

SUDITI INDUSTRIES LTD.



C-253/254, MIDC, TTC INDL.AREA, PAWNE VILLAGE, TURBHE, NAVI MUMBAI – 400 705
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Ref: No. SIL/S/62/2017-18

Date: 16.09.2017

The Secretary/Corporate Services,
Bombay Stock Exchange Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001.

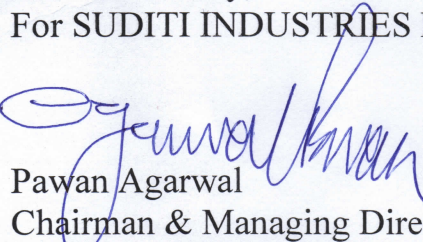
Company Code No. 521113

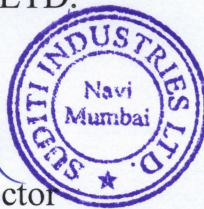
Dear Sir,

We hereby submit the “Q1/FY 2017-18 Earnings presentation” prepared by our Investor Relations Management Services Company “M/S.Valorem Advisors “for the information of the investors. The financial details presented contain the information from the June 2017 quarterly results submitted by the company and the disclaimer statement is also attached for the information of the investors.

Thanking you,

Yours faithfully,
For SUDITI INDUSTRIES LTD.


Pawan Agarwal
Chairman & Managing Director










SUDITI INDUSTRIES LTD.

Q1 FY18 EARNINGS PRESENTATION

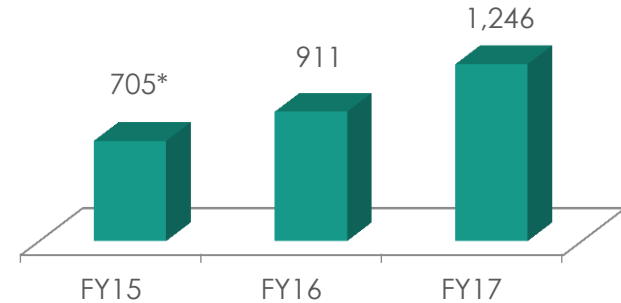
Executive Summary

	<p>Overview</p> <ul style="list-style-type: none">• Suditi Industries limited ("SIL"), was incorporated in 1991 as a processing house to manufacture 100% cotton Knitted Fabrics and Polar Fleece Fabrics• In a short span, the company established itself as a reputed quality manufacturer of hosiery fabrics and garments for many established brands• The company is today a vertically integrated Textile and Apparel manufacturing house with processes like knitting, dyeing, printing, finishing, garmenting and also retailing of our own branded apparels and reputed licensed wear
	<p>Products and Business Mix</p> <ul style="list-style-type: none">• Retail Business<ul style="list-style-type: none">◦ Licensed Brands – FC Barcelona, Manchester City FC, MTV, YouWeCan◦ Own Brands – Riot and Indianink• Fabric and Garments Business
	<p>Key Marquee Clients</p> <ul style="list-style-type: none">• Retail: EBO's and large format stores like Central, Shoppers Stop, Pantaloons, Lifestyle, & Walmart, and e-commerce presence on Jabong, Myntra, Amazon, Flipkart, Snapdeal, etc.• Fabrics: Madura Group, Reliance, Creative Garments Pvt. Ltd, Gini & Jony Ltd, Choudhary Garments• Garments: Future Group, Mandhana Industries Ltd, Myntra Designs Pvt. Ltd, Siyaram Silk Mill Ltd, Shoppers Stop, Raymond, Lee Cooper, Walmart, Burnt UMBER
	<p>Financial Performance</p> <ul style="list-style-type: none">• Total Income from Rs 623 Mn in FY14 to Rs 1,052 Mn in FY17 at a 3-year CAGR of 19 %• EBITDA has grown from Rs 43 Mn in FY14 to Rs 83 Mn in FY17 at a 3-year CAGR of 25 %• Net Profit has grown from Rs 8 Mn in FY14 to Rs 22 Mn in FY17 at a 3-year CAGR of 40%

Company Overview

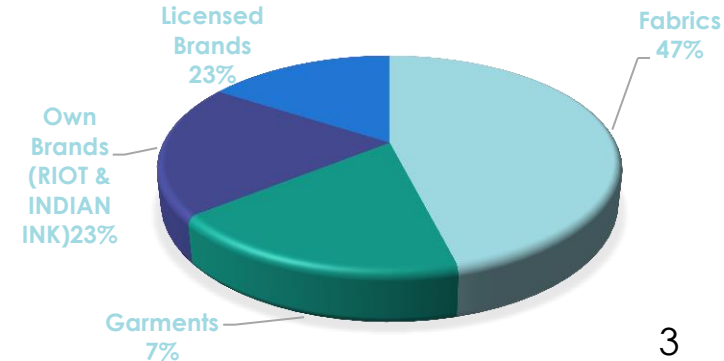
- SIL initially started as a fabrics processing plant, the company has gradually entered into different segments of fabric processing such as knitting, printing, finishing and garmenting.
- The company is **headquartered at Navi Mumbai, Maharashtra** and has manufacturing unit at Turbhe, Mumbai.
- SIL has state-of-the-art machines imported from Germany, USA, Greece, Switzerland, Taiwan etc. through which they cater to customers' specific needs.
- SIL ventured into licensing by acquiring **manufacturing rights for 2014 FIFA World Cup (Brazil)**.
- Encouraged by the response of FIFA world cup 2014 (Brazil) the company has now executed licensing agreement with reputed **international clubs like FC Barcelona and Manchester City FC**. and also ventured licensing agreements with **MTV and YouWeCan**
- The company has a strong retail presence through 2 of its **key brands: Riot and Indianink**.
- Its retail brand **Riot** is an inspirational youth fashion brand that offers high quality fashion wear at economical price. It offers **denims, bottoms, jackets, shirts for men ,skirts, dresses, cardigans for women** and other **accessories**.
- **IndianInk** offers a vivid range of contemporary fashion and styled garments for women. It emphasizes on ethnic and fusion wear. It offers a wide range of products like **Kurtas, Tunics, Skirts, Salwar Kameez** along with **co-ordinates**.

CONSOLIDATED REVENUES (INR MN)



*FY15 Standalone Revenues

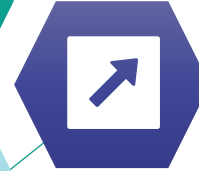
SEGMENTAL REVENUE (FY17)



Key Strengths

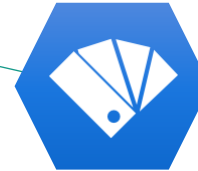
Experienced promoters & a strong management team

Established Players in Apparel Brand Licensing



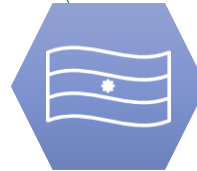
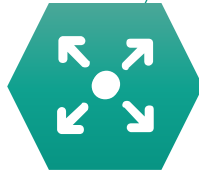
Vertically integrated - processing to garmenting

Strong Retail brands - Riot & Indian Ink



Diversified range of textile products

Reliable suppliers of Fabrics and Garments to Marquee Clients



Strong Pan India distribution network across platforms

Future Strategy

- **Increased focus on retail** business.
- Strategically identify & tie-up with **more licensed brands**.
- **Increasing footprint of our own and licensed brands** through distributor networks and other low-capex franchisee models.
- **Higher focus on e-commerce** platforms.
- Strategically leverage on companies own manufacturing facilities to **further reduce cost & improve margins**.



Financial & Operational Highlights

Q1 FY18 Standalone Financial Performance:

Total Income* - INR 224 Mn; Growth of 26.5% YoY

EBITDA- INR 15 Mn;

EBITDA Margin- 6.69%

Net Profit- INR 3 Mn; **PAT Margin**- 1.41%

Diluted EPS- INR 0.21 per equity share

Q1FY18 Operational Highlights:

- Company approved the Joint Venture proposal with **Project Anushka Sharma Lifestyles Pvt.Ltd.,** (a company promoted by Celebrity actress Ms. Anushka Sharma) in the name of “**SAA & SUDITI RETAIL PRIVATE LIMITED**”.

Quarterly Standalone Financial Performance (IND AS)

Particulars (INR Mn)	Q1 FY18	Q4 FY17	QoQ	Q1FY17	YoY
Total Income *	224	354	(36.7)%	177	26.5%
Total Expenses	209	330	(36.6)%	161	29.8%
EBITDA	15	24	(37.5)%	16	(6.25)
EBITDA Margin (%)	6.69%	6.78%	(9) bps	9.03%	(234) Bps
Depreciation	3	4	(25)%	4	(25)%
Finance Cost	7	7	-	7	-
PBT	5	13	(61.5)%	5	-
Tax	2	7	(71.4)%	2	-
PAT	3	6	(50)%	3	-
PAT Margins (%)	1.34%	1.69%	(35)bps	1.69%	(35) bps
Diluted EPS	0.21	0.39	(46.2)%	0.19	10.5%

* - Includes Other Income

Standalone Income Statement

Particulars (INR Mn)	FY15	FY16	FY17
Total Income *	705	822	1,052
Total Expenses	649	753	969
EBITDA	56	69	83
EBITDA Margin (%)	7.94%	8.39%	7.89%
Depreciation	19	18	18
Finance Cost	25	30	29
PBT	12	21	36
Tax	2	6	14
PAT	10	15	22
PAT Margins (%)	1.41%	1.82%	2.09%
Diluted EPS	0.58	0.87	1.30

* - Includes Other Income

Standalone Balance Sheet

Liabilities (INR Mn.)	FY16	FY17	Assets (INR Mn.)	FY16	FY17
Shareholder Funds			Fixed Assets		
Share Capital	167	168	Tangible Assets	119	109
Reserves & Surplus	101	126	Intangible Assets	0	0
			Capital Work in Progress		
			Intangible Assets under Development	0	0
Total Shareholders Fund	268	294	Total Fixed Assets	119	109
	-		Non-current investments		
Non Current Liabilities			Non-current investments	9	9
Long Term Borrowings	43	35	Deferred Tax Asset	1	1
Other Long Term Liabilities	1	4	Long term loans and advances	41	42
			Other non current assets	1	0
Total Non Current Liabilities	44	39	Total Non current assets	171	161
Current Liabilities			Current Assets		
Short term Borrowings	181	211	Current Investments	1	1
Trade Payables	93	137	Inventories	218	296
Other Current Liabilities	18	10	Trade Receivables	185	226
Short-term provisions	14	17	Cash & Bank Balances	3	3
			Short-term loans & advances	30	14
			Other current assets	11	7
Total Current Liabilities	306	375	Total Current Assets	447	547
GRAND TOTAL - LIABILITES	618	708	GRAND TOTAL - ASSETS	618	708

Consolidated Income Statement

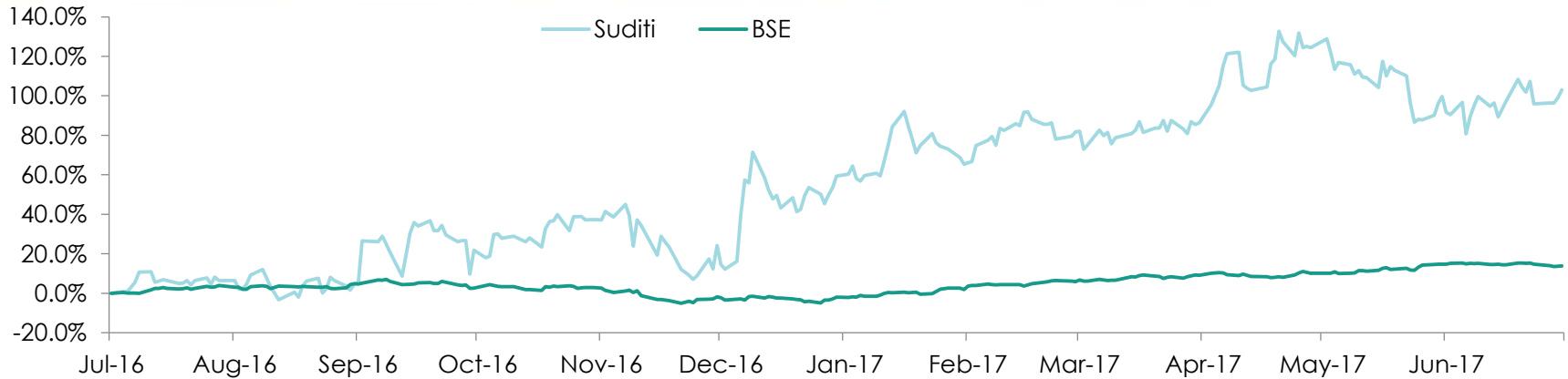
Particulars (INR Mn.)	FY16	FY17
Total Income*	911	1,246
Total Expenses	844	1,162
EBITDA	67	84
EBITDA Margin (%)	7.35%	6.74%
Depreciation	18	18
Finance Cost	30	31
PBT	19	35
Tax	6	14
PAT	13	21
PAT Margins(%)	1.43%	1.68%
Diluted EPS	0.77	1.24

* - Includes Other Income

Consolidated Balance Sheet

Liabilities (INR Mn.)	FY16	FY17	Assets (INR Mn.)	FY16	FY17
Shareholder Funds			Fixed Assets		
Share Capital	167	168	Tangible Assets	120	110
Reserves & Surplus	99	123	Intangible Assets	-	-
Total Shareholders Fund	266	291	Capital Work in Progress		
			Intangible Assets under Development	-	-
Minority Interest	-	-	Total Fixed Assets	120	110
			Non-current investments		
Non Current Liabilities			Non-current investments		
Long Term Borrowings	43	34	Deferred Tax Asset	1	1
Other Long Term Liabilities	8	28	Long term loans and advances	44	43
			Other non current assets	2	-
Total Non Current Liabilities	51	62	Total Non current assets	167	154
Current Liabilities			Current Assets		
Short term Borrowings	191	229	Current Investments		
Trade Payables	109	182	Inventories	233	328
Other Current Liabilities	21	16	Trade Receivables	209	300
Short-term provisions	15	26	Cash & Bank Balances	4	4
			Short-term loans & advances	29	13
			Other current assets	11	7
Total Current Liabilities	336	453	Total Current Assets	486	652
GRAND TOTAL - LIABILITES	653	806	GRAND TOTAL – ASSETS	653	806

Capital Market Data

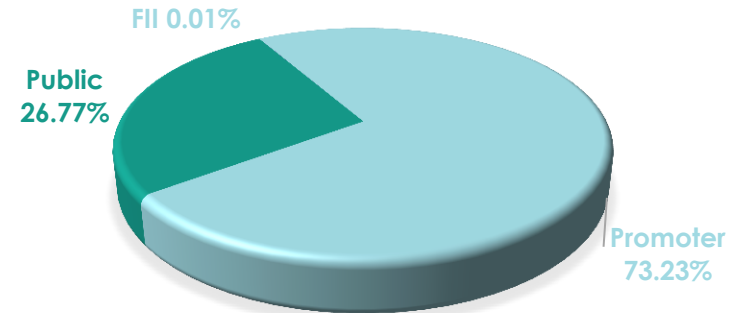


Price Data (30th June, 2017)

INR

Face Value	10
Market Price	72.5
52 Week H/L (INR)	86.5/32.5
Market Cap (INR Mn)	1,215
Equity Shares Outstanding (Mn)	16.76
1 Year Avg. trading Volume ('000)	9.4

SHAREHOLDING PATTERN (30th JUNE,2017)



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Suditi Industries Ltd

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For further information please contact our Investor Relations Representative:



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thank
YOU