

RSWM/SECTT/2022
May 28, 2022

BSE Limited Corporate Relationship Department, 1st Floor, New Trading Ring, Rotunda Building, P.J. Towers, Dalal Street, MUMBAI - 400 001. Scrip Code: 500350	National Stock Exchange of India Limited Listing Department, Exchange Plaza, C-1, Block - G, Bandra-Kurla Complex, Bandra (East), MUMBAI - 400 051. Scrip Code: RSWM
---	--

Sub: Revised Investors presentation on the Audited Financial Results of the Company for the quarter and year ended 31st March, 2022.

Dear Sir,

Please find enclosed a copy of Revised Investors Presentation on the Audited Financial Results of the Company for the quarter and year ended 31st March, 2022 for your information and record.

Thanking you,

Yours faithfully,
For **RSWM LIMITED**



SURENDER GUPTA
AVP – LEGAL & COMPANY SECRETARY
FCS – 2615

rswm.investor@lnjbhilwara.com

Encl.: As above

(Formerly Rajasthan Spinning & Weaving Mills Limited)

Corporate Office :
Bhilwara Towers, A-12, Sector-1
Noida - 201 301 (NCR-Delhi), India
Tel: +91-120-4390300 (EPABX)
Fax: +91-120-4277841
Website: www.rswm.in
GSTIN: 09AAACR9700M1Z1

Regd. Office:
Kharigram, Post Office Gulabpura - 311 021
Distt. Bhilwara, (Rajasthan), India
Tel: +91-1483-223144 to 223150, 223478
Fax: +91-1483-223361, 223479
Website: www.lnjbhilwara.com
GSTIN: 08AAACR9700M1Z3

Corporate Identification Number: L17115RJ1960PLC008216



RSWM Limited
an LNJ Bhilwara Group Company

**Investor Presentation
March 2022**

Safe Harbor

This presentation has been prepared by RSWM ("Company") solely for information purposes without any regard to any specific objectives, financial situations or informational needs of any particular person. This presentation may not be copied, distributed or disseminated, directly or indirectly, in any manner. Failure to comply with this directive may result in a violation of the applicable law in certain jurisdictions. By reviewing this presentation, you agree to be bound by the restrictions contained herein, and to maintain absolute confidentiality, regarding the information disclosed in these materials.

This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person in any jurisdiction, including in India, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefore.

This presentation contains statements that constitute forward looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects", "plans", "will", "estimates", "projects", or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, our ability to manage our international operations, government policies, regulations, etc. The Company does not undertake any obligation to revise or update any forward looking statement that may be made from time to time by or on behalf of the Company including to reflect actual results, changes in assumptions or changes in factors affecting these statements. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward looking statements. This presentation may contain certain currency exchange rates and the same have been provided only for the convenience of readers.

Table of Content

1 Q4 & FY22 Highlights

2 Lever Of Growth

3 Company Profile

4 Historical Financial Overview

5 ESG Initiatives

6 Management Team

7 Annexure



Message from MD's desk



Commenting on the results, Mr. Riju Jhunjhunwala, Chairman & Managing Director of RSWM Ltd. said,

“In FY22 RSWM has demonstrated solid execution and showcased the inherent strengths of its business model. We have achieved substantial scale-up in revenues, margin expansion and profit growth to deliver value in a tough operating environment marked by continuing impact of the global pandemic, geo-political upheavals, inflationary trends and supply chain bottlenecks We expect the situation to improve in coming quarters and remain focused on execution and agile to the market opportunities. We at RSWM are now ready to take a leap to transform our business to the next level. We remain committed to future growth plans with focus on enhancing our product portfolio, geographical reach and improving efficiencies of higher return on investments. We now look into the future with excitement and purpose, confident in our ability to drive continuing value for stakeholders by delivering on the strategic business plan”

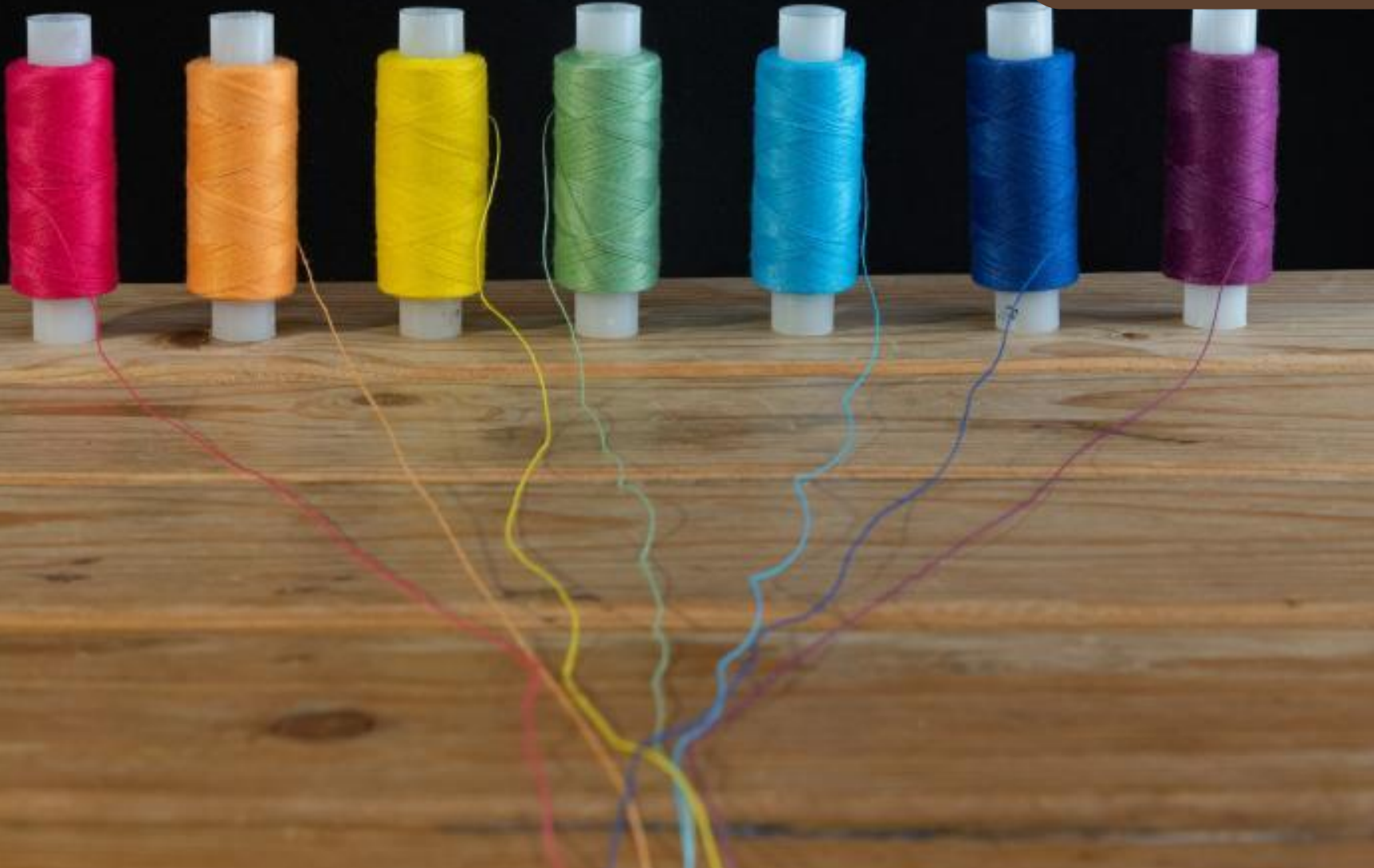
Message from JMD's desk



Commenting on the results, Mr. B. M. Sharma, Joint Managing Director of RSWM Ltd. said,

“Led by healthy volume growth and better realization, RSWM reported its highest ever sales and profits in FY22 in both domestic and export market. Year gone by was an transformational year for us as we look several steps to monetize non-core assets of the company and focus on core business to expand existing businesses production capacity and venture into a new business line i.e. Knits Business. Efforts are being made to put company on growth trajectory despite of several challenges by implementing a well thought of capex plan, which may require re-assignment of resources, including human resources. This will generate new growth opportunities for employees and we have also rolled out a plan for development of future leaders. Investment in this HRD initiative is going to benefit all stake holders of company as well as its employees.”

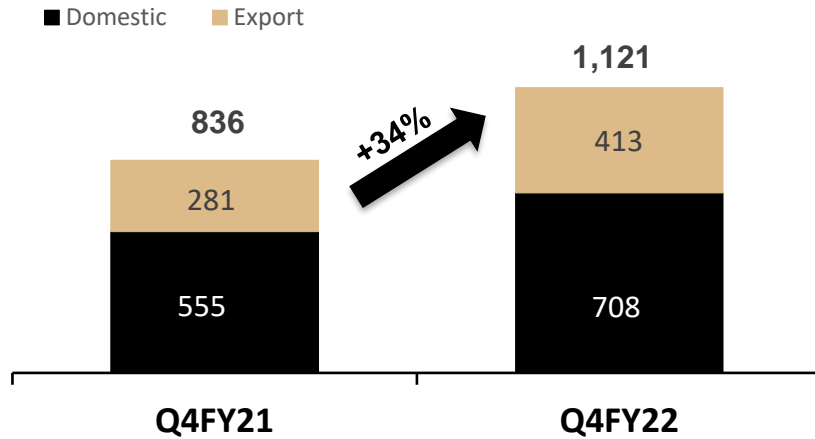
Financial Highlight Q4 & FY22



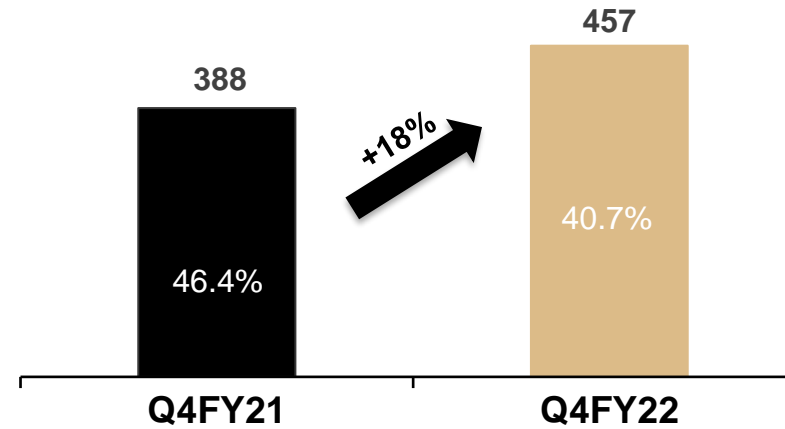
Financial Performance Highlights : Q4FY22

INR in Cr

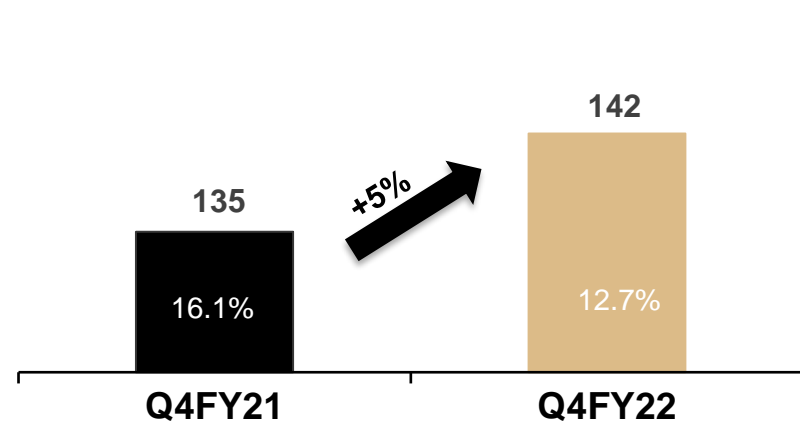
Revenue



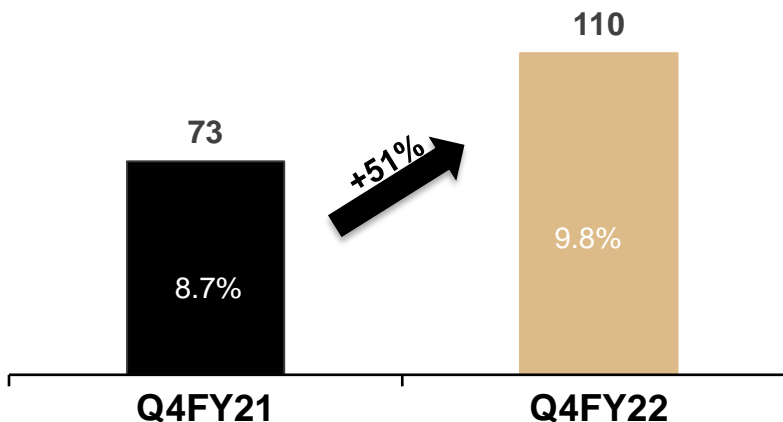
Gross Profit & Gross Profit Margin %



EBITDA & EBITDA Margin %



PAT & PAT Margin %

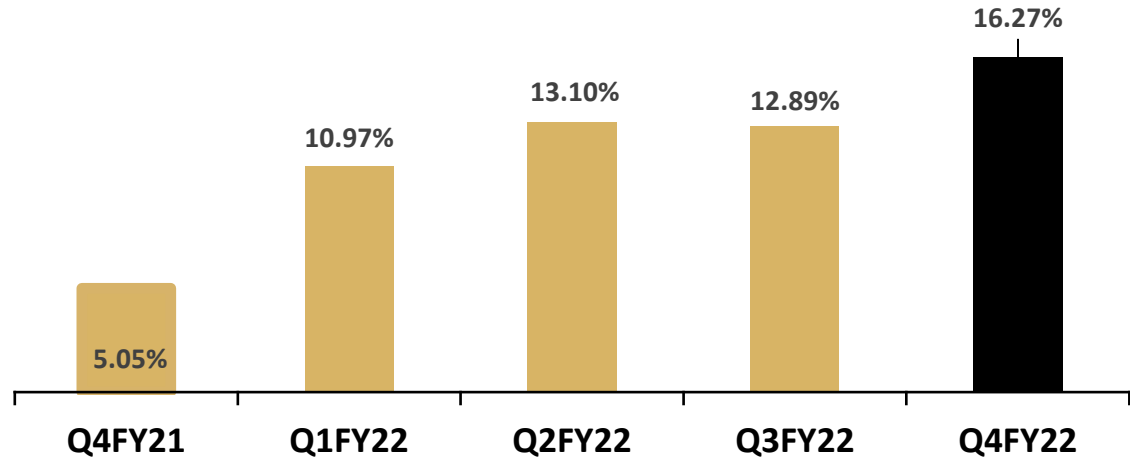


Highlights

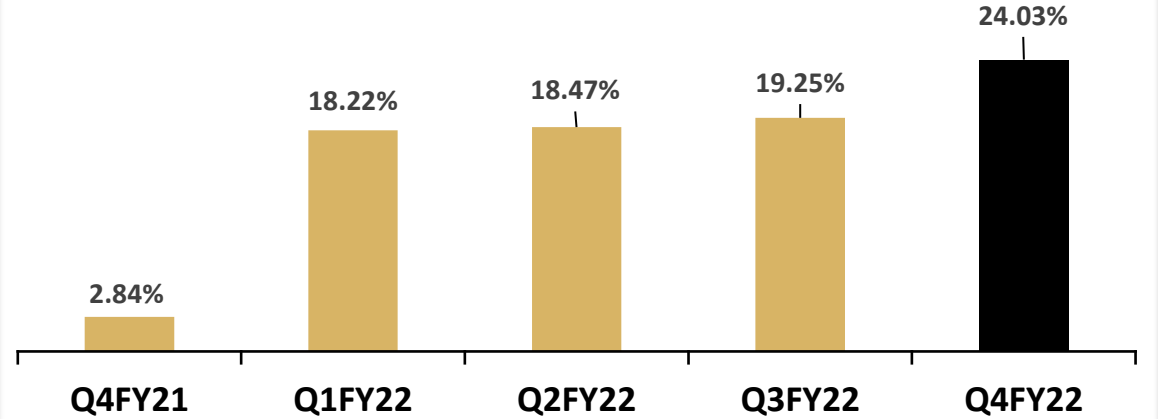
- During the quarter revenue from operation grew 34% to INR 1,121 Cr.
- Domestic turnover has increased by 27% as compared to Q4FY21.
- Export turnover has increased by 47% as compared to Q4FY21.
- EBITDA up 5% to INR 142 Cr. EBITDA Margin stood at 12.7%
- Margin contracted due to higher raw material and power cost compare to same quarter last year
- Net profit stood at INR 110 Cr, up by 51% YOY.

Key Financial Ratio

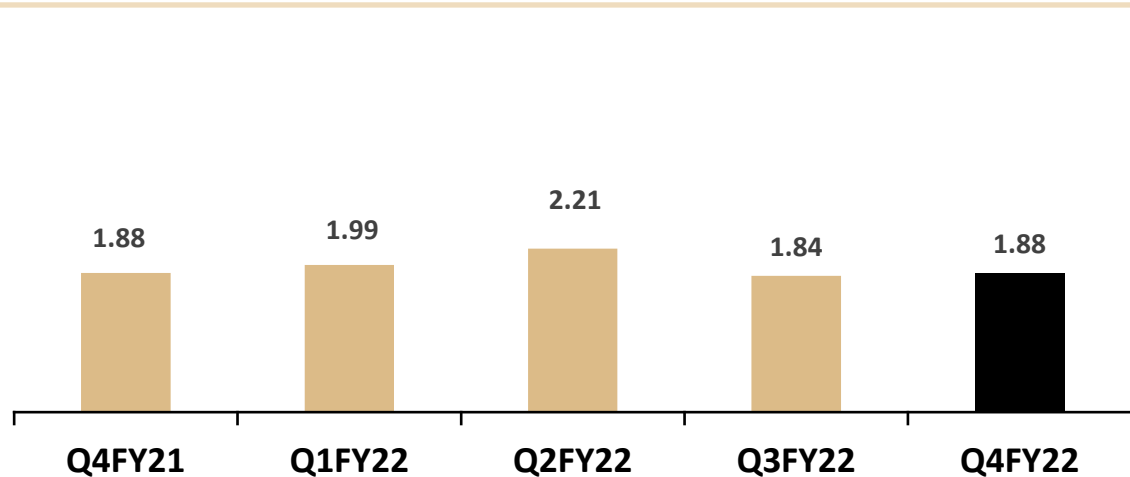
ROCE



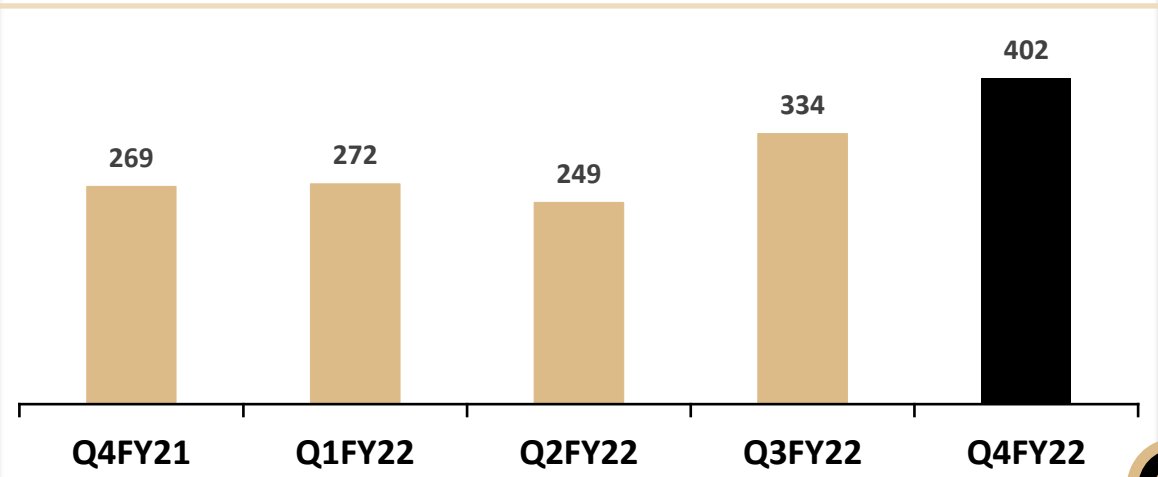
RONW



Fixed Asset Coverage Ratio in times



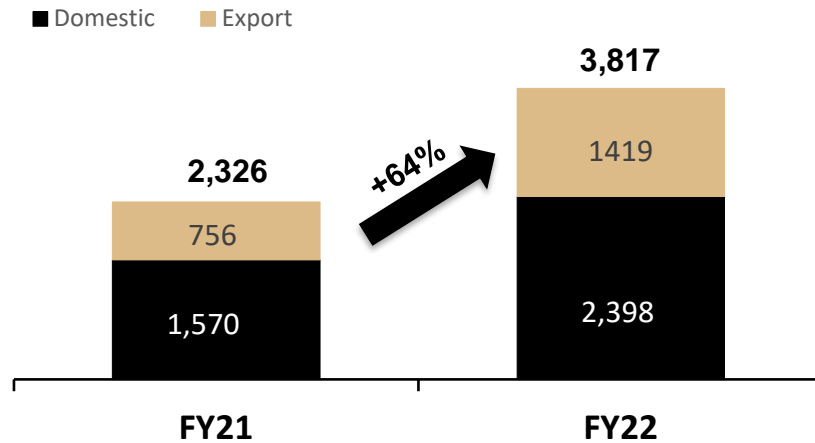
Net Working Capital INR in Cr



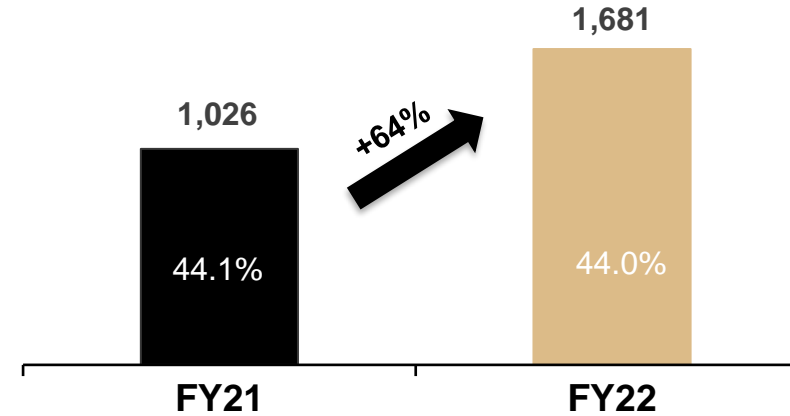
Financial Performance Highlights : FY22

INR in Cr

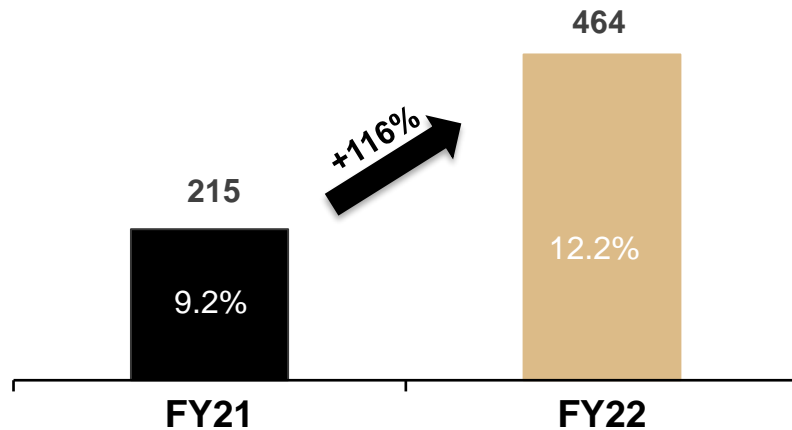
Revenue



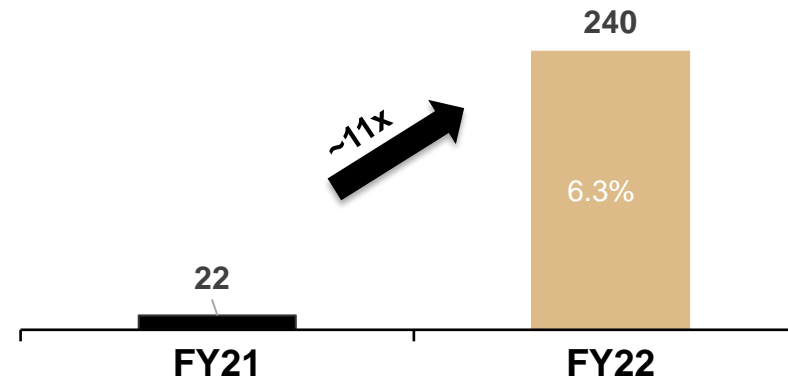
Gross Profit & Gross Profit Margin %



EBITDA & EBITDA Margin %



PAT & PAT Margin %



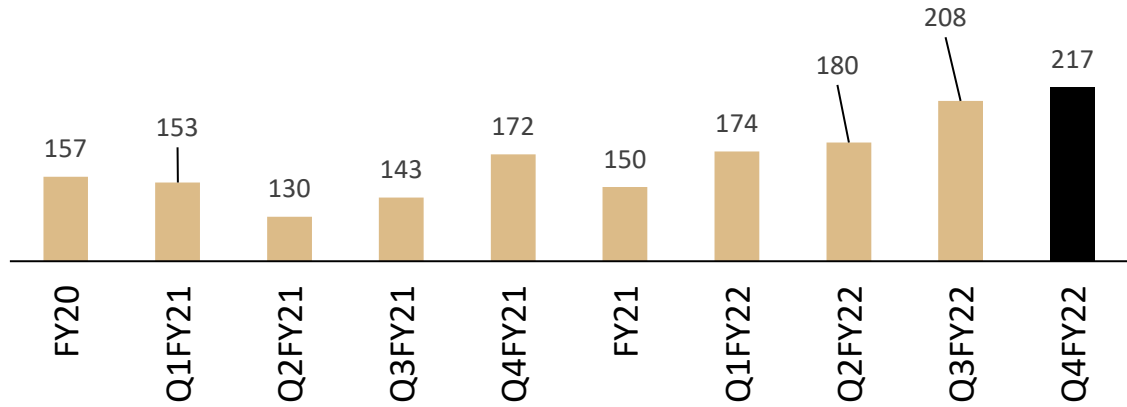
Highlights

- During the quarter revenue from operation grew 64% to INR 3,817 Cr.
- Highest ever sales and profit recorded in FY22
- Domestic turnover has increased by 53% as compared to FY21.
- Export turnover has increased by 88% as compared to FY21.
- EBITDA up 116% to INR 464 Cr. EBITDA Margin stood at 12.2%, despite for several challenges
- Net profit stood at INR 240 Cr, up by ~11 time YOY.
- Strong demand and rationalisation of costs has led to a strong bottom-line

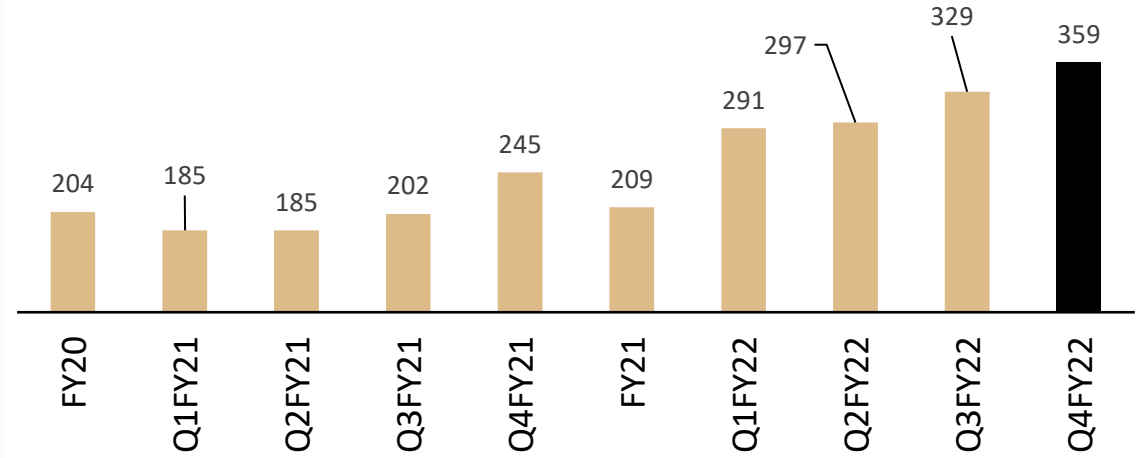
Average Sales Realisation

Yarn per Kg || Denim per meter

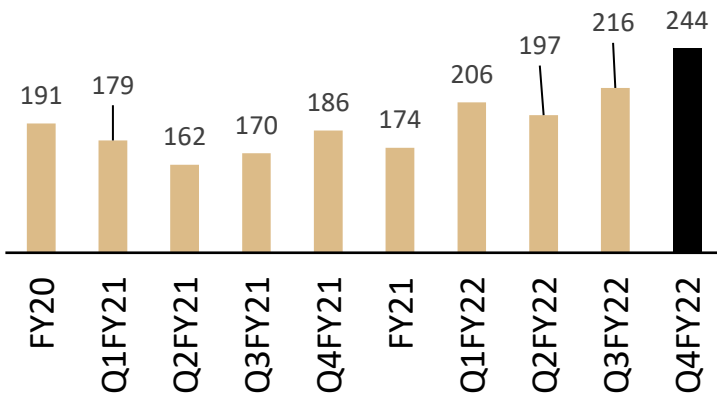
PV Grey Yarn



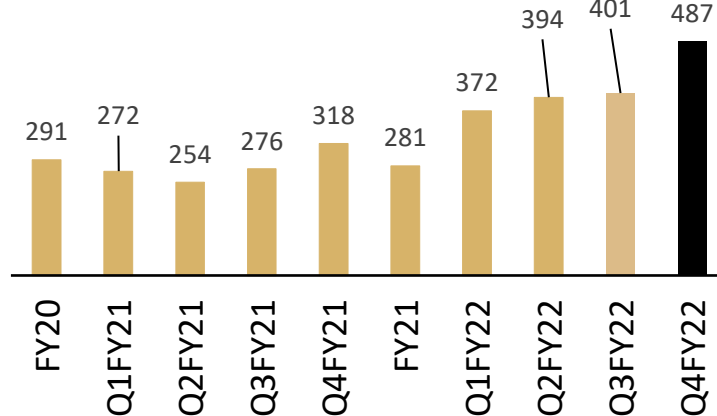
Cotton Grey Yarn



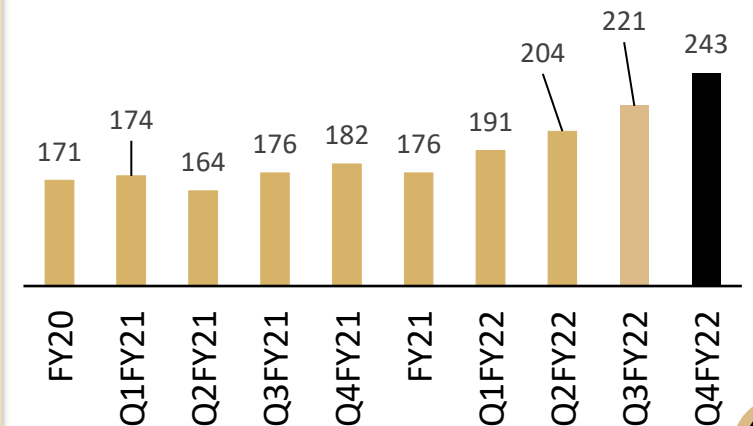
PV Dyed Yarn



Melange Yarn



Denim



Lever Of Growth



Lever Of Growth

- Focused on value added yarn business like Dyed and Melange yarn
- Product mix to move favourably towards value added products; helps in margin improvement overall
- Adequate use of captive solar power in plant and regular energy audit helps in reduction of Power cost

Value added
Yarn
Products

- Closely tracking Govt Policies RoDTEP Scheme (Remission of duties and Taxes on Export Products). which will enhance Indian exports competitiveness across the globe. It is likely to change entire value chain for exporters.
- Capitalize on growth opportunities arising from New textile policy like PLI, Mega investment in Textile Parks (MITRA) and Free Trade Agreement (FTA)

Govt.
Initiatives

- Demand for LNJ denims is seen in FY22
- We are ranked in Top 10 suppliers
- Quality of denim fabric is good
- In FY22 we have successfully turnaround our denim segment
- Top brands we are associate with: JCPenney, H&M, Zara, Levi's, Wrangler, Diesel, Lee, Spykar, Hilfiger denim and many more

Denims

Investment

- Company is investing around INR.410 Cr. in expansion of Denim, Cotton Melange Yarn, Knits Business and Modernization & Balancing equipment's across all units
- Capex will be fully operational by FY23
- Investment in Denim, Cotton Yarns and Knit expected to increase our top line by around INR 700 Cr
- Additional capex of INR 315 Cr to be invested in expansion of spinning capacity in Banswara

Company Profile



PROUD TO BE INDIAN
PRIVILEGED TO BE GLOBAL

Company Profile

One of the largest textile manufacturers and Exporters of Synthetic, Blended, Mélange, Cotton, Specialty value added yarns and also manufacturing Denim fabric and Green Polyester Fiber.

Business Segments



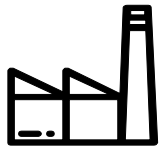
- Yarns and Denim
- Total Capacity: Yarn:1,39,500 TPA, Fabric: 25 Mn Mtr.

Global Presence



- Exports to more than 78+ nations globally like Africa, South East Asia, Europe, Middle East, USA
- Export contributes ~33% of Sales

Installed Capacities



- 10 Manufacturing facilities
- 43,000 MTs p.a. Green Polyester Fiber manufacturing capacity
- 4,45,192 Spindles and 4,800 Rotors Spinning
- 25Mn Mtr./Yr. Denim Fabric manufacturing capacity - Composite Facility

Strong Parentage



- RSWM is the Flagship company of LNJ Bhilwara Group
- RSWM enjoys the Golden Trading House status.

Group Profile



PROUD TO BE INDIAN
PRIVILEGED TO BE GLOBAL

HIGHLIGHTS

- 5 Group companies listed on the Stock Exchanges.
- Production units & Corporate office spread across the country at 38 locations
- Over 1,000,000 stake holders in the Group.
- All key companies ISO certified
- Over 28,000 strong workforce.

POWER CONSULTANCY

- Indo Canadian Consultancy Services Limited

TEXTILES

- RSWM Limited
- Maral Overseas Limited
- BSL Limited
- Bhilwara Technical Textiles Ltd
- BMD Private Limited

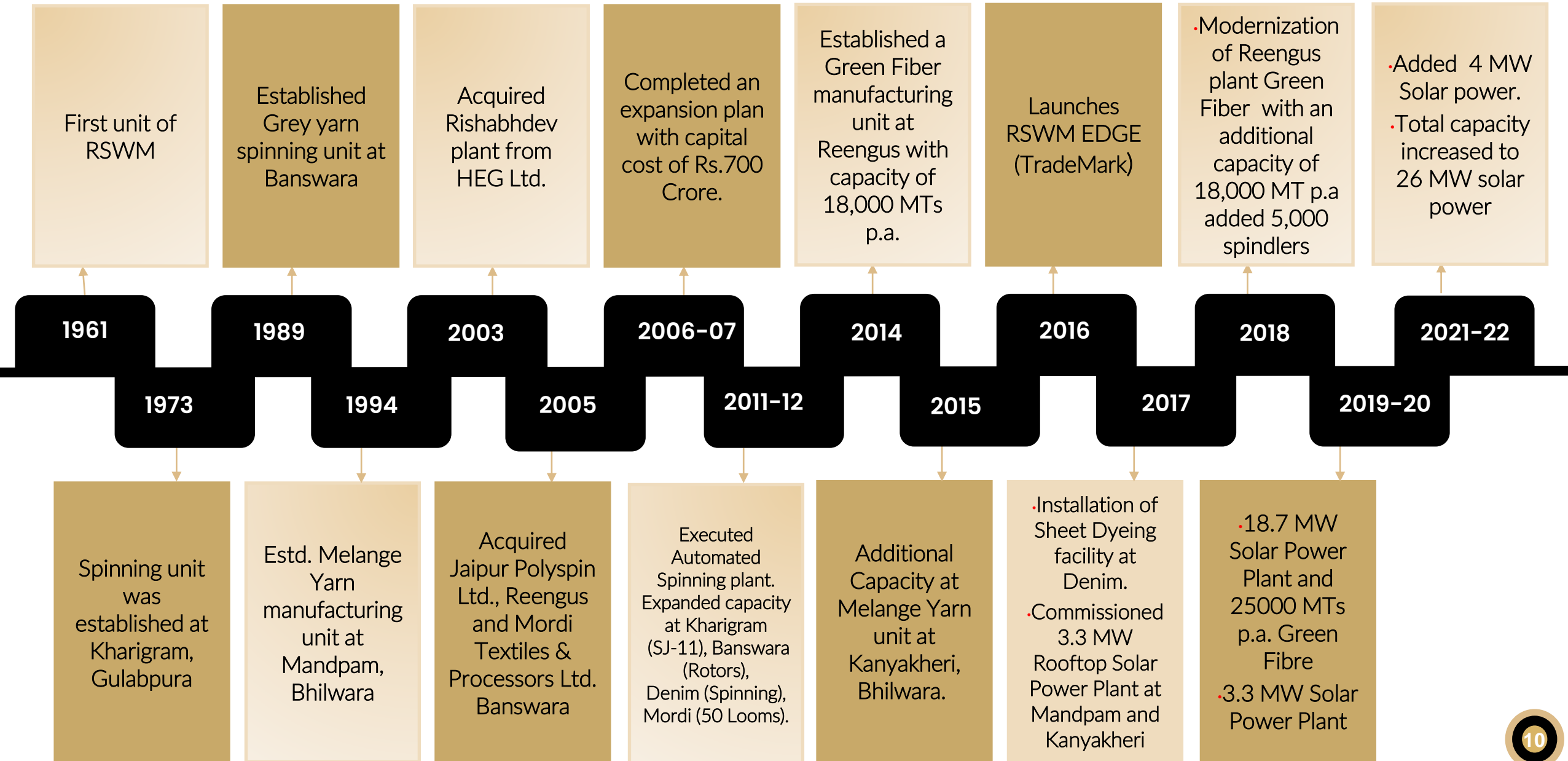
GRAPHITE ELECTRODES

- HEG Limited

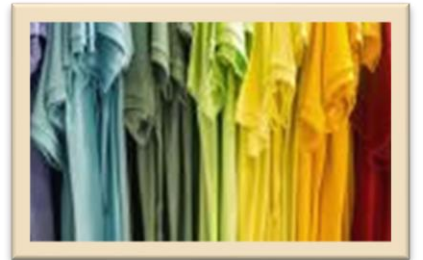
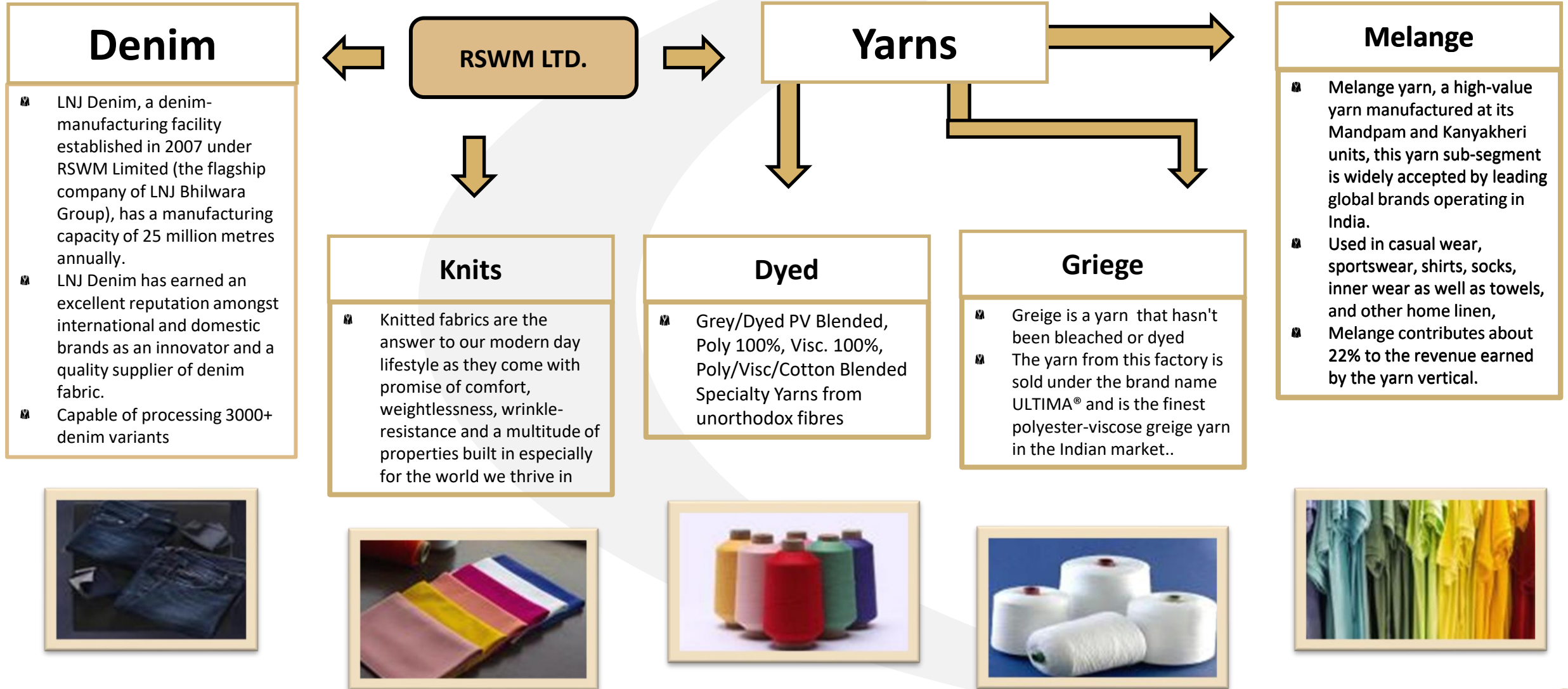
POWER

- Balephi Jal-vidyut Co. P. Ltd.- Nepal
- NJC Hydro Power Limited
- AD Hydro Power Limited
- AD Hydro Power Limited
- Maral Overseas Limited
- Bhilwara Energy Limited

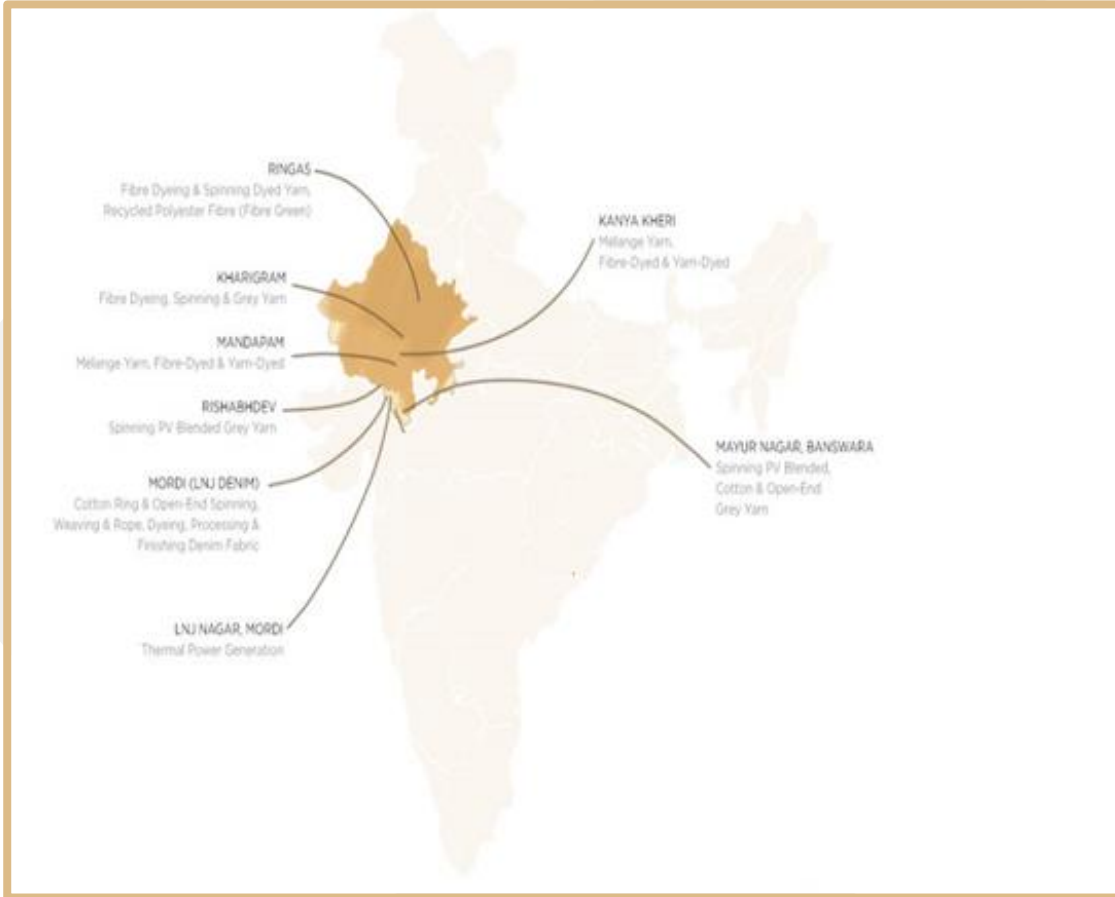
Milestone



Business Verticals



Credentials



Location	Spindles	Rotors	Looms
Kharigram	1,67,792		
Banswara	95,376	3,120	
Rishabhdev	52,848		
Reengus	32,840		
Mordi	21,264	1,680	172
Mandpam	49,152		
Kanyakheri	25,920		
Total	4,45,192	4,800	172

Certification



- The company is certified by all quality certification as per International Standards
- The company has also been certified by ISO 9001 2015, Global Organic Textile Standard (GOTS), *Oeko-Tex-100* (certified by Hoihenstein), SA- 8000:2015 (certified by BSI), ISO EnMS – 5001 : 2012, Organic Cotton Fair Trade Standards

Historical Financial Overview



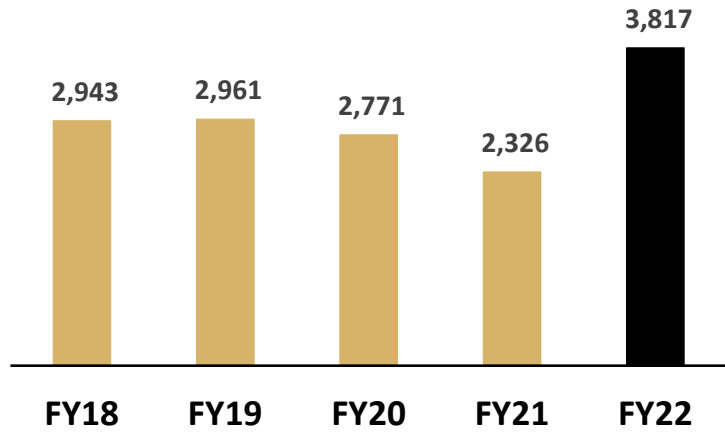
PROUD TO BE INDIAN. PRIVILEGED TO BE GLOBAL.



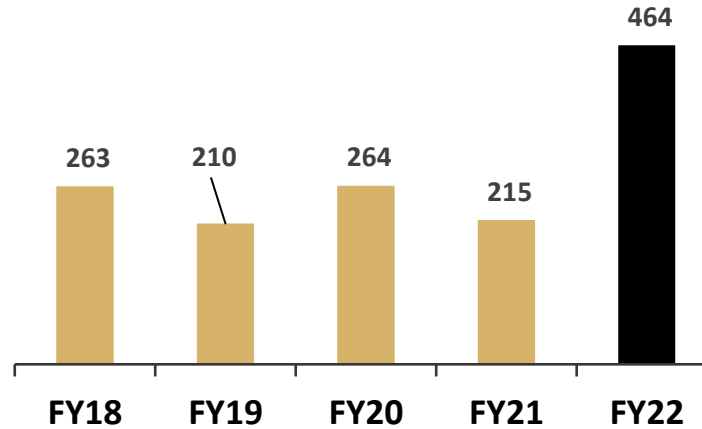
Financial Overview

INR in Cr

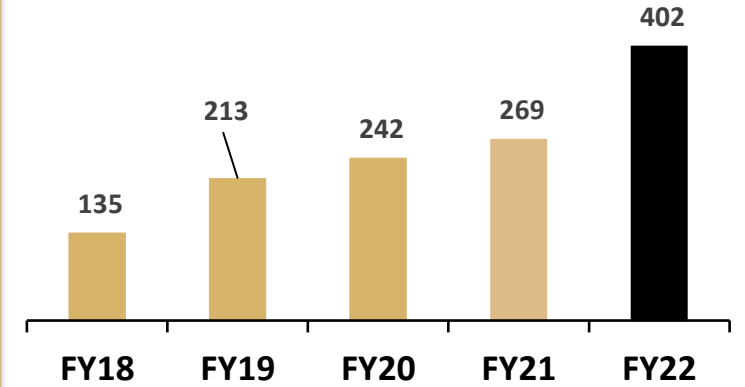
Revenue



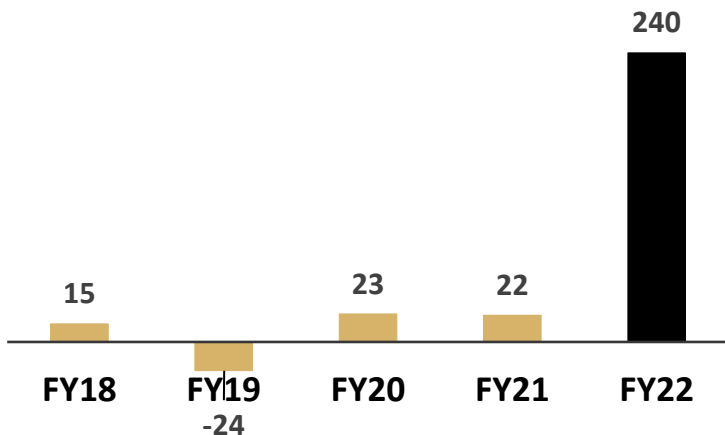
EBIDTA



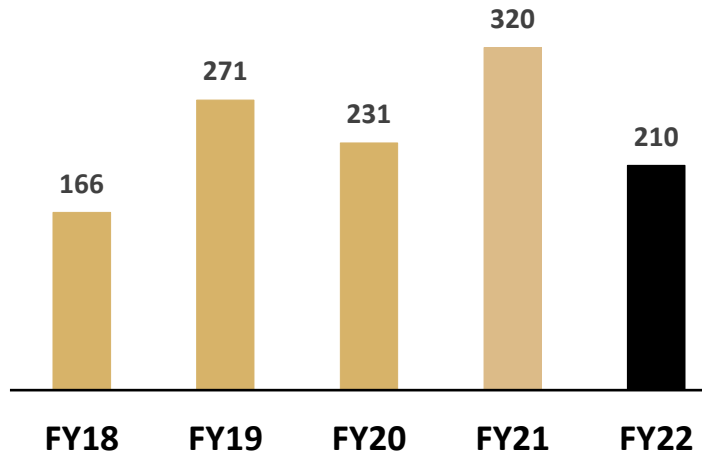
Net Working Capital



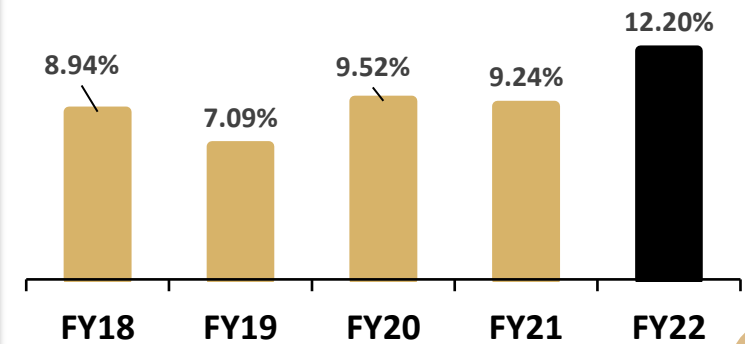
PAT



Net Cash Flow From Operation

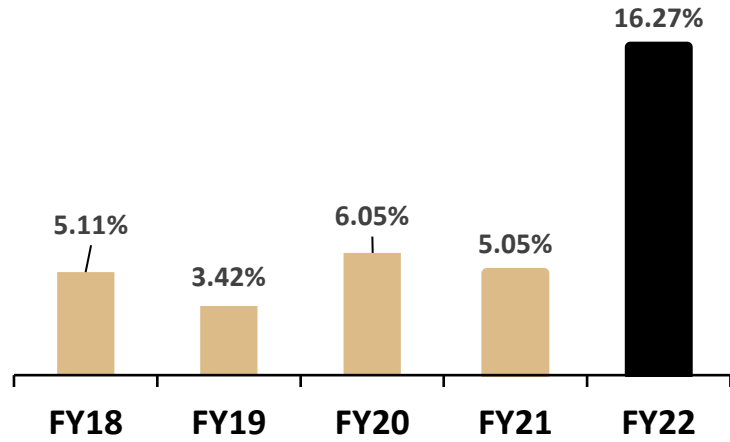


EBITDA Margins

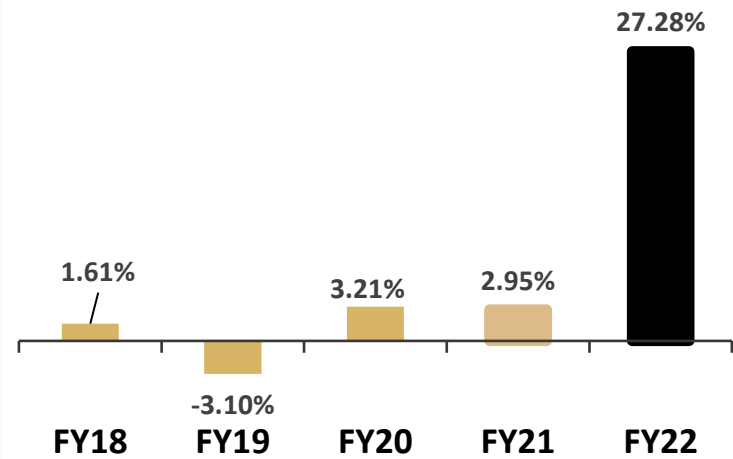


Financial Overview

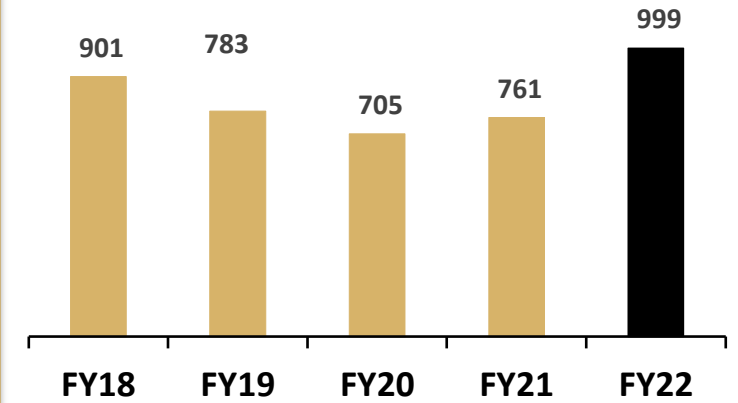
Return on Capital Employed



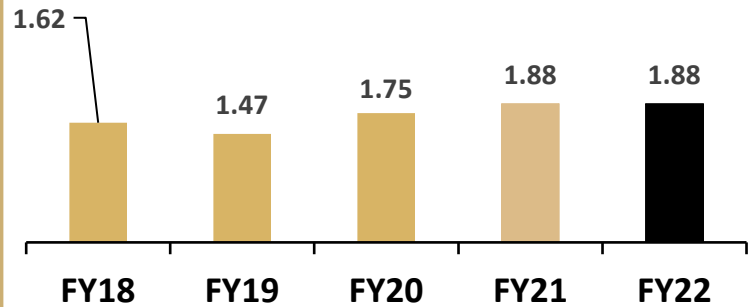
Return on Equity



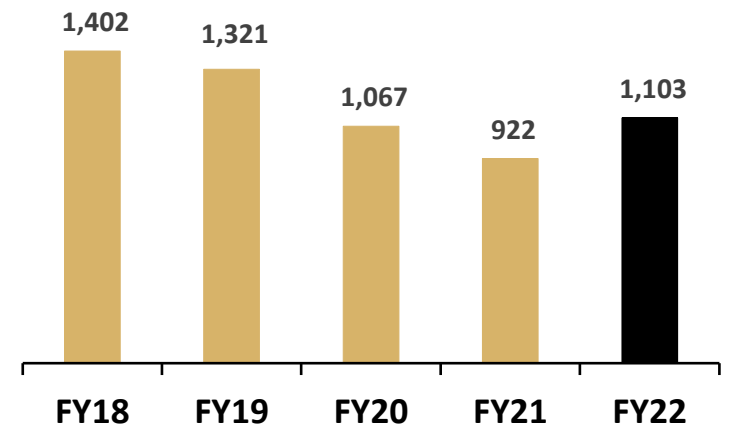
Net Worth INR in Cr



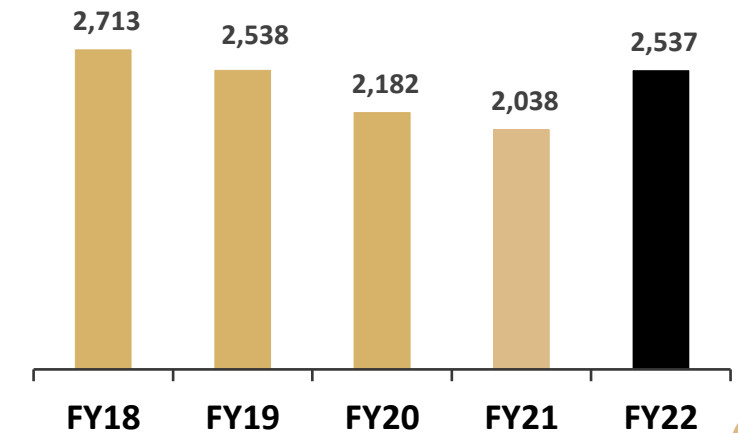
Fixed Asset Turnover



Net Debt INR in Cr



Capital Employed INR in Cr





ESG Initiatives

Breaking the glass ceiling together.



#Breakthebias



Safeguarding Environment

Water Management

- We offer fabrics dyed with advanced techniques that uses less water and chemicals.
- To round out our efforts, we treat all our post-process water in our own effluent treatment plant and further purify it via reverse osmosis before returning it to the environment cleaner than before

Energy Conservation

- LNJ Bhilwara Group continues to invest in renewable energy sources, and have successfully commissioning two hydro- and wind- power projects along with a roof top solar power plant, aggregating a total of more than 300 MWs.



HYDRO POWER

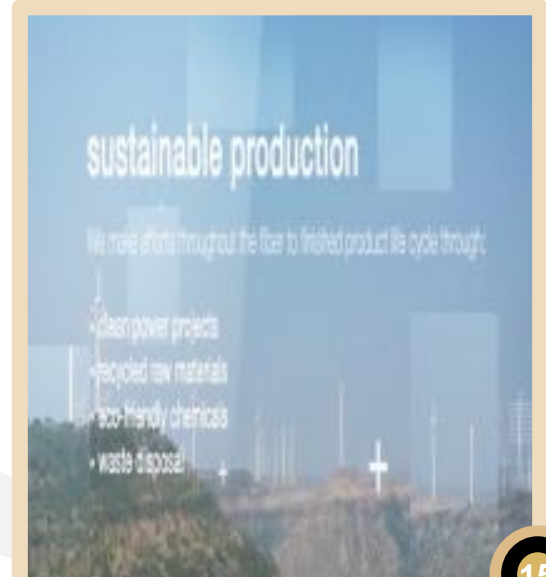
India's first merchant hydro power plant

Recycle & Waste Management

- We proudly offer recycled yarns in our fabrics.
- Our state-of-the-art Garnett machine efficiently breaks down post-consumer waste fabrics and converts them into new usable fibres, we're weaving new fabric while eliminating excess waste from landfills.

Highlights

- 1350 Kiloliter water saved everyday
- 8,00,000 Tonnes of CO2 emissions reduced annually
- 30 Tonnes of fabric recycled per month



Social Responsibility

Fibre Green

- Fibre green is a process of converting waste material into fiber.
- Disposed PET bottles are converted into flakes which are finally turned into fiber in different denier and cut for spinning into yarn.
- In terms of performance, these recycled 100% polyester fibres are just like virgin polyester fiber having a production capacity in excess of 3600 tons per month.
- 183 Cr PET bottles recycled annually

Creating Value for Employees

- Hiring from diverse skill sets; Employee friendly policies
- Building an inclusive culture and an enabling environment to perform and grow
- Building capabilities in knowledge, skills and competencies through intense and customized training programs at defined stages of employee career
- Driving a performance culture through differentiation and linkage to rewards



VACCINATING
OUR STAFF

Corporate Governance

Core Values

- Our sustainability initiatives are not guided by legal or regulatory requirement only but are rooted in the core values.
- Since our inception we are investing in preserving and improving the environment for 6 decades by various initiatives. For more details please
- Kindly read our sustainability policy:
<https://www.rswm.in/sustainability/>

Strong Governance

- Optimum mix of Executive/Nonexecutive Directors as per Policy on Board Diversity
- Performance evaluation of Board, Committees, Chairperson, Individual Directors
- CSR & Sustainability Board Committee oversight to drive ESG
- Policies like Prohibition of Insider Trading, Anti-Money Laundering
- Encouraging to report concerns through Whistle Blower Policy



RECYCLING 30 TONNES
of used fabric every month





Management Team



Management Team

Key Managerial Persons

Mr. Riju Jhunjhunwala
Chairman & Managing Director

Mr. B. M. Sharma
Joint Managing Director

Mr. Avinash Bhargava
Chief Financial Officer

Mr. Surender Gupta
Company Secretary

Business Heads

Mr. Prakash Maheshwari
Chief Executive
(Corp. Affairs & TPP)

Mr. Suketu Shah
Chief Executive
(Denim)

Mr. Arun Dudeja
Chief Executive
(Knits)

Mr. Sukesh Sharma
Chief Executive
(Yarn)

Mr. Arvind Gupta
President &
Chief Marketing Officer

Mr. Manoj Sharma
President &
Chief HR Officer

Awards & Recognitions



Holds the prestigious “Golden Trading House” status by Govt. of India



Winner of “The Rajasthan Energy Conservation Award” in the Textile Sector



TEXPROCIL Export Award- Gold Trophy for the export of Processed Yarn



Three time Winner of the Rajiv Gandhi National Quality Award



Highest Export Award from SRTEPC for Polyester/Viscose yarn export for over Two Decades



Excellence Award for Financial Performance & Analysis Instituted by Rajasthan Chamber of Commerce & Industries



GET IN TOUCH WITH US

Shri Avinash Bhargava

Chief Financial Officer

Tel: 01483 222515

E: cfo.rswm@lnjbhilwara.com

Shri Surender Gupta

AVP – Legal and Company secretary

Tel: +91 120 4390058

E: skg@lnjbhilwara.com

Registered Office

Kharigram,

P.O. Gulabpura – 311 021

Dist. Bhilwara (Rajasthan)

CIN:L17115RJ1960PLC008216

Corporate Office

Bhilwara Towers,

A-12, Sector - 1

Noida – 201 301 (U.P.)

<https://www.rswm.in>



Annexure

Profit & Loss Statement

INR in Cr

	Q4 FY22	Q4 FY21	Q3 FY22	FY22	FY21	FY20
Total Income (Incl. other income)	1,132.53	859.06	1,007.12	3,849.54	2,365.43	2,850.36
Raw Material Cost	648.72	453.03	582.12	2,196.71	1,217.99	1,566.82
Employee Cost	100.62	93.48	101.38	401.40	312.33	370.09
Power Cost	104.06	79.38	103.91	387.83	258.04	338.70
Other Expenses	121.47	104.12	122.88	460.16	279.85	331.65
Inc./Dec. in Inventory	15.53	-5.79	-24.71	-60.73	82.25	(20.64)
EBIDTA	142.13	134.84	121.54	464.17	214.97	263.74
EBIDTA Margin (%)	12.67%	16.13%	12.14%	12.16%	9.24%	9.51%
Depreciation	27.15	31.80	26.02	113.08	127.68	131.67
Finance Cost	17.06	18.51	15.30	67.61	83.03	108.51
Profit Before Tax	97.92	84.53	80.22	283.48	4.26	23.56
Tax	-12.02	11.56	29.82	43.50	(17.35)	0.89
Net Profit After Tax	109.94	72.97	50.40	239.98	21.61	22.67
Net Profit Margin (%)	9.80%	8.73%	5.03%	6.29%	0.92%	0.82%

Annexure

Balance Sheet Highlight

INR in Cr

Assets	31.03.22	31.12.21	Liabilities	31.03.22	31.12.21
Non-current Assets	1,239	1,178	Shareholders' Fund	999	901
Fixed Assets	1,087	949	Share Capital	24	24
Investments	89	102	Reserve & Surplus	975	877
Other Non-current Assets	63	127	Non-current Liabilities	532	484
Current Assets	1,298	1,264	Long Term Borrowing	462	389
Inventories	509	594	Other Non-current Liabilities	70	95
Trade Receivable	537	460	Current Liabilities	1,006	1,057
Other Current Assets	252	210	Short Term Borrowing	641	668
			Other Current Liabilities	365	389
Total Assets	2,537	2,442	Total Liabilities	2,537	2,442