

Pearl Global Industries Reports Robust Revenue Growth along with Improved Profitability for Third Quarter and First Nine Months of FY16

9M FY16

- Revenues grew by 29% on YOY basis to ₹ 890.2 crore
- EBITDA increased by 37% on YOY basis to ₹ 42.1 crore
- PAT increased by 70% on YOY basis to ₹ 23.8 crore
- Cash PAT increased by 38% on YOY basis to ₹ 36.3 crore

Q3 FY16

- Revenues grew by 29% on YOY basis to ₹ 315.7 crore
- EBITDA declined by 9% on YOY basis to ₹ 12.4 crore
- PAT increased by 27% on YOY basis to ₹ 8.9 crore
- Cash PAT increased by 19% on YOY basis to ₹ 13.2 crore

NEW DELHI, FEBRUARY 12, 2016: Gurgaon-based home grown apparel manufacturer and exporter Pearl Global Industries Limited (PGIL) reported its third quarter and first nine months results for the financial year 2015-16 today.

- Pearl Global Industries Ltd with its well-diversified vertically-integrated manufacturing base (~9,000 machines) spread across India, Indonesia & Bangladesh is the preferred vendor to leading global brands such as GAP, Banana Republic, Kohl's, Macy, Ralph Lauren, Tom Tailor, etc.
- Dedicated in-house design team of 75 designers located in Hong Kong, India and Indonesia, provide superior market intelligence and focus on creating brand specific product designs to generate and accelerate business opportunities for the global brands and retailers.

Sector / SEO

GARMENT, FASHION,
APPARELS, TEXTILE
MANUFACTURING

As of 12 February 2016 (BSE)

Price **Rs 218.8**

Market Cap **Rs 474.0 crore**

52-week
High/Low **Rs 282.0/184.0**

Markets Code

BSE: **PGIL (532808)**

NSE: **PGIL (ISIN:
INE940H01014)**

Short Business Description

Pearl Global Industries Limited is a well-diversified garment manufacturing company with a de-risked manufacturing base in the leading sourcing nations of India, Bangladesh and Indonesia.

KEY RESULT HIGHLIGHTS

Particulars (Rs Crore)	Q3 FY16	Q3 FY15	YoY %	9M FY16	9M FY15	YoY %
Revenues	315.7	245.5	28.6%	890.2	691.2	28.8%
EBITDA	12.4	13.5	-8.8%	42.1	30.8	36.5%
EBITDA Margin %	3.9%	5.5%	-160 bps	4.7%	4.5%	27 bps
PAT	8.9	7.0	27.2%	23.8	14.0	69.8%
PAT Margin %	2.8%	2.9%	-3 bps	2.7%	2.0%	64 bps
Earnings Per Share (EPS)	4.12	3.24	27.2%	10.97	6.46	69.8%

Mr. Rajkumar Chawla, Chief Financial Officer of the company stated that “The third quarter witnessed robust sales driven by healthy capacity utilisation. Operating margins improved in line with sales; however were impacted due to disruption at our Chennai facility caused by floods and delay in our Bangalore facility compliance procedures. Despite these issues, we have maintained our overall profitability. We shall continue to witness robust growth in coming quarters backed by strong order book visibility.”

Result Highlights

- Q3 FY16 Revenues grew by 29% YoY driven by healthy capacity utilization of more than 70% on the back of robust demand.
- Q3 FY16 EBIDTA declined by 9%. EBIDTA Margin declined by 160 bps YoY to 3.9%. This was mainly due to disruption at Chennai facility caused by floods and delay in Bangalore facility compliance procedures.
- Q3 FY16 PAT increased 27% YoY majorly driven by improved operating performance and also due to lower finance costs (down 19% YoY). PAT Margin was stable at 2.8%.

Contact at PGIL:

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About Pearl Global Industries Limited (PGIL):

PGIL is well-diversified garment manufacturing company with a de-risked manufacturing base in the leading sourcing nations of India, Bangladesh and Indonesia. The Company is engaged in manufacturing and marketing of knits, woven and bottoms (basic and complex designs) across men, women and kids wear segments, providing a global supply chain solution for the fashion industry. The asset light and highly scalable business model rightly places the Company to quickly respond to changing global apparel demand trends. PGIL is an approved vendor to leading US, UK, Europe and Australian brands and retailers. The Company is listed on the Bombay Stock Exchange (BSE) (Scrip ID: PGIL; Code: 532808) and the National Stock Exchange (NSE) (Scrip ID: PGIL; ISIN: INE940H01014), with a market capitalisation of Rs 425.3 crore as on 9th November 2015 (BSE data).

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