

27th July, 2023

To,
BSE Limited
Listing Dept. / Dept. of Corporate Services,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

Security Code: 500101

Security ID: ARVIND

To,
National Stock Exchange of India Limited
Listing Dept., Exchange Plaza, 5th Floor,
Plot No. C/1, G. Block,
Bandra-Kurla Complex,
Bandra (E),
Mumbai - 400 051.

Symbol: ARVIND

Dear Sir/Madam,

Sub: Investor Presentation on unaudited financial results for the quarter ended on 30th June, 2023

Ref.: Regulations 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulations 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Investor Presentation issued by the Company in respect of unaudited financial results for the quarter ended on 30th June, 2023.

You are requested to take the same on records.

Thanking you

**Yours faithfully,
For Arvind Limited**

**R.V. Bhimani
Company Secretary**

Encl.: As above

Arvind Limited Q1 FY24 results Investor Review Note

27th Jul 2023 | Ahmedabad

Safe harbour statement

Certain statements contained in this document may be statements of future expectations and other forward looking statements that are based on management's current view and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. None of Arvind Limited or any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its content or otherwise arising in connection with this document. This document does not constitute an offer or invitation to purchase or subscribe for any shares and neither it nor any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

Q1 FY24 performance was flat on a sequential basis (similar to Q4 FY23)

₹ crs YoY Sequential

Revenues

1853 -21% -1%

EBITDA (Without other Income)

180 -18% -5%

PAT (Before exceptional items)

65 106 83

Closing Net Debt

1301 1327 (31st Mar 2023)
1810 (30th Jun 2022)

- On a quarterly basis, Q1 performance was similar to Q4
 - Denim volume recovered by 2M meters which offset drop in Woven volume
 - Garments produced over 800k additional pieces leading to a quarterly output of 7.4M pcs of full garments
 - Fabric price realisation softened slightly reflecting lower RM prices; Textile margins improved by 40 bps
- Compared to Q1 of fy23, revenues and operating profits were lower by 21% and 18% respectively
 - Textiles and garment volumes were lower
 - AMD grew by 20%+ which offset the impact of Textiles
- LT debt reduced by ₹123cr (19%) in line with our stated plan
 - LT debt stood at ₹529cr at the quarter close
 - Overall debt reduced by ₹26 Cr during the quarter

Consolidated P&L | steady performance on sequential basis

<i>All figures in INR Crs</i>	Q1 FY24	Q1 FY23	YoY Change	Q4 FY23	QoQ Change
Revenue from Operations	1,853	2,352	-21%	1,881	-1%
EBIDTA (Continuing Operations)	180	220	-18%	191	-5%
EBIDTA %	9.7%	9.4%		10.1%	
Other Income	12	8		12	
Interest	37	40		38	
Cash Accruals (Continuing Operations)	156	188	-17%	165	-6%
Depreciation	65	62		66	
PBT	91	126		99	
Tax	22	17		16	
PAT	65	106		83	
Exceptional Item	1	0		9	
Profit from Discountinuing Operations	0	-7		5	
Net Profit	66	98		97	

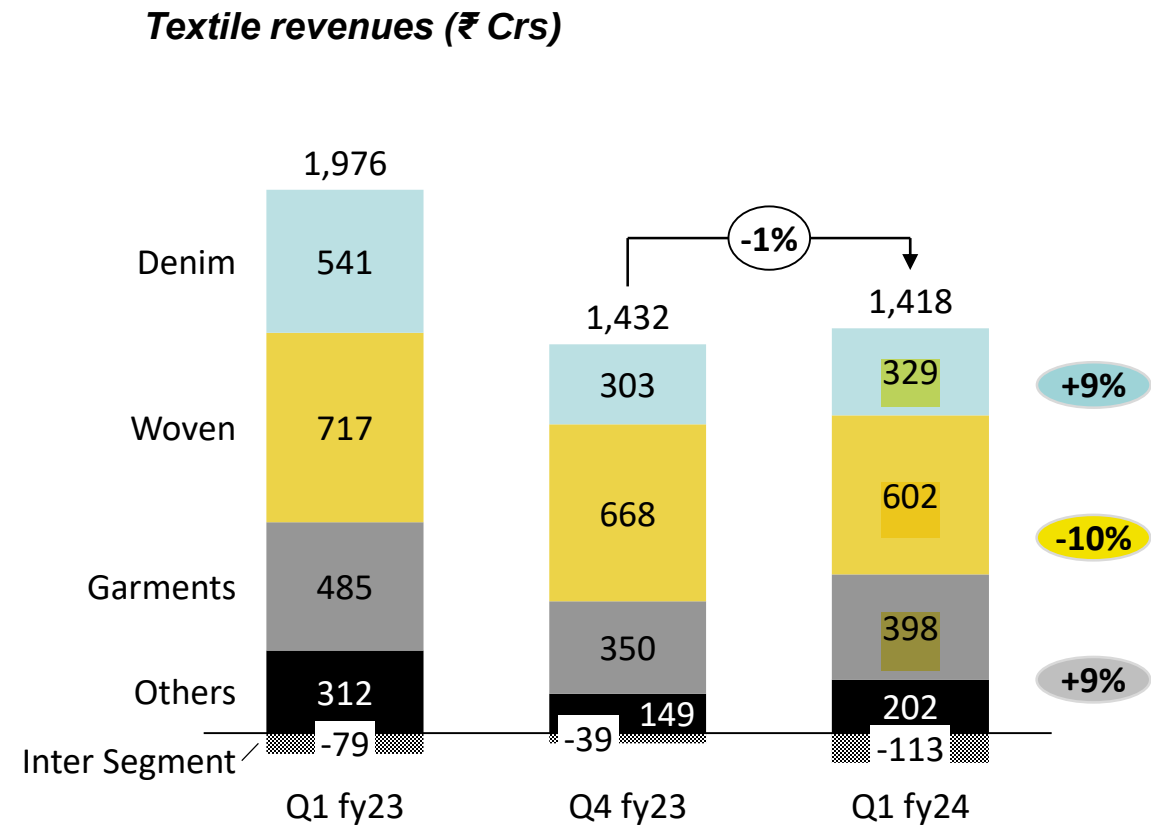
Notes:

- Exceptional item Rs. 1.04 is on account of recovery of Ethiopia's bad debts

Textile margins improved while revenue declined | AMD continued to show growth of +20% with robust margins

<i>In Lcr</i>	Q1 FY24				Q1 FY23			
Business	Revenue	EBIDTA	EBIDTA %	ROCE %	Revenue	EBIDTA	EBIDTA %	ROCE %
Textiles	1418	143	10.1%	11.8%	1976	192	9.7%	17.3%
Advanced Material	342	53	15.5%	31.7%	279	32	11.5%	19.1%
Others & Inter Segment	94	-4			97	4		
Total	1853	192	10.4%	10.4%	2352	229	9.7%	13.4%

Textile revenues remained flat on a sequential basis



Denim

- Volumes recovered by more than 1 Mn meters for the quarter
- Price realizations remained low reflecting soft cotton prices

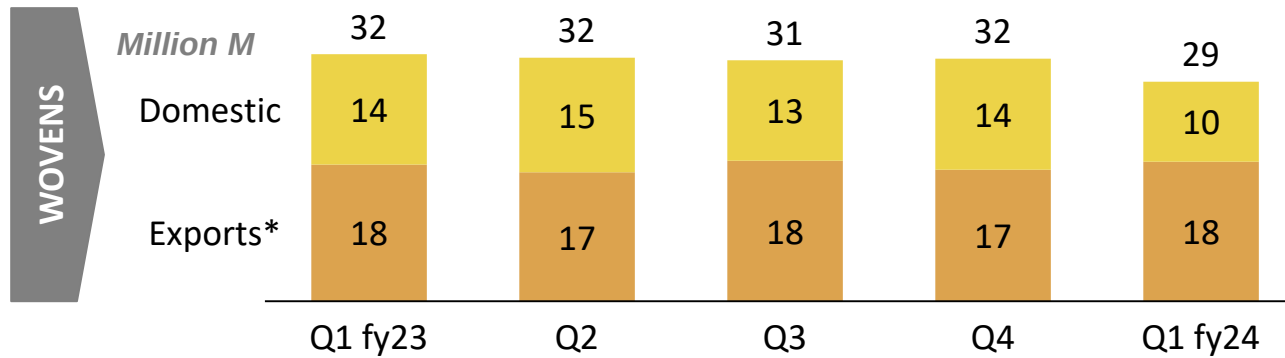
Woven

- Q1 volume declined to 29 Mn mtr.

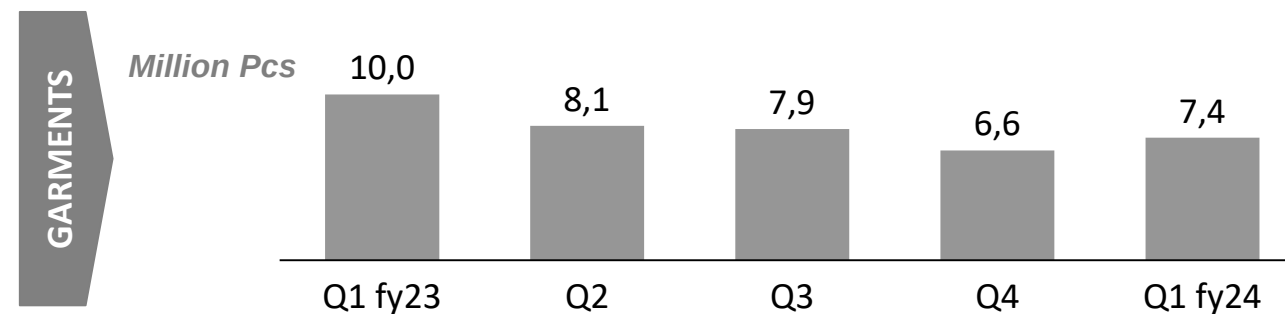
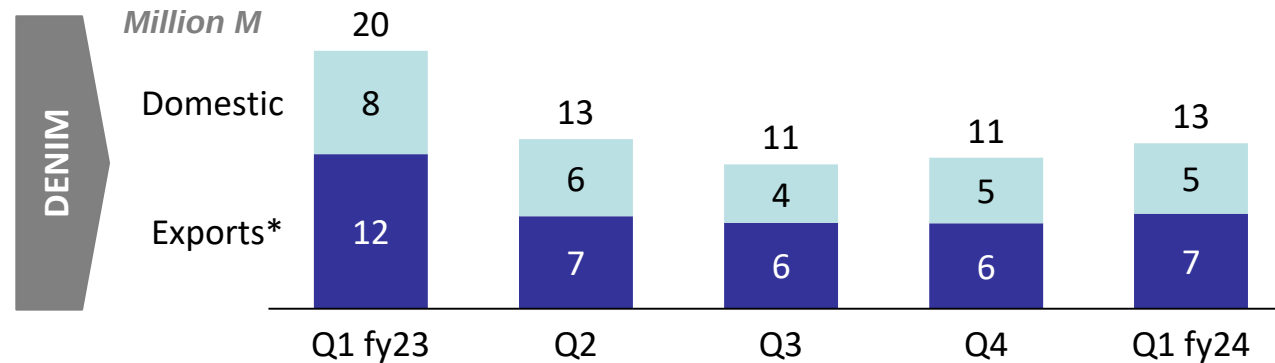
Garments

- Q1 volumes recovered by almost 1M pcs (to 7.4 M pcs for Q1)

Denim and Garment volumes started to recover; Woven volumes in Retail were lower for the quarter



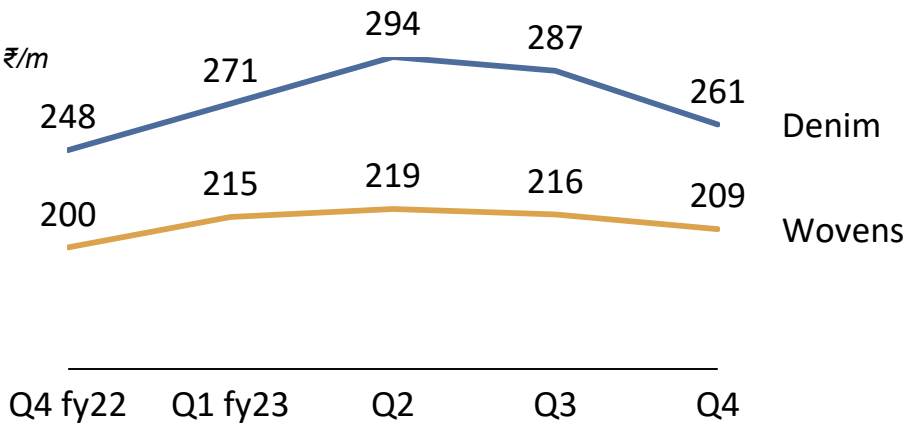
- Improved volumes in Denim and Garments as global brands and retailers have resumed buying post the inventory correction cycle
- Woven volumes saw slight decline in the retail segment as offtake remained sluggish



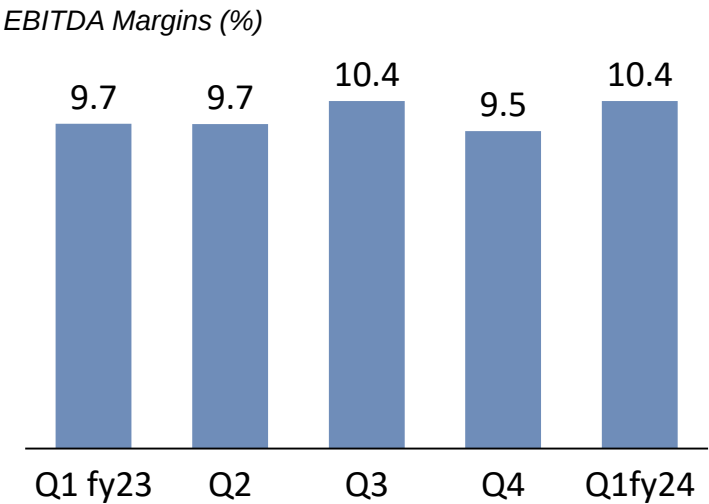
* Exports volumes includes sales made to export customers and shipments made to their garment factories in India

Price realisation trending down reflecting lower RM prices;
Margins preserved

Fabric price realization trending down...



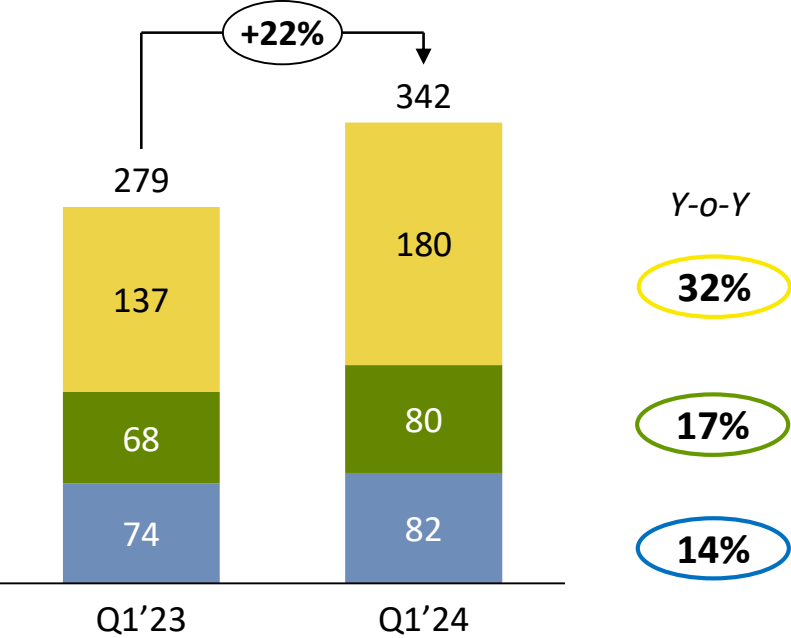
... margins continued to be preserved



AMD delivered 20%+ growth in Q1 as planned

AMD Growth Plan

Revenues (₹ crores)



EBITDA margins



Key growth drivers

- Top-line growth delivered as planned, powered by multiple engines
 - Human Protection key accounts continued to scale-up
 - Expanded capacities in woven and non-woven lines getting utilized
 - New accounts in Cooling Towers and other segments scaled up quickly
 - Glass matt business revived and deliveries of Mass Transport products picked-up steam
- Operating margins improved
 - Price reduction lagged input cost decreases
 - Operating leverage

Outlook for Q2 and near future | Textile volumes and margins likely to improve

- Export and domestic markets continue to remain in a holding pattern
 - Consumer demand in US has not fallen off the cliff, but continues to remain muted
 - EU/UK seemed to have bottomed out, though clear green-shoots are few
 - Domestic demand also remains soft as Q2 progresses, all hopes on the festival season in early Q3
- Most input prices remain soft at this point, though difficult to predict stability
 - Cotton prices are 45% down compared to peak of summer 2022
 - Other commodities and freight rates also are in the lower end of cycle
 - Energy (electricity rates) have been on a rise, though gas prices have declined
- Small increase in EBIDTA margin expected on back of volume growth
 - Expect Denim and Garment volumes to further inch up, Wovens to remain steady
 - AMD to continue its growth momentum
 - Marginal increase in textile margins compared to Q1
 - Capex program of ₹600 crores over 2 years is on course
 - Short-term debt to increase in tandem with business growth



Thank You!