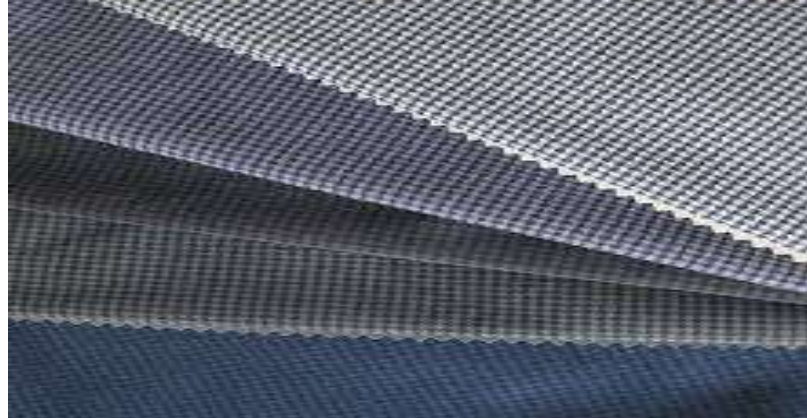




Investor Presentation – August 2015



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Banswara Syntex Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

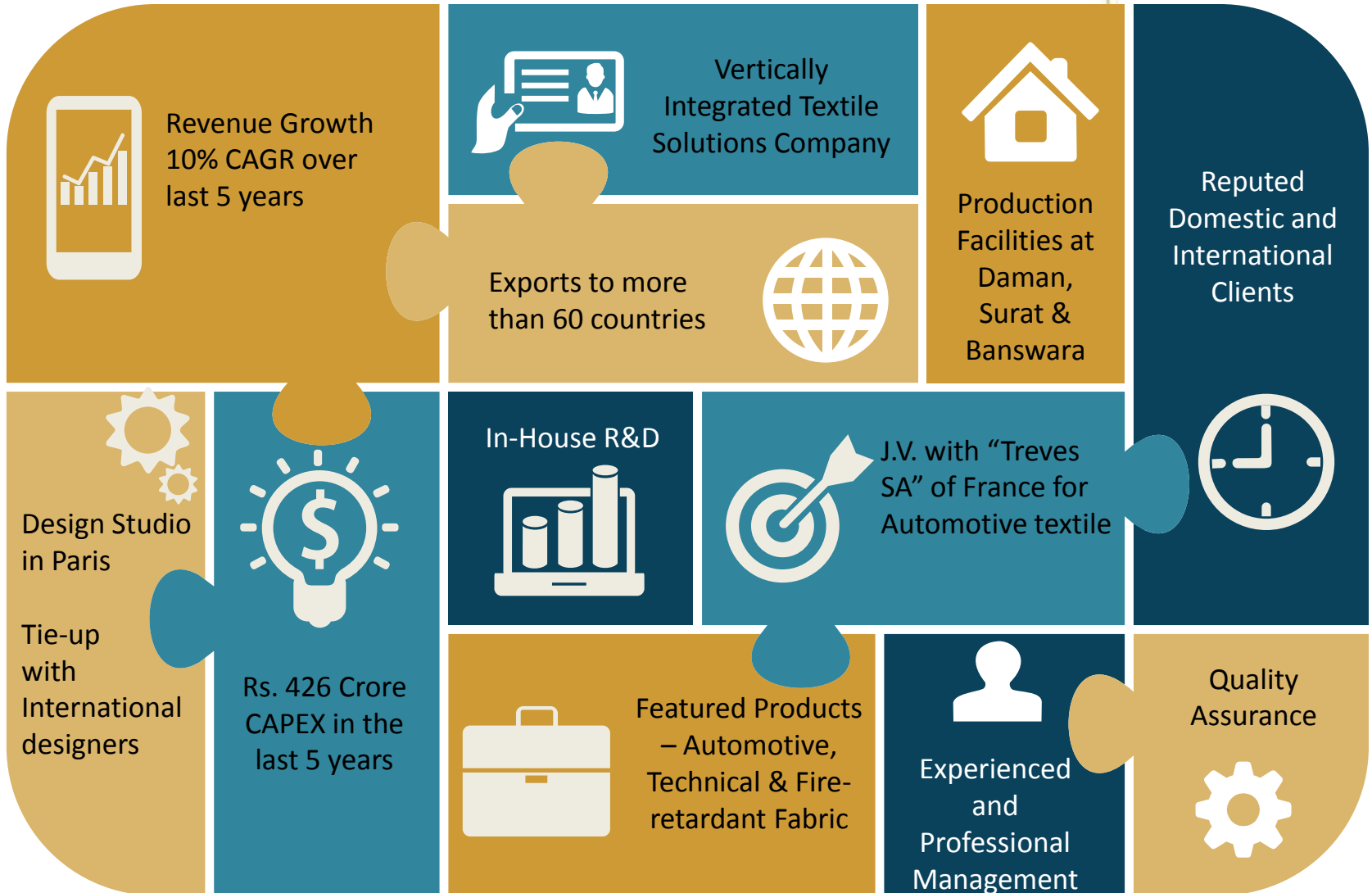
This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.



► About Banswara Syntex Ltd

Business Snapshot



Vertically Integrated Textile Solutions Company



Yarn

- Produces blends of viscose staple fibre, polyester staple fibre, acrylic staple fibre, lycra, cotton, linen and wool
- Production Capacity – 35,460 tons pa
 - 33,300 tons - polyester blended dyed yarns
 - 2,160 tons - wool mix yarn

Fabrics

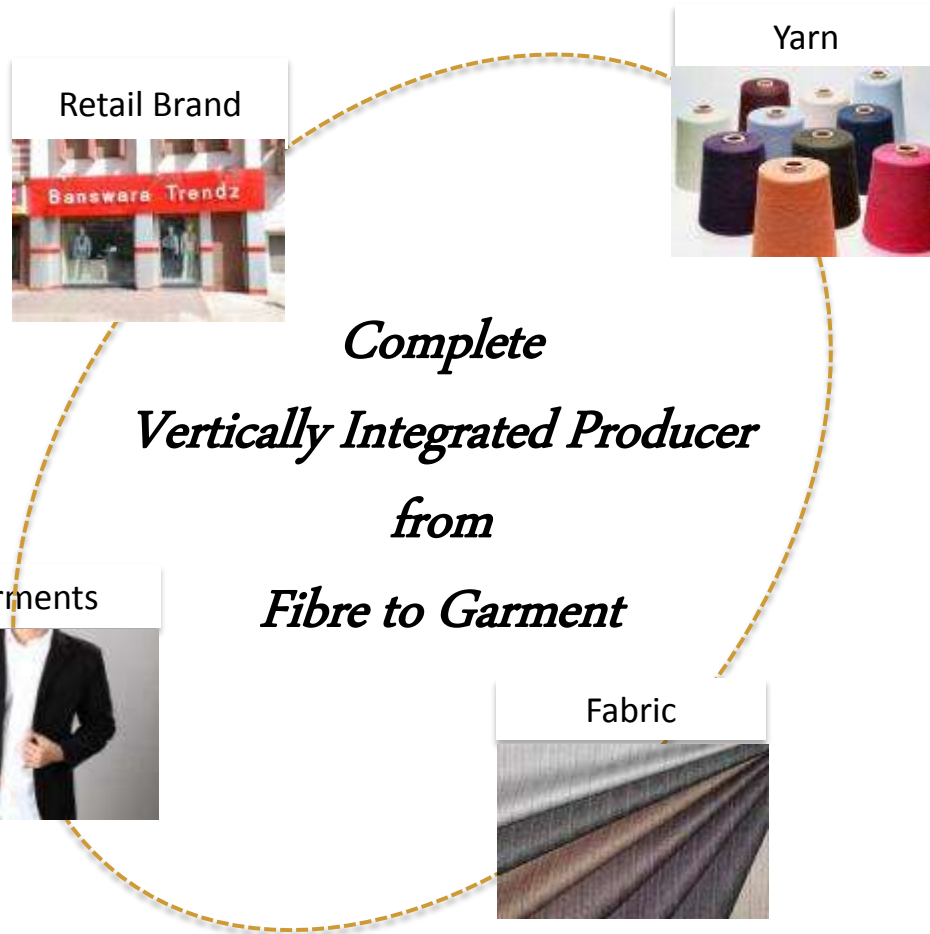
- Produce Hi-Quality Hi- Performance Textile wear finished fabric
- Manufactures 3 mn mts p.m. of suiting fabric for Domestic & Exports Markets

Garments

- Garmenting Units: Daman & SEZ Surat
- Specialise in Trousers , Jackets & Waist Coat production
- Manufacturing Capacity pcs/ month
 - Trousers & Suiting's– 3,45,000
 - Jackets & Waist Coats - 38,000

Power Generation

- 2 Thermal Power Plants with capacity of 33 MW



Garments



Fabric



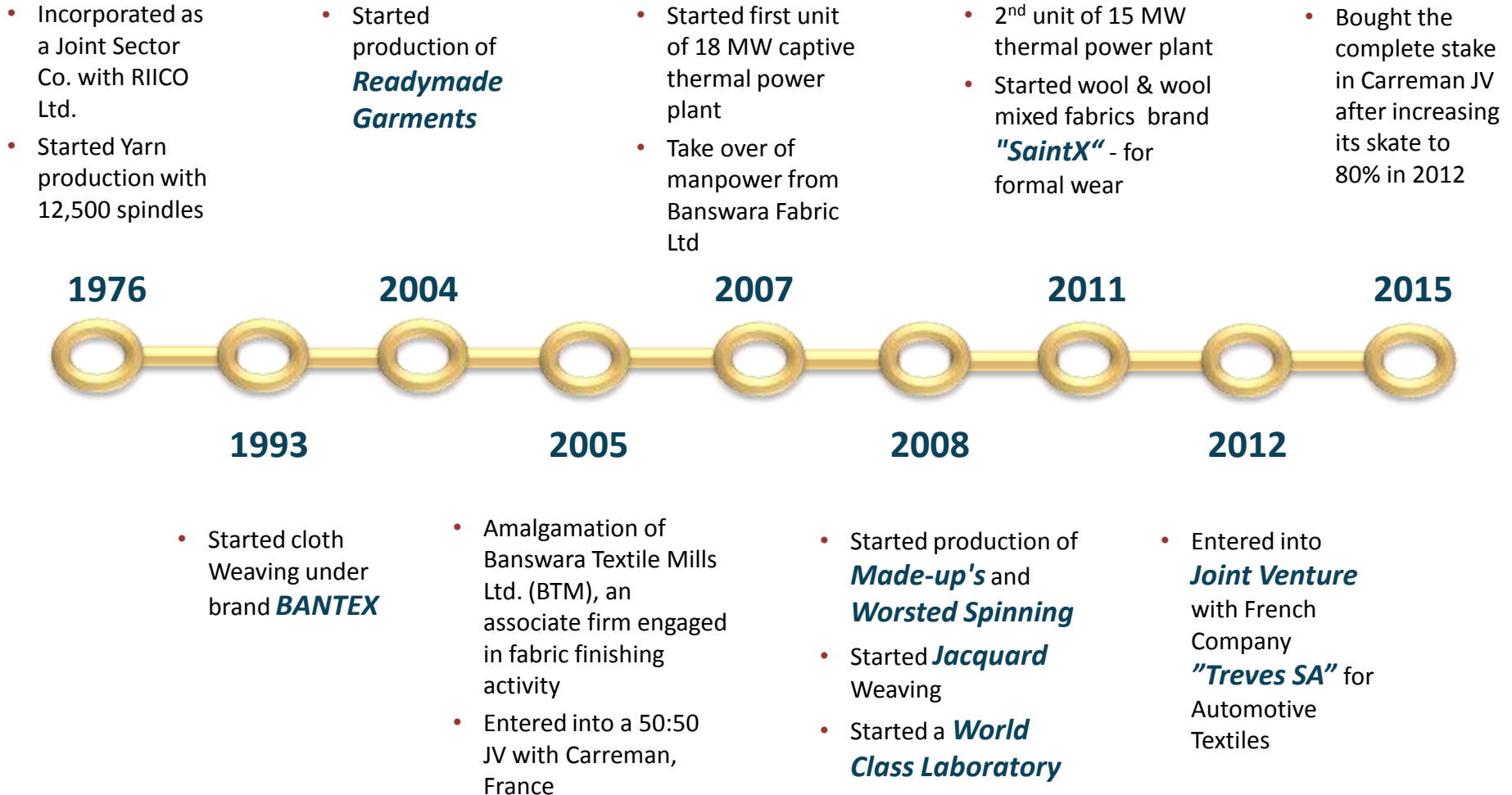
Yarn



Retail Brand



Evolution – Complete Textile Vertical



Leadership Team



1

Mr. R L Toshniwal – Chairman

- Masters degree in Textiles from Leeds University, UK
- 52 years experience in Textile Industry
- On the board of four other companies
- Held the positions of Chairman of RTMA and SRTEPC
- Ex-President of Indian Spinners Association

2

Mr Rakesh Mehra – Vice Chairman

- Chartered Accountant from ICAI
- 29 years experience in Textile Industry
- Responsible for the entire commercial and financial activities with an emphasis on yarn Export and Automotive Fabric Business
- Holds the position of Chairman of SRTEPC

3

Mr. Ravindra Kumar Toshniwal – Managing Director

- B.Tech (Chem.) from IIT, Mumbai
- Undertaken OPM Course of Harvard University, USA
- 25 years of experience in Textile Industry
- Responsible for the overall activities of the company with an emphasis on export of fabrics

4

Mr. Shaleen Toshniwal – Joint Managing Director

- Business Management from Bentley College, USA
- Over 11 Years of experience in Textile Industry
- Responsible for Readymade Garment business of the Company

Board of Directors



Mr. R. L Toshniwal
Chairman

Mr. Rakesh Mehra
Vice-Chairman

Mr. Ravindra Kumar Toshniwal
Managing Director

Mr. Shaleen Toshniwal
Joint Managing Director

Mr. Parduman Kumar
Independent Director

Mr. D P Garg
Independent Director

Dr. S B Agarwal
Independent Director

Mr. Vijay Kumar Agarwal
Independent Director

CA Pradeep Bhandari
Independent Director

Mr. Kamal Kishore Kacholia
Independent Director

Mr. Vijay Mehta
Independent Director

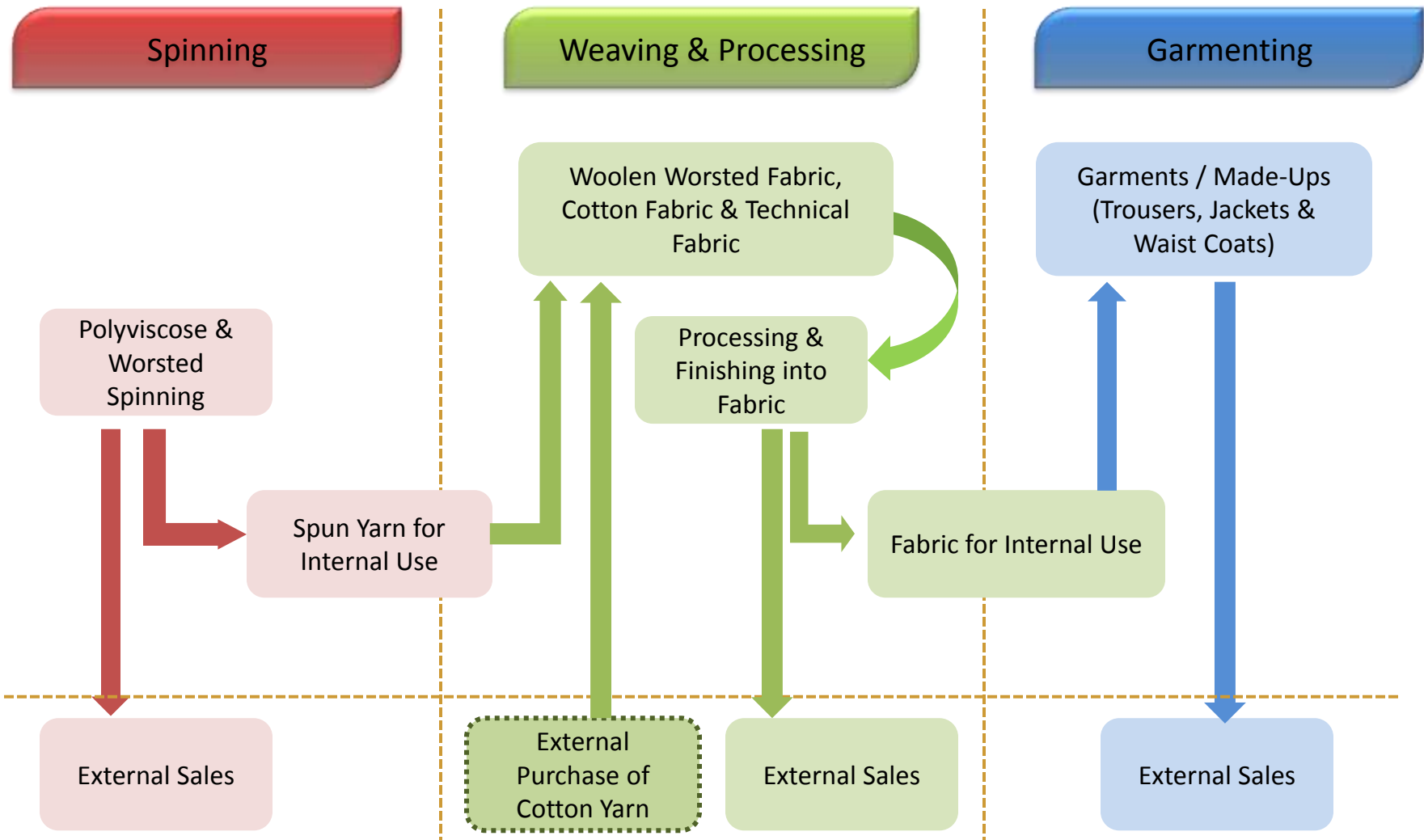
Mr. A N Jariwala
Independent Director

Dr. Vijayanti Pandit
Independent Director



► Business Overview

Business Model (Process)



- ▶ One of the largest single-mill setups producing spun fibre-dyed yarns in Asia
- ▶ Specialties include :
 - P/V Dyed Yarn - Rigid and Lycra, 100% Acrylic Yarn, Worsted Yarn with blends like P/W and P/W/Lycra
 - Specialty Yarn - Grindle and Slub in Dyed form
- ▶ 90% of production consists of fibre-dyed yarns
- ▶ Capacity – 35,460 tons yarn p.a.

Polyester Yarn



Acrylic Yarn



Poly Viscose Yarn



Woollen Yarn



- ▶ Hi-Quality Hi-Performance Textile wear finished fabric for both Domestic and Exports
 - Leadership in Poly Viscose and Poly Viscose Lycra for Suiting
 - **Presence Across:** *Worsted, Wool Specialties, Viscose, Poly Viscose, Poly Viscose Lycra, Cotton Suiting and Shirting*
- ▶ Our Speciality Textiles include:
 - **Technical Textile** - Coatings & Lamination on fabrics
 - Shiny & Waxy Coating
 - PU coating on Fabric for Water Repellent and Stain Release
 - Breathable Water Proof membrane coating on Fabric
 - Expertise in Three-Layer Fabric for Defence
 - **Flame Retardant Fabric**
- ▶ 50:50 J.V. with “Treves S.A.” of France for **Automotive textile**
 - Fabric Cut Panels used for Automobile
 - Laminated Fabric for Interior of Automobiles
- ▶ **In-House Design Studio** for Fabric Design and Development in India and Paris

Poly Viscose Fabric



Worsted Fabric



Cotton Fabric



Fire Retardant



Automotive



Technical Fabric



Readymade Garments



- ▶ Specialties:
 - **Formal Trousers** – Water Repellent and Stain Release
 - **Suits** – In depth know-how in Lined and Unlined 3-Piece Suiting
 - **Casuals** - Enzyme Washed/Bleached Casual Bottoms & Jackets
- ▶ Garmenting units – Daman and Surat SEZ
 - Installed capacity for 3.45 lakh Trousers & Suiting's and 37,500 Jackets & Waist Coats p.m
- ▶ Retail Focus:
 - A completely vertically integrated Mill with Specialized line dedicated to Trouser and Jacket Production
 - Own Formal & Casual merchandise under “**Integration**” and “**SaintX**” brands
 - Operates 4 factory outlet stores in India



Domestic Clientele



ARROW

VAN HEUSEN

JOHN MILLER

MAKE IT LOOK EASY

WILLS
CLASSIC

INDIGO NATION

MEGA MART
Love brands. Love value.

max
Look good. Feel good.

UNITED COLORS
OF BENETTON.

Allen Solly

BELMONTE
SUITS YOUR STYLE

PETER ENGLAND

EXCALIBUR

Louis Philippe
The upper crest.

SCULLERS

URBANA
THE MASTERPIECE

raymond
Premium Apparel

Reid & Taylor
BOND WITH THE BEST

PARK AVENUE

MADURA GARMENTS

E-Commerce Clients:

MYNTRA.com

Flipkart



International Clientele



PEERLESS CLOTHING

JCPenney

PVH

PHILLIPS-VAN HEUSEN CORPORATION



Kira Plastinina



PERRY ELLIS®

DUNNES STORES



KOHL'S
expect great things



★ macy's



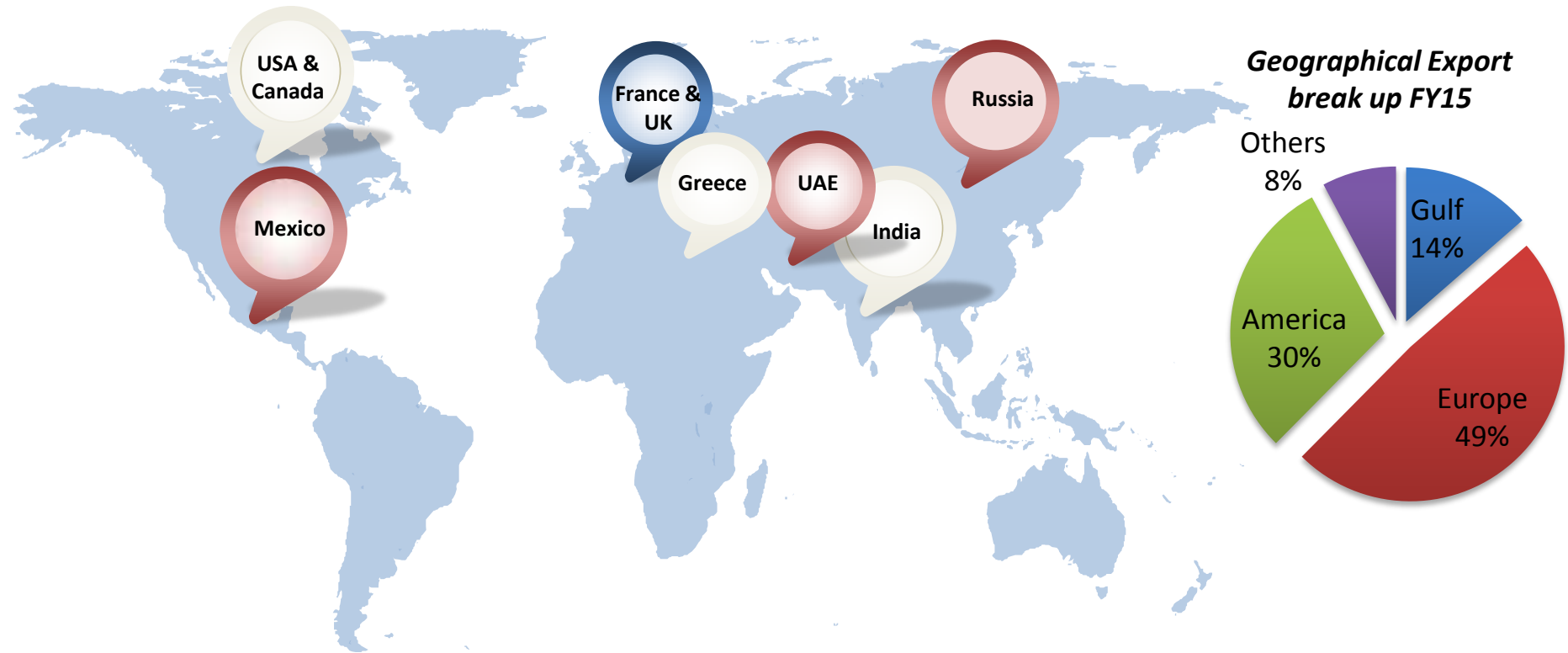
YOUR M&S

DOUGLAS & GRAHAME
GENTLEMEN'S CLOTHIERS SINCE 1924

TESCO



Increasing presence in Garmenting Space



Exports to more than 60 countries



► Manufacturing Capability

Manufacturing Facilities



Surat SEZ Unit



Thermal Power Plant



Daman Facility



Banswara Facility

Invested over Rs. 14 crores towards expansion and modernization of Surat SEZ over 5 years

Manufacturing Capabilities



Spinning Unit



Weaving Unit



Dyeing Unit



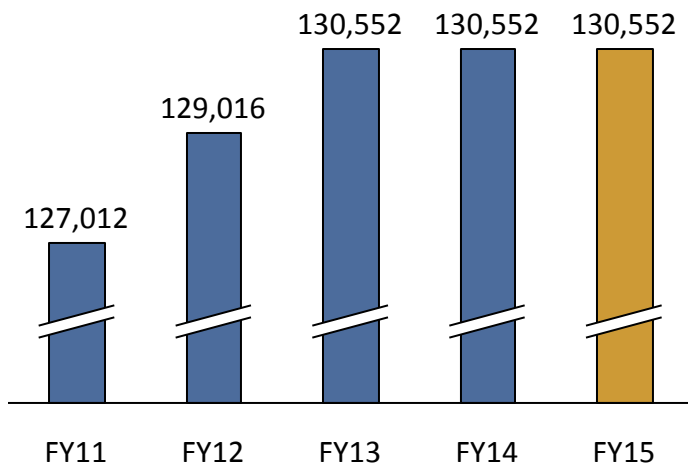
Garmenting Unit

Invested over Rs. 425.7 crores towards expansion and modernisation during the last 5 years

Spinning and Yarn

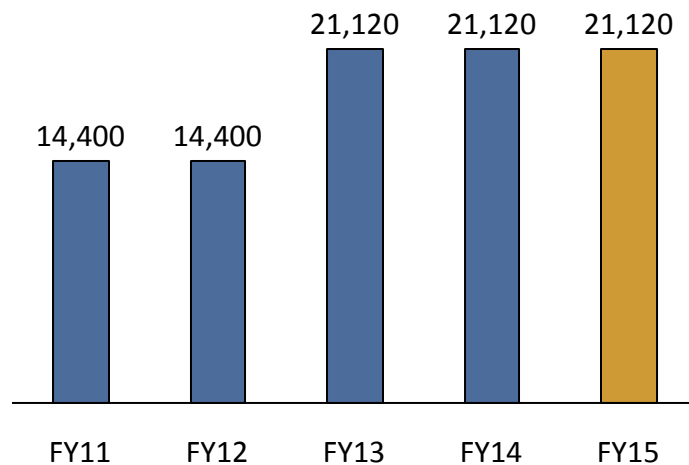


Synthetic Blended Yarn

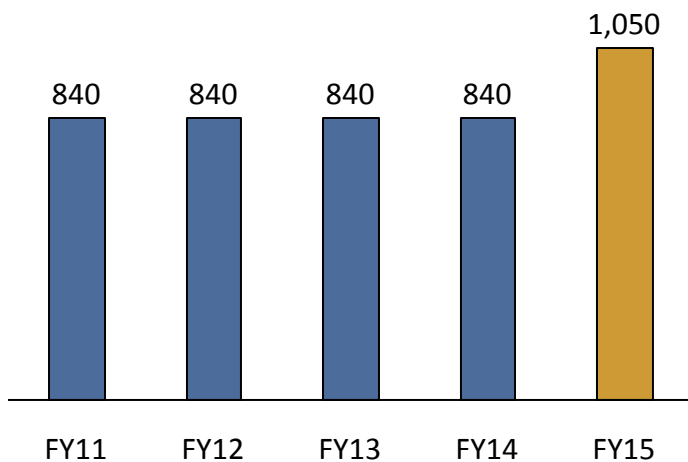


Spinning
(Spindles)

Worsted Yarn

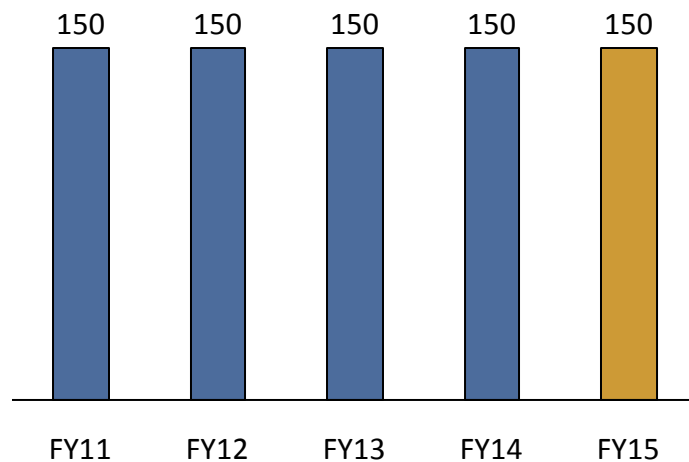


Fiber & Wool Dyeing



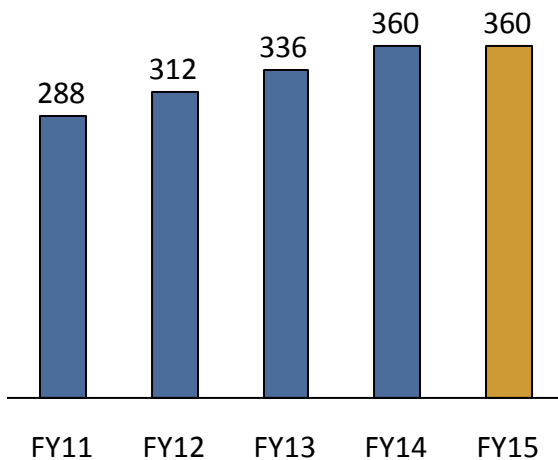
(MT/month)

Yarn Dyeing



Capacity in Lac Mtrs/Year

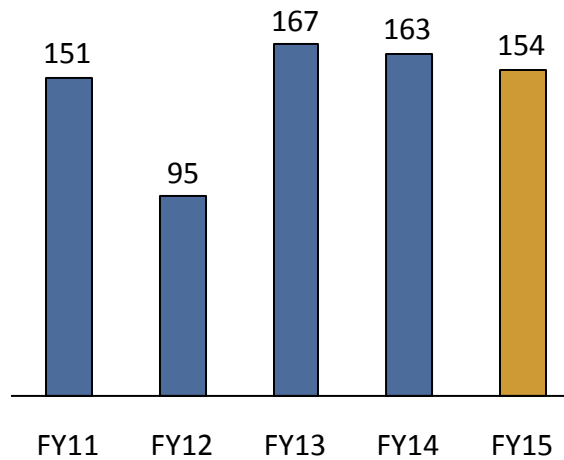
Fabric Weaving



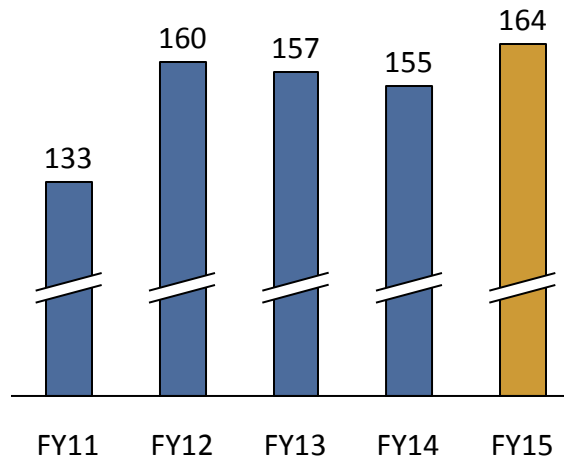
**Fabric Processing Capacity
of 600 Lac Mtrs/Year**

Sales in Lac Mtrs/Year

Commodity Fabric

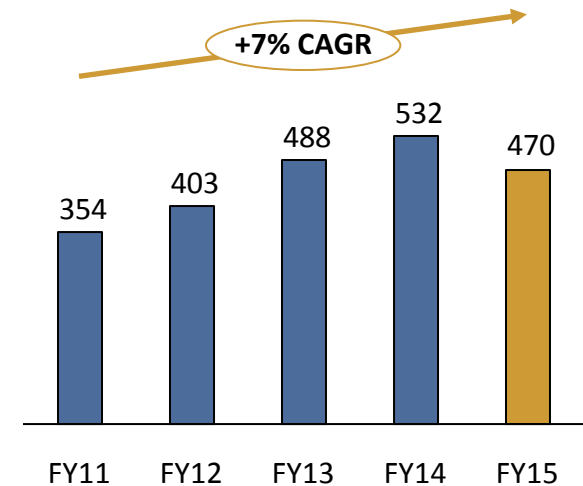


Value Added Fabric



Revenue in Rs Crores

Fabric Weaving

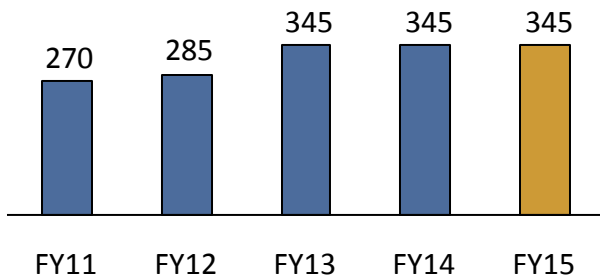


Garmenting

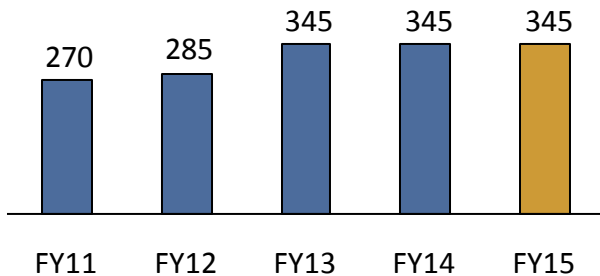


Capacity in '000 pcs/month

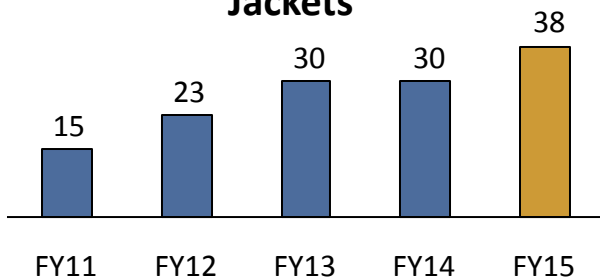
Trousers



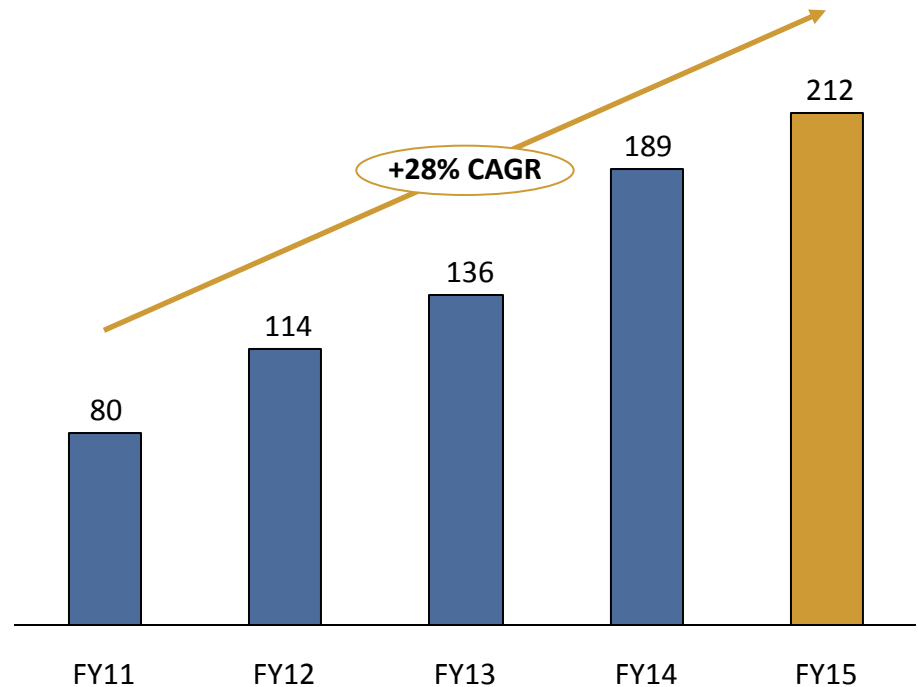
Suiting



Jackets



Garmenting Sales (Rs Crores)



In-House Research & Development



- ▶ World class fabric testing laboratory as per ISO, AATCC, ASTM, LS & Co., M & S etc. testing protocol
- ▶ Achieved accreditation of Levis & Co., Marks & Spencer and undergoing ISO 17025 NABL accreditation
- ▶ Computer software for developing new designs for manufacturing of Jacquard fabric
- ▶ In House Design Studio in India and France





- ▶ First laboratory in the country to be approved by Marks & Spencer, UK and Levis Strauss & co., USA
- ▶ Golden trophy for BEST EXPORTER of "Synthetic and Rayon Spun Fabric Silver Trophy for SECOND BEST Exporter
- ▶ Accredited partner for Semi-Luxury bag brand "Coach" for three years in a row from India

Highest Export performance awards from The Synthetic & Rayon Textile Export Promotion Council in the Following Categories

2011-12 / 2012-13 / 2013-14: Best Export Performance in Synthetic & Rayon Spun Fabrics

2010-11: Best Export Performance in Synthetic & Rayon Spun Fabrics

2009-10: Best Export Performance in Man-Made Fibre Blended Fabrics

2008-09: Best Export Performance in Acrylic Yarn

2008-09: Best Export Performance in Man-Made Fibre Blended Yarn

2008-09: Best Overall Export Performance SRTEPC Special Award



► Business Strategy

Business Initiatives...



Impacting Profitability

Major Capex Completed

Established Own Design Studio and Marketing Network in Europe

Consolidating Product Portfolio in Fabrics

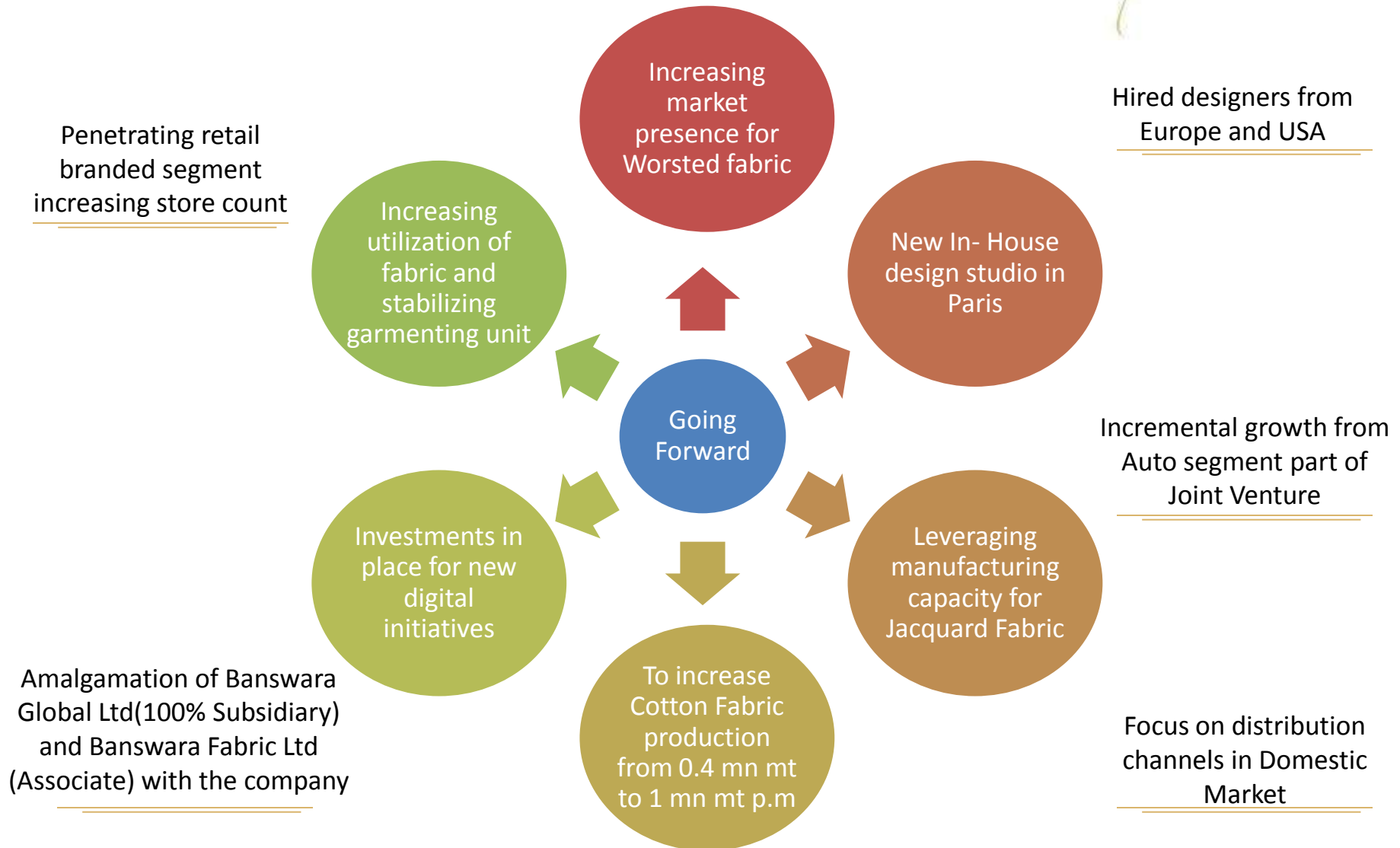
Established worsted & Cotton fabric Marketing

Value added Technical Textile

Utilisation of increased capacities in Jackets & Suites

Entered 50:50 JV with for Automotive Textiles

...creating Future Drivers



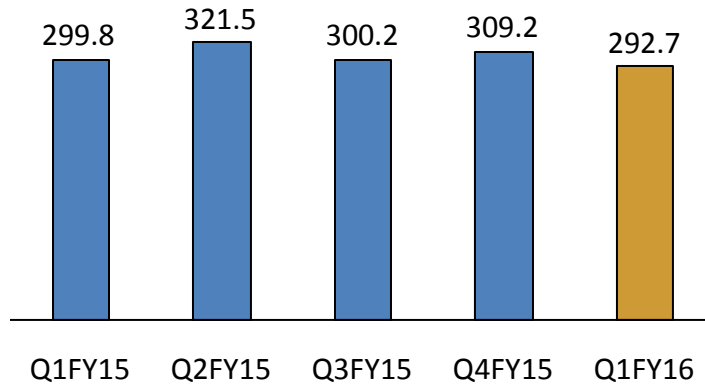


► Financial Performance

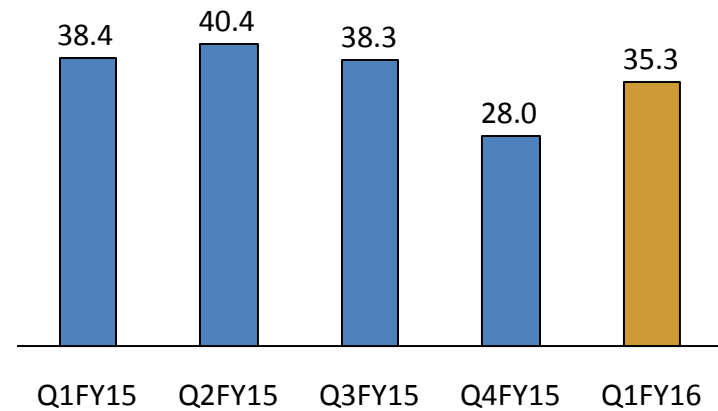
Sequential Recovery Underway



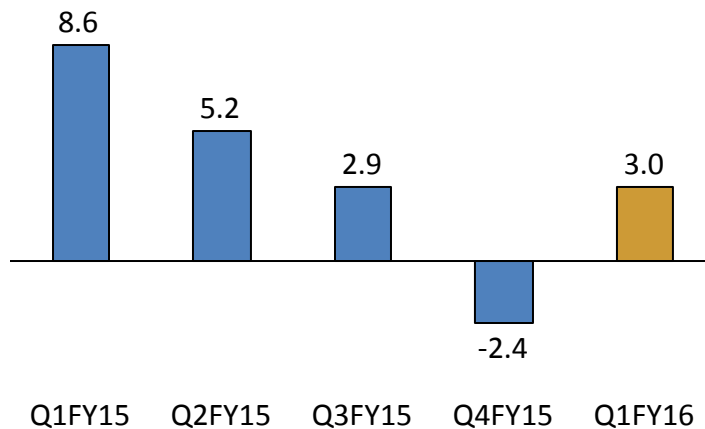
Revenue Rs crs



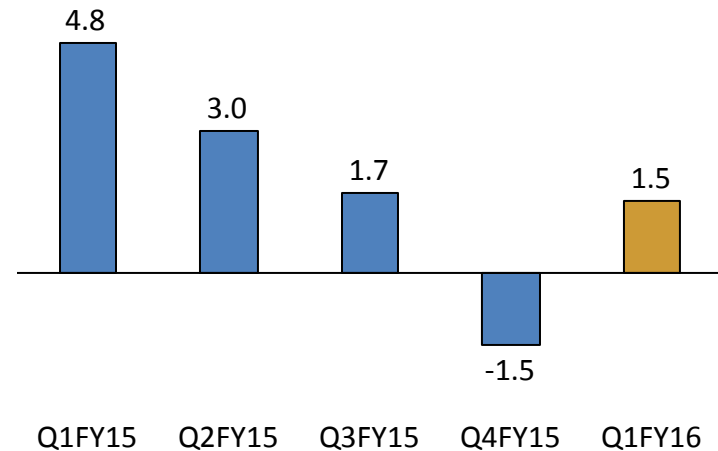
EBIDTA Rs crs



PBT Rs crs



PAT Rs crs



Consolidated Quarterly P&L Highlights



Rs Crs	Q1 FY16	Q1 FY15	Y-o-Y (%)	Q4 FY15	Q-o-Q (%)
Total Operating Income	292.7	299.8	-2.4%	309.16	-5.3%
Raw materials	141.0	153.1		161.92	
Employee Exp	45.8	42.9		47.36	
Other Expenses	70.5	65.5		71.91	
EBIDTA	35.3	38.4	-8.0%	28.0	26.3%
Margin %	12.07%	12.81%		9.05%	
Other Income	3.1	4.3		5.3	
Depreciation	14.8	14.1		15.9	
Finance Cost	20.6	20.0		19.9	
PBT	3.0	8.6		-2.4	
Tax	1.5	3.7		-0.9	
PAT	1.5	4.8	-68.9%	-1.5	-
PAT Margin	0.51%	1.61%		-0.49%	

Q1FY16 Highlights:

- ▶ Revenues loss form Coach logo business and dissolving of Carreman JV impacted sales
- ▶ Focus on retail garmenting and fabrics to drive future growth
- ▶ Better realisations from Garmenting and Fabrics business led to improvements in Gross Margins
- ▶ Improved worsted fabric and garmenting utilization levels led to sequential improvement in EBIDTA
- ▶ PAT at Rs 1.5 crs; post a loss of Rs 1.5 crs in Q4FY15

Standalone Quarterly P&L Highlights



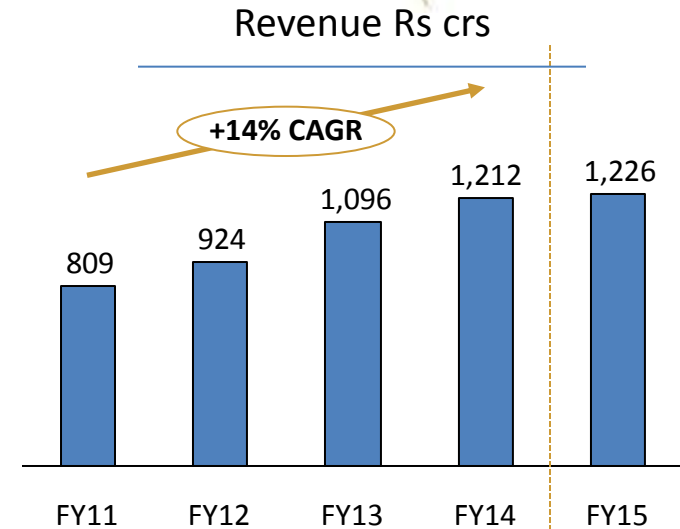
Rs Crs	Q1 FY16	Q1 FY15	Y-o-Y (%)	Q4 FY15	Q-o-Q (%)
Total Operating Income	291.6	299.8	-2.7%	305.46	-4.5%
Raw materials	140.2	153.5		159.34	
Employee Exp	45.0	42.2		46.64	
Other Expenses	71.6	66.6		72.30	
EBIDTA	34.8	37.6	-7.3%	27.2	28.1%
Margin %	11.94%	12.53%		8.90%	
Other Income	3.1	4.2		5.3	
Depreciation	14.0	13.1		15.2	
Finance Cost	20.6	19.9		19.8	
PBT	3.3	8.7		-2.5	
Tax	1.6	3.8		-0.9	
PAT	1.7	4.9	-65.2%	-1.7	-
PAT Margin	0.59%	1.64%		-0.55%	

Standalone Operating Performance



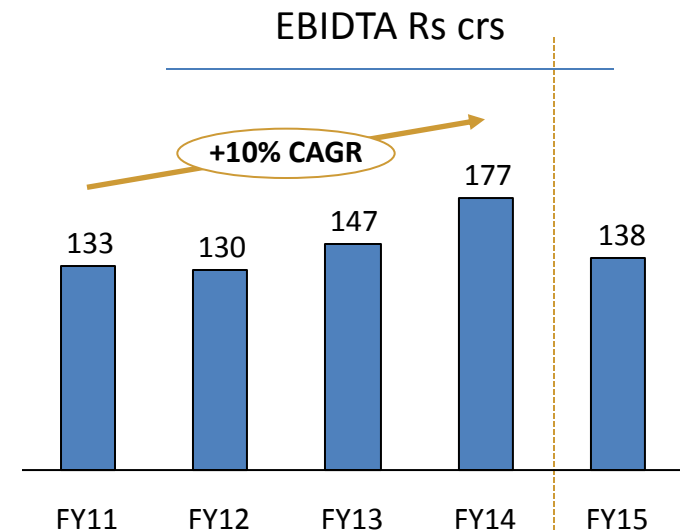
FY15 Revenue impacted due to

- ▶ Delay in stabilization of Worsted fabric unit
- ▶ Loss of Coach Logo business to the tune of Rs 50 crores
- ▶ Dissolved Joint Venture with Carreman



FY15 EBIDTA impacted due to

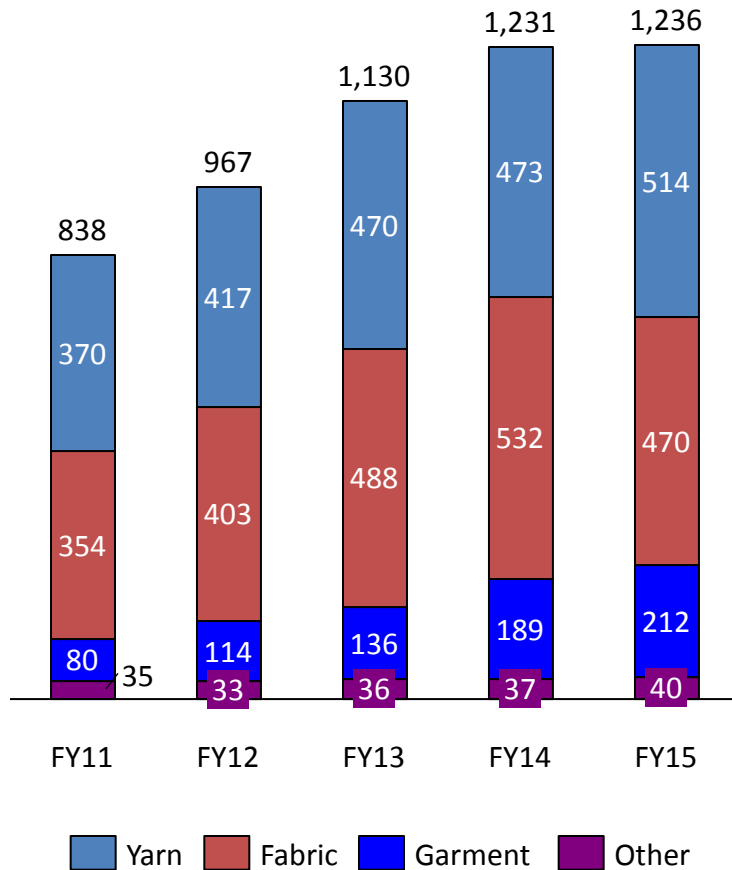
- ▶ Investments in employee base in Garmenting, Retailing and Design Studio
- ▶ Discontinuation of High margin Coach Logo Business and Carreman JV
- ▶ Lower Realization and Inventory loss due to fall in Polyester prices



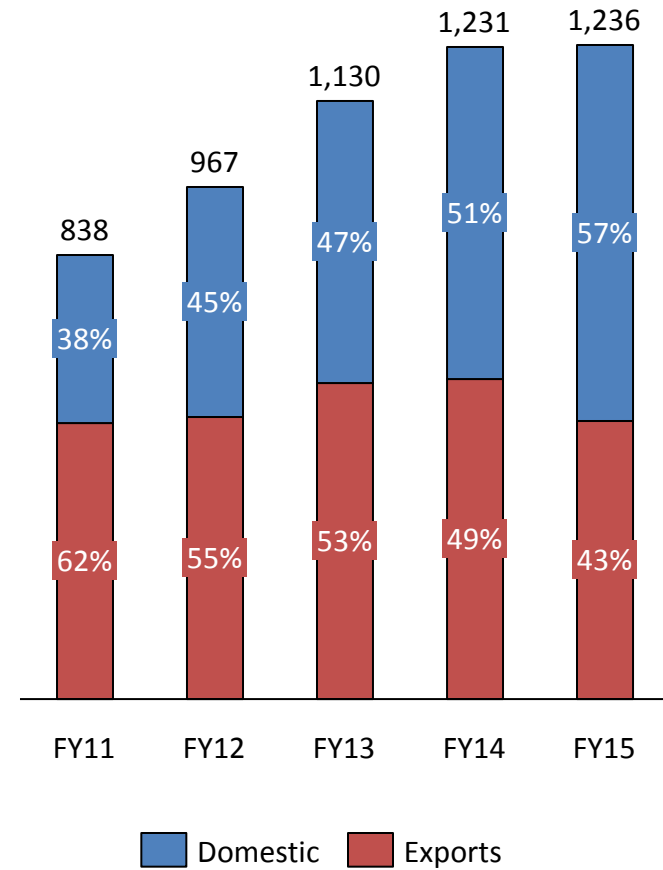
Standalone Revenue Performance



Segment Gross Revenue Rs crs



Geographic Gross Revenue Rs crs



Consolidated Annual P&L Highlights



Rs Crs	FY15	FY14	Y-o-Y (%)
Total Operating Income	1230.6	1215.4	1.3%
Raw materials	617.2	581.6	
Employee Exp	183.5	162.3	
Other Expenses	288.9	293.5	
EBIDTA	140.9	178.0	-20.8%
Margin %	11.45%	14.65%	
Other Income	17.0	4.2	
Depreciation	62.6	53.7	
Finance Cost	81.0	81.5	
PBT	14.4	47.0	
Tax	6.4	21.2	
PAT	8.0	25.8	-68.9%
PAT Margin	0.65%	2.13%	

Consolidated Balance Sheet



Rs. Cr.	FY15	FY14
EQUITY AND LIABILITIES		
Shareholders Funds	221	213
Share Capital	16	17
Reserve & Surplus	204	194
Money received against share warrants	1	1
Minority Interest	0	3
Total Non-current Liabilities	315	350
Long-term borrowings	263	295
Deferred tax liabilities	42	45
Other Non-current liabilities	11	10
Total Current Liabilities	542	547
Short Term Borrowings	303	337
Trade Payables	139	106
Other Current Liabilities	100	104
TOTAL EQUITY & LIABILITIES	1078	1112

Rs. Cr.	FY15	FY14
ASSETS		
Non-Current Assets	535	556
Fixed Assets	525	539
Non current investment	1	1
Long term loans & Advances	4	9
Other non Current Assets	5	7
Current Assets	543	556
Inventories	330	305
Trade Receivables	139	155
Cash	17	33
Short Term Loans & Advances	22	28
Other Current Assets	35	34
TOTAL ASSETS	1078	1112

For further information, please contact:

Company :

Banswara Syntex Ltd.
CIN: L24302RJ1976PLC001684

Mr. J.K.Jain - CFO
jkjain@banswarafabrics.com

www.banswarasyntex.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

Ms. Ruchi Rudra / Ms. Neha Shroff
rruchi@sgapl.net / sneha@sgapl.net

www.sgapl.net