



# Shiva Texyarn Limited

## Investor Presentation

May 2018





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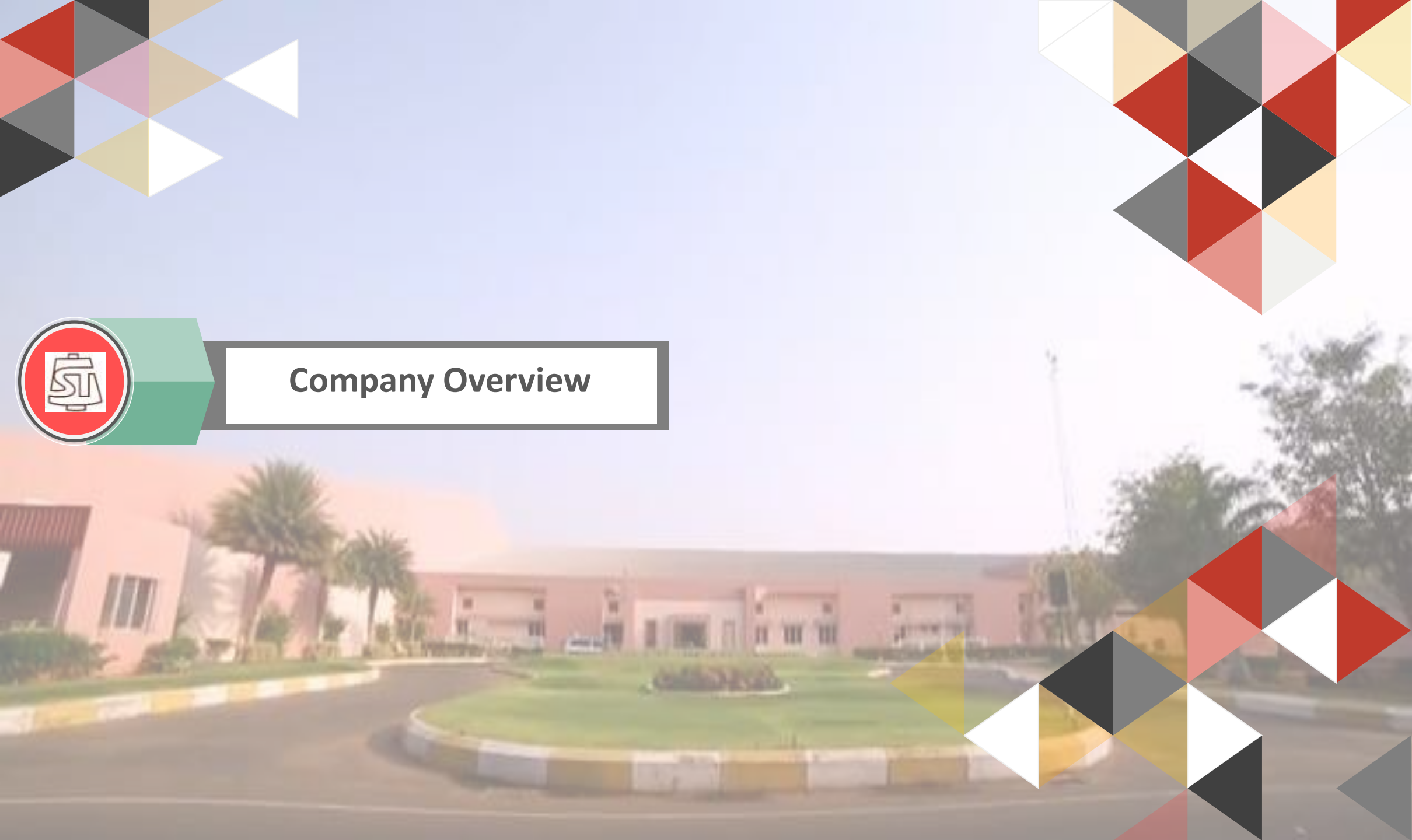
Annual Financial Highlights



Way Ahead



## 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, Defence, Tactical gear, Art,
- Quick Dry, Quick Fit, Q-Club, Wulf, Wulf Pro and Quick Dry SilQ

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

# 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

**2016-2018**

**2017** - Scheme of arrangement (Demerger) between Shiva Textyarn Limited & Shiva Mills Limited (Formerly known as STYL Textile Ventures Limited)  
**2017** - Started supplying specialized Military products to Indian Defence

**1994-2006**

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

**2013-2015**

**2013** - Coating division started at Ganeshpuram  
**2014** - Bag division at Karanampettai started  
**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 the fields of textiles and automobiles for more than three decades

## Mr. S K Sundararaman – Managing Director



- MBA from Judge Institute of Management Studies Cambridge University, UK
- Wide experience in field of textile industry especially technical textiles

## Brig. Naveen Sodhi – Sr. Vice President



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

## Mrs. Daisy Mistry – Chief Operating Officer



- Diploma in Graphic Arts and Commercial Practice
- More than 25 years experience in field of Sourcing and Heading for well known units,
- Unique Brand Maker in Garment Industry
- Vast experience in Sourcing and Marketing worldwide

## Mr. C Krishnakumar – Chief Financial Officer



- Master of Commerce Graduate
- More than 15 years experience in the field of Accounts, Finance & Taxation
- Member of Institute of Chartered Accountant of India
- Member of Institute of Company secretaries of India

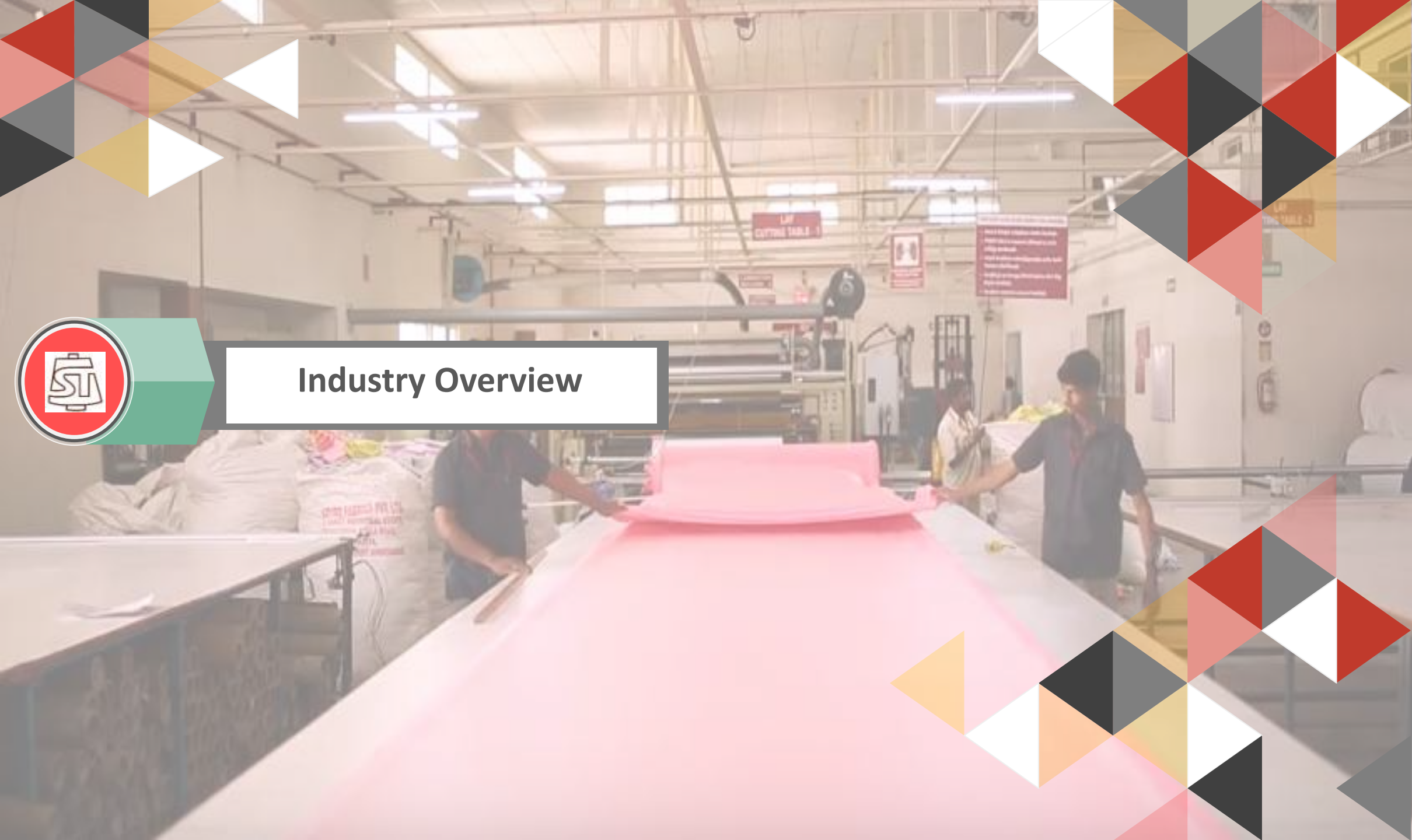
## Mr. P. Baskar – General Manager



- Diploma in Technical Textile
- More than 25 years experience in field of Modernized Spinning Mill,
- Vast experience in Construction of Factories and building premises
- Expertise skill in Administration



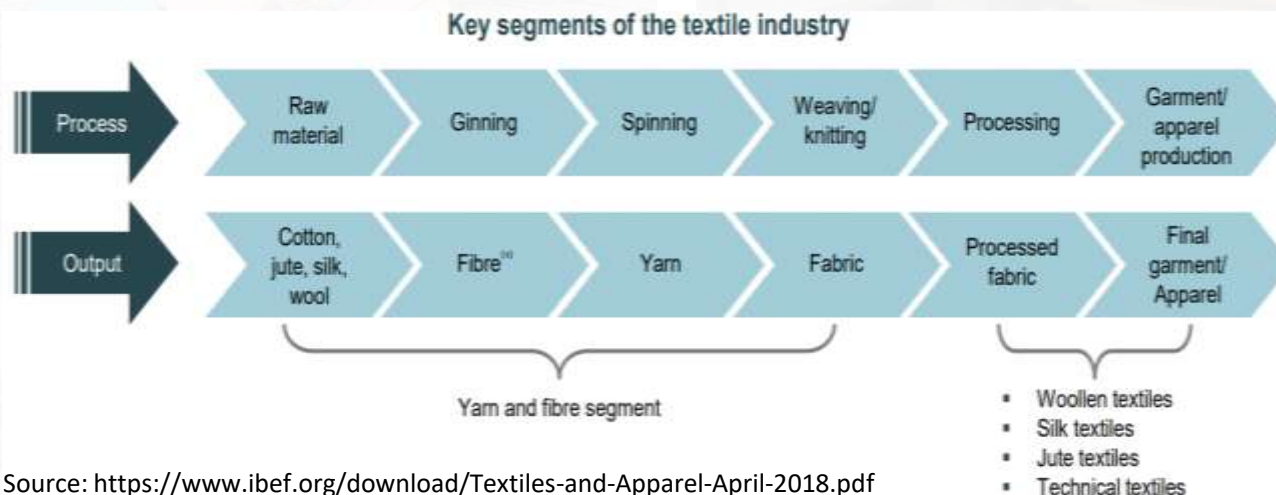
## Industry Overview





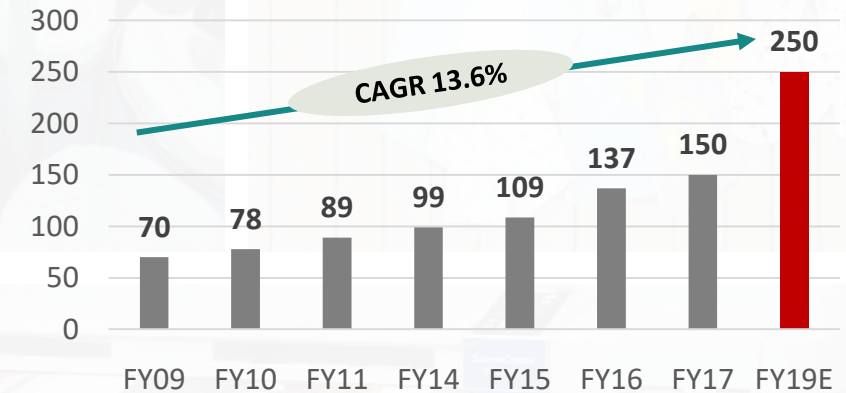
# Indian Textiles – Industry Overview

- Indian Textile contributes 14% to industrial production and 4% to GDP
- With over 51 million people directly and 69 million people indirectly, textile industry is second largest source of employment generation in country.
- Industry accounts for nearly 15% of total exports. Exports of textiles from India reached USD 27.59 billion during April 2017– March 2018.
- Size of India's textile market as of July 2017 was around USD 150 billion, which is expected to touch USD 250 billion market by 2019, growing at CAGR of 13.58 per cent between 2009-2019
- Production of yarn grew to 5,667 million Kgs in FY17 from 4372 million Kgs in FY12, implying CAGR of 3.11%.
- Cotton yarn accounts for largest share in total yarn production; in FY17, segment's share amounted to 71.64%.

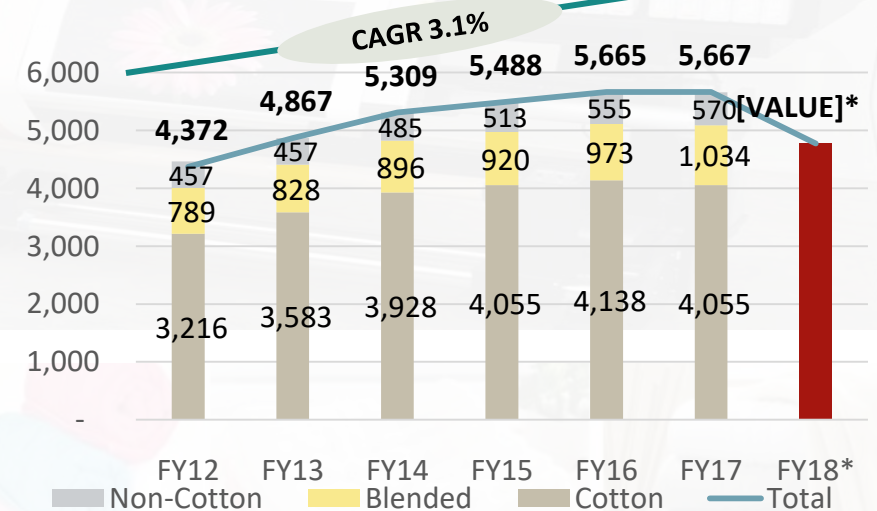


Source: <https://www.ibef.org/download/Textiles-and-Apparel-April-2018.pdf>

India's textile market size (USD Billion)



Production of Spun Yarn (Million kg)



\* As of December 2017

Source: Office of Textile Commissioner, Government of India

# Technical Textiles – An Overview

## AGROTEX

- Shade-nets
- Mulch-mats Crop-covers
- Anti-hail nets and bird protection nets
- Fishing nets

## BUILDTEx

- Architectural Membranes
- Awnings & Canopies
- Hoardings & Signages
- Floor & Wall Coverings
- Scaffolding nets
- Cotton Canvas tarpaulins

## CLOTHTEX

- Shoe laces Interlinings
- Zip fasteners
- Elastic narrow fabrics
- Garments
- Umbrella cloth

## GEOTEx

- Geogrids
- Geonets
- Geocomposites

## HOMETEX

- Fiberfill
- Mattress & Pillow Components
- Carpet backing cloth
- Stuff toys

## INDUTEx

- Filtration Products
- Conveyor Belts
- Drive Belts
- Bolting Cloth
- Computer printer ribbon

## MEDITEx

- Diapers
- Sanitary Napkins
- Contact Lenses
- Surgical Products
- Surgical Gowns

## MOBILTEX

- Seat belt Webbing
- Airbags
- Helmets
- Seat Upholstery
- Airline Disposables

## OEKOTEx

- Environmental Engineering
- Environmental Protection
- Recycling
- Waste Disposal

## PACKTEX

- Polyolefin woven sacks
- FIBC
- Leno Bags
- Wrapping fabrics
- Jute hessian & sacks

## PROTEX

- Bullet Proof Jackets
- Fire retardant apparels
- Fire retardant furnishing
- High visibility clothing
- Industrial gloves

## SPORTEx

- Sports composites & nets
- Artificial turf
- Parachute fabrics
- Sports shoes components
- Tents
- Swimwear

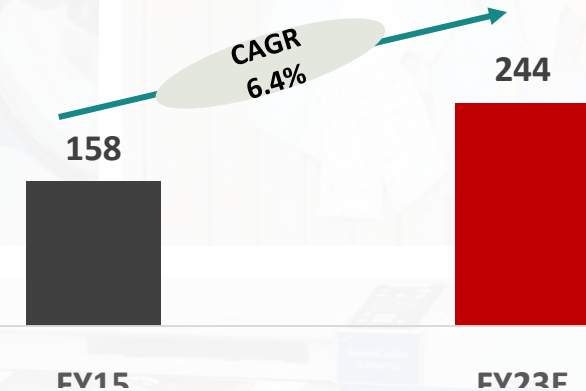
**Among one of most sought out sectors globally**



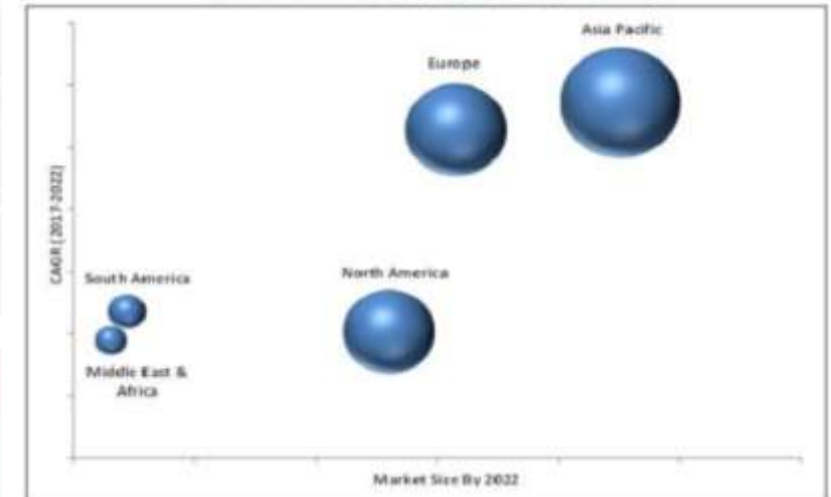
# Technical Textiles – An Overview

- Global Technical Textile Market is expected to reach USD 244 Billion by FY 2022E from USD 158.4 Billion in 2015 with CAGR of 6.4% from 2015 to 2022.
- The United States of America alone consumes 23% of total global technical textile, followed by Europe that consumes 22%, China consumes 13%, Japan has 7% share and India consumes 3%.
- Asia Pacific is estimated to account for largest export share of technical textile market. Growth of technical textile market in emerging countries such as China, India and Indonesia can be attributed to rapid urbanization and increased disposable incomes.
- Among all categories, Packtech **forms largest segment and holds 42% of market share** - followed by Indutech, Mobilitech and Hometech. Geotech is predicted to grow fastest at CAGR of 30%
- High-growth potential technical textiles** - Shade nets, crop covers, baby diapers, sanitary napkins and surgical disposables

**Technical Textile Industry (USD BN)**



**Technical Textile Market by Region FY2022 (USD BN)**

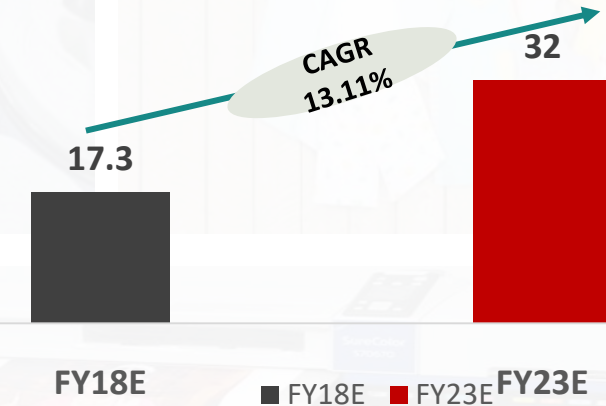


Source: Allied Market Research

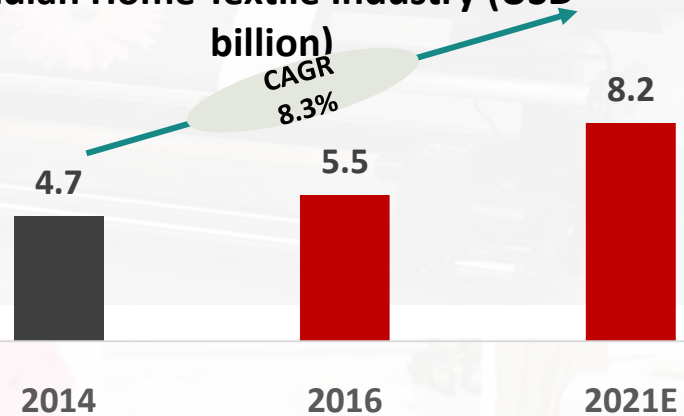
# Technical Textiles – India - New Arena of Growth

- Indian Technical textile industry - expected to expand at CAGR of 13.11% during FY18–23 to USD 32 billion in FY23E
- India expected to be key growth market - Due to cost-effectiveness, durability and versatility of technical textiles
- Healthcare and infrastructure sectors** major drivers of technical textile industry
- India accounts for 7% of global **home textiles** trades. India's home textile industry is expected to expand at CAGR of 8.3% during 2014–21 to USD 8.2 billion in 2021 from USD 4.7 billion in 2014
- Key Growth Drivers for Indian Technical Textile market include :**
  - Growing end user industries like Automobile, Healthcare, Sport & Infrastructure and ongoing industrial development
  - Changing lifestyles & increasing demand for quality products
  - Rising disposables incomes
  - Government initiatives and policy support

**Indian Technical Textile Industry (USD billion)**



**Indian Home Textile Industry (USD billion)**



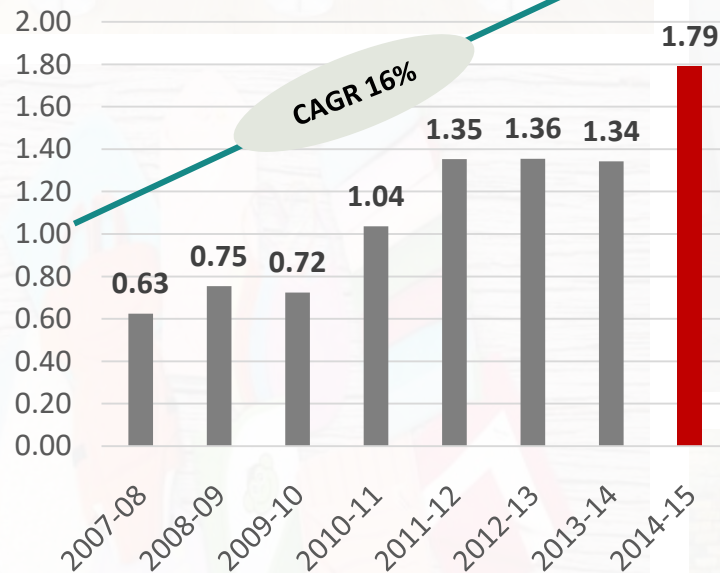
Source: Chamber of Commerce, Indian Technical Textile Association, Aranca Research



# Export of Technical Textiles from India

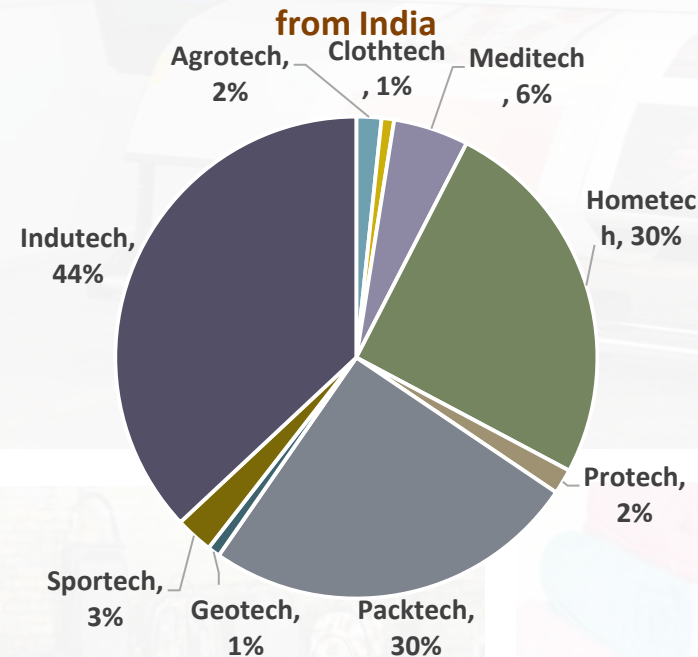
- India exported technical textiles products worth USD 1.79 Bn in 2014-15 with CAGR of 16% since 2007-08
- Indutech and Packtech are largest exported segments with share of 44% and 30%
- Segment like Meditech, Agrotech, Mobiltech and Geotech are also gaining competitiveness in market
- Largest export markets include USA, UAE, Indonesia, China and UK

Export trend of technical textiles from India (USD Billion)



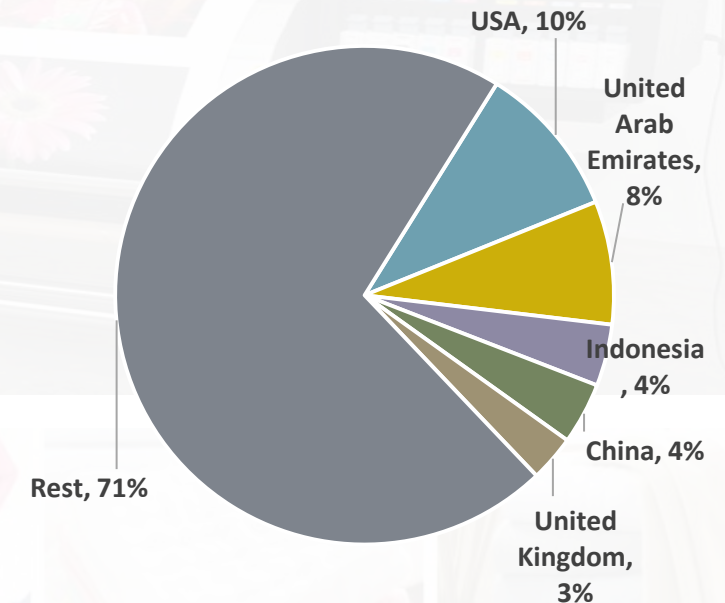
Source: Office of Textile Commissioner

Segment wise share in Total export from India



Source: Office of Textile Commissioner

Major markets for India

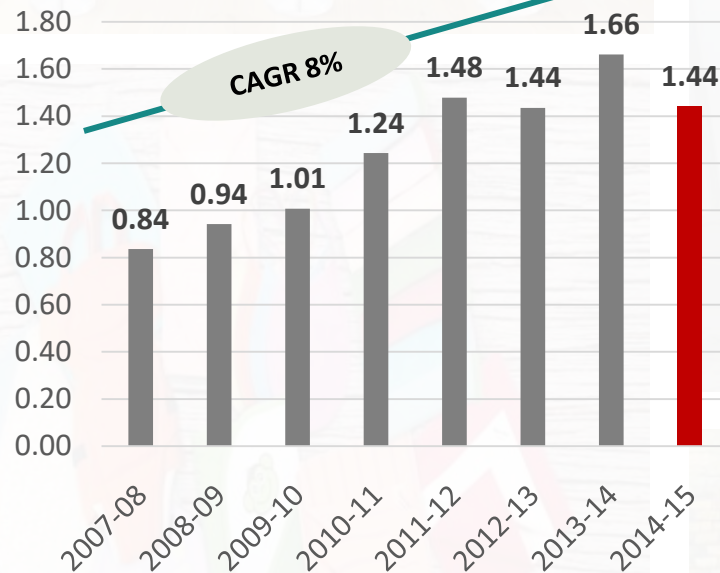


Source: UN Comtrade

# Import of Technical Textiles in India

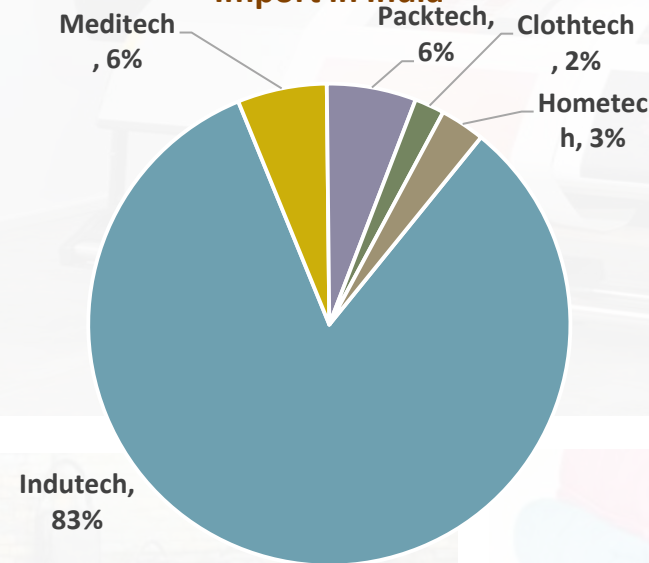
- Imports of technical textiles is around USD 1.4 bn in 2014-15 with CAGR of 8% since 2007-08
- Imports is mainly driven by Indutech segment accounting for 83% of total imports, followed by Meditech, Packtech, Clothtech and Hometech
- Major imported products include baby diapers, adult diapers, PP spun bound fabric for disposables, wipes, protective clothing, hoses, webbings for seat belts, etc

**Import trend of technical textiles to India (USD Billion)**



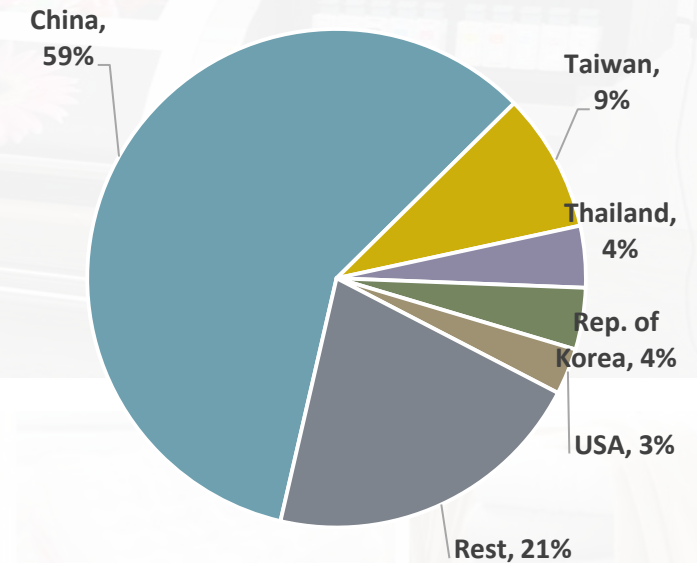
Source: Office of Textile Commissioner

**Segment wise share in Total Import in India**



Source: Office of Textile Commissioner

**Major Suppliers to India**



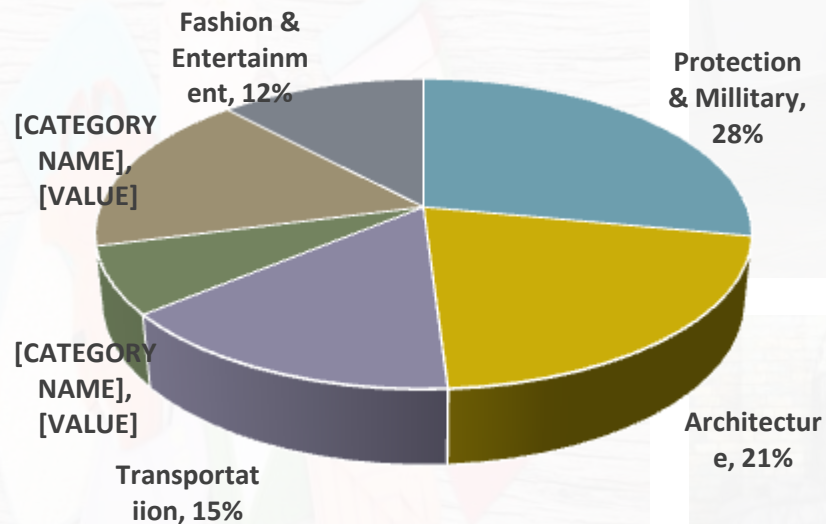
Source: UN Comtrade



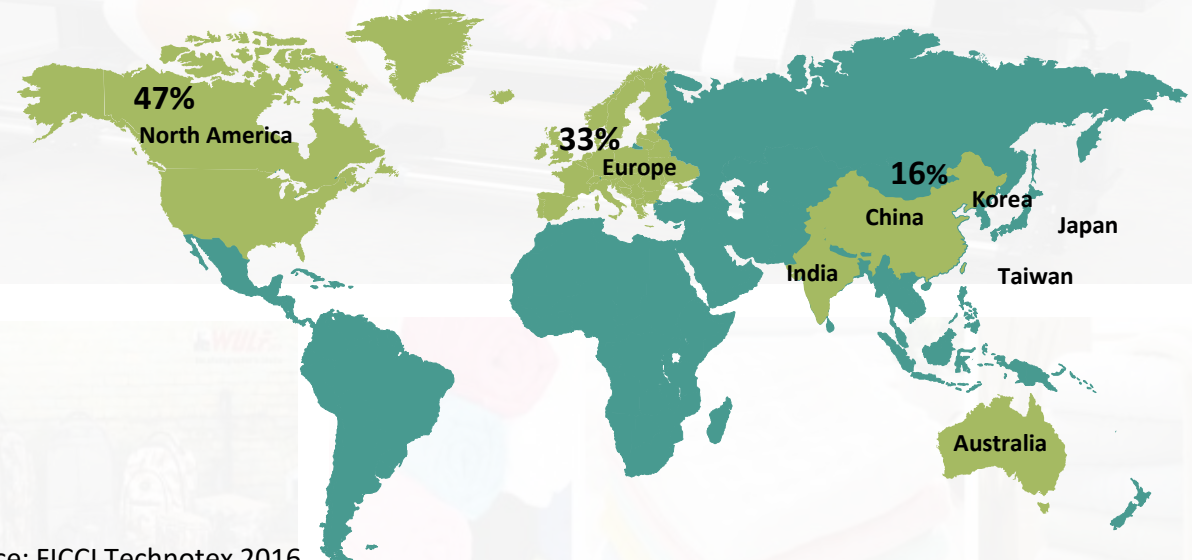
# Smart Textiles: Future of Technical Textiles

- Smart textiles represents next generation of textiles with use in several fashion products, furnishing and technical textiles applications. Smart textiles can be divided into two categories i.e. aesthetic and performance enhancing. Aesthetic include fabrics that light up to fabric that can change colour. Performance enhancing fabrics have applications in sports, military, etc.
- Current global market is estimated to be around USD 580 million in 2015 and is expected to grow at CAGR of 30% and reach USD 2.2 billion by 2020.
- Smart textiles market is largely dominated by developed countries. North American smart textiles market which includes US, Canada and Mexico, is expected to hold major share in global smart textiles industry in near future.
- Share of Asia Pacific countries like India, China, Taiwan, Korea and Australia is expected to grow in future significantly. Smart textiles market in India is at nascent stage and is expected to gain its edge slowly and grow in future.

**End-use wise share of smart textiles in 2015**



**Region wise share of smart textiles in 2015**



Source: FICCI Technotex 2016



## Business Overview





# Business Segments

## Spinning



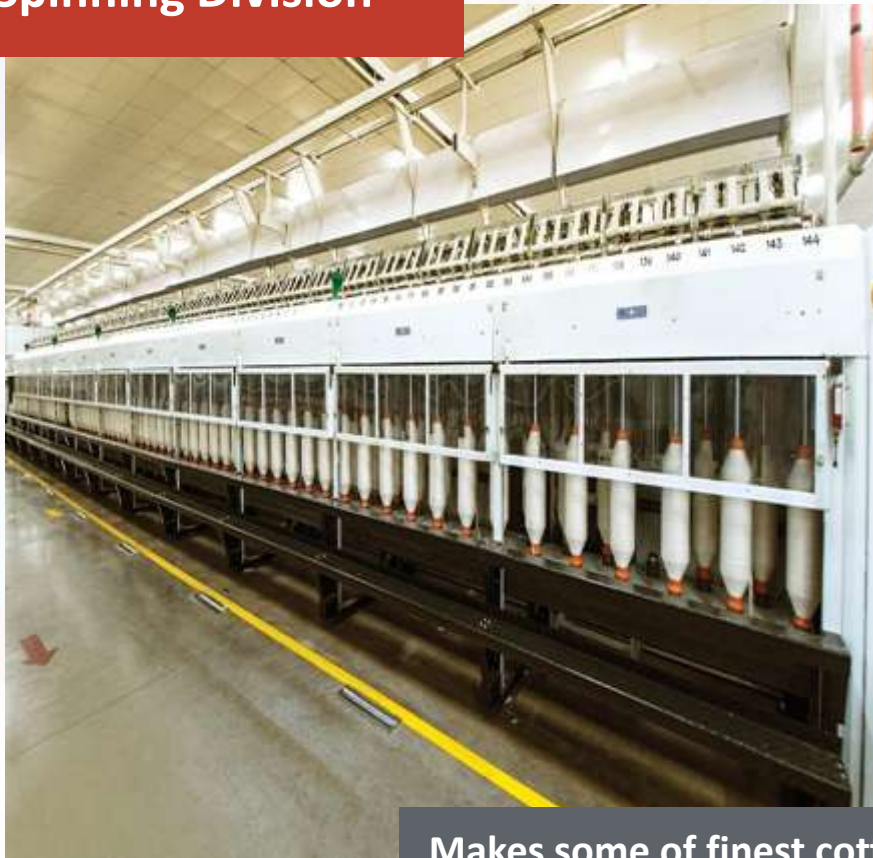
## Value added Products





# Business Divisions...(1)

## Spinning Division



Makes some of finest cotton yarns in market

- More than 25 years of experience in Spinning Industry
- 52,000 Spindles capacity
- Raw material comes from selected ginneries of India and from International sources in West Africa, Australia and the United States
- 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



## Business Divisions...(2)

### 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 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**



## Business Divisions...(3)

### Military & Tactical Gear



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

# Business Divisions...(4)

## Garment & Home Textile Division



- **Among leading suppliers to IKEA**
- **Home Textile** : Door, Window & Shower Curtain, Cushion Covers
- **Bedding Range** : Sheets, Duvet cover, Fleece Blankets
- **Towel Range** : Bath, Wipe & Swimming Towels
- **Kitchen Range** : Apron, Pot Holder, Table Cloths
- **Knitwear & Outwear**
- **Sophisticated facility, Certified products**



# Business Divisions...(5)

## 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 Team 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

## QuickDry - Strong Retail Brand with pan India presence

- “Inventor & Innovator” Market leader of Dry Sheets in India
- Distribute to 10,000+ retailers through 200 distributors with 90 sales team on ground
- Export to USA, UK, Middle East & South East Asia

## Integrated business operations & unique business model

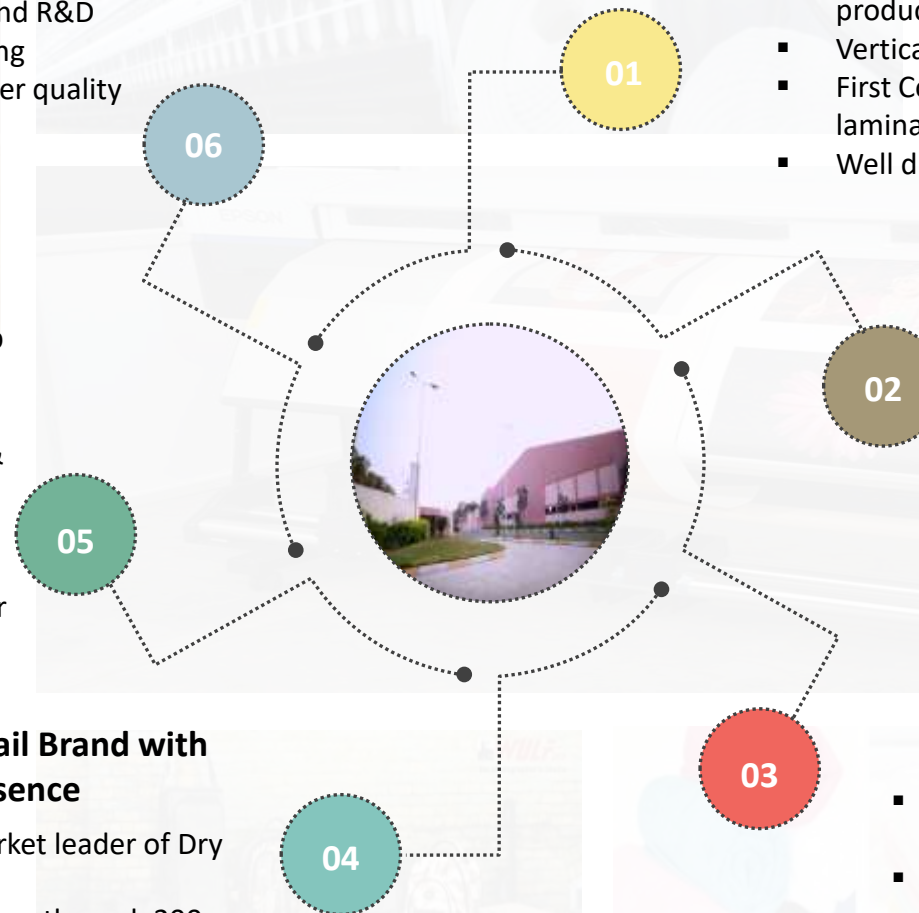
- Multifaceted Company with strong focus on value added products
- Vertically & Backward Integrated operations
- First Company to introduce Reactive Polyurethane lamination technology to India in 2005
- Well diversified across segments and products

## 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

## Dynamic experience leadership

- Enterprising management team with rich experience in Textile Industry
- 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







## Consolidated Quarterly Financial Highlights

 **WULF**  
*SPIRIT OF WILDERNESS*



# Quarterly Financial Highlights – Q4 FY18

Rs Cr	Q4 FY18	Q4 FY17	Y-o-Y %	Q3 FY18
<b>Total Income from operations</b>	<b>85.3</b>	<b>114.7</b>	<b>(25.6%)</b>	<b>85.8</b>
Raw Material Expenses	47.4	75.3		52.1
Employee Expenses	11.3	9.3		9.8
Other Expenses	17.0	16.1		13.5
<b>Total Expenditure</b>	<b>75.7</b>	<b>100.7</b>		<b>75.4</b>
<b>EBITDA (excluding other income)</b>	<b>9.6</b>	<b>14.0</b>	<b>(31.1%)</b>	<b>10.3</b>
<b>EBITDA Margin</b>	<b>11.3%</b>	<b>12.2%</b>	<b>(90bps)</b>	<b>12.1%</b>
Other Income	0.7	0.5		0.2
Depreciation	3.5	3.2		3.4
Interest / Finance Cost	4.6	5.7		4.5
Exceptional Item (Gain) / Loss	0.0	0.0		1.4
<b>PBT</b>	<b>2.2</b>	<b>5.6</b>		<b>4.0</b>
Tax	1.0	4.3		1.1
<b>PAT</b>	<b>1.2</b>	<b>1.3</b>		<b>2.9</b>
<b>Other Comprehensive Income</b>	<b>(0.2)</b>	<b>-0.1</b>		<b>0.1</b>
<b>Net Profit</b>	<b>1.0</b>	<b>1.2</b>	<b>(16.7%)</b>	<b>3.0</b>
<b>PAT Margin</b>	<b>1.2%</b>	<b>1.1%</b>	<b>10bps</b>	<b>3.5%</b>
<b>EPS in Rs.</b>	<b>0.94</b>	<b>1.04</b>	<b>(9.6%)</b>	<b>2.24</b>

- Revenue declined by 25.6%, mainly on account of execution of one-time order in Q4FY17 and conscious & strategic focus towards growing business of non-spinning & value added products
- EBITDA declined by 31.1%, mainly on account of decline in revenue
- Company's focus on high margin value added products like military & tactical gear, Quick dry, home textiles, etc.

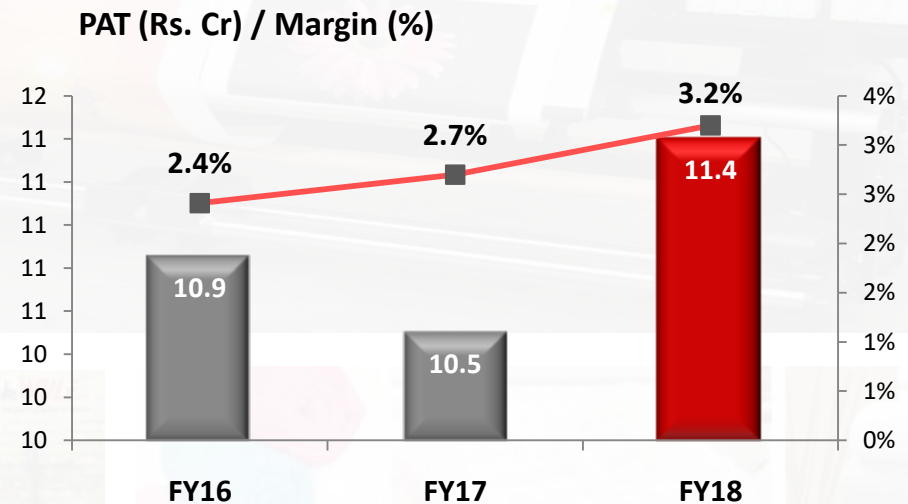
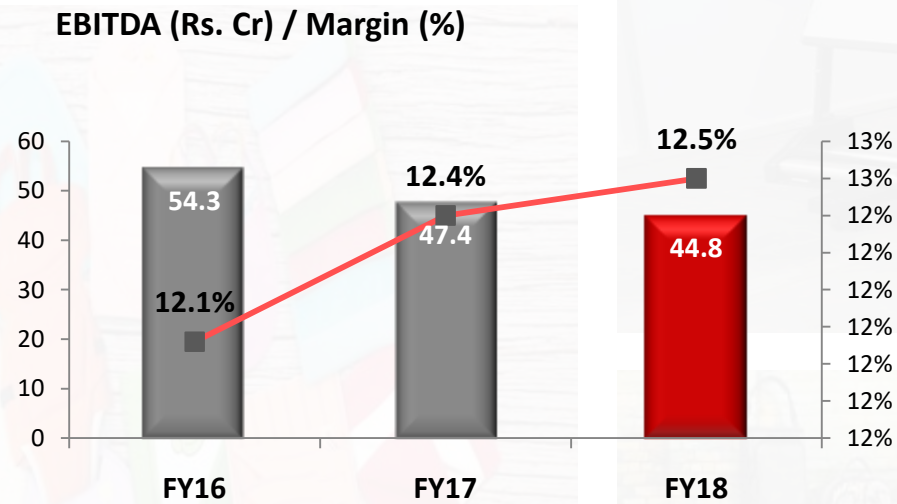
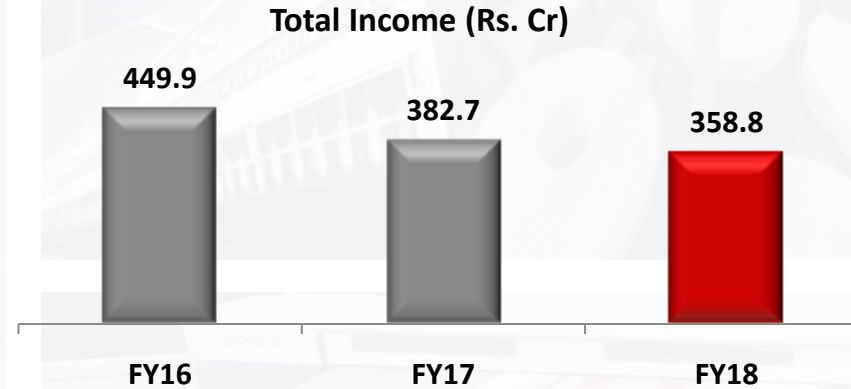




# Annual Financial Highlights



# Annual Financial Highlights – FY18



\*FY16 & FY17 numbers are restated as per IND AS guidelines and represents demerged entity numbers

\*EBITDA and EBITDA Margin calculated on excluding other income

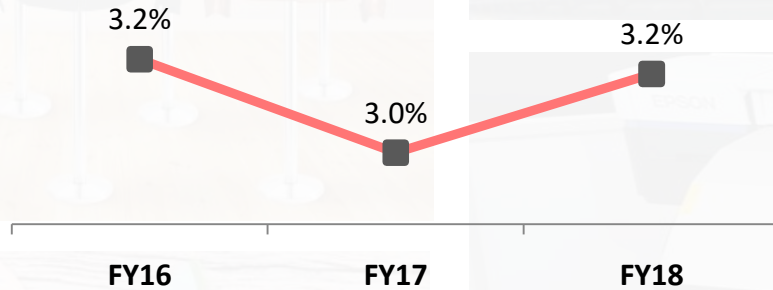


## Annual Financial Highlights – FY18

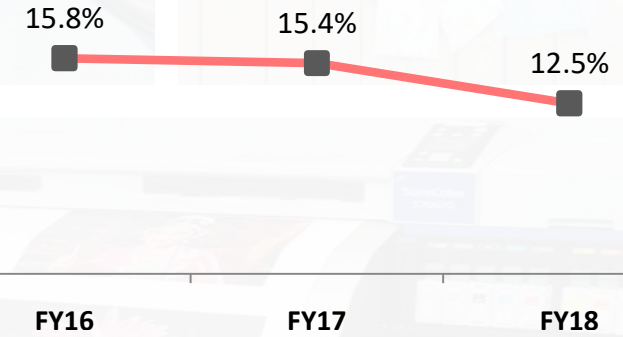
Rs Cr	FY18	FY17	Y-o-Y %
<b>Total Income from operations</b>	<b>358.8</b>	<b>382.7</b>	(6.2%)
Raw Material Expenses	209.0	232.3	
Employee Expenses	41.2	34.5	
Other Expenses	63.8	68.6	
<b>Total Expenditure</b>	<b>314.0</b>	<b>335.3</b>	
<b>EBITDA (excluding other income)</b>	<b>44.8</b>	<b>47.4</b>	(5.5%)
<b>EBITDA Margin</b>	<b>12.5%</b>	<b>12.4%</b>	<b>10 bps</b>
Other Income	1.2	0.8	
Depreciation	13.4	12.8	
Interest / Finance Cost	19.3	20.6	
Exceptional Item (Gain) / Loss	1.4	1.4	
<b>PBT</b>	<b>14.6</b>	<b>16.2</b>	
Tax	3.3	5.9	
<b>PAT</b>	<b>11.3</b>	<b>10.3</b>	
<b>Other Comprehensive Income</b>	<b>0.1</b>	<b>0.2</b>	
<b>Net Profit</b>	<b>11.4</b>	<b>10.5</b>	<b>9.0%</b>
<b>PAT Margin</b>	<b>3.2%</b>	<b>2.7%</b>	<b>50bps</b>
<b>EPS in Rs.</b>	<b>8.74</b>	<b>7.93</b>	<b>10.2%</b>

# Annual Balance sheet Highlights – FY18

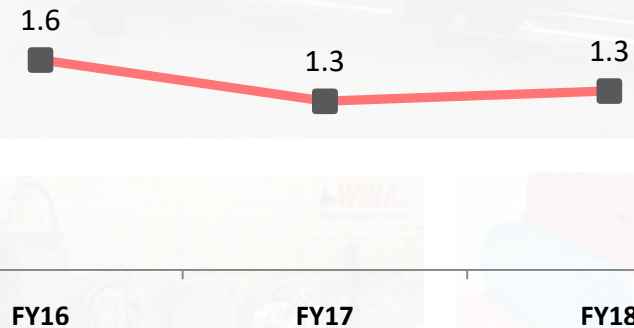
## ROA (%)



## RoCE (%)



## Net Debt to Equity





# Balance Sheet as on 31<sup>st</sup> March FY18

Rs. Cr	31 <sup>st</sup> Mar 18	31 <sup>st</sup> Mar 17
<b>Equity</b>	<b>108.1</b>	<b>99.2</b>
Equity Share Capital	13.0	21.6
Other Equity	95.1	141.3
Demerger Adjustment	0.0	-63.7
<b>Non Current Liabilities</b>	<b>111.8</b>	<b>97.5</b>
<b>Financial Liabilities</b>		
Borrowing	72.2	57.9
Provisions	0.1	0.0
Deferred Tax Liabilities (Net)	39.5	39.6
Other Current Liabilities	0.0	0.0
<b>Current Liabilities</b>	<b>140.8</b>	<b>155.5</b>
<b>Financial Liabilities</b>		
Borrowings	81.6	73.3
Trade Payables	26.2	37.4
Other Financial Liabilities	29.5	39.0
Provisions	1.7	1.8
Other Current Liabilities	1.8	4.0
<b>Total Liabilities</b>	<b>360.7</b>	<b>352.2</b>

Rs. Cr	31 <sup>st</sup> Mar 18	31 <sup>st</sup> Mar 17
<b>Non-current Assets</b>	<b>235.3</b>	<b>237.8</b>
Tangible Assets	208.7	212.3
Intangible Assets	0.4	0.5
Capital work-in-progress	0.0	0.0
Intangible asset under development	1.3	0.0
Investment Property	0.0	0.07
<b>Financial Assets</b>		
Investments	0.7	0.6
Loans	0.0	0.0
Other	24.3	24.4
<b>Current Assets</b>	<b>125.4</b>	<b>114.4</b>
Inventories	66.8	64.1
<b>Financial Assets</b>		
Trade Receivables	40.8	36.3
Cash & Cash Equivalent	8.9	5.7
Loans	1.0	1.7
Other	1.9	2.0
Other Current Assets	6.0	4.6
<b>Total Assets</b>	<b>360.7</b>	<b>352.2</b>



**Way Ahead**



India's No-1 & Most Trusted  
**Quick Dry<sup>®</sup>**  
Baby Bed Protector





# Way Ahead



01

## **Increase in Military & Tactical Gear business**

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

02

## **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 through increased & advanced product suite

03

## **Expand Home Textile business and be significant player in key markets**

# Thank You



511108



**NSE** SHIVATEX  
National Stock Exchange of India Limited



SVTYIN



SHTE.BO

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