



# NITIN SPINNERS LTD.

CIN. : L17111RJ1992PLC006987



NITIN

IS/ISO : 9001:2008

REF: NSL/SG/2016-17  
February 21, 2017

**BSE Ltd.**  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai – 400 001

**National Stock Exchange of India Limited**  
Exchange Plaza,  
Bandra Kurla Complex  
Bandra (E),  
Mumbai – 400 051.

Company Code – 532698

Company ID - NITINSPIN

**Sub. : Intimation of Schedule of Analyst/ Institutional Investor Meeting**

Dear Sir/ Madam,

Pursuant to the provision of Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirement) Regulations 2015, we hereby inform the following schedule of one-to-one Analyst/ Institutional investor meeting with the company:-

Date of Meeting	Interaction with
22 <sup>nd</sup> February, 2017	1. Goldman Sachs Asset Management, 2. Birla Sun Life, 3. GMO India, 4. Invesco
23 <sup>rd</sup> February, 2017	Florintree
2 <sup>nd</sup> March, 2017	Arcstone Capital Limited

A copy of Investors Presentation is enclosed.

This is for your information & records please.

Thanking you,

Yours faithfully,

For-Nitin Spinners Ltd.

  
(Sudhir Garg)  
Company Secretary & GM (Legal)





# Nitin Spinners Limited



Passion for  
**Excellence**



# Company Snapshot

- Nitin Spinners Ltd is one of the leading producers of 100% cotton yarn and knitted fabrics in India having plant location at Hamirgarh, District Bhilwara (Rajasthan).
- Installed capacity of 223000 Spindles & 2936 Rotors producing 50000 tons of yarn per annum.
- Moving up the value chain, the company has also established knit fabric Division with installed production capacity of 9000 tons of fabric per annum.
- The company is exporting about 65% of its production to more than 50 countries across all the continents .

**The company is one of leading players of Cotton Yarn and Knitted Fabrics in the Country.**



# Promoters

## **Mr. R. L. Nolkha - Chairman**

- Senior professional with FCA, FCS & FCMA Qualifications with more than 40 years of in-depth experience of textile industry and marketing.
- Has been associated with well reputed textile group as Managing Director for 18 years in Branded Fabric marketing.
- Presently Chairman of Rajasthan Textile Mills Association and Committee Member Of Confederation of Textiles Industries (CITI). Also served as Chairman of Northern India Textiles Research Association and President of Mewar Chamber of Commerce & Industry.
- Provides Long term Vision and Strategic Directions to the Company

## **Mr. Dinesh Nolkha - Managing Director**

- Professionally Qualified with FCA & FCMA with more than 24 Years of Industrial experience
- Instrumental in setting up the company .
- Handles critical areas like Marketing, Finance and General Administration
- Presently Vice President Of Mewar Chamber of Commerce & Industry

## **Mr. Nitin Nolakha - Executive Director**

- A Management graduate with more than 19 Years of Industrial experience
- Looking after procurement of Materials and implementation of projects

**Highly experienced Promoters with focus on Cotton Textiles**



# Milestones

Year	Milestone
1993	◆ Commenced operations with Open End Spinning – 384 Rotors with investment of Rs 3.00 crores
1999	◆ Total installed Rotors reached to 1464
2002	◆ Ventured into Ring Spinning installing 14112 spindles ◆ Forward integration into knitted fabric by installing 7 knitting machines
2005	◆ Ring spinning capacity doubled to 27216 spindles and knitting machines to 15 nos.
2006	◆ Maiden public issue – listed on BSE & NSE – over-subscribed 22 times
2007	◆ Completed expansion program by installation of 50400 spindles, 12 knitting machines & 7.66 MW FO based power plant
2008	◆ Expansion of Open End spinning by installation of 2000 Rotors & Setting up of 10.5 MW Captive Thermal Power Plant
2014	◆ Declared Maiden dividend
2015	◆ Expansion of Spinning & Knitting capacity by installation of 72480 spindles & 18 Knitting Machines taking total capacity to 150096 Spindles ,2936Rotors and 49 knitting Machines
2017	◆ Completed expansion of Spinning by adding 72960 Spindles & 14 knitting Machines taking total spindlage to 223000 and 63 knitting machines



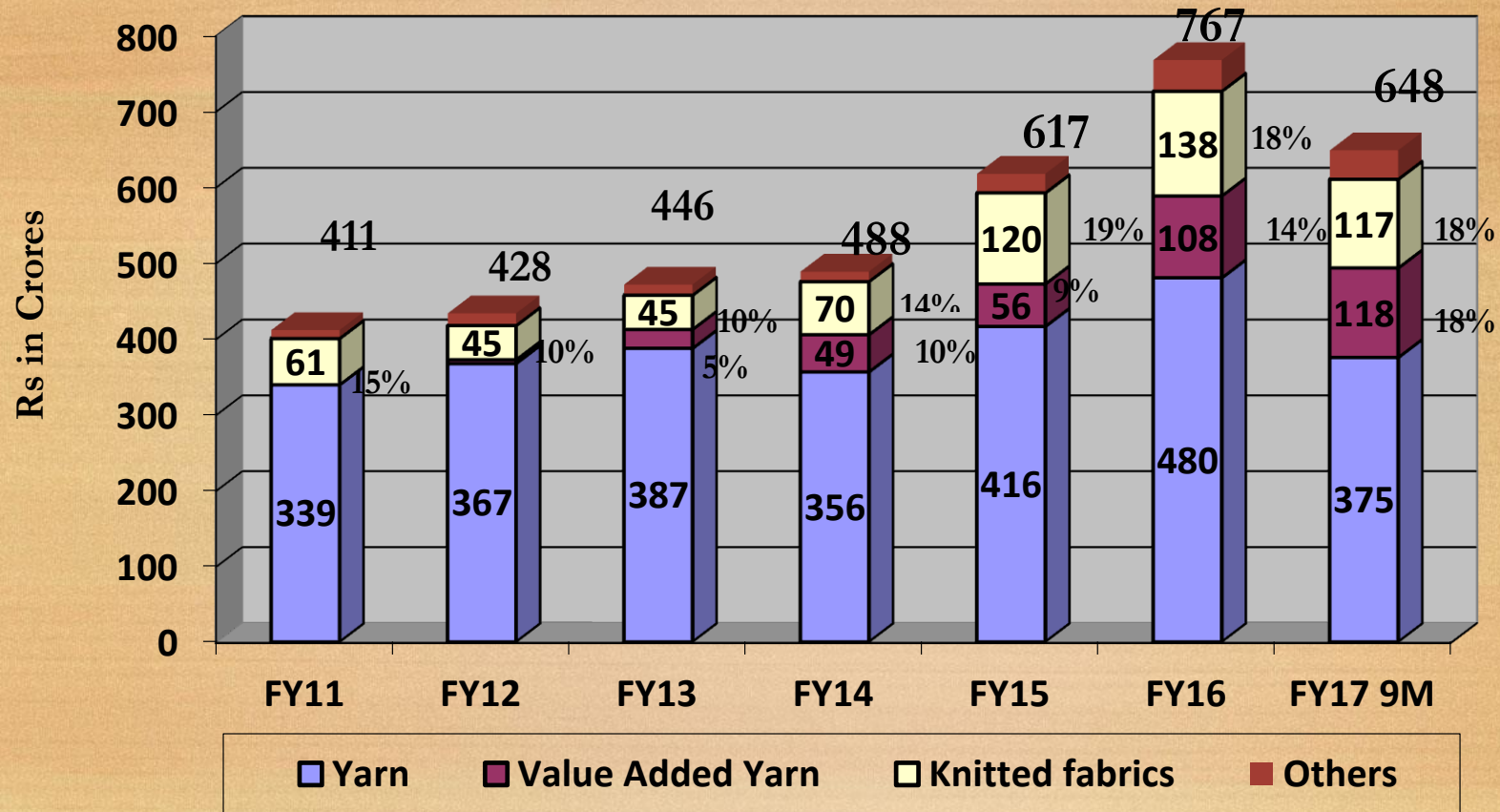
# Products/Product Applications

- The company is producing a wide range of Cotton Yarns ranging from Ne 6 to Ne 24 in Open end and Ne 12 to Ne 80 in Ring Spun Yarns, single and multifold. The company is also making value added yarns like Slub , Compact, Core Spun , Organic and BCI/TBC certified Yarns.
- In knitted Fabric company is equipped to knit various type of structures to meet varied demands of customers for different end applications .
- Product Applications: Company's products are used for multiple applications such as High Value Apparels, Terry Towels, All types of Knitted Garments, Denims, Furnishing Fabric, Sheetings, Medical and Industrial Fabrics, Mattress stickings, Tea bags etc

**Company is having diversified product range in cotton yarn and fabrics catering to wide range of Textile applications.**



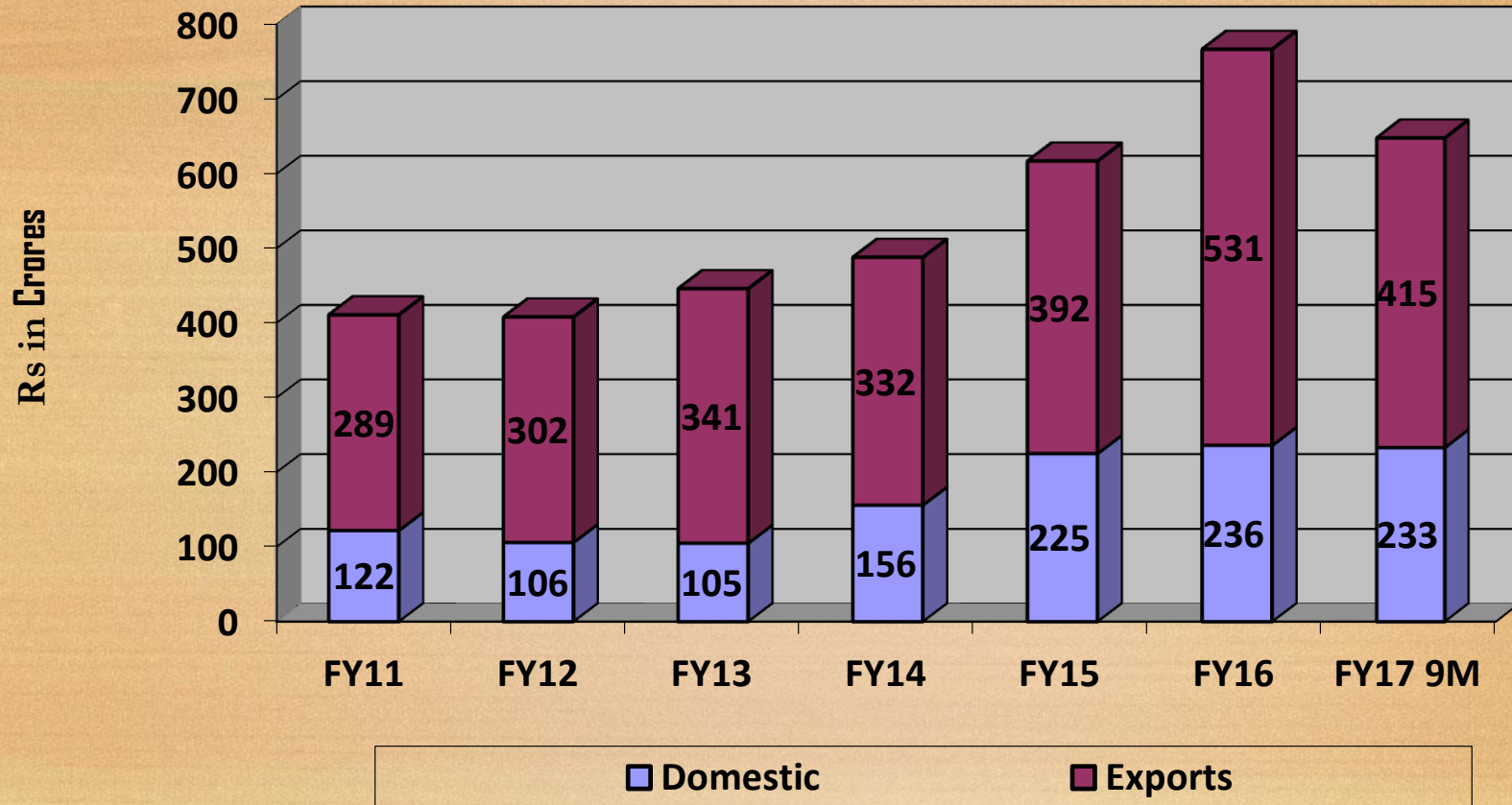
# Segment wise Composition Of Revenue



The Company is gradually increasing sale of value added yarns and fabrics in total Revenue. The share has increased from 15% in 2011 to 36%. This is further going to increase in next year upon full working of expanded facilities



# Geographical Composition Of Revenue



**Maintaining Export Share at more than 65% is testimony to accepted quality of Company's products and well diversified markets**





# Marketing Strategy

The company's marketing strategy is based on product type and end user segment. The company interacts with end customers and understand their specific needs. Accordingly it prepares its production plans.

The company is selling its products to most of the reputed names in Textiles in Indian Markets. Prominent customers include Raymonds, Arvind, D'Décor, Century, Nandan Denim, Matrix Clothing, Orient Craft, Defiance knitting, Pratibha Syntex, Siyaram,Donear and even to competitors like RSWM, Banswara Syntex, Sangam India, Sutlej Textiles ,Maral ,Ginni Filaments and others.

In international markets the prominent customers are Burberry USA, Pacific Group,Brandix Group, Filartex Italy, Eminence France, Nishat Group Pakistan, Paramount Group Bangladesh etc.

**The company is preferred supplier of Quality conscious Fabric and Garment Manufacturers in India and international Markets.**



# Operational Strategy

## Raw Material Management

Company's Raw Material Cotton is prone to Price Fluctuations being Agro commodity. Company maintains stock of raw material according to market prices of Raw material and order book position of Finished Products. The company generally keeps around 3 months inventory of raw material in procurement season (Nov- March). However for orders booked for finished products, raw material is kept fully covered. As there is time lag between transfer of raw material prices into finished good prices, the stocks works as hedging. The company does not book orders for finished products for longer delivery more than 3 months in view of fluctuating prices.

## Forex Risk management

The sales orders are booked keeping in view the current exchange rates and once orders are firmied up the exposure is fully covered through forward contracts. As such the company does not keep unhedged forex exposure.

**In view of volatility in Raw material and forex rates, the company follows strict hedging policy .**

# Customers' Profile ( Exports)



**The Company Exports to over 50 countries across the Globe**



# Quality Certifications

- The company is having ISO 9001:2008 quality certificate and also certified by OEKOTEX Class 1, GOTS, OCS for Organic Cotton, BCI certification for Better Cotton Initiative, SUPIMA Certified, Cotton USA etc.
- The company has now applied for Comprehensive Quality certification ISO 9001:2015, Environment and Energy Management System Certifications ISO 14000 & ISO 50001, OSHAS and SA 8000.

**The Company's philosophy has always been to employ world class technology and quality procedures to ensure International Quality Products**



## Awards & Recognitions

- **TEXPROCIL Bronze trophy for the 3<sup>rd</sup> highest exports of cotton yarn counts 50s and below under Category II and Bronze Trophy in grey Fabrics Category for the year 2015-16.**
- **TEXPROCIL Silver Trophy for Second Highest Exports in the category of Grey Fabrics for the year 2006-07 and 2007-08 and bronze trophy for the year 2010-11 and 2014-15.**
- **The Company has also been conferred State Award for “Excellence in Exports” for the year 2007-08 , 2010-11 & 2014-15 by the Government of Rajasthan.**
- **Conferred with Rajasthan Energy conservation award and won first prize in large scale spinning for the years 14-15 and 15-16.**

**The quality of company's products is well established in International Markets and these awards vouch for the same**



# Financial Highlights

Rs in Crores

	FY11	FY12	FY13	FY14	FY15	FY16	CAGR
Turnover	410.9	428.3	446.1	488.3	616.5	766.9	13.3%
EBIDTA	75.8	45.2	87.5	94.3	104.3	137.8	12.7%
EBIDTA %	18.5%	10.6%	19.6%	19.3%	16.9%	17.9%	
PBDT	55.0	24.3	45.5	76.8	81.7	104.8	13.8%
PBT	20.7	23.8	14.1	52.0	53.8	65.2	
PAT	6.7	0.3	45.5	34.8	41.0	44.2	16.4%
EPS( Rs Per Share)	1.5	0.1	3.1	7.6	8.9	9.6	

**With full production on expanded capacities in 2017-18, turnover is expected to cross Rs 1100 Crores.**



# Balance Sheet Position

Rs in Crores

	FY11	FY12	FY13	FY14	FY15	FY16
Equity Capital	45.8	45.8	45.8	45.8	45.8	45.8
Reserves & Surplus	40.6	40.8	55.0	85.8	121.2	159.9
Net Worth	86.4	86.7	100.8	131.6	167.0	205.7
Deferred Tax Liabilities	-	-	6.6	21.2	33.9	43.3
Long Term Loans	208.6	183.6	162.3	130.7	294.3	240.9
Bank Borrowing	53.8	40.1	16.8	13.4	53.4	57.7
Current Maturities of LT Loan	21.6	25.2	27.5	31.9	30.6	53.5
Other Liabilities	10.7	11.7	31.7	25.2	30.7	34.0
Total	381.1	347.3	345.7	354.0	609.9	635.1
Gross Fixed assets incl WIP	372.6	375.4	377.2	399.9	621.1	642.3
Net Fixed assets incl WIP	249.3	228.1	213.0	212.4	416.7	399.2
Current assets	131.8	119.2	132.7	141.6	193.2	235.9
Total	381.1	347.3	345.7	354.0	609.9	635.1



# Strengths

- **Experienced and highly qualified promoters ably supported by Experienced professionals.**
- **Enjoying economies of scale due to one of largest Spinning Capacities at single location.**
- **State of the art latest technology from world renowned Machinery manufacturers**
- **Large and diversified product range catering to varied needs of customers .**
- **Expansion of spinning capacity by addition of 72960 compact spindles implemented which will further enable the company to produce superfine premium yarns up to 80 counts .This will increase sales in value added segments and enable the company to improve the margins.**
- **Located in cotton growing belt giving logistics and cost advantages**
- **Company's facilities are well connected and in close proximity with Mundra and Pipavav ports and major Textile centers of North and Western India to ensure lower delivery time.**
- **Excellence in successful implementation of large expansion projects**
- **Existing projects enjoying benefits of interest Subsidy under TUFS and interest subsidy and electricity duty benefits under RIPS. Future projects will also be eligible for benefits under RIPS.**





## Disclaimer

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Thank you