

**10<sup>th</sup> Annual General Meeting dated 30<sup>th</sup> September, 2021 - Transcript**

**Lakshmi Priya, Company Secretary and Moderator:**

Good morning my dear shareholders!

I welcome you all to the 10<sup>th</sup> Annual general meeting of Garment Mantra Lifestyle Limited. It is now time to start our meeting.

I am Lakshmi Priya. K, Company secretary and will be facilitating the meeting on behalf of the chairman and will be acting as moderator

This meeting is held through video conferencing because of the prevailing unprecedented situation. This is in compliance with the circulars issued by Ministry of Corporate Affairs, Government of India and the Securities Exchange Board of India

The company has taken all possible steps to enable the shareholders to participate in the annual general meeting. The requisite quorum for conducting the meeting is present and therefore on behalf of the chairman, I call the meeting to order.

The register of key managerial personnel and their shareholding and the Register of contracts/arrangements in which directors are interested are available and shall remain accessible to members electronically, if they so desire

Before proceeding with the meeting Now, I would like to introduce the Board of Directors for the benefit of members

1. Mr. Prem Aggarwal, Managing Director and Promoter
2. Mrs. Shikha Aggarwal, Whole time Director and Promoter
3. Mrs. Ashmita Aggarwal, Director
4. Mr. Senthil Rajagopal, Independent Director and chairman of audit committee
5. Mr. Thirumurugan, Independent Director and chairman of Nomination and remuneration committee and Stakeholder relationship committee

Shareholders may please note that Mr. Anil Goyal, Independent Director has requested for leave of absence and the same shall be taken note of

All other directors are present at this meeting.

Mr. Aditya Aggarwal, Chief financial officer and representatives from Statutory auditor's office and from secretarial auditor's office are also present



Dear all,

Notice dated 22<sup>nd</sup> June, 2021 convening this annual general meeting and a copy of annual report for the financial year 2020-21 have already been circulated to the members of the company electronically on 8<sup>th</sup> September, 2021

With your permission, I shall take the notice as read

The auditors report on the standalone and consolidated financials for the year ended 31<sup>st</sup> March, 2021 and the secretarial auditors report of the company does not contain any qualification/ reservation or adverse remarks and accordingly the reports are not required to be read out.

Now, I request our chairman Mr. Prem Aggarwal to begin his formal address to the shareholders

**Prem Aggarwal, Chairman:**

**Dear Shareholders,**

One year since the outbreak of COVID-19, the pandemic continues to pose a significant global challenge. Despite widespread inoculation, new variants of the virus threaten our lives and well-being. I hope you and your families are safe during these difficult times and are taking utmost care.

First and foremost, I would like to thank the entire family of Garment Mantra for everything that you have done to weather the crisis. Your commitment and perseverance has made all the difference and prepared your Company to cope with this unforeseen situation.

Secondly, I would like to assure you that your Company is resilient. Over the course of three decades, we have overcome several challenges and are convinced that we will overcome this one too.

### **Resilient performance**

During FY2021, we posted revenues of ₹ 1,677.01 million, marking a growth of 11.81% over FY2020. Our EBITDA grew by 59.48% to reach ₹ 152.24 million during the year. Our net profit stood at ₹ 79 million in FY2021, compared to ₹ 40 million in FY2020. As a result, our earnings per share (EPS) expanded by reached ₹ 14.98 in FY2021. During the year, our team focused on enhancing and expanding our businesses – Garment Mantra, Price Mantra and Poorti. We are now building a sharper focus on customer needs by better understanding and analysing their lifestyles and fashion preferences. We are also leveraging the power of the social media to expand the reach of our brands. Our Strengthened presence on social media as also allowed us to establish a deeper connect with our customers and maintain brand recall.



### Robust business models

Our three business models are our foundation pillars. Through Garment Mantra, we manufacture and sell knitted fabrics and garments. Price Mantra is the retail chain of Garment Mantra. We sell products matching international quality standards at impressively affordable prices due to our bulk buying strategy. We enable employment for the common masses such as housewives, retired people and even salaried employees by offering them the opportunity to take up a franchise of Price Mantra. Poorti is our third business model. It is the wholesale hub of Garment Mantra.

Businesses	% of revenue
Garment Mantra	70-75%
Price Mantra	10-15%
Poorti	15-20%

The idea behind this business is to make luxury apparels, accessories and footwear available to those who cannot afford it. We make these products reach the common masses by purchasing them in bulk below their manufacturing cost.

### Prioritising employee well-being and society

As soon as the pandemic began, our unwavering commitment was to protect the health and priorities the safety of our people. Though the crisis seems to have eased a little, we are not letting our guard down and are continuing to follow all the necessary precautions. We ensured our people wore masks, equipped out facilities with sanitisers and maintained social distancing. Further, we arranged for accommodation and food for all our people to ensure they avoid travel to and from work during COVID times. We arranged for a mass vaccination drive at our locations to ensure all our people are inoculated. Financial aid was also given to those in need to help them buy staples and groceries.

At Garment Mantra, we believe in respecting the needs of every individual, and supporting and empowering them. We are committed to making a difference to those around us. We support 'Vanathukkul Tiruppur', which is an initiative to expand green cover in the city. We also organised blood donation drives.

Your Company is actively involved in the social activities of the Tiruppur Export Association (TEA), Confederation of Indian Industries (CII), Rotary Club and Lion's Club. We also contributed to the setting up of an 80-bed oxygen facility, along with other industrialists. As I conclude, I would like to inform you all that your Company has a bright future as the opportunity and intensity of competition in India's fashion market is going to rise steadily. We are planning to launch 12-16 outlets under Price Mantra in the coming year through its



own stores or through the franchise model. We expect a revenue growth of 15-20% in FY2022 through addition of new products and retail stores. On the back of our three business models, we are in good stead to take over the market.

I would like to express my deepest gratitude to our investors and stakeholders for their continued faith and trust in us. Together, we will take Garment Mantra to newer heights of success.

I request Mrs. Lakshmi Priya to take over.

**Lakshmi Priya, Moderator:**

Thank you sir

Moving on to today's agenda items, the following are the agenda items which are being passed in today's meeting.

Item No	Agenda
1	Consider and adopt the Audited Financial Statements, Report of the Board of Directors and Auditors Report for financial year ended 31 <sup>st</sup> March, 2021
2	To appoint a Director in the place of Mrs. Shikha Aggarwal Prem, (DIN: 03373965), who retires by rotation and, being eligible, offers herself for reappointment.
3	To ratify the remuneration paid to cost auditor of the company for the financial year 2021-22
4	To consider and approve entering into related party contracts/arrangements/agreements/transactions

Members may please note that the E-Voting facility will be available for next 15 minutes for those members who have not cast their vote during the AGM. The company has appointed Mr. G.Vasudevan, Practising company secretary to scrutinize the E-voting process held both through Remote and Venue at AGM to conduct the process in a fair and transparent manner.



The combined results of E-Voting and voting at the annual general meeting will be announced within two working days from the conclusion of the meeting. The results shall be available on the website of the company and on the website of Stock exchange.

The company has not received request from any of the shareholder to speak at the meeting nor has the company received any queries regarding the financial statements

Once again I thank all shareholders, directors, key managerial personnel, statutory auditors and secretarial auditor for joining the Annual general meeting through Video Conferencing and for active participation.

The meeting concluded at 12:07 noon.

