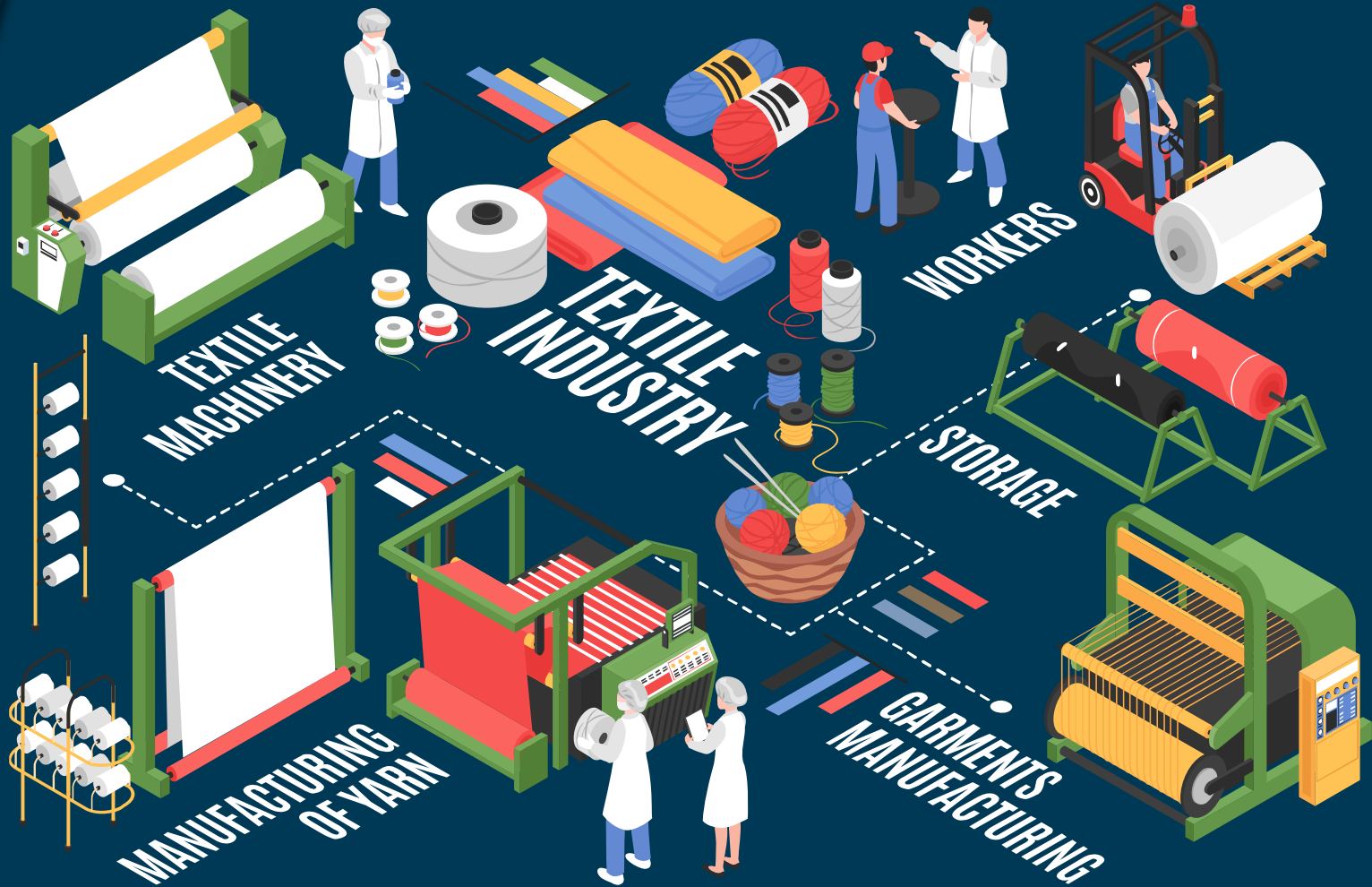


BANSWARA



YARN

FABRIC

GARMENTS

BANSWARA SYNTEX LIMITED

Investor Presentation

Safe Harbour



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About Us

Our Specialty is Value Added Textiles



Banswara Syntex – India Footprint...



Corporate Office in **Mumbai**, with plants in **Banswara, Daman and Surat**



Incorporated in the year **1976**



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



Offering **Vertically Integrated textile solutions**



9,000 + Employees



In House R&D & state of the art facilities



Shareholder base of **8,500+ shareholders**



Consistent Dividend payout since 2004-05



Banswara Syntex – Global Reach...



Exports to over 65+ countries across the Globe



Long-Term Relationship with Leading Global and Domestic players



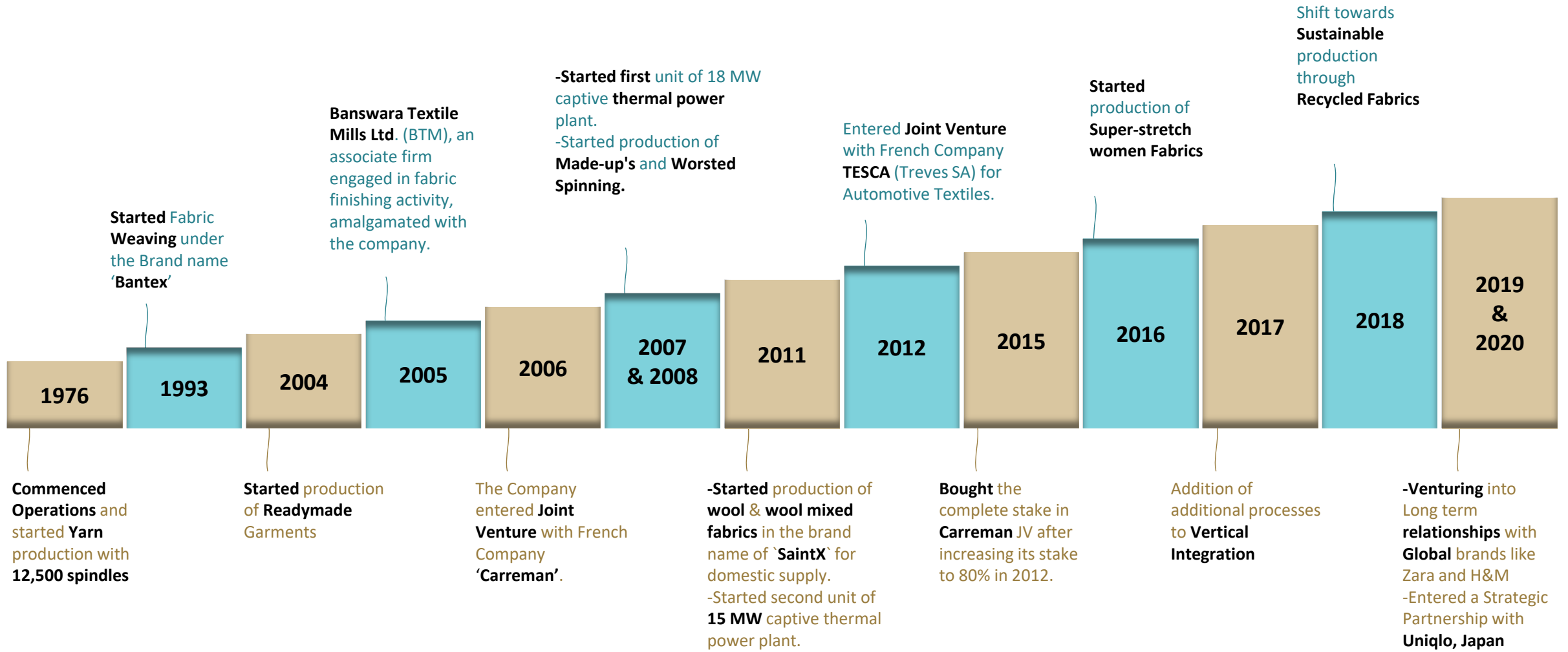
Global Customer Accreditations and Quality Certifications



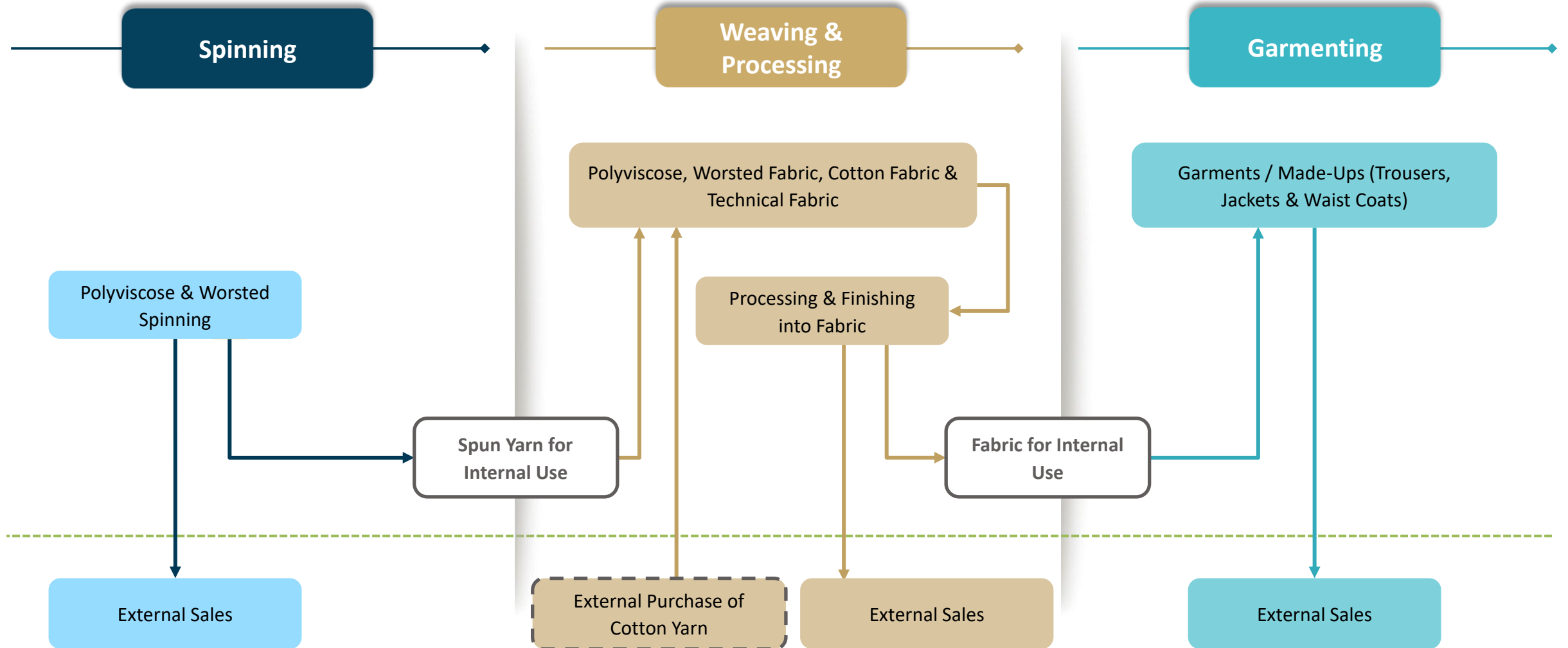
JV with TESCA of France for Automotive fabrics



Our Journey



Process Flow



Manufacturing Capabilities



Dyeing Unit



Spinning Unit



Weaving Unit



Garmenting Unit

Manufacturing Capabilities



Yarn

3,060 Tonnes/ month



Fabrics

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



Garments

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



Power Generation

33 MW / Year (18 MW + 15 MW)

The Company owns -
1,59,000 Spindles
400 Looms

Invested in...



Yarn

INR 274 crores



Fabrics

INR 192 crores



Garments

INR 57 crores



Power unit

INR 51 crores

Over **INR 574 crores**
towards expansion
and modernization
between
FY 2010 – March 2020



Financials



Standalone Balance Sheet



Asset (Rs. in Crores)	Mar-21	Mar-20	Mar-19
Non-current assets	360.27	393.64	433.91
Property, Plant & Equipment	334.74	370.68	413.56
Capital Work in progress	0.27	0.59	0.05
Intangible assets	2.93	3.33	4.10
Intangible Assets under development	0.41	-	-
Financial Assets			
Investments	2.88	3.60	3.60
Loans	2.81	2.10	2.41
Others	3.39	3.82	2.82
Other non current assets	12.84	9.52	7.37
Current assets	393.20	459.06	552.46
Inventories	196.46	237.48	287.91
Financial Assets			
Investments	0.03	0.10	0.18
Trade receivables	114.98	140.15	163.42
Cash & cash Equivalent	7.71	3.55	8.06
Other bank balance	6.69	9.37	9.59
Loans	0.65	4.90	1.5
Others	14.67	14.88	20.59
Other current assets	52.01	48.64	61.22
Total Assets	753.46	852.70	986.38

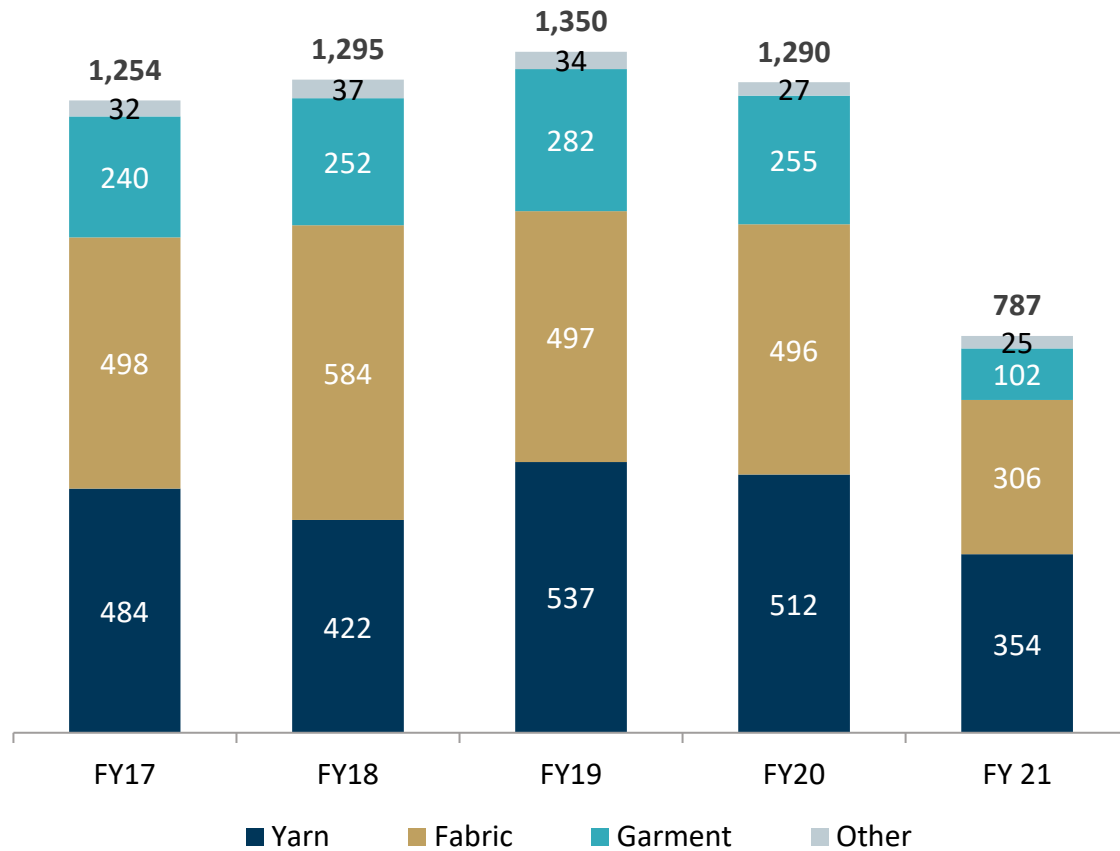
Equity & Liabilities (Rs. in Crores)	Mar-21	Mar-20	Mar-19
Equity	357.37	341.86	294.44
Equity share capital	17.12	17.12	17.12
other equity	340.25	324.75	277.33
Non-current liabilities	172.09	136.41	184.69
Financial Liabilities			
Borrowings	137.52	97.03	140.39
Long term Provision	1.66	5.24	3.63
Deferred tax Liabilities (tax)	27.02	27.77	33.50
Government Grant	5.89	6.37	7.17
Current liabilities	224.01	374.42	507.25
Financial liabilities			
Borrowing	33.93	163.15	279.51
Trade payable	92.5	104.36	132.61
Other Financial liabilities	63.23	69.26	57.02
Other current Liabilities	31.19	34.29	32.36
Government Grant	0.82	0.80	0.80
provisions	0.81	2.58	3.81
Current tax Liabilities (Net)	1.53	-	1.14
Total Liabilities	753.46	852.70	986.38

Standalone Profit and Loss Highlights

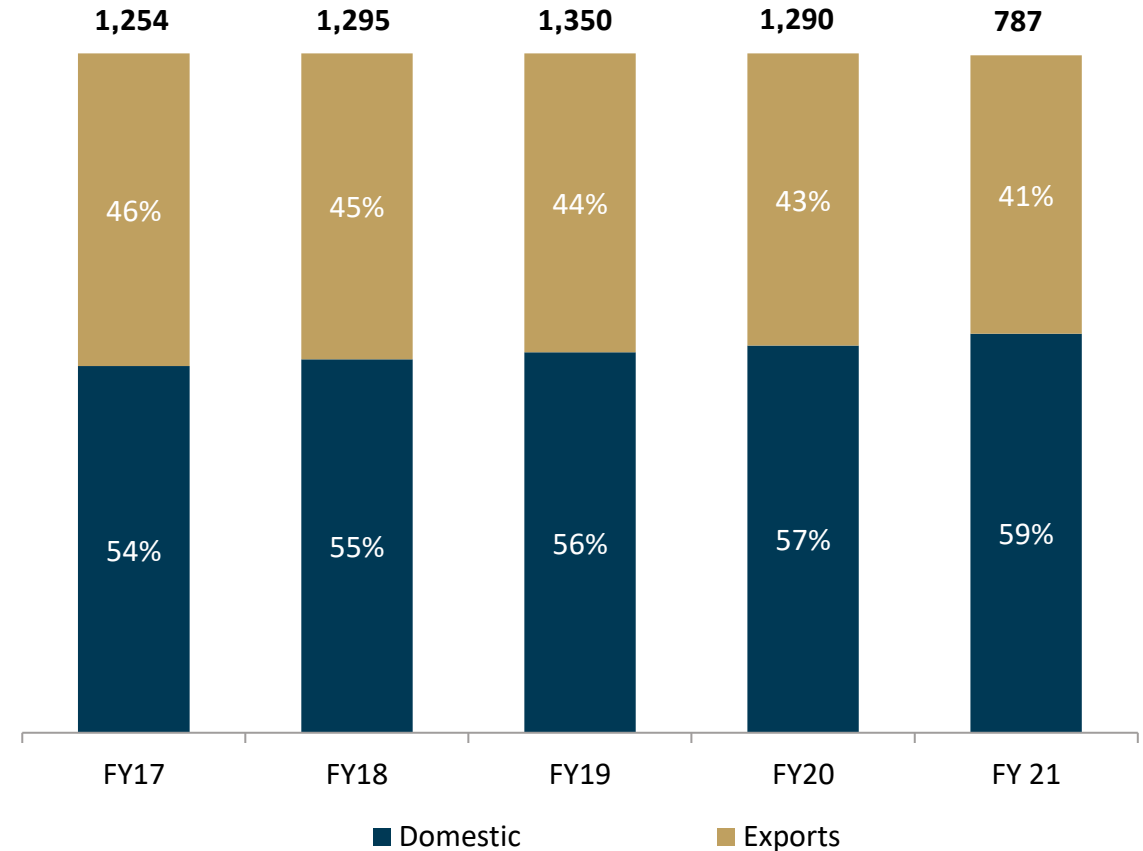
Rs. in Crs.	FY 21	FY20	FY 19
Net Operating Income	786.62	1289.50	1350.93
Raw materials	375.09	601.30	667.72
Cost of materials consumed	314.15	601.30	667.72
Purchase of traded goods	60.89	-	-
Employee Expense	153.14	241.72	236.91
Power & Fuel	73.71	119.43	131.02
Other Expenses	108.83	182.85	195.09
+ Other Income	16.22	12.86	13.58
EBIDTA (Excluding other items and OCI)	92.07	157.06	133.77
Margin %	11.70%	12.18%	9.90%
Depreciation	46.47	51.20	54.87
Finance Cost	32.56	48.72	56.40
Exceptional Item (Gain) / Loss	3.30	0.44	(2.99)
PBT	16.34	57.57	19.51
Tax	2.43	4.19	(4.64)
PAT	13.91	53.38	24.14
OPAT Margin %	1.77%	4.14%	1.79%
Other Comprehensive Income (OCI)	1.59	(0.55)	2.22
Total Comprehensive Income	15.50	52.83	26.36
EPS	8.14	31.19	14.11

Revenue Performance

Division-Wise Gross Revenue (Rs. in Crores)

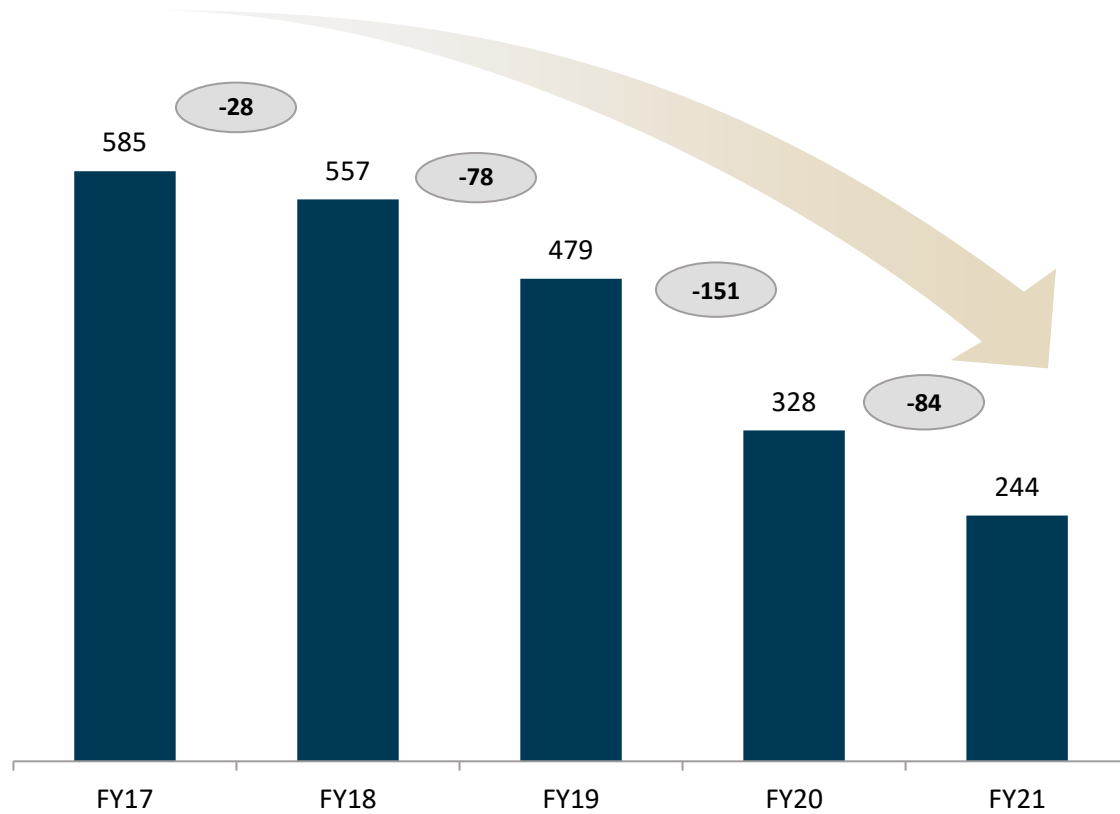


Geography-wise Gross Revenue (Rs. in Crores)

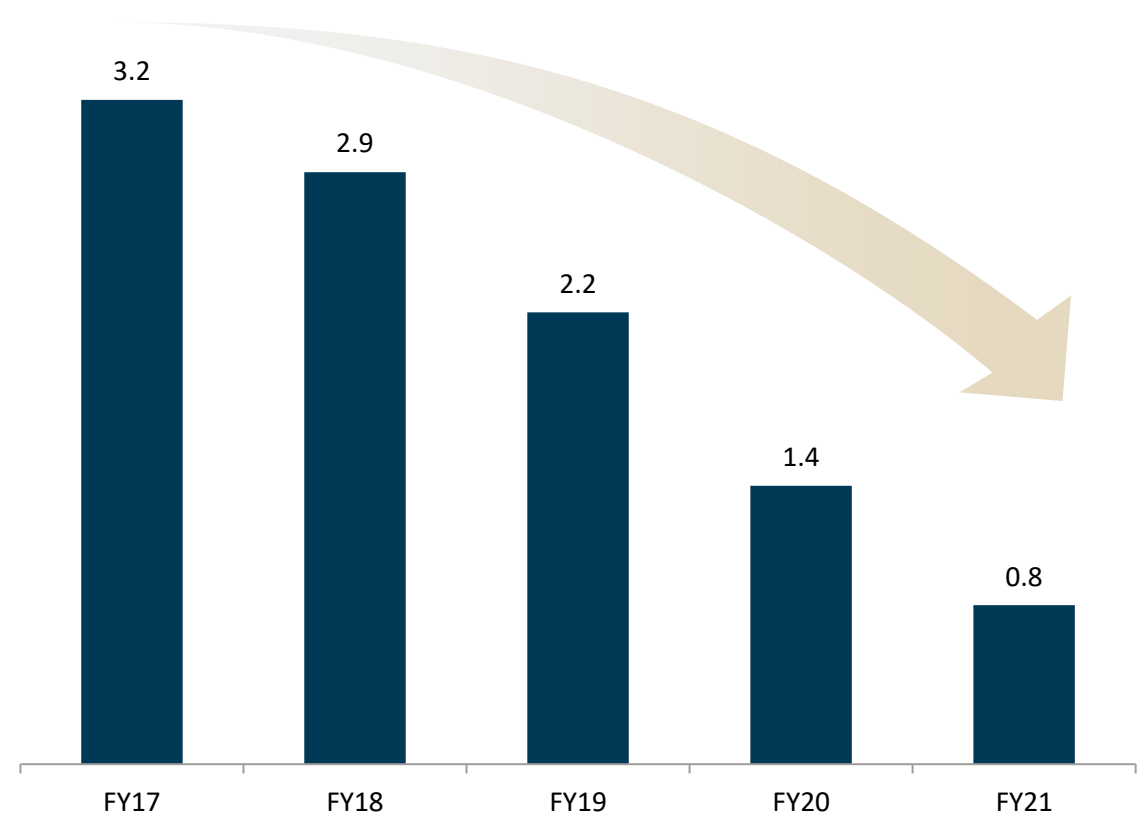


Improving Balance Sheet

Net Debt (Rs. Crores)



Debt-Equity Ratio



Debt-Equity Ratio= Total Debt / Total Shareholders funds

Dividend Payout and Shareholding History

Dividend Payout History

The company has Consistently declared dividends Year-on-Year

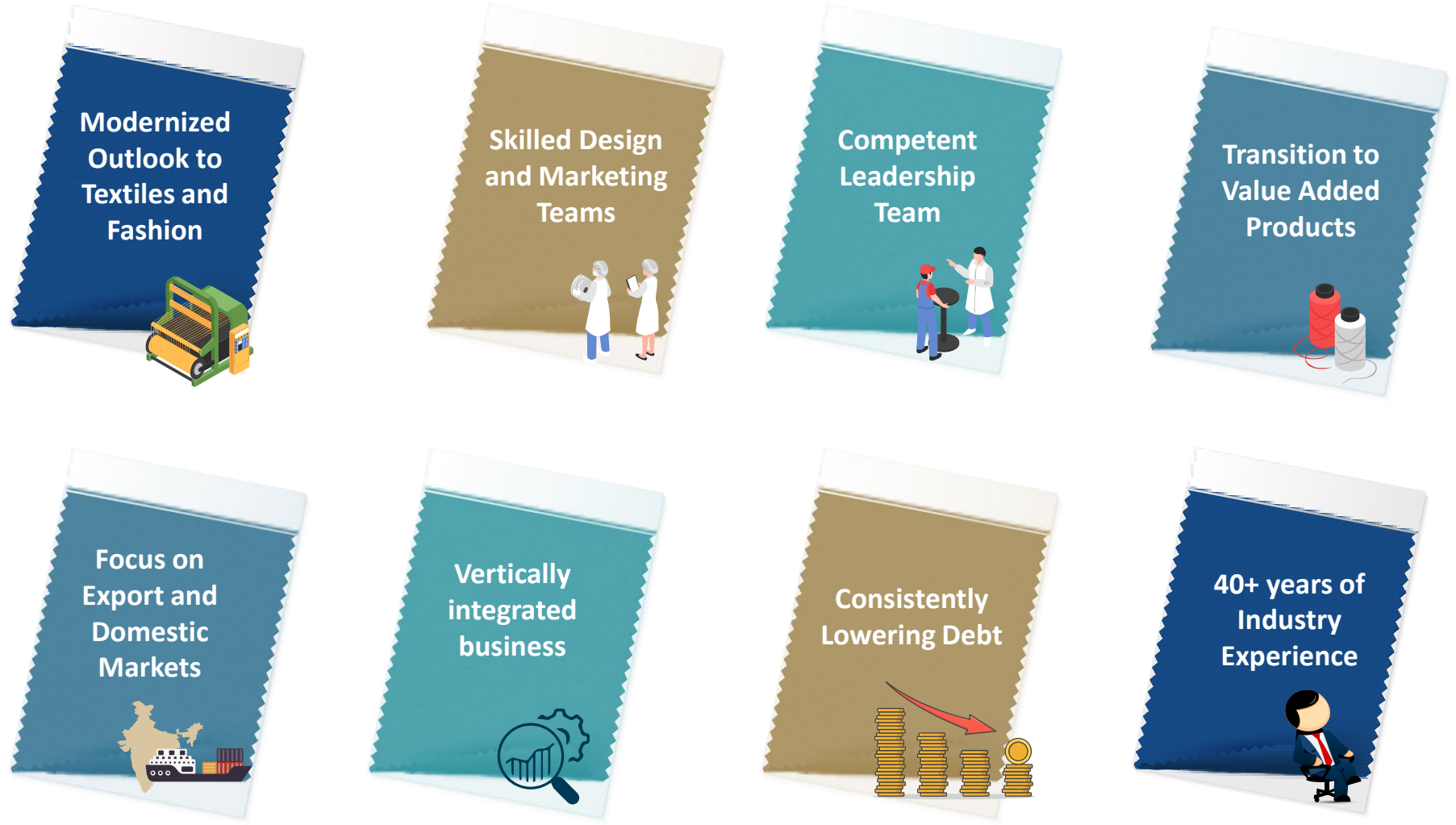
Financial year	Dividend (Rs./Share)	%
2015-16	2	20%
2016-17	1	10%
2017-18	1	10%
2018-19	1	10%
2019-20 (Interim)	1.5	15%
2020-21 (Proposed)	1.5	15%

Shareholding Structure

Category	% Holding					
	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21
Promoter & Promoter Group	59.10	58.93	58.87	58.87	58.87	58.87
Mutual Funds	0.03	0.03	0.00	0.00	0.00	0.00
Banks, FI's and Others	0.00	0.02	0.03	0.00	0.00	0.00
FII's	12.45	4.73	4.30	4.30	4.30	4.30
Private Corporate Bodies	10.78	15.93	15.94	15.58	15.37	15.22
Indian Public	16.77	18.94	19.93	20.22	20.68	20.93
NRS's / OCB's / Foreign Nationals	0.87	1.42	0.94	1.03	0.78	0.68
Others	-	-	-	-	-	-

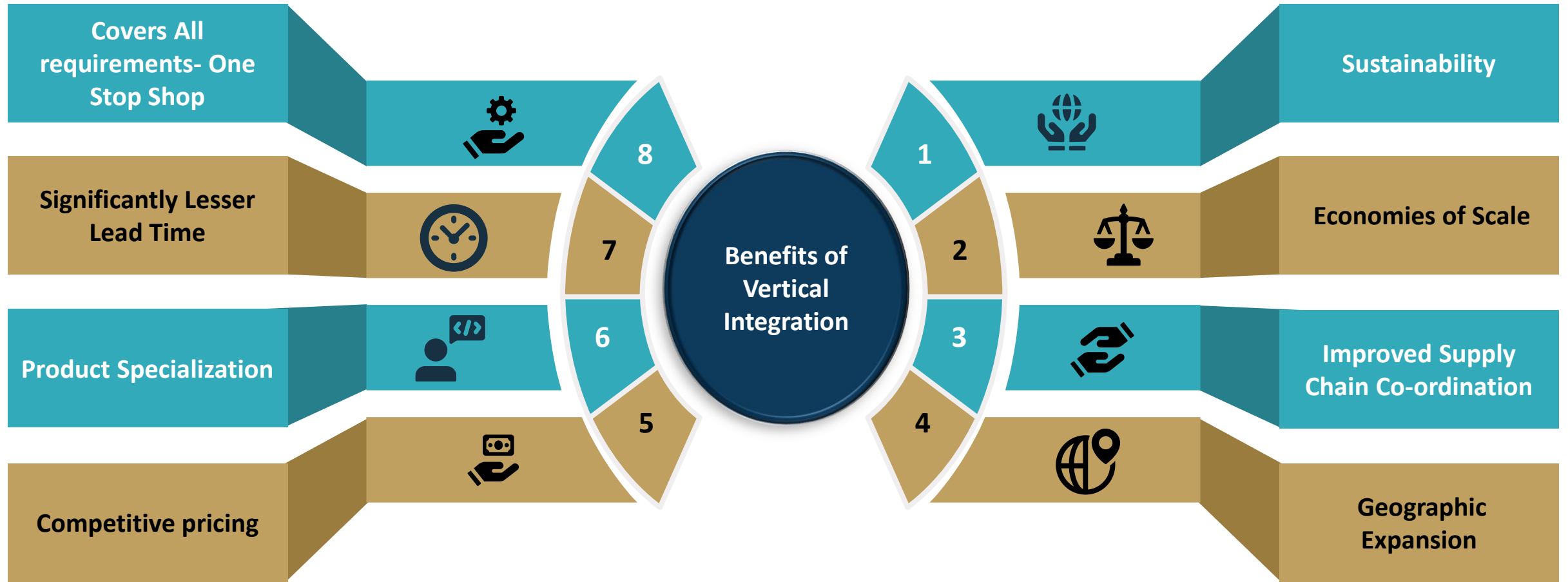
Why Banswara Syntex Limited?

Investment
Rationale



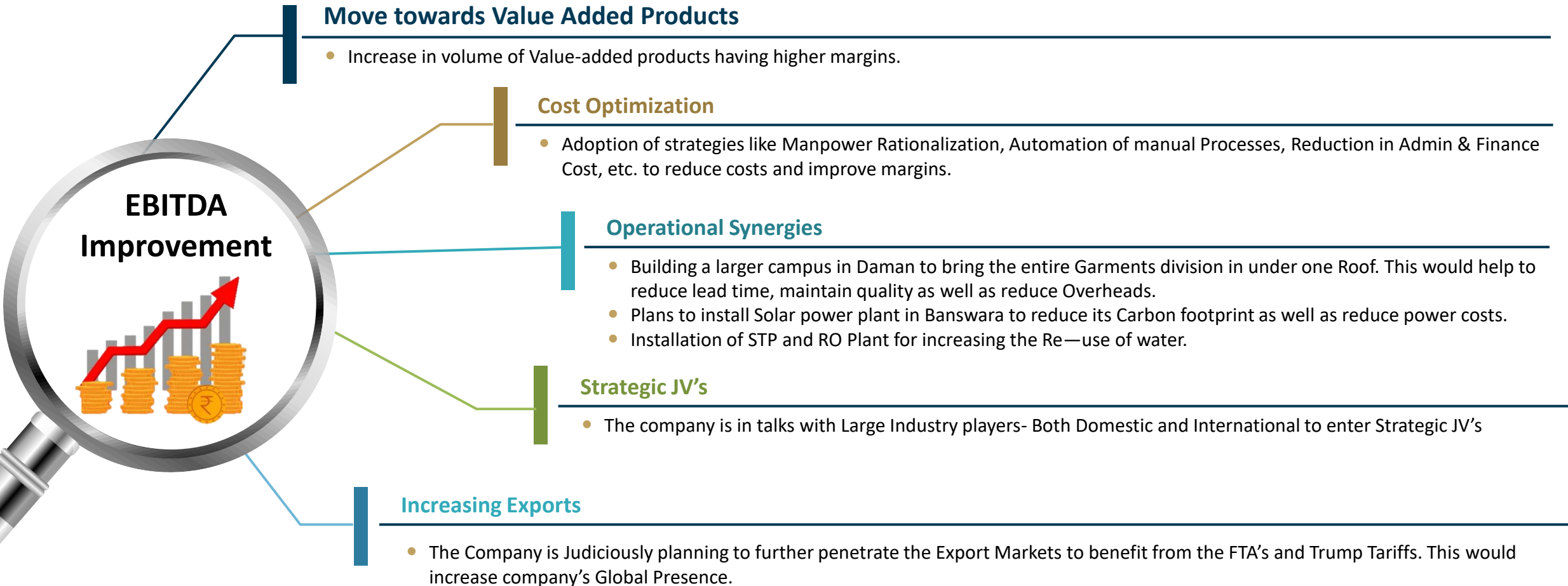
- Modernized Outlook to Textiles and Fashion
- Skilled Design and Marketing Teams
- Competent Leadership Team
- Transition to Value Added Products
- Focus on Export and Domestic Markets
- Vertically integrated business
- Consistently Lowering Debt
- 40+ years of Industry Experience

Vertical Integration - A Game Changer



Focus on Improvement of Margins

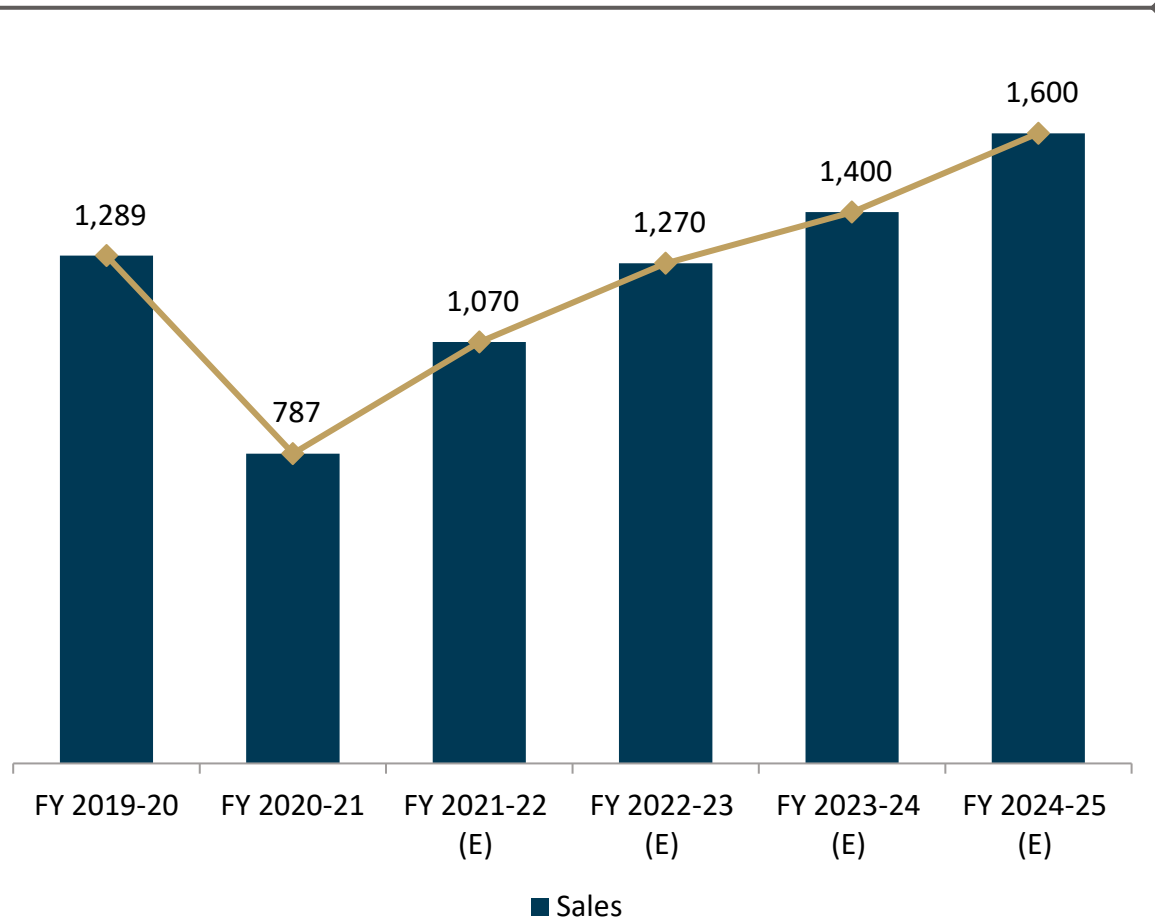
The Company is continually working towards generating additional value for its stakeholders. Some specific Initiatives where material benefits are expected:



Sales – Aim to be a Market Leader

Sales Growth Plan

(Rs in Crores)



FY 2020-21

The company made sales of **Rs.1,289 Crores** in FY 2019-20. However, in FY 2020-21 the sales declines to Rs.787 crores due to COVID-19.

FY 2021-22 Outlook

The company has seen some **revival in Q1 FY 2021-22** as compared to **Q1 FY 2020-21**, but the business activity levels would take some time to reach Pre-covid levels. Hence, the company estimates sales to be at **Rs. 1,070 crores** for FY 2021-22.

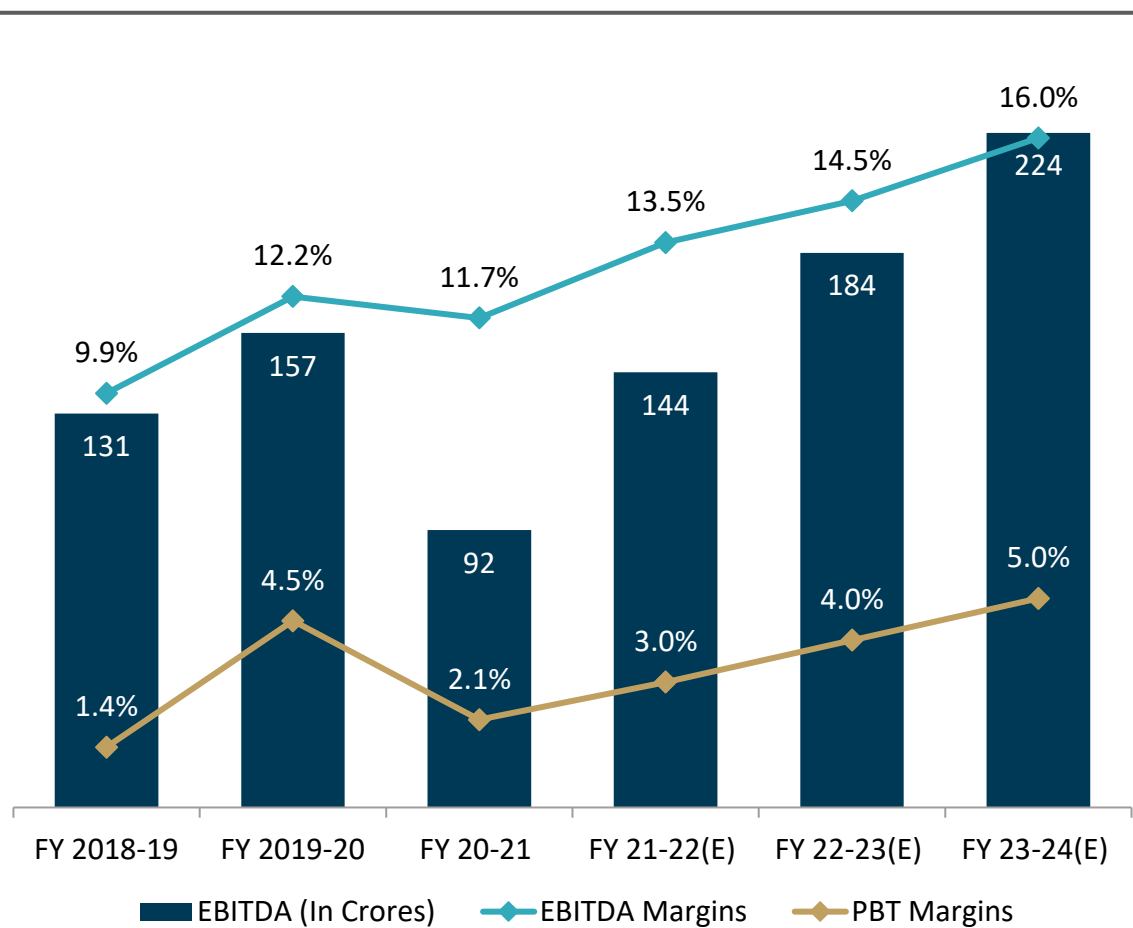
Way Forward

From FY 2022-23, the company expects to **benefit** from **Factors** like:

- Increased Demand
- Shift to Comfort Clothing
- Favorable Trade Policy Changes
- Focus on Value added Fabrics (Where BSL has significant spare capacity)

Margins- On an Upward Journey

Margin Analysis



EBITDA Margin

The company has constantly maintained its **EBITDA Margin above 10% Y-o-Y.**

Further, moving ahead, the company expects the same to grow due to its various initiatives undertaken. The company expects to reach an **EBITDA margin of 16%** by FY 2023-24.

PBT Margin

It has also been a constant endeavor of the company to maintain the PBT margins.

Though FY 20-21 was a difficult year due to the **Pandemic**, the company has managed its operations well and achieved **PBT over 2%.**

The same is slated to improve in the upcoming years on improvement of Macro situations as well as efficiencies in Management.

Yarn - The Building block

BSL is a preferred partner for the quality Focused Customers for Synthetic Blended Yarns.

Multi-specialty yarn range with functional features.

Stretch Yarns for weaving using **branded Lycra** and non-branded elastane

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

Received Globally recognized certification including– GRS (Global Recycled Standard), Oekotex, Environmental Safety besides QMS, ISO & Social Compliance...

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

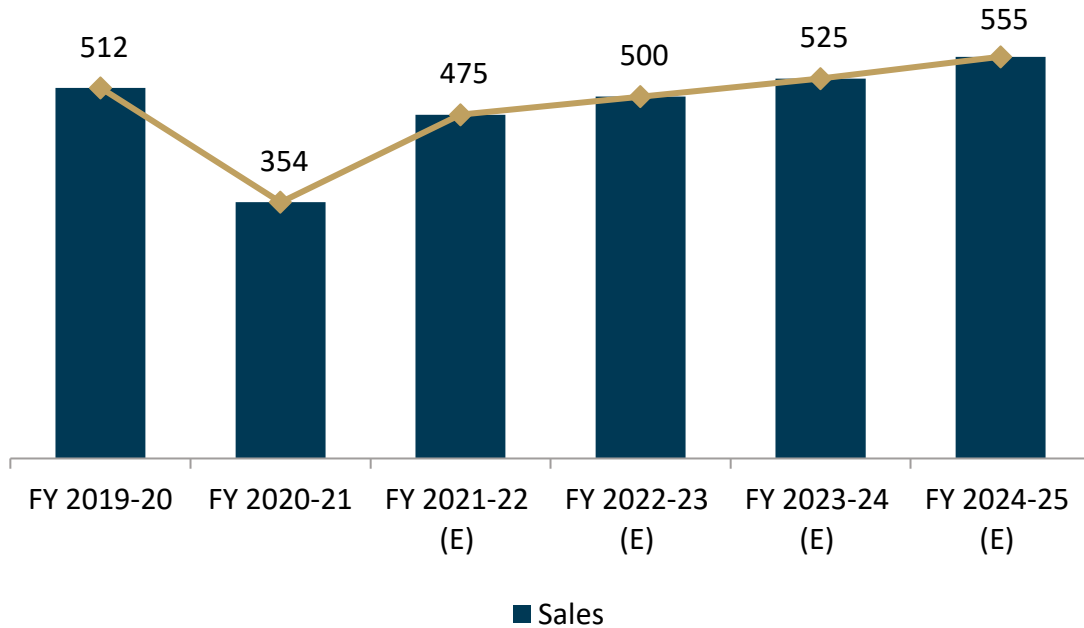
36,720 TPA Capacity



Yarn – Growth Strategy

Yarn Sales Plan

(Rs in Crores)



The Yarn Division has achieved a turnover of **Rs.512 crores in FY 2019-20**, which **reduced to 354 crores** in FY 20-21 due the impact of the **Pandemic**.

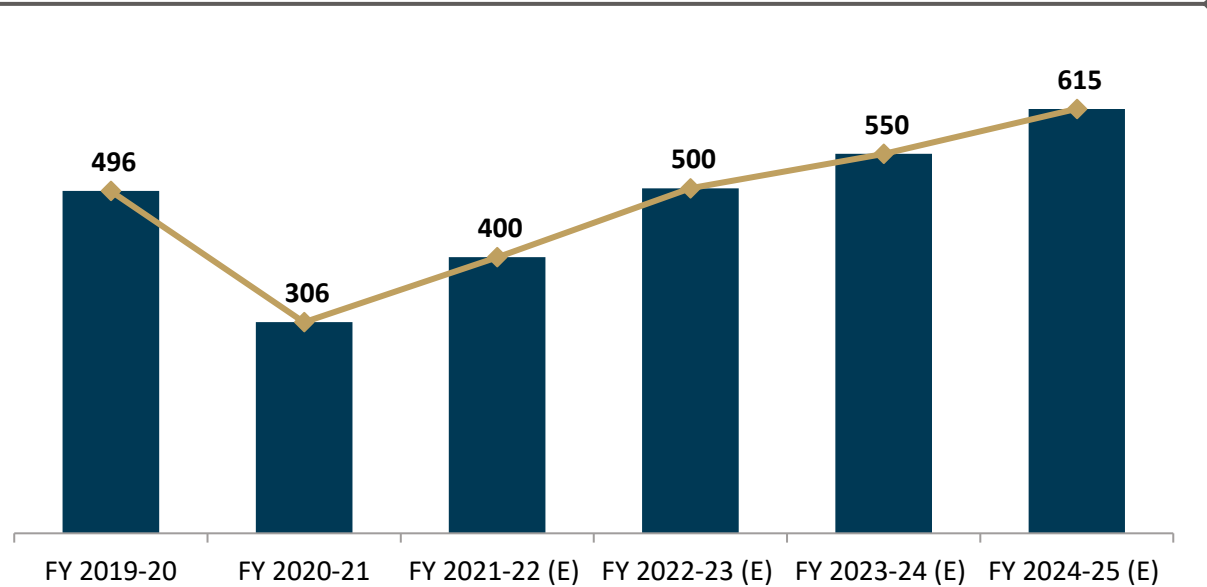
With things settling down, the company **expects** to clock a **turnover of ~Rs.475 crores** during **FY 2021-22** and expects a CAGR of 5% year-on-Year thereon.



Fabrics – The Growth Engine

Fabric Sales Plan

(Rs in Crores)



The company achieved **Sales of 496 Crores in FY 2019-20.**

However, it could manage only 306 Crores sales due to the COVID-19 pandemic.

It projects to achieve Sales of **~400 Crores in FY 2021-22.**

whereas it expects to grow sales significantly on resumption of Normal business Circumstances.

The 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 Technical Textiles 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 in India and Paris 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 points of delivery

Fabrics – Major Competencies

The company sees favorable opportunities in Production of Comfort Fabric going forward

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 H&M, Zara 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.

Fabrics – Growth Plan

Increased Product Mix

Venturing into Production of Knitted Fabrics

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

Evaluation of Production of Fabrics for Automotives and Defence applications

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



Improve Margins

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

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



Target Markets



US: 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

Steady growth from existing markets

Garments – Value Addition Division

Garments is one of the Fastest growing segments in the Textile Industry

15 years+ Experience in **Garment** Manufacturing

One of the **Largest** Manufacturer of **Specialized Formal Suits, Jackets and Trouser** in India

Strong International Presence with long term relationships with customers

State of the Art Machinery- Specialized suit making equipment from Durkopp Adler, Germany and Specialized trouser Manufacturing Equipment from Juki as well as Durkopp Adler, Germany

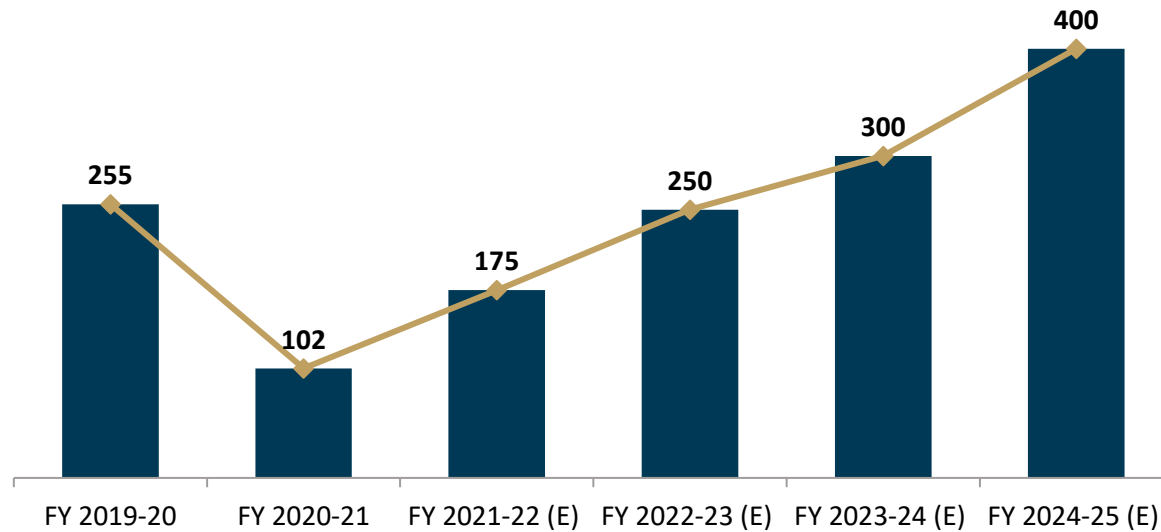
Flexible Manufacturing for Small Runs and made to measure Garments.

Expertise in Manufacturing of Stretch Garments and Smart Casual Clothing

Garments – Value Addition Division

Garments Sales Plan

(Rs in Crores)



The company clocked a Turnover of Rs.255 Crores in FY2019-20.

However, the sales were severely impacted in FY 2020-21 due to COVID-19.

The company estimates to clock around 175 Crore Sales in FY 2021-22, when things are expected to normalize.

In the next 3 years, the company aims to focus on moving to Value added products which have Higher margins .

Growth Strategy



Comfort Garments

Move towards manufacturing of Comfort Garments made from Bi Stretch/ Knitted Fabrics.



Leverage Relations

Leverage the existing relationships with larger customers like Arrow, Van Heusen, Raymonds, Reliance and Arvind.



Target Export Markets

Acquisition of New Customers in the Export Markets. Also, benefit from FTA's and Trump Tariffs imposed on China.



Product Partnerships

Evaluate Product Partnerships with Domestic as well as Foreign Suppliers to move into Manufacturing of Higher Margin products

Riding the Fast Fashion Wave

Requirements of Fast Fashion

It is fuelled by advances in technology, automation.

It depends on the conversion of precise and continuous data into strategic decisions.

Profound difference in the supply chain compared to traditional retail.

Our Capabilities

Design houses in France & Italy as well as India to accurately forecast trends in the West and Asia.

Understand global aesthetics and ensure world class product development.

Ability to keep up with multiple cycles of refreshed in-store collections.

Our Focus Areas

Maintain a high grade of quality even at shortened lead times.

Low inventory levels in line with low in store inventories of fast fashion players.

Improve in-house logistics.

Our Goal: To be the PREFERRED SUPPLIER to our Customers

Domestic Clientele



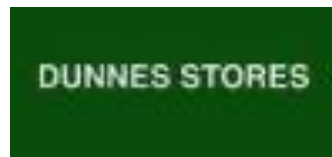
E-Commerce Clients:



International Clientele



PHILLIPS-VAN HEUSEN CORPORATION



Working with some of the world's biggest names



List of Accreditations/ Quality Certifications

Year	Position	Category
2018-19	Best	Export Performance in Synthetic & Rayon Spun Fabrics
2018-19	Second Best	Export Performance in Spun Yarn
2017-18	Best	Export Performance in Synthetic & Rayon Spun Fabrics
2016-17	Best	Export Performance in Synthetic & Rayon Spun Fabrics
2015-16	Fourth	Award for Fourth Best Overall Export Performance (SRTEPC Special Award)
2015-16	Best	Export Performance in Synthetic & Rayon Spun Fabrics
2014-15	Best	Export Performance in Synthetic & Rayon Spun Fabrics
2013-14	Best	Export Performance in Synthetic & Rayon Spun Fabrics
2012-13	Best	Export Performance in Synthetic & Rayon Spun Fabrics
2012-13	Second Best	Export Performance in Spun Yarn
2010-11	Best	Export Performance in Synthetic & Rayon Spun Fabrics
2009-10	Best	Export Performance in Man-Made Fiber Blended Fabrics
2008-09	Best	Export Performance in Acrylic Yarn
2008-09	Best	Export Performance in Man-Made Fiber Blended Fabrics

(i) ISO-9001: 2015 Quality Management System Certification. (ii) SA-8000:2014 Social Compliance Certification. (iii) GRS & OCS Certifications (iv) Oeko Tex-100 Certification.

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
- Holds the position of Chairman of SRTEPC



Mr. Ravindra Kumar Toshniwal

Managing Director

- B.Tech (Chem.) from IIT, Mumbai
- Undertaken OPM Course of Harvard University, USA
- 33 years of experience in Textile Industry
- Responsible for the overall activities of the company with an emphasis on Fabrics Business
- Involved in Development of Robust MIS systems to assist in Decision making



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

CSR Activities



- Creation of garden in Bansawara 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.

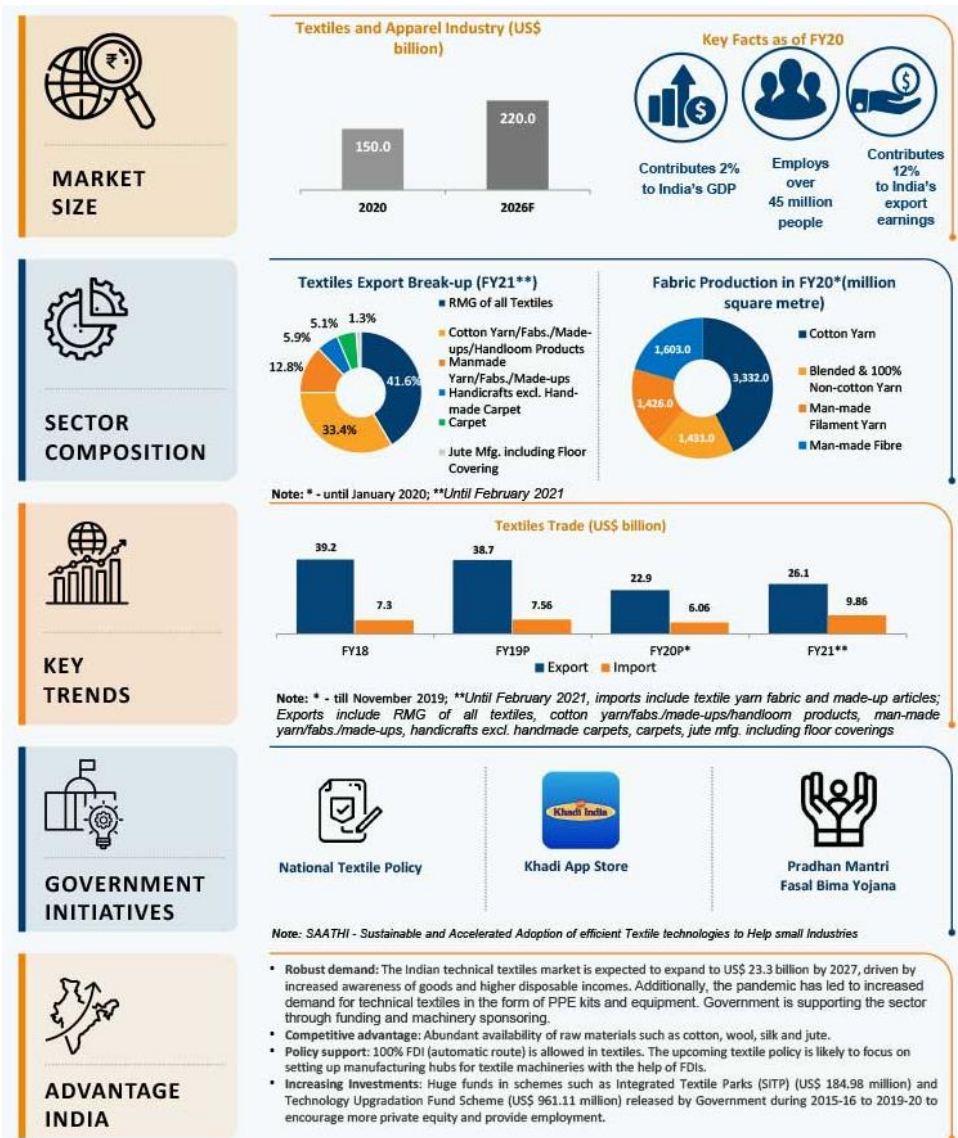


- Creation of a walking path of 5 KM along the edge of the lake to promotes physical health and well- being of the people of Banswara.



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

Outlook- Indian Textile Industry



Opportunities

- Abundance of raw material, presence of entire value chains, competitive manufacturing costs, availability of skilled manpower, large and growing domestic market, rising per capita income, higher disposable incomes and preferences for brands and increase in organized retail landscape and e-commerce are the key growth drivers for the textile industry.
- There is an increased focus on technical textiles due to the growth of end-user industries. These include automotive, healthcare, infrastructure, aviation, defence and oil and petroleum.
- The textiles industry in India is experiencing a significant increase in collaboration between global majors and domestic companies.
- The slowdown in the Chinese economy has increased the cost of textile production in China. Hence, Chinese textile manufacturers have lost competitive advantages of the lower cost of production in the last few months.
- Under Union Budget 2019-20, the government has allocated Rs. 700 crore (US\$ 97.02 million) for Amended Technology Upgradation Fund Scheme (ATUFS).
- Government of India has approved a new skill development scheme named 'Scheme for Capacity Building in the Textile Sector (SCBTS)'. It has an outlay of US\$ 202.9 million.
- The Textile Ministry of India earmarked US\$ 106.58 million for setting up 21 readymade garment manufacturing units in seven states for development and modernization of Indian textile sector.
- 100 per cent FDI is permitted in the sector. Cumulative FDI inflows into the textiles sector stood at over US\$ 3.19 billion.
- India can become the one-stop sourcing destination for companies from the Association of Southeast Asian Nations (ASEAN). This is because of the existence of several opportunities for textile manufacturing companies from 10-nation bloc to invest in India.

Banswara Syntex Ltd.

CIN: L24302RJ1976PLC001684

Mr. J.K.Jain,

Joint President & CFO

jkjain@banswarasyntex.com

www.banswarasyntex.com