

AGM Speech - Aditya Birla Fashion and Retail Limited (Financial Year 2025-26)

Dear Shareholders,

A very warm welcome to the 19th AGM of your Company.

FY26 has been an important year in ABFRL's journey as we continue to build stronger, more focused businesses for the future.

Over the past few years, we have deliberately shaped a distinctive portfolio spanning some of the most attractive segments of the Indian fashion market — India's largest ethnic wear platform, a leading luxury retail business, a strong masstige and value fashion franchise and one of the country's largest digital-first fashion portfolios.

This year was about putting that portfolio to work. Our focus moved decisively towards sharper execution, strengthening the fundamentals of each business, improving operating performance and converting the strategic choices we have made into tangible and improving outcomes.

The progress achieved during the year gives us greater confidence in both the direction of our strategy and the scale of the opportunity ahead. We are seeing our businesses become more focused, our brands stronger and our consumer propositions more relevant, while several of our emerging platforms continue to build momentum.

With a balanced portfolio of scaled businesses and high-potential growth engines, strong brands across consumer segments, and a deeply consumer-centric approach, we believe your Company is well positioned to participate meaningfully in the next phase of growth in Indian fashion space along with creating sustainable, long-term value for all its stakeholders.

Before I share your Company's performance, let us briefly reflect on the economic and industry backdrop that shapes our operating context

India continues to stand out as a bright spot in the global economy, demonstrating remarkable resilience against an increasingly uncertain international backdrop. Despite elevated tariffs, policy uncertainty and persistent geopolitical tensions, the global economy remained relatively steady through 2025, with world trade proving more resilient than initially anticipated.

Against this backdrop, India's growth momentum strengthened further. Real GDP growth accelerated to 7.6% in FY26, from 7.1% in FY25, reaffirming India's position as the fastest-growing major economy in the world. This growth was supported by strong domestic demand, with private consumption expanding by 7.7% year-on-year, aided by measures such as income-tax relief and GST rationalisation, which helped strengthen household purchasing power and consumer sentiment.

As we look ahead to FY27, growth is projected at around 6.6%, and India is set to remain among the fastest-growing major economies globally. The combination of resilient consumption,

supportive policy measures and the underlying strength of the domestic economy continues to provide a strong foundation for sustained growth.

Now, turning to the apparel market.

India's fashion and lifestyle industry continues to present a compelling long-term growth opportunity. Rising incomes, favourable demographics, rapid urbanisation and increasing fashion consciousness are steadily reshaping the way consumers engage with the category.

Industry estimates suggest that India's apparel retail market could exceed ₹14 lakh crore by FY30, with organised and branded segments expected to grow faster than the broader market. This structural shift creates a significant opportunity for your Company, given the breadth of its portfolio and its presence across some of the most attractive consumer segments.

Let me now turn to the performance and positioning of our key businesses.

With the demerger now complete, ABFRL enters its next phase with greater strategic clarity, sharper focus and a portfolio built to participate across multiple growth vectors in Indian fashion.

Today, your Company has a differentiated presence across:

- **Ethnic wear**, where we have built a strong platform anchored by some of the country's most trusted and aspirational brands
- **Masstige and value retail**, serving the rapidly expanding aspirations of India's middle-income consumers
- **Luxury retail**, where we are helping shape the evolution of luxury and super-premium consumption in India; and
- **Digital-first brands**, designed around the preferences of a younger, digitally native and increasingly experimental consumer

Together, these businesses create a portfolio that is both diversified and complementary. More importantly, they are supported by shared strengths in brand building, consumer understanding, sourcing, retail execution and digital capabilities.

This combination gives us the ability to scale with greater focus, respond more effectively to changing consumer needs and build stronger, more resilient businesses over time.

In terms of performance - Revenue grew 11% year-on-year to ₹8,177 crore, supported by broad-based growth across the portfolio, stronger retail execution and continued progress in our omni-channel capabilities. Alongside this growth, we continued to strengthen quality of earnings through disciplined execution, while investing in technology, retail expansion and future growth platforms.

- E-commerce continued to gain momentum during the year, with revenue growing by over 20% and digital channels now contributing approximately 16% of the Company's overall revenue.
- We also continued to strengthen our physical presence, adding more than 180 stores and nearly 0.6 million square feet of net retail space during the year.
- Today, your Company reaches consumers through one of India's largest fashion retail networks, comprising 1,273 stores across nearly 7.9 million square feet, supported by a strong digital presence through our brand websites and leading online marketplaces.

Now Pantaloons & OWND,

Pantaloons continued to make meaningful progress on its strategic transformation journey, with a clear focus on strengthening its fashion credentials and sharpening the overall consumer proposition. During the year, the business stepped up its efforts around fashion freshness, premiumisation, stronger merchandising and more elevated in-store experiences. Brand-building also remained an important priority. The appointment of Pantaloons' first celebrity brand ambassador, supported by digitally led consumer campaigns, helped deepen engagement and reinforce the brand's contemporary, fashion-forward positioning. Today, Pantaloons operates a network of nearly 400 stores, with a significant part of the network already renovated in line with its new retail identity. This transformation is helping create a more consistent and compelling experience for consumers across the network.

OWND, our value fashion retail format, also continued to build scale during the year. The business added 34 stores, taking its network to 79 stores. As we expand OWND, our approach remains measured and disciplined. The focus is on perfecting the operating model by strengthening the merchandise proposition, building consumer relevance and improving unit economics, while creating a scalable foundation for long-term growth.

Ethnic

Your Company today operates India's largest and most comprehensive ethnic wear platform, with a portfolio that spans multiple consumer segments, occasions and price points — from premium ethnic wear to some of the country's most celebrated designer labels.

The scale of this business continued to strengthen in FY26. Revenue grew 14% year-on-year to ₹2,227 crore, supported by a strong double digit like-to-like growth. Importantly, this growth was accompanied by a significant improvement in profitability, with EBITDA margin expanding by 560 basis points to 10.8%.

Our physical presence has also reached meaningful scale. The ethnic wear portfolio now extends across more than 680 stores, with over 80 new stores added during the year, giving us a wider and deeper presence across key consumption markets in India.

At one end of this portfolio are our designer-led brands — Sabyasachi, Shantnu & Nikhil, Tarun Tahiliani and House of Masaba. These brands continued to deliver strong growth and healthy double-digit profitability, supported by category expansion, craft-led launches and deeper collaborations.

Together, they are evolving into increasingly scaled lifestyle businesses — broadening their presence across categories, occasions and consumer touchpoints, while preserving the distinct design identities that make each of them unique.

Our premium ethnic brands — TASVA, Jaypore and TCNS — also made progress during the year, with each business advancing on its own growth and profitability agenda.

TASVA continued to strengthen its position in the premium men's wedding wear segment, delivering consistent double-digit like-to-like growth across a network of more than 90 stores. The focus remains on deepening the brand's presence, sharpening the product proposition and building scale in an important category.

Jaypore maintained strong double-digit growth, supported by continued store expansion and healthy momentum in e-commerce. With 44 stores today, the brand is steadily broadening its reach while continuing to build on its distinctive craft-led positioning.

TCNS also made meaningful progress during the year, both on growth and profitability. The business delivered 10% like-to-like retail growth while more than halving its full-year cash losses. Alongside this improvement, the team continued to work on strengthening the product proposition, improving store productivity and selectively expanding the network.

Now, Luxury Retail,

India's luxury retail market is entering an important phase of development, supported by rising affluence, evolving consumer aspirations and a growing appetite for differentiated, high-quality experiences.

Against this backdrop, our The Collective and Mono Brands portfolio continued to build strong momentum during the year. The business today operates a network of more than 50 stores, complemented by a strong e-commerce presence, allowing us to engage a loyal and discerning clientele across both physical and digital touchpoints.

A defining milestone during the year was the launch of Galeries Lafayette in Mumbai, bringing one of the world's most iconic luxury department store formats to India for the first time. As the business is still in its early phase, our immediate priorities are to build consumer traction, deepen brand partnerships and establish Galeries Lafayette as a distinctive and relevant luxury destination for the Indian market.

Together, The Collective, our Mono Brand portfolio and Galeries Lafayette could play a defining role in India's upcoming luxury market. Over time, we believe these businesses can create a powerful and complementary luxury ecosystem — combining established consumer

relationships, global brand access, premium retail experiences and an expanding omni-channel reach.

Digital-First Brands-TMRW

TMRW continues to strengthen its position as your Company's digital-first growth platform, built around the aspirations of India's next generation of consumers. As fashion discovery increasingly shifts towards digital ecosystems, social influence and creator-led engagement, TMRW is well placed to build contemporary brands that are agile, differentiated and capable of scaling across multiple consumer segments.

TMRW made strong progress during the year, delivering 34% revenue growth. This performance was supported by continued investments in product innovation, premiumisation and deeper consumer engagement.

Importantly, TMRW is also evolving beyond a purely digital-first model. As its brands gain scale and consumer recognition, the platform is progressively building an omni-channel presence. During the year, TMRW added more than 60 stores, taking its offline network to 120 stores across brands.

We believe this integrated omni-channel model will strengthen TMRW's ability to build enduring consumer brands at scale, while preserving the agility, innovation and digital orientation that remain at the core of the platform.

Enhanced Digital and E-commerce play across ABFRL brands

We remain deeply committed to strengthening our **digital, e-commerce and omni-channel capabilities** across brands, supported by our proprietary in-house commerce platform spanning dedicated brand websites, mobile applications and virtual stores.

Our e-commerce ecosystem is designed not only as an additional sales channel, but as an important consumer interface — helping us extend brand reach, enable seamless discovery and purchase, and create more connected journeys across online and physical retail.

During the year, we also made meaningful progress in modernising our core technology infrastructure and embedding AI-led solutions across key areas of the business. These capabilities are helping us better understand consumer behaviour, personalise engagement, improve decision-making and enhance operating efficiency.

Coming to Sustainability

ABFRL has steadily strengthened its sustainability journey through the ReEarth programme, embedding responsible growth more deeply into the way we build and operate our businesses.

Our progress continues to be recognised by leading global sustainability benchmarks. In FY2025-26, ABFRL was ranked No. 1 in India and No. 4 globally in the Retail sector in the S&P Global

Corporate Sustainability Assessment, with a score of 84, reflecting the strength of our governance framework, sustainability strategy and execution capabilities.

During the year, we unveiled Sustainability ReEarth 3.0, which sets out the next phase of our sustainability ambition. The framework is built around five strategic pillars:

- Sustainable Brands
- Product Stewardship
- Net Zero & Decarbonisation
- Health, Safety & Well-being
- Social Impact

Climate action remains a key priority within this agenda. We continue to advance our decarbonisation efforts through greater use of renewable energy, investments in energy-efficient technologies and deeper engagement with our supply chain, as we work towards reducing the environmental footprint of our operations.

Our approach to sustainability, however, extends well beyond our environmental commitments. It is equally centred on people and communities. Through our CSR initiatives across education, healthcare, sanitation, sustainable livelihoods, water conservation and digital inclusion, we positively impacted more than 1.32 lakh beneficiaries during FY26.

The Road Ahead

ABFRL stands at an important point in its journey, with the strategic foundations built over the years now translating into stronger businesses, sharper execution and encouraging momentum across the portfolio.

While we remain mindful of near-term volatility in the retail environment, we continue to believe that the structural opportunity in India's organised fashion and lifestyle market remains significant. Rising aspirations, increasing organised play and a growing preference for trusted brands provide a strong foundation for the next phase of our growth.

Our priorities going forward are clear. We will focus on unlocking the full potential of our portfolio by driving profitable growth, strengthening unit economics, scaling our strongest propositions and continuing to create differentiated consumer experiences across channels.

As I conclude, I would like to thank our shareholders for the continued trust and confidence you place in us. I also extend my sincere appreciation to our customers, employees, partners and franchisees, whose commitment and contribution bring our brands and businesses to life every day.

We look forward to building an even stronger ABFRL and creating enduring value for all our stakeholders.

Thank you very much.