

SUDITI INDUSTRIES LTD.



C-253/254, MIDC, TTC INDL.AREA, PAWNE VILLAGE, TURBHE, NAVI MUMBAI – 400 705

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Ref: No. SIL/S/22/2016-17

Date: 10.08.2016

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 “Q1/FY 17 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 June 2016 quarterly 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.

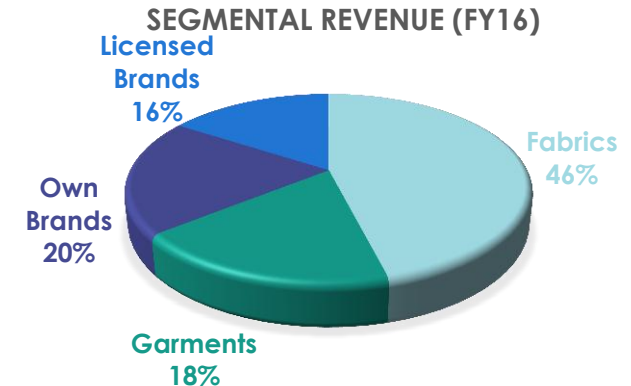
Q1/FY17 EARNINGS PRESENTATION

Executive Summary

	<p>Overview</p> <ul style="list-style-type: none">• 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
	<p>Products and Business Mix</p> <ul style="list-style-type: none">• Retail Business<ul style="list-style-type: none">◦ Licensed Brands – FC Barcelona, Manchester City FC, Real Madrid C.F, MTV, YouWeCan◦ Own Brands – Riot and Indianink• Fabric and Garments Business
	<p>Key Marquee Clients</p> <ul style="list-style-type: none">• 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
	<p>Financial Performance</p> <ul style="list-style-type: none">• Total Income from Rs 540 Mn in FY13 to Rs 867 Mn in FY16 at a 3-year CAGR of 17 %• EBITDA has grown from Rs 29 Mn in FY13 to Rs 67 Mn in FY16 at a 3-year CAGR of 32 %• Net Profit has grown from Rs 6 Mn in FY13 to Rs 13 Mn in FY16 at a 3-year CAGR of 29 %

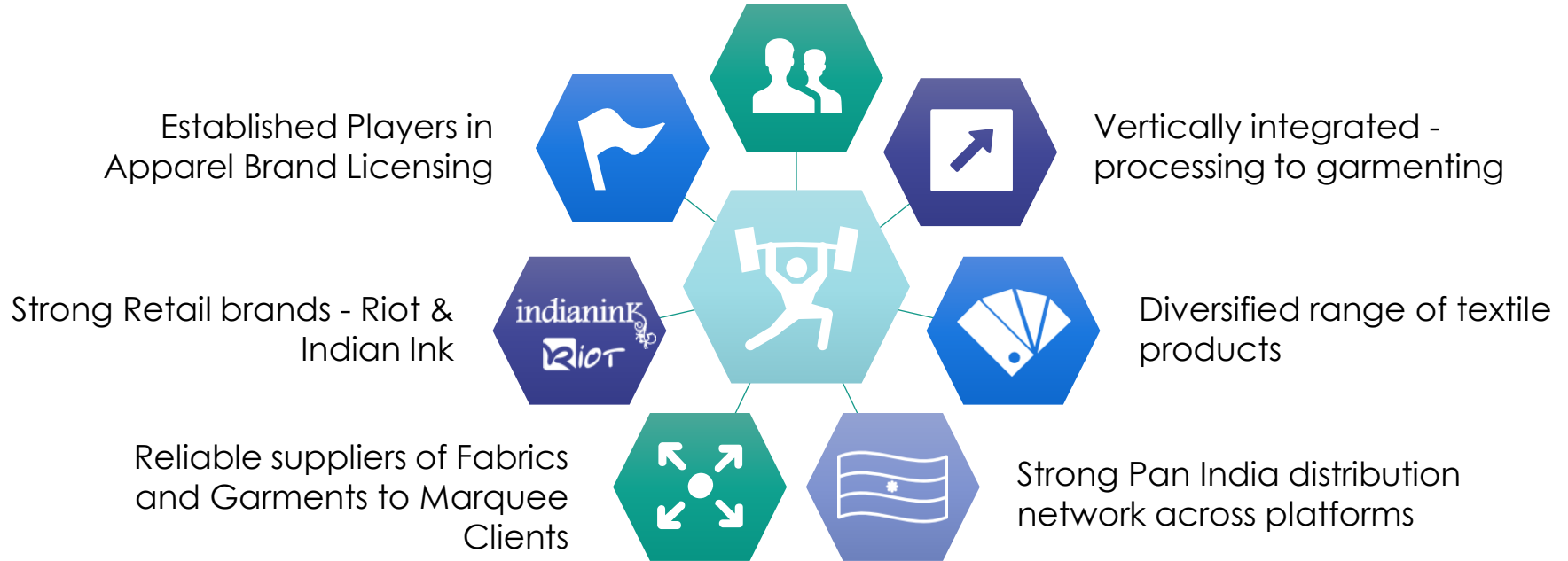
Company Overview

- Suditi 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, Manchester City FC and Real Madrid C.F.** and also ventured licensing agreements with **MTV and YouWeCan**
- The company has a strong retail presence through 2 of its **key brands: Riot** and **IndianInk**.
- Its retail brand **Riot** is an inspirational youth fashion brand that offers high quality fashion wear at economical price. It offers **denims, bottoms, jackets, shirts for men ,skirts, dresses, cardigans for women** and other **accessories**.
- **IndianInk** offers a vivid range of contemporary fashion and styled garments for women. It emphasizes on ethnic and fusion wear. It offers a wide range of products like **Kurtas, Tunics, Skirts, Salwar Kameez** along with **co-ordinates**.



Key Strengths

Experienced promoters & a strong management team



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**.



Key Highlights

Q1 FY17 Financial Performance:

Total Income* - INR 215 Mn; Growth of 32.7% YoY

EBITDA- INR 16 Mn; Growth of 23.1% YoY

EBITDA Margin- 7.44%

Net Profit- INR 3 Mn

PAT Margin- 1.40%

Diluted EPS- reported at INR 0.19 per equity share

*including other income

Quarterly Financial Performance

Particulars (INR Mn.)	Q1 FY17	Q4 FY16	QoQ	Q1 FY16	YoY
Total Income*	215	275	(21.8)%	162	32.7%
Total Expenses	199	254	(21.7)%	149	33.6%
EBITDA	16	21	(23.8)%	13	23.1%
EBITDA Margin (%)	7.44%	7.64%	(20)bps	8.02%	(58)bps
Depreciation	4	3	33.3%	4	0.0%
Finance Cost	7	8	(12.5)%	6	16.7%
PBT	5	10	(50.0)%	3	66.7%
Tax	2	4	(50.0)%	0	NA
PAT	3	6	(50.0)%	3	NA
PAT Margins(%)	1.40%	2.18%	(78) bps	1.85%	(45) bps
Diluted EPS	0.19	0.33	(42.4)%	0.17	11.8%

* - Includes Other Income

Historical Income Statement

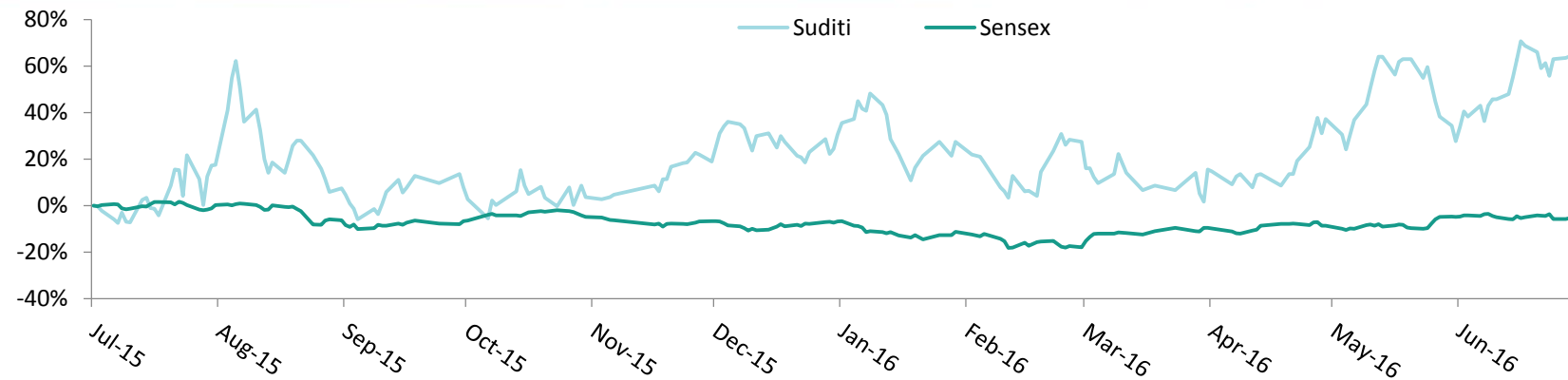
Particulars (INR Mn.)	FY13	FY14	FY15	FY16
Total Income*	540	623	705	867
Total Expenses	511	580	648	800
EBITDA	29	43	57	67
EBITDA Margin (%)	5.45%	6.89%	8.01%	7.73%
Depreciation	10	12	19	18
Finance Cost	12	21	25	30
PBT	7	10	12	19
Tax	1	2	2	6
PAT	6	8	10	13
PAT Margins(%)	1.08%	1.24%	1.41%	1.50%
Diluted EPS	0.47	0.46	0.58	0.77

* - Includes Other Income

Balance Sheet

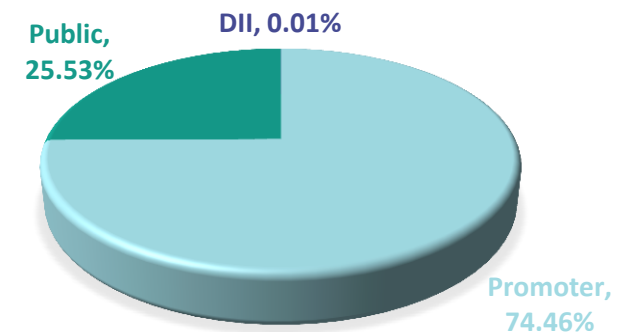
Liabilities (INR Mn.)	FY13	FY14	FY15	FY16	Assets (INR Mn.)	FY13	FY14	FY15	FY16
Shareholder Funds					Fixed Assets				
Share Capital	167	167	167	167	Tangible Assets	91	92	118	
Reserves & Surplus	78	83	90	100	Intangible Assets	1	1	1	
					Capital Work in Progress	33	38		
					Intangible Assets under Development	1	2	2	
Total Shareholders Fund	245	250	257	267	Total Fixed Assets	127	133	121	120
Minority Interest				-					
Non Current Liabilities					Non-current investments				
Long Term Borrowings	10	8	3	43	Deferred Tax Asset	17	17	17	1
Other Long Term Liabilities	5	6	2	8	Long term loans and advances	41	44	41	45
					Other non current assets		1	1	1
Total Non Current Liabilities	16	13	5	51	Total Non current assets	185	196	180	47
Current Liabilities					Current Assets				
Short term Borrowings	106	156	174	191	Current Investments	0	0	0	0
Trade Payables	87	79	86	109	Inventories	166	171	213	233
Other Current Liabilities	12	13	18	21	Trade Receivables	88	97	110	209
Short-term provisions	11	11	12	14	Cash & Bank Balances	3	3	3	4
					Short-term loans & advances	25	37	32	29
					Other current assets	9	18	14	11
Total Current Liabilities	215	258	290	335	Total Current Assets	291	326	372	486
GRAND TOTAL - LIABILITIES	476	521	552	653	GRAND TOTAL - ASSETS	476	521	552	653

Capital Market Data



Price Data (30th June, 2016)		INR
Face Value		10
Market Price		34
52 Week H/L (INR)		35.15/17.75
Market Cap (INR Mn)		569.9
Equity Shares Outstanding (Mn)		16.76
Free Float Market Cap (Mn)		145.58
1 Year Avg. trading Volume ('000)		3.59

SHAREHOLDING PATTERN (30TH JUNE 2016)



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Suditi Industries Ltd

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YOU