



SHREE KARNI FABCOM LIMITED  
TECHNICAL TEXTILE & COATED FABRIC  
(Formerly known as Shree Karni Fabcom LLP)

24<sup>th</sup> December, 2024

To  
Listing Department,  
National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor,  
Bandra Kurla Complex,  
Mumbai-400051

**Scrip: SHREEKARNI**

Dear Sir/Madam,

**Sub: Investor Presentation**

With reference to the Subject cited above, please find attached herewith the Investor Presentation.

This is for your information and record.

Thanking you.

Yours faithfully,  
**For Shree Karni Fabcom Limited**

**Dhiraj Ramkishor Vaishnav**  
**Company Secretary & Compliance Officer**  
**M.No. A62575**





# SHREE KARNI FABCOM LTD

Redefining Excellence in  
Technical Textiles

**Investor Presentation**

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# About Us

Shree Karni Fabcom is a leading **B2B manufacturer of specialized technical textiles**, serving industries ranging from **travel accessories, backpacks, apparel, and footwear to upholstery, medical arch support, and industrial solutions**. Operating under the brand SKFL, we excel in **Woven Fabrics, Knitted Fabrics, Coated Fabrics, and 100% polyester materials**.

Our company has developed a comprehensive range of capabilities, including weaving, knitting, **dyeing**, coating, sizing, and the production of finished goods tailored to diverse industries. With a dedicated team of designers and technical engineers, we are well-equipped to adapt to the ever-evolving needs of the market. These efforts have enabled us to innovate and develop new products such as defense-grade army jackets, parachutes, foldable furniture and others, while successfully partnering with esteemed global leaders in various sectors.

With cutting-edge, **fully automated manufacturing facilities**, we source the finest yarns, resins, acrylics, and coating chemicals to produce innovative, high-performance textiles. Transitioning from trading to becoming a state-of-the-art manufacturer, Shree Karni Fabcom continues to redefine the technical textile landscape with precision and versatility.

## Our Offerings



Pu Coated Fabrics



Eva Coated Fabrics



Air mesh Fabrics



Recycled Fabrics



Speciality Custom Fabrics



Inter Lining Fabrics



Rain Proof Fabrics



Armed Forces Fabrics



Luggage & Backpack Fabrics



Knit Backing Fabrics

## Applications



# Key Highlights

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50,000  
METERS

Installed capacity for poly acrylic and polyurethane coating per day

70,000

meters per day  
Installed capacity for weaving

209

Weaving machines  
Installed to enhance production capabilities

3.5 TONNES

Installed capacity for knitting per day

8,000

meters per day  
Installed capacity for EVA lamination

3

Coating Machines Installed  
1 for EVA/PVC Coating and 2 for PU/PA Department

NEW  
DYEING  
UNIT

To be operational by Q4'FY25

NEW  
STITCHING  
UNIT

Total 1200 machines by Q1'FY26

19

Presence across 17 states and  
2 Union Territories

2MW+2MW

Installed To be installed  
by Q2'FY26

**Solar Capacity**

ZERO

Water wastage

200+

Talent Pool



# From Management's Desk

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Over six months have passed since our IPO, and I extend my heartfelt gratitude to all stakeholders for their unwavering support on this transformative journey. The IPO has been a catalyst, enabling us to evolve into a fully integrated manufacturer of technical textile products.

We are taking significant strides in expanding our capabilities. The addition of an **in-house dyeing unit is set to enhance our overall margins by 2-3%**. Alongside this, we are scaling up our finished product infrastructure with **new stitching unit** while strengthening our skilled workforce. These developments will help us launch **new products, secure new clients, and increase wallet share with existing customers, focusing on both margin and volume growth as we become a preferred partner for customers with capabilities to compete with imported products.**

To reinforce our quality and competitiveness, we have invested in obtaining **Sedex and WRAP certifications**, a key milestone in H1FY25. Additionally, we are diversifying into high-growth sectors such as **defense, artificial flowers, security jackets, laptop bags, parachutes**, and more, further positioning us for improved margins and market expansion.

**Audits and certifications for MNC brands** are also progressing well. As our capital expenditures come to fruition, we anticipate stronger performance ahead. These initiatives underscore our dedication to innovation, excellence, and creating long-term value for all stakeholders.



**Mr. Rajiv Lakhota**

**Managing Director**

# Our Journey: After IPO

## Stitching Growth with Backward and Forward Integration

### Backward Integration

2-3% Margin Improvement

Higher Volumes & New Launches

Premium Product Pricing

Wide Range Of Products

Lower Working Capital

In-House Dyeing Unit

Expanded Fabric Portfolio

Increased Production Volumes

Enhanced Capabilities for New Clients

Greater Manufacturing Flexibility

Optimized Operations



Enhancing **bottom-line profitability** by 2-3% while enabling the production of highly specialized products. This is expected to be operational by Q4'FY25.



Transitioning beyond polyester to include **Nylon and Cotton**, diversifying our offerings.



Achieving **higher volumes** through backward integration, **advanced machinery**, and **new fabric additions**.



Integration **strengthens our qualifications**, enabling us to attract and serve esteemed clients with **premium products**.



Upgraded infrastructure allows us to cater to a **wider range of products** with enhanced agility and efficiency.



Integration **reduces costs, time, and working capital** requirements while improving quality and boosting overall profitability.

# Our Journey

Our Dyeing Unit: To Be Operational By Q4'FY25





# Our Journey: Forward Integration

Integrating To Become End To End Manufacturer

Expanding Finished Goods Unit

Capability To Manufacture New Products

New Client Acquisition

No.Of Machines

200  
Current

700  
By Jan'25

1200  
By Jun'25



# Our Journey



Our Finished Goods Unit: To Be Operational By Q1'FY26



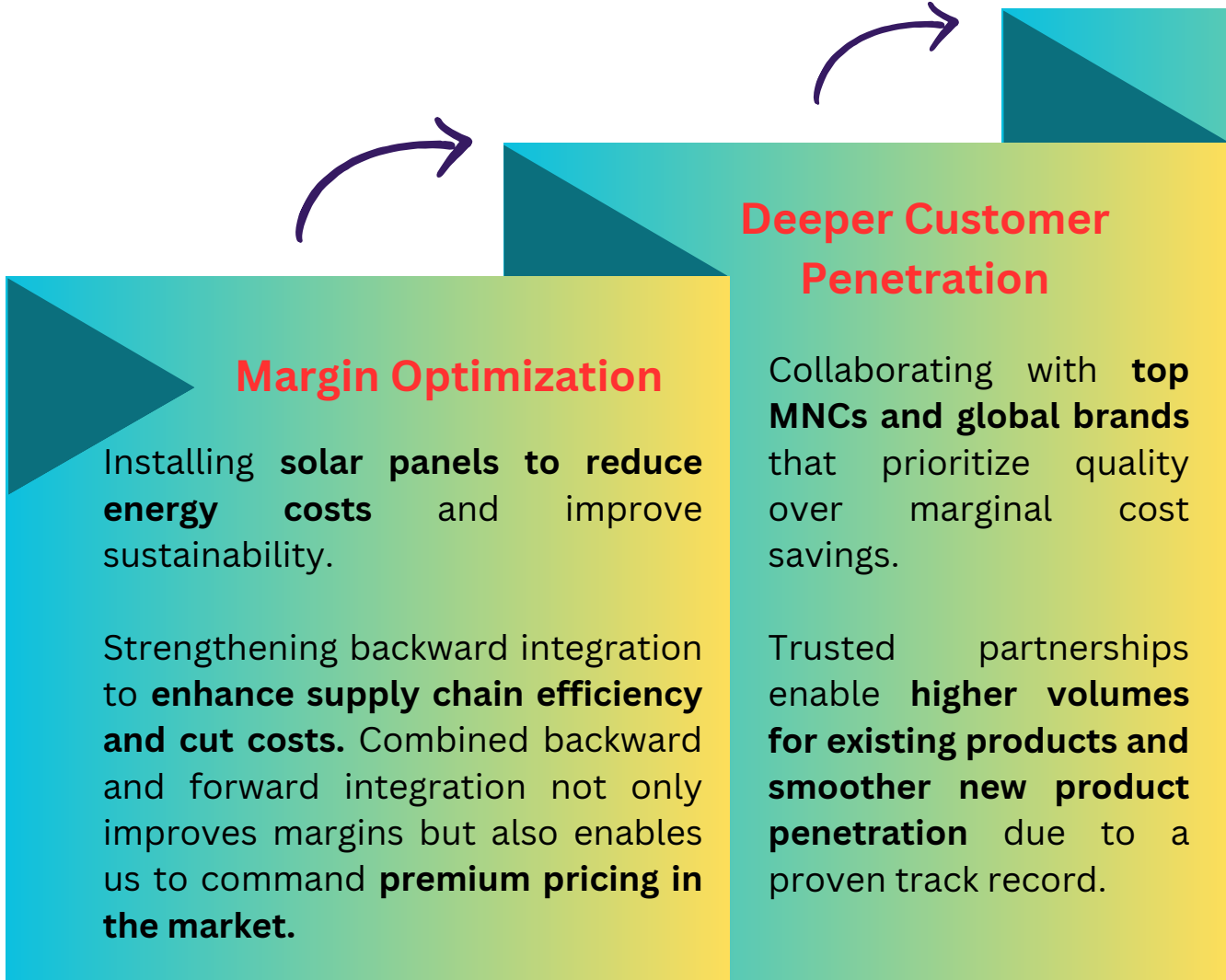
# Our Journey

## Stitching Growth with Backward and Forward Integration

Adding 2MW Solar Panels  
(2MW already installed)

R-pet Contributing  
20% To Fabric

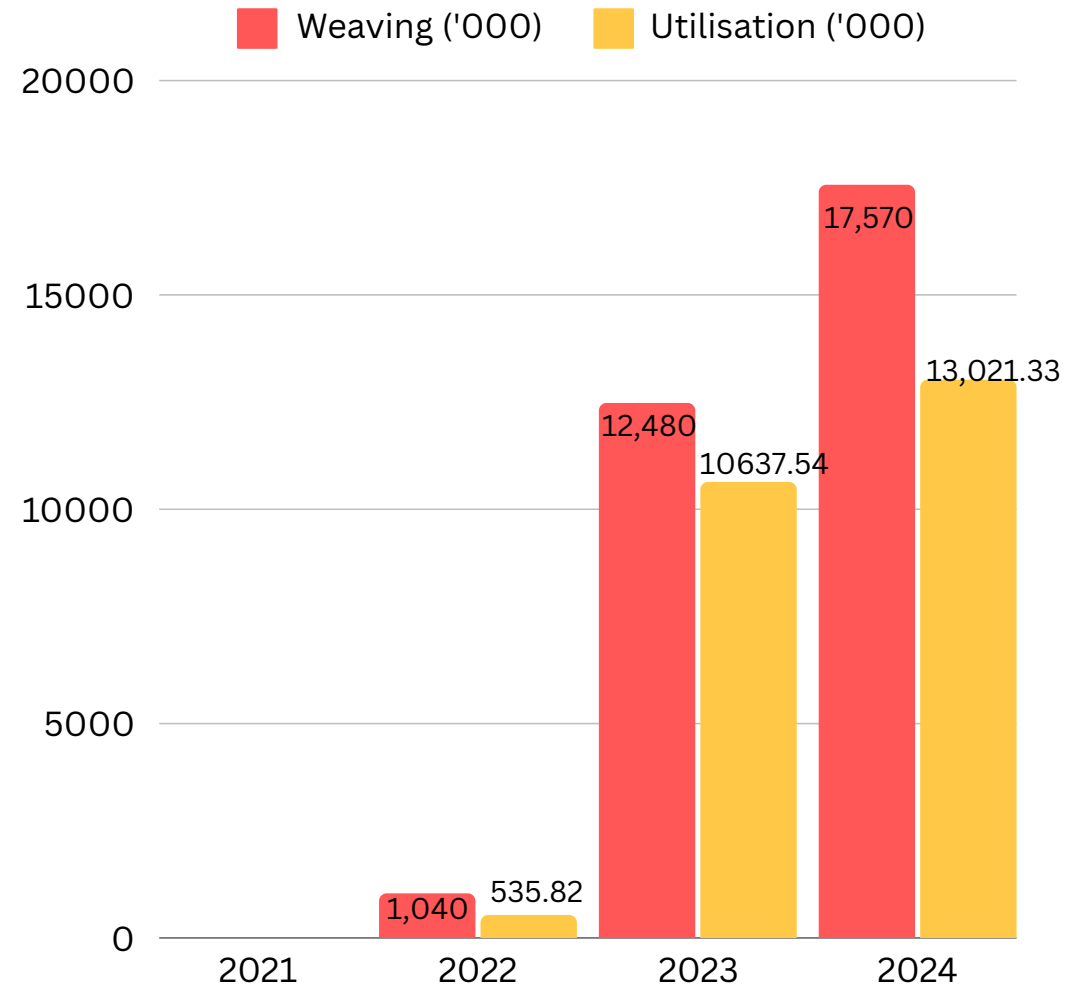
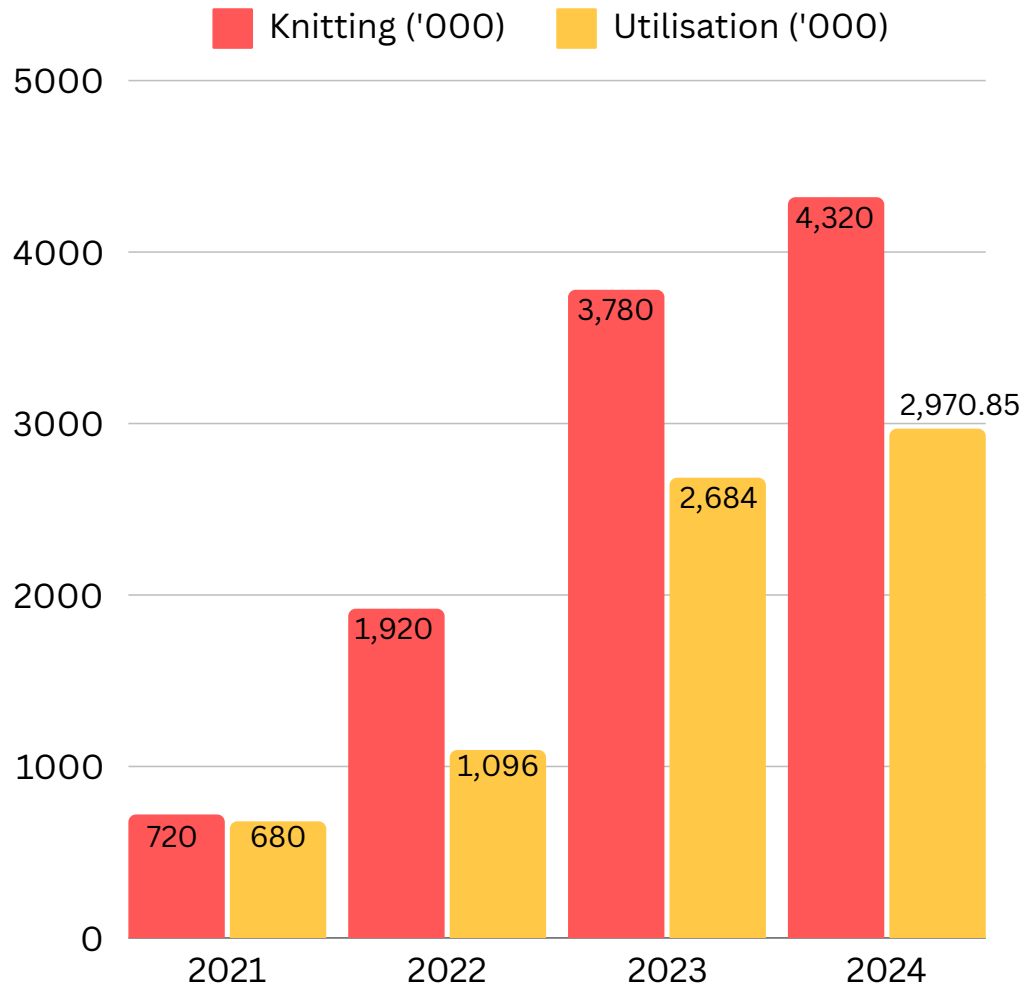
Easy Penetration Of  
New Products



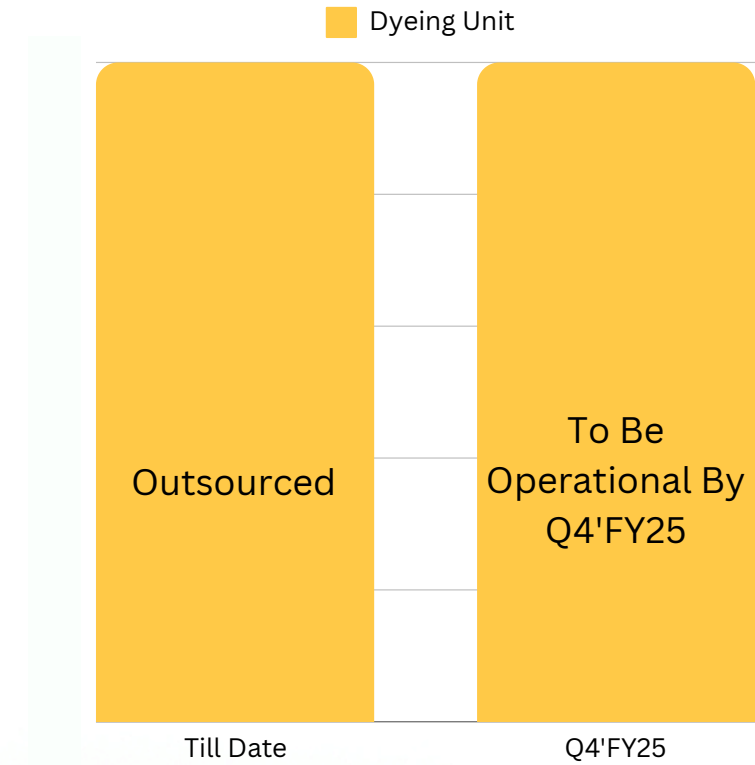
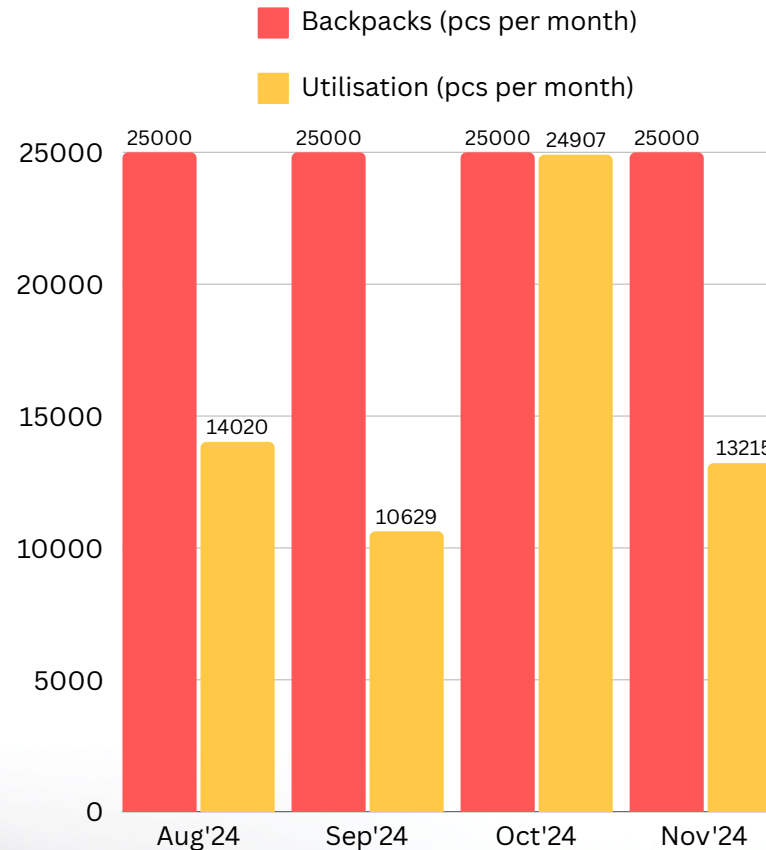
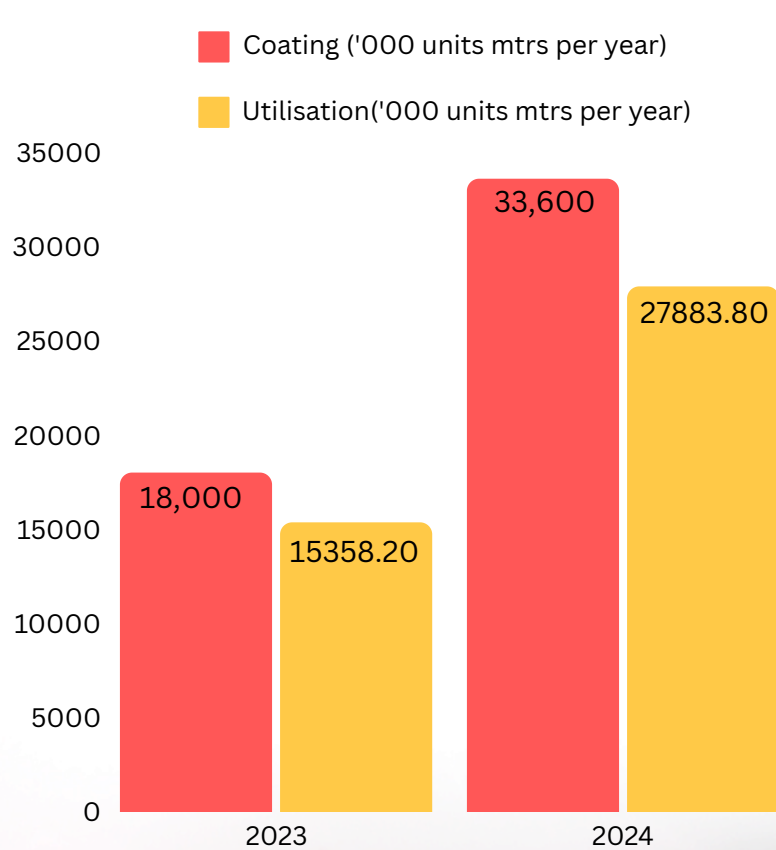
**ESG Compliant**

We are committed to sustainability through initiatives like **water recycling, solar energy adoption, and carbon neutrality, while incorporating R-PET yarn in 20% of our fabrics**. These efforts align with global ESG standards, enhance client trust, and drive long-term growth.

# Our Manufacturing Capacities



# Our Manufacturing Capacities



# Our Manufacturing Facilities



Solar Panels



Finished Goods Unit



In-House Testing Lab



Packing Division



Coating Unit



Weaving Unit

# Our Team

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**Mr. Radhe Shyam Daga**  
**Whole Time Director**

Mr. Radhe Shyam Daga, Whole-time Director and esteemed Promoter of our Company, brings over two decades of invaluable experience in the textile industry. At 66, his leadership stands as a pillar of strength, guiding the day-to-day operations with precision and insight. Under his stewardship, the organisation benefits from seamless operations and a steadfast commitment to excellence. Mr. Daga's profound expertise not only fortifies the foundation of our company but also drives its continued success and operational efficiency.



**Mr. Rajiv Lakhotia**  
**Managing Director**

Mr. Rajiv Lakhotia, aged 43, serves as a distinguished Promoter and Managing Director at SKFL. A graduate of the University of Calcutta with a bachelor's degree in commerce. At SKFL, he plays a pivotal role in driving Business Development, Customer Relations, and Growth initiatives. His visionary leadership, attuned to the dynamic needs of the industry, has been instrumental in advancing the company's growth. Under his stewardship, SKFL continues to thrive, with his strategic direction significantly contributing to our ongoing success and development.



**Mr. Manoj Kumar Karnani**  
**Whole Time Director**

Mr. Manoj Kumar Karnani, at 49, serves as Promoter and Whole-time Director at our esteemed Company. With a professional background as an independent agent specialising in customs clearance consultancy, Mr. Karnani possesses deep knowledge of customs laws, which is vital to our operations. His over two decades of hands-on experience in international trade management play a pivotal role in optimising our import and export functions. His strategic insight and operational expertise greatly enhance our company's ability to navigate the complexities of international trade, solidifying his indispensable role within our organisational framework.



**Mr. Raj Kumar Agarwal**  
**Whole Time Director**

Mr. Raj Kumar Agarwal, aged 40, serves as Promoter and Whole-time Director at our esteemed Company, bringing a wealth of expertise to our global operations. A Commerce graduate from Capital University, Mr. Agarwal's deep understanding of the international market, coupled with his fluency in the Chinese language, makes him an invaluable asset. Devoting a significant portion of his time abroad, he oversees all international procurement activities, from sourcing raw materials and machine parts to managing finished and semi-finished goods. Beyond his procurement expertise, Mr. Agarwal has been instrumental in identifying and integrating cutting-edge global technology and machinery into our operations.

# Our Team

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**Mr. Sudhir Panwar**  
Age 42 years

- Mr. Sudhir Panwar is an Associate Director in our company. He has over 28 years of experience working with Backpack and related products. He has completed Master of Computer Application from Ignou.
- He has worked with Brands like Dell, Tommy Hilfiger, Target, TORG, Hollister, Walmart, GAP, etc.
- Mr. Panwar brings extensive expertise in marketing, and technical operations particularly in import and export transactions.
- He is responsible for driving growth in global business development for finished goods products.

**Dharmesh Bavishi**  
Age 48 years

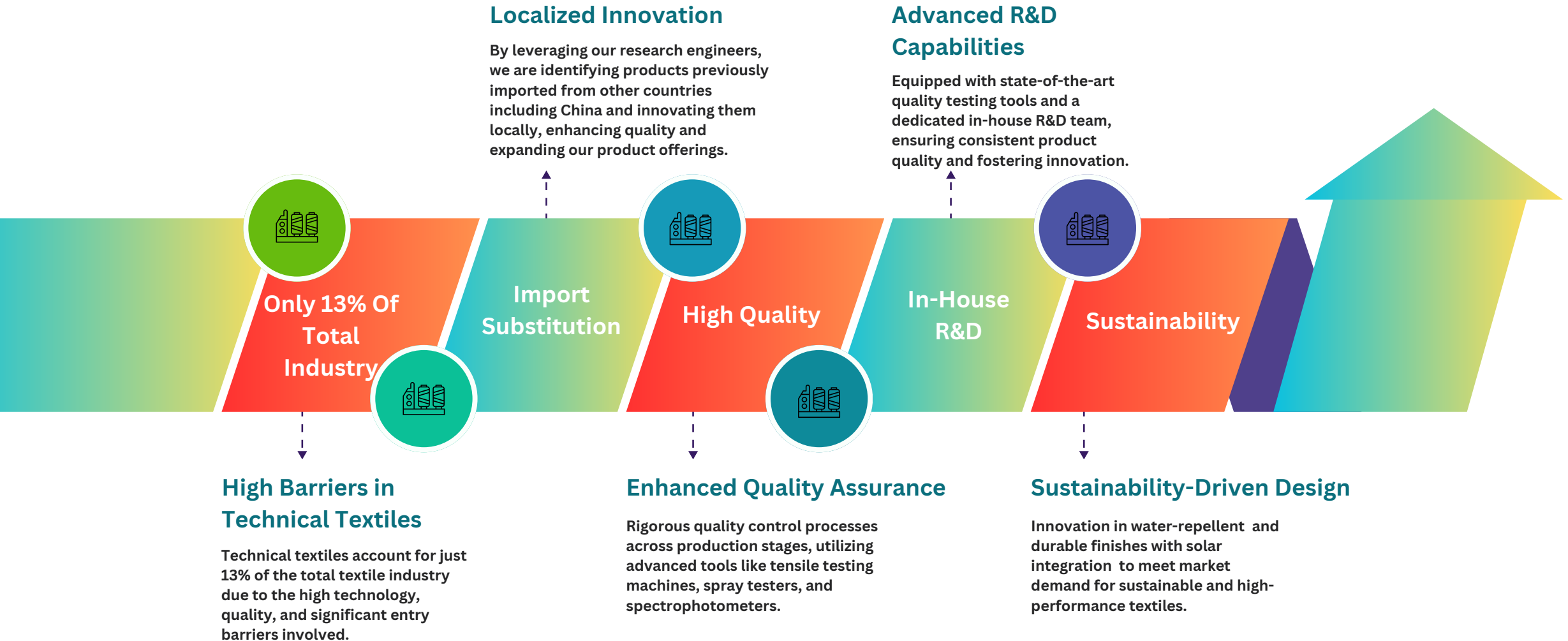
- Mr. Dharmesh Bavishi is an Associate Director in our company. He has completed Production Engineer, Nagpur University.
- He has around 25 years of experience in Luggage Industry specializing in OEM Business Development, Product Creation, Brand Collaboration and Core Marketing Management Strategies.
- He has worked with brands like Samsonite, Walmart, Ikea, Decathlon, Marks & Spencer.
- He is responsible for driving growth in the business development of technical textiles within the domestic market.





# Way Forward: Continuous Product Innovation

## From Technical Textiles to Strategic Niches



# Way Forward: Expanding Client Base

Increasing Wallet Share in Existing Clients

## New Clients

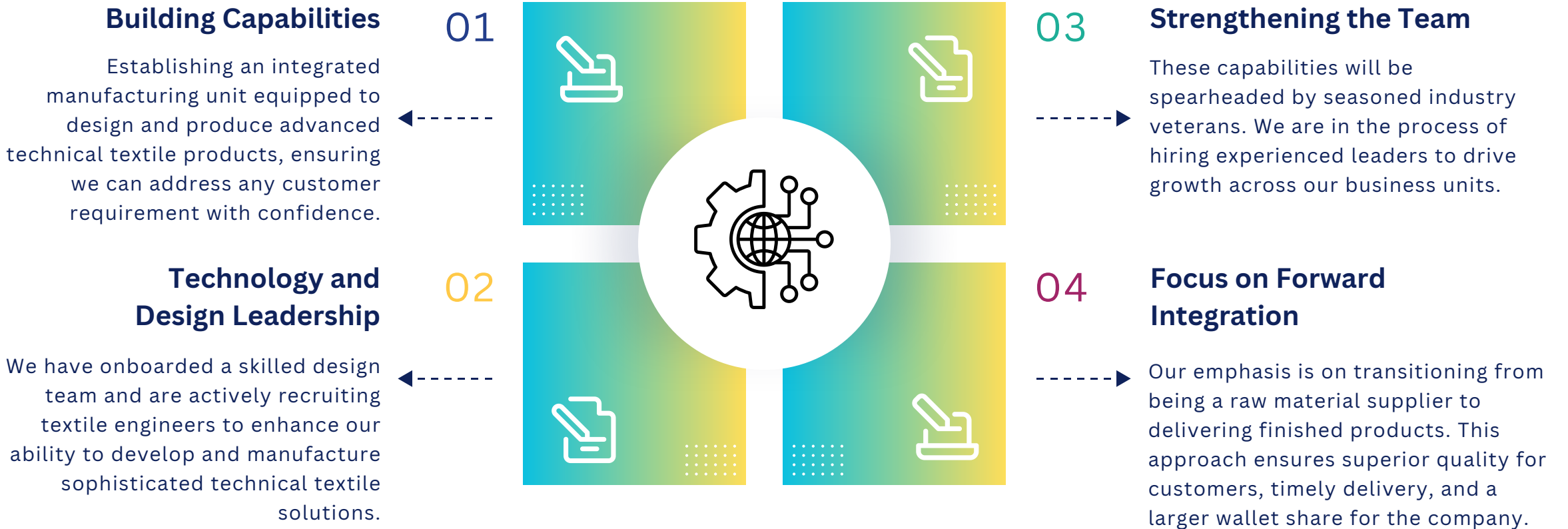


## Existing Clients



# Way Forward

## Strengthening Our Core Pillars



# Quality Driving The Growth

## Certifications And Recognitions



# Financial Performance



In Lakhs

Particulars (Consolidated)	H1FY25	H1FY24	YOY Growth %
	Unaudited	Unaudited	
<b>Total Revenue</b>	<b>7680.69</b>	<b>6,101.02</b>	<b>25.89%</b>
Total Expense	6602.77	5,434.34	
<b>EBITDA</b>	<b>1105.98</b>	<b>666.67</b>	<b>65.89%</b>
<b>EBITDA Margins %</b>	<b>14.40%</b>	<b>10.93%</b>	<b>31.75%</b>
Other Income	68.60	9.40	
Depreciation And Amortization Exepene	297.36	86.34	
Finance Cost	218.91	169.79	
Profit before Tax	658.31	419.94	56.76%
Tax Exepense	171.61	216.68	
<b>PAT</b>	<b>486.70</b>	<b>203.26</b>	<b>139.45%</b>
<b>PAT Margins %</b>	<b>6.34%</b>	<b>3.33%</b>	<b>90.40%</b>
EPS	6.88	2.87	

## Key Highlights:

- In H1 FY25, we experienced strong demand in our existing as well in the new backpack segment.
- Timely execution contributed to revenue growth.
- An operational loss of approximately ₹2 crore related to backpack capacity expansion.
- And approximately ₹50 lakhs in inventory damage due to excessive rainfall.
- Additionally, we undertook an opex of approximately ₹1 crore for certifications such as SEDEX and WRAP, which also involved site construction changes and other associated expenses.

# Balance Sheet



EQUITY AND LIABILITIES			ASSETS		
Particulars (In Lakhs)	H1FY25	FY24	Particulars (In Lakhs)	H1FY25	FY24
	Unaudited	Audited		Unaudited	Audited
<b>Shareholders' funds</b>			<b>Non-current assets</b>		
(a) Share capital	707.20	707.20	(a) Property, Plant & Equipment	5178.05	5051.34
(b) Reserves and Surplus	6576.41	6089.71	(b) Other Intangible assets	428.73	22.48
(c) Minority interest	140.52	134.98	(c) Capital Work-in-Progress	988.30	331.23
			(d) Non Current Investments	332.47	271.42
<b>Non-current liabilities</b>			(e) Other Non Current Assets	651.88	425.39
(a) Long term Borrowings	2032.43	2158.72			
(b) Deferred Tax Liability (net)	73.21	55.35			
(c) Other Long term Liabilities	19.26	10.43			
			<b>Current Assets</b>		
<b>Current liabilities</b>			(a) Inventories	4128.49	3780.43
(a) Short Term Borrowings	5900.72	5779.08	(b) Trade receivables	4616.15	3258.02
(b) Trade payables	2283.63	1105.56	(c) Cash and cash equivalents	767.44	2604.33
(c) Other current liabilities	367.35	355.47	(d) Short term loans and advances	-	-
(d) Short-term provisions	0.78	0.42	(e) Other current assets	1009.99	616.30
<b>TOTAL</b>	<b>18101.51</b>	<b>16396.92</b>	<b>TOTAL</b>	<b>18101.51</b>	<b>16396.92</b>



# THANK YOU

Connect With Us



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Investor Relations  
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