

Ref: FLFL/BM/ 2022-23

27 August 2022

To
Dept. of Corporate Services (CRD)
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

To
Listing Department
The National Stock Exchange of India Limited
Exchange Plaza,
Bandra - Kurla Complex, Bandra (East),
Mumbai - 400 051.

Scrip Code : 536507
Debt – Scrip Code: 957150

Scrip Code : FLFL

Dear Sir/Madam,

Sub: Presentation to Analysts/ Investors

Please find enclosed herewith the presentation on the Un-audited Financial Results of the Company for the Quarter ended 30 June 2022.

The aforesaid presentation is also available on the Company's website www.futurelifestyle.in.

Kindly take the above information on your records

Thanking you,

Yours faithfully,

For **Future Lifestyle Fashions Limited**


Sanjay Kumar Mutha
Company Secretary

Encl: As above

Future Lifestyle Fashions

Investor Update

Q1FY23



This report contains forward-looking statements, which may be identified by their use of words like 'plans', 'expects', 'will', 'anticipates', 'believes', 'intends', 'projects', 'estimates', or other words of similar meaning. All statements that address expectations or projections about the future, including but not limited to statements about the Company's strategy for growth, product development, market position, expenditures, and financial results are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realized. The Company's actual results, performance or achievements could thus differ materially from those projected in any such forward looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events.

The Company may alter, modify or otherwise change in any manner the content of this report, without obligation to notify any person of such revision or changes. This report cannot be copied and/or disseminated in any manner.

The Company has assessed the impact of the countrywide lockdown imposed to curtail spread of COVID-19 pandemic, on its business operations and financial status and has considered all relevant information available up to the date of approval of financial results, in determination of the recoverability and carrying value of its financial assets and non-financial assets. The impact of COVID-19 pandemic and consequent global slowdown of business and uncertain overall economic environment may affect the underlying assumptions and estimates used to prepare the Company's financial results, whereby actual outcome may differ from those assumptions and estimates considered as at the date of approval of these financial results.

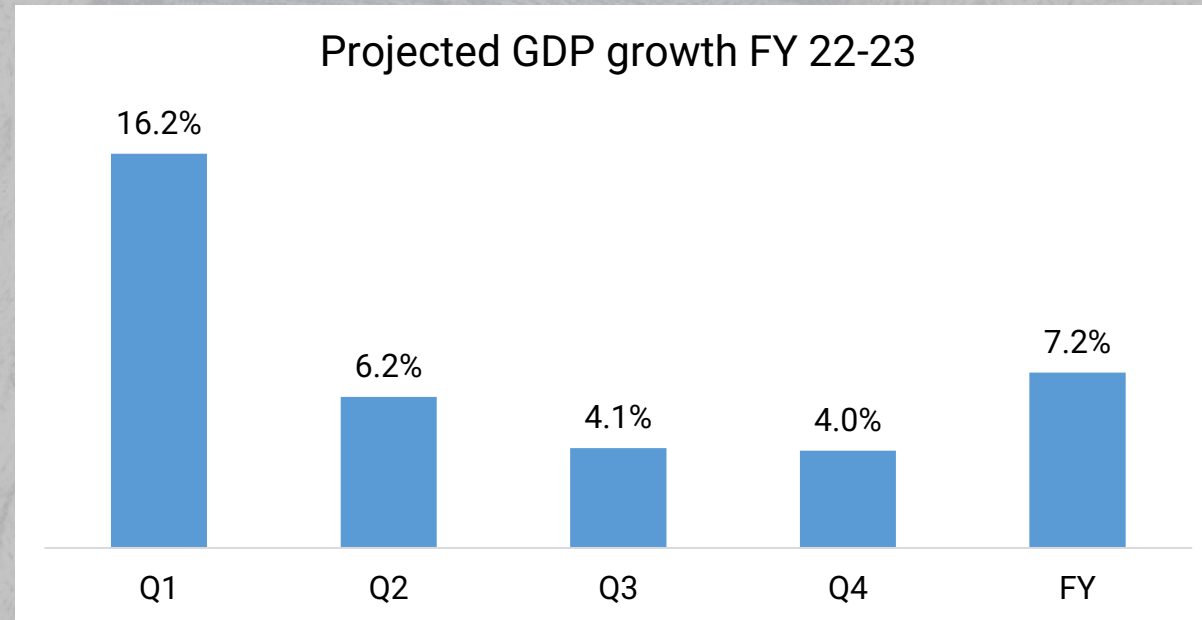


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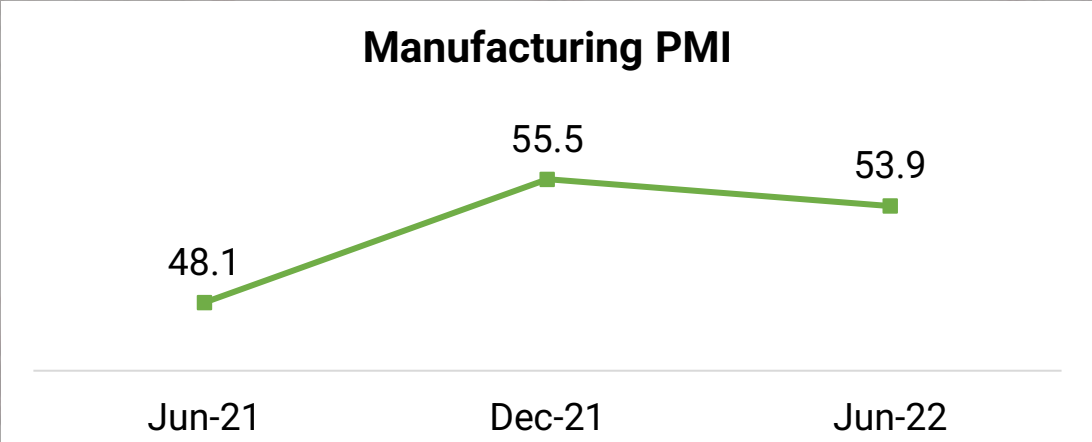
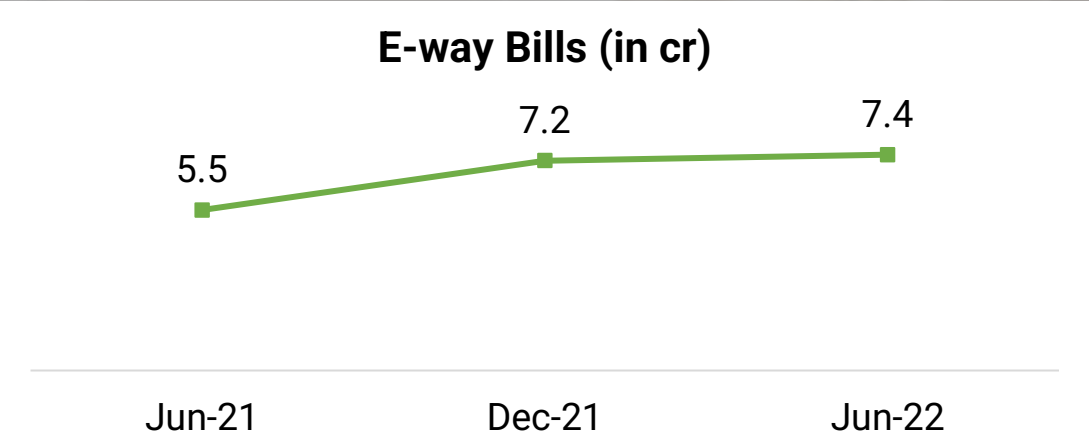
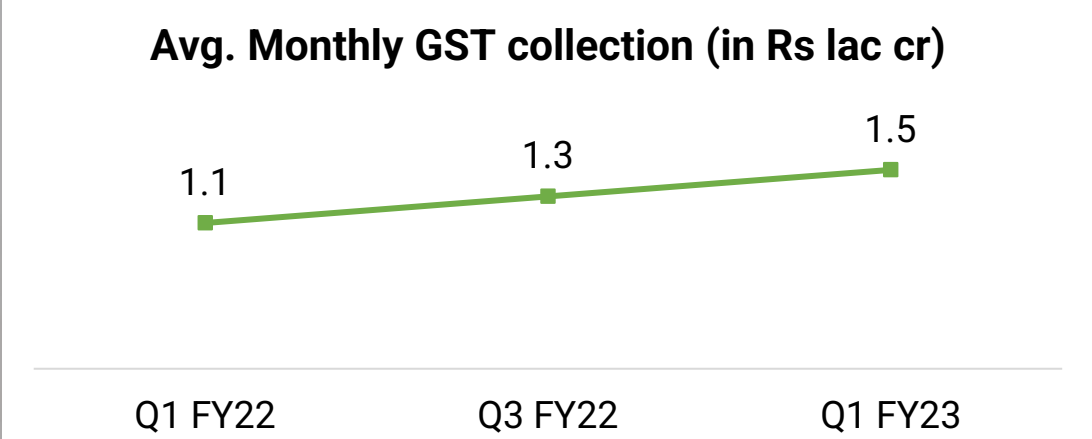
1. **Economic Snapshot**
2. **Q1 FLF Business Update**

Economy projected to grow at 7-7.5% in FY23

- Economic momentum is expected to be strong in current FY.
- The recovery in contact-intensive and discretionary sectors such as travel, vacations, dining out is supporting economic growth.
- Q1 is expected to grow in double-digits due to low base in PY on account of second covid wave.



Economic Indicators improved during Q1 FY23, indicating optimism

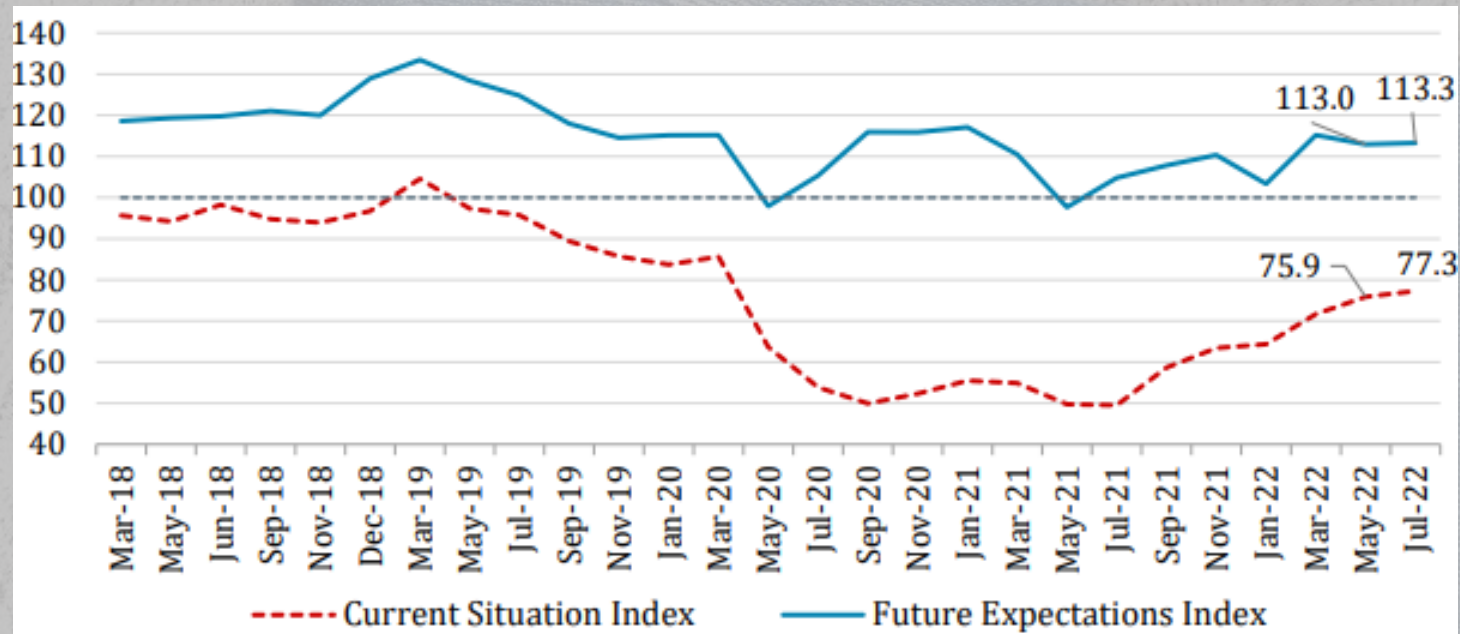


- In April-22, GST collections stood at Rs 1.67 lac cr and crossed Rs 1.5 lac cr mark for the first time.
- Manufacturing PMI growth is impacted by rising input costs and inflationary concerns.

Consumer Confidence is also on upswing

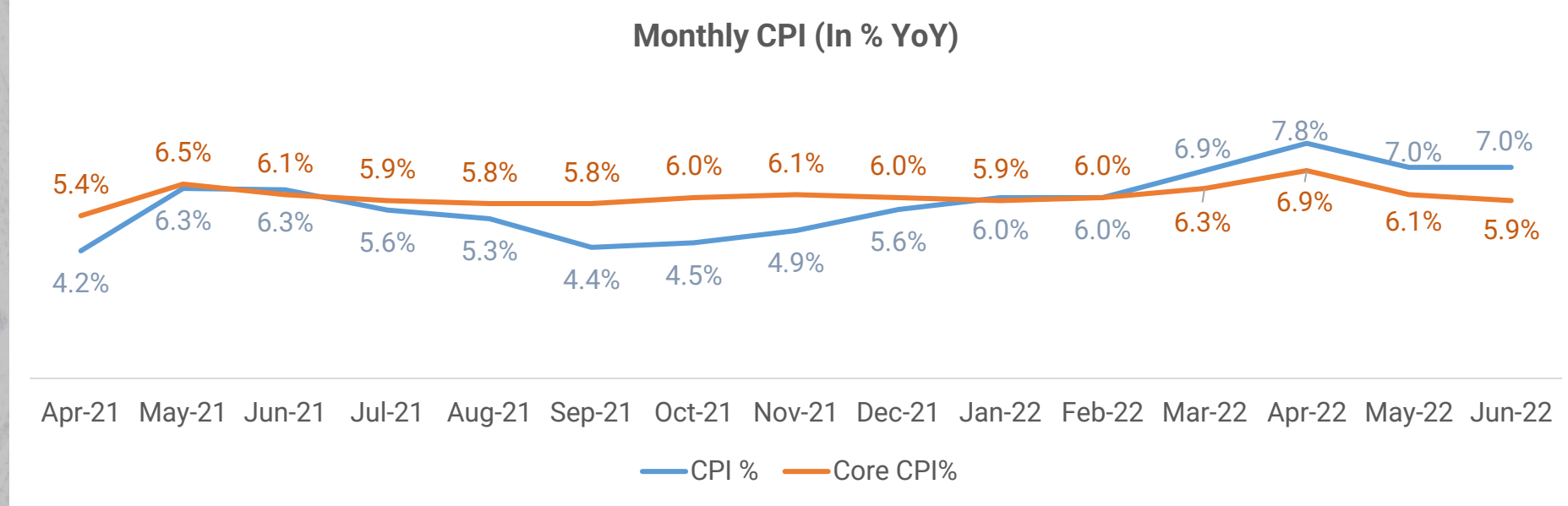
- Consumer confidence for the current period has been consistently improving since July 21.
- One year ahead outlook of households remained in growth terrain despite marginal moderation in sentiments.

Consumer Confidence Index



Source: RBI Consumer Confidence Survey Aug-22

However, Inflationary pressure remains high posing growth concerns



- CPI inflation averaged 7.2% in Q1 FY23 (vs 6.3% in Q4 FY22) while Core inflation (ex-food, fuel and light), averaged at 6.3% (vs 6% in Q2 FY22).
- Inflationary pressure increased on account of:
 - Food inflation
 - Impact of Russia-Ukraine war
 - Spillovers from rising global commodity prices
 - Elevated prices of industrial raw materials, crude oil prices, logistics, energy, cotton & yarn leading to supply chain disruptions

- Economy is expected to be buoyant in FY 22-23
- Consumer confidence is on a continuous upswing over past few months and exhibit positive outlook for future
- Inflationary pressure remains high posing downside risks but is expected to moderate over next few months.



Contents

1. **Economic Snapshot**
2. **Q1 FLF Business Update**

1. Key task was to maximise business within available resources and network
2. Margin improvement
3. Internal brands contribution improvement

Central: Q1 Update for Operational Stores

Q1 FY23 vs Q1 FY22

Footfalls

315%

Conversions

0%

ATV

-10%

ASP

-10%

Business

+270%

- Stores were operational for 93% days during Q1
- Revenue recovery of 370% of Q1 FY22
- Internal brands contribution at 32% in Q1 FY23

Brand Factory: Q1 Update for Operational Stores

Q1 FY23 vs Q1 FY22

Footfalls

212%

Conversions

-3%

ATV

+1%

ASP

-14%

Business



+192%

- Stores were operational for 82% days during Q1
- Revenue recovery of 292% of Q1 FY22
- Internal brands contribution at 50% in Q1 FY23

There is no major change in store count in Q1.



Store count

	Mar-22	Jun-22
 CENTRAL BRAND-NEW	11	10
 BRAND FACTORY BEST BRANDS - SMART PRICES	28	28
EBOs	141	139
Total	180	177
Area (mn Sqft)	2.5	2.4

Financial Performance Q1 FY23 FLF Standalone and Consolidated

Income Statement Particulars	Standalone		Consolidated	
	Q1 FY22	Q1 FY23	Q1 FY22	Q1 FY23
Revenue from Operations	265	266	298	273
COGS	179	171	205	178
Gross Profit	86	95	93	95
Gross Margin %	32.5%	35.6%	31.3%	34.6%
Employee Benefits Expense	56	31	62	31
Rent including Lease Rental	13	13	13	13
Other Expenditures	93	53	110	53
Total Expenditure	161	97	185	96
Other Income	11	21	11	28
EBITDA	(64)	19	(80)	26
EBITDA Margin %	-24.3%	7.1%	-27.0%	9.5%
Depreciation	165	100	167	100
EBIT	(229)	(81)	(248)	(74)
Finance Costs	96	61	99	61
Exceptional loss	-	-	-	-
PBT	(325)	(142)	(347)	(136)
Tax expense	-	-	(6)	-
Share in Net Loss of Associates and Joint Ventures	-	-	(7)	(0)
Other Comprehensive Income/(Loss)	0	-	0	0
Net profit	(325)	(142)	(348)	(136)



Namaste !

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