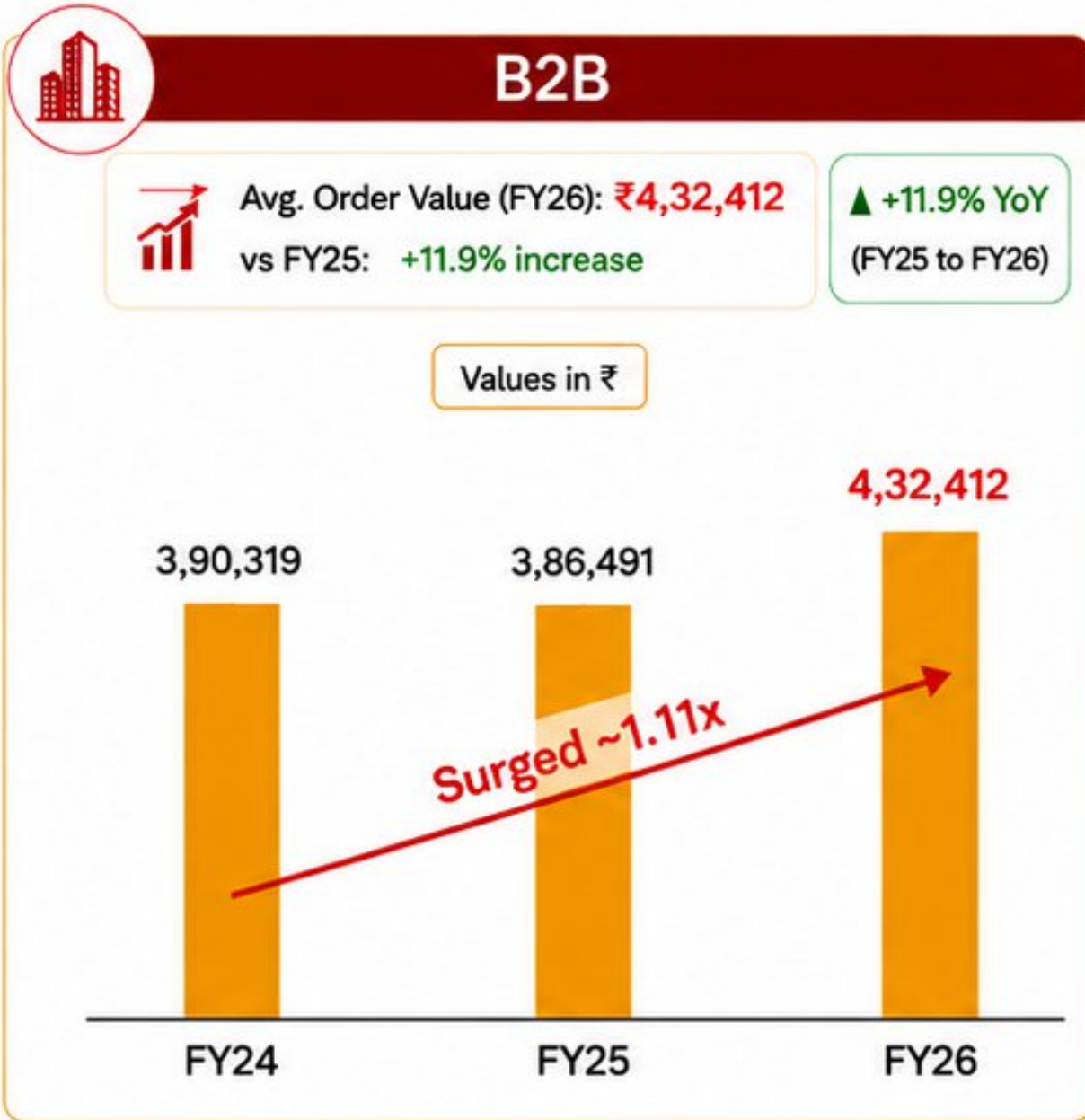


Profitability Improvement
B2B: **13.5% → 15%** | B2C: **68% → 70%**

Average Order Value



(All Figures In ₹ & Times)



Note: The company's average order value has increased **~1.13x** overall during the period. While **B2B** continues to be the dominant segment in terms of order value, **B2C** has shown a remarkable **~4.07x** surge, driven by higher margins and premium customer acquisitions. Consequently, the company's strategic focus is increasingly shifting towards **B2C**, while still maintaining a strong presence in **B2B**.

FY26 Average Order Value

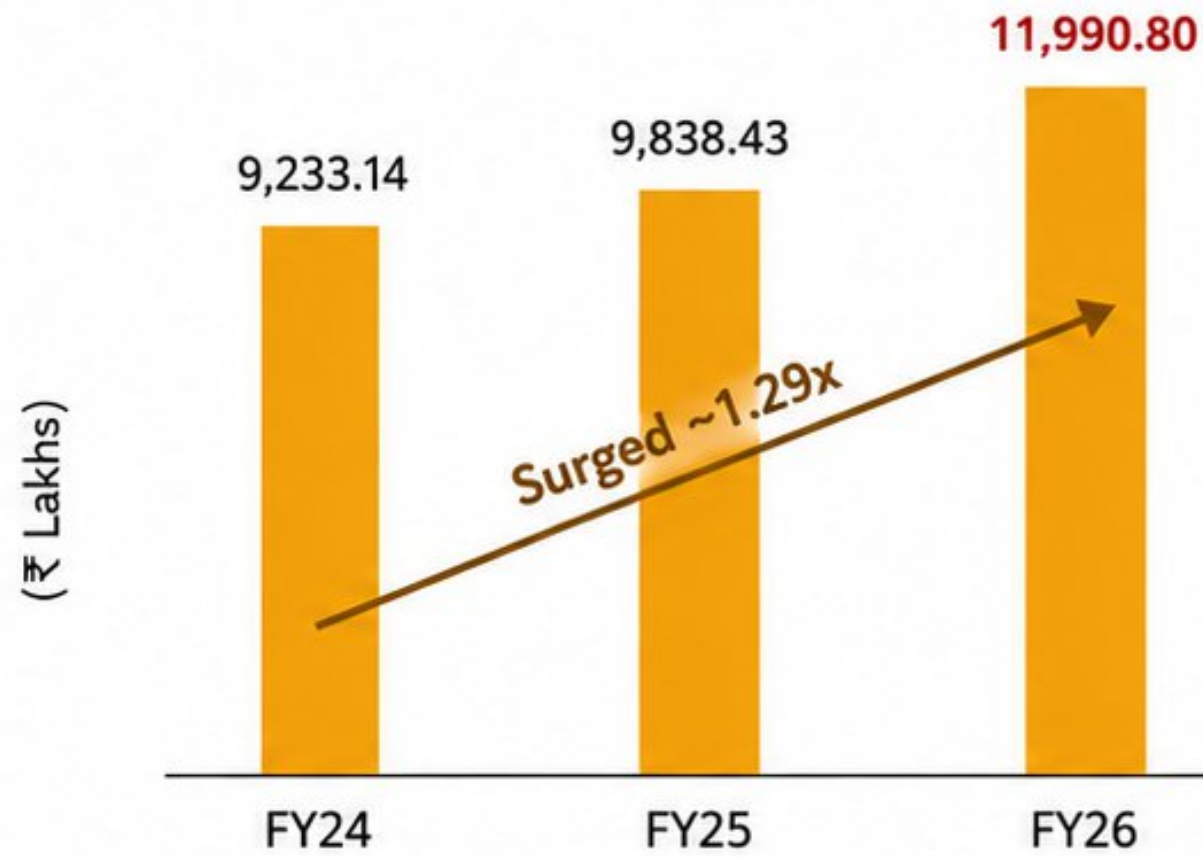
	B2B	₹4,32,412
	B2C	₹9,991
	Total	₹4,44,610

Sales Of Fabrics Bifurcated Into B2B & B2C



(All Figures In ₹ Lakhs & In Times X)

B2B



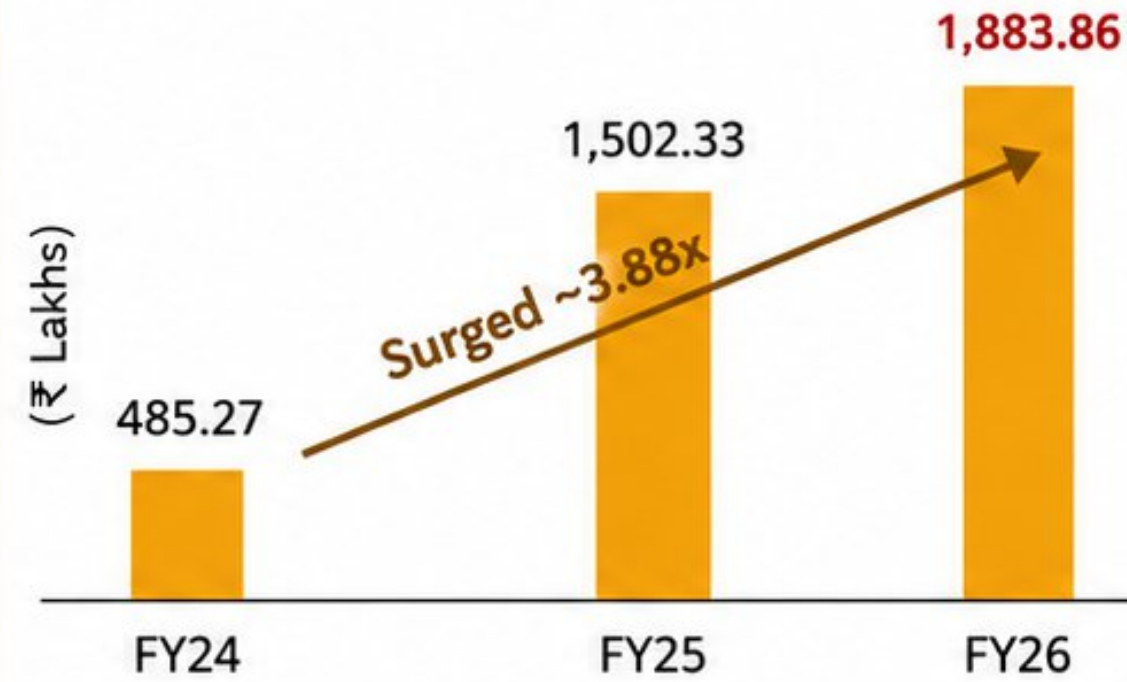
B2B sales grew **~1.29x** from ₹9,233 Lakhs in FY24 to **₹11,991 Lakhs** in FY26.

Key Drivers

- Strong relationships with large manufacturers and institutional buyers
- Consistent repeat business and long-term contracts
- Focus on quality, reliability & on-time delivery
- Broader product portfolio for diverse industrial applications
- Efficient supply chain and cost optimization

B2C

**4x Higher Margins Than B2B,
Driving A 16x Bottom-line Boost**



B2C sales grew **~3.88x** from ₹485 Lakhs in FY24 to **₹1,884 Lakhs** in FY26, driven by higher margins and customer acquisitions.

Key Drivers

- Expanding retail footprint and digital presence
- Premium product mix with higher margins
- Strong brand recall and customer loyalty
- Targeted marketing and customer engagement initiatives
- Enhancing in-store experience and service quality



Invoice count surged **~32.8x** from 660 in FY22 to **21,629** in FY26, reflecting strong demand growth.



Golf Course store moved to **Mega Mall**, increasing footfall by **2x** and driving higher conversions.



Successful network expansion across key Tier 1 and Tier 2 cities.



Increase in **repeat customers** and average basket size.



Wider product range and exclusive collections strengthened customer preference.



Strong **omni-channel** strategy driving seamless customer experience.

FY26 Snapshot

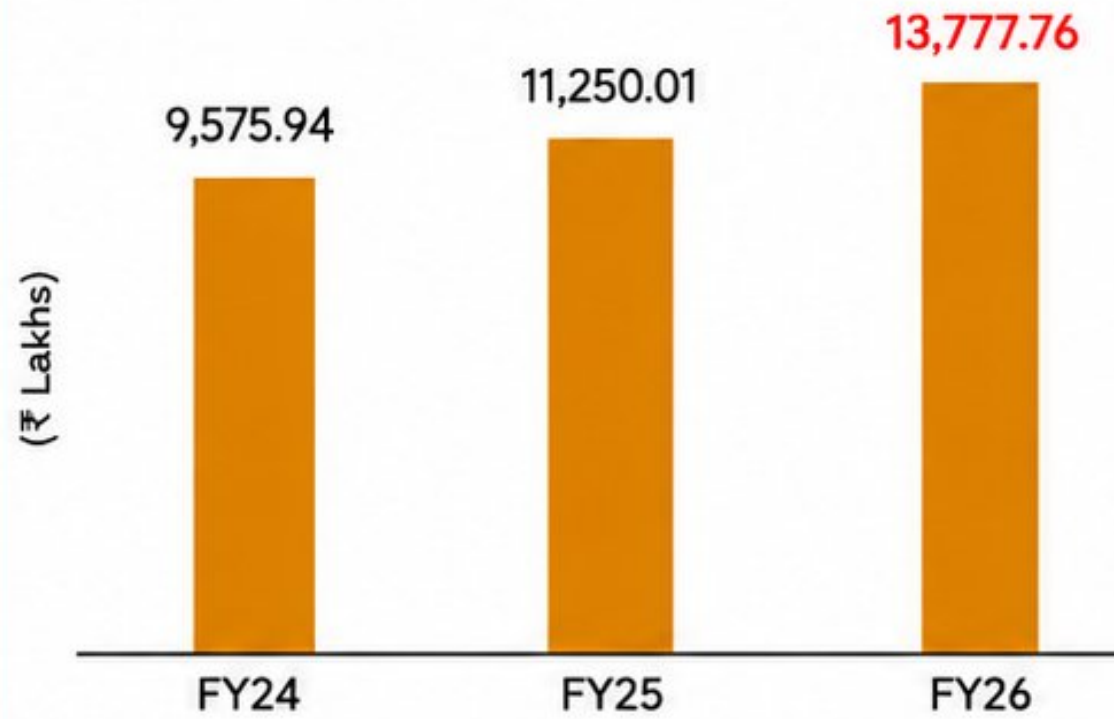


Mode Wise Revenue Bifurcation



(All Figures In ₹ Lakhs & In Times X)

Offline

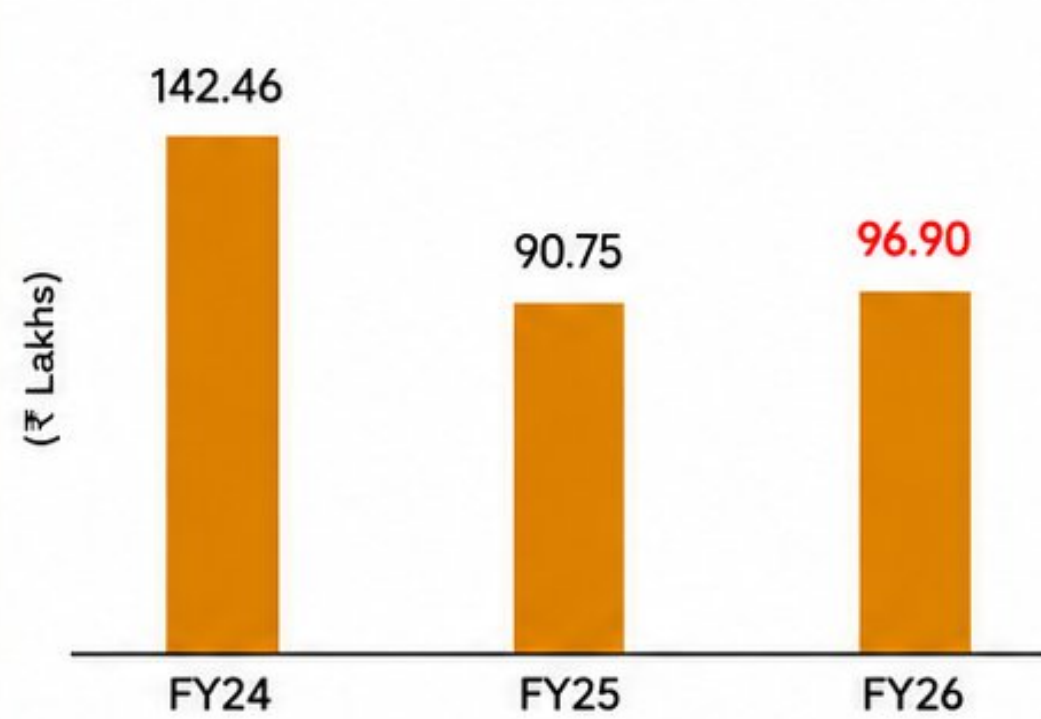


Offline revenue grew **~3.2x** from ₹3,497 Lakhs in FY22 to **₹13,777 Lakhs** in FY26.

Key Drivers

- Expanding retail footprint and better store productivity
- Stronger customer relationships and walk-in conversions
- Improved product availability and in-store experience
- Focus on high margin and exclusive product categories
- Robust winning ratio with institutional & trade customers

Online



Online revenue grew **~0.68x** from ₹142.46 Lakhs in FY24 to **₹96.90 Lakhs** in FY26.

Key Drivers

- Online marketing and sales drive increased showroom customer footfall
- Premium product range with higher margins
- Wider reach through omni-channel strategy
- Enhanced website, UX and digital capabilities
- Data-driven marketing and customer engagement



FY24 Growth (+4.9x) from ₹9.53 Lakhs to ₹45.38 Lakhs

Driven by:

- Early-stage marketing push to build market awareness and customer base.



FY25 Strong Growth (+3.1x) – ₹45.38 Lakhs → ₹142.46 Lakhs

- Strong marketing investments and customer acquisition campaigns.
- Focus on building brand trust and expanding online visibility.



FY26 Acceleration (+0.68x) – ₹96.90 Lakhs

Driven by:

- Digital Marketing and Offline Sales have accelerated our experience center sales.
- Leading to better ROAS
- Digital Marketing expenses optimized to **₹91.82 Lakhs** in FY26 from **₹102.66 Lakhs** in FY25 and **₹189.26 Lakhs** in FY24.



FY26 Outlook

- Sustained growth across Online & Offline channels.
- Focus on sustainable, profitable growth.
- Continued investment in brand, technology and customer experience.

Key Ratios – FY26



All Figures as on March 31, 2026



1. ROE
(In %)

33.52%

✓ Strong Profitability & Efficient Equity Utilization



2. ROCE
(In %)

39.80%

✓ Efficient Capital Use & High Return Generation



3. Net Profit Ratio
(In %)

13.14%

✓ Healthy Profitability & Cost Efficiency



4. Return on Investment (ROI)
(In %)

16.57%

✓ Attractive Returns on Investments



5. Inventory Turnover Ratio
(In Days)

61 Days

✓ Healthy Inventory Management



6. Trade Receivable Turnover Ratio
(In Days)

99 Days

✓ Efficient Receivables Management



7. Trade Payable Turnover Ratio
(In Days)

36 Days

✓ Optimal Payables Management



8. Net Capital Turnover Ratio
(In Times)

2.55x

✓ Effective Utilization of Working Capital



9. Current Ratio
(In Times)

5.52x

✓ Strong Liquidity & Short-term Solvency



10. Debt to Equity
(In Times)

0.10x

✓ Low Leverage & Strong Financial Stability



What These Ratios Indicate

- ✓ Consistent improvement reflects robust financial performance and operational efficiency.
- ✓ Strong profitability and asset efficiency driving higher returns for shareholders.
- ✓ Low leverage and strong liquidity position the Company well for sustainable growth.
- ✓ Efficient use of capital and disciplined financial planning enhancing long-term value.
- ✓ Extremely low Debt-to-Equity of **0.10x** provides substantial headroom for future expansion and strategic growth initiatives.



The Company continues to deliver superior returns, maintain near debt-free operations, and ensure healthy liquidity – **key enablers for sustainable growth.**

Why Our Debtors (Receivables) are Higher – Temporary & Well Managed



Our receivables are temporarily higher due to **global disruptions**, but they are **fully margin adjusted**, backed by **high quality buyers** and will normalize as the macro stabilises – **without impacting profitability**.

Key External Factors Impacting Collections



Russia–Ukraine
War Impact



US Tariff
Disruptions



Iran War
Scenario

1. High Quality Debtors Base



Exporters supplying to
120+ countries to
200+ global brands



Long standing partners
with **strong credit**
history and relationships



This makes the
receivables **high quality**,
diversified and **low risk**



Strong buyer base. Low risk. High confidence.

2. Margin Adjusted Credit Terms



Interest cost has been added in
the **sales prices** for the additional
credit period.



Ensures **profitability is protected**
despite extended credit period.



Our receivables are a result of **temporary global headwinds**, backed by **high quality debtors**, **margin adjusted credit terms** and strong risk management – ensuring **no impact on profitability**.

Balance Sheet



(₹ in Lakhs)

Equity & Liabilities		Particulars	FY26	FY25	FY24
	EQUITY				
	Equity Share Capital		1,789.28	1,251.68	3.12
	Other Equity		6,990.76	849.09	890.39
	TOTAL EQUITY		8,780.04	2,100.77	893.51
	NON-CURRENT LIABILITIES				
	Borrowings		-	17.78	33.72
	Lease Liabilities		392.23	360.79	407.18
	Other Non-current Liabilities		-	-	-
	Provisions		5.18	2.30	1.55
	Deferred Tax Liabilities (Net)		-	-	-
	TOTAL NON-CURRENT LIABILITIES		397.41	380.86	442.45
	CURRENT LIABILITIES				
	Borrowings		900.88	548.61	520.68
	Lease Liabilities		44.89	46.39	39.35
	Trade Payables		526.99	1,582.11	2,036.00
	Other Financial Liabilities		197.26	22.63	23.25
	Other Current Liabilities		28.33	5.46	43.18
	Provisions		21.20	16.57	7.45
	Current Tax Liabilities (Net)		98.34	428.10	130.69
	TOTAL CURRENT LIABILITIES		1,817.89	2,649.87	2,800.60
	TOTAL LIABILITIES		2,215.30	3,030.73	3,243.06
	TOTAL EQUITY & LIABILITIES		10,995.33	5,131.51	4,136.57

Assets		Particulars	FY26	FY25	FY24
	NON-CURRENT ASSETS				
	Property, Plant & Equipment		312.51	107.31	111.66
	Right-of-use Assets		466.67	416.77	456.12
	Intangible Assets		82.43	99.03	0.30
	Capital Assets Under Development		18.83	-	-
	Intangible Assets U/D		-	-	-
	Investments		8.00	-	-
	Other Financial Assets		31.94	13.94	12.13
	Deferred Tax Assets (Net)		33.52	35.52	9.59
	Non-current Tax Assets (Net)		-	-	-
	Other Assets		-	-	-
	TOTAL NON-CURRENT ASSETS		953.91	672.57	589.80
	CURRENT ASSETS				
	Stock in Trade		1,974.43	1,627.49	1,229.30
	Investments		505.25	-	-
	Trade Receivables		4,896.05	2,664.05	1,719.26
	Cash & Cash Equivalents		205.34	12.77	13.55
	Other Financial Assets		1,533.85	0.11	174.62
	Other Current Assets		926.50	154.50	410.03
	TOTAL CURRENT ASSETS		10,041.42	4,458.92	3,546.76
	TOTAL ASSETS		10,995.33	5,131.51	4,136.57

Profit & Loss Statement



(All Amount In ₹ Lakhs & Margins In %)

Particulars	FY26	FY25	FY24
Revenues	13,874.65	11,556.31	9,784.38
Other Income	55.55	2.49	1.97
Total Income	13,930.20	11,558.79	9,786.34
Raw Material Expenses	10,708.75	9,292.61	8,535.43
Employee Costs	90.76	98.63	82.29
Finance Costs	162.56	144.34	71.01
Depreciation & Amortisation	136.67	102.09	31.90
Other Expenses	370.83	305.90	494.00
Total Expenses	11,469.57	9,943.57	9,214.63
Profit Before Tax	2,460.63	1,615.23	571.71
Tax Expense			
Current Tax	635.06	454.57	150.48
Deferred Tax (Credit)	2.00	-25.85	-5.48
Total Tax Expense	637.06	428.72	145.00
Profit After Tax for the Year	1,823.58	1,206.51	426.72
PAT Margin	13.14%	10.44%	4.36%

Benchmarking Against Peer Groups: Performance & Comparison

FY26E Valuation & Growth Benchmarking



Particulars	Game Changers Texfab Limited	Sai Silks Kalamandir Limited	Vedant Fashions Limited	Go Fashion (India) Limited	Kewal Kiran Clothing Limited	Why Game Changers Stands Out
Market Cap (₹ Cr.)	204	1,842	10,837	1,540	3,068	Fastest EBITDA & PAT growth trajectory
P/E (x)	11.2x	15.1x	29.9x	26.0x	22.0x	
Revenue CAGR (3Y)	19.1% ↑	4.0% ↑	2.3% ↑	4.8% ↑	13.4% ↑	Strong margin expansion driven by B2C mix
EBITDA CAGR (3Y)	100.5% ↑	(0.3%) ↓	(1.2%) ↓	(1.8%) ↓	12.1% ↑	
PAT CAGR (3Y)	106.7% ↑	(6.5%) ↓	(4.2%) ↓	(15.4%) ↓	10.2% ↑	Asset-light model delivering superior scalability
FY26 Revenue (₹ Cr.)	138.7	1,462	1,386	838	1,003	
EBITDA Margin	19.5%	14.9%	46.3%	28.3%	19.0%	
PAT Margin	13.1%	5.7%	26.4%	6.8%	13.7%	Significant upside potential as retail footprint expands

Management Commentary



Mr. Sanjeev Goel
Managing Director



TradeUno delivered a strong performance this period, marked by consistent growth in transaction volumes and expanding customer adoption. Revenue momentum was supported by disciplined execution, operational efficiency, and continued focus on cost optimization.



We advanced our technology platform with AI-driven trading insights and real-time analytics, empowering customers to make informed trading decisions with confidence.



We invested in our people, attracting and nurturing high-caliber talent across technology, risk management, operations and client service. Our people-first approach strengthens our culture of ownership, innovation and customer centricity.



We deepened partnerships and invested in customer education and engagement, enabling better pricing, improved execution, and wider product access for our customers.



We disciplined utilisation of IPO proceeds, deploying funds prudently towards capacity expansion, technology upgrades, market reach, and brand building to drive long-term value creation.



Mr. Ankur Aggarwal
Executive Director & CFO



Looking ahead, we remain confident in our ability to capitalize on improving global trade conditions and emerging opportunities. We are well positioned to deliver sustainable and profitable growth in the years ahead.

Future Growth Drivers



Strong levers driving sustainable growth and long-term value creation

01 Sales Expansion

- ✓ Launching six new experience-led stores across Tier 1 and 2 cities to strengthen retail footprint.
- ✓ Strengthening digital channels to build a PAN India presence.
- ✓ Expanding customer base and attracting global partnerships.

02 Supply Chain

- ✓ Enhancing our ecosystem by providing more curated choices.
- ✓ Partnering with dyeing, printing, tailoring, and design experts to elevate capabilities.
- ✓ Building a resilient and agile supply chain for efficient operations.

03 Technology

- ✓ Leveraging tech tools for AI-driven inventory management, fabric visualization, and operational efficiency.
- ✓ Using Digital Marketing to Acquire/Engage Customers and Target repeat business.
- ✓ Driving lower ROAS and higher customer lifetime value.

04 Technical Textiles

- ✓ Entering the high-growth technical textiles segment through global partnerships.
- ✓ Manufacturing in J&K/other suitable states to leverage cost and tax advantages.
- ✓ Positioned to benefit from rising demand across multiple industries in the coming years.

05 Asset-Light Store Model

- ✓ We follow a supplier-owned inventory model.
- ✓ Supplier provides inventory and manpower; we provide showroom space.
- ✓ We earn on sales, charge display fees, and purchase only sold items.
- ✓ Unsold inventory remains with supplier – zero inventory risk for TradeUNO.



Future Growth Driven by Innovation, Efficiency & Customer Value

OUR VISION FOR THE FUTURE



Building a future of sustainable growth, stronger value creation and long-term impact



AGGRESSIVE GROWTH TARGETS

Committed to delivering superior financial performance with consistent and profitable growth

REVENUE

Targeting

30%-35%

CAGR GROWTH

Over the Next 3 Years



PAT

Targeting

40%-45%

CAGR GROWTH

Over the Next 3 Years



High growth powered by strong fundamentals, scalable operations and value-driven strategy



EXPERIENCE CENTERS EXPANSION

Expanding our retail footprint to bring the TradeUNO experience closer to our customers



Strengthening presence across key markets with a focus on experience-led retail



MAIN BOARD LISTING

Taking the next big step in our growth journey to unlock long-term shareholder value



TARGETING
MAIN BOARD
LISTING

WITHIN THE NEXT
3 YEARS



Stronger governance. Greater transparency. Wider reach. Accelerated growth.

OUR FOUNDATION FOR SUSTAINABLE AND PROFITABLE GROWTH



Sustainable
High Growth



Customer-Centric
Innovation



Operational
Excellence



Long-term Value
Creation

Disclaimer - Forward Looking Statement: This presentation contains forward-looking statements based on current beliefs, expectations and assumptions of the management. These statements are subject to risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied. The Company does not undertake any obligation to update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

FUTURE GROWTH DRIVERS – TAILWINDS & HEADWINDS



Well positioned to capture **opportunities** while effectively **managing risks**

TAILWINDS Driving Growth

- Premiumisation & B2C Momentum ✓
- Shift to Organised Retail ✓
- Global/Domestic Sourcing Advantage ✓
- Expanding Designer Network ✓
- FTA Benefits ✓
- Retail Expansion ✓
- Margin Improvement ✓
- Strong Balance Sheet ✓
- Large B2B Pipeline ✓

HEADWINDS Managing Risks

- War Impact ✓
- US Tariff Impact ✓
- B2B Dependency ✓
- Inventory Challenges ✓
- Intense Competition ✓
- Supply Chain Disruptions ✓



TradeUNO remains focused on leveraging tailwinds, mitigating headwinds, and executing strategic priorities to **drive sustainable growth** and **long-term value creation**.

Disclaimer: The above factors are based on current estimates and assumptions. Actual results may differ materially due to changes in market conditions, government policies, global events or other external factors.

THANK YOU



We appreciate your time and interest in
Game Changers Texfab Limited.

FOR FURTHER INFORMATION



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