

**EARNING SYNOPSIS:**

- ❖ On Standalone basis for the Q2 FY2020-21,
  - PAT: INR 10.79Mn (2.5x on q-o-q basis)
  - Revenues: INR 236.34 Mn (1.6x on q-o-q basis)
  - EBITDA: INR 20.69 Mn(2.5x on q-o-q basis)
- ❖ EBITDA and PAT margins stood at 8.75% and 4.56% respectively.
- ❖ The growth was attributed by significant surge in demand due to festive season as well as demand from export market.

**Tirupur, November 12, 2020:** Garment Mantra Lifestyle Ltd (Erstwhile Junction Fabrics & Apparels Ltd) (BSE Code:539216), is a company focused on fulfilling the fashion and lifestyle aspirations of Mass Indian Population, today announced its financial results for the second quarter ended on September 30, 2020.

**Quarterly Comparison:**

The company has recorded revenue of INR 236.34 Mn in Q2FY2021 as against INR 150.9Mn during the previous quarter. EBITDA stood at INR 20.69 Mn with margins of 8.75% against 5.44% on q-on-q basis. Profit after tax (PAT) showed substantial improvement of 150.84% to INR 10.79 Mn in Q2FY2021 compared to INR 4.3 Mn during the previous quarter ended June 2020.

**Half-yearly Comparison:**

The Company has achieved revenues of INR 387.24 Mn during the first half of FY2021, which is marginally lower than INR 404.46 Mn as compared to last year. The marginal decline in revenue was mainly due to the lockdown impact during the first quarter of financial year. Despite impact on revenues, the company took considerable measures of cost controls and improve its operational efficiency. The efforts resulted in improved EBITDA of INR 28.89 Mn in H1FY2021 as against INR 21.06 Mn in H1FY2020 with margins improving from 5.21% to 7.46%. Profit after tax (PAT) registered a decent growth of 27.16% to INR 15.09 Mn in H1FY2021 from INR 11.86 Mn in H1FY2020.



**Commenting on the Company’s performance for Q2FY21, Mr. Prem Aggarwal, Chairman & Managing Director,** “This has been a very strong quarter for us where we have managed to significantly improve revenue and profitability. The improvement in profitability is expected to continue on the back of revival in demand both within the domestic and international markets. We have recorded a net profit of INR 10.79 Mn for this period and have posted 56.62% q-o-q growth in top-line, despite the negative impact of COVID-19. We have seen great traction in our new products i.e. Covid related medical essentials such as Face Masks & Cotton PPE Kits. We have executed a large order worth of 4.40 crores within 15 days of receiving the same from one of the largest B2B platforms and supplied requisite quality products. Apart from this, we have witnessed a spike in demand for leisure garments during the lockdown as people were forced to stay at home and as a result knit wear became the basic necessity of the nation.”

He further added, “We feel extremely proud that we have migrated to BSE Mainboard amidst this tough time. Moreover, board has approved acquiring substantial stake into two of its Group Textile arms - Jannat Fabrics and Apparels Private Limited and Twenty Twenty Trading LLP “Price Mantra”. With this acquisition, Garment Mantra will be positioned as a Flagship Company. With special expertise of both the Companies, we will be able to grow faster going forward. Due to festive season and with ease of the restrictions, demand has picked up almost three times higher than the normal scenario and the demand from medical supplies continues to remain strong amidst the current scenario. Demand from export market has also surged and that is very positive sign for us. We are very optimistic about better performance in the second half of the year.”

Rs. Mn	Q2FY2021	Q1FY2020	QOQ%	H1FY2021	H1FY2020	YOY%	FY2020
<b>Total Revenue</b>	236.34	150.90	<b>56.62%</b>	387.24	404.46	<b>-4.26%</b>	936.15
<b>EBIDTA</b>	20.69	8.20	<b>152.24%</b>	28.89	21.06	<b>37.16%</b>	52.76
<b>EBIDTA Margin (%)</b>	<b>8.75%</b>	<b>5.44%</b>		<b>7.46%</b>	<b>5.21%</b>		<b>5.64%</b>
<b>PAT</b>	10.79	4.30	<b>150.84%</b>	15.09	11.86	<b>27.16%</b>	23.25
<b>PAT Margin (%)</b>	<b>4.56%</b>	<b>2.85%</b>		<b>3.90%</b>	<b>2.93%</b>		<b>2.48%</b>
<b>EPS</b>	<b>1.76</b>	<b>1.07</b>		<b>2.46</b>	<b>4.41</b>		<b>8.64</b>

## About Garment Mantra Lifestyle Ltd

Garment Mantra Lifestyle Limited (Erstwhile Junction Fabrics & Apparels Ltd) is a BSE SME-listed company (BSE Code: 539216). 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 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 has vast and diverse range of the active wear, outer wear, lounge wear for the Kids, Ladies and Men. The company manufactures only its in-house brands, which are as follows: -



The company’s complete range consist about 5000 products / SKUs 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 is focused on basic products that remain in fashion for long period of time and does not carry outdation of fashion risk. The company lays emphasis on affordable cost of product without compromising on the quality of the product.

**For more details, please visit <http://garmentmantra.com/>**