



January 25, 2024

To,  
**National Stock Exchange of India Limited**  
Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C-1,  
Bandra Kurla Complex, Bandra (E),  
Mumbai – 400051

To,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort,  
Mumbai – 400001

**NSE Symbol: MANYAVAR**

**BSE Scrip Code: 543463**

Madam/Sir,

**Sub : Copy of Investors' Presentation January 2024 of Vedant Fashions Limited (the 'Company')**

**Ref : Information under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations")**

In accordance with Regulation 30 read with Schedule III of the Listing Regulations, please find enclosed a copy of 'Investor Presentation' in connection with the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and nine months ended December 31, 2023.

The aforesaid information is being uploaded on the Company's website ([www.vedantfashions.com](http://www.vedantfashions.com)).

We request you to kindly take the aforesaid information on record and disseminate the same on your respective websites.

Thanking you.

For, **Vedant Fashions Limited**

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**Navin Pareek**  
*Company Secretary and Compliance Officer*  
ICSI Memb. No.: F10672

Encl – As above

Manyavar®



Twamev®



Mohey®



Mebaz®



MANTHAN®



**Vedant Fashions Limited**

Investor Presentation - Jan 2024



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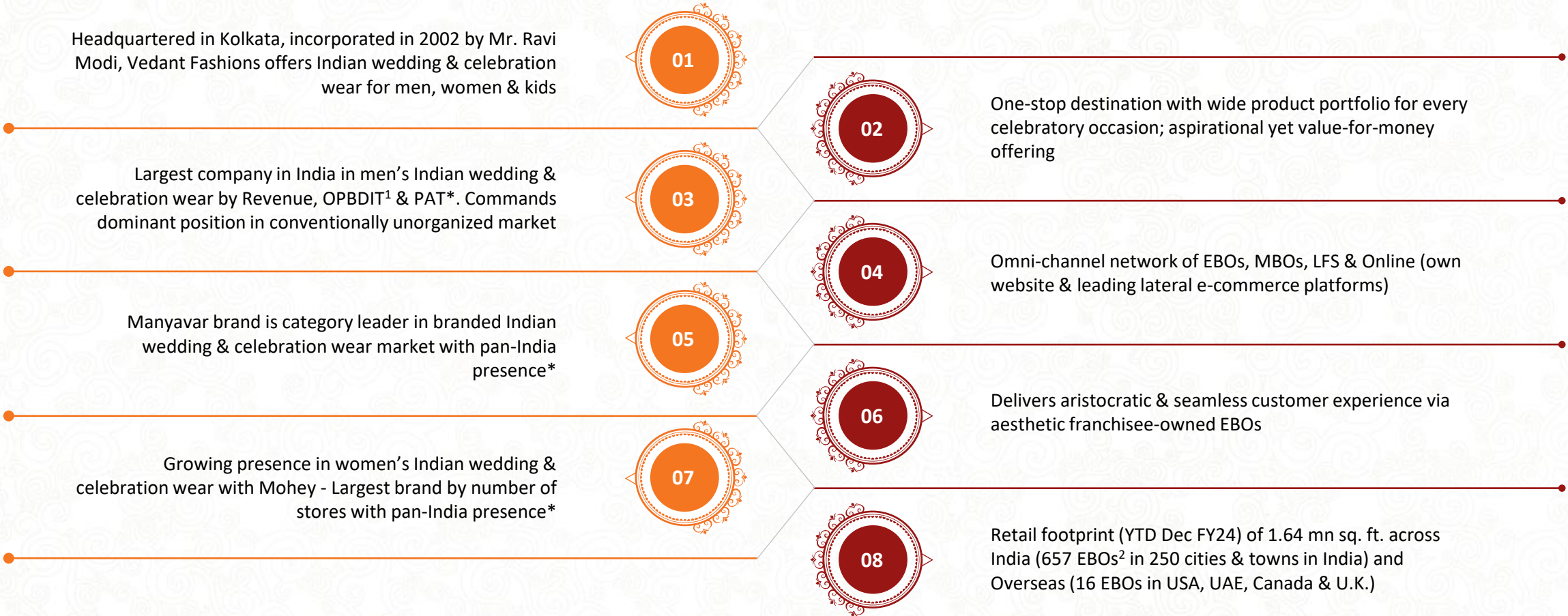


## About Vedant Fashions



# Introduction to Vedant Fashions

## Indian Wedding and Celebration Wear Brands



Source: \*Crisil Report; As of FY20 (latest available); Note: (1) OPBDIT is Operating profit before depreciation, interest & tax; (2) Includes 122 shop-in-shops (SIS)

# What makes Manyavar Special



## Aspirational Yet Value for Money

- Aspirational Brand with Aristocratic & seamless customer experience
- Uniform pricing across online & offline channels in India
- No discounts/ end-of-season sales for Manyavar brand
- Multi Decade growth Opportunity for the Category from here



## Multi-brand Product Portfolio

- One-stop destination with wide product portfolio for men, women & kids catering to all celebratory occasions across price points
- Low level of obsolete & dead stock
- 52 Week Design collection Model



## Strong Control Over Entire Ecosystem

- Strong design capabilities with data-driven/ AI backed decision-making and demand forecasting
- Tech-driven unique supply chain & inventory mgmt. with Automated Replenishment System at pin code level
- Integrated secondary sales network with full visibility of products sold at our stores
- Having First mover advantage, VFL scaled up and organized highly unorganized and fragmented category



## Curated Marketing Strategy with Multi Channel Presence

- Emotional connect with theme-based campaigns
- Celebrity brand ambassadors
- Omni-channel network with pan-India presence



## Industry Leading Economics

- World Class Financial Matrix in apparel retail being largest company in India in men's Indian wedding & celebration wear by Revenue, OPBDIT & PAT\*
- Asset light & franchisee-led EBO distribution model with high cash conversion ratio
- Leads the peer set in terms of financial & operational metrics

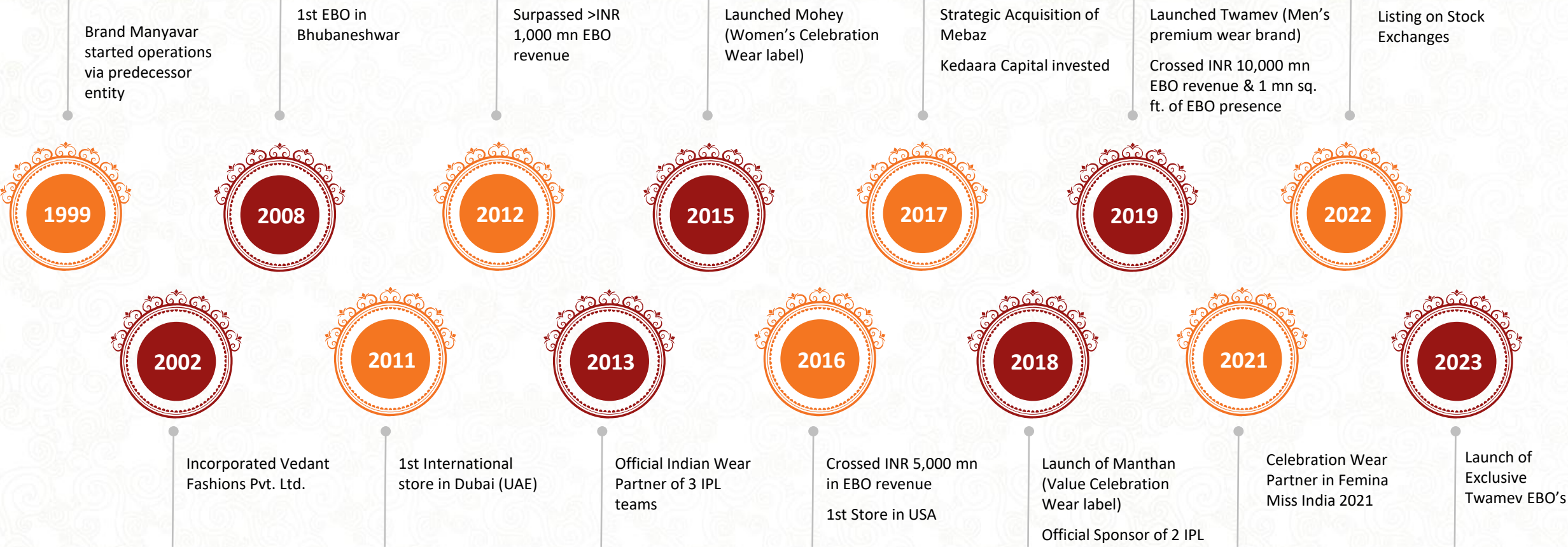


## Strong Corporate Governance

- Experienced management with rich functional expertise
- Big 4 statutory auditor coupled with eminent Board of Directors
- Embraces ESG & promotes CSR



# Evolution Over the Years





**Key Investment Highlights/ Our Strengths**



# Key Investment Highlights/ Our Strengths

Large & growing Indian wedding & celebration wear market driven by an increased spending on such wear

Market leader in Indian celebration wear market with diversified brand portfolio across value spectrum for entire family

Unique business model combining asset-light brand play along with seamless purchase experience; no end of season sales/ discounts for Manyavar brand

Attractive marketing initiatives of creating connections through emotions

Widespread pan-India multi-channel presence through EBO network with scalable franchisee model

Technology-based supply chain network with strong processes in place






Experienced & professional leadership team

Experienced Board of Directors aided by professional partners

Strong growth trajectory with industry leading margins, return metrics & healthy cash generation



# Diversified Brand Portfolio Catering to Aspirations of Entire Family

Brands	Year	Target Group	Price Spectrum	Distribution	Product Portfolio	Key Attributes
	1999 <sup>1</sup>	Men, Boys	Mid - Premium	EBOs, MBOs, LFS, E-commerce	<p><b>Men:</b> Kurta, Indo-western, Sherwani, jacket, accessories</p> <p><b>Kids:</b> Kurta set, jacket set, Indo-western, accessories</p>	<ul style="list-style-type: none"> <li>○ <b>Category leader</b> in branded Indian wedding &amp; celebration wear market with a <b>pan-India presence*</b></li> <li>○ <b>No end of season sales or discounts</b> for Manyavar brand</li> </ul>
	2015	Women	Mid - Premium	EBOs & E-commerce	<ul style="list-style-type: none"> <li>○ Lehenga</li> <li>○ Saree</li> <li>○ Skirt Top</li> <li>○ Gown</li> <li>○ Salwar Suit</li> <li>○ Accessories</li> </ul>	<ul style="list-style-type: none"> <li>○ <b>Largest brand by number of stores</b>, with pan-India presence focusing women's Indian wedding &amp; celebration wear*</li> <li>○ Benefit from <b>Manyavar's leadership position</b> &amp; pan-India EBO footprint</li> <li>○ Celebrity brand ambassador &amp; campaigns like <b>"#Dulhan wali feeling"</b></li> </ul>
	2019	Men, Women's	Premium	EBO's	<p><b>Men's</b></p> <ul style="list-style-type: none"> <li>○ Kurta set</li> <li>○ Sherwani</li> <li>○ Indo-western</li> <li>○ Suit</li> <li>○ Accessories</li> </ul> <p><b>Women's</b></p> <ul style="list-style-type: none"> <li>○ Saree</li> <li>○ Lahenga</li> <li>○ Skirt Top</li> <li>○ Gown</li> <li>○ Accessories</li> </ul>	<ul style="list-style-type: none"> <li>○ <b>Upscale</b> consumer experience</li> <li>○ <b>Cross-sell premium offering</b> to Manyavar customers</li> <li>○ Priced between <b>Manyavar &amp; luxury boutique brands</b></li> </ul>
	2017 <sup>2</sup>	Men, Women, Kids	Mid – Premium to Premium	EBO's	<p><b>Men:</b> Kurta, Indo-western, Sherwani, Jacket, Suit, Accessories</p> <p><b>Women:</b> Lehenga, Saree, Suit, Kurti</p> <p><b>Kids:</b> Lehenga, Gown, Frock, Kurta, Suit, Accessories</p>	<ul style="list-style-type: none"> <li>○ South India focused regional brand; <b>strong presence in AP &amp; Telangana</b></li> <li>○ <b>One-stop shop</b> for ethnic celebration need of entire family</li> <li>○ <b>Rich heritage</b> brand with strong legacy</li> </ul>
	2018 <sup>3</sup>	Men	Value	MBOs, LFS, E-commerce	<ul style="list-style-type: none"> <li>○ Kurta</li> </ul>	<ul style="list-style-type: none"> <li>○ Large blend of product designs at <b>value prices</b></li> <li>○ Aims to cater to <b>sizeable number of mid-market weddings &amp; other celebrations</b></li> </ul>

Source: Crisil Report; \*As of FY20 (latest available); Note: (1) Brand 'Manyavar' started operations via predecessor entity in 1999; (2) Brand 'Mebaz' was started in 2002 but was acquired by Company in 2017; (3.) Large scale operations commenced after refreshed launch in 2018;





**Our Growth Strategy**



# Our Growth Strategy



**Retail Expansion within and outside India**



**Up-selling and cross-selling initiatives**



**Enhancement of brand appeal through targeted marketing initiatives**



**Significant potential and space for growth of our emerging brands**



**Disciplined approach towards acquisitions**





## **Q3 and YTD Dec FY24 Key Highlights, Update and Financial Performance**

# Company Key Performance Highlights

- In Q3 FY24, retail footprint presence increased by **52 k sq. ft.** net retail area and by **1.72 Lacs sq. ft.** net retail area in **9M FY24**;
- As of Dec 2023, total **retail presence** stands at **1.64 mn sq. ft.**

- In Q3 FY24, **Revenue from operations** grew by **+7.5 %** as compared to Q3 FY23; and **PAT** grew by **+4.9 %** in Q3 FY24 as compared to Q3 FY23;
- **Retail growth (Sale of our Customers)** was up **+11.1%** in Q3FY24 as compared to Q3 FY23

- **Revenue from operations** grew by approx. **+53%** in 9M FY24 as compared to pre covid period of 9M FY20\*
- **PAT** grew by approx. **+80%** in 9M FY24 as compared to pre covid period of 9M FY20\*;

- In Q3 FY24, **October** month was **significantly impacted** due to inauspicious **Shraddh period**, however **EBO Customer sales** grew by approx. **+30.7%** and **SSSG** grew by approx. **+17.3%** during major wedding/ festivities period of 60 days starting from Navratri as compared to last year 60 days comparable period starting from Navratri ;

- In TTM Dec 2023, the Company reported strong **Cash Conversion ratio** (Operating Cashflow / PAT) of **+85%\*\***;
- During 9M FY24 period, Company reported strong **Gross Margin** of **67.2%** and **PAT margin** of **29.7%**;

During nine-month period Dec 2023, Company's overall performance got impacted due to **significantly lower weddings nationally, general slowdown** impacting **consumer sentiments**, coupled with **higher base effect** of last year, post covid. However, the company have been able to effectively **maintain strong financial margins and profitability metrics**, reflecting resilient business fundamentals;

Note: 1. \*FY20 quarterly numbers considered are not audited/reviewed and all numbers are based upon broad management estimates; \*\* Figures represented above are based upon management estimates;

Note 2: All figures in relation to financial statements are based upon Consolidated financials;



# Wide Pan-India Reach and Presence including International Markets

## Presence (As of YTD Dec FY24)

**1.64 mn Sq. ft.**

EBO's Area\*  
(Including 36K area of Intl. Stores in 4 Countries)

**673**

EBO's\* (Including 16 Intl. EBO's)

**250**

Cities and towns in India

## Net Rollout (Q3 FY24)

**52 k Sq. ft.**

EBO's Area

**4**

EBO's

## Net Rollout (9M FY24)

**172 k Sq. ft.**

EBO's Area

**24**

EBO's  
(Including 4 Exclusive Twamev EBO's)







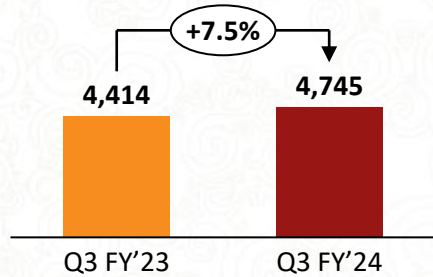


# Key Financial Highlights (Consolidated)

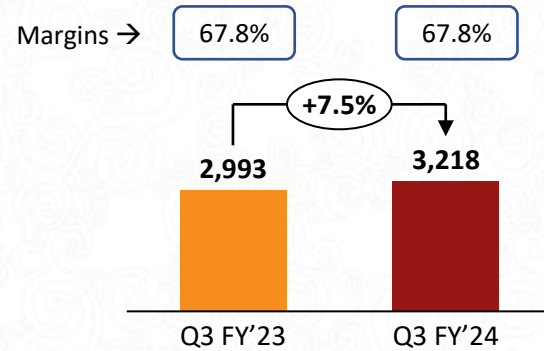
INR in mn

## Q3 FY24 YoY Analysis

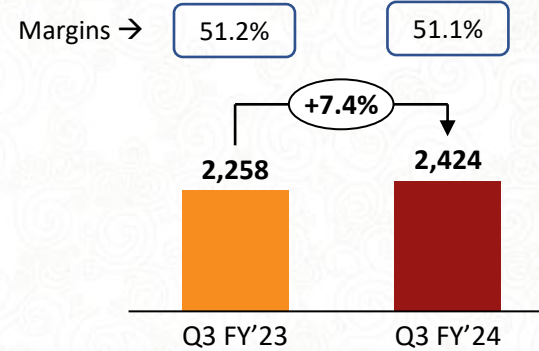
### Revenue from Operations



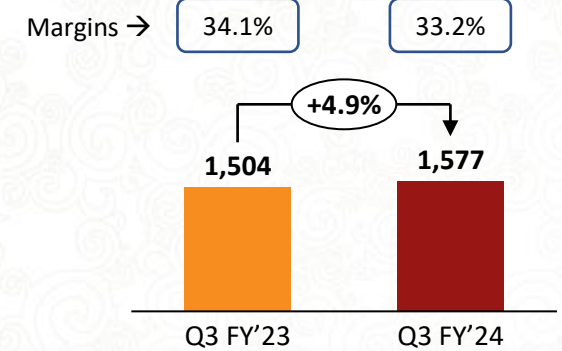
### Gross Profit<sup>1</sup> & Gross Margin



### EBITDA<sup>2</sup> & EBITDA Margin

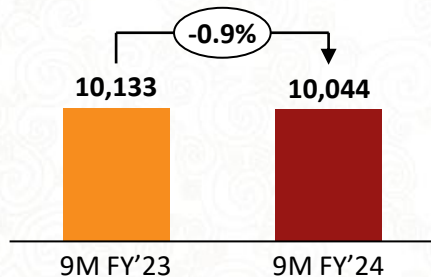


### PAT & PAT Margin

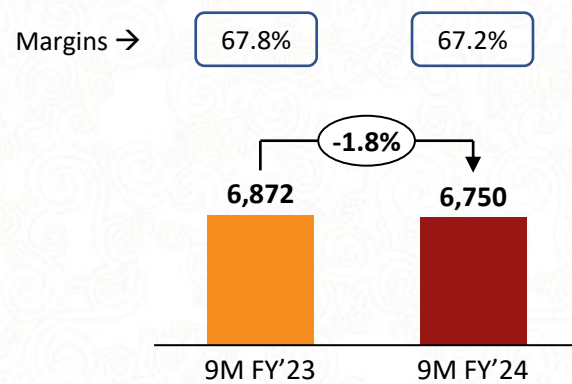


## 9M FY24 YoY Analysis

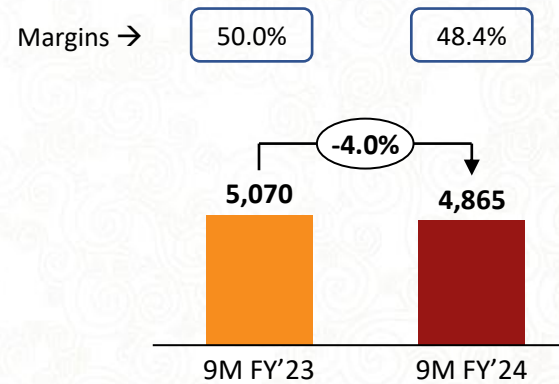
### Revenue from Operations



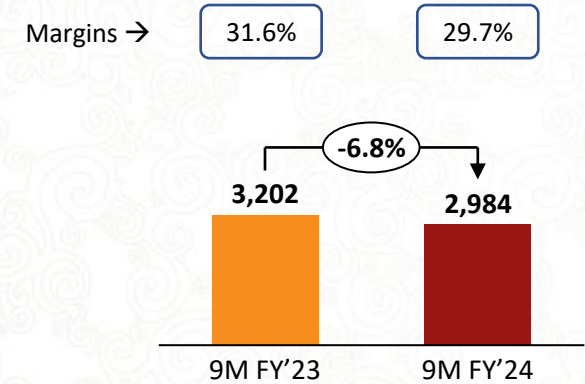
### Gross Profit<sup>1</sup> & Gross Margin



### EBITDA<sup>2</sup> & EBITDA Margin



### PAT & PAT Margin



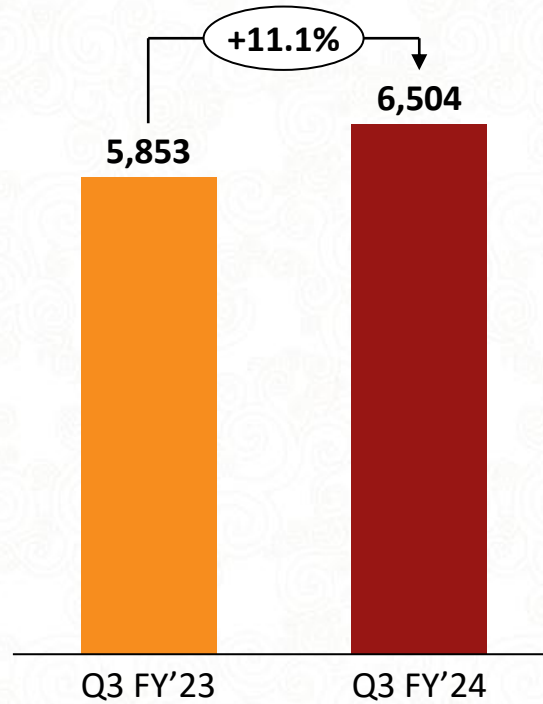
Note: (1) Gross Profit = Revenue from Operations – Cost of Goods Sold; Cost of Goods Sold = Cost of Material Consumed + Changes in Inventories of finished goods, stock in trade & Work-in-progress + Purchase of stock-in-trade + Job Charges; Gross Margin = Gross Profit ÷ Revenue from Operations (2) Note for EBITDA = PBT + Finance cost + Depreciation - Interest Income - Dividend Income - Profit on sale of investments - Profit on fair valuation of investments carried at FVTPL;

# Key Retail Performance Overview

INR in mn

## Retail Performance Vs FY23 (Sale of our Customers<sup>1</sup>) across Channels

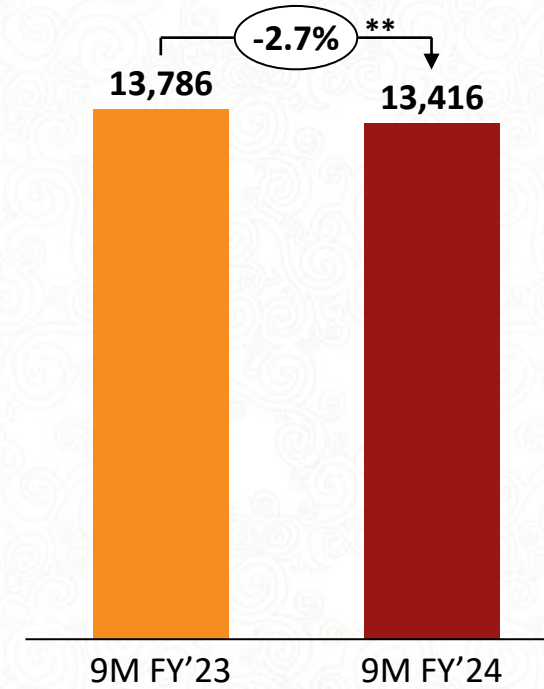
### Q3 FY'24 Vs Q3 FY'23



VFL recorded SSSG<sup>2</sup> of -2.1%\* in Q3 FY24 over Q3 FY23

**\* October month was significantly impacted by Shraddh**

### 9M FY'24 Vs 9M FY'23



VFL recorded SSSG<sup>2</sup> of -12.7% \*\* in 9M FY24 over 9M FY23

**\*\* Significant Lower Wedding Dates**

Note: (1) Sales of our customers comprises of sales of products of our brands (a) made by our EBOs, LFSs and online channel customers, and (b) made by us to MBOs (including shop in - shops) and certain lateral e - commerce platforms customers at RSP; (2) SSSG stores for comparing with Q3 FY23 and 9M FY23 includes stores open on or before 31st Mar' 2022 and running as on 31st Dec' 2023;



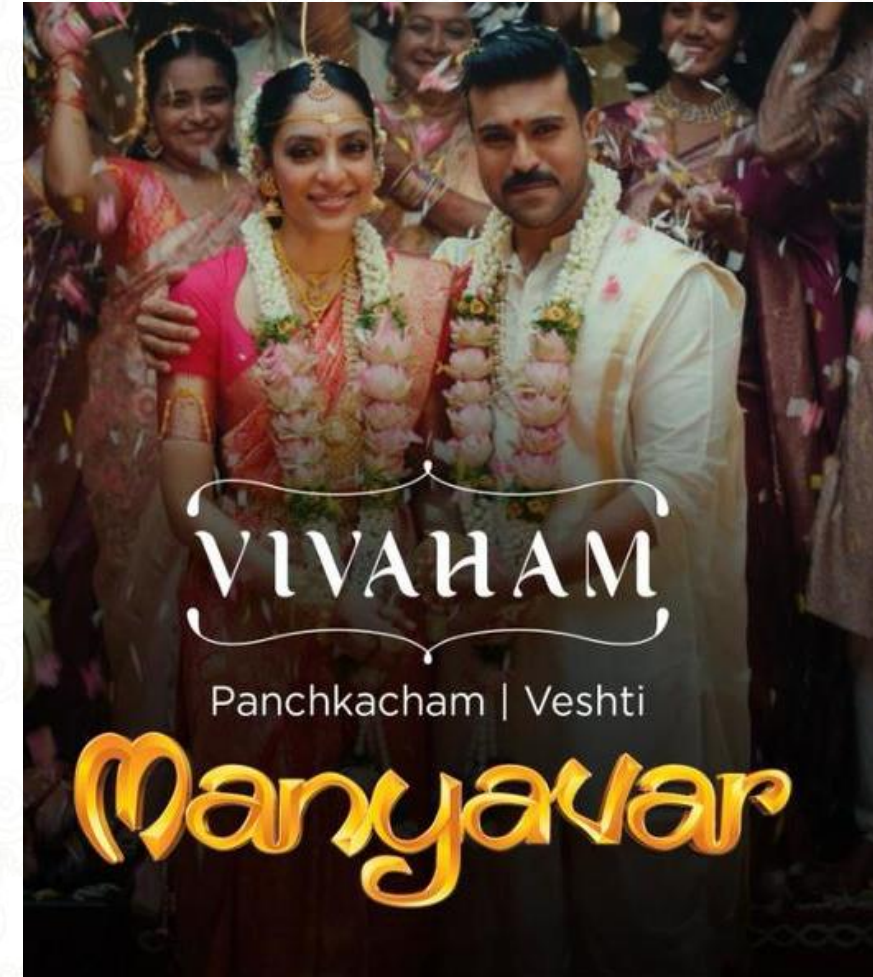
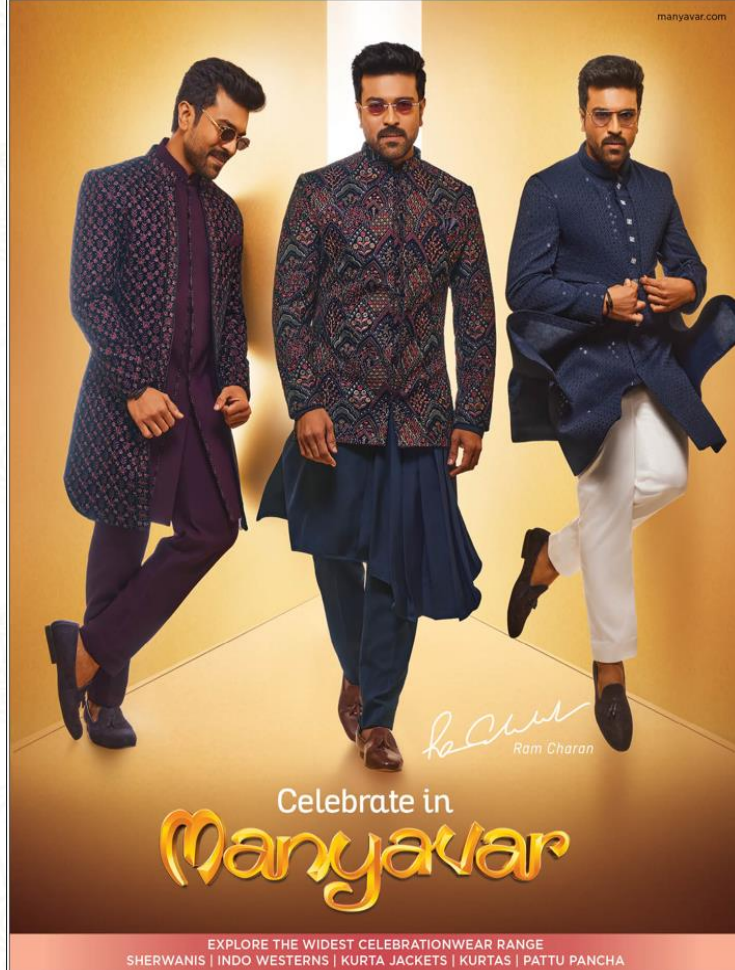
# Profit and Loss Statement Q3 and 9M FY24 (Consolidated)

INR in mn

Particulars		Quarter ended		Nine Month ended		Year ended
		Dec 31, 2023	Dec 31, 2022	Dec 31, 2023	Dec 31, 2022	31-Mar-23
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>Sr.no</b>	<b>Income:</b>					
I	Revenue from operations	4,745	4,414	10,044	10,133	13,549
II	Other income	155	100	456	268	402
III	<b>Total income ( I + II )</b>	<b>4,900</b>	<b>4,514</b>	<b>10,500</b>	<b>10,401</b>	<b>13,952</b>
<b>IV</b>	<b>Expenses:</b>					
	Cost of materials consumed					
	- Raw materials	358	385	914	1,130	1,436
	- Accessories & packing materials	45	52	113	146	191
	Purchases of stock-in-trade	730	721	1,408	1,715	2,281
	Changes in inventories of finished goods, stock-in-trade and work-in-progress	212	16	357	(435)	(389)
	Employee benefits expense	138	153	434	418	566
	Finance costs	112	75	313	230	315
	Depreciation and amortisation expense	344	251	968	763	1,038
	Other expenses	842	843	1,988	2,130	2,755
	<b>Total expenses</b>	<b>2,780</b>	<b>2,495</b>	<b>6,494</b>	<b>6,097</b>	<b>8,193</b>
<b>V</b>	<b>Profit before tax (III-IV)</b>	<b>2,119</b>	<b>2,019</b>	<b>4,005</b>	<b>4,304</b>	<b>5,758</b>
<b>VI</b>	<b>Tax expense:</b>					
	- Current tax	524	511	969	1,097	1,445
	- Deferred tax	18	5	52	5	23
<b>VII</b>	<b>Profit for the period / year (V-VI)</b>	<b>1,577</b>	<b>1,504</b>	<b>2,984</b>	<b>3,202</b>	<b>4,291</b>

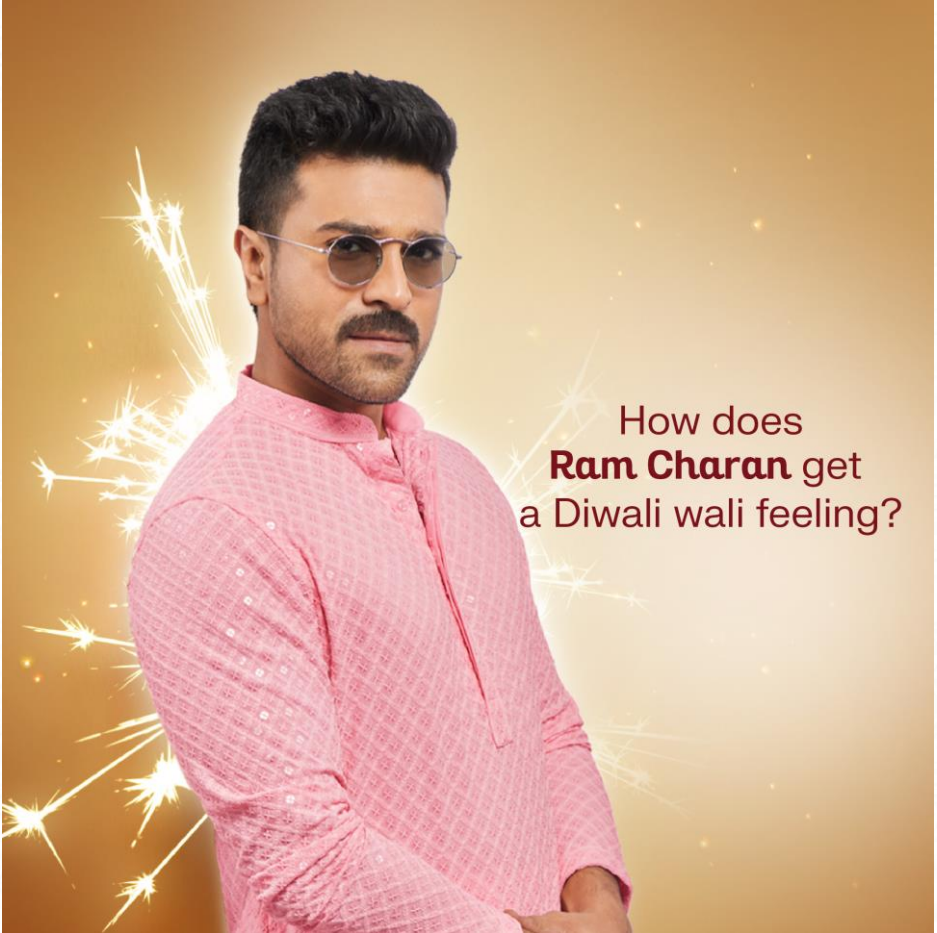
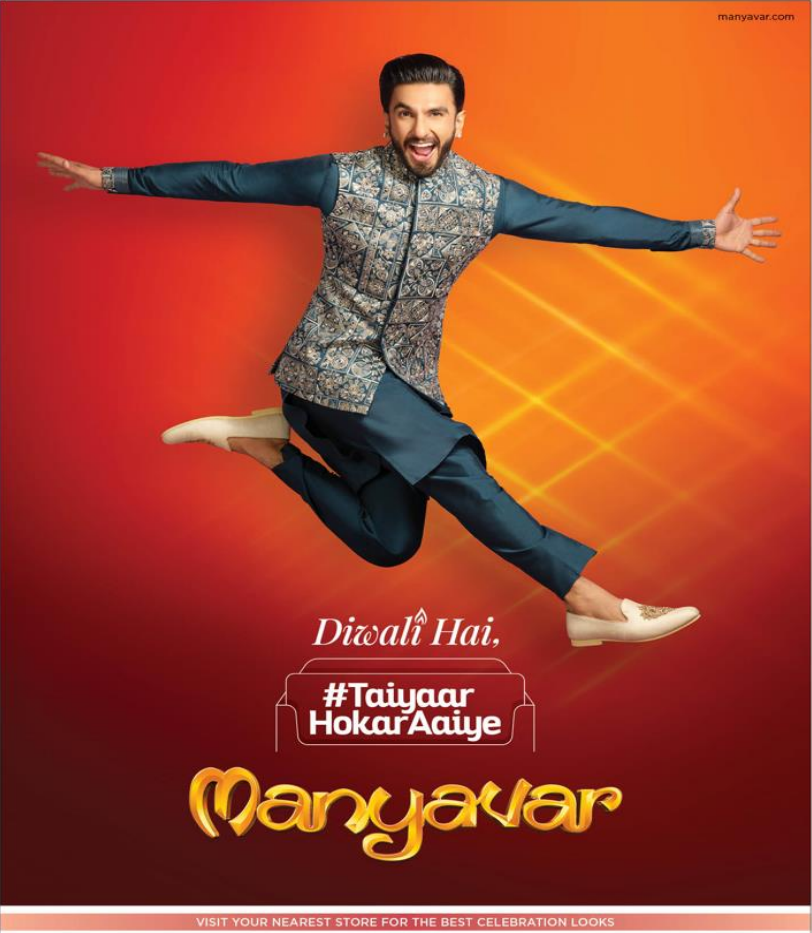


**Wedding:** Launched South-specific range(Pancha, Veshti) with superstar Ram Charan and continued Rest of India with 360 approach



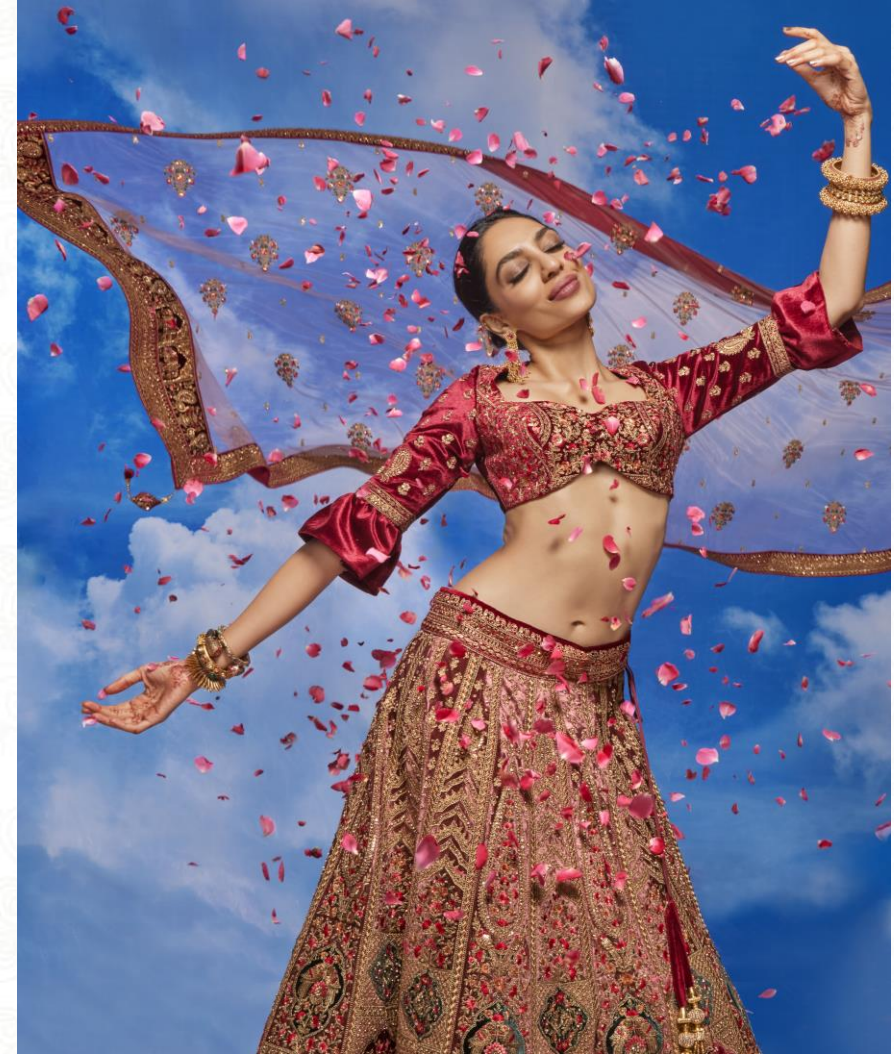


# Festivals : Promoted new collections via 360 approach





**Women:** Brand building for Mohey leveraged content co-created with celebrity associations, real brides & leading stylists







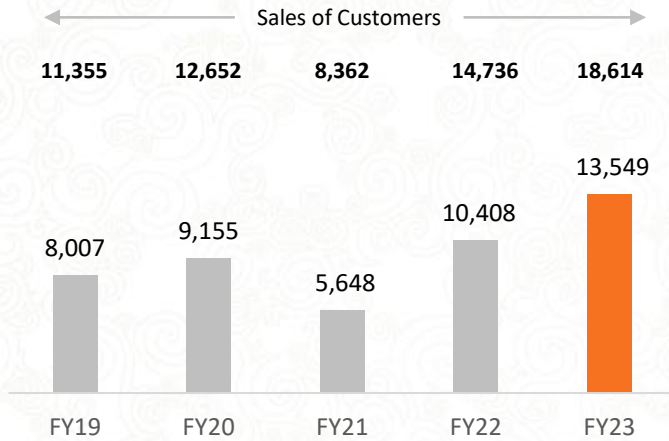
## Financial Summary



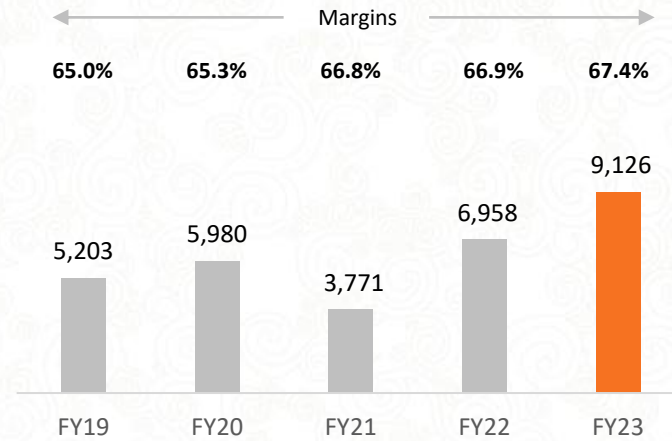
# Long Track Record of Strong Growth Trajectory

INR in mn

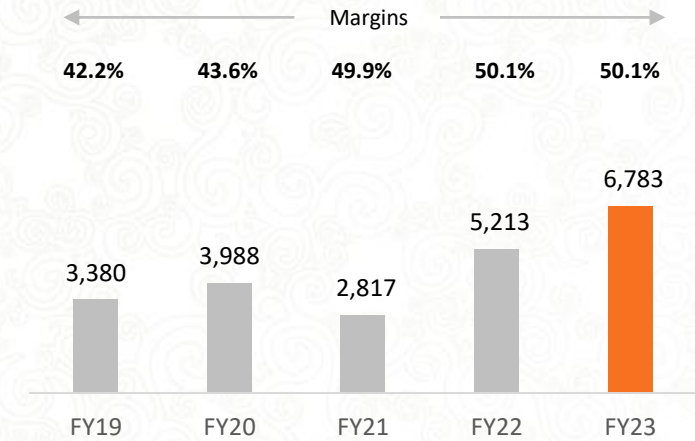
## Revenue & Sales of Customers



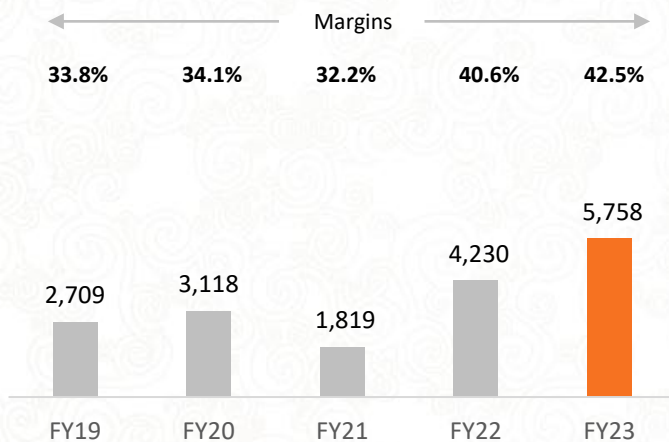
## Gross Profit<sup>1</sup>



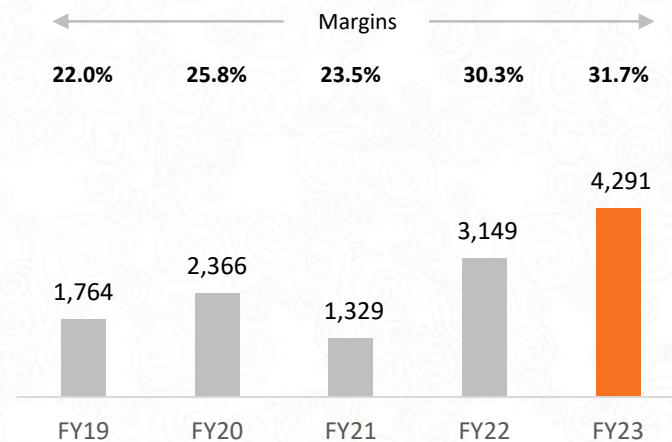
## EBITDA<sup>2</sup>



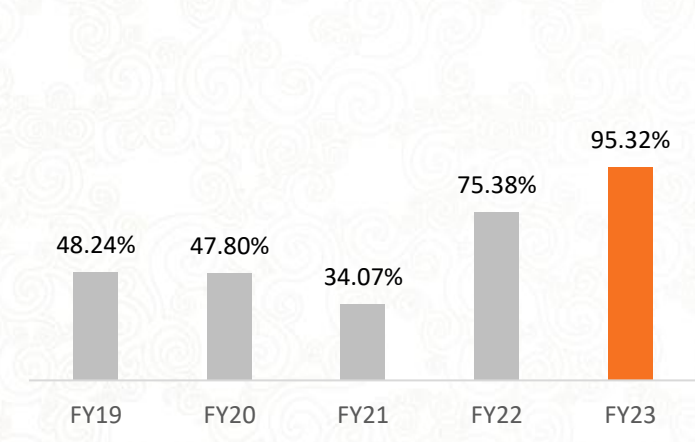
## PBT



## PAT



## RoCE (Pre-Tax)<sup>3</sup>



Note: (1) Gross Profit = Revenue from Operations – Cost of Goods Sold; Cost of Goods Sold = Cost of Material Consumed + Changes in Inventories of finished goods, stock-in-trade & Work-in-progress + Purchase of stock-in-trade + Job Charges; Gross Margin = Gross Profit ÷ Revenue from Operations (2) Note for EBITDA = PBT + Finance cost + Depreciation - Interest Income - Dividend Income - Profit on sale of investments - Profit on fair valuation of investments carried at FVTPL; (3) ROCE = Numerator = PBT + Finance cost – (Interest income on fixed deposits, debentures + Profit on sale of investments + Profit on fair valuation of investments carried at FVTPL + Dividend income from mutual funds) Denominator = Net worth – (Current investment + Non current investment + Other bank balance)



# Awards and Accolades



2023

**“Entrepreneur Of The Year”**  
Consumer Products and Retail  
EY

**“India Retail Champions Award”**  
Apparel & Lifestyle category



2022

**“Dream Employer of the Year”**  
World HRD Congress

**“The Best of Bharat” Awards**  
E4M Pride of India

**“Most Admired Fashion Brand of the year: Men’s Indianwear”**  
Images Fashion Award



2021

**“Most Admired Retailer of the year Marketing and Advertising campaign”**  
Mapic India

**“Best Employer Branding Award”**  
World HRD Congress and Stars Group



2020

**“Men’s Indianwear”**  
Images Excellence Award

**“Retail Marketing Campaign of the Year #TaiyaarHokarAaiye”**  
ET Now

**“Excellence in Business Performance – Turnover between INR 300 Crore and 1,000 Crore”**  
ET Bengal Corporate Award



2019

**“Transformational Contribution to Indian Apparel and Retail Industry”**  
Ministry of Textiles and the Clothing Manufacturers Association of India

**Times Business Award for “Best Men's Ethnic Wear Brand (East)”**  
Times Group

**“Retail Marketing Campaign of the Year”**  
ET Now



2018

**“Most Admired Retailer of the Year Marketing & Promotions Campaign”**  
Images Retail Award



2017

**“Most Admired Fashion Brand of the year: Men’s Indian Wear”**  
Images Fashion Award



2015

**“National Retailer of the Year”**  
4th Annual Indian Retail & Indian eRetail Awards

**“Excellence in Supply Chain Management & Fulfillment”**  
Images Retail Tech Award

**“Highest Job Creator - above INR 300 crore to INR 1000 crore”**  
ET Bengal Corporate Award



2014

**“Fastest Growing Company-maximum turnover INR 300 crore”**  
ET Bengal Corporate Award

**“Pioneer in Ethnic Retail Business”**  
ABP News



2008-2010

**“Iconic Men’s Ethnic Brand”**  
Central Icons



2004-2008

**“Best Men's Ethnic Wear Brand”**  
Central Icons



# Glossary

<b>Term</b>	<b>Description</b>
<b>Company</b>	Vedant Fashions Limited
<b>Crisil Report</b>	The report titled “Assessment of the apparel industry with a special focus on Indian wedding and celebration wear market in India” dated Sep-2021 as updated by the addendum dated December 2021 prepared by CRISIL
<b>EBO</b>	Exclusive brand outlets of a brand or company
<b>ERP</b>	Enterprise resource planning system
<b>Indian wedding &amp; celebration wear</b>	Apparel worn on special occasions such as weddings; close-knit family functions like puja, house warming, etc.; festivals such as Diwali, Eid, Holi and Rakshabandhan; and other events such as Independence Day and Republic Day
<b>Indo-western</b>	Combination of traditional Indian ethnic apparel & western wear
<b>LFS</b>	Large format stores
<b>MBO</b>	Multi-brand outlets
<b>Men’s ethnic wear or apparel</b>	Apparel including Kurtas, Indo-westerns, Sherwanis, jackets & other accessories
<b>OPBDIT</b>	Operating profit before depreciation, interest & tax
<b>Ready-to-wear</b>	Apparel made for general market & sold through shops rather than made to order for an individual customer
<b>RSP</b>	Retail selling price
<b>Sales of Customers</b>	Includes sales of products of Company’s brands (a) made by Company’s EBOs, LFSs & online channel customers, & (b) made by Company to MBOs (including shop-in-shops) & certain lateral e-commerce platforms customers at RSP
<b>SIS (Shop-in-shops)</b>	An arrangement where a separate retail space is allocated in stores for retailing Company’s products
<b>Women’s ethnic wear or apparel</b>	Apparel such as lehengas, sarees & stitched suits



COMPANY :

**Manyavar Mohey**

Vedant Fashions Limited

CIN : L51311WB2002PLC094677

**Investor Relations Team**

[investor.relations@manyavar.com](mailto:investor.relations@manyavar.com)

[www.vedantfashions.com](http://www.vedantfashions.com)

INVESTOR RELATIONS ADVISORS :



**orient capital**

**Orient Capital (a division of Link Group)**

Mr. Nikunj Jain

+91 9769060608

[nikunj.jain@linkintime.co.in](mailto:nikunj.jain@linkintime.co.in)

Mr. Rajesh Agrawal

+91 99674 91495

[rajesh.agrawal@linkintime.co.in](mailto:rajesh.agrawal@linkintime.co.in)



**Thank you**