

SANGAM (INDIA) LIMITED

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Value through values

Ref: SIL/SEC/2022-23

Date: 13th February, 2023

<p>The Manager Department of Corporate Services The National Stock Exchange of India Ltd. Exchange Plaza, 5th Floor, Plot No. C/1, G Block Bandra Kurla Complex, Bandra (E) <u>Mumbai – 400051</u> Scrip Code: 5251</p>	<p>The Manager, Department of Corporate Services, Bombay Stock Exchange Ltd. Phiroze Jeejeebhoy Towers 25th Floor, Dalal Street, <u>MUMBAI - 400 001</u> Scrip Code: 514234</p>
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Dear Sir/Madam,

Subject: Intimation to Stock Exchange – Investor Presentation in connection with Unaudited Financial Results for quarter and nine month ended 31st December, 2022

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Unaudited Financial Results for quarter and nine month ended 31st December, 2022

Kindly take the above on your record.

**Yours faithfully,
For Sangam (India) Limited**

**(A.K. Jain)
Company Secretary
FCS – 7842**



SANGAM (INDIA) LIMITED

INVESTOR PRESENTATION

Feb 13, 2022

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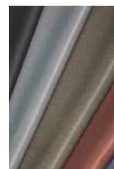
About Us

Sangam (India) limited was incorporated in 1984, promoted by Shri RP Soni, first generation entrepreneur & technocrat. SIL become a public limited company in 1992 and listed on both the major exchanges of India in NSE and BSE.

- SIL main business activities are Textile & garment manufacturing. Company has expanded its products portfolio into full value chain in textile, manufacturing of yarn, fabric, fabric processing and Garment, etc.
- Company has build 4 state of the art manufacturing facilities situated in Bhilwara & Chittorgarh, Rajasthan, India
 - Yarn (PV Fiber dyed, Grey yarn, & Cotton Yarn) : 96,150 MT
 - Fabric Production (Denim & PV fabric) : 78 MMPA
 - Fabric Processing : 72 MMPA
 - Knitted Fabric : 5,500 MTPA
 - Garments : 5.6 MPPA



PV blended
dyed/grey/cotton yarn



PV/denim fabric



Fabric processing



Garments

Unique Business Propositions of Sangam India Limited

Long standing presence over 35 years & established brands.

One of the largest producers of Poly Viscose Dyed Yarns in South East Asia, in oligopolistic market segment.

Diversified product mix from Yarn (PV & Cotton), Fabric (PV woven, Denim, Knitted), Garments, etc. A rare company in India who is having such a large & diversified product mix.

Key player in the organized PV Fabric segment. SIL is very strong contender having limited competition in large & institutional supplies.

Diversified customer base across segments & geography worldwide.

Manufacturing centricity and Economy of scale

One of the niche player in Seamless Garments manufacturing in India.

Brand C9 Air wear brings of progressive seamless wear to maximize flexibility, mobility and performance, while enhancing comfort and confidence, as Intimate Wear, Active Wear, Yoga Wear, Shape Wear and Leisure Wear for women.

Vision & Mission Statement



Vision:

At Sangam, we strive to build enterprises driven by excellence which maximises customer satisfaction and create value for all stakeholders.



Mission:

To maximise customer value and expand customer base with focus on consumer business segment while keeping pace with changes in external environment.

On the back of our resilient business model and operational efficiencies, we continued to drive value for our stakeholders during the year. We remained steadfast on delivering the best quality and sustainable textile solutions, leading to a better tomorrow for everyone.

R.P. Soni



Our Values:

Commitment: We are committed to foster trusted client relationships and to enhance stakeholders' value. We enable others to trust us by delivering on our accountabilities and stand by decisions when they are made. We expect to follow ethical business practices with complete transparency and open communication.

Integrity: We carry our responsibilities in honest and trustworthy manner. We expect to uphold high standard of conduct and to have integrity in all our thoughts and actions.

Professionalism: We expect to conduct ourselves in professional manner even in the most challenging circumstances.

Quality: Our endeavour is to provide high quality products and adhere to world-class standards.

Adaptability: We remain steadfastly adaptable to changing dynamic environment.

Board of Directors

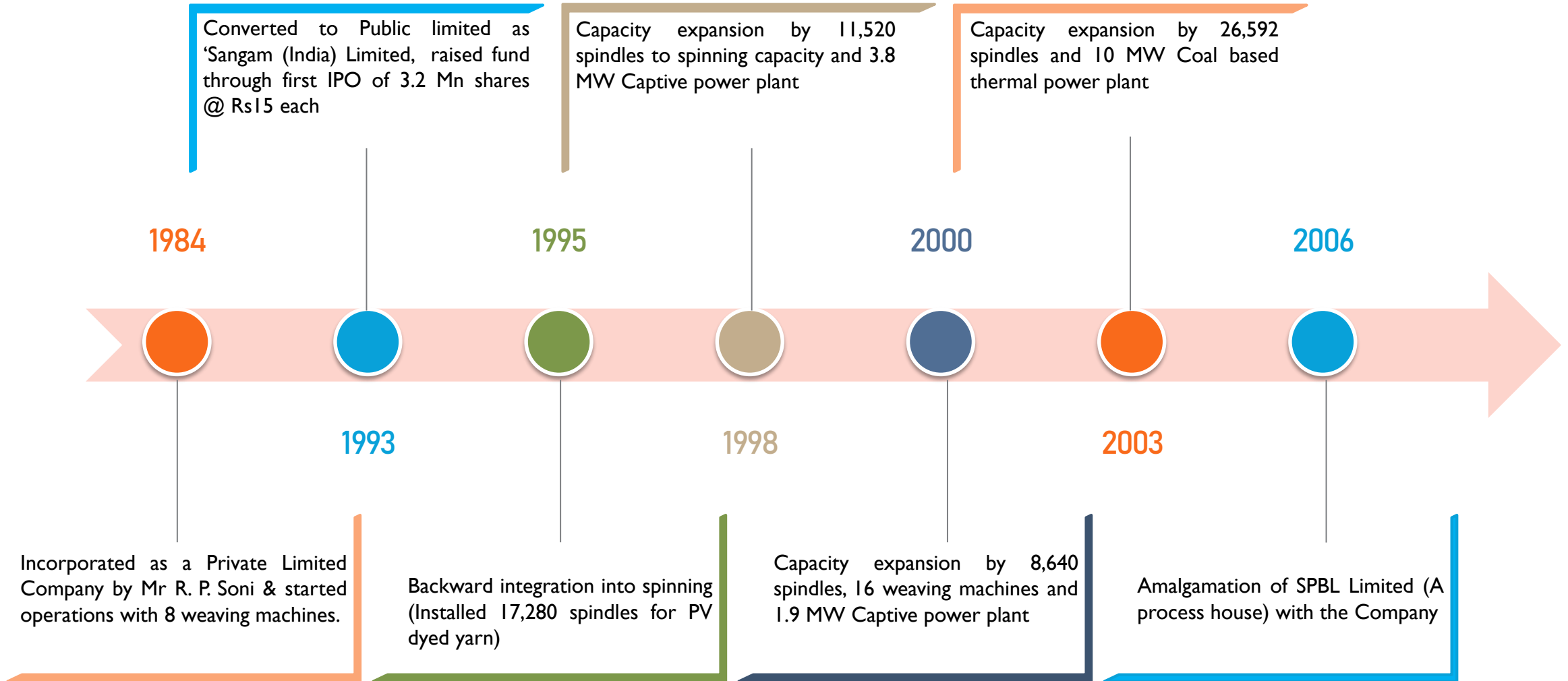
Names of the Directors	Designation	Brief
Shri R. P. Soni	Chairman	He is the Promoter and founder of Sangam group and has more than 50 years of rich experience in textile, civil and other sectors. He is a first generation entrepreneur, visionary leader & technocrat by profession. He is qualified science graduate and diploma in civil engineering. He admires social & philanthropic values and believes in giving back to the society, and has set up Hospital, School, University under various trusts.
Dr. S. N. Modani	Managing Director & CEO	He is responsible for managing the Yarn and Denim Business of SIL. He holds a Masters in Science (M. Sc.), with Honours in Chemistry, as well as an MBA and is associated with the textile industry since 1989. He is presently Chairman of Rajasthan Textile Mills Association & director in Confederation of textile industry "CITI". He is awarded doctorate in strategic management practices for Sustainable Future by Sangam University.
Shri Vinod Kumar Sodani	Executive Director	He is responsible for managing the weaving of Poly Viscose Fabric, the Processing Division and manufacturing of Seamless Garments. He is a B. Com. graduate and has completed his Chartered Accountancy.
Shri Anurag Soni	Whole Time Director & CFO	He is a commerce graduate and completed MS in Finance. He is entrusted with the responsibility overall finance & treasury management and streamlining operations for sustainable business growth.
Shri Achintya Karati	Independent Director	Having more than 51 years of work exp, worked in ICICI Ltd/ICICI Bank Ltd. holding responsible business development positions, head of Major Client Group - North and finally taking charge as Country Head of Government and Institutional Solutions Group.
Shri Tapan Kumar Mukhopadhyay	Independent Director	Having more than 48 years of work exp and worked as Chief General Manager and Country Head (Administration & Premises) in his previous assignment with from IDBI BANK and also held on various Senior Executive Positions.
Smt. Jyoti Sharma	Independent Director	She worked as Senior Vice President with Banking Codes and Standards Board of India since August 2015. Her forte is Corporate finance, resources mobilisation and monitoring of stressed assets.
Shri Yaduvendra Mathur	Independent Director	He was Officer of the Indian Administrative Service and retired in the year 2019 from the rank of Secretary to Govt. of India, Neeti Aayog, New Delhi. He was also associated with Exim Bank as CMD, with Rajasthan Financial Corporation as CMD, as Director General Revenue Intelligence, Principal Secretary Budget, Secretary Expenditure, Dy Secretary Finance as an Income Tax Officer, IRS and he was also associated with African Development Bank.
Shri Sudhir Maheshwari	Independent Director	He is Founder and Managing partner at Synergy Capital, a Private Equity and strategic advisory firm. He is a B. Com. graduate and has completed his Chartered Accountancy & Company Secretary.

Production Capacity

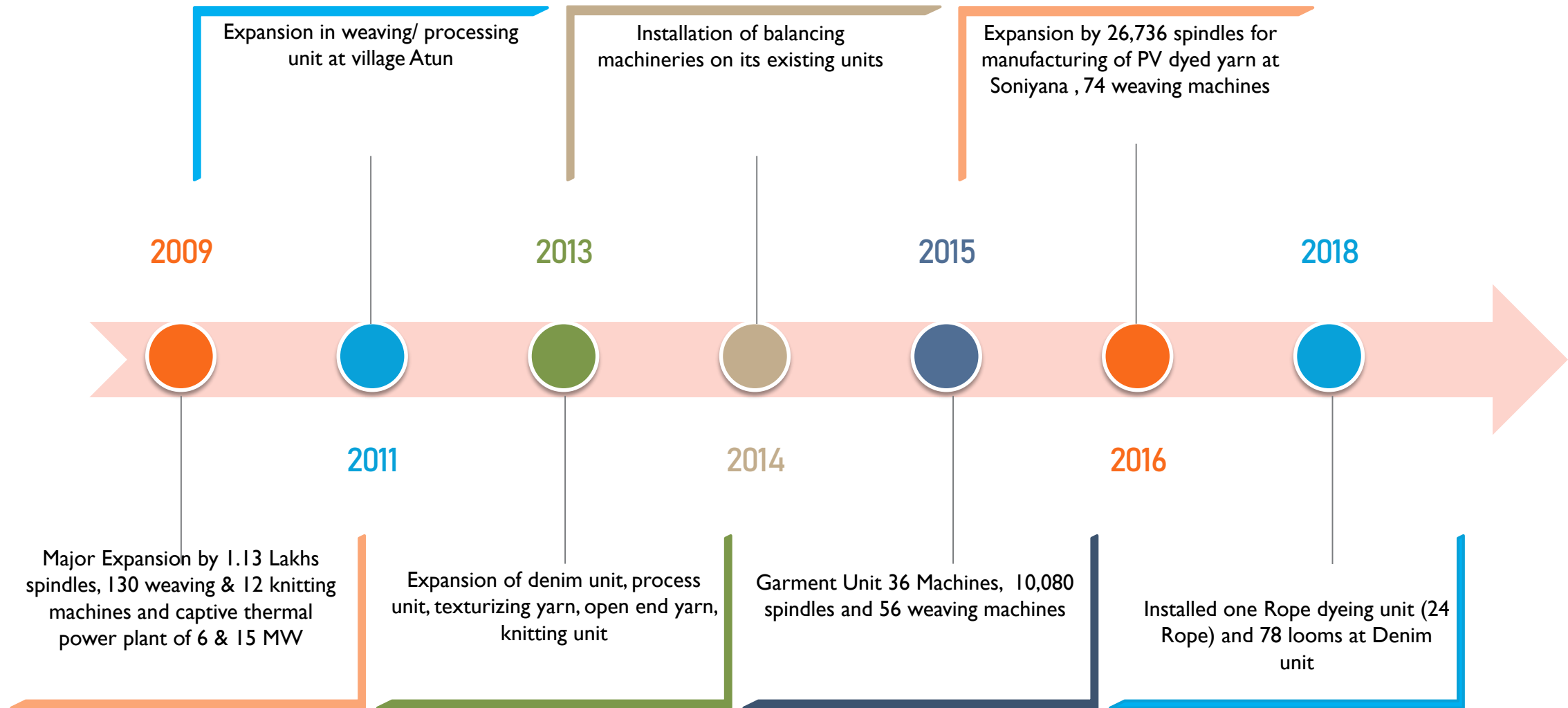
Company's totally integrated infrastructure equipped to produce quality products ; from yarn to garments, includes Spinning, Weaving, Processing, Denim, Knitting & Garments Manufacturing supported by innovative styles, cutting-edge technology. Company has also invested heavily in developing and upgrading its infrastructure for better productivity and quality.

Division	Assets	Production Capacity
Spinning	271440 Spindles & 2,568 Rotors	96,150 MT PA
Weaving	229 Weaving Machines	30 Million Meter Fabric PA
Denim	5 Processing lines & 295 Looms	48 Million Meter Fabric PA
Processing	7 Stenters-42 chambers	72 Million Meter PA
Circular Knitting	26 Machines	5,500 MT PA
Seamless Knitting	58 Machines	5.6 Million Pieces PA
Thermal Power	2 Plants	16.0 MW
Solar Power	2 Plants	13.0 MW
Wind Power	4 windmills	5.0 MW

Major Milestones



Major Milestones (contd.)



Product Portfolios

SIL focused to deliver the best-in class products across the textile value chain. Company's expanded portfolio includes



PV blended dyed/grey yarn



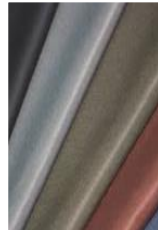
Cotton spun yarn



Cotton open end yarn



Texturized yarn



Synthetic blended fabric



Denim fabric



Fabric processing

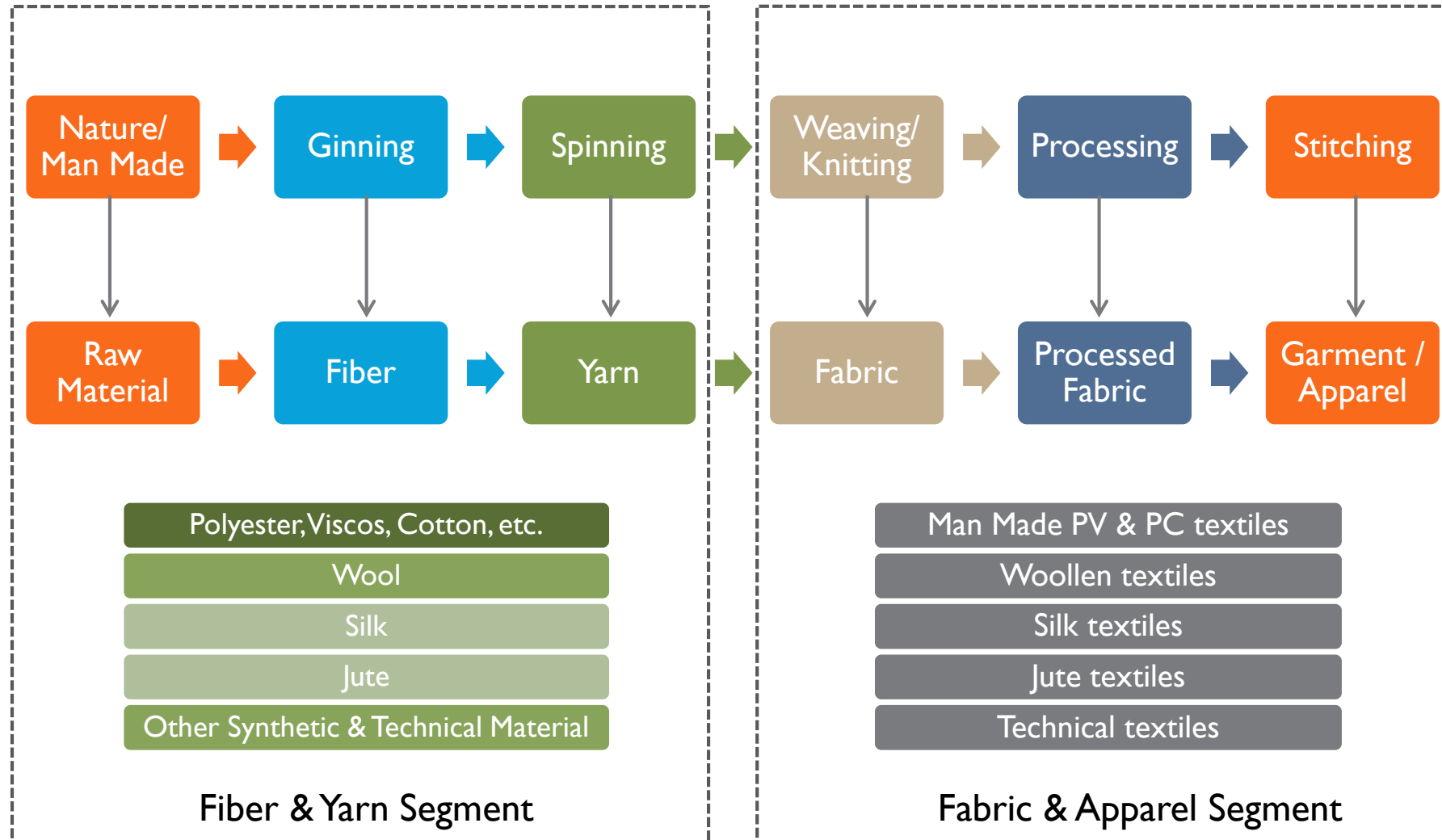


Cotton knitted fabric



Garments

Textile Value Chain



Manufacturing Facilities



Atun, Bhilwara :
Weaving,
Processing &
Garment Plant



Atun, Bhilwara:
Seamless
Garment Unit



**Biliya Kalan,
Bhilwara:**
Spinning Plant
Unit-I, Denim
Weaving &
Processing Plant



Sareri, Bhilwara:
Spinning Plant
Unit-II

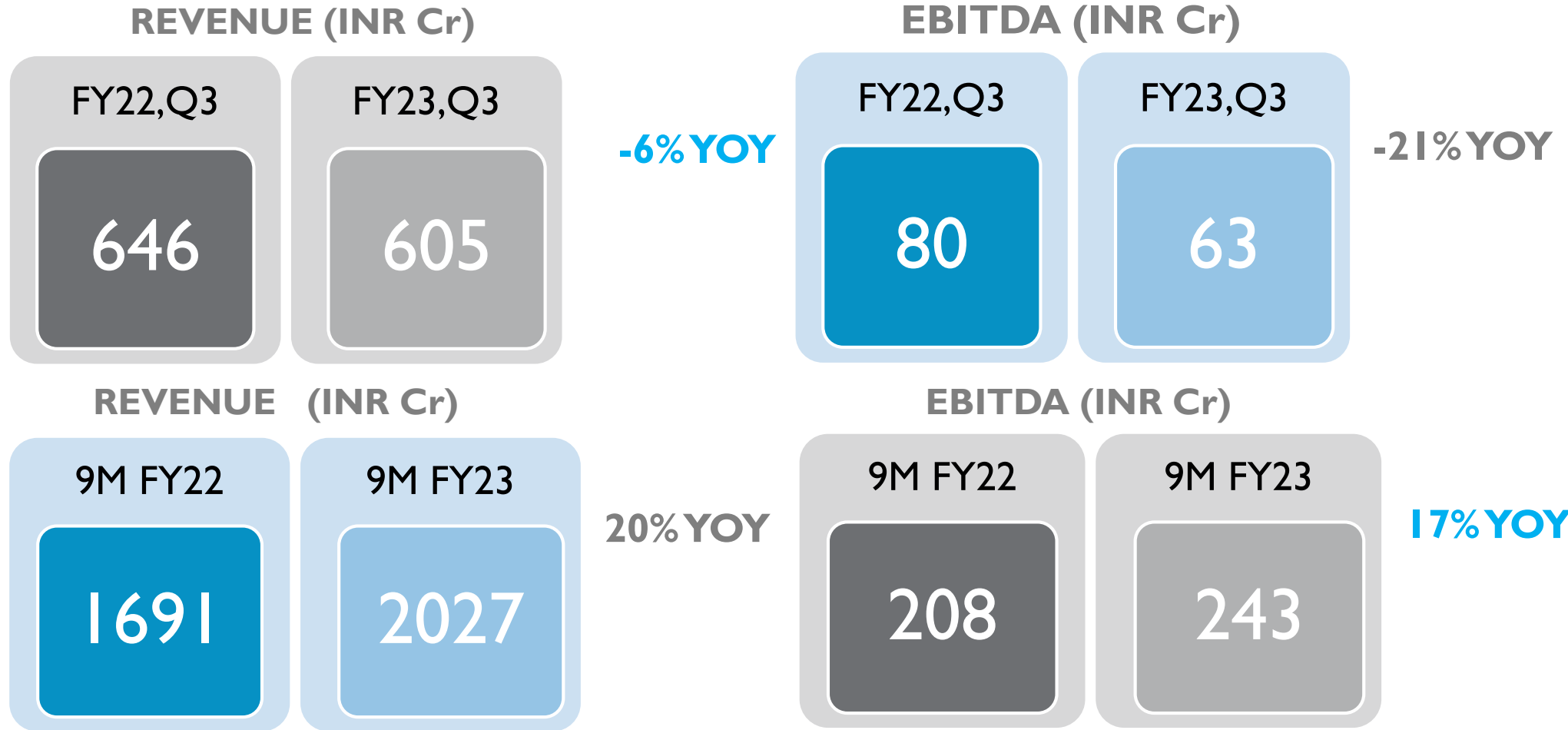


**Soniyana,
Chittorgarh**
Spinning Plant
Unit-III

Company has five manufacturing facilities located at Bhilwara and Chittorgarh in Rajasthan.

Quarterly Result Snap Shots

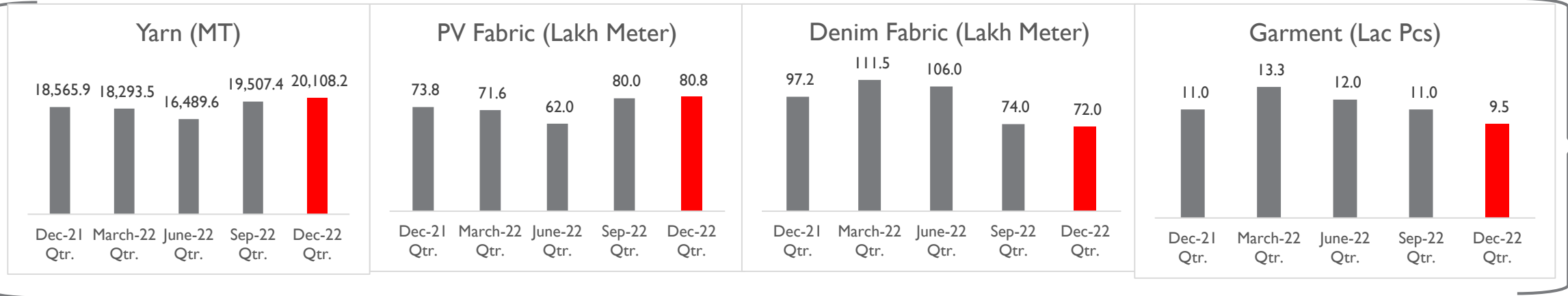
INR Cr



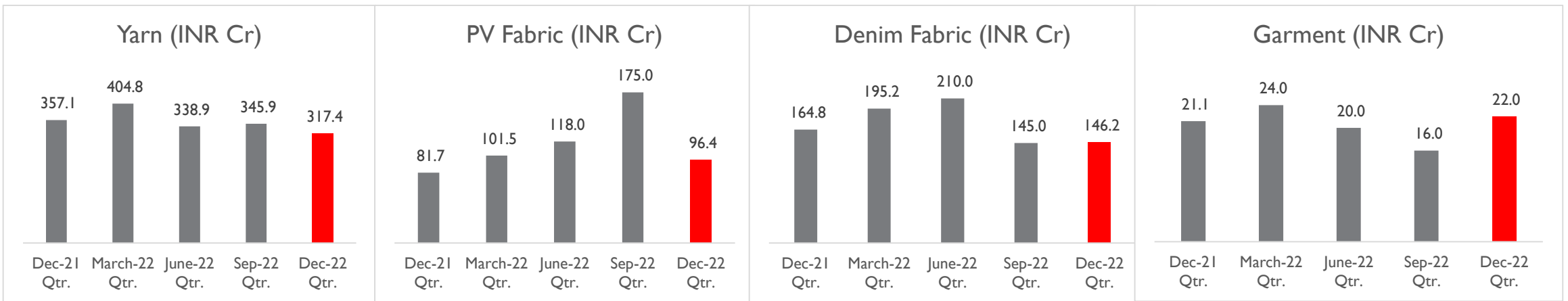
* Revenue is down mainly due to reduction in prices by around 8-10%.

Business Segments Quarterly Trend

PRODUCTION



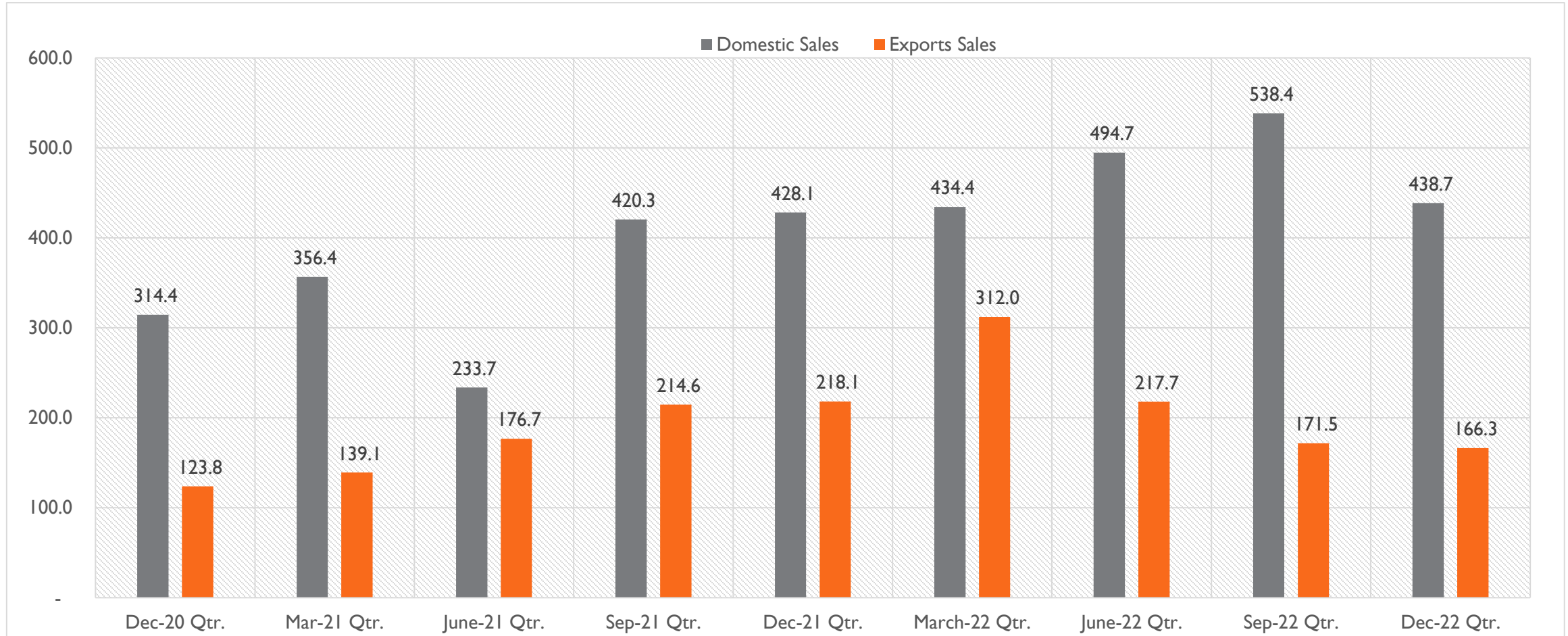
REVENUE



* PV fabric revenue has impact of around 50cr as institutional sales in last quarter, which is one time item and not recurring in nature.

Market wise sales chart

Inr Cr



Income Statement: Q3 FY 2023 (standalone)

INR Lakhs

Particulars	Quarter Ended				For Year Ended		
	31.12.22	30.09.22	31.12.21	YoY Qtr	31.12.22	31.12.21	YoY Period
Income							
Revenue from Operations	60,500	70,932	64,613	-6%	2,02,760	1,69,141	20%
Expenses							
COGS	49,679	55,401	49,549	0%	1,60,196	1,30,040	23%
Operating Profit	10,821	15,531	15,064	-28%	42,564	39,101	9%
<i>Operating Profit Margin %</i>	<i>17.9%</i>	<i>21.9%</i>	<i>23.3%</i>		<i>21.0%</i>	<i>23.1%</i>	
Other income	399	309	263		1,173	794	
EBITDA	6,325	8,175	7,977	-21%	24,283	20,781	17%
<i>EBITDA Margin</i>	<i>10.5%</i>	<i>11.5%</i>	<i>12.3%</i>		<i>12.0%</i>	<i>12.3%</i>	
Finance costs	1,333	1,644	1,300		4,406	3,657	20%
Cash Profit	4,992	6,531	6,677	-25%	19,877	17,124	16%
<i>Cash Profit Margin</i>	<i>8.3%</i>	<i>9.2%</i>	<i>10.3%</i>		<i>9.8%</i>	<i>10.1%</i>	
Depreciation and amortisation expense	2480	2205	1798		6535	5536	18%
Profit Before Tax	2512	4326	4879	-49%	13342	11588	15%
Tax expense:	186	974	514		2414	2921	
Profit After Tax	2326	3352	4365	-47%	10928	8667	26%
Other Comprehensive Income/(Loss)	32	30	163		82	258	
Comprehensive Income for the period	1877	3061	4528		10208	8925	
Paid-up Equity Share Capital	4505	4505	4342		4505	4342	
Earning per Share	5.28	7.7	10.05	-47%	24.8	20.0	24%
Cash EPS	11.08	14.5	15.38	-28%	44.1	39.4	12%

Historical Financial Performance

INR Cr

Particulars	Dec-20	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22
Sales	438.2	495.5	410.4	634.9	646.1	746.3	713.3	709.3	605.0
Cost of Materials consumed	220.1	275.4	251.7	334.7	366.2	427.1	447.4	409.4	371.9
(Increase)/ Decrease in Inventories	35.5	-16.1	-46.8	23.9	-9.0	-3.9	-48.9	-17.9	-30.9
Employee benefits expense	41.7	48.5	43.4	51.8	52.5	53.2	55.0	59.5	59.8
Power & Fuel	46.3	53.4	49.2	59.6	67.8	68.8	79.2	80.9	71.2
Other expenditure	52.8	60.4	62.9	91.1	91.5	93.4	87.4	98.7	73.7
Total Expenses	396.4	421.7	360.5	561.1	569.0	638.6	620.1	630.6	545.7
Net Income (Exclusively Operating EBIDTA)	41.9	73.8	50.0	73.8	77.1	107.8	93.2	78.7	59.3
Other Income									
Net Income (Operating EBIDTA)	41.9	73.8	50.0	73.8	77.1	107.8	93.2	78.7	59.3
Non operating income/exp	2.6	5.1	1.2	2.4	2.7	-0.8	4.7	3.1	4.0
EBIDTA	44.4	78.9	51.1	76.2	79.8	107.0	97.9	81.8	63.3
Finance Costs	11.8	13.9	11.5	11.4	13.0	11.2	14.3	16.4	13.3
PBDT (Cash Profit)	32.6	65.1	39.6	64.8	66.8	95.8	83.6	65.3	49.9
Depreciation & Amortisation expense	20.3	19.2	19.3	18.1	18.0	15.0	18.5	22.1	24.8
Profit / Loss Before Tax	12.3	45.9	20.4	46.7	48.8	80.8	65.1	43.3	25.1
Tax Expenses	4.8	11.7	7.1	16.9	5.1	14.2	12.5	9.7	1.9
PAT	7.5	34.1	13.2	29.8	43.7	66.6	52.5	33.5	23.3
Extraordinary item - Gain / (Loss)						-12.3	0.0	-3.2	-4.8
Net Profit/ (Loss) for the period	7.5	34.1	13.2	29.8	43.7	54.3	52.5	30.3	18.4
Other Comprehensive Income (After Tax)	0.6	2.3	0.3	0.7	1.6	-1.5	0.2	0.3	0.3
Total Comprehensive Income for the period	8.09	36.4	13.5	30.5	45.3	52.7	52.7	30.6	18.7

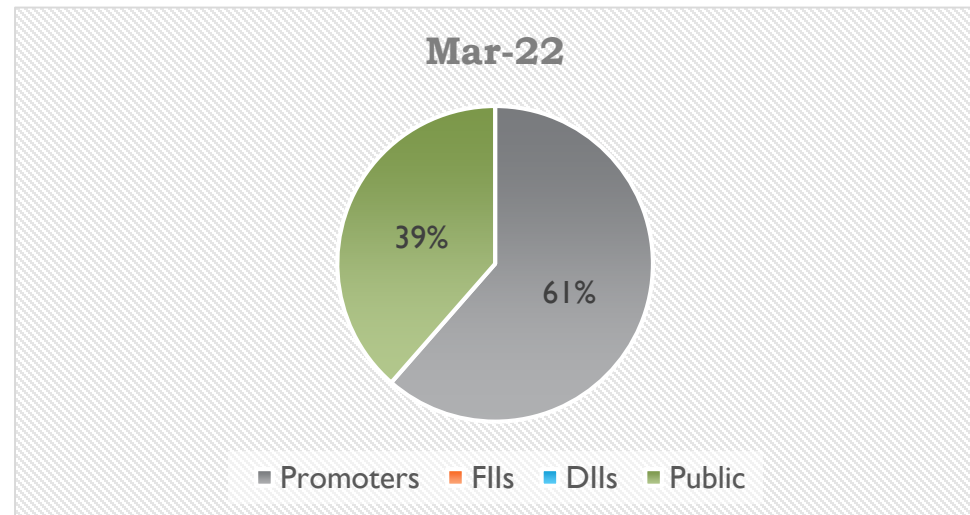
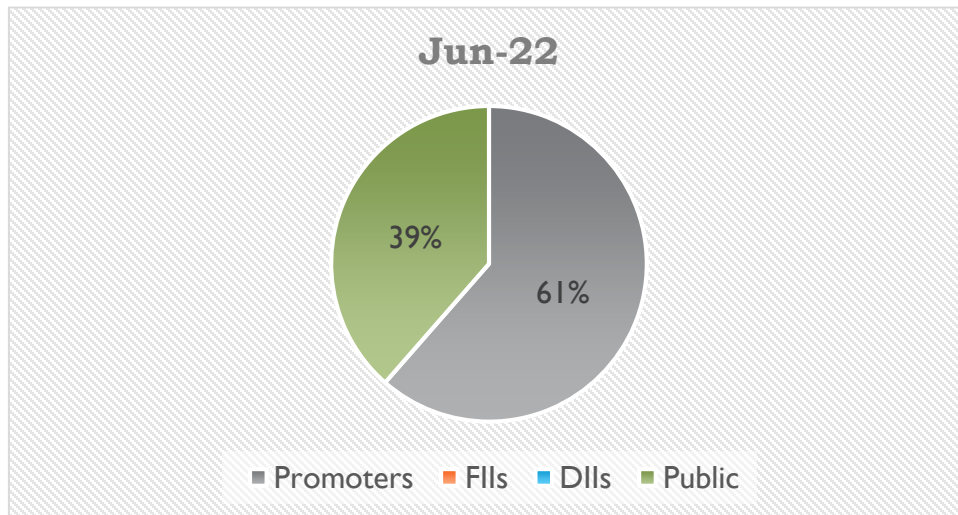
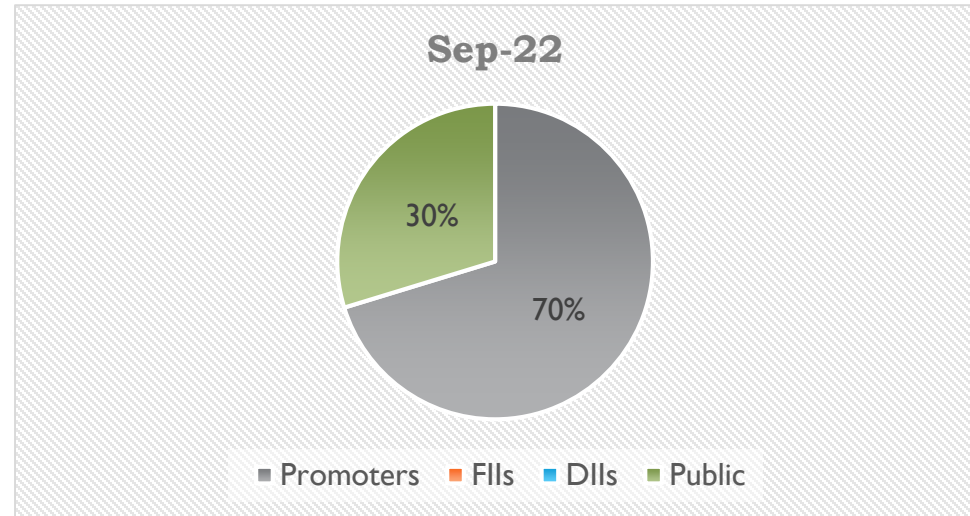
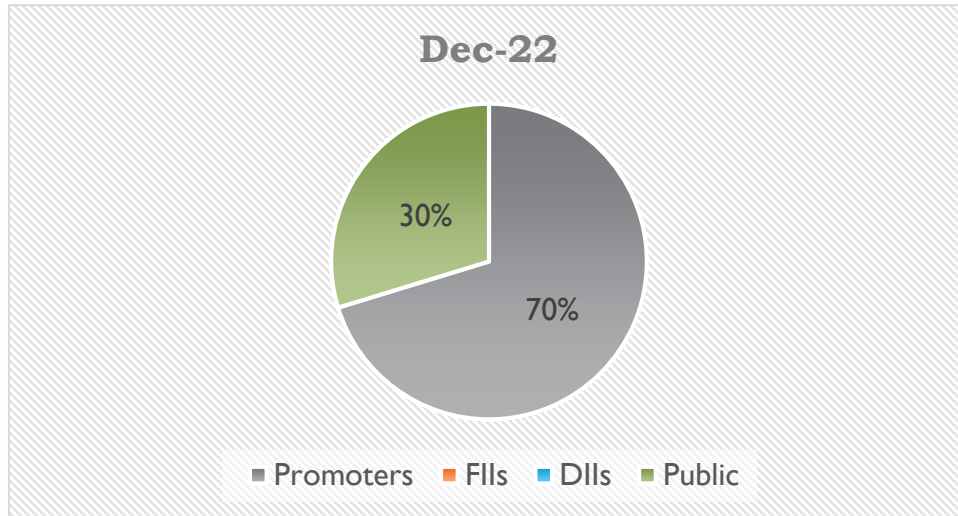
SANGAM Way Forward



On Going Expansion Plan

1. **Cotton Expansion Project** outlay of 138 cr: it will add yarn capacity of 10,500 MT PA and expected COD in April 2023.
2. **Garment Project** outlay of 157 cr, 106 machines under wholly owned subsidiary SVL: project will be commenced in phase manner and final COD expected in Dec 2023.
3. **Denim Expansion Project** costs outlay INR180 cr – 81 Looms for Denim Fabric manufacturing for captive consumption and expected COD in Oct 23
4. **PV Fabric Expansion Project:** company has envisaged further expansion in weaving unit with project out lay of 108cr, putting 67 new advance technology looms and expected COD in Oct 23. The plant capacity shall be increased by 18 MM “million meters” of fabric per annum, this will increase the fabric production capacity from existing 30 MM to 48 MM per annum.

Shareholding Pattern As on 31.12.2022



SANGAM : External Credit Rating

Instrument Type	Maturity Date	Size of Issue (million)	Rating/Outlook	Rating Action
Term loan	July 2022	INR120 (reduced from INR355)	IND A/Stable	Affirmed
Term loan	December 2028	INR2,019.2 (reduced from INR2,555.8)	IND A/Stable	Affirmed
Term Loan	January 2032	INR2,040	IND A/Stable	Assigned
Fund-based limits	-	INR3,800	IND A/Stable	Affirmed
Non-fund-based limits	-	INR1,541.4	IND A1	Affirmed
Proposed fund-based limits	-	INR700	IND A/Stable	Assigned
Rating	Issued on 23.03.2022			
Name of the Rating Agency :	India Ratings and Research Pvt. Limited (A Fitch Group Company)			
Instruments with this rating are considered to have adequate degree of safety regarding timely servicing of financial obligations. Such instruments carry low credit risk.				
Earlier Company was Rated				
Date	Long Term Facilities		Short Term Facilities	
03.02.21	Ø Affirmed at 'IND A' Outlook Stable		Ø Affirmed at 'IND A1'	
11.12.19	Ø Affirmed at 'IND A' Outlook Negative		Ø Affirmed at 'IND A1'	
29.11.18	Ø Downgraded to 'IND A'		Ø Affirmed at 'IND A1'	
13.10.17	Ø Affirmed at 'IND A+'		Ø Downgraded to 'IND A1'	
26.10.16	Ø Affirmed at 'IND A+'		Ø Affirmed at 'IND A1+'	
01.10.15	Ø Upgraded to 'IND A+'		Ø Upgraded to 'IND A1+'	
13.09.14	Ø Upgraded to 'IND A-'		Ø Upgraded to 'IND A1'	
04.12.13	Ø Upgraded to 'CARE BBB+'		Ø Upgraded to 'CARE A2'	

Thank you

