

Date: 03.08.2021

To

BSE Limited
PhirozeJeejeebhoy Towers,
Dalal Street, Mumbai – 400001
BSE Scrip Code: 539216

Dear Sir/Madam,

Sub: Press Release titled “Q1-FY22 Earning Updates”

With reference to the captioned subject and pursuant to regulation 30 of SEBI (LODR) Regulations, 2015, please find attached herewith press release titled “Q1-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: 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 ₹219.47 mn

EBITDA stands at ₹23.56 mn

PAT at ₹10.79 mn

Q1 FY22 – Earnings Update

Tirupur, 3rd August, 2021: Garment Mantra Lifestyle Limited, a focused company on fulfilling the fashion and lifestyle aspirations of Mass Indian Population has announced its 1st Quarter Earnings for the period ended on 30th June 2021.

Financial Statement Highlights for Q1 FY22 v/s Q1 FY21

| Particulars (INR MN) | Q1 FY 22 | Q1 FY 21 |
|-----------------------------------|---------------|---------------|
| Revenue from Operations | 219.47 | 184.15 |
| Other Income | 0.01 | 0.10 |
| Total Revenue | 219.47 | 184.25 |
| Total Expenses | 204.85 | 182.40 |
| EBITDA | 23.56 | 10.26 |
| EBITDA Margin (%) | 10.73% | 5.57% |
| Depreciation | 1.75 | 1.66 |
| Finance Cost | 7.19 | 6.75 |
| PBT with Exceptional Item | 14.62 | 1.85 |
| Exceptional Items | - | - |
| PBT | 14.62 | 1.85 |
| Current Tax | 3.84 | - |
| Earlier Years | - | - |
| Deferred Tax | - | - |
| Tax | 3.84 | 0.00 |
| PAT | 10.79 | 1.85 |
| Other comprehensive profit / loss | - | - |
| Net PAT | 10.79 | 1.85 |
| PAT Margin % | 4.91% | 1.00% |
| Diluted EPS | 1.07 | 0.69 |

Q1 FY22 Earnings Update

Financial Performance Comparison – Q1 FY22 v/s Q1 FY21

- Revenue from operations **increased by 19.18% from ₹184.15 mn in Q1 FY21 to ₹219.47 mn in Q1FY22**
- EBITDA **increase by 129.66% from ₹10.26 mn in Q1 FY21 to ₹23.56 mn in Q1 FY22**
- Net Profit stood at **₹10.79 mn in Q1 FY22, compared to ₹1.85 mn in Q1 FY21.**
- Consolidate EPS for **Q1 FY 22 is Rs. 1.07 per share** (of the face value of Rs 10 Each) as compared to **Rs. 0.69 per share in Q1 FY21.**

Business Updates

- GMLL has focused on increasing its retail presence through B2C space. GMLL has Recently launched **2 new Stores**, one is in **Tirupur** and another one is in **Delhi NCR** through its retail arm '**Price Mantra**'
- Price Mantra, launched its 10th store at NSR Road, Saibaba Colony, Coimbatore, Tamil Nadu on 3rd August 2021, According the management the launch of the stores aims at providing high-quality, aspirational fashion wear at affordable prices for the entire family with an enhanced shopping experience.

Management Comments

Commenting on the performance of Q1 FY22, Mr. Prem Aggarwal, Chairman & Managing Director, said "This has been a challenging quarter for all of us with the second wave of Covid-19 disrupting economic activities across the country, however we managed to maneuver through this tide and efficiently managing the operational challenges emerging as a stronger and more robust company. Despite challenges we were quick enough to implement our business continuity plans resulting in one of the best quarter performances for the company. This was attributed because of enhancing Sales volumes, change in the Product Mix, improved working efficiencies. For Q1 FY21, Revenues has increased by **19.18% from ₹184.15 mn in Q1 FY21 to ₹219.47 mn in Q1 FY22**. EDITDA and PAT expanded massively by **129.66% and 482.97%** respectively from **₹10.26 mn & ₹1.85 mn in Q1 FY21 to ₹23.56 mn & ₹10.79 mn in Q1 FY22"**

We are also happy to announce the launch of our **10th store** in Coimbatore, our brand continues to reinforce its role in offering up-to-date and affordable fashion for every member of the family. The purpose of launching these stores is to serve our esteemed customers with exclusive offerings and a remarkable in-store experience. We are confident that we will receive continued support from the customers we are catering.

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 Outliers 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

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