

SUDITI INDUSTRIES LTD.



C-253/254, MIDC, TTC INDL.AREA, PAWNE VILLAGE, TURBHE, NAVI MUMBAI – 400 705
Tel. No: 67368600/10, FAX: 27683465: E-mail: cs@suditi.in CIN No. L19101MH1991PLC063245
Regd.Office: A-2, Shah & Nahar Indl.Estate, Unit No.23/26, Lower Parel, Mumbai-400013.

Ref: No. SIL/S/92/2018-19

Date: 19.11.2018

The Secretary/Corporate Services,
Bombay Stock Exchange Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001.

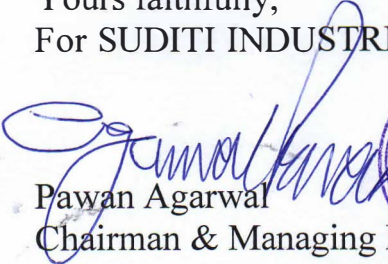
Company Code No. 521113

Dear Sir,

We hereby submit the “Q2/FY 2018-19 Earnings presentation” prepared by our Investor Relations Management Services Company “M/S. Valorem Advisors “for the information of the investors. The financial details presented contain the information from the September 2018 quarterly/half yearly results submitted by the company and the disclaimer statement is also attached for the information of the investors.

Thanking you,

Yours faithfully,
For SUDITI INDUSTRIES LTD.


Pawan Agarwal
Chairman & Managing Director.






SUDITI INDUSTRIES LTD.

H1/Q2-FY19 EARNINGS PRESENTATION

Executive Summary



Overview

- Suditi Industries limited ("SIL"), was incorporated in 1991 as a processing house to manufacture 100% cotton Knitted Fabrics and Polar Fleece Fabrics
- In a short span, the company established itself as a reputed quality manufacturer of hosiery fabrics and garments for many established brands
- The company is today a vertically integrated Textile and Apparel manufacturing house with processes like knitting, dyeing, printing, finishing, garmenting and also retailing of our own branded apparels and reputed licensed wear



Products and Business Mix

- **Retail Business**
 - **Licensed Brands** – FC Barcelona, Manchester City FC
 - **Own Brands** – Riot and Indianink
 - **Partnership Brands** – YouWeCan and NUSH
- **Fabric and Garments Business**



Key Marquee Clients

- **Retail:** EBO's and large format stores like Central, Shoppers Stop, Pantaloons, Lifestyle, & Walmart, and e-commerce presence on Jabong, Myntra, Amazon, Flipkart, Snapdeal, etc.
- **Fabrics:** Madura Group, Reliance, Creative Garments Pvt. Ltd, Gini & Jony Ltd, Choudhary Garments
- **Garments:** Future Group, Mandhana Industries Ltd, Myntra Designs Pvt. Ltd, Siyaram Silk Mill Ltd, Shoppers Stop, Raymond, Lee Cooper, Walmart, Burnt Umber



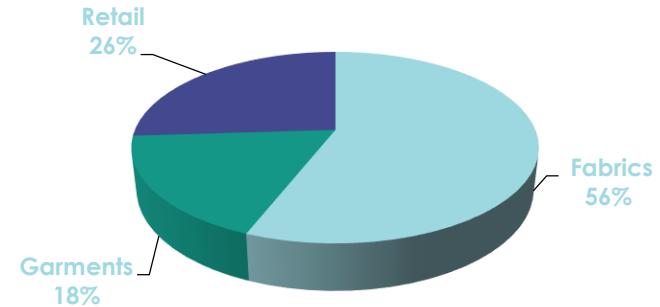
FY18 Financial Performance (Standalone)

- Total Income: **INR 980 Mn**
- EBITDA: **INR 93 Mn**
- Net Profit: **INR 34 Mn**

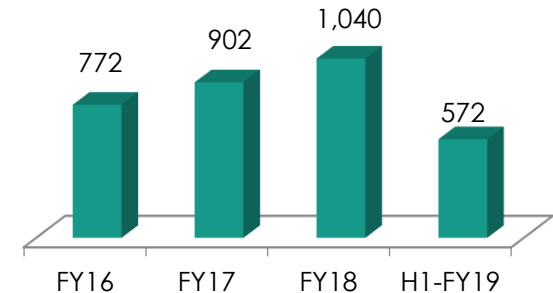
Company Overview

- SIL initially started as a fabrics processing plant, the company has gradually entered into different segments of fabric processing such as knitting, printing, finishing and garmenting.
- The company is **headquartered at Navi Mumbai, Maharashtra** and has manufacturing unit at Turbhe, Mumbai.
- SIL has state-of-the-art machines imported from Germany, USA, Greece, Switzerland, Taiwan etc. through which they cater to customers' specific needs.
- SIL ventured into licensing by acquiring **manufacturing rights for 2014 FIFA World Cup (Brazil)**.
- Encouraged by the response of FIFA world cup 2014 (Brazil) the company has now executed licensing agreement with reputed **international clubs like FC Barcelona and Manchester City FC** and also ventured licensing agreements with **YouWeCan** as well as a joint venture with **NUSH**.
- The company has a strong retail presence through 2 of its **key brands: Riot** and **Indianink**.
- **Riot** is an inspirational youth brand that offers quality fashion wear at economical prices. **Indianink** offers a vivid range of contemporary fashion and styled garments for women.
- It also launched a clothing brand **YWC** Fashion with cricketer Yuvraj Singh in 2016 and brand **NUSH** with celebrity actress Anushka Sharma in 2017.

SEGMENTAL REVENUE (FY18)



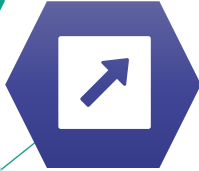
CONSOLIDATED REVENUES (INR MN)



Key Strengths

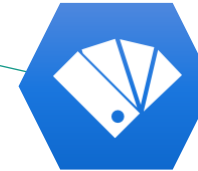
Experienced promoters & a strong management team

Established Players in Apparel Brand Licensing



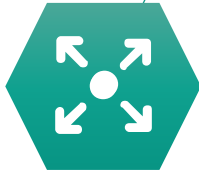
Vertically integrated - processing to garmenting

Strong Retail brands - Riot & Indian Ink



Diversified range of textile products

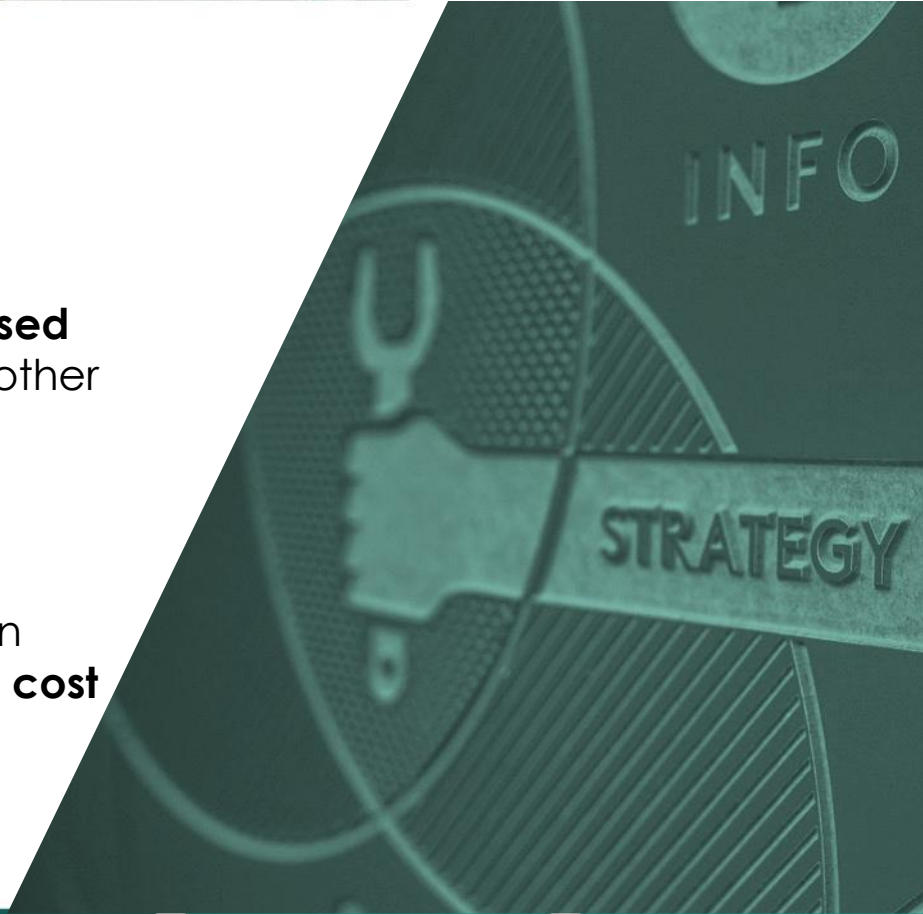
Reliable suppliers of Fabrics and Garments to Marquee Clients



Strong Pan India distribution network across platforms

Future Strategy

- **Increased focus on retail** business.
- Strategically identify & tie-up with **more licensed brands**.
- **Increasing footprint of our own and licensed brands** through distributor networks and other low-capex franchisee models.
- **Higher focus on e-commerce** platforms.
- Strategically leverage on companies own manufacturing facilities to **further reduce cost & improve margins**.



H1/Q2-FY19 Financial & Operational Highlights

Q2-FY19 Standalone Financial Performance:

Total Income – INR 302 Mn

EBITDA- INR 40 Mn

EBITDA Margin- 13.25%

Net Profit- INR 17 Mn

PAT Margin-5.63%

Diluted EPS- INR 1.01

H1 -FY19 Standalone Financial Performance:

Total Income – INR 572 Mn

EBITDA- INR 59 Mn

EBITDA Margin- 10.31%

Net Profit- INR 24 Mn

PAT Margin- 4.20%

Diluted EPS- INR 1.45

H1/Q2-FY19 Operational Highlights:

- More point of sales for YWC Fashion and NUSH as demand from customers is increasing.
- PAT increase from 13 mn to 17 mn as company is focusing on bottom line.

Quarterly Standalone Financial Performance (IND AS)

Particulars (INR Mn)	Q2-FY19	Q2 FY18	Y-o-Y	Q1-FY19	Q-o-Q
Total Income*	302	234	29.1%	270	11.9%
Total Expenses	262	203	29.1%	251	4.4%
EBITDA	40	31	29.0%	19	110.5%
EBITDA Margin (%)	13.25%	13.25%	NA	7.04%	621 Bps
Depreciation	5	4	25.0%	4	25.0%
Finance Cost	7	7	NA	7	NA
PBT	28	20	40.0%	8	250.0%
Tax	11	7	57.1%	1	NA
PAT	17	13	30.8%	7	142.9%
PAT Margin (%)	5.63%	5.56%	7 Bps	2.59%	304Bps
Other Comprehensive Income (net of Tax)	-	-	NA	1	NA
Total Comprehensive income	17	13	30.8%	8	112.5%
Diluted EPS (INR)	1.01	0.76	32.9%	0.44	129.5%

* Includes Other Income

Half-Yearly Standalone Financial Performance (IND AS)

Particulars (INR Mn)	H1-FY19	H1-FY18	YoY
Total Income*	572	458	24.9%
Total Expenses	513	412	24.5%
EBITDA	59	46	28.3%
EBITDA Margin (%)	10.31%	10.04%	27 Bps
Depreciation	8	7	14.3%
Finance Cost	14	14	NA
PBT	37	25	48.0%
Tax	13	8	62.5%
PAT	24	17	41.2%
PAT Margin (%)	4.20%	3.71%	49 Bps
Other Comprehensive Income (net of Tax)	1	-	NA
Total Comprehensive income	25	17	47.1%
Diluted EPS (INR)	1.45	0.97	49.5%

*includes Other income

Standalone Income Statement (IND AS)

Particulars (INR Mn)	FY16*	FY17	FY18	H1-FY19
Total Income#	683	819	980	572
Total Expenses	614	735	887	513
EBITDA	69	84	93	59
EBITDA Margin (%)	10.10%	10.26%	9.49%	10.31%
Depreciation	18	18	15	8
Finance Cost	30	29	29	14
PBT	21	37	49	37
Tax	6	16	15	13
PAT	15	21	34	24
PAT Margins (%)	1.82%	2.56%	3.47%	4.20%
Other Comprehensive Income (net of Tax)	-	-	-	1
Total Comprehensive income	15	21	34	25
Diluted EPS (INR)	0.87	1.26	1.91	1.45

#Includes other income

*The numbers reported originally under IGAAP for FY16 is revised to make it comparable with FY17 and FY18 figures which are reported under IND AS

Standalone Balance Sheet (IND AS)

Liabilities (INR Mn)	FY17	FY18	H1-FY19	Assets (INR Mn)	FY17	FY18	H1-FY19
Shareholder Funds				Fixed Assets			
Share Capital	168	168	170	Properties, Plant and Equipment	104	102	110
Other Equity	126	163	195	Intangible Assets	1	1	1
Total Shareholders Fund	294	331	365	Capital Work in Progress	2	17	4
				Intangible Assets under Development	2	2	2
Non Current Liabilities							
Long Term Borrowings	35	41	41	Non-current investments			
Other Long Term Liabilities	4	4	5	Non-current investments	9	10	10
				Deferred Tax Asset (net)	1	2	1
Total Non Current Liabilities	39	45	46	Long term loans	39	86	85
				Other non current assets	-	-	-
				Others	3	2	5
Current Liabilities				Total Non current assets	161	222	218
Short term Borrowings	211	231	279	Current Assets			
Trade Payables	137	141	215	Investments	-	-	-
Other Financial Liabilities	20	19	29	Inventories	296	302	300
Other Current Liabilities	4	19	37	Trade Receivables	227	234	403
Short-term provisions	4	4	4	Cash & Cash Equivalents	4	5	5
Current Tax Liability(Net)	-	-	-	Loans	-	-	-
Total Current Liabilities	376	414	564	Other current assets	20	27	49
				Current Tax assets (net)	1	-	-
				Total Current Assets	548	568	757
GRAND TOTAL - LIABILITES	709	790	975	GRAND TOTAL – ASSETS	709	790	975

Consolidated Income Statement (IND AS)

Particulars (INR Mn)	FY16*	FY17	FY18
Total Income#	772	902	1,040
Total Expenses	705	816	944
EBITDA	67	86	96
EBITDA Margin (%)	7.35%	9.53%	9.23%
Depreciation	18	18	16
Finance Cost	30	31	33
PBT	19	37	47
Tax	6	16	15
Profit before share of profit/loss of Joint ventures/ Associates	13	21	32
<i>Profit/Loss of Joint Ventures/Associates</i>	-	-	(3)
PAT	13	21	29
PAT Margins (%)	1.43%	2.33%	2.79%
Other Comprehensive Income (net of Tax)	-	-	-
Total Comprehensive income	13	21	29
Diluted EPS (INR)	0.77	1.26	1.61

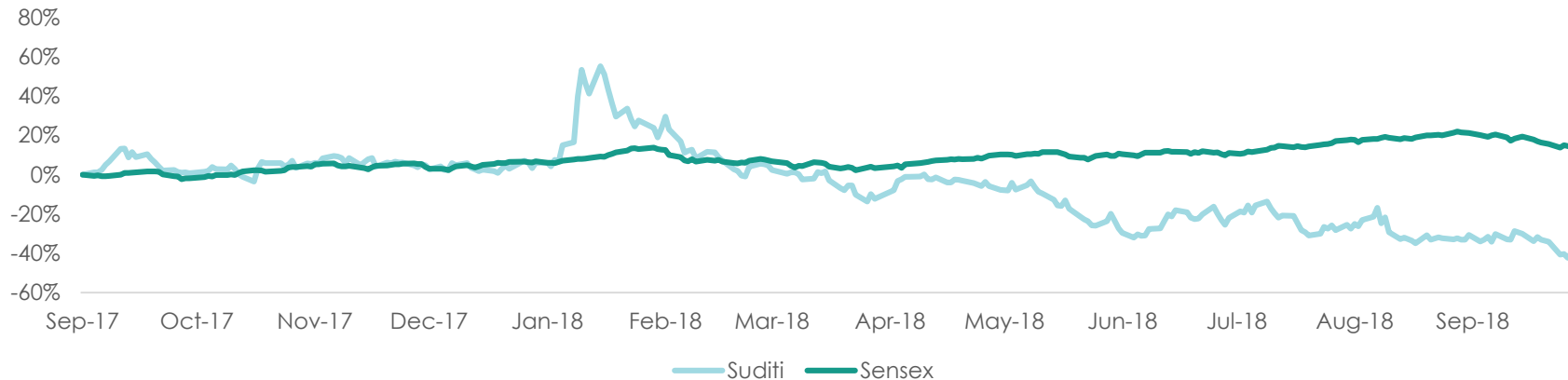
Includes other income

*The numbers reported originally under IGAAP for FY16 is revised to make it comparable with FY17 and FY18 figures which are reported under IND AS

Consolidated Balance Sheet (IND AS)

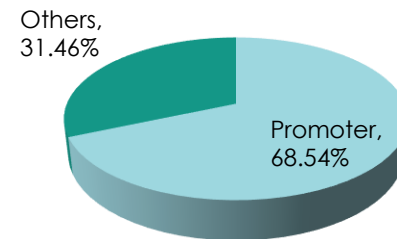
Liabilities (INR Mn)	FY17	FY18	Assets (INR Mn)	FY17	FY18
Shareholder Funds			Fixed Assets		
Share Capital	168	168	Properties, Plant and Equipment	105	104
Other Equity	124	155	Intangible Assets	1	1
Non- Controlling Interest	-	-	Capital Work in Progress	2	17
Total Shareholders Fund	292	323	Intangible Assets under Development	2	2
Non Current Liabilities			Non-current investments		
Long Term Borrowings	35	41	Non-current investments	-	-
Other non-current liabilities	27	26	Deferred Tax Asset (Net)	1	2
Total Non Current Liabilities	354	390	Loans	40	88
			Other non current assets	1	1
			Others	3	2
Current Liabilities			Total Non current assets	155	217
Short term Borrowings	229	292	Current Assets		
Trade Payables	182	211	Investments	-	-
Other Financial Liabilities	33	25	Inventories	328	371
Other Current Liabilities	4	23	Trade Receivables	300	326
Short-term Provisions	5	5	Cash & Cash Equivalents	4	5
Current Tax Liability (Net)	-	-	Loans	-	-
Total Current Liabilities	453	556	Other current assets	19	27
			Current tax assets (net)	1	-
			Total Current Assets	652	729
GRAND TOTAL - LIABILITES	807	946	GRAND TOTAL – ASSETS	807	946

Capital Market Data



Price Data (30 th September, 2018)	INR
Face Value	10
Market Price	42.9
52 Week H/L (INR)	114.9/37.2
Market Cap (INR Mn)	728.5
Equity Shares Outstanding (Mn)	16.98
1 Year Avg. trading Volume ('000)	14.78

Shareholding Pattern (30th September, 2018)



Disclaimer

Suditi Industries Ltd

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Suditi Industries Ltd (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the tire industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review

For further information please contact our Investor Relations Representative:



Mr. Anuj Sonpal
Valorem Advisors
Tel: +91--22-49039500
Email: suditi@valoremadvisors.com

A teal-colored card with a white floral wreath. The wreath is composed of a circular arrangement of small, teardrop-shaped leaves and clusters of tiny flowers. The text "thank YOU" is centered within the wreath. "thank" is written in a lowercase, cursive script, while "YOU" is written in a bold, uppercase, sans-serif font. There are also some floral elements extending from the wreath towards the corners of the card.

thank
YOU