



Shiva Texyarn Limited

Result Update Presentation – Q2 & H1 FY19 November 2018













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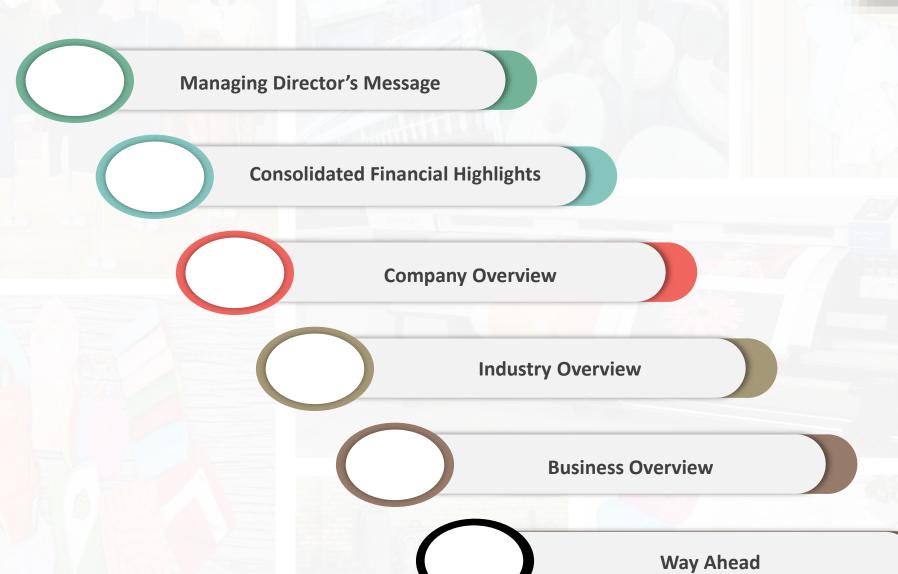
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Managing Director's Message – Q2 FY19





Commenting on the results, Mr. S K Sundararaman, Managing Director, Shiva Texyarn Ltd. said: "This quarter we have registered a revenue of Rs. 94 crore along with EBITDA and PAT of approximately Rs. 13 crore and Rs. 3 crore respectively. The EBITDA margins have expanded by over 200 bps on back of higher profitability driven by both business divisions, especially the value-added products in the non-spinning business division. We are focussed on improving our performance across all our divisions and are on track to meet our targets.

Our Company is backed by a strong opportunity in value added functional products and continue to pursue our differentiation strategy based on branding, innovation, sustainability and our unique product portfolio. We are well positioned for future growth and with increasing customer base and growing sales, we are confident to strengthen our Company with its large and marquee clientele. We are continuously re-engineering ways to elevate client experiences by launching innovative products with technology as the backbone to achieve inclusive and sustainable growth.

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 Shareholders, whose support and faith in our Company has given us the determination and ambition to set and achieve higher benchmarks."



Quarterly Financial Highlights – Q2 FY19 (YoY)



Rs Cr	Q2 FY19	Q2 FY18	Y-o-Y %	Q1 FY19
Total Income from operations	93.9	105.9	(11.4%)	85.9
Raw Material Expenses	55.4	68.6		49.7
Employee Expenses	11.6	10.6		10.8
Other Expenses	14.0	14.5		15.5
Total Expenditure	81.1	93.7		76.1
EBITDA (excluding other income)	12.8	12.3	4.7%	9.9
EBITDA Margin	13.7%	11.6%	210 bps	11.5%
Other Income	0.2	0.2		0.2
Depreciation	3.5	3.2		3.4
Interest / Finance Cost	5.3	5.3		5.3
Exceptional Item (Gain) / Loss	0.0	0.0		0.0
PBT	4.2	3.9	36 W 20 2	1.4
Tax	0.9	0.6		0.3
PAT	3.3	3.3		1.1
Other Comprehensive Income	0.0	0.2		
Net Profit	3.3	3.5		1.1
Net Profit Margin	3.5%	3.3%	20 bps	1.3%
EPS in Rs.	2.53	2.57		0.82

- Revenue declined mainly on account of execution of one-time large defence order in Q2 FY18
- EBITDA Margin improved mainly on back of better profitability of both spinning and value-added products in non-spinning businesses

Half Yearly Financial Highlights - H1 FY19 (YoY)



Rs Cr	H1 FY19	H1 FY18	Y-o-Y %
Total Income from operations	179.8	187.7	(4.2%)
Raw Material Expenses	105.1	109.5	W/ N/W Shire
Employee Expenses	22.5	20.1	
Other Expenses	29.5	33.3	N
Total Expenditure	157.1	162.9	
EBITDA (excluding other income)	22.7	24.8	(8.6%)
EBITDA Margin	12.6%	13.2%	
Other Income	0.4	0.3	SurreColor 1700/0
Depreciation	6.9	6.6	
Interest / Finance Cost	10.6	10.2	
Exceptional Item (Gain) / Loss	0.0	0.0	
PBT	5.5	8.4	
Tax	1.2	1.2	
PAT	4.3	7.2	
Other Comprehensive Income	0.0	0.2	
Net Profit	4.3	7.4	
Net Profit Margin	2.4%	3.9%	
EPS in Rs.	3.34	5.55	

- Revenue declined mainly on account of execution of a one-time large defence order in Q2 FY18
- EBITDA Margin declined mainly on the back of higher volatility in cotton prices and execution of one-time large defence order in Q2 FY18

Balance Sheet as on 30th September 2018

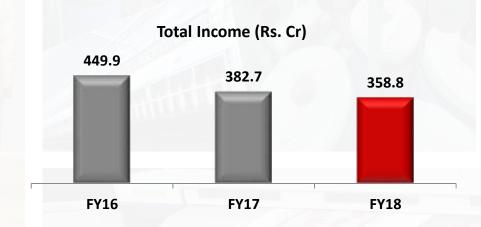


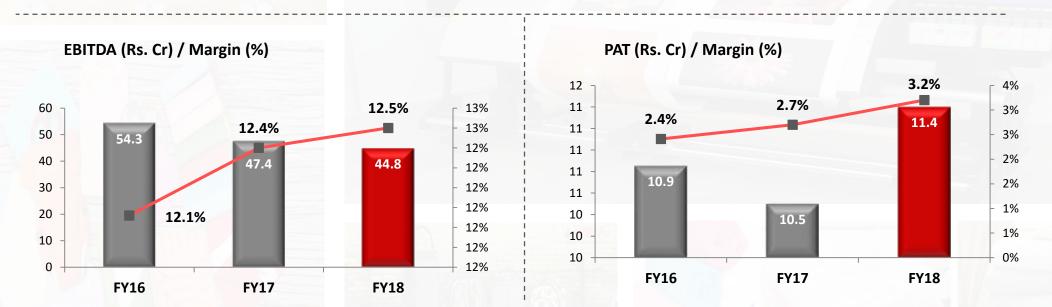
Rs. Cr	30 th Sept 18	31 st Mar 18
Equity	110.4	108.1
Equity Share Capital	13.0	13.0
Other Equity	97.4	95.1
Demerger Adjustment	0.0	0.0
Non Current Liabilities	102.5	111.8
Financial Liabilities		ENSON
Borrowing	62.9	72.2
Deferred Tax Liabilities (Net)	39.4	39.5
Other Current Liabilities	0.0	0.0
Provisions	0.2	0.1
Current Liabilities	161.5	140.8
Financial Liabilities		
Borrowings	111.3	81.6
Trade Payables	22.1	26.2
Other Financial Liabilities	23.1	29.5
Other Current Liabilities	3.0	1.8
Provisions	1.9	1.7
Total Liabilities	374.3	360.7

Rs. Cr	30 th Sept 18	31 st Mar 18
Non-current Assets	233.7	235.3
Tangible Assets	204.6	208.7
Intangible Assets	0.4	0.4
Capital work-in-progress	1.4	0.0
Intangible asset under development	1.1	1.3
Investment Property	0.0	0.0
Financial Assets		
Investments	0.7	0.7
Loans	0.0	0.0
Other	25.5	24.3
Current Assets	140.6	125.4
Inventories	73.5	66.8
Financial Assets		
Trade Receivables	47.4	40.8
Cash & Cash Equivalent	8.3	8.9
Loans	1.2	1.0
Other	3.0	1.9
Other Current Assets	7.2	6.0
Total Assets	374.3	360.7

Annual Financial Highlights – FY18







^{*}FY16 & FY17 numbers are restated as per IND AS guidelines and represents demerged entity numbers *EBITDA and EBITDA Margin calculated excluding other income

Annual Financial Highlights – FY18

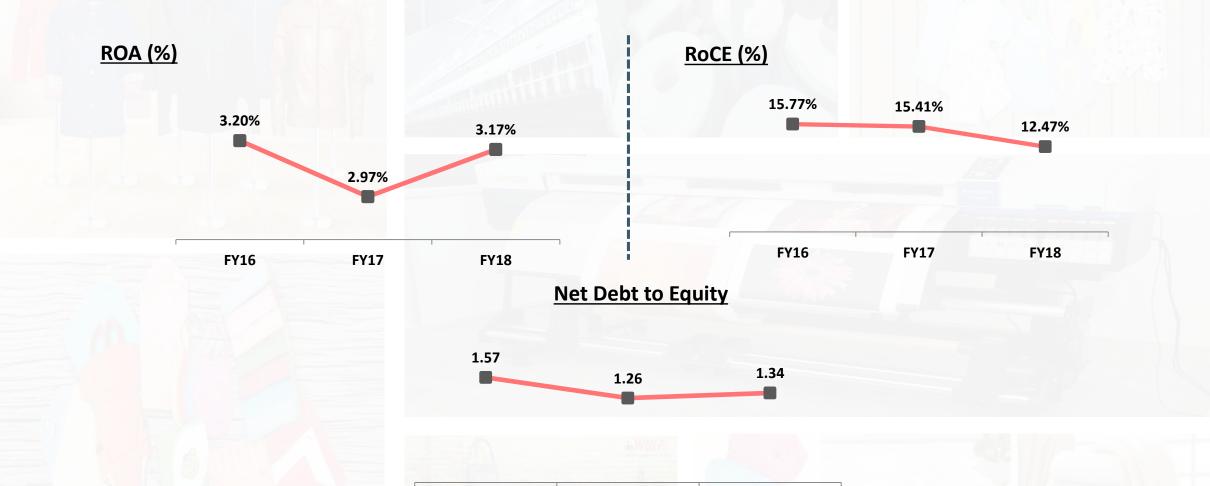


Rs Cr	FY18	FY17	Y-o-Y %
Total Income from operations	358.8	382.7	(6.2%)
Raw Material Expenses	209.0	232.3	V
Employee Expenses	41.2	34.5	
Other Expenses	63.8	68.6	
Total Expenditure	314.0	335.3	
EBITDA (excluding other income)	44.8	47.4	(5.5%)
EBITDA Margin	12.5%	12.4%	10 bps
Other Income	1.2	0.8	
Depreciation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

^{*}FY17 numbers are restated as per IND AS guidelines and represents demerged entity numbers

Annual Balance sheet Highlights – FY18





FY17

FY18

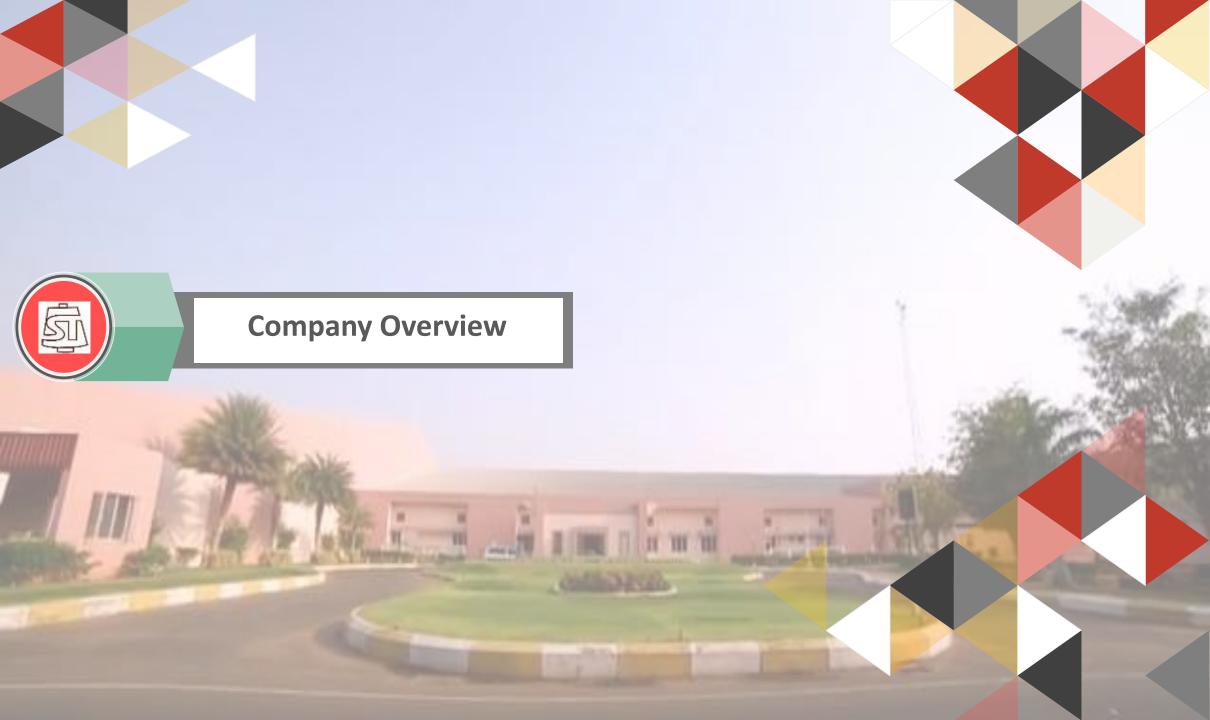
FY16

Balance Sheet as on 31st March FY18



Rs. Cr	31 st Mar 18	31 st Mar 17
Equity	108.1	99.2
Equity Share Capital	13.0	21.6
Other Equity	95.1	141.3
Demerger Adjustment	0.0	-63.7
Non Current Liabilities	111.8	97.5
Financial Liabilities		EPSCAL
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
Current Liabilities	140.8	155.5
Financial Liabilities		
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
Total Liabilities	360.7	352.2

Rs. Cr	31 st Mar 18	31 st Mar 17
Non-current Assets	235.3	237.8
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
Financial Assets		
Investments	0.7	0.6
Loans	0.0	0.0
Other	24.3	24.4
Current Assets	125.4	114.4
Inventories	66.8	64.1
Financial Assets		
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
Total Assets	360.7	352.2



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

2016-2018

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 - 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

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

2013 – Coating division started at Ganeshpuram 2014 - Bag division at Karanampettai started

2015 - Garment Division II (NBC) & III started at

Karanampettai

1994-2006

2013-2015

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



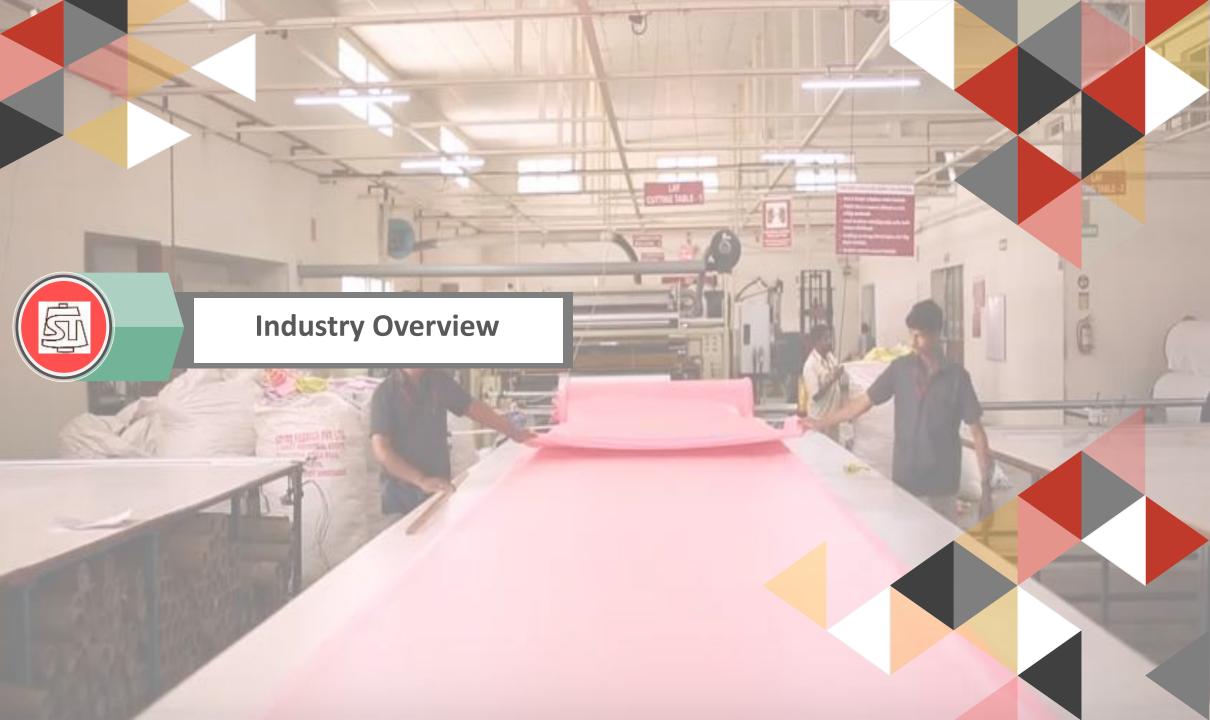
Mr. C Krishnakumar – Chief Financial Officer

- 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



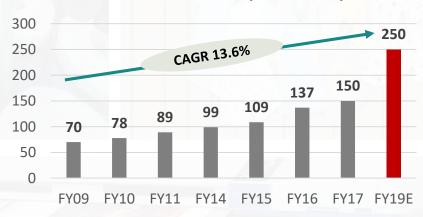


- Indian Textile contributes 14% to industrial production and 4% to GDP
- With over 51 million people directly and 69 million people indirectly, textile industry is second largest source of employment generation in country.
- Industry accounts for nearly 15% of total exports. Exports of textiles from 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%.

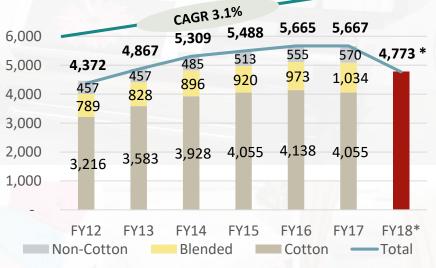




India's textile market size (USD Billion)



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 lacesInterlinings
- 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 Webbings
- 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

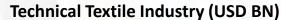
- Sports composites & nets
- Artificial turf
- Parachute fabrics
- Sports shoes components
- Tents
- Swimwear

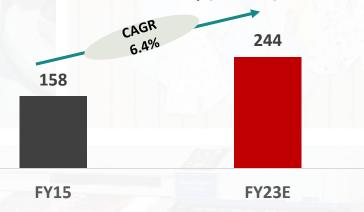
Among one of most sought out sectors globally



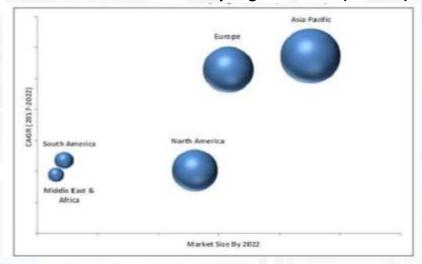
- Global Technical Textile Market is expected to reach USD 244 Billion by FY 2022E from
 USD 158.4 Billion in 2015 with CAGR of 6.4% from 2015 to 2022.
- The United States of America alone consumes 23% of total global technical textile, followed by Europe that consumes 22%, China consumes 13%, Japan 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 Market by Region FY2022 (USD BN)



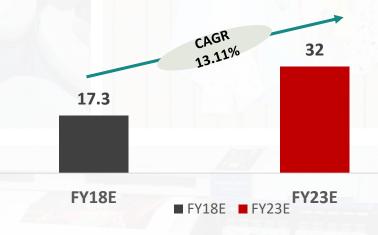
Source: Allied Market Research

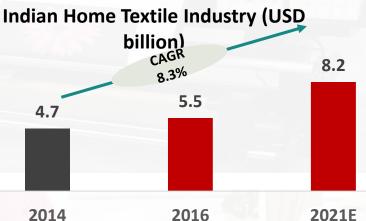




- Indian Technical textile industry expected to expand at CAGR of 13.11% during
 FY18–23 to USD 32 billion in FY23E
- India expected to be key growth market Due to cost-effectiveness, durability and versatility of technical textiles
- Healthcare and infrastructure sectors major drivers of technical textile 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)





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



USA, 10%

United

Arab

Emirates,

8%

Indonesia

, 4%

China, 4%

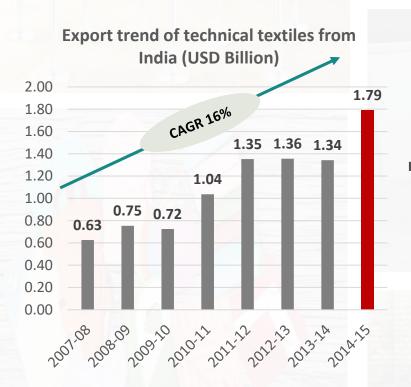
United

Kingdom,

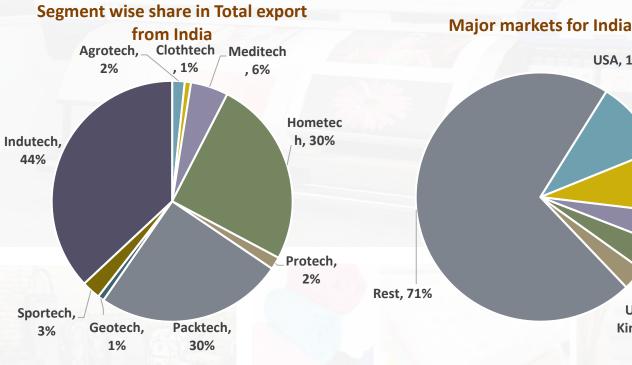
3%

Source: UN Comtrade

- 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



Source: Office of Textile Commissioner



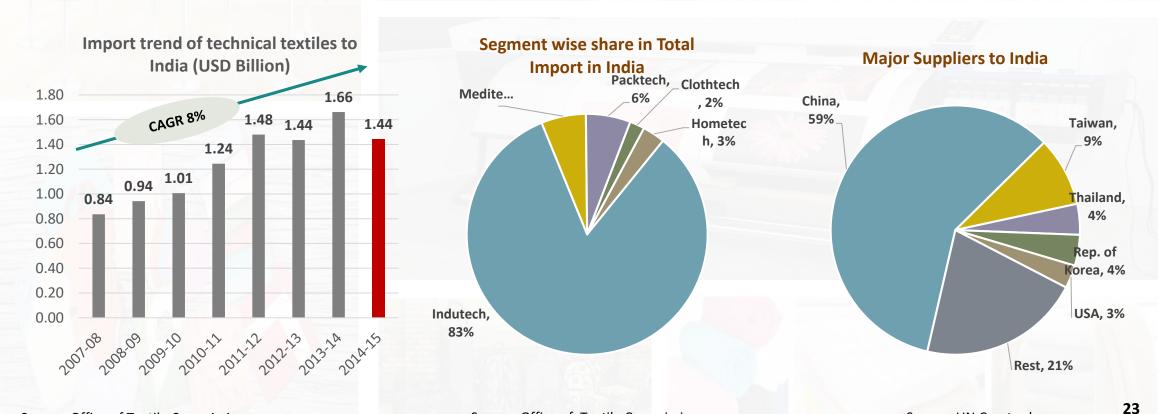
Source: Office of Textile Commissioner

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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

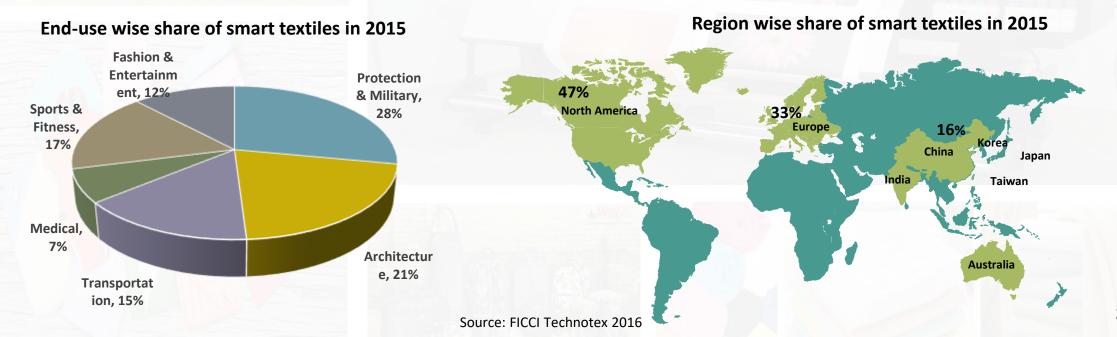


Source: UN Comtrade

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.





Business Segments



Spinning







Value added Products







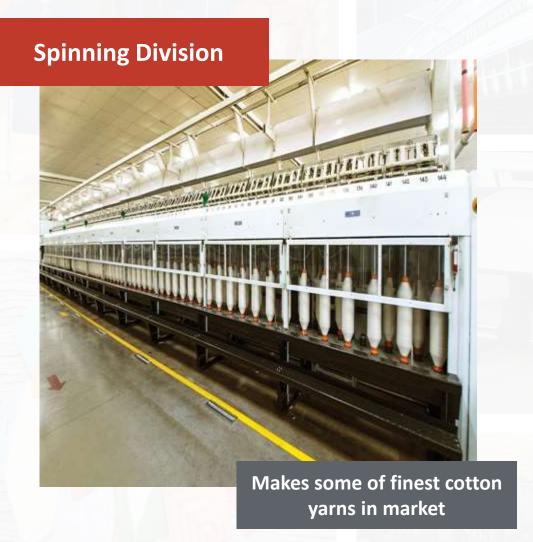






Business Divisions...(1)





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





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



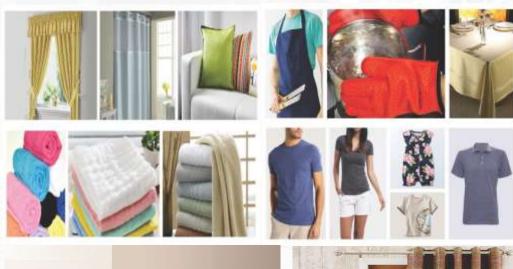


- Military and Tactical Gear : Makes most advanced
 military gear like Nuclear Biological Chemical Suit (NBC)
- Extreme cold weather clothing Protection from 5
 degree to -20 degree centigrade
- Super high altitude Mountaineering clothing
 - Among very few companies making three layered ensembles
 - 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 covet, 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



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 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

State of art infrastructure facilities

- 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

Quick Dry - 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

- Advanced Technology with State-of-the-art

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



Coating Unit

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



Processing Unit

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



Knitting Unit

Kodangipalayam Village Karadivavi Road, Paruvai Post Coimbatore District Tamilnadu



Lamination 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



Bag Unit

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



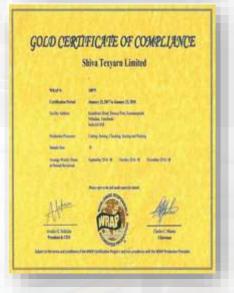














Way Ahead





03

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





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

Expand Home Textile business and be significant player in key markets

Thank You











For further information, please contact:

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