

December, 2022

Arvind fASHIONS



Arvind Fashions Limited

Investor Conference

www.arvindfashions.com





U.S. POLO ASSN.
SINCE 1890



ARROW
USA • 1851



SEPHORA

ARVIND FASHIONS

AFL Strengths

A lifestyle platform with immense brands and distribution strengths; strong potential to add high growth adjacencies

**Strong Brand Portfolio
with leadership
positions**

**Lifestyle platform
with presence across
categories**

**Multi channel
distribution network
with wide reach**

**Leadership in omni-channel
commerce**

**Superior capabilities in design &
sourcing**

Professionally run organization with strong management team; backed by rich legacy of Lalbhai group

Resilience & Resurgence during COVID : Business Reset Initiatives Undertaken

1.

**Portfolio
Rationalization**

2.

**Working Capital
Optimization**

3.

**Cost Control and
improvement in
productivity**

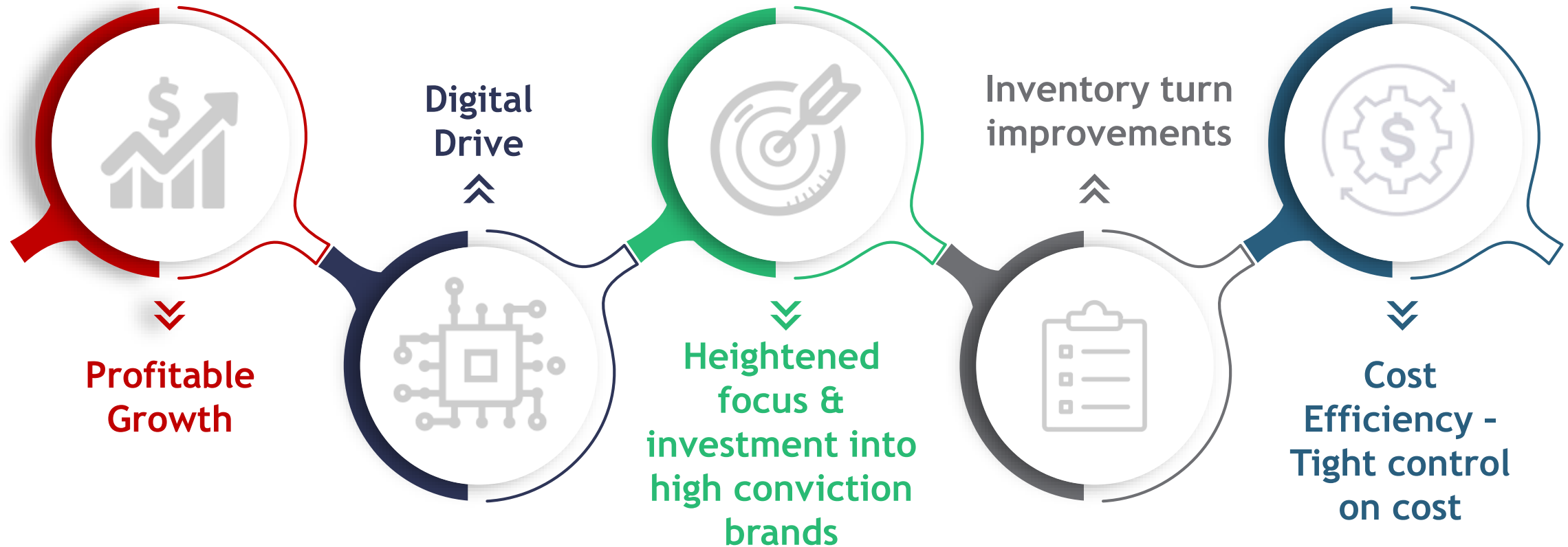
4.

**Re-capitalisation of
the business**

5.

**Underperforming
brands - Turnaround
or Exit**

The Journey Ahead



Achieve growth of ~15 %
per annum

Close to double digit
portfolio EBIDTA* Margins
by year ending Mar'23

ROCE target of >20% by year
ending Mar'24

Multiple growth drivers across our brands



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Market leader in men's casual wear and adjacent product categories



Renowned heritage brand witnessing sharp turnaround as consumers go back to work post pandemic



ck
Calvin Klein

Brands with dominant market share in super premium segment



Transformation to an online focused youth brand

SEPHORA

Leading player in prestige cosmetic beauty category

USPA Outlook

BUSINESS UPDATE

- 1st Brand in the AFL Portfolio likely to soon reach Rs. 2000 Crs revenues
- Maintain profitability of double-digit EBITDA (pre-IndAS)
- Online leadership with growth of Marketplace



#1 Casual Wear Brand in India

FUTURE GROWTH DRIVERS

- Premiumization of product offering
- Launch of Brand Website, **uspoloassn.co.in**
- Build Sportswear & Athleisure categories across clothing & footwear



Brand.com - Phygital

Driven by expert professional management team



Shailesh Chaturvedi
MD & CEO

- Unique global experience with expertise of >3 decades in leading marquee industry brands
- 16+ years in Arvind



Anurag Pandey
COO - Footwear

- 4+ years in Arvind
- 15+ years: Aldo, Hush Puppies, Bata etc



Nidhi Raj
CEO - Flying Machine

- 1+ year in Arvind
- 20+ years: Madura, Raymond



Amitabh Suri
CEO - US Polo Assn.

- 2+ years in Arvind
- 21+ years: Indian Terrain, Shoppers Stop



Nitesh Kanchan
CEO - Sephora

- 8+ years in Arvind
- 13+ years: Madura, Pantaloons



Piyush Gupta
CFO

- 1+ years in Arvind
- 25+ years: Bata, Coke, Electrolux



Suman Saaha
CEO - Arrow

- 1+ year in Arvind
- 18+ years: Raymond, Madura



Rajat Arora
Chief Supply Chain Officer

- 1+ year in Arvind
- 21+ years: Pidilite, VIP, Madura, ITC

Leadership with high pedigree, relevant experience and strong track record of execution

Consistent improvement in financial performance post COVID

**INR 40+ Bn
Revenues**
(H1 FY23 annualized)

~680 bps
improvement in EBITDA
margins
(H1 FY23 vs H1 FY22)

Positive PAT for
last 4 consecutive
quarters

~15% ROCE
(Q2 FY23 annualized)

**>4x Inventory
turns** (on Sales; as of Q2
FY23)

**NWC of 36
days**; lower by 6 days
(Q2 FY23 vs Q2 FY22)

Outlook

Industry leading growth

Scale up of adjacencies across brands

Accelerated store network expansion

Digital channel leadership and investment in omni & direct-to-consumer

Focus on strengthening balance sheet and free cash flow generation



Thank You