



May 25, 2025

To,

The Listing Department,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

To,

The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex
Bandra (East), Mumbai-400 051.

Scrip Code : 532613

Trading Symbol : VIPCLOTHNG

Sub: VIP CLOTHING LTD. - Investor Presentation on the audited Financial Results for the Fourth Quarter and year ended on March 31, 2025.

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the audited Financial Results of the Company for the Fourth Quarter and year ended on March 31, 2025.

The Investor Presentation has been uploaded on the website of the Company www.vipclothing.in

This is for your information and record.

Thanking you

Yours faithfully,
For **VIP Clothing Limited**

Rahul Soni
Company Secretary and Compliance Officer
Membership No.: A61305

Encl: A/a

VIP Clothing Ltd.

CIN: L18101MH1991PLC059804

Registered office: C-6, Road No.22, MIDC, Andheri (East), Mumbai -400 093.

Phone: +91 22-2825 7624; **Fax:** +91 22-2837 1023

Email- id: investor.relations@viporg.com; **Website:** www.vipclothing.in

VIP CLOTHING LIMITED

Make Everyday A Comfortable
One With VIP

Q4 & FY25

MAY 2025



BSE : 532613 | NSE : VIPCLOTHNG



Frenchie

feeling

LEADER

Brat

RIVOLTA

SAFE HARBOR



Certain statements in this document maybe forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. VIP Clothing Limited 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.





VISION

Medium-Term Vision: "Aim to double the revenue in the next three years"

Long-Term Vision: "To be present in every Indian wardrobe and to expand globally"

MISSION

Join hands together to become an international symbol of excellence through continuous customer satisfaction, innovation, manpower development, productivity improvement, quality improvement, cost reduction, and time management.

CHAIRMAN'S MESSAGE



Dear Shareholders,

I am delighted to address you as the Chairman of VIP Clothing, a leading comfortable innerwear manufacturer in India. Since our inception in 1991, VIP Clothing has been at the forefront of the innerwear industry through its innovation, quality, and sustainability. Today the company's offering comprises of high-quality clothing that is both stylish and comfortable.

I would like to highlight our financial performance of VIP Clothing for the year FY25 and the continuation of the growth journey in the quarter which is attributable to our focused strategy transformation that will enable us to emerge stronger and better. Our current financial performance reflects the initial fruits of this journey. VIP is entering a phase in which it is embarking on a comprehensive restructuring, cost-cutting initiative, expanding brand recognition and delivering best-in-class products that will yield robust financial results in the coming quarters. Through our strategic measures and rigorous financial management, we aspire to streamline our operations, optimize our resources, and reduce overhead expenses while facilitating a remarkable turnaround from past losses.

As we look into the future, I am excited to announce that VIP has embarked on a transformational journey that focuses on enhancing its product offerings and expansion in newer geographies. We will be investing in new markets, developing new products, and streamlining our operations with the help of technology to improve efficiency and increase profitability.

Our new strategy is designed to bring us closer to the customer and to establish VIP as a go-to brand in the innerwear and athleisure segment. We believe that by focusing on growth and innovation, we can continue to build on our legacy of quality, comfort, and style, and provide even greater value to our customers around the world.

In conclusion, I want to thank all of our shareholders for their continued support of VIP, and I look forward to sharing more updates on our progress as we move forward with our new growth strategy.

Sincerely,
Sunil Pathare



ROBUST DISTRIBUTION NETWORK



425+
Distributors



39000+
Retailers



180+
Marketing & Sales
Professionals



3
Warehouses in
Mumbai, Kolkata
& Thingalur

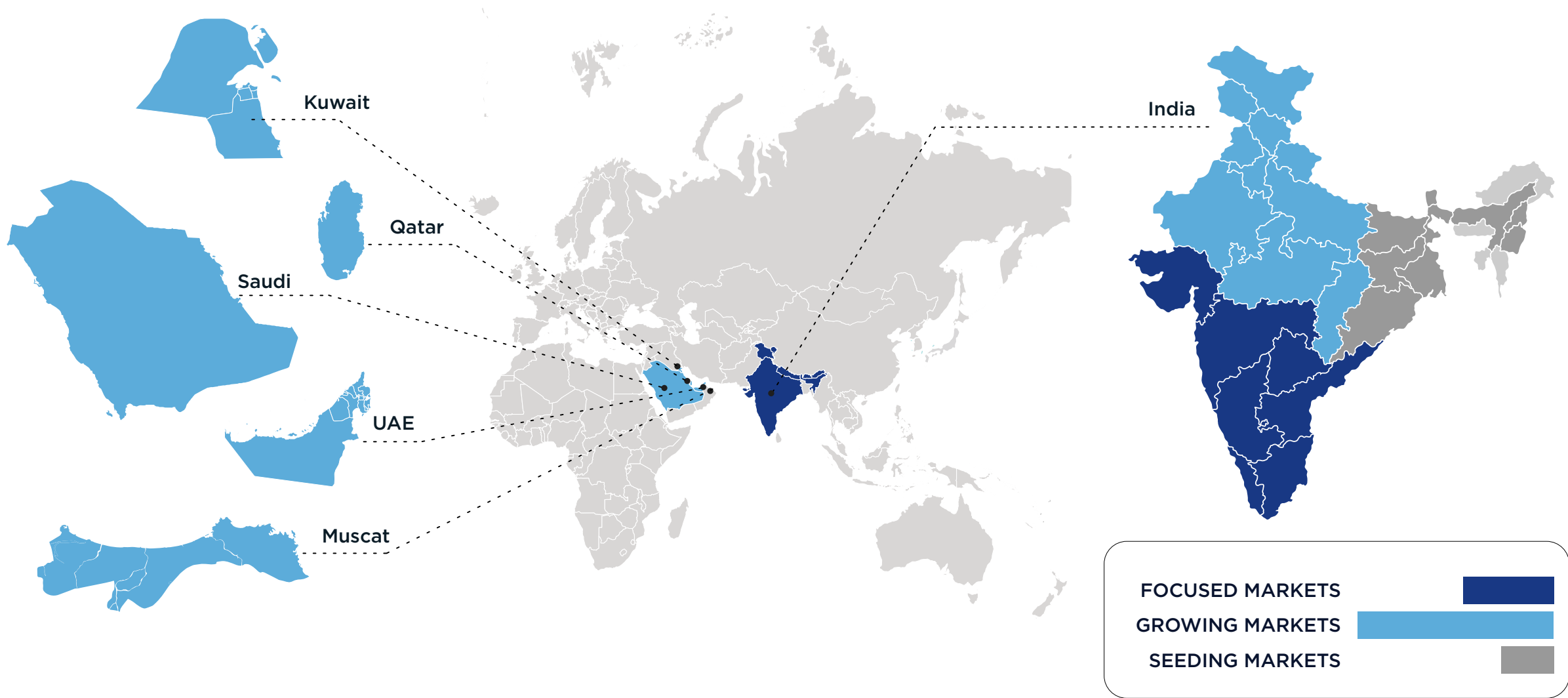


5
Exclusive Brand
Outlets (EBOs)



10+
E-Commerce
Platforms

OUR GEOGRAPHICAL PRESENCE



OUR TIE-UPS



Modern Trade



Mini Modern Trade Chain



E-Commerce Platform



Partnership In Overseas Gulf Market



Partnerships & B2b Collaborations - Offline



Canteen Stores Department
Government of India | Ministry of Defence



OUR JOURNEY



1993

Listed on Over-The-Counter Exchange of India (OTCEI).



1994

Renaming to Maxwell Industries Ltd



2005

Listed on the Bombay Stock Exchange (BSE)



2006

Raised capital of Rs. 451 Mn from Reliance Capital Partners.



2007

Received “Golden Scale Trophy” by CMAI in the men’s innerwear category.
Listed on main board of stock exchange.

2011

Sold the spinning division situated at Kollapalur, Tamil Nadu



2012

Received an award for Brand Leadership for Marketing Excellence by Indra Group of Institutes, Pune.



2014

Sold an in-operational division situated at MIDC, Navi Mumbai.



2015

License agreement for manufacturing, marketing, distribution & sale of Eminence Brand products.

OUR JOURNEY



2016

Sold the processing house situated at SIPCOT, Perun Durai, Tamil Nadu.
Changed the name to VIP Clothing Ltd.



2017

Raised capital of Rs. 430 Mn to augment the working capital base of the Company.
Sale of factory land and building situated at Daman.

2018

Launched Premium Segment - VIP Regal & Frenchie Casuals.



2022

Raised Rs. 104 Mn through divestment of facility at Umbergaon, Gujarat
Sale proceeds will be utilized at different levels from production, technology, innovation and marketing

2023

Embarking On a new transformational journey
The company raised capital of INR 451.7 Mn through preferential issue



2024

Relaunch of Frenchie X with Sustainable Fabric &
Successfully raised ~ INR 40 crores through the issuance of Warrants and Preference Shares, driving substantial capital infusion for future growth and expansion.

OUR CORE TEAM



MR. SUNIL J PATHARE

**(Chairman &
Managing Director)**



Holds a Bachelor's degree in Commerce.

Looks after the overall management of the Company

Awarded Most Promising Leaders of Asia (2017-18) in Malaysia by Economic Times.

Awarded Maharashtra's Mountain Peaks - 2021, organized by Peoples Art Centre celebrating Diamond Jubilee Year of Maharashtra.

Awarded Leading Innerwear Brand of India - at Indo Arab summit 2022 - Dubai.

MR. KAPIL J. PATHARE

**(Promoter & Deputy
Managing Director)**



Holds a master's degree in Business Administration (Entrepreneurship & Family Business)

Looks after the overall production activities of the Company

Received Brand of the year - Innerwear & Garments Leaders Award in 2021.

MR. DEVENDRA VYAS

**(Chief Financial
Officer)**



Chartered Accountant & A Master's in Business Administration

Mr. Vyas has extensive experience in Financial strategy & Financial reporting and analysis, fund raising & Investor relation, Treasury management, Budgeting & cash flow optimization, Risk management,, Statutory & Internal Audit, Costing, Direct & Indirect Tax Planning.

MR. BHUSHAN PATEL

**(Vice President
- Sales)**



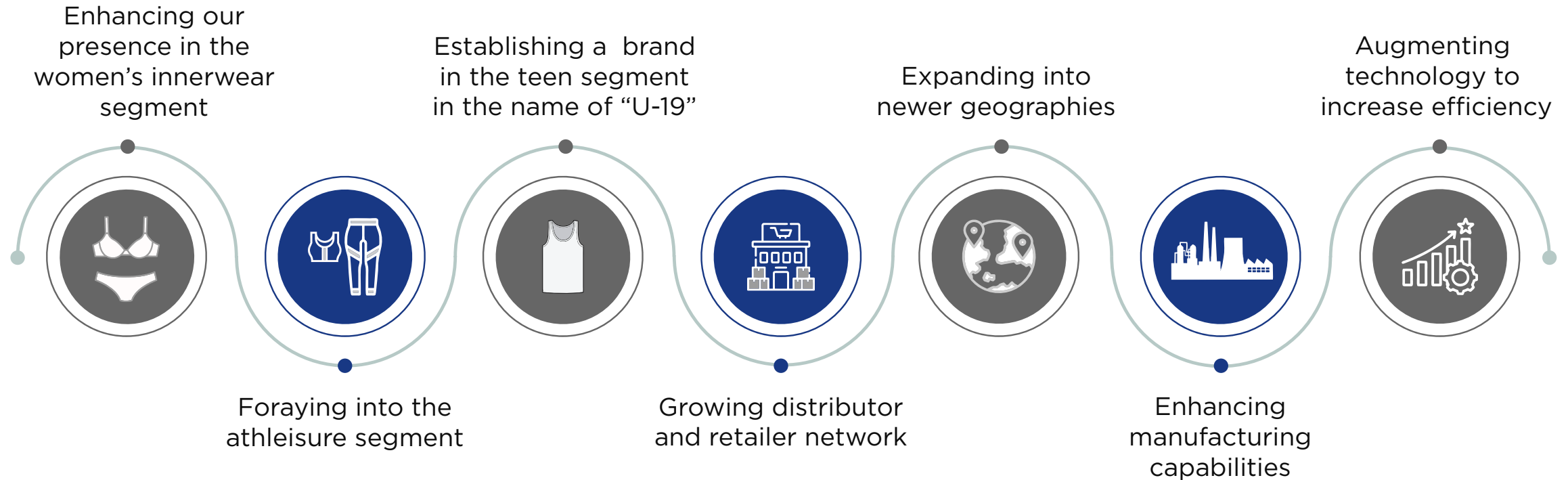
Mr. Patel holds 25+ years of experience in the Textile, Apparel and Innerwear Industry

Currently, he looks at Sales, Marketing, and Revenue management plans at VIP along with Strategy & Planning.

OUR TRANSFORMATIONAL JOURNEY



Expanding Our Market Share In The Affordable Branded Segment By Leveraging Our Strengths



MANUFACTURING PROCESS



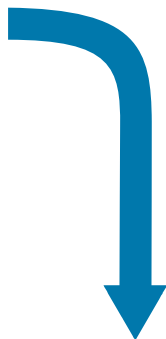
Grey Fabric



Dyeing & Processing



Cutting PCS



Stitching PCS



VIP Innerwear



Packing Boxes

OUR FACTORIES



Thingallur
(Tamil Nadu)
19.2 Acre



Kolkatta
(West Bengal)

FACILITIES



Lectra cutting solution, Thingalur factory



Die-cut, Thingalur factory



Stitching line, Thingalur factory



Ironing, Thingalur factory



Canteen, Umargaon factory

OUR WAREHOUSES



Thingallur (Tamil Nadu)
55,500 sq ft

Kon (Maharashtra)
12,277 sq ft shed

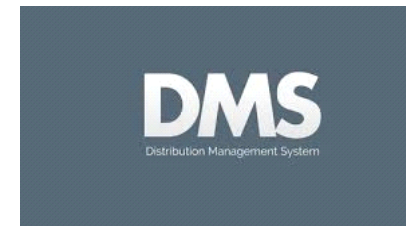
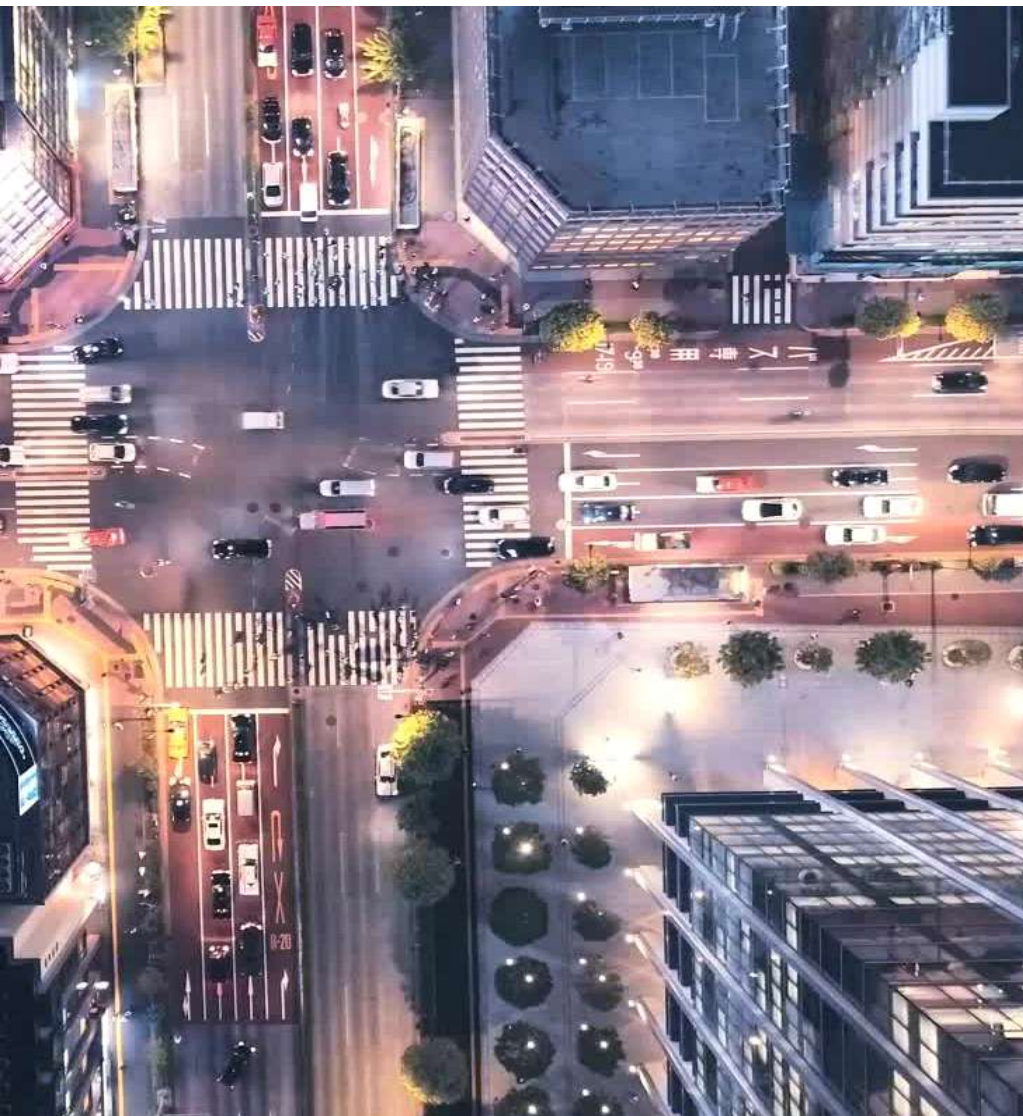


Land
37028 sq ft



Kolkata (West Bengal)
4200 Sq ft

OUR IT SOFTWARE INFRASTRUCTURE



PRODUCT PORTFOLIO



Expansive And Diverse Product Portfolio



MEN PRODUCT PORTFOLIO



Dominant Position In Innerwear

Frenchie

Expanding Our Presence In Outwear



VEST

BRAND NAME : VIP

Bonus Premium; Bonus Classic; Bonus Knitshrunk; Nawab; Supreme ; Bonus Fab; Bonus Junior; Pro; Fresh;

BRAND NAME : FRENCHIE

Elite; Oxy; Square; Neo; Flex; Ribs; Enticer, Gym wear

BRIEFS

BRAND NAME: VIP

Spector; Signor; Gold; Champ; Alpha; Apex; Designer; Fresh, Drycool

BRAND NAME: FRENCHIE

Eurofit ; Pro; Envy; Grove; Lows

TRUNK

BRAND NAME: VIP

Advanta; Ultima; Unique; Punch Print; Punch Plain; Pic Pocket; Sigma; Boxer

BRAND NAME: FRENCHIE

Pixel; Beat; Neo

BOXER

BRAND NAME: VIP

Freakout



T-SHIRT

BRAND NAME : VIP

Pulse

BRAND NAME : FRENCHIE

Crew

MUSCLE TEE

BRAND NAME: VIP

Blaze

TRACK PANTS

BRAND NAME: VIP

Trek

BRAND NAME: FRENCHIE

Jogger; Runner

BERMUDA

BRAND NAME: VIP

Player

WOMEN PRODUCT PORTFOLIO



Dominant Position In Innerwear



FUNDAMENTAL BRA FEELINGS

Criss-cross; Dew; Charm; Cheerup; Breeze; Pep; Snow

NURSING BRA; FEELINGS

New mom

T-SHIRT BRA FEELINGS

Beam; Trendy; Glitz; Elle; Cosmo; Ornate Verve; Curve; Flair; Glam; Sparkle

SPORTS BRA FEELINGS

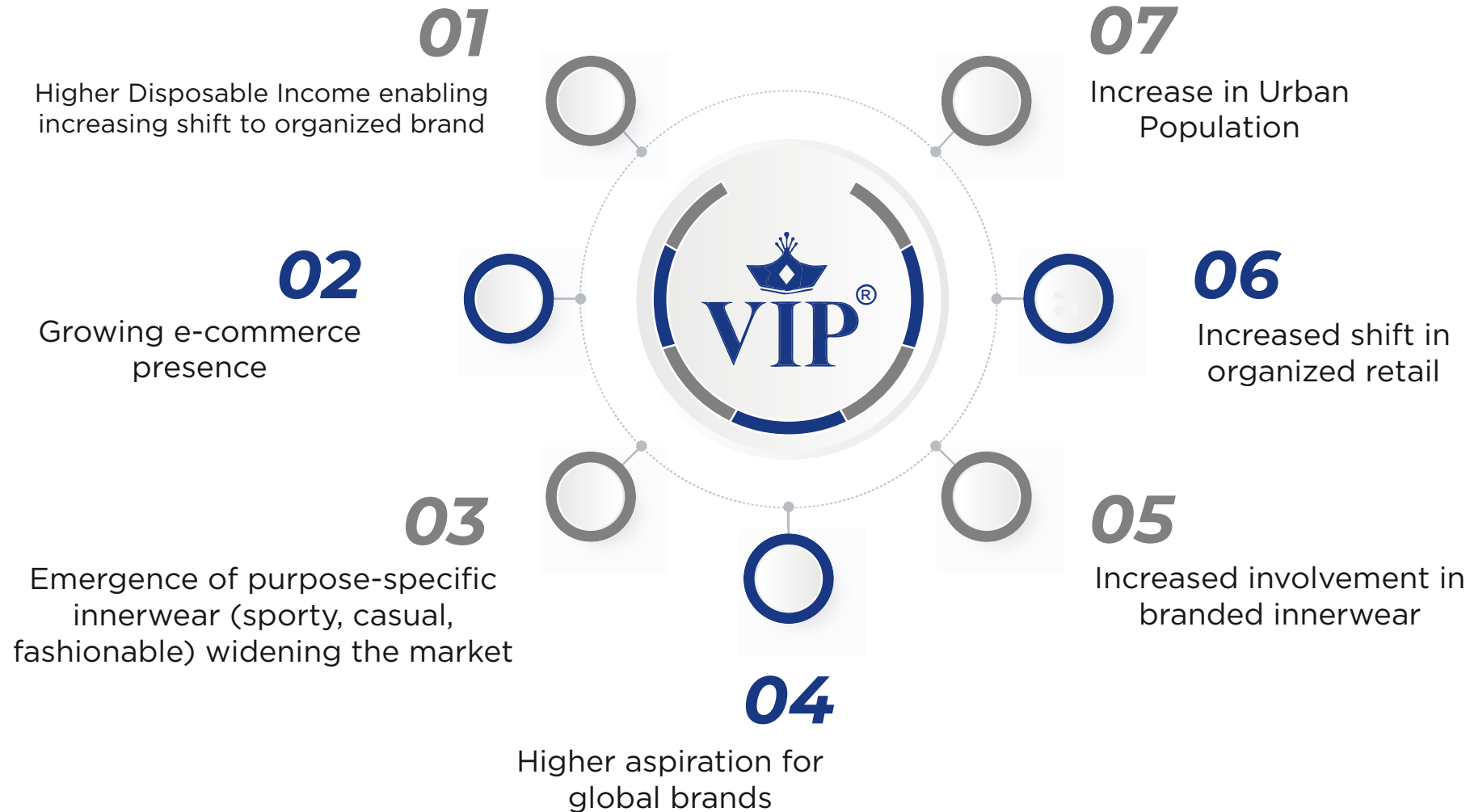
Ease; Savvy; Rhythm, Evolve; Active; Vital; Edge; Zeal

PANTIES FEELINGS

Kids Segment



ATTRACTIVE MACROS



CONSOLIDATED INCOME STATEMENT



Particulars (Rs. Mn)	Q4 FY25	Q4 FY24	YoY (%)	Q3 FY25	FY25	FY24	YoY (%)
Revenue from Operations	649.1	323.8	100.5%	626.3	2,368.9	1,832.8	29.3%
Other Income	6.6	1.0		2.4	13.6	4.3	
Total Revenue	655.7	324.8	101.9%	628.7	2,382.5	1,837.1	29.7%
Total Expenses excluding Depreciation, Amortization, and Finance cost	591.6	402.0		579.4	2,202.4	1,880.3	
EBITDA (excl. Other Income)	57.5	(78.3)		46.9	166.5	(47.5)	
EBITDA Margin %	8.9%	(24.2%)		7.5%	7.0%	(2.6%)	
Depreciation & Amortization	8.5	7.0		7.0	29.4	27.2	
Finance Cost	23.6	25.1		17.9	80.5	90.9	
PBT before exceptional items and tax	32.0	(109.4)		24.5	70.2	(161.3)	
Exceptional Items	-	-		-	-	-	
PBT	32.0	(109.4)		24.5	70.2	(161.3)	
Tax Expense	7.8	(35.4)		4.5	15.7	(34.8)	
PAT	24.2	(74.0)		20.0	54.6	(126.5)	
PAT Margin %	3.7%	(22.8%)		3.2%	2.3%	(6.9%)	
Diluted EPS	0.27	(0.90)		0.23	0.62	(1.53)	

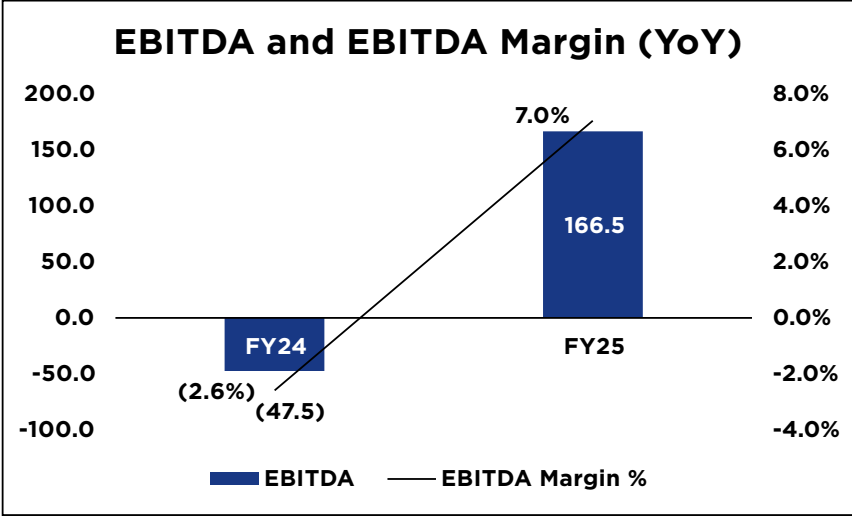
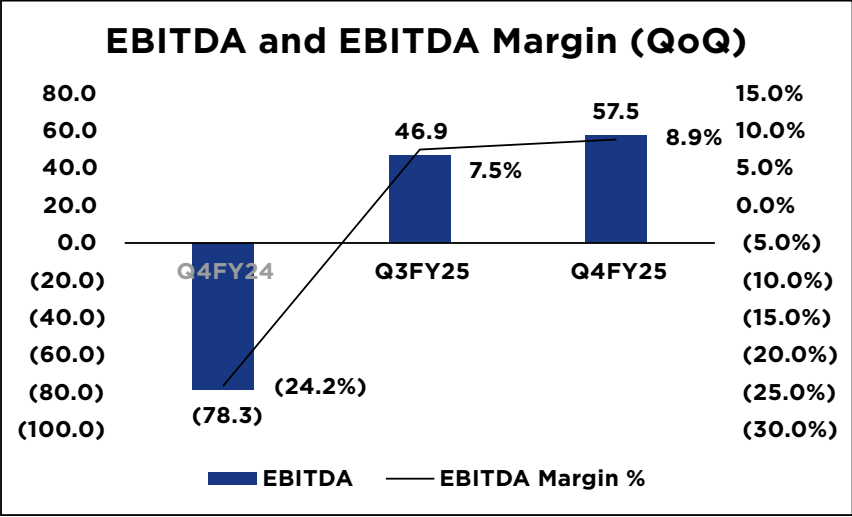
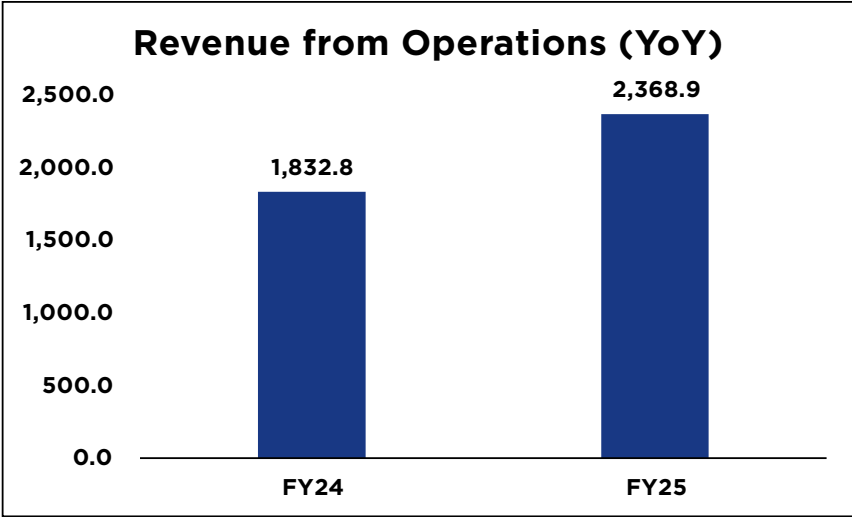
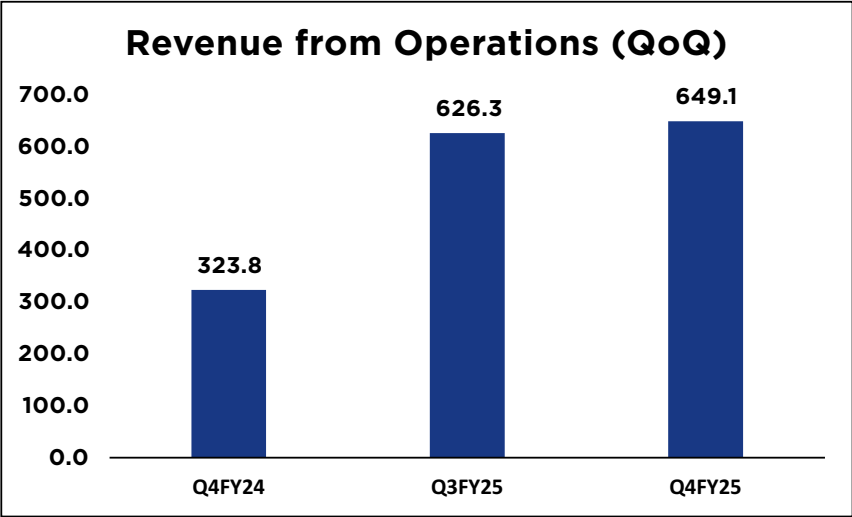
CONSOLIDATED BALANCE SHEET



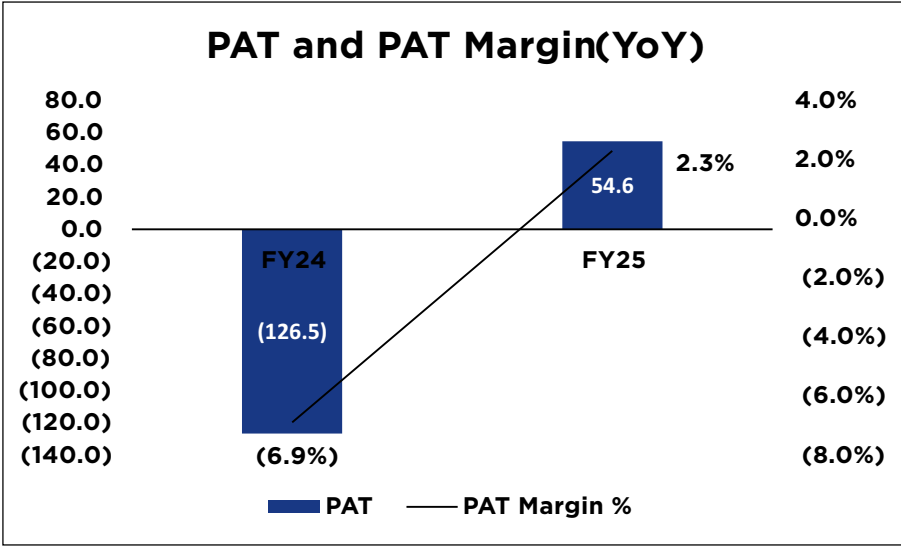
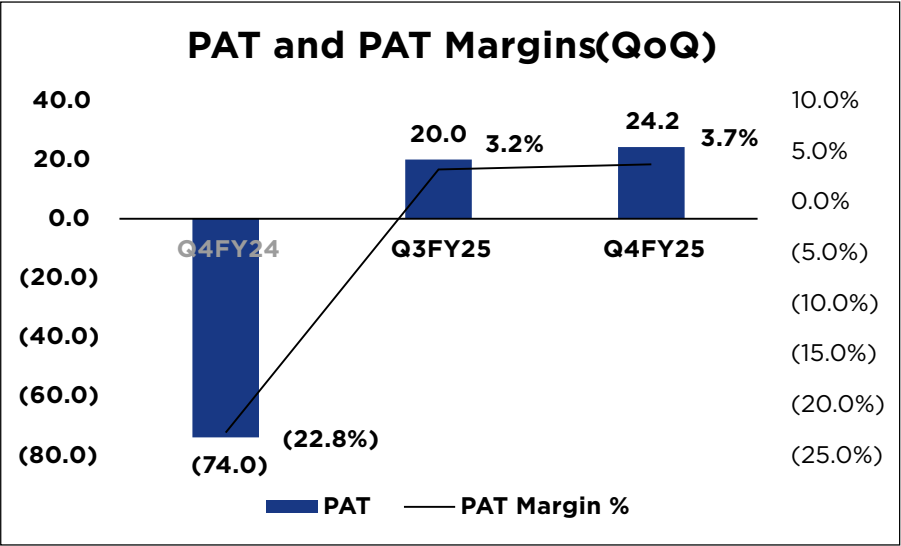
Particulars(Rs. Mn)	As at 31.3.25	As at 31.3.24
Equity & Liabilities		
Shareholder's Funds		
Equity share capital	180.3	165.2
Other equity	1,665.3	1,218.1
Total Shareholder's Funds	1,845.6	1,383.3
Non-Current Liabilities		
Borrowings	9.4	36.8
Lease liabilities	32.7	44.0
Other financial liabilities	46.9	50.9
Provisions	12.1	11.9
Deferred tax liability (Net)	46.4	30.9
Total Non-Current Liabilities	147.5	174.5
Current Liabilities		
Borrowings	767.7	710.3
Lease liabilities	13.3	14.1
Trade payables	470.4	368.4
Other financial liabilities	32.5	34.1
Provisions	3.1	7.0
Other current liabilities	13.8	13.8
Total Current Liabilities	1,300.8	1,147.7
Total Equity & Liabilities	3,293.8	2,705.5

Particulars(Rs. Mn)	As at 31.3.25	As at 31.3.24
Assets		
Non-Current Assets		
PP&E	234.8	242.2
Other intangible assets	693.7	693.7
Right of use assets	42.5	55.5
Investments	-	-
Loans	1.1	1.2
Other financial assets	27.9	7.4
Other non-current assets	129.7	144.3
Income Tax Assets (Net)	6.8	4.9
Total Non-Current Assets	1,136.5	1,149.2
Current Assets		
Inventories	924.4	827.9
Trade receivables	986.1	583.0
Cash & cash equivalents	7.1	3.0
other bank balances	0.1	40.6
Other financial assets	88.3	6.8
loans	2.3	2.3
Other current assets	149.1	92.7
Current tax (net)	-	-
Total Current Assets	2,157.3	1,556.3
Total Assets	3,293.8	2,705.5

KEY FINANCIAL METRICS



KEY FINANCIAL METRICS





For further information on the Company,
Please Visit: <https://www.vipclothing.in/>

THANK YOU

Rahul Soni

VIP Clothing Limited

Phone: 022-40209000 | Email: rahul.soni@vip.in

Captive IR Strategic Advisors Pvt. Ltd

Krunal Shah | Vinayak Shiroadkar

Email: krunal@cap-ir.com | vinayak@cap-ir.com

Contact: +91 93724 67194 | +91 88282 97287