



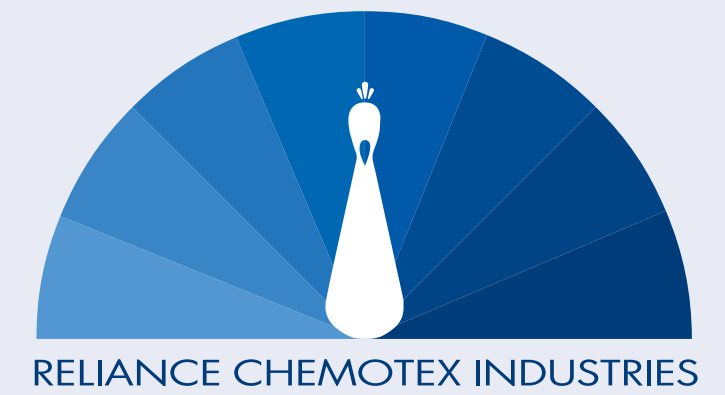
RELIANCE CHEMOTEX INDUSTRIES

December 2021

RELIANCE CHEMOTEX INDUSTRIES LIMITED

INVESTOR PRESENTATION

Safe Harbour



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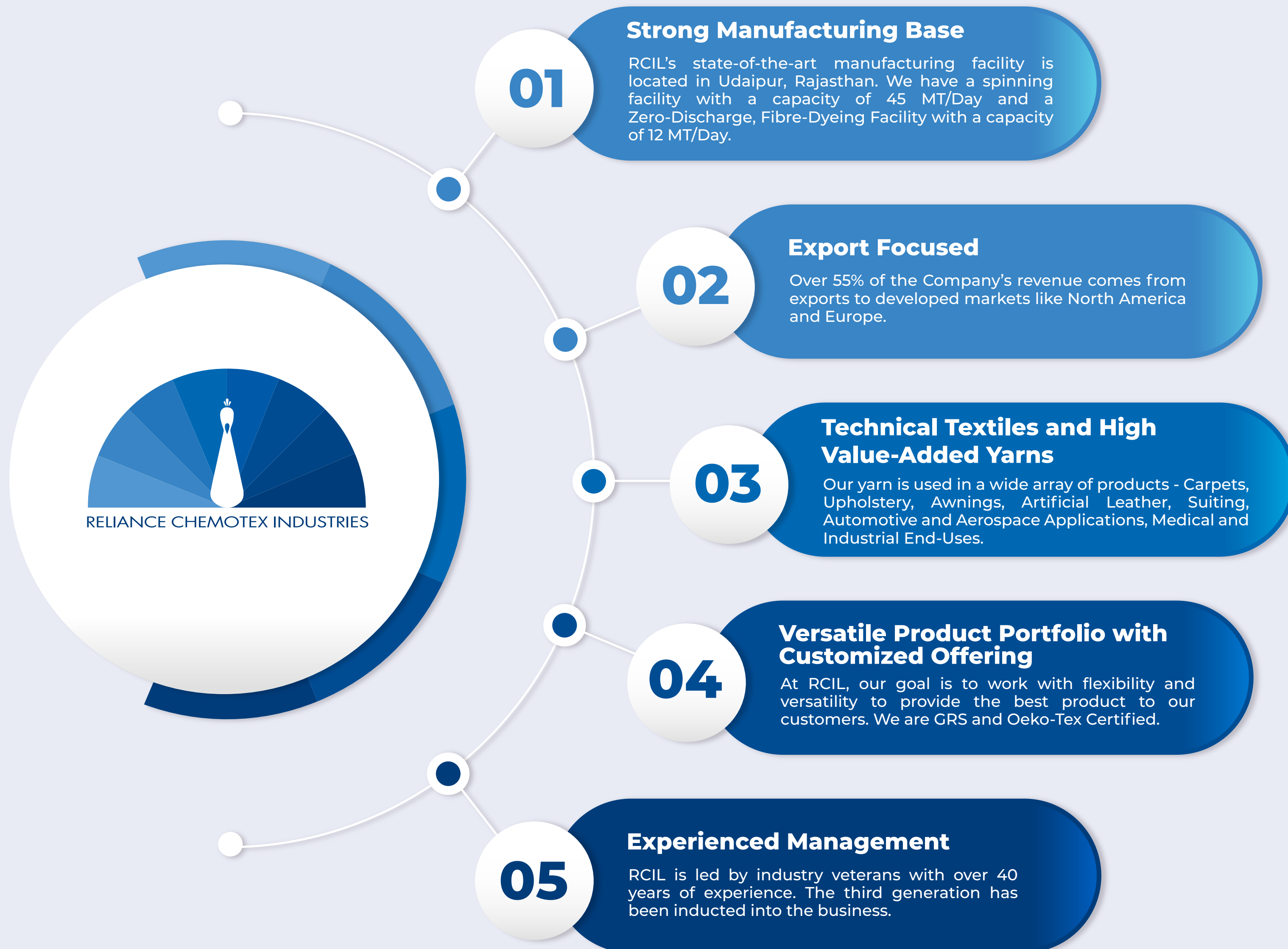
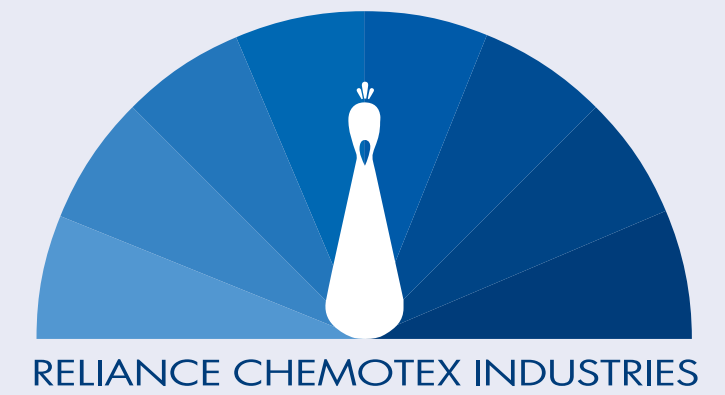
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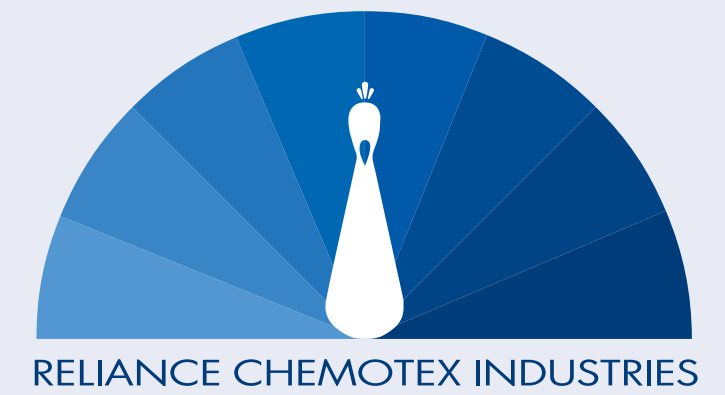
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RCIL : A Leading Synthetic Yarn Manufacturer



Our Competitive Edge



Quality

At RCIL, we are all united in our relentless pursuit of quality. This is made possible by our years of industry experience, our state-of-the-art manufacturing and a change-oriented work culture which focuses on lean ideologies and continuous improvement.



Customer Centricity

We have forged meaningful relationships with key customers built on the solid foundation of Quality, Mutual Learning, Respect and Trust.



Consistency

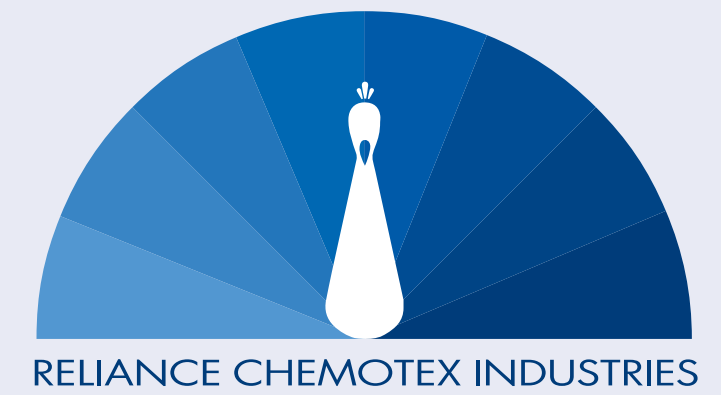
We have been consistently delivering yarns that are the products of choice in the most demanding applications across an imposing breadth of textile-related industries around the world.



Unique Approach to Research and Product Development

Our strong Research and Development efforts together with our uncharacteristically close collaborations with our customers helps us to create, develop, fine-tune and streamline products, and in many cases, even our customer's subsequent processes.

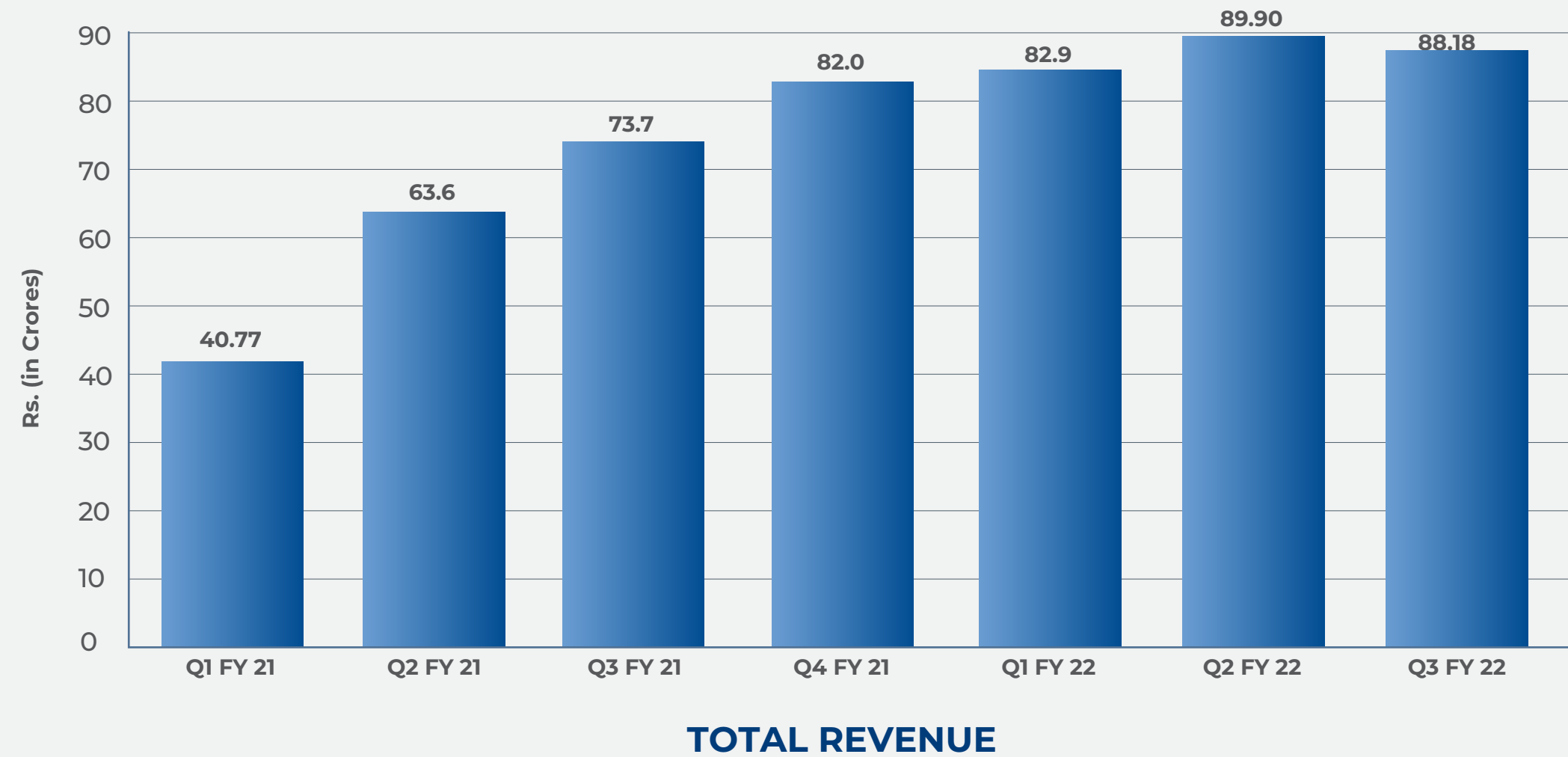
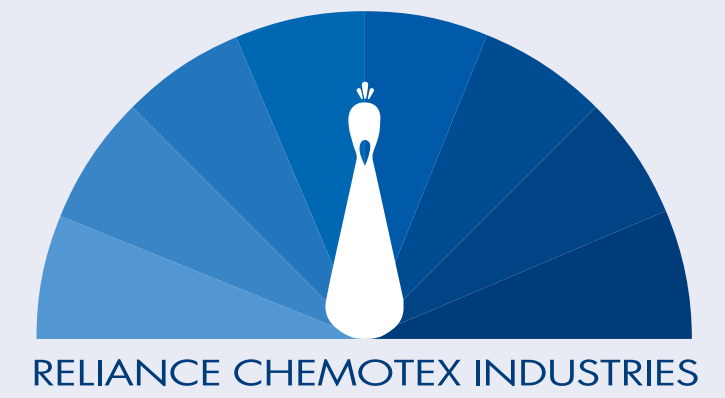
Quarterly Highlights



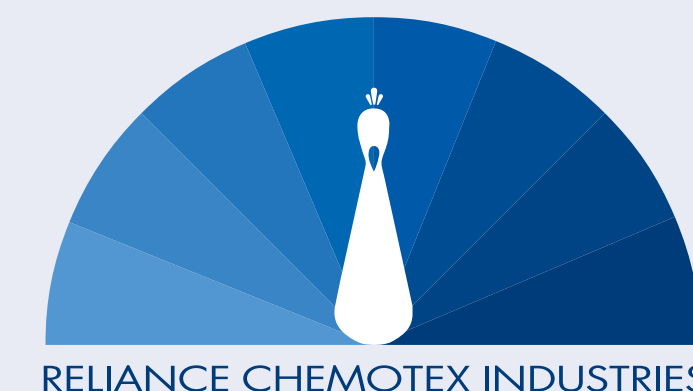
Q3 FY22



Q3FY22 Financial Highlights

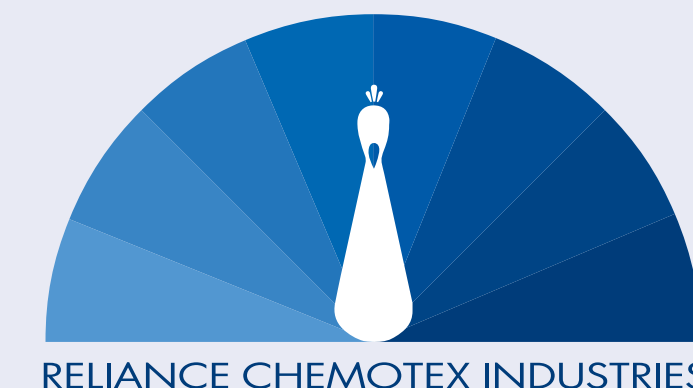


Profit & Loss Statement – Quarterly



Rs. Crores	9M FY22	Q3FY22	Q2FY22	Q1FY22	FY21	9M FY21	Q3FY21
Net Revenue	258.26	86.85	88.98	82.42	255.62	174.30	72.71
Other Income	2.76	1.33	0.92	0.51	4.49	3.78	0.96
Total Revenue	261.02	88.18	89.90	82.93	260.11	178.08	73.67
Direct Expenses	126.38	39.84	44.66	41.88	123.67	87.22	35.43
Employee Expenses	32.79	11.11	11.18	10.49	42.35	29.54	11.03
Power & Fuel	23.11	7.65	7.99	7.47	29.70	21.88	8.1
Other Expenses	46.02	17.35	14.89	13.77	36.79	23.86	10.24
EBITDA	32.72	12.22	11.18	9.32	27.60	15.59	8.87
EBITDA Margin	12.54%	13.86%	12.44%	11.24%	10.61%	8.75%	12.04%
Depreciation	6.40	2.22	2.28	1.89	7.59	5.60	1.90
Finance Costs	8.94	3.62	2.63	2.70	9.64	6.93	2.54
PBT	17.39	6.38	6.27	4.73	10.37	3.06	4.43
PBT Margin	6.66%	7.24%	6.97%	5.70%	3.99%	1.72%	6.01%
Tax	5.62	2.08	1.87	1.67	3.44	1.91	1.90
PAT	11.76	4.31	4.40	3.06	6.93	1.15	2.53
PAT Margin	4.51%	4.88%	4.89%	3.69%	2.66%	0.65%	3.43%
Other Comprehensive Income (net of tax)	0.06	0.02	0.02	0.02	0.08	0.09	0.03
Total Comprehensive Income for the Period	11.83	4.33	4.42	3.08	7.01	1.25	2.56

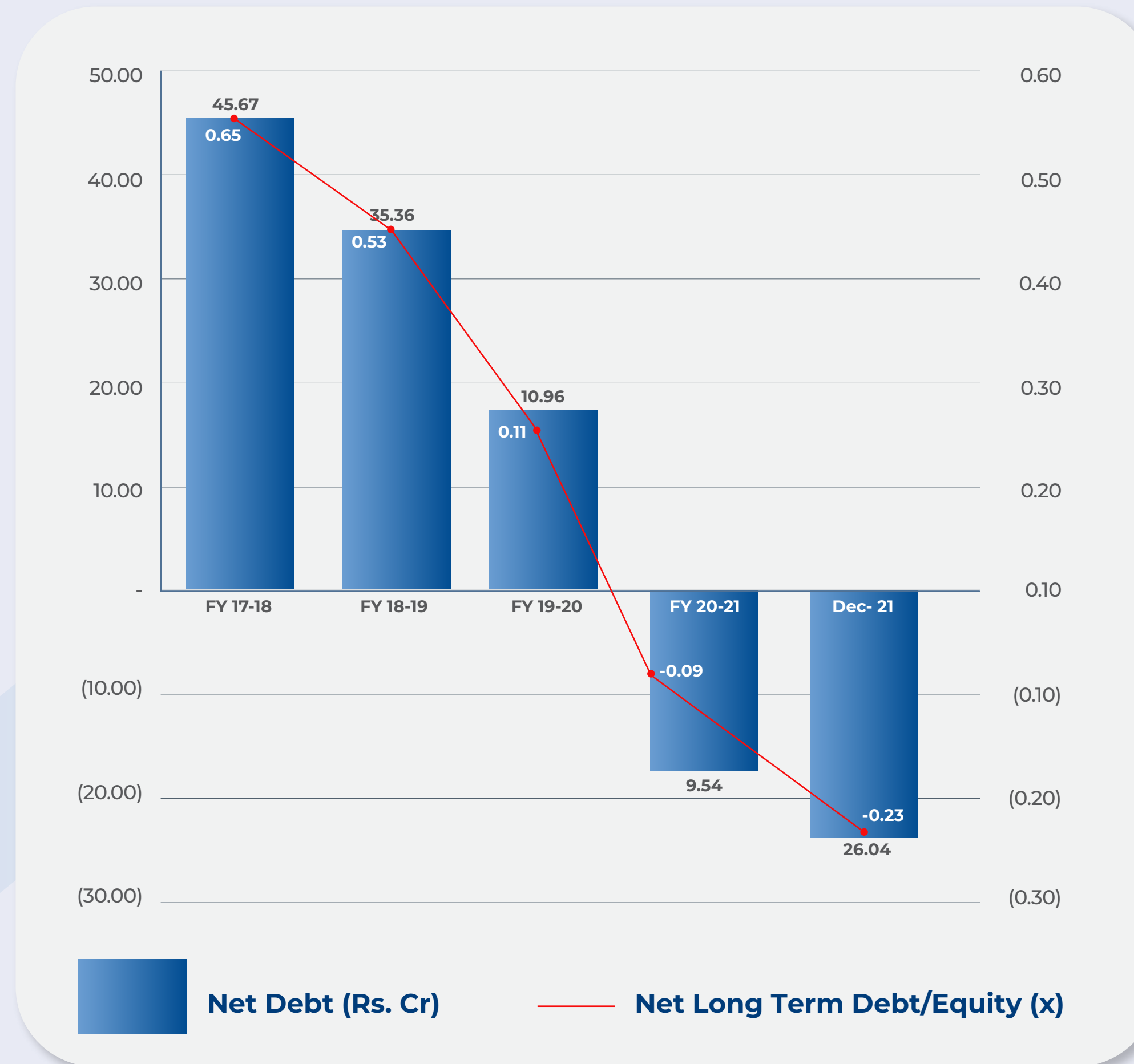
Balance Sheet



Rs. Crores	Dec-21	Mar-21	Dec-20
Shareholders Fund	114.71	104.39	98.62
Share Capital	7.56	7.56	7.56
Other Equity	107.15	96.83	91.06
Non-Current Liabilities	72.05	55.74	52.53
Financial liabilities			
Borrowings	45.80	33.86	30.69
Other financial liabilities	2.78	1.00	0.96
Provisions	0.45	0.45	0.62
Deferred tax liabilities (net)	23.03	20.43	20.26
Current Liabilities	147.17	102.52	97.56
Financial liabilities			
Borrowings	94.63	53.44	23.91
Trade payables	26.25	19.74	50.34
Other financial liabilities	19.41	24.07	15.99
Other current liabilities	5.50	4.48	6.20
Provisions	1.38	0.79	1.12
TOTAL EQUITY & LIABILITIES	333.93	262.65	248.71

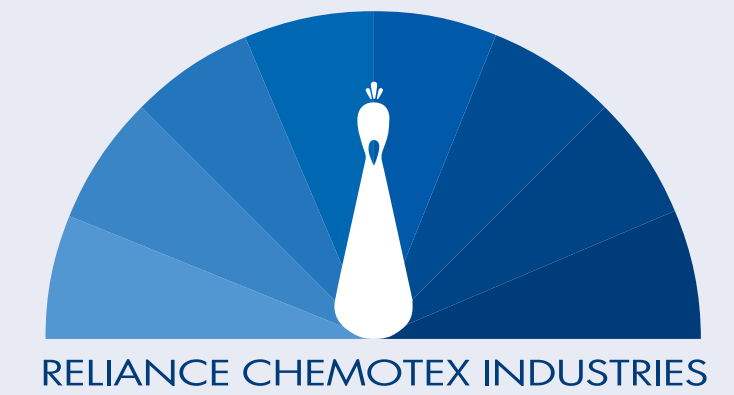
Rs. Crores	Dec-21	Mar-21	Dec-20
Non-Current Assets	191.40	156.58	150.14
Property, plant and equipment	137.71	108.83	105.61
Capital Work In Progress	4.54	1.31	-
Investment – Property	2.04	2.07	2.08
Other intangible assets	0.06	0.04	0.04
Right of use assets	40.21	37.3	37.65
Financial assets			
Other financial assets	4.79	4.60	4.76
Other Non Current assets	2.05	2.43	-
Current Assets	142.53	106.07	98.57
Inventories	52.11	46.67	42.42
Financial assets			
Investments	0.10	0.10	-
Trade receivables	4.08	10.62	9.53
Cash and cash equivalents	0.10	0.32	0.15
Bank balances	61.06	32.56	24.31
Other financial assets	7.35	5.64	4.83
Current Tax Assets (Net)	0.15	0.94	0.99
Other current assets	17.59	9.22	16.34
TOTAL ASSETS	333.93	262.65	248.71

Strong Balance Sheet: Low Net-Debt



- The effective cost of the Company's Long-Term Debt is approximately 2%
- The Company has consistently been paying Dividend over the last two decades.

Strong Balance Sheet: Efficiently-Managed Working Capital

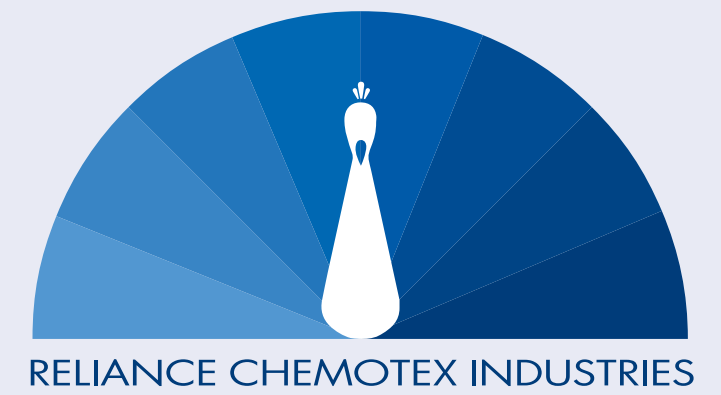


- The Company has decreased its Debtor Days and Inventory Holding Days to further reduce its working capital cycle.

RCIL Surging Ahead on Strong Tailwinds



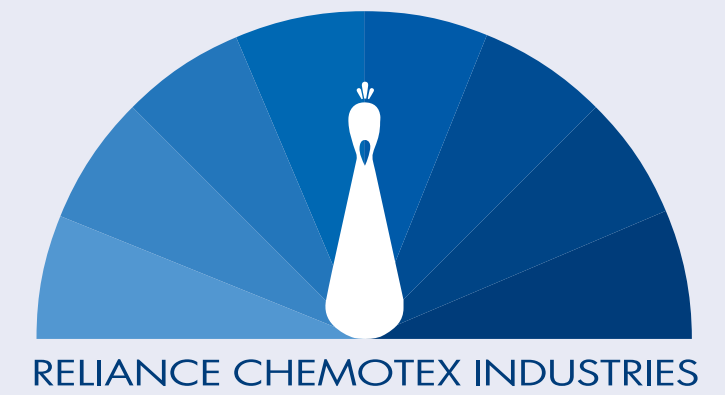
Focus on Export and our Global Reach



- We export more than 55% of our production around the globe.
- In the prevailing global scenario, many large buyers are trying to reduce their dependence on China. This "China +1" approach provides us with a great opportunity to further penetrate the export market and become an integral part of established value chains.



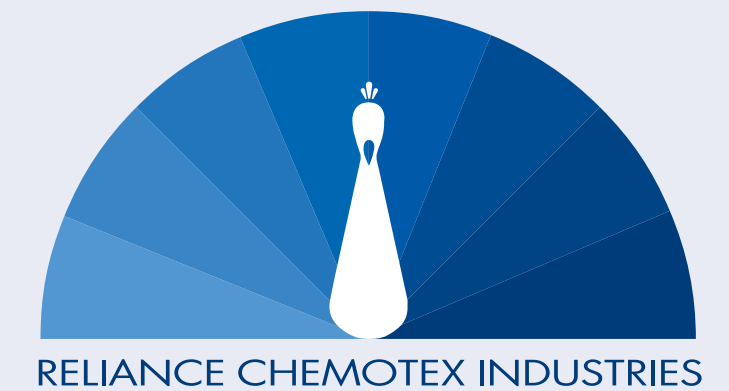
Proposed Expansion



- **The Company is planning to expand its manufacturing capacity by 6,240 spindles with a focus on technical textiles and other value-added products. The proposal has been appraised by the Export Import Bank of India (EXIM Bank) and EXIM Bank has sanctioned a term loan of Rs. 37 Crores at very favourable terms.**
- **The Company will be strategically scaling up its Solar Power Capacity from 1.4MW to 3.5 MW. We have commenced with this enhancement project and endeavour to have this completed in the next 2-3 months.**
- **These initiatives will increase operational efficiencies, reduce operating costs, improve profitability and further increase the flexibility of the company's manufacturing capabilities.**



Led by Industry Veterans and an Experienced Management Team



Mr. S. L. Shroff
Chairman Emeritus

A first generation entrepreneur, Mr. SL Shroff began his business career as a stock broker in 1950s and established business interests in textiles in 1960s with the export of jute fibre to United States and over the decades diversified into yarn, fabric, readymade garments and home textiles. He established RCIL in 1977.



Mr. Sanjiv Shroff
Managing Director

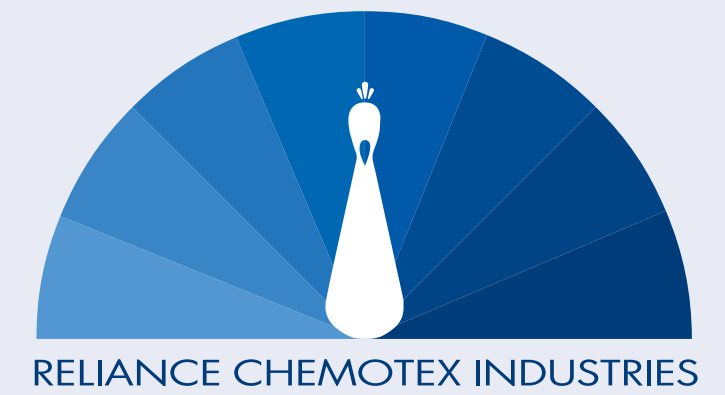
A Bachelor of Science in Chemistry (Honours) from Kolkata University, Sanjiv has been the Managing Director of the Company since 1988. His thorough operational expertise, industry insight and uncompromising value system have moulded Reliance Chemotex Industries Limited into the widely-respected organisation it is today.



Mr. Rahul Shroff
Executive Director

An SB and MEng from MIT, USA, Rahul joined the company in 2010 and has been instrumental in streamlining the company's manufacturing processes with a focus on lean ideologies and the Toyota Production System. He has spearheaded the company's export sales and its diversification into technical, industrial and medical textiles.

Led by Industry Veterans and an Experienced Management Team



Mr. Ameya Shroff
Executive Director

An SB and MEng from MIT, USA, Ameya joined the company in 2013 and has spearheaded the company's Financial Management, MIS and strategic cost-reduction efforts. He has focussed on research and development, on expanding the company's value-added product offering and has revitalised sales in the domestic market.



Mr. Chandrasekaran Rajagopalan
Chief Financial Officer

A Chartered Accountant and Company Secretary, he has more than 30 years of experience in various management positions in Finance and Accounts. In his past role, he was instrumental in the turnaround of IG Petrochemicals Ltd..



RELIANCE CHEMOTEX INDUSTRIES

For further information, please contact:

Reliance Chemotex Industries Ltd.

CIN: L40102RJ1977PLC001994

Mr. Chandrasekaran Rajagopalan

Email: finance@reliancechemotex.com

www.reliancechemotex.com