

Reliance Chemotex Industries Limited

Investor Presentation

December 2017



Safe Harbour



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A Leading Synthetic Yarn Manufacturer



Capacity

53,280 Spindles

Export Focused

~70% of the revenue comes from export to Developed Markets like North America, Europe etc.

High Value Added Yarns

Our yarn is used for upholstery, carpet, automotive, medical and other industrial end-uses

Versatile Product Portfolio with Customised Offering

Working with flexibility and versatility to provide the best option to our customers

Experienced Management

40 years of business experience
Third generation has been inducted into the business

Philosophy

RCIL's growth has been strategically built upon creative product development, a highly flexible and consumer-centric marketing ideology, a recruiting philosophy that values long-term commitment and perhaps most importantly, an unconditionally strong value system.

We make the “Fibre of the future” ...

Global

High preference of Man Made Fibre

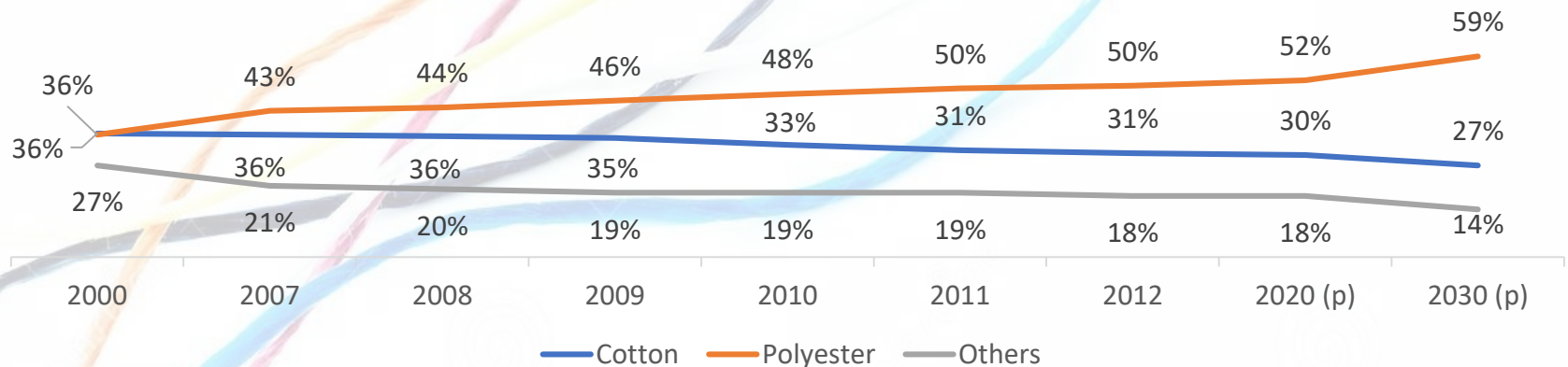
- Flexibility in manufacturing process
- Increasing new age end use (Technical & Medical)
- Higher Raw Material availability

India

Production of man-made fibre has been on an upward trend

- Production stood at 1.34 million tonnes in FY15 up from 1.07 million tonnes in FY09 a CAGR of 4%
- Indian exports MMF textiles to more than 146 countries
 - Turkey, Egypt, Indonesia, Brazil, and Germany are major importers of Indian man-made fibre yarns

Global Fibre Consumption Trend



...supported by Key Industry Tailwinds...

Regulations

- Benefits continues from Amended TUFs for upgradation and modernization
- Continued Support from Government Schemes like TUFs, MEIS, (other export benefits)

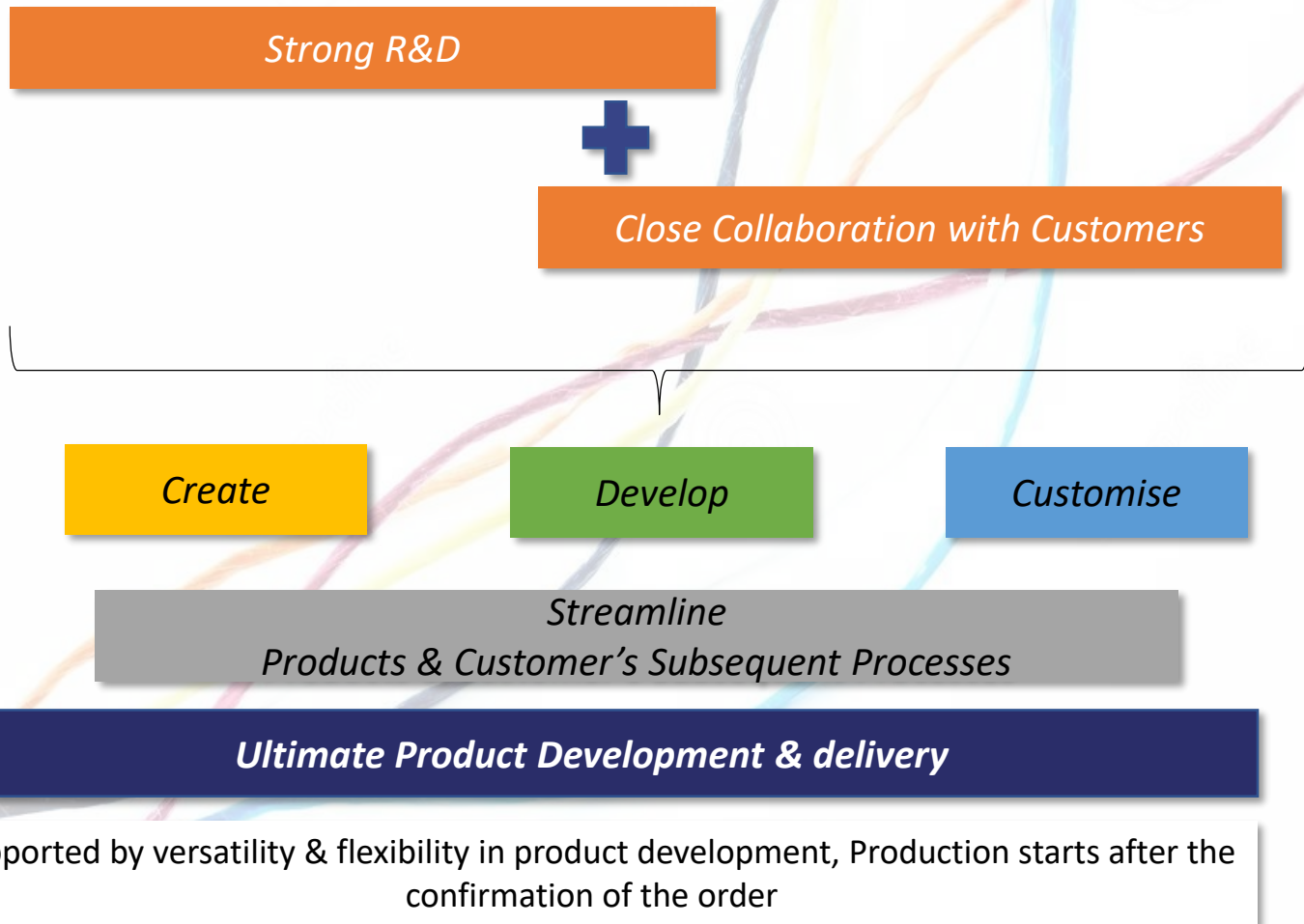
Make in India

- Increasing thrust and support of Government
- More visibility in global markets by positioning India as a premier option for manufacturing.
- Growing demand for high value added textiles

Innovation

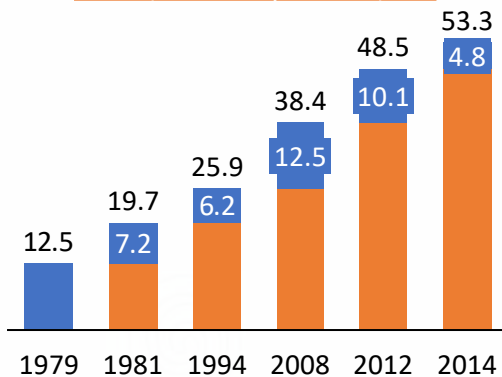
- Growing acceptance of Synthetics in apparels
- Improvement in processing and manufacturing technology
- Demand growth from newer applications

...captured through our Product Centric Approach...



...visible in our Journey so far

Capacity Additions
(No. of Spindles)



2014-16

2014: Augmented Capacity for production of dyed yarns

2001-13

2010 & 2013: 3rd generation, Rahul and Ameya Shroff joined the business
 2006: Diversified to produce greige & fiber-dyed chenille yarns for high-end upholstery & carpet Industry
 2001: Listing on BSE

1984 - 2000

1994: Conceptualized and developed multifold, fibre-dyed viscose yarns, which later revolutionized the global artificial silk carpet industry
 1987: Became one of the first Indian mill to export synthetic yarn

1980-83

1983: Mr. Sanjiv Shroff joined the business and shifted the Company's focus from Domestic market to Global Frontiers
 1980: Pioneered the use of fibre-dyed Polyester/Viscose blended yarns in the production of school uniforms

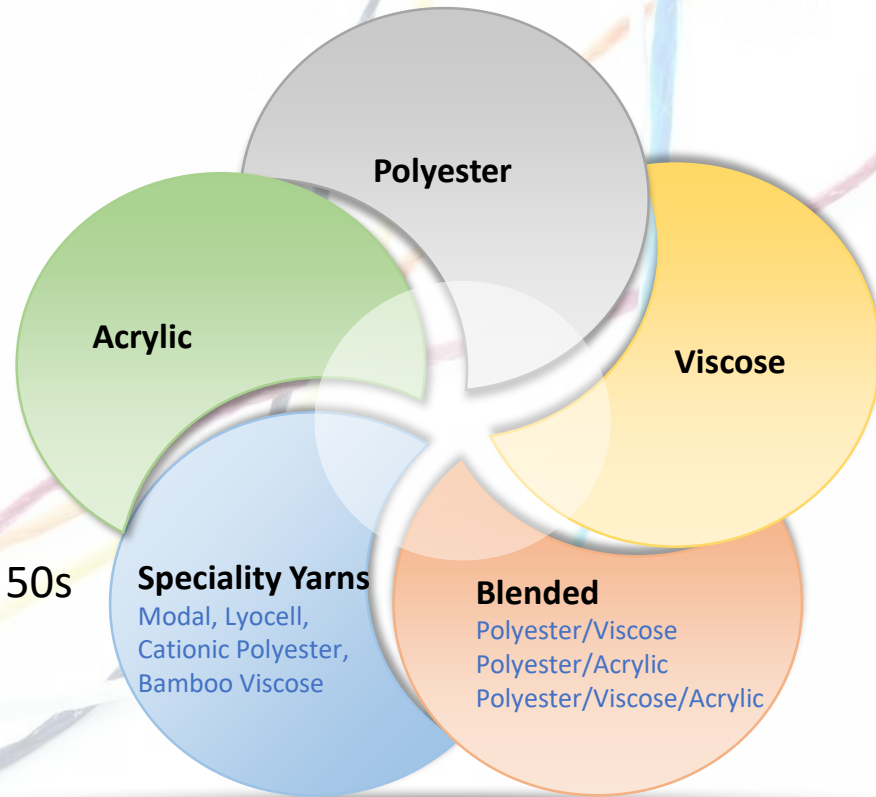
1977-79

1979: Started production under the brand 'Reliwool' our now legendary 100% Dyed Acrylic yarns for sweater knitting
 1977: Incorporated Reliance Chemotex Industries Limited (RCIL) as a publicly traded spinning mill in Udaipur, RJ

Our versatile product portfolio...



- Yarns Produced with
 - Raw-white Fibre
 - Dope-dyed Fibre
 - Fibre-dyed Fibre
- Count Range from Ne 6s to Ne 50s
 - In single, double, Multi-ply



...caters to High Value Added end use...

Upholstery



Carpet



Medical



Towel



Artificial Leather

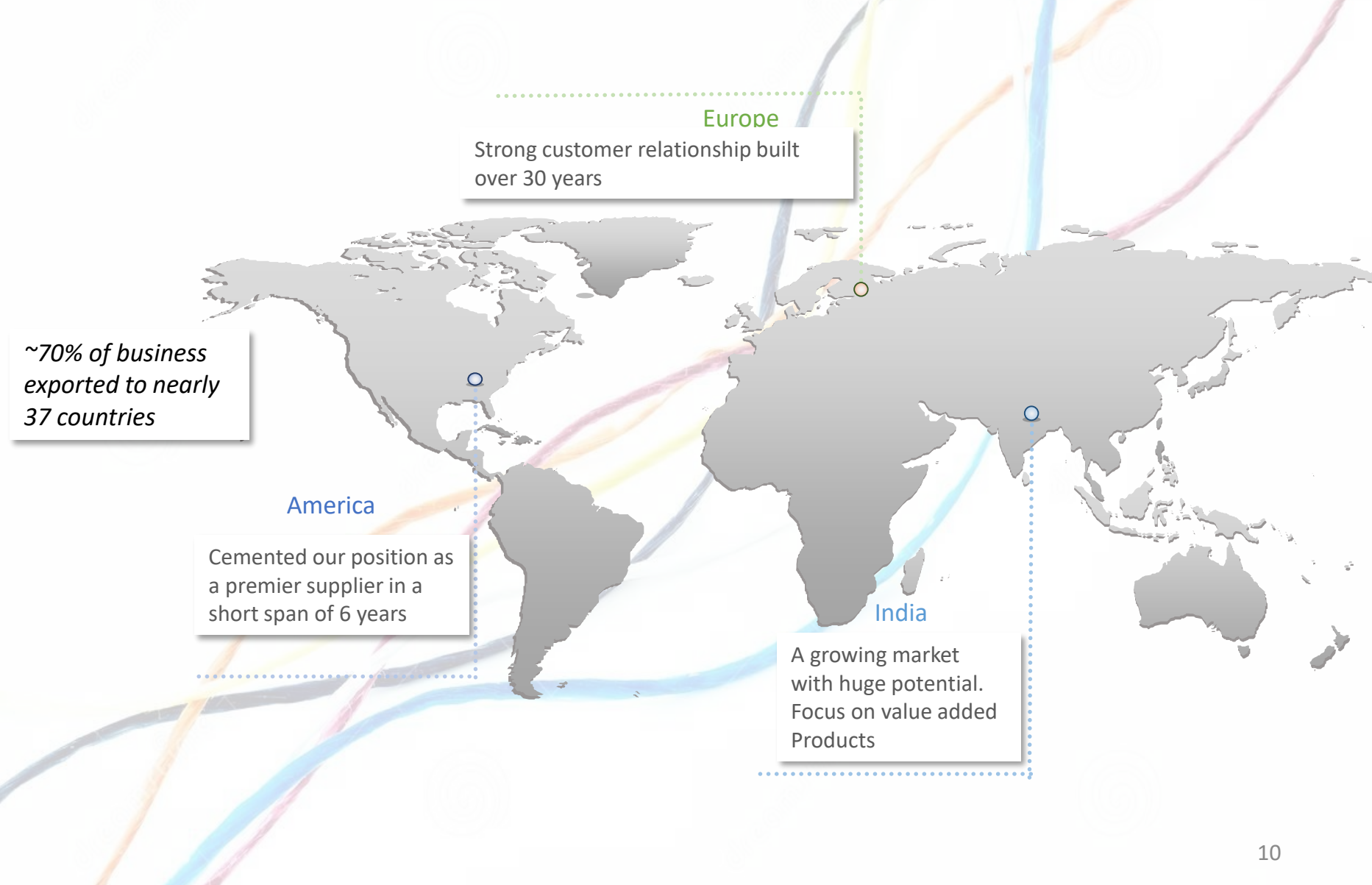


Sports apparel



Automotive

...across the most demanding markets



Europe

Strong customer relationship built over 30 years

~70% of business exported to nearly 37 countries

America

Cemented our position as a premier supplier in a short span of 6 years

India

A growing market with huge potential. Focus on value added Products

Our Manufacturing capabilities...



Spinning Facility

Facility based in Udaipur, Rajasthan

Capacity of

- 53,280 spindles
- Production of 13,940 MTPA

Dyeing Unit

Fibre Dyeing unit for customization as per client requirements

Capacity of 12 Tonnes per Day

"A Zero Discharge Facility"

Quality Control

Follow strict Quality Control

Oeko-Tex Standard 100
certifications
GRS Certified



... provides us with Competitive Edge...



Quality

Willingness to embrace change along with Cutting-edge technology and state-of-the-art machinery leads to maintain world-class quality standards

Consistency

Delivering yarns that are the products of choice in the most demanding applications across an imposing breadth of textile-related industries around the world

Customer Centricity

Relationship with Key Customers of Over 30 years nurtured with Quality, Mutual Learning, Respect & Trust

...developed by Experienced Management team...



Mr. S. L. Shroff
Chairman Emeritus

A first generation entrepreneur started as a stock broker in 1950s and established business interests in textiles in 1960s with export of jute fibre to US

Mr. Rahul Shroff
Executive Director

A BS & MS from MIT, USA. Joined in 2010 and has been instrumental in streamlining the company's manufacturing processes and diversification into industrial and medical textiles

Mr. A. S. Arya
Plant Head

B. Tech having 35+ years of experience working as President (Works). Handling operations at Udaipur plant

Mr. Sanjiv Shroff
Managing Director

Bachelor of Science in Chemistry (Honors) from Kolkata University.
Has been MD of the company since 1988 and has been associated with industry for last 30 years

Mr. Ameya Shroff
Executive Director

A BS & MS from MIT, USA. Joined in 2013, he has revamped the administrative framework with focus on ERP, Inventory Management and store procurement and has been driving value added products sales in the domestic markets

Mr. Amar Inder Singh Jassar
Chief Financial Officer

A Chartered Accountant with a rich experience of more than 25 years in various levels of management positions

...guided by Strong Board of Directors...



Mr. Ramadoss Srinivasan
Chairman & Independent Director



Mr. Sanjiv Shroff
Managing Director



Mr. Rahul Shroff
Executive Director



Mr. Ameya Shroff
Executive Director



Mr. N.G. Khaitan
Non-Executive Director



Ms. Dipika Shroff
Non-Executive Director



Mr. R.N. Sharma
Non-Executive Director



Mr. K.L. Sonthalia
Independent Director



Mr. Narayan Shroff
Independent Director

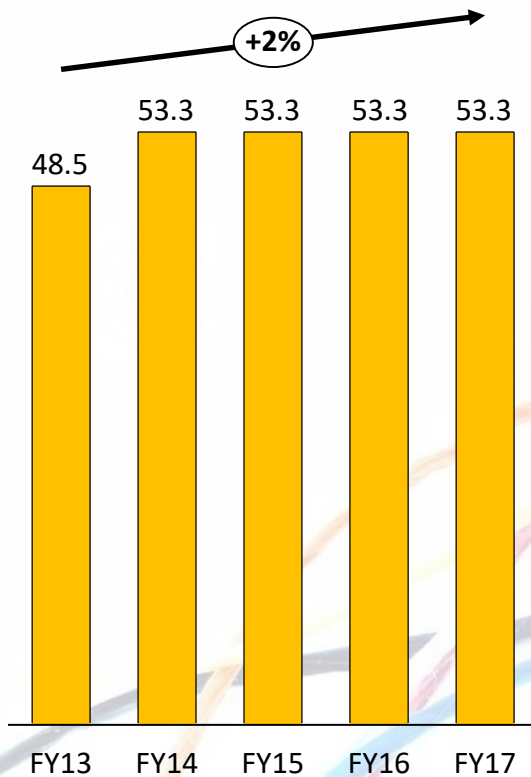


Financials

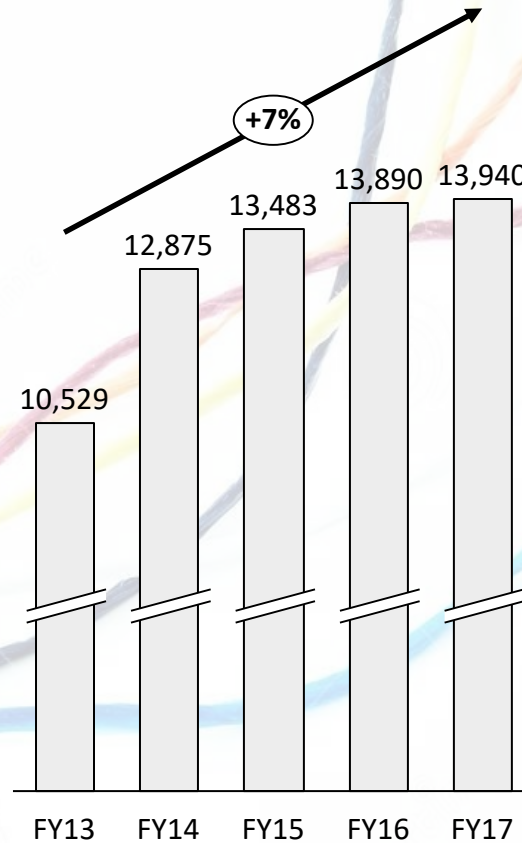
Operational Capacity



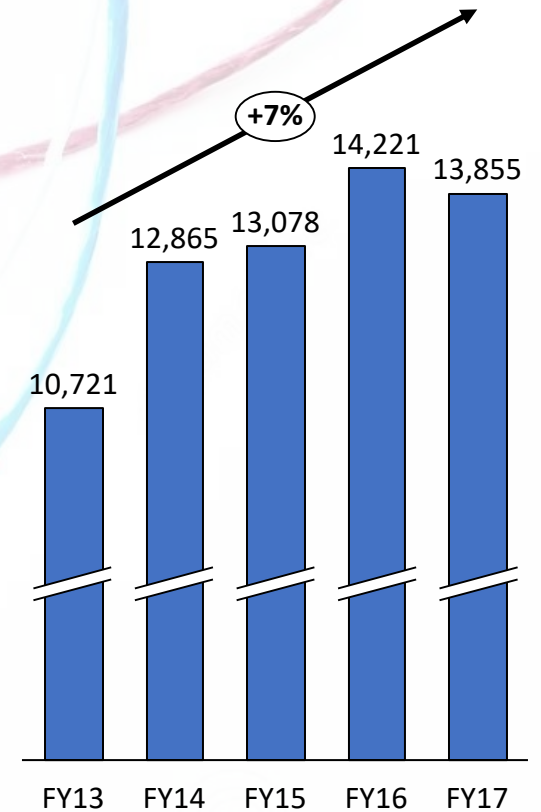
Spindles ('000)



Yarn Production (MT)

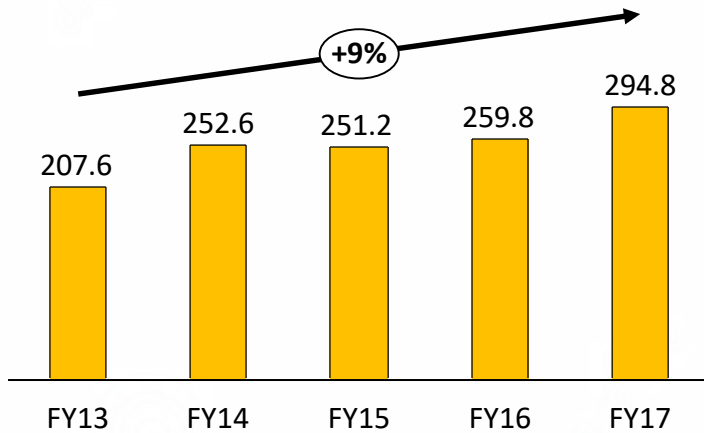


Sales (MT)

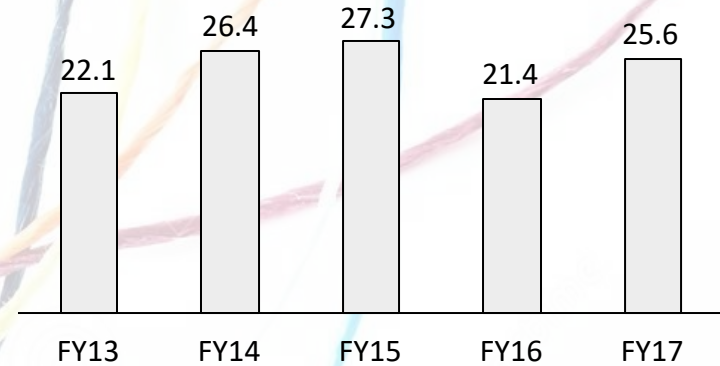


Financial Performance

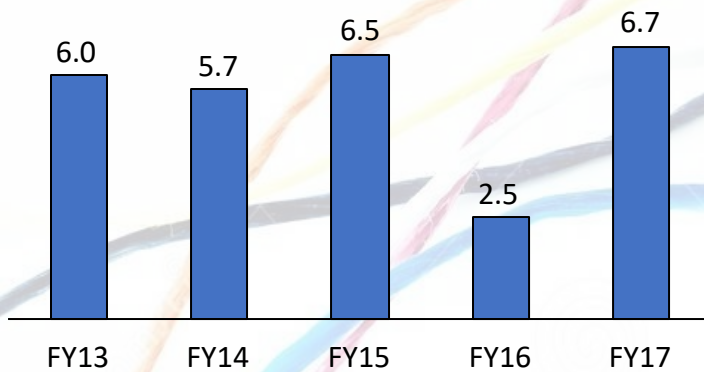
Total Revenue* (Rs Crs)



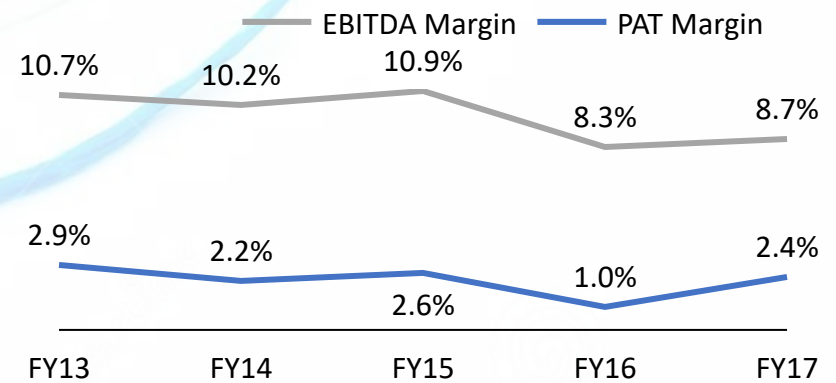
EBIDTA* (Rs Crs)



PAT (Rs Crs)



Margins %



*Includes Other Income
Financials as per IGAAP

Quarterly Profit & Loss Statement*



Rs. Crores	Q2FY18	Q2FY17	H1 FY18	H1 FY17
Net Revenue	65.93	77.31	144.99	146.55
Other Income	0.32	0.52	0.80	0.95
Total Revenue	66.25	77.83	145.79	147.49
Direct Expenses	33.23	43.64	78.98	80.91
Employee Expenses	8.64	8.86	17.07	17.20
Power & Fuel	8.66	6.26	16.80	12.70
Excise Duty	-	1.32	0.91	2.16
Other Expenses	9.90	10.77	20.22	20.43
EBITDA	5.83	6.98	11.82	14.09
EBITDA Margin	8.79%	8.97%	8.11%	9.56%
Depreciation	2.02	1.68	3.69	3.33
EBIT	3.80	5.30	8.13	10.76
EBIT Margin	5.74%	6.80%	5.58%	7.30%
Finance costs	2.44	2.87	4.86	5.95
PBT	1.37	2.43	3.27	4.81
Tax	0.98	0.50	1.48	1.00
PAT	0.38	1.93	1.79	3.81
PAT Margin	0.58%	2.47%	1.23%	2.58%
Other Comprehensive Income (net of tax)	-0.02	-0.03	-0.05	-0.02
Total Comprehensive Income for the Period (net of tax)	0.36	1.90	1.75	3.79

* - Financials as per IND-AS

Half Yearly Balance Sheet*



Rs. Crores	Sep-17
Shareholders Fund	64.84
Share Capital	3.99
Reserves & Surplus	60.85
Non Current Liabilities	76.48
Financial liabilities	
Borrowings	55.51
Other financial liabilities	0.66
Provisions	1.10
Deferred tax liabilities (net)	19.22
Current Liabilities	95.93
Financial liabilities	
Borrowings	28.74
Trade payables	37.68
Other financial liabilities	24.95
Other current liabilities	4.56
TOTAL EQUITY & LIABILITIES	237.25

Rs. Crores	Sep-17
Non Current Assets	151.02
Property, plant and equipment	148.81
Other intangible assets	0.19
Financial assets	
Other financial assets	2.03
Current Assets	86.23
Inventories	34.76
Financial assets	
Trade receivables	20.08
Cash and cash equivalents	0.30
Bank balances	3.99
Other financial assets	6.75
Current Tax Assets (Net)	0.29
Other current assets	20.04
TOTAL ASSETS	237.25

* - Financials as per IND-AS

Profit & Loss Statement*



Rs. Crores	FY17	FY16	Y-o-Y
Net Revenue	284.74	257.13	10.74%
Other Income	10.06	2.67	
Total Revenue	294.80	259.80	13.47%
Direct Expenses	163.32	140.76	
Employee Expenses	35.84	33.11	
Other Expenses	70.05	64.49	
EBITDA	25.59	21.43	19.42%
EBITDA Margin	8.68%	8.25%	
Depreciation	6.71	6.60	
EBIT	18.88	14.83	27.30%
EBIT Margin	6.40%	5.71%	
Finance costs	10.99	13.13	
PBT	7.89	1.71	361.40%
Tax	1.19	-0.82	
PAT	6.70	2.53	164.82%
PAT Margin	2.27%	0.97%	

* - Financials as per IGAAP

Balance Sheet*



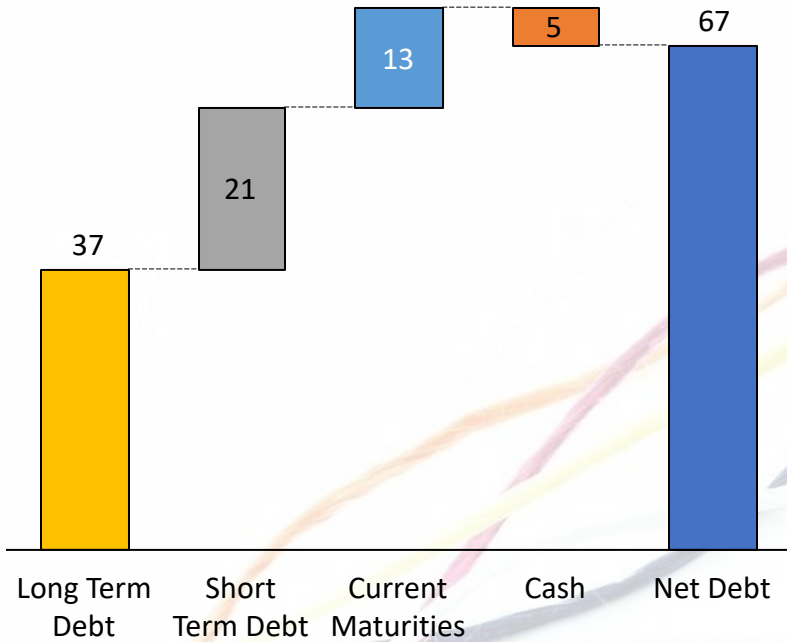
Rs. Crores	Mar-17	Mar-16
Shareholders Fund	62.11	58.67
Share Capital	27.07	27.07
Reserves & Surplus	35.04	31.60
Non Current Liabilities	45.04	58.35
Long Term Borrowings	37.06	50.80
Deferred Tax Liabilities(Net)	5.74	4.92
Other Long Term Liabilities	0.79	0.71
Long Term Provisions	1.45	1.91
Current Liabilities	84.04	84.40
Short Term Borrowings	21.24	23.59
Trade Payables	35.13	32.29
Other Current Liabilities	22.81	24.92
Short Term Provisions	4.87	3.61
TOTAL EQUITY & LIABILITIES	191.19	201.42

Rs. Crores	Mar-17	Mar-16
Non Current Assets	108.58	111.84
Fixed Assets	107.07	110.33
Non Current Investments	0.00	0.00
Long Term Loans & Advances	1.51	1.51
Current Assets	82.62	89.58
Inventories	38.10	39.21
Trade Receivables	18.35	20.83
Cash & Cash Equivalents	4.89	4.84
Short Term Loans & Advances	12.78	15.70
Other Current Assets	8.49	8.99
TOTAL ASSETS	191.19	201.42

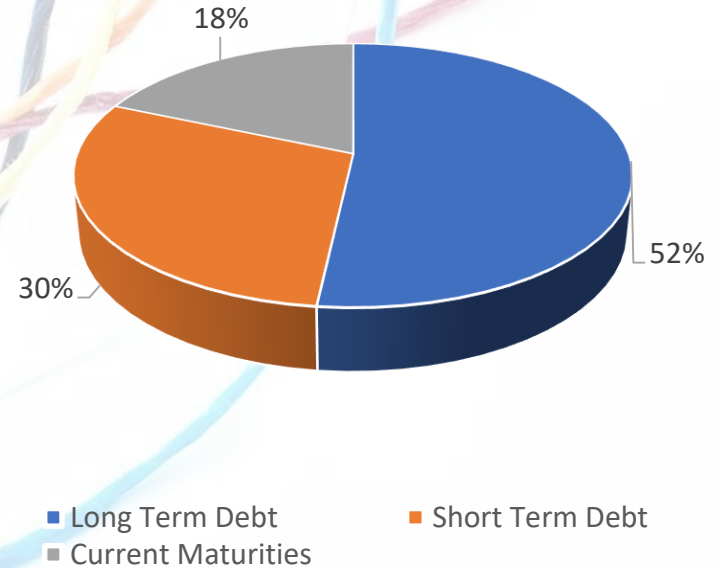
* - Financials as per IGAAP

Debt Profile*

**Net debt As on Mar'17
Rs. 67 Crs**



Gross Debt Break-up (Rs. 72 Crs)



Net Debt to Equity of 1.07x

* - Financials as per IGAAP



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