

Date: 03rd June, 2017

The Manager
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai 400 001
Fax No.: 22722037/39/41/61/3121/3719
BSE Scrip Code: 535467

The Assistant Vice President
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, G Block
Bandra Kurla Complex, Bandra (East)
Mumbai 400 051
Fax No.: 26598237/38
NSE Scrip Symbol: AIFL

Sub: Earning Presentation for the Q4 2016-17

Dear Sir/ Madam

Please find attached Earning Presentation for Q4 2016-17 of our company Ashapura Intimates Fashion Limited.

Please acknowledge the receipt of the same and update in your records.

Thanking You,

Yours Faithfully

For Ashapura Intimates Fashion Limited



Bhoomi Mewada
Company Secretary





Q4/FY17 Earnings Presentation





EXECUTIVE SUMMARY

- Ashapura Intimates Fashion Limited was incorporated in 2006, and is listed on BSE and NSE. It has a market capitalization of approximately INR 8,474 Mn as of 14th April, 2017.
- The company is in the business of designing, branding, marketing and retailing clothing products such as lounge wear, sports wear, separates for men, women and kids, sleep wear, bathrobes, maternal wear and innerwear for women.

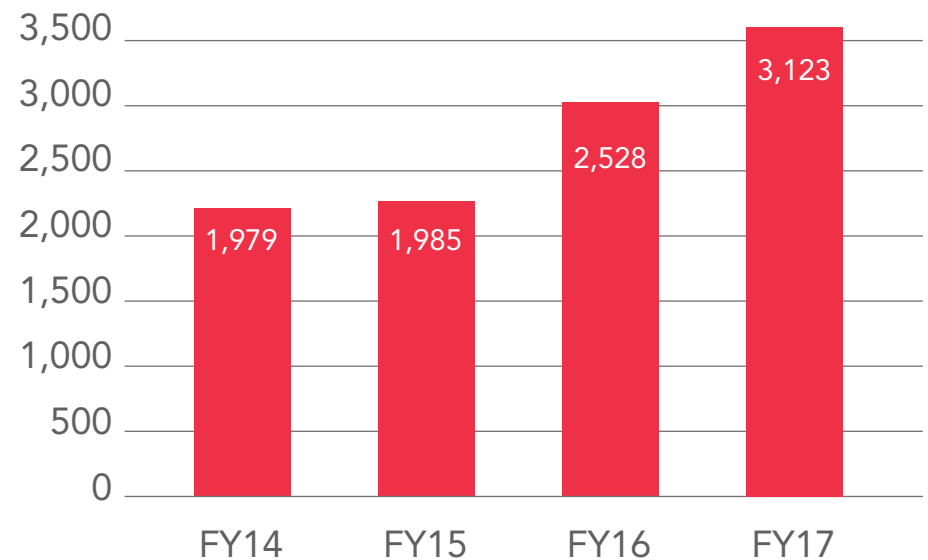




COMPANY OVERVIEW

- Ashapura Intimates Fashion Ltd (AIFL) is a fashion house that designs, brands, markets and retails intimate garments for men, women and children.
- Its products consist of lounge wear, bridal night wear, honeymoon sets, bathrobes and night wear. AIFL also offers sports wear, women's inner wear, including lingerie.
- The company is headquartered in Mumbai, India.

TOTAL CONSOLIDATED REVENUE (INR MN)





KEY HIGHLIGHTS

Q4 FY17 STANDALONE FINANCIAL PERFORMANCE

Total Income (Including other income)	INR 780 Mn; Growth of 56.3% YoY.
EBITDA	INR 112 Mn; Growth of 62.3% YoY.
EBITDA Margin	14.4%; Growth of 60 Bps.
Net Profit	INR 57 Mn; Growth of 67.6% YoY.
PAT Margin	7.3%; Growth of 50 Bps.
Diluted EPS	INR 2.92; Growth of 69.8% YoY.

FY17 STANDALONE FINANCIAL PERFORMANCE

Total Income (Including other income)	INR 2,275 Mn; Growth of 21.5% YoY.
EBITDA	INR 338Mn; Growth of 25.6% YoY.
EBITDA Margin	14.8%; Growth of 50 Bps.
Net Profit	INR 156 Mn; Growth of 25.8% YoY.
PAT Margin	6.8%; Growth of 20 Bps.
Diluted EPS	INR 7.97; Growth of 27.1% YoY.

FY17 Standalone Operational Key Highlights

- Brand “Valentine” has been awarded The Economic Times Best Brands Award 2017 for being a symbol of excellence.
- Two new EBO added during the quarter.
- For advertisement new deal signed with Hindustan Times Media Limited.
- The company has approved to form wholly owned subsidiary expansion of brand Valentine on a Global Scale.

QUARTERLY PERFORMANCE-STANDALONE

PARTICULARS (INR MN)	Q4 FY17	Q4 FY16	Y-O-Y	Q3 FY17	Q-O-Q
Total Revenue*	780	499	56.3%	365	113.7%
Total Expenses	668	430	55.3%	296	125.7%
EBITDA	112	69	62.3%	69	62.3%
EBITDA Margins (%)	14.4%	13.8%	60 bps	18.9%	(450) Bps
Depreciation	7	8	(12.5)%	7	NA
Finance Cost	22	12	83.3%	24	(8.3)%
PBT	83	49	69.4%	38	118.4%
Tax	26	15	73.3%	12	116.7%
PAT	57	34	67.6%	26	119.2%
PAT Margins (%)	7.3%	6.8%	50 bps	7.1%	20 bps
Diluted EPS	2.92	1.72	69.8%	1.32	121.2%

*Includes other Income

YEAR ENDED PERFORMANCE-STANDALONE

PARTICULARS (INR MN)	FY17	FY16	Y-O-Y
Total Revenue*	2,275	1,875	21.4%
Total Expenses	1,940	1,606	20.8%
EBITDA	335	269	24.5%
EBITDA Margins (%)	14.7%	14.3%	40 bps
Depreciation	25	23	8.7%
Finance Cost	80	59	35.6%
PBT	230	187	22.9%
Tax	76	63	20.6%
PAT	154	124	24.1%
PAT Margins (%)	6.8%	6.6%	20 bps
Diluted EPS	7.84	6.27	25.0%

*Includes other Income

YEAR ENDED PERFORMANCE-CONSOLIDATED

PARTICULARS (INR MN)	FY17	FY16	Y-O-Y
Total Revenue*	3,123	2,528	23.5%
Total Expenses	2,643	2,147	23.1%
EBITDA	480	381	26.0%
EBITDA Margin (%)	15.4%	15.1%	30 bps
Depreciation	35	33	6.1%
Finance Cost	142	116	22.4%
PBT	303	232	30.6%
Tax	100	77	29.9%
PAT before MI	203	155	31.0%
MI	34	25	36.0%
PAT after MI	169	130	30.0%
PAT Margin (%)	5.4%	5.1%	30 bps
Diluted EPS	8.59	6.59	30.4%

*Includes other Income

STANDALONE BALANCE SHEET

LIABILITIES (INR MN)	FY16	FY17
Shareholder's Fund		
Share Capital	195	195
Reserves and Surplus	420	576
Money Received against Share Warrants	41	41
Total Shareholders Fund	656	812
Non Current Liabilities		
Long Term Borrowings	78	261
Other Long Term Liabilities	57	49
Total Non Current Liabilities	135	310
Current Liabilities		
Short Term Borrowings	233	323
Trade Payables	86	154
Other Current Liabilities	12	20
Short Term Provisions	83	84
Total Current Liabilities	414	581
Total	1,205	1,703

ASSETS (INR MN)	FY16	FY17
Non Current Assets		
Tangible Assets	118	111
Non Current Assets	18	18
Deferred Tax Asset	4	7
Total Non-Current Assets	140	136
Current Assets		
Inventories	471	500
Trade Receivables	440	519
Cash & Cash Equivalents	2	13
Short Term Loans & Advances	59	433
Other Current Assets	93	102
Total Current Assets	1,065	1,567
Total	1,205	1,703

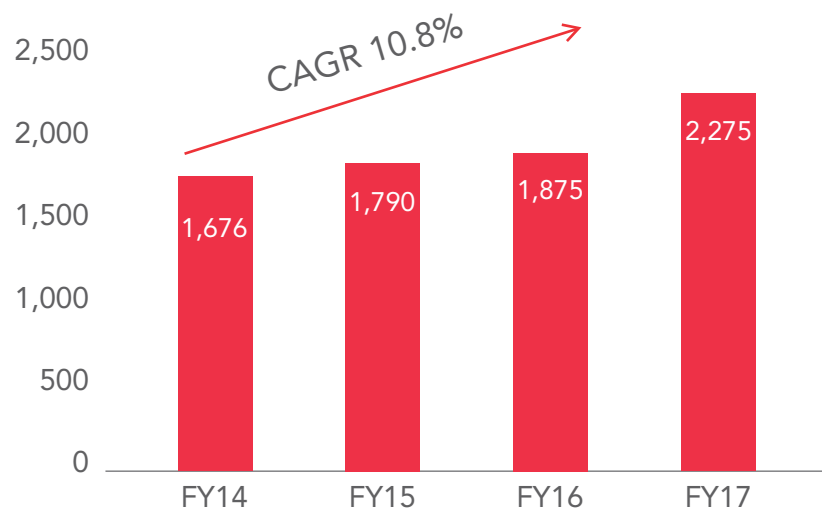
CONSOLIDATED BALANCE SHEET

LIABILITIES (INR MN)	FY16	FY17
Shareholder's Fund		
Share Capital	195	195
Reserves and Surplus	532	696
Money Received Against Share Warrants	41	41
Total Shareholders Fund	768	932
Minority Interest	516	550
Non Current Liabilities		
Long Term Borrowings	254	422
Other Long Term Liabilities	57	49
Total Non Current Liabilities	311	471
Current Liabilities		
Short Term Borrowings	542	672
Trade Payables	163	240
Other Current Liabilities	37	43
Short Term Provisions	96	105
Total Current Liabilities	838	1,060
Total	2,433	3,013

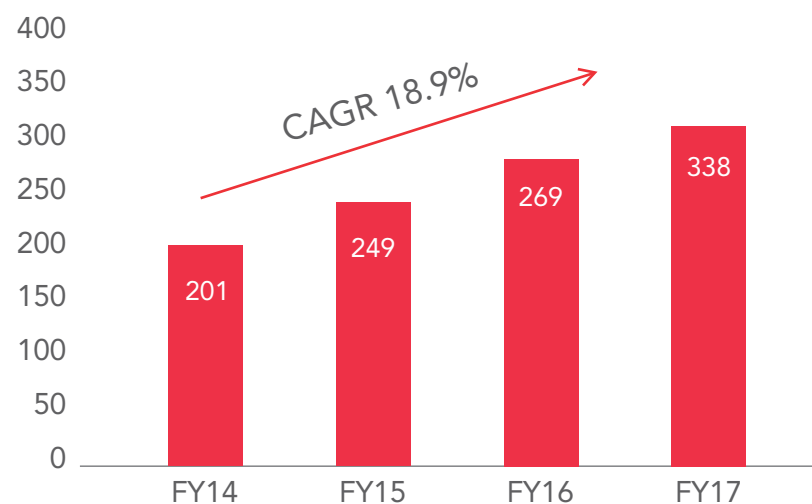
ASSETS (INR MN)	FY16	FY17
Non Current Assets		
Tangible Assets	215	200
Non Current Assets	2	2
Deferred Tax Asset	3	3
Total Non-Current Assets	220	205
Current Assets		
Inventories	892	944
Trade Receivables	820	1,026
Cash & Cash Equivalents	136	19
Short Term Loans and Advances	270	714
Other Current Assets	95	105
Total Current Assets	2,213	2,808
Total	2,433	3,013

STANDALONE FINANCIAL PERFORMANCE

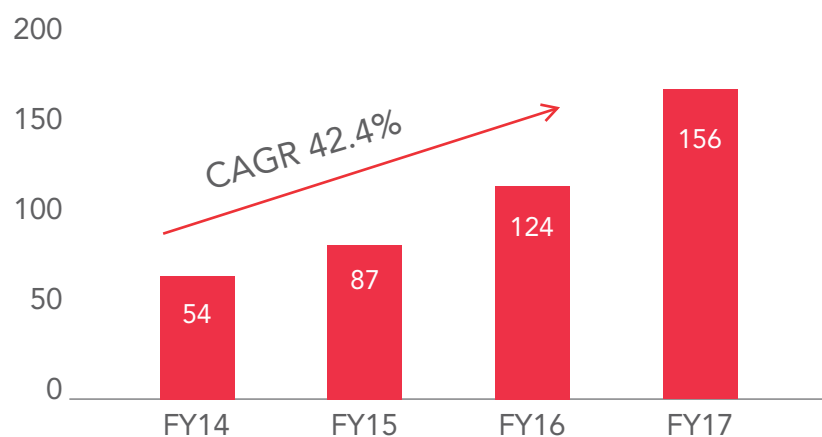
TOTAL INCOME (INR Mn)



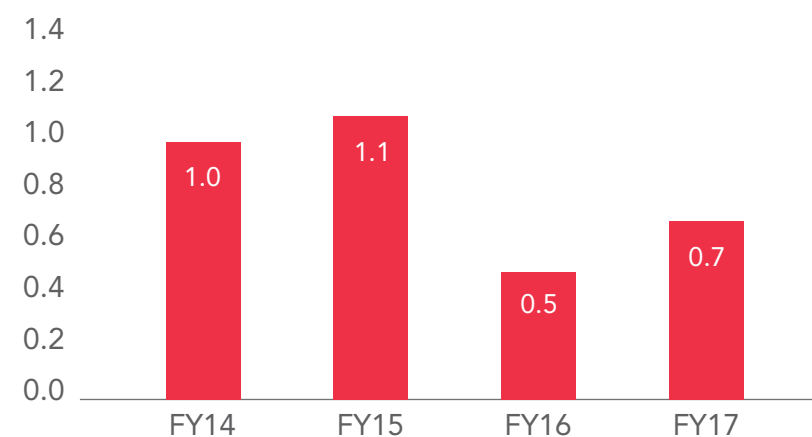
EBIDTA (INR Mn)



NET PROFIT (INR Mn)

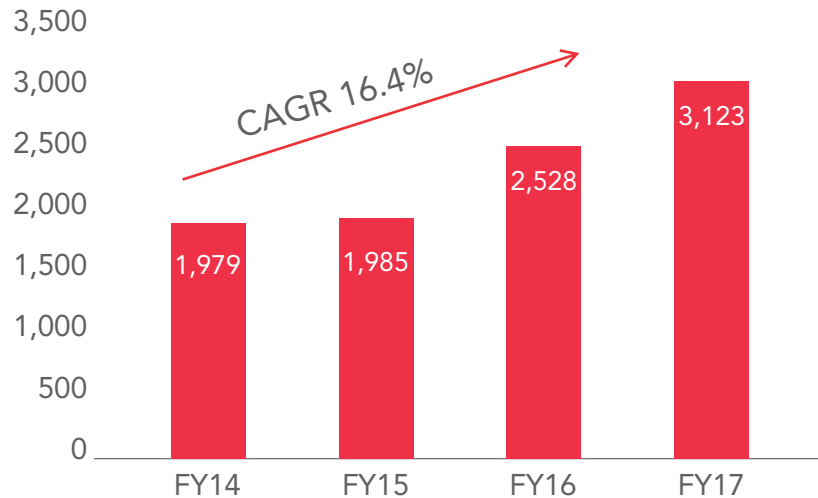


NET DEBT/EQUITY

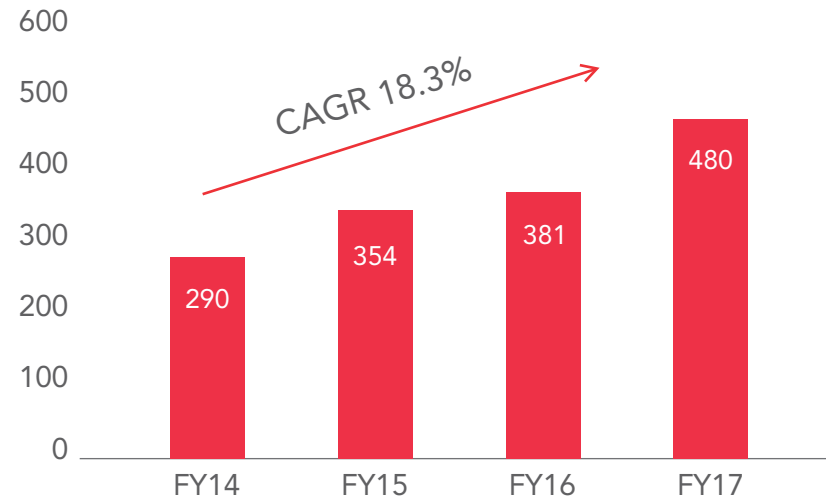


CONSOLIDATED FINANCIAL PERFORMANCE

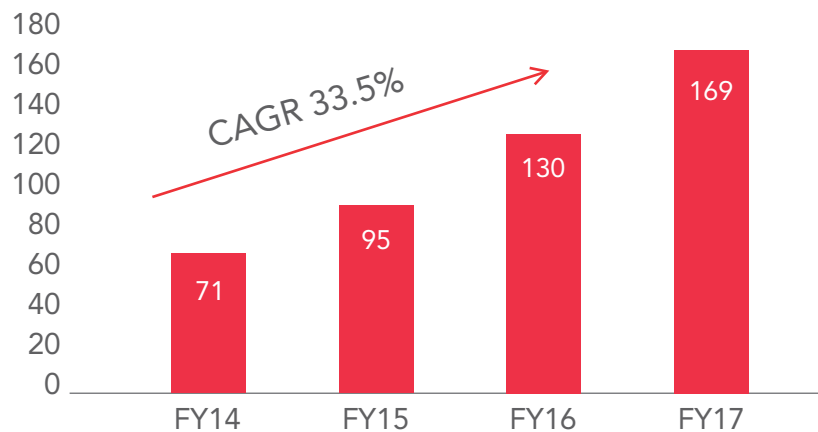
TOTAL INCOME (INR Mn)



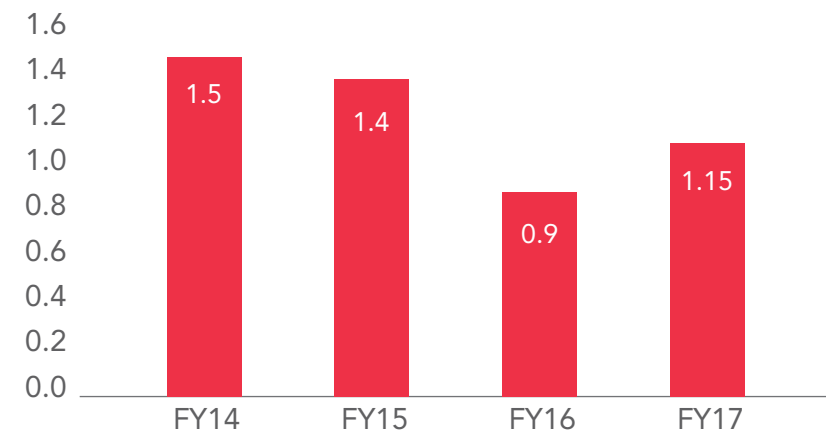
EBIDTA (INR Mn)



NET PROFIT (INR Mn)

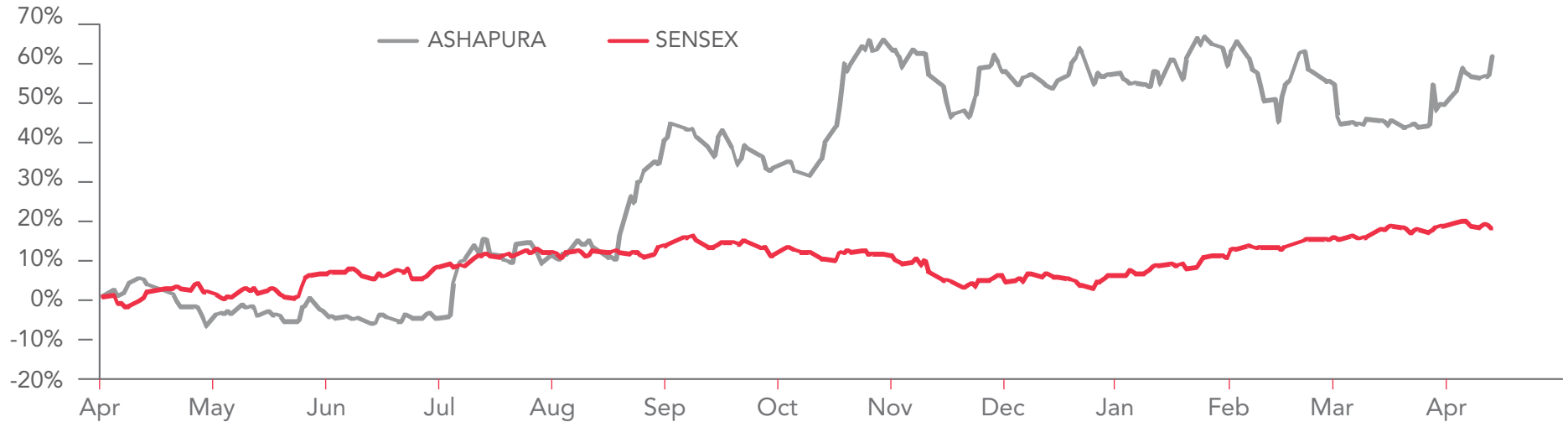


NET DEBT/EQUITY



CAPITAL MARKETS

SHARE PRICE PERFORMANCE (AS ON APRIL 14TH, 2017)



PRICE DATA (AS ON APRIL 14TH, 2017)

Face Value (INR)	10
Market Price (INR)	426.50
52 week H/L (INR)	480.50/239.00
Market Cap (INR Mn)	8,474
Equity Shares Outstanding (Mn)	19.87
12 Month Avg. Trading Volume ('000)	117.25

SHARE HOLDING PATTERN (APRIL 14TH, 2017)

