# **Himatsingka Seide Limited**

10/24, Kumara Krupa Road, High Grounds, Bangalore - 560 001, India.

Ref: SEC:0001:2:0917:KGN

June 6, 2017

Bombay Stock Exchange Ltd Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400 001 National Stock Exchange of India Ltd Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1 G Block, Bandra-Kurla Complex, Bandra (E) Mumbai - 400 051

Dear Sirs,

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirement) Regulation, 2015

Pursuant to the above mentioned regulations, we wish to inform you that the Company participated in an investor conference and the details thereof are given below:

Date	Organized by	Type of Meeting	Location
06.06.2017	B&K Annual Investor Conference	Investor	Mumbai
	– Trinity India -2006	Conference	

A copy of the presentation is forwarded to you and is placed on the Company's website.

We request you to kindly take the above information on your record.

Thanking you,

Yours faithfully, For Himatsingka Seide Limited

Ashok Sharma

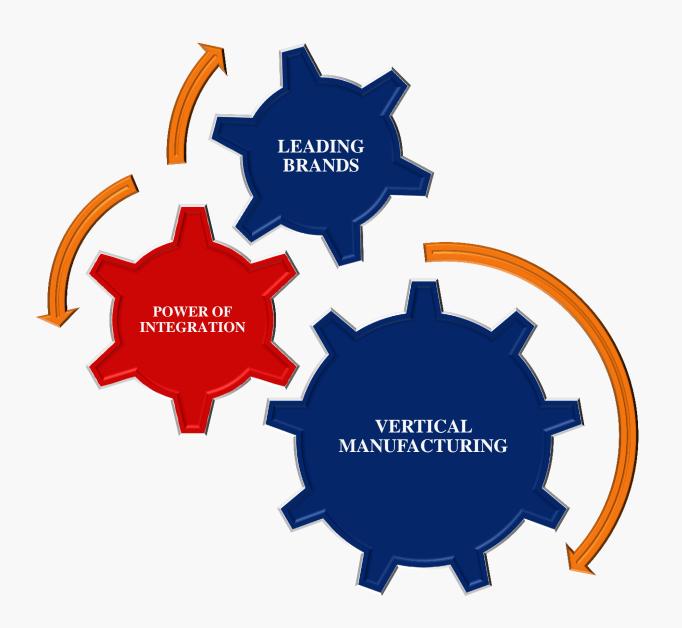
Vice President - Treasury, Taxation

& Company Secretary

Encl: as above

Phone: +91-80-4257 8000 Fax: +91-80-4147 9384

Email: hslblr@himatsingka.com Website: www.himatsingka.com CIN: L17112KA1985PLC006647

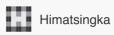




INVESTOR PRESENTATION

May, 2017

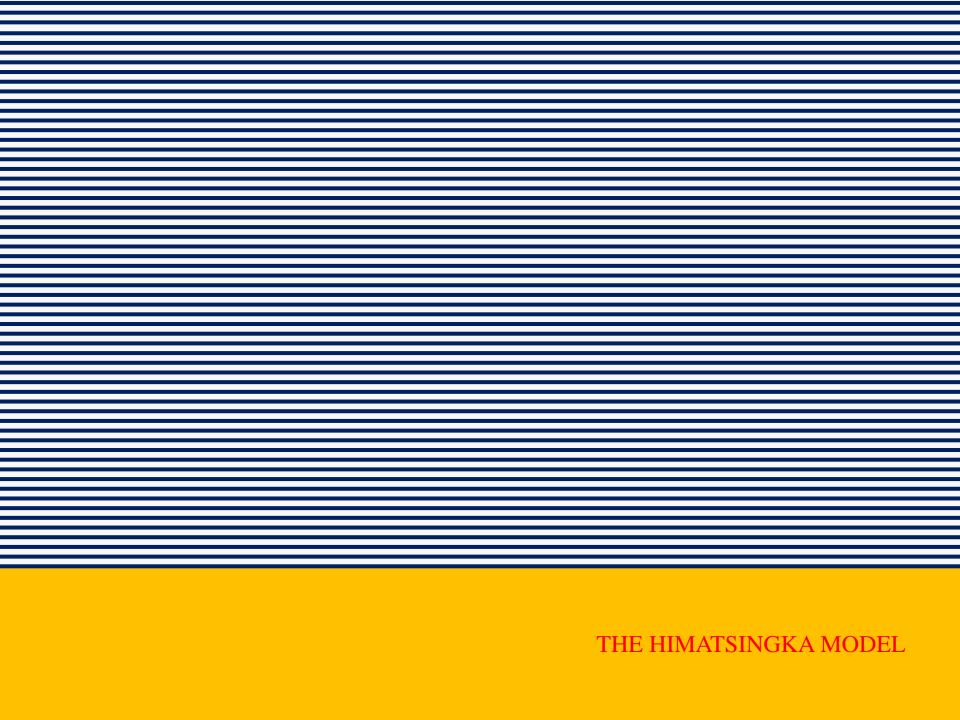
### SAFE HARBOUR DISCLAIMER



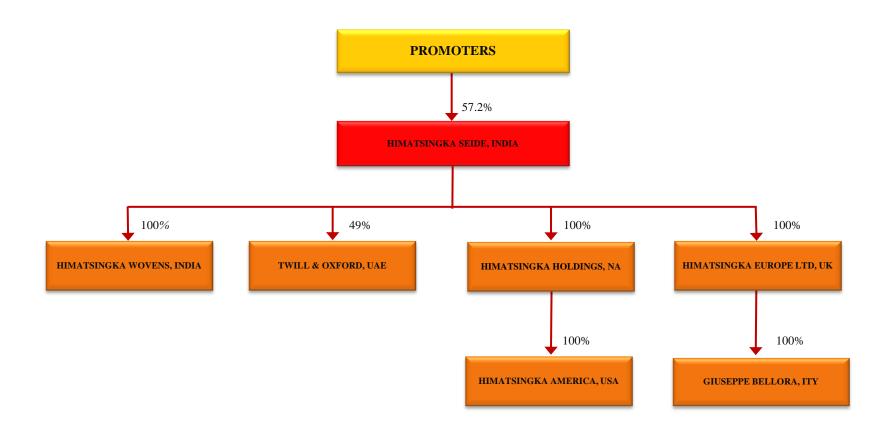
This presentation may contain statements about events and expectations that may be "forward looking," including those relating to general business plans and strategy of Himatsingka Seide Limited ("HSL"), its future outlook and growth prospects, and future developments in its businesses and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of risks and uncertainties, including future changes or developments in HSL's business, its competitive environment, its ability to implement its strategies and initiatives and respond to technological changes and political, economic, regulatory, market and social conditions in India and abroad. None of the projections, expectations, estimates, or prospects in this presentation should be construed as a forecast implying any indicative assurance or guarantee of future performance, nor that the assumptions on which such future projections, expectations, estimates, or prospects have been prepared are complete or comprehensive. Neither this presentation nor any other documentation or information (or any part thereof) delivered or supplied under or in relation thereto shall be deemed to constitute an offer of, an offering memorandum, a recommendation or an invitation by or on behalf of HSL, to sell or subscribe for or purchase any of it's equity shares or other security and should not, in whole or in part, form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of HSL

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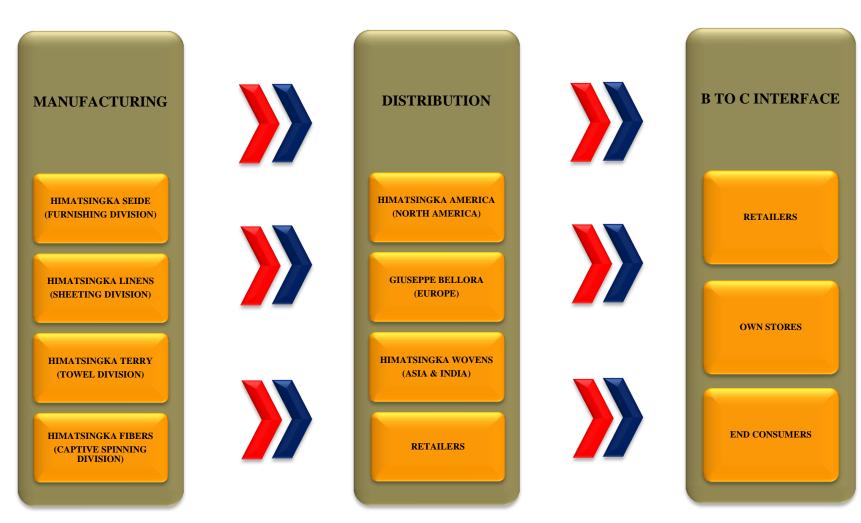






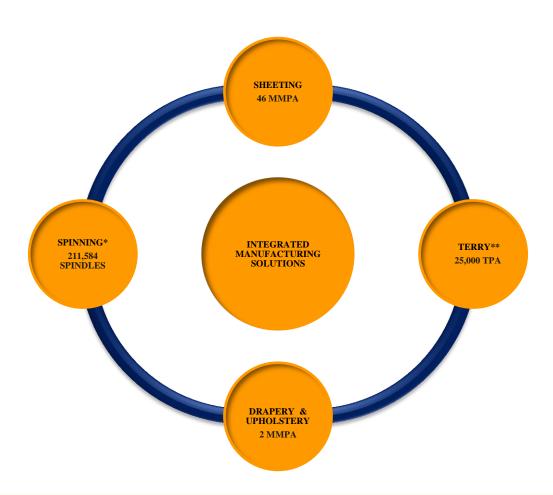
### THE HIMATSINGKA MODEL





### MANUFACTURING BUSINESS – THE NEW PLATFORMS





- BROWNFIELD EXPANSION OF SHEETING FACILITY COMMENCED OPERATIONS IN OCTOBER, 2016.
- \* SPINNING FACILITY IS UNDER CONSTRUCTION AND LIKELY TO COMMENCE OPERATIONS BY Q3 FY18.
- \*\*TERRY FACILITY IS TO COMMENCE CONSTRUCTION DURING FY18, TIME LINE TO BE ANNOUNCED SHORTLY.
- THESE FACILITIES WILL ENSURE TOP 5 SLOT ACROSS PRODUCT OFFERINGS

### DISTRIBUTION BUSINESS – DRIVEN BY BRANDS







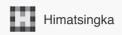








- REVENUES FROM BRANDS CROSSED RS 1,200 CRORE IN FY17
- OVER 10 BRANDS IN PROTFOLIO, HOWEVER, GOING FORWARD FOCUSING ON LARGER BRANDS IN THE PORTFOLIO
- BRANDS WILL ENHANCE QUALITY OF REVENUE STREAMS, SUSTAINABILITY AND INCREASE RELATIVE PRICING POWER
- PIMACOTT ONLY CREDIBALE COTTON TRACK AND TRACE TECHNOLOGY GLOBALLY. SUCCESSFULLY LAUNCHED IN FY17







WINNERS























1a Rinascente





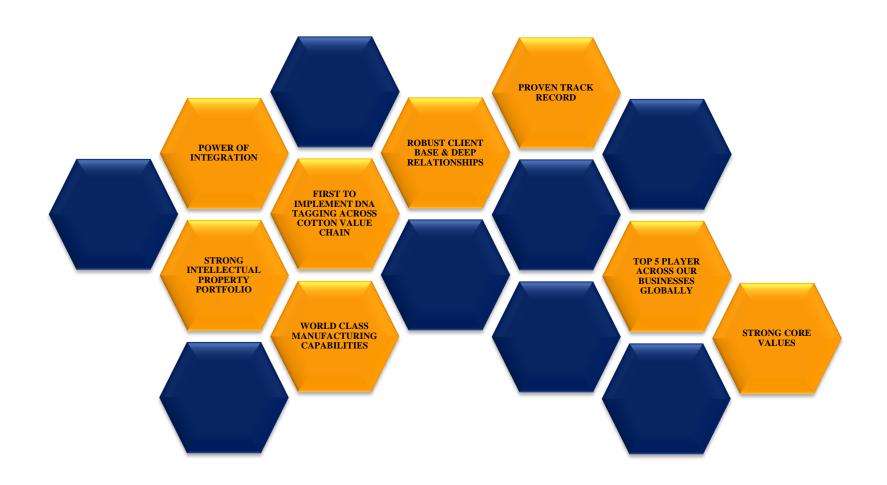


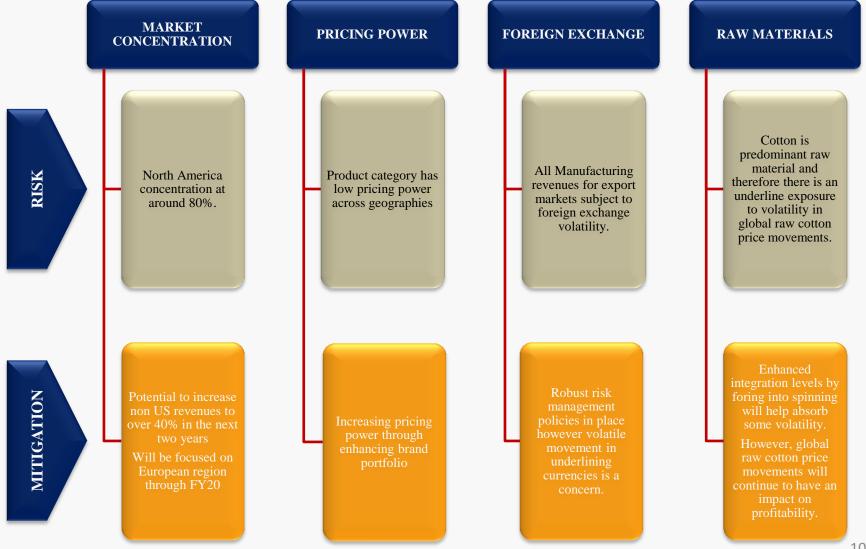
**NORDSTROM** 

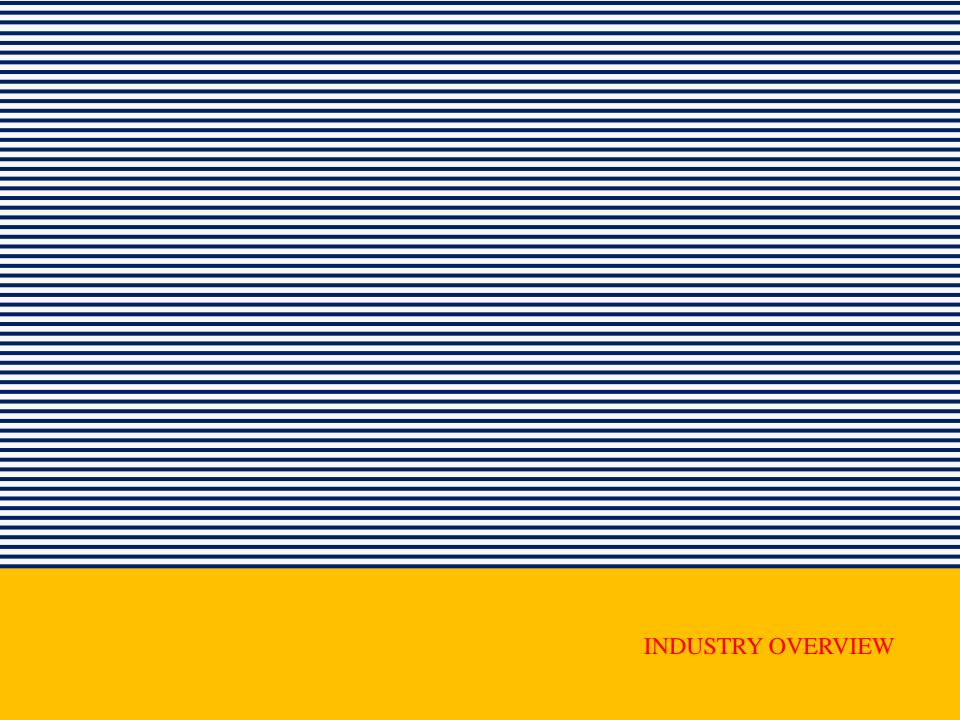




### GLOBAL REACH 7,000 POINTS OF SALE



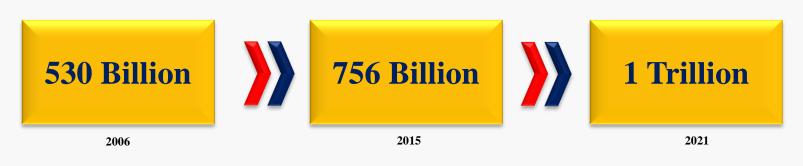




### INDUSTRY OVERVIEW – OPPORTUNITIES FOR GROWTH



GLOBAL TEXTILE & APPAREL TRADE IS ESTIMATED TO GROW AT 4.5% – 5.0%, LIKELY TO TOUCH USD 1 TRILLION BY 2020.



World Textile & Apparel Trade (in USD billion)

(Source: International Trade Statistics 2015, WTO)

INDIA'S SHARE OF US IMPORTS FOR COTTON MADE-UPS HAS GROWN FROM 14.0% IN 2006 TO 37.9% IN 2016. THERE IS SCOPE TO GROW FURTHER.



US Imports: % Share of India

### INDUSTRY OVERVIEW - OPPORTUNITIES FOR GROWTH







142 Billion



**>>** 

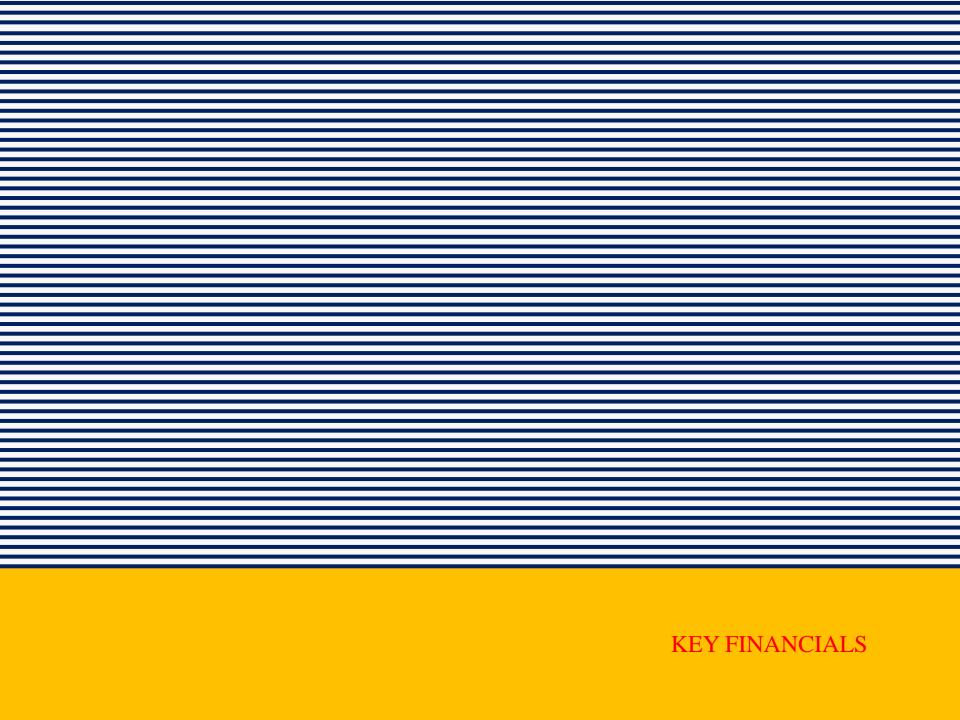
**CAGR 4.5%** 

177 Billion

2020

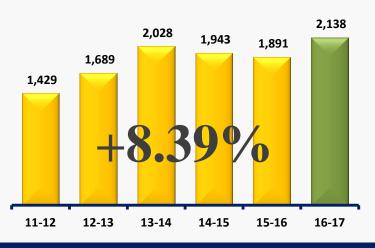
2015

Source: OTEXA, Industry Sources

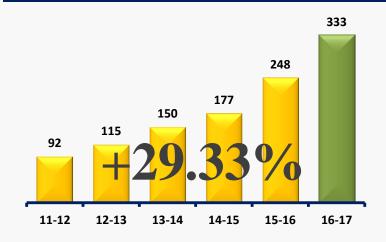




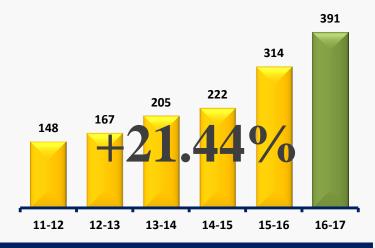
### TOTAL REVENUE (Rs. Crs / CAGR 5 Yrs (%))



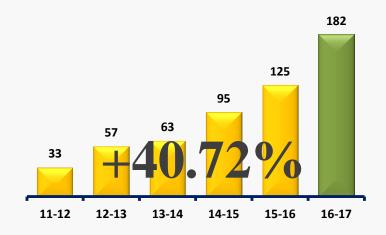
### EBIT (Rs. Crs / CAGR 5 Yrs (%))



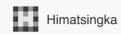
### EBITDA\* (Rs. Crs / CAGR 5 Yrs (%))

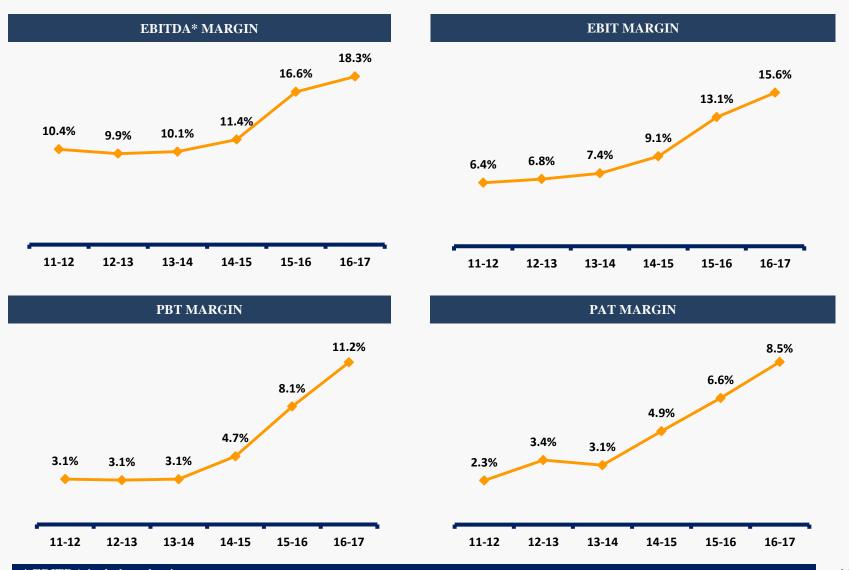


### PAT (Rs. Crs / CAGR 5 Yrs (%))



### KEY STATISTICS - IMPROVING CONSOLIDATED MARGIN PROFILE

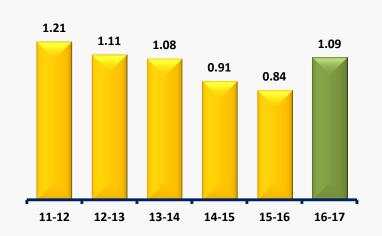




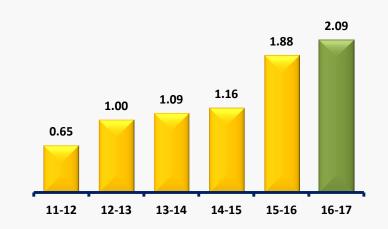
### **KEY STATISTICS – LEVERAGE RATIOS**



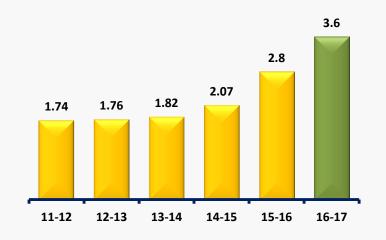
### NET DEBT / EQUITY (X)



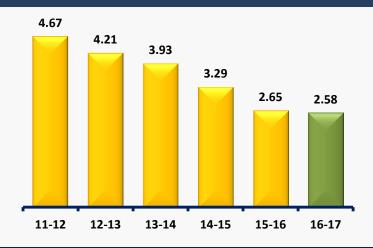
### DEBT SERVICE COVERAGE RATIO



### INTEREST COVERAGE RATIO



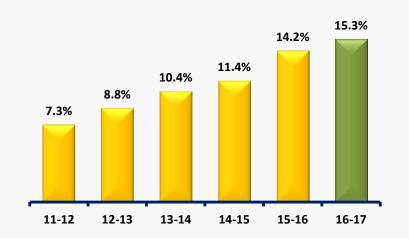
### NET DEBT / EBITDA



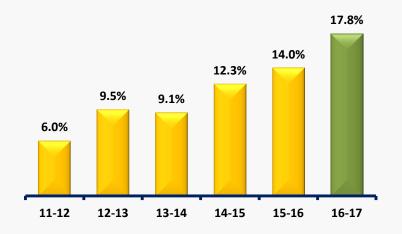
### **KEY STATISTICS – RETURN RATIOS**



### RETURN ON CAPITAL EMPLOYED (RoCE)



### **RETURN ON EQUITY (ROE)**



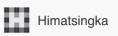
# "Focused on sweating assets"

### **FOCUS AREAS FOR FY 18**

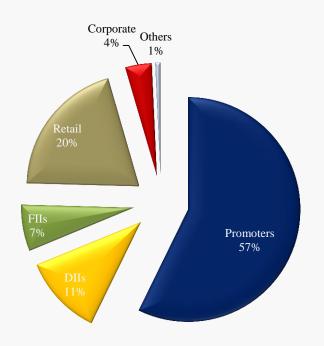
- Capacity of Sheeting Plant increased from 23 MMPA to 46 MMPA. Focus on placing further capacities.
- Commenced construction of the captive spinning facility at Hassan; on schedule for Q3 FY18 commercial production

• Construction of Terry Towel Plant to commence in FY 18.

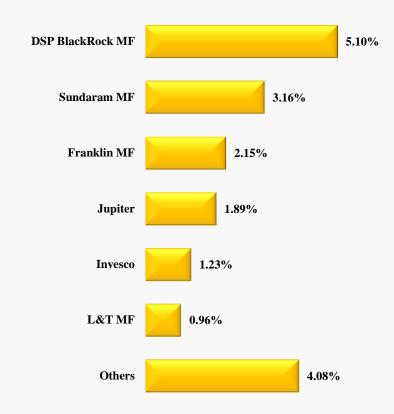
• Will continue to consolidate Brands portfolio. Revenues from Brands was approximately Rs. 1,200 crores in FY 17



### **SHAREHOLDING PATTERN AS ON MARCH 31, 2017**



### MAJOR INSTITUTIONAL INVESTORS



### THANK YOU



# For more information please contact:

# **Sachin Garg**

AVP– Finance (Treasury and Investor Relations)

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