

30th January, 2024

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 and nine months ended on 31st December, 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 and nine months ended on 31st December, 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 Q3 FY24 Results

Investor Review Note

30th Jan 2024 | 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.

Q3 reflections

What Went Right

- + Margins remained strong across all segments
- + Textile margins close to 12% due to improved efficiencies and lower input costs
- + Fabric volumes steady despite challenging market conditions, through proactive expansion of market reach.
- + AMD continued to clock 20%+ volume growth
- + Order book for Q4 looking better for both Denim and Garments.
- + Arvind Ltd is India's top and 7th globally in S&P's Sustainability Assessment

What could have gone better

- Denim demand remained low for Q3 due to weak season
- Industrial products segment of AMD continued to remain soft both in terms of volumes as well as price realization
- Red-sea freight movement issue impacted our export of Garments and Advance Materials businesses in later part of Q3

Steady Volumes, Strong Margins & PAT

₹ Cr YoY Sequential

Revenues		
1888	-5%	-2%

EBITDA (Without other Income)		
216	16%	5%

PAT (Before exceptional items)		
92	75	79

Closing Net Debt		
1390	1333 (30 th Sep 2023)	1327 (31 st Mar 2023)

YoY:

- Q3 FY24 revenue impacted by price deflation
 - Textile revenue lower by 8% despite higher fabric volumes
 - AMD revenue grew by 2%, while volume grew by ~20%
- EBITDA margins improved by 200 bps, driven by improvement in Textile segment
- Overall PAT grew by ~22% to reach ₹92 Cr

QoQ:

- Minor deflation on sequential basis as well
 - Textile margins improved by 80 bps over Q2
- Overall PAT grew by ~16%
- Overall borrowing remained broadly stable
 - Long-term debt reduced to ₹433 Cr, (₹652 Cr at the start of FY24, ₹480 Cr on Sep 30th 2023)
 - Short Term borrowing increased due to working capital.

Margin Expansion leading to 22% growth in PAT

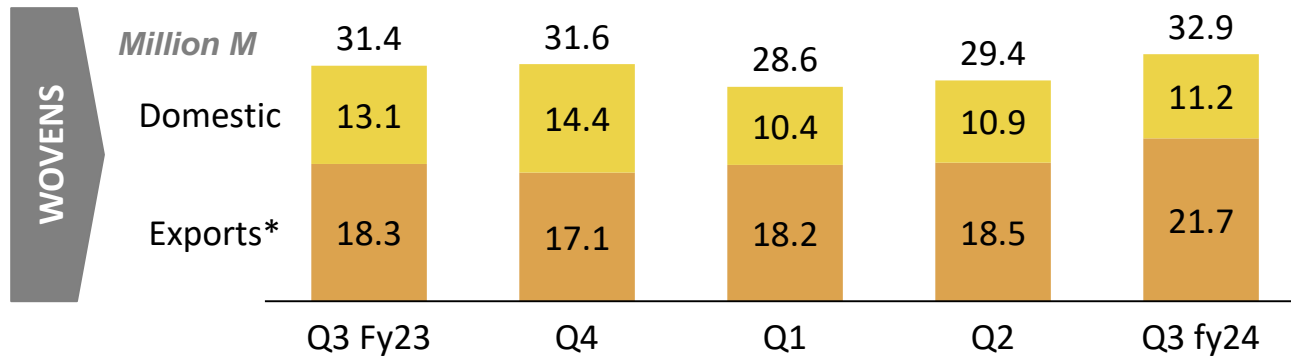
<i>All figures in INR Crs</i>	Q3 FY24	Q3 FY23	YoY Change	Q2 FY24	QoQ Change
Revenue from Operations	1,888	1,980	-5%	1,922	-2%
EBIDTA (Continuing Operations)	216	186	16%	206	5%
<i>EBIDTA %</i>	<i>11.4%</i>	<i>9.4%</i>		<i>10.7%</i>	
Other Income	9	12		12	
Interest	39	43		39	
Cash Accruals (Continuing Operations)	187	155	20%	179	4%
Depreciation	66	63		67	
PBT	120	92		112	
Tax	26	15		29	
PAT	92	75	22%	79	16%
Exceptional Item	0	9		1	
Profit from Discounting Operations	0	0		0	
Net Profit	92	84	9%	80	15%

PAT is after Minority Interest and Share of profit/Loss in Joint venture

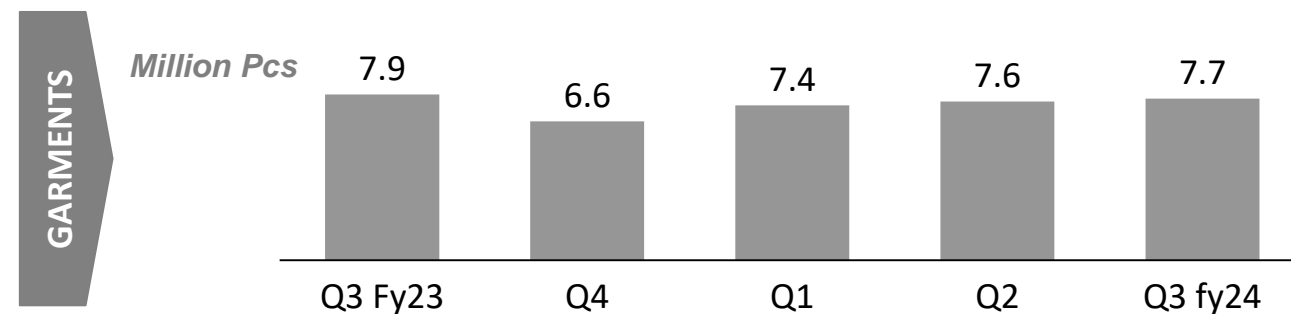
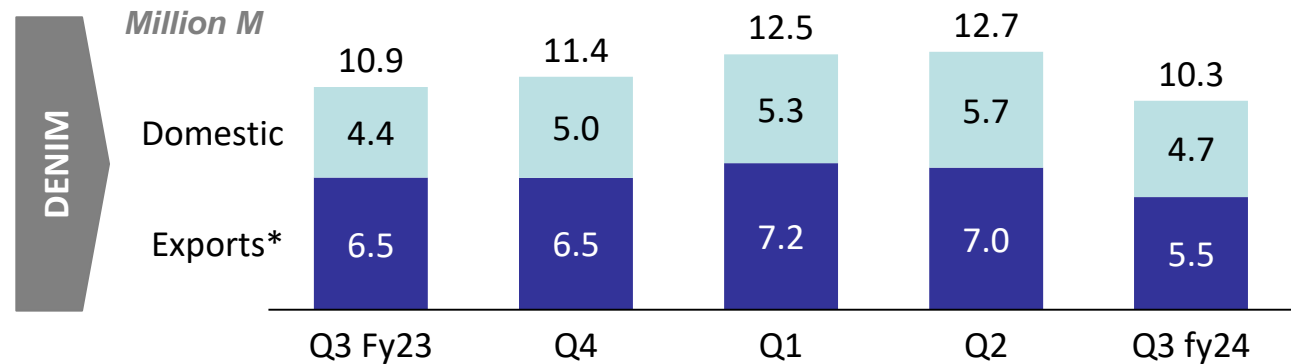
Segment results | margins grew across segments: Overall Margin close to 12%

<i>In Inr Cr</i>	Q3 FY24				Q3 FY23			
Business	Revenue	EBIDTA	EBIDTA %	ROCE %	Revenue	EBIDTA	EBIDTA %	ROCE %
Textiles	1426	168	11.8%	14.4%	1550	161	10.4%	14.6%
Advanced Material	345	52	15.2%	31.0%	337	46	13.7%	26.4%
Others & Inter Segment	118	5			93	-9		
Total	1888	226	11.9%	12.8%	1980	198	10.0%	11.2%

Woven and Garment volumes grew, while Denim volume lower due to usual seasonality



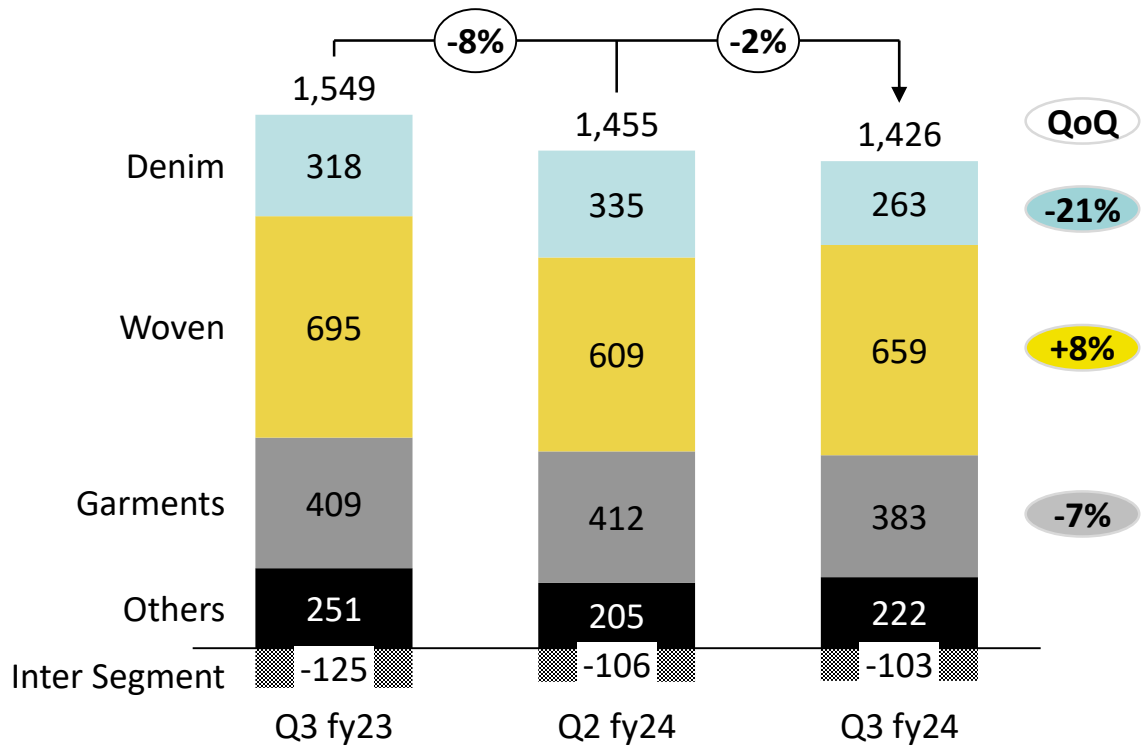
- Woven volumes improved as inventory cycle got over, and new account additions started giving results
- Denim volumes stayed muted given usual seasonality



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

Textile volumes improved though price deflation weighed down the revenue growth numbers

Textile revenues (₹ Crs)



Denim

- Seasonal downtrend in volumes and continuing reduction in realizations

Woven

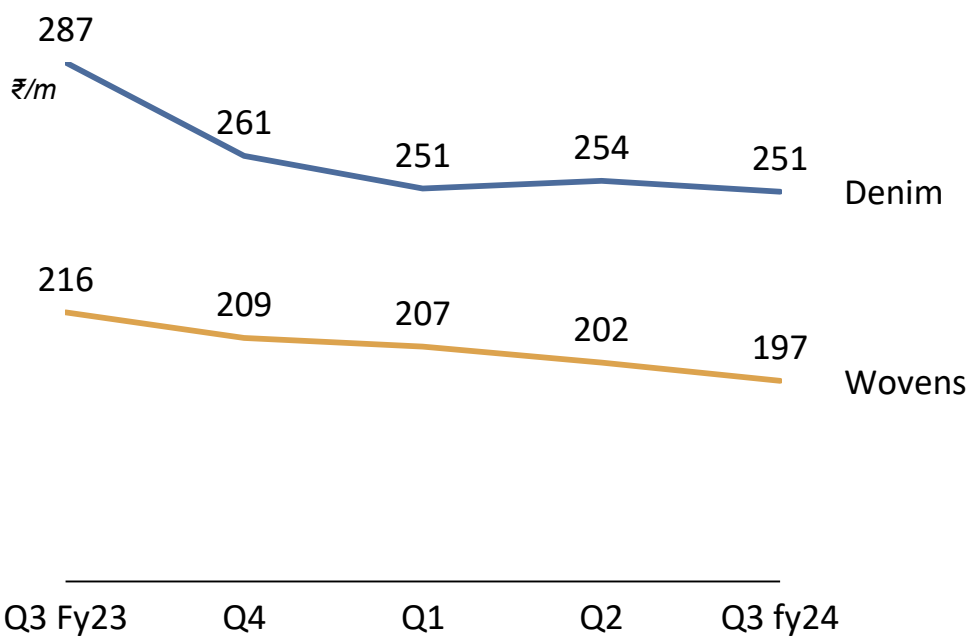
- Robust 12% volume growth more than offset the impact of price deflation

Garments

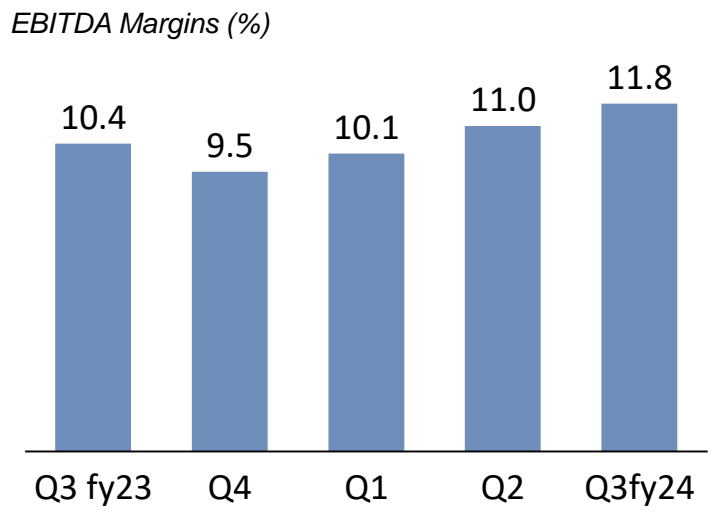
- 7.7M pcs for the quarter shows a marginal improvement sequentially: Sales lower due to price deflation

Textile margins benefited from operating leverage and mix, and have continuously trended towards 12% mark as guided

Fabric prices continued to remain low...



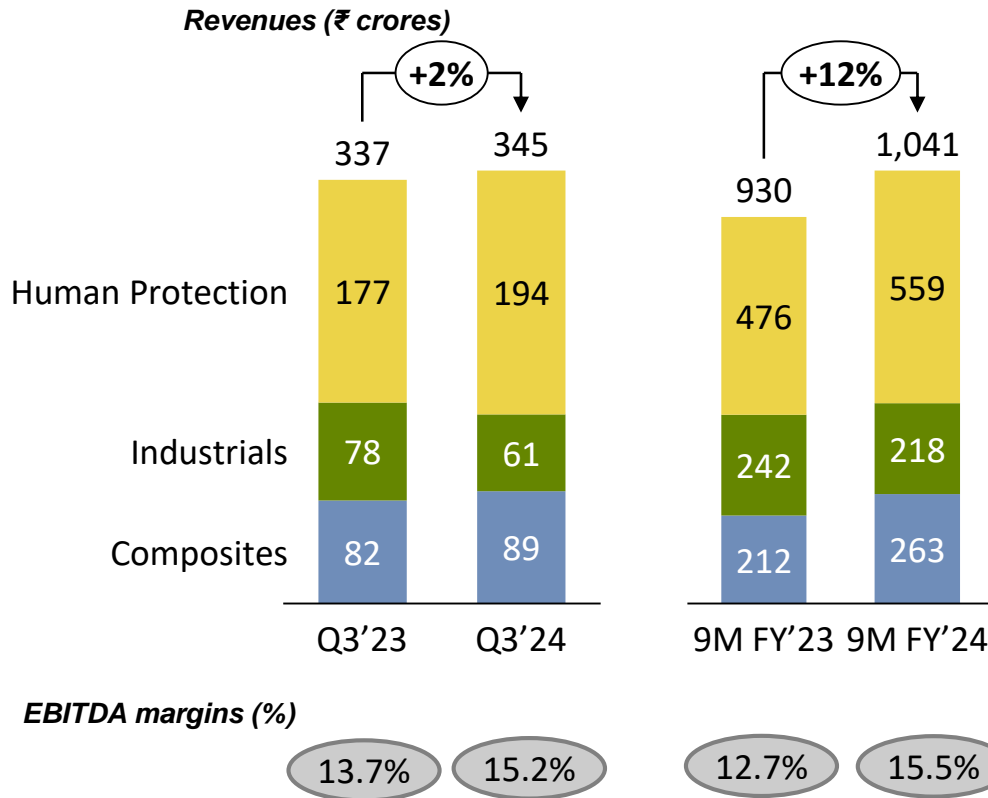
... Textile margins continue to trend up



AMD's continuing volume growth of 20%+ yielded near flat top-line given sharp deflation

AMD Q3 and 9M performance summary

Comments



- AMD volumes grew 20%+ across all categories (except Industrial Woven Fabrics); prices deflated by 10%-30% which muted Q3 revenue growth to 2% YoY
- Human Protection revenues driven by new account additions, wallet share increases, increased traction in Middle East and healthy growth in Defence business
- Composites volumes jumped sharply driven by large global project orders; new factory for Mass Transportation went live
- Industrials business saw sharp reduction in volumes in the Woven segment as key US buyers busy correcting inventories, and demand in EU remained soft
- Margins continued to remain 15%+ as the portfolio benefitted from operating leverage and lower input prices

GWICA (Global Water Innovation Center for Action) launched



GWICA Objectives

- Increase adoption of water-recycling technologies
- Expose manufacturers to current and futuristic water and apparel process technologies
- Provide a pre-competitive and open-source knowledge repository
- Develop solutions for water management for apparel manufacturers to adopt
- Enhance knowledge sharing opportunities for the industry

GWICA will provide an opensource platform that brings together expertise and audience through showcasing physical models and simulations, demonstrations, seminars and events, and hosting technology visits

Update on S&P Global Corporate Sustainability Assessment (CSA)

Score	Company Name
89	Moncler S.p.A.
87	Hugo Boss AG
84	Kering SA
80	PUMA SE
71	Gildan Activewear Inc.
66	LVMH Moët Hennessy - Louis ...
60	Raymond Limited
60	Arvind Limited
59	Welspun Living Limited
59	ASICS Corporation
59	Burberry Group plc



Recent S&P Global Sustainability Assessment by ranked Arvind Ltd #1 in India and #7 globally (up 4 places from #1 last year)

MOU with Indian Navy to provide advanced uniforms



- AMD's quality and innovation and capability acknowledged by the Indian Navy as the first order was awarded
- The MOU is an important step towards scaling up supplies of high performance specialty products to our armed forces which will provide comfort and protection against all kinds of adverse operating environments

Outlook for Q4 and FY2024

Demand

Market demand showing signs of coming off the bottom, though caution prevails

Costs

Cotton and other input costs likely to remain soft

Container shipping costs likely to remain elevated

Revenue & Margin

We expect a stronger Q4 leading to a healthy H2 as guided earlier

- Based on the current trends, Denim & Garments volumes likely to show improvements.
- Textile and AMD margins expected to remain healthy at around Q3 levels

Capex & Debt

Long Term debt expected to settle around Rs 400 crores by end of March 2024

Expect to incur about Rs. 220 crores in capex during the year



Thank You!