

Ref: FLFL/BM/ 2022-23

16 August 2022

To
Dept. of Corporate Services (CRD)
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

To
Listing Department
The National Stock Exchange of India Limited
Exchange Plaza,
Bandra - Kurla Complex, Bandra (East),
Mumbai - 400 051.

Scrip Code : 536507
Debt – Scrip Code: 957150

Scrip Code : FLFL

Dear Sir/Madam,

Sub: Presentation to Analysts/ Investors

Please find enclosed herewith the presentation on the Audited Financial Results of the Company for the Quarter and Year ended 31 March 2022.

The aforesaid presentation is also available on the Company's website www.futurelifestyle.in.

Kindly take the above information on your records

Thanking you,

Yours faithfully,

For **Future Lifestyle Fashions Limited**


Sanjay Kumar Mutha
Company Secretary

Encl: As above

Future Lifestyle Fashions

Investor Update
Q4FY22



This report contains forward-looking statements, which may be identified by their use of words like 'plans', 'expects', 'will', 'anticipates', 'believes', 'intends', 'projects', 'estimates', or other words of similar meaning. All statements that address expectations or projections about the future, including but not limited to statements about the Company's strategy for growth, product development, market position, expenditures, and financial results are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realized. The Company's actual results, performance or achievements could thus differ materially from those projected in any such forward looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events.

The Company may alter, modify or otherwise change in any manner the content of this report, without obligation to notify any person of such revision or changes. This report cannot be copied and/or disseminated in any manner.

The Company has assessed the impact of the countrywide lockdown imposed to curtail spread of COVID-19 pandemic, on its business operations and financial status and has considered all relevant information available up to the date of approval of financial results, in determination of the recoverability and carrying value of its financial assets and non-financial assets. The impact of COVID-19 pandemic and consequent global slowdown of business and uncertain overall economic environment may affect the underlying assumptions and estimates used to prepare the Company's financial results, whereby actual outcome may differ from those assumptions and estimates considered as at the date of approval of these financial results.

In last week of Feb-22, FLFL stores - Central stores (34) and Brand Factory (78) stores became non-operational on account of non-payment of rentals.

 Store count

	Dec-21	Mar-22
 CENTRAL BRAND NEW	46	11
 BRAND FACTORY BEST BRANDS - SMART PRICES	107	28
EBOs	178	141
Total	331	180
Area (mn Sqft)	7.6	2.5

1 store each for Central and Brand Factory was discontinued in Q4 on account of non-profitability.

Central: Q4 Update for Operational Stores

Q4 FY22 vs Q4 FY21

Footfalls

-3%

Conversions

0%

ATV

+9%

ASP

+12%

Business

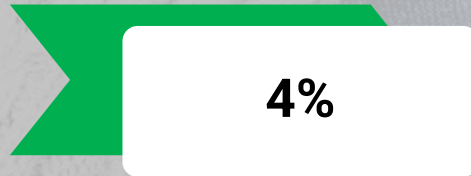
+5%

- Improvement in business KPIs through increase in ATV and ASP.
- Footfalls dropped as Jan-22 witnessed store closures on account of high number of COVID cases.
- Overall business recovery at 105% of Q4 FY21 and 79% of Q4 FY20.

Brand Factory: Q4 Update for Operational Stores

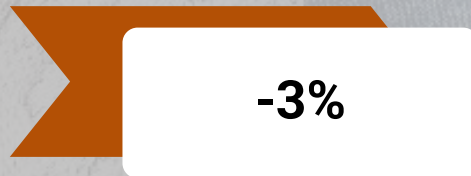
Q4 FY22 vs Q4 FY21

Footfalls



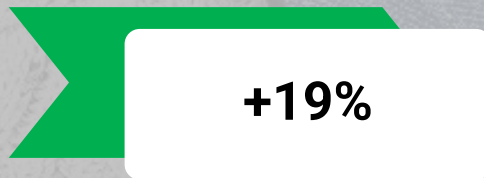
4%

Conversions



-3%

ATV



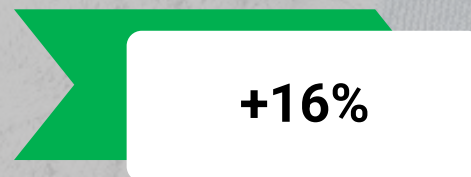
+19%

ASP



+28%

Business



+16%

- Significant improvement in business KPIs through increase in ATV and ASP.
- Footfalls didn't increase as much due to Covid impact in January.
- Overall business recovery at 116% of Q4 FY21 and 71% of Q4 FY20.

Financial Performance Q4 FY22 FLF Standalone and Consolidated

Income Statement Particulars	Standalone		Consolidated	
	Q4 FY21	Q4 FY22	Q4 FY21	Q4 FY22
Revenue from Operations	776	586	832	607
COGS	535	775	571	790
Gross Profit	241	(189)	260	(183)
Gross Margin %	31.1%	-32.3%	31.3%	-30.1%
Employee Benefits Expense	41	50	46	50
Rent including Lease Rental	15	17	16	17
Other Expenditures	105	212	113	397
Total Expenditure	162	280	175	465
Other Income	11	(292)	12	(292)
EBITDA	91	(760)	97	(939)
EBITDA Margin %	11.7%	-129.7%	11.7%	-154.6%
Depreciation	141	118	145	119
EBIT	(50)	(879)	(48)	(1,058)
Finance Costs	86	64	93	64
Exceptional loss	-	(774)	-	(668)
PBT	(136)	(1,716)	(141)	(1,790)
Tax expense	0	156	0	89
Share in Net Loss of Associates and Joint Ventures	-	-	(8)	(0)
Other Comprehensive Income/(Loss)	(1)	(27)	(1)	(27)
Net profit	(137)	(1,899)	(150)	(1,907)

Financial Performance 12M FY22 FLF Standalone and Consolidated

Income Statement Particulars	Standalone		Consolidated	
	12MFY21	12MFY22	12MFY21	12MFY22
Revenue from Operations	2,161	2,838	2,277	2,994
COGS	1,532	2,293	1,615	2,410
Gross Profit	629	546	661	584
Gross Margin %	29.1%	19.2%	29.1%	19.5%
Employee Benefits Expense	173	235	190	246
Rent including Lease Rental	60	98	61	98
Other Expenditures	396	553	431	815
Total Expenditure	629	886	682	1,159
Other Income	50	(255)	50	(256)
EBITDA	50	(595)	30	(830)
EBITDA Margin %	2.3%	-21.0%	1.3%	-27.7%
Depreciation	582	609	598	613
EBIT	(532)	(1,205)	(569)	(1,444)
Finance Costs	339	314	350	322
Exceptional loss	-	(774)	-	(675)
PBT	(871)	(2,293)	(918)	(2,440)
Tax expense	1	156	(7)	73
Share in Net Loss of Associates and Joint Ventures	-	-	(22)	(36)
Other Comprehensive Income/(Loss)	(1)	(26)	(0)	(26)
Net profit	(872)	(2,475)	(934)	(2,575)

Cash Flow	12M FY21	12M FY22
Profit after tax	(933)	(2,549)
Adjustments of Other Operational and Non Cash Items	967	2,309
Change in Working Capital	271	928
Cash flow from Operational Activities	304	688
Income Tax Paid	(1)	(4)
Net cash flow from Operational Activities	303	683
Capex new stores and renovation	(68)	(10)
Other items of Invest Activities	55	36
Cash flow from Investing Activities	(13)	26
Proceeds from Debt & Equity	330	16
Payment of Interest and Dividend	(220)	(218)
Payment of Lease Liabilities	(368)	(495)
Net cash used in financing activities	(259)	(697)
Net increase in cash and cash equivalents	32	12
Cash and cash equivalents at the beginning of the year	12	45
Cash and cash equivalents at the end of the year	45	57



Namaste !

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