SHIVA TEXYARN LIMITED



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

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

STYL/SEC/36/2020-21

29.06.2020

To

BSE Limited	The Manager
Floor 25	Listing Department
Phiroze Jeejeebhoy Towers	National Stock Exchange of India Limited
Dalal Street	"Exchange Plaza", Bandra-Kurla Complex
Mumbai 400 001	Bandra (East), Mumbai 400 051
Scrip Code :- 511108	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 31.03.2020 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 Texyarn Limited

Result Update Presentation Q4 & FY20

Focus on Technologically Advanced, Innovative & Eco-friendly products

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Managing Director's Message





Commenting on the results, Dr. S K Sundararaman, Managing Director, Shiva Texyarn Ltd. said: "The financial year FY20 has been tough for the industry as well as overall economy. However, our Company has sustained well through the ongoing market slowdown. Despite a sluggish scenario, we reported growth in our performance. The rise in yarn selling price was offset by the increase in cotton costs, while the nation-wide lockdown further impacted sales and profit margins. Our non-spinning business continues to increase its contribution to our revenue mix, in line with our business strategy, reflecting our conscious & strategic shift from spinning to higher-margin technical textile products that are based on technology and innovation; and we expect to see the effects of this shift in the coming quarters.

In March 2020, we witnessed an unprecedented and unforeseeable adversity in the form of the Covid-19 virus outbreak. We, at Shiva Texyarn, stepped up in this hour of need and addressed a surge in demand for protective coveralls for the health care sector. These orders would support the Government's initiative to fight the disease outbreak and are valued at approximately Rs. 10 crores.

I am also happy to share that in June 2020, we collaborated with HeiQ Materials AG, a Swiss textile innovation leader. With their expertise, we are bringing a first-of-its-kind antiviral fabric to India, effective against various bacteria and virus including COVID-19. While we strive to contribute to our nation-wide fight against this virus, the impact of the business slowdown that this is causing, remains to be seen.

Our products – the reusable fabric diaper – 'Paw Paw' – which we launched only last year is gaining popularity in Tamil Nadu and other regions across India. The QuickDry product line is also growing steadily, having established itself as a trusted household brand. Our target is to have a pan India presence through a robust network of distributors and retailers, for all products in the Lamination division. We aim to strengthen our portfolio of technology-driven products to support sustainable growth, while offering environment-friendly products.

Meanwhile, 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 use of flex banners in signage applications, are expected to spur demand for non-flex banner material. 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.

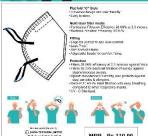
I would like to thank the entire team of 'SHIVA' for their untiring efforts, hard work, sincerity and dedication. Also, I would like to thank our valued stakeholders, whose support and faith in our Company has given us the determination and ambition to set and achieve higher benchmarks."

Recent Developments - New Product Offerings (1/2)...











- Over past few months, we have witnessed an unprecedented and unforeseen adversity in form of COVID-19 virus outbreak - pandemic brought individual lives, businesses, and entire economies to a standstill. While businesses are reeling under impacts of lockdown imposed to contain this pandemic, long-term effects of this remain to be seen in coming quarters
- > Shiva Texyarn came forth in this moment of need and began production of **several new and innovative products** to help fight the spread of this virus
- Over past two months, we have launched several new products aimed at medical and general public use, to prevent spread of virus and bacteria and help improve quality of lives

Some of these include:

- 1. Protective Coveralls Started manufacturing protective coveralls for medical use in April 2020, to cater to surge in demand for such gear by the Government
- 2. Face Masks In May 2020, launched new range of face masks for public use under brand name 'Smiley'. These masks are re-usable and multi-layered, with fabric and filter layers. For this product, we partnered with 'Feed My City' initiative, wherein Rs. 10 from each mask sold is donated towards feeding under-privileged who have been worst affected during this time
- **3. Anti-viral Fabric** In June 2020, launched an innovative, first-of-its-kind anti-viral fabric, in collaboration with a Swiss company HeiQ Materials AG. This fabric is treated with unique technology that inhibits bacteria and virus to a great extent, including the novel Corona virus. The product can be used in PPE systems and is aimed at domestic as well as international markets

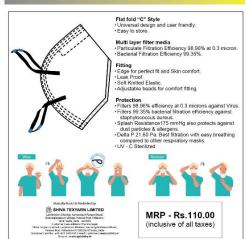
Recent Developments - New Product Offerings (2/2)











- High quality re-usable face masks under the brand name 'Smiley'
- Multi-layer mask with fabric and replaceable filter layers to protect from bacteria and virus

Salient Features

- Soft fabric
- Adjustable elastic fasteners for maximum comfort
- Filters dust and allergens also
- Product comes with 2 filters
- High air flow for ease of breathing

Key Benefits

- Filters over 99.35% bacteria (BFE as per ASTM F2101)
- Particle filtration efficiency of 0.3 micron (antiviral barrier) 98.96% as per ASTM F2299
- Splash resistant Delta(P) 21.60 Pa . IS 16829:2014



Quarterly Financial Highlights (YoY)



Rs. Cr.	Q4 FY20	Q4 FY19	Y-o-Y %	Q3 FY20
Total Income from operations	89.78	95.04	(5.54%)	98.10
Raw Material Expenses	59.65	61.49		63.33
Employee Expenses	10.09	9.55		10.35
Other Expenses	14.98	14.57		15.38
Total Expenditure	84.73	85.61		89.06
EBITDA	5.05	9.43	(46.48%)	9.05
EBITDA Margin	5.62%	9.92%	(430 bps)	9.22%
Other Income	4.03	0.49		0.19
Depreciation	4.07	2.96		3.45
Interest / Finance Cost	5.32	5.88		5.68
Exceptional Item (Gain) / Loss	0.00	0.00		0.00
PBT	(0.32)	1.08	The second	0.11
Tax	(0.04)	(0.24)		-0.02
PAT	(0.27)	1.31	(120.93%)	0.12
Other Comprehensive Income	(0.46)	(0.30)		0.04
Net Profit	(0.73)	1.01	(172.41%)	0.17
Net Profit Margin	(0.82%)	1.06%	(188 bps)	0.17%
Basic EPS in Rs.	(0.21)	1.01	(120.79%)	0.10

- Nationwide lockdown impacted sales in the last quarter of FY20
- Rise in cotton costs offset the rise in yarn selling price, affecting gross margins
- Fixed expenses such as employee costs and lower sales, impacted EBITDA margins

Annual Financial Highlights (YoY)



Rs. Cr.	FY20	FY19	Y-o-Y %
Total Income from operations	368.13	353.53	4.13%
Raw Material Expenses	234.39	211.69	
Employee Expenses	41.14	41.82	
Other Expenses	58.95	58.13	
Total Expenditure	334.47	311.64	
EBITDA	33.65	41.89	(19.66%)
EBITDA Margin	9.14%	11.85%	(271 bps)
Other Income	4.57	1.13	
Depreciation	14.69	13.36	\$7000g
Interest / Finance Cost	22.31	21.65	Sees sees
Exceptional Item (Gain) / Loss	0.00	0.00	
PBT	1.23	8.00	
Tax	(0.32)	1.30	
PAT	1.55	6.70	(76.92%)
Other Comprehensive Income	(0.39)	(0.31)	
Net Profit	1.16	6.39	(81.90%)
Net Profit Margin	0.31%	1.81%	(150 bps)
Basic EPS in Rs.	1.19	5.17	(76.98%)

- Top line grew over 4% Y-o-Y despite sluggish market and impact of lockdown in last quarter
- Non-Spinning businesses contributed 25.5% to revenues; Spinning business improved due to change in count pattern
- Paw Paw (reusable fabric diaper), non-flex fabric and QuickDry business continue to gain consumer confidence and interest

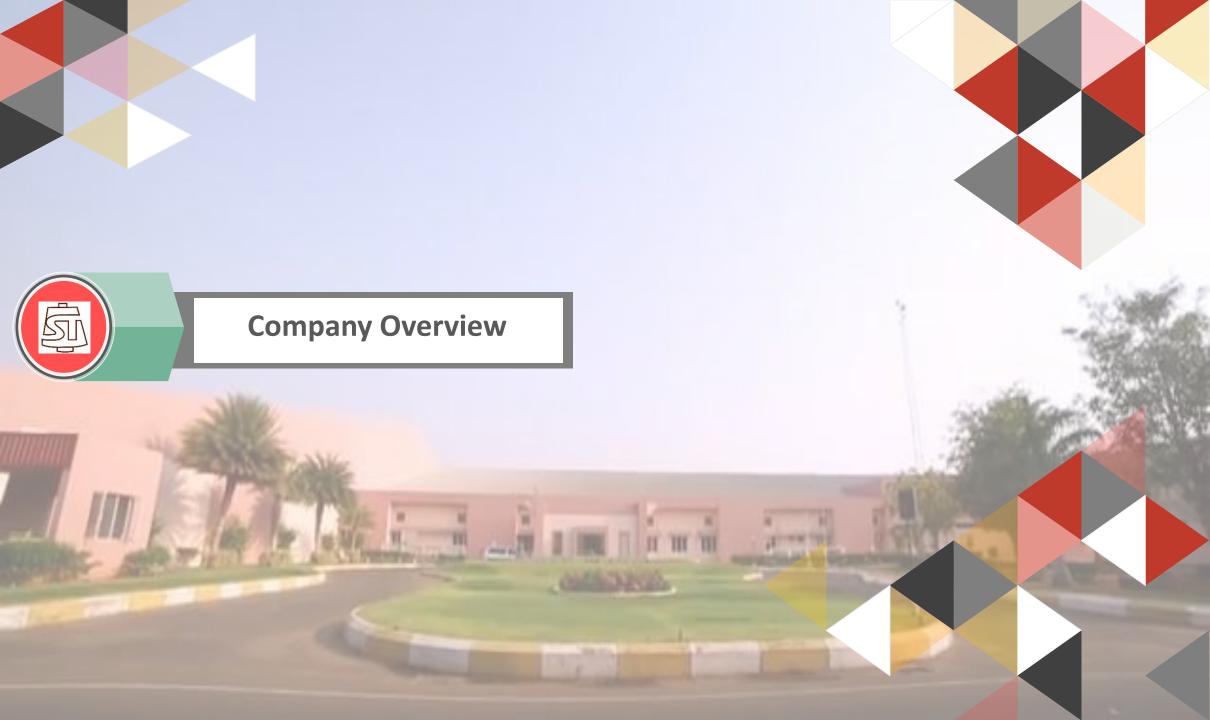
Balance Sheet Highlights



Rs. Cr	31 st Mar '20	31 st Mar '19
Equity	111.14	112.00
Equity Share Capital	12.96	12.96
Other Equity	98.18	99.03
Non-Current Liabilities	90.59	98.18
Financial Liabilities		
Borrowings	69.74	77.56
Deferred Tax Liabilities (Net)	19.45	20.02
Other Long-Term Liabilities	0.73	0.00
Provisions	0.68	0.59
Current Liabilities	152.98	154.20
Financial Liabilities		
Borrowings	99.67	97.46
Trade Payables: Total o/s dues of micro & small enterprises	0.11	0.37
Trade Payables: Total o/s dues of creditors other than above	29.39	28.38
Lease Liabilities	0.55	0.00
Other Financial Liabilities	18.82	26.18
Other Current Liabilities	4.27	1.81
Provisions	0.16	0.00
Total Equities & Liabilities	354.70	364.37

Rs. Cr	31 st Mar '20	31 st Mar '19
Non-current Assets	207.04	210.84
Property, Plant & Equipment	195.96	200.54
Intangible Assets	3.64	0.68
Capital work-in-progress	0.31	0.00
Right of Use Assets	1.12	0.00
Intangible asset under development	0.00	3.36
Investment Property	0.03	0.03
Financial Assets	SureColor	
Investments	0.58	0.66
Loans	0.00	0.00
Other Non-Current Assets	5.38	5.58
Current Assets	147.67	153.53
Inventories	80.04	80.43
Financial Assets		
Trade Receivables	48.02	49.94
Cash, Cash Equivalent & Bank Balance	7.42	11.78
Loans	0.97	1.10
Other financial assets	1.55	1.60
Current Tax Assets	0.52	0.34
Other Current Assets	7.36	8.35
Assets Classified as Held for Sale	1.77	0.00
Total Assets	354.70	364.37

■ Improvement in working capital cycle despite sluggish market scenario



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



1985-89

1985 - Went Public 1989 – Spinning Mill unit I at Dindigul started 2009-12

2018-20

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

2019 – Launched Reusable Fabric Diaper – "Paw Paw" – based on patent pending unique Rapisoak Technology
2020 – Completed order worth ~ Rs. 10 cr for protective coveralls for medical application to support Government's initiative against Covid-19; also launched new product line for face masks

1994 – Started Windmill division at Munduvelampatti

2002- Finance and Spinning business merged

2006 – Started Lamination division at Karanampettai

1994-2006

2013-17

2013 – Coating division started at Ganeshpuram

2014 – Started bag division at Karanampettai

2015 – Garment Division II (NBC) & III started at Karanampettai

2017 - Scheme of arrangement (Demerger) between Shiva Texyarn Limited & Shiva Mills Limited (Formerly know as STYL Textile Ventures Limited)

2017 – Started supplying specialized Military products to Indian Defence

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 Segments



Spinning







Technical Textiles - Value added Products











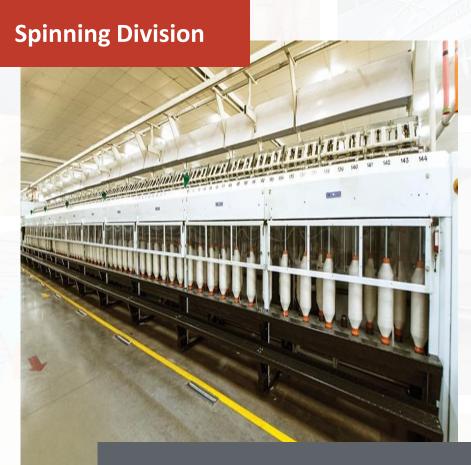






Business Divisions...(1)





Makes some of finest cotton yarns

- More than 25 years of experience in Spinning Industry
- 52,000 Spindles capacity
- Raw material comes from selected ginners 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

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
 - Smiley Re-usable Face Masks

Lamination Division... Strong Retail Brand in India





























- 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

Business Divisions...(3)



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



Coating Division



Bag 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
- 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, Antistatic, Rubber Finish, Oil resistant

- 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

06

04

05

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

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

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

03

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



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







- 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



01

Increase in Paw-Paw diaper business

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



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



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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REUTERS : SHTE.BO

For further information, please contact:

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