

SANGAM (INDIA) LIMITED

CIN : L17118RJ 1984PLC 003173

E - mail : secretarial@sangamgroup.com

Website : www.sangamgroup.com | Ph : +91-1482-245400-06



Value through values

Ref: SIL/SEC/2023-24

Date: 10th August, 2023

The Manager Department of Corporate Services The National Stock Exchange of India Ltd. Exchange Plaza, 5th Floor, Plot No. C/1, G Block Bandra Kurla Complex, Bandra (E) <u>Mumbai – 400051</u> Scrip Code: 5251	The Manager, Department of Corporate Services, Bombay Stock Exchange Ltd. Phiroze Jeejeebhoy Towers 25th Floor, Dalal Street, <u>MUMBAI - 400 001</u> Scrip Code: 514234
---	--

Dear Sir/Madam,

Subject: Intimation to Stock Exchange – Investor Presentation in connection with Unaudited Financial Results for quarter ended 30th June, 2023.

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Unaudited Financial Results for quarter ended 30th June, 2023.

Kindly take the above on your record.

Thanking You.

For Sangam (India) Limited

A.K. Jain
Company Secretary
FCS – 7842

Encl.: As above

SANGAM (INDIA) LIMITED

INVESTOR PRESENTATION

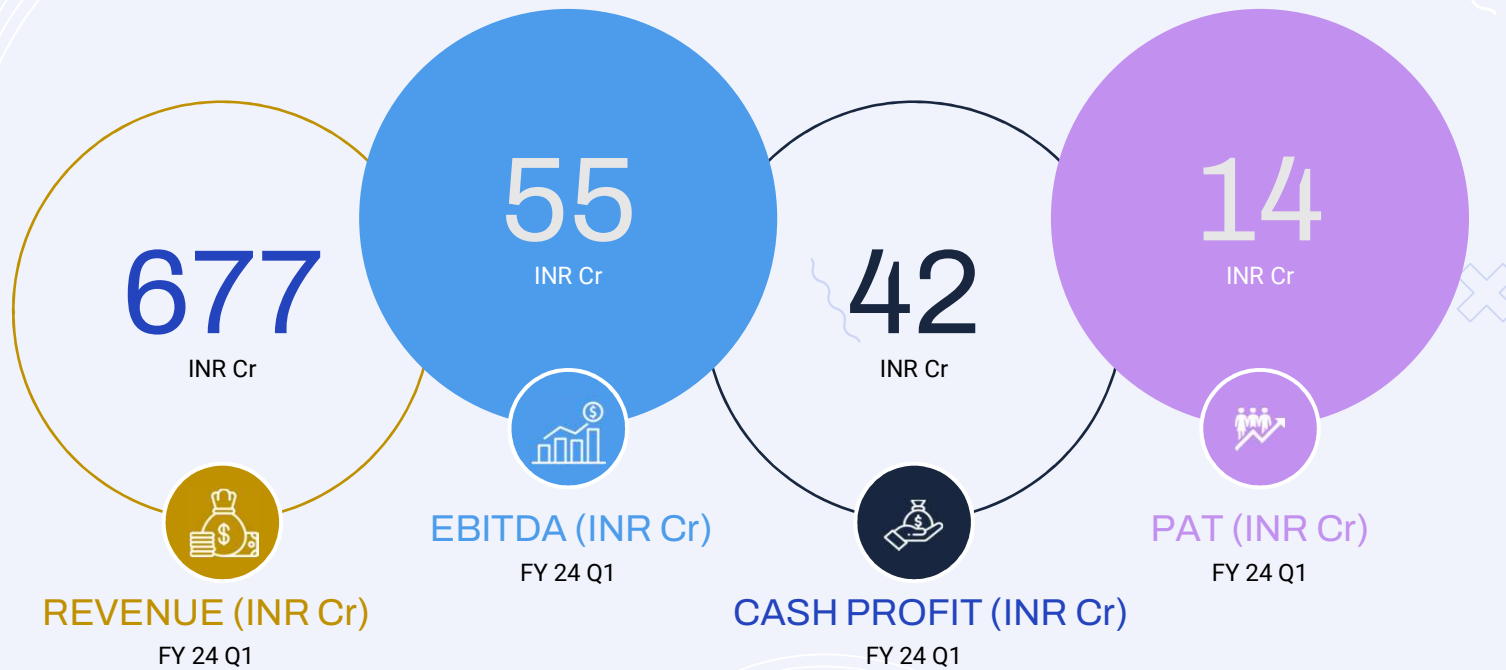
Quarterly Result Q1 FY 2024



Disclaimer

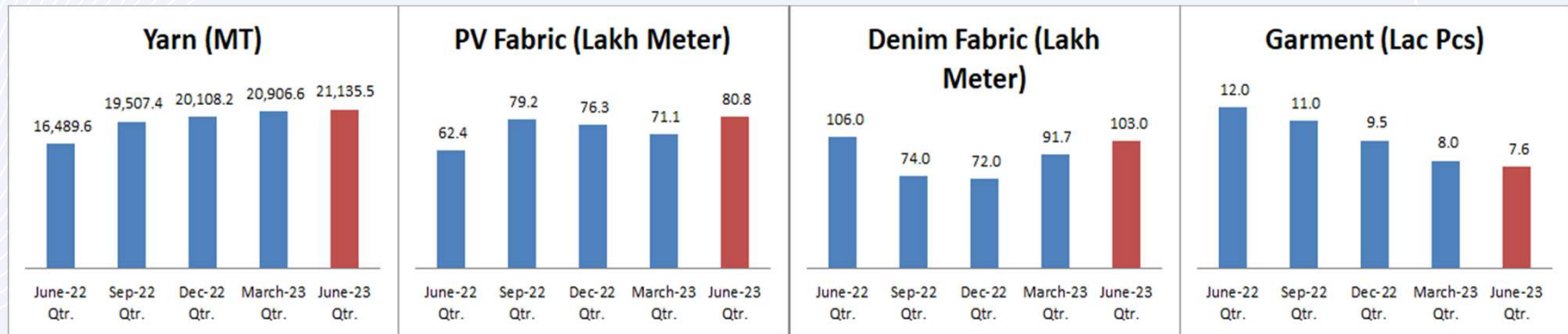
“This presentation is for information purposes only and does not constitute an offer, solicitation, invitation to offer or advertisement with respect to the purchase or sale of any securities of Sangam (India) Limited (the "Company") and no part of it shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever. No representation or warranty (express or implied) is made as to, and no reliance should be placed on, the accuracy, completeness or correctness of any information, including any projections, estimates, targets and opinions contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein and, accordingly, none of the Company or its affiliates, its advisors or representatives, including its book running lead managers, or any such person's officers or employees accepts any liability (in negligence or otherwise) whatsoever arising directly or indirectly from the use of this presentation. Unless specifically mentioned, this presentation speaks as of its date. Neither the delivery of this presentation nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since such date. This document also contains certain forward-looking statements relating to the business, financial performance, strategy and results of the Company and/or the industry in which it operates. Forward-looking statements are statements concerning future circumstances and results, and any other statements that are not historical facts, sometimes identified by the words "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions. The forward-looking statements, including those cited from third party sources, contained in this presentation are based on numerous assumptions and are uncertain and subject to risks. A multitude of factors including, but not limited to, changes in demand, competition and technology, can cause actual events, performance or results to differ significantly from any anticipated development. Neither the Company nor its affiliates or advisors or representatives, including its book running lead managers, nor any such person's officers or employees guarantees that the assumptions underlying such forward-looking statements are free from errors, nor does either accept any responsibility for the future accuracy of the forward-looking statements contained in this presentation or the actual occurrence of the forecast developments. The Company expressly disclaims any obligation or undertaking to release any update or revisions to any forward-looking statements in this presentation as a result of any change in expectations or any change in events, conditions, assumptions or circumstances on which these forward-looking statements are based. This presentation may not be reproduced, copied, distributed or disseminated in any other manner.”

Quarterly Result Snapshots

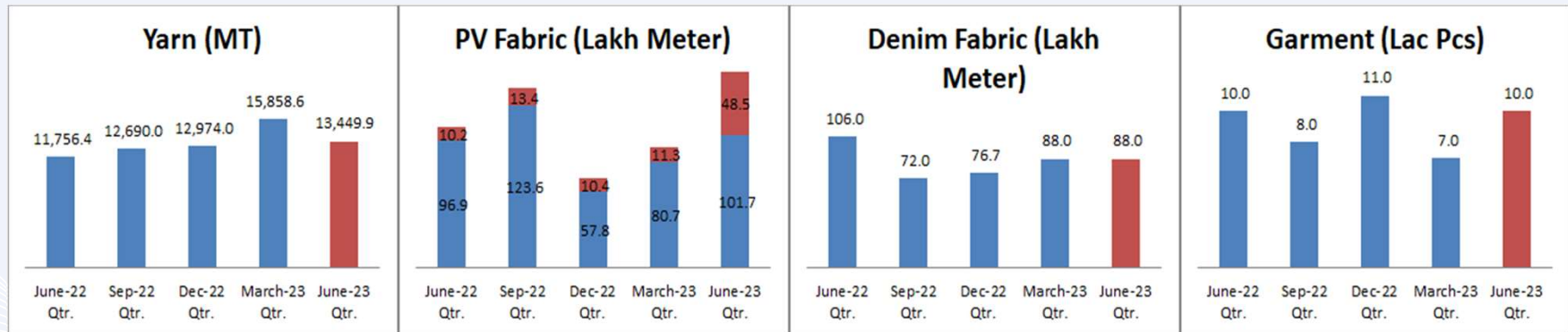


Business Segments Quarterly Trend (Qty.)

PRODUCTION



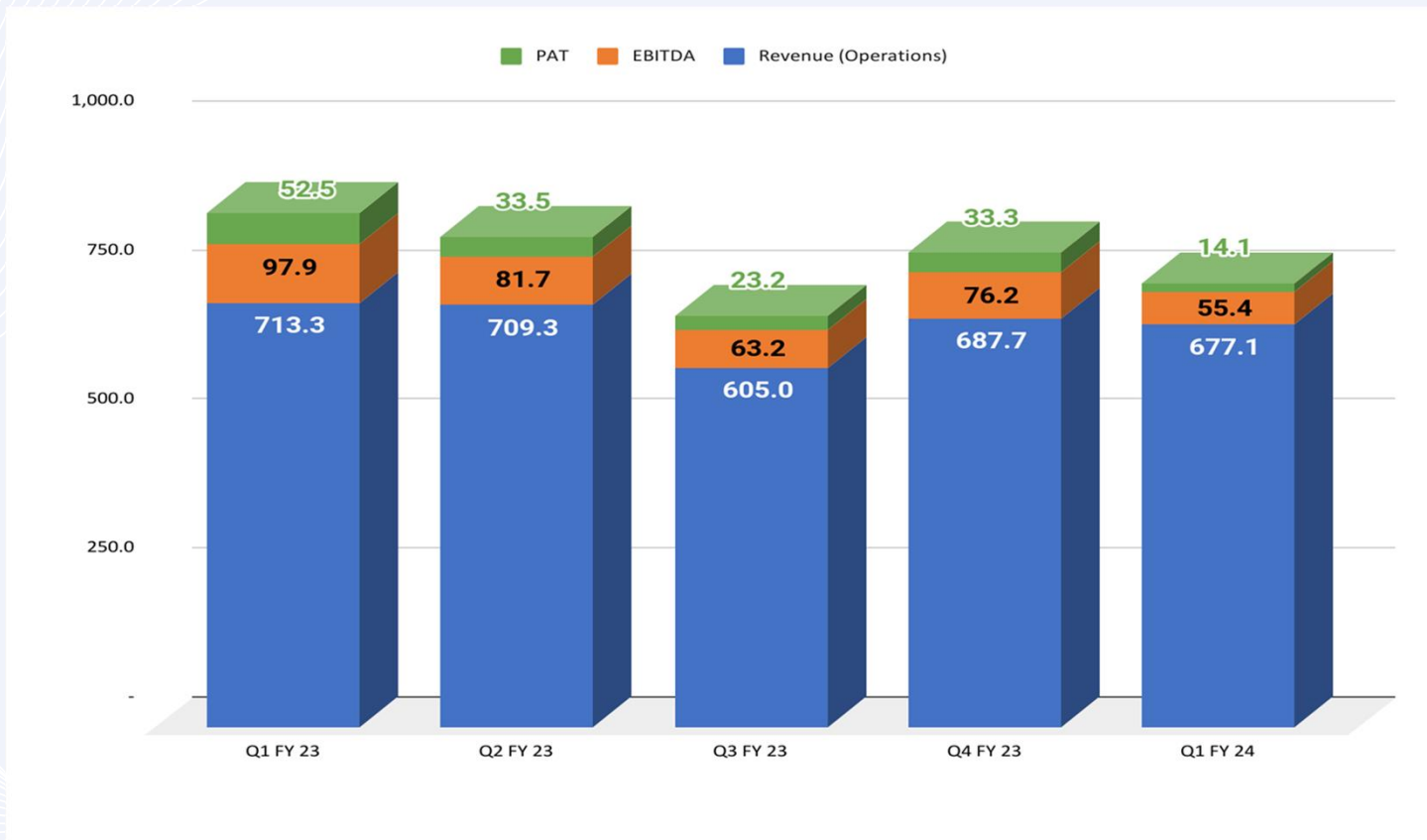
SALES



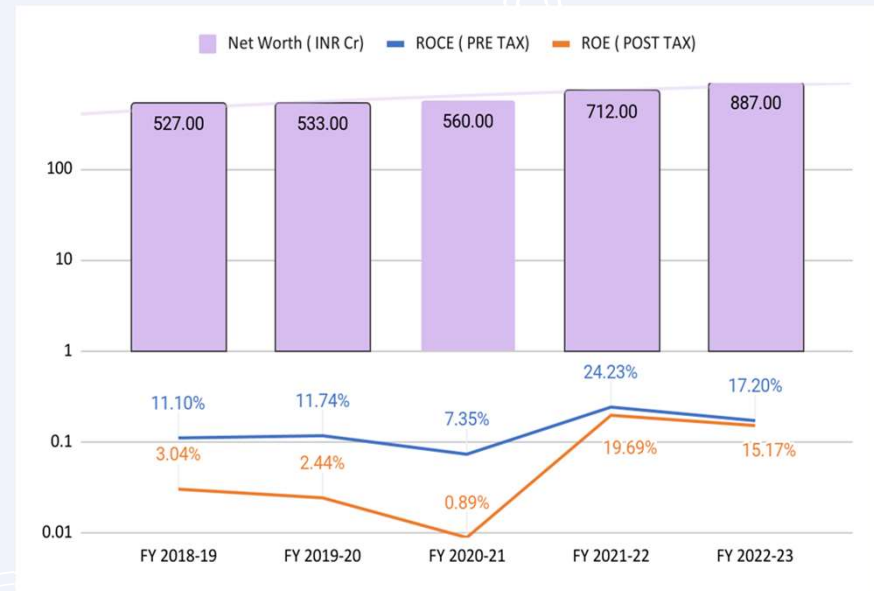
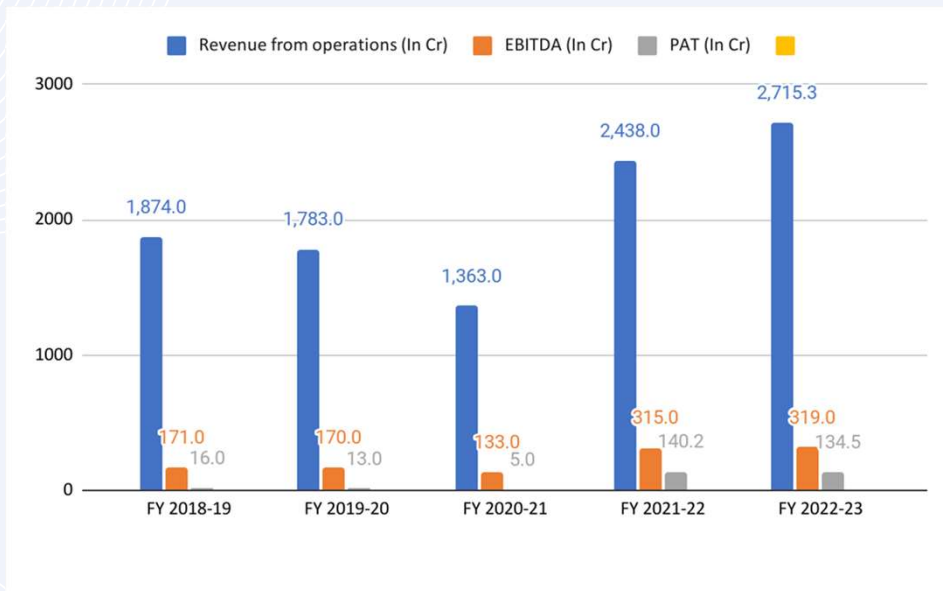
* ~35% of yarn production goes for captive consumption

Financial Highlights

INR Cr

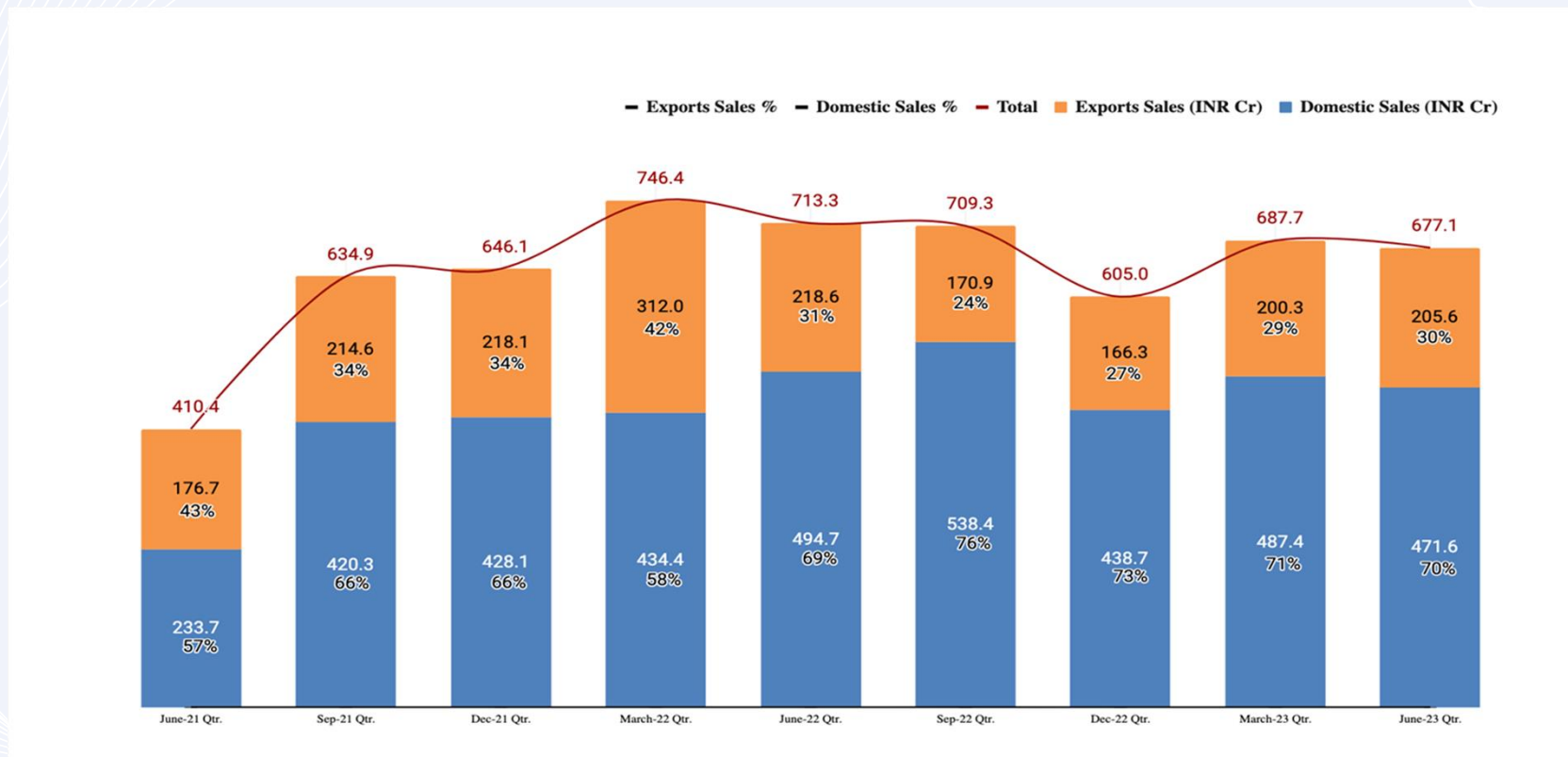


Historical Financial Highlights



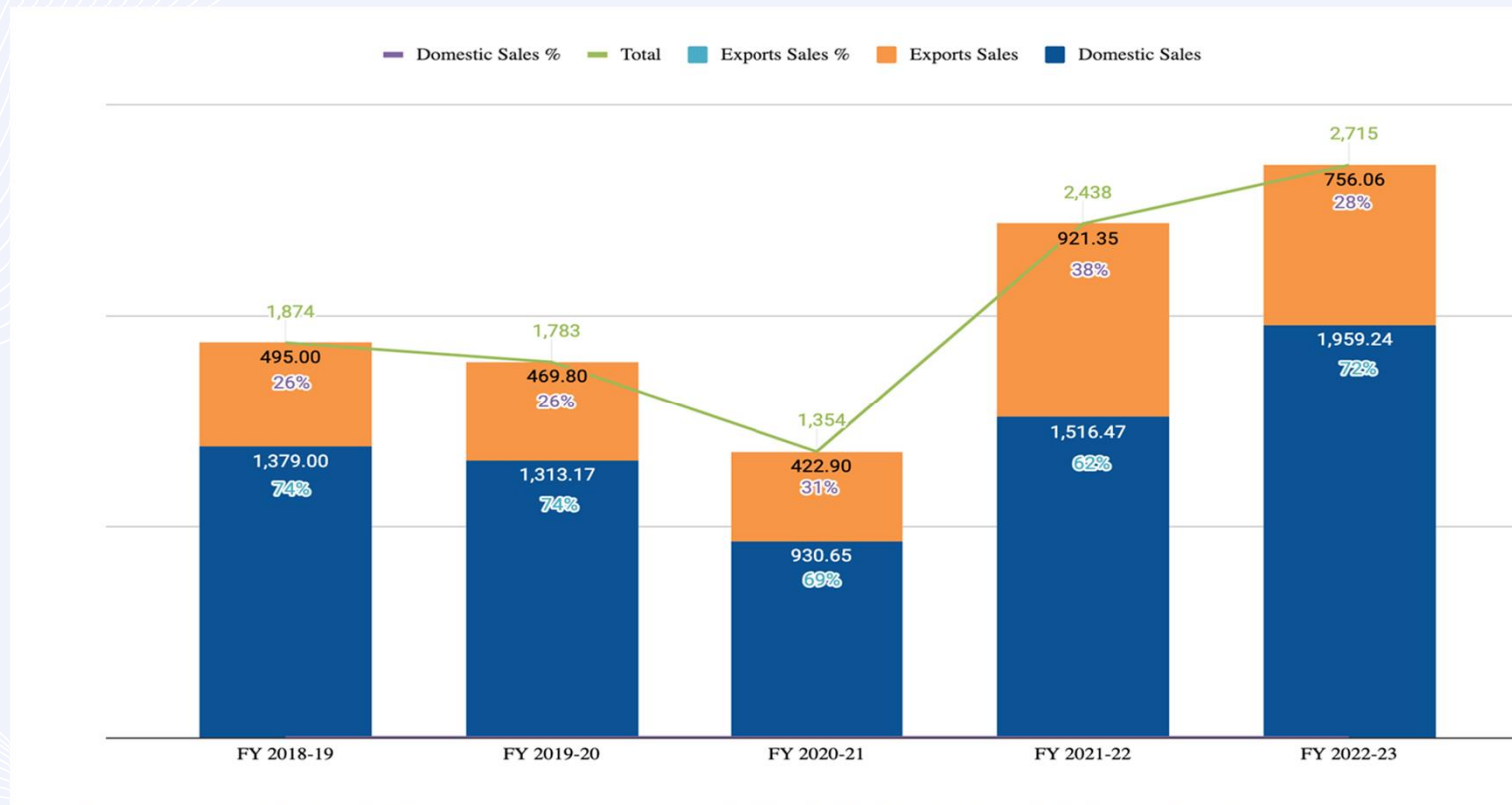
Market Wise Quarterly Sales

INR Cr



Market wise yearly sales

INR Cr



Income Statement: Q1 FY 2024 (standalone)

INR Lakhs

Particulars	Quarter Ended			For Year Ended
	30.06.2023	31.03.23	30.06.22	31.03.23
Income				
Revenue from Operations	67,713	68,770	71,328	2,71,530
Expenses				
COGS	56,682	54,601	55,116	2,14,797
Operating Profit	11,031	14,170	16,212	56,734
<i>Operating Profit Margin %</i>	<i>16.3%</i>	<i>20.6%</i>	<i>22.7%</i>	<i>20.9%</i>
Other income	246	574	465	1,747
EBITDA	5,549	7,619	9,783	31,902
<i>EBITDA Margin</i>	<i>8.2%</i>	<i>11.1%</i>	<i>13.7%</i>	<i>11.7%</i>
Finance costs	1,357	955	1,429	5,361
Cash Profit	4,192	6,664	8,353	26,541
<i>Cash Profit Margin</i>	<i>6.2%</i>	<i>9.7%</i>	<i>11.7%</i>	<i>9.8%</i>
Depreciation and amortisation expense	2030	1282	1850	7817
Profit Before Tax	2162	5382	6503	18724
Tax expense:	577	281	1254	2695
Exceptional Item	166	1773	0	2575
Profit After Tax	1585	5101	5249	13454
Other Comprehensive Income/(Loss)	129	6	21	88
Comprehensive Income for the period	1548	3333	5270	13542
Paid-up Equity Share Capital	5025	4505	4505	4505
Earning per Share	3.20	11.5	12.09	36.1
Cash EPS	8.34	14.8	18.54	58.9

Historical Financial Performance

INR Cr

Particulars	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23
Sales	410.4	634.9	646.1	746.3	713.3	709.3	605.0	687.7	677.1
Cost of Materials consumed	251.7	334.7	366.2	427.1	447.4	409.4	371.9	400.3	422.5
(Increase)/ Decrease in Inventories	-46.8	23.9	-9.0	-3.9	-48.9	-17.9	-30.9	5.5	-16.4
Employee benefits expense	43.4	51.8	52.5	53.2	55.0	59.5	59.8	56.6	63.0
Power & Fuel	49.2	59.6	67.8	68.8	79.2	80.9	71.2	70.8	77.4
Other expenditure	62.9	91.1	91.5	93.4	87.4	98.7	73.7	84.1	77.6
Total Expenses	360.5	561.1	569.0	638.6	620.1	630.6	545.7	617.3	624.1
Net Income (Exclusively Operating EBIDTA)	50.0	73.8	77.1	107.8	93.2	78.7	59.3	70.4	53.0
Other Income									
Net Income (Operating EBIDTA)	50.0	73.8	77.1	107.8	93.2	78.7	59.3	70.4	53.0
Non operating income/exp	1.2	2.4	2.7	-0.8	4.7	3.1	4.0	5.7	2.4
EBIDTA	51.1	76.2	79.8	107.0	97.9	81.8	63.3	76.2	55.4
Finance Costs	11.5	11.4	13.0	11.2	14.3	16.4	13.3	9.6	13.6
PBDT (Cash Profit)	39.6	64.8	66.8	95.8	83.6	65.3	49.9	66.6	41.9
Depreciation & Amortisation expense	19.3	18.1	18.0	15.0	18.5	22.1	24.8	12.8	20.3
Profit / Loss Before Tax	20.4	46.7	48.8	80.8	65.1	43.3	25.1	53.8	21.6
Tax Expenses	7.1	16.9	5.1	14.2	12.5	9.7	1.9	2.8	5.8
PAT	13.2	29.8	43.7	66.6	52.5	33.5	23.3	51.0	15.8
Extraordinary item- Gain / (Loss)				-12.3	0.0	-3.2	-4.8	-17.7	-1.7
Net Profit/ (Loss) for the period	13.2	29.8	43.7	54.3	52.5	30.3	18.4	33.3	14.1
Other Comprehensive Income (After Tax)	0.3	0.7	1.6	-1.5	0.2	0.3	0.3	0.1	1.3
Total Comprehensive Income for the period	13.5	30.5	45.3	52.7	52.7	30.6	18.7	33.3	15.4

About us

Sangam (India) limited was incorporated in 1984, promoted by Shri RP Soni, first generation entrepreneur & technocrat. SIL become a public limited company in 1992 and listed on both the major exchanges of India in NSE and BSE.

SIL main business activities are Textile & garment manufacturing. Company has expanded its products portfolio into full value chain in textile, manufacturing of yarn, fabric, fabric processing and Garment, etc.

Company has build 4 state of the art manufacturing facilities situated in Bhilwara & Chittorgarh, Rajasthan, India

- Yarn (PV Fiber dyed, Grey yarn, & Cotton Yarn):96,150 MT
- Fabric Production (Denim & PV fabric) :80.4 MMPA
- Fabric Processing :72 MMPA

- Knitted Fabric : 5,500 MTPA
- Garments : 5.6 MPPA

PV blended dyed/grey/cotton yarn

PV blended dyed/grey/cotton yarn

Fabric processing

Garments

Unique Business Propositions of Sangam India Limited

- Long standing presence over 35 years & established brands.
- One of the largest producers of Poly Viscose Dyed Yarns in South East Asia, in oligopolistic market segment.
- Diversified product mix from Yarn (PV & Cotton), Fabric (PV woven, Denim, Knitted), Garments, etc. A rare company in India who is having such a large & diversified product mix.
- Key player in the organized PV Fabric segment. SIL is very strong contender having limited competition in large & institutional supplies.
- Diversified customer base across segments & geography worldwide.
- Manufacturing centricity and Economy of scale
- One of the niche player in Seamless Garments manufacturing in India.
- Brand C9 Air wear brings of progressive seamless wear to maximize flexibility, mobility and performance, while enhancing comfort and confidence, as Intimate Wear, Active Wear, Yoga Wear, Shapewear and Leisure Wear for women.

Vision, Mission & Values



VISION



At Sangam, we strive to build enterprises driven by excellence which maximises customer satisfaction and create value for all stakeholders.

MISSION



To maximise customer value and expand customer base with focus on consumer business segment while keeping pace with changes in external environment.

VALUES



Commitment: We are committed to foster trusted client relationships and to enhance stakeholders' value. We enable others to trust us by delivering on our accountabilities and stand by decisions when they are made. We expect to follow ethical business practices with complete transparency and open communication.

Integrity: We carry our responsibilities in honest and trustworthy manner. We expect to uphold high standard of conduct and to have integrity in all our thoughts and actions.

Professionalism: We expect to conduct ourselves in professional manner even in the most challenging circumstances.

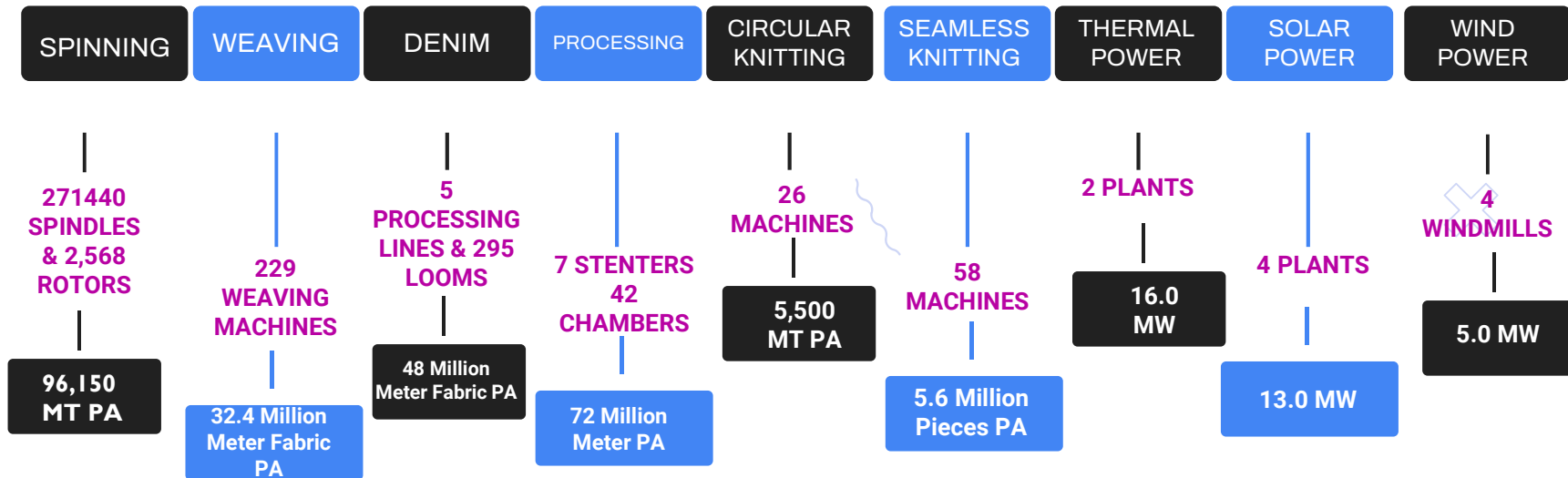
Quality: Our endeavour is to provide high quality products and adhere to world-class standards.

Adaptability: We remain steadfastly adaptable to changing dynamic environment.

PRODUCTION CAPACITY



Company's totally integrated infrastructure equipped to produce quality products ; from yarn to garments, includes Spinning, Weaving, Processing, Denim, Knitting & Garments Manufacturing supported by innovative styles, cutting-edge technology. Company has also invested heavily in developing and upgrading its infrastructure for better productivity and quality.





Incorporated as a Private Limited Company by Mr R. P. Soni & started operations with 8 weaving machines.

1984

Converted to Public limited as 'Sangam (India) Limited, raised fund through first IPO of 3.2 Mn shares @ Rs15 each

1993

Backward integration into spinning (Installed 17,280 spindles for PV dyed yarn)

1995

Capacity expansion by 11,520 spindles to spinning capacity and 3.8 MW Captive power plant

1998

2000

Capacity expansion by 8,640 spindles, 16 weaving machines and 1.9 MW Captive power plant

2003

Capacity expansion by 26,592 spindles and 10 MW Coal based thermal power plant

2006

Amalgamation of SPBL Limited (A process house) with the Company

2009

Major Expansion by 1.13 Lakhs spindles, 130 weaving & 12 knitting machines and captive thermal power plant of 6 & 15 MW

MAJOR MILESTONES

Cntd on next slide

MAJOR MILESTONES

Expansion in weaving/ processing unit at village Atun

2011

Expansion of denim unit, process unit, texturing yarn, open end yarn, knitting unit

2013

Installation of balancing machineries on its existing units

2014

Garment Unit 36 Machines, 10,080 spindles and 56 weaving machines

2015

Expansion by 32832 spindles for manufacturing of cotton yarn at sareri unit,

2022

Installed one Rope dyeing unit (24 Rope) and 78 looms at Denim unit

2018

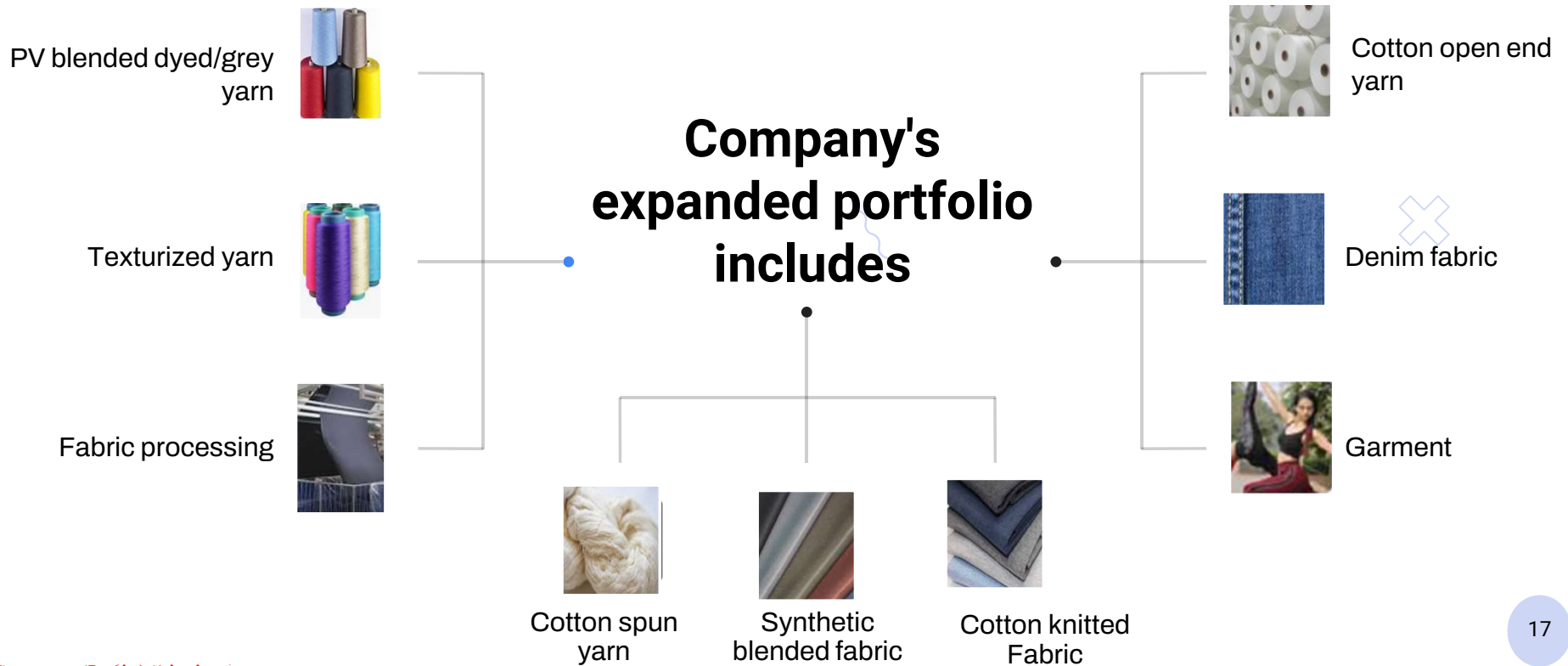
Expansion by 26,736 spindles for manufacturing of PV dyed yarn at Soniyana , 74 weaving machines

2016

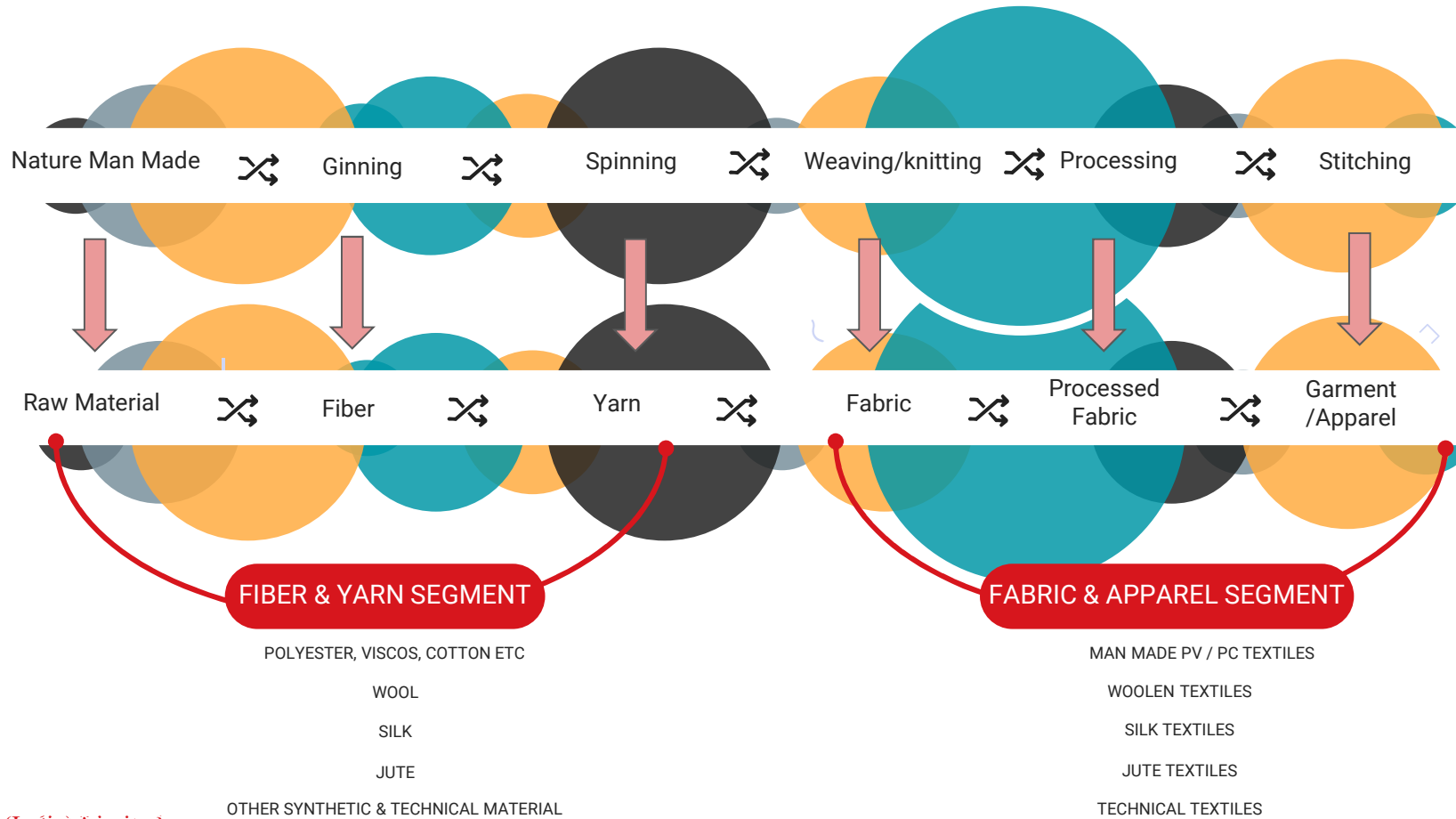
PRODUCT PORTFOLIO



SIL focused to deliver the best-in class products across the textile value chain.



TEXTILE VALUE CHAIN



Manufacturing Facilities



Atun, Bhilwara :
Weaving,
Processing &
Garment Plant



Atun, Bhilwara:
Seamless Garment
Unit



Biliya Kalan,
Bhilwara: Spinning
Plant Unit-I, Denim
Weaving &
Processing Plant



Sareri, Bhilwara:
Spinning Plant Unit-
II



Soniyana,
Chittorgarh Spinning
Plant Unit-III

Company has five manufacturing facilities located at Bhilwara and Chittorgarh in Rajasthan.

Sangam Way Forward

On Going Expansion Plan



Cotton Expansion Project

Outlay of 138 cr: it will add yarn capacity of 10,500 MT PA and expected COD in Quarter 2 FY 23-24



Garment Project

Outlay of 157 cr, 106 machines under wholly owned subsidiary SVL: project will be commenced in phase manner and final COD expected in Dec 2023.



Denim Expansion Project

Costs outlay INR 180 cr – 81 Looms for Denim Fabric manufacturing for captive consumption and expected COD is Oct 23



PV Fabric Expansion Project I

Company has envisaged further expansion in weaving unit with project out lay of 108cr, putting 67 new advance technology looms and expected COD is Oct 23.



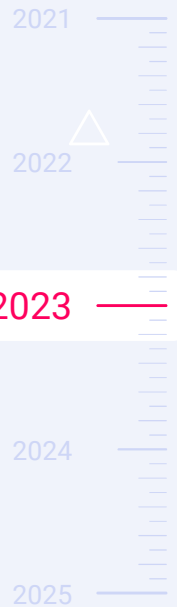
PV Fabric Expansion Project II

Company has envisaged expansion in weaving unit with project out lay of 178cr, putting 44 looms, warehouses, Labor accommodation, and expected COD in Q3 2024.



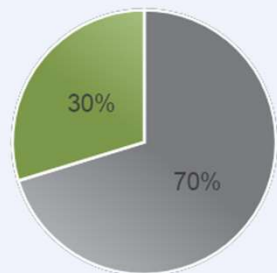
Yarn Expansion Project

Company has envisaged expansion in Spinning unit with project out lay of 326cr, putting 9120 Spindles in cotton yarn & 2400 Open End Rotors & modernisation of PV spindles, Labor accommodation, warehouses and expected COD in Q2 2025.



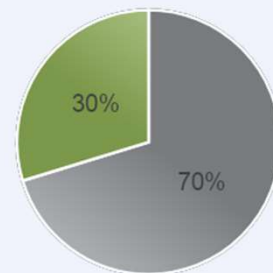
Shareholding Pattern As on 30.06.2024

June-23



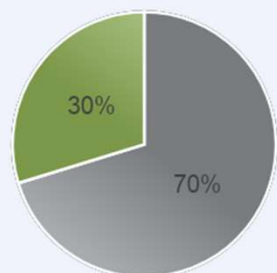
□ Promoters □ FIIs □ DIIs □ Public

March-23



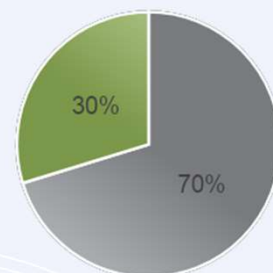
□ Promoters □ FIIs □ DIIs □ Public

Dec-22



□ Promoters □ FIIs □ DIIs □ Public

Sep-22



□ Promoters □ FIIs □ DIIs □ Public

21

SANGAM : External Credit Rating

Instrument Type	Maturity Date	Size of Issue (million)	Rating	Rating Action
Term loan	Jan-32	INR5,371.4 (reduced from INR4,179.2)	IND A/Stable	Affirmed
Proposed term loan	-	INR3,910	IND A/Stable	Assigned
Fund-based working capital limits	-	INR4,500	IND A/Stable	Affirmed
Proposed fund-based working capital limits	-	INR1,770	IND A/Stable	Assigned
Non-fund-based working capital limits	-	INR1,541.4	IND A1	Affirmed
Proposed non-fund-based working capital limits	-	INR400	IND A1	Assigned
Rating	Issued on 02.06.2023			
Name of the Rating Agency :	India Ratings and Research Pvt. Limited (A Fitch Group Company)			
Instruments with this rating are considered to have adequate degree of safety regarding timely servicing of financial obligations. Such instruments carry low credit risk.				
Earlier Company was Rated				
Date	Long Term Facilities	Short Term Facilities		
23.03.22	Ø Affirmed at 'IND A' Outlook Stable	Ø Affirmed at 'IND A1'		
03.02.21	Ø Affirmed at 'IND A' Outlook Stable	Ø Affirmed at 'IND A1'		
11.12.19	Ø Affirmed at 'IND A' Outlook Negative	Ø Affirmed at 'IND A1'		
29.11.18	Ø Downgraded to 'IND A'	Ø Affirmed at 'IND A1'		
13.10.17	Ø Affirmed at 'IND A+'	Ø Downgraded to 'IND A1'		
26.10.16	Ø Affirmed at 'IND A+'	Ø Affirmed at 'IND A1+'		
01.10.15	Ø Upgraded to 'IND A+'	Ø Upgraded to 'IND A1+'		
13.09.14	Ø Upgraded to 'IND A-'	Ø Upgraded to 'IND A1'		
04.12.13	Ø Upgraded to 'CARE BBB+'	Ø Upgraded to 'CARE A2'		

The background features a central composition of two overlapping circles, one light blue and one light pink. Surrounding these are several decorative elements: a series of thin, light blue wavy lines in the upper right and lower right corners, and a similar series of wavy lines in the lower left corner. The overall aesthetic is clean and modern.

THANK YOU.