



November 12, 2019

BSE Limited
Scrip Code: **535755**

National Stock Exchange of India Limited
Symbol: **ABFRL**

Sub.: Outcome of the Meeting of the Board of Directors of Aditya Birla Fashion and Retail Limited
(“the Company”) held on November 12, 2019

- Ref.: 1. Regulation 30 (read with Schedule III - Part A), 33 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”)**
2. ISIN: INE647001011

Dear Sir/ Madam,

In continuation to our letter dated September 30, 2019 and pursuant to the above referred, kindly note that the Board of Directors of the Company, in its meeting held today i.e. on Tuesday, November 12, 2019 (“said meeting”), have *inter alia* considered and approved the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended September 30, 2019 (“Unaudited Financial Results”).

The said meeting commenced at 12 noon and concluded at 3:10p.m. 

Please find enclosed herewith a copy of the:

- Unaudited Standalone and Consolidated Financial Results alongwith the Limited Review Report thereon;
[Kindly note that pursuant to regulation 47 of the SEBI Listing Regulations extract of these results will be published in Business Standard and Navshakti newspapers on Wednesday, November 13, 2019.]
- Press Release; and
- Investor Presentation for Q2 FY19 - 20.

The same is also available on the Company’s website i.e. www.abfrl.com.

Further, the Company had closed its Trading Window from Tuesday, October 1, 2019 and the same will open on Friday, November 15, 2019.

Thanking you.

Yours faithfully,
For Aditya Birla Fashion and Retail Limited


Geetika Anand
Vice President & Company Secretary



Encl.: a/a

ADITYA BIRLA FASHION AND RETAIL LIMITED

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Aditya Birla Fashion and Retail posts strong business performance in a tough market, H1 PBT more than doubles

Standalone Financials

<i>In Rs. Cr.</i>	Q2 FY19	Q2 FY20 (Comp.)	Growth	Q2 FY20 (Ind AS Adj.)
Revenue	2007	2297	14%	2297
EBITDA	162	177	10%	362
PBT	43	59	39%	36

<i>In Rs. Cr.</i>	H1 FY19	H1 FY20 (Comp.)	Growth	H1 FY20 (Ind AS Adj.)
Revenue	3921	4363	11%	4363
EBITDA	284	334	18%	694
PBT	48	112	132%	71

Performance Summary

The Board of Directors of the Company at its meeting today have approved the results for the quarter ended 30th Sep 2019. These financials are after accounting for necessary adjustments pertaining to Ind AS 116.

In Q2 FY20, the Company posted a strong 14% growth in sales to Rs. 2297 Cr. This was accompanied by a robust 10% growth in EBITDA to Rs. 177 Cr. this year, on a comparable basis. At the same time, reported EBITDA (post Ind AS 116) for the quarter was at Rs. 362 Cr. The comparable Net profit for Q2 FY20 is Rs. 30 Cr.

For the first half of this fiscal, the Company recorded sales growth of 11% at Rs. 4363 Cr. The comparable EBITDA for the period grew by 18% to Rs. 334 Cr. with margins expanding from 7.2% in H1 FY19 to 7.6% in H1 FY20. During the period, the Company posted 132% increase in its comparable PBT at Rs. 112 Cr. from Rs. 48 Cr. last year. The comparable net profit for the period is Rs. 70 Cr.

Business Segment Highlights

Madura Segment:

Madura business segment consists of **Lifestyle brands** – Louis Philippe, Van Heusen, Allen Solly and Peter England, **Fast Fashion brands** – Forever 21 and People and **Other businesses** that include Global brands, Innerwear and newly invested business in Ethnic, viz. Jaypore and Shantanu & Nikhil. The consolidated financials include the financials of both these businesses.

Madura segment recorded 16% growth in revenue in Q2 FY20 at Rs. 1463 Cr. as compared to Rs. 1263 Cr. in the same period last year, with a 20% growth in comparable EBITDA.

- **Lifestyle brands** reported a 15% jump in sales driven by exceptional growth in its new initiatives around women and kids wear businesses. The revenues for the period grew from Rs. 1090 Cr. last year to Rs. 1254 Cr. in the same period this year, amidst difficult market conditions. The business witnessed a 12% YoY increase in comparable EBITDA at Rs. 158 Cr.
For H1 FY20, the reported revenues grew 11% YoY to Rs. 2259 Cr. while comparable EBITDA for the business grew at 16% to Rs. 252 Cr. over the same period last fiscal.
- **Fast Fashion** continues to operate on a calibrated business model. While People brand is gradually moving into Pantaloons, Forever 21 continues to run prudent operations with a focus on enhanced profitability.
- **Other Businesses** rapidly scaled up with individual sub-segments viz. Innerwear and Global brands displaying a robust growth trajectory. The segment recorded a strong YoY growth of 59% in revenue to Rs. 134 Cr. in Q2 FY20. For the first half of this financial year, the segment grew 67% in sales to Rs. 259 Cr.
 - Innerwear business progressed on its aggressive growth trajectory with the launch of newer categories and styles, along with the expansion of its distribution network, which stands at ~18,000 outlets at the end of this quarter.
 - Global brands grew fast, with strong same store sales growth across all portfolio brands.

Pantaloons Segment:

Pantaloons recorded a robust 16% growth on the back of strong LTL of more than 10% and rapid store expansion, despite difficult market conditions. Pantaloons segment reported revenue of Rs. 915 Cr. for the quarter as against Rs. 787 Cr. in Q2 FY19. This was driven largely by a superior product offering and intensified brand building. These initiatives have helped achieve 23% growth in comparable EBITDA at Rs. 64 Cr.

For H1 FY20, Pantaloons delivered a growth of 13% in sales to Rs. 1805 Cr., with EBITDA margins expanding from 8.1% last year to 8.4% this year.

Outlook

Aditya Birla Fashion and Retail Ltd. operates a well-diversified portfolio of very strong brands spread across varied segments, price points and wearing occasions. The Company is confident of continuing its market-leading performance on the back of wide distribution network, high quality talent and credible leadership team.

About Aditya Birla Fashion and Retail Limited

Aditya Birla Fashion and Retail Limited is India's largest pure-play fashion and lifestyle company with a strong bouquet of leading fashion brands and retail formats. The Company has a network of 2,875 stores, presence across approximately 22,000 multi-brand outlets with 5,400+ point of sales in department stores across India.

Disclaimer : *Certain statements in this "Press Release" may not be based on historical information or facts and may be "forward looking statements" within the meaning of applicable securities laws and regulations, including, but not limited to, those relating to general business plans & strategy of the Company, its future outlook & growth prospects, future developments in its businesses, its competitive & regulatory environment and management's current views & assumptions which may not remain constant due to risks and uncertainties. Actual results could differ materially from those expressed or implied. The Company assumes no responsibility to publicly amend, modify or revise any statement, on the basis of any subsequent development, information or events, or otherwise. This "Press Release" does not constitute a prospectus, offering circular or offering memorandum or an offer to acquire any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of the Company's shares. The financial figures in this "Press Release" have been rounded off to the nearest Rs. one Crore. The financial results are consolidated financials unless otherwise specified.*