



RUPA & COMPANY LIMITED



Date: 23 May, 2022

National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No. C/1, G Block  
Bandra Kurla Complex, Bandra (E)  
Mumbai - 400 051

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
Mumbai - 400 001

**Ref: NSE Symbol- RUPA / BSE Scrip Code- 533552**

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

Dear Sir/ Madam,

We are forwarding herewith Investor Release on the financial performance of the Company for the quarter and year ended March 31, 2022.

Kindly take the same on record.

Thanking you.

Yours faithfully,  
**For Rupa & Company Limited**

  
**Manish Agarwal**  
**Company Secretary & Compliance Officer**



Encl: As above







Investor Release

## Rupa & Company Ltd delivers strong performance for FY22, registers highest ever Revenue & PAT in company's history

**Kolkata, 23<sup>rd</sup> May, 2022** ; 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 Financial Results for the Quarter and year ended on 31<sup>st</sup> March 2022.

### Key Financial Highlights: FY22

Revenue from Operations	Gross Profit	EBITDA	Profit After Tax
Rs. 1,474 crores	Rs. 514 crores	Rs. 269 crores	Rs. 192 crores
 +12.3%	 +11.9%	 +4.4%	 +9.4%

### Consolidated Highlights

Particulars* (Rs. Crs.)	Q4FY22	Q4 FY21	Y-o-Y	FY22	FY21	Y-o-Y
Revenues	455.5	454.0	0.3%	1,474.1	1,312.7	12.3%
EBITDA	74.2	90.6	-18.1%	268.5	257.3	4.4%
EBITDA Margins (%)	16.3%	20.0%		18.2%	19.6%	
Profit After Tax	49.3	65.9	-25.2%	191.8	175.3	9.4%
PAT Margins (%)	10.8%	14.5%		13.0%	13.4%	



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

*"We are happy to have delivered another year with increasing growth as we build upon the momentum generated over the last two years. On our journey to achieve ambitious targets, for the second year running, we have recorded highest ever full year revenue & PAT in the company's history. We are proud to have unlocked another milestone this year, taking the company to new heights. Hence on an increasingly higher base from FY21, in FY22 we have registered encouraging growth in key parameters Revenues, EBITDA and PAT at 12.3%, 4.4% and 9.4% respectively. The growth can be attributed to our efforts in scaling up high margin businesses and strengthening our retail footprint nationwide.*

*In Q4 FY22, the industry faced headwinds in the form of a COVID wave early in the quarter coupled with rising raw materials prices. In accordance with our brand scaling strategy, in this quarter we incurred higher advertising & promotion expenses. Thus, a multitude of factors led to pressure on margins. We are also taking steps to calibrate pricing as we balance growth and demand.*

*Our focus on key growth areas has shown good traction in this year and set the platform for a robust growth in the upcoming Financial Year 2022-2023.*

*We have always been committed to our long-term goal of providing the highest level of consumer satisfaction with our products and brands and we are confident of achieving robust operational and financial performance going ahead."*

***Company Update***

Mr. Sumit Khowala who is with the Company for over a decade, handling a wide gamut of roles in Finance & Accounts, has been promoted to be the new designated CFO. Mr. Ramesh Agarwal continues to hold the position of Whole Time Director of Rupa & Company Limited.

Mr. Dinesh Kumar Lodha has tendered his resignation on account of personal reasons. The Company is actively looking for a suitable candidate to fill in the position of the CEO. Mr. Lodha is and will be an active part in this process of selecting the new CEO.



**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 1,500 dealers and over 1,50,000 retail touchpoints.

**Contact Details**

Company: Rupa & Company	Investor Relations: Orient Capital
	
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**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.