SUUMAYA INDUSTRIES LIMITED

(FORMERLY KNOWN AS SUUMAYA LIFESTYLE LIMITED)

CIN: L70102MH2011PLC220879
Registered Office: Gala No.5F/D, Malad Industrial Units, Co-op Soc. Ltd Kachpada, Ramchandra Lane Extension, Malad (W), Mumbai, Maharashtra 400064 **Tel:** 022 4971 2096
Website: www.suumayalifestyle.com : **E-mail:** cs@suumayalifestyle.com

Date: March 1, 2021

To,
The Compliance Department,
National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block G,
Bandra- Kurla Complex,
Bandra (E), Mumbai – 400 051

Symbol – **SUULD**

Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015 ("the Regulation"), please find attached herewith the recent business updates about the Company's Vision "Suumaya 2.0 Strategy".

Request you to take on record.

Thanking you,

Yours Sincerely,
For **Suumaya Industries Limited**
(Formerly known as Suumaya Lifestyle Limited)

ushik mahesh gala
Digitally signed by ushik mahesh gala
Date: 2021.03.01 09:01:15 +05'30'

Ushik Gala
Chairman & Managing Director
DIN: 06995765

Encl: As above

SUUMAYA INDUSTRIES LIMITED

(FORMERLY KNOWN AS SUUMAYA LIFESTYLE LIMITED)

CIN: L70102MH2011PLC220879

Registered Office: Gala No.5F/D, Malad Industrial Units, Co-op Soc. Ltd Kachpada, Ramchandra Lane Extension, Malad (W), Mumbai, Maharashtra 400064 **Tel:** 022 4971 2096

Website: www.suumayalifestyle.com : **E-mail:** cs@suumayalifestyle.com

Suumaya Industries Limited (formerly known as Suumaya Lifestyle Limited) forging ahead through its Vision "Suumaya 2.0 Strategy"

Suumaya Industries Limited (formerly known as Suumaya Lifestyle Limited) is one of the fastest innovating and emerging textile brand widening its horizons in other verticals. The Company with an established legacy of more than 3 decades into textile industry is now on the path to become one of the most diversified textile players in India. ***Suumaya is endeavouring to be an emerging Diversified Conglomerate Group with the vision to contribute to the Economic Development of the Country.***

Branded Apparels:

With an extensive experience of over 3 (three) decades in the Textile industry, Suumaya is one of the leading emerging brands within the women's branded ethnic wear segment. The company has established its strengths in building the relationships and expertise across the textile value chain. Suumaya's advantage is in being one of the very few players with unique end-to-end sourcing, product design, manufacturing and robust go-to-market capabilities – right from fibre to fashion wardrobe.

The Company manufactures its own ethnic and Indo-fusion branded apparels for women under the brand name "Suumaya". The USP of the company lies in its sourcing capability and asset light model of manufacturing through exclusive job workers.

The Company has adopted an omni-channel sales strategy, selling women ethnic wear under its brand name through 1,450+ multi-brand outlets (MBOs), 10 exclusive brand outlets (EBOs), 320+ shop-in-shops (SIS) and 4 online portals (Amazon, AJIO, Rajwadi and VanityKart Dubai). The company is expected to expand its modern trade presence by way of EBOs, LFRs, SIS and online platforms.

In addition to widening the distribution channel primarily through Modern Trade, the company is also planning to expand the product portfolio and increase the wallet share amongst the women's spending.

Medical Textiles – COVID essentials:

With the outbreak of COVID-19 pandemic, the Company took strides in serving the society by utilizing its garmenting facilities to manufacture medical textile producing PPE kits, masks etc.

"Suumaya 2.0 Strategy" – unleashing new frontiers and widening horizons for the Company:

- Suumaya Industries Limited has successfully converted Challenges into a Significant Growth opportunity during the financial year – **it has evolved as one of the leading players in the Medical Textiles segment in the country**
- **Efficiently and effectively utilized idle garmenting facilities** for manufacturing of Covid-19 essentials – **PPE Kits & Masks**

SUUMAYA INDUSTRIES LIMITED

(FORMERLY KNOWN AS SUUMAYA LIFESTYLE LIMITED)

CIN: L70102MH2011PLC220879
Registered Office: Gala No.5F/D, Malad Industrial Units, Co-op Soc. Ltd Kachpada, Ramchandra Lane Extension, Malad (W), Mumbai, Maharashtra 400064 **Tel:** 022 4971 2096
Website: www.suumayalifestyle.com : **E-mail:** cs@suumayalifestyle.com

- Taking effective measures to maintain its foothold on the core branded apparel business – **focusing on the Inventory management, receivables and brand focus – Suumaya**
- Core branded garment business is gradually getting back on track as Government has started unlocking exercise to get back the economy on track **– the company has now lined up its expansion plans through Modern Trade platform by way of opening up EBOs, SIS and strengthening into the E-commerce platform**
- The company has identified new growth frontiers and is diversifying in a significant way into – **Agri & Retail in order to embark on the new phase of sustainable growth cycle**
- The company is also exploring various **inorganic opportunities** in line with its Vision to be a **Diversified Conglomerate** with substantial scale

Agri Business – Giant leap to transform the growth trajectory and positioning of the company:

Suumaya has taken a major leap forward into the Agri Commodity Trading business through its wholly-owned subsidiary Suumaya Agro Limited. India been primarily an Agrarian Economy as it employs around 50% of the Indian population and contributing some 20% to the country's GDP is one of the key sectors for the country and population at large. With a Vision to bridge the gap between the Farmers community and the Consumer at Large – Suumaya has diversified into the Agri Commodity Business. The company is building a holistic Agri business model as it has planned to explore multiple avenues like B2B, B2C through its Retail foray, Corporate, etc.

The company is endeavouring to be a key organized player in the Agri Trading business, whereby the company would be trading into key staple Agri commodities like wheat, rice, pulses, edible oil, sugar, jaggery, etc. The company has made substantial inroads into the segment by putting in place expert Management Team to build a highly scalable and sustainable business, which would be the growth engine for the company.

Updating on the business, Mr. Ushik Gala, Chairman & Managing Director of Suumaya Industries Limited said, "Suumaya Industries Limited has emerged strongly amidst the recent pandemic crisis. It gives us immense satisfaction that the company has been able to serve our society in such crisis by utilizing its capacity to manufacture COVID-19 essentials – PPE Kits & Masks. On the core branded business, we are witnessing some stability and accordingly we are gearing up to kick off our expansion plans through EBOs, SIS, inroads into LFRs and e-commerce platforms."

Mr. Gala added, "As a part of Suumaya 2.0 Strategy – a roadmap chalked down for evolution of the next growth phase, the company has diversified into Agri Business. We view this segment not from the point of view of just a Busines s segment, but more as a responsible Corporate citizen to serve to the large part of our population of our country. With changing dynamics of the Agri Trade within the country, we have adopted quite agile and flexible approach to the Agri vertical for our company. We are quite optimistic about our foray into this segment and expect it to completely transform our company in coming years. With major growth plans lined up we are strengthening the balance sheet of the company by infusing

capital to the tune of around Rs 750 million through preferential issue of warrants to the promoters."

Financial Performance:

Standalone (Rs Million)	Q3FY2021	Q3FY2020	% yoy	9m FY2021	9m FY2020	% yoy	FY2020
Total Revenue	**9,175**	**243**	***3,680.5***	**12,520**	**1,345**	***831.1***	**2,107**
Raw Material Cost	7,407	167	*4,335.0*	10,261	1,160	*784.2*	1,938
Employee Cost	17	8	*120.8*	20	16	*31.0*	17
Other Expenses	41	4	*873.8*	144	23	*533.3*	40
EBIDTA	**1,711**	**64**	***2,581.5***	**2,095**	**146**	***1,335.8***	**113**
EBIDTA Margins (%)	***18.6***	***26.3***		***16.7***	***10.9***		***5.3***
Depreciation & Amortization	3	1	*190.0*	6	3	*107.1*	2
Finance Cost	10	0	*3,333.3*	19	1	*1,600.0*	2
Profit Before Tax	**1,698**	**63**	***2,616.2***	**2,070**	**142**	***1,358.0***	**109**
Tax	528	-	*#DIV/0!*	638	19	*3,345.9*	27
Profit After Tax	**1,169**	**63**	***1,771.0***	**1,433**	**124**	***1,060.2***	**82**
PAT Margin (%)	***12.7***	***25.8***		***11.4***	***9.2***		***3.9***
Diluted EPS (Rs)	**48.7**	**2.6**		**59.7**	**5.1**		**3.4**

The company has posted stellar all-round performance in terms of revenues and profitability during the quarter and nine month ended December 2020. Total Revenues during the quarter stood at Rs 9175 mn and EBIDTA at Rs 1711 mn as against Rs 243 mn and Rs 64 mn last year. PAT during the quarter stood at Rs. 1169 mn against Rs 63 mn last year.

For the nine months period ended December 2020, Revenues, EBIDTA and PAT stood at Rs 12520 mn, Rs 2095 mn and Rs 1433 mn respectively as against Rs 1345 mn, Rs. 146 mn and Rs 124 mn respectively during last year. EBIDTA Margins have shown sharp improvement to 16.7% as against 10.9% and PAT Margins improved from 9.2% to 11.4%. Medical Textiles led the growth of the company as the company leveraged on its strengths and utilized the opportunity to scale up its operations.

Commenting on the financial performance Mr. Gala added, "We are quite delighted with the robust performance the company has posted during the nine-months period ended December 2020. The dedicated efforts of the entire Suumaya Team have helped us in sailing through this crisis with flying colours. Within short span of listing, the company has achieved significant milestones of crossing Rs 10 bn in revenues and Rs 1 bn in Net Profits. We would continue to thrive towards achieving sustainable growth in coming years."

SUUMAYA INDUSTRIES LIMITED

(FORMERLY KNOWN AS SUUMAYA LIFESTYLE LIMITED)

CIN: L70102MH2011PLC220879
Registered Office: Gala No.5F/D, Malad Industrial Units, Co-op Soc. Ltd Kachpada, Ramchandra Lane Extension, Malad (W), Mumbai, Maharashtra 400064 **Tel:** 022 4971 2096
Website: www.suumayalifestyle.com : **E-mail:** cs@suumayalifestyle.com

About Suumaya Industries Limited:

Suumaya Industries Limited is a NSE listed company (NSE Code: SUULD) established in the year 2011 and backed by experienced promoters with over three decades of experience in the Textile Industry. The company has positioned itself as a highly creative brand for exquisite fashion and world's finest collection of Indo-Western Designer Kurtis. The company has diversified into the Agri Business as a part of its strategy – "Suumaya 2.0 Strategy".

For more information contact:

Mr. Sejal Doshi
Director
DIN: 08431221
Telephone: +91 22 4962 0933 / +91 22 4963 2139
Email: info@summayalifestyle.com