



S.P.APPARELS LTD.



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Web : www.s-p-apparels.com CIN No.: L18101TZ2005PLC012295

30th May, 2018

The Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001.

The Listing Department
National Stock Exchange of India Limited
'Exchange Plaza',
Bandra-Kurla Complex, Bandra (East),
Mumbai – 400 051.

Scrip Code: 540048

Symbol: SPAL

Dear Sirs,

Sub: Financial Presentation

Please find enclosed herewith the copy of Financial Presentation of the Company.

Kindly take the same on your records.

Thanking you,

For S.P.Apparels Limited,

K. Vinodhini
Company Secretary and Compliance Officer

Encl: As above

S.P. APPARELS LIMITED

Q4 & FY18 RESULTS UPDATE
May 2018





This presentation and the following discussion may contain “forward looking statements” by S.P. Apparels Limited (“SPAL” or the Company) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of SPAL about the business, industry and markets in which SPAL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond SPAL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of SPAL.

In particular, such statements should not be regarded as a projection of future performance of SPAL. It should be noted that the actual performance or achievements of SPAL may vary significantly from such statements.



- ❑ Total Revenues ¹ grew by 14.0% on YoY basis
 - ❑ Garment Export Division witnessed an improved traction in orders from existing and new customers
 - ❑ Garment Export Division Revenues grew by 18.2% on YoY basis
 - ❑ Revenues from SPUK Operations grew by 92.1% on YoY basis
- ❑ Overall Adj. EBITDA margin ² improved from 17.1% to 20.8%
 - ❑ Garment Division Adj. EBITDA margin ² improved from 19.8% to 23.1%
- ❑ PAT grew by 23.5% on YoY basis
- ❑ PAT margin improved from 6.6% to 7.2%

Q4 FY18 has seen the Highest Quarterly Revenue recorded by the Company

1. Total revenues include realised gain on account of foreign exchange fluctuations (accounted in other income)
2. In addition to (1), EBITDA calculation excludes unrealised MTM gain / loss on account of foreign exchange fluctuations (accounted in other expenses)



Q4 & FY18 RESULTS UPDATE

Company Overview

Business Strategy & Outlook

Financial Overview & Shareholding Structure



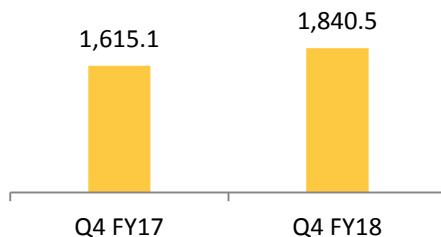
Q4 & FY18 RESULTS KEY HIGHLIGHTS



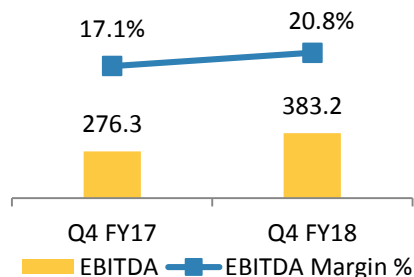
Q4 FY18 YoY ANALYSIS

In Rs Mn

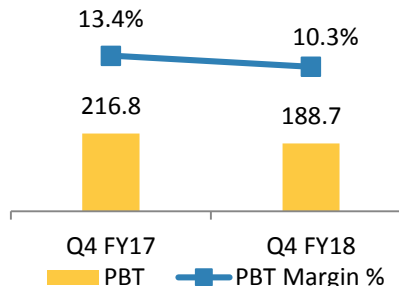
REVENUES ¹



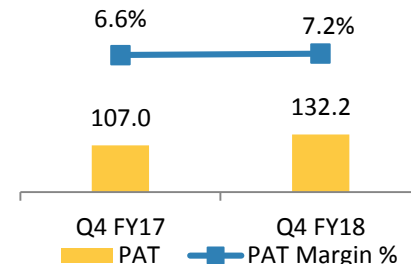
Adj. EBITDA & EBITDA MARGIN ²



PBT & PBT MARGIN ³

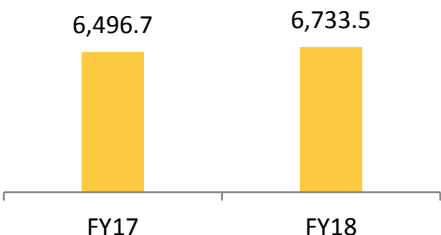


PAT & PAT MARGIN ³

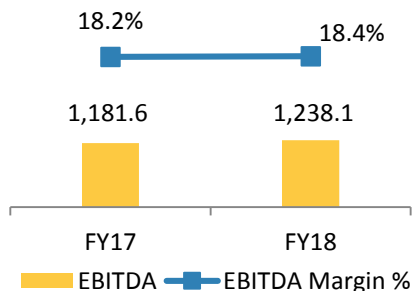


FY18 YoY ANALYSIS

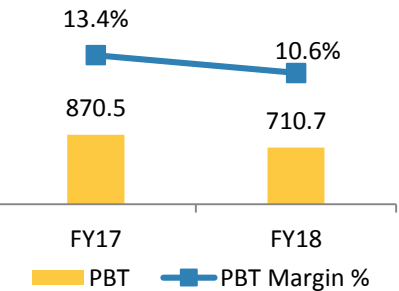
REVENUES ¹



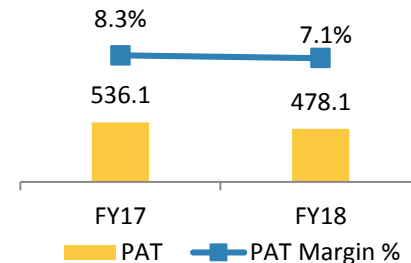
Adj. EBITDA & EBITDA MARGIN ²



PBT & PBT MARGIN ³



PAT & PAT MARGIN ³



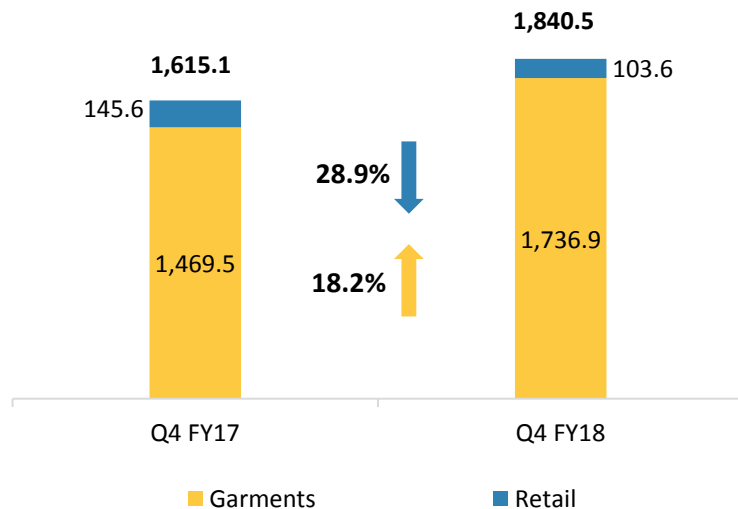
1. Total revenues include realised gain on account of foreign exchange fluctuations (accounted in other income)
2. In addition to (1), EBITDA calculation excludes unrealised MTM gain / loss on account of foreign exchange fluctuations (accounted in other expenses)
3. PBT Margin = Reported PBT / Total Revenues ¹, PAT Margin = Reported PAT / Total Revenues ¹

Q4 & FY18 RESULTS

DIVISION WISE ANALYSIS



Q4 FY18 YoY ANALYSIS – TOTAL REVENUE BREAKUP ¹

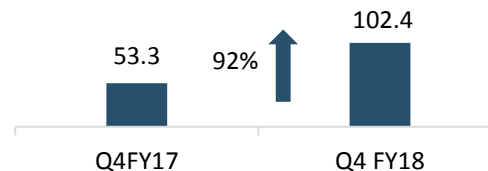


In Rs Mn		
DIVISION REVENUES SHARE	Q4 FY17	Q4 FY18
Garments *	91.0%	94.4%
Retail	9.0%	5.6%

Adj. EBITDA MARGIN % ²	Q4 FY17	Q4 FY18
Garments *	19.8%	23.1%
Retail	-10.3%	-18.0%

* Includes SPUK Operations

SPUK – GARMENT REVENUES



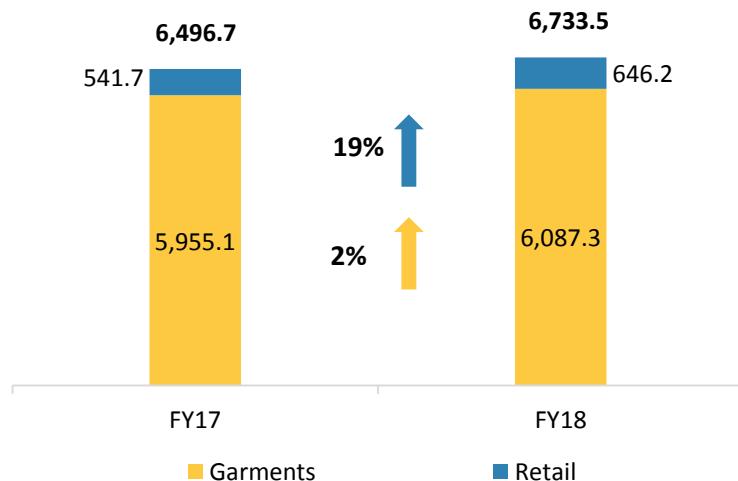
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Q4 & FY18 RESULTS

DIVISION WISE ANALYSIS



FY18 YoY ANALYSIS – TOTAL REVENUE BREAKUP ¹



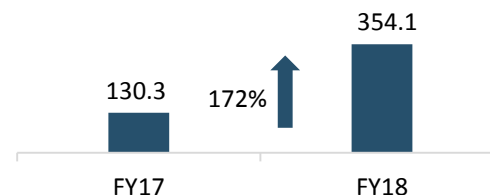
In Rs Mn

DIVISION REVENUES SHARE	FY17	FY18
Garments *	91.7%	90.4%
Retail	8.3%	9.6%

Adj. EBITDA MARGIN % ²	FY17	FY18
Garments *	20.9%	20.0%
Retail	-11.6%	3.6%

* Includes SPUK Operations

SPUK – GARMENT REVENUES



1. Total revenues include realised gain on account of foreign exchange fluctuations (accounted in other income)
2. In addition to (1), EBITDA calculation excludes unrealised MTM gain / loss on account of foreign exchange fluctuations (accounted in other expenses)



FINANCIAL UPDATE:

- **Q4 FY18 total revenues¹ increased by 14% YoY to Rs 1,840.5 mn.**
 - Revenues increased by 18.2% in garments division and decreased by 28.8% in retail division.
 - Garments division displayed good performance on account of orders from new customers as well as existing customers.
- **Q4 FY18 Adj. EBITDA² increased by 38.7% YoY to Rs 383.2 mn. Adj. EBITDA margin increased from 17.1% to 20.8%.**
 - Gross margin improved due to favourable foreign exchange movement and lower cotton procurement rates
 - Garment division EBITDA margin stood at 23.1% in Q4 FY18 from 19.8% in Q4FY17.
 - Retail division EBITDA margin decreased from -10.3% to -18.0%.
- **Q4 FY18 PBT declined by 12.9% YoY to Rs 188.7 mn.**
 - Finance cost increased from Rs 30.2 mn in Q4 FY17 to Rs 100.7 mn in Q4 FY18 on account of increase in debt and PC-FC restatement
- **Q4 FY18 PAT increased by 23.5% YoY to Rs 132.2 mn. PAT margin³ increased from 6.6% to 7.2%.**

1. Total revenues include realised gain on account of foreign exchange fluctuations (accounted in other income)
2. In addition to (1), EBITDA calculation excludes unrealised MTM gain / loss on account of foreign exchange fluctuations (accounted in other expenses)
3. PBT Margin = Reported PBT / Total Revenues ¹, PAT Margin = Reported PAT / Total Revenues ¹

Q4 & FY18 RESULTS

CONSOLIDATED PROFIT & LOSS STATEMENT



Particulars (In Rs Mn)	Q4 FY18	Q4 FY17	YoY %	FY18	FY17	YoY%
Revenue from Operations	1,827.3	1,572.4	16.2%	6,624.1	6,330.0	4.6%
Gain on account of Foreign Currency Fluctuations	13.2	42.6	-	109.4	166.7	-
Total Revenues	1,840.5	1,615.1	14.0%	6,733.5	6,496.7	3.6%
COGS	663.9	648.6	2.4%	2,552.6	2,543.7	0.4%
Gross Profit	1,176.6	966.5	21.7%	4,180.9	3,953.0	5.8%
Gross Margin	63.9%	59.8%	408bps	62.1%	60.8%	124bps
Employee Expenses	411.9	366.1	12.5%	1,592.0	1,473.1	8.1%
Other Expenses excl. MTM gain / loss on account of Foreign Currency Fluctuations	381.4	324.1	17.7%	1,350.9	1,298.3	4.0%
Adj. EBITDA	383.2	276.3	38.7%	1,238.1	1,181.6	4.8%
Adj. EBITDA Margin %	20.8%	17.1%	371bps	18.4%	18.2%	20bps
MTM (Gain) / Loss on account of Foreign Currency Fluctuations	36.0	-5.6	-	70.5	-20.8	-
Depreciation	58.5	50.4	16.1%	223.9	193.2	15.9%
Finance Cost	100.7	30.2	233.2%	287.4	184.9	55.4%
Other Income excl. Gain on account of Foreign Currency Fluctuations	0.6	15.5	-96.0%	54.4	46.3	17.6%
PBT	188.7	216.8	-12.9%	710.7	870.5	-18.4%
Tax Expense	56.5	109.7	-48.5%	232.5	334.5	-30.5%
PAT	132.2	107.0	23.5%	478.1	536.1	-10.8%
PAT Margin %	7.2%	6.6%	56bps	7.1%	8.3%	-115bps
Earnings Per Share (EPS) In Rs.	5.26	4.25	23.8%	19	21.3	-10.8%

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3. PAT Margin = Reported PAT / Total Revenues ¹



Particulars (Rs Million)	Mar-18	Mar-17
Equities & Liabilities		
Shareholder's Funds		
Share Capital	251.7	251.7
Other Equity	3,720.3	3,323.3
Total Shareholder's Funds	3,972.0	3,575.0
Minority Interest	-63.2	-71.8
Non-Current Liabilities		
a. Financial Liabilities		
Borrowings	336.7	397.7
Other Financial Liabilities	159.5	158.5
b. Deferred Tax Liabilities	335.0	255.8
c. Other Non-Current Liabilities	0.0	0.2
Total of Non-current liabilities	831.3	812.1
Current Liabilities		
a. Financial Liabilities		
Borrowings	1,838.9	1,341.9
Trade Payables	1,012.4	704.2
Other Financial Liabilities	310.0	192.0
b. Other Current Liabilities	29.1	24.9
c. Provisions	165.9	189.3
Total of Current liabilities	3,356.3	2,452.2
Total Liabilities	8,096.4	6,767.5

Particulars (Rs Million)	Mar-18	Mar-17
Assets		
Non-Current Assets		
a. Property, Plant and Equipment	3,007.7	2,929.9
b. Capital work in progress	63.1	-
c. Intangible assets	62.1	64.1
d. Financial Assets		
Investments	2.3	2.5
Loans & Advances	0.7	1.2
Others	68.1	81.6
e. Other non-current assets	60.4	65.5
Total non-current assets	3,264.3	3,144.7
Current Assets		
a. Inventories	1,873.1	1,024.3
b. Financial Assets		
Investments	309.2	581.7
Trade Receivables	1,658.5	1,342.7
Cash & Cash equivalents	455.8	352.2
Others	0.1	11.8
c. Other Current Assets	535.4	310.1
Total current assets	4,832.1	3,622.8
Total Assets	8,096.4	6,767.5



Q4 & FY18 Results Update

COMPANY OVERVIEW

Business Strategy & Outlook

Financial Overview & Shareholding Structure





BUSINESS OVERVIEW

- SPAL is one of the leading manufacturers and exporters of knitted garments for infants and children in India.
- Provides end-to-end garment manufacturing from greige fabric to finished products including body suits, sleep suits, tops and bottoms.
- SPAL is also the sub-licensee to manufacture, distribute and market adult menswear products in India under the 'Crocodile' brand.
- Strong promoter pedigree with more than two decades of experience in textile and apparels industry.

KEY STRENGTHS

- SPAL is a specialized player in the highly challenging infant & children wear knitted garment industry.
- Preferred vendor through long standing relationships with reputed international brands etc.
- Stringent quality compliance, superior in-house product development and certified testing laboratories.
- Demonstrated ability to setup integrated facilities to scale-up operations. Currently operating 23 facilities having close proximity to key raw materials & skilled labour.
- Advanced manufacturing machineries with latest technology and automation.

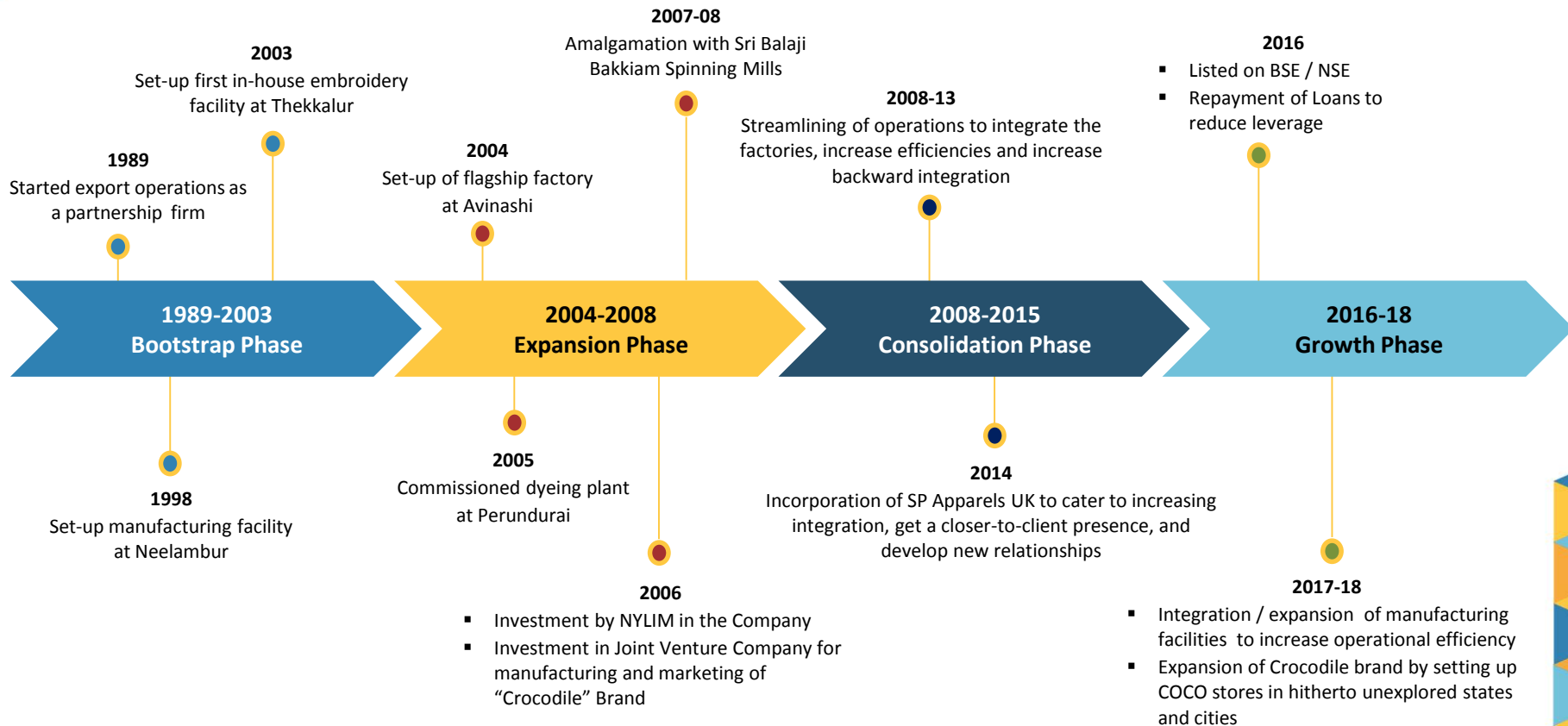
FINANCIAL OVERVIEW

*

- Consolidated Revenues, EBITDA and PAT were Rs 6,624 mn, Rs 1,058 mn and Rs 478 mn in FY18.
- Strong balance sheet with D:E ratio of 0.37x as on Mar-18.
- Improving profitability & return ratios over FY14 to FY18 –
 - PAT Margin: 1.5% to 7.1%
 - Cash Adjusted ROCE: 12.1% to 16.8%
 - ROE: 9.9% to 12.7%

COMPANY OVERVIEW

OUR EVOLUTION





SPAL IS A SPECIALIZED PLAYER IN THE HIGHLY CHALLENGING INFANT & CHILDREN WEAR KNITTED GARMENT INDUSTRY

INDUSTRY'S UNIQUE CHALLENGES

1

- Labour intensive operations.
- Employee training & skill development.
- Employee occupational health & welfare.

2

- Demands large variety and small batch size orders.
- Highly complex manufacturing.

3

- Stringent safety and quality requirements in developed markets.
- Severe restrictions on the use of chemicals, dyes, accessories and other additives to prevent any side-effects on infants and children.

SPAL'S CORE COMPETENCIES

Demonstrated manufacturing excellence for over two decades

Clear understanding of buyer preferences and specifications of knitted garments and embellished garments in infants and children category

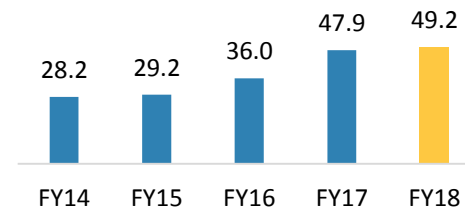
Ability to consistently deliver high quality products on timely basis

Meeting stringent compliance requirements of international customers

Long standing relationships with reputed global brands

SPAL is strongly placed to capitalize on future growth opportunities

SPAL – EXPORTS VOLUMES SOLD IN MILLION





SPAL IS THE PREFERRED VENDOR
FOR KNITTED GARMENTS FOR INFANTS AND CHILDREN
TO REPUTED INTERNATIONAL BRANDS AND RETAILERS

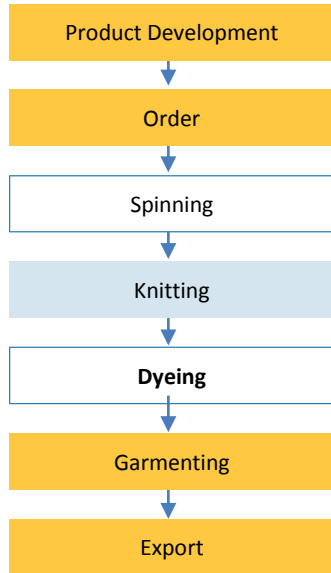
WHY SPAL?

- Expertise to concurrently manage multiple large orders with a diversified product range including body suits, sleep suits, tops and bottoms.
- Ethically, Environmentally and Socially compliant organization.
- No bulk returns from customers since inception.
- Ability to offer end-to-end garments manufacturing services from the design to the manufacture of the garments.

SPAL recently added three major customers, two in US and one in Europe. The focus going forward will be to diversify the customer base across different geographies globally.



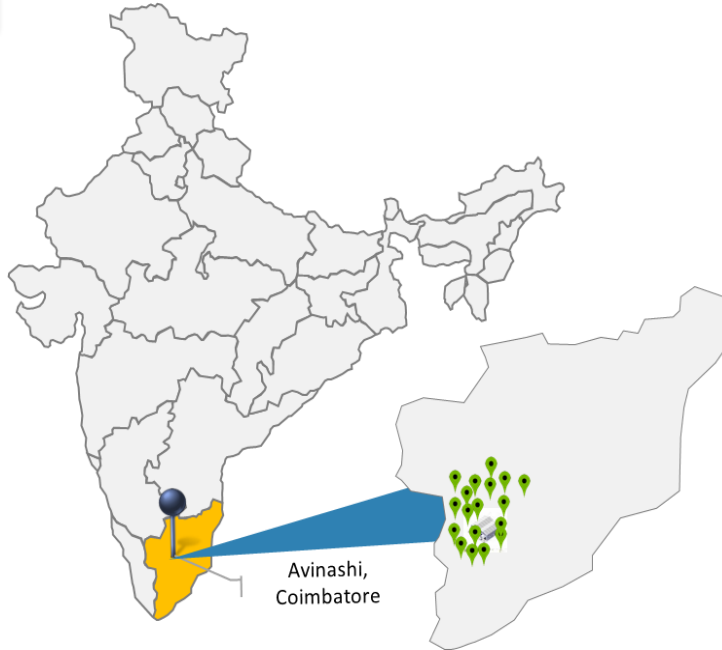
INTEGRATED BUSINESS MODEL



In-house

Outsourced

Partly Outsourced



LOCATION ADVANTAGE:

- All 23 manufacturing facilities are located within a radius of ~125 km of our Registered Office near Tirupur (leading hub in India for knitted garments for children and exports) leading to significant economies of scale.
- Convenient access to skilled labour and raw materials and also to machinery supplies and replacement parts.
- Significant savings in production, labour and transportation costs.
- Close proximity to international port.

TECHNOLOGY & AUTOMATION:

- Eton conveyor production system (automated sewing assembly line and workflow control).
- ASRS* for efficient warehouse / inventory management.
- Orgatex software system for automation of dyeing related processes.

* ASRS: Advanced semi-automated storage and retrieval system



Spinning



Dyeing





Printing



Automated Embroidery



Sewing



Automated Sewing Assembly Line



Semi-Automated Inventory Management



STRONG DESIGN IS SPAL'S CORE COMPETENCY

- SPAL's core competency lies in understanding latest fashion and trends to suit the customers buying preferences.
- Dedicated in-house design and merchandising team of designers located at our Corporate Office in India and design consultants hired by our Subsidiary, SPUK.
- Use of latest technology for developing products and styles which are based on prevalent fashion trends.
- Design development, sampling and fitment form an integral part of our operations and are considered as an effective tool for converting customer's need into a finished product.



COMPANY OVERVIEW

STRINGENT QUALITY CONTROLS & COMPLIANCE



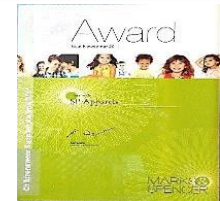
- Strong adherence to the highest standards of quality, assurance and compliance.
- Stringent quality control checks consisting of inspection and testing of fabric, greige and processed yarn, trims, accessories, packing materials and of each piece of garment for metal bits/needle tips/sharp edges prior to packing.
- Exercise stringent Quality check at every stage of manufacturing.
- All individual pieces of garments are also physically inspected to ensure that no defective/damaged pieces are delivered to our customers.
- Internal rejection rate is low as compared to international standards.

ACCREDITATIONS AND AWARDS FOR OUR MANUFACTURING FACILITY/ABILITY

Received laboratory accreditation ISO/IEC 17025:2005 by the National Accreditation Board for Testing and Calibration Authorities, Department of Science and Technology, India



TESCO 'F&F Gold Rated Supplier Award' 2013



Marks and Spencer award 2011

COMPANY OVERVIEW

BUILDING RETAIL PRESENCE IN INDIA



SPAL's PRESENCE ACROSS LARGE FORMAT STORES





COMPANY OVERVIEW

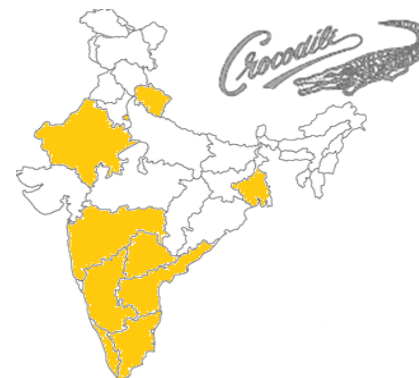
BUILDING RETAIL PRESENCE IN INDIA



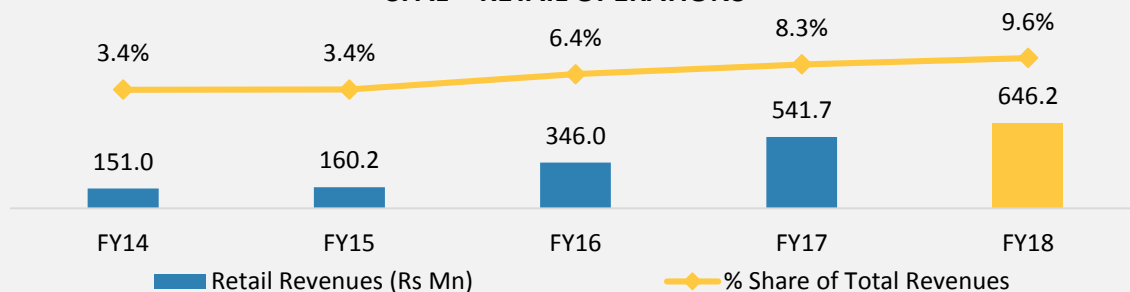
SPAL IS STRENGTHENING ITS RETAIL PRESENCE BY EXPANDING THE REACH OF CROCODILE BRAND

- SPAL undertakes manufacturing and retailing activities in India under the 'Crocodile' brand.
- SPAL sells wide range of adult menswear products like shirts, polo shirts, t-shirts, trousers, jeans, sweaters, jackets and innerwear products like vests, briefs, boxer shorts.
- In addition to EBOs and MBOs, we are also present in large format stores and e-commerce platforms.
 - Large format stores (LFS) – Central (35), Megamart (7), Centro (7), D Mart (22), Unlimited (36), Globus (8), Reliance Market (35), Walmart (12), Brand Factory (60).
 - E-Commerce platforms – Myntra, Jabong.

OUR RETAIL STORE PRESENCE



SPAL – RETAIL OPERATIONS *



Retail Network	March – 18
EBOs – COCO	34
EBOs – FOFO	12
MBOs	4,200
LFS	222
No. of States	9
Outlet Size (Sq. ft)	400 – 1,500

* Figures are as per IND-AS for FY17 & FY18



Mr P. Sundararajan
Chairman and Managing Director

- Founder director of SPAL with 32 years of experience in the textile and apparel industry
- Bachelor of Science from the Bangalore University



Ms S. Latha
Executive Director

- Founder director of SPA with 25 years of experience in the textile and apparel industry



Mr S. Chenduran
Director Operations

- Four years of experience in the textile and apparel industry
- MS in Business and Management from the University of Strathclyde

Ms P.V. Jeeva, Chief Executive Officer

- 31 years of experience in the textile and apparel industry
- Handles garments division and has been associated with SPAL since July, 1986
- Diploma in textile processing from GRG Polytechnic College, Coimbatore

Mr V. Balaji, Chief Finance Officer

- 17 years of experience in the field of finance and accounts
- Associated with SPAL since May, 2012
- Qualified Chartered Accountant
- Helped in managing banking relationships to aid the growth of the Company

Mr V. Shankar Raam, Chief Operating Officer

- 22 years of experience in the field of finance, accounting and marketing.
- Leading our business strategy for our retail business expansion
- MBA from IIBM Institute



Mr A.S. Anandkumar
Independent Director

- 44 years of experience in banking
- Masters of Science from the University of Madras



Mr P. Yesuthasan
Independent Director

- 41 years of experience in banking
- MS in Business Administration, Cass Business School, London and MS in Arts in Public Admin, Madras Christian College



Mr G. Ramakrishnan
Independent Director

- 39 years of experience in government service
- Post-graduate degree from St. John's College, Palayamcottai



Mr V. Sakthivel
Independent Director

- 41 years of experience in the fields of commerce and accountancy
- Qualified Chartered Accountant and Certified I.S. Auditor



Q4 & FY18 Results Update

Company Overview

BUSINESS STRATEGY & OUTLOOK

Financial Overview & Shareholding Structure

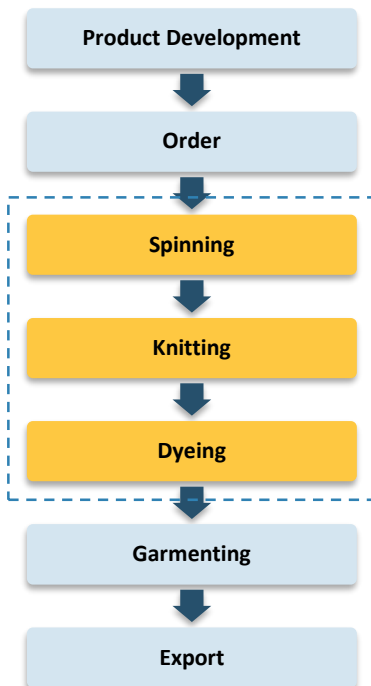


BUSINESS STRATEGY & OUTLOOK

CAPACITY EXPANSION & BACKWARD INTEGRATION



Existing Business Model



SPAL proposes to utilize Rs 750.7 mn from the Net IPO Proceeds towards:

- 1. Enhancing spinning capacity** – Capex of Rs 472.4 mn
 - Spinning capacity from 16,896 to 22,272 spindles
 - Blow room capacity from 3,200 kg/day to 15,015 kg/day
- 2. Setting-up a new Knitting facility** in the spinning facility – Capex of Rs 168.6 mn
- 3. Addition of balancing machineries** at existing dyeing unit at the SIPCOT facility – Capex of Rs 49.1 mn
- 4. Common Infrastructure** for spinning and knitting facility – Capex of Rs 60.6 mn

These investments will lead to

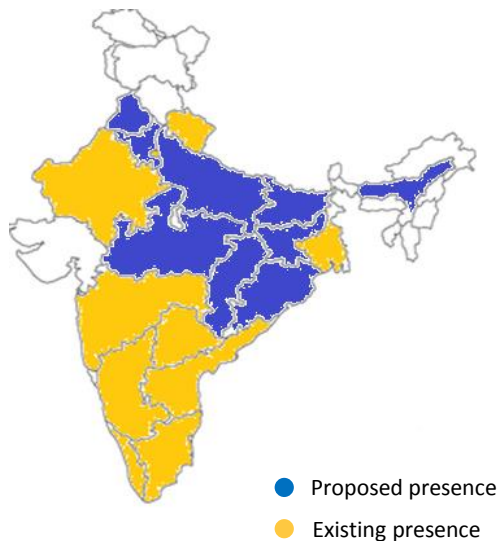
- **De-bottlenecking and backward integration.**
- **Improved operational efficiency and quality control.**
- **Operating cost reduction leading to margin improvement.**
- **Provide support for future expansion.**

BUSINESS STRATEGY & OUTLOOK

EXPAND RETAIL PRESENCE ACROSS INDIA



PROPOSED EXPANSION OF RETAIL PRESENCE OVER THREE YEARS



- Growing aspiration levels of people in Tier II, III and IV cities in India along with rising brand awareness and higher disposable income makes these smaller urban areas as focal points for expansion.
- SPAL intends to capitalize on this opportunity to grow its menswear products under the 'Crocodile' brand.
- Capex plan of Rs 278.5 mn for establishing 70 new retail COCO stores, expanding its presence from 9 states to 18 states in India over next 3 years.



Q4 & FY18 Results Update

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Business Strategy & Outlook

**FINANCIAL OVERVIEW
& SHAREHOLDING STRUCTURE**



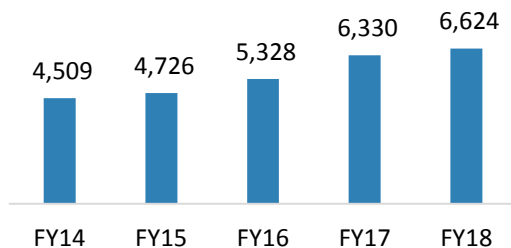
FINANCIAL OVERVIEW



FY14-16 Figures are as per the I-GAAP standards, FY17 & FY18 Figures are as per IND-AS standards

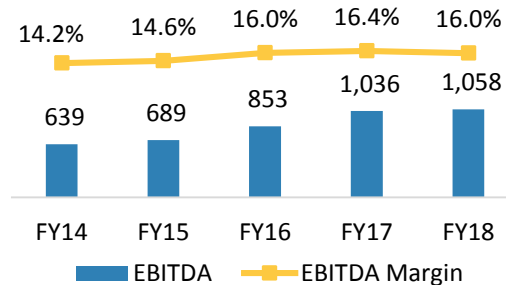
REVENUES

CAGR: 10 %



EBITDA & EBITDA MARGIN

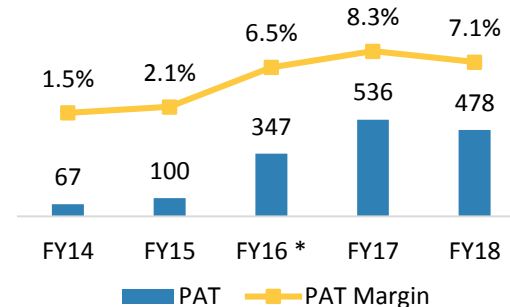
CAGR: 13 %



PAT & PAT MARGIN

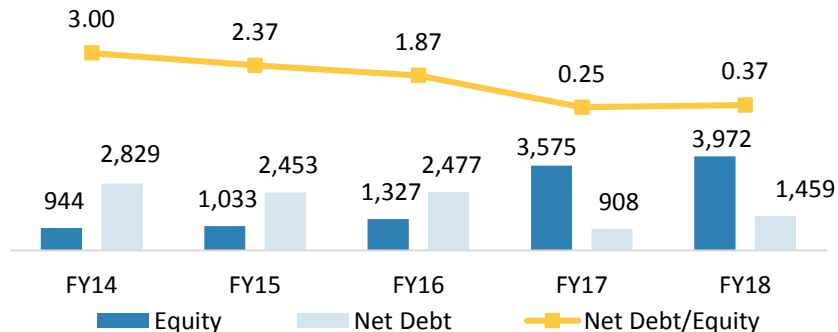
In Rs Million

CAGR: 64 %

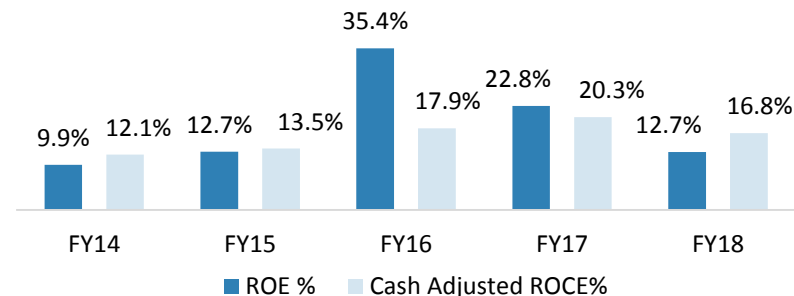


* Excludes exceptional item of write-off of amount considered recoverable from a bank on account of matured foreign currency contracts as of April 1, 2011

LEVERAGE ANALYSIS



RETURN METRICS



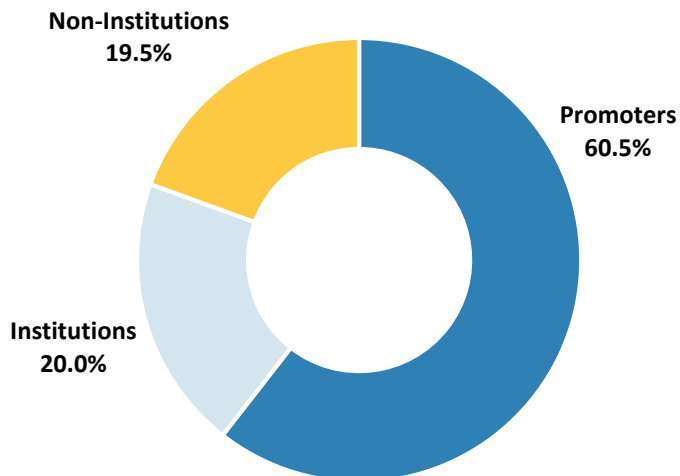


Utilization of Net proceeds as on 31st March 2018

Particulars (Rs million)	Utilization Planned	Amount Utilized	Amount Pending Utilization
Expansion and modernization of manufacturing facility	701.6	163.4	538.2
Repayment or prepayment of debt	630.0	630.0	0.0
Opening of new stores for the sale of 'Crocodile' products	278.5	141.1	137.4
Addition of balancing machineries for existing dyeing unit	49.1	49.1	0.0
General Corporate Purposes and Issue Expenses	490.8	490.8	0.0
Total	2,150.0	1,474.4	675.6



SHAREHOLDING PATTERN – 31st March 2018



Source: Company

KEY SHAREHOLDERS – 31st March 2018

Goldman Sachs India Ltd	5.32%
UTI- Balanced Fund/Retirement Benefit Pension Fund	5.29%
DSP Blackrock Small Cap Fund	4.91%
Birla Sun Life Insurance Company Limited	2.78%
The Scottish Oriental Smaller Companies Trust	2.04%
Principal Mutual Fund	1.79%

FOR FURTHER QUERIES:



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