



**Banswara Syntex Limited**

**Investor Presentation  
May 2025**

This presentation has been prepared by and is the sole responsibility of **Banswara Syntex Limited** (the “Company”). By accessing this presentation, you are agreeing to be bound by the trailing restrictions. This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer or recommendation to purchase or subscribe for, any securities of the Company, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment thereof. In particular, this presentation is not intended to be a prospectus or offer document under the applicable laws of any jurisdiction, including India. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. There is no obligation to update, modify or amend this communication or to otherwise notify the recipient if the information, opinion, projection, forecast or estimate set forth herein, changes or subsequently becomes inaccurate.

Certain statements contained in this presentation that are not statements of historical fact constitute “forward-looking statements.” You can generally identify forward looking statements by terminology such as “aim”, “anticipate”, “believe”, “continue”, “could”, “estimate”, “expect”, “intend”, “may”, “objective”, “goal”, “plan”, “potential”, “project”, “pursue”, “shall”, “should”, “will”, “would”, or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company’s actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes.

## Q4 & FY25 Highlights



***Commenting on the Results, Mr. Ravindra Kumar Toshniwal, Managing Director said***

*"During FY25, the company's total income grew by 2% YoY to ₹1,307.5 crore. This growth is primarily attributed to a strong 19% YoY increase in the Fabric division, coupled with improved demand in the garment vertical.*

*During the fiscal year, our yarn business was impacted by reduced production due to ongoing machinery modernization, coupled with increased internal consumption and some pricing pressure. As we move forward, our focus will be on scaling up specialized yarn sales to drive growth.*

*The Fabric segment achieved its highest-ever sales and production this year, driven by an expanded customer base across domestic and international markets, along with focusing on value-added products. We have deepened our presence in key global markets such as the UK, EU, LA & Far East, and successfully entered the Italian market. Our premium brand, Simone Frederico & Figli, continues to gain good momentum and is well-positioned for sustained performance.*

*Our garment segment experienced margin pressure during the fiscal, primarily due to an unfavorable product mix and underutilization of capacity resulting from the transition of our Surat facility from the SEZ scheme to the DTA scheme. However, the outlook is promising, with strong interest from large retailers looking to partner with us for vertically integrated and customized clothing solutions. We are steadily expanding our presence in key international markets including the EU, UK, and US. Supported by the India-UK FTA, rising demand from the Middle East, and supply disruptions in Bangladesh, India is emerging as a strong alternative in the global garment export space.*

*With global trade dynamics evolving, India is increasingly seen as a preferred manufacturing destination. At Banswara, we are well-equipped to leverage this shift, supported by favorable tariffs, robust demand, and key trade agreements."*



**Total Income\***  
**Rs. 1,307.5 cr**

**EBITDA\***  
**Rs. 117.2 cr**

**PBDT**  
**Rs. 77.6 cr**

**PAT**  
**Rs. 21.4 cr**

## Yarn

- Yarn revenue declined by 10% YoY to Rs 460 crore; Sales volume decreased by 10% YoY to 206 lakh kgs
- The division faced headwinds due to reduced production from ongoing machinery modernization, higher internal consumption, and pricing pressure

## Fabric

- Fabric revenue witnessed a significant YoY growth of 19% reaching Rs 541 crore; highest production was achieved this fiscal, were sales volume stood at 232 lakh meters with YoY increase of 20% supported by an expanded customer base globally
- We strengthened our footprint in key global markets including the UK, EU, LA, and Far East, and successfully entered the Italian market
- Our premium OTC brand, Simone Frederico & Figli, continues to gain strong traction and is well-positioned for sustained performance

## Garment

- Garment revenue decreased by 3% YoY to Rs 275 crore; Sales volume saw marginal improvement of 3% as compared to the FY24
- The garment segment experienced margin pressure during the fiscal, primarily due to an unfavorable product mix
- We continue to expand in key international markets like the EU, UK, and US, with India gaining competitiveness in the global garment export space, supported by the India-UK FTA
- The Surat unit is in the process of transitioning from the SEZ scheme to the DTA scheme. This strategic shift will help enhance capacity utilization and allow the Company to effectively serve both domestic and international markets

## Other Highlights

- Export sales contribution has increased compared to the previous year, driven by growth in fabric and garment exports across regions such as Europe, Australia, Hong Kong, Mexico, and others.
- Garmenting continues to grow in the EU, supported by our current partnerships with brands like Mango, Celio, and Poetic Gem in the UK. We are also in active discussions with potential new clients such as George, Tesco, H&M, and ZARA, which could further strengthen our presence in the region
- That recent uncertainties around tariffs have led to some impact on order bookings from retailers and customers

# Division-wise Matrices



## Yarn

Rs. In Crs	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
Revenue	123	129	-4%	113	8%	460	512	-10%
Sales Volume (Lakh KGs)	55	59	-7%	51	9%	206	229	-10%
Capacity Utilization (%)	83%	87%		79%		83%	82%	

## Fabric

Rs. In Crs	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
Revenue	145	132	10%	151	-4%	541	456	19%
Sales Volume (Lakh Mtrs)	64	62	2%	61	4%	232	193	20%
Capacity Utilization (%)	79%	65%		79%		77%	66%	

## Garment

Rs. In Crs	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
Revenue	69	79	-13%	70	-2%	275	282	-3%
Sales Volume (Lakh Pcs)	9	10	-13%	9	2%	37	36	3%
Capacity Utilization (%)	48%	58%		41%		46%	57%	

# Standalone Profit and Loss Statement



Particulars (Rs. in Crs.)	Q4FY25	Q4FY24	Y-o-Y	Q3FY25	Q-o-Q	FY25	FY24	Y-o-Y
<b>Revenue from Operations</b>	<b>339.5</b>	<b>343.4</b>		<b>338.6</b>		<b>1,291.7</b>	<b>1,264.2</b>	
Other Income	7.0	8.7		2.4		15.8	17.9	
<b>Total Income</b>	<b>346.6</b>	<b>352.1</b>	<b>-1.6%</b>	<b>341.0</b>	<b>1.6%</b>	<b>1,307.5</b>	<b>1,282.1</b>	<b>2.0%</b>
Total Expenditure								
Raw materials Cost	147.6	160.4		145.1		544.6	556.0	
Employee Expense	73.7	77.3		72.4		294.6	282.4	
Power & Fuel	33.6	33.9		34.9		136.6	147.8	
Other Expenses	60.2	49.7		52.2		214.4	175.4	
<b>EBIDTA</b>	<b>31.5</b>	<b>30.8</b>	<b>2.3%</b>	<b>36.5</b>	<b>-13.6%</b>	<b>117.2</b>	<b>120.6</b>	<b>-2.8%</b>
Margin %	9.1%	8.7%		10.7%		9.0%	9.4%	
Depreciation	12.5	11.3		12.1		47.9	43.3	
Finance Cost	11.3	7.9		10.8		39.6	29.6	
<b>PBT</b>	<b>7.7</b>	<b>11.6</b>	<b>-33.7%</b>	<b>13.5</b>	<b>-43.2%</b>	<b>29.7</b>	<b>47.6</b>	<b>-37.6%</b>
Tax	2.6	3.3		3.4		8.3	12.4	
<b>PAT</b>	<b>5.1</b>	<b>8.3</b>	<b>-38.4%</b>	<b>10.2</b>	<b>-49.5%</b>	<b>21.4</b>	<b>35.3</b>	<b>-39.3%</b>
PAT Margin %	1.5%	2.4%		3.0%		1.6%	2.7%	
<b>EPS (Rs)</b>	<b>1.50</b>	<b>2.43</b>		<b>2.97</b>		<b>6.25</b>	<b>10.30</b>	
<b>Production Value</b>	<b>332.6</b>	<b>318.4</b>		<b>343.7</b>		<b>1,323.5</b>	<b>1,232.7</b>	

## Employee expense:

- YoY increase in employee expenses is due to increase in wages and salaries over the last year

## Other Expenditure:

- Other expenses increased during the period due to business growth, maintenance needs, inflation, and necessary financial provisions

## Power & Fuel:

- The power & fuel cost declined on YoY basis on the back of softening of coal prices

## Finance Cost:

- Finance cost increased due to higher working capital usage and fresh term loan disbursement

# Standalone Balance Sheet



Asset (Rs. in Crs)	Mar-25	Mar-24
<b>Non-current assets</b>	<b>599.6</b>	<b>501.9</b>
Property, Plant & Equipment	515.3	418.7
Right of use assets	4.9	4.5
Capital Work in progress	19.5	19.6
Intangible assets	0.7	0.9
Intangible Assets under development	0.0	0.1
<b>Financial Assets</b>		
Investments	10.0	9.5
Others	5.0	5.5
Income Tax Asset (Net)	26.1	22.7
Other non-current assets	18.0	20.4
<b>Current assets</b>	<b>595.9</b>	<b>568.4</b>
Inventories	312.6	271.5
<b>Financial Assets</b>		
Investments	0.1	0.2
Trade receivables	201.6	207.4
Cash & cash Equivalent	3.4	8.0
Other bank balance	9.8	19.7
Loans	2.6	2.2
Others	7.9	8.4
Other current assets	57.9	51.2
<b>Total Assets</b>	<b>1,195.5</b>	<b>1,070.3</b>

Equity & Liabilities (Rs. in Crs)	Mar-25	Mar-24
<b>Equity</b>	<b>558.4</b>	<b>534.7</b>
Equity share capital	17.1	17.1
other equity	541.2	517.6
<b>Non-current liabilities</b>	<b>235.4</b>	<b>180.2</b>
<b>Financial Liabilities</b>		
Borrowings	202.5	148.8
Lease Liabilities	1.0	0.9
Provisions	6.6	7.1
Deferred tax Liabilities (tax)	22.4	19.7
Government Grant	2.8	3.7
<b>Current liabilities</b>	<b>401.7</b>	<b>355.4</b>
<b>Financial liabilities</b>		
Borrowing	249.6	204.4
Trade payable	84.3	79.9
Other Financial liabilities	48.3	50.8
Lease liabilities	1.0	0.6
Other current Liabilities	14.0	14.5
Government Grant	0.8	0.8
provisions	2.2	2.9
Current tax Liabilities (Net)	1.4	1.4
<b>Total Liabilities</b>	<b>1,195.5</b>	<b>1,070.3</b>

# Standalone Cash Flow

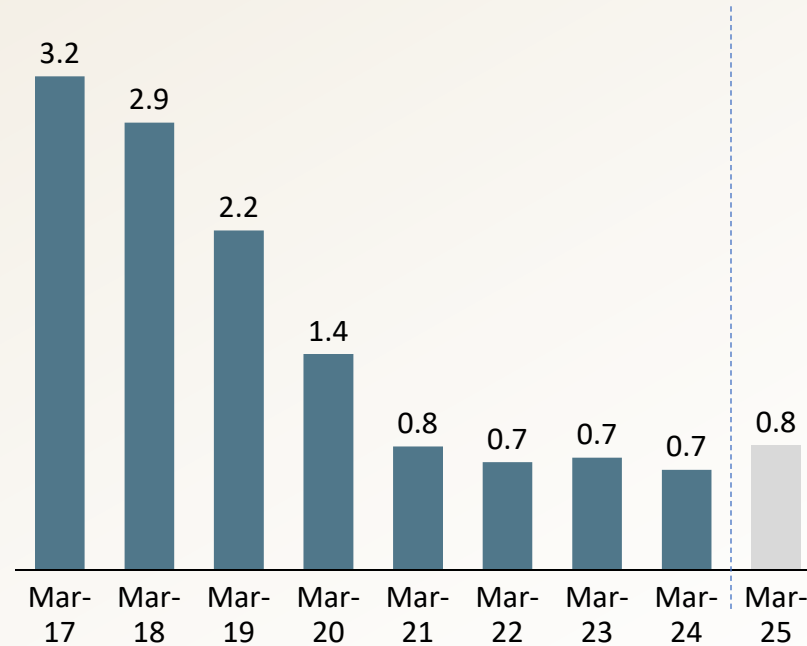
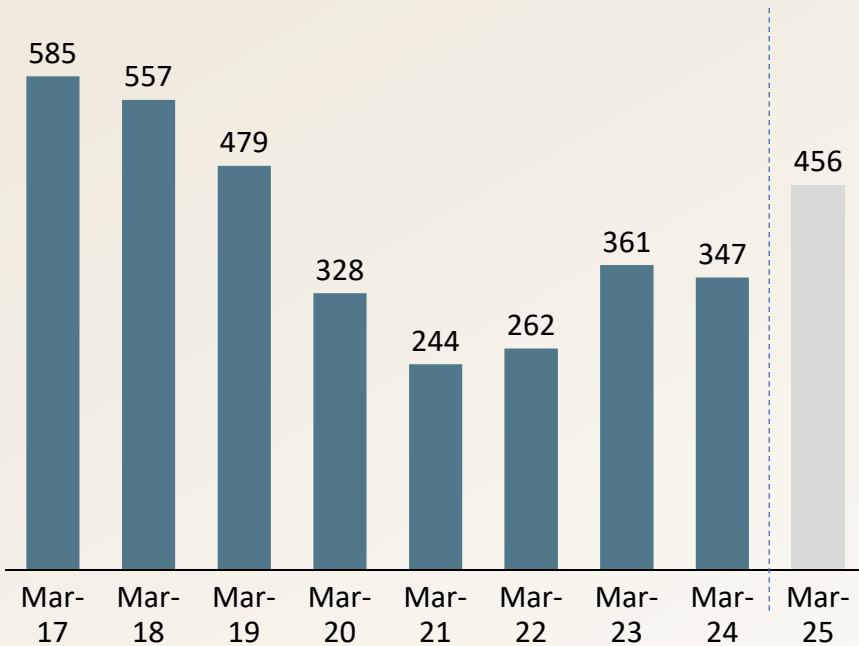


Particulars (Rs. in Crores)	FY25	FY24
Operating profit before working capital changes	116.9	112.1
Changes in working capital	-26.8	49.8
Cash generated from operations	90.1	161.9
Income Tax Refund/(Direct Taxes Paid)	11.0	16.7
<b>Net Cash from Operating Activities (A)</b>	<b>79.1</b>	<b>145.2</b>
<b>Net Cash from Investing Activities (B)</b>	<b>-139.0</b>	<b>-93.3</b>
<b>Net Cash from Financing Activities (C)</b>	<b>55.2</b>	<b>-58.4</b>
<b>Net Change in cash and cash equivalents</b>	<b>-4.7</b>	<b>-6.6</b>
Cash & Cash Equivalents at the Beginning of the Period	8.0	14.6
<b>Cash &amp; Cash Equivalents at the End of the Period</b>	<b>3.4</b>	<b>8.0</b>

# Key Balance Sheet Items

Net Debt\* (Rs. Crores)

Debt-Equity Ratio\*



- The net debt has increased by Rs 109.45 crore to Rs 456.15 crore as on 31<sup>st</sup> March 2025
- The increase in debt is primarily attributed to investments made in machinery modernization and plant upgradation
- Overall debt equity ratio stood at 0.81x as on FY25

# Dividend Payout History



Dividend (%)\*

20%

20%

30%

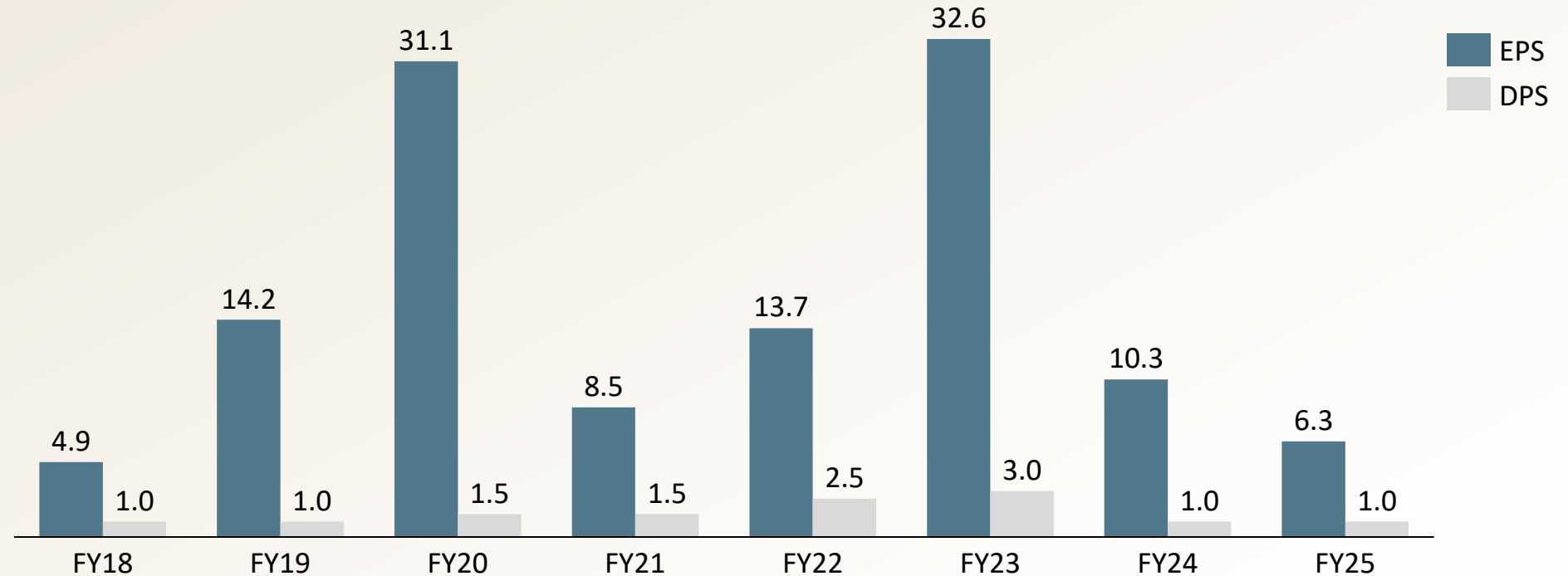
30%

50%

60%

20%

20%



The company has Consistently declared dividends Year-on-Year



**About Us**

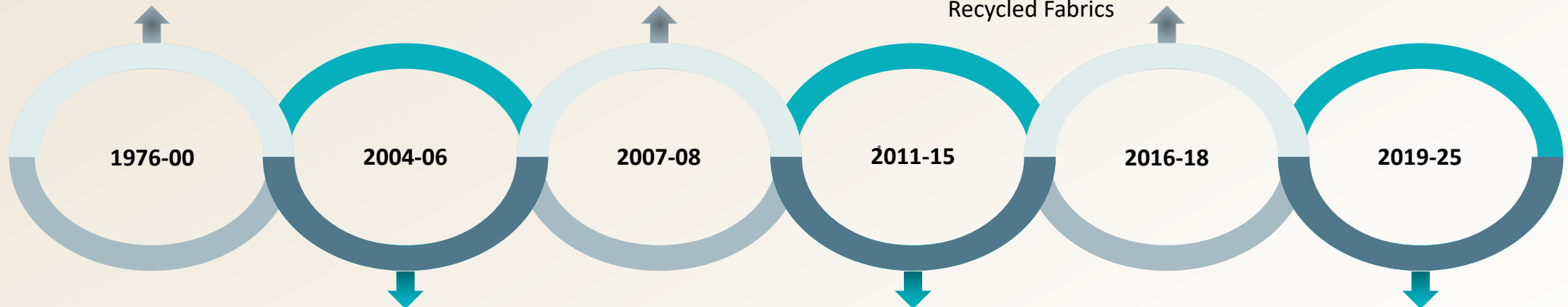
**Our Specialty is  
Value Added  
Textiles**

# Our Journey

- Commenced Operations and started Yarn production with 12,500 spindles
- Started Fabric Weaving under the Brand name 'Bantex'

- Started first unit of 18 MW captive thermal power plant
- Started production of Made-up's and Worsted Spinning

- Started production of Super-stretch women Fabrics
- Addition of additional processes to Vertical Integration
- Shift towards Sustainable production through Recycled Fabrics



- Started production of Readymade Garments
- Banswara Textile Mills Ltd. (BTM), an associate firm engaged in fabric finishing activity, amalgamated with the company
- The Company entered Joint Venture with French Company 'Carreman'

- Started production of wool & wool mixed fabrics in the brand name of 'SaintX' for domestic supply.
- Started second unit of 15 MW captive thermal power plant.
- Entered Joint Venture with French Company TESCA (Treves SA) for Automotive Textiles
- Bought the complete stake in Carreman JV after increasing its stake to 80% in 2012

- Venturing into Long term relationships with Global brands like Peerless Clothing, Next UK and Uniqlo Japan

# Our Global Footprint



Incorporated in the year 1976  
Offering Vertically Integrated  
textile solutions

**12,000+** Employees

In House R&D and State of  
the art facilities



Experienced Design Teams  
Design Studio in Collaboration  
with Italy and France

Consistent Dividend payout  
since 2004-05



Exports to over 65+ countries across  
the Globe



Long-Term Relationship with  
Leading Global and Domestic  
players



Global Customer Accreditations  
and Quality Certifications



JV with TESCA of France for  
Automotive fabrics



# Manufacturing Capabilities



Dyeing Unit



Spinning Unit



Weaving Unit



Garmenting Unit



YARN

**Manufacturing Capacity**

**3,060 Tonnes / month**

**Capex Done: FY25**

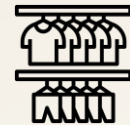
**Rs. 65 Crs.**



FABRICS

Weaving- **4.0 Mn Meters/ month**  
Processing- **4.0 Mn Meters/ month**

**Rs. 62 Crs.**



GARMENTS

3,45,000 Trouser & Suiting's/ Month  
90,000 Jackets & Waste Coats/ month

**Rs. 3 Crs.**



POWER GENERATION

**33 MW / Year (18 MW + 15 MW)**

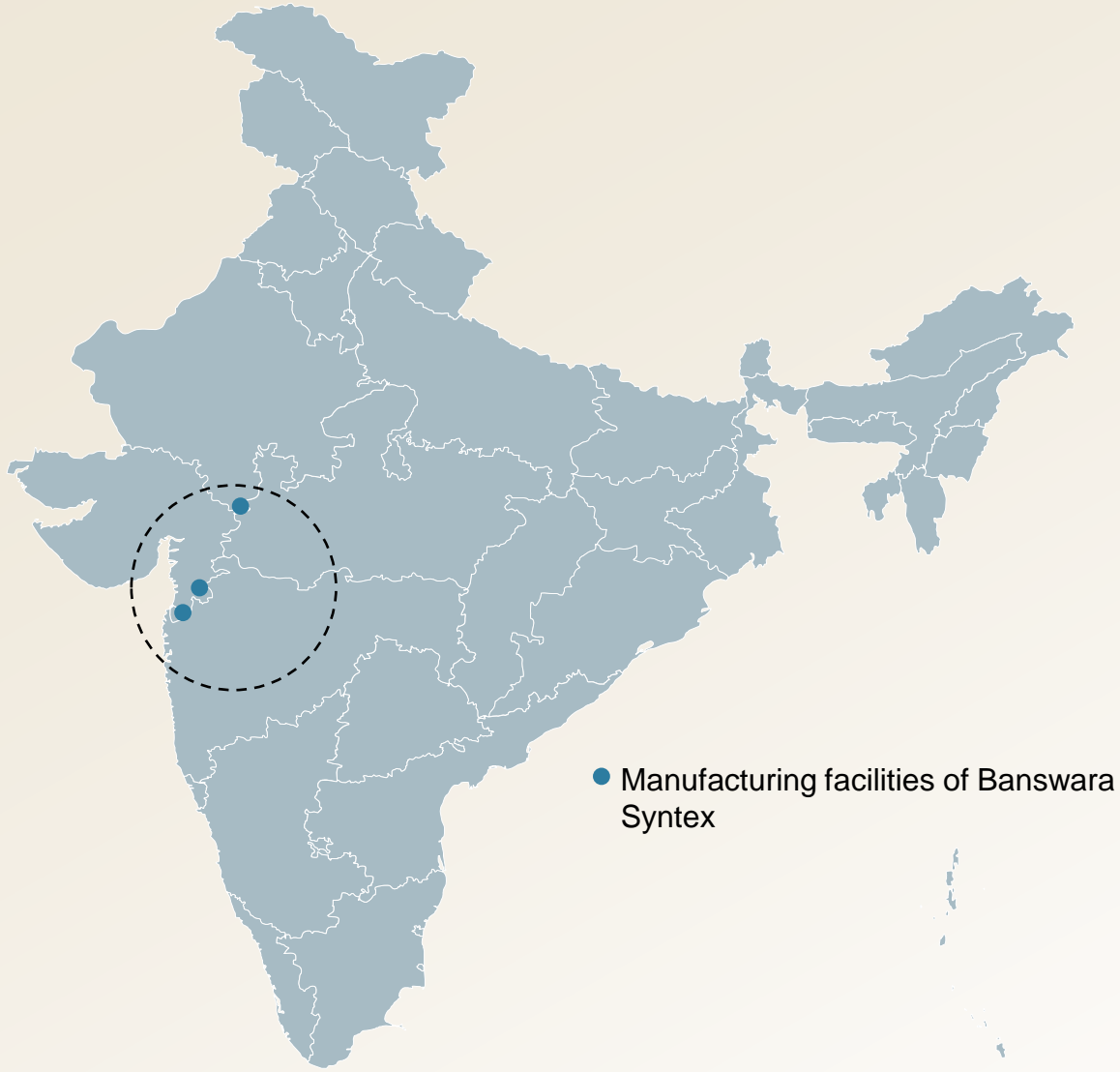
**Rs. 3 Crs.**

**The Company owns**

- ~1,52,360 Spindles
- 463 Looms

**Over Rs.850 crores towards expansion and modernization between FY 2010 – March 2025**

# Strategically Located Facilities



Quality Infrastructure connectivity through Rails, Roads and Ports ensures **seamless dispatches to domestic markets and exports**



**Easy Availability** of skilled and Unskilled labour



Manufacturing Facilities' proximity to raw material suppliers ensures **stable and sustainable supply**



It also ensures **strong relationship with suppliers** while maintaining **need-based approach**

Late Shri. Toshniwal  
**Founder Chairman**



- Founded the Company in the year 1976. Masters in Textiles from Leeds University, UK. 56 years of experience in the textile industry.
- Ex-Chairman of Rajasthan Textile Mills Association, Ex-President of Indian Spinners Association and Ex-Chairman of the Synthetic & Rayon Textile Export Promotion Council (SRTEPC)
- Besides Banswara Syntex Ltd., he was a member of the Board of Directors of many other Companies.

## Mr. Rakesh Mehra - **Chairman**

- Chartered Accountant from ICAI
- 36 years experience in Textile Industry
- Responsible for the entire commercial and financial activities with an emphasis on yarn Export and Automotive Fabric Business
- Previously held the position of chairman of 'SRTEPC' and currently the chairman of 'CITI'.

## Mr. Ravindra Kumar Toshniwal - **Managing Director**

- B.Tech (Chem.) from IIT, Mumbai
- Undertaken OPM Course of Harvard University, USA
- 35 years of experience in the Textile Industry
- Responsible for the overall activities of the company with an emphasis on Fabrics Business
- Involved in Strategic decision making, drawing up of business plans and stakeholder management.

## Mr. Shaleen Toshniwal - **Joint Managing Director**

- Business Management from Bentley College, USA
- Chairman of MATEXIL (Manmade and Technical Textiles Export Promotion Council)
- Over 19 Years of experience in Textile Industry
- Responsible for Readymade Garment business, Thermal Power Plant operations and HR strategy of the Company.



## Mr. Narendra Ambwani

Independent Director

Alumnus of IIM Ahmedabad and graduated with a degree in Electrical Engineering from IIT Kanpur. He has an experience of 35+ years with Johnson & Johnson out of which 21 years as a Managing Director for Indonesia and India.

## Mr. Rahul Mehta

Independent Director

He brings over 40+ years of experience in the garment industry and holds an MBA from Jamnalal Bajaj, and Partner & MD at Creative Group since 1982. He launched iconic brands like UFO Jeans, 109F, and Portico. He is the former President and current Chief Mentor of CMAI, and the first Indian President of the IAF.

## Mr. Ajay Sharma

Independent Director

He is an MBA (Finance) from R A Poddar Institute of Management (University of Rajasthan), ICWA (Inter) and CAIIB from Indian Institute of Banking and Finance. He has over 36 years of post-qualification experience in IDBI Bank having diverse experience in areas like Corporate Finance, Finance & Accounts, Human Resources, Training, Internal Audit, Treasury, Syndication and Sourcing department

## Mr. Jagdeesh Mal Mehta

Independent Director

A B.A. and LLB, he has a career spanning for over 49 years. He has an excellent track record in managing various types of companies like, Oil & Gas (Refinery), Textiles, Chemicals , Power , News Paper etc.

## Mrs. Kavita Soni

Wholetime Director

She has done her BA (Hons.) in Economics from St. Xavier's College, Mumbai University in 1986. She has over three & half decade of professional experience in manufacturing, trading houses, educational institutes, charitable organizations and supporting self-help groups etc. in India and UAE. She has a varied experience in Business Administration, HR and Finance etc.

# Strong Professional Management Team



**Mr. Shailendra Pandey**  
Head – Fabric Division

- MSc – Textile Chemistry and MBA in Productions and Operations
- Over 29 years of experience in the textile manufacturing industry including P/V Suiting, automotive textiles, worsted fabric and home furnishing
- Responsible for strategy and operations of the entire fabric division



**Mr. Rahul Bhaduriya**  
Head – Garment Division

- Graduate from NIFT with over 26 years of experience in the Garment industry
- Previously held positions in Arvind Ltd, Welspun India, Creative Garments and Must Garments, he is involved in Product Development, Manufacturing Operations and Quality Process



**Ms. Kavita Gandhi**  
CFO

- Chartered Accountant from ICAI
- Over 32 years of experience in the field of Accounts, Taxation, and Finance
- Her last role was as Deputy CFO with Eureka Forbes Limited



**Mr. Amit Nandwana**  
CTO

- He has done his MBA from Nagpur University and is a progressive leader with 25 years of experience excelling in managing complex technical environments
- He has expertise in software development, solution architecture, digital transformation, IT infrastructure, ERP/CRM consulting, project/program management



**Mr. Marazban Velati**  
CHRO

- He has B.Tech with PGs in Industrial Relations and T&D, is a certified Industrial Psychologist and SA8000 Auditor
- He brings over 25 years of HR leadership in manufacturing with expertise in sustainability and change management
- He has worked with several prominent textile manufacturing companies across India



## **Business Divisions**

# Yarn Business – The Building Block

## GROWTH DRIVERS



Integration of Banswara products into supply chains of larger brands



Getting into Niche markets with Product re-engineering



Getting into volume markets with newer products with better quality standards to create product differentiation



Acquisition of new brands to improve the overall product portfolio

## Preferred Partner for the quality Focused Customers for Synthetic Blended Yarns

**Multi-specialty Yarn range** with functional features

**36,720 TPA Capacity**

**Stretch Yarns** for weaving using **branded lycra** and non-branded elastane

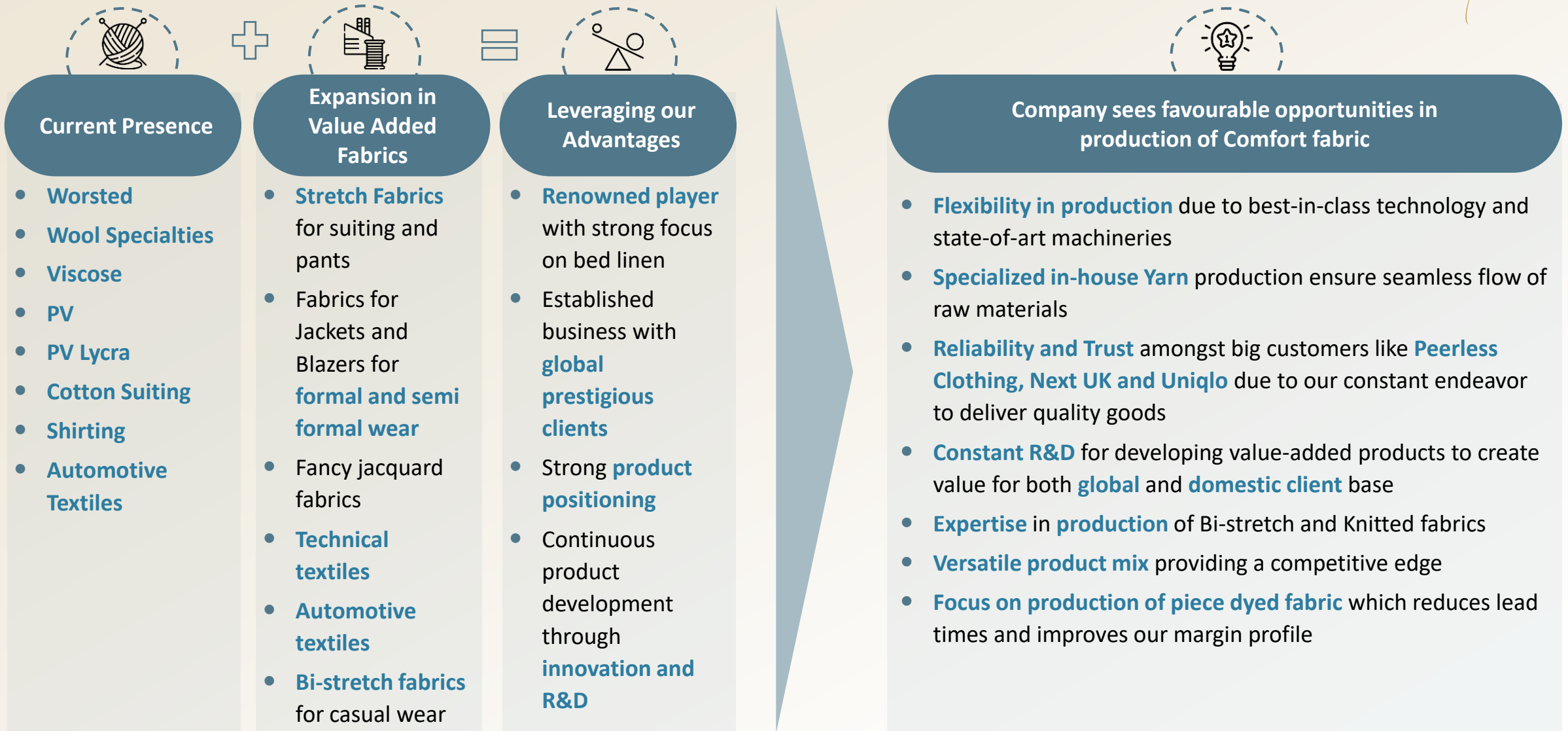
**Production of blends** made of viscose staple fibre, polyester staple fibre, acrylic staple fibre, lycra, cotton, linen, etc.

**Use of high-end branded fibers** from globally accredited suppliers and brands like Green Gold, Unifi, Liva, Eco Vero, Radianza and Durashine

The Company expects to clock **Steady state growth in revenues**

**Received globally recognized certifications** including– GRS (Global Recycled Standard), Oeko-tex, Environmental safety besides QMS, ISO & social compliance

# Fabric Business – The Growth Engine



01

## Improved Product Mix

- Establishing a fabric brand to capitalize on the distribution network built over 3 decades
- Venturing into production of Knitted fabrics
- Increasing the market share in production of high value-added Technical Fabrics
- Evaluation of production of fabrics for Automotives and Defense applications

02

## Potential Partnerships

Potential partnerships with synergistic benefits:

- To shorten lead times by partnering with garment manufacturers in the leading Asian manufacturing hubs such as Bangladesh Myanmar, Sri Lanka, Vietnam
- Leverage our marketing abilities by partnering with established players in the women's wear segment which will lead to incremental growth
- China+1 strategy adopted globally increases demand for Man-Made Fabrics manufactured in India

03

## Target Markets

USA:

- Deepen penetrations within brands with special emphasis on women's wear category

Europe:

- Expand our reach to larger retail brands in Europe with special emphasis on new product development

Japan and South Korea:

- Build relationships with key Brand and act as preferred supplier for stretch fabrics and premium wool fabrics

UK:

- Developed strategic partnerships in UK to become their preferred Supplier
- FTA with UK will increase the share of Indian exports to UK substantially benefiting Banswara's export business in all its divisions

# Garment Division – Value Addition Division

## GROWTH DRIVERS



### COMFORT GARMENTS

Move towards manufacturing of Comfort garments made from Bi Stretch/ Knitted Fabrics



### LEVERAGE RELATIONS

Leverage the existing relationships with larger customers like Arrow, Van Heusen, Raymonds, Reliance and Arvind.



### TARGET EXPORT MARKETS

Acquisition of new customers in the export Markets. Also, benefit from FTA's and the emerging scenario due to China+ 1 strategy



### PRODUCT PARTNERSHIPS

Evaluate product partnerships with domestic as well as foreign Suppliers to move into manufacturing of Higher Margin products

Garments is **one of the fastest growing divisions** in the Textile industry

**16+ years** Experience in **Garment** manufacturing

One of the **Largest** manufacturer of **specialized Formal Suits, Jackets and Trouser** in India with a 70% market share

**Strong international presence** with long term relationships with customers

**State of the art machinery** Specialized suit making equipment from Durkopp Adler, Germany and specialized trouser manufacturing equipment from Juki as well as Durkopp Adler, Germany

**Flexible manufacturing** for small runs and made to measure Garments

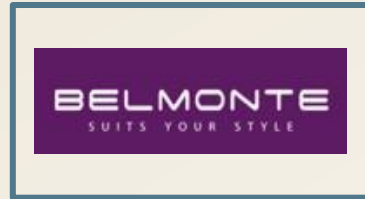
**Expertise** in manufacturing of stretch garments and Smart Casual clothing

**Establishing** a D2C brand – One Mile solely focusing on casual and comfort wear

**Innovation** being core identity of our fabrics division, we are up to date on the latest fashion trends via collaboration with our global design teams

**Efficient** operation running at optimum capacities employing ~4,000 people in Daman and Surat

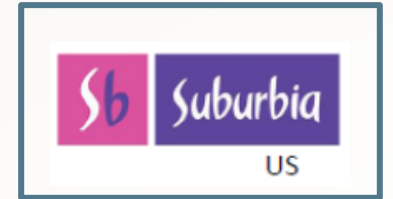
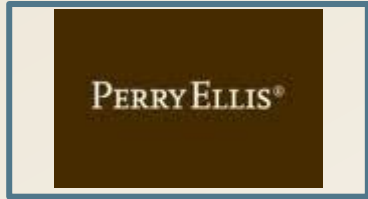
# Domestic Clientele



## E-Commerce Clients



# International Clientele



# CSR Activities



Creation of garden in Banswara to provide locals with a means of recreation

---

Cleaning of lake near the garden to increase the oxygen level of the water body. This has helped in the reduction of mosquitos and has brought back migratory birds

---



Creation of a walking path of 5 KM along the edge of the lake to promotes physical health and well-being of the people of Banswara

---

Creation of a learning center for migratory birds thereby developing in educational Interest of Banswara people

---



Banswara CSR fund through the NGO, supports the Football and Life Skills Program for empowering children and youth in low-income communities, to enhance their skills and foster a sense of competition

---

Banswara is Supporting girls through the NGO program for exploring and learning different skill areas such as art, upcycling and product design, healthy cooking, photography, organic farming and theatre

---

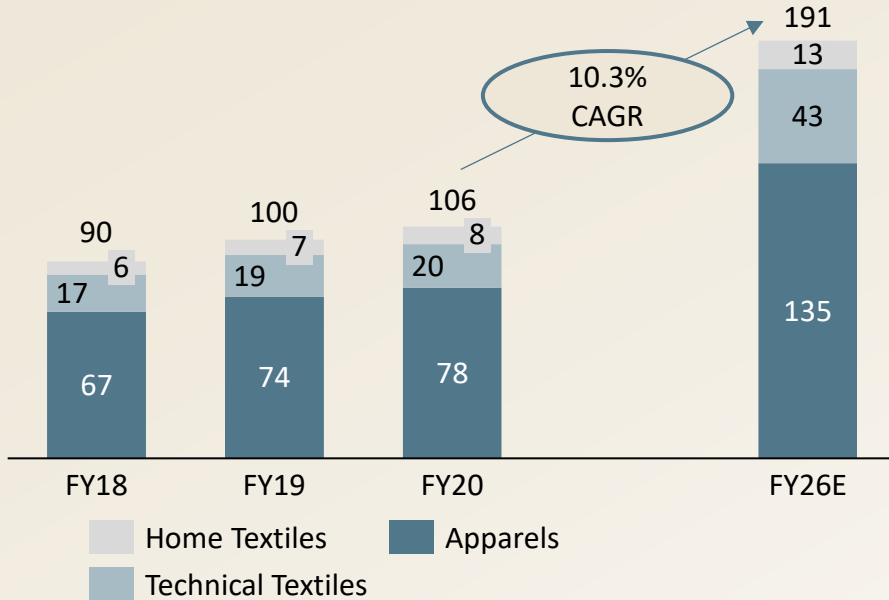




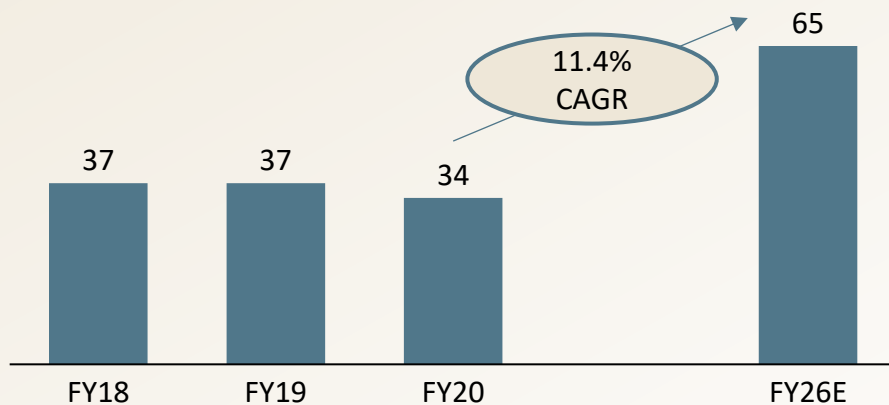
## Strategic Focus and Outlook

# Industry expected to grow at ~11% CAGR over the next 5 years

## Indian Domestic Apparels and Textiles Market (USD bn)



## Indian Apparels and Textiles Exports (USD bn)



- Domestic textile and apparel industry faced a range of challenges post covid induced lockdowns; fall in retail sales, logistical disruptions, manufacturing shutdown and cancellation of orders
- However, post easing of the lockdowns, Industry recovered from these challenges
- The pace of recovery varied across the apparel categories mostly from low demand of occasional wear and formal wear, towards increased demand of casual wear, loungewear and inner wear due to the work from home culture.
- Indian **Domestic** textiles and Apparel market is expected to grow at **~10% CAGR** over FY20-26E to USD 190 bn
- Indian textile and apparel **Exports** expected to grow at **~11% CAGR** over FY20-26E to USD 65 bn

# China +1 provides huge opportunity for Indian Textiles Industry

## Increasing exports

India Textiles exports expected to grow at ~11% CAGR to reach \$ 65 bn by 2026 from pre-covid level of \$ 36 bn in 2019

## Growing opportunities

China +1 provides enormous opportunity to India Textiles Industry to regain a leadership position as a top exporting economy

## Redistribution of global trade

Covid-19 has led to redistribution of global trade shares and recalibration of sourcing Partners

## Increased Domestic Production

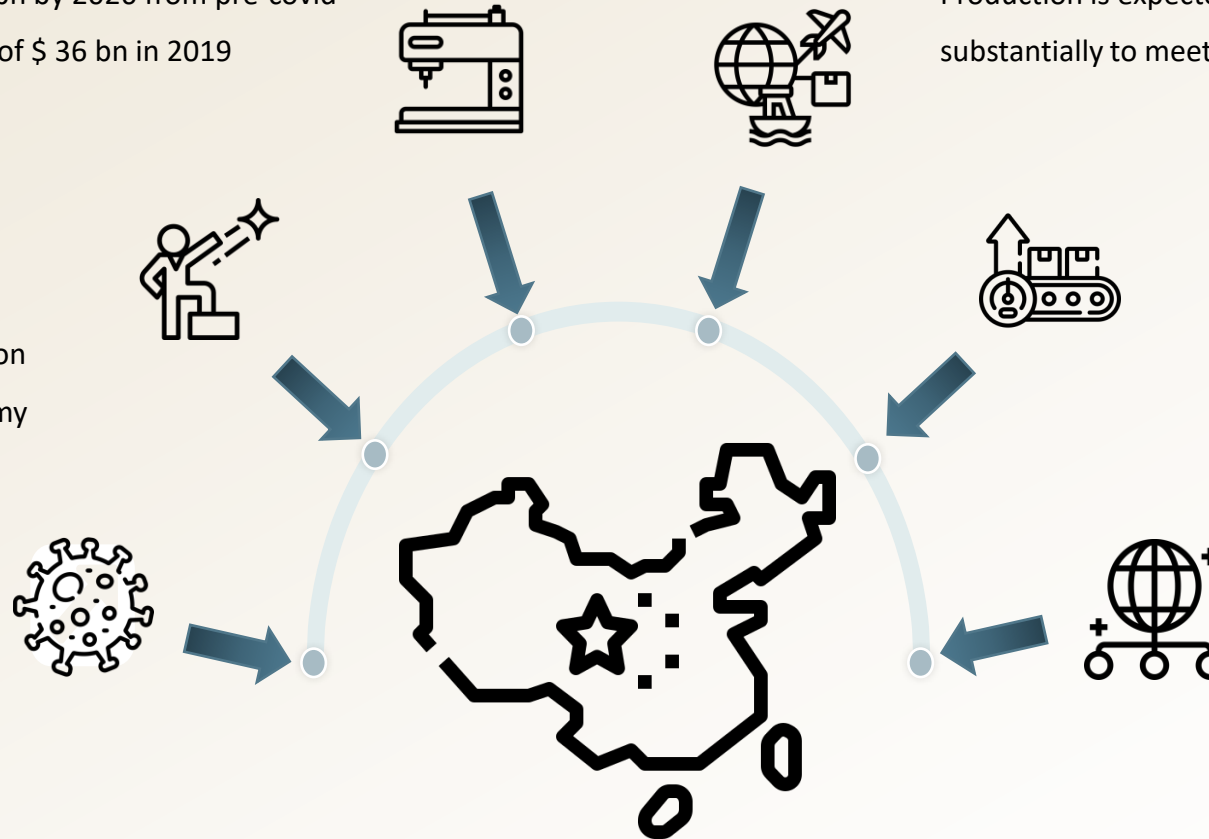
With the improvement in domestic economy and increase in exports, Domestic Production is expected to increase substantially to meet the demand

## Increasing Capex and Investments

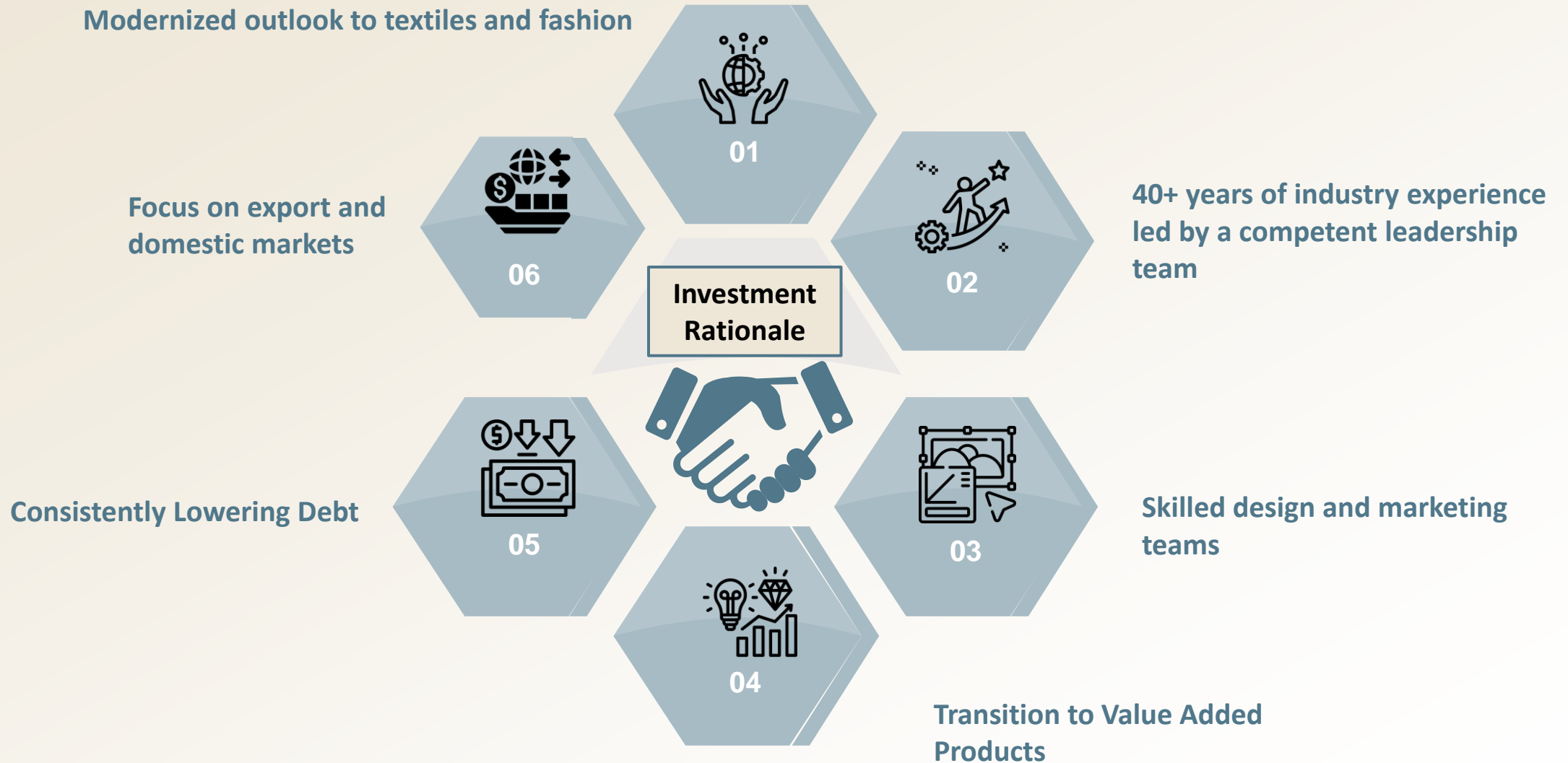
Capex and Investments to pick-up in the sector; productivity and industry competitiveness to improve

## Favourable Industry Dynamics

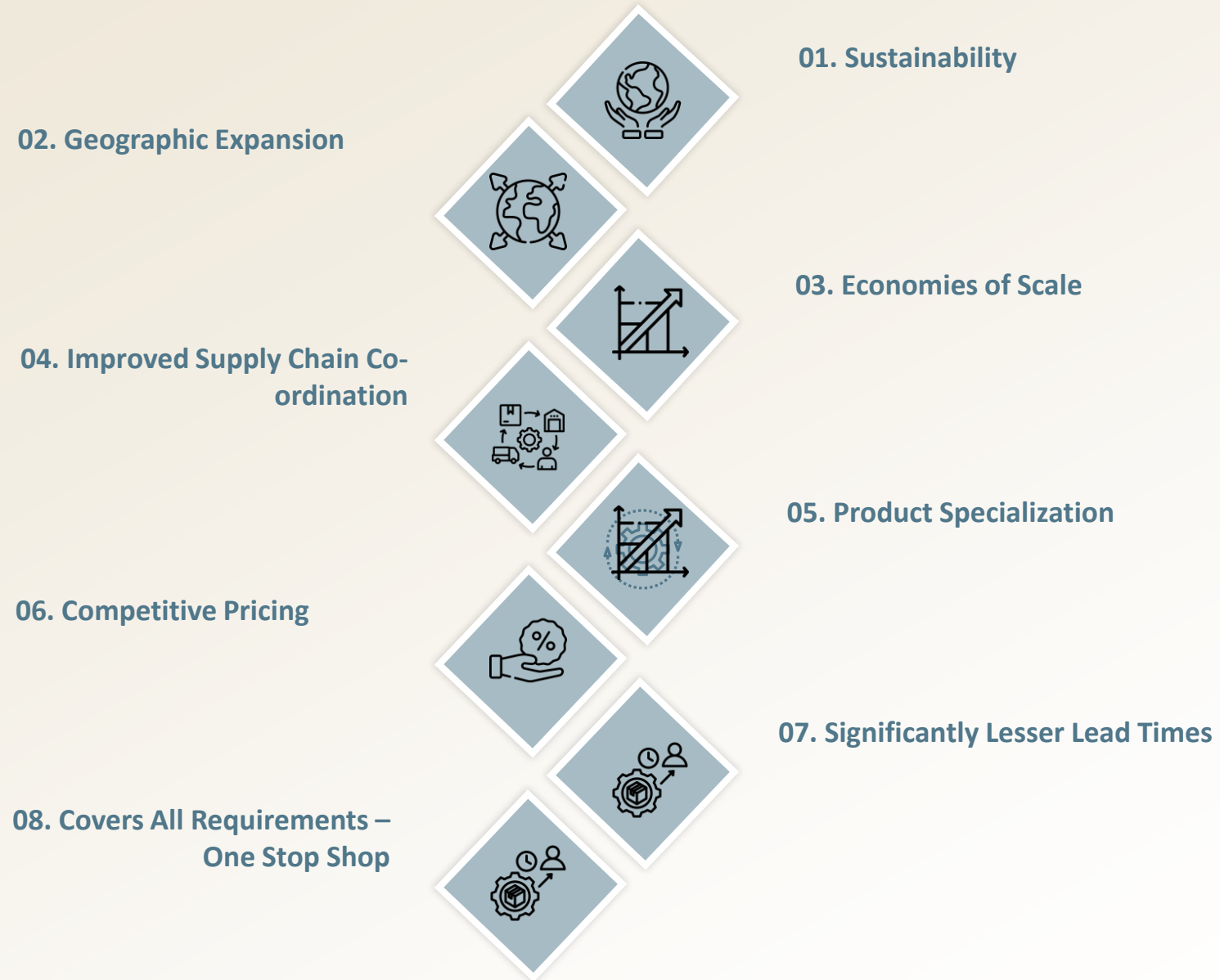
With favorable India Demographics and Industry Dynamics, India is capable to position itself as a Global Textiles hub



# Why Banswara Syntex Ltd?



# Vertical Integration - A Game Changer for Banswara



## Improvement in Capacity Utilization

- Demand improvement across textile value chain across domestic and International markets
- Order book visibility is high in fabrics & garments divisions
- Target to increase own yarn consumption in fabrics

## Cost Optimisation Measures

- Switched to grid power as thermal power cost has increased
- Improvement in productivity per person led to manpower cost opt capacity would help the company in significant cost savings
- Optimized travel, advertising costs
- Plants' strategic location ensures RM & Freight cost optimization
- Increase in capacity utilization to reduce overall fixed expenses (as % of sales)

## Increase in Value Added Products

- Structural shift in demand towards quality fabrics
- Product mix to move favorably towards value added products; to help improve overall margins





## Financials

# Standalone Profit and Loss Statement

Particulars (Rs. in Crores)	FY25	FY24	FY23	FY22
<b>Revenue from Operations</b>	<b>1,291.7</b>	<b>1,264.2</b>	<b>1,498.8</b>	<b>1,189.8</b>
Other Income	15.8	17.9	14.6	17.0
<b>Total Income</b>	<b>1,307.5</b>	<b>1,282.1</b>	<b>1,513.4</b>	<b>1,206.7</b>
Total Expenditure				
Raw materials	544.6	556.0	628.8	526.9
Employee Expense	294.6	282.4	286.3	220.9
Power & Fuel	136.6	147.8	192.2	159.6
Other Expenses	214.4	175.4	193.4	163.4
<b>EBITDA</b>	<b>117.2</b>	<b>120.6</b>	<b>212.7</b>	<b>136.0</b>
<i>EBITDA Margin %</i>	9.0%	9.4%	14.1%	11.3%
Depreciation	47.9	43.3	40.8	41.9
Finance Cost	39.6	29.6	31.7	24.8
Exceptional Item (Gain) / Loss	0.0	0.0	0.0	2.7
<b>PBT</b>	<b>29.7</b>	<b>47.6</b>	<b>140.2</b>	<b>72.0</b>
Tax	8.3	12.4	28.8	25.3
<b>PAT</b>	<b>21.4</b>	<b>35.3</b>	<b>111.4</b>	<b>46.7</b>
<i>PAT Margin %</i>	1.6%	2.7%	7.4%	3.9%
<b>EPS (Rs)</b>	<b>6.25</b>	<b>10.3</b>	<b>32.6</b>	<b>27.3</b>

# Standalone Balance Sheet



Asset (Rs. in Crs)	Mar-25	Mar-24	Mar-23	Mar-22
<b>Non-current assets</b>	<b>599.6</b>	<b>501.9</b>	<b>444.4</b>	<b>377.1</b>
Property, Plant & Equipment	515.3	418.7	362.8	306.4
Right of use assets	4.9	4.5	5.3	5.7
Capital Work in progress	19.5	19.6	21.8	28.9
Intangible assets	0.7	0.0	1.5	2.3
Intangible Assets under development	0.0	0.1	0.1	-
<b>Financial Assets</b>				
Investments	10.0	9.5	5.8	4.7
Loans	5.0	5.5	-	-
Others	26.1	22.7	7.7	6.7
Other non current assets	18.0	20.4	21.9	22.5
<b>Current assets</b>	<b>595.9</b>	<b>568.4</b>	<b>624.1</b>	<b>505.2</b>
Inventories	312.6	271.5	313.9	278.9
<b>Financial Assets</b>				
Investments	0.1	0.2	0.1	0.0
Trade receivables	201.6	207.4	212.1	126.4
Cash & cash Equivalent	3.4	8.0	14.6	18.7
Other bank balance	9.8	19.7	22.6	8.7
Loans	2.6	2.2	2.4	1.2
Others	7.9	8.4	9.8	17.5
Other current assets	57.9	51.2	48.6	53.7
<b>Total Assets</b>	<b>1,195.5</b>	<b>1,070.3</b>	<b>1,068.5</b>	<b>882.3</b>

Equity & Liabilities (Rs. in Crs)	Mar-25	Mar-24	Mar-23	Mar-22
<b>Equity</b>	<b>558.4</b>	<b>534.7</b>	<b>509.1</b>	<b>400.1</b>
Equity share capital	17.1	17.1	17.1	17.1
other equity	541.2	517.6	492.0	383.0
<b>Non-current liabilities</b>	<b>235.4</b>	<b>180.2</b>	<b>152.4</b>	<b>143.8</b>
<b>Financial Liabilities</b>				
Borrowings	202.5	148.8	123.6	106.3
Lease Liabilities	1.0	0.9	1.6	2.0
Provisions	6.6	7.1	4.1	4.0
Deferred tax Liabilities (tax)	22.4	19.7	18.7	26.1
Government Grant	2.8	3.7	4.5	5.4
<b>Current liabilities</b>	<b>401.7</b>	<b>355.4</b>	<b>407.0</b>	<b>338.4</b>
<b>Financial liabilities</b>				
Borrowing	249.6	204.4	247.6	153.0
Lease Liabilities	84.3	79.9	88.4	0.6
Trade payable	48.3	50.8	49.3	147.7
Other Financial liabilities	1.0	0.6	0.7	5.1
Other current Liabilities	14.0	14.5	16.7	25.0
Government Grant	0.8	0.8	0.8	0.8
provisions	2.2	2.9	2.1	1.8
Current tax Liabilities (Net)	1.4	1.4	1.4	4.4
<b>Total Liabilities</b>	<b>1,195.5</b>	<b>1,070.3</b>	<b>1,068.5</b>	<b>882.3</b>

# Standalone Cash Flow



Particulars (Rs. in Crores)	FY25	FY24	FY23	FY22
Operating profit before working capital changes	116.9	112.1	208.8	133.9
Changes in working capital	-26.8	49.8	-145.2	-57.1
Cash generated from operations	90.1	161.9	63.6	76.8
Income Tax Refund/(Direct Taxes Paid)	11.0	16.7	43.4	22.6
<b>Net Cash from Operating Activities (A)</b>	<b>79.1</b>	<b>145.2</b>	<b>20.2</b>	<b>54.2</b>
<b>Net Cash from Investing Activities (B)</b>	<b>-139.0</b>	<b>-93.3</b>	<b>-99.5</b>	<b>-48.0</b>
<b>Net Cash from Financing Activities (C)</b>	<b>55.2</b>	<b>-58.4</b>	<b>75.2</b>	<b>4.9</b>
<b>Net Change in cash and cash equivalents</b>	<b>-4.7</b>	<b>-6.6</b>	<b>-4.1</b>	<b>11.0</b>
Cash & Cash Equivalents at the Beginning of the Period	8.0	14.6	18.7	7.7
<b>Cash &amp; Cash Equivalents at the End of the Period</b>	<b>3.4</b>	<b>8.0</b>	<b>14.6</b>	<b>18.7</b>

Company:	Investor Relations Advisors:
	
<b>Banswara Syntex Limited</b>	<b>Strategic Growth Advisors Pvt. Ltd.</b>
CIN: L24302RJ1976PLC001684	CIN: U74140MH2010PTC204285
Ms. Kavita Gandhi	Mr. Devraj Ghatge/ Ms. Brinkle Shah Jariwala
<a href="mailto:secretarial@banswarasyntex.com">secretarial@banswarasyntex.com</a>	<a href="mailto:devraj.ghatge@sgapl.net">devraj.ghatge@sgapl.net</a> / <a href="mailto:brinkle.shah@sgapl.net">brinkle.shah@sgapl.net</a>
	+91 9168723907 /+91 9619385544
<a href="http://www.banswarasyntex.com">www.banswarasyntex.com</a>	<a href="http://www.sgapl.net">www.sgapl.net</a>