



NITIN SPINNERS LTD.

CIN. : L17111RJ1992PLC006987



NITIN

IS/ISO : 9001:2008

REF: NSL/SG/2017-18

May 31, 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 Investors' Conference

Dear Sir/ Madam,

Pursuant to the provision of Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirement) Regulations 2015, we hereby inform that the Senior Management of the Company shall be attending the following Investors' Conferences to be held at Mumbai :-

Date	Conference
2 nd June, 2017	Centrum Corporate Connect by Centrum Broking Ltd.
7 th June, 2017	Trinity India- 2017 by B & K Securities

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)

Encl. a/a



Nitin Spinners Limited

Investors Presentation and Annual Results 2017



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 223,056 Spindles & 2,936 Rotors producing 50,000 tons of yarn per annum.
- Moving up the value chain, the company has also established Knit fabric Division with 63 Knitting machines having production capacity of 9,000 tons of fabric per annum.
- The company is exporting about 63% 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 India



Vision

- Become an integrated textile manufacturer by forward and vertical integration.
- Remain at the forefront in high quality textile products manufacturing.
- Create value for shareholders and allied institutions.
- Increase foreign exchange earnings by being a preferred international supplier.
- Stay effective & proactive in developing new markets and products.
- Endeavour for the ultimate satisfaction of our allied partners with:
 - The right technology
 - The right raw material
 - The right people
 - Above all the right attitude



Mission

- To be the most reliable supplier across textile value chain.
- Provide superior quality products at competitive prices and establish a brand value in the international arena.
- Exceed industry standards with exceptional customer and technical service.
- Maintain our competitive strategic position through leading edge technology.
- Provide a safe, fulfilling and rewarding work environment for employees.
- Promote partnerships with government agencies and institutions of international recognition.
- Provide training to our employees for their future development.



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 Chief Executive/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 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 3cr.
1999	Total installed Rotors reached to 1,464.
2002	- Ventured into Ring Spinning installing 14,112 Spindles. - Forward integration into knitted fabric by installing 7 Knitting machines.
2005	Ring Spinning capacity doubled to 27,216 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 50,400 Spindles, 12 Knitting machines & 7.66 MW FO based Power plant.
2008	Expansion of Open end Spinning by installation of 2,000 Rotors and setting up of 10.5 mw captive Thermal Power plant.
2014	Declared maiden Dividend.
2015	Expansion of Spinning & Knitting capacity by installation of 72,480 Spindles & 18 Knitting machines taking total capacity to 150,096 Spindles, 2,936 Rotors and 49 Knitting machines.
2017	Completed expansion of Spinning by adding 72,960 Spindles and 14 Knitting machines taking total spindles to 223,056 ,2936 Rotors and 63 Knitting machines.



Products Portfolio

- The company produces 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 multi-fold.
- It also produces value added yarns like Slub, Compact, Core Spun, Organic and BCI/TBC certified yarns and yarns manufactured from Supima and Giza cotton.
- 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



Operational Strategy

Raw Material Management

- Raw cotton being an agro commodity, is prone to price fluctuations. The 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 a hedge.
- The company does not book orders for finished products, for longer delivery i.e. 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 firmed 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



Marketing Strategy

- The company's marketing strategy is based on product type and end user segment.
- The company interacts with end customers, understands their specific needs and accordingly prepares its production plans.
- The company sells its products to most of the reputed names in the Indian textile market.
- Prominent customers include Raymonds, Arvind, D'Décor, Century, Nandan Denim, Matrix Clothing, Orient Craft, Defiance Knitting, Pratibha Syntex, Siyaram, Donear, Kanchan India, and Manomay.
- It even sells its products to competitors like RSWM, Banswara Syntex, Sangam India, Sutlej Textiles, Maral, Ginni International and others.
- In international markets the prominent customers are Burberry USA, Pacific Group, Brandix Group, Filartex Italy, Eminence France, Nishat Group Pakistan, Paramount Group & Noman Group Bangladesh to name a few.

The company is preferred supplier of quality conscious fabric and garment manufacturers in India and international Markets



Quality Certifications

- The company has a ISO 9001:2008 quality certificate and is also certified by OEKOTEX Class I, 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.
- Post this, the company will be having all quality certifications as per International Standards.

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 3rd 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 years 2006-07 & 2007-08 and Bronze Trophy for the years 2010-11 & 2014-15.**
- **The Company has also been conferred State Award for “Excellence in Exports” for the years 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 2014-15 and 2015-16.**

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



Strengths

- Experienced and highly qualified promoters ably supported by experienced professionals.
- Enjoying economies of scale due to one of the 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.
- Recent Expansion of spinning capacity by addition of 72,960 compact spindles, 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 centres 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.



Future Plans

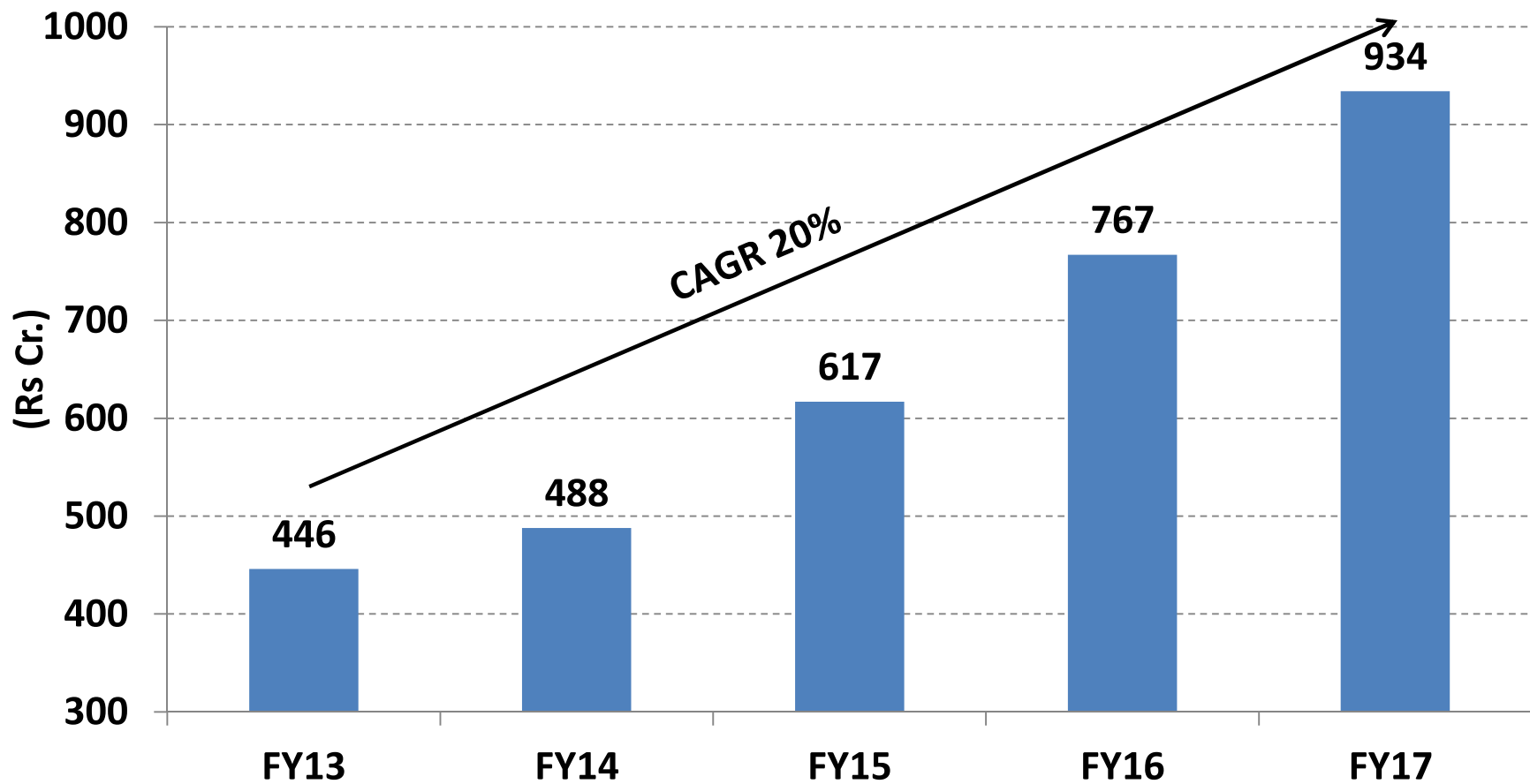
- The company has reached to a reasonable size of capacities in Grey Cotton Yarns and Knitted Fabrics with wide ranging products.
- Looking to promising long term growth prospects of value added textiles ,the company is exploring to enter into value added segment to manufacture Blended Cotton yarns, Mélange Yarns, Dyed Yarns, Dyed & Finished Knitted Fabrics in cotton and its blends.
- This will enable the company to further broad base its product portfolio and enter into niche segment.



Financial Performance



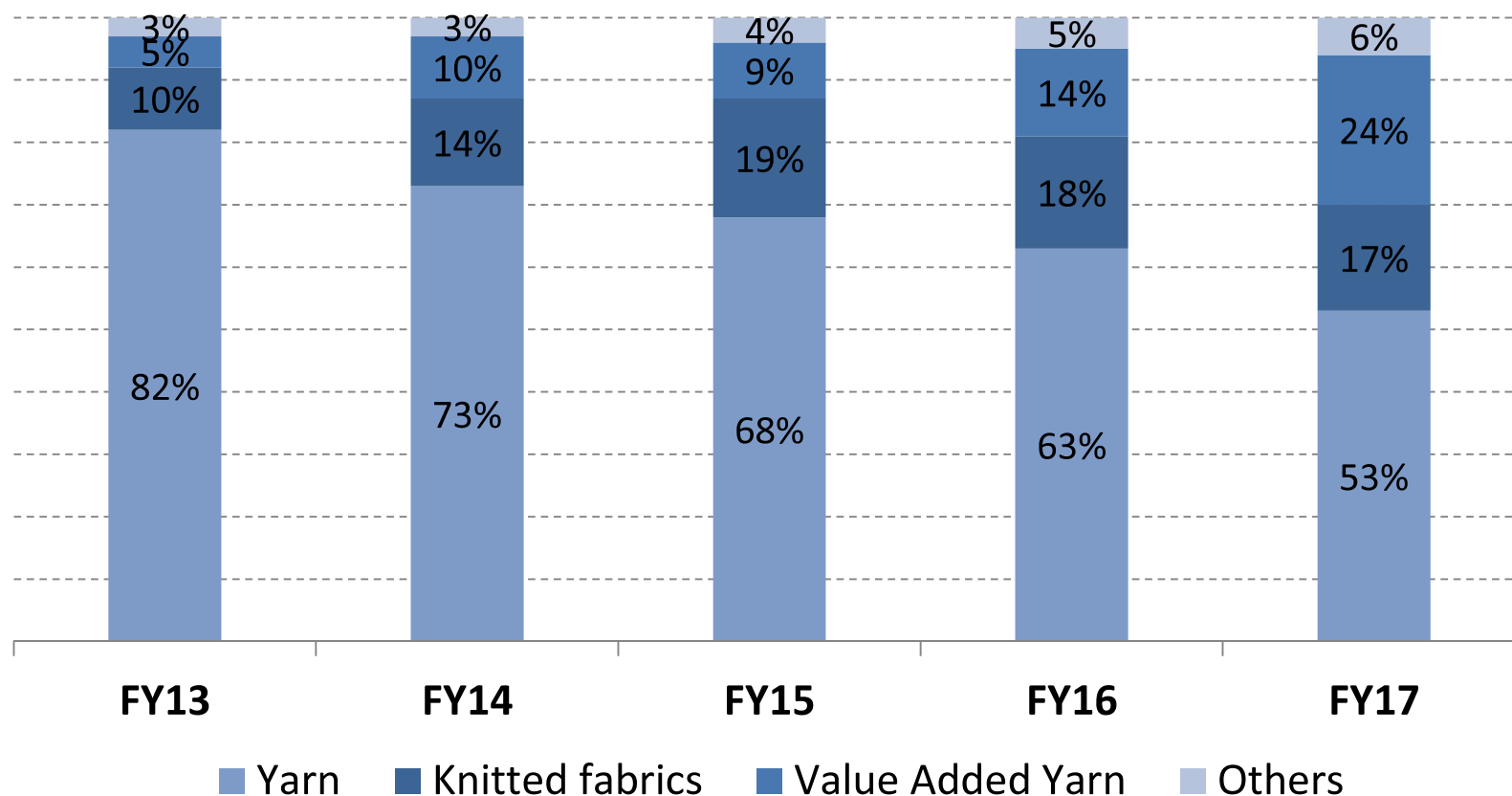
Revenue



Revenues reached new highs with a YoY growth of 22% in FY17 and has been growing at a CAGR of 20% from FY13-FY17



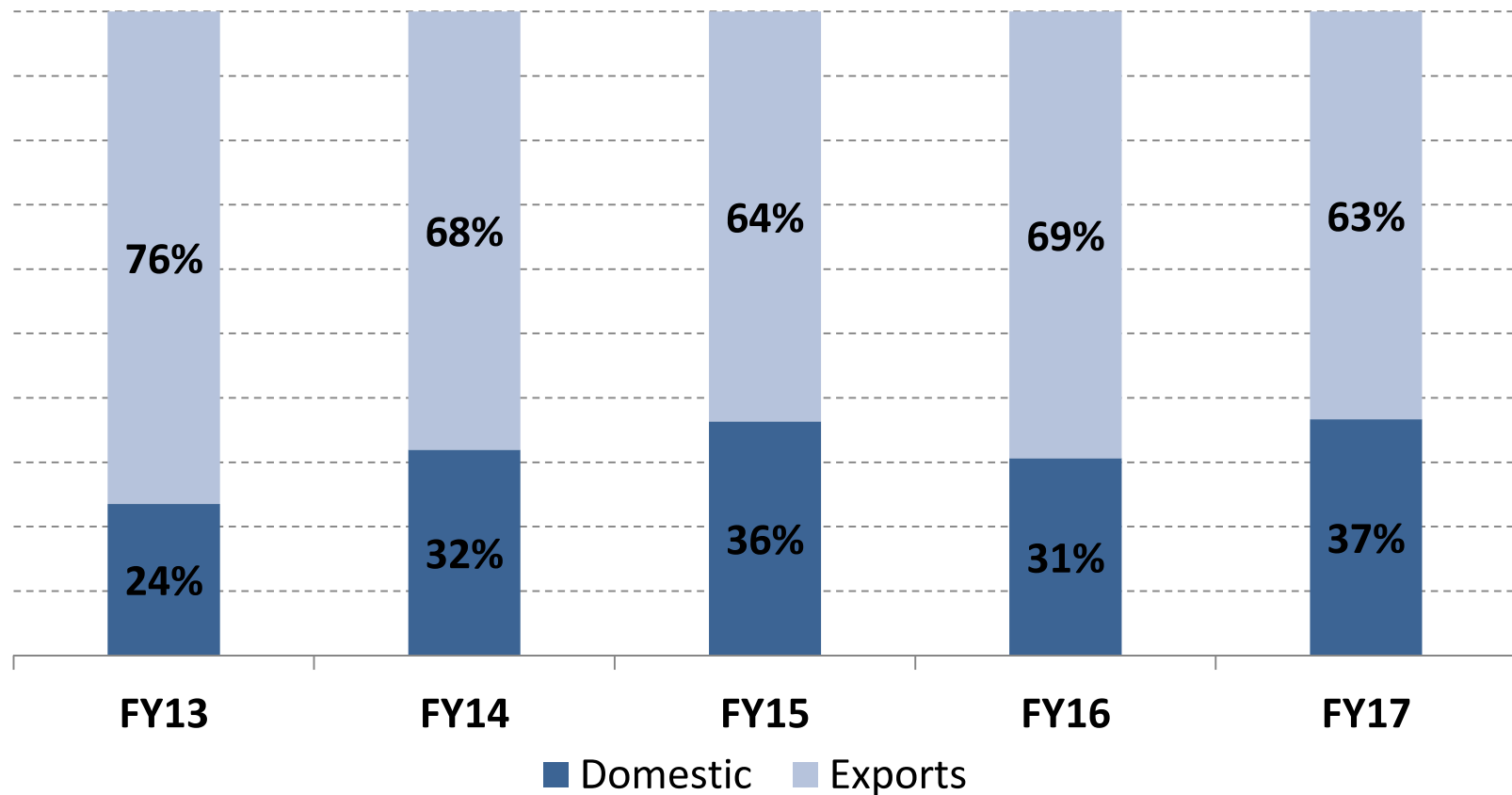
Segment-wise Revenue Composition



The company is gradually increasing sale of value added yarns and fabrics. The share has increased from 15% in 2013 to 41% in 2017. This is further going to increase in FY18 upon full working of expanded facilities



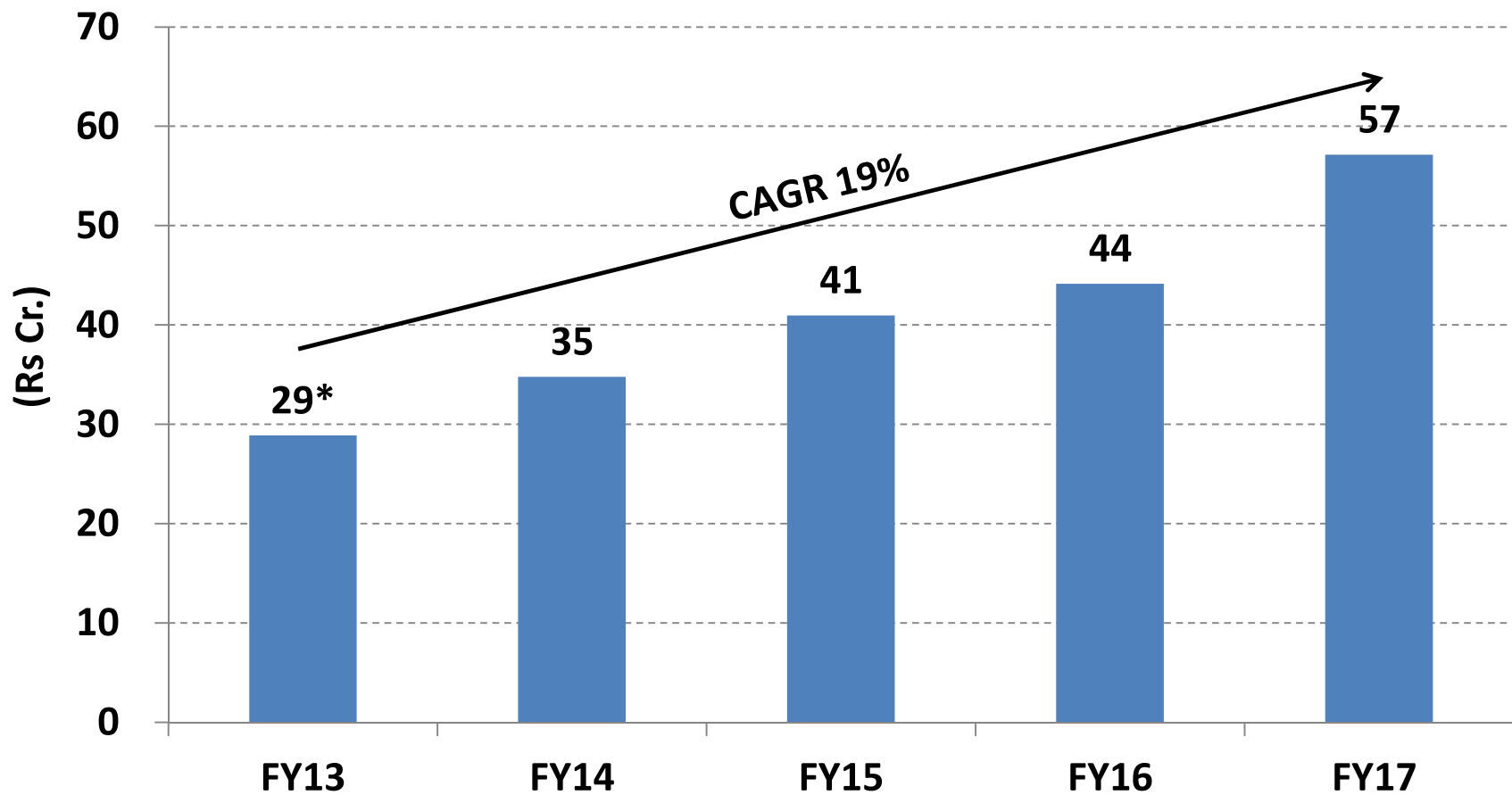
Geographical distribution of Revenue



The company exports more than 60% to over 50 countries across the globe. However, the company has started to focus on domestic market, so as to increase domestic consumption and per capita spend on clothing



Net Profit



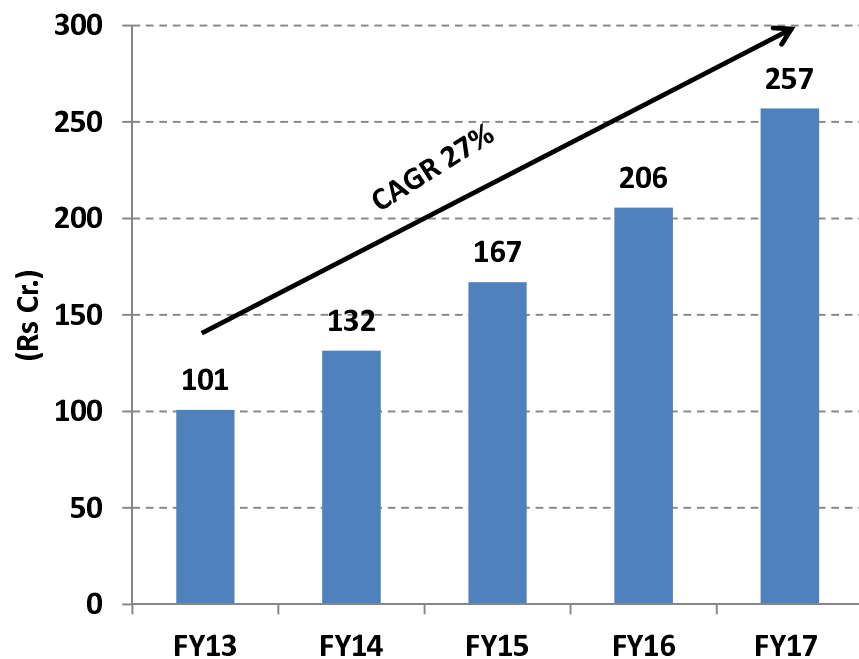
*excluding exceptional items

PAT grew by 29% on yoy basis in FY17 and has been growing at a CAGR of 19% from FY13-FY17

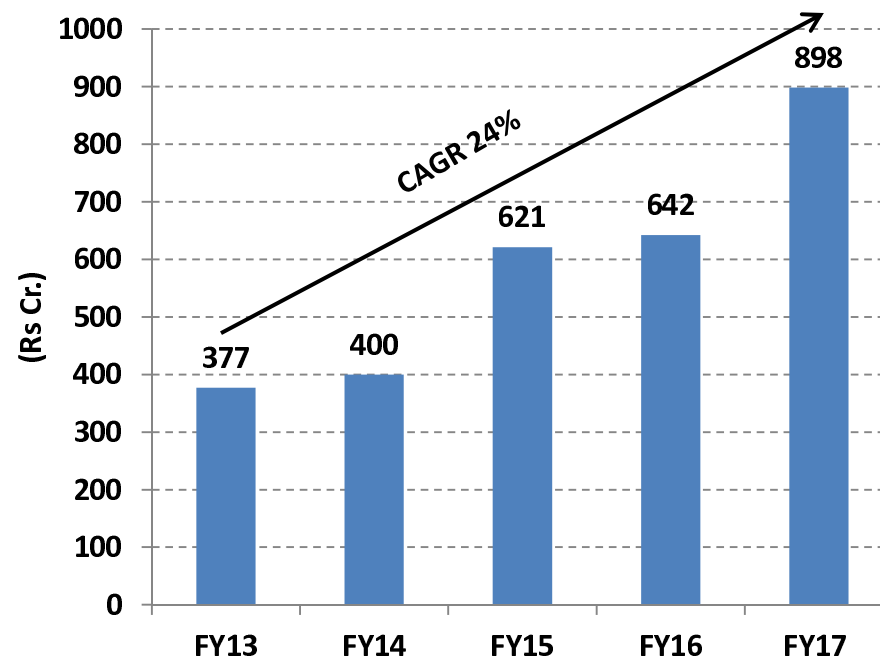


Balance Sheet

Net Worth



Gross Block



Net worth is consistently growing

Adding capacities consistently to expand and broad base its product range.



Financial Highlights

Rs in Crores	FY13	FY14	FY15	FY16	FY17	CAGR
Turnover	446.1	488.3	616.5	766.9	933.3	20 %
EBIDTA	87.5	94.3	104.3	137.8	133.9	11%
EBIDTA %	19.6%	19.3%	16.9%	17.9%	14.35%	
PBDT	45.5	76.8	81.7	104.8	111.7	25%
PBT	35.7*	52.0	53.8	65.2	70.0	18%
PAT	28.9*	34.8	41.0	44.2	57.1	19%
EPS (Rs Per Share)	3.1	7.6	8.9	9.6	12.5	

*Before exceptional items



Balance Sheet Position

Rs in Crores	FY13	FY14	FY15	FY16	FY17
Equity Capital	45.8	45.8	45.8	45.8	45.8
Reserves & Surplus	55.0	85.8	121.2	159.9	210.4
Net Worth	100.8	131.6	167.0	205.7	256.2
Deferred Tax Liabilities	6.6	21.2	33.9	43.3	53.9
Long Term Loans	162.3	130.7	294.3	240.9	389.4
Bank Borrowing	16.8	13.4	53.4	57.7	107.5
Current Maturities of LT Loan	27.5	31.9	30.6	53.5	66.6
Other Liabilities	31.7	25.2	30.7	34.0	50.5
Total Liabilities	345.7	354.0	609.9	635.1	924.1
Gross Fixed assets incl. WIP	377.2	399.9	621.1	642.3	898.4
Net Fixed assets incl. WIP	213.0	212.4	416.7	399.2	614.3
Current assets	132.7	141.6	193.2	235.9	309.8
Total Assets	345.7	354.0	609.9	635.1	924.1



Disclaimer

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Thank you