



RUPA & COMPANY LIMITED



**Date:** 29/01/2021

To,

The Listing Department National Stock Exchange of India Ltd Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex Bandra (E), Mumbai - 400 051 <b>NSE Symbol: RUPA</b>	The Department of Corporate Services BSE Ltd Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001 <b>Scrip Code: 533552</b>
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Respected Ma'am/ Sir,

**Ref: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 ('SEBI Listing Regulations')**

**Sub: Investor Release and Result Presentation**

Please find enclosed herewith Investor Release and Result Presentation in relation to Unaudited Financial Results of the Company for the quarter and nine-months ended December 31, 2020.

This is for your information and record please.

Thanking you.

Yours faithfully,

**For Rupa & Company Limited**

**Kundan Kumar Jha**

*Company Secretary & Compliance Officer*  
ACS 17612



**Encl: As above**



## Investor Release

### Rupa & Company reports Robust Performance for Q3 FY21

- ✓ Revenue at Rs. 346 crores, growth of 12%
- ✓ EBITDA growth of 40%
- ✓ PAT growth of 52%

**Kolkata, 29<sup>th</sup> January, 2021** – Rupa & Company Limited, one of the leading and largest knitwear brand in India, engaged in the manufacturing, marketing, selling and distribution of men's and women's innerwear, thermal wear and fashion wear announced its Unaudited Financial Results for the Quarter and nine months ended 31<sup>st</sup> December 2020.

#### Key Financial Highlights are as follows:

Particulars (Rs. Crs.)*	Q3 FY21	Q3 FY20	Y-o-Y	9M FY21	9M FY20	Y-o-Y
Revenues	345.6	307.6	12%	858.7	795.3	8%
EBITDA	64.3	45.8	40%	166.7	105.9	57%
EBITDA Margins (%)	18.6%	14.9%		19.4%	13.3%	
Profit After Tax	43.4	28.5	52%	109.4	66.2	65%
PAT Margins (%)	12.6%	9.3%		12.7%	8.3%	

\* On Consolidated Basis

#### Commenting on the Results, Mr. Dinesh Kumar Lodha, CEO said,

*"We are pleased with the overall performance and profitability of the Company despite the current pandemic situation. The performance is an indication of the Company's effort in building a resilient business capable of performing even in the most adverse conditions.*

*Our Revenues grew by 12% on back of increased volumes during the festive season. We also saw good traction in the winter wear sales. EBITDA and PAT grew 40% and 52% respectively due to change in product mix, improved operating efficiencies and cost reduction strategies. During the year gone by, the Company has spent ~4-5% on brand development.*

*The Company's focus is to increase share in premium and super premium category, improve focus on women, casual, and thermal wear, and foray in newer markets with higher penetration in the existing markets.*

*The Company has been continually adopting measures to reduce its inventories and debtor cycle. Our focus is to bring efficiencies in our working capital cycle.*

*We have an unwavering approach to quality at Rupa. Quality is implemented at all levels, from Project Planning, Design and Documentation, to Execution and Supervision. With focus on innovation and research, continuous upgrading of machinery and technology at all levels, stringent quality control measures, and international-standard production norms gives Rupa's products the leading edge.*

*Rupa has a strong PAN India presence. Our strategy is to foray in newer markets by appointing new distributors and building experienced team and further penetrate in the existing markets. This would lead to increased investments in brand development across new geographies."*





### **Update on Scheme of Arrangement**

During the quarter gone by, the Board has approved the Scheme of Arrangement between Oban Fashions Private Limited (Demerged Undertaking), and Rupa & Company Limited (Resulting Company) subject to requisite approvals and permissions. The proposed demerger would help in

- Utilizing the current market presence and customer base of the Resulting Company
- Streamlining the operational structure of the Demerged Undertaking
- Synergies expected to bring in cost savings in the marketing, selling and distribution expenses as well as give benefits of the economies of scale of the Company
- Would enable consolidation of similar premium businesses and carry on the same more efficiently and effectively

### **About Rupa & Company Limited**

Rupa, today is one of the leading knitwear brand in India, covering the entire range of knitted garments from innerwear to casual wear. Rupa has a broad & unparalleled product portfolio of innerwear, thermal wear, and casual and athleisure wear. The Company has a bouquet of brands across all price segments – economy, mid-premium, premium as well as the super-premium across men, women, and kids.

The Company has 4 state of the art manufacturing facilities in Domjur (West Bengal), Tirupur (Tamil Nadu), Bengaluru (Karnataka) and Ghaziabad (NCR) with a capacity of 7,00,000 finished goods per day.

The Company has PAN India presence with over 1,200 dealers and over 1,25,000 retail touchpoints.

### **Safe Harbor Statement**

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

### **Contact Details**

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