



SHIVA TEXYARN LIMITED

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Website : www.shivatex.co.in CIN : L65921TZ1980PLC000945 GSTRN : 33AABCA6617M1ZO

STYL/SEC/59/2022-23

11th August 2022

To

| | |
|---|--|
| BSE Limited Floor 25 Phiroze Jeejeebhoy Towers Dalal Street Mumbai 400 001 Scrip Code :- 511108 | The Manager Listing Department National Stock Exchange of India Limited “Exchange Plaza”, Bandra-Kurla Complex Bandra (East), Mumbai 400 051 Scrip Code : SHIVATEX |
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Dear Sir,

SUB:- INVESTOR PRESENTATION - REG.

We are attaching herewith the Investors' Presentation to be made to the Investors for the quarter ended 30.06.2022 as per Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements), Regulation 2015 read with Part A of Schedule III of the Listing Regulations.

Pursuant to Regulation 46(2)(o) of the Listing Regulations, the aforesaid information is also available on the website of the Company www.shivatex.in.

Thanking you

Yours faithfully

For Shiva Texyarn Limited


R. SRINIVASAN
Company Secretary
M.No.21254

Shiva Texyarn Limited

Result Update Presentation
Q1 FY23



Focus on Technologically Advanced, Innovative & Eco-friendly products

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Way Ahead



Managing Director's Message



SHIVA TEXTYARN LIMITED

Welcome to Shiva Textyarn,
An Integrated Textile Company

Corporate
Backpacks

SHIVA TEXTYARNS LIMITED.

www.shivatex.co.in



SHIVA TEXTYARN LIMITED

Managing Director's Message



Commenting on the results, Dr. S K Sundararaman, Managing Director, Shiva Texyarn Ltd. said:

“Performance for the first quarter of this new fiscal year was in line with our expectations. The domestic market has been facing headwinds from volatile cotton prices and relatively flat demand post the pandemic. However, Shiva’s diversified product portfolio continues to be its distinguishing factor and our strength.

Our revenue for Q1 FY23 grew 48.73% year-on-year to Rs. 127.52 cr, while EBITDA and PAT stood at Rs. 7.26 cr and Rs. 0.61 cr, respectively. Growth in top line was mainly since the first quarter of the previous year was more severely impacted by the COVID-related lockdown. The benefit of better realizations was offset by continued increase in cotton prices, impacting profit margins. During this quarter, technical textiles accounted for 21.3% of our top line.

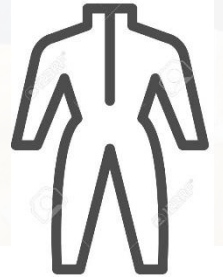
In line with our strategy to diversify the product portfolio, we continue to focus on seamless garments, which is a high-growth potential segment. In July 2022, we launched seamless saree shapewear as part of innerwear range of products for the domestic market. Meanwhile, our lamination products continue to gain traction, backed by our robust spinning business.

We also recently won another order for bags from the Ministry of Defence, which was executed on schedule. Being the supplier of choice for the armed forces reinforces our adherence to high quality standards and timely delivery. We hope to continue this long-term association with the armed forces going forward.

We recently acquired a stake in LK Distributors Pvt Ltd, a wind energy company. Through this, we aim to increase our power generation for captive use. This would not only reduce our carbon footprint but also help curb our power expenses.

I would like to thank all the stakeholders as well as the entire Shiva Texyarn team, which has demonstrated great resilience over the recent past, and continues to push the Company forward.”

Recent Developments



- Recently launched **Seamless Saree Shapewear** product under innerwear category in India
- **Won an order worth Rs. 11.9 cr** for Haversack bags from the **Ministry of Defence**
- **Acquired 26% stake in LK Distributors Pvt Ltd**, a **wind power generation** company, for captive use. Shiva Texyarn may increase stake in LK Distributors to 40%
- Brought **several new and innovative products** to help fight the pandemic. Last year, Company launched many new products aimed at medical and general public use, to prevent spread of virus and bacteria and help improve quality of lives.
 1. **Protective Coveralls** – Started manufacturing protective coveralls for medical use in April 2020, to cater to surge in demand for such gear by the Government
 2. **Face Masks** – In May 2020, launched new range of face masks under brand name **‘Smiley’**. These masks are re-usable and multi-layered, with fabric and filter layers. For this product, we partnered with ‘Feed My City’ initiative, wherein Rs. 10 from each mask sold is donated towards feeding under-privileged who have been worst affected during this time
 3. **Anti-viral Fabric** – In June 2020, launched an innovative, first-of-its-kind anti-viral fabric, in collaboration with Swiss company HeiQ Materials AG. This fabric is treated with unique technology that inhibits bacteria and virus to large extent, including the novel Corona virus. The product can be used in PPE systems and is aimed at domestic as well as international markets

Recent Developments contd...

MedicArmour

Flat fold 'C' style
Easy to store while not in use

Features:
Universally designed with best filtration media also non irritant and skin compatible materials used in construction.

Five Layer Design



Highest Protection:
Provides effective 97% filtration at 0.3 microns against virus (BFE, ASTM F2299 - 02(2017))
Provides effective 99% bacterial filtration (BFE, ASTM F2299 - 02(2017))

Splash Resistance:
"Splash" resistance 175 mmHg also protect against dust, bacteria and allergens. ASTM F1662 M - 17.

Breathability:
Delta P < 22 Pa, (IS 16829 - 2014). Best filtration with easy breathing compared to other respiratory masks.

Latex free knitted elastic:
Soft and latex free knitted elastic with adjustable beads for comfort fitting.

Fit:
Edge for perfect fit and skin comfort.
Leak proof.



High efficiency filter icon, Nose Clip, Skin compatible, Latex free, Low breathing resistance, Pocket fitting.

Dust Weather, Flu Season, Automobile Exhaust, Crowds, Medical Caring, Foggy Weather.

Packaging: Piece / box - 50 PC's, Master Box - 500 PC's. MRP - Rs. 138.00 (inclusive of all taxes).

MedicS97

Flat fold 'C' style
Easy to store while not in use

Features:
Universally designed with best filtration media also non irritant and skin compatible materials used in construction.

Five Layer Design



Highest Protection:
Provides effective 97% filtration at 0.3 microns against virus (BFE, ASTM F2299 - 02(2017))
Provides effective 99% bacterial filtration (BFE, ASTM F2299 - 02(2017))

Splash Resistance:
"Splash" resistance 175 mmHg (ASTM F1662 M - 17) also protect against dust, bacteria and allergens.

Breathability:
Delta P < 22 Pa, (IS 16829 - 2014). Best filtration with high breathability, compared to other respiratory masks.

Latex free knitted elastic:
Soft and latex free knitted elastic with adjustable beads for comfort fitting.

Fit:
Edge for perfect fit and skin comfort.
Leak proof.



High efficiency filter icon, Nose Clip, Skin compatible, Latex free, Low breathing resistance, Pocket fitting.

Dust Weather, Flu Season, Automobile Exhaust, Crowds, Medical Caring, Foggy Weather.

Packaging: Piece / box - 50 PC's, Master Box - 500 PC's. MRP - Rs. 138.00 (inclusive of all taxes).

Quick Dry S90 Anti Virus Respirator Mask



Easy Breathing/Speaking
Soft Smooth Lining

MRP - Rs. 110.00 (inclusive of all taxes)

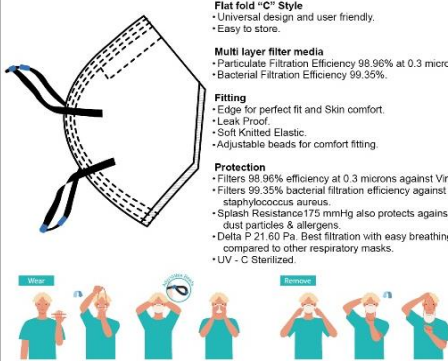
Quick Dry S90 Anti Virus Respirator Mask

Flat fold 'C' style
Universal design and user friendly.
Easy to store.

Multi layer filter media
Particulate Filtration Efficiency 98.96% at 0.3 micron.
Bacterial Filtration Efficiency 99.35%.

Fitting
Edge for perfect fit and Skin comfort.
Leak Proof.
Soft Knitted Elastic.
Adjustable beads for comfort fitting.

Protection
Filters 98.96% efficiency at 0.3 microns against Virus.
Filters 99.35% bacterial filtration efficiency against staphylococcus aureus.
"Splash" Resistance 175 mmHg also protects against dust particles & allergens.
Delta P 21.60 Pa. Best filtration with easy breathing compared to other respiratory masks.
UV - C Sterilized.



MRP - Rs. 110.00 (inclusive of all taxes)

- High quality re-usable face masks under the brand name 'Smiley'
- Multi-layer mask with fabric and replaceable filter layers to protect from bacteria and virus
- Salient Features
 - Soft fabric
 - Adjustable elastic fasteners for maximum comfort
 - Filters dust and allergens also
 - Product comes with 2 filters
 - High air flow for ease of breathing
- Key Benefits
 - Filters over 99.35% bacteria (BFE as per ASTM F2101)
 - Particle filtration efficiency of 0.3 micron – (anti-viral barrier) 98.96% as per ASTM F2299
 - Splash resistant – Delta(P) – 21.60 Pa . IS 16829:2014



Financial Highlights



SHIVA TEXYARN LIMITED

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Quarterly Financial Highlights (YoY)

| Rs. Cr. | Q1 FY23 | Q1 FY22 | Y-o-Y % | Q4 FY22 |
|-------------------------------------|---------------|---------------|------------------|---------------|
| Total Income from operations | 127.52 | 85.74 | 48.73% | 126.94 |
| Raw Material Expenses | 92.26 | 46.44 | | 92.82 |
| Employee Expenses | 11.48 | 9.63 | | 11.04 |
| Other Expenses | 16.52 | 16.24 | | 15.90 |
| Total Expenditure | 120.26 | 72.31 | | 119.76 |
| EBITDA | 7.26 | 13.42 | (45.91%) | 7.18 |
| EBITDA Margin | 5.69% | 15.66% | (997 bps) | 5.65% |
| Other Income | 0.26 | 0.20 | | 0.67 |
| Depreciation | 2.90 | 3.11 | | 3.47 |
| Interest / Finance Cost | 3.74 | 3.99 | | 2.23 |
| Exceptional Item (Gain) / Loss | 0.00 | 0.00 | | 0.00 |
| PBT | 0.88 | 6.53 | (86.46%) | 2.15 |
| Tax | 0.28 | 1.63 | | 1.22 |
| PAT | 0.61 | 4.90 | (87.57%) | 0.93 |
| Other Comprehensive Income | (0.07) | 0.15 | | 0.11 |
| Net Profit | 0.54 | 5.05 | (89.27%) | 1.04 |
| Net Profit Margin | 0.42% | 5.89% | (547 bps) | 0.82% |
| Basic EPS in Rs. | 0.47 | 3.78 | (87.57%) | 0.72 |

- Rise in sales from higher demand on back of markets recovering post COVID lockdowns in Q1 FY22
- Non-Spinning business accounted for 21.3% of revenue in Q1 FY23
- Increase in cotton prices and other expenses offset better realizations, impacting profit margins

Full Year Financial Highlights (YoY)

| Rs. Cr. | FY22 | FY21 | Y-o-Y % |
|-------------------------------------|---------------|---------------|------------------|
| Total Income from operations | 477.07 | 340.80 | 39.99% |
| Raw Material Expenses | 297.03 | 194.74 | |
| Employee Expenses | 43.86 | 36.36 | |
| Other Expenses | 81.09 | 66.69 | |
| Total Expenditure | 421.98 | 297.79 | |
| EBITDA | 55.09 | 43.01 | 28.09% |
| EBITDA Margin | 11.55% | 12.62% | (107 bps) |
| Other Income | 1.37 | 6.95 | |
| Depreciation | 12.66 | 15.68 | |
| Interest / Finance Cost | 13.81 | 17.67 | |
| Exceptional Item (Gain) / Loss | 0.00 | 0.00 | |
| PBT | 30.01 | 16.61 | |
| Tax | 9.99 | 4.33 | |
| PAT | 20.01 | 12.28 | 62.96% |
| Other Comprehensive Income | 0.40 | 0.20 | |
| Net Profit | 20.41 | 12.48 | 63.47% |
| Net Profit Margin | 4.28% | 3.66% | 62 bps |
| Basic EPS in Rs. | 15.44 | 9.47 | 63.04% |

- Strong rise in sales from higher demand following recovery in market after COVID-related slowdown last year
- Non-Spinning businesses contributed 26.4% to revenues
- Improved operational efficiencies offset the rise in raw material and other expenses, leading to better PAT margin

Balance Sheet Highlights

| Rs. Cr | 31 st Mar '22 | 31 st Mar '21 |
|--|--------------------------|--------------------------|
| Equity | 142.48 | 123.62 |
| Equity Share Capital | 12.96 | 12.96 |
| Other Equity | 129.51 | 110.66 |
| Non-Current Liabilities | 71.69 | 78.37 |
| Financial Liabilities | | |
| Borrowings | 46.79 | 55.84 |
| Deferred Tax Liabilities (Net) | 24.15 | 20.97 |
| Lease Liabilities | 0.00 | 0.45 |
| Provisions | 0.74 | 1.10 |
| Current Liabilities | 129.40 | 108.11 |
| Financial Liabilities | | |
| Borrowings | 94.22 | 64.64 |
| Trade Payables: Total o/s dues of micro & small enterprises | 0.21 | 0.09 |
| Trade Payables: Total o/s dues of creditors other than above | 23.52 | 35.50 |
| Lease Liabilities | 0.41 | 0.20 |
| Other Financial Liabilities | 4.67 | 2.17 |
| Other Current Liabilities | 4.25 | 4.10 |
| Provisions | 0.00 | 0.59 |
| Current tax liabilities | 2.12 | 0.83 |
| Total Equities & Liabilities | 343.56 | 310.10 |

| Rs. Cr | 31 st Mar '22 | 31 st Mar '21 |
|--------------------------------------|--------------------------|--------------------------|
| Non-current Assets | 194.27 | 182.34 |
| Property, Plant & Equipment | 171.75 | 172.32 |
| Intangible Assets | 0.15 | 0.87 |
| Capital work-in-progress | 10.33 | 2.96 |
| Right of Use Assets | 0.24 | 0.57 |
| Intangible asset under development | 0.00 | 0.00 |
| Investment Property | 0.12 | 0.03 |
| Financial Assets | | |
| Investments | 2.00 | 1.10 |
| Loans | 0.00 | 0.00 |
| Other Non-Current Assets | 9.68 | 4.49 |
| Current Assets | 149.29 | 127.77 |
| Inventories | 98.89 | 72.31 |
| Financial Assets | | |
| Trade Receivables | 26.15 | 34.18 |
| Cash, Cash Equivalent & Bank Balance | 9.85 | 10.04 |
| Loans | 0.63 | 0.60 |
| Other financial assets | 0.34 | 0.14 |
| Current Tax Assets | 0.00 | 0.00 |
| Other Current Assets | 13.43 | 10.50 |
| Assets Classified as Held for Sale | 0.00 | 0.00 |
| Total Assets | 343.56 | 310.10 |

▪ Board has recommended dividend of Rs 1.40/- per equity share of Rs. 10/- each, subject to shareholders' approval



Company Overview



Company Overview

Among leading multifaceted Textile companies - strong focus on Technical Textiles

- First Company to introduce Reactive Polyurethane lamination technology in India (2005)
- Vertically & backward integrated operations
- Strong & Dedicated workforce

Diversified Product Portfolio

- Segments - Textiles, Quick Dry, Quick Fit, Q-Club, Paw-Paw Diaper, Defence, Tactical gear, Eco-friendly Flex replacement, Art, etc.

Certifications & Awards

- Oeko-Tex 100 Certification
- Five S(Workspace Management System)
- ISO 9001:2008
- WRAP Certification
- Affiliation Certifications
- GOTS – Global Organic Textile Standards
- Gold Award by Quality Circle Forum of India(QCFI)



Start of Art manufacturing facilities with advanced Technology in Tamil Nadu

- Spinning Division – 52,000 Spindles Spinning Capacity
- Lamination Division – 2 lines, 6,00,000 meters per month capacity
- Coating Division – 3 coating lines and 1 million meters per month capacity
- 58 windmills – 18.15 MW scattered all over Tamil Nadu

Integrated Business Operations

- Spinning Division
- Lamination Division
- Coating Division
- Processing Division – For Speciality Fabrics
- Military & tactical Gear
- Garment & Home Textile Division
- Bags Division – Backpacks & Rucksacks
- Windmill based power generation

Focus on Technologically Advanced, Innovative & Eco-friendly products

Journey So Far

1985-89

1985 - Went Public
1989 - Spinning Mill unit I at Dindigul started

2009-14

2009 - Knitting, Garment & Spinning mills II division started at Karanampettai
2012 - Started Processing division at Sipcot
2012 - Started Technical Textile division at Ganeshpuram
2013 - Coating division started at Ganeshpuram
2014 - Started bag division at Karanampettai

2020-22

2020 - Launched anti-viral fabric in collaboration with Swiss co. HeiQ Materials
2021 - Won two orders worth Rs. 27.28 cr and Rs. 13.62 cr for bags from M.o.D.
2022 - Won Rs. 11.9 cr order from M.o.D. for bags; Acquired 26% stake in LK Distributors, a wind power co., for captive use
2022 - Launched Seamless Saree Shapewear in India

1994-2006

1994 - Started Windmill division at Munduvelampatti
2002 - Finance and Spinning business merged
2006 - Started Lamination division at Karanampettai

2015-20

2015 - Garment Division II (NBC) & III started at Karanampettai
2017 - Scheme of arrangement (Demerger) between Shiva Textyarn Limited & Shiva Mills Limited (Formerly know as STYL Textile Ventures Limited)
2017 - Started supplying specialized Military products to Indian Defence
2019 - Launched Reusable Fabric Diaper - "Paw Paw" - based on patent pending unique Rapisoak Technology
2020 - Won order worth ~ Rs. 10 cr for protective coveralls for medical application for Government; also launched new product line for face masks

Strong & Experienced Management Team



Mr. S V Alagappan – Chairman

- Law graduate and has rich experience in fields of textiles and automobiles for more than three decades



Mr. S K Sundararaman – Managing Director

- MBA from Cambridge Judge Business School, UK
- Chairman of Indian Technical Textiles Association (ITTA)
- Wide experience in field of textile industry especially technical textiles



**Mr. C Krishnakumar –
Chief Financial Officer**

- Master of Commerce Graduate
- More than 15 years experience in Accounts, Finance & Taxation
- Member of ICAI and ICSI



Mr. P. Baskar – Vice President

- Diploma in Technical Textile
- Over 25 years experience in field of Modernized Spinning Mills
- Vast experience in Construction of Factories and building premises
- Expertise skill in Administration



Business Overview

Business Segments

Spinning



Technical Textiles - Value added Products



Spinning Division



Makes some of finest cotton yarns

- More than 25 years of experience in Spinning Industry
- 52,000 Spindles capacity
- Raw material comes from selected ginneries of India and International sources in West Africa, Australia and US
- Manufacture Combed, Carded and Compact Yarns, Sub Yarns and Fancy Yarns
- Maintain & manage captive use windmill based augmentation infrastructure to tap 18.15 MW power from 58 owned and operated wind turbine installations

Lamination Division



First Company to introduce **Reactive Polyurethane Lamination technology** in India in 2005

- One of most innovative technologies used in Textile products
- Only Indian Company with more than decade of experience
- Two lines can produce approx. 6,00,000 meters per month
- **Applications**
 - Breathable, Waterproof membrane Lamination, Fleece to Fleece, Paper to Fabric, Flat Fabric to Raised Fabric Knit to Woven
- **Uses**
 - Outdoor Clothing fabric, Mattress Protectors, Medical Textiles, Industrial Application, Military Application
- **Laminated Products –Applications**
 - **Quick Dry** – Original Dry Sheet
 - **Quick Fit** – Mattress Protectors
 - **Q Club** – Active player in Baby Products
 - **Smiley** – Re-usable Face Masks

Lamination Division... Strong Retail Brand in India

Quick Dry



Q-Club



Quick Dry SilQ



Quick Fit



- **Market leadership**
 - Market leader – combined with “Inventor & Innovator” of Dry Sheets in India
 - Manufactures more than 100,000 mts/ month; millions in a year
- **Wide Retail Distribution Network in India**
 - Pan India presence – connecting to 10,000+ Retailers through 200+ Distributors and over 90 on-ground sales force
 - Strong Retail Brand created across India
- **Exports to Middle East & South-East Asia**

Lamination Division...First of its kind Reusable Fabric Diaper

Features

- ✓ Super Comfort - Feathery touch fabric
- ✓ Highly Absorbent
 - Side Tank System
 - Fully Laminated Layer
- ✓ Ergonomically designed - Unique T-Shaped pattern which fits perfectly around baby's body
- ✓ Super Stretch Fit – Fully Elasticated
- ✓ Completely safe and won't harm baby's skin
- ✓ Awaiting patent



UNIQUE RAPISOAK TECHNOLOGY



Benefits

- ✓ Quickest drying time- Baby feels dry fastest
- ✓ Maximum fluid holding
- ✓ Easy clean
- ✓ Hygienic
- ✓ Available in 3 Different Sizes
 - Small- 3-8 kg
 - Medium- 7-12 kg
 - Large- 9-14 kg
- ✓ Eco-friendly and can be reused for many times
- ✓ "Pocket-friendly" - Affordable across all sections of society

Already successful in Tamil Nadu – creating Pan India Presence

Military & Tactical Gear



- **Military and Tactical Gear** : Makes most advanced military gear like Nuclear Biological Chemical Suits (NBC)
- **Extreme cold weather clothing** – Protection from 5 degree to minus 20 degree centigrade
- **Super high altitude Mountaineering clothing**
 - Among very few companies making specialised three layered suits
 - Protection in minus 50 degree centigrade
 - Specialised Bag packs for mountaineering

Business Divisions...(4)

Processing Division



- Unit started in year of 2012 at SIPOT, Perundurai, Erode
- Famous for Specialised, performance fabric processing, including high fastness, moisture wicking properties and for delicate fabrics

Coating Division



- 9 lakh meters material handling capacity per month
- **Wide range of applications**
 - Acrylic coated products, PU Coating, Art Canvas & Digital Canvas Products
- **Offers various range of finishes**
 - Fire retardant, water repellent, Soil & stain resistant, Anti-microbial, Anti-static, Rubber Finish, Oil resistant

Bag Division



- Bag ranging from School bags, exclusive girls range & professional range for camping & photography
- 100% Polyester and Nylon fabric, stitched with nylon bonded thread
- Photography range : Camera bags, Utility bags, Long Lens bags, Tripod bags, Storage Accessories, Messenger bags

Key Strengths

Continual focus on Innovation & New product development

- Strong capabilities backed by in-house manufacturing and R&D that enables developing innovative, new & better quality products

Multi product range with wide range of applications

- Yarn, Combed, Carded and compact yarns/ Sub / Fancy yarns
- **Laminated Fabric** - Quick dry/Quick fit
- **Special garments** – Military and Tactical gear & Extreme cold weather clothing
- **Coated Fabric** - Canvas Rolls/ Canvas Boards/Stretched Canvas
- **Garments** - Home textile / Knitwear/outer wear
- **Bags**- Travel bags / Camera bags/ utility bags

State of art infrastructure facilities

- Advanced Technology with State-of-the-art plant and machinery
- Substantial self-sufficiency in power needs through green power generation by windmill that reduces energy cost

Integrated business operations & unique business model

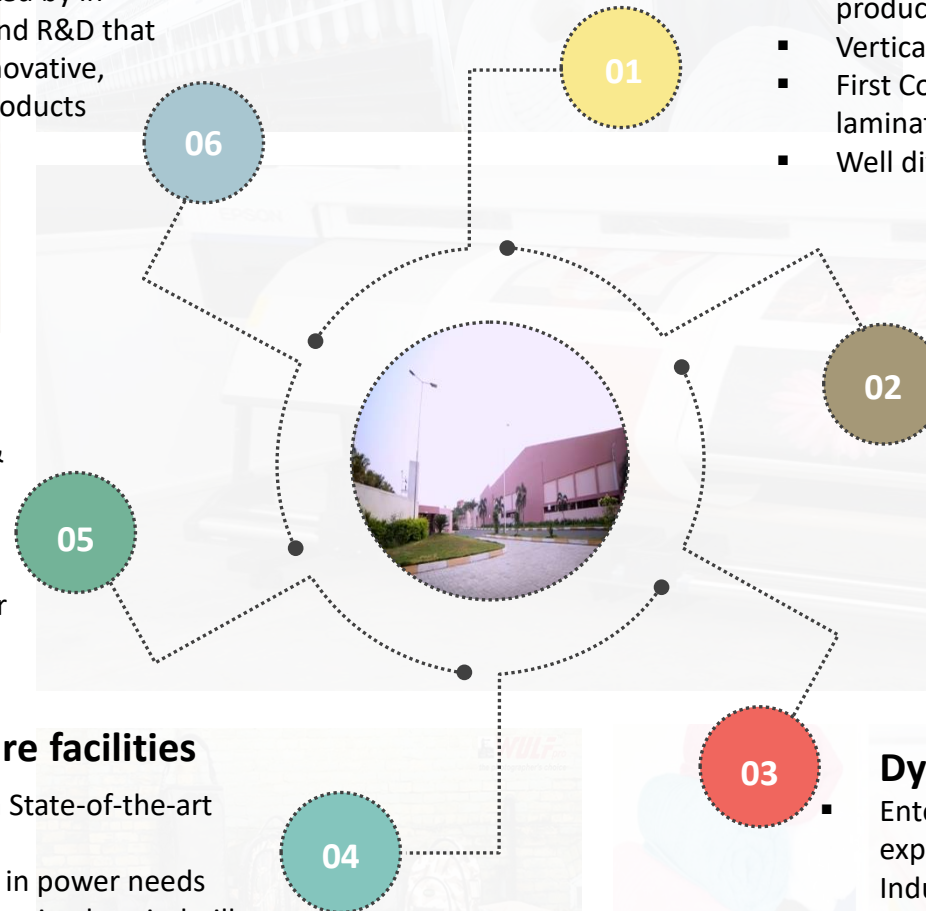
- Multifaceted Company with strong focus on value added products
- Vertically & Backward Integrated operations
- First Company to introduce Reactive Polyurethane lamination technology to India in 2005
- Well diversified across segments and products

Strong Retail Brand with pan India presence – Quick Dry & Paw Paw

- “Inventor & Innovator” Market leader of Dry Sheets in India
- Launched one of its kind Reusable fabric diaper with unique Rapisoak Technology
- Wide distribution - 10,000+ retailers through 200+ distributors with 90 sales team on ground

Dynamic experience leadership

- Enterprising management team with rich experience in Textile & Technical Textiles Industries
- Dedicated and skilled employee base



State of Art Manufacturing Facilities



Spinning Unit

Kodangipalayam Village
Karadivavi Road, Paruvai Post
Coimbatore District, Tamilnadu



Processing Unit

Factory E-16, P-11 SIPCOT
Industrial Growth Estate
Perundurai, Erode 638 052
Tamilnadu



Lamination Unit

S.F. No. 371/5, Karadivavi Road
Paruvai Post, Karanampet
Palladam - 641 658



Bag Unit

S.F. No. 371/5, Karadivavi
Road Paruvai Post,
Karanampet,
Palladam 641 658



Coating Unit

S.F. No. 371/5, Karadivavi Road
Paruvai Post, Karanampet
Palladam - 641 658



Garment Division

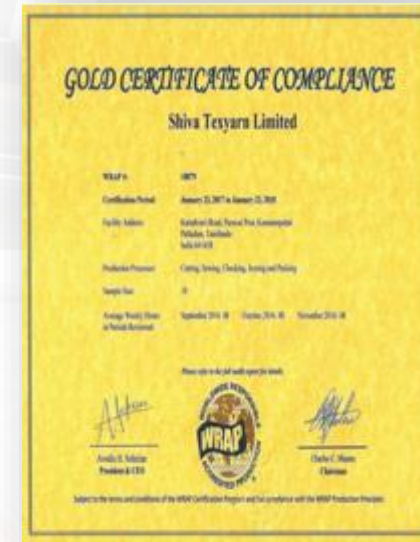
S.F. No. 371/5, Karadivavi Road
Paruvai Post,
Karanampet,
Palladam 641 658



Windmills – Tamil Nadu

- Munduvelampatti Village
- Gudimangalam
- Athukinathupatti & Uthukuli Villages
- Vagatholubu Kongalnagaram

Certifications





Way Ahead



India's No-1 & Most Trusted
Quick Dry[®]
Baby Bed Protector



Way Ahead

01

Quick Dry – Expand Distribution & Consolidate market leadership in Dry sheets

- Target - 'Quick Dry' to be largest baby products provider in India
- Increase distribution network pan India – plans to reach 30,000+ retailers through 400+ distributors
- Increase wallet share of existing customers and add new customers - enhancing product offerings through innovation and technology

02

Increase in Paw-Paw diaper business

- Optimize on existing distribution channel and increase in online-offline network to have pan-India reach
- Continued focus on Innovation to make it more user-friendly and comfortable for babies

03

Increase in Military & Tactical Gear business

- Add new & innovative products and increase product offerings in Defence segment, through innovation combined with integrated facilities & strong R&D capabilities

04

Strong Opportunity from Non-Flex Banners

- Recent ban on flex banners in Kerala expected to open new opportunities for biodegradable signage material
- Poised to capitalize on this opportunity by offering non-flex biodegradable options for banners across Kerala & Bengaluru



Thank You



For further information, please contact:

Company :

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