

SUDITI INDUSTRIES LTD.



C-253/254, MIDC, TTC INDL.AREA, PAWNE VILLAGE, TURBHE, NAVI MUMBAI – 400 705
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Ref: No. SIL/S/60/2016-17

Date: 07.02.2017

The Secretary/Corporate Services,
Bombay Stock Exchange Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001.

Company Code No. 521113

Dear Sir,

We hereby submit the “Q3/FY 2016-17 Earnings presentation” prepared by our Investor Relations Management Services Company “M/S.Valorem Advisors” for the information of the investors. The financial details presented contain the information from the December 2016 quarterly results submitted by the company and the disclaimer statement is also attached for the information of the investors.

Thanking you,

Yours faithfully,
For SUDITI INDUSTRIES LTD.


Pawan Agarwal
Chairman & Managing Director









SUDITI INDUSTRIES LTD.

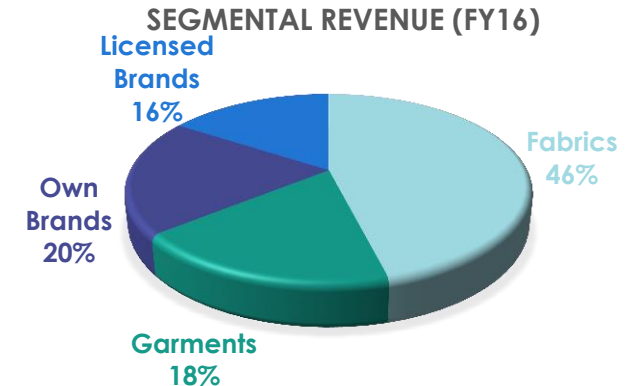
Q3/9MFY17 EARNINGS PRESENTATION

Executive Summary

	<p>Overview</p> <ul style="list-style-type: none">• Suditi Industries limited ("SIL"), was incorporated in 1991 as a processing house to manufacture 100% cotton Knitted Fabrics and Polar Fleece Fabrics• In a short span, the company established itself as a reputed quality manufacturer of hosiery fabrics and garments for many established brands• The company is today a vertically integrated Textile and Apparel manufacturing house with processes like knitting, dyeing, printing, finishing, garmenting and also retailing of our own branded apparels and reputed licensed wear
	<p>Products and Business Mix</p> <ul style="list-style-type: none">• Retail Business<ul style="list-style-type: none">◦ Licensed Brands – FC Barcelona, Manchester City FC, Real Madrid C.F, MTV, YouWeCan◦ Own Brands – Riot and Indianink• Fabric and Garments Business
	<p>Key Marquee Clients</p> <ul style="list-style-type: none">• Retail: EBO's and large format stores like Central, Shoppers Stop, Pantaloons, Lifestyle, & Walmart, and e-commerce presence on Jabong, Myntra, Amazon, Flipkart, Snapdeal, etc.• Fabrics: Madura Group, Reliance, Creative Garments Pvt. Ltd, Gini & Jony Ltd, Choudhary Garments• Garments: Future Group, Mandhana Industries Ltd, Myntra Designs Pvt. Ltd, Siyaram Silk Mill Ltd, Shoppers Stop, Raymond, Lee Cooper, Walmart, Burnt Umber
	<p>Financial Performance</p> <ul style="list-style-type: none">• Total Income from Rs 540 Mn in FY13 to Rs 867 Mn in FY16 at a 3-year CAGR of 17 %• EBITDA has grown from Rs 29 Mn in FY13 to Rs 67 Mn in FY16 at a 3-year CAGR of 32 %• Net Profit has grown from Rs 6 Mn in FY13 to Rs 13 Mn in FY16 at a 3-year CAGR of 29 %

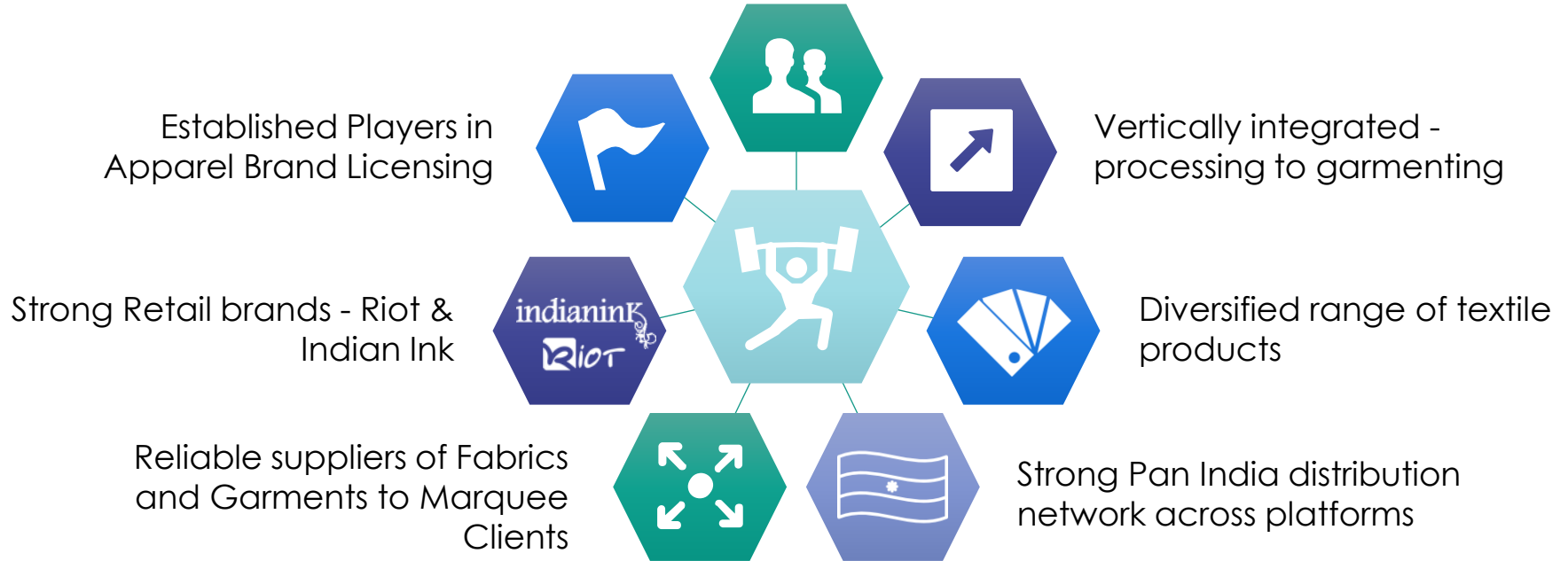
Company Overview

- Suditi initially started as a fabrics processing plant, the company has gradually entered into different segments of fabric processing such as knitting, printing, finishing and garmenting.
- The company is **headquartered at Navi Mumbai, Maharashtra** and has manufacturing unit at Turbhe, Mumbai.
- SIL has state-of-the-art machines imported from Germany, USA, Greece, Switzerland, Taiwan etc. through which they cater to customers' specific needs.
- SIL ventured into licensing by acquiring **manufacturing rights for 2014 FIFA World Cup (Brazil)**.
- Encouraged by the response of FIFA world cup 2014 (Brazil) the company has now executed licensing agreement with reputed **international clubs like FC Barcelona, Manchester City FC and Real Madrid C.F.** and also ventured licensing agreements with **MTV and YouWeCan**
- The company has a strong retail presence through 2 of its **key brands: Riot** and **IndianInk**.
- Its retail brand **Riot** is an inspirational youth fashion brand that offers high quality fashion wear at economical price. It offers **denims, bottoms, jackets, shirts for men ,skirts, dresses, cardigans for women** and other **accessories**.
- **IndianInk** offers a vivid range of contemporary fashion and styled garments for women. It emphasizes on ethnic and fusion wear. It offers a wide range of products like **Kurtas, Tunics, Skirts, Salwar Kameez** along with **co-ordinates**.



Key Strengths

Experienced promoters & a strong management team



Future Strategy

- **Increased focus on retail** business.
- Strategically identify & tie-up with **more licensed brands**.
- **Increasing footprint of our own and licensed brands** through distributor networks and other low-capex franchisee models.
- **Higher focus on e-commerce** platforms.
- Strategically leverage on companies own manufacturing facilities to **further reduce cost & improve margins**.



Key Highlights

Q3 FY17 Financial Performance:

Total Income* - INR 195 Mn; Growth of 24.2% YoY

EBITDA- INR 18 Mn; Growth of 20.0% YoY

EBITDA Margin- 9.23%

Net Profit- INR 4 Mn; Growth of 100% YoY

PAT Margin- 2.05%

Diluted EPS- INR 0.21 per equity share

9M FY17 Financial Performance

Total Income* - INR 697 Mn; Growth of 27.4% YoY

EBITDA- INR 59 Mn; Growth of 22.9% YoY

EBITDA Margin- 8.46%

Net Profit- INR 15 Mn; Growth of 66.7% YoY

PAT Margin- 2.15%

Diluted EPS- INR 0.91 per equity share

Quarterly Financial Performance

Particulars (INR Mn.)	Q3 FY17	Q2 FY17	QoQ	Q3 FY16	YoY
Total Income*	195	288	(32.3)%	157	24.2%
Total Expenses	177	262	(32.4)%	142	24.6%
EBITDA	18	26	(30.8)%	15	20%
EBITDA Margin (%)	9.23%	9.03%	20 bps	9.55%	(32) bps
Depreciation	5	5	NA	6	(16.7)%
Finance Cost	7	8	(12.5)%	6	16.7%
PBT	6	13	(53.8)%	3	100.0%
Tax	2	4	(50.0)%	1	100.0%
PAT	4	9	(55.6)%	2	100.0%
PAT Margins(%)	2.05%	3.13%	(108)bps	1.27%	78 bps
Diluted EPS	0.21	0.51	(58.8)%	0.11	91.0%

* - Includes Other Income

9M- FY17 Financial Performance

Particulars (INR Mn)	9M-FY17	9M -FY16	Y-o-Y
Total Income *	697	547	27.4%
Total Expenses	638	499	27.8%
EBITDA	59	48	22.9%
EBITDA Margin (%)	8.46%	8.78%	(32)bps
Depreciation	14	15	(6.7)%
Finance Cost	22	22	NA
PBT	23	11	109.1%
Tax	8	2	300.0%
PAT	15	9	66.7%
PAT Margins (%)	2.15%	1.65%	50 bps
Diluted EPS	0.91	0.55	65.5%

* - Includes Other Income

Historical Income Statement

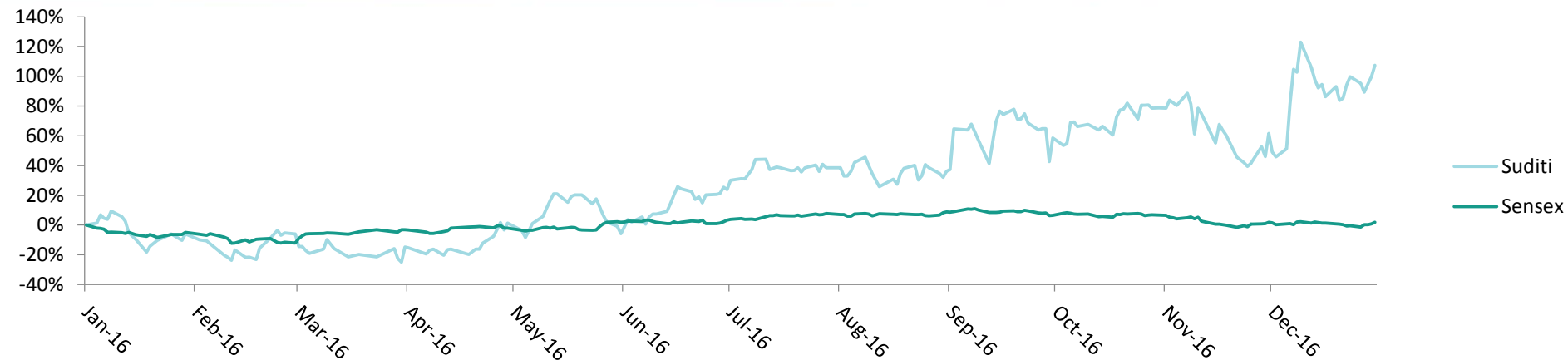
Particulars (INR Mn.)	FY13	FY14	FY15	FY16
Total Income*	540	623	705	856
Total Expenses	511	580	648	783
EBITDA	29	43	57	73
EBITDA Margin (%)	5.45%	6.89%	8.01%	8.52%
Depreciation	10	12	19	18
Finance Cost	12	21	25	30
PBT	7	10	12	25
Tax	1	2	2	12
PAT	6	8	10	13
PAT Margins(%)	1.08%	1.24%	1.41%	1.51%
Diluted EPS	0.47	0.46	0.58	0.87

* - Includes Other Income

Balance Sheet

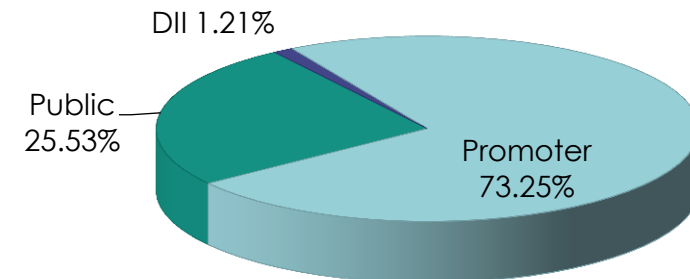
Liabilities (INR Mn.)	FY13	FY14	FY15	FY16	H1 FY17	Assets (INR Mn.)	FY13	FY14	FY15	FY16	H1 FY17
Shareholder Funds						Fixed Assets					
Share Capital	167	167	167	167	168	Tangible Assets	91	92	118	116	111
Reserves & Surplus	78	83	90	101	113	Intangible Assets	1	1	1	1	1
						Capital Work in Progress	33	38			
						Intangible Assets under Development	1	2	2	2	2
Total Shareholders Fund	245	250	257	268	281	Total Fixed Assets	127	133	121	119	114
						Non-current investments					
Non Current Liabilities						Non-current investments			0	9	9
Long Term Borrowings	10	8	3	43	39	Deferred Tax Asset	17	17	17	1	1
Other Long Term Liabilities	5	6	2	1	1	Long term loans and advances	41	44	41	42	42
						Other non current assets		1	1	0	0
Total Non Current Liabilities	16	13	5	44	40	Total Non current assets	185	196	180	171	166
Current Liabilities						Current Assets					
Short term Borrowings	106	156	174	181	219	Current Investments	0	0	0	0	0
Trade Payables	87	79	86	93	80	Inventories	166	171	213	218	219
Other Current Liabilities	12	13	18	18	24	Trade Receivables	88	97	110	186	252
Short-term provisions	11	11	12	14	28	Cash & Bank Balances	3	3	3	3	4
						Short-term loans & advances	25	37	32	29	22
						Other current assets	9	18	14	11	9
Total Current Liabilities	215	258	290	306	351	Total Current Assets	291	326	372	447	506
GRAND TOTAL - LIABILITES	476	521	552	618	672	GRAND TOTAL - ASSETS	476	521	552	618	672

Capital Market Data



Price Data (30 th December, 2016)		INR
Face Value		10
Market Price		56.9
52 Week H/L (INR)		63.9/19.1
Market Cap (INR Mn)		954
Equity Shares Outstanding (Mn)		16.76
1 Year Avg. trading Volume ('000)		7.89

SHAREHOLDING PATTERN (31ST DECEMBER, 2016)



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Suditi Industries Ltd

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thank
YOU