



**RELIANCE CHEMOTEX**  
INDUSTRIES LIMITED

# Investor **Presentation**

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27<sup>th</sup> May, 2024

# 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 and Inditex approved.

## 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 65 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.

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# Our **Competitive Edge**



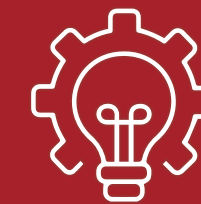
## **Quality**

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.



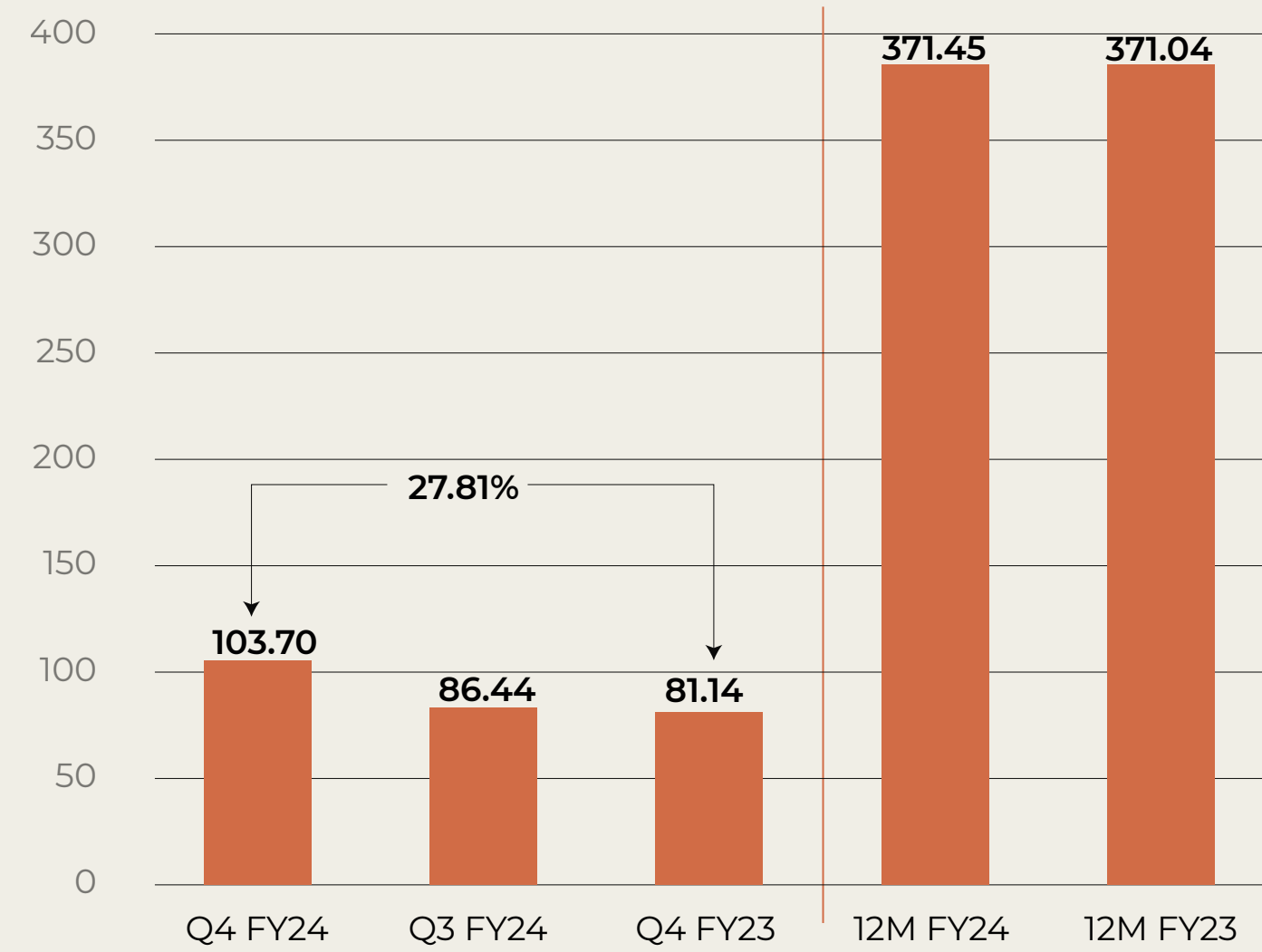
# Quarterly **Highlights**

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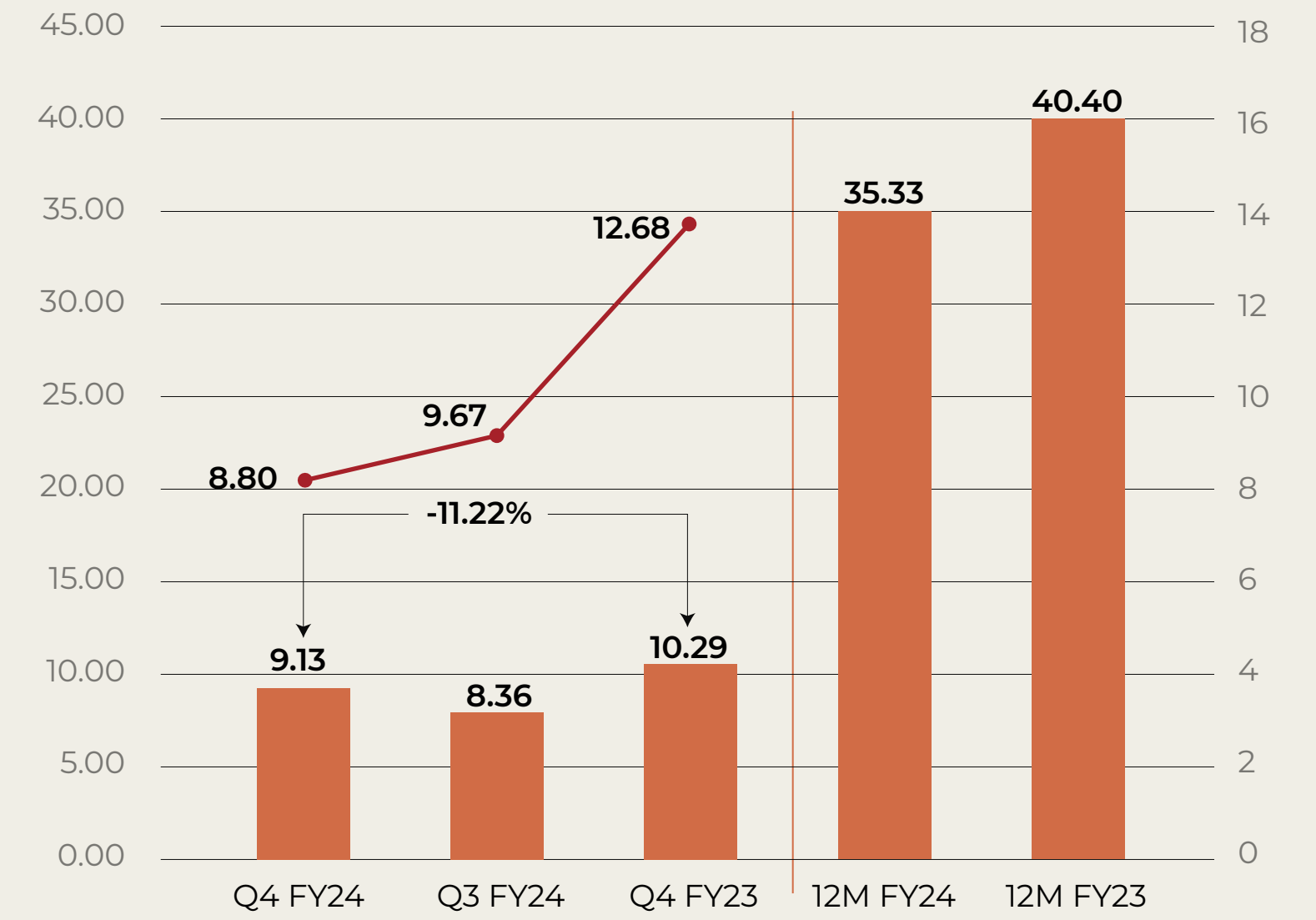
Q4 FY24

# Q4 FY24

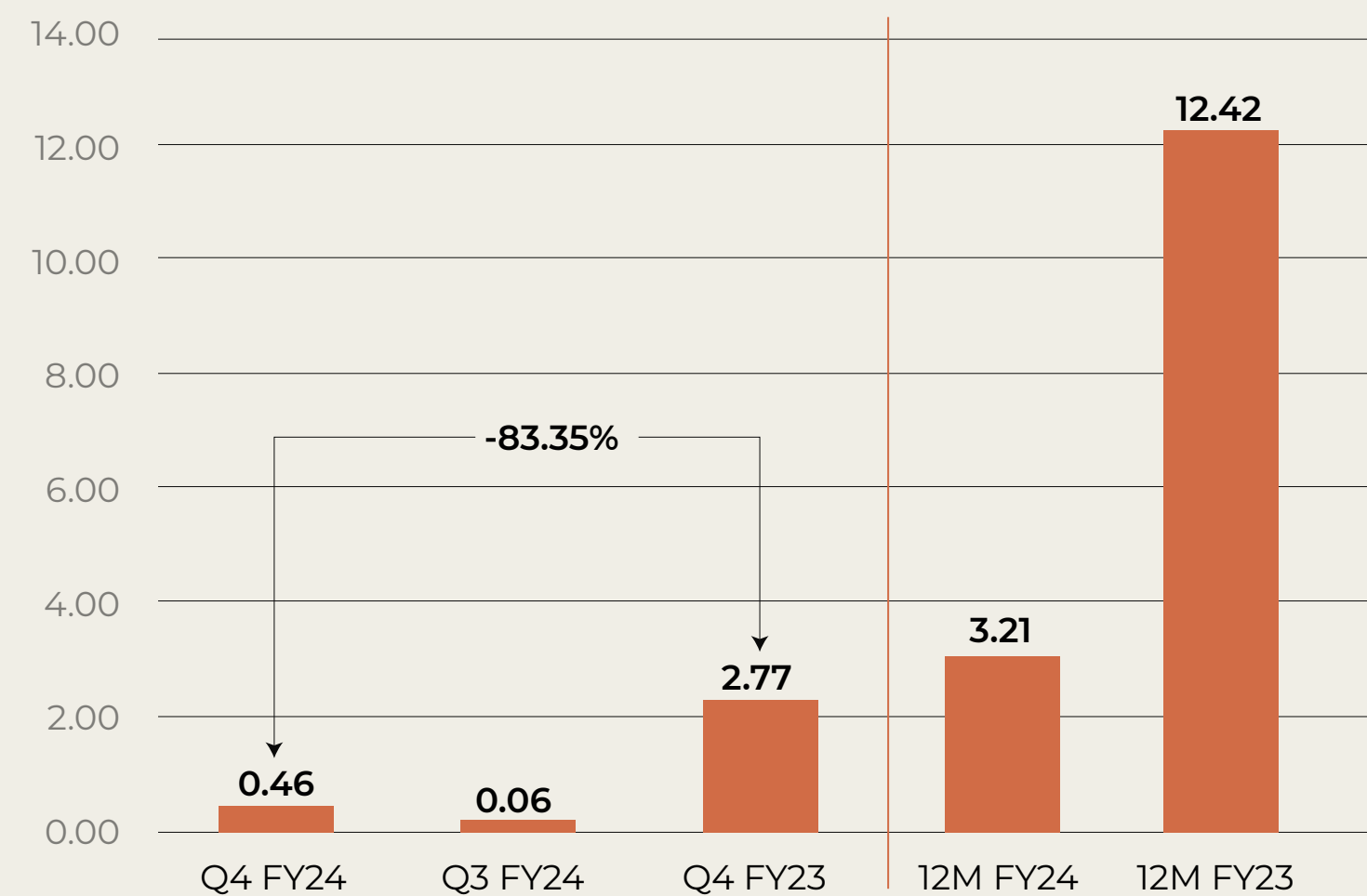
## Financial Highlights



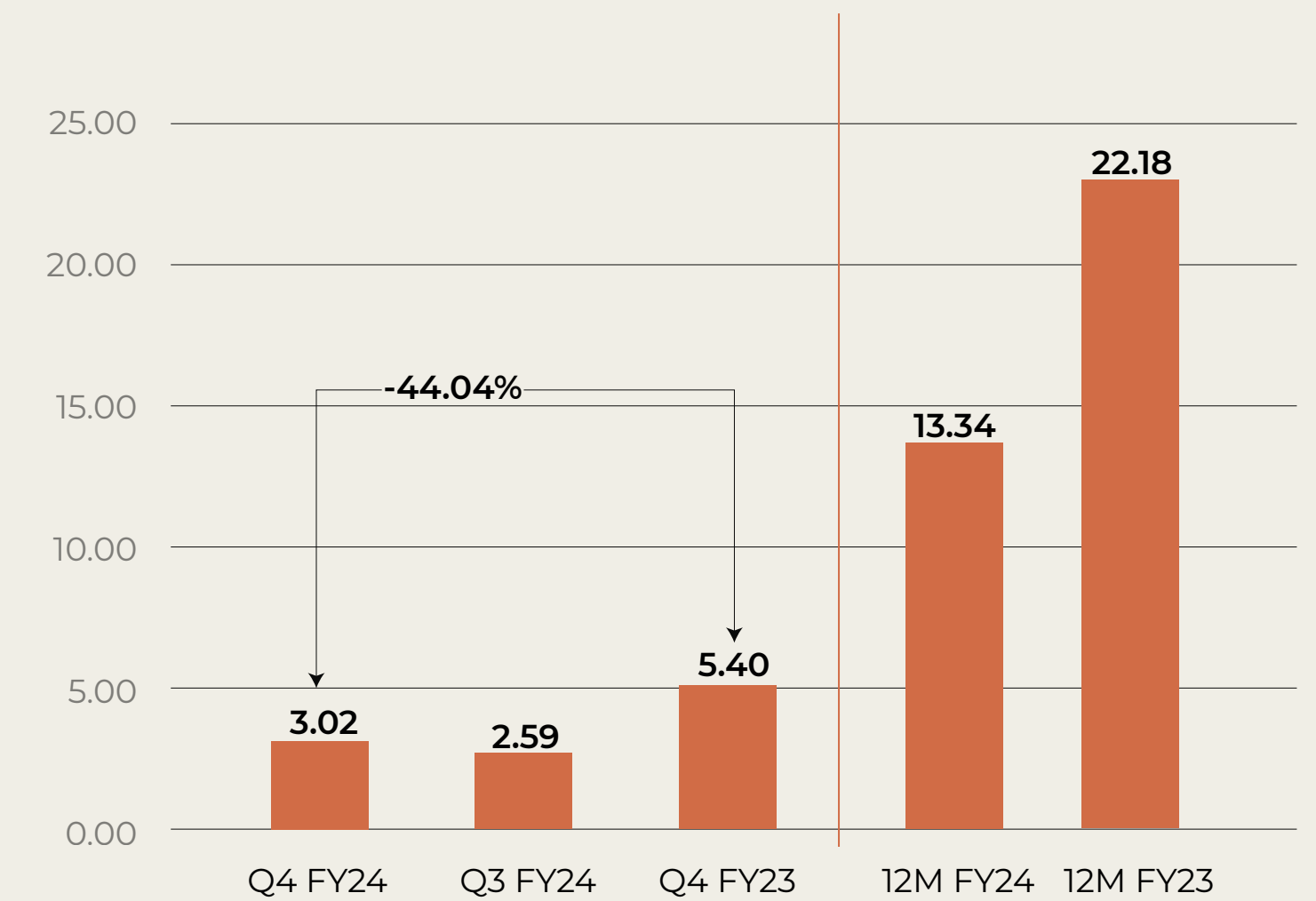
TOTAL REVENUE (Rs. Crore)



EBITDA (Rs. Crore) EBITDA Margin (%)



PAT (Rs. Crore)



CASH PAT (Rs. Crore)





# Profit & Loss Statement

Rs. Crores.	Q4 FY24	Q3 FY24	Q-o-Q Growth	Q4 FY23	Y-o-Y Growth	FY24	FY23	Cumulative Y-o-Y
Net Revenue	102.27	85.50		79.68		367.19	364.88	
Other Income	1.43	0.95		1.46		4.26	6.16	
<b>Total Revenue</b>	<b>103.70</b>	<b>86.44</b>	<b>19.97</b>	<b>81.14</b>	<b>27.81</b>	<b>371.45</b>	<b>371.04</b>	<b>0.11</b>
Direct Expenses	52.29	43.83		38.90		188.08	190.32	
Employee Expenses	15.64	14.07		14.99		57.84	51.09	
Power & Fuel	9.91	9.40		8.55		39.26	32.65	
Other Expenses	16.73	10.78		8.41		50.94	56.58	
<b>EBITDA</b>	<b>9.13</b>	<b>8.36</b>	<b>9.20</b>	<b>10.29</b>	<b>-11.22</b>	<b>35.33</b>	<b>40.40</b>	<b>-12.54</b>
<b>EBITDA Margin</b>	<b>8.80%</b>	<b>9.67%</b>		<b>12.68%</b>		<b>9.51%</b>	<b>10.89%</b>	
Depreciation	2.56	2.53		2.63		10.13	9.76	
Finance Costs	5.08	4.92		4.89		19.57	13.93	
<b>PBT</b>	<b>1.49</b>	<b>0.91</b>	<b>64.72</b>	<b>2.77</b>	<b>-46.05</b>	<b>5.63</b>	<b>16.71</b>	<b>-66.28</b>
<b>PBT Margin</b>	<b>1.44%</b>	<b>1.05%</b>		<b>3.42%</b>		<b>1.52%</b>	<b>4.50%</b>	
Tax	1.03	0.85		0.00		2.42	4.29	
<b>PAT</b>	<b>0.46</b>	<b>0.06</b>	<b>639.97</b>	<b>2.77</b>	<b>-83.35</b>	<b>3.21</b>	<b>12.42</b>	<b>-74.12</b>
<b>PAT Margin</b>	<b>0.44%</b>	<b>0.07%</b>		<b>3.42%</b>		<b>0.86%</b>	<b>3.35%</b>	
Other Comprehensive Income	0.28	0.01		-0.26		0.32	0.05	
<b>Total Comprehensive Income for the Period</b>	<b>0.74</b>	<b>0</b>		<b>2.51</b>		<b>3.53</b>	<b>12.47</b>	



# Balance Sheet

Rs. Crores.	Mar-24 Audited	Dec-23 Unaudited	Mar-23 Audited
<b>Shareholders Fund</b>	<b>133.65</b>	<b>132.91</b>	<b>132.01</b>
Share Capital	7.56	7.56	7.56
Other Equity	126.09	125.35	124.45
<b>Non-Current Liabilities</b>	<b>183.53</b>	<b>152.93</b>	<b>99.51</b>
Financial liabilities			
Borrowings	150.40	120.82	66.40
Trade payables	2.16	2.20	2.20
Other financial liabilities including lease liabilities	1.67	2.51	2.72
Provisions	0.48	0.49	0.47
Deferred tax liabilities (net)	28.82	26.90	27.72
<b>Current Liabilities</b>	<b>163.85</b>	<b>193.86</b>	<b>165.44</b>
Financial liabilities			
Borrowings & lease liabilities	129.23	150.59	130.68
Trade payables	16.74	22.81	14.37
Other financial liabilities	13.58	16.52	14.48
Other current liabilities	2.89	2.40	4.98
Provisions	1.41	1.54	0.93
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>481.03</b>	<b>479.70</b>	<b>396.96</b>

Rs. Crores.	Mar-24 Audited	Dec-23 Unaudited	Mar-23 Audited
<b>Non-Current Assets</b>	<b>324.69</b>	<b>309.60</b>	<b>250.83</b>
Property, plant and equipment	277.98	148.76	154.73
Capital Work In Progress	0.81	109.37	38.94
Investment – Property	1.96	1.97	2.00
Other intangible assets	0.62	0.60	0.43
Right of use assets	37.04	37.47	38.77
<b>Financial assets</b>			
Other financial assets	5.78	5.72	6.17
Other Non Current assets	0.50	5.71	9.79
<b>Current Assets</b>	<b>156.34</b>	<b>170.10</b>	<b>146.13</b>
Inventories	53.85	54.50	45.27
<b>Financial assets</b>			
Trade receivables	6.15	7.87	7.41
Cash and cash equivalents	0.27	1.43	4.04
Bank balances	50.32	58.49	57.50
Other financial assets	5.75	5.95	6.56
Current Tax Assets (Net)	2.18	1.19	1.91
Other current assets	37.82	40.67	23.44
<b>TOTAL ASSETS</b>	<b>481.03</b>	<b>479.70</b>	<b>396.96</b>





RCIL

**Surging Ahead**

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## Future Growth

The Company has completed its ongoing expansion projects successfully and added 13,440 spindles to its existing capacity at a cost of approximately 130 crores.

### The expansions have:

- Expanded the Company's capacity by 13,440 spindles i.e. ~25%.
- Modernised and expanded Company's dyeing facilities.
- Added machinery to help debottleneck certain production processes.
- Allowed the company to focus on the production of technical textiles and other value-added products.
- Increased operational efficiencies, reduced operating costs, improved profitability and further increase the flexibility of the company's manufacturing capabilities.

The Company is evaluating options to further increase its capacity at its existing location.



# Committed to **Renewable Energy**



- The Company remains committed to expanding its Solar Power Capacity.
- We have enhanced our Solar Power Capacity to 5 MW and are exploring avenues to increase this further.
- 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.



**RELIANCE CHEMOTEX**  
INDUSTRIES LIMITED

**Mr. Chandrasekaran Rajagopalan**

Chief Financial Officer

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