



Arvind

BSE SENSEX	S&P CNX
28,298	8,589
Bloomberg	ARVND IN
Equity Shares (m)	258.2
M.Cap. (INR b) / (USD b)	66.3/1.0
52-Week Range (INR)	341 / 216
1, 6, 12 Rel. Per (%)	8/6/23
Avg Val INRm/Vol '000	814/2893
Free float (%)	56.2

Financials & Valuation (INR Billion)

Y/E MAR	2015	2016E	2017E
Sales	78.5	89.6	103.6
EBITDA	10.1	11.7	13.9
NP	3.4	3.6	4.7
EPS (INR)	13.2	13.8	18.2
EPS Gr. (%)	-3.6	4.4	32.1
BV/Sh. (INR)	105.5	115.8	129.9
RoE (%)	12.9	12.5	14.8
RoCE (%)	15.3	14.9	16.7
P/E (x)	23.5	22.5	17.0
P/BV (x)	2.9	2.7	2.4

Estimate change	2% 
TP change	
Rating change	

CMP: INR310
TP: INR340 (+10%)
Buy

Results below estimates; growth and margin guidance intact

Results below estimates: Arvind (ARVND) reported revenues of INR18.8b (est. of INR20.0b) compared with INR17.7b in 1QFY15, marking a YoY growth of 5.9%. Textile business grew by 1.25% YoY to INR12.5b as against INR12.4b in 1QFY15. Textile margins expanded 40bp YoY and stood at 17.3% while brands and retail margins declined 90bp YoY to 2.6%. EBITDA stood at INR2.3b (est. of INR2.4b) as against INR2.2b in 1QFY15, marking a YoY growth of 2%. EBITDA margins for 1QFY16 stood at 12.1% (est. of 12.3%) against 12.6% in 1QFY15, a YoY decline of 50bps. Exceptional item stood at INR29m for retrenchment compensation paid to workers retired under VRS scheme. Interest stood at INR1,025m higher by 6.6% against INR962m in 1QFY16, driving PAT lower. Consequently, adjusted PAT for 1QFY16 stood at INR584m (est. of INR755m) compared with INR903m in 1QFY15, de-growth of 35%.

Brands and retail post 14% growth led by brands: Brands and retail business grew by 14% to INR5.3b as against INR4.6b in 1QFY15. Brands business grew by 20% YoY while Megamart witnessed flat growth. Power brands grew by 17% to INR2.8b. Like-to-like growth stood at 6.6% in brands business and -9% in Megamart business.

Growth and margin guidance intact: Management continues to guide for revenue growth of 15% led by 22-25% growth in brands and retail business and 4-5% growth in textiles business. Further, management maintained its guidance of 150bp expansion in the brands and retail business margins led by margin expansion in power brands, reduction in store count of non-profitable formats (Debenham), Megamart restructuring and improvement in recently launched formats. With encouraging performance of GAP stores, management has upgraded its target to 8 stores (earlier target stood at 6 stores) by end of FY16.

Valuation and view: We expect ARVND's revenue/PAT to post 15%/11% CAGR over FY15-17E. We cut our EBITDA estimates by 3% for FY16 and 2% for FY17 on the back of near term demand weakness for brands and retail business and under utilization of woven's capacity. Maintain **Buy** with a target price of INR340 (10x FY17E EV/EBITDA).

Quarterly Performance (Consolidated)

Y/E March	FY15				FY16				(INR Million)			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY15	FY16E	FY16	Var (%)
Net Sales	17,726	19,646	20,737	20,405	18,769	22,495	24,055	23,711	78,514	89,623	20,030	-6
YoY Change (%)	18.9	14.3	16.9	8.6	5.9	14.5	16.0	16.2	14.4	14.1	13.0	
Total Expenditure	15,496	17,225	17,855	17,809	16,504	19,616	20,567	20,533	68,386	77,972	17,566	
EBITDA	2,230	2,421	2,882	2,596	2,266	2,879	3,488	3,177	10,129	11,651	2,464	-8
Margins (%)	12.6	12.3	13.9	12.7	12.1	12.8	14.5	13.4	12.9	13.0	12.3	
Depreciation	489	516	558	560	628	640	660	680	2,124	2,609	590	
Interest	962	1,011	1,018	956	1,025	1,070	1,100	1,130	3,946	4,316	1,040	
Other Income	249	303	150	230	248	270	280	1,048	932	457	230	
PBT before EO expense	1,028	1,197	1,456	1,310	861	1,439	2,008	2,415	4,991	5,183	1,064	-19
Extra-Ord expense	-2	-33	-25	-484	-29	0	0	0	543	0	0	
PBT	1,026	1,165	1,432	825	832	1,439	2,008	2,415	4,448	5,183	1,064	-22
Tax	125	242	350	360	268	412	579	478	1,072	1,659	308	
Rate (%)	12.1	20.8	24.4	43.6	32.2	28.6	28.9	19.8	24.1	32.0	29.0	
MI & Profit/Loss of Asso. Cos.	-3	-10	-9	-13	-16	-10	-9	-13	35	35	-3	
Reported PAT	905	933	1,091	478	580	1,038	1,438	1,951	3,411	3,560	758	-23
Adj PAT	903	949	1,101	738	584	1,008	1,419	1,170	3,789	3,525	755	-23
YoY Change (%)	16.0	1.8	7.6	-21.3	-35.4	6.2	28.9	58.4	3.2	-7.0	-16.4	
Margins (%)	5.1	4.7	5.3	2.3	3.1	4.6	6.0	8.2	4.3	4.0	3.8	

E: MOSL Estimates

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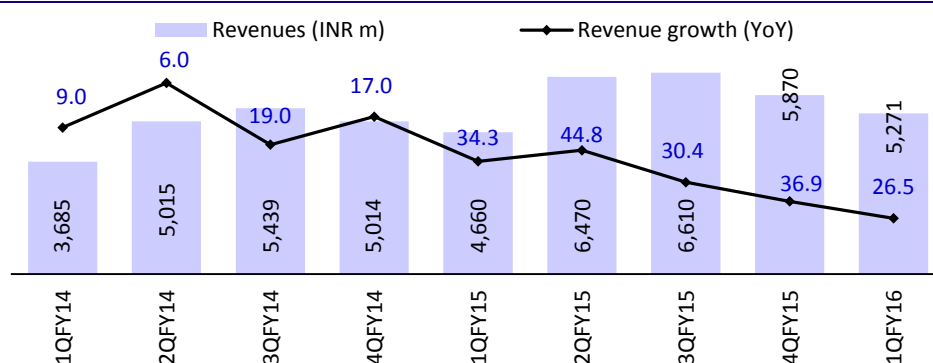
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Investors are advised to refer through disclosures made at the end of the Research Report.

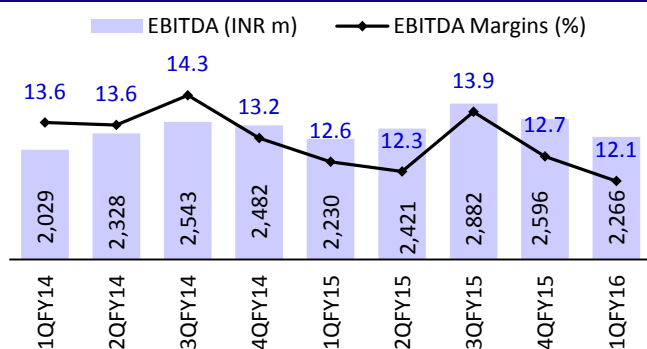
Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Results below estimates

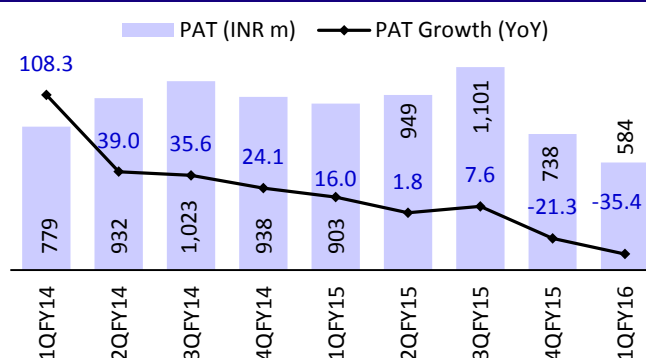
- Arvind reported revenues of INR18.8b (est of INR20.0b) as compared to INR17.7b in 1QFY15, marking a YoY growth of 5.9%.
- EBITDA stood at INR2.3b (est INR2.4b) as against INR2.2b in 1QFY15, marking a YoY growth of 1.6%. EBITDA margins contracted 50bp YoY to 12.1% (est 12.3%) from 12.6% in 1QFY15.
- Exceptional item stood at INR290m relating to retrenchment compensation paid to workers under VRS scheme.
- Interest cost stood at INR1,025m (est INR1,042m) as against INR962m in 1QFY16, driving PAT lower.
- Consequently, Adjusted PAT for 1QFY16 stood at INR584m (est INR755m) as compared to INR903m in 1QFY15 marking a YoY growth of -35%.

Exhibit 1: Quarterly revenue trend

Source: Company, MOSL

Exhibit 2: Quarterly EBITDA trend

Source: Company, MOSL

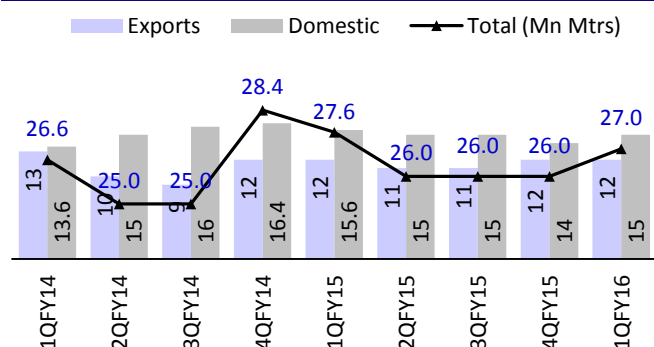
Exhibit 3: Quarterly PAT trend

Source: Company, MOSL

Denim business posts de-growth of 2%

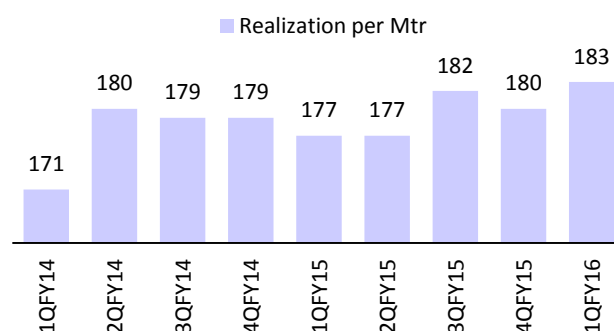
- During the quarter Denim business de-grew 2% YoY to INR4.9b.
- Growth was weak led by weakness in domestic retail market and also due to recent fall in cotton prices. Accordingly, denim volumes de-grew 4% YoY.
- Management made concerted effort to effect product mix changes which led to higher realizations which grew by 3% YoY.

Exhibit 4: Denim volume growth



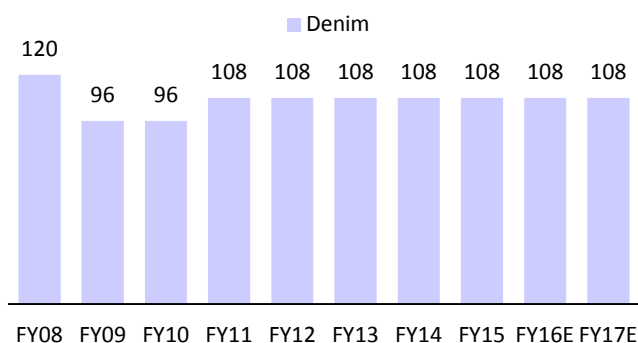
Source: Company, MOSL

Exhibit 5: Denim realization flat YoY



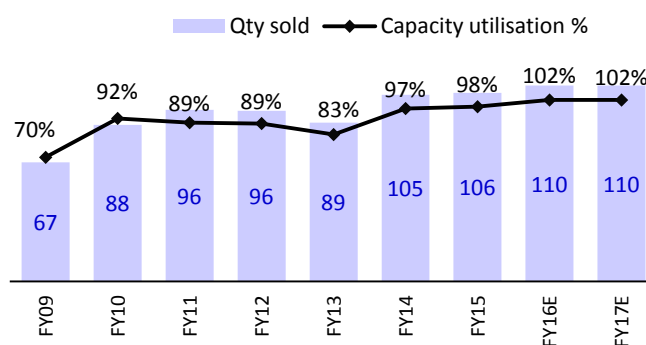
Source: Company, MOSL

Exhibit 6: Denim Installed Capacity (m mtr)



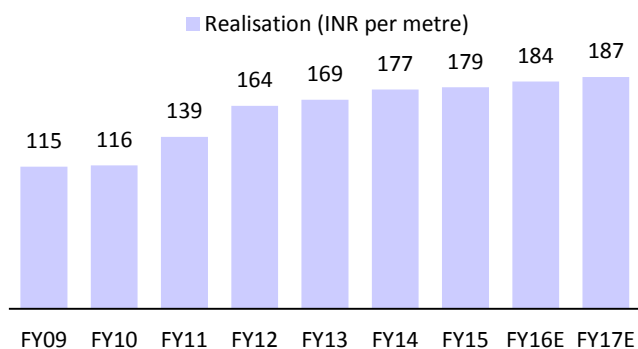
Source: Company, MOSL

Exhibit 7: Denim quantity sold and capacity utilization trend



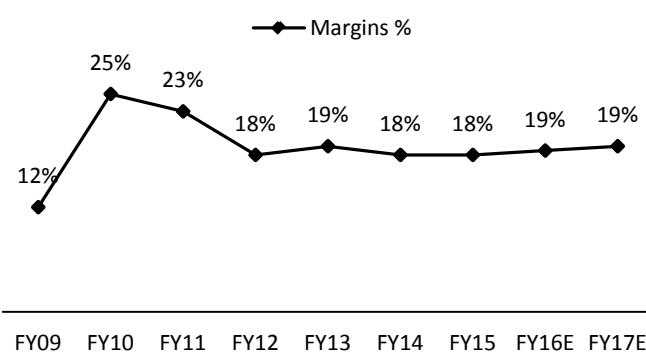
Source: Company, MOSL

Exhibit 8: Denim realizations to improve



Source: Company, MOSL

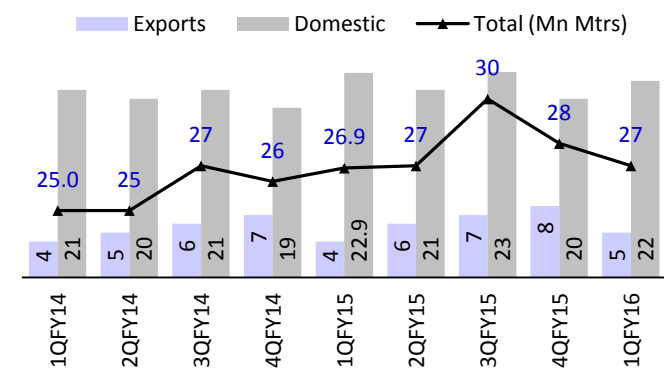
Exhibit 9: Denim margins to sustain



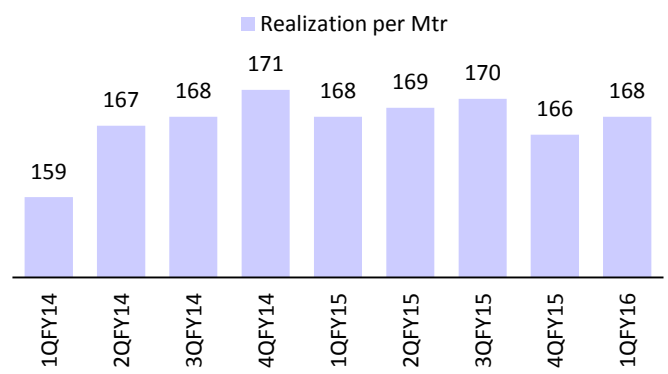
Source: Company, MOSL

Woven business posts 1% growth YoY

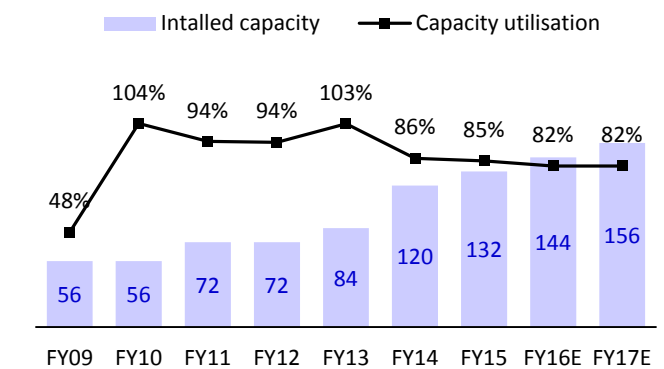
- Woven business grew at 1% to INR4.7b in 1QFY16.
- Woven volumes grew by 2% to INR 27.4m mtrs while realization remained flat YoY at INR168/mtr.
- Management expects wovens business to pick up in 3QFY16 led by pick up in seasonal demand and higher capacity utilization.

Exhibit 10: Woven business volume growth

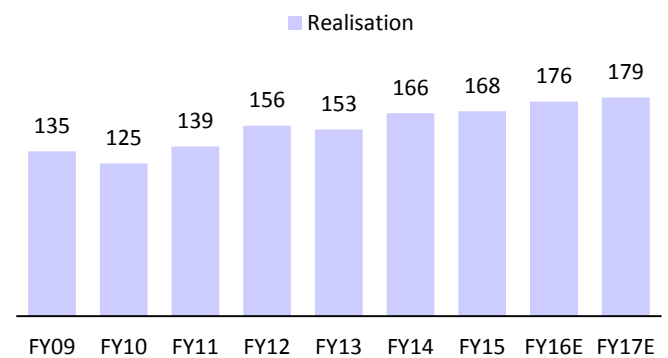
Source: Company, MOSL

Exhibit 11: Woven realizations

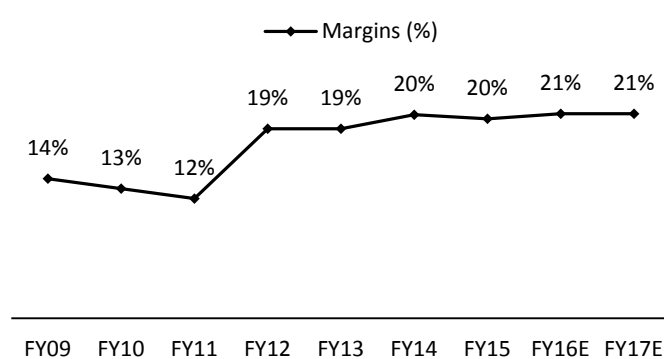
Source: Company, MOSL

Exhibit 12: Woven quantity sold and capacity utilization

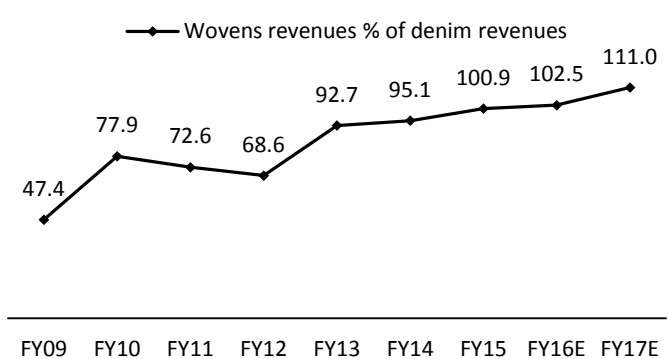
Source: Company, MOSL

Exhibit 13: Woven realizations on an uptrend

Source: Company, MOSL

Exhibit 14: Woven margins to sustain

Source: Company, MOSL

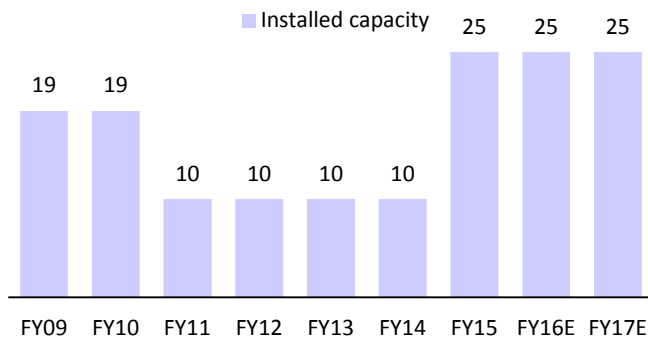
Exhibit 15: Woven's now a larger segment than denims

Source: Company, MOSL

Garments posts robust growth of 34% YoY

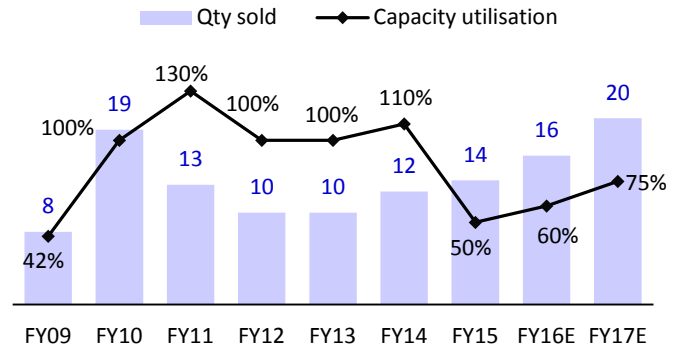
- Garment business posted a robust growth of 34% during the quarter.
- Company added 7m pieces capacity in 4QFY15 taking the total capacity to 25m.
- Management expects garments business to continue to post strong growth.

Exhibit 16: Garment capacity (m pieces)



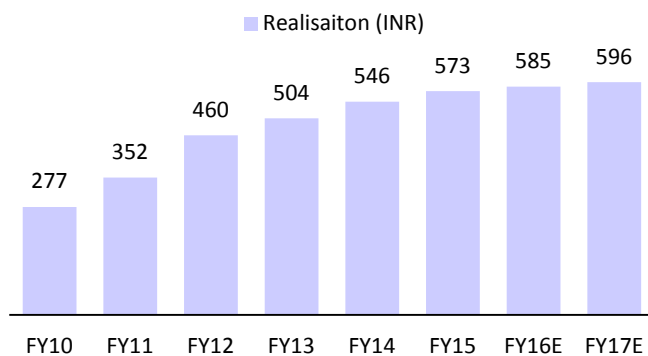
Source: Company, MOSL

Exhibit 17: Garment capacity utilization trend



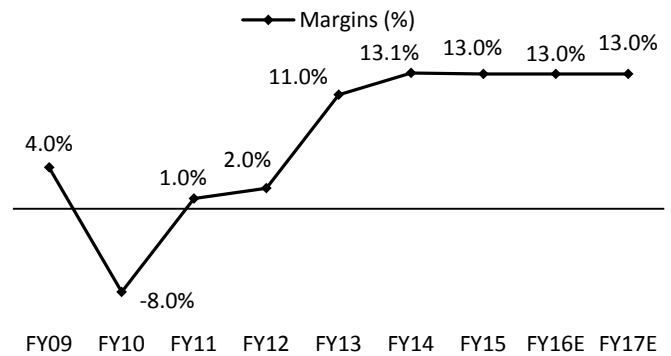
Source: Company, MOSL

Exhibit 18: Garment realization improving steadily



Source: Company, MOSL

Exhibit 19: Garment margins are expected to improve



Source: Company, MOSL

Brands posts strong growth while growth in retail business was flat

- Brand and retail delivered top line growth of 14% to INR5.3b. Brands revenue grew 20% while Mega Mart retail saw flat growth YoY.
- However EBITDA margins declined 110bp YoY to 2.6% from 3.5% in 1QFY15 on account of non-recurring costs like losses on discontinued business and liquidation of inventory in Mega Mart. Pre-operative losses on new brands also dragged segment margins.
- Brands segment margins remained flat at 4.2% in 1QFY16 from 4.1% in 1QFY15 while MM margins declined from 1.9% to -2.9% (due to non recurring costs).
- On a like to like basis, margins improved from 3.5% in 1QFY15 to 4% in 1QFY16 (excluding non-recurring costs) due to operating leverage in power brands and strong performance of newly acquired brands.
- Management continues to guide for 150bp improvement in Brand and retail margins in FY16.
- Management commented that the newly launched GAP store is doing better than internal estimates and on the back of this encouraging performance, the

target for FY16 is 7 new stores, taking the total count to 8 stores, revised upwards from 6 stores earlier.

- ARVND shut two stores of Debenhams in 1QFY16 in line with their plans to consolidate business by discontinuing less profitable stores.

Exhibit 20: Strong growth in Brand business

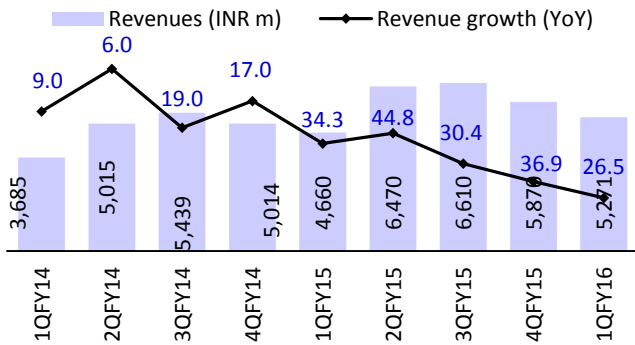


Exhibit 21: EBITDA margin trend in brand business

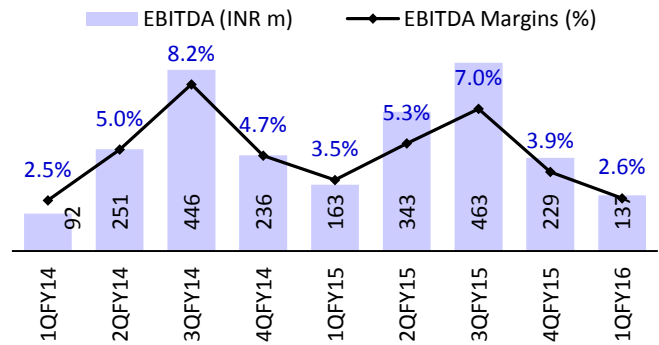
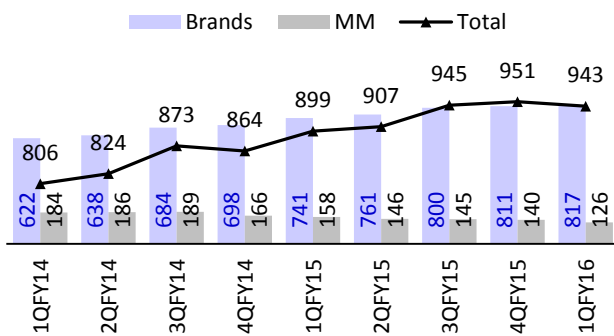
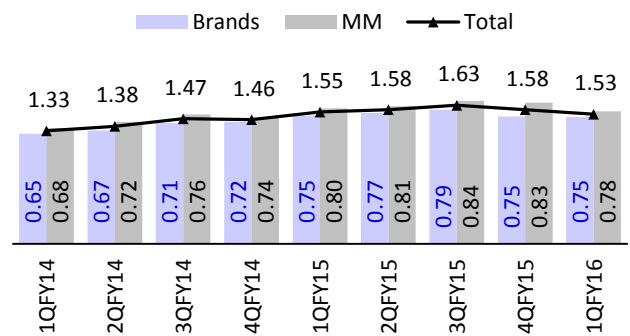


Exhibit 22: Store addition continue to be strong



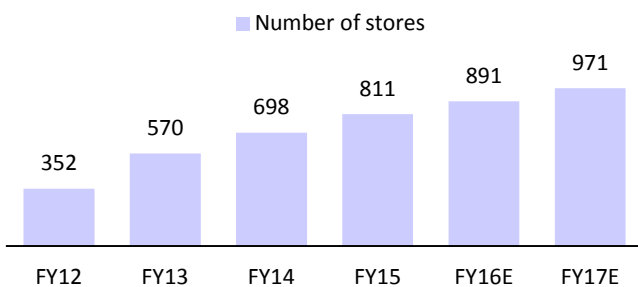
Source: Company, MOSL

Exhibit 23: Space addition (msf) trend



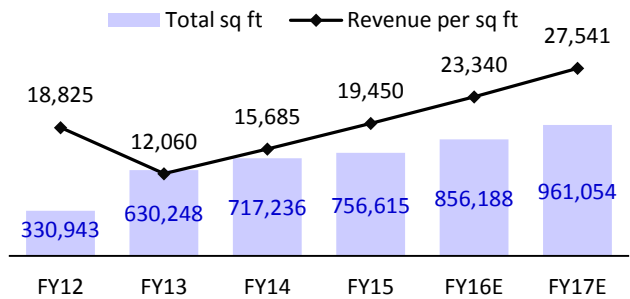
Source: Company, MOSL

Exhibit 24: Total stores in brands segment (ALBL)



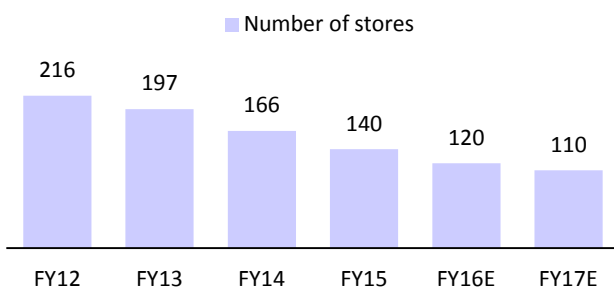
Source: Company, MOSL

Exhibit 25: Total sq ft and revenue per sq ft



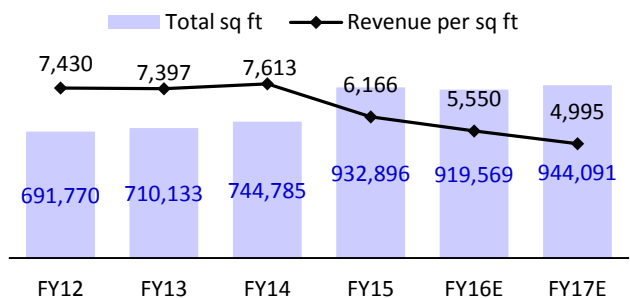
Source: Company, MOSL

Exhibit 26: Total Megamart stores



Source: Company, MOSL

Exhibit 27: Total sqft area for Megamart



Source: Company, MOSL

Power brands continue to report robust growth

- Power brands revenues grew by 17% to INR2.8b while margins expanded 60bp YoY to 10.1%.
- Management commented that despite of slow demand, power brands outperformed market and grabbed market share.
- The average RoCE on power brands is ~26% and management targets to maintain it at same levels.
- Manufacturing of power brands is largely in India – Arrow and USPA are entirely manufactured in India and neighboring nations.

Key highlights from the earnings conference call:

- **Outlook:** Management continued to guide for a topline growth of ~15% with textiles growing at ~5% and brands and retail posting a ~24% growth. Management also guided for a 150bp expansion in brands and retail business led by power brands, improvement in new brands and retail formats, closure of loss making stores.
- **GST impact:** Management believes if GST rates are within the range of 12-14%, GST will not have any impact in the form of additional tax burden on domestic business. Export profitability might be impacted by ~1% if drawbacks are adjusted.
- **Debt:** Management expects a ~5% increase in debt to ~INR36b at FY16 end.

Valuation and view

We value ARVND at 10x FY17E EV/EBITDA, at a premium to long term average multiple of 7.8x, which we believe is justified considering:

■ India's best brand portfolios', preferred partner for foreign brands

ARVND has evolved into a brand power house catering with a portfolio of ~30 brands with 13 owned (Flying Machine, Excalibur and Ruggers etc) and 17 licensed brands (Arrow, US Polo, Gant and Hanes etc), Tommy Hilfiger, Calvin Klein (JV), The Children's Place and GAP. Having a large portfolio of brands, against running a single brand, has numerous advantages. Advantages begin from sourcing to sharing common administration costs to better bargaining while scouting for brands' retail space. ARVND purchases 20m garments annually for its brands and retail business from 35 dedicated vendors. It is one of the few players which can take space across floors in a mall, act as an anchor tenant due to its presence across store formats and categories. Other synergies between textiles and brands segment include training, distribution, HR and IT costs. These advantages ensure ARVND being a preferred partner for global brands looking to enter India with terms favorable to ARVIND (at least 20 years license term with royalty agreements of less than 4% of revenues).

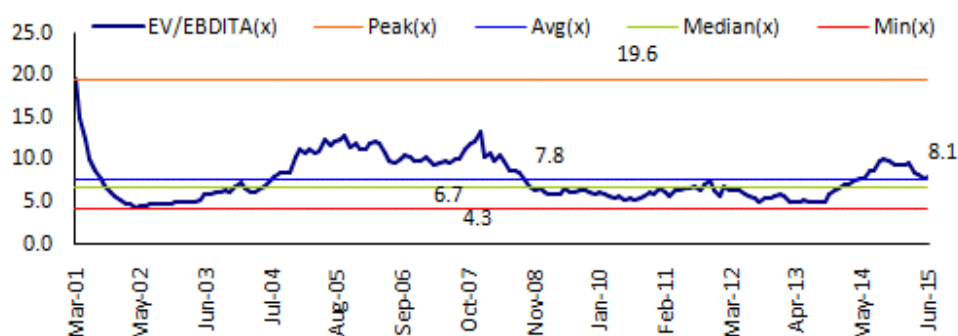
■ Focus shifts from B2B to B2C; brands and retail to form 36% of revenues

As against earlier focus on denims, currently management is committed to shifting business focus from B2B to B2C. Thus, we expect share of brands and retail to improve from 28% in FY15 to 35% in FY17. Gauging its portfolio of brands and presence across all segments (value, premium and luxury), a thrust on B2C will benefit ARVND from the rising disposable income and increased spending power across all segments and demographics of the country, and also by being a direct beneficiary of India's consumption story.

■ Return ratios at decade high

With the right focus on more value-accretive brands and retail business, we believe capex intensity in the business will reduce going forward. Thus, we expect return ratios which are at decade high currently to improve further going forward (RoCE from 15.3% to 17% and RoE from 12.9% to 15% over FY15E-17E), thus warranting a re-rating.

Exhibit 28: EV/EBITDA (One year forward)



Source: Company, MOSL

Operating metrics

Exhibit 29: Key Operating metrics

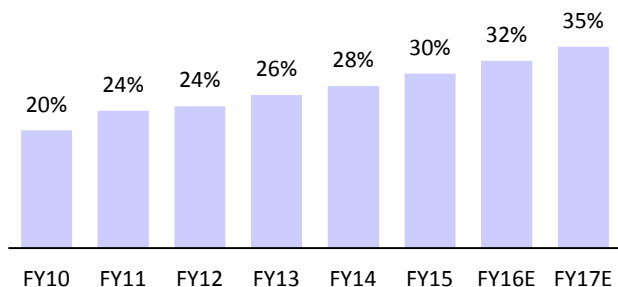
	FY10	FY11	FY12	FY13	FY14	FY15	FY16E	FY17E
Sales (INR m)								
Denim	10,510	13,590	16,020	15,430	18,900	19,270	20,250	20,655
Wovens	8,190	9,870	10,990	14,310	17,970	19,440	20,751	22,930
Garment	5,260	4,580	4,600	5,040	6,720	7,120	9,473	12,078
Voils	1,790	2,110	2,280	2,690	3,260	3,600	4,096	4,398
Knits	560	1,090	1,490	1,500	2,070	2,750	3,136	3,412
Internal sale	-1,820	-1,880	-1,580	-1,770	-2,100	-2,410	(2,410)	(2,410)
Brands and Retail	6,614	9,666	12,045	14,020	19,150	23,610	28,913	35,967
Other revenues	1,508	1,820	3,406	1,972	2,651	5,134	5,413	6,561
Total revenues	32,612	40,846	49,251	53,192	68,621	78,514	89,623	103,592
Revenue Mix								
Denim	32%	33%	33%	29%	28%	25%	23%	20%
Wovens	25%	24%	22%	27%	26%	25%	23%	22%
Garment	16%	11%	9%	9%	10%	9%	11%	12%
Voils	5%	5%	5%	5%	5%	5%	5%	4%
Knits	2%	3%	3%	3%	3%	4%	3%	3%
Internal sale	-6%	-5%	-3%	-3%	-3%	-3%	-3%	-2%
Brands and Retail	20%	24%	24%	26%	28%	30%	32%	35%
Other revenues	5%	4%	7%	4%	4%	7%	6%	6%
Total	100%	100%	100%	100%	100%	100%	100%	100%

Source: Company, MOSL

Story in charts

Exhibit 30: B&R contribution to revenue increasing

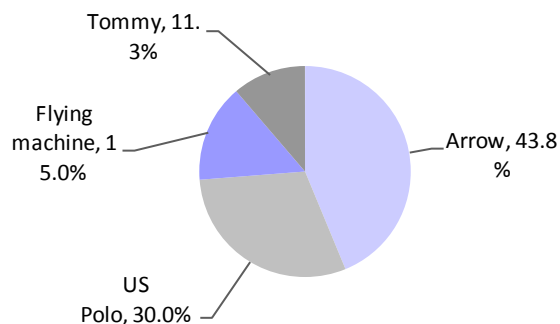
■ Brand & Retail contribution to total revenues (%)



Source: Company, MOSL

Exhibit 31: Power brand revenue contribution

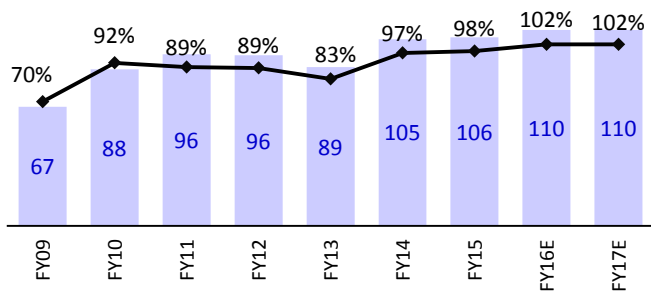
Power Brands revenue contribution



Source: Company, MOSL

Exhibit 32: Denim capacity utilization at peak

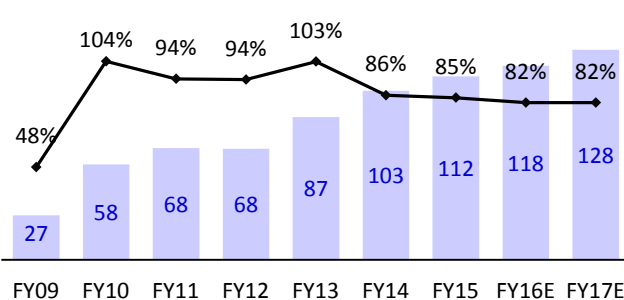
■ Qty sold — Capacity utilisation %



Source: Company, MOSL

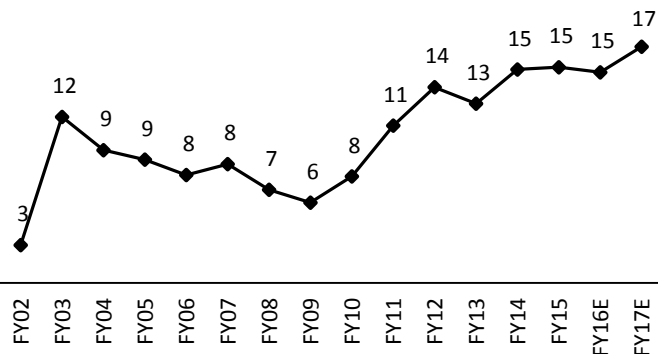
Exhibit 33: Woven capacity utilization

■ Qty sold (m mtrs) — Capacity utilisation



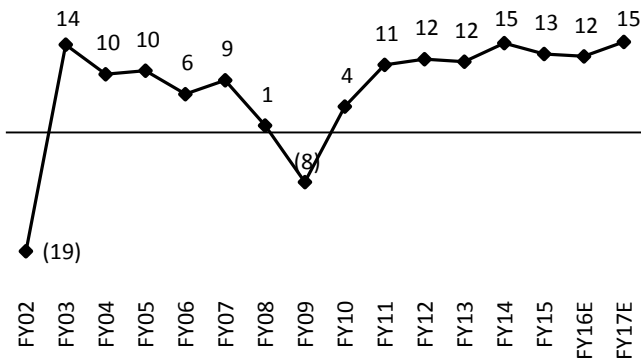
Source: Company, MOSL

Exhibit 34: RoCE at decade high



Source: Company, MOSL

Exhibit 35: RoE at decade high



Source: Company, MOSL

Financials and valuations

Consolidated - Income Statement

Y/E March	FY10	FY11	FY12	FY13	FY14	FY15	FY16E	FY17E
Net Sales	32,612	40,846	49,251	52,925	68,621	78,514	89,623	103,592
Change (%)	18.8	25.2	20.6	7.5	29.7	14.4	14.1	15.6
EBITDA	4,101	5,297	6,022	6,874	9,340	10,129	11,651	13,912
Margin (%)	12.6	13.0	12.2	13.0	13.6	12.9	13.0	13.4
Depreciation	1,727	1,725	1,614	2,043	2,252	2,124	2,609	2,855
EBIT	2,374	3,572	4,408	4,831	7,088	8,005	9,042	11,057
Int. and Finance Charges	2,117	2,360	3,091	3,153	3,545	3,946	4,316	4,593
Other Income - Rec.	215	547	1,185	806	694	932	457	503
PBT bef. EO Exp.	472	1,759	2,502	2,483	4,237	4,991	5,183	6,967
EO Expense/(Income)	0	0	-2,450	0	164	543	0	0
PBT after EO Exp.	472	1,759	4,953	2,483	4,073	4,448	5,183	6,967
Current Tax	61	16	622	58	163	1,060	1,659	2,299
Deferred Tax	-120	89	-28	-56	385	12	0	0
Tax Rate (%)	-12.5	6.0	12.0	0.1	13.4	24.1	32.0	33.0
Reported PAT	531	1,654	4,359	2,481	3,525	3,376	3,525	4,668
Less: Minority Interest	31	5	0	-3	13	35	35	35
Net Profit	500	1,649	4,359	2,484	3,539	3,411	3,560	4,703
PAT Adj for EO items	531	1,654	2,202	2,481	3,667	3,789	3,525	4,668
Change (%)	-154.6	211.6	33.2	12.6	47.8	3.3	-7.0	32.4
Margin (%)	1.6	4.0	4.5	4.7	5.3	4.8	3.9	4.5

Consolidated - Balance Sheet

(INR Million)

Y/E March	FY10	FY11	FY12	FY13	FY14	FY15	FY16E	FY17E
Equity Share Capital	2,320	2,544	2,580	2,580	2,582	2,582	2,582	2,582
Total Reserves	10,502	14,404	17,738	19,959	23,248	24,656	27,309	30,955
Net Worth	12,821	16,948	20,318	22,540	25,830	27,239	29,892	33,537
Minority Interest	141	161	91	108	242	348	348	348
Deferred Liabilities	134	217	189	58	435	471	471	471
Total Loans	22,025	22,102	21,283	24,608	29,920	33,967	36,217	38,467
Capital Employed	35,121	39,428	41,881	47,313	56,427	62,024	66,927	72,822
Gross Block	38,355	40,517	39,668	42,875	46,709	52,878	58,128	63,378
Less: Accum. Deprn.	14,048	15,411	13,737	15,930	17,782	20,796	23,405	26,260
Net Fixed Assets	24,307	25,106	25,932	26,945	28,927	32,082	34,724	37,118
Capital WIP	579	898	1,918	2,076	1,347	1,000	0	0
Total Investments	437	610	417	678	1,293	586	586	586
Curr. Assets, Loans&Adv.	16,767	23,426	25,827	32,635	42,066	46,089	51,756	58,639
Inventory	8,012	12,363	11,261	14,129	16,281	18,450	20,350	22,428
Account Receivables	4,259	5,018	6,422	7,547	10,093	11,658	12,768	14,191
Cash and Bank Balance	597	585	709	1,856	1,663	833	596	526
Loans and Advances	3,899	5,460	7,435	9,104	14,028	15,147	18,041	21,495
Curr. Liability & Prov.	6,969	10,611	12,213	15,021	17,205	17,733	20,138	23,521
Account Payables	6,861	10,504	11,206	14,130	16,127	16,443	18,590	21,663
Provisions	107	108	1,006	891	1,078	1,290	1,548	1,857
Net Current Assets	9,798	12,815	13,614	17,614	24,860	28,356	31,618	35,118
Appl. of Funds	35,121	39,428	41,881	47,313	56,427	62,024	66,927	72,822

E: MOSL Estimates

Financials and valuations

Ratios

Y/E March	FY10	FY11	FY12	FY13	FY14	FY15	FY16E	FY17E
Basic (INR)								
EPS	2.2	6.5	16.9	9.6	13.7	13.2	13.8	18.2
Cash EPS	9.7	13.3	14.8	17.5	22.9	22.9	23.8	29.1
BV/Share	55.3	66.6	78.7	87.4	100.0	105.5	115.8	129.9
DPS	0.0	0.0	1.0	1.7	2.4	2.6	3.0	3.5
Payout (%)	1.8	0.0	6.9	20.1	20.1	23.4	25.7	22.7
Valuation (x)								
P/E				32.2	22.6	23.5	22.5	17.0
Cash P/E				17.7	13.5	13.5	13.1	10.6
P/BV				3.5	3.1	2.9	2.7	2.4
EV/Sales				1.9	1.6	1.4	1.3	1.1
EV/EBITDA				15.0	11.6	11.2	9.9	8.5
Dividend Yield (%)				0.5	0.8	0.8	1.0	1.1
Return Ratios (%)								
RoE	4.3	11.1	23.4	11.6	14.6	12.9	12.5	14.8
RoCE	7.5	11.1	13.9	12.7	15.1	15.3	14.9	16.7
Working Capital Ratios								
Asset Turnover (x)	0.9	1.0	1.2	1.1	1.2	1.3	1.3	1.4
Inventory (Days)	89.7	110.5	83.5	97.4	86.6	85.8	82.9	79.0
Debtor (Days)	47	44	47	51	53	53	51	49
Creditor (Days)	77	94	83	97	86	76	76	76
Wkg. Capital Turnover (Days)	103	109	96	109	123	128	126	122
Leverage Ratio (x)								
Current Ratio	2.4	2.2	2.1	2.2	2.4	2.6	2.6	2.5
Debt/Equity	1.7	1.3	1.0	1.1	1.2	1.2	1.2	1.1

Consolidated - Cash Flow Statement

(INR Million)

Y/E March	FY10	FY11	FY12	FY13	FY14	FY15	FY16E	FY17E
NP/(Loss) Before Tax and EO Items	472	1,759	4,953	2,483	4,073	4,448	5,183	6,967
Depreciation	1,727	1,725	1,614	2,043	2,252	2,124	2,609	2,855
Interest & Finance Charges	2,326	2,098	2,786	3,153	3,312	3,946	4,316	4,593
Direct Taxes Paid	165	311	839	620	1,078	1,308	1,659	2,299
(Inc)/Dec in WC	763	-3,013	-1,874	-1,700	-4,486	-3,142	-3,499	-3,571
CF from Operations	5,122	2,257	6,640	5,361	4,074	6,067	6,950	8,546
Others	-545	-290	-3,288	-461	-191	-483	0	0
CF from Operating incl EO	4,578	1,967	3,352	4,900	3,883	5,584	6,950	8,546
(inc)/dec in FA	-1,291	-1,126	-2,324	-2,815	-3,349	-5,386	-4,250	-5,250
Free Cash Flow	3,286	841	1,029	2,085	534	198	2,700	3,296
(Pur)/Sale of Investments	-254	46	136	-281	-706	-26	0	0
Others	272	69	2,523	-213	-1,680	-462	0	0
CF from Investments	-1,273	-1,012	335	-3,308	-5,734	-5,874	-4,250	-5,250
Issue of Shares	73	260	3	0	10	5	0	0
(Inc)/Dec in Debt	-839	746	-672	3,253	5,311	4,190	2,250	2,250
Interest Paid	-2,329	-2,062	-2,947	-3,342	-3,353	-3,976	-4,316	-4,593
Dividend Paid	-9	-1	0	-298	-496	-611	-906	-1,057
Others	0	248	52	-58	188	-148	35	35
CF from Fin. Activity	-3,104	-809	-3,563	-445	1,660	-541	-2,938	-3,366
Inc/Dec of Cash	200	147	124	1,147	-192	-830	-237	-70
Add: Beginning Balance	397	438	585	709	1,856	1,664	833	596
Closing Balance	597	585	709	1,856	1,664	833	596	526

Corporate profile: Arvind

Company description

Arvind Ltd, flagship of the Lalbhai group, is India's largest textile company. It is also the largest cotton textile manufacturer, with an installed fabric capacity of over 200mmtrs per annum. Company is the preferred supplier to internationally renowned brands like Polo, Armani Exchange, Diesel, and GAP among others. It makes a strong statement among international brands and retail business and has one of the robust brand portfolios in India (28) along with Megamart, the fastest growing value retail chain.

Exhibit 36: Sensex rebased

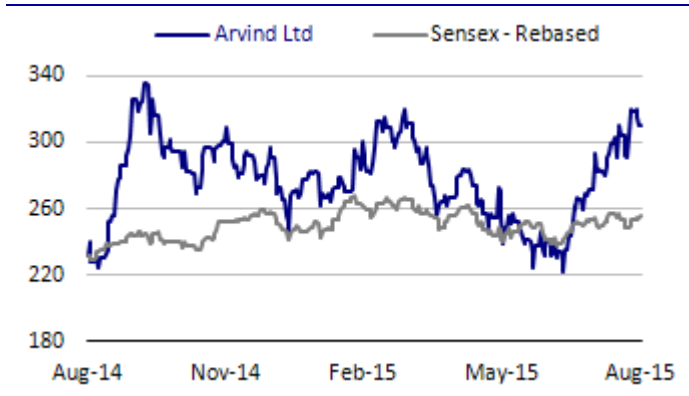


Exhibit 37: Shareholding pattern (%)

	Jun-15	Mar-15	Jun-14
Promoter	43.8	43.7	43.5
DII	15.8	14.6	13.7
FII	14.7	16.5	23.4
Others	25.7	25.2	19.4

Note: FII Includes depository receipts

Exhibit 38: Top holders

Holder Name	% Holding
LIC of India	6.0
Multiples Pvt Equity FII I	3.1
Government Pension Fund Global	2.1
Dimensional Emerging Markets Value Fund	1.6
Multiples Pvt Equity fund	1.1
Sundaram Mutual Fund A/c Sudaram Select Midcap	1.1

Exhibit 39: Top management

Name	Designation
Sanjay S Lalbhai	Chairman & Managing Director
Jayesh K Shah	CFO & Director
Punit Lalbhai	Executive Director
Kulin S Lalbhai	Executive Director

Exhibit 40: Directors

Name	Name
Sanjay S Lalbhai	Vallabh Bhanshali*
Jayesh K Shah	Punit Lalbhai
Renuka Ramnath*	Kulin S Lalbhai
Bakul H Dholakia*	Samir Mehta*
Dileep C Choksi*	

*Independent

Exhibit 41: Auditors

Name	Type
Sorab S Engineer & Co	Statutory

Exhibit 42: MOSL forecast v/s consensus

EPS (INR)	MOSL forecast	Consensus forecast	Variation (%)
FY16	13.8	17.5	-21.0
FY17	18.2	21.3	-14.6

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