

NITIN SPINNERS LTD.



NITIN

REF: NSL/SG/2024-25/
Date : 27.01.2025

BSE Ltd.
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001

Company Code – 532698

National Stock Exchange of India Ltd.

Exchange Plaza, C-1, Block G,
BandraKurla Complex,
Bandra (E),
Mumbai – 400 051.

Company ID - NITINSPIN

Sub. : Investors' Presentation on the Financial Results for the Quarter and Nine Months ended 31st December, 2024 in pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015

Dear Sir/ Madam,

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations 2015, please find attached copy of Investors' Presentation on the Financial Results for Quarter and Nine Months ended 31st December, 2024. The same is also available on the website of the Company www.nitinspinners.com.

Thanking you,
Yours faithfully,
For- Nitin Spinners Ltd.

(Sudhir Garg)
Company Secretary & VP (Legal)
M.No. ACS 9684

Encl. a/a

CIN. : L17111RJ1992PLC006987

Regd. Office & Plant : 16-17 Km. Stone, Chittor Road, Hamirgarh, Bhilwara (Raj.) 311 025
Tel. : 286110 to113, E-mail : nsl@nitinspinners.com, Website : www.nitinspinners.com

SUPIMA®
WORLD'S FINEST COTTONS



USTERIZED®



Nitin Spinners Limited

Q3 & 9M FY25

Investor Presentation



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Nitin Spinners Limited (the “Company”)**, have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



Commenting on the results, Mr. Dinesh Nolkha – Chairman and Managing Director said,

“The performance for Q3 and 9M has been stable, with improved demand across our product segments. This gives us confidence in sustaining growth and creating value across our operations.

Our strategic initiatives are delivering results, and we see significant opportunities for further expansion. As part of our growth strategy, we are announcing capital expenditure across the existing verticals to further enhance our capabilities and widen our product offerings.

With momentum building in key areas, we remain focused on improving efficiencies and value additions to drive long-term growth and profitability.



**Total
Revenue**



EBITDA



PAT

9M FY25

Rs. 2,464.36 Crs
Up 17.0% YoY

Rs. 351.11 Crs
Up 34.6% YoY

Rs. 129.06 Crs
Up 39.7% YoY

Q3 FY25

Rs. 838.87 Crs
Up 11.7% YoY

Rs. 117.16 Crs
Up 14.0% YoY

Rs. 44.78 Crs
Up 41.0% YoY



Capacity expansion across Spinning, Weaving and Finishing Fabric



	Existing	Additions ~(24Months)	Post Capex
Spinning (TPA) in Thousand	110	22.4	132
Weaving and Finishing Fabric(Mn Mtrs/pa)	40	35	75

Capex Details

- **Spinning:** Additions of approx 66,096 Spindles with production capacity of 22,400 MTPA
- **Fabrics:** Additions of 240 Airjet/Rapier Looms along with Dyeing ,Finishing capacity and Yarn Dyeing Facilities
- **Renewable Power Capacity:** Adding 14MW(DC)/11MW(AC) – Renewable Solar Power Capacity

Key Rationale

- **Product Portfolio Diversification:** Introducing premium specialty yarns, yarn-dyed fabrics, and special finish fabrics to target new market opportunities
- **Production Efficiency & Integration:** Integrated operations will enable complete in-house sourcing of yarn for fabric production, with approximately 60% of the additional yarn produced being used captively
- **Sustainability and Cost Reduction:** Reduce operational costs and carbon footprint, aligning with ESG-focused goals. This also enables the company to cater to new brands emphasizing sustainability and responsible sourcing
- **Margin Expansion:** The shift towards value-added products and the high end fashion fabric segment will support sustainable margins, with an anticipated uptick upon project completion

Funding

- **Total project cost:** ~Rs. 1,100 Crs
- **Debt:** ~Rs. 800 Crs
- **Remaining :** Internal Accruals

Benefits

- The Project shall be eligible for Interest Subsidy, Capital subsidy and Electricity Duty Benefits under Rajasthan Investment Promotion Scheme (RIPS) 2024

	Q3 FY25		Q3 FY24		Q2 FY25		9M FY25		9M FY24	
<u>Products</u>	Rs. Crs	%	Rs. Crs	%	Rs. Crs	%	Rs. Crs	%	Rs. Crs	%
Yarn	606.1	72.3%	530.4	70.7%	596.9	72.6%	1,789.0	72.6%	1,457.4	69.2%
Fabrics	189.6	22.6%	185.4	24.7%	185.7	22.6%	548.6	22.3%	526.0	25.0%
Others	43.2	5.1%	34.6	4.6%	39.9	4.8%	126.8	5.1%	121.5	5.8%
Total	838.9	100.0%	750.4	100.0%	822.5	100.0%	2,464.4	100.0%	2,104.9	100.0%

	Q3 FY25		Q3 FY24		Q2 FY25		9M FY25		9M FY24	
<u>Geographical Split</u>	Rs. Crs	%	Rs. Crs	%	Rs. Crs	%	Rs. Crs	%	Rs. Crs	%
Exports	545.2	65.0%	458.3	61.1%	522.4	63.5%	1,579.4	64.1%	1,231.0	58.5%
Domestic	293.7	35.0%	292.1	38.9%	300.1	36.5%	884.9	35.9%	873.9	41.5%
Total	838.9	100.0%	750.4	100.0%	822.5	100.0%	2,464.3	100.0%	2,104.9	100.0%

PRODUCTION AND SALES VOLUME

	Q3 FY25	Q3 FY24	Q2 FY25	9M FY25	9M FY24
<u>Production</u>					
Yarn (MT)	27,005	25,158	27,255	80,559	65,941
Knitted Fabric	1,567	1,651	1,657	4,524	3,547
Woven & Finished Fabrics					
Grieger Woven Fabric Production (Mn Mtrs)	8.81	9.24	9.02	26.63	27.03
Finished Fabric Production (Mn Mtrs)	8.11	8.12	8.09	23.85	23.50
<u>Sales Volume</u>					
Yarn (MT)	22,781	19,508	22,141	66,468	52,599
Knitted Fabric	1,564	1,652	1,565	4,462	3,590
Woven & Finished Fabrics					
Woven Fabric Sales (Mn Mtrs)	8.88	8.77	8.46	25.41	26.19

PROFIT AND LOSS STATEMENT

Particulars (Rs. Crs)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q	9M FY25	9M FY24	Y-o-Y
Total Revenue	838.87	750.42	11.7%	822.52	2.0%	2,464.3	2,104.9	17.0%
EBITDA	117.16	102.73	14.0%	115.15	1.7%	351.11	260.81	34.6%
EBITDA Margin (%)	13.97%	13.69%	28 bps	14.00%	(3 bps)	14.25%	12.39%	186 bps
Depreciation	37.27	34.78		37.10		111.08	82.22	
Other Income	0.64	0.30		0.67		2.75	1.63	
Finance Cost	20.66	25.16		21.74		69.00	55.47	
Profit Before Tax	59.87	43.09	38.9%	56.98	5.0%	173.77	124.75	39.2%
Tax	15.09	11.34		14.82		44.71	32.40	
Profit After Tax	44.78	31.75	41.0%	42.16	6.2%	129.06	92.35	39.7%
PAT Margin (%)	5.34%	4.23%	111 bps	5.13%	21 bps	5.24%	4.39%	85 bps
EPS (As per Profit after Tax)	7.96	5.65		7.50		22.96	16.43	
Cash EPS	14.59	11.83		14.10		42.71	31.05	

India's Leading manufacturer of Cotton & Blended Yarn, Knitted Fabrics, Greige & Finished Woven Fabrics

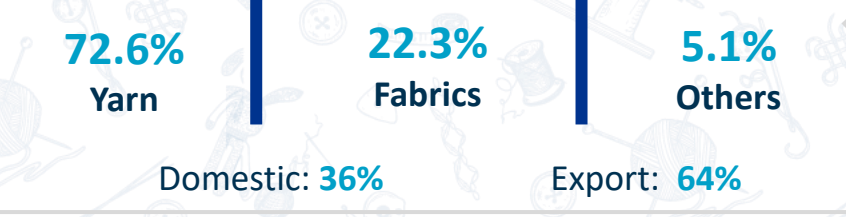
- ▶ Established in **1992** Headquartered in Bhilwara (Rajasthan)
- ▶ Plants located at **Bhilwara & Chittorgarh, Rajasthan**
- ▶ Global Presence Across **50+ countries**
- ▶ State of the art infrastructure with **modern technology**
- ▶ **Eco friendly practices – Organic and BCI cotton, Recycled fibers** into product lines
- ▶ **Renewable Energy Capacity : 18.8 MW**
- ▶ **Robust Distribution Network**



9M FY25



Revenue Bifurcation



Current Production Capacity



Our Current Capabilities



4,34,832
Spindles



5,864
Rotors

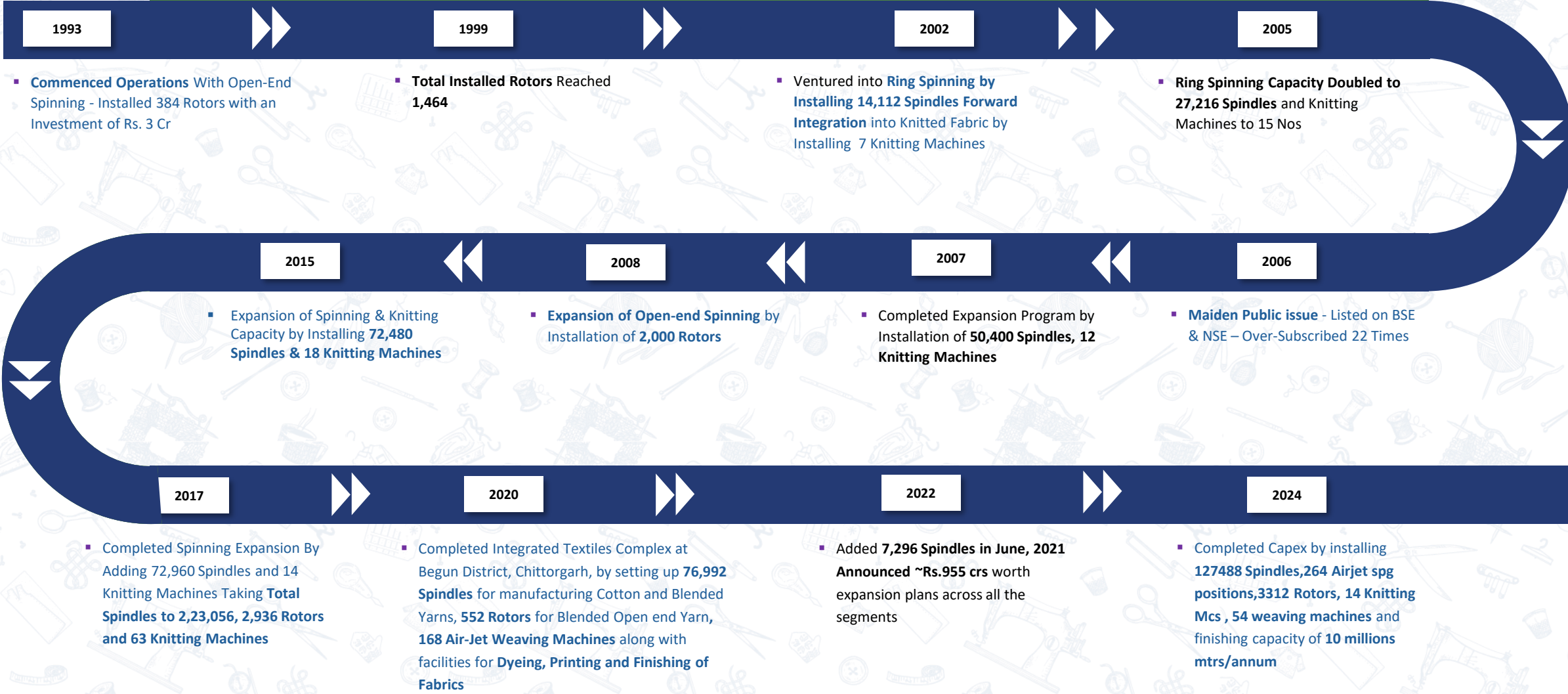
264
Airjet Spinning Position



222
Airjet Weaving Machine



77
Circular Knitting Machine





The company offers a wide range of products to cater varied customer needs and end user application

OUR RANGE OF YARNS INCLUDE

- 100% cotton and blended
- Ring spun combed and carded
- Open end yarns
- Compact yarns
- Slub yarns
- Core spun yarns
- Multifold yarns
- Yarns made from Supima Giza,
- Organic, BCI cotton etc
- Yarns made from Recycled fibres
- Count range 6 to 100s
- Gassed Yarn

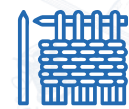
CAPACITY PROFILE

Yarn
1,10,000 Tons

END USER APPLICATION



Woven Apparel



Knitted Apparel



Furnishing Fabrics



Terry Towel



Tea bags



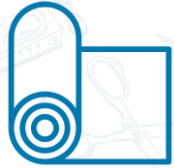
Medical Fabrics



Denims

GROWTH DRIVERS/ BUSINESS OUTLOOK

- **Strategic Emphasis on High-Value Yarn Products:** Addition of premium speciality and multifibre blended yarns like Cotton linen, Cotton Modal, Cotton Viscose and Dyed yarn in the Yarn Portfolio, to sustain better margins
- **Entry into New Volume Markets:** Expansion into volume-driven markets by introducing innovative products with superior quality standards to achieve product differentiation
- **New Product Development :** Continuous efforts in product re-engineering and development of new offerings to cater to evolving market demands



A diverse portfolio of dyed, printed, and knitted fabrics catering to the growing global demand in fashion, apparel, and workwear industries

FINISHED WOVEN FABRIC

- 100% Cotton, Cotton Spandex Fabrics
- Poly/Cotton, Poly/Cotton Spandex Fabrics
- RFD, Bleached, Dyed, Print and Yarn Dyed Fabrics
- Special Finishes** - Water Repellant, Nano Care, Soil Release, Anti Bacteria Finish, Aero Finish, Bio Polish
- Various Weaves** - Twills, Gabardines, Broken Twill, Ripstop, Canvas, Mattie's, Ducks,
- Health & Eco** – Friendly Fabrics made from BCI/Organic Cotton

KNITTED FABRIC

- Single Jersey
- Open width with Elastene
- 3 t fleece
- Interlock

CAPACITY PROFILE

Finished Woven Fabric
40 Mn Mtr

Knitted Fabric
11,000 Tons

END USER APPLICATION



Fashion and image wear



Health care apparel



Industrial and Protective wear



Sports Wear



Baby Wear



Comfort Wear



Uniform



Hotel apparel



Defence wear



Winter Wear



Inner Wear

GROWTH DRIVERS/ BUSINESS OUTLOOK

- Focus on Finished Woven Fabrics:** Going forward, the primary focus will be on the finished woven fabric segment, with the addition of 35 Mn meters of new capacity to drive growth and capture higher-margin opportunities
- In-House Utilization & Revenue Contribution:** 60% of the spinning production will be used in-house for the fabric division, with the majority of additional revenue from the new capex expected to come from this segment, enhancing margin profiles
- Diversified Product Offerings:** Expanding from formal wear to fashion and casual wear, including menswear, womenswear, and kidswear, with enhanced multi-fibre options for women's apparel and multiwear categories
- New Industry Penetration:** Capability to cater to industries such as furnishings and specialized segments like fire retardant dress materials
- Sustainability as a Growth Driver:** ESG-focused measures like Like Zero liquid discharge, zero coal and renewable power will help tap brands emphasizing sustainability, creating new growth opportunities

STRONG PRESENCE KEY MARKETS

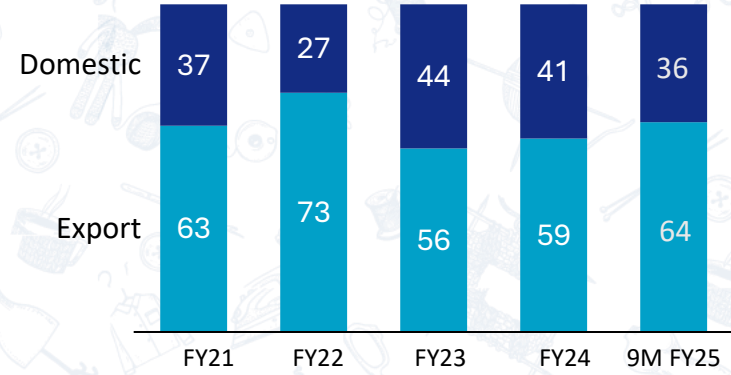
~64% of Total revenue comes from exports



Global Presence

50+
Countries

Revenue Breakup(%)



COST EFFICIENT OPERATING MODEL

01. Our **best in-class technology** and state-of-art machineries results in cost efficiency, **faster turn around** and further enhances our efficiency quotient



02. Our ability to **reprocess the waste** and use that as an input yields additional **savings of raw material**



03. **Captive solar power plants** help in **reducing power cost**



04. With focused endeavors on **R&D and value enhancement**, we have successfully entered multiple markets



05. Optimum plant positioning facilitates streamlined logistics, leading to a **quicker turnaround time (TAT)** and cost-effective logistics management



06. **Large availability of cotton** within 250km radius with production of nearly 10 lakh bales of cotton





1

CONSOLIDATION OF LEADERSHIP POSITION

Strive to maintain the leadership position garnered over the years with consistent growth

2

PROPORTION OF VALUE-ADDED PRODUCTS

Doubling fabric capacity to target higher-margin segments and introducing new, high-value products across yarns and fabrics to cater to evolving market demands

3

IMPROVING COST EFFICIENCY

Continued focus on improving cost and production efficiencies

4

SUSTAINABILITY AND RENEWABLE ENERGY

Investing in necessary capex to expand renewable power capacity, including solar power, to reduce greenhouse gas emissions and operational costs, supporting long-term sustainable growth

5

STATE GOVERNMENT INITIATIVES

The proposed expansion plan is covered under the Rajasthan Investment Promotion Scheme 2024, which offers various incentives for new investments

Conservation of water by **installing Zero liquid discharge system, Sewage water treatment plant and Rainwater Harvesting**

Renewable Solar power capacity stood at 18.8 MW

Conservation of Energy by **installing energy efficient equipment and various energy saving measures**

Use of **Sustainable cotton and fibres**



Construction of Women hostel in Bhilwara

Contribution for **cotton development and research**

Construction of **roads, drainage system and water harvesting system** in rural area

Promoting **education of differently-abled children, construction of rooms in school**

Contribution for **Construction of Hostel for higher Studies**

Key Awards & Accolades



Recent Awards by TEXPROCIL



Gold Trophy for Highest Exports of Cotton Yarn of Counts 50s and below in Category III for the year 2022-2023



Gold Trophy for Highest Employment Generation (Overall) for the year 2022-23



Gold Plaque for Highest Exports of Cotton Yarn of Counts 51s and above in Category I for the year 2022-2023

TEXPROCIL AWARDS

- ☞ **Silver Trophy** for Second Highest Exports of Cotton Yarn of Counts 50's and below in Category III for the year 2021-22 and 2019-20 and bronze trophy under category II for the year 2015-16
- ☞ **Gold Trophy** for the highest export performance in Cotton Yarn-Counts 51s & above under Category I for the year 2020-21
- ☞ **Gold Trophy** for the highest export performance in Grey fabrics- under Category II for the year 2020-21
- ☞ **Silver Trophy** for Second Highest Exports in the category of Grey Fabrics for the years 2006-07, 2007-08 and 2017-18 and Bronze Trophy for the years 2010-11, 2014-15 and 2015-16

STATE AWARDS

- ☞ **Conferred** with Rajasthan Energy Conservation Award and won first prize in large scale spinning category for the year 2022, 2014-15 and 2015-16 and won second prize in 2017-18 and 2018-19
- ☞ **State Award** for "Excellence in Exports" for the years 2020-21, 2016-17, 2013-14, 2010-11 and 2007-08 by the Government of Rajasthan

Certifications



intertek



014



intertek



STANDARD 100



Company :



CIN: L17111RJ1992PLC006987
Mr. P Maheshwari - CFO
pmaheshwari@nitinspinners.com

www.nitinspinners.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285
Ms. Manasi Bodas / Mr. Shogun Jain
manasi.bodas.@sgapl.net/shogun.jain@sgapl.net
+91 9821043510 / +91 7738377756

www.sgapl.net