

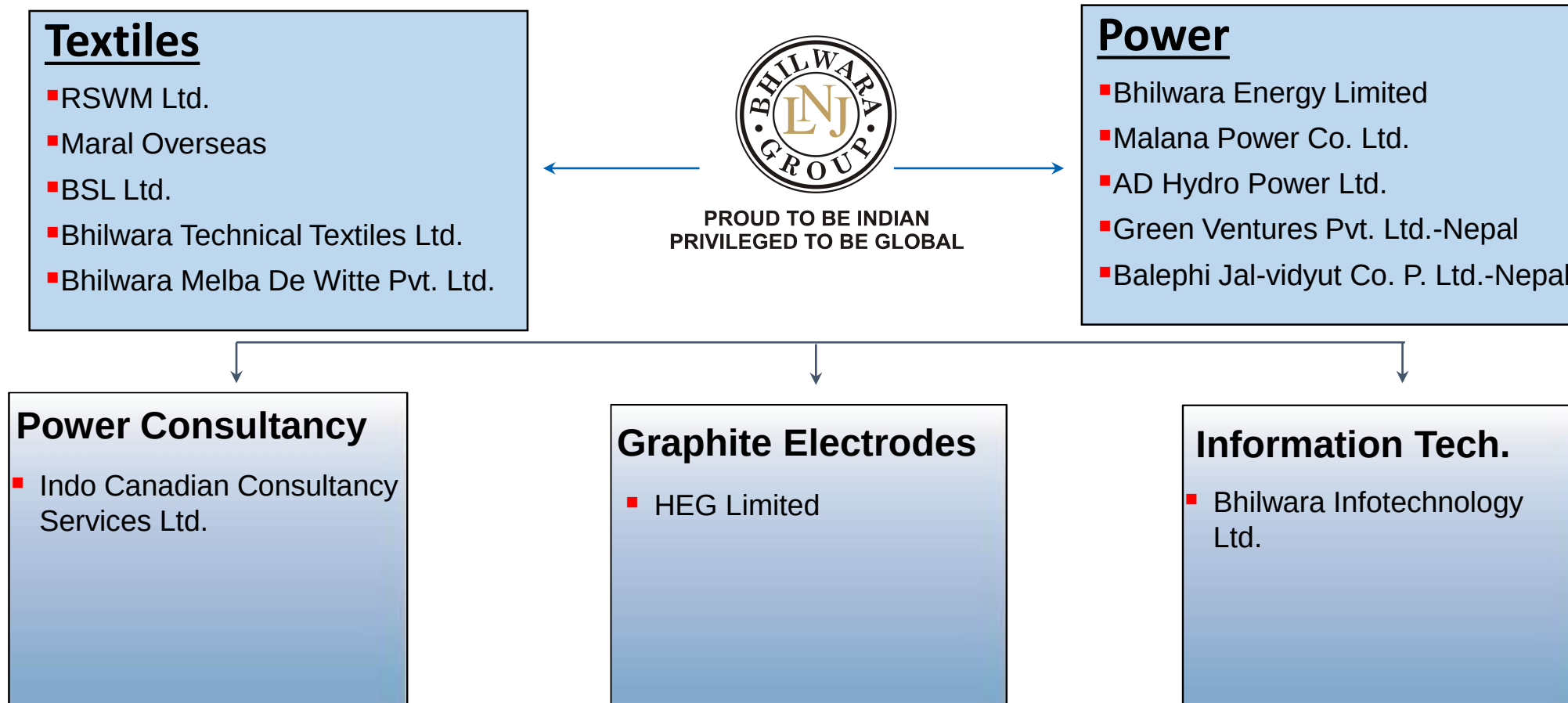
RSWM Limited

An LNJ Bhilwara Group Company



LNJ Bhilwara Group - Diversified presence across sectors

- Set up in 1961 by Mr. L.N.Jhunjhunwala, today LNJ Bhilwara Group has grown into a conglomerate with a strong global presence and turnover of over Rs.6000 Crore.



LNJ Bhilwara Group - Diversified Presence

- 6 Group companies listed on the Stock Exchanges.
- Over 1,000,000 stake holders in the Group.
- Production units & Corporate office spread across the country at 38 locations
- All key companies ISO certified
- Over 28,000 strong workforce.

RSWM – Overview

- Flagship company of LNJ Bhilwara Group
- Established in 1961
- One of the largest textile manufacturers of Synthetic, Blended, Mélange, Cotton, Specialty and Value added yarns. Also manufacturing Fabrics, Denim and Green Polyester Fiber.
- Exports to over 70 countries
- ‘Golden Trading House’ status
- Sales Office and Distribution Network across the country

RSWM – Overview

Installed Capacity

- 18000 MTs p.a. Green Polyester Fiber manufacturing capacity
- 494072 Spindles and 4080 Rotors Spinning
- 154 Looms for PV Fabric, 21.6 million meter p.a. Fabric Processing
- 20 million mtrs p.a. Denim Fabric manufacturing capacity -Composite Facility (Spinning+Weaving+Processing+Dyeing)
- 46 MW Thermal Power, 3.3 MW Solar Power

Recycled Fiber



Spinning



Weaving



Processing



Branding



Stars ki Pasand

RSWM – Journey

- 1961 - Established with a spinning unit at Bhilwara.
- 1973 - Second plant commissioned at Gulabpura. Later, Bhilwara plant was spun off as independent Company (Bhilwara Spinners Ltd.)
- 1989 - Established grey yarn spinning unit at Banswara.
- 1994 - Established Melange Yarn manufacturing unit at Mandpam, Bhilwara
- 2003 - Acquired Rishabhdev plant from HEG Ltd.
- 2005 - Acquired Jaipur Polyspin Ltd., Reengus and Mordí Textile & Processing
- 2006 – 2007 Completed an ambitious expansion plan with capital cost of Rs.700 Crore. Set-up Composite Denim Fabric unit, Captive Thermal Power Plant of 46 MW, Expansion of capacity at all the existing locations.

RSWM – Journey

- 2011 – 2012 Executed another expansion plan with capital outlay of Rs. 400 Crore. Expanded capacity at Kharigram (SJ-11), Banswara (Rotors), Denim (Spinning), Mordi (50 Looms).
- 2014 - Established a Green Fiber manufacturing unit at Reengus with capacity of 18000 MTs p.a.
- 2014 - CTL – Bagalur merged into RSWM.
- 2015 – Added another Melange Yarn unit at Kanyakhery, Bhilwara.
- 2017 - Comissioned 3.3 MW Rooftop Solar Power Plant at Mandpam and Kanyakhery.

Certifications

- ISO 9001:2008 : Quality System Certification
- ISO EMS - 14001:2004 : Environment Management Certification
- OHSAS - 18001: 2007,
- SA- 8000:2008 (certified by BSI) : Social Accountability
- Oeko-Tex-100 (certified by Hoihenstein) : Human Ecological Certification
- GOTS : Global Organic Textile Standard
- GRS : Global Recycle Standard
- Organic Cotton Fair Trade Standards.



Product Portfolio

- Synthetic Yarns –** Grey/Dyed PV Blended, Poly 100%, Visc. 100%, Poly/Visc/Cotton Blended Specialty Yarns from unorthodox fibres like Bamboo, Bamboo-charcoal, Flex, Lycra, Tencel, Trevira CS, Birla Modal, Protex, X-static, Beltron, Huvis FR polyester etc.
- Melange Yarns -** High value cotton yarn, combining two or more fibres largely considered fancy yarn used in casual wear, sports wear, business suits, shirts, bed linen, decorative fabrics and other high end home furnishings.
- Fabrics -** PV Fabrics, FR Fabrics, Oil and Water repellent fabrics.
- Denim -** Capable of processing 3000+ denim variants. Manufacturing normal denim, value added denim range comprises denim-out-of-denim (recycled denim), work wear like anti-bacterial, hydrophobic, anti odour, fire retardant, power stretch, plasma denim. Rich blended denims like cotton with linen, cotton with Kashmir wool, cotton with viscose and 100% tencel.

Manufacturing Units

- | | | |
|---------------------|---|---|
| 1. Spinning Unit | - | Kharigram, P.O. Gulabpura, Dist. Bhilwara, Rajasthan |
| 2. Spinning Unit | - | Village Lodha, Banswara, Rajasthan |
| 3. Spinning Unit | - | Rishabhdev, Dist. Udaipur, Rajasthan |
| 4. Spinning Unit | - | Reengus, SP-1, Industrial Area, Reengus, Dist. Sikar, Rajasthan |
| 5. Green Fibre Unit | - | Reengus, SP-1, Industrial Area, Reengus, Dist. Sikar, Rajasthan |
| 6. Spinning Unit | - | Mandpam, Bhilwara, Rajasthan |
| 7. Spinning Unit | - | Kanyakhery, Bhilwara, Rajasthan |
| 8. Spinning Unit | - | Bagalur, Dist. Hosur, Tamilnadu |
| 9. Fabric Unit | - | Village Mordi, Banswara, Rajasthan |
| 10. Denim Unit | - | Village Mordi, Banswara, Rajasthan |

Captive Power Plants

- | | | |
|----------------------------|---|-------------------------------------|
| 1. 46MW Thermal Power Unit | - | Village Mordi, Banswara, Rajasrthan |
| 2. 3.3 MW Solar Power | - | Mandpam, Kanykhery, Bhilwara |

Kharigram Unit

Installed Capacity : 167792 Spindles
Product : Blended synthetic grey/dyed yarns (p/v yarn, 100% viscose, 100% polyester, acrylic), Slub Yarn, Core-spun, Compact yarn
Production : 52000 MTs p.a.



Banswara Unit

Installed Capacity : 95376 Spindles and 3120 Rotors
Product : Blended synthetic & cotton grey yarns (p/v yarn, p/c yarn,
100% viscose, 100% polyester) Slub, Compact, Core-spun yarn
Production : 36500 MTs p.a.

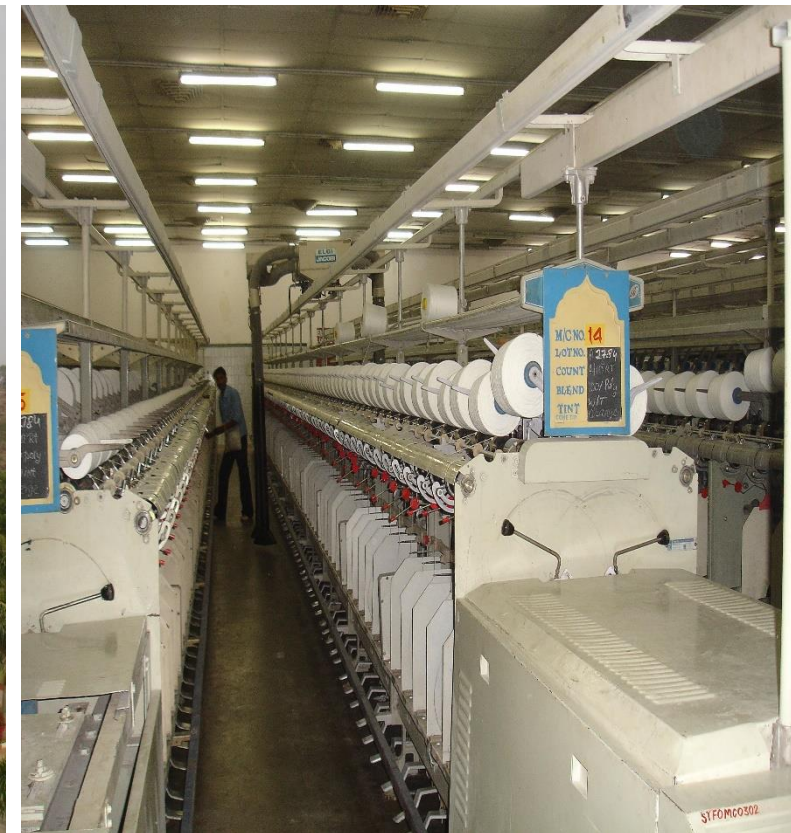


Rishabhdev Unit

Installed Capacity : 52848 Spindles

Product : Blended synthetic grey yarns (p/v yarn, 100% viscose, 100% polyester)

Production : 18500 MTs p.a.



Reengus Unit

Installed Capacity : 27840 Spindles
Product : Blended synthetic grey/dyed yarns (p/v yarn, 100% viscose, 100% polyester, acrylic), Slub Yarn, Core-spun, Compact yarn
Production : 10000 MTs p.a.



Green Fibre Unit

Installed Capacity : 18500 MTs p.a.
Product : Recycled Polyester Fibre
Production : 18100 MTs p.a.



Mandpam Unit

Installed Capacity : 49152 Spindles
Product : Cotton Melange Yarn
Production : 10000 MTs p.a.



Kanyakhery Unit

Installed Capacity : 25920 Spindles
Product : Cotton Melange Yarn
Production : 4500 MTs p.a.



Bagalur Unit

Installed Capacity : 64512 Spindles
Product : Cotton Yarns
Production : 8500 MTs p.a.



Fabric Unit

Installed Capacity : 104 Looms
Product : Fabrics (PV fabric, PC fabric, Flame Retardant and other value added fabrics)
Production : 88 Lac Mtr.



Denim Unit

Installed Capacity : 136 Looms with matching spinning, dyeing and processing capacity
Product : Denim Fabrics (3000+ denim variants)
Production : 196 Lac Mtrs.



Financials

(Rs. in Crore)

Description	2012-13	2013-14	2014-15	2015-16	2016-17
Turnover	2,471	2,884	3,014	2,945	2,996
EBIDTA	331	389	377	423	358
EBDT	210	267	252	297	248
EAT	68	99	85	107	101
Fixed Assets (Net)	977	947	1,161	1,143	1,190
Net Worth	329	395	445	552	579
Long Term Loans	711	606	669	564	497
Unsecured Loans	1	0	0	0	0
Working Capital Loans	467	459	447	626	723
Total Debt	1,179	1,065	1,117	1,189	1,220
Operating Profit Margin %	13.40	13.48	12.52	14.35	11.94
Return on Capital Employed %(PBIT/Capital Emp.)	12.04	14.99	11.88	12.36	9.44
Return on Sales % (PAT/ Turnover)	2.75	3.43	2.82	3.63	3.37
Return on Net Worth %	20.66	24.99	19.08	19.37	17.43
Debt Equity Ratio (TL/NW)	2.17	1.53	1.50	1.02	0.86
Debt Equity Ratio (Total Debt/NW)	3.59	2.69	2.51	2.15	2.11
Interest Cover Ratio	2.73	3.19	3.01	3.36	3.24
Fixed Assets Cover Ratio	1.37	1.56	1.73	2.03	2.40
EPS (IN Rs.)	29.32	42.68	36.68	46.20	43.33

Performance 2016-17

(Rs. in Crore)

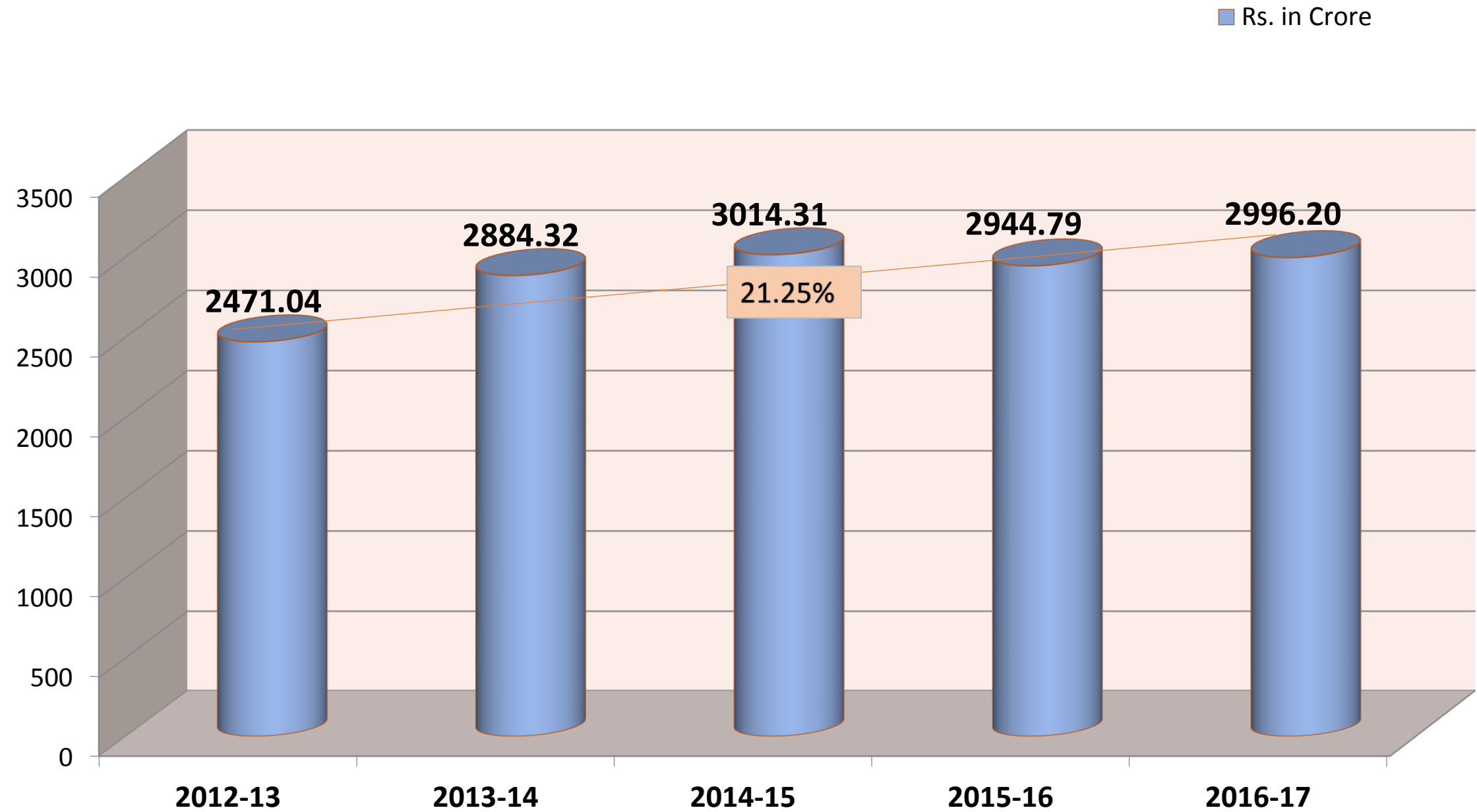
	FY17				
	Q1	Q2	Q3	Q4	Total
Turnover	726.12	745.22	699.90	824.96	2996.20
EBIDTA	106.41	99.05	69.86	82.57	357.87
Finance Cost	27.76	27.97	27.11	27.53	110.36
EBDT	78.65	71.08	42.75	55.04	247.51
Depreciation	34.41	35.08	30.88	31.80	132.17
EBT	44.24	36.00	11.87	23.24	115.34
Tax	8.56	9.02	2.47	-5.67	14.37
EAT	35.68	26.98	9.40	28.91	100.97
EPS					43.33

Segment-wise Turnover

Qty – Yarn: Lac Kg.
Fabric/Denim Lac Mtr.
Amt. - Rs. in Crore

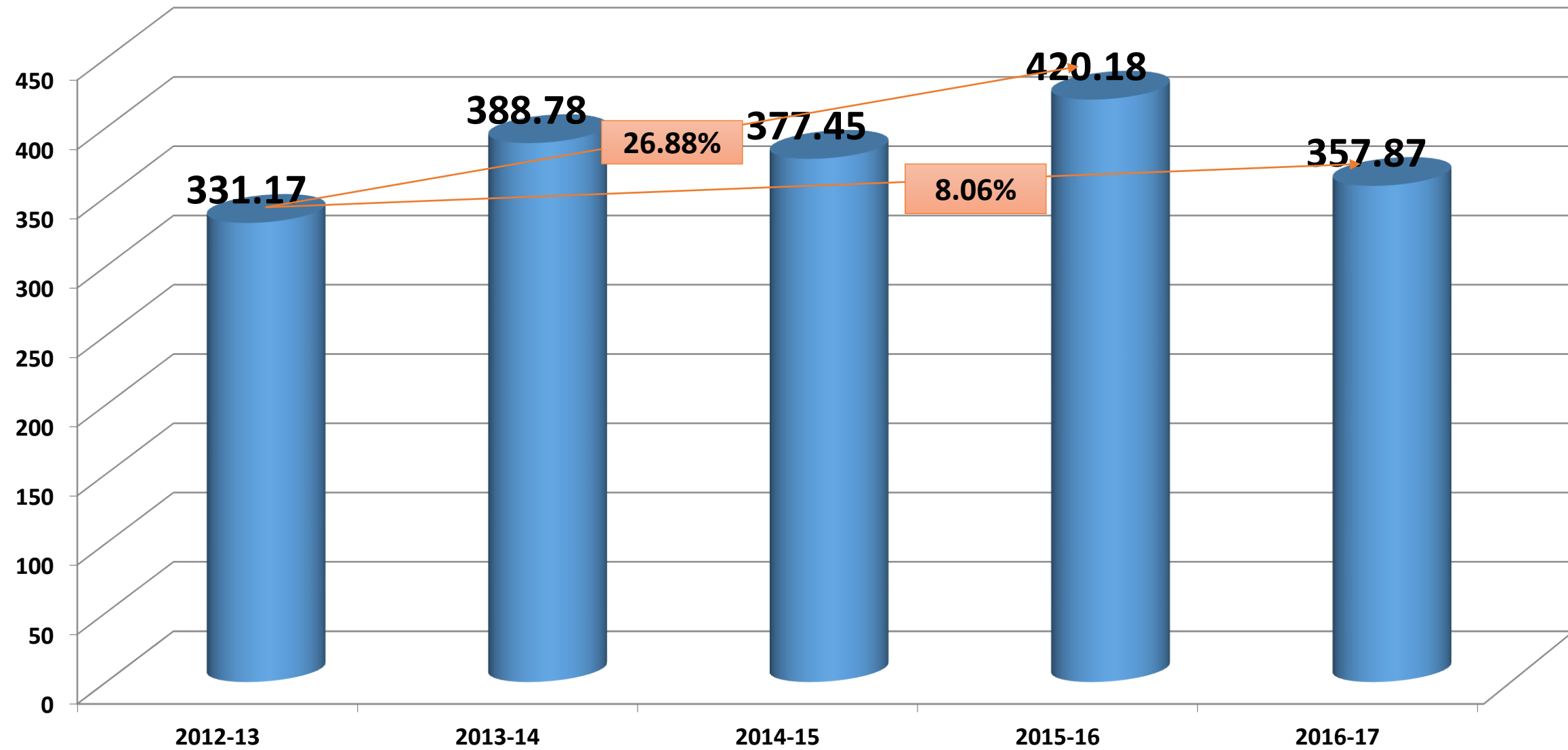
	2012-13		2013-14		2014-15		2015-16		2016-17	
Segment	Qty	Amount	Qty	Amount	Qty	Amount	Qty	Amount	Qty	Amount
Yarn	1145	2051	1264	2422	1345	2564	1392	2497	1420	2513
Denim	146	238	143	250	157	286	163	297	191	324
Fabric	128	182	197	212	152	165	138	151	127	160
Total		2471		2884		3014		2945		2996

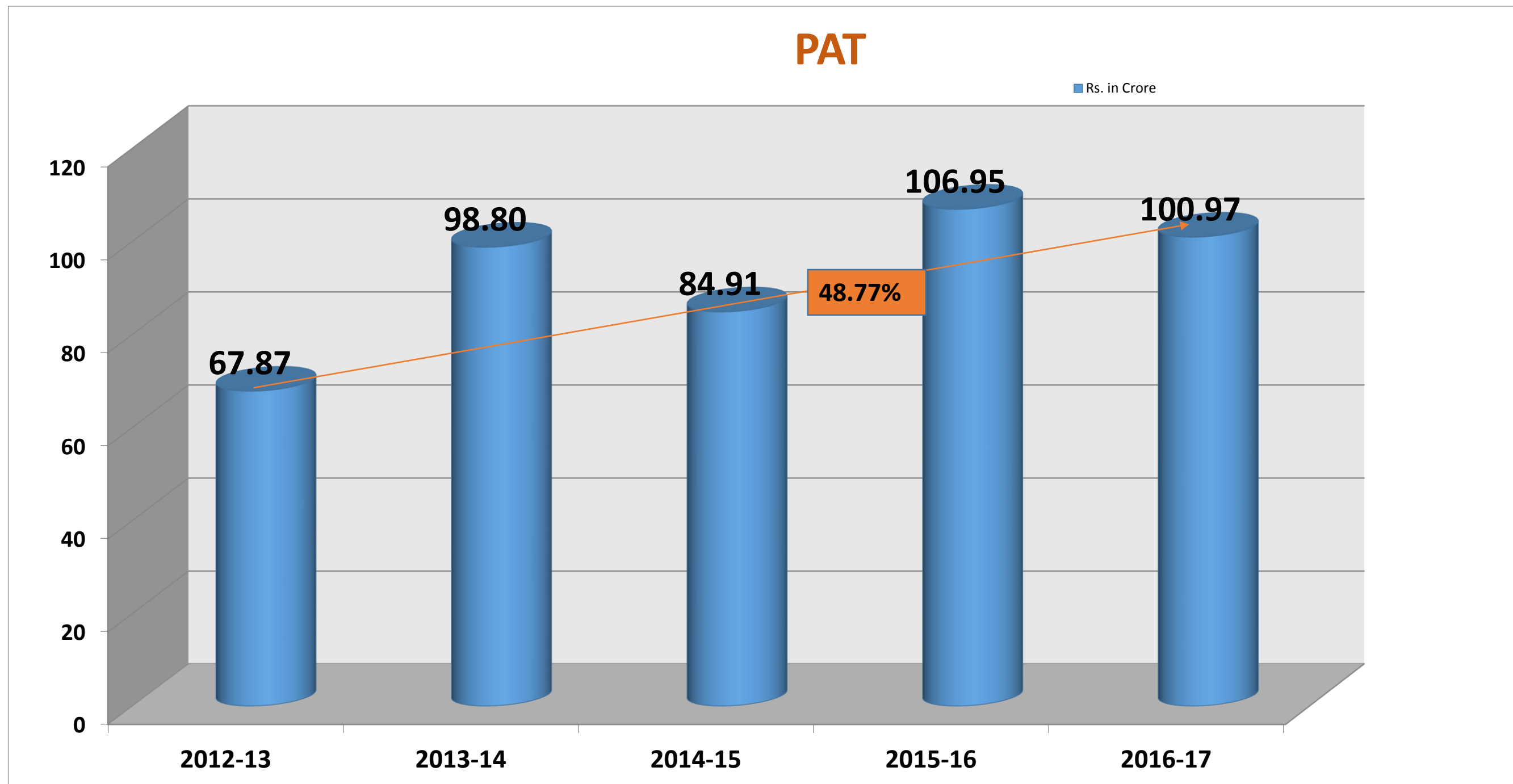
Turnover



EBIDTA

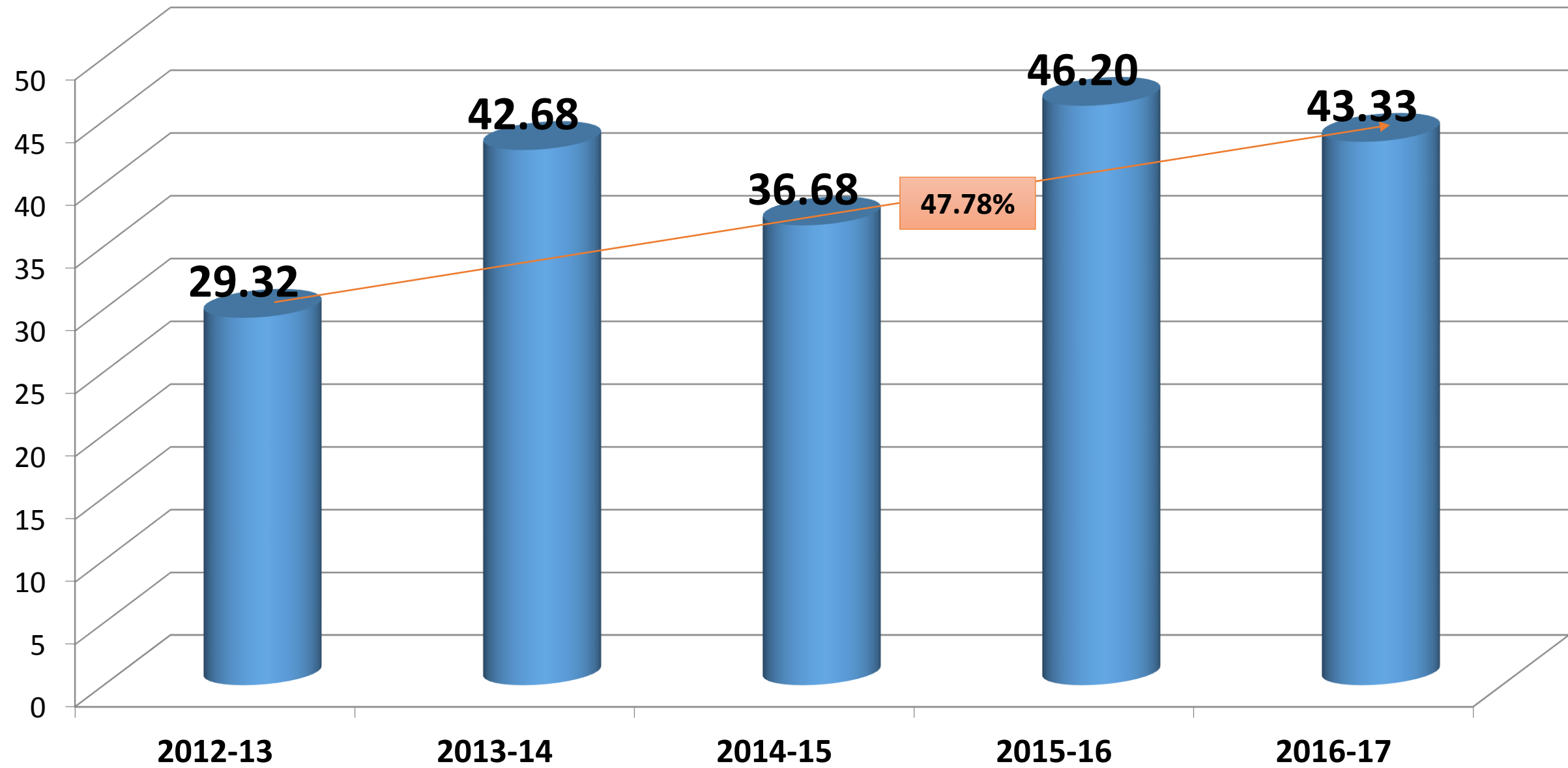
■ Rs. in Crore





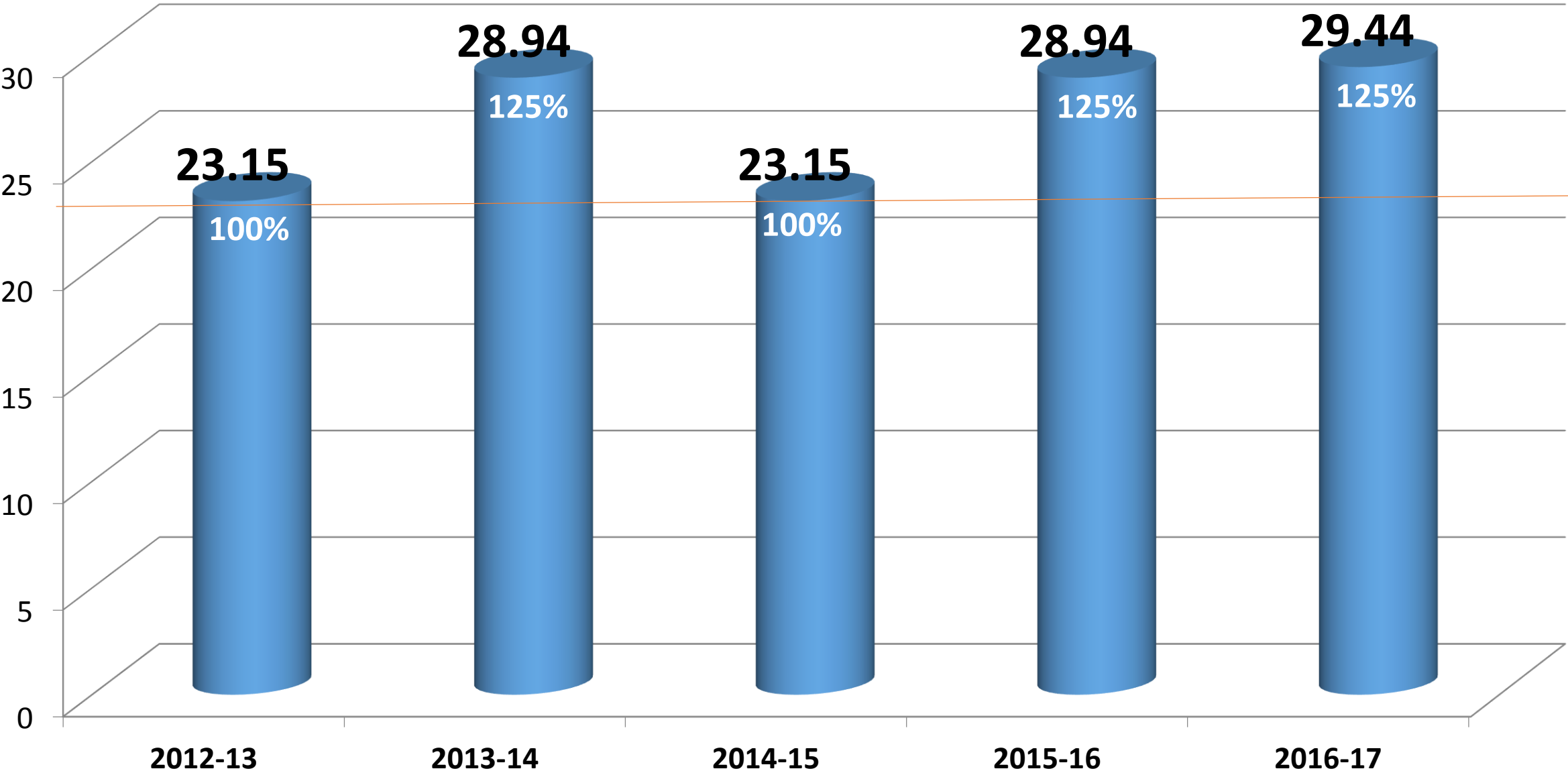
EPS

Rs.



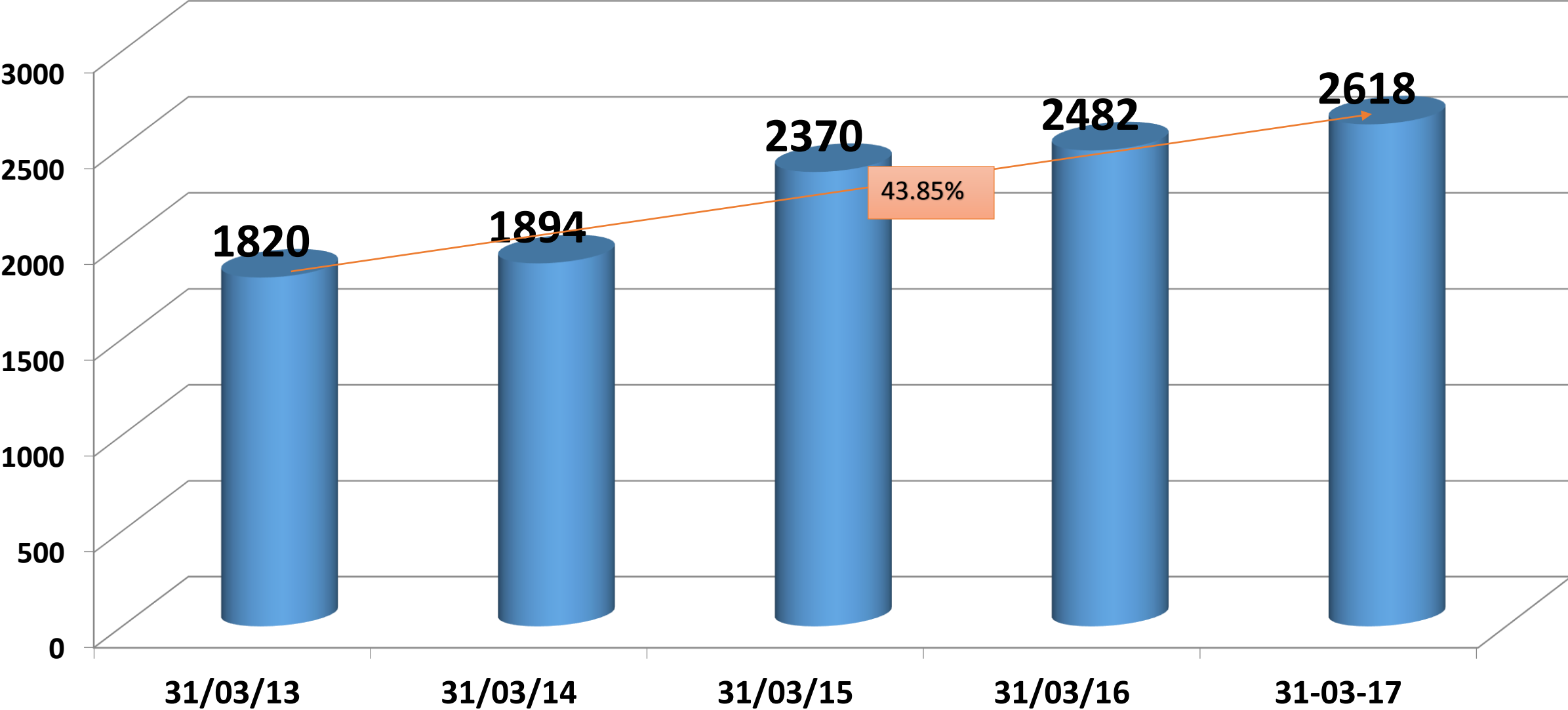
Dividend Payout

■ Rs. in Crore



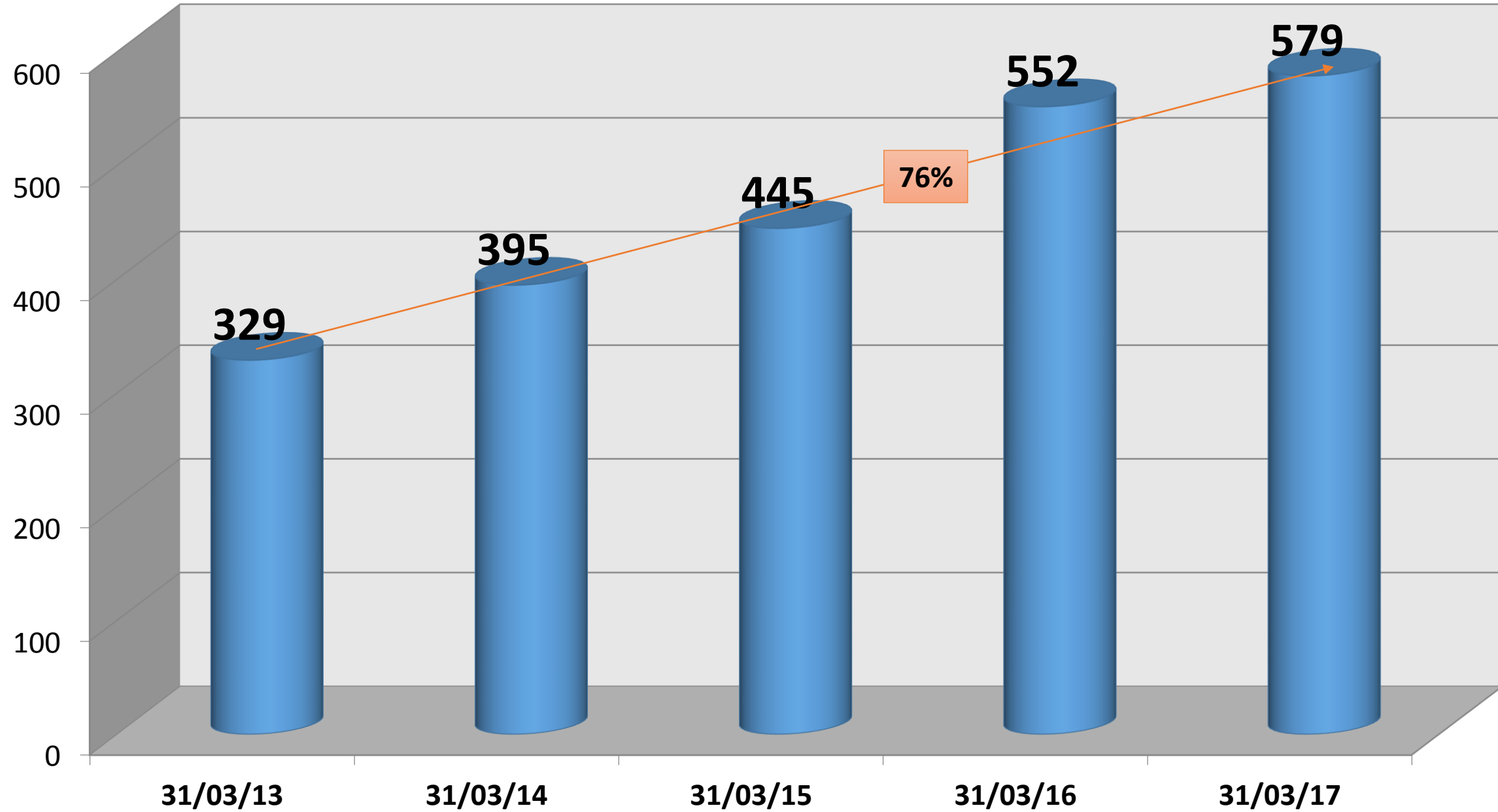
Gross Block

Rs. in Cr.

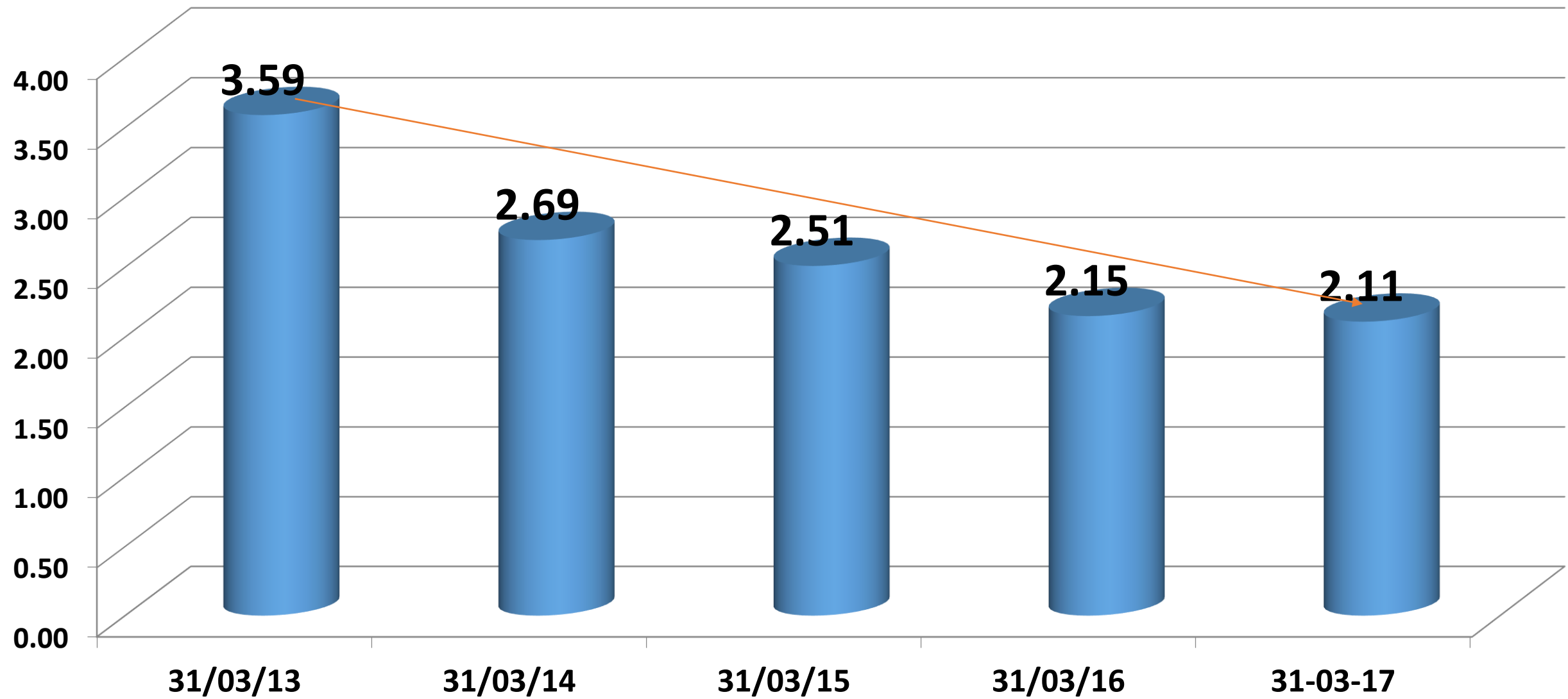


Networth

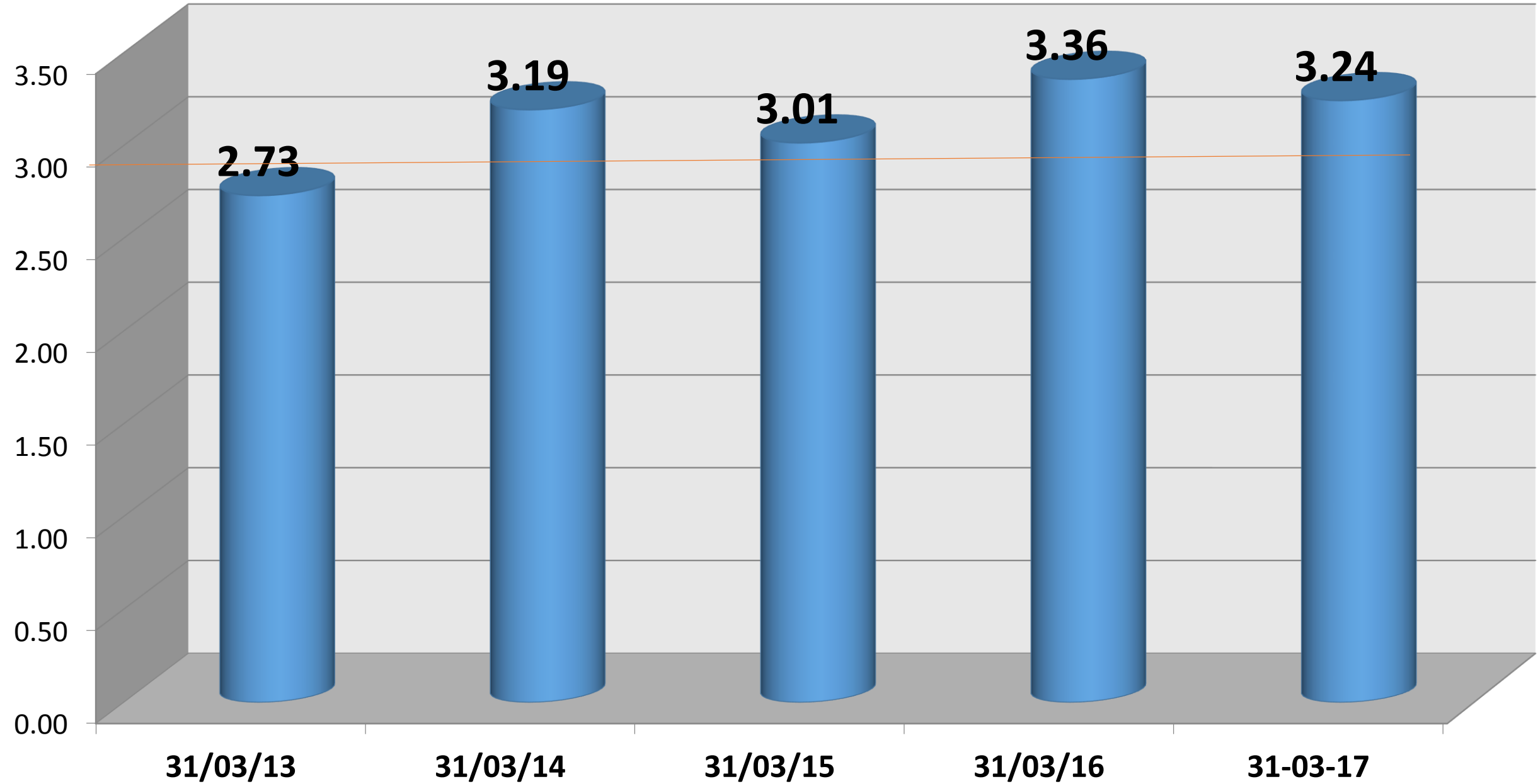
Rs. in Cr.



Debt Equity Ratio



Interest Coverage



Textile Industry - Overview



2nd Largest Employer in India. Employs around 40 Mn workforce directly and 40 Mn. Indirectly



4% Contribution to India's GDP



14% Contribution to Industrial Production of country.



16% Contribution to Exports Earnings



22% of World Spindles Capacity
48 MN SPDL & 8Lac Rotors



Highest # looms in World 47.8 Lac



World's # 1 Producer & 1st largest exporter of Jute



World's # 2 Producer of Silk (18% of world silk prod.)



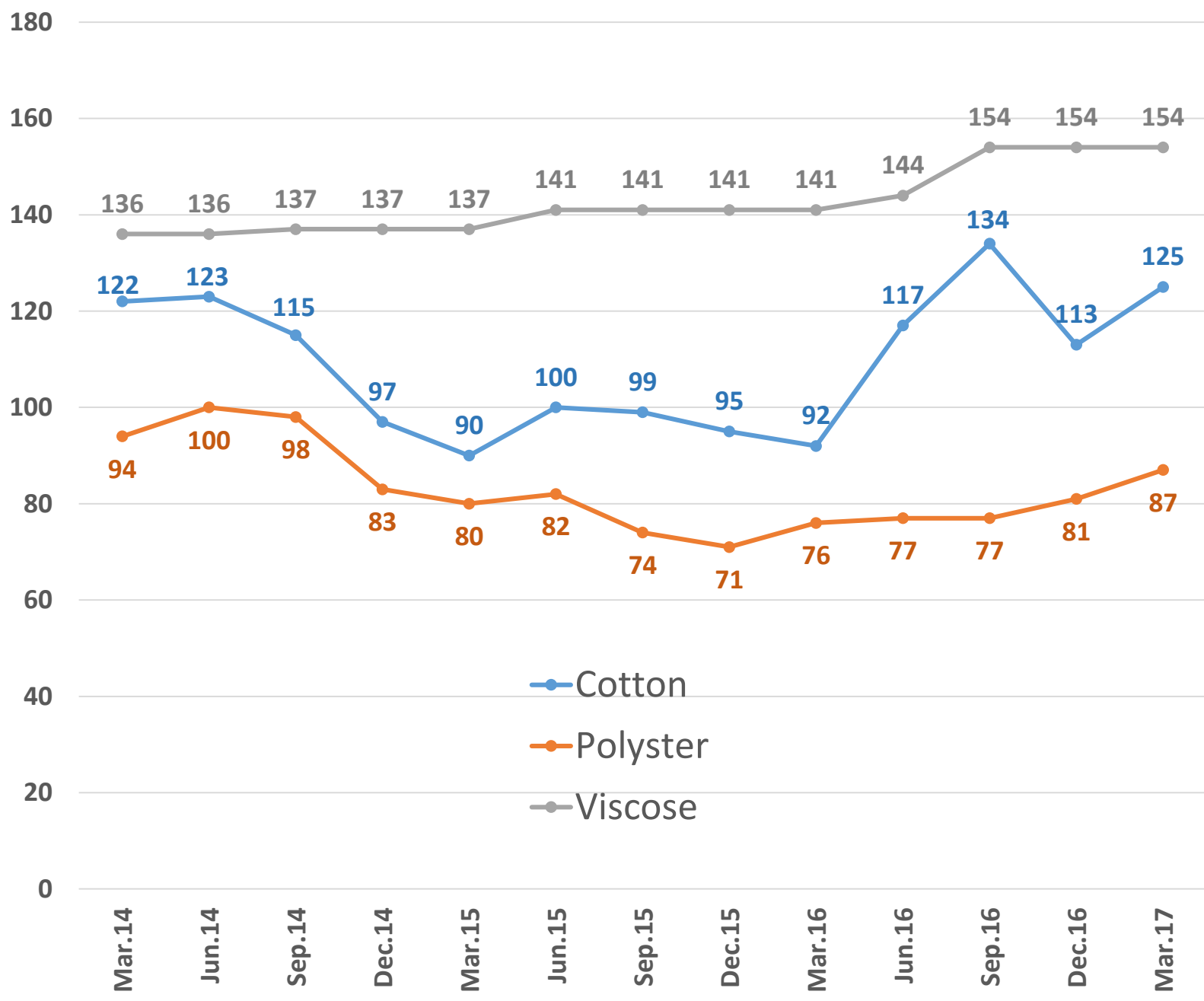
World's # 2 Producer of Cotton



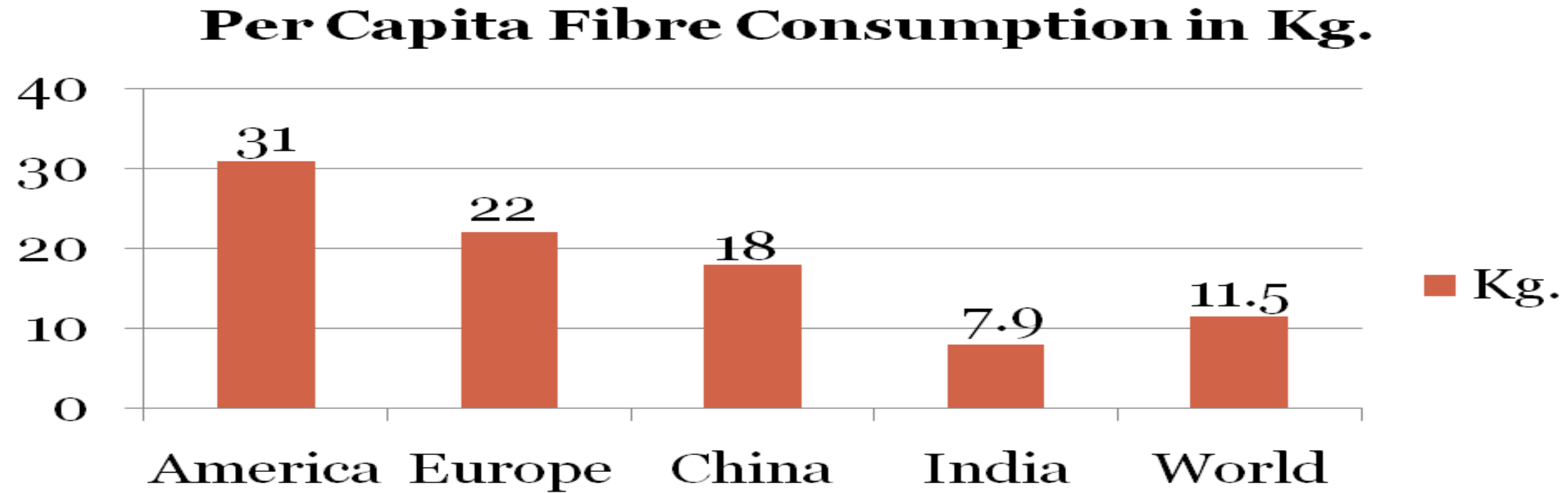
World's # 3 Sheep Population

Raw Material Price Trend (Rs./Kg)

Period	Cotton	Polyster	Viscose
Mar.14	122	94	136
Jun.14	123	100	136
Sep.14	115	98	137
Dec.14	97	83	137
Mar.15	90	80	137
Jun.15	100	82	141
Sep.15	99	74	141
Dec.15	95	71	141
Mar.16	92	76	141
Jun.16	117	77	144
Sep.16	134	77	154
Dec.16	113	81	154
Mar.17	125	87	154



Textile Industry – Future Prospect



- Huge possibilities in domestic market. Increasing disposable income and increasing e-commerce.
- Per capita fibre consumption in India is 8Kg as against 18 kg of China and world avg. of 12 kg.
- Fast growing hotel, hospital and education industry will continue to drive demand for home textiles and clothing
- Increasing retail penetration
- Indian textile industry is growing at CAGR of 8% and expected to grow at CAGR of 10%

Textile Industry – Challenges

- Technology up-gradation of weaving.
- Capacity building in processing sector.
- Spending on R & D and product development.
- Competition from China, Pakistan, Bangladesh and Srilanka.
- Squeezing lead time and fast changing fashion trends
- Free trade agreements between US/Eu and other textile manufacturing countries like Vietnam and Indonesia.

RSWM – Mitigating Challenges

- Invested around Rs.1500 Cr under TUFS and Rs.400 Cr Non-TUFS in last 11 years
- Added 2.2 lac Spindles, 2400 Rotors, 64 Looms, 16.7 million meter p.a. capacity Denim unit, 46MW CPP, Yarn/Fibre Dyeing and Green Fibre Manufacturing unit
- Also added various value addition equipment like slub yarn attachment, core-spun yarn attachment, compact yarn attachment
- Branding of yarns like Ultima and Edge.
- Regular technology up-gradation and automation to improve operational efficiencies
- Established NPDs (New Product Development Cells in each business)
- Increase in spending on R & D in last 5 years. Incurred Rs.17.26 Cr on R & D during 2016-17. Increase of more than 300% from Rs.5.43 Cr. in 2011-12

RSWM – Going Ahead

- Modernisation of Ringas Plant
- Expansion of RCF Facility
- Addition of 10 MW of Green Energy (Roof Top Solar Units)
- Restructuring/Consolidation of Yarn Business
- New Product/Business Line
- Refinancing of old loans taken under TUF
- Plan in place for all time high performance

RSWM – Strengths

- **Integrated operations.**

Fibre Mfg. -> Dyeing-->Spinning-->Yarn Dyeing-->Weaving—>Processing & Finishing-->Fabric Dyeing

- **Economy of Scale**

18000 MT p.a. PSF manufacturing, 27500 MT p.a. fibre/yarn dyeing, 494072 spindles, 4080 Rotors, 154 Looms fabric, 216 lac meter fabric processing, 20.0 million meter Denim fabric

- **Latest Technology.**

Incurred Rs.1500 Crore under TUFS till now

- **Established Quality**

Lowest quality claims

- **Across the Globe Presence**

Exports to more than 70 countries

- **Diversified Product Basket**

Grey and Dyed yarns - Cotton/Cotton blended/Synthetic blended/ PV/ Poly100/ Visc.100/Acrylic/ Fabric/FR products/fabric for work wears/Denim etc.

- **Full Package Sell**

One stop solution

- **People Development**

RSWM has strength of more than 16000 skilled workforce

Corporate Governance

- RSWM recognises Corporate Governance not as a set of rules but as a framework supporting the core values.
- Good Governance helps us to maintain trust with the shareholders, stakeholders, employees and society at large
- RSWM believes that good governance is the key to doing business in a sustainable manner, which creates value for the society
- The Company is managed by its Board of Directors, which formulates strategies & policies and carries out periodic review of its performance
- Board of Directors:

Mr. Ravi Jhunjunwala	-	Chairman
Mr. Shekhar Agarwal	-	Vice Chairman
Mr. Riju Jhunjunwala	-	Managing Director & Chief Executive Officer
Mr. Arun Churiwal	-	Director
Mr. J. C. Laddha	-	Director
Dr. Kamal Gupta	-	Independent Director
Mr. D. N. Davar	-	Independent Director
Mr. Amar Nath Chaudhary	-	Independent Director
Mr. P.S. Dasgupta	-	Independent Director
Mrs. Geeta Mathur	-	Independent Director
Mr. Deepak Jain	-	Independent Director
Mr. Prakash Maheshwari	-	Executive Director

Corporate Information

Corporate Office, Noida

Key Managerial Persons

Mr. Riju Jhunhunwala	-	Managing Director & CEO
Mr. B. M. Sharma	-	Chief Financial Officer
Mr. Surender Gupta	-	Company Secretary

Business Heads and Key Executives

Mr. Prakash Maheshwari	-	Chief Executive (Yarn & TPP)
Mr. S.C.Garg	-	Chief Executive (Melange Yarn)
Mr. P. Bandyopadhyay	-	Chief Executive (Denim & Fabric)
Mr. M.L. Jhunhunwala	-	President – Mumbai Office

Auditors

S. S. Kothari Mehta & Co., New Delhi
S. Bhargava Associates, Jaipur

Registered Office

Kharigram, P.O. Gulabpura – 311 021
Dist. Bhilwara (Rajasthan)

Corporate Office

Bhilwara Towers, A-12, Sector - 1
Noida – 201 301 (U.P.)



Thank you

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