

ARVIND FASHIONS LIMITED

A MEMBER OF THE LALBHAI GROUP

Corporate Office : Du Parc Trinity, 8th Floor, 17, M.G. Road, Bengaluru - 560 001
Tel : 91-80-4155 0601, Fax : 91-80-41550651
Website: <http://www.arvindfashions.com>

August 1, 2024

To,
BSE Limited
Listing Dept. / Dept. of Corporate Services
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001

Security Code : 542484
Security ID : ARVINDFASN

To,
National Stock Exchange of India Ltd.
Listing Dept., Exchange Plaza, 5th Floor
Plot No. C/1, G. Block
Bandra-Kurla Complex
Bandra (E)
Mumbai - 400 051

Symbol : ARVINDFASN

Dear Sir/ Madam,

Sub: Outcome of the Meeting of the Board of Directors of Arvind Fashions Limited ("the Company") held on August 1, 2024.

Ref: Regulations 30 and 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR Regulations")

Further to our letter dated July 25, 2024 for intimation of Board Meeting, and in accordance with the provisions of Regulation 30 of the SEBI LODR Regulations, this is to inform that the Board of Directors of the Company, at its meeting held today (i.e. on August 1, 2024) has, *inter alia*, considered and approved the Un-audited Standalone and Consolidated Financial Results of the Company for the first quarter ended 30th June, 2024.

Pursuant to Regulations 30 and 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR Regulations"), we hereby enclose the following:

1. Unaudited Standalone and Consolidated Financial Results of the Company for the first quarter ended June 30, 2024, along with Limited Review Reports issued by the Statutory Auditors of the company i.e. M/s. Deloitte Haskins & Sells.
2. A copy of the press release being issued by the Company in respect of unaudited financial results for the first quarter ended June 30, 2024.
3. Investor Presentation for Q1 issued in this regard.

The above documents will also be uploaded on company's website at <https://www.arvindfashions.com/>

The meeting of the Board of Directors commenced at 11.30 A.M. and concluded at 1:15 P.M.

You are requested to take the above on your record and bring this to the Notice of all concerned.

Thanking you,

For Arvind Fashions Limited


Lipi Jha
Company Secretary



Encl: As above.

ARVIND FASHIONS

Regd Office : Arvind Limited Premises, Naroda Road, Ahmedabad - 380 025.
CIN : L52399GJ2016PLC085595

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM STANDALONE FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF ARVIND FASHIONS LIMITED

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **ARVIND FASHIONS LIMITED** ("the Company"), for the quarter ended June 30, 2024 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations").
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **DELOITTE HASKINS & SELLS**
Chartered Accountants
(Firm's Registration No. 117365W)



Kartikeya Raval

Kartikeya Raval
(Partner)

(Membership No. 106189)

UDIN: 24106189BKFgWw9998

Place: Ahmedabad
Date: August 01, 2024

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Statement of Standalone Unaudited Financial Results for the Quarter Ended June 30, 2024

(₹ in Crores except per share data)

Sr. No	Particulars	Quarter Ended		Year Ended	
		30.06.2024	31.03.2024	30.06.2023	31.03.2024
		Unaudited	(Refer Note 8)	Unaudited	Audited
1	Income				
	(a) Revenue from Operations	136.62	131.95	120.56	609.09
	(b) Other Income (Refer Note 5)	3.59	2.97	54.33	62.38
	Total Income	140.21	134.92	174.89	671.47
2	Expenses				
	(a) Purchases of stock-in-trade	94.60	101.42	138.95	438.77
	(b) Changes in inventories of stock-in-trade	(12.05)	(13.88)	(56.05)	(32.87)
	(c) Employee benefits expense	14.95	17.06	14.07	64.80
	(d) Finance costs	5.55	4.07	4.86	19.50
	(e) Depreciation and amortisation expense	10.06	3.00	3.53	12.76
	(f) Other expenses	31.38	33.25	24.52	125.90
	Total Expenses	144.49	144.92	129.88	628.86
3	Profit Before exceptional items and tax (1-2)	(4.28)	(10.00)	45.01	42.61
4	Exceptional Items (Refer Note 6)	-	-	-	(51.46)
5	Profit / (Loss) Before tax (3+4)	(4.28)	(10.00)	45.01	(8.85)
6	Tax Expense				
	Current Tax	-	(4.00)	7.15	1.01
	Deferred Tax Charge / (Credit)	0.03	(0.13)	(0.92)	1.48
	Total Tax Expense	0.03	(4.13)	6.23	2.49
7	Net Profit / (Loss) for the period after tax (5-6)	(4.31)	(5.87)	38.78	(11.34)
8	Other Comprehensive Income/ (Loss) (Net of Tax)				
	(a) Items that will not be re-classified to profit and loss				
	(i) Re-measurement gain/(loss) on defined benefit plans	(0.07)	0.31	(0.16)	(0.26)
	(ii) Income Tax related to the item above	0.03	(0.11)	0.06	0.09
	Other Comprehensive Income/ (Loss) (Net of Tax)	(0.04)	0.20	(0.10)	(0.17)
9	Total Comprehensive Income / (Loss) for the Period (7+8)	(4.35)	(5.67)	38.68	(11.51)
10	Paid-up Equity Share Capital (Face Value ₹ 4/- per share)	53.29	53.19	53.13	53.19
11	Other Equity				2,250.65
12	Earnings Per Share in ₹(Not Annualised)				
	-Basic	(0.32)	(0.44)	2.92	(0.85)
	-Diluted	(0.32)	(0.44)	2.91	(0.85)
	(See accompanying notes to the Standalone Unaudited Financial Results)				

Bengaluru
August 01, 2024



For Arvind Fashions Limited

Shailesh Chaturvedi

Shailesh Chaturvedi
Managing Director & CEO
DIN:03023079

ARVIND FASHIONS

Regd Office : Arvind Limited Premises, Naroda Road, Ahmedabad - 380 025.
CIN : L52399GJ2016PLC085595

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Notes:

- The above standalone unaudited financial results have been prepared in accordance with Indian Accounting Standards as prescribed under section 133 of the Companies Act 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 as amended from time to time.
- The above standalone unaudited financial results were reviewed and recommended by the Audit Committee and subsequently approved by the Board of Directors at their meeting held on August 01, 2024 in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation 2015. The same have been subjected to Limited Review by the Statutory Auditors.
- The Company is primarily engaged in the business of Branded Apparels (Garments and Accessories) which in the terms of Ind AS 108 'Operating Segments', constitutes a single reporting segment.
- ESOP Share Allotment: Pursuant to various Employees Stock Option Schemes, following equity shares of Rs. 4/- each were allotted to the option grantees:

Particulars	Quarter Ended		Year Ended	
	30.06.2024	31.03.2024	30.06.2023	31.03.2024
Shares allotted	2,41,750	24,500	5,000	1,58,800

- Other Income includes dividend income from subsidiary of Rs. 49.28 crores for the quarter ended June 30, 2023 and for the year ended March 31, 2024.

6 Exceptional Items

During the previous year, the company had entered into Share Purchase Agreement (SPA) with Reliance Beauty & Personal Care Limited to sell and transfer entire equity stake held in Arvind Beauty Brands Retail Limited (ABBRL) (now known as Reliance Luxe Beauty Limited).

ABBRL ceased to be a subsidiary from November 03, 2023.

Particulars	Quarter Ended		Year Ended	
	30.06.2024	31.03.2024	30.06.2023	31.03.2024
(a) Loss/ (Gain) on Sale of equity investment	-	(1.69)	-	38.37
(b) Expenditure/ Provision related to sale of equity investment	-	1.69	-	13.09
Total	-	-	-	51.46

- During the previous quarter ended March 31, 2024, pursuant to a Deed of assignment of Trademark entered between wholly owned subsidiary of the Company i.e. Arvind Lifestyle Brands Limited (ALBL) and Arvind Fashions Limited (AFL). AFL has acquired all the rights, title and interest for the trademarks of Ruf & Tuf and Newport from the ALBL, for a total consideration of Rs. 47.40 crores determined by the independent valuer, being the Fair value of the said trademarks on the date of the transfer.
- The figures for the quarter ended March 31, 2024 are the balancing figures between the audited figures in respect of full financial year and the published unaudited year to date figures up to the third quarter ended December 31, 2023 which were subjected to limited review by the statutory auditors.

Bengaluru
August 01, 2024



For Arvind Fashions Limited

Shallesh Chaturvedi
Shallesh Chaturvedi
Managing Director & CEO
DIN:03023079

ARVIND FASHIONS

Regd Office : Arvind Limited Premises, Naroda Road, Ahmedabad - 380 025.
CIN : L52399GJ2016PLC085595

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM CONSOLIDATED FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF ARVIND FASHIONS LIMITED

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of **Arvind Fashions Limited** ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group"), for the quarter ended June 30, 2024 ("the Statement") being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations").
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the parent and the subsidiaries as given in the Annexure to this report.
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.



6. We did not review the interim financial information of 3 subsidiaries included in the consolidated unaudited financial results, whose interim financial information reflect total revenues of Rs. 407.39 crores for the quarter ended June 30, 2024, total net profit after tax of Rs. 20.59 crores for the quarter ended June 30, 2024 and total comprehensive income of Rs. 20.29 for the quarter ended June 30, 2024, as considered in the Statement. These interim financial information have been reviewed by other auditors whose reports have been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the report of other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement is not modified in respect of these matters.

For **DELOITTE HASKINS & SELLS**
Chartered Accountants
(Firm's Registration No. 117365W)



Kartikeya Raval

Kartikeya Raval
(Partner)

(Membership No. 106189)

UDIN: 24106189BKFQWX4774

Place: Ahmedabad
Date: August 01, 2024

Annexure to Independent Auditor's Review Report

The Parent

1. Arvind Fashions Limited

List of Subsidiaries

1. Arvind Lifestyle Brands Limited
2. PVH Arvind Fashion Private Limited
3. Arvind Youth Brands Private Limited
4. Value Fashion Retail Limited



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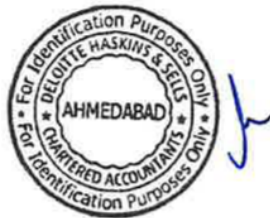
Statement of Consolidated Unaudited Financial Results for the Quarter Ended June 30, 2024

(₹ In Crores except per share data)

Sr. no	Particulars	Quarter Ended		Year Ended	
		30.06.2024 Unaudited	31.03.2024 (Refer Note 7)	30.06.2023 Unaudited	31.03.2024 Audited
1	Income				
	(a) Revenue from Operations	954.84	1,093.85	866.68	4,259.12
	(b) Other Income	7.45	12.99	9.66	33.74
	Total Income	962.29	1,106.84	876.34	4,292.86
2	Expenses				
	(a) Purchases of stock-in-trade	444.06	533.21	456.69	2,074.41
	(b) Changes in inventories of stock-in-trade	(16.71)	0.96	(61.61)	(37.31)
	(c) Employee benefits expense	66.42	71.33	58.05	260.07
	(d) Finance costs	38.11	35.44	34.38	144.18
	(e) Depreciation and amortisation expense	61.26	59.09	54.64	230.08
	(f) Other expenses	345.56	353.23	320.07	1,451.42
	Total Expenses	938.70	1,053.26	862.22	4,122.85
3	Profit Before Exceptional Items and tax from continuing operations (1-2)	23.59	53.58	14.12	170.01
4	Exceptional Items (Refer Note 8)	-	-	-	(6.17)
5	Profit Before tax from continuing operations (3+4)	23.59	53.58	14.12	163.84
6	Tax Expense				
	Current Tax	11.71	7.84	18.00	50.52
	Deferred Tax Charge/ (Credit)	(1.90)	5.53	0.77	6.73
	Total Tax Expense	9.81	13.37	18.77	57.25
7	Net Profit for the period from Continuing Operations (5-6)	13.78	40.21	(4.65)	106.59
	Discontinued Operations (Refer Note 5)				
8	Profit/(Loss) Before Tax for the period from Discontinued Operations	0.14	(0.54)	0.31	30.73
9	Tax Expense on Discontinued Operations	-	-	0.19	0.21
10	Net Profit/(Loss) for the period from Discontinued Operations (8-9)	0.14	(0.54)	0.12	30.52
11	Net Profit/(Loss) for the period from Continuing Operations and Discontinued Operations (7+10)	13.92	39.67	(4.53)	137.11
	Attributable to:				
	Equity Holders of the Parent	1.32	24.32	(16.43)	80.64
	Non-controlling interest	12.60	15.35	11.90	56.47
		13.92	39.67	(4.53)	137.11
12	Other Comprehensive Income/ (Loss) (Net of Tax)				
	(a) Items that will not be re-classified to profit and loss				
	(i) Re-measurement gain/(loss) on defined benefit plans	(0.57)	(0.46)	(0.54)	(2.06)
	(ii) Income Tax related to the item above	0.18	0.13	0.18	0.66
	(b) Items that will be re-classified to profit and loss				
	(i) Effective portion of gains / (loss) on cash flow hedges	(0.26)	(0.23)	(1.00)	(1.30)
	(ii) Income Tax related to the item above	0.07	0.06	0.25	0.33
	Other Comprehensive Income/ (Loss) (Net of Tax)	(0.58)	(0.50)	(1.11)	(2.37)
	Attributable to:				
	Equity holders of the Parent	(0.44)	(0.29)	(0.72)	(1.71)
	Non-controlling interest	(0.14)	(0.21)	(0.39)	(0.66)
		(0.58)	(0.50)	(1.11)	(2.37)
13	Total Comprehensive Income/ (Loss) for the Period (11+12)	13.34	39.17	(5.64)	134.74
	Attributable to:				
	Equity holders of the Parent	0.88	24.04	(17.15)	78.93
	Non-controlling interest	12.46	15.13	11.51	55.81
		13.34	39.17	(5.64)	134.74
14	Paid-up Equity Share Capital (Face Value ₹ 4/- per share)	53.29	53.19	53.13	53.19
15	Other Equity				950.10
16	Earnings Per Share in ₹ (Not Annualised)				
	Continuing Operations				
	-Basic	0.09	1.87	(1.25)	3.77
	-Diluted	0.09	1.87	(1.25)	3.76
	Discontinued Operations				
	-Basic	0.01	(0.04)	0.01	2.30
	-Diluted	0.01	(0.04)	0.01	2.29
	Continuing and Discontinued Operations				
	-Basic	0.10	1.83	(1.24)	6.07
	-Diluted	0.10	1.83	(1.24)	6.05

(See accompanying notes to the Consolidated Unaudited Financial Results)

Bengaluru
August 01, 2024



For Arvind Fashions Limited

Shailesh Chaturvedi
Shailesh Chaturvedi
Managing Director & CEO
DIN: 03023079

ARVIND FASHIONS

Regd Office : Arvind Limited Premises, Naroda Road, Ahmedabad - 380 025.

CIN : L52399GJ2016PLC085595

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Notes:

- The above consolidated unaudited financial results have been prepared in accordance with Indian Accounting Standards as prescribed under section 133 of the Companies Act 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 as amended from time to time.
- The above consolidated unaudited financial results were reviewed and recommended by the Audit Committee and subsequently approved by the Board of Directors at their meeting held on August 01, 2024 in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation 2015. The same have been subjected to Limited Review by the Statutory Auditors.
- The Group is primarily engaged in the business of Branded Apparels (Garments and Accessories) which in the terms of Ind AS 108 on 'Operating Segments', constitutes a single reporting segment.
- ESOP Share Allotment: Pursuant to various Employees Stock Option Schemes, following equity shares of Rs. 4/- each were allotted to the option grantees:

Particulars	Quarter Ended			Year Ended
	30.06.2024	31.03.2024	30.06.2023	31.03.2024
Shares allotted	2,41,750	24,500	5,000	1,58,800

5 Discontinued Operations

During the previous year, the parent had entered into Share Purchase Agreement (SPA) with Reliance Beauty & Personal Care Limited to sell and transfer entire equity stake held in Arvind Beauty Brands Retail Limited (ABBRL) (now known as Reliance Luxe Beauty Limited). ABBRL ceased to be a subsidiary from November 03, 2023.

During the previous quarter ended March 31, 2024, the Management of Arvind Lifestyle Brands Limited (ALBL), a wholly owned subsidiary had decided to discontinue the Brands Aeropostale and Ed Hardy.

Accordingly, above operations are considered as discontinued operations in accordance with Ind As 105 and accordingly, re-classified the financial results for the periods presented.

Particulars	Quarter Ended			Year Ended
	30.06.2024	31.03.2024	30.06.2023	31.03.2024
(a) Total Income	1.07	0.02	91.73	218.27
(b) Total Expense	0.93	0.56	91.42	281.82
(c) Profit / (Loss) Before tax	0.14	(0.54)	0.31	(63.55)
(d) Tax Expense / (Credit)	-	-	0.19	0.21
(e) Profit / Loss for the period from Discontinued Operations (c) - (d)	0.14	(0.54)	0.12	(63.76)
(f) Gain on disposal of Subsidiary (Net of cost to sell and taxes)	-	-	-	94.28
(g) Profit / Loss from Discontinued Operations (e) + (f)	0.14	(0.54)	0.12	30.52

- During the previous quarter ended March 31, 2024, pursuant to a Deed of assignment of Trademark entered between wholly owned subsidiary i.e. Arvind Lifestyle Brands Limited (ALBL) and Parent i.e. Arvind Fashions Limited (AFL). AFL has acquired all the rights, title and interest for the trademarks of Ruf & Tuf and Newport from the ALBL, for a consideration of Rs. 47.40 crores determined by the independent valuer, being the Fair value of the said trademarks on the date of the transfer. As a Group, this transaction does not have impact on the Consolidated financial results. Both the brands, Ruf & Tuf and Newport are classified as continuing operations.
- The figures for the quarter ended March 31, 2024 are the balancing figures between the audited figures in respect of full financial year and the published unaudited year to date figures up to the third quarter ended December 31, 2023 which were subjected to limited review by the statutory auditors.

8 Exceptional Item

Particulars	Quarter Ended			Year Ended
	30.06.2024	31.03.2024	30.06.2023	31.03.2024
(a) Sales Tax Written off *	-	-	-	6.17
Total	-	-	-	6.17

* During the previous year, one of the subsidiary company has closed cases under Karasamadhana Scheme, 2023 related to pre GST litigations for KVAT in Karnataka.

Bengaluru
August 01, 2024



For Arvind Fashions Limited

Shallesh Chaturvedi
Shallesh Chaturvedi
Managing Director & CEO
DIN:03023079

ARVIND FASHIONS

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CIN : L52399GJ2016PLC085595

PRESS RELEASE

Arvind Fashions reports robust financial performance across all key metrics

10%+ revenue growth along with 100 bps EBITDA margin enhancement leading to significant improvement in PBT & PAT Y-o-Y

Bengaluru, Aug 1, 2024: Arvind Fashions Limited (AFL), India's leading casual and denim player, has declared its financial results for the first quarter ended June 30, 2024.

Key Highlights for Q1 FY25

- Revenues grew by 10%+ to Rs. 955 Crs compared to Rs. 867 Crs in Q1 FY24. Sales growth witnessed significant uptick compared to FY24 levels. Growth in Q1 was led by wholesale channel along with healthy 1.5% LTL in retail channel, despite tough market conditions
- Gross margins stood at 55.2%, an improvement of 80 bps Y-o-Y, led by focus on full price sell-thru and product cost efficiencies
- EBITDA grew 19% to Rs. 123 Crs compared to Rs. 103 Crs in Q1 FY24. EBITDA margin improved by 100 bps Y-o-Y to 12.9%
- Profit before tax (from the continuing business) grew by more than 67% to Rs. 24 Crs compared to Rs. 14 Crs in Q1 FY24
- Gross working capital (GWC) days remained stable with inventory days lower by 3 days

Commenting on the performance of the company, **Mr. Shailesh Chaturvedi, MD & CEO** said "AFL's strong Q1 results reflect an all-round financial performance under tough market conditions. Sharp execution and operational rigour has led to more than 10% revenue growth coupled with 100 bps EBITDA margin improvement delivering significant improvement in bottom-line and efficient working capital management. As demand environment improves, with our investment behind all the growth levers including expansion of retail sq. ft., we remain excited about AFL's journey ahead"

Consolidated Financial Performance Summary

Rs. Crore	Q1 FY25	Q1 FY24	Y-o-Y Growth
Revenues	955	867	10%
EBITDA	123	103	19%
PBT	24	14	67%
PAT*	1	(17)	-

* For continuing business

About AFL

Arvind Fashions Ltd is India's no. 1 casual and denim player, a lifestyle powerhouse with a strong portfolio of fashion brands catering to consumers across the sub-categories and price points. With a host of renowned brands, both international and indigenous, like U.S. Polo Assn., Arrow, Tommy Hilfiger, Calvin Klein and Flying Machine, it has presence across lifestyle brands.

For more information, please contact:

Ankit Arora

Head – Investor Relations

Arvind Fashions Limited

Ankit.arora@arvindfashions.com

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Disclaimer:

This document by Arvind Fashions Limited ('the Company') contains forward-looking statements that represent our beliefs, projections and predictions about future events or our future performance. These forward-looking statements are necessarily subjective and involve known and unknown risks, uncertainties and other important factors that could cause our actual results performance to differ materially from any future results or performance described in or implied by such statements. The forward-looking statements contained herein include statements about the Company's business prospects, its ability to attract customers, its expectation for revenue generation and its outlook. These statements are subject to the general risks inherent in the Company's business. These expectations may or may not be realized. Some of these expectations may be based upon assumptions or judgments that prove to be incorrect. In addition, the Company's business and operations involve numerous risks and uncertainties, many of which are beyond the control of the Company, which could result in the Company's expectations not being realized or otherwise materially affect the financial condition, results of operations and cash flows of the Company. The forward-looking statements are made only as of the date hereof, and the Company does not undertake any obligation to (and expressly disclaims any obligation to) update any forward-looking statements to reflect events or circumstances after the date such statements were made, or to reflect the occurrence of unanticipated events.



Q1 FY25 RESULTS PRESENTATION

ARVIND FASHIONS

Aug | 2024

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AGENDA



01

Q1 Performance Highlights



02

Q1 FY25 Results



03

Way Forward

Q1 FY25 PERFORMANCE HIGHLIGHTS

FY25 OBJECTIVES - WHAT WE HAVE SET FOR OURSELVES

	Objectives
Sales & Profitability	<ul style="list-style-type: none">• Aspiration to grow revenues by double-digit with focus on profitability• Maintain cost control focus & operating leverage to aid EBITDA & PAT margins expansion
Improve brand salience	<ul style="list-style-type: none">• Continued investments in advertisement to drive market share gains• Product innovation
Retail ops & key performance indicators	<ul style="list-style-type: none">• Maintain focus on superior retail ops, aiding better customer experience, sell-thru's and lower discounting• Expand new retail format(s) for existing brands & scale adjacent categories
Accelerate store expansion	<ul style="list-style-type: none">• Gross opening of ~150 stores, largely through FOFO route• Significant net sq. ft. addition over FY24
Working capital, debt & return ratios	<ul style="list-style-type: none">• Higher free cash flow generation through continued working capital efficiency and asset-light approach• De-leveraging to continue• Further improvement in ROCE & ROE

MARKET & ECONOMY UPDATE



Overall market conditions remain soft; impacted by elections, peak heatwave & lack of wedding dates

Early onset of EOSS and higher discounting across the industry

Premiumization continues to be a differentiator

Raw material costs and inflation largely remain stable

Q1 FY25 BUSINESS HIGHLIGHTS



QUARTERLY SALES

10%+ sales growth Y-o-Y; significant uptick from FY24 levels

Retail LTL of 1.5%; continued focus on superior retail experience

Growth driven by market share gains and despite decision to postpone EOSS



GROWTH DRIVERS

Adjacent categories aiding growth; **womenswear** business doubled Y-o-Y

Premiumization across brands continue to witness strength & strong demand

Gross addition of **29 EBOs**; net sq. ft. addition of ~45k to ~11.17L sq. ft.



CHANNEL-WISE PERFORMANCE

All round growth across channels

Online direct-to-consumer business (marketplace + NNNow) grew **60%+** Y-o-Y

~15% growth in wholesale channel Y-o-Y



EBITDA

EBITDA at ₹ 123 crores; **19%+** growth Y-o-Y

EBITDA margins higher by **100 bps** through higher gross margins & strong costs control



WORKING CAPITAL & PAT

GWC days remained stable; inventory lower by **3 days** and turns continue **~4x**

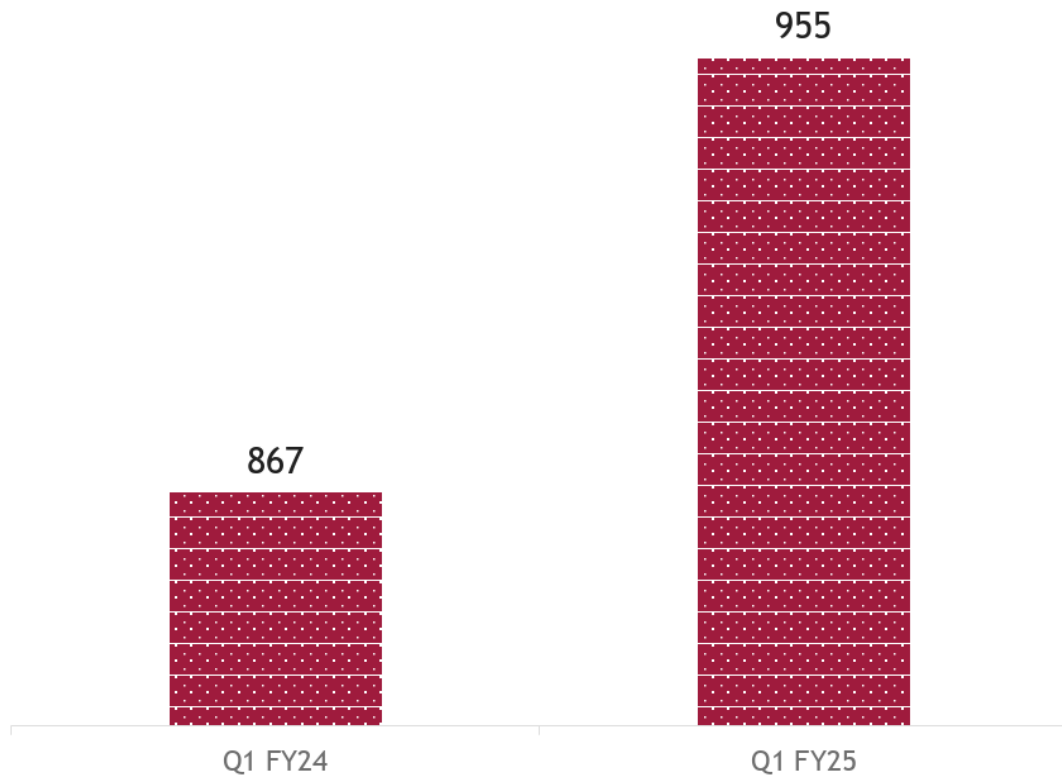
67%+ growth in PBT Y-o-Y

Significant improvement in PAT vs loss of ₹ 17 crores in Q1 FY24

ALL ROUND CHANNEL PERFORMANCE LEADING TO ROBUST SALES GROWTH

Sales

(₹ in crores)

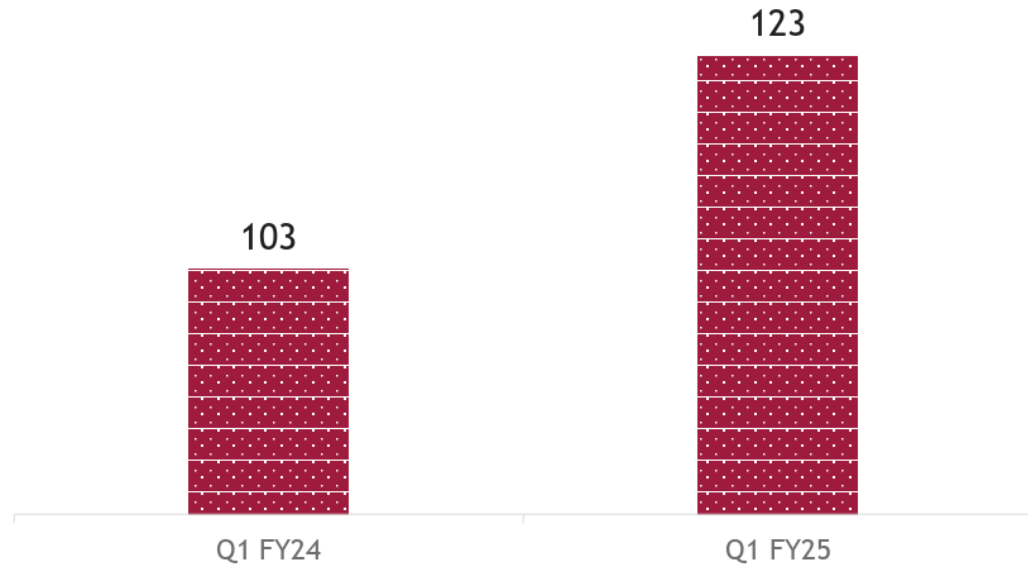


- Overall revenue growth of 10%+, significant uptick compared to Q4 & FY24 levels
- ~15% growth in wholesale channel, on account of seasonality alignment
- EBO count stood at 944 as of June'24, net sq. ft. addition at ~45k

LEADING TO STRONG PROFITABILITY IMPROVEMENT

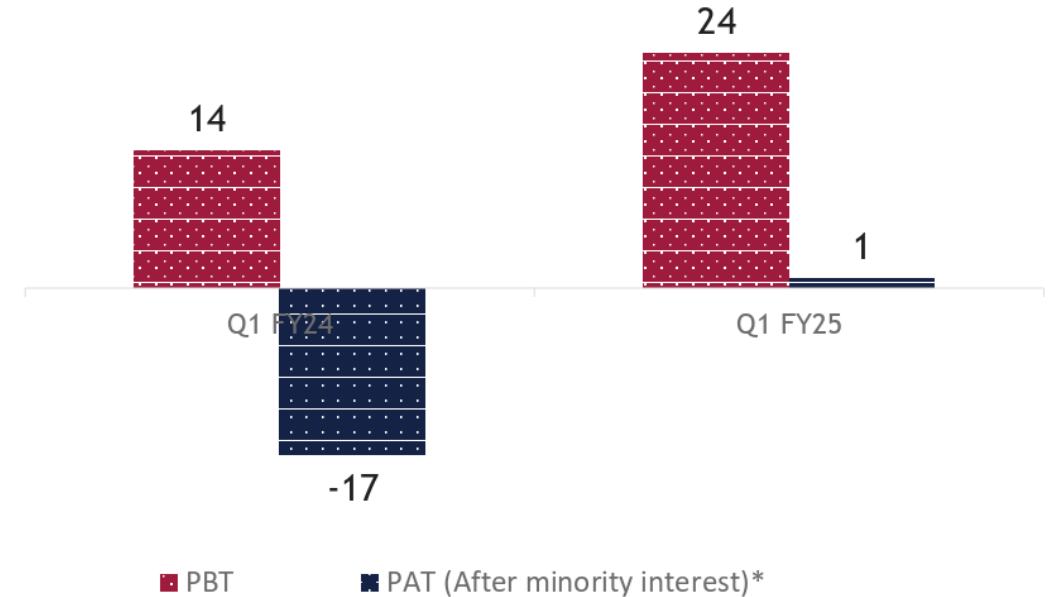
EBITDA

(₹ in crores)



PBT and PAT (after minority interest)

(₹ in crores)



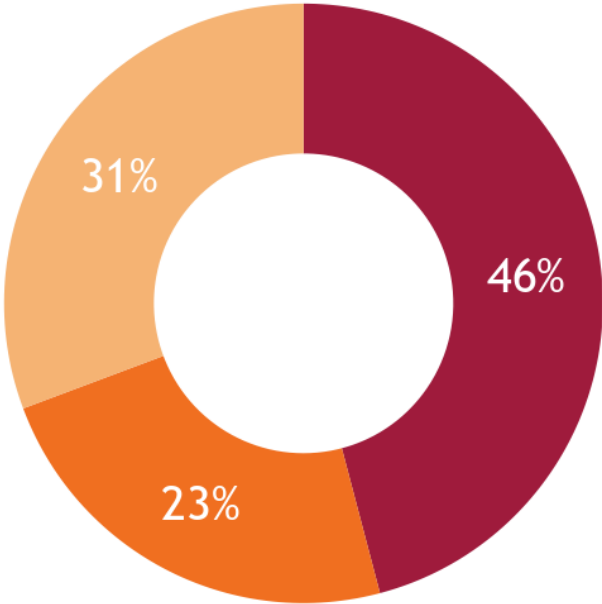
* For continuing business



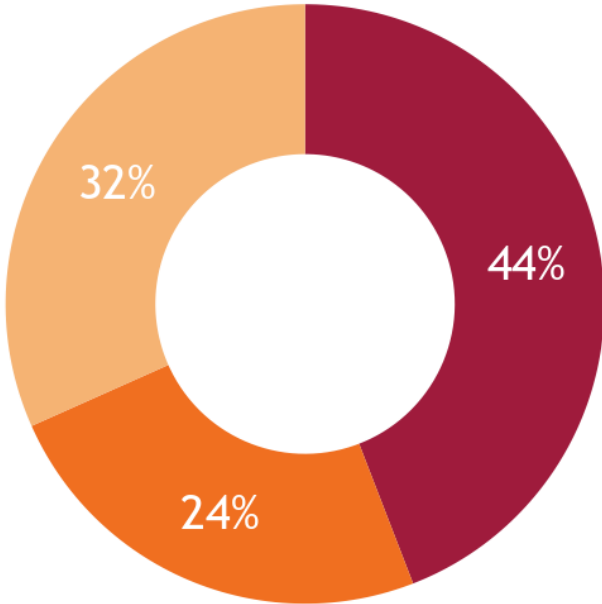
Improvement in EBITDA margins by 100 bps Y-o-Y aided by higher gross margins and costs control

CHANNEL MIX

Q1 FY24



Q1 FY25



Wholesale (MBO + Dept. Stores) Retail Online & Others

CONTINUED JOURNEY OF OPENING MARQUEE EBOs



Banjara Hills, Hyderabad



Indiranagar, Bengaluru

CONTINUED JOURNEY OF OPENING MARQUEE EBOs



Club A, Lucknow Airport



Surat

CONTINUED JOURNEY OF OPENING MARQUEE EBOs



Flying Machine, Mall of India



U.S. POLO ASSN.
SINCE 1890



FLYING MACHINE



ARROW
USA • 1851



Q1 FY25 PERFORMANCE HIGHLIGHTS

BRAND HIGHLIGHTS

Brand Highlights



U.S. POLO ASSN.
SINCE 1890



- Witnessed strong growth and strengthened leadership position in casual lifestyle category across channels, resulting in brand moving towards 2,000+ Crs NSV
- Premiumization continues to be key differentiator aiding strong sell-thru's
- Momentum on opening larger iconic & marquee stores across the country
- Adjacent categories continue to strengthen the brand - growth in footwear & kidswear and strong promise in womenswear



Brand Highlights



- Mega marketing event in Mumbai in June - Arrow X GQ Event with Hrithik Roshan
- Lack of wedding dates in Q1, resulting in slower growth
- Premiumization through '1851' & Italian line continues to drive differentiation
- Improved connect with younger consumers through NewYork line
- Expanding new retail identity with sharper focus on retail experience and opening of EBOs



Brand Highlights



- Transformational journey continues with fresh brand identity including new logo, design and brand positioning
- Positive response from various channel partners resulting in rapid expansion of distribution
- Adjacent category extension through footwear to aid revenue growth



Brand Highlights



- Premiumization continues to help brand deliver superior sales growth and profitability
- Continued focus on differentiated customer experience resulting in strong sell-thru's
- Brand continues to make giant strides towards achieving 1000 Crs NSV

Brand Highlights



- Premiumization trend helping brand deliver industry leading sell-thru's and LTL growth
- Market leadership in bridge to luxury segment in Jeans, Tees and Innerwear categories
- Robust sell-thru's despite challenging consumer demand scenario

Q1 FY25 - GROUPWISE PERFORMANCE

(₹ in crores)

	Sales			EBITDA			EBITDA %	
	Q1 FY25	Q1 FY24	% Growth	Q1 FY25	Q1 FY24	% Growth	Q1 FY25	Q1 FY24
Power Brands	955	867	10.2%	123	103	19.2%	12.9%	11.9%
Total	955	867	10.2%	123	103	19.2%	12.9%	11.9%

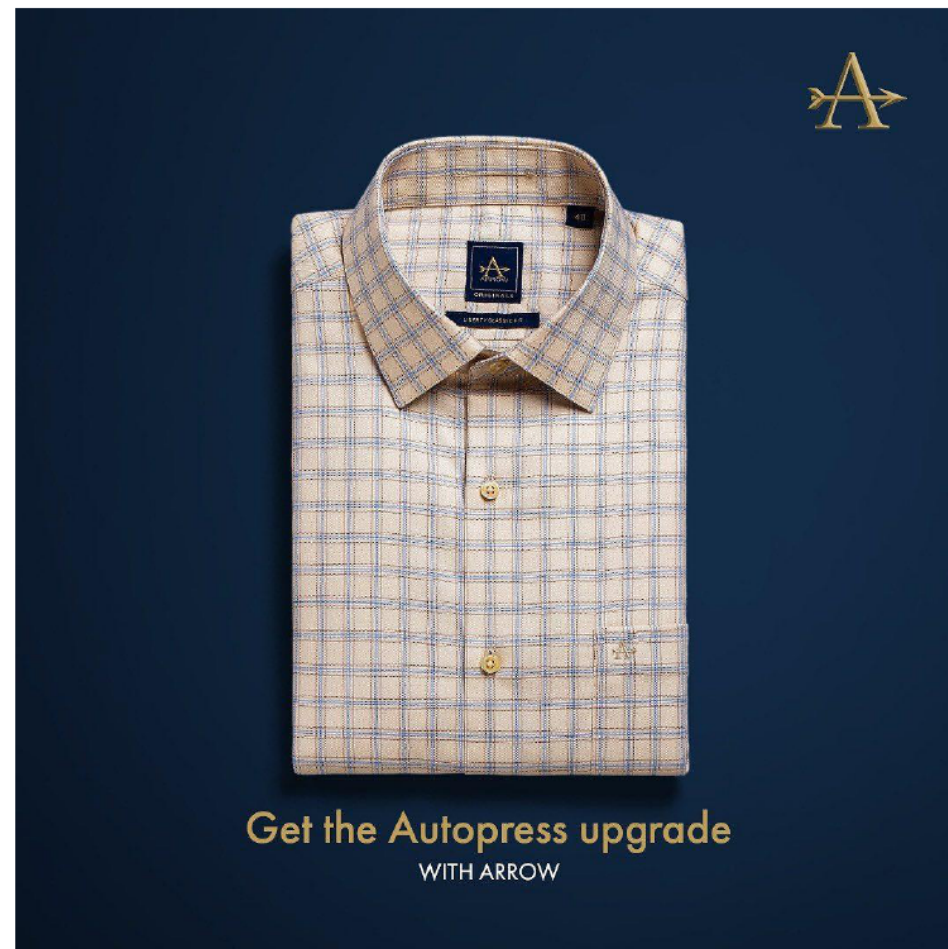
EBITDA margin expansion of 100 bps with stronger cost control and gross margin improvement

Note:
Power Brands - US Polo Assn., Tommy Hilfiger, Flying Machine, Arrow and Calvin Klein

Q1 FY25 RESULTS

Q1 FY25 - PERFORMANCE SNAPSHOT

	(₹ in crores)	
	Q1 FY25	Q1 FY24
Revenue from Operations	955	867
Other Income	7	10
Total Income	962	876
EBITDA	123	103
PBT	24	14
Taxes	10	19
Minority Interest	13	12
PAT	1	(17)
Profit/(loss) from discontinued operations	0	0
Reported PAT	1	(16)



EFFICIENT WORKING CAPITAL MANAGEMENT

(₹ in crores)

	Jun'24	Jun'23	Mar'24
Inventory	1063	1174	1068
Inventory days	91	94	94
Receivables	575	451	647
Debtor days	49	46	47
GWC	1637	1625	1715
GWC days	141	140	141
Payables	923	916	936
Creditor days	81	88	81
NWC	715	709	779
NWC days	59	52	59

Note for days calculation, for example:
 Inventory days = Average TTM Inventory / TTM Revenues * 365

GWC days largely remained stable with focus on inventory turn leading to improvement of 3 days

WAY FORWARD

WAY FORWARD

AFL

With early festival calendar, hopeful of growth acceleration to continue (compared to FY24 levels)

Continue execution on profitability improvement through operating leverage & cost optimization etc.

Focused retail network expansion across brands through FOFO model

Decisive focus on scaling existing 5 brands through innovative retail formats, higher network expansion & cash accruals

Whole-hearted investments in advertising & re-energizing brand salience

Working capital control and FCF generation leading to higher ROCE

Arvind FASHIONS

THANK YOU