

PDS accelerates its growth momentum with Q2 FY25

Delivers highest ever sales in a quarter

Mumbai, October 30, 2024: PDS Limited, the global fashion solutions and infrastructure company offering customized solutions to global brands and retailers across services like product development, sourcing, manufacturing, and brand management, has announced its financial results for Q2FY25.

In ₹ cr, unless mentioned otherwise

Particulars	Q2 FY25	Q1 FY25	(Q-o-Q)	H1 FY25	H1 FY24	(Y-o-Y)
Gross Merchandise Value	5,437	3,898	39%	9,335	6,736	39%
Revenue from Operations	3,306	2,621	26%	5,927	4,578	29%
EBITDA ⁽¹⁾	185	121	52%	306	241	27%
PAT ⁽¹⁾	131	81	62%	211	152	39%

(1) Normalised for investments in new verticals and initiatives

KEY HIGHLIGHTS FOR THE Q2 FY25

- Achieved highest-ever quarterly GMV of ₹5,437crs
- The quarter with the highest sales till date, recorded a growth of 26% vs previous quarter
- Normalised EBIDTA stood at ₹185crs, growth of 52% & margin of 6.0%
- Normalised PAT grew by 62% reaching ₹131crs with a margin of 4.3%
- Growth momentum expected to continue with an order book of ~\$620 million, up over 20% year-on-year

KEY HIGHLIGHTS FOR THE H1 FY25

- GMV handled for the period increased by 39% at ₹9,335crs (crossing over \$1.1bn)
- Reported topline of ₹5,927crs registering growth of 29%
- Normalised EBIDTA stood at ₹306crs, growth of 27% with margins of 5.5%
- Normalised PAT grew by 39% at ₹211crs with a margin of 3.8%
- Declared interim dividend of ₹1.65 per share

Speaking on the Q2 FY25 performance, **Pallak Seth, Executive Vice Chairman**, said "As evident from our recent performance, we are back on track to achieve our long-term targets. During the quarter, we have witnessed strong growth across geographies, categories and service offering for our key customers. In the short term, steady interest rates and easing inflation across geographies increases our optimism. We remain vigilant, ready to adapt and refine our approach to stay resilient and responsive in a dynamic landscape"

"We're thrilled at our growth trajectory which is a testament to the impact of our strategic initiatives and resilience of our business model. Our expanding order book is a clear indicator of the momentum we are building. We anticipate continued profitability enhancements in the coming quarters, fuelled by operating leverage, new verticals reaching scale and unlocking growth potential, along with capitalising on strategic synergies. Our recent progress underscores our commitment to delivering sustainable, long-term profitable growth.", said **Sanjay Jain, Group CEO**.



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ABOUT PDS LIMITED: (www.pdsltd.com)

PDS Limited is a global fashion infrastructure platform offering product development, sourcing, manufacturing, and distribution for major brands and retailers worldwide handling over \$1.8 billion of Gross Merchandise Value. The Company operates a vast global network covering over 90 offices in 22 countries, with over 4,200 employees and 6,000 factory associates worldwide. PDS also offers a bespoke end-to-end outsourcing solution, engaging dedicated talent and infrastructure as an extended arm of retailers and brands. The Company reported consolidated revenues of ₹10,373cr in FY24.

PDS is listed on leading stock exchanges in India, BSE Ltd. (Scrip Code: 538730) and the National Stock Exchange of India Ltd (Scrip Code: PDSL).

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