RIYAZ GANGJI
LIBAS

Libas Designs Limited.

To,

Date: November 16, 2019

The Manager-Listing department
National Stock Exchange of India Limited,
Exchange plaza, Plot No. C/1, G Block,
BKC, Bandra (E), Mumbai-40051

Ref: Symbol: LIBAS

Dear Sir/ Madam,

Subject: Investor Presentation for September 2019-20.

With respect to the investor presentation of Libas Designs Limited for the half year ended on September 30, 2019 uploaded on NSE on November 15, 2019, we would like to inform you that there are some typographical errors in the presentation which has come to our notice.

Therefore, we are hereby uploading revised investor presentation for of the first half of financial year 2019-20.

Kindly take the above information on your record.

Thanking You,

Yours Truly
For Libas Designs Limited

Raashi

LIBAS DESIGNS LIMITED MUMBAI

RAASHI SINGHI
COMPANY SECRETARY & COMPLIANCE OFFICER
M.No.: A55559

Encl: a/a

RIYAZ GANGJI
LIBAS

INVESTOR
Presentation
1HFY20 results

www.libasfashion.com
www.libasdesignsltd.com

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SAFE HARBOR STATEMENT

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The information contained in this presentation is only current as of its date. Please note that the past performance of the company is not and should not be considered as, indicative of future results.

This presentation may contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects and future developments in our sector and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words 'may', 'will', 'should', 'expects', 'plans', 'intends', 'anticipates', 'believes', 'estimates', 'predicts', 'potential' or 'continue' and similar expressions identify forward looking statements. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results, performances or events to differ materially from the results contemplated by the relevant forward looking statement. The factors which may affect the results contemplated by the forward looking statements could include, amongst others, future changes or developments in (i) the Company's business, (ii) the
Company's competitive environment, and (iii) political, economic, legal and social conditions in India.

The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements on the basis of any subsequent developments, information or events or otherwise. Unless otherwise stated in this document, the information contained herein is based on management information and estimates.

The information contained herein is subject to change without notice and past performance is not indicative of future results. Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation may not be copied and disseminated in any manner.

ABOUT US

RIYAZ GANGJI
LIBAS

- Corporate house specializing in **contemporary and ethnic men's & women's wear .**
- **Retail stores** in different formats at prime locations - **Mumbai, Delhi, Hyderabad, Lucknow and Dubai**
- **Wide range of clothing lines** – Sherwani, Suits, Indo-Western, Nehru Jacket, Sarees, Suits, Lehenga, Gowns, Anarkali, Jewellery, Belts, Mojaris, Cufflinks, Safa, etc.
- Esteemed corporate **clientele - Atlantis The Palm - Dubai,, Marriott, Novotel**, BMW, Skoda Auto and the Indian Premier League etc.
- The company specializes in customized offerings and boasts of having celebrities in its clientele.
- **Production facilities - Mumbai**
- **In - house brands**: "Libas", "Libas Riyaz Gangji", "Libas Reshma Gangji", "Gangji Jewels", "New Look".

MANAGEMENT TEAM

RIYAZ GANGJI
LIBAS

Nishant Mahimtura

- Aged 72, Chairman
- Bachelor of science from University of Bombay
- Diploma in Marketing and Advertising, with more than 45 years of experience in Marketing.
- Responsible for strategic planning, marketing.

Riyaz Gangji

- Aged 48, with rich experience of more than 26 years
- Returned to Mumbai after working under Shenzhen tailor's for one year in Hong Kong
- Opened First Libas - Riyaz Gangji store in 1996 under Proprietorship firms.

Reshma R. Gangji

- Aged 45, Managing Director
- Textile Graduate from Nirmala Niketan College
- International Fashion designer, with experience of more than 20 years
- First Indian Female designer to represent India at World Trade Center (New York)

Bassant Agarvwal

- Aged 54, Chief Financial Officer .
- A Chartered Accountant cum Cost Accountant & ***CIMA*** from London
- Over 25 years of experience in the field of Formulating Corporate Finance strategy, Merger and acquisition & Managing cash flow.

Product Portfolio and Key Brands

RIYAZ GANGJI
LIBAS

MEN

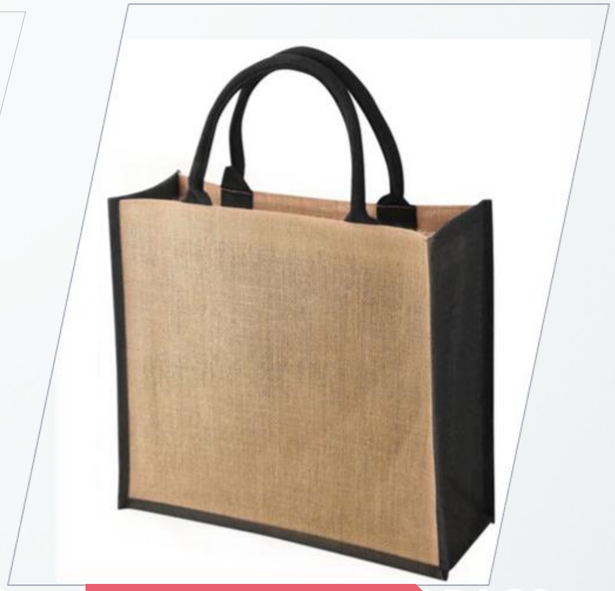
- Sherwani
- Suits
- Indo Western
- Nehru Jacket
- Shirts
- Pants

WOMEN

- Sarees
- Suits
- Lehenga
- Gowns
- Anarkali

ACCESSORIES

- Jewellery
- Belts
- Mojaris
- Cufflinks
- Saffa



JUTE BAGS

- Various Styles of Jute bags

COMPANY STORE NETWORK

RIYAZ GANGJI
LIBAS

Hyderabad, Delhi & Lucknow Store

✓The Hyderabad, Delhi(Rajouri & Southex) and Lucknow store are doing well with Men's Wear.
✓Encouraged with menswear, we are going to add women wear which will double the revenue.

Dubai Store

✓ As we are pioneers in Designing, our newly launched products are sold at high rates and command a very high premium.
✓ Customers are ready to pay high prices for innovative products of Libas.

COMPANY STORE NETWORK

RIYAZ GANGJI
LIBAS

Pedder Road & Juhu Store

✓Libas has renovated its three major stores namely Rajourie store, Pedder Road & Juhu Store.

Upcoming Stores

✓We are planning to add 5 new stores (300-500 Sq. ft) for Kurtas and Kurtis which will complement our online Marketing drive.

OUTLOOK AND GROWTH STORY

RIYAZ GANGJI
LIBAS

- Sales has a tremendous recovery in October to offset the Gap through Retail & Designer Hospitality Costumes.

- The current half year's revenue & profitability is better than the expectation because of business generated from International markets. The growth In revenue and PAT for half year ended 2019 and estimated 2020 (Full Year) is as below:

Period	Half year ended Sept.2019	Full year ended Mar.2020(E)
Revenue	49%	20%-25%
PAT	98%	50-60%

- Generally first half is sluggish. The season starts from October following Diwali, Wedding & other festival season. Two-third performance of the year is generally reflected in the second half.

- All Ethnicity counters are performing well. Ethnicity is extremely happy with Libas as the synergy is going well. Recently added 5 more ethnicity counters to the existing 7 counters. They have 32 counters and are willing to give us all 32 counters, which means a revenue generation of 10 -15 crores in this counter.

- Some of the historical key Financial indicators are as below.

HISTORICAL FINANCIALS

RIYAZ GANGJI
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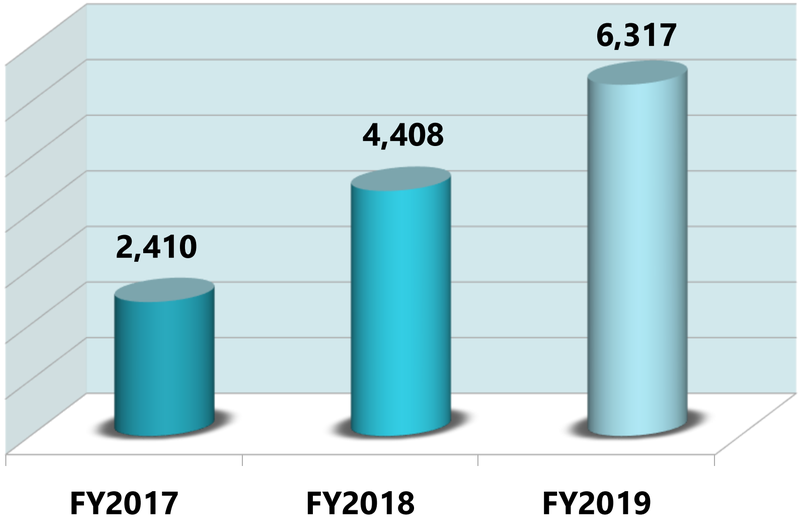
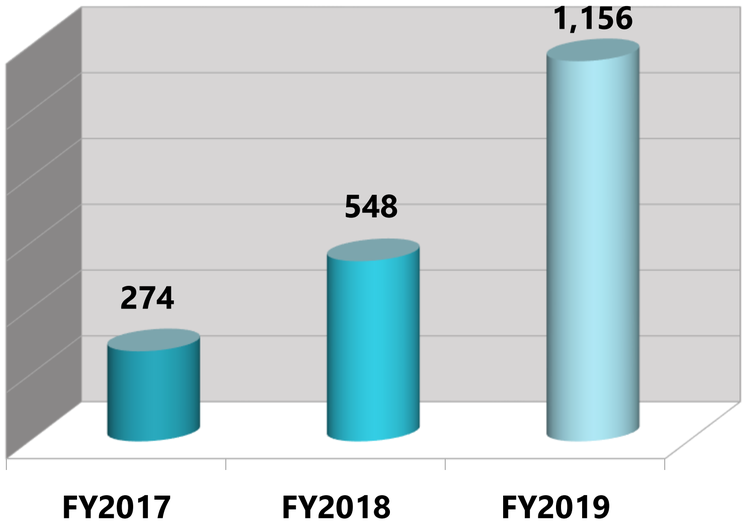
(Rs. In Lakhs)

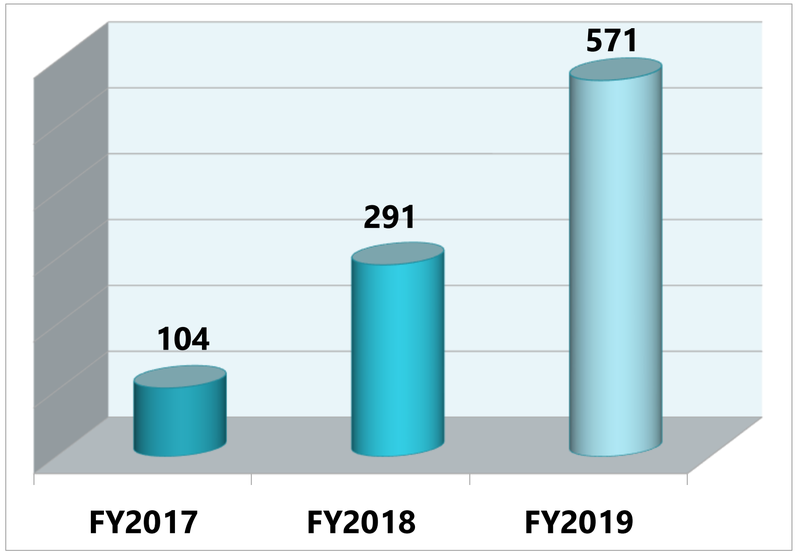
SALES



EBITDA



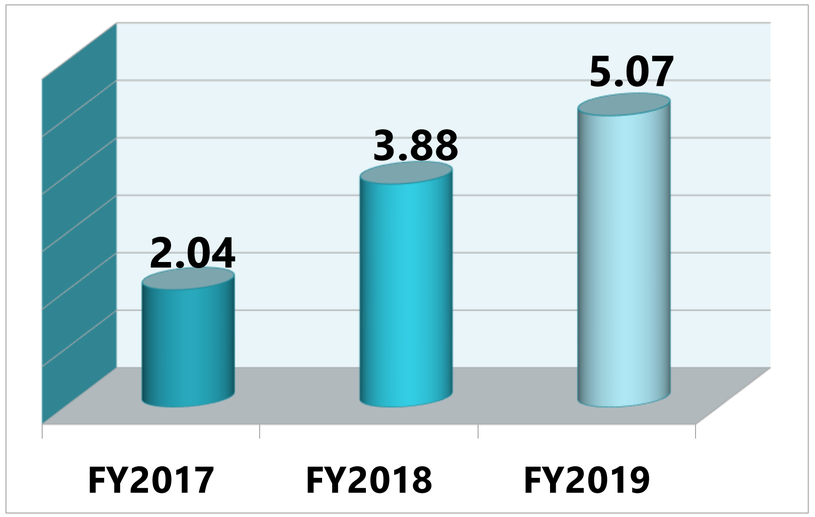
PAT



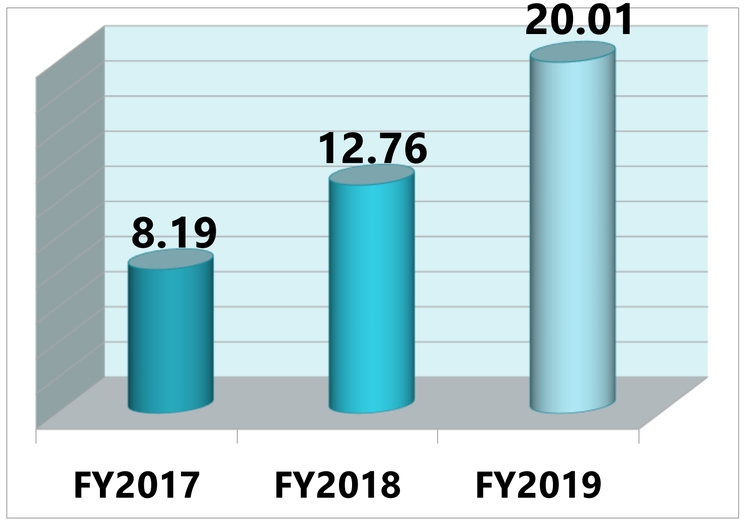
HISTORICAL FINANCIALS

RIYAZ GANGJI
LIBAS

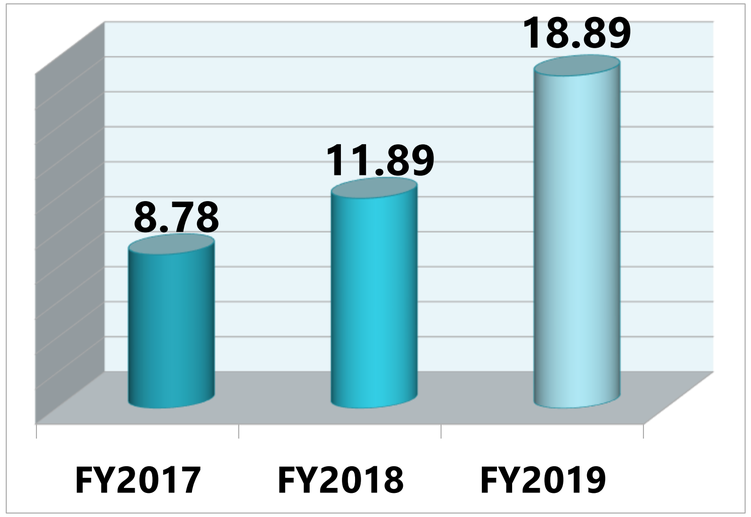
EPS (Rs.)



ROE (%)



ROCE (%)



Profit & Loss Statement – 1HFY20

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(Rs. In Lakhs)

	1HFY20	1HFY19	Y-o-Y %
Net Revenue	**3546**	**2380**	**49%**
Raw Material Expenses	2753	1716	**60%**
Employee Expenses	113	106	7%
Other Expenses	215	213	1%
Total Expenditure	**3081**	**2035**	**51%**
EBITDA	**465**	**345**	**35%**
Other Income	52	7	643%
Depreciation	22	17	29%
Interest / Finance Cost	99	79	25%
PBT	**396**	**256**	**54%**
Tax	29	71	-59%
PAT	**367**	**185**	**98%**

Balance Sheet as on Sep-2019

RIYAZ GANGJI LIBAS

(Rs. In Lakhs)

	Sep-2019	Mar-2019
Shareholder's Funds		
Share capital	1225	1125
Reserves & Surplus	2569	1514
Total	**3794**	**2639**
Non-current liabilities		
Long term borrowings		
Other Long-Term liabilities	143	172
Total	**143**	**172**
Current liabilities		
Short Term Borrowings	1592	1600
Trade Payables	392	268
Others	239	281
Total	**2223**	**2149**
Total Equities & Liabilities	**6160**	**4960**

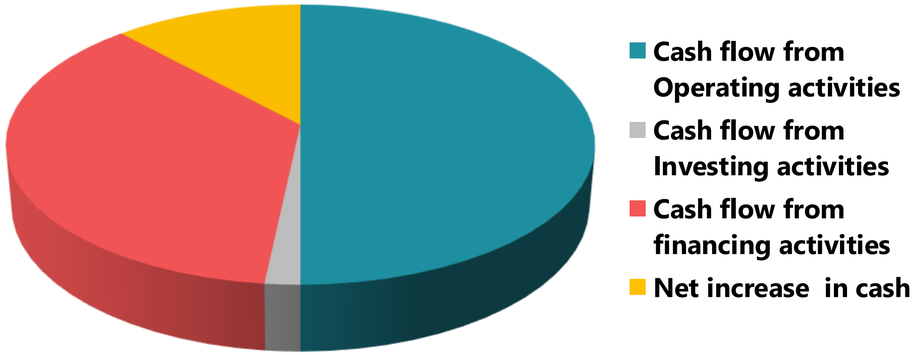
	Sep-2019	Mar-2019
Non-current assets		
Fixed assets	213	221
Non-current Investments	65	91
Long-term loans & advances	---	84
Other non-current assets	1101	255
Total	**1379**	**651**
Current assets		
Inventories	2240	2291
Trade receivables	2073	1709
Cash & Cash equivalents	324	178
Short-term loans & Advances	144	131
Total	**4781**	**4310**
Total Assets	**6160**	**4960**

CASH FLOW STATEMENT

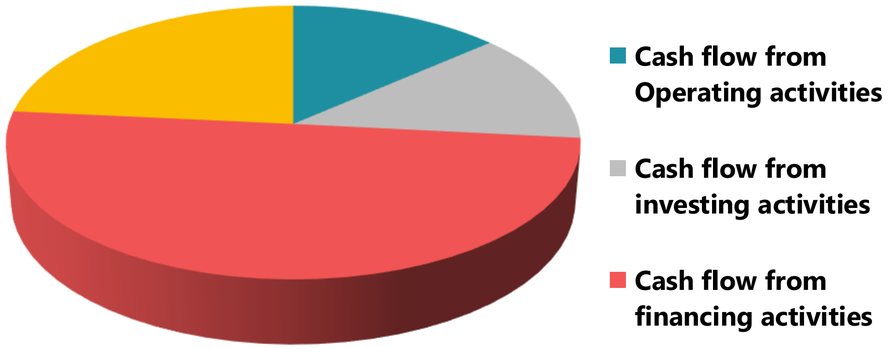
(Rs. In Lakhs)

	Sep-2019	Mar-2019
Cash flow from Operating activities	443	(56)
Cash flow from investing activities	(15)	(54)
Cash flow from financing activities	(323)	206
Net increase / (Decrease) in cash and cash equivalents	105	97
Cash and cash equivalents at the beginning of the year	213	116
Cash and cash equivalents at the closing of the period	318	213

Sep-19



Mar-19



FINANCIAL HIGHLIGHTS – 1HFY20

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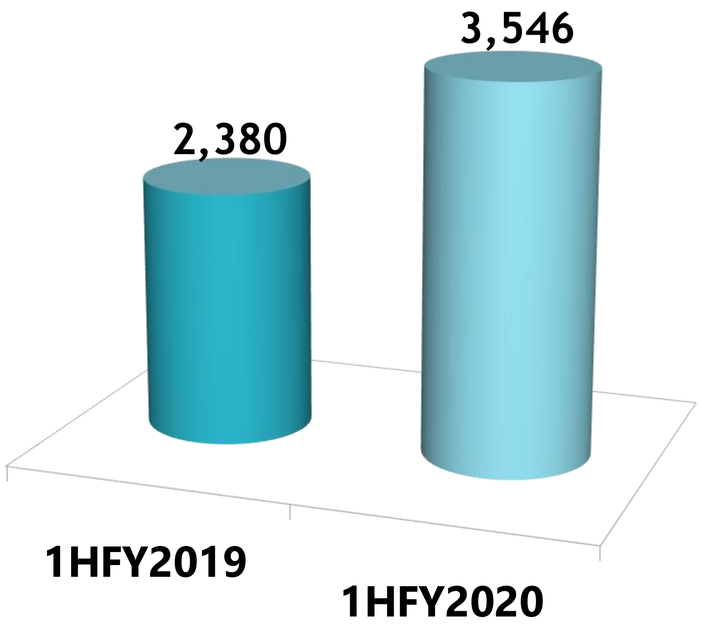
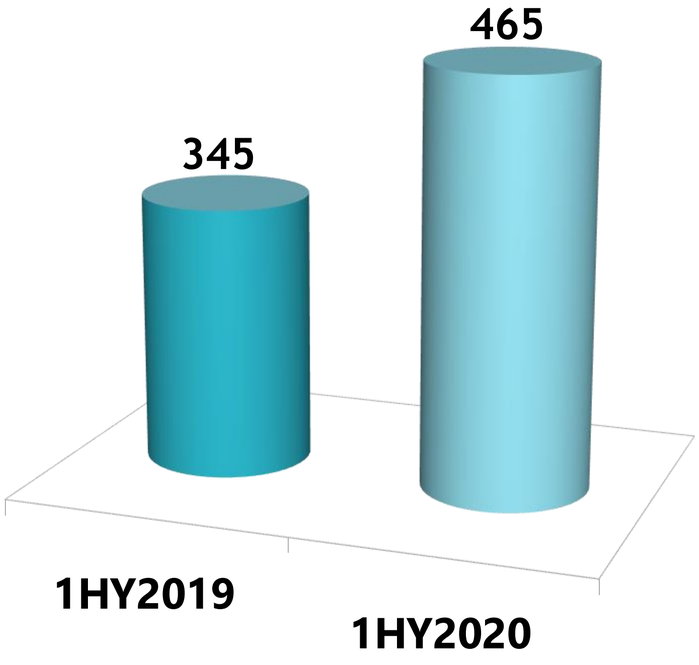
SALES
(Rs. In Lakhs)



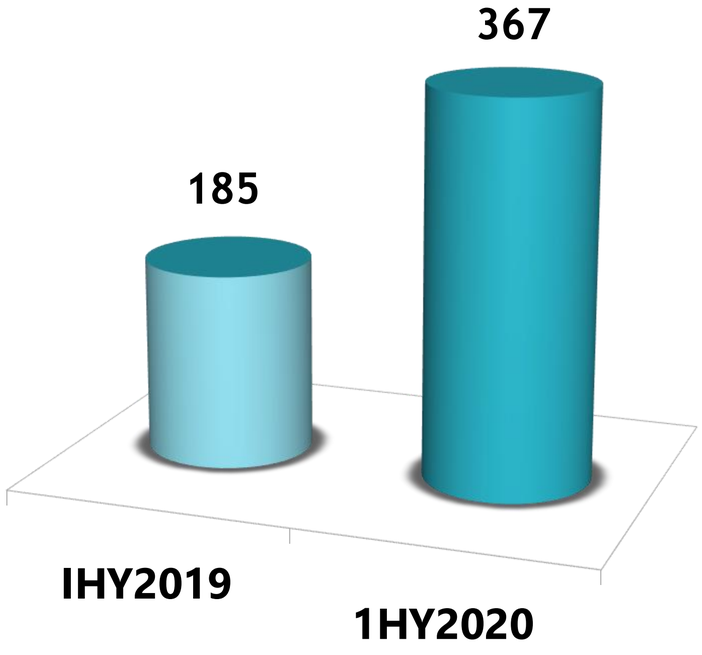
49 %

EBITDA
(Rs. In Lakhs)



35%

PAT
(Rs. In Lakhs)



98 %

FINANCIAL HIGHLIGHTS – 1HFY20

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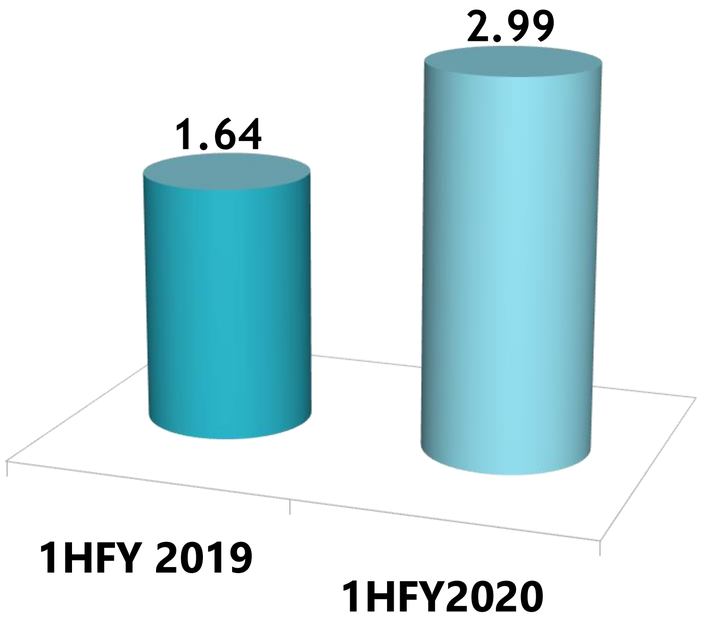
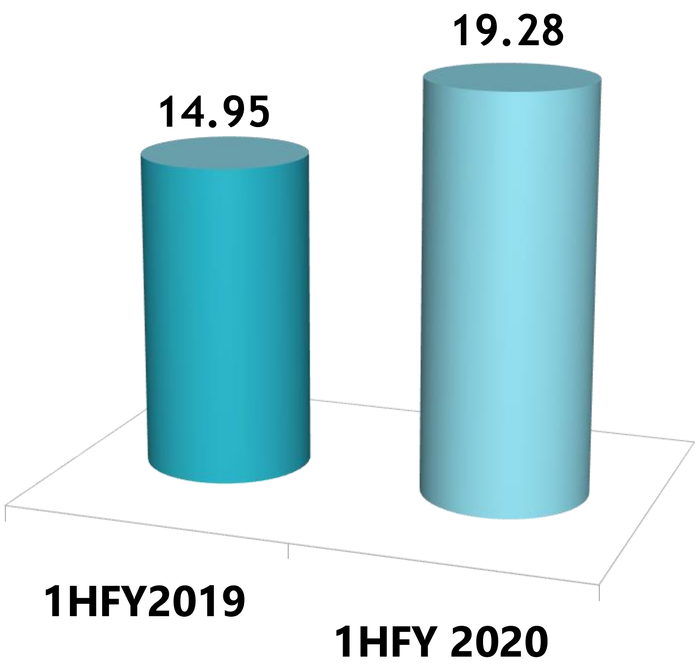
LIBAS

EPS
(Rs.)



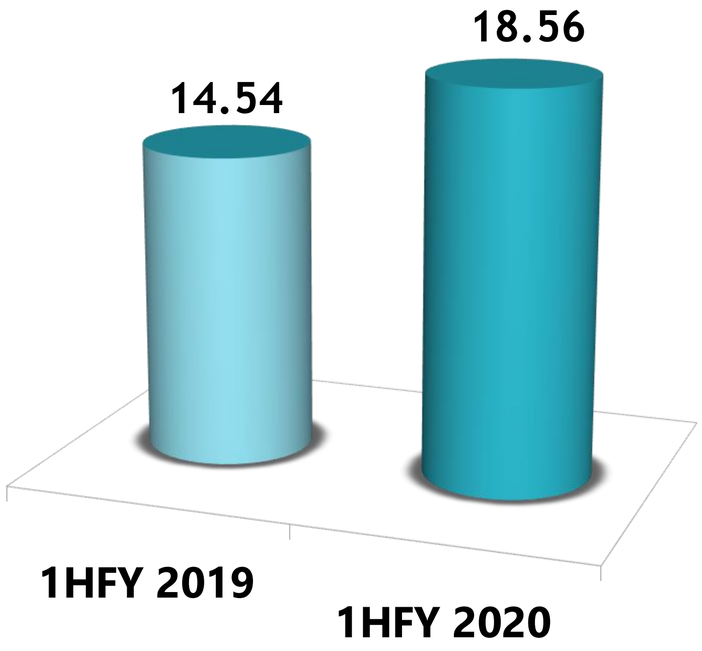
82 %

ROE
(%)



29%

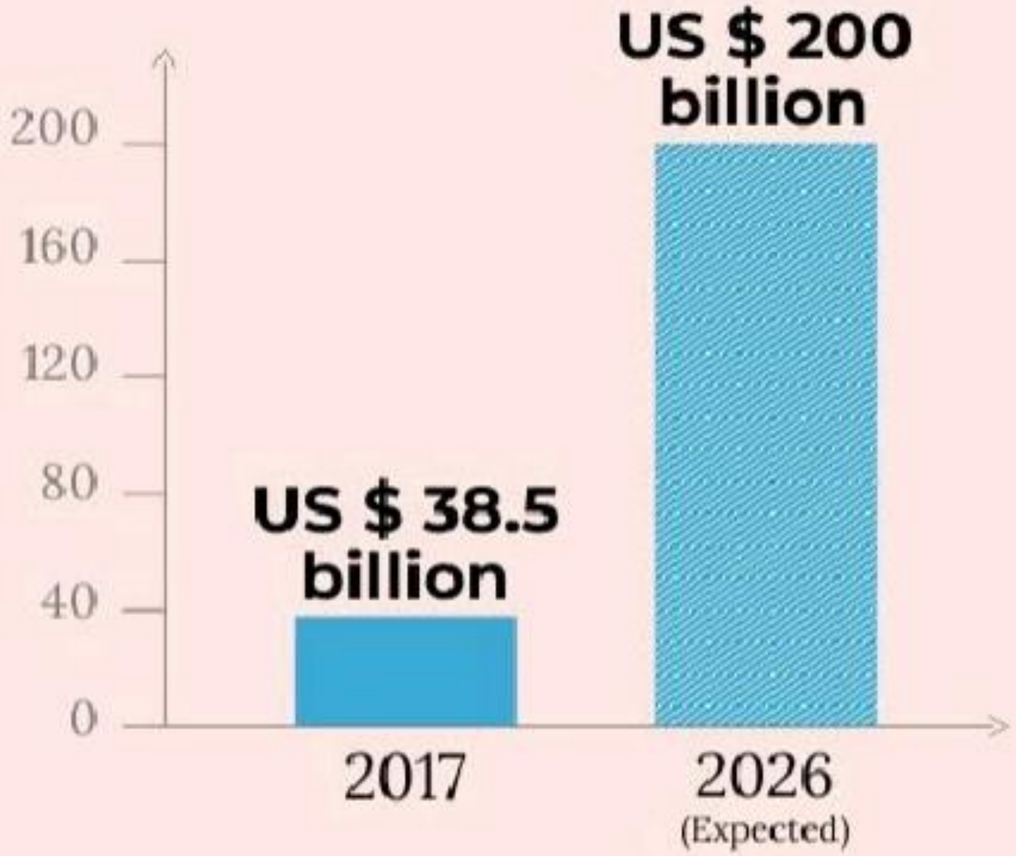
ROCE
(%)



28 %

APPAREL SOURCING WEEK 2020

Indian E-commerce market



According to **India Brand Equity Foundation**

New Initiatives – Online E-Commerce Portal

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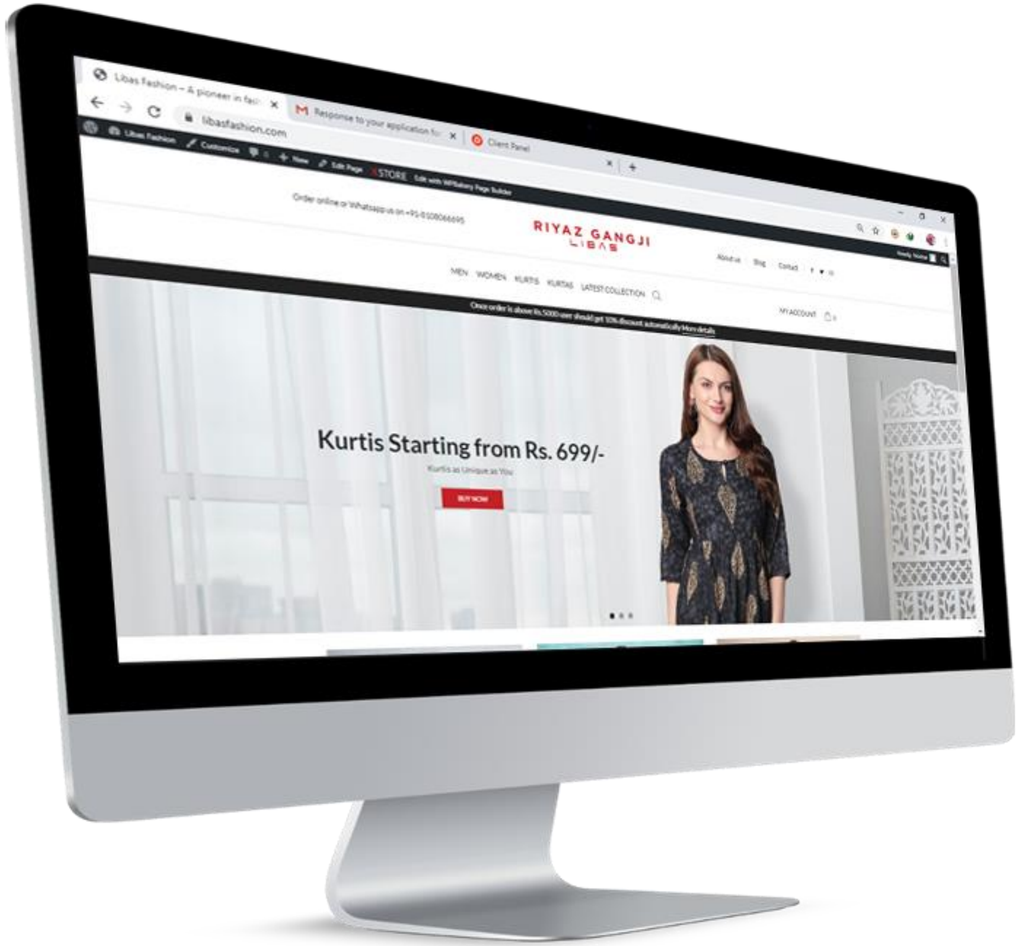


✓A major thrust is being placed on E-commerce portals.

✓Amazon, Flipkart and Snapdeal are live whereas other 7 are being added in coming weeks such as;

- Paytm
- Limeroad
- Spoyl
- Myntra
- Jabong
- TataCliq
- Ajio

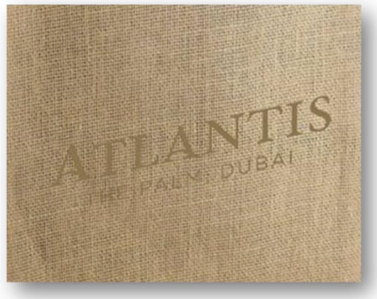
This will boost the revenue by 10 crores.

Flipkart snapdeal amazon

MILESTONES

BRAND ***"New Look"*** was born within Libas.

BIDS Libas has recently won Bids for supply of designer outfits for hospitality staff for **Atlantis Palm Jumeirah, Dubai.**



ETHINICITY

LIBAS	Achievement over Target
Thane	103%
Pune , Amanora	241%
Pune, Market city	97%
Indore	141%
Mohali	71%
Vadodara	79%

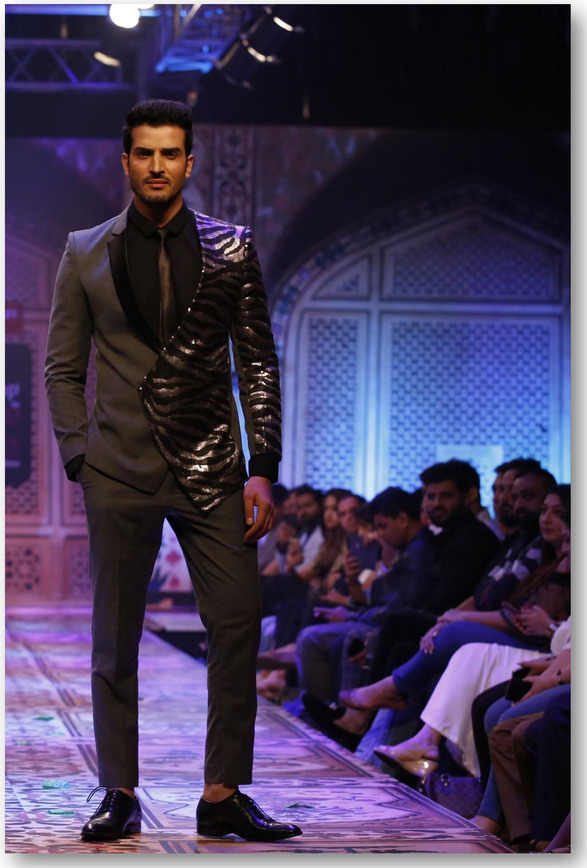
AWARD

Most Trusted Brand Award 2019

FASHION SHOWS

RIYAZ GANGJI
LIBAS

FASHION SHOWS (BFW)



NEW YORK WORLD TRADE CENTER FALL WINTER 19-20

RIYAZ GANGJI

LIBAS

Thanks!

www.libasfashion.com
www.libasdesignsltd.com

You can find us at:

@libasfashionofficial
info@libasfashion.com