



PEARL GLOBAL INDUSTRIES LIMITED

**Q4 FY15 & FULL YEAR FY15
RESULTS UPDATE**
May 2015

Private & Confidential

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DISCUSSION SUMMARY

- **Q4 & FY15 Results Highlights**
- **Business Outlook & Summary**
- **About Us**
- **Key Sustainable Advantages**
- **Future Growth Opportunity – E-Retail Initiative “SBUYS”**



DIVIDEND PAYOUT FOR FY15

BOARD OF DIRECTORS HAVE RECOMMENDED A DIVIDEND OF RS. 2.25 PER EQUITY SHARE (22.5%) WHICH AMOUNTS TO A TOTAL DIVIDEND PAY OUT OF RS. 58.5 MN.

DIVIDEND PAY OUT IS 23.3% OF THE REPORTED PAT

SCHEME OF ARRANGEMENT POST DE-MERGER

Pearl Global Industries Limited operates across three business streams –

- Manufacturing
- Marketing & Distribution
- Sourcing of garments through subsidiaries

Till recently, the Company operated (through its subsidiaries) with two distinct business segments:

- **Manufacturing and Merchant Trade**

Manufacturing – through facilities in Bangladesh, India and Indonesia.

Merchant Trade – Indian office procures orders from customers and outsources them to own/third party factories in Bangladesh, and Indonesia.

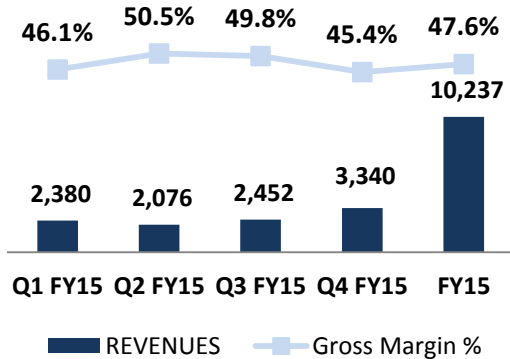
- **Sourcing Marketing and Distribution (SDM)**

Vast marketing network spread across Hong Kong, United States and UK which procures orders from the customers and outsources them entirely to third-party manufacturers. It also has facilities handling apparels processing and distribution in the US and UK.

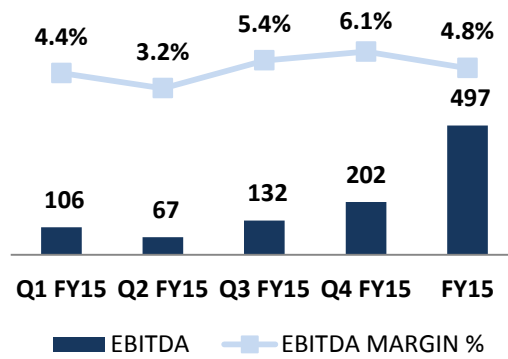
- **Post the Scheme of Arrangement of the Company with PDS Multinational Fashions Limited, the SDM business of the Group stands divested into PDS as on May 13, 2014.**
- **PDS Multinational Fashions Limited issued six fully paid up equity shares of Rs. 10 to the shareholders of Pearl Global Industries Ltd for every five fully paid up equity shares of Rs. 10 each held, amounting to Rs. 259.9 mn on June 5, 2014.**
- **PDS Multinational Fashions Limited thus ceased to be a subsidiary of Pearl Global and accordingly its FY15 results are not consolidated with the results of Pearl Global.**

Q4 FY15 & FULL YEAR FY15 RESULTS HIGHLIGHTS

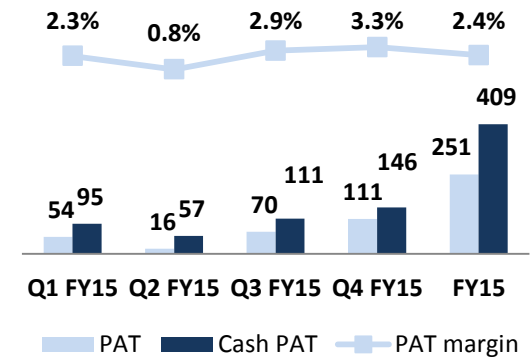
REVENUES



EBITDA & EBITDA MARGIN %



PAT & PAT MARGIN %



- Q4 FY15 Revenues increased by 36.2% QoQ driven by robust demand and improved capacity utilisation.
- Q4 FY15 EBITDA increased by 53.5% QoQ. EBITDA Margin increased by 68 bps QoQ to 6.1% driven by higher capacity utilisation resulting into improved operating leverage and increased operating efficiency & productivity.
- Q4 FY15 PAT increased 57.5% QoQ due to robust increase in sales and efficient cost control., this was partially offset by increased tax rate. PAT Margin increased 45 bps QoQ. Interest cost is minimal due to low leverage and cash profit continues to remain healthy.
- The company sees improved visibility on business front through its robust order book and expects to sustain growth along with improved margins over coming quarters. Capacity Utilization is expected to be over 70% during FY16 as compared to Average of 62% in FY15.
- Company is also undergoing capacity expansion in South India. The new facilities are expected to be instrumental in helping the company raise its cumulative production capacity by about 7% to 5.35 million pieces per month, through the addition of 1,250 machines to reach a total of 9,750 machines.
- The Bangalore Facility with 400 machines has already become operational and the rest 850 machines at the Chennai facility would become operational By Q3 FY16.

In Rs Mn

Q4FY15 & FULL YEAR FY15 – CONSOLIDATED PROFIT & LOSS STATEMENT

The consolidated results are not comparable as the previous period numbers are not restated to reflect the demerger of company's SDM business.

Particulars in Rs Mn	Q4 FY15	Q3 FY15	QOQ %	FY15
Total Sales	3,339.9	2,451.9	36.2%	10,237.4
Cost of Goods Sold	1,824.2	1,230.4	48.3%	5,363.9
Gross Profit	1,515.7	1,221.5	24.1%	4,873.5
<i>Gross Margin %</i>	<i>45.4%</i>	<i>49.8%</i>	<i>-444 bps</i>	<i>47.6%</i>
Employee Expenses	451.3	449.7	0.3%	1,661.3
Other Expenses	862.0	639.9	34.7%	2,715.7
EBITDA	202.4	131.8	53.5%	496.5
<i>EBITDA Margin %</i>	<i>6.1%</i>	<i>5.4%</i>	<i>68 bps</i>	<i>4.8%</i>
Depreciation	35.8	40.9	-12.5%	158.5
Other Income	76.8	51.4	49.5%	240.5
Exceptional items	-2.3	0.2	-1299.0%	-1.4
Profits Before Interest and Taxes	241.1	142.5	69.1%	577.1
Interest Expense	63.9	53.3	19.8%	234.9
Profits Before Taxes	177.2	89.2	98.6%	342.1
Taxes	73.9	19.0	288.5%	99.0
<i>Tax rate</i>	<i>41.7%</i>	<i>21.3%</i>	<i>2039 bps</i>	<i>28.9%</i>
Profits After Tax Before Minority Interest	103.3	70.2	47.1%	243.1
Minority Interest	7.4	0.1	12634.5%	7.6
Profits After Tax	110.7	70.2	57.5%	250.7
<i>PAT Margin %</i>	<i>3.3%</i>	<i>2.9%</i>	<i>45 bps</i>	<i>2.4%</i>
EPS (Rs)	5.11	3.24	57.7%	11.57

FY15 – CONSOLIDATED BALANCE SHEET STATEMENT

The consolidated results are not comparable as the previous period numbers are not restated to reflect the demerger of company's SDM business.

Particulars in Rs Mn	FY15
Non-current assets:	
Fixed assets	2,076.2
Goodwill on consolidation	83.2
Non-current investments	0.5
Long-term loans and advances	431.8
Other non-current assets	36.2
Trade Receivables	15.5
Deferred Tax Assets	27.3
Total non-current assets	511.3
Current assets:	
Inventories	1,747.7
Trade receivables	1,193.2
Current Investments	111.8
Cash and bank balances	944.0
Short-term loans and advances	389.2
Other Current Assets	285.8
Total Current Assets	4,671.7
Total Assets	7,342.5

Particulars in Rs Mn	FY15
Share Holders' Funds:	
Equity share capital	216.6
Reserves and Surplus	2,957.6
Total of Shareholder funds	3,174.3
Minority interest	98.4
Non-current liabilities:	
Long term Borrowings	138.9
Deferred tax liabilities (Net)	-
Long Term Provisions	46.8
Other Long-term Liabilities**	413.3
Total of Non-current liabilities	599.0
Current liabilities:	
Short-term borrowings	1,459.9
Trade payables	1,658.2
Other current liabilities	292.1
Short-term provisions	60.6
Total of Current liabilities	3,470.8
Total Equity & Liabilities	7,342.5

Note ** - Rs. 34.00 crores received as refundable interest free security deposit under collaboration agreement with one of the leading Real Estate Developer of the Country. The collaboration agreement is pending execution subject to getting certain approvals from Government Authorities. This amount is shown under the head Long Term Liability

BUSINESS OUTLOOK

Preferred Vendor to Global Brands & Retailers

- Multi-product offerings, multi-location diversified & vertically integrated manufacturing base, strong design capabilities and strong quality compliance systems.

Asset Light & Scalable Business Model

- High operational flexibility & scalability as the manufacturing operations can be quickly scaled up / down in response to changing apparel demand scenario.
- Optimal capacity utilisation can generate high ROCE.

Focus on Improvement in Capacity Utilisation

- Capacity Rationalisation through diversification into new geographies:
- Focus on diversifying into other geographies like Australia, UK, Germany, Canada, Mexico, Chile, South Africa.

Capacity Expansion Plan

- Expansion plan to add capacities in Chennai and Bangalore over FY16-17.
- Diversify business risk and capitalise on improving global apparel demand.

Future Growth Opportunity E-Retail Initiative "SBUYS"

- Forward integration into online fashion apparel retailing under the brand "SBUYS".
- Leverage strong knowledge of fashion apparels and offer latest trends and designs across womenswear and kidswear segments.

ABOUT US: COMPANY OVERVIEW

Business Overview

- The erstwhile business of Pearl Global consisted of manufacturing, trading, marketing & distribution and exports of readymade garments.
- The Company decided to segregate its global marketing, sourcing & distribution business from its garment manufacturing business. The Scheme of Demerger of M/s PDS Multinational Fashions Limited from M/s PGIL was approved by Hon'ble High Court at Delhi on May 13, 2014.
- The existent company is purely engaged in manufacturing and exports of readymade garments.

Multi-Location Multi-Product Capabilities

- Well-diversified and de-risked manufacturing base across India, Indonesia and Bangladesh.
- Capacity of around 5 million garments per month (including own and outsourced facilities).
- Broad product range - knits, woven and bottoms (basic and complex designs) across men, women and kids wear segments.

Strong Global Clientele

- Single preferred vendor meeting various product requirements of its customers. This further enables it to expand its business from existing customers.
- Global Clientele - 21 retailers with major thrust in USA and Europe, e.g. GAP, Banana Republic, Kohl's, Macy, Ralph Lauren, Tom Tailor, Next, to name a few.

SBUYS New E-Retail Initiative

- Forward integration into online fashion apparel retailing under the brand "SBUYS".
- Offer in-house online retail portal "SBUYS.IN".
- Leverage leading online retail platforms like Flipkart, Snapdeal, Jabong, Myntra, Fashion and You, Hopscotch, Amazon etc.

PEARL GLOBAL IS FAVOURABLY ESTABLISHED IN THE FAST EVOLVING GLOBAL APPAREL SOURCING MARKET

Multi-Product Offerings

- One-stop shop offering wide variety of products across wovens & knitwears.
- Value addition offerings like embroidery, hand work, bead work, tie & dye designs, printing, garment washing & dyeing etc.

Multi-Location Presence

- Well-diversified and de-risked manufacturing base located in India, Bangladesh, Indonesia.
- Factories are fully compliant & approved by customers.

Vertically Integrated Manufacturing

- In-house setups of backend activities like embroidery, washing, handwork.
- Strategic tie-ups with various cotton and rayon fabric mills.

**WHY IS
PEARL GLOBAL
“PREFERRED
LONG TERM VENDOR”**

Strong Design Capabilities

- In-house design team of 75 designers.
- Design teams located in Hong Kong, India, Indonesia.

Approved Vendor to Global Brands

- Approved vendor to leading brands and retailers e.g. GAP, Ralph Lauren, Kohl's, Macy's, Ann Taylor, Next etc.
- Strong relationship of around 10-15 years with Gap, Macy's and Kohl's.

Strong Quality Check & Systems

- SAP ERP software installed to monitor operations & performance indicators.
- One of the lowest rejection ratio of 2-3%.
- 3rd party certifications from Intertek, SGS and Bureau Veritas.

ABOUT US: SHAREHOLDING STRUCTURE

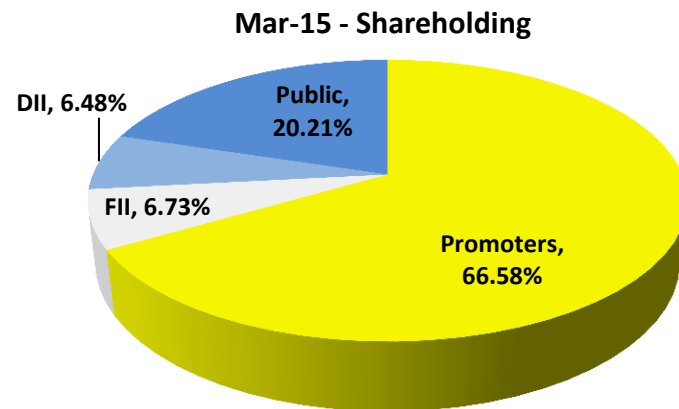
Shareholding %	Mar-15	Dec-14	Sep-14	Jun-14	Mar-14
Promoters	66.58%	66.58%	66.58%	66.58%	66.58%
FII	6.73%	5.42%	4.32%	3.51%	2.78%
DII	6.48%	6.60%	6.63%	6.63%	6.63%
Public	20.21%	21.40%	22.47%	23.28%	24.01%
Total No. of Shares (mn)	21.66	21.66	21.66	21.66	21.66

Source - BSE

Key Institutional Investors at March-15	% Holding
Premier Investment Fund	4.94%
Reliance Capital	3.95%
Lesing Mauritius Ltd	1.50%
GIC of India	1.18%
Cresta Fund Ltd	1.18%
LIC of India	1.09%

Source - Bloomberg

Market Data	As on 22.05.15 (BSE)
Market capitalization (Rs Mn)	5,633
Price (Rs.)	259.8
No. of shares outstanding (Mn)	21.66
Face Value (Rs.)	10.0
52 week High-Low (Rs.)	161.5 – 282.0



Source - BSE

ABOUT US: BOARD OF DIRECTORS

<p>Mr. Deepak Seth <i>Chairman</i></p>	<ul style="list-style-type: none"> • Economics Graduate from St. Stephens College, Delhi University, MBA from Jamanalal Bajaj Institute of Management Studies, Mumbai, India. • He is an active member of the Apparel Export Promotion Council of India. • He was awarded the “Udyog Ratna” Award by the Haryana Govt. in 2006 for his entrepreneurial skills.
<p>Mr. Pulkit Seth <i>Managing Director</i></p>	<ul style="list-style-type: none"> • Bachelor of Business Management from Leonard N. Stern School of Business, University of New York, USA. • He has over 8 years of experience in the apparel industry. • He has been overseeing the domestic & overseas operations of the company and has played an important role in streamlining business processes and enhancing relationships with leading retailers in the U.S.
<p>Mrs. Shefali Seth <i>Director</i></p>	<ul style="list-style-type: none"> • Bachelor of Science in Business Administration from University of Bradford, U. K. • She is having international experience in trading, marketing of readymade garments and knowledge of Southeast Asia region for over two years.
<p>Mr. Vinod Vaish <i>Director</i></p>	<ul style="list-style-type: none"> • Bachelor of Science and Long Logistics & Management. • He had been in the Indian Navy for 28 years at various levels in various capacities and has achieved in-depth knowledge of all aspects of Administration and Logistics Management. • He has been conferred President Gold Medal for overall outstanding best officer in Naval Academy.
<p>Mr. S.B. Mohapatra <i>Independent Director</i></p>	<ul style="list-style-type: none"> • Master in Arts degree from Delhi University. • He joined the Indian Administrative Services in 1967 and retired in 2004. • He served as Secretary, Ministry of Textiles; Special Secretary, Ministry of Home Affairs; Additional Secretary and Finance Advisor, Ministry of Commerce and Director General of Foreign Trade. • He was also Managing Director of Industrial Development Corporation, Orissa.
<p>Mr. Anil Nayar <i>Independent Director</i></p>	<ul style="list-style-type: none"> • B. Tech. in Mechanical Engineering from IIT, Kanpur and MBA from IIM, Ahmedabad. • He has over 33 years experience in the area of Corporate Strategy, Corporate Restructurings, Structured Finance, and HR Initiatives.
<p>Mr. Chittranjan Dua <i>Independent Director</i></p>	<ul style="list-style-type: none"> • Masters Degree in Economics from Delhi School of Economics. • He has been a practicing advocate for over 32 years and has vast experience in Corporate Laws, Merger & Amalgamation, Public Issues, Corporate Structuring, infrastructure projects, International trade & taxation.
<p>Mr. Rajendra Aneja <i>Independent Director</i></p>	<ul style="list-style-type: none"> • Master of Management Studies with an Advanced Management Programme at Harvard Business School. • He has 32 years of robust business management experience in Multinational and family businesses, in Asia, Latin America, Middle East. • He has also been the CEO of a large Retail Business in Middle East handling about 75 large retail outlets in fashion, cosmetics, electronics goods, in the Middle East, Far East countries.

KEY SUSTAINABLE ADVANTAGE: MULTI-COUNTRY MANUFACTURING PRESENCE

LONG TERM PREFERRED VENDOR TO LEADING GLOBAL APPAREL BRANDS

Global Manufacturing Facilities & Capabilities



INDIA

- Core centre for cotton fabrics.
- Specialization in handmade wovens & knitwears.
- Strong industry backward linkages.
- Easy availability of low cost labour, abundant raw material supply and stable political scenario .



BANGLADESH

- Core centre for knitwears.
- Large and highly skilled apparel workforce.
- Most competitive cost structure.
- Strong industry backward linkages.
- Excellent quality stitching and garment washing capabilities.



INDONESIA

- Core for cotton & synthetic fabrics.
- Highly skilled craftsmanship.
- Faster lead time than Bangladesh.
- Strong industry backward linkages.
- Low labour costs, stable political scenario, raw material availability, strict labour regulations.

Strategic advantage:

- Flexible, wide-range and cost-effective apparel sourcing solutions.
- Suppliers' risk diversification and access to different skill-sets for customers through the multi-location presence.
- Culturally attuned with the labour workforce and operating conditions.
- Capability to offer comprehensive apparel portfolio with diverse design and fashion requirements.

KEY SUSTAINABLE ADVANTAGE: VERTICALLY INTEGRATED MANUFACTURING

VERTICALLY INTEGRATED MANUFACTURING CAPACITY

Location	Products	Factories	Machines	Total Capacity Mn Pieces / Month
North India	Woven Soft Sep	2	1,800	0.65
Indonesia	Woven Soft Sep	2	1,100	0.35
South India	Woven Soft Sep	4	1,100	0.25
Bangladesh	Woven Soft Sep	1	400	0.20
Total Woven Soft Separates		9	4,400	1.45
North India	Knits	1	1,100	0.60
Bangladesh	Knits	2	1,000	1.00
Total Knits		3	2,100	1.60
Bangladesh	Woven Bottoms	1	1,000	0.30
Bangladesh	Woven Bottoms	1	1,000	0.30
Total Woven Bottoms		2	2,000	0.60
Grand Total		14	8,500	3.65

EFFECTIVE SUPPLY CHAIN MANAGEMENT

- Strategic tie-ups with dyeing mills in Bangladesh.
- Strategic tie-ups with rayon and cotton fabric mills (1.0mn yards/month) in North India.

HIGH QUALITY PROCESSING INFRASTRUCTURE

- In-house hand-work setup in North India.
- One of the largest in-house embroidery capacity with 500 installed heads in North India and another 100 installed heads in Bangladesh.
- In-house washing capacity 50,000 pcs/day in North India & 35,000 pcs/day in Bangladesh.
- Garment dyeing facility with a capacity of 10,000 pcs/day in Bangladesh.

**All facilities are fully compliant with local health, safety & labour regulations.
All facilities are approved by top retailer customers.**

KEY SUSTAINABLE ADVANTAGE: MULTI-PRODUCT OFFERINGS

MULTI-LOCATION PRESENCE PROVIDES AN COMPETITIVE EDGE TO MEET THE COMPLEX & DIVERSE PRODUCT DESIGN REQUIREMENTS OF THE LEADING GLOBAL RETAILERS

Pearl Global's Diverse Presence and Product Specialisations

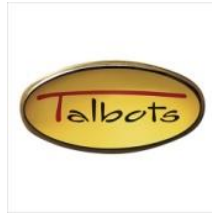
Region	Product Offering Specialization
India - Rajasthan (Access through third parties)	Handblock printing, hand embroidery, bead work
India - NCR, Delhi	High fashion cotton knitwear & wovens
India - Bangalore & Chennai	Basic & fashion wovens & knitwear
Bangladesh	Knitwears, basic shirts, jackets, bottom weights
Indonesia	High fashion polyester knitwear & wovens

**Garment
manufacturing
skills
are highly
region specific**

Pearl Global's value addition offerings:

- Machine and handmade embroidery, hand work, bead work, tie & dye designs, printing, garment washing, garment dyeing etc.

KEY SUSTAINABLE ADVANTAGE: APPROVED VENDOR TO GLOBAL BRANDS



ANN TAYLOR

NORDSTROM



BANANA REPUBLIC



GANT

Bershka



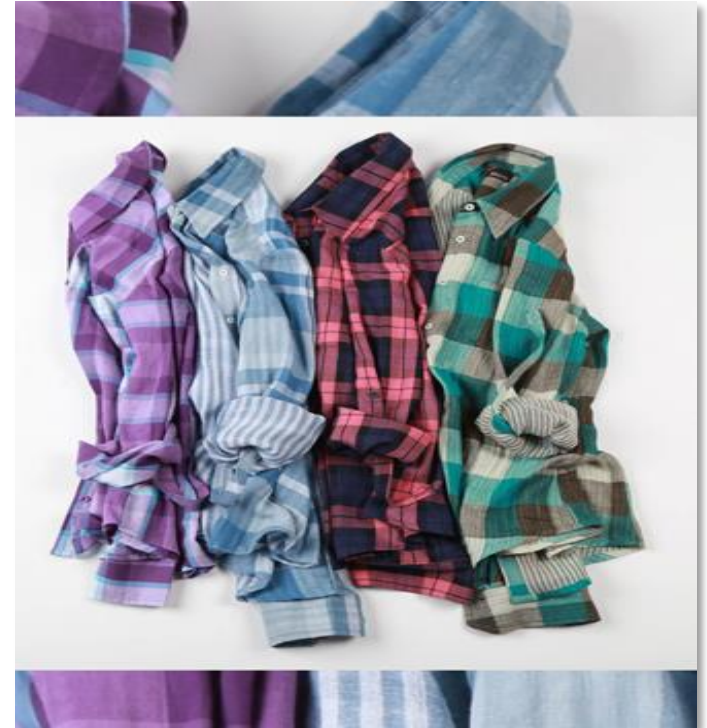
celio*

Target Australia

KEY SUSTAINABLE ADVANTAGE: STRONG DESIGN CAPABILITIES

STRONG EMPHASIS ON IN-HOUSE DESIGN & PRODUCT DEVELOPMENT

- Dedicated in-house design team of 75 designers located in Hong Kong, India and Indonesia.
- The design teams continually shop markets all over the world and visit all the globally renowned fashion and textile fairs to collect design ideas.
- The design teams are well-equipped to serve the global brands from concept boards to customers.
- New design ideas from marketing people, closer to buyers, which are located in Hong Kong, London, USA and Germany.
- Focus has been on creating brand specific product designs to generate and accelerate business opportunities for the global brands and retailers.



KEY SUSTAINABLE ADVANTAGE: STRONG QUALITY CHECK & SYSTEMS

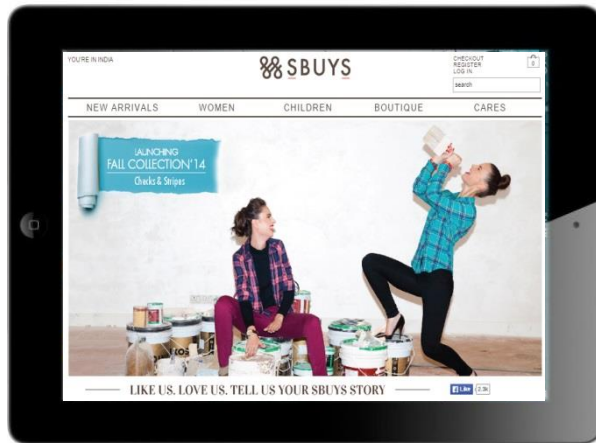
COMMITMENT TO LEAN PROCESSES, HIGH PRODUCTIVITY AND QUALITY COMPLIANCE

- All manufacturing units are using SAP, an integrated ERP software system, to run day to day operations and monitor key performance indicators.
- System integration has created important checks and balances, resulting in accurate material ordering and complete analysis of customer and seasonal requirements.
- One of the lowest rejection ratio of 2% – 3%.
- 3rd party certifications from leading global inspection and quality check companies like Intertek, SGS and Bureau Veritas.
- Regular quality check inspections from customers.
- Fully compliant with all regulations and quality assurance standards like ISO, 5S and Citipac.



FUTURE GROWTH OPPORTUNITY – E-RETAIL INITIATIVE “SBUYS”

**Pearl Global
has forward integrated into
online fashion apparel retailing
under the brand “SBUYS”**



PEARL GLOBAL – E-RETAIL STRATEGY

Business Growth Opportunity

- Forward integration into online fashion apparel retailing under the brand “SBUYS”.
- Online retailing is a high-growth space and offers strong potential to build a business model with healthy margin profile.

Business Rationale

- Leverage its strong knowledge & understanding of fashion apparels –
 - Multi-location presence & multi-product expertise.
 - In-house design team.
 - Strong global apparel brand relationships.
 - Early insights into latest global apparel trends and designs across womenswear and kidswear segments.
- Offer international fashion clothing to Indian consumers at best possible prices.

Business Strategy

- Offer in-house online retail portal “SBUYS.IN”.
- Leverage Tie-Ups with leading online retail platforms like Flipkart, Snapdeal, Jabong, Myntra, Fashion and You, Hopscotch, Amazon etc.

SBUYS – BRAND VISIBILITY

- Strategic Tie-Ups: Myntra, Snapdeal, Fashion and You and Hopscotch
- Strategic Tie-Ups under process: Flipkart, Jabong, Amazon.

MYNTRA Search [] [] [] [] CREATE ACCOUNT >

HOME MEN WOMEN KIDS | LOOK GOOD **TRENDS** | SALE

Home / Clothing / Women Clothing / Sbuys

SBUYS - 98 ITEMS Sort: Popular | New | Discount | Price: Low High

FILTER BY

CATEGORIES [-]

- Tops (8)
- Dresses (12)
- Skirts (12)
- Shirts (16)
- Shorts (2)
- Trousers (1)
- [1 more](#) [-]

COLOUR [-]

PRICE [-]

98 items

Rs. 399 - Rs. 1,499

DISCOUNT [-]

- 50 % and above
- 40 % and above
- 30 % and above
- 20 % and above
- 10 % and above

Sbuys White Printed Shift Dress ~~Rs. 1,399~~ Rs. 699 (50% OH)

Sbuys Grey Melange Fit & Flare Dress ~~Rs. 1,899~~ Rs. 949 (50% OH)

Sbuys Black & White Striped Skirt ~~Rs. 899~~ Rs. 799 (20% OH)

Sbuys Women Grey Melange Top ~~Rs. 699~~ Rs. 499 (50% OH)

Sbuys White Printed Shift Dress

Sbuys Grey Melange Fit & Flare Dress

Sbuys Black & White Striped Skirt

Sbuys Women Grey Melange Top

Sbuys White Printed Shift Dress

Sbuys Grey Melange Fit & Flare Dress

Sbuys Black & White Striped Skirt

Sbuys Women Grey Melange Top

snapdeal.com sbuys [] [] MY CART 0

SIZE X Clear

- L (23)
- M (22)
- S (23)
- XL (21)
- XS (18)

BRAND X Clear

Search by Brand

- Sbuys (34)

PRICE X Clear

Rs 649 - Rs 1449

From [Rs 649] To [Rs 1449]

DISCOUNT % X Clear

- 0 - 10 (34)

COLOR X Clear

- Black (5)
- White (4)

Sbuys Gray Cotton Front Open Top Rs 949

Sbuys White Solid Poly Cotton Top Rs 1049

Sbuys Black Sequince Work Cotton Top Rs 949

Sbuys Gray Cotton Front Open Top

Sbuys White Solid Poly Cotton Top

Sbuys Black Sequince Work Cotton Top

Sbuys Gray Cotton Front Open Top

Sbuys White Solid Poly Cotton Top

Sbuys Black Sequince Work Cotton Top

FOR ANY FURTHER QUERIES PLEASE CONTACT -

THANK YOU



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