

## PRESS RELEASE

### **Arvind Fashions records double-digit revenue growth for FY19**

#### **EBITDA grows by 26%, margin expands 80 bps**

**Bengaluru, May 16, 2019:** Arvind Fashions Limited (AFL), India's leading casual and denim player, has declared its financial results for the fourth quarter and fiscal year 2019.

#### **Highlights for FY19:**

- **Total revenues grew by 10% percent year-on-year (underlying revenue growth of 15%)**
- **EBITDA grew 26% to INR 288 Crore**
- **EBITDA margins improve 80 bps year-on-year to 6.2%**
- **PAT stood at INR 17 Crore, growth of 15%**

<b>Results (INR Crore)</b>	<b>FY19</b>	<b>FY18</b>	<b>Growth</b>	<b>Q4 FY19</b>	<b>Q4 FY18</b>	<b>Growth</b>
Revenue	4,644	4,219	10%	1,169	1,151	2%
Underlying Revenue*	4,362	3,796	15%	1,082	1,051	3%
EBITDA	288	229	26%	85	75	13%

*\*Underlying revenue represents figures excluding IndAS 115 restatement*

#### **Business Group Highlights**

- **Power Brands** (comprising of US Polo, Arrow, Flying Machine and Tommy Hilfiger) recorded revenue growth of 9% in FY19 to INR 2,797 Crore (underlying revenue growth of 16%). EBITDA rose by 23% in FY19 to INR 344 Crore. Margins expanded by 140 bps to 12.3%.
- **Specialty Retail** (consisting of Unlimited, GAP and Sephora) registered robust growth of 17% in FY19 to INR 1,110 Crore. EBITDA margins were lower by 230 bps in FY19 (at -3.9%), largely on account of higher losses in Unlimited business.
- **Emerging brands** (comprising of brands like Calvin Klein, Aeropostale, Ed Hardy, etc.) grew by 5% in FY19 to INR 737 Crore (underlying revenue growth of 10%). Continued the strong trajectory of operational improvement to deliver EBITDA margins of -1.8%, an improvement of 320 bps over FY18.

**Outlook:** During FY20, Company will remain focused on driving improved profitability, along with increasing discipline around cash generation, consolidation of Unlimited business and continuous evaluation of our brands portfolio to optimize returns in our strategy of growth and profitability for future.

Power brands and other selected brands will continue to grow with increased investments in both marketing and channel expansion including retail in Tier 2 & 3 cities.

## Listing Update

Arvind Fashions Limited was demerged from Arvind Limited with effect from November 30, 2018. Pursuant to receipt of various statutory & regulatory approvals, Arvind Fashions Limited got listed on Bombay Stock Exchange (BSE) and National Stock Exchange (NSE) on March 08, 2019.

## **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 US Polo Assn., Arrow, GAP, Tommy Hilfiger, Calvin Klein, Flying Machine and Sephora, it has presence across lifestyle brands, value fashion and prestige beauty.

## **For more information, please contact:**

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