



*Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. PDS Multinational Group 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.*



## Company Overview

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## Management's Message

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## Operational & Financial Highlights FY2015

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# Quick Facts

190+

GLOBAL LEADING RETAILERS AND BRANDS AS CUSTOMERS

2,300

ASSOCIATES WORLDWIDE

31

OPERATES IN OVER

OFFICES GLOBALLY

150

OWN DESIGNERS IN KEY MARKETS

3,886

REVENUES STOOD AT

RS. CRORE IN FY15

2,000+

OPERATES OVER

MACHINES IN SRI LANKA/ BD FACTORIES

<0.12

NET DEBT / EQUITY RATIO

18

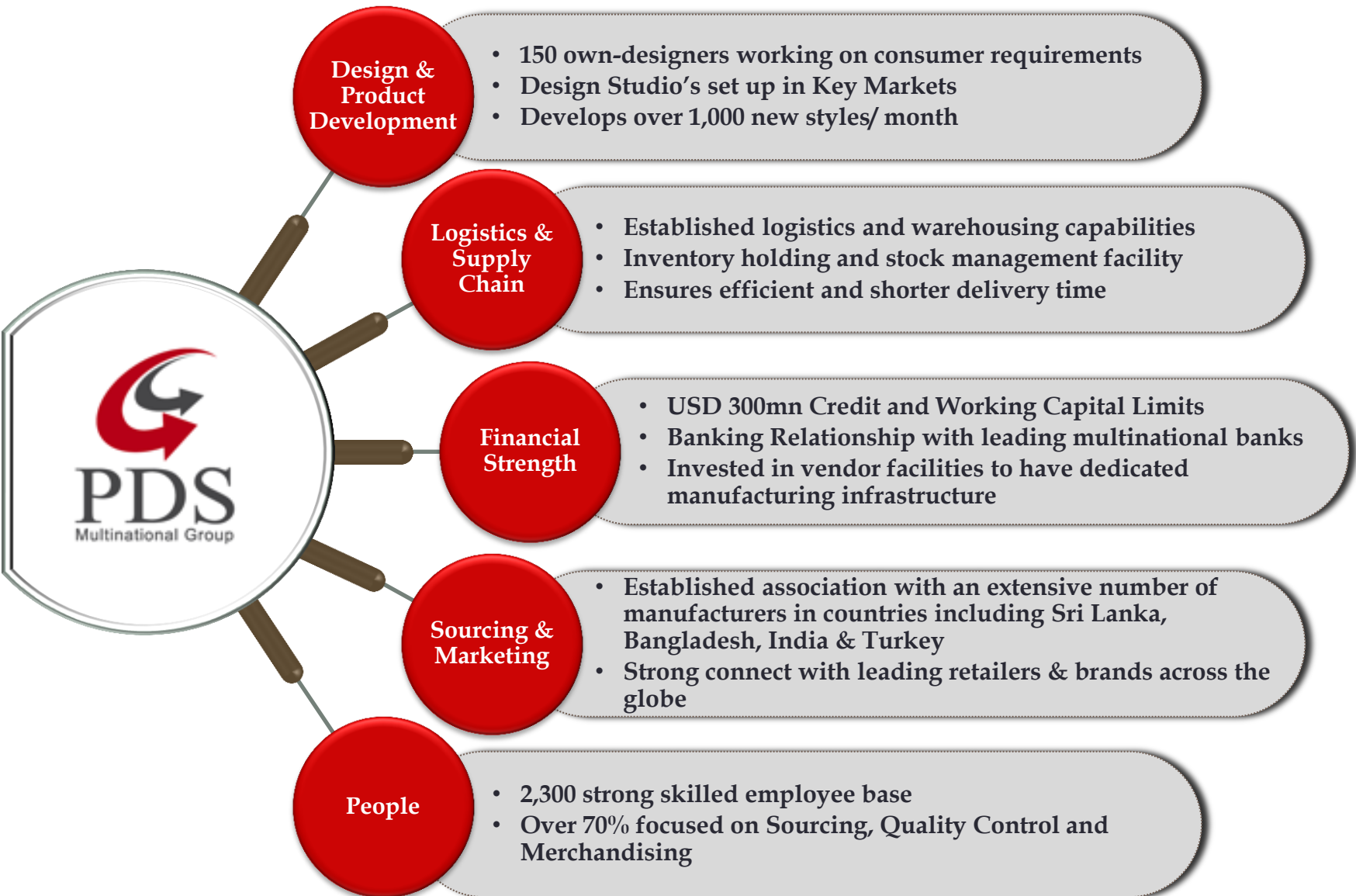
GLOBAL PRESENCE IN OVER

COUNTRIES

75

OVER

CUSTOMERS ADDED IN THE LAST 24 MONTHS







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## **Commenting on the performance, Mr. Pallak Seth, Vice-chairman, PDS Multinational Fashions, said,**

*“Our performance for the year under review is a reflection of the resilience and strength of our business and operations. Despite a challenging global environment, we have done extremely well in customer retention, maintaining and enhancing our relationships with almost all our key customers.*

*In addition, our asset light business model combined with a strong emphasis on strengthening our operational efficiencies has translated to healthy profit growth over the year.*

*Potential across all geographies is encouraging. Our focus on Compliance and Ethical Sourcing practices have strengthened our sourcing from all markets and have now begun extending our presence in Cambodia, Pakistan and Myanmar.*

*A strong focus on expanding outreach to newer clients and geographies, enhancing our brand visibility in the domestic and international markets and a consistent attention to quality has made PDS a name to reckon with across the globe.*

*PDS has succeeded in creating a niche for itself as one of the leaders in global supply chain management. Our proven product development and design capabilities have further contributed to our organic growth. With improving market sentiment and a solid establishment in place, the Company is well poised to deliver stable growth going forward.”*



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## Wide Global Footprint to support long-term growth plans



- Over the last few years, PDS Multinational Fashions has widened its presence all across the globe
- Expansion of operations in progress in Belgium, Pakistan, Cambodia and Myanmar
- Well entrenched relations with Retailers and Customers have further boosted group's global reach

## Development & Design

- **Design-driven Company**
- **Over 150 in-house designers**
- **Develops over 1,000 new styles every month**
- **Produces over 10,000 samples every month**

## Capacity Utilization

- **Asset-light model**
- **Strong pool of over 1,000 outsourced factories in the various sourcing markets of the world**
- **Efficient production capacity of over 25 million pieces/per annum**
- **Plans to invest in further 10,000 new machines over the next 3-4 years**
- **Manufacturing facilities in Sri Lanka & Bangladesh**
  - ❑ 4 factories
  - ❑ Operates over 2, 000 machines
  - ❑ Capacity at 2 million pieces/ per month

### Design Studio & Product Development Centers

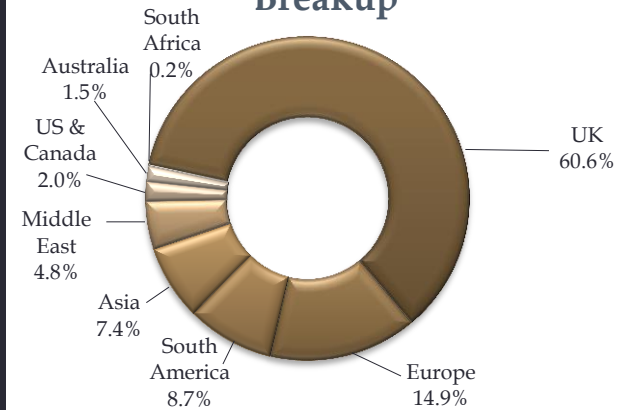
	Hong Kong
	Sri Lanka
Asia	Bangladesh
	China
	India
	London
UK & Europe	Manchester
	Turkey
	Spain

Customer-centric organization with a global client base of over 170 retail and fashion leaders  
Building long-term relationships with 25 brands

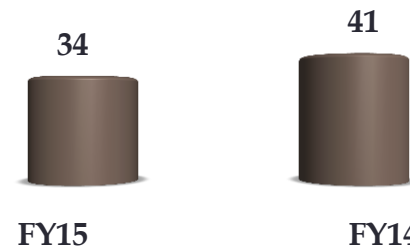
## KEY CUSTOMERS



## Region-wise Revenue Breakup



## Customer Additions

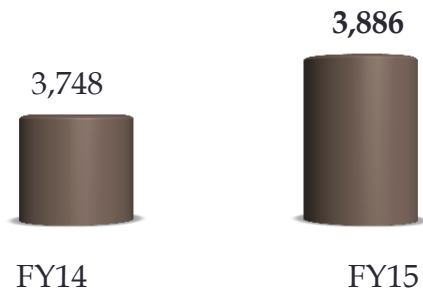


\* Customers with sales value more than USD 100K

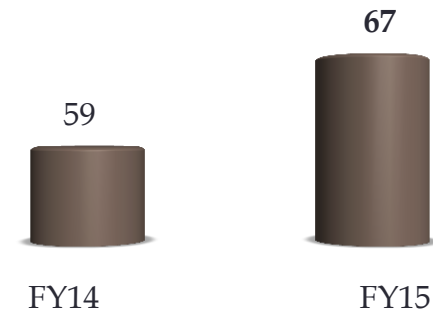
# FY15 – Performance Highlights

Healthy increase in Profitability: EBITDA higher by 14% Y-o-Y; PAT improved by 20%

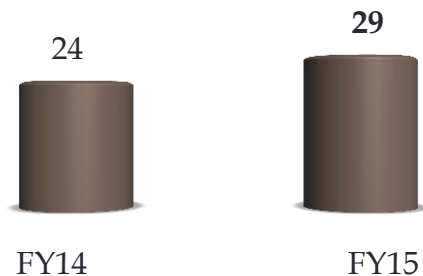
Net Revenue (Rs. crore)



EBITDA (Rs. crore)



PAT (Rs. crore)



- Net revenues stood at Rs. 3,886 crore in FY15, registering an improvement of 4% Y-o-Y
- EBITDA recorded a healthy increase of 14% and stood at Rs. 67 crore as against Rs. 59 crore
- PAT stood at Rs. 29 crore in FY15 as against Rs. 24 crore in FY14
- Cash profits, without considering the impact of exceptional items and MTM currency losses (outstanding positions are hedged), stood at Rs. 51 crore

# Abridged Profit & Loss Statement - Consolidated

Rs. crore

Particulars	FY14	FY15
<b>Total Net Revenues</b>	<b>3,748.07</b>	<b>3,885.99</b>
<b>Material Cost</b>	<b>3,164.57</b>	<b>3,337.11</b>
- Purchases of Stock-in-Trade	3,152.67	3,349.20
- Changes in Inventories of Finished Goods , Work-in-Progress and Stock-in-Trade	11.90	(12.09)
<b>Gross Profit</b>	<b>583.50</b>	<b>548.88</b>
Gross Margin (%)	15.6%	14.1%
Employee Expenses	233.36	221.01
Other Expenses	291.20	260.46
<b>EBITDA</b>	<b>58.94</b>	<b>67.41</b>
EBITDA Margin (%)	1.57%	1.73%
Depreciation	15.53	14.63
Finance Cost	16.82	18.83
<b>Profit Before Tax</b>	<b>26.59</b>	<b>33.95</b>
Tax Expenses	2.82	5.41
<b>Profit After Tax</b>	<b>23.77</b>	<b>28.54</b>

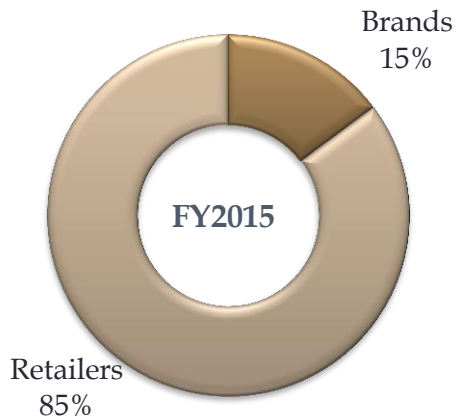
# Abridged Balance Sheet

Rs. crore

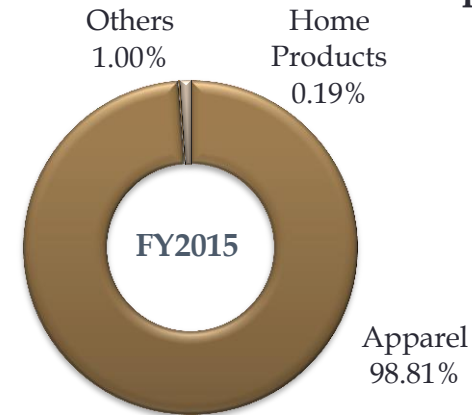
Application Of Funds	As at March 31, 2014	As at March 31, 2015
<b>a) Non-current Assets</b>	<b>219.99</b>	<b>228.34</b>
<b>a) Current Assets</b>	<b>1,053.91</b>	<b>1,162.26</b>
- Inventories	120.72	88.51
- Trade Receivables	583.17	715.09
- Cash & cash equivalents	211.89	177.16
- Others	138.14	181.50
<b>Total</b>	<b>1,273.91</b>	<b>1,390.61</b>
<b>Revenues</b>	<b>3,748.07</b>	<b>3,885.99</b>
<b>Working Capital</b>	<b>269.96</b>	<b>324.73</b>
<b>Working Capital Days</b>	<b>26.29</b>	<b>30.50</b>
<b>Inventory Days</b>	<b>13.98</b>	<b>9.65</b>
<b>Debtors Days</b>	<b>56.79</b>	<b>67.17</b>
<b>Creditors Days</b>	<b>34.92</b>	<b>32.87</b>



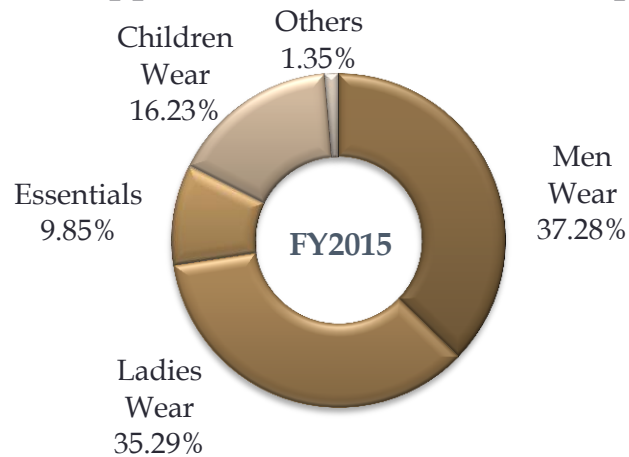
### Customer-wise Revenue Break-up



### Product-wise Revenue Break-up



### Apparel-wise Revenue Break-up



## **PDS Multinational Fashions**

PDS Multinational Fashions is a global organization that is a strategic manufacturing partner to major brands and retailers. In addition to the broad range and diversity of consumer products available through its extensive international sourcing network, PDS Multinational has strength and expertise in custom product design and development to provide total global sourcing solutions for its customers. The Company was established three decades ago by Mr. Deepak Seth and is currently helmed by the second generation of promoter family.

PDS Multinational Fashions operates a vast global network covering over 31 offices, 18 countries and over 2,300 employees across UK, Europe, Americas and Asia. The Company has implemented a strong global compliance program and has set a Zero Tolerance Violation and Critical Violation policy that aims at improving end-to-end transparency and visibility.

For more information, visit [www.pdsmultinational.com](http://www.pdsmultinational.com)

## **For further information, please contact:**

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Thank You