



LIBAS
riyaz gangji

Libas Designs Limited

H2 & FY18

Result Update Presentation

May 2018



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H2 & FY18
Financial Highlights



Management's Comment

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Commenting on this result, **Mr. Riyaz Gangji**, Executive Director, **Libas Designs Ltd.** said,

"We are happy to share that our financial performance has been in line with our expectations and growth plans. During the year we have registered a strong revenue growth of over 80% and recorded a significant increase in our profits. This is on account of increase in sales from our existing stores as well as sales from new stores that we added across India during the year. We paid off our long term debt fully and have strengthened our balance sheet. This will enable us to cater to the strong future growth opportunity.

Our focus will remain on maintaining our operational efficiencies leading to a better profitability. Our approach for offering customised designs for our customers and opening of new stores has benefited us. Our continued association with existing clients and focus on entering into new business verticals has helped us grow.

We believe we are well positioned to capitalize on opportunities in the industry and will be able to increase our market share progressively. We see lot of opportunities in opening up new stores, increasing our presence across India and entering new international markets. We are confident of maintaining this current growth momentum.

I thank the entire team of 'Libas Designs Ltd.' for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, whose support and faith in our Company along with their critical inputs has given us the determination and ambition to grow from strength to strength."



Financial Highlights – H2 FY18

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53.1%

Revenue
Rs 24.6 Cr

72.6%

EBITDA
Rs. 3.1 Cr

141 bps

EBITDA Margin
12.4 %

116.8%

PAT
Rs. 1.7 Cr

198 bps

PAT Margin
6.72 %

Started new outlets during the second half of financial year



Profit & Loss Statement – H2 FY18

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INR Crore	H2 FY18	H2 FY17	Y-o-Y %
Net Revenue	24.6	16.1	53.1%
Raw Material Expenses	17.2	11.6	
Employee Expenses	1.0	0.9	
Other Expenses	3.3	1.8	
Total Expenditure	21.5	14.3	
EBITDA	3.1	1.8	72.6%
EBITDA Margin	12.43%	11.02%	141 bps
Other Income	0.4	0.2	
Depreciation	0.2	0.1	
Interest / Finance Cost	1.0	0.6	
PBT	2.3	1.2	91.0%
Tax	0.7	0.5	
PAT	1.7	0.8	116.8%
PAT Margin	6.72%	4.74%	198 bps



Annual Financial Highlights – FY18

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82.9%

Revenue
Rs 44.1 Cr

100.2%

EBITDA
Rs. 5.5 Cr

108 bps

EBITDA Margin
12.5%

180.4%

PAT
Rs. 2.9 Cr

229 bps

PAT Margin
6.6 %

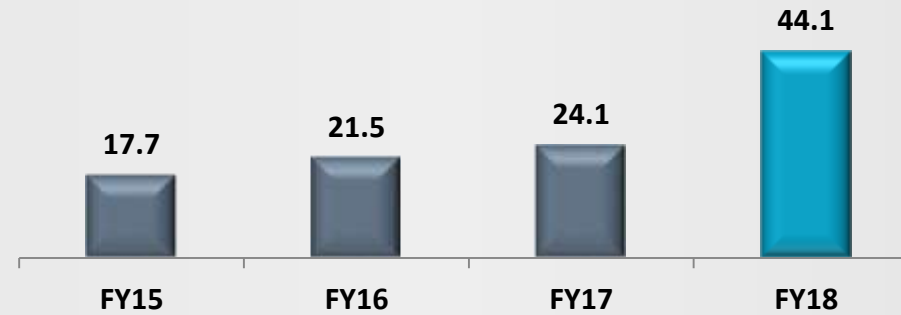
Demonstrated strong growth on back of increase in sales from existing stores & adding new stores across India



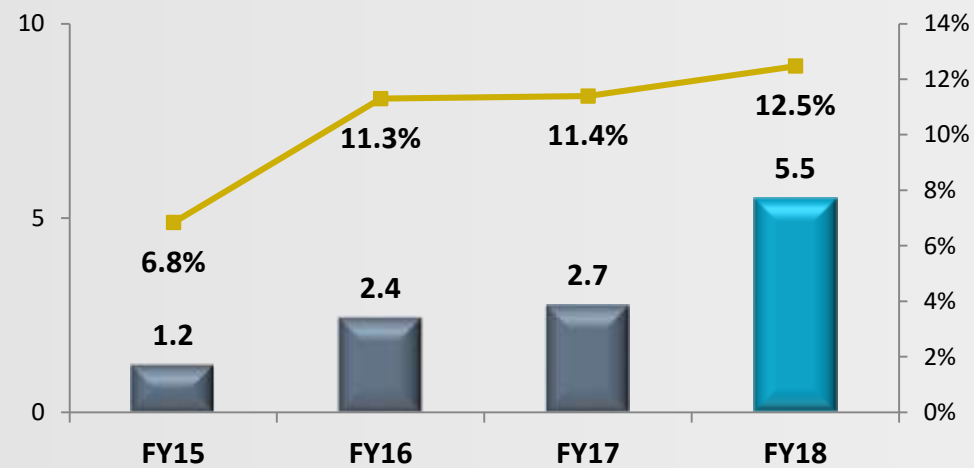
Annual Financial Highlights – FY18

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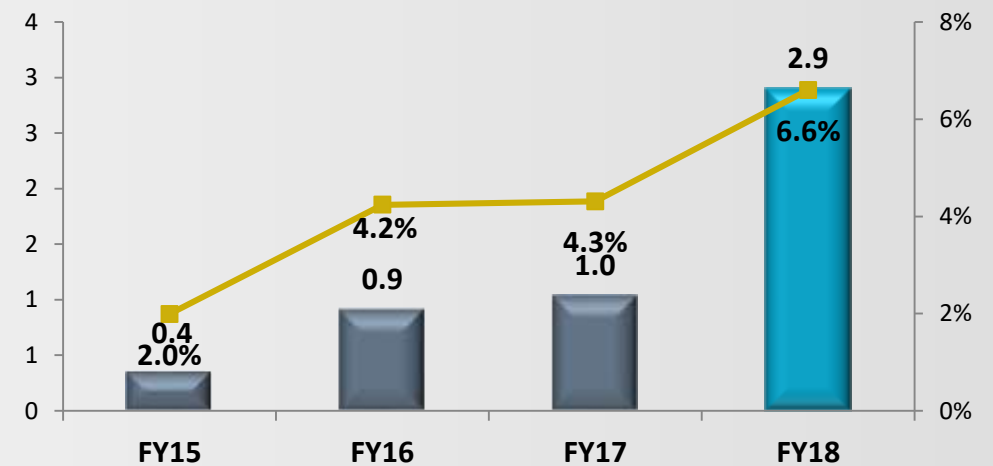
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)



PAT (Rs. Cr) / Margin (%)





Profit & Loss Statement – FY18

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INR Crore	FY 18	FY 17	Y-o-Y %
Net Revenue	44.1	24.1	82.9%
Raw Material Expenses	31.4	16.6	
Employee Expenses	1.9	1.6	
Other Expenses	5.3	3.2	
Total Expenditure	38.6	21.4	80.7%
EBITDA	5.5	2.7	100.2%
EBITDA Margin	12.47%	11.39%	108 bps
Other Income	0.7	0.2	
Depreciation	0.3	0.2	
Interest / Finance Cost	1.9	1.1	
PBT	4.1	1.6	152.1%
Tax	1.2	0.6	
PAT	2.9	1.0	180.4%
PAT Margin	6.60%	4.31%	229 bps



Balance Sheet as on 31st Mar'18

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INR Crore	FY 18	FY 17
Shareholder's Funds	22.8	20.2
Share capital	7.5	7.5
Reserves & Surplus	15.3	12.7
Share Application/ Warrant	0.0	0.0
Minority Interest	0.0	0.0
Non-current liabilities	1.7	1.5
Long term borrowings	0.0	0.1
Defer Tax liabilities	0.0	0.0
Other Long-Term liabilities	1.6	1.4
Long-Term Provisions	0.0	0.0
Current liabilities	23.2	17.1
Short Term Borrowings	12.1	10.6
Trade Payables	0.0	0.0
Others	7.1	5.9
Other Current liabilities	4.0	0.5
Short-term provisions	0.0	0.0
Total Equities & Liabilities	47.7	38.7

INR Crore	FY 18	FY17
Non-current assets	6.0	3.37
Fixed assets	2.1	0.7
Non-current Investments	0.7	0.5
Long-term loans & advances	0.8	0.5
Other non-current assets	2.4	1.7
Current assets	41.7	35.3
Current investments	0.0	0.0
Inventories	23.1	16.1
Trade receivables	14.9	9.0
Cash & Cash equivalents	1.2	0.9
Short-term loans & Advances	2.6	9.3
Other Current Assets	0.0	0.0
Total Assets	47.7	38.7

- Increase in inventory on account of stocks required for upcoming new outlets
- Strong balance sheet with zero long term debt
- Ready for next stage of growth spread over next few years



Company Overview



About Us

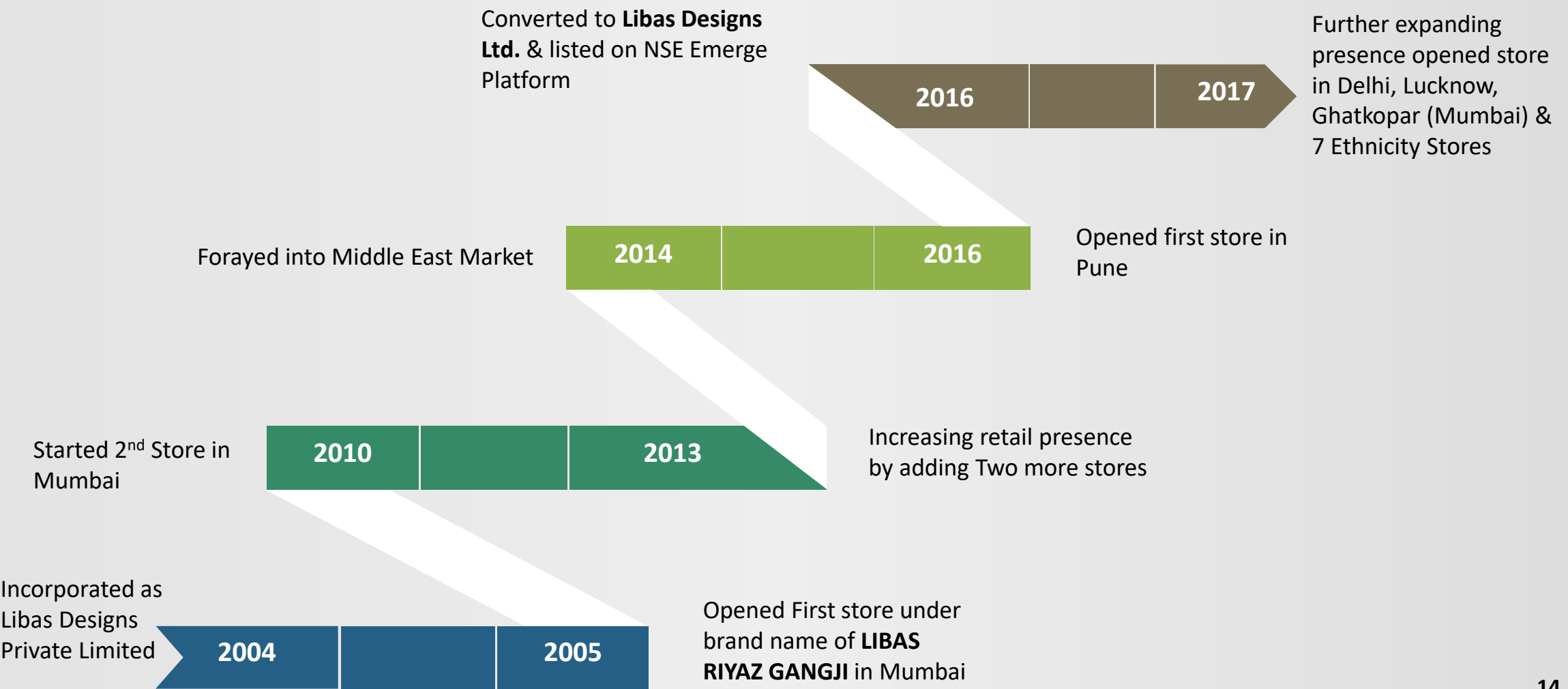
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- Corporate house specializing in **contemporary and ethnic men's & women's wear**
- **Retail stores** in different formats at prime locations - **Mumbai, Delhi, Pune, Lucknow and Dubai**
- **Wide range of clothing lines** – Sherwani, Suits, Indo-Western, Nehru Jacket, Sarees, Suits, Lehenga, Gowns, Anarkali, Jewellery, Belts, Mojari, Cufflinks, Safa, etc.
- Esteemed corporate **clientele** - **Atlantis, Marriott, Gitanjali, Novotel**, etc.
- **Production facilities - Mumbai**
- **In – house brands:** “Libas”, “Libas Riyaz Gangji”, “Libas Reshma Gangji”, “Gangji Jewels”



Milestones





Management Team

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Nishant Mahimtura

- Aged 70, Chairman & Chief Financial Officer
- Bachelor of science from University of Bombay
- Diploma in Marketing and Advertising, with more than 45 years of experience in Marketing and Finance
- Responsible for strategic planning, marketing and finance



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

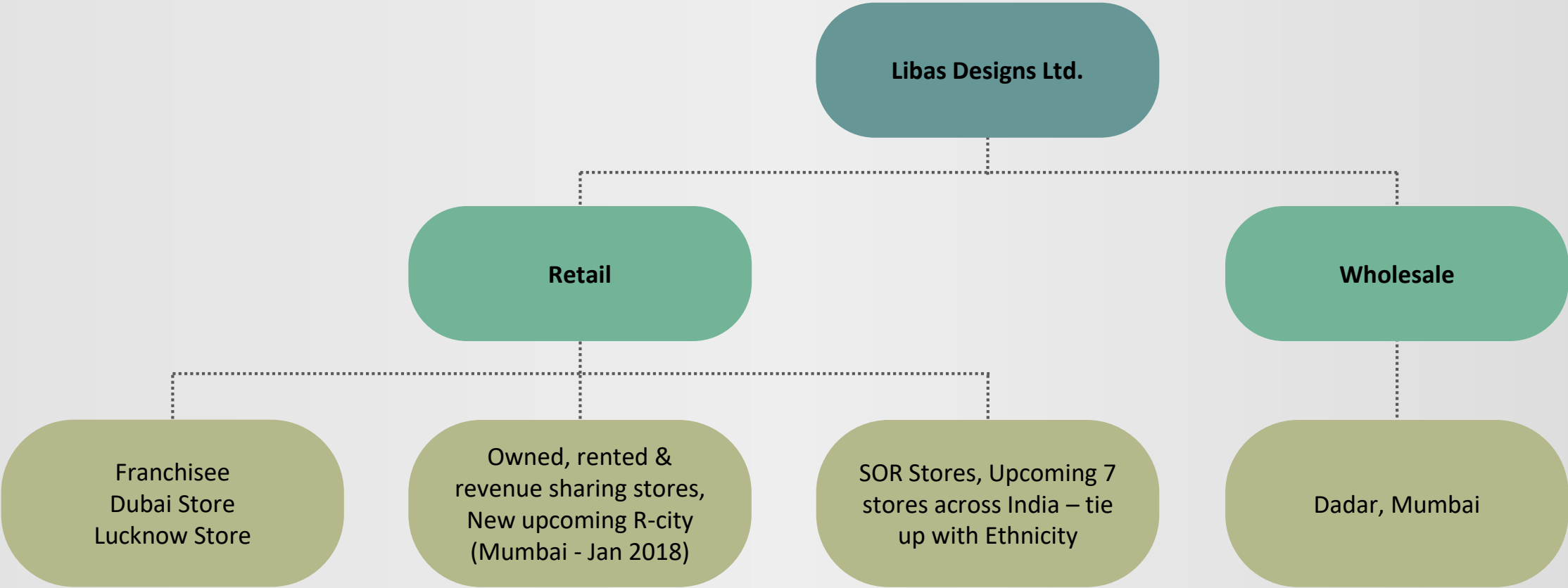


Reshma R. Gangji

- 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)



Organization Structure / Business Model



Two owned manufacturing units in Kurla (Mumbai)

EROS
INTERNATIONAL

A VIJAY GALANI MOVIEZ
PRODUCTION

VIJAY
GALANI
MOVIEZ

Business Overview

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UNVEILING THE
HERITAGE COLLECTION

VEER
DIRECTED BY ANIL SHARMA



Product Portfolio

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MEN

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



WOMEN

- Sarees
- Suits
- Lehenga
- Gowns
- Anarkali



ACCESSORIES

- Jewellery
- Belts
- Mojari
- Cufflinks
- Saffa



JUTE BAGS

- Various Styles of Jute bags



Stores/Presence

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Peddar Road



Juhu



Santacruz (W)



Borivali



Pune



Delhi



Dadar (Wholesale Unit)



Juhu Shopper Stop





Stores/Presence contd...

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❖ **Dubai Store**



❖ **Lucknow Store**

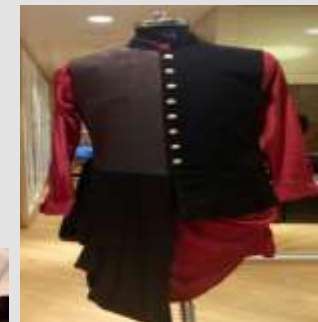




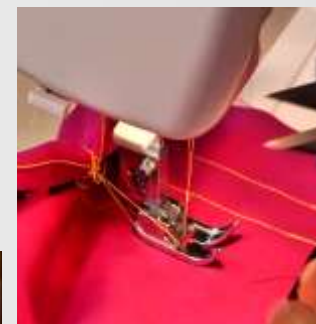
Production Process

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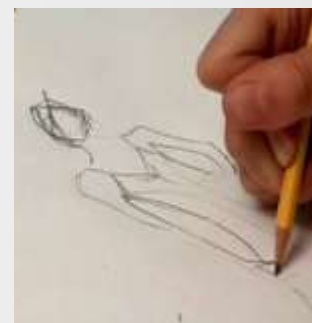
Finishing of product, quality check,
packaging and dispatch to store



Production managers, along with skilled
tailor and artisans, processes crafting of
garments as per client requirement



Highly talented and experienced designers designs
product - approved by senior merchandisers
before displayed in stores



Sources best quality fabrics from
international market at lowest cost





Awards & Recognitions

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India's No. 1 Brand in India's Best Fashion Designer Category - 2014



Winner of India's most Trusted brand Award - 2015



India's No. 1 Brand in India's Best Fashion Designer - 2014



Winner of India's Most Trusted Brand Award - 2016



Award of Asia's Most Trusted Brand, 2016



India's No. 1 Brand in India's Best Fashion Designer Category - 2017



Economics Times Award for Best Premium Brand, Fashion Category - 2017



Achievements

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A MESMERISING EVENING OF FASHION AND GLAMOUR

Libas Riyaz Gangji talks about his experience as the official fashion partner for Hello! Hall of Fame Awards 2017 vintage night...

How did it feel to partner with an event of this magnitude where several members of the *crème de la crème* of society were present?

There are few times when people in this city take a dress code very seriously. For the evening, the theme was 'vintage' which is synonymous with Libas Riyaz Gangji. I have been dressing people over two decades. This night saw the old and the new. It was a mesmerising evening of fashion and glamour.

Who do you think dressed the well and abided by the vintage theme for Hello! Hall of Fame?

You can call me biased, but I feel that Reshma Gangji, Katrina Kaif, Rashmi Uday Singh, Shobhan De and Kumar Mangalam Birla stood out. However, everyone looked fabulous and the night was full of positivity.

Apart from your ensemble collection, you have also introduced vintage jewellery. Can you tell us something about that? Jewellery is loved by everyone. Gangji Jewels was always on my mind but it was a challenge. However, now we have ten stores and I feel that the entry into this sector was inevitable.

You have a number of stores not only in India but also in Dubai. Your brand is also listed in the National Stock Exchange in the country. How does it feel?

It is a very proud moment for me, my wife Reshma and Nishant Mahimtura. I feel that our dedication and unity have made this possible. We stand towards growth and success of Libas Riyaz Gangji.

So are all your 10 stores profitable? Our store model is balanced where the chances of not making profit is only if there is a war in the country!



Sonu Shivdasani receiving the award from Riyaz Gangji



Reshma Gangji



Nishant Mahimtura with niece Neha Agrawal



Katrina Kaif

Shobhan De

Kumar Mangalam Birla

Reshma and Riyaz Gangji awarded for excellence in fashion



(L-R) Riyaz Gangji, Aman Kundra, Sam Behara, Malika Arora Khan, Reshma Gangji (Managing Director) and Nishant Mahimtura (Chairman, Libas Design Ltd)

Libas's Riyaz Gangji was felicitated by the Economic Times for best premium brand in its category recently. Reshma and Riyaz Gangji were amongst 30 national brands that were selected and honoured in the event attended by top industrialists and brand owners from different Indian businesses. Libas Design Ltd is headed by Nishant

Mahimtura and Riyaz, and is the only Indian designer brand in the country that is listed in the National Stock Exchange. It has seven stores, with two more coming up in March in Delhi and Mumbai. Libas is fast emerging as a top Indian fashion brand for bride and grooms for *shararas*, *lehengas* and fusion jewellery for weddings.



DRESSING UP FOR THE WEDDING SEASON



With Anil Kapoor at Dubai Libas with Riyaz Gangji

DESIGNER DUO PUTS THEIR BEST FOOT FORWARD



Ganesh Acharya, Riyaz Gangji, Varun Dhawan, Ala Shah and Reshma Gangji

Reshma and Riyaz Gangji of Libas, along with Varun Dhawan and Ala Shah, released the movie *Badhaai Ho* — a Marathi movie directed by Ganesh Acharya. The costume of the film has been created and styled by the designer duo. The high point of the event was the launch of the Libas Riyaz Gangji shoe line, which will be available across

the Indian cinema in India and Dubai. Outfits designed for the movie — the Western line of tuxedos and Indian wear and shoes and accessories designed by the duo — will also be available in their stores in Mumbai, Delhi, Pune, Lucknow and Dubai.

FOR MORE, TURN TO PAGE 3



Eyes on Europe

Riyaz Gangji and with Reshma Gangji are popular names in the world of fashion, and their brand Libas is known for its unique and exquisite designs. Taking their passion for creating beautiful ensembles forward, the two have now come out with a costume design for the Marathi film, *Badhaai Ho*. Directed by the cinematographer Ganesh Acharya, the movie stars Varun Dhawan and Ala Shah in the lead. The costume of the film was designed in the city recently and the gala event was attended by Varun Dhawan and Ala Shah. We caught up with Riyaz on the design and his about his connection with the movie and his personal goals for the future.

You are associated with top film production houses and also manage all the 12 stores of Libas across India. How do you strike a balance? My wife Reshma and I, along with a dedicated team, ensure that we manage both our passions well. I ensure a division of doing this without any dedicated team.

You already have a jewellery and a clothing line for men and women. And now, you've come out with a new line of formal shoes. Tell us more about that... People have criticised our brand and are saying that of our new launches. We have customers from all walks of life who encourage us to keep up the good work. What are your future plans for Libas? Certainly, expanding Libas in every domain that could be excellent start for our brand.



Key Clients

LIBAS
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ATLANTIS
THE PALM, DUBAI



NOVOTEL
HOTELS & RESORTS



Key Strengths

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Optimal Utilization of Resources

- Constant endeavours to improve fabrication process, skill up-gradation of workers, modernization of machineries
- Identify areas of bottlenecks and take corrective measure wherever possible to improve efficiency

Strong Customer Base

- Strong customer base of well known personalities, film and television actor/actresses
- Established relationships with customers leading to stability of demand

Customer Centric Business Model

- Focus on attaining highest level of Customer Satisfaction
- Progress achieved largely due to ability to address and exceed customer satisfaction
- Addressing customer preference regularly and redesigning products as per latest trends

Range of Product Offerings

- Variety of products namely Men's wear, Women's Wear, Accessories and high quality Jute Bags

Quality Assurance and Standard

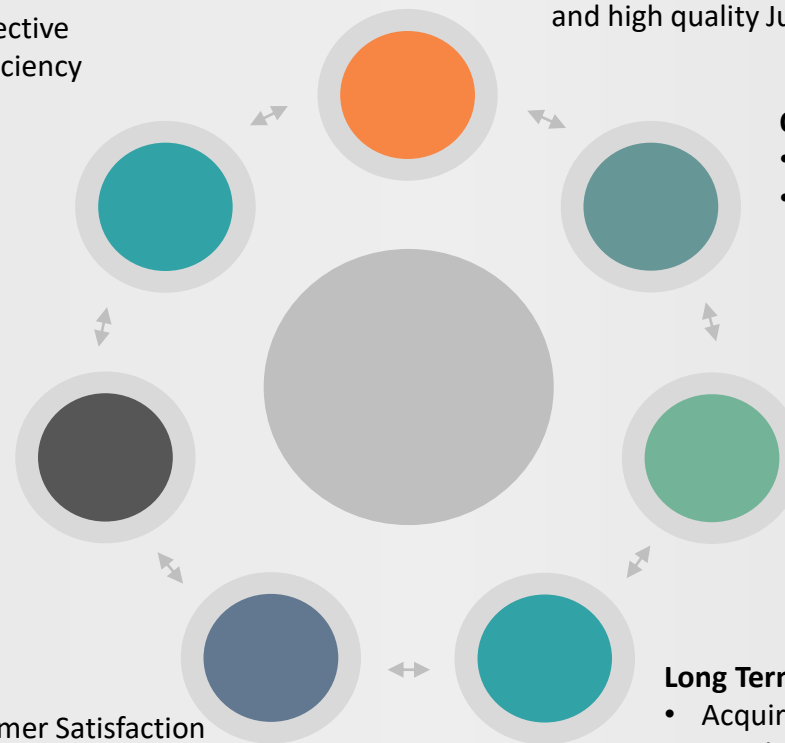
- Providing high quality products
- Stringent quality checks to ensure adherence to desired specifications, quality and colours

Cordial customer relationship

- Meeting customer deadlines and market trends on consistent basis
- Endeavour to constantly try and address customer needs around variety of products

Long Term relationship with suppliers

- Acquire fabric and accessories from various suppliers
- Strong relationships with suppliers enable quality and timely supplies of fabric and accessories





Industry Overview



Industry Overview

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Growth



- Domestic textile and apparel industry in India - projected to reach US\$ 223 billion by 2021 from US\$ 137 billion in 2016
- Favourable trade policies and superior quality to drive textile exports
- Textile and apparel exports from India expected to increase to US\$ 82 billion by 2021 from US\$ 36.63 billion in FY17

Production



- Total cloth production in India stood at 53.5 billion square metres in FY17 (upto January 2017)
- With production of 6,106 million kg, India was largest producer of cotton in 2016-17
- India accounts 63% of global market share in textiles and garments

Contribution



- Contributes 14% to industrial production and 4% to GDP
- With over 45 million people, industry is one of largest source of employment generation in country



Industry Opportunity

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New Policy



- Central government planning to finalise and launch new textile policy in next few months – aiming to achieve US\$ 300 billion worth of textile exports by 2024-25 and create an additional 35 million jobs

Urbanization



- Urbanisation expected to support higher growth due to change in fashion and trends
- Rising incomes - key determinant of domestic demand for sector with incomes rising in rural economy as well, upward push on demand from income side – expected to continue

Investments



- Textiles sector - witnessed spurt in investment during last five years
- Industry (including dyed and printed) attracted Foreign Direct Investment (FDI) worth US\$ 2.47 billion in last 17 years



Way Ahead



Way Ahead

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- **Expansion in International Markets**

- Open stores in International markets in order to cater to NRI's demand for Ethnic wear
- Targeting new markets - US, UK, Middle East and Australia

- **Increasing Retail Presence**

- Exploring new geographies with target of opening 25-30 stores in new market over period of three years
- Introducing PRET (Ready to Wear) line for menswear
- Tie ups with established format chain players like 'Ethnicity' to build and expand brand "LIBAS"
- Plans to enter into Retail Market in Middle East through 'Libas' stores

- **Further widening of customer base and increasing wallet share**

- With growing market opportunities available - endeavour to grow business by adding new customers in existing markets and increasing wallet share of existing customers by adding more product lines
- Identifying domestic markets to expand and enhance own brand lines

- **Reduction of operational costs and achieving efficiency**

- Focus on areas to reduce costs and achieve efficiencies in order to remain competitive
- Reduce wastage and control fabrication on production floor through effective supervision



Thank You

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