Ajay Anand
CMD
Faze Three

Vishnu Anand
President
Faze Three

Key milestones showing adaptability in recent years?

Faze3 has done almost 3X revenue of 2019 in 2025, with focus on expanding capacities while diversifying its product portfolio to meet evolving global demand. Investments over INR 277 Crores (since FY 2019) fully funded through internal accruals. We have added multiple products / lines effectively covering most categories in home textiles, except sheets and towels.

- Revenue grown from **INR 225 Cr to INR 701.04 Cr** (FY15 to FY25)
- EBIDTA grown from INR 25 Cr to INR 98 Cr (peak in 2022/23)
- Net **debt-free** with **zero long-term debt since FY2018**
- Credit rating **reaffirmed at A (Stable)/A-CARE Ratings (Aug'24)**
- Delivered a robust **5-year CAGR** of **18% in Revenue, 20% in EBITDA, 18% in EPS**
- Q4 FY-2025 Revenue run rate crosses **INR 200 Cr for the quarter**

The expanded capacity has potential to cater to Revenue levels of at least 2x of FY 2025.

Strategies to embrace transformation & stay competitive?

A key strategic focus has been on enhancing our share across segment of home textile category across Top 10 customers, who are Top 10 large retailers in USA/EUR/UK. To support this, FTL continues to develop new product lines, staying relevant to evolving consumer preferences and industry trends.

FTL has invested in a dedicated design studio in Mumbai & New York, while investing in market weeks in EU/UK also. We have reinforced our positioning as a forward-looking, design-led company committed to innovation and international standards.

Growth strategy for next 3-5 years & MSME alignment?

We intend to double our Revenue / Volumes every 4yrs broadly over very long term. We have done this around 3yr avg over last 6 years cycle (2019–2025). This requires being in growth mode in terms of new business, products, new infra/machinery, new people, etc. China plus One has opened huge opportunity for manufacturers given the latest tariff / trade war.

Most of the Top 10 retailers have committed to incremental sourcing from India over Asian peers. This opportunity is significant in the polyester / MMF fiber (dominated by China). Our growth strategy is centered around new & existing product categories catered to replace Chinese products apart from our existing strength in design and innovation.

FTL prioritizes local sourcing of materials near manufacturing units, fostering robust partnerships with MSMEs & domestic suppliers. Almost 95% of materials are sourced locally. Faze3 is ready to tap a larger opportunity that arises due to disruption of tariffs / trade deals with China. This should play out in 2026 entirely as we get incremental clarity on trade picture though 2025.

Note: The views and insights shared in this interview reflect the perspective of the company's top management.