



SHIVA TEXYARN LIMITED

Regd. Office : 252, Mettupalayam Road, Coimbatore - 641 043, Tamilnadu INDIA

Telephone : 0422 - 2435555 E-mail : shares@shivatex.co.in

Website : www.shivatex.co.in CIN : L65921TZ1980PLC000945 GSTRN : 33AABCA6617M1Z0

STYL/SEC/SE/3123/2018-19

15.02.2019

To

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

Dear Sir,

Sub:- Investor Presentation for Q3 - Reg.

We are attaching herewith the Investors' Presentation to be made to the Investors for the Quarter ended-31.12.2018 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 www.shivatex.in.

Thanking you

Yours faithfully

For Shiva Texyarn Limited


R. SRINIVASAN
Company Secretary
M.No.21254

Shiva Texyarn Limited

Result Update Presentation – Q3 & 9M FY19
February 2019



Focus on Technologically Advanced, Innovative & Eco-friendly products

Disclaimer




This presentation has been prepared by Shiva Texyarn Limited (the “Company”) solely for information purposes and does 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 what so ever. 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 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.


Table of Contents



Managing Director's Message



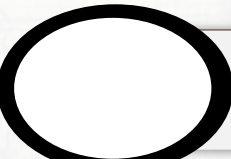
Consolidated Financial Highlights



Company Overview



Business Overview



Way Ahead

Managing Director's Message – 9M FY19



Commenting on the results, Mr. S K Sundararaman, Managing Director, Shiva Texyarn Ltd. said :

“For the nine months ended 31st December 2018, we have registered a revenue of Rs. 259 crore along with EBITDA and PAT of over Rs. 32 crore and Rs. 5 crore respectively. We have started producing finer count yarn, thereby improving yield. During this period, there was low demand in spinning and lesser contribution from defence segment, thereby affecting revenue. However retail business of QuickDry products continues to gain good traction. We are focused on improving our performance across all our divisions and are on track to meet our targets. We stand to benefit from strong opportunities in value added functional products, as we continue to focus on product diversification.”

In January 2019, we launched ‘Paw Paw’, a new range of re-usable diapers, first of its kind in India. This product is CPSIA certified, and is part of the company’s Quick Dry segment. The patent for this product is awaited. This diaper pad is made by using a unique ‘Rapisoak’ technology, which enables the diaper to hold maximum fluid in a given span of time leading to quickest drying facilities and leakage protection. The diaper is ergonomically designed and fully elasticised that ensures the baby’s hygiene and comfort. “Paw Paw”, available in different sizes and colours, is not only easy to clean and hygienic but more importantly it is also environment friendly and sustainable. Shiva Texyarn aims to strengthen its focus on such innovative products to support strong, sustainable growth.”

I would like to thank the entire team of ‘SHIVA’ for their untiring efforts, hard work, sincerity and dedication. Also, I would like to thank our valued Shareholders, whose support and faith in our Company has given us the determination and ambition to set and achieve higher benchmarks.”



Consolidated Financial Highlights



SHIVA TEXTYARN LIMITED

Welcome to Shiva Textyarn,
An Integrated Textile Company

Corporate
Backpacks

SHIVA TEXTYARNS LIMITED



SHIVA TEXTYARN LIMITED

www.shivatex.co.in

Quarterly Financial Highlights – Q3 FY19 (YoY)

Rs Cr	Q3 FY19	Q3 FY18	Y-o-Y %	Q2 FY19
Total Income from operations	78.7	85.8	-8.3%	93.9
Raw Material Expenses	45.1	52.1		55.4
Employee Expenses	9.8	9.8		11.6
Other Expenses	14.0	13.5		14.0
Total Expenditure	68.9	75.4		81.1
EBITDA (excluding other income)	9.8	10.3	-5.6%	12.8
EBITDA Margin	12.4%	12.1%	36 bps	13.7%
Other Income	0.3	0.2		0.2
Depreciation	3.5	3.4		3.5
Interest / Finance Cost	5.2	4.5		5.3
Exceptional Item (Gain) / Loss	0.0	1.4		0.0
PBT	1.4	4.0		4.2
Tax	0.3	1.1		0.9
PAT	1.1	2.9	-63.6%	3.3
Other Comprehensive Income	0.0	0.1		0.0
Net Profit	1.1	3.0	-64.4%	3.3
Net Profit Margin	1.4%	3.5%	-220 bps	3.5%
EPS in Rs.	0.81	2.24	-63.8%	2.53

- Slight decline in revenue, mainly on account of low demand in spinning. However retail business of QuickDry products continue to gain good traction
- EBITDA Margin improved mainly on account of finer count yarn production, thereby improving yield
- Q3FY18 – One time exceptional income from sale of property

Nine Month Financial Highlights – 9M FY19 (YoY)

Rs Cr	9M FY19	9M FY18	Y-o-Y %
Total Income from operations	258.5	273.5	-5.5%
Raw Material Expenses	150.2	161.6	
Employee Expenses	32.3	29.9	
Other Expenses	43.6	46.8	
Total Expenditure	226.0	238.3	
EBITDA (excluding other income)	32.5	35.2	-7.7%
EBITDA Margin	12.6%	12.9%	
Other Income	0.6	0.5	
Depreciation	10.4	9.9	
Interest / Finance Cost	15.8	14.7	
Exceptional Item (Gain) / Loss	0.0	1.4	
PBT	6.9	12.4	
Tax	1.5	2.3	
PAT	5.4	10.1	-46.6%
Other Comprehensive Income	0.0	0.3	
Net Profit	5.4	10.4	-48.2%
Net Profit Margin	2.1%	3.8%	
EPS in Rs.	4.16	7.79	-46.6%

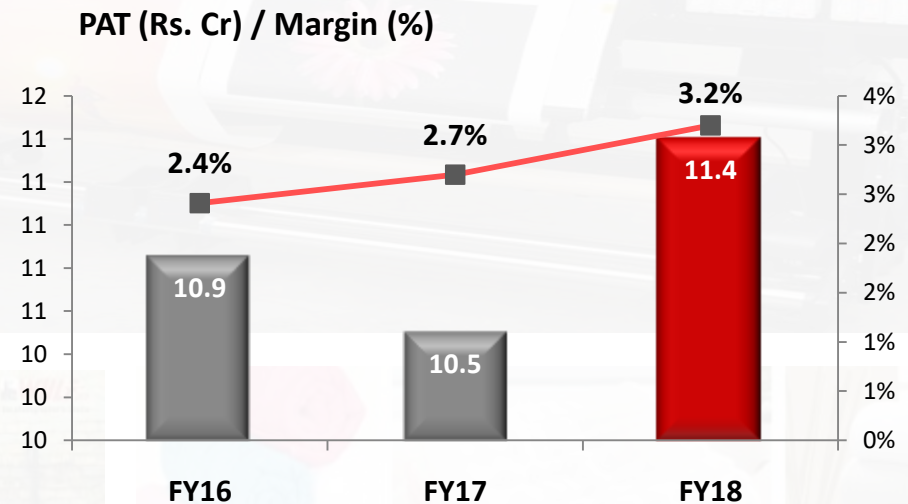
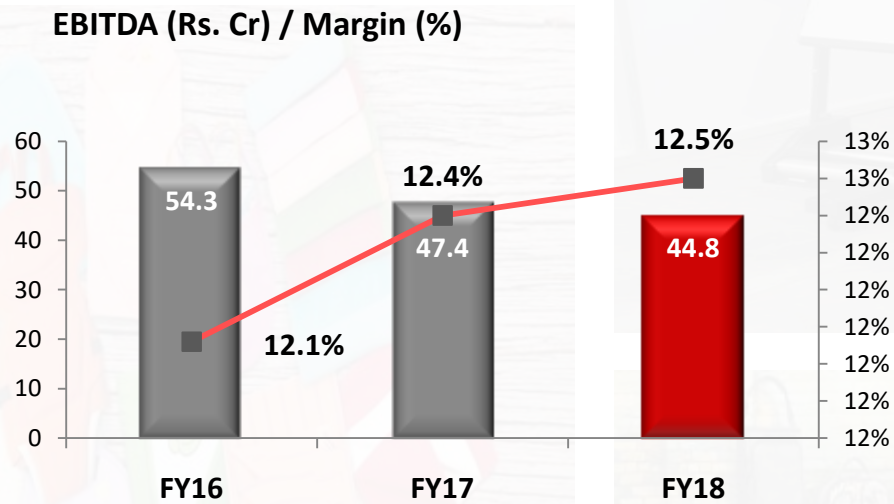
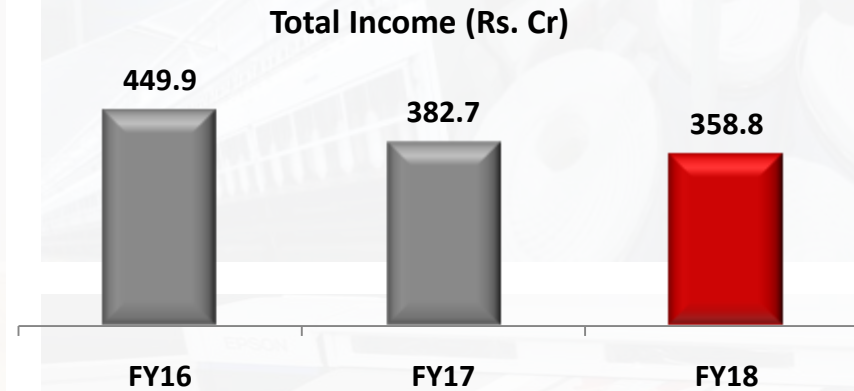
- Revenue declined mainly on account of execution of a one-time large defence order in Q2 FY18 and low demand in spinning. However retail business of QuickDry products continue to gain good traction
- Q3FY18 – One time exceptional income from sale of property

Balance Sheet as on 30th September 2018

Rs. Cr	30 th Sept 18	31 st Mar 18
Equity	110.4	108.1
Equity Share Capital	13.0	13.0
Other Equity	97.4	95.1
Demerger Adjustment	0.0	0.0
Non Current Liabilities	102.5	111.8
Financial Liabilities		
Borrowing	62.9	72.2
Deferred Tax Liabilities (Net)	39.4	39.5
Other Current Liabilities	0.0	0.0
Provisions	0.2	0.1
Current Liabilities	161.5	140.8
Financial Liabilities		
Borrowings	111.3	81.6
Trade Payables	22.1	26.2
Other Financial Liabilities	23.1	29.5
Other Current Liabilities	3.0	1.8
Provisions	1.9	1.7
Total Liabilities	374.3	360.7

Rs. Cr	30 th Sept 18	31 st Mar 18
Non-current Assets	233.7	235.3
Tangible Assets	204.6	208.7
Intangible Assets	0.4	0.4
Capital work-in-progress	1.4	0.0
Intangible asset under development	1.1	1.3
Investment Property	0.0	0.0
Financial Assets		
Investments	0.7	0.7
Loans	0.0	0.0
Other	25.5	24.3
Current Assets	140.6	125.4
Inventories	73.5	66.8
Financial Assets		
Trade Receivables	47.4	40.8
Cash & Cash Equivalent	8.3	8.9
Loans	1.2	1.0
Other	3.0	1.9
Other Current Assets	7.2	6.0
Total Assets	374.3	360.7

Annual Financial Highlights – FY18



*FY16 & FY17 numbers are restated as per IND AS guidelines and represents demerged entity numbers

*EBITDA and EBITDA Margin calculated excluding other income

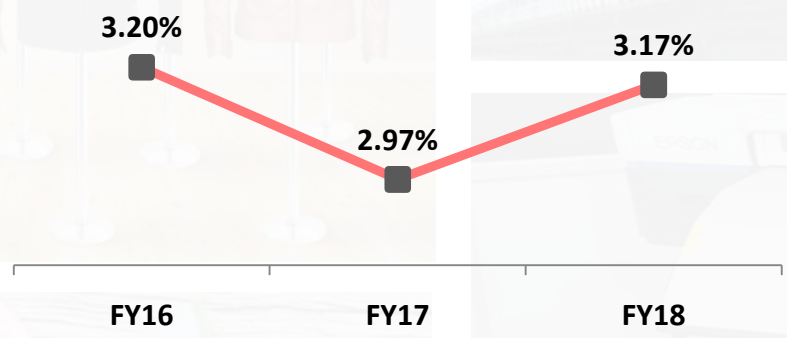
Annual Financial Highlights – FY18

Rs Cr	FY18	FY17	Y-o-Y %
Total Income from operations	358.8	382.7	(6.2%)
Raw Material Expenses	209.0	232.3	
Employee Expenses	41.2	34.5	
Other Expenses	63.8	68.6	
Total Expenditure	314.0	335.3	
EBITDA (excluding other income)	44.8	47.4	(5.5%)
EBITDA Margin	12.5%	12.4%	10 bps
Other Income	1.2	0.8	
Depreciation	13.4	12.8	
Interest / Finance Cost	19.3	20.6	
Exceptional Item (Gain) / Loss	1.4	1.4	
PBT	14.6	16.2	
Tax	3.3	5.9	
PAT	11.3	10.3	
Other Comprehensive Income	0.1	0.2	
Net Profit	11.4	10.5	9.0%
PAT Margin	3.2%	2.7%	50bps
EPS in Rs.	8.74	7.93	10.2%

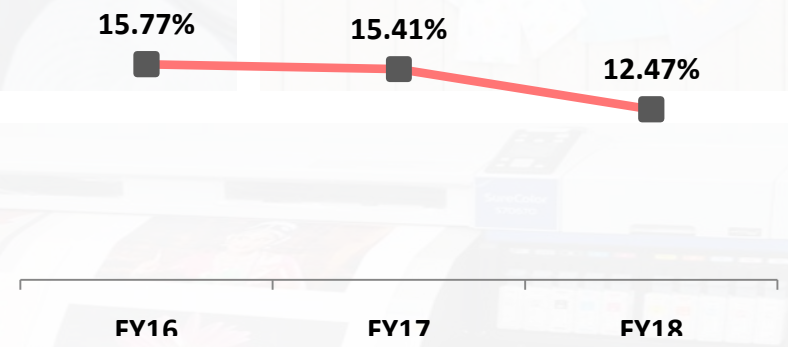
*FY17 numbers are restated as per IND AS guidelines and represents demerged entity numbers

Annual Balance sheet Highlights – FY18

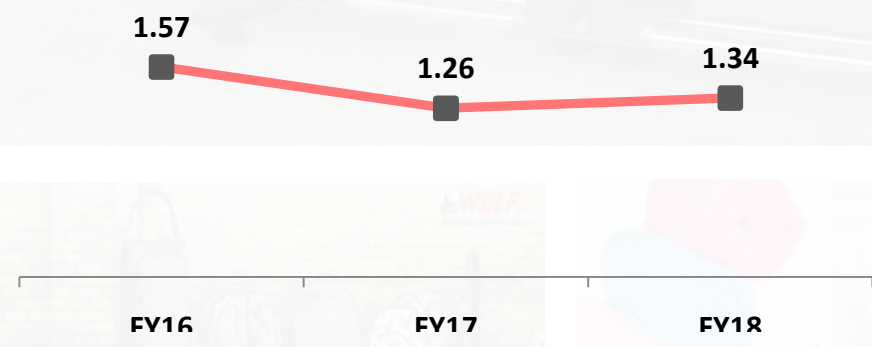
ROA (%)



RoCE (%)



Net Debt to Equity



RoA = Net Profit/Total Assets \ RoCE = EBIT/(Shareholder's Fund+Total Debt-non current investments) \ D/E= Total Debt/Total Equity \ Net D/E= (Total Debt- Cash & Cash Equivalents)/Total Equity

Balance Sheet as on 31st March FY18

Rs. Cr	31 st Mar 18	31 st Mar 17
Equity	108.1	99.2
Equity Share Capital	13.0	21.6
Other Equity	95.1	141.3
Demerger Adjustment	0.0	-63.7
Non Current Liabilities	111.8	97.5
Financial Liabilities		
Borrowing	72.2	57.9
Provisions	0.1	0.0
Deferred Tax Liabilities (Net)	39.5	39.6
Other Current Liabilities	0.0	0.0
Current Liabilities	140.8	155.5
Financial Liabilities		
Borrowings	81.6	73.3
Trade Payables	26.2	37.4
Other Financial Liabilities	29.5	39.0
Provisions	1.7	1.8
Other Current Liabilities	1.8	4.0
Total Liabilities	360.7	352.2

Rs. Cr	31 st Mar 18	31 st Mar 17
Non-current Assets	235.3	237.8
Tangible Assets	208.7	212.3
Intangible Assets	0.4	0.5
Capital work-in-progress	0.0	0.0
Intangible asset under development	1.3	0.0
Investment Property	0.0	0.07
Financial Assets		
Investments	0.7	0.6
Loans	0.0	0.0
Other	24.3	24.4
Current Assets	125.4	114.4
Inventories	66.8	64.1
Financial Assets		
Trade Receivables	40.8	36.3
Cash & Cash Equivalent	8.9	5.7
Loans	1.0	1.7
Other	1.9	2.0
Other Current Assets	6.0	4.6
Total Assets	360.7	352.2



Company Overview



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

1985-1989

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

2009-2012

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

2016-2018

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
2019 - Launched Reusable Fabric Diaper - "Paw Paw" - based on patent pending unique Rapisoak Technology

1994-2006

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

2013-2015

2013 - Coating division started at Ganeshpuram
2014 - Bag division at Karanampettai started
2015 - Garment Division II (NBC) & III started at Karanampettai

Strong & Experienced Management Team



Mr. S V Alagappan – Chairman

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



Mr. S K Sundararaman – Managing Director

- MBA from judge institute of management studies Cambridge University, UK
- 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 the field of 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
- Possess an 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



Business Overview

Business Segments

Spinning

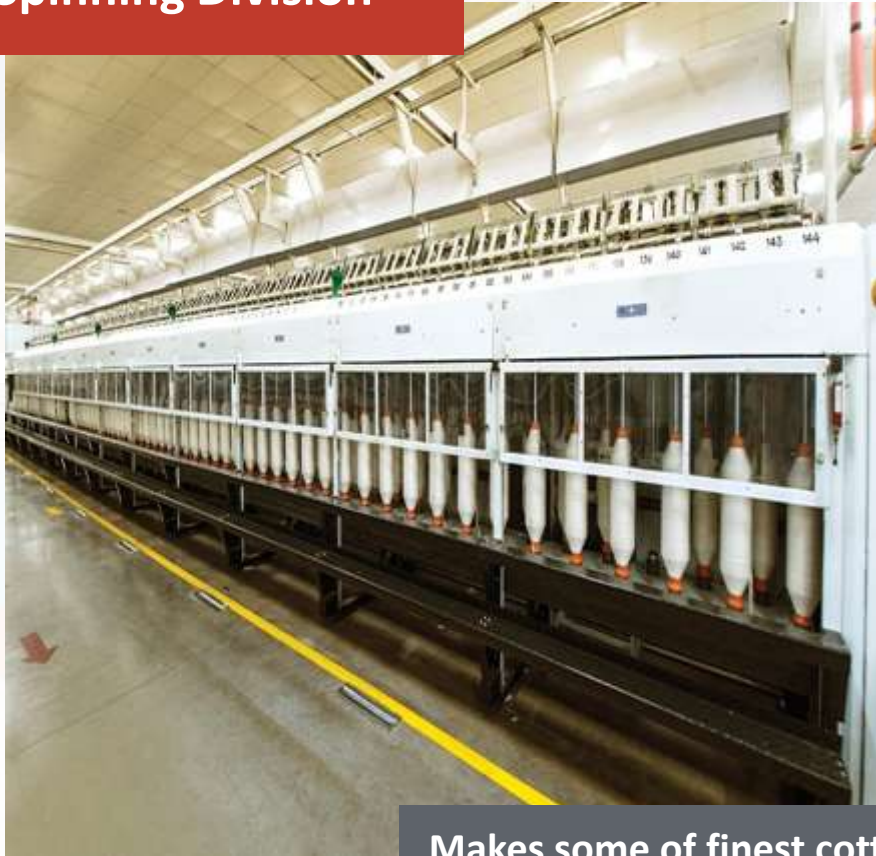


Value added Products



Business Divisions...(1)

Spinning Division



Makes some of finest cotton yarns in market

- More than 25 years of experience in Spinning Industry
- 52,000 Spindles capacity
- Raw material comes from selected ginneries of India and from International sources in West Africa, Australia and the United States
- 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

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

Lamination Division... Strong Retail Brand in India

Quick Dry



Q-Club



Quick Dry
SilQ



Quick Fit



- **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



UNIQUE RAPISOAK TECHNOLOGY



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
- ✓ As per competitor survey Report our Paw Paw Diaper is reasonable
- ✓ Eco-friendly and can be reused for many times
- ✓ Affordable to all section of society

Already launched in Tamil Nadu – target to create Pan India Presence

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 -20 degree centigrade
- **Super high altitude Mountaineering clothing**
 - Among very few companies making three layered ensembles
 - Protection in -50 degree centigrade
 - Specialised Bag packs for mountaineering

Business Divisions...(4)

Processing Division



Coating Division



Bag Division



- 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, Anti-static, Rubber Finish, Oil resistant

- 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

Continual focus on Innovation & New product development

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

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

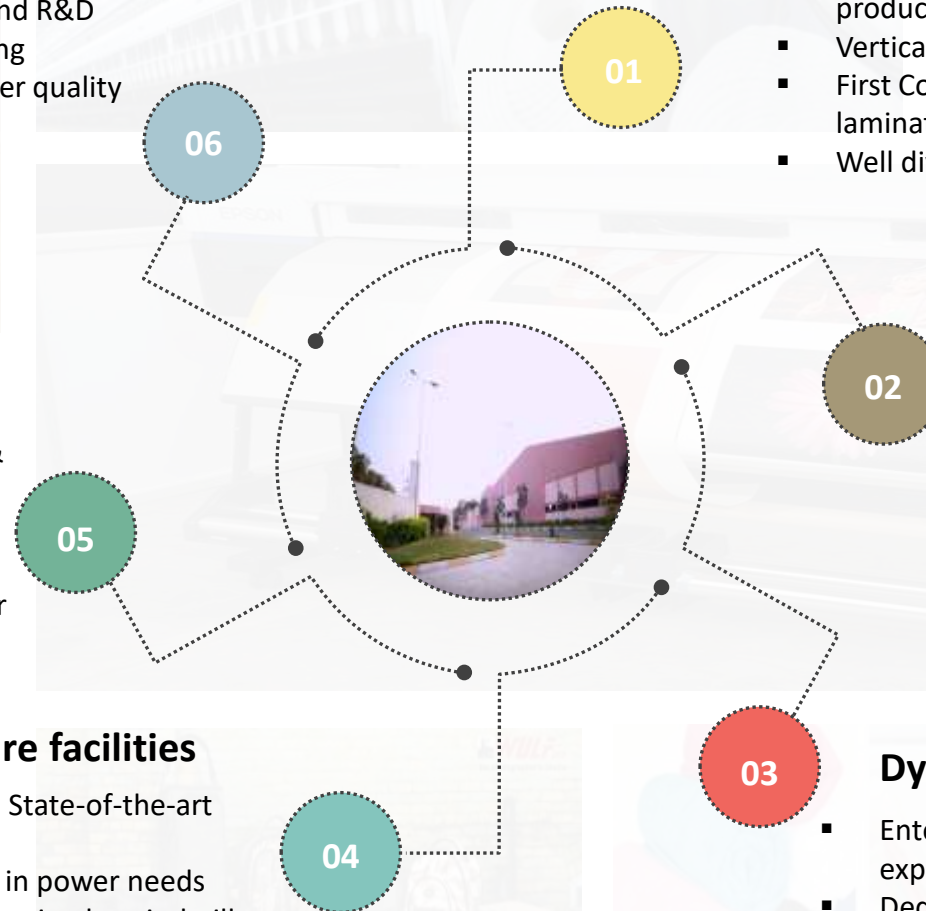
- Multifaceted Company with strong focus on value added products
- Vertically & Backward Integrated operations
- First Company to introduce Reactive Polyurethane lamination technology to India in 2005
- Well diversified across segments and products

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 Resuable fabric diaper with unique Rapisoak Tecnology
- Wide distribution - 10,000+ retailers through 200 distributors with 90 sales team on ground

Dynamic experience leadership

- Enterprising management team with rich experience in Textile Industry
- 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



Knitting Unit

Kodangipalayam Village
Karadivavi Road, Paruvai Post
Coimbatore District
Tamilnadu



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





01

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 through increased & technologically advanced, innovative product suite

02

Increase in Paw-Paw diaper business

- Optimize on existing distribution channel and increase in online-offline network to have pan-India reach for the product
- Innovative & upgrade product to make it more user-friendly and comfortable for babies

03

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

Thank You



For further information, please contact:

Company :

Shiva Texyarn Ltd.

Mr. C Krishna Kumar
krishnakumar@shivatex.co.in

<http://www.shivatex.in>

Investor Relations Advisors :

Bridge Investor Relations Pvt. Ltd.

Ms. Savli Mangle
savli@bridge-ir.com

www.bridge-ir.com