

# ADVANCE SYNTEX LIMITED

Formerly known as ADVANCE SYNTEX PRIVATE LIMITED

Reg. off. : 233/2 & 238/2, POR G.I.D.C. RAMANGAMD, VADODARA - 391243

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E-mail : midas1002003@hotmail.com , Website : www.midasglitter.com

CIN No. : U17119GJ1990PLC014406

20<sup>th</sup> July, 2017

To,  
BSE Limited  
PhirozeJeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai – 400001.

Respected Sir / Madam,

**Sub: Submission of Investor Presentation.**

With reference to above, we enclose herewith Investor Presentation.

The said Investor Presentation is also available on below mentioned link on Company's website:


<http://midasglitter.com/wp-content/uploads/2017/07/Advance-Syntex-Ltd-IP-July-2017.pdf>

You are requested to take the same on record.

Thanking You,

Yours Faithfully,

For Advance Syntex Limited

  
Biraj Pancholi  
Company Secretary







**ADVANCE SYNTEX LIMITED**  
INVESTOR PRESENTATION - JULY 2017

1	Executive Summary
2	Company Overview
3	Business Overview
4	Industry Overview
5	Financial Overview



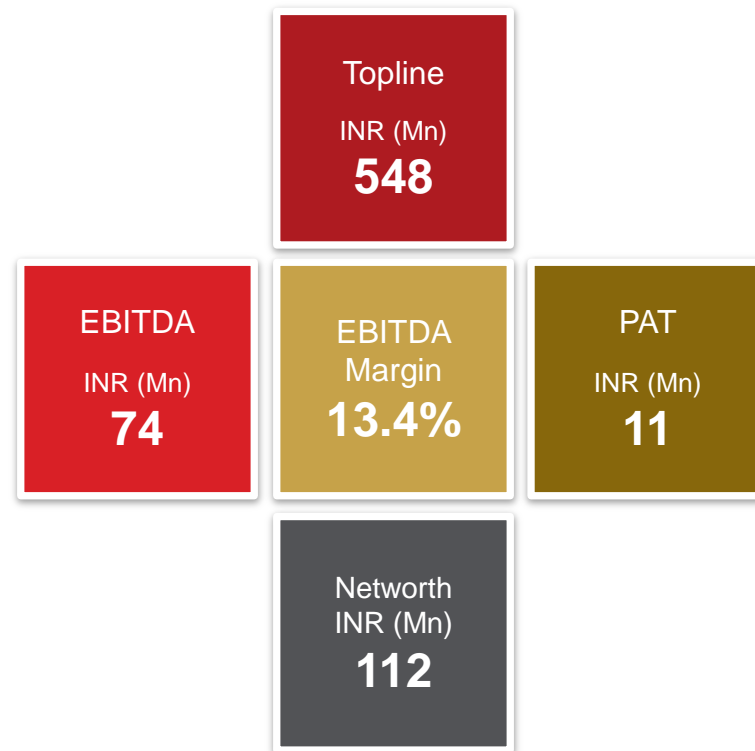
# Executive Summary

# Executive Summary



- Advance Syntex Ltd. is engaged in manufacturing of metallic yarn since 1974 and pioneer to introduce Glitter powder in India in 1980 with Japanese technology and Japanese Equipments.
- The Company was originally incorporated in September, 1990 in Gujarat, as "Advance Syntex Private Limited", & got listed on the SME exchange of BSE in July, 2016 as "Advance Syntex Limited" (ASL).
- **The company is mainly engaged in manufacturing:**
  - Metalized Film
  - Lacquered (Coated) Metalized Polyester Films (LMPF)
  - Glitter Powder
  - Metallic Yarn (Polyester Badla)
  - Epoxy Resins
- The products of the company are used in textiles for fabrics and garments as well as apparels printing, flexible packaging, lamination, printing, decoration, floor tiles, walls, cosmetic (such as nail polish, hair gel, lipstick etc.) and various other products.
- The company's entire products are sold under the brand name of **Midas**, which is registered under the Trademarks Act, 1999.
- ASL has developed modern infrastructural manufacturing & designing units in Gujarat. The manufacturing units have a combined installed capacity of 6,120 tonnes pa.

## Financials – FY17







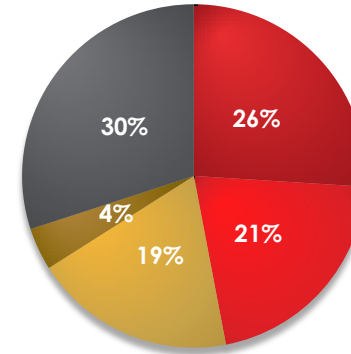
# Company Overview

# About Advance Syntex Limited



- The founder of group started manufacturing of metallic yarn since 1974 and pioneer to introduce Glitter powder in India in 1980 with Japanese technology and Japanese Equipments. ASL is the largest Glitter Powder producer in India & also its largest exporter.
- The Company was originally incorporated in September, 1990 in Gujarat, as "Advance Syntex Private Limited" & got listed on the SME exchange of BSE in July, 2016 as "Advance Syntex Limited" (ASL).
- The company allotted Bonus Equity Shares in the ratio of 3:20 in January, 2017.
- The Company has successfully backward integrated from core business of Glitter Powder to Metallizing of Films, Coating of Films (Lacquer Coated Polyester Films (LMPF), Glitter Glue & Epoxy Resins.
- The company is also engaged in the sale of polyester films (also known as BOPET films) and Biaxially Oriented Polypropylene films (also known as BOPP films) after carrying of slitting operations on them.
- Additionally, the company also provides services of coating of Metalized films on job work basis. The products of the company are used in textiles by weaving, knitting, Embroidery of fabrics and garments, flexible packaging, lamination and cosmetic (such as nail polish, nail art, henna and tattoo) and various other products.
- ASL strives to bring new and innovative themes for the use of glitter powder and meet the various requirements of its clients. This has helped them establish a wide and satisfied clientele spread almost all over Europe, Russia, Israel, Indian subcontinent and are also entering into the American and Latin American Markets.

## Segment wise Revenue Break-up (FY17)



- Metalized Polyester Film
- Lacquered (Coated) Metalized Polyester Films (LMPF)
- Metallic Yarn (Polyester Badla)
- Epoxy Resins
- Glitter Powder





# Promoters And Key Management



## ➤ Bhavan Dhirendra Vora (Promoter, Managing Director)

- Bachelor of Commerce, M.S. University, Vadodara.
- Technocrat with an experience of 20 years in Zari business.
- His scope of work includes business development & marketing.

## ➤ Nandish Gandhi (Non Executive Director)

- Bachelors of Engineering (Metallurgical), M.S. University, Vadodara.
- He plays a vital advisory role in engineering & structural designing of the manufacturing facilities.

## ➤ Rajesh Jain (Non Executive Independent Director)

- Bachelors of Engineering (Chemical), University of Pune.
- Holds 18 years of experience in the field of resins & chemicals.

## ➤ Sanjeev Rakhecha (Chairman & Non Executive Independent Director)

- He holds 10 years of experience in the field of Exports & Marketing.

## ➤ Darshana Devang Vora (Whole Time Director)

- Gold Medallist in Interior Designing with 10 years of experience.
- She is engaged in advising the company on quality development particularly relating to Glitter Powder.

## ➤ Praful Pandya (Non Executive Director)

- He holds 15 years of experience in field of Marketing.
- His scope of work includes Marketing Liaison in Mumbai as well as Chemical Purchase Liaison.

## ➤ Bhaskar Parekh (Non Executive Director)

- He holds a Bachelor degree in Civil Engineering.
- Holds 40 years of experience in the field of civil & chemical sector.

## ➤ Devang Vora (Production and Development)

- He is distinction Textile engineering graduate
- Holds 10 years of experience on production front of coating and metalizing.



# Key Milestones



1974

Engaged in manufacturing of Metallic Yarn (Polyester Badla)

1978

First Time Introduced Glitter Powder in India by importing machinery from Japan

1978

First Time Introduced Holographic Film production in India by importing machine and technology from USA

1990

Advance Syntex Pvt Ltd was formed

1991

First coating machine was brought for coating films for captive consumption

2001

Brought in First fully automatic Hexagonal Glitter Cutting Machine from Germany

2003

Further expansion in Glitter Powder

2008

Installed solar roof top to generate hot air for coating machine

2010

Installed a Reactor of 2,500 kgs to make Resins for Lacquer Coated Polyester Film purely for captive consumption

2011

Installed and Commissioned Vacuum Metallizing Machine purchased from General Vacuum Equipments UK now known as Bobst Manchester Ltd

2014

Featured in Duns and Bradstreet as one of the leading SME

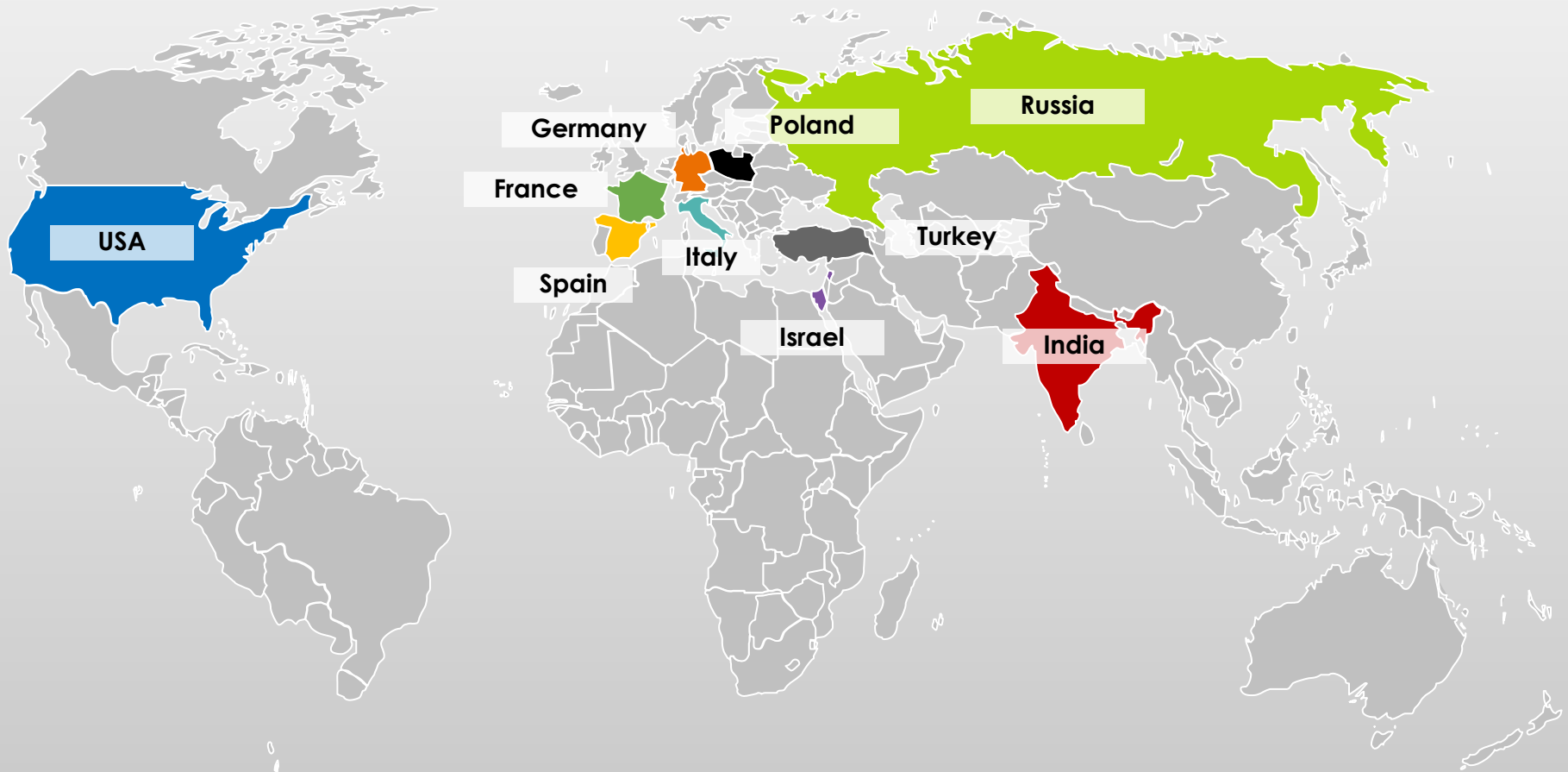
2016

Got Listed on BSE SME under the name of Advance Syntex Ltd

2017

Installed Second Metallizing Machine from the same supplier Bobst Manchester Ltd

# Geographical Presence





# Key Strengths



**Impeccable range of products in conformation with International Industrial Standards.**



**Management Expertise with more than two decades of experience**



**Existing Customer Relationship globally**



**In-house facility for production of Raw materials required to produce LMPF**



**Existing Relationship with Suppliers**

Awards & Certificates	
2011	<ul style="list-style-type: none"> <li>Best MSME Recognition Certificate by the Government of Gujarat for Outstanding performance in Growth in Production and Profit in Medium Enterprise Category for manufacturing of LMPF</li> </ul>
2013	<ul style="list-style-type: none"> <li>Bank of India SME - 100 Award</li> </ul>
2014	<ul style="list-style-type: none"> <li>SKOCH Order of Merit Certificate for qualifying amongst India's Best SME's</li> <li>SME Excellence Award (SME Chamber of India)</li> <li>Featured in Duns &amp; Bradstreet's premier publication as one of LEADING SMEs OF INDIA</li> </ul>
2015	<ul style="list-style-type: none"> <li>Axis SME 100 Award</li> </ul>
2016	<ul style="list-style-type: none"> <li>India's Small Giants by SME FORUM</li> </ul>
2017	<ul style="list-style-type: none"> <li>SKOCH Order of Merit 2017</li> </ul>
Achievements	
	<ul style="list-style-type: none"> <li>ASL formed an all India Zari Powder Association and represented to state government and other states that Glitter Powder is future of embroidery and weaving of zari in textiles and it will save lot of investments in heavy machinery and space as well as saving consumption and convinced them to make Glitter Powder free from VAT and CENVAT.</li> <li>Replaced pure Gold in Glass Bangle industry with Glitter Powder and hence a tremendous national saving. Glitter Powder saves nearly 50% of material when used in textiles and garment industry.</li> </ul>



# Awards & Achievements



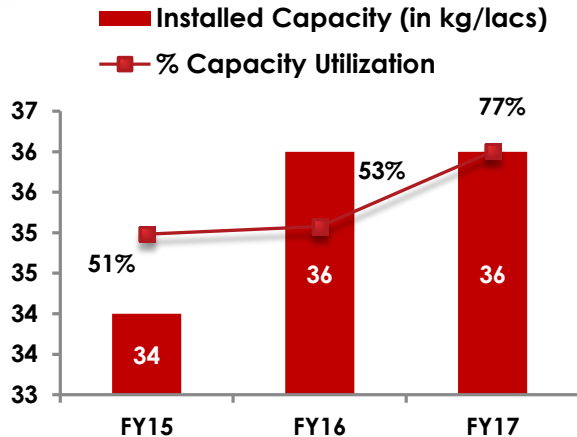
# Our Facilities



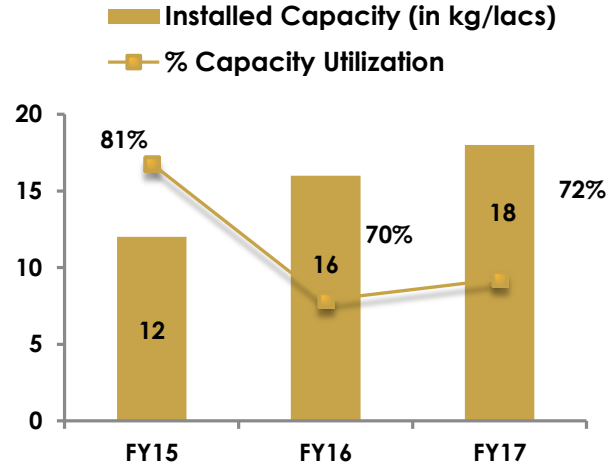
- ASL has developed a modern infrastructural unit which comprises of two manufacturing units and an in-house designing unit in Vadodara, Gujarat.
- The manufacturing units are spread over a sprawling area of 35,000 square feet and have a combined installed capacity of 6,120 tonnes pa.
- The units are equipped with machineries and Equipments of latest technology, some of which are imported while others are locally developed by their in-house experts.
- This enables them to produce impeccable range of products which are in conformation with the International Industrial Standards.

## Installed Capacity & Capacity Utilisation Of Our Products:-

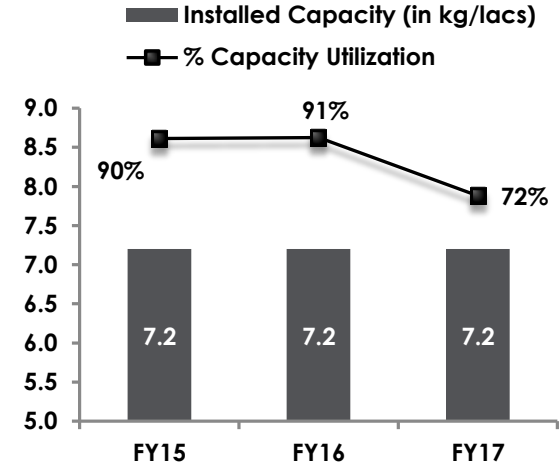
### Metalized Polyester Film (MPF)



### Lacquered (Coated) Metalized Polyester Film (LMPF)



### Modified Resins





# Our Facilities





# Business Overview



**Advance Syntex Ltd.**



**Metalized Polyester  
Film (MPF)**



**Lacquered (Coated)  
Metalized Polyester  
Films (LMPF)**



**Metallic Yarn  
(Polyester Badla)**



**Epoxy Resins**



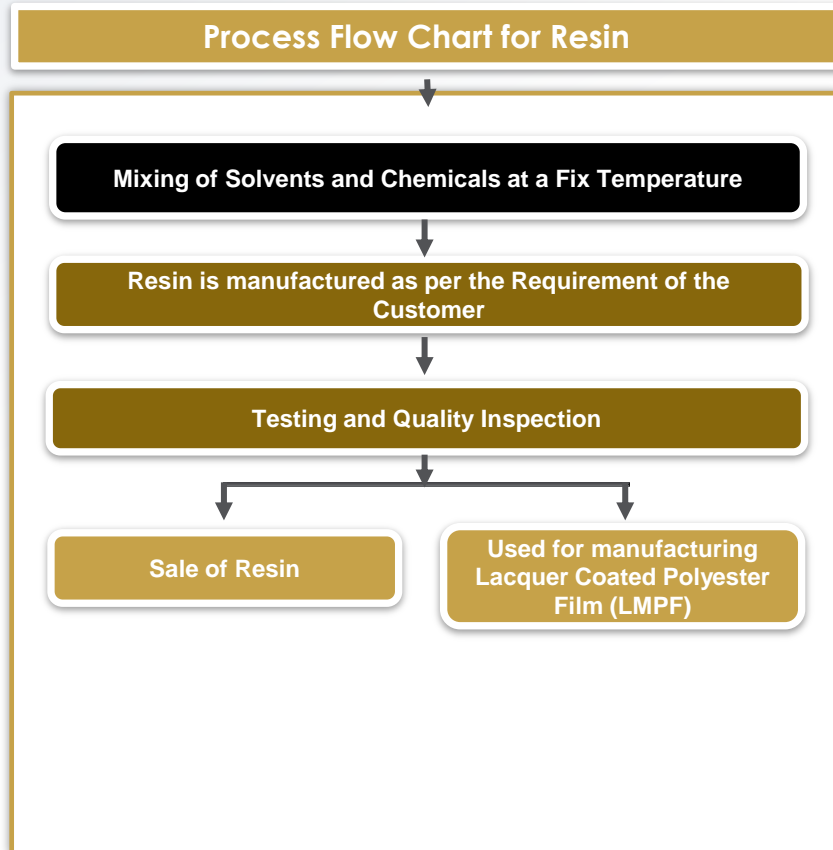
**Glitter Powder**



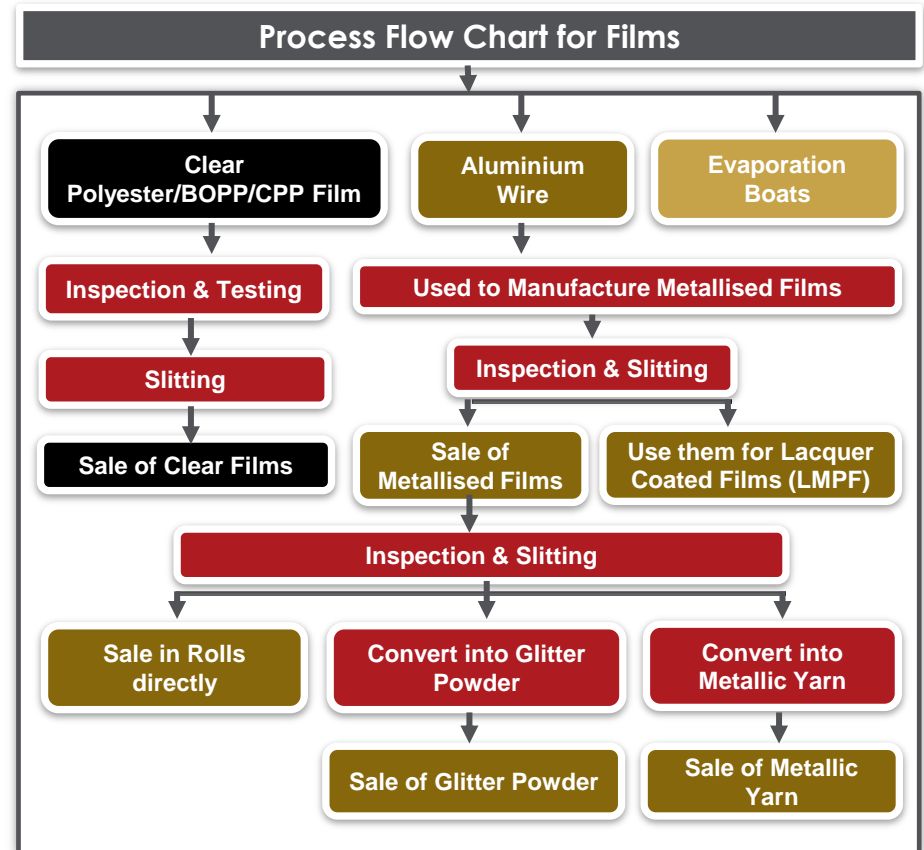
# Process Flow Chart



## Process Flow Chart for Resin



## Process Flow Chart for Films



# Product Mix - Metalized Polyester Film



- ASL is one of the leading manufacturers & exporters of Metallized Polyester Film.
- Metalized Polyester Film is produced through micro slitting process to ensure consistent weight and uniform coating.

## Types:

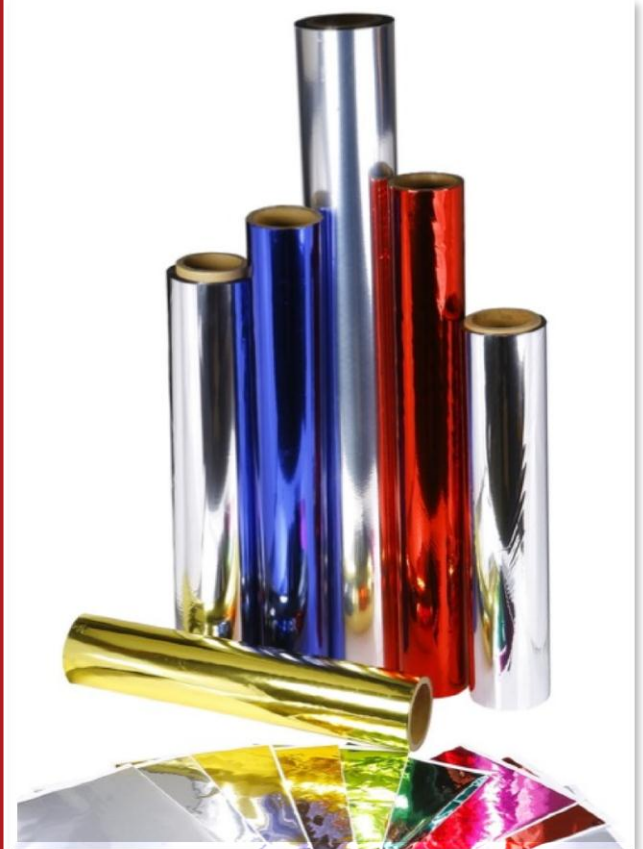
- Polyester (BOPET), BOPP, CPP and LDPE Films
- Thickness: 6 microns to 400 microns
- Available in different sizes depending on the Customer's requirement

## Applications:

- Flexible packaging, Packaging material for packaging products such as snack foods, fresh produce and confectionery
- Metallic yarn, Sequins for textiles
- Gift wraps, decoratives
- Industrial applications
- Barrier films
- Vacuum insulation panels
- Hot stamping foil
- Photo resist films
- Insulation materials
- Printing & Carton Lamination
- Glitter Powder, etc.

## Market Size:

- Approx. 24,000 tonnes pa.



# Product Mix - Epoxy Resins



- Epoxy resins are low molecular weight pre-polymers or higher molecular weight polymers.
- Modified Epoxy and Melamine Lacquer is purchased from the market to make ink which is then coated on the polyester film.
- The Company has installed a plant to make these resins which is purely meant for captive consumption.
- Through this product company can control the overall cost of product as factor under competition and also maintain the superior quality which is the first aim of the Company.
- This product is mainly used for Coating on Polyester Film and has got huge consumption in domestic as well as international market.

## Features:

- High mechanical and electrical strength
- Accurate Composition
- Enhanced Shelf Life

## Applications:

Used in manufacturing of:

- Lacquered (Coated) Metalized Polyester Film (LMPF)
- Zari threads

## Market Size:

- Approx. 14,400 tonnes pa.





# Product Mix - Lacquered (Coated) Metalized Polyester Films (LMPF)

- This product is made by using Metallised Films and Resins produced in house along with chemicals and dyes.
- The lacquer coated polyester film is mainly used for making Metallic Yarn and Glitter Powder which is a large industry in India and internationally.

## Types:

- One Side LMPF, Both Side LMPF, Holographic LMPF

## Features:

- Available in various colours and sizes depending upon the application.
- Thickness of LMPF depends upon type of LMPF used. Generally it is between 12 to 130 Microns.

## Applications:

Used in manufacturing of :

- Glitter powder
- Metallic Yarn/Zari
- Packaging and other decorative products.
- Lamination Film for Boxes
- Sequins

## Market Size:

- Approx. 24,000 tonnes pa.



# Product Mix – Metallic Yarn (Polyester Badla)



- Polyester Film Metallised and Lacquered which is the basic raw material is first slitted into small rolls and these are further taken in to slitting machines and converted into fine narrow strips which is called Metallic Yarn which is also termed as "BADLA" in India.
- Company offers an entire range of metallic yarn that is manufactured using superior quality micro-slitting metallic, lacquered polyester film.
- It is made from Lacquer Coated Polyester Film and has a very huge market in India and internationally.
- These are known for their durability and efficiency in domestic and international market.

## Features:

- Available in thickness of 12, 23 and 30 microns
- Available in various colours and sizes

## Applications:

- Used in Tailoring of apparels (Weaving, Knitting, Embroidery, Laces etc.)
- Upholstery fabrics (lace, brocade)
- Interior decoration items (curtains, sofa covers, etc.)
- Automotive textiles, hosiery products, etc.

## Market Size:

- Approx. 18,000 tonnes pa.



# Product Mix – Glitter Powder



- Company is involved in exporting widespread gamut of glitter powders that are used for various purposes.
- When used in the printing process, these glitter powders add a sparkling shine and a unique look to the end product. Moreover, ASL can also customize these ranges of glitter powders as per the specification of clients.
- The company has for the first time in India and fourth in the world has developed eco friendly glitters which are free from solvents and resins called formaldehyde free glitter and can be used for all sort of cosmetic applications.

## Features:

- Available in various forms such as, Polyester Glitter, Formaldehyde Free & Solvent Resistant Glitter, Neon's & Electrics Glitter, Rainbow / Iridescent Glitter, Holographic Glitter and Aluminium Glitter)
- Available in square, rectangular and hexagonal shape.
- Standard size ranges from 0.002" Hex to 0.1" Hex, 0.004" sq. to 0.048" sq., 0.2 MM \* 1.55 MM rec etc.

## Applications:

- Textiles (printing on fabrics, velvet, textiles etc.)
- Construction Materials (Paints, Tiles, Flooring, etc.)
- Interior Decoration (Flooring Materials, Picture Frames, Wallpapers, Table Cloth)
- Accessories (Cosmetics Products, Pens, Bangles, Greeting Cards, Candles, etc.)
- Injection Moulding

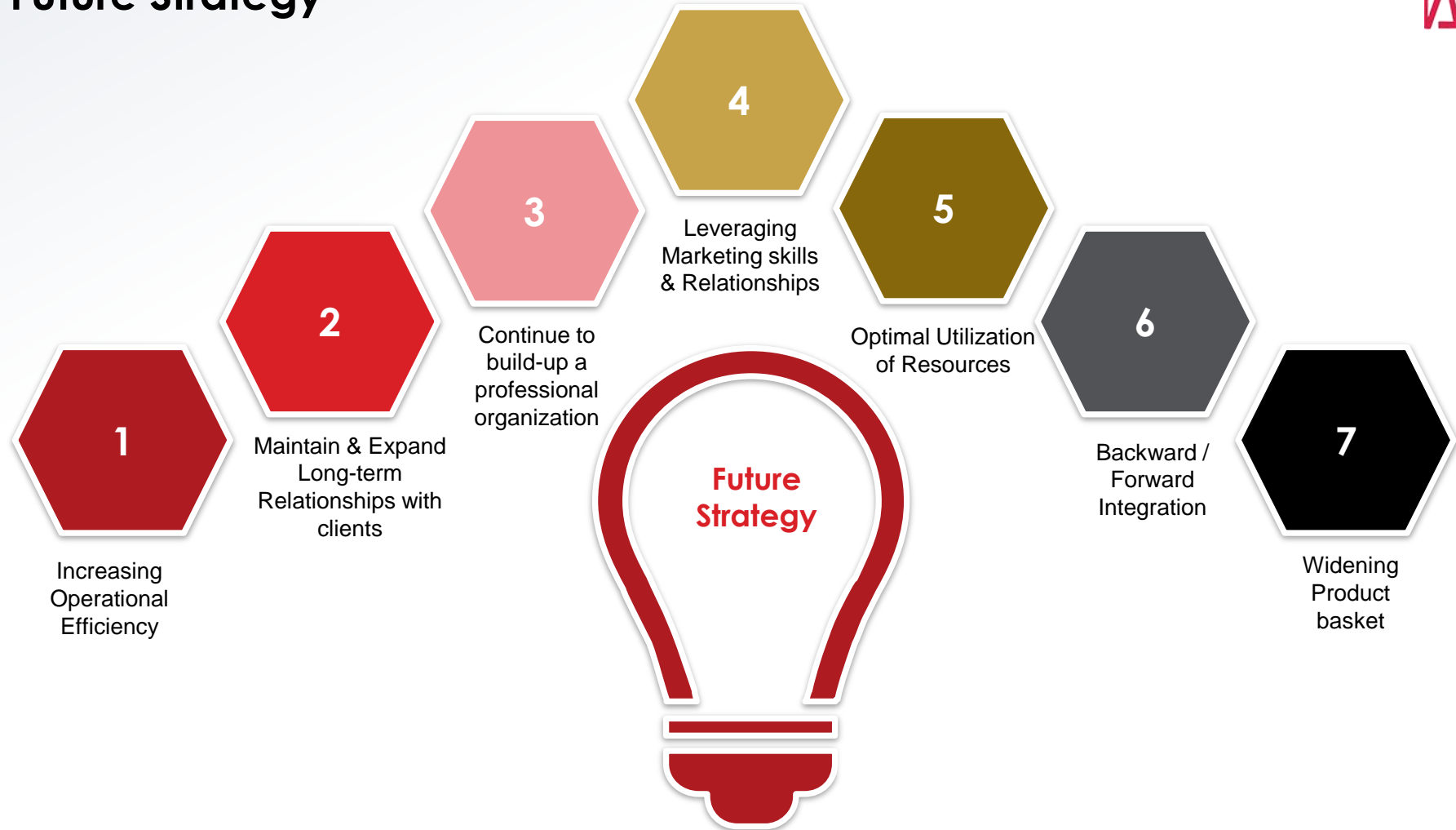
## Market Size:

- Approx. 2,400 tonnes pa.





# Future Strategy

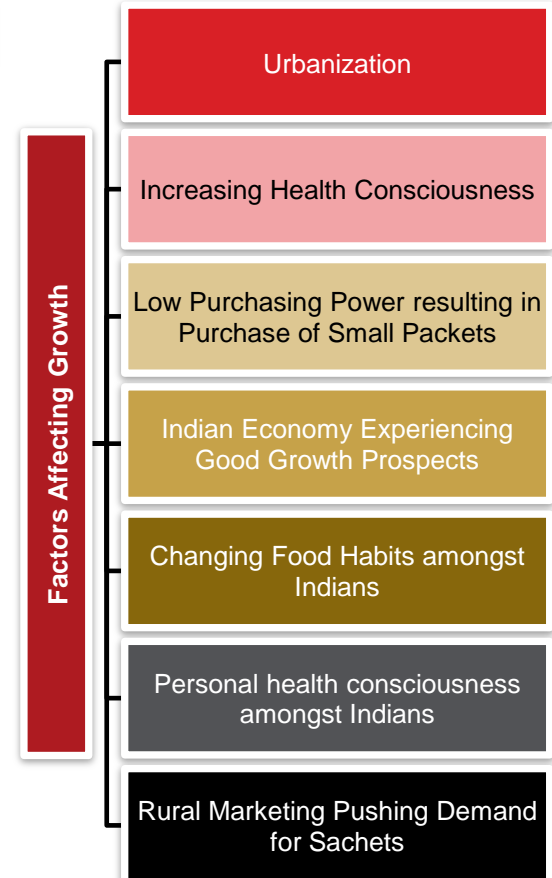
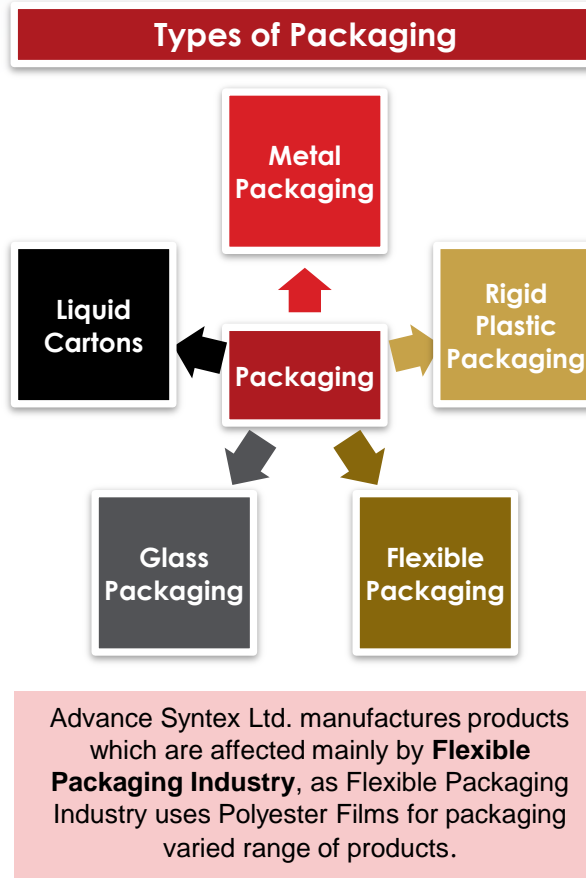


# Industry Overview

# Industry Overview – Packaging Industry



- The Indian packaging industry stands at USD 43.7 billion market size in 2016. It is expected to become the fourth-largest packaging market in the world.
- According to industry estimates, the segment is growing at a rate of 104 percent and is expected to grow to USD 482 Bn by 2020.
- Indian packaging industry is highly fragmented with a large number of small scale companies and a few large integrated players.
- Food and fast moving consumer goods (FMCG) sector are the largest consumers of flexible packaging products; food accounts for 38 percent of flexible packaging market.
- The Packaging Industry consumes 15,000 tonnes of Metalized Films per month & the demand is continuously increasing by 15 percent pa.
- The market shift in a number of end-use markets to flexible packaging has led to an increase in demand for innovative metalized film solutions for barrier and decorative applications. This new technology study provides a comprehensive overview of the latest technologies, key companies across the supply chain, product launches and applications for metalized films in packaging and labeling.





# Industry Overview – Plastics Industry



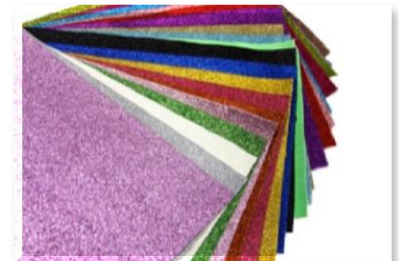
- The Indian plastics industry made a promising beginning in 1957 with the production of polystyrene. Thereafter, significant progress has been made, and the industry has grown and diversified rapidly.
- Size of Indian Plastic & Polymer Industry is INR 1.4 Lac Cr. in 2016. Per capita consumption of plastics is estimated to be 20 kgs by year 2020.
- The Plastic Packaging market is expanding rapidly with growth rate of 20-25 percent pa., valued at 6.8 Mn tonnes.
- Flexible Plastic Packaging was the fastest-growing packaging category in India, achieving a CAGR of 16.6 percent during 2012-2016.
- The industry spans the country and hosts more than 2,000 exporters. It employs about 4 Mn people and comprises more than 30,000 processing units, 85-90 percent of which are small and medium-sized enterprises.
- India is one of the most promising exporters of plastics among developing countries. During 2015, Plastics Exports were around USD 7.2 Bn.
- The plastics industry produces and exports a wide range of raw materials, plastic-moulded extruded goods, polyester films, laminates, moulded / soft luggage items, writing instruments, plastic woven sacks and bags, polyvinyl chloride (PVC), leather cloth and sheeting, packaging, consumer goods, sanitary fittings, electrical accessories, laboratory / medical surgical ware, tarpaulins, laminates, fishnets, travel ware, and others.



# Industry Overview – Textiles Industry



- The domestic textile and apparel industry in India is estimated to reach USD 141 Bn by 2021 from USD 67 Bn in 2014.
- The textile and apparel industry can be broadly divided into two segments - yarn and fibre, and processed fabrics and apparel.
- Textile and apparel exports from India are expected to increase to USD 82 Bn by 2021 from USD 40 Bn in 2014. Readymade garments remain the largest contributor to total textile and apparel exports from India.
- The organised apparel segment is expected to grow at a CAGR of more than 13 percent over a 10-year period.
- India accounts for 14 percent of the world's production of textile fibres and yarns (largest producer of jute, second largest producer of silk and cotton, and third largest in cellulosic fibre). India has the highest loom capacity (including hand looms) with 63 percent of the world's market share.
- India is the world's second largest exporter of textiles and clothing.
- Increased penetration of organised retail, favourable demographics, and rising income levels are likely to drive demand for textiles.



# Financial Overview



# Income Statement



<b>PARTICULARS (INR Mn)</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>
Total Revenue*	473.9	485.4	548.1
Total Expenses	421.9	409.9	474.4
<b>EBITDA</b>	<b>52.0</b>	<b>75.5</b>	<b>73.7</b>
<b><i>EBITDA Margins (%)</i></b>	<b>11.0%</b>	<b>15.6%</b>	<b>13.4%</b>
Depreciation	5.2	21.5	17.2
Finance Cost	27.6	39.2	39.6
Exceptional Items	18.3	1.7	0.8
<b>PBT</b>	<b>0.9</b>	<b>13.1</b>	<b>16.1</b>
Tax	0.5	7.0	5.3
<b>PAT</b>	<b>0.4</b>	<b>6.1</b>	<b>10.8</b>
<b><i>PAT Margins (%)</i></b>	<b>0.1%</b>	<b>1.3%</b>	<b>2.0%</b>
<b>Diluted EPS</b>	<b>0.1</b>	<b>1.3</b>	<b>1.4</b>

\*Includes Other Income

# Balance Sheet

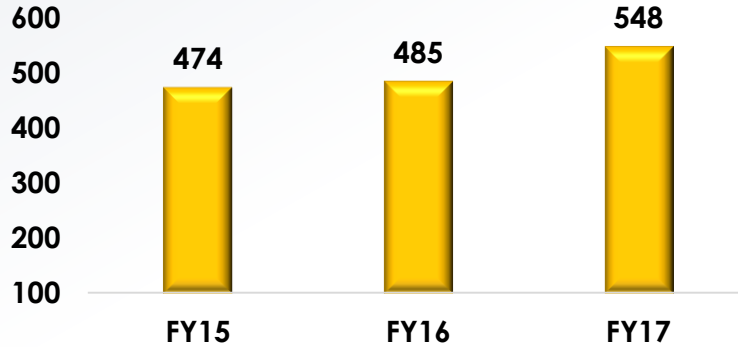


PARTICULARS (INR Mn)	FY15	FY16	FY17	PARTICULARS (INR Mn)	FY15	FY16	FY17
<b>EQUITIES &amp; LIABILITIES</b>				<b>ASSETS</b>			
<b>Shareholder Funds</b>				<b>Non-current Assets</b>			
(A) Share Capital	39	58	91	(A) Fixed Assets	93	83	91
(B) Reserves & Surplus	34	21	21	(B) Other Non Current Assets	-	1	3
<b>Non-current Liabilities</b>							
(A) Long-term Borrowings	61	74	97	<b>Current Assets</b>			
(B) Deferred Tax Liabilities	3	3	2	(A) Inventories	92	140	163
(C) Long-term provisions	-	0	0	(B) Trade Receivables	128	158	185
<b>Current Liabilities</b>				(C) Deposits	1	3	2
(A) Short term Borrowings	124	159	155	(D) Cash & Bank Balances	14	15	21
(B) Trade Payables	80	98	113	(E) Short-term loans & advances	17	17	26
(C) Other Current Liabilities	5	6	5	(F) Other Current Assets	6	14	9
(D) Short-term provisions	5	12	16				
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>351</b>	<b>431</b>	<b>500</b>	<b>GRAND TOTAL – ASSETS</b>	<b>351</b>	<b>431</b>	<b>500</b>

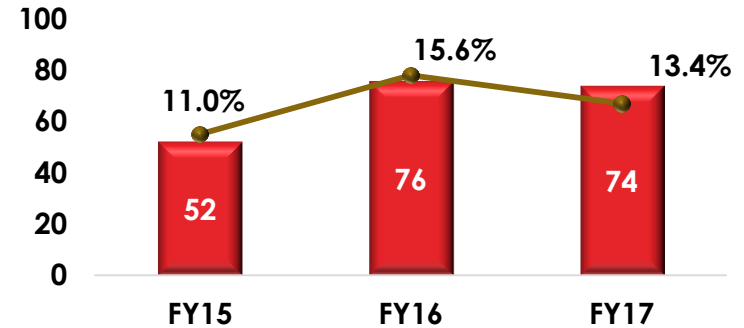
# Financial Highlights



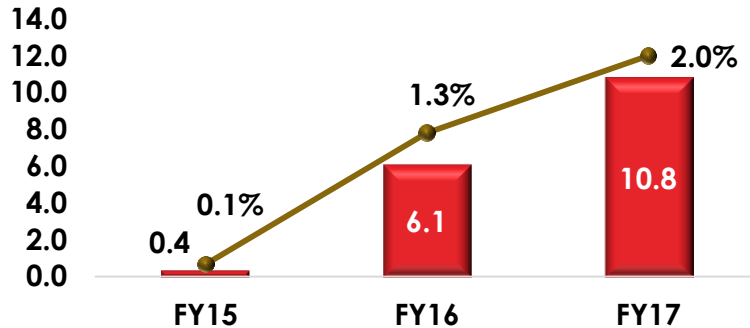
### Total Revenue (INR Mn)



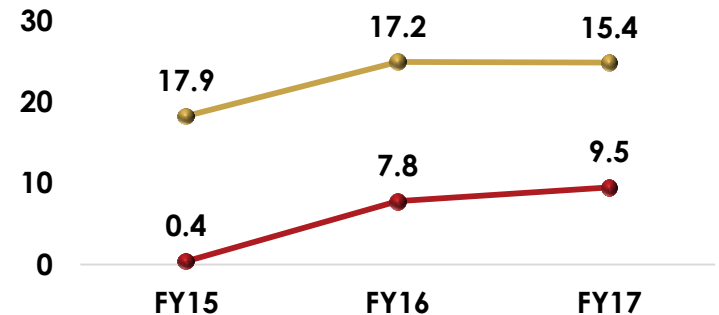
### EBITDA (INR Mn) — EBITDA Margins (%)



### PAT (INR Mn) — PAT Margins (%)



### RoE (%) — RoCE (%)





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**For further information please contact our Investor Relations Representatives:**

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**Valorem Advisors**

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Email: [info@valoremadvisors.com](mailto:info@valoremadvisors.com)

The background of the slide is a bokeh effect consisting of numerous out-of-focus circular light spots. The colors are primarily purple and gold, with some spots appearing as bright white or yellow. The overall effect is a shimmering, textured background.

**Thank You**