Himatsingka

REF: HSL/SEC/2020/09

February 8, 2020

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001
Scrip Code: 514043

National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor, Plot No. C/1
G Block, Bandra-Kurla Complex, Bandra (E)
Mumbai – 400 051
Symbol: HIMATSEIDE

Dear Sir,

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements), Regulations, 2015

We wish to inform you that the Company will be meeting Analysts and Investors in Mumbai, organized by Asian Markets Securities Pvt. Ltd. on Monday, February 10, 2020 as per details given below:

Date	Conference Name	Organized by	Type of Meeting	Attending from company	Location
February 10, 2020	AMSEC Summit Institutional Investors Conference	Asian Markets Securities Pvt. Ltd.	Group Meetings	Senior Management	Mumbai

A copy of the presentation is attached herewith and is placed on the Company's Website.

Please take the same on record.

Thanking you,

Yours faithfully,
For Himatsingka Seide Limited

Ashok Sharma
Company Secretary

Encl: as above

Himatsingka Seide Limited
Registered Office: 10/24 Kumara Krupa Road
High Grounds, Bangalore 560 001, India
T +91 80 2237 8000, **F** +91 80 4147 9384
E hslblr@himatsingka.com
CIN L17112KA1985PLC006647
www.himatsingka.com

INVESTOR PRESENTATION

February 2020

Himatsingka

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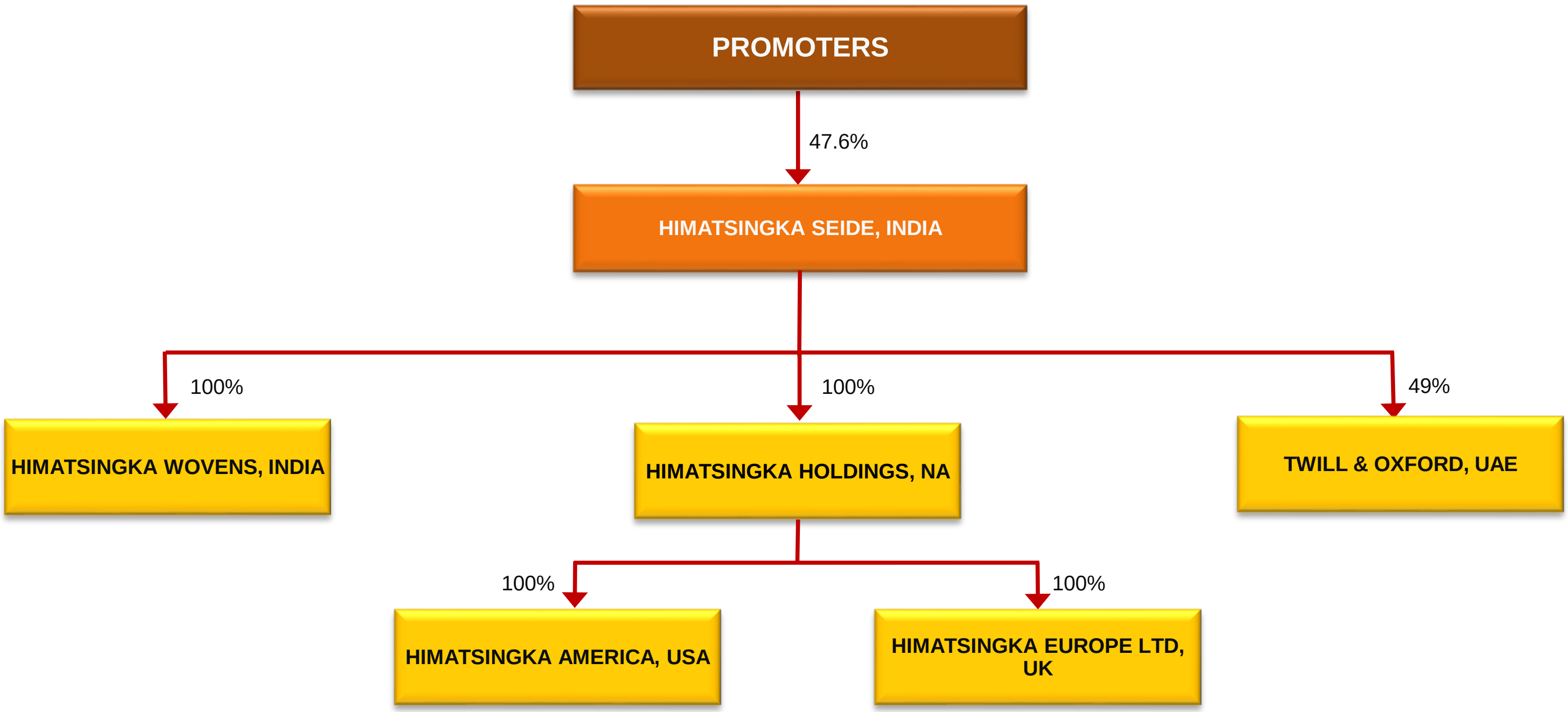
HIMATSINGKA GROUP

- **One of the world's largest integrated Sheeting producer; Current Capacity at 61 MMPA**
- **World's largest Spinning plant under one roof; equipped with 211,584 Spindles.**
- **One of the World's largest Integrated Terry Towel plant; Capacity of 25,000 Tonnes Per Annum.**
- **Amongst the top producers globally of luxury Drapery and Upholstery fabrics for residential and contract applications**
- **With over 12 licensed and or own brands; operate amongst the largest brand portfolios in home textile space.**
- **Global leader in the cotton track and trace space, using patented DNA tagging technology under own Cotton brands.**
- **Presence across North American, European and Asian regions.**
- **2 manufacturing campuses spread over 400 acres; 10,000 employees**
- **As of March 31, 2019, Total Assets – INR 5,205 Crores; Total Revenues - INR 2,654 Crores.**

GROUP STRUCTURE



MANUFACTURING BUSINESSES / PARENT

RETAIL & DISTRIBUTION BUSINESSES

THE HIMATSINGKA MODEL

DESIGN & PRODUCT DEVELOPMENT

DESIGN STUDIOS IN MILAN, NEW YORK & BANGALORE

MANUFACTURING FROM YARN TO FINISHED PRODUCT

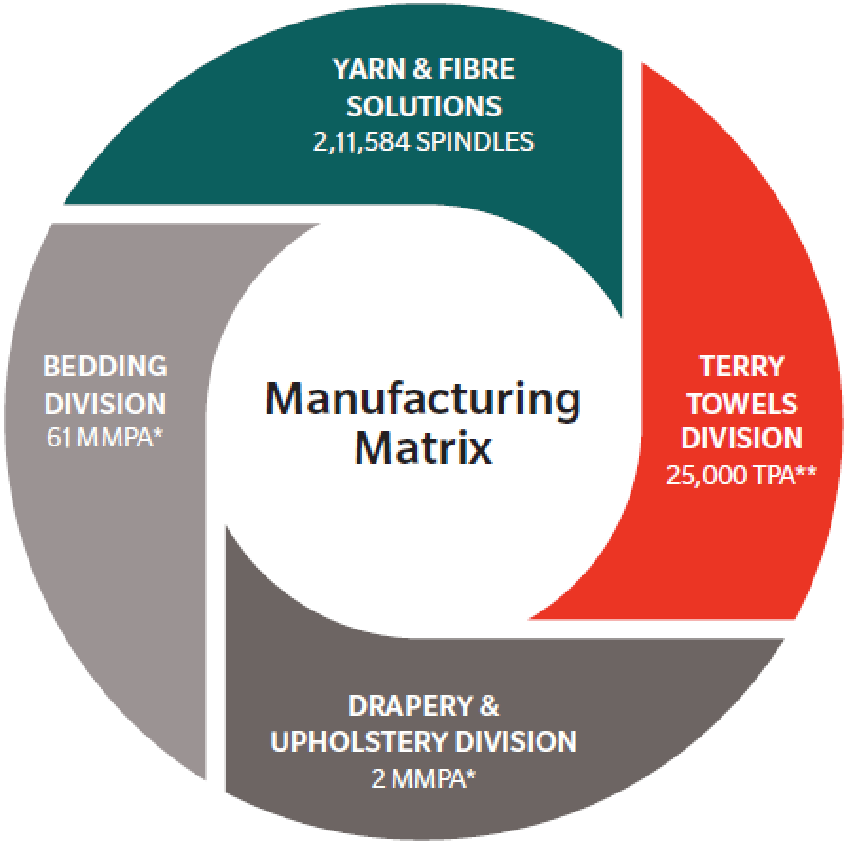
VERTICAL INTEGRATION DRIVING SCALE, SUPPLY CHAIN CONTROL & COST OPTIMIZATION

GLOBAL DISTRIBUTION & DELIVERY

B TO B DISTRIBUTION THROUGH RETAILERS	OFFICES IN LONDON, NEW YORK, MILAN & BANGALORE
B TO C DISTRIBUTION - OWN STORES & .COM	WAREHOUSES IN USA & INDIA

- **LEADING BRANDS**
- **POWER OF INTEGRATION**
- **VERTICAL MANUFACTURING**

INTEGRATED MANUFACTURING SOLUTIONS



* MMPA – MILLION METRES PER ANNUM
**TPA – TONNES PER ANNUM

OUR VALUE CHAIN

- FARM – WORLD'S LARGEST CONSUMER OF PIMA COTTON. WORK CLOSELY WITH FARMERS
- SPINNING – WORLD'S LARGEST PLANT UNDER ONE ROOF, FOCUSED ON FINE & ULTRA FINE PRODUCTS
- WEAVING – OVER 700 LOOMS ACROSS SHEETING, NEW TERRY PLANT & DRAPERY & UPHOLSTERY
- PROCESSING – SHEETING - 61 MMPA; TERRY – 25,000 TPA; D&U – 2 MMPA
- CUT & SEW – ALL IN HOUSE, VERY FLEXIBLE
- WAREHOUSING – IN INDIA, ITALY AND USA
- DISTRIBUTION – SALES , SOURCING & CLIENT SERVICING OFFICES IN NEW YORK, LONDON, MILAN & BANGALORE

DRIVING INTERGRATION

STRONG BRAND PORTFOLIO

Calvin Klein home

TOMMY HILFIGER

PimaCott

kate spade NEW YORK

Bellora since 1883 MILANO

atmosphere® THE FINE FURNISHING STORE

GizaCott

HOMEGROWN COTTON PROUDLY GROWN IN THE USA

HIMÊYA®

BARBARA BARRY

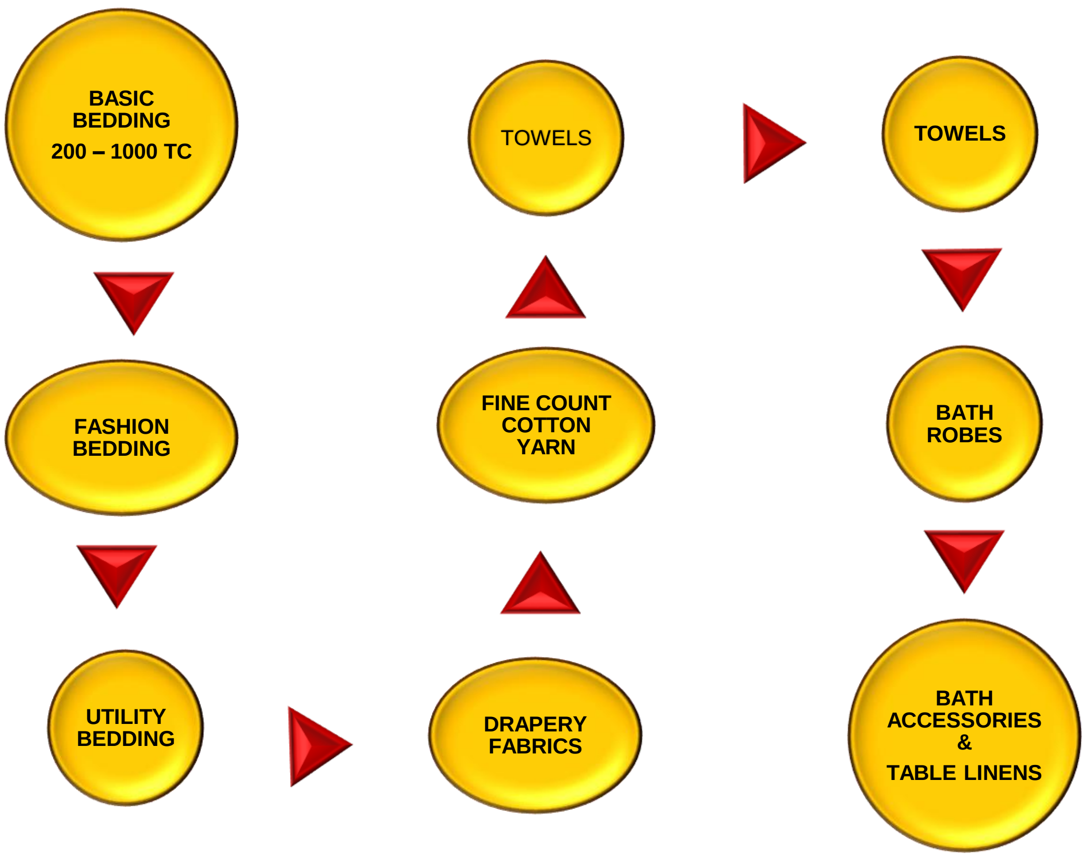
organicott

ROYAL VELVET

STRONG CLIENT PROFILE

GLOBAL REACH - 12,000 POINTS OF SALE

COMPREHENSIVE PRODUCT PORTFOLIO



TOTAL HOME SOLUTIONS

PATENTED COTTON TRACK & TRACE TECHNOLOGY

DNA Tagged Fiber to Finished Goods

DNA marker sprayed onto raw cotton fiber

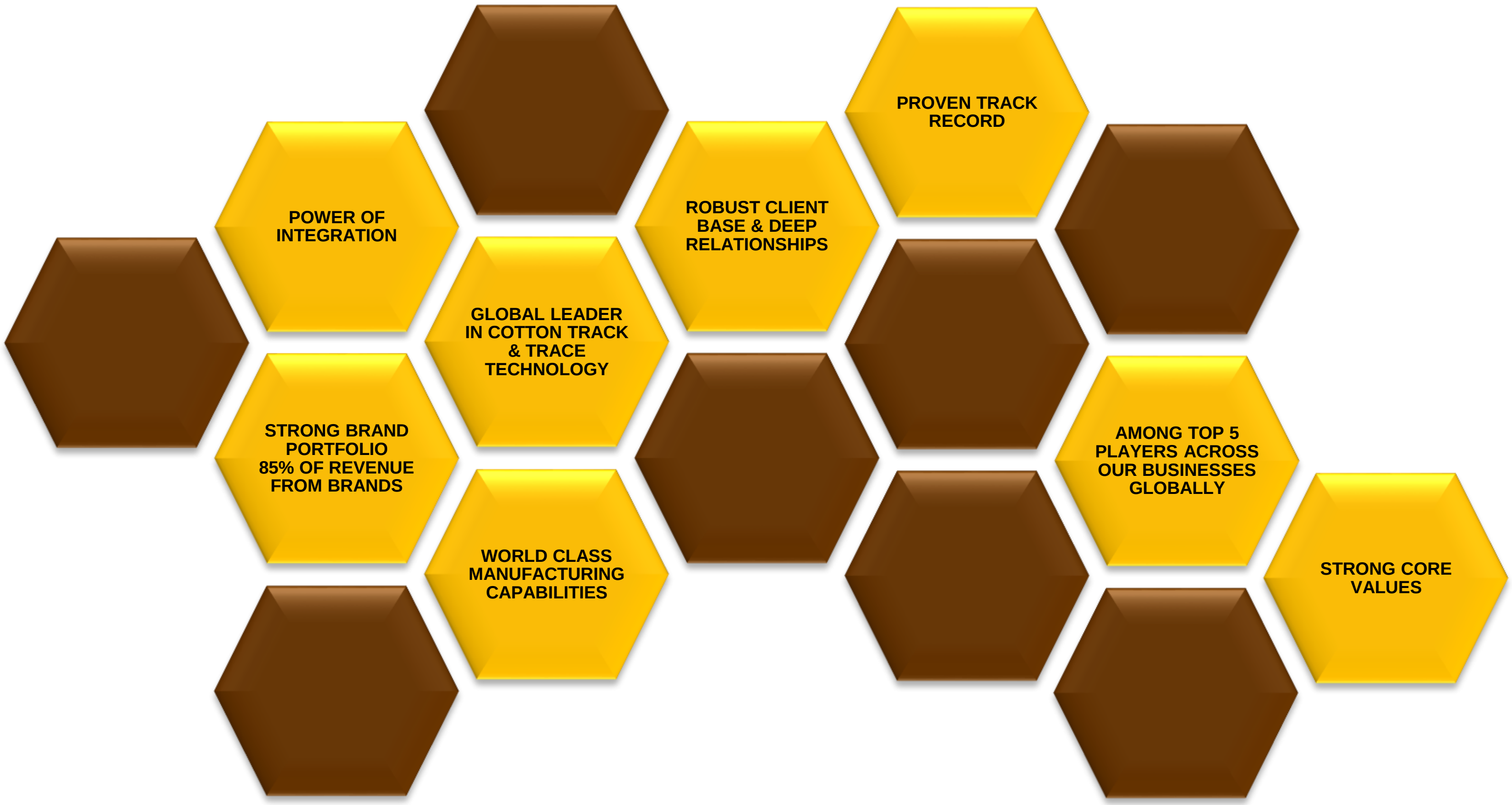
DNA-marked Bale

DNA-marked Greige Yarn

DNA-marked Sheet

Verify Authenticity at Any Following Steps

THE HIMATSINGKA EDGE



DRIVING SUSTAINABLE VALUE FOR STAKEHOLDERS

GROUP CHALLENGES & RISKS

	MARKET CONCENTRATION	PRICING POWER	FOREIGN EXCHANGE	RAW MATERIALS
RISK	North America concentration at approximately 80%.	Product category has low pricing power across geographies	All Manufacturing revenues for export markets subject to foreign exchange volatility.	Cotton is predominant raw material and therefore there is an underline exposure to volatility in global raw cotton price movements.
MITIGATION	Potential to increase non US revenues to over 40% in the next 2-3 years Will be focused on European region through FY21	Increasing pricing power through enhancing brand portfolio	Robust risk management policies in place however volatile movement in underlining currencies is a concern.	Enhanced integration levels by foring into spinning will help absorb some volatility. However, global raw cotton price movements will continue to have an impact on profitability.

INDUSTRY OVERVIEW

INDUSTRY OVERVIEW – OPPORTUNITIES FOR GROWTH

GLOBAL TEXTILE & APPAREL TRADE IS ESTIMATED TO GROW AT 4.5% – 5.5%, LIKELY TO TOUCH USD 1 TRILLION BY 2023.

530 Billion	821 Billion	1 Trillion
2006	2018	2023

World Textile & Apparel Trade (in USD billion)

(Source: International Trade Statistics 2019, WTO)

INDIA'S SHARE OF US IMPORTS FOR COTTON MADE-UPS AND TERRY TOWELS HAVE GROWN FROM 16.8% IN 2008 TO 38.0% IN 2018. THERE IS SCOPE TO GROW FURTHER.

CAGR 8.0%

16.8%	38.0%
2008	2018

US Imports : % Share of India

(Source: OTEXA, Department of Commerce, United States of America)

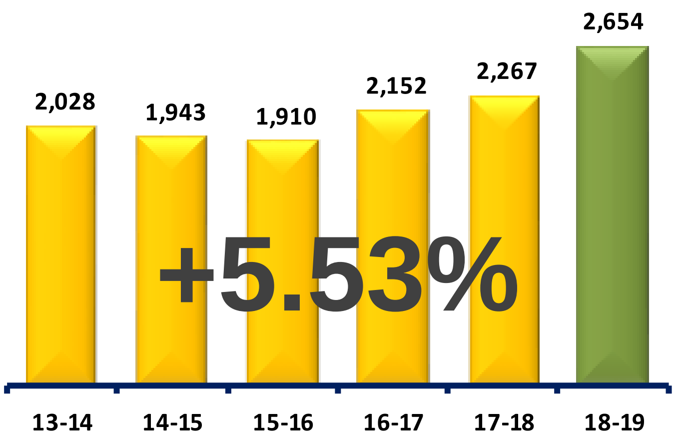
INDUSTRY OVERVIEW – OPPORTUNITIES FOR GROWTH

	2018-19	2026
INDIAN TEXTILE INDUSTRY	$100 Billion	$220 Billion
EXPORTS	$37 Billion	$91 Billion
DOMESTIC	$63 Billion	$129 Billion
GLOBAL HOME TEXTILE INDUSTRY	$95 Billion	$140 Billion

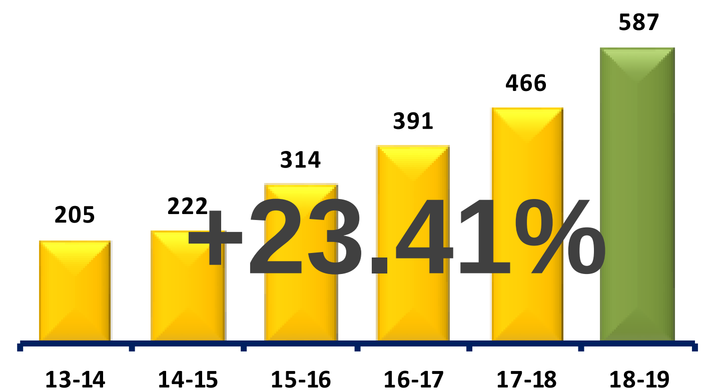
KEY FINANCIALS

KEY STATISTICS – IMPROVING PERFORMANCE

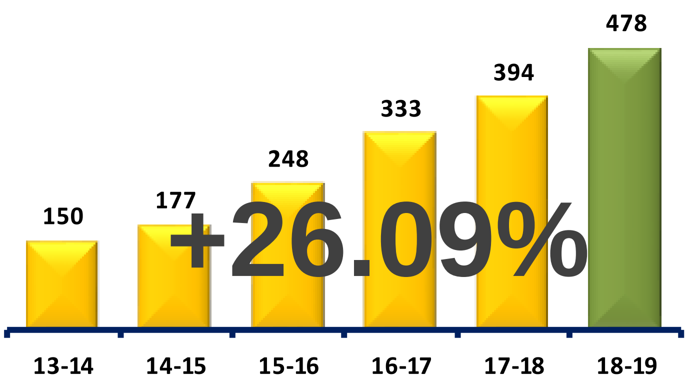
TOTAL REVENUE (Rs. Crs / CAGR 5 Yrs (%))



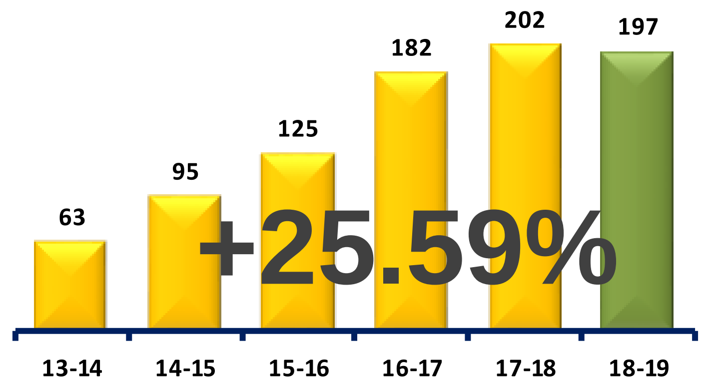
EBITDA(Rs. Crs / CAGR 5 Yrs (%))



EBIT (Rs. Crs / CAGR 5 Yrs (%))

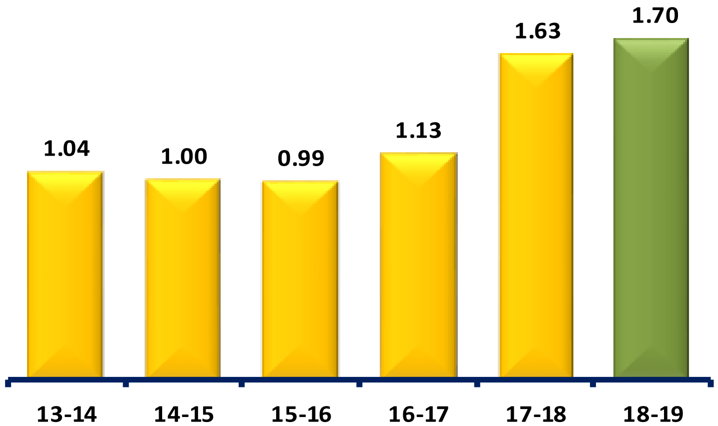


PAT (Rs. Crs / CAGR 5 Yrs (%))

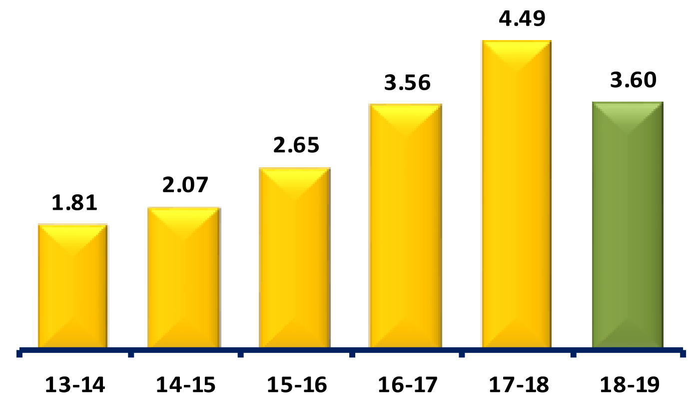


KEY STATISTICS – LEVERAGE RATIOS

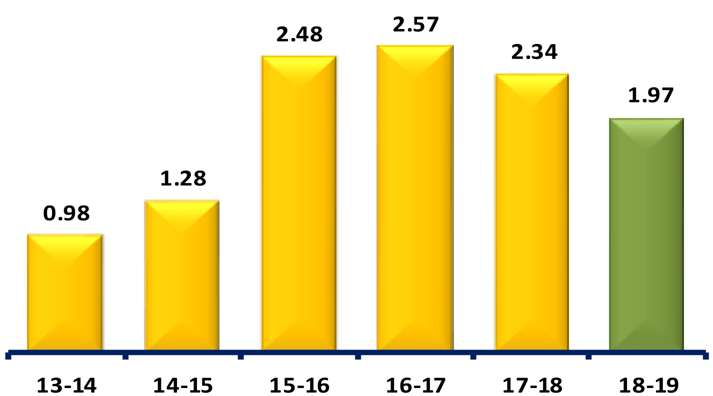
NET DEBT / EQUITY



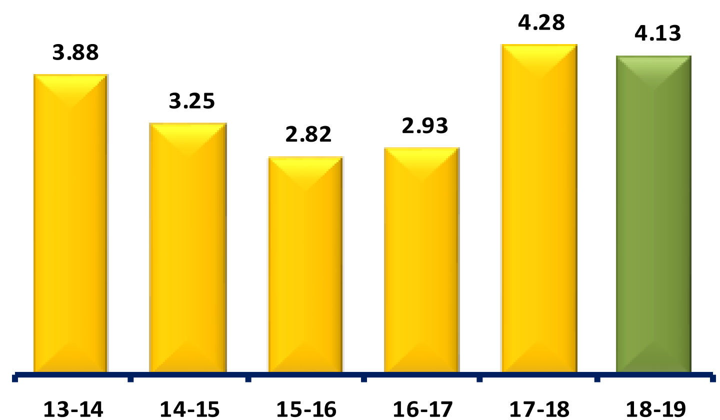
INTEREST COVERAGE RATIO



DEBT SERVICE COVERAGE RATIO

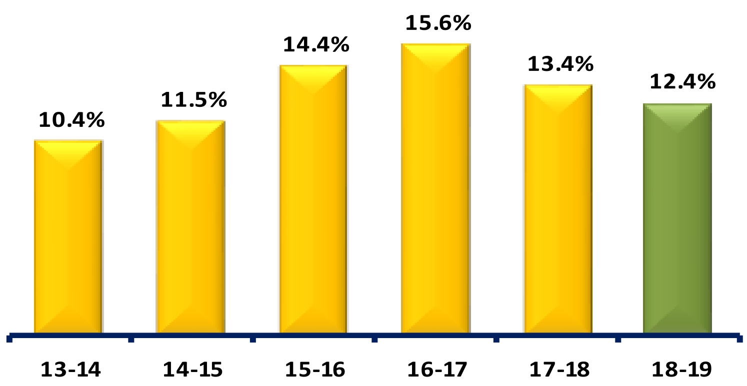


NET DEBT / EBITDA

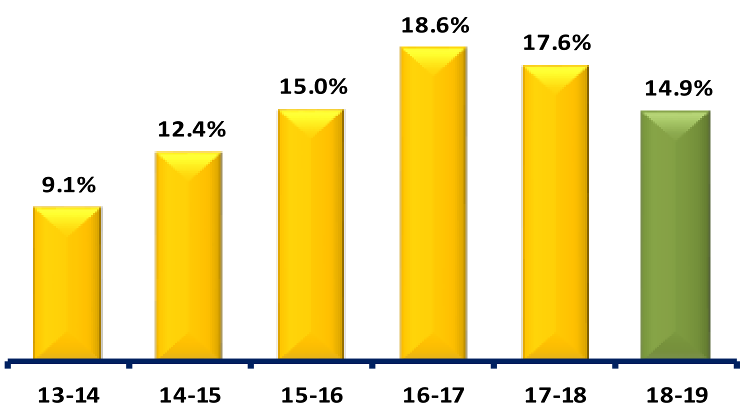


KEY STATISTICS – RETURN RATIOS

RETURN ON CAPITAL EMPLOYED (RoCE)



RETURN ON EQUITY (ROE)



"Focused on sweating assets"

KEY STATISTICS – 9M FY20

Particulars	9M FY20	9M FY19	% Change
Total Income	**1,973.89**	1,961.52	0.63%
EBITDA	**408.39**	439.50	-7.1%
EBITDA Margin (%)	**20.7%**	22.4%	
EBIT	**320.55**	359.55	-10.8%
EBIT Margin (%)	**16.2%**	18.3%	
PBT (Before Exceptional Item)	**179.34**	241.31	-25.7%
PBT Margin (%)	**9.1%**	12.3%	
PAT (Before Exceptional Item)	**113.89**	148.47	-23.3%
PAT Margin (%) (Before Exceptional Item)	**5.8%**	7.6%	
PAT	**82.09**	148.47	-44.7%
PAT Margin (%)	**4.2%**	7.6%	

KEY STATISTICS – H1 FY20

Particulars	H1 FY20	H1 FY19	Change
Total Assets	**5,184.13**	4,702.36	481.77
Total Debt	**2,697**	2,510	187.79
Cash & Cash Equivalents	**214**	242	(28.56)
Net Debt	**2,484**	2,267	216.35
Ratios			
ROCE (excl CWIP Capital)	**13.05%**	14.41%	
ROE	**13.16%**	16.37%	

WORKING DIRECTLY WITH FARMS – OUR COTTON BRANDS

MANUFACTURING FACILITIES

SPINNING

MANUFACTURING FACILITIES

SPINNING

MANUFACTURING FACILITIES

WEAVING

MANUFACTURING FACILITIES

PROCESSING

MANUFACTURING FACILITIES

TERRY - WEAVING

MANUFACTURING FACILITIES

TERRY - PROCESSING

MANUFACTURING FACILITIES

TERRY – MADE UP

MANUFACTURING FACILITIES

WAREHOUSE

BRANDS

CALVIN KLEIN

BRANDS

kate spade

NEW YORK

BRANDS

Bellora®
since 1883
MILANO

BRANDS

TOMMY HILFIGER

THANK YOU