



ITFL/SEC/2025-26/AUG/06

12th August 2025

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

National Stock Exchange of India Limited

Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra-Kurla Complex,
Bandra (East), Mumbai- 400 051

Scrip Code – 533329

NSE Symbol: INTERRAIN

Dear Sir/Madam,

Sub: Press release on financial results for the 1st quarter ended 30th June 2025

We hereby enclose herewith a Press Release by the Company, titled
“Indian Terrain Fashions Limited announces Q1 FY 2025-26 Results”.

Kindly take the same on records and acknowledge the receipt of the same.

Thanking you,

Yours faithfully,

For Indian Terrain Fashions Limited

Sainath Sundaram

Company Secretary & Compliance Officer

INDIAN TERRAIN FASHIONS LIMITED

Registered office and Address for communication: Survey No. 549/2 & 232, Plot No 4
Thirukkachiyur & Sengundram Industrial Area,
Singaperumal Koil Post, Chengalpattu – 603204, Tamil Nadu
Email ID: response.itfl@indianterrain.com
Website: www.indianterrain.com
CIN: L18101TN2009PLC073017
Ph: 044 – 4227 9100

INDIAN TERRAIN

INDIAN TERRAIN FASHIONS LIMITED

Press Release | Q1 FY'26

Indian Terrain Fashions Limited announces Q1 FY'26 results

Chennai, August 12, 2025: Indian Terrain Fashions Limited, one of the leading players in the mid-premium male casualwear segment, announces its financial results for the fourth quarter ending June 30, 2025.

Financial Highlights – Q1 FY'26:

Particulars (Rs. Crs)	Q1 FY'26	Q1 FY'25	Q4 FY'25
Revenue from Operations	68.78	68.36	89.53
Total Income	70.05	69.39	90.76
EBITDA	2.27	-10.45	4.62
EBITDA Margin (%)	3.30%	-15.29%	5.16%
PAT	-6.19	-15.27	-2.17
PAT Margin (%)	-9.00%	-22.34%	-2.42%

Key Business Updates – Q1 FY'26

- Performance in Q1 reflects the continuation of the strategic realignment initiated in FY'25, with a sharper focus on profitable channels and disciplined execution.
- Gross margins remained resilient, supported by improved merchandising, prudent procurement, and reduced discount dependency.
- Cost control initiatives continued to yield results, with operational expenses remaining well within planned levels.
- Working capital efficiency improved, with inventory levels optimised and payable discipline maintained, aligning with a lean, demand-led operating model.
- Receivable days moderated sequentially and are expected to improve further as revenue traction builds in upcoming quarters.
- Distribution (MBO) sales showed encouraging early momentum, driven by better in-store visibility and sharper product placement.
- The EBO portfolio continued to be streamlined, with closures of non-performing stores offset by selective franchise-led openings in high-potential regions.
- Institutional sales pipeline strengthened with new account activations and repeat orders from key clients.

Commenting on the Q1 results, Mr. Charath Narsimhan, Managing Director & Chief Executive Officer, Indian Terrain, said: "This quarter reflects steady progress in our turnaround journey. While market conditions remained challenging, our strategic shift towards profitable channels, operational efficiency, and disciplined capital deployment has started to show early signs of stability. Our margins have held firm, costs remain under control, and working capital efficiency has improved. We have entered FY'26 with sharper merchandising, better channel mix, and a clear focus on customer experience. The next few quarters will be about sustaining this discipline while gradually rebuilding growth momentum."

We remain committed to driving quality growth, strengthening customer connect, and maintaining financial prudence as we progress through the year.

Building on the stabilisation achieved in Q1, the company will continue to prioritise margin integrity, brand strengthening, and operational excellence. Key focus areas include:

- Expanding profitable distribution channels with enhanced brand presence.
- Consolidating the EBO network through the FOFO model in core markets.
- Scaling institutional sales through deeper customer engagement.
- Investing in marketing, CRM, and product innovation to drive conversion and brand recall.
- Sustaining working capital discipline to support growth without increasing leverage.

With a prudent approach to growth and a sharper operational framework, the company is positioned to deliver a more stable and resilient performance through the rest of FY'26.

About Indian Terrain:

As pioneers of the smart semi-casual fashion wave in India, Indian Terrain Fashions Limited has been at the forefront of Indian fashion for the better part of 2.5 decades. With high quality offerings directed towards the male demographic, Indian Terrain continues to scale up its presence through a mix of focused leadership, strong financial planning, and forward-looking positioning. The Company retails across the country through its 201 Exclusive Outlets, 700+ Multi Brand Outlets, 220+ doors of Large Format Stores such as Lifestyle, Shoppers Stop, Central and 5+ key e-commerce platforms.

For further details and product portfolio, please visit www.indianterrain.com

Safe Harbour Statement:

This Document (the "Document"), which has been prepared by Indian Terrain Fashions Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation, or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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For more information, contact:

Mr. Sheikh Sahenawaz / Mr. Sainath Sundaram

Chief Financial Officer / Company Secretary & Compliance Officer

Indian Terrain Fashions Limited

E-mail: response.itfl@indianterrain.com