



Reliable, Agile and Innovative

**Investor Presentation** 

November 2022

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## **Company Overview**





Incorporated in 1962

5 state of art facilities with presence in 4 states of South India

1.65 lakhs spindles70 tons yarn per day

100% Compact Yarn enabled



Private Label Specialist in cotton-based products in hygiene and cosmetics

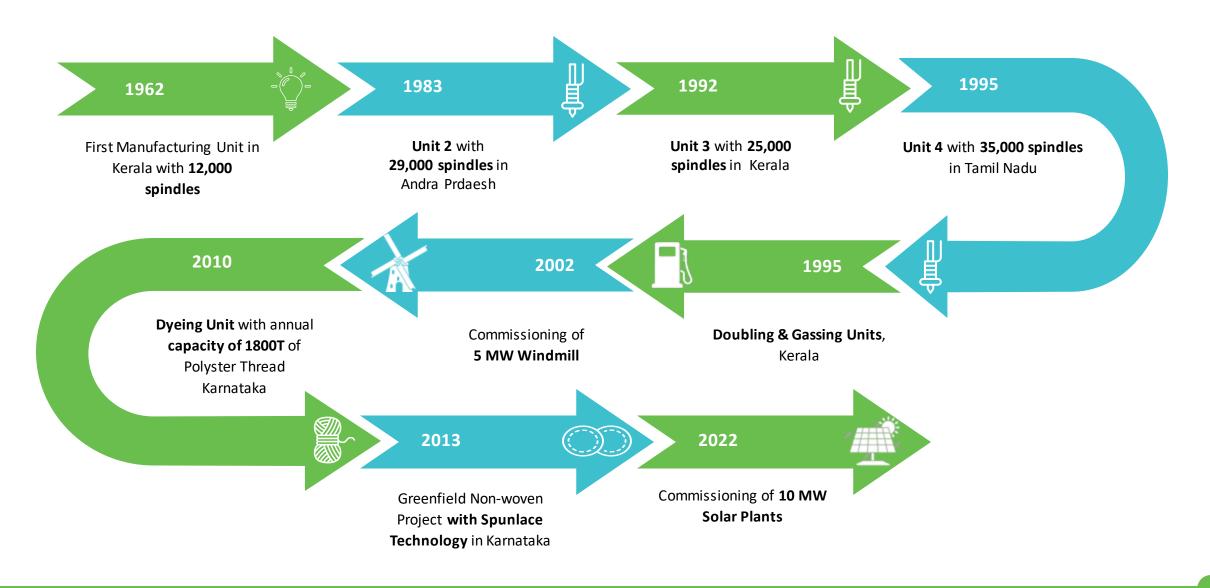
Wide range of cotton- based products with End-to-End capability

International presence in over 18 countries

Hydro-entanglement Process in Spunlace

## **Journey**





## **Our Competitive Edge**





## **Legacy Business – Yarn**





Organic, BCI & normal cotton and polyester

Production of specialty and blended yarn

Products Integration with supply chains



Diversified range of cotton yarns and threads

**165,000** spindles



Newer and quality products to create product differentiation

Value addition

efficiencies

Margin Expansion

Expanding in existing and entering new geographies

Geographical Presence

### **Future – Technical Textile**



### **Enabling Factors for Growth**

Improve Product Mix and geographical presence

Constant R&D for developing value-added products to create value for both global & domestic client

Increasing market share in production of high value-added Technical Textile

Robust Demand for Hygiene products in overseas markets China +1 provides opportunity to Indian Textiles Industry to regain leadership position

### **Target Nations**

**USA** 



**Australia** 



**South Africa** 



Private Label Sales in exports market

Rapid increase in demand for hygiene products providing platform for Indian players

export market share on back of highquality & reliable products with independent design & customization capabilities

Deepen long-term relationships with distributors and brands

Expand our reach in other geographies and big retail brands

Huge Export Opportunity Market

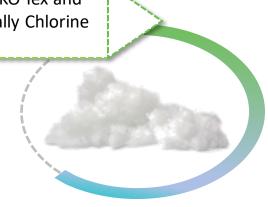
We Aim to be the Market Leader in Feminine Hygiene and Cosmetics Business

### **Our Product Portfolio – Technical Textile**



### **Products**

Our purified cotton is OEKO Tex and REACH compliant and Totally Chlorine Free (TCF).



### **End User**



Cotton buds





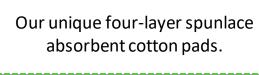
**Sanitary Pads** 



Tampons and Spunlace manufacturers



Wipes







Make up remover



Nail Polish remover



First Aid



Baby dry wipes

### **Our Product Portfolio – Technical Textile**



### **Products**

Our range of cotton balls are made from 100% pure absorbent cotton.

### **End User**

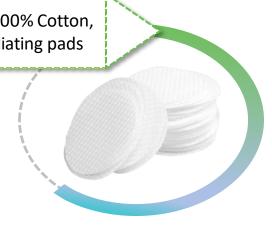


Nail Paint remover



Cosmetic and medical purposes

Patented woven textured 100% Cotton, 100% Biodegradable exfoliating pads





Nail Paint remover



Gentle skin exfoliation

## **Our Product Portfolio – Technical Textile**





Highly absorbent wool rolls.

Pleats specially designed for easy tearoff & use



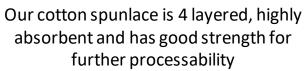
### **End User**

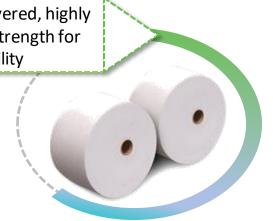


General hygiene



Baby cleaning







Sanitary Pads



**Panty Liners** 

## **Our Product Portfolio – Yarn & Threads**



### **Products**

Leading manufacturers of yarns & threads for textile production, knitting and sewing











Weaving

Knitting

Sewing

Textile Production

## **Our State-of-the-art Manufacturing Facilities**









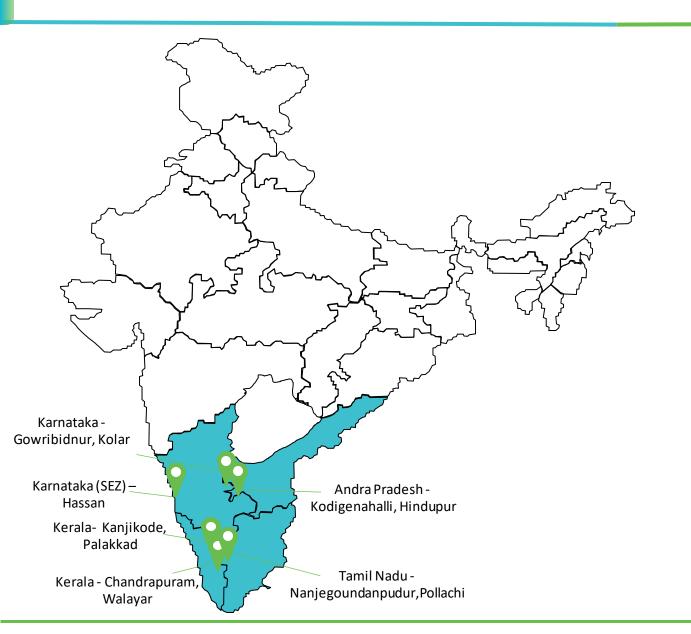
Units	Capacity
Kerala - Kanjikode, Palakkad	57,600
Kerala - Chandrapuram, Walayar	24,624
Andra Pradesh - Kodigenahalli, Hindupur	47,040
Tamil Nadu - Nanjegoundanpudur,Pollachi	34,813
Karnataka - Gowribidnur, Kolar	6 tons
Karnataka (SEZ) – Hassan	-

### Key Highlights of the Manufacturing Processes

- ✓ Vertically integrated manufacturing capabilities with inhouse design and development
- Increased automation and process improvements are being implemented in order to maintain quality and profitability.
- ✓ Compliance and Quality Standards: ISO 9001 & 14001 certified company that meets BCI standards for cotton industry.
- ✓ Yarn conditioning equipment maintains precise moisture levels in the yarn and ensures superior working performance at our facilities. Yarn singeing machines from RITE, Italy are used to produce good quality gassed yarn
- √ 80% of cotton is procured domestically and balance from USA and Australia for Value Added products

# Strategically located





### **Accessibility**

Our Facilities are located close to the source of Raw material required for production enabling continuous supply and better ability to manage demand cycles

#### Manpower

Availability of both skilled and unskilled manpower helps in manpower planning

### Infrastructure and Scalability

Good connectivity through ports and roads enables efficient distribution and sourcing of goods thereby controlling logistics costs

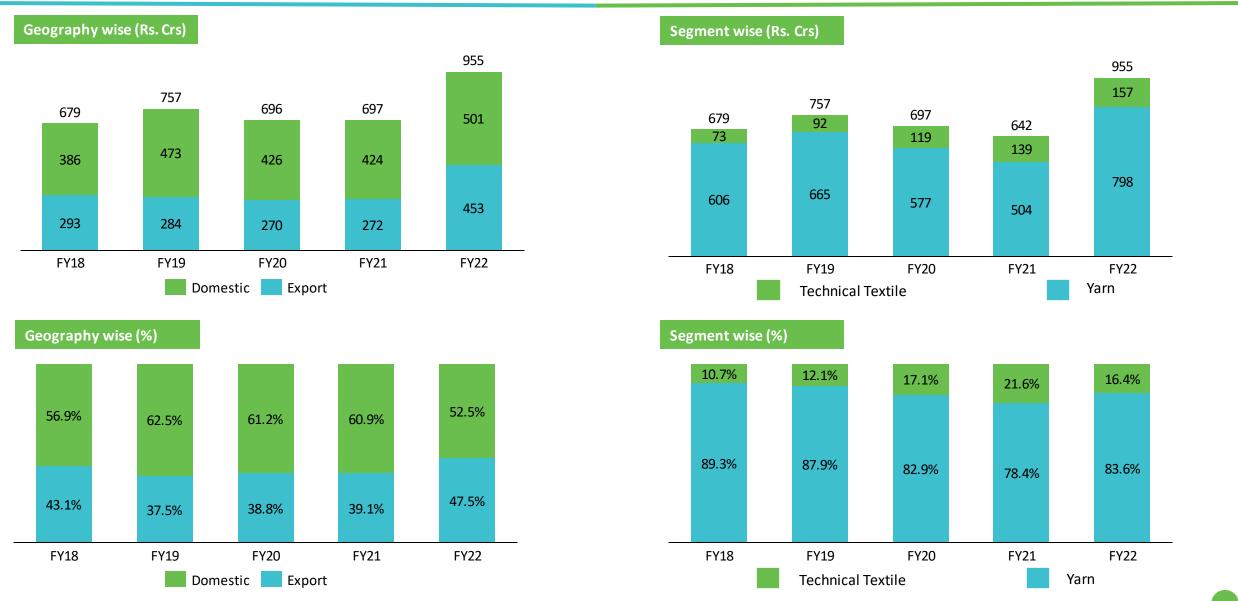
### **Global Presence**





## Geography wise and segment wise breakup





# **Key Business Strategies**





## **Growth plans and Path Ahead**





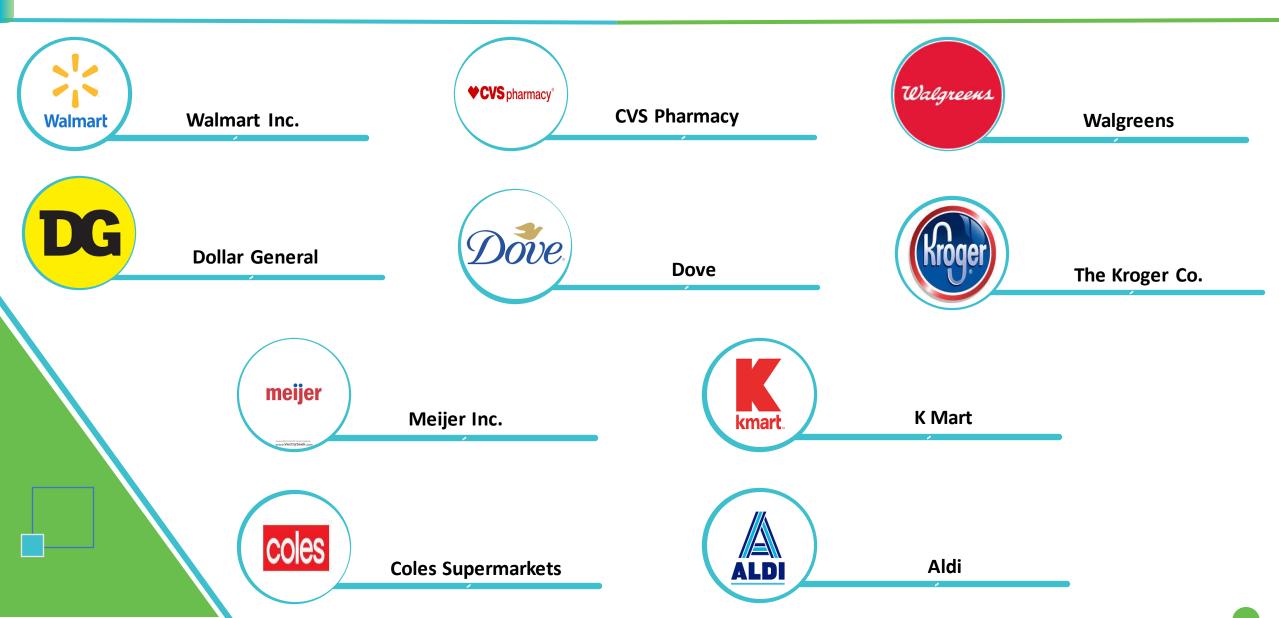
Aiming to Increase our revenue share in technical textiles segment from 11% to 35% by FY25

Value added products to be targeted in current and new markets

Higher share of value-added products to aid in margin expansion and better return ratios

## **Key Customers**





### **Leadership Board**



Mr. Ashwin Chandran

Designation - Chairman & MD

Age - 46 Years

Experience - More than 22 years of experience in the textile industry

Mr. Sumanth Ramamurthi

Designation - Independent Director

Age - 63 Years

Experience - More than 3 decades of experience in the textile industry

Mrs. R Bhuvaneshwari

Designation – Independent Director

Age - 60 Years

Experience - More than 24 years of experience in Corporate Law

Mr. Prashant Chandran

Designation - Vice Chairman & MD

Age - 41 Years

Experience - More than 15 years of experience in the textile industry

Mr. Jairam Varadaraj

Designation – Independent Director

Age - 61 Years

Experience - More than 29 years of experience in the field of Engineering

Mr. P Vijay Raghunath

Designation – Independent Director

Age - **55 Years** 

Experience - More than 30 years of experience in Legal Profession

Dr. Vinay Balaji Naidu

Designation - Independent Director

Age - 43 Years

Experience - 16 years of experience in the Medical field

Mr. T Kumar

Designation - **Executive Director** 

Age - 53 Years

Experience - More than 32 years of experience in the textile industry

Mr. C N Srivatsan

Designation – **Independent Director** 

Age - 65 Years

Experience - More than 29 years of experience in the field of Consultancy

Mr. Arun Selvaraj

Designation – **Independent Director** 

Age - **54 Years** 

Experience - More than 15 years of experience in Textile & Aerospace Inds

## **Certifications**





















## **Sustainability and Social Responsibility**





Investments in Green Energy - 5 MW Wind and 10 MW Solar generations and Gas based power plants





Recycled Water Management with the help of effluent treatment plants



Promoting Organic & Recycled Products in both Spinning and Technical Textile divisions



Active CSR with special focus on education and healthcare for the underprivileged

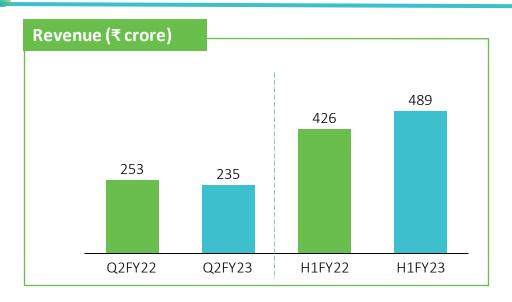


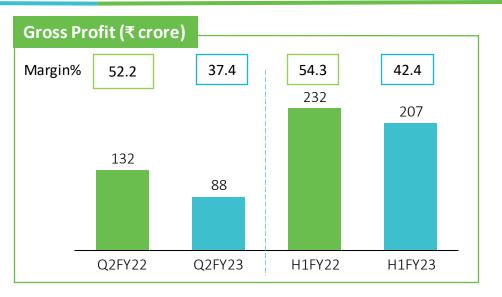
Use of Sustainable cotton using less chemicals and optimum Water. 20% of that cotton is used is organically grown

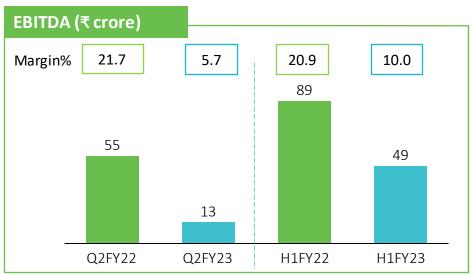


## Q2 & H1FY23 Financial Highlights











### Highlights

- H1FY23 Revenue from operations stood at Rs 489 crore as against Rs 426 crore in H1FY22; witnessing a growth of 14.6%
- Gross Profit for Q2 FY23 stood at Rs 88 Crore as against 132 crore in the corresponding quarter last year; lower profit was on account of high power cost of raw materials
- EBITDA margins were impacted on account of higher energy costs and lower absorption of raw material price escalation

# Q2 & H1 FY23 Profit & Loss Statement



Profit and Loss (in Rs. Crs)	Q2FY23	Q2FY22	H1FY23	H1FY22
Revenue from Operations	235.4	252.6	488.8	426.4
Cost of Goods Solds	147.4	120.9	281.4	194.8
Gross Profit	88.0	131.7	207.4	231.6
Gross Profit Margin	37.4%	52.2%	42.4%	54.3%
Employee Cost	21.1	23.2	43.6	45.5
Other Expenses	53.5	53.7	115.2	97.0
EBITDA	13.4	54.9	48.7	89.1
EBITDA Margin	5.7%	21.7%	10.0%	20.9%
Depreciation	8.4	8.2	16.4	16.4
Other Income	0.6	2.1	2.1	4.1
EBIT	5.6	48.9	34.3	76.9
EBIT Margin	2.4%	19.3%	7.0%	18.0%
Finance Cost	9.5	7.6	19.6	16.2
Exceptional Item Gain / (Loss)	0.0	0.0		
Profit before Tax	-3.9	41.3	14.8	60.7
Profit before Tax Margin	-1.6%	16.3%	3.0%	14.2%
Tax	-0.8	10.3	3.9	13.7
Profit After Tax	-3.1	31.0	10.8	47.0

## **Consolidated Balance Sheet**



Assets (in Rs. Crs)	Sep-22	Mar-22
Non - Current Assets	498.5	495.1
Property Plant & Equipment	456.2	428.0
CWIP	1.7	31.6
Intangible assets	0.4	0.4
Right of use asset	4.0	4.6
Financial Assets		
Investments	12.2	12.2
Other Financial Assets	9.5	8.1
Other Non - Current Assets (Net)	14.6	10.2
Current Assets	480.8	438.1
Inventories	281.9	241.4
Financial Assets		
(i)Trade receivables	126.3	140.0
(ii)Cash and cash equivalents	1.0	1.5
(iii)Bank balances other than cash and cash equivalents	3.8	9.2
(iv) Loans	0.6	0.6
Other Financial Assets	0.2	0.4
Other Current Assets	67.0	45.0
Total Assets	979.3	933.2

Equity & Liabilities (in Rs. Crs)	Sep-22	Mar-22
Total Equity	447.3	444.1
Share Capital	12.0	12.0
Reserves & Surplus	435.3	432.1
Non-Current Liabilities	186.4	110.0
Financial Liabilities		
(i) Borrowings	157.6	81.7
(ii) Lease Liabilities	0.3	0.9
(iii) Other Financial Liabilities	0.1	0.2
Provisions	22.8	21.5
Other Non Current Liabilities	0.7	1.1
Deferred Tax Liabilities	4.8	4.6
Current Liabilities	345.6	379.1
Financial Liabilities		
(i) Borrowings	252.8	276.1
(ii) Trade Payables	55.1	38.3
(iii) Lease	1.1	1.0
(iv) Other Financial Liabilities	29.4	53.7
Other Current Liabilities	3.7	4.4
Current tax liabilities (net)	2.0	2.9
Provisions	1.4	2.7
Total Equity & Liabilities	979.3	933.2

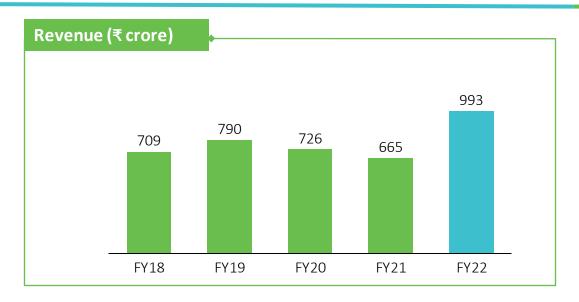
# **Cash Flow Statement**

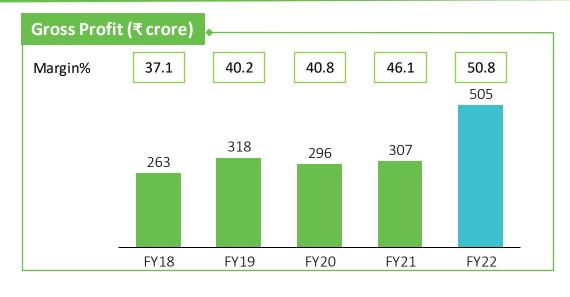


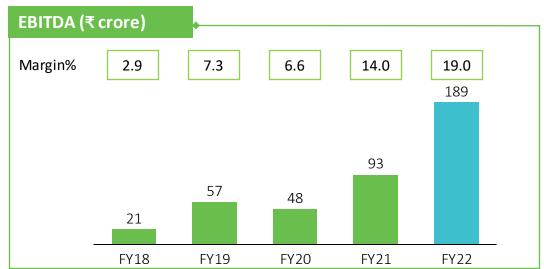
Particulars (in Rs. Crs)	As on 30-Sept-22	As on 31-Mar-22
Net Profit Before Tax	14.8	133.8
Adjustments for: Non -Cash Items / Other Investment or Financial Items	38.8	58.9
Operating profit before working capital changes	53.5	192.7
Changes in working capital	-60.5	-117.2
Cash generated from Operations	-6.9	75.5
Direct taxes paid (net of refund)	-3.8	-20.0
Net Cash from Operating Activities	-10.7	55.5
Net Cash from Investing Activities	-17.3	-54.8
Net Cash from Financing Activities	22.1	0.9
Net Decrease in Cash and Cash equivalents	-5.9	1.7
Add: Cash & Cash equivalents at the beginning of the period	10.6	9.0
Less: Bank balances not considered as Cash and Cash Equivalents as per IND AS7	-3.8	-9.2
Cash & Cash equivalents at the end of the period	1.0	1.5

### **Historical Financials**











# **Historical Profit & Loss Statement**



Profit and Loss (in Rs. Crs)	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	993.3	665.1	726.1	790.1	709.2
Cost of Goods Sold	488.6	358.6	430.1	472.5	446.1
Gross Profit	504.7	306.6	296.0	317.7	263.0
Gross Profit Margin	50.8%	46.1%	40.8%	40.2%	37.1%
Employee Cost	93.6	73.6	71.7	76.9	72.3
Other Expenses	222.3	139.9	176.7	183.4	170.1
EBITDA	188.8	93.1	47.7	57.3	20.7
EBITDA Margin	19.0%	14.0%	6.6%	7.3%	2.9%
Depreciation	32.5	33.2	32.7	31.4	32.6
Other Income	6.5	5.7	4.4	6.3	5.4
EBIT	162.7	65.7	19.4	32.3	-6.5
EBIT Margin	16.4%	9.9%	2.7%	4.1%	-0.9%
Finance Cost	29.0	32.7	32.3	40.5	40.8
Exceptional item Gain/(Loss)	0.0	0.0	0.0	0.0	41.5
Profit before Tax	133.8	33.0	-13.0	-8.3	-5.8
Profit before Tax Margin	13.5%	5.0%	-1.8%	-1.0%	-0.8%
Tax	28.3	0.0	3.6	0.0	0.0
Profit After Tax	105.4	33.0	-16.5	-8.3	-5.8
Profit After Tax Margin	10.6%	5.0%	-2.3%	-1.0%	-0.8%

## **Historical Consolidated Balance Sheet**



Assets (in Rs. Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Non - Current Assets	495.1	471.6	491.9	547.6	567.5
Property Plant & Equipment	428.0	437.4	462.5	511.5	532.7
CWIP	31.6	2.6	1.4	2.4	1.0
Intangible assets	0.4	0.4	0.4	0.3	0.4
Right of use asset	4.6	5.9	7.2	0.0	0.0
Intangible assets under development	0.0	0.1	0.0	0.0	0.0
Financial Assets					
Investments	12.2	10.8	10.9	18.4	17.2
Loans	0.0	0.0	7.6	6.5	7.1
Other Financial Assets	8.1	9.9	0.0	0.0	0.0
Other Non - Current Assets (Net)	10.2	4.6	1.9	8.7	9.1
Current Assets	438.1	286.1	239.7	239.6	256.2
Inventories	241.4	131.2	124.3	132.8	154.8
Financial Assets					
(i)Trade receivables	140.0	102.1	89.3	79.8	73.9
(ii)Cash and cash equivalents	1.5	1.1	0.4	0.7	1.6
(iii)Bank bal other than (ii)	9.2	7.9	7.6	7.2	7.1
(iv) Loans	0.6	0.8	0.6	0.6	0.7
Other Financial Assets	0.4	0.5	0.5	0.6	0.5
Other Current Assets	45.0	42.6	17.0	18.0	17.6
Total Assets	933.2	757.8	731.6	787.2	823.7

Equity & Liabilities (in Rs. Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Total Equity	444.1	341.6	310.2	335.7	343.5
Share Capital	12.0	12.0	12.0	12.0	12.0
Reserves & Surplus	432.1	329.6	298.2	323.7	331.5
Non-Current Liabilities	110.0	128.2	147.8	175.5	207.7
Financial Liabilities					
(i) Borrowings	81.7	104.6	120.3	146.7	178.0
(ii) Lease Liabilities	0.9	1.9	0.0	0.0	0.0
(iii) Other Financial Liabilities	0.2	0.2	6.8	3.6	5.5
Provisions	21.5	19.5	18.0	21.7	19.8
Other Non Current Liabilities	1.1	2.0	2.8	3.6	4.5
Deferred Tax Liabilities	4.6	0.0	0.0	0.0	0.0
Current Liabilities	379.1	288.0	273.6	276.0	272.5
Financial Liabilities					
(i) Borrowings	276.1	221.7	175.8	177.4	200.2
(ii) Trade Payables	38.3	29.6	45.3	29.1	36.0
(iii) Lease	1.0	0.9	0.0	0.0	0.0
(iv) Other Financial Liabilities	53.7	29.2	44.4	59.6	24.7
Other Current Liabilities	4.4	4.4	6.3	8.4	10.3
Provisions	5.6	2.2	1.8	1.6	1.3
Total Equity & Liabilities	933.2	757.8	731.6	787.2	823.7

### **Historical Cash Flow Statement**



Particulars (in Rs. Crs)	FY22	FY21	FY20	FY19	FY18
Net Profit Before Tax	133.8	33.0	-25.5	-7.8	-5.3
Adjustments for: Non -Cash Items / Other Investment or Financial Items	58.9	64.2	63.00	67.8	36.5
Operating profit before working capital changes	192.7	97.1	38.3	60	31.1
Changes in working capital	-117.2	-70.9	15.5	13.2	-20.2
Cash generated from Operations	75.5	26.2	53.8	73.2	10.9
Direct taxes paid (net of refund)	-20.0	-0.2	-0.4	-0.1	-0.2
Net Cash from Operating Activities	55.5	26.0	53.4	73.0	10.7
Net Cash from Investing Activities	-54.8	-8.3	28.5	-8.2	10.4
Net Cash from Financing Activities	0.9	-16.8	-81.9	-65.6	-17.3
Net Decrease in Cash and Cash equivalents	1.7	0.9	0.1	-0.8	3.9
Add: Cash & Cash equivalents at the beginning of the period	9.0	8.0	7.9	8.7	4.8
Less: Bank balances not considered as Cash and Cash Equivalents as per IND AS7	-9.2	-7.9	-7.6	-7.2	-7.1
Cash & Cash equivalents at the end of the period	1.5	1.1	0.4	0.7	1.6



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