

RSWM/SECTT/2025  
February 12, 2025

BSE Limited Corporate Relationship Department, 1st Floor, New Trading Ring, Rotunda Building, P.J. Towers, Dalal Street, MUMBAI - 400 001.  Scrip Code: 500350	National Stock Exchange of India Limited Listing Department, Exchange Plaza, C-1, Block - G, Bandra-Kurla Complex, Bandra (East), MUMBAI - 400 051.  Scrip Code: RSWM
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**Sub: Investors Presentation on the Unaudited Financial Results of the Company for the Quarter and Nine Months ended 31<sup>st</sup> December, 2024.**

Dear Sir,

Please find enclosed a copy of Investors Presentation on the Unaudited Financial Results of the Company for the quarter and nine months ended 31<sup>st</sup> December, 2024 for your information and record.

Thanking you,

Yours faithfully,  
For **RSWM LIMITED**

**SURENDER GUPTA**  
**VICE PRESIDENT – LEGAL & COMPANY SECRETARY**  
**FCS – 2615**

[rswm.investor@lnjbhilwara.com](mailto:rswm.investor@lnjbhilwara.com)

Encl.: As above

**(Formerly Rajasthan Spinning & Weaving Mills Limited)**

**Corporate Office:**  
Bhilwara Towers, A-12, Sector-1  
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Tel. : +91-120-4390300 (EPABX)  
Fax : +91-120-4277841  
Website : [www.rswm.in](http://www.rswm.in)  
GSTIN:09AAACR9700M1Z1

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Website : [www.rswm.in](http://www.rswm.in)  
GSTIN:08AAACR9700M1Z3

**Corporate Identification Number:L17115RJ1960PLC008216**



**Investor Presentation**  
**Q3 & 9M FY25**

**NSE: RSWM**  
**BSE: 500350**

# TEXTILE DRIVEN BY INNOVATION, GROWTH & TRANSFORMATION



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The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company to reflect actual results, assumptions, or changes in factors affecting these statements. Given these risks, uncertainties, and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. This presentation may contain certain currency exchange rates and the same has been provided only for the convenience of readers.

**01.**



**Q3 & 9M FY25  
Financials**

**02.**



**Strategic Imperatives**

**03.**



**Company Profile**

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**Annexure**



“ I'm pleased to share the encouraging progress RSWM has made in the Q3 & 9M FY25 period, despite industry-wide challenges. We have continued to advance, backed by our relentless pursuit of innovation and operational efficiency. Our 9M FY25 revenue growth of 23.7% YoY and the 99.3% YoY increase in EBITDA reflect our strong business fundamentals. While external factors have impacted profitability, we have successfully mitigated risks through prudent financial management and strategic investments in technology-driven solutions. Also, our focus on economies of scale has strengthened supplier relationships, resulting in cost efficiencies across our operations.

At RSWM, we firmly believe that our people are our greatest asset. Our ongoing leadership development programs and cross-functional collaborations are equipping our teams with the skills needed to succeed in this digital age. As we move forward, we remain focused on driving long-term, sustainable growth. Expanding into new markets, enhancing product offerings, and integrating advanced technologies will continue to be our key priorities. With the unwavering support of our investors, partners, and employees, RSWM is poised to achieve new milestones in the coming years. ”

**Mr. Riju Jhunjunwala**  
CMD of RSWM Limited



**Mr. B. M. Sharma**  
JMD of RSWM Limited

“ As we navigate an evolving economic landscape, I am delighted to share that RSWM has demonstrated remarkable resilience and agility during the quarter. Our quarterly revenue has grown by an 22.3% YoY, reaching ₹1,196 crore, a testament to our robust business strategies and commitment to excellence. Quarterly our EBITDA has seen an encouraging 2.6x YoY growth, underscoring our operational efficiency and cost management initiatives. While we acknowledge challenges such as pricing pressures in the yarn division, we remain steadfast in our efforts to drive innovation and expand our market reach. The fabric division has shown remarkable strength, growing by 32.9% YoY, reaffirming our strategic positioning in the textile industry.

Sustainability remains at the core of our operations. RSWM continues to lead the way in environmental responsibility by recycling PET plastic bottles, optimizing water usage, and increasing our renewable energy utilization. As we look ahead, our strategic imperatives remain clear—market expansion, operational excellence, and continued investment in sustainable growth. With an unwavering commitment from our leadership team and dedicated workforce, I am confident that RSWM will continue to thrive and create lasting value for all stakeholders.

”



**Mr. Rajeev Gupta**  
CEO of RSWM Limited

“ The textile industry is undergoing significant transformations, driven by technological advancements and a heightened focus on sustainability. At RSWM, we are committed to leading this change by investing in innovative technologies and sustainable practices. Our recent initiatives include the adoption of eco-friendly materials and the implementation of energy-efficient processes, aligning with global trends towards responsible manufacturing.

In line with industry developments, we are also enhancing our supply chain resilience and exploring new opportunities. By strengthening partnerships and embracing digital solutions, we aim to meet evolving consumer demands and maintain our competitive edge. Together, with our dedicated team and valued partners, we are poised to navigate the future of textiles, delivering quality products while upholding our commitment to environmental stewardship.

”



“ At RSWM, we are embracing Industry 4.0 with a clear vision: to leverage digital tools to drive agility, boost efficiency, and achieve sustainable growth. By implementing AI-driven forecasting and automating processes in our commodity procurement strategies, we are refining demand planning and optimizing supply chain management, setting new business process transformation.

This transformation not only strengthen our market presence but also underlines our dedication to delivering outstanding value and innovation to our stakeholders. Alongside this, we prioritize talent and leadership development program by ensuring cross functional participation of our teams for success in the digital age through ongoing training initiatives.

Together, we are building a resilient, forward-looking organization, ready to navigate an ever-evolving landscape with confidence and purpose.

”

**Mr. Nitin Tulyani**

President & CFO of RSWM Limited





01

# Q3 & 9M FY25 Financials

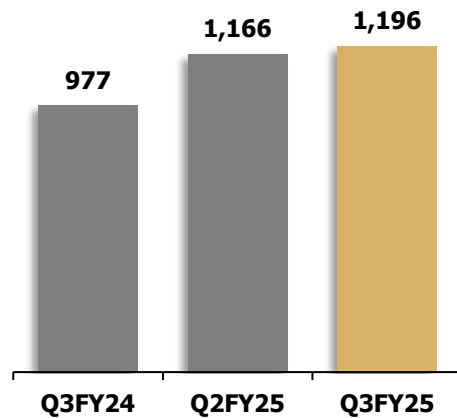
- 07 Q3 FY25 Financial Performance
- 09 9M FY25 Financial Performance
- 10 Average Price Realization



# Q3 FY25 Financial Performance

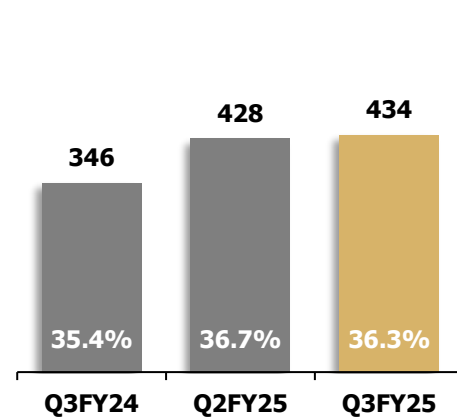
## Revenue

↑ 2.5% QoQ ↑ 22.3% YoY



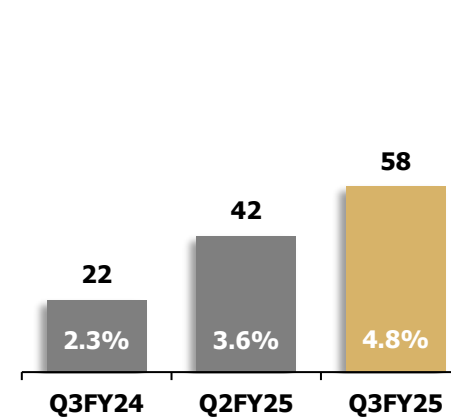
## Gross Profit & Margins

↑ 1.5% QoQ ↑ 25.4% YoY

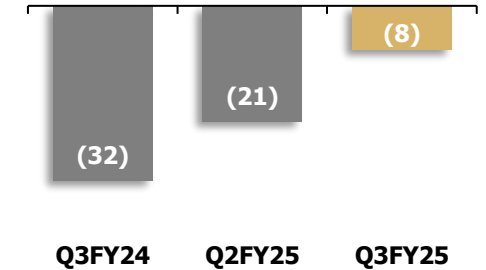


## EBIDTA & Margins

↑ 36.3% QoQ ↑ 2.6x YoY



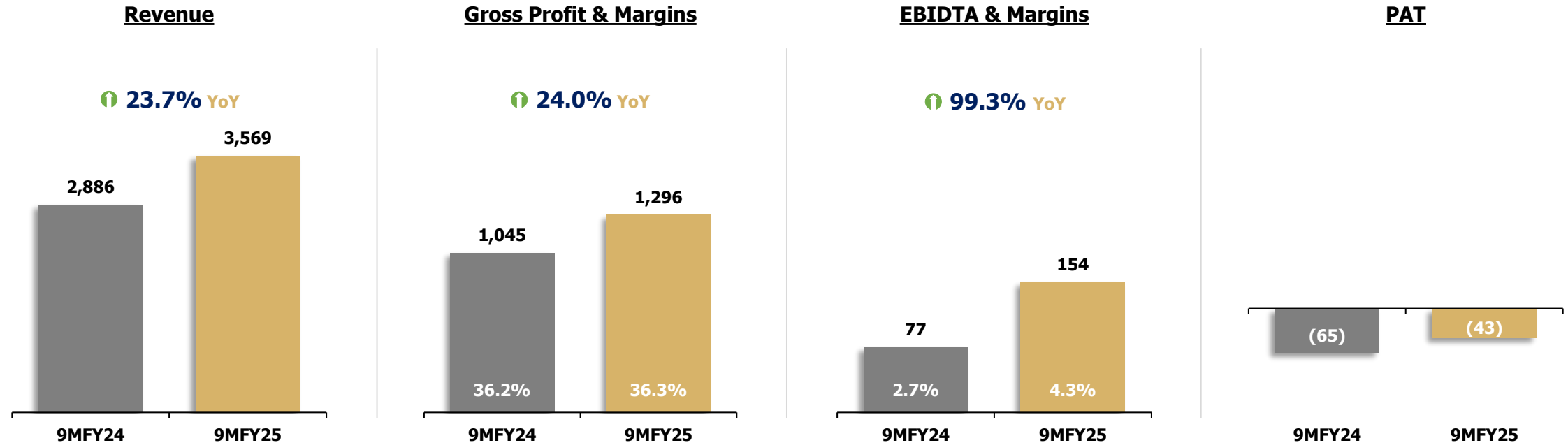
## PAT



## OUTLOOK:

- ❖ The company reported a 22.3% YoY increase in revenue, reaching ₹1,196 Cr. in Q3 FY25 compared to ₹977 Cr. in Q3 FY24.
- ❖ Gross profit rose by 25.4% YoY, contributing an additional margin of ₹88 Cr. over the previous year.
- ❖ EBITDA exhibited strong growth, increasing 36.3% QoQ and expanding 2.6 times YoY. The EBITDA margin improved to 4.8%, reflecting a 119 bps increase QoQ and 253 bps YoY.
- ❖ The fabric division demonstrated robust performance, achieving a 32.9% YoY growth in Q3 FY25, driven by increased traction in both domestic and international markets.
- ❖ Net Loss for the quarter stood at ₹8 Cr. vs loss of ₹32 Cr. same quarter last year.

# 9M FY25 Financial Performance



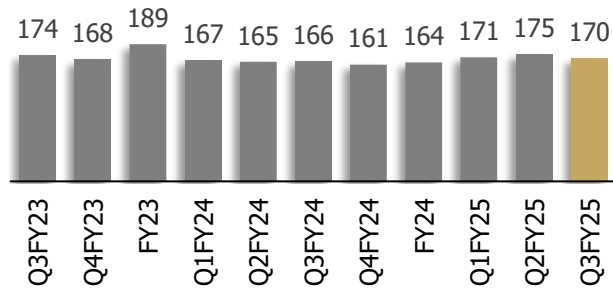
## OUTLOOK

- ❖ During the first nine months of FY25, the company achieved a 23.7% YoY increase in revenue, reaching ₹3,569 Cr.
- ❖ Gross profit grew by 24.0% YoY, reflecting consistent business momentum.
- ❖ EBITDA nearly doubled, surging 99.3% YoY, with the EBITDA margin expanding to 4.3%, an improvement of 164 basis points YoY.
- ❖ The company reported a net loss of ₹43 Cr. in nine month ended December'24 Vs Loss of ₹ 65 Cr as of nine months ended December'23.

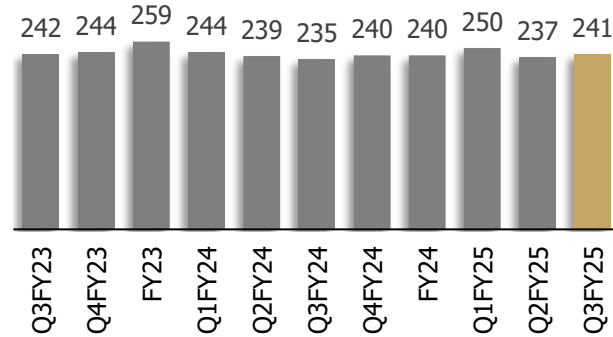
# Average Price Realization

**Units:**  
Yarn/Kg &  
Denim/meter

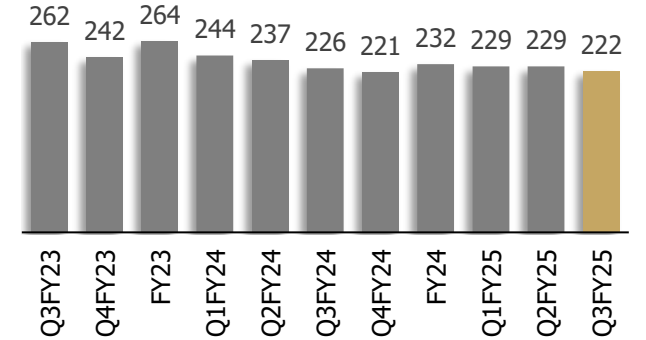
## PV Grey Yarn



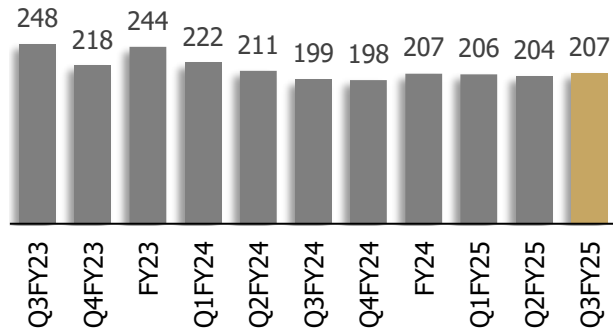
## Cotton Grey Yarn



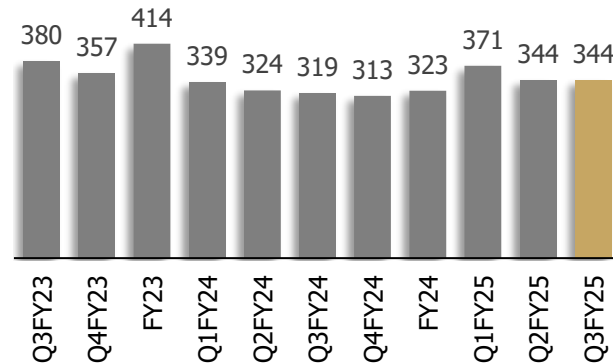
## Denim



## PV Dyed Yarn



## Melange Yarn



## OUTLOOK

- ❖ Average realization remains subdued across all segments.



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PRIVILEGED TO BE GLOBAL



02

# Strategic Imperatives



- ⇒ The company will explore new geographic markets to diversify its customer base and reduce regional dependency.
- ⇒ Expanding into emerging economies will enable the company to capture localized demand and unlock growth potential.
- ⇒ With the growing popularity of denim culture globally, spanning various demographics and regions, we may explore entering the garment segments

## Geographic Expansion



- ⇒ By focusing on economies of scale, the company will reduce per-unit production costs through higher output volumes.
- ⇒ Increased operational scale will strengthen supplier relationships, resulting in better input prices and enhanced cost competitiveness.

## Economies of Scale



- ⇒ The company will adopt Industry 4.0 technologies, integrating advanced systems to streamline processes and improve procurement efficiency.
- ⇒ AI-driven price forecasting will predict procurement costs more accurately, allowing for better production cost management.

## Technological Integration



- ⇒ Machine learning algorithms will be implemented to forecast demand more accurately, enabling proactive stock management.
- ⇒ This demand planning will support optimized supply planning, reducing waste and ensuring timely responses to market needs.

## Smart Demand Planning





03

# Company Profile

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[www.rswm.in](http://www.rswm.in)



# Nation's Largest Textile Manufacturer & Exporter

RSWM Limited, headquartered in Noida, is one of India's largest textile manufacturers and exporters of Synthetic, Blended, Mélange, Cotton, and Specialty value-added yarns, and in the manufacturing of Denim fabric, Knitted fabric, and Green Polyester Fibres.

- + RSWM Limited is the Flagship company of LNJ Bhilwara Group
- + RSWM Limited enjoys the Golden Trading House status

# 70+

Exports to nations globally, including Africa, Southeast Asia, Europe, the Middle East, & the USA

# 29%

of sales during FY24 came from exports

# 12

Manufacturing Facilities

# 3

Business Verticals

- Yarns
- Denim
- Knitted Fabric



# Strategically Located

**6.30 Lac SPINDLES**

**5,840 ROTORS**

**9,000+<sup>MT PA</sup> KNITTED FABRIC**

**43K<sup>MT PA</sup> GREEN FIBRE**

**172 LOOMS**

### Chhata, Kosi Unit, Dist. Mathura

- a) Ring & Open-End Cotton Greige Yarn Spinning
- b) Knitting & Processing

### Ringas

- a) Fibre Dyeing & Spinning
- b) Dyed Yarn Recycled Polyester Fibre (Green Fibre)

### Kharigram

- a) Fibre Dyeing, Greige & Dyed Yarn Spinning
- b) Melange Yarn Unit (HJ-21)

### Mandpam

Fibre & Yarn Dyeing & Melange Yarn Spinning

### Rishabhdev

Spinning PV Blended Greige Yarn

### Kanyakheri

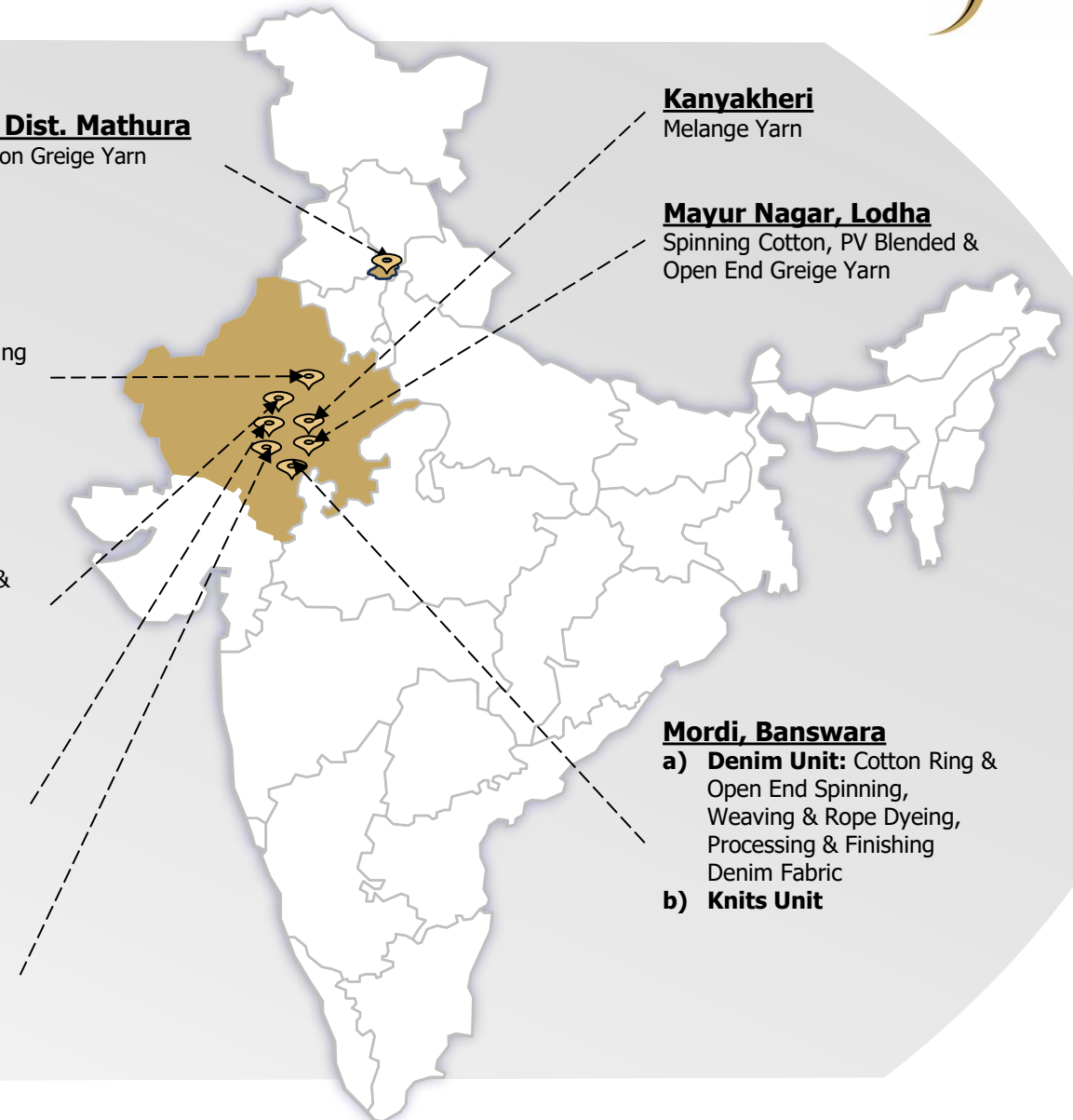
Melange Yarn

### Mayur Nagar, Lodha

Spinning Cotton, PV Blended & Open End Greige Yarn

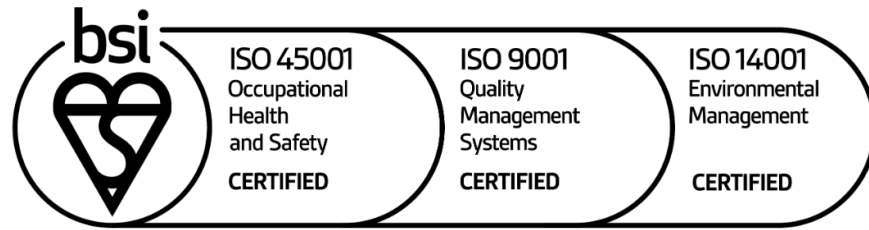
### Mordi, Banswara

- a) **Denim Unit:** Cotton Ring & Open End Spinning, Weaving & Rope Dyeing, Processing & Finishing Denim Fabric
- b) **Knits Unit**



# Certification

**RSWM Limited consistently pursues certifications to enhance credibility, ensure regulatory compliance, gain a competitive edge, and improve processes and customer satisfaction.**



The mark of responsible forestry



# Clients

TOMMY HILFIGER



JCPenney



INDITEX

MARKS &  
SPENCER

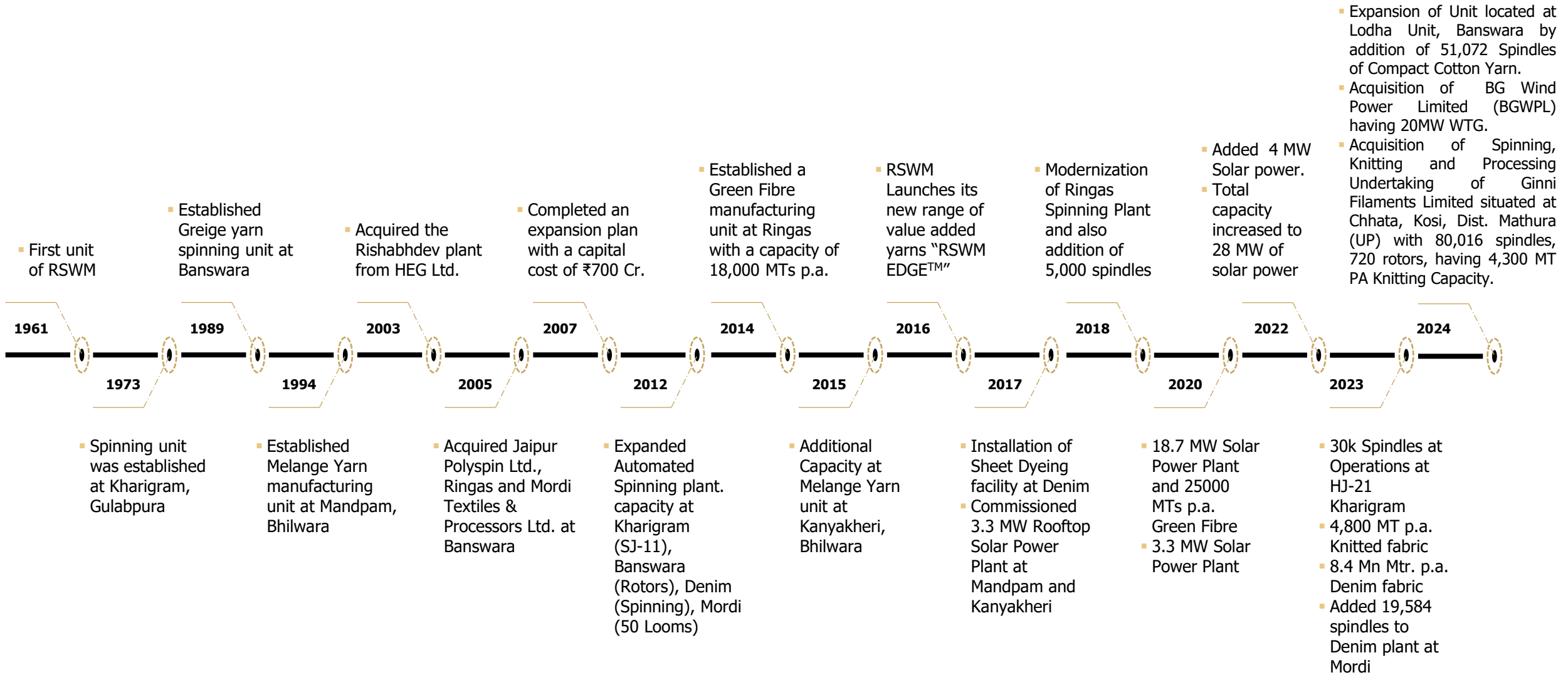


PHILLIPS-VAN HEUSEN CORPORATION

VANHEUSEN



# Milestone



## Annual Production Capacity

# 117K MT

## Greige Yarn

# 24K MT

## Melange Yarn

# 32K MT

## Dyed Yarn

### Greige Yarn

- Greige is a yarn that hasn't been bleached or dyed.
- Greige yarn is suitable for weaving, knitting, sewing, and industrial application.
- This yarn is sold under the brand name ULTIMA® and is the finest polyester-viscose Greige yarn in the Indian market.



### Melange Yarn

- Melange yarn, a high-value yarn, is manufactured at Mandpam and Kanyakheri units.
- Melange yarn is widely accepted by leading global brands operating in India.
- It is widely used for shirts, socks, undergarments, business suits, towels, sportswear, bed linen, & other home fabric products.



### Dyed Yarn

- Dyed PV Blended, Poly 100%, Visc. 100%, Poly/Visc/Cotton Blended Specialty Yarns from unorthodox fibres manufactured in two advanced facilities in Bhilwara & one near Jaipur.
- Offering the most optimum efficiency & excellence for creating exquisite designer yarns like Slub, Neppy, Siro, Siro Slub, CSY, Grindle, and many more.



### Combed Compact Yarn

- RSWM started its latest innovation Kapaas a fresh line of 100% cotton compact yarn at Lodha (Banswara).



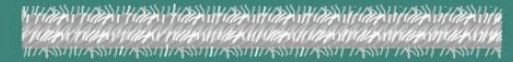
# kapaas

by RSWM

The finest combed compact yarn in the Asian region, inspired by the purest forms of cotton, fondly known as 'Kapaas' – a symbol of authenticity and a commitment to exceptional quality launched by RSWM in October 2023.

- ❖ Perfect combination of fiber and technology
- ❖ Impeccable finish and authentic purity
- ❖ Feels light and soothing
- ❖ High absorption up to 8%
- ❖ Natural and environmentally conscious

## Where Textile Meets Intelligence



0% COMBED COMPACT



50% COMBED COMPACT



100% COMBED COMPACT

100% COMBED COMPACT

## Annual Production Capacity

# 32.4 MN MTR

## LNJ Denim

# 3,000+

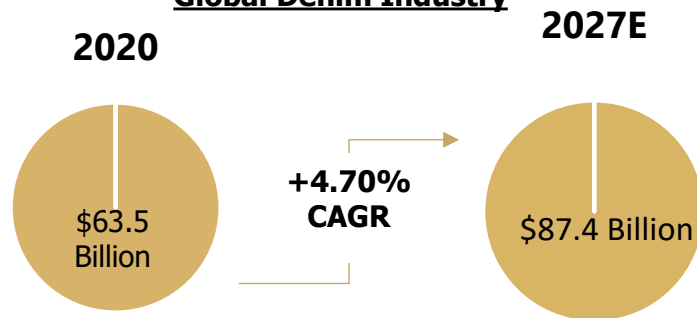
## Denim Variants



- LNJ Denim, a denim-manufacturing facility established in 2007 under RSWM Limited (the flagship company of LNJ Bhilwara Group), has a manufacturing capacity of 32.4 million meters annually and can process 3,000+ denim variants.
- LNJ Denim has earned an excellent reputation amongst international and domestic brands as an innovator and a quality supplier of denim fabric.

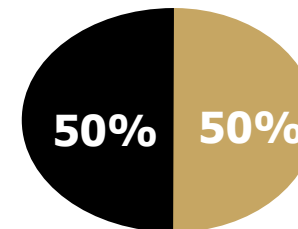


### Global Denim Industry



### Denim Industry Snapshot

- 50% Organised Sector
- 50% Unorganised Sector



## Annual Production Capacity

**4,800 MT**

**Banswara, Rajasthan**

**4,300 MT**

**Mathura, U.P.**

## Ventured into Knitted Fabric to create value

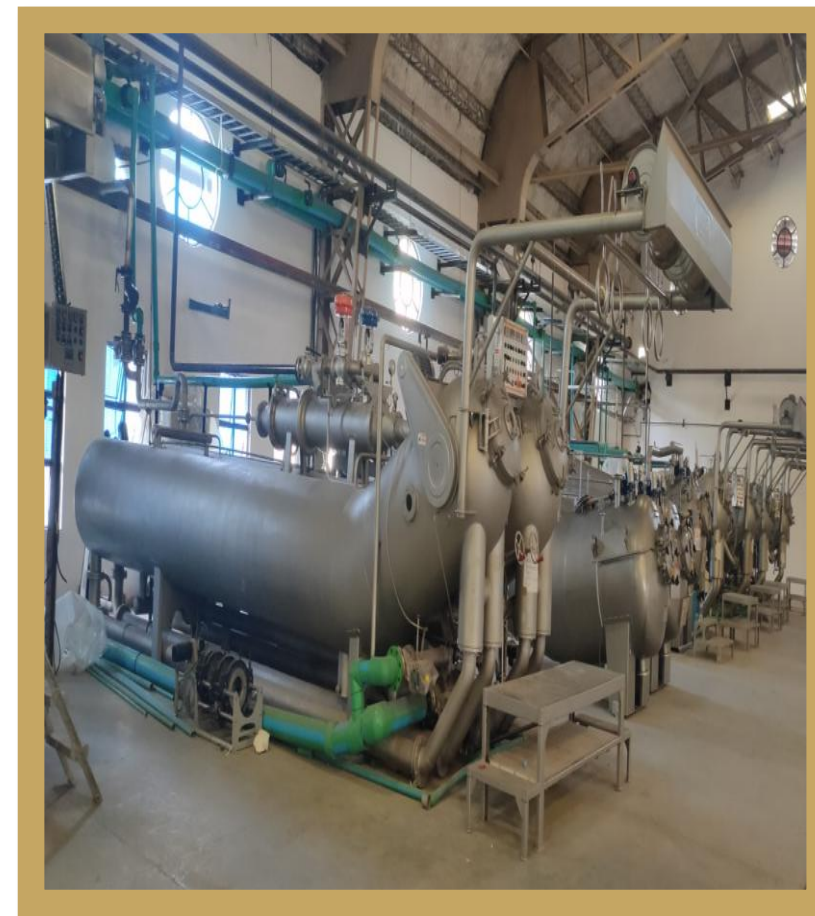
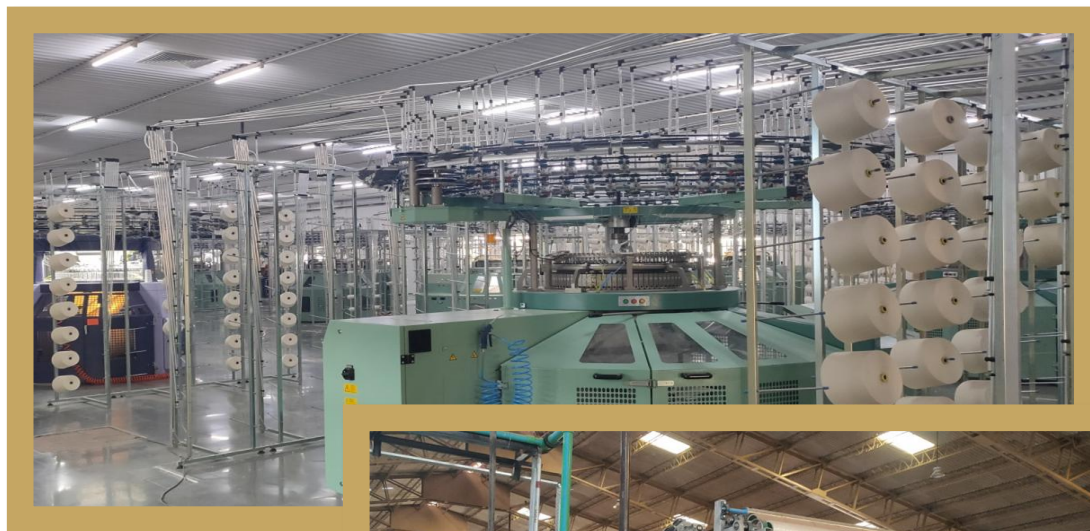
- After being the leading supplier of high-quality yarn to the world, RSWM Limited has ventured into producing circular knitting fabrics. Knits is a \$206 Bn market globally and India has ~4% market share, so opportunity is huge in Knits for India, and had started with an initial investment of ₹80 Cr.
- Our well-kitted fabrics ensure comfort, weightlessness, wrinkle resistance, and a multitude of properties built in, especially for today's needs. With a robust establishment fuelled by immense creativity, LNJ Knits offers a dynamic product range that comprises knitted fabrics like Single Jersey, Interlock, Rib, Fleece, Flat Back Rib, Terry, Foma, Honey Comb, Pique, Waffel, and many more.
- LNJ Knits offers a tremendous manufacturing capacity of 4,800 MTPA in Banswara Plant, Rajasthan. Over time, the production capacity will be gradually increased.
- Also, added a capacity of 4,300 MT PA through an inorganic growth channel (Acquisition of Knitting Unit at Chhata, Kosi, Dist. Mathura U.P.)



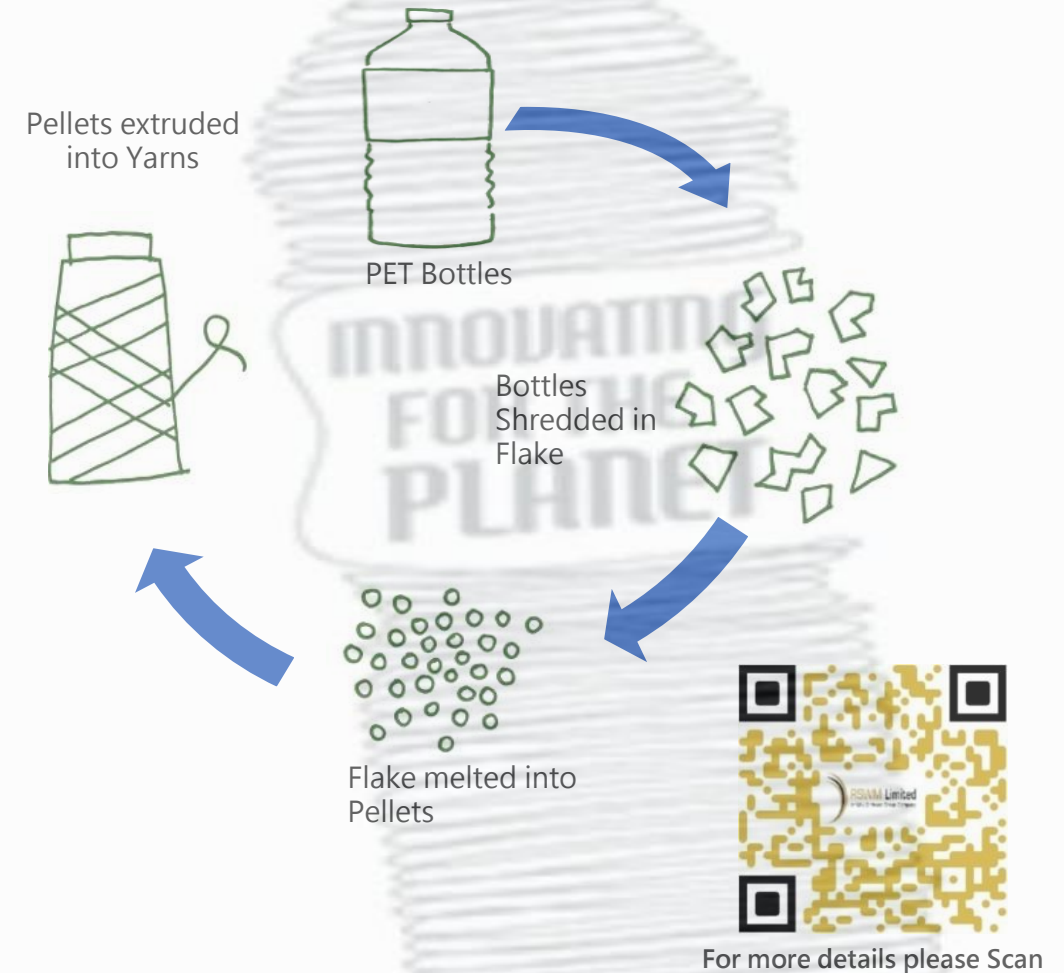


## Business Vertical: Knitted Fabric

- Equipped with advanced knitting machines from leading brands like Pailung, Fukuhara, Terrot, Unitex, and Kauo Heng, our in-house textile engineers craft world-class products.
- Our facility includes 27 circular knitting machines for polyester, 48 for cotton and blends, and 20 flat knitting machines.
- We also specialize in high-stretch synthetic fabrics with spandex content of up to 25%.



- **Promoting Sustainable Practices:** RSWM Ltd. exemplifies its commitment to the environment by prioritizing sustainable business practices. During the FY24, we proudly recycled an impressive 55,250 MT of PET plastic bottles, recycled 59 MT of waste fabric, saved 640 KL/Day of water and utilized 32.36 MW of renewable energy, thereby reducing waste and conserving valuable resources.
- **Addressing Global Waste Challenges:** We understand the urgency to act with plastics accounting for approximately 20% of global waste. Our recycling efforts go beyond conventional practices, striving for a greener and cleaner world.
- **Supporting Mission LiFE:** RSWM Ltd. is proud to be an ardent supporter of Mission LiFE, a transformative initiative focused on fostering a greener and cleaner India. By aligning our efforts with this noble mission, we aim to create a better tomorrow, safeguarding our planet for future generations.
- **Sustainable Procurement:** At RSWM Ltd., we believe that sustainability begins with responsible procurement. By purchasing sustainable products, we actively contribute to the preservation of the environment. Our commitment to sustainable procurement sets an example for the industry, inspiring others to join us in safeguarding our planet's resources.



# Parentage

Strong

## ELECTRODES

- HEG Limited

## POWER CONSULTANCY

- Indo Canadian Consultancy Services Limited

## TEXTILES

- RSWM Limited
- Maral Overseas Limited
- BSL Limited
- Bhilwara Technical Textiles Limited
- BMD Private Limited

## IT SERVICES

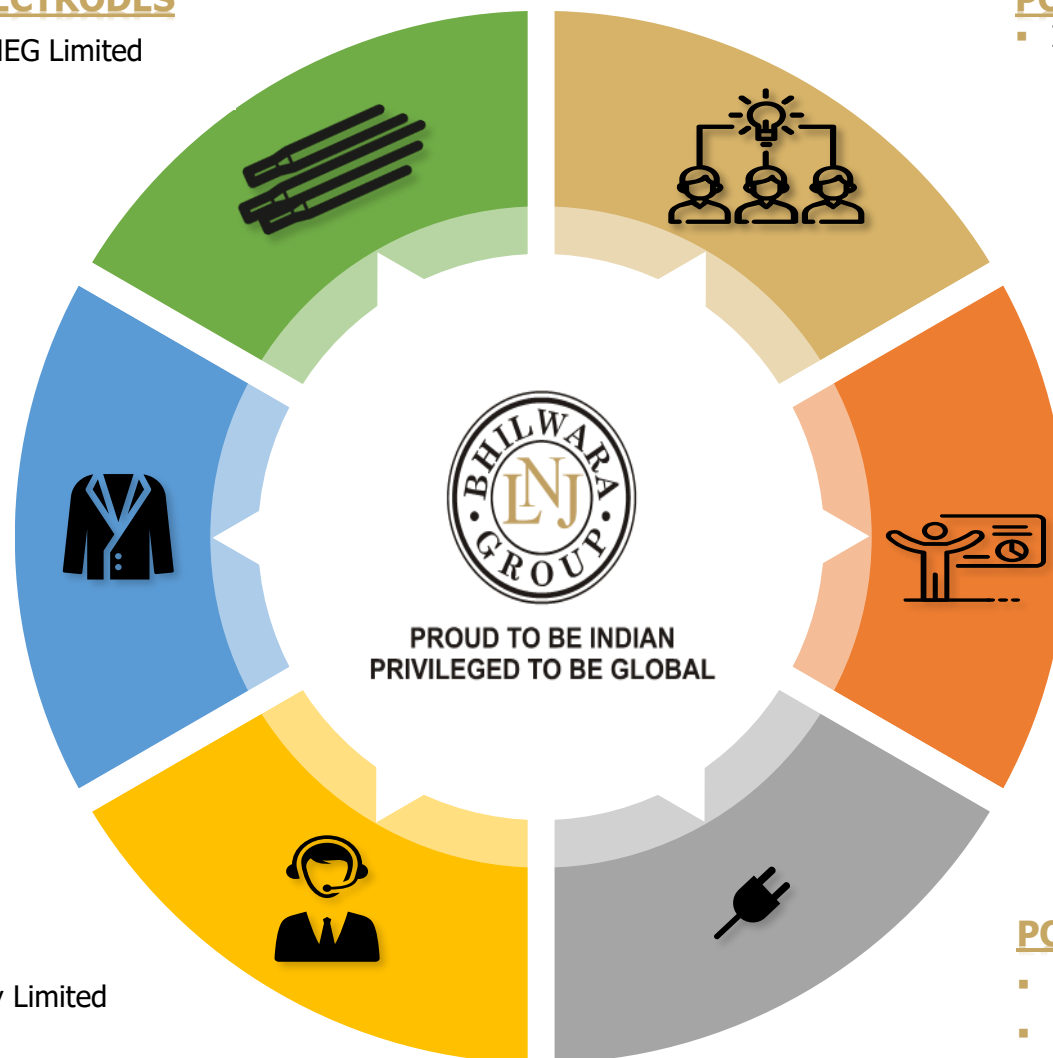
- Bhilwara Infotechnology Limited

## HIGHLIGHTS

- 5 Group companies listed on the Stock Exchanges.
- Production units & Corporate office spread across the country at 38 locations
- Over 10,00,000 stakeholders in the Group.
- All key companies ISO certified
- Over 28,000 strong workforce.

## POWER

- Balephi Jal-Vidyut Co. P. Limited - Nepal
- NJC Hydro Power Limited
- AD Hydro Power Limited
- Bhilwara Energy Limited





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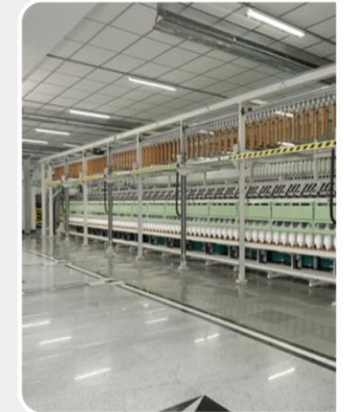


04

# Historical Data

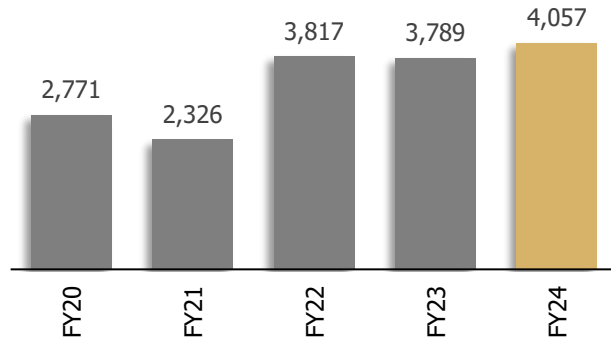
- 28 Financial Data
- 29 Financial Ratios

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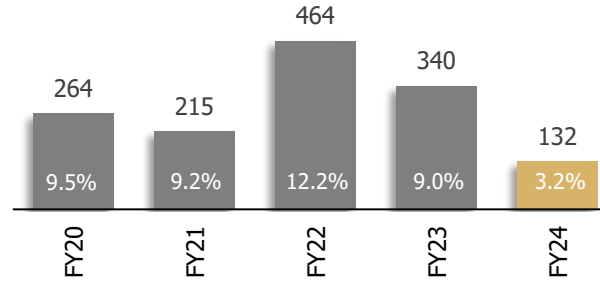


₹ in Cr

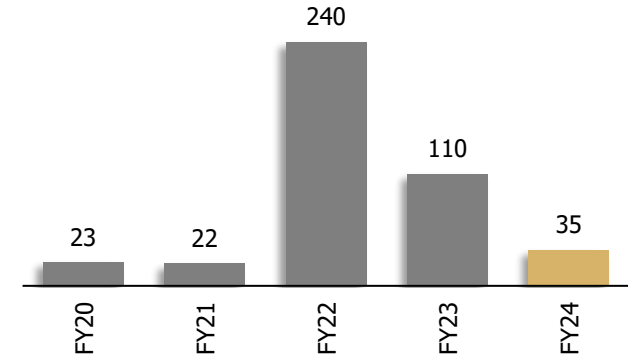
### Revenue



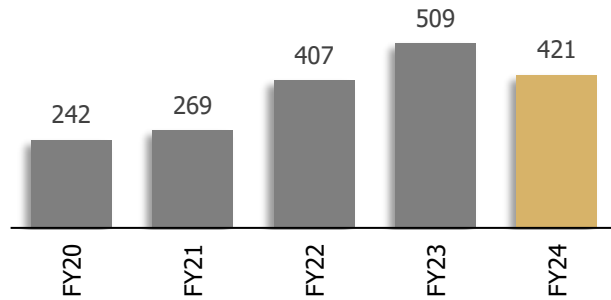
### EBIDTA & EBIDTA Margin(%)



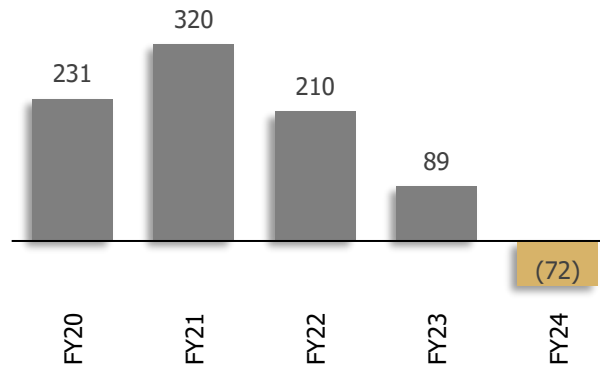
### PAT



### Net Working Capital

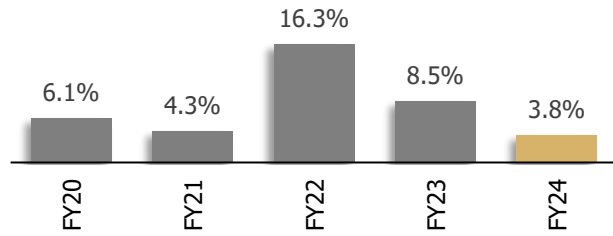


### Net Cash Flow from Operational Activities

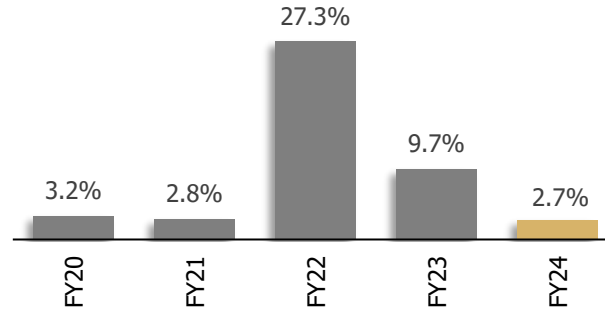


₹ in Cr

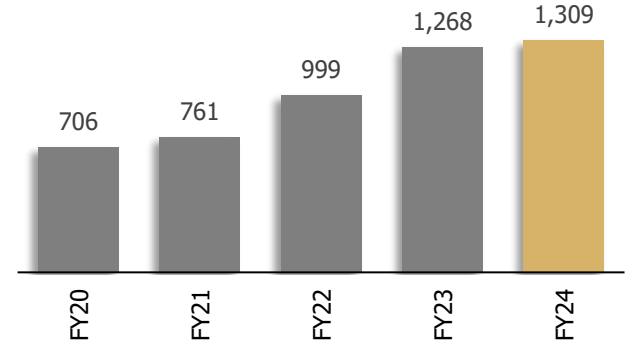
### ROCE(%)



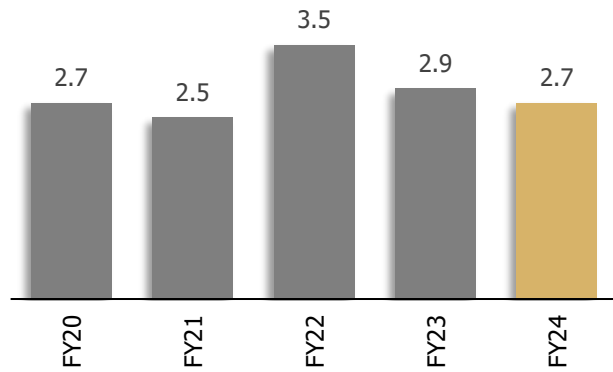
### ROE(%)



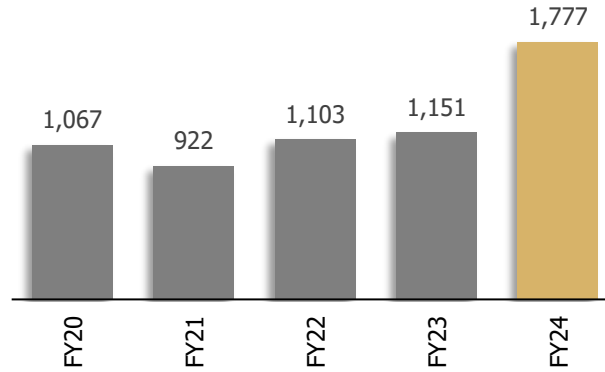
### Net Worth



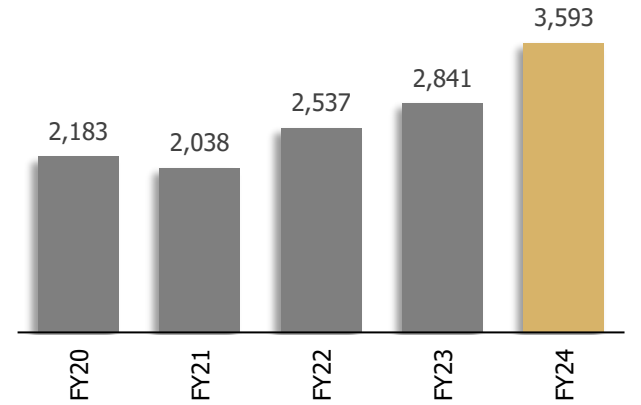
### Fixed Asset Turnover(x)



### Total Debt



### Capital Employed



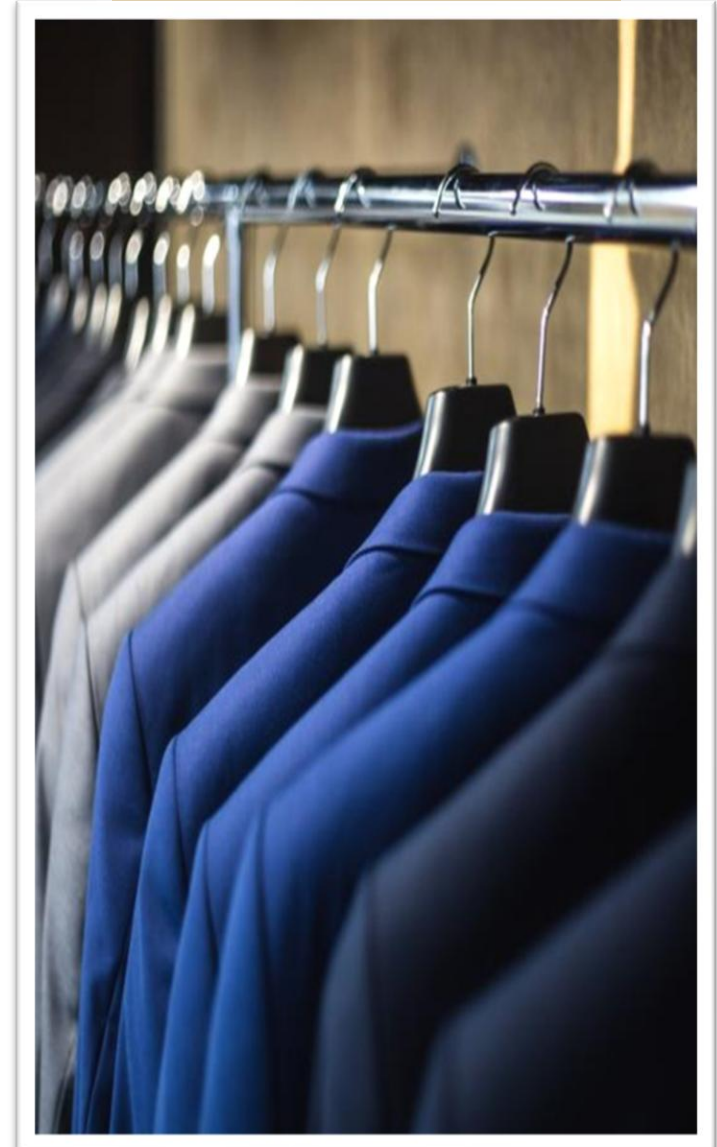


05

# Management Team

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# Management Team



**Mr. Riju Jhunjunwala**  
CMD



**Mr. B. M. Sharma**  
JMD



**Mr. Nitin Tulyani**  
President & CFO



**Mr. Surender Gupta**  
VP – Legal & CS

**Mr. Prakash Maheshwari**  
Chief Executive  
(Corporate Affairs)

**Mr. Naresh Kumar Bahedia**  
Chief Executive  
(Grey & Dyed Yarn)

**Mr. Arvind Kumar Maurya**  
Chief Executive  
(Knits)

**Mr. Manoj Sharma**  
President & CHRO

**Mr. Naresh Sharma**  
Chief Information Officer

**Mr. Rajesh Ramchandra Singh**  
Chief Executive  
(Denim)

**Mr. Y D Tiwari**  
Chief Executive  
(Melange Yarn)

**Mr. M K Yogi**  
Chief Executive  
(Sustainable)

**Mr. Puneet Anand**  
Chief Strategy Officer

**Executive Director &  
Key Managerial Personnel**

**Corporate Team**





• For All •  
**Reasons**  
• For All •  
**Seasons**



## ❖ **All-Season Durability:**

Engineered for year-round resilience in any climate.

## ❖ **Eco-Friendly Innovation:**

Sustainability is at the core of our manufacturing.

## ❖ **Unmatched Comfort & Quality:**

Precision-crafted fabrics for superior comfort.

## ❖ **Heritage of Trust:**

Decades of expertise trusted by industries globally.





JMD Mr. Brij Sharma was invited as the Guest of Honour at the Procurement Awards hosted by the Indian Institute of Materials Management in Udaipur.

At ESG EXCELERATE 2025, RSWM Limited CFO Mr. Nitin Tulyani contributed to an insightful discussion on sustainability alongside industry leaders from Indian Oil & Noida International Airport. The session focused on integrating ESG and overcoming challenges for a sustainable future.

RSWM Limited received the Silver Award in Sustainable Fashion and Textiles at the prestigious Financial Express Green Sarathi Awards.

CFO Mr. Nitin Tulyani was honoured as a speaker at #CFOConfex2024 in New Delhi, organized by Gain Skills Business Media Pvt Ltd.

RSWM Limited attended the 62<sup>nd</sup> Joint Technological Conference the Northern India Textile Research Association organised.

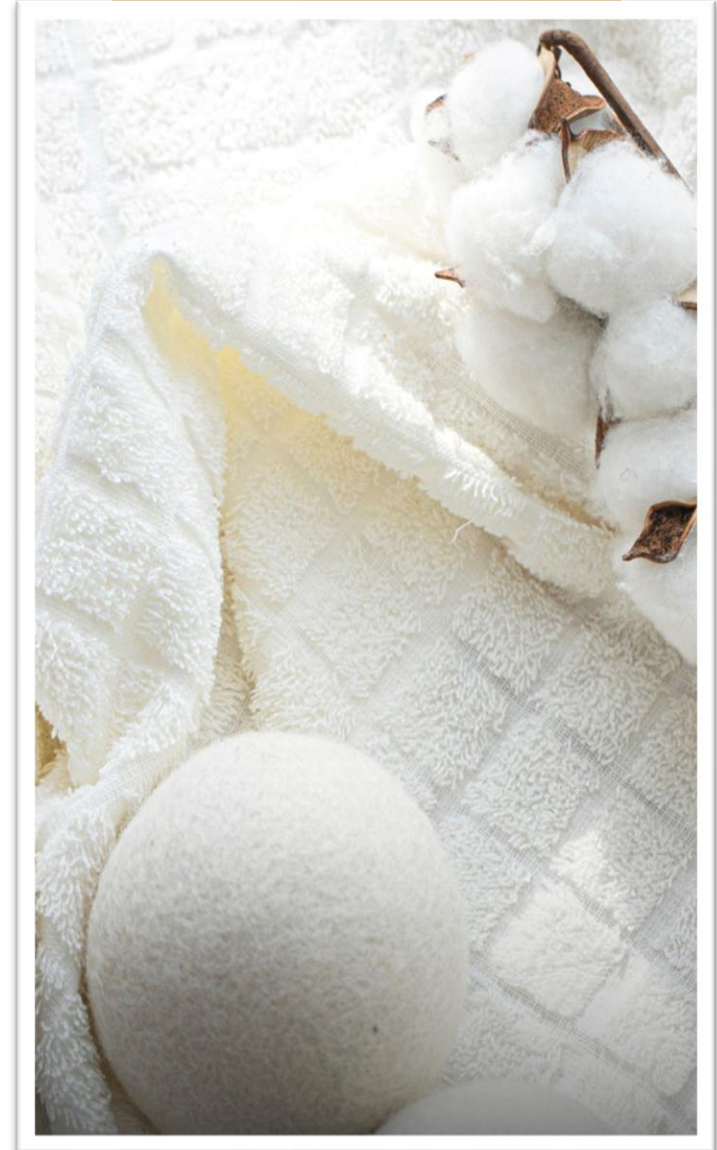
With Union Minister of Textiles, Hon. Giriraj Singh, as Chief Guest, the event focused on advancements in technical textiles, functional yarns, carbon fiber, and protective wear.



06

# Annexure

36 Standalone Profit & Loss Statement



# Standalone Profit & Loss Statement

Parameters (₹ in Cr.)	Quarterly					Nine - Months			Yearly
	Q3 FY25	Q2 FY25	QoQ	Q3 FY24	YoY	9M FY25	9M FY24	YoY	FY24
<b>Total Income</b>	<b>1,202.93</b>	<b>1,172.63</b>	<b>2.6%</b>	<b>983.40</b>	<b>22.3%</b>	<b>3,590.09</b>	<b>2,910.81</b>	<b>23.3%</b>	<b>4,092.72</b>
Raw Material Cost	743.72	769.63		640.18		2,324.83	1,907.58		2,603.39
Employee Cost	135.19	137.81		118.18		410.59	350.90		465.86
Power Cost	127.40	130.10		115.06		388.42	348.37		469.94
Other Expenses	121.18	124.15		96.65		363.76	293.90		416.28
Changes in Inventory	17.62	(31.49)		(9.07)		(51.55)	(67.22)		5.60
<b>EBIDTA</b>	<b>57.82</b>	<b>42.43</b>	<b>36.3%</b>	<b>22.40</b>	<b>2.6x</b>	<b>154.04</b>	<b>77.28</b>	<b>99.3%</b>	<b>131.65</b>
<b>EBIDTA Margins</b>	<b>4.8%</b>	<b>3.6%</b>	<b>119 bps</b>	<b>2.3%</b>	<b>253 bps</b>	<b>4.3%</b>	<b>2.7%</b>	<b>164 bps</b>	<b>3.2%</b>
Depreciation	38.46	39.92		41.33		119.65	108.88		149.59
Finance Cost	32.40	34.61		23.78		100.45	61.49		92.13
<b>Profit Before Tax &amp; Exceptional Items</b>	<b>(13.04)</b>	<b>(32.10)</b>		<b>(42.71)</b>		<b>(66.06)</b>	<b>(93.09)</b>		<b>(110.07)</b>
Exceptional Items	-	-		-		-	-		137.76
<b>PBT</b>	<b>(13.04)</b>	<b>(32.10)</b>	<b>-</b>	<b>(42.71)</b>	<b>-</b>	<b>(66.06)</b>	<b>(93.09)</b>	<b>-</b>	<b>27.69</b>
Tax	(5.04)	(10.90)		(10.60)		(23.19)	(28.36)		(7.21)
<b>PAT</b>	<b>(8.00)</b>	<b>(21.20)</b>	<b>-</b>	<b>(32.11)</b>	<b>-</b>	<b>(42.87)</b>	<b>(64.73)</b>	<b>-</b>	<b>34.90</b>
<b>PAT Margins</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.9%</b>



**RSWM Limited**  
an LNJ Bhilwara Group Company



GET IN TOUCH WITH US



Mr. Nitin Tulyani  
President & CFO

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