



BANSWARA SYNTEX LIMITED

Presentation – May 2018

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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

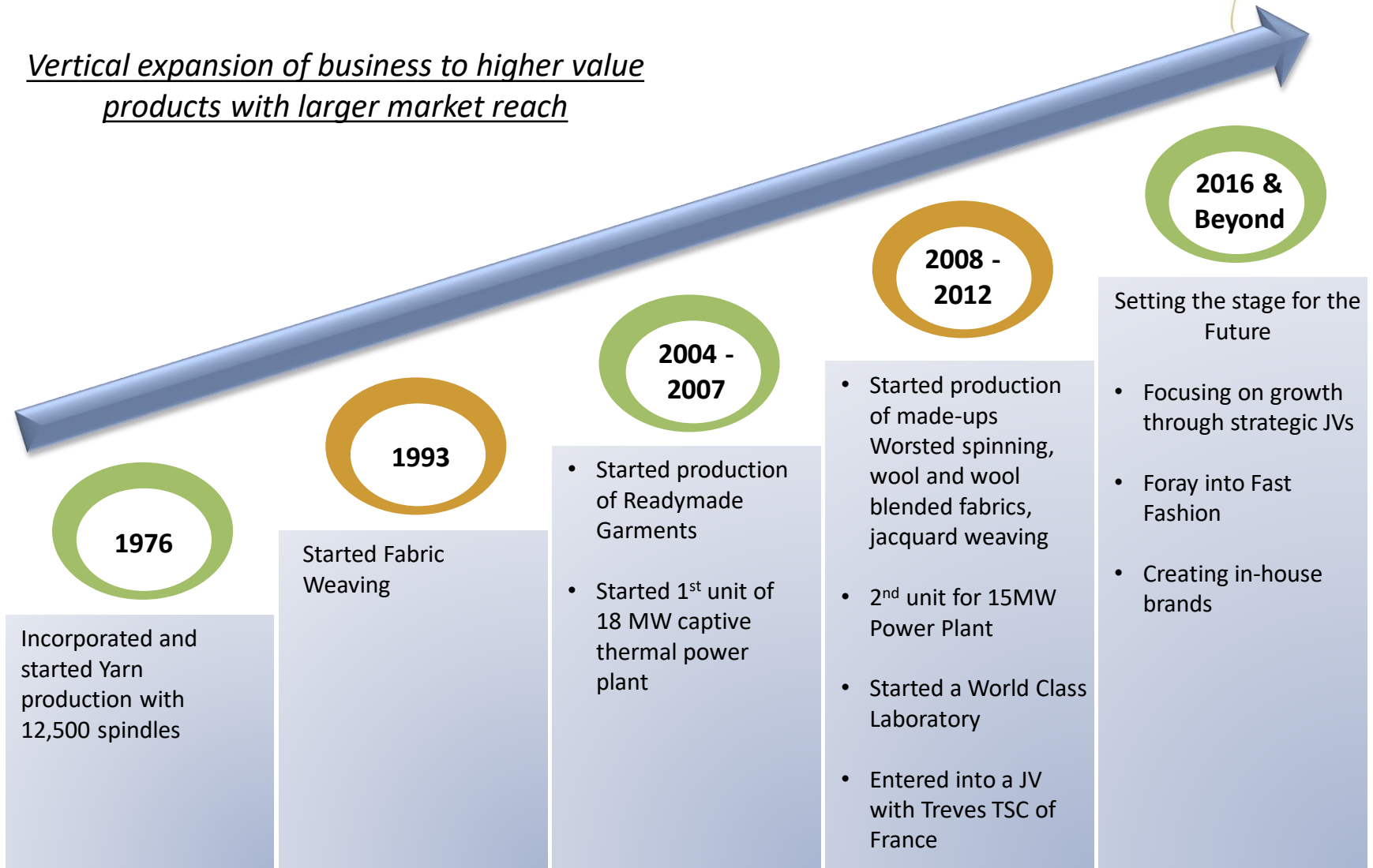
Global Customer Accreditations and Quality Certifications

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

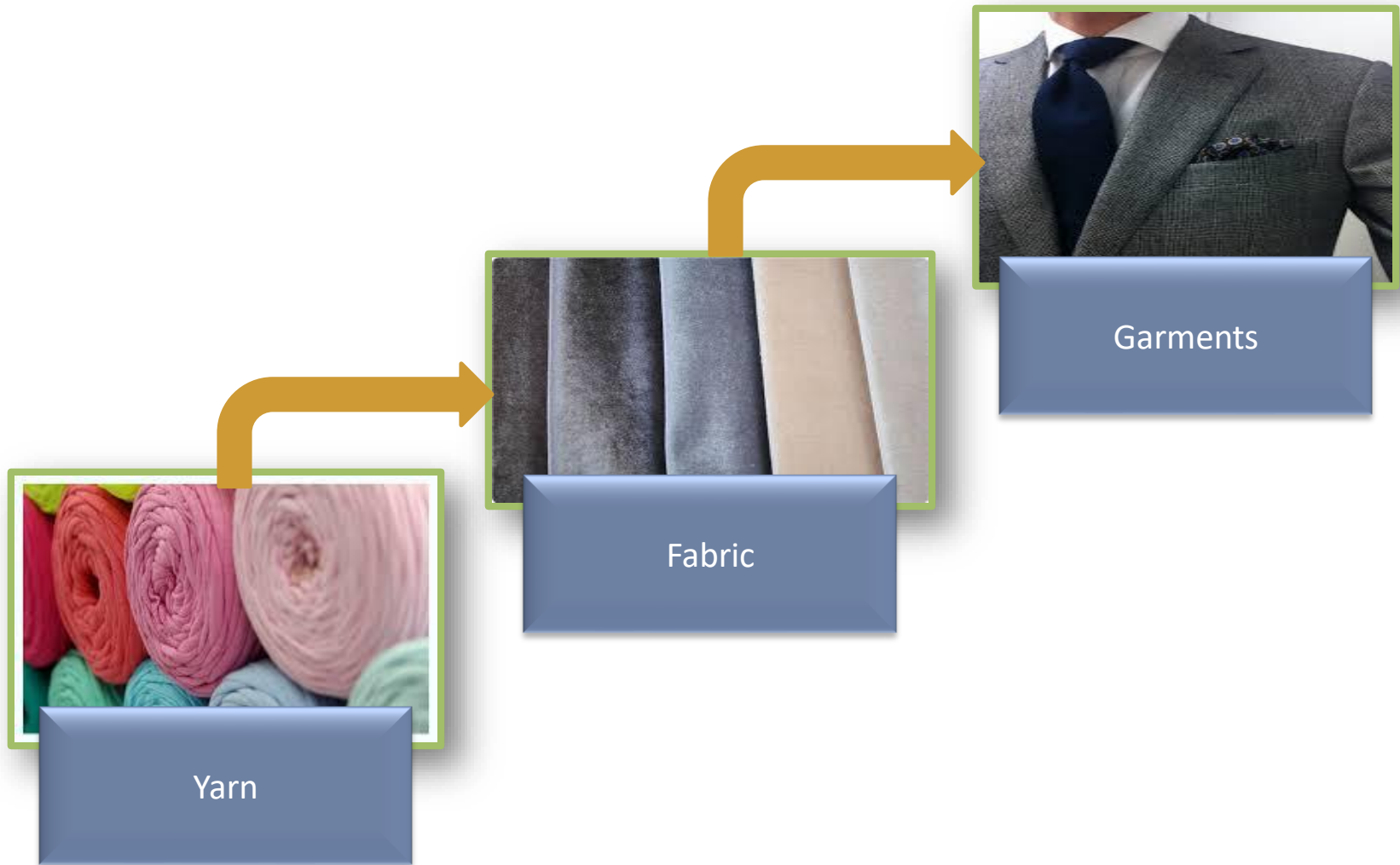
Evolution into an Integrated Business



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

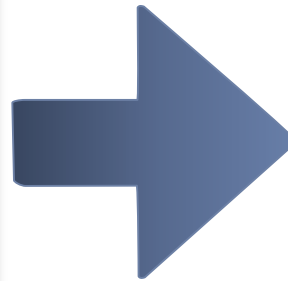
Invested over Rs. 494 crores towards expansion and modernisation between FY 2010 – December 2016

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

Value Addition in the Yarn Business

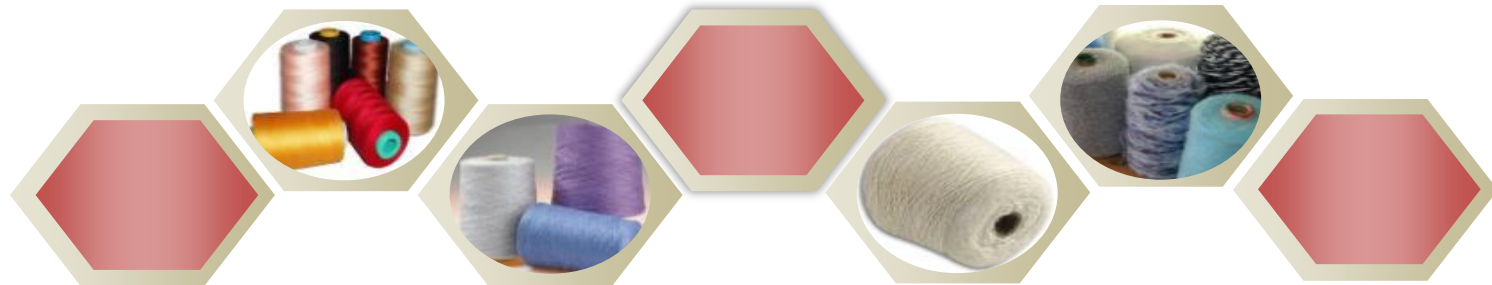
Current Scenario

- 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

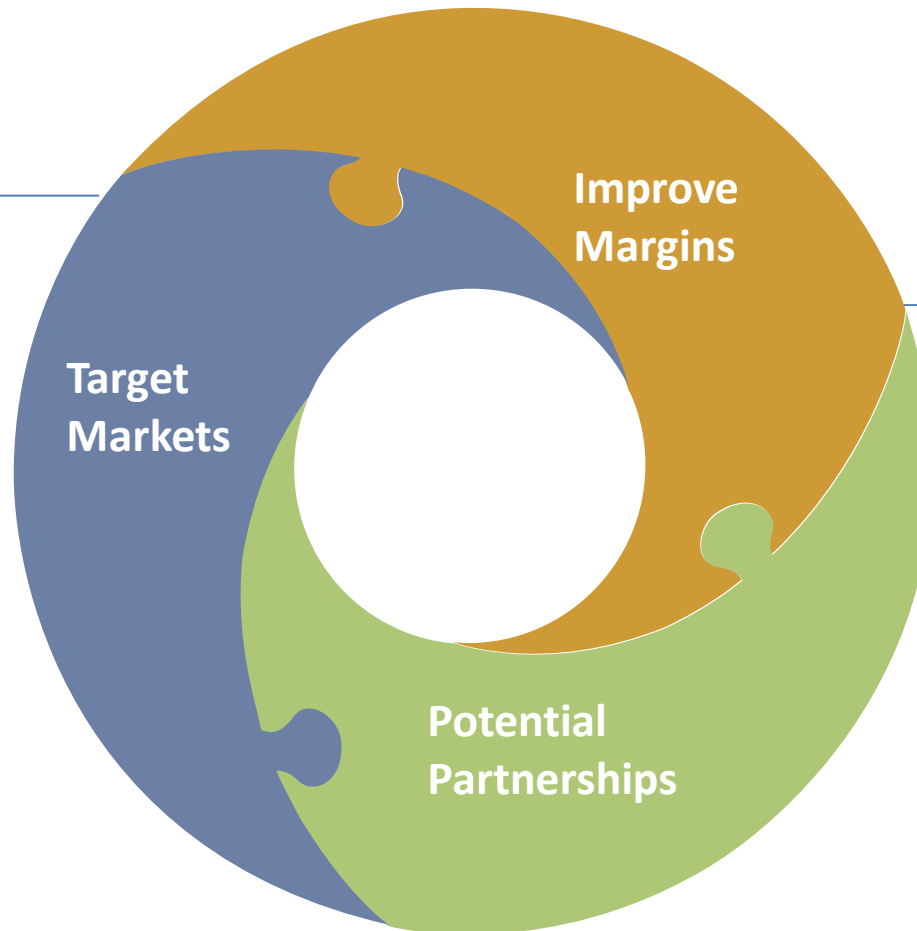
- Focus on higher contributions from value added yarns to the product mix
 - Increase in production of PV Lycra Yarn and Specialty Yarns
- We aim to improve capacity utilization for Worsted Yarn
- Exploring Niche Markets



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.

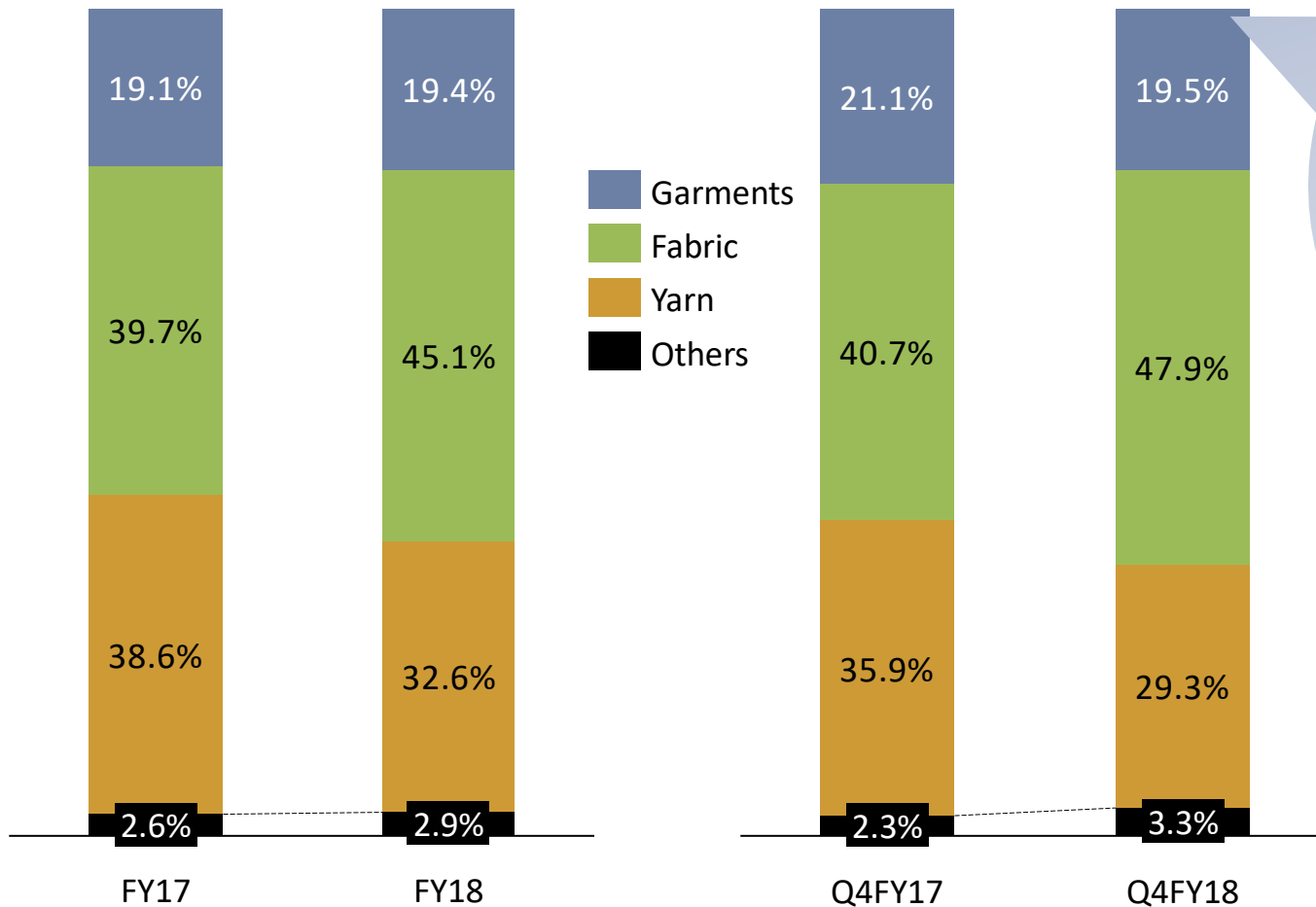
Potential Partnerships with synergistic benefits :

- 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

Our Strategic Partnerships



Partnership with European Company

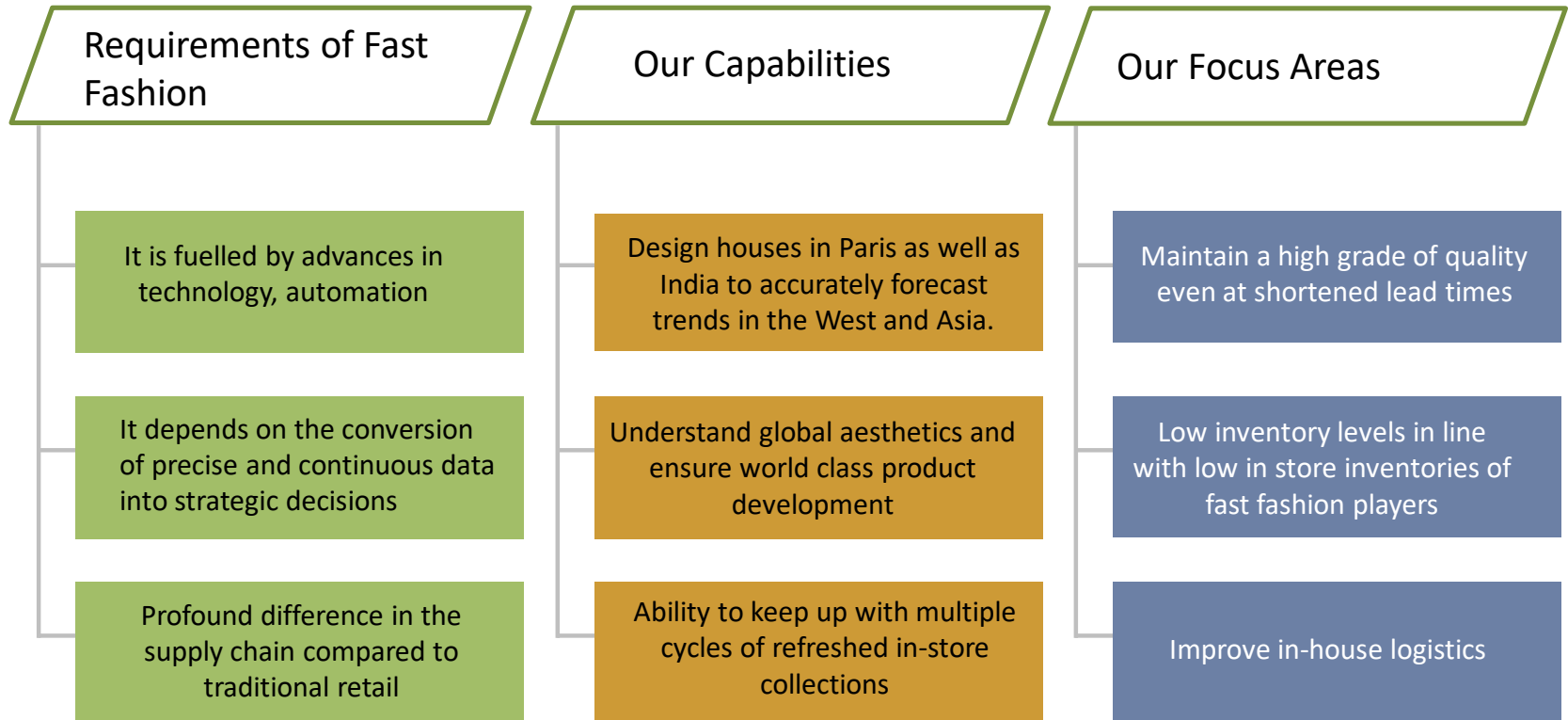
- Marketing agreement with a 90 year old European company, who, has been a major supplier to the global Fast Fashion retailers
- Focus, on Women's wear fabrics and would be Key supplier from India for fashion brands in USA and Europe
- Leverage on our manufacturing capabilities and provide best in class fabrics with design inputs from our European Partner
- Opportunity to market the design and fabrics, to the to our customers in Korea and Japan, after paying a royalty for design

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

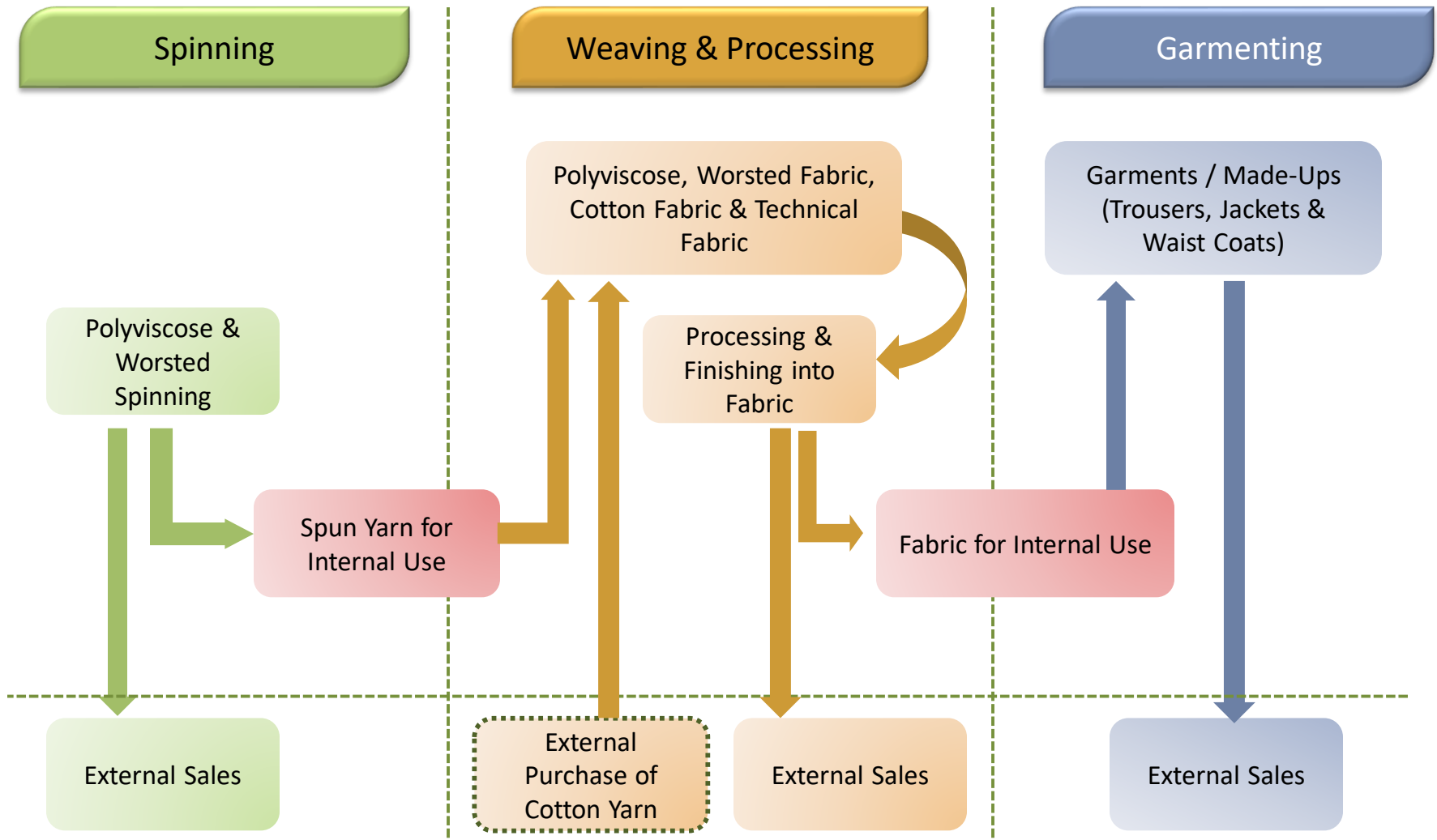
Our Partnerships will enable us to better utilize our existing manufacturing capacities and increase value added product sales

Riding the Fast Fashion Wave



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

Synergies from Vertical Integration



Domestic Clientele



VAN HEUSEN

JOHN MILLER

MAKE IT LOOK EASY

WILLS CLASSIC

INDIGO NATION

MEGA MART

Love brands. Love value.



PETER ENGLAND

UNITED COLORS OF BENETTON.



BELMONTE
SUITS YOUR STYLE

EXCALIBUR



SCULLERS



E-Commerce Clients:



International Clientele



PEERLESS CLOTHING



PVH

PHILLIPS-VAN HEUSEN CORPORATION



PERRY ELLIS®

DUNNES STORES



KOHL'S
expect great things



YOUR M&S

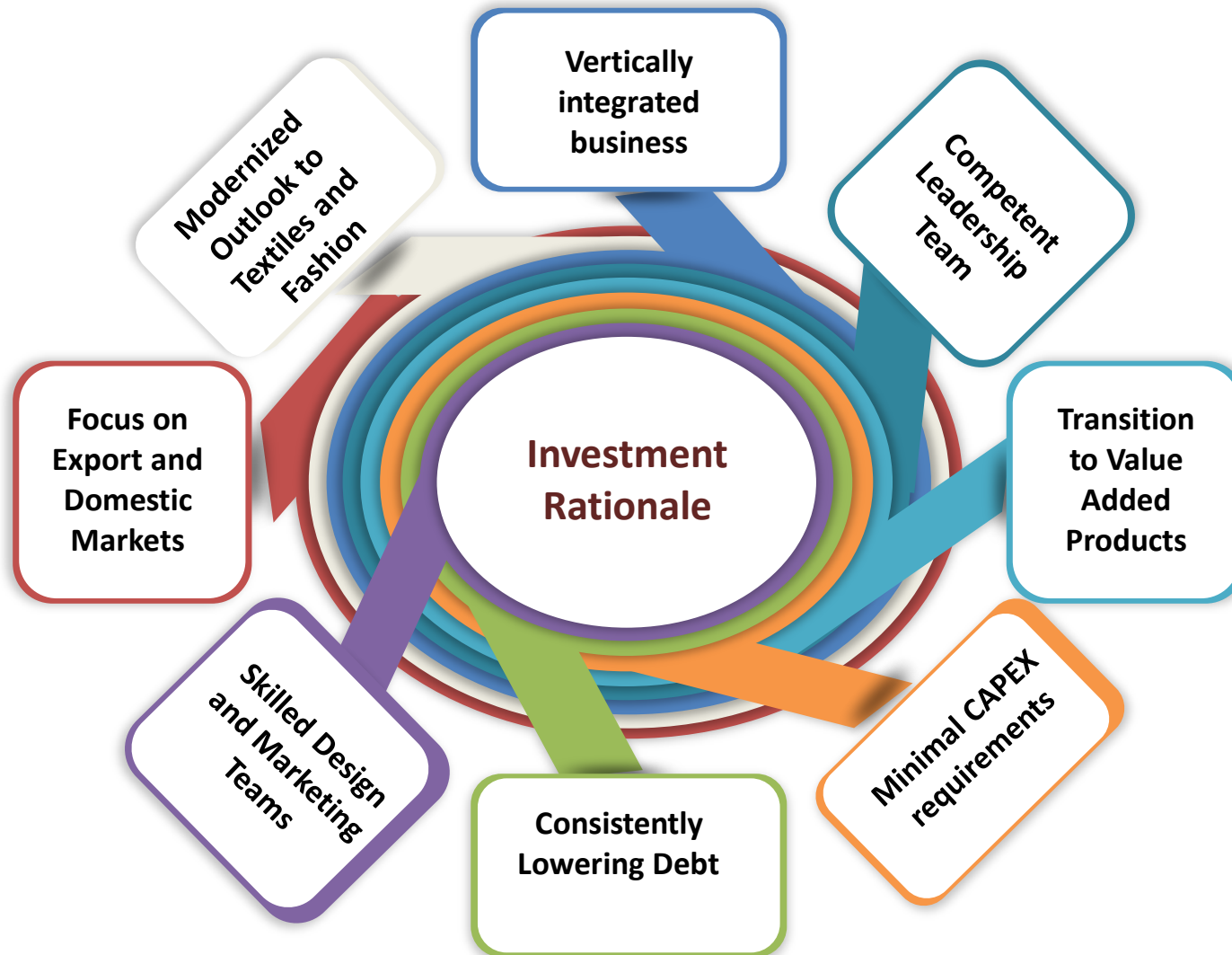
DOUGLAS & GRAHAME
GENTLEMEN'S CLOTHIERS SINCE 1926



An Garda Síochána
Ireland's National Police Service

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 Profit and Loss Highlights



Rs. in Crs.	Q4 FY18	Q4 FY17	YoY	Q3 FY18	YoY	FY18	FY17	YoY
Net Operating Income	327.9	318.4	3.0%	341.7	-4.0%	1,293.0	1,244.3	3.9%
Raw materials	178.7	154.4		165.5		622.6	589.3	
Employee Expense	56.6	54.8		60.8		235.8	218.2	
Manufacturing Expenses	20.6	27.6		30.2		111.8	108.6	
Power & Fuel	30.4	28.4		32.8		125.9	105.2	
Other Expenses	17.9	26.0		23.8		85.8	89.5	
EBIDTA (Including Other Income)	28.5	33.9	-15.7%	34.4	-17%	127.0	147.1	-13.7%
Margin %	8.7%	10.6%		10.1%		9.8%	11.8%	
Depreciation	14.1	14.6		15.3		58.4	57.6	
Finance Cost	13.3	15.6		15.4		59.1	63.0	
Exceptional Item (Gain) / Loss	1.2	0.1		0.1		1.4	-1.1	
Profit in JV	0.0	0.0		0.0		0.0	0.0	
PBT	2.3	3.8	-40.1%	3.7	-38.8%	10.9	25.4	-57.3%
Tax	0.0	0.3		1.0		2.9	6.4	
PAT	2.3	3.5	-35.1%	2.7	-17.0%	7.9	19.0	-58.3%
PAT Margin	0.69%	1.10%		0.80%		0.61%	1.53%	
Other Comprehensive Income	2.1	-0.1		-0.1		1.9	-0.3	
Total Comprehensive Income	4.4	3.4	28.9%	2.7	66.1%	9.9	18.7	-47.3%
TCI Margin	1.35%	1.08%		0.78%		0.76%	1.50%	

Profitability was impacted due to:

- Reduction in export incentives as against existing of 8% on an average to 2% after implementation of GST w.e.f 1st July, 2017
- Increase **Raw Material** prices of polyester, viscose and wool
- Increase **Employee cost**
 - Increase production of fabric and garments by 2% and 9% respectively
 - Labour strike and absenteeism
 - Increase in index based wages by 3.20%
- **Power & Fuel Cost** Increased by ~20% in FY18 & ~14% in Q4FY18 due to
 - Increase in the prices of the US coal and Indonesian coal (High GCV) by ~ 7% and 4% in Q4FY18 & ~11% and 21% on an average in FY18
 - Petcoke was the majorly consumed fuel however, post the ban on same, the next alternative fuel is very expensive

We expect coming quarters to be better in wake of improving scenario within the sector

Standalone Balance Sheet*



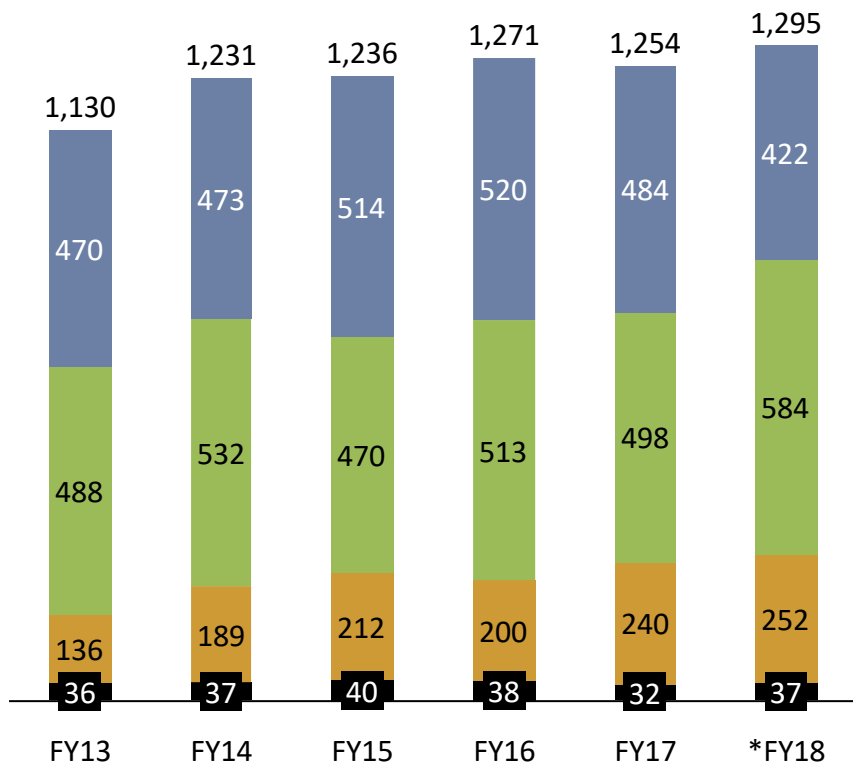
Asset (Rs. in Crores)	Mar-18	Mar-17	Equity & Liabilities (Rs. in Crores)	Mar-18	Mar-17
Non-current assets	483.5	515.4	Equity	270.1	262.4
Property, Plant & Equipment	455.0	486.0	Equity share capital	17.1	17.1
Capital Work in progress	5.4	4.0	other equity	253.0	245.2
Intangible assets	4.9	0.0	Non-current liabilities	241.5	261.2
Intangible Assets Under Development	0.0	2.0	Financial Liabilities		
Investment In Joint Ventures	3.6	3.6	Borrowing	184.3	198.8
Financial Assets			Long term Provision	7.4	9.5
Investments	0.0	0.0	Defered tax Liabilities (tax)	41.7	44.9
Loans	2.4	3.0	Government Grant	8.0	8.0
Others	2.0	4.9	Current liabilities	562.6	536.6
Other non current assets	10.2	11.9	Financial liabilities		
Current assets	590.7	544.7	Borrowing	293.8	290.4
Inventories	309.6	329.2	Trade payable	170.9	145.5
Financial Assets			Other Financial liabilities	64.5	73.7
Investments	0.2	0.3	Other current Liabilities	26.2	19.8
Trade receivables	183.6	158.2	Government Grant	0.8	0.8
Cash & cash Equivalent	3.7	7.8	provisions	4.5	3.9
Other bank balance	9.6	7.0	Current tax Liabilities (Net)	1.9	2.4
Loans	1.9	1.5	Total Liabilities	1,074.2	1,060.1
Others	16.4	19.5			
Other current assets	65.9	21.2			
Total Assets	1,074.2	1,060.1			

* As per IND AS

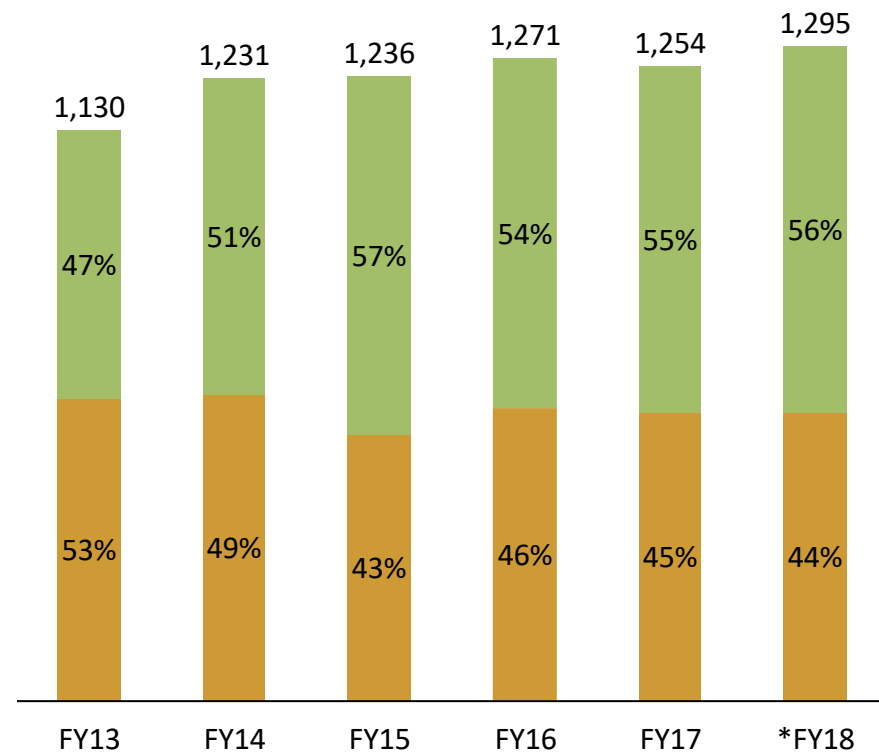
Revenue Performance*



Segment Gross Revenue (Rs crs)



Geographic Gross Revenue (Rs crs)



■ Yarn
 ■ Fabric
 ■ Garment
 ■ Other

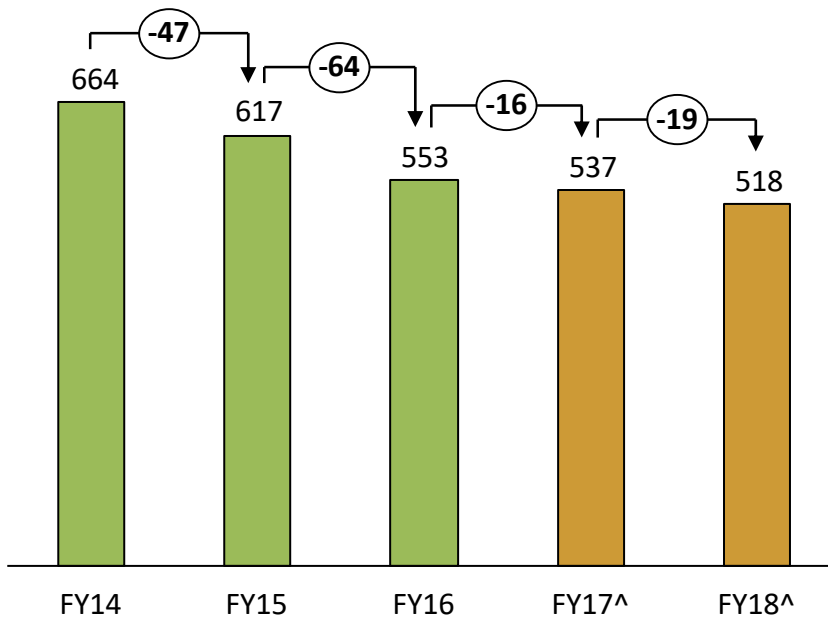
■ Domestic
 ■ Exports

* As per IND AS rest as per Indian GAAP

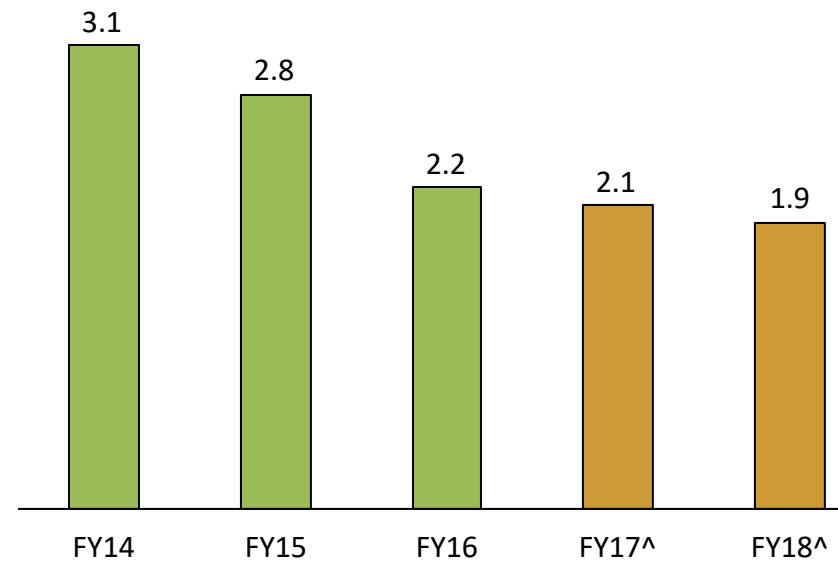
Improving Balance Sheet



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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