



BANSWARA SYNTEX LIMITED

Presentation – February 2017

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Banswara Syntex a Global Player...



Incorporated in the year **1976**

Vertically integrated textile solutions

Experienced Design Teams in **India** and **Paris**

Long Term Relationship with Leading Global and Domestic players

Exports to over **60** countries

In House R&D & state of the art facilities

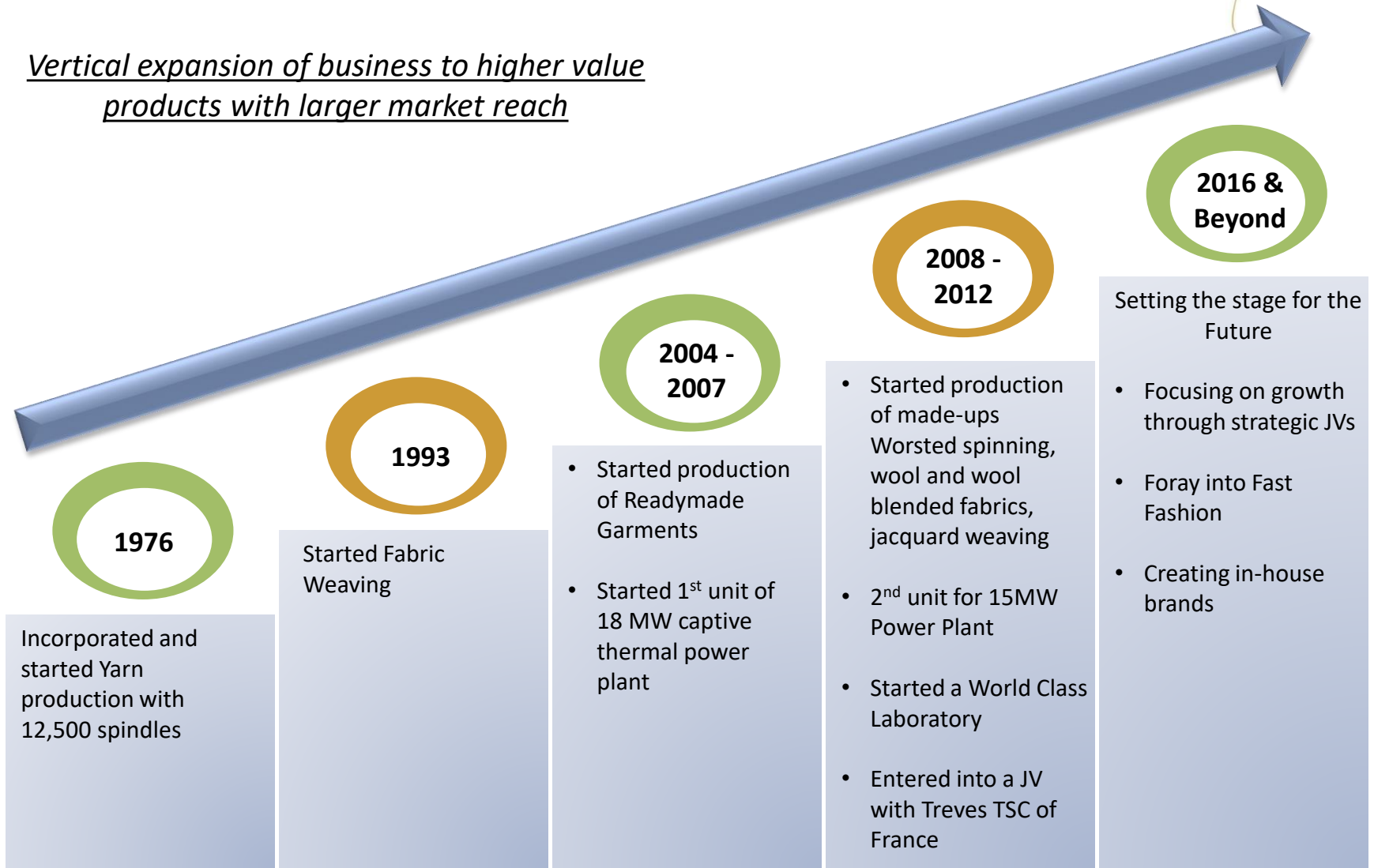
Global Customer Accreditations and Quality Certifications

JV with **Treves TSC of France** for Automotive fabrics

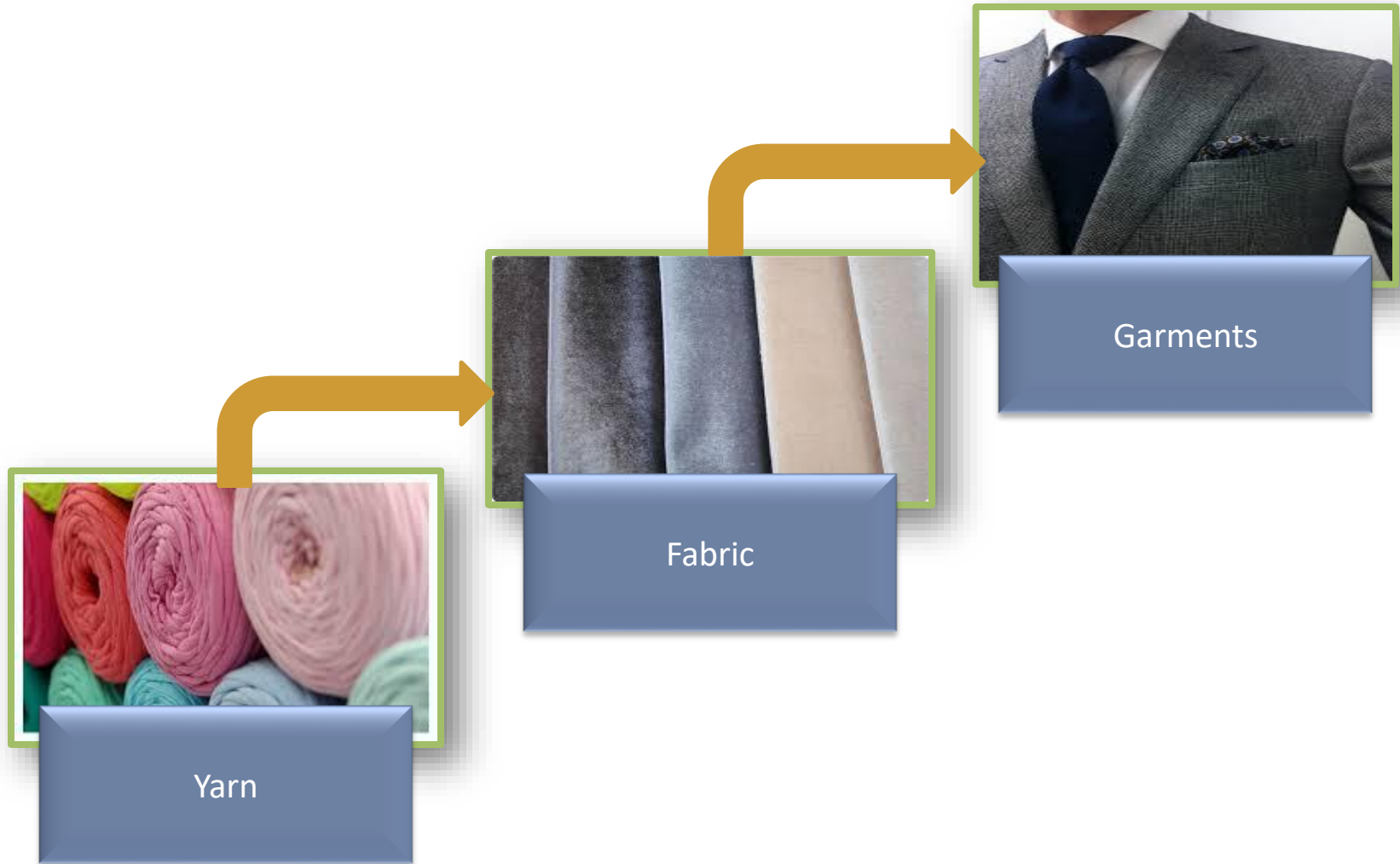
Evolution into an Integrated Business



Vertical expansion of business to higher value products with larger market reach



Presence across the Value Chain



Manufacturing Capabilities



Spinning Unit



Weaving Unit



Dyeing Unit



Garmenting Unit

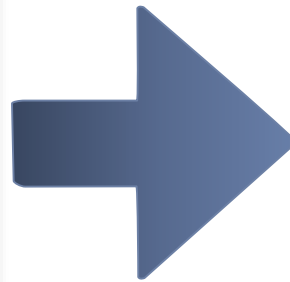
Invested over Rs. 494 crores towards expansion and modernisation between FY 2010 – December 2016

- Spinning Rs.235 Crs
- Fabric Rs.171 Crs
- Garmenting Rs.38 Crs
- Power Unit Rs.50 Crs

Value Addition in the Yarn Business

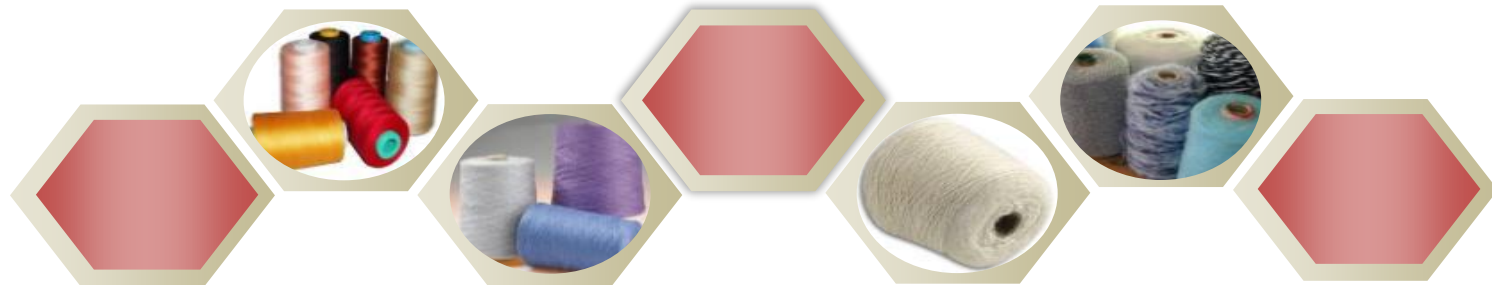
Current Scenario

- We produce blends of viscose staple fibre, polyester staple fibre, acrylic staple fibre, lycra, cotton, linen, etc.
- Production Capacity – 37,080 tons pa
 - 34,920 tons - polyester blended dyed yarns
 - 2,160 tons - wool mix yarn
- We also produce Worsted Yarn
 - We currently have capacity of 19,680 spindles

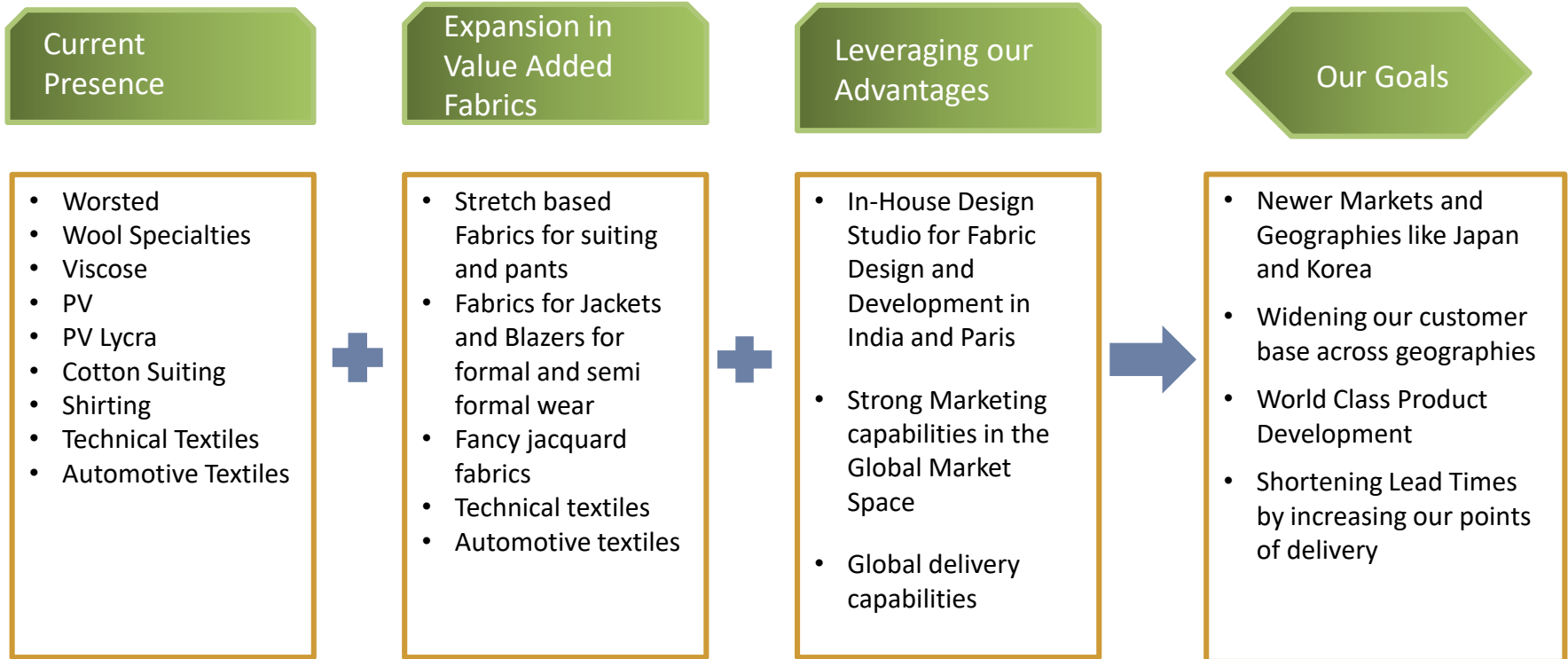


Going Forward

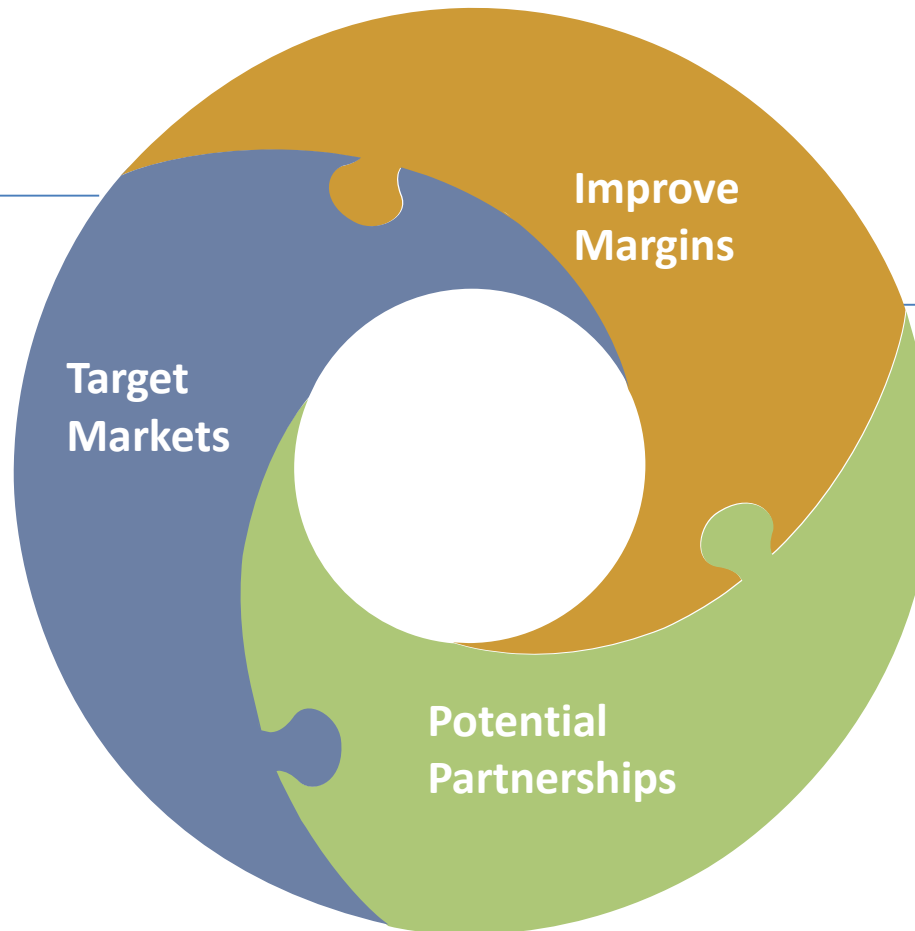
- Focus on higher contributions from value added yarns to the product mix
 - Increase in production of PV Lycra Yarn and Specialty Yarns
- We aim to improve capacity utilization for Worsted Yarn
- Exploring Niche Markets



Focusing on High-Quality & Performance Fabrics



Fabrics Division Growth Strategy



USA: Deepen penetrations within brands with special emphasis on women's wear category.

Europe: Expand our reach to larger retail brands in Europe with special emphasis on new product development.

Japan & Korea: Build relationships with key Brand and act as preferred supplier for stretch fabrics and premium wool fabrics

Continue to reach out to new markets such as **Mexico** and **Russia**

Steady growth from existing markets

To enhance our profitability by improving product mix towards value added products and improving utilizations along with new product development with performance attributes.

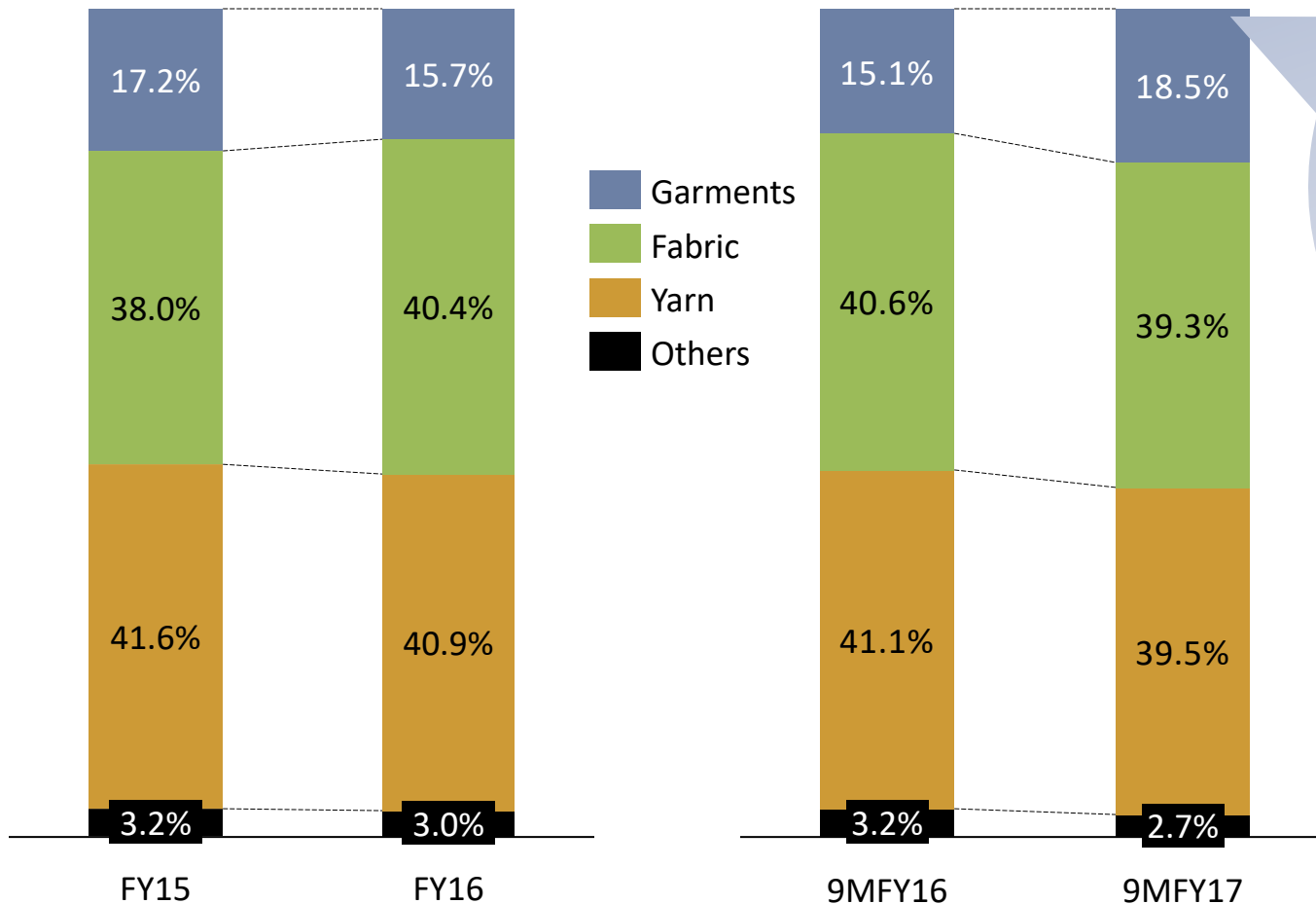
Potential Partnerships with synergistic benefits :

- To shorten lead times by partnering with garment manufacturers in the leading Asian Manufacturing Hubs such as Bangladesh Myanmar, Sri Lanka, Vietnam
- Leverage our marketing abilities by partnering with established players in the Women's Wear Segment which will lead to incremental growth

Garmenting business – A customized offering



Focus on Moving up the value chain visible in the sales mix



The influx of international garment brands into India has led to Indian brands adopting a more global approach and we at Banswara are in a position to leverage our existing design and manufacturing capabilities to cater to their fast fashion needs.

Expansion within the Garments Space



- Leveraging our existing manufacturing capabilities at Daman & Surat SEZ
 - Trousers & Suiting's– 3,45,000 (pcs/ month)
 - Jackets & Waist Coats - 37,500 (pcs/ month)
- Leveraging our Marketing capabilities for tie-ups with leading global retailers
- Promote the Banswara brand



- Potential partnerships targeting
 - Leading fast fashion brands
 - Expertise in women's-wear
 - Leadership in targeted markets
 - Leverage our in-house design and manufacturing capabilities

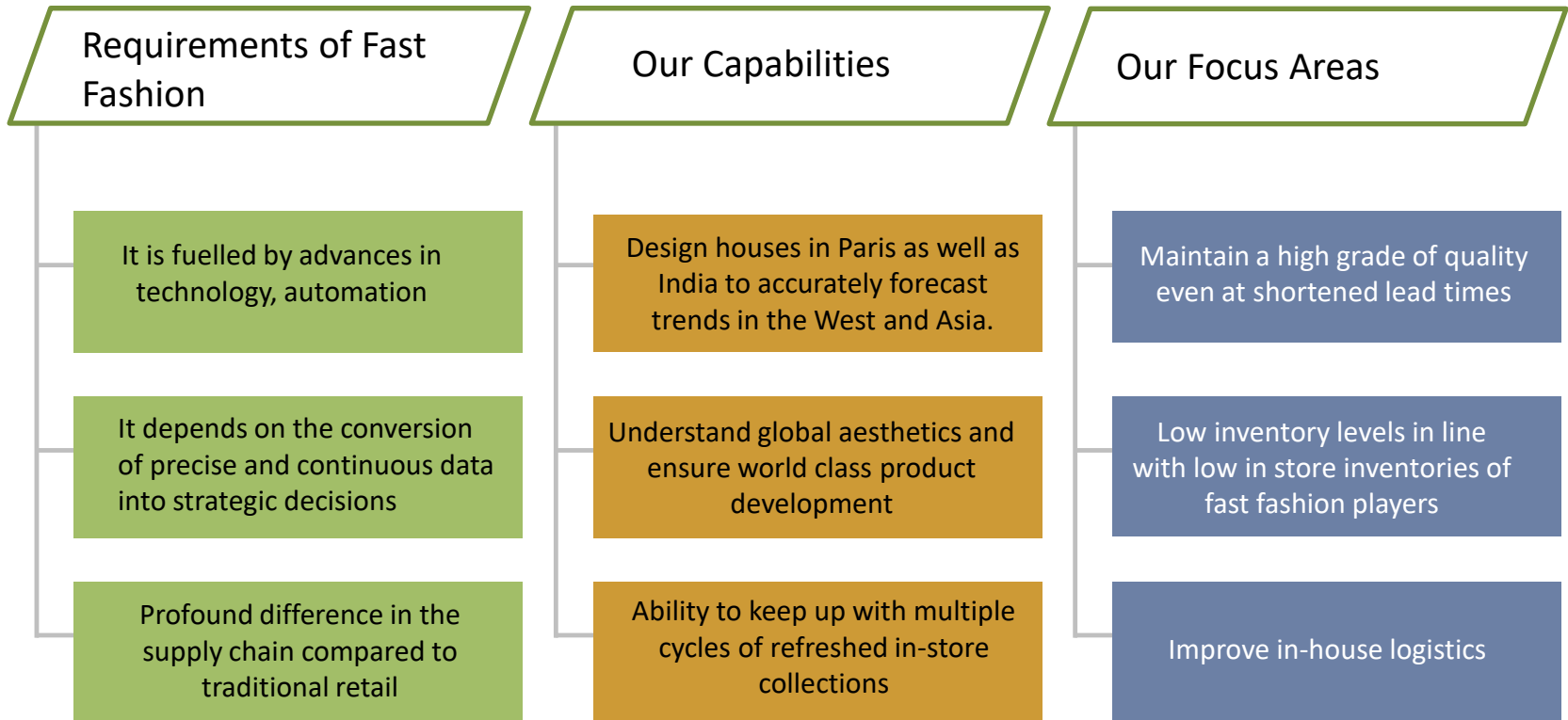
Organic Expansion

Inorganic Expansion

Outlook:

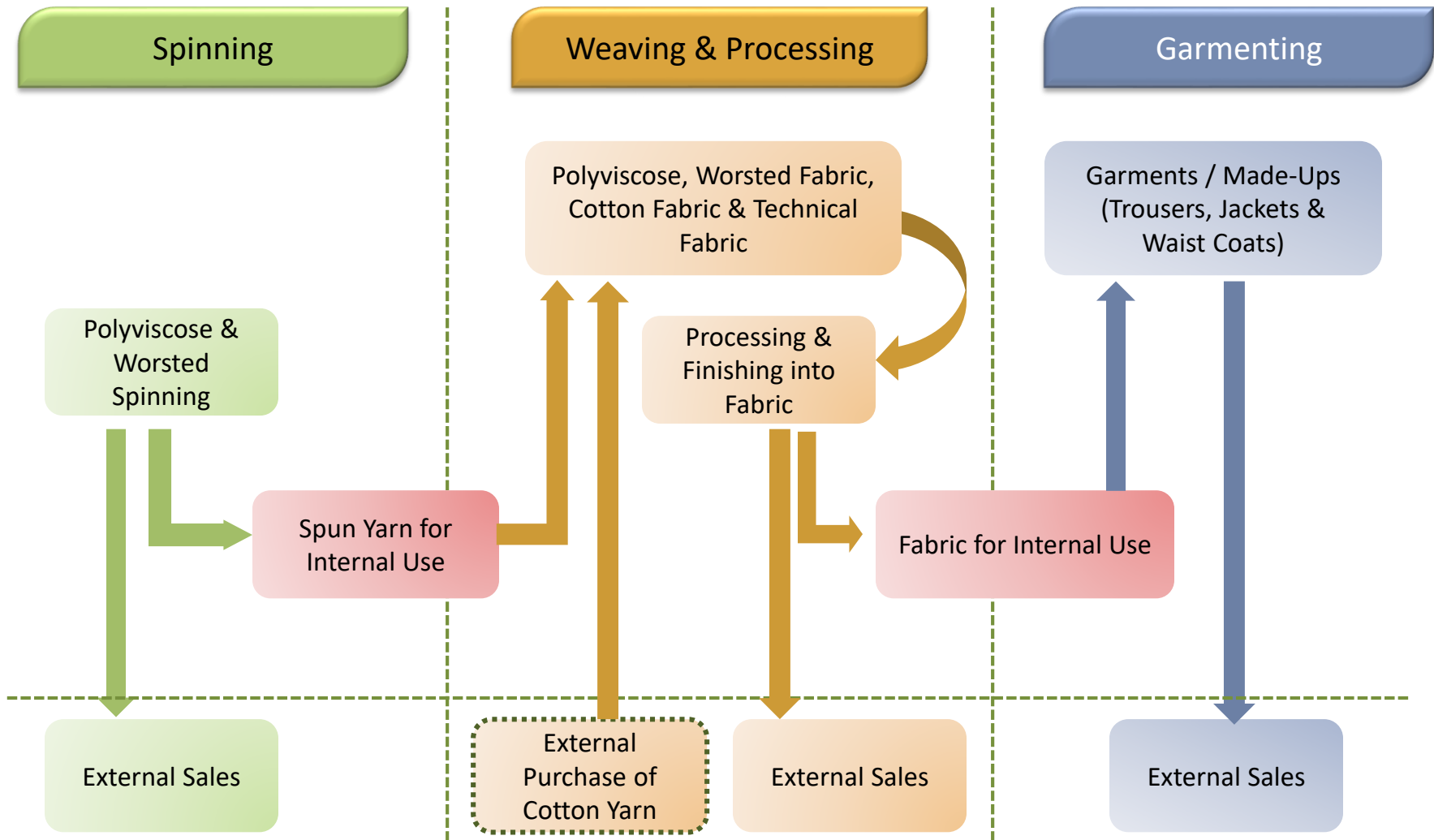
- Focus on the fast fashion segment
- Increasing global reach

Riding the Fast Fashion Wave

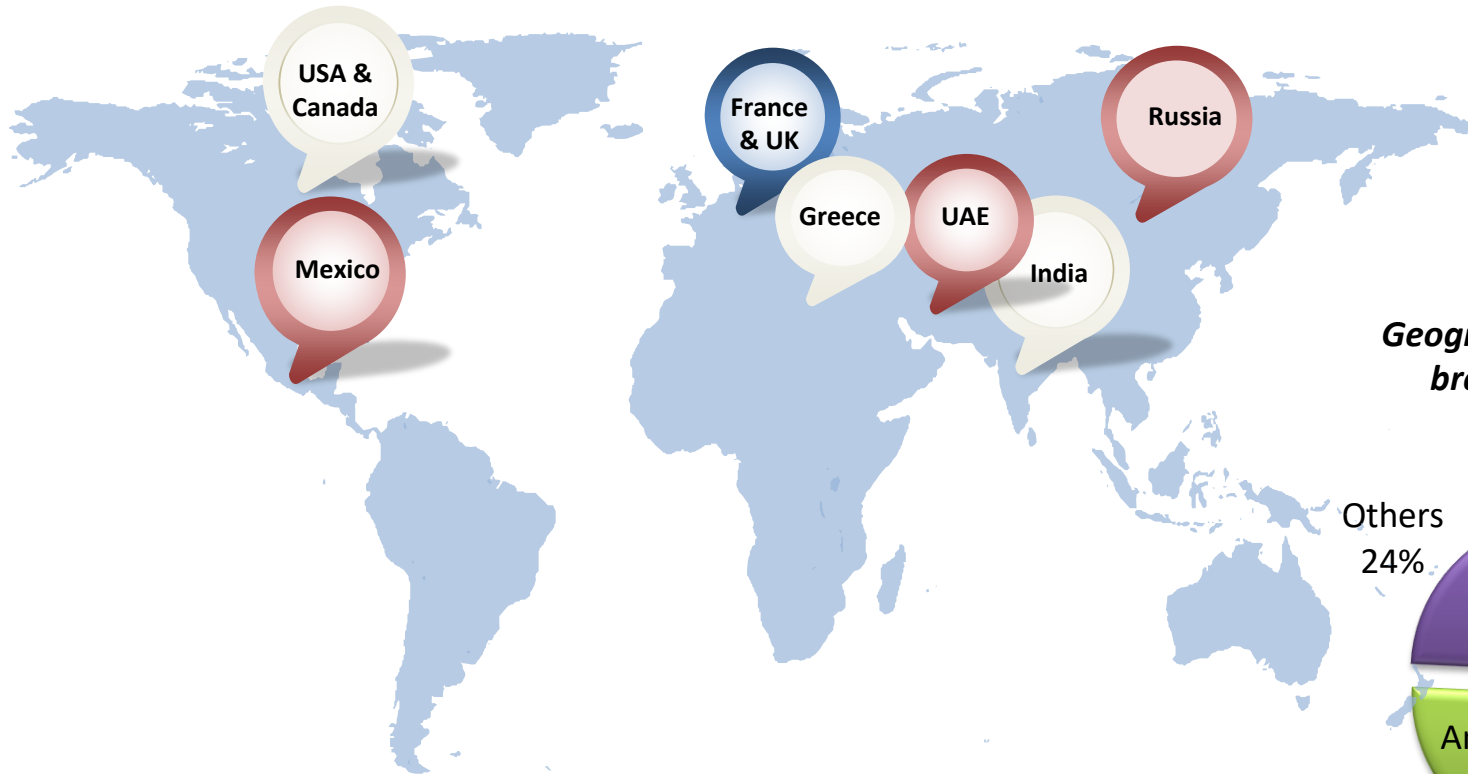


Our Goal: To be the ***PREFERRED SUPPLIER*** to our Customers

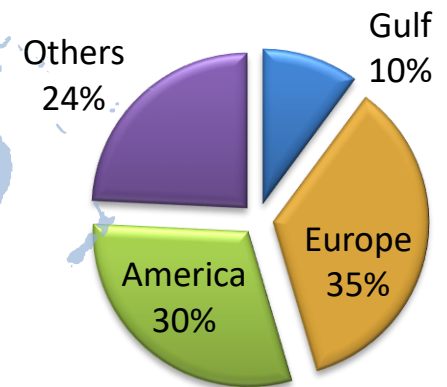
Synergies from Vertical Integration



Global Presence



Geographical Export break up FY16



■ Gulf ■ Europe ■ America ■ Others

We continue to expand our global footprint and explore newer geographies

Domestic Clientele

ARROW

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

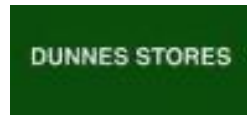
E-Commerce Clients:

MYNTRA.com

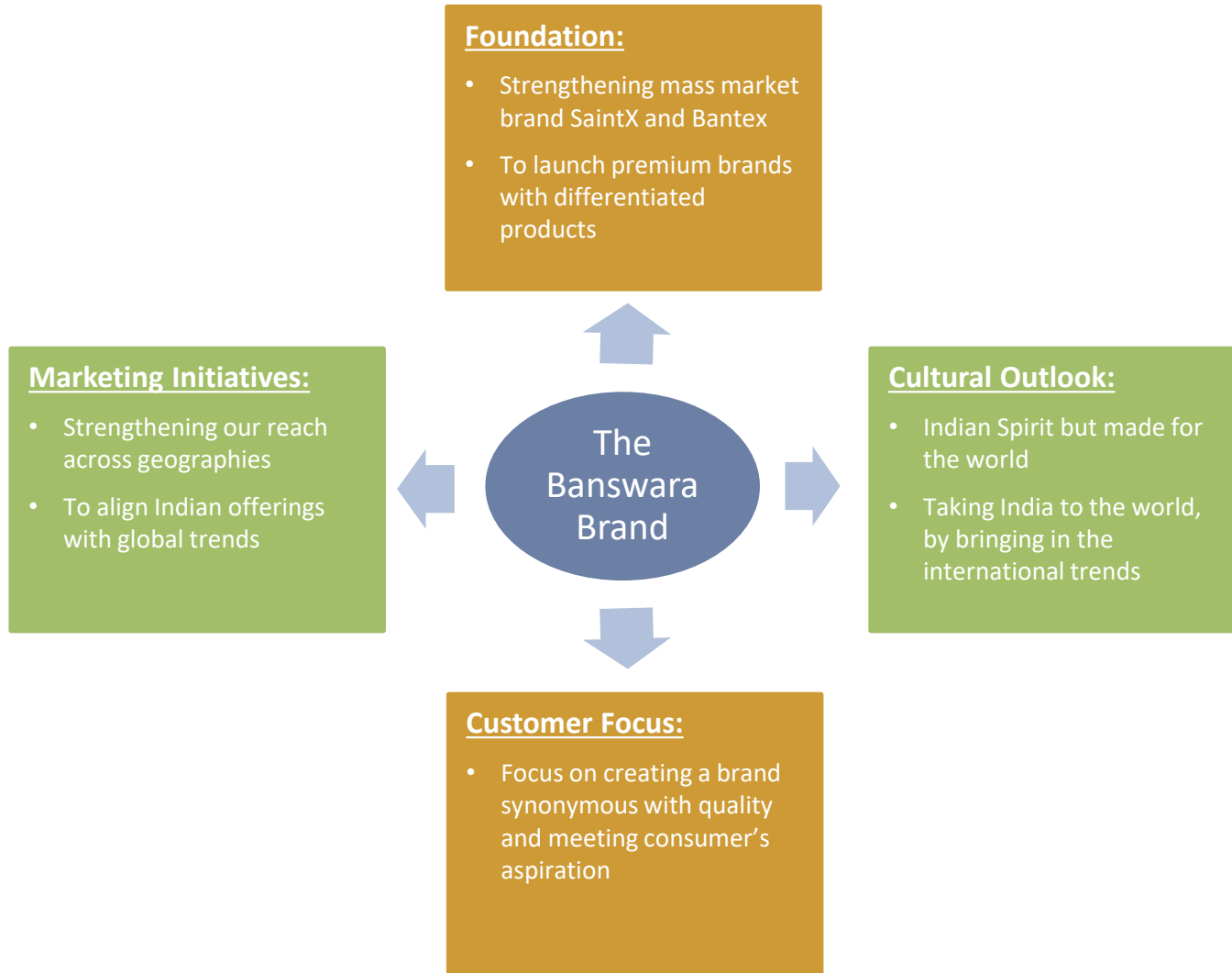
Flipkart



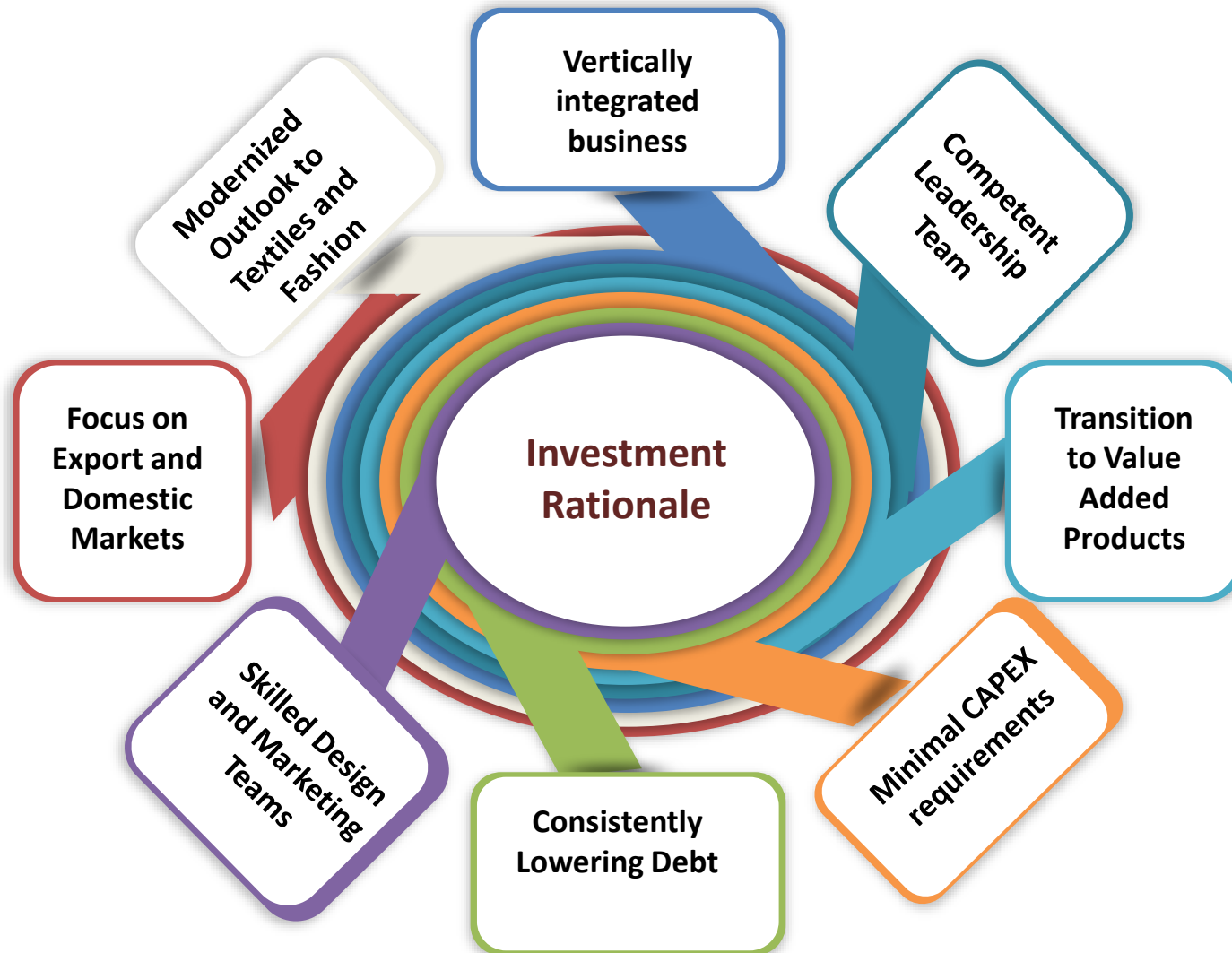
International Clientele



Working with some of the world's biggest names



Why Banswara Syntex Limited?



Leadership Team



1 Mr. R L Toshniwal – Chairman

- Masters degree in Textiles from Leeds University, UK
- 54 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

2 Mr Rakesh Mehra – Vice Chairman

- Chartered Accountant from ICAI
- 31 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

3 Mr. Ravindra Kumar Toshniwal – Managing Director

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

4 Mr. Shaleen Toshniwal – Joint Managing Director

- Business Management from Bentley College, USA
- Over 13 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. J. M. Mehta
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

Standalone P&L Highlights



Rs. in Crs.	Q3FY17	Q3FY16	Y-o-Y	Q2FY17	Q-o-Q	9MFY17	9MFY16	Y-o-Y
Total Operating Income	304.4	300.5	1.3%	324.2	-6.1%	926.0	916.3	1.1%
Raw materials	137.1	133.8		160.3		434.9	431.5	
Employee Exp	57.0	52.3		56.1		163.7	147.4	
Other Expenses	75.3	75.2		76.9		222.7	223.4	
EBIDTA	35.1	39.2	-10.5%	30.9	13.6%	104.7	114.0	-8.1%
Margin %	11.5%	13.0%		9.5%		11.3%	12.4%	
Other Income	2.0	3.3		2.7		7.0	8.5	
Depreciation	15.2	14.5		14.1		43.0	43.0	
Finance Cost	16.1	13.8		15.8		47.5	53.3	
PBT	5.8	14.2	-58.9%	3.6	59.7%	21.2	26.1	-18.7%
Tax	1.6	5.7		1.0		6.5	10.5	
PAT	4.2	8.5	-50.0%	2.6	60.3%	14.7	15.6	-5.8%
PAT Margin	1.4%	2.8%		0.8%		1.6%	1.7%	

Standalone Balance Sheet



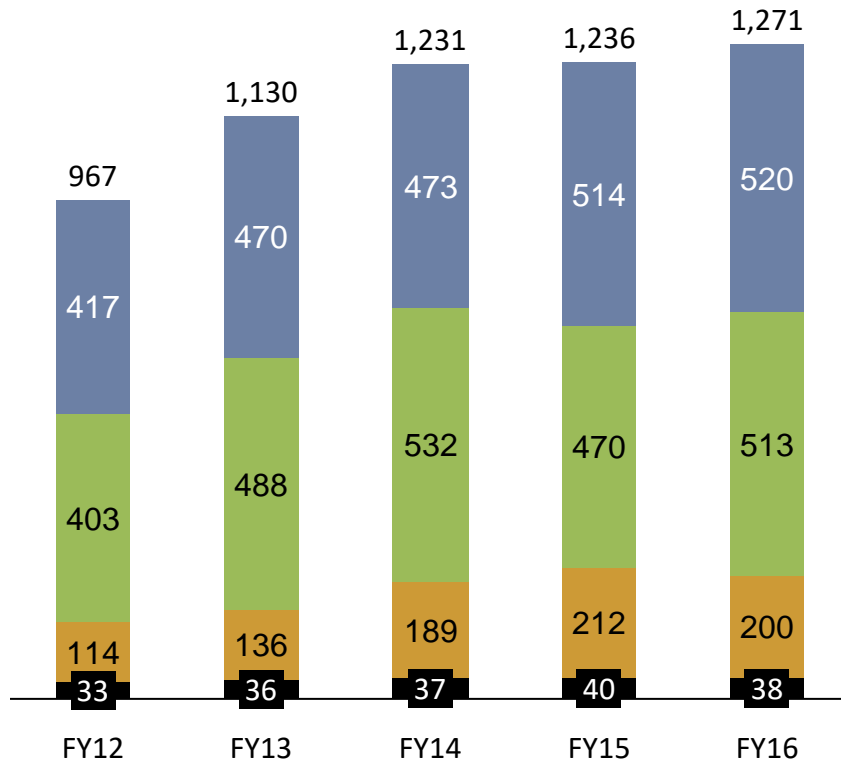
Rs. Cr.	Sep16	Mar16
Shareholders Funds	261.4	249.2
Share Capital	16.9	16.9
Reserve & Surplus	244.5	232.3
Total Non-current Liabilities	261.6	272.6
Long-term borrowings	207.0	216.6
Deferred tax liabilities	45.1	46.7
Other Non-current liabilities	9.5	9.3
Total Current Liabilities	509.8	518.9
Short Term Borrowings	257.4	280.5
Trade Payables	156.2	127.3
Other Current Liabilities	88.0	85.5
Short Term Provisions	8.3	25.6
TOTAL EQUITY & LIABILITIES	1032.9	1,040.7

Rs. Cr.	Sep16	Mar16
Non-Current Assets	502.2	514.9
Fixed Assets	487.2	481.2
Non current investment	3.7	18.6
Long term loans & Advances	10.9	6.4
Other non Current Assets	0.4	8.8
Current Assets	530.7	525.7
Inventories	302.3	290.2
Trade Receivables	156.2	161.8
Cash	19.5	20.8
Short Term Loans & Advances	34.3	24.8
Other Current Assets	18.4	28.1
TOTAL ASSETS	1032.9	1,040.7

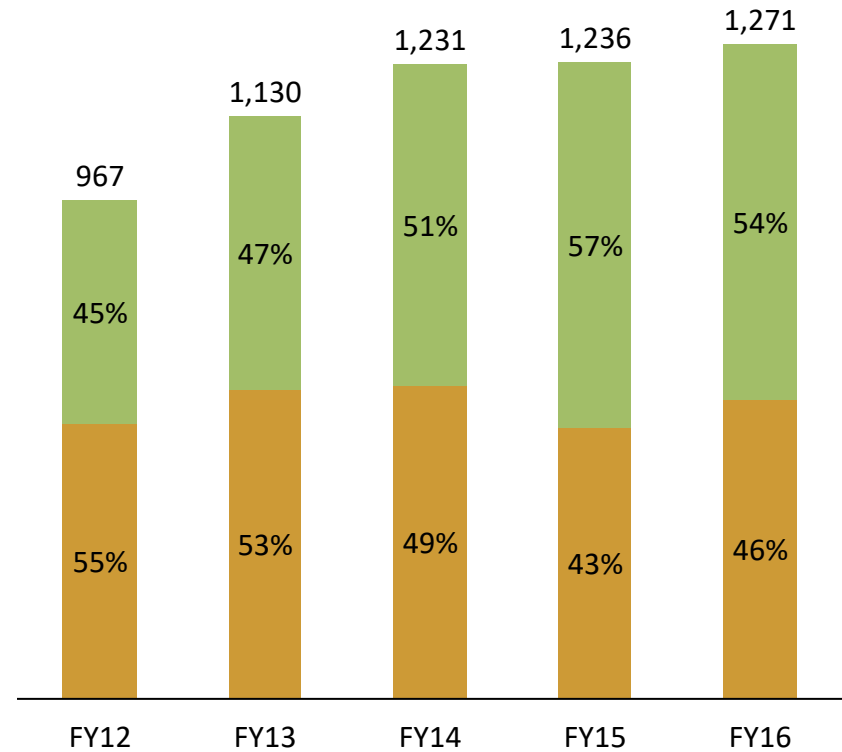
Standalone Revenue Performance



Segment Gross Revenue Rs crs



Geographic Gross Revenue Rs crs



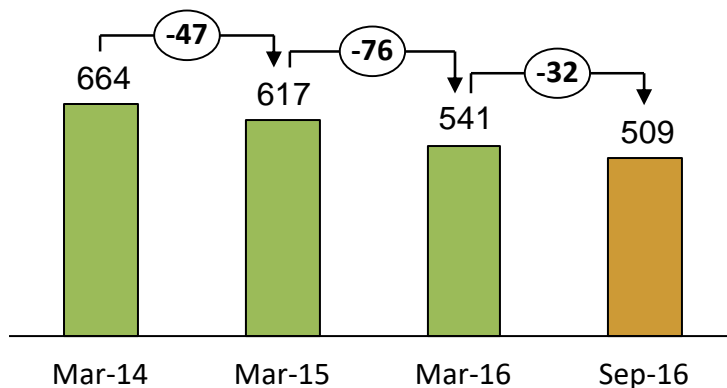
Yarn Fabric Garment Other

Domestic Exports

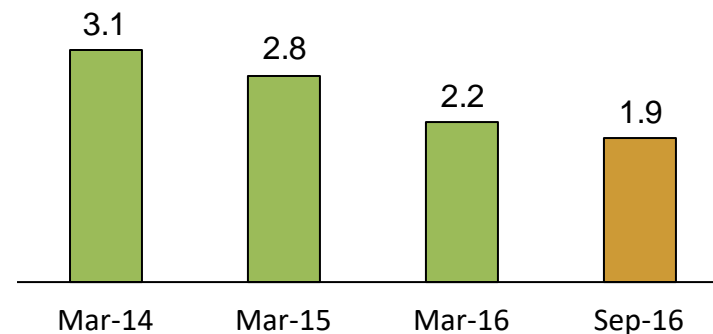
Improving Balance Sheet



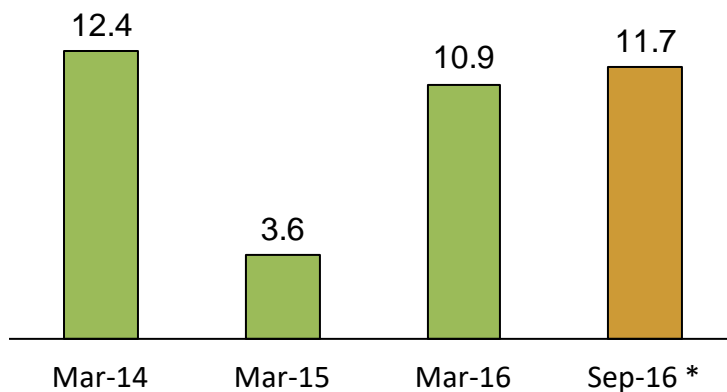
Net Debt Rs. crs



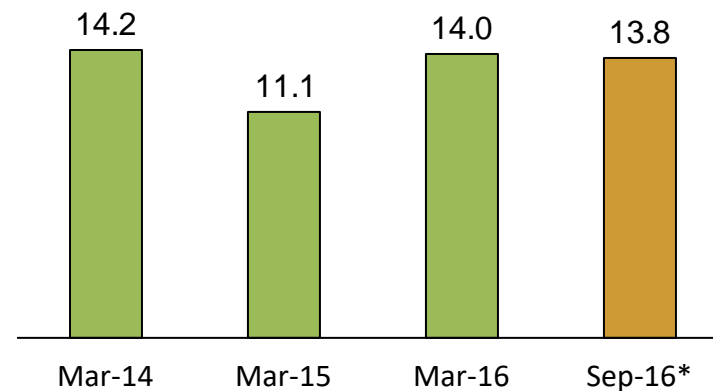
Net Debt:Equity



ROE



ROCE



Net Debt includes Current Maturity of Debt

* Calculated on TTM Basis

For further information, please contact:

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