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How has the company used technology to optimize processes, minimize waste, and drive cost-efficiency?

PDS leverages technology for operational excellence, employing business intelligence, data analytics, and virtual merchandising for efficient processes from demand forecasting to supply chain tracking. This tech-driven approach enhances customer engagement, minimizes waste, and optimizes cost and time. This transformation aligns with market demands and sustainability goals, shaping a more eco-conscious and individualized fashion value chain. Looking ahead, PDS anticipates advanced technologies to revolutionize the industry, allowing for personalized designs at scale while prioritizing environmental sustainability. The ongoing tech journey at PDS is steered by a commitment to eco-conscious practices, individualization, and innovation, with data serving as a catalyst for this transformative evolution.

What are the company's key strategies for building resilience in the face of economic headwinds and changing consumer behaviour?

As a federation of entrepreneurs, our adaptive model swiftly responds to market shifts, offering customized services to retailers globally. The resilient 'plug and play' business model, honed over two decades, demonstrated its transformative power during the Covid-19 pandemic when we rapidly pivoted to source PPE Kits worldwide, mitigating business challenges. Embracing change, we

now provide 'Sourcing as a Service,' delivering tailored outsourcing solutions allowing retailers to prioritize consumer experience. Similarly, we have now forayed into complete 'brand management solutions' leading with brand Ted Baker. Operating as an agile, asset-light entity across 22 countries, we maintain a dynamic and responsive approach, delivering a diverse portfolio across multiple countries and categories.

How has the company integrated ESG principles into its business strategy, and what role does sustainability play in value creation for the company?

PDS is committed to responsible corporate citizenship by integrating ESG principles into our core operations. Governance is pivotal, emphasizing transparency, accountability, and compliance. Two manufacturing units operate on renewable solar energy, generating 1.5MW, reducing the carbon footprint. Targeting Net-Zero by 2025, PDS earned an impressive S&P Global ESG rating in the 93rd percentile in 2023. Community welfare initiatives like SOHAM For Kids in India and SOHAM for All in Bangladesh reflect PDS's commitment to education, healthcare, and vocational training. PDS Ventures invests in startups focusing on material science, sustainability, and technology, aiming to build a more sustainable and circular fashion value chain. Facilitating collaboration among investee companies, customers, and vendor factories, PDS reinforces a dynamic and sustainable business environment.

What are some of the key milestones in PDS' journey as a value creator?

PDS is a global fashion solutions company, excelling in sourcing, manufacturing, and brand management for global brands and retailers. With robust financials, it achieved a remarkable 16.5% CAGR in sales and a 75.7% CAGR in PAT over the past five years. Notably, efficient working capital management led to a -ve 2-day working capital during FY23.

Recent expansions into new geographies, diverse business verticals, and comprehensive services for end-to-end sourcing and brand management mark our strategic evolution. Key milestones include partnerships with Hanes Brands, USA, and Asda, UK, along with acquisitions in design and brand licensing, gaining substantial market acceptance.

PDS over the last 25 years is working with brands including Tesco, Sainsbury's, Next, Walmart, Primark, Kohl's, Ted Baker, Ralph Lauren, and many more. The wide range of customers we serve across various categories and geographical locations plays a crucial role in mitigating risks within our business operations.