

# SANGAM (INDIA) LIMITED

CIN : L17118RJ 1984PLC 003173

E - mail : [secretarial@sangamgroup.com](mailto:secretarial@sangamgroup.com)

Website : [www.sangamgroup.com](http://www.sangamgroup.com) | Ph : +91-1482-245400-06



Value through values

Ref: SIL/SEC/2022-23

Date: 03<sup>rd</sup> August, 2022

<p>The Manager Department of Corporate Services <b>The National Stock Exchange of India Ltd.</b> Exchange Plaza, 5th Floor, Plot No. C/1, G Block Bandra Kurla Complex, Bandra (E) <u>Mumbai – 400051</u> <b>Scrip Code: 5251</b></p>	<p>The Manager, Department of Corporate Services, <b>Bombay Stock Exchange Ltd.</b> Phiroze Jeejeebhoy Towers 25th Floor, Dalal Street, <u>MUMBAI - 400 001</u> <b>Scrip Code: 514234</b></p>
---	---

Dear Sir/Madam,

**Subject: Intimation to Stock Exchange – Investor Presentation in connection with Unaudited Financial Results for quarter ended 30<sup>th</sup> June, 2022.**

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Unaudited Financial Results for quarter ended 30<sup>th</sup> June, 2022.

Kindly take the above on your record.

Thanking You.

**For Sangam (India) Limited**

**A.K. Jain**  
**Company Secretary**  
**FCS – 7842**



**Encl.:** As above



# **SANGAM (INDIA) LIMITED**

INVESTOR PRESENTATION

Aug 1, 2022

# Disclaimer

---

“This presentation is for information purposes only and does not constitute an offer, solicitation, invitation to offer or advertisement with respect to the purchase or sale of any securities of Sangam (India) Limited (the "Company") and no part of it shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever. No representation or warranty (express or implied) is made as to, and no reliance should be placed on, the accuracy, completeness or correctness of any information, including any projections, estimates, targets and opinions contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein and, accordingly, none of the Company or its affiliates, its advisors or representatives, including its book running lead managers, or any such person's officers or employees accepts any liability (in negligence or otherwise) whatsoever arising directly or indirectly from the use of this presentation. Unless specifically mentioned, this presentation speaks as of its date. Neither the delivery of this presentation nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since such date. This document also contains certain forward-looking statements relating to the business, financial performance, strategy and results of the Company and/or the industry in which it operates. Forward-looking statements are statements concerning future circumstances and results, and any other statements that are not historical facts, sometimes identified by the words "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions. The forward-looking statements, including those cited from third party sources, contained in this presentation are based on numerous assumptions and are uncertain and subject to risks. A multitude of factors including, but not limited to, changes in demand, competition and technology, can cause actual events, performance or results to differ significantly from any anticipated development. Neither the Company nor its affiliates or advisors or representatives, including its book running lead managers, nor any such person's officers or employees guarantees that the assumptions underlying such forward-looking statements are free from errors, nor does either accept any responsibility for the future accuracy of the forward-looking statements contained in this presentation or the actual occurrence of the forecast developments. The Company expressly disclaims any obligation or undertaking to release any update or revisions to any forward-looking statements in this presentation as a result of any change in expectations or any change in events, conditions, assumptions or circumstances on which these forward-looking statements are based. This presentation may not be reproduced, copied, distributed or disseminated in any other manner.”

# About Us

Sangam (India) limited was incorporated in 1984, promoted by Shri RP Soni, first generation entrepreneur & technocrat. SIL become a public limited company in 1992 and listed on both the major exchanges of India in NSE and BSE.

- SIL main business activities are Textile & garment manufacturing. Company has expanded its products portfolio into full value chain in textile, manufacturing of yarn, fabric, fabric processing and Garment, etc.
- Company has build 4 state of the art manufacturing facilities situated in Bhilwara & Chittorgarh, Rajasthan, India
- Yarn (PV Fiber dyed, Grey yarn, & Cotton Yarn) : 96,150 MT
- Fabric Production (Denim & PV fabric) : 78 MMPA
- Fabric Processing : 72 MMPA
- Knitted Fabric : 3,700 MTPA
- Garments : 5.6 MPPA



PV blended  
dyed/grey/cotton yarn



PV/denim fabric



Fabric processing



Garments

# Unique Business Propositions of Sangam India Limited

---

Long standing presence over 35 years & established brands.

---

One of the largest producers of Poly Viscose Dyed Yarns in South East Asia, in oligopolistic market segment.

---

Diversified product mix from Yarn (PV & Cotton), Fabric (PV woven, Denim, Knitted), Garments, etc. A rare company in India who is having such a large & diversified product mix.

---

Key player in the organized PV Fabric segment. SIL is very strong contender having limited competition in large & institutional supplies.

---

Diversified customer base across segments & geography worldwide.

---

Manufacturing centricity and Economy of scale

---

One of the niche player in Seamless Garments manufacturing in India.

---

Brand C9 Air wear brings of progressive seamless wear to maximize flexibility, mobility and performance, while enhancing comfort and confidence, as Intimate Wear, Active Wear, Yoga Wear, Shape Wear and Leisure Wear for women.

---

# Vision & Mission Statement



## Vision:

At Sangam, we strive to build enterprises driven by excellence which maximises customer satisfaction and create value for all stakeholders.



## Mission:

To maximise customer value and expand customer base with focus on consumer business segment while keeping pace with changes in external environment.

On the back of our resilient business model and operational efficiencies, we continued to drive value for our stakeholders during the year. We remained steadfast on delivering the best quality and sustainable textile solutions, leading to a better tomorrow for everyone.

R.P. Soni



## Our Values:

**Commitment:** We are committed to foster trusted client relationships and to enhance stakeholders' value. We enable others to trust us by delivering on our accountabilities and stand by decisions when they are made. We expect to follow ethical business practices with complete transparency and open communication.

**Integrity:** We carry our responsibilities in honest and trustworthy manner. We expect to uphold high standard of conduct and to have integrity in all our thoughts and actions.

**Professionalism:** We expect to conduct ourselves in professional manner even in the most challenging circumstances.

**Quality:** Our endeavour is to provide high quality products and adhere to world-class standards.

**Adaptability:** We remain steadfastly adaptable to changing dynamic environment.

# Board of Directors

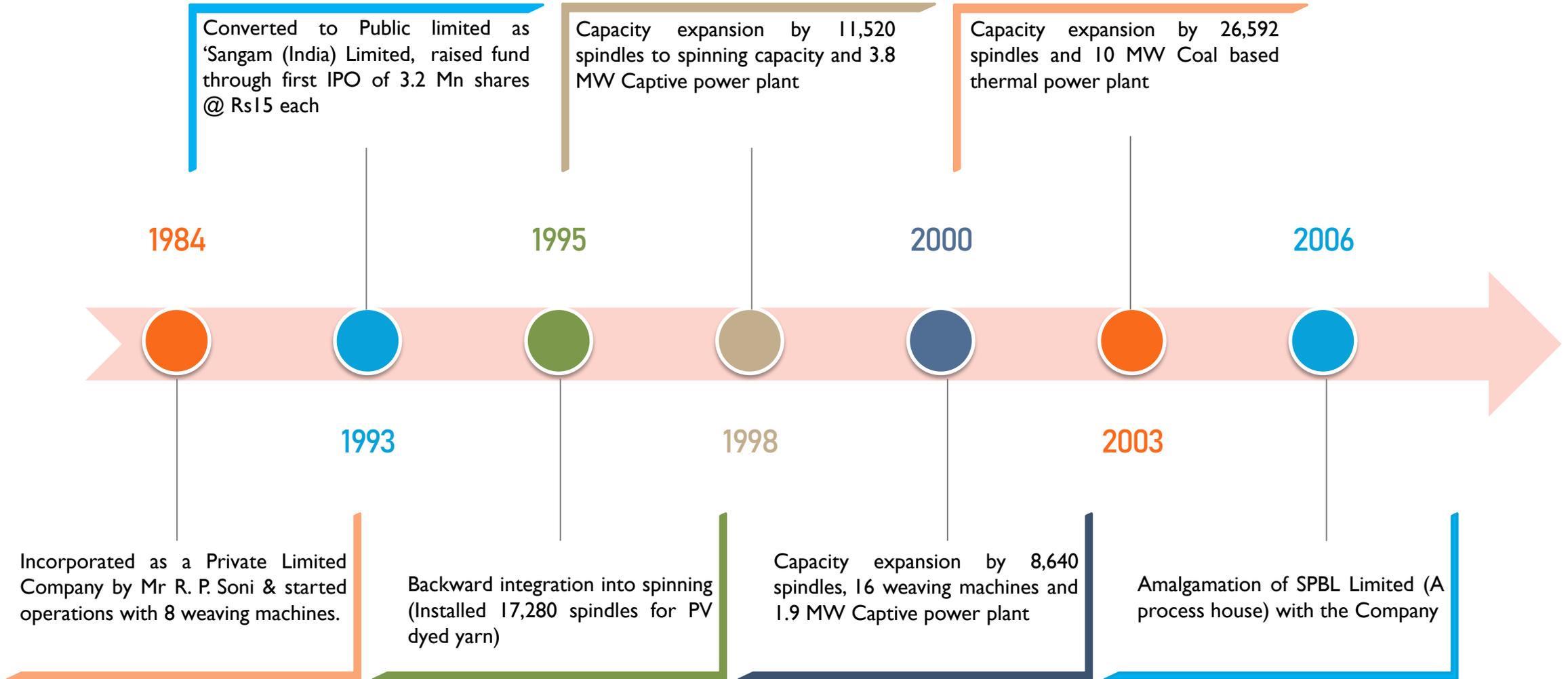
Names of the Directors	Designation	Brief
Shri R. P. Soni	Chairman	He is the Promoter and founder of Sangam group and has more than 50 years of rich experience in textile, civil and other sectors. He is a first generation entrepreneur, visionary leader & technocrat by profession. He is qualified science graduate and diploma in civil engineering. He admires social & philanthropic values and believes in giving back to the society, and has set up Hospital, School, University under various trusts.
Dr. S. N. Modani	Managing Director & CEO	He is responsible for managing the Yarn and Denim Business of SIL. He holds a Masters in Science (M. Sc.), with Honours in Chemistry, as well as an MBA and is associated with the textile industry since 1989. He is presently Chairman of Rajasthan Textile Mills Association & director in Confederation of textile industry "CITI". He is awarded doctorate in strategic management practices for Sustainable Future by Sangam University.
Shri Vinod Kumar Sodani	Executive Director	He is responsible for managing the weaving of Poly Viscose Fabric, the Processing Division and manufacturing of Seamless Garments. He is a B. Com. graduate and has completed his Chartered Accountancy.
Shri Anurag Soni	Whole Time Director & CFO	He is a commerce graduate and completed MS in Finance. He is entrusted with the responsibility overall finance & treasury management and streamlining operations for sustainable business growth.
Shri Achintya Karati	Independent Director	Having more than 51 years of work exp, worked in ICICI Ltd/ICICI Bank Ltd. holding responsible business development positions, head of Major Client Group - North and finally taking charge as Country Head of Government and Institutional Solutions Group.
Shri Tapan Kumar Mukhopadhyay	Independent Director	Having more than 48 years of work exp and worked as Chief General Manager and Country Head (Administration & Premises) in his previous assignment with from IDBI BANK and also held on various Senior Executive Positions.
Smt. Jyoti Sharma	Independent Director	She worked as Senior Vice President with Banking Codes and Standards Board of India since August 2015. Her forte is Corporate finance, resources mobilisation and monitoring of stressed assets.
Shri Yaduvendra Mathur	Independent Director	He was Officer of the Indian Administrative Service and retired in the year 2019 from the rank of Secretary to Govt. of India, Neeti Aayog, New Delhi. He was also associated with Exim Bank as CMD, with Rajasthan Financial Corporation as CMD, as Director General Revenue Intelligence, Principal Secretary Budget, Secretary Expenditure, Dy Secretary Finance as an Income Tax Officer, IRS and he was also associated with African Development Bank.

# Production Capacity

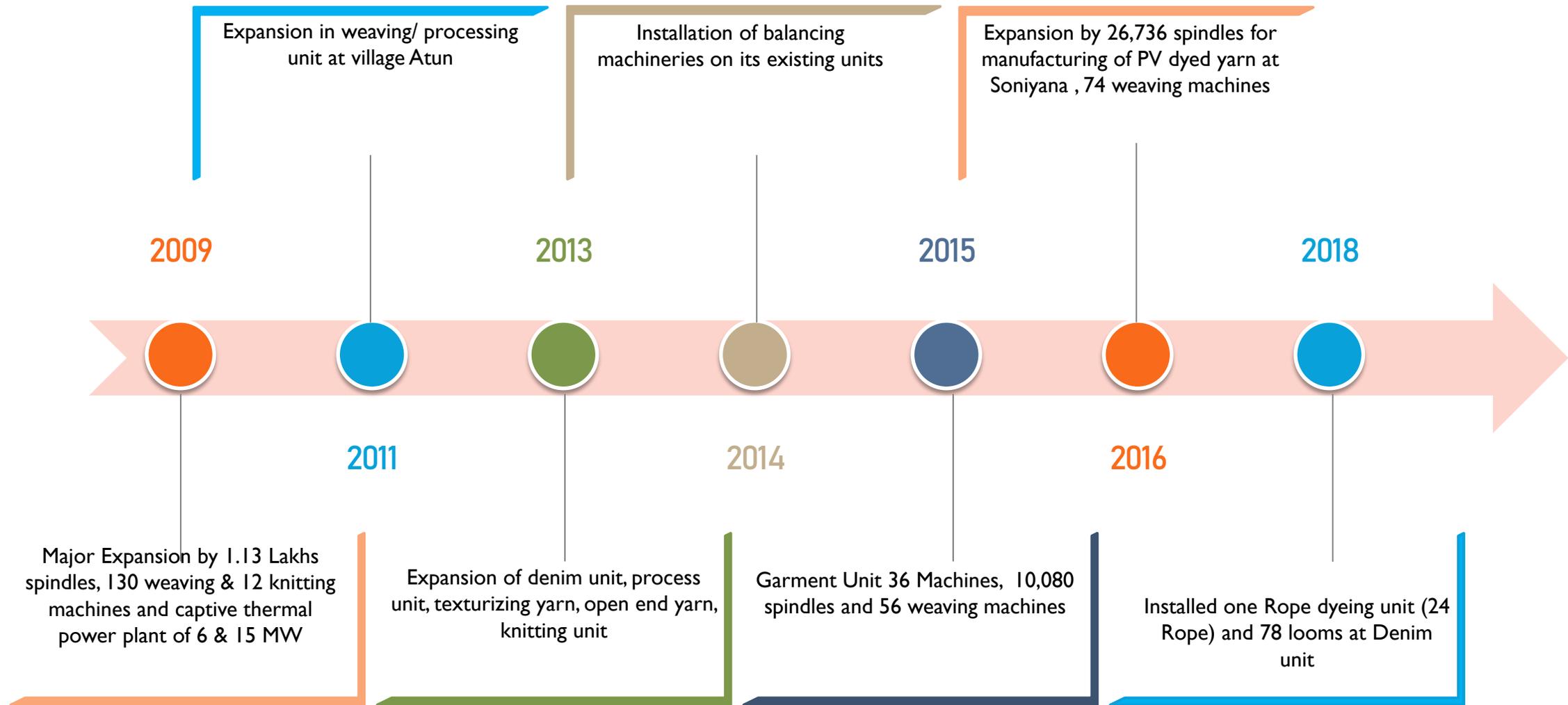
Company's totally integrated infrastructure equipped to produce quality products ; from yarn to garments, includes Spinning, Weaving, Processing, Denim, Knitting & Garments Manufacturing supported by innovative styles, cutting-edge technology. Company has also invested heavily in developing and upgrading its infrastructure for better productivity and quality.

Division	Assets	Production Capacity
Spinning	271440 Spindles & 2,376 Rotors	96,150 MT PA
Weaving	229 Weaving Machines	30 Million Meter Fabric PA
Denim	5 Processing lines & 295 Looms	48 Million Meter Fabric PA
Processing	7 Stenters-42 chambers	72 Million Meter PA
Circular Knitting	22 Machines	3,700 MT PA
Seamless Knitting	58 Machines	5.6 Million Pieces PA
Thermal Power	2 Plants	16.0 MW
Solar Power	2 Plants	13.0 MW
Wind Power	4 windmills	5.0 MW

# Major Milestones



# Major Milestones (contd.)



# Product Portfolios

SIL focused to deliver the best-in class products across the textile value chain. Company's expanded portfolio includes



PV blended dyed/grey yarn



Cotton spun yarn



Cotton open end yarn



Texturized yarn



Synthetic blended fabric



Denim fabric



Fabric processing

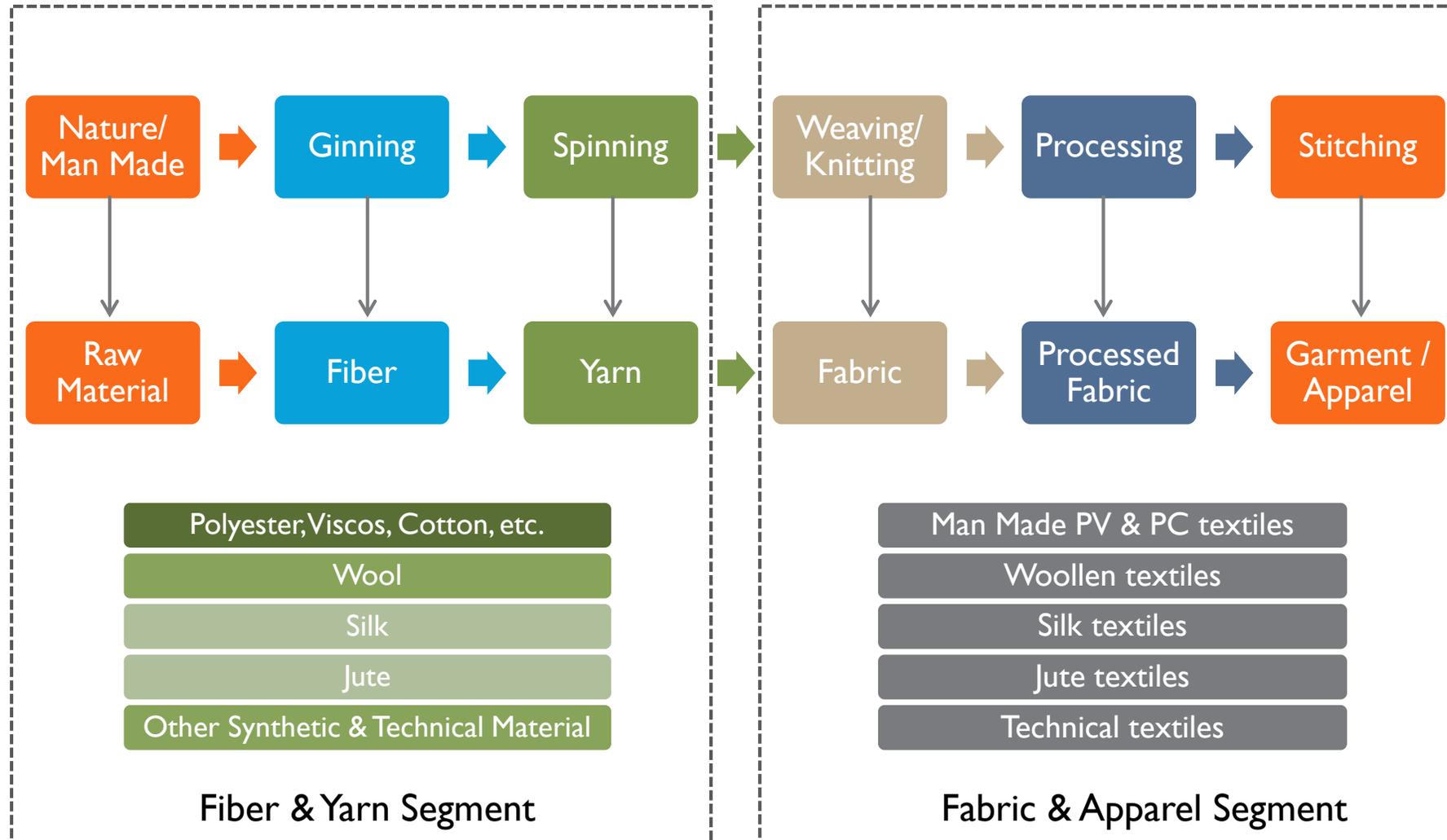


Cotton knitted fabric



Garments

# Textile Value Chain



# Manufacturing Facilities



**Atun, Bhilwara :**  
Weaving,  
Processing &  
Garment Plant



**Atun, Bhilwara:**  
Seamless  
Garment Unit



**Biliya Kalan,  
Bhilwara:**  
Spinning Plant  
Unit-I, Denim  
Weaving &  
Processing Plant



**Sareri, Bhilwara:**  
Spinning Plant  
Unit-II



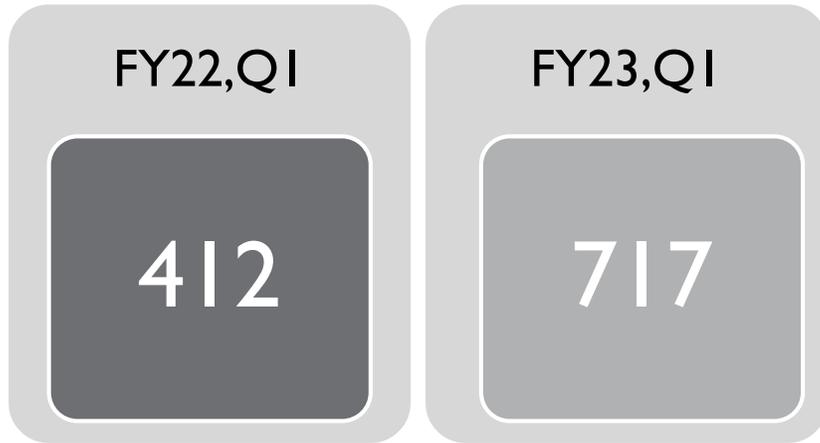
**Soniyana,  
Chittorgarh**  
Spinning Plant  
Unit-III

Company has five manufacturing facilities located at Bhilwara and Chittorgarh in Rajasthan.

# Quarterly Result Snap Shots

INR Cr

## REVENUE (INR Cr)



74% YOY



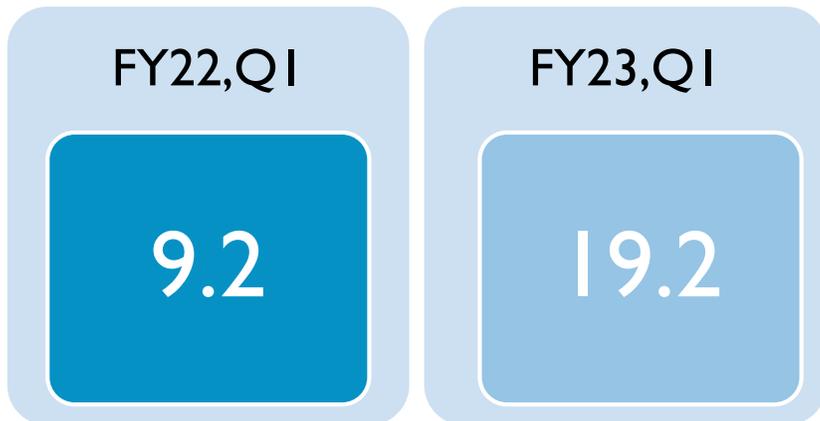
## EBITDA (INR Cr)



100% YOY



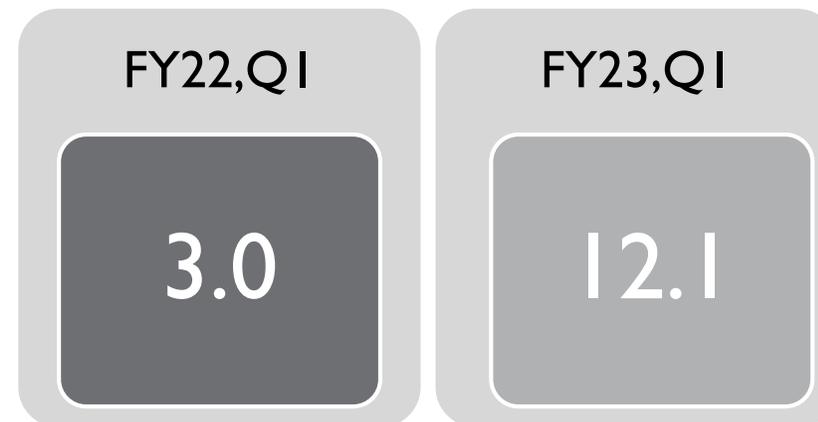
## CASH EPS (INR Cr)



110% YOY



## EPS (INR)

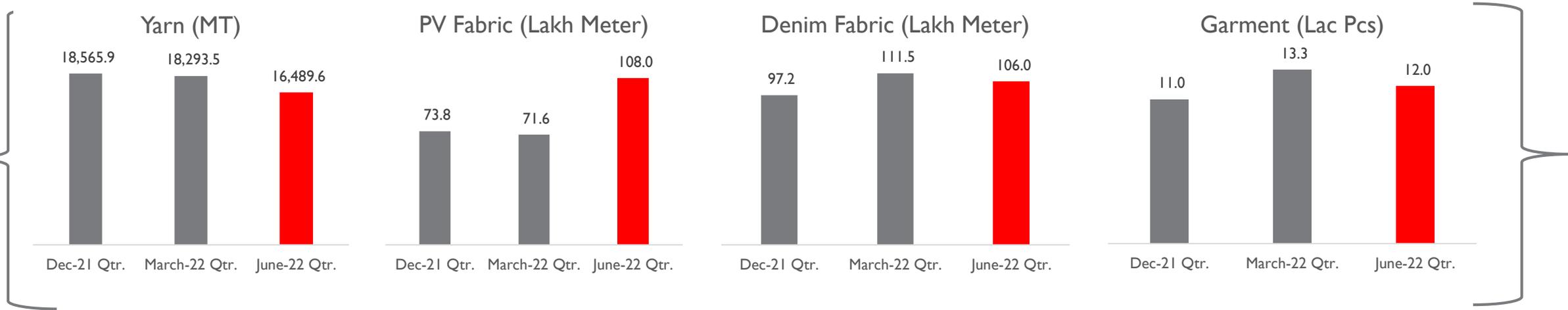


303% YOY

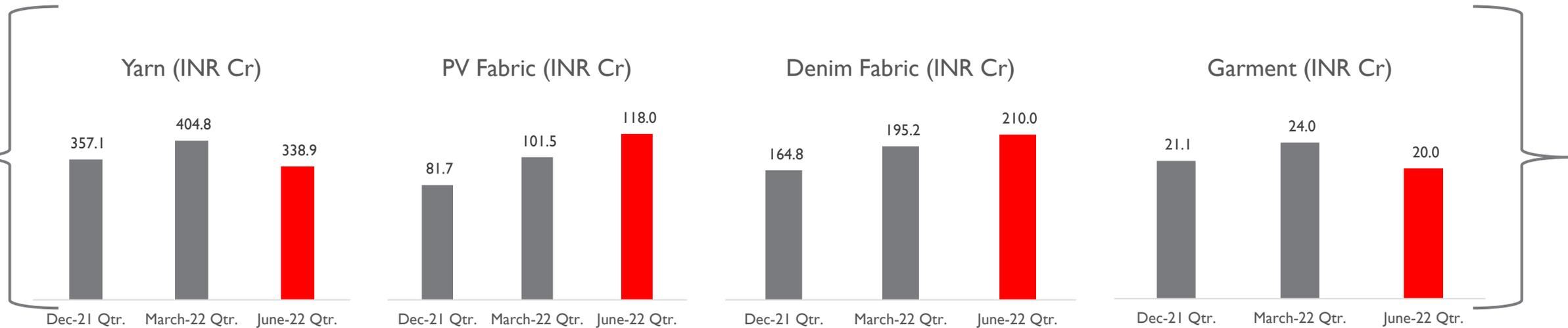


# Business Segments Quarterly Trend

PRODUCTION

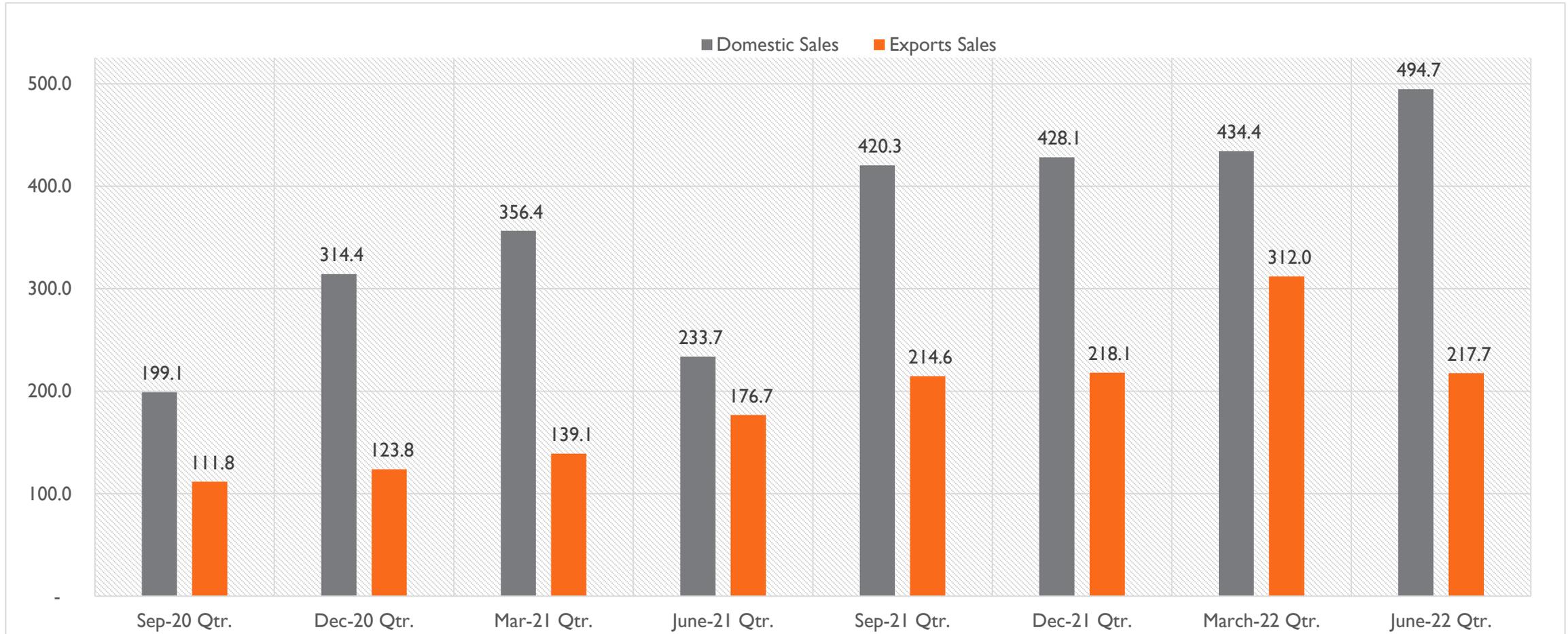


REVENUE



# Market wise sales chart

Inr Cr



# Income Statement: Q1 FY 2023 (standalone)

INR Lakhs

Particulars	Quarter Ended				For Year Ended		
	30.06.2022	31.03.2022	30.06.2021	YoY Qtr	31.03.2022	31.03.2021	YoY Period
<b>Income</b>							
Revenue from Operations	71,328	74,635	41,036	74%	243,776	135,355	80%
<b>Expenses</b>							
COGS	55,116	56,020	31,677	74%	186,060	112,941	65%
<b>Operating Profit</b>	<b>16,212</b>	<b>18,615</b>	<b>9,359</b>	<b>73%</b>	<b>57,716</b>	<b>22,414</b>	<b>157%</b>
<i>Operating Profit Margin %</i>	<i>22.7%</i>	<i>24.9%</i>	<i>22.8%</i>		<i>23.7%</i>	<i>16.6%</i>	
Other income	465	- 78	179		716	982	
<b>EBITDA</b>	<b>9,783</b>	<b>10,699</b>	<b>5,118</b>	<b>91%</b>	<b>31,480</b>	<b>13,318</b>	<b>136%</b>
<i>EBITDA Margin</i>	<i>13.7%</i>	<i>14.3%</i>	<i>12.5%</i>		<i>12.9%</i>	<i>9.8%</i>	
Finance costs	1,429	1,123	1,154		4,780	4,923	-3%
<b>Cash Profit</b>	<b>8,354</b>	<b>9,576</b>	<b>3,964</b>	<b>111%</b>	<b>26,700</b>	<b>8,395</b>	<b>218%</b>
<i>Cash Profit Margin</i>	<i>11.7%</i>	<i>12.8%</i>	<i>9.7%</i>		<i>11.0%</i>	<i>6.2%</i>	
Depreciation and amortisation expense	1850	1498	1929		7034	8052	-13%
<b>Profit Before Tax</b>	<b>6504</b>	<b>6849</b>	<b>2035</b>	<b>220%</b>	<b>18437</b>	<b>343</b>	<b>5275%</b>
Tax expense:	1254	1423	713		4344	(195)	
<b>Net Profit</b>	<b>5250</b>	<b>5426</b>	<b>1322</b>	<b>297%</b>	<b>14093</b>	<b>538</b>	<b>2520%</b>
<i>Net Profit Margin</i>	<i>7.4%</i>	<i>7.3%</i>	<i>3.2%</i>		<i>5.8%</i>	<i>0.4%</i>	
Paid-up Equity Share Capital	4342	4342	4342		4342	4342	
<b>Earning per Share</b>	<b>12.1</b>	<b>15.2</b>	<b>3.0</b>	<b>298%</b>	<b>35.1</b>	<b>1.3</b>	<b>2541%</b>
<b>Cash EPS</b>	<b>19.2</b>	<b>22.1</b>	<b>9.1</b>	<b>111%</b>	<b>61.5</b>	<b>19.3</b>	<b>218%</b>

# Historical Financial Performance

INR Cr

Particulars	Sep-20	Dec-20	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22
<b>Sales</b>	<b>310.9</b>	<b>438.2</b>	<b>495.5</b>	<b>410.4</b>	<b>634.9</b>	<b>646.1</b>	<b>746.3</b>	<b>713.3</b>
Cost of Materials consumed	154.1	220.1	275.4	251.7	334.7	366.2	427.1	447.4
(Increase)/ Decrease in Inventories	21.2	35.5	-16.1	-46.8	23.9	-9.0	-3.9	-48.9
Employee benefits expense	34.1	41.7	48.5	43.4	51.8	52.5	53.2	55.0
Power & Fuel	36.4	46.3	53.4	49.2	59.6	67.8	68.8	79.2
Other expenditure	41.2	52.8	60.4	62.9	91.1	91.5	93.4	87.4
<b>Total Expenses</b>	<b>287.0</b>	<b>396.4</b>	<b>421.7</b>	<b>360.5</b>	<b>561.1</b>	<b>569.0</b>	<b>638.6</b>	<b>620.1</b>
<b>Net Income (Exclusively Operating EBIDTA)</b>	<b>23.8</b>	<b>41.9</b>	<b>73.8</b>	<b>50.0</b>	<b>73.8</b>	<b>77.1</b>	<b>107.8</b>	<b>93.2</b>
Other Income								
<b>Net Income (Operating EBIDTA)</b>	<b>23.8</b>	<b>41.9</b>	<b>73.8</b>	<b>50.0</b>	<b>73.8</b>	<b>77.1</b>	<b>107.8</b>	<b>93.2</b>
Non operating income/exp	0.9	2.6	5.1	1.2	2.4	2.7	-0.8	4.7
<b>EBIDTA</b>	<b>24.7</b>	<b>44.4</b>	<b>78.9</b>	<b>51.1</b>	<b>76.2</b>	<b>79.8</b>	<b>107.0</b>	<b>97.9</b>
Finance Costs	9.7	11.8	13.9	11.5	11.4	13.0	11.2	14.3
<b>PBDT (Cash Profit)</b>	<b>15.0</b>	<b>32.6</b>	<b>65.1</b>	<b>39.6</b>	<b>64.8</b>	<b>66.8</b>	<b>95.8</b>	<b>83.6</b>
Extraordinary item - Gain / (Loss)							-12.3	0.0
Depreciation & Amortisation expense	20.5	20.3	19.2	19.3	18.1	18.0	15.0	18.5
<b>Profit / Loss Before Tax</b>	<b>-5.6</b>	<b>12.3</b>	<b>45.9</b>	<b>20.4</b>	<b>46.7</b>	<b>48.8</b>	<b>68.5</b>	<b>65.1</b>
Tax Expenses	-1.5	4.8	11.7	7.1	16.9	5.1	14.2	12.5
<b>Net Profit/ (Loss) for the period</b>	<b>-4.1</b>	<b>7.5</b>	<b>34.1</b>	<b>13.2</b>	<b>29.8</b>	<b>43.7</b>	<b>54.3</b>	<b>52.5</b>
Other Comprehensive Income (After Tax)	0.1	0.6	2.3	0.3	0.7	1.6	-1.5	0.2
<b>Total Comprehensive Income for the period</b>	<b>-4.0</b>	<b>8.1</b>	<b>36.4</b>	<b>13.5</b>	<b>30.5</b>	<b>45.3</b>	<b>52.7</b>	<b>52.7</b>

# SANGAM Way Forward



## Project Completed

Phase 1 cotton expansion is fully operational now in Q1 of FY 23, it will add 10,500 MT capacity and appx 300 cr of revenue at full year of operation.

## On Going Expansion Plan \*

1. Phase 2 cotton expansion project outlay of 138 cr: Financial closure of 102cr from UCO , and it will add capacity of 10,500 MT PA and appx 300cr of revenue at full year of operation. Project expected COD at 1<sup>st</sup> April 2023
2. Seamless garment project outlay of 157 cr, 106 machines under wholly owned subsidiary SVL : Financial Closure of 107 cr from Canara Bank, and it will around 200 cr of revenue at full year of operation project will be commenced in phase manner from next quarter.

\* construction activities started as per schedule.



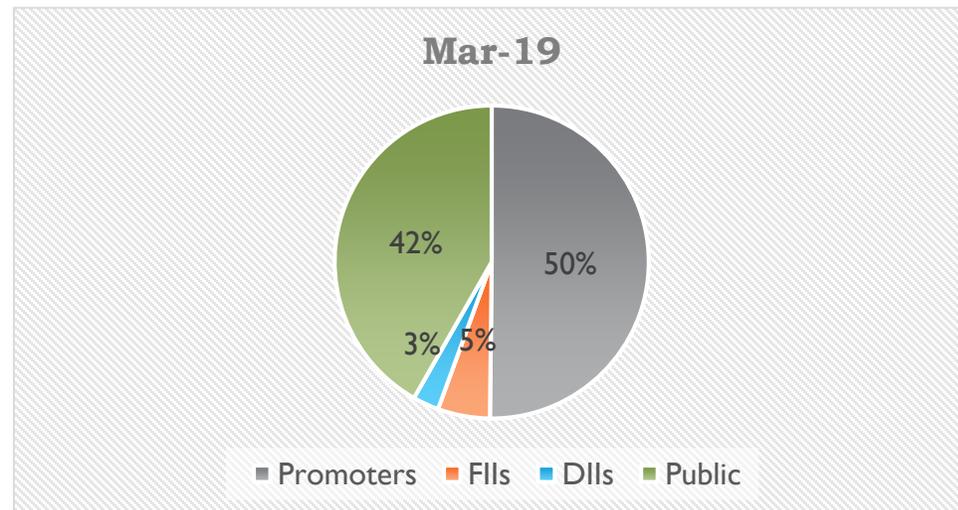
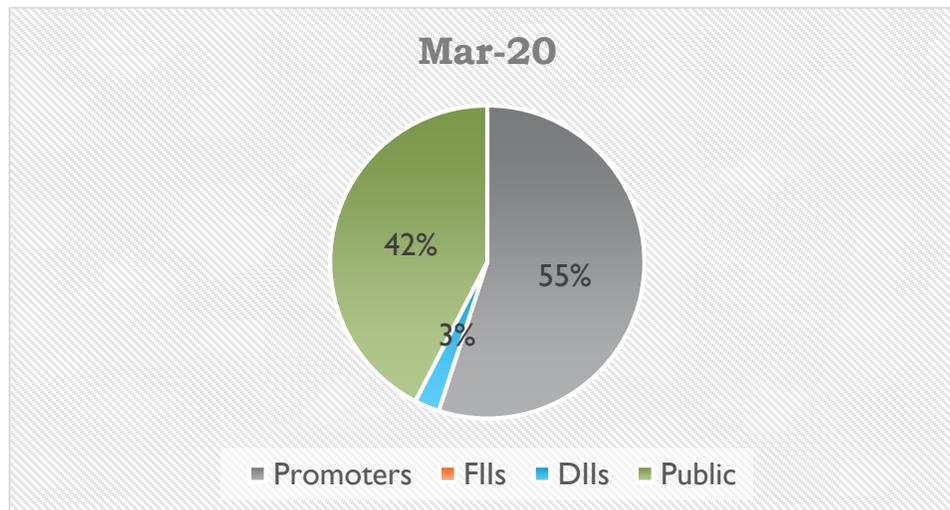
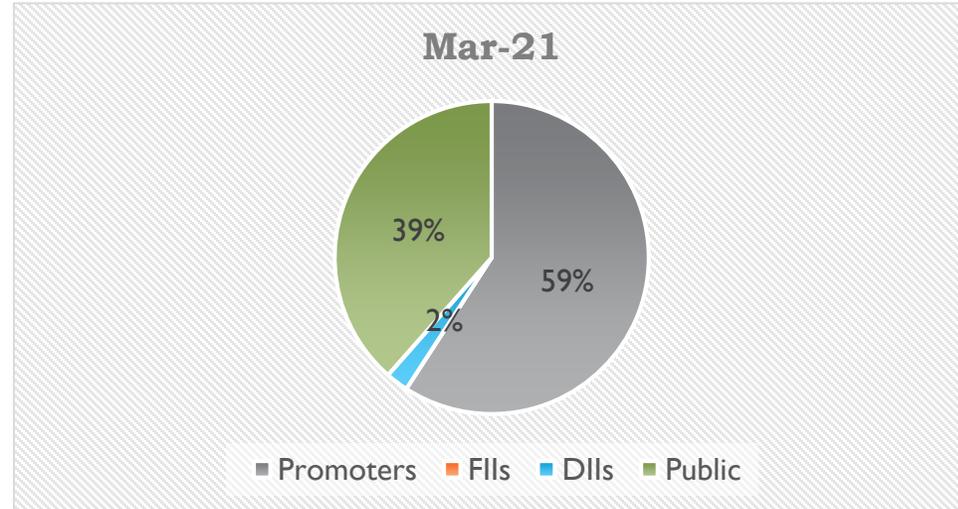
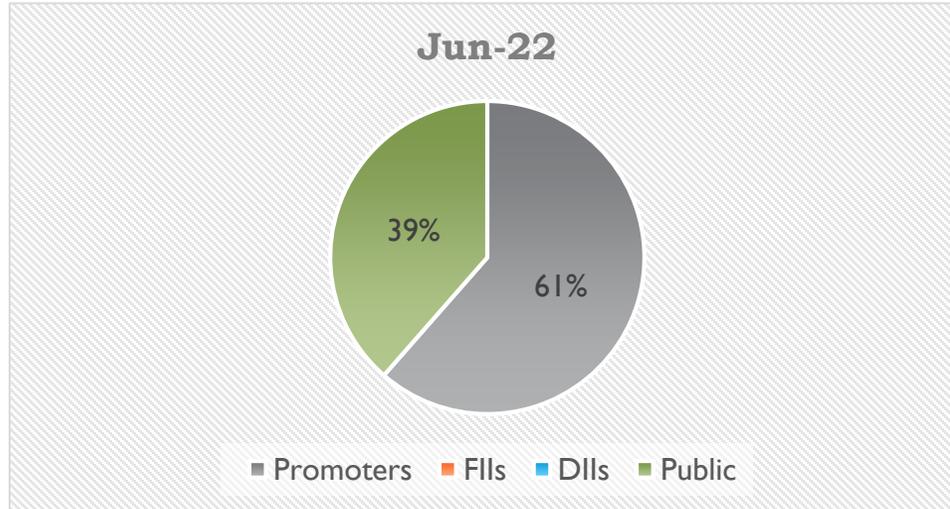
## PLI Scheme

Company has received the approval of PLI scheme part II for garment manufacturing.

## Planned expansion

Denim Expansion Project costs outlay INR180 cr – 81 Looms for Denim Fabric manufacturing for captive consumption for further processing, Sizing machines & agriculture waste input based two Boilers for cost optimization and green energy solution, project is expected to give pay back in 3-4 years as part of costs saving & improve realization.

# Shareholding Pattern As on 30.06.2022



# SANGAM : External Credit Rating

Instrument Type	Maturity Date	Size of Issue (million)	Rating/Outlook	Rating Action
Term loan	July 2022	INR120 (reduced from INR355)	IND A/Stable	Affirmed
Term loan	December 2028	INR2,019.2 (reduced from INR2,555.8)	IND A/Stable	Affirmed
Term Loan	January 2032	INR2,040	IND A/Stable	Assigned
Fund-based limits	-	INR3,800	IND A/Stable	Affirmed
Non-fund-based limits	-	INR1,541.4	IND A1	Affirmed
Proposed fund-based limits	-	INR700	IND A/Stable	Assigned
<b>Rating</b>	<b>Issued on 23.03.2022</b>			
<b>Name of the Rating Agency :</b>	<b>India Ratings and Research Pvt. Limited (A Fitch Group Company)</b>			
<b>Instruments with this rating are considered to have adequate degree of safety regarding timely servicing of financial obligations. Such instruments carry low credit risk.</b>				
<b>Earlier Company was Rated</b>				
<b>Date</b>	<b>Long Term Facilities</b>		<b>Short Term Facilities</b>	
03.02.21	Ø Affirmed at 'IND A' Outlook Stable		Ø Affirmed at 'IND A1'	
11.12.19	Ø Affirmed at 'IND A' Outlook Negative		Ø Affirmed at 'IND A1'	
29.11.18	Ø Downgraded to 'IND A'		Ø Affirmed at 'IND A1'	
13.10.17	Ø Affirmed at 'IND A+'		Ø Downgraded to 'IND A1'	
26.10.16	Ø Affirmed at 'IND A+'		Ø Affirmed at 'IND A1+'	
01.10.15	Ø Upgraded to 'IND A+'		Ø Upgraded to 'IND A1+'	
13.09.14	Ø Upgraded to 'IND A-'		Ø Upgraded to 'IND A1'	
04.12.13	Ø Upgraded to 'CARE BBB+'		Ø Upgraded to 'CARE A2'	



Thank you

