

Date: 19.01.2022

To

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

Dear Sir,

Subject : **Press Release titled “Q3&9M FY22 Earning Updates”**

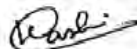
Scrip Code : 539216

With reference to the captioned subject and pursuant to regulation 30 of SEBI (LODR) Regulations, 2015, please find attached herewith press release titled “**Q3&9M 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



K. Lakshmi Priya
Company Secretary
Membership No.A36135





(Formerly Known as Junction Fabrics and Apparels Limited)

CIN: L18101T22011PLCO017586

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

Revenue from Operations reported at **Rs. 574.92 Mn** in Q3 and **Rs. 1480.52 Mn** for 9M FY22

EBITDA stands at **Rs. 54.13 Mn** in Q3 and **Rs. 128.97 Mn** for 9M FY22

PAT at **Rs. 33.48 Mn** in Q3 and **Rs. 72.82 Mn** for 9M FY22

Q3&9M FY22 – Earnings Update

Tirupur, 19th January, 2021: **Garment Mantra Lifestyle Limited (GMLL)**, an integrated textile company fulfilling the fashion and lifestyle aspirations of Mass Indian Population has announced its 3rd Quarter Earnings for the period ended on 31st December 2021.

Financial Statement Highlights for Q3 FY22 v/s Q3 FY21

Particulars (INR MN)	Q3 FY 22	Q3 FY 21
Revenue from Operations	574.92	222.41
Other Income	0.09	0.36
Total Revenue	575.01	222.77
<i>% Increase from the Previous Period</i>	<i>158.50%</i>	
Total Expenses	530.38	205.30
EBITDA	54.13	23.37
<i>% Increase from the Previous Period</i>	<i>131.58%</i>	
Depreciation	1.64	0.29
Finance Cost	7.86	5.62
PBT with Exceptional Item	44.63	17.47
Exceptional Items	-	-
PBT	44.63	17.47
Current Tax	11.15	4.54
Earlier Years	-	-
Deferred Tax	-	-
Tax	11.15	4.54
PAT	33.48	12.93
<i>% Increase from the Previous Period</i>	<i>158.91%</i>	
Other comprehensive profit / loss	-	-
Net PAT	33.48	12.93
Diluted EPS	3.33	1.48

Financial Performance Comparison – Q3 FY22 v/s Q3 FY21

- Revenue from Operations has increased by 158.50% from Rs. 222.41 Mn in Q3 FY21 to Rs. 574.92 Mn in Q3 FY22.
- The EBITDA has increased by 131.58% from Rs. 23.37 Mn in Q3 FY 21 to Rs. 54.13 Mn in Q3 FY22.
- Finance Cost has marginally increased from 5.65 Mn in Q3 FY21 to 7.86 Mn in Q3 FY22 although revenue from operations have grown by ~2X for the period.
- Net profit has increased by 158.91% from Rs. 12.93 Mn in Q3 FY21 to Rs. 33.48 in Q3 FY22
- Consolidate EPS for Q3 FY 22 is Rs. 3.33 per share (of the face value of Rs 10 Each) as compared to Rs. 1.48 per share in Q3 FY21.

Financial Statement Highlights for 9M FY22 v/s 9M FY21

Particulars (INR MN)	9M FY 22	9M FY 21
Revenue from Operations	1480.52	608.63
Other Income	0.13	1.52
Total Revenue	1480.65	610.15
<i>% Increase from the Previous Period</i>	143.25%	
Total Expenses	1382.24	574.12
EBITDA	128.97	51.33
<i>% Increase from the Previous Period</i>	151.27%	
Depreciation	5.22	2.13
Finance Cost	25.35	13.16
PBT with Exceptional Item	98.41	36.04
Exceptional Items	-	-
PBT	98.41	36.04
Current Tax	25.59	8.82
Earlier Years	-	-
Deferred Tax	-	-
Tax	25.59	8.82
PAT	72.82	27.21
<i>% Increase from the Previous Period</i>	167.58%	
Other comprehensive profit / loss	-	-
Net PAT	72.82	27.21
Diluted EPS	7.25	3.11

Financial Performance Comparison – 9M FY22 v/s 9M FY21

- Revenue from Operation has recorded a **growth by 143.25%** from **Rs. 608.63 Mn in 9M FY21 to Rs. 1480.52 Mn in 9M FY22.**
- The EBITDA has increased **by 151.27%** from **Rs. 51.33 Mn in 9M FY21 to Rs. 128.97 Mn in 9M FY22** and a gain in the EBITDA margins from **8.43% in 9M FY21 to 8.71% in 9M FY22.**
- Net profit stood at **Rs. 72.82 Mn in 9M FY22, compared to Rs. 27.21 Mn in 9M FY21** recorded a **growth of 167.58%**

Business Updates

- GMLL is going to setup a new centralized integrated facility in Surat, Gujarat to efficiently cover the western region and scale up the operations of Poorti (textile wholesale surplus division) and also give an impetus to Price Mantra (apparel convenience store) which will strengthen their brand visibility in the region.
- GMLL has focused on increasing its retail presence through B2C space. GMLL has Recently launched a Store at Raipur, Chhattisgarh as part of our '100 store Journey' at PAN India Level.

Management Comments

Commenting on the performance of Q3 FY22, Mr. Prem Aggarwal, Chairman & Managing Director, said

"We are pleased to report another quarter of consistent and strong growth, supported by differentiated offerings, efficient operations and business strategies. We continue to execute strongly on all our key strategies, driving growth across our three primary verticals.

*For Q3 FY22, Revenues from operations has increased by **158.50%** from **₹222.41 Mn in Q3 FY21 to ₹574.92 Mn in Q3 FY22.** EBITDA and PAT expanded significantly by **131.58%** and **158.91%** respectively from **₹23.37 Mn & ₹12.93 Mn in Q3 FY21 to ₹54.13 Mn & ₹33.48 Mn in Q3 FY22.** This was attributed because of enhancing Sales volumes, business scalability in the surplus business, improved working efficiencies.*

We have setup 2 integrated facilities in Surat and Raipur as part of our business plan to setup centers across India and serve tier 2 and 3 towns/districts which have a very strong potential and market opportunity to grow our wholesale surplus and retail model in a very significant manner, we have seen substantial growth in our Poorti model and we expect this model to grow at a CAGR of 30% over the next few years.

We have always believed in setting precedents and giving back to the society and as part of our many initiatives and belief that every woman can be an entrepreneur and this is the primary reason we have business policies to support such initiatives through "Price Mantra" where we have encouraged women in every center irrespective of the demographics to begin their entrepreneurial journey.

Lastly thanking all our stakeholders in entrusting their confidence in us and we assure every stakeholder we are committed to outperform and pursue every effort to channelize inclusive growth.

Management Guidance for FY22

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 **5,000 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.

GMLL lays emphasis on affordable cost of product without compromising on the quality of the product. GMLL has 2 unique business models which will be key revenue and growth drivers; **Poorti: wholesale textile surplus model** which deals with wholesalers and retailers across the country and also from international markets to source textile surplus, the larger share of this business is with small unorganized players who have limited access to larger markets domestically and internationally versus GMLL which has a strong penetrated network across markets. The second most important model which will support the brand enhancement exercise is **Price Mantra: the retail convenience store model and experience**. Till date we have 14 stores opened in the past 15 months and expect this number to grow very rapidly in mix of owned and franchise's with some salient operative model which will incentivize all business partners in a way where reward ratio is favorable.

For further information on the Company, please visit www.junctionfabrics.in

Lakshmi Priya. K (Company Secretary) Krunal Shah/ Vinayak Shirodkar

Garment Mantra Lifestyle Ltd.

Captive IR Strategic Advisors Pvt. Ltd.

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