

PRESS RELEASE

Arvind Fashions reports strong performance with sales growth of 30% and EBITDA growth of 62% resulting in achievement of positive PAT milestone

Bengaluru, Feb 11, 2022: Arvind Fashions Limited (AFL), India's leading casual and denim player, has declared its financial results for the third quarter and nine months ended December 31, 2021.

Key Highlights

- Q3 FY22 revenues grew by 30% to Rs. 1,008 Crs compared to Q3 FY21. This was driven by higher footfalls & sharper execution in the retail channel resulting in 40%+ LTL growth and continued momentum in the online channel sales. Revenue growth was 20%, compared to pre-COVID level in Q3 FY20
- Power brands revenues grew by 25% with EBITDA margin expanding by 150 bps on Y-o-Y basis
- Strong sales growth along with higher gross margin and cost control led to EBITDA growth of 62% to Rs. 106 Crs and expansion in EBITDA margins by 200 bps
- Continued to strengthen our leadership position in online channel through 20%+ revenue growth in the quarter and 2.1x increase compared to pre-COVID (Q3 FY20)
- Achieved significant milestone of becoming PAT positive company
- Strong process controls in inventory and better debtors realization yielded in significantly efficient working capital cycle. Delivered >4x inventory turns (on sales) for the quarter
- Net debt stood at Rs. 430 Crs; lower by ~Rs. 500 Crs compared to Mar'21

Commenting on the performance of the company, **Mr. Shailesh Chaturvedi, MD & CEO** said "We're extremely proud to achieve significant milestone of becoming PAT positive company during the quarter. Our financial performance was strong through sharp execution in retail channel resulting in 40%+ like-to-like (LTL) growth and continued momentum in online channel, leading to EBITDA margins expansion by 200 bps. With significant de-leverage and leaner balance sheet coupled with continued focus on our 6 high conviction brands, we're confident of delivering sustainable profitable growth over long term while creating value for all our stakeholders"

Consolidated Financial Performance Summary

Rs. Crore	Q3 FY22	Q3 FY21	Y-o-Y Growth
Revenues	1008	773	30%
EBITDA	106	65	62%
PBT (continuing operations)	22	(29)	-
PAT including discontinued operations	6	(68)	-

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, Tommy Hilfiger, Calvin Klein, Flying Machine and Sephora, it has presence across lifestyle brands and prestige beauty.



For more information, please contact:

Ankit Arora

Head – Investor Relations

Arvind Fashions Limited

Ankit.arora@arvindbrands.co.in

Mobile: +91 99206 64475

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