

BANSWARA SYNTEX LIMITED

Investor Presentation – August 2016



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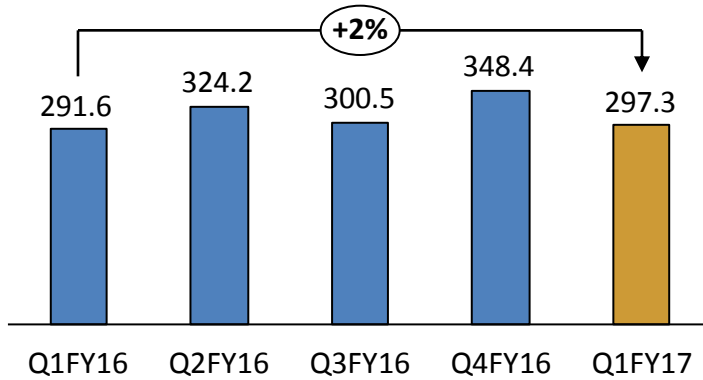


► Q1 FY17 Result Highlights

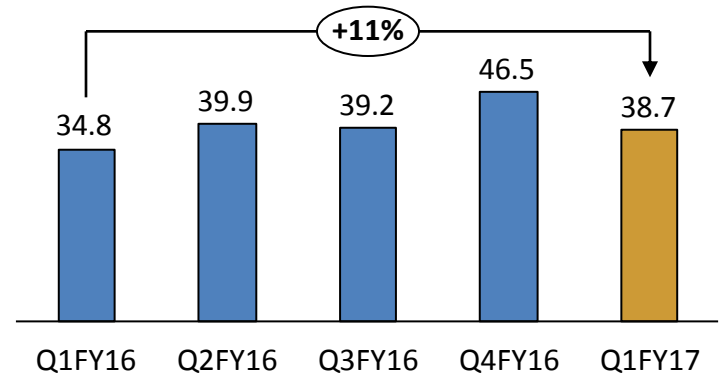
Consistent Superior Quarterly Performance - Standalone



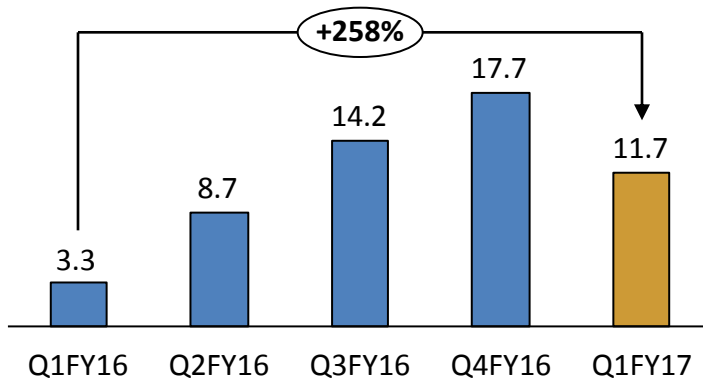
Total Operating Income Rs crs



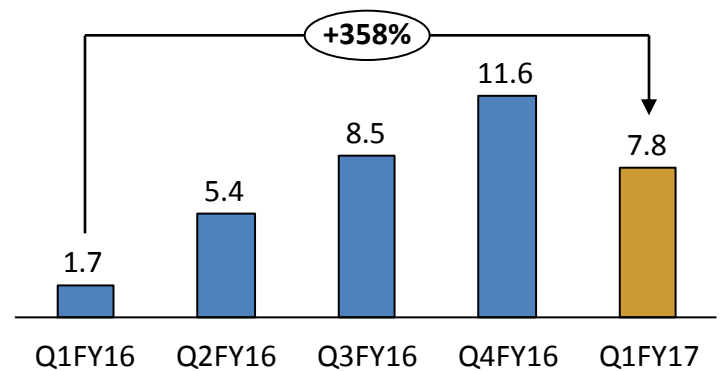
EBIDTA Rs crs



PBT Rs crs



PAT Rs crs

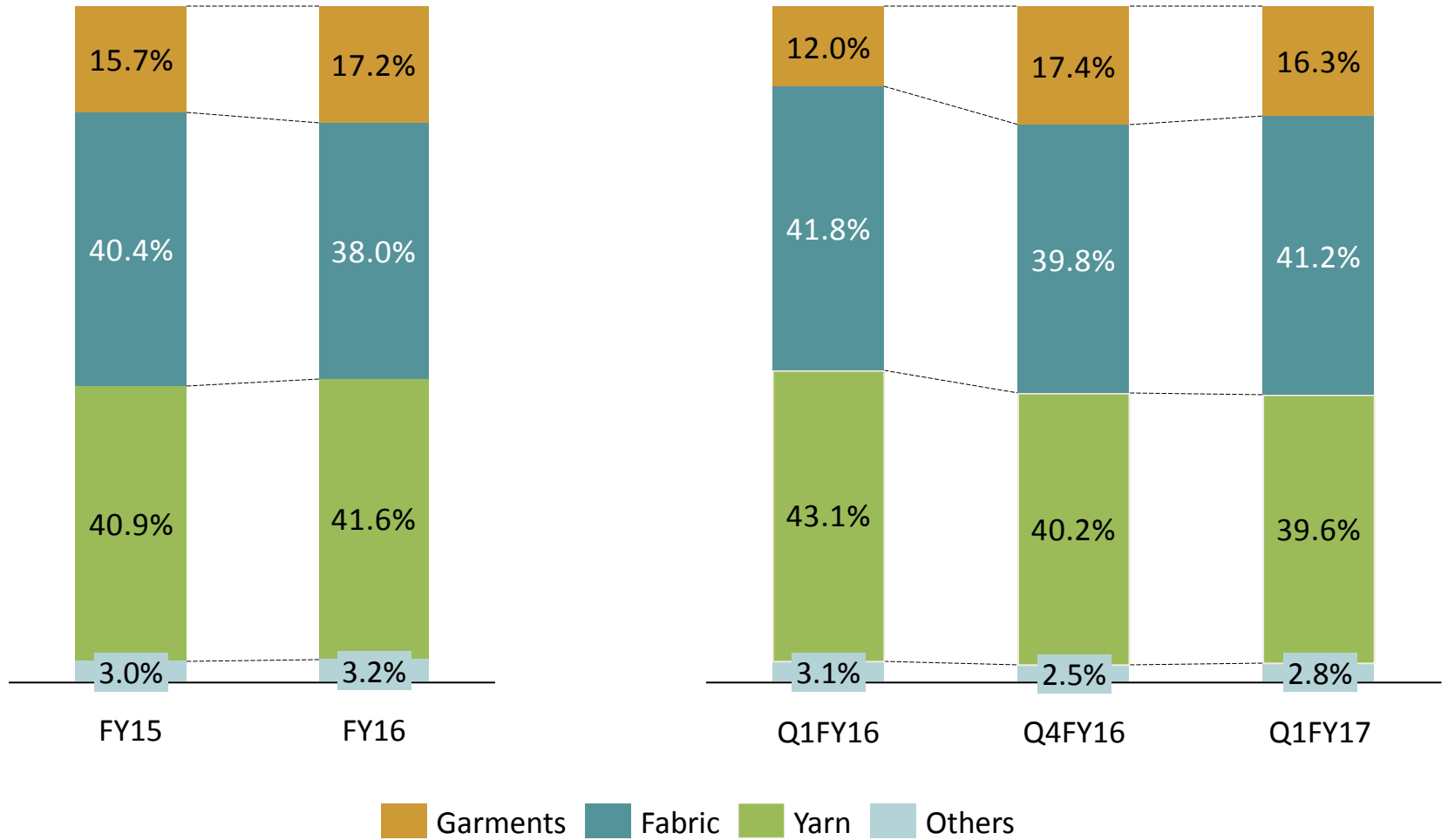


Q1 FY17 Results Highlights



- ▶ Operating Income at Rs. 297 crores against Rs. 292 crores in Q1FY16
 - Pass on of lower commodity prices leading to lower realisation & revenue growth
- ▶ Improvements in Gross Margins is due to higher weightage of Garmenting in the product mix
- ▶ EBITDA grew by 11% to Rs. 38.7 crores
 - EBITDA margin expanded by 100 bps to 13%
- ▶ Finance expense at Rs. 15.5 crores against Rs 20.6 crores in Q1FY16
 - Regular debt repayment as per schedule
 - Received additional 3% interest rebate under New Interest Equalisation Scheme effective from 1st April 2015
- ▶ PAT stood at Rs. 7.8 crores an improvement of 3.6x
- ▶ Focus to continue on high margin Garmenting and Fabric business
- ▶ Entry into new geography of Japan, USA & Europe witnessing good traction

Positive shift in Revenue Mix



Standalone Q1 FY17 P&L Highlights



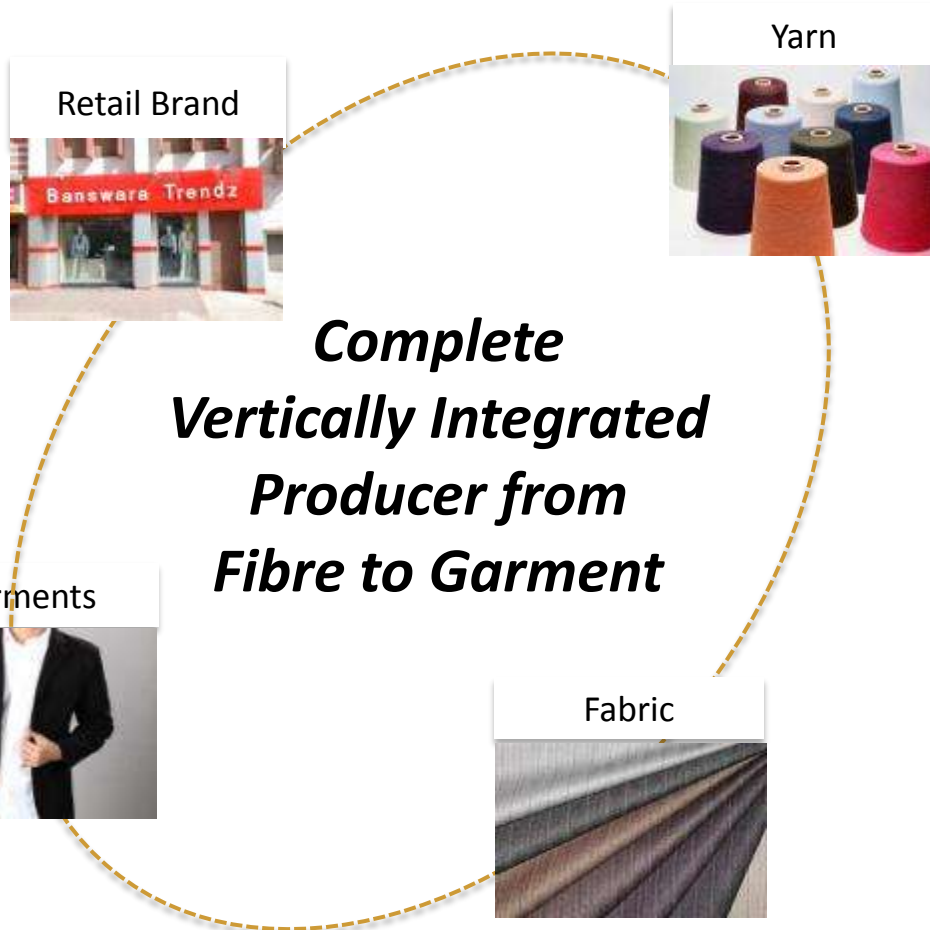
Rs Crs	Q1 FY17	Q1 FY16	Y-o-Y	Q4 FY16	Q-o-Q	FY16
Total Operating Income	297.3	291.6	2.0%	348.4	-14.7%	1264.7
Raw materials	137.5	140.2		180.1		611.6
Employee Exp	50.6	45		48.3		195.7
Other Expenses	70.4	71.6		73.5		296.9
EBIDTA	38.7	34.8	11.3%	46.5	-16.7%	160.4
Margin %	13.03%	12.00%		13.34%		12.70%
Other Income	2.2	3.1		2.4		10.9
Depreciation	13.7	14		14.5		57.5
Finance Cost	15.5	20.6		16.6		70
PBT	11.7	3.3	255.7%	17.7	-33.7%	43.8
Tax	3.9	1.6		6.1		16.6
PAT	7.8	1.7	360.5%	11.6	-32.5%	27.2
PAT Margin	2.63%	0.60%		3.33%		2.20%



► About Banswara Syntex Ltd

Business Snapshot





Yarn

- Produces blends of viscose staple fibre, polyester staple fibre, acrylic staple fibre, lycra, cotton, linen and wool
- Production Capacity – 35,460 tons pa
 - 33,300 tons - polyester blended dyed yarns
 - 2,160 tons - wool mix yarn

Fabrics

- Produce Hi-Quality Hi- Performance Textile wear finished fabric
- Manufactures 3 mn mts p.m. of suiting fabric for Domestic & Exports Markets

Garments

- Garmenting Units: Daman & SEZ Surat
- Specialise in Trousers , Jackets & Waist Coat production
- Manufacturing Capacity pcs/ month
 - Trousers & Suiting's– 3,45,000
 - Jackets & Waist Coats - 37,500

Power Generation

- 2 Thermal Power Plants with capacity of 33 MW

Evolution – Complete Textile Vertical



- Incorporated as a Joint Sector Co. with RIICO Ltd.
- Started Yarn production with 12,500 spindles
- Started production of **Readymade Garments**
- Started first unit of 18 MW captive thermal power plant
- Take over of manpower from Banswara Fabric Ltd
- 2nd unit of 15 MW thermal power plant
- Started wool & wool mixed fabrics brand "**SaintX**" - for formal wear
- Bought the complete stake in Carreman JV after increasing its stake to 80% in 2012



- Started cloth Weaving under brand **BANTEX**
- Amalgamation of Banswara Textile Mills Ltd. (BTM), an associate firm engaged in fabric finishing activity
- Entered into a 50:50 JV with Carreman, France
- Started production of **Made-up's** and **Worsted Spinning**
- Started **Jacquard** Weaving
- Started a **World Class Laboratory**
- Entered into **Joint Venture** with French Company "**Treves SA**" for Automotive Textiles

Leadership Team



1

Mr. R L Toshniwal – Chairman

- Masters degree in Textiles from Leeds University, UK
- 52 years experience in Textile Industry
- On the board of four other companies
- Held the positions of Chairman of RTMA and SRTEPC
- Ex-President of Indian Spinners Association

3

Mr. Ravindra Kumar Toshniwal – Managing Director

- B.Tech (Chem.) from IIT, Mumbai
- Undertaken OPM Course of Harvard University, USA
- 25 years of experience in Textile Industry
- Responsible for the overall activities of the company with an emphasis on export of fabrics

2

Mr Rakesh Mehra – Vice Chairman

- Chartered Accountant from ICAI
- 29 years experience in Textile Industry
- Responsible for the entire commercial and financial activities with an emphasis on yarn Export and Automotive Fabric Business
- Holds the position of Chairman of SRTEPC

4

Mr. Shaleen Toshniwal – Joint Managing Director

- Business Management from Bentley College, USA
- Over 11 Years of experience in Textile Industry
- Responsible for Readymade Garment business of the Company

Board of Directors



Mr. R. L Toshniwal
Chairman

Mr. Rakesh Mehra
Vice-Chairman

Mr. Ravindra Kumar Toshniwal
Managing Director

Mr. Shaleen Toshniwal
Joint Managing Director

Mr. Parduman Kumar
Independent Director

Mr. D P Garg
Independent Director

Mr. Kamal Kishore Kacholia
Independent Director

Dr. S B Agarwal
Independent Director

Mr. Vijay Kumar Agarwal
Independent Director

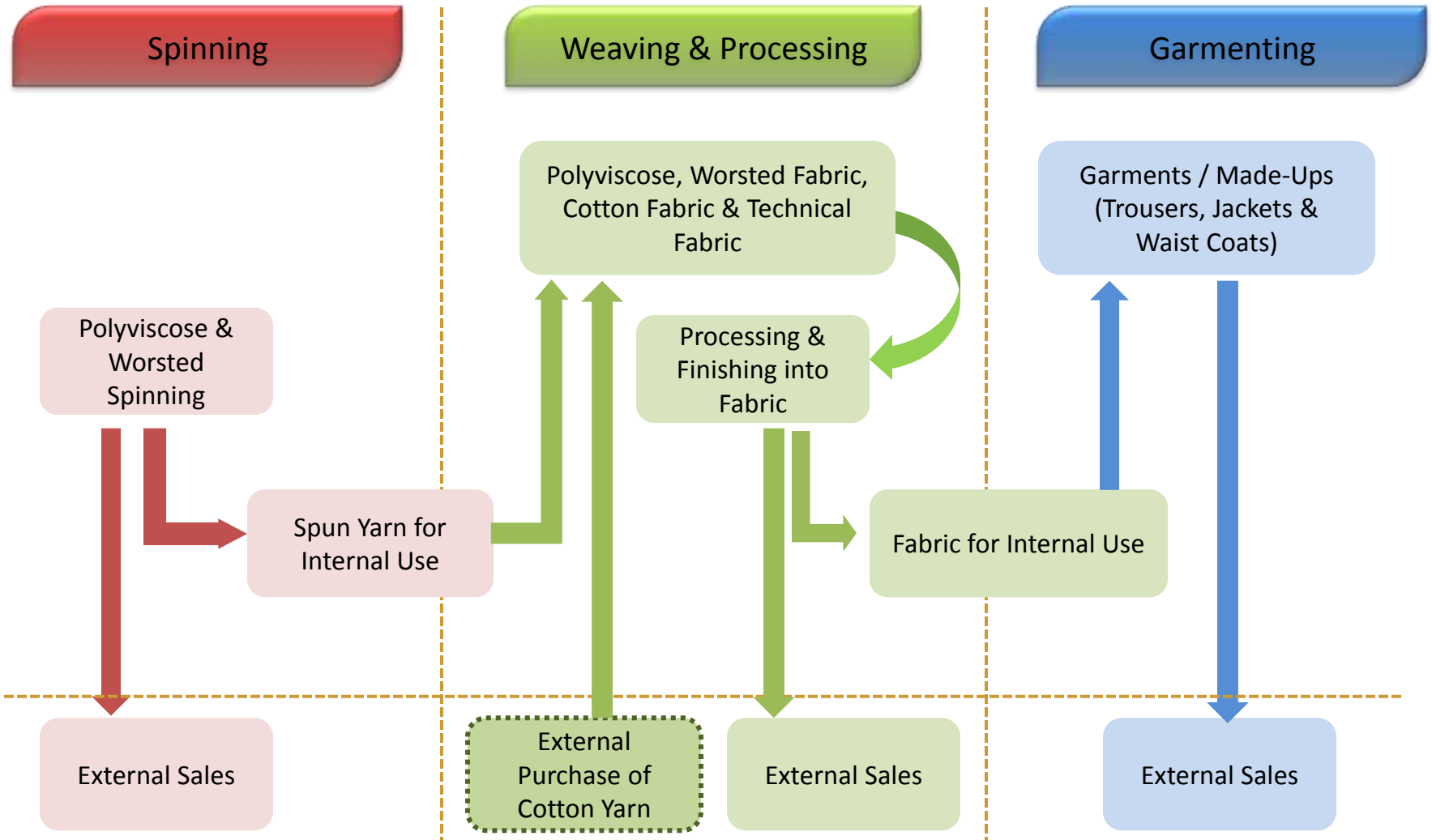
Dr. Vaijayanti Pandit
Independent Director

Mr. Vijay Mehta
Independent Director



► Business Overview

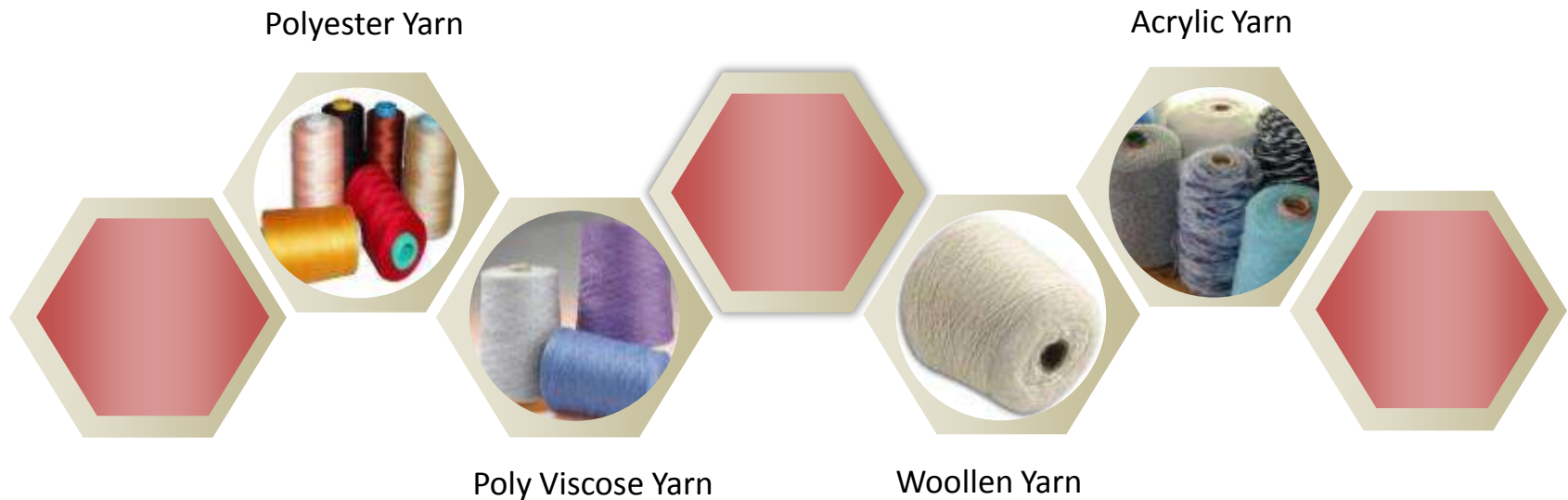
Business Model (Process)



Yarn



- ▶ One of the largest single-mill setups producing spun fibre-dyed yarns in Asia
- ▶ Specialties include :
 - P/V Dyed Yarn - Rigid and Lycra, 100% Acrylic Yarn, Worsted Yarn with blends like P/W and P/W/Lycra
 - Specialty Yarn - Grindle and Slub in Dyed form
- ▶ 90% of production consists of fibre-dyed yarns
- ▶ Capacity – 35,460 tons yarn p.a.



Fabric

- ▶ Hi-Quality Hi-Performance Textile wear finished fabric for both Domestic and Exports
 - Leadership in Poly Viscose and Poly Viscose Lycra for Suiting
 - **Presence Across:** *Worsted, Wool Specialties, Viscose, Poly Viscose, Poly Viscose Lycra, Cotton Suiting and Shirting*
- ▶ Our Speciality Textiles include:
 - **Technical Textile** - Coatings & Lamination on fabrics
 - Shiny & Waxy Coating
 - PU coating on Fabric for Water Repellent and Stain Release
 - Breathable Water Proof membrane coating on Fabric
 - Expertise in Three-Layer Fabric for Defence
 - **Flame Retardant Fabric**
- ▶ 50:50 J.V. with “Treves S.A.” of France for **Automotive textile**
 - Fabric Cut Panels used for Automobile
 - Laminated Fabric for Interior of Automobiles
- ▶ **In-House Design Studio** for Fabric Design and Development in India and Paris

Poly Viscose Fabric



Worsted Fabric



Cotton Fabric



Fire Retardant



Automotive



Technical Fabric



Readymade Garments



- ▶ Specialties:
 - **Formal Trousers** – Water Repellent and Stain Release
 - **Suits** – In depth know-how in Lined and Unlined 3-Piece Suiting
 - **Casuals** - Enzyme Washed/Bleached Casual Bottoms & Jackets
- ▶ Garmenting units – Daman and Surat SEZ
 - Installed capacity for 3.45 lakh Trousers & Suiting's and 37,500 Jackets & Waist Coats p.m
- ▶ Retail Focus:
 - A completely vertically integrated Mill with Specialized line dedicated to Trouser and Jacket Production
 - Own Formal & Casual merchandise under "**Integration**" and "**SaintX**" brands
 - Operates 4 factory outlet stores in India



Domestic Clientele



VAN HEUSEN

JOHN MILLER
MAKE IT LOOK EASY

WILLS
CLASSIC

INDIGO NATION

MEGA MART
Love brands. Love value.

max
Look good. Feel good.

PETER ENGLAND

UNITED COLORS
OF BENETTON.

Allen Solly

BELMONTE
SUITS YOUR STYLE

EXCALIBUR

Louis Philippe
The upper crest.

SCULLERS

URBANA
THE MASTERPIECE

Raymond
Premium Apparel

Reid & Taylor
BOND WITH THE BEST

PARK AVENUE

MADURA GARMENTS

E-Commerce Clients:

MYNTRA.com

Flipkart

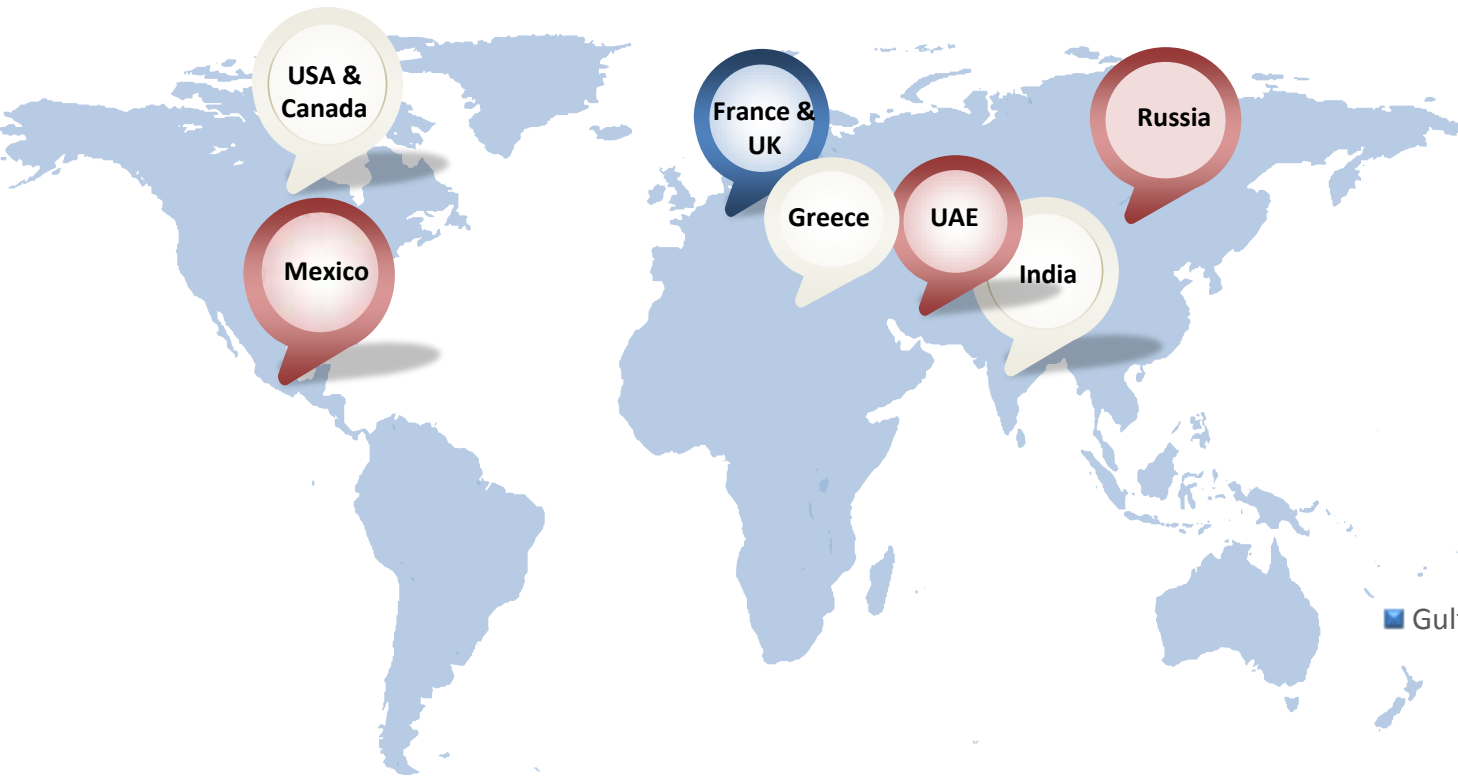


International Clientele

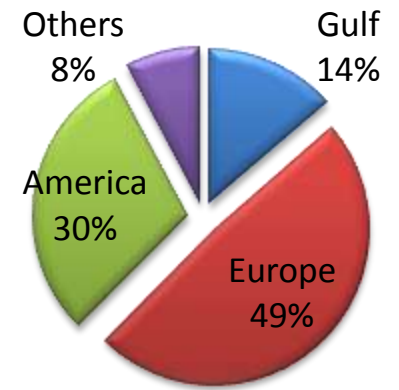


Increasing presence in Garmenting Space

Global Presence



Geographical Export break up FY15



■ Gulf ■ Europe ■ America ■ Other

Exports to more than 60 countries



► Manufacturing Capability

Manufacturing Facilities



Surat SEZ Unit



Thermal Power Plant



Daman Facility



Banswara Facility

Invested over Rs. 14 crores towards expansion and modernization of Surat SEZ over 5 years

Manufacturing Capabilities



Spinning Unit



Weaving Unit



Dyeing Unit



Garmenting Unit

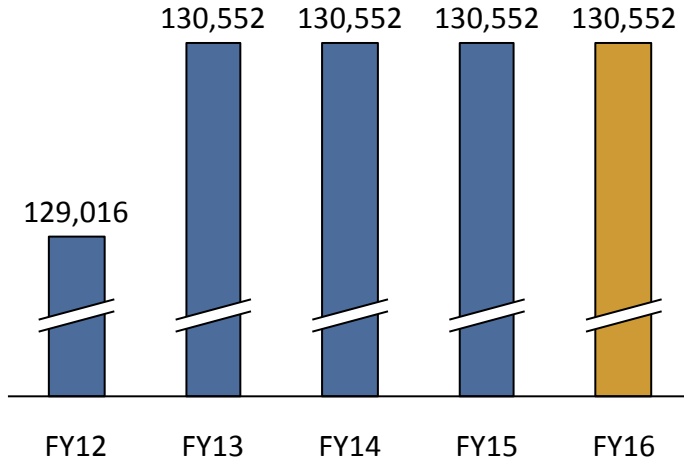
Invested over Rs. 426 crores towards expansion and modernisation between FY10 -15

- Spinning Rs.209 Crs
- Fabric Rs.132 Crs
- Garmenting Rs.38 Crs
- Power Unit Rs.47Crs

Spinning and Yarn

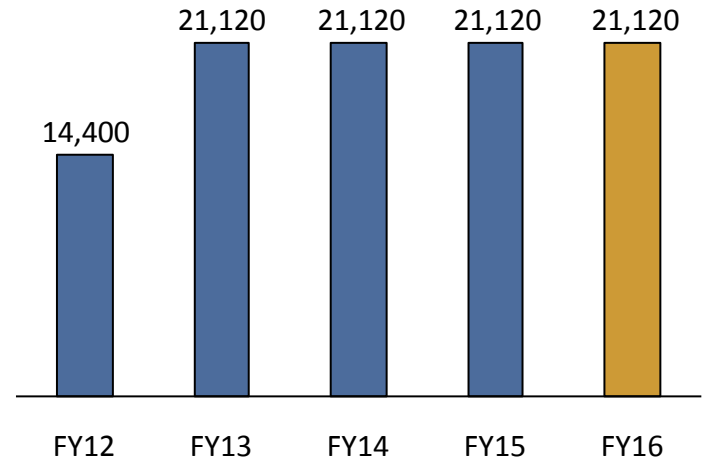


Synthetic Blended Yarn

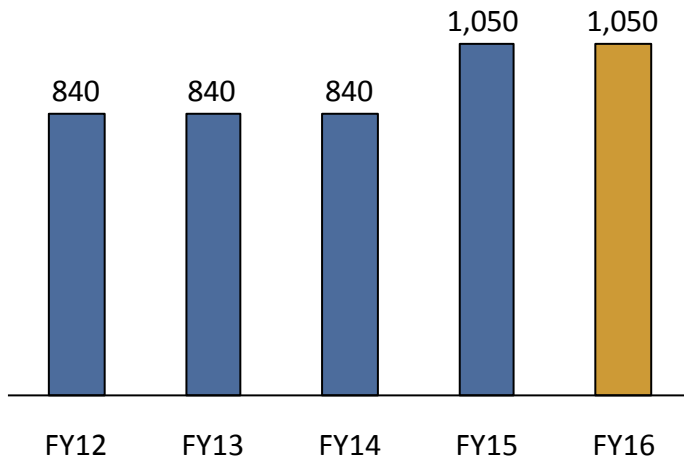


Spinning (Spindles)

Worsted Yarn

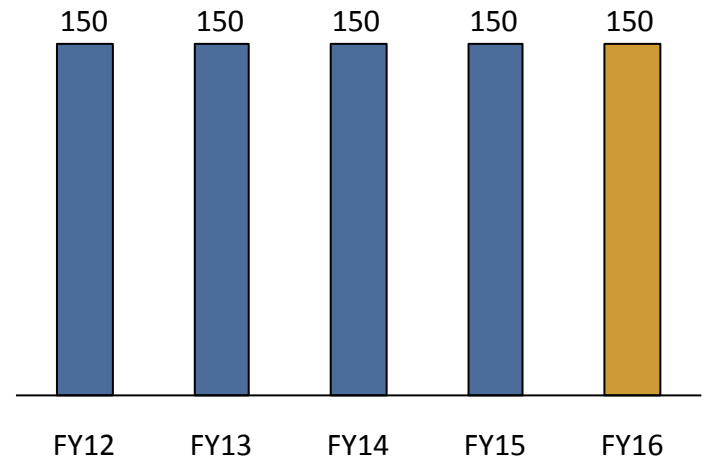


Fiber & Wool Dyeing



(MT/month)

Yarn Dyeing

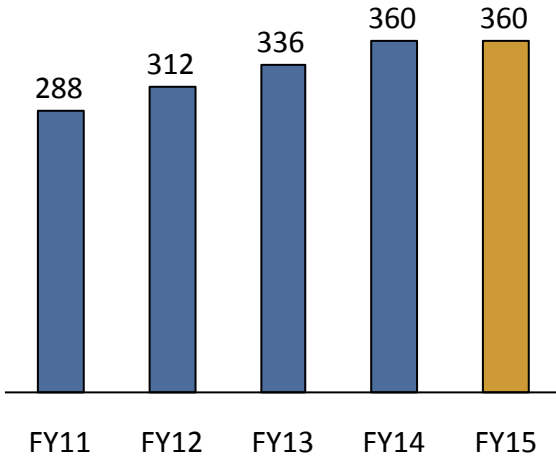


Fabric Weaving and Processing



Capacity in Lac Mtrs/Year

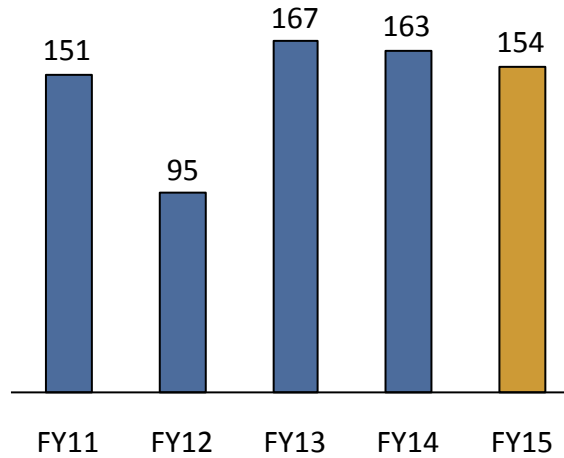
Fabric Weaving



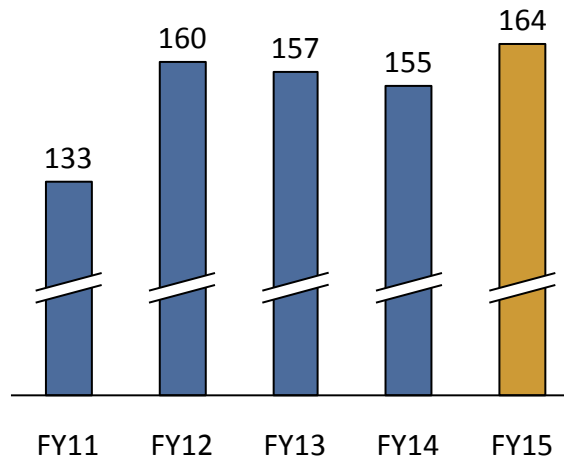
Fabric Processing Capacity of 600 Lac Mtrs/Year

Sales in Lac Mtrs/Year

Commodity Fabric

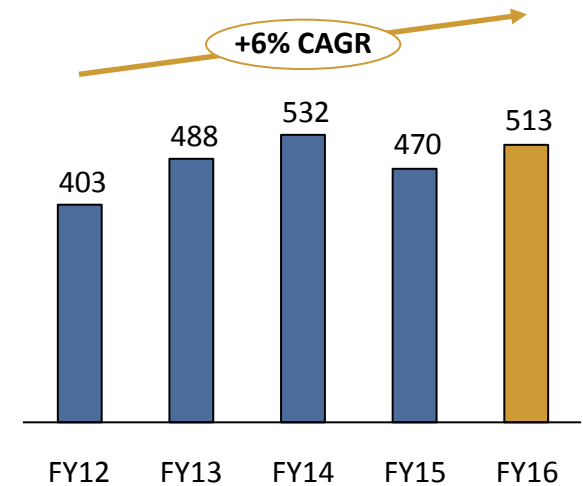


Value Added Fabric



Revenue in Rs Crores

Fabric Weaving

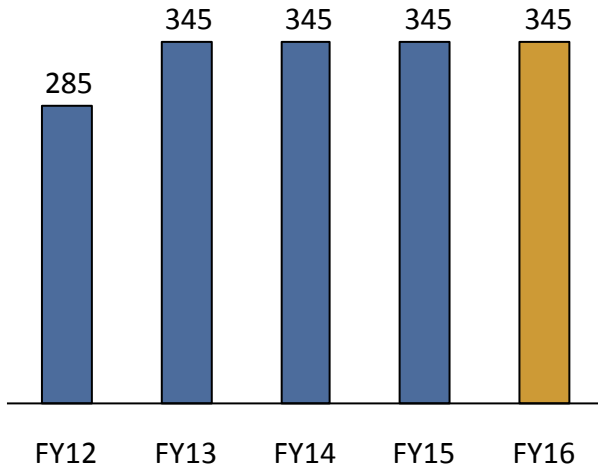


Garmenting

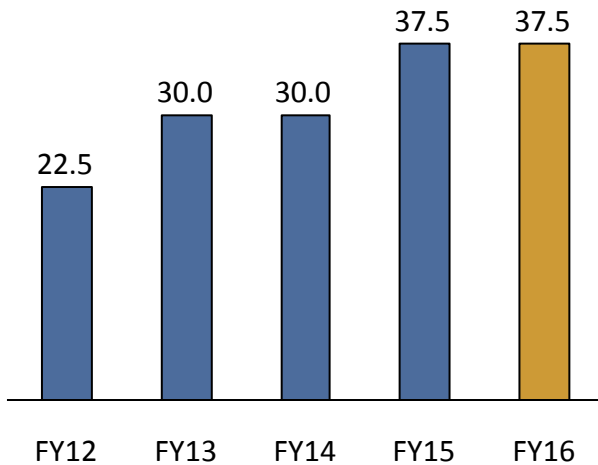


Capacity in '000 pcs/month

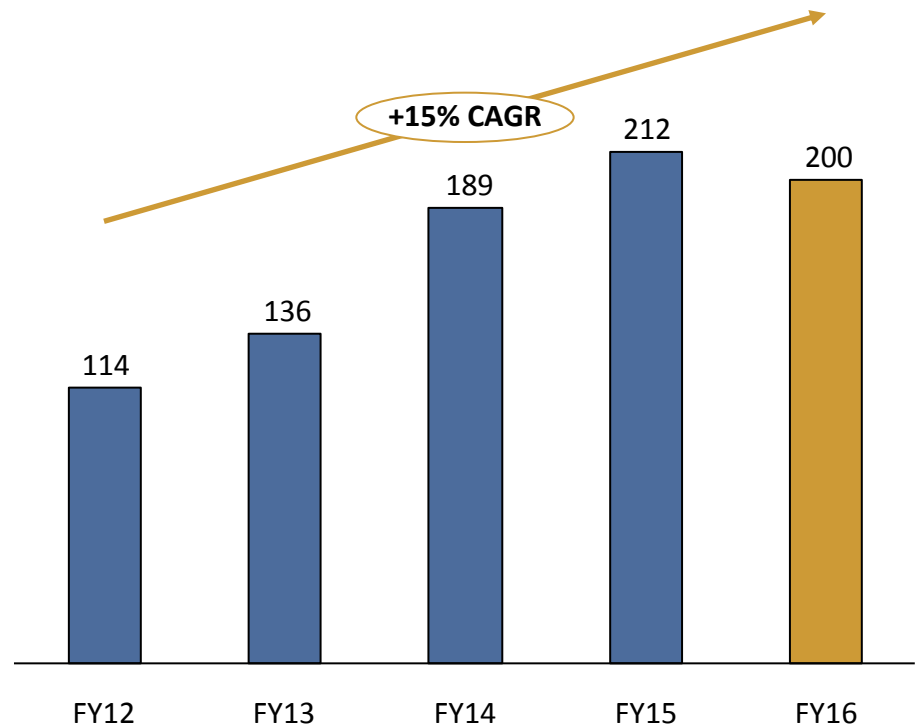
Trousers & Suitings



Jackets



Garmenting Sales (Rs Crores)



In-House Research & Development



- ▶ World class fabric testing laboratory as per ISO, AATCC, ASTM, LS & Co., M & S etc. testing protocol
- ▶ Achieved accreditation of Levis & Co., Marks & Spencer and undergoing ISO 17025 NABL accreditation
- ▶ Computer software for developing new designs for manufacturing of Jacquard fabric
- ▶ In House Design Studio in India and France



Awards and Achievements



- ▶ First laboratory in the country to be approved by Marks & Spencer, UK and Levis Strauss & co., USA
- ▶ Golden trophy for BEST EXPORTER of "Synthetic and Rayon Spun Fabric Silver Trophy for SECOND BEST Exporter
- ▶ Accredited partner for Semi-Luxury bag brand "Coach" for three years in a row from India

Highest Export performance awards from The Synthetic & Rayon Textile Export Promotion Council in the Following Categories

2011-12 / 2012-13 / 2013-14: Best Export Performance in Synthetic & Rayon Spun Fabrics

2010-11: Best Export Performance in Synthetic & Rayon Spun Fabrics

2009-10: Best Export Performance in Man-Made Fibre Blended Fabrics

2008-09: Best Export Performance in Acrylic Yarn

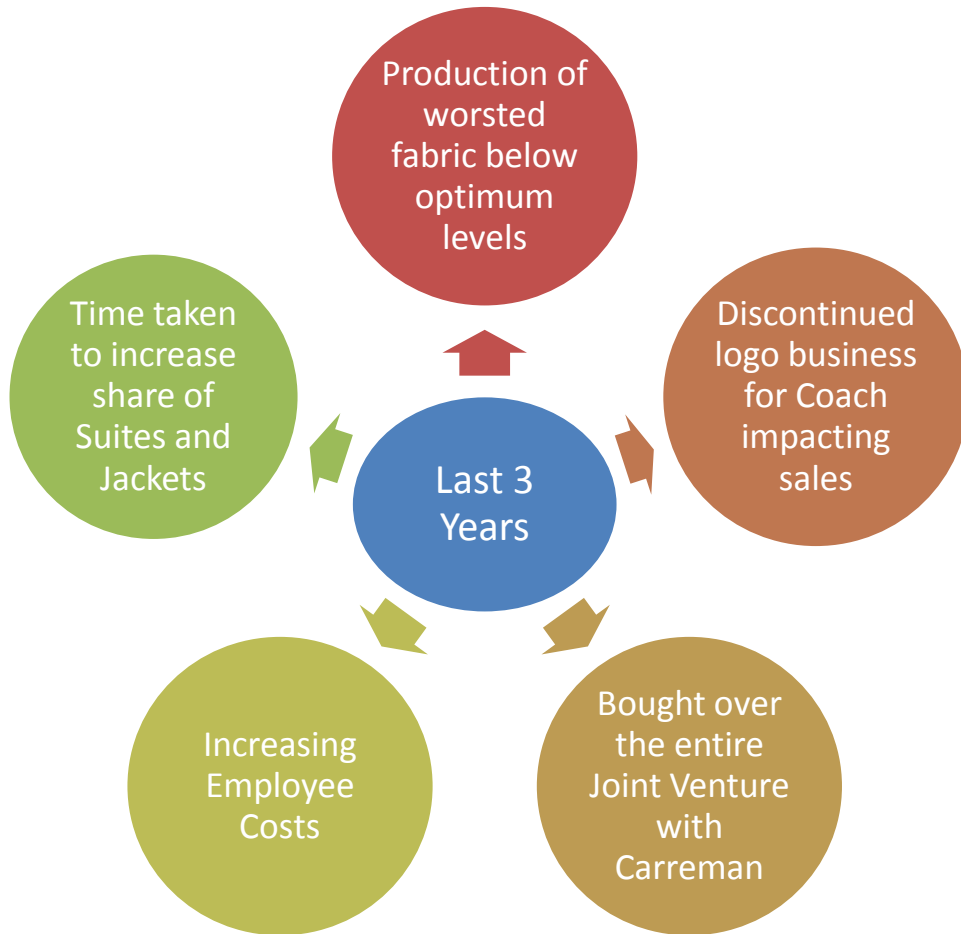
2008-09: Best Export Performance in Man-Made Fibre Blended Yarn

2008-09: Best Overall Export Performance SRTEPC Special Award



► Business Strategy

Business Initiatives...



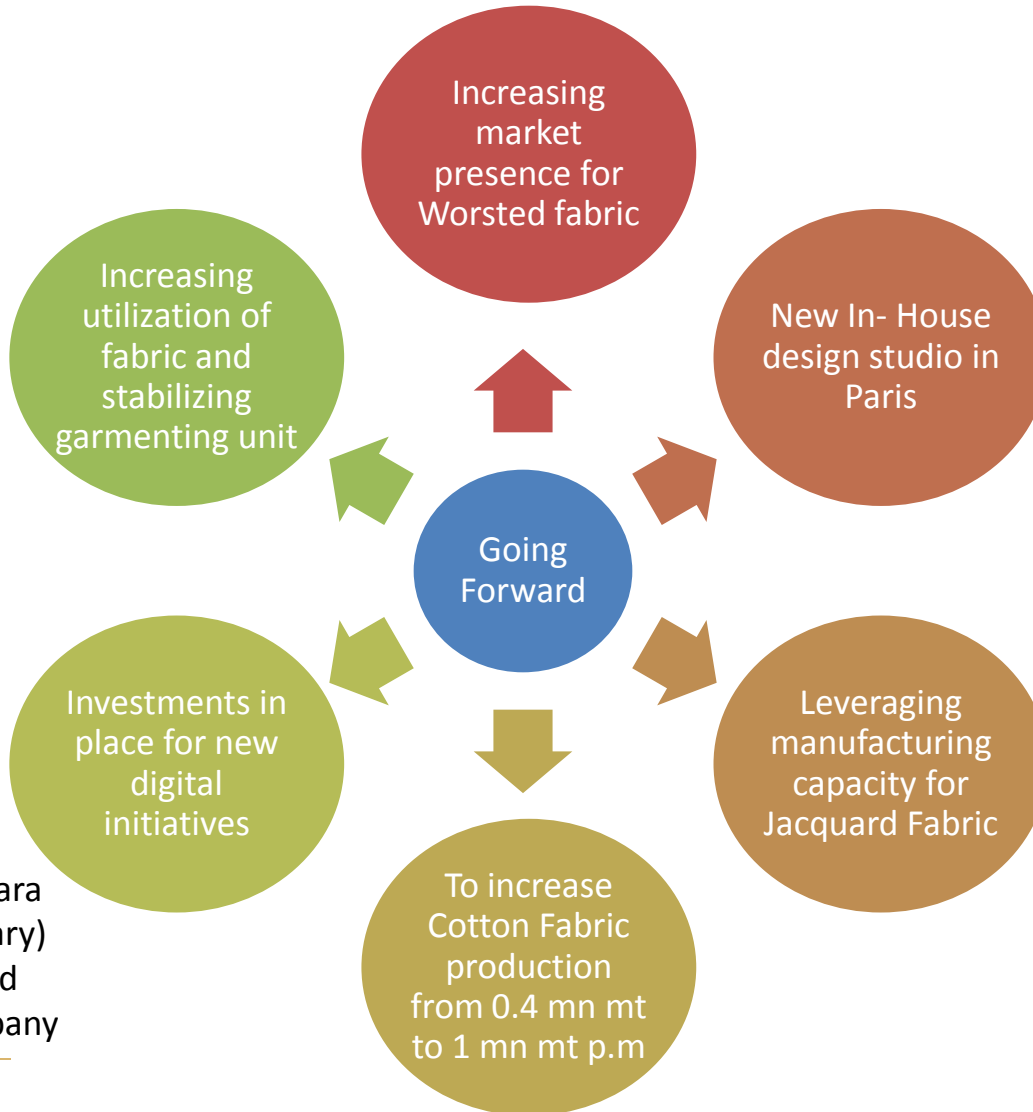
Impacting Profitability

- Major Capex Completed
- Established Own Design Studio and Marketing Network in Europe
- Consolidating Product Portfolio in Fabrics
- Established worsted & Cotton fabric Marketing
- Value added Technical Textile
- Utilisation of increased capacities in Jackets & Suites
- Entered 50:50 JV with for Automotive Textiles

...creating Future Drivers



Penetrating retail
branded segment
increasing store count



Hired designers from
Europe and USA

Incremental growth from
Auto segment part of
Joint Venture

Amalgamation of Banswara
Global Ltd(100% Subsidiary)
and Banswara Fabric Ltd
(Associate) with the company

Focus on distribution
channels in Domestic
Market



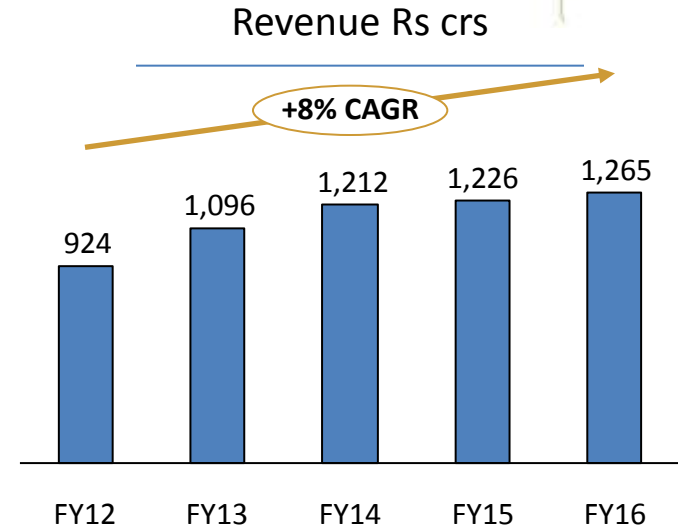
► Detailed Financial Performance

Standalone Operating Performance



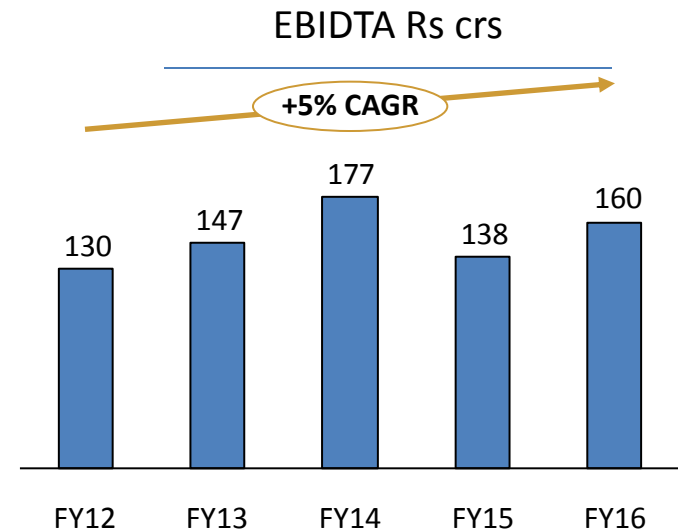
FY16 Revenue highlights

- ▶ Lower realisation on account of pass on of correction in raw material prices
- ▶ Entry into Japanes market –Strong future potential
- ▶ Leveraging manufacturing capacity in Jacquard Fabric for denim wear in Indian market



FY16 EBIDTA highlights

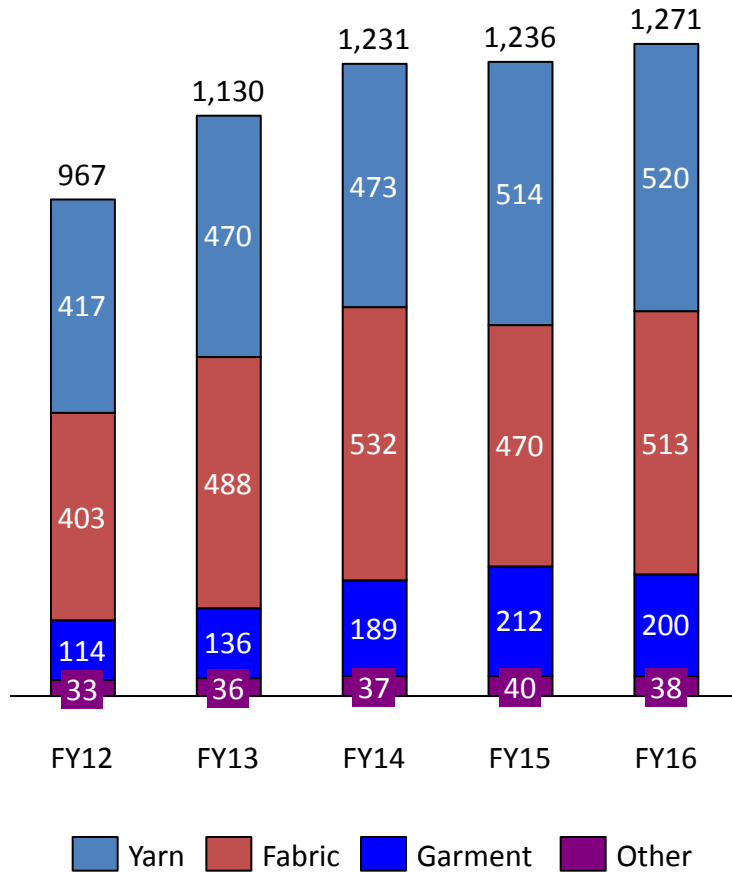
- ▶ Investments in employee base in Garmenting, Retailing and Design Studio
- ▶ Improvement in margin due to shift towards higher value added products
- ▶ Focus to continue on higher margin Garmenting and Fabric business



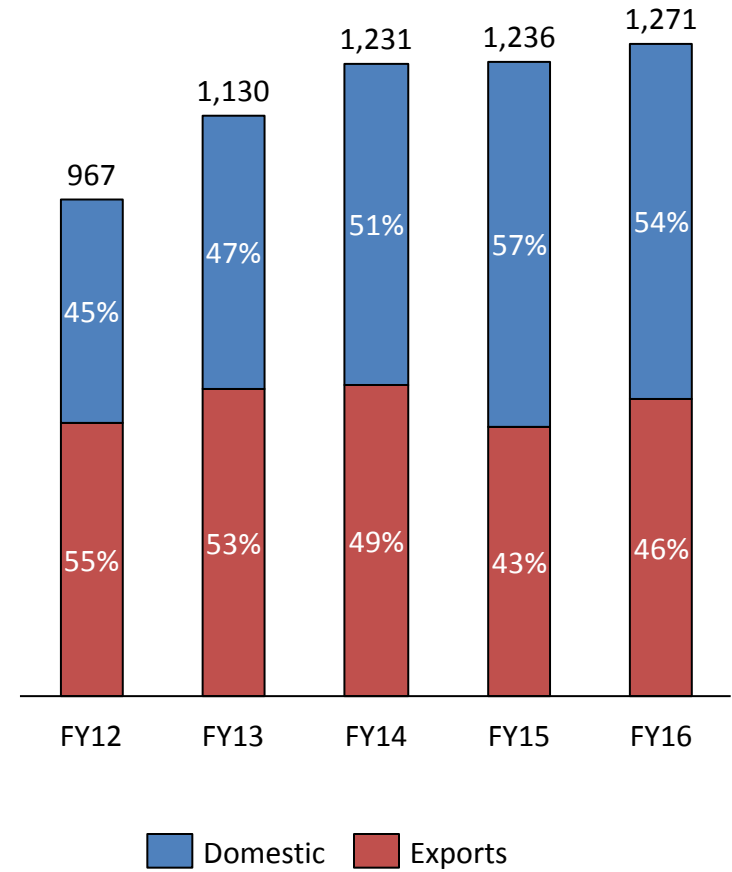
Standalone Revenue Performance



Segment Gross Revenue Rs crs



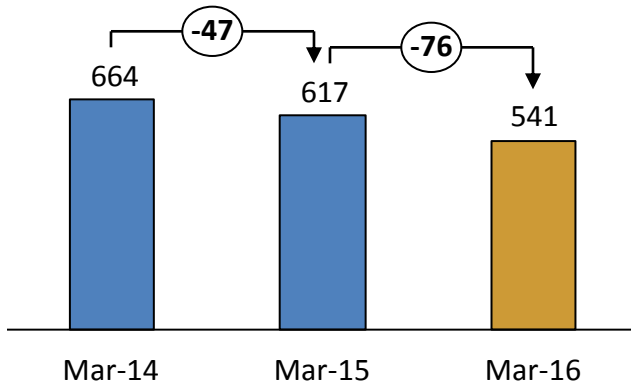
Geographic Gross Revenue Rs crs



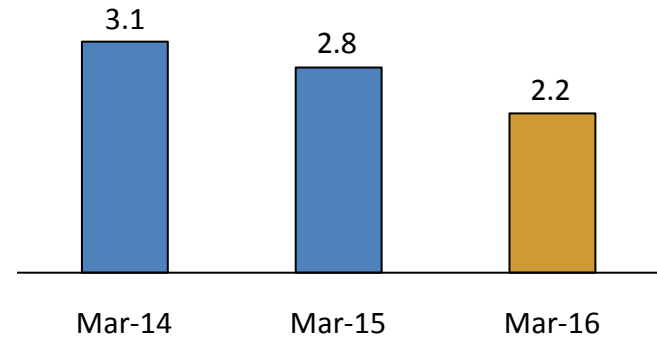
Improving Parameters



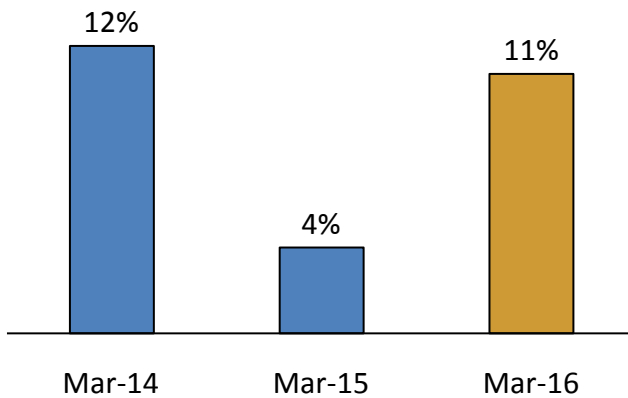
Net Debt Rs. crs



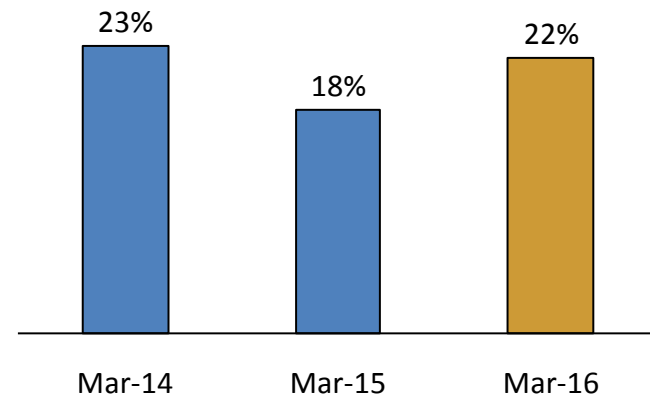
Net Debt:Equity



ROE



ROCE



Net Debt includes Current Maturity of Debt

Standalone Balance Sheet



Rs. Cr.	Mar 16	Mar 15
Shareholders Funds	249.2	223.5
Share Capital	16.9	16.4
Reserve & Surplus	232.2	207.0
Total Non-current Liabilities	272.6	315.1
Long-term borrowings	216.6	262.8
Deferred tax liabilities	46.7	41.6
Other Non-current liabilities	9.3	10.8
Total Current Liabilities	518.9	537.3
Short Term Borrowings	280.5	303.2
Trade Payables	127.3	138.9
Other Current Liabilities	85.5	82.3
Short Term Provisions	25.6	12.9
TOTAL EQUITY & LIABILITIES	1,040.7	1,075.9

Rs. Cr.	Mar 16	Mar 15
Non-Current Assets	514.9	537.9
Fixed Assets	481.2	511.5
Non current investment	18.6	17.5
Long term loans & Advances	6.4	4.6
Other non Current Assets	8.8	4.4
Current Assets	525.7	538.0
Inventories	290.2	328.8
Trade Receivables	161.8	138.1
Cash	20.8	15.2
Short Term Loans & Advances	24.8	21.0
Other Current Assets	28.1	34.8
TOTAL ASSETS	1,040.7	1,075.9

For further information, please contact:

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