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## Global apparel leader PDS Ltd. expands investment in India

 By **Kajal Ahuja, Business Reporter**

Global end-to-end apparel solution company PDS Ltd. is strengthening its presence in India with strategic investments and expansion. The company provides product development, sourcing, manufacturing, and distribution services for major global brands and retailers.

With a network of over 60 offices in 22 countries, PDS Ltd. employs more than 4,400 people and works with 6,000+ factory associates. It also offers customised outsourcing solutions, acting as an extended team for retailers and brands.

IMAGES Business of Fashion caught up with **Sanjay Jain, Group CEO of PDS Ltd.**, at Bharat Tex 2025 for an exclusive conversation on the company's expansion plans in India.

"We are very bullish on India," says Jain. The company has recently announced a strategic acquisition of a manufacturing company in Tirupur called Knit Gallery. PDS Ltd has acquired 55% stake in the manufacturing.

Knit Gallery specialises in babywear, innerwear, and nightwear, with an annual turnover of \$45 million.

### Strengthening India's Role in Global Supply Chains

With over 60 offices in 25 countries, PDS Ltd. facilitates \$2 billion worth of garment sourcing annually. Notably, only 7-8% of it stems from PDS's own manufacturing.

"We believe India has tremendous export potential. Our new acquisition in Tirupur is a demonstration of our commitment to global buyers, with an aim to facilitate half a billion dollars in exports from India," said Jain.



PDS has a proven model of investing in select manufacturing hubs to drive larger business volumes. The company has previously established successful factories in Bangladesh and Sri Lanka, significantly amplifying production through third-party contracts.

### **Future Growth & Innovation**

While currently focused on exports, PDS has started catering to the Indian market, working with brands like Myntra, Pantaloons, and Red Tape. "India is a \$100 billion retail market, growing at over 12%. While our primary focus remains exports, we are keeping a close watch on local opportunities," Jain added.

The company also highlighted its investment in sustainability and digital innovations. Through PDS Ventures, it is exploring AI-driven customer experiences, blockchain-based supply chain traceability, and resource-efficient production processes.

### **Global Expansion & Next Steps**

PDS Ltd. is evaluating further investments, including potential manufacturing units in Egypt and Latin America. Additionally, the company is eyeing acquisitions in niche apparel segments, such as outerwear for airlines and brand-licensed designer sourcing.

The company participated as the 'Fashion Partner' for the second consecutive year at Bharat Tex 2025, India's largest Textile and Apparel Expo & Conference. At the event, PDS booth showcased its prowess and scale in sourcing, brand, and manufacturing solutions.

The company leverages Bharat Tex to strengthen global partnerships, engage with key stakeholders, and highlight its extensive expertise in fashion infrastructure, responsible sourcing, and supply chain transformation.

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