

PRESS RELEASE

Arvind Fashions records highest ever Q1 sales & profitability;

Sales & EBITDA growth of 40% and 52% (compared to pre-Covid)

Bengaluru, Aug 10, 2022: Arvind Fashions Limited (AFL), India's leading casual and denim player, has declared its financial results for the first quarter ended June 30, 2022.

Key Highlights for Q1 FY23

- Revenues grew by 40% to Rs. 920 Crs compared to pre-Covid level (Q1 FY20). This was led through sharp execution across retail channel witnessing ~25% LTL growth. It was also aided by robust performance in other channels including online and MBO which grew by 1.9x and 2.5x respectively over pre-Covid levels
- Power brands revenues witnessed growth of 44% (vs. pre-Covid) with USPA and Tommy Hilfiger continuing its trajectory of double-digit EBITDA margins (pre-IndAS)
- Record full price sell-thru's across brands and lower discount resulted in increase in gross margins by 640 bps (Y-o-Y)
- EBITDA increased to Rs. 94 Crs; growth of 52% over pre-Covid level

Commenting on the performance of the company, **Mr. Shailesh Chaturvedi, MD & CEO** said "It has been a great start to FY23 with strong consumer demand across channels and categories, resulting in record performance with highest ever Q1 sales and profitability. We expect this momentum to continue for rest of the year leading to significant improvement in our return on capital employed (ROCE). Further, we will continue to invest behind omni-channel and retail capabilities to build stronger consumer engagement"

Consolidated Financial Performance Summary

Rs. Crore	Q1 FY23	Q1 FY22	Y-o-Y Growth	Growth (vs. Q1 FY20)
Revenues	920	319	188%	40%
EBITDA	94	(25)	-	52%
PBT	13	(120)	-	-

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.

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