



BANSWARA SYNTEX LIMITED

Presentation – May 2019

Safe Harbour



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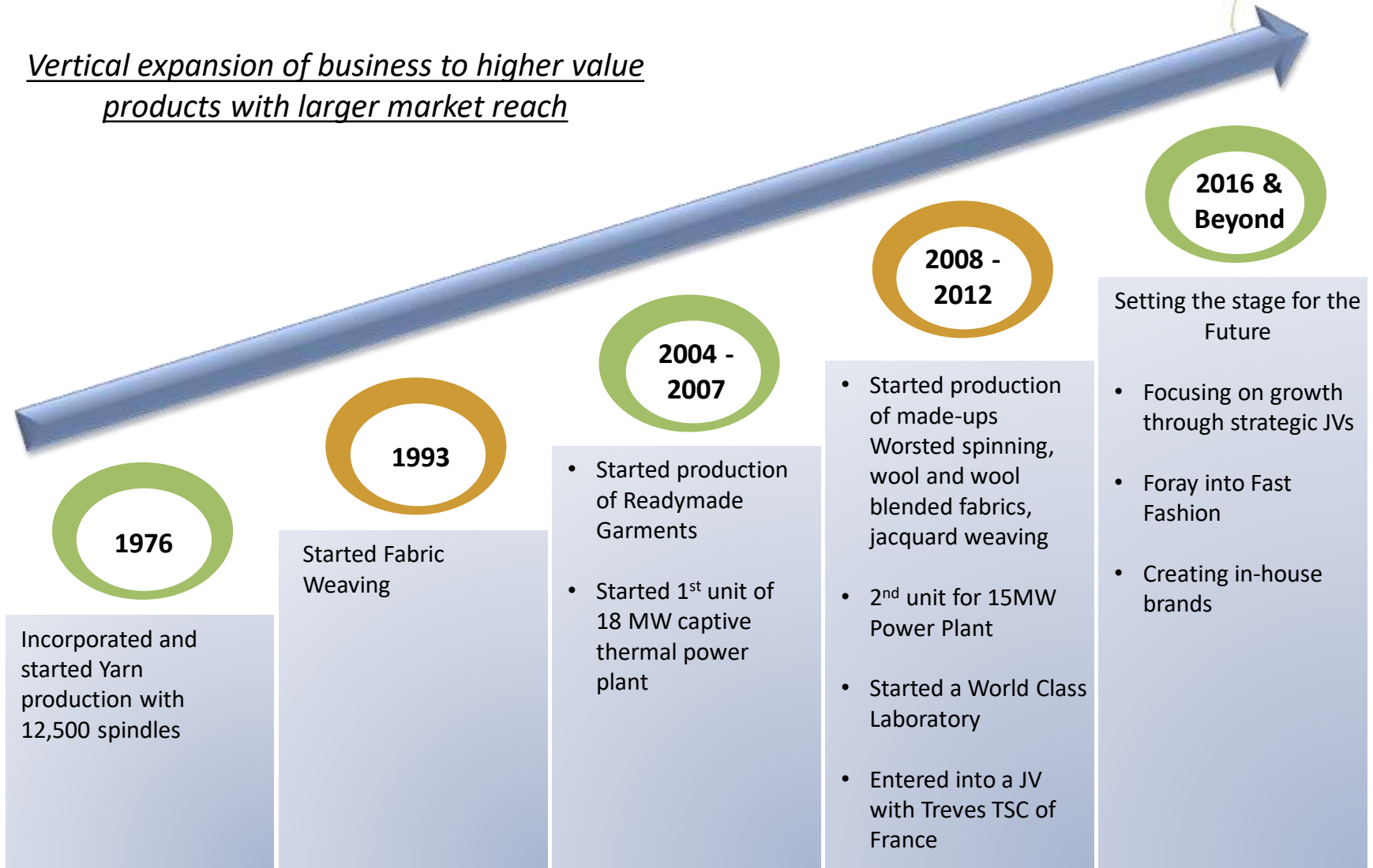
Banswara Syntex a Global Player...



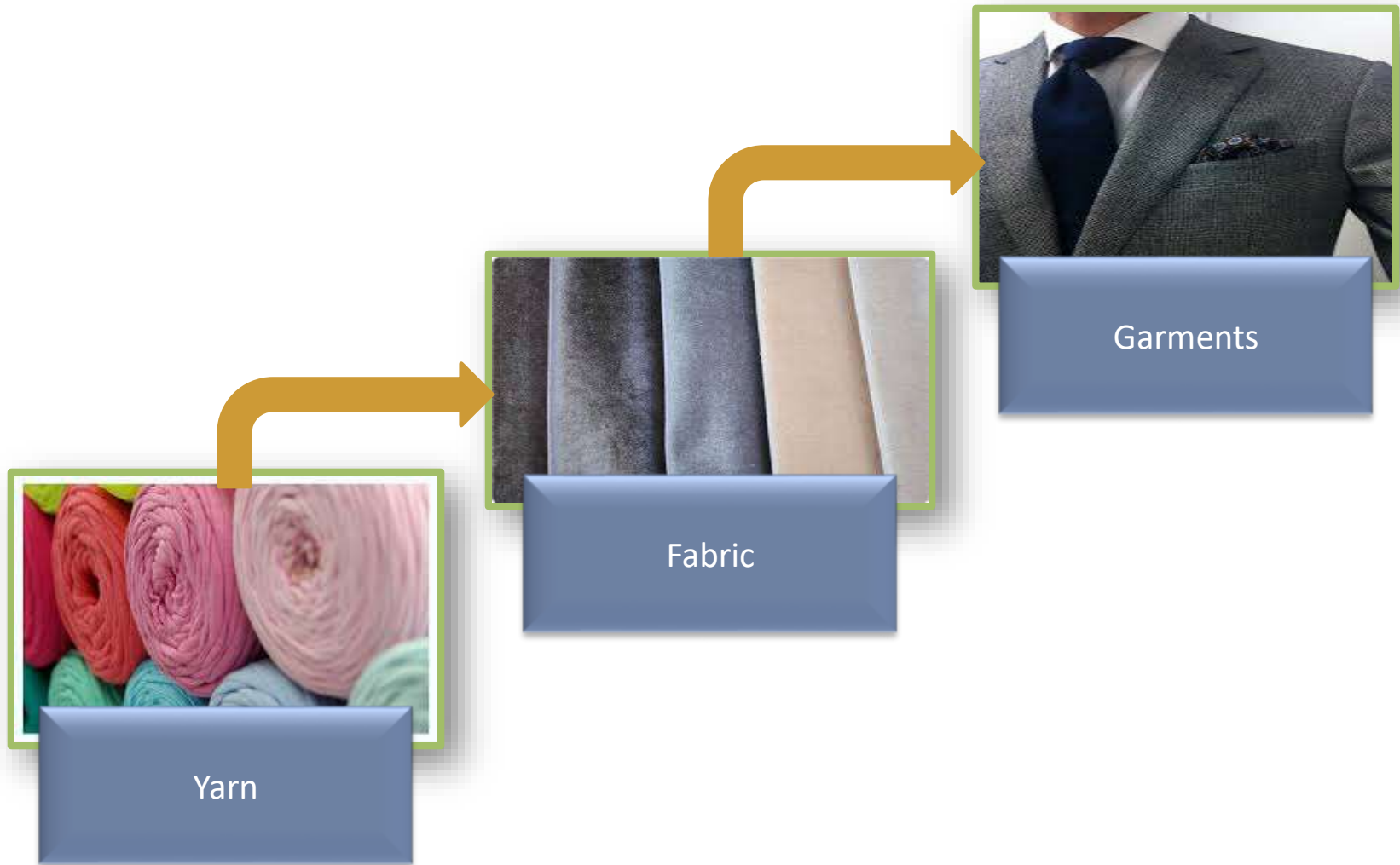
Evolution into an Integrated Business



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. 549 crores towards expansion and modernisation between FY 2010 – March 2019

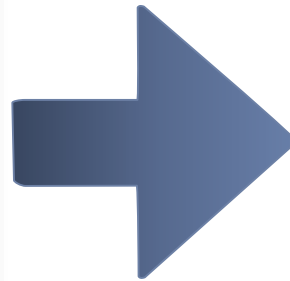
- Spinning Rs.263 Crs
- Fabric Rs.185 Crs
- Garmenting Rs.51 Crs
- Power Unit Rs.50 Crs

Value Addition in the Yarn Business



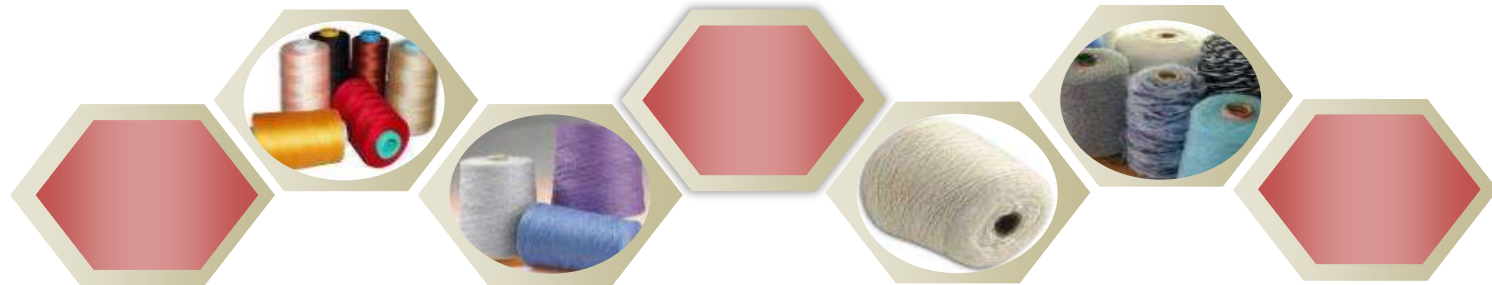
Current Scenario

- We produce blends of viscose staple fibre, polyester staple fibre, acrylic staple fibre, lycra, cotton, linen, etc.
- Production Capacity – 36,504 tons pa
 - 34,344 tons - polyester blended dyed yarns
 - 2,160 tons - wool mix yarn
- We also produce Worsted Yarn
 - We currently have capacity of 21,120 spindles

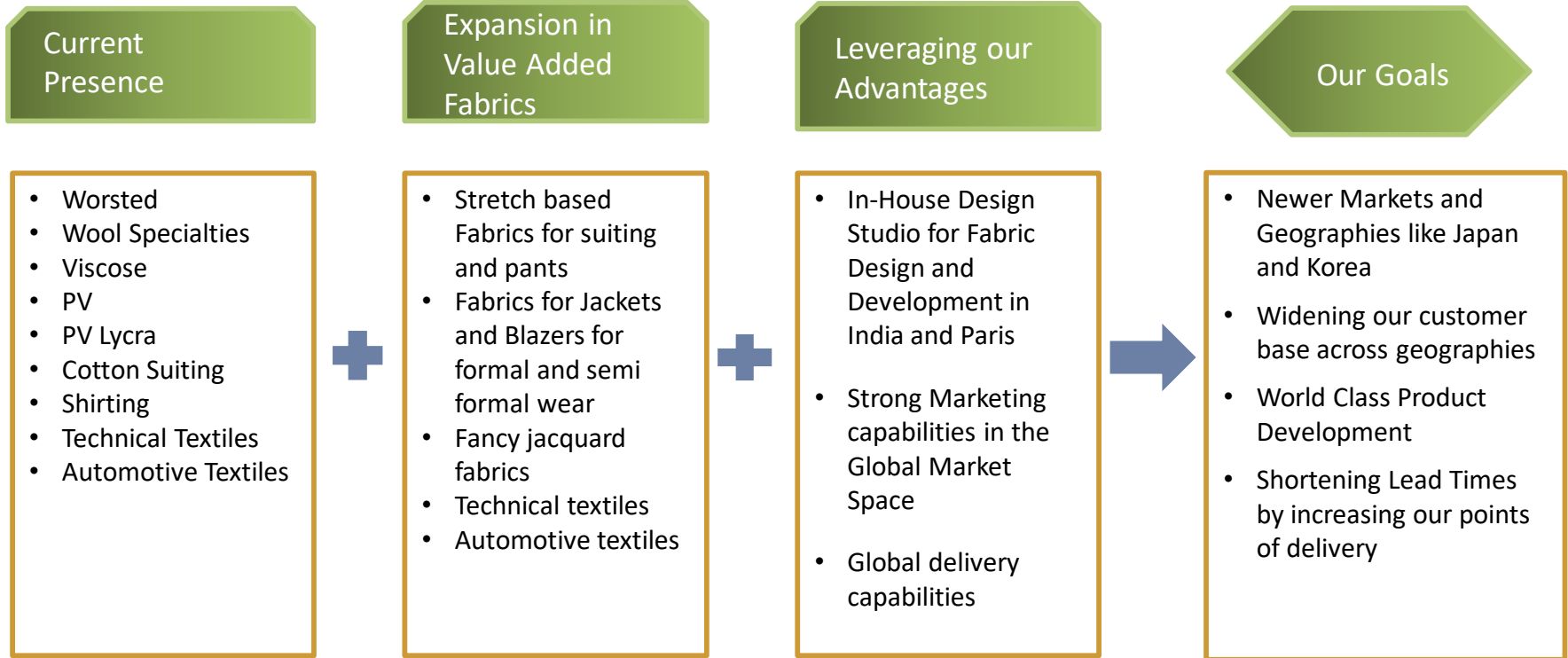


Going Forward

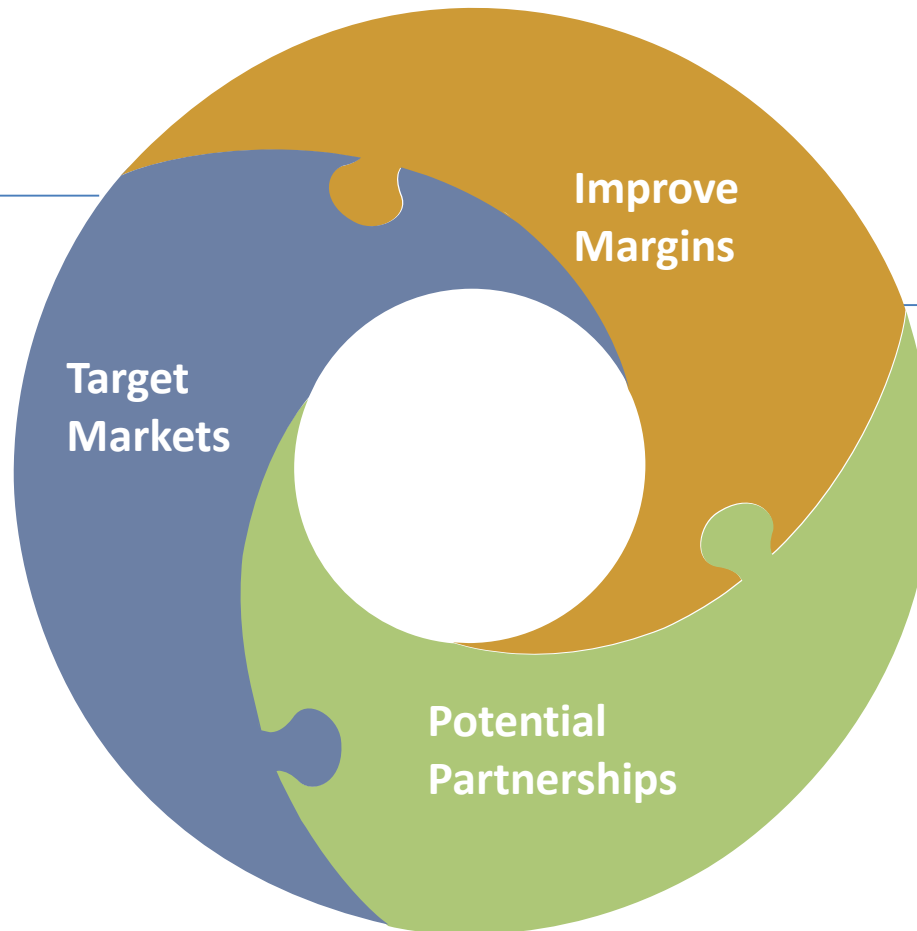
- Focus on higher contributions from value added yarns to the product mix
 - Increase in production of PV Lycra Yarn and Specialty Yarns
- We aim to improve capacity utilization for Worsted Yarn
- Exploring Niche Markets



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.

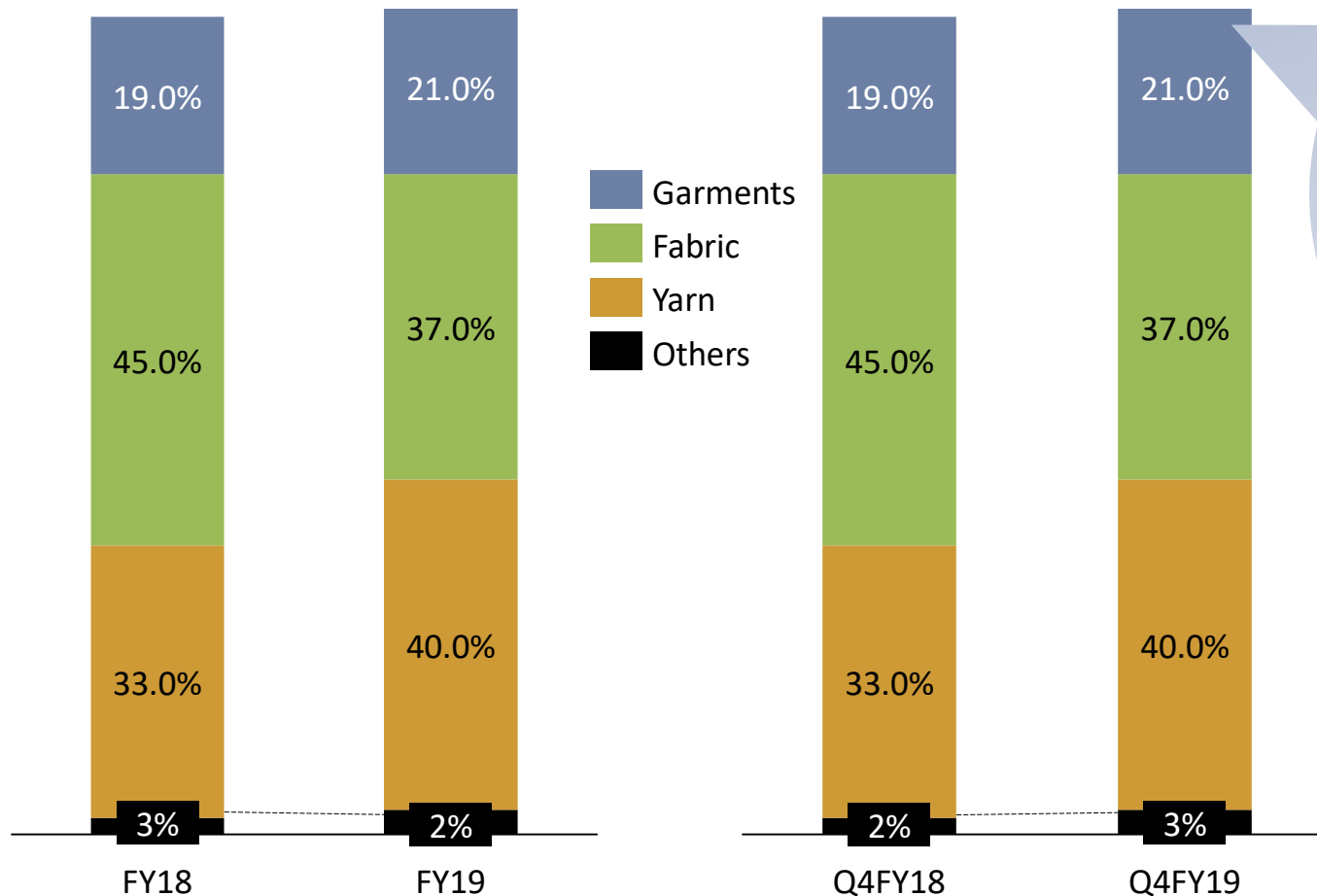
Potential Partnerships with synergistic benefits :

- 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 – 3,28,125 (pcs/ month)
 - Jackets & Waist Coats - 81,250 (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:

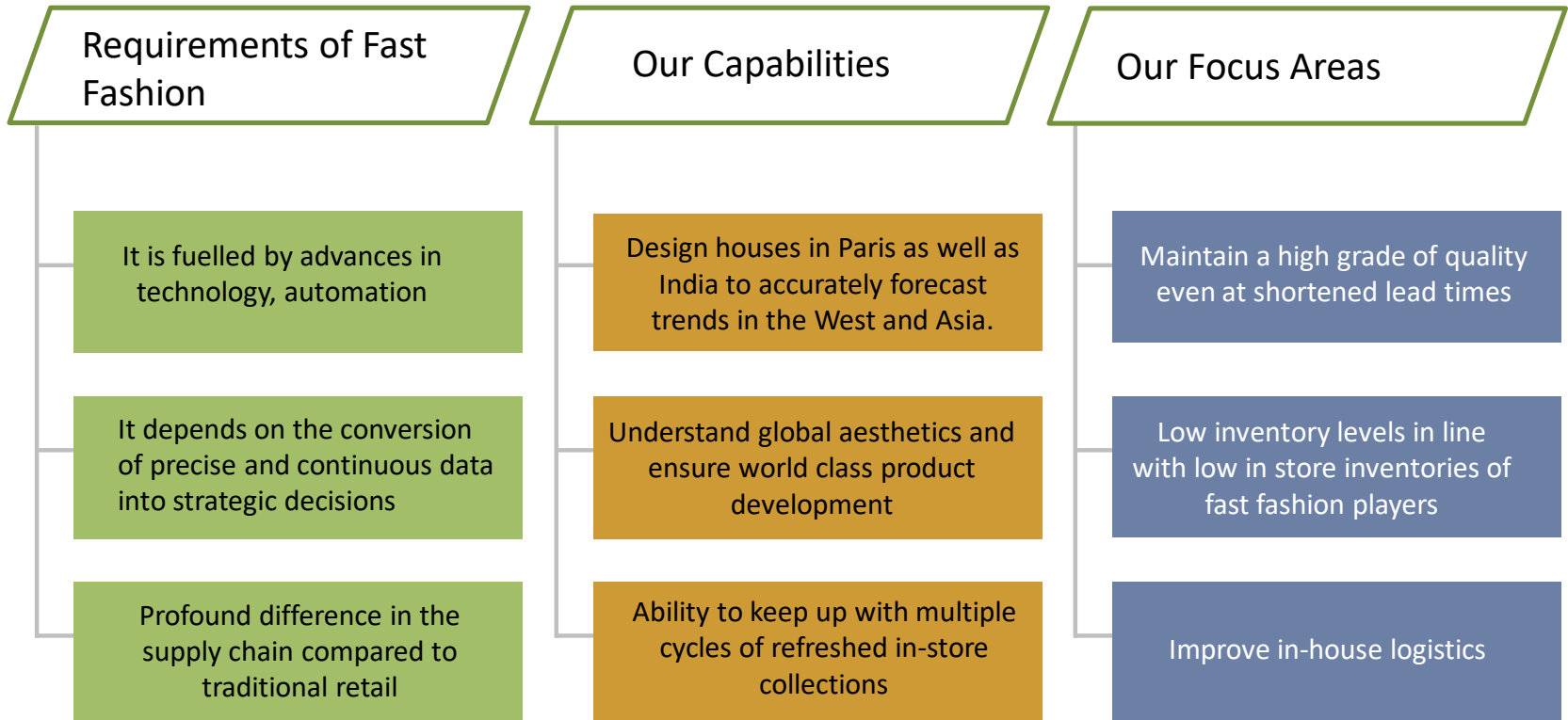
- Focus on the fast fashion segment
- Increasing global reach

Partnership with Japanese Company

- Marketing agreement with a Japanese company for value added product sales of Fabrics and Garments in Far east market including Japan
- Enable us to leverage on design and technical know how's of the Japanese company to develop products for Japan, S Korea and other far east markets
- Partnership will allow us to cater to the Japanese brands in sourcing garments from India, with added advantage of FTA between India and Japan
- We have witnessed a good traction in Japanese market since 2013 and this agreement shall provide further push to that sales with efficient use of our manufacturing capacities

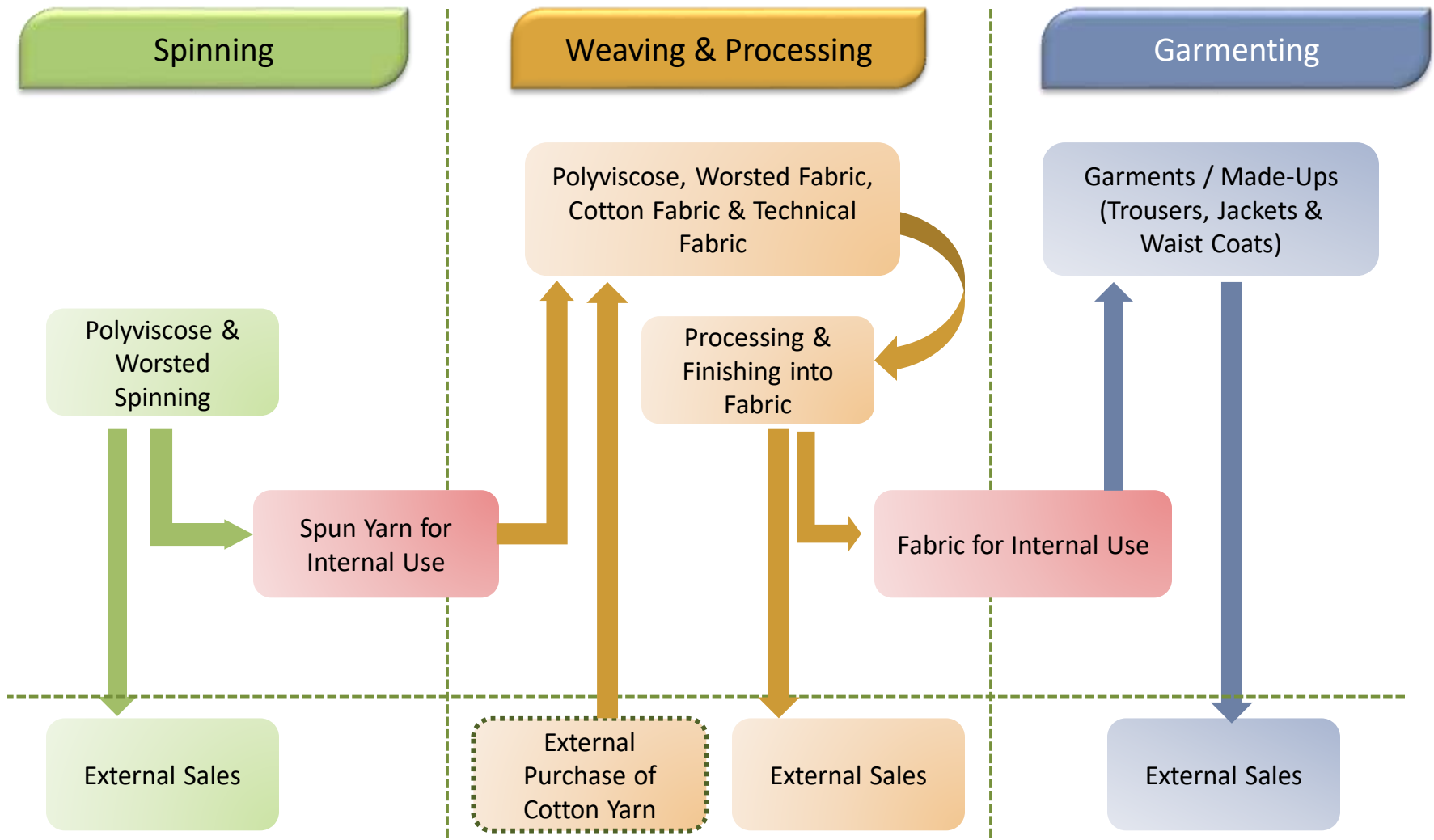
Our Partnerships will enable us to better utilize our existing manufacturing capacities and increase value added product sales

Riding the Fast Fashion Wave



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

Synergies from Vertical Integration



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.

Reid & Taylor
BOND WITH THE BEST

SCULLERS

URBANA
THE MASTERPIECE

Raymond
Premium Apparel

MADURA GARMENTS

PARK AVENUE

E-Commerce Clients:

MYNTRA.com

Flipkart

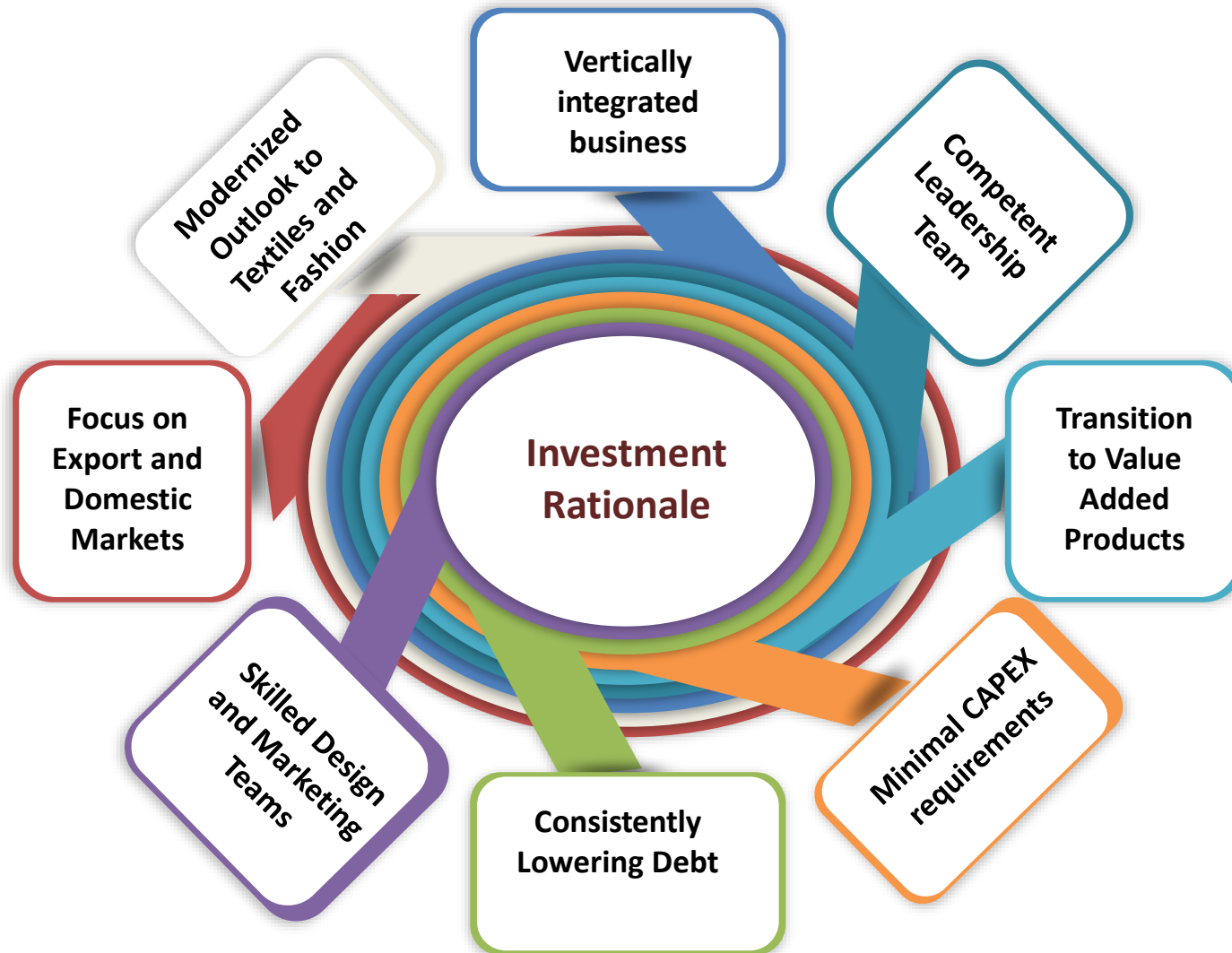


International Clientele



Working with some of the world's biggest names

Why Banswara Syntex Limited?



Leadership Team



1

Mr Rakesh Mehra – Chairman

- Chartered Accountant from ICAI
- 33 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

2

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

3

Mr. Shaleen Toshniwal – Joint Managing Director

- Business Management from Bentley College, USA
- Over 16 Years of experience in Textile Industry
- Responsible for Readymade Garment business of the Company

Board of Directors



Mr. Rakesh Mehra
Chairman

Mr. Ravindra Kumar Toshniwal
Managing Director

Mr. Shaleen Toshniwal
Joint Managing Director

Mr. Parduman Kumar
Independent Director

Mr. D P Garg
Independent Director

Mr. J. M. Mehta
Independent Director

Mr. Vijay Mehta
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

Standalone Profit and Loss Highlights



Rs. in Crs.	Q4 FY19	Q3 FY19	Q4 FY18	FY19	FY18
Net Operating Income	329.4	343.8	327.7	1350.9	1,294.10
Raw materials	148.9	179.7	178.7	667.7	624.7
Employee Expense	58.8	61.8	56.6	235.9	235.8
Power & Fuel	30.4	33.8	30.4	131.0	125.9
Other Expenses	52.2	48.2	38.4	195.1	196.7
+ Other Income	3.8	5.5	4.8	13.6	16.0
EBIDTA (Including Other Income)	43.0	25.8	28.5	133.8	127.0
Margin %	13%	7.50%	8.69%	9.90%	9.80%
Depreciation	13.1	13.4	14.1	54.9	58.4
Finance Cost	13.8	13.4	13.3	56.4	59.1
Exceptional Item (Gain) / Loss	1.5	-0.1	-1.2	-3.0	-1.4
PBT	14.6	-0.9	2.2	19.5	10.8
Tax	0.3	0.1	0.0	-4.6	2.9
PAT	14.3	-0.95	2.2	24.1	7.9
PAT Margin %	4.34%	-0.28%	0.67%	1.79%	0.61%
Other Comprehensive Income (OCI)	0.5	0.6	2.1	2.2	1.9
EPS	8.37	-0.56	1.32	14.11	4.63

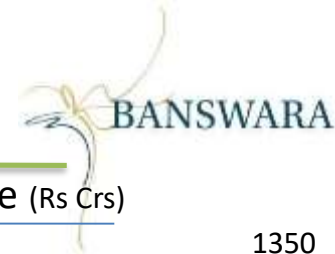
Standalone Balance Sheet



Asset (Rs. in Crores)	Mar-19	Mar-18
Non-current assets	434	483.5
Property, Plant & Equipment	413.5	455.0
Capital Work in progress	.05	5.4
Intangible assets	4.1	4.9
Investment In Joint Ventures	3.6	3.6
Financial Assets		
Investments	0.0	0.0
Loans	2.4	2.4
Others	2.8	2.0
Other non current assets	7.4	7.6
Current assets	553.5	590.7
Inventories	288	309.6
Financial Assets		
Investments	0.2	0.2
Trade receivables	163.4	183.6
Cash & cash Equivalent	8.1	3.7
Other bank balance	9.6	9.6
Loans	1.5	2.2
Others	21.3	17.7
Other current assets	61.6	66.4
Total Assets	987.5	1,072.9

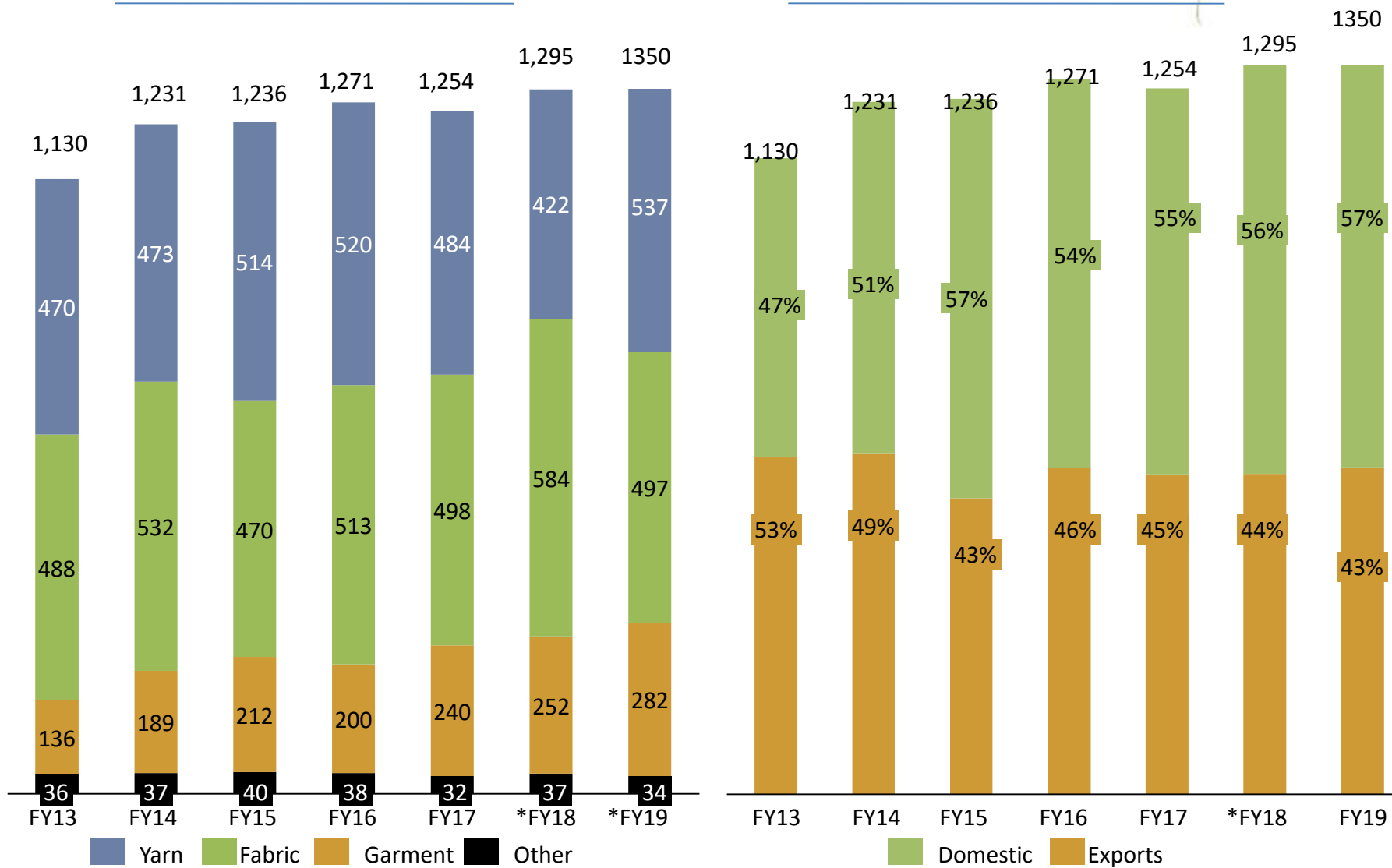
Equity & Liabilities (Rs. in Crores)	Mar-19	Mar-18
Equity	294.4	270.1
Equity share capital	17.1	17.1
other equity	277.3	253.0
Non-current liabilities	184.7	242.5
Financial Liabilities		
Borrowing	140.4	185.3
Long term Provision	3.6	7.4
Deferred tax Liabilities (tax)	33.5	41.7
Government Grant	7.0	8.0
Current liabilities	508.3	561.1
Financial liabilities		
Borrowing	279.5	293.8
Trade payable	132.9	172.1
Other Financial liabilities	57.0	63.5
Other current Liabilities	32.3	26.2
Government Grant	0.8	0.8
provisions	3.8	4.5
Current tax Liabilities (Net)	1.1	0
Total Liabilities	987.5	1,072.9

Revenue Performance*



Segment Gross Revenue (Rs Crs)

Geographic Gross Revenue (Rs Crs)



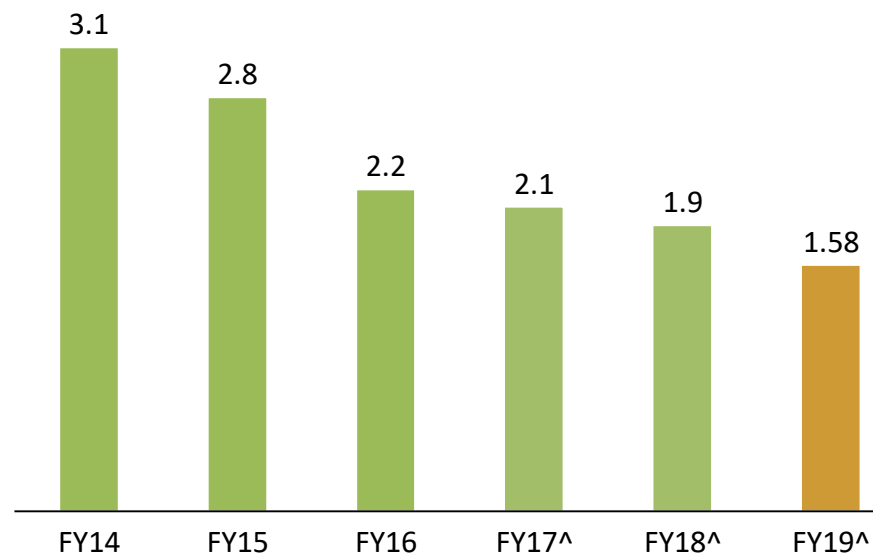
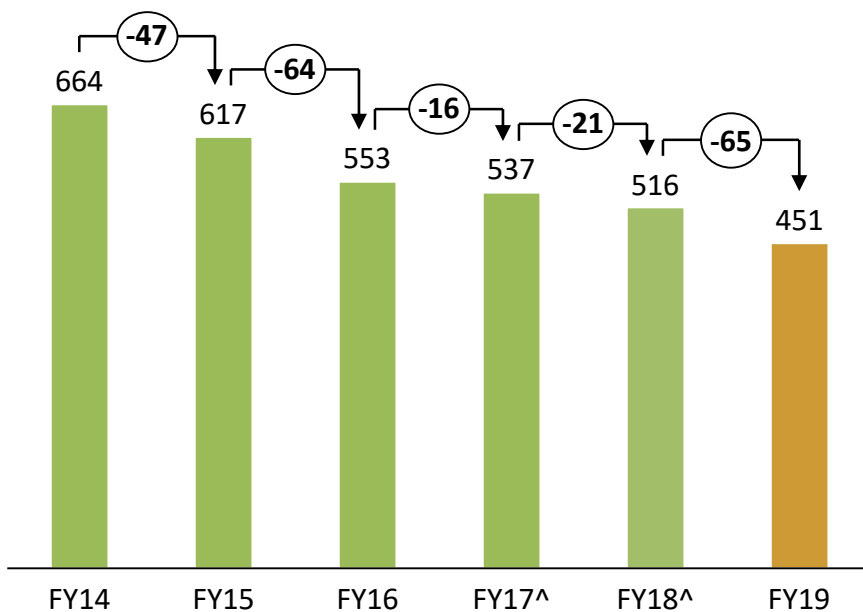
* As per IND AS rest as per Indian GAAP

Improving Balance Sheet



Net Debt *(Rs. Crs)

Net Debt:Equity



*Net Debt includes Current Maturity of Debt

[^] As per IND AS rest as per Indian GAAP

For further information, please contact:

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