

RSWM/SECTT/2024
August 9, 2024

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

Sub: Investors Presentation on the Unaudited Financial Results of the Company for the Quarter ended 30th June, 2024.

Dear Sir,

Please find enclosed a copy of Investors Presentation on the Unaudited Financial Results of the Company for the quarter ended 30th June, 2024 for your information and record.

Thanking you,

Yours faithfully,
For **RSWM LIMITED**

SURENDER GUPTA
VICE PRESIDENT – 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:09AAACR9700M1Z1	Regd. Office: Kharigram, P.O. Gulabpura – 311 021 District Bhilwara, Rajasthan, India Tel.: +91-1483-223144 to 223150, 223478 Fax: +91-1483-223361, 223479 Website : www.rswm.in GSTIN:08AAACR9700M1Z3
---	--

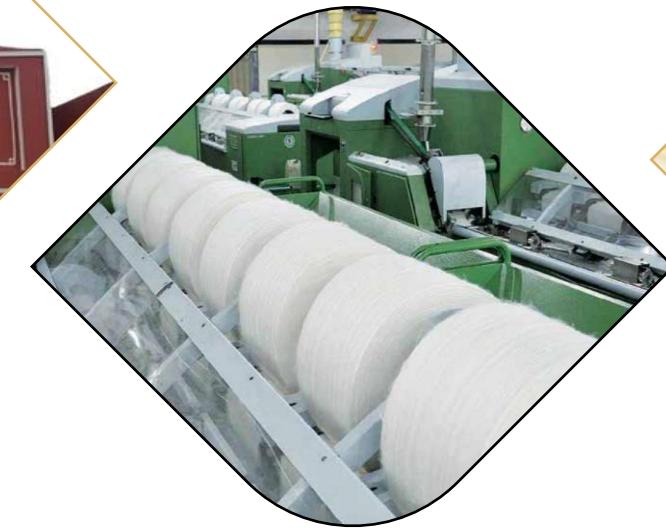
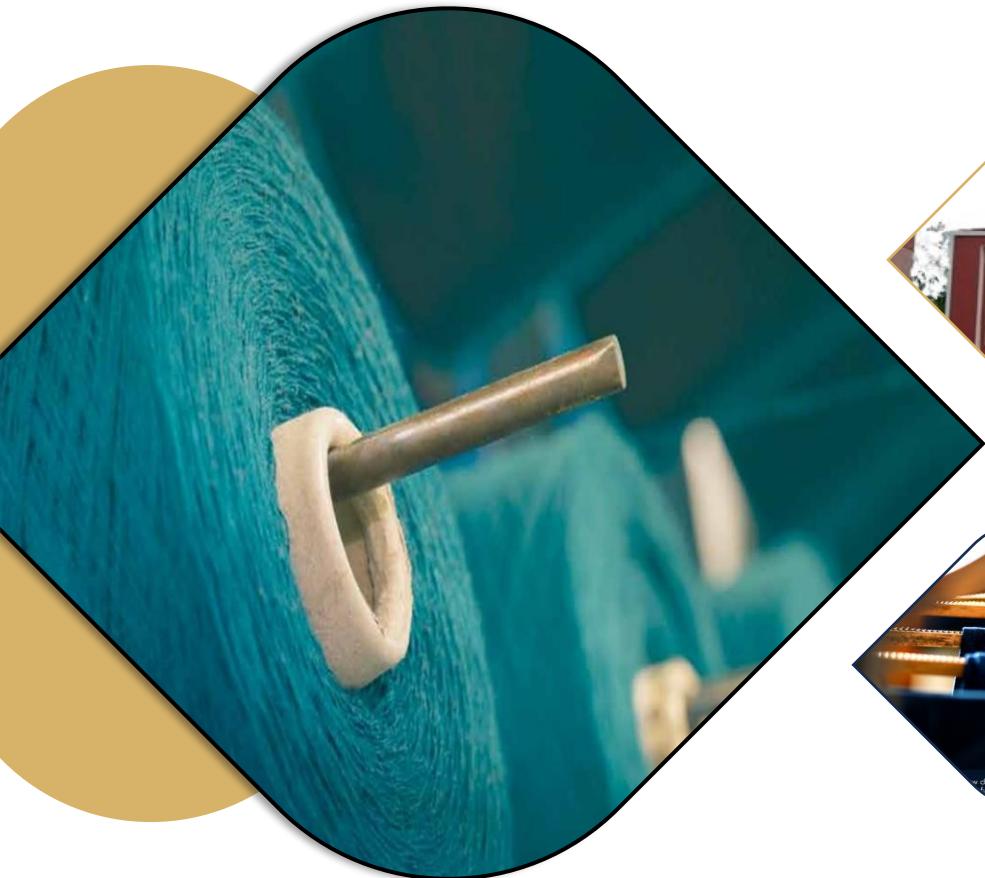
Corporate Identification Number:L17115RJ1960PLC008216



Proud to be Indian
Privileged to be Global



Investor
Presentation
Q1 FY25



NSE: **RSWM**
BSE: **500350**

TEXTILE DRIVEN BY INNOVATION, GROWTH & TRANSFORMATION

This presentation has been prepared by RSWM ("Company") solely for information purposes without any regard to any specific objective, financial situation, or informational need of any particular person. This presentation may not be copied, distributed, or disseminated, directly or indirectly, in any manner. Failure to comply with this directive may result in a violation of the applicable laws in certain jurisdictions. By reviewing this presentation, you agree to be bound by the restrictions contained herein and to maintain absolute confidentiality, regarding the information disclosed in these materials.

This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any offer or invitation, or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person in any jurisdiction, including in India, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment, therefore, this presentation contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief, or current expectations of the Company or its directors and officers concerning the results of operations and the company's financial condition. These statements can be recognized by the use of words such as "expects", "plans", "will", "estimates", "projects", or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions that the Company believes to be reasonable considering its operating experience in recent years. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, and competition, our ability to manage our international operations, government policies, regulations, etc.

The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company to reflect actual results, assumptions, or changes in factors affecting these statements. Given these risks, uncertainties, and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. This presentation may contain certain currency exchange rates and the same has been provided only for the convenience of readers.

01. 

Q1 FY25 Financials

02. 

Growth Drivers

03. 

Company Profile

04. 

Historical Data

05. 

Management Team

06. 

Annexure

Message From CMD & CEO's Desk



Mr. Riju Jhunjhunwala
CMD & CEO of RSWM Limited

Q1 FY25

“

The textile industry is on a path to recovery with moderate improvement in demand domestically and in export markets. Despite challenges from global supply chain disruptions and rising logistics costs, shifts in sourcing preferences have helped stabilize Indian cotton prices between ₹55k to ₹60k per candy, supporting our margins. International cotton prices have declined by 10%-12%, making imported cotton more competitive, yet stable crop conditions and a good monsoon are expected to maintain stability. We anticipate improved industry utilization rates as demand picks up.

Our performance in Q1 FY25 remained stable due to better asset utilization and cost efficiency. Despite geopolitical challenges, realizations across business segments have improved, indicating a positive financial trend. Looking ahead, we will focus on optimizing product mixes, cost efficiencies, and capacity utilization to enhance our market position. Strategic investments in renewable energy and a commitment to innovation and value additions will drive our long-term growth. The Union Budget 2024-25, with its increased funding for the textile sector, will further support our initiatives and growth.

”

Message From JMD Desk



Mr. B. M. Sharma
JMD of RSWM Limited

Q1 FY25

“

Our performance in Q1FY25, driven by smart asset utilization, an improved product mix, and tight cost controls, highlights our resilience in the face of geopolitical challenges. As we move forward, we plan to strengthen our market position through value addition, cost efficiency, and better capacity utilization. In the textile sector, navigating high cotton prices is key, and policy adjustments by the CCI are crucial to prevent losses. Our total sales for Q1FY25 reached ₹1,208 Crores, reflecting a growth of 3.1% QoQ and 34.1% YoY. Our Gross Profit also saw impressive increases, with a notable improvement in our Gross Profit Margin, demonstrating our focus on cost optimization and operational efficiency.

The industry's pivot towards sustainability, technical textiles, and digital textile printing sets the stage for remarkable growth in the sector. We're optimistic about future demand and are strategically focusing on value-added segments to drive growth. Also, our ₹730 crore investment in Jammu & Kashmir underscores our commitment to boosting production capacity and market presence. We deeply value the steadfast support of our shareholders and remain dedicated to delivering long-term value and sustainable growth.

”



01

Q1 FY25 Financials

- 07 Q1 FY25 Financial Performance
- 09 Average Price Realization

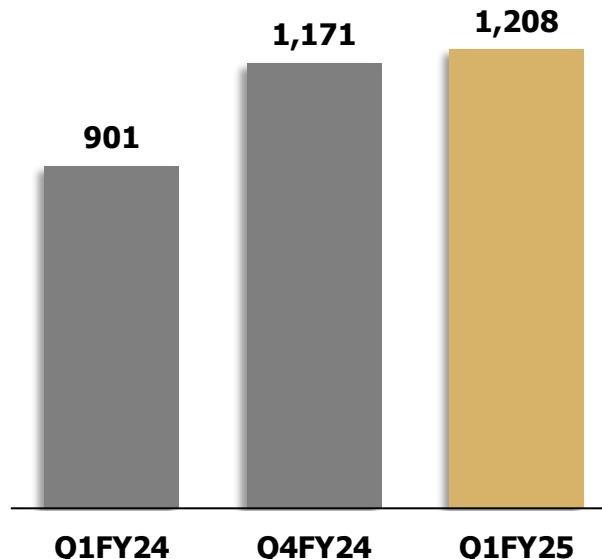


Q1 FY25 Financial Performance

₹ in Cr

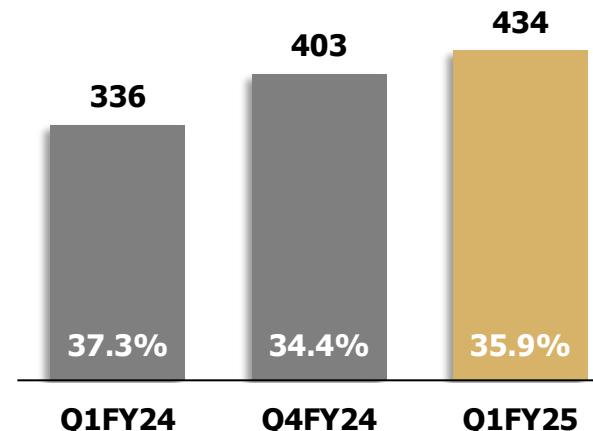
Revenue

↑ 3.1% QoQ ↑ 34.1% YoY



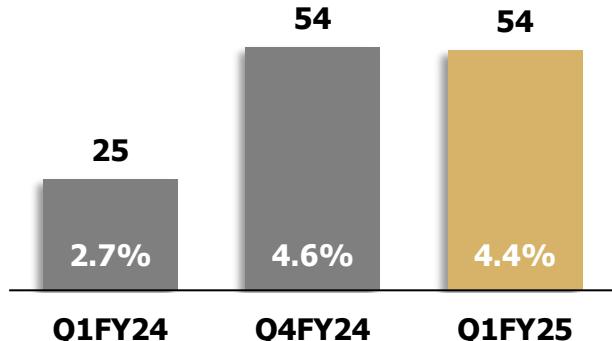
Gross Profit & Gross Profit Margin(%)

↑ 7.8% QoQ ↑ 29.2% YoY



EBIDTA & EBIDTA Margin(%)

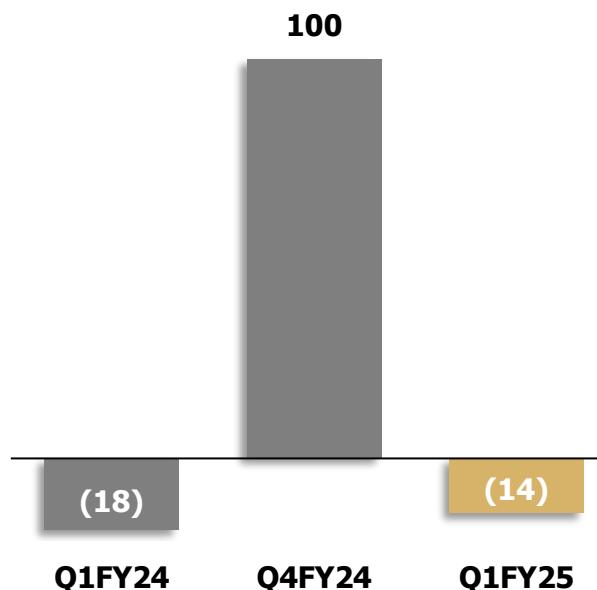
↑ 2.2x YoY



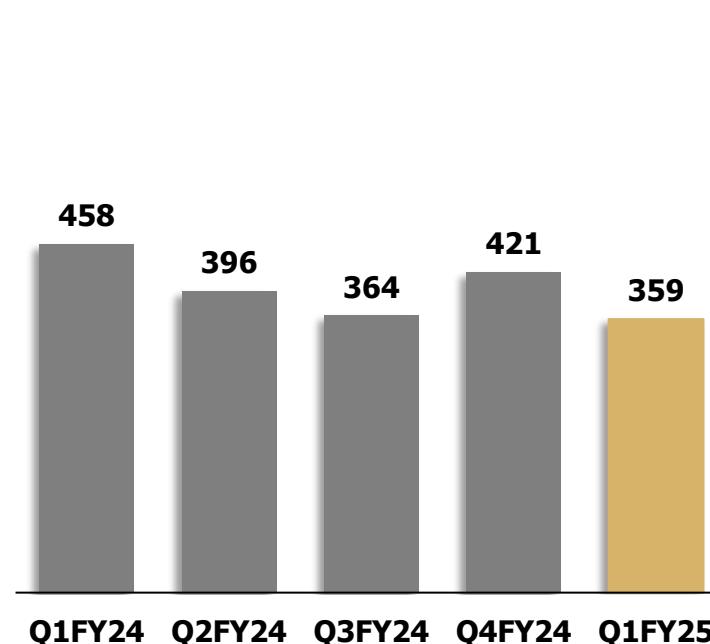
Q1 FY25 Financial Performance

₹ in Cr

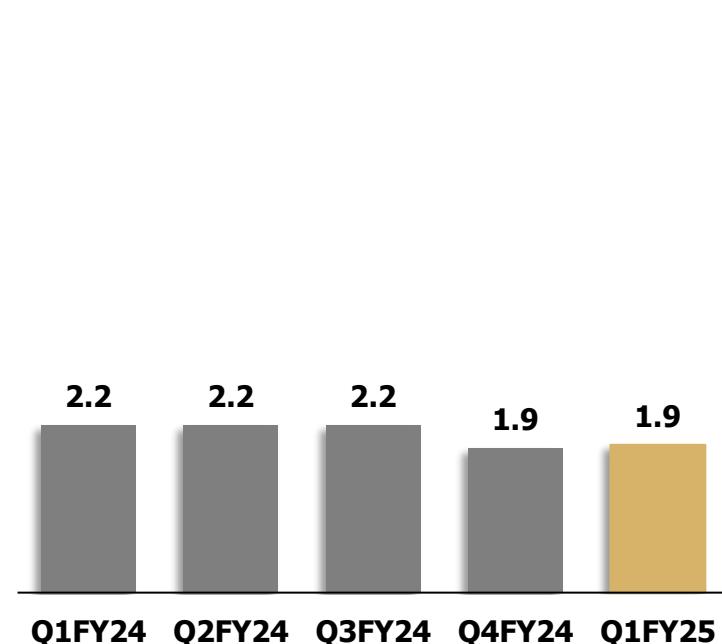
PAT



Net Working Capital

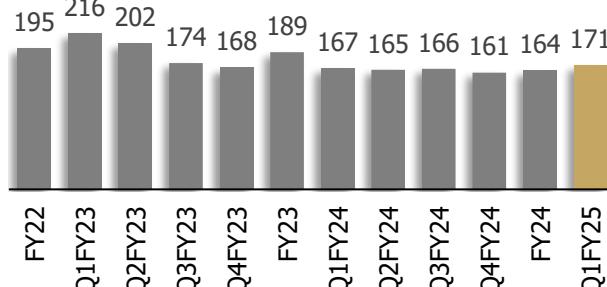


Fixed Asset Coverage Ratio(x)

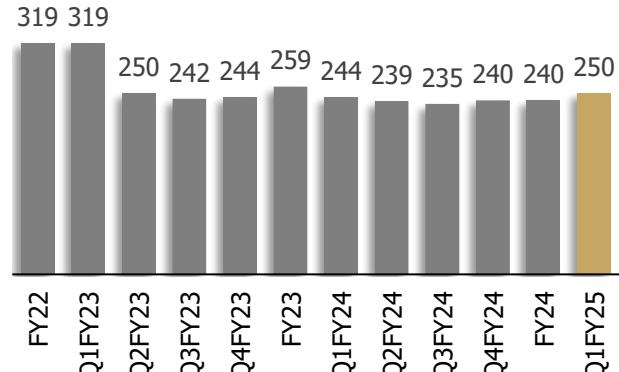


Average Price Realization

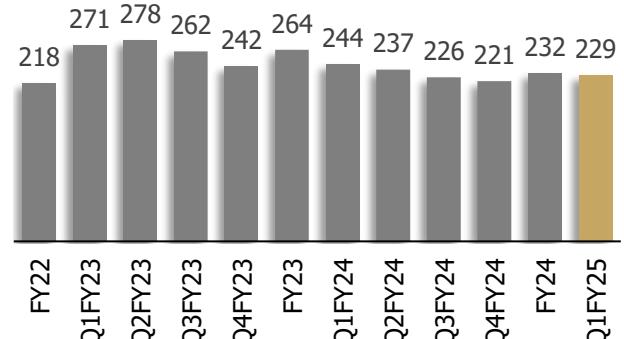
PV Grey Yarn



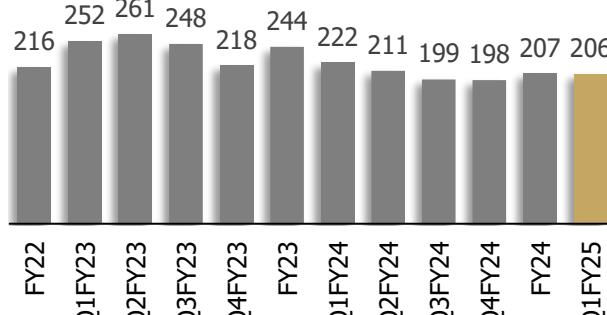
Cotton Grey Yarn



Denim

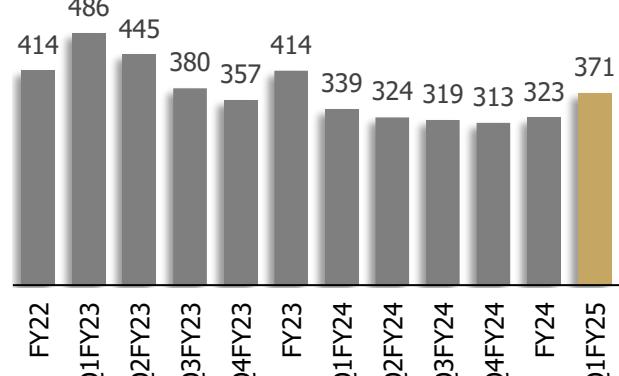


PV Dyed Yarn



Q1 FY25

Melange Yarn



Units:
Yarn per Kg
&
Denim per meter



02

Growth Drivers

11 Growth Driving Factors



Growth Driving Factors

⇒ The company invested ~₹410 Cr in expanding its Denim, Cotton Melange Yarn, and Knits Business, and modernizing equipment across all units.

⇒ Equity infusion was done through a Right Issue, and the acquisition of BG Wind Power Limited having 20MW WTG was completed.

⇒ A capital expenditure of ₹315 Cr during FY23 for expanding spinning capacity at Lodha, Banswara commenced commercial production in September'23.

⇒ Focus on maximizing our knitting unit's output this year, we may gradually expand capacity based on market dynamics. Having made substantial enhancements to our denim division's product quality and operations, we contemplate elevating it further.

⇒ With the growing popularity of denim culture globally, spanning various demographics and regions, we may explore entering the garments segments.

⇒ The company closely monitors the RoDTEP Scheme, aimed at enhancing Indian Export competitiveness worldwide, potentially transforming the entire export value chain

⇒ The company has been sanctioned Special Customized Package for Denim, Cotton Melange Yarn, Knits business and Spinning capacity at Lodha Banswara.

⇒ Focussed on high-value speciality yarn businesses like Dyed and Melange Yarn.

⇒ Change in product mix and value-added products helps in sustained margins.

Investments



Optimization



Government Initiatives



High Valued Yarn





03

Company Profile

- 13 About RSWM Limited
- 16 Milestones
- 17 Business Verticals
- 20 Sustainability
- 21 Strong Parentage



Nation's Largest Textile Manufacturer & Exporter

RSWM Limited, headquartered in Noida, is one of India's largest textile manufacturers and exporters of Synthetic, Blended, Mélange, Cotton, and Specialty value-added yarns, and in the manufacturing of Denim fabric, Knitted fabric, and Green Polyester Fibres.

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

70+

Exports to nations globally, including Africa, Southeast Asia, Europe, the Middle East, & the USA

29%

of sales during FY24 came from exports

12

Manufacturing Facilities

3

Business Verticals

- Yarns
- Denim
- Knitted Fabric

Strategically Located

6.30 Lac SPINDLES

5,840 ROTORS

**9,000+ MT PA
KNITTED FABRIC**

**43K MT PA
GREEN FIBRE**

172 LOOMS

Q1 FY25

Chhata, Kosi Unit, Dist. Mathura

- a) Ring & Open-End Cotton Greige Yarn Spinning
- b) Knitting & Processing

Ringas

- a) Fibre Dyeing & Spinning
- b) Dyed Yarn Recycled Polyester Fibre (Green Fibre)

Kharigram

- a) Fibre Dyeing, Greige & Dyed Yarn Spinning
- b) Melange Yarn Unit (HJ-21)

Mandpam

Fibre & Yarn Dyeing & Melange Yarn Spinning

Rishabhdev

Spinning PV Blended Greige Yarn

Kanyakheri

Melange Yarn

Mayur Nagar, Lodha

Spinning Cotton, PV Blended & Open End Greige Yarn

Mordi, Banswara

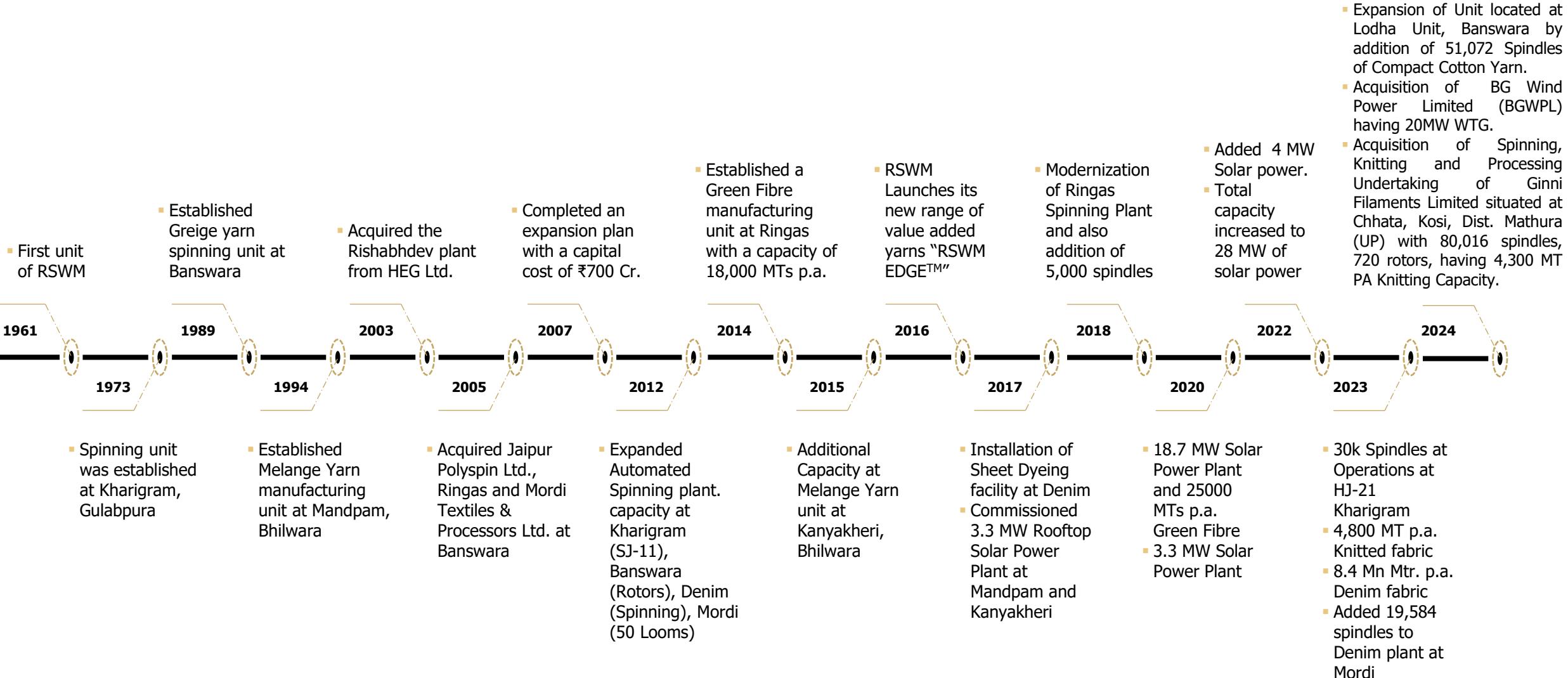
- a) **Denim Unit:** Cotton Ring & Open End Spinning, Weaving & Rope Dyeing, Processing & Finishing Denim Fabric
- b) **Knits Unit**

Certification

RSWM Limited consistently pursues certifications to enhance credibility, ensure regulatory compliance, gain a competitive edge, and improve processes and customer satisfaction.



Milestone



Annual Production Capacity

117K MT

Greige Yarn

24K MT

Melange Yarn

32K MT

Dyed Yarn

Greige Yarn

- Greige is a yarn that hasn't been bleached or dyed.
- Greige yarn is suitable for weaving, knitting, sewing, and industrial application.
- This yarn is sold under the brand name ULTIMA® and is the finest polyester-viscose Greige yarn in the Indian market.



Melange Yarn

- Melange yarn, a high-value yarn, is manufactured at Mandpam and Kanyakheri units.
- Melange yarn is widely accepted by leading global brands operating in India.
- It is widely used for shirts, socks, undergarments, business suits, towels, sportswear, bed linen, & other home fabric products.



Dyed Yarn

- Dyed PV Blended, Poly 100%, Visc. 100%, Poly/Visc/Cotton Blended Specialty Yarns from unorthodox fibres manufactured in two advanced facilities in Bhilwara & one near Jaipur.
- Offering the most optimum efficiency & excellence for creating exquisite designer yarns like Slub, Neppy, Siro, Siro Slub, CSY, Grindle, and many more.



Combed Compact Yarn

- RSWM started its latest innovation Kapaas a fresh line of 100% cotton compact yarn at Lodha (Banswara).



Annual Production Capacity

32.4 MN MTR

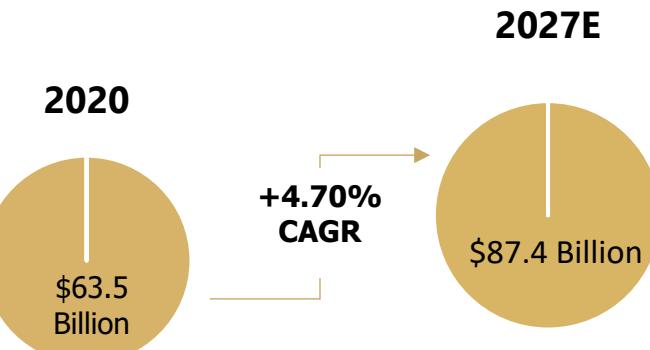
LNJ Denim

3,000+

Denim Variants

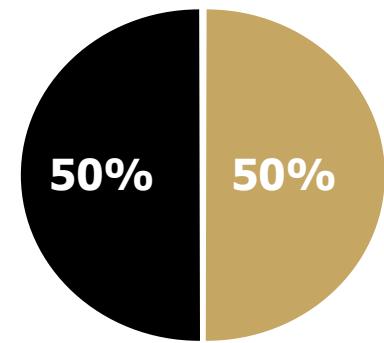
- LNJ Denim, a denim-manufacturing facility established in 2007 under RSWM Limited (the flagship company of LNJ Bhilwara Group), has a manufacturing capacity of 32.4 million meters annually. Capable of processing 3,000+ denim variants.
- LNJ Denim has earned an excellent reputation amongst international and domestic brands as an innovator and a quality supplier of denim fabric.

Global Denim Industry



Denim Industry Snapshot

- **50%** Organised Sector
- **50%** Unorganised Sector



Annual Production Capacity

4,800 MT

Banswara, Rajasthan

4,300 MT

Mathura, U.P.

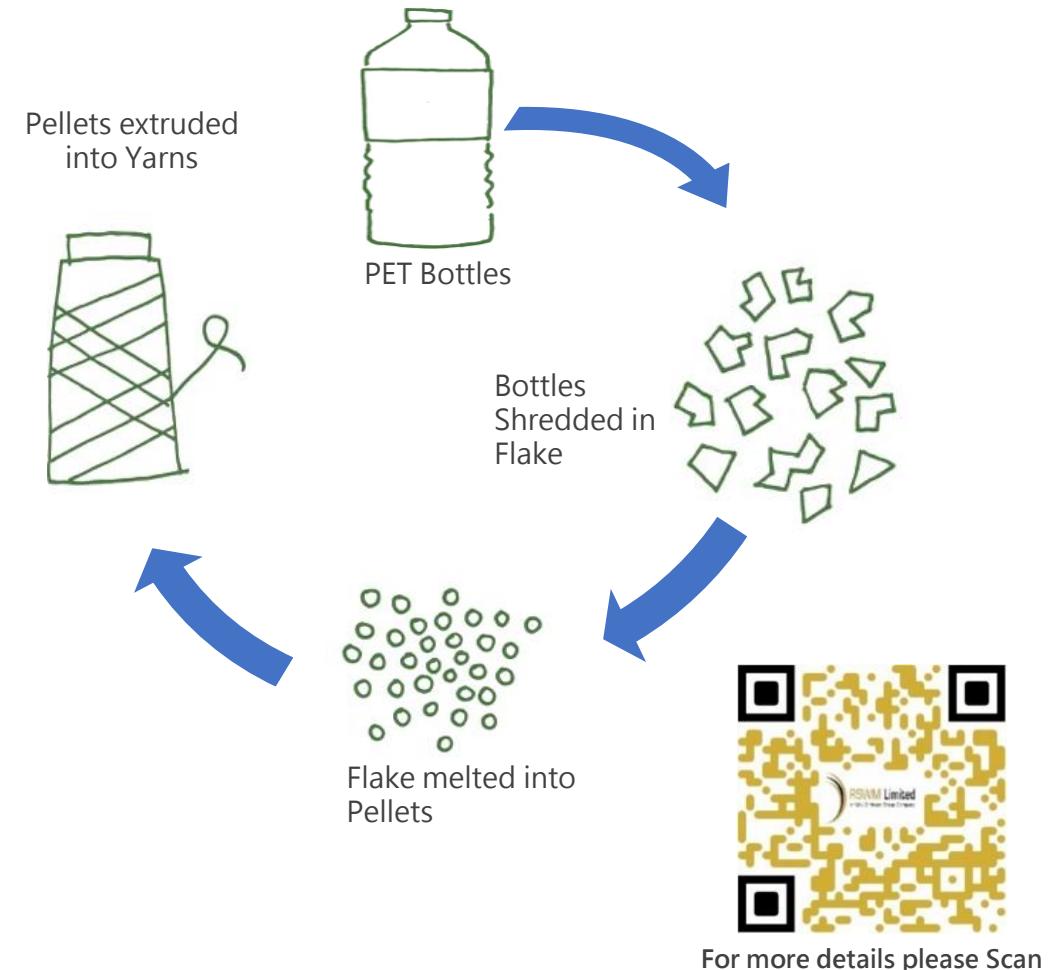
Ventured into Knitted Fabric to create value

- After being the leading supplier of high-quality yarn to the world, RSWM Limited has ventured into producing circular knitting fabrics. Knits is a \$206 Bn market globally and India has ~4% market share, so opportunity is huge in Knits for India, and had started with an initial investment of ₹80 Cr.
- Our well-knitted fabrics ensure comfort, weightlessness, wrinkle resistance, and a multitude of properties built in, especially for today's needs. With a robust establishment fuelled by immense creativity, LNJ Knits offers a dynamic product range that comprises knitted fabrics like Single Jersey, Interlock, Rib, Fleece, Flat Back Rib, Terry, Foma, Honey Comb, Pique, Waffel, and many more.
- LNJ Knits offers a tremendous manufacturing capacity of 4,800 MTPA in Banswara Plant, Rajasthan. Over time, the production capacity will be gradually increased.
- Also, added a capacity of 4,300 MT PA through an inorganic growth channel (Acquisition of Knitting Unit at Chhata, Kosi, Dist. Mathura U.P.)



Sustainability

- Promoting Sustainable Practices:** RSWM Ltd. exemplifies its commitment to the environment by prioritizing sustainable business practices. During the FY24, we proudly recycled an impressive 55,250 MT of PET plastic bottles, recycled 59 MT of waste fabric, saved 640 KL/Day of water and utilized 32.36 MW of renewable energy, thereby reducing waste and conserving valuable resources.
- Addressing Global Waste Challenges:** We understand the urgency to act with plastics accounting for approximately 20% of global waste. Our recycling efforts go beyond conventional practices, striving for a greener and cleaner world.
- Supporting Mission LiFE:** RSWM Ltd. is proud to be an ardent supporter of Mission LiFE, a transformative initiative focused on fostering a greener and cleaner India. By aligning our efforts with this noble mission, we aim to create a better tomorrow, safeguarding our planet for future generations.
- Sustainable Procurement:** At RSWM Ltd., we believe that sustainability begins with responsible procurement. By purchasing sustainable products, we actively contribute to the preservation of the environment. Our commitment to sustainable procurement sets an example for the industry, inspiring others to join us in safeguarding our planet's resources.



Parentage

Strong

TEXTILES

- RSWM Limited
- Maral Overseas Limited
- BSL Limited
- Bhilwara Technical Textiles Limited
- BMD Private Limited

IT SERVICES

- Bhilwara Infotechnology Limited

ELECTRODES

- HEG Limited



POWER CONSULTANCY

- Indo Canadian Consultancy Services Limited

HIGHLIGHTS

- 5 Group companies listed on the Stock Exchanges.
- Production units & Corporate office spread across the country at 38 locations
- Over 10,00,000 stakeholders in the Group.
- All key companies ISO certified
- Over 28,000 strong workforce.

POWER

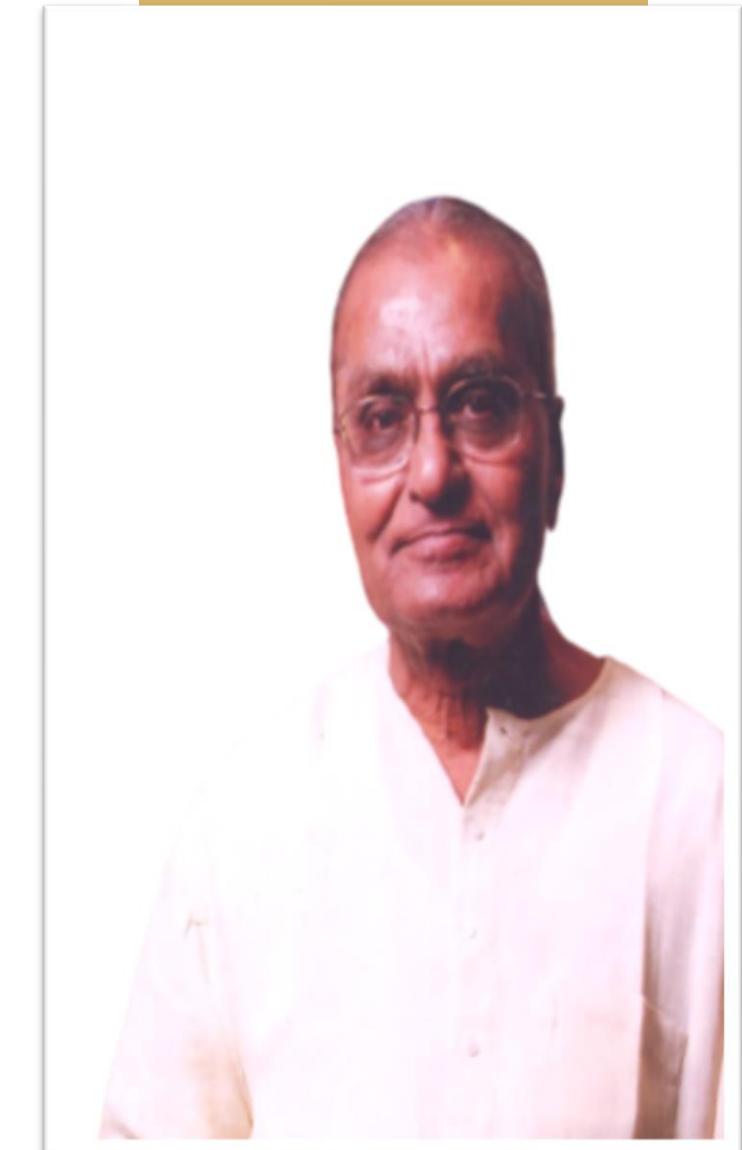
- Balephi Jal-Vidyut Co. P. Limited - Nepal
- NJC Hydro Power Limited
- AD Hydro Power Limited
- Bhilwara Energy Limited



04

Historical Data

- 23 Financial Data
- 24 Financial Ratios





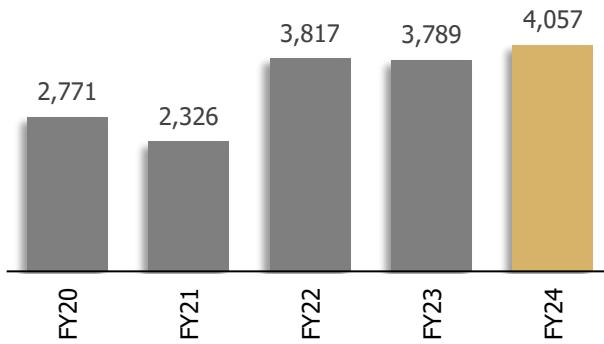
Financial Data



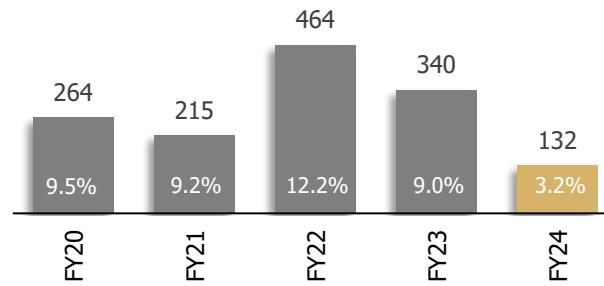
PROUD TO BE INDIAN
PRIVILEGED TO BE GLOBAL

₹ in Cr

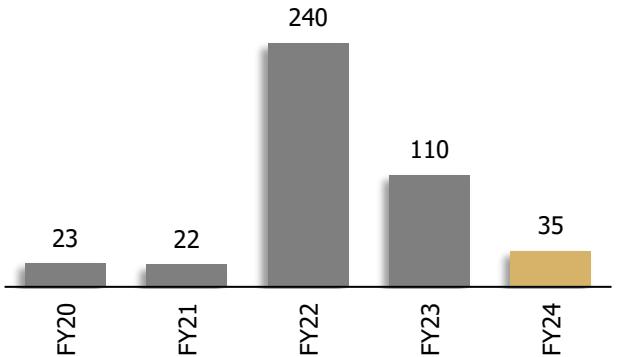
Revenue



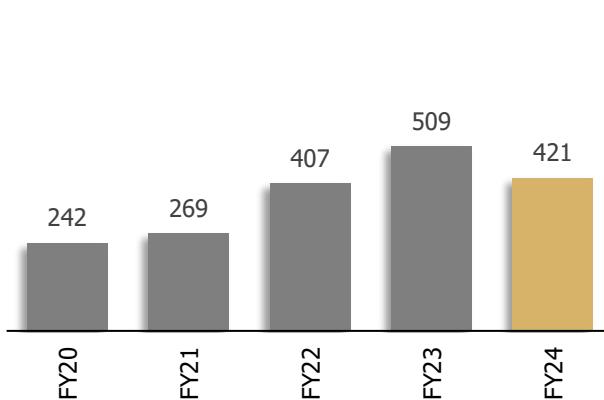
EBIDTA & EBIDTA Margin(%)



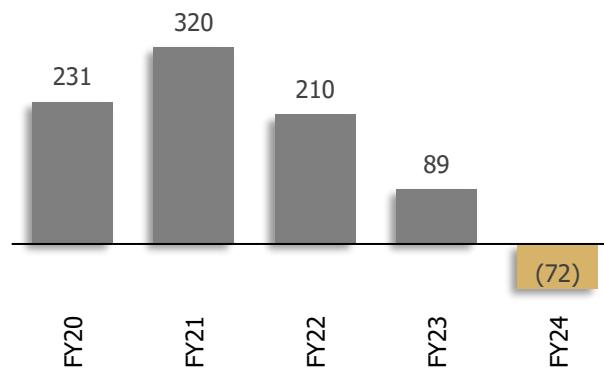
PAT



Net Working Capital

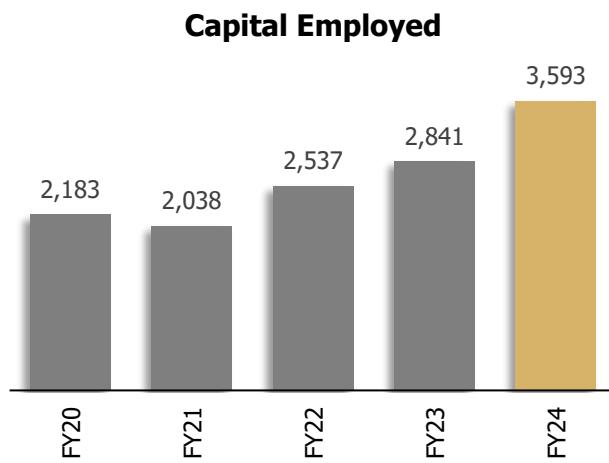
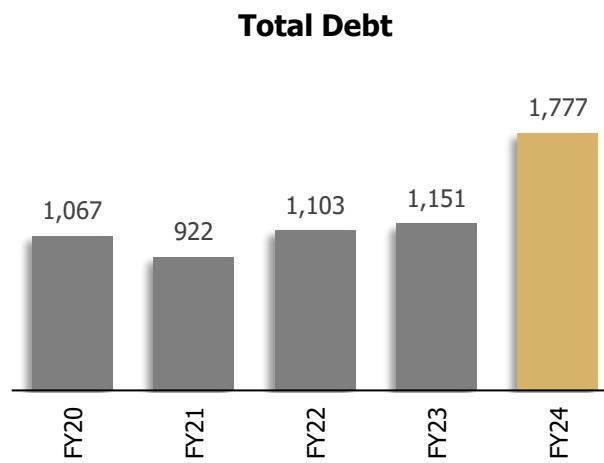
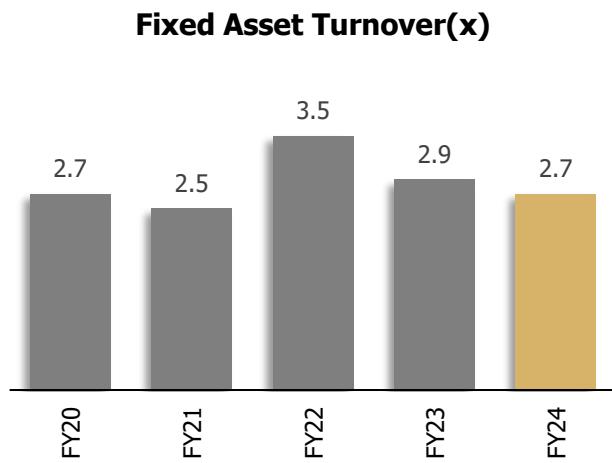
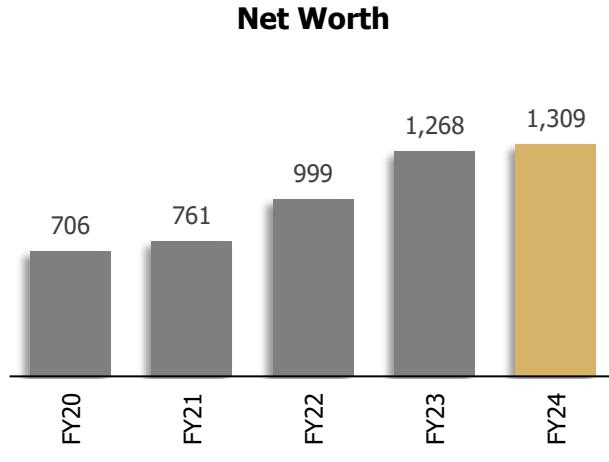
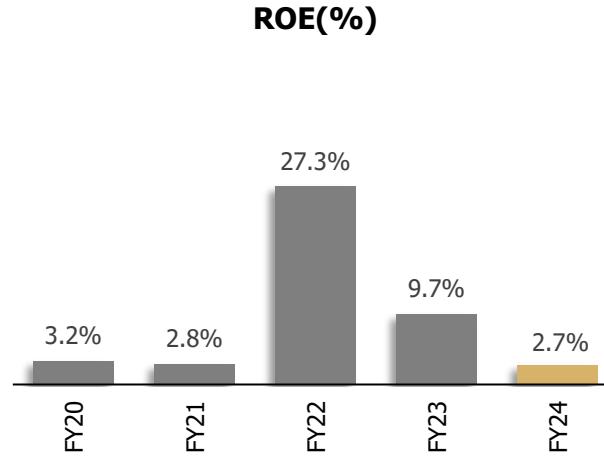
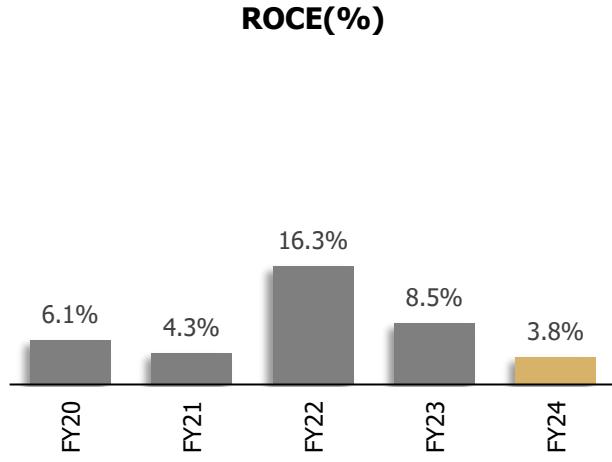


Net Cash Flow from Operational Activities





Financial Ratios

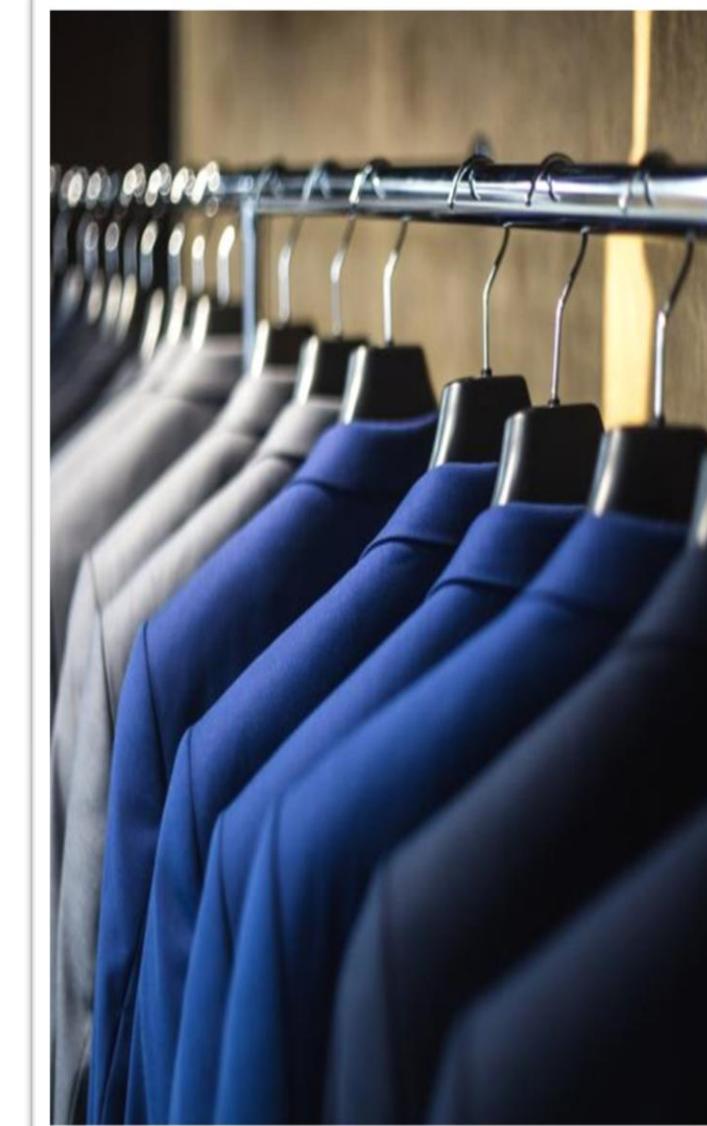




05

Management Team

- 26 Management Team
- 27 Achievement



Management Team



Mr. Riju Jhunjhunwala
CMD & CEO



Mr. B. M. Sharma
JMD



Mr. Surender Gupta
VP – Legal & CS

Mr. Prakash Maheshwari
Chief Executive
(Corporate Affairs)

Mr. Suketu Shah
Chief Executive
(Denim)

Mr. Balkrishan Sharma
Business Head &
Chief Executive (Yarn)

Mr. Y D Tiwari
Chief Executive
(Melange Yarn)

Mr. Arvind Kumar Maurya
Chief Executive (Knits)

Mr. Manoj Sharma
President & CHRO

Mr. Puneet Anand
Chief Strategy Officer

Executive Director & Key Managerial Personnel

Corporate Team



Achievement



**Excellence in Sustainable Practices Award by ICAI
(For Pre-Adoption of BRSR & ESG Compliance)**



Gartex Denim show in Mumbai

Q1 FY25



Gold Award for Spun Yarn Export by SRTEPC



Triple Triumph at the TEXPROCIL Awards for both 2021-22 and 2022-23

www.rswm.in

Achievement



PROUD TO BE INDIAN
PRIVILEGED TO BE GLOBAL

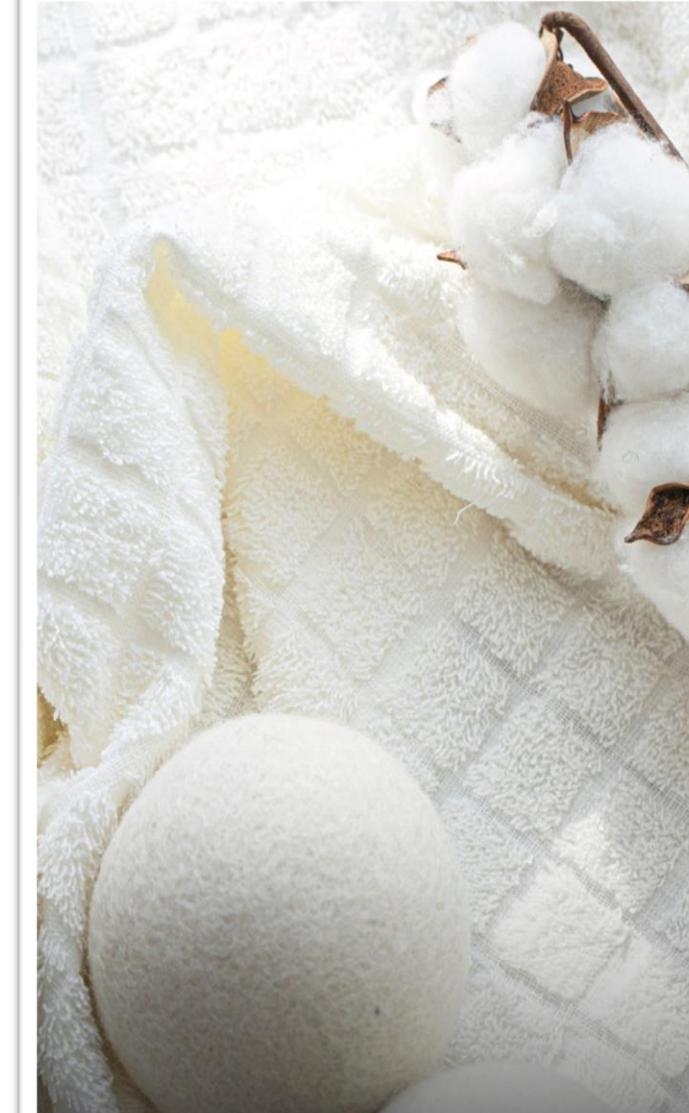




06

Annexure

30 Standalone Profit & Loss Statement



Standalone Profit & Loss Statement



PROUD TO BE INDIAN
PRIVILEGED TO BE GLOBAL

Parameter (₹ in Cr.)	Quarterly					Yearly
	Q1 FY25	Q4 FY24	QoQ	Q1 FY24	YoY	FY24
Total Income	1,214.53	1,181.91	2.8%	910.84	33.3%	4,092.72
Raw Material Cost	811.47	695.81		600.49		2,603.39
Employee Cost	137.59	114.96		114.24		465.86
Power Cost	130.91	121.57		112.96		469.94
Other Expenses	118.45	122.38		93.61		416.28
Inc./Dec. in Inventory	(37.67)	72.82		(35.40)		5.60
EBIDTA	53.78	54.37	(1.1)%	24.94	2.2x	131.65
EBIDTA Margin (%)	4.43%	4.60%	(17) bps	2.74%	+169 bps	3.22%
Depreciation	41.27	40.71		33.02		149.59
Finance Cost	33.44	30.64		19.93		92.13
Profit Before Tax & Exceptional Items	(20.93)	(16.98)	-	(28.01)	-	(110.07)
Exceptional Items	-	137.76	-	-	-	137.76
Profit/ Loss Before Tax	(20.93)	120.78	-	(28.01)	-	27.69
Tax	(7.25)	21.14	-	(10.07)	-	(7.21)
Net Profit/ Loss After Tax (PAT)	(13.68)	99.64	-	(17.94)	-	34.90
PAT Margin (%)	-	8.51%	-	-	-	0.86%



RSWM Limited
an LNJ Bhilwara Group Company

Thank You



Shri Surender Gupta
VP – Legal and CS
Tel: +91 120 4390058
E: skg@lnjbihilwara.com



Corporate Office
Bhilwara Towers,
A-12, Sector - 1
Noida – 201 301 (U.P.)
<https://www.rswm.in>





Shri Rakesh Jain
General Manager – Corporate Finance
Tel: 01483 222 116
E: rakeshk.jain@lnjbihilwara.com

Registered Office
Kharigram,
P.O. Gulabpura – 311 021
Dist. Bhilwara (Rajasthan)
CIN: L17115RJ1960PLC008216

