

PRESS RELEASE

Arvind Fashions reports another consistent quarter of strong performance

24% revenue growth, 190 bps op. margin increase & multi-fold growth in PAT

Bengaluru, May 30, 2023: Arvind Fashions Limited (AFL), India's leading casual and denim player, has declared its financial results for the fourth quarter and fiscal year ended Mar 31, 2023.

Key Highlights for Q4 FY23

- Revenues grew by 24% to Rs. 1,140 Crs compared to Rs. 917 Crs in Q4 FY22. This was aided by sharp rigour on retail operations leading to robust retail LTL of 17% and robust growth in other offline channels
- Power brands revenues registered growth of 26% leading to strong improvement in its EBITDA margins by 120 bps
- U.S. Polo Assn. continued its domination in casual lifestyle category with significant momentum in its journey towards 2,000+ Crs NSV
- Investment in brand adjacencies yielding strong results; footwear and kids wear businesses grew by 50%+ and ~25% respectively
- 47% growth in EBITDA to Rs. 138 Crs compared to Rs. 94 Crs in Q4 FY22. EBITDA margins improved by 190 bps through lower discounting, higher sell-thru's and operating leverage
- Tighter inventory management resulted in >4x turns, aiding lower gross working capital by 22 days
- ROCE (Q4 annualized) at ~14%
- Board of Directors of the Company recommended a dividend of Rs. 1/- (Rupees One only) per equity share of Rs. 4/- each for the financial year ended 31st March, 2023, subject to the approval of the shareholders of the Company at the ensuing Annual General Meeting ('AGM')

Commenting on the performance of the company, **Mr. Shailesh Chaturvedi, MD & CEO** said "Our differentiated brand proposition across multiple categories and channels continued to attract robust consumer demand, resulting in Company crossing milestone of 4,000 Crs NSV and an improved financial performance across all metrics during FY23. We continue to expand our reach across the country and remain excited about the future potential to capture significant growth opportunities that lie ahead along with sharper focus on improving profitability further and generate higher return on capital employed (ROCE)."

Consolidated Financial Performance Summary

Rs. Crore	Q4 FY23	Q4 FY22	Y-o-Y Growth	FY23	FY22	Y-o-Y Growth
Revenues	1140	917	24%	4421	3056	45%
EBITDA	138	94	47%	505	247	104%
PBT	36	10	255%	128	(110)	-
PAT	11	1	1299%	37	(267)	-

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:

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Disclaimer:

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