



SHIVA TEXYARN LIMITED

Regd. Office : 252, Mettupalayam Road, Coimbatore - 641 043, Tamilnadu INDIA

Telephone : 0422 - 2435555 E-mail : shares@shivatex.co.in

Website : www.shivatex.co.in CIN : L65921TZ1980PLC000945 GSTRN : 33AABCA6617M1Z0

STYL/SEC/308/2019-20

05.02.2020

To

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|--|--|
| BSE Limited Floor 25 PhirozeJeejeebhoy Towers Dalal Street Mumbai 400 001 Scrip Code :- 511108 | The Manager Listing Department National Stock Exchange of India Limited "Exchange Plaza", Bandra-Kurla Complex Bandra (East), Mumbai 400 051 Scrip Code : SHIVATEX |
|--|--|

Dear Sir,

SUB:- INVESTOR PRESENTATION - REG.


We are attaching herewith the Investors' Presentation to be made to the Investors for the Quarter ended 31.12.2019 as per Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements), Regulation 2015 read with Part A of Schedule III of the Listing Regulations.

Pursuant to Regulation 46(2)(o) of the Listing Regulations, the aforesaid information is also available on the website of the Company www.shivatex.in.

Thanking you

Yours faithfully

For Shiva Texyarn Limited


R. SRINIVASAN
Company Secretary
M.No.21254

Shiva Textyarn Limited

Result Update Presentation
Q3 & 9M FY20



Focus on Technologically Advanced, Innovative & Eco-friendly products

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Table of Contents



Managing Director's Message



Financial Highlights



Company Overview



Business Overview



Way Ahead



Managing Director's Message



Managing Director's Message



Commenting on the results, Mr. S K Sundararaman, Managing Director, Shiva Texyarn Ltd. said:

"Our Company continues to sustain through the ongoing market headwinds in the spinning sector during the quarter and nine months ended 31st December 2019. Despite a sluggish industry scenario, we reported a 24.7% year-on-year growth in revenue in Q3 FY20. EBITDA and net profit for the third quarter stood at Rs. 9.1 cr and Rs. 0.2 cr, respectively, impacted by rising raw material prices.

We continue to focus on our technical textile product portfolio, in line with our strategy to move towards high-margin, innovation-driven products. Increasing bans on the usage of flex banners in advertising and signage applications, are expected to spur demand for non-flex banner material. While the ban is already in effect in Kerala, it is expected to be implemented in Bengaluru and other regions in the near future, opening up a significant potential opportunity for us. We are ready and poised for this anticipated demand for non-flex banner material, being one of the only few companies with the capacity to deliver at the required scale.

On another note, improved budget towards the defense sector bodes well for us, as we are one of the select few suppliers of NBC suits and tactical gear etc. for our Indian army. Potential orders from the DRDO would support growth in topline and profit margins in the future.

Moreover, our new product – the reusable fabric diaper – 'Paw Paw' – which we launched only last year is gaining customer confidence and interest, not just in Tamil Nadu but also in other regions across India. The product's environment friendliness and competitive pricing enables us to reach out across all sections of society. The QuickDry product line is also growing steadily, having established itself as a trusted quality product. Our target is to have a pan India presence through a robust network of distributors and retailers, for all products in the Lamination division.

Shiva Texyarn stands to benefit from the opportunities in value-added functional products, as we continue to focus on product diversification. We aim to strengthen our portfolio of technology-driven products to support sustainable growth, while offering environment-friendly products. I would like to thank the entire team of 'SHIVA' for their untiring efforts, hard work, sincerity and dedication. Also, I would like to thank our valued stakeholders, whose support and faith in our Company has given us the determination and ambition to set and achieve higher benchmarks."



Financial Highlights



Quarterly Financial Highlights (YoY)

| Rs. Cr. | Q3 FY20 | Q3 FY19 | Y-o-Y % | Q2 FY20 |
|--------------------------------|---------|---------|-----------|---------|
| Total Income from operations | 98.10 | 78.67 | 24.70% | 95.68 |
| Raw Material Expenses | 63.33 | 45.06 | | 61.87 |
| Employee Expenses | 10.35 | 9.80 | | 10.32 |
| Other Expenses | 15.38 | 14.05 | | 13.45 |
| Total Expenditure | 89.06 | 68.90 | | 85.63 |
| EBITDA | 9.05 | 9.77 | (7.35%) | 10.04 |
| EBITDA Margin | 9.22% | 12.42% | (320 bps) | 10.50% |
| Other Income | 0.19 | 0.27 | | 0.17 |
| Depreciation | 3.45 | 3.49 | | 3.59 |
| Interest / Finance Cost | 5.68 | 5.16 | | 5.80 |
| Exceptional Item (Gain) / Loss | 0.00 | 0.00 | | 0.00 |
| PBT | 0.11 | 1.39 | | 0.83 |
| Tax | (0.02) | 0.33 | | (0.15) |
| PAT | 0.12 | 1.05 | | 0.98 |
| Other Comprehensive Income | 0.04 | 0.02 | | 0.03 |
| Net Profit | 0.17 | 1.08 | (84.34%) | 1.01 |
| Net Profit Margin | 0.17% | 1.37% | (120 bps) | 1.05% |
| Basic EPS in Rs. | 0.10 | 0.81 | (87.65%) | 0.76 |

- ~25% YoY growth in revenue despite slowdown in spinning and technical textiles industries
- EBITDA margins impacted due to continued rise in raw material costs

Nine Monthly Financial Highlights (YoY)

| Rs. Cr. | 9M FY20 | 9M FY19 | Y-o-Y % |
|-------------------------------------|---------------|---------------|------------------|
| Total Income from operations | 278.35 | 258.49 | 7.68% |
| Raw Material Expenses | 174.74 | 150.20 | |
| Employee Expenses | 31.04 | 32.27 | |
| Other Expenses | 43.97 | 43.55 | |
| Total Expenditure | 249.75 | 226.03 | |
| EBITDA | 28.61 | 32.46 | (11.87%) |
| EBITDA Margin | 10.28% | 12.56% | (228 bps) |
| Other Income | 0.54 | 0.64 | |
| Depreciation | 10.62 | 10.40 | |
| Interest / Finance Cost | 16.98 | 15.77 | |
| Exceptional Item (Gain) / Loss | 0.00 | 0.00 | |
| PBT | 1.54 | 6.93 | |
| Tax | (0.28) | 1.54 | |
| PAT | 1.82 | 5.39 | |
| Other Comprehensive Income | 0.07 | (0.01) | |
| Net Profit | 1.89 | 5.38 | (64.91%) |
| Net Profit Margin | 0.68% | 2.08% | (140 bps) |
| Basic EPS in Rs. | 1.41 | 4.16 | (66.11%) |

- Top line grew ~7.7% Y-o-Y despite sluggish market scenario
- Non-Spinning businesses contributed 26% to revenues
- Newly launched Paw Paw (reusable fabric diaper) and QuickDry business continue to gain consumer confidence and interest

Balance Sheet Highlights

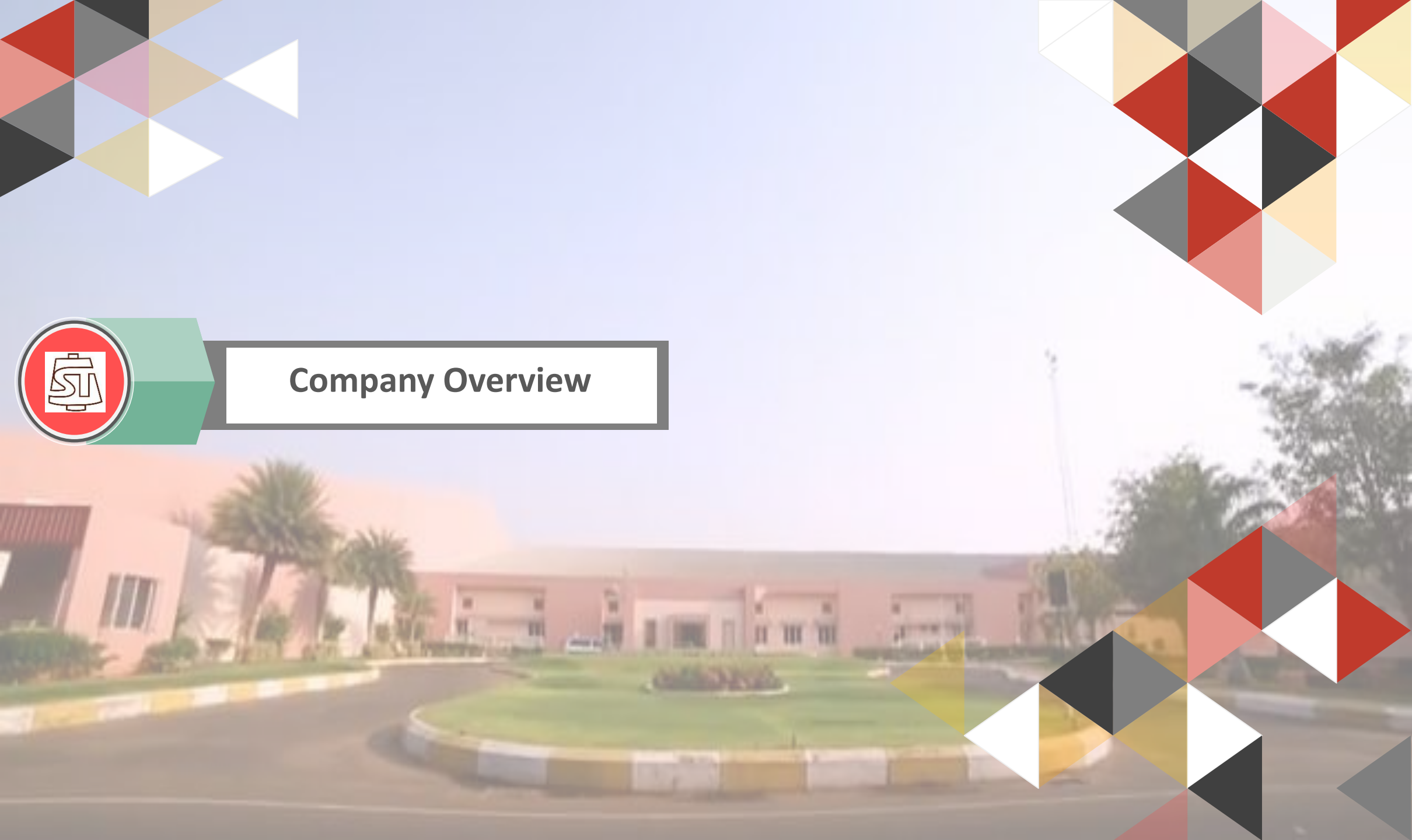
| Rs. Cr | As on 30 th Sep 19 | As on 31 st Mar 19 |
|--|-------------------------------|-------------------------------|
| Equity | 111.70 | 112.00 |
| Equity Share Capital | 12.96 | 12.96 |
| Other Equity | 98.74 | 99.03 |
| Non-Current Liabilities | 105.70 | 117.29 |
| Financial Liabilities | | |
| Borrowings | 66.69 | 77.56 |
| Deferred Tax Liabilities (Net) | 38.69 | 39.13 |
| Provisions | 0.32 | 0.59 |
| Current Liabilities | 176.32 | 154.20 |
| Financial Liabilities | | |
| Borrowings | 113.95 | 97.46 |
| Trade Payables: Total o/s dues of micro & small enterprises | 0.06 | 0.37 |
| Trade Payables: Total o/s dues of creditors other than above | 29.94 | 28.38 |
| Other Financial Liabilities | 30.31 | 26.18 |
| Other Current Liabilities | 2.07 | 1.81 |
| Provisions | 0.00 | 0.00 |
| Total Equities & Liabilities | 393.72 | 383.48 |

| Rs. Cr | As on 30 th Sep 19 | As on 31 st Mar 19 |
|------------------------------------|-------------------------------|-------------------------------|
| Non-current Assets | 229.30 | 230.29 |
| Property, Plant & Equipment | 199.99 | 200.54 |
| Intangible Assets | 0.58 | 0.68 |
| Capital work-in-progress | 0.02 | 0.00 |
| Intangible asset under development | 3.36 | 3.36 |
| Investment Property | 0.03 | 0.03 |
| Financial Assets | | |
| Investments | 0.65 | 0.66 |
| Loans | 0.00 | 0.00 |
| Other Non-Current Assets | 24.66 | 25.03 |
| Current Assets | 164.42 | 153.19 |
| Inventories | 88.00 | 80.43 |
| Financial Assets | | |
| Trade Receivables | 55.50 | 49.94 |
| Cash & Cash Equivalent | 8.56 | 11.78 |
| Loans | 0.88 | 1.10 |
| Other financial assets | 1.40 | 1.60 |
| Other Current Assets | 10.09 | 8.35 |
| Total Assets | 393.72 | 383.48 |

- Overall industry slowdown adversely impacted working capital cycle



Company Overview



Company Overview

Among leading multifaceted Textile companies - strong focus on Technical Textiles

- First Company to introduce Reactive Polyurethane lamination technology in India (2005)
- Vertically & backward integrated operations
- Strong & Dedicated workforce

Diversified Product Portfolio

- Segments - Textiles, Quick Dry, Quick Fit, Q-Club, Paw-Paw Diaper, Defence, Tactical gear, Eco-friendly Flex replacement, Art, etc.

Certifications & Awards

- Oeko-Tex 100 Certification
- Five S(Workspace Management System)
- ISO 9001:2008
- WRAP Certification
- Affiliation Certifications
- GOTS – Global Organic Textile Standards
- Gold Award by Quality Circle Forum of India(QCFI)



Start of Art manufacturing facilities with advanced Technology in Tamil Nadu

- Spinning Division – 52,000 Spindles Spinning Capacity
- Lamination Division – 2 lines, 6,00,000 meters per month capacity
- Coating Division – 3 coating lines and 1 million meters per month capacity
- 58 windmills – 18.15 MW scattered all over Tamil Nadu

Integrated Business Operations

- Spinning Division
- Lamination Division
- Coating Division
- Processing Division – For Speciality Fabrics
- Military & tactical Gear
- Garment & Home Textile Division
- Bags Division – Backpacks & Rucksacks
- Windmill based power generation

Focus on Technologically Advanced, Innovative & Eco-friendly products

Journey So Far

1985-1989

1985 - Went Public
1989 - Spinning Mill unit I at Dindigul started

2009-2012

2009 - Knitting, Garment & Spinning mills II division started at Karanampettai
2012 - Started Processing division at Sipcot, Perundurai
2012 - Started Technical Textile division at Ganeshpuram

2017-2019

2017 - Scheme of arrangement (Demerger) between Shiva Texyarn Limited & Shiva Mills Limited (Formerly known as STYL Textile Ventures Limited)
2017 - Started supplying specialized Military products to Indian Defence
2019 - Launched Reusable Fabric Diaper - "Paw Paw" - based on patent pending unique Rapisoak Technology

1994-2006

1994 - Started Windmill division at Munduvelampatti
2002 - Finance and Spinning business merged
2006 - Started Lamination division at Karanampettai

2013-2016

2013 - Coating division started at Ganeshpuram
2014 - Started bag division at Karanampettai
2015 - Garment Division II (NBC) & III started at Karanampettai

Strong & Experienced Management Team



Mr. S V Alagappan – Chairman

- Law graduate and has rich experience in fields of textiles and automobiles for more than three decades



Mr. S K Sundararaman – Managing Director

- MBA from Cambridge Judge Business School, UK
- Chairman of Indian Technical Textiles Association (ITTA)
- Wide experience in field of textile industry especially technical textiles



Mr. Manesh Kumar – Chief Operating Officer

- Textile Engineer from PSG Tech Coimbatore and MBA from Anna University, Chennai
- Over 12 years of experience in Technical Textiles
- Associated with Company for over 8 years



Mr. C Krishnakumar – Chief Financial Officer

- Master of Commerce Graduate
- More than 15 years experience in Accounts, Finance & Taxation
- Member of ICAI and ICSI



Brig. Naveen Sodhi – Sr. Vice President

- Science & Economics Graduate
- Over 36 years of experience in planning and directing activities
- In-depth knowledge of emerging technologies and commercial applications
- Wide exposure in dealing with government ministries and officials



Mr. P. Baskar – Vice President

- Diploma in Technical Textile
- Over 25 years experience in field of Modernized Spinning Mills
- Vast experience in Construction of Factories and building premises
- Expertise skill in Administration



Business Overview



Business Segments

Spinning

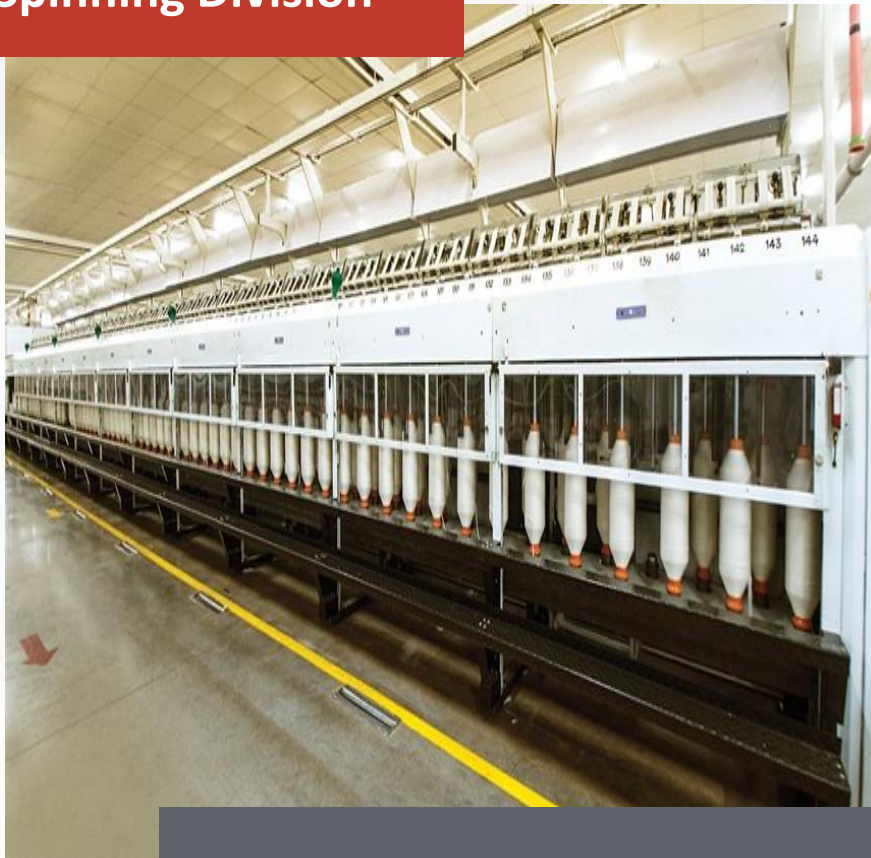


Technical Textiles - Value added Products



Business Divisions...(1)

Spinning Division



Makes some of finest cotton yarns

- More than 25 years of experience in Spinning Industry
- 52,000 Spindles capacity
- Raw material comes from selected ginneries of India and International sources in West Africa, Australia and US
- Manufacture Combed, Carded and Compact Yarns, Sub Yarns and Fancy Yarns
- Maintain & manage captive use windmill based augmentation infrastructure to tap 18.15 MW power from 58 owned and operated wind turbine installations

Lamination Division



First Company to introduce **Reactive Polyurethane Lamination technology** in India in 2005

- One of most innovative technologies used in Textile products
- Only Indian Company with more than decade of experience
- Two lines can produce approx. 6,00,000 meters per month
- **Applications**
 - Breathable, Waterproof membrane Lamination, Fleece to Fleece, Paper to Fabric, Flat Fabric to Raised Fabric Knit to Woven
- **Uses**
 - Outdoor Clothing fabric, Mattress Protectors, Medical Textiles, Industrial Application, Military Application
- **Laminated Products –Applications**
 - **Quick Dry** – Original Dry Sheet
 - **Quick Fit** – Mattress Protectors
 - **Q Club** – Active player in Baby Products

Lamination Division... Strong Retail Brand in India

Quick Dry®



Quick Dry®
SilQ

Quick Fit®



■ Market leadership

- Market leader – combined with “Inventor & Innovator” of Dry Sheets in India
- Manufactures more than 100,000 mts/ month; millions in a year

■ Wide Retail Distribution Network in India

- Pan India presence – connecting to 10,000+ Retailers through 200+ Distributors and over 90 on-ground sales force
- Strong Retail Brand created across India

■ Exports to Middle East & South-East Asia

Lamination Division...First of its kind Reusable Fabric Diaper

Features

- ✓ Super Comfort - Feathery touch fabric
- ✓ Highly Absorbent
 - Side Tank System
 - Fully Laminated Layer
- ✓ Ergonomically designed - Unique T-Shaped pattern which fits perfectly around baby's body
- ✓ Super Stretch Fit – Fully Elasticated
- ✓ Completely safe and won't harm baby's skin
- ✓ Awaiting patent



UNIQUE RAPISOAK TECHNOLOGY



Benefits

- ✓ Quickest drying time- Baby feels dry fastest
- ✓ Maximum fluid holding
- ✓ Easy clean
- ✓ Hygienic
- ✓ Available in 3 Different Sizes
 - Small- 3-8 kg
 - Medium- 7-12 kg
 - Large- 9-14 kg
- ✓ Eco-friendly and can be reused for many times
- ✓ "Pocket-friendly" - Affordable across all sections of society

Already launched in Tamil Nadu – target to create Pan India Presence

Military & Tactical Gear



- **Military and Tactical Gear** : Makes most advanced military gear like Nuclear Biological Chemical Suits (NBC)
- **Extreme cold weather clothing** – Protection from 5 degree to minus 20 degree centigrade
- **Super high altitude Mountaineering clothing**
 - Among very few companies making specialised three layered suits
 - Protection in minus 50 degree centigrade
 - Specialised Bag packs for mountaineering

Business Divisions...(4)

Processing Division



- Unit started in year of 2012 at SIPOT, Perundurai, Erode
- Famous for Specialised, performance fabric processing, including high fastness, moisture wicking properties and for delicate fabrics

Coating Division



- 9 lakh meters material handling capacity per month
- **Wide range of applications**
 - Acrylic coated products, PU Coating, Art Canvas & Digital Canvas Products
- **Offers various range of finishes**
 - Fire retardant, water repellent, Soil & stain resistant, Anti-microbial, Anti-static, Rubber Finish, Oil resistant

Bag Division



- Bag ranging from School bags, exclusive girls range & professional range for camping & photography
- 100% Polyester and Nylon fabric, stitched with nylon bonded thread
- Photography range : Camera bags, Utility bags, Long Lens bags, Tripod bags, Storage Accessories, Messenger bags

Key Strengths

Continual focus on Innovation & New product development

- Strong capabilities backed by in-house manufacturing and R&D that enables developing innovative, new & better quality products

Multi product range with wide range of applications

- Yarn, Combed, Carded and compact yarns/ Sub / Fancy yarns
- **Laminated Fabric** - Quick dry/Quick fit
- **Special garments** – Military and Tactical gear & Extreme cold weather clothing
- **Coated Fabric** - Canvas Rolls/ Canvas Boards/Stretched Canvas
- **Garments** - Home textile / Knitwear/outer wear
- **Bags**- Travel bags / Camera bags/ utility bags

State of art infrastructure facilities

- Advanced Technology with State-of-the-art plant and machinery
- Substantial self-sufficiency in power needs through green power generation by windmill that reduces energy cost

Integrated business operations & unique business model

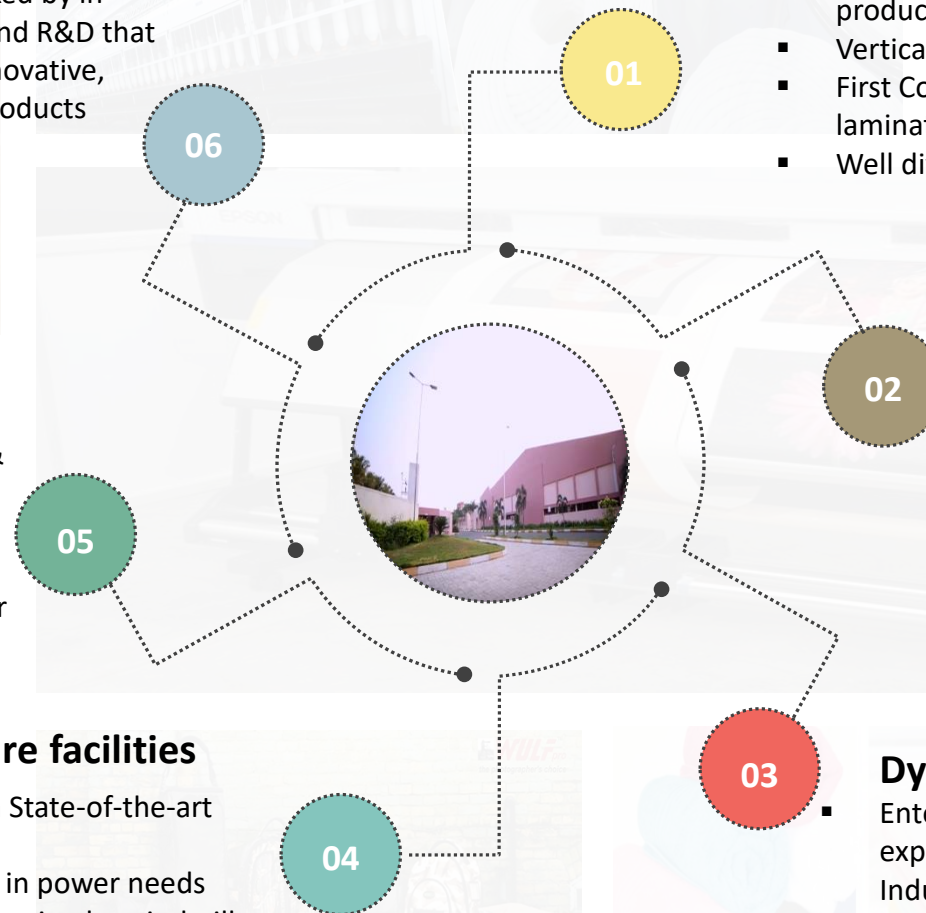
- Multifaceted Company with strong focus on value added products
- Vertically & Backward Integrated operations
- First Company to introduce Reactive Polyurethane lamination technology to India in 2005
- Well diversified across segments and products

Strong Retail Brand with pan India presence – Quick Dry & Paw Paw

- “Inventor & Innovator” Market leader of Dry Sheets in India
- Launched one of its kind Reusable fabric diaper with unique Rapisoak Technology
- Wide distribution - 10,000+ retailers through 200+ distributors with 90 sales team on ground

Dynamic experience leadership

- Enterprising management team with rich experience in Textile & Technical Textiles Industries
- Dedicated and skilled employee base



State of Art Manufacturing Facilities



Spinning Unit

Kodangipalayam Village
Karadivavi Road, Paruvai Post
Coimbatore District, Tamilnadu



Processing Unit

Factory E-16, P-11 SIPCOT
Industrial Growth Estate
Perundurai, Erode 638 052
Tamilnadu



Lamination Unit

S.F. No. 371/5, Karadivavi Road
Paruvai Post, Karanampet
Palladam - 641 658



Bag Unit

S.F. No. 371/5, Karadivavi
Road Paruvai Post,
Karanampet,
Palladam 641 658



Coating Unit

S.F. No. 371/5, Karadivavi Road
Paruvai Post, Karanampet
Palladam - 641 658



Knitting Unit

Kodangipalayam Village
Karadivavi Road, Paruvai Post
Coimbatore District
Tamilnadu



Garment Division

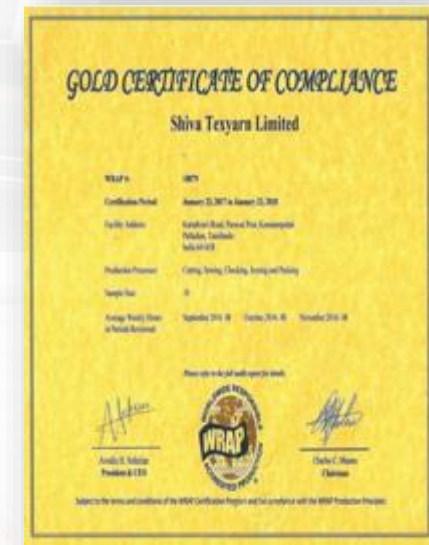
S.F. No. 371/5, Karadivavi Road
Paruvai Post,
Karanampet,
Palladam 641 658



Windmills – Tamil Nadu

- Munduvelampatti Village
- Gudimangalam
- Athukinathupatti & Uthukuli Villages
- Vagatholubu Kongalnagaram

Certifications





Way Ahead



India's No-1 & Most Trusted
Quick Dry[®]
Baby Bed Protector



Way Ahead

01

Quick Dry – Expand Distribution & Consolidate market leadership in Dry sheets

- Target - 'Quick Dry' to be largest baby products provider in India
- Increase distribution network pan India – plans to reach 30,000+ retailers through 400+ distributors
- Increase wallet share of existing customers and add new customers - enhancing product offerings through innovation and technology

02

Increase in Paw-Paw diaper business

- Optimize on existing distribution channel and increase in online-offline network to have pan-India reach
- Continued focus on Innovation to make it more user-friendly and comfortable for babies

03

Increase in Military & Tactical Gear business

- Add new & innovative products and increase product offerings in Defence segment, through innovation combined with integrated facilities & strong R&D capabilities

04

Strong Opportunity from Non-Flex Banners

- Recent ban on flex banners in Kerala expected to open new opportunities for biodegradable signage material
- Poised to capitalize on this opportunity by offering non-flex biodegradable options for banners across Kerala & Bengaluru



Thank You



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NSE SHIVATEX
National Stock Exchange of India Limited



SVTYIN



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For further information, please contact:

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