

INVESTOR PRESENTATION

November, 2019



SAFE HARBOUR DISCLAIMER

This presentation may contain statements about events and expectations that may be “forward looking,” including those relating to general business plans and strategy of Himatsingka Seide Limited (“HSL”), its future outlook and growth prospects, and future developments in its businesses and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of risks and uncertainties, including future changes or developments in HSL's business, its competitive environment, its ability to implement its strategies and initiatives and respond to technological changes and political, economic, regulatory, market and social conditions in India and abroad. None of the projections, expectations, estimates, or prospects in this presentation should be construed as a forecast implying any indicative assurance or guarantee of future performance, nor that the assumptions on which such future projections, expectations, estimates, or prospects have been prepared are complete or comprehensive. Neither this presentation nor any other documentation or information (or any part thereof) delivered or supplied under or in relation thereto shall be deemed to constitute an offer of, an offering memorandum, a recommendation or an invitation by or on behalf of HSL, to sell or subscribe for or purchase any of its equity shares or other security and should not, in whole or in part, form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of HSL.

By accepting this presentation, the recipient acknowledges and agrees that this presentation is strictly confidential and shall not be copied, published, distributed or transmitted to any person, in whole or in part, by any means, in any form under any circumstances whatsoever. The recipient further represents and warrants that: (i) it is lawfully able to receive this presentation under the laws of the jurisdiction in which it is located, and / or any other applicable laws, (ii) it is not a U.S. person, (iii) this presentation is furnished to it, and has been received, outside of the United States, and (iv) it will not reproduce, publish, disclose, redistribute or transmit this presentation, directly or indirectly, into the United States or to any U.S. person either within or outside of the recipient's organization.

The information in this presentation has been compiled from publicly available information and in relation to information about its present organization and / or past performance, management information and estimates by HSL and is subject to change without notice. In compiling and providing the information provided in this presentation, HSL has relied on information obtained from publicly available outside sources which are reasonably believed to be reliable, but HSL does not guarantee its accuracy or completeness. HSL may alter, modify or otherwise change in any manner the content of this presentation, without any obligation, express or implied, to notify any person of such change or changes. The Company does not undertake to update any forward looking statements that may be made from time to time unless it is required by the law. This presentation is confidential, and may not be copied or disseminated in any manner. This presentation is not for publication or distribution, directly or indirectly, in or into any jurisdiction including the United States, Canada, or Japan These materials are not an offer or solicitation of any offer of securities for purchase or sale in or into the United States, Canada, or Japan.

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.

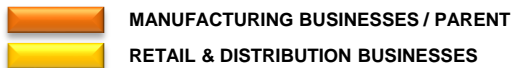
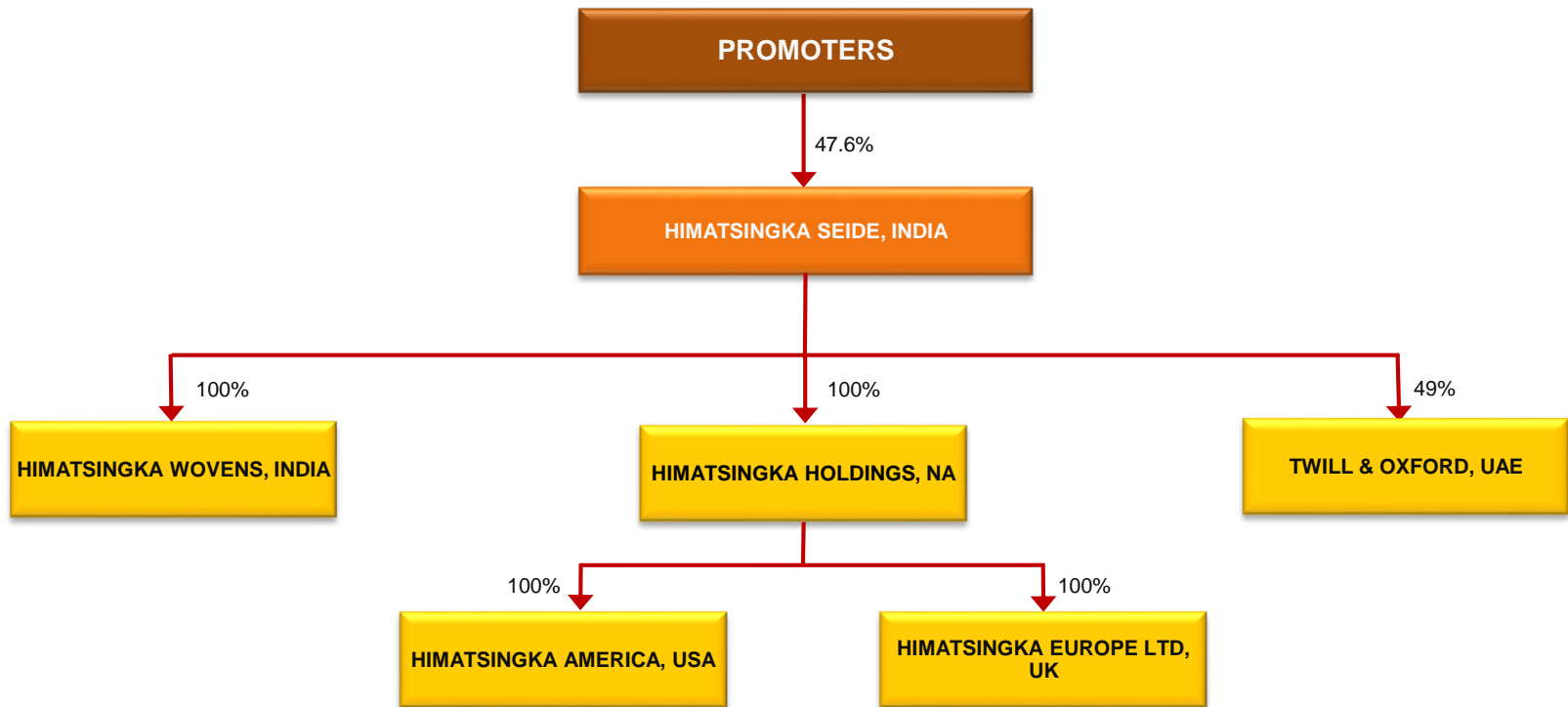
Global leader in the cotton track and trace space, using patented DNA tagging technology under own Cotton brands.

Presence across North American, European and Asian regions.

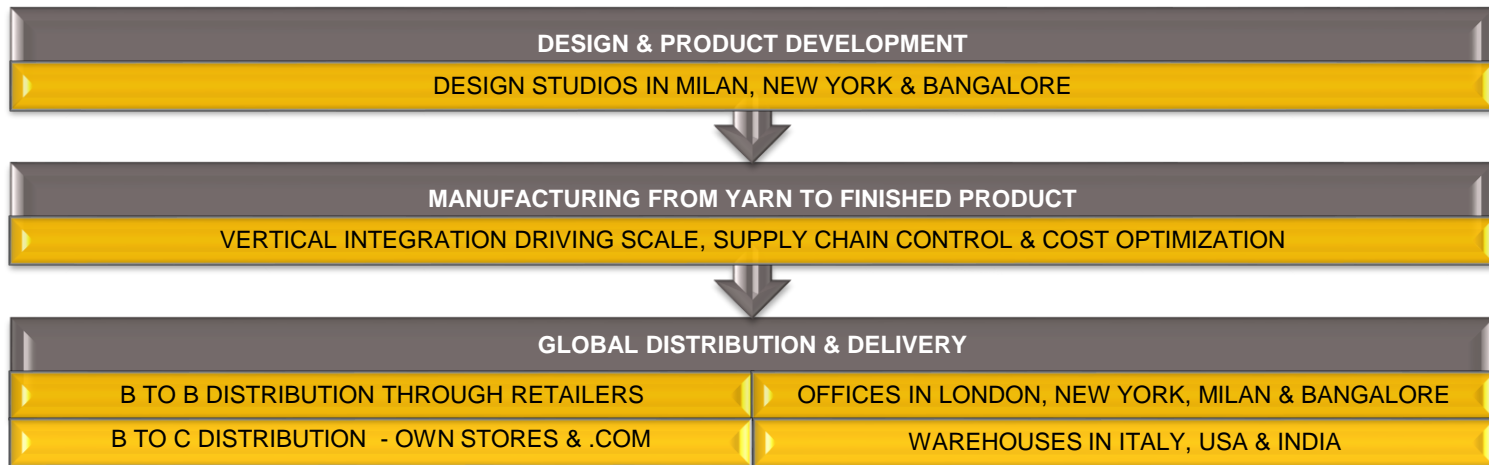
2 manufacturing campuses spread over 400 acres; 10,000 employees

As of March 31, 2019, Total Assets – INR 5,205 Crores; Total Revenues - INR 2,654 Crores.

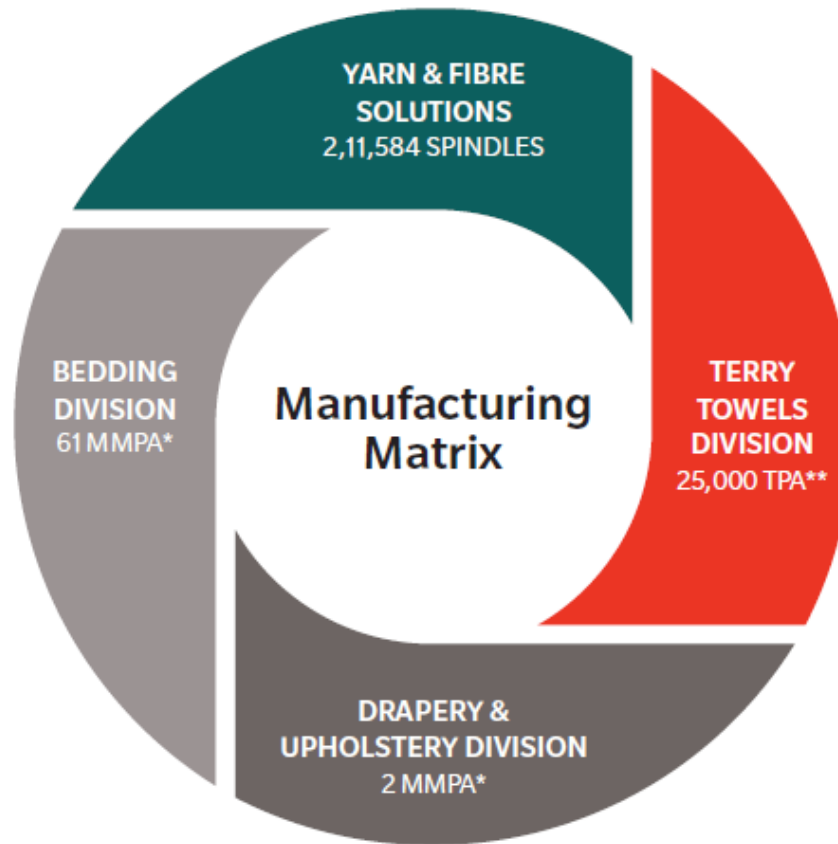
GROUP STRUCTURE



THE HIMATSINGKA MODEL



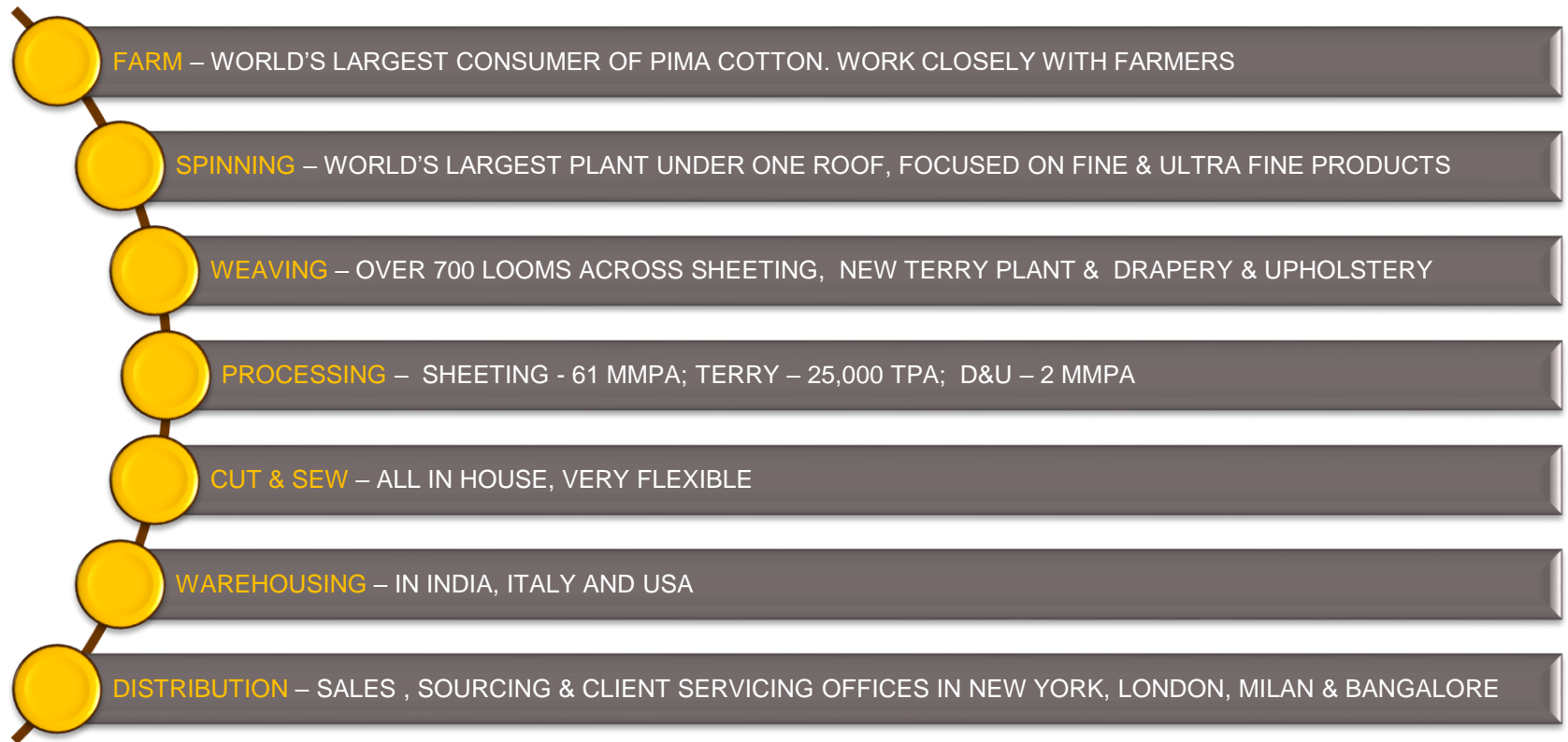
INTEGRATED MANUFACTURING SOLUTIONS



* MMPA – MILLION METRES PER ANNUM

**TPA – TONNES PER ANNUM

OUR VALUE CHAIN



DRIVING INTERGRATION

STRONG BRAND PORTFOLIO

Calvin Klein
home

TOMMY HILFINGER

Pina^ccott


kate spade
NEW YORK

Bellora[®]
since 1883
MILANO

atmosphere[®]
THE FINE FURNISHING STORE

Giza^ccott

HOME GROWN
COTTON
PROUDLY GROWN IN THE USA

Himêya[®]

BARBARA
BARRY

organic^cott


ROYAL VELVET

STRONG CLIENT PROFILE

bloomingdale's

BED BATH &
BEYOND

★ macy's

Marshalls.



COSTCO
WHOLESALE

T.J. maxx®

Burlington
coat factory

HomeGoods®

THE WHITE COMPANY
LONDON

amazon.com.

Walmart 

Dillard's

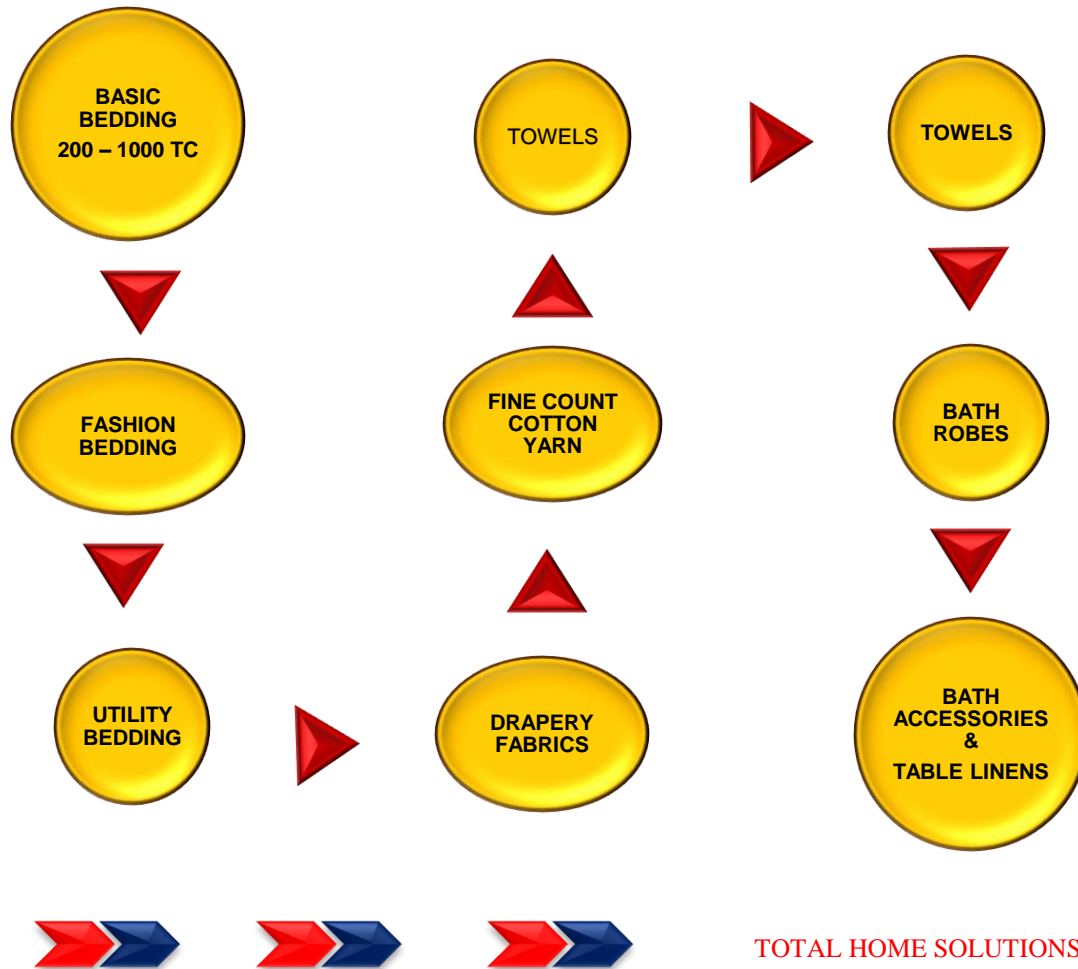
ROSS
DRESS FOR LESS

NORDSTROM

 belk

GLOBAL REACH - 12,000 POINTS OF SALE

COMPREHENSIVE PRODUCT PORTFOLIO



PATENTED COTTON TRACK & TRACE TECHNOLOGY

DNA Tagged Fiber to Finished Goods



DNA marker sprayed onto raw cotton fiber



DNA-marked Bale



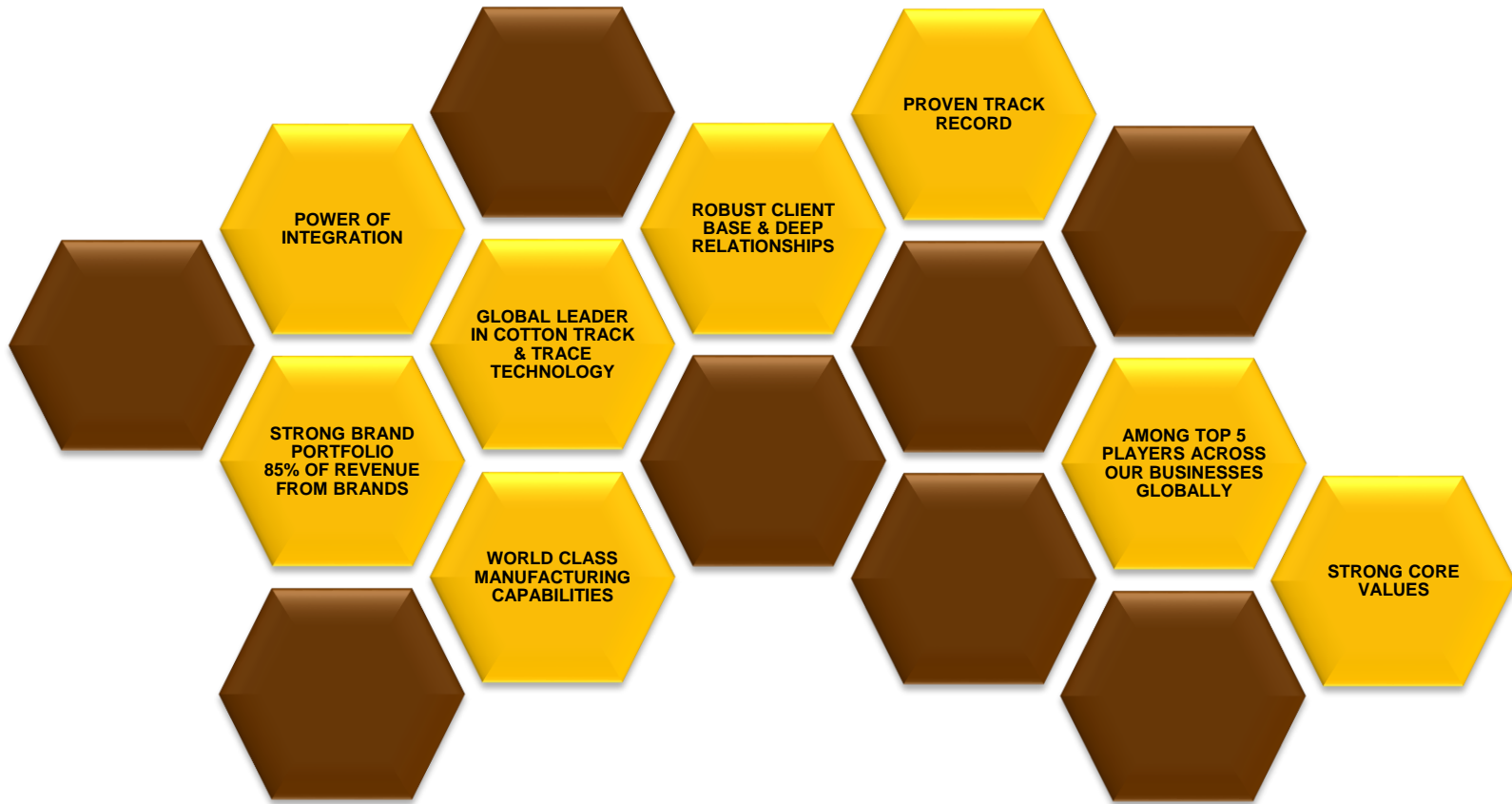
DNA-marked Greige Yarn



DNA-marked Sheet

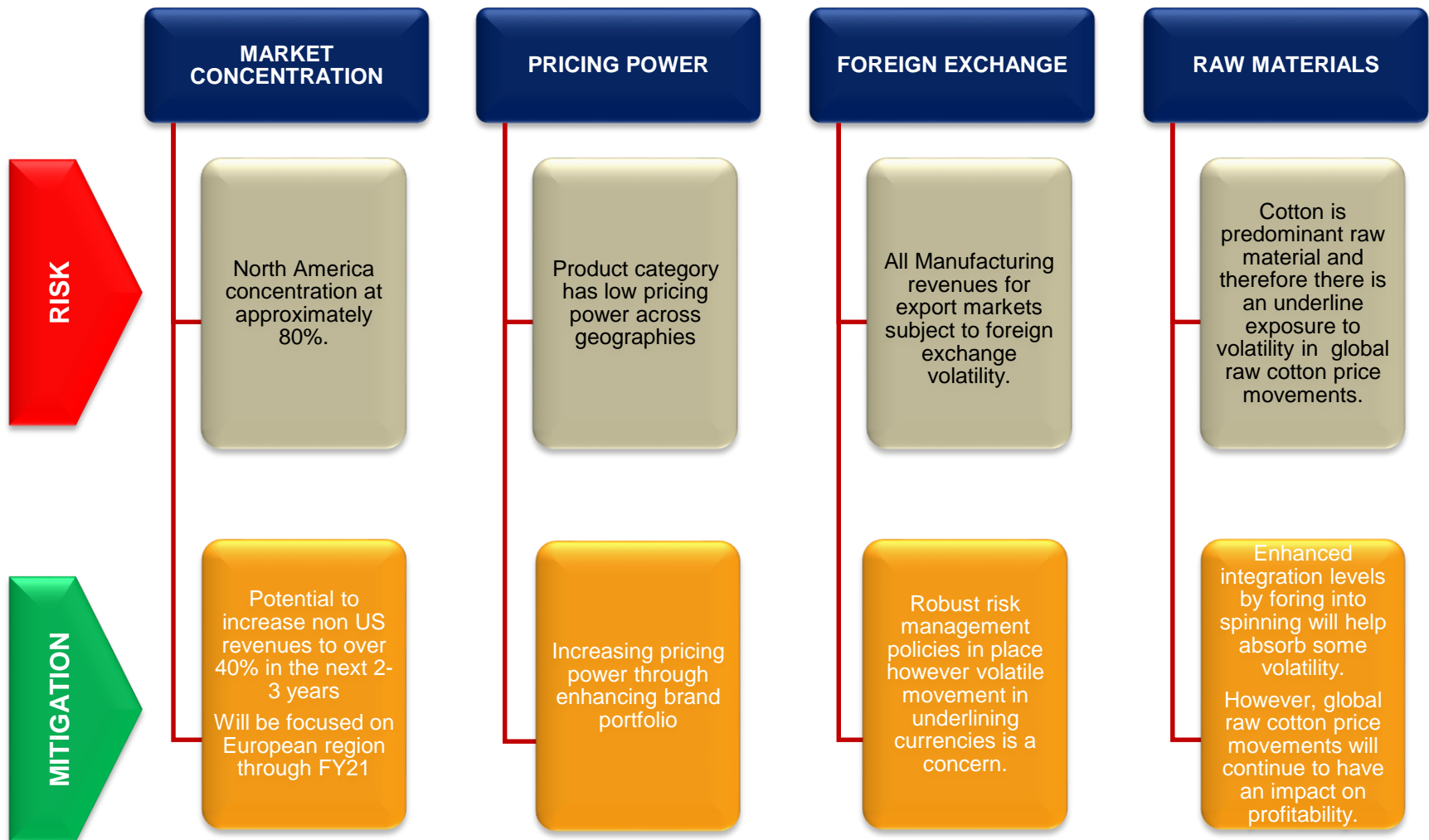
Verify Authenticity at Any Following Steps

THE HIMATSINGKA EDGE



DRIVING SUSTAINABLE VALUE FOR STAKEHOLDERS

GROUP CHALLENGES & RISKS



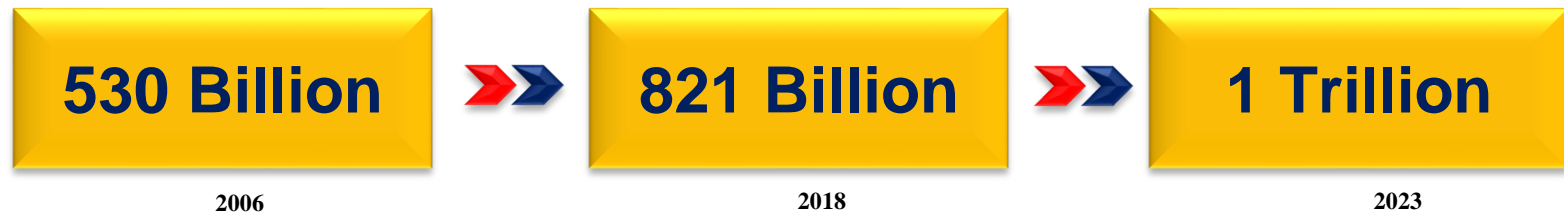


INDUSTRY OVERVIEW



INDUSTRY OVERVIEW – OPPORTUNITIES FOR GROWTH

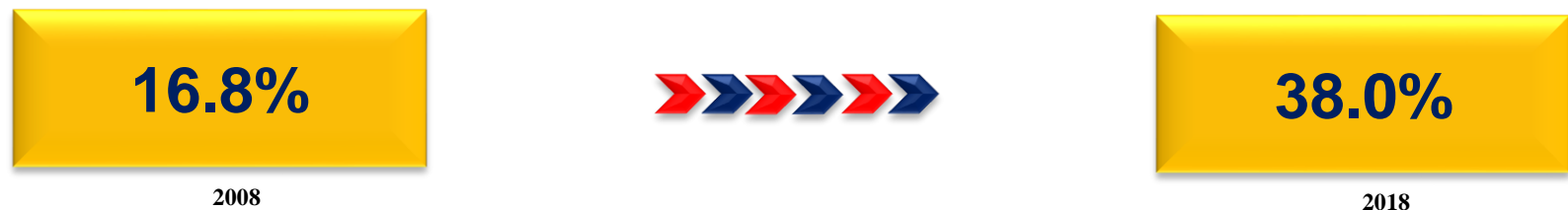
GLOBAL TEXTILE & APPAREL TRADE IS ESTIMATED TO GROW AT 4.5% – 5.5%, LIKELY TO TOUCH USD 1 TRILLION BY 2023.



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.

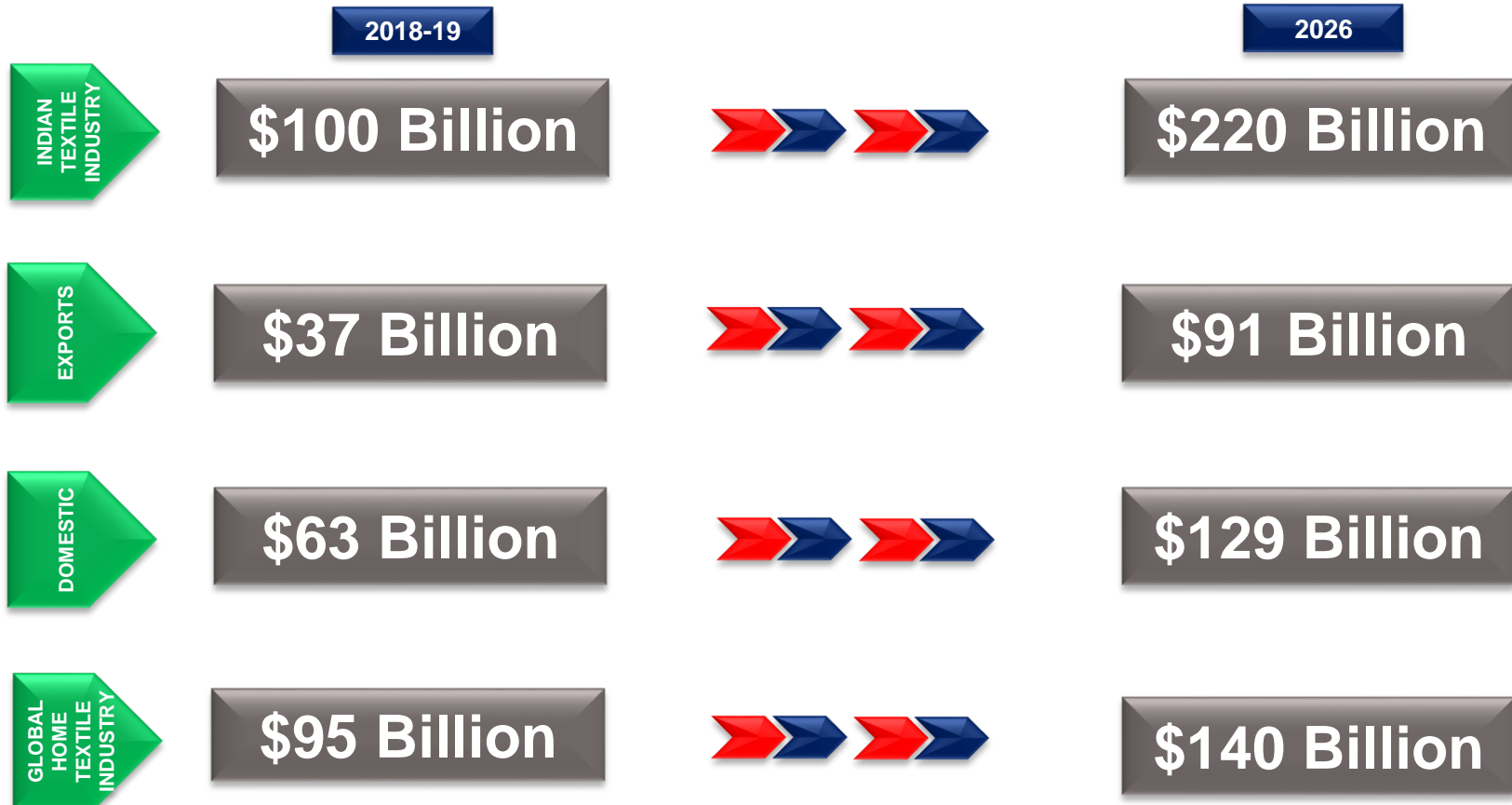
CAGR 8.0%



US Imports : % Share of India

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

INDUSTRY OVERVIEW – OPPORTUNITIES FOR GROWTH

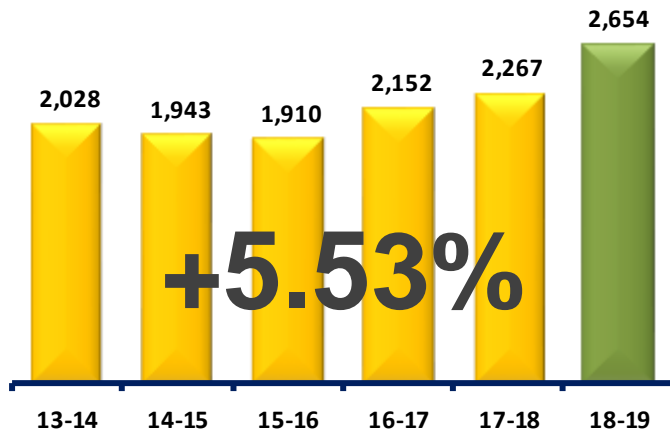




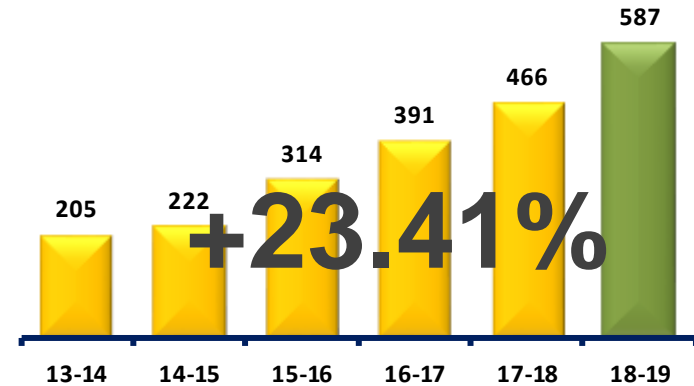
KEY FINANCIALS

KEY STATISTICS – IMPROVING PERFORMANCE

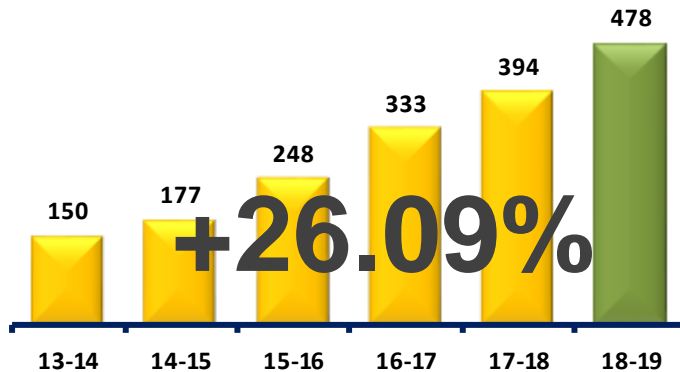
TOTAL REVENUE (Rs. Crs / CAGR 5 Yrs (%))



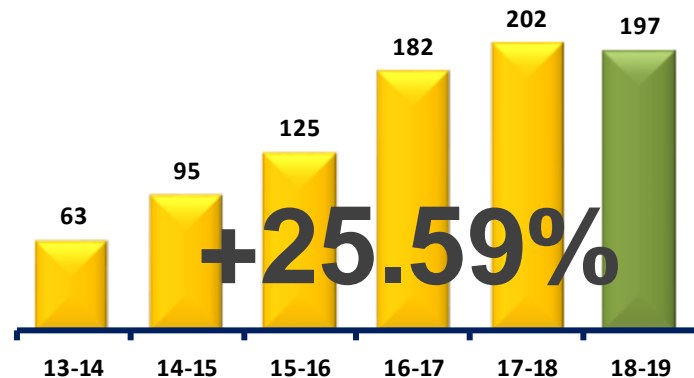
EBITDA (Rs. Crs / CAGR 5 Yrs (%))



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

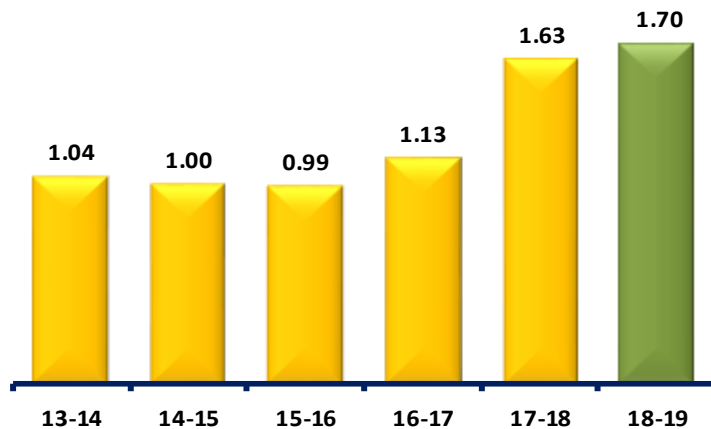


PAT (Rs. Crs / CAGR 5 Yrs (%))

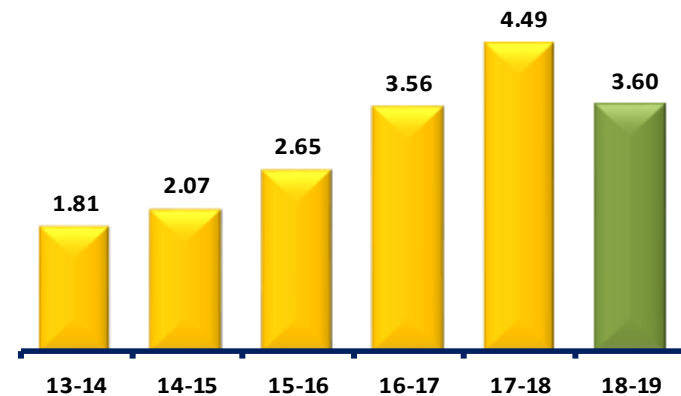


KEY STATISTICS – LEVERAGE RATIOS

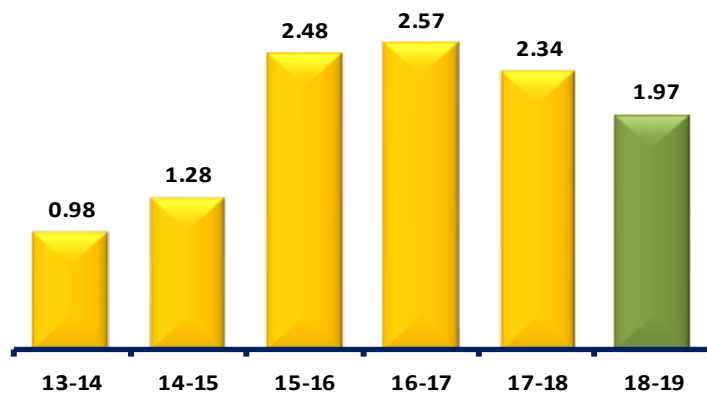
NET DEBT / EQUITY



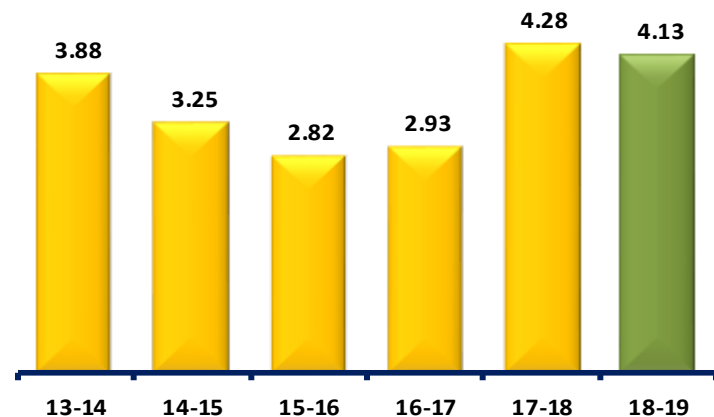
INTEREST COVERAGE RATIO



DEBT SERVICE COVERAGE RATIO

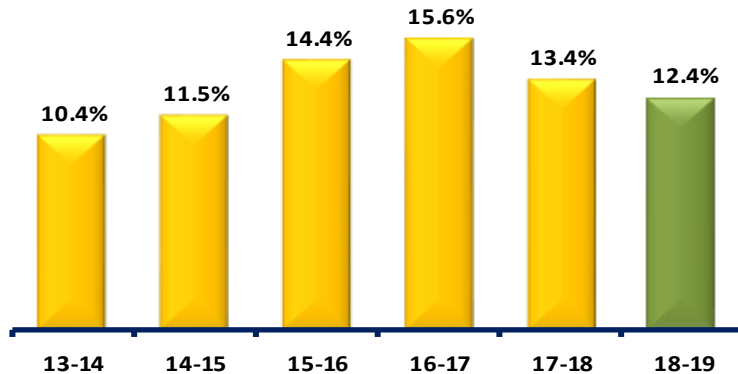


NET DEBT / EBITDA

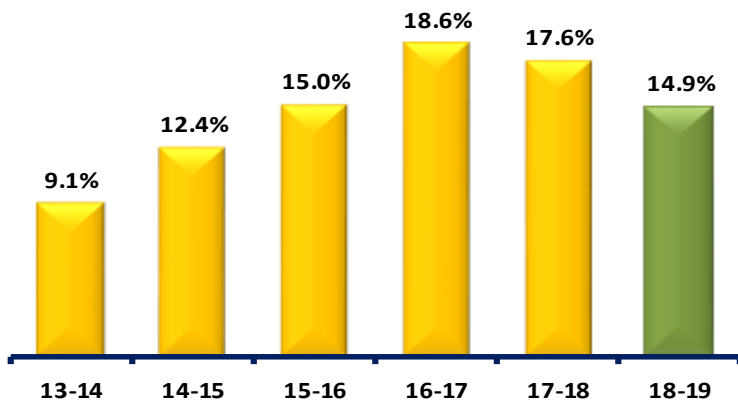


KEY STATISTICS – RETURN RATIOS

RETURN ON CAPITAL EMPLOYED (RoCE)



RETURN ON EQUITY (ROE)



“Focused on sweating assets”

KEY STATISTICS – H1 FY20

Particulars	H1 FY20	H1 FY19	% Change
Total Income	1,297.96	1,300.27	-0.2%
EBITDA	283.68	288.43	-1.6%
EBITDA Margin (%)	21.9%	22.2%	
EBIT	230.83	235.87	-2.1%
EBIT Margin (%)	17.8%	18.1%	
PBT (Before Exceptional Item)	140.01	158.65	-11.8%
PBT Margin (%)	10.8%	12.2%	
PAT (Before Exceptional Item)	85.97	97.31	-11.7%
PAT Margin (%), Before exceptional Item	6.6%	7.5%	
PAT	79.33	97.31	-18.5%
PAT Margin (%)	6.1%	7.5%	

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

HomeGROWN
COTTON™
PROUDLY GROWN IN THE USA

Pima[®]cott
the new standard in pima purity

organic[®]tt
HONEST • TO • GOODNESS
ORGANICALLY GROWN COTTON

Giza[®]cott

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