

SHIVA TEXYARN LIMITED

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STYL/SEC/109/2020-21

11.11.2020

То

Scrip Code :- 511108	Scrip Code : SHIVATEX
Mumbai 400 001	Bandra (East), Mumbai 400 051
Dalal Street	"Exchange Plaza", Bandra-Kuria Complex
Phiroze Jeejeebhoy Towers	National Stock Exchange of India Limited
Floor 25	Listing Department
BSE Limited	The Manager

Dear Sir,

SUB:- INVESTOR PRESENTATION - REG.

We are attaching herewith the Investors' Presentation to be made to the Investors for the Quarter ended 30.09.2020 as per Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements), Regulation 2015 read with Part A of Schedule III of the Listing Regulations.

Pursuant to Regulation 46(2)(o) of the Listing Regulations, the aforesaid information is also available on the website of the Company <u>www.shivatex.in.</u>

Thanking you

Yours faithfully

For Shiva Texyarn Limited

R. SRINIVASAN Company Secretary M.No. 21254

Shiva Texyarn Limited

Result Update Presentation Q2 & H1 FY21

Focus on Technologically Advanced, Innovative & Eco-friendly products

Quick Dry

SHIVA TEXYARN LIMITED

Boundless Vision, Boundless Competence

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SHIVA TEXYARN LIMITED Boundless Vision, Boundless Competence 2 **Table of Contents** Managing Director's Message **Financial Highlights Company Overview Business Overview** Way Ahead



Managing Director's Message



Dear Friends,



Commenting on the results, Dr. S K Sundararaman, Managing Director, Shiva Texyarn Ltd. said: Shiva Texyarn has survived a once-in-a-lifetime pandemic like the COVID-19 because of its diversified portfolio. As businesses went into a complete lockdown in the beginning of this financial year, we were able to survive and take care of our commitments of our Company primarily because of our response in providing government-approved, SITRA-certified and Ministry of Health spec-approved products to the sourcing agencies of the Central government.

In the first half year, Shiva Texyarn played a significant role in providing PPE coveralls to the Central Government procurement agencies. Infact in the initial one month, Shiva Texyarn at some point was among the top three suppliers of PPE on a daily basis to the Central Government procurement agencies and was among leading Company in South India to provide both PPE-quality fabrics and PPE-qualified garments to the procurement agencies.

While the spinning business has been impacted very significantly for the first half year, during this period the diversified businesses of the Company, including diversification into the manufacturing of masks, both the N-95 grade as well as in the enhanced grades where we used an anti-viral treatment on fabrics for the first time in India, in conjunction with a Swiss-Company HeiQ, created a significant advantage and business opportunity for the Company that offset the general downturn in businesses.

Post September, most of the businesses of the Company have recovered to a significant effect, and the combination of PPE supplies and a recovering business in various categories, have ensured that our performance over the last six months has been extremely strong. In this period the Company has introduced various novel products like PPE coveralls, PPE masks, N95 masks, antiviral masks and other products that have actually captured the imagination of the public and given the Company a wide recognition as a leading technical textiles player.

Going forward, the Company aims to take the advantages that it has gained in the PPE sector, along with newer opportunities that are rising in the areas of defense business, like the enhanced needs for cold weather clothing and for carrying gear like 70-litre products for the Indian army, to greater heights, and hence have created a stable platform for the Company to grow in the quarters to come.

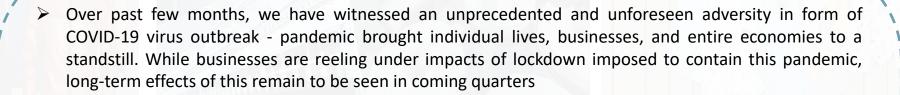
The company is very confidant that it is among the few technical textile players to go through the COVID pandemic and come out better than before and is seeing newer vistas and opportunities for the future.

At this time I am very glad to say that the entire Shiva Texyarn team has come together in an unprecedented way to rise up to the challenges of the COVID pandemic and also to seize the opportunities that have come up at this time to create a better future for all of us.

Recent Developments - New Product Offerings (1/2)







- Shiva Texyarn came forth in this moment of need and began production of several new and innovative products to help fight the spread of this virus
- Over past two months, we have launched several new products aimed at medical and general public use, to prevent spread of virus and bacteria and help improve quality of lives

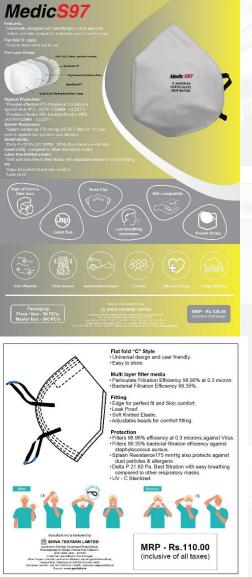
Some of these include:

- 1. Protective Coveralls Started manufacturing protective coveralls for medical use in April 2020, to cater to surge in demand for such gear by the Government
- 2. Face Masks In May 2020, launched new range of face masks for public use under brand name 'Smiley'. These masks are re-usable and multi-layered, with fabric and filter layers. For this product, we partnered with 'Feed My City' initiative, wherein Rs. 10 from each mask sold is donated towards feeding under-privileged who have been worst affected during this time
- **3.** Anti-viral Fabric In June 2020, launched an innovative, first-of-its-kind anti-viral fabric, in collaboration with a Swiss company HeiQ Materials AG. This fabric is treated with unique technology that inhibits bacteria and virus to a great extent, including the novel Corona virus. The product can be used in PPE systems and is aimed at domestic as well as international markets

Recent Developments - New Product Offerings (2/2)







- High quality **re-usable face masks** under the brand name **'Smiley'**
- Multi-layer mask with fabric and replaceable filter layers to protect from bacteria and virus
- Salient Features
 - Soft fabric
 - Adjustable elastic fasteners for maximum comfort
 - Filters dust and allergens also
 - Product comes with 2 filters
 - High air flow for ease of breathing

Key Benefits

- Filters over 99.35% bacteria (BFE as per ASTM F2101)
- Particle filtration efficiency of 0.3 micron (antiviral barrier) 98.96% as per ASTM F2299
- Splash resistant Delta(P) 21.60 Pa . IS 16829:2014



Quarterly Financial Highlights (YoY)



Rs. Cr.	Q2 FY21	Q2 FY20	Y-o-Y %	Q1 FY21
Total Income from operations	83.34	95.68	(12.89%)	51.31
Raw Material Expenses	47.58	61.87		22.39
Employee Expenses	8.42	10.32		6.64
Other Expenses	16.44	13.45		13.31
Total Expenditure	72.44	85.63		42.34
EBITDA	10.91	10.04	8.58%	8.97
EBITDA Margin	13.08%	10.50%	258 bps	17.48%
Other Income	0.18	0.17		0.22
Depreciation	3.40	3.59	Survey of the	3.35
Interest / Finance Cost	4.78	5.80		4.88
Exceptional Item (Gain) / Loss	0.00	0.00		0.00
PBT	2.90	0.83		0.95
Тах	0.66	(0.15)		0.14
PAT	2.24	0.98	128.27%	0.81
Other Comprehensive Income	(0.01)	0.03		0.14
Net Profit	2.23	1.01	121.33%	0.96
Net Profit Margin	2.67%	1.05%	162 bps	1.86%
Basic EPS in Rs.	1.73	0.76	127.63%	0.63

Lower capacity utilization in spinning division (due to nationwide lockdown) impacted revenue

- Non-Spinning business accounted for 48% of revenue in Q2 FY21
- Increased contribution from new high-margin product lines improved EBITDA margins

Half Yearly Financial Highlights (YoY)



Rs. Cr.	H1 FY21	H1 FY20	Y-o-Y %
Total Income from operations	134.65	180.25	(25.29%)
Raw Material Expenses	69.97	111.41	
Employee Expenses	15.06	20.70	
Other Expenses	29.75	28.59	
Total Expenditure	114.78	160.69	
EBITDA	19.87	19.56	1.62%
EBITDA Margin	14.76%	10.85%	391 bps
Other Income	0.39	0.35	
Depreciation	6.75	7.17	33830
Interest / Finance Cost	9.66	11.31	
Exceptional Item (Gain) / Loss	0.00	0.00	
PBT	3.85	1.44	
Tax	0.80	(0.26)	
PAT	3.05	1.70	79.67%
Other Comprehensive Income	0.13	0.02	
Net Profit	3.18	1.72	85.04%
Net Profit Margin	2.36%	0.95%	141 bps
Basic EPS in Rs.	2.35	1.31	79.39%

- Lower revenue due to nationwide lockdown during first quarter and subsequent low capacity utilization in spinning business
- Non-Spinning businesses contributed 52% to revenues
- Lower expenses in new product lines led to improvement in EBITDA and PAT margins

Balance Sheet Highlights

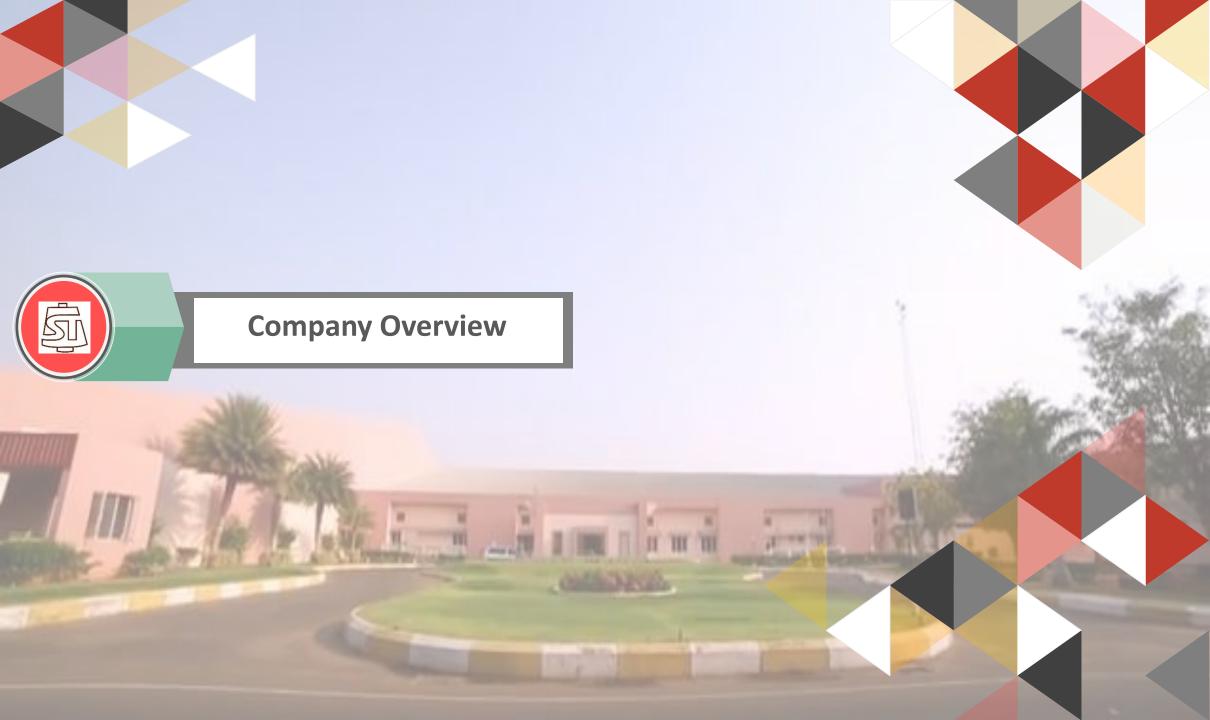
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Rs. Cr	30 th Sep '20	31 st Mar '20
Equity	114.32	111.14
Equity Share Capital	12.96	12.96
Other Equity	101.36	98.18
Non-Current Liabilities	80.75	90.59
Financial Liabilities	ST ST	
Borrowings	59.73	69.74
Deferred Tax Liabilities (Net)	19.60	19.45
Other Long-Term Liabilities	0.60	0.73
Provisions	0.81	0.68
Current Liabilities	120.25	152.98
Financial Liabilities		
Borrowings	58.30	99.67
Trade Payables: Total o/s dues of micro & small enterprises	0.04	0.11
Trade Payables: Total o/s dues of creditors other than above	30.24	29.39
Lease Liabilities	0.34	0.55
Other Financial Liabilities	26.67	18.82
Other Current Liabilities	3.37	4.27
Provisions	0.19	0.16
Current tax liabilities	1.10	-
Total Equities & Liabilities	315.32	354.70

		ndless Vision, Boundless Compete
Rs. Cr	30 th Sep '20	31 st Mar '20
Non-current Assets	204.11	207.04
Property, Plant & Equipment	192.45	195.96
Intangible Assets	3.58	3.64
Capital work-in-progress	0.01	0.31
Right of Use Assets	0.83	1.12
Intangible asset under development	0.00	0.00
Investment Property	0.03	0.03
Financial Assets		2.5
Investments	0.72	0.58
Loans	0.00	0.00
Other Non-Current Assets	6.50	5.38
Current Assets	111.20	147.67
Inventories	58.64	80.04
Financial Assets		
Trade Receivables	30.94	48.02
Cash, Cash Equivalent & Bank Balance	8.52	7.42
Loans	1.00	0.97
Other financial assets	1.25	1.55
Current Tax Assets	0.00	0.52
Other Current Assets	9.09	7.36
Assets Classified as Held for Sale	1.77	1.77
Total Assets	315.32	354.70

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Significant improvement in working capital cycle and reduced debt levels



Company Overview

Among leading multifaceted Textile companies - strong focus on Technical Textiles

- First Company to introduce Reactive Polyurethane lamination technology in India (2005)
- Vertically & backward integrated operations
- Strong & Dedicated workforce

Diversified Product Portfolio

 Segments - Textiles, Quick Dry, Quick Fit, Q-Club, Paw-Paw Diaper, Defence, Tactical gear, Eco-friendly Flex replacement, Art, etc.

Certifications & Awards

- Oeko-Tex 100 Certification
- Five S(Workspace Management System)
- ISO 9001:2008
- WRAP Certification
- Affiliation Certifications
- GOTS Global Organic Textile Standards
- Gold Award by Quality Circle Forum of India(QCFI)





Start of Art manufacturing facilities with advanced Technology in Tamil Nadu

- Spinning Division 52,000 Spindles
 Spinning Capacity
- Lamination Division 2 lines, 6,00,000 meters per month capacity
- Coating Division 3 coating lines and 1 million meters per month capacity
- 58 windmills 18.15 MW scattered all over Tamil Nadu

Integrated Business Operations

- Spinning Division
- Lamination Division
- Coating Division
- Processing Division For Speciality Fabrics
- Military & tactical Gear
- Garment & Home Textile Division
- Bags Division Backpacks & Rucksacks
- Windmill based power generation

Focus on Technologically Advanced, Innovative & Eco-friendly products

Journey So Far



1985-89

1985 - Went Public**1989** – Spinning Mill unit I at Dindigul started

2009-12

2009 – Knitting, Garment & Spinning mills II division started at Karanampettai
2012 – Started Processing division at Sipcot, Perundurai
2012 – Started Technical Textile division at Ganeshpuram

2013-17

2018-20

2019 – Launched Reusable Fabric Diaper – "Paw Paw" – based on patent pending unique Rapisoak Technology
2020 – Completed order worth ~ Rs. 10 cr for protective coveralls for medical application to support Government's initiative against Covid-19; also launched new product line for face masks
2020 – Launched anti-viral fabric in collaboration with Swiss co. HeiQ Materials

1994 – Started Windmill division at Munduvelampatti
2002- Finance and Spinning business merged
2006 – Started Lamination division at Karanampettai

(1994-2006

2013 – Coating division started at
Ganeshpuram
2014 – Started bag division at Karanampettai
2015 – Garment Division II (NBC) & III started at Karanampettai
2017 - Scheme of arrangement (Demerger)
between Shiva Texyarn Limited & Shiva Mills
Limited (Formerly know as STYL Textile

Ventures Limited) 2017 – Started supplying specialized Military products to Indian Defence

Strong & Experienced Management Team





Mr. S V Alagappan – Chairman

 Law graduate and has rich experience in fields of textiles and automobiles for more than three decades



Mr. S K Sundararaman – Managing Director

- MBA from Cambridge Judge Business School, UK
- Chairman of Indian Technical Textiles Association (ITTA)
- Wide experience in field of textile industry especially technical textiles



Mr. Manesh Kumar – Chief Operating Officer

- Textile Engineer from PSG Tech Coimbatore and MBA from Anna University, Chennai
- Over 12 years of experience in Technical Textiles
- Associated with Company for over 8 years



Mr. C Krishnakumar– Chief Financial Officer

- Master of Commerce Graduate
- More than 15 years experience in Accounts, Finance & Taxation
- Member of ICAI and ICSI



Brig. Naveen Sodhi – Sr. Vice President

- Science & Economics Graduate
- Over 36 years of experience in planning and directing activities
- In-depth knowledge of emerging technologies and commercial applications
- Wide exposure in dealing with government ministries and officials



Mr. P. Baskar – Vice President

- Diploma in Technical Textile
- Over 25 years experience in field of Modernized Spinning Mills
- Vast experience in Construction of Factories and building premises
- Expertise skill in Administration



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Business Segments



Spinning





Technical Textiles - Value added Products



Business Divisions...(1)





Makes some of finest cotton yarns

- More than 25 years of experience in Spinning Industry
- 52,000 Spindles capacity
- Raw material comes from selected ginners of India and International sources in West Africa, Australia and US
- Manufacture Combed, Carded and Compact Yarns, Sub Yarns and Fancy Yarns
- Maintain & manage captive use windmill based augmentation infrastructure to tap 18.15 MW power from 58 owned and operated wind turbine installations

Business Divisions...(2)



Lamination Division



First Company to introduce Reactive Polyurethane Lamination technology in India in 2005

- One of most innovative technologies used in Textile products
- Only Indian Company with more than decade of experience
- Two lines can produce approx. 6,00,000 meters per month
- Applications
 - Breathable, Waterproof membrane Lamination, Fleece to Fleece, Paper to Fabric, Flat Fabric to Raised Fabric Knit to Woven
- Uses
 - Outdoor Clothing fabric, Mattress Protectors, Medical Textiles, Industrial Application, Military Application
- Laminated Products Applications
 - Quick Dry Original Dry Sheet
 - Quick Fit Mattress Protectors
 - Q Club Active player in Baby Products
 - Smiley Re-usable Face Masks

Lamination Division... Strong Retail Brand in India





Market leadership

- Market leader combined with "Inventor & Innovator" of Dry Sheets in India
- Manufactures more than 100,000 mts/ month; millions in a year
- Wide Retail Distribution Network in India
 - Pan India presence connecting to 10,000+ Retailers through 200+ Distributors and over 90 on-ground sales force
 - Strong Retail Brand created across India
- Exports to Middle East & South-East Asia

Lamination Division...First of its kind Reusable Fabric Diaper



Features

- ✓ Super Comfort Feathery touch fabric
- ✓ Highly Absorbent
 - Side Tank System
 - Fully Laminated Layer
- Ergonomically designed Unique T-Shaped pattern which fits perfectly around baby's body
- ✓ Super Stretch Fit Fully Elasticated
- ✓ Completely safe and won't harm baby's skin
- ✓ Awaiting patent





Benefits

- Quickest drying time- Baby feels dry fastest
- ✓ Maximum fluid holding
- ✓ Easy clean
- ✓ Hygienic
- ✓ Available in 3 Different Sizes
 - Small- 3-8 kg
 - Medium- 7-12 kg
 - Large- 9-14 kg
- Eco-friendly and can be reused for many times
- "Pocket-friendly" Affordable across all sections of society

Already successful in Tamil Nadu – creating Pan India Presence

Business Divisions...(3)



Military & Tactical Gear



Military and Tactical Gear : Makes most advanced

military gear like Nuclear Biological Chemical Suits (NBC)

Extreme cold weather clothing – Protection from 5

degree to minus 20 degree centigrade

- Super high altitude Mountaineering clothing
 - Among very few companies making specialised three

layered suits

- Protection in minus 50 degree centigrade
- Specialised Bag packs for mountaineering

Business Divisions...(4)





- Unit started in year of 2012 at SIPOT, Perundurai, Erode
- Famous for Specialised, performance fabric processing, including high fastness, moisture wicking properties and for delicate fabrics





- 9 lakh meters material handling capacity per month
- Wide range of applications
 - Acrylic coated products, PU Coating, Art Canvas & Digital Canvas Products
- Offers various range of finishes
 - Fire retardant, water repellent, Soil & stain resistant, Anti-microbial, Antistatic, Rubber Finish, Oil resistant



Bag Division



- Bag ranging from School bags, exclusive girls range & professional range for camping & photography
- 100% Polyester and Nylon fabric, stitched with nylon bonded thread
- Photography range : Camera bags, Utility bags, Long Lens bags, Tripod bags, Storage Accessories, Messenger bags

Key Strengths

SHIVA TEXYARN LIMITED Boundless Vision, Boundless Competence

Continual focus on Innovation & New product development

Strong capabilities backed by in – house manufacturing and R&D that enables developing innovative, new & better quality products

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Multi product range with wide range of applications

- Yarn, Combed, Carded and compact yarns/ Sub / Fancy yarns
- Laminated Fabric Quick dry/Quick fit
- Special garments Military and Tactical gear & Extreme cold weather clothing
- Coated Fabric Canvas Rolls/ Canvas Boards/Stretched Canvas
- Garments Home textile / Knitwear/outer wear
- Bags- Travel bags / Camera bags/ utility bags

State of art infrastructure facilities

- Advanced Technology with State-of-the-art plant and machinery
- Substantial self-sufficiency in power needs through green power generation by windmill that reduces energy cost

Integrated business operations & unique business model

- Multifaceted Company with strong focus on value added products
- Vertically & Backward Integrated operations
- First Company to introduce Reactive Polyurethane lamination technology to India in 2005
- Well diversified across segments and products

Strong Retail Brand with pan India presence – Quick Dry & Paw Paw

- "Inventor & Innovator" Market leader of Dry Sheets in India
- Launched one of its kind Reusable fabric diaper with unique Rapisoak Technology
- Wide distribution 10,000+ retailers through 200+ distributors with 90 sales team on ground

03

02

Dynamic experience leadership

Enterprising management team with rich experience in Textile & Technical Textiles Industries

Dedicated and skilled employee base

State of Art Manufacturing Facilities





Spinning Unit

Kodangipalayam Village Karadivavi Road, Paruvai Post Coimbatore District, Tamilnadu



Processing Unit

Factory E-16, P-11 SIPCOT Industrial Growth Estate Perundurai, Erode 638 052 Tamilnadu



Lamination Unit

S.F. No. 371/5, Karadivavi Road Paruvai Post, Karanampet Palladam - 641 658



Bag Unit

S.F No. 371/5, Karadivavi Road Paruvai Post, Karanampet, Palladam 641 658



Coating Unit

S.F. No. 371/5, Karadivavi Road Paruvai Post, Karanampet Palladam - 641 658



Garment Division

S.F No. 371/5, Karadivavi Road Paruvai Post, Karanampet, Palladam 641 658



Windmills – Tamil Nadu

- Munduvelampatti Village
- Gudimangalam Athukinathupatti & Uthukuli Villages
- Vagatholubu Kongalnagaram

Certifications











Way Ahead

India's No-1 & Most Trusted Quick Dry® Baby Bed Protector

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Quick Dry – Expand Distribution & Consolidate market leadership in Dry sheets



- Target 'Quick Dry' to be largest baby products provider in India
- Increase distribution network pan India plans to reach 30,000+ retailers through 400+ distributors
- Increase wallet share of existing customers and add new customers enhancing product offerings through innovation and technology

Increase in Paw-Paw diaper business

- Optimize on existing distribution channel and increase in onlineoffline network to have pan-India reach
- Continued focus on Innovation to make it more user-friendly and comfortable for babies

Increase in Military & Tactical Gear business

 Add new & innovative products and increase product offerings in Defence segment, through innovation combined with integrated facilities & strong R&D capabilities

Strong Opportunity from Non-Flex Banners

03

- Recent ban on flex banners in Kerala expected to open new opportunities for biodegradable signage material
- Poised to capitalize on this opportunity by offering non-flex biodegradable options for banners across Kerala & Bengaluru

Thank You











For further information, please contact:

Company :

Investor Relations Advisors :

Shiva Texyarn Ltd.

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