

Ref-BSE/2023-24/49

Date: 09th February, 2024

To,
Corporate Relationship Department,
BSE Limited
Phioze Jeejeebhoy Tower,
Dalal Street,
Mumbai — 400 001

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

Scrip Code: 539399

Dear Sir,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing a press release on the Unaudited Financial Results of the Company for the quarter and nine months ended 31st December, 2023.

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 no. A38676





E-102, 103, EPIP, Sitapura Industrial Area, Jaipur – 302022, INDIA

Consistent “Progress”





When you combine growth with ethos, it becomes Progress

February 09th, 2024, Jaipur: Bella Casa Fashion & Retail Ltd, a leading apparels supplier and branded home furnishing player, announced its result for Q3FY24 and 9M FY24 ended December 31st,2023 on February 09th 2024.

9M FY24 Performance Snapshot (YoY)

Revenue from Operations	Operating Profit	Operating Margin	Profit After Tax
₹ 169 Crs	₹ 13.3 Crs	7.9%	₹ 7.1 Crs
 +4.9%	 +5.2%	 +10bps	 +9.7%

Q3 FY24 Performance Snapshot (YoY)

Revenue from Operations	Operating Profit	Operating Margin	Profit After Tax
₹ 58.0 Crs	₹ 4.5 Crs	7.7%	₹ 2.5 Crs
 +13%	 +4.4%	 -70 bps	 +7.6%

Key Financial Highlights

(Rs Crs)

Particulars	Q3FY24	Q2FY24	Q3FY23	9MFY24	9MFY23	FY23
Revenue	58.0	64.2	51.4	169.0	161.7	201.8
Operating Profit	4.5	4.9	4.3	13.3	12.6	15.4
Operating Margin %	7.7%	7.6%	8.4%	7.9%	7.8%	7.6%
PBT	3.2	3.5	3.2	9.4	8.5	10.2
PAT	2.5	2.6	2.4	7.1	6.5	7.7

Commenting on the results, Saurav Gupta, Director of Bella Casa Fashion & Retail Limited commented: “With growing penetration of organised retail, the company continued on its path of sustained growth. We are happy to handle ~35% higher volumes during the quarter as compared to the same quarter last year. It also serves as an endorsement towards acceptability of our product designs and our execution strategies.

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As preferred partners to our esteemed customers [*who are the backbone of Indian retail ecosystem*] we foresee significant business growth visibility, being aligned to their supply chain. This positive momentum is reflective of the synergy between our commitment to deliver quality products and the success of those we serve.

We reiterate sufficiency of our existing plant capacity to take us to Rs.400 crs of sales. As stated in the past, we can deliver ~1mn pieces a month from our existing infrastructure as we de-bottleneck additional capacity from marginal capex with plant design efficiency.”

Key Highlights and Outlook: -
Key Highlights:

- Company’s key retail partners have demonstrated strong growth potential, reinforcing a positive business outlook for the near future

- Sales Mix

Particulars	Q3FY24	9MFY24
Apparels	72.6%	72.2%
Home Furnishing	27.4%	27.8%

- Average Selling Price (ASP)

Particulars	Q3FY24	9MFY24
Apparels	325	364
Home Furnishing	460	426

Reduction in ASP during Q3FY24 was due to shifting trends towards fast fashion and consequently higher demand for low-cost products.

- Sales Volumes (no. of pieces)

Particulars	Q3FY24	YoY Growth	9MFY24	YoY Growth
Apparels	13,18,333	42%	33,84,418	21%
Home Furnishing	3,49,986	15%	11,12,431	7%
Total	16,68,319	35%	44,96,849	13%

Outlook:

- Strengthening relationship with customers added in last few quarters - business scaling up, growth to continue in upcoming quarters
- Expanding into adjacencies - entry into new product categories [men’s wear and kids wear] in addition to our flagship women western wear, leading to incremental TAM with the same customers
- Business diversification has led to increased resilience and healthy sales mix
- Current delivery schedules from our customers provide consistent sequential growth visibility for upcoming quarters – high YoY growth potential owing to low base in corresponding quarters

About Bella Casa Fashion & Retail Limited

Bella Casa Fashion & Retail Limited is engaged in the manufacturing of home furnishings and apparels products. It is an original design manufacturer offering fashion manufacturing services to 50+ domestic brands & retailers (B2B) in the apparels segment and its home furnishing products are sold under its brand “Bella Casa” through dealer and distributor network, E commerce platforms and its own website <https://bellacasa.in/>. Company has 3 manufacturing plants situated at Jaipur, Rajasthan. Company equity shares are listed on Bombay Stock Exchange.



BELLA CASA FASHION & RETAIL LTD

(Formerly Known as Gupta Fabtex Pvt. Ltd.)

Importers, Manufacturer & Exporters of :
Home Furnishing, Garment & Fabrics

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CIN : L17124RJ1996PLC011522

E-102, 103, EPIP, Sitapura Industrial Area, Jaipur – 302022, INDIA

Disclaimer:

Certain statements in this press release may be forward-looking statements and/or based on management's current expectations and beliefs concerning future developments and their potential effects upon Bella Casa Fashion & Retail Limited. The forward-looking statements are not a guarantee of future performance and involve risks and uncertainties and there are important factors that could cause actual results to differ, possibly materially, from expectations reflected in such forward-looking statements. Bella Casa Fashion & Retail Limited does not intend, and is under no obligation, to update any forward-looking statement contained in this press release.