

End-To-End Clothing Vendor & Supplier to Leading fashion brands



TRANSFORMING THE WORLD OF FASHION

Investor Presentation
May 2022

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**Designs
that
make
the
headlines!**



Q4 & FY22 Highlights

Message from the Management



Commenting on the Results, Mr. Pulkit Seth, Vice-Chairman & Non-Executive Director, said, "We are delighted to report the highest ever annual revenue growth in FY22. It is primarily driven by tailwinds in demand from international markets. Indian textile market is on a cusp of new investments based on demand and opens doors to cater to a plethora of international brands. Our multinational presence enables us to cater to clients across geographies. We expect this demand momentum to continue with normalization of Covid situation and change in consumers' buying preferences."



Commenting on the Results, Mr. Pallab Banerjee, Managing Director said, "I am happy to state that the FY22 performance has been in line with our expectations with a growth of 82% in revenues. Improved revenues are majorly due to improvement in capacity utilizations, commencement of commercial production in the Bangladesh factory and partnership facility in India and Vietnam. Going forward, we will continue to work on improving our operational efficiencies to enhance our ROCE trajectory. The favorable government policies coupled with our asset light business model will lead to a robust growth both in terms of topline and bottom-line."



Business Highlights FY22

Highlights



Revenue
Rs. 2,713.5 CRS.  **82%**

- **147% YoY growth** in overseas business
- Increase in revenue from **partnership facility** in India & Vietnam
- **Start of commercial production** in the Bangladesh factory
- **65% YoY increase** in no of pieces shipped



Partnership Facility



Revenues from **partnership facilities** increased in India and Vietnam



Statutory Auditor

Appointed E&Y as statutory auditor for Hong Kong subsidiaries



ROCE
12.4%  **+690 bps**

ROCE improved by 690 bps to 12.4% in FY22 from 5.5% in FY21 due to:

- **Improved asset turns** on account of the commercialization of the Bangladesh facility
- **And improvement in capacity utilization**

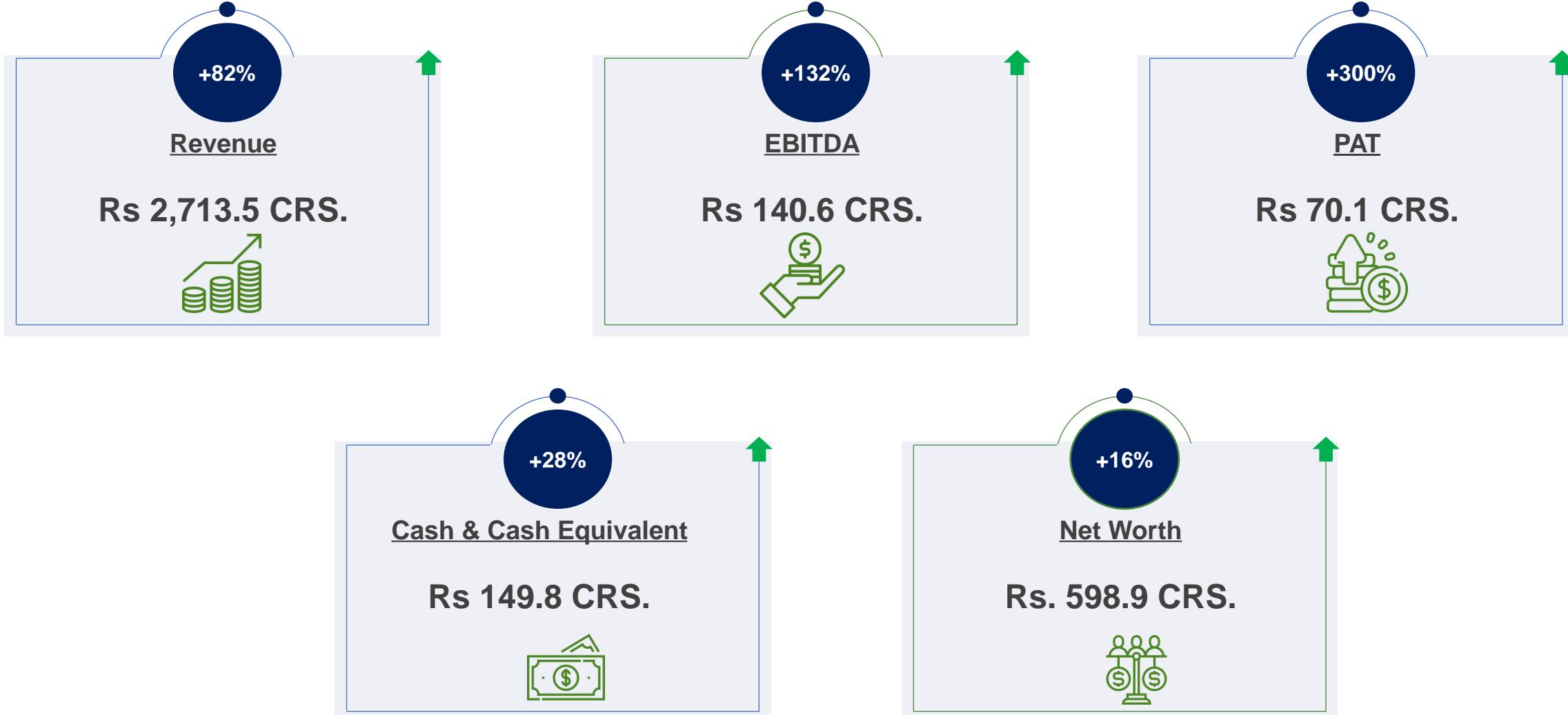


Dividend

- The Board has **recommended a dividend** of Rs. 5 per share for a face value of Rs 10 each

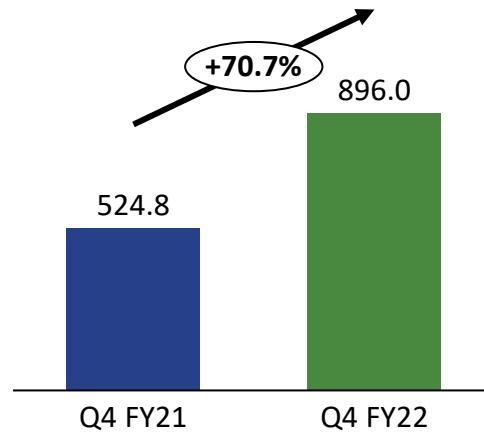


Consolidated Result Highlights FY22

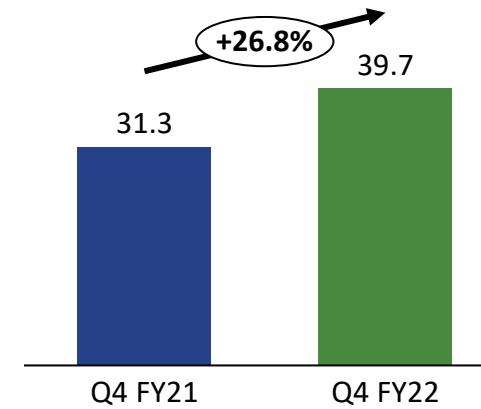


Consolidated Performance Highlights Q4 & FY22

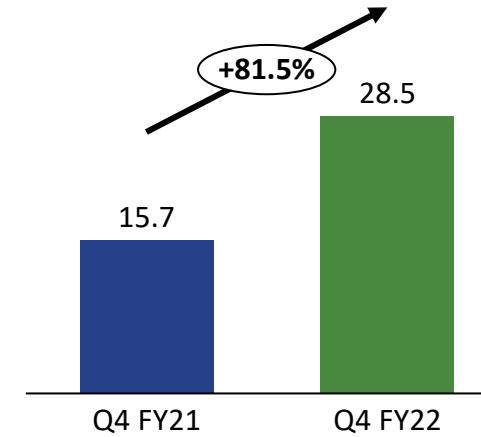
Revenue



EBITDA

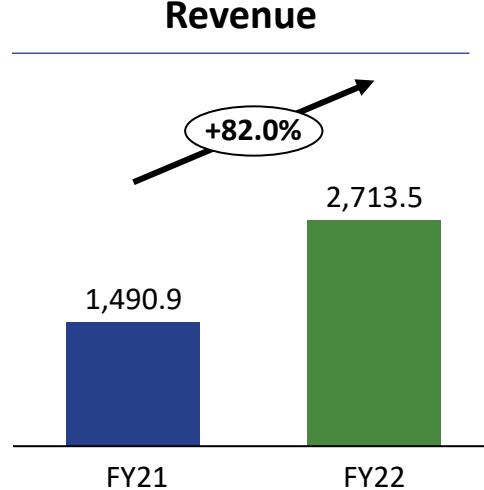


PAT

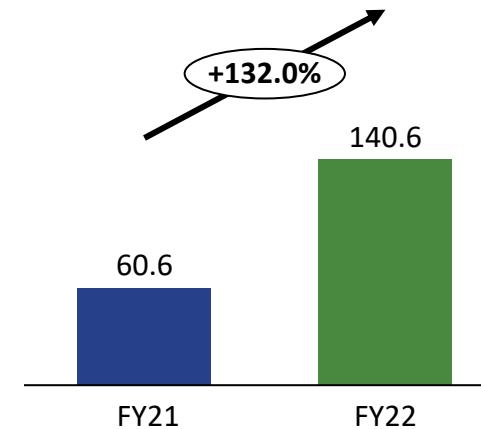


INR CRS.

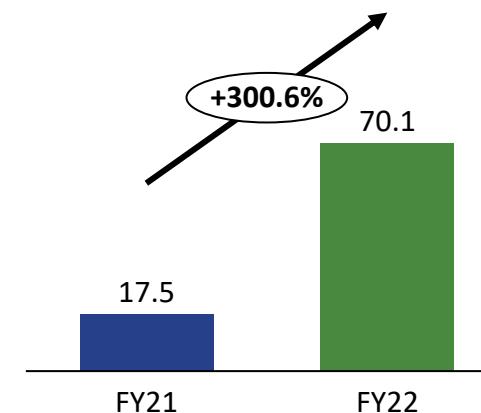
Revenue



EBITDA

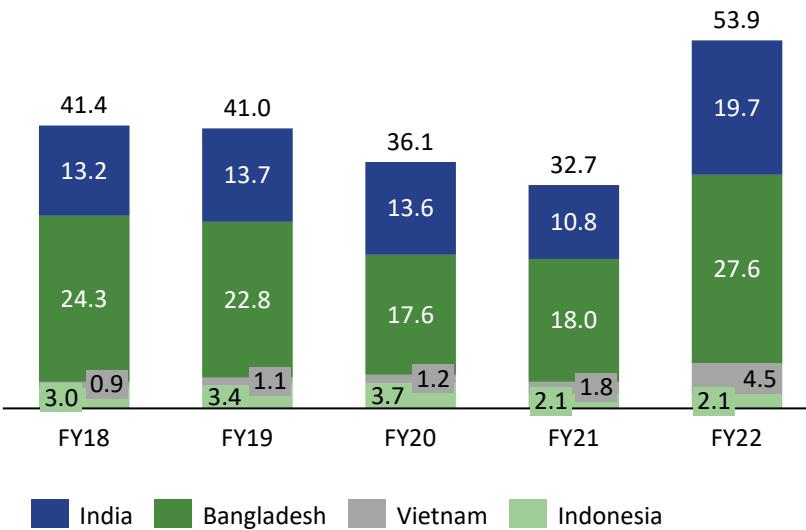


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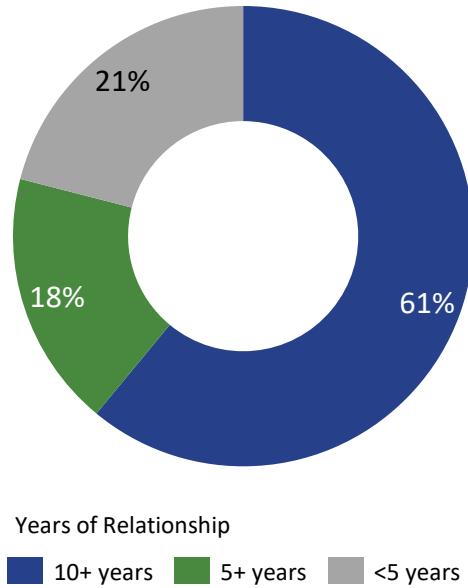


Key Performance Indicators FY22

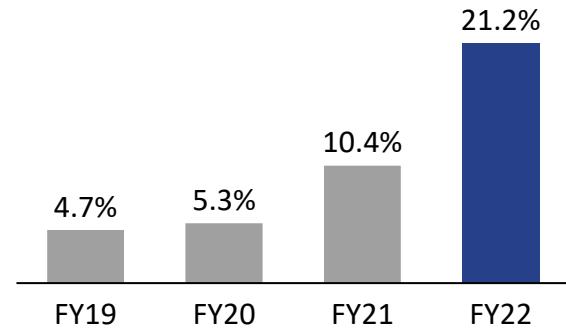
No. of pieces shipped (in Mn.)



Revenue Contribution from Key Clients



Revenue Contribution from customers added in last 5 years



No of pieces shipped in FY22 were the highest ever attributed by improved performances in partnership factories in India and Vietnam and commercialization of Prudent factory in Bangladesh

Revenue contribution from customers less than 5 years increased due to contribution from 'PVH' growing in Vietnam

Revenue contribution from customers added in last 5 years doubled in FY22 on account of new customers addition



Consolidated Profit and Loss Statement - Q4 FY22

Profit and Loss (INR CRS.)	Q4 FY22	Q4 FY21	Y-o-Y	Q3FY22	Q-o-Q
Revenue from Operations	896.0	524.8	71%	700.0	28%
Cost of Goods Sold	529.3	288.4		383.7	
Gross Profit	366.7	236.4	55%	316.3	16%
Gross Profit Margin	40.9%	45.0%		45.2%	
Employee Cost	126.9	89.6		121.8	
Other Expenses	200.1	115.5		151.8	
EBITDA	39.7	31.3	27%	42.7	-7%
EBITDA Margin	4.4%	6.0%		6.1%	
Depreciation*	12.7	11.3		11.6	
Other Income	17.8	8.5		3.0	
EBIT	44.8	28.5	58%	34.1	31%
EBIT Margin	5.0%	5.4%		4.9%	
Finance Cost	13.1	11.2		12.6	
PBT before exceptional items	31.7	17.2	84%	21.5	47%
Exceptional Item Gain / (Loss)	0.4	-0.3		0.2	
PBT	32.1	17.0	89%	21.3	51%
PBT Margin	3.6%	3.2%		3.0%	
Tax	3.6	1.3		4.5	
PAT	28.5	15.7	82%	16.8	69%
PAT Margin	3.2%	3.0%		2.4%	
EPS	12.5	7.0		7.6	



*includes leasehold amortization from FY20 onwards

Revenue increased by 71% YoY:

- Increase in revenue from partnership facility in India and Vietnam
- Start of commercial production in Bangladesh factory

Gross Margin:

- Lower margins due to change in product mix

Other Expenses:

- Outsourcing cost has been clubbed under other expenses

Consolidated Profit and Loss Statement – FY22

Profit and Loss (INR CRS.)	FY22	FY21	Y-o-Y
Revenue from Operations	2,713.5	1,490.9	82%
Cost of Goods Sold	1,510.6	768.9	
Gross Profit	1,202.9	722.0	67%
Gross Profit Margin	44.3%	48.4%	
Employee Cost	458.6	325.3	
Other Expenses	603.7	336.1	
EBITDA	140.6	60.6	132%
EBITDA Margin	5.2%	4.1%	
Depreciation*	48.3	44.1	
Other Income	33.5	23.5	
EBIT	125.7	40.0	215%
EBIT Margin	4.6%	2.7%	
Finance Cost	46.6	41.3	
PBT before exceptional items	79.1	-1.3	
Exceptional Item Gain / (Loss)	6.7	12.7	
PBT	85.8	11.4	652%
PBT Margin	3.2%	0.8%	
Tax	15.7	-6.1	
PAT	70.1	17.5	300%
PAT Margin	2.6%	1.2%	
EPS	31.5	8.0	



*includes leasehold amortization from FY20 onwards

Revenue increased by 82% YoY:

- 147% YoY growth in overseas business
- Increase in revenue from partnership facility in India and Vietnam
- Start of commercial production in Bangladesh factory
- 65% YoY increase in no of pieces shipped

Gross Margin:

- Lower margins due to change in product mix

Employee Cost:

- Employee cost as % of sales has declined from 22% to 17%

Other Income:

- Rental income INR 7.69 Crs/Foreign exchange gain INR 8.25 Crs /Fair value of investment INR 5.73Crsn other 11.33Cr

Finance Cost:

- Finance cost as % of sales has declined from 2.8% to 1.7%

Tax Rate:

- Stood at 19.86% on PBT excluding exceptional items

Consolidated Balance Sheet as on 31st March, 2022

Assets (INR CRS.)	Mar-22	Mar-21	Equity & Liabilities (INR CRS.)	Mar-22	Mar-21
Non - Current Assets	533.9	533.2	Total Equity	614.9	530.2
Property Plant & Equipment	258.2	213.8	Share Capital	21.7	21.7
CWIP	15.2	47.0	Reserves & Surplus	577.3	495.6
Goodwill	18.0	17.6	Non Controlling Interest	15.9	12.9
Intangible assets	0.7	0.5	Non-Current Liabilities	254.8	244.5
Right of use asset	111.7	98.0	Financial Liabilities		
Investment Properties	59.0	60.5	(i) Borrowings	123.8	124.6
Investment - Others	49.9	47.4	(ii) Lease Liabilities	71.6	65.3
Loans	1.3	21.7	(iii) Other Financial Liabilities	2.4	1.4
Other Financial Assets	11.0	12.2	Provisions	24.3	23.1
Deferred Tax Assets (Net)	0.9	4.7	Other Non Current Liabilities	30.1	30.1
Other Non - Current Assets (Net)	2.1	2.1	Deferred Tax Liabilities	2.6	0.0
Other Non Current Tax Assets (net)	6.0	7.7	Current Liabilities	911.0	519.3
Current Assets	1,246.7	760.8	Financial Liabilities		
Inventories	539.6	278.8	(i) Borrowings	440.3	199.9
Financial Assets			(ii) Trade Payables	438.7	246.8
(i) Investments	5.3	7.5	(iii) Lease	8.8	8.6
(ii) Trade receivables	366.6	242.2	(iv) Other Financial Liabilities	9.0	54.6
(iii) Cash and cash equivalents	116.9	94.7	Other Current Liabilities	9.5	7.4
(iv) Bank balances	32.9	22.3	Current tax liabilities (net)	2.2	0.9
(v) Loans	34.6	17.1	Provisions	2.4	1.1
Other Financial Assets	5.9	0.9			
Other current assets	144.9	97.3			
Total Assets	1,780.6	1,294.0	Total Equity & Liabilities	1,780.6	1,294.0

Property Plant & Equipment along with CWIP:

- Capitalization of Bangladesh facility
- Land acquisition in Indonesia and construction of building

Working Capital Days declined to 63 days:

- Receivables days declined to 49 days from 59 days
- Inventory days increased to 73 days from 68 days
- Payables days declined to 59 days from 60 days

Increase in Short term Borrowings:

- Rs. 198 CRS increase in overseas business
- Rs. 43 CRS increase in India business
- 82% YoY increase in revenues has led to higher working capital and borrowings



Consolidated Cash Flow

Particulars (INR CRS.)	Mar-22	Mar-21
Net Profit Before Tax	85.8	11.4
Adjustments for: Non Cash Items / Other Investment or Financial Items	76.2	61.3
Operating profit before working capital changes	162.1	72.6
Changes in working capital	-239.2	38.1
Cash generated from/(used in) operations	-77.1	110.8
Direct taxes paid (net of refund)	-7.7	-3.5
Exceptional Items	-6.7	-12.7
Net Cash from Operating Activities	-91.5	94.6
Net Cash from Investing Activities	-39.6	-26.0
Net Cash from Financing Activities	153.3	-61.9
Net Increase/(Decrease) in Cash and Cash equivalents	22.1	6.6
Add: Cash & Cash equivalents at the beginning of the period	94.7	88.1
Cash & Cash equivalents at the end of the period	116.9	94.7

Net Operating Cashflow:

- Despite higher working capital requirements, working capital as a no of days has declined to 68 days
- Higher working capital required due to 147% YoY growth in overseas business

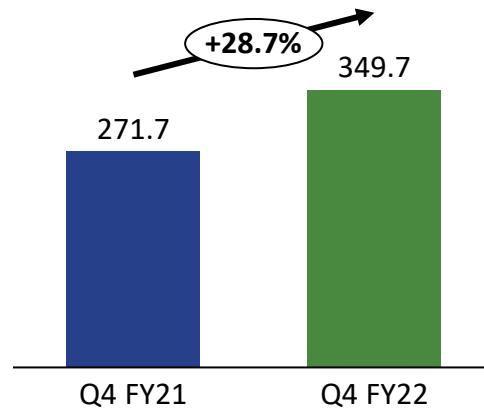
Net cash flow from Financing activities:

- Increase in short term borrowings to fund higher working capital requirement led to an increase in net cash from financing activities

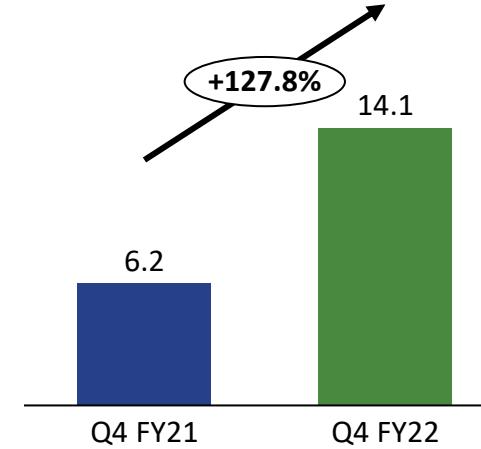


Standalone Performance Highlights Q4 & FY22

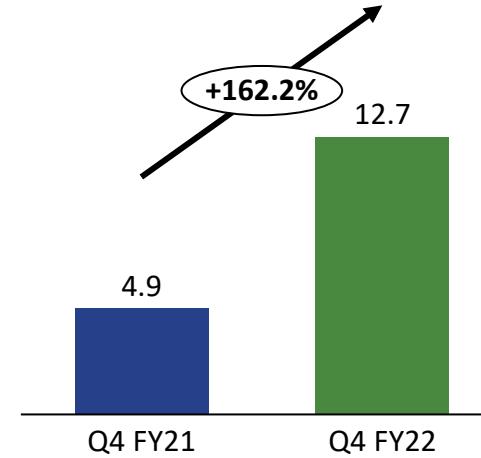
Revenue



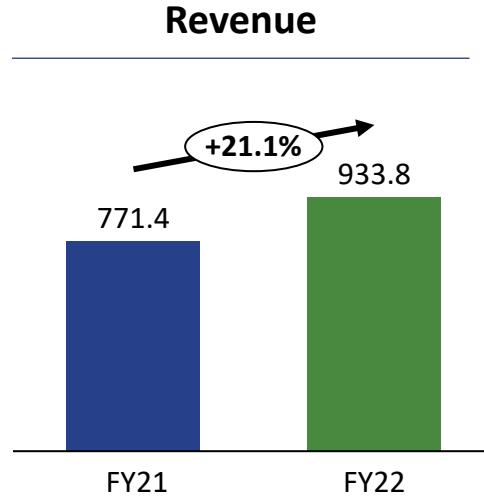
EBITDA



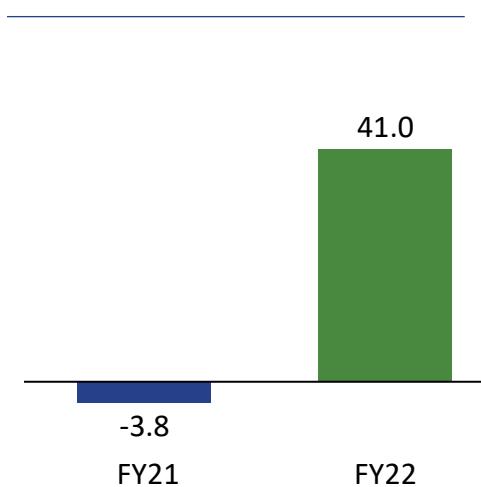
PAT



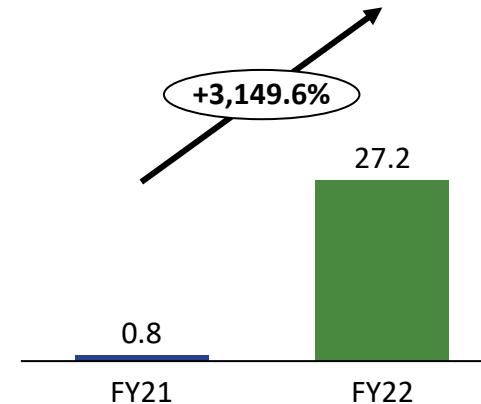
Revenue



EBITDA



PAT



Standalone Profit and Loss Statement – Q4 FY22

Profit and Loss (NR CRS.)	Q4 FY22	Q4 FY21	Y-o-Y	Q3FY22	Q-o-Q
Revenue from Operations	349.7	271.7	29%	197.8	77%
Cost of Goods Sold	179.3	166.0		70.6	
Gross Profit	170.4	105.8	61%	127.2	34%
Gross Profit Margin	48.7%	38.9%		64.3%	
Employee Cost	46.8	33.4		38.6	
Other Expenses	109.5	66.1		79.9	
EBITDA	14.1	6.2	128%	8.7	63%
EBITDA Margin	4.0%	2.3%		4.4%	
Depreciation*	4.3	5.3		4.1	
Other Income	12.9	10.7		6.3	
EBIT	22.7	11.7	95%	10.8	109%
EBIT Margin	6.5%	4.3%		5.5%	
Finance Cost	6.8	6.8		7.3	
PBT before exceptional items	15.9	4.8		3.5	
Exceptional Item Gain / (Loss)	0.2	-0.3		0.0	
PBT	16.1	4.5	256%	3.5	361%
PBT Margin	4.6%	1.7%		1.8%	
Tax	3.4	-0.3		1.1	
PAT	12.7	4.9	162%	2.4	432%
PAT Margin	3.6%	1.8%		1.2%	
EPS	5.9	2.2		1.1	



*includes leasehold amortization from FY20 onwards

Revenue increased by 29% YoY:

- Increase in revenue from partnership facility in India

Increase in Gross & EBITDA Margin:

- Higher contribution from knit business
- Outsourcing manufacturing cost has been clubbed under other expenses.

Standalone Profit and Loss Statement – FY22

Profit and Loss (INR CRS.)	FY22	FY21	Y-o-Y
Revenue from Operations	933.8	771.4	21%
Cost of Goods Sold	428.1	473.1	
Gross Profit	505.7	298.3	70%
Gross Profit Margin	54.2%	38.7%	
Employee Cost	152.2	107.8	
Other Expenses	312.5	194.3	
EBITDA	41.0	-3.8	NA
EBITDA Margin	4.4%	-0.5%	
Depreciation*	17.6	18.1	
Other Income	32.0	24.1	
EBIT	55.4	2.2	25x
EBIT Margin	5.9%	0.3%	
Finance Cost	25.9	24.0	
PBT before exceptional items	29.6	-21.8	
Exceptional Item Gain / (Loss)	6.6	12.7	
PBT	36.1	-9.1	NA
PBT Margin	3.9%	-1.2%	
Tax	8.9	-10.0	
PAT	27.2	0.8	32x
PAT Margin	2.9%	0.1%	
EPS	12.5	0.4	

*includes leasehold amortization from FY20 onwards

Revenue increased by 21% YoY:

- Increase in revenue from partnership facility in India

Increase in Gross & EBITDA Margin:

- Higher contribution from knit business
- Contract manufacturing cost captured in other expenses

Finance Cost:

- Finance cost as % of sales has declined from 3.1% to 2.8%

Tax Rate:

- Stood at 30.16% on PBT excluding exceptional items



Standalone Balance Sheet as on 31st March, 2022

Assets (INR CRS.)	Mar-22	Mar-21	Equity & Liabilities (INR CRS.)	Mar-22	Mar-21
Non - Current Assets	344.8	360.6	Total Equity	343.5	313.8
Property Plant & Equipment	124.1	128.5	Share Capital	21.7	21.7
CWIP	0.0	0.4	Reserves & Surplus	321.8	292.1
Intangible assets	0.7	0.5	Non-Current Liabilities	148.9	151.3
Right of use asset	21.7	29.0	Financial Liabilities		
Investment Properties	59.0	60.5	(i) Borrowings	83.3	82.0
Investments	126.4	119.1	(ii) Lease Liabilities	21.5	28.4
Loans	0.1	4.9	(iii) Other Financial Liabilities	2.4	1.4
Other Financial Assets	6.5	7.5	Provisions	9.3	9.4
Deferred Tax Assets (Net)	0.0	3.9	Other Non Current Liabilities	30.1	30.1
Other Non Current Assets (Net)	0.5	0.5	Deferred Tax Liabilities	2.3	0.0
Other Non Current Tax Assets (net)	5.7	5.6	Current Liabilities	371.1	311.9
Current Assets	518.7	416.3	Financial Liabilities		
Inventories	221.8	132.7	(i) Borrowings	176.3	133.3
Financial Assets			(ii) Trade Payables	178.8	161.7
(i) Investments	5.3	7.5	(iii) Lease	3.9	3.8
(ii) Trade receivables	115.9	145.2	(iv) Other Financial Liabilities	2.4	5.3
(iii) Cash and cash equivalents	43.2	46.0	Other Current Liabilities	8.5	7.1
(iv) Bank Balances	21.4	11.1	Current tax liabilities (net)	-	
(v) Loans	0.4	3.2	Provisions	1.1	0.7
Other Financial Assets	4.9	2.1			
Other Current Assets	105.8	68.4			
Total Assets	863.5	777.0	Total Equity & Liabilities	863.5	777.0

Increase in Short term Borrowings:

- In line with growth of the company



Standalone Cash Flow

Particulars (INR CRS.)	Mar-22	Mar-21
Net Profit Before Tax	36.1	-9.2
Adjustments for: Non Cash Items / Other Investment or Financial Items	27.2	42.3
Operating profit before working capital changes	63.3	33.1
Changes in working capital	-76.0	21.8
Cash generated from/(used in) operations	-12.7	54.9
Direct taxes paid (net of refund)	-4.1	-1.0
Exceptional Items	-6.6	-12.6
Net Cash from Operating Activities	-23.3	41.3
Net Cash from Investing Activities	6.9	15.2
Net Cash from Financing Activities	13.6	-31.0
Net Increase/(Decrease) in Cash and Cash equivalents	-2.8	25.4
Add: Cash & Cash equivalents at the beginning of the period	46.0	20.6
Cash & Cash equivalents at the end of the period	43.2	46.0

Cashflow from Operating Activities:

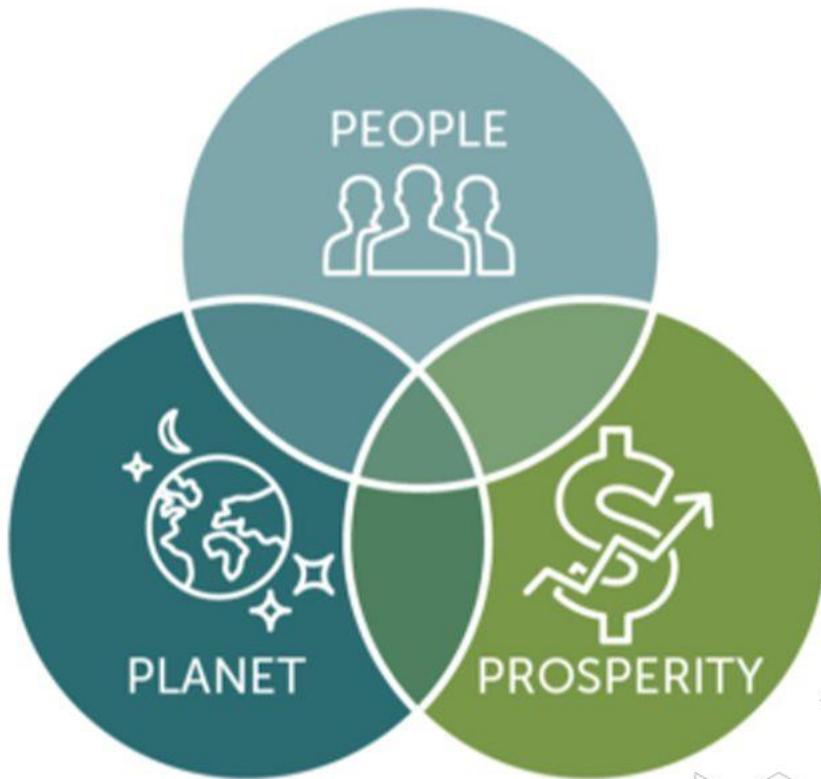
- Higher working capital requirements led to a negative cash flow from operations

Net cash flow from Financing activities:

- Increase in short term borrowings led to an increase in net cash from financing activities



We believe in the
Triple Bottom Line Approach



Company Overview

About Us

Incorporation:

Founded in 1987, Pearl Global is a leading apparel manufacturer offering end-to-end sustainable solutions to the fashion industry

Diversified Product Offering:

Knits, Wovens, Denim, Outerwear, Activewear & Athleisure

Manufacturing Capability:

Well-diversified and de-risked manufacturing base with 22 manufacturing units spread across 8 countries

Total capacity to manufacture around 75 million units per year

Multi-National Presence :

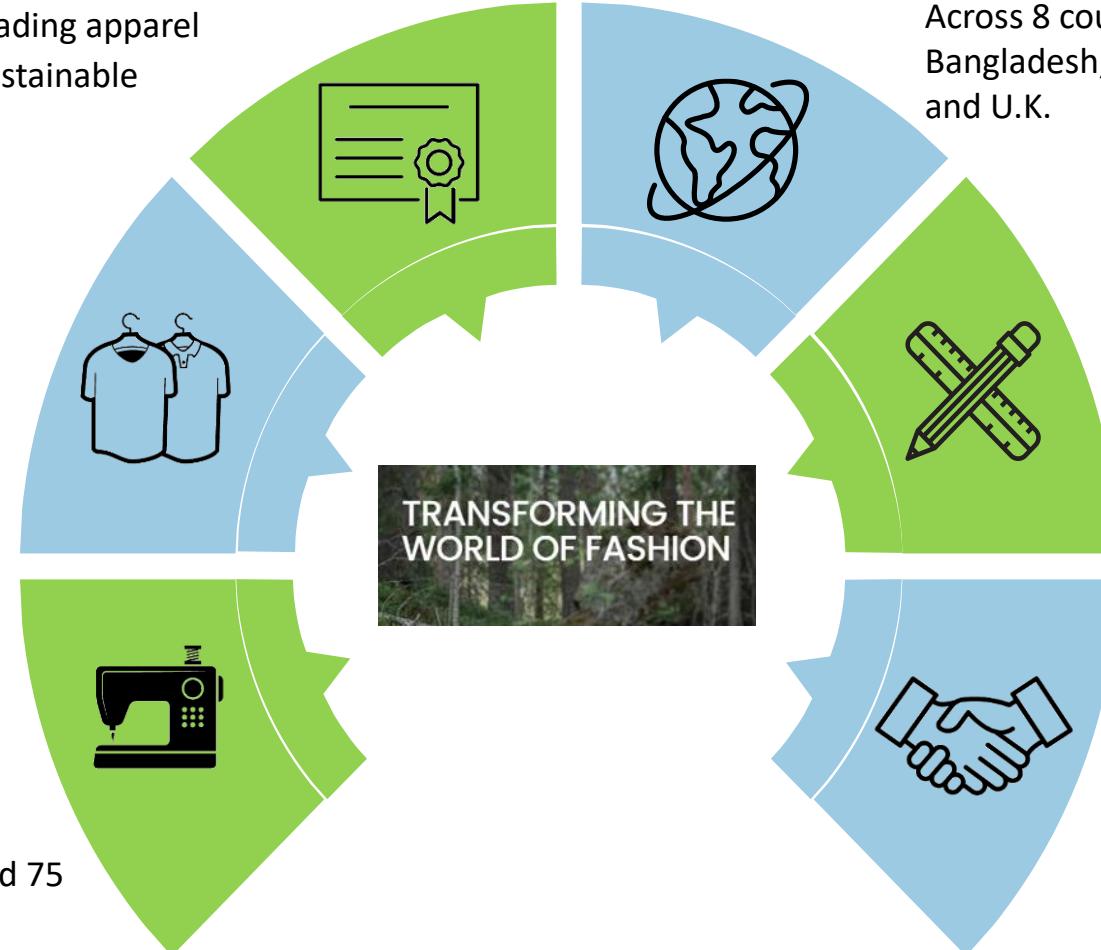
Across 8 countries such as India, Indonesia, Bangladesh, Vietnam, USA, Spain, Hong Kong and U.K.

Robust Design Team:

Our efficient team of 75 Designers across 4 Countries leads the journey from a concept to the finished product

Marquee Clientele:

Kohl's, Macy's, Tommy Hilfiger, Gap, Old Navy, NEXT, Nordstrom among others



Everything from Fibre to Fashion





Customized Solutions: The biggest pillar for our operations is providing customized solutions as per your need

Strong Analytics: Facts driven analytics help us drive insights and conclusion for projects

Infrastructure: State-of-the art renewable technology has been installed in all factories for faster work

Planning and Execution: Customized solutions are carefully prepared with the help of in-house experts, R&D

Workforce: Over 32,000 skilled workers ensure that your deliveries are done on-time without compromising quality

Sustainable Care: To provide sustainable solutions, we have adopted the world's leading processing standard for textiles made from organic fibre

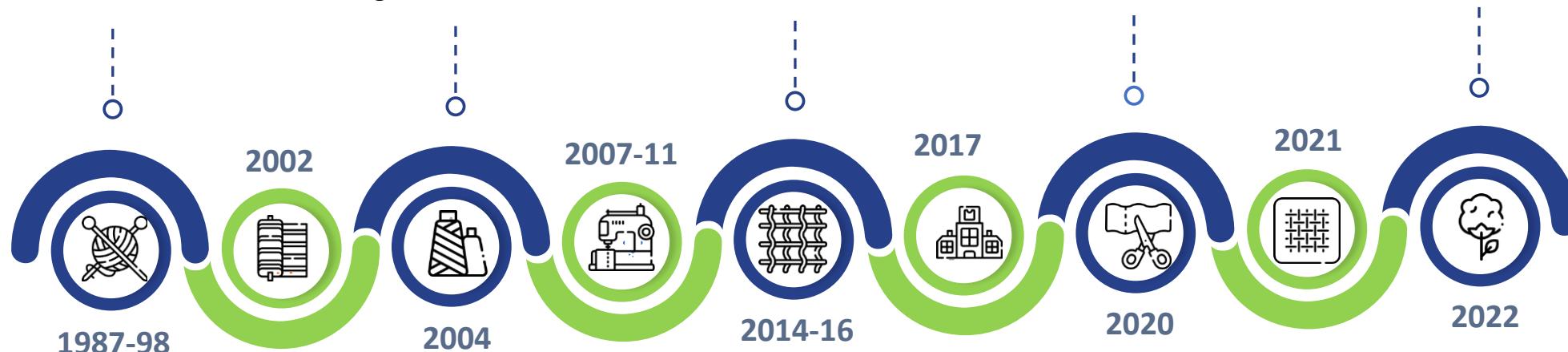
Performance Management: We strategize, plan, perform and monitor processes at every stage to ensure thoroughness

Strategically Established Design Units: Presence Across Hong Kong, USA (New York), UK, Spain, India, Vietnam, Indonesia & Bangladesh



Our Journey

- 1987: Pearl Global started operations
- 1998: Established presence in Hong Kong
- Established import and distribution in the U.S.A. and U.K.
- Establishment of Norp 1 in Bangladesh
- 2014: Incorporation of Pearl Bangalore
- 2016: Commencement of operations of Pearl 1 in Chennai
- Commencement of Prudent, Bangladesh
- Acquisition of Alpha unit in BD



Commencement of Indonesian operations

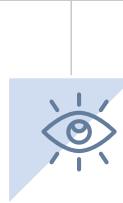
- 2007: Pearl Global was listed at the BSE and NSE
- 2011: Expanded Bangladesh operations with Norp 2

Commencement of operations at Vietnam

- Inaugurated own corporate office in Indonesia
- Acquisition of land expansion in Indonesia operations



Our Vision, Mission & Goal



Vision

To be the Global Leader providing end-to-end supply chain solutions to the fashion industry

Mission

To continuously exceed customer and shareholder expectations by strategically driving sustainability, technological advancement, and innovative solutions delivered with the best talent in the industry

Goal

To innovate the way Fashion is created across the Globe



The One-Stop Destination For Your Fashion Line!



Product Profile

Product Portfolio Across Categories

Gender wise Split

Woven

Knits

Women

Top, Shirt, Long Shirt, Dress
Sleepwear, Huddie, legging

Dress, Tops,
Skirts, Sweater ,T Shirt,
Jogger



Men

Shirt, Sleepwear,
Pyjama, Polo Tshirt

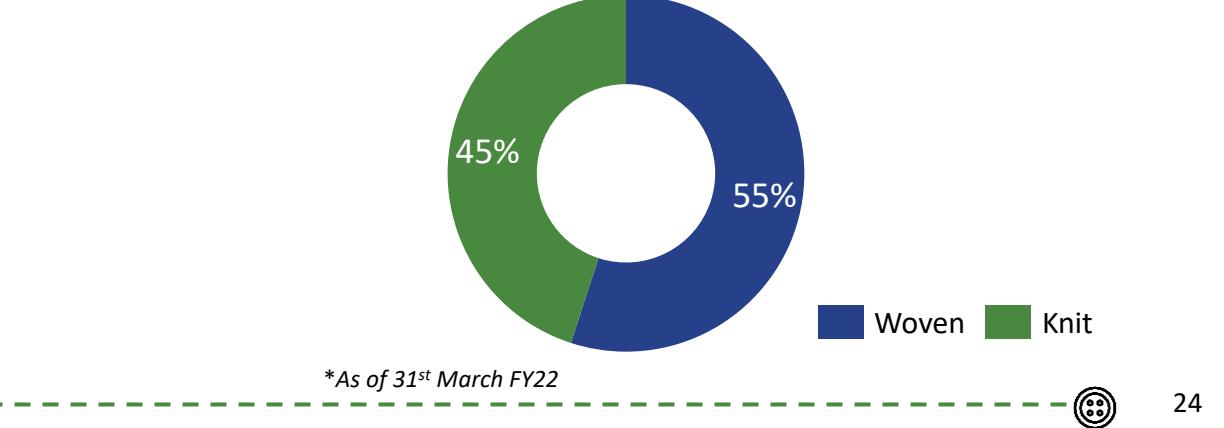
T Shirts, Hoodies



Boys

Shirts

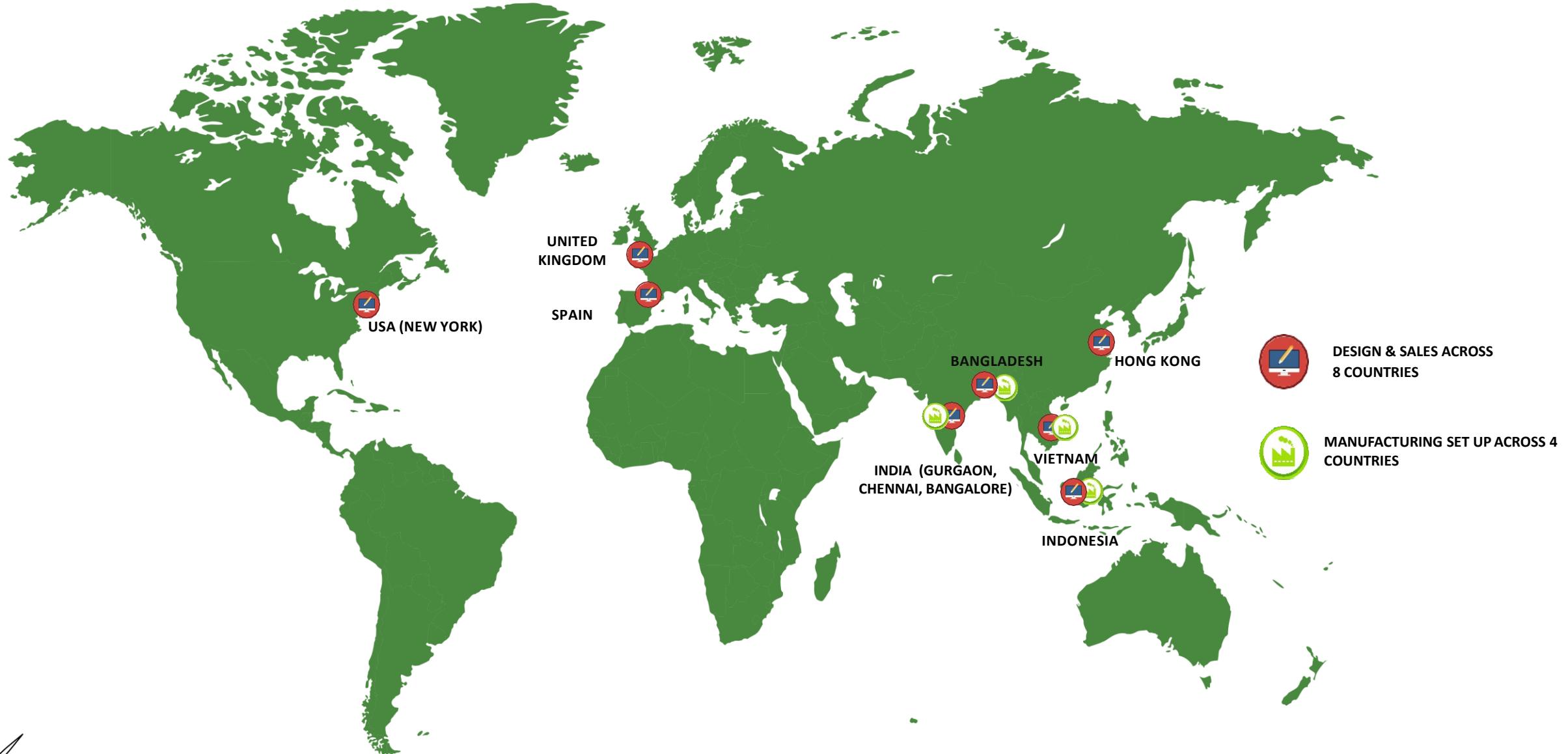
T Shirt, 2 Pc Set



**Getting
bigger &
better with
every
collaboration!**

Manufacturing Facilities & Key Clientele

Global Presence Across 8 Countries

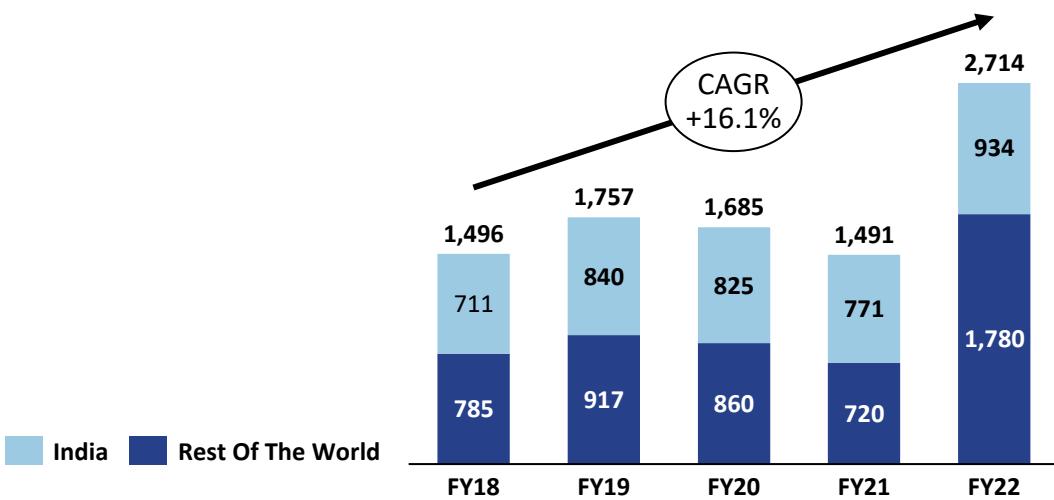


Manufacturing Facilities

Location	No of Units	Annual Capacity	Specialization
India	8	28mn pieces p.a.	Woven and Knit products including women's fashion wear, men's wear and kid's wear. South factories make women's tops and dresses
Bangladesh	8	45mn pieces p.a.	Woven and Knitted tops and bottoms for men, women and kids
Vietnam	3	4.5mn pieces p.a.	Multiple products including outerwear and jackets including down jackets, woollen jackets & coats, seam-sealed jackets, puffers, parka's, blazers, anoraks, swim trunks and synthetic bottoms
Indonesia	2	3mn pieces p.a.	Women's professional wear, performance wear, activewear, Woven tops & dresses, sleepwear and loungewear



Geographical Revenue Split (INR CRS.)



Design and Office Studios Offices

Hong Kong Design Studio and Sales Office

Spain Denim jackets, denim bottoms and more

UK Jerseys, wovens, denims, outerwear, sleepwear, loungewear, beachwear and kidswear

New York Market intelligence for knits, wovens, denim, outerwear, activewear, sleepwear/ loungewear and childrenwear category



* No of units and Annual capacity includes own manufacturing and partnership



Key Clientele

Large Format Stores



PRIMARK



Sainsbury's

High Fashion Speciality Retailers

Bershka



LANE BRYANT



TOMMY HILFIGER



OLD NAVY

AMERICAN EAGLE



NORDSTROM

Calvin Klein



32,000

people are ensuring
the **environment**
keeps thriving

Sustainability; A value deeply embedded in every Pearl Global employee

**Management
Team**

Pioneers of Our Vision

Mr. Deepak Seth
(Chairman)



Mr. Pulkit Seth
(Vice-Chairman &
Non-Executive Director)



The Leaders Behind Our Mission



Pallab Banerjee
Managing Director



Ratna Singh
Group CHRO



Sanjay Gandhi
Group CFO



Core Team



Pankaj Bhasin
CEO- Woven India



Sundeep Chatrath
CEO-Knits India



Gurusankar Gurumoorthy
CEO-Vietnam



Sanjay Sarkar
Country Director - Bangladesh



Rajesh Ajwani
Commissioner Indonesia



Dr. Mahesh Seth
Vice President – US
Operations



Vikas Mehra
CEO-Bangladesh



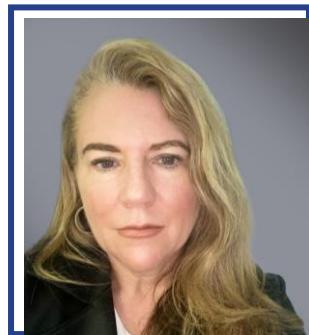
Jeff Kreindel
Executive Vice President - US



Amy Rosenberg
VP Merchandising - US



David Ayala
Global Creative Director - US



Jo Hales
Senior Vice President UK





Trend Forecasting

**Key Industry Growth
Driver & Way Forward**

1

PLI Scheme

- Scheme was approved with a total outlay of Rs 107bn
- Likely to provide incentives, ~3-11% on incremental revenue yoy for 5 years on greenfield as well as brownfield investments

2

MITRA Scheme

- Under the scheme, 7 mega parks will be set up in the country over the upcoming three years with plug and play facilities in a bid to create global champions in exports

3

Extension of RoSCTL scheme

- The extension is likely to benefit exporters of Apparel/Garment and Home Textiles products since the extension till 31st March 2024 ensures a stable and predictable policy regime for three years.

4

Notification of RoDTEP rates

- The announcement is likely to benefit the entire value chain of textiles since exporters can now claim rebate either under RoSCTL or RoDTEP theme.

5

Free Trade Agreement

- With the IndAUS ECTA, India's exports of textiles and apparels are expected to go up to US \$ 1100 mn in the next 3 years



China +1 Provides Huge Opportunity For Textiles & Apparel Players

China +1 provides enormous opportunity to India Textiles Industry to regain a leadership position as a top exporting economy



India Textiles exports expected to grow at ~11% CAGR to reach \$ 65 bn by 2026 from pre-covid level of \$ 36 bn in 2019



With the improvement in domestic economy and increase in exports, Domestic Production is expected to increase substantially to meet the demand



Covid-19 and geopolitical situations have led to redistribution of global trade shares and recalibration of sourcing partners



Capex and Investments to pick-up in the sector; productivity and industry competitiveness to improve



With favorable India Demographics and Industry Dynamics, India is capable to position itself as a Global Textiles hub



“China+1” Strategy will be beneficial for Global Textile Industry specifically for Indian Textiles



Our Unique Propositions



Multinational Presence

- 21 manufacturing facilities spread across 4 countries.
- Present in 2 out of 4 supply chain areas
- End to End supply chain provider
- Ability to do Concept + Store



Robust Design Team

- Fashion trend analysis by talented design personnel
- Modern unique techniques like 3D CAD rendering, 3D Optitex, CLO and Browzwear used to craft the final product



Shift Towards Asset Light Model

- Partnership model to drive next leg of growth
- No lead time
- Improved return ratios going ahead



Strong Customer Relationship

- Long term relationship with well known large retail format stores (Kohl's, Macy's, Target Australia and others) and specialised retail format stores (Bershka, Gap, Old Navy and others)

Key Strengths

Outcome

Increasing wallet share from existing customers

Acquiring new customers

Expanding to new geographies

Providing new product categories



Synergies From Partnership Model



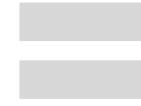
- Working capital investment
- Designing
- Appoints Industrial Engineer
- Responsible for optimum capacity utilization at partner facility
- Fabric procurement

Industrial Engineer

- Ensures Compliances
- Monitors production processes



- Capex and Labour expenses
- Design sharing with the buyer
- Contract on per piece basis



Synergies



Faster Turnaround Time

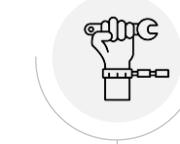
Capacities in proximity to supply chain area

Asset Light Model

Better Return Ratios



Robust Risk Mitigation Practices

 Customer	 Product	 Raw Material	 Currency	 Social & Ethical Compliance	 Cashflow
<p><u>Retention & Growth</u></p> <ul style="list-style-type: none">○ Direct Relationship with all customers○ Continuous monitoring of the customer's market <p><u>Payment Security</u></p> <ul style="list-style-type: none">○ Credit Assessment before onboarding a new customer○ Preshipment & post shipment coverage	<p><u>Quality</u></p> <ul style="list-style-type: none">○ Quality systems & practices aligned closely with customer's expectations○ Constant touch with customer representatives to facilitate process improvements○ Customers certified Pearl associates to certify the products on their behalf	<p><u>Prices and Supply Chain</u></p> <ul style="list-style-type: none">○ Early projection and booking of raw materials○ Strategic and transparent relationship with key supplier <p><u>Inventory</u></p> <ul style="list-style-type: none">○ All production is against confirmed sale orders○ Periodic review or physical count & utilization of stock	<p><u>Fluctuation</u></p> <ul style="list-style-type: none">○ Natural hedge in all overseas operations○ India-export- forward cover○ Import-only minimal procurement-no big impact	<p><u>Non-Compliance</u></p> <ul style="list-style-type: none">○ Robust internal control and compliance system○ Regular monitoring and implementing immediate corrections○ Onboarding of customers only after ensuring complete compliance standards	<p><u>Debt Repayment & servicing</u></p> <ul style="list-style-type: none">○ Revised strategy – asset light model- partner with factory rather own set up○ Limit capex and fund through internal resources○ Ensure collection on time



Way Forward and Strategy For Growth



Conscious steps towards a Sustainable future



Financial Highlights

Consolidated Profit And Loss Statement

Profit and Loss (INR CRS.)	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	2,713.5	1,490.9	1,685.1	1,757.5	1,496.0
Cost of Goods Sold	1,510.6	768.9	998.2	1,079.9	1,016.5
Gross Profit	1,202.9	722.0	686.9	677.6	479.5
Gross Profit Margin	44.3%	48.4%	40.8%	38.6%	32.1%
Employee Cost	458.6	325.3	393.3	360.0	237.3
Other Expenses	603.7	336.1	211.6	217.4	196.1
EBITDA	140.6	60.6	82.1	100.2	46.2
EBITDA Margin	5.2%	4.1%	4.9%	5.7%	3.1%
Depreciation*	48.3	44.1	42.0	25.9	22.6
Other Income	33.5	23.5	43.7	51.2	46.8
EBIT	125.7	40.0	83.8	125.5	70.3
EBIT Margin	4.6%	2.7%	5.0%	7.1%	4.7%
Finance Cost	46.6	41.3	52.5	42.5	37.9
PBT before exceptional items	79.1	-1.3	31.2	82.9	32.4
Exceptional Item Gain / (Loss)	6.7	12.7	-0.7	17.2	8.2
PBT	85.8	11.4	30.6	100.2	40.6
PBT Margin	3.2%	0.8%	1.9%	4.7%	2.2%
Tax	15.7	-6.1	9.5	15.8	9.3
PAT	70.1	17.5	21.1	84.3	31.3
PAT Margin	2.6%	1.2%	1.2%	4.8%	2.1%
EPS	31.5	8.0	9.95	31.06	11.12



*includes leasehold amortization from FY20 onwards



Consolidated Balance Sheet

Assets (INR CRS.)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18	Equity & Liabilities (INR CRS.)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Non - Current Assets	533.9	533.2	543.1	434.6	387.2	Total Equity	614.9	530.2	500.6	469.9	395.1
Property Plant & Equipment	258.2	213.8	221.9	243.6	179.0	Share Capital	21.7	21.7	21.7	21.7	21.7
CWIP	15.2	47.0	36.1	7.8	8.4	Reserves & Surplus	577.3	495.6	478.9	448.2	373.5
Goodwill	18.0	17.6	17.9	19.0	18.2	Non Controlling Interest	15.9	12.9	13.0	11.5	9.7
Intangible assets	0.7	0.5	0.8	1.1	1.3	Non-Current Liabilities	254.8	244.5	225.4	140.9	105.6
Right of use asset	111.7	98.0	107.3	-		Financial Liabilities					
Investment Properties	59.0	60.5	73.9	74.3	75.1	(i) Borrowings	123.8	124.6	99.8	81.1	49.0
Investment - Others	49.9	47.4	30.8	32.8	31.1	(ii) Lease Liabilities	71.6	65.3	69.9	-	-
Loans	1.3	21.7	24.5	22.9	21.0	(iii) Other Financial Liabilities	2.4	1.4	2.5	2.2	1.6
Other Financial Assets	11.0	12.2	13.6	14.0	21.9	Provisions	24.3	23.1	20.8	21.1	18.8
Deferred Tax Assets (Net)	0.9	4.7	0.9	1.0	3.2	Other Non Current Liabilities	30.1	30.1	30.0	33.1	36.2
Other Non - Current Assets (Net)	2.1	2.1	7.7	13.5	2.1	Deferred Tax Liabilities	2.6	0.0	2.5	3.4	0.0
Other Non Current Tax Assets (net)	6.0	7.7	7.6	4.5	25.9	Current Liabilities	911.0	519.3	513.3	479.2	426.3
Current Assets	1,246.7	760.8	709.2	666.9	549.5	Financial Liabilities					
Inventories	539.6	278.8	263.9	236.3	210.0	(i) Borrowings	440.3	199.9	257.2	234.9	213.5
Financial Assets						(ii) Trade Payables	438.7	246.8	181.1	181.1	109.3
(i) Investments	5.3	7.5	6.9	0.0	6.3	(iii) Lease	8.8	8.6	8.1	0.0	0.0
(ii) Trade receivables	366.6	242.2	220.4	221.8	142.0	(iv) Other Financial Liabilities	9.0	54.6	57.2	51.6	80.2
(iii) Cash and cash equivalents	116.9	94.7	88.1	94.3	92.3	Other Current Liabilities	9.5	7.4	8.6	8.7	6.2
(iv) Bank balances	32.9	22.3	21.7	17.1	4.4	Current tax liabilities (net)	2.2	0.9	0.6	2.2	16.5
(v) Loans	34.6	17.1	17.3	16.6	3.3	Provisions	2.4	1.1	0.7	0.8	0.6
Other Financial Assets	5.9	0.9	1.1	16.9	20.4						
Other current assets	144.9	97.3									
Total Assets	1,780.6	1,294.0	1,252.3	1,101.5	936.7	Total Equity & Liabilities	1,780.6	1,294.0	1,252.3	1,101.5	936.7



Consolidated Cash Flow

Particulars (INR CRS.)	FY22	FY21	FY20	FY19	FY18
Net Profit Before Tax	85.8	11.4	31.2	82.9	32.4
Adjustments for: Non -Cash Items / Other Investment or Financial Items	76.2	61.3	93.2	51.5	42.6
Operating profit before working capital changes	162.1	72.6	124.5	134.5	75
Changes in working capital	-239.2	38.1	-44.4	-13.8	-28
Cash generated from/(used in) operations	-77.1	110.8	80.1	120.7	47
Taxes paid (net of refund)	-7.7	-3.5	-17.1	-28.7	5.2
Exceptional Items	-6.7	-12.7	-0.7	-17.2	-8.2
Net Cash from Operating Activities	-91.5	94.6	62.3	74.8	44.0
Net Cash from Investing Activities	-39.6	-26.0	-84.5	-58.6	-58.5
Net Cash from Financing Activities	153.3	-61.9	14.6	-14.1	30.8
Net Decrease in Cash and Cash equivalents	22.1	6.6	-6.3	2.1	5.9
Add: Cash & Cash equivalents at the beginning of the period	94.7	88.1	94.3	92.3	86.4
Cash & Cash equivalents at the end of the period	116.9	94.7	88.1	94.3	92.3



Standalone Profit and Loss Statement

Profit and Loss (INR CRS.)	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	933.8	771.4	825.3	840.3	710.8
Cost of Goods Sold	428.1	473.1	399.6	417.1	348.6
Gross Profit	505.7	298.3	425.7	423.2	362.1
Gross Profit Margin	54.2%	38.7%	51.6%	50.4%	50.9%
Employee Cost	152.2	107.8	150.2	131.9	119.6
Other Expenses	312.5	192.5	253.6	249.9	244.3
EBITDA	41.0	-2.0	22.0	41.3	-1.7
EBITDA Margin	4.4%	-0.3%	2.7%	4.9%	-0.2%
Depreciation*	17.6	18.1	17.6	12.9	12.7
Other Income	32.0	24.1	34.6	29.1	47.1
EBIT	55.4	16.6	38.9	57.6	32.6
EBIT Margin	5.9%	2.2%	4.7%	6.9%	4.6%
Finance Cost	25.9	25.8	28.0	29.7	25.9
PBT before exceptional items	29.5	-21.8	9.7	29.0	-1.3
Exceptional Item Gain / (Loss)	6.6	12.6	1.2	2.8	8.1
PBT	36.1	-9.2	10.9	31.9	6.8
PBT Margin	3.9%	-1.2%	1.3%	3.8%	1.0%
Tax	8.9	-10.0	5.9	10.4	4.1
PAT	27.2	0.8	5.0	21.5	2.6
PAT Margin	2.9%	0.1%	0.6%	2.6%	0.4%
EPS	12.5	0.4	2.3	9.9	1.2



*includes leasehold amortization from FY20 onwards

Standalone Balance Sheet

Assets (INR CRS.)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18	Equity & Liabilities (INR CRS.)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Non - Current Assets	344.8	360.6	377.8	347.2	348.5	Total Equity	343.5	313.8	305.9	316.2	298.6
Property Plant & Equipment	124.1	128.5	131.7	131.5	125.6	Share Capital	21.7	21.7	21.7	21.7	21.7
CWIP	0.0	0.4	2.3	1.6	0.5	Reserves & Surplus	321.8	292.1	284.2	294.5	276.9
Intangible assets	0.7	0.5	0.8	1.1	1.3	Non-Current Liabilities	148.9	151.3	125.7	75.3	84.2
Right of use asset	21.7	29.0	26.1			Financial Liabilities					
Investment Properties	59.0	60.5	73.9	74.3	75.1	(i) Borrowings	83.3	82.0	84.4	31.9	39.5
Investments	126.4	119.1	118.7	118.6	131.3	(ii) Lease Liabilities	21.5	28.4	-	-	-
Loans	0.1	4.9	5.1	4.7	4.5	(iii) Other Financial Liabilities	2.4	1.4	0.0	2.2	1.6
Other Financial Assets	6.5	7.5	9.4	8.4	4.4	Provisions	9.3	9.4	8.8	7.1	8.6
Deferred Tax Assets (Net)	0.0	3.9	0.0	0.0	1.1	Other Non Current Liabilities	30.1	30.1	30.0	30.8	34.6
Other Non Current Assets (Net)	0.5	0.5	4.7	3.9	3.2	Deferred Tax Liabilities	2.3	0.0	2.5	3.4	0.0
Other Non Current Tax Assets (net)	5.7	5.6	5.0	3.0	1.3	Current Liabilities	371.1	311.9	282.4	297.3	270.3
Current Assets	518.7	416.3	336.2	341.7	304.6	Financial Liabilities					
Inventories	221.8	132.7	147.9	135.1	120.0	(i) Borrowings	176.3	133.3	152.5	161.8	182.9
Financial Assets						(ii) Trade Payables	178.8	161.7	118.8	105.1	71.0
(i) Investments	5.3	7.5	6.9	0.0	6.3	(iii) Lease	3.9	3.8	2.4	0.0	
(ii) Trade receivables	115.9	145.2	97.4	111.3	87.5	(iv) Other Financial Liabilities	2.4	5.3	0.0	19.4	10.1
(iii) Cash and cash equivalents	43.2	46.0	20.6	22.3	20.6	Other Current Liabilities	8.5	7.1	8.2	8.4	5.8
(iv) Bank Balances	21.4	11.1	9.3	14.5	4.3	Current tax liabilities (net)	-	-	0.0	1.9	-
(v) Loans	0.4	3.2	3.3	3.5	3.3	Provisions	1.1	0.7	0.6	0.7	0.5
Other Financial Assets	4.9	2.1	0.9	15.7	20.4						
Other Current Assets	105.8	68.4	49.9	39.1	42.2						
Total Assets	863.5	777.0	714.0	688.9	653.1	Total Equity & Liabilities	863.5	777.0	714.0	688.9	653.1



Standalone Cash Flow

Particulars (INR CRS.)	FY22	FY21	FY20	FY19	FY18
Net Profit Before Tax	36.1	-9.2	10.9	31.9	6.8
Adjustments for: Non -Cash Items / Other Investment or Financial Items	27.2	42.3	33.7	20.5	27.4
Operating profit before working capital changes	63.3	33.1	44.6	52.4	34.1
Changes in working capital	-76.0	21.8	-22.9	-15.5	-56.7
Cash generated from Operations	-12.7	54.9	21.7	36.9	-22.6
Taxes paid (net of refund)	-4.1	-1.0	-8.7	-7.4	2.4
Exceptional Items	-6.6	-12.6	-0.7	-17.2	-8.2
Net Cash from Operating Activities	-23.3	41.3	12.3	12.3	-28.4
Net Cash from Investing Activities	6.9	15.2	-32.1	22.6	7.2
Net Cash from Financing Activities	13.6	-31.0	18.5	-47.5	23.5
Net Decrease in Cash and Cash equivalents	-2.8	25.4	-1.7	1.8	-2.4
Add: Cash & Cash equivalents at the beginning of the period	46.0	20.6	22.3	20.6	23.0
Cash & Cash equivalents at the end of the period	43.2	46.0	20.6	22.3	20.6



We're environmentally sustainable, for real!

TAGS TAGS ARE MADE WITH RECYCLED PAPER

GARMENT DYED WITH
GOTS CERTIFIED NATURAL DYES

M.OLE USING MAGIC BOX, OZONE LASER & SUSTAINABLE CHEMICAL BIO-ENZYME, SOFTENER AND OTHER NON-HAZARDOUS CHEMICAL

POLYBAG LDPE Low-density polyethylene

RECYCLE POLYESTER SEWING THREAD

100% ORGANIC COTTON SINGLE JERSEY

WASH CARE OEKO-TEX

Sustainability

Approach to Sustainability

We believe in the Triple bottom approach : People, Planet and Profit

Environmental sustainability forms one of the key pillar of our social responsibility. To attain the highest level of sustainability standards, we have the following measures in place to fulfil our responsibility as a clothing vendor

- ✓ A framework that enables to meet environmental performance expectations, ensure regulatory compliance, minimize environmental risks and establish & implement long term environmental strategies
- ✓ A measuring tool that helps us map, Plan and implement meaningful improvements that protect the well-being of factory workers, local communities and the environment
- ✓ Adopted the world's leading processing standard for textiles made from organic fibers

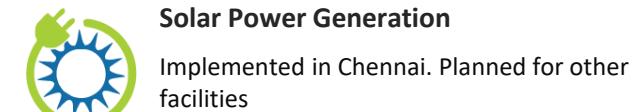
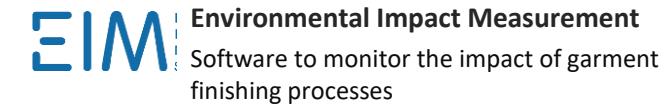
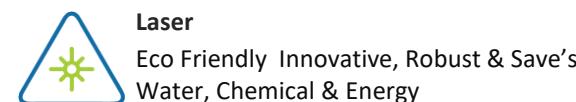
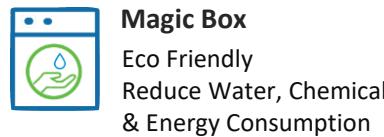
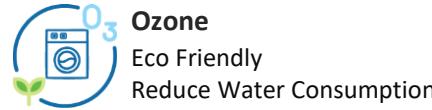


As a sustainable clothing manufacturer, we are committed to seeking new and innovative ways to reduce our carbon footprints, one such initiative towards this goal is the adoption of renewable energy in our facilities



Sustainability Is An Integral Part Of Our Processes

Ongoing sustainable initiatives



We believe in the long-term preservation of our resources

- ✓ To create a circular economy by eliminating waste & utilizing resources

TAGS
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RECYCLE POLY POCKETING FABRIC

ZIPPER
ECO-FRIENDLY METAL FINISHES

BIODEGRADABLE FAKE LEATHER

POLYBAG
RECYCLED POLY BAGS LDPE

SHANK & RIVET
ECO-FRIENDLY METAL FINISHES



LABELS ARE MADE WITH REPREEV YARNS

REPREEV SEWING THREAD

SUSTAINABLE ECO FRIENDLY FABRIC

WASH M.O.L.E
USING MAGIC BOX, OZONE LASER & SUSTAINABLE CHEMICAL BIO-ENZYME, SOFTENER AND OTHER NON-HAZARDOUS CHEMICAL

TAGS
TAGS ARE MADE WITH RECYCLED PAPER

POLYBAG
RECYCLED POLY BAGS LDPE

GARMENT DYED WITH
ARCHROMA EARTHCOLORS®

M.O.L.E
USING MAGIC BOX, OZONE LASER & SUSTAINABLE CHEMICAL BIO-ENZYME, SOFTENER AND OTHER NON-HAZARDOUS CHEMICAL

ZIPPER
ECO-FRIENDLY METAL FINISHES



FABRIC: 100% BCI

LABELS MADE WITH 100% RECYCLED POLYESTER

WASH CARE
RECYCLED POLYESTER OEKO-TAX 100, CLASS 1

REPREEV SEWING THREAD

TAGS
TAGS ARE MADE WITH RECYCLED PAPER

100% ORGANIC COTTON SINGLE JERSEY

WASH CARE
RECYCLED POLYESTER OEKO-TAX 100, CLASS 1

POLYBAG
LDPE RECYCLED POLYBAGS

REPREEV SEWING THREAD



GARMENT DYED WITH
ARCHROMA EARTHCOLORS®

M.O.L.E
USING MAGIC BOX, OZONE LASER & SUSTAINABLE CHEMICAL BIO-ENZYME, SOFTENER AND OTHER NON-HAZARDOUS CHEMICAL

GLOBAL ORGANIC TEXTILE STANDARD GOTS APPROVED



Awards

2006-2008

- 2006-07: Highest Export in woven garments
- 2007-08: Highest Export in woven garments

2008-2010

- 2008-09: Highest Exports by Young Entrepreneur -1st Position to Pulkit Seth
- 2009-10: Highest Exports in Woven Garments-1st Position & Highest Exports By young entrepreneur -1st Position to Mr. Pulkit Seth

2010-2011

- 2010-11: Highest Exports – Woven Garments- Winner

2011-2012

- 2011-12: Highest Exports Woven Garments- Winner

2012-2015

- 2012-13: Highest Exports BY Young Entrepreneur –Winner- Mr. Pulkit Seth, Vice Chairman, Pearl Global
- 2015-16 : Highest Global Exports (Above 100 Cr and upto Rs.500 Cr) 1st Position

2020-2023

- 2022-23: Recognized as one of the best organizations for women.
- 2020-21: Asia One Most Influential Young Leaders – Mr. Pulkit Seth



For further information, please contact

Company :



Exceeding Expectations...Always

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