



PDS

Global | Collaborative | Digital | Ethical

PDSL/SE/2022-23/179

November 2, 2022

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

Sub: Investors' Presentation on Q2FY23 & H1 FY23

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investors' Presentation dated November 2, 2022 on Q2FY23 & H1 FY23 Earnings.

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

Thanking you,

Yours faithfully,
for PDS Limited
(Erstwhile PDS Multinational Fashions Limited)

ABHISHEKH KANOI
Digitally signed by
ABHISHEKH KANOI
Date: 2022.11.02
19:19:19 +05'30'

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

Encl.: a/a

PDS Limited

(Erstwhile PDS Multinational Fashions Limited)

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

CIN: L18101MH2011PLC388088



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Investor Update

Q2 FY23 and H1 FY23

November 2022

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Who are we?

Global Fashion Infrastructure Company with customized solutions to retailers & brands



01



Manufacturing

- Owned Manufacturing Facilities
- Dedicated capacities with a Long term commitment
- Facilitates with LEED Gold Certification and HIGG Index Membership

02



Design-Led Sourcing

- 550+ Fully Compliant partnered factories
- 150+ Dedicated designers
- In-house product development expertise
- Leveraging Market and Global Trade intelligence for speed

03



Sourcing as a Service

- Managing entire sourcing needs of the Retailers
- Partnership model with full transparency and strong controls
- Setting up exclusive team and infrastructure for customers as Extension of Brand/Retailer

04



Brands

- In – House developed Propriety Brands ~Library of 20 IPs registered
- Collab brands with Retailers – Conceptualise and curate
- Influencer led Brands
- Licensed Brands
- Acquired Brands



Strong Leadership



Focus on ESG



Financial Strength



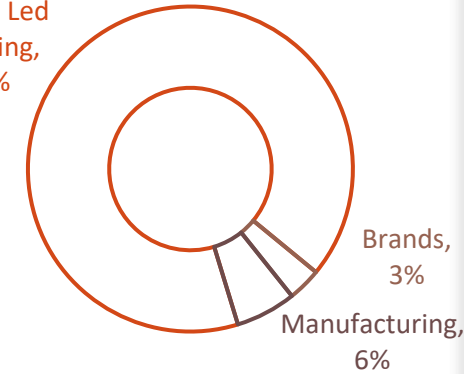
Tech Savvy Platform



PDS Ventures, feeding innovation & Newness

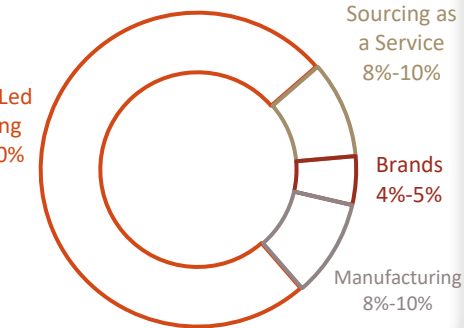
Revenues FY21-22: **\$1.2bn**

Design Led Sourcing, 91%



Annual Revenue Potential 4-5 years: **\$2.5bn**

Design Led Sourcing 75%-80%



*Depending on the availability of credit insurance | **Note:** Revenue Split excludes contribution from others & intercompany eliminations

A Quick Glance into the Financial Highlights (H1 FY23) PDS



\$670mn
(₹5,262cr)

38% consolidated topline growth



\$110mn
(₹867cr)

Gross Profit (16.5% Margin)



\$24mn
(₹192cr)

62% growth in EBITDA



\$22mn
(₹172cr)

60% increase in Normalized PBT⁽¹⁾



\$20mn
(₹157cr)

25% increase in PAT



₹10.03

Earnings Per Share



36% | 33%

ROCE | ROE



3 Days

Net Working Capital Days

Note: ROCE is based on Net Capital Employed, EBIT includes other income emanating from capital employed. ROCE, ROE and Net Debt/EBITDA are based on TTM figures. Growth rates, Margin, ROCE and ROE are based on ₹ figures. | (1) Normalized PBT is adjusted for gain from sale of real estate, ESOP cost, new business, [Click here](#) for details



Sustainable fashion is not a trend but the future.



POWER OF THE PDS PLATFORM

Power of the Platform to achieve \$2.5bn topline

Striking a unique balance between scale and commercial flexibility



Forging Long Term Agreements

“Sourcing as a Service” provides unique value propositions for brands and retailers, by operating as an exclusive partner for agreed territories

Strategic vendor

PDS is positioned uniquely across the fashion apparel value chain; well-entrenched into customer operations and seen as a ‘strategic vendor’. Known for its one-stop-shop, design capability, and ESG, Compliance & Transparency



Future Proofing

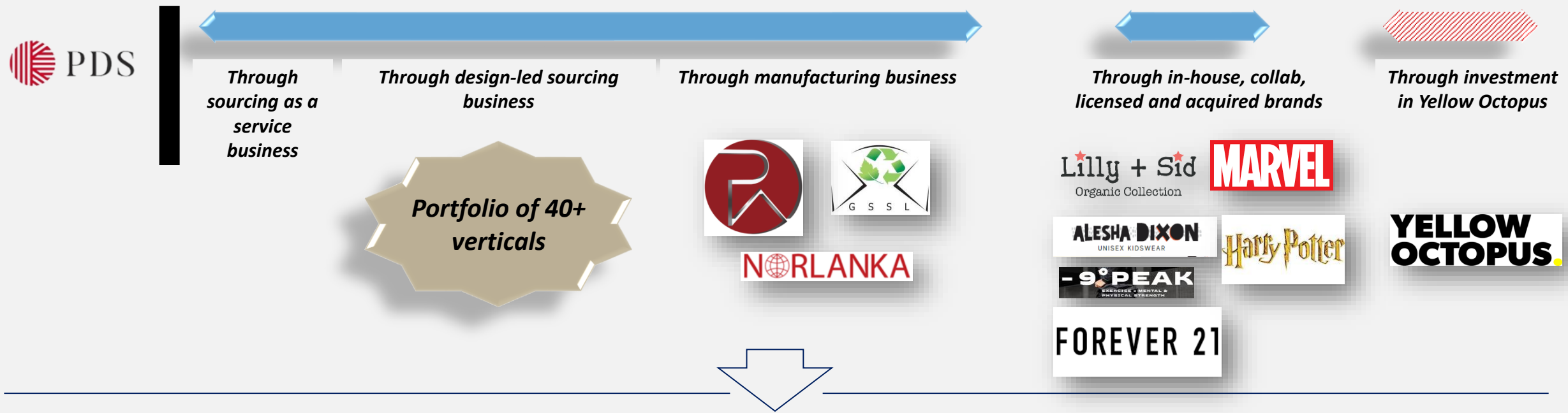
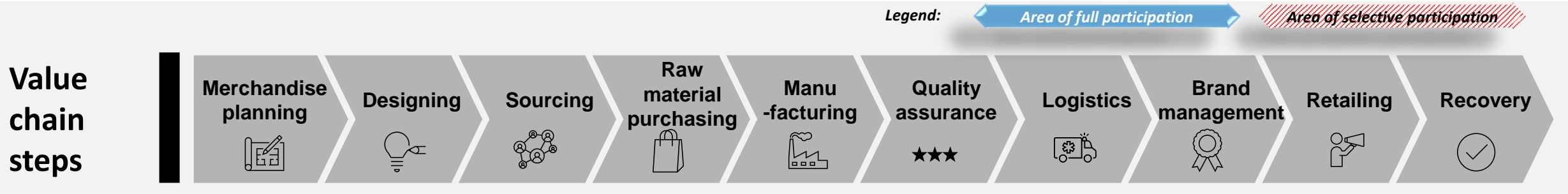
PDS Venture Tech Portfolio enables driving collaboration within the ecosystem while building a sustainable long term strategy

Unique Operating Model to Deliver Superior Services

Creating strength through a collective sum of a creative, capable, and thriving groups of companies, while nurturing strong customer relationships and commercial flexibility

PDS as a 'strategic vendor'

Uniquely positioned in the fashion apparel value chain



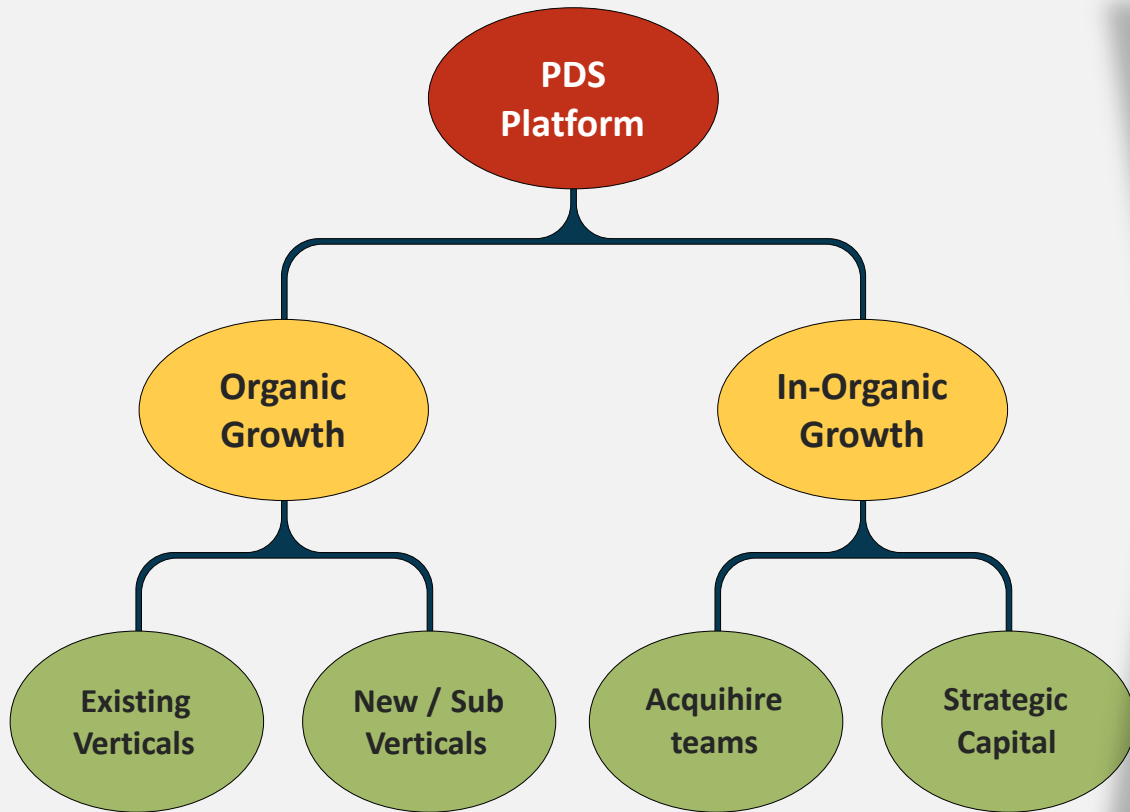
PDS is known for its one-stop-shop, design capability and ESG transparency.

Growth road map for the PDS Platform

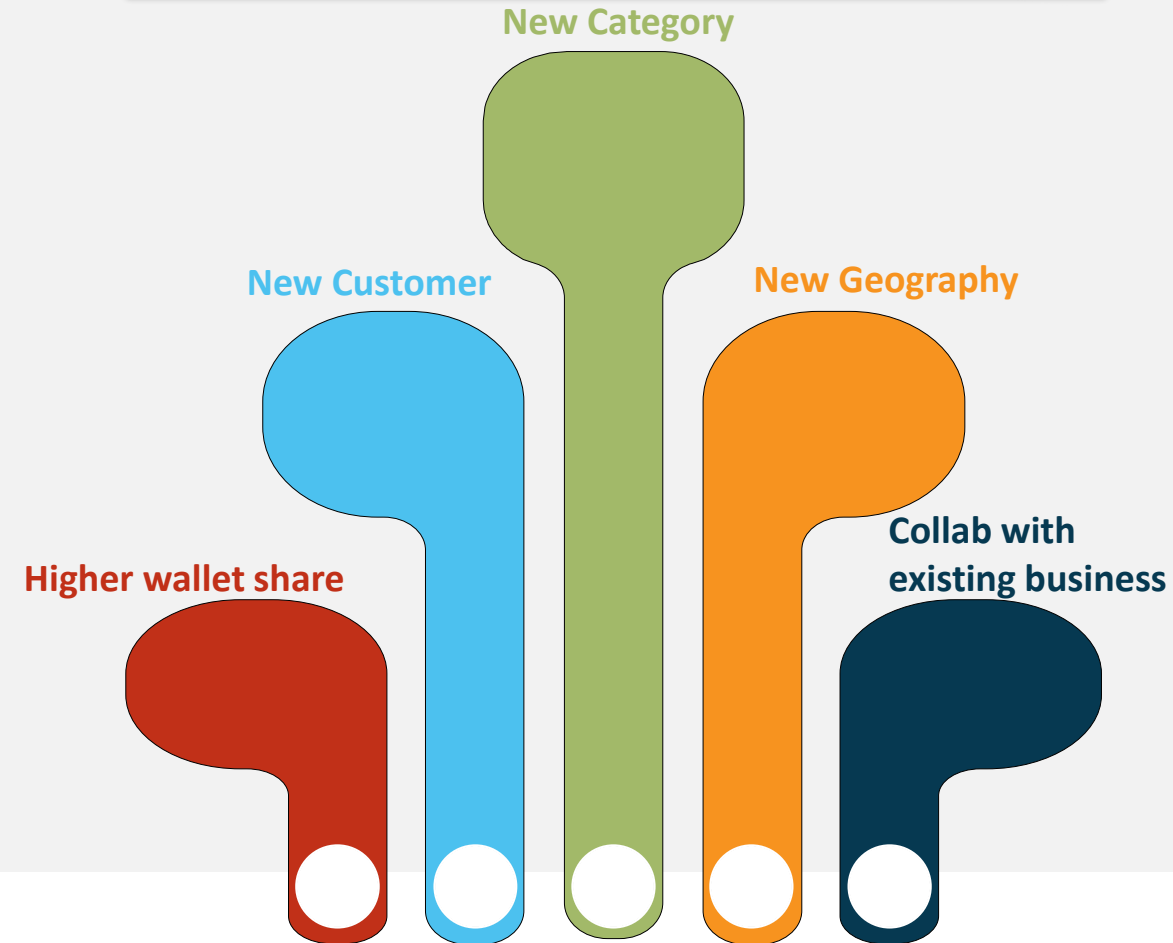
Increase in wallet share & strategic capital bolster growth cross categories & geographies



Growth Avenues



Growth Drivers



Growth road map fortified by a robust business model...

PDS and Verticals operating model work together to deliver superior services



What does
the PDS Platform deliver?

Strong financial support and freedom to operate

Access to capital to initiate and scale the business
Freedom and flexibility for business leaders to invest

Cross-BU synergy and alignment through JPL

Incentive structure to foster synergy across BUs and share group best practices e.g. sourcing, development, compliance

Scaling infrastructure

Corporate enabling teams e.g. HR, Finance, IT
Scale and cost optimization



What do
individual Verticals deliver?

Industry leading offerings and services

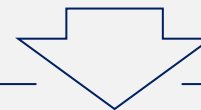
World-class capabilities and large breadth of product offerings across design, sourcing, and manufacturing in diversified sourcing markets

Customer intimacy and deep relationships

Capacity to nurture relationship with key customers and provide personalized attention

Agility to maintain commercial rigor

Rapid decision-making in response to unique customer needs
Drive higher share of wallet and initiate cross-selling










Synergy in scale

Strength in diversity

...Strongly aligned with PDS's Operating Principles



-  **1 Entrepreneurial ingenuity across all levels**
*Foster **strong ownership mindset** across all Verticals, maintaining local commercial flexibility*
-  **2 Fair and transparent relationships**
*Cultivate and **nurture longstanding partnerships** with customers with trust and transparency*
-  **3 Best-in-class breadth/ depth of value-added offerings**
*Deliver **innovative value-added services** across design, sourcing, branding and manufacturing*
-  **4 Customer centric service model**
*Provide **reliable and personalized services** for every customer*
-  **5 100% compliance**
*Uphold utmost integrity in **ensuring compliance** across service levels (i.e. quality and lead-time) and leading in ESG*
-  **6 Strive to maximize scale benefits**
*Achieve **economies of scale and optimize resources, while maintaining asset-light model**, across markets and categories*
-  **7 Group synergy and alignment**
*Drive **deeper cross-collaboration** and larger scale through Joint P&L (JPL), leveraging individual expertise*

4

Drive economy of scale and group synergies

Strive for scale on supply and customer sides for better negotiation power and stickiness

Continuously introduce new categories and services to increase share of wallet

Drive further group-level cross-selling / up-selling efforts beyond one Vertical

3

Deliver world-class personalized offering and services

Provide industry leading design, sourcing, and manufacturing services

Customize and innovate new offerings and commercial models

Maintain 100% compliance and offer diversified supply footprint for risk mitigation

1

Attract and enable entrepreneurial creativity

Attract CEO-level entrepreneurs with strong existing relationships with marquee customers

Build and nurture independent entities to operate as standalone profit centers with its own CEO

Incentivize strong ownership mindset through sweat equity/ profit sharing agreements

2

Maximize customer relationships

Foster deep relationships with leaderships ("MD to MD"), merchandisers and buyers

Have intimate knowledge of customer needs, design DNA and price point

Understand and able to evolve with the changing needs of the customers



PDS's flywheel effect underpinned by its back-of-house scaling infrastructure and strong financial position



KEY BUSINESS UPDATES

Sourcing as a Service Model

Long-term strategic collaborations – a testament to our capabilities



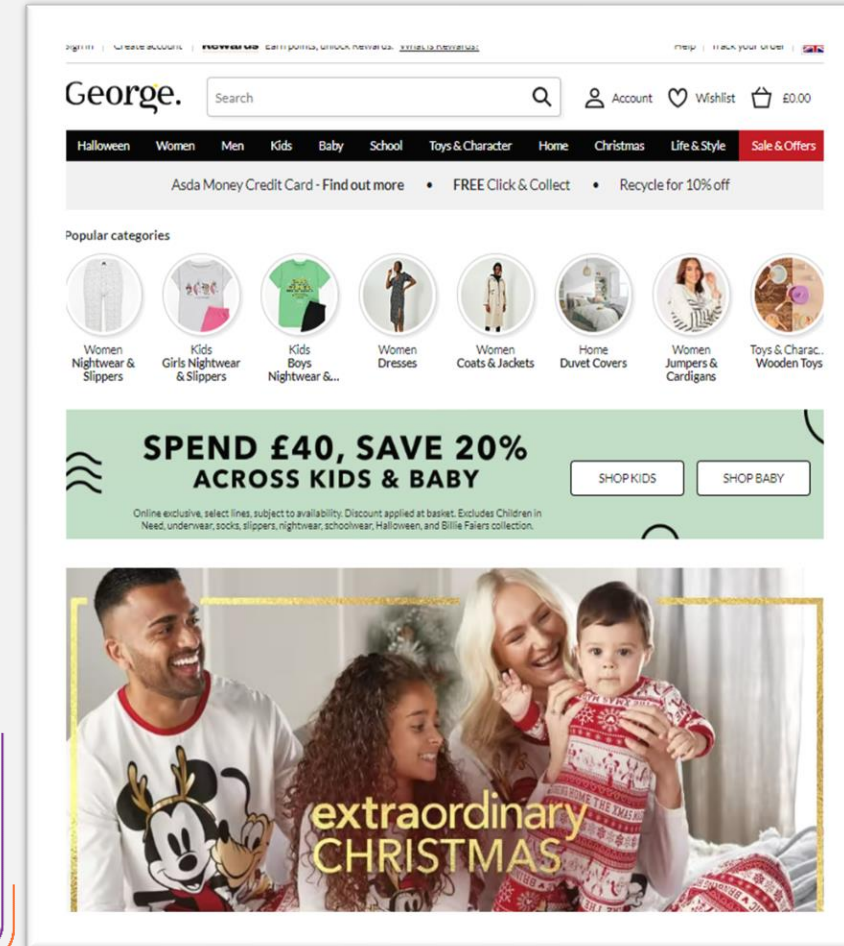
Potential Annual Merchandise Value: \$1bn over next 4-5 years
Potential Annual Revenue to PDS \$50-60m with PBT of 18-20%

Establishing Long Term Customer Relationships



1. George's New Partnership for exclusive sourcing from Bangladesh and India

- ❑ Poeticgem, UK based subsidiary, has been long servicing Asda for over 2 decades
- ❑ Relationship has now extended to PDS's recently launched offering "Sourcing as a Service" to Asda for George, an exclusive fashion label of UK and Europe's leading retail chain
- ❑ Exclusive and dedicated team has been formed under the PDS subsidiary Collaborative Sourcing Services (CSS)
- ❑ CSS will set up operations in Dhaka, Bangladesh catering to clothing, footwear & accessories sourced from Bangladesh and India

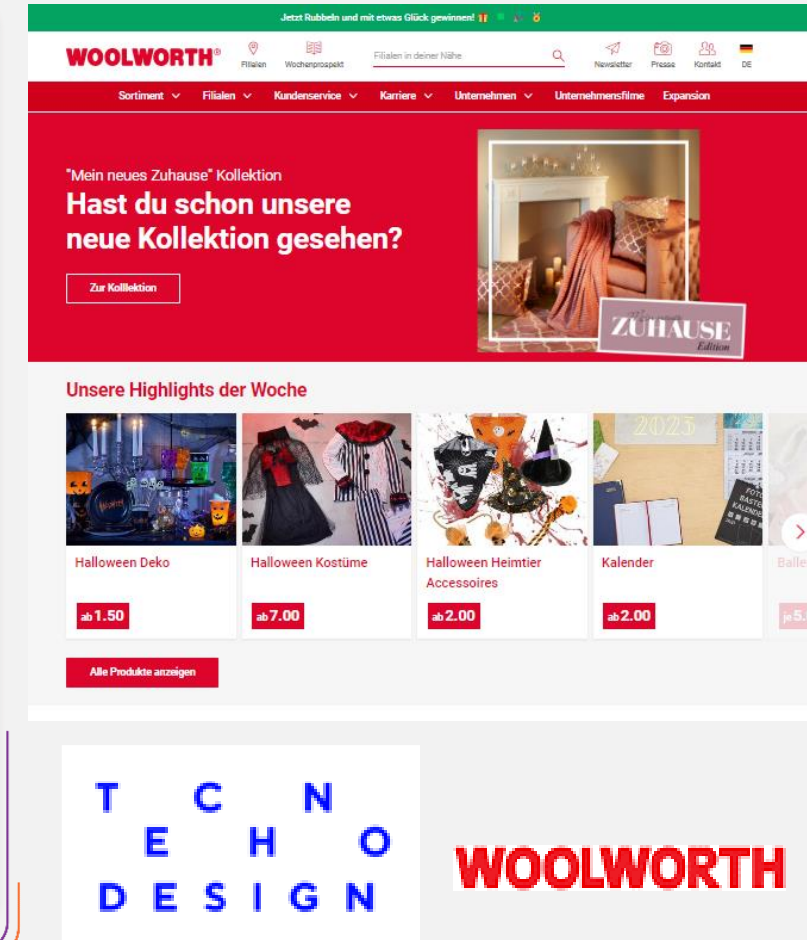


Establishing Long Term Customer Relationships

2. Techno is now the Exclusive Agent of Woolworth in India



- ❑ Techno Design, a Germany-based subsidiary of PDS, is now the exclusive agent of Woolworth for apparel, home textile and hard goods in India
- ❑ Founded in 1879, Woolworth has a history of 145 years and currently operates 520 stores in Germany and a turnover of approx. \$1 bn
- ❑ A fast-growing company with the ambition to increase the number of stores to 1000+ only in Germany within the next 3 years. Plans to expand beyond Germany and open the first store in Poland in 2023
- ❑ Techno Design will handle their orders and utilize the full potential of the sourcing market in India
- ❑ Leveraging the country's strengths of stable government and economy, functional infrastructure, and a wide range of resources and raw materials

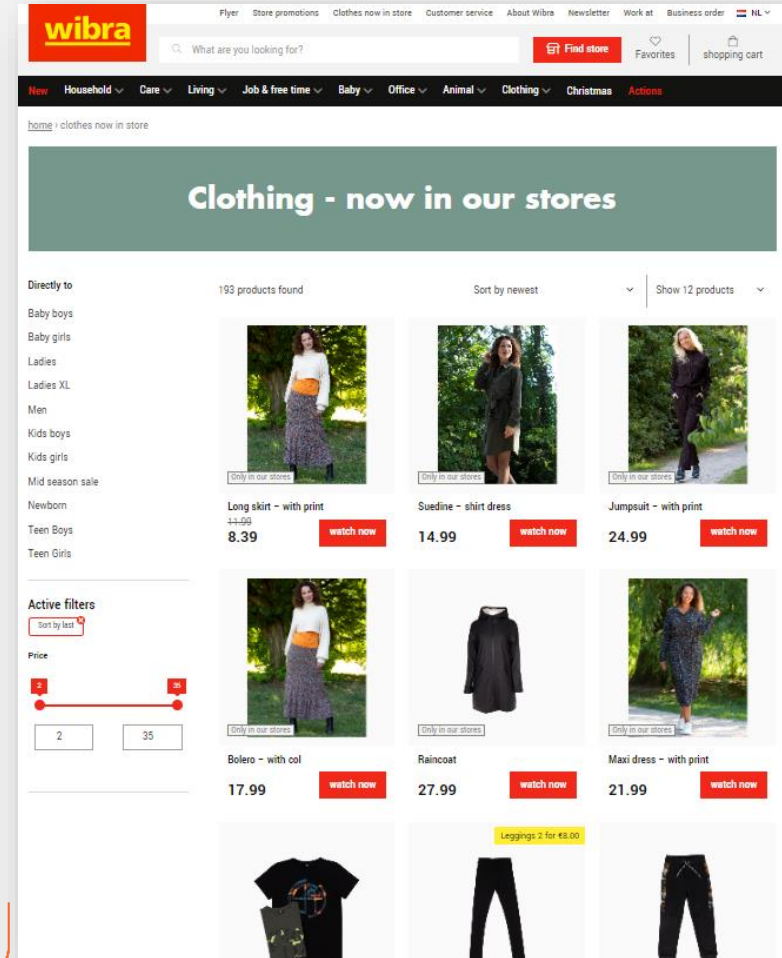


Establishing Long Term Customer Relationships

3. Kleider Sourcing is now the Exclusive Agent of Wibra NL in Bangladesh



- ❑ Kleider Sourcing, PDS's subsidiary, is the now sole agent for apparel, home textile, and hard goods in Bangladesh for Wibra
- ❑ Wibra is a Dutch discount store chain selling mostly textiles and clothing for children, men, and women, intimate wear, home furnishing textiles, and other household goods.
- ❑ Operates over 280 stores in the Netherlands and Belgium

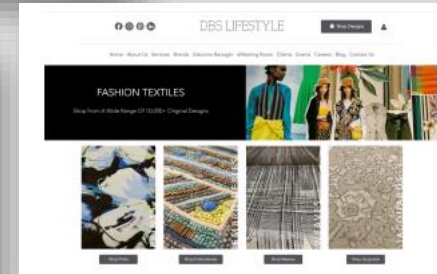
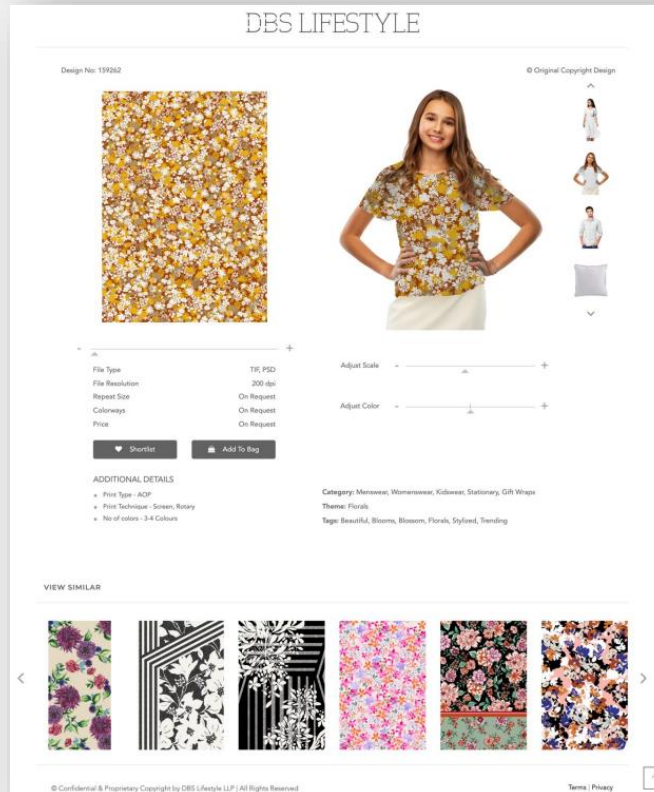


Acquisition of turn-key Trend & Design Studio and Sourcing company



Acquiring DBS Lifestyle

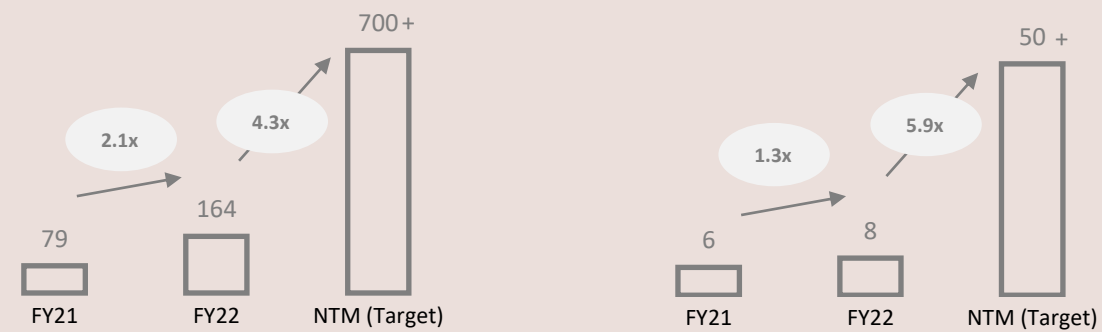
- Acquired a **51% stake** in the businesses owned and managed by Pangrams Brands, under DBS Lifestyle (“DBS”).
- Invest **₹21cr (US\$2.6mn)** in **Pangram Brands Private Limited**
- Business of the DBS group will be consolidated under Pangram Brands, which will be renamed DBS Lifestyle (India) Private Limited
- DBS gains the patronage of the PDS platform for furthering its growth aspirations
- PDS gains further access to leading retailers and brands enabling it to further penetrate the fashion and home categories in the Indian market



Revenue (₹ mn)

EBITDA (₹ mn)

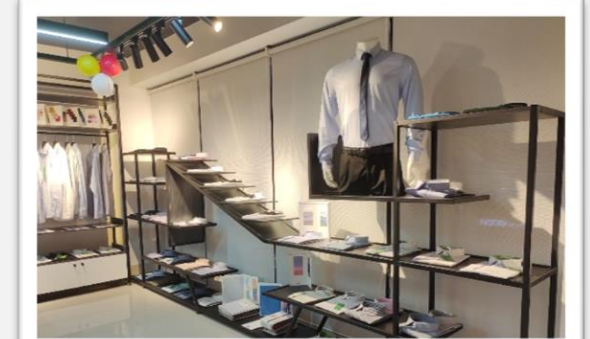
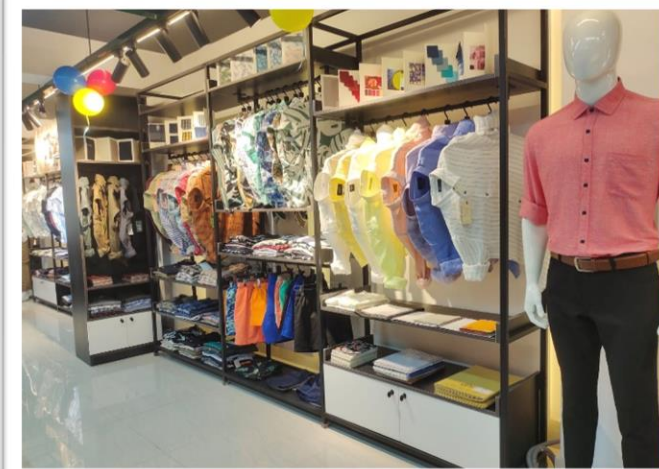
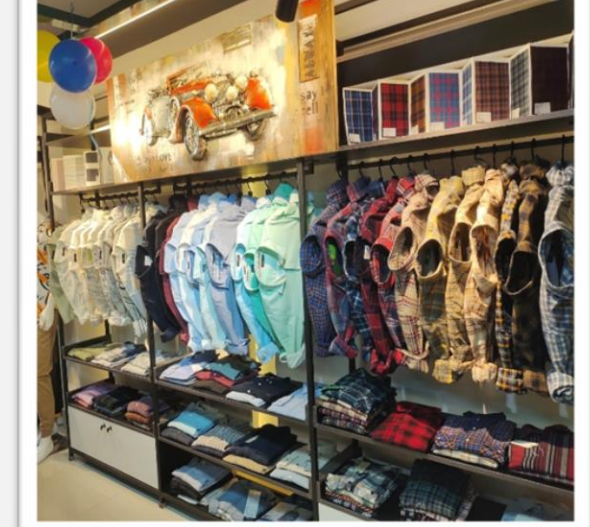
Growth Trajectory



Note: NTM refers to estimates for next 12 months period from the date of the transaction

New Design Studio at Green Smart Shirts

PDS's manufacturing subsidiary in Bangladesh



Strengthening Leadership Team

Augmenting teams at business verticals and platform to drive growth & efficiencies



Lynne Tooms

Executive Director - CSS



Gavin Foster

Managing Director:
Luminoso Brands
(Poeticgem)



Paul Wright

Group ESG Director



Tony Corlett

Executive Director –
International Sourcing
(Norlanka)



Rahul Ahuja

COO & CFO: DBS and
New Businesses in India



Alan Wragg

Strategic Advisor QA,
Technical and Sustainability,
Poeticgem



Andrea Riccucci

ED – Compliance US
business and Sourcing as
a Service Model



Pankaj Srivastava

Vice President – Fabric
Procurement



Rahul Khettry

COO & CFO – Yellow Octopus
and New Business verticals in
Europe



Ajay Thakkar

Group General Counsel



Julia Schmitz

HR Head- Techno Design



Jiten Bellani

Techno Design - Country
Manager - Bangladesh



Platform Team

A photograph showing the hands of several people in business attire leaning over a table covered with documents and a laptop. The scene is brightly lit, suggesting an office or meeting room. A colorful, multi-lined oval graphic is overlaid on the left side of the image, framing the text.

Venture Tech Investments

□ We are connecting the sustainable & circular ecosystem through **LOOP**



PDS Venture collaborations with the ecosystem



Growing higher quality & sustainable cotton, using 80% less water & 3-4X more yield.

Materra is working with a UK branded clothing company, on a pilot, through PDS introduction.



A brand rating system & online discovery platform for fashion. They rate brands based on people, planet and animals.

A US based company being the channel partner for a new brand tool (built in collaboration with a British-Portuguese online luxury fashion retail platform) to help brands improve their ratings on GoY



Automated 100% inspection inside Circular Knitting Machines, reducing production costs and defective production

Introduced Smartex to factories in Egypt with Spring Near East (PDS's Turkey subsidiary)



Innovative upcycling service to convert unwanted inventory into new high-quality non-clothing products i.e., bricks.

Upcycle Labs in discussions with PDS customers for upcycling solutions



A robotics & digital apparel company building custom-fit jeans, for each consumer, on demand.

Unspun collaborating with a multinational retail corporation through PDS introduction



Digital Wardrobe service which promotes sustainability & marketing. Customers can buy, resell, swap, donate or upcycle items with one click.

Poeticgem's (UK subsidiary) in-house brands, to implement LOOP solutions, for its Retailers

Investing in Circularity, Sustainability & Innovative Solutions



Reflaunt

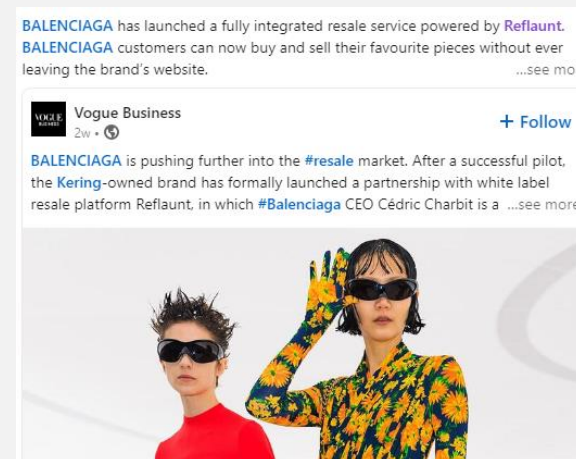
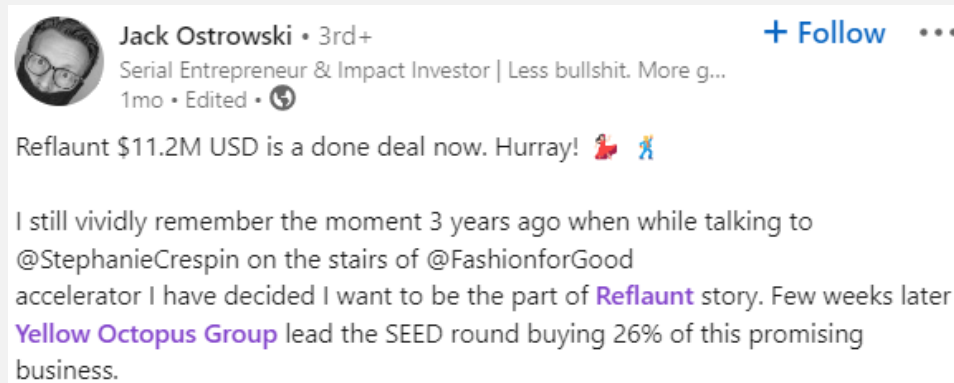
- Reflaunt empowers brands with the technology to embrace circular fashion. The solution allows customers to put back on sale their past purchase
- Yellow Octopus Group invested in the SEED round buying 26% stake for a consideration of \$700,000



Investment (\$ Mn)	Stake	Stake	Valuation (\$ Mn)
At investment stage	26.0%	0.7	2.7
Based on latest funding round	16.8%	5.6	33.0


12.3x

Increase in valuation since investment



Source: <https://aimgroup.com/2022/08/11/fashion-startup-reflaunt-nets-5-2m/>

UPCYCLE LABS

- UPCYCLE LABS is a material science and technology company providing innovative upcycling services for fashion brands & retailers to convert their unwanted inventory into new high-quality décor products, store fittings and more.

TRUST THE PROCESS.

UPCYCLE LABS PATENT PENDING TECHNOLOGY IS APPLIED FOR UNIQUE 100% MATERIAL REGENERATION PROCESS



BENEFITS FOR BRANDS

BOOST SUSTAINABILITY CREDENTIALS



NO WASTE. NO INCINERATION.



TOTAL BRAND PROTECTION



INCREASE YOUR REVENUE



How it works



Collection of waste and surplus inventory from fashion houses and retailers



Automated repurposing system utilizes resultant waste to create a brand-new substrate



Further upcycles 100% into a variety of alternate uses like brick slips, shop fittings, and other artistic and functional objects etc.



PERFORMANCE OVERVIEW

Quarter and Half Year ended 30th September 2022

Key Financial Highlights for this Quarter (Q2 FY23)



\$367mn
(₹2,921cr)

33% consolidated topline growth



\$62mn
(₹495cr)

Gross Profit: 16.9% Margin |
↑54bps



\$15mn
(₹119cr)

41% growth in EBITDA



\$13mn
(₹105cr)

34% increase Normalized PBT ⁽¹⁾



\$14mn
(₹113cr)

70% increase PAT



₹7.19

Basic EPS



36%

ROCE



33%

ROE

Note: ROCE is based on Net Capital Employed, EBIT includes other income emanating from capital employed. ROCE, ROE and Net Debt/EBITDA are based on TTM figures. Growth rates, Margins, ROCE and ROE are based on ₹ figures | (1) Normalized PBT is adjusted for gain from sale of real estate, ESOP cost, new business, [Click here](#) for details

Key Financial Highlights for the first half (H1 FY23)



\$670mn
(₹5,262cr)

38% consolidated topline growth



\$110mn
(₹867cr)

Gross Profit (16.5% Margin)



\$24mn
(₹192cr)

62% growth in EBITDA



\$22mn
(₹172cr)

60% increase in Normalized PBT⁽¹⁾



\$20mn
(₹157cr)

25% increase in PAT



₹10.03

Basic EPS



\$10mn
(₹82cr)

Net Debt



3 Days

Net Working Capital Days

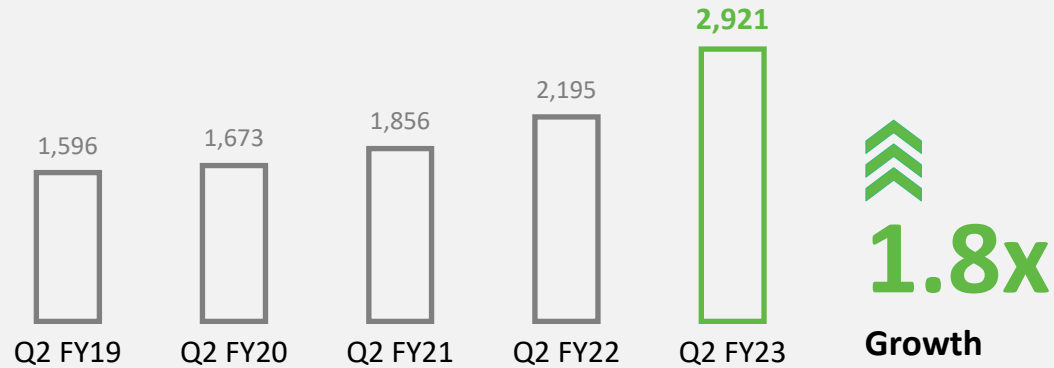
Note: ROCE is based on Net Capital Employed, EBIT includes other income emanating from capital employed. ROCE, ROE and Net Debt/EBITDA are based on TTM figures. Growth rates, Margin, ROCE and ROE are based on ₹ figures. | (1) Normalized PBT is adjusted for gain from sale of real estate, ESOP cost, new business, [Click here](#) for details

Performance in Q2 over last 5 years

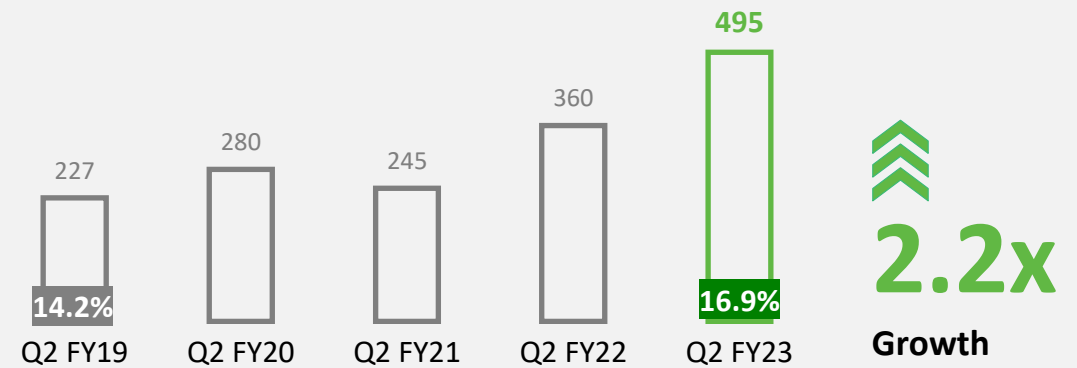
Consistently delivered growth & profitability



1 Sales (₹cr)

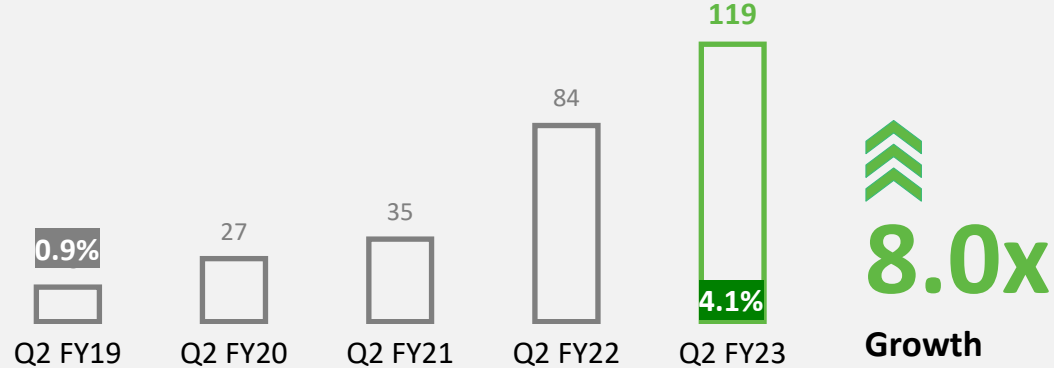


2 Gross Profit (₹cr)

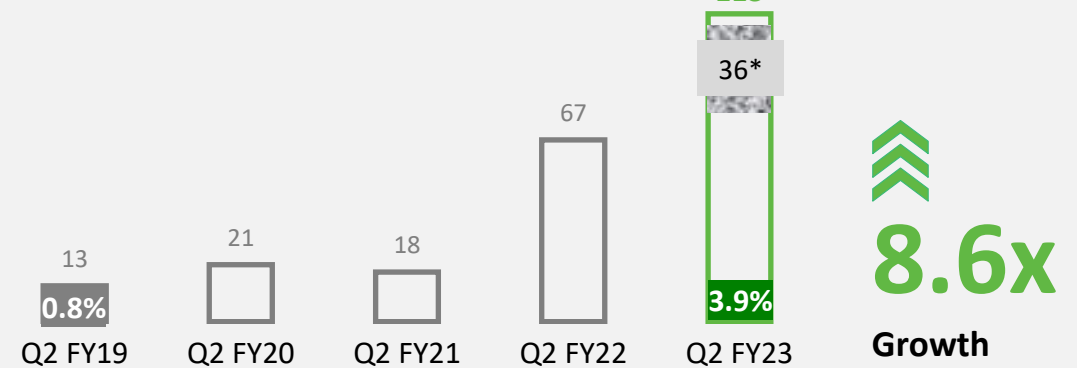


Margin %

3 EBITDA (₹cr)



4 PAT (₹cr)

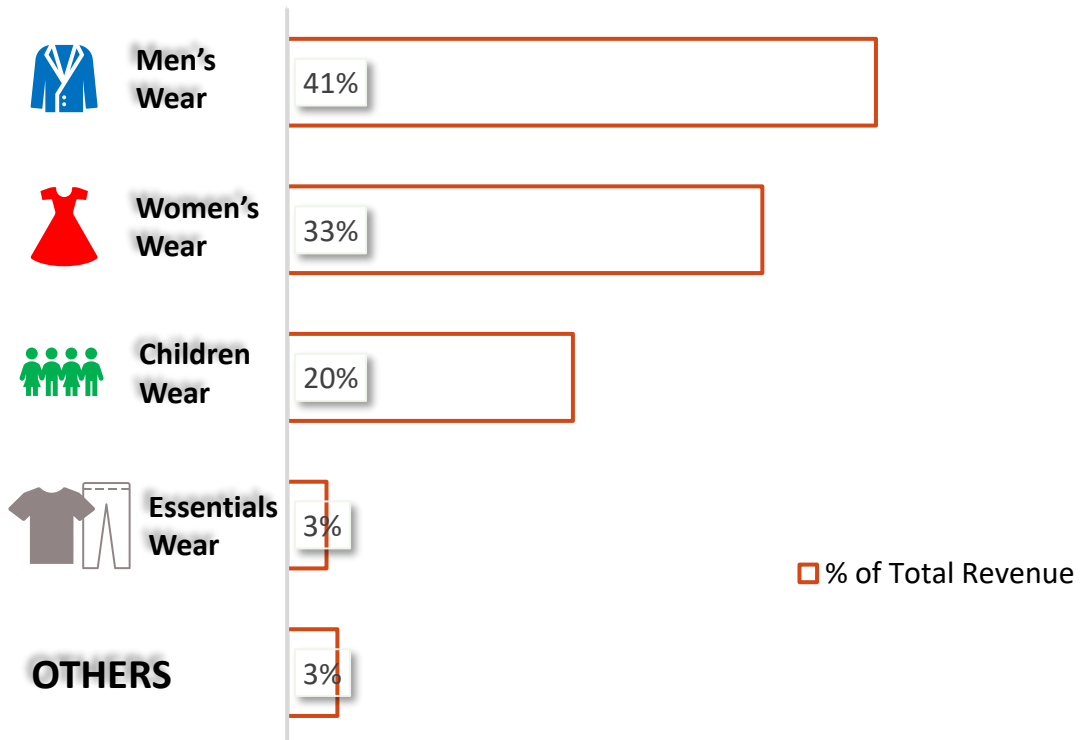


Note: *Profit from the sale of real estate | Q2 FY21 was impacted by the Global Covid-19 Pandemic | [CLICK HERE](#) for figures in \$ mn

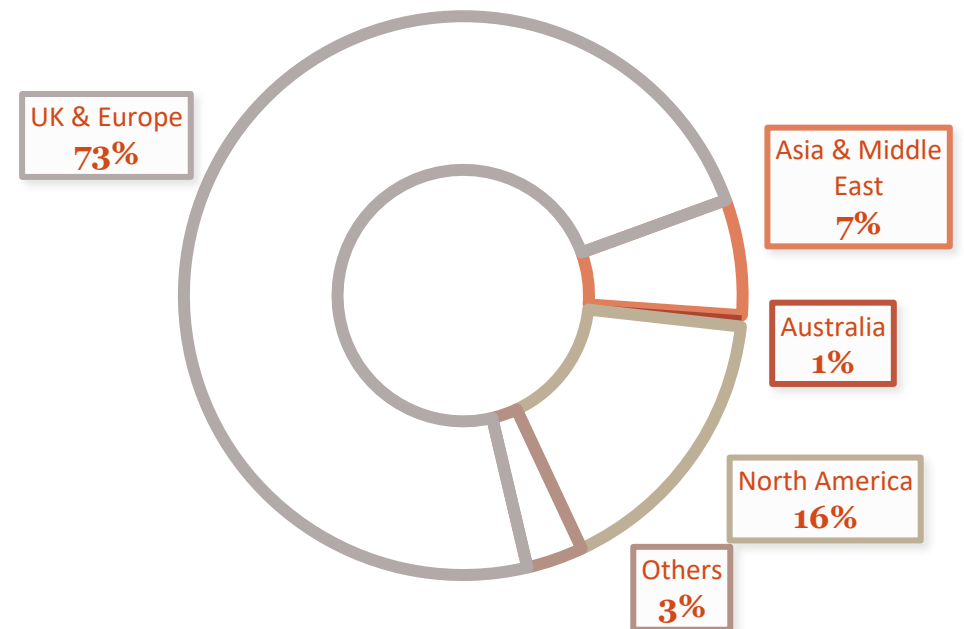
Revenue Break-up for H1 FY23



Category Wise Split

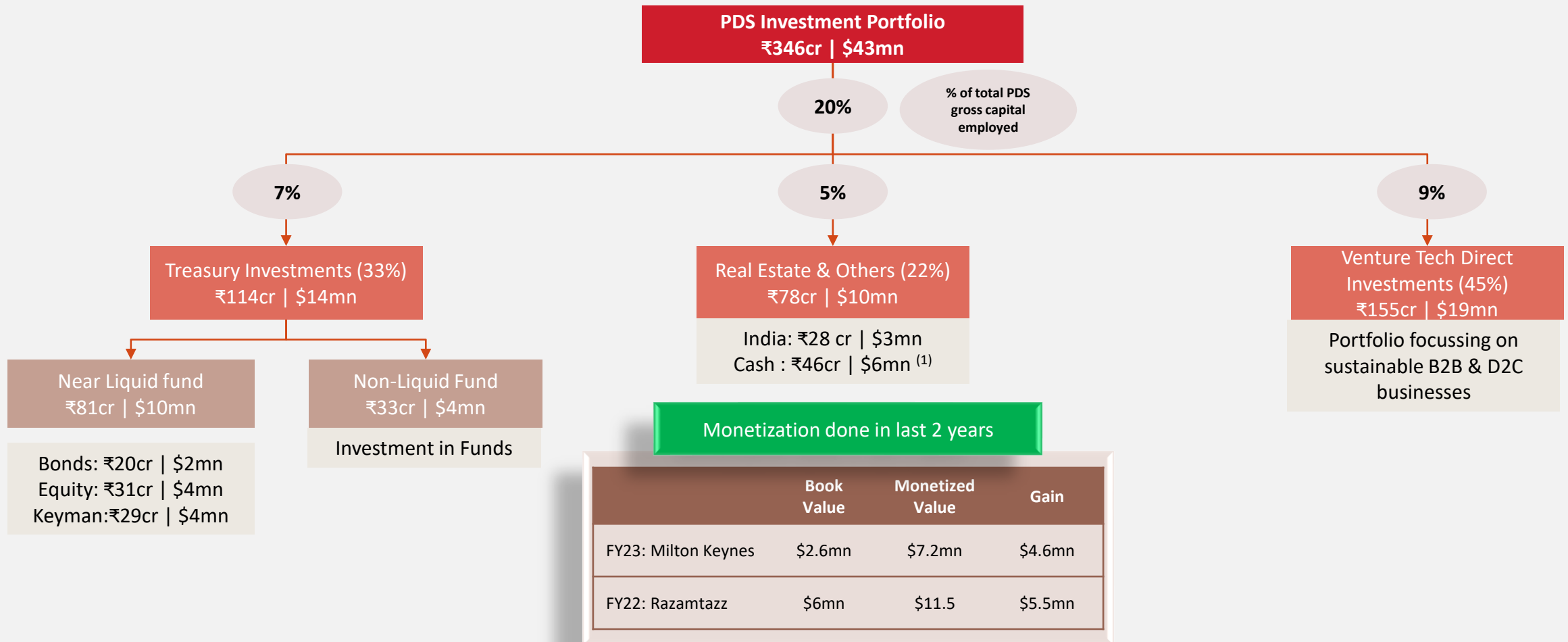


Geography Wise Split



*Broad Estimates

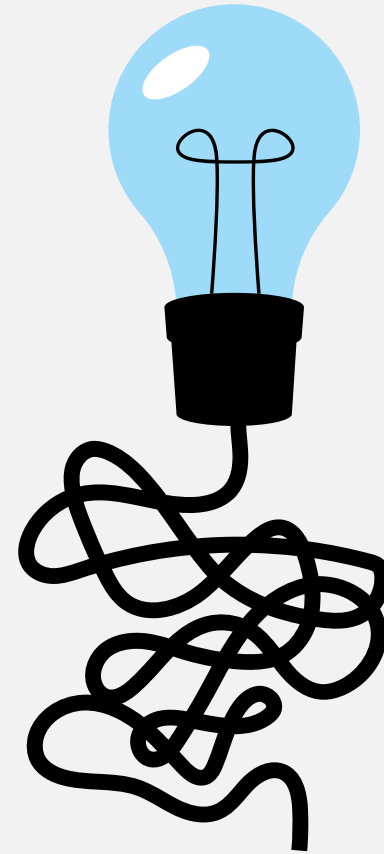
Investment in PDS Ventures, Real Estate & others



Note: Excludes HK real estate property used for operating purposes at a book value of c.\$3.25mn (c.₹26cr) | (1) Mainly cash from monetization from Milton Keynes



- ❑ PDS monetized 64,000 sq ft warehousing space in the Pacific House building – Milton Keynes
- ❑ The warehouse was acquired by Pacific Logistics, a Japan-based company distribution company
- ❑ Pacific Logistics had occupied the space for the last 8 years
- ❑ PDS monetized the property for c.\$7.2mn



H1 FY23 Performance Across Segments



	Sourcing	Manufacturing	PDS Venture Tech Investments [#]	PDS Consolidated
Revenue	\$643mn ₹5,051cr up 38% vs LY	\$40mn ₹315cr up 40% vs LY	\$0.3mn ₹2.2cr Revenue captured in Other Income	\$670mn ₹5,262cr
EBIT (Including other income)	\$21mn ₹168cr up 37% vs LY	\$1mn ₹8cr (Margin: 2.5% -ve 7.8% LY)	\$3mn ₹23cr Gain from sale of real estate, Rental & Treasury	\$25mn ₹195cr Margin: 3.7%
Gross Capital Employed <i>% of Total</i>	\$101mn ₹818cr ⁽¹⁾ 48%	\$66mn ₹539cr 32%	\$43mn ₹346cr 20%	\$209mn ₹1,704cr
Net Capital Employed				\$132mn ₹1,076cr
ROCE	44%*	 -ve H1 FY22 +ve H1 FY23	7%	36%

*based on gross capital employed | Consolidated ROCE based on net capital employed | PDS Consolidated numbers above are post-eliminations. Growth rates are based on ₹ figures.

Includes others | (1) Includes HK real estate property used for operating purposes at a book value of c.\$3.25mn (c.₹26cr)

Consolidated Profit & Loss

For the Quarter ended September



₹ in cr, unless mentioned otherwise

Particulars	Quarter ended 30-Sep-22	Quarter ended 30-Sep-21	Q2 Growth (Y-o-Y)	Quarter ended 30-Jun-22	Year Ended 31-Mar-22
Income from Operations	2,921	2,195	33%	2,340	8,828
COGS	2,426	1,835	32%	1,968	7,396
Gross Profit	495	360	37%	372	1,432
Gross Margin (%)	16.9%	16.4%	54 bps	15.9%	16.2%
Employee Expense	203	155	31%	176	621
<i>% of Income from Operations</i>	6.9%	7.1%	-11 bps	7.5%	7.0%
Other Expenses	173	121	43%	123	489
<i>% of Income from Operations</i>	5.9%	5.5%	41 bps	5.2%	5.5%
EBITDA	119	84	41%	73	323
EBITDA Margin (%)	4.1%	3.8%	24 bps	3.1%	3.7%
Depreciation	20	17	21%	19	70
Other Income	39	11	260%	3	86
EBIT	138	78	76%	57	339
EBIT Margin (%)	4.7%	3.6%	116 bps	2.4%	3.8%
Finance Cost	14	7	95%	9	28
Profit before exceptional items and tax	124	71	74%	48	311
Add: Profit/(Loss) of Associates	0	0		0	-1
Profit Before Tax	124	71	75%	47	310
Tax Expenses	11	4	169%	3	17
Profit After Tax	113	67	70%	44	293
PAT Margin (%)	3.9%	3.0%	83 bps	1.9%	3.3%

Key Highlights

- Income from Operations increased by 33%
- Gross Margins increased by 55bps to 16.9% vs 16.4%
- EBITDA Margin increased to 4.1% vs 3.8% (41% growth)
- Finance costs have increased due to the increased cost of borrowing over the last year
 - Impact has been partially mitigated by increase in early payment discounts captured in gross margins
- PBT increased by 75% to ₹124cr vs ₹71cr in Q2 FY22 largely attributable to gain from real estate sale
- PAT increased by 70%

Consolidated Profit & Loss

For the half year ended September



₹ in cr, unless mentioned otherwise

Particulars	Half Year ended 30-Sep-22	Half Year ended 30-Sep-21	H1 Growth (Y-o-Y)	Year Ended 31-Mar-22
Income from Operations	5,262	3,821	38%	8,828
COGS	4,395	3,179	38%	7,396
Gross Profit	867	642	35%	1,432
Gross Margin (%)	16.5%	16.8%	-31 bps	16.2%
Employee Expense	379	290	31%	621
% of Income from Operations	7.2%	7.6%	-38 bps	7.0%
Other Expenses	296	233	27%	489
% of Income from Operations	5.6%	6.1%	-49 bps	5.5%
EBITDA	192	119	62%	323
EBITDA Margin (%)	3.7%	3.1%	55 bps	3.7%
Depreciation	39	34	15%	70
Other Income	42	60	-29%	86
EBIT	195	144	36%	339
EBIT Margin (%)	3.7%	3.8%	-6 bps	3.8%
Finance Cost	23	12	95%	28
Profit before exceptional items and tax	172	132	30%	311
Add: Profit/(Loss) of Associates	0	0	-181%	-1
Profit Before Tax	172	133	29%	310
Tax Expenses	14	7	109%	17
Profit After Tax	157	126	25%	293
PAT Margin (%)	3.0%	3.3%	-30 bps	3.3%

Key Highlights

1. Income from Operations increased by 38%
2. Gross Margins declined by 31bps to 16.5% vs 16.8%
3. EBITDA Margin increased to 3.7% vs 3.1% (62% growth)
 - a) Impact has been partially mitigated by increase in early payment discounts captured in gross margins
4. Finance costs have increased due to the increased cost of borrowing over the last year
5. PBT increased by 29% to ₹172cr vs ₹133cr in H1 FY22
6. PAT increased by 25%

Normalized PBT Q2Fy23 and H1 FY23



₹ in cr, unless mentioned otherwise

Particulars	Quarter ended 30-Sep-22	Quarter ended 30-Sep-21	H1 ended 30-Sep-22	H1 ended 30-Sep-21
Income from operations	2,921	2,195	5,262	3,821
PBT	124	71	172	133
<i>% PBT Margin</i>	4.3%	3.2%	3.3%	3.5%
Add: ESOP Cost	6	3	13	5
Less: One time gain on real estate	36	0	36	41
Add: Loss of new business	-11	-4	-23	-10
PBT Normalized	105	78	172	108
<i>% Normalized PBT Margin</i>	3.6%	3.6%	3.3%	2.8%

➤ Y-o-Y Normalized PBT margins expanded by 45bps in H1FY23

Note: [Click here](#) for US\$m figures

Consolidated Balance Sheet



₹ in cr, unless mentioned otherwise

Particulars	As on 30-Sep-22	As on 30-Sep-21
Non-Current Assets	822	657
Current Assets	2,488	2,249
Inventories	344	347
Trade Receivables	1,226	1,158
Cash and cash equivalents	449	296
Other Bank Balances	178	142
Other Current Assets	291	306
Total Assets	3,309	2,905
Total Equity	994	757
Non-Current Liabilities	115	81
Borrowings	0	1
Other Non-Current Liabilities	115	81
Current Liabilities	2,201	2,066
Borrowings	710	669
Trade Payables	1,312	1,136
Other Current Liabilities	179	261
Total Equity & Liabilities	3,309	2,905

Particulars	As on 30-Sep-22	As on 30-Sep-21
Calculated basis LTM P&L items		
Inventory Days	15	21
Debtor Days	44	59
Payables Days	56	70
NWC Days	3	10
Total Debt	710	670
Net Debt	82	232

Working Capital & Leverage Ratios:

1. Net Working Capital Days of 3 days vs 10 days as of September 2021
2. Net Debt has decreased from ₹232cr last year to ₹82cr in Sep 2022

Return to Stakeholders:

1. ROCE increased to 36% vs 30% in Q2FY22
2. ROE at 33% vs 34% in Q2FY22

Consolidated Cash Flow



₹ in cr, unless mentioned otherwise

Particulars	Half year ended 30-Sep-22	Half year ended 30-Sep-21
A. Cash Flow from Operating Activities		
Profit before tax	172	133
Depreciation and amortization expense	39	34
Finance Costs	23	6
Gain on sale of subsidiary	0	-41
(Increase)/Decrease in Net Current Assets & Others	-136	-152
A. Total Cash Flow from Operating Activities	98	-21
B. Cash Flow from Investing Activities		
Capex	-15	-15
Proceeds from disposal of real estate	57	0
(Increase) / Decrease in bank deposits	27	-4
Venture Tech & Treasury Investments	-53	-29
Investment in JVs & Subsidiaries & Others	-32	-20
B. Total Cash Flow from Investing Activities	-17	-69
(A+B) Total Cash Flow from Operating and Investing Activities	81	-89

Particulars	Half year ended 30-Sep-22	Half year ended 30-Sep-21
C. Cash Flow from Financing Activities		
Proceeds from borrowings (net)	21	183
Interest paid	-23	-12
Payment of dividend to equity shareholders	-62	-41
Payment of dividend to non-controlling interests	-42	-25
Payment of principal portion of lease liabilities & Others	-15	-11
C. Total Cash Flow from Financing Activities	-122	94
(A+B+C) Net increase / (decrease) in Cash and cash equivalent	-41	5
Foreign exchange fluctuation & others	6	4
Add: Cash and cash equivalent at the beginning	444	282
Add: Bank overdraft	41	5
Cash and cash equivalent at the end	449	296

Strengthening Corporate Governance

Re-designation of Mr. Pallak Seth as Executive Director



PRESENT BOARD COMPOSITION



Deepak Kumar Seth
Chairman



Pallak Seth
Vice - Chairman



Payel Seth



Parth Gandhi



Yael Gairola



Mungo Park



Robert Sinclair



Nishant Parikh

Promoters & Non-Executive & Non-Independent

Non-Executive &
Non-Independent

Non-Executive & Independent

PROPOSED BOARD COMPOSITION



Deepak Kumar Seth
Chairman



Payel Seth



Pallak Seth
Vice - Chairman



Parth Gandhi



Yael Gairola



Mungo Park



Robert Sinclair



Nishant Parikh

Promoters & Non-Executive & Non-Independent

Promoters |
Executive | Non
Independent

Non-Executive &
Non-Independent

Non-Executive & Independent

Key Business Verticals










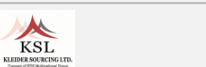


Top 10 Business Verticals

Key Financials for Half year-ended Sep'2022



US\$ in mn, unless mentioned otherwise

Verticals	Key Geography	Revenue H1FY23	PBT H1FY23	PBT Margin H1FY23
 Poeticgem clover collections	UK	153	6.9	4.5%
 Twins	UK	78	4.8	6.1%
 simple approach	UK	74	1.9	2.6%
 TECHNO design	Germany	50	1.4	2.8%
 NORLANKA	UK (Sri Lanka focused)**	50	2.8	5.6%
 spring	UK (Turkey focused)**	30	1.1	3.7%
 Asta Sita	EU (China focused)**	36	1.1	3.2%
 KRAYONS	US	42	2.6	6.2%
 zaniira	EU / US	36	0.6	1.6%
 KSL KEEDER SOURCING LTD.	Germany	24	1.3	5.4%
	Top 10 Sourcing	573	24	4.3%

Top 10 verticals contributing c.84% of revenue in H1FY23

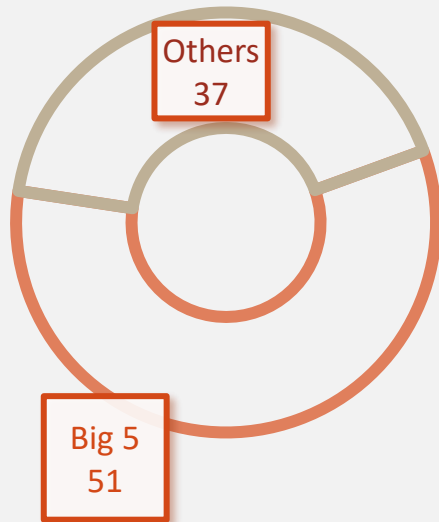
Note: As per MIS | ** with respect to country of origin related to Sourcing

Auditors – All Entities (excluding 14 JV & Associates)

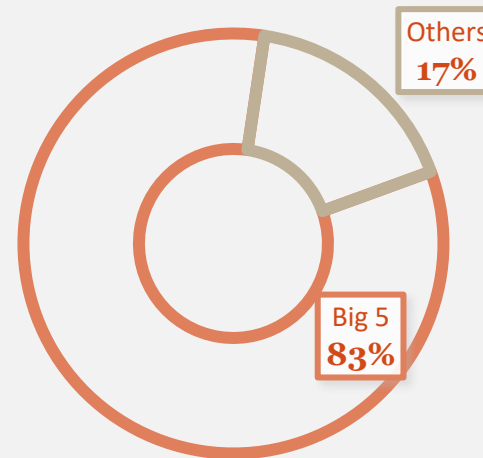


Big 5 Auditors covers 83% of Topline and +100% of PBT

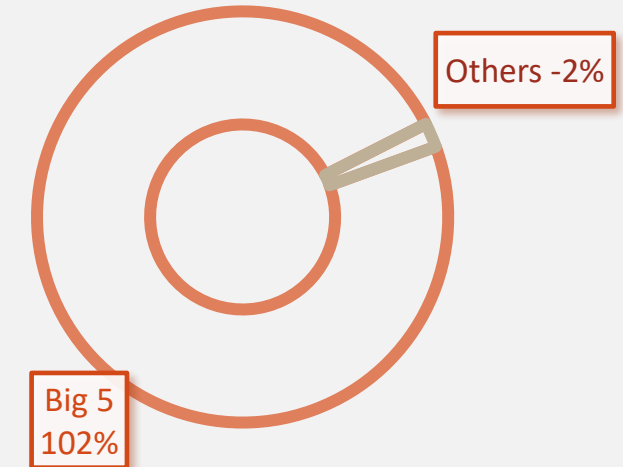
No of Entities Covered



% of Total Sales[#]



% of Total PBT[#]



Key highlights from top auditors in FY22:

1. ~58% of the 88 subsidiary entities are audited by Big 5
2. ~83% of Total Sales are audited by Big 5
3. +100% of Total PBT is audited by Big 4

Plan is being put in place to cover the remaining 17% of topline

Note: [#]% of Total Sales and % of Total PBT is based on the cumulation of all entities without inter-company eliminations (FY22)

Augment Governance Framework in Key Entities

Independent Directors have been adopted on the Board of Directors of Key Entities



Pamela Mar

Director, Norwest Industries Ltd

- Currently Managing Director of the Digital Standards Initiative (DSI) of the International Chamber of Commerce, based in Singapore
- Previously was Executive Vice President for Supply Chain Futures, and then EVP for Knowledge and Applications for the Fung Group, a Hong Kong
- Previously, ran Greater China for the World Economic Forum
- Named as one of Asia's ten A-list sustainability leaders in 2019

New addition



Sunil Srivastav

Director, Techno Design HK Limited

- Previous Dy. Managing Director – Corporate Accounts Group in State Bank of India
- Responsible for large corporate credit exposure including project and infrastructure financing for the bank
- Has overseen initiating the Bank's foray into digital delivery of financial products and services including wealth management and initiation of SBI's foray into new lines of businesses including identification and negotiation with global JV partners



Ashutosh Bhupatkar

Director, Poeticgem Limited

- Previously Independent Director of PDS Limited
- Worked in the textile and engineering industries for a decade and then spent the next quarter century in Management Education.
- After retiring as Director of Institute of Management Development and Research, Pune, he helped set up a Business School in North India.
- Holds PHD in Management and MBA degree from Jamnalal Bajaj Institute of Management Studies, Mumbai, India

Added over last few quarters



Ashok Kumar Sanghi

Director, Norlanka Manufacturing Ltd

- Previously Independent Director of PDS Limited
- Was appointed as Cluster Management Technical Agency (CMTA) for the Bhilwara Mega Powerloom Cluster, by the Ministry of Textiles, GOI.
- Was appointed as Project Management Consultant (PMC) by the Ministry of Textiles, GOI for developing Textile parks at various centres in India
- Holds Masters' in Management from Jamnalal Bajaj Institute of Management, Mumbai, India.



Unlocking the Stock
Market Growth
Opportunity

What PDS has achieved since demerger?

PDS Share Price Evolution from Demerger



PDS IRR 26%
(BSE Sensex IRR: 10%, BSE MidCap IRR: 12.5%)



Note: BSE Sensex and BSE MidCap IRR calculated from October 2014 till 31 October 2022

Source: BSE


PDS GIVING BACK TO THE SOCIETY






INSPIRE CHANGE

Poeticgem are humbled to support The Abinta Kabir Foundation in their efforts to provide relief and quality education to underprivileged children and to offer support to senior citizens in Bangladesh.



NORLANKA
RESPONSIBLE SOURCING • DESIGN • INNOVATION


LIVE HEALTHY AND CELEBRATE LIFE.



PRIORITISING HEALTH AND WELLNESS.

In collaboration with Hemas Hospitals, Norlanka recently organized a medical and health check-up for our employees.

Employees were able to take advantage of multiple testing and consultation services such as full blood checks, ECG, ultrasound scan, BMI, vision and more.



NORLANKA CARES.

FOR A HAPPIER HEALTHIER TEAM



**For Further Information,
please contact**

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abhishekh.kanoi@pdsLtd.com

Reenah Joseph

Head Corporate Finance & Investor Relations
Reenah.Joseph@pdsLtd.com

PDS Limited

(erstwhile PDS Multinational Fashions Limited)
Unit No.971, Solitaire Corporate Park,
Andheri-Ghatkopar Link Road, Andheri (E),
Mumbai-400093, Maharashtra, India
CIN: L18101KA2011PLC094125
Tel.: +91-22-41 441 100
Email: investors@pdsLtd.com

A woman with a large afro hairstyle and glasses is working in a garment factory. She is wearing a grey ribbed sweater and a black skirt, with a yellow measuring tape around her neck. She is adjusting a teal-colored dress on a mannequin. The dress has a long-sleeved top and a tiered, ruffled skirt. The background shows sewing machines and other factory equipment.

Annexure

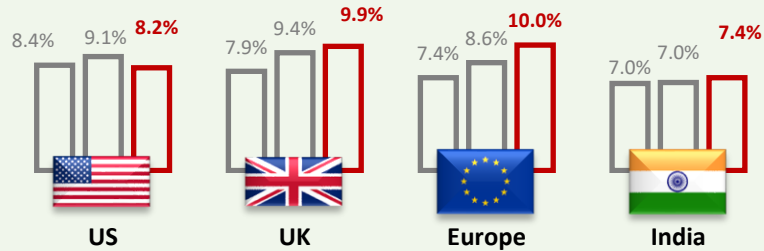
Figures in \$ mn

Macro Economic Factors Driving the Industry



Rising Inflation

■ March 22
 ■ June 22
 ■ September 22



Strengthening of USD

Currency	03 Oct, 22	04 Apr, 22	6M Movement
USD/GBP	0.89	0.76	17.0%
USD/EURO	1.02	0.91	11.8%
USD/INR	81.79	75.45	8.4%
USD/BDT	101.71	85.98	18.3%
USD/LKR	362.50	297.38	21.9%

- USD is strengthening vs most other currencies

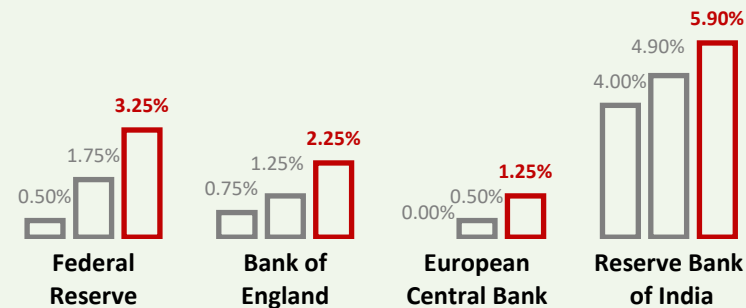
PDS is cautiously navigating amongst macro economic developments

Falling Fabric Costs

- Currently at it's lowest in last one year



Rising Interest Rates



Fluctuating Freight Costs

- However, demonstrating a declining trend



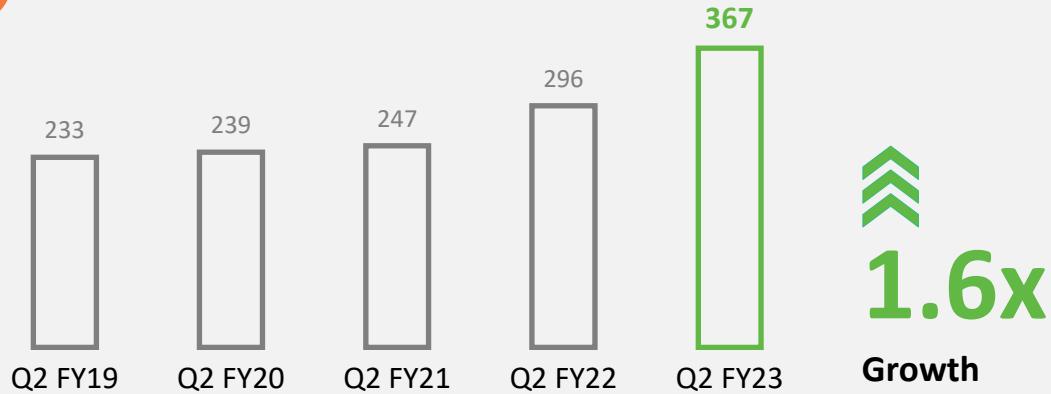
Source: <https://www.marketwatch.com/investing/future/ct.1> <https://www.emergingtextiles.com/220718-cotton-prices-on-international-and-domestic-markets-weekly/> <https://unctad.org/news/ukraine-wars-impact-trade-and-development> <https://tradingeconomics.com/country-list/inflation-rate> [RBI repo rate - Indian central bank's current and historic interest rates \(global-rates.com\)](https://www.federalreserve.gov/monetarypolicy/interestrates.htm), [ECB refi rate - European Central Bank's current and historic interest rates \(global-rates.com\)](https://www.ecb.int/press/pr/interest-rates.htm), [BoE Official Bank Rate - British central bank's current and historic interest rates \(global-rates.com\)](https://www.bankofengland.co.uk/interest-rates/), [Federal funds rate FED - American central bank's current and historic interest rates \(global-rates.com\)](https://www.federalreserve.gov/monetarypolicy/interestrates.htm) https://en.wikipedia.org/wiki/2022_European_heat_waves https://www.marketwatch.com/watchlist?mod=top_nav [USD BDT | US Dollar Bangladeshi Taka - Investing.com India](https://www.investopedia.com/terms/u/usdx.asp), <https://www.investopedia.com/terms/u/usdx.asp>, <https://www.marketwatch.com/investing/index/dxy>,

Performance in Q2 over last 5 years

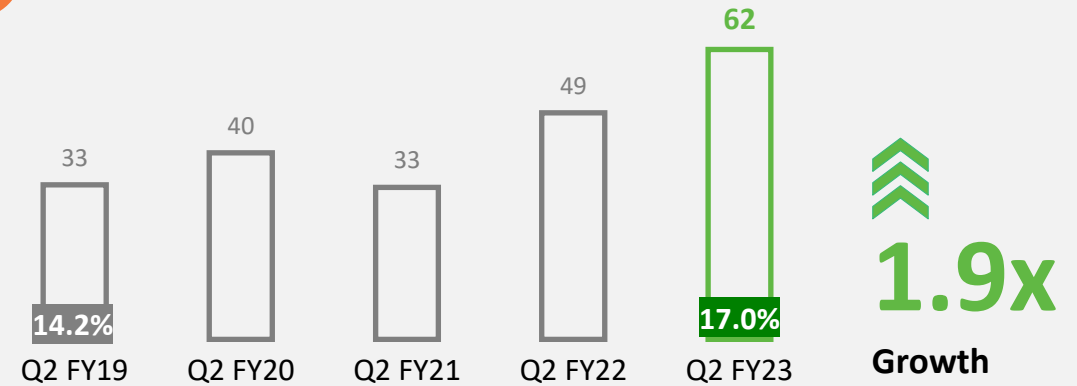
Consistently delivered growth & profitability



1 Sales (\$ mn)

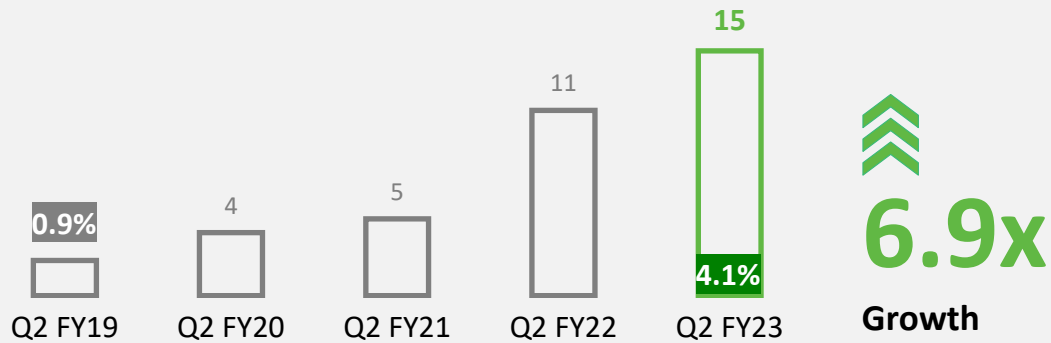


2 Gross Profit (\$ mn)

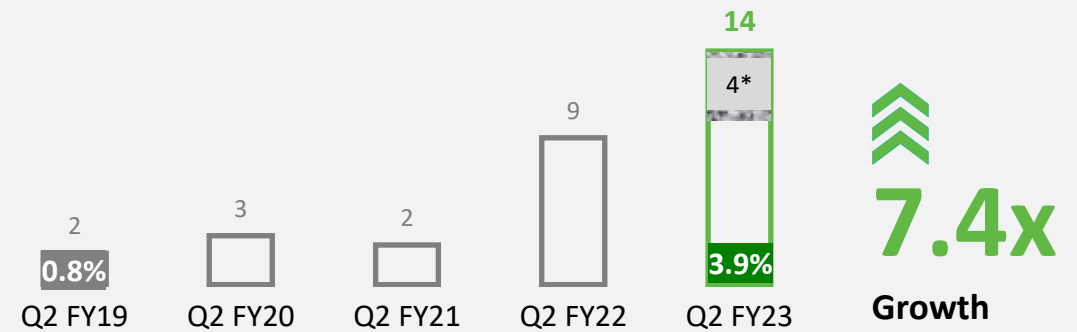


Margin %

3 EBITDA (\$ mn)



4 Reported PAT (\$ mn)



Note: *Profit from the sale of real estate | Q2 FY21 was impacted by the Global Covid-19 Pandemic

Consolidated Profit & Loss

For the Quarter ended September



US\$ in mn, unless mentioned otherwise

Particulars	Quarter ended 30-Sep-22	Quarter ended 30-Sep-21	Q2 Growth (Y-o-Y)	Quarter ended 30-Jun-22	Year Ended 31-Mar-22
Income from Operations	366.8	297.0	24%	302.9	1,184.8
COGS	304.6	248.2	23%	254.8	992.6
Gross Profit	62.2	48.7	28%	48.1	192.2
Gross Margin (%)	17.0%	16.4%	55 bps	15.9%	16.2%
Employee Expense	25.4	21.0	21%	22.8	83.3
<i>% of Income from Operations</i>	<i>6.9%</i>	<i>7.1%</i>	<i>-12 bps</i>	<i>7.5%</i>	<i>7.0%</i>
Other Expenses	21.8	16.4	33%	15.9	65.6
<i>% of Income from Operations</i>	<i>5.9%</i>	<i>5.5%</i>	<i>42 bps</i>	<i>5.2%</i>	<i>5.5%</i>
EBITDA	15.0	11.4	32%	9.5	43.3
EBITDA Margin (%)	4.1%	3.8%	25 bps	3.1%	3.7%
Depreciation	2.5	2.3	12%	2.4	9.4
Other Income	5.0	1.5	239%	0.3	11.5
EBIT	17.5	10.6	65%	7.4	45.5
EBIT Margin (%)	4.8%	3.6%	119 bps	2.4%	3.8%
Finance Cost	1.8	1.0	82%	1.2	3.76
Profit before exceptional items and tax	15.7	9.6	63%	6.2	41.7
Add: Profit/(Loss) of Associates	0.0	0.0		-0.1	-0.1
Profit Before Tax	15.7	9.6	64%	6.1	41.6
Tax Expenses	1.4	0.6	152%	0.4	2.3
Profit After Tax	14.3	9.0	58%	5.7	39.3
PAT Margin (%)	3.9%	3.0%	86 bps	1.9%	3.3%

Key Highlights

1. Income from Operations increased by 24%
2. Gross Margins increased by 55bps to 17.0% vs 16.4%
3. EBITDA Margin increased to 4.1% vs 3.8% (32% growth)
4. Finance costs have increased due to the increased cost of borrowing over the last year
 - a) Impact has been partially mitigated by increase in early payment discounts captured in gross margins
5. PBT increased by 64% to \$15.7mn vs \$9.6mn in Q2 FY22 largely attributable to gain from real estate sale
6. PAT increased by 58%

Consolidated Profit & Loss

For the half year ended September



US\$ in mn, unless mentioned otherwise

Particulars	Half Year ended 30-Sep-22	Half Year ended 30-Sep-21	H1 Growth (Y-o-Y)	Year Ended 31-Mar-22
Income from Operations	669.8	517.0	30%	1,184.8
COGS	559.4	430.2	30%	992.6
Gross Profit	110.4	86.8	27%	192.2
Gross Margin (%)	16.5%	16.8%	-31 bps	16.2%
Employee Expense	48.3	39.2	23%	83.3
<i>% of Income from Operations</i>	7.2%	7.6%	-38 bps	7.0%
Other Expenses	37.6	31.6	19%	65.6
<i>% of Income from Operations</i>	5.6%	6.1%	-49 bps	5.5%
EBITDA	24.5	16.0	53%	43.3
EBITDA Margin (%)	3.7%	3.1%	55 bps	3.7%
Depreciation	5.0	4.6	8%	9.4
Other Income	5.4	8.1	-34%	11.5
EBIT	24.9	19.5	28%	45.5
EBIT Margin (%)	3.7%	3.8%	-6 bps	3.8%
Finance Cost	3.0	1.6	84%	3.76
Profit before exceptional items and tax	21.9	17.9	22%	41.7
Add: Profit/(Loss) of Associates	-0.1	0.1	-176%	-0.1
Profit Before Tax	21.8	18.0	22%	41.6
Tax Expenses	1.8	0.9	96%	2.3
Profit After Tax	20.0	17.0	18%	39.3
PAT Margin (%)	3.0%	3.3%	-30 bps	3.3%

Key Highlights

1. Income from Operations increased by 30%
2. Gross Margins declined by 31bps to 16.5% vs 16.8%
3. EBITDA Margin increased to 3.7% vs 3.1% (53% growth)
4. Finance costs have increased due to the increased cost of borrowing over the last year
 - a) Impact has been partially mitigated by increase in early payment discounts captured in gross margins
5. PBT increased by 22% to \$21.8mn vs \$18mn in H1 FY22
6. PAT increased by 18%

Normalized PBT Q2Fy23 and H1 FY23



US\$ in mn, unless mentioned otherwise

Particulars	Quarter ended 30-Sep-22	Quarter ended 30-Sep-21	H1 ended 30-Sep-22	H1 ended 30-Sep-21
Income from operations	366.8	297.0	669.8	517.0
PBT	15.7	9.6	21.8	18.0
<i>% PBT Margin</i>	4.3%	3.2%	3.3%	3.5%
Add: ESOP Cost	0.8	0.5	1.6	0.7
Less: One time gain on real estate	4.6	0.0	4.6	5.5
Add: Loss of new business	-1.4	-0.6	-3.0	-1.4
PBT Normalized	13	11	22	15
<i>% Normalized PBT Margin</i>	3.6%	3.6%	3.3%	2.8%

➤ Y-o-Y Normalized PBT margins expanded by 45bps in H1FY23

Consolidated Balance Sheet



US\$ in mn, unless mentioned otherwise

Particulars	As on 30-Sep-22	As on 30-Sep-21
Non-Current Assets	101.0	88.6
Current Assets	305.8	303.4
Inventories	42.3	46.8
Trade Receivables	150.7	156.3
Cash and cash equivalents	55.2	39.9
Other Bank Balances	21.9	19.1
Other Current Assets	35.7	41.3
Total Assets	406.8	392.0
Total Equity	122.2	102.2
Non-Current Liabilities	14.1	11.0
Borrowings	0.0	0.1
Other Non-Current Liabilities	14.1	10.9
Current Liabilities	270.5	278.8
Borrowings	87.2	90.2
Trade Payables	161.3	153.3
Other Current Liabilities	22.0	35.3
Total Equity & Liabilities	406.8	392.0

Particulars	As on 30-Sep-22	As on 30-Sep-21
Calculated basis LTM P&L items		
Inventory Days	14	21
Debtor Days	41	58
Payables Days	52	69
NWC Days	2	10
Total Debt	87	90
Net Debt	10	31

Working Capital & Leverage Ratios:

1. Net Working Capital Days of 2 days vs 10 days as of Sep 2021
2. Net Debt has decreased from \$31mn last year to \$10mn in Sep 2022

Return to Stakeholders:

1. ROCE increased to 38% vs 30% in Q2FY22
2. ROE increased from 34% to 35% in Q2FY23

Consolidated Cash Flow



US\$ in mn, unless mentioned otherwise

Particulars	Half year ended 30-Sep-22	Half year ended 30-Sep-21	Particulars	Half year ended 30-Sep-22	Half year ended 30-Sep-21
A. Cash Flow from Operating Activities			C. Cash Flow from Financing Activities		
Profit before tax	21.1	17.9	Proceeds from borrowings (net)	2.6	24.6
Depreciation and amortization expense	4.8	4.6	Interest paid	-2.9	-1.6
Finance Costs	2.9	0.8	Payment of dividend to equity shareholders	-7.7	-5.5
Gain on sale of subsidiary	0.0	-5.5	Payment of dividend to non-controlling interests	-5.2	-3.3
(Increase)/Decrease in Net Current Assets & Others	-16.7	-20.6	Payment of principal portion of lease liabilities & Others	-1.9	-1.4
A. Total Cash Flow from Operating Activities	12.0	-2.8	C. Total Cash Flow from Financing Activities	-15.0	12.7
B. Cash Flow from Investing Activities			(A+B+C) Net increase / (decrease) in Cash and cash equivalent	-5.1	0.7
Capex	-1.9	-2.0	Foreign exchange fluctuation	0.7	0.5
Proceeds from disposal of real estate	6.9	0.0	Add: Cash and cash equivalent at the beginning	54.5	38.1
(Increase) / Decrease in bank deposits	3.3	-0.6	Add: Bank overdraft	5.0	0.6
Venture Tech & Treasury Investments	-6.5	-3.9	Cash and cash equivalent at the end	55.2	39.9
Investment in JVs & Subsidiaries & Others	-3.9	-2.7			
B. Total Cash Flow from Investing Activities	-2.1	-9.2			
(A+B) Total Cash Flow from Operating and Investing Activities	9.9	-12.1			

Note: Cash flow conversion based on closing rates. Variation in P&L items is due to exchange rate which is on average rates.