

# MANOMAY

A MOMENT OF STYLE



**INVESTOR  
PRESENTATION  
Q3 FY23/ 9M FY23**





## VISION

*We Believe : 'Together Everyone achieves more'*

*We are here to invest in our relations with people & for people.*



## MISSION

*We are here not only for business but for making long term relations.*

*A satisfied buyer and his appreciation for goods is inspiration for better working in future.*

*In this competitive era we serve satisfaction.*



## VALUES

*'No legacy is so rich as honesty'*

*Upper quoted one line is enough to describe our values. On the road of respect, honesty & integrity are always awarded & we are committed with our customers for all these.*



# MANOMAY - BIRD'S EYE VIEW

**ISO 9001:2015 &  
ISO 14001:2015**  
certified company.

**Sustainable  
Business Model &  
Experienced Team.**

Denim Plant in  
**Rajasthan** has a  
production capacity of  
**48 million meters /  
annum.**

Ventured into **14+**  
**international**  
markets.

We have an **integrated**  
**manufacturing facility.**



**ZLD** (Zero Liquid  
Discharge) & **ETP** (Effluent  
Treatment Plant)

Incorporated in **2009**  
and converted to **public**  
**company in 2017**

Revenue:  
Q3 FY23: **₹15,215.68 L**  
Q3 FY22: **₹14,076.89 L**



# OUR JOURNEY

Established as **Dhanlaxmi Group**, specializing in a wide range of **Tex fabrics**

The foundation of **Dhanlaxmi Weaving**, specializing in wide range of **Cotton Dhoties**

Renamed **Mahalaxmi Synthetics to Citifab Suitings**

Graduated from Dhanlaxmi group to **Dhanlaxmi Synthetics**, by installing **Auto Looms** at **Ichalkaranji MH**

Started the marketing of **suiting fabrics in Bhilwara** with the name of **Mahalaxmi Synthetics**

1978

1989

1994

2000

2003



# OUR JOURNEY

Embarked on a new journey with a new plant of weaving established in **Village Tradal Ichalkaranji**. A Production Capacity of **45,00,000 m / annum**

Laid the foundation of **Manomay Tex India Pvt Ltd**

Made a remarkable entry in the world of denims with a new and grand plant at **Gangrar Dist- Chittorgarh** with wide range of **Denim Texs**

Already began commercial production of **Denim Fabrics**

Expansion of our production capacity, established a **New Line of Denim Machineries**

2006

2009

2012

2013

2015



# OUR JOURNEY

Got listed its equity shares on **BSE SME Platform** in **March**

## Expansion of Denim Plant:

Installed new and advanced air jet looms and **Indigo Dyeing Machineries**

During the year Company installed **TSUDAKOMA BRAND NEW AUTOMATIC SHUTTLELESS ZAX001NEO AIR JET LOOMS-36 Sets**, at Plant site situated at Aaraji No.5,6,7 Gram-Jojro Ka Khera Tehsil-Gangrar, Dist:-Chittorgarh (Rajasthan). **Company has also removed 36 old looms.**

The company applied for registration of **1.1 MW Solar PV power** project at plant Aaraji No.5,6,7 gram- Jojro Ka khera Tehsil-gangrar, Dist.- Chittorgarh (Rajasthan) for captive use under Rajasthan Solar Energy Policy, 2019 and such registration were approved by Rajasthan renewable Energy Corporation Limited on 06.07.2022.

2017

2017

2021

2022



# MANUFACTURING PROCESS

1



**MANOMAY  
INDUSTRY**

2



**RAW MATERIAL  
YARN**

3



**WARPING**

4



**SIZING**

5



**LOOM**



# MANUFACTURING PROCESS

6



*FINISHING*

7



*FOLDING /  
CHECKING*

8



*ROLL /  
PACKAGING*

9



*DISPATCH*



# PRODUCTS

SEWING

## KNITT DOBBY

*A diagonal ribbing pattern denim with heavy weight.*

## 2/1 Twill

*Very similar to 3/1 Basic Weave, 2/1 is just two warp threads for every weft thread, mainly used for light weight denim.*

## 3/1 Twill

*The most common weave for denim fabric. 3/1 is just three warp threads for every waft thread and create a subtle diagonal ribbing pattern.*

## DOBBY

*Denim that's produced on loom, characterized by small geometric pattern and extra texture.*

## SATIN

*A type of fabrics weave that produces a characteristically glossy, Smooth or lustrous denim.*





# MANUFACTURING CAPACITY & PROCESS DETAILS

Denim Plant located at Aaraji No.5,6,7 Gram-Jojro Ka Khera Tehsil-Gangrar, Dist.:-Chittorgarh (Rajasthan), India has production capacity of 48 million meters per annum spread across land area of 20,300 sq. meter and 11,800 sq. meter.



## WARPING

- a) Warping is the process of combining yarns from different cones to form sheet.*
- b) We have 6 Warping machines.*



## SIZING / DYEING

- a) These machines can produce large volumes of denim in similar colours or small lots in differentiated colours.*
- b) Installation of four indigo dyeing range with sizing plant and advanced technology from JUPITER with a monthly capacity of 4 million metres.*





# MANUFACTURING CAPACITY & PROCESS DETAILS

3

## HIGH AIR JET LOOMS

- a) These are the main weaving machines.*
- b) Installation of latest high air jet looms with wider width and doobby, TSUDOKAMA - 115 LOOMS.*
- c) We carry out job work on approximately 200 LOOMS.*



4

## HIGH SPEED GAS

- a) Singeing machine: This machine produces an even surface by burning off projecting fibres, yarn ends, and fuzz.*
- b) We have two Singeing machines*
- c) Coating head- for all possible types of coating.*
- d) Printing head- for all types of colour printing.*





# MANUFACTURING CAPACITY & PROCESS DETAILS



## FINISHING RANGE

- a) Finishing processes comprises of washing, bleaching, dyeing and coating on textiles following weaving.
- b) We have four finishing machines.
- c) Finishing machine with built-in weft straightener and 4 million capacity.



## INSPECTION

**We have lab with latest equipments.**

- Light Box (Colour Matching Cabinet)
- Corcking Meter (Rubbing Fastness)
- Tear Tester (Elmendorf)
- Tensile Tester.
- GSM Machine (round cutter)
- Weight Machine
- Warp Master (for yarn csp)



- A) This helps to identify the faults in production of fabric before packing & delivery.
- B) We have sixteen inspection machines.



# OUR MARKETS

*Domestically, we trade throughout INDIA, primarily in major cities like New Delhi, Mumbai, Kolkata, Ahmedabad, Ludhiana, Indore, Kanpur, Bellary, Hathras, Ulhasnagar, Bhilwara and Bhavnagar.*





# OUR MARKETS

*We export our denim to 15+ countries worldwide, like Colombia, Mexico, Egypt, Chile, Venezuela, Paraguay, Guatemala, Peru, Ecuador, Lebanon, Bangladesh, Argentina, Bolivia, Morocco, and USA.*





# MARKET SIZE

## Indian Denim Market

The Indian Denim Domestic Market has been growing at an average CAGR of 8-9% for the past several years and is predicted to reach US \$ 12.27 billion by 2028.



**1,600 million meters per year**  
*India's denim fabric installed capacity*



**50**  
*Denim fabric mills operating in India*



**850-900 million metres**  
*Domestic Consumption of Indian Denim Fabric*



*Denim fabric exports from January to October 2021, according to India's Ministry of Commerce and Industry, a Y-O-Y increase of 88.45%*



# GROWTH FACTORS

1



*The growing denim market, both internationally and nationally, is the main reason why leading mills are optimistically believing that denim will continue to tap growth in the years to come and if projections are an indicator, its growth will touch 10-12% on CAGR basis.*

2



*To grab more markets, both domestic and international and to reduce their dependency on the market for yarns, mills here are increasing their denim production capacities and some of them are investing in spindles also.*

3



*This backward integration is helping companies to have better control over raw material availability as well as timely and cost-effective production and also help the company to cater to its customers in a more efficient way.*

4



*The versatility of denim is also a reason that's creating demand.*

5

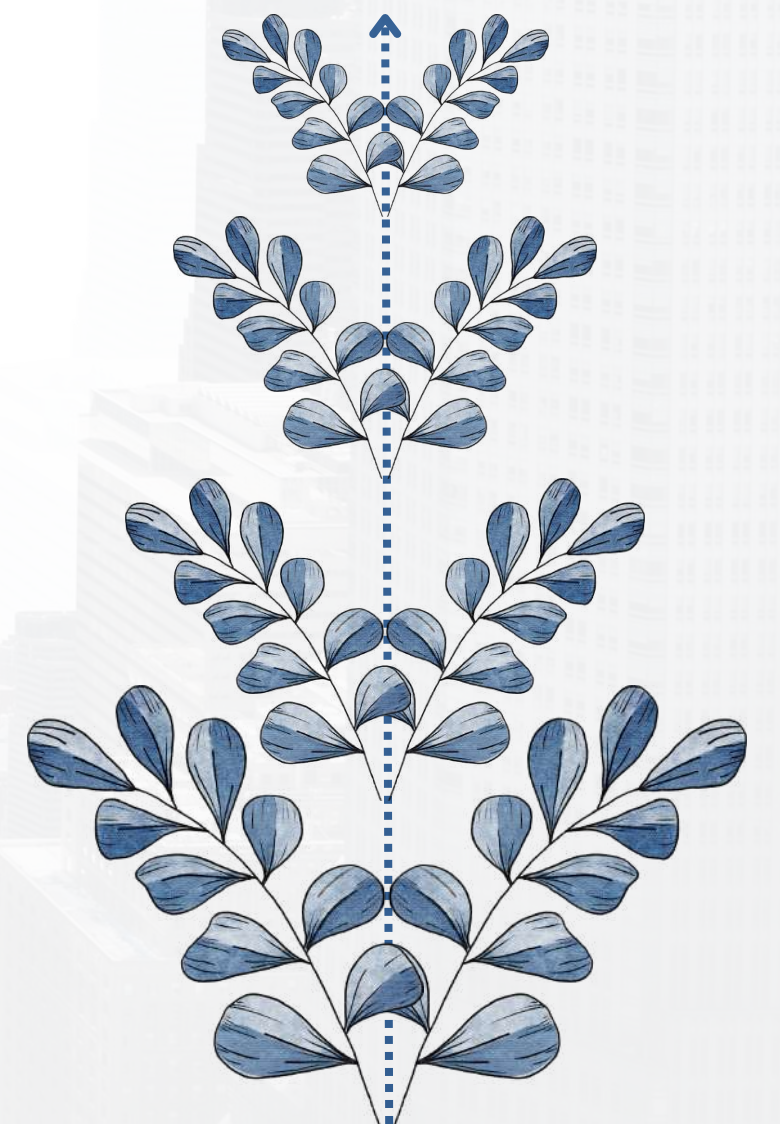


*The Textile Ministry of India earmarked Rs. 690 crore (US\$ 106.58 million) for setting up 21 readymade garment manufacturing units in seven states for development and modernization of Indian Textile Sector.*



# GROWTH OPPORTUNITIES

1. The Indian textile industry is set for strong growth, buoyed by both strong domestic consumption as well as export demand.
2. The **Directorate General of Foreign Trade (DGFT)** has revised rates for incentives under the Merchandise Exports from India Scheme (MEIS) for two subsectors of textiles Industry - readymade garments and made-ups - **from 2% to 4%**.
3. The textile and apparel industry is expected to grow as the government initiatives to bolster the sector have raised hopes of the sector growing to **\$300 billion by 2025-26, a growth of 300% in the next 2 years.**
4. Urbanization is expected to support higher growth due to change in fashion and trends.
5. India has transitioned from being a net importer, in terms of value, of technical textiles (**imports exceeded exports by Rs. 1,058 crore**) in FY20 to a net exporter of the same (**exports exceeded imports by Rs. 2,998 crore**) in FY21.





# GROWTH OPPORTUNITIES

1. The government has approved the proposal for the creation of **National Technical Textiles Mission (NTTM)** for a period of **four years (2020-21 to 2023-24)** with an outlay of **Rs. 1,480 crore**.
2. The **Scheme for Capacity Building in Textile Sector (SAMARTH)** to address the shortage of skilled workers in the textile sector with a target of training 10 lakh persons.
3. India's textile industry is one of the largest in the world with a large unmatched raw material base and manufacturing strength across the value chain. **It is the second-largest producer of man-made fibre (MMF) after China.**
4. The **textiles and apparel (T&A) industry contribute 2.3% to the country's GDP, 13% to industrial production and 12% to exports.**
5. **Union Budget 2022-23:**
  - a. Under Union Budget 2022-23, the government has allocated around **Rs. 12,382 crore (US\$ 1.62 billion) to the Ministry of Textiles.**
  - b. **Rs. 133.83 crore (US\$ 17.53 million)** is allocated to Textile Cluster Development Scheme.
  - c. **Rs. 478.83 crore (US\$ 62.73 million)** is allocated for Research and Capacity Building in textiles.
  - d. **Rs. 100 crore (US\$ 13.07 million)** for National Technical Textiles Mission.





# SWOT ANALYSIS

- *Integrated Manufacturing Facility*
- *Our Experienced Management*
- *Locational Advantage*
- *Qualitative Products*
- *Existing relationship with the clients*

## STRENGTH



- *Increase in mid-market / value shops.*
- *Price fluctuations to keep up with changing demands & trends.*
- *Scarcity of trained labour.*
- *Increase in unit cost & high tariff barriers.*

## WEAKNESS



## OPPORTUNITIES



- *The Industry is expected to grow to US \$190 billion by FY26.*
- *Urbanization to support higher growth.*
- *Budget Allocation in Union Budget for Textile Sector.*
- *The PLI Scheme, worth INR 15 crore*

## THREATS



- *High Competition.*
- *Competitors offering cheaper prices.*
- *Factories in China and Europe are down.*
- *Other factors influencing raw material supply, unpredictable market conditions, weather, policies*



# STRENGTHS

- **Integrated Manufacturing Facility** : allowing us to carry on all the facilities in house i.e. from winding and warping of yarn to dispatch of the fabric.
- **Our Experienced Management:** through their constant efforts, we have been able to build a sustainable business model
- **Locational Advantage:** enables us to procure the raw materials at easy availability with cost efficiency, boost our marketing activities and add value to our revenues due to established market for textiles.
- **Qualitative Products:** strive to have least tolerance for any manufacturing defect which has helped us in retaining our existing customers and developing new customers.
- **Existing relationship with the clients:** we are engaged in B2B business model, our existing client being traders provides us repeated orders. We trust that our existing relationship and goodwill amongst our traders serves as a competitive advantage in gaining new clients and increasing our business with existing clients.





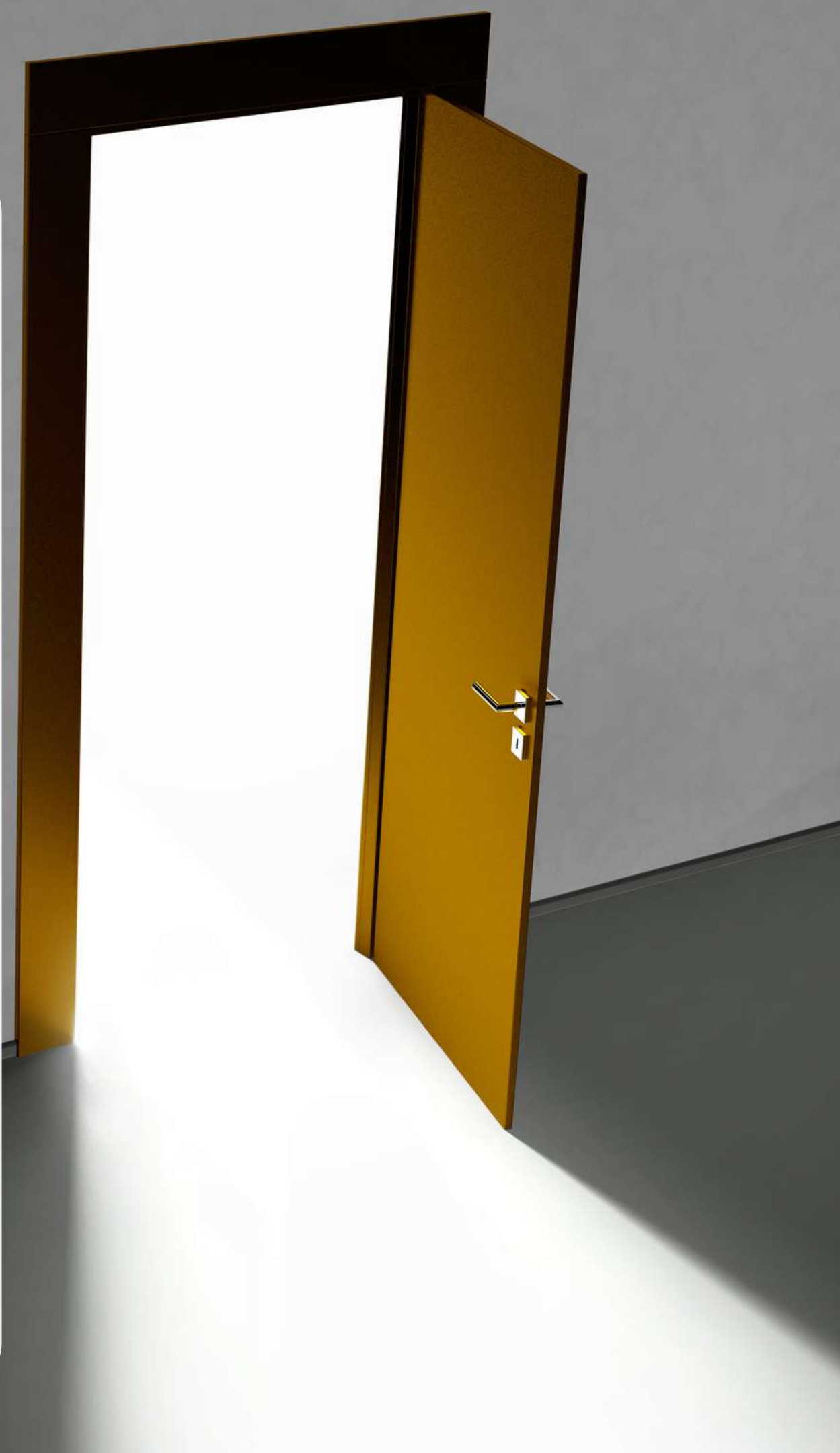
# WEAKNESSES

- An **increase in mid-market / value shops** has a detrimental influence on higher-end retailers and **increases the potential to offer lower-end brands**.
- **Price fluctuations** to keep up with changing demands and trends.
- **Scarcity of trained labour**.
- An **increase in unit cost**, as well as high **tariff barriers** and **export penalties**.



# OPPORTUNITIES

- The textile and apparel industry is expected to grow to **US \$190 billion by FY26.**
- **Urbanization** is expected to support higher growth due to change in fashion and trends.
- According to Union Budget 2022, there is a total allocation of **₹12,382 crore for the textile sector for next financial year**, ₹133.83 crore is for Textile Cluster Development Scheme, ₹100 crore for National Technical Textiles Mission, and ₹15 crore each for PM Mega Integrated Textile Region and Apparel parks scheme and the Production Linked Incentive Scheme.
- The PLI Scheme, worth **INR 15 crore**, is likely to provide a major boost for textile manufacturers. The scheme proposes to incentivise MMF (man-made fibre) apparel, MMF fabrics and 10 segments of technical textiles products.





# THREATS

- **High Competition:** The market is saturated with established brands.
- When **competitors offer cheaper prices**, it is difficult to strike a balance between price and quality.
- Due to pollution concerns, certain **factories in China and Europe have been shut down**, resulting in a spike in the price of basic raw materials.
- There are also other factors influencing **raw material supply, unpredictable market conditions, weather, policies**, and other factors have resulted in an increase in raw material costs.





# MEET OUR TEAM



## **MR. KAILASHCHANDRA HIRALAL LADDHA, CHAIRMAN**

*He has **45 years of versatile experience** in the textile industry and has thorough knowledge of products of our Company. He holds experience in **operations, business process, risk management MIS, administration, vendor management, and team building**. He looks after the **strategic growth** of the Company and is guiding force behind success of the Company.*

## **MR. YOGESH LADDHA, PROMOTER AND MANAGING DIRECTOR**

*Yogesh Laddha, is **Chartered Accountant by qualification** and member of the Institute of Chartered Accountants of India. His experience and dedication has contributed immensely in the development of the Company. He is the **key person in formulating and implementation of business strategy for growth & expansion** and he also looks after the **overall business operations**. He is further entrusted with **the exports responsibilities and custom documentation** relating to the Company.*



## **MR. MAHESHCHANDRA KAILASHCHAND LADHA, WHOLE TIME DIRECTOR**

*He has **30 years of experience** behind him and is a **Commerce graduate and young entrepreneur**, with specialization in **Finance & Marketing**. He is specialized in **marketing planning, portfolio management** and looking after day to day activities of the company and is associated with the **Textiles industry from last 30 years** and has a vast experience in handling and controlling of various activities like **Administration, Marketing and production**.*





# MEET OUR TEAM



## **MR. KAMLESH KAILASHCHAND LADHA, WHOLE TIME DIRECTOR**

*He is a young entrepreneur, with specialization in production and has 25 years of experience behind him. He is looking after day to day activities of production of the company and has vast experience in handling and controlling of various activities like **Administration**. He has a deep **understanding of systems and processes, combining critical thinking with industry expertise** to optimize production.*

## **SMT. PALLAVI LADDHA, WHOLE TIME DIRECTOR**

*She is the **Promoter and Whole Time Director and Chairman of Internal Complaint Committee** of the Company. She holds a **Master degree in Business Administration (MBA)**. She is currently engaged in the **Human Resource, Financial Management and Administrative activities of the Company**. She is looking after day to day activities of **Payment Planning to Suppliers and Active involvement in Corporate Social Responsibility Activities of Company**. She has very good understanding of categories like **Women's Denim Products Clothing**.*





# MEET OUR TEAM



## **MR. DILIP BALKISHAN PORWAL INDEPENDENT DIRECTOR**

*He has extensive experience and expertise in the financial services sector and has expertise in the fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations or other disciplines related to the company's business. At Strides, He is the Chairperson of the Nomination and Remuneration Committee, Stakeholder Relationship Committee and is a Member of the Audit Committee and Corporate Social Responsibility Committee.*

## **MR. BASANT KISHANGOPAL PORWAL, INDEPENDENT DIRECTOR**

*He is a Chartered Accountant and has extensive experience and expertise in the financial services sector. He has expertise in the fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations or other disciplines related to the company's business. At Strides, He is the Chairperson of the Audit Committee and is a Member of the, Nomination and Remuneration Committee.*



## **MR. SHRINIVAS SHIVRAJ BHATTAD, INDEPENDENT DIRECTOR**

*He is a B. Tech Mechanical Engineer and has extensive experience and expertise in the financial services sector. He has expertise in the fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations or other disciplines related to the company's business. At Strides, He is a Member of the Nomination and Remuneration Committee.*





# MEET OUR TEAM



## **MR. SANDEEP KUMAR MANIYAR, INDEPENDENT DIRECTOR**

*He is a **Qualified Chartered Accountant, Company secretary, and Cost management accountant**. He is an **Independent** director of our company. He is a member of Nomination and remuneration committee of our company. He is a **versatile and result orientated business leader with proven success in building, enabling and managing a broad range of business across multiple sectors from 23 years**. He has extensive experience and expertise in **the financial services sector** and has expertise in the **fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations** or other disciplines related to the company's business.*

## **MR. RAJIV MAHAJAN, INDEPENDENT DIRECTOR**

*He is a **Certified Associate of Indian Institute of Bankers (CAIIB)**. He has also done his post graduation in philosophy and post-graduation in sociology. He is an **Independent** director of our company. He is a member of Nomination and remuneration committee of our company. He was **Ex DGM in Punjab National Bank**. He has **34 year service in Oriental Bank of Commerce and 2 and half year service in Punjab National Bank**. He has worked as a **Forex officer, Branch Managers in different areas, Circle Head of South Delhi and Jodhpur, Dy Zonal Head in Amritsar Zone**.*





# MEET OUR TEAM



## **MR. RAJ KUMAR CHECHANI, CHIEF FINANCIAL OFFICER**

*He is a Chartered Accountant and has 9 Years of Vast Experience in the field of Accounts. He is responsible for all the compliances relating to accounting and financial matters, income tax matters and other related matters under various applicable acts and laws.*

*He is managing the treasury desk for forex and interest rate trading. He is usually responsible for the administrative, financial, and risk management operations of the company.*

## **MR. KAMESH SHRI SHRI MAL, COMPANY SECRETARY**

*He is Company Secretary and Compliance Officer of the company. He holds a Master degree in Commerce and a Law Graduate, he is a member of the Institute of Company Secretaries of India. He has been with the organisation for more than 4 years. He possesses vast experience in the field of investor relations apart from secretarial matters.*





# SNAPSHOT Q3 FY23

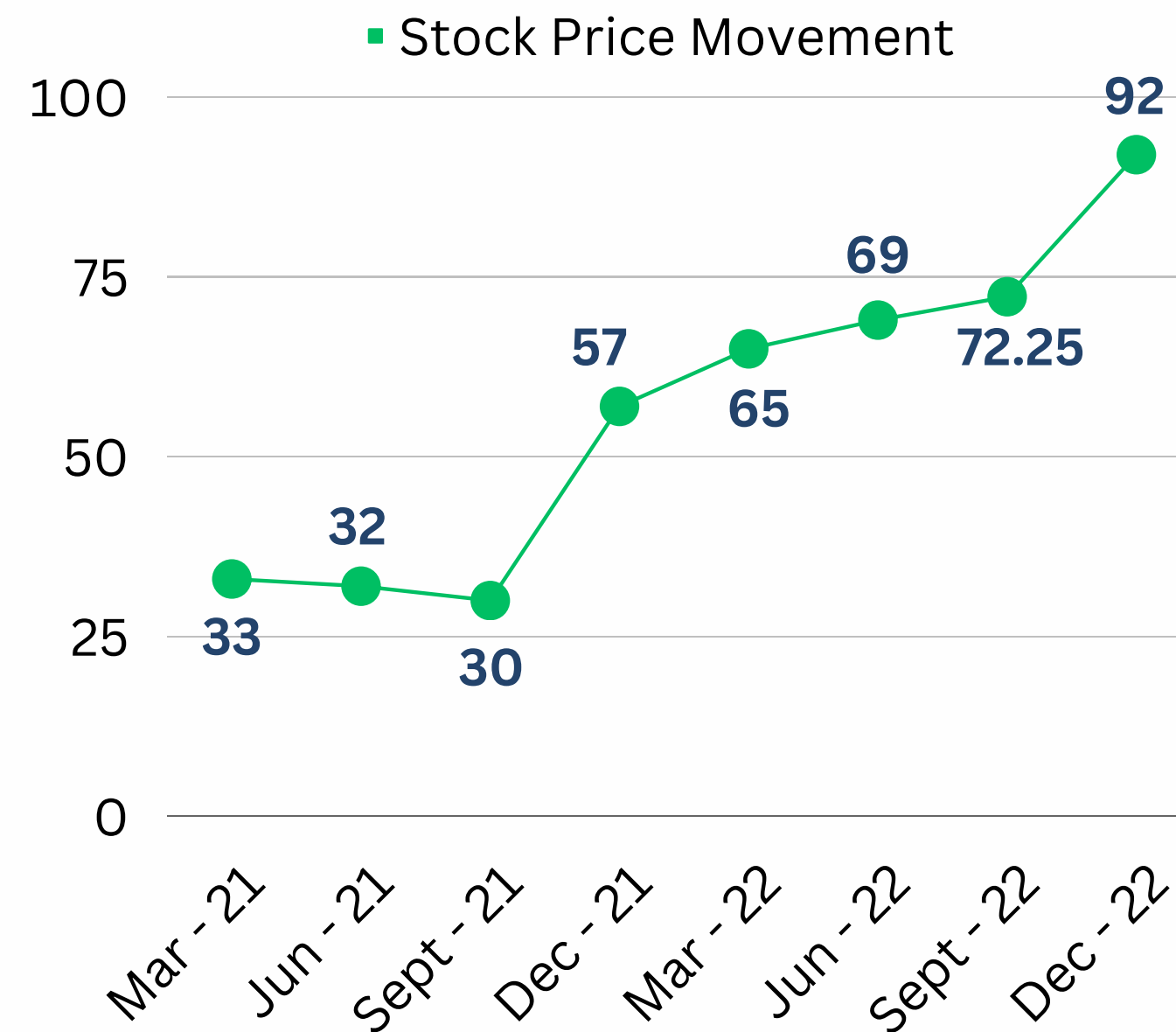
Total Income  
₹ 15,215 Lakhs

EBITDA Margin  
6.43%

PBT Margin  
2.19%

## Key Market Statistics (30th December 2022)

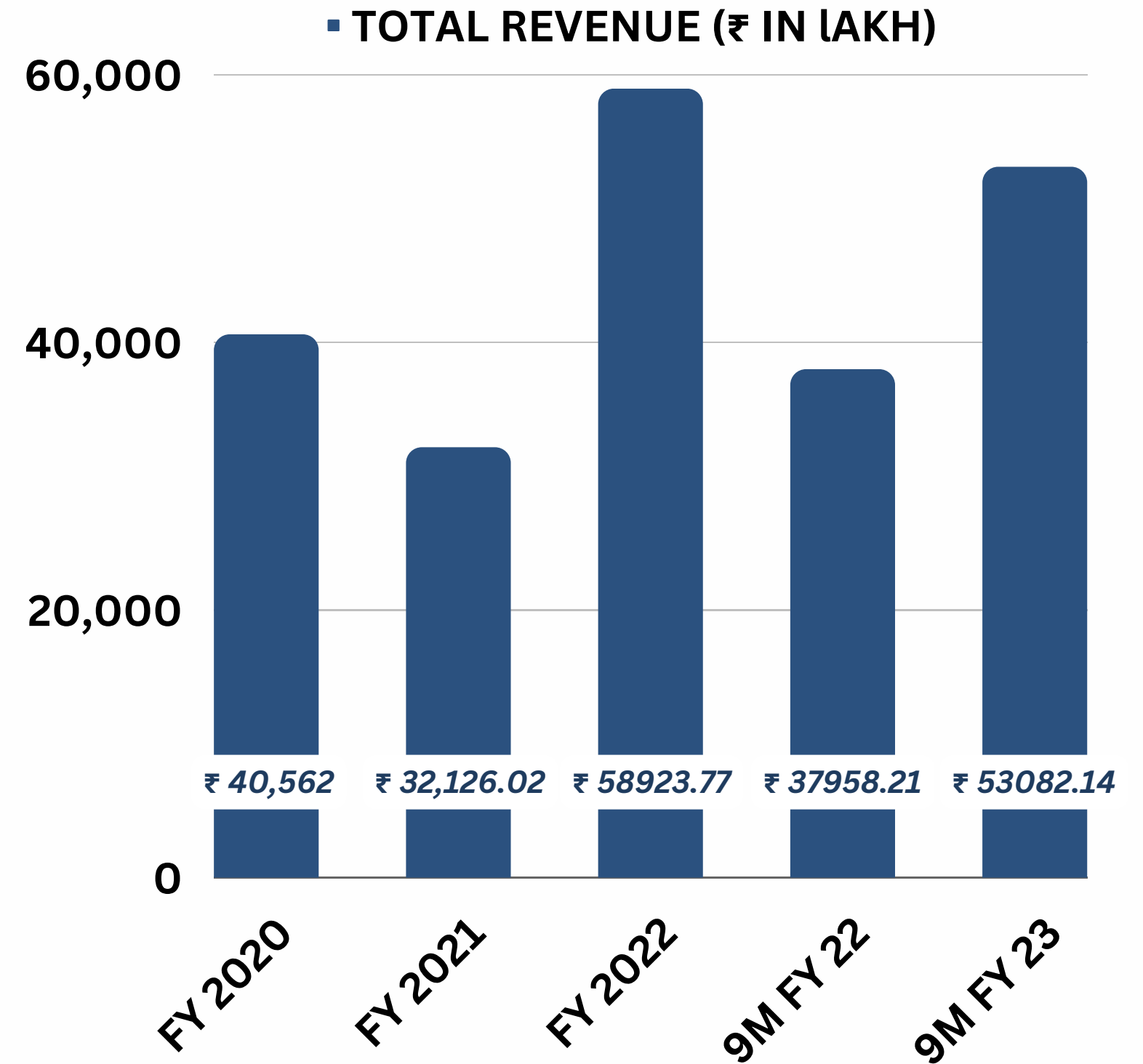
Market Capital	137 Cr
Face Value	₹ 10 / share
BSE Code	540396
Current Price	93
52 Week High / Low	104/48
EPS	₹ 5.26





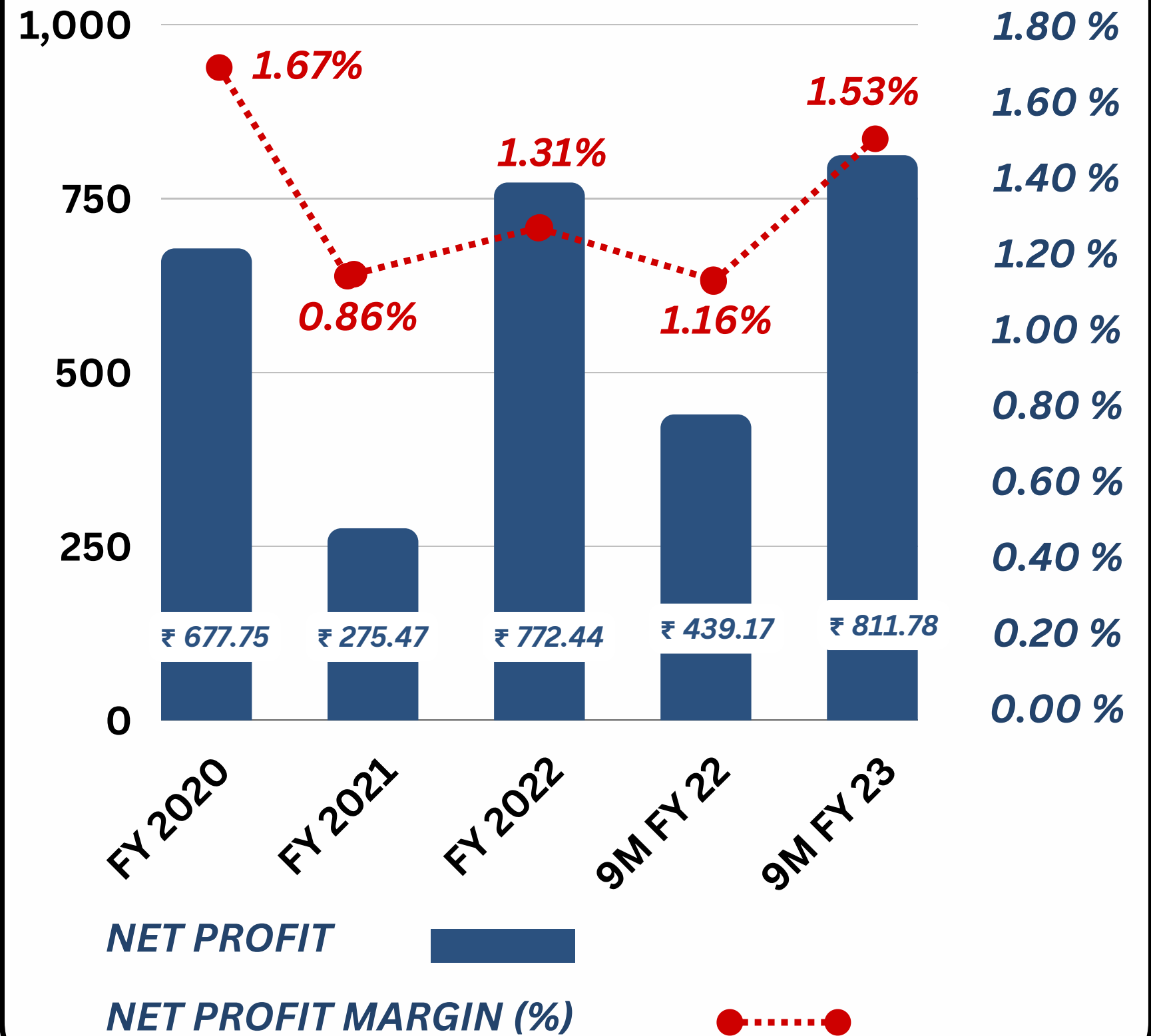
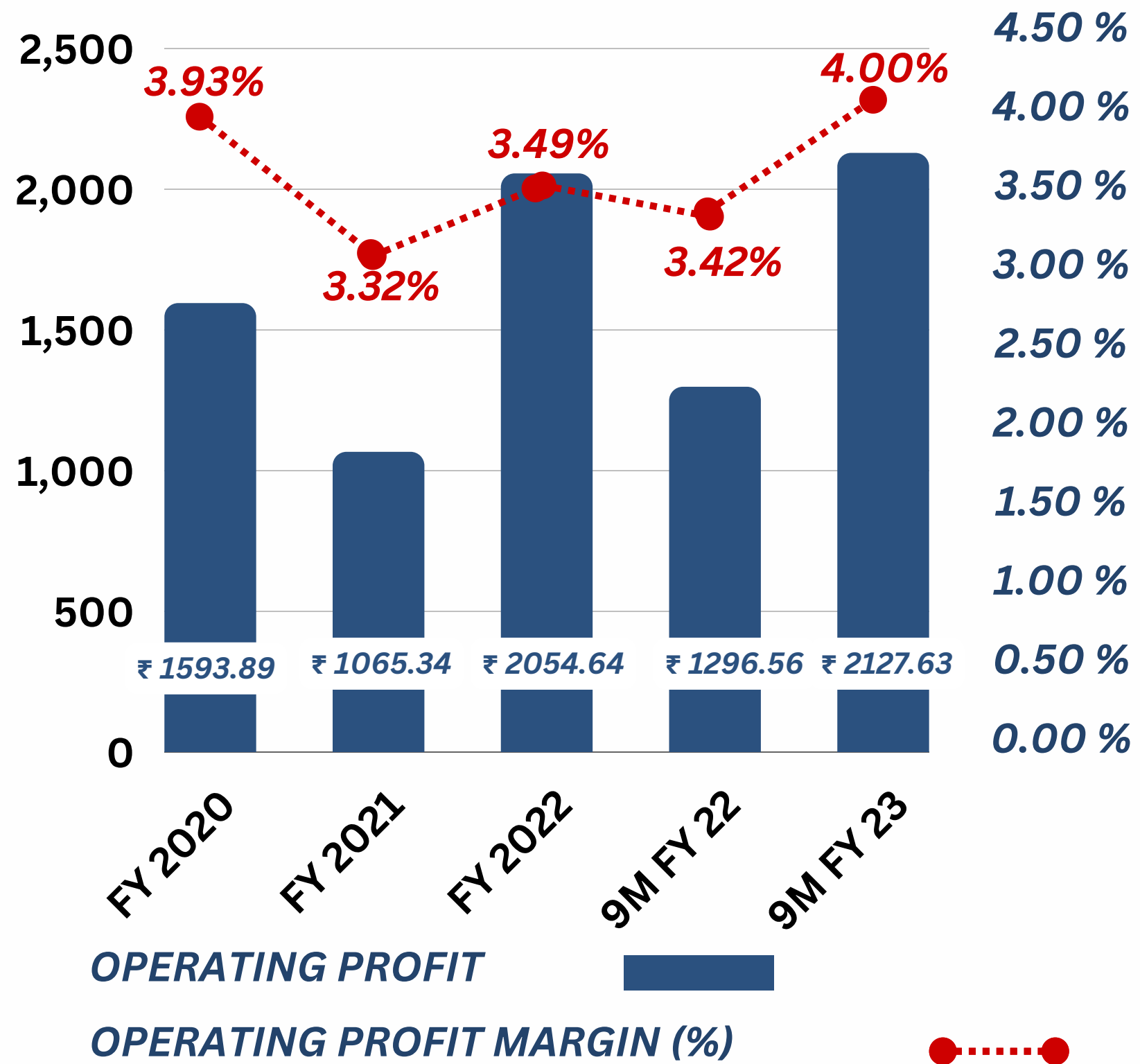
# MARGIN RATIOS

- The Revenue rose by 39.84% from Rs. 37,958.21 Lakhs in 9M FY22 to Rs. 53,082.14 lakhs in 9M FY23.
- Profit after Tax (PAT) including Other Comprehensive Income at Rs 811.78 lakhs for 9M FY23 increased by 84.85% as compared to Rs. 439.17 lakhs in 9M FY22.



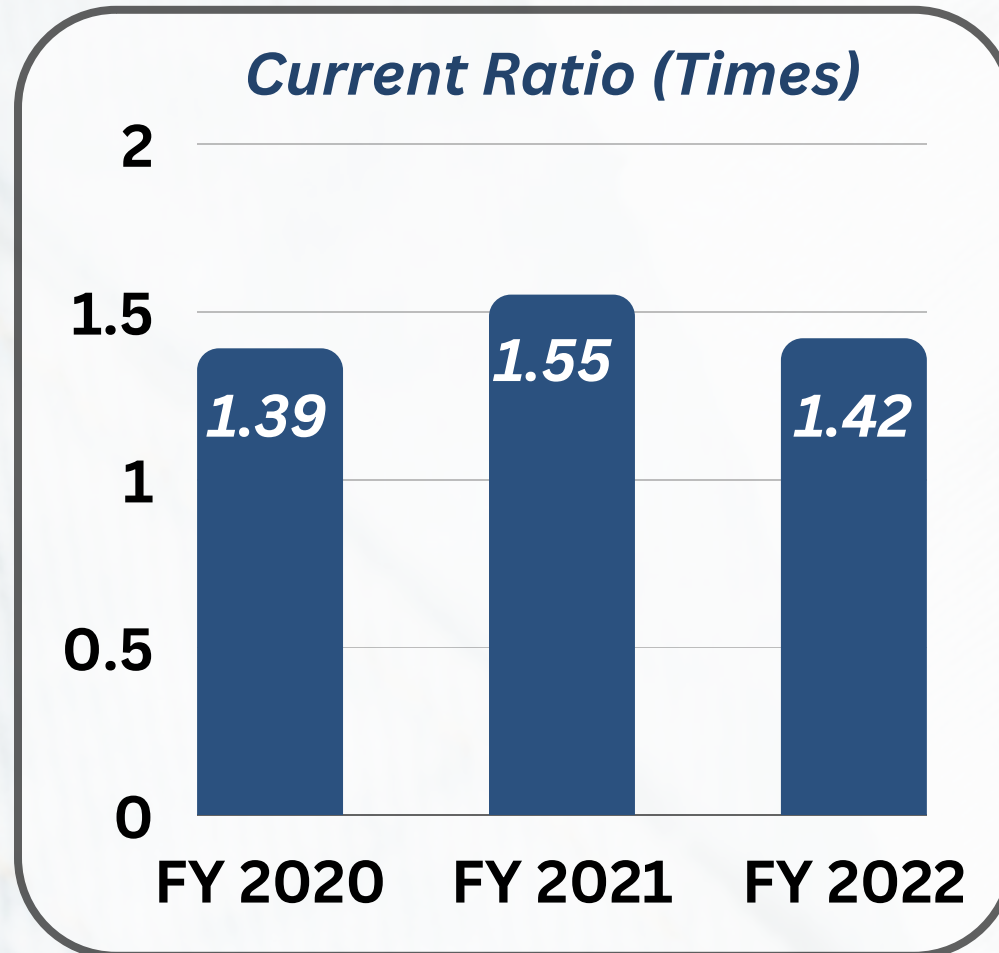


# MARGIN RATIOS

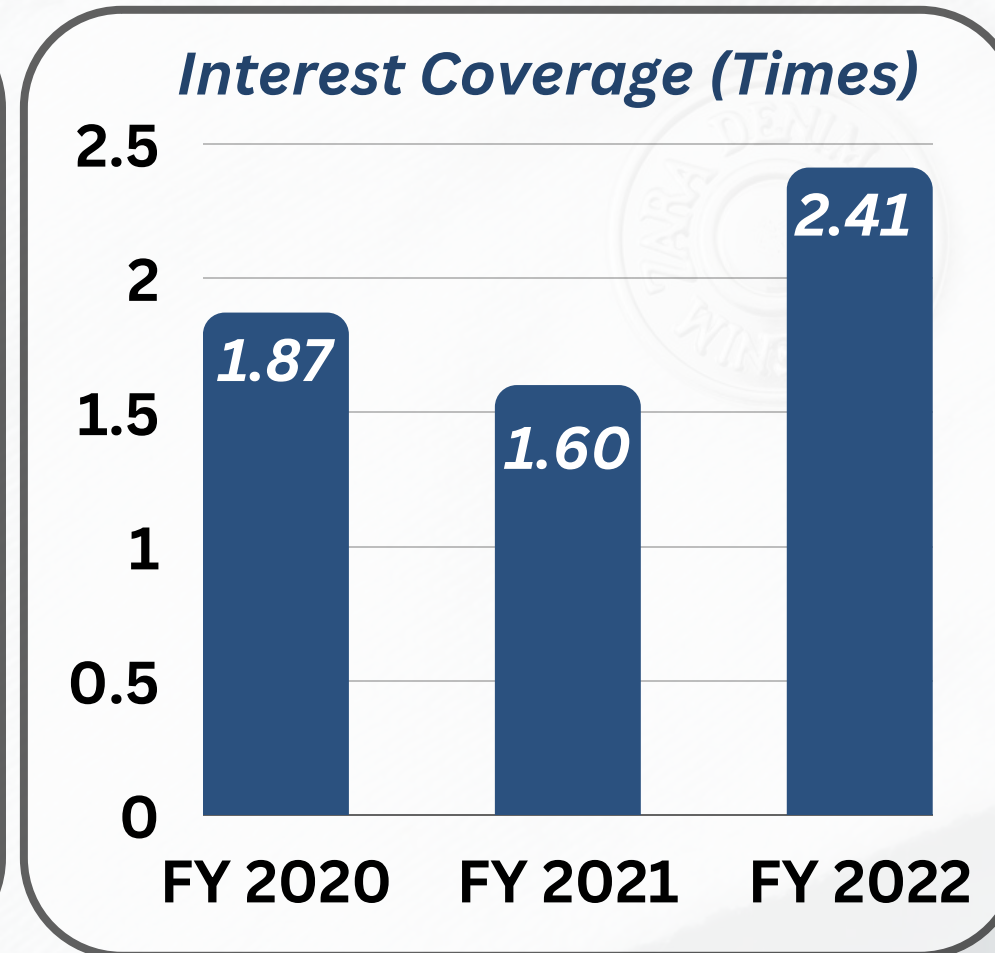




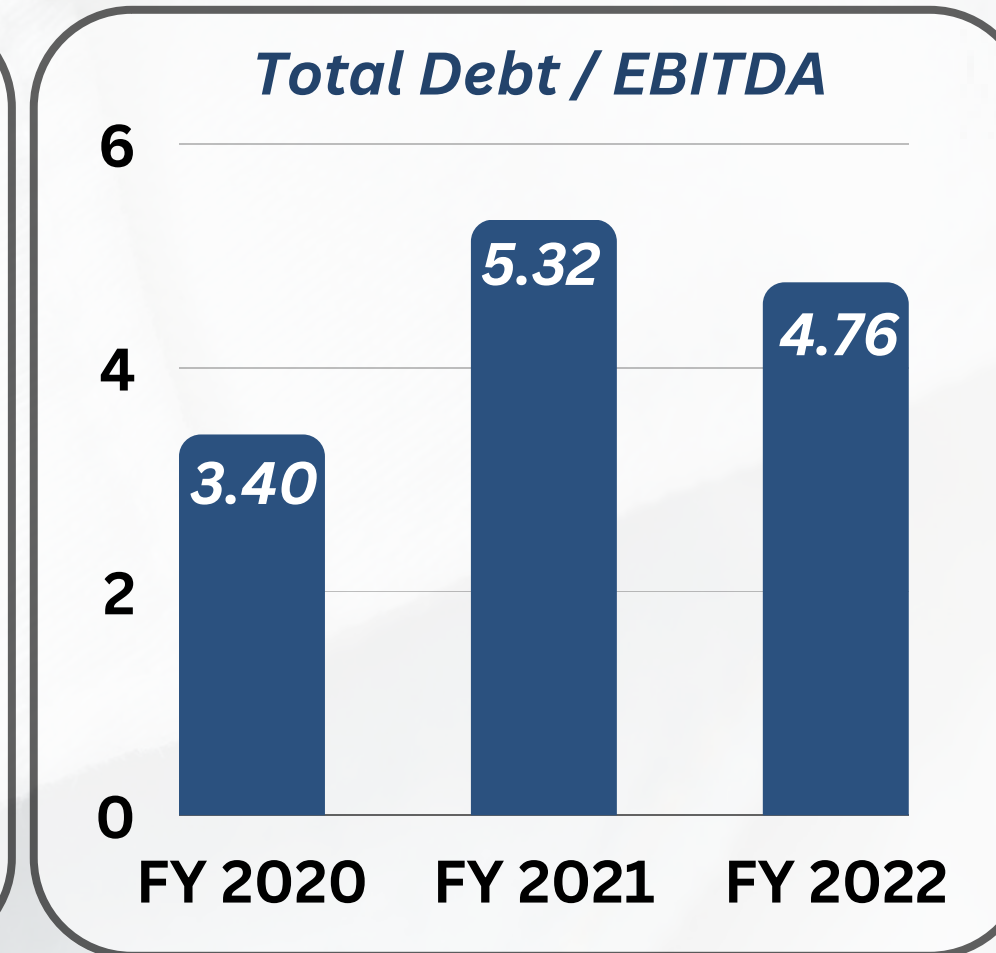
# STRONG FINANCIALS - KEY RATIOS



The Current ratio has **been constant for past 3 years**. Hence it signifies that the company is fully equipped to meet its short term obligations efficiently. We **have not been facing cash crunch** in the short term which is **leading to a higher liquidity performance**.



The interest coverage ratio depicts the interest paying ability of a company. Interest coverage ratio of the company has grown steadily from **1.87 times in FY20 to 2.41 times in FY22**. We believe that the company is **able to generate sufficient profits** to honour its interest payments.



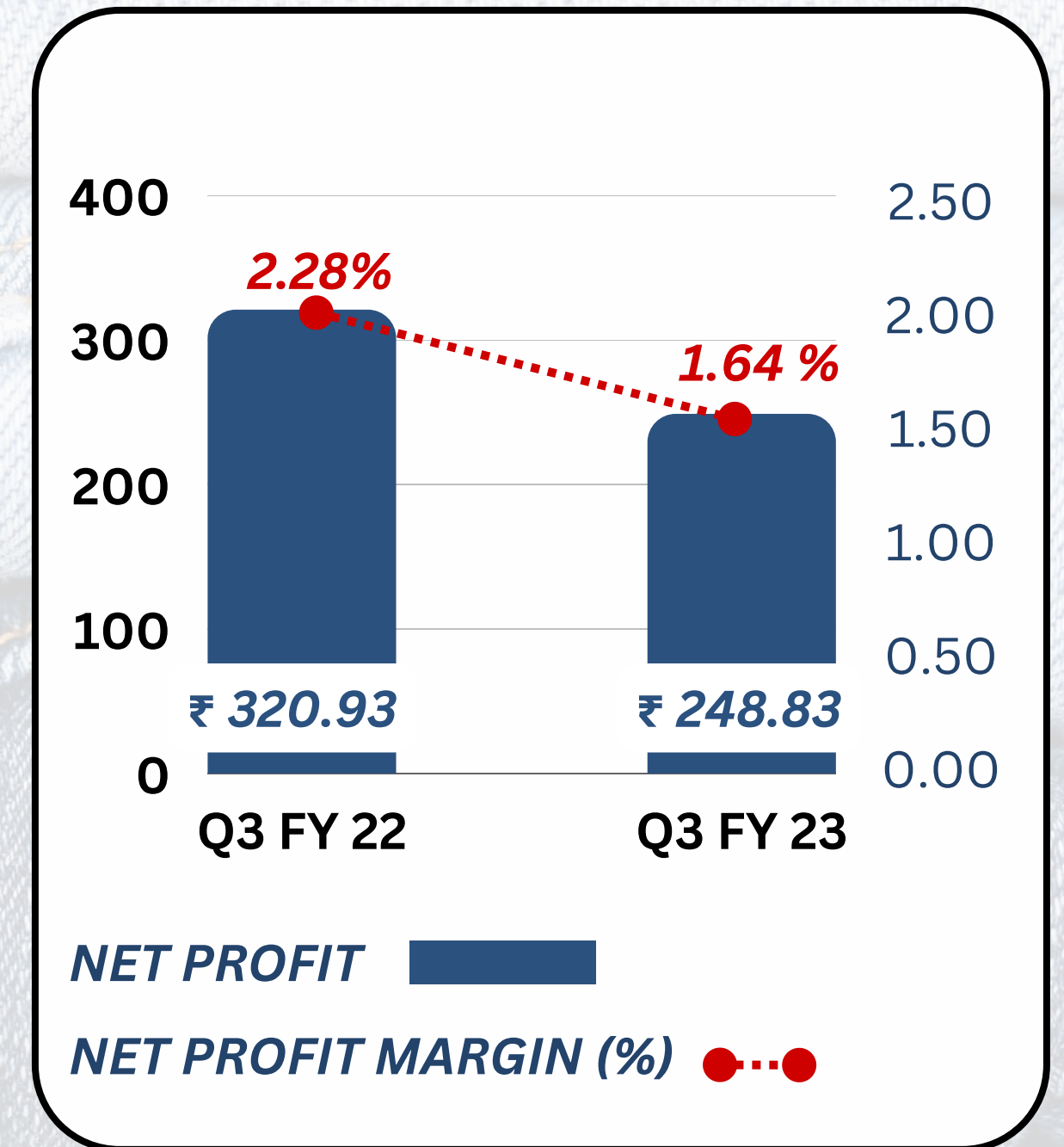
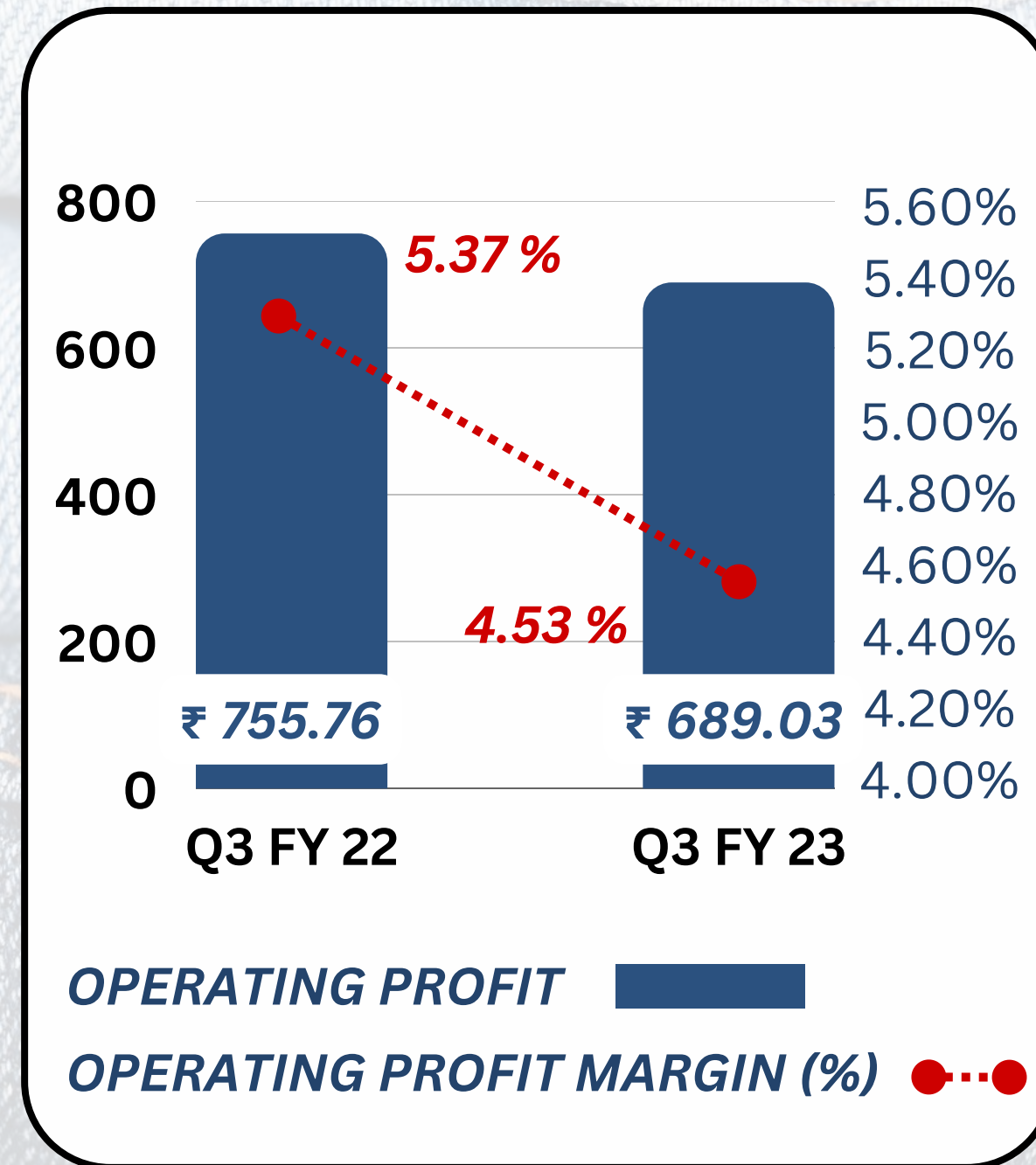
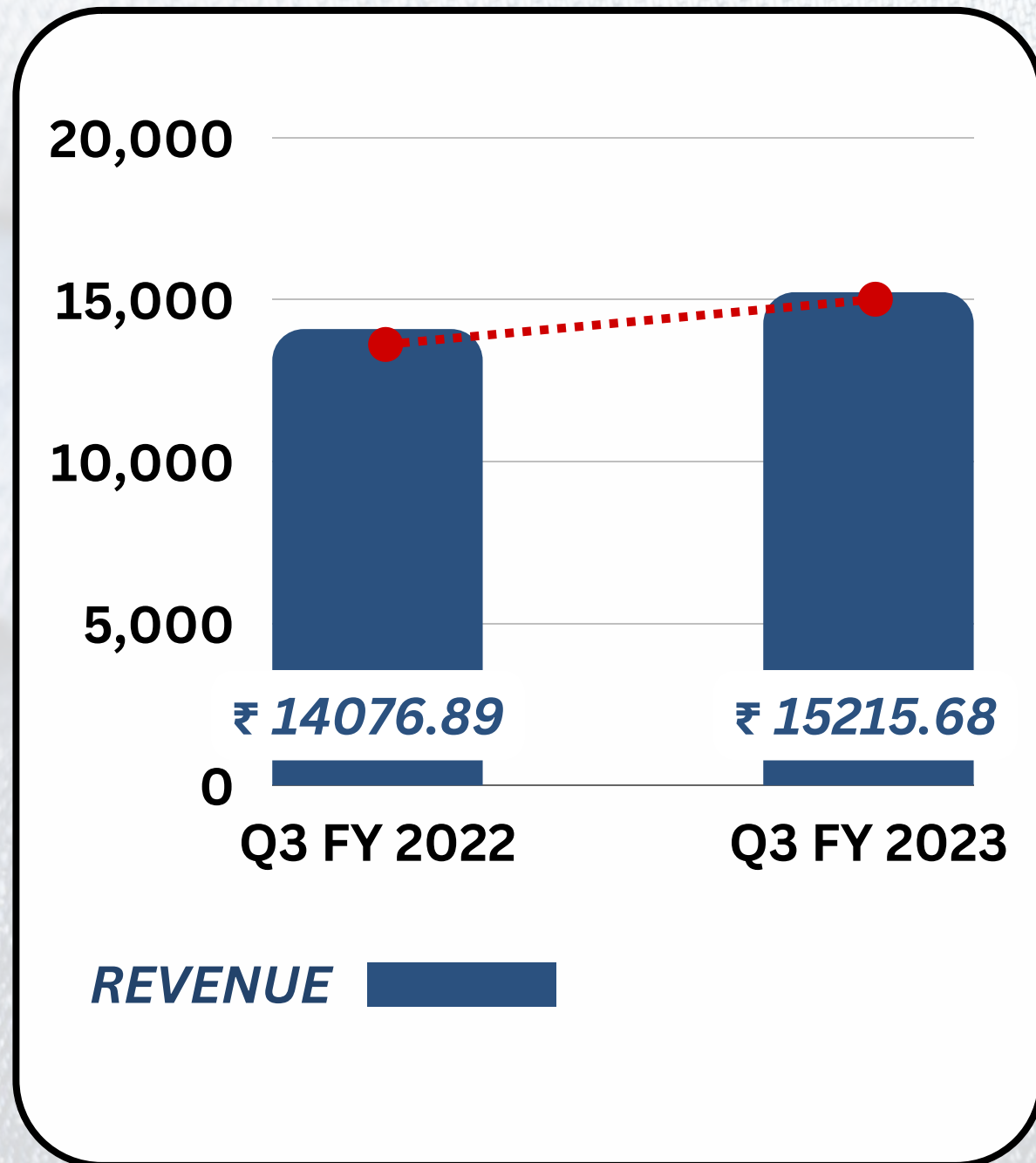
**Debt/EBITDA ratio** is used by to gauge a company's liquidity position and financial health. The ratio shows how much actual cash flow the company has available to cover its debt and other liabilities. Thus a **stable debt/EBITDA ratio is a positive indicator that the company has sufficient funds to meet its financial obligations** when they fall due.



# STRONG FINANCIALS

## -QUARTERLY KEY RATIOS

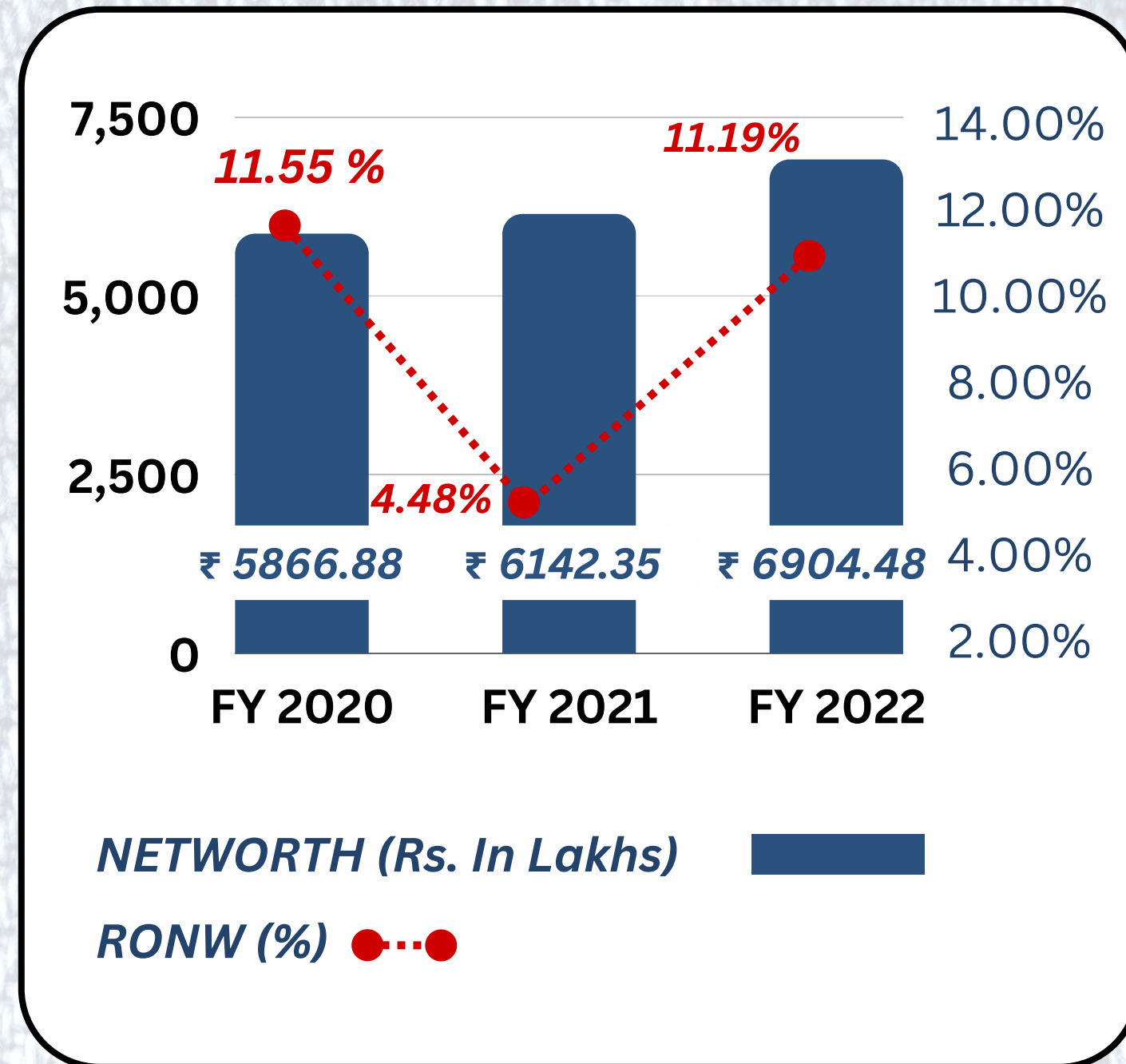
Revenue rose by 8.09% from Rs.14,076.90 lakhs in Q3 FY2022 to Rs.15,215.68 lakhs in Q3 FY2023.





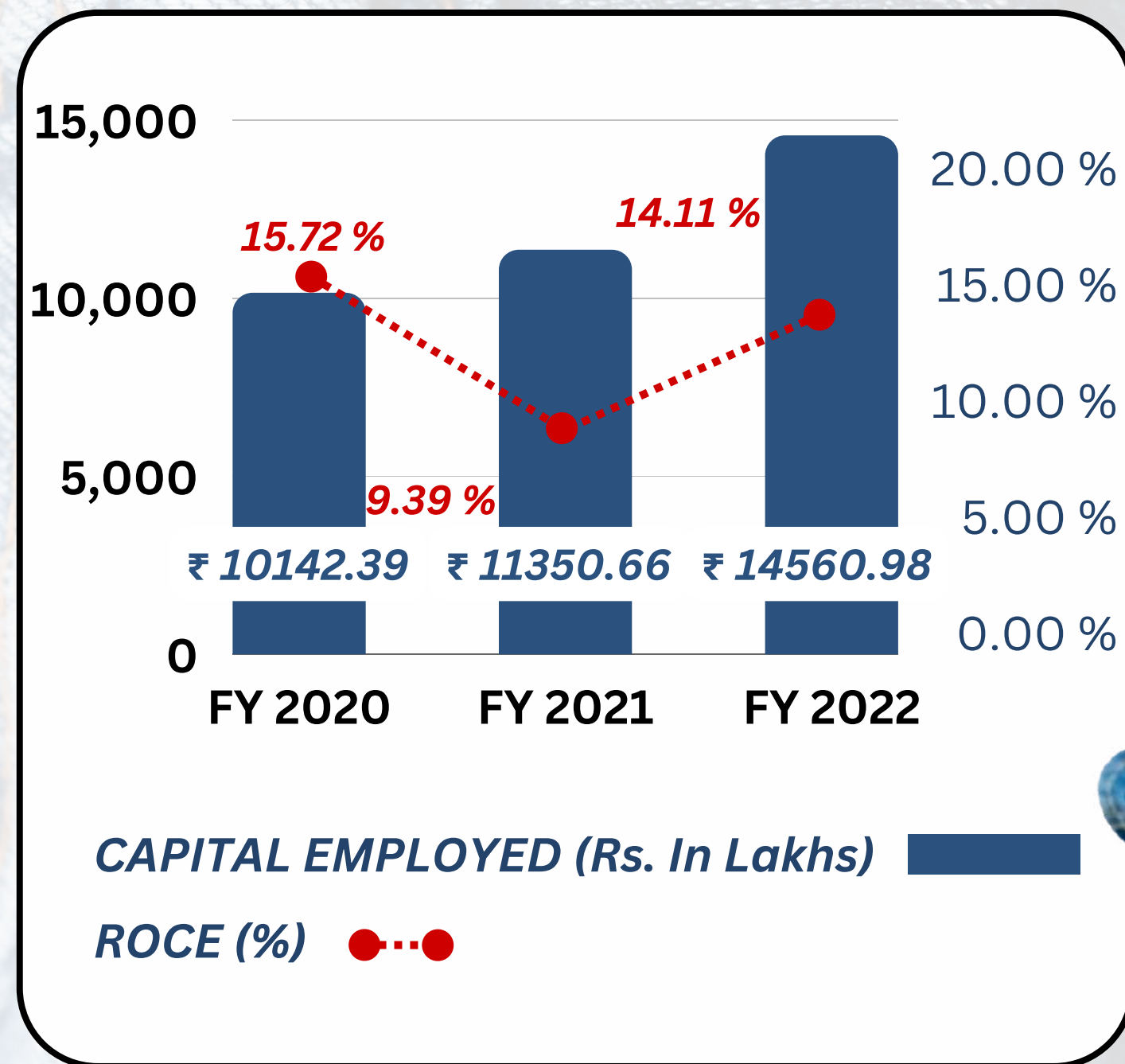
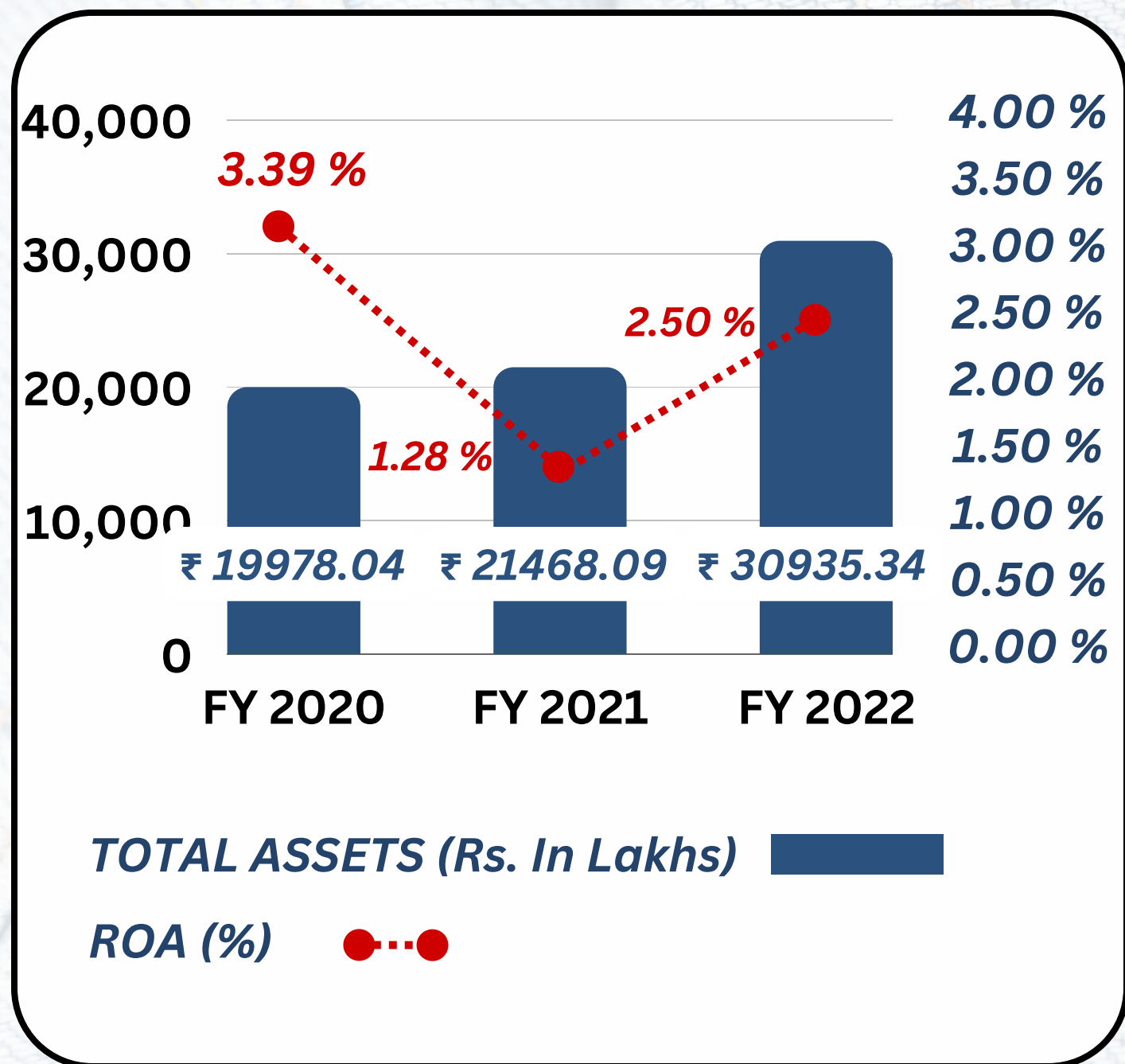
# RETURN RATIOS

*Return Ratios measures how effectively an investment is being managed by the company so that highest possible return is generated on the investment. The above three return ratios: ROE, ROCE and ROA have increased sharply indicating that the company is making efficient use of the resources available to it to generate profits.*





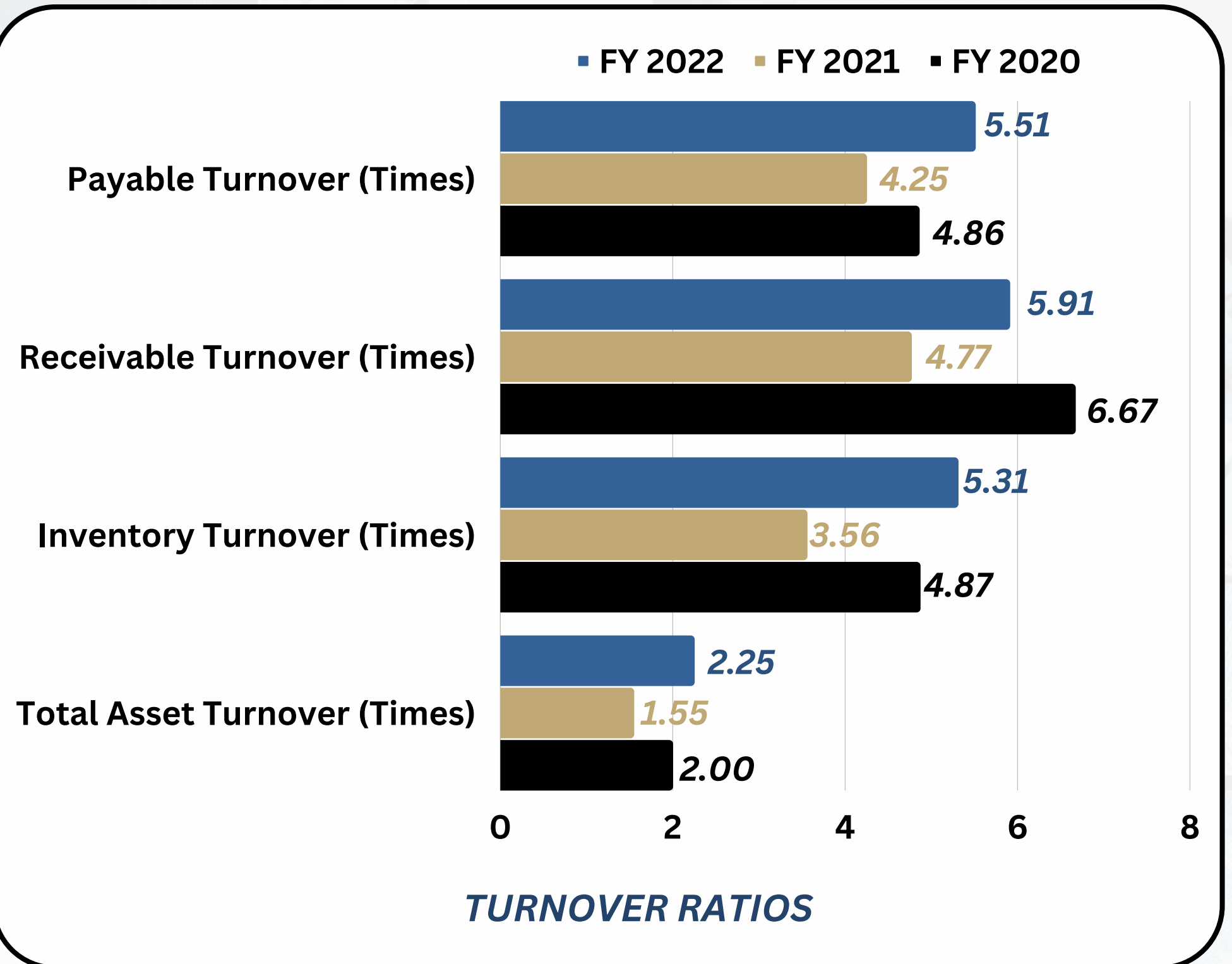
# RETURN RATIOS





# EFFICIENCY RATIOS

Performance is quite favourable on operational front. The company has been performing well, in terms of industry parameters. The company has been on favourable terms with debtors and thus receiving payment earlier for FY22 compared to FY21. Thus company has been able to pay its creditors earlier. Overall the cash conversion cycle has decreased from 93 days in FY21 to 64 days in FY22.





# QUARTERLY HIGHLIGHTS (P&L)

PARTICULARS	Q3 FY22	Q3 FY23	YOY CHANGE
1) Revenue from Operations	14,072.64	15,201.86	8.02%
2) Other Income	4.26	13.82	224.41%
<b>3) TOTAL REVENUE (1+2)</b>	<b>14,076.89</b>	<b>15,215.68</b>	<b>8.09%</b>
4) Direct Expenditure			
(a) Cost of Materials Consumed	9,337.28	10,070.31	7.85%
(b) Purchase of Trade Goods Changes in Inventories of Finished Goods, Work-in-progress and stock-in-trade	-1,370.10	-447.18	-67.36%
<b>5) GROSS PROFIT (3-4)</b>	<b>6,109.71</b>	<b>5,592.55</b>	<b>-8.46%</b>
<b>6) GROSS PROFIT MARGIN (5/3)</b>	<b>43%</b>	<b>37%</b>	
(7) Employee Benefits Expenses	414.98	492.53	18.69%
(8) Other Expenses	4,707.17	4,122.28	-12.43%
<b>9) EBITDA (5-7-8)</b>	<b>987.56</b>	<b>977.74</b>	<b>-1.00%</b>
<b>10) EBITDA MARGIN (9/3)</b>	<b>7.02%</b>	<b>6.43%</b>	
11) Depreciation & Amortization Expenses	231.81	288.72	24.55%
<b>12) EBIT (9-11)</b>	<b>755.75</b>	<b>689.02</b>	<b>-8.83%</b>
<b>13) EBIT MARGIN (12/3)</b>	<b>5.37%</b>	<b>4.53%</b>	
14) Finance Cost	261.60	356.36	36.22%
<b>15) Profit/(Loss) Before extraordinary items &amp; Tax (12-14)</b>	<b>494.15</b>	<b>332.66</b>	<b>-32.68%</b>
16) Extraordinary Items( Income)	0	0	
<b>17) Profit/(Loss) Before Tax (15+16)</b>	<b>494.15</b>	<b>332.66</b>	<b>-32.68%</b>
18) Tax Expenses			
1 CURRENT TAX (MAT Tax)	141.17	98.25	-30.40%
2. Deferred Tax Liability	32.06	-14.42	-145%
<b>19) Net Profit/(Loss) for the period (17-18)</b>	<b>320.92</b>	<b>248.83</b>	<b>-22.47%</b>
<b>20) PAT MARGIN (19/3)</b>	<b>2.27%</b>	<b>1.64%</b>	





# PROFIT & LOSS STATEMENT

RS. IN LACS

PARTICULARS	FY2021	FY2022	9M FY22	9M FY23
1) Revenue from Operations	32,125.30	58,920.29	37,974.61	53,067.39
2) Other Income	0.72	3.48	-16.40	14.75
<b>3) TOTAL REVENUE (1+2)</b>	<b>32,126.02</b>	<b>58,923.77</b>	<b>37,958.21</b>	<b>53,082.14</b>
4) Direct Expenditure				
(a) Cost of Materials Consumed	20,376.13	37,665.20	24,714.16	35,877.49
(b) Purchase of Trade Goods Changes in Inventories of Finished Goods, Work-in-progress and stock-in-trade	-413.45	-728.08	-2,037.10	-1,448.62
<b>5) GROSS PROFIT (3-4)</b>	<b>12,163.34</b>	<b>21,986.65</b>	<b>15,281.15</b>	<b>18,653.27</b>
<b>6) GROSS PROFIT MARGIN (5/3)</b>	<b>38%</b>	<b>37%</b>	<b>40%</b>	<b>35%</b>
(7) Employee Benefits Expenses	1,205.56	1,653.65	1,181.67	1,392.26
(8) Other Expenses	9,194.47	17,362.04	12,155.69	14,271.38
<b>9) EBITDA (5-7-8)</b>	<b>1,763.31</b>	<b>2,970.96</b>	<b>1,943.79</b>	<b>2,989.63</b>
<b>10) EBITDA MARGIN (9/3)</b>	<b>5.49%</b>	<b>5.04%</b>	<b>5.12%</b>	<b>5.63%</b>
11) Depreciation & Amortization Expenses	697.97	916.32	647.23	862
<b>12) EBIT (9-11)</b>	<b>1,065.34</b>	<b>2,054.64</b>	<b>1,296.56</b>	<b>2,127.63</b>
<b>13) EBIT MARGIN (12/3)</b>	<b>3.32%</b>	<b>3.49%</b>	<b>3.42%</b>	<b>4.00%</b>
14) Finance Cost	664.58	850.91	612.20	1,033.75
<b>15) Profit/(Loss) Before extraordinary items &amp; Tax (12-14)</b>	<b>400.76</b>	<b>1,203.73</b>	<b>684.36</b>	<b>1,093.88</b>
16) Extraordinary Items( Income)	0	2.48	0	0
<b>17) Profit/(Loss) Before Tax (15+16)</b>	<b>400.76</b>	<b>1,206.21</b>	<b>684.36</b>	<b>1,093.88</b>
18) Tax Expenses				
1 CURRENT TAX (MAT Tax)	124.47	478.66	263.41	328.36
2. Deferred Tax Liability	0.82	-44.89	-18.22	-46.27
<b>19) Net Profit/(Loss) for the period (17-18)</b>	<b>275.47</b>	<b>772.44</b>	<b>439.17</b>	<b>811.79</b>
<b>20) PAT MARGIN (19/3)</b>	<b>0.86%</b>	<b>1.31%</b>	<b>1.16%</b>	<b>1.53%</b>





# BALANCE SHEET

RS. IN LACS

RS. IN LACS

PARTICULARS	2020	2021	2022	H1 FY23
<b>I. EQUITY AND LIABILITIES</b>				
<b>1.SHAREHOLDER'S FUNDS</b>				
(a) Share Capital	1,468.34	1,468.34	1,468.34	14,68.34
(b) Reserve & Surplus	4,398.54	4,674.01	5,436.14	6,016.52
(c) Money Received against share warrant	0	0	0	0
	<b>5,866.88</b>	<b>6,142.35</b>	<b>6,904.48</b>	<b>7,484.86</b>
<b>2.SHARE APPLICATION MONEY PENDING ALLOTMENT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>3.NON-CURRENT LIABILITIES</b>				
(a) Long-Term Borrowings	3,767.24	4,672.75	7,147.86	7,423.89
(b) Deferred Tax Liability (Net)	422.20	423.02	378.13	374.57
(c) Other Long Term Liabilities	0	0	0	0
(d) Long-Term Provisions	86.07	112.55	130.51	139.28
	<b>4,275.51</b>	<b>5,208.32</b>	<b>7,656.50</b>	<b>7,937.74</b>
<b>4.CURRENT LIABILITIES</b>				
(a) Short-Term Borrowings	4,963.69	4,708.16	7,007.22	7,651.32
(b) Trade Payable -				
(A) Total outstanding dues of micro enterprises and small enterprises; and	350.66	953.81	1,566.92	1,250.50
(B) Total outstanding dues of creditors other than micro enterprises and small enterprises.	4,188.15	4,095.26	7,053.34	10,030.40
(c) Other Current Liabilities	207.65	230.08	265.40	290.46
(d) Short-Term Provisions	125.50	130.12	481.48	238.71
	<b>9,835.65</b>	<b>10,117.43</b>	<b>16,374.36</b>	<b>19,461.39</b>
<b>TOTAL</b>	<b>19,978.04</b>	<b>21,468.09</b>	<b>30,935.34</b>	<b>34,883.99</b>

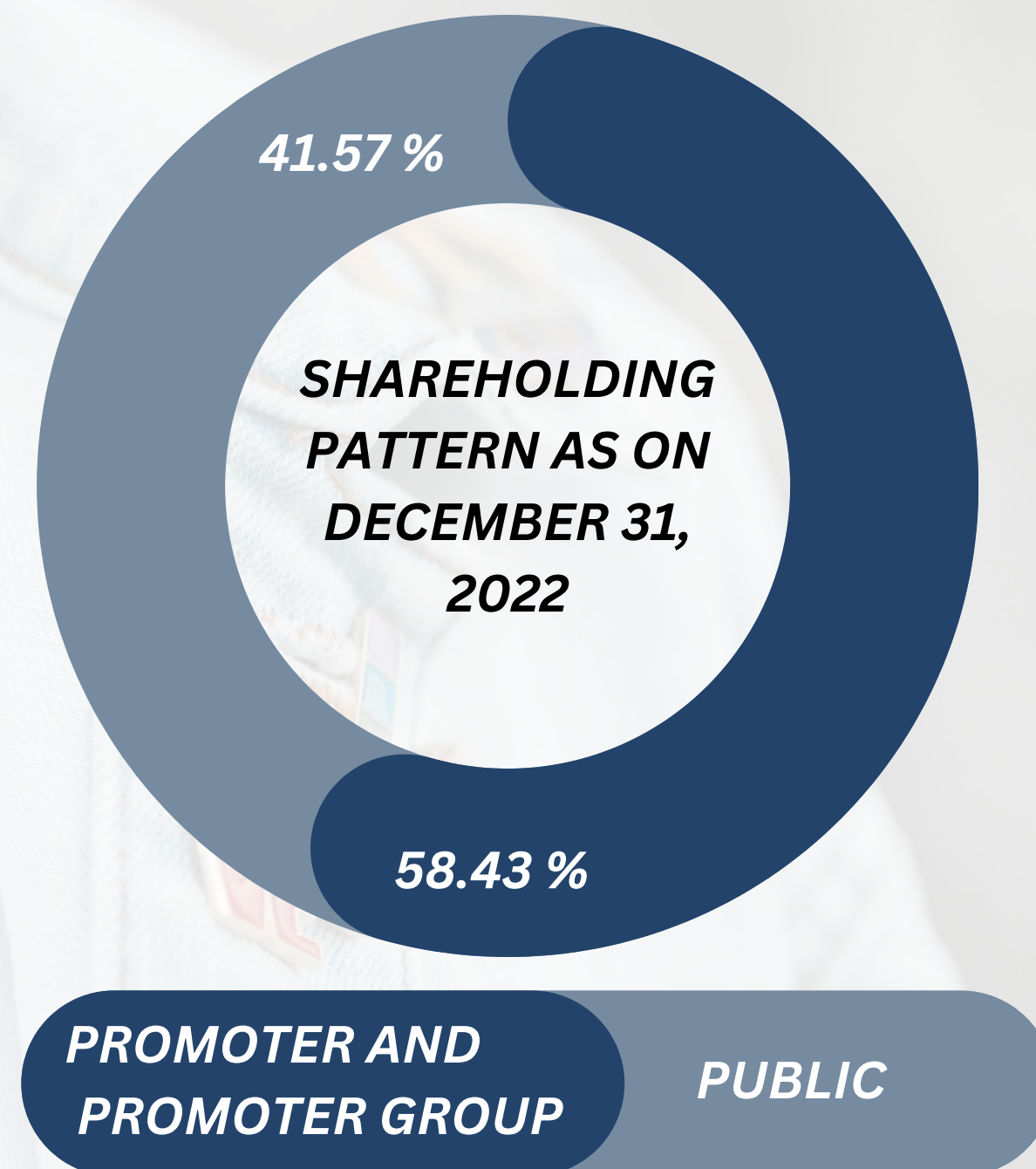
PARTICULARS	2020	2021	2022	H1 FY23
<b>II. ASSETS</b>				
<b>1. NON-CURRENT ASSETS</b>				
(a) Plant, Property & Equipment				
(i)Tangible Assets				
Gross Fixed Assets	9,837.73	9,961.40	10,551.85	12,537.84
Less: Depreciation	3,635.17	4,333.14	4,822.25	5,366.00
Net Fixed Assets	6,202.56	5,628.26	5,729.60	7,171.83
(ii)Intangible Assets	0	0	0	0
(iii) Capital work in Progress	0	0	1,851.70	58.83
(iv) Intangible Assets Under development	0	0	0	0
	<b>6,202.56</b>	<b>5,628.26</b>	<b>7,581.30</b>	<b>7,230.66</b>
(b) Non-Current Investments	0	0.00	0.00	
(c) Deferred Tax Assets (Net)	0	0	0	0
(d) Long-Term Loans and Advances	98.65	53.27	74.27	81.58
(e) Other Non - Current Assets	0.11	73.15	72.29	37.30
	<b>98.76</b>	<b>126.42</b>	<b>146.56</b>	<b>118.88</b>
<b>2.CURRENT ASSETS</b>				
(a) Current Investments	0	0.00	0.00	0
(b) Inventories	5,617.12	5,601.51	8,307.21	9,214.12
(c) Trade Receivables	5,594.16	7,880.35	12,044.48	15,694.68
(d) Cash and Cash Equivalent	477.50	487.08	570.76	1,011.53
(e) Short Term Loans and Advances	1,653.37	1,541.54	2,176.34	1,476.47
(f) Other Current Assets	334.57	202.93	108.69	137.65
	<b>13,676.72</b>	<b>15,713.41</b>	<b>23,207.48</b>	<b>27,534.45</b>
<b>TOTAL</b>	<b>19,978.04</b>	<b>21,468.09</b>	<b>30,935.34</b>	<b>34,883.99</b>





# CAPITAL STRUCTURE

AUTHORISED SHARE CAPITAL	NUMBER IN LAKHS		NUMBER IN LAKHS		₹ in lakhs	
	AS OF 31st DECEMBER 2022		AS OF 31st MARCH 2022		AS OF 31st MARCH 2022	
Particulars	Number	Amount	Number	Amount	Number	Amount
Authorized Share Capital	150	1,500.00	150	1,500.00	150	1,500.00
Equity Shares of ₹ 10 each Issued, Subscribed and PaidUp.	146.83	1,468.34	146.83	1,468.34	146.83	1,468.34





# CORPORATE SOCIAL RESPONSIBILITY



**Distribution of Food Facility** to Students of **Muskan Shikshan Kendra School, Bhilwara** under CSR  
Activity of **Eradicating Hunger**.



Contribution toward **Promoting Education** under **Muskan Shikshan Kendra School, Bhilwara**.



# AWARDS AND RECOGNITIONS

- The company has won **TEXPROCIL Export Award 2020-2021** in the **Gold Trophy** for the **Highest Exports of (Cotton) 'Denim Fabrics'**. under Category II (Export performance above Rs.75 Cr. And upto Rs. 250 Cr.) for exports of Rs. 155.60 Cr. during the year 2020-21 from **The Cotton Textiles Export Promotion Council (TEXPROCIL)**.
- The company has taken this export award from **Shri Upendra Prasad Singh Secretary, Minister of Textiles, Government of India, Smt. Roop Rashi, Textile Commissioner of india** in the function organizes by TEXPROCIL on Tuesday, 23rd August, 2022 at Mumbai (MH). This Export Award has taken by **Shri yogesh Laddha, Managing Director and Smt. Pallavi Laddha , Director of the company.**





# AWARDS AND RECOGNITIONS



Recent visit by honourable minister of textile industry Shri Piyush Goyal Ji along with Member of Lok Sabha Shri CP Joshi Ji for plant visit.



# AWARD AND RECOGNITIONS



## Rajasthan State Export Award 2020

Company has won **Rajasthan State Export Award 2020** from **Government of Rajasthan Department of Industries & Commerce** for Highest export **Denim (Cotton) Fabrics and Growth** in the category of textiles during the year **2019-20**.

This **Rajasthan State Export Award 2020** has taken by **Shri Yogesh Laddha, Managing Director** and **Smt. Pallavi Laddha, Director of the Company**.



# INVESTMENT RATIONALE

- By 2029, the Indian textiles market is anticipated to be valued more than US\$ 209 billion. The Indian textiles industry appears to have a bright future, driven by robust domestic and foreign demand.
- Incentives under the PLI scheme will be available for five years from 2025-26 to 2029-30 on incremental turnover achieved from 2024-25 to 2028-29. MMF (man-made fibre) garments, MMF textiles, and 10 categories of technical textile items are proposed to be rewarded under the system.
- We are an ISO 9001:2015 and ISO 14001:2015 certified company and recognised as a two star export house by the Government of India.
- Our sustainable business model and Experienced team facilitates timely delivery of superior service and standard.
- We have maintained a successful track record under passionate and influential leadership.
- Our integrated manufacturing facility and our relationship with our traders are key factors of success in the industry
- Our business ethics to have least tolerance for any manufacturing defect has helped us in retaining our existing customers and developing new customers.
- Our company has shown increase in the return ratios suggesting effective utilization of shareholders funds & efficient use of capital assets in order to generate profit.
- Our company has shown strong liquidity ratio which reflects our company's ability to pay its short term obligations and a strong financial health of our company.
- Our Company has shown incline in the margin ratios indicating that the company is able to generate revenues, effectively manage its overhead and operational expenses, create value for its shareholders in the form of profits.



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# Thank You



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