



Ref: D/2024-25/023

Date: 23.08.2024

To,
Listing Department
National Stock Exchange of India Limited
'Exchange Plaza'. C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai - 400 051
Symbol: SBC

To,
Listing Department
BSE Limited
P.J. Towers, Dalal Street
Mumbai-400001
Scrip Code: 542725

Subject: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed presentation which will be shared with the investors.

This information will also be hosted on the Company's website, at www.sbcexportslimited.com

This is for your information and records.

Thanking you

For SBC Exports Limited

Hariom Sharma
Company Secretary and Compliance Officer
M. No. A41738

CIN: L18100UP2011PLC043209

Corp. Office : 49/95, Site-IV, Sahibabad Industrial Area, Ghaziabad, Uttar Pradesh - 201010

Head Office : House No. 20, Lohiya Talab, Choti Basahi, P.O. Vindhyachal Mirzapur, Uttar Pradesh - 231307

Tel. : 0120-2895246, Customer Care : +8303-300-100, E-mail : info@sbcexportslimited.com, Web. : www.sbcexportslimited.com



INVESTOR PRESENTATION

Textile, Technology and Travel



August-2024

Certain statements in this document maybe forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. SBC Exports Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances

This presentation and the accompanying slides (the “Presentation”), which have been prepared by SBC Exports Limited (the “Company”), are 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.

Chairman's Message



Dear Shareholders,

I am delighted to introduce SBC Exports Limited (hereinafter referred to as "SBC" / "The Company").

SBC made a humble beginning in 2011 as a trader of handmade carpets & other handicraft items in the Mirzapur. Slowly & steadily, it diversified in manufacturing of quality readymade garments and IT & IT Support Services (including manpower supply) post 2015.

SBC has been expanding its operations in Garments and has established integrated facilities which includes dyeing, printing, stitching & packaging. Currently it has 4 manufacturing facilities and now proposing to set-up one more unit to cater to export markets for which it has already acquired land in Ghaziabad.

Besides IT & Garmenting, SBC diversified in fast growing Travels Services by setting up a wholly owned subsidiary viz. M/s Mauji Trip Limited.

I would like to highlight financial performance of SBC Exports Ltd. in FY2024 where it has achieved all-round growth by posting a Consolidated Revenues of ₹213 Crs. & PAT of ₹9.44 (growth of 27% YoY). I further add that SBC will continue growing further in quarters to come due to focused approach, strategic planning and increased focus on profitability which will enable SBC to emerge stronger and better. Our current financial performance which I state as "just the beginning" and reflects the results of our initial endeavour to be present in fast growing businesses.

SBC is entering into an exciting phase of all-round growth by embarking on multi-pronged approach which includes infrastructure development (across all verticals), comprehensive corporate planning, expanding brand recognition and delivering best-in-class products, which will result in robust financial performance. Through implementation of strategic measures and prudent financial management, SBC aspires to streamline & grow manufacturing, optimize resources and controlling costs while facilitating QoQ growth both in revenues & profitability.

As we move forward, SBC's focus remains firmly on enhancing its product offerings and expansion in newer geographies which will enable us to not only grow the revenues but overall profitability through improved levels of efficiency & product mix.

Our new strategy is designed to bring us closer to the customer and to establish "F-ROUTE" as a go-to brand in the innerwear and athleisure segment. We believe that by focusing innovation and offering a lifestyle but essential products (with aspirational value, quality, comfort & style) will provide even greater value to our customers.

In case of our IT Support Services vertical, SBC will keep growing with various private & government organization for smoothening and enhancing the digitization process of their activities.

Our subsidiary M/s Mauji Trip Ltd. has been showing robust operational performance since its humble beginning in 2021 and is all set to achieve exponential growth in coming years supported by its approach to provide world class services in Ticketing & Leisure Travel & MICE.

In conclusion, I want to thank all of our shareholders and other stakeholders for their continued support, and will share more updates on our progress as we move forward,

With Best Wishes

Govindji Gupta

Chairman & Managing Director

Key Financial Updates

FY23-24

- ✓ Turnover up to ₹213 Crs. and PAT ₹9.44 Crs., growth of ~8% & 37% respectively YoY.
- ✓ Growth led by garment business which grew by ~19% and Travel Business which grew by ~145%. It business shown decline due to reduced flow of orders due to elections etc.
- ✓ Profitability grew due to strategic shift to focus on overall operational efficiency.

Quarterly update : Q1FY24-25

- ✓ Total revenues up to ₹67 Crs. and Profit to ₹5.32 Crs., a growth of ~25% & ~16% respectively on YoY basis.
- ✓ Profitability grew on account implementation of its growth strategy

Business update

Garment Business

- Major Export order of ₹50 Crs. received
- Overall order book is ~ ₹160 Crs. (FY24-25)

IT Business

- Overall order book (pipeline) of ₹ 160 Crs. & is growing.

Mauji Trip Ltd. (WOS of SBC Exports Ltd.)

- Operations grew by 3X YoY basis and is all set for exponential growth.

What's Inside



SBC at a Glance

Milestones

Our Business

- *Garmenting*
- *Information technology*
- *Tour & Travels*

Our Geographical Presence

Attractive Macros

Financial Highlights

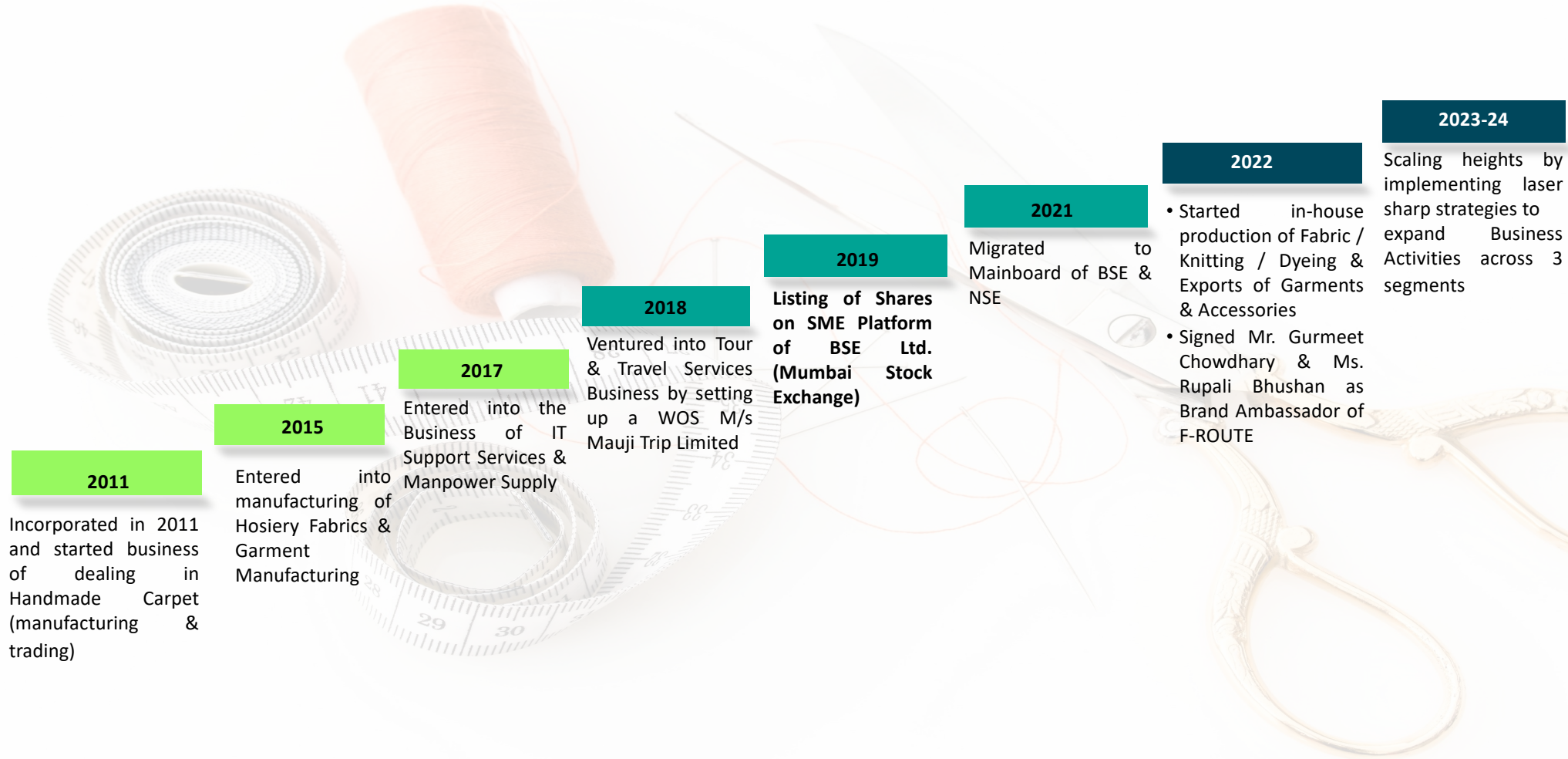


Corporate Information



Name of the Company	SBC Exports Limited
Incorporation	Incorporated as limited company on 18 January 2011 with Registrar of Companies, Kanpur (UP)
CIN	L18100UP2011PLC043209
Website	www.sbcexportslimited.com
Activities	Garment Manufacturing (Textiles) Information technology Travel & Tours Services (Through 100% Subsidiary)
Bankers	HDFC Bank ICICI Bank Yes Bank
Listed	The Company is listed on the BSE and NSE (Main Board)
Registrar & Transfer Agents	Bigshare Services Private Limited 1st Floor, Bharat Tin Works Building, Opp. Vasant Oasis, Makwana Road, Marol, Andheri (East), Mumbai – 400059
Company Secretary & Compliance Officer	Mr. Hariom Sharma

Milestones



2011

Incorporated in 2011 and started business of dealing in Handmade Carpet (manufacturing & trading)

2015

Entered into manufacturing of Hosiery Fabrics & Garment Manufacturing

2017

Entered into the Business of IT Support Services & Manpower Supply

2018

Ventured into Tour & Travel Services Business by setting up a WOS M/s Mauji Trip Limited

2019

Listing of Shares on SME Platform of BSE Ltd. (Mumbai Stock Exchange)

2021

Migrated to Mainboard of BSE & NSE

2022

- Started in-house production of Fabric / Knitting / Dyeing & Exports of Garments & Accessories
- Signed Mr. Gurmeet Chowdhary & Ms. Rupali Bhushan as Brand Ambassador of F-ROUTE

2023-24

Scaling heights by implementing laser sharp strategies to expand Business Activities across 3 segments

Our Core Team



Mr. Govindji Gupta

*Promoter &
Managing Director*



Mrs. Deepika Gupta

*Promoter & Whole
Time Director*



Mr. Mukesh Bhatt

CFO



Mr. Hariom Sharma

*Company Secretary
& Compliance
Officer*



Mr. Ram Mishra

*Director -
Marketing*



Mr. Bharat Raghav

GM Technical



Mr. Avesh Tyagi

CEO Mauji Trip

- Aged 42 years, Holds a Master's Degree in Business Administration
- Looks after the overall management of the Company
- Has over 15 years' of experience in business
- He is also involved in product development, creativity and marketing of the same

- Holds a master's degree in Business Administration (Entrepreneurship & Family Business)
- Looks after the overall production activities of the Company

- A young MBA (Finance) aged 34 years is CFO of SBC.
- He has ~12 years' of experience if handling finance, accounting and other related function of large corporates.

- Aged 34 years and is a member if ICSI.
- Has over 11 years' of experience in the field.
- He has served as Company Secretary of other Corporates before joining SBC.
- He is heading Legal and Secretarial functions of the company and is the designated compliance officer.

- An MBA in marketing is an apt person taking care of marketing & distribution of SBC.
- He has over 18 years of experience in this field and has been involved with SBC for its brand building of Garmenting

- MBA by profession and has over 22+ years of experience in the business management.
- Currently, he looks at overall operations of the company as the General Manager and in particular manufacturing & IT Business.

- An MBA with over 20+ years of rich experience in Travel & Tourism Industry.
- He looks after Mauji Trip Limited (100% subsidiary of SBC) as CEO

Our Businesses



Garments



IT Support Services & Manpower Supply

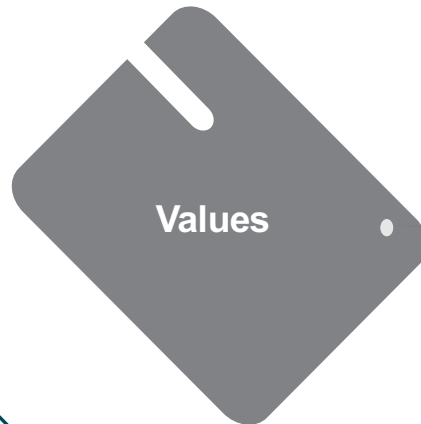


Travel & Tours

Vision

&

Mission



We prioritize sustainable practices and materials in our production process, with the goal of minimizing our impact on the environment

We foster a positive work environment that encourages collaboration, communication and Teamwork among our employees



Our mission is to design and produce clothing that meets the unique needs and preferences of our customers, while maintaining the highest standards of quality, sustainability, and ethical practices.

We are committed to providing exceptional customer service, fostering a positive work environment, and contributing to the betterment of society through our business operations.

SBC at a Glance



- Started as a Carpet manufacturer, started garmenting of hosiery fabrics
- Started a new brand F-ROUTE catering to men, women, boys & girls segment
- Focus on Comfort, Quality & style
- Healthy product portfolio of 120+ SKU's and growing, in garments viz. innerwear, leisure wear, comfort wear, Lowers and shorts etc.

- Currently major sales by way of distributor network.
- Started online sales through own portal as well as B2C market place.
- Sharp focus on quality and keeping brand aesthetics intact Strong Customer centric approach for launching appropriate products

- On growth trajectory in the segment (leisure & innerwear), Offering Diverse range of products to meet the demand of various classes of customers
- Strong team (technical as well as marketing) having proven track record of brand building & expanding with strong recall value
- On-Boarded brand ambassador to give brand an orientation

State-of-the-Art manufacturing facility in NCR Delhi & Mirzapur (UP).

1. Strong Distributor network (~50) spread across ~12 states
2. 250+ Employees
3. ~15K+ Retail touchpoints
4. Presence Across a Wide Price Range

Accredited with

- ITES and manufacturing facilities are accredited with quality certificates that reflects its emphasis on Quality Management System, designing, manufacturing and delivery



Garment Product Portfolio



Men's Segment

Lowers (All Sizes)

- *Basic Track Pants*
- *Single Piping One Side Zip*
- *Looper Track pants*
- *Sinker Jogger*

T- Shirts

- *Polo T-Shirts / AOP Polo T-Shirts*
- *Printed Round Neck*
- *AOP T-Shirts*

Bermuda Shorts

Basic Sports Shorts

Undergarments

- *Inner-wears (Waist & Lowers)*

Women's Segment

Lowers (All Sizes)

- *Basic Track Pants*
- *Loop Knit Jogger*
- *Loop Knit Track pants*
- *Sinker Jogger*

T- Shirts

- *Printed Round Neck*
- *Slogan T-Shirts*

Shorts

Undergarments

- *Inner-wears (Panties & Bras)*
- *Lingerie Sets*

Boys Segment

Lowers (All Sizes)

- *Basic Track Pants*
- *Single Piping One Side Zip*
- *Looper Track pants*
- *Sinker Jogger*

T- Shirts

- *Polo T-Shirts*
- *Sleeveless T-Shirts*
- *Printed T-Shirts*

Bermuda Shorts (Single/ Double Piping)

Other Shorts

- *Basic Shorts*
- *Capri (single / Double piping)*

Undergarments

Girls Segment

Lowers (All Sizes)

- *Basic Track Pants*
- *Pajamas*
- *Looper Track pants*
- *Regular Fit Tracs*

T- Shirts

- *Polo T-Shirts*
- *Printed T-Shirts*

Bermuda Shorts (Single/ Double Piping)

Other Shorts

- *Basic Shorts*

Undergarments



Garment Business – Our Wide Range



F-ROUTE
SPORTSWEARS

- 100% Combed Cotton
- Soft absorbent fabric
- Fine cotton for superior fit and stretch
- Label free for superior non-itch comfort
- Non-allergic colours

F-route[®]
FASHION ROUTE FOR YOURSELF

F-ROUTE
Fashion Route For Yourself

PREMIUM Summer WEAR

KID'S Collection

SHOP NOW

F-route
Baby's Collection

Mfg By :-
SBC EXPORTS LIMITED
H.NO. 100, PLOT NO. 118, SECTOR, NIGDA-201301
Customer Care No. : +91 202 298 390
Website : www.frouteclbng.com
Email : info@frouteclbng.com

F-ROUTE
SPORTSWEAR

- 100% Combed Cotton
- Soft and fine fabric
- Fine cotton for superior fit and stretch
- Label free for superior non-itch comfort
- Non-allergic colours

F-ROUTE
Fashion Route For Yourself

Boy's Clothing Summer Collection
IN STORE & ONLINE

Plant your style
with our vibrant and versatile

WOMEN'S SUMMER Collection

WOMEN'S Summer Collection

SHOP NOW

F-route
FASHION ROUTE FOR YOURSELF

PREMIUM SWEAT-SHIRTS & TRACKSUIT

F-ROUTE
Fashion Route For Yourself

PREMIUM Summer WEAR

Garment Business – Our Wide Range



**UNISEX
COLLECTION**



Mfg By :-
SBC EXPORTS LIMITED
 H-BLOCK, PLOT NO-159, SEC-63, NOIDA-201301
 Customer Care No. : +91 8303 300 100
 Website : www.frouteclothing.com
 Email : info@frouteclothing.com

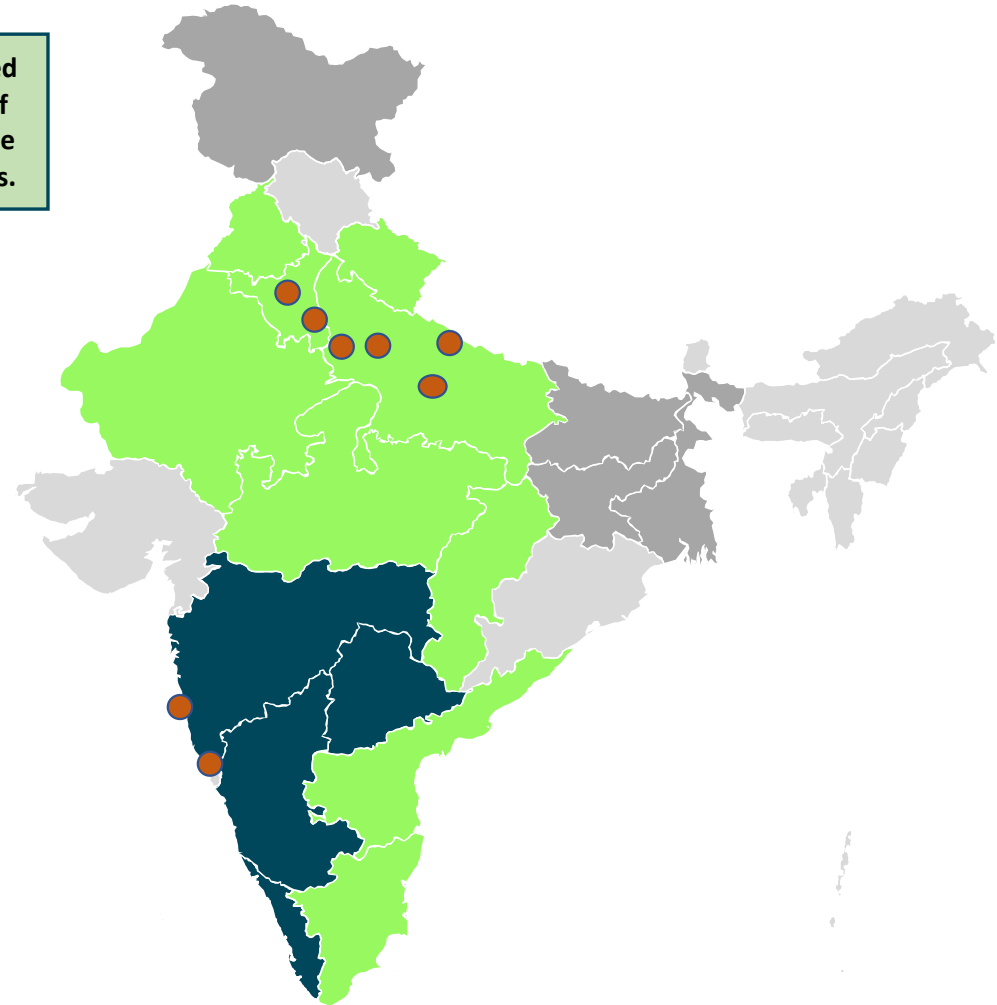
Robust Distribution Network



Geographical Presence



Already received export order of Garments to the tune of ₹ 50 Crs.



- FOCUSED MARKETS
- GROWING MARKETS
- SEEDING MARKETS

Sales Pattern



Offline Sale

- ✓ SBC markets its products in India through a well-established dealer and distributor network. SBC partners with regional dealers who have been appointed on Pan-India basis to manage local sales & distribution, ensuring widespread product availability across diverse markets. Dealers are covering retail stores & boutiques, facilitate efficient stock management and tailored marketing strategies, enabling SBC to reach various customer segments effectively, leveraging local expertise and relationships to enhance market presence and customer satisfaction.
- ✓ SBC also proposes to launch its own stores network on select basis with a indicative stores count of 100 to start with to enhance the visibility as well as brand recognition.

E-Commerce Platform (Own)

- On Digitals market size, SBC is following multi-pronged strategy
- ✓ SBC has launched online availability through its dedicated platform, **www.frouteclothing.com**, which serves as a comprehensive digital storefront for Indian customers. The website is designed to offer a seamless shopping experience with an extensive catalog of SBC's latest collections, detailed product descriptions, and high-quality images. This online platform enhances accessibility and convenience, allowing SBC to reach a wider audience and cater to the growing demand for online shopping in India.
 - ✓ SBC will be getting its products listed on other major digital market places to enhance the availability of its products.

Tie-Ups

- ✓ SBC leverages strategic tie-ups to sell its garment products both domestically and internationally. By forming partnerships with prominent retail chains, fashion boutiques, and online marketplaces, SBC ensures its collections reach wider consumer universe across various regions. Domestically, these tie-ups help SBC establish a strong market presence and enhance brand visibility.
- ✓ SBC is working with large retailers, aggregators & distributors to increase its export sales within its own brand. SBC has already got one large orders aggregating to INR 50 Crs. for GCC market and is sure to get some more.
- ✓ Strategic alliances with large international players enable SBC to expand its footprint and tap into new markets which facilitate a broader distribution network, driving growth and increasing the brand's global appeal.

Our Brand Ambassadors



Mr. Sourabh Raaj Jain

Sourabh, a renowned Actor in India TV and Cinema space, is recently on-boarded with SBC as its brand ambassador for a period of next 2 years.



Mr. Gurmeet Chowdhary & Miss Rupali Bhushan

Gurmeet got associated with SBC as its first brand ambassador. Gurmeet is a well known face and has been part of TV Shows, Reality Shows and movies..

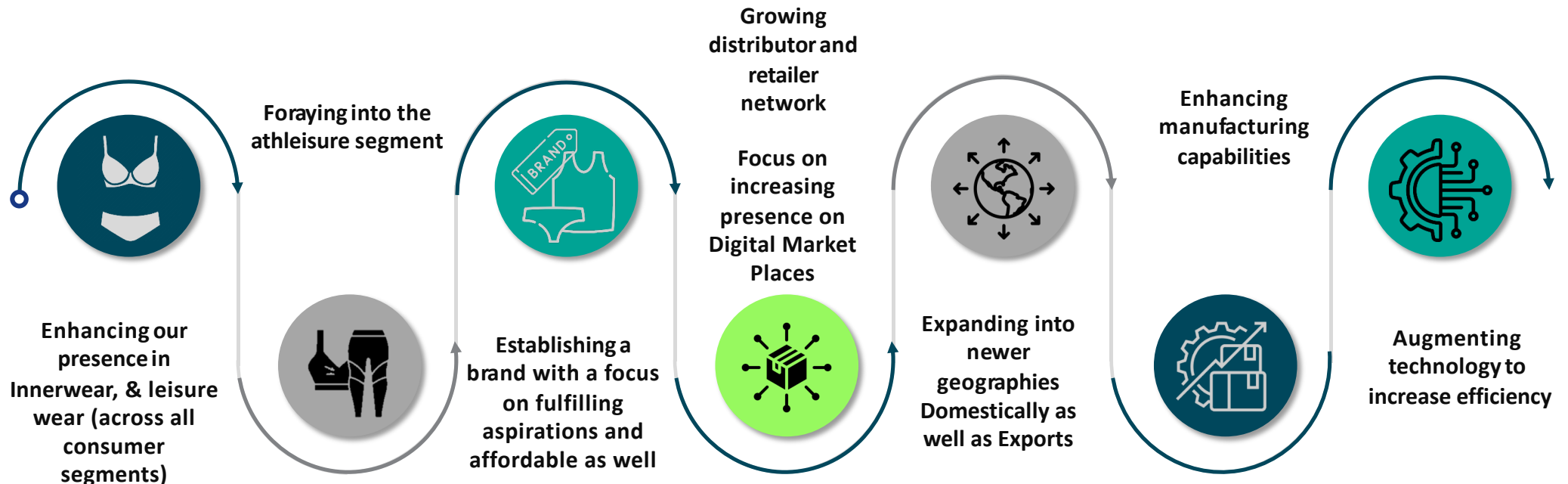
Rupali Bhushan has been part of various beauty pageants has won Miss Bihar & VLCC Mis Jharkhand events



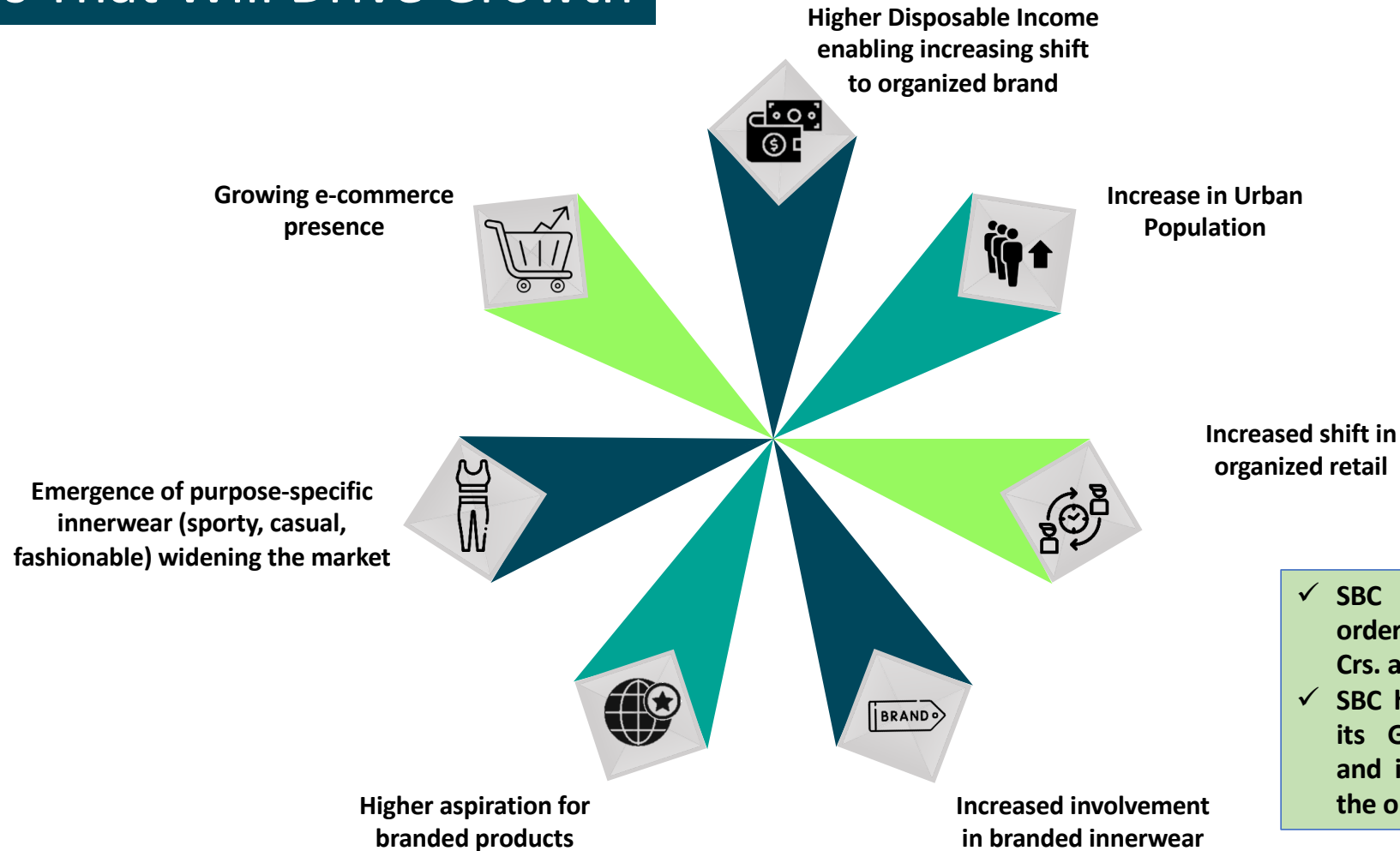
Our Strategic Initiatives



Expanding Our Market Share In The Affordable Branded Segment By Leveraging Our Strengths

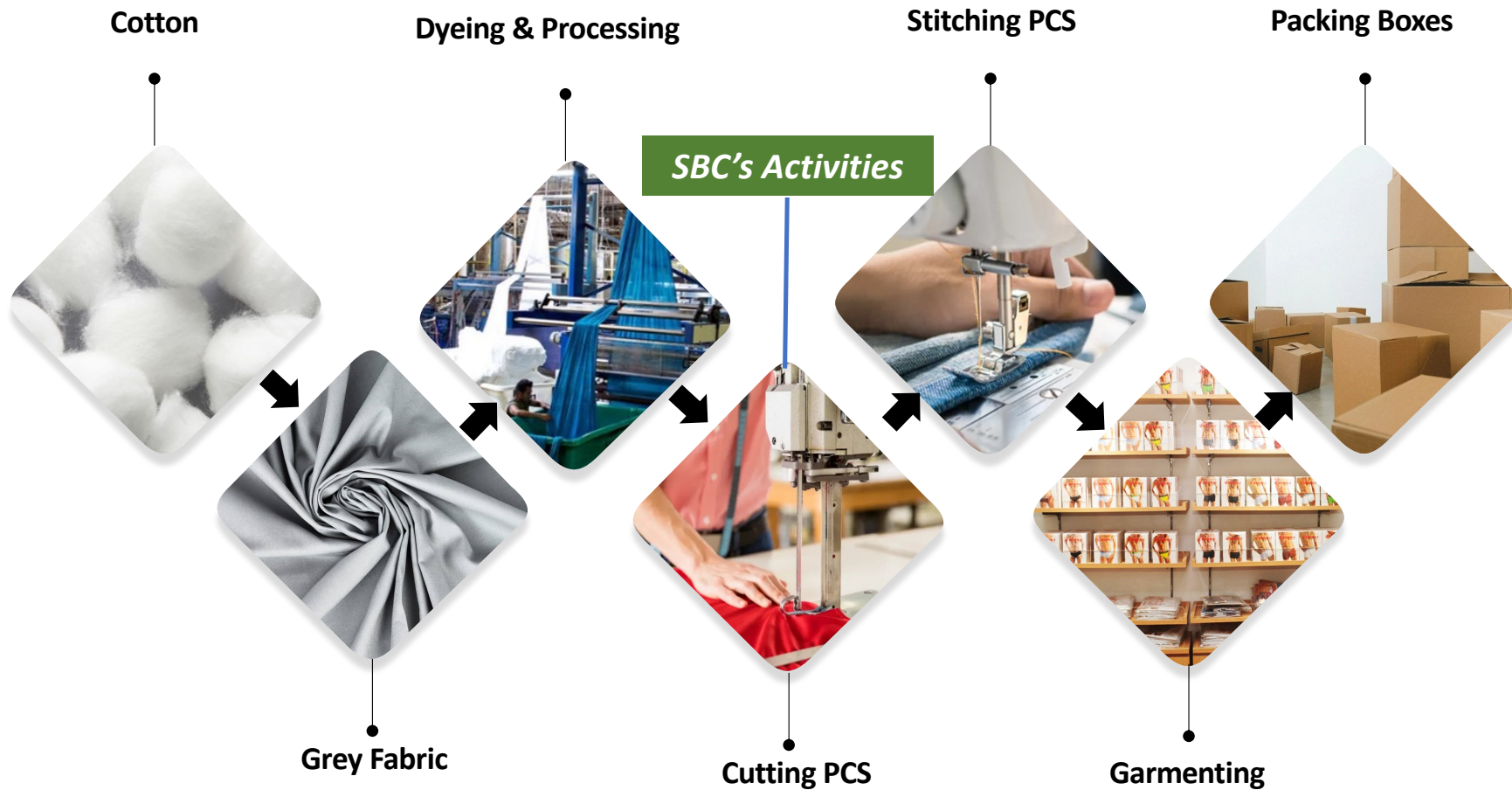


Factors That Will Drive Growth



- ✓ SBC has the current order book of ₹160.00 Crs. as on 31st July 2024)
- ✓ SBC has been increasing its Garment Footprints and is likely to increase the order book further.

Manufacturing Process



SBC's Infrastructure at a glance



Registered Office	House NO.-20, Lohiya Talab, Choti Basahi, P.O.: Vindhyachal, Mirzapur, U.P. - 231307
Corporate Office	49/95 Site-IV, Sahibabad Industrial Area, Ghaziabad, Uttar Pradesh - 201010
Branch Offices	Flat No. 204, 2nd Floor, Ansal Chambers-2, 6-Bhikaji Cama Place, New Delhi – 110 066
Sales Offices /Depots	C-140, Sector-63, Noida, Gautam Budh Nagar, U.P. 201301

Manufacturing Units

Plants	Address / Location	Capabilities	Capacities (pieces per month)	Current Utilization
Unit 1	House No - 20, Lohiya Talab, Chotti Basahi, P.O, Vindhyachal, Mirzapur-231307	Knitting Unit	1,50,000	100%
Unit 2	Arzi No. 642 House No- 27/K1, Mohalla Lohiya Talab ,Village- Lalla Ghat, Kantit, Dist. Mirzapur 231307	Cutting / Stitching / Pressing & Packaging	8,00,000	100%
Unit 3	778, Sagar, Mirzapur, U.P. -231007	Dyeing Unit	80,000	100%
Unit 4	49/87 Site - IV Sahibabad Industrial Area, Ghaziabad Uttar Pradesh-201010	Cutting / Stitching / Pressing & Packaging	60,000	100%

- ❖ SBC has acquired Industrial Land for ₹18 Crs. in FY23-24 located at 16/2A-A/8, Industrial Area Site-4, Sahibabad, Ghaziabad, U.P. 201010 admeasuring 3502.38 sq. Mtrs. (~38000 sq. fts.) for setting up manufacturing unit focussed mainly on Export Markets.
- ❖ SBC is currently in process of planning the proposed manufacturing unit alongwith the resources required for setting up a state-of-art manufacturing unit.

SBC's Infrastructure at a glance



Information Technology Services

- IT and IT Support Services
- Manpower & Staffing
- Implementation, Management and Maintenance

IT & IT Support Services



Our Broad Range of Offerings

HR Services

SBC has following capabilities in most of the HR administrative activities such as:

- EDB and HRM services
- Payroll services
- Assessment and training services
- Training and Placement cell Outsourcing services

Manpower Staffing

SBC-IT Division has tie-ups with major corporate houses for deployment of resources for all categories viz. Technical, Non Technical, Hotels, Financial services, Banks, Pharmaceutical, Export/Import etc. We have following capabilities in Manpower & Staffing Services:

- *Manpower Staffing and Skill Development*
- *Permanent Staffing*
- *Professional Resourcing*
- *Manpower Staffing (IT Non-IT)*
- *Digital Marketing Services*
- *Brand Promotion*

E-Governance Services

SBC has following capabilities in this space :

- *Strategy Consulting*
- *Project Consulting*
- *E-Governance – Training and Implementation / Rollout*
- *Web Based Software Application & Website Development*
- *Manpower and Skill Development*
- *Human Resources – Assessment and Placement*

System Integration

SBC deploy, manage and optimize technology to help clients gain more from their investments in infrastructure communications with some of our key deliverables like:

- Providing secure, unimpeded connectivity between employees and customers
- Connecting multi-technology platforms to provide pre-defined business outcomes
- Operate and maintain the systems for customers when necessary

IT Solution

SBC has following capabilities in IT Solution Space

- *Web Designing and Development*
- *System Integration*
- *Digital Marketing Services*
- *Brand Promotion*

Web/Software Development

SBC has following capabilities in this space :

website solutions, designing and development services SBC is offering

- Website design & development with GIGW compliances
- Corporate Website design & development
- Static / Dynamic Website Development
- Responsive Website Development
- Customized CMS Implementations
- Custom Database Applications
- Custom Web Programming

Application Development Services

- *Customized Software Development*
- *Custom Application Development*

Scanning & Digitization

SBC has following capabilities in this space:

1. Streamline business processes
2. Report administration
3. Information capture
4. Continuous Availability
5. Lessen Paper Storage
6. Eliminate guide Searches
7. Accelerated expertise Availability – Multipoint access
8. Broaden know-how security
9. Cut back Storage expenses
10. Increase supporter services

Training and Skill Development

SBC has following capabilities in this space :

1. *On the Job Training & Action Learning*
2. *Interactive Sessions with Others*
3. *Training*
4. *Skill Development Activities*

IT & IT Support Services – Business Insight



Status

SBC has been providing IT Support Services to variety of its clients on Pan-India basis and has been able to establish a profitable business which is manned and managed by a highly motivated team of professions.

Vision

SBC aims to become a key quality player in the IT Support Services mainly in Implementation, Support and Maintenance field.

SBC has obtained required Quality approvals & Accreditations which are required for its IT and IT Support Business which include IT & IT Support Services viz. Software Development, Application Development, Governance & Surveillance and maintenance.

Order Book Details

- ✓ SBC has the current order book of ₹ 140.00 Crs. (from 10 clients as on 31st July 2024)
- ✓ SBC has also bid for other projects and is hopeful of increasing its overall order book which in turn will also increase the revenues from this vertical.

ISO 9001:2015	Quality Management System of range of software services offered by SBC
ISO/IEC 27001:2013	Information Security Management System
ISO 20000-1:2018	Information Technology Service Management including consulting
ISO 30409:2016	Human Resource Management — Workforce planning (IT & ITES)
SA 8000:2014	Social Accountability System
CMMI- Level 3	IT and IT Support Services including operations and maintenance.
ISO 140001 : 2015	Environmental Management System
ISO 45001:2018	Occupational Health & Safety Management System

Our Prestigious Clients



Government of Jammu and Kashmir



and many more.....

Travel Services

Tours & Travel Services



Company	Mauji Trip Limited
Constitution	Limited company which is wholly owned subsidiary of SBC Exports Limited
Incorporation	Incorporated on 03.12.2021
CIN	<u>U63030UP2021PLC156386</u>
Website	www.maujitrip.com
Registered& office	G - 227, Sector 63 Noida 201301 Uttar Pradesh, India

Mauji Trip Limited (hereinafter referred to as Mauji trip) (a wholly owned subsidiary company of SBC Exports Limited) is engaged in the business of Tours & Travels since last three years.

In a short span of three years since its existence, Mauji Trip has growing at a rapid pace. The Company has been operating in the business of online Travel and has emerged as one of fastest growing online travel & tour platform.

Services of Mauji Trip includes the following:

- **Dream Destination Trips** for individuals & corporates, at competitive pricing. Mauji Trip provides comprehensive travel-related services elsewhere which includes Ticketing, Packages, (Hotels & others), Ground Support etc. to make trip smooth and joyful for our clients.
- **Travel Services – Consulting, Planning and Implementation**
- **MICE Bookings –** Arranging end-to-end solution for MICE travel and local travel needs of our client.

Why Mauji Trip

- ***Dedicated team for offline and online travel need of clients***
- ***Personalised services***
- **Focus on quality of services in order to have safe and comfortable travel**

Key Differentiators

- ✓ **Most Trusted Brand**
- ✓ **To mitigate Safety Concerns**
- ✓ **Great Deals and Offers**
- ✓ **Travel Guidance**
- ✓ **Competitive Air Tickets**
- ✓ **Round-the-clock availability**
- ✓ **Focus on Customer Satisfaction**

Industry Outlook

- India Travel & Tourism Market stood at USD18.92 billion in 2023 and is anticipated to grow with a CAGR of 13.45% in the forecast period, 2025-2029.
- Indian Travel & Tourism market is a diverse & vibrant that has long been a significant contributor to the country's economy and cultural fabric. Renowned for its rich history, diverse landscapes, and a wealth of cultural attractions, India has now becoming a global tourism destination.
- Domestic tourism has been a driving force in India. The country's vast geographical and cultural diversity offers a wealth of experiences to its own citizens.
- India has also been a favourite destination for international tourists which are steadily increasing post COVID-19.
- ***Post 2020, there has been mark acceleration in adoption of digital technologies in the travel industry which have become common practices to enhance safety and convenience.***
- Travel companies and agencies swiftly adapted to these changes to meet evolving consumer expectations.
- Sustainability and responsible tourism have gained prominence in India.
- ***New Age Travel Companies have been growing but still the penetration is low which leaves huge potential in this sector for organised players like Mauji Trip.***

Mauji Trip

Vision

- ✓ ***Mauji Trip aims to become a trustworthy & innovative Company fulfilling end-to-end travel requirements of its Patrons.***
- ✓ ***To establish growing & sustainable business in the growing field of Travel Management.***

Mission

- To provide a user-friendly interface for all the travel needs of its customers
- Mauji Trip's commitment provide personalised services to the utmost customer satisfaction at most competitive cost to its clients

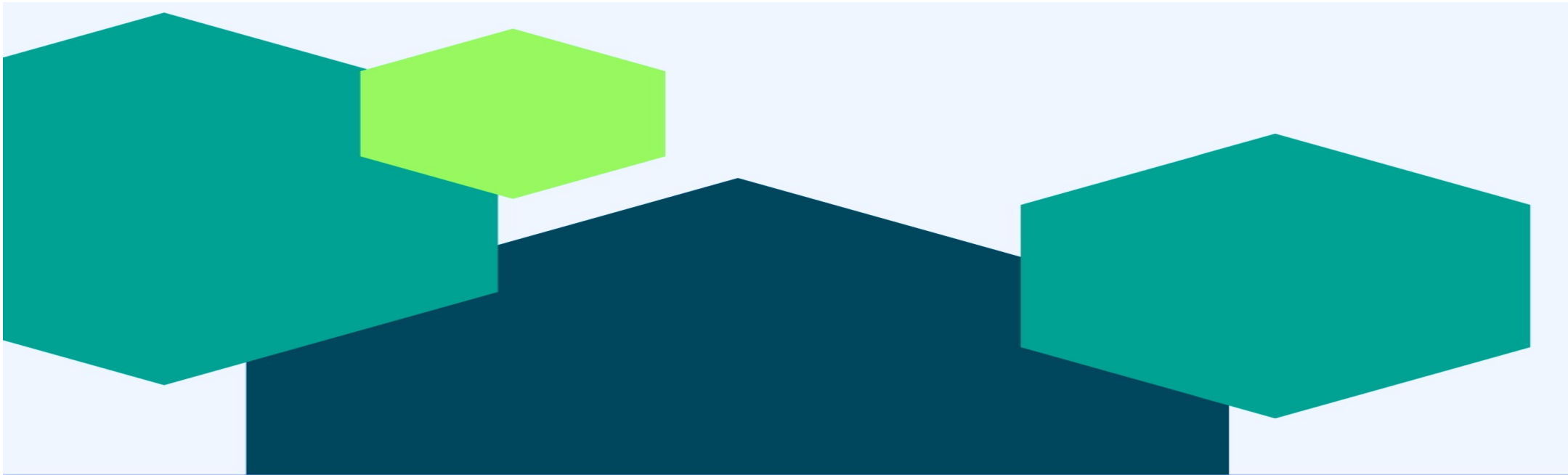
Growing Forward....

Mauji Trip is a young organisation which has made good progress but to achieve its goal, it is building relationships in with the focus on:

- Increasing & strengthening its team to develop solutions and provide services to have more accessible & inclusive travel experiences
- Improve Partnerships with Hotels, Airlines and other associates to provide excellent experience at competitive pricing
- Improve the geographical foot print as travel in India is a combination of Offline and Online segments.
- Mauji Trip has already running profitably and now it wants to grow its business exponentially (both in revenues & profitability)

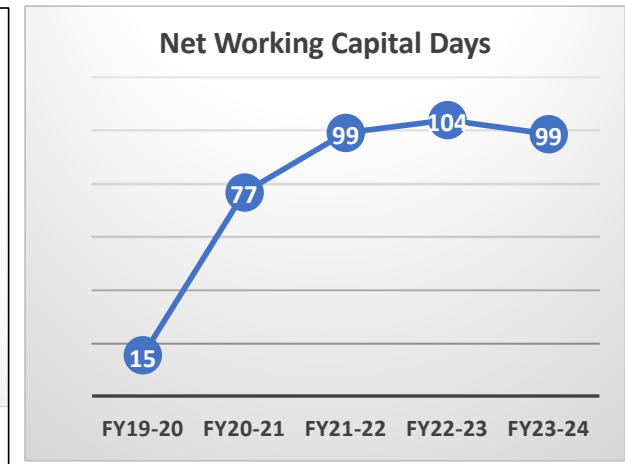
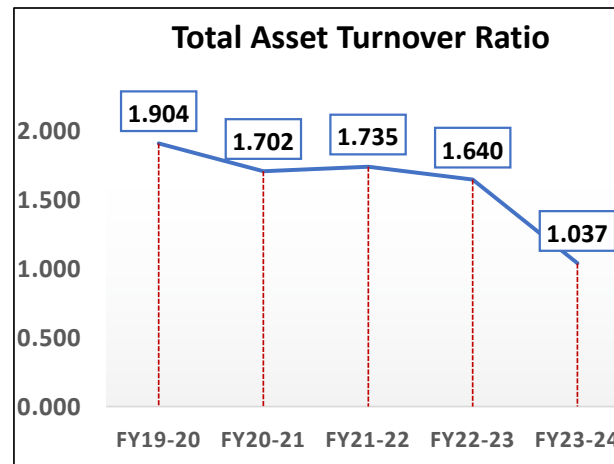
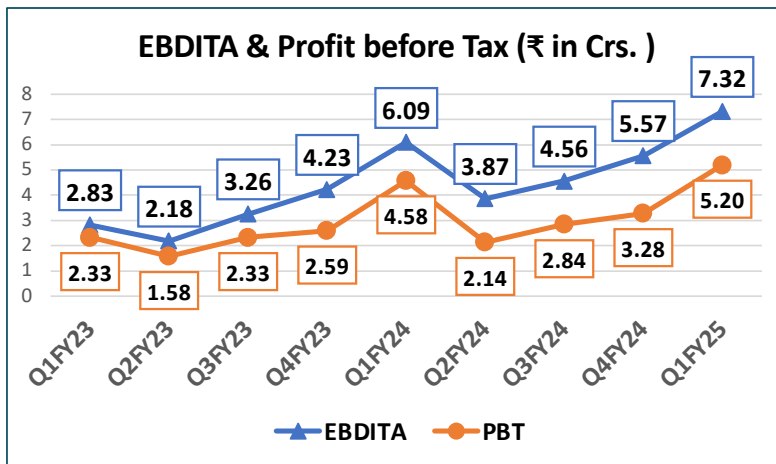
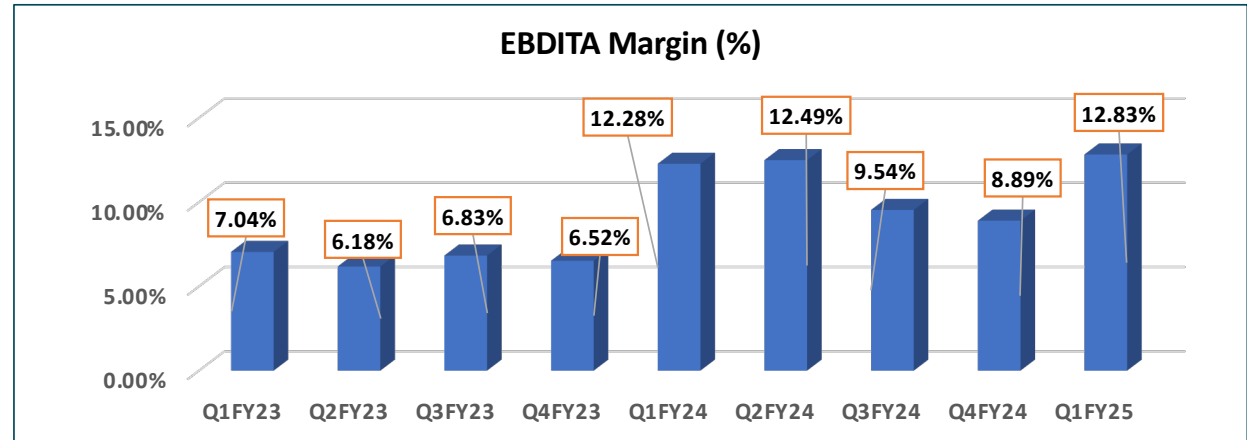
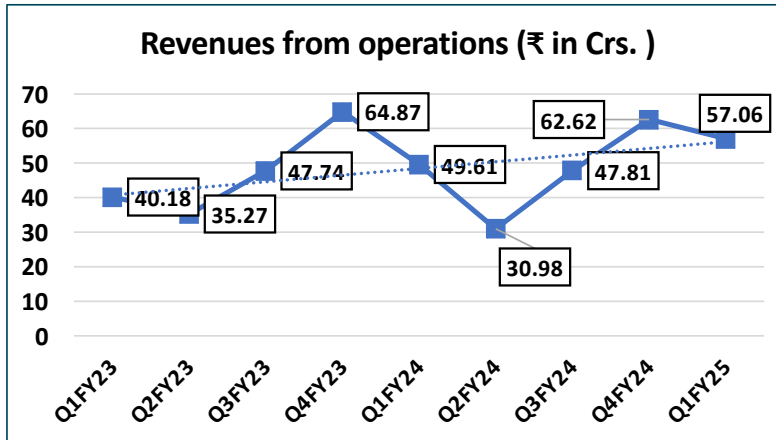


Financial Results



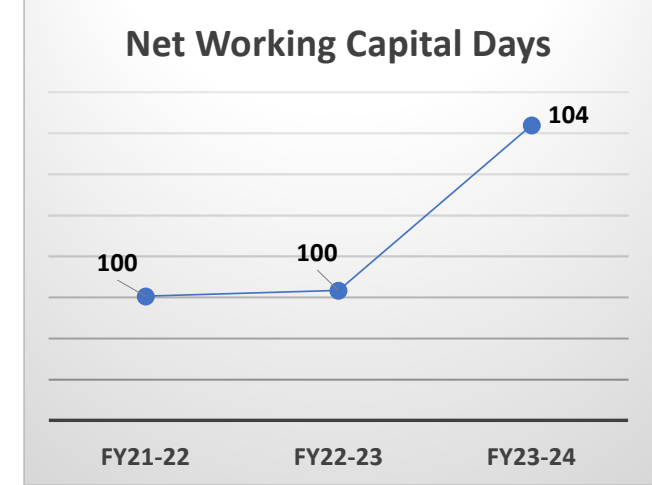
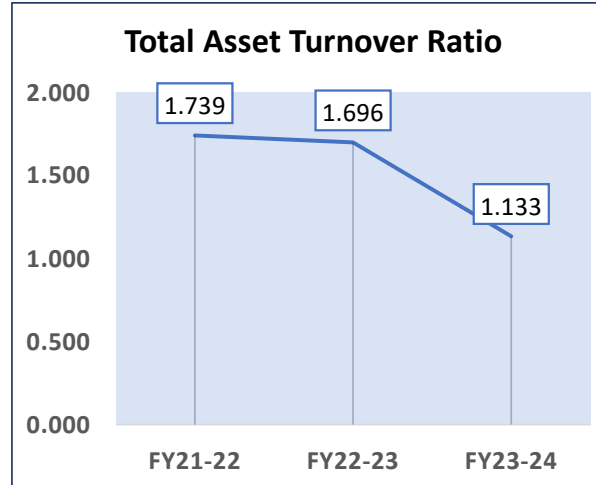
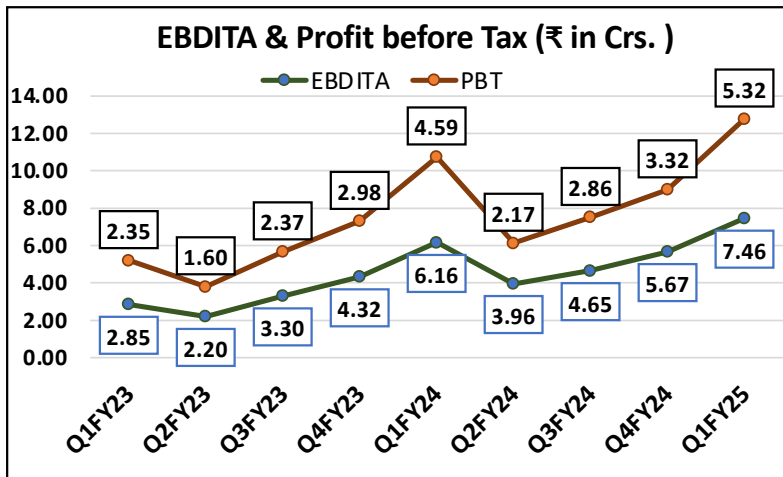
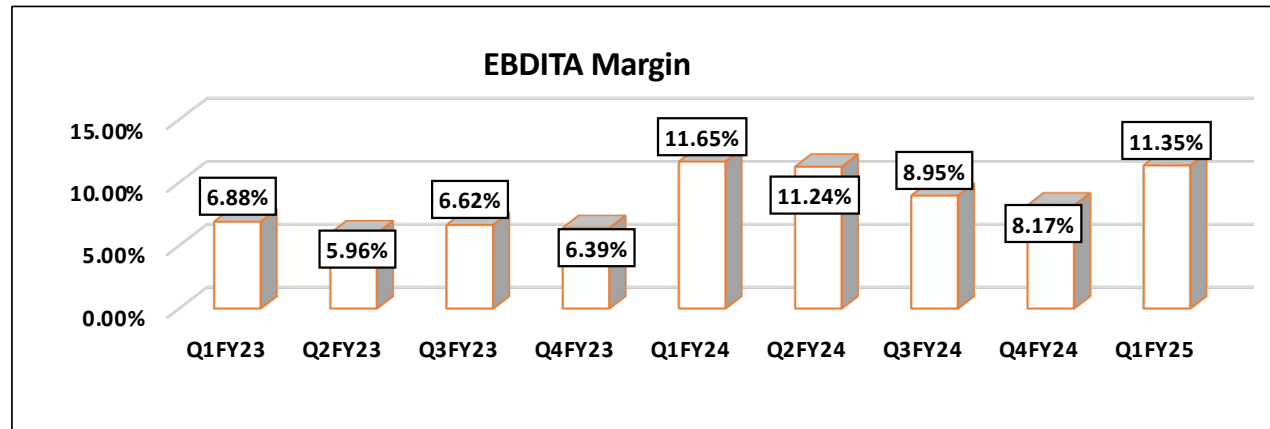
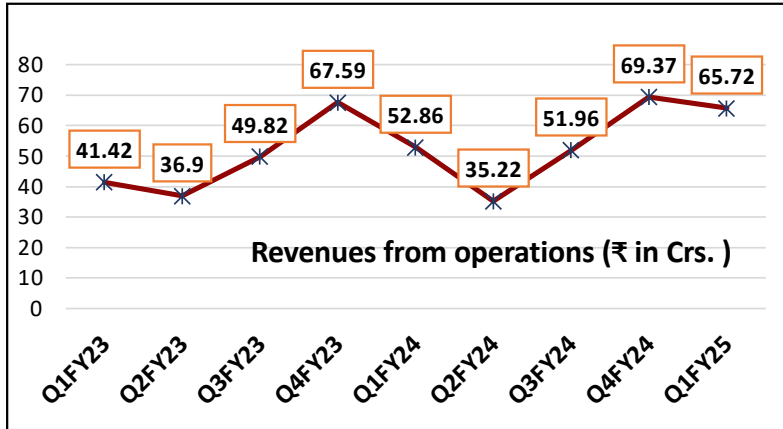
Key Financial Ratios

Standalone

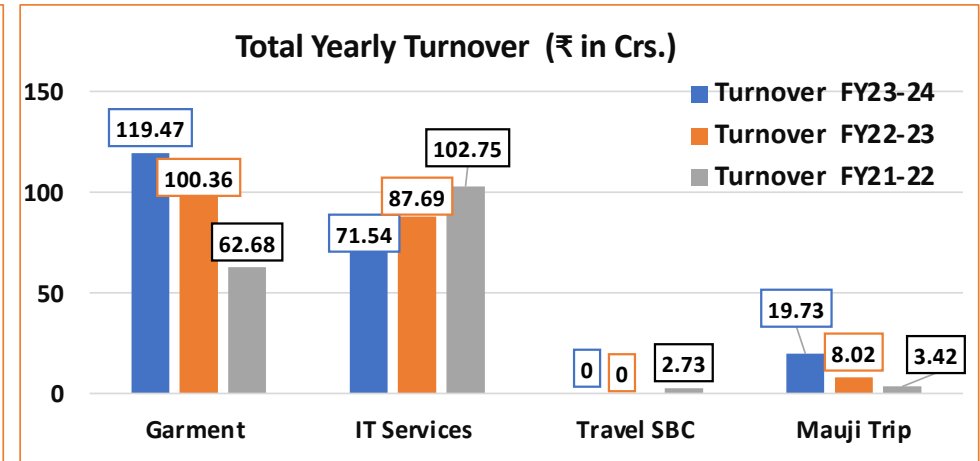
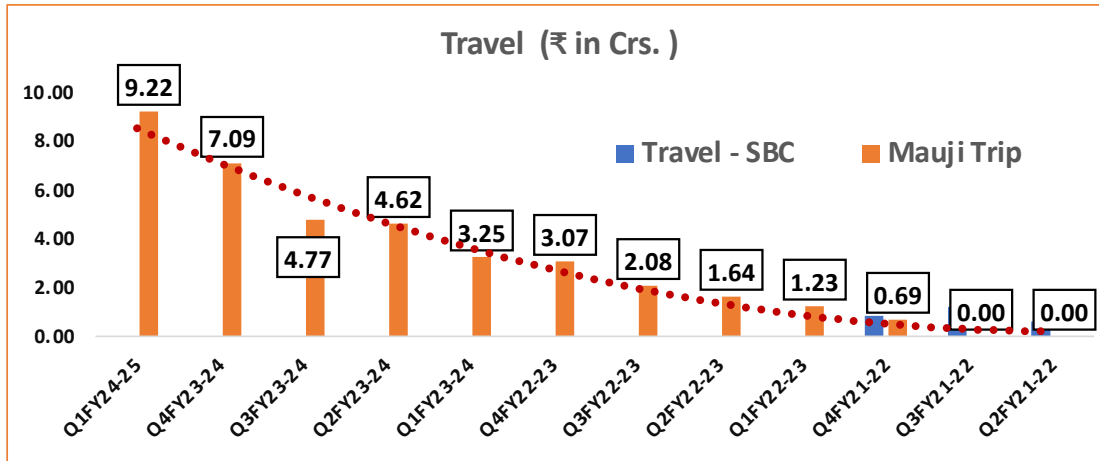
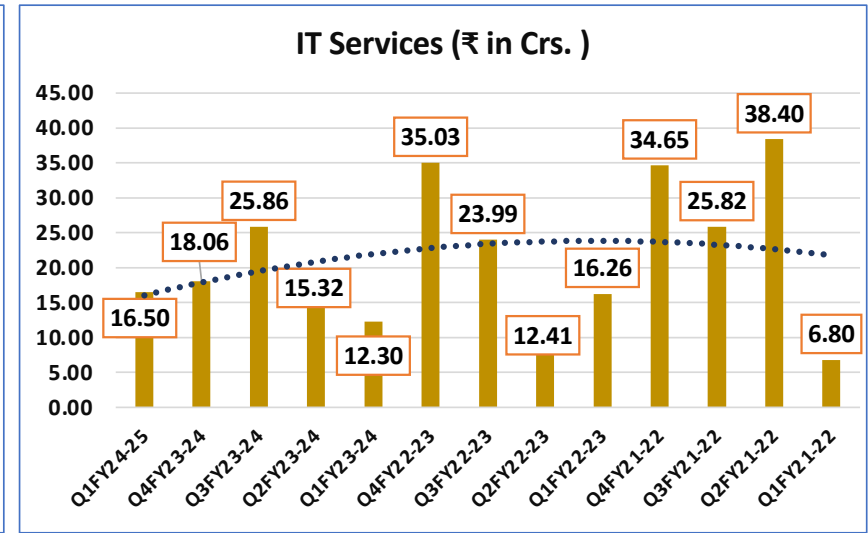
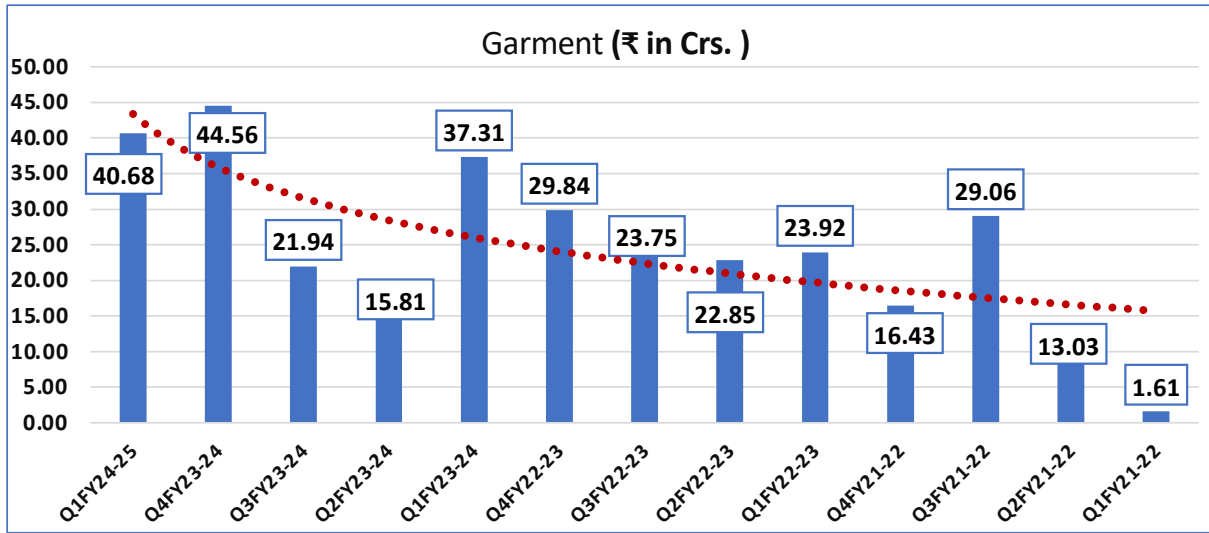


Key Financial Ratios

Consolidated



Revenue Details – Segment wise



Income Statement Standalone



(₹ in Crs.)

Particulars	Q1 FY25	Q1 FY24	YOY(%)	Q4 FY24	FY24	FY23	YoY%
Revenue from operations	57.06	49.61	15.01%	62.62	191.01	188.05	1.58%
Other Income	1.39	0.95	46.32%	1.70	3.62	2.08	73.55%
Total Revenue	58.45	50.56	15.61%	64.32	194.63	190.14	2.36%
Total Expenses excl. Depreciation, Amortization & Finance Cost	51.13	44.47	14.98%	58.75	174.54	177.57	(1.71%)
EBITDA (excl. Other Income)	7.32	6.09	20.20%	5.57	20.09	12.57	59.82%
EBITDA Margin (%)	12.52%	12.04%	4.00%				
Finance Cost	1.73	1.16	49.13%	1.91	5.92	2.29	158.51%
Depreciation & Amortization	0.39	0.35	11.43%	0.38	1.31	1.08	21.30%
PBT before exceptional items & tax	5.20	4.58	13.54%	3.28	12.84	9.20	39.57%
Exceptional Items	0.00	0.00		0.00	0.00	0.00	
PBT	5.20	4.58	13.54%	3.28	12.84	9.20	39.57%
Total Tax	0.00	0.00		0.00	3.45	2.38	44.96%
PAT	5.20	4.58	13.54%	3.28	9.39	6.82	37.68%
Other Comprehensive Income	1.64	(0.18)		(0.49)	1.47	1.29	13.95%
Net PAT	6.84	4.40	55.45%	2.79	10.86	8.11	33.91%
Diluted EPS	0.16	0.10		0.22	0.30	0.32	

Notes

- Revenue from operations stood at ₹57.06 Crs. in Q1FY25 as compared to ₹49.61 Crs in Q1FY24 led by Garmenting Division (incremental revenues of ₹3.37 Crs) well as IT Support Services (incremental revenues at ₹4.20 Crs).
- EBITDA stood at ₹ 7.32 Crs. Q1FY25 as compared to ₹ 6.09 Crs Q1FY24
- EBITDA margins grew to 12.52% in Q1FY25 as compared to 12.04% in Q1FY24.
- PAT stood at ₹5.20 Crs in Q1FY25 as compared to ₹4.58 Crs in Q1FY24.
- The Equity share capital has expanded to ₹31.75 Crs. due to issuance of Bonus shares by the company in ratio of 1:2.

Income Statement

Consolidated



(₹ in Crs.)

Particulars	Q1 FY25	Q1 FY24	YOY(%)	Q4 FY24	FY24	FY23	YoY%
Revenue from operations	65.72	52.86	24.33%	69.37	209.41	195.73	6.53%
Other Income	1.40	0.95	47.37%	1.73	3.65	2.09	74.64%
Total Revenue	67.12	53.81	24.74%	71.09	213.06	197.82	7.70%
Total Expenses excl. Depreciation, Amortization & Finance Cost	59.66	47.64	25.23%	65.43	192.62	185.11	4.05%
EBITDA (excl. Other Income)	7.46	6.17	20.91%	5.66	20.44	12.71	60.82%
EBITDA Margin (%)	11.11%	11.47%	(3.14%)	7.96%	9.59%	6.43%	49.14%
Finance Cost	1.73	1.16	49.13%	1.91	5.92	2.29	158.52%
Depreciation & Amortization	0.41	0.42		0.44	1.58	1.10	44.55%
PBT before exceptional items & tax	5.32	4.59	15.90%	3.31	12.94	9.32	38.84%
Exceptional Items	0	0		0	0	0	
PBT	5.32	4.59	15.90%	3.31	12.94	9.32	38.84%
Total Tax	0	0		0	3.50	2.41	45.23%
PAT	5.32	4.59	15.90%	3.31	9.44	6.91	36.61%
Other Comprehensive Income	1.64	(0.18)		(0.49)	1.48	1.29	14.73%
Net PAT	6.95	4.41	57.60%	2.82	10.92	9.20	18.70%
Diluted EPS	0.17	0.22		0.10	0.30	0.33	

Notes

- Revenue from operations stood at ₹65.72 Crs. in Q1FY25 as compared to ₹52.86 Crs in Q1FY24 led by growth in all three verticals i.e. Garmenting, IT & IT Support Services & Travel Services.
- EBITDA stood at ₹7.46 Crs. in Q1FY25 as compared to ₹ 6.17 Crs Q1FY24
- EBITDA margins grew to 12.52% in Q1FY25 as compared to 12.04% in Q1FY24.
- PAT stood at ₹5.32 Crs in Q1FY25 as compared to ₹4.59 Crs in Q1FY24.
- The Equity share capital has expanded to ₹31.75 Crs. due to issuance of Bonus shares by the company in ratio of 1:2.

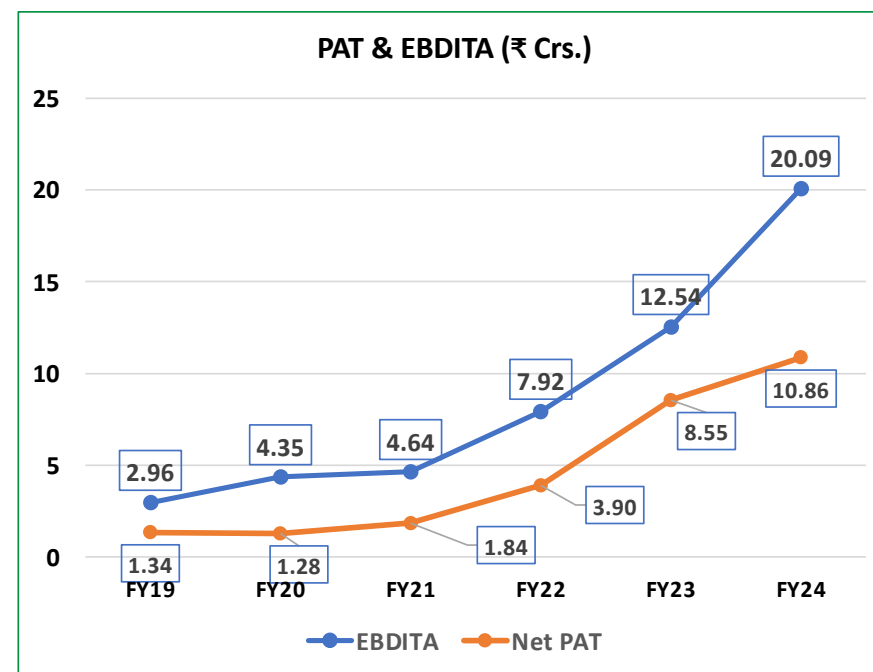
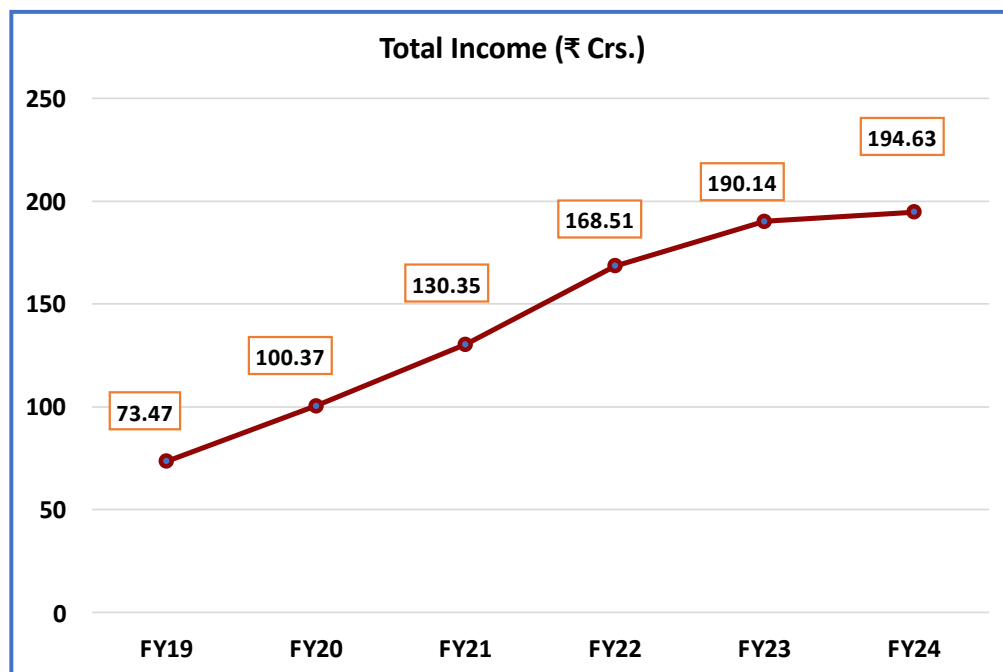
Income Statement – Yearly Standalone



Particulars (₹ in Crs.)	FY2020	FY2021	FY2022	FY2023	FY2024
Revenue from operations	100.22	129.87	168.16	188.06	191.01
Other Income	0.15	0.48	0.36	2.09	3.62
Total Revenue	100.37	130.35	168.51	190.14	194.63
Total Expenses excl. Depreciation, Amortization & Finance Cost	96.02	125.71	160.59	177.60	174.54
EBITDA (excl. Other Income)	4.35	4.64	7.92	12.54	20.09
EBITDA Margin (%)	4.18%	3.45%	4.63%	6.50%	10.35%
Finance Cost	1.24	1.35	1.61	2.28	5.92
Depreciation & Amortization	1.12	0.75	0.71	1.08	1.32
PBT before exceptional items & tax	2.00	2.54	5.60	9.18	12.85
Exceptional Items	-5.00	0.00	0.00	0.00	0.00
PBT	1.95	2.54	5.60	9.18	12.85
Total Tax	0.66	0.70	2.17	2.38	3.46
PAT	1.29	1.84	3.43	6.80	9.39
Other Comprehensive Income	(0.01)	0.00	0.47	1.75	1.47
Net PAT	1.28	1.84	3.90	8.55	10.86
Diluted EPS	0.12	0.17	0.18	0.32	0.30

Income Statement – Yearly Standalone

- SBC achieved standalone revenues of ₹196.63 Crs. in FY24 compared to ₹190.14 Crs in FY23, majorly led by growth in Garment Business.
- EBITDA has improved to ₹20.09 Crs. in FY24 as compared to ₹12.54 Crs in FY23.
- EBITDA Margins grew to 10.35% in FY24 as compared to 6.50% in FY23.
- Total comprehensive income (Net PAT) stood at ₹10.86 Crs. FY24 compared to ₹8.55 Crs. in FY23



Balance Sheet - Yearly Standalone



(₹ in Crs.)

Particulars	FY20	FY21	FY22	FY23	FY24	Particulars (₹ in Mn)	FY20	FY21	FY22	FY23	FY24
Assets						Equity and Liabilities					
PP&E	3.82	4.49	5.83	7.65	23.58	Equity Share Capital	10.58	10.58	21.16	21.16	31.75
Other intangible assets	0.00	0.00	0.00	0.29	0.04	Other Equity	10.05	11.89	5.21	13.76	12.42
Block of Assets	3.82	4.49	5.83	7.94	23.62	Shareholders Fund	20.63	22.47	26.37	34.92	44.17
Investments	0.43	0.39	2.32	4.70	14.36	Borrowings	4.57	4.75	4.18	5.61	25.10
Loans	0.00	0.00	0.00	1.64	2.23	Deferred tax liabilities (net)	0.00	0.00	0.00	0.00	0.00
Other Non-Current Assets	0.12	0.20	0.74	0.29	0.00	Non-Current Liabilities	4.57	4.75	4.18	5.61	25.10
Non-Current Assets	0.55	0.58	3.06	6.63	16.59	Borrowings	21.25	4.39	5.14	21.15	0.00
Inventories	11.00	30.29	25.25	29.81	35.49	Trade Payables	23.01	36.02	37.56	33.76	63.80
Trade Receivables	22.15	30.14	49.88	55.79	91.36	Other Financial Liabilities	0.21	0.00	0.00	0.00	18.95
Cash & Cash Equivalents	3.34	2.89	3.62	4.24	4.47	Provisions	1.40	7.85	21.83	16.53	27.85
Loans	9.08	4.83	5.40	4.90	3.79	Other current liabilities	0.70	0.80	1.85	2.70	4.30
Other Current Assets	2.72	3.05	3.90	5.35	8.84	Current Liabilities	27.44	49.06	66.38	74.13	114.90
Current Assets	48.28	71.21	88.05	100.10	143.95	Total Liabilities	32.01	53.81	70.56	79.74	140.00
Total Assets	52.65	76.28	96.93	114.66	184.17	Total Equity and Liabilities	52.65	76.28	96.93	114.66	184.17

Notes:

- Equity Share Capital of SBC has increased from ₹10.58 Crs. in FY2021 to ₹31.75 Crs. due to two bonus issues in FY23 & FY24 by capitalising its reserves. The Current Networth of company has growth at a CAGR of ~16.5% over a period of last five financial years.
- SBC has added new manufacturing unit in FY2024 and its asset base grew to ₹23.62 Crs. in FYY24 as compared to ₹7.94 Crs in FY23
- There are no outside long term borrowings in the Company.

Cash Flow Statement Standalone



(₹ in Crs.)

Particulars	FY20	FY21	FY22	FY23	FY24
Cash Flow from Operations	3.94	1.76	5.02	(11.79)	2.67
Cash Flow from Investing	(1.87)	(1.39)	(4.47)	(5.04)	(27.26)
Cash Flow from Financing	(0.00)	2.23	0.18	1.74	2.48
Net increase/decrease in cash and cash equivalents	2.06	(0.92)	0.73	0.62	0.23

Key Financial Ratios

Working Capital Days

Particulars	FY20	FY21	FY22	FY23	FY24
Debtor Days	74	57	87	95	175
Inventory Days	41	62	50	59	86
Days Payable	86	74	75	67	154
Cash Conversion Cycle	29	46	62	87	106
Working Capital Days	65	45	36	73	47

Profitability

Particulars	FY20	FY21	FY22	FY23	FY24
Sales Growth	37.18%	29.59%	29.48%	11.83%	1.57%
EBDITA (as % of total revenues)	4.18%	3.45%	4.63%	6.50%	10.35%
PBT (% of the total revenues)	1.92%	1.89%	3.27%	4.76%	6.62%
PAT (% of the total revenues)	1.24%	1.37%	2.00%	3.52%	4.84%
Retained Profit	100%	100%	100%	100%	100%
Net Cash Accruals (Rs. Crs.)	2.39	2.59	4.61	9.63	12.18

Working Capital and Return ratios

Particulars	FY20	FY21	FY22	FY23	FY24
Current Ratio	1.76	1.45	1.33	1.35	1.25
TOL / TNW	1.55	2.39	2.68	2.30	3.17
RONW (%)	7.63%	8.53%	15.97%	27.88%	27.47%
ROCE(%)	6.15%	5.09%	7.44%	9.99%	10.19%
Book Value (₹)	1.95	2.12	1.25	1.65	1.39
EPS (₹ Per Share)	0.12	0.17	0.18	0.40	0.34

Income Statement

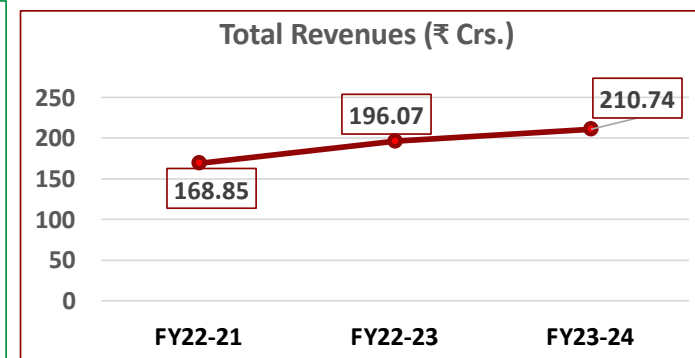
Consolidated



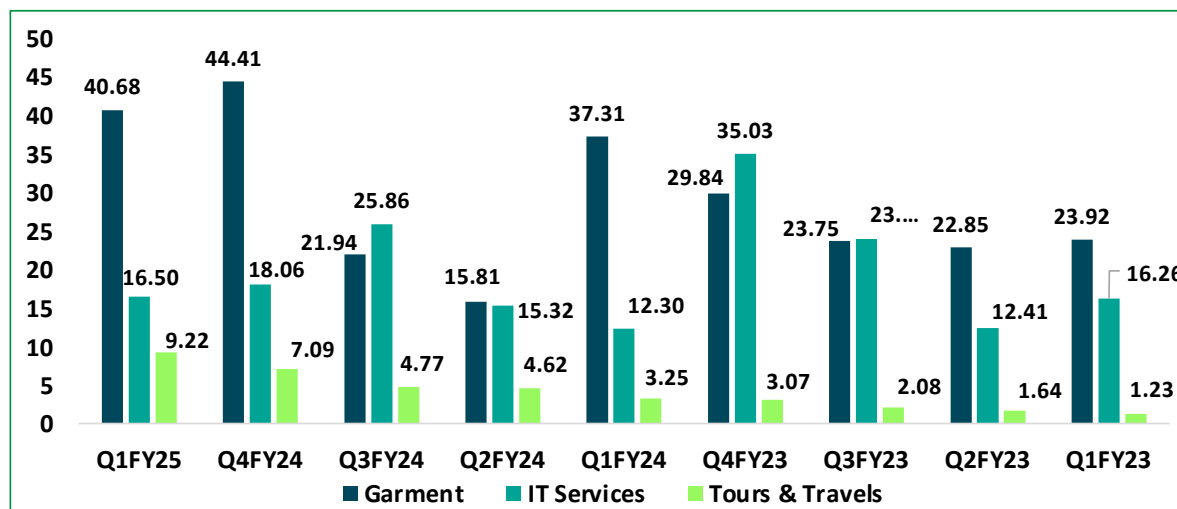
(₹ in Crs.)

Particulars	FY2022	FY2023	FY2024
Revenue from operations	168.85	195.73	209.41
Other Income	0.36	2.09	3.65
Total Revenue	169.21	197.82	213.06
Total Expenses excl. Depreciation, Amortization & Finance Cost	161.24	185.14	192.62
EBITDA (excl. Other Income)	7.97	12.68	20.44
EBITDA Margin (%)	4.71%	6.41%	9.59%
Finance Cost	1.62	2.28	5.93
Depreciation & Amortization	0.71	1.10	1.57
PBT before exceptional items & tax	5.64	9.30	12.94
Exceptional Items	0.00	0.00	0.00
PBT	5.64	9.30	12.94
Total Tax	2.18	2.41	3.50
PAT	3.46	6.89	9.44
Other Comprehensive Income	0.47	1.75	1.48
Net PAT	3.93	8.64	10.92
Diluted EPS			

- Revenue from operations stood at ₹**213.06 Crs.** FY24 compared to ₹**197.82 Crs.** in FY23 led by incremental revenues in all the segments, mainly Garments.
- EBITDA stood at ₹**20.44 Crs.** in FY24 i.e. 9.59% compared to ₹**12.68 Crs.** in FY23 i.e. 6.41% of the revenues..
- PAT stood at ₹**10.92 Crs.** FY24 compared to ₹**8.64 Crs.** in FY23



Segment-wise Revenues (₹ Crs.)



Financial Statement Consolidated

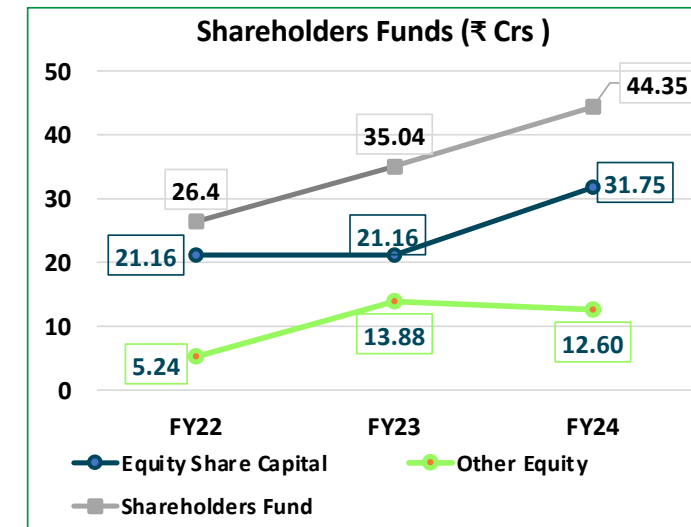


Balance Sheet

Particulars (₹ in Crs.)	FY22	FY23	FY24	Particulars (₹ in Crs.)	FY22	FY23	FY24
Assets				Equity and Liabilities			
PP&E	5.83	8.55	23.74	Equity Share Capital	21.16	21.16	31.75
Other intangible assets	0.00	0.04	0.29	Other Equity	5.24	13.88	12.60
Investments	2.32	4.20	6.27	Shareholders Fund	26.40	35.04	44.35
Loans	0.00	1.64	2.23	Borrowings	4.18	5.71	25.20
Other Non-Current Assets	2.41	2.66	0.00	Non-Current Liabilities	4.18	5.71	25.20
Non-Current Assets	2.56	6.10	8.50	Borrowings	5.14	21.14	0.00
Inventories	25.25	29.81	35.49	Trade Payables	37.56	34.24	64.04
Trade Receivables	49.94	55.91	90.84	Other Financial Liabilities	0.10	0.00	0.00
Cash & Cash Equivalents	37.02	4.65	4.97	Provisions	1.87	2.72	4.39
Loans	59.06	4.95	12.21	Other current liabilities	21.84	16.56	46.92
Other Current Assets	3.90	5.40	8.86	Current Liabilities	66.51	74.66	115.35
Current Assets	88.70	100.72	152.37	Total Liabilities	70.68	80.38	140.55
Total Assets	97.08	115.42	184.90	Total Equity & Liabilities	97.09	115.42	184.90

Cash Flow Statement (₹ in Crs.)

Particulars	FY24	FY23	FY22
Cash Flow from Operations	(4.83)	(10.79)	4.50
Cash Flow from Investing	(19.67)	(5.71)	(3.97)
Cash Flow from Financing	2.48	17.44	0.28
Net increase/decrease in cash and cash equivalents	0.33	0.95	0.81



Key Financial Ratios



Working Capital Days

Particulars	FY2022	FY2023	FY2024
Debtor Days	86	92	158
Inventory Days	50	57	77
Days Payable	75	65	140
Cash Conversion Cycle	62	83	96
Working Capital Days	37	70	56

Profitability

Particulars	FY2022	FY2023	FY2024
Sales Growth	30.02%	15.92%	6.99%
EBDITA (as % of total revenues)	4.64%	6.32%	9.62%
PBT (% of the total revenues)	3.28%	4.63%	6.09%
PAT (% of the total revenues)	2.29%	4.31%	5.14%
Profit Retained in the Company	100%	100%	100%
Net Cash Accruals (Rs. Crs.)	4.64	9.74	12.49

Working Capital and Return ratios

Particulars	FY2022	FY2023	FY2024
Current Ratio	1.33	1.35	1.32
TOL / TNW	2.68	2.30	3.19
RONW (%)	13.10%	19.67%	21.30%
ROCE(%)	7.48%	10.04%	10.21%
Book Value (₹)	1.25	1.66	1.40
EPS (₹ Per Share)	0.19	0.41	0.34

Financial Overview of 100% Subsidiary



(₹ in Crs.)

Particulars	FY22	FY23	FY24
Revenue from operations	0.69	8.02	19.73
Other Income	0.00	0.00	0.04
Total Revenue	069	8.02	19.77
Total Expenses excl. Depreciation, Amortization & Finance Cost	0.65	7.88	19.42
EBITDA (excl. Other Income)	0.04	0.14	0.35
EBITDA Margin (%)	6.05%	1.73%	1.77%
Finance Cost	0.00	0.00	0.00
Depreciation & Amortization	0.00	0.01	0.25
PBT before exceptional items & tax	0.04	0.12	0.10
Profit before Tax (PBT)	0.04	0.12	0.10
Total Tax	0.01	0.03	0.05
Profit after Tax (PAT)	0.03	0.09	0.05
Other Comprehensive Income	0.00	0.00	0.00
Net PAT	0.03	0.09	0.05
Diluted EPS	0.60	1.80	0.06

Particulars	FY22	FY23	FY24
Assets			
PP&E	0.00	0.40	0.16
Other intangible assets	0.00	0.25	0.25
Block of Assets	0.00	0.65	0.41
Investments	0.00	0.00	0.00
Loans	0.00	0.00	0.0
Other Non-Current Assets	0.00	0.00	0.00
Non-Current Assets	0.00	0.00	0.00
Inventories	0.00	0.00	0.0
Trade Receivables	0.18	1.08	2.02
Cash & Cash Equivalents	0.08	0.41	0.50
Loans	0.51	0.09	8.42
Other Current Assets	0.00	0.01	0.02
Current Assets	0.77	1.59	10.96
Total Assets	077	2.24	11.37

Particulars	FY22	FY23	FY24
Equity and Liabilities			
Equity Share Capital	0.50	0.50	8.10
Other Equity	0.03	0.12	0.17
Shareholders Fund	0.53	0.62	8.27
Borrowings	0.00	0.00	0.10
Non-Current Liabilities	0.00	0.00	0.00
Borrowings	0.00	0.00	0.00
Trade Payables	0.12	1.44	2.77
Other Financial Liabilities	0.10	0.10	0.10
Current Tax Liabilities	0.00	0.03	0.01
Provisions	0.02	0.02	0.01
Other current liabilities	0.01	0.03	0.21
Current Liabilities	0.24	1.62	3.10
Total Liabilities	0.24	1.62	3.10
Total Equity & Liabilities	0.77	2.24	11.37

Capital Market

Information

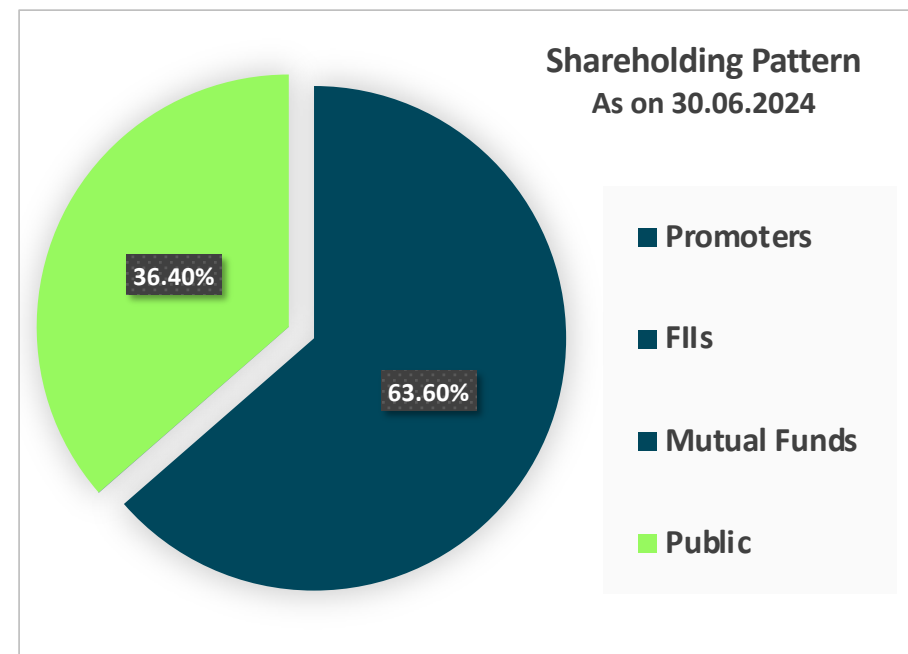


Market Indicators

Market Indicator	BSE	NSE
CMP (As on 23 rd Aug. 2024)	₹31.45	₹31.43
Scrip Code	542725	
Symbol	SBC	SBC
52 Week H/L	₹33.90/13.11	₹33.85/12.93
Market Capitalization (As on 09 th Aug. 2024)	₹998.41 Crs.	₹ 997.78 Crs.

Corporate History

Description	Remarks
Initial Public Offering in FY 2019-20	SBC came out with IPO on SME (BSE) Platform & raised ₹6.56 Crs. at premium
Migration	The Equity shares were migrated to Main Board of BSE and NSE in FY2021-22
Sub-Division of Equity Shares in FY2021-22	Equity shares having face value of ₹10 each was sub-divided into shares of having face value of ₹1.00 per share
Issuance of Bonus Shares in FY2021-22	SBC announced bonus shares in the ratio of 1:1, thereby doubling its paid-up capital to ₹21.164 Crs.
Issuance of Bonus Shares in FY2023-24	SBC further announced bonus shares in the ratio of 1:2, thereby increasing its paid-up capital to ₹31.746 Crs.



Share Capital

Description	Remarks
Authorised Share Capital	₹320,000,000
Face Value	₹1.00
Issued & Paid-up Share Capital	₹317,460,000

SBC EXPORTS LIMITED

49/95, Site 4, Sahibabad Industrial Area,
Sahibabad Ghaziabad Uttar Pradesh 201010



Hariom Sharma
Compliance officer
SBC Exports Limited
+91 9355693115



info@sbcexportslimited.com



Suneel S Maheshwarii
The Epitome, Mumbai
Strategic Advisor
+91 9323385859
suneelshyamlal1969@gmail.com

Thank You

For any further information on the company, please visit:

<https://www.sbcexportslimited.com>

<http://www.maujitrrip.com>