



GARWARE
TECHNICAL FIBRES

GTFL:SEC:2024

December 16, 2024

BSE Limited

Corporate Relationship Department,
New Trading Ring,
Rotunda Building, P. J. Towers,
Dalal Street, Fort,
Mumbai 400001.

(Company code: 509557)

National Stock Exchange of India Ltd.

Exchange Plaza, Plot No. C/1, 'G' Block,
Bandra-Kurla Complex,
Bandra East,
Mumbai 400051.

(Symbol: GARFIBRES, Series: EQ)

**Sub:- Investor Presentation under Regulation 30 of the Securities and Exchange Board of India
(Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sirs,

In continuation to our letter dated December 12, 2024, please find enclosed the copy of the presentation to investor / analyst meet / conference.

A copy of the investor presentation is also placed on the Company website i.e., www.garwarefibres.com.

Please acknowledge this communications.

Thanking You,

Yours faithfully,

For **GARWARE TECHNICAL FIBRES LIMITED**


Sunil Agarwal
Company Secretary
M. No. FCS6407

Registered Office

Garware Technical Fibres Ltd. (Formerly Garware–Wall Ropes Ltd.): Plot No. 11, Block D-1, M.I.D.C., Chinchwad, Pune 411 019, India.
T+91 20 2799 0000/0306 E pune_admin@garwarefibres.com www.garwarefibres.com CIN: L25209MH1976PLC018939

An aerial photograph of a fjord in Norway. The water is a deep blue-green. Several circular salmon farming pens are visible in the water, connected by lines. A boat is docked at a small pier in the lower center. The surrounding hills are covered in dense green forest. A road curves along the right side of the fjord. The sky is overcast.

Better Ideas in Action

**Garware Technical Fibres
Limited**

Leading Player in the field of Technical Textiles

About Us



GARWARE
TECHNICAL FIBRES

- In **Top 100 companies** and in **Top 25 Manufacturing companies** in India as per GPTW
- F24 PAT crossed 200 cr+ , EPS 100 +
Continuing the growth journey in F25 with PBT growth of 20% on YoY basis in first half



Pioneer in Technical Textiles



Present in 75 Countries



28 Patents granted
100 applied



Highly skilled R&D team: 22 scientists,



20,000+ SKUs.



Mission

“To Provide innovative, application focused solutions to enhance value of our customers globally”

Better Ideas in Action

Our Four Pillars of Value

Ownership

Own the process of delivering results with the Entrepreneurial Spirit and joy of working in an Empowering Environment

Improve

Continuously Improve our Products & Services to become preferred Partner of our Customers

Bond

Enhance our Family Bond with the Employees & Business Partners through Fair & Equitable dealings

Enhance

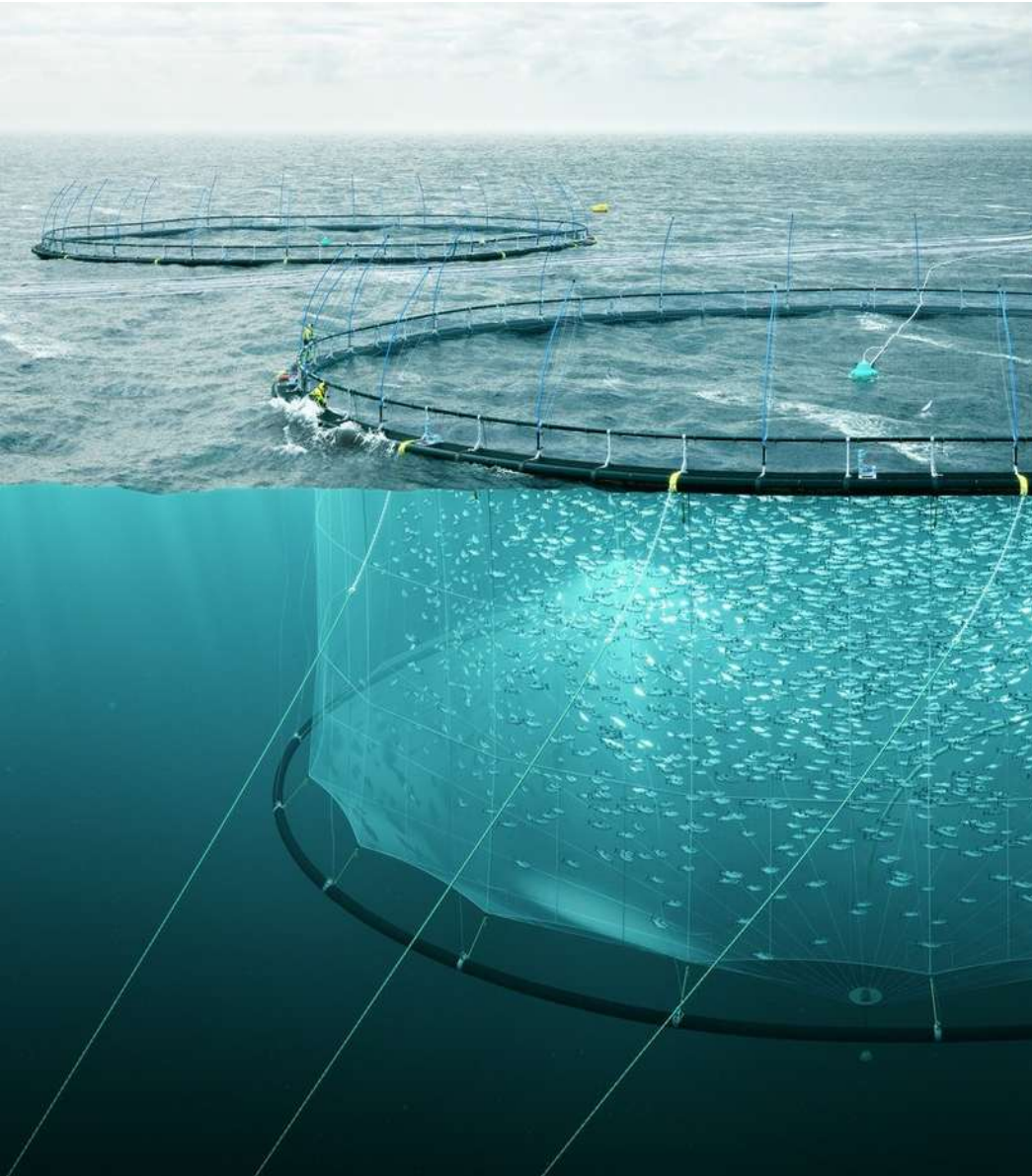
Enhance Stake Holder Value through Profitable Growth in Sales and Earnings

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GARWARE
TECHNICAL FIBRES

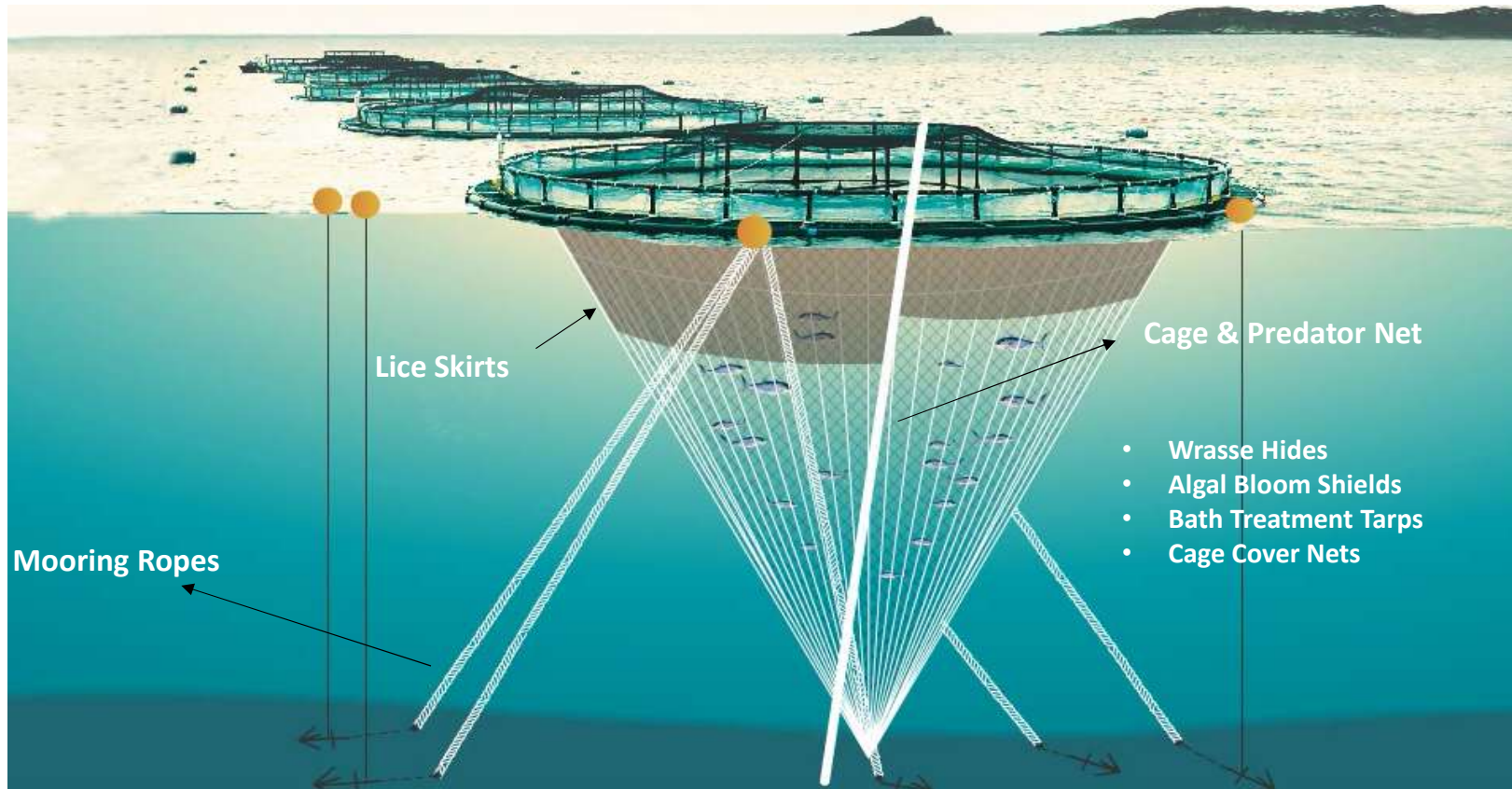
Business Update



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GTFL Aquaculture Business

Holding Salmon Farmer's most Valuable Asset





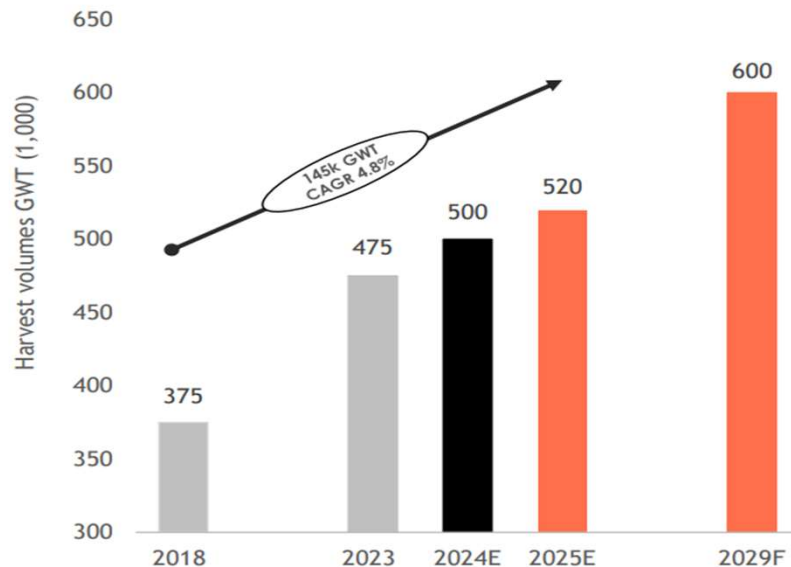
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Salmon Industry update

Major Players in the industry

Record high revenues, volumes and continued growth

Farming volume growth of 145k GWT since 2018 to 520k GWT in 2025E (CAGR 4.8%)



- Record-high Q3 2024 revenues of EUR 1.44 billion on all-time high harvest volumes of 161k GWT, and operational profit of EUR 173 million
- Harvest volume guidance for 2024 maintained at record-high 500k GWT (Δ 5.3% Y/Y)
- Volume guidance for 2025 at all-time high level of 520k GWT (Δ 4.0% Y/Y)
 - First step towards next volume milestone of 600k GWT in 2029
 - Strong volume growth of 145k GWT for Mowi globally since 2018 (4.8% CAGR vs industry at 2.7%)
- Price achievement in Q3 impacted by seasonal high industry supply and biological issues in Norway
- Realised blended farming cost EUR/kg 5.72 in Q3, down from EUR/kg 5.84 in Q2 and EUR/kg 6.05 in Q1
- Record profit for Consumer Products and Feed, and record-high Feed volumes
- Quarterly dividend of NOK 1.50 per share

Major Players in the industry –Salmar Update

Further growth potential in all regions



2025E: 254,000 tons
 $\Delta 2024: +37,000 \text{ tons} / +17 \%$

Unutilized potential starting to materialize



2025E: 9,000 tons
 $\Delta 2024: +2,100 \text{ tons} / +31 \%$

Ramping up volume to harness potential



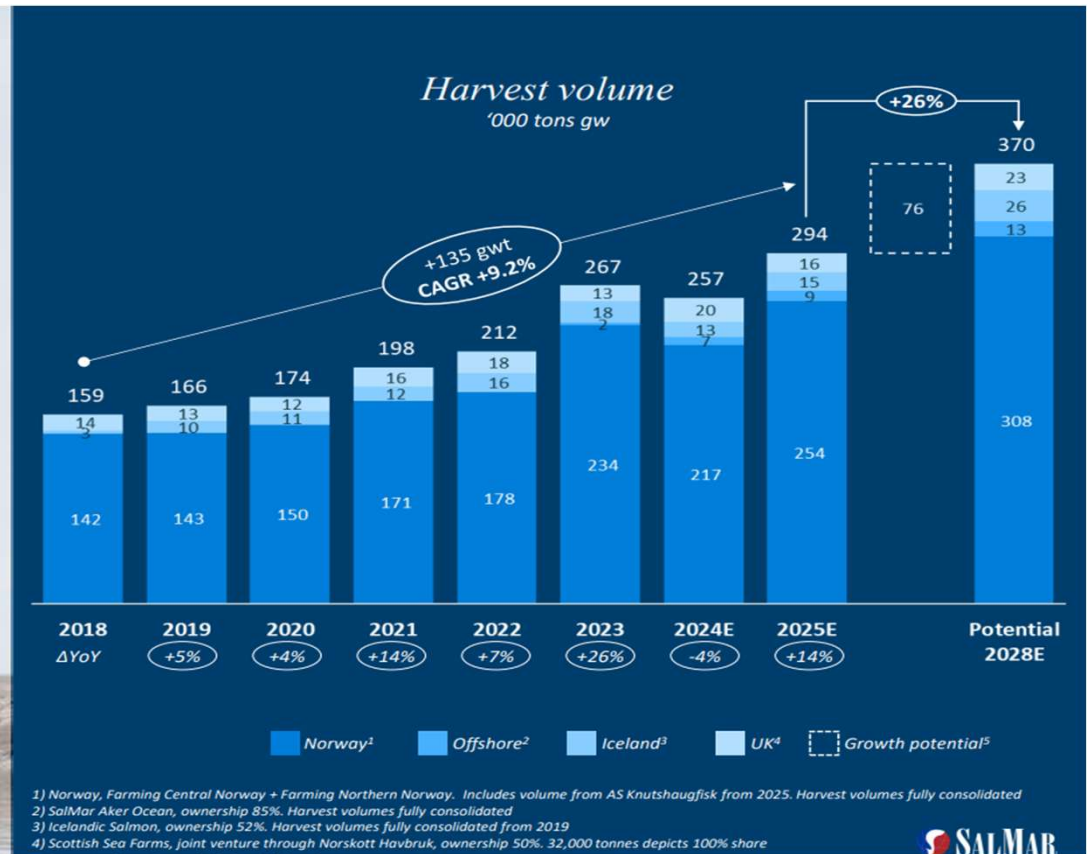
2025E: 15,000 tons
 $\Delta 2024: +2,000 \text{ tons} / +15 \%$

Challenges affecting growth in 2025



2025E: 32,000 tons
 $\Delta 2024: -8,000 \text{ tons} / -20 \%$

Optimizing sone structure and smolt stocking



Source- Salmar Q3 F24 presentation

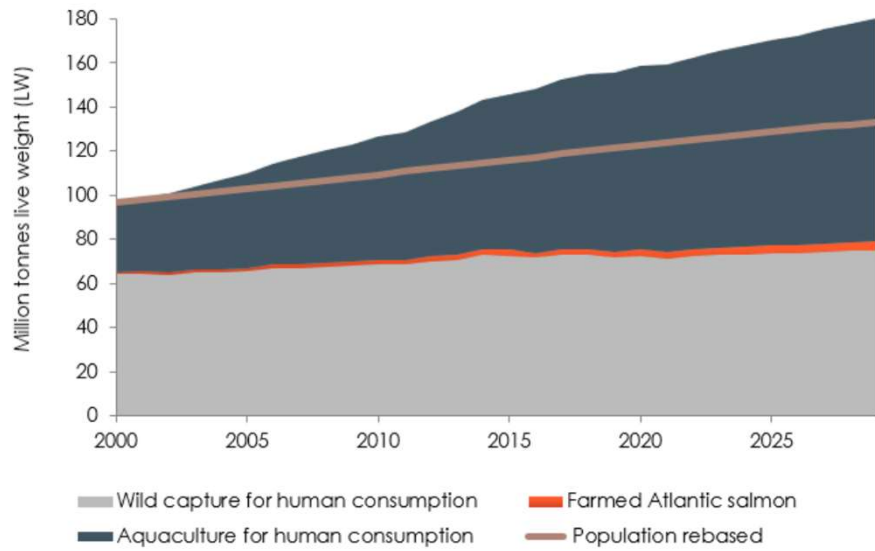




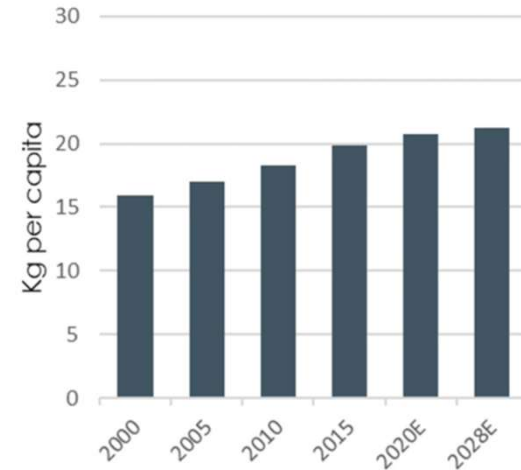
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Non Salmon

Growing aquaculture



Development of global average fish consumption



Source- MOWI hand book 2024

Non Salmon Expansion – GTFL’s Solution

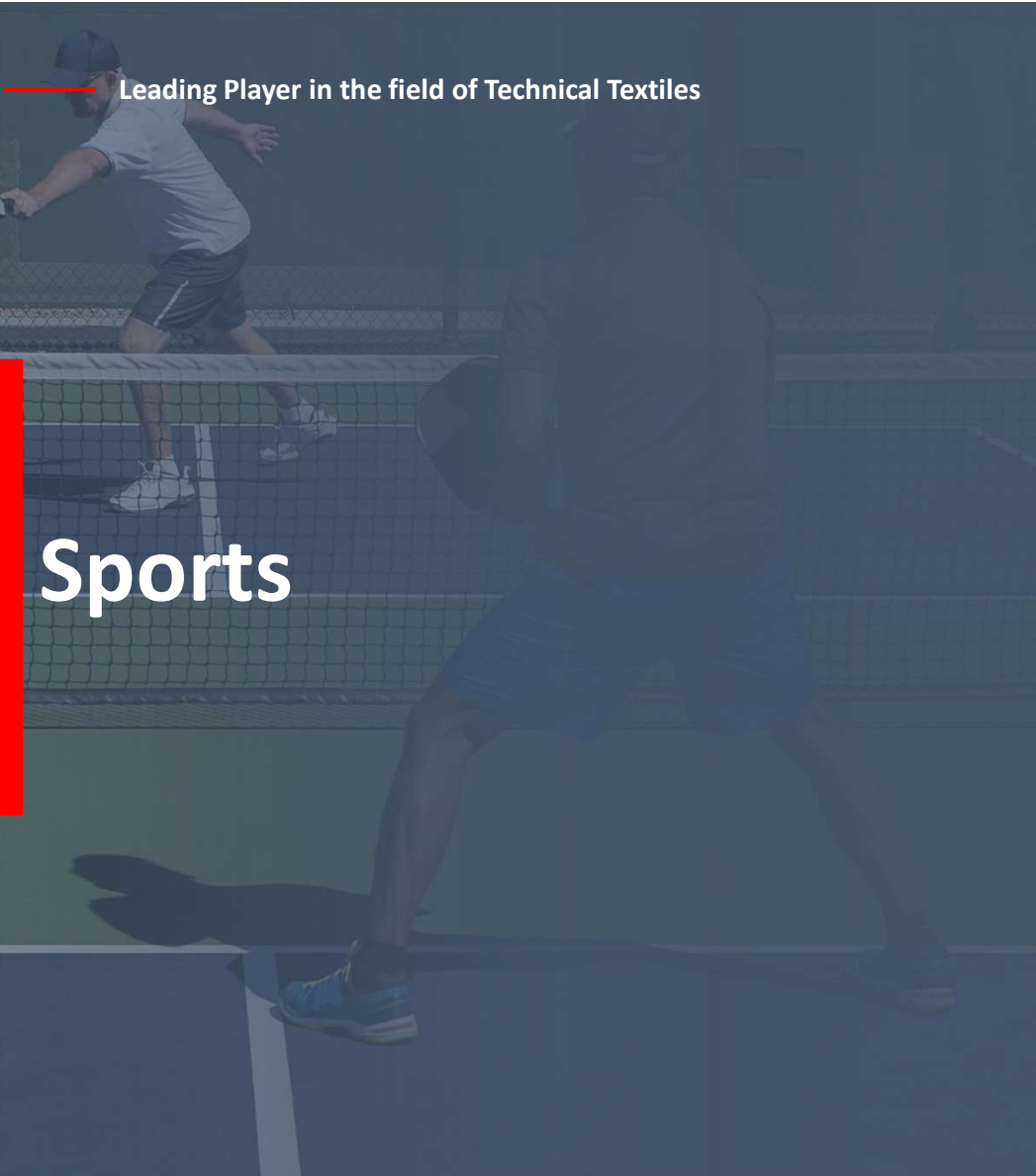
Expecting Strong Growth



New customers added in Species

- Barramundi
- Sea Bass
- Sea Bream
- Amberjack
- Tilapia

Extensive market connect
for improving the customer
base in untapped territories



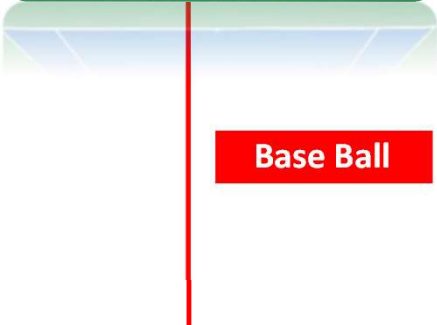
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Sports

Sports Nets business of GTFL



Tennis



Base Ball



Soccer



Expecting a good growth in F25 and same to continue F26 onwards due to Higher visibility from USA and Europe markets.



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Value Added Ropes

VAR business of GTFL



Products:

- UHMWPE, Fabricated Slings, High Strength Polyolefin (X2)

Application Segments:

- Mooring, Towing, Offshore, Transmission, Defense.

Customer segments:

- Ship management companies,
Tug boat operators, Transmission companies etc.



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Geo Synthetics

Geosynthetics – A Brief Overview

Geosynthetics are polymer-based materials used in infrastructure solutions for environmental friendliness and lower overall cost



Slope Protection works for a project



Roads



Railways



Airports



Ports



Coastal Protection works for a project

Geosynthetics – Growth

High Growth Rate continues through Slope protection and Exports .

Key Growth Drivers

- Slope Protection
- Land fill & lining
- International Business



Rockfall Protection works for a project in state of Jharkand



Coastal Protection works for a project in State of Gujarat

GTFL GEO Export Product Offerings



WOVEN & FABRIC FORMS
Highways & Coastal
Protection Works

AQUAROCK BAGS
Coastal & River Training
Works

**ROCGUARD® WITH
EARLY WARNING
SYSTEMS**
Rock-fall Protection
Works

GARMAT SUPREME
Erosion Control Works

GTFL GEO Export Product Offerings



PP ROPE GABION



AQUAROCKBAG /FRN



DT MESH PANEL



HS BOUDLER NET



EROSION CONTROL MAT



POLYMER EROSION CONTROL MATT

GTFL GEO Export Product Offerings



WOVEN GEOTEXTILE



GEOTEXTILE BAG



GEOTEXTILE TUBE



GEOTEXTILE CONTAINER



GEOTEXTILE SADDLE BAG

GTFL GEO Export Product Offerings



SINGAPORE



THAILAND



OMAN



COLOMBIA



FRANCE



AUSTRALIA



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GTFL Leadership



Experienced Management Team



Mr. Vayu R Garware
Chairman & Managing Director

- Graduate from Wharton Business School, USA
- Dynamic & Aggressive Leader



Mr. Shujaul Rehman
Chief Executive Officer

- Over two decades of experience in FMCG sector
- Strategic thinker and an aggressive marketer



Mr. Shashank Gupta
Chief Financial Officer

- More than 18 years of valuable experience in the realm of Finance and accounts.
- A distinguished chartered accountant
- Lead Leadership role across multiple organization nationally & internationally



Experienced Management Team



Mr. Tiru Kulkarni
President Geo-Synthetics

- Over two decades of extensive understanding of the global geo synthetic industry
- Ex-board member of IGS (India)
- Authored various technical papers in national and international fora



Mr. Ravendra Mishra
Head-Human Capital

- More than 25 years of experience
- in operations & HRM
- An administrator par excellence with strong management skills



DR. Sanjay Charati
President & Head of R&D

- More than 30 years of Global Technology Development and Management experience
- Led a multinational team of Research Scientists and Engineers spread across 3 continents and 6 countries.



Mr. Vivek Kulkarni
President –Operations

- More than 30 years of valuable experience in manufacturing
- An expert in operations and operational excellence