

Date: 15.11.2021

To

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400001

Dear Sir,

Subject : **Press Release titled “Q2 & H1-FY22 Earning Updates”**

Scrip Code : 539216

With reference to the captioned subject and pursuant to regulation 30 of SEBI (LODR) Regulations, 2015, please find attached herewith press release titled **“Q2 & H1-FY22 Earning Updates”**.

We hereby request you to take this on record and acknowledge us the same.

Thanking you,  
Yours faithfully,

**For Garment Mantra Lifestyle Limited**



**Prem Aggarwal**  
**Managing Director**  
**DIN No: 02050297**





(Formerly Known as Junction Fabrics and Apparels Limited)

CIN: L18101TZ2011PLCO017586

No.15, Murthy's Plaza, Karia Gounder Street, Khaderprt, Tirupur - 641 601

Revenue from Operations reported at **Rs. 328.06 Mn in Q2** and **Rs. 443.88 Mn for H1 FY21**

EBITDA stands at **Rs. 26.94 Mn in Q2** and **Rs. 42.17 Mn for H1 FY21**

PAT at **Rs. 16.40 Mn in Q2** and **Rs. 24.49 Mn for H1 FY21**

## **Q2 & H1 FY22 – Earnings Update**

**Tirupur, 15<sup>th</sup> November, 2021:** Garment Mantra Lifestyle Limited, a focused company on fulfilling the fashion and lifestyle aspirations of Mass Indian Population has announced its 2<sup>nd</sup> Quarter Earnings for the period ended on 30<sup>th</sup> September 2021.

### **Financial Statement Highlights for Q2 FY22 v/s Q2 FY21**

<b>Particulars (INR MN)</b>	<b>Consolidated</b>	<b>Standalone</b>	
	<b>Q2 FY 22</b>	<b>Q2 FY 22</b>	<b>Q2 FY 21</b>
Revenue from Operations	686.138	328.06	235.81
Other Income	0.03	0.39	0.54
<b>Total Revenue</b>	<b>686.17</b>	<b>328.45</b>	<b>236.34</b>
Total Expenses	647.011	306.28	220.53
<b>EBITDA</b>	<b>51.29</b>	<b>26.94</b>	<b>20.69</b>
<b>EBITDA Margin (%)</b>	<b>7.47%</b>	<b>8.20%</b>	<b>8.75%</b>
Depreciation	1.826	0.71	0.62
Finance Cost	10.303	4.07	4.26
<b>PBT with Exceptional Item</b>	<b>39.16</b>	<b>22.17</b>	<b>15.82</b>
<b>Exceptional Items</b>			
<b>PBT</b>	<b>39.16</b>	<b>22.17</b>	<b>15.82</b>
Current Tax	10.598	5.76	5.03
Earlier Years			
Deferred Tax			
<b>Tax</b>	<b>10.60</b>	<b>5.76</b>	<b>5.03</b>
<b>PAT</b>	<b>28.56</b>	<b>16.40</b>	<b>10.79</b>
Other comprehensive profit / loss			
<b>Net PAT</b>	<b>28.56</b>	<b>16.40</b>	<b>10.79</b>
<b>PAT Margin %</b>	<b>4.16%</b>	<b>4.99%</b>	<b>4.56%</b>
<b>Diluted EPS</b>	<b>2.84</b>	<b>1.63</b>	<b>1.76</b>

### **Financial Performance Comparison – Q2 FY22 v/s Q2 FY21**

- Revenue from Operations has **increased by 39.12% from Rs. 235.81 Mn in Q2 FY21 to Rs. 328.06 Mn in Q2 FY22.**
- The EBITDA has **increased by 30.22% from Rs. 20.69 Mn in Q2 FY 21 to Rs. 26.94 Mn in Q2 FY22.**
- Net profit has increased by **52.07% from Rs. 10.79 Mn in Q2 FY21 to Rs. 16.40 in Q2 FY22**
- Consolidate EPS for **Q2 FY 22 is Rs. 1.63 per share** (of the face value of Rs 10 Each) as compared to **Rs. 1.76 per share in Q2 FY21.**

### **Financial Statement Highlights for H1 FY22 v/s H1 FY21**

<b>Particulars (INR MN)</b>	<b>Consolidated</b>	<b>Standalone</b>	
	<b>H1 FY 22</b>	<b>H1 FY 22</b>	<b>H1 FY 21</b>
Revenue from Operations	905.603	443.88	386.22
Other Income	0.037	0.78	1.03
<b>Total Revenue</b>	<b>905.64</b>	<b>444.67</b>	<b>387.24</b>
Total Expenses	851.863	411.57	368.23
<b>EBITDA</b>	<b>74.85</b>	<b>42.17</b>	<b>27.79</b>
<b>EBITDA Margin (%)</b>	<b>8.26%</b>	<b>9.48%</b>	<b>7.18%</b>
Depreciation	3.579	1.42	1.23
Finance Cost	17.489	7.65	7.54
<b>PBT with Exceptional Item</b>	<b>53.78</b>	<b>33.10</b>	<b>19.02</b>
<b>Exceptional Items</b>			
<b>PBT</b>	<b>53.78</b>	<b>33.10</b>	<b>19.02</b>
Current Tax	14.434	8.61	5.71
Earlier Years			
Deferred Tax			
<b>Tax</b>	<b>14.43</b>	<b>8.61</b>	<b>5.71</b>
<b>PAT</b>	<b>39.34</b>	<b>24.49</b>	<b>13.31</b>
Other comprehensive profit / loss			
<b>Net PAT</b>	<b>39.34</b>	<b>24.49</b>	<b>13.31</b>
<b>PAT Margin %</b>	<b>4.34%</b>	<b>5.51%</b>	<b>3.44%</b>
<b>Diluted EPS</b>	<b>3.92</b>	<b>2.44</b>	<b>2.17</b>

### **Financial Performance Comparison – H1 FY22 v/s H1 FY21**

- Revenue from Operation has recorded a **growth by 14.93% from Rs. 386.22 Mn in H1 FY21 to Rs. 443.88 Mn in H1 FY22.**
- The EBITDA has **increased by 51.73% from Rs. 27.79 Mn in H1 FY21 to Rs. 42.17 Mn in H1 FY22** and a gain in the EBITDA margins from **7.18% in H1 FY21 to 9.48% in H1 FY22.**

- Net profit stood at **Rs. 24.49 Mn in H1 FY22, compared to Rs. 13.31 Mn in H1 FY21 recoded a growth of 84.02%**
- Total Fixed Asset grew by 10.34% from Rs. 32.61 Mn in H1 FY21 to Rs. 361 Mn in H1 FY22
- Current Asset stood at Rs. 577.43 Mn in H1 FY22, compared to Rs. 520.21 Mn in H1 FY21
- Long term borrowing stood at Rs. 18.61 Mn in H1 FY22, compared to Rs. 33.99 Mn in H1 FY21 and Short-term borrowing at Rs. 161.79 Mn in H1 FY22, compared to Rs. 150.89 Mn in H1 FY21
- Working Capital Cycle has decreased to 177 days in H1 FY 22 compared to 196 days in H1 FY 21
- Inventory Holding Period has increased to 174 days in H1 FY 22 compared to 159 days in H1 FY 21
- Debt to Equity ratio has decreased to 0.53 in H1 FY 22 compared to 0.69 in H1 FY 21

### **Business Updates**

- GMLL has focused on increasing its retail presence through B2C space. GMLL has Recently launched **2 new Stores**, one is in **Coimbatore** and another one is in **Neyveli Lignite Power Plant** through its retail arm '**Price Mantra**'
- After a well-established retail presence in **North and South India**, GMLL is launching yet another store in **Surat, Gujarat**, thereby increasing its presence in **Western India**.
- GMLL had launched First Ever "**exhibition cum sale**" and successfully conducted on 12<sup>th</sup> to 15<sup>th</sup> August in **Delhi NCR**. Exhibition Cum Sales Model with its first event titled "**Great Freedom Sale 12<sup>th</sup> to 15<sup>th</sup> August**" in **Delhi NCR** by Its Retail Arm Twenty Twenty Trading LLP '**Price Mantra**' in Delhi NCR.
- CRISIL Ratings has upgraded the rating on the long-term bank facilities of Garment Mantra Lifestyle Limited (GMLL; part of Garment Mantra group) to '**CRISIL BB+/Positive**' from '**CRISIL BB/Stable**'.

### **Management Comments**

**Commenting on the performance of Q2 FY22, Mr. Prem Aggarwal, Chairman & Managing Director, said** "It's extremely gratifying to see significant growth across our business, as we delivered another quarter of record revenue and profitability. We remain focused on emerging from this period in a position of strength as we invest in key areas like our digital transformation, while taking a disciplined approach with expenses and ensuring we have the right resources, footprints and brand portfolios to support future growth and value creation. For Q2 FY22, Revenues has increased by **39.12%** from **₹235.81 Mn in Q2 FY21 to ₹328.06 Mn in Q2 FY22**. EDITDA and PAT expanded significantly by **30.22%** and **57.02%** respectively from **₹20.69 Mn & ₹10.79 Mn in Q2 FY21 to ₹26.94 Mn & ₹16.40 Mn in Q2 FY22**. This was attributed because of enhancing Sales volumes, change in the Product Mix, improved working efficiencies."

## Management Guidance for Q2 FY22- -

According to the management, FY22 began at par with the FY21 in terms of Pandemic Situation. However, the management expects the revenue to grow at **15-20%** for the year FY22 through addition of new products and Retail Stores. The management expects to report growth in the Revenue and EBIDTA margin by **15-20%** and **35-40%** in FY22 compared to FY21. The increase in the margins would be due to increase in the Product mix and Operational efficiency. GGML is planning to launch **12-16** retail Outlets under the Retail arm “Price Mantra” stores in FY22 on its own stores or the franchising model.

## About Garment Mantra Lifestyle Limited

Garment Mantra is a company focused on fulfilling the fashion and lifestyle aspirations of Mass Indian Population. The promoters of the company have extensive experience in the Textile Industry for over **3 decades**. Garment Mantra has **3 business divisions**. Firstly, Garment Mantra is engaged in the business of garment **manufacturing and selling** of both Knitted Fabrics as well as Knitted Garments. Its manufacturing facilities are situated in Tirupur “Knit City of India”. The company’s complete range consist about **5000 products** and are mainly targeted to mass customers, which constitute around **70%** of domestic population. The company’s products are available pan-India through a vast network of wholesalers and distributors. The company lays emphasis on affordable cost of product without compromising on the quality of the product. GMLL also has a retail chain named **Price Mantra** which provides International quality products at very affordable prices. This unique model is likely to be a major growth driver as well as margin accretive for the Company. GMLL a wholesale hub called **Poorti** which deals with wholesalers and retailers across the country and also from international markets which will help the GMLL to source their products.

For further information on the Company, please visit [www.junctionfabrics.in](http://www.junctionfabrics.in)

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