

Pearl Global Industries Limited reports highest ever group level performance for FY23 with a topline of Rs 3,158.40 crores

FY23 Consolidated Performance:

- Total Revenue stood at Rs 3,158.4 CRS, a growth of 16% yoy
- EBITDA stood at Rs 255.5 CRS, a growth of 82% yoy
- PAT stood at Rs 153 CRS, a growth of 118% yoy
- Declared an interim dividend of Rs. 5/share at the end of the year resulting in a total dividend of Rs. 7.5 (75% of FV) for FY23

Delhi, 15th May 2023:

Pearl Global Industries Limited, one of India's largest listed garment exporters, manufacturing from multiple sourcing regions within India and countries within South Asia, has announced its audited financial results for the quarter and full year ended 31st March 2023.

Commenting on the performance Mr. Pulkit Seth, Vice-Chairman & Non-Executive Director, said, *"Our outstanding performance in fiscal year 2023 is a testament to our robust global competitive advantage. We have skilfully leveraged our core strengths to achieve this sustained growth which was primarily driven by incremental orders from our existing customers and improved realizations from newly acquired customers.*

Our presence across the global textile value chains in Asia has helped us cater to our global clients effectively, utilizing our global capacities and mitigating uncertainties by leveraging our facilities in different markets.

Some of our key new initiatives which are at different stages of implementation, such as exploring near shore manufacturing opportunities in Central America and setting up new division to build a licensing & branding division in North America will further propel our growth trajectory. These are new initiatives while we continue to target growth in all our key operating countries where we have strategic alignment with new clients."

Commenting on the performance, Mr. Pallab Banerjee, Managing Director said, *"I am pleased to announce that we have achieved record-breaking revenues accompanied by a healthy profit. The improved profitability is on account of the consistent improvement in operations and operating leverage playing out from the existing factories and the greenfield factories in Bangladesh.*

While the business outlook continues to remain challenging amidst higher interest costs and higher inflation rates, we remain confident to sustain a 15-20% compounded annual growth rate over the next 3-4 years.

To navigate the challenges pertaining to the uncertain business environment, we are setting a stringent risk governance framework to hedge against sudden increase in raw material prices and interest costs. This shall help us in keeping our profitability intact."

Consolidated Performance Highlights

Profit and Loss:

Particulars (INR CRS.)	Q4FY23	Q4FY22	YoY%	FY23	FY22	YoY%
Revenue	730.0	896.0	-18.5%	3,158.4	2,713.5	16.4%
EBITDA	62.8	39.7	58.1%	255.5	140.6	81.8%
PAT	53.3	28.5	87.1%	153.0	70.1	118.2%
EPS	23.97	12.51	91.6%	68.90	31.46	119.0%

Balance Sheet:

Particulars (INR CRS.)	Mar-23	Mar-22
Shareholder's Fund	742.8	614.9
Total Borrowing	448.4	464.1
Cash & Cash Equivalents	294.4	149.8

FY23 Performance

- Revenue grew 16% yoy on account of
 - Improved product mix, higher realization per unit and improved capacity utilization from Bangladesh and Vietnam
 - Increased orders from existing customers
 - Addition of new strategic customers with better realizations
 - Integration from Alpha acquisition in financials
- EBITDA Margins improved from 5.2% in FY22 to 8.1% in FY23 primarily on account of
 - Consistent improved profitability in Vietnam operations
 - Improved profitability on account of operating leverage from the existing factories and the greenfield factory in Bangladesh
 - Integration from Alpha acquisition which is EBITDA accretive from Year 1
- ROCE improved to 24.2% in FY23 from 12.2% in FY22 due to
 - Margin improvement across all geographies
 - Improved asset turns
- Working Capital Days declined to 38 days as on 31st March 23 from 63 days as on 31st March 22

Particulars	Mar-23	Mar-22
Inventory Days	59	73
Debtor Days	24	49
Creditor Days	45	59

About Pearl Global Industries Limited:

Established in 1989, Pearl Global Industries Limited (PGIL) is one of India's largest listed garment exporters, manufacturing from multiple sourcing regions within India and countries within South Asia. A preferred long-term vendor to most leading global brands, company is amongst the leading player in textile Industry. The mainstay business is to create value from competitively manufacturing and exporting fashion garments to leading global brands. Product range includes knits, woven and bottoms (basic and complex designs) across men, women and kids wear segments. Company has a well-diversified and de-risked manufacturing base with 22 manufacturing units spread across India, Indonesia, Bangladesh, and Vietnam. PGIL has a total capacity to manufacture around 75 million units per year (including own and outsourced facilities) Company revenue structure is primarily export based, with a major contribution coming from exports to the United States. Exports contribute more than 95% to the company's topline. PGIL provides total supply chain solutions to customers-value retailers and high-end fashion brand retails in the United States and Europe. Business model enables them to offer superior quality products across various countries, catering to all kinds of consumers. Key Global clientele include GAP, Banana Republic, Kohl's, Macy, Walmart, Target Australia, Ralph Lauren, Next, Nordstrom, Old Navy, Ann Taylor, Muji, Talbots among others.

Safe Harbor:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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