



GARWARE
TECHNICAL FIBRES

GTFL:SEC:2023

May 30, 2023

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

Dear Sirs,

Pursuant to the aforesaid Regulations, please find below the schedule of investor / analyst meeting / conference to be held as under.

Schedule of the Investor / Analyst Meet / Conference:

Date	Investor / Event	Mode of Meeting	Type of Meeting
May 30, 2023	Ambit Capital Private Ltd. - Analyst / Investor's conference	Physical	One-on-One / Group Meeting

Note: The above schedule is subject to change. Changes may happen due to exigencies.

A copy of the investor presentation to be made in the aforesaid meetings is enclosed for your reference and the same is also placed on the Company website i.e., www.garwarefibres.com.

The Company does not intend to discuss any Unpublished Price Sensitive Information during these interactions.

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

Better Ideas in Action



GARWARE
TECHNICAL FIBRES

www.garwarefibres.com

Garware Technical Fibres Limited – At a Glance

- Pioneer in Technical Textiles in India
- 5000+ workforce with presence in 75 countries
- Producing 80MT per day & operating with 20,000 SKUs
- In Top 50 companies and in Top 25 Manufacturing companies in India as per GPTW
- Well qualified R&D team of 22 scientists and 5 Doctorates

81

Patents filed in last 5 years

24

Granted



Great
Place
To
Work[®]

Certified

MAR 2022 - MAR 2023

INDIA

™



Mission

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



GARWARE
TECHNICAL FIBRES



Our Four Pillars of Value





GTFL Infrastructure



Manufacturing facility at Pune

Pune manufacturing facility conforms to ISO 9000:2015 standards and boasts state-of-the-art machinery

Products

Ropes

Rope Articles

PPMF Yarns

PPMF Twines

Geo Textiles

Metal Gabions

Cargo Nets

Gangway Nets



Wai Facility



Manufacturing facility at Wai is the largest unit in India and spread across 40 acres

Wai manufacturing facility conforms to ISO 9000:2015 and ISO 14001:2015 standards and boasts state-of-the-art machinery

Products

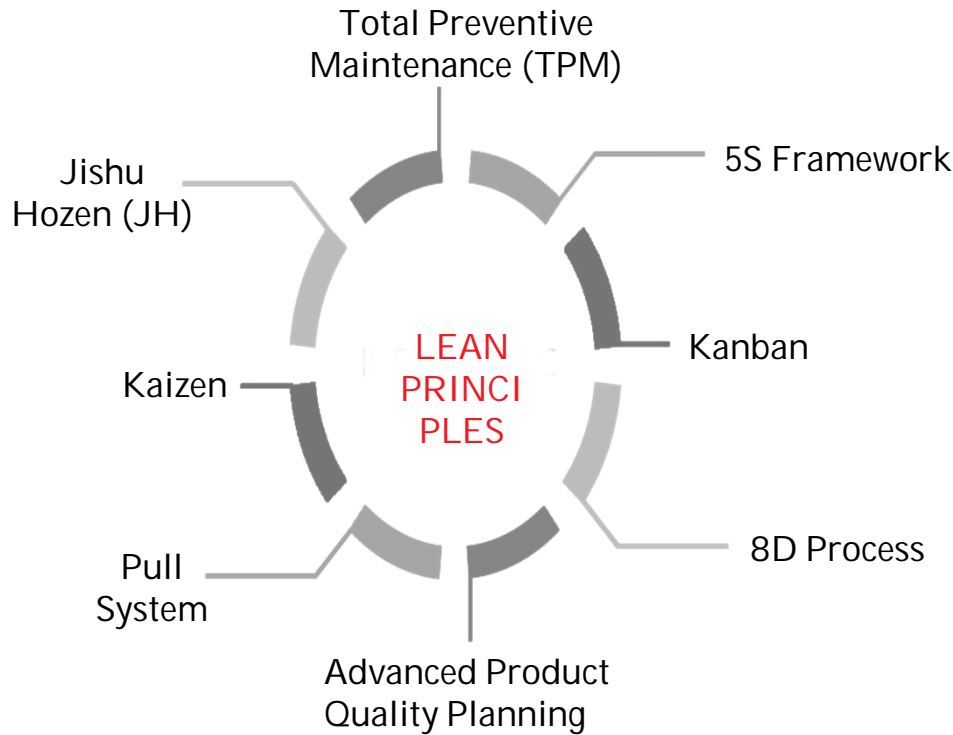
Aquaculture Cage Nets
Plateena (Dyneema)
Fishing Nets & Twines
Net Assembly

Sports &
Adventure Nets
Safety Nets

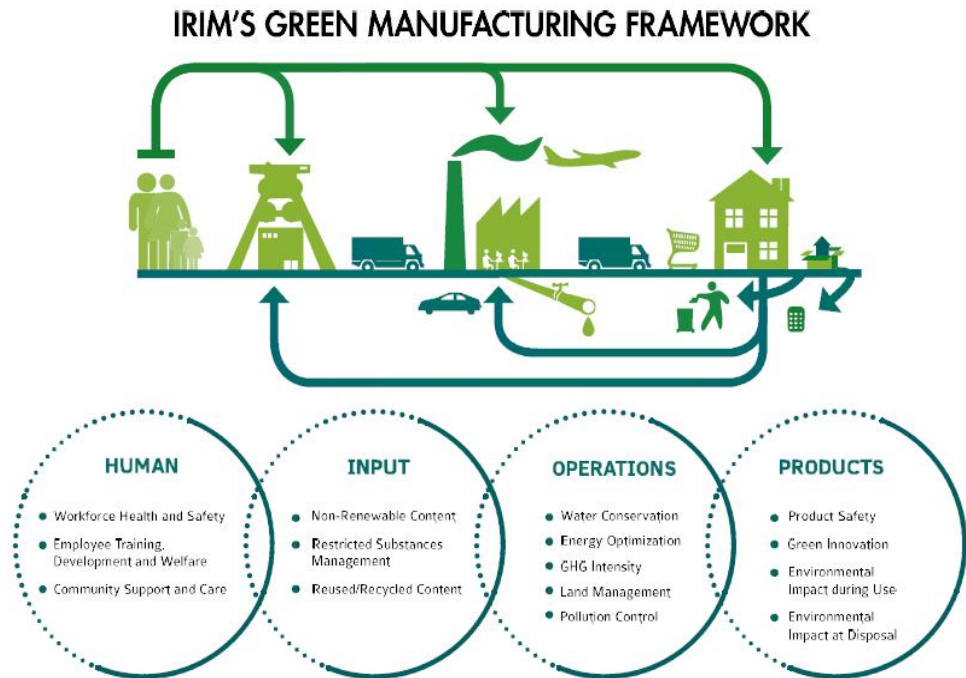
Agricultural Nets
Coated Fabrics



GTFL's Strong Focus on Manufacturing Excellence



Silver award – India Green Manuf. Certification Challenge





GTFL

Application Areas

Our Innovative, Application focused Solutions Portfolio...



Fisheries

- Fully assembled Trawls
- Purse Seine Nets
- Gill Nets
- Dole Nets
- Pelagic Nets
- Ropes & Twines



Aquaculture

- Cage Nets
- Predator protection Nets
- Anti Bird Nets
- Mooring System
- Sea Lice Solutions



Shipping & IPD

- 8 Strand Shipping Ropes
- 3 Strand Industrial Ropes
- Specialty Ropes
- 12 Strand Ropes
- Safety Nets
- Cargo Nets
- Braided Ropes
- Rope Articles



Sports

- Tennis Nets
- Volley Ball Nets
- Basket Ball Nets
- Ski Nets
- Cricket Nets
- Badminton Nets
- Golf Practice Nets
- Soccer Nets
- Batting Cages
- Handball Nets

Our Innovative, Application focused Solutions Portfolio...



Agriculture

- Anti Bird Nets
- Anti Hail Nets
- Shade Nets
- Sericulture Nets
- Floriculture Nets
- Insect Nets
- Grape Nets
- Crop Support
- Stacking Cord
- Banana Ropes



Geosynthetics

- Reinforced Soil Structures
- Landfill
- Coastal & River Protection
- Rock fall Protection
- Gabion Walls
- Geosynthetics Lining
- Erosion Control



Coated Fabrics

- Tarpaulins
- Hanger Covers
- Awnings
- Inflatables
- Biogas Covers
- Tents
- Pandals
- Pitch Covers/ Ground Covers



Plateena

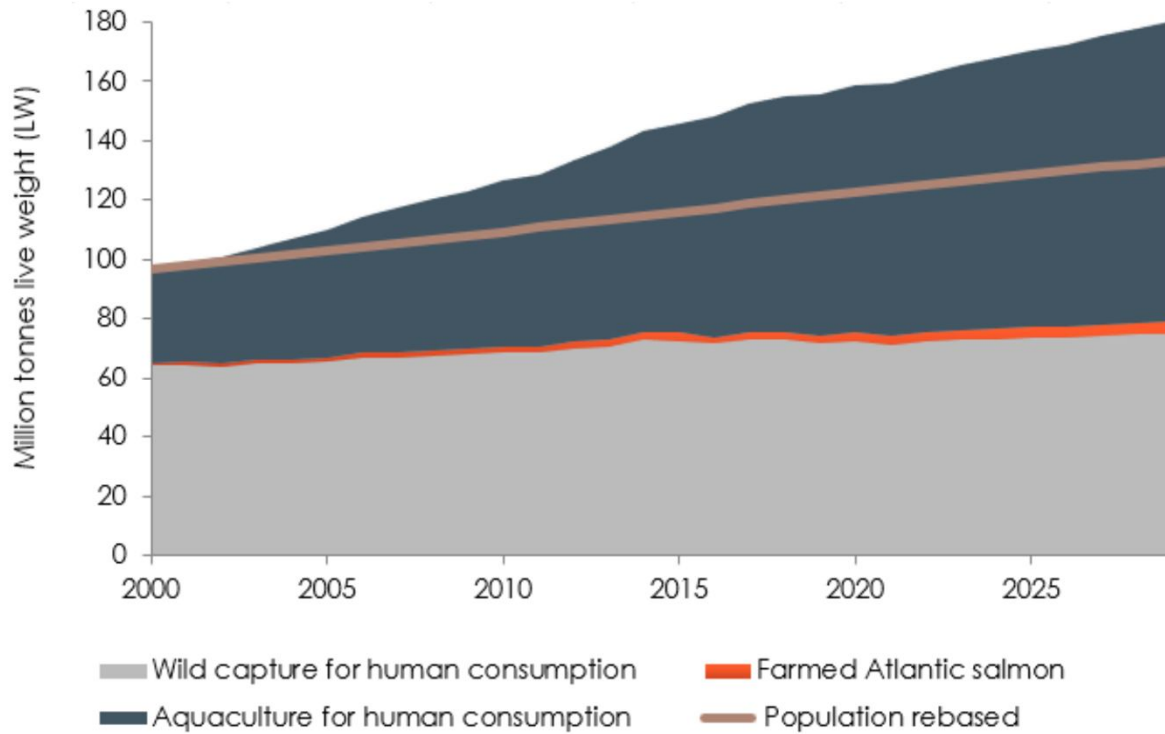
- Aquaculture Cage Nets
- Mooring & Towing Ropes
- Trawl Nets
- Purse Seine Nets
- Conductor Cable Pulling
- Hot Line Stringing
- River Cross Cable Pulling



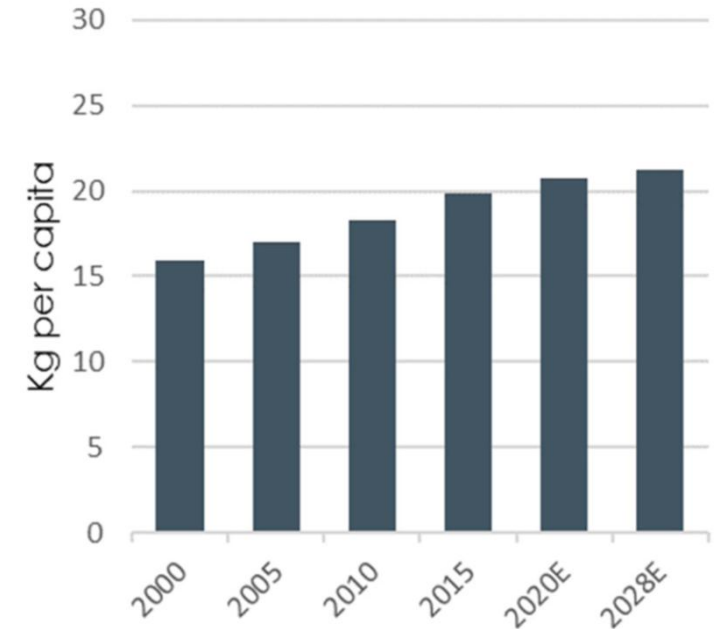
GTFL

Aquaculture
Business

– Growing aquaculture

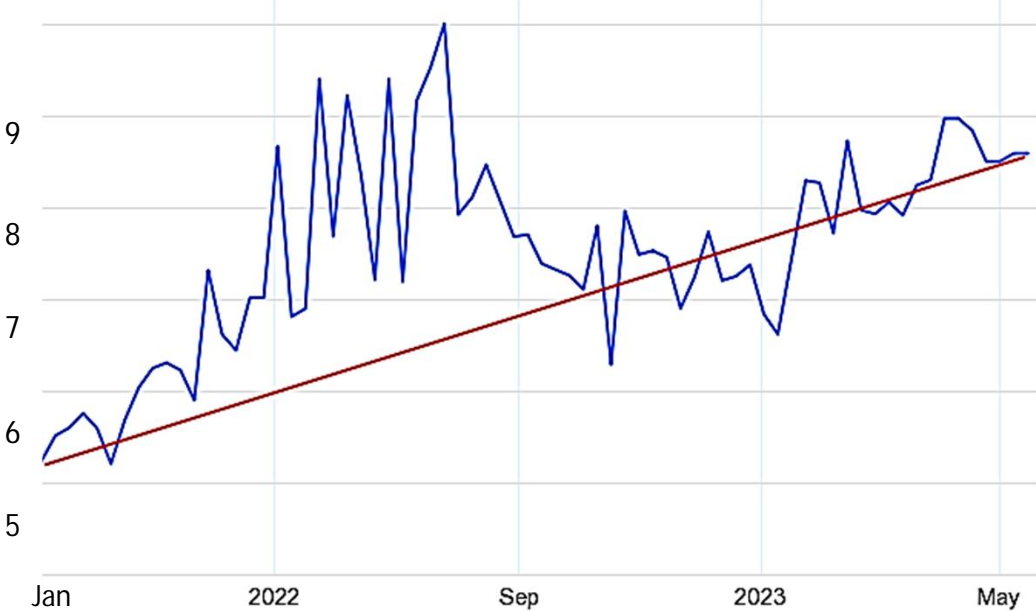


Development of global average fish consumption



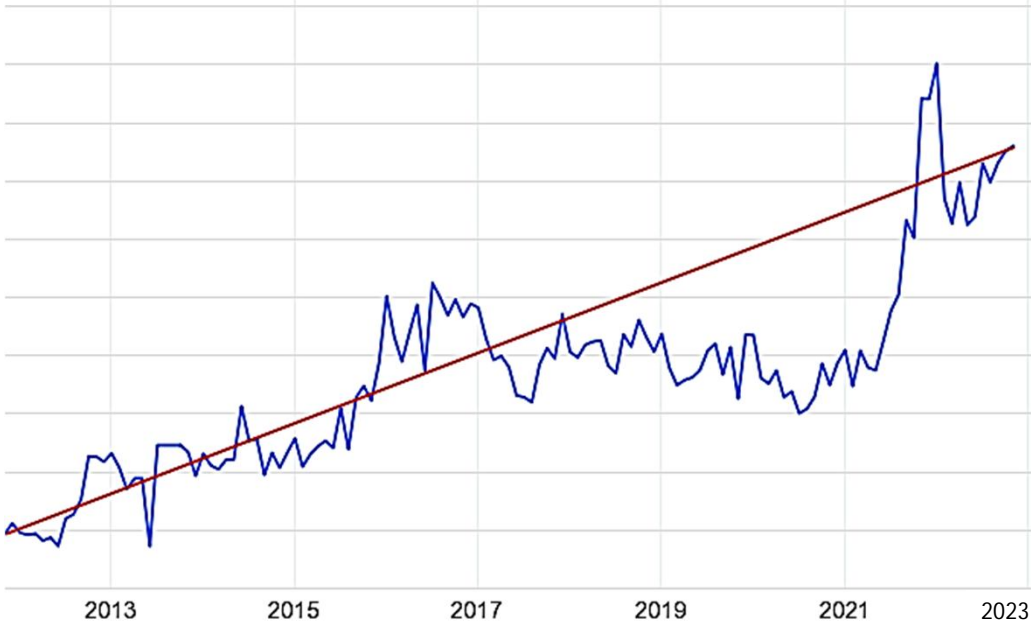
Salmon Prices Over the Last Few Years

Salmon Prices (\$ per kg) since Jan 2022



Salmon prices have increased from 5.5 USD per kg in Jan 2022 to 8.8 USD per kg in May 2023

Salmon Prices (\$ per kg) since Jan 2013



Salmon prices have increased from 2.5 USD per kg in 2013 to 8.8 USD per kg in May 2023

Source : <https://tradingeconomics.com/commodity/salmon>



Major Players in the industry

MOWI

- All-time high revenue of EUR 1362.4 million (EUR 1 095.3 million).
- Q1 2023 -All-time high Operational EBIT of EUR 322 million. Financial EBIT of EUR 381 million
- Salmon prices record-high for a first quarter on tight supply-demand balance.
- Stellar operational performance and seasonally record-high salmon prices

SalMar

- Operating revenue Q1 2023- 6792 million NOK vs 4683 million NOK in Q1 2022.
- Operational EBIT for the group was NOK 1,884 million in Q1 2023. Total harvest was 48,500 tonnes.
- Strong demand for healthy and nutritious food, gave record high salmon prices, which resulted in a strong start of the year for SalMar.

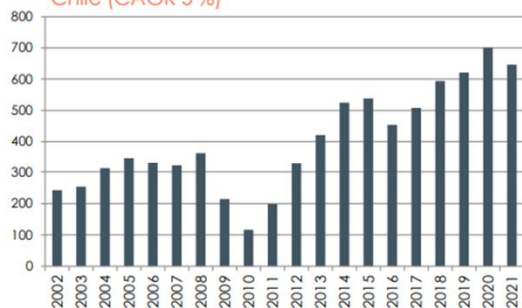
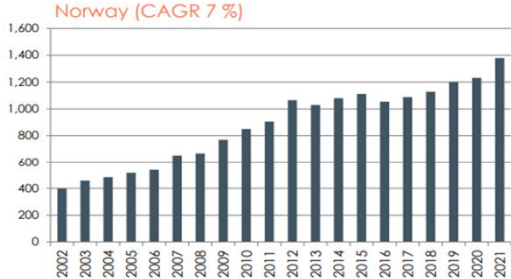
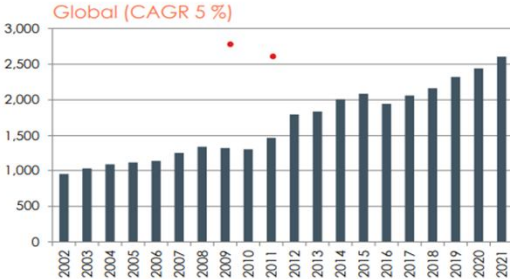
Norway Aquaculture Industry Update

- After protracted negotiations Resource rent tax has been finalized at @ 25% as compared to the initial suggestion of @40%.
- The proposed resource rent tax in Norway is expected to be finally approved by Parliament before the summer break in June, with retrospective effect from 1 January.
- 2022 was the best year on record for Norwegian exports of seafood measured in value. The average price of salmon (NASDAQ Salmon Index) for 2022 was USD 7.5 per kg, compared to USD 5.2 per kg the year before. The value of Norway's salmon exports rose by 29 percent.
- Demand in the US market was impressive and consumption growth was 2.6% compared with 2021 and reached an impressive 586 700 tonnes. The increase in consumption meant that the US continued to gain market share from a global sourcing perspective

Salmon Supply Trends

Salmon Supply

4.1 Total harvest of Atlantic salmon 2002-2021



CAGR	Global	Norway	Chile
2002-2021	5%	7%	5%
2012-2021	4%	3%	8%
2021-2026E	4%	3%	2%

Better Ideas in Action

Sports Nets



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Sports Nets business of GTFL

- Under the sports portfolio, we provide around 50 different products
- Our range of sports nets confirms to all international standards and is used in various tournaments
- GTFL holds the major market share in the tennis nets and baseball netting segment in the US
- GTFL holds the major market share in the soccer nets segment in UK



TENNIS



SOCCER



BASEBALL FRAMES



Sports Nets business of GTFL

- GTFL has spread its wings in the sports allied sector by entering into the metal frames business for baseball practice screens; Further growth is planned with new metal products like Tennis Posts, Metal Baskets and other allied products
- In the allied sector, GTFL has also entered into the gymnastics segment by providing gymnasium foam mats and fitness ropes; Further growth is planned with new coated fabric products like inflatable baseball and soccer cages



BASEBALL



INFLATABLE
SOCCER CAGE



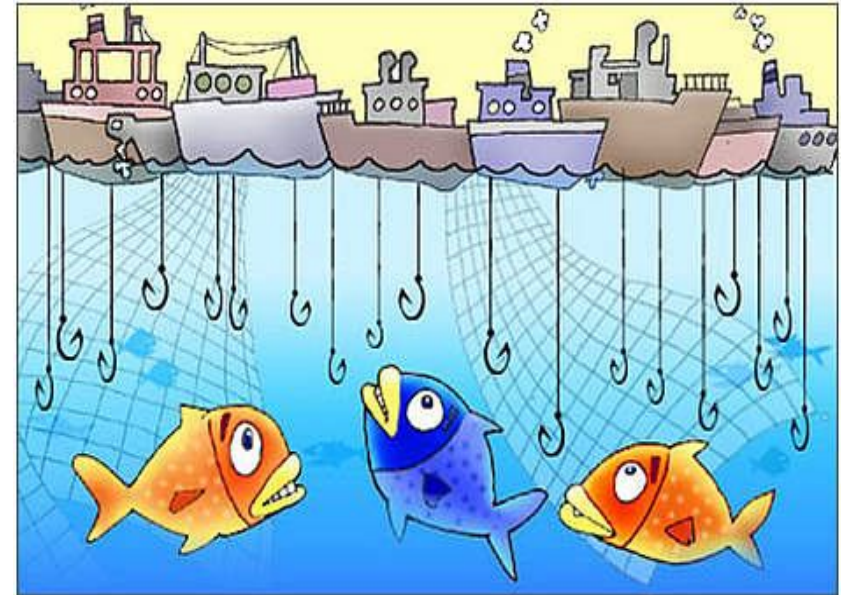
GYM FOAM MAT

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GTFL
Marine Fisheries

Challenges in Domestic Marine Fisheries

- Rising fuel costs/ fuel consumption
- Less fish catch & low quality fish catches

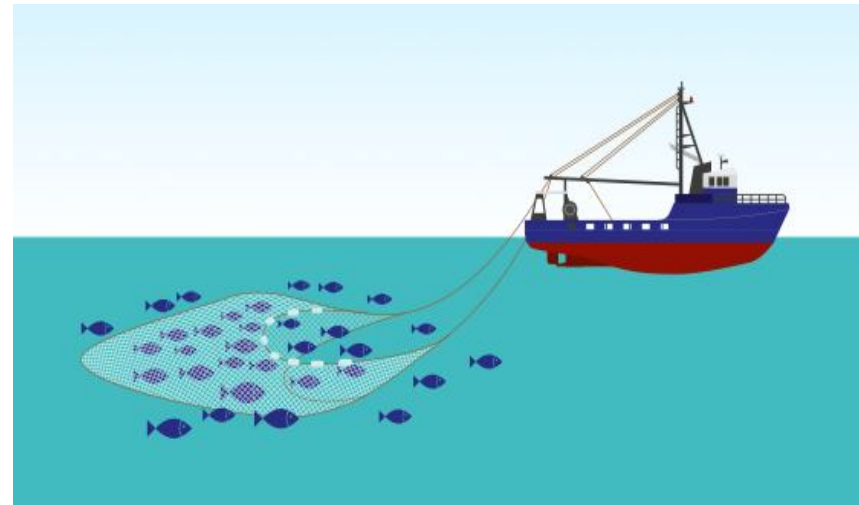


Rising fuel prices- BIG concern in trawling

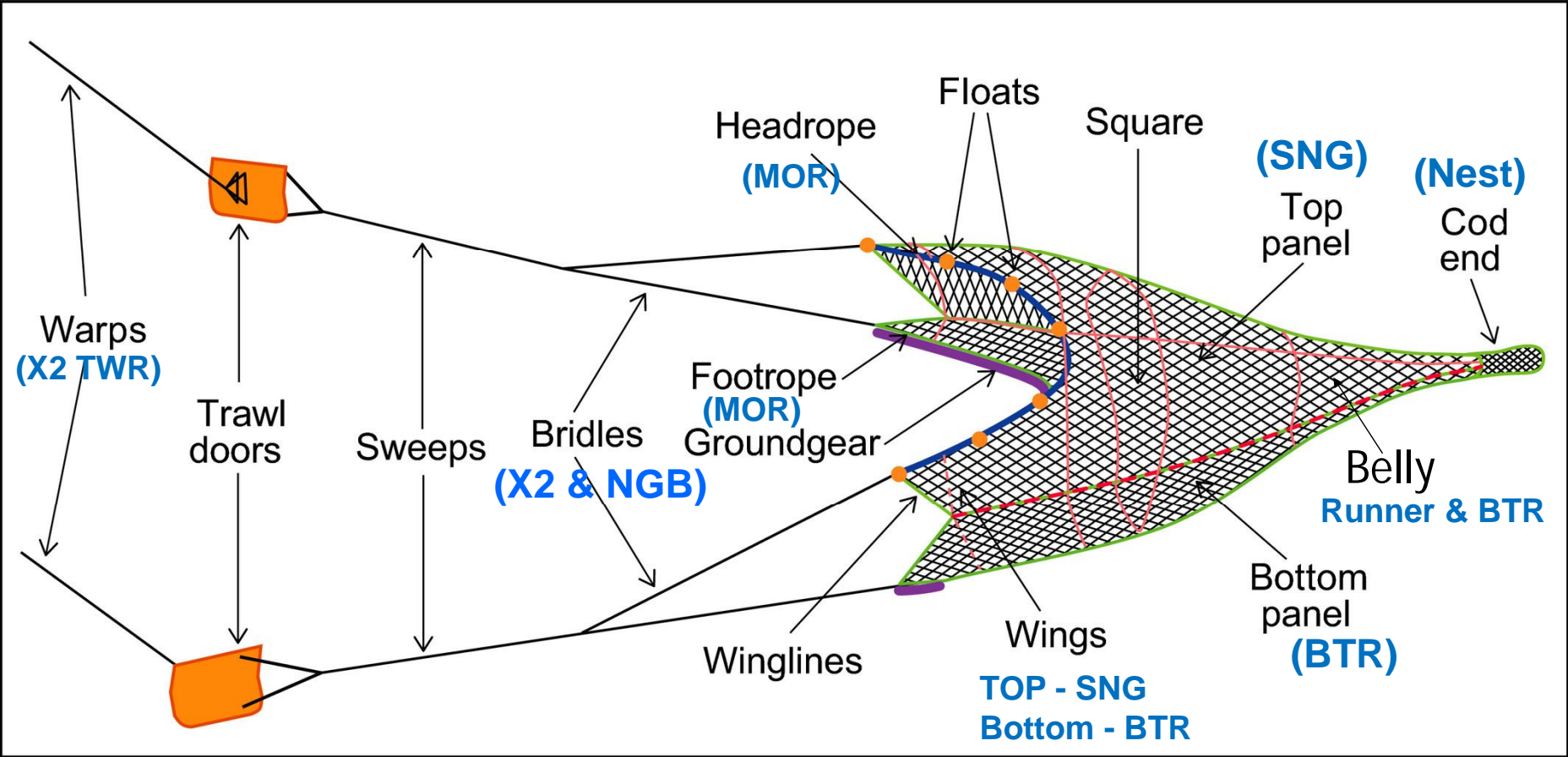
Trawl fishing operational expenses are as below

- ❑ Fuel cost is almost 65-70% in trawl fishing
- ❑ Approx 20% increase has already happened since last year

Fuel	64%
Fishing Gear	6%
Food & Misc	5%
Ice	3%
Boat Maintenance	3%
Crew Remuneration	16%
Oil/Lubricants	1%
Miscellaneous	2%
	100%



Solutions from GTFL



Key Benefits to customers

Key Benefits	Impact
Incremental (vertical) mouth opening of Trawl	Leads to higher fish catches (More coverage to water column vertically)
High speed	Cover more fishing ground w- leads to incremental fish catches
Fuel saving	Trawls being lighter and stable trawl geometry while fishing- leads to fuel saving
Improved abrasion resistance	leads to lower wear and tear to trawls, specially during bottom trawl fishing applications.
Low/Uniform & controlled elongation in bridles application	keeps maintaining the trawl geometry while fishing and reduce chances of fishing at halts/ no fishing

Better Ideas in Action

Sustainability

GTFL's Strong **Internal** Actions on **Sustainability**

Water



- Every year we are reducing our water consumption per MT of production.
- Honoured with CII National Water Excellence Award powered by Niti Ayog and Jal Shakti Ministry of India.
- 100% treatment and recycling of waste water generated in production process

Green House Gas Emission



- Annually increasing our usage of renewable sources of energy
- Trial of the industry's first certified bio based cage which will reduce utilization of fossil fuels thereby reducing GHGs

Biodiversity Preservation



- Recycling of the equivalent quantity of plastic material as that consumed for handling and packaging of products through authorized recyclers
- Tree plantations every year at various locations

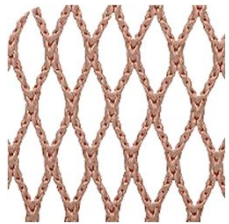
Reduce, Reuse and Recycle



- Improvement in Coal consumption/Ton by improving boiler efficiency
- Continuous reduction in the RM waste generated during the manufacturing

GTFL's Strong External Actions on Sustainability

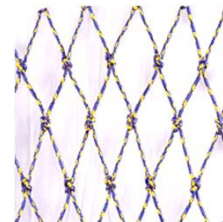
V2 Technology



Cu^{2+} ↓

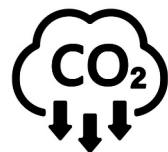
- V2 Technology reduces copper release in the environment significantly as compared to paint coated nylon cages

Seal Pro: Anti-Predator Nets for Seals



- Sapphire PE nets have increased salmon farm protection leading to a reduction in seals culling

HDPE Products



- We are a pioneer in HDPE products and champion the replacement of nylon products with HDPE.
- Longer Life of our HDPE based aqua nets as compared to Nylon nets entail almost half consumption of polymer thus saving usage of crude oil, water and energy consumption during down stream processing.
- HDPE production saves several kgs equivalent of CO₂ vs Nylon

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GTFL
Geo-synthetics
Business

Geosynthetics – A Brief Overview

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

- Roads
- Railways
- Airports
- Ports



Rockfall Protection works for a project in state of Jharkand



Coastal Protection works for a project in State of Gujarat



Rockfall & Slope Protection

Location: Keonjhar, Odisha

Implementation of Soil Slope Stability Measures and Rockfall Protection along New Railway Broad Gauge Line



Landfill and Liners

Chanderiya, Rajasthan

Construction of Secure Landfill Facility & Jarofix Yard Facility



Landfill & Lining



We are progressing successfully with the Ground Improvement Project at the Red Mud /Tailing Pond Facility at Vedanta Lanjigarh, Odisha. It is the first of its kind project in India in which ground improvement techniques is employed to augment the Tailing Pond Capacity.

GEO Division – *Landfill & Lining*



Design and Development of Gypsum Stack at SPIC-Tuticorin

We are about to complete and commission the Gypsum Stack Project at SPIC-Tuticorin-Tamilnadu, and the first of its kind in which from Design, Engineering, material procurement and commissioning of the project is undertaken by us.

GEO Division – *Landfill & Lining*



Design and Development of Landfill Capping

We have successfully designed and executed the scientific capping of Landfill Facility at Hindustan Zinc Ltd

Avalanche Protection

UT of Ladakh

Implementation of Avalanche Control Measures in UT of Ladakh



Future – Rockfall Protection and Erosion control

1. Out of a total allocation of Rs 110 L Cr by the Central Government under the National Infrastructure Pipeline from 2020 – 2025, Roads & Highways share is Rs 20 L Cr. And Railways is Rs 14 L Cr.
2. There is an increasing awareness of the need to protect roads from disasters like rock fall / landslides, etc that impact the safety of the road users. Nowadays, Clients like NHAI, NHIDCL, etc. which are the owners of these highways do not give completion certificates to Contractors unless the safety aspects are taken care of by them.
3. Limitations of land availability along highways means that Clients have to depend on modern and innovative techniques for stabilization
4. Additionally, there are separate tenders that are being floated specifically to cater to safety aspects of Roads & Highways
5. This is a key driver for the GEO business wherein the business model of design+ supply+ installation positions Garware as a single stop source for solutions where new innovative products developed by the R&D team also add to our advantage

Future – Rockfall Protection and Erosion control

- There is a similar momentum in Railways for protection of running as well as new tracks.
- GTFL Geo division has been a joint patent holder with Railways for some time for rock fall solutions and we have further enhanced those solutions with newer developments.
- This is one of our core sectors and demand is growing well.
- Garware's solution for erosion control are currently being tried out on a major project, with a good scope for penetration across the country, once the project is completed successfully.

Future – Landfills & Linings

- Landfills are increasingly being recognized as the most viable alternative for disposal of solid waste. Garware is well positioned as a reliable turnkey solution provider for industrial waste landfills.
- The key driver for industrial waste landfills is industrial production and mining. As industrial production and mining increases, there is an increase in the waste to be disposed of according to environmental norms.
- There are also proactive legislation on this front along with stiff penalties on erring industries
- There our ability to provide a reliable high quality turnkey solution from design to implementation adds value to the client.

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



Exports



Erosion Control and Scour Protection along a coastal road in Cumbria, North England



Erosion Control and Scour Protection along a river bank in Cumbria, North England

Exports



Installation of Erosion Control and Scour Protection AquaRockBag in England



Future – Exports

- Global Market Size 10-12 Bn USD, Growing at 9% CAGR y-o-y
- Complete supply value chain needed for Geo-synthetic manufacturing is available in India
- With China+1 sentiment in global supply chain India is well poised to become second manufacturing hub for the World
- GTFL is exporting to US, France, Germany, Poland, UK, Colombia, Oman, Philippines, Singapore, Thailand, Australia



Leadership Team

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. 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

Experienced Management Team



Mr. Vivek Kulkarni
President –Operations

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



Mr. Ravendra Mishra
Head-Human Capital

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

Better Ideas in Action

INDIA • USA • UK • CANADA • AUSTRALIA • CHILE • NORWAY

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Thank You

