



RELIANCE CHEMOTEX
INDUSTRIES LIMITED

Investor **Presentation**

12th August, 2023

Safe Harbour

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RCIL : A **Leading** Synthetic Yarn **Manufacturer**

Experienced Management

RCIL is led by industry veterans with over 40 years of experience. The third generation is actively involved in the business.

Technical Textiles and High Value-Added Yarns

Our yarn is used in a wide array of products - Carpets, Upholstery, Awnings, Artificial Leather, Suiting, Automotive and Aerospace Applications, Medical and Industrial End-Uses.

Diverse Portfolio of Tailored Product Offerings

At RCIL, our goal is to work with flexibility and versatility to provide tailor-made products that best meet the unique needs of our customers. We are GRS and Oeko-Tex certified.

Robust Manufacturing Infrastructure

RCIL's state-of-the-art manufacturing facility is located in Udaipur, Rajasthan. We have a spinning facility with a capacity of 50 MT/Day and a Zero-Discharge, Fibre-Dyeing Facility with a capacity of 12 MT/Day.



Export Focused

A majority of the Company's revenue comes from exports to developed markets like North America and Europe.

Our **Competitive Edge**



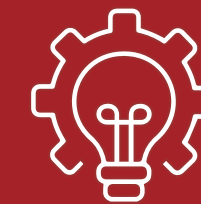
Quality

Our unwavering commitment to quality is fuelled by our extensive industry experience, cutting-edge manufacturing infrastructure, and a dynamic work culture that embraces change, lean ideologies, and continuous improvement.



Customer Centricity

We have forged meaningful relationships with key customers built on the solid foundation of Quality, Mutual Learning, Respect and Trust.



Innovative Research and Product Development Methodology

Our robust Research and Development efforts, coupled with our exceptionally close collaborations with customers, enable us to create, develop, refine, and optimize products. In many cases, our involvement extends to enhancing our customers' subsequent processes.



Consistency

We consistently deliver yarns that are the preferred choice in diverse and demanding applications across a wide range of textile-related industries worldwide.

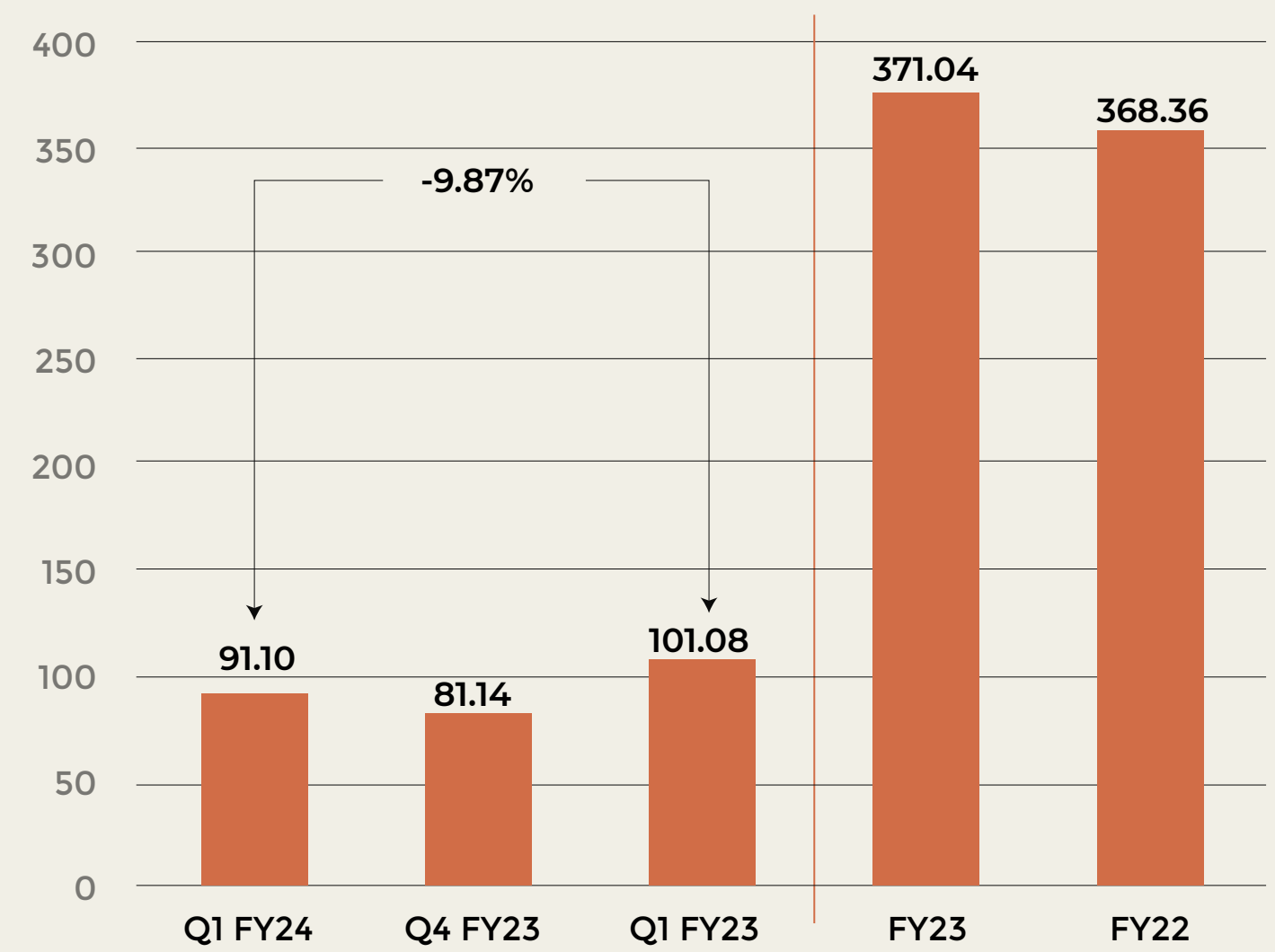


Quarterly Highlights

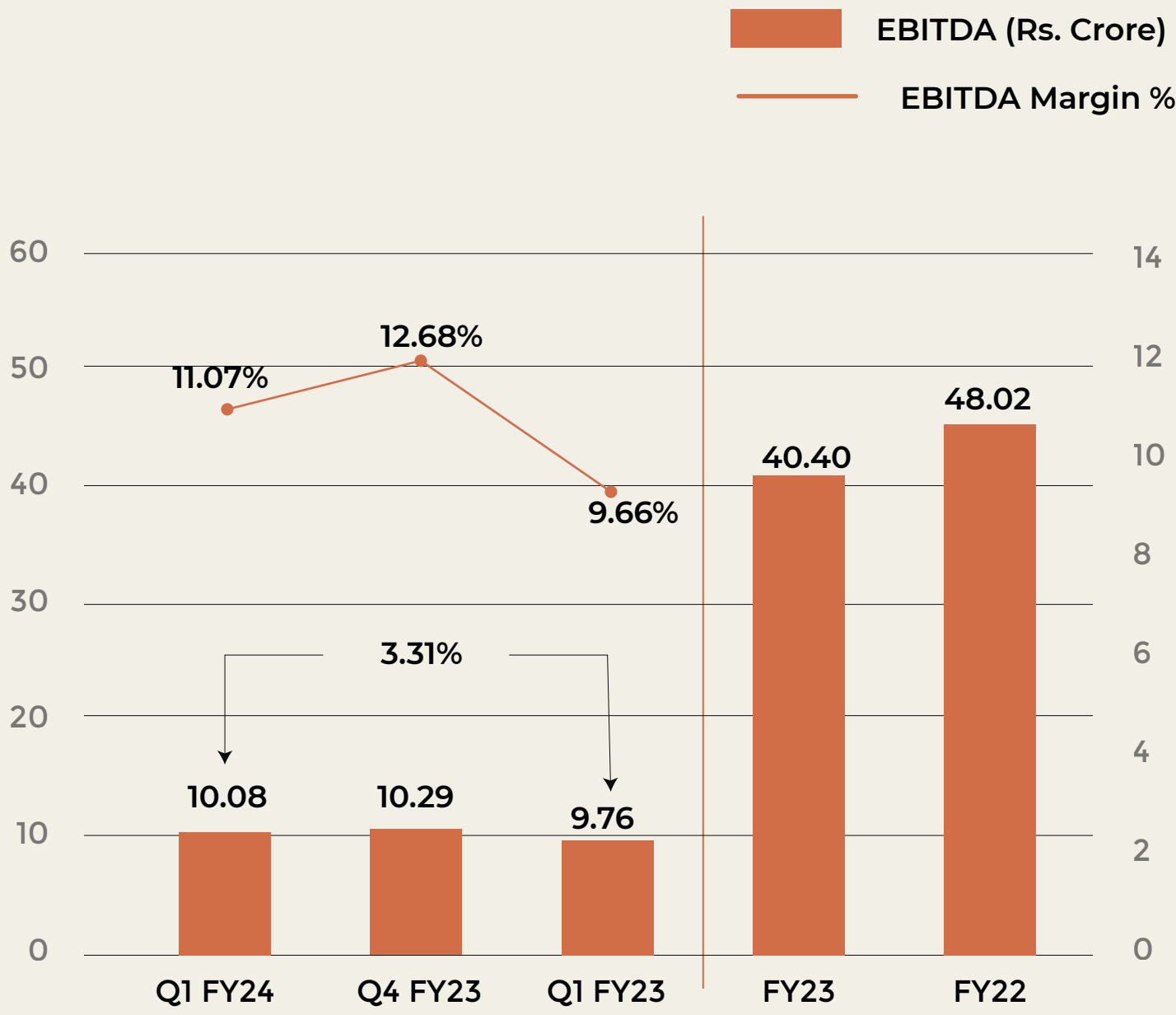
Q1 FY24

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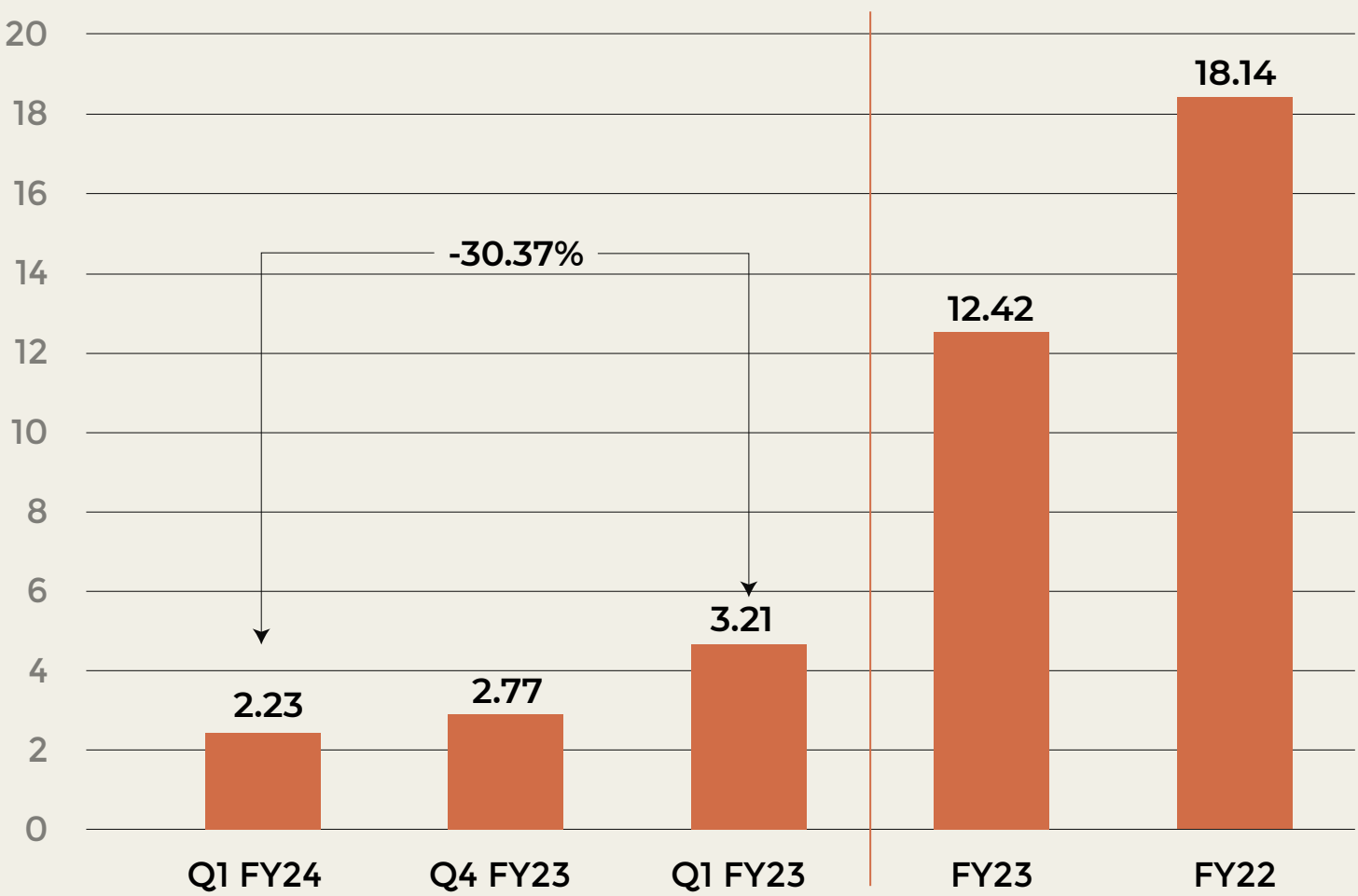
Financial Highlights



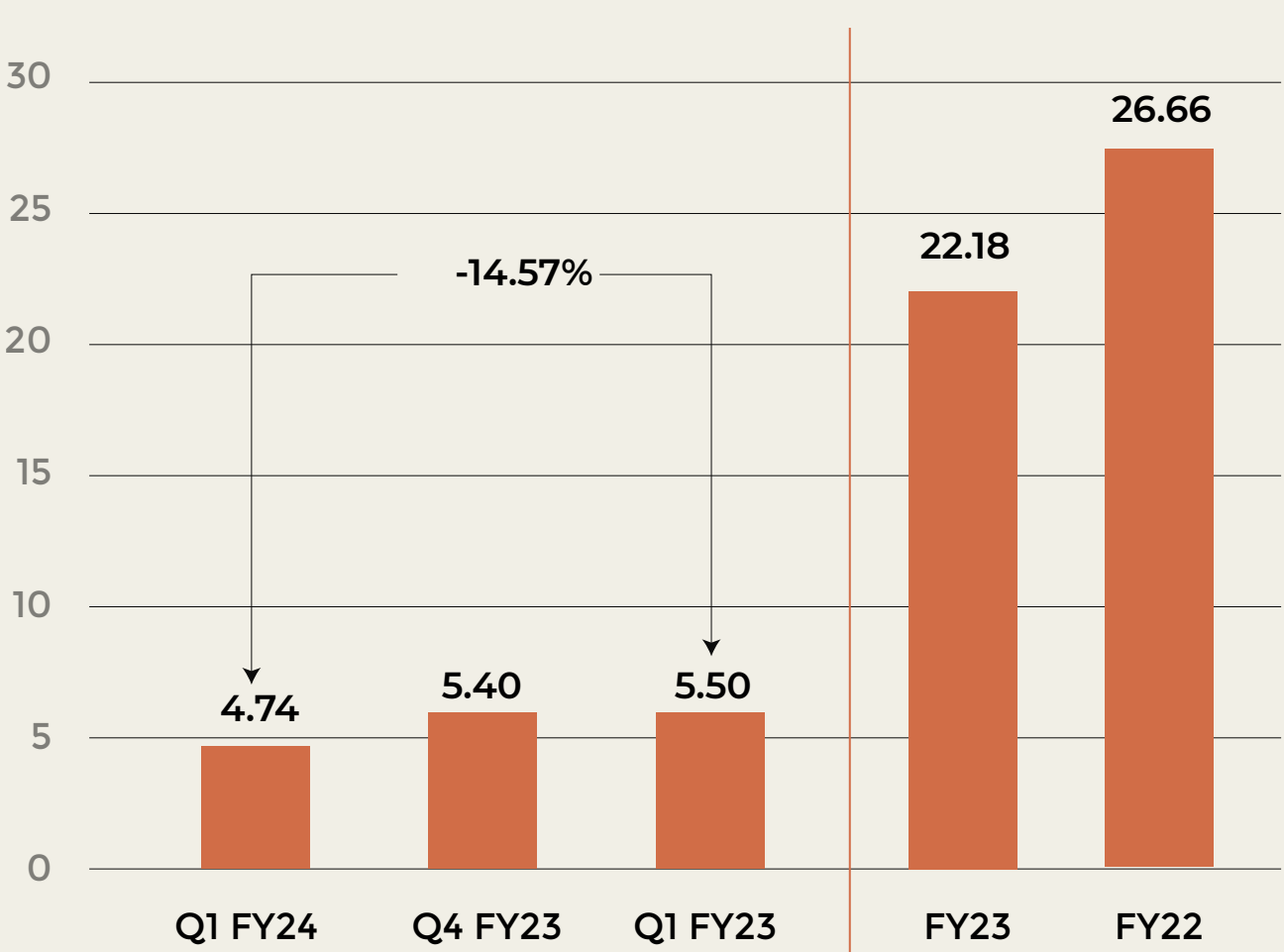
TOTAL REVENUE (Rs. Crore)



EBITDA (Rs. Crore) & EBITDA Margin



PAT (Rs. Crore)



CASH PAT (Rs. Crore)



Profit & Loss Statement

Rs. Crores.	Q1 FY24	Q1 FY23	Y.o.Y%	Q4 FY23	Q.o.Q%	FY 23	FY 22
Net Revenue	90.02	100.48		79.68		364.88	361.77
Other Income	1.08	0.59		1.46		6.16	6.59
Total Revenue	91.10	101.08	-9.87	81.14	12.28	371.04	368.36
Direct Expenses	46.23	52.94		38.90		190.32	177.54
Employee Expenses	13.29	11.77		14.99		51.09	47.11
Power & Fuel	9.52	7.09		8.55		32.65	30.80
Other Expenses	11.99	19.52		8.41		56.58	64.89
EBITDA	10.08	9.76	3.31	10.29	-1.99	40.40	48.02
EBITDA Margin	11.07%	9.66%		12.68%		10.89%	13.04%
Depreciation	2.51	2.34		2.63		9.76	8.53
Finance Costs	4.75	3.10		4.89		13.93	12.14
PBT	2.81	4.32	-34.84	2.77	1.49	16.71	27.35
PBT Margin	3.09%	4.27%		3.42%		4.50%	7.42%
Tax	0.58	1.11		0.00		4.29	9.21
PAT	2.23	3.21	-30.37	2.77	-19.38	12.42	18.14
PAT Margin	2.45%	3.18%		3.42%		3.35%	4.92%
Other Comprehensive Income	0.01	0.10		-0.26		0.05	0.41
Total Comprehensive Income for the Period	2.24	3.31	-32.47	2.51	-10.99	12.47	18.55



RCIL Surging Ahead on **Strong Tailwinds**

Future Growth

- The Company embarked on an expansion project with a total project cost of approximately Rs 100 crores.
- The project is being implemented in 2 Phases of 6,240 spindles each. The first phase is near completion and the second phase will be completed in this fiscal.

This project will:

- Expand the Company's capacity by 12,480 spindles i.e. ~24%.
- Modernise and expand Company's dyeing facilities.
- Add machinery to help debottleneck certain production processes.
- Focus on the production of technical textiles and other value-added products.
- Increase operational efficiencies, reduce operating costs, improve profitability and further increase the flexibility of the company's manufacturing capabilities.

Enhancing Solar Power Capacity



- The Company remains committed to expanding its Solar Power Capacity.
- We have enhanced our Solar Power Capacity to 3.5 MW and will be strategically scaling this capacity up to 5 MW in this fiscal.
- This will reduce the Company's carbon footprint, lead to significant cost savings and will, to a certain extent, insulate the Company from fluctuations in Industrial Power Tariff Rates.



Led by **Industry Veterans** and an **Experienced** Management Team



Mr. S. L. Shroff
Chairman Emeritus

A first generation entrepreneur, Mr. SL Shroff began his business career as a stock broker in 1950s and established business interests in textiles in 1960s with the export of jute fibre to United States and over the decades diversified into yarn, fabric, readymade garments and home textiles. He established RCIL in 1977.



Mr. Sanjiv Shroff
Managing Director

A Bachelor of Science in Chemistry (Honours) from Kolkata University, Sanjiv has been the Managing Director of the Company since 1988. His thorough operational expertise, industry insight and uncompromising value system have moulded Reliance Chemotex Industries Limited into the widely-respected organisation it is today.



Mr. Rahul Shroff
Executive Director

An SB and MEng from MIT, USA, Rahul joined the company in 2010 and has been instrumental in streamlining the company's manufacturing processes with a focus on lean ideologies and the Toyota Production System. He has spearheaded the company's export sales and its diversification into technical, industrial and medical textiles.



Mr. Ameya Shroff
Executive Director

An SB and MEng from MIT, USA, Ameya joined the company in 2013 and has spearheaded the company's Financial Management, MIS and strategic cost-reduction efforts. He has focussed on research and development, on expanding the company's value-added product offering and has revitalised sales in the domestic market.



Mr. Chandrasekaran Rajagopalan
Chief Financial Officer

A Chartered Accountant and Company Secretary, he has more than 30 years of experience in various management positions in Finance and Accounts. In his past role, he was instrumental in the turnaround of IG Petrochemicals Ltd.



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Chief Financial Officer

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