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PDS Delivers Strong Q4 & FY25 Results Reported y-o-y Growth in Topline of 21% & PAT of 19% in FY25

Mumbai, May 15th, 2025: PDS Limited, the global fashion solutions and infrastructure company offering customized solutions to global brands and retailers across services like product development, sourcing, manufacturing, and brand management, has announced its financial results for Q4 & FY25.

Consolidated Financial Results Q4FY25 and FY25:

(₹ in crs, unless mentioned otherwise)

Particulars	Q4 FY25	Q3 FY25	(Q-o-Q)	FY25	FY24	(Y-o-Y)
Gross Merchandise Value	5,007	4,402	14%	18,744	15,048	25%
Revenue from Operations	3,526	3,125	13%	12,578	10,373	21%
Gross Profit	701	637	10%	2,531	2,111	20%
Gross Margin (%)	19.9%	20.4%	-51 bps	20.1%	20.4%	-23 bps
EBITDA	139	96	46%	457	392	17%
EBITDA Margin (%)	4.0%	3.1%	89 bps	3.6%	3.8%	-14 bps
PAT	75	42	76%	241	203	19%
PAT Margin (%)	2.1%	1.4%	76 bps	1.9%	2.0%	-3 bps

Key Highlights for the Year

- Clocked GMV of ₹18,744crs in FY25, growth of 25% y-o-y
- Reported Consolidated topline of ₹12,578crs, growth of 21% y-o-y
- Achieved PAT of ₹241crs, growth of 19% y-o-y
- Growth achieved across all geographies; the Americas leading with a growth of 39% y-o-y
- Order book in early April stands strong at +\$600 million, growth of 14%
- UK-India FTA unlocks a powerful growth runway for manufacturing and strategic sourcing from the region.
- US tariff developments effectively managed through strategic negotiations, ensuring stability and continued growth
- Proposed dividend of ₹3.35 per share, 30% of EPS, 168% of face value - of which ₹1.65 per share paid in H1FY25 as interim dividend

Key Highlights for the Quarter

- Clocked GMV of ₹5,007crs in Q4 FY25, growth of 14% q-o-q
- Reported Consolidated topline of ₹3,526crs, growth of 13% q-o-q
- Achieved PAT of ₹75crs, growth of 76% q-o-q

Commenting on the industry outlook, **Pallak Seth, Executive Vice Chairman**, said: *"The industry is at an inflection point, marked by two key developments that have the potential to shape its future. At PDS, we have responded to the evolving global landscape with agility and foresight—enhancing our sourcing capabilities, driving operational efficiencies, and positioning ourselves ahead of the curve. Recent shifts, such as the US tariff adjustments and the advancement of the UK-India FTA, are well-timed catalysts that support our strategic vision and unlock new opportunities for sustainable growth."*

PDS Limited

Registered & Corporate Office: Unit No. 971, Solitaire Corporate Park, Andheri Ghatkopar Link Road,

Andheri East, Mumbai 400093, Maharashtra, India. ☎ +91 2241441100

CIN: L18101MH2011PLC388088 🌐 www.pdsLtd.com ✉ info@pdsLtd.com



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Sanjay Jain, Group CEO, commented on the company's FY25 performance "FY25 has been a year of strong, broad-based growth for PDS, with GMV reaching \$2.2 billion—a 25% year-on-year increase. Growth was visible across all geographies, with the Americas leading at 39%, reflecting the strength of our global platform. Our strong order book of over \$600 million in early April, up 14% from last year, gives us confidence in the year ahead. Supported by BCG, we have initiated a series of cost optimization and transformation initiatives that are expected to deliver tangible results and further enhance operational efficiency."

About PDS Limited: (www.pdsltd.com)

PDS Limited is a global fashion infrastructure platform offering product development, sourcing, manufacturing, and distribution for major brands and retailers worldwide handling over \$2.2 billion of Gross Merchandise Value. The Company operates a vast global network covering over 90 offices in 22 countries, with over 4,500 employees and 6,000 factory associates worldwide. PDS also offers a bespoke end-to-end outsourcing solution, engaging dedicated talent and infrastructure as an extended arm of retailers and brands. The Company reported consolidated revenues of ₹12,578cr in FY25.

PDS is listed on leading stock exchanges in India, BSE Ltd. (Scrip Code: 538730) and the National Stock Exchange of India Ltd (Scrip Code: PDSL).



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For more information contact:

Neerja Baruah

Lead - Corporate Communications

PDS Limited

Tel: +91 9867623788

E-mail: neerja.baruah@psltd.com

Sumana Sethi

Senior Account Manager

PR Pundit Havas Red

Tel: +91 8800985307

sumana.sethi@prpundithavasred.com

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