

## PRESS RELEASE

### **Arvind Fashions reports strong financial performance with 17% revenue growth, EBITDA growth of 29% and margin improvement to 11.6%**

**Bengaluru, Feb 14, 2023:** Arvind Fashions Limited (AFL), India's leading casual and denim player, has declared its financial results for the third quarter and nine months ended Dec 31, 2022.

#### **Key Highlights for Q3 FY23**

- Recorded best ever sales in Quarter 3
- Revenues grew by 17% to Rs. 1,179 Crs compared to Rs. 1,008 Crs in Q3 FY22. This was aided by industry leading retail LTL of 12%+ and over 40% growth in department stores channel
- Power brands revenues registered growth of 18% leading to strong improvement in its EBITDA margins by ~140 bps
- U.S. Polo Assn. continued leadership dominance in casual wear with its NSV crossing 1500 Crs at end Jan'23
- Brand adjacencies becoming significant growth drivers for the Company. Footwear and kids wear businesses registered 45%+ growth Y-o-Y
- Industry leading full price sell-through for AW'22 drove gross margin expansion of 160 bps (Y-o-Y)
- EBITDA margin higher by 110 bps, led by improvement in gross margins and operating leverage. EBITDA increased to Rs. 136 Crs (vs Rs. 106 Crs in Q3 FY22); growth of 29%
- Sustained ROCE (annualized) at ~15% in Q3 FY23

Commenting on the performance of the company, **Mr. Shailesh Chaturvedi, MD & CEO** said "Our Q3 results reflect further infusion of energy into our business with strong portfolio of brands, delivering healthy results with 17% growth in NSV and nearly 30% growth in EBITDA. With sharp focus on execution and customer experience, business delivered 12%+ retail like-to-like sales growth and record sell through. Our aim continues to be on improving profitability further and deliver a higher ROCE from our business."

#### **Consolidated Financial Performance Summary**

Rs. Crore	Q3 FY23	Q3 FY22	Y-o-Y Growth	YTD FY23	YTD FY22	Y-o-Y Growth
Revenues	1179	1008	17%	3281	2139	53%
EBITDA	136	106	29%	367	153	140%
PBT	34	22	55%	92	(120)	-
PAT	8	6	28%	26	(268)	-

#### **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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