

## INTERVIEW WITH SANJAY JAIN



Sanjay Jain  
Group Chief Executive Officer  
PDS Ltd



PDS is committed to 'Make in India' initiative and advancing future of sustainable manufacturing. PDS Limited, a renowned apparel sourcing and manufacturing entity, has continued its impressive growth trajectory. The company reported a robust 26 per cent year-on-year increase in its overall performance for the first nine months of the current financial year, reaching a top-line figure of ₹9,052 crore. More notably, PDS saw a significant 66 per cent rise in profits after tax in the third quarter, underscoring its strong financial health and successful operational strategies.

Also, in a strategic move, PDS Limited announced acquisition of a 55 per cent stake in Knit Gallery India Private Limited. This acquisition, valued at ₹41 crore, is expected to bolster PDS's manufacturing capabilities and diversify its portfolio.

To understand better the dynamics behind this acquisition and its alignment with the company's long-term vision, Fibre2Fashion interacted with Sanjay Jain, the Group Chief Executive Officer of PDS Ltd, who provided his insights into how this strategic move fits into the company's growth plans and discussed key industry developments. Additionally, he also shared his perspective on the Union Budget while also shedding light on the company's future direction and its ongoing efforts to enhance shareholder value.

Following are the excerpts from the interview.

- Q.** How does the acquisition of a 55 per cent stake in Knit Gallery India Pvt Ltd (KGIPL) align with PDS's long-term strategy of diversifying its sourcing footprint, and what synergies do you anticipate between PDS and KGIPL in terms of operational efficiencies and market expansion?
- A.** The announcement to acquire a 55 per cent stake in KGIPL is a strategic move that directly supports PDS's long-term goal for diversifying sourcing locations and expanding its manufacturing capabilities in India. We aim to drive significant synergies, enabling us to leverage our global distribution network alongside KGIPL's localised production strengths, thereby accelerating market expansion and reinforcing our competitive position in the global textile and apparel industry.
- Q.** Given PDS's impressive 26 per cent year-on-year growth in Q3, what key factors do you attribute to this sustained growth?
- A.** Our YoY growth in Q3 can be attributed to several key factors, including an efficient global sourcing network, stringent cost optimisation measures, and a diversified market presence that has effectively capitalised on demand in key regions such as North America, which saw nearly 70 per cent growth.
- Q.** With India's growing prominence in the global fashion and textile industry, how do you see PDS capitalising on this trend to enhance its competitive positioning?
- A.** India's textile and apparel industry is on the brink of significant expansion fuelled by favourable economic conditions, government initiatives, and an expected shift in global sourcing strategies. With our manufacturing and sourcing capabilities, PDS is well-positioned to capitalise on these trends to enhance our competitive positioning in this increasingly dynamic market environment. By tapping into India's vast

cotton resources and skilled workforce, PDS can solidify its competitive positioning and lead in both quality and innovation.

**Q.** How do you envision PDS Limited evolving over the next five years, and what strategies will you implement to drive this growth?

**A.** PDS' trajectory over the next five years will be defined by strategic market expansion, innovation, and operational excellence. With a strong manufacturing presence in South Asia—including facilities in Bangladesh, Sri Lanka, and India—we are poised to enhance production and sourcing capabilities and capitalise on regional strengths. Our unique business model supports our strong foothold in the UK and European markets, enabling us to address evolving global demands and capitalise on emerging market opportunities.

By bridging market gaps and forging deeper connections with global brands, PDS is well-positioned to drive innovation, scalability, and long-term value creation.

**Q.** How do you view the Union Budget 2025-26. Do you think the Budget has been able to adequately address the challenges faced by the apparel and textile sector?

**A.** The Union Budget 2025-26 has put a great impetus on boosting the national manufacturing for small, medium, and large industries; the domestic textile industry will be benefitted with this move. The inclusion of a five-year mission to enhance Extra Long Staple (ELS) cotton productivity is also a welcome step to boost high-quality raw material production, strengthen traditional textiles, reduce imports, and drive exports. We expect the industry to benefit from these reforms.

We hope that the new reforms towards boosting national manufacturing, spotlights India's capabilities as an international manufacturing hub. At PDS, we are equally committed to the 'Make in India' initiative and advancing the future of sustainable manufacturing.

**Q.** In terms of trade barriers and international competition, do you think the Budget has been able to address properly the concern areas? If not, what could have been done differently?

**A.** I understand, the Union Budget 2025 has established a robust domestic framework with increased funding, MSME support, and production-linked incentives, but there remains scope for addressing international trade challenges more comprehensively.

With various geo-political factors at play and disruptions in some key apparel manufacturing countries, India is well-positioned to attract heightened interest from global brands seeking reliable alternatives.

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