Nandan
One world with denim

6th November, 2018

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001.

Scrip Code: 532641

To,
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G – Block,
BKC, Bandra (East),
Mumbai – 400 051.

Scrip Symbol: NDL

Dear Sir,

Subject: Submission of Investor Presentation – October 2018

We are pleased to submit herewith a copy of the latest Investor Presentation of Nandan Denim Limited for the month of October 2018 (post Q2 & H1 FY19 results).

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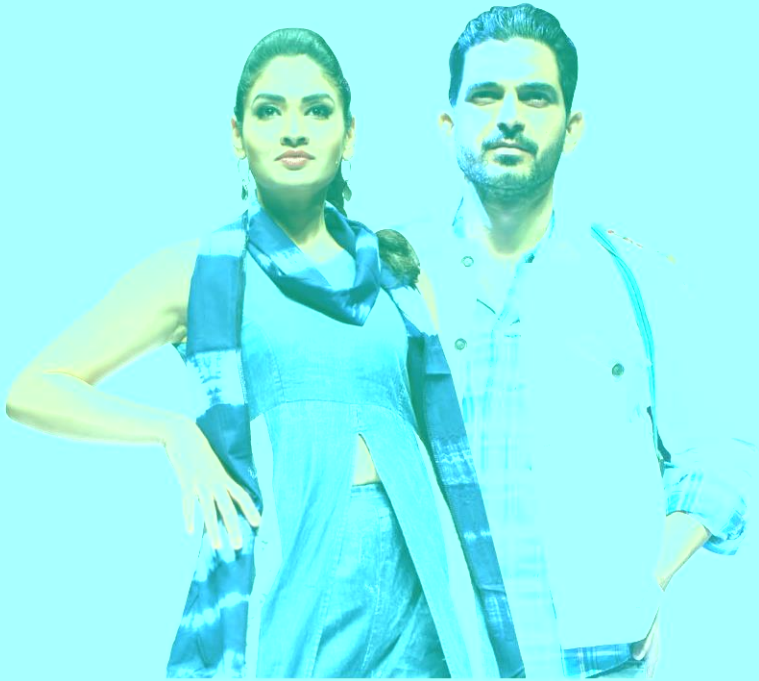

NANDAN DENIM LIMITED

Q2 & H1 FY19
RESULTS UPDATE

CHIRIPAL

Safe Harbour Statement

This presentation and the following discussion may contain "forward looking statements" by Nandan Denim Limited ("Nandan Denim") that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Nandan Denim about the business, industry and markets in which it operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond Nandan Denim's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Nandan Denim. In particular, such statements should not be regarded as a projection of future performance of Nandan Denim. It should be noted that the actual performance or achievements of the company may vary significantly from such statements.

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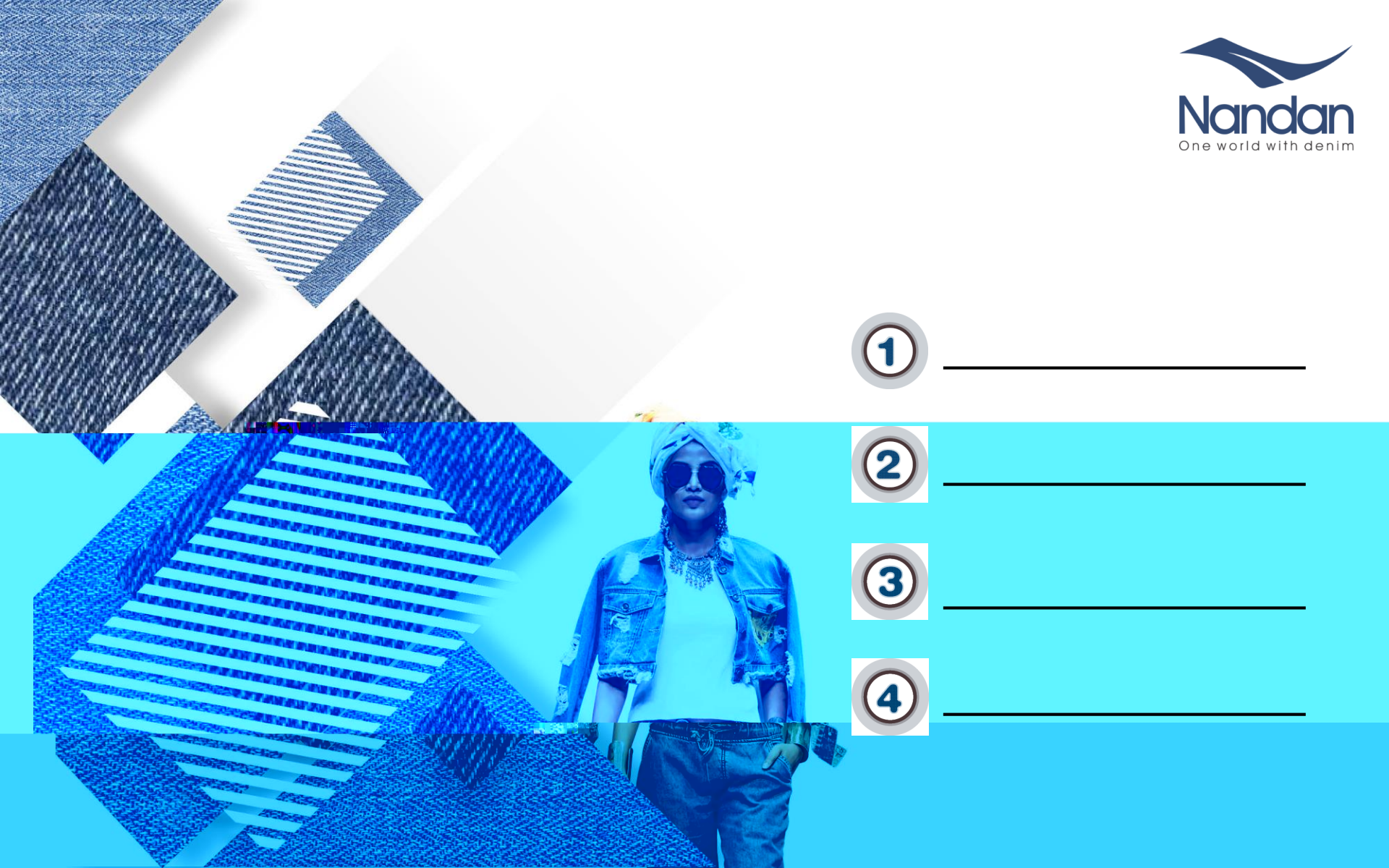

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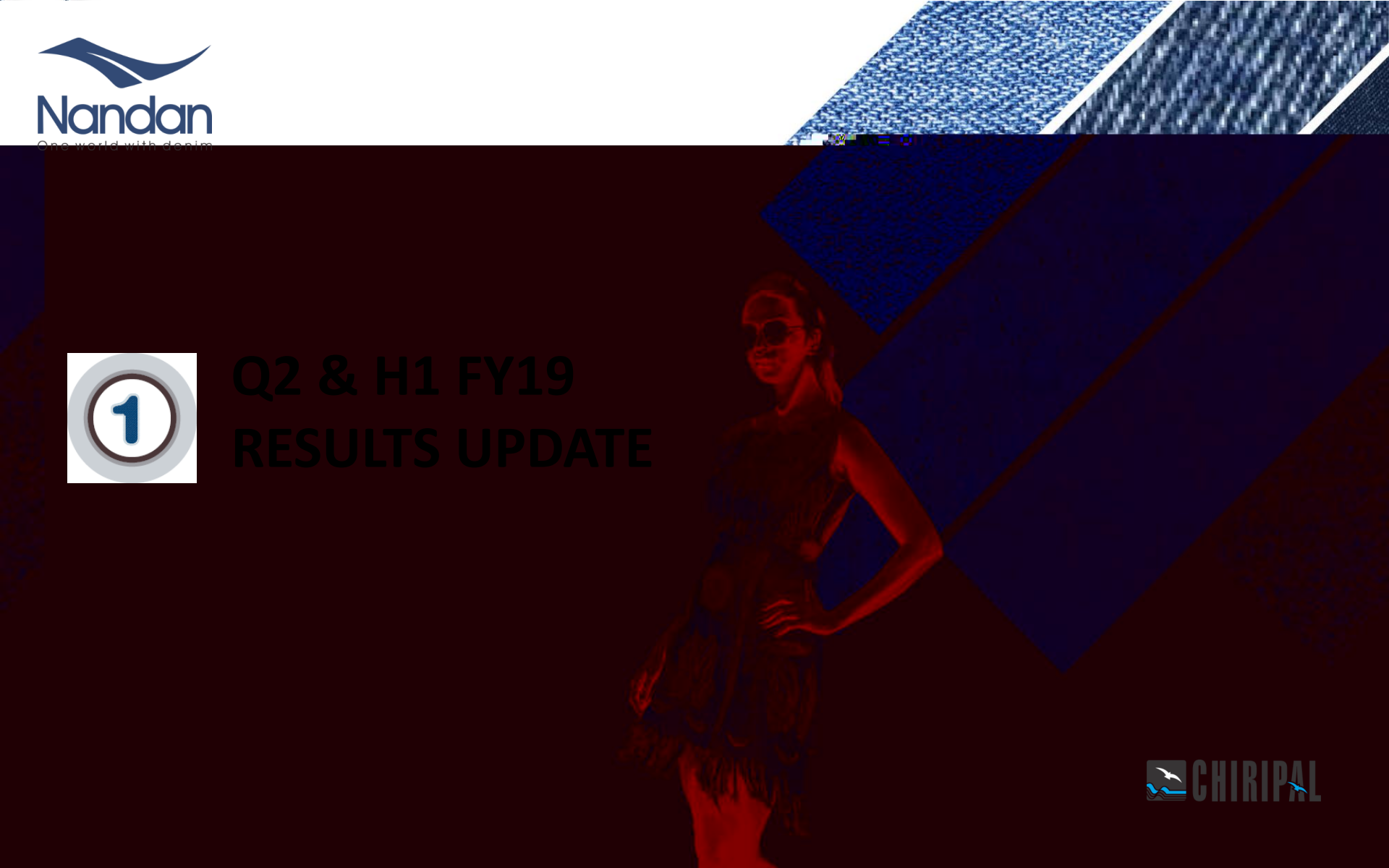


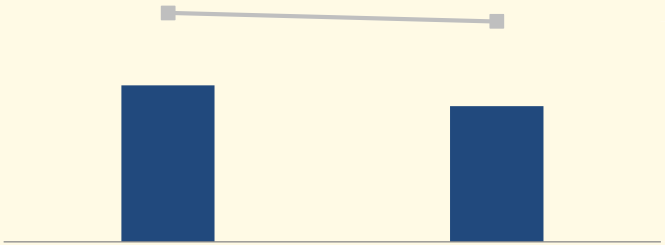
Q2 & H1 FY19 RESULTS UPDATE

CHIRIPAL

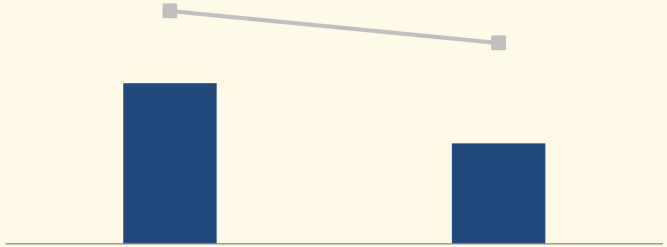
H1 FY19 Results – Financial Highlights

In Rs Mn

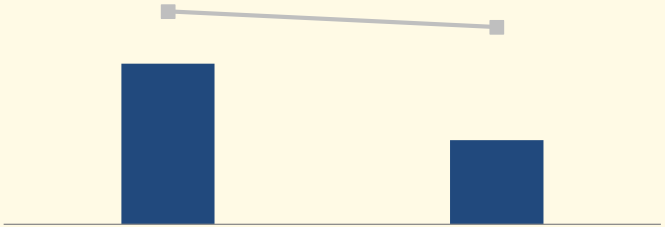
REVENUES & GROSS MARGIN



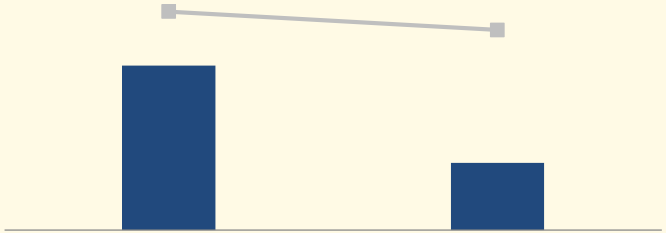
EBITDA & EBITDA MARGIN



PBT & PBT MARGIN



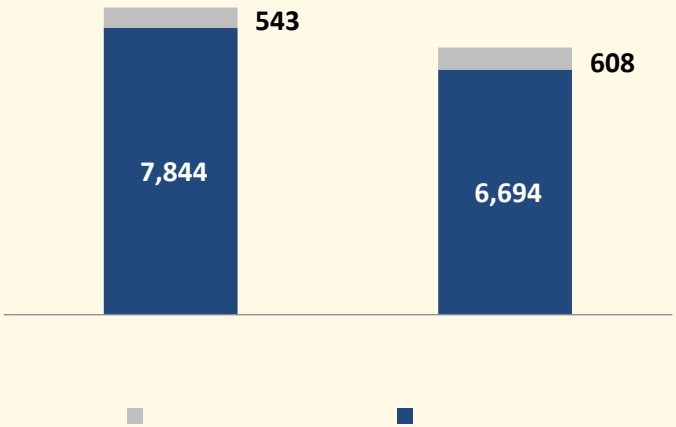
PAT & PAT MARGIN



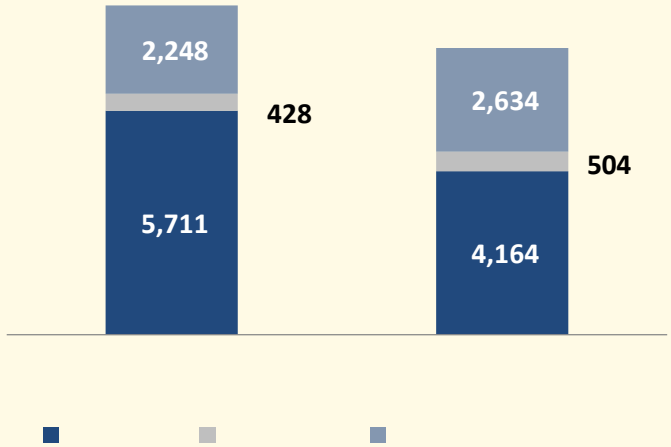
H1 FY19 Results – Revenue Mix

In Rs Mn

REVENUE BREAKUP – DOMESTIC Vs. EXPORTS



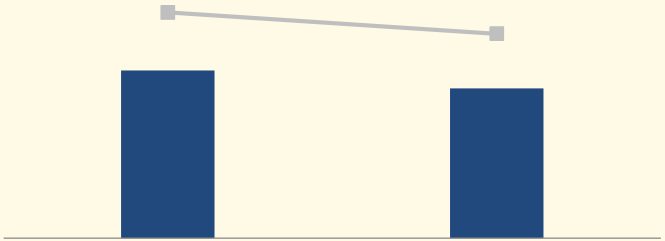
REVENUE BREAKUP – PRODUCT WISE



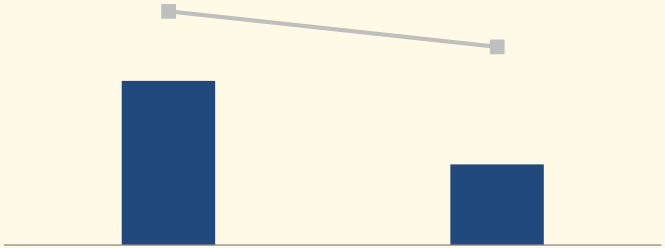
Q2 FY19 Results – Financial Highlights

In Rs Mn

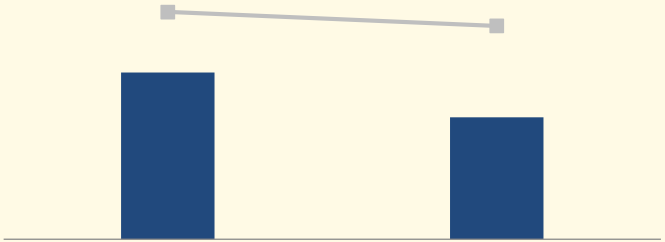
REVENUES & GROSS MARGIN



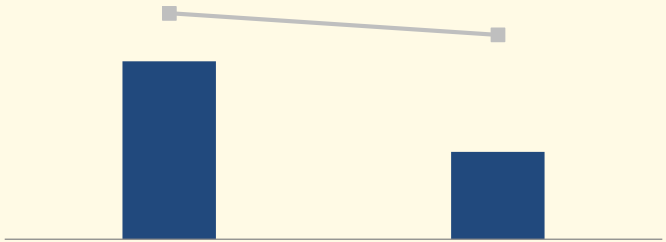
EBITDA & EBITDA MARGIN



PBT & PBT MARGIN



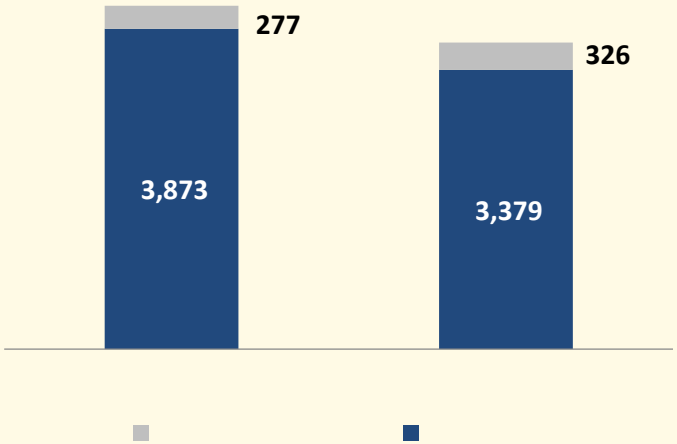
PAT & PAT MARGIN



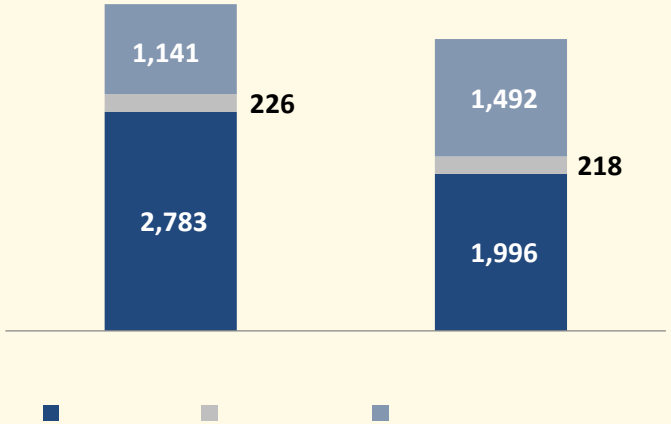
Q2 FY19 Results – Revenue Mix

In Rs Mn

REVENUE BREAKUP – DOMESTIC Vs. EXPORTS



REVENUE BREAKUP – PRODUCT WISE



Consolidated Profit & Loss Statement

Particulars (Rs. in Mn)	Q2 FY19	Q2 FY18	YoY%	H1 FY19	H1 FY18	YoY%
Gross Profit	1,006.6	1,331.8	-24.4%	2,181.5	2,673.2	-18.4%
Gross Margin %	*27.2%*	*32.1%*	-493 bps	*30.0%*	*31.9%*	-189 bps
EBITDA	312.6	636.6	-50.9%	779.1	1,245.1	-37.4%
EBITDA Margin %	*8.4%*	*15.3%*	-690 bps	*10.7%*	*14.8%*	-414 bps
PBT	141.9	194.3	-27.0%	197.6	377.0	-47.6%
			89.4%			20.5%
PAT	79.3	161.2	-50.8%	131.6	322.3	-59.1%
PAT Margin %	*2.1%*	*3.9%*	-175 bps	*1.8%*	*3.8%*	-203 bps

Consolidated Balance Sheet

Particulars (Rs. in Mn.)	Sep-18	Mar-18
Equity & Liabilities		
Shareholder's Funds	4,831.8	4747.9
Non-Current Liabilities	3,605.2	3922.0
Current Liabilities	4,071.5	4783.1
Total Equity & Liabilities	12,508.5	13,453.0

Particulars (Rs. in Mn.)	Sep-18	Mar-18
Assets		
Non-Current Assets	6,886.6	7416.9
Current Assets	5,621.9	6036.1
Total Assets	12,508.5	13,453.0

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2

ABOUT US

CHIRIPAL

About Us: Chiripal Group – Emerging Conglomerate

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BUSINESS DIVISION	GROUP COMPANIES	DETAILS
Textiles	▪	
Chemicals	▪ ▪	
Packaging	▪ ▪ ▪ ▪	
Infrastructure	▪ ▪	
Education	▪ ▪ ▪	

CHIRIPAL

About Us: Company Overview

STRONG PEDIGREE	▪ ▪ ▪
LEADING INTEGRATED DENIM MANUFACTURER	▪ ▪ ▪ ▪
STRONG FINANCIAL PERFORMANCE *	▪ ▪ ▪

About Us: Integrated Denim Fabric Facility

FIBRE

Ginned Cotton

YARN

Spinning

FABRIC

Weaving & Processing

KEY HIGHLIGHTS

- One of the largest denim fabric facility in the world and largest in India.
- Machinery with latest technology from Germany and Japan, capable of producing wide range of denim fabrics.
- ~10% domestic denim fabric market share.
- Sufficient power through 15 MW captive power plant.

About Us: Strategic Location Of Manufacturing Facilities

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THE GUJARAT ADVANTAGE

GUJARAT TEXTILE HUB OF INDIA

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GUJARAT TEXTILE POLICY – BENEFITS

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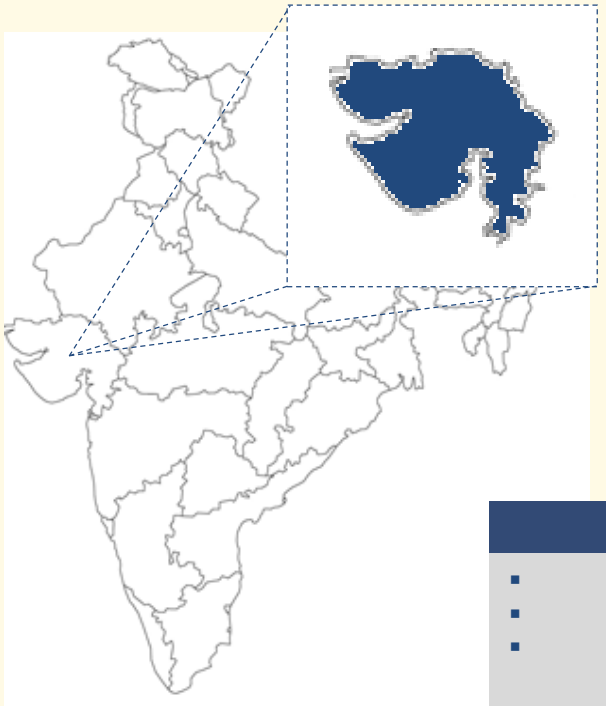

SUPERIOR CONNECTIVITY

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PROXIMITY TO MARKET

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LOW COST OF PRODUCTION

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-
-
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About Us: Leveraging The Chiripal Group Eco-System

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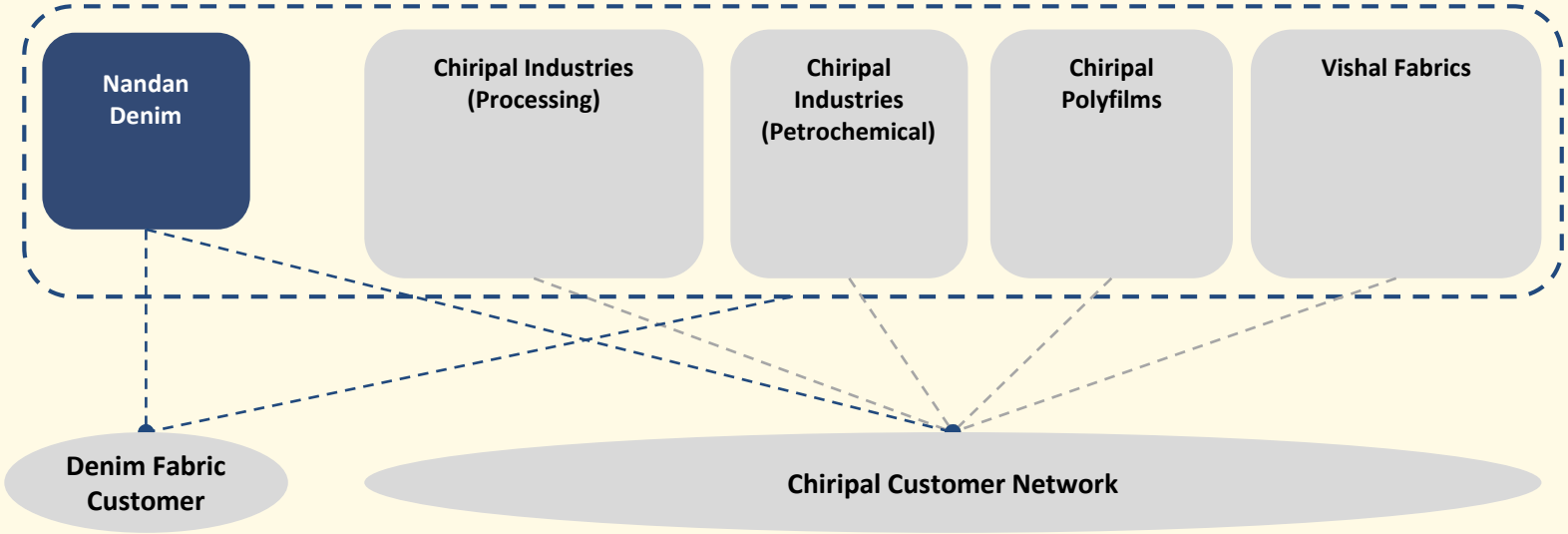
LEVERAGE CHIRIPAL GROUP ECO-SYSTEM



- Access to the large customer network of the Chiripal Group.
- Successful customer acquisition and retention through the cross-leveraging of group capabilities and cross-selling of group offerings.
- One of the largest group level processing capacity of ~0.8 MMPD adding significant value to customers by fulfilling their printing, dyeing, bleaching, synthetic yarn and other processing requirements under one roof.

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About Us: Leveraging The Chiripal Group Eco-System

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MARKETING & DISTRIBUTION – DOMESTIC MARKETS	MARKETING & DISTRIBUTION – EXPORTS MARKETS
▪	▪
▪	▪
▪	▪
▪	▪

Nandan Denim has been able to grow its revenues at a CAGR of 15% over last 5 years, with steady EBITDA margins

About Us: Building Global Presence

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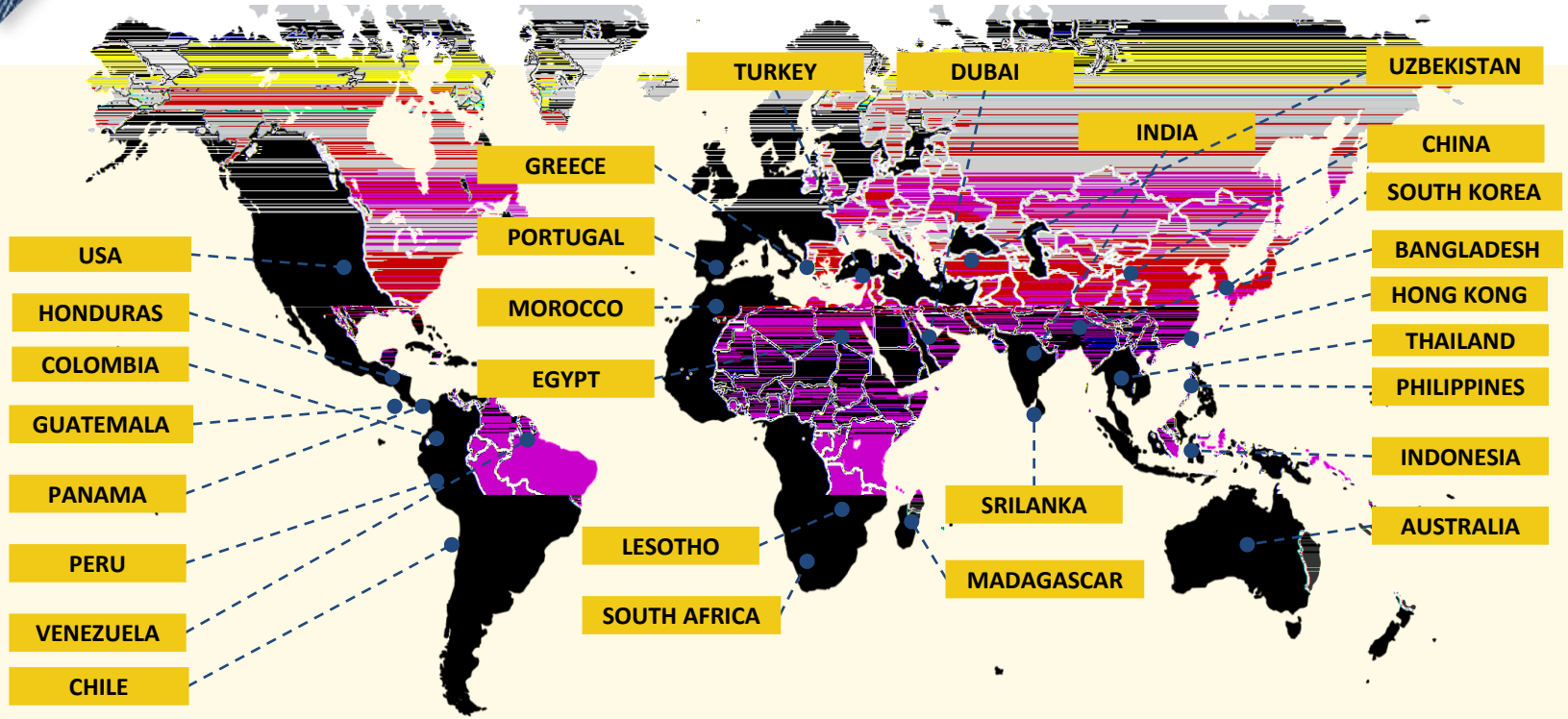

Nandan Denim exports its denim fabric to over 27 countries across the globe through its strong global dealer-distribution network.

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About Us: Acceptance From Leading Brands

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DOMESTIC BRANDS

About Us: Acceptance From Leading Brands

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GLOBAL BRANDS

OVS

Carrefour

ANN TAYLOR

TARGET

PRIMARK®

JOE FRESH

We Fit Your Life.™

PULL&BEAR

ZARA

POLO

C&A

RALPH LAUREN

LPP

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About Us: Capacity

Capacity	FY16	FY17*	FY18
Spinning (TPD)			
Yarn Dyeing (TPD)			
Fabric (MMPA)			

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3 INDUSTRY OVERVIEW

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Industry Overview

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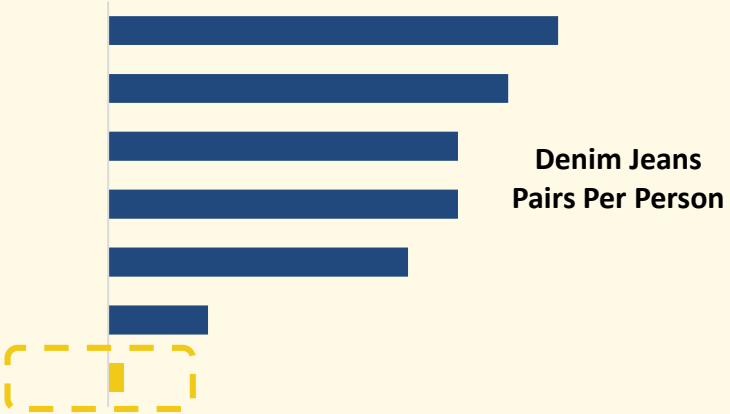
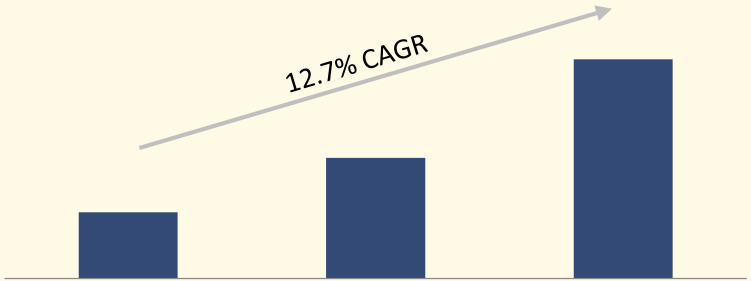
LOWEST PER CAPITA DENIM JEANS COSUMPTION IN THE WORLD



INDIAN DENIM WEAR MARKET (Rs. Cr)



KEY FUTURE DEMAND DRIVER

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4 ANNEXURE

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Financial Summary

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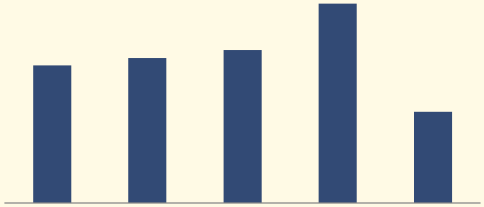
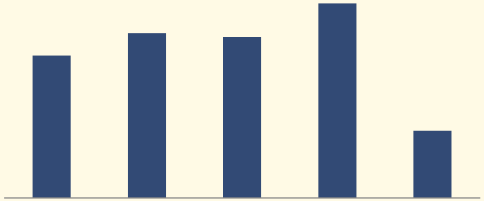
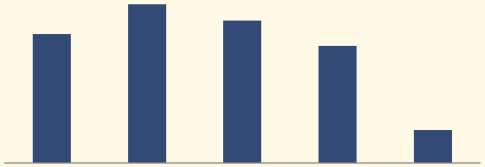
REVENUES (RS MN)



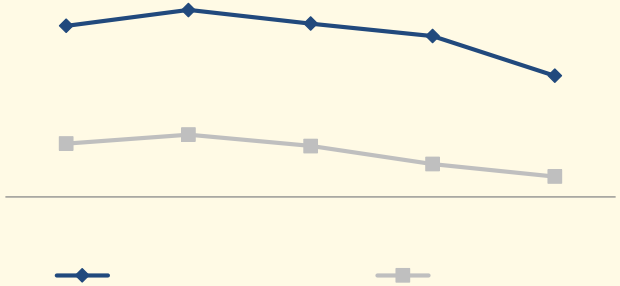
EBITDA (RS MN)



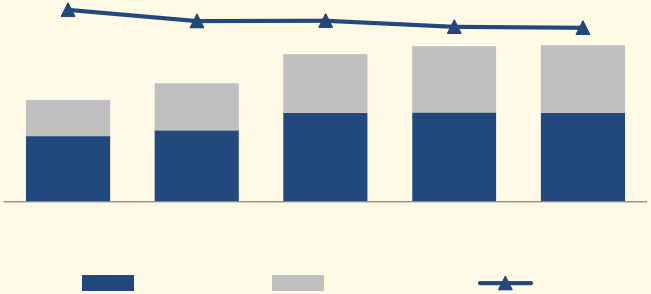
PAT (RS MN)



MARGIN ANALYSIS (%)



LEVERAGE ANALYSIS (RS MN)



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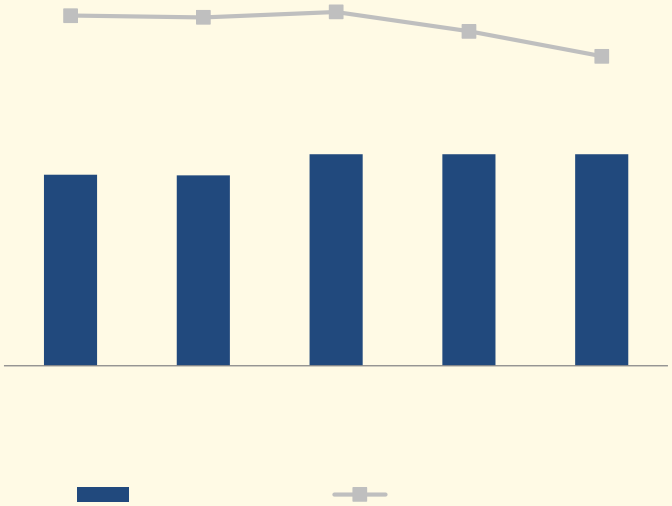
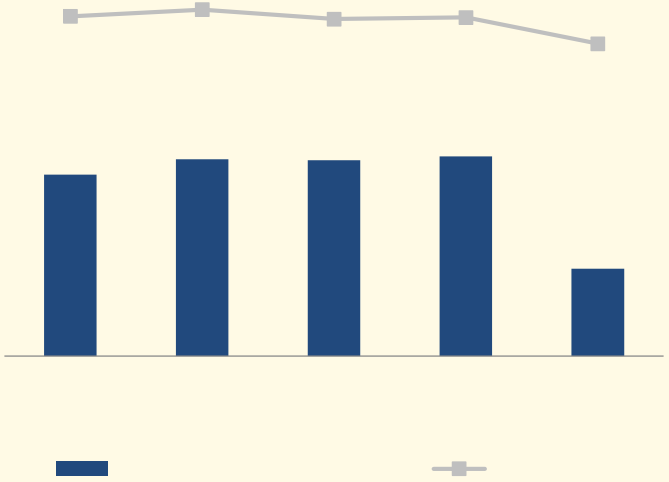
Operational Summary

REVENUE BREAKUP – DOMESTIC Vs. EXPORTS



REVENUE BREAKUP – PRODUCT WISE



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THANK YOU

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Mr. Ashok Bothra (CFO)

Ms. Purvee Roy (CS)

DICKENSON

Mr. Mitul Bhagat / Mr. Arun Prakash