



REF: HSL/SEC/2024/62

Date: September 09, 2024

The National Stock Exchange of India Limited

Listing Department
Exchange Plaza, Bandra Kurla Complex
Bandra (East)
Mumbai 400 051
Symbol: HIMATSEIDE

BSE Limited

Department of Corporate Services
Floor 25, Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
Security code no.: 514043

Sub: Disclosure pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Intimation of schedule of Investors Meeting & Investor Presentation.

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015 (“SEBI LODR Regulations”), the senior management of the Company will be interacting with Institutional Investors as per the details given below:

Date of the meeting	Location	Particulars	Type	Mode
September 10, 2024; September 11, 2024	Mumbai	Physical meeting between senior management of the Company and Institutional Investors / Analysts	One-to-one meetings	Physical

Please note that no unpublished price sensitive information is proposed to be shared during the meeting(s).

Note: The above schedule may undergo changes due to exigencies on the part of the investors or the Company.

The discussion will be under the purview of Investor Presentation enclosed herewith, which is also available on the Company's website <https://www.himatsingka.com/investors>

We request you to take the above on record.

Thanking you,

Yours faithfully,

For **Himatsingka Seide Limited**

Bindu D.
Company Secretary & Compliance Officer
M.N. A23290

Himatsingka Seide Limited

Registered Office: 10/24 Kumara Krupa Road
High Grounds, Bangalore 560 001, India
T +91 80 2237 8000, F +91 80 4147 9384
E hslblr@himatsingka.com

CIN L17112KA1985PLC006647

www.himatsingka.com



Himatsingka Seide Limited
Corporate Presentation

September 2024

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PRESENTERS



Mr. Shrikant Himatsingka
Executive Vice Chairman &
Managing Director

Mr. Shrikant Himatsingka is the Executive Vice Chairman, Managing Director and one of the promoters of our Company. He has been a Director of the Company for the past 21 years since 2003



Mr. Sankaranarayanan M
President - Finance and Group
CFO

Mr. M. Sankaranarayanan is the President- Finance and Group Chief Financial Officer of our Company. He is a fellow member of the Institute of Chartered Accountants of India and a qualified Company Secretary. He has several years of experience in diversified industries including infrastructure, steel, power, and hospitality



Mr. Manu Kapur
President- Business Development
(Group)

Mr. Manu Kapur is the President- Business Development Group of our Company. He has completed his post graduation diploma in international Trade from Indian Institute of Foreign Trade. He has several years of experience in various aspects of business development including strategy, client relations and sales etc.



Our Vision

Redefining possibility and delivering distinction through the relentless pursuit of excellence

Our Purpose

Making Better Lives Possible

Our Values

Trust
Respect
Courage
Foresight
Agility
Quality
Unity



**Introduction to
Himatsingka**

**Investment
Thesis**

**Core
Strategies**

**Summary
Financials**

Annexures

ABOUT HIMATSINGKA [1/2]

**39 Years of
Legacy**

8



Domestic & Global Brands

35



Countries Served

04



Vertically Integrated
Manufacturing Facilities

INR 5794 Cr.



Total Asset Base

7851



Associates

Data as of March 31, 2024

Wide Range of Home Textile Solutions

ABOUT HIMATSINGKA [2/2]



We are amongst the **top five companies** in India in terms of **cotton spinning capacities** under one roof

Capacity — 211,584 Spindles

We are amongst **India's top five companies** in terms of Sheeting manufacturing capacities equipped with an integrated Sheeting Plant

Capacity — 61 MMPA (Million Meters per Annum)

We are amongst **India's top five companies** in terms of **terry towel manufacturing capacities** equipped with an integrated Terry Towel Plant

Capacity — 25,000 TPA (Tonnes per Annum)

We produce a **suite of Drapery and Upholstery Products** to cater to soft home brands

Capacity — 2 MMPA (Million Meters per Annum)

We are amongst the major Indian **home textile players** with strong Home Textile brand and private portfolios

8 Owned Brands

We have licensed and patented **DNA track and trace technology** used in our products

Patented DNA Technology for Cotton Traceability

We have a **global team and a global presence**

7,851 Associates servicing 35 countries



Vertically Integrated Textile Company that designs, develops, manufactures and distributes a suite of textile products.

Four Integrated manufacturing facilities including installed capacities for Bedding Products, Bath Products, Drapery & Upholstery Products and Cotton Yarn Products.

Distribution capabilities are powered by a suite of licensed and owned brands, and private label portfolios.

Data for Capacity is as of June 30, 2024

EXTENSIVE SUITE OF PRODUCTS, DISTRIBUTION NETWORKS, BRANDS AND PRIVATE LABEL PORTFOLIOS [1/2]



CORE TOWELS



FASHION TOWELS



BEACH TOWELS



KITCHEN TOWELS



HOSPITALITY



CLEANING TOWELS

Piece Dyed Dobby Towels,
Piece Dyed Jacquard
Towels

Yarn Dyed Dobby Towels,
Yarn Dyed Jacquard
Towels

Print & Jacquard Towels,
Printed Towels

Piece Dyed Dobby Towels,
Yarn Dyed & Printed
Towels

Hospitality & Institutional
Towels

Piece Dyed, Yarn Dyed &
Printed Hand & Multiutility
Hand Towels

TOTAL BATH SOLUTIONS

Extensive Suite of Home Textile Solutions

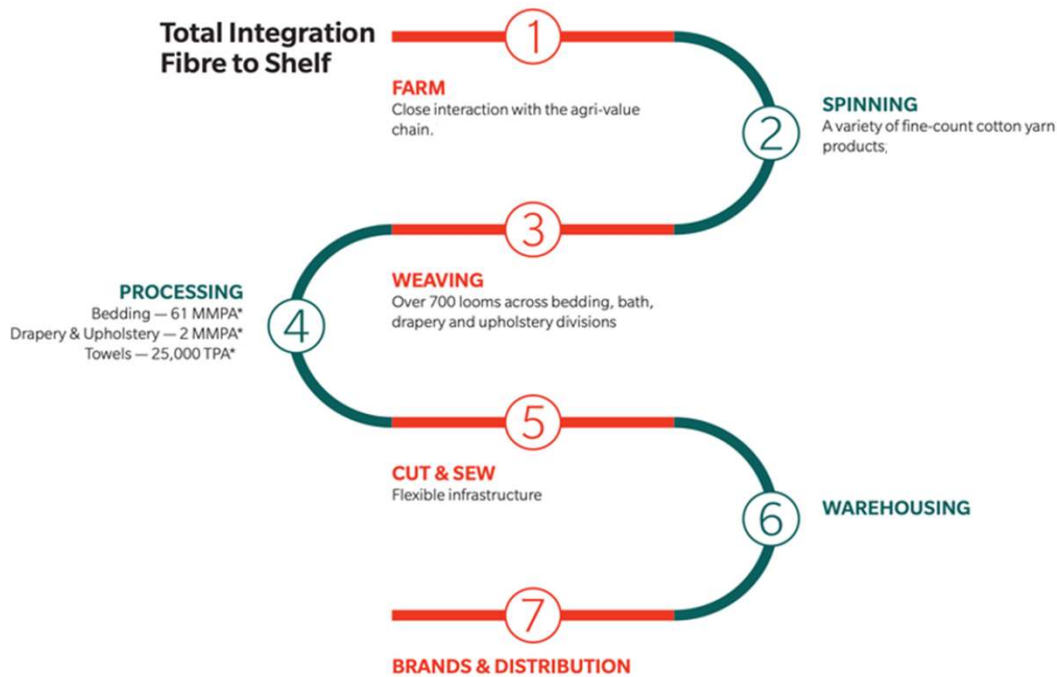
EXTENSIVE SUITE OF PRODUCTS, DISTRIBUTION NETWORKS, BRANDS AND PRIVATE LABEL PORTFOLIOS [2/2]

					
CORE BEDDING	FASHION BEDDING	COMFORT BEDDING	UTILITY BEDDING	SEASONAL BEDDING	BEDDING ACCESSORIES
Dobby & Jacquard Sheets, Solid Woven Sheets	Printed Sheets, Comforters & Quilts	Yarn Dyed & Fiber Dyed Jersey Sheets, Solid & Printed Jersey Sheets	Down Alternative Comforters, Mattress Pads & Pillows	Yarn Dyed & Printed Flannel Sheets, Solid Flannel Sheets	Decorative Pillows, Fleece Blankets, Weighted Blankets

TOTAL BEDDING SOLUTIONS

Extensive Suite of Home Textile Solutions

VERTICALLY INTEGRATED BUSINESS MODEL BACKED BY TECHNOLOGY PLATFORMS AND TECHNOLOGY LED-INNOVATION



Completely integrated from fibre to shelf improves our response time and enables us to make high frequency product introductions that drive consumer choices.



*Data as of June 30, 2024



**Introduction to
Himatsingka**

**Investment
Thesis**

**Core
Strategies**

**Summary
Financials**

Annexures

KEY INVESTMENT HIGHLIGHTS [1/2]

Global Presence with Extensive Distribution Networks and Reputed Client Base



- ❖ Distribution capabilities powered by brand (owned and licensed) and private label portfolios that service over 117 clients across 35 countries worldwide.
- ❖ Our global clients include a cross section of global Fortune 500 retailers that operate across various retail formats and channels

Operating Manufacturing Facilities of Global Scale




- ❖ We built and operate four integrated manufacturing facilities across two campuses in Karnataka.
- ❖ Our plants are located in Hassan and Doddaballapur, cumulatively spread 393.38 acres

Vertically Integrated Business powered by Advanced Technology Platforms




- ❖ We operate a vertically integrated business model that gives us visibility of the entire value chain from fibre to shelf and also enables us to make high frequency product introductions that drive consumer choices
- ❖ Our vertically integrated manufacturing facilities are capable of producing an extensive suite of home textile products to service markets worldwide


Comprehensive Suite of Home Textile Products backed by Innovation, Strong Brand and Private Label Portfolios

- 
- ❖ We are amongst the top five companies in India for manufacturing home textile solutions that encompasses Bedding Products, Bath Products, and Cotton Yarn Products
 - ❖ We operate a suite of brands and extensive private label portfolios that position us to service global clients across product categories, channels, price points and markets

Strong Management Team and Talent pool led by Experienced Promoters

- 
- ❖ We are led by our Promoters, Dinesh Kumar Himatsingka (Executive Chairman) and Shrikant Himatsingka (Executive Vice Chairman and Managing Director) with both of them having a strong track record, extensive experience and deep expertise in the textiles industry
 - ❖ In addition, we have a strong senior management team, as well as a strong mid management team to ensure all functions across the value chain operate with optimal practices, systems and standard operating procedures

Strong ESG Commitment

- 
- ❖ We are committed to being a part of the global effort to create a more inclusive, fairer and greener world. We orient our strategies and efforts to ensure that we deliver on our ESG goals

OWNED DOMESTIC AND GLOBAL BRANDS

HIMÊYA®

Bellora®
SINCE 1883

HOMEGROWN™
COTTON
PROUDLY GROWN IN THE USA



Pina^ccott

organic^cott

Giza^ccott

atmosphere®



INSPIRED EXCELLENCE | www.himatsingka.com

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HIMATSINGKA IS LOOKING FORWARD TO DEEPEN IT'S ROOTS ACROSS INDIA

HIMÊYA®  atmosphere®

Capturing the Indian Market by catering to consumers across price points, age groups, product categories and aesthetic preferences

Currently present in 2286 Touchpoints across India spanning to 417 Cities with our brands Himeya, Liv and Atmosphere.

We reach our consumers through MBOs, department stores, E-commerce platforms, hypermarkets and hotels



EXPANDING GLOBAL CLIENT BASE

EXPANDING HORIZONS

Proudly Serving Clients in 35 Countries Worldwide



- | | | | | | | |
|--------|-----------|--------------|-------------|-------------|-------------|-----------|
| USA | Argentina | Sweden | Japan | Switzerland | Singapore | China |
| Canada | Peru | El Salvador | New Zealand | Netherlands | Malaysia | Latvia |
| Mexico | France | Denmark | India | Poland | Indonesia | Morocco |
| Chile | Germany | UAE | Mauritius | Panama | Pillippines | Australia |
| Brazil | UK | Saudi Arabia | Italy | Qatar | Thailand | Spain |

MANUFACTURING FACILITIES

Building and Operating Capacities at Global Scale



INTEGRATED SPINNING PLANT

MANUFACTURING FACILITIES

Building and Operating Capacities at Global Scale



INTEGRATED SHEETING PLANT

MANUFACTURING FACILITIES

Building and Operating Capacities at Global Scale



TERRY PLANT



DRAPERY & UPHOLSTERY PLANT

BOARD OF DIRECTORS



Mr. Dinesh Kumar Himatsingka
Executive Chairman



Mr. Shrikant Himatsingka
Executive Vice Chairman and
Managing Director



Mr. Shanmuga Sundaram Selvam
Executive Director



Mr. Harminder Sahni
Non-Executive Independent Director



Ms. Sandhya Vasudevan
Non-Executive Independent Director



Mr. Shyam Powar
Non-Executive Independent Director



Mr. Ravi Kumar
Non-Executive Independent Director



Mr. Manish Krishnarao Joshi
Nominee Director

LEADERSHIP TEAM

Senior Management Team with Extensive Experience



**Ms. Akanksha
Himatsingka**

*CEO – Home Textile
Solutions*



**Mr. Manu
Kapur**

*President – Business
Development (Group)*



**Mr. Sankaranarayanan
M**

*President – Finance and
Group Chief Financial
Officer*



**Major (Retd.) Kumud
Kumar**

*President – Human
Resources & Group CHRO*



**Mr. C.B.
Ganapathy**

*President – Corporate
Affairs & Group General
Counsel*



Mr. Brian Delp

*President – Sales &
Global Licensing (North
America)*

LONG-TERM ESG COMMITMENT



Waste Saved & Repurposed



No to Coal
Advance to Green Energy Platforms



Water Recovery



Reduce Annual Carbon Footprint



Reduce Annual Energy Footprint

Environment



Belief in sustainable growth and are dedicated to fostering a greener future.
Focus on minimizing waste, maximizing resource efficiency, and transitioning to cleaner energy sources

Social



Aligned with our purpose of Making Better Lives Possible, we are focused on our responsibility towards our people

Governance



We are committed to exercising and maintaining strong corporate governance practices and policies that strengthen Board and management accountability and promote the long-term interests of our shareholders



**Introduction to
Himatsingka**


**Investment
Thesis**

**Core
Strategies**


**Summary
Financials**

Annexures


Enhancing Capacity Utilisation Levels

- 
- ❖ Focused on maximizing asset and capacity utilization levels across our manufacturing facilities
 - ❖ Focus on our strong global client networks, presence across channels, diversified product portfolio and reach across major markets to drive our capacity utilization levels going forward

Expanding our Global Client Base

- 
- ❖ Grow our global client base by leveraging distribution capabilities that are powered by strong brand (owned and licensed) and private label portfolios that currently service over 117 clients worldwide across retail formats including department stores, clubs, e-commerce platforms, supermarkets, specialty stores, multi brand outlets and hotels amongst others

Expanding Global Footprint across Countries and Enhancing India Presence

- 
- ❖ Enhance and deepen our global market footprint from the current 35 countries we serve today. We remain focused on strengthening our footprint in jurisdictions across Europe, the Middle East, Asia Pacific & India
 - ❖ Increase our presence in the Indian market with three brands (Himêya, Atmosphere and Liv) across retail formats, product categories and price points

Enhancing Channel Depth and Reach

- ❖ Enhance channel depth across the various formats we service globally. They include hyper markets, departmental stores, discount retailers, clubs, importers, multi-brand outlets and e-commerce platforms, amongst other channels

Continuously Improving and Upgrading our Product Category Assortments

- ❖ We endeavor to stay relevant to our global clients by offering a suite of products that add value to their retail assortments
- ❖ We have made significant progress in **broadening our product assortments across all categories of bedding, bath and drapery & upholstery and believe our robust portfolios will aid in expanding our client base and diversify our global market presence**

Strengthening our Financial Position, Sweating Assets and Deleveraging of Balance Sheet

- ❖ We intend to reinforce our long-term financial stability by strengthening our balance sheet with additional equity to improve our Debt to Equity ratio
- ❖ In addition, we are also focused on optimizing working capital cycles and exploring divestment of some non-core assets to further strengthening our balance sheet

Creating Sustainable Manufacturing Platforms

- ❖ We are deeply committed to the global effort to create a more inclusive, fairer, and greener world by integrating sustainability into every aspect of our operations
- ❖ Our strategy focuses on building sustainable manufacturing platforms that minimize our environmental footprint while promoting resource efficiency and responsible energy consumption



**Introduction to
Himatsingka**

**Investment
Thesis**

**Core
Strategies**

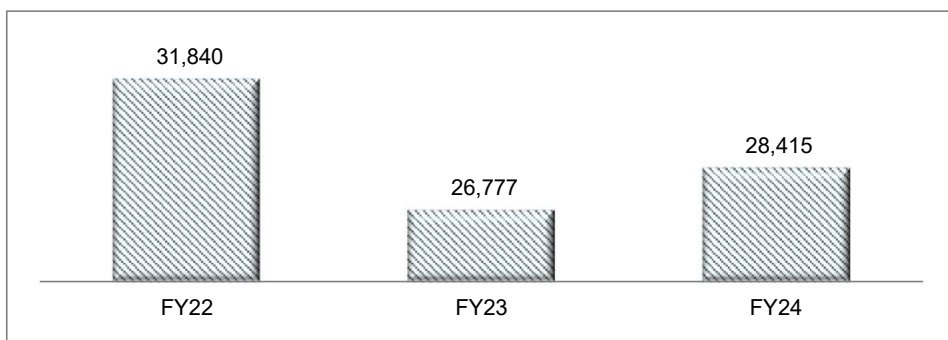
**Summary
Financials**

Annexures

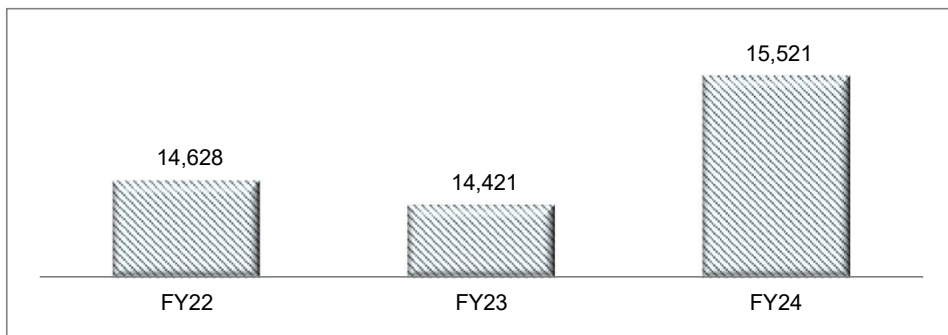
SUMMARY FINANCIALS

All figures in INR Millions

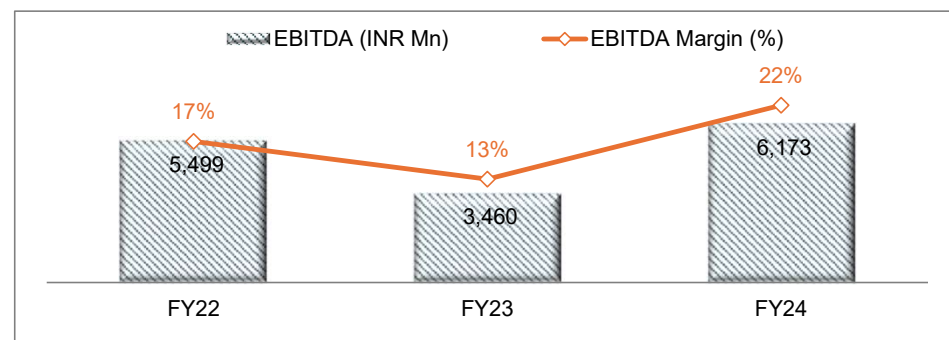
Total Revenue (INR Mn)



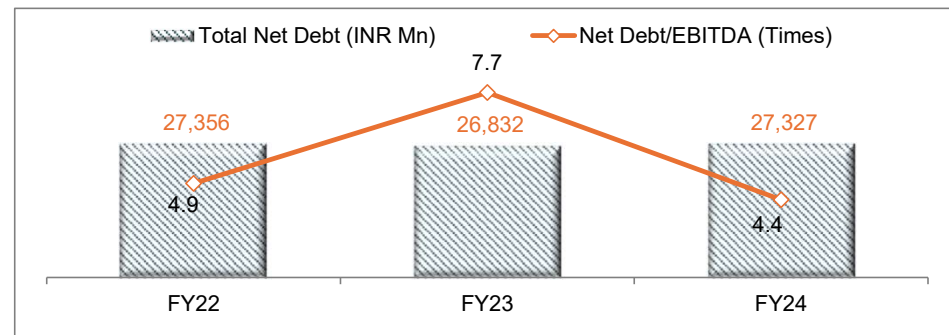
Net Worth (INR Mn)



EBITDA and EBITDA Margin (%)



Total Net Debt and Net Debt/EBITDA (Times)





**Introduction to
Himatsingka**

**Investment
Thesis**

**Core
Strategies**

**Summary
Financials**

Annexures

FINANCIAL STATEMENTS -BALANCE SHEET [1/2]

Particulars (INR Millions)	FY22	FY23	FY24
ASSETS			
Non-current assets			
Property, plant and equipment	25,258.09	24,077.77	22,940.46
Capital work-in-progress	442.85	298.81	322.11
Goodwill	4,841.53	5,238.67	5,308.61
Intangible assets	648.47	580.73	426.76
Investment property			
Right-of-use assets	1,009.61	943.04	791.65
Financial assets			
i) Investments	2.16	2.37	2.40
ii) Loans	5.61	5.61	-
iii) Other financial assets	200.32	220.67	232.07
Deferred tax assets, (net)	164.96	167.22	172.01
Income tax assets, (net)	136.03	151.40	151.40
Other non-current assets	658.50	536.43	359.77
Total non-current assets	33,368.10	32,222.72	30,707.24
Current assets			
Inventories	11,312.48	8,848.47	9,796.42
Financial assets			
i) Investments	130.95	96.45	17.19
ii) Trade receivables	3,994.57	6,700.24	9,016.57
iii) Cash and cash equivalents	1,154.90	587.50	354.43
iv) Bank balances other than cash and cash equivalents above	518.31	492.92	1,284.84
v) Loans	8.78	8.49	7.84
vi) Other financial assets	1,953.25	2,086.57	3,331.94
Other current assets	3,205.56	3,455.08	2,573.08
Assets held for sale	789.43	843.41	855.56
Total current assets	23,068.23	23,119.13	27,237.87
Total Assets	56,436.33	55,341.85	57,945.11

FINANCIAL STATEMENTS -BALANCE SHEET [2/2]

Particulars (INR Millions)	FY22	FY23	FY24
EQUITY AND LIABILITIES			
Equity			
Equity share capital	492.29	492.29	492.29
Other equity	14,204.85	13,997.86	15,097.21
Total equity	14,697.14	14,490.15	15,589.50
Liabilities			
Non-current liabilities			
Financial liabilities			
i) Borrowings	15,891.66	14,769.83	15,901.64
ii) Lease liabilities	1,013.87	983.03	896.75
iii) Other financial liabilities	-	-	-
Provisions	199.71	177.89	212.76
Deferred tax liabilities, (net)	972.35	816.32	1,008.73
Other non-current liabilities	2,660.31	2,478.87	2,298.19
Total non-current liabilities	20,737.88	19,225.94	20,318.07
Current liabilities			
Financial liabilities			
i) Borrowings	12,162.48	12,179.69	12,079.63
ii) Lease liabilities	148.96	127.77	100.44
iii) Trade Payables			
a) Total outstanding dues of micro and small enterprises	1,001.52	812.23	1,463.30
b) Total outstanding dues of creditors other than micro and small enterprises	6,081.04	7,332.94	6,951.75
iv) Other financial liabilities	646.85	753.73	637.14
Other current liabilities	361.41	310.68	314.27
Provisions	144.83	107.18	154.59
Current tax liabilities, (net)	454.23	1.56	336.42
Total current liabilities	21,001.31	21,625.77	22,037.55
Total liabilities	41,739.19	40,851.70	42,355.61
Total equity and liabilities	56,436.33	55,341.85	57,945.11

FINANCIAL STATEMENTS -PROFIT & LOSS STATEMENT

Particulars (INR Millions)	FY22	FY23	FY24
Income			
Revenue from operations	31,839.50	26,777.43	28,414.51
Other income	196.20	750.19	211.33
Total income	32,035.70	27,527.61	28,625.84
Expenses			
Cost of raw materials and packing material consumed	17,527.13	12,829.11	13,052.11
Purchases of stock-in-trade	1,941.79	653.35	-
Changes in inventories of finished goods, work-in-progress and stock-in-trade	-3,027.59	1,938.62	-849.55
Employee benefits expense	3,271.87	2,816.01	3,075.92
Finance costs	1,811.71	2,572.32	2,964.66
Depreciation and amortisation expense	1,584.26	1,640.33	1,581.04
Other expenses	6,823.28	5,830.14	7,174.05
Total expenses	29,932.45	28,279.88	26,998.22
Profit / (Loss) before tax	2,103.25	-752.27	1,627.62
Exceptional items	-	-	-
(Loss)/Profit before tax	2,103.25	-752.27	1,627.62
Tax expense	-	-	-
Current tax	429.04	1.54	519.31
Deferred tax	266.05	-113.01	-19.91
Total tax expense	695.09	-111.47	499.40
Profit / (Loss) for the year	1,408.16	-640.80	1,128.22
Other comprehensive income	-	-	-
A) Items that will not be reclassified to profit or loss	-	-	-
Re-measurements of defined employee benefit plan	2.31	38.71	-38.80
Income tax effect on above	-0.81	-13.53	13.56
B) Items that may be reclassified to profit or loss	-	-	-
Exchange differences in translating the financial statements of foreign operations	171.50	559.18	-55.91
Effective portion of gain on hedging instruments in cash flow hedge	19.98	-155.89	80.37
Income tax effect on above	-6.98	54.47	-28.08
Other comprehensive income for the year, net of tax	186.00	482.95	-28.87
Total comprehensive (loss) / income for the year	1,594.16	157.85	1,099.35
Earnings / (loss) per equity share (face value of ₹ 5 each)			11.46
Basic and diluted (in ₹) 34	14.3	-6.51	11.03

FINANCIAL STATEMENTS -CASH FLOW STATEMENT [1/2]

Particulars (INR Millions)	FY22	FY23	FY24
Cash flows from operating activities			
(Loss) / Profit for the year	1,408.16	-640.80	1,128.22
Adjustments for:	-	-	-
Finance costs	1,811.71	2,572.32	2,964.66
Interest income	-27.57	-37.30	-49.90
Net gain on sale of current investments	-6.04	-0.87	-
(Gain)/Loss on current investments carried at fair value through profit or loss	4.05	-	-
Provision for diminution in value of investment	-	-	-
Net (gain) / loss on disposal of property, plant and equipment	14.64	-189.58	57.44
Loss allowance on financial assets (net)	3.56	25.66	91.04
Amortized value of employee loans and security deposits	2.44	0.73	0.69
Depreciation and amortisation expense	1,584.26	1,640.33	1,581.04
Provision no longer required written back	-	-	-28.00
Income on derecognition of leases	-	-	-
Ineffective portion of hedging instrument	-	-	-
Net foreign exchange loss on non operating activities	10.71	47.28	-1.65
Rental income from operating lease	-	-	-9.46
Tax expense	695.09	-109.30	499.40
Operating cash flows before working capital changes	5,501.00	3,308.47	6,233.48
Changes in operating assets and liabilities	-	-	-
(Increase) / decrease in trade receivables	-623.42	-2,515.64	-2,497.61
(Increase) / decrease in inventories	-3,181.96	3,063.26	-858.38
(Increase) / decrease in other assets	-1,665.26	-50.27	170.61
Increase / (decrease) in trade payables	793.90	317.28	123.50
Increase / (decrease) in provisions	49.62	-20.76	43.49
Increase / (decrease) in other liabilities	23.45	-96.61	17.60
Cash generated from operations	897.33	4,005.73	3,232.68
Income taxes paid (net)	-218.80	-464.60	-9.33
Net cash flow from operating activities (A)	678.53	3,541.13	3,223.35

FINANCIAL STATEMENTS -CASH FLOW STATEMENT [2/2]

Particulars (INR Millions)	FY22	FY23	FY24
Cash flows from investing activities			
Purchase of current investments			
Proceeds of sale of current investments (net)	70.05	35.37	
Interest received	28.46	54.00	44.23
Acquisition of property, plant and equipment and intangible assets	-1,475.83	-97.29	-484.16
Proceeds from sale of property, plant and equipment			
Income from investment property			9.46
Investment in fixed deposits	-4,213.77	-1,690.15	-3,790.02
Proceeds from fixed deposits maturity	4,228.58	1,719.87	3,046.72
Net cash flow from / (used in) investing activities (B)	-1,362.52	21.80	-1,173.78
Cash flows from financing activities			
Proceeds from / (repayment of) borrowings – Current (net)	2,092.04	407.02	-1,200.61
Proceeds from borrowings – Non-Current	5,077.41	6,978.81	3,691.62
Repayment of borrowings – Non-Current	-3,868.02	-8,637.26	-1,392.73
Dividends paid on equity shares	-49.23	-49.23	
Payment of lease liabilities	-194.22	-224.90	-184.33
Proceeds from government subsidies	554.99	274.85	128.90
Interest paid	-2,399.71	-2,758.23	-3,323.59
Net cash flow from / (used in) financing activities (C)	1,213.27	-4,008.94	-2,280.74
Net (decrease) / increase in cash and cash equivalents (A+B+C)	529.28	-446.01	-231.17
Cash and cash equivalents at the beginning of the year	671.93	1,154.90	587.50
Effects of exchange rate changes on cash and cash equivalents	-46.32	-121.38	-1.91
Cash and cash equivalents at the end of the year	1,154.90	587.50	354.43
Cash and cash equivalents comprise of			
Cash in hand	0.83	0.66	1.04
Balance with banks			
– in current accounts	914.97	586.84	353.39
– in deposit accounts (with original maturity of period of less than three months)	239.10	–	–
Total	1,154.90	587.50	354.43

Thank You



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