



Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. PDS Multinational Group will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



Company Overview



Management's Message



Operational & Financial Highlights Q1 FY2016

Quick Facts

190+

GLOBAL
LEADING
RETAILERS AND
BRANDS AS
CUSTOMERS

2,300

ASSOCIATES
WORLDWIDE

31

OPERATES IN
OVER

OFFICES
GLOBALLY

150

OWN
DESIGNERS IN
KEY MARKETS

3,886

REVENUES
STOOD AT

RS. CRORE IN
FY15

2,000+

OPERATES
OVER

MACHINES IN
SRI LANKA/ BD
FACTORIES

<0.12

NET DEBT /
EQUITY RATIO

18

GLOBAL
PRESENCE IN
OVER

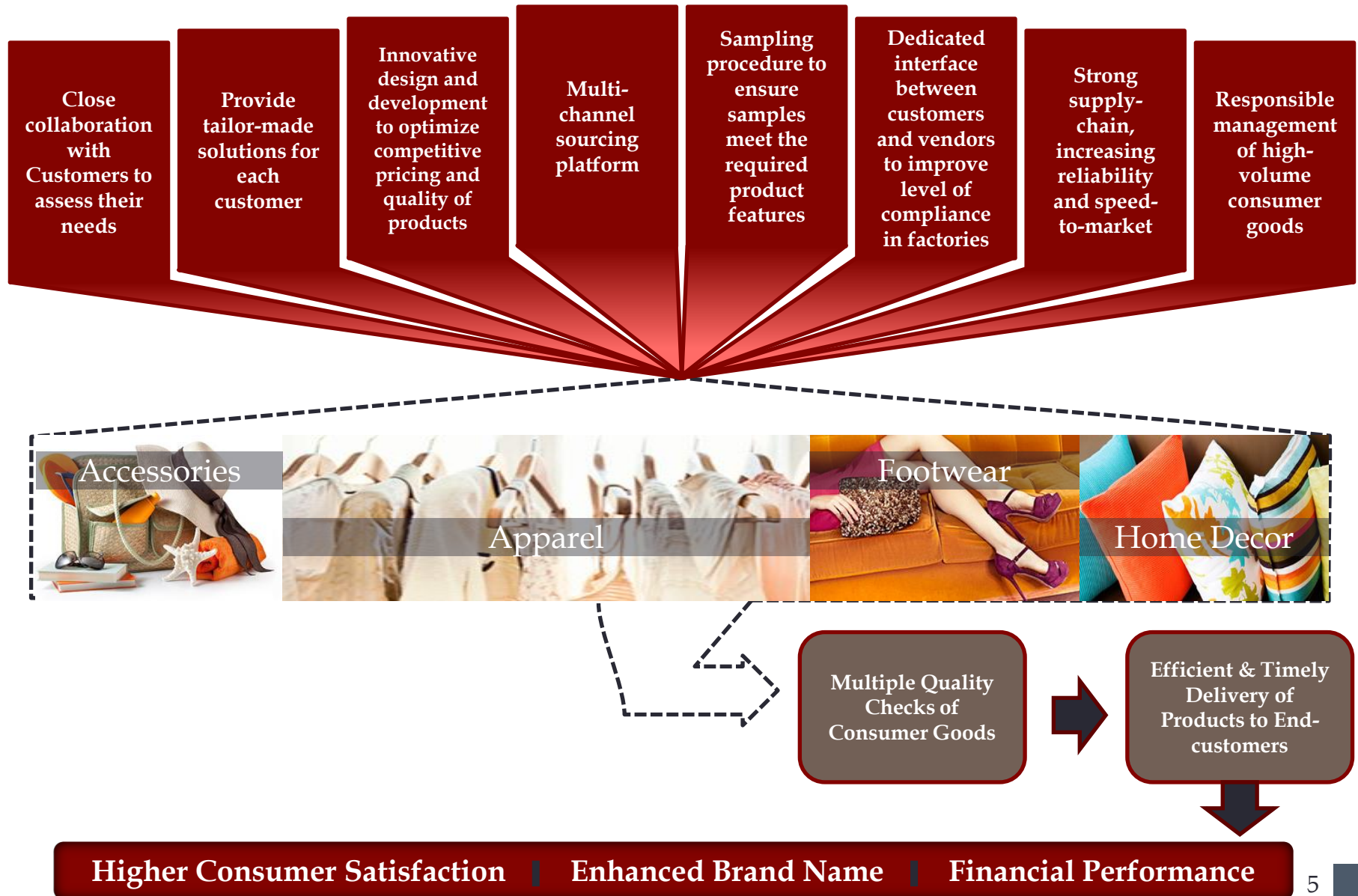
COUNTRIES

75

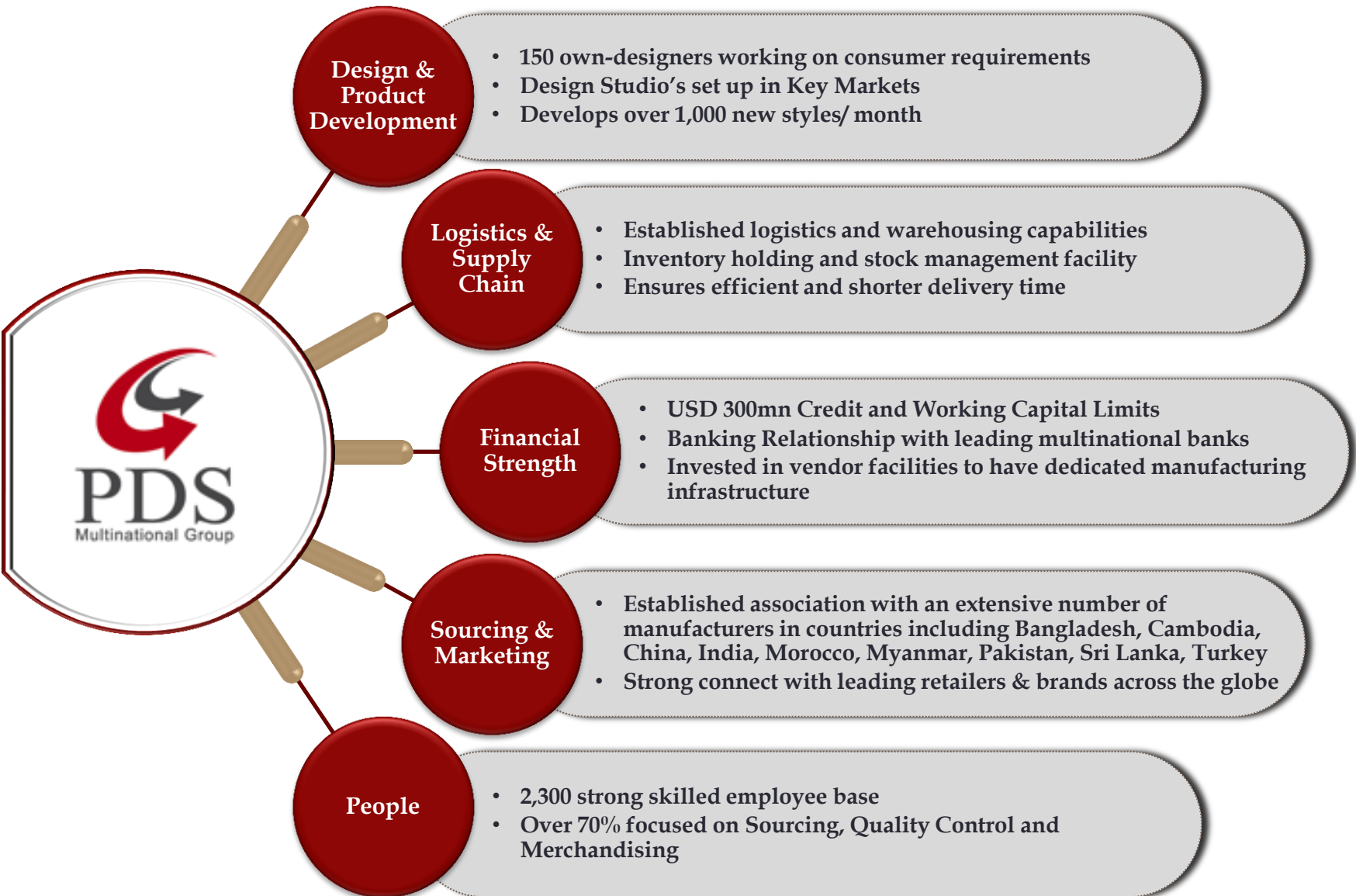
OVER

CUSTOMERS
ADDED IN THE
LAST 24
MONTHS

PDS - Operational Overview



The PDS Edge



Commenting on the performance, Mr. Pallak Seth, Vice-chairman, PDS Multinational Fashions, said,

“Our performance in Q1 marks an encouraging start to fiscal 2016, driven by continued progress in our strategic business initiatives and operations.

We have expanded our presence into new markets, strengthened connections with some well-regarded brands and seen strong performance from our established business. During the quarter, we also expanded our Agency business, a space where we believe given our scale and presence, has significant potential

In an endeavor to further drive growth and de-risk our business, our emphasis will be on strengthening our sourcing and manufacturing base which meets all compliance requirements of our customers besides building on our established strength in design & development. We look forward to continued improved performance.”

Wide Global Footprint to support long-term growth plans



- Extensive global network spanning Asia, Europe, UK and Middle East
- Well entrenched relations with Retailers and Customers have further boosted group's global reach

Customer-centric organization with a global client base of over 170 retail and fashion leaders
Building long-term relationships with 25 brands

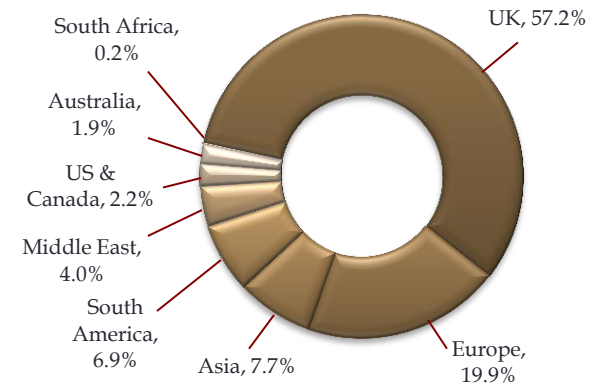
Key Markets of Europe and UK are Seeing Healthy Traction in Demand

Steady Momentum Maintained in Other Markets

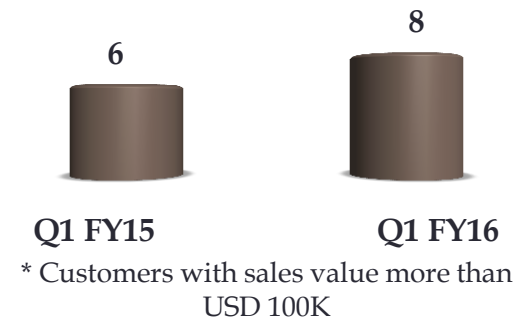
Continued Healthy Demand from Repeat Customers

Robust Operational Growth Witnessed from New Customer Wins

Region-wise Revenue Breakup - Q1 FY16



Customer Additions



Development & Design

- Design-driven Company
- Over 150 in-house designers
- Develops over 1,000 new styles every month
- Produces over 10,000 samples every month

Capacity Utilization

- Asset-light model
- Strong pool of over 1,000 outsourced factories in the various sourcing markets of the world
- Efficient production capacity of over 25 million pieces/per annum
- Plans to invest in further 10,000 new machines over the next 3-4 years
- Manufacturing facilities in Sri Lanka & Bangladesh
 - ❑ 4 factories
 - ❑ Operates over 2,000 machines
 - ❑ Capacity at 2 million pieces/per month

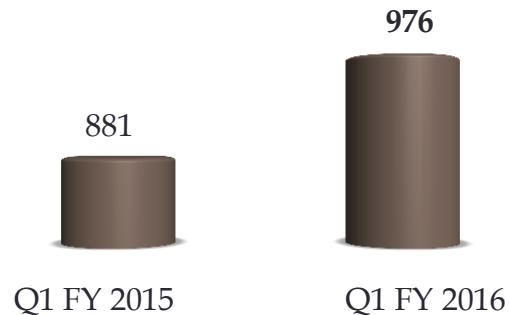
Design Studio & Product Development Centers

Asia	Hong Kong
	Sri Lanka
	Bangladesh
	China
	India
UK & Europe	London
	Manchester
	Turkey
	Spain

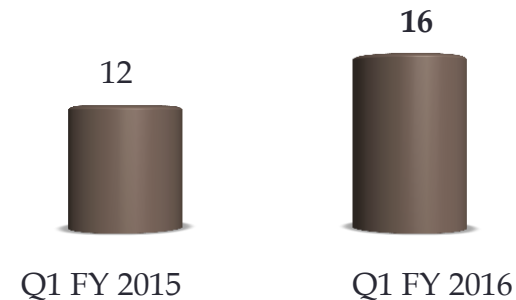
Q1 FY16 – Performance Highlights

Healthy Growth in Topline; PAT at 8 crore, higher by 115% Y-o-Y

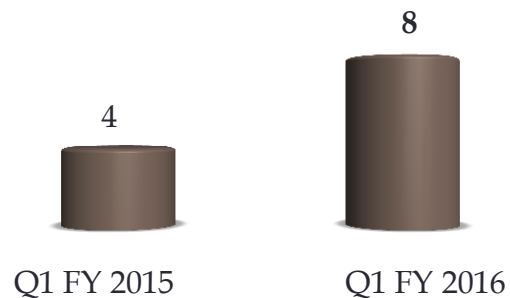
Net Revenue (Rs. crore)



EBITDA (Rs. crore)



PAT (Rs. crore)



- Net revenues stood at Rs. 975.7 crore during the quarter, registering an increase of 11% Y-o-Y
- EBITDA stood at Rs. 16.3 crore, recording a stable growth of 41%, which translated to healthy margins of 14.7%
- PAT stood at Rs. 8.0 crore in Q1 FY16, higher by 115% Y-o-Y
- Net revenue and EBITDA, includes Other Income

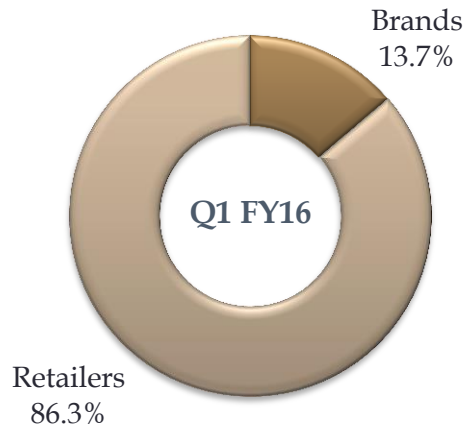
Abridged Profit & Loss Statement - Consolidated

Rs. crore

Particulars	Q1 FY15	Q1 FY16
Total Net Revenues	881.48	975.70
Material Cost		
- Purchases of Stock-in-Trade	774.86	827.46
- Changes in Inventories of Finished Goods , Work-in-Progress and Stock-in-Trade	(23.90)	4.88
Gross Profit	130.52	143.35
Gross Margin (%)	14.81%	14.69%
Employee Expenses	52.54	58.80
Other Expenses	66.44	68.30
EBITDA	11.53	16.25
EBITDA Margin (%)	1.31%	1.67%
Depreciation	3.58	3.60
Finance Cost	4.09	4.06
Profit Before Tax	3.86	8.59
Tax Expenses	0.15	0.63
Profit After Tax	3.71	7.96

Revenue Break-up

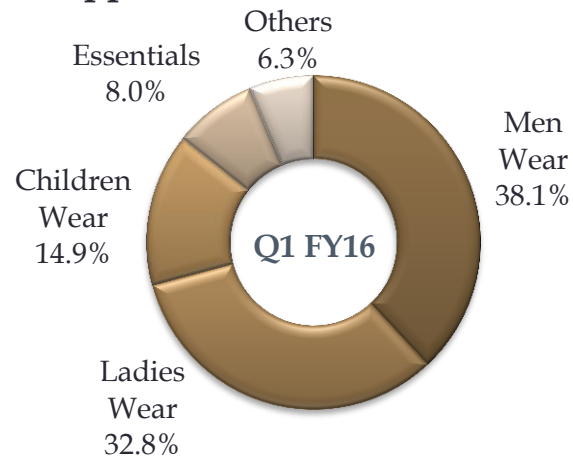
Customer-wise Revenue Break-up



Product-wise Revenue Break-up



Apparel-wise Revenue Break-up



PDS Multinational Fashions

PDS Multinational Fashions is a global organization that is a strategic manufacturing partner to major brands and retailers. In addition to the broad range and diversity of consumer products available through its extensive international sourcing network, PDS Multinational has strength and expertise in custom product design and development to provide total global sourcing solutions for its customers. The Company was established three decades ago by Mr. Deepak Seth and is currently helmed by the second generation of promoter family.

PDS Multinational Fashions operates a vast global network covering over 31 offices, 18 countries and over 2,300 employees across UK, Europe, Americas and Asia. The Company has implemented a strong global compliance program and has set a Zero Tolerance Violation and Critical Violation policy that aims at improving end-to-end transparency and visibility.

For more information, visit www.pdsmultinational.com

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Thank You