

PRESS RELEASE

Arvind Fashions posts strong performance despite muted market conditions

Clocks highest ever quarterly EBITDA aiding 71% growth in PAT

Bengaluru, Feb 5, 2025: 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, 2024.

Key Highlights for Q3 FY25

- Revenues grew by ~7% to Rs. 1,203 Crs compared to Rs. 1,125 Crs in Q3 FY24. Robust growth was witnessed across retail & online B2C channel, while wholesale channel stayed flat
- Retail LTL was strong at 11%, led by investments in upgrading customer experience and differentiated celebrity capsule collections
- Highest ever quarterly EBITDA at Rs. 174 Crs compared to Rs. 150 Crs in Q3 FY24. EBITDA margins improved by more than 110 bps Y-o-Y to 14.5% through better channel mix, lower discounting & continued cost optimization efforts. EBITDA grew by 16% on Y-o-Y basis
- Profit before tax (PBT) witnessed strong growth of 55% to Rs. 69 Crs compared to Rs. 44 Crs in Q3 FY24
- PAT (from continuing operations) grew by 71% to Rs. 28 Crs compared to Rs. 16 Crs in Q3 FY24
- Gross working capital (GWC) days largely remained stable at 143 days

Commenting on the performance of the company, **Mr. Shailesh Chaturvedi, MD & CEO** said "AFL delivered yet another quarter of differentiated results despite tepid demand scenario across the industry. Retail LTL of 11% is a clear reflection of our conscious investments in upgrading customer experience and celebrity collab collection, helping deliver 7% revenue growth. Favourable channel mix & lower discounting coupled with cost efficiencies resulted in the highest ever quarterly EBITDA and 71% growth in PAT. Our decisive focus on scaling existing brands is helping us gain market share. Moving forward, we will continue to stay committed to profitable growth & generate higher ROCE."

Consolidated Financial Performance Summary

Rs. Crore	Q3 FY25	Q3 FY24	Y-o-Y Growth	YTD FY25	YTD FY24	Y-o-Y Growth
Revenues	1,203	1,125	6.9%	3,431	3,165	8.4%
EBITDA	174	150	16.1%	467	396	17.8%
PBT	69	44	55.5%	159	110	44.0%
PAT*	28	16	70.9%	59	25	132.5%

* For continuing operations

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 U.S. Polo Assn., Arrow, Tommy Hilfiger, Calvin Klein and Flying Machine, it has presence across lifestyle brands.

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