

NITIN SPINNERS LTD.



NITIN

REF: NSL/SG/2023-24

Date : 10.11.2023

BSE Ltd.

Phiroze Jeejeebhoy Towers

Dalal Street

Mumbai – 400 001

Company Code – 532698

National Stock Exchange of India Ltd.

Exchange Plaza, C-1, Block G,

BandraKurla Complex,

Bandra (E),

Mumbai – 400 051.

Company ID - NITINSPIN

Sub. : Investors' Presentation on the Financial Results for the Quarter and Half Year ended 30th September, 2023 in pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015

Dear Sir/ Madam,

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations 2015, please find attached copy of Investors' Presentation on the Financial Results for Quarter and Half Year ended 30th September, 2023. The same is also available on the website of the Company www.nitinspinners.com.

This is for your information & records please.

Thanking you,

Yours faithfully,

For- Nitin Spinners Ltd.

(Sudhir Garg)

Company Secretary & VP (Legal)

M.No. ACS 9684

Encl. a/a

CIN. : L17111RJ1992PLC006987

Regd. Office & Plant : 16-17 Km. Stone, Chittor Road, Hamirgarh, Bhilwara (Raj.) 311 025

Tel. : 286110 to113, Fax : 91-1482-286114 & 117

E-mail : nsi@nitinspinners.com, Website : www.nitinspinners.com

SUPIMA®
WORLD'S FINEST COTTONS



ISO
9001:2015
Quality
Management

ISO
14001:2015
Environmental
Management

OHSAS
45001:2018
Occupational
Health and Safety
Management

EnMS
50001:2018
Energy
Management

SA 8000:2014
SOCIAL
ACCOUNTABILITY



USTERIZED®



Nitin Spinners Limited

Q2 & H1 FY24

Investor Presentation

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Nitin Spinners Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. 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.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

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



About Us

Established in **1992** Headquartered in Bhilwara (Rajasthan)

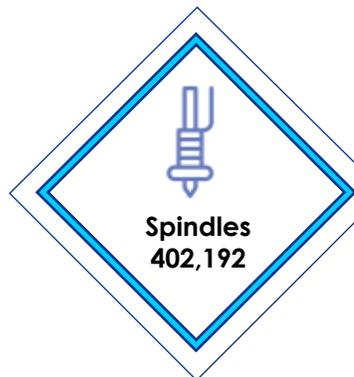
Plants located at **Bhilwara & Chittorgarh, Rajasthan**

Global Presence Across **50+ countries**

Current Production Capacity

- Yarn – 1,00,000 Tons
- Knitted - Fabric 11,000 Tons
- Finished - Woven Fabric 40 Mn Mtr

Our Current Capacities



Strong Capabilities

H1 FY24 Revenue ~Rs. **1,354.5 Crs**

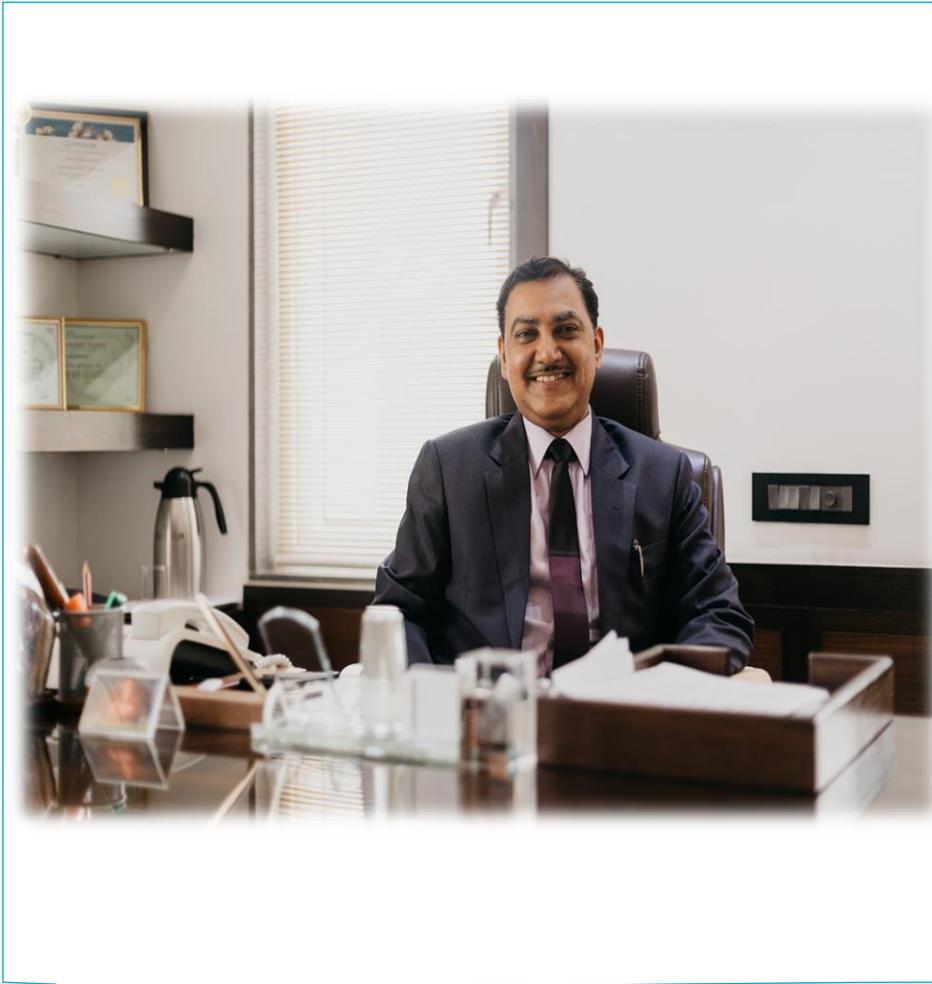
Export Contributed **57.0%** in H1 FY24

Robust Distribution Network

Technology driven

ESG Focused

Consistent Performance
CAGR FY18-23 Revenue – 16%



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

“The overall performance across our product segments is encouraging.

We have seen a steady uptick, and I'm pleased to report that our domestic markets are holding up well, particularly in areas such as Woven fabric and Home textiles segment. While we have faced some challenges on margin front due to subdued export demand, we are optimistic that we will see improvements in the coming quarters.

It's essential to emphasize that our commitment to progress remains unwavering, as we are continuously focusing on value added segments and improvement in production and cost efficiencies , to improve the margins.”

Production and Sales Volumes



	Q2 FY24	Q2 FY23	Q1 FY24	H1 FY24	H1 FY23
<u>Production</u>					
Yarn (MT)	21,824	12,330	18,959	40,783	29,021
Knitted Fabric	1,154	547	742	1,896	2,202
Woven & Finished Fabrics					
Griege Woven Fabric Production (Mn Mtrs)	8.79	6.68	9.0	17.79	13.68
Finished Fabric Production (Mn Mtrs)	8.0	5.69	7.38	15.38	11.80
<u>Sales Volume</u>					
	Q2 FY24	Q2 FY23	Q1 FY24	H1 FY24	H1 FY23
Yarn (MT)	18,874	8,867	14,217	33,091	20,120
Knitted Fabric	1,165	765	773	1,938	2,310
Woven & Finished Fabrics					
Woven Fabric Sales (Mn Mtrs)	8.94	5.95	8.48	17.42	13.11

Revenue Bifurcation



	Q2 FY24		Q2 FY23		Q1 FY24		H1 FY24		H1 FY23	
<u>Products</u>	Rs. Crs	%	Rs. Crs	%	Rs. Crs	%	Rs. Crs	%	Rs. Crs	%
Yarn	517.3	70.2%	330.9	65.5%	409.8	66.4%	927.1	68.5%	791.7	65.2%
Fabrics	177.9	24.1%	148.5	29.3%	162.6	26.4%	340.5	25.1%	349.8	28.8%
Others	42.2	5.7%	26.4	5.2%	44.7	7.2%	86.9	6.4%	73.2	6.0%
Total	737.4	100.0%	505.8	100.0%	617.1	100.0%	1,354.5	100.0%	1,214.7	100.0%

	Q2 FY24		Q2 FY23		Q1 FY24		H1 FY24		H1 FY23	
<u>Geographical Split</u>	Rs. Crs	%	Rs. Crs	%	Rs. Crs	%	Rs. Crs	%	Rs. Crs	%
Exports	429.7	58.3%	242.0	47.8%	343.0	55.6%	772.7	57.0%	668.9	55.0%
Domestic	307.7	41.7%	263.9	52.2%	274.1	44.4%	581.8	43.0%	545.9	45.0%
Total	737.4	100.0%	505.9	100.0%	617.1	100.0%	1,354.5	100.0%	1,214.7	100.0%

Profit and Loss Statement



Particulars (Rs. Crs)	Q2 FY24	Q2 FY23	Q1 FY24	H1 FY24	H1 FY23
Total Revenue	737.40	505.88	617.12	1,354.52	1,214.71
EBITDA	81.98	57.02	76.10	158.08	165.96
EBITDA Margin (%)	11.12%	11.27%	12.33%	11.67%	13.66%
Depreciation	24.41	21.90	23.03	47.44	43.68
Other Income	0.32	0.84	1.01	1.33	1.66
Finance Cost	15.19	8.53	15.12	30.31	19.99
Profit Before Tax	42.70	27.43	38.96	81.66	103.95
Tax	11.00	-1.68	10.06	21.06	9.26
Profit After Tax	31.70	29.11	28.90	60.60	94.69
PAT Margin (%)	4.30%	5.75%	4.68%	4.47%	7.78%
EPS (As per Profit after Tax)	5.64	5.18	5.14	10.78	16.84
Cash EPS	9.98	9.07	9.24	19.22	24.61

Balance Sheet Statement

Assets (Rs. Crs)	Sept-23	Mar-23
Non-current assets	1,763.48	1,421.98
Property, Plant and Equipment	1,586.99	1,010.04
Capital work-in-progress	156.07	340.26
Intangible Assets	0.87	1.05
Other non-current assets	19.55	70.63
Current assets	777.08	796.00
Inventories	372.96	492.04
Financial Assets		
(i) Trade receivables	287.64	222.66
(ii) Cash and cash equivalents	0.08	0.07
(iii) Bank balances other than (ii)	0.39	0.36
(iv) Other Financial Assets	0.32	1.37
Current Tax Assets (Net)	3.36	-
Other Current Assets	112.33	79.50
TOTAL	2,540.56	2,217.98

Equity & Liabilities (Rs. Crs)	Sept-23	Mar-23
EQUITY	1,074.48	1,028.90
Equity Share Capital	56.22	56.22
Other Equity	1,018.26	972.68
Non-Current Liabilities	969.41	658.90
Financial Liabilities		
(i) Borrowings	862.83	561.15
Deferred Tax Liabilities (Net)	100.95	92.71
Provisions	5.63	5.04
Current liabilities	496.67	530.18
Financial Liabilities		
(i) Borrowings	352.94	418.59
(ii) Trade Payables	71.38	52.29
(iii) Other Financial Liabilities	63.40	47.90
Other Current Liabilities	8.24	8.85
Provisions	0.71	0.57
Current tax liabilities (net)	-	1.98
TOTAL	2,540.56	2,217.98

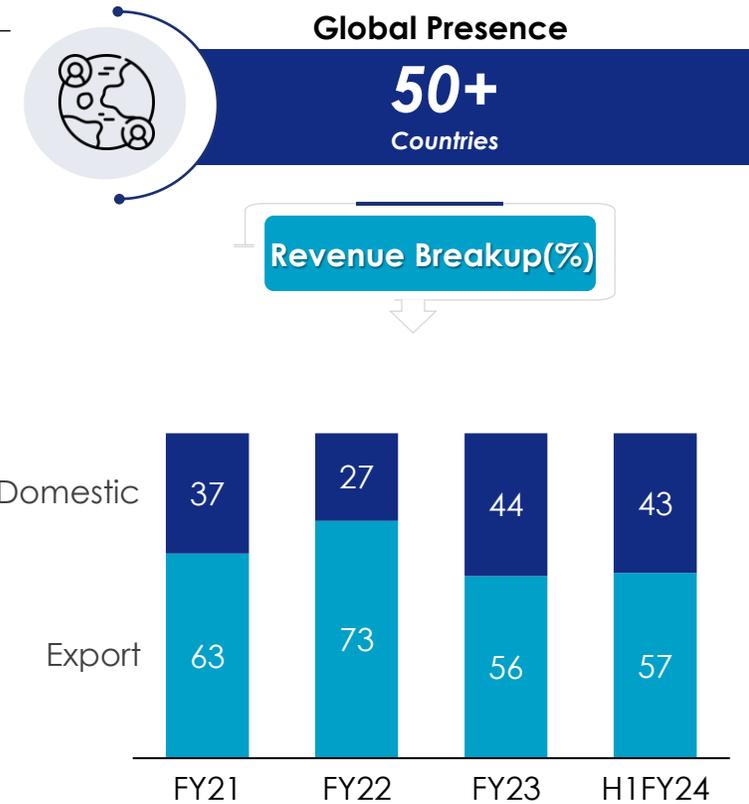
Cash Flow Statement



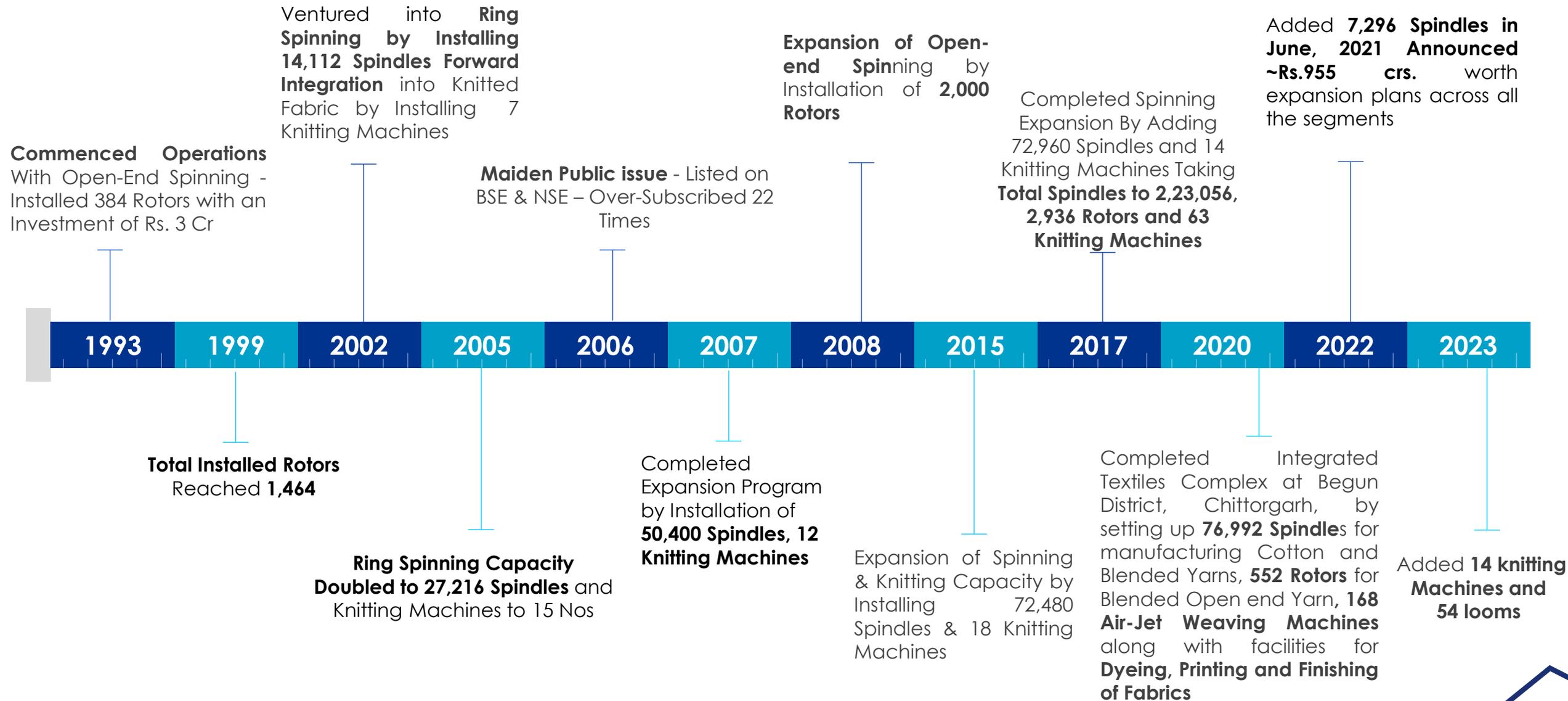
Particulars (Rs. Crs)	30-Sept-23	30-Sept-23
Operating profit before working capital changes	159.30	168.85
Changes in working capital	53.59	77.57
Cash generated from operations	212.89	246.42
Direct taxes paid (net of refund)	-16.56	-20.57
Net Cash from Operating Activities	196.33	225.85
Net Cash from Investing Activities	-387.99	-72.65
Net Cash from Financing Activities	191.67	-145.41
Net Change in cash and cash equivalents	0.01	7.79

Strong Presence in Domestic & Major International Markets

~56% of Total revenue comes from exports



Two Decades And Counting...



Wide Product Range & End-User Application



Yarn

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

Knitted Fabric

- Single Jersey
- Open width with Elastene
- 3 + fleece
- Interlock
- Rib etc

Finished Woven Fabric

- 100% Cotton, Cotton Spandex Fabrics.
- Poly/Cotton, Poly/Cotton Spandex Fabrics.
- RFD, Bleached, Dyed, Print and Yarn Dyed Fabrics with Various Special Finishes like, Teflon, Wrinkle Free
- Water Repellant, Nano Care, Soil Release, Anti Bacteria Finish, Aero Finish, Bio Polish etc.
- Various Weaves -Twill, Gabardines, Broken Twill, Ripstop, Canvas, Mattie's, Ducks, Plain Tussor, Dobby, Cord ,Ottoman, etc.
- Health & Eco – Friendly Fabrics made from BCI/Organic Cotton

Fully equipped to add customer value

Fully equipped to add customer value

- Well equipped R&D facility and pilot plants to offer wide range of samples
- R&D for developing value-added products has led to value creation for both global and domestic client base

Versatile product mix & innovative offerings

- Offering complete range of products that fulfills the wide end industry needs and **State of Art Fabric Designing facilities** helps to develop innovative design
- We aim to become an Integrated Textiles manufacturer by Forward and Vertical integration

Cost efficient operations

- Efficient Project Execution of large projects leading to savings in capital cost and faster utilization of assets
- Manufacturing plants located on the national highways in cotton growing belt and in proximity to major ports giving logistics and cost advantages

Focus on sustainable products and processes

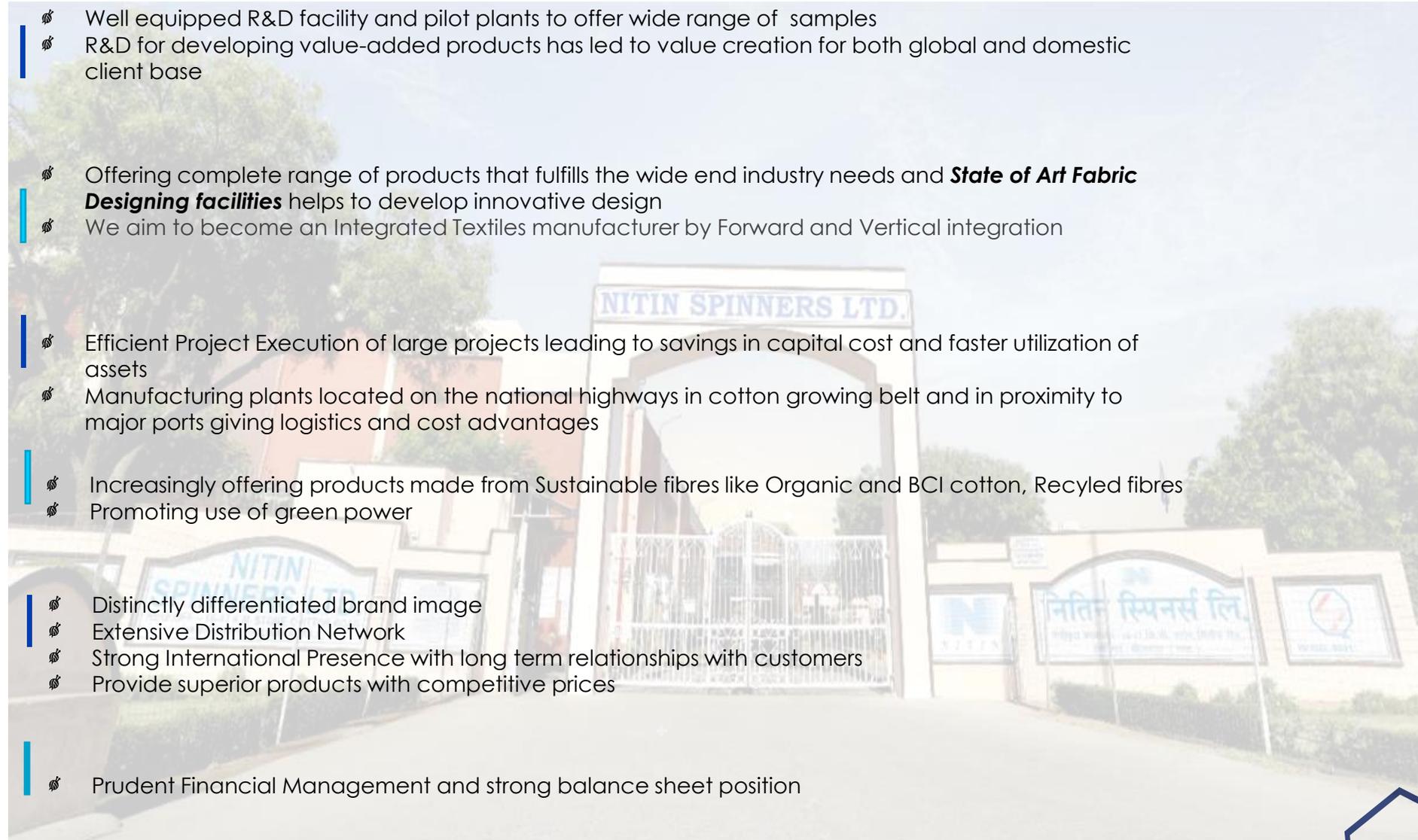
- Increasingly offering products made from Sustainable fibres like Organic and BCI cotton, Recycled fibres
- Promoting use of green power

Preferred international supplier

- Distinctly differentiated brand image
- Extensive Distribution Network
- Strong International Presence with long term relationships with customers
- Provide superior products with competitive prices

Strong financial position

- Prudent Financial Management and strong balance sheet position



Capacity Expansion across Segments



Capacity expansion at a total project cost of ~Rs. 955 crores



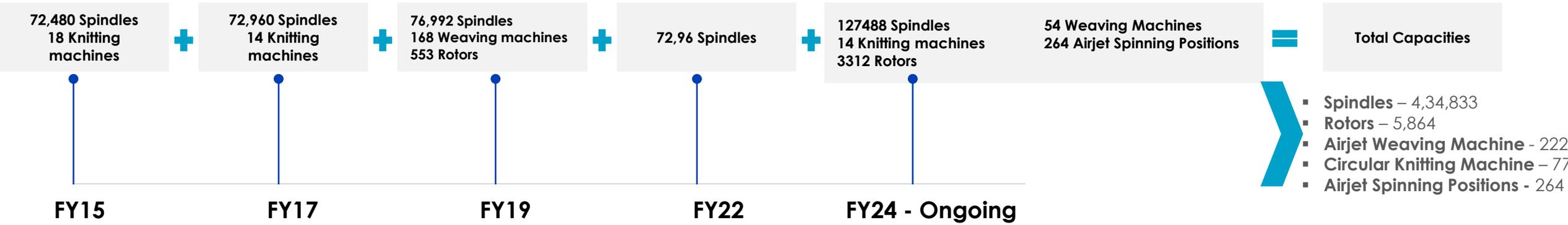
	Existing	Post Capex
Spinning (TPA) in Thousand	75	110
Knitted Fabric(TPA) in Thousand	9	11
Woven Fabric (Mn Mtrs)	30	40

- Capacity expansion across all the segments – Spinning, Knitting, weaving and Finishing
- Weaving and Finishing Capacities, Knitting capacities already commissioned and in spinning division 94848 spindles, 3312 Rotors and 264 Airjet Spinning Positions Installed. Balance 32640 Spindles are under implementation
- Project executed within the projected cost and timelines, with enhanced automations and modernisation
- Strengthen company's market position and widen the product portfolio
- Increase our presence in cotton blended Yarns and fabrics
- Renewable Solar power capacity of 4.12 MW and another 2.6 MW under implementation. Total capacity post these two implementations will be 15 MW by Q3 FY24
- The company has decided to add further 3.9MW of Solar Power capacity which will be implemented by Q4 FY24

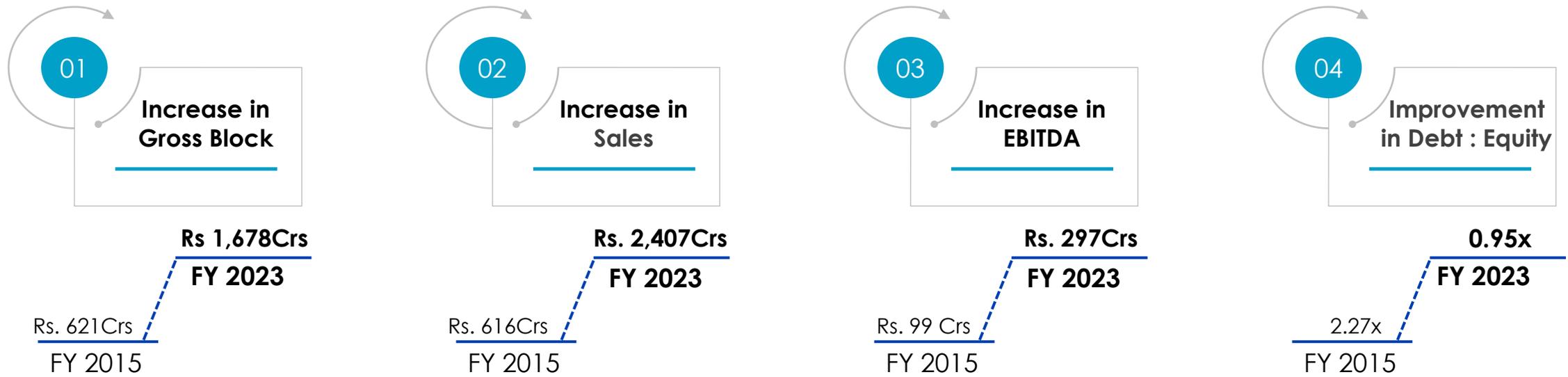
➤ **Addition of 1.55 lac equivalent spindles thereby increasing total number of equivalent spindlage from ~3.32 lac to ~4.87 lac (Spindles & Rotors) along with additional capacities of knitting and weaving**

Strong Capacity profile built over the years...

Year wise Capacity Addition



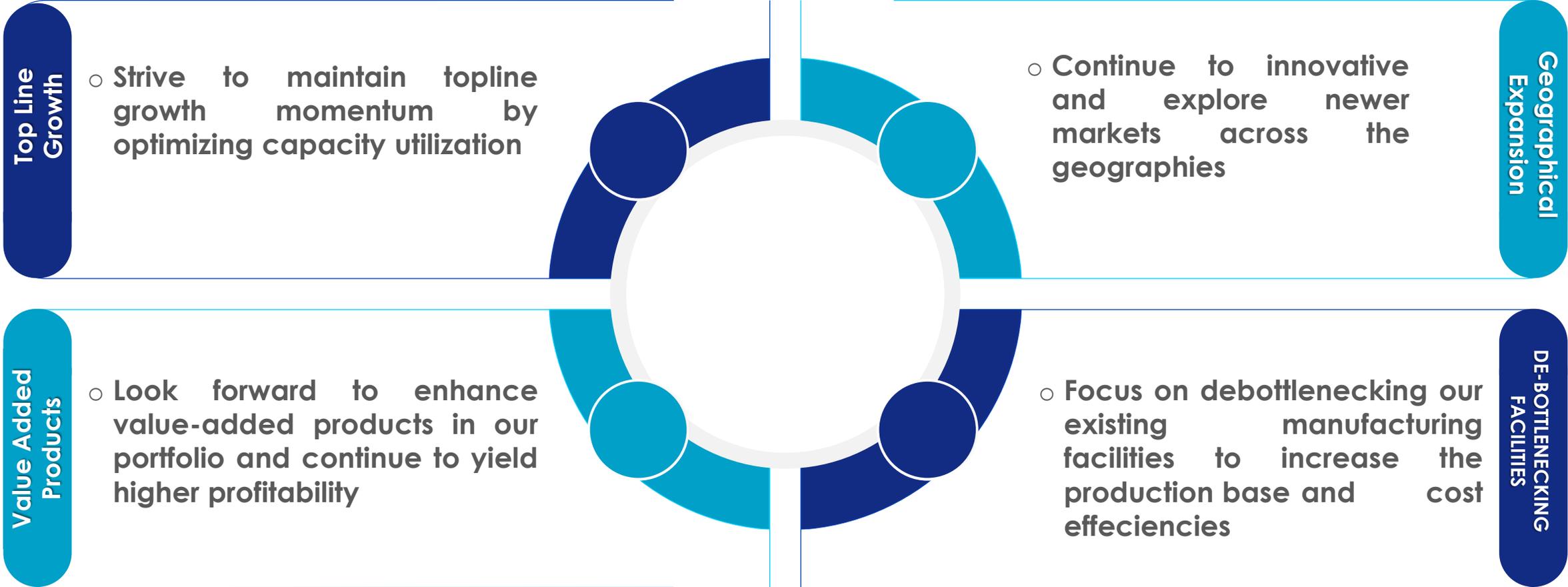
Efforts taken over last few years in building capacities played out well!



Consistent Performance



Rs. Crs	FY18	FY19	FY20	FY21	FY22	FY23	CAGR (FY18-23)
Revenue from Operations	1,145	1,243	1,438	1,624	2,692	2,406	16%
EBITDA	155	178	170	257	652	176	14%
PAT	52	64	24	69	326	165	26%
ROACE	12%	9%	6%	11%	36%	12%	-
ROAE	13%	13%	5%	12%	37%	17%	-
Net Worth	417	483	494	563	876	1,029	20%



Awards and Certificates

Awards



- ☞ **TEXPROCIL Gold Trophy** for the highest export performance in Cotton Yarn-Counts 51s & above under Category I for the year 2020-21
- ☞ **Silver Trophy** for the second highest export performance in Cotton Yarn - Counts 50s & below under Category III for the year 2019-20 and bronze trophy under category II for the year 2015-16
- ☞ **Gold Trophy** for the highest export performance in Grey fabrics- under Category II for the year 2020-21
- ☞ **Silver Trophy** for Second Highest Exports in the category of Grey Fabrics for the years 2006-07, 2007-08 and 2017-18 and Bronze Trophy for the years 2010-11, 2014-15 and 2015-16
- ☞ **Conferred** with Rajasthan Energy Conservation Award and won first prize in large scale spinning category for the year 2022, 2014-15 and 2015-16 and won second prize in 2017-18 and 2018-19
- ☞ **State Award** for "Excellence in Exports" for the years 2020-21, 2016-17, 2013-14, 2010-11 and 2007-08 by the Government of Rajasthan

Certificates

☞ The company is having all quality certification as per International Standards

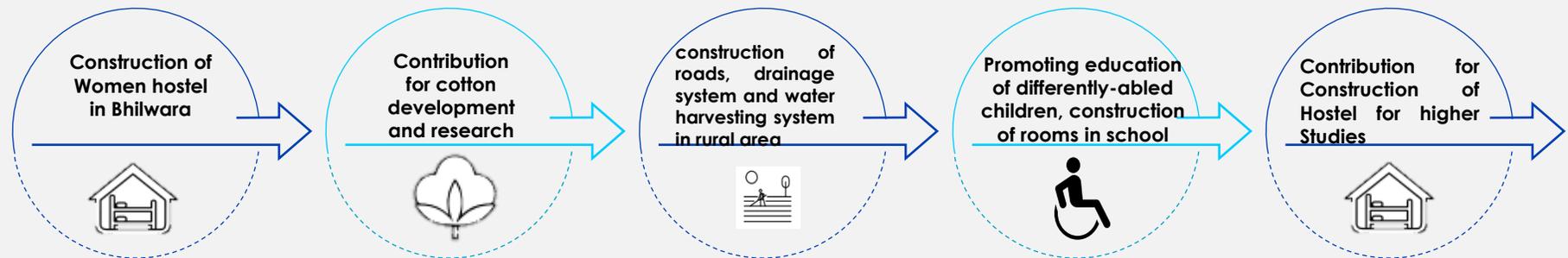


Major ESG and CSR initiatives by the company

ESG Initiatives

- ☞ Conservation of water by installing Zero liquid discharge system, Sewage water treatment plant and Rainwater Harvesting
- ☞ Use of renewal energy by installation of solar roof top plant & solar water heaters
- ☞ Conservation of Energy by installing energy efficient equipment and various energy saving measures
- ☞ Use of Sustainable cotton and fibres

CSR Initiatives



Company :



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

www.nitinspinners.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

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

www.sgapl.net