

Volume ('000)	2QFY15	3QFY15	4QFY15	1QFY16	2QFY16	3QFY16	4QFY16	1QFY17	2QFY17	3QFY17	4QFY17	1QFY18	2QFY18	3QFY18	4QFY18	1QFY19	2QFY19
Men innerwear	19,621	17,745	17,460	19,795	20,727	19,540	17,310	23,720	23,179	19,510	19,550	26,260	24,016	21,770	19,380	27,890	23,250
Women innerwear	5,866	5,547	5,670	7,754	6,681	6,650	6,450	9,080	8,083	7,370	7,150	10,430	9,174	7,970	7,790	11,130	9,530
Leisure wear	5,769	6,304	5,900	5,992	7,101	6,550	7,260	7,810	7,569	8,710	7,740	9,420	8,577	9,810	9,160	11,140	8,910
Speedo	54	34	16	166	65	30	210	290	76	40	170	250	81	110	200	260	110
<b>Total</b>	<b>31,310</b>	<b>29,630</b>	<b>29,046</b>	<b>33,707</b>	<b>34,575</b>	<b>32,770</b>	<b>31,230</b>	<b>40,900</b>	<b>38,907</b>	<b>35,630</b>	<b>34,610</b>	<b>46,360</b>	<b>41,848</b>	<b>39,660</b>	<b>36,530</b>	<b>50,420</b>	<b>41,800</b>
<b>% YoY</b>																	
Men innerwear	22.4	15.6	38.5	NA	NA	10.1	-0.9	19.8	10.4	2.0	10.5	10.6	3.6	11.6	(0.9)	6.2	(3.2)
Women innerwear	16.2	9.9	23.2	NA	NA	19.9	13.8	17.1	18.7	12.9	7.9	15.1	13.5	8.1	9.0	6.7	3.9
Leisure wear	22.1	19.7	18.7	NA	NA	3.9	23.1	30.3	4.1	36.3	4.8	20.6	15.5	12.6	18.3	18.3	3.9
Speedo	8.6	-33.5	-90.9	NA	NA	-11.7	1,212.50	74.2	20.6	32.8	(21.3)	(14.0)	7.1	175.0	17.6	4.0	35.9
<b>Total</b>	<b>21.1</b>	<b>15.2</b>	<b>29.9</b>	<b>NA</b>	<b>NA</b>	<b>10.6</b>	<b>7.5</b>	<b>21.3</b>	<b>10.7</b>	<b>11.1</b>	<b>8.4</b>	<b>13.3</b>	<b>7.9</b>	<b>11.3</b>	<b>5.5</b>	<b>8.8</b>	<b>(0.1)</b>
<b>Sales value (INR m)</b>																	
Men innerwear	2,048	1,869	1,854	2,174	2,235	2,123	1,959	2,671	2,643	2,386	2,325	3,239	2,999	2,766	2,713	3,758	3,188
Women innerwear	683	663	671	923	874	838	800	1,141	1,069	998	920	1,436	1,278	1,128	1,130	1,638	1,421
Leisure wear	1,114	1,215	1,099	1,194	1,370	1,352	1,352	1,590	1,532	1,807	1,559	2,029	1,840	2,178	2,023	2,461	2,115
Speedo	31	19	95	92	37	15	15	166	47	20	114	181	60	63	124	201	68
<b>Total</b>	<b>3,875</b>	<b>3,766</b>	<b>3,720</b>	<b>4,383</b>	<b>4,515</b>	<b>4,329</b>	<b>4,244</b>	<b>5,568</b>	<b>5,291</b>	<b>5,212</b>	<b>4,919</b>	<b>6,885</b>	<b>6,177</b>	<b>6,135</b>	<b>5,990</b>	<b>8,058</b>	<b>6,792</b>
<b>% YoY</b>																	
Men innerwear	37.9	27.9	46.8	NA	NA	13.6	5.6	22.8	16.7	10.7	17.0	19.5	13.5	15.9	16.7	16.0	6.3
Women innerwear	33.8	24.6	27.8	NA	NA	26.5	19.2	23.7	22.1	17.0	12.1	24.0	19.6	13.1	22.8	14.1	11.2
Leisure wear	30.5	20.9	21.3	NA	NA	11.3	21.4	33.2	9.3	32.0	14.2	25.7	20.1	20.5	29.7	21.2	15.0
Speedo	24.4	-27.7	4.1	NA	NA	-21.9	59.9	80.2	21.5	30.8	(24.5)	7.6	27.1	212.8	8.6	11.5	13.4
<b>Total</b>	<b>34.9</b>	<b>24.5</b>	<b>33.5</b>	<b>NA</b>	<b>NA</b>	<b>14.9</b>	<b>14.1</b>	<b>27</b>	<b>15.5</b>	<b>18.6</b>	<b>13.7</b>	<b>21.8</b>	<b>16.7</b>	<b>17.7</b>	<b>21.8</b>	<b>17.0</b>	<b>10.0</b>
<b>Avg realization (INR/unit)</b>																	
Men innerwear	104	105	106	110	108	109	113	113	112	122	119	123	123	127	140	135	137
Women innerwear	116	119	118	119	129	126	124	126	130	135	129	138	137	142	145	147	149
Leisure wear	193	193	186	199	194	206	184	204	202	208	201	215	211	222	221	221	237
Speedo	564	571	5,920	553	570	505	721	572	632	503	673	722	750	572	621	775	619
<b>Total</b>	<b>124</b>	<b>127</b>	<b>128</b>	<b>130</b>	<b>131</b>	<b>132</b>	<b>136</b>	<b>136</b>	<b>134</b>	<b>146</b>	<b>142</b>	<b>149</b>	<b>145</b>	<b>155</b>	<b>164</b>	<b>160</b>	<b>162</b>