



PDS

Global | Collaborative | Digital | Ethical

PDSL/SE/2024-25/28

June 11, 2024

<b>Listing Department</b> <b>National Stock Exchange of India Limited</b> Exchange Plaza, C-1 Block G, Bandra Kurla Complex, Bandra (E), Mumbai -400 051 <b>Scrip Symbol: PDSL</b>	<b>Corporate Relationship Department</b> <b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 <b>Scrip Code: 538730</b>
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**Re: ISIN - INE111Q01021**

**Sub: Investor's Presentation for PDS Investor Day**

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor's Presentation for PDS Investor Day to be held by the Company on Tuesday, June 11, 2024 at 3:00 pm (IST).

We request you to kindly take the above information on record for the purpose of dissemination to the shareholders.

Thanking you,

Yours faithfully,  
for PDS Limited

**ABHISHEKH**  
**KANOI**

Digitally signed by  
ABHISHEKH KANOI  
Date: 2024.06.11 15:09:31  
+05'30'

**Abhishekh Kanoi**  
**Head of Legal & Company Secretary**  
**ICSI Membership No.: F-9530**

**PDS Limited**

**Registered & Corporate Office:** Unit No. 971, Solitaire Corporate Park, Andheri Ghatkopar Link Road,  
Andheri East, Mumbai 400093, Maharashtra, India. ☎ +91 2241441100

CIN: L18101MH2011PLC388088 🌐 [www.pdsltd.com](http://www.pdsltd.com) 📧 [info@pdsltd.com](mailto:info@pdsltd.com)



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# Investor Day PRESENTATION



JUNE 2024

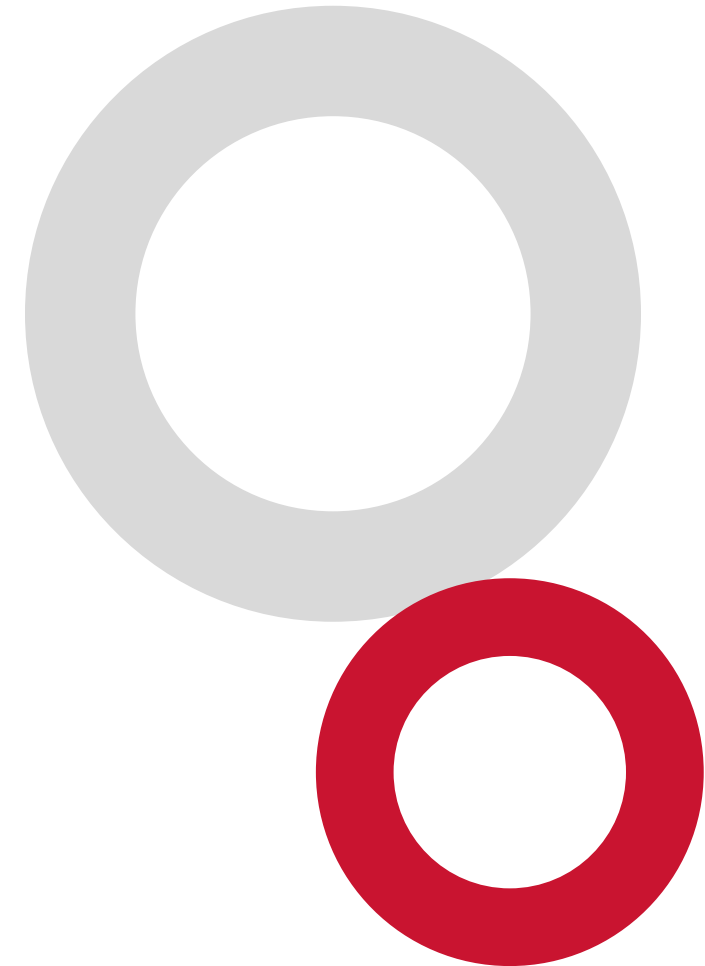


# Safe Harbour

The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. The Company makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information contained herein. This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others, general economic and business conditions in India and abroad, ability to successfully implement our strategy, our research & development efforts, our growth & expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global pharmaceuticals industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its Directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein. No part of this presentation may be reproduced, quoted or circulated without prior written approval from PDS Ltd.

Figures have been rounded off to the nearest Cr/Mn except otherwise stated

Previous period figures have been re-grouped/ reclassified wherever necessary, to confirm to current period's classification and the impact of the same is not considered to be material.





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*01*

**Opening Address  
– Sanjay Jain**

# Last 4 years' Journey at PDS

- 1 Transformation to a "Solutions & Services" company
- 2 Turnaround of Manufacturing Business
- 3 Attainment of Negative Working Capital Days\* and Monetization of Non-Core Assets
- 4 Growth backed by strong financial position
- 5 Commencement of a journey to derive "Benefits of Synergies"
- 6 Onboarding of professional management team & ESOPs put in place
- 7 Institutionalization of Governance
- 8 Augmentation of "Processes & Systems" (MIS & Audit, HR, IT, Treasury, Risk Mgmt, ESG)
- 9 Adoption of Dividend Distribution Policy
- 10 Belief in a bright future ahead & adoption of 5 years Strategy

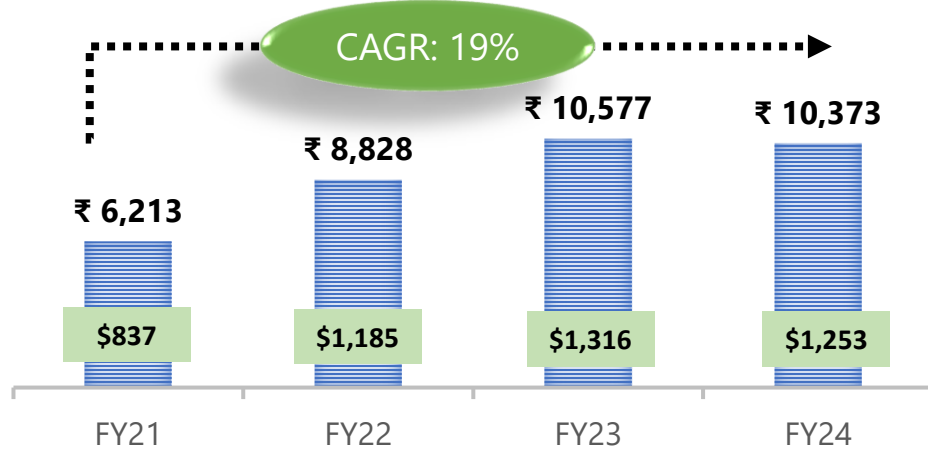


**27001:2022 Certified**

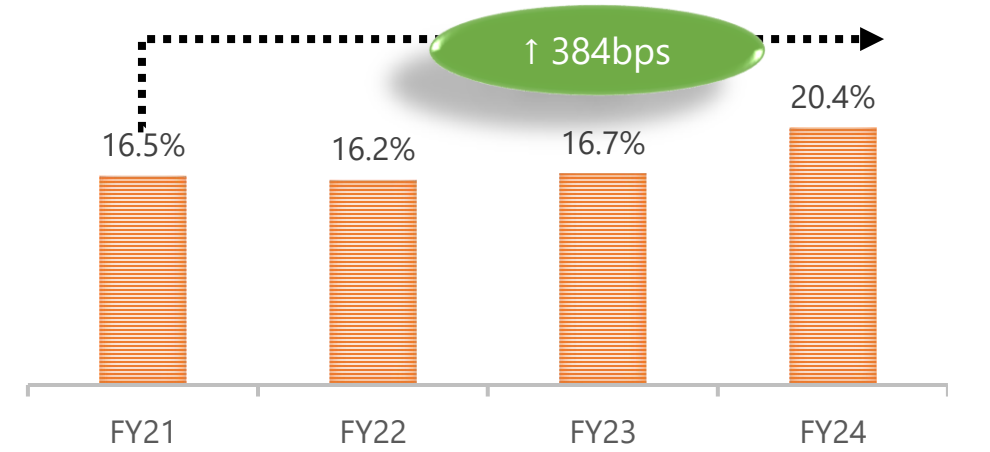
\*Excluding recently added Ted Baker business.

# An overview of Operating & Financial performance (1/2)

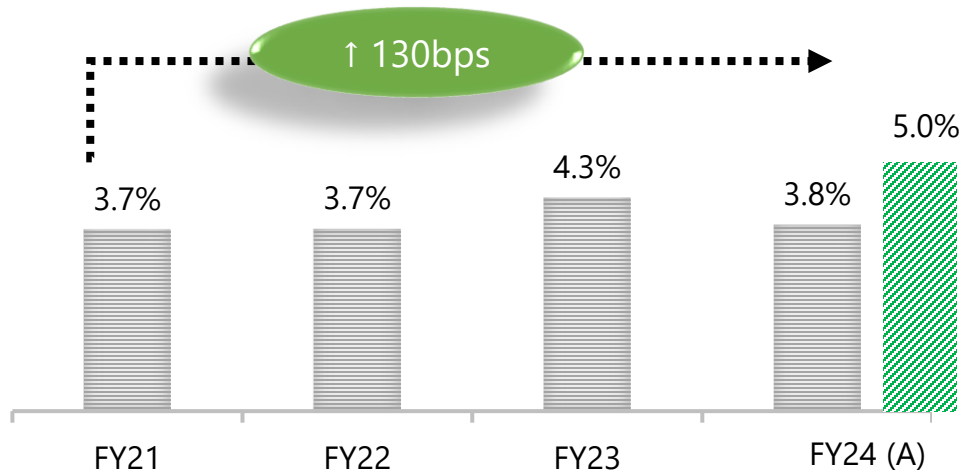
**Revenue (₹ Cr | \$ Mn)**



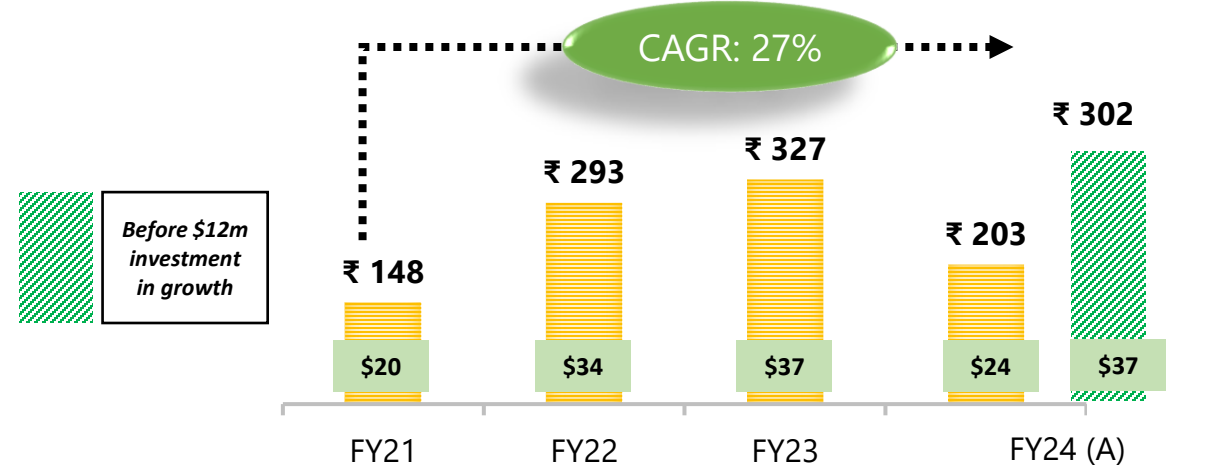
**Gross Margin (%)**



**EBITDA (%)**



**PAT (₹ Cr | \$ Mn)**

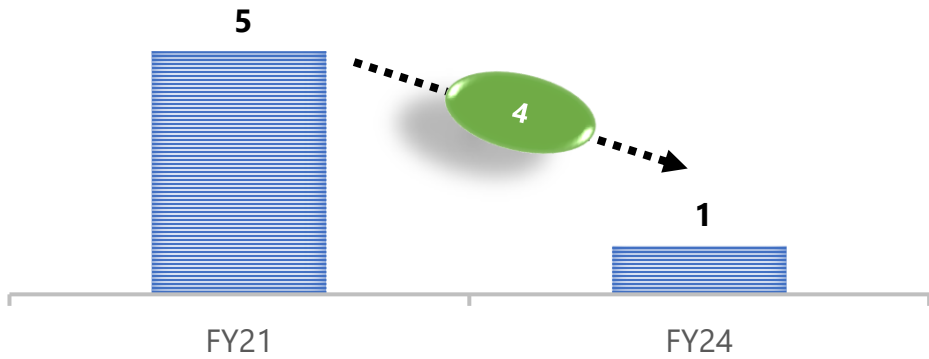


Note: Margins & CAGR are based on \$ values | FY22 and FY23 adjusted for onetime gain | In FY24 Other expense & Profit/Loss from JV is adjusted for impact of JV to subsidiary conversion. The net impact of both is PAT neutral. The impact on EBITDA has been reversed for the above calculation

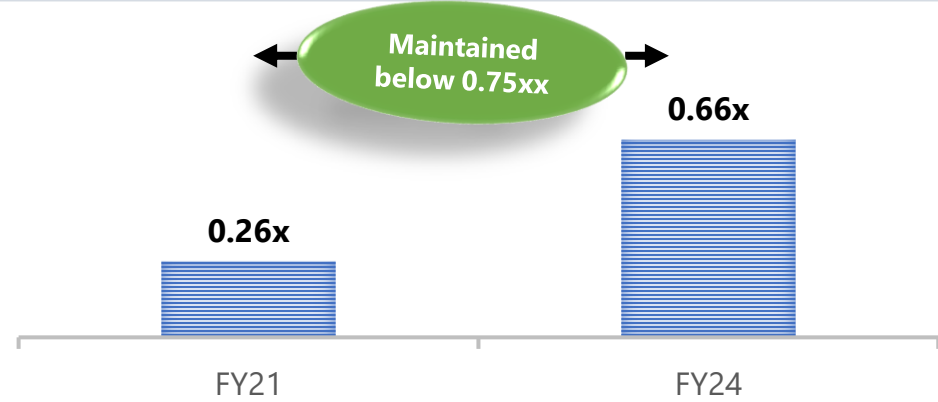


# An overview of Operating & Financial performance (1/2)

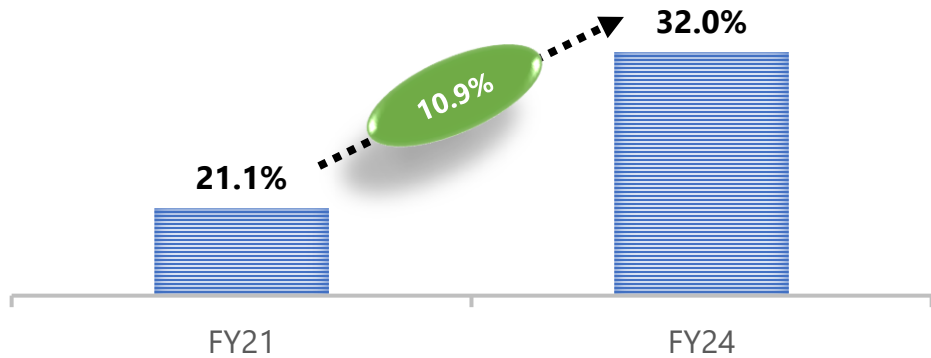
**Net Working Capital Days\***



**Net Debt / EBITDA (x)**



**ROCE\*\***



\*Net Working Capital Days for FY24 are without Ted Baker business.  
 \*\*FY24 ROCE is before new investments & incubation

- 1 This was a snapshot of our last 4 years
- 2 We believe we have carefully curated a strategy which should unfold into exciting years ahead
- 3 Today, we are here to present the same to you

# AGENDA

Topic	Spokesperson
The Big Picture & PDS Strategy Roadmap	 <b>Pallak Seth</b> Executive Vice Chairman
Broadening Horizons (UK/Europe Beyond Sourcing)	 <b>Anuj Banaik</b> MD, Poetic Gem
Strategic Engagement with Key Customers	 <b>Sunny Malhotra</b> MD, Simple Approach
<b>Tea &amp; Coffee Break</b>	
North America Strategy	 <b>Mark Green</b> Executive Director, North America
ESG & Compliance	 <b>Paul Wright</b> Group ESG Director
Investing in the Next	 <b>Ankur Agarwal</b> Head of Investments, PDS Ventures
Q&A followed by High-Tea	





*02*

**The Big Picture & PDS  
Strategy Road Map  
– Pallak Seth**

# WHO WE ARE

## A global fashion supply chain infrastructure platform

# Who We Are



₹ **10,300 cr+**  
Revenue

₹ **4,500 cr+**  
Working Capital Limits



**24+**  
Country presence with  
90+ offices

**1mn+**  
Pieces per day  
production handled



**4,000+**  
Employees

**10,000+**  
Associates & Factory  
Workers

**Global fashion supply chain  
infrastructure platform offering  
solutions to 300+ brands &  
retailers**

**(FTSE 100, DAX 30 and  
S&P 500)**

# WHAT WE DO

Transitioning from a product company to a solutions company

# What We Do

## Customized Service offerings



↑  
**Governance**  
 6'C & 1I, 3 Balance Sheet Focus (Cash, Capability and Credibility)

↑  
**PDS Ventures**  
 feeding innovation

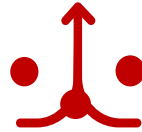


# STATE OF THE INDUSTRY

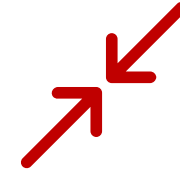
# State of Industry: Macro View



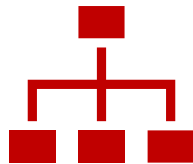
**Bank  
Consolidation**



**Vendor  
Consolidation**



**Customer  
cutting  
overheads**



**New York IP  
Companies  
Acquiring  
Brands**



**Geopolitical  
Shift**



**Growing ESG  
Requirements  
by Retailer**

# HOW WE ARE GROWING

# Investing Through P&L

(CONSOLIDATED)

PARTICULARS (₹ IN CR, UNLESS MENTIONED OTHERWISE)	TWELVE MONTH ENDED	
	31-Mar-24	31-Mar-23
INCOME FROM OPERATIONS	10,373	10,577
% GROWTH	-2%	
EBITDA	402	459
% EBITDA MARGIN	3.9%	4.3%
<b>INVESTMENTS MADE THROUGH P&amp;L</b>		
NEW VERTICAL INCUBATION OPERATING COSTS	(93)	(30)
NORTH AMERICA COSTS	(7)	-
<b>CORE BUSINESS EBITDA</b>	<b>502</b>	<b>489</b>
<b>% CORE BUSINESS MARGIN</b>	<b>5.0%</b>	<b>4.7%</b>

**Note:** In Q4FY24 and FY24 Other expense & Profit/Loss from JV is adjusted for impact of JV to subsidiary conversion. The net impact of both is PAT neutral. The impact on EBITDA has been reversed for the above calculation

# Strategic Guardrails for Pursuing Strategic Opportunities



**“AAA” customers** asking for customized solutions

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**“No Inventory”** risk

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**“No Credit”** risk – Customers to be creditworthy to have non-recourse factoring / credit insurance

---



**Visibility of Turnover & Profitability** within 12 months through signed MoU and LOIs

---



**Attracting Leaders in our field** by onboarding them as **Entrepreneurs** to run these businesses

# Financial Guardrails for Pursuing Strategic Opportunities



**3 year business plan** agreed with visibility of breakeven

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**Anchor Customer a Pre-requirement** for on-boarding new team

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**Funding beyond pre-agreed plan to be repaid** by vertical prior to dividend declaration

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Customers should be creditworthy to have **non-recourse factoring / credit insurance**


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# Despite macro-disruptions, PDS has taken a strategic call to Invest in growth and made strategic headways

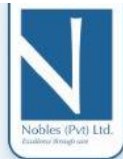

1 Increasing wallet share with existing customers 

2 Expanding Service offerings **GERRY WEBER**

3 Sourcing as a service continues to robust growth trajectory 

4 Expanding US footprint continues to be strategic focus 

5 Ted Baker Design Group achieved first full year of profitability 

6 Continue to strengthen manufacturing capabilities to derive sourcing synergies  

# Sourcing as a Service: Case Studies

George.

*Bangladesh, Turkey & Near East*



Exclusive office of ASDA George for India & Bangladesh Apparel  
CASA Collective: Home & General Merchandise



*Bangladesh*



Exclusive office of Hanes Brands in Bangladesh & Non-Exclusive for India, Pakistan & Egypt

s.Oliver

*India & Sri Lanka*



Exclusively sourcing apparel from India and Sri Lanka  
PDS's German subsidiary, Techno Design, acquired S.Oliver Group's sourcing operations in India.



*Turkey*

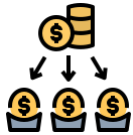


Spring Near East is the Sourcing Office for Ralph Lauren Apparel in Turkey since 2019.  
In 2023, the role was expanded to include North Africa region as well as Home category



# What is the single biggest risk for PDS – Reputation!

# How we manage risk



**Diversifying risks** – no dependence on customers, geography, vendor or banks

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**6C's and Inventory framework**

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**Deloitte.**

**Working with Global Agency Partner** – for PDS Employee Code of Conduct & Survey and Conduct employee Reference check for Senior Positions

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**Zero Tolerance to Violations**

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NAVEX<sup>GLOBAL</sup>

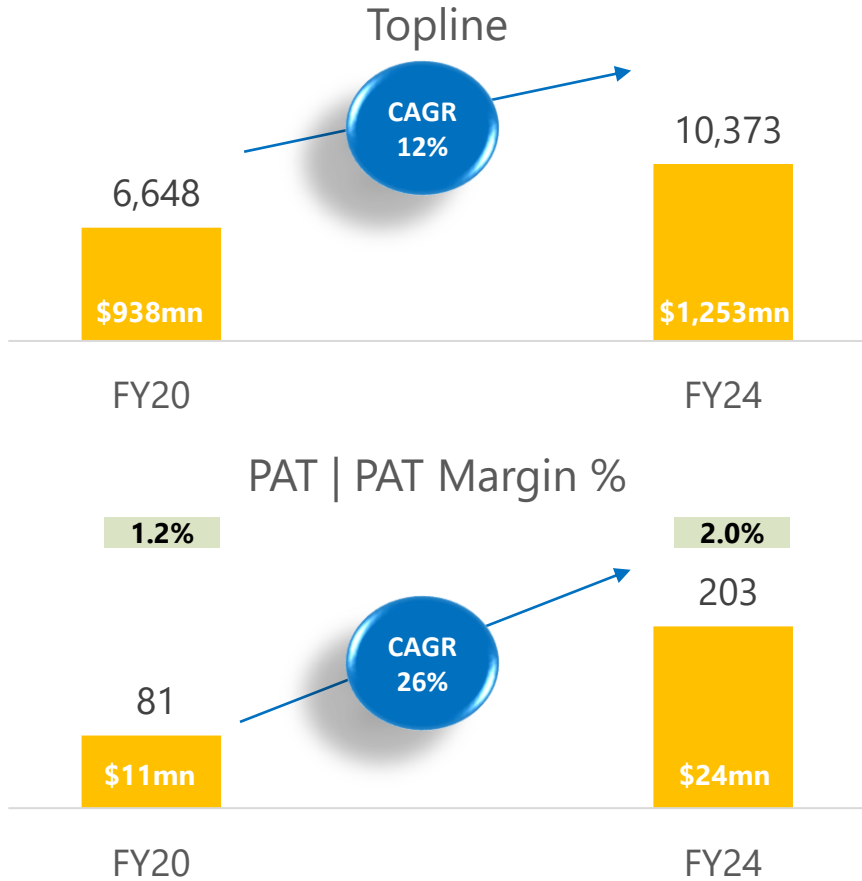
**Whistle Blowing** Practice in place

# HISTORICAL PERFORMANCE AND GROWTH AMBITIONS

# How we see 2025 emerging for us?

₹ IN CRORE AND \$ IN MN, UNLESS MENTIONED OTHERWISE

## PDS SINCE FY2020



## OUR PLAN FOR FY25

- GMV** expected to clock **+20%** growth
- Drive **+10%** growth in topline
- Extract revenue & profit from the investments made in the preceding years
- Bottomline profit growth expected to be **+15%**

**ORDER BOOK (IN APR) \$585M;  
UP BY 30% AS COMPARED TO SAME PERIOD LAST YEAR**

# PDS Customer Strategy

Continue growing core engine in UK & Europe through Key Account Management

Grow customer accounts from current ~\$100m+ each to 3x in size



Expand in North America through core categories

Strategic engagements and capability building



Serve opportunistically in India / SEA / Brazil

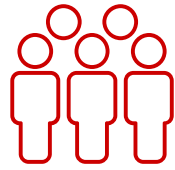
Focus on value or mass segments



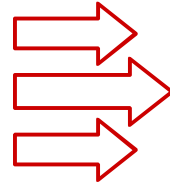
# Subsidiary of Walmart in India

# WIINING FORMULA

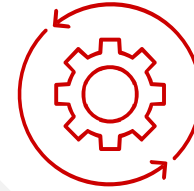
# Why are we successful- Strong Culture



**Zero  
Bureaucracy**



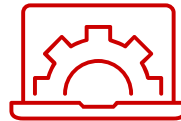
**Zero  
Bottlenecks**



**Zero Power  
Centers**



**Entrepreneurship  
Model**



**Maximum  
Agility**



**Equal  
Opportunity**

# Why are we successful- 3 Balance Sheet Approach

## Cash

Maintaining Financial Balance Sheet with Positive Net Asset Value

1

## Capability

Onboarding the best talent and investing in existing people

3

2

## Credibility

Building 'Trust & Transparency' with all Stakeholders (Customer, suppliers, bankers, employees and shareholders)



# VISION

# Vision

*25-Year-old startup redefining our business model*

## GEARING FOR:



# PDS at Harvard Business School

## *Our Business model as a case Study for MBA students*



H A R V A R D | B U S I N E S S | S C H O O L

9-721-361

REV: NOVEMBER 10, 2020

DENNIS CAMPBELL  
TARUN KHANNA  
KERRY HERMAN

## PDS: Ring-Fencing the Ranch

It was October 2019, and Pallak Seth, CEO and vice chairman of PDS Multinational Fashions Limited (PDS, the Group), stepped back from his office window overlooking London. He had just reviewed a report Deloitte prepared on a potential framework for a new employee stock ownership plan (ESOP), along with an internally developed proposal for a joint profit and loss (P&L) system meant to measure and reward collaborative efforts across multiple subsidiaries. Both proposals aimed to encourage the Group's ambitious but often fiercely independent entrepreneurs to collaborate more. Each presented unique challenges due to factors both internal and external to PDS.

PDS was a design-led apparel manufacturing and sourcing partner for many of the world's leading brands and retailers; it produced one million pieces of clothing every day. This included expertise in mens/womens/childrens/babywear categories, in inner- and outer-wear products, and across knits/denim/woven apparel. Once a loose federation of like-minded subsidiaries, by 2019 PDS had grown to 40 business verticals, with 50 subsidiaries, three factories, 50 offices in 20 countries, and about 10,000 employees (including factory staff). The company had grown steadily since 1999, organically bringing on experienced entrepreneurs to build subsidiaries that opened new sourcing markets, brought PDS new client segments, and introduced new product categories to existing and new retail clients. Each subsidiary had its own CEO and a network of relationships with customers, suppliers, and other business partners on the ground in its home country. PDS had revenues of \$1.2 billion for fiscal 2019-2020, representing a ten-year compound annual growth rate (CAGR) of 15%.



03



# Poeticgem Group

**Broadening Horizons  
(UK/Europe Beyond Sourcing)  
– Anuj Banaik**





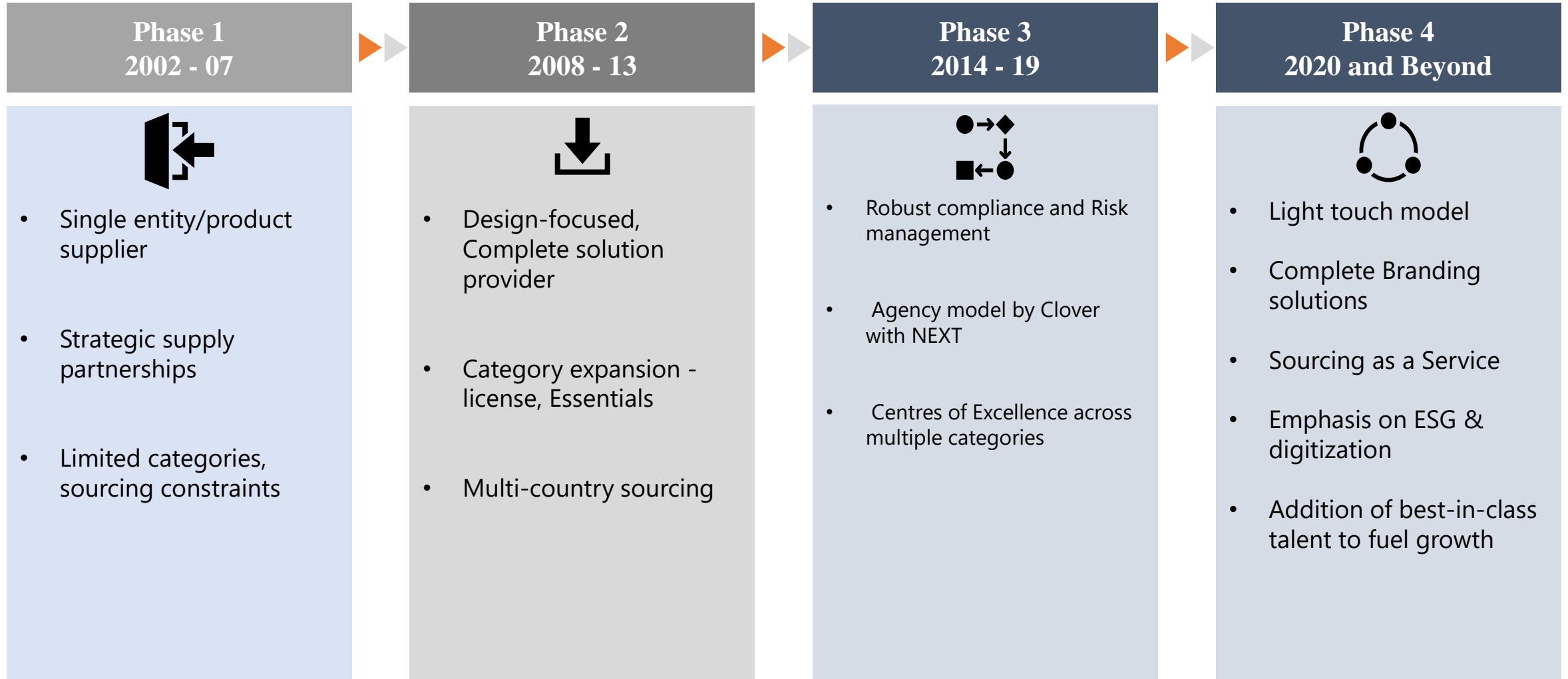
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- 2) **EVOLUTION TO BRANDING SOLUTIONS**
- 3) **CUSTOMER PARTNERSHIPS: CASE STUDIES**
- 4) **SYNERGY WITH PDS ECOSYSTEM**
- 5) **GROWTH STRATEGY: WAY FORWARD**

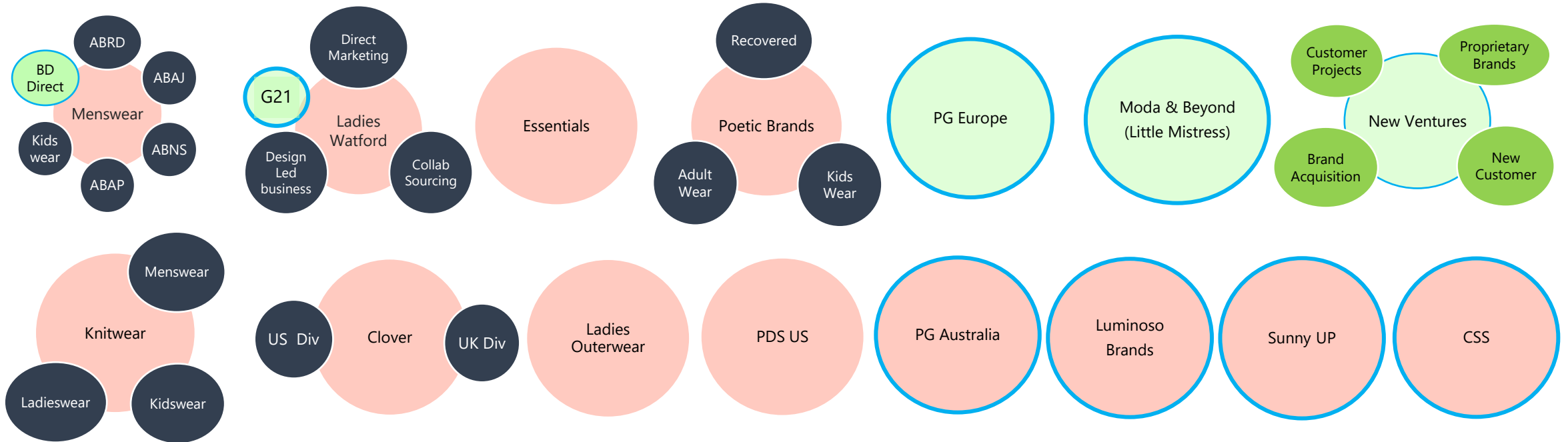


# 1) POETICGEM JOURNEY

# Journey of Evolution



# Poeticgem Group – At a glance : 25+ Business units





# Poeticgem Leadership Team

Platform Leadership



**Adam Ogiliev**  
ED- Global Compliance



**Anuj Banaik**  
Managing Director – PG Group  
PDS Executive Board member



**Alan Wragg**  
Advisor – Technical & Sustainability



**Elliott Mathews**  
ED – Poetic Brands



**Krishna Kanodia**  
COO



**Graeme Scott**  
Head of HR



**Mandeep Gandhi**  
Director of BD Tech & QA

Business Leadership



**Graham Cook**  
CRM - Tesco, 19 Years Experience



**Collette Bremner**  
CRM – ASDA, 20 Years Experience



**Ben Fielding**  
CRM – Primark, 18 Years Experience



**Dan Golby**  
CRM – NEXT, 18 Years Experience



**Anne Higginson**  
ED-Knitwear



**Racheal Bailey**  
ED- CSS



**Arvind Banga**  
Business Head – Mens & Boys



**Victoria Edwards**  
ED-Ladies Outerwear



**Mark Ashton**  
ED – Little Mistress



**Charlotte Pettican**  
ED- Ladies



**Kelly York**  
ED-PDS USA



**Golam Moinuddin**  
ED-PDS USA



**Sandeep Chablani**  
ED-Clover



**Gavin Foster**  
ED-Luminoso Brands



**Design Director (Mens)**



**Christina Lundberg**  
Design Director (Ladies)



**Rashim Whorra**  
ED-Essentials

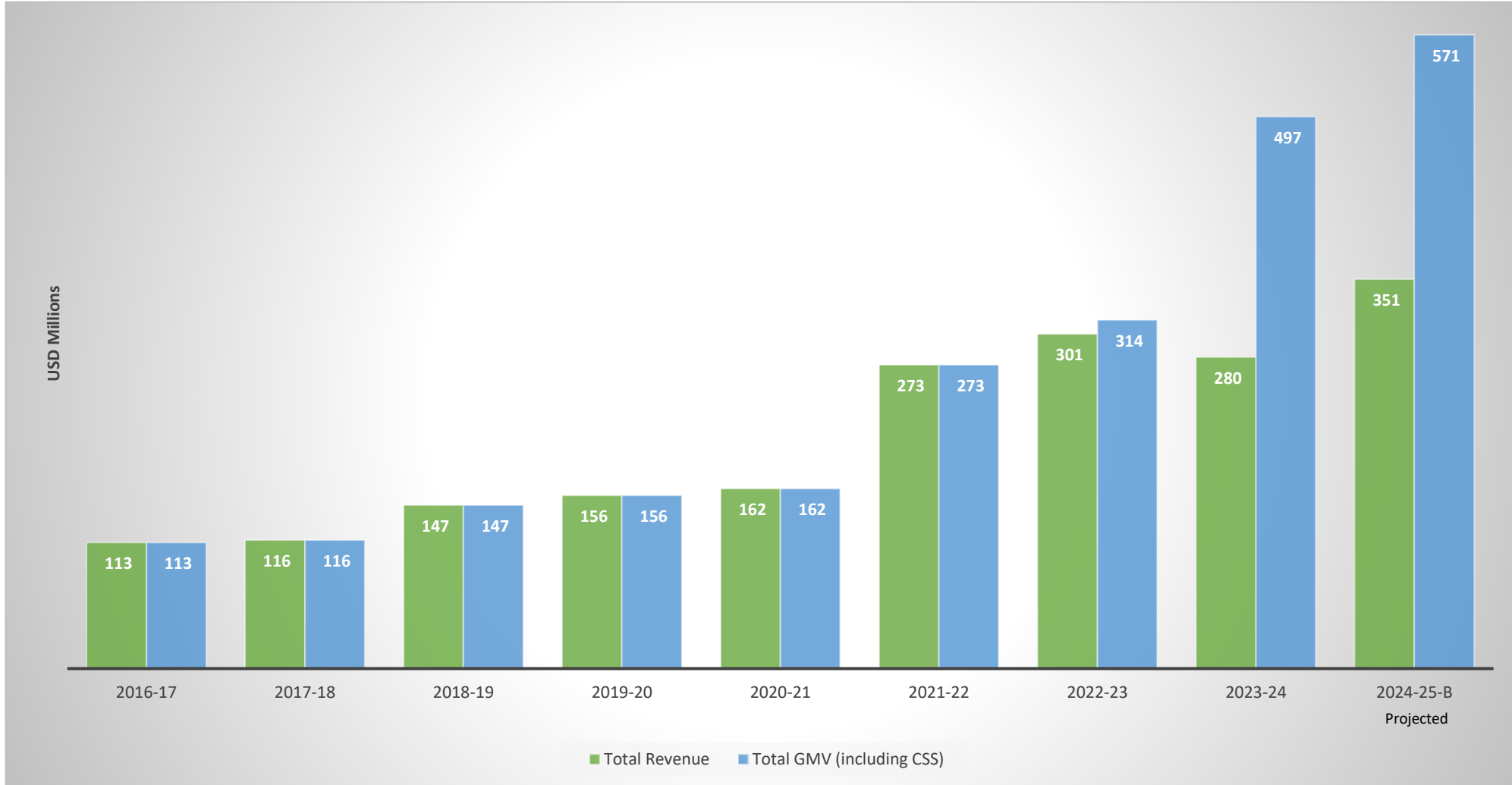


**Deepak Kasana**  
BD Country Director

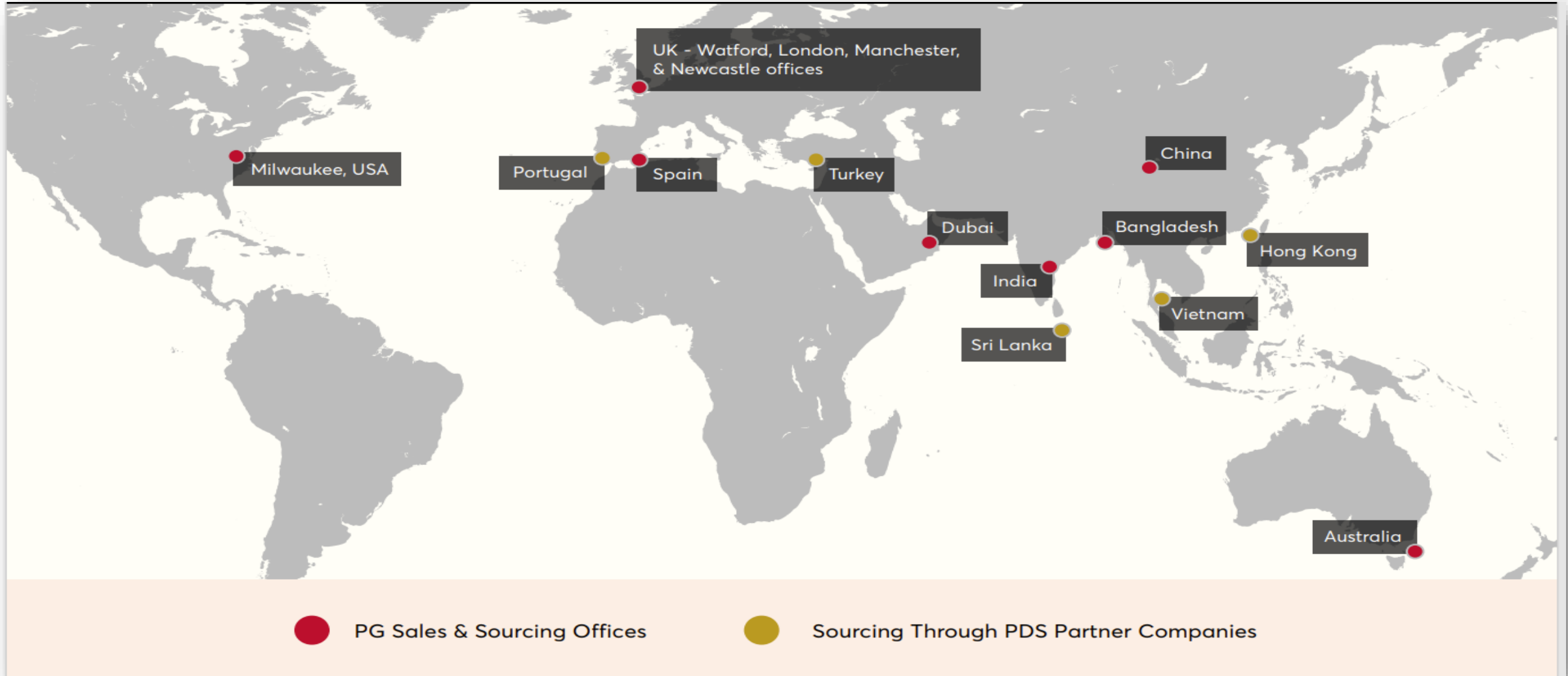


**Kavita Dass**  
Lead Fabric & ESG

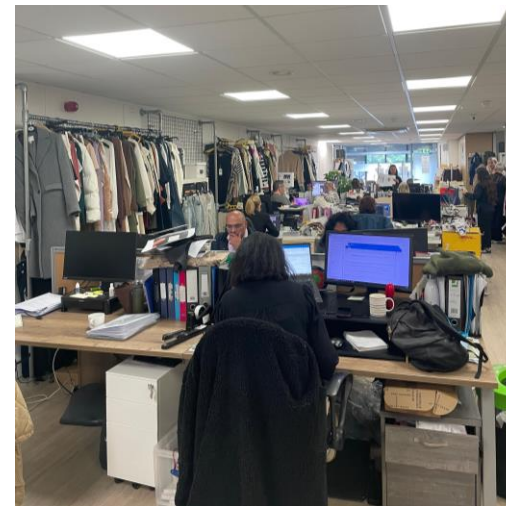
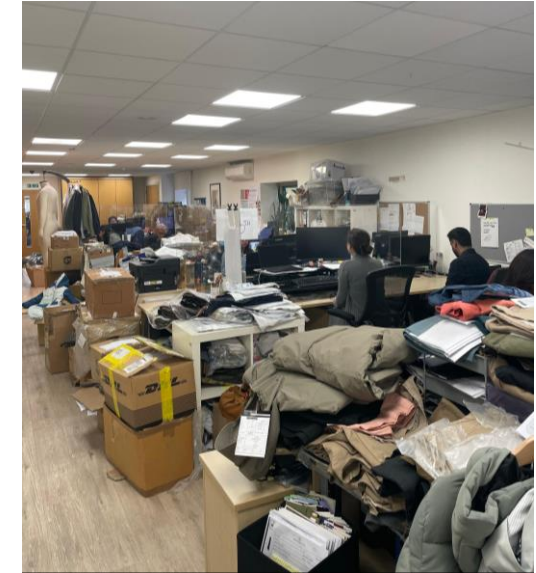
# Poetigem Growth Over the Years



# Poetigem Group Presence



# Poeticgem Group HQ Now!



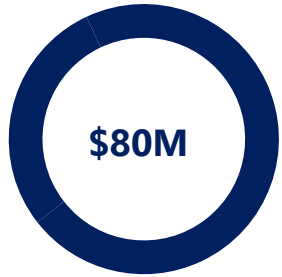
# Poeticgem Group HQ Upcoming!





## **2) EVOLUTION TO BRANDING SOLUTIONS**

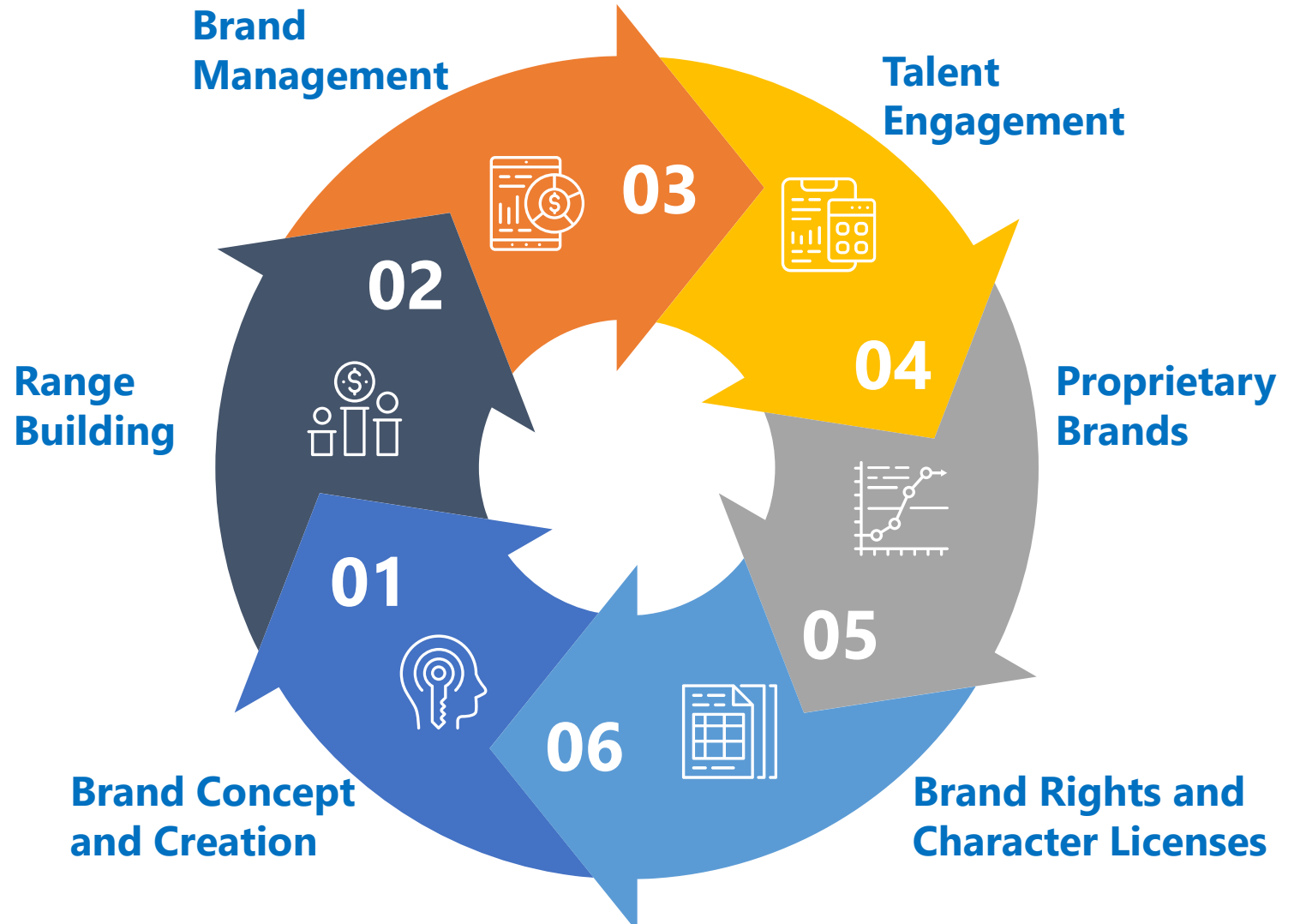
# Complete Branding Solutions



2024



2019



**INVENTORY RISK MITIGATED BY PRE-SOLD STOCK**

# The Full Range of Brands





# Brand Spotlight



rise



# Media Snippets



FASHIONUNITED

News Jobs Marketplace Lookbook Events Data

Home / News / Fashion / Zara McDermott launches clothing brand Rise

HOME | SHOPPING | FASHION

Zara McDermott's latest fashion project revealed – and it's on sale right now



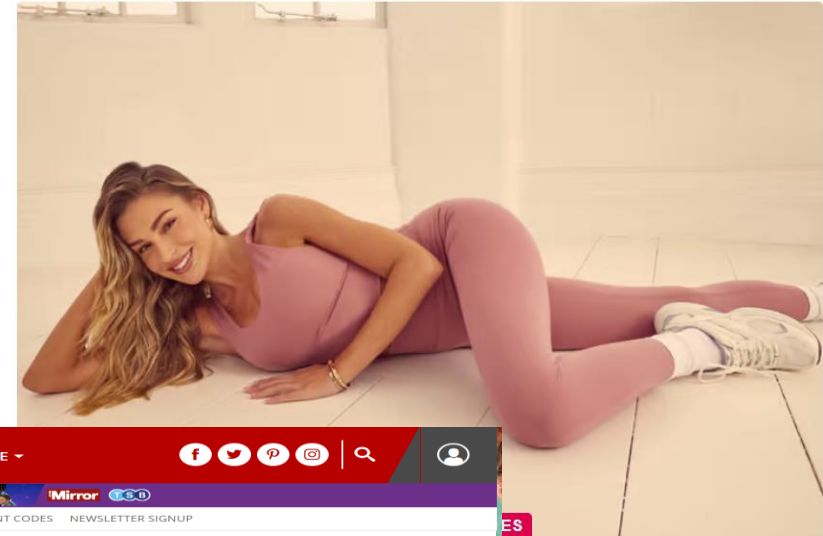
We'll be adding these straight to our shopping baskets.

By Scott Wells | Updated On 28 03 2024

Television personality [Zara McDermott](#) is entering the world of fashion with a collection that we very much want to get our hands on.

Let us introduce you to RISE, a brand that puts comfort, inclusivity, and style at the forefront of their designs.

## Zara McDermott launches clothing brand Rise



**OK!** NEWS TV ROYALS LIFESTYLE SHOPPING WEDDINGS MORE

PRIDE OF BRITAIN NOMINATIONS NOW OPEN! Mirror

MYNEWSASSISTANT BEAUTY BOX SUBSCRIBE PLAY OK! BINGO DISCOUNT CODES NEWSLETTER SIGNUP

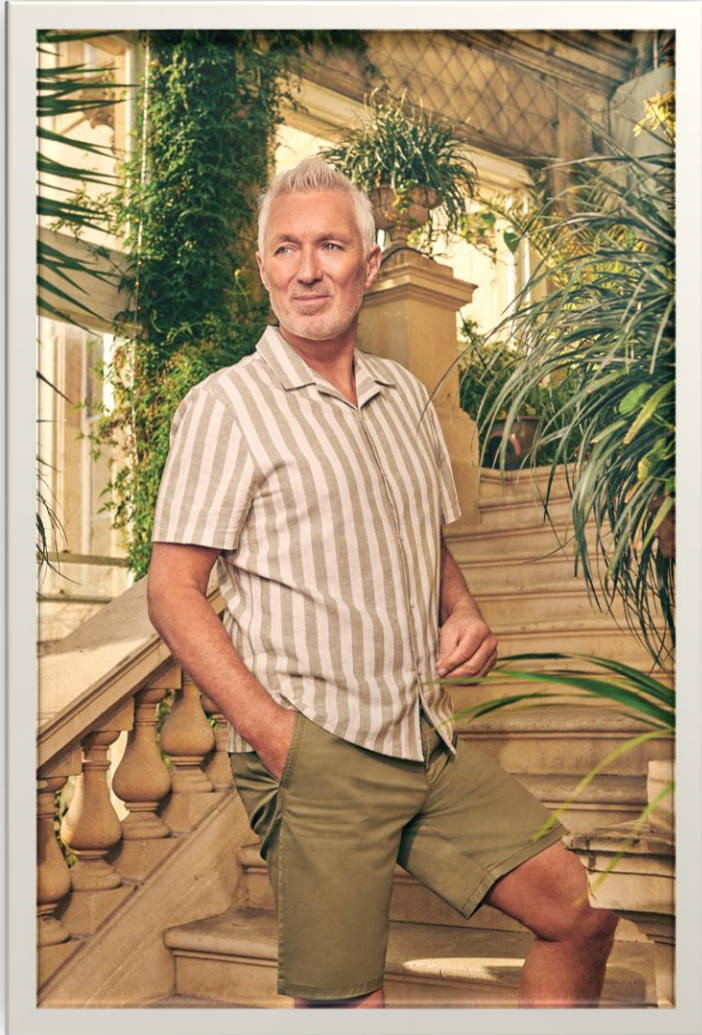
IN ASSOCIATION WITH PRIDE OF BRITAIN  
In association with The Daily Mirror Pride of Britain Awards with TSB Click here to nominate your heroes here!

OK! Lifestyle Fashion Fashion

### Zara McDermott has launched new activewear brand Rise with F&F, with Lululemon-like buys from £ 12

Zara McDermott has just dropped her new activewear and loungewear clothing brand Rise. Stocked at F&F, the collection is made up of everyday essentials starting from just £12

# Brand Spotlight



## TOOYOUNGTOBEBORED



# Media Snippets

FASHIONUNITED

News Jobs Marketplace Lookbook Events Data

Home / News / Fashion / Sainsbury's launches menswear collaboration with Martin Kemp

## Sainsbury's launches menswear collaboration with Martin Kemp



FOR ALL THE FASHION BUSINESS  
**Drapers**

## Martin Kemp on his Sainsbury's menswear edit and top fashion tips

Musician and actor Martin Kemp walks Drapers through his new menswear edit for Sainsbury's Tu Clothing, reveals his top fashion tips and explains how his career has shaped his personal style.

## Sainsbury's launches debut menswear collaboration with Martin Kemp - prices start from £12

The 30-piece debut edit is exclusively available online at TU, Argos and in 208 Sainsbury's stores across the country.

By **MILLIE BULL**

18:28, Thu, Sep 14, 2023 | UPDATED: 18:31, Thu, Sep 14, 2023



3





### **3) CUSTOMER PARTNERSHIPS: CASE STUDIES**



**Dedicated Organisation Structure**

Colette Bremner, CRM(Ex-ASDA) appointed

Menswear – Full Autonomy Granted

**Value Proposition**

Removed duplication in the Supply Chain for agility and efficiency

Extended payment period terms for enhanced Cash Flow

**Identified Growth Areas**

Full Category Management – Under Discussion

Developing targeted offerings for Branded Initiatives

Key Growth Departments : Formalwear, Ladieswear, Kids and Denim

Focus on India, Vietnam and Egypt for Mid lead offerings

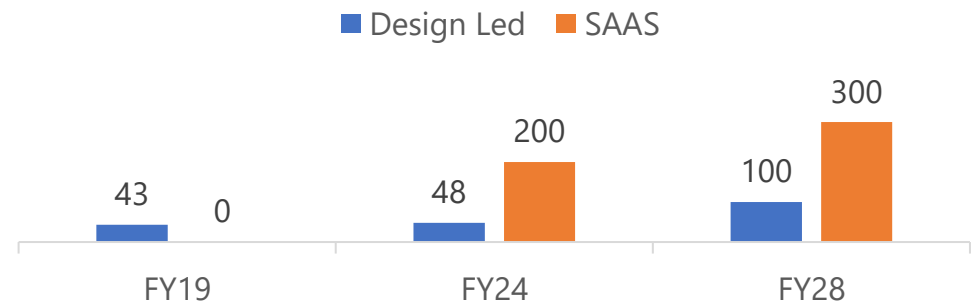
**SAAS (Collaborative Sourcing Services)**

Cost Plus Model with 100% Transparency

**Delivered \$10M savings to ASDA in 1<sup>st</sup> Year of Operation**



**ASDA GROWTH**





**Dedicated Organisation Structure**

Led by TESCO CRM – Graham Cook (Ex TESCO)

Elimination of Duplication

Implementing WOWs for empowered processes – Technical, Fits, Fabric etc.

Delivering cost-efficiency with better and best product categories for TESCO

**Collaborative Growth Planning**

Forward Capacity Planning, Sourcing diversification roadmap

Supplier Consolidation

Performance Metrics – Delivering TESCO KPIs

**Quick Decision Making**

Enhanced engagement and cooperation across departments

3-year Business Forecast

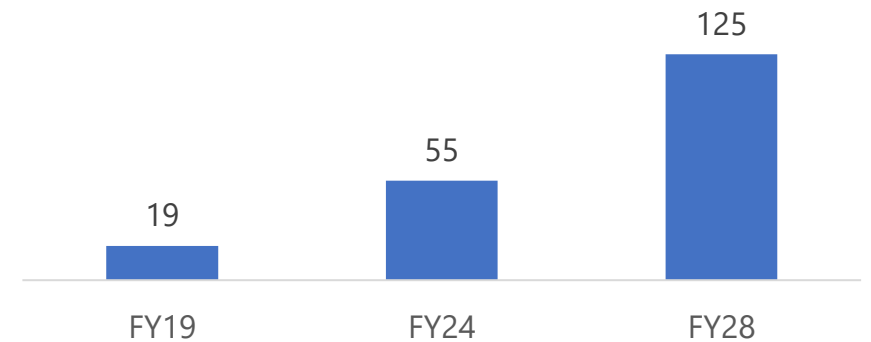
**Complete Branding Solution**

Developing targeted offerings for branded initiatives

**Key Growth Departments : Activewear, Kids, Baby and Ladieswear**



**TESCO GROWTH**





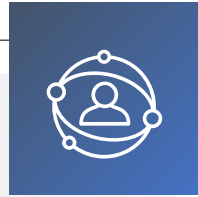
## **4) SYNERGY WITH PDS ECOSYSTEM**



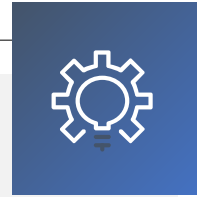
# Synergy with PDS Ecosystem



PG operates in 3 out of the 4 Value based solution Pillars of PDS



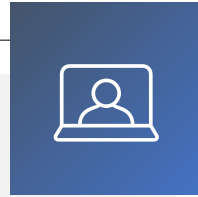
Improved efficiency with PDS Central Procurement Services



PG leverages PDS BET teams for Banking, Legal, IT, HR, L&D, Finance and Logistics



Robust Compliance structure governed by PDS Board  
  
Adherence to 6C principle



Collaboration with PDS verticals offering wider choice and enhanced value to customer



Complete Branding Solutions



PDS Ventures : Innovative next-gen services



PDS Treasury: Strong banking relationships fueling PG's growth aspirations

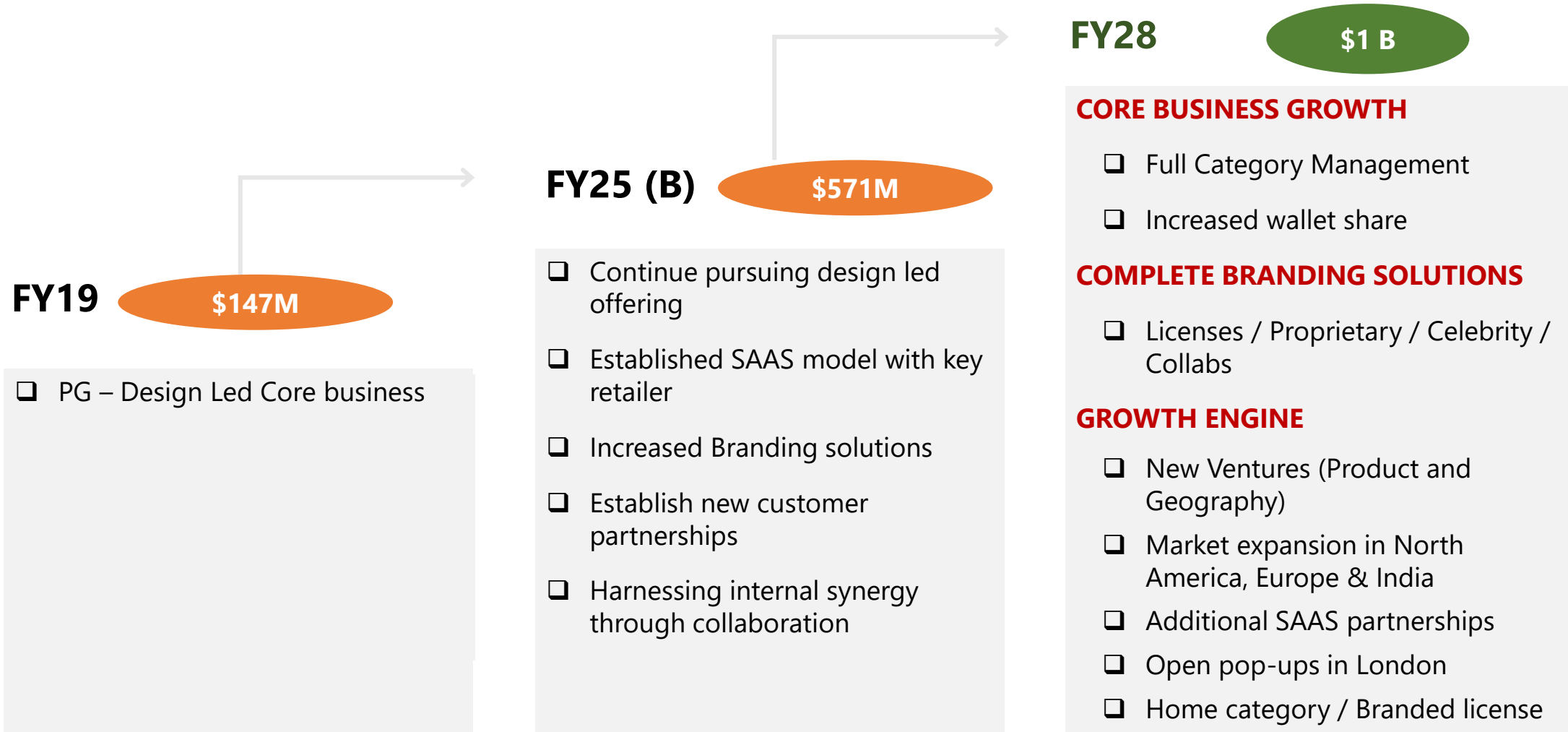


New customers in North America and Europe: leveraging PDS long standing relationships



## **5) GROWTH STRATEGY: WAY FORWARD**

# Poeticgem Growth Strategy



04



simple **approach**  
Ltd.

**Strategic Engagement  
with Key Customers  
– Sunny Malhotra**



# Table of Contents

- 1) **SIMPLE APPROACH'S JOURNEY OVER THE YEARS**
- 2) **GLOBAL PRESENCE**
- 3) **ESG STRATEGY**
- 4) **COMPREHENSIVE PRODUCT DIVERSIFICATION:  
EXPANDING CATEGORIES**
- 5) **PRODUCT DEVELOPMENT FACILITY**
- 6) **3D CAPABILITIES**
- 7) **OUR INVESTMENTS**



# **1) SIMPLE APPROACH'S JOURNEY OVER THE YEARS**

# Our Journey

Financial Year	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25 (P)
Total Sales (in Million)	<b>116</b>	<b>121</b>	<b>88</b>	<b>119</b>	<b>170</b>	<b>165</b>	<b>220</b>
Growth (%)		<b>5%</b>	<b>-27%</b>	<b>35%</b>	<b>43%</b>	<b>3%</b>	<b>33%</b>
Primark Sales (in Million)	<b>78</b>	<b>83</b>	<b>59</b>	<b>81</b>	<b>117</b>	<b>120</b>	<b>176</b>
% of Sales	<b>68%</b>	<b>69%</b>	<b>67%</b>	<b>68%</b>	<b>69%</b>	<b>72%</b>	<b>80%</b>
Growth (%)		<b>6%</b>	<b>-29%</b>	<b>38%</b>	<b>44%</b>	<b>2%</b>	<b>47%</b>



## **2) GLOBAL PRESENCE**



# Our Global Footprint

- 1 Simple Approach has company offices around the globe, headquartered in Hong Kong with presence in: Bangladesh, China, India, Sri Lanka, Turkey & United Kingdom
- 2 Global presence allows us to work more closely with our manufacturers and maintain close relationships across suppliers
- 3 Our leadership team is comprised of executives across:
  - HR
  - Operations
  - Product Design & Development
  - Sourcing
  - Technical & QA
  - Compliance
  - ESG





### **3) ESG STRATEGY**

# Our Approach: Environmental, Social, Governance

Simple Approach’s Environmental, Social and Governance strategy brings together worker wellbeing and environmental responsibility to go beyond legal requirements and focus our efforts.

Simple Approach co-commissioned a report intended to enable suppliers in the apparel value chain, and others who are seeking to understand upcoming legislation, to better understand how impending sustainability-related legislation in the Global North will impact them. Scan the QR Code to view the report:



Our ESG Pillars are:

- Governance & Capacity Building
- Rights & Relationships
- Responsible & Efficient Resource Use



## **4) COMPREHENSIVE PRODUCT DIVERSIFICATION: EXPANDING CATEGORIES**





## **5) PRODUCT DEVELOPMENT FACILITY**

# Product Development Facility

- 1 Simple Approach's Product Development Unit is located in Ashulia, Dhaka
- 2 Ensures full compliance with fire safety and child-care regulations
- 3 Offers end-to-end support from design to sample delivery
- 4 Covers a diverse range of product categories
- 5 Equipped with essential amenities such as a photo studio and CAD system
- 6 Dedicated workforce and advanced machinery enable the production of up to 1200 samples per month
- 7 The new Product Development Unit is expected to play a pivotal role in elevating capabilities and delivering unparalleled service to clients









## **6) 3D CAPABILITIES**





## **7) OUR INVESTMENTS**

# Simple Approach Home

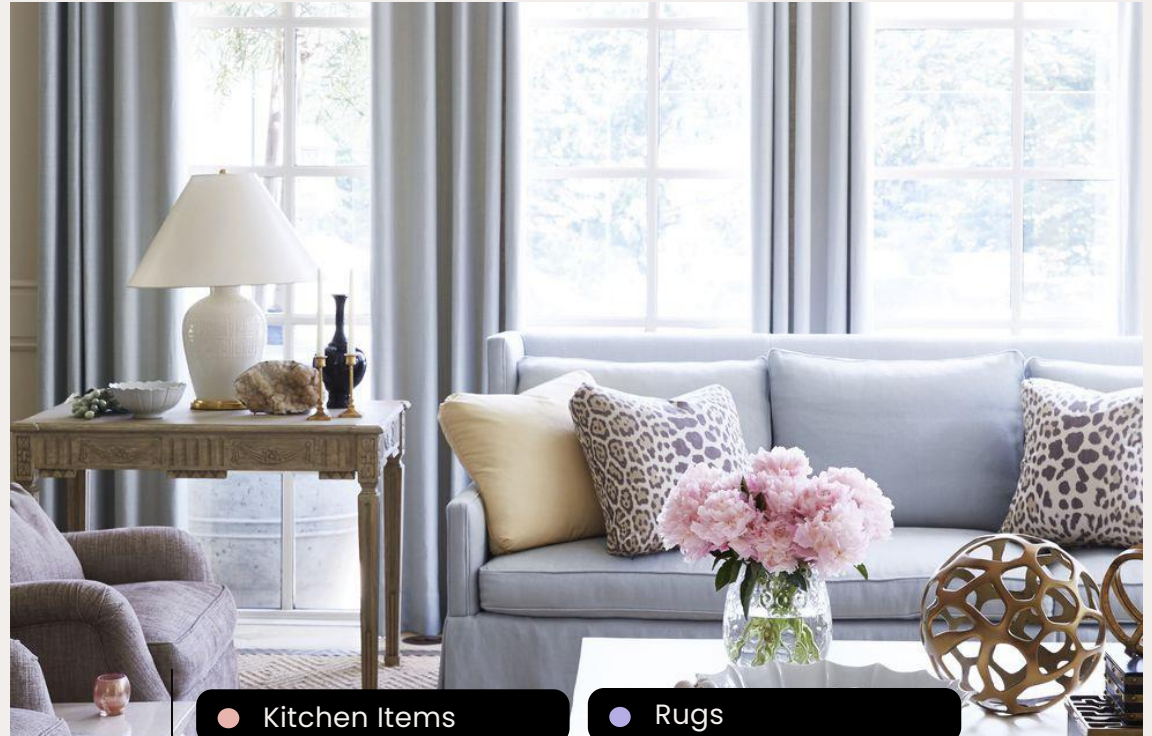
We are thrilled to announce the launch of Simple Approach Home, our new homeware division, launched to cater to all your homeware needs. With world renowned design development and sourcing expertise we are here to help.

Our collaborative approach ensures that every homeware collection we develop is a true reflection of your brand's vision and aesthetic. Whether you're looking to infuse a touch of sophistication into your product line or showcase your brand's commitment to quality and craftsmanship, our customizable homeware collections are designed to meet your unique needs and exceed your expectations.

Our goal is to make the journey seamless and enjoyable, allowing you to focus on what you do best while we bring your homeware collection to life.



simple approach *home*



Our Categories

- Kitchen Items
- Rugs
- Bathroom Items
- Cushion & Throws
- Home Decor
- Outdoor Items
- Candles
- Office Accessories
- Furniture
- Storage



simple approach *home*

● Cushion & Throws





simple approach *home*

● Candles





● Outdoor Items



# WONDERWALL

(FE) LTD

Dedicated knitwear division to grow brands, scale customers and increase product diversity



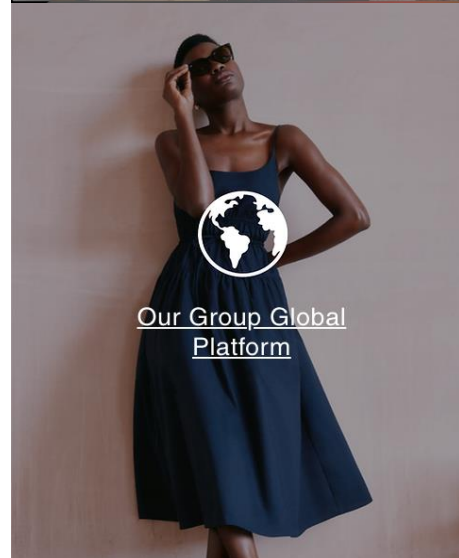


# THE BRAND GROUP

“We don’t just own brands, we are experts in operating brands on a global scale with a proven track record of success across multiple disciplines”

## Our Brands

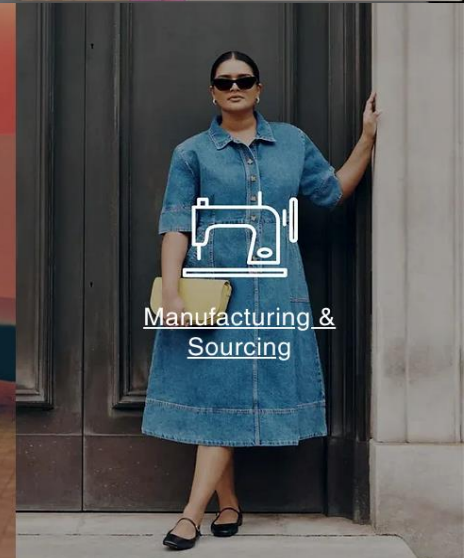
# ROKSANDA VIVERE



Our Group Global Platform



Licensing & Branding



Manufacturing & Sourcing

# ROKSANDA

Originally from Serbia, Roksanda studied Architecture and Applied Arts at the University of Belgrade before moving to London where she graduated with an MA in Womenswear from Central Saint Martins.



# VIVERE

The name VIVERE captures the essence of our spirit. It's an Italian verb meaning to live, be alive, last, endure or live through. VIVERE embodies contemporary femininity, defined by a sense of relaxed, timeless, understated elegance.





05

**Tea & Coffee  
Break**



06

**North America Strategy  
– Mark Green**



# North American Vision

## Vision

Be the most admired global enterprise, providing innovative solutions in the most ethical and trusted way

## Mission

Provide our customers outstanding service and innovation sourced in most ethical manner

Provide PDS associates unparalleled opportunities for personal and professional development and growth



Gearing for a potential +\$5bn PDS GMV over next 5 years

Gearing for a potential +\$2bn US GMV over next 5 years  
*(40% of total)*



# PDS

Global | Collaborative | Digital | Ethical

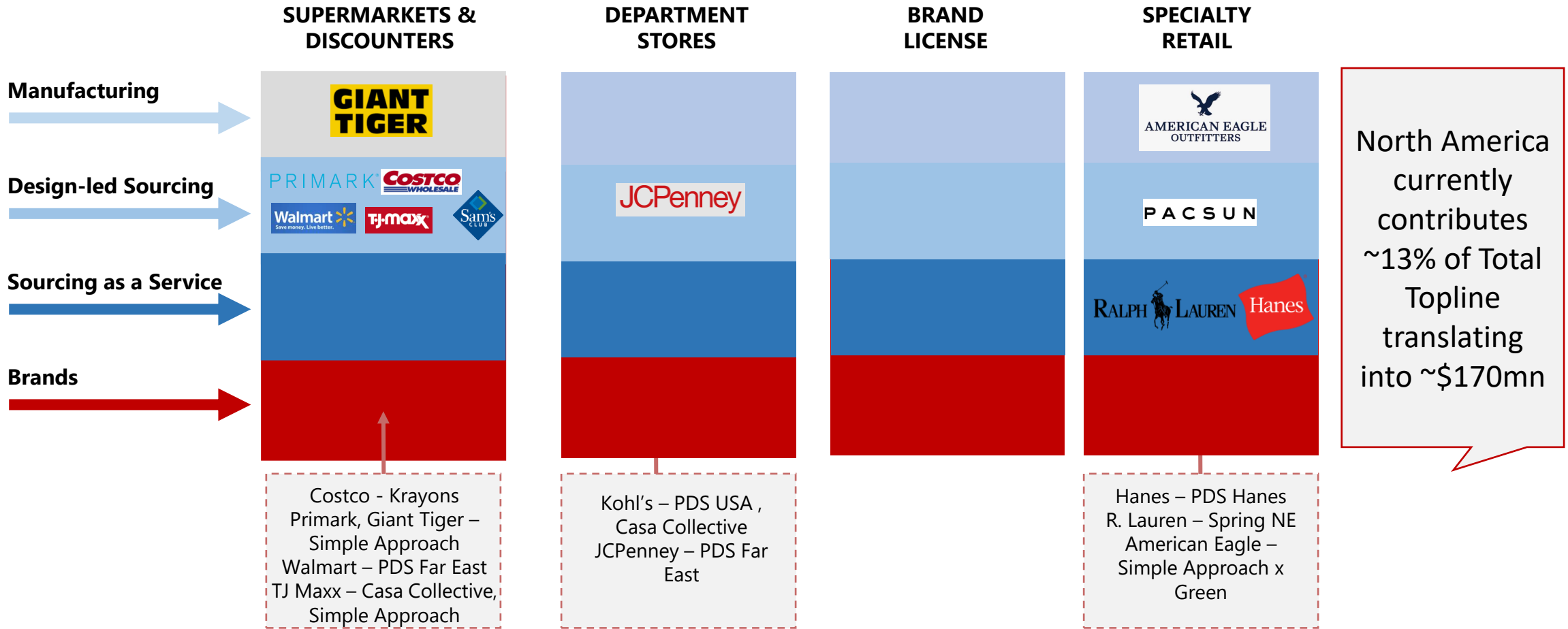
# North America Strategy

## Framework

- 1) Embed PDS in leading Industry Associations to **drive stakeholder engagement and awareness** of PDS capabilities and create a halo effect
- 2) **Focus on organic growth with existing customers** through existing verticals (includes domestic importers as a well as direct business)
- 3) **Focus on Brand Licensing agreements & distribution**
- 4) Introduce PDS group capabilities into existing customers (through existing or new verticals)
- 5) **Explore and develop new opportunities** for PDS in North America (through existing or new verticals)
- 6) Create a framework for **accelerated growth with aligned targets and responsibilities across divisions**, and ensure that the verticals have the necessary resources
- 7) **Attract the best talent** and empower that talent

# Current NA Landscape by PDS Silos

\*NA = North America

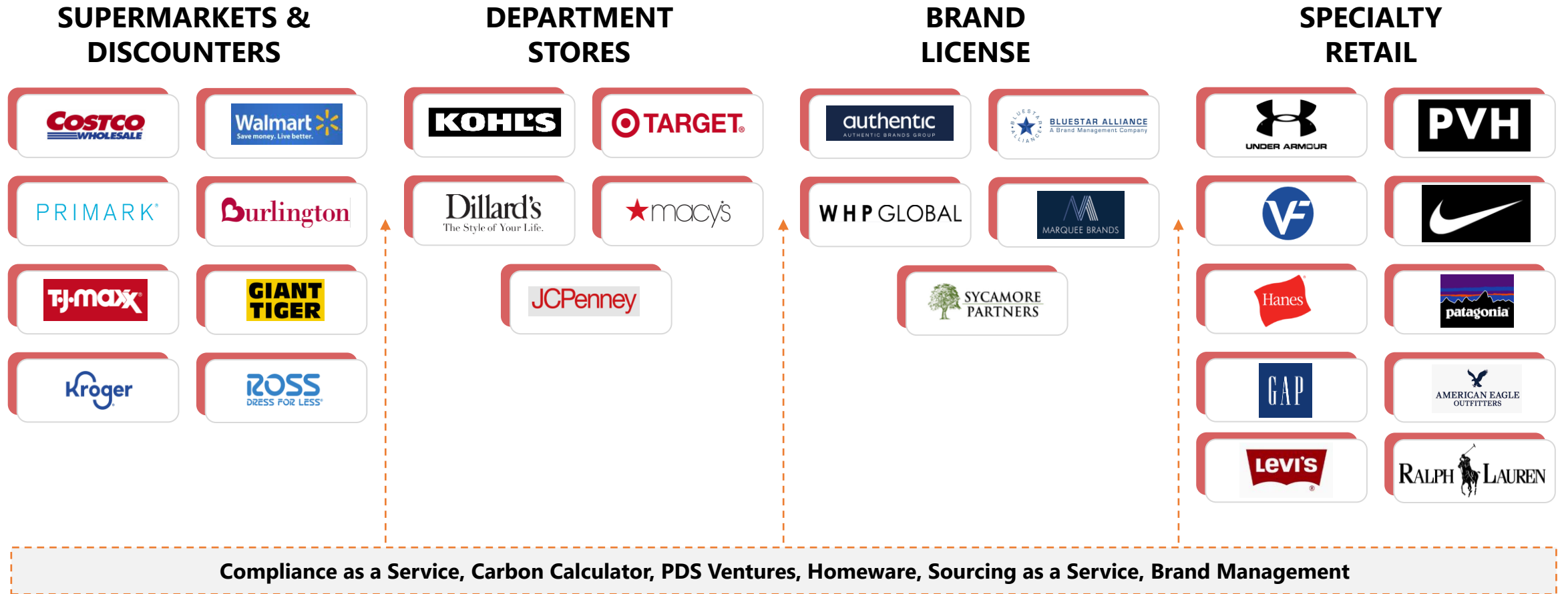


*\*Customer list is a mix of direct and importer-led business; illustrative not exhaustive*



# Future NA Landscape

\*NA = North America

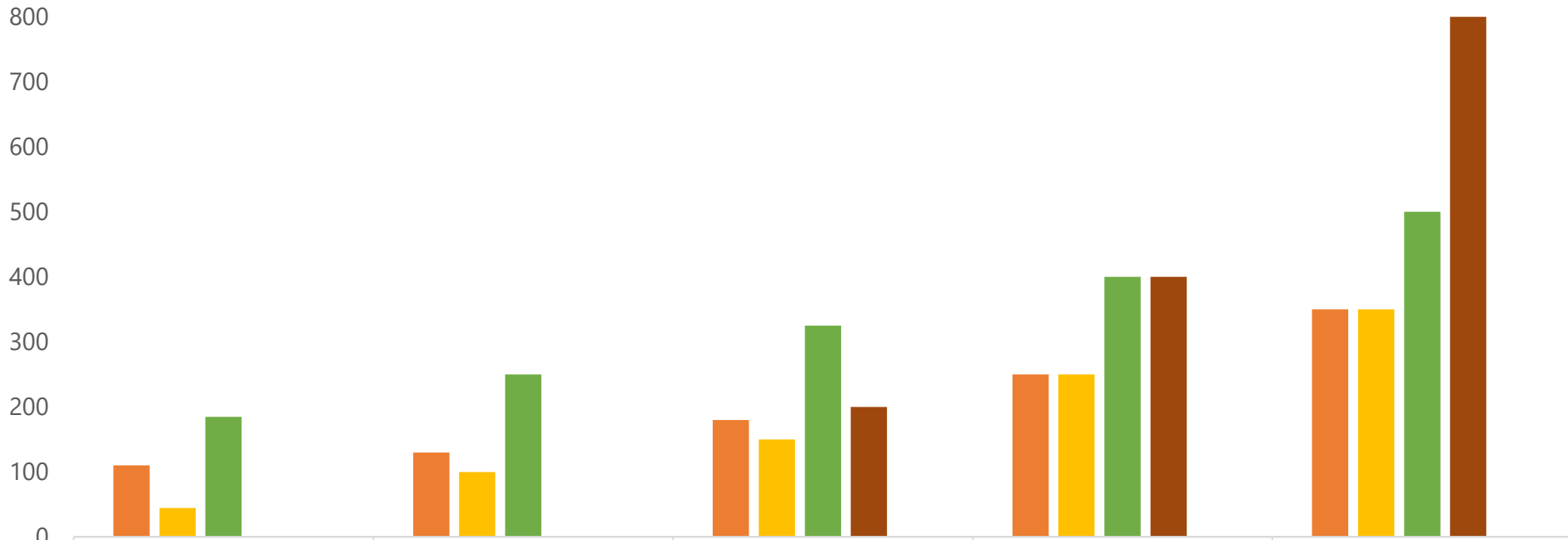


*\*Customer list is a mix of direct and importer-led business; illustrative not exhaustive*

# North America: GMV Potential

## US GMV Potential by Channel

USD millions



	2024 P	2025 P	2026 P	2027 P	2028 P
Supermarkets	110	130	180	250	350
Dept Stores	45	100	150	250	350
Specialty Retail	185	250	325	400	500
Brand	0	0	200	400	800
<b>Total</b>	<b>340</b>	<b>480</b>	<b>855</b>	<b>1300</b>	<b>2000</b>



*07*

**ESG & Compliance  
– Paul Wright**



Up to **100 BILLION**  
new garments are made each year




The World Produces  
**92 Million Tons**  
of textile waste every year



**60%**  
of all new clothing materials are actually  
**PLASTIC**

TheRoundup.org

Textile Production Causes  
**42 MILLION TONS**  
of plastic waste per year and contributes  
**9%**  
of annual microplastic pollution added to our oceans.



**87%**  
Of materials used to make clothing  
**END UP IN LANDFILL**  
That's one truckload  
**EVERY SECOND**



TheRoundup.org

**1%**  
Of clothes are  
**RECYCLED INTO NEW GARMENTS**

RESPONSIBLE FOR  
**8-10%**  
OF GLOBAL CARBON DIOXIDE EMISSIONS



**2nd**  
LARGEST CONSUMER OF WATER IN THE WORLD

**< 1%**  
OF GARMENTS RECYCLED BACK INTO THE INDUSTRY



WASTE FROM TEXTILE TREATMENT AND DYEING CONTRIBUTE TO  
**20%**  
OF INDUSTRIAL WATER POLLUTION



Green Element

# PDS Global Compliance: Meet the Team

Industry Experts who develop and lead Social, Technical & Environmental Compliance across all PDS



**PAUL WRIGHT**  
GLOBAL ESG DIRECTOR



**ADAM OGILIEV**  
GLOBAL COMPLIANCE  
DIRECTOR (A Category)



**JULIA ROWLANDS**  
GLOBAL COMPLIANCE  
DIRECTOR (A Category)



**RAJEEV SHARMA**  
GLOBAL COMPLIANCE DIRECTOR  
(B & C Category)



**BUDDHI PARANAMA**  
SUSTAINABILITY &  
INNOVATION DIRECTOR

## GLOBAL COMPLIANCE GOVERNANCE TASKFORCE

- Bangladesh – 58
- India – 9
- Sri Lanka – 8
- Turkey – 4
- China – 3
- Pakistan – 1
- Vietnam – 1



**Powered  
by People**



**Driven  
by Data**



**Grounded  
by Science**



# PDS Sustainability "Plan On A Page"

#PDS4Sustainability  
Powered by people, Grounded in Science, Driven by data

## PDS TARGETS





# Environmental Impact Monitoring & Reporting



Carbon Accounting and Reporting

- Scope 1 – 2023 onwards
- Scope 2 – 2023 onwards
- Scope 3 – 2024 Onwards



**BUSINESS RESPONSIBILITY AND SUSTAINABILITY REPORT (BRSR) -**  
National Stock Exchange, India

**LCAs for core products**  
with material simulations



SCIENCE  
BASED  
TARGETS

**COMMITMENT TO DECARBONIZATION TARGET:**  
- To limit global warming to well-below **2°C** above pre-industrial levels and pursue efforts to limit warming to **1.5°C**

# An Apparel Supplier's Guide

**Key Sustainability Legislation  
in the EU, US, and UK**

**EU Corporate Sustainability Due Diligence Directive**  
**EU Corporate Sustainability Reporting Directive**  
**New York Fashion Act**  
**EU Forced Labour Regulation & Guide**  
**US Uyghur Forced Labor Prevention Act**  
**EU Ecodesign for Sustainable Products Regulation**  
**EU Packaging & Packaging Waste Directive & Proposal**  
**EU Microplastics Regulation**  
**UK Plastic Packaging Tax**  
**EU Product Environment Footprint Guide**  
**EU Textile Regulation**  
**EU Taxonomy**



Material Science | Manufacturing Solutions | Circularity | Transparency & Traceability | Fashion Tech Enablers

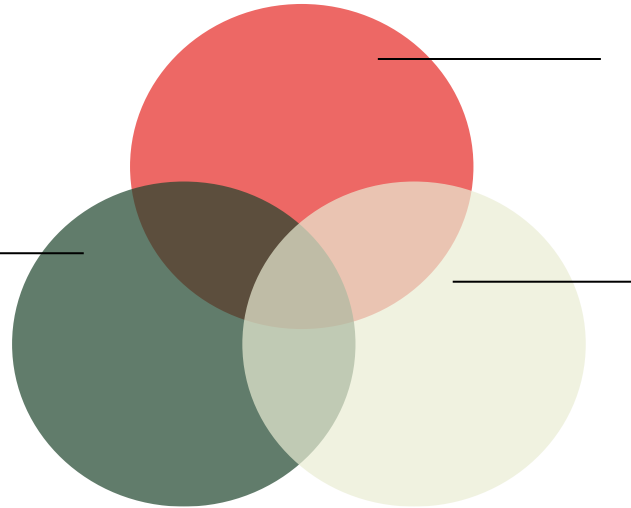
# Investing in the Next – Ankur Agarwal

# PDS Ventures – Only Structured CVC in the Fashion Supply Chain

\$50M VC investment fund to be invested across direct investment in start-ups and through a few institutional funds

### Innovate

Through PDS Ventures we aim to feed upcoming disruptive technologies and innovations into our PDS ecosystem.

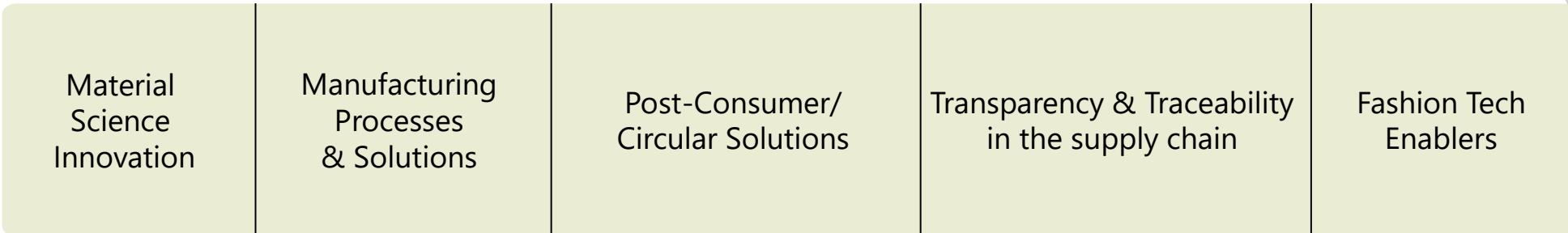
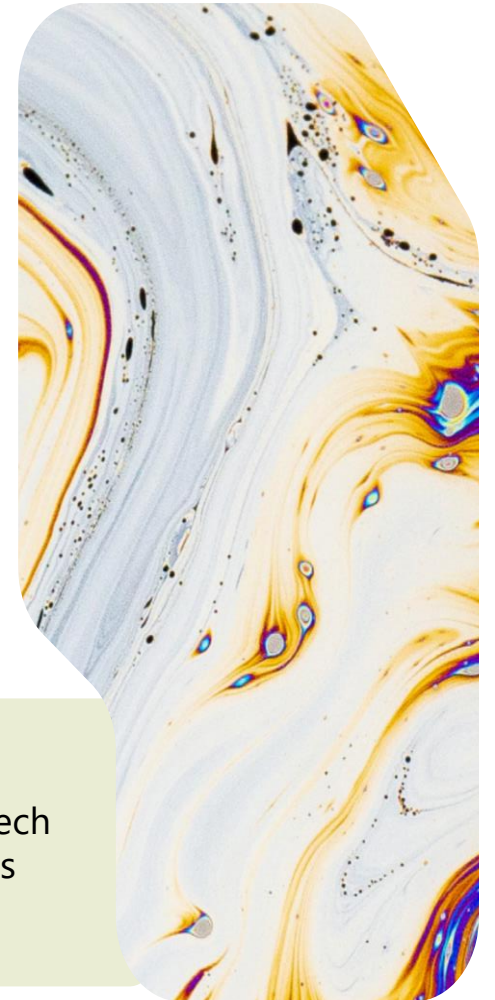


### Operate

Providing sourcing & manufacturing solutions for leading brands & retailers (PDS Platform).

### Invest

We develop new partnerships and invest in businesses that fit the PDS vision.



# Collaborative Approach– to Back Founders from IVY League Universities



## Strategic Investors



Collaborating with big players in the fashion industry to invest and support innovative startups

## Financial Investors



Strong network of investors - Global Investors, CVCs & family offices who want to co-invest with a strategic partner like us

## Collaborations



Enhancing global impact through collaborations with renowned institutions to partner with them in their disrupting initiatives towards sustainability and circularity

# Trailblazer Program- in collaboration with GFA (1200+ attendees)

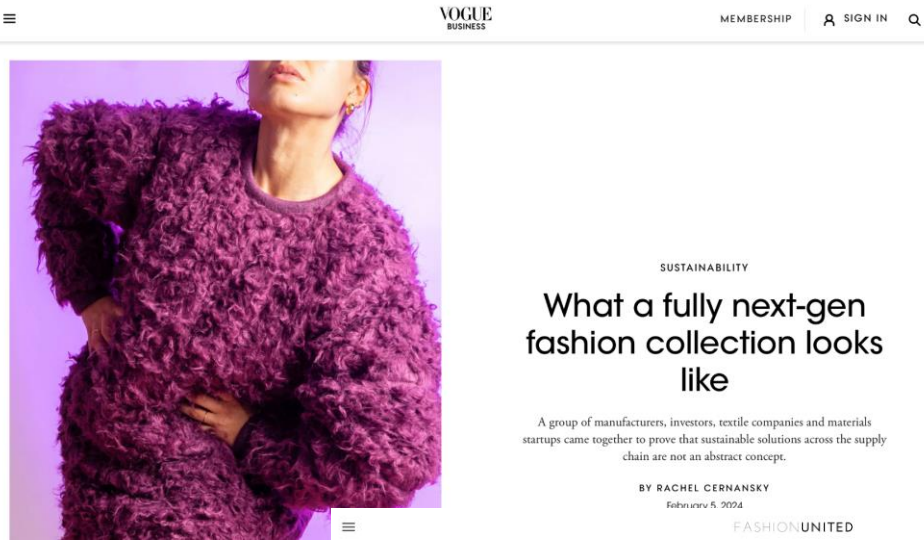


*GFA CEO” We wanted to partner with PDS as PDS is a forward looking and most respected company in the industry”*

*An open innovation program for early-stage innovators- 160+ applications with Jury consisting of representatives from **PDS, FFG, GFA, MIT, Ralph Lauren and H&M***

# Media Coverage on PDS Ventures

Through PDS introduction, Walmart has partnered with Unspun (in line with their strategy of Sustainability & Made in USA), also helping Unspun raise a future round at higher valuation



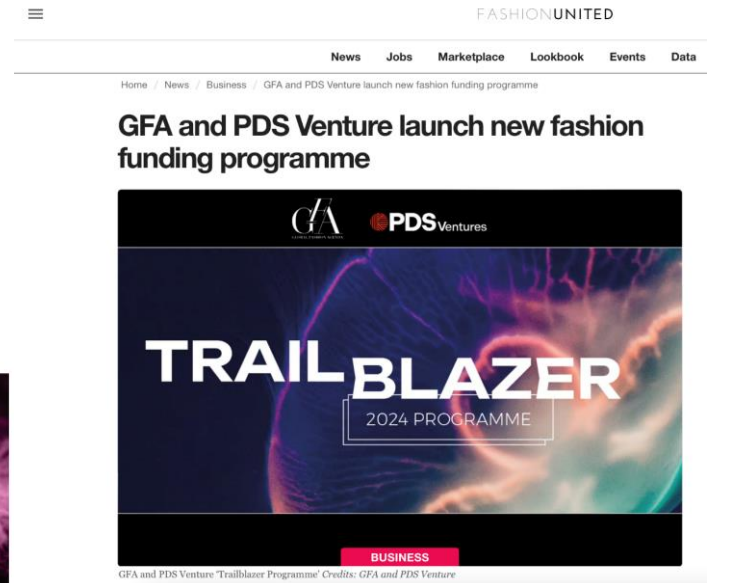
HOME SUSTAINABILITY MATERIALS

## Material World: Innovations Take The Stage at Premiere Vision Paris

BY ALEXANDRA HARRELL  
FEBRUARY 22, 2024 11:15AM



AN OVERSIZE AND EMBROIDERED SWEATER WITH QUILTED SLEEVES: A STATEMENT PIECE FASHIONED FROM THE LUXURIOUS BIO-BASED SAVIAN FUR BY BIOFLUFF. THE DESIGN'S INDULGENT TEXTURE IS FURTHER ELEVATED WITH PONDA'S BIOPUFF LOOSE FILL AND THE EXQUISITE EMBROIDERY AT THE HIP. COURTESY OF EVERLOOP



Home News Business Walmart partners with unspun, leveraging 3D weaving technology to reduce textile waste

## Walmart partners with unspun, leveraging 3D weaving technology to reduce textile waste



# Establish Relationship- New Segment of Brands & Retailers

*Instead of investing capex into manufacturing, we are investing in innovation to partner with strategic brands*






# Halo Effect- Tangible Benefits to the Group

## 1 New Opportunities for the Group


### Customers Pitching and Onboarding

*Differentiating factor while making customer pitch*

- 1) Increased share of wallet (~\$0.3 Bn over next few years) 
- 2) Onboarded (potential of \$25 Mn in next few years) 
- 3) Onboarded 
- 4) Ongoing discussions 

### Group Subsidiary <> Portfolio Company Collaboration

*Platform for potential collaboration between subsidiary and portfolio companies*

- 1) **\$5Mn** committed sourcing business 
- 2) Ongoing discussions - **\$2Mn** opportunity with Norlanka 
- 3) GM Sourcing opportunity for new customer (5 Below) 

## 2 Future Revenue Avenues to the Group

### Additional Revenue

*Customers can find sustainable and innovative solutions internally*

- 1) Sustainable brand line for customers
- 2) Subsidiaries collaborating with customers for sustainable next gen materials



### Revenue Share Model

*Innovative solutions to our customers with a revenue benefit for PDS (Fabacus, Carbon Trail, and more)*



# Potential Monetization- Early Indication of Future Winners

*(Few examples of up-rounds)*

Overall Investment Portfolio has investments witnessing an uptick in valuation within 2-3 years

 **REFLAUNT**

10.4x\*\*

**BIGTHINX**

9.2x

**TO THE MARKET**

1.9x

**MATERRA**<sup>®</sup>

13.8x

**SMARTEX.AI**

2.3x

 **brandcreations**

2.8x

**PACT**

1.5x

 **verandah**

1.5x

**kavida.ai**

4.5x

*\*MoIC in consideration with both portfolio and fund performance*

*\*\*Reflaunt investment made through YO Ventures*

*MOIC based on third party valuations*



9  
**Q&A Session**



Global | Collaborative | Digital | Ethical

# THANK YOU

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