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## Company at a Glance





One of the **largest Indian manufacturer** of compact cotton yarn in the World with operations in India and Oman



Over 200 years of combined **experience** of promoters & management



State-of-the-Art manufacturing units with **latest technology** from India and Europe

Efficient raw material procurement and wellestablished distribution network for sale in domestic and export markets



**FY2020** 

OPERATING INCOME

INR 14,098 Mn

**EBITDA** 

INR 2,328 Mn

PAT INR 511 Mn

## Strengths and USPs



State of Art infrastructure equipped with latest and most modern technology currently available from Blow Room to winding, which is exclusive.

World Class Laboratory for Quality control using technologies from Europe

Manufacturing high quality, value-added, high margin Compact Cotton Yarn

Logistic efficiencies through excellent road, rail and air connectivity to cotton & yarn hubs in India and furthermore good port connectivity in Oman for export markets

**Cotton Yarn Sales offtake agreements in place** 

**Optimised raw material procurement** 

Cost efficiencies in manpower and power cost through operations in India and Oman

Lower borrowing costs in India and Oman, through government interest subsidies

**Income Tax exemption in Oman for up to 25 years** 

Registered as Organic, BCI, Oekotex, Fairtrade

Green Project with no smoke, effluent or wastage; safe and clean working environment

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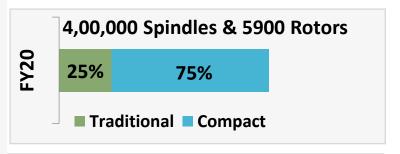
## **Company Overview**

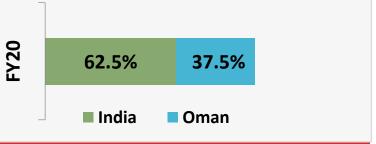


One of the largest and fastest growing players in the value added higher margin compact yarn business.

- Aggregate manufacturing capacity of 400,000 Spindles and 5,900 Rotors located in India and Oman, manufacturing cotton combed compact yarn, blended yarn and open-end yarn. Ongoing expansions in Oman for additional 150,000 Spindles and 3,500 Rotors for manufacturing Cotton Yarn.
- One of leading Indian manufacturer of high margin compact cotton yarn, which is of highest quality with better smoothness, high lustre, better abrasion fastness, low hairiness, higher tenacity and elongation at break, smaller mass irregularity.
- Professionally managed company led by dynamic promoter Mr. Chirag Pittie and backed by a professional and experienced management team with 200+ years of combined experience in the Textile business.
- Latest technology and automation, which are exclusive and no other spinning mill has at present.
- Efficient procurement system for sourcing superior quality raw material for manufacturing higher quality yarns; well established sales distribution network in domestic and export markets. Exporting to China, Bangladesh, Pakistan, Vietnam, Portugal, Turkey etc.

Product Portfolio			
Compact Cotton Yarn	Blended Yarn		
Open End Yarn	Cotton Yarn		
Installed Capacity			

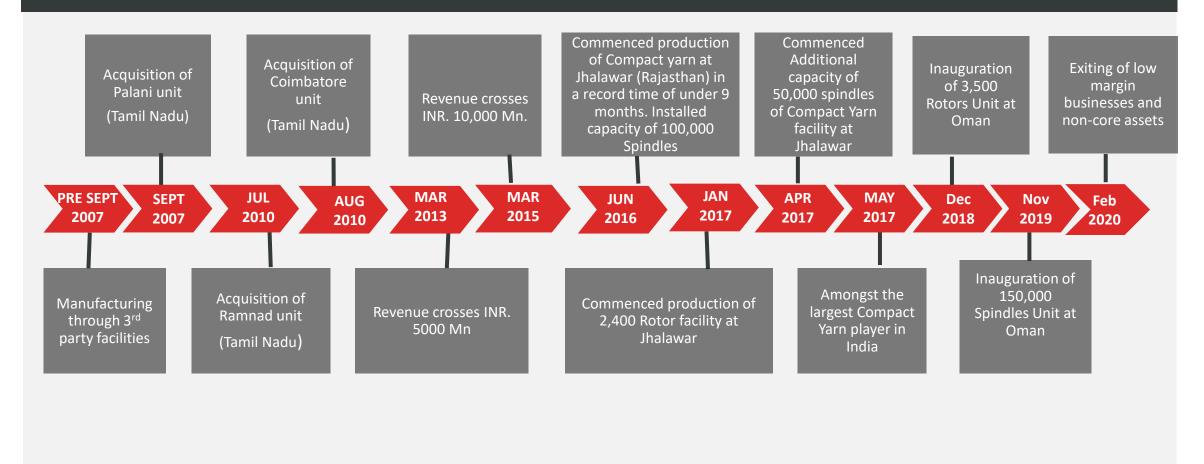




## **Key Milestones**



From being a trader and manufacturer of traditional yarns, SVP has successfully transformed itself into one of the leading players in the high value Compact yarn business.





# Well Experienced Management Team



#### MR. CHIRAG PITTIE (Director)

Mr. Chirag Pittie has a BSBA degree in Finance and Management from Boston University,
USA. Young, enterprising & only 38 years of age, he has set the foundation for establishing
the group as a major business house. He is supported by a strong & well experienced
professional management team. He has the vision of converting the close family held
business into a leading public company delivering superior returns to shareholders.



#### Mr Praveen Shelley Director

Certified
Administrator from
Michigan, USA.
Possess a rich
experience of more
than 30 years & well
versed in marketing,
public relations,
partnership building
and product
management.



#### Mr. Narender Kumar Panwar, CEO Sohar Projects

Textile Technologist with an MBA, with an experience of over 40 years in the textile sector. He has worked with reputed organizations in India & abroad. He has the versatile experience to make Green Fields to commercial production, with optimum productivity and desired quality of Yarn.



## Mr. Ravindra V Chitale Chief Operating Officer

Bachelor of Science with more than 46 years of experience in Cotton and Synthetic spinning. He has vast experience in Export oriented and latest cotton spinning units at senior level since last 30 years. He has also handled overseas assignment for 2 years for execution of new cotton spinning unit in record time. Complete project was handled independently under his guidance.



#### Mr. Diwakara Rao Chief Financial Officer

M.com, CAIIB with more than 30 years of experience in Banking at various levels. Well versed in Banking Rules, Procedures, Policies and Guidelines.



## Ms. Neelima Vyas Director – Corp Affairs, B&F

Master of Science from
International Maritime
Organization, the apex arm of
the United Nations. Degree in
Transport and Logistics Netherlands 14+ years in senior
decision positions in
Management and Corporate
roles as Chief Operating Officer,
Head Finance and Strategy,
Director, Vice President.



#### Mr. Prakash Saraogi EVP Finance

MFM with over 20 yrs of professional experience in Investment Banking and Corporate Finance in various diversified industrial sectors including Textiles. Has previously led the Corp Advisory transaction in Bank Dhofar, Oman & IDBI Caps, India





#### Mr. Narendra Jain Vice President Finance

Having more than 22 years experience in the field of Finance, Accounts, MIS & Budgeting. He has worked with various reputed companies like Maral Overseas Ltd, Welspun Group and LNJ Bhilwara.



Mr. Prashant Pillai VP Marketing

MBA with more than 20

years experience in textile Marketing and Export activities. Having worked with companies like Gujarat Ambuja Exports Limited and Century Textiles and Industries Limited.



Mr. V.K. Chaudhary Vice President -Operations

Has more than 38 years of experience in companies like Bhilwara Spinners, RSWM, Maral Overseas(LNJ group), Cheema Spintex.
Expertise in Production, Maintenance, Quality and Team Management



Mr. Yaqoub Al Mamari Sr VP – Corp. Affairs

Diploma in Business
Management &
leadership, MBA
Corporate
communications; Good
networking and public
relations, exp in banking
sector, procurement
management in telecom,
22+ Years of Experience.



Mr. Amit Maheshwari VP – Finance & Banking

MBA and CA with over 15 years of versatile experience in Investment Banking, Corp. Finance, Advisory, Due diligence and execution. Successfully executed deals cumulating USD 6+ billion in Equity & Debt. Earlier, he has worked in top investment banks in India and Oman .



Mr. D.P. Sharma Chief Engineer

Having more than 28 years of experience in Electrical Engineering Field. He has worked in companies like Vardhaman Industrial, Nahar Industrial Enterprises, Ginni Filaments Limited etc.





Mr. Jayaram J-DGM -Production

Diploma in Textile Technology with more than 24 years of experience, 8 years as Assistant General Manager, Technical in Spinning Production.



#### Mr. Anil Lath General Manger Purchase

Having more than 34 years of experience and worked with Companies like Orient Syntex Yawatmal Maharashtra, Ginni Textile Ltd. Silvassa, Welspun India Ltd. Vapi and Maharaja Shree Ummaid Mill, Pali Rajasthan.



#### Mr. Sanjay Upadhyay General Manager - Commercial

Having more than 30 years of experience in Companies like Nalwa Steel and Power Limited (Group Company of M/s Jindal Steel & Power Ltd.), Maral Overseas Ltd.(LNJB Group) and Tata Exports Ltd. (Unit of TATA International).



#### Mr. Iqbal Singh Dhillon – General Manager

Diploma in Textile
Technology with
more than 25 years
of experience in
reputed mills like
Vardhman Group,
Birla Group, Ispat
Group, etc.



#### Mr. Sarweshwar Biyani – VP Finance

Chartered Accountant, equipped skills with like **Financial** Management and Planning, Financial Projections, Financial Analysis, Reporting and Advisory, Banking & Finance, Accounting, IFRS & Taxation. Cost, Worked with Coca Cola, WJ Towell, Jawad Sultan. Total Experience 14+ Years.



#### Mr. Shivakumar Pogul - *DGM -Maintenance*

Diploma in Textile
Technology with
more than 24 years
of experience in
Production
operations
maintenance and
quality activities in
the Spinning
department in
Textile Industry.





Mr. Gurudayal Baretha -Assistant General Manager -Production

Diploma in Textile
Technology with more
than 12 years of
experience in
companies like
Vardhaman group,
Nahar (Group of
Oswal), SEL
manufacturing
company Pvt. Ltd.
Governs factory
operations and ensure
the highest level
productivity.



Mr. Santosh Kumar Sinha – Vice President Operations

He has more than 25 years experience in mills like Jayshree Textiles, Surlata Spinning Mills, Punjab Fiber etc.



Mr. Surendra Singh – Senior Manager – SQC

A Diploma holder in Textile Technology with more than 16 years of experience in mills like Nahar (Group of Oswal), SEL manufacturing company Pvt. Ltd.



Mr. Rajpal Singh Shekhawat – Vice President – HR & Projects

Has more than 15 years of experience in Administrative, HR and Project works.



Mr. Ravikant Prajapati – Manager Engineering

MBA in Project
Management and BE in
ECE. With a total
experience of 10
yearswith companies
like MSUM Ltd., RSWM
and Pratibha Syntax
Ltd., efficiently
managing Operations
and Project of
engineering.

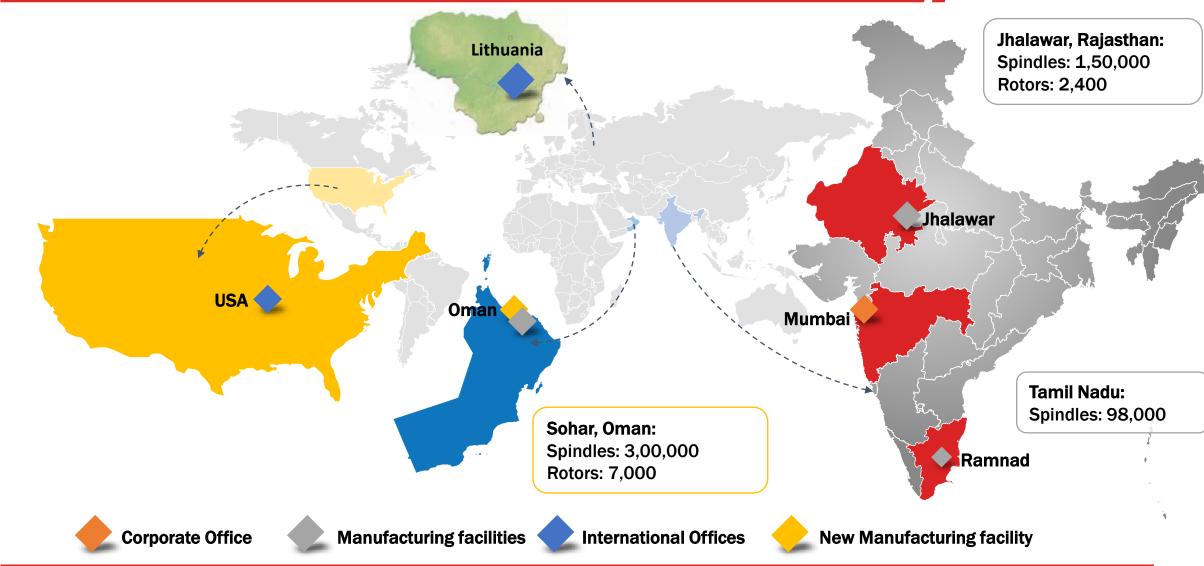


Mr. Nitish Bhardwaj -Electrical Engineer

A degree holder in B. Tech. (Electrical) from Rajasthan Technical University, Kota. Positioned as Electrical Engineer having an experience of more than 3 years and is incharge of Project, Erection and Commissioning of Electrical Utility in SVP Group, Jhalawar.

## **Geographical Footprint**





### **Indian Manufacturing Facility**



Installed capacity of 1,50,000 spindles and 2,400 rotors commissioned in a record time of 9 months in Rajasthan; Commenced commercial production in 2017. Tamil Nadu having Installed Capacity of 98,000 spindles



Manufactures high quality Compact Yarn (Count range 20 to 60) and Open End Yarn in Rajasthan and blended Yarn (high quality) with Count range 20 to 60 in Tamil Nadu



Workforce of more than 2,000 employees.

#### State-of-the-Art Infrastructure:

- Land area of 60 acres in Rajasthan and more than 23 acres in Tamil Nadu.
- Equipped with the most modern technology from Blow Room to Winding. Plant & machinery sourced from RIETER (Switzerland), ELECTRO-JET (Spain), LMW (India) and SCHLAFHORST (Germany).
- World Class Laboratory for Quality control using USTER (Switzerland) equipments.
- Consistency in yarn quality monitored by LOEPFE (Switzerland).
- Two dedicated 33 kV feeder line with an option to switch over in case of power interruption.
- Zero effluents/ Zero smoke.









SVP Global Ventures Ltd.

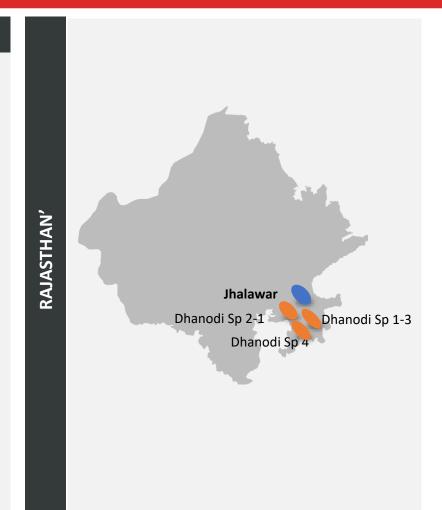
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#### Strategic Advantages Of Rajasthan



#### **Excellent Connectivity**

- 5 km from city centre
- By Air: 12 km from Jhalawar Airstrip
- By Rail: 2 km from Jhalawar Railway Station
- By Road: Kota 90 km; Indore 220 km; Bhopal 220 km; Jaipur 340 km
- Proximity to cotton & yarn hubs in Rajasthan, Madhya Pradesh, Maharashtra & Gujarat.
- Easy availability of skilled manpower
- Enables retaining senior level talent
- Access to all utilities/ facilities of cities



#### **Customized package for SVP Group**

**TUF Interest Subsidy - 2%\*** 

State Interest Subsidy - 6% + 3%

Power Benefit - 100% Electricity Duty Rebate

Effective interest cost of only 1-3% Subsidies and Power Benefits to significantly boost profitability

Highest interest subsidy in India, Central location

Note: \* Available for 1,00,000 spindles unit

Significant increase in Top-line with Robust, Sustainable Profitability and Superior Return Ratios

## Oman Manufacturing Facility



ShriVallabh Pittie Group (SVP) is establishing a new \$300-million plant in Sohar Freezone to manufacture a wide range of cotton yarn.

The Phase 1 (\$150-million) has already started.



Cotton Yarn Rotors Unit (Phase-I) in Oman was inaugurated by His Highness Sayyid Taimur Bin Assad Bin Tariq Al Said on December 13, 2018.

#### SOMER PORTUGE FROM

- Commenced commercial production on 3,500 Rotors (Unit 1) in December 2018 and on 150,000 Spindles (Unit 2) in October 2019 at project cost of USD 150 million.
- Proposed doubling of existing capacity during FY 2021-22 at a project outlay of USD 150 million.
- Raw material procurement and Sales offtake (next 2-3 years) in place.
- Logistic and operational efficiencies arising out of operation from Sohar Free Zone.
- Low power cost, Free Trade Agreements of Oman with USA, Tax free Zone
- Equipped with latest automation and technology
- Low cost Borrowings
- Trained and Employed more than 1000 Omanis
- Access to markets that are not accessible from India due to trade barriers and political relations i.e. Turkey, Pakistan, etc.



Cotton Yarn Spindles Unit (Phse -1) in Oman was inaugurated by His Excellency Sheikh Abdullah Bin Nasser Al Bakri, Minister of Manpower, Sultanate of Oman on November 20, 2019.

The Technical Economic Viability (TEV) for the Oman Project has been confirmed by ITCOT Consultancy and the assumptions were further vetted by PwC

## **Oman Expansion**



Particulars	Phase – I (Existing)	Phase – II (Proposed)		
Capacity	1,50,000 Spindles & 3,500 Rotors	1,50,000 Spindles & 3,500 Rotors		
Project Cost	\$ 150Mn	\$ 150Mn		





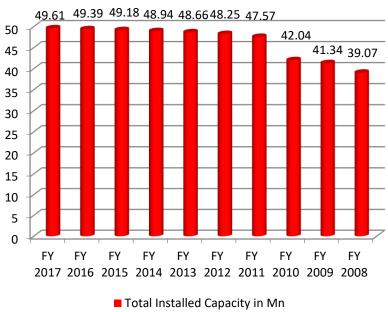
- First major Cotton Spinning Unit in GCC Region; will promote development of Textile cluster in Oman. Promote social and economic development.
- Allocated 27 hectares land by SFZ for a period of 25 years (renewable) for the Project; Power and water availability.
- Phase 1 operational; currently exporting to China, Bangladesh, Pakistan, Turkey, Egypt, Germany, Vietnam, Portugal, etc.
- Ginned natural cotton procurement from India, China, USA, Australia, Africa etc.; Sales to China, Bangladesh, Pakistan, Vietnam, etc.
- Sales offtake in place for Yarn sales for next 2-3 years.
- Direct employment opportunity for more than 1,700 people.
- Green Project with no smoke, effluent or wastage; safe and clean working environment

#### Technological Advantage



- India has around 50 million Spindles capacity out of which around 98% capacity is older than 5 years. Further, around 80% capacity is older than 10 years.
- SVP Global yarn manufacturing capacities is one of the latest and the most technologically advanced on the block among its competitors. The Company's 50 Rajasthan plant (India) commenced commercial operation in 2017 while Sohar Free 45 Zone (Oman) plant recently started operations in October 2019
- Automation and Technology which is exclusive and none of the spinning mills have like below:
  - Spin Connect: Allows Controlling of every single machine from computer.
  - Linkconer: Has features like CAM and CAP to identify rogue spindles. CAP Controls
    yarn layering without changing drum speed. CAM The system allows a metering high
    precision repetitively therefore reducing the yarn waste up to three times.
  - Loepfe Clearer: Has additional features like Lab Pack, Polypropylene sensor and Mill Master on every drum. Lab Pack - Complete Monitoring done, helps in delivering constant quality and reduces the cost. Polypropylene Sensor - Provides maximum cleaning efficiency. Mill Master - Delivers online data in real time

# Aggregate Spindles Capacity in India (in Mn)



## **Business Strategy**



MULTIFOLD GROWTH IN REVENUES



- Completed Phase 1 capacity enhancement in Oman and commenced commercial production during FY 2019-2020. Proposing doubling of existing Oman capacity. This would significantly improve revenues moving forward.
- With Oman expansion, the company will reach out to new horizons and have wider network globally.

MARGIN EXPANSION



- Expansion into high-value compact yarn product segment.
- State of the art plant, latest machines, automation and technology to lead to better productivity and margins throughout.

EXITED LOW
MARGIN AND
NON-CORE
VERTICALS



Exited low margin trading business and non-core verticals.

#### Strategic Future Outlook



#### **Growth Ready**

- One of leading manufacturer of compact cotton yarn with aggregate capacity of 400,000 Spindles and 5,900 Rotors.
   Further, 150,000 Spindles and 3,500 Rotors capacity proposed in Oman.
- State-of-Art textile units using latest technology for better operational efficiency and throughput.
- Strategic location in various geographies for better access to regional and global markets.

## Value Added Products to drive growth

- Compact yarn facilities to boost exports, yield higher realization and alter product-mix in favour of higher margin business.
- Strategy to focus on value added products and exports to drive strong top-line growth and lead to a steady and improved margin profile in the long term.

## Various incentives to boost profitability

- Company enjoys customized incentives received from the Rajasthan Government which includes VAT benefits, power tariff reductions which along with premium products, lower wastage, and higher operating efficiency significantly boosts the profitability.
- Unit in Oman enjoys various operational and logistic efficiencies including land availability, lower power costs, port infrastructure and accessibility, FTAs, low cost of capital, tax exemptions

## Favourable Industry Dynamics

• India has world's 2nd largest spinning capacity and 30-35% of cotton yarn production is exported with exports having grown at a strong 15% CAGR over last 4 years.

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## Yarn Industry – India



The Indian Textile industry estimated ~USD 223 billion by 2021

Contribution to

GDP **2%** 

Industrial production **14%** 

Export earnings **15%** 

Labour-intensive industry

#### Employs 45 million people

(both directly and indirectly), second largest after agriculture)

Robust growth in demand from the domestic market will be the key growth avenue for the Textile industry.

Total production consumed domestically

~65%

#### **Exports in FY19**

Textile and apparel exports from India is expected to increase to US\$ 82 billion by 2021 from US\$ 38.70 billion.

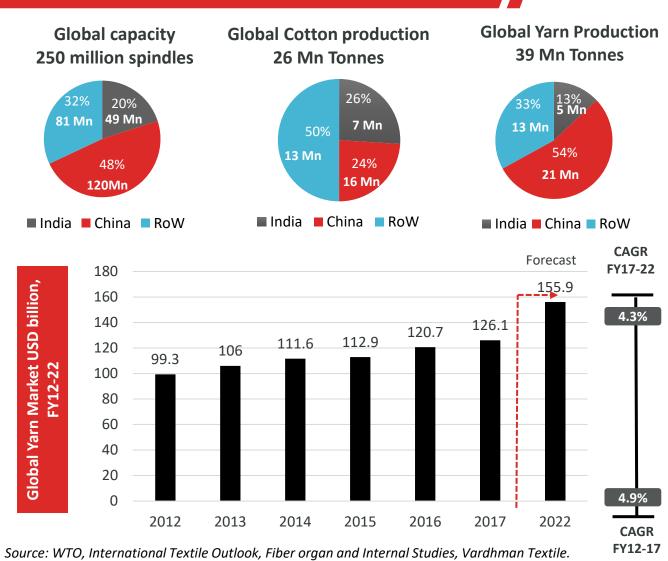
Source: (IBEF) India brand equity Foundation.

## Yarn Industry – Global





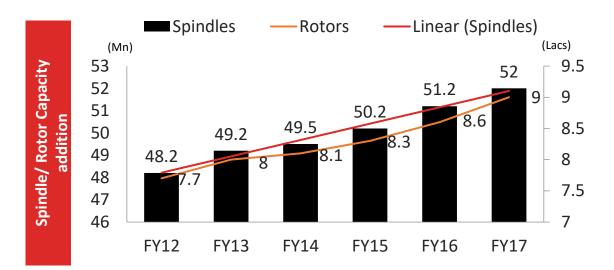
- The Global market for textile Fibers is projected to reach 124.6 million tons by 2022, driven by the development and launch of innovative blends of textile fibers & yarns, expanding applications and rising demand in emerging countries.
- China & India are the largest Cotton yarn producers in the World.

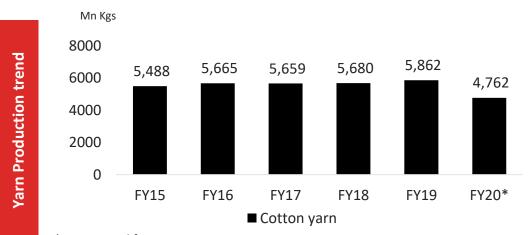


## Yarn Industry – India



- The size of India's textile market as of November 2017 was around US\$ 150 billion, which is expected to touch US\$ 223 billion market by 2021, growing at a CAGR of 10.14 per cent between 2009-2021.
- Cotton production in India is estimated to have reached 32.3 million bales in FY20.
- Spinning is the first process in the cotton value chain that adds value to cotton by converting ginned cotton into cotton yarn.
- India has world's 2nd largest Spinning capacity after China: ~52 mn Spindles and 0.9 mn Open-End Rotors as on FY2017.
- Production of yarn grew to 5,680 million Kgs in FY18 from 4,712 million Kgs in FY11, implying a CAGR of 2.69 per cent.
- Production of yarn grew to 5,862 million kgs in FY19 from 5,665 million kgs in FY16.
- India's textile and apparel export stood at US\$ 38.70 billion in FY19 and is expected to increase to US\$ 82.00 billion by 2021 from US\$ 22.95 billion in FY20 (till November 2019).
- Over the past 5 years, the Indian cotton yarn production has risen steadily. The growth in production is largely driven by increasing export volumes and steady domestic consumption.
- Indian Spinning sector is highly advanced and competent globally in terms of Price, Quality and Standards.





\* Provisional figures up to January 2020 Source: (IBEF) India brand equity Foundation, Care rating Industry Report, Texprocil council, and Ministry of Textiles, TSS India.

## Compact Yarn - Top 10 Compact Yarn Players in India



Sr. No	Group	No. of Spindles (Capacity)		Sr. No	Group	No. of Spindles (Capacity)
	Existing Scenario				Post Expansion	Scenario
1	Shanmugaavel Group	5,00,000		1	Shanmugaavel Group	5,00,000
2	Welspun Group	3,05,000	<b>,</b> →	2	Shri Vallabh Pittie Group	4,50,000
3	Shri Vallabh Pittie Group	3,00,000	_'	3	Welspun Group	3,05,000
4	Trident Group	2,75,000		4	Trident Group	2,75,000
5	Vardhaman Group	2,40,000		5	Vardhaman Group	2,40,000
6	KPR Group	1,80,000		6	KPR Group	1,80,000
7	Ambika Cotton Mills	1,25,000		7	Ambika Cotton Mills	1,25,000
8	SEL Group	1,25,000		8	SEL Group	1,25,000
9	Nahar Group	1,25,000		9	Nahar Group	1,25,000
	TOTAL	20,25,000				
		20,25,000			TOTAL	23,25,000

Source: The Federation of Indian Chambers of Commerce and Industry (FICCI) and Indian textile journal.

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## Consolidated Income Statement (IND-AS)

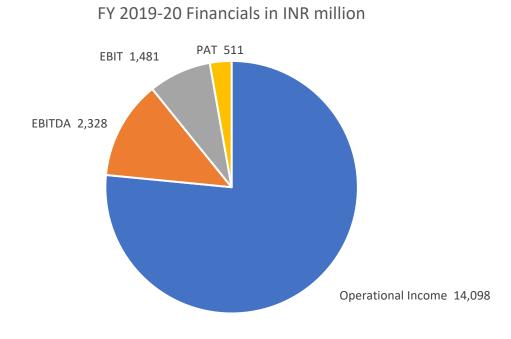


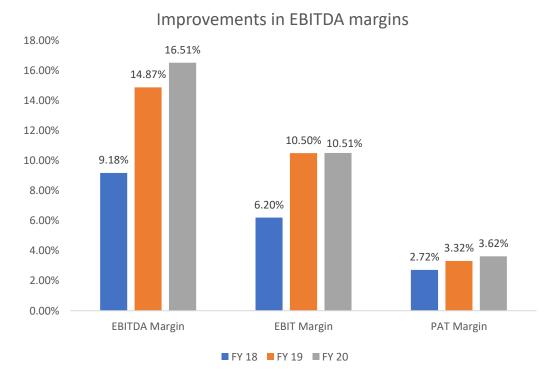
Q1-FY21	FY20	FY19	FY18
923	14,098	13,927	24,903
1,016	11,770	11,856	22,693
(93)	2,328	2,071	2,210
NA	16.51%	14.87%	<i>8.87%</i>
212	847	609	744
(305)	1,481	1,462	1,466
NA	10.51%	10.50%	5.89%
344	1,292	1,368	1,309
75	339	413	529
(574)	528	507	686
-	17	45	6
(574)	511	462	680
NA	3.62%	3.32%	2.73%
-	10	3	(6)
(574)	521	465	674
(45.41)	41.19	36.81	53.27
	923 1,016 (93) NA 212 (305) NA 344 75 (574) - (574) NA - (574)	923       14,098         1,016       11,770         (93)       2,328         NA       16.51%         212       847         (305)       1,481         NA       10.51%         344       1,292         75       339         (574)       528         -       17         (574)       511         NA       3.62%         -       10         (574)       521	923       14,098       13,927         1,016       11,770       11,856         (93)       2,328       2,071         NA       16.51%       14.87%         212       847       609         (305)       1,481       1,462         NA       10.51%       10.50%         344       1,292       1,368         75       339       413         (574)       528       507         -       17       45         (574)       511       462         NA       3.62%       3.32%         -       10       3         (574)       521       465

## Capacity expansion & exit from low margin and non-core verticals



#### 12.4% growth (YoY) in EBITDA, 10.6% growth (YoY) in PAT and 11.9% growth (YoY) in EPS during FY 2019-20





#### Q1-FY21 Operational Highlights



- Due to COVID-19 pandemic, the operations of the Company in India and Oman were shut during March-April 2020. Operations have since resumed gradually.
- During Q1 2020, severe disruptions were witnessed in Indian domestic demand for Yarn, including deferment of shipment and delay in the orders.
- Company has since been leveraging on its vast sales distribution network in India and overseas to selectively focus on more profitable markets.
- Company expects the impact of COVID to reduce in Q2 and Q3 in view of increasing sales enquiries and demand.

## Consolidated Balance Sheet (IND-AS)



PARTICULARS (INR Mn)	FY20	FY19	PARTICULARS (INR Mn)	FY20	FY19
EQUITIES & LIABILITIES ASSETS					
Equity	10,757	6,259	Non Current Assets	21,661	12,889
(A) Equity Share Capital	127	127	(A) Property, Plant and Equipment	11,042	7,331
(B) Other Equity	8,393	6,130	(B) Capital Work-in-progress	6,658	-
(C) Non - Controlling Interest	2,237	2	(C) Goodwill	3,903	4,440
			(D) Other Intangible assets	1	2
Liabilities			(E) Financial Assets		
Non Current Liabilities	17,406	10,583	(i) Investments	57	1,082
(A) Financial Liabilities			(ii) Loans		-
(i) Long Term Borrowings	17,350	10,524	(F) Other Non Current Assets	-	34
(B) Provisions	21	24			
(C) Deferred Tax liabilities(Net)	35	35	Current Assets	17,111	11,243
			(A) Inventories	4,252	2,800
Current Liabilities	10,609	7,290	(B) Financial Assets		
(A) Financials Liabilities			(i) Trade Receivable	7,263	6,267
(i) Borrowings	6,775	4,489	(ii) Cash and Cash equivalents	1,054	48
(ii) Trade Payables	2,910	1,531	(iii) Bank Balance other than (iii) above	221	167
(B) Other Current Liabilities	922	1,224	(iv) Loans	-	471
(C) Provisions	2	46	(C) Other Current Assets	4,321	1,490
GRAND TOTAL - EQUITIES & LIABILITES	38,772	24,132	GRAND TOTAL – ASSETS	38,772	24,132











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