RESULT UPDATE



KEY DATA

| Rating | HOLD |
|----------------------------------|---------|
| Sector relative | Neutral |
| Price (INR) | 84 |
| 12 month price target (INR) | 80 |
| 52 Week High/Low | 119/71 |
| Market cap (INR bn/USD bn) | 103/1.2 |
| Free float (%) | 51.7 |
| Avg. daily value traded (INR mn) | 900.1 |

SHAREHOLDING PATTERN

| | Mar-25 | Jun-25 | Sep-25 |
|----------|--------|--------|--------|
| Promoter | 46.58% | 46.58% | 46.61% |
| FII | 22.20% | 17.63% | 18.62% |
| DII | 14.65% | 12.14% | 8.07% |
| Pledge | 0% | 0% | 0% |

FINANCIALS (INR mn) Year to March FY25A FY26E FY27E FY28E Revenue 73,547 82,181 92,630 1,03,366 EBITDA 6.764 6.820 9.176 11.535 Adjusted profit (4.558)(8,650)(6,760)(4.942)Diluted EPS (INR) (3.7)(7.1)(5.5)(4.0)EPS growth (%) (48.5)89.8 (21.9)(26.9)RoAE (%) (13.6)(12.1)(9.8)(8.4)P/E (x) nm nm nm nm EV/EBITDA (x) 1.0 (0.4)0.1 0.1 Dividend yield (%)

CHANGE IN ESTIMATES

| | Revised estimates | | % Revi | sion |
|-------------------|-------------------|---------|--------|--------|
| Year to March | FY26E | FY27E | FY26E | FY27E |
| Revenue | 82,181 | 92,630 | 0.0% | 0.5% |
| EBITDA | 6,820 | 9,176 | -18.7% | -7.0% |
| Adjusted profit | (8,650) | (6,760) | 90.9% | 108.7% |
| Diluted EPS (INR) | (7.1) | (5.5) | 90.9% | 108.7% |

PRICE PERFORMANCE



Core business profitability impacted

ABFRL reported Q2FY26 revenue/EBITDA growth of 12.6%/-14.3% with a net loss of INR2.63bn versus INR1.46bn in Q2FY25. Profitability was impacted by higher ad spends in Pantaloons and losses from the OWND portfolio. Ethnic businesses (ex-TCNS) delivered strong growth while TCNS saw healthy LTL growth but muted revenue due to store closures. Improved TCNS profitability aided the overall Ethnic portfolio's profitability. Management targets 30 new OWND stores in H2FY26.

in the current performance, Factoring we are revenue/EBITDA estimates for FY26 by 0.0%/-18.7% and FY27 by 0.5%/-7.0%. Our revised TP is INR80 (earlier INR84); maintain 'HOLD'.

Pantaloons store rationalisation nears end; OWND brand launched

ABFRL reported 12.6% YoY revenue growth led by a strong performance in Ethnic (ex-TCNS) and Digital segments. Pantaloons grew 6% YoY with LTL growth of 7%, supported by higher footfalls and an early festive season, though gains were partly offset by heavy rainfall and temporary closures in the North East. Store rationalisation neared completion with six additions and eight closures in H1FY26. The company began revamping Pantaloons store identity, launching three newformat stores, with 8-15 renovations planned annually. Pantaloons' EBITDA margin stood at 13.8% (versus 15% in Q2FY25), down 122bp YoY due to higher marketing spends and losses in the OWND portfolio.

ABFRL renamed Style Up to OWND this quarter, and witnessed about 43% YoY revenue growth driven by store additions. The company added 10 stores in this quarter, taking the total store count to 59. They plan to add more than 30 stores in H2FY26, strengthening youth-focused fashion positioning.

Tasva and Designer Portfolio lead growth

Ethnic business (ex-TCNS) grew 34% YoY and 11% overall. Tasva posted 58% YoY growth with 38% LTL growth, adding eight stores in Q2 to reach 78, and targets 100 by end-FY26. The designer portfolio grew 32% YoY on strong L2L growth, category expansion and enhanced retail experiences. TCNS registered 19% L2L growth but overall revenue declined 7% due to store closures. TMRW's revenue rose 27% YoY driven by portfolio expansion and premiumisation, supported by an INR4.5bn fundraise for working capital and loss funding; EBITDA breakeven is targeted by FY29. Luxury retail grew 13% YoY with steady L2L momentum. ABFRL will launch Galleries Lafayette store in Mumbai mid Nov'25 with approximately 90,000 sqft.

Financials

| Year to March | Q2FY26 | Q2FY25 | % Change | Q1FY26 | % Change |
|-------------------|----------|--------|----------|----------|----------|
| Net Revenue | 19,817 | 0 | | 18,315 | 8.2 |
| EBITDA | 688 | 0 | | 1,117 | (38.4) |
| Adjusted Profit | (2,633) | 0 | | (2,120) | 24.2 |
| Diluted EPS (INR) | (2.2) | 0.0 | | (1.7) | 24.2 |

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Financial Statements

Income Statement (INR mn)

| Year to March | FY25A | FY26E | FY27E | FY28E |
|------------------------|---------|---------|---------|----------|
| Total operating income | 73,547 | 82,181 | 92,630 | 1,03,366 |
| Gross profit | 41,777 | 48,487 | 54,652 | 60,986 |
| Employee costs | 11,422 | 13,149 | 14,358 | 16,022 |
| Other expenses | 21,539 | 26,426 | 28,835 | 30,969 |
| EBITDA | 6,764 | 6,820 | 9,176 | 11,535 |
| Depreciation | 11,664 | 13,177 | 13,497 | 13,817 |
| Less: Interest expense | 5,674 | 4,898 | 4,420 | 4,357 |
| Add: Other income | 1,957 | 2,604 | 1,981 | 1,697 |
| Profit before tax | (8,795) | (8,650) | (6,760) | (4,942) |
| Prov for tax | (942) | 0 | 0 | 0 |
| Less: Other adj | 3,295 | 0 | 0 | 0 |
| Reported profit | (4,558) | (8,650) | (6,760) | (4,942) |
| Less: Excp.item (net) | 0 | 0 | 0 | 0 |
| Adjusted profit | (4,558) | (8,650) | (6,760) | (4,942) |
| Diluted shares o/s | 1,220 | 1,220 | 1,220 | 1,220 |
| Adjusted diluted EPS | (3.7) | (7.1) | (5.5) | (4.0) |
| DPS (INR) | 0 | 0 | 0 | 0 |
| Tax rate (%) | 10.7 | 0 | 0 | 0 |

Balance Sheet (INR mn)

| zalance sheet (national) | | | | | | |
|--------------------------|----------|----------|----------|----------|--|--|
| Year to March | FY25A | FY26E | FY27E | FY28E | | |
| Share capital | 12,203 | 12,203 | 12,203 | 12,203 | | |
| Reserves | 55,919 | 47,269 | 40,508 | 35,567 | | |
| Shareholders funds | 68,122 | 59,471 | 52,711 | 47,769 | | |
| Minority interest | 11 | 11 | 11 | 11 | | |
| Borrowings | 14,386 | 15,598 | 16,120 | 16,657 | | |
| Trade payables | 22,423 | 23,586 | 26,585 | 29,666 | | |
| Other liabs & prov | 7,855 | 8,596 | 9,493 | 10,414 | | |
| Total liabilities | 1,63,940 | 1,53,741 | 1,50,570 | 1,49,545 | | |
| Net block | 8,360 | 12,291 | 14,902 | 17,194 | | |
| Intangible assets | 55,859 | 55,859 | 55,859 | 55,859 | | |
| Capital WIP | 1,812 | 1,812 | 1,812 | 1,812 | | |
| Total fixed assets | 66,031 | 69,962 | 72,573 | 74,865 | | |
| Non current inv | 6,230 | 6,230 | 6,230 | 6,230 | | |
| Cash/cash equivalent | 7,731 | 18,007 | 15,424 | 15,086 | | |
| Sundry debtors | 3,734 | 4,173 | 4,703 | 5,248 | | |
| Loans & advances | 32 | 36 | 40 | 45 | | |
| Other assets | 49,113 | 35,669 | 40,204 | 44,864 | | |
| Total assets | 1,63,940 | 1,53,741 | 1,50,570 | 1,49,545 | | |

Important Ratios (%)

| important Natios (76) | | | | | |
|------------------------|--------|--------|--------|--------|--|
| Year to March | FY25A | FY26E | FY27E | FY28E | |
| Pantaloon SSSG (%) | (1.6) | 2.0 | 4.0 | 4.2 | |
| Pantaloon store | 405.0 | 413.0 | 451.0 | 489.0 | |
| | | | | | |
| EBITDA margin (%) | 9.2 | 8.3 | 9.9 | 11.2 | |
| Net profit margin (%) | (6.2) | (10.5) | (7.3) | (4.8) | |
| Revenue growth (% YoY) | 14.2 | 11.7 | 12.7 | 11.6 | |
| EBITDA growth (% YoY) | 82.8 | 0.8 | 34.5 | 25.7 | |
| Adj. profit growth (%) | (38.1) | 89.8 | (21.9) | (26.9) | |

Free Cash Flow (INR mn)

| 1100 000111011 (1111111111) | | | | | |
|-----------------------------|---------|---------|---------|---------|--|
| Year to March | FY25A | FY26E | FY27E | FY28E | |
| Reported profit | (4,874) | (8,650) | (6,760) | (4,942) | |
| Add: Depreciation | 18,074 | 13,177 | 13,497 | 13,817 | |
| Interest (net of tax) | 8,448 | 4,898 | 4,420 | 4,357 | |
| Others | (2,069) | (1,436) | (1,662) | 0 | |
| Less: Changes in WC | (2,782) | (24) | (135) | 0 | |
| Operating cash flow | 16,438 | 8,012 | 9,629 | 13,232 | |
| Less: Capex | (5,927) | 3,809 | 5,513 | 0 | |
| Free cash flow | 22,365 | 4,204 | 4,117 | 13,232 | |

Assumptions (%)

| Year to March | FY25A | FY26E | FY27E | FY28E |
|-------------------|-------|-------|-------|-------|
| GDP (YoY %) | 6.3 | 6.5 | 6.5 | 6.5 |
| Repo rate (%) | 5.3 | 5.3 | 5.3 | 5.3 |
| USD/INR (average) | 85.0 | 85.0 | 85.0 | 85.0 |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

Key Ratios

| Year to March | FY25A | FY26E | FY27E | FY28E |
|-----------------------|-------|--------|--------|-------|
| RoE (%) | (8.4) | (13.6) | (12.1) | (9.8) |
| RoCE (%) | (3.4) | (4.8) | (3.3) | (0.9) |
| Inventory days | 400 | 274 | 266 | 267 |
| Receivable days | 41 | 18 | 17 | 18 |
| Payable days | 366 | 249 | 241 | 242 |
| Working cap (% sales) | 32.8 | 11.2 | 11.2 | 11.2 |
| Gross debt/equity (x) | 0.2 | 0.3 | 0.3 | 0.3 |
| Net debt/equity (x) | 0.1 | 0 | 0 | 0 |
| Interest coverage (x) | (0.9) | (1.3) | (1.0) | (0.5) |

Valuation Metrics

| Year to March | FY25A | FY26E | FY27E | FY28E |
|--------------------|-------|-------|-------|-------|
| Diluted P/E (x) | nm | nm | nm | nm |
| Price/BV (x) | 1.5 | 1.7 | 1.9 | 2.1 |
| EV/EBITDA (x) | 1.0 | (0.4) | 0.1 | 0.1 |
| Dividend yield (%) | 0 | 0 | 0 | 0 |

Source: Company and Nuvama estimates

Valuation Drivers

| Year to March | FY25A | FY26E | FY27E | FY28E |
|-------------------|--------|--------|--------|--------|
| EPS growth (%) | (48.5) | 89.8 | (21.9) | (26.9) |
| RoE (%) | (8.4) | (13.6) | (12.1) | (9.8) |
| EBITDA growth (%) | 82.8 | 0.8 | 34.5 | 25.7 |
| Payout ratio (%) | nm | nm | nm | nm |

Q2FY26 conference call highlights

Pantaloons

- Investments in marketing were significantly higher YoY, with ad spends nearly double last year's level
- Store identity revamp initiated 3 stores launched with new retail design, with 15 new stores planned this year; 8–15 store renovations expected annually to adopt the new format
- Longer-term store network rationalization nearing completion; H1 additions of 6 stores and 8 closures
- Management expects Pantaloons margins in the 15–17% range over the medium term, though near-term margins may remain pressured due to ongoing brand investments

Ethnic Portfolio

- Tasva reported 58% YoY revenue growth with 38% L2L growth, adding 8 new stores (total 78); targeted to cross 100 stores by FY26-end
- TCNS delivered 13% revenue growth (adjusted basis) and 19% L2L, with ~900bps improvement in margin, now near breakeven. Management expects TCNS to be profitable by FY27, with only Tasva expected to remain in investment phase
- Designer portfolio (Sabyasachi, Tarun Tahiliani) grew 32% YoY, led by 39% and 26% L2L growth, respectively, supported by brand visibility through collaborations and fashion events
- Wedding-related demand expected to drive sharp H2 profitability, as ~70% of ethnic revenues and ~80–85% of profits accrue in H2

TMRW

- Revenue grew 27% YoY, supported by portfolio expansion and premiumization efforts
- Losses increased sequentially, attributed to higher marketing investments to accelerate growth across brands
- The INR 4.5bn fundraise completed in Q2 will primarily support loss funding, working capital, and offline expansion, with no inorganic plans currently

OWND

- Reported 43% YoY revenue growth, adding 10 new stores in Q2, taking total to
- Expected to add 30+ stores in H2FY26, strengthening youth-focused fashion positioning
- Store design and branding revamped for improved distinctiveness and customer engagement

Luxury retail

Luxury retail (The Collective and mono-brand stores) grew 13% YoY with stable
 L2L momentum

- The Galeries Lafayette store (90,000 sq. ft.) opened in Mumbai in November, marking ABFRL's largest luxury venture
- Segment margins were volatile due to pre-opening costs of Galeries Lafayette; core luxury formats remained stable

Capex

- H1FY26 Capex stood at INR 2.6bn; management expects H2 Capex of INR 1-1.25bn, primarily for store additions
- Cash utilisation in H1 (INR 6bn) attributed to inventory build-up ahead of festive and wedding season; management expects stronger cash inflow in H2 as sales are seasonally higher (60:40 split between H2:H1)

Outlook

- Demand trends remain cautious but stable; early festive timing aided Q2 performance
- H2 expected to be stronger led by festive and wedding season tailwinds across categories
- Management confident of maintaining growth trajectory supported by portfolio diversity, brand investments, and operational efficiency

Exhibit 1: Ethnic performance tracker (excluding TCNS)

| Sabyasachi | Jaypore | Shantanu & Nikhil | Tasva | House of Masaba |
|--|--|---|---|---|
| Revenue grew by 50% for | - | Revenue growth of 2x | • Aim to touch 70 stores by | _ |
| FY23 over FY22. Jewellery | 3.5xYoY in Q1FY23 | YoY in Q1FY23 | FY23 end. | YoY in Q3FY23 |
| business grew by 75% | Revenue growth of 80% | Revenue growth of | · · | Launched its beauty and |
| YoY. | YoY in Q2FY23 | 1.5xYoY in Q2FY23 | franchisee model. | personal care line under |
| Launched a store in | Revenue growth of 80% | Revenue growth of | • 2 new stores opened via | the brand 'Lovechild' |
| Mumbai in Apr'23 | YoY in Q2FY23 | 1.43xYoY in Q3FY23 | franchisee model. | Revenue growth of 11% |
| 18% YoY growth in | Revenue growth of 90% | Intends to maintain the | • 1 new store opened via | YoY for Q1FY24 (Fashion |
| revenue led by jewellery | for FY23 YoY | pace of ramp-up | franchisee model. | business grew +18% and |
| (+33% YoY) and | Revenue growth of 53% | Revenue de-growth of | • 129% growth YoY. | retail business grew 31% |
| accessories in Q1FY24. | YoY in Q1FY24 | 53% for FY23 YoY | • Revenue growth of 100% | YoY) |
| +39% YoY growth in | Revenue growth of 49% | Revenue growth of 20% | YoY for Q3FY24. 8 stores | • Revenue growth of +18% |
| revenue, +18% LTL | YoY in Q2Y24 | YoY for Q1FY24 | added during the quarter. | YoY in Q2FY24 |
| growth in Q2FY24 | Revenue growth of 10% | Revenue growth of 33% | • Crossed Rs1bn in annual | • Revenue growth of +16% |
| +43% YoY growth | YoY in Q3Y24 | YoY for Q2FY24. 45% LTL | sales in FY24, doubled | YoY in Q3FY24. The |
| revenue, +42% LTL | • Revenue growth of +5% | in the bridal segment and | over the previous year. | beauty business forms |
| growth in Q3FY24 | in FY24. | 75% growth in Women's | • Sales up 79% YoY. Retail | 19% of the overall |
| • +56% growth in YoY | • 12% growth in Q1FY25 | wear | LTL at 26% in Q2FY25 | business. |
| revenue in Q4FY24. +42% | • Revenue up 15% YoY with | - | • Sales up 50% YoY. Retail | _ |
| growth in revenue in | retail LTL at 6% in | YoY for Q3FY24. Pret | LTL at 18% in Q3FY25 | YoY in FY24. Beauty |
| FY24 primarily led by the | Q2FY25. | label grew by +42% with | • Sales up 51% YoY. Retail | segment grew 4x of the |
| Jewellery segment. | • Revenue up 14% YoY with | +20% LTL. | LTL at 12% in Q4FY25 | previous year. |
| • 25% growth in | network expansion and | • Revenue growth of +21% | • Sales up 72% YoY. Retail | · · |
| accessories. Retail LTL at | higher realization in | in FY24. Pret Label grew | LTL at 39% in Q1FY26 | Q1FY25 |
| 5% in Q1FY25. | Q3FY25. | +45% YoY in FY24 with | Grew 58% vs LY despite | Sales up 123% YoY in |
| Jewellery grew by 8% | Scale driven operating | +16% LTL | very few wedding | Q2FY25 |
| during Q3FY25 | leverage improving | Pret label S&N grew by | dates | Sales more than doubled |
| Highest ever quarterly | profitability, grew 14% | 12% in Q1FY25 | 5th consecutive quarter | YoY, with Lovechild at |
| sales in Q4FY25 growing | YoY in Q4FY25 | • Sales up 10% in Q2FY25. | of double digit LTL. Q2FY26 | |
| 15% YoY and consistent | Single digit revenue | Pret label S&N grew by | LTL @38% - Led by strong | by 71% YoY. |
| double- digit profitability | growth and profitability | 24%. | festive & | Beauty Brand 'Lovechild' |
| Highest ever quarterly Alexin 015726 graving | improvement in Q1FY26 | Pret label S&N grew by 240/ in 025/25 | purchases for upcoming | grew 4x and fashion grew |
| sales in Q1FY26 growing | Posted 20%+ growth led bustons additions & LTI | 24% in Q3FY25. | wedding season | 21% YoY in Q4FY25 |
| 56% YoY and consistent double- digit profitability | by store additions & LTL growth in Q2FY26 | Pret label S&N grew by 20% in Q4FY25. | | Sales up 26% YoY in Q1FY26 |
| Another INR1bn+ | growth in Q2F126 | | | · |
| quarter, up 60% YoY, | | Revenue growth of +13% YoY in Q1FY26 | | Double digit growth in fashion business in Q2 |
| Growing profitability vs | | • 'Pret' revenue grew ~7% | | Steady traction in bridal |
| LY in Q2FY26 | | YoY this quarter in | | wear & High Jewellery |
| 21 111 (221 120 | | Q2FY26 | | wear & riight sewencry |
| | | ۵۲. ۱۲۵ | | |
| | | | | |

Source: Company, Nuvama Research

Exhibit 2: Performance summary

| <u>ABFRL</u> | Q2FY24 | Q3FY24 | Q4FY24 | Q1FY25 | Q2FY25 | Q3FY25 | Q4FY25 | Q1FY26 | Q2FY26 |
|---------------------|--------|---------|--------|--------|--------|--------|--------|---------|--------|
| <u>Pantaloons</u> | | | | | | | | | |
| Revenues (INRmn) | 10,210 | 12,970 | 8,950 | 11,010 | 10,820 | 13,050 | 8,850 | 10,940 | 11,418 |
| Revenues growth (%) | (7) | 12 | 12 | 7 | 6 | 1 | (1) | (1) | 6 |
| EBITDA (INR mn) | 1,030 | 2,347 | 931 | 1,938 | 1,620 | 2,520 | 1,340 | 1,870 | 1,570 |
| EBITDA growth (%) | (41) | 40 | 31 | 40 | 57 | 7 | 44 | (3) | (3) |
| EBITDA margin (%) | 10.1 | 18.1 | 10.4 | 17.6 | 15.0 | 19.3 | 15.1 | 17.1 | 13.8 |
| SSG (%) | (15.0) | 3.0 | 1.0 | 2.0 | 1.3 | - | (1.6) | - | 7.0 |
| Store count (Nos.) | 439 | 446 | 417 | 417 | 417 | 412 | 405 | 403 | 405 |
| <u>Ethnic</u> | | | | | | | | | |
| Revenues (INRmn) | 1,440 | 5,500 | 4,740 | 3,500 | 4,540 | 5,880 | 5,640 | 4,360 | 5,050 |
| Revenues growth (%) | | 63.2 | | 161.2 | 215.3 | 6.9 | 19.0 | 24.6 | 11.2 |
| EBITDA (INR mn) | (180) | 420 | 150 | (540) | (140) | 1,130 | 570 | 20 | (10) |
| EBITDA growth (%) | | 1,300.0 | | 54.3 | (22.2) | 169.0 | 280.0 | (103.7) | (92.9) |
| EBITDA margin (%) | (13) | 8 | 3 | (15) | (3) | 19 | 10 | 0 | (0) |
| <u>TMRW</u> | | | | | | | | | |
| Revenues (INRmn) | 850 | 1,480 | 1,140 | 1,430 | 1,750 | 1,870 | 1,450 | 1,970 | 2,220 |
| Revenues growth (%) | | 174.1 | | 95.9 | 105.9 | 26.4 | 27.2 | 37.8 | 26.9 |
| EBITDA (INR mn) | (390) | (490) | (500) | (460) | (380) | (620) | (380) | (630) | (620) |
| EBITDA growth (%) | | 75.0 | | 35.3 | (2.6) | 26.5 | (24.0) | 37.0 | 63.2 |
| EBITDA margin (%) | (46) | (33) | (44) | (32) | (22) | (33) | (26) | (32) | (28) |

Source: Company, Nuvama Research

Exhibit 3: Ethnic network

| | Mar'23 | Jun'23 | Sep'23 | Dec-23 | Mar-24 | Jun-24 | Sep-24 | Dec-24 | Mar-25 | Jun-25 | Sep-25 |
|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Jaypore | 18 | 20 | 22 | 25 | 25 | 27 | 27 | 27 | 29 | 36 | 36 |
| S&N | 15 | 16 | 18 | 19 | 21 | 20 | 20 | 20 | 21 | 21 | 21 |
| Tasva | 51 | 58 | 59 | 67 | 57 | 63 | 66 | 67 | 67 | 70 | 78 |
| House of Masaba | | 11 | 12 | 14 | 15 | 16 | 17 | 19 | 20 | 23 | 22 |

Source: Company, Nuvama Research

Exhibit 4: Valuation summary

| | Methodology | H1FY28 | Target | |
|-----------------------------------|-------------|--------|--------|----------|
| Pantaloons | EV/EBITDA | 10,356 | 8 | 82,846 |
| Ethnic | EV/Sales | 28,125 | 1 | 28,125 |
| TMRW | EV/Sales | 12,853 | 1 | 12,853 |
| Others | EV/Sales | 3,128 | 1.5 | 4,692 |
| Enterprise Value (INR mn) | | | | 1,28,516 |
| Less: Debt Q1FY28E | | | | 16,389 |
| Less: Lease Liabilities Q1FY28E | | | | 29,977 |
| Add: Cash Q1FY28E | | | | 15,086 |
| Core business market cap (INR mn) | | | | 97,236 |
| NOSH | | | | 1,220 |
| Value (INR/Share) - Jun-26 | | | | 79.68 |
| CMP (INR) | | | | 84 |
| Upside (%) | | | | -5.0% |

Source: Company, Nuvama Research

Exhibit 5: Quarterly summary (INR mn)

| Year to March | Q2FY26 | Q2FY25 | % YoY | Q1FY26 | % QoQ | H1FY26 | H1FY25 | % YoY |
|---------------------------------|---------|---------|--------|---------|--------|---------|---------|--------|
| Net revenues | 19,817 | 17,605 | 12.6 | 18,315 | 8.2 | 38,131 | 34,347 | 11.0 |
| Other operating income | | | | | | | | |
| Total income | 19,817 | 17,605 | 12.6 | 18,315 | 8.2 | 38,131 | 34,347 | 11.0 |
| Cost of goods sold | 8,347 | 8,109 | 2.9 | 7,812 | 6.8 | 16,159 | 15,939 | 1.4 |
| Employee cost | 3,305 | 2,901 | 13.9 | 3,031 | 9.0 | 6,336 | 5,421 | 16.9 |
| Other Expenditure | 7,477 | 5,793 | 29.1 | 6,354 | 17.7 | 13,831 | 11,289 | 22.5 |
| Total expenditure | 19,129 | 16,802 | 13.8 | 17,198 | 11.2 | 36,326 | 32,649 | 11.3 |
| EBITDA | 688 | 803 | (14.3) | 1,117 | (38.4) | 1,805 | 1,699 | 6.2 |
| Depreciation | 3,252 | 2,862 | 13.6 | 3,156 | 3.0 | 6,408 | 5,598 | 14.5 |
| EBIT | (2,564) | (2,059) | NM | (2,039) | NM | (4,603) | (3,899) | NM |
| Interest Expense | 1,242 | 1,412 | (12.1) | 1,134 | 9.6 | 2,376 | 2,733 | (13.1) |
| Other income | 545 | 312 | 74.9 | 635 | (14.2) | 1,181 | 649 | 81.9 |
| Profit Before Tax | (3,260) | (3,159) | NM | (2,538) | NM | (5,798) | (5,983) | NM |
| Provision for Tax | (380) | (418) | NM | (258) | NM | (637) | (866) | NM |
| Minority Interest | (318) | (288) | NM | (218) | NM | (535) | (823) | NM |
| Share of profit from associates | (70) | (32) | NM | (58) | NM | (128) | (35) | NM |
| Exceptional items | - | 1,024 | | - | NM | - | 1,024 | NM |
| Reported Profit | (2,633) | (1,462) | NM | (2,120) | NM | (4,753) | (3,306) | NM |
| Adjusted Profit | (2,633) | (438) | NM | (2,120) | NM | (4,753) | (2,282) | NM |
| No. of Shares outstanding (mn) | 1,220 | 1,071 | 13.9 | 1,220 | - | 1,220 | 1,071 | 13.9 |
| Adjusted Diluted EPS | (2.2) | (1.4) | NM | (1.7) | NM | (3.9) | (3.1) | NM |
| | | | | | | | | |
| as % of net revenues | | | | | | | | |
| cogs | 42.1 | 46.1 | (3.9) | 42.7 | (0.5) | 42.4 | 46.4 | (8.7) |
| Staff expenses | 16.7 | 16.5 | 0.2 | 16.6 | 0.1 | 16.6 | 15.8 | 5.3 |
| Other Expenditure | 37.7 | 32.9 | 4.8 | 34.7 | 3.0 | 36.3 | 32.9 | 10.4 |
| EBITDA | 3.5 | 4.6 | (1.1) | 6.1 | (2.6) | 4.7 | 4.9 | (4.3) |
| EBIT | (12.9) | (11.7) | (1.2) | (11.1) | (1.8) | (12.1) | (11.4) | NM |
| PBT | (16.5) | (17.9) | 1.5 | (13.9) | (2.6) | (15.2) | (17.4) | NM |
| Adjusted Profit | (13.3) | (2.5) | (10.8) | (11.6) | (1.7) | (12.5) | (6.6) | NM |

Source: Company, Nuvama Research

Company Description

In May 2015, ABFRL came into being following consolidation of ABNL's branded apparel business of Madura and Pantaloons. Post consolidation, Pantaloons was renamed Aditya Birla Fashion and Retail (ABFRL). Now with Madura brands reaching self sufficiency stage, Management's decision to demerge the portfolio into a separate entity will be a core value unlocking for the shareholders. The demerged entity housing the Lifestyle brands, VH Inner wear business, Reebok and American Eagle's business was demerged in May 2025 and listed back in June 2025. Current ABFRL portfolio houses Pantaloons, OWND, Ethnic business and Digital and Luxury brands business.

Investment Theme

Aditya Birla Fashion and Retail (ABFRL) is one of the largest branded clothing players ABFRL has ventured into fast fashion via Style Up and has multiple brands under its Premium ethnic, designer Ethnic, Digital first brands. The scale up of the Ethnic brands and the digital first brands has been commendable and places a compelling story to invest.

Key Risks

- Slow GDP revival leading to lower traction in discretionary spending
- While foreign brands such as Zara, Tommy Hilfiger, etc., have already established themselves, other brands such as H&M, GAP, among others, are venturing in the Indian market thereby heightening competition.

Additional Data

Management

| MD | Ashish Dikshit |
|------------------|-----------------------|
| | |
| CEO - Pantaloons | Sangeeta Pendurkar |
| CFO | Jagdish Bajaj |
| Auditor | Price Waterhouse & Co |

Recent Company Research

| Date | Title | Price | Reco |
|-----------|---|-------|------|
| 14-Aug-25 | Ethnic and TMRW drive growth; Result Update | 75.1 | Hold |
| 27-May-25 | Missing growth in core portfolio; Result Update | 86.7 | Hold |
| 03-Apr-25 | Focus on profitable growth; Company Update | 264 | Buy |

Holdings – Top 10*

| | % Holding | | % Holding |
|-----------------|-----------|-----------------|-----------|
| Quant Money man | 2.00 | Blackrock | 0.87 |
| Vanguard Group | 1.84 | ICICI Pru Life | 0.28 |
| IDFC MF | 1.65 | Norges Bank | 0.36 |
| Nippon life Ind | 1.07 | ABSL AMC | 0.17 |
| HDFC Life insur | 1.01 | Dimensional Fun | 0.16 |

^{*}Latest public data

Recent Sector Research

| Date | Name of Co./Sector | Title |
|-----------|---------------------------|---|
| 04-Nov-25 | Titan Company | Impressive quarter; positive forecast; <i>Result Update</i> |
| 31-Oct-25 | Vedant Fashions | Another weak quarter; Result Update |
| 31-Oct-25 | Restaurant Brands Asia | Q3 starts on strong footing; Result Update |

Rating and Daily Volume Interpretation



Source: Bloomberg, Nuvama research

Rating Rationale & Distribution: Nuvama Research

| Rating | Expected absolute returns over 12 months | Rating Distribution |
|--------|--|---------------------|
| Buy | 15% | 205 |
| Hold | <15% and >-5% | 68 |
| Reduce | <-5% | 37 |

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