



NITIN SPINNERS LTD.



REF: NSL/SG/2021-22

August 04, 2021

BSE Ltd.

Department of Corporate Services
PhirozeJeejeebhoy Towers
Dalal Street
Mumbai – 400 001

National Stock Exchange of India Limited

Exchange Plaza,
BandraKurla Complex
Bandra (E),
Mumbai – 400 051.

Company Code – 532698

Company ID - NITINSPIN

Sub. : Investors' Presentation on the Financial Results for the Quarter ended 30th June, 2021 in pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015

Dear Sir/ Madam,

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations 2015, please find attached copy of Investors' Presentation on the Financial Results for Quarter ended 30th June, 2021. The same is also available on the website of the Company www.nitinspinners.com.

This is for your information & records please.

Thanking you,
Yours faithfully,

For-Nitin Spinners Ltd.

(Sudhir Garg)

Company Secretary & GM (Legal)



Encl. a/a

CIN. : L17111RJ1992PLC006987

Regd. Office & Plant : 16-17 Km. Stone, Chittor Road, Hamirgarh, Bhilwara (Raj.) 311 025

Tel. : 286110 to113, Fax : 91-1482-286114 & 117

E-mail : nsi@nitinspinners.com, Website : www.nitinspinners.com

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Management

SA 8000:2014
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ACCOUNTABILITY



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Nitin Spinners Limited



INVESTOR PRESENTATION – Q1 FY22

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**Rs. 554 Cr
Revenue**



Q-o-Q  8.2%

Y-o-Y  152.6%

**Rs. 10.67
EPS**



Q-o-Q  40.0%

Y-o-Y  NM

**Rs. 14.63
Cash EPS**



Q-o-Q  26.7%

Y-o-Y  4.9x

**Rs. 129 Cr
EBITDA**

Q-o-Q  23.4%

Y-o-Y  446.2%

**23.2%
EBITDA
Margin**

Q-o-Q  286 bps

Y-o-Y  1,249 bps

**Rs. 60 Cr
PAT**

Q-o-Q  40%

Y-o-Y  NM

**10.8%
PAT
Margin**

Q-o-Q  246 bps

Y-o-Y  1,501 bps

Key Result Highlights

- 01** Witnessed strong topline and bottomline growth during the quarter
- 02** Due to lockdown in all major market, domestic dispatches were disrupted, however it was compensated by increased exports. **Exports were 76% of total revenue** as compared to **59%** in Q4FY21. Out of total Yarn revenue, **88%** were contributed from exports.
- 03** Debottlenecking process initiated; additional 7,296 spindles and other balancing equipment's will be operational in Q2FY22 and **will add approx. 4% of additional production capacity.**
- 04** Production and sales of Woven Fabrics were lower on Q-o-Q basis due to lockdown effect; however this was made up by increased yarn sales
- 05** **More focus on value added products** and increase of sustainable fibers like organic cotton, recycled fibers, lycra blended yarns and fabrics
- 06** Reported EPS of **Rs. 10.67** and cash EPS of **Rs. 14.63** in current quarter.

Operational Matrix – Production & Sales Volumes

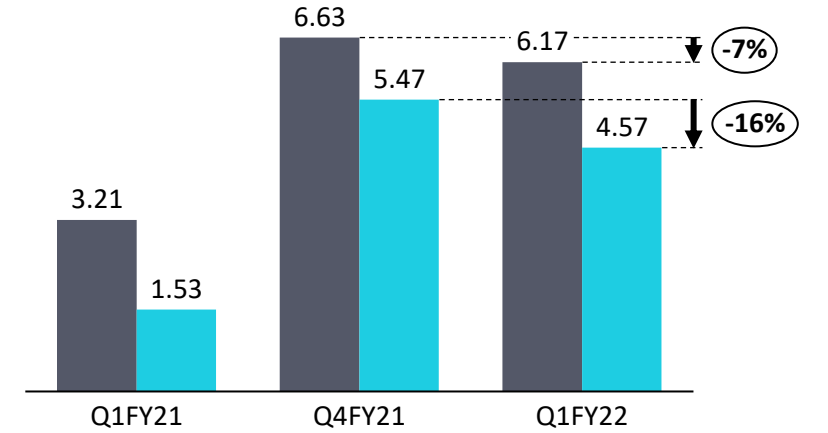
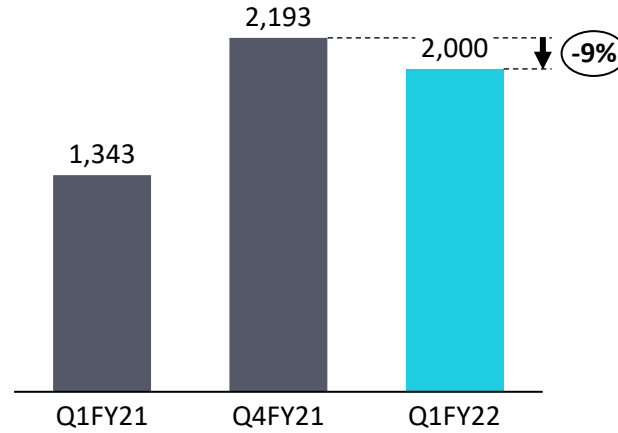
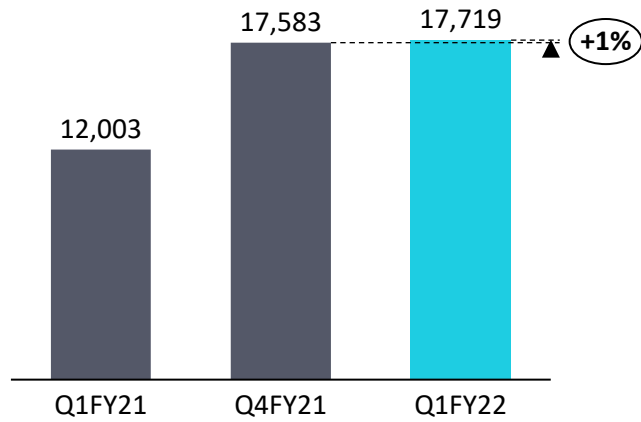


Yarn (MT)

Knitted Fabrics (MT)

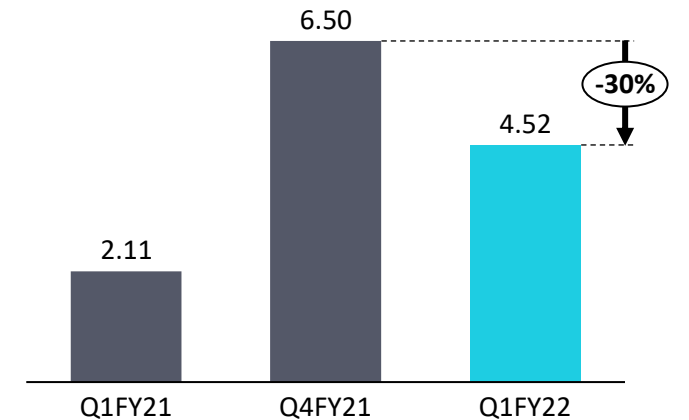
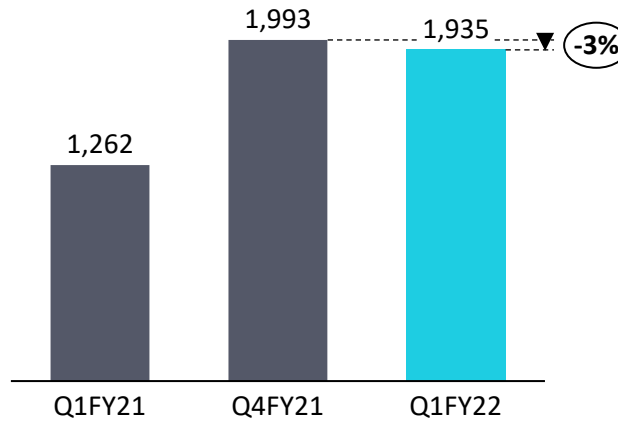
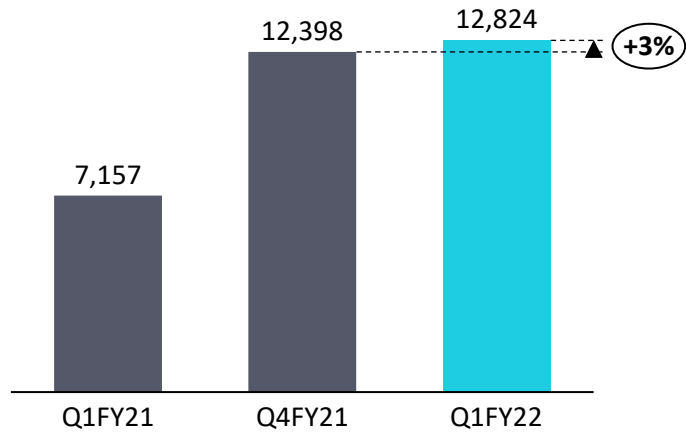
Woven & Finished Fabric (Mn Mtrs)

Production



■ Woven Fabric Production (Greige) ■ Finished Fabric Production

Sales

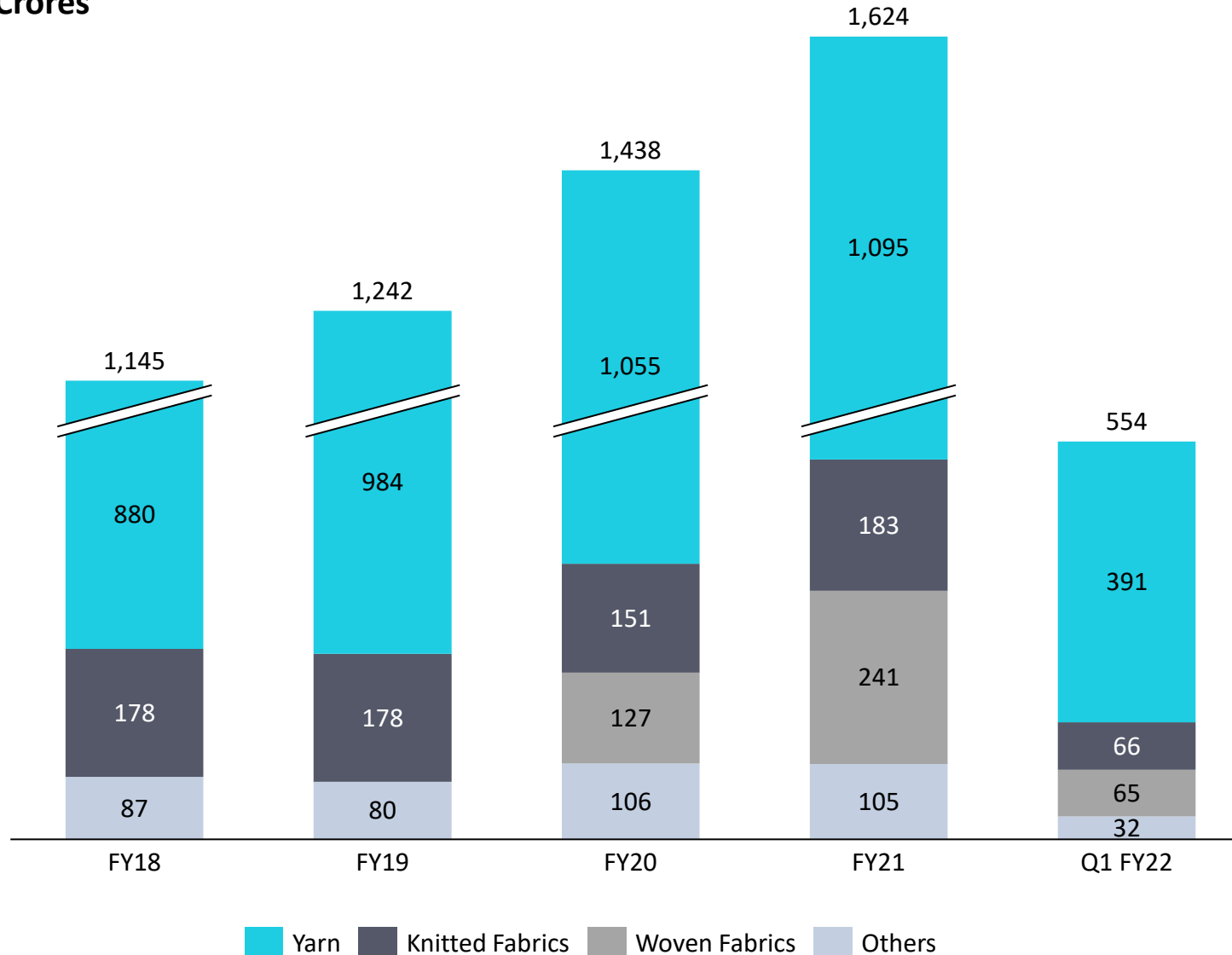


■ Woven Fabric Sales (Greige & Finished)

Growing contribution of Value-added while focusing on Core

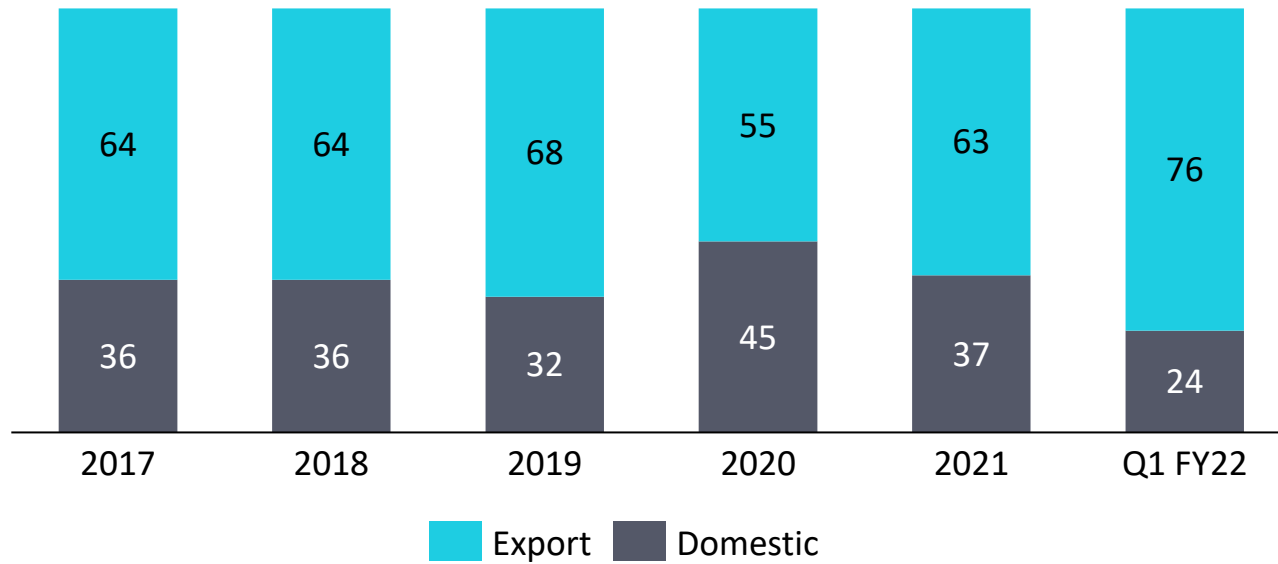


Rs in Crores



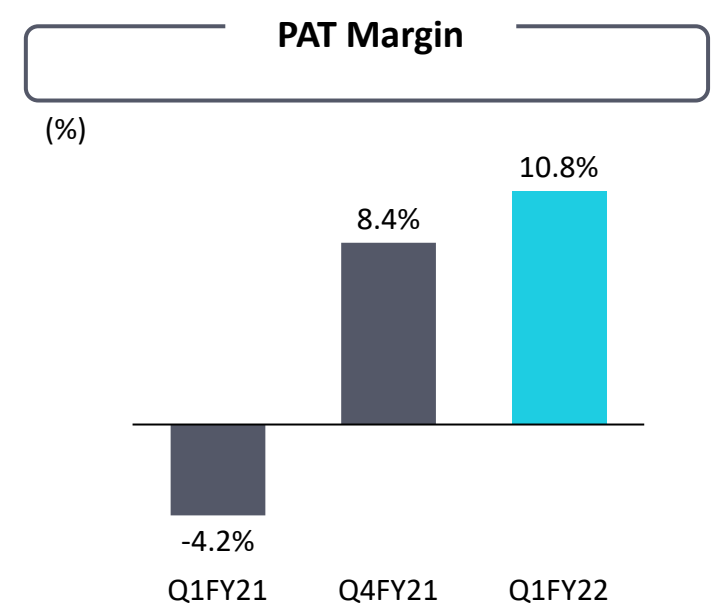
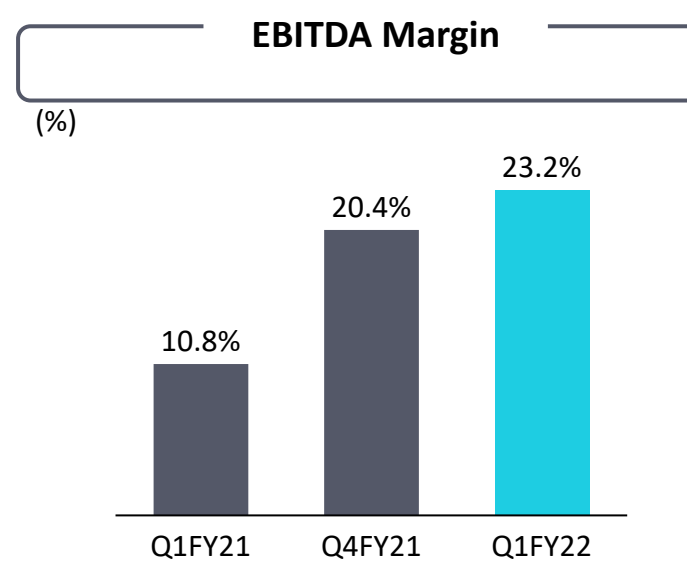
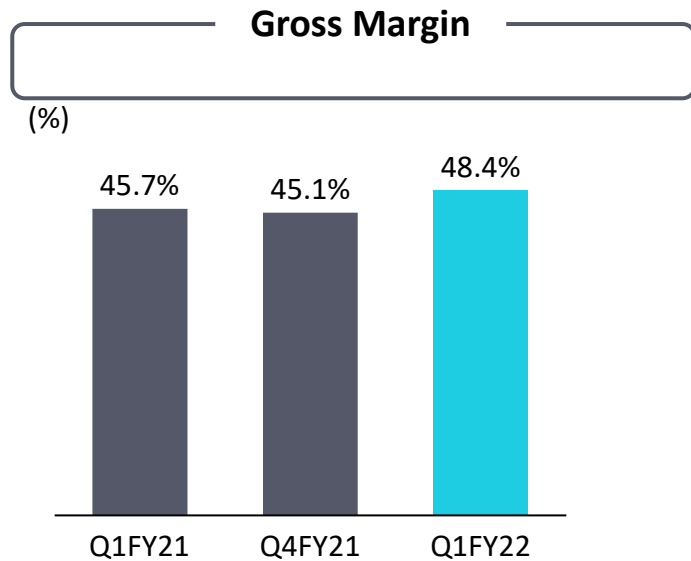
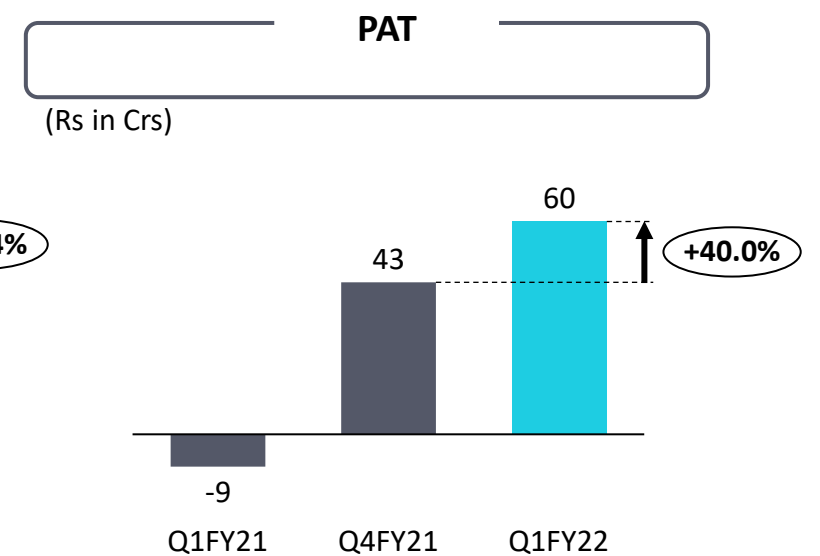
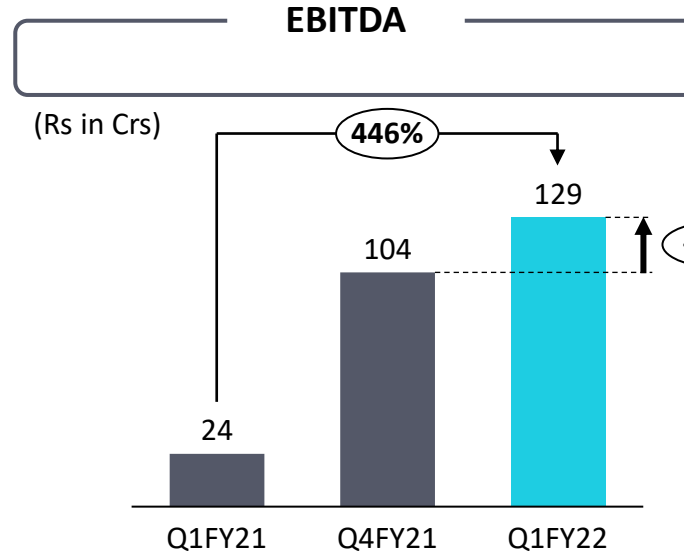
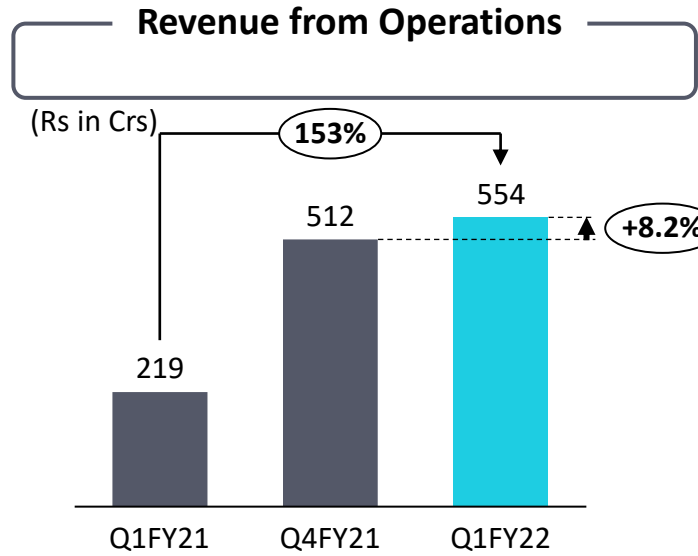
- Steady increase in sales of Yarn over FY18-FY21
- Added the value-added segment of Woven fabrics and Finished Fabrics in FY20
- Achieved sales of **4.52 mn** Meters of Woven Fabric in Q1FY22 contributing to **12%** of revenue in Q1 FY22

Geographical Distribution of Revenue %



The company exported more than 76% of its production to over 50 countries across the globe during Q1FY22

Quarterly Financial Highlights



Profit and Loss Statement



Particulars (Rs. Crores)	Q1FY22	Q4FY21	Q-o-Q	Q1FY21	Y-o-Y	FY21
Total Revenue	553.6	511.6	8.2%	219.2	152.6%	1624.4
Cost Materials Consumed	327.1	304.1		171.7		971.9
Change in Inventories	-41.1	-23.2		-52.8		-25.6
Total Overheads	285.9	280.9		118.9		946.3
Gross Margin	267.7	230.7	16.0%	100.3	167.0%	678.1
Gross Margin (%)	48.4%	45.1%		45.7%		41.7%
Employee Expenses	33.1	29.6		23.6		111.8
Other Expenses	106.0	96.9		53.1		309.1
EBITDA	128.6	104.2	23.4%	23.6	446.2%	257.3
EBITDA Margin (%)	23.2%	20.4%		10.8%		15.8%
Depreciation	22.3	22.1		23.2		91.0
Other Income	0.2	0.2		0.8		1.9
EBIT	106.6	82.3	29.6%	1.2	-	168.1
EBIT Margin (%)	19.3%	16.1%		0.5%		10.4%
Finance Cost	13.7	15.8		15.0		61.6
Profit Before Tax	92.9	66.4	39.8%	-13.9	-	106.5
Profit Before Tax%	16.8%	13.0%		-6.3%		6.6%
Tax	32.9	23.6		-4.7		37.7
Profit After Tax	60.0	42.9	40.0%	-9.1	-	68.9
PAT Margin (%)	10.8%	8.4%		-4.2%		4.2%
EPS (As per Profit after Tax)	10.67	7.62		-1.63		12.25
Cash EPS	14.63	11.55		2.49		28.44



Company Overview

A Resilient Organisation



India's Leading manufacturer of Cotton & Blended Yarn, Knitted Fabrics, Greige and Finished Woven Fabrics



Established in 1992



FY21 Revenue: Rs. 1624 Crs



Integrated operations with focus on value addition, diversified product range, cost efficiency, quality and customer service



Headquartered in
Bhilwara (Rajasthan)



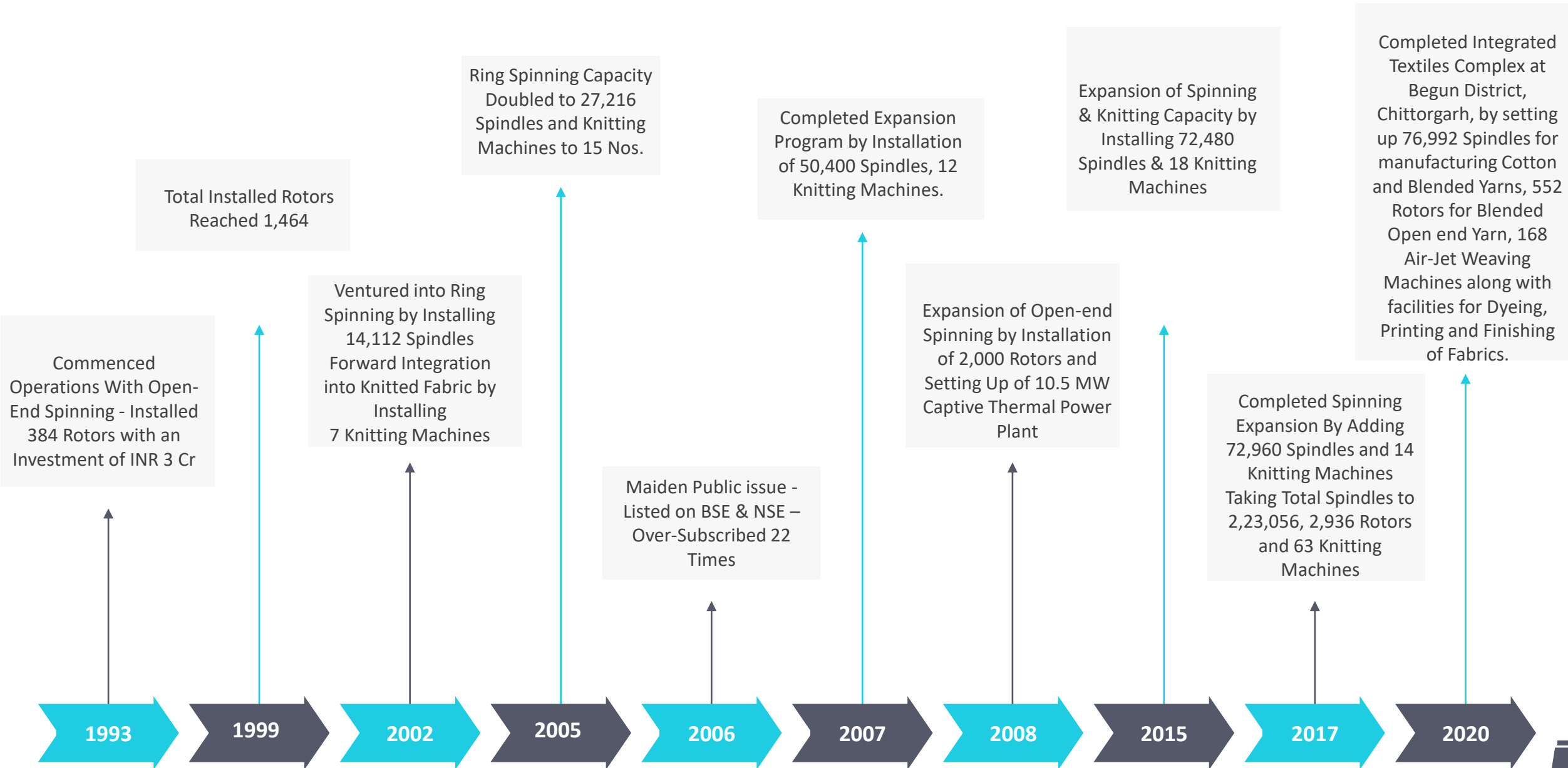
Experienced promoters
and key executives
5,000+ Employees



Presence in 50+ countries
across the Globe

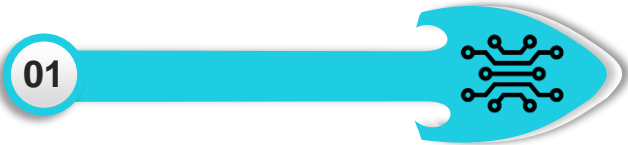

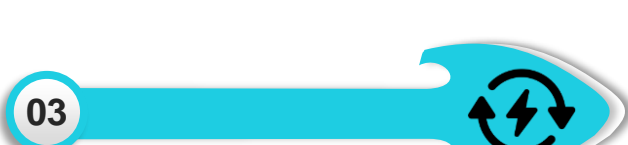

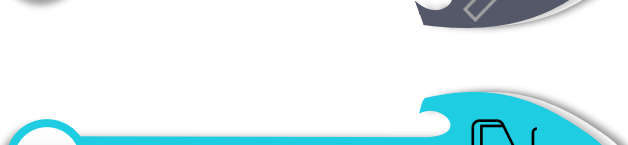
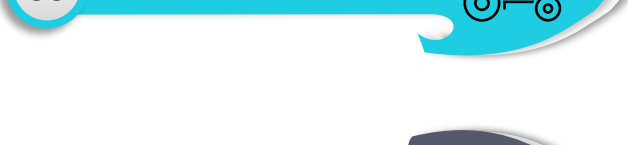


Our Journey

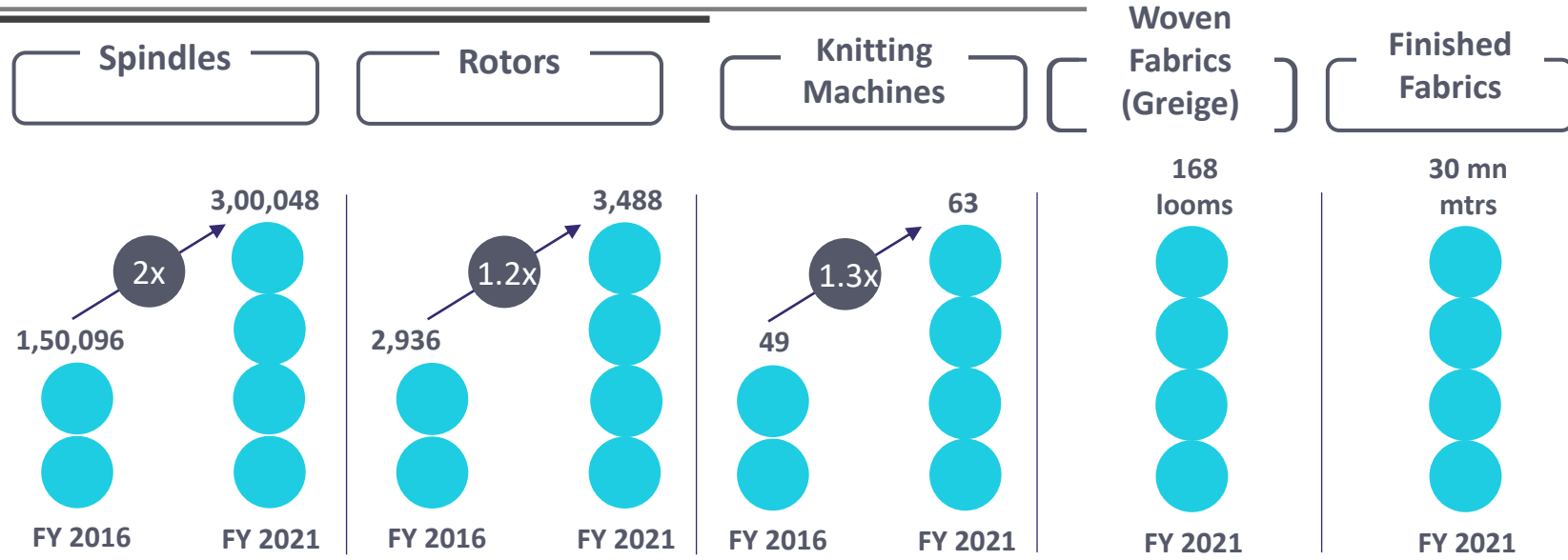




Cost Efficient Operating Model

-  01 Our best in-class technology and state-of-art machineries results in cost efficiency, faster turn around and further enhances our efficiency quotient
-  02 Our ability to reprocess the waste and use that as an input does additional savings of raw material
-  03 Captive solar power and generators helps in reducing power cost and ensures Consistent power supply
-  04 With its focused endeavors and strong research and development, the company has been successful in developing value-added products
-  05 Our plants are located on national highways and in proximity to ports and cotton-producing areas which helps us in saving the transportation cost and quick delivery turnaround
-  06 Large availability of cotton within 250km radius with production of nearly 10 lakh bales of cotton

Integrated Operations – Fibre to Finished Fabrics



Overall Production Capacity

Yarn:	72,000 TPA
Knitted Fabrics:	8,500 TPA
Processed Woven Fabrics with Dyeing, Finishing and Printing capacity of 30 mn MTS/PA	

VALUE-CREATION PROCESS



Quality Cotton Procurement
 Sourcing of raw material as per strict Quality parameters



R&D trials undertaken produce wide range of Yarns and Fabrics
 Cotton & Blended Yarn
 Knitted and Woven Finished Fabrics
 Taking Customer feedback inculcating development of the product



Reaching out to customers across India and abroad through strong distribution network

Wide Product Range & End-User Application

Products

Offerings

1

Yarn

The company offers a wide range of products to cater varied customer needs and end user application

100% cotton and blended Ring spun Combed and carded yarns, Open end yarns, Compact yarns, Slub yarns, core spun yarns, multifold yarns made from Supima, Organic, BCI cotton etc , Count range 6 to 100s

2

Knitted Fabric

An extensive portfolio of knitted fabrics to meet the rising demand of high quality fabrics in the global apparel industry

Single jersey, Open width with Elastene, 3 t fleece, interlock , Rib etc

3

Finished Woven Fabrics

A complete range of Dyed and Printed Fabrics for Fashion, Apparel and work wear industry

100% Cotton & Cotton Blends in Piece dyed, Printed, Yarn Dyed variations in different weaves and Finishes including special finishes

End-User Applications



Woven Apparel



Knitted Apparel



Furnishing Fabrics



Denims



Terry Towel



Medical Fabrics



Tea Bags



Bed Linen



Inner Wear



Comfort Wear



Sports Wear



Baby Wear



Winter Wear



Masks



Fashion and Image Wear



Uniform



Health Care Apparel



Hotel Apparel

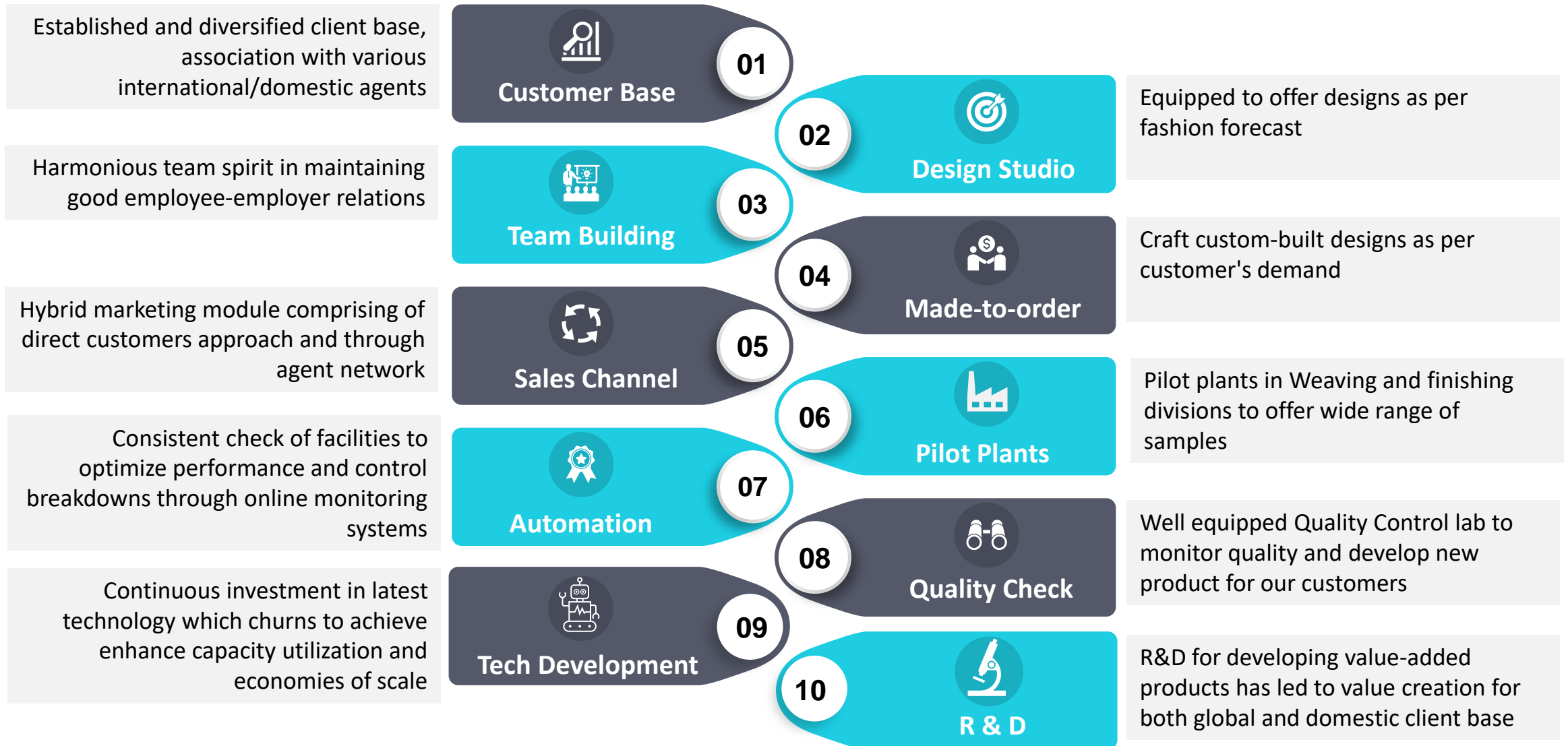


Industrial and Protective Wear



Defence Wear

Fully equipped to add customer value



- ▶ The company is having all quality certification as per International Standards
- ▶ The company has also been certified by OEKOTex, Global Organic Textile Standard (GOTS) which prescribes standards for the processing of fibres from certified organic agriculture
- ▶ The Company is certified with GRS, for use of recycled fibers
- ▶ The company has also been authorized to use the SUPIMA trademark, Cotton USA, which also certifies that Company is purchasing, consuming or using yarn that Company is purchasing, consuming or using yarn or fabric made from America Pima cotton that is grown in the United State of America



Our Quality Certifications



SA 8000



Texprocil Awards



Gold Trophy for the highest export performance in Cotton Yarn - Counts 51s & above under Category I for the year 2019-20



Silver Trophy for the second highest export performance in Cotton Yarn - Counts 50s & below under Category III for the year 2019-20



Silver plaque for the second highest exports of Cotton Yarn counts 50s and above for the year 2018-19



Bronze Trophy for the third highest exports of Cotton Yarn counts 50s and below under Category II for the year 2015-16



Other Recognitions



“UCCI Excellence Award” by Udaipur Chamber of Commerce & Industry under the “Large Manufacturing Enterprise” category in year 2017, 2018 and 2019



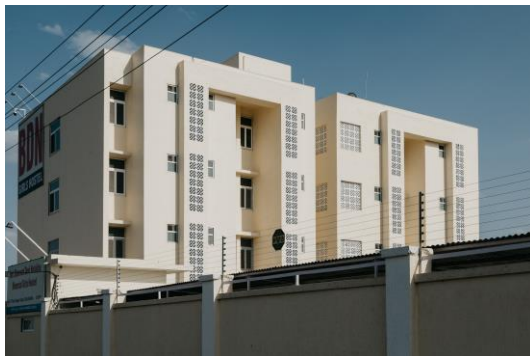
Conferred with Rajasthan Energy Conservation Award and won first prize in large scale spinning for the years 2014-15 and 2015-16 and second prize in 2017-18 and 2018-19



State Award for “Excellence in Exports” for the years 2007-08, 2010-11, 2013-14 and 2016-17 by the Government of Rajasthan



- Construction of Women hospital in Bhilwara
- Installation of Solar Rooftop system in Hostel Building



Promoting education of differently-abled children, construction of rooms in school



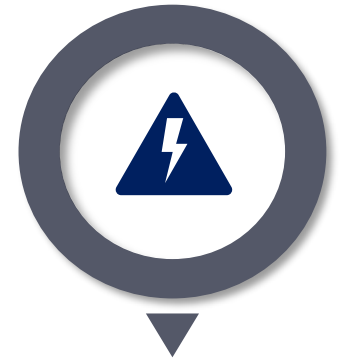
Construction of toilets as a part of Swachh Bharat Abhiyan



- Contribution towards COVID relief
- Rural development activity by construction of drainage system



Contribution to Confederation of Textiles industries (CTI) for cotton development and research



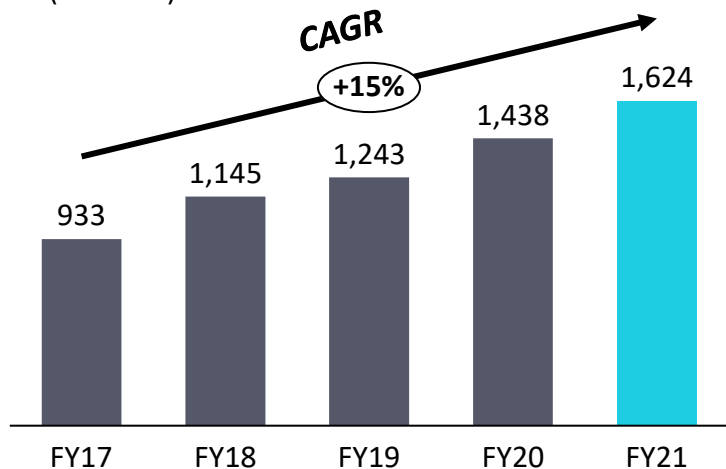
Installation of energy-efficient equipment. Zero liquid discharge system through reutilization of wastewater

Historical Financial Highlights



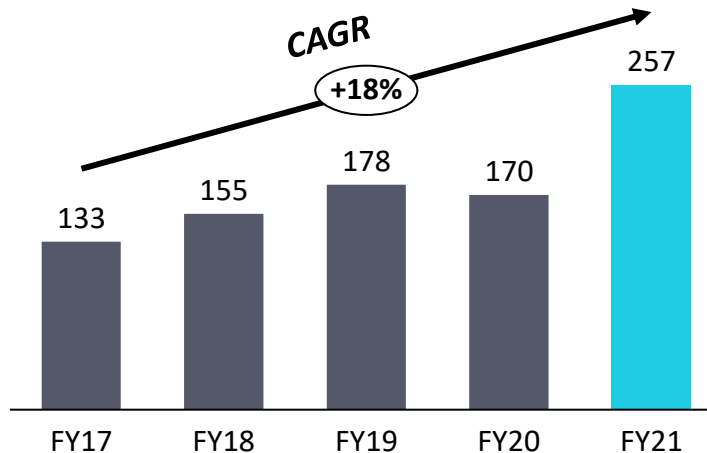
Revenue from Operations

(Rs in Crs)



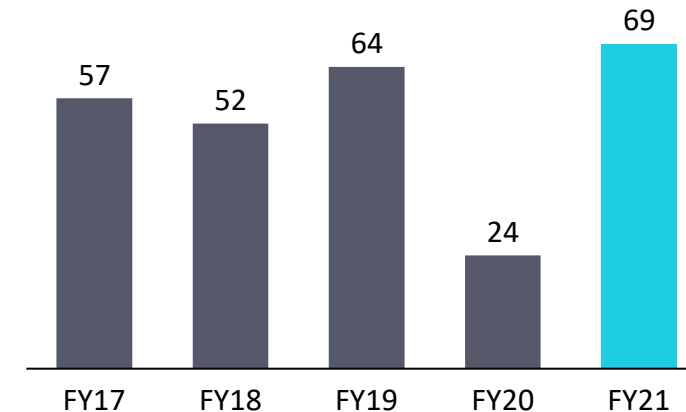
EBITDA

(Rs in Crs)



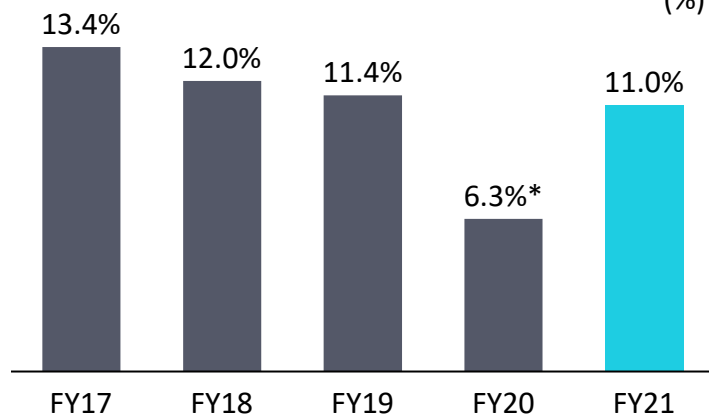
PAT

(Rs in Crs)



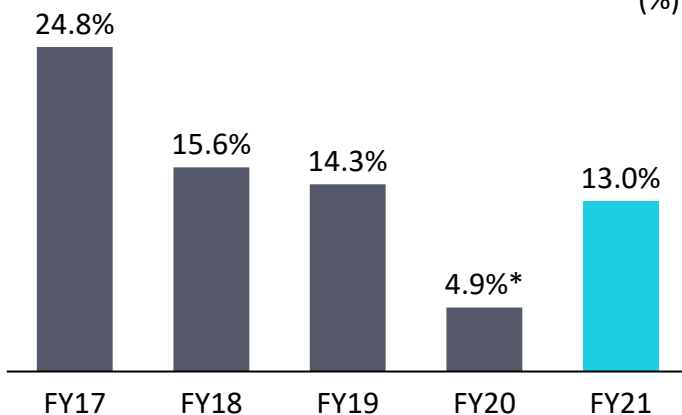
Average ROCE

(%)



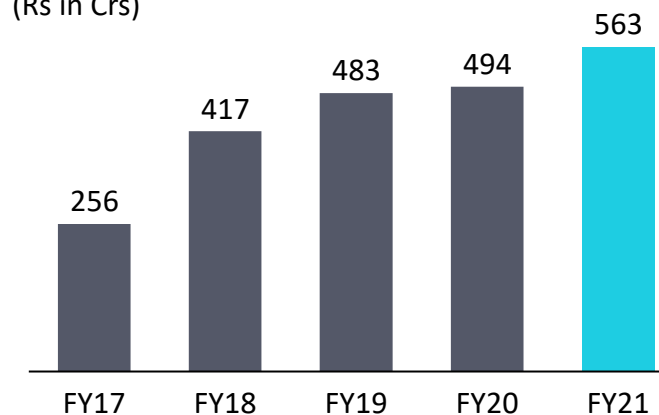
Average ROE

(%)



Net Worth

(Rs in Crs)



* On account of major expansion under execution, 2020 Capital Ratios impacted

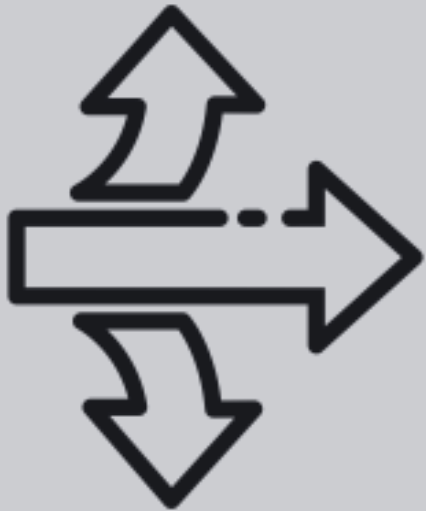
Historical Profit and Loss Statement

Particulars (Rs. Crores)	FY21	FY20	FY19	FY18	FY17
Total Revenue	1,624	1,438	1,243	1,145	933
Cost Materials Consumed	972	922	789	714	617
Change in Inventories	-26	-2	-7	13	-28
Total Overheads	946	920	781	728	589
Gross Margin	678	518	461	418	344
Gross Margin (%)	41.7%	36.0%	37.1%	36.5%	36.9%
Employee Expenses	112	94	68	61	52
Other Expenses	309	254	215	202	159
EBITDA	257	170	178	155	133
EBITDA Margin (%)	15.8%	11.8%	14.3%	13.5%	14.3%
Depreciation	91	81	55	56	42
Other Income	2	2	3	2	1
EBIT	168	91	126	101	93
EBIT Margin (%)	10.4%	6.3%	10.2%	8.8%	9.9%
Finance Cost	62	56	29	30	22
Profit Before Tax	107	36	97	71	70
Tax	38	12	33	19	13
Profit After Tax	68.87	24	64	52	57
PAT Margin (%)	4.2%	1.7%	5.2%	4.6%	6.1%
EPS (As per Profit after Tax)	12.25	4.24	11.43	10.56	12.51
Cash EPS	28.44	18.61	21.17	21.89	21.60

Historical Balance Sheet

Assets (Rs. Cr.)	FY21	FY20	FY19	FY18	FY17
Non-current assets	1,073	1,156	1,015	582	617
Property, Plant and Equipment	1059	1138	523	569	613
Capital work-in-progress	2	0	468	4	-
Intangible Assets	1	2	0	0	0
Other non-current assets	12	16	23	8	4
Current assets	603	489	421	346	268
Inventories	355	265	228	205	170
Financial Assets					
(i) Trade receivables	166	153	121	88	48
(ii) Cash and cash equivalents	0	0	3	0	1
(iii) Bank balances other than (ii)	1	0	0	0	0
(iv) Other Financial Assets	1	0	3	0	3
Current Tax Asset (Net)	0	1	0	0	0
Other Current Assets	81	70	67	52	46
TOTAL	1,676	1,645	1,436	929	885

Equity & Liabilities (Rs. Cr.)	FY21	FY20	FY19	FY18	FY17
EQUITY	563	494	483	417	264
Equity Share Capital	56	56	56	56	46
Other Equity	507	438	426	361	218
Non-Current Liabilities	637	726	660	336	411
Financial Liabilities					
(i) Borrowings	564	676	619	311	389
(ii) Other Financial Liabilities	0	0	0	0	0
Deferred Tax Liabilities (Net)	54	33	30	17	14
Provisions	20	17	12	9	8
Current liabilities	476	425	293	176	210
Financial Liabilities					
(i) Borrowings	283	287	185	88	112
(ii) Trade Payables	55	41	35	26	18
(iv) Other Financial Liabilities	126	91	66	58	75
Other Current Liabilities	7	4	3	2	4
Provisions	2	2	1	1	1
Current tax liabilities (net)	4	0	3	1	0
TOTAL	1676	1,645	1,436	929	885



1

TOPLINE GROWTH

Strive to maintain topline growth momentum by optimizing capacity utilisation and continue to add value-added products and use of sustainable fibres

2

GEOGRAPHICAL EXPANSION

Continue to explore newer markets across the geographies

3

GOVERNMENT SUPPORT

Closely watching the situation of pandemic and Govt Policies to chart out future growth plans

- ✓ Government thrust on Atmanirbhar Bharat is expected to surge internal demand for raw materials thereby uplifting industry eco-system
- ✓ Capitalize on growth opportunities arising from Government's PLI scheme

For further information, Please Contact:

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SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

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