



A MOMENT OF STYLE

INVESTOR
PRESENTATION
H1 FY2023



**WE
CHOOSE
TREND
& STYLE**

BIRD'S-EYE VIEW: MANOMAY

MANOMAY
A MOMENT OF STYLE

ISO 9001:2015 and ISO
14001:2015 certified
company

Sustainable Business
Model and Experienced
Team

Ventured into **14+**
international markets

Denim Plant located in
Rajasthan having
production capacity of
**48 million meters per
annum**

We have an integrated
manufacturing facility

Incorporated in 2009
and converted to
public company in
2017

ZLD (Zero Liquid
Discharge) & ETP (Effluent
Treatment Plant)

Revenue
FY 2022: ₹ 58,923.77 lakhs
FY 2021: ₹ 32,126.02 lakhs
% Growth: 83.41%



VISION & MISSION

MISSION

We are here not only for business but for making long term relations.

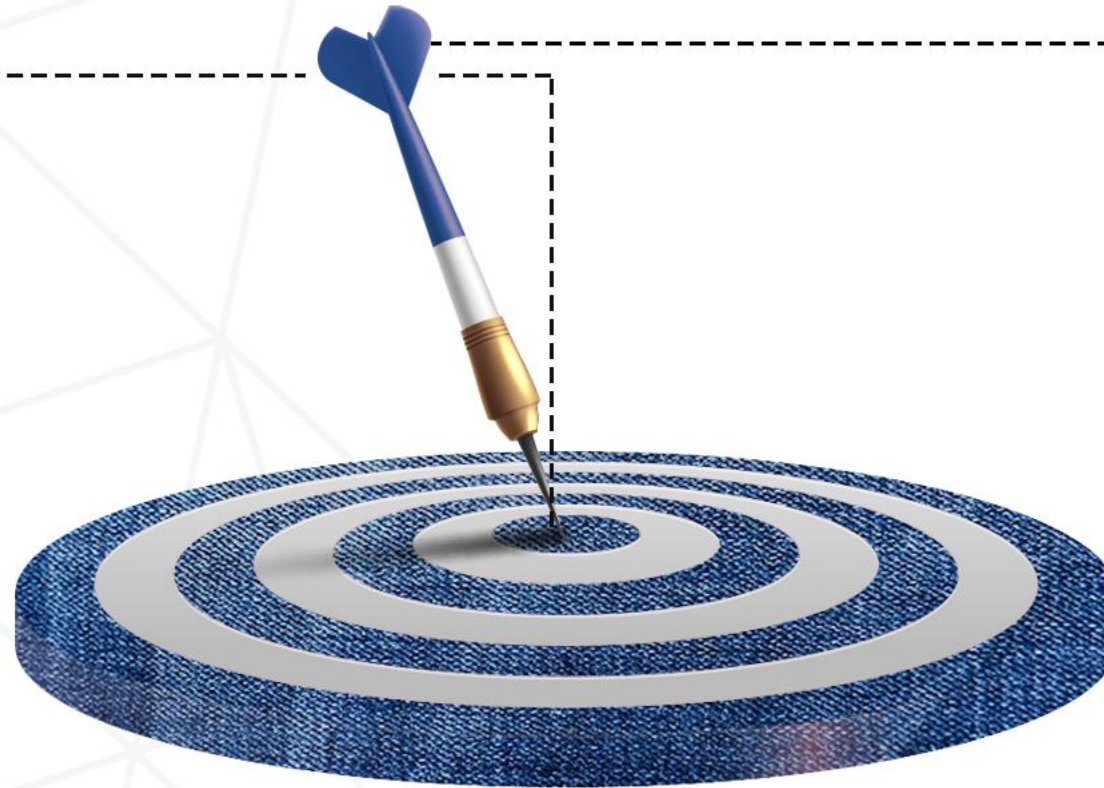
A satisfied buyer and his appreciation for goods is inspiration for better working in future.

In this competitive era we serve satisfaction.

VISION

We Believe
**'TOGETHER EVERYONE
ACHIEVES MORE'**

We are here to invest in our relations with people & for people.



VALUES

'NO LEGACY IS SO RICH AS HONESTY'

Upper quoted one line is enough to describe our values.
On the road of respect, honesty & integrity are always awarded & we are committed with our customers for all these.

OUR LANDMARK ACHIEVEMENTS



OUR MODUS OPERANDI

MANOMAY
A MOMENT OF STYLE



Manomay Industry



Raw Material Yarn



Warping



Sizing



Loom



Finishing



Folding/Checking



Roll/Packaging



Dispatch

JEANS

ENJOY THE DIFFERENCE!



PRODUCTS



OUR SEGMENTS:

1) 2/1 Twill

Very similar to 3/1 Basic Weave, 2/1 is just two warp threads for every weft thread, mainly used for light weight denim.

2) 3/1 Twill

The most common weave for denim fabric. 3/1 is just three warp threads for every waft thread and create a subtle diagonal ribbing pattern.

3) SATIN

A type of fabrics weave that produces a characteristically glossy, Smooth or lustrous denim.

4) DOBBY

Denim that's produced on loom, characterized by small geometric pattern and extra texture.

5) KNITT DOBBY

A diagonal ribbing pattern denim with heavy weight.

CAPACITY

Denim Plant located at Gangrar Tehsil in Chittorgarh district, Rajasthan, India has production capacity of **48 million meters per annum spread across land area of 20,300 sq. meter and 11,800 sq. meter.**

WARPING



A) Warping is the process of combining yarns from different cones to form sheet.

B) We have 6 Warping machines.

A) These machines can produce large volumes of denim in similar colours or small lots in differentiated colours.

B) Installation of four indigo dyeing range with sizing plant and advanced technology from JUPITER with a monthly capacity of 4 million metres.

Sizing/Dyeing



High Air Jet Looms



A) These are the main weaving machines.
B) Installation of latest high air jet looms with wider width and dobby, TSUDOKAMA- 115 LOOMS.
C) We carry out job work on approximately 200 LOOMS.

A) Singeing machine: This machine produces an even surface by burning off projecting fibres, yarn ends, and fuzz.

B) We have two Singeing machines

C) Coating head- for all possible types of coating.

D) Printing head- for all types of colour printing.

High Speed Gas



CAPACITY

FINISHING RANGE



- A) Finishing processes comprises of washing, bleaching, dyeing and coating on textiles following weaving.
- B) We have four finishing machines.
- C) Finishing machine with built-in weft straightener and 4 million capacity.

- A) This helps to identify the faults in production of fabric before packing & delivery.
- B) We have sixteen Inspection machines

INSPECTION



WE HAVE LAB WITH LATEST EQUIPMENT'S:

- Light box (colour matching cabinet)
- Stretch master
- Corcking meter (rubbing fastness)
- Tear tester (Elmendorf)
- Tensile tester
- GSM machine (round cutter)
- Weight machine
- Warp master (for yarn csp)

OUR PRESENCE

DOMESTIC MARKET

Domestically, we trade throughout India, primarily in major cities like New Delhi, Mumbai, Kolkata, Ahmedabad, Ludhiana, Indore, Kanpur, Bellary, Hathras, Ulhasnagar, Bhilwara and Bhavnagar.



INTERNATIONAL MARKET

We export our denim to 15+ countries worldwide, like Colombia, Mexico, Egypt, Chile, Venezuela, Paraguay, Guatemala, Peru, Ecuador, Lebanon, Bangladesh, Argentina, Bolivia, Morocco, and USA.



MARKET SIZE & GROWTH FACTORS

Indian Denim Market

The Indian Denim Domestic Market has been growing at an average CAGR of 8-9% for the past several years and is predicted to reach US \$ 12.27 billion by 2028.

1,600 million meters per year
India's denim fabric installed capacity

50
Denim fabric mills operating in India

850-900 million metres
Domestic Consumption of Indian Denim Fabric

US \$190.78 million
Denim fabric exports from January to October 2021, according to India's Ministry of Commerce and Industry, a Y-O-Y increase of 88.45%

Growth Drivers

- 
- According to the projections, denim market, both internationally and nationally will touch 10-12% on CAGR basis in the coming years.
 - To grab more markets and to reduce their dependency on the market for yarns, mills are increasing their denim production capacities and some are investing in spindles also.
 - Backward integration to have better control over raw material availability, timely and cost-effective production and efficiently catering the clients.
 - The versatility of denim is also a reason that's creating demand.
 - The Textile Ministry of India earmarked Rs. 690 crore (US\$ 106.58 million) for setting up 21 readymade garment manufacturing units in seven states for development and modernization of Indian Textile Sector.

OUR DENIM
YOUR WISE CHOICE!



SWOT ANALYSIS

Integrated Manufacturing Facility

Sustainable Business Model and Experienced Management

Locational Advantage enables us to procure the raw materials at easy availability with cost efficiency and add value to our revenues

Qualitative Products with least tolerance for any manufacturing defect which has helped us in retaining customers.

We are engaged in B2B business model, our existing client being traders provides us repeated orders.

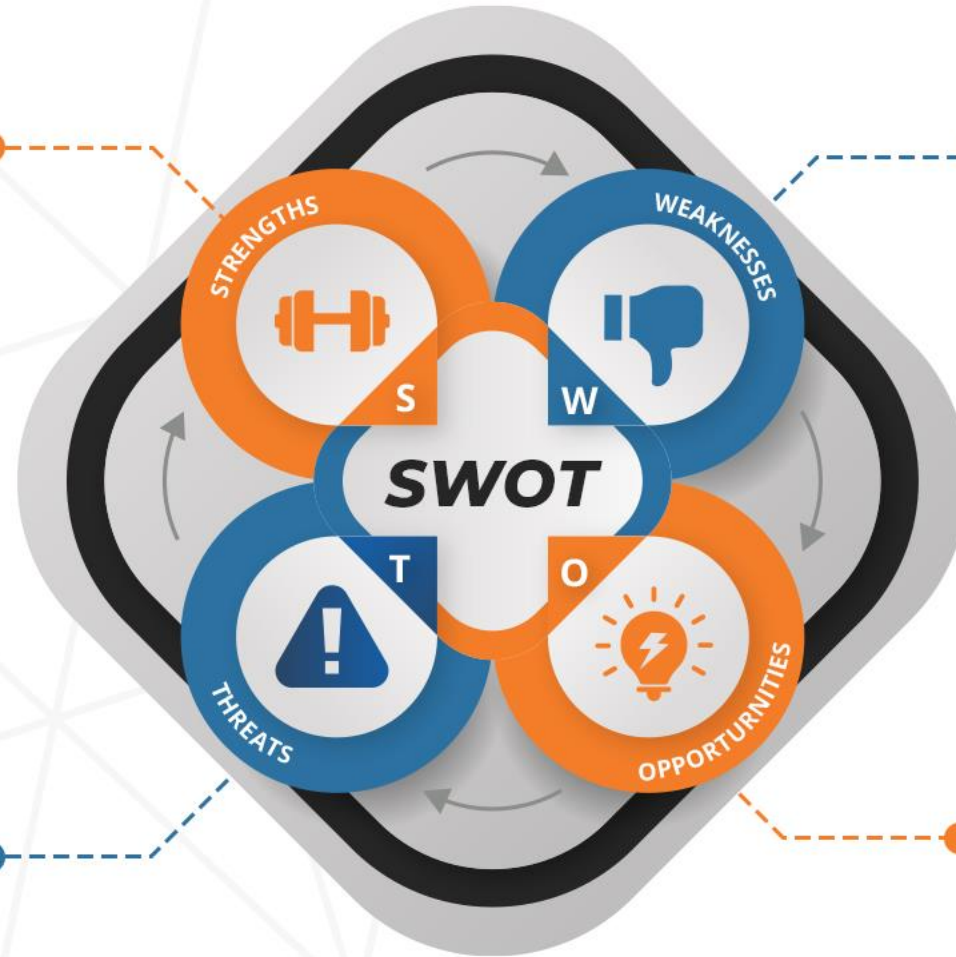
Competitive advantage: Our existing relationship and goodwill amongst our traders.

Saturated market with established brands.

Competitors offering products for cheaper prices.

Due to pollution concerns, certain factories in China and Europe have been shut down, resulting in a spike in the price of basic raw materials.

Increase in raw material costs due to shortage of supply, unpredictable market conditions, weather, policies



An increase in mid-market / value shops has a detrimental influence on higher-end retailers and increases the potential to offer lower-end brands.

Price fluctuations to keep up with changing demands and trends.

Scarcity of trained labour.

An increase in unit cost

High tariff barriers and export penalties.

The textile and apparel industry is expected to grow to US \$190 billion by FY26.

Urbanization leading to higher growth.

According to Union Budget 2022, ₹12,382 crore for the textile sector for next FY.

₹133.83 crore: for Textile Cluster Development Scheme

₹100 crore: for National Technical Textiles Mission

₹15 crore each for PM Mega Integrated Textile Region and Apparel parks scheme and PLI Scheme.



**Mr. Kailashchandra
Hiralal Laddha**
Chairman

He has 45 years of versatile experience in the textile industry and has thorough knowledge of products of our Company. He holds experience in operations, business process, risk management MIS, administration, vendor management, and team building. He looks after the strategic growth of the Company and is guiding force behind success of the Company.



**Mr. Maheshchandra
Kailashchandra Ladha**
Whole Time Director

He has 30 years of experience behind him and is a Commerce graduate and young entrepreneur, with specialization in finance & Marketing. He is specialized in marketing planning, portfolio management and looking after day to day activities of the company and is associated with the Textiles industry from last 30 years and having vast experience in handling and controlling of various activities like Administration, Marketing and production.



**Mr. Kamlesh
Kailashchand Ladha**
Whole Time Director

He is a young entrepreneur, with specialization in production and has 25 years of experience behind him. He is looking after day to day activities of production of the company and has vast experience in handling and controlling of various activities like Administration. He has a deep understanding of systems and processes, combining critical thinking with industry expertise to optimize production.



**Mr. Dilip
Balkishan Porwal**

Independent Director

He has extensive experience and expertise in the financial services sector and has expertise in the fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations or other disciplines related to the company's business. At Strides, He is the Chairperson of the Nomination and Remuneration Committee, Stakeholder Relationship Committee and is a Member of the Audit Committee and Corporate Social Responsibility Committee.



**Mr. Basant
Kishangopal Porwal**

Independent Director

He is a Chartered Accountant and has extensive experience and expertise in the financial services sector. He has expertise in the fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations or other disciplines related to the company's business. At Strides, He is the Chairperson of the Audit Committee and is a Member of the, Nomination and Remuneration Committee.



**Mr. Shrinivas
Shivraj Bhattad**

Independent Director

He is a B. Tech Mechanical Engineer and has extensive experience and expertise in the financial services sector. He has expertise in the fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations or other disciplines related to the company's business. At Strides, He is a Member of the Nomination and Remuneration Committee.



Mr. YOGESH LADDHA
PROMOTER AND
MANAGING DIRECTOR

Yogesh Laddha, is Chartered Accountant by qualification and member of the Institute of Chartered Accountants of India. His experience and dedication has contributed immensely in the development of the Company. He is the key person in formulating and implementation of business strategy for growth & expansion and he also looks after the overall business operations. He is further entrusted with the exports responsibilities and custom documentation relating to the Company.



Ms. Pallavi Laddha
Whole Time Director

She is the Promoter and Whole Time Director and Chairman of Internal Complaint Committee of the Company. She hold a Master degree in Business Administration (MBA). She is currently engaged in the Human Resource, Financial Management and Administrative activities of the Company. She is looking after day to day activities of Payment Planning to Suppliers and Active involvement in Corporate Social Responsibility Activities of Company. She has very good understanding of categories like Women's Denim Products Clothing.



**Mr. RAJ KUMAR
CHECHANI**
CHIEF FINANCIAL OFFICER

He is a Chartered Accountant and has 7 Years of Vast Experience in the field of Accounts. He is responsible for all the compliances relating to accounting and financial matters, income tax matters and other related matters under various applicable acts and laws. He is managing the treasury desk for forex and interest rate trading. He is usually responsible for the administrative, financial, and risk management operations of the company.



**Mr. KAMESH
SHRI SHRI MAL**
Company Secretary

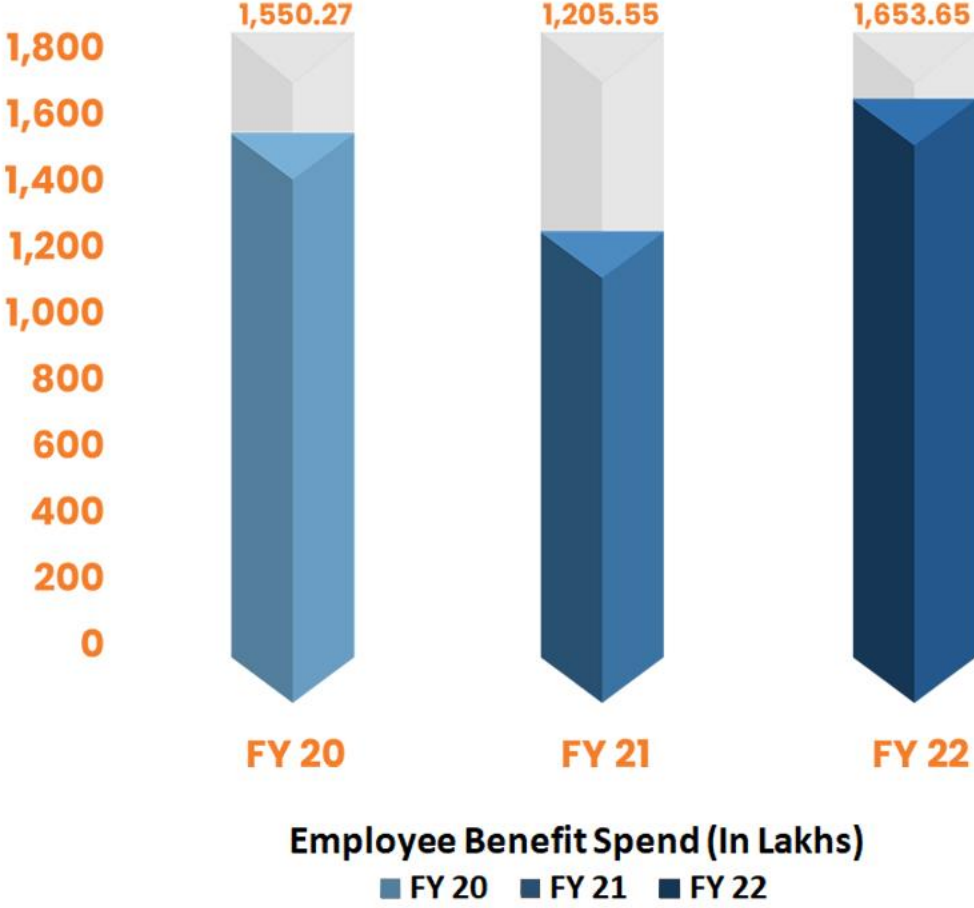
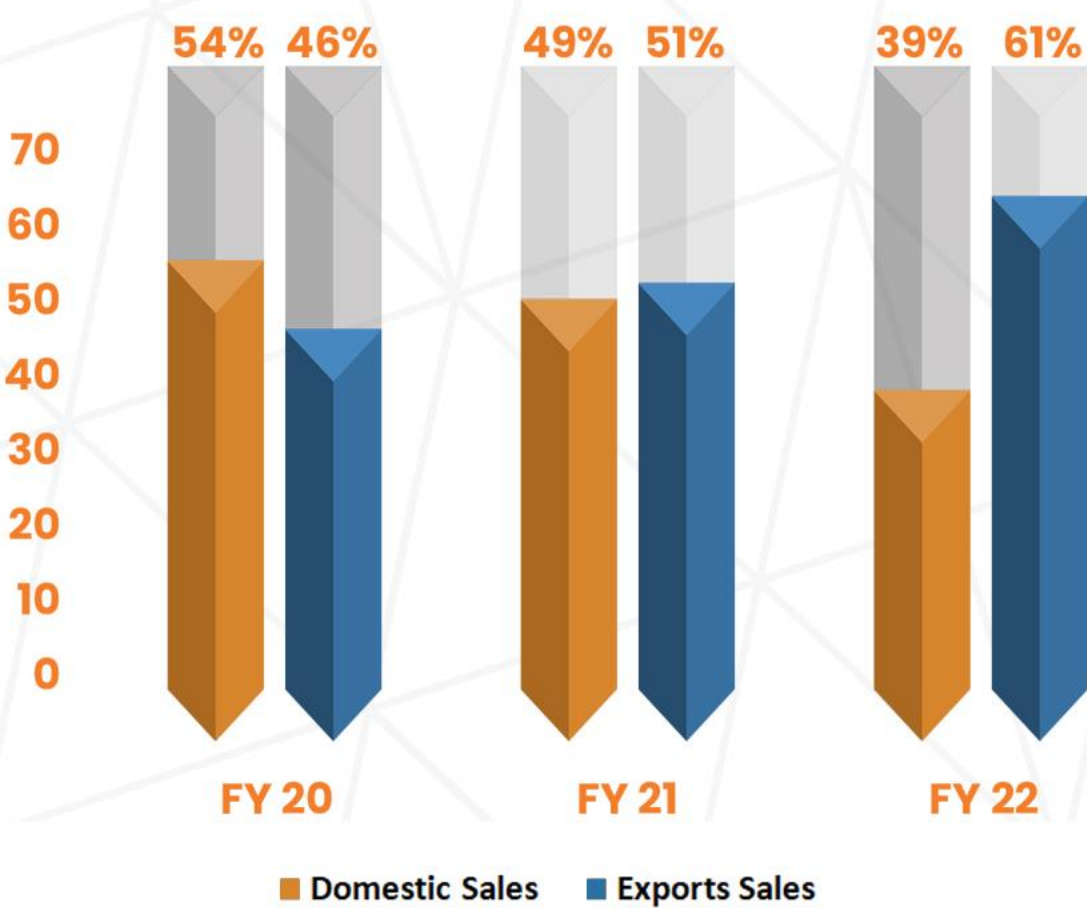
He is Company Secretary and Compliance Officer of the company. He hold a Master degree in Commerce and Law Graduate, he is a member of the Institute of Company Secretaries of India. He has been with the organisation for more than 2 years. He possesses vast experience in the field of investor relations apart from secretarial matters.



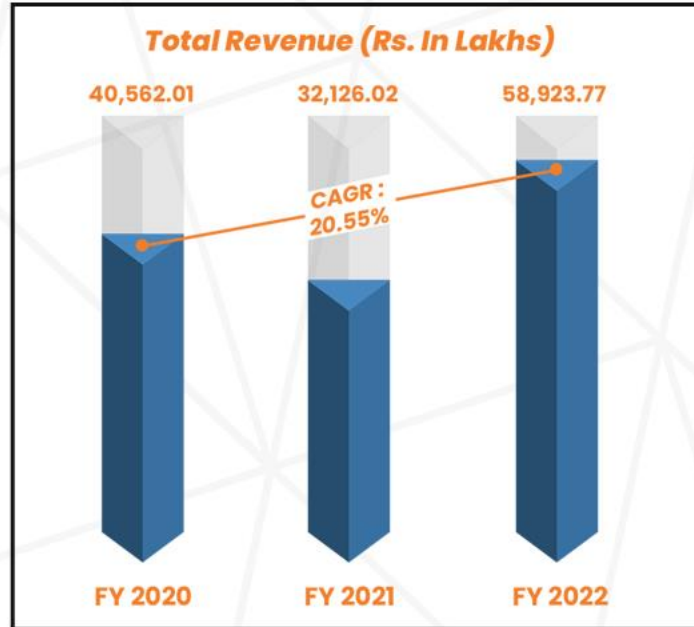
OUR COMMITMENT
CAN BE SEEN IN OUR
PERFORMANCE!

KEY HIGHLIGHTS

Revenue Bifurcation

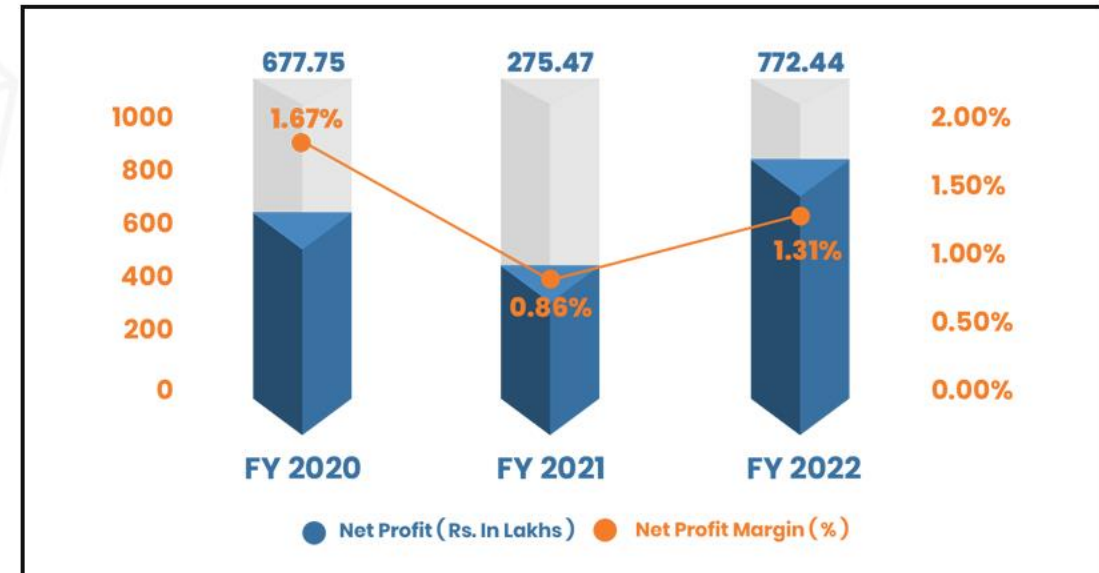
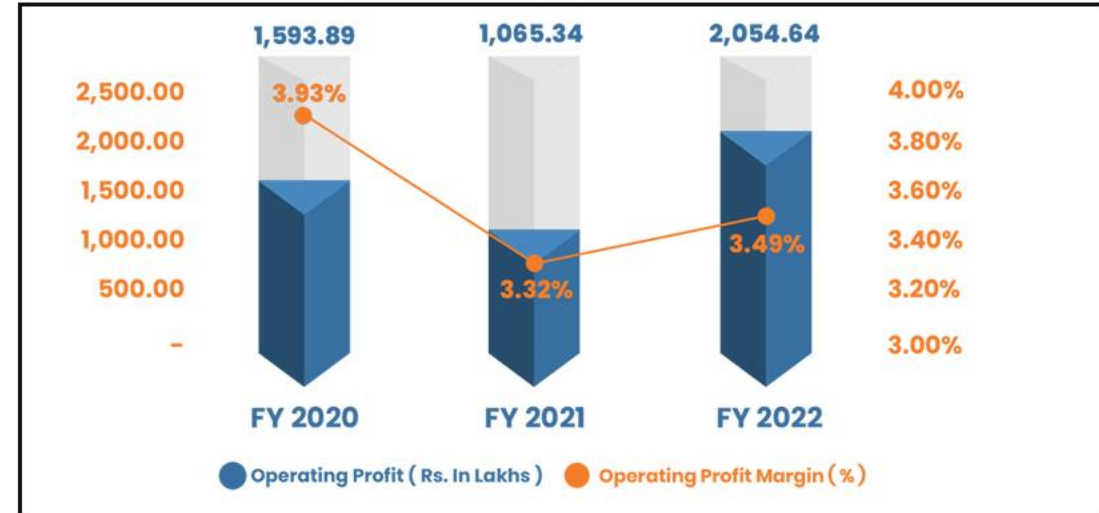


HEALTHY MARGIN RATIOS



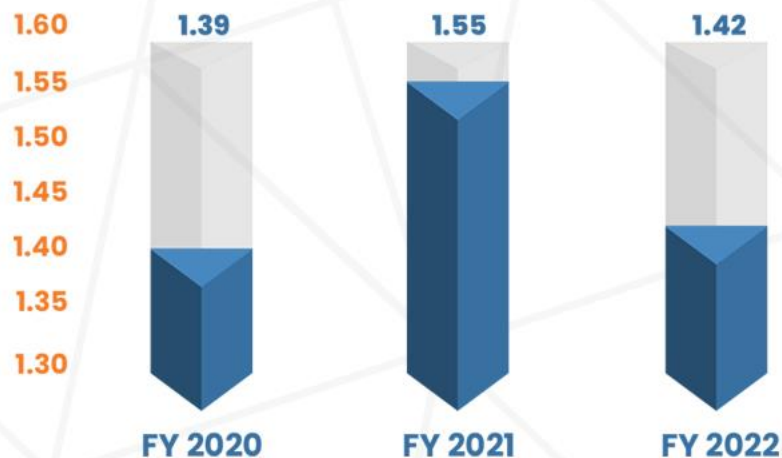
The Revenue rose by 83.41% from Rs. 32,125.3 Lakhs in the financial year 2020-21 to Rs. 58,920.29 lakhs in the financial year 2021-22 and the company was able to generate more revenue than its average revenue in last 4 years. In last 3 years company has provided with growth of 16.09% CAGR. The growth in revenue can be attributed to the change in market scenario, opening up of the economy and trade resumptions post Covid lockdown in 2020-21.

Profit after Tax (PAT) including Other Comprehensive Income at Rs 772.44 lakhs for the financial year 2021-22 increased by 180.41% as compared to Rs. 275.47 lakhs in the previous year majorly due to the increase in revenue from operations.



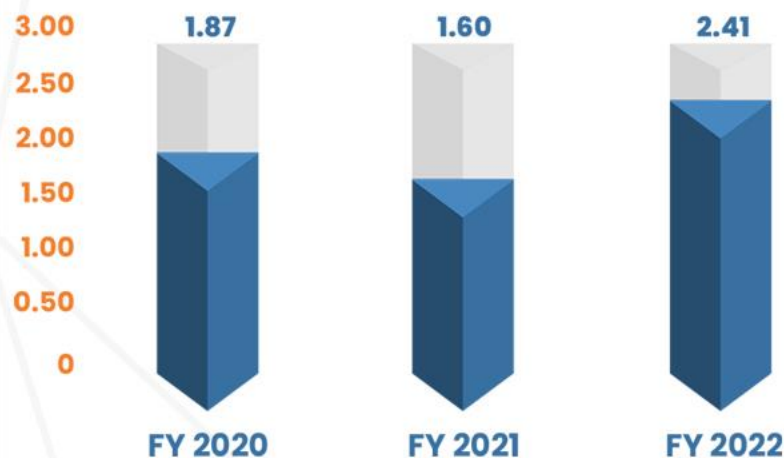
STRONG FINANCIAL: KEY RATIOS

Current Ratio (Times)



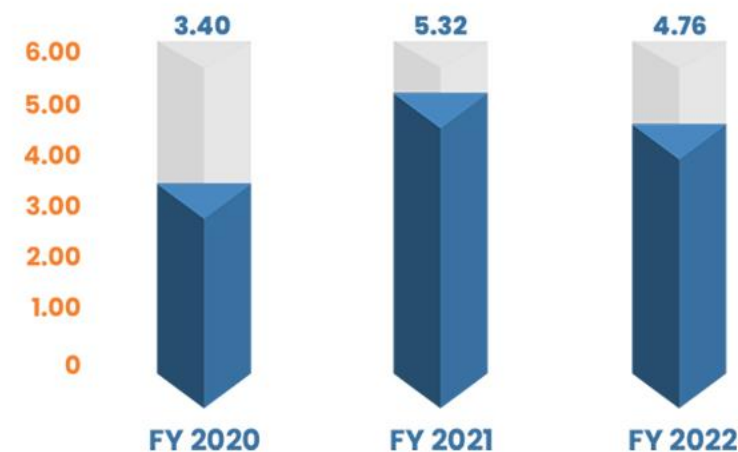
The Current ratio has been constant for past 3 years. Hence it signifies that the company is fully equipped to meet its short-term obligations efficiently. We have not been facing cash crunch in the short term which is leading to a higher liquidity performance.

Interest Coverage (Times)



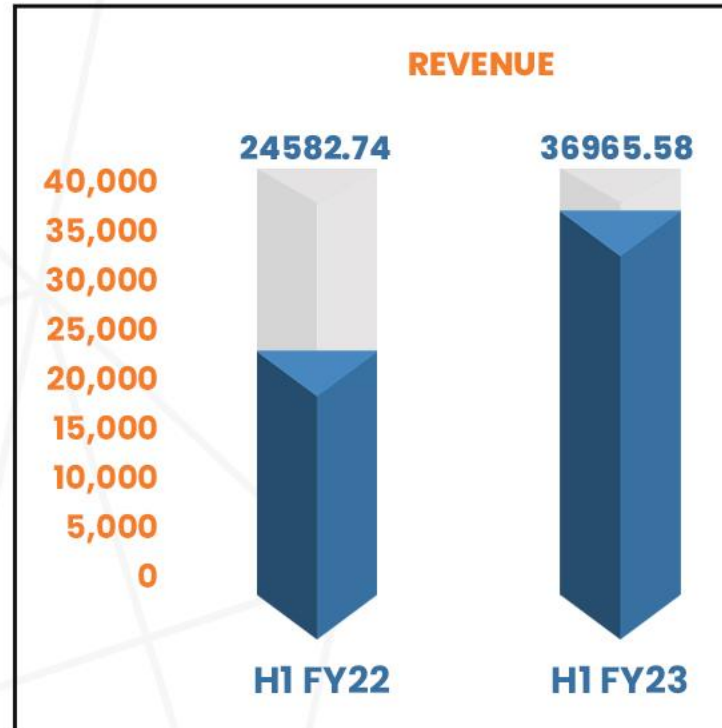
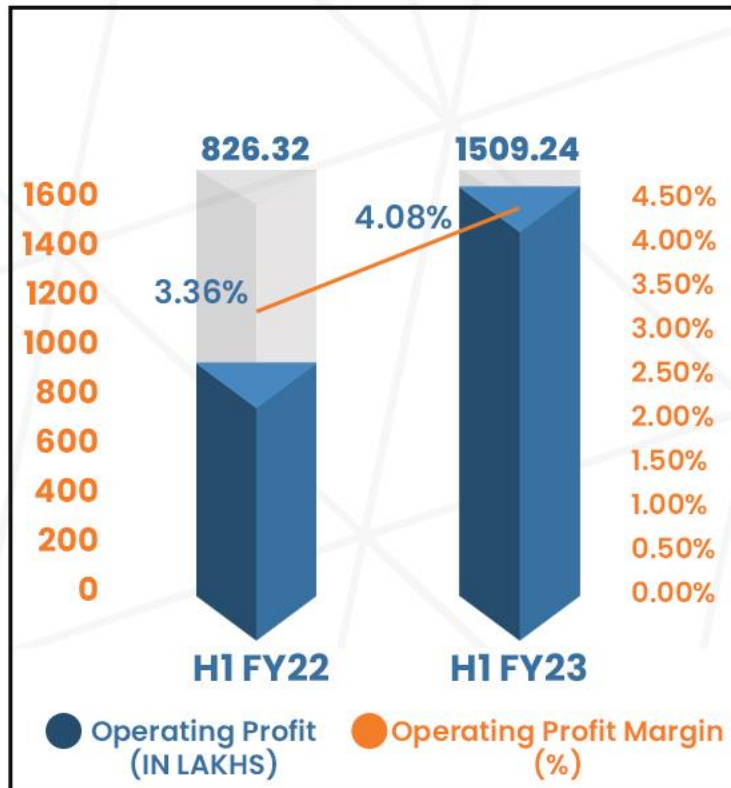
The interest coverage ratio depicts the interest-paying ability of a company. Interest coverage ratio of the company has grown steadily from 1.87 times in FY20 to 2.41 times in FY22. We believe that the company is able to generate sufficient profits to honor its interest payments.

Total Debt / EBITDA

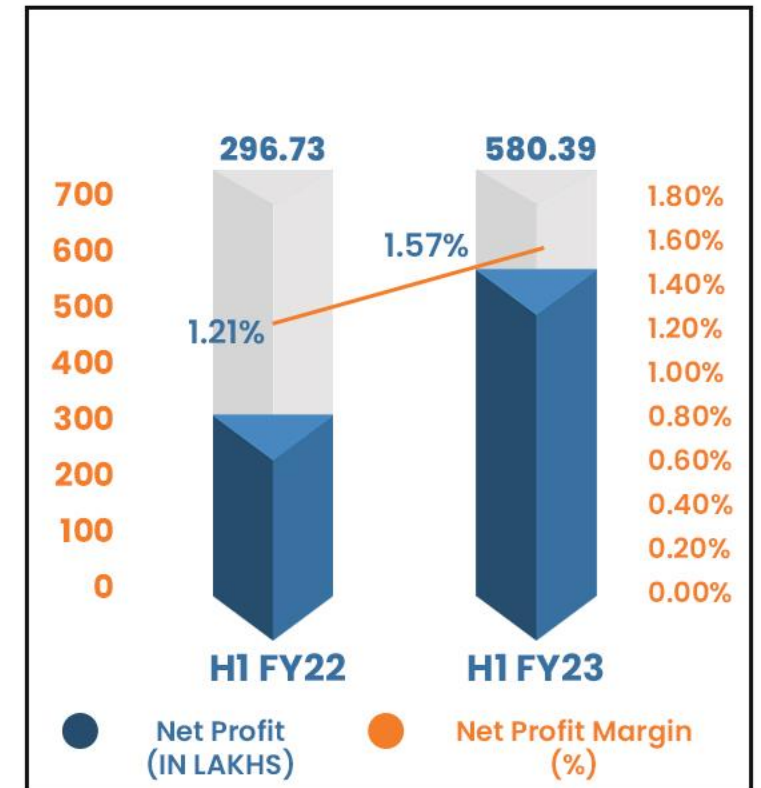


Debt/EBITDA ratio is used by to gauge a company's liquidity position and financial health. The ratio shows how much actual cash flow the company has available to cover its debt and other liabilities. Thus a stable debt/EBITDA ratio is a positive indicator that the company has sufficient funds to meet its financial obligations when they fall due.

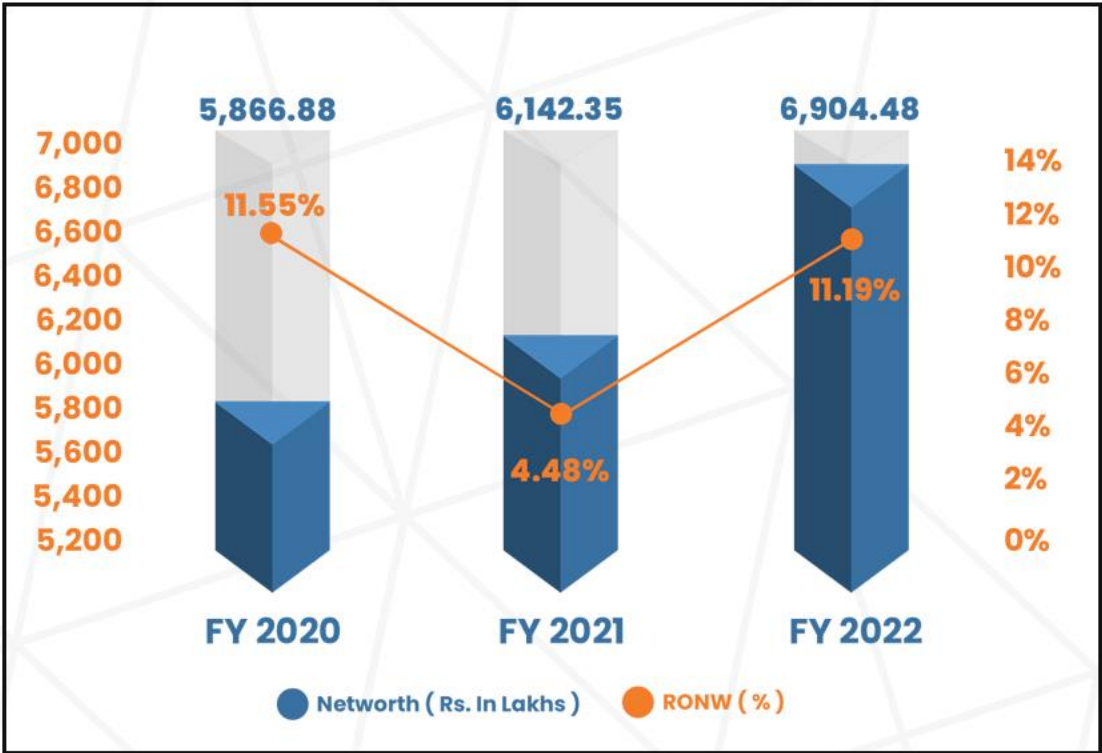
STRONG FINANCIAL: HALF YEARLY KEY RATIOS



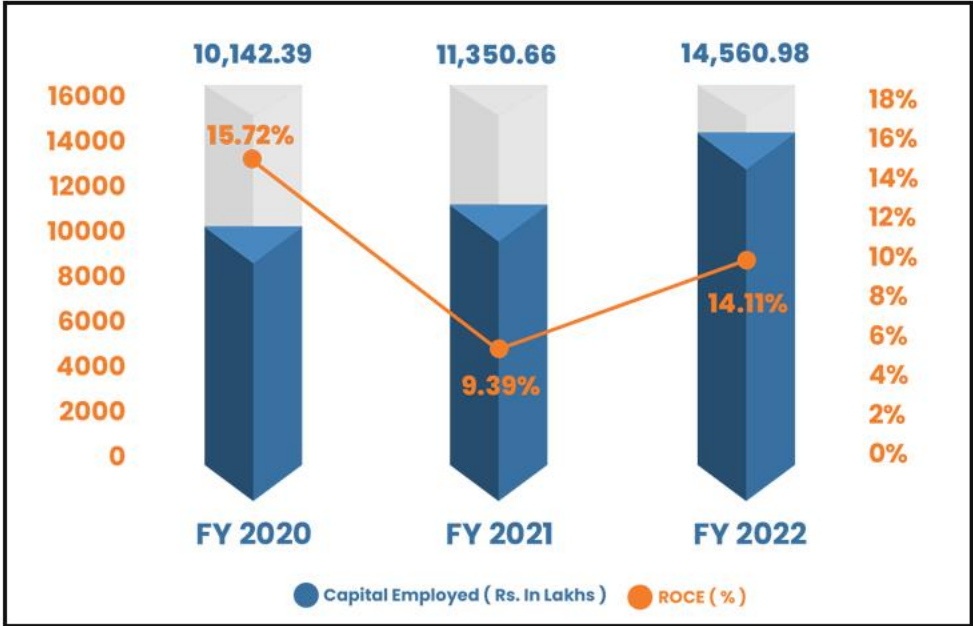
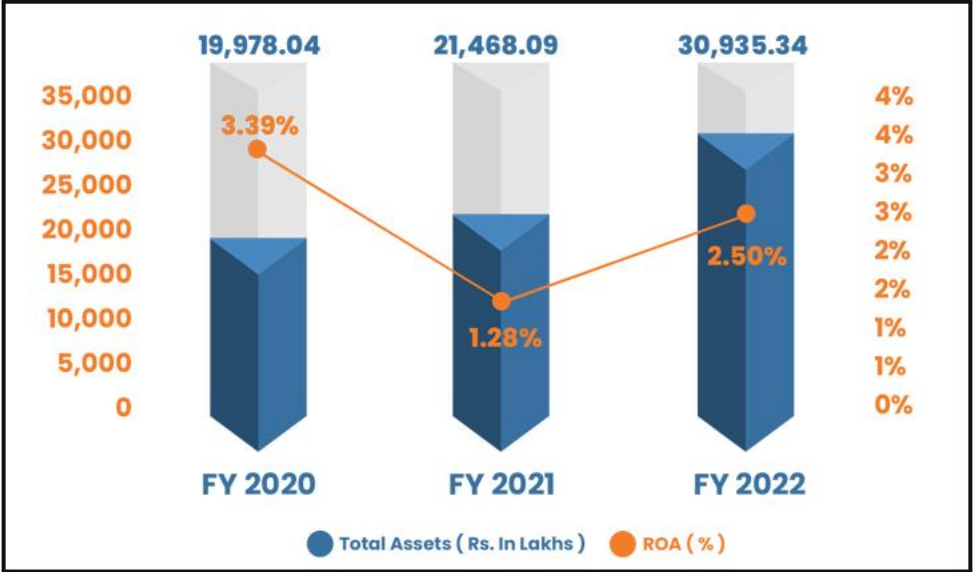
Revenue rose by 50.37% from Rs.24,582.74 lakhs in H1 FY2022 to Rs.36,965.58 lakhs in H1 FY 2023



NOTABLE RETURN RATIOS



Return Ratios measures how effectively an investment is being managed by the company so that highest possible return is generated on the investment. The above three return ratios: ROE, ROCE and ROA have increased sharply indicating that the company is making efficient use of the resources available to it to generate profits.



FAVOURABLE EFFICIENCY RATIOS



Performance is quite favourable on operational front. The company has been performing well, in terms of industry parameters. The company has been on favorable terms with debtors and thus receiving payment earlier for FY22 compared to FY21. Thus company has been able to pay its creditors earlier. Overall the cash conversion cycle has decreased from 93 days in FY21 to 64 days in FY22.

PROFIT & LOSS STATEMENT

RS. IN LACS

Particulars	2020	2021	2022	H1 FY23
1) Revenue from Operations	40,544.57	32,125.30	58,920.29	36965.58
2) Other Income	17.44	0.72	3.48	0.00
3) TOTAL REVENUE (1+2)	40,562.01	32,126.02	58,923.77	36965.58
4) Direct Expenditure				
(a) Cost of Materials Consumed	25,471.90	20,376.13	37,665.20	25807.18
(b) Purchase of Trade Goods Changes in Inventories of Finished Goods, Work-in-progress and stock-in-trade	-578.49	-413.45	-728.08	-1350.08
5) GROSS PROFIT (3-4)	15,668.60	12,163.34	21,986.65	12,508.48
6) GROSS PROFIT MARGIN (5/3)	39%	38%	37%	34%
(7) Employee Benefits Expenses	1,550.27	1,205.56	1,653.65	888.01
(8) Other Expenses	11,547.46	9,194.47	17,362.04	9560.46
9) EBITDA (5-7-8)	2,570.87	1,763.31	2,970.96	2060.01
10) EBITDA MARGIN (9/3)	6.34%	5.49%	5.04%	5.57%
11) Depreciation & Amortization Expenses	976.98	697.97	916.32	550.77
12) EBIT (9-11)	1,593.89	1,065.34	2,054.64	1509.24
13) EBIT MARGIN (12/3)	3.93%	3.32%	3.49%	4.08%
14) Finance Cost	851.73	664.58	850.91	691.63
15) Profit/(Loss) Before extraordinary items & Tax (12-14)	742.16	400.76	1,203.73	817.61
16) Extraordinary Items(Income)	0	0	2.48	-2.08
17) Profit/(Loss) Before Tax (15+16)	742.16	400.76	1,206.21	815.53
18) Tax Expenses				
1 CURRENT TAX (MAT Tax)	123.88	124.47	478.66	238.71
2. Deferred Tax Liability	-59.47	0.82	-44.89	-3.57
19) Net Profit/(Loss) for the period (17-18)	677.75	275.47	772.44	580.39
20) PAT MARGIN (19/3)	1.67%	0.86%	1.31%	1.57%

BALANCE SHEET

RS. IN LACS

Particulars	2020	2021	2022	H1 FY23
I. EQUITY AND LIABILITIES				
1.SHAREHOLDER'S FUNDS				
(a) Share Capital	1,468.34	1,468.34	1,468.34	14,68.34
(b) Reserve & Surplus	4,398.54	4,674.01	5,436.14	6,016.52
(c) Money Received against share warrant	0	0	0	0
	5,866.88	6,142.35	6,904.48	7,484.86
2.Share Application Money Pending Allotment	0	0	0	0
3.Non-Current Liabilities				
(a) Long-Term Borrowings	3,767.24	4,672.75	7,147.86	7,423.89
(b) Deferred Tax Liability (Net)	422.20	423.02	378.13	374.57
(c) Other Long Term Liabilities	0	0	0	0
(d) Long-Term Provisions	86.07	112.55	130.51	139.28
	4,275.51	5,208.32	7,656.50	7,937.74
4.Current Liabilities				
(a) Short-Term Borrowings	4,963.69	4,708.16	7,007.22	7,651.32
(b) Trade Payable -				
(A) Total outstanding dues of micro enterprises and small enterprises; and	350.66	953.81	1,566.92	1,250.50
(B) Total outstanding dues of creditors other than micro enterprises and small enterprises.	4,188.15	4,095.26	7,053.34	10,030.40
(c) Other Current Liabilities	207.65	230.08	265.40	290.46
(d) Short-Term Provisions	125.50	130.12	481.48	238.71
	9,835.65	10,117.43	16,374.36	19,461.39
TOTAL	19,978.04	21,468.09	30,935.34	34,883.99

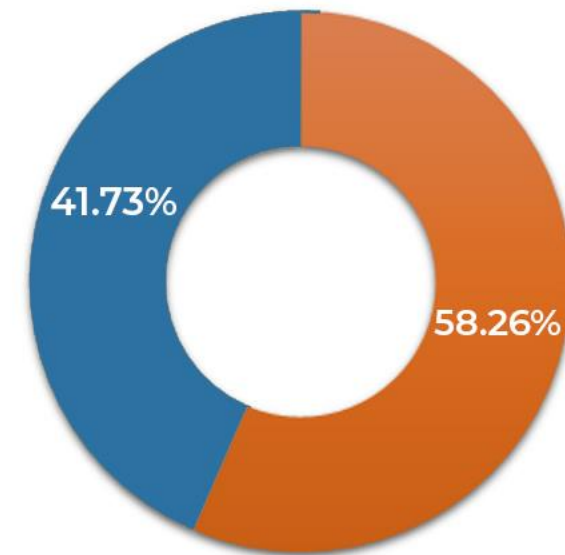
RS. IN LACS

Particulars	2020	2021	2022	H1 FY23
II. ASSETS				
1. Non-Current Assets				
(a) Plant, Property & Equipment				
(i)Tangible Assets				
Gross Fixed Assets	9,837.73	9,961.40	10,551.85	12,537.84
Less: Depreciation	3,635.17	4,333.14	4,822.25	5,366.00
Net Fixed Assets	6,202.56	5,628.26	5,729.60	7,171.83
(ii)Intangible Assets	0	0	0	0
(iii) Capital work in Progress	0	0	1,851.70	58.83
(iv) Intangible Assets Under development	0	0	0	0
	6,202.56	5,628.26	7,581.30	7,230.66
(b) Non-Current Investments	0	0.00	0.00	
(c) Deferred Tax Assets (Net)	0	0	0	0
(d) Long-Term Loans and Advances	98.65	53.27	74.27	81.58
(e) Other Non - Current Assets	0.11	73.15	72.29	37.30
	98.76	126.42	146.56	118.88
2.Current Assets				
(a) Current Investments	0	0.00	0.00	0
(b) Inventories	5,617.12	5,601.51	8,307.21	9,214.12
(c) Trade Receivables	5,594.16	7,880.35	12,044.48	15,694.68
(d) Cash and Cash Equivalents	477.50	487.08	570.76	1,011.53
(e) Short Term Loans and Advances	1,653.37	1,541.54	2,176.34	1,476.47
(f) Other Current Assets	334.57	202.93	108.69	137.65
	13,676.72	15,713.41	23,207.48	27,534.45
TOTAL	19,978.04	21,468.09	30,935.34	34,883.99

CAPITAL STRUCTURE

Authorized Share Capital	Number in Lakhs As at 30 th September 2022		Number in Lakhs As at 31st March 2022		Rs. in lakhs As at 31st March 2021	
	Number	Amount	Number	Amount	Number	Amount
Authorized Share Capital	150.00	1,500.00	150.00	1,500.00	150.00	1,500.00
Equity Shares of Rs. 10 each Issued, Subscribed and PaidUp	146.83	1,468.34	146.83	1,468.34	146.83	1,468.34

SHARE HOLDING PATTERN AS ON 30th SEPTEMBER, 2022



■ Promoter and Promoter Group ■ Public

OUR CREDENTIALS

MANOMAY
A MOMENT OF STYLE



ACCOLADES

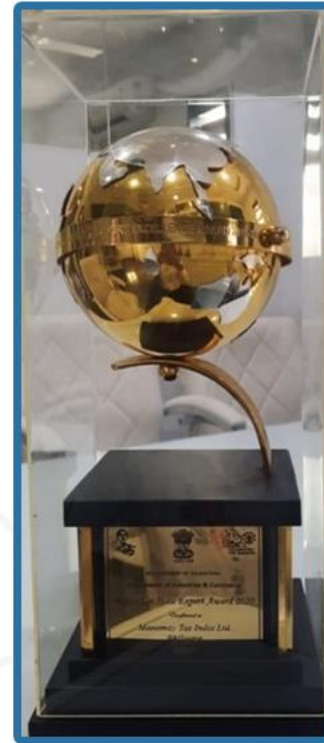


- The company has won TEXPROCIL Export Award 2020-2021 in the Gold Trophy for the Highest Exports of (Cotton) 'Denim Fabrics' under Category II (Export performance above Rs.75 Cr. And upto Rs. 250 Cr.) for exports of Rs. 155.60 Cr. during the year 2020-21 from The Cotton Textiles Export Promotion Council (TEXPROCIL).
- The company has taken this export award from Shri Upendra Prasad Singh Secretary, Minister of Textiles, Government of India, Smt. Roop Rashi, Textile Commissioner of India in the function organized by TEXPROCIL on Tuesday, 23rd August, 2022 at Mumbai (MH). This Export Award has been taken by Shri Yogesh Laddha, Managing Director and Smt. Pallavi Laddha,



Rajasthan State Export Award 2020

- Company has won Rajasthan State Export Award 2020 From Government of Rajasthan Department of Industries & Commerce for Highest export Denim (Cotton) Fabrics and Growth in the category of textiles during the year 2019-20.
- This Rajasthan State Export Award 2020 has taken by Shri Yogesh Laddha, Managing Director and Smt. Pallavi Laddha, Director of the Company.





चित्तौड़गढ़ भास्कर 24-06-2021

मनोमय टेक्स इंडिया ने उपकरण भेंट किए

भास्कर संवाददाता | चित्तौड़गढ़

मनोमय टेक्स इंडिया लि. ने सामाजिक सरोकार निभाते हुए बुधवार को कोविड-19 की रोकथाम एवं मरीजों को राहत पहुंचाने के लिए श्रीसांवलियाजी चिकित्सालय के 150 स्टीम वेपोराइजर, 20 ऑक्सीजन फ्लोमीटर, 127 ऑक्सीमीटर और पांच हजार 103 एन 95 मास्क कलेक्टर ताराचंद मीणा को कलेक्ट्रेट परिसर में उपस्थित होकर भेंट किए गए। मनोमय टेक्स इंडिया लि. के योगेश लड्डा एवं जिला चिकित्सालय पीएमओ दिनेश वैष्णव



उपस्थित थे। कलेक्टर ताराचंद मीणा ने इसके लिए मनोमय टेक्स इंडिया लि. का आभार जताया।

Manomay Tex India Ltd. had contributed 150 steam vaporizers, 20 oxygen flow metres, 127 oximeters and 5,103 N95 masks to Collector of Shree Sanwariyaji Hospital in Chittorgarh for promoting health care leading to prevention of Covid-19 and providing relief to the patients.

INVESTMENT RATIONALE

- The Indian textiles industry appears to have a bright future, driven by robust domestic and foreign demand and is predicted to grow at a CAGR of 20.56% to INR 13.50 trillion by 2025.
- The Indian Denim Domestic Market has been growing at an average CAGR of 8-9% for the past several years and is predicted to reach INR 91,894 crores by 2028.
- We are an ISO 9001:2015 and ISO 14001:2015 certified company and recognised as a two star export house by the Government of India.
- Our sustainable business model and Experienced team facilitates timely delivery of superior service and standard.
- We have maintained a successful track record under passionate and influential leadership.
- Our integrated manufacturing facility and relationship with our traders are key factors of our success in the industry
- Our business ethics to have least tolerance for any manufacturing defect has helped us in retaining our existing customers and building new customer base.
- Our company has shown increase in the return ratios suggesting effective utilization of shareholders funds & efficient use of capital assets in order to generate profit.
- Our company has shown strong liquidity ratio which reflects our company's ability to pay its short term obligations and a strong financial health of our company.
- Our Company has shown incline in the margin ratios indicating that the company is able to generate revenues, effectively manage its overhead and operational expenses, create value for its shareholders in the form of profits.



DISCLAIMER

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