



NITIN SPINNERS LTD.



REF: NSL/SG/2021-22
May 10, 2021

BSE Ltd.

Department of Corporate Services
PhirozeJeejeebhoy Towers
Dalal Street
Mumbai – 400 001

National Stock Exchange of India Limited
Exchange Plaza,
BandraKurla Complex
Bandra (E),
Mumbai – 400 051.

Company Code – 532698

Company ID - NITINSPIN

Sub. : Investors' Presentation on the Financial Results for the Quarter and Year ended 31st March, 2021 in pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015

Dear Sir/ Madam,

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations 2015, please find attached copy of Investors' Presentation on the Financial Results for Quarter and Year ended 31st March, 2021. The same is also available on the website of the Company www.nitinspinners.com.

This is for your information & records please.

Thanking you,
Yours faithfully,

For-Nitin Spinners Ltd.

(Sudhir Garg)

Company Secretary & GM (Legal)

Encl. a/a

CIN. : L17111RJ1992PLC006987

Regd. Office & Plant : 16-17 Km. Stone, Chittor Road, Hamirgarh, Bhilwara (Raj.) 311 025

Tel. : 286110 to113, Fax : 91-1482-286114 & 117

E-mail : nsi@nitinspinners.com, Website : www.nitinspinners.com

SUPIMA®
WORLD'S FINEST COTTONS



ISO 14001:2015
Environmental
Management

OHSAS 18001:2007
Occupational
Health and Safety
Management

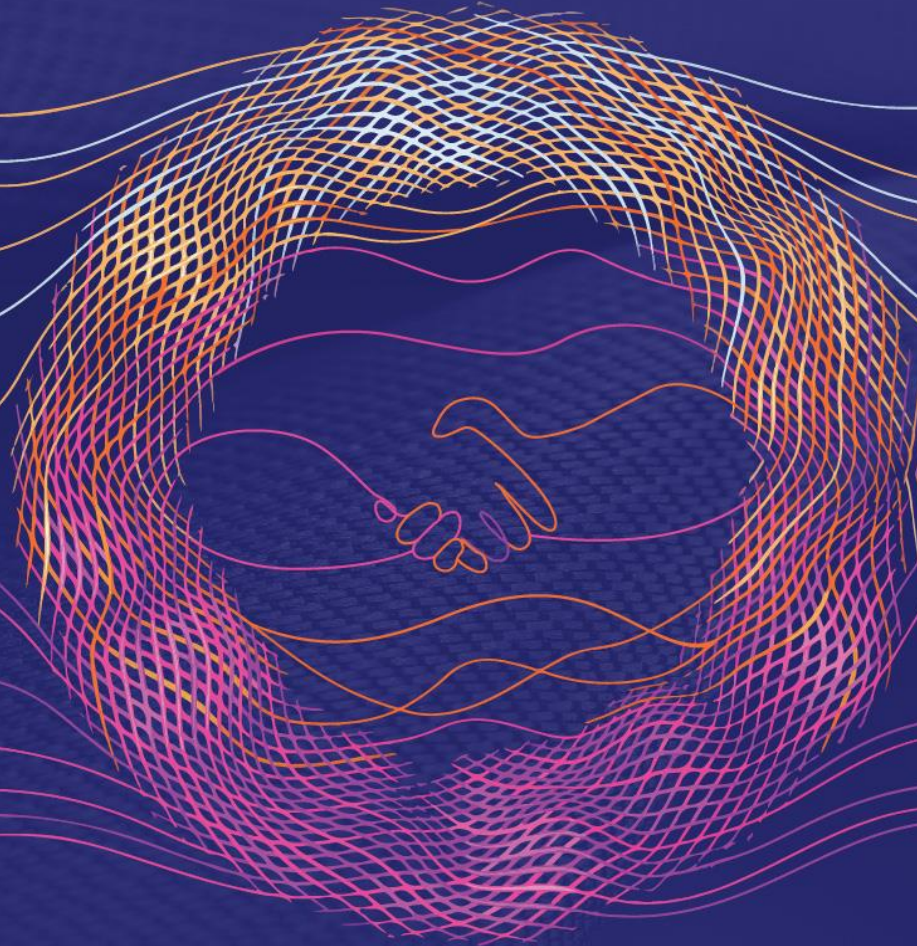
EnMS 50001:2011
Energy
Management

SA 8000:2014
SOCIAL
ACCOUNTABILITY



USTERIZED®

Nitin Spinners Limited



Investors Presentation
May 2021

Enduring
commitment
towards Excellence

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Financial Highlights



- Maintained Topline and Bottom-Line growth despite pandemic times
- Firmly established new products i.e. Blended Yarns and finished woven fabrics
- Finished Woven fabrics are being supplied to well known international and domestic brands

- Q4 FY21 Revenue up by 34.6% YoY, owing to better realization and increased Exports
- Q4 FY21 EBITDA up by 91.5% YoY, owing to stringent cost control measures
- Q4 FY21 PAT up by 557.1% YoY
- Cash EPS more than doubled to Rs. 11.55 in Q4 FY21 from Rs. 5.50 in Q4 FY20

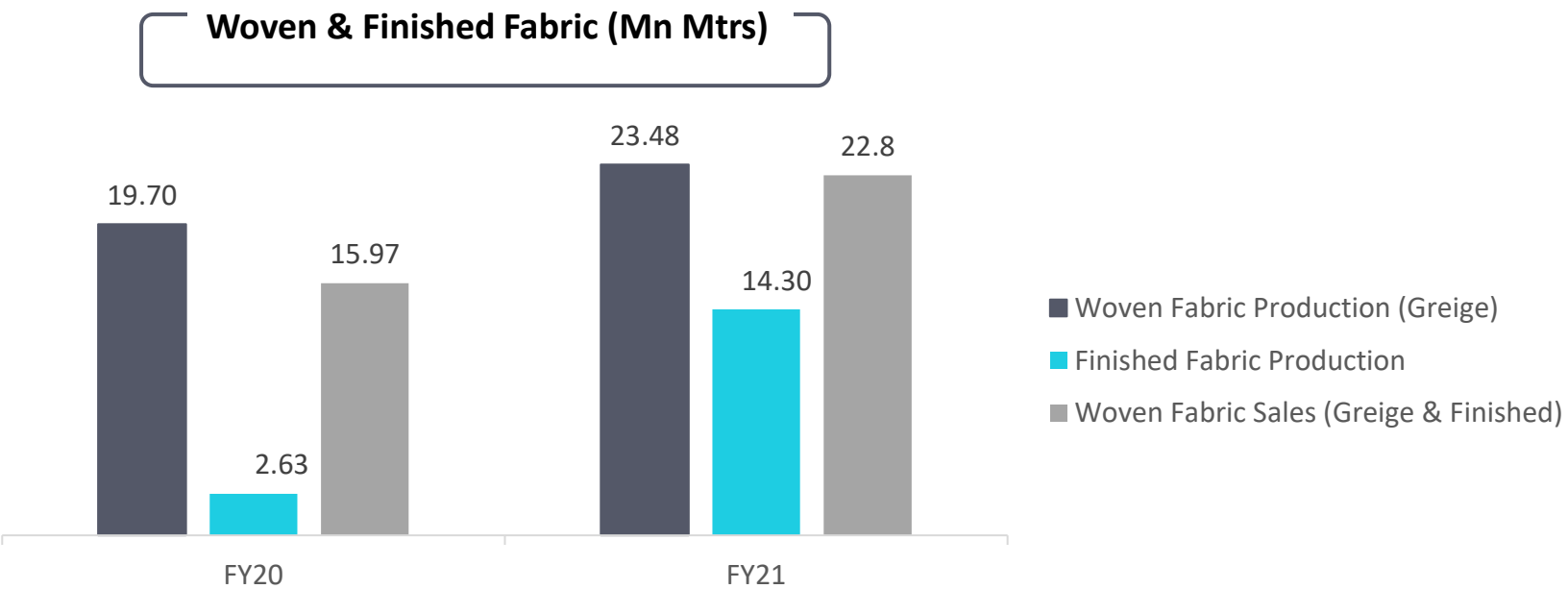
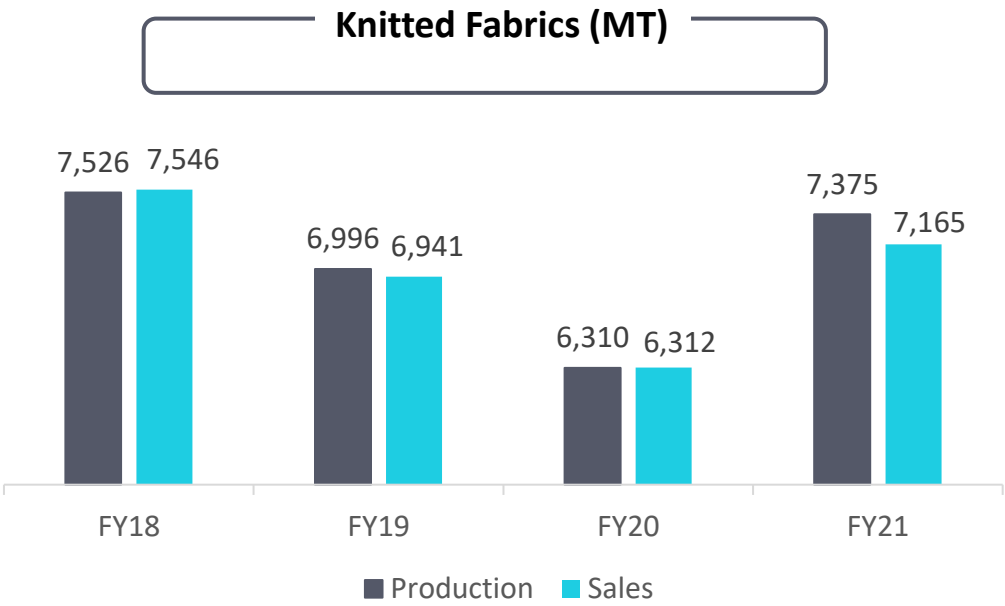
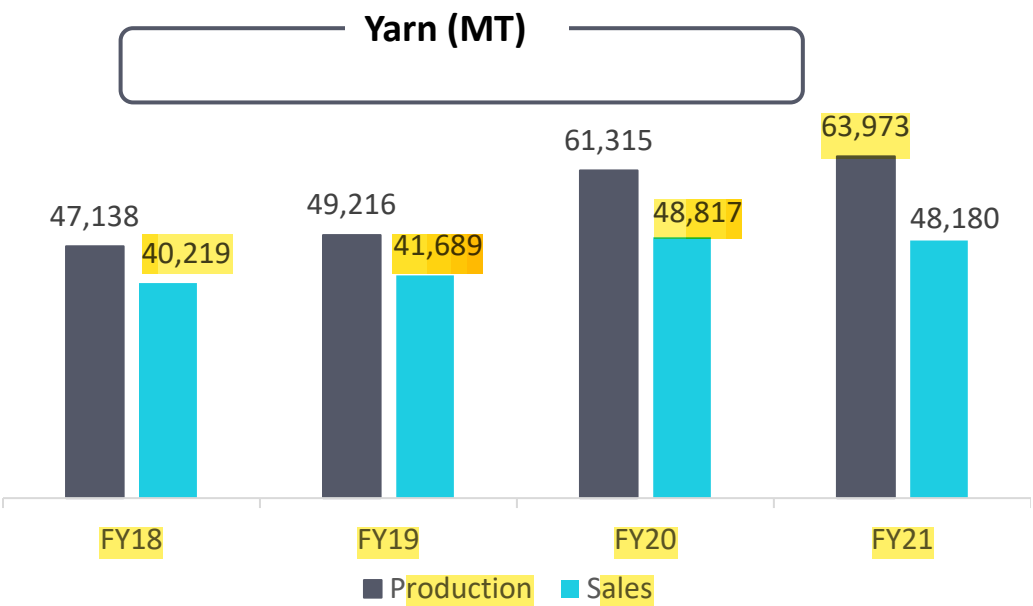


Achieved highest ever Turnover and Profits during the year

- FY21 Revenue up by 13% YoY, crossed Rs. 1,000 cr of Export turnover during year, i.e. ~US\$ 140 million
- FY21 EBITDA Rs. 257 cr, up by 52% YoY from Rs. 170 cr in FY20
- FY21 PAT Rs. 69 cr, up by 189% YoY from Rs. 24 cr in FY20
- Achieved Cash EPS of Rs. 28.44 in FY21, up by 53% from Rs. 18.60 in FY20
- Long-Term Debt to Equity ratio reduced from 1.4 to 1
- The Board of Directors have recommended dividend of 15% (Rs. 1.50 per share) for FY21



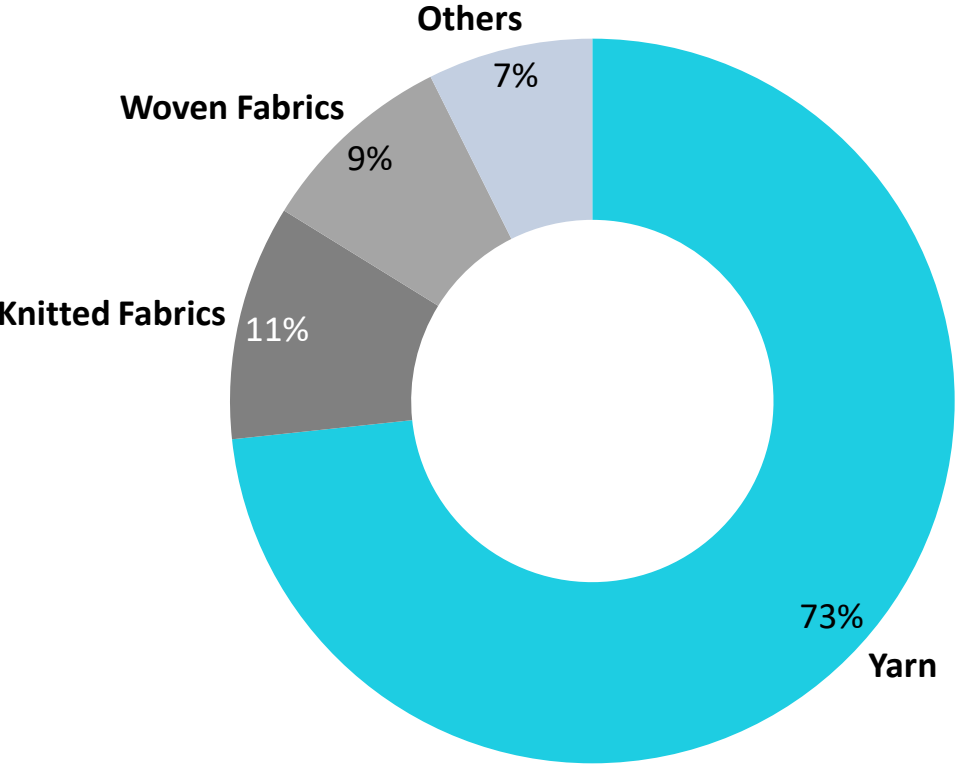
Operational Matrix – Production & Sales Volumes



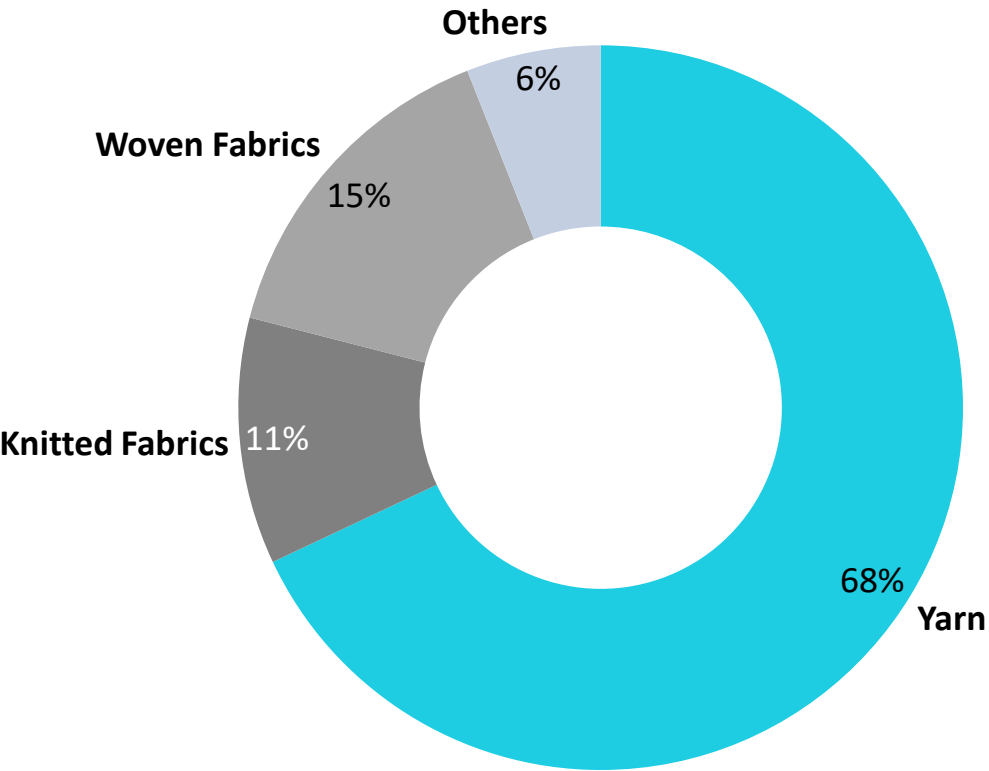
Growing contribution of Value-added while focusing on Core



FY 19-20



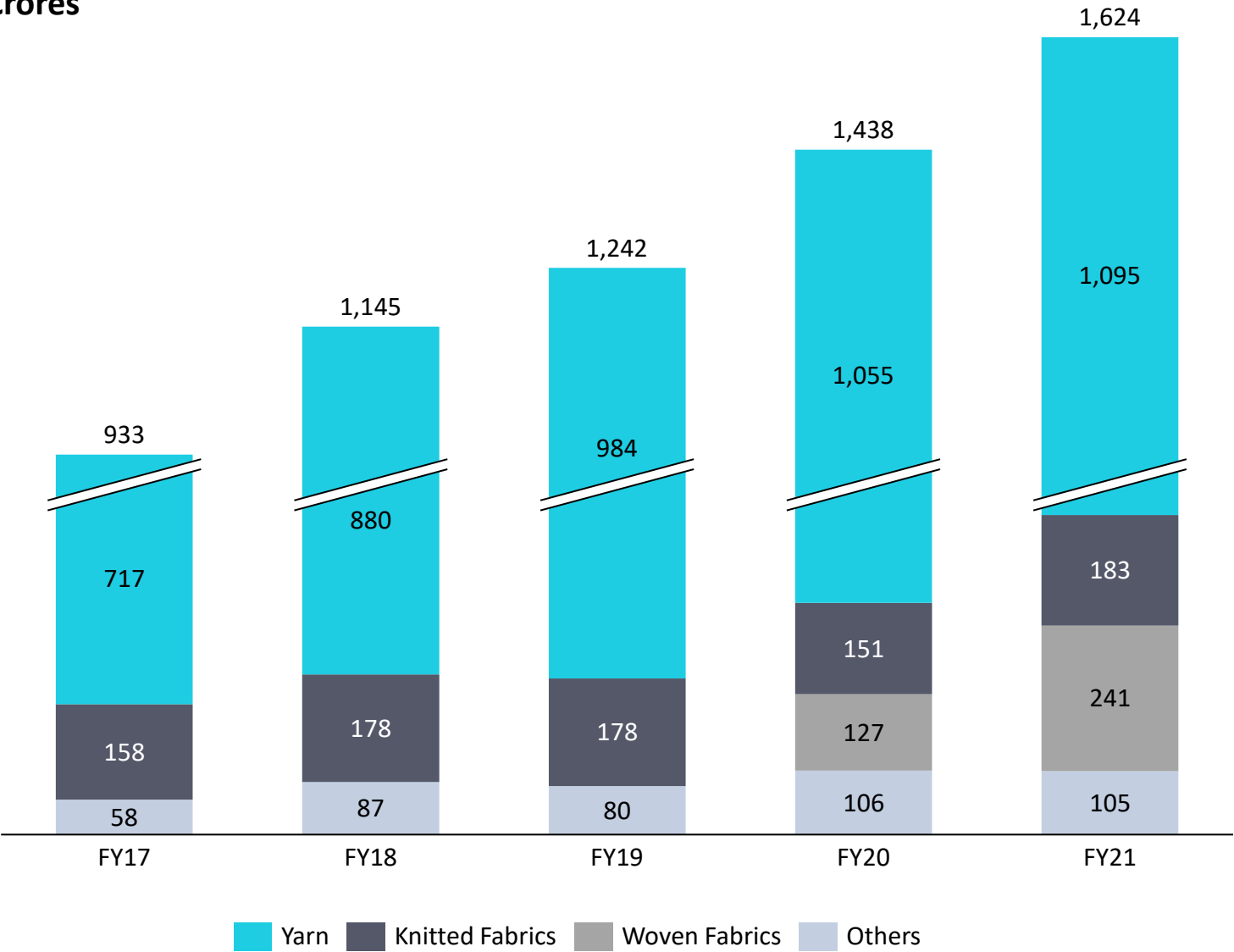
FY 20-21



Growing contribution of Value-added while focusing on Core

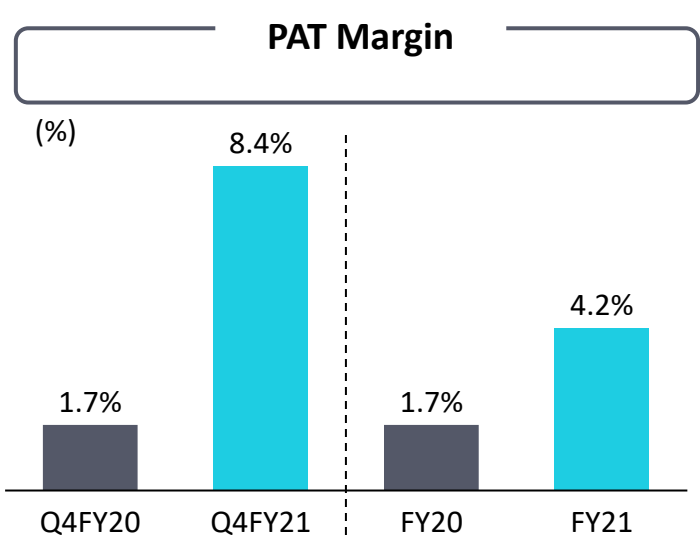
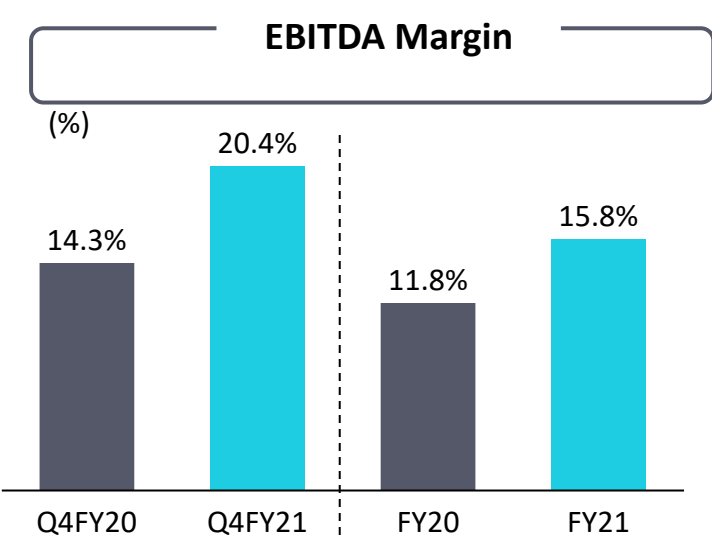
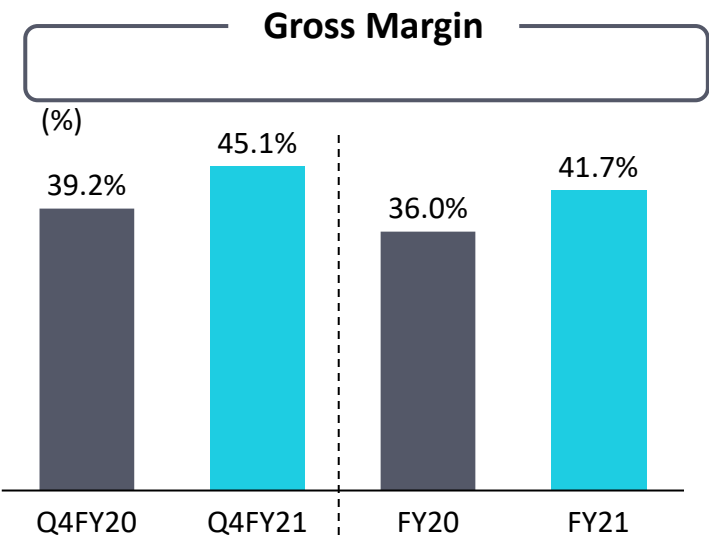
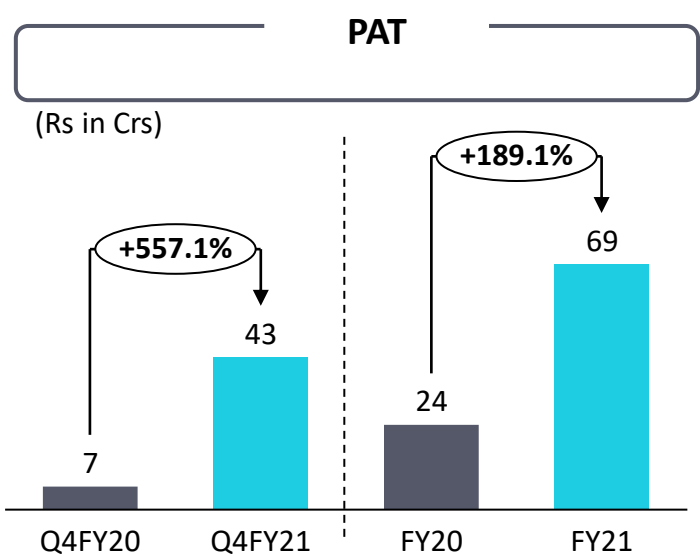
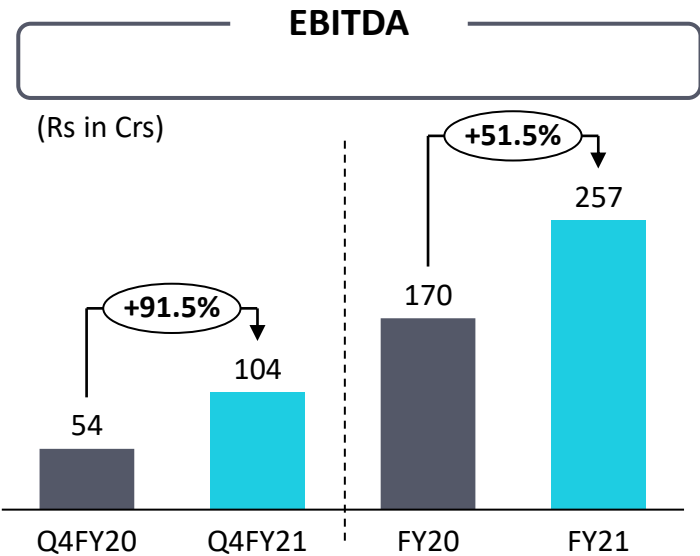
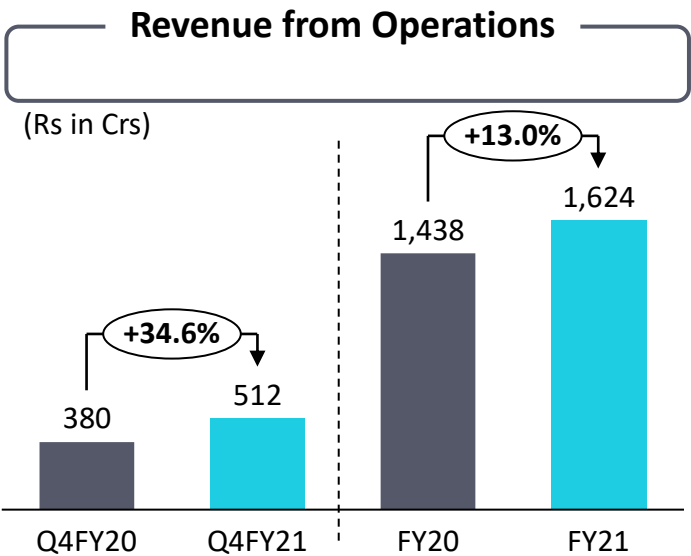


Rs in Crores



- Steady increase in sales of Yarn over FY17-FY21
- Added the value-added segment of Woven fabrics and Finished Fabrics in FY20
- Achieved sales of 22.8 mn Meters of Woven Fabric in FY21 contributing to 15% of revenue in FY21
- Value-added segments have higher profitability

Quarterly Financial Highlights



Profit and Loss Statement

Particulars (Rs. Crores)	Q4FY21	Q4FY20	Y-o-Y	FY21	FY20	Y-o-Y
Revenue from Operations	512	380		1,624	1,438	
Total Revenue	512	380	34.6%	1,624	1,438	13.0%
Cost Materials Consumed	304	232		972	922	
Change in Inventories	-23	0		-26	-2	
Total Overheads	281	231		946	920	
Gross Margin	231	149	55.0%	678	518	30.8%
Gross Margin (%)	45.1%	39.2%		41.7%	36.0%	
Employee Expenses	30	28		112	94	
Other Expenses	97	67		309	254	
EBITDA	104	54	91.5%	257	170	51.5%
EBITDA Margin (%)	20.4%	14.3%		15.8%	11.8%	
Depreciation	22	24		91	81	
Other Income	0	1		2	2	
EBIT	82	31	168.8%	168	91	84.3%
EBIT Margin (%)	16.1%	8.1%		10.4%	6.3%	
Finance Cost	16	21		62	56	
Profit Before Tax	66	10	569.0%	107	36	198.8%
Profit Before Tax%	13.0%	2.6%		6.6%	2.5%	
Tax	24	3		38	12	
Profit After Tax	43	7	557.1%	69	24	189.1%
PAT Margin (%)	8.4%	1.7%		4.2%	1.7%	
EPS (As per Profit after Tax)	7.62	1.16		12.25	4.24	
Cash EPS	11.55	5.50		28.44	18.60	

Balance Sheet

Particulars (Rs. Crores)	FY21	FY20	FY19	FY18	FY17
ASSETS					
Non-current assets	1,073	1,156	1,015	582	617
Property, Plant and Equipment	1059	1138	523	569	613
Capital work-in-progress	2	0	468	4	-
Intangible Assets	1	2	0	0	0
Other non-current assets	12	16	23	8	4
Current assets	603	489	421	346	268
Inventories	355	265	228	205	170
Financial Assets					
(i) Trade receivables	166	153	121	88	48
(ii) Cash and cash equivalents	0	0	3	0	1
(iii) Bank balances other than (ii)	1	0	0	0	0
(iv) Other Financial Assets	1	0	3	0	3
Current Tax Asset (Net)	0	1	0	0	0
Other Current Assets	81	70	67	52	46
TOTAL	1,676	1,645	1,436	929	885

Particulars (Rs. Crores)	FY21	FY20	FY19	FY18	FY17
EQUITY AND LIABILITIES					
EQUITY	563	494	483	417	264
Equity Share Capital	56	56	56	56	46
Other Equity	507	438	426	361	218
Non-Current Liabilities	637	726	660	336	411
Financial Liabilities					
(i) Borrowings	564	676	619	311	389
(ii) Other Financial Liabilities	0	0	0	0	0
Deferred Tax Liabilities (Net)	54	33	30	17	14
Provisions	20	17	12	9	8
Current liabilities	476	425	293	176	210
Financial Liabilities					
(i) Borrowings	283	287	185	88	112
(ii) Trade Payables	55	41	35	26	18
(iv) Other Financial Liabilities	126	91	66	58	75
Other Current Liabilities	7	4	3	2	4
Provisions	2	2	1	1	1
Current tax liabilities (net)	4	0	3	1	0
TOTAL	1676	1,645	1,436	929	885

Cash Flow Statement

Particulars (Rs. Crores)	FY21	FY20	FY19	FY18	FY17
Operating profit before working capital changes	260	172	181	158	134
Changes in working capital	-89	-64	-59	-76	-65
Cash generated from Operations	171	108	123	81	69
Direct taxes paid (net of refund)	(16)	(10)	(19)	(15)	(16)
Net Cash from Operating Activities (A)	155	98	104	66	54
Net Cash from Investing Activities (B)	-11	-217	-483	-20	-241
Net Cash from Financing Activities (C)	-144	116	382	-47	188
Net change in Cash & Cash Equivalents	0	-3	3	-1	1

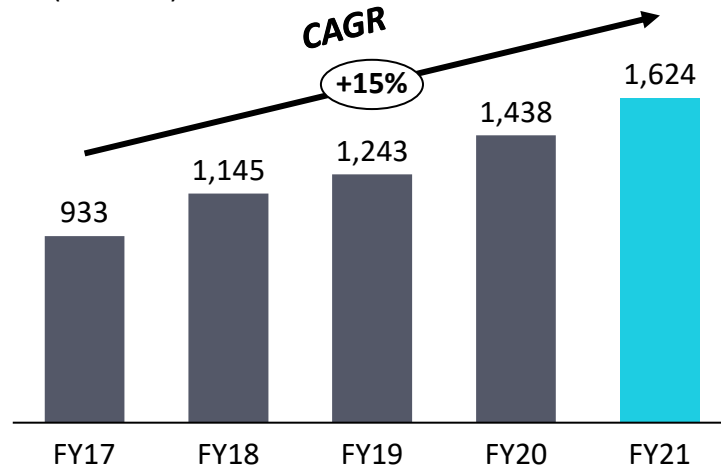
Historical Profit and Loss Statement

Particulars (Rs. Crores)	FY21	FY20	FY19	FY18	FY17
Revenue from Operations	1,624	1,438	1,243	1,145	933
Total Revenue	1,624	1,438	1,243	1,145	933
Cost Materials Consumed	972	922	789	714	617
Change in Inventories	-26	-2	-7	13	-28
Total Overheads	946	920	781	728	589
Gross Margin	678	518	461	418	344
Gross Margin (%)	41.7%	36.0%	37.1%	36.5%	36.9%
Employee Expenses	112	94	68	61	52
Other Expenses	309	254	215	202	159
EBITDA	257	170	178	155	133
EBITDA Margin (%)	15.8%	11.8%	14.3%	13.5%	14.3%
Depreciation	91	81	55	56	42
Other Income	2	2	3	2	1
EBIT	168	91	126	101	93
EBIT Margin (%)	10.4%	6.3%	10.2%	8.8%	9.9%
Finance Cost	62	56	29	30	22
Profit Before Tax	107	36	97	71	70
Profit Before Tax%	6.6%	2.5%	7.8%	6.2%	7.5%
Tax	38	12	33	19	13
Profit After Tax	68.87	24	64	52	57
PAT Margin (%)	4.2%	1.7%	5.2%	4.6%	6.1%
EPS (As per Profit after Tax)	12.25	4.24	11.43	10.56	12.51
Cash EPS	28.44	18.61	21.17	21.89	21.60

Historical Financial Highlights

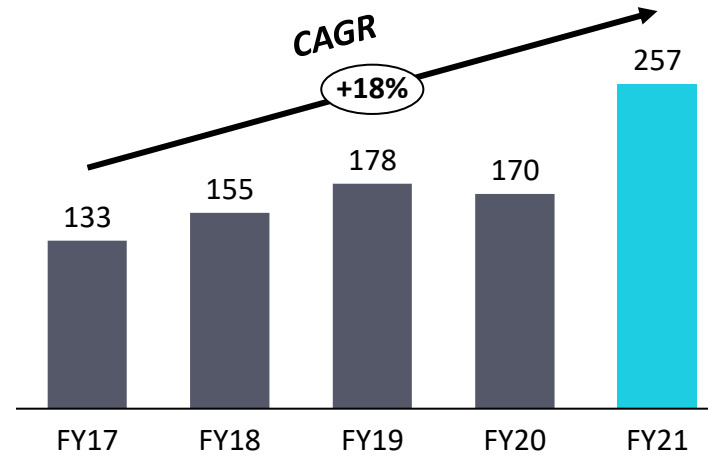
Revenue from Operations

(Rs in Crs)



EBITDA

(Rs in Crs)



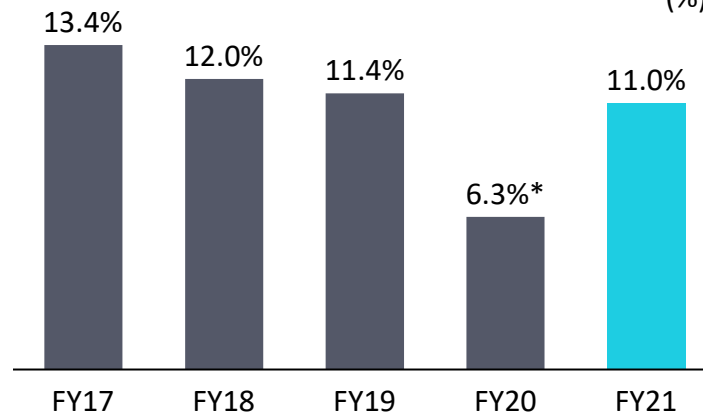
PAT

(Rs in Crs)



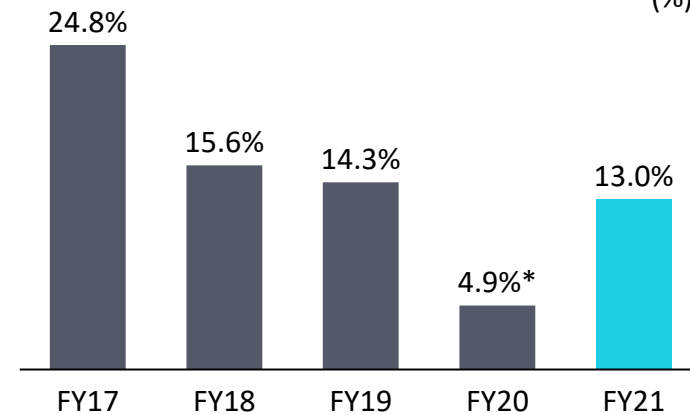
Average ROCE

(%)



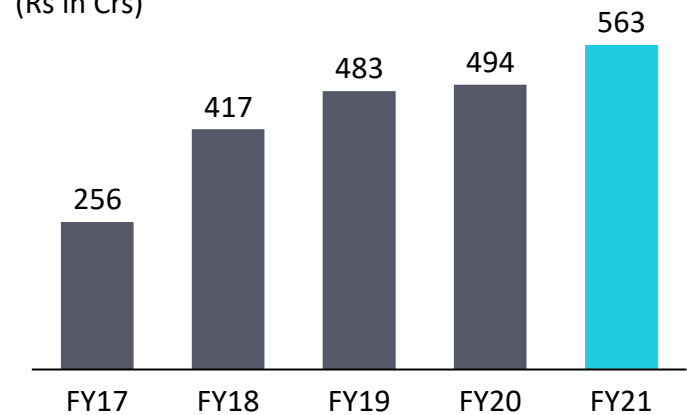
Average ROE

(%)



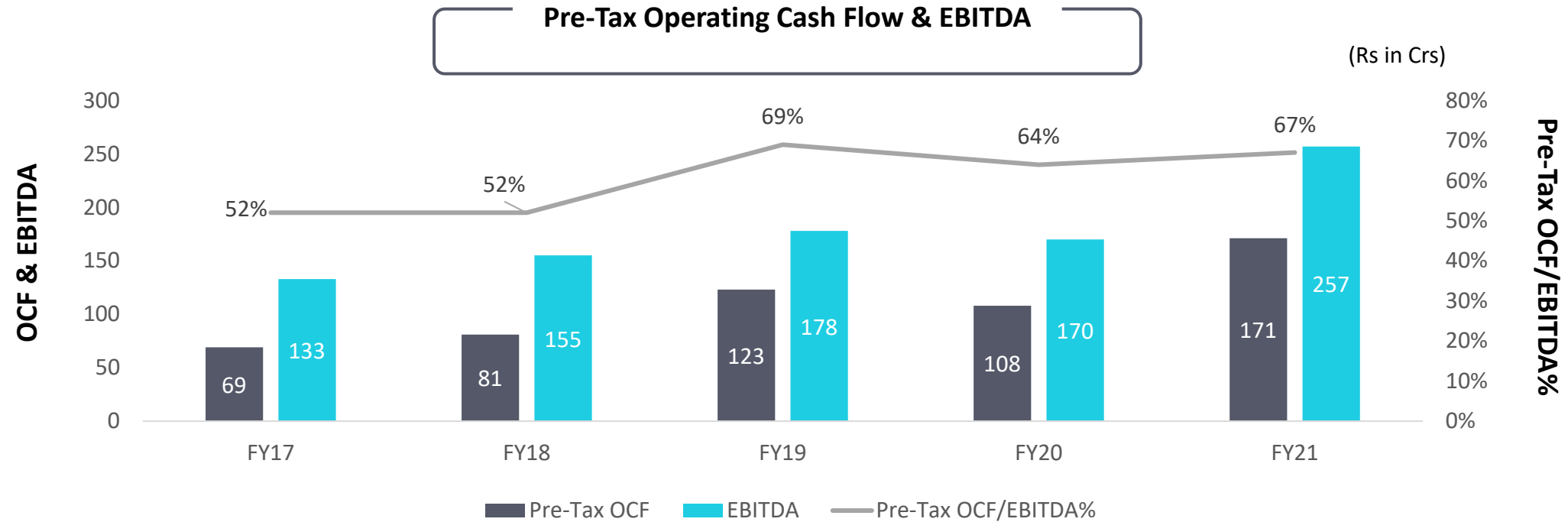
Net Worth

(Rs in Crs)



* On account of major expansion under execution, 2020 Capital Ratios impacted

Strong Operating Cash Flows



- Witnessed consistent growth in Cash flows from operations and Cash EPS
- Achieved robust Operating Cash Flows in the year of challenges and disruption
- Witnessed CAGR growth of 19.89% over 2017 - 2021



Company Overview

A Resilient Organisation



India's Leading manufacturer of Cotton & Blended Yarn, Knitted Fabrics, Greige and Finished Woven Fabrics



Established in 1992



FY21 Revenue: Rs. 1624 Crs



Integrated operations with focus on value addition, diversified product range, cost efficiency, quality and customer service



Headquartered in
Bhilwara (Rajasthan)



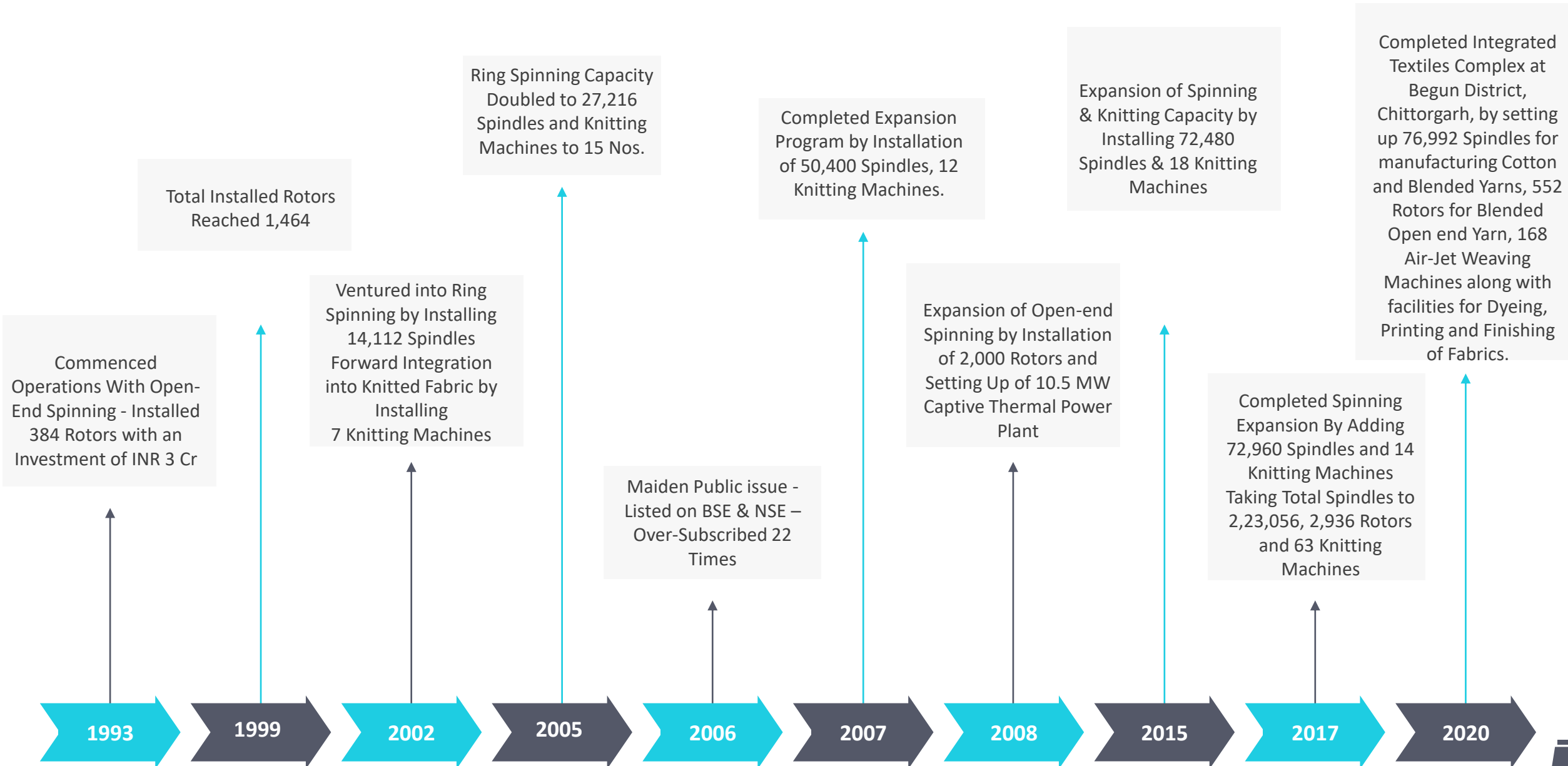
5,000+ Employees



Presence in 60+ countries
across the Globe




Our Journey








Cost Efficient Operating Model


- 

01 Our best in-class technology and state-of-art machineries results in cost efficiency, faster turn around and further enhances our efficiency quotient
- 

02 Our ability to reprocess the waste and use that as an input does additional savings of raw material
- 

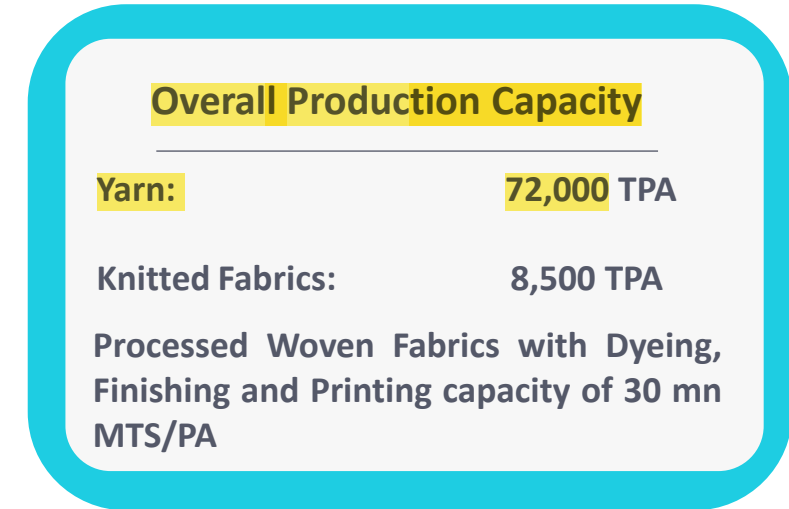
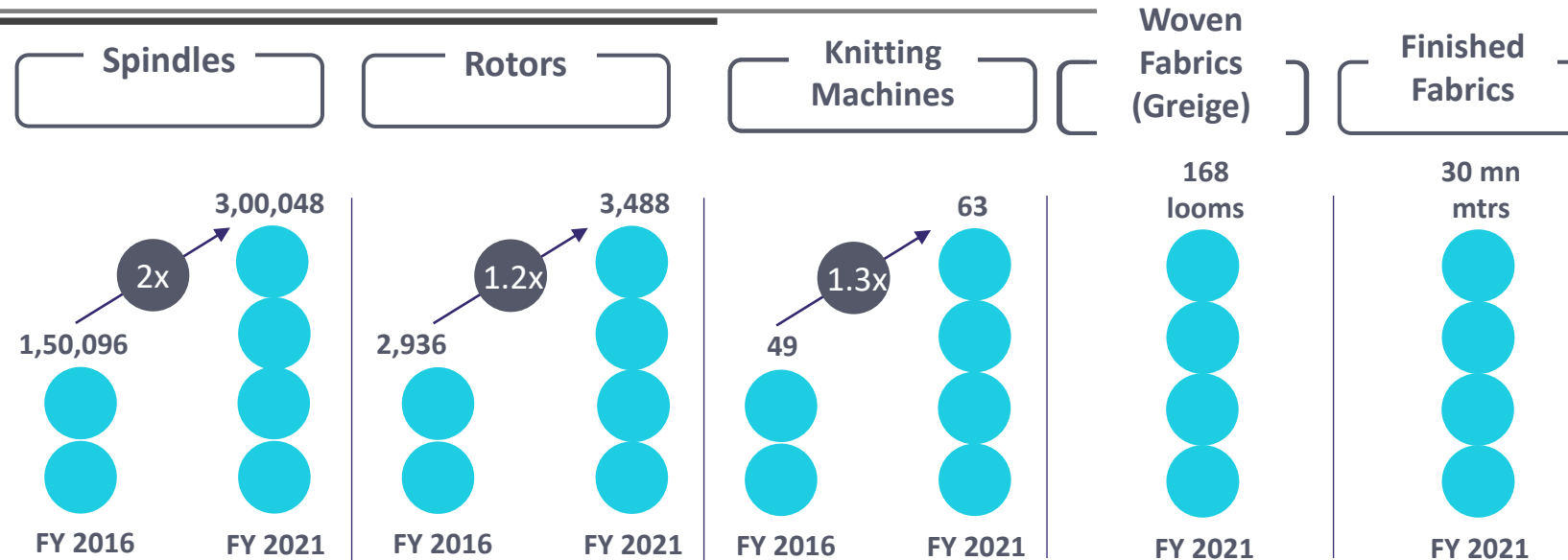
03 Captive solar power and generators helps in reducing power cost and ensures Consistent power supply
- 

04 With its focused endeavors and strong research and development, the company has been successful in developing value-added products
- 

05 Our plants are located on national highways and in proximity to ports and cotton-producing areas which helps us in saving the transportation cost and quick delivery turnaround
- 

06 Large availability of cotton within 250km radius with production of nearly 10 lakh bales of cotton

Integrated Operations – Fibre to Finished Fabrics



VALUE-CREATION PROCESS



Quality Cotton Procurement
 Sourcing of raw material as per strict Quality parameters



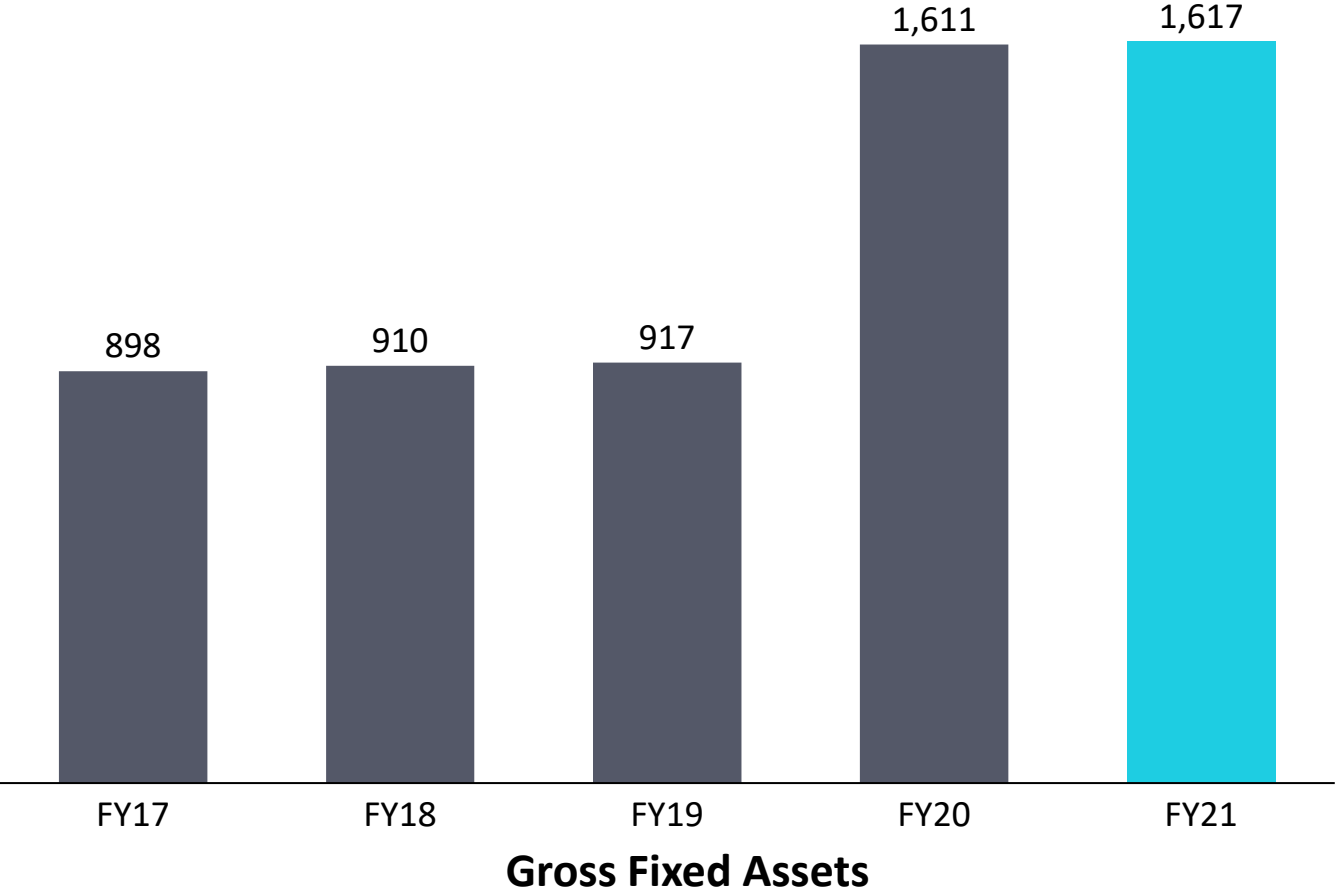
R&D trials undertaken produce wide range of Yarns and Fabrics
 Cotton & Blended Yarn
 Knitted and Woven Finished Fabrics
 Taking Customer feedback inculcating development of the product



Reaching out to customers across India and abroad through strong distribution network

Steadily Expanding the assets Portfolio by adding plants to focus on Value-added Products

Rs in Crores



Increasing contribution of
VALUE-ADDED PRODUCTS



**CATER to INTERNATIONAL
MARKETS**



Most of capex eligible for
State Investment subsidy ,
leading to better ROE

Wide Product Range & End-User Application

Products

Offerings

1

Yarn

The company offers a wide range of products to cater varied customer needs and end user application

100% cotton and blended Ring spun Combed and carded yarns, Open end yarns, Compact yarns, Slub yarns, core spun yarns, multifold yarns made from Supima, Organic, BCI cotton etc , Count range 6 to 100s

2

Knitted Fabric

An extensive portfolio of knitted fabrics to meet the rising demand of high quality fabrics in the global apparel industry

Single jersey, Open width with Elastene, 3 t fleece, interlock, Rib etc

3

Finished Woven Fabrics

A complete range of Dyed and Printed Fabrics for Fashion, Apparel and work wear industry

100% Cotton & Cotton Blends in Piece dyed, Printed, Yarn Dyed variations in different weaves and Finishes including special finishes

End-User Applications



Woven Apparel



Knitted Apparel



Furnishing Fabrics



Denims



Terry Towel



Medical Fabrics



Tea Bags



Bed Linen



Inner Wear



Comfort Wear



Sports Wear



Baby Wear



Winter Wear



Masks



Fashion and Image Wear



Uniform



Health Care Apparel



Hotel Apparel

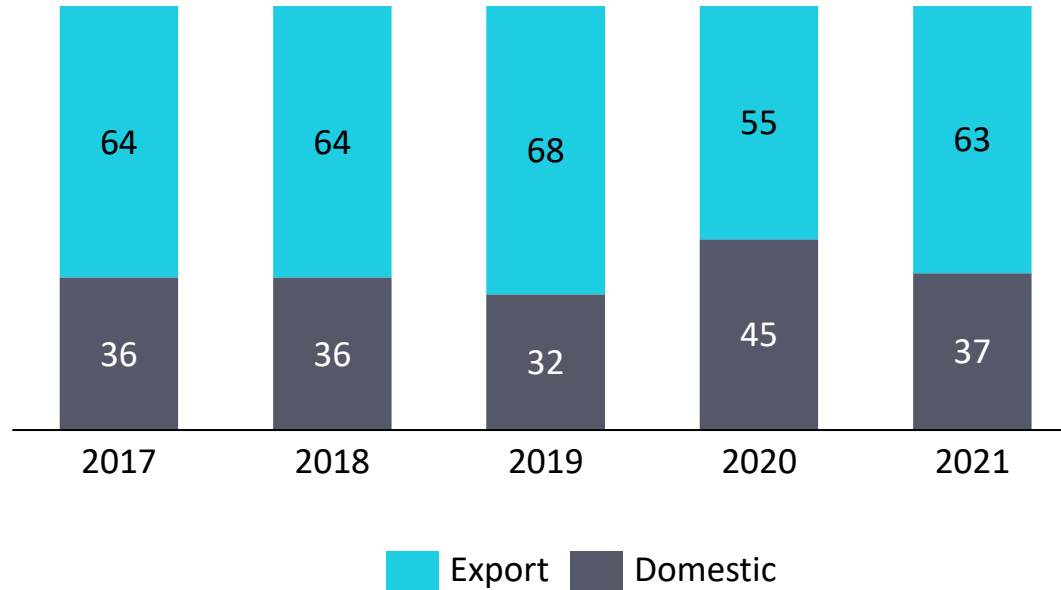


Industrial and Protective Wear

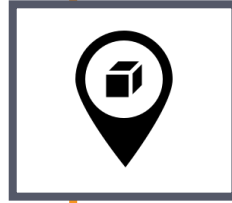


Defence Wear

Geographical Distribution of Revenue %

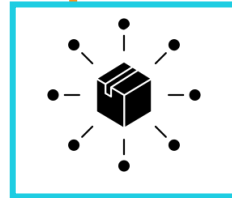


- Crossed Rs. 1,000 crore turnover from Exports during the fiscal ended FY21
- Strong R&D on developing value-added products combined with systematic processes and robust distribution network has allowed us to create value for both global and domestic client base
- The company exports more than 63% of its production to over 60 countries across the globe. However, the company has started to focus on domestic market, in view of increased domestic consumption and per capita spend on clothing in India



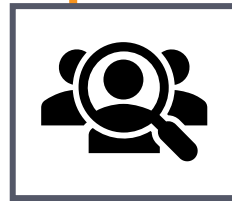
INDIA, A PREFERRED PARTNER

Overseas end-user textile and apparel players prefer to source their yarn and fabrics requirements from India



PRESENCE IN VALUE ADDED FABRICS

Our foray into the Finished Fabric segment has allowed us to tap the exciting growth prospects into this space and further strengthen our foothold in the International Fashion Arena



FOCUSED CUSTOMER SERVICE

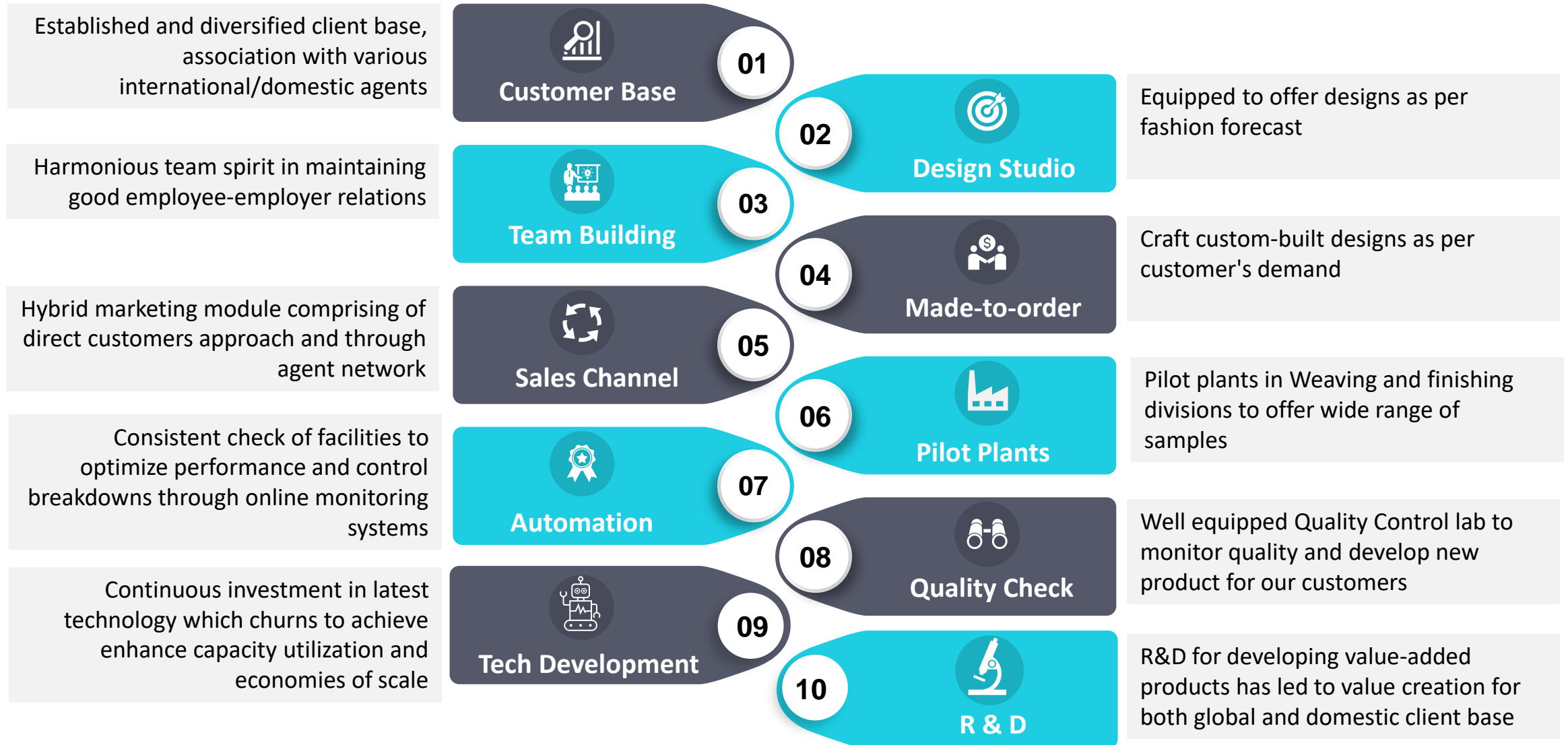
The company has always remained committed to customer service by timely delivery, offering wide basket of products and best in class after sale service.



STRONG TECHNOLOGICAL CAPABILITIES

Cutting-edge technology, continuous investments in R&D, and international quality standard products have made us one of the leaders in yarn and fabric manufacturing

Fully equipped to add customer value



Our Clientele Base

Domestic

ARVIND
FASHIONING POSSIBILITIES

Raymond

ADITYA BIRLA
FASHION & RETAIL

DONEAR

IDECOR

SHAHI

Siyaram's

BHASKAR
DENIM

WELSPUN INDIA
HOME TEXTILES

TRIDENT
HOME | DECOR | DESIGN

INDIAN
TERRAIN

FLF
FUTURE
LIFESTYLE
FASHIONS

CANTABIL
International Clothing

Himatsingka

International

ZARA

C&A

UNITED COLORS
OF BENETTON.

EMINENCE

H&M

BELLA+CANVAS.
LOS ANGELES

SuperDry

STANLEY/STELLA

Peppermint
fashion

MARCO POLO

NORDSTROM

Growth drivers for textile sector in FY2022

■ Evolving Market Landscape and Business Dynamics

- ▶ **Availability of Raw Materials**, India has advantage of abundant availability of Raw materials i.e., Cotton and Manmade fibers at international competitive prices. This will lead to future growth
- ▶ **Ban imposed by the US** on textile items made from cotton using prison labour in Xinjiang Autonomous Region in September 2020, also presents growth opportunities

■ Policy Support and Challenges

- ▶ **Clarity on the structure and rates of export incentives** in India remains a key development to watch out for in the sector, as it will have a bearing on the competitiveness of India's apparel exports, and help the players plan pricing better
- ▶ The Production Linked Incentives scheme (PLI) for textiles, will create opportunities for further growth for the industry and company.

■ Social Trends and Consumer Sentiments

- ▶ Shift in buying pattern
- ▶ Price Sensitivity
- ▶ E-Commerce surge

OUTLOOK

- Pent up demand, reduced channel inventory, increased consumer confidence together with recovery in economic prospects and overall buying power are estimated to support sales growth in FY 2022 Revenues
- Export demand is likely to be supported by competitive domestic cotton prices and US-China trade issues. With recovery in demand, growth in FY2022 is likely to be driven by volumes as well as realisations
- India being largest producer and exporter of cotton & blended yarn , will be largest beneficiary of demand recovery

Pandemic impacted the sector especially the domestic segment. However, **easing of restrictions and environment dynamics helped pick-up in exports** which led the way to recovery for the company

- ▶ The company is having all quality certification as per International Standards
- ▶ The company has also been certified by OEKOTex, Global Organic Textile Standard (GOTS) which prescribes standards for the processing of fibres from certified organic agriculture
- ▶ The company has also been authorized to use the SUPIMA trademark, Cotton USA, which also certifies that Company is purchasing, consuming or using yarn or fabric made from America Pima cotton that is grown in the United State of America



Our Quality Certifications



Texprocil Awards



Silver plaque for the second highest exports of Cotton Yarn counts 50s and above for the year 2018-19



Bronze Trophy for the third highest exports of Cotton Yarn counts 50s and below under Category II for the year 2015-16



Silver Trophy for Second Highest Exports in the category of Grey Fabrics for the years 2006-07, 2007-08 and 2017-18.



Bronze Trophy for Third Highest Exports in the category of Grey Fabrics for the years 2010-11, 2014-15 and 2015-16



Other Recognitions



“UCCI Excellence Award” by Udaipur Chamber of Commerce & Industry under the “Large Manufacturing Enterprise” category in year 2017, 2018 and 2019



Conferred with Rajasthan Energy Conservation Award and won first prize in large scale spinning for the years 2014-15 and 2015-16 and second prize in 2017-18 and 2018-19



State Award for **“Excellence in Exports”** for the years 2007-08, 2010-11, 2013-14 and 2016-17 by the Government of Rajasthan

Experienced Promoter Group



Mr. R. L. Nolkha

- ▶ Senior professional with FCA, FCS & FCMA Qualifications with more than 45 years of in-depth experience of textile industry and marketing
- ▶ Has been associated with well reputed textile group as Managing Director for 18 years in Branded Fabric marketing
- ▶ Presently Vice Chairman of Confederation of Textiles Industries (CITI) and on Board of Governors of Textiles Skill Development Council. Also served as Chairman of Rajasthan Textile Mills Association ,Northern India Textiles Research Association and President of Mewar Chamber of Commerce & Industry
- ▶ Provides Long term Vision and Strategic Directions to the Company



Mr. Dinesh Nolkha

- ▶ Professionally Qualified with FCA & FCMA with about 29 Years of Industrial experience
- ▶ Instrumental in setting up the company
- ▶ Handles Yarn Marketing, Finance and General Administration
- ▶ Presently Chairman Northern India Textiles Research Association (NITRA) and Committee member Rajasthan Textiles Mills Association (RTMA) . Earlier served as President of Mewar Chamber of Commerce & Industry



Mr. Nitin Nolkha

- ▶ A Management graduate with more than 20 Years of Industrial experience
- ▶ Member of Managing Committee of Mewar Chamber of Commerce and Industry
- ▶ Looking after Marketing of Fabrics , procurement of Materials and implementation of projects



- Construction of Women hospital in Bhilwara
- Installation of Solar Rooftop system in Hostel Building



Promoting education of differently-abled children, construction of rooms in school



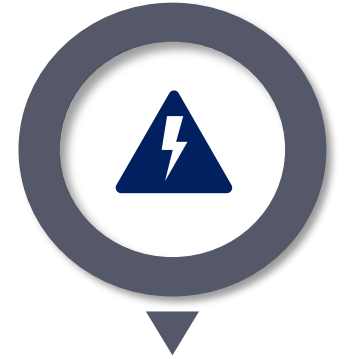
Construction of toilets as a part of Swachh Bharat Abhiyan



- Contribution towards COVID relief
- Rural development activity by construction of drainage system



Contribution to Confederation of Textiles industries (CTI) for cotton development and research



Installation of energy-efficient equipment. Zero liquid discharge system through reutilization of wastewater

Contributing to Sustainable Development Goals



Contributing to the Sustainable Development Goals adopted by all the UN Member States in 2015, as a part of the 2030 Agenda for Sustainable Development



1

CONSOLIDATION

Consolidate our existing products and capacities

2

TOPLINE GROWTH

Strive to maintain topline growth momentum by optimizing capacity utilisation and continue to add value-added products

3

GROWTH OPPORTUNITIES

Debottlenecking of existing manufacturing facilities to increase production base

4

GEOGRAPHICAL EXPANSION

Continue to explore newer markets across the geographies

5

GOVERNMENT SUPPORT

Closely watching the situation of pandemic and Govt Policies to chart out future growth plans

- ✓ Government thrust on Atmanirbhar Bharat is expected to surge internal demand for raw materials thereby uplifting industry eco-system
- ✓ Capitalize on growth opportunities arising from Government's PLI scheme

For further information, Please Contact:

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SGA Strategic Growth Advisors

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