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Operational & Financial Highlights Q4 & FY2016



Management's Message



Company Overview

Quick Facts about PDS

190+

GLOBAL
LEADING
RETAILERS AND
BRANDS AS
CUSTOMERS

2,300

ASSOCIATES
WORLDWIDE

31

OPERATES IN
OVER

OFFICES
GLOBALLY

150

OWN
DESIGNERS IN
KEY MARKETS

610

REVENUES
STOOD AT

RS. CRORE IN
FY16

1,000

OPERATES

MACHINES IN
FACTORIES

0.03

LONG-TERM
DEBT / EQUITY
RATIO

18

GLOBAL
PRESENCE IN
OVER

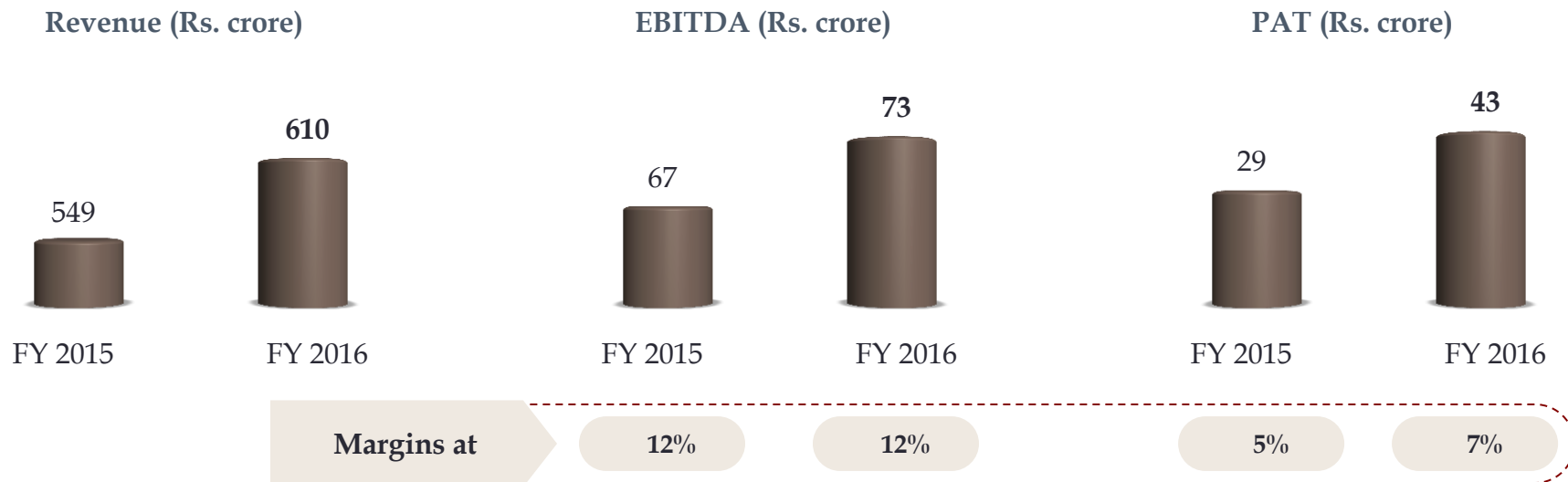
COUNTRIES

57

CUSTOMERS
ADDED IN THE
LAST 24
MONTHS

FY16 – Performance Highlights

Despite a challenging environment, Topline up by 11% , PAT up by 51%



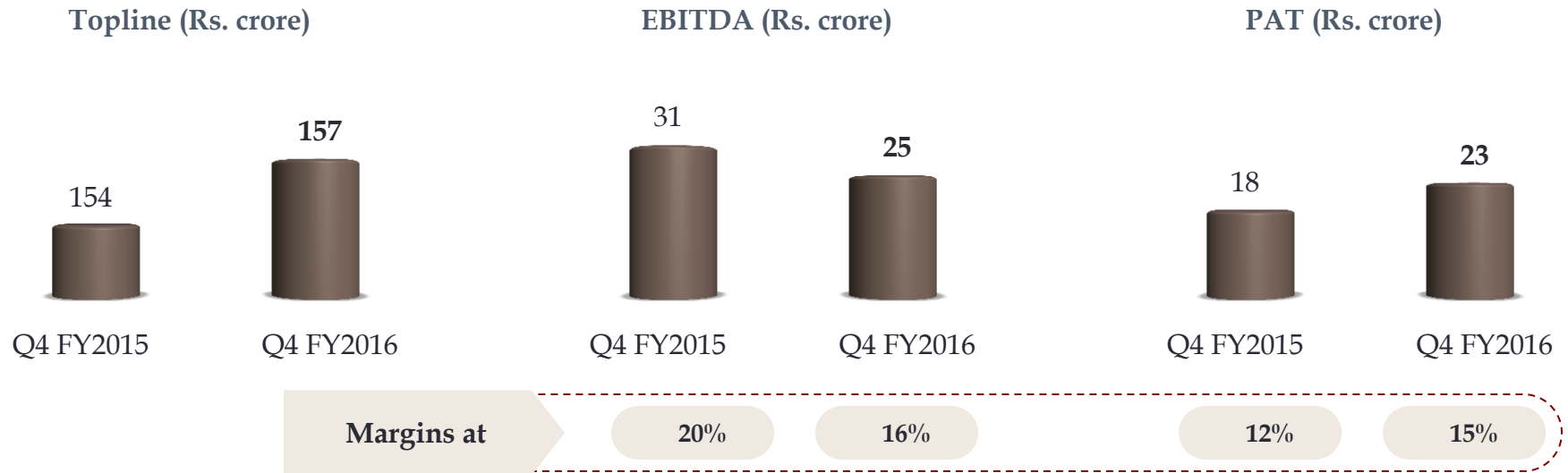
- Income stood at Rs. 610 crore during FY16, registering a healthy increase of 11% Y-o-Y
- EBITDA at Rs. 73 crore, recording a robust growth of 8% Y-o-Y
- PAT up by a significant 51% Y-o-Y and stood at Rs. 43 crore in FY16

Note:

- Gross Profit considered as Revenues, as it represents actual receipt of payment for PDS Multinational Fashions.

Q4 FY16 – Performance Highlights

Healthy Set of Results - PAT up by 31%



- Income stood at Rs. 157 crore during Q4 FY16, recording an improvement of 2% Y-o-Y
- EBITDA at Rs. 25 crore, translating into EBITDA margin of 16%
- PAT up by a significant 31% Y-o-Y and stood at Rs. 23 crore in Q4 FY16, with PAT margin at 15%

Note:

- Gross Profit considered as Revenues, as it represents actual receipt of payment for PDS Multinational Fashions.

Abridged Profit & Loss Statement - Consolidated

Rs. crore

Particulars	Q4 FY15	Q4 FY16	FY15	FY16
Total Income	1,100.06	1,202.12	3,885.99	4,308.02
Material Cost				
- Purchases of Stock-in-Trade	1,173.97	1,042.58	3,349.20	3,684.35
- Changes in Inventories of Finished Goods , Work-in-Progress and Stock-in-Trade	(227.60)	2.52	(12.09)	14.09

Line No.	Particulars	Q4 FY15	Q4 FY16	FY15	FY16
1	Gross Profit	153.69	157.02	548.88	609.58
	Employee Expenses	57.81	57.42	221.01	237.09
	Other Expenses	65.14	74.86	260.46	299.94
2	EBITDA	30.73	24.74	67.41	72.54
	EBITDA Margin (2/1) (%)	20.00%	15.75%	12.28%	11.90%
	Depreciation	3.36	4.26	14.63	14.65
	Finance Cost	6.94	2.02	18.83	14.16
	Profit Before Tax	20.44	18.46	33.95	43.73
	Tax Expenses	2.74	(4.79)	5.41	0.66
3	Profit After Tax	17.70	23.25	28.54	43.07
	PAT Margin (3/1) (%)	11.52%	14.81%	5.20%	7.07%

Note:

Gross Profit considered as Revenues, as it represents actual receipt of payment for PDS Multinational Fashions

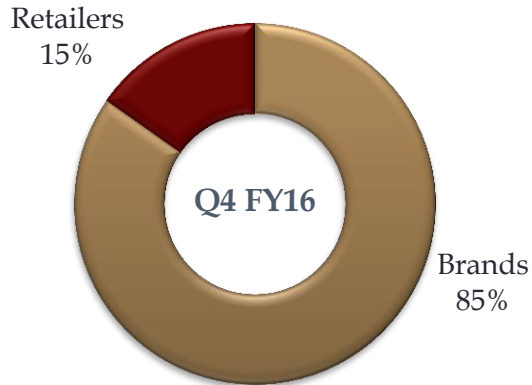
Abridged Balance Sheet - Consolidated

Rs. crore

Particulars	As at March 31, 2015	As at March 31, 2016
a) Non-current Assets	228.34	268.90
b) Current Assets	1,159.65	1,175.68
- Inventories	88.51	50.27
- Trade Receivables	715.09	775.23
- Cash & cash equivalents	177.16	198.75
- Others	178.88	151.43
Total	1,387.99	1,444.58
Working Capital	324.73	293.02
Inventory Days	8	4
Debtors Days	67	66
Creditors Days	38	36
Cash Conversion Cycle	38	35

Key Metrics – Q4 FY16

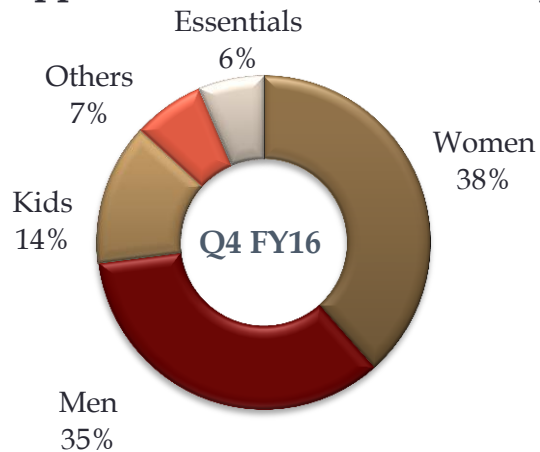
Customer-wise Revenue Break-up



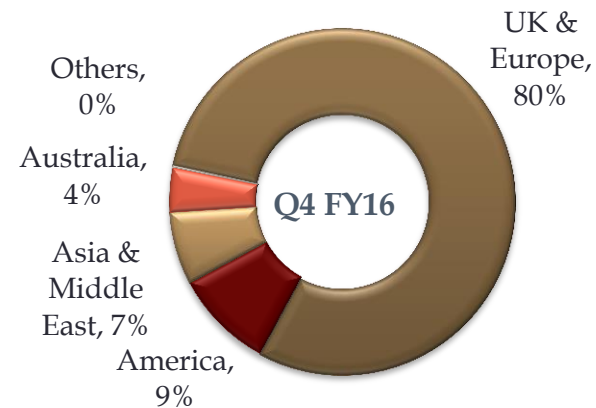
Product-wise Revenue Break-up



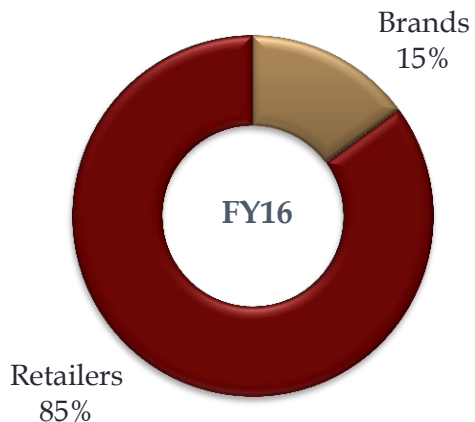
Apparel-wise Revenue Break-up



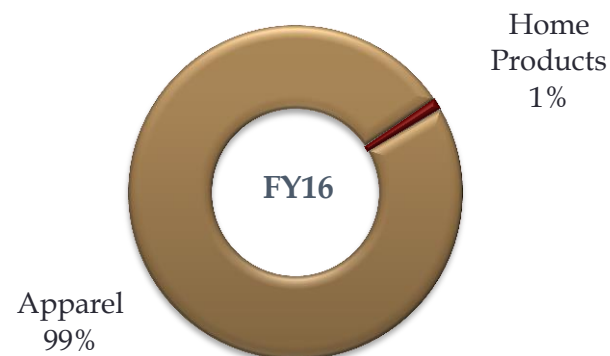
Region-wise Revenue Breakup *



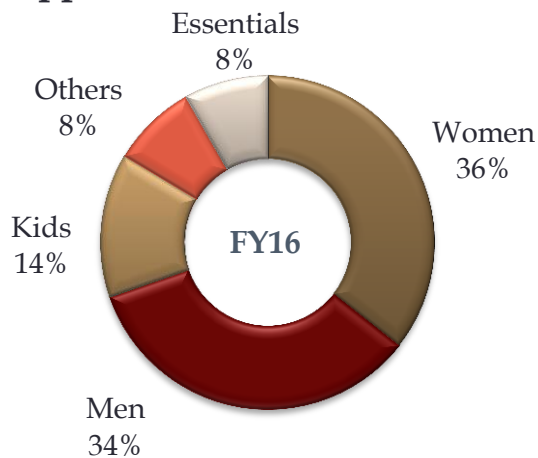
Customer-wise Revenue Break-up



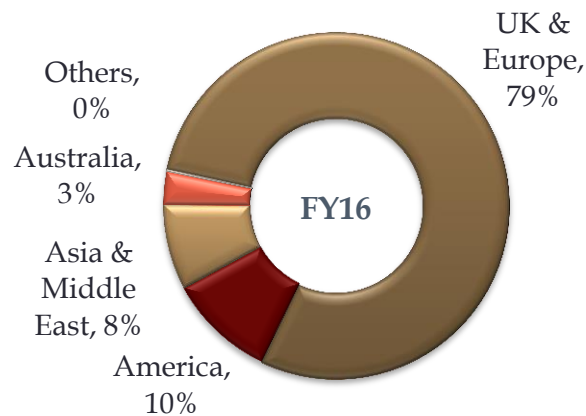
Product-wise Revenue Break-up



Apparel-wise Revenue Break-up



Region-wise Revenue Breakup *



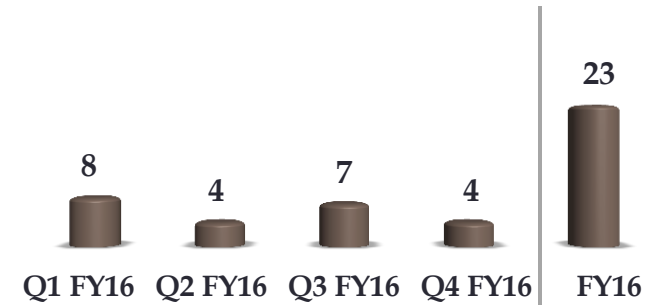
Despite Macro-volatility, Outlook for Key Markets Remains Stable

Healthy Customer Additions during the Year

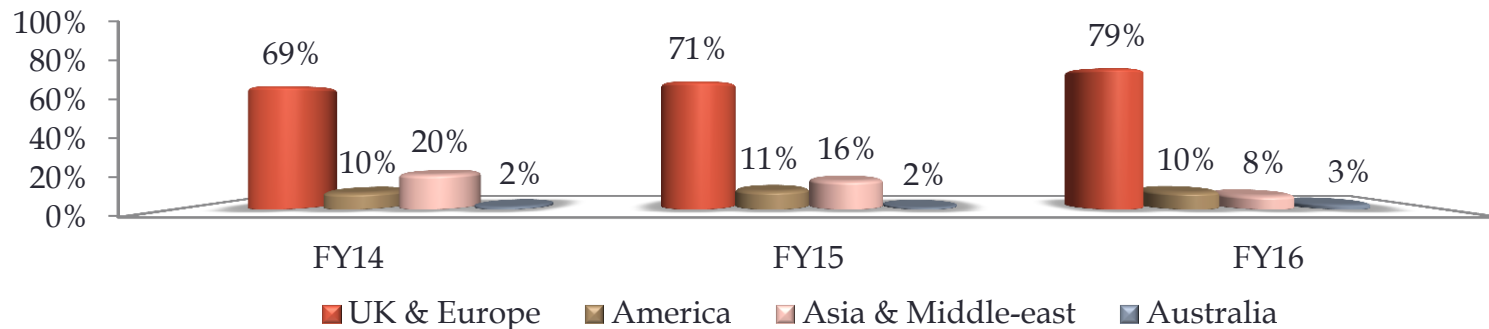
Strong Engagements with Existing Customers

Continued Scale-up in Newer Geographies

Customer Additions (Nos)



Geographic Break-up of Customers



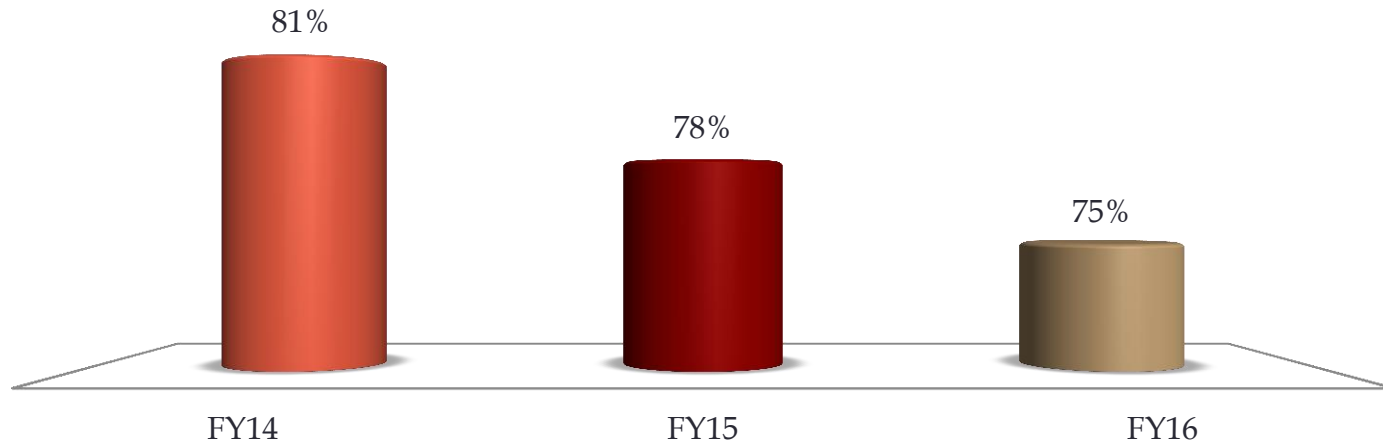
Top 15 customers

Customer-centric organization

Customer base of 190+
Global Leading Retailers and
Brands

Long-term relationships with
25 brands

Revenue Contribution from Top 15 customers



IMPROVING DIVERSIFICATION IN REVENUE BASE

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

"We are pleased with our overall robust performance in FY16, despite a challenging retail environment in our key markets. During the year, we made significant progress on strategic initiatives improving the quality of our growth. As a result of such initiatives, our revenues grew by 11% on a Y-o-Y basis, translating into a 51% PAT growth. The growth was made possible by improved operating competences across product verticals, a strong presence spanning over 20 key markets and an overall enriched business proficiency.

The year also saw the Company direct focus towards improved market reach, extended manufacturing capabilities and other brand building and brand development activities. Our business enjoys a mass appeal across multiple categories of clients ranging from smaller accounts to larger business models, which provides a competitive-edge to brand 'PDS'.

We are investing for the longer term and accelerating the pace of our business efficiency, to capitalize on the changing consumer demands and trends. As we look ahead to greater prosperity, we believe that the multiple initiatives taken this year will result in benefits that will be sustained and far-reaching in nature"

Wide Global Footprint to support long-term growth plans



- Over the last few years, PDS Multinational Fashions has widened its presence all across the globe
- Well entrenched relations with Retailers and Customers have further boosted group's global reach

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**

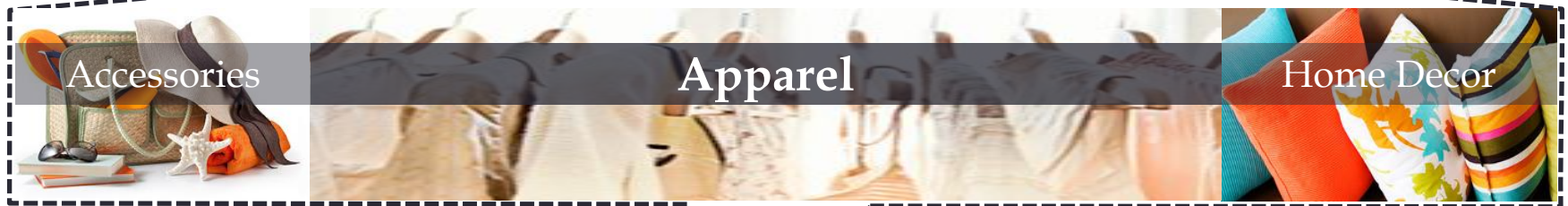
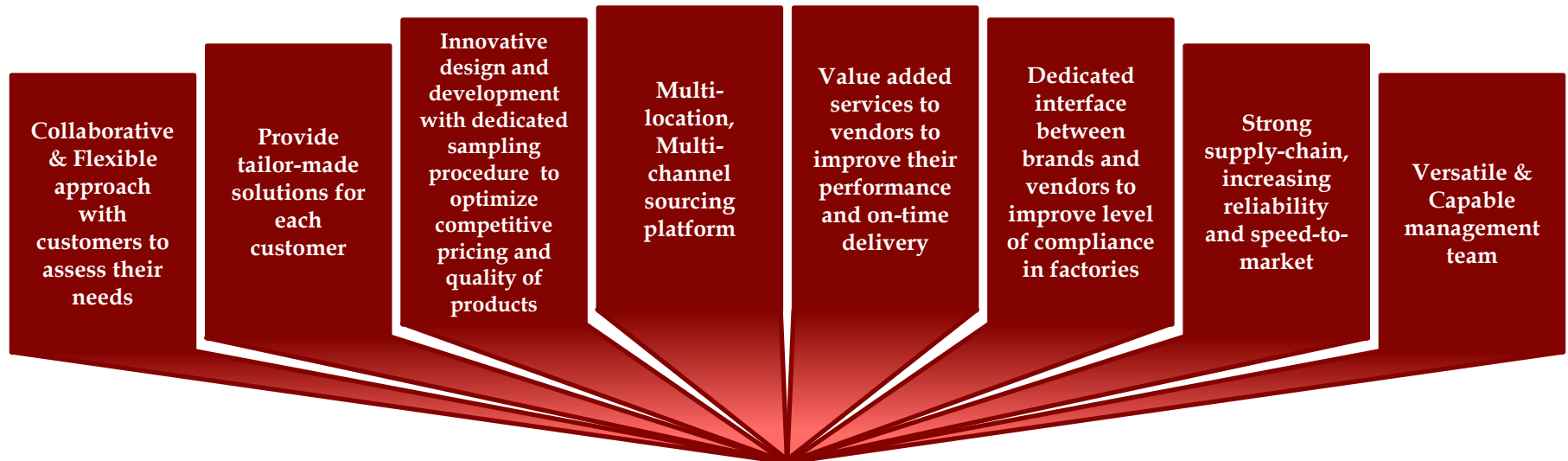
Design Studio & Product Development Centers

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

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**
- **Land measuring 1,72, 000 sq. ft allocated to the Company in Bangladesh by Ishwardhi BEPZIA**
- **Signed up a JV to set up another Manufacturing facility in Bangladesh**
- **Sri Lanka facilities have been restructured**
 - **Company, currently, operates 2 factories with 1000 machines**

PDS - Operational Overview



Multiple Quality Checks of Consumer Goods

Efficient & Timely Delivery of Products to End-customers

Higher Consumer Satisfaction | Enhanced Brand Name | Financial Performance



Lateral Growth

- Enhancing levels of engagement with existing customers
- Business from repeat customers accounts for 95% of the overall revenue in FY15
- Global presence being augmented leading to improved market penetration
- Scaling up distribution network in the Australia, Brazil, India, Middle Eastern Countries and LATAM
- Aggressively focusing on improving market share in the Emerging Markets, thus enhancing export share revenue



Optimizing Agency Model

- Improving focus towards agency model of operations with large retailers
- Safeguarded profitability margins
- Reduced operational costs
- Currently, revenue contribution from agency model around 5% in FY15 – aiming for 10% in the longer-term



Manufacturing Capacity Expansion

- The Company is planning to expand its capacity by further investing in 10,000 new machines over the next 3–4 years
- Capacity expansion will assist medium term growth
- New dedicated facilities to be set-up in Bangladesh
- Land measuring 1,72,000 sq. ft allocated to the Company in Bangladesh by Ishwardhi BEPZIA



Strengthening Sourcing Base

- Diversifying and Expanding the sourcing base to newer regions
- Optimize Sourcing Base by financing Factories
- Focuses on improving the technical and ethical compliance at each factory
- Focusing on extending virtual manufacturing operations in select regions
- Expanding footprint in manufacturing markets - Bangladesh, Cambodia, China, India, Morocco, Myanmar, Pakistan, Sri Lanka, Turkey

A Win-win Business Model



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