



RSWM Limited
an LNJ Bhilwara Group Company



Proud to be Indian
Privileged to be Global

RSWM/SECTT/2021
November 9, 2021

BSE Limited Corporate Relationship Department, 1st Floor, New Trading Ring, Rotunda Building, P.J. Towers, Dalal Street, MUMBAI - 400 001.	National Stock Exchange of India Limited Listing Department, Exchange Plaza, C-1, Block - G, Bandra-Kurla Complex, Bandra (East), MUMBAI - 400 051.
Scrip Code: 500350	Scrip Code: RSWM

Sub: Investors presentation on the Unaudited Financial Results of the Company for the quarter ended 30th September, 2021.

Dear Sir,

Please find enclosed a copy of Investors Presentation on the Unaudited Financial Results of the Company for the quarter ended 30th September, 2021 for your information and record.

Thanking you,

Yours faithfully,
For RSWM LIMITED

SURENDER GUPTA
AVP – LEGAL & COMPANY SECRETARY
FCS – 2615

rswm.investor@lnjbihlvara.com

Encl.: As above

(Formerly Rajasthan Spinning & Weaving Mills Limited)

Corporate Office : Bhilwara Towers, A-12, Sector-1 Noida - 201 301 (NCR-Delhi), India Tel: +91-120-4390300 (EPABX) Fax: +91-120-4277841 Website: www.rswm.in GSTIN: 09AACR9700M1Z1	Regd. Office: Kharigram, Post Office Gulabpura - 311 021 Distt. Bhilwara, (Rajasthan), India Tel: +91-1483-223144 to 223150, 223478 Fax: +91-1483-223361, 223479 Website: www.lnjbihlvara.com GSTIN: 08AACR9700M1Z3
Corporate Identification Number: L17115RJ1960PLC008216	



RSWM LIMITED

Investor Presentation:
September 2021

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Message from MD's desk

Commenting on the results, Mr. Riju Jhunjhunwala, Chairman & Managing Director of RSWM Ltd. said, "FY21 was full of learnings and challenges both in terms of business and battling the pandemic which catalyst for change. RSWM stood among the companies that envisioned the change and showcased agility to prepare to continue delivering better financial numbers in a highly unpredictable ecosystem. Also, FY21 was a very satisfying year for us because we made structural changes that we believe were critical for a sharper focus of business growth. As we step into a new period of growth with a sharper focus on business growth, our consolidation efforts, new investment allocation and focus on core business capabilities building remains critical for sustainable business growth. With stronger business performance in H1 FY22, we are confident that the company would continue to build on the momentum while executing our blueprint with disciplined determination."



Message from JMD's desk

Commenting on the results, Mr. B. M. Sharma, Joint Managing Director of RSWM Ltd. said, “Company has given sustainable performance started from Q3 21 evident from Annual Report of FY21 and Results of FY22. Steps were taken to monetize non-core assets of the Company. Funds so generated are being deployed to expand existing businesses production capacity and venture into a new business line i.e. Knits Business. Efforts are being made to put company on growth trajectory by implementing a well thought of Capex plan, which may require re-assignment of resources, including human resources. This will generate new growth opportunities for employees and which we have also rolled out a plan for development of future leaders. Investment in this HRD initiative is going to benefit all stake holders of company as well as its employees.”



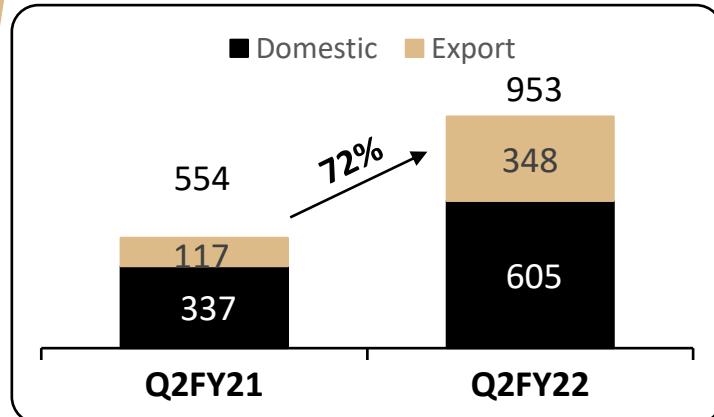


Q2 & H1FY22 HIGHLIGHTS

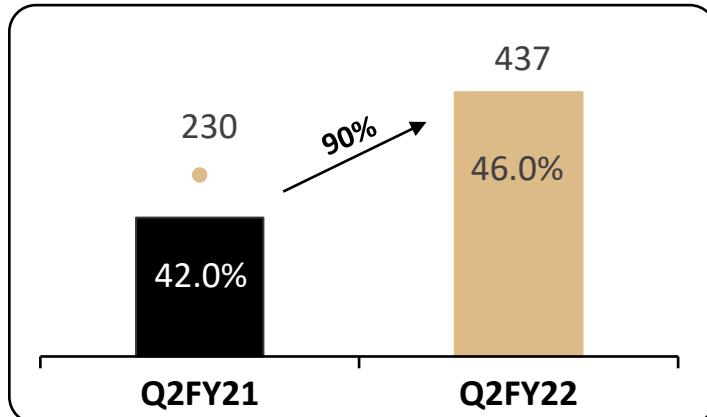
Financial Performance Highlights : Q2FY22

INR in Cr

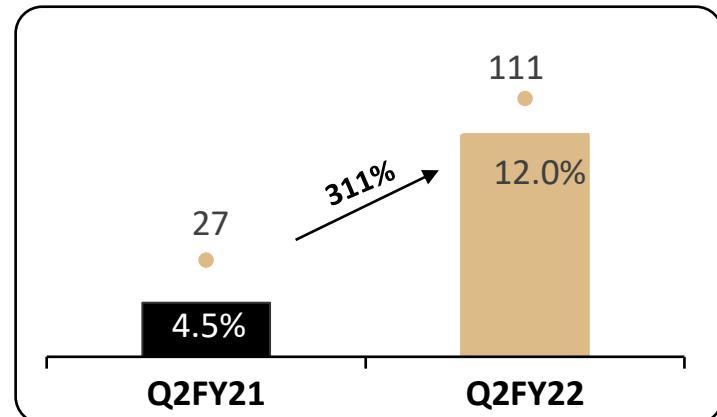
Revenue



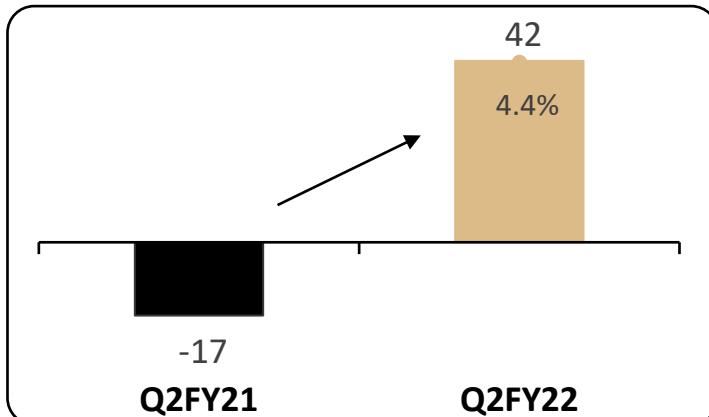
Gross Profit & GP Margin %



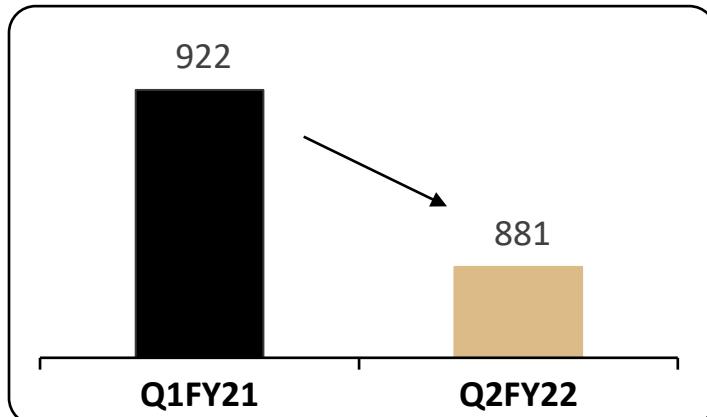
EBITDA & EBITDA Margin %



PAT & PAT Margin %



Net Debt



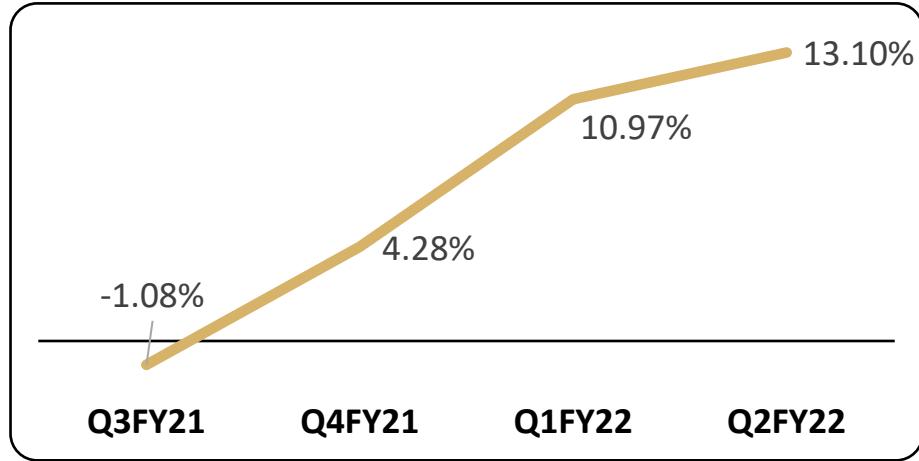
Highlights

- During the quarter revenue from operation grew 72% to INR 953 Cr
- Domestic turnover has increased of 61% as compared to Q2FY21
- Export turnover has increased of 96% as compared to Q2FY21.
- EBITDA up 3x to INR 111 Cr. EBITDA Margin stood at 11.64%
- Net profit stood at INR 43 crores as against loss of INR 17 Cr ⁷

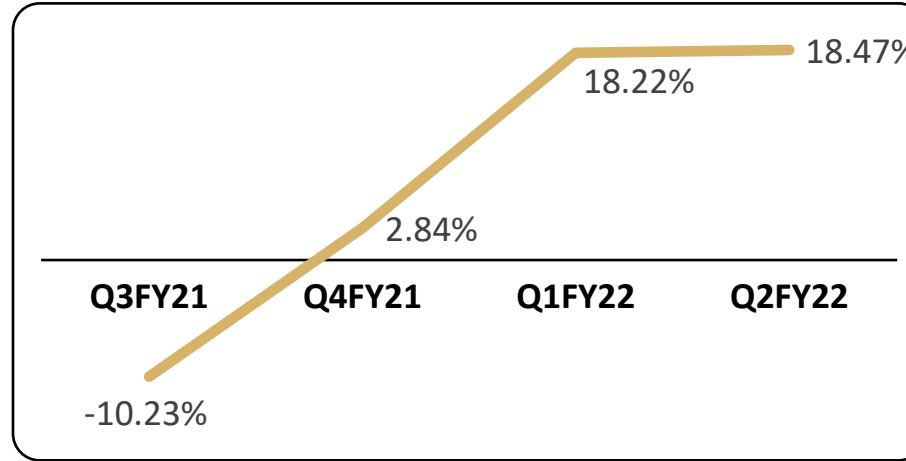
Key Financial Ratio

INR in Cr

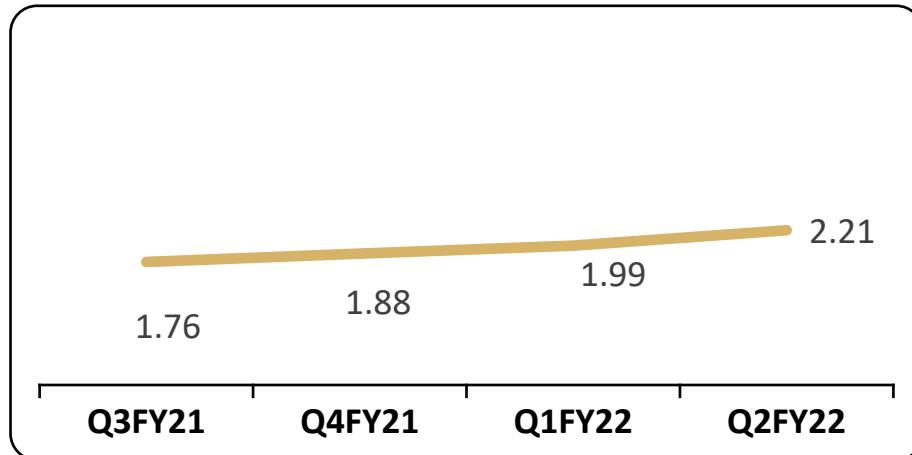
ROCE



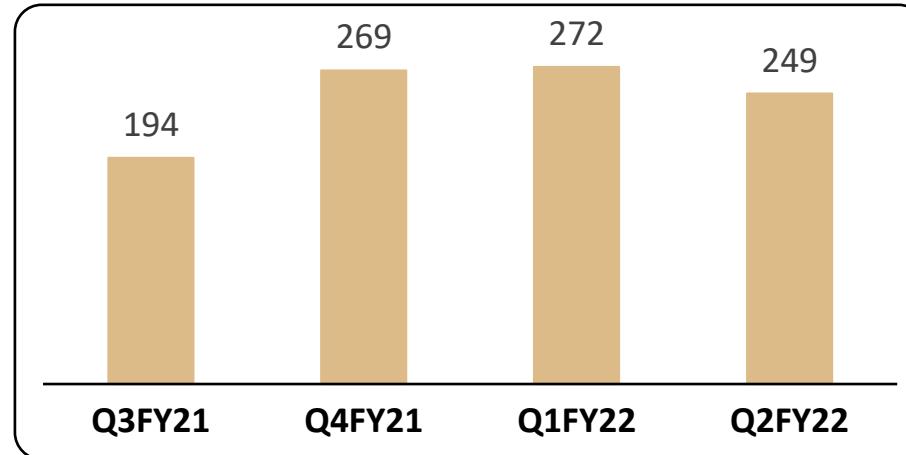
ROE



Fixed Asset Turnover

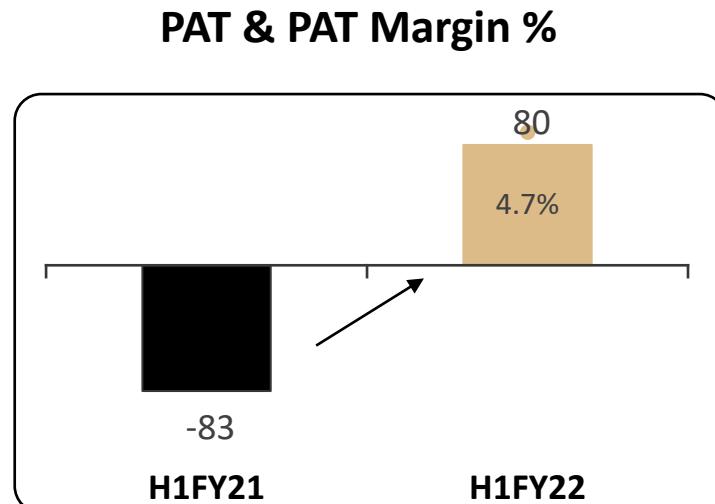
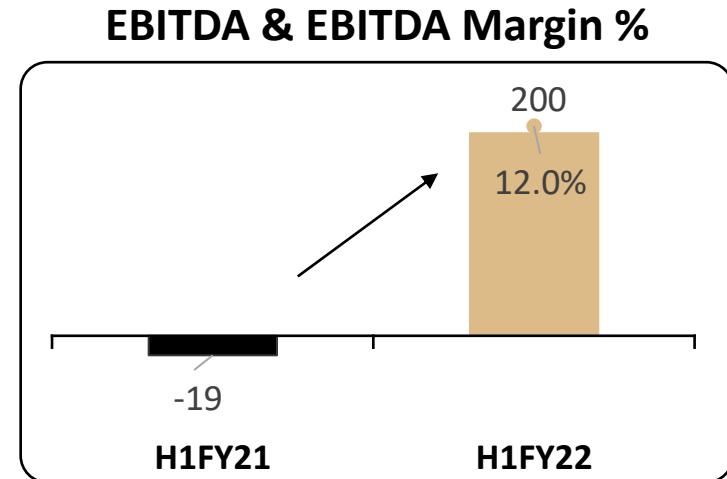
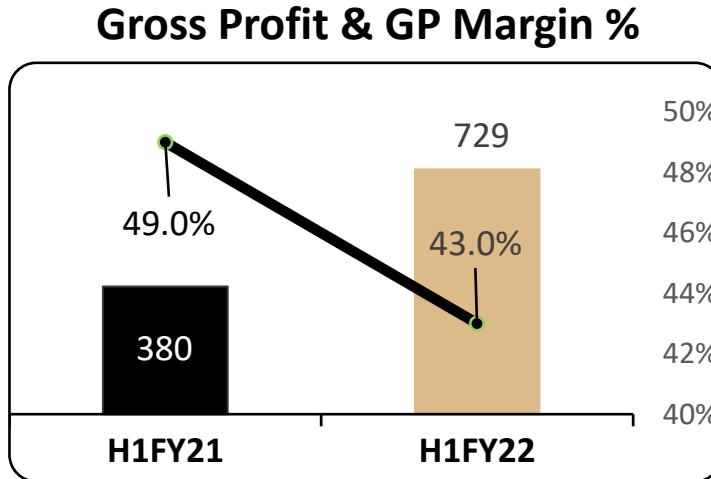
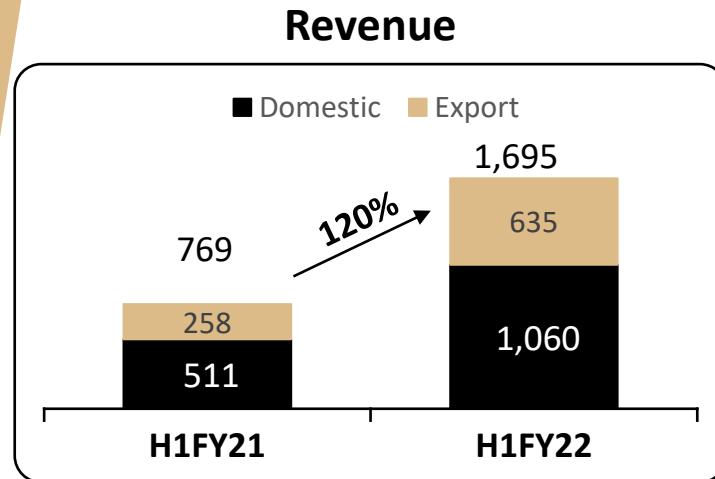


Net Working Capital



Financial Performance Highlights : H1FY22

INR in Cr

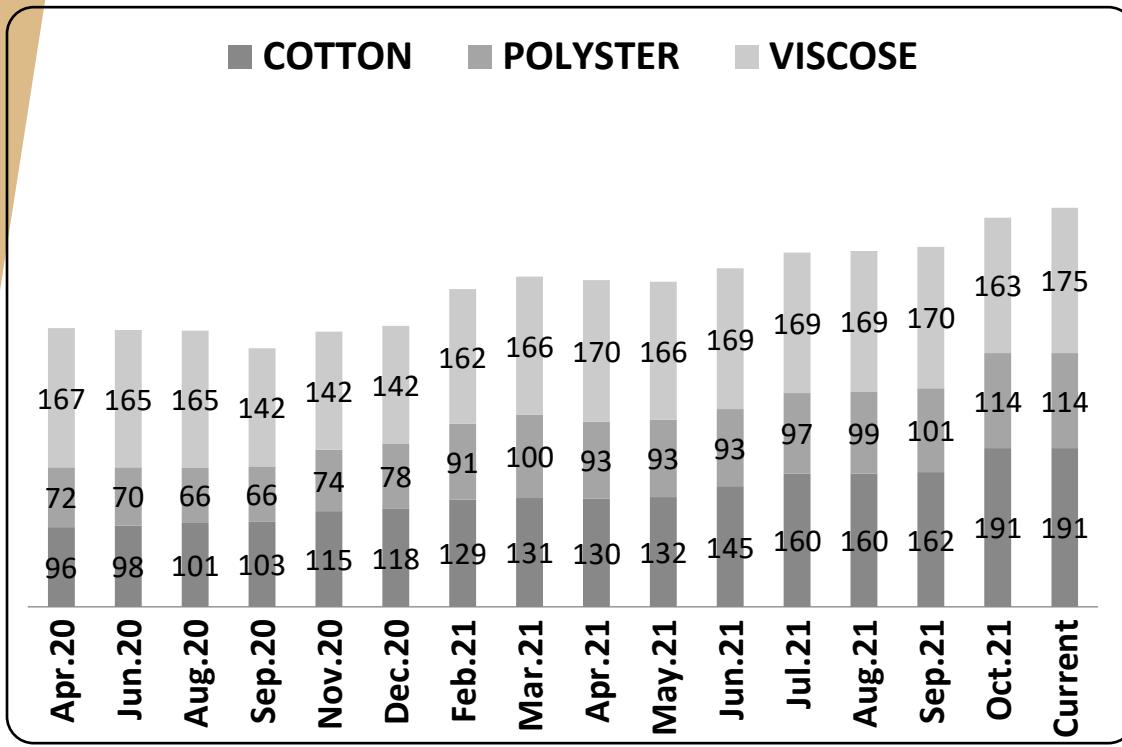


Highlights

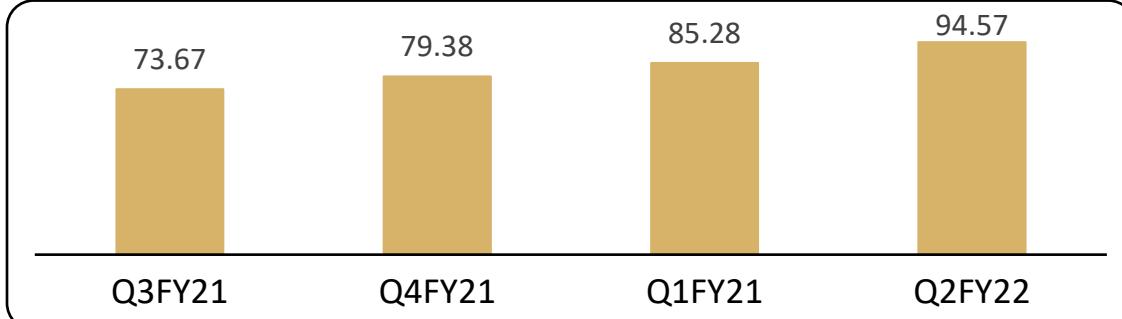
- Impact in Gross profit margin is mainly on an account of higher RM. In absolute terms RM cost increased from INR 389 Cr in H1FY21 to INR 966 Cr in H1FY22
- Overall profitability in H1FY22 is impacted mainly on account of Higher Raw material cost, Power and fuel cost due to surge in coal prices and increase in freight cost. (Refer Slide 10 for detail analysis)

Key Challenges in Q2 & H1FY22

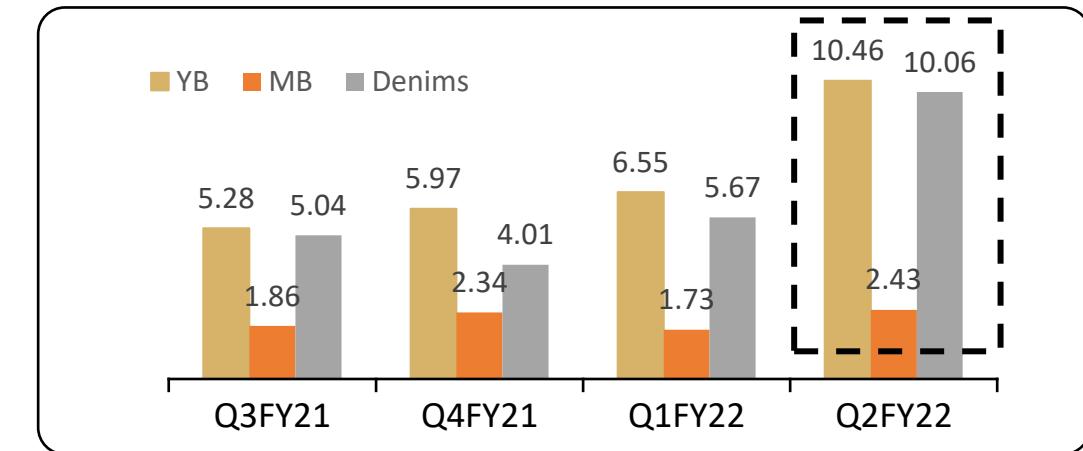
Raw Material Prices



Power & Fuel cost



Ocean Freight As % Of Sales



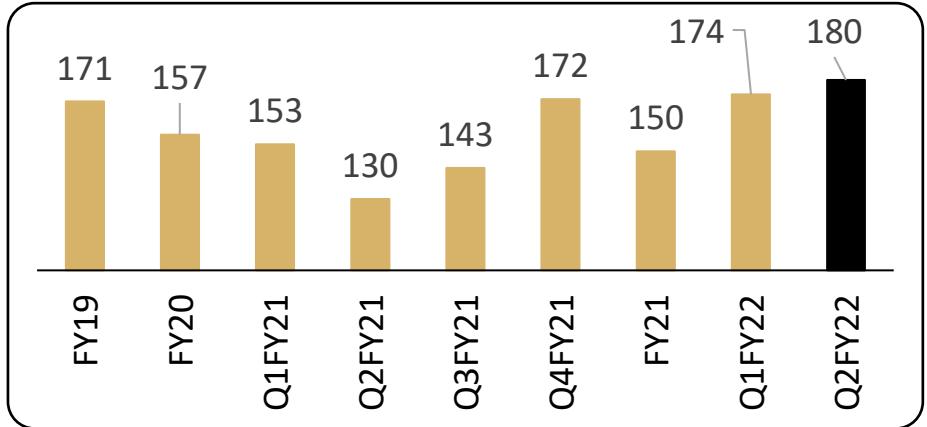
Challenges

- Shortage of coal has multi fold price increase
- RM cost escalations led to panic buying. Price increase by us by Rs 15-30/meter in domestic trade as well as domestic brands
- Sharp increase in ocean freight in October
- All the above factor impacted our profitability in H1FY22

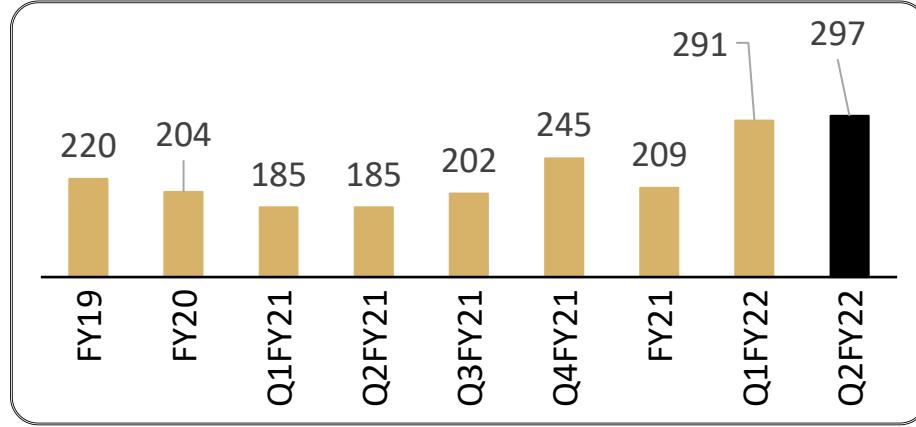
Average Sales Realisation

Yarn per Kg
Denim per meter

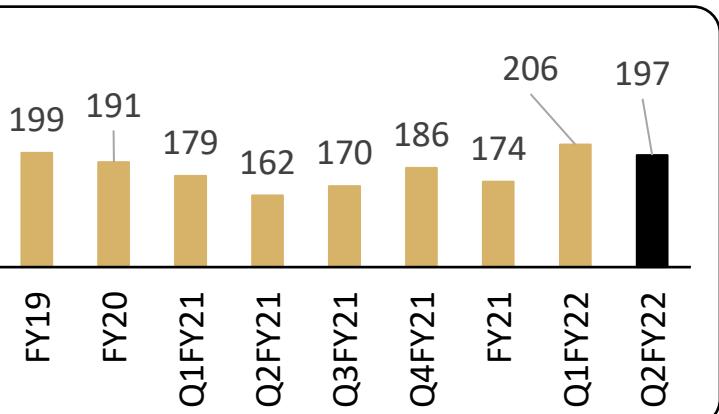
PV Grey Yarn



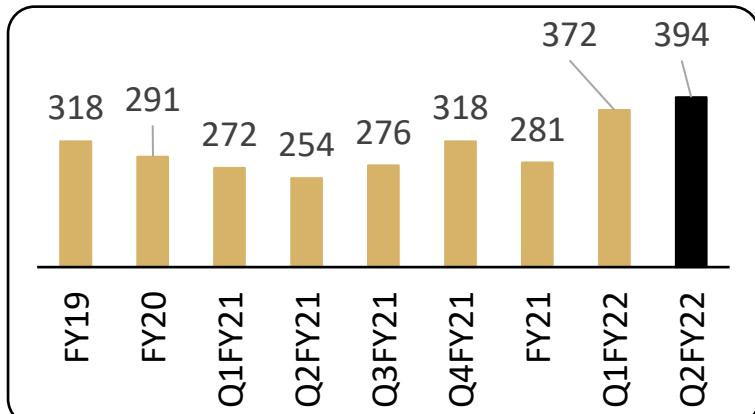
Cotton Grey Yarn



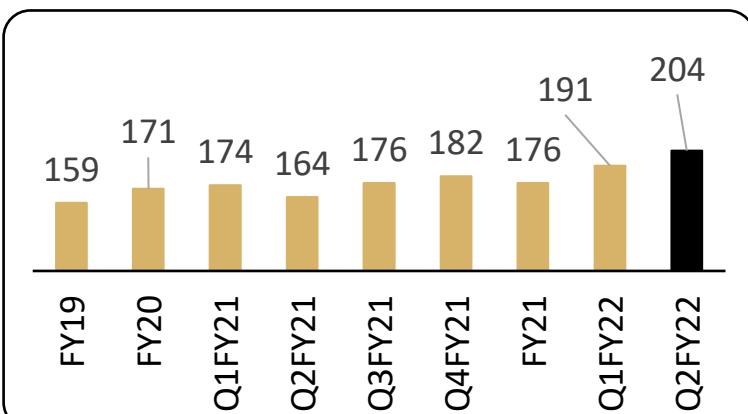
PV Dyed Yarn



Melange Yarn



Denim





**LEVER OF
GROWTH**

Lever of Growth

- Our team is working on programs like “Kifayat” and “Kaizen” for cost optimization, quality improvement and productivity enhancement.
- Our ability to reprocess the waste materials and minimize waste adds to savings of raw material
- Adequate use of captive solar power in plant and regular energy audit helps in reduction of Power cost

Optimization

- Focus on monetizing non core assets
- Company is also exploring the long term growth opportunities by strategizing to enhance value-added products proportion in our sales mix
- Pre-payment of long term loans which is helping us in reduction of finance cost
- Minimizing current assets
- Better realization of government assets

Realization

- Closely tracking Govt Policies RoDTEP Scheme (Remission of duties and Taxes on Export Products). which will enhance Indian exports competitiveness across the globe. It is likely to change entire value chain for exporters.
- Capitalize on growth opportunities arising from New textile policy like PLI, Mega investment Textile Parks (MITRA) and Free trade agreement

Govt. Initiatives

- Company is investing around INR.330 Cr. in expansion of Denim, Cotton Melange Yarn, Knits Business and Modernisation & Balancing equipment's across all units
- Capex will be fully operational by FY23
- Investment in Denim, Cotton Yarns and Knit expected to increase our top line by around INR 575 Cr.

Investment



RSWM Limited
an LNJ Bhilwara Group Company

COMPANY OVERVIEW

RSWM at a glance

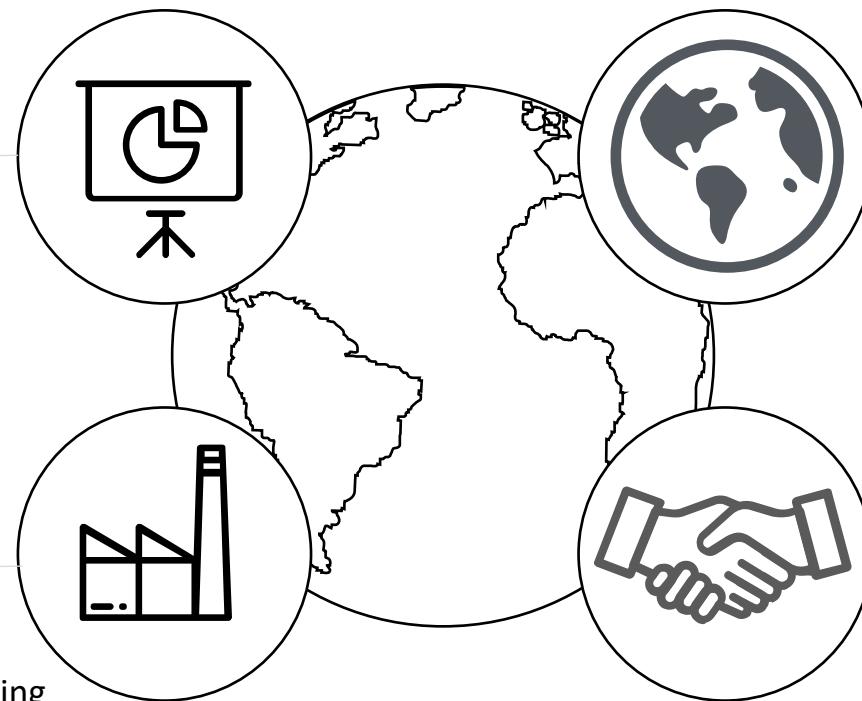
RSWM Ltd. is One of the largest textile manufacturers and Exporters of Synthetic, Blended, Mélange, Cotton, Specialty value added yarns and also manufacturing Fabrics, Denim and Green Polyester Fiber.

Business Segments

- Yarns and Denim
- Total Capacity: Yarn:1,39,500 TPA
Fabric: 275 Lakh Mts

Installed Capacities

- 10 Manufacturing facilities
- 43,000 MTs p.a. Green Polyester Fiber manufacturing capacity
- 4,45,192 Spindles and 4,800 Rotors Spinning
- 10 million meter p.a. PV Fabrics
- 25 million mtrs p.a. Denim Fabric manufacturing capacity -Composite Facility (Spinning+Weaving+Processing+Dyeing).



Global Presence

- Exports to more than 78+ nations globally like Africa, South East Asia, Europe, Middle East, USA
- Export contributes ~33% of Sales

Strong Parentage

- RSWM is the Flagship company of LNJ Bhilwara Group
- RSWM enjoys the Golden Trading House status.

Strong Parentage

POWER CONSULTANCY

- INDO CANADIAN
CONSULTANCY SERVICES LTD

TEXTILES

- RSWM LTD.
- MARAL OVERSEAS LTD.
- BSL LTD.
- BHILWARA TECHNICAL TEXTILES LTD.
- BMD PVT. LTD.

GRAPHITE ELECTRODES

- HEG LIMITED



PROUD TO BE INDIAN
PRIVILEGED TO BE GLOBAL

INFORMATION TECHNOLOGY

- BHILWARA INFOTECHNOLOGY LIMITED

POWER

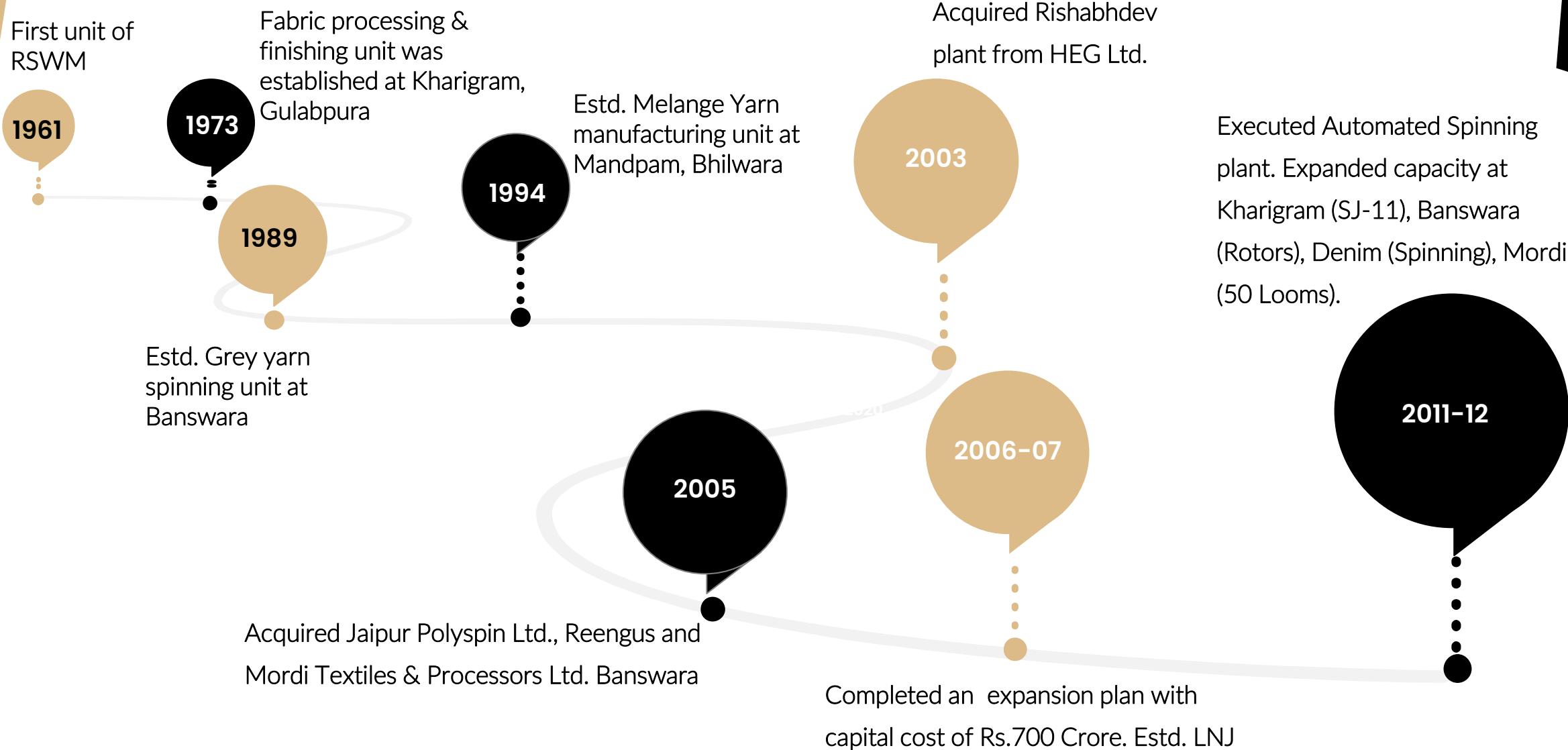
- BALEPHI JAL-VIDYUT CO. P. LTD.- NEPAL
- NJC HYDRO POWER LTD.
- AD HYDRO POWER LTD.
- MALANA POWER CO. LTD.
- BHILWARA ENERGY LIMITED

HIGHLIGHTS

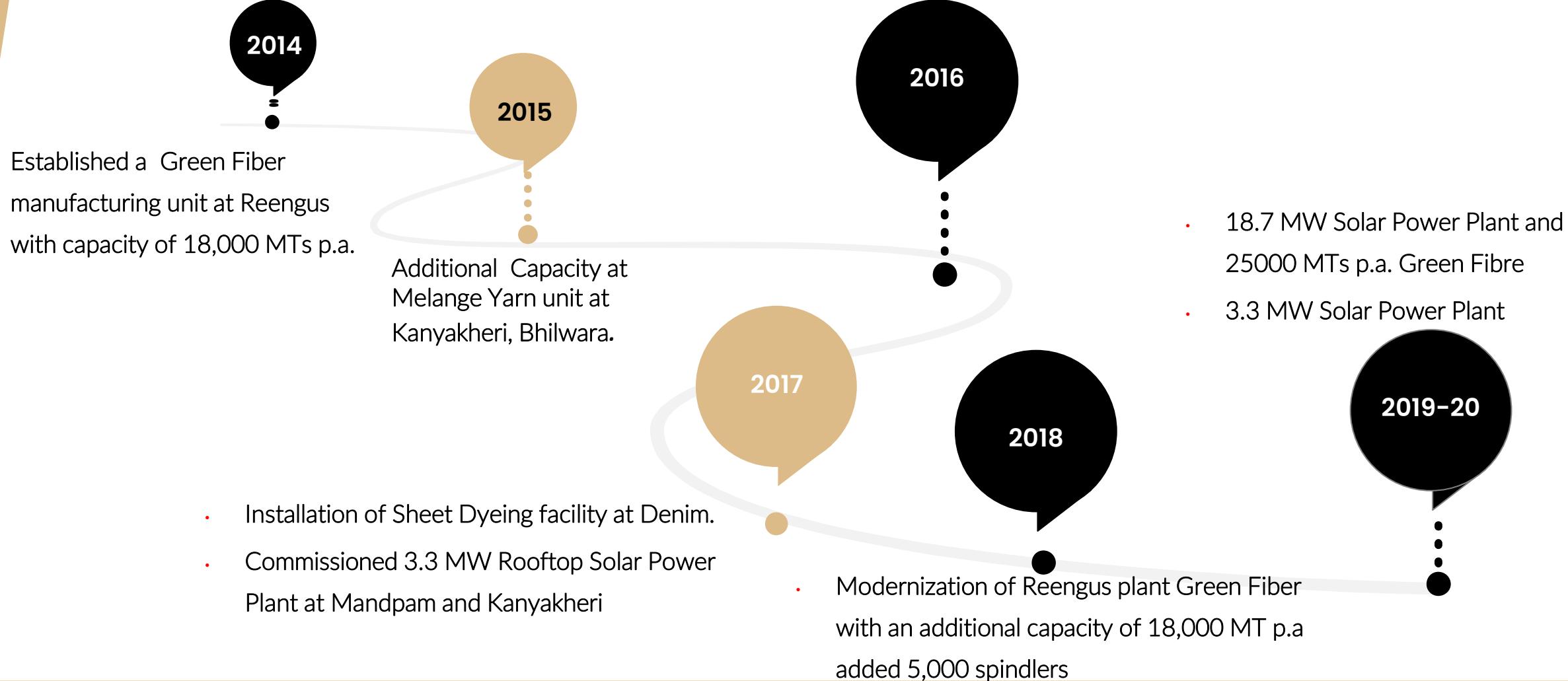
- 5 Group companies listed on the Stock Exchanges.
- Production units & Corporate office spread across the country at 38 locations

- Over 1,000,000 stake holders in the Group.
- All key companies ISO certified
- Over 28,000 strong workforce.

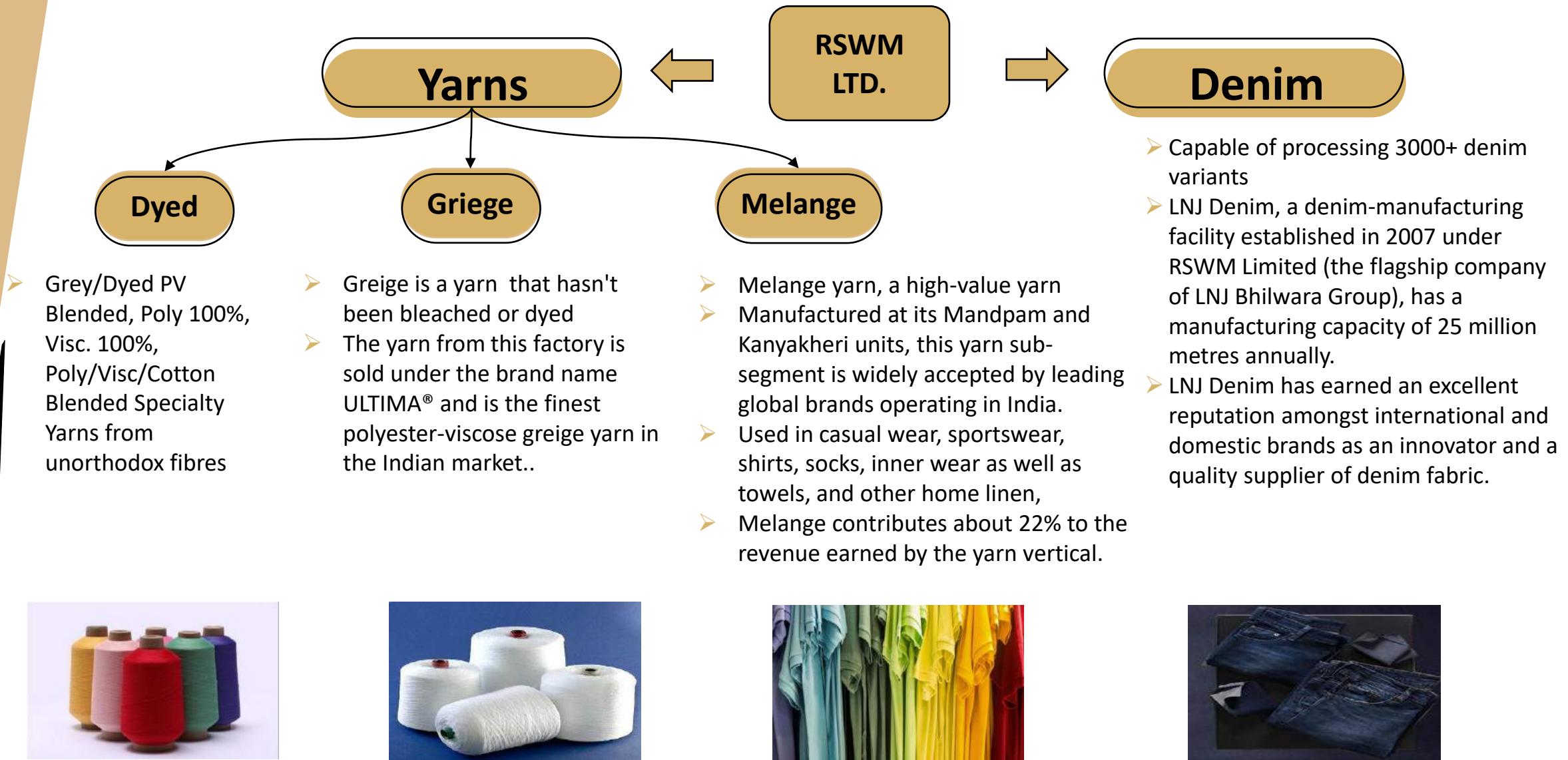
Our Evolution



Our Evolution



Business Verticals



Credentials

- ✓ The company is certified by all quality certification as per International Standards
- ✓ The company has also been certified by ISO 9001 2015, Global Organic Textile Standard (GOTS), Oeko-Tex-100 (*certified by Hohenstein*), SA- 8000:2015 (*certified by BSI*), ISO EnMS – 5001 : 2012, Organic Cotton Fair Trade Standards

Location	Spindles	Rotors	Looms
Kharigram	1,67,792		
Banswara	95,376	3,120	
Rishabhdev	52,848		
Reengus	32,840		
Mordi	21,264	1,680	172
Mandpam	49,152		
Kanyakheri	25,920		
Total	4,45,192	4,800	172





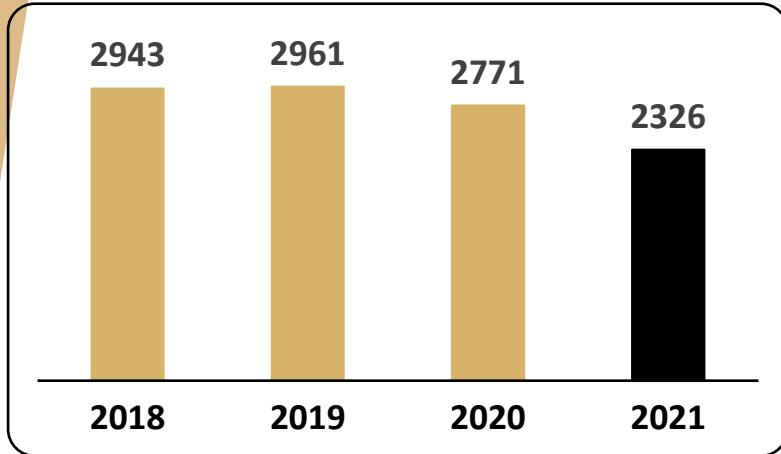
RSWM Limited
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HISTORICAL FINANCIAL OVERVIEW

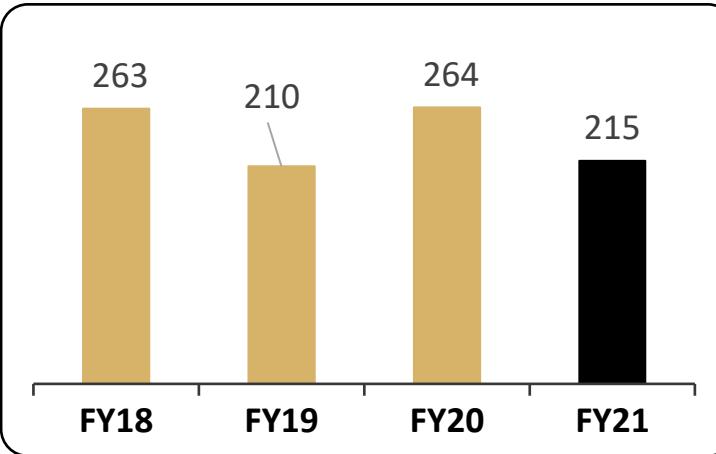
Financial Overview

INR in Cr

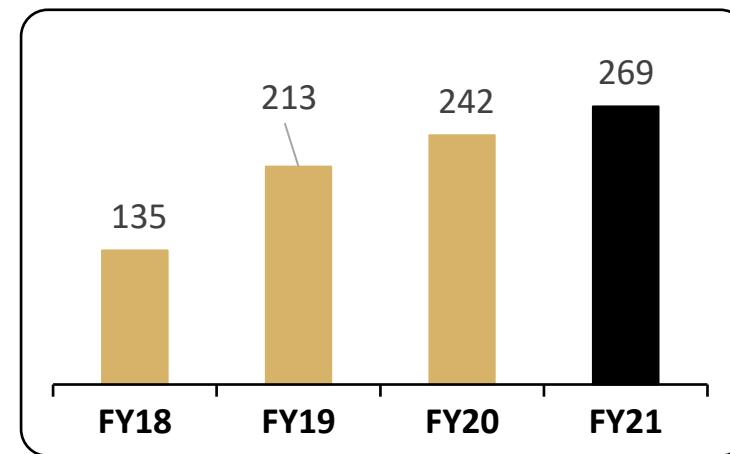
Revenue



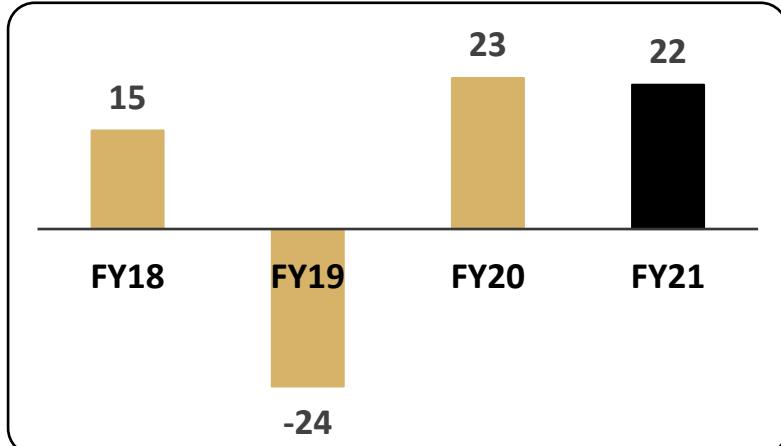
EBITDA



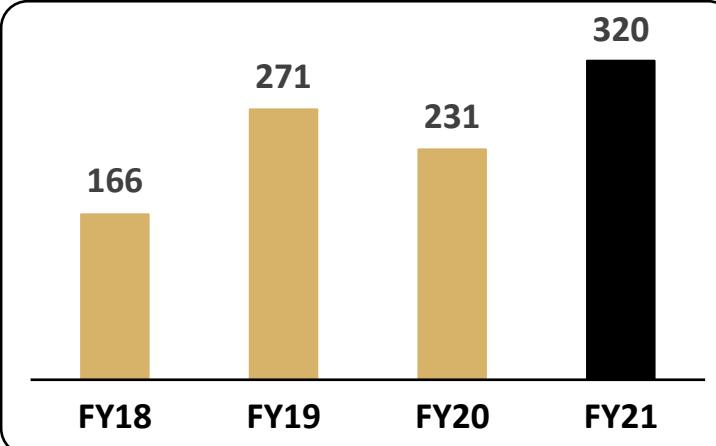
Net Working Capital



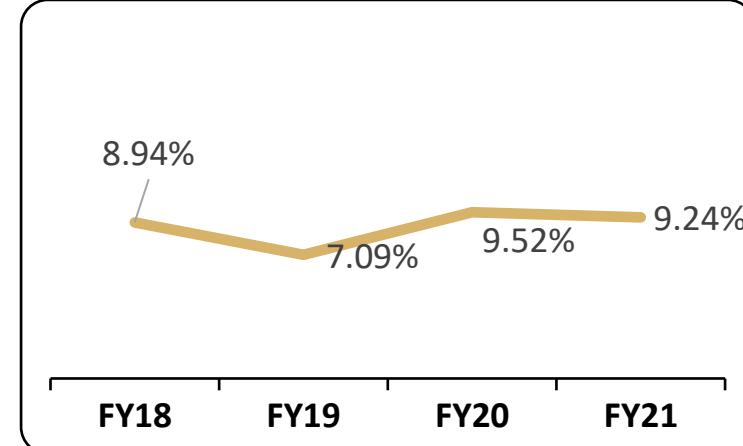
PAT



Net Cash Flow From Operation

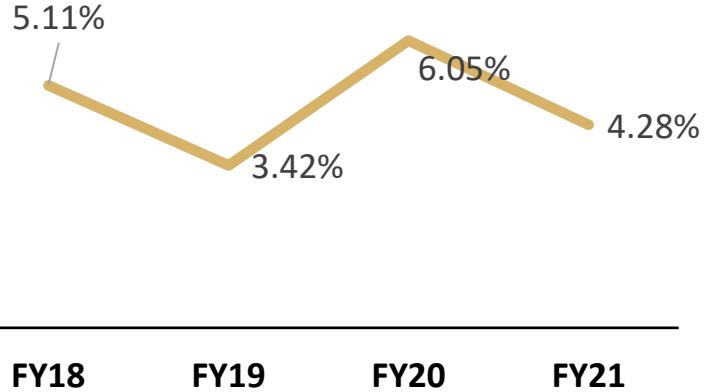


EBITDA Margins

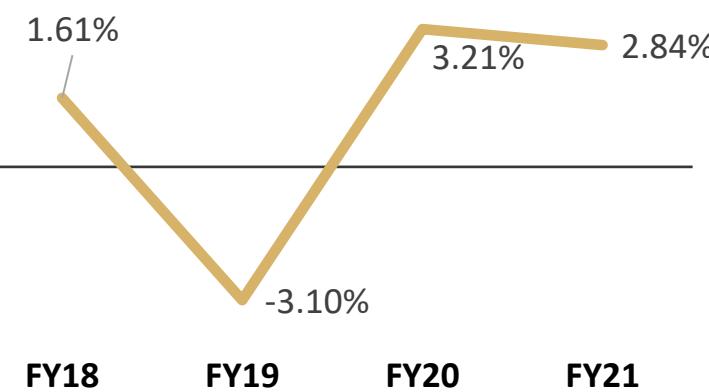


Financial Overview

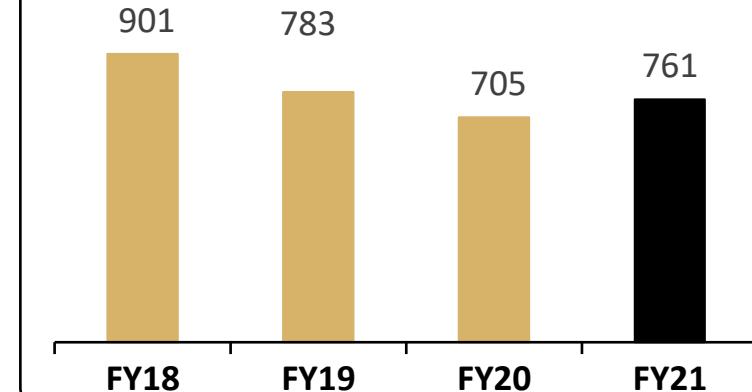
Return on Capital Employed



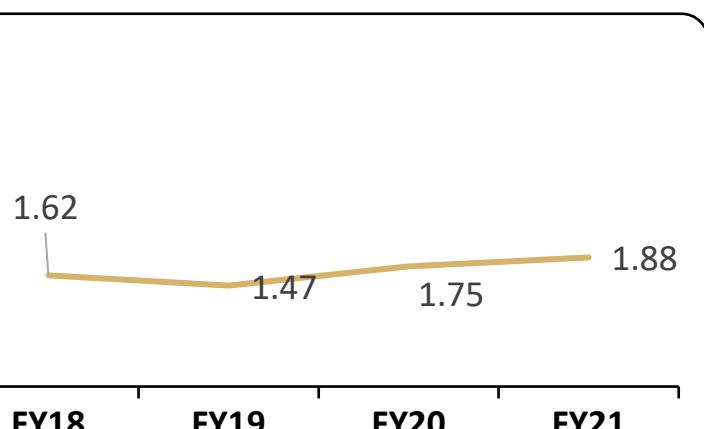
Return on Net Worth



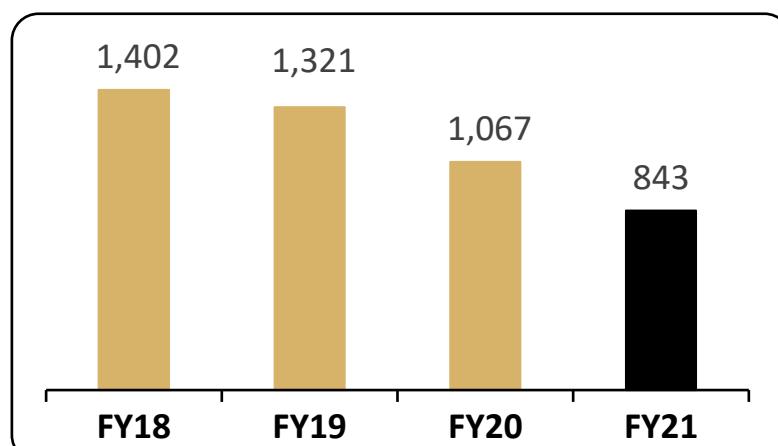
Net Worth



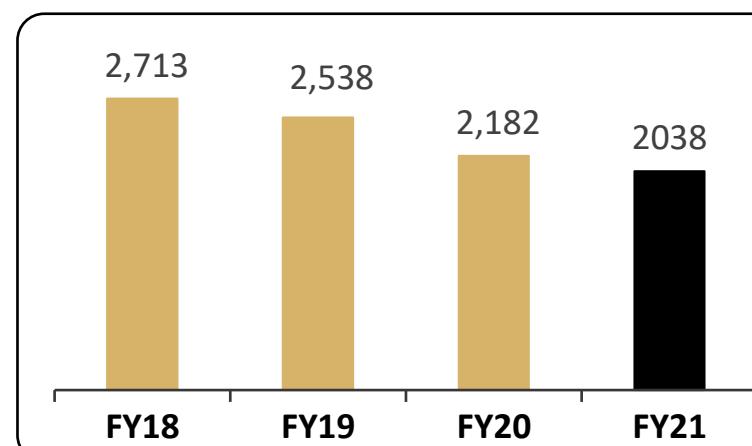
Fixed Asset Turnover



Net Debt



Capital Employed





RSWM Limited
an LNJ Bhilwara Group Company

ESG INITIATIVES



Safeguarding Environment

Water Management

- We offer fabrics dyed with advanced techniques that uses less water and chemicals.
- To round out our efforts, we treat all our post-process water in our own effluent treatment plant and further purify it via reverse osmosis before returning it to the environment cleaner than before

1350 Kilolitre water saved everyday

Energy Conservation

- LNJ Bhilwara Group continues to invest in renewable energy sources, and have successfully commissioning two hydro- and wind- power projects along with a roof top solar power plant, aggregating a total of more than 300 MWs.

8,00,000 Tonnes of C02 emissions reduced annually

Recycle & Waste Management

- We proudly offer recycled yarns in our fabrics.
- Our state-of-the-art Garnett machine efficiently breaks down post-consumer waste fabrics and converts them into new usable fibres, we're weaving new fabric while eliminating excess waste from landfills.

30 Tonnes of fabric recycled per month

ESG Initiatives

Fibre Green

- Fibre green is a process of converting waste material into fiber.
- Disposed PET bottles are converted into flakes which are finally turned into fiber in different denier and cut for spinning into yarn.
- In terms of performance, these recycled 100% polyester fibres are just like virgin polyester fiber having a production capacity in excess of 3600 tonnes per month.

183 Cr PET bottles recycled annually

Creating Value for Employees

- Hiring from diverse skill sets; Employee friendly policies
- Building an inclusive culture and an enabling environment to perform and grow
- Building capabilities in knowledge, skills and competencies through intense and customized training programs at defined stages of employee career
- Driving a performance culture through differentiation and linkage to rewards

ESG Initiatives

Core Values

- Our sustainability initiatives are not guided by legal or regulatory requirement only but are rooted in the core values.
- Since our inception we are investing in preserving and improving the environment for 6 decades by various initiatives. For more details please
- visit: <https://www.rswm.in/sustainability/>

Strong Governance

- Optimum mix of Executive/Nonexecutive Directors as per Policy on Board Diversity
- Performance evaluation of Board, Committees, Chairperson, Individual Directors
- CSR & Sustainability Board Committee oversight to drive ESG
- Policies like Prohibition of Insider Trading, Anti-Money Laundering
- Encouraging to report concerns through Whistle Blower Policy



Leadership Team

KEY MANAGERIAL PERSONS

MR. RIJU JHUNJHUNWALA
Chairman & Managing Director

MR. B. M. SHARMA
Joint Managing Director

MR. AVINASH BHARGAVA
Chief Financial Officer

MR. SURENDER GUPTA
Company Secretary

BUSINESS HEADS

MR. PRAKASH MAHESHWARI
Chief Executive
(Corp. Affairs & TPP)

MR. SUKETU SHAH
Chief Executive
(Denim)

MR. ARUN DUDEJA
Chief Executive
(Knits)

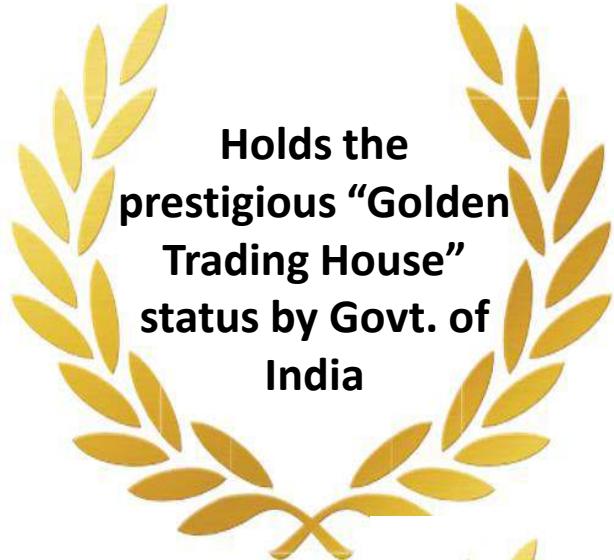
MR. SUKESH SHARMA
Dy. Chief Executive
(Yarn)

MR. ASHWANI MITTAL
Dy. Chief Executive
(Melange Yarn)

MR. MANOJ SHARMA
President and Chief Human
Resource Officer

MR. ARVIND GUPTA
President and Chief
Marketing Officer

Awards & Recognitions



**Holds the
prestigious “Golden
Trading House”
status by Govt. of
India**



**Winner of “The
Rajasthan Energy
Conservation
Award” in the
Textile Sector**



**TEXPROCIL Export
Award- Gold
Trophy for the
export of Processed
Yarn**



**Three time Winner
of the Rajiv Gandhi
National Quality
Award**



**Highest Export
Award from SRTEPC
for Polyester/Viscose
yarn export for over
Two Decades**

Thank You

RSWM LIMITED

Registered Office

Kharigram, P.O. Gulabpura – 311 021
Dist. Bhilwara (Rajasthan)

Corporate Office

Bhilwara Towers, A-12, Sector - 1
Noida – 201 301 (U.P.)

CIN: L17115RJ1960PLC008216

<https://www.rswm.in>

CONTACT US

Shri Avinash Bhargava

Chief Financial Officer
Tel: 01483 222515

Email: cfo.rswm@lnjbihlware.com

Shri Rakesh Jain

DGM – Corporate Finance
Tel: 01483 222118

Annexure

INR in Cr

Profit & Loss Statement

	Q2 FY22	Q2 FY21	H1 FY22	H1 FY21	FY21	FY20
Total Income (Incl. other income)	959.90	559.95	1709.67	779.79	2365.43	2850.36
Raw Material Cost	515.87	271.02	965.88	388.73	1217.99	1566.82
Employee Cost	101.74	76.15	199.40	130.48	312.33	370.09
Power Cost	94.58	68.06	179.86	105.00	258.04	338.70
Other Expenses	121.80	65.90	215.59	105.97	279.85	331.65
Inc./Dec. in Inventory	15.01	52.23	(51.55)	69.00	82.25	(20.64)
EBIDTA	110.90	26.59	200.49	(19.39)	214.97	263.74
EBIDTA Margin (%)	11.64%	4.80%	11.83	(2.52%)	9.24%	9.51%
Depreciation	28.84	32.28	59.91	64.43	127.68	131.67
Finance Cost	16.85	21.87	35.24	45.47	83.03	108.51
Profit Before Tax	65.21	(27.66)	105.34	(129.29)	4.26	23.56
Tax	22.86	(10.31)	25.70	(46.19)	(17.35)	0.89
Net Profit After Tax	42.35	(17.35)	79.64	(83.10)	21.61	22.67
Net Profit Margin (%)	4.44%	(3.13%)	4.70%	(10.80%)	0.92%	0.82%

Annexure

Balance Sheet Highlight

INR in Cr.	30.09.21	31.03.21	INR in Cr.	30.09.21	31.03.21
Assets			Liabilities		
Non-current Assets	1116	1052	Shareholders' Fund	862	761
Fixed Assets	918	928	Share Capital	24	24
Investments	117	92	Reserve & Surplus	838	737
Other Non-current Assets	81	32	Non-current Liabilities	363	401
Current Assets	1031	986	Long Term Borrowing	276	334
Inventories	448	450	Other Non-current Liabilities	87	67
Trade Receivable	415	378	Current Liabilities	922	876
Other Current Assets	168	158	Short Term Borrowing	605	588
Total Assets	2147	2038	Other Current Liabilities	317	288
			Total Liabilities	2147	2038