



Banswara Syntex Ltd

Investor Presentation

May 2022

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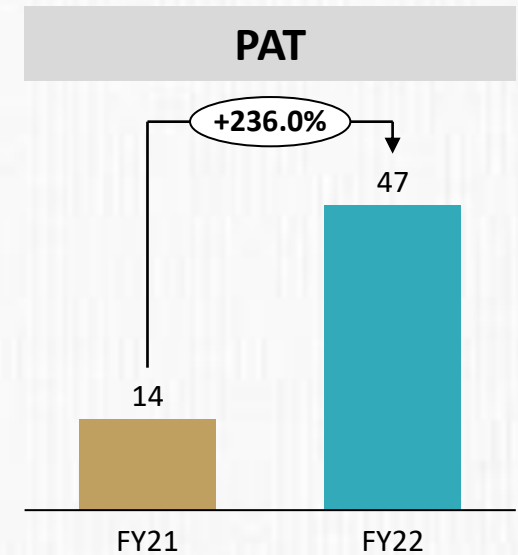
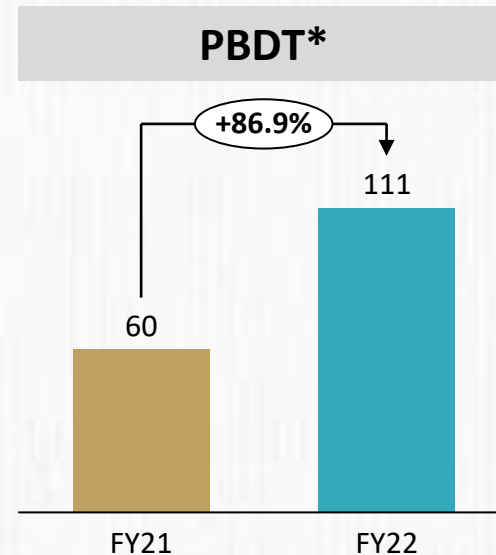
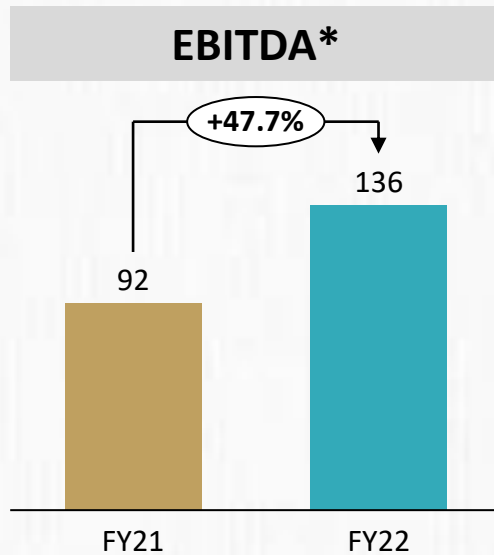
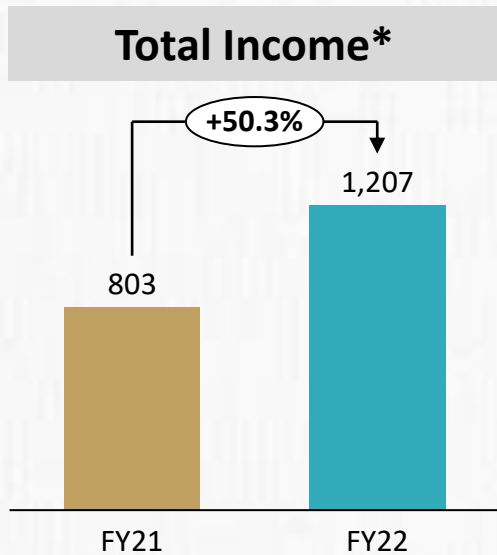
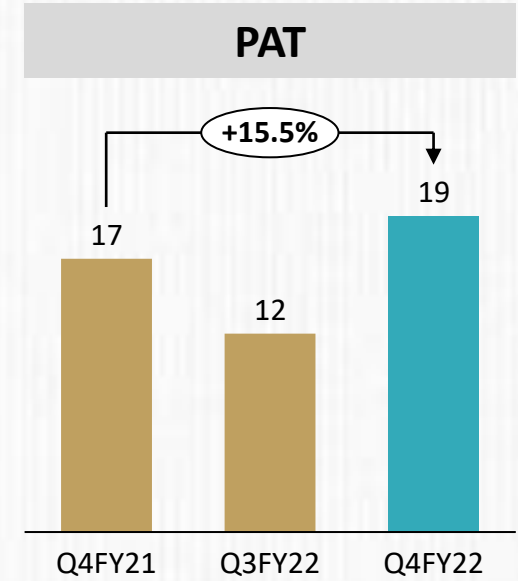
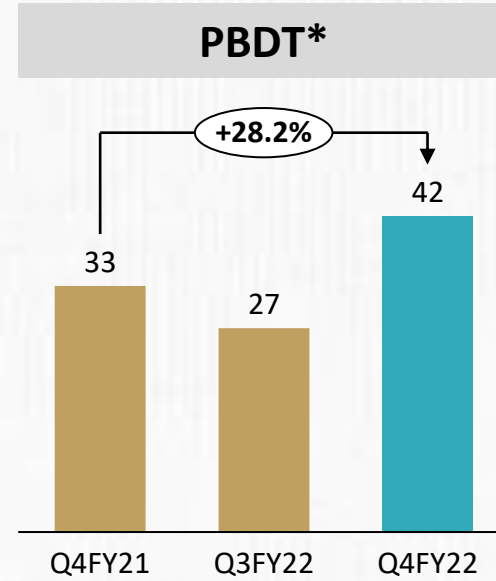
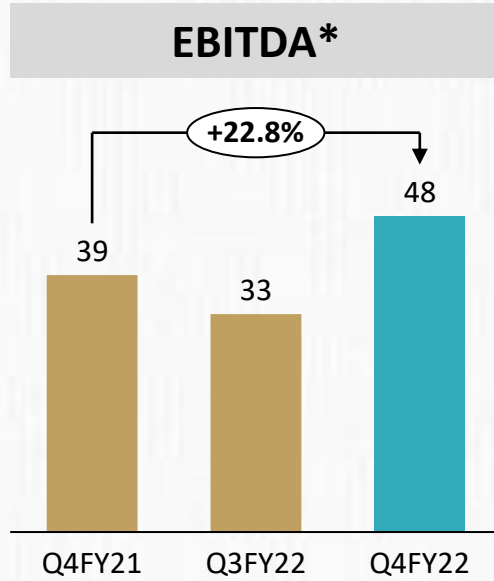
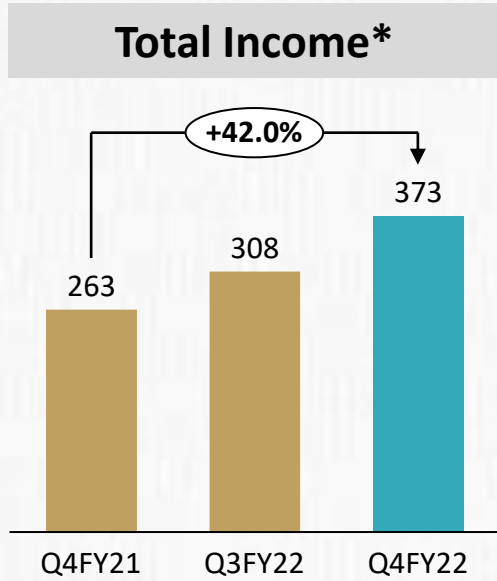
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Q4 & FY22 Highlights



Q4 & FY22 Highlights



*includes other income

Key Developments

1

Proportion of the high margin value-added business (Fabric and Garments) has increased to 56% of the total sales in Q4FY22 as compared to 49% in Q3FY22. Value-added business stood at 50% for FY22 vs 52% in FY21

2

Proportion of exports has increased to 51% of total sales in Q4FY22 as compared to 44% in Q3FY22, majorly supported by continuing COVID unlock and resumption of business in major developed countries. Exports stood at 45% for FY22 vs 41% in FY21

3

For Q4FY22, the capacity utilization for yarn and fabrics division was stable at ~90% and ~70% respectively while it improved significantly for garments. Garments division operated at ~88% capacity in mar-22 and looking at order book in hand, expect the trend to continue in near future

4

During Q4FY22, raw material cost pressures have continued from Q3FY22 due to the impact of general inflation, war in Ukraine, and other external factors. Company has passed on increase in costs to their customers, wherever possible

5

Board has recommended a final dividend of Rs. 2.50 per equity share of face value of Rs. 10 each for FY22

6

Board has also approved split of equity shares in proportion of 1:2, subject to approval of the members of the company

Standalone Profit and Loss Statement

Rs. in Crs.	Q4 FY22	Q4 FY21	YoY	Q3 FY22	QoQ	FY22	FY21	YoY
Revenue from Operations	367.4	254.1		303.2		1,189.8	786.6	
Other Income	5.6	8.5		4.7		17.0	16.2	
Total Income	373.0	262.7	42.0%	307.9	21.2%	1,206.7	802.9	50.3%
Total Expenditure								
Raw materials Cost	167.8	115.5		128.3		526.9	375.1	
Employee Expense	62.7	49.8		55.1		220.9	153.1	
Power & Fuel	46.7	25.2		48.6		159.6	73.7	
Other Expenses	47.4	32.8		42.4		163.4	108.8	
EBIDTA	48.4	39.4	22.8%	33.4	44.9%	136.0	92.1	47.7%
Margin %	13.0%	15.0%		10.8%		11.3%	11.5%	
Depreciation	9.9	10.9		10.3		41.9	46.5	
Finance Cost	6.5	6.8		6.4		24.8	32.6	
Exceptional Item (Gain) / Loss	0.1	0.3		1.1		2.7	3.3	
PBT	32.0	22.0	45.4%	17.8	79.6%	72.0	16.3	340.6%
Tax	12.5	5.2		5.6		25.3	2.4	
PAT	19.4	16.8	15.8%	12.2	58.8%	46.7	13.9	235.5%
PAT Margin %	5.2%	6.4%		4.0%		3.9%	1.7%	
EPS (Rs)	11.4	9.8		7.2		27.3	8.1	
*Production Value	372.5	250.5		324.2		1,226.5	713.4	

Employee Cost:

- Employee cost as a % to production value* has reduced by ~3.5% in FY22 to ~18.0% which is largely attributed to manpower reduction exercise undertaken during covid times. Further steps were taken to improve labour efficiency and output, thereby company was not forced to call back all employees upon resumption of normal business

Power Cost:

- While the Power and Fuel cost for FY22 has increased to ~13.0% of production value vs ~10.3% in FY21, it has seen a declining trend on QoQ basis in Q4FY22 as higher cost imported coal was replaced with domestic coal, which also helped in reducing wastages and optimally meeting the power requirements of the plant
- Expect to commission the solar power plant in FY23, which would further help to reduce energy costs

Finance Cost:

- Overall Finance cost has seen a declining trend on account of a) enhancement in credit rating to A- b) repayment of high-cost term loans c) availed lower interest rate facilities

Standalone Balance Sheet



Asset (Rs. in Crs)	Mar-22	Mar-21
Non-current assets	377.1	360.3
Property, Plant & Equipment	306.4	330.8
Right of use assets	5.7	3.9
Capital Work in progress	28.9	0.3
Intangible assets	2.3	2.9
Intangible Assets under development	-	0.4
Financial Assets		
Investments	4.7	2.9
Loans	-	-
Others	6.7	6.2
Other non current assets	22.5	12.8
Current assets	505.2	385.8
Inventories	278.9	196.4
Financial Assets		
Investments	0.0	0.0
Trade receivables	126.4	115.0
Cash & cash Equivalent	18.7	7.7
Other bank balance	8.7	6.7
Loans	1.2	0.7
Others	17.5	14.7
Other current assets	53.7	44.6
Total Assets	882.3	746.1

Equity & Liabilities (Rs. in Crs)	Mar-22	Mar-21
Equity	400.1	357.4
Equity share capital	17.1	17.1
other equity	383.0	340.3
Non-current liabilities	143.8	172.1
Financial Liabilities		
Borrowings	106.3	137.4
Lease Liabilities	2.0	0.2
Provisions	4.0	1.7
Deferred tax Liabilities (tax)	26.1	27.0
Government Grant	5.4	5.9
Current liabilities	338.4	216.6
Financial liabilities		
Borrowing	153.0	89.0
Lease Liabilities	0.6	0.5
Trade payable	147.7	101.2
Other Financial liabilities	5.1	7.6
Other current Liabilities	25.0	15.1
Government Grant	0.8	0.8
provisions	1.8	0.8
Current tax Liabilities (Net)	4.4	1.5
Total Liabilities	882.3	746.1

Standalone Cash Flow

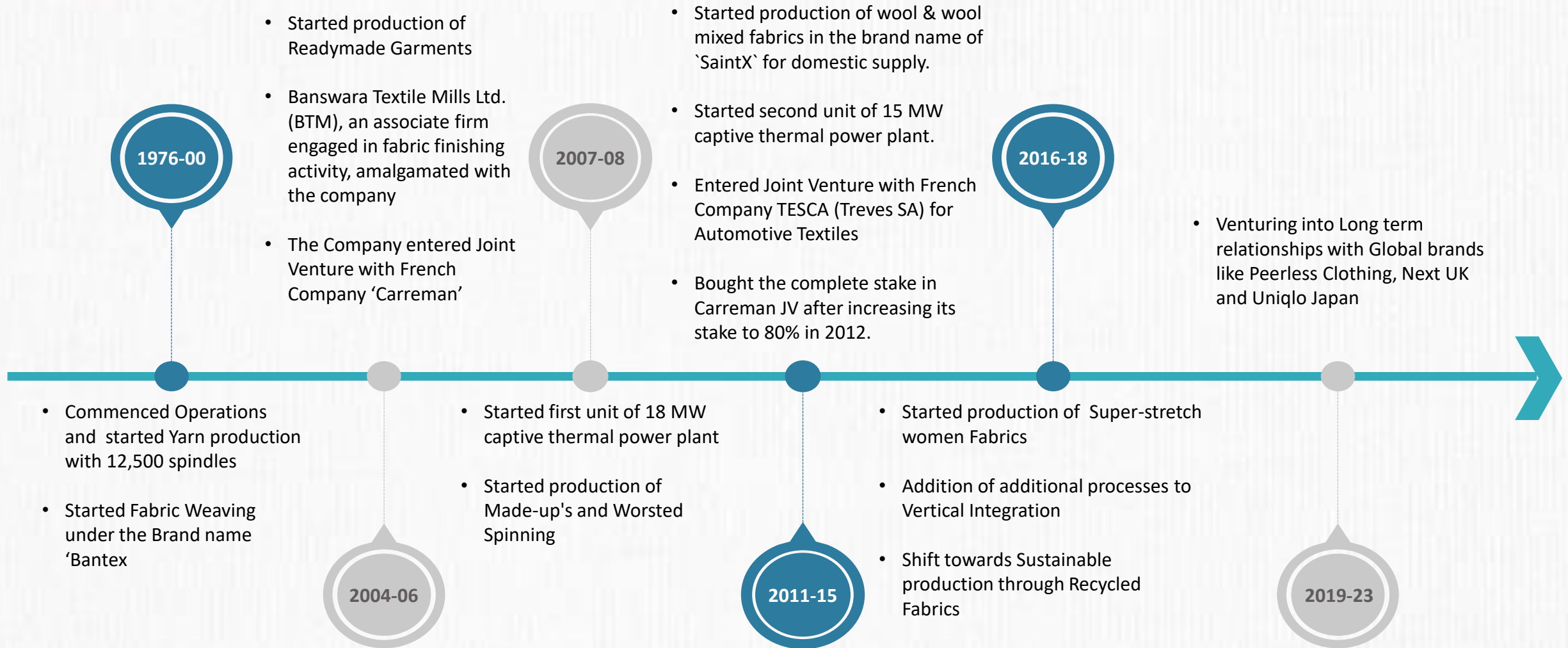
(Rs. in Crs)	Mar-22	Mar-21
Operating profit before working capital changes	133.1	89.8
Changes in working capital	-57.9	45.3
Cash generated from operations	75.2	135.1
Income Tax Refund/(Direct Taxes Paid)	22.6	-2.7
Net Cash from Operating Activities (A)	52.7	132.4
Net Cash from Investing Activities (B)	-47.2	-2.6
Net Cash from Financing Activities (C)	5.6	-125.7
Net Change in cash and cash equivalents	11.0	4.2
Cash & Cash Equivalents at the Beginning of the Period	7.7	3.6
Cash & Cash Equivalents at the End of the Period	18.7	7.7



About US

Our Specialty is Value Added Textiles

Our Journey



Our Global Footprint



Incorporated in the year 1976
Offering Vertically Integrated
textile solutions

9,000+ Employees

**In House R&D and State of
the art facilities**



**Experienced Design Teams
Design Studio in Collaboration
with Italy and France**

**Consistent Dividend payout
since 2004-05**



**Exports to over 65+ countries across
the Globe**



**Long-Term Relationship with
Leading Global and Domestic
players**



**Global Customer Accreditations
and Quality Certifications**



**JV with TESCA of France for
Automotive fabrics**



Manufacturing Capabilities



Dyeing Unit



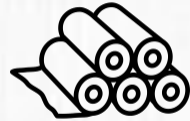
Spinning Unit



Weaving Unit



Garmenting Unit



YARN

3,060 Tonnes / month

Rs. 274 Crs.

FABRICS

Weaving- **2.7Mn** Meters/ month
Processing- **4.5Mn** Meters/
month

Rs. 192 Crs.

GARMENTS

3,25,000 Trouser & Suiting's/ Month
80,000 Jackets & Waste Coats/
month

Rs. 57 Crs.

POWER GENERATION

33 MW / Year (18 MW + 15 MW)

Rs. 51 Crs.

The Company owns

- 1,59,000 Spindles
- 400 Looms

Over Rs. 574 crores towards expansion and modernization between FY 2010 – March 2020

Strategically Located Facilities



*Manufacturing Facilities' proximity to raw material suppliers ensures **stable and sustainable supply***

*It also ensures **strong relationship with suppliers** while maintaining **need-based approach***

***Easy Availability** of skilled and Unskilled labour*

*Quality Infrastructure connectivity through Rails, Roads and Ports ensures **seamless dispatches to domestic markets and exports***

Leadership Team

Late Shri. Toshniwal Founder Chairman

- Founded the Company in the year 1976. Masters in Textiles from Leeds University, UK. 55 years of experience in the textile industry.
- Ex-Chairman of Rajasthan Textile Mills Association, Ex-President of Indian Spinners Association and Ex-Chairman of the Synthetic & Rayon Textile Export Promotion Council (SRTEPC)
- Besides Banswara Syntex Ltd., he was a member of the Board of Directors of many other Companies.



Mr. Rakesh Mehra
Chairman

- Chartered Accountant from ICAI
- 34 years experience in Textile Industry
- Responsible for the entire commercial and financial activities with an emphasis on yarn Export and Automotive Fabric Business
- Previously held the position of chairman of 'SRTEPC' and currently the deputy chairman of 'CITI'.



Mr. Ravindra Kumar Toshniwal
Managing Director

- B.Tech (Chem.) from IIT, Mumbai
- Undertaken OPM Course of Harvard University, USA
- 33 years of experience in the Textile Industry
- Responsible for the overall activities of the company with an emphasis on Fabrics Business
- Involved in Strategic decision making, drawing up of business plans and stakeholder management.



Mr. Shaleen Toshniwal
Joint Managing Director

- Business Management from Bentley College, USA
- Over 17 Years of experience in Textile Industry
- Responsible for Readymade Garment business, Thermal Power Plant operations and HR strategy 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

Mr. David Vlerick

Independent Director

Dr. Vaijayanti Pandit

Independent Director



Business Segments



Yarn Business – The Building Block



Preferred Partner for the quality Focused Customers for Synthetic Blended Yarns

Multi-specialty Yarn range
with functional features

36,720 TPA Capacity

Stretch Yarns for weaving using
branded lycra and non-branded elastane

Production of blends made of
viscose staple fibre, polyester staple fibre, acrylic
staple fibre, lycra, cotton, linen, etc.

Received globally recognized certifications
including– GRS (Global Recycled Standard),
Oekotex, Environmental safety besides QMS,
ISO & social compliance

Use of high-end branded fibers
from globally accredited suppliers and brands like
Green Gold, Unifi, Liva, Eco Vero, Radianza
and Durashine

Post CoVID-19, and things settling down,
the Company expects to clock
Revenues of ~Rs.560 crores during **FY25**

GROWTH DRIVERS



Integration of Banswara products into supply
chains of larger brands



Getting into Niche markets with
Product re-engineering



Getting into volume markets with newer
products with better quality standards to
create product differentiation



Acquisition of new brands to
improve the overall product
portfolio

Fabric Business – The Growth Engine







Company is Focusing on High-Quality & Performance Fabrics

Current Presence	Expansion in Value Added Fabrics	Leveraging our advantages
<ul style="list-style-type: none"> Worsted Wool Specialties Viscose PV PV Lycra Cotton Suiting Shirting Automotive Textiles 	<ul style="list-style-type: none"> Stretch Fabrics for suiting and pants Fabrics for Jackets and Blazers for formal and semi formal wear Fancy jacquard fabrics Technical textiles Automotive textiles 	<ul style="list-style-type: none"> In-House Design Studio for Fabric Design and Development Strong Marketing capabilities in the Global Market Space Global delivery capabilities

Our Goals

- Newer markets and geographies like Japan and Korea
- Widening our customer base across geographies
- World class product development
- Shortening lead times by increasing our internal synergies.

Company sees favorable opportunities in production of Comfort fabric

- 
Flexibility in production due to best-in-class technology and state-of-art machineries
- 
Specialized in-house Yarn production ensure seamless flow of raw materials
- 
Reliability and Trust amongst big customers like **Peerless Clothing, Next UK and Uniqlo** due to our constant endeavor to deliver quality goods
- 
Constant R&D for developing value-added products to create value for both **global** and **domestic client** base
- 
Expertise in production of Bi-stretch and Knitted fabrics
- 
Versatile product mix providing a competitive edge

Fabric Business – Growth Plan



Venturing into production of Knitted fabrics

Increasing the market share in production of high value-added Technical Fabrics

Evaluation of production of fabrics for Automatives and Defense applications



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



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

Developed strategic partnerships in UK to become their preferred Supplier

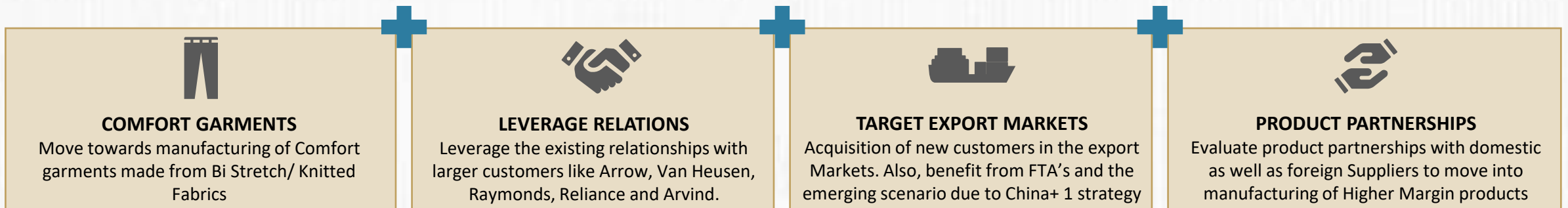
The Company Aims to be the Market Leader in Bi Stretch Fabrics

Garment Segment – Value Addition Division

Garments is one of the fastest growing segments in the Textile industry



GROWTH DRIVERS



Domestic Clientele



E-Commerce Clients



International Clientele

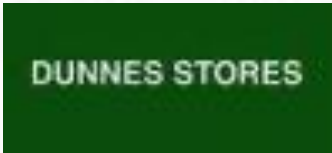
Working with some of the world's biggest names



PHILLIPS-VAN HEUSEN CORPORATION



Korea and Japan



CSR Activities



Creation of garden in Banswara to provide locals with a means of recreation

Cleaning of lake near the garden to increase the oxygen level of the water body. This has helped in the reduction of mosquitos and has brought back migratory birds



Creation of a walking path of 5 KM along the edge of the lake to promotes physical health and well-being of the people of Banswara

Creation of a learning center for migratory birds thereby developing in educational Interest of Banswara people



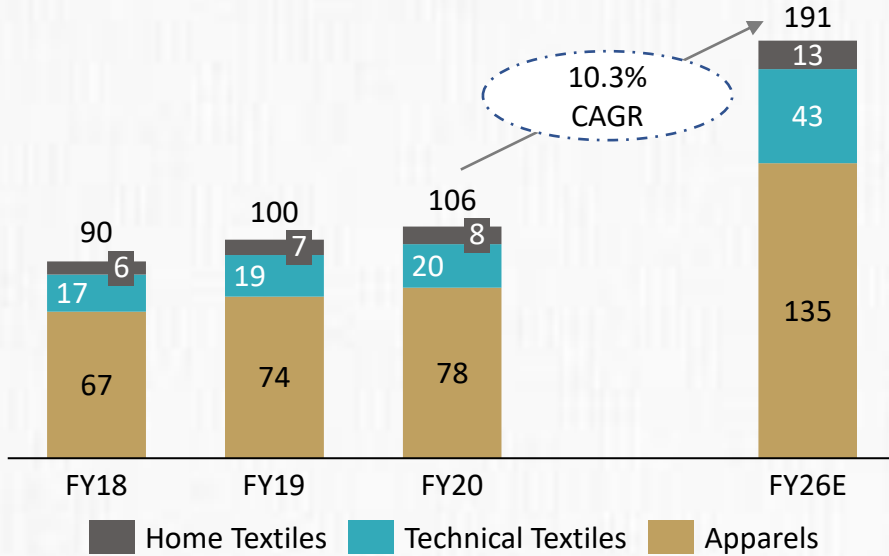


Strategic Focus & Outlook



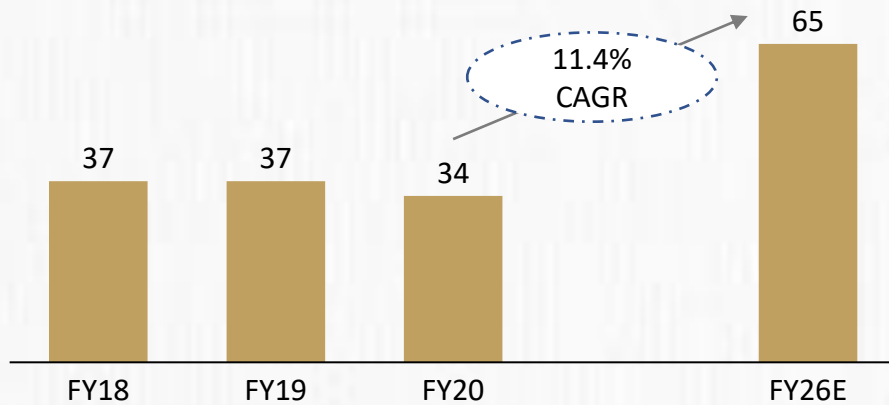
Industry expected to grow at ~11% CAGR over the next 5 years

Indian Domestic Apparels and Textiles Market (USD bn)



- Domestic textile and apparel industry faced a range of challenges post covid induced lockdowns; fall in retail sales, logistical disruptions, manufacturing shutdown and cancellation of orders
- However, post easing of the lockdowns, Industry recovered from these challenges
- The pace of recovery varied across the apparel categories mostly from low demand of occasional wear and formal wear, towards increased demand of casual wear, loungewear and inner wear due to the work from home culture.

Indian Apparels and Textiles Exports (USD bn)



- Indian **Domestic** textiles and Apparel market is expected to grow at ~**10% CAGR** over FY20-26E to USD 190 bn
- Indian textile and apparel **Exports** expected to grow at ~**11% CAGR** over FY20-26E to USD 65 bn

China +1 provides huge opportunity for Indian Textiles Industry



Why Banswara Syntex Limited?

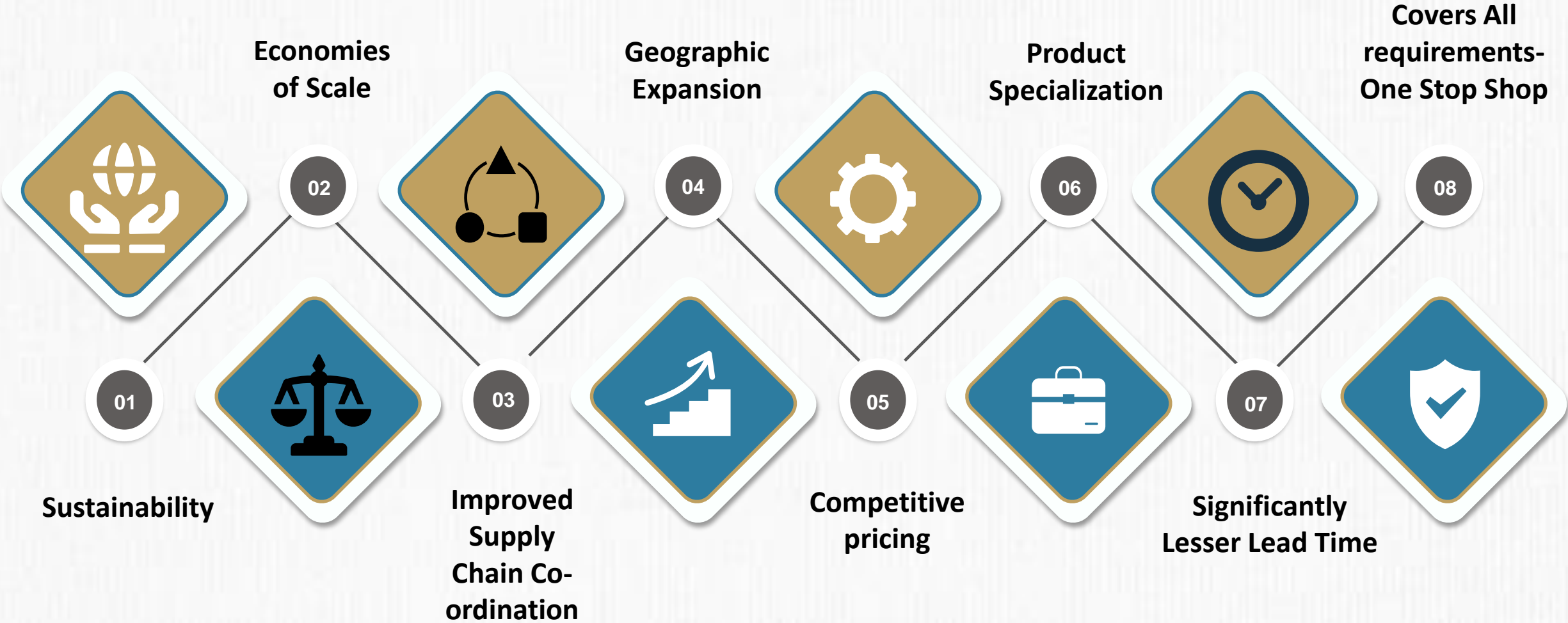
Investment
Rationale



Vertical Integration - A Game Changer for Banswara

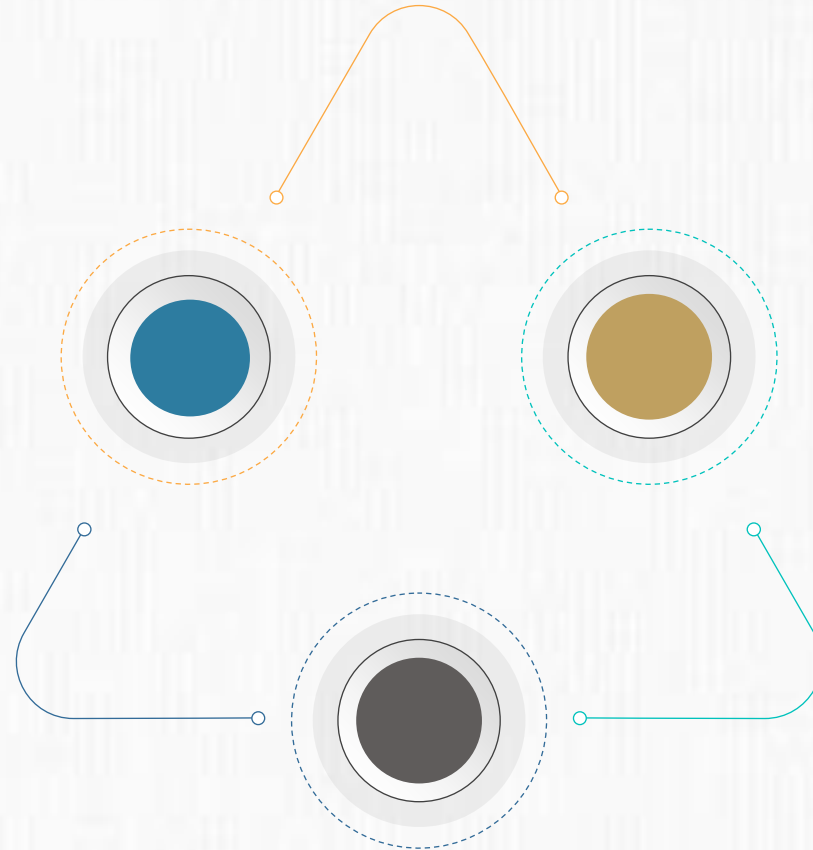


Benefits



Improvement in Capacity Utilization

- Demand improvement across textile value chain across domestic and International markets
- Order book visibility is high in fabrics & garments segments
- Target to increase own yarn consumption in fabrics



Cost Optimisation Measures

- Switched to grid power as thermal power cost has increased
- Looking to increase usage of solar power and targeting zero thermal power usage
- Improvement in productivity per person led to manpower cost opt capacity would help the company in significant cost savings
- Optimized travel, advertising costs
- Plants' strategic location ensures RM & Freight cost optimisation
- Increase in capacity utilization to reduce overall fixed expenses (as % of sales)

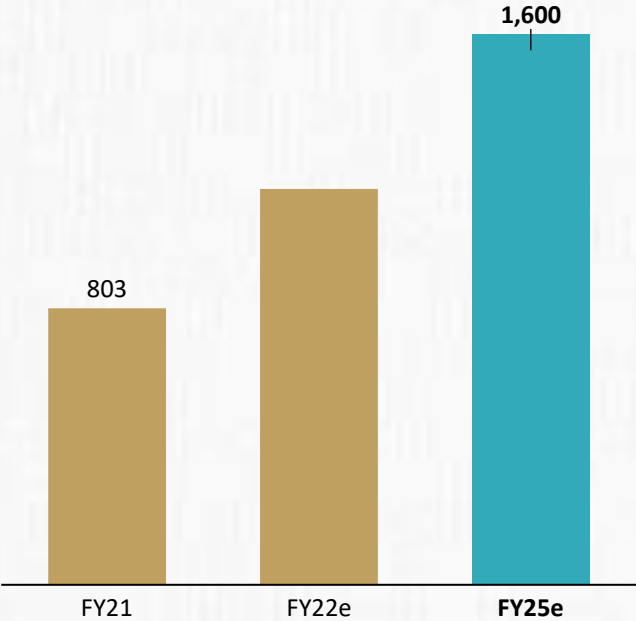
Increase in Value Added Products

- Structural shift in demand towards quality fabrics
- Product mix to move favorably towards value added products; to help improve overall margins

Shift from Yarn to Garment



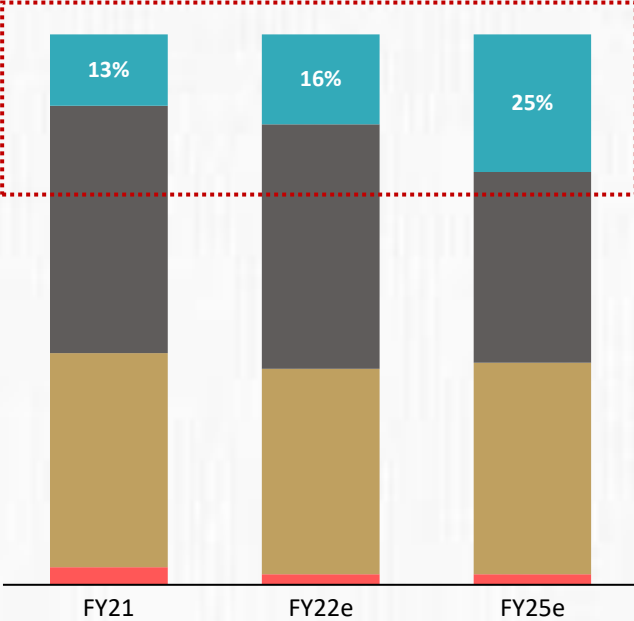
Revenues



CAGR 19%

Note: Revenues and EBITDA includes other income

Revenue Breakup



Legend: Garments (teal), Yarn (grey), Fabric (tan), Others (red)

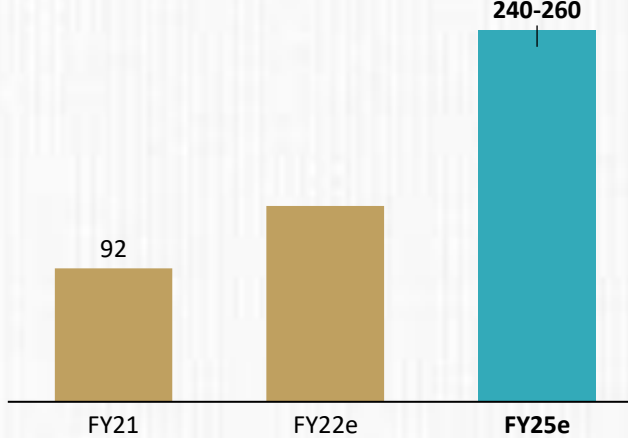
Target is to increase revenue contribution from **Garments Segment**

Banswara is well placed to capitalize its design & manufacturing capabilities to cater fast fashion market

EBITDA



Expected Margin Increase of ~100 bps on a yearly basis



CAGR 25% - 35%



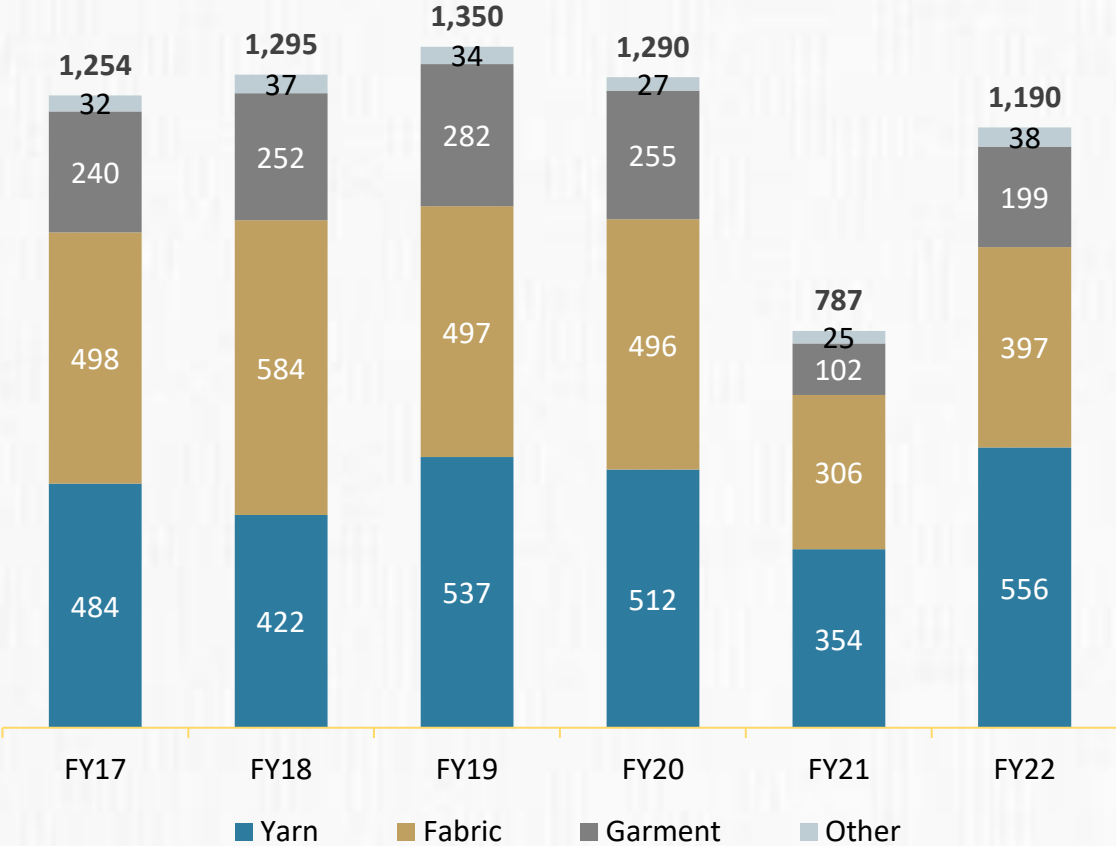
Financials



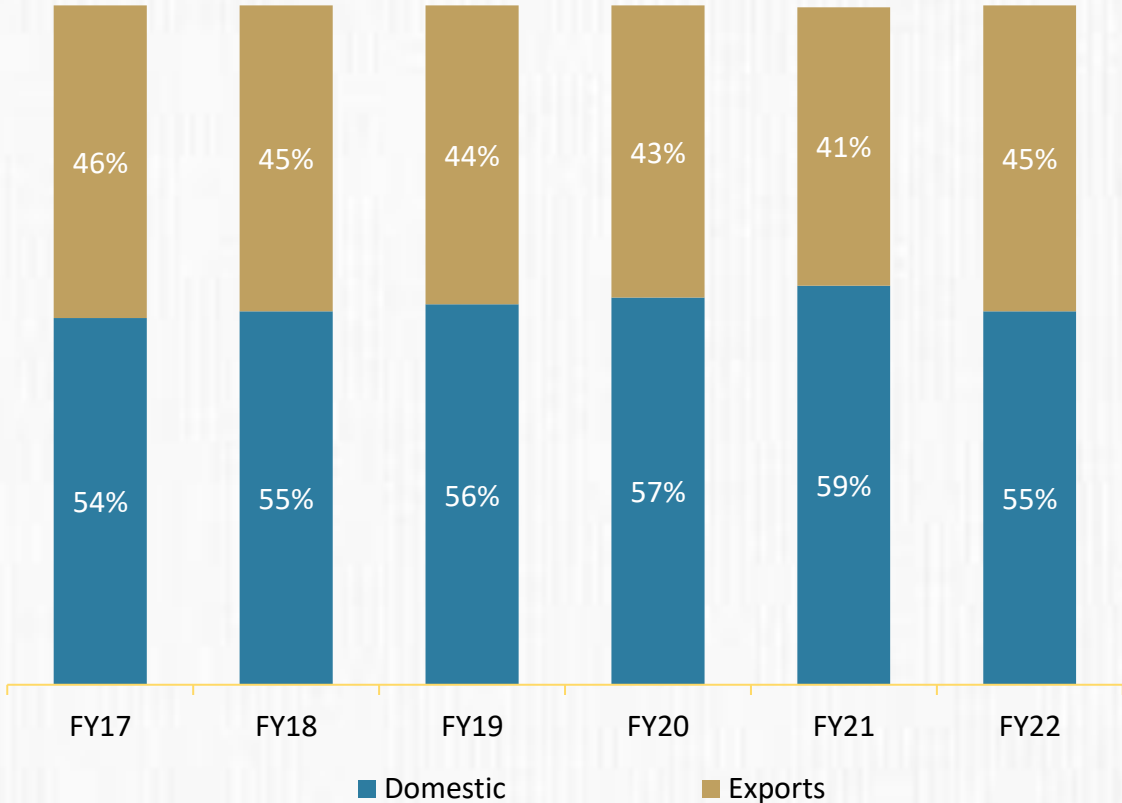
Revenue Mix – Segmental and Geography wise



Division-Wise Gross Revenue (Rs. in Crores)

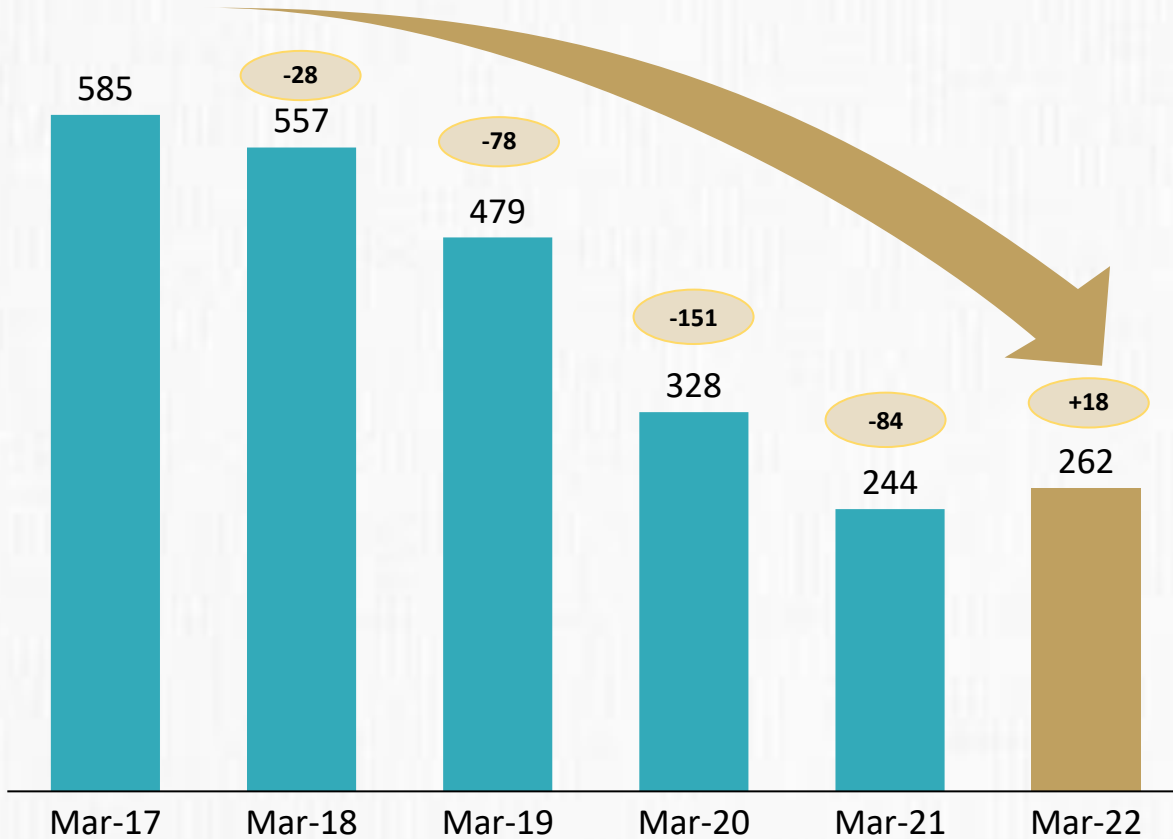


Geography-wise Gross Revenue (in %)

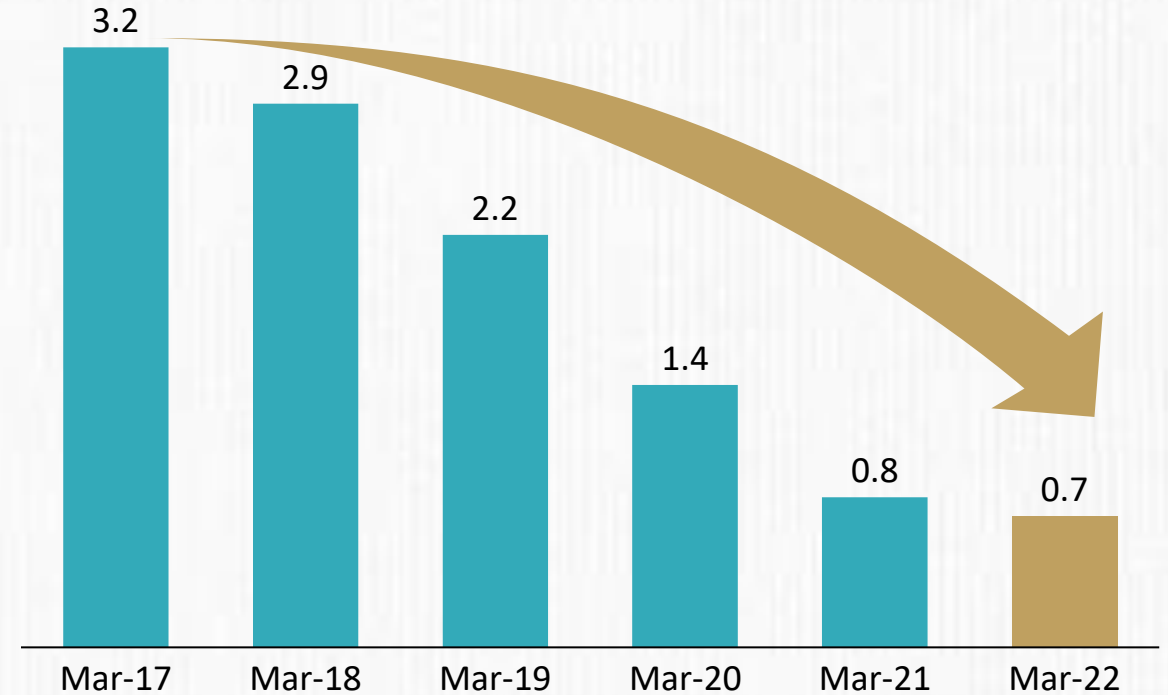


Improving Balance Sheet

Net Debt* (Rs. Crores)



Debt-Equity Ratio*



Debt-Equity Ratio= Total Debt / Total Shareholders funds

The company has reduced its net debt by Rs 323 crores over the last 5 years

*Total debt includes foreign bill discounting which is part of contingent liabilities in the balance sheet

Standalone Profit and Loss Statement

Rs. in Crs	FY22	FY21	FY20	FY19
Revenue from Operations	1,189.8	786.6	1,289.5	1,350.9
Other Income	17.0	16.2	12.9	13.6
Total Income	1,206.7	802.8	1,302.4	1,364.5
Total Expenditure				
Raw materials	526.9	375.1	601.3	667.7
Employee Expense	220.9	153.1	241.7	236.9
Power & Fuel	159.6	73.7	119.4	131.0
Other Expenses	163.4	108.8	182.9	195.1
EBITDA	136.0	92.1	157.1	133.8
<i>EBITDA Margin %</i>	11.3%	11.5%	12.1%	9.8%
Depreciation	41.9	46.5	51.2	54.9
Finance Cost	24.8	32.6	48.7	56.4
Exceptional Item (Gain) / Loss	2.7	3.3	0.4	-3.0
PBT	72.0	16.3	57.6	19.5
Tax	25.3	2.4	4.2	-4.6
PAT	46.7	13.9	53.4	24.1
<i>PAT Margin %</i>	3.9%	1.7%	4.1%	1.8%
EPS (Rs)	27.3	8.1	31.2	14.1

Standalone Balance Sheet

Asset (Rs. in Crs)	Mar-22	Mar-21	Mar-20	Mar-19
Non-current assets	377.1	360.3	393.6	433.9
Property, Plant & Equipment	306.4	330.8	370.7	413.6
Right of use assets	5.7	3.9		
Capital Work in progress	28.9	0.3	0.6	0.1
Intangible assets	2.3	2.9	3.3	4.1
Intangible Assets under development	-	0.4	-	-
Financial Assets				
Investments	4.7	2.9	3.6	3.6
Loans	-	-	2.1	2.4
Others	6.7	6.2	3.8	2.8
Other non current assets	22.5	12.8	9.5	7.4
Current assets	505.2	385.8	459.1	552.5
Inventories	278.9	196.4	237.5	287.9
Financial Assets				
Investments	0.0	0.0	0.1	0.2
Trade receivables	126.4	115.0	140.2	163.4
Cash & cash Equivalent	18.7	7.7	3.6	8.1
Other bank balance	8.7	6.7	9.4	9.6
Loans	1.2	0.7	4.9	1.5
Others	17.5	14.7	14.9	20.6
Other current assets	53.7	44.6	48.6	61.2
Total Assets	882.3	746.1	852.7	986.4

Equity & Liabilities (Rs. in Crs)	Mar-22	Mar-21	Mar-20	Mar-19
Equity	400.1	357.4	341.9	294.4
Equity share capital	17.1	17.1	17.1	17.1
other equity	383.0	340.3	324.8	277.3
Non-current liabilities	143.8	172.1	136.4	184.7
Financial Liabilities				
Borrowings	106.3	137.4	97.0	140.4
Lease Liabilities	2.0	0.2	-	-
Provisions	4.0	1.7	5.2	3.6
Deferred tax Liabilities (tax)	26.1	27.0	27.8	33.5
Government Grant	5.4	5.9	6.4	7.2
Current liabilities	338.4	216.6	374.4	507.3
Financial liabilities				
Borrowing	153.0	89.0	163.2	279.5
Lease Liabilities	0.6	0.5	-	-
Trade payable	147.7	101.2	104.4	132.6
Other Financial liabilities	5.1	7.6	69.3	57.0
Other current Liabilities	25.0	15.1	34.3	32.4
Government Grant	0.8	0.8	0.8	0.8
provisions	1.8	0.8	2.6	3.8
Current tax Liabilities (Net)	4.4	1.5	-	1.1
Total Liabilities	882.3	746.1	852.7	986.4

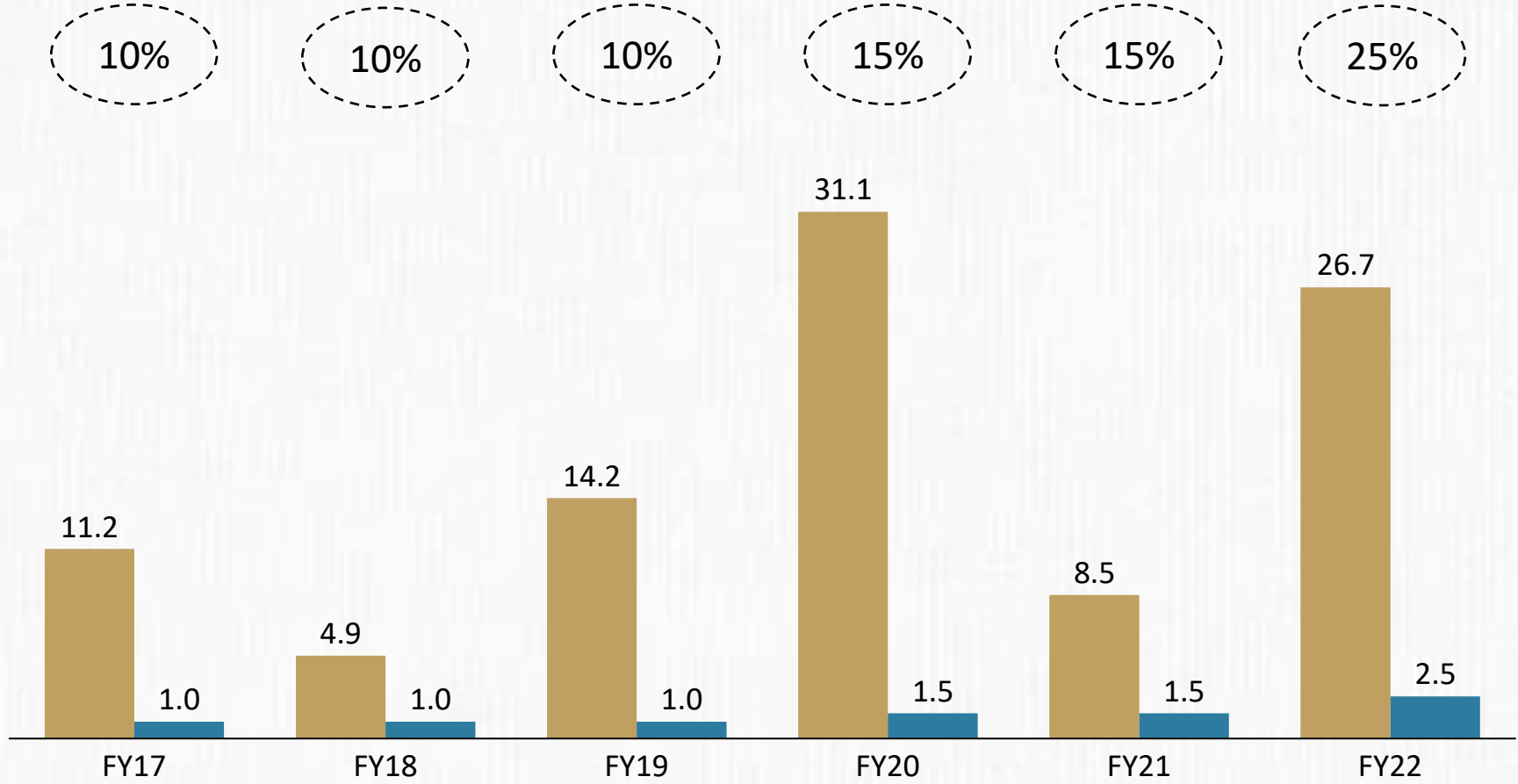
Standalone Cash Flow



(Rs. in Crores)	Mar-22	Mar-21	Mar-20	Mar-19
Operating profit before working capital changes	133.1	89.8	150.7	133.7
Changes in working capital	-57.9	45.3	65.5	6.6
Cash generated from operations	75.2	135.1	216.1	140.3
Income Tax Refund/(Direct Taxes Paid)	22.6	-2.7	-10.8	-3.0
Net Cash from Operating Activities (A)	52.7	132.4	205.4	137.3
Net Cash from Investing Activities (B)	-47.2	-2.6	-3.8	-9.9
Net Cash from Financing Activities (C)	5.6	-125.7	-206.0	-123.0
Net Change in cash and cash equivalents	11.0	4.2	-4.5	4.4
Cash & Cash Equivalents at the Beginning of the Period	7.7	3.6	8.1	3.7
Cash & Cash Equivalents at the End of the Period	18.7	7.7	3.6	8.1

Dividend Payout History

Dividend Pay-out



The company has Consistently declared dividends Year-on-Year

Company:	Investor Relations Advisors:
 The logo for BANSWARA SYNTEX LIMITED, featuring a stylized orange and blue bird-like graphic to the left of the text "BANSWARA SYNTEX LIMITED" in a blue, serif font.	 The logo for Strategic Growth Advisors (SGA), featuring the letters "SGA" in a large, blue, serif font, followed by the text "Strategic Growth Advisors" in a smaller, blue, serif font, underlined.
Banswara Syntex Limited	Strategic Growth Advisors Pvt. Ltd.
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