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INVESTOR RELATIONS MANAGEMENT SERVICES

SUDITI INDUSTRIES LTD. | GINI & JONY

1 Suditi Industries Ltd.

Suditi Industries is strategically pivoting towards the high-growth kidswear segment, with Gini & Jony at the core of its growth strategy. The company is focused on reviving and scaling the 44-year-old brand by leveraging its established consumer equity, while pursuing an asset-light retail expansion model rather than a capex-intensive approach. This enables faster footprint expansion with lower capital requirements, while positioning Suditi to capture the structural growth in branded kidswear and build a more scalable, higher-margin business.

2 Business Segments

Kids-wear: Gini & Jony, a 44-year-old legacy kidswear brand, is being scaled through a diversified omnichannel network, comprising 47 EBOs, 184 MBOs, 15 distributors and e-commerce, while management rationalises the existing footprint and prioritises capital-efficient expansion. The FOFO model offers lower capital intensity, while COFO stores deliver attractive returns, supporting a balanced approach to growth. Opened 1 COCO store this quarter (4 more in pipeline) to improve customer experience and look & feel of the store, which can be implemented throughout all EBO's to increase customer retention. With 7,500 SKUs and a wide retail footprint, inventory optimisation is a key value driver. Suditi is leveraging AI/ML-led demand forecasting, store-level allocation and replenishment, alongside real-time inventory visibility, to improve product availability, reduce excess inventory and sales returns, and ultimately unlock better inventory turns, margins and cash conversion.

3 Key Strengths

- Acquired Gini & Jony Brand in FY25 entering into scalable and recurring demand of kids-wear Segment
- Company has wide and diversed distribution network compared to its peers
- Uses Inventory management system that optimizes and forcasts inventory mix and demand for different SKUs across POS using AI/ML.
- Adopting asset light model for expansion to retail footprints across India.
- Company has better operational efficiency than its peers have lower cash conversion cycle and working capital days.

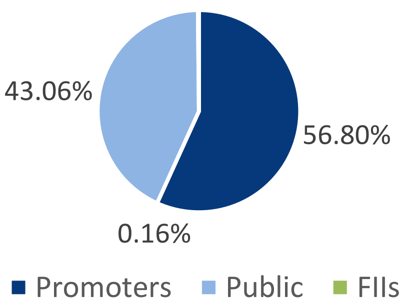
4 Key Growth Drivers

- Kids-wear is increasingly becoming a lifestyle-led category, supported by rising disposable incomes, changing parenting preferences and greater fashion awareness among parents and children.
- Unlike adult apparel, kids frequently outgrow their clothes, creating a natural replacement cycle and recurring demand. This makes kids-wear structurally attractive, with demand supported by both replacement purchases and occasion/fashion-led consumption.
- The industry is gradually formalising, with consumers shifting towards branded stores, malls and organised retailers for better quality, variety and shopping experience.
- Growth is increasingly moving beyond metros as organised retail and digital platforms penetrate Tier-2 and Tier-3 cities. This provides a significant whitespace for Gini & Jony to expand its distribution without relying entirely on large-format stores

Key Financials	FY24	FY25	FY26	Q1-FY27
Total Sales	677	955	1,213	174
Sales Growth (Y-O-Y)	*-34.12%*	*41.01%*	*27.05%*	*NA*
EBITDA	*(119)*	*37*	*134*	*28*
EBITDA Margins (%)	-17.60%	3.83%	11.06%	16.05%
Net Profit	(118)	31	105	16
Net Profit Margins (%)	-17.45%	3.29%	8.68%	9.19%
Diluted EPS (In Rs)	(4.43)	1.11	2.00	0.30
Diluted EPS Growth (Y-O-Y)	*NA*	*NA*	*80.18%*	*NA*

Key Financial Ratios	FY26
Net Debt to Equity (x)	-0.11
Fixed Asset Turnover	11.14x
Interest Coverage Ratio	16.31x
Return on Equity	20.66%
Return on Capital Employed	9.61%
Debtor Days	150 days
Inventory Days	37 days
Working Capital Days	87 days

Shareholding Pattern



Capital Stucture

Share Price as on 30th June, 2026	75.96
Number of Shares o/s (INR Mn)	49.60
Market Capitalisation	**3,768**
Add: Debt	68.46
Add: Minority Interest	0.0
Less: Cash & Equivalents	151.17
Enterprise Value	**3685.29**
Networth	**618.8**

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