

#### Sarla Performance Fibers Limited

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(IN) L31909DN1993PLC000056

May 23, 2025

The Manager **Listing Department BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001

The Manager, Listing Department, **National Stock Exchange of India Limited** Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400051

Symbol: SARLAPOLY

Dear Sir/ Madam.

**Scrip Code: 526885** 

Sub: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), read with Part A of Schedule III of the Listing Regulations, we are enclosing herewith the Investor Presentation titled 'KAL AAJ AUR KAL - VISION 2030'.

The said presentation may be used during meetings with analysts or institutional investors, if any. A separate intimation regarding such meetings, as applicable, will be provided to the stock exchanges in accordance with the Listing Regulations.

This is for your information and records.

Thank you. Yours faithfully, For Sarla Performance Fibers Limited

Krishna Jhunjhunwala **Managing Director** DIN - 00097175

Encl: a/a



INVESTOR PRESENTATION
KAL AAJ AUR KAL - VISION 2030



### **DISCLAIMER**

This presentation, by SARLA PERFORMANCE FIBERS LIMITED (SPFL) (the "Company"), has been prepared solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities.

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SPFL may, from time to time, make additional written and oral forward-looking statements, including communication to stakeholders. The company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.





## MADHUSUDAN JHUNJHUNWALA 1941 - 2021





As we commemorate on the fourth anniversary of the passing of Mr. Madhusudan Jhunjhunwala our Founder and Ex-Chairman on July 19, 2021, we reflect fondly on the memories lessons and vision he imparted over his 28 years with us. His Foundational leadership and profound wisdom guided our growth and transformation, embedding his insights deeply within our organization.

Mr. Jhunjhunwala's innovative ideas and values propelled us from humble beginnings to a renowned and respected name in yarn manufacturing . His legacy endures in every innovation, milestone and the unity that define our team.

Today we honour his memory and the strength he embodied. His vision inspires us to pursue excellence, embrace change and work together towards our goals.

His contribution are the bedrock of our future.

May his legacy remain a beacon of inspiration, reminding us that with determination, vision and passion, we can achieve greatness. We carry his memory in our hearts, celebrating the enduring impact he had on our company and our lives.

"IN A WORLD THAT SEEKS THE SHORT CUTS, HE ADVOCATED INTEGRITY AND PERSEVERANCE.
IN A WORLD THAT CHAMPIONS ATRESSIVE GROWTH, HE RECOMMENDED A BLEND OF SPEED AND CAUTION.
IN A WORLD THAT TRUSTS SAFETY AND CONVENTION, HE INSPIRED US TO THIN AND EMBRACE CHANGE"



# MADHUSUDAN JHUNJHUNWALA As a philanthropist

- » He was a true a philanthropist of society.
- » He started a lot of Trusts for the public welfare and was involved in the day to day activities of the trust so the benefit should reach to the needy people.
- » He worked for the Society in a lot of ways by starting Eye hospital Amravati and Lonavala at subsidies rate for the needy people to take treatments and surgery.
- » He established a Dharmshala for the travellers at the Amravati at subsidised rates.



### Mr. Krishna Madhusudhan Jhunjhunwala - Managing Director



- Over the past 5 years the Indian Synthetic yarn Industry clocked Volume growth of 4-5% CAGR. Our volume growth from FY21-FY25 has been 7.97% CAGR resulting in an overall revenue growth of 13.69% CAGR.
- Our yarn EBIDTA margins over the past 3 years have improved from 14.5% to 22 % currently. We expect to hold the current EBIDTA margin ~ 20% going ahead.
- In the coming 5 years, the Indian Textile Industry is expected to deliver a double-digit growth from its current size of \$ 176 Billion to \$ 350 Billion.
- We aim to achieve double digit volume growth through a strong focus on new customer acquisition both domestically as well as international.
- We also aim to enhance Shareholder's value by focusing on improving ROCE.
- A strong focus would be maintained on retaining and adding talent through ESOP plans.

https://pib.gov.in/PressReleasePage.aspx?PRID=2117470

We are confident of achieving textile export target of USD 100 billion by 2030: Shri Piyush Goyal India's textiles sector projected to reach \$350 billion by 2030: Centre, ET Retail Industry volume reference - <a href="https://www.sanathan.com/static/media/CRISIL\_Report\_on\_Yarn\_Manufacturing\_in\_India.1ee0ade5.pdf">https://www.sanathan.com/static/media/CRISIL\_Report\_on\_Yarn\_Manufacturing\_in\_India.1ee0ade5.pdf</a>
https://www.wrightresearch.in/encyclopedia/chapter-report/chapter-1-overview-of-the-indian-textile-sector-2024



## **OUR MOAT**

- >>> The company is uniquely positioned to cater to customer demands across product ranges and volumes ranging from as low as few kgs to tens of tons at single order level.
- Solution The company is geared to supply our customers as per their requirements with the packing, size, quality & quantity they need for existing and new products.
- On-boarding a larger international or domestic customer takes us undergoing 2-3 years of intense due diligence process. This ensures stability of the customer and long-term continuity of orders.



### **THE NEXT GENERATION**



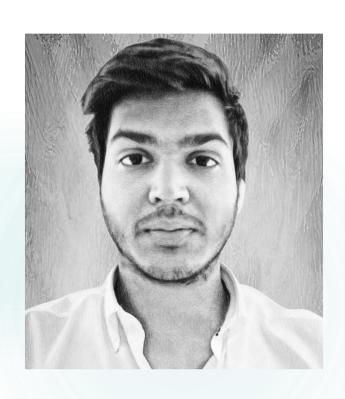
### Ms. Neha Jhunjhunwala

**Executive Director** 

- With a Bachelor's degree in Management Studies from the University of Mumbai, Neha brings a rich experience to the table.
- She also holds a prestigious Master's degree in Marketing & Strategy from the University of Warwick, London. She has been a pacesetter at SPFL since she began her journey with the Company in 2010.
- » Neha heads the function of Marketing & Sales, with the key focus on customer acquisition and enhancing the company brand.



### THE NEXT GENERATION



### Mr. Kanav Jhunjhunwala

Whole time Director

- » With a Bachelor's degree in Economics, Finance & Entrepreneurship from the Tufts University, Boston, Kanav brings a fresh perspective to the company with a focus on Digitization, enhancing Processes & Systems and professionalizing work culture.
- » Kanav commenced his career at Sarla in 2019.
- When the spends majority of his time at the plant and is responsible for all production operations.



## **COMPANY OVERVIEW**

### **INTRODUCTION TO SARLA PERFORMANCE FIBERS**

A COMPREHENSIVE OVERVIEW OF OUR MANUFACTURING EXCELLENCE



#### ISO CERTIFIED QUALITY

Sarla Performance Fibers is **ISO 9001:2015 CERTIFIED**, Ensuring top-notch quality standards in production.



#### **EXPERTISE IN TEXTILES**

With over **30 YEARS OF EXPERIENCE**, we excel in the global textile industry, delivering superior products.



#### **DIVERSE PRODUCT RANGE**

We specialize in **POLYESTER AND NYLON YARNS, INCLUDING TEXTURED, TWISTED, COVERED AND DYED** options for various applications.



#### **ROBUST MANUFACTURING BASE**

**OUR STRONG MANUFACTURING BASE IN INDIA** allows us to meet both small and large custom orders efficiently.



### **SWOT ANALYSIS**

# S







- » First mover in high tenacity Nylon 6 and Nylon 66 products boosts margins.
- » Three decades of industry experience drive excellence.
- » Focus on value-added products improves performance.
- » First mover in high tenacity Nylon 6 and Nylon 66 products boosts margins.
- » Three decades of industry experience drive excellence.
- » Focus on value-added products improves performance.
- >>> Fragmented industry with intense competition.
- » Limited focus on sustainable synthetic
- >>> Dependency on fluctuating petrochemical prices.
- » High capital expenditure requirements.
- » Rising demand for technical textiles in automotive, healthcare, and sports.
- >>> Growing preference for sustainable and eco-friendly
- >>> Expansion in the domestic synthetic textile market.
- >>> Government support increases con
- >>> Increased global demand for recycled synthetic
- » Collaborations with fashion brands for high-end fashion.
- » Growing e-commerce penetration.
- » Intense competition and price pressure.
- » Regulatory changes impacting manufacturing.
- >>> Environmental concerns over synthetic usage.
- » Fluctuating demand due to fashion trends and economic conditions.
- » Rising demand for natural and organic
- >>> Technological advancements in alternative materials.





### **OUR CLIENTELE**

### Nurturing Cherished Brands: The Inseparable Bond with Our Valued Customers



Nike is a global iconic sportswear brand comprising the Nike, Jordan and Converse brands steered by a shared purpose to leave an everlasting impression



#### Prada

Prada designs, manufactures distributes ready-to-wear collections, leather goods and footwear in more than 70 countries



#### Amante Lingerie

The driving force behind the creation of fashionable, yet functional, lingerie crafted around a woman's needs. Amante is available in over 2,500+ outlets across India.



Adidas

Adidas is the largest sportswear manufacturer in Europe and second only to Nike worldwide.



#### JW Marriott

JW Marriott has evolved to own a desirable opportunity in the growing luxury tier within Marriott International's vast lodging portfolio.



#### Gold Toe

The Company's products include socks and support socks for men, women and kids.



#### Fruit of the Loom

Fruit of the Loom is a leader in family apparel and sporting goods, ranging from lingerie, sports equipment and athletic wear.



#### Disney

American iconic multinational mass media and entertainment conglomerate headquartered at the Walt Disney Studios complex in California.



#### Calvin Klein

Calvin Klein in New York, USA, is a global lifestyle brand that exemplifies bold, progressive ideals and a seductive aesthetic and innovative designs.



#### Walmart

Walmart is the world's largest physical retailer whose size is larger than the GDP of a number of countries combined.



#### Decathlon

Decathlon from France is a family owned company, founded around the belief that the best sports products should be accessible to everyone.



#### MAS Fabrics

MAS Fabrics is engaged in the manufacture of fabrics in Sri Lanka and belongs to a prominent group engaged in the commissioning of fabric parks.



#### Tommy Hilfiger

Tommy Hilfiger is a global apparel and retail company with a distribution network in over 100 countries and more than 2.000 retail stores throughout North America, Europe, Latin America and the Asia Pacific Region.



#### Warner Brothers

The Company is known for its film studio division the Warner Bros. Pictures Group, which includes Warner Bros, Pictures, New line Cinema, the Warner Animation Group, Castle Rock Entertainment and DC Films.



#### Target

Target is a general commodity retailer with stores in all 50 U.S. states and the district of Columbia. Target Corp. has evolved from a pure brick-&-mortar retailer to a multichannel entity.



#### Hanes

Hanes has built a strong reputation for T-shirts, socks, women's innerwear, shapewear, men's innerwear, children's innerwear, socks, hosiery and activewear produced in the Company's low-cost global supply chain.

> Disclaimer. The list comprises Sarla's direct and indirect customers. The information has been extracted from their respective websites.



### **OUR CLIENTELE**



Jockey International, Inc. is an American manufacturer and retailer of underwear, sleepwear, and sportswear for men, women, and children. The company is based in Kenosha, Wisconsin.



American & Efird LLC One of the world's foremost manufacturers of industrial sewing thread, embroidery thread and technical textiles. A&E's global presence extends from Asia to Europe to the Americas



Coats Group Inc, is a British multinational company. It is the world's largest thread and structural components' manufacturer for apparel, footwear, and performance materials. Founded over 250 years ago, the UK-based company has operations across 50 countries with a workforce of over 17,000 employees.



At FALKE, you can find a wide range of luxurious men's socks, sport socks, base layers and underwear. Our products are designed to provide exceptional comfort





Intelligent threads

Madeira USA is the high quality machine embroidery thread and embroidery supplies market leader. Turn to Madeira for embroidery thread, embroidery backing

AMANN Group: Premium sewing threads & smart

Since 1854, AMANN has been one of the internationally leading producers supplying the industry with premium sewing and embroidery threads and smart yarns.



Fritz Moll is a company with tradition specializing in elastic products of high quality for fashion and technical applications and have been developing and producing high-quality ribbons and lace at the Germany location for 150 years.



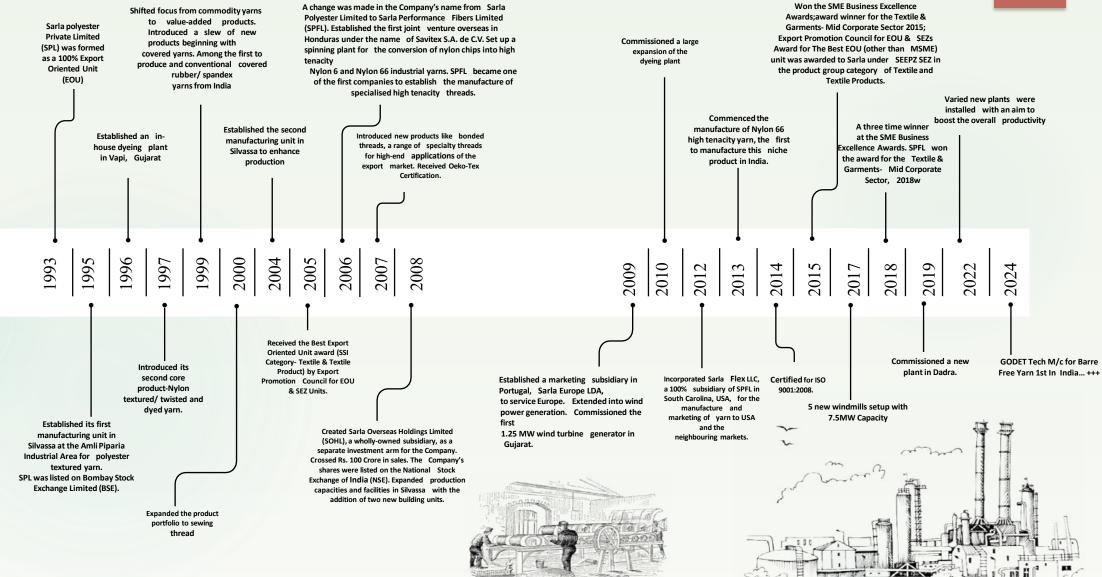
One of the world's largest manufacturers of basic apparel, including activewear, underwear, and socks.



Delta Galil fuels the growth of global brands with its next-generation fabrics and products. With almost 50 years of design and innovation expertise in the intimates and activewear categories, Delta Galil is the preferred partner for iconic, disruptive, and digitally native brands.

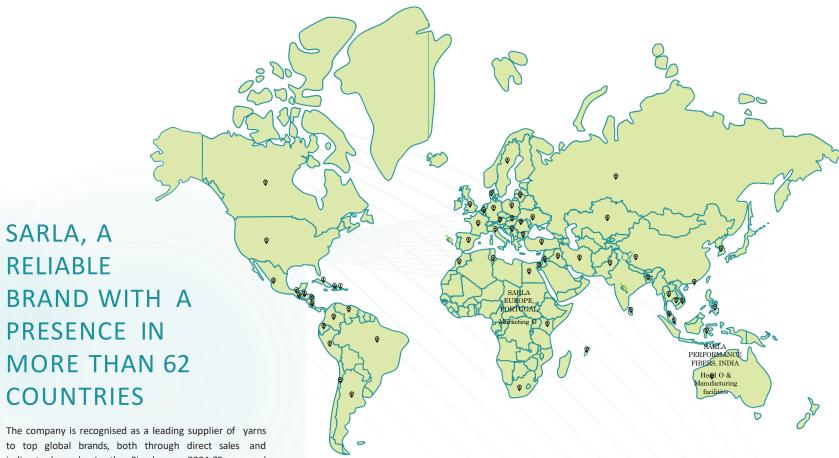
### **KEY MILESTONES**





### **GLOBAL PRESENCE**





• Represents

SARLA, has strong presence in more than 62 countries. Additionally, the company has a stepdown subsidiary named Sarla Europe, LDA, based in Portugal, which serves the European and South American markets. Throughout our journey, Sarla has expanded its footprint through enhancing existing facilities in India and venturing into new overseas installations. This expansionary drive serves our core aim - to be close to our customers, ensuring swift and ef service delivery. Our global presence spans across key international destinations, bolstered by a robust clientele hailing from major countries worldwide.

to top global brands, both through direct sales and indirect channels. In the Fiscal year 2024-25, around 72% of the company's revenue came from clients with a longstanding relationship of Five years or more. SARLA primarily markets its yarns directly while also utilising trade intermediaries. Renowned for its reliability, consistent performance, and a favorable balance of affordability and quality, the Sarla brand enjoys a strong reputation in the industry.

FY 2024-25

56.42%

ues by phy tic

Revenues by geography 42.79% Domestic 57.68% International

### NATURAL CAPITAL

"SPFL will pursue knowledge, practices, and decisions encouraging environmentally friendly and ecologically responsible manufacturing operations which will help protect the environment and sustain its natural resources for current and future generations."

- Krishna Jhunjhunwala Managing Director

#### **ENERGY CONSERVATION**

- A program has been implemented to replace lighting in the manufacturing facilities with more energy efficient lamps.
- Where feasible, less efficient motors have been replaced with new less energy consuming motors on the manufacturing machines.
- Utilizing energy generated by recently set up wind power plants.

#### RECYCLING

- Cardboard cartons, manufacturing process waste (polyester and nylon), and damaged plastic products such as cones and tubes are recycled.
- Allied material for Sarla's internal processes and in internal transfers between Silvassa and Vapi are reused and recycled.

#### SARLA'S DYE HOUSE & DYEING PROCESS

- Sarla's dye house is equipped with a system to be energy efficient.
- The dyeing machines and the dyeing process is designed to reduce water and energy consumption.
- **4** All process water used in dyeing is treated before returning it safely to the environment.
- **≪** Eco-friendly steam boiler.

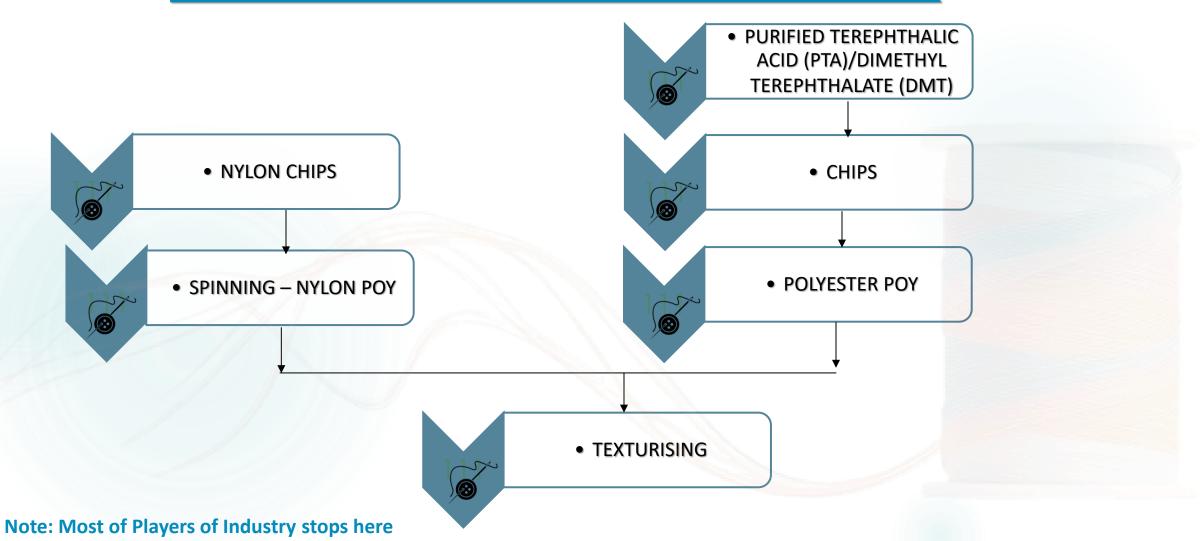


As part of its commitment to social responsibility and environmental contribution. the company's diversified into wind power generation. This initiative materialised with the installation of the company's first 1.25 MW wind turbine generator in Gujarat in 2009. Expanding this commitment, a second WTG was commissioned in Maharashtra on March 31st, 2011. The year 2012 witnessed Sarla's further strides in this direction, of the additional WTGs in Maharashtra, culminating in a total wind power the states of Maharashtra and Gujarat. Beyond these borders, Sarla extended its footprint to Madhya Pradesh in 2015, introducing 2 new wind turbines to MW. Building on this momentum, 2016 saw the commissioning of 3 additional

8 turbines that collectively contribute 12.75 MW to wind power generation an impactful stride towards fostering a greener and more environmentally friendly nation. Our Company has further invested in Solar Panels with a total installed capacity of 1.40 MW, enabling us to produce around 14 Lacs units of clean electricity annually.



### FLOW CHART OF INDUSTRY -MAN MADE YARN





### FLOW CHART OF OUR MANUFACTURING PROCESS



**NYLON CHIPS** 

SPINNING – NYLON POY



**POLYESTER POY** 



**TEXTURISNG** 

TWISTING /HIGH BULK TWISTING

DYEING

COVERING





**NYLON HT 6/66 CHIPS** 



FD 6/66



### FLOW CHART OF OUR MANUFACTURING PROCESS



**NYLON CHIPS** 

SPINNING – NYLON POY



**POLYESTER POY** 









**TEXTURISNG** 

TWISTING /HIGH BULK TWISTING

**DYEING** 

**COVERING** 







## **RANGE OF PRODUCTS SARLA IS OFFERING**

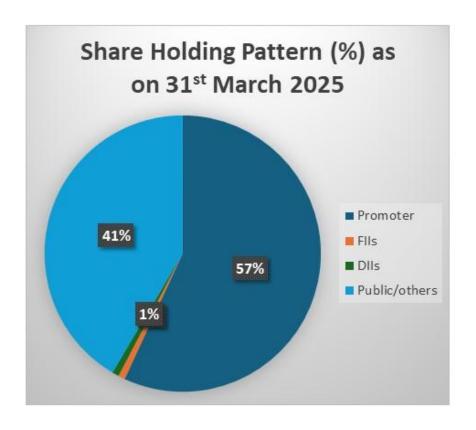
	TEXTURIZING	TWISTING & HIGH BULK	HIGH TENACITY	DYEING	COVERING
	Sarla holds the position of being the foremost vertically integrated producer of textured sewing threads in India.	Sarla is one of largest producer of Twisted & High bulk yarn with 150 different moulds of dye tube carriers customized to individual customers dye house.	Sarla holds the distinction of pioneering High Tenacity Nylon 6 and 66 spinning capacity in India, dedicated to sewing and various other applications	Sarla manufactures over 250 distinct types of value-added yarns and threads, offering an impressive palette of 5000 color shades.	Sarla has invested in establishing the largest manufacturing capacity for air covered and conventional covered yarns in India.
Revenue Contribution	20%	15%	25%	25%	15%
EBIDTA Margins in %	12-14%	14-16%	22-24%	20-22%	24-26%



ISIN	INE453001025				
SYMBOL	SARLAPOLY				
CURRENT PRICE	95.91				
52-WEEK H/L (Rs)	132.35/55.60				
MCAP (Rs CRORES)	800.88				
SHARES OUTSTANDING ( No.)	83503000				
FREE FLOAT MCAP (Rs CRORE)	318.45				
FACE VALUE (RE.)	1				









### **KAL- THE PAST 5 YEARS**

PERIOD	VOLUME IN TONS	SALES IN RS CR	EBIDTA IN RS CR	EBIDTA MARGIN%
1st April 2020 - 31st March 2021	10103	244.99	53.90	22.00
1st April 2021 - 31st March 2022	13298	410.90	75.47	18.37
1st April 2022 - 31st March 2023	12267	377.71	54.72	14.49
1st April 2023 - 31st March 2024	12411	368.64	59.22	16.06
1st April 2024 - 31st March 2025	13730	409.23	89.44	21.86
FY21-FY25 CAGR	7.97	13.69	13.50	

ALL ABOVE NUMBERS ARE FOR YARN SALES ONLY.



### THE FINANCIAL HEALTH OF OUR BUSINESS

PARTICULARS	FINANCIAL YEAR 2025	FINANCIAL YEAR 2024	FINANCIAL YEAR 2023	FINANCIAL YEAR 2022	FINANCIAL YEAR 2021
Revenues (₹ Crore)	427	383	387	431	258
EBITDA (₹ Crore)	115	79	67	95	73
Net Profit (₹ Crore)	62	33	21	46	27
EBITDA Margin (%)	27	21	17	22	28
EPS	7.47	3.94	2.56	5.54	3.14
Net Worth (₹ Crore) (Standalone)	518	468	395	389	342
ROCE (%)	11	9	7	13	10



# AAJ – QUARTERLY- FY25 V/S FY24

STANDALONE			2025					2024	400	
In Rs. Crores	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue	110.54	113.89	99.93	99.31	423.67	85.09	95.79	95.94	105.34	382.16
EBIDTA margin in%	27.41%	30.03%	23.61%	17.71%	24.94%	21.84%	19.24%	20.11%	21.17%	20.57%
EBIDTA	30.30	34.20	23.59	17.59	105.68	18.58	18.43	19.29	22.30	78.60
Other income	10.67	12.11	-0.40	2.02	24.40	6.05	5.46	5.51	3.38	20.40
Interest	1.93	2.11	2.58	4.02	10.64	1.31	1.45	1.42	1.64	5.82
Depreciation	5.87	6.15	6.36	5.94	24.32	5.77	6.00	5.79	5.73	23.29
PBT	22.49	25.94	14.65	7.63	70.71	11.51	10.98	12.08	14.92	49.49
PAT	16.83	15.01	11.85	6.15	49.84	8.61	8.22	9.04	11.29	37.16
							)			
CONSOLIDATED			2025					2024		
In Rs. Crores	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue	110.78	113.91	102.08	100.33	427.10	85.30	95.85	96.26	105.84	383.25
EBIDTA margin in%	27.37%	30.08%	25.16%	24.19%	26.82%	21.64%	19.79%	19.48%	21.37%	20.56%
EBIDTA	30.32	34.26	25.68	24.27	114.53	18.46	18.97	18.75	22.62	78.80
Other income	10.86	12.13	-0.38	2.58	25.19	6.05	5.56	5.73	3.61	20.95
Interest	1.93	2.11	2.58	4.02	10.64	1.31	1.45	1.42	1.64	5.82
Depreciation	6.04	6.33	6.53	6.12	25.02	7.96	8.21	5.82	5.91	27.90
PBT	22.37	25.81	16.54	14.14	78.86	9.20	9.31	11.52	15.06	45.09
PAT	16.71	19.28	13.75	12.62	62.36	6.30	6.52	8.48	11.42	32.72



### **KAL-NEXT 5 YEARS**

	2025	2030
Domestic industry Size in USD billion	140	250
Indian export in USD billion	35	100
Total Industry in USD billion	175	350
* 2030-as projected by the Indian Government	ASSESSED	

\* 2030-as projected by the Indian Government

India's textiles sector projected to reach \$350 billion by 2030: Centre, ET Retail

We are confident of achieving textile export target of USD 100 billion by 2030: Shri Piyush Goyal

# **THANK YOU**