



# S.P.APPARELS LTD.



Regd. Office : 39-A, Extension Street, Kaikattipudur, AVINASHI - 641 654, Tamil Nadu, India.  
Phone : +91-4296-714000 E-mail : spindia@s-p-apparels.com  
Web : www.s-p-apparels.com CIN No.: L18101TZ2005PLC012295

11<sup>th</sup> August, 2022

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 for Q 1 FY 23 results 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 LTD.**

# Investor Presentation

**Q1 FY23 Results Update**

*August 2022*





**S.P.APPARELS LTD.**

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- [Company Overview](#)
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# Disclaimer

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*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.*





**S.P.APPARELS LTD.**

# Q1 FY23 Results Update



# Q1 FY23 - Key Highlights

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92% YoY ↑

Growth in Total Revenue<sup>1</sup>



118% YoY ↑

Growth in Gross Profit



74% YoY ↑

Growth in Adj. EBITDA



123% YoY ↑

Growth in Profit after Tax



93% ↑

Increase in Garment Revenue



PAT stands at ↑

Rs.258 mn



145 bps ↑

Expansion in PAT Margin



Stable operations in SP UK with revival in Retail ↑



14.8 mn ↑

Pieces exported up by 64% YoY



12% increase in Cash % Cash Equivalents YoY as on Q1FY23 ↑



Rs.10 ↑

EPS increased by 123% YoY

## Notes:

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)

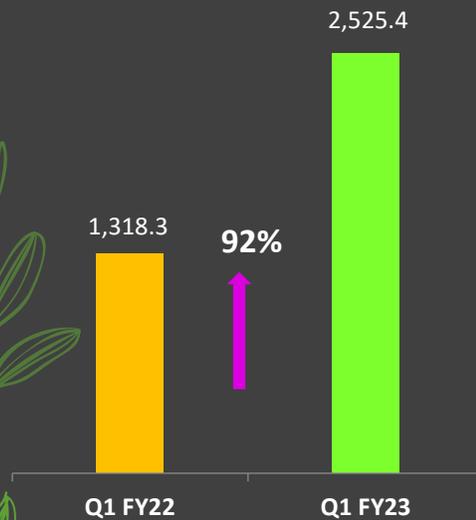


# Q1 FY23 Result - Key Highlights

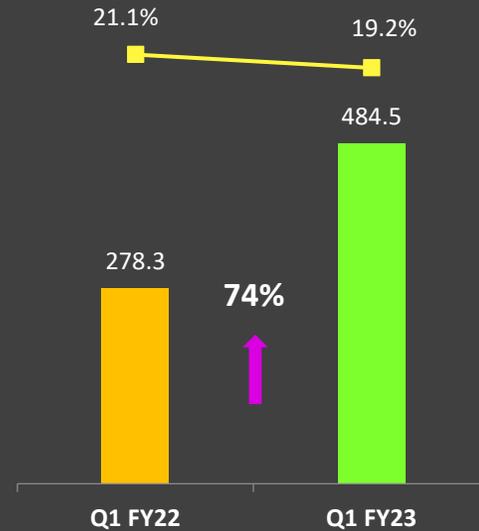
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In Rs Mn

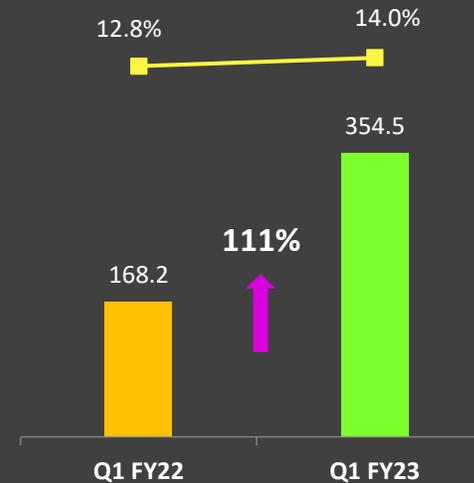
## REVENUES <sup>1</sup>



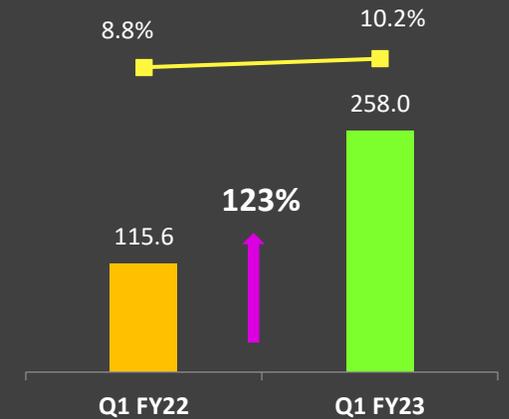
## Adj. EBITDA & EBITDA MARGIN <sup>2</sup>



## PBT\* & PBT MARGIN <sup>3</sup>



## PAT & PAT MARGIN <sup>3</sup>



### Notes:

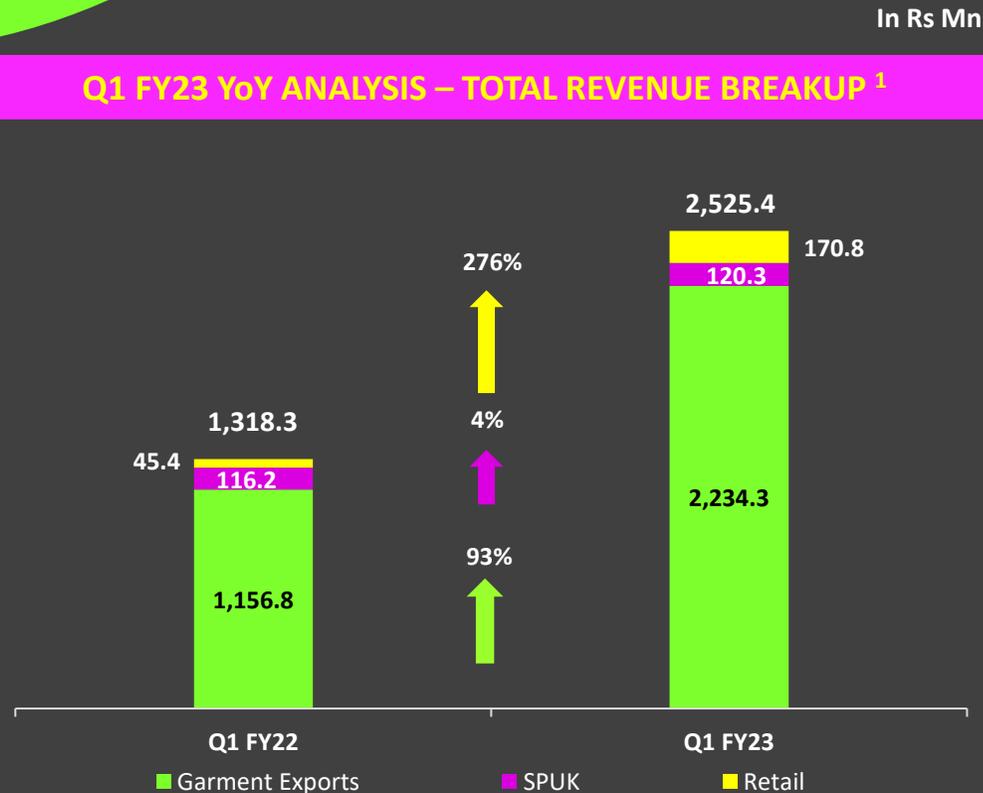
1. Total revenues include realised gain on account of foreign exchange fluctuations (accounted in other income)
2. In addition to (1), EBITDA calculation excludes unrealised MTM gain / loss on account of foreign exchange fluctuations (accounted in other expenses)
3. PBT Margin = Reported PBT / Total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



# Q1 FY23 – Division Wise Analysis

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## Q1 FY23 YoY ANALYSIS – TOTAL REVENUE BREAKUP <sup>1</sup>



DIVISION REVENUES SHARE	Q1 FY22	Q1 FY23
Garment Exports	87.7%	88.5%
SPUK	8.8%	4.8%
Retail	3.4%	6.8%

Adj. EBITDA MARGIN % <sup>2</sup>	Q1 FY22	Q1 FY23
Garment Exports	26.1%	21.6%
SPUK	0.3%	-1.9%
Retail	-53.8%	2.9%

### Notes:

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



# Q1 FY23 - Key Analysis

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## Q1 FY23 total revenues<sup>1</sup> increased by 92% YoY to Rs 2,525 mn

- ❖ Revenues grew by 93% on a YoY basis in Garment Exports division due to traction in demand from existing customers
- ❖ Retail division revenue grew by 276% YoY aided by sharp recovery in demand post COVID-19, strong brand recall and superior product quality

## Q1FY23 Adj. EBITDA<sup>2</sup> stands at Rs.485 mn. up by 74% YoY. Adj. EBITDA margins stood at 19.2%

- ❖ Higher EBITDA was primarily due to the benefit of operating leverage on the back of the increase in revenue along with increased efficiency and cost control measures

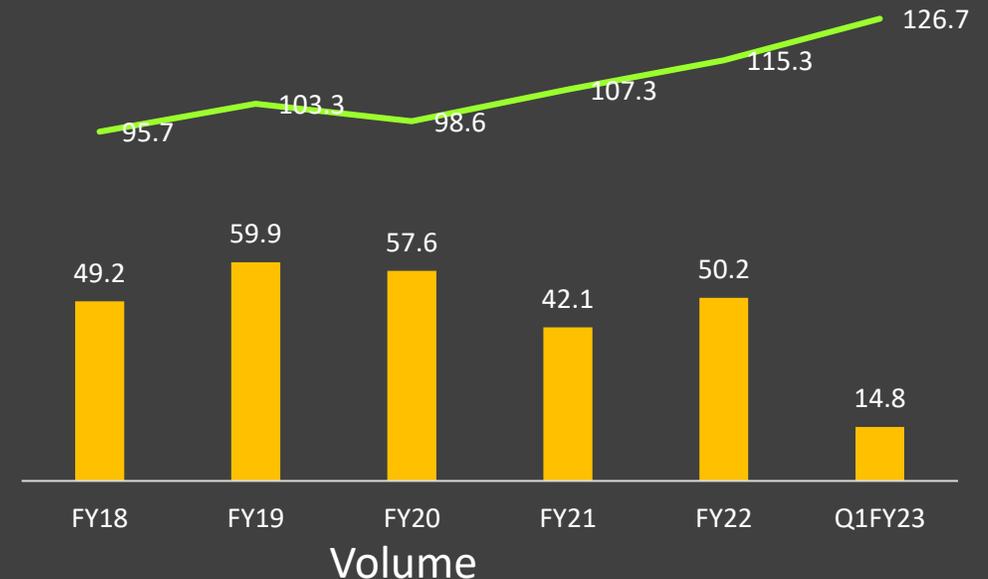
## Other Highlights

- ❖ Buy -Back of shares shall be considered post AGM on September 2022.

### Notes:

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

Volumes (mn pcs) & NSR (INR)



# Q1 FY23 Result - Consolidated Profit & Loss Statement

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Particulars (In Rs Mn)	Q1FY23	Q1FY22	YoY %	FY22	FY21	YoY %
Revenue from Operations	2,457.8	1,330.8	84.7%	8,594.3	6,523.1	31.8%
Gain on account of Foreign Currency Fluctuations	67.7	-12.5	-	77.6	8.8	784.9%
<b>Total Revenues</b>	<b>2,525.4</b>	<b>1,318.3</b>	<b>91.6%</b>	<b>8,671.9</b>	<b>6,531.9</b>	<b>32.8%</b>
COGS	937.68	430.9	117.6%	3,541.3	2697.73	31.3%
<b>Gross Profit</b>	<b>1,587.7</b>	<b>887.4</b>	<b>78.9%</b>	<b>5,130.5</b>	<b>3,834.2</b>	<b>33.8%</b>
<b>Gross Margin</b>	<b>62.9%</b>	<b>67.3%</b>	<b>-445bps</b>	<b>59.2%</b>	<b>58.7%</b>	<b>46bps</b>
Employee Expenses	577.7	324.1	78.2%	1,903.0	1,491.7	27.6%
Other Expenses excl. MTM gain / loss on account of Foreign Currency Fluctuations	525.6	285.1	84.4%	1,699.3	1,270.5	33.8%
<b>Adj. EBITDA</b>	<b>484.5</b>	<b>278.3</b>	<b>74.1%</b>	<b>1,528.2</b>	<b>1,072.0</b>	<b>42.6%</b>
<b>Adj. EBITDA Margin %</b>	<b>19.2%</b>	<b>21.1%</b>	<b>-192bps</b>	<b>17.6%</b>	<b>16.4%</b>	<b>121bps</b>
MTM (Gain) / Loss on account of Foreign Currency Fluctuations	-13.0	9.9	n.a	-67.2	19.8	-
Depreciation	95.3	84.2	13.1%	346.3	323.1	7.2%
Finance Cost	50.6	32.0	58.3%	118.5	142.8	-17.0%
Other Income excl. Gain on account of Forex Fluctuations	2.9	15.9	-81.8%	17.3	5.0	247.5%
<b>PBT</b>	<b>354.5</b>	<b>168.2</b>	<b>110.8%</b>	<b>1,147.9</b>	<b>591.4</b>	<b>94.1%</b>
Tax Expense	96.6	52.6	83.7%	301.0	159.7	88.5%
<b>PAT</b>	<b>258.0</b>	<b>115.6</b>	<b>123.2%</b>	<b>846.9</b>	<b>431.7</b>	<b>96.2%</b>
<b>PAT Margin %</b>	<b>10.2%</b>	<b>8.8%</b>	<b>145bps</b>	<b>9.8%</b>	<b>6.6%</b>	<b>316bps</b>
<b>Earnings Per Share (EPS) In Rs.</b>	<b>10.0</b>	<b>4.5</b>	<b>96.2%</b>	<b>32.96</b>	<b>16.80</b>	<b>96.2%</b>

#### Notes:

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



# FY22 - Consolidated Balance Sheet

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Particulars (Rs Million)	Mar-21	Mar-22
<b>Equities &amp; Liabilities</b>		
<b>Shareholder's Funds</b>		
Share Capital	256.9	256.9
Other Equity	5,326.9	6,120.8
<b>Total Shareholder's Funds</b>	<b>5,583.9</b>	<b>6,377.7</b>
Minority Interest	-64.5	-65.3
<b>Non-Current Liabilities</b>		
a. Financial Liabilities		
Borrowings (please refer note below)	547.1	673.9
Other Financial Liabilities	135.8	134.8
b. Deferred Tax Liabilities	301.8	330.8
c. Other Non-Current Liabilities	0.0	0.2
<b>Total of Non-current liabilities</b>	<b>984.7</b>	<b>1,139.7</b>
<b>Current Liabilities</b>		
a. Financial Liabilities		
Borrowings	1,282.1	1,461.5
Trade Payables	911.4	1,189.5
Other Financial Liabilities	276.0	374.6
b. Other Current Liabilities	60.0	72.5
c. Provisions	88.1	66.1
<b>Total of Current liabilities</b>	<b>2,617.5</b>	<b>3,164.1</b>
<b>Total Liabilities</b>	<b>9,121.6</b>	<b>10,616.2</b>

Particulars (Rs Million)	Mar-21	Mar-22
<b>Assets</b>		
<b>Non-Current Assets</b>		
a. Property, Plant and Equipment	4,007.6	4,105.1
b. Capital work in progress	102.4	77.5
c. Intangible assets	59.7	58.9
d. Financial Assets		
Investments	1.9	1.8
Loans & Advances	0.0	0.0
Others	209.8	399.2
e. Other non-current assets	10.4	42.0
f. Right of use assets	372.6	331.9
<b>Total non-current assets</b>	<b>4,764.4</b>	<b>5,016.3</b>
<b>Current Assets</b>		
a. Inventories	2,413.5	3,320.3
b. Financial Assets		
Trade Receivables	1,166.8	1,086.1
Cash & Cash equivalents	411.8	595.0
Others	19.2	97.9
c. Other Current Assets	346.0	500.7
<b>Total current assets</b>	<b>4,357.2</b>	<b>5,599.9</b>
<b>Total Assets</b>	<b>9,121.6</b>	<b>10,616.2</b>

**Notes:**

Long term debt includes right to use property obligation close to Rs. 332 Mn





**S.P.APPARELS LTD.**

# Company Overview



## 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 Yarn to finished products including body suits, sleep suits, tops and bottoms.
- ❖ Strong promoter pedigree with more than three 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 18 facilities having close proximity to key raw materials & skilled labour.
- ❖ Advanced manufacturing machineries with latest technology and automation.

## FINANCIAL OVERVIEW \*

- ❖ Reported Consolidated Revenues, EBITDA and PAT were Rs 8,672 mn, Rs 1,528 mn and Rs 847 mn in FY22.
- ❖ Strong balance sheet with Net Debt to Equity ratio of 0.22x as on Mar-22.
- ❖ Improving profitability & return ratios over FY15 to FY22-
  - ❑ Reported PAT Margin: 1.7% to 9.8%
  - ❑ Cash Adjusted ROCE: 13.4% to 17.2%
  - ❑ ROE: 9.6% to 20.2%

### Notes:

ROE = PAT before MI / Avg. Equity (Excl. preference shares) + MI (Cash adj. PAT)  
Cash Adj. ROCE = EBIT / Avg. Capital Employed (excl. cash & current investments),



# Our Evolution

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**1989**

Started export operations as a partnership firm

**1998**

Set-up manufacturing facility at Neelambur

**2003**

Set-up first in-house embroidery facility at Thekkalur



**1989-2003**  
Bootstrap Phase

**2004**

Set-up of flagship factory at Avinashi

**2005**

Commissioned dying plant at Perundurai

**2006**

- Investment by NYLIM
- Investment in Joint Venture for manufacturing and marketing of "Crocodile" Brand

**2007-08**

Amalgamation with Sri Balaji Bakkiam Spinning Mills



**2004-2008**  
Expansion Phase

**2008-13**

Streamlining of operations to integrate the factories, increase efficiencies and increase backward integration

**2014**

Incorporation of SP Apparels UK to cater to increasing integration, get a closer-to-client presence, and develop new relationships



**2008-2015**  
Consolidation Phase

**2016**

- Listed on BSE / NSE
- Repayment of Loans to reduce leverage

**2017-22**

- Integration / expansion of manufacturing facilities to increase operational efficiency
- Expansion of Crocodile brand in unexplored states and cities in India



**2016-22**  
Growth Phase



# Leading Exporter of Infant & Children Wear in India

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

### INDUSTRY'S UNIQUE CHALLENGES



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



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



- ❖ 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
- ❖ Company is working towards sustainable growth by continuously working on improving its ESG matrix

SPAL is strongly placed to capitalize on future growth opportunities

SPAL – EXPORTS VOLUMES SOLD IN MILLION



#### Note:

Lower volumes in FY21 on account of Covid-19 related disruptions



# Preferred Vendor To Reputed International Brands

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## Strong Pedigree

Leading children wear manufacturer under the leadership of Mr. Sundararajan, CMD with more than 36 years of experience in apparel industry



## Brand Signatures

More than 3 decades of expertise in infant and children wear. We are approved suppliers to almost all major children wear brands



## Integrated Manufacturing

100% Backward integrated right from product development to garmenting helps us to give the best superior quality products to customers



## Location Advantage

Located near Tirupur - hub for knitted children garments, convenient access to skilled labour, raw material and proximity to international port

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

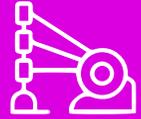
## WHY SPAL?

- ❖ 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.



# Strategically Located & Integrated Manufacturing Facilities

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**SPINNING**



**KNITTING**



**DYEING**



# Strategically Located & Integrated Manufacturing Facilities

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**CUTTING**



**PRINTING**



**AUTOMATED EMBROIDERY**

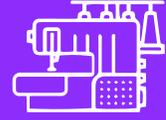


# Strategically Located & Integrated Manufacturing Facilities

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**SEWING**



**AUTOMATED SEWING  
ASSEMBLY LINE**



**SEMI-AUTOMATED  
INVENTORY  
MANAGEMENT**



# Strong In-house Design Expertise

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## 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.



# Stringent Quality Controls & Compliance

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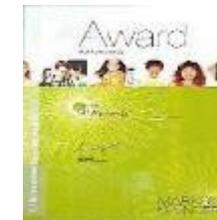
- ❖ Strong adherence to the highest standards of quality, assurance and compliance.
- ❖ Stringent quality control checks consisting of inspection and testing of fabric, greige and processed yarn, trims, accessories, packing materials and of each piece of garment for metal bits/needle tips/sharp edges 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



# Qualified Management with Deep Understanding of Apparel Sector

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**Mr P. Sundararajan**

*Chairman and Managing Director*

- Founder director of SPAL with 36 years of experience in the textile and apparel industry
- Bachelor of Science from the Bangalore University



**Ms S. Latha**

*Executive Director*

- Founder director of SPAL with 29 years of experience in the textile and apparel industry



**Mr S. Chenduran**

*Joint Managing Director*

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

**Ms S . Shantha**

*Joint Managing Director*

- B.Tech (Textiles) graduate and MBA from PSG Institute of Management.
- immense knowledge in marketing and textiles makes her contribution valuable to achieve the visions of the Company

**Ms P.V. Jeeva,**

*Chief Executive Officer*

- 35 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*

- 21 years of experience in the field of finance and accounts
- Associated with SPAL since May 2012
- Qualified Chartered Accountant
- Plays a key role in managing banking relationships to aid the company's growth



# Board Of Directors - Wide Spectrum of Experience

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**Mr A.S. Anandkumar**  
*Independent Director*

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



**Mrs H .Lakshmi Priya**  
*Independent Director*

- 20+ years of experience in corporate advisory, contract documentation, private equity & venture capital
- BA, LLB (Hons) from National Institute of Law School of India University, Bangalore in 1996 and is a member of the Bar council of Maharashtra and Goa since 1999



**Mr C. R. Rajagopal**  
*Independent Director*

- Core areas of expertise - finance, private equity, mergers, acquisitions and reorganisations
- Chartered Accountant having 35+ years of experience



**Mr V. Sakthivel**  
*Independent Director*

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





**S.P.APPARELS LTD.**

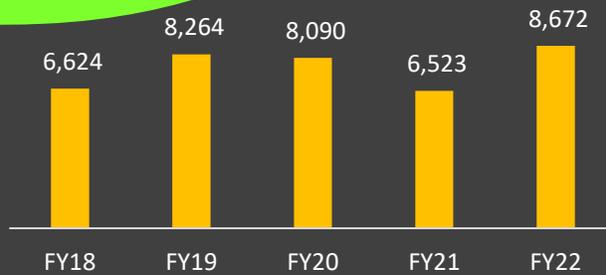
# Financial Overview & Shareholding Structure



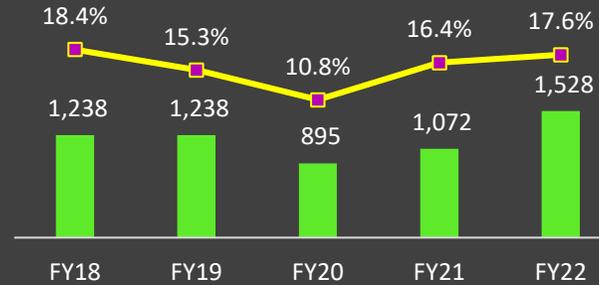
# Financial Overview

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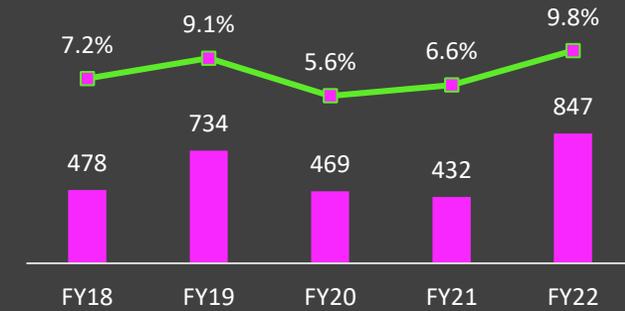
## REVENUES



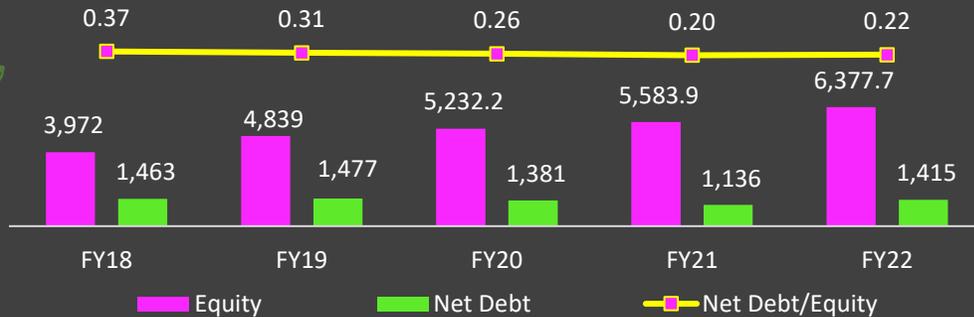
## Adj. EBITDA & EBITDA MARGIN



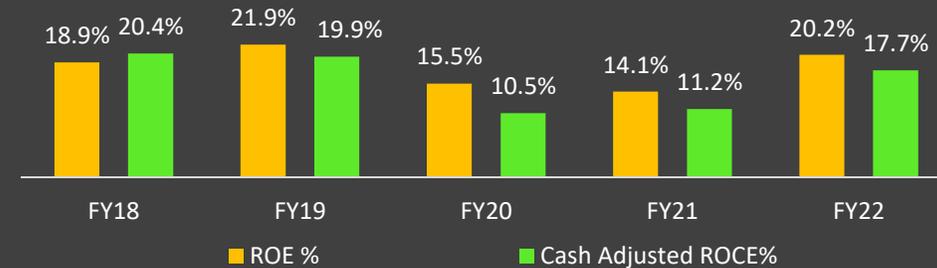
## PAT Before MI & PAT MARGIN



## LEVERAGE ANALYSIS



## RETURN METRICS



### Notes:

Net Debt = Total Debt – Cash & Current Investments, For FY 20 Long term debt includes right to use property obligation close to Rs. 360 Mn

### Notes:

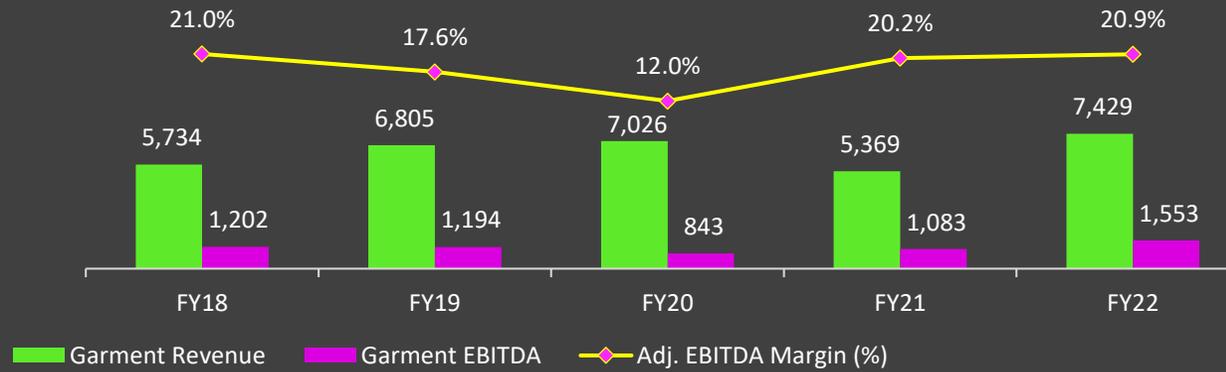
ROE = PAT before MI / Avg. Equity (Excl. preference shares) + MI (based on cash adjusted PAT)  
Cash Adj. ROCE = EBIT / Avg. Capital Employed (excl. cash & current investments),



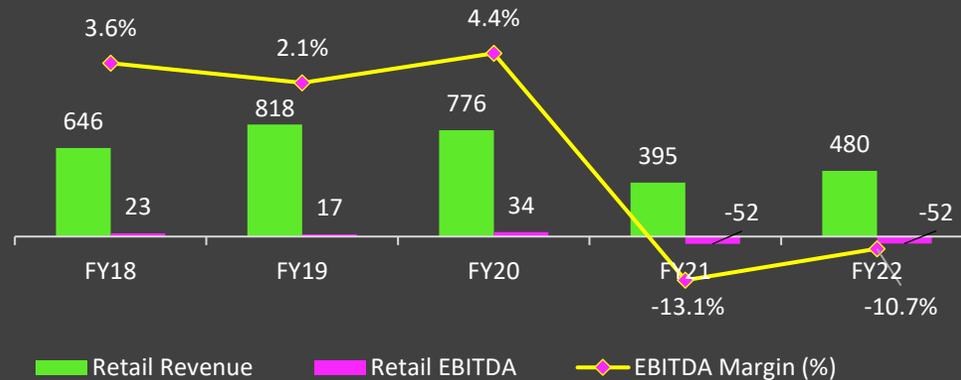
# Division-wise EBIDA Performance

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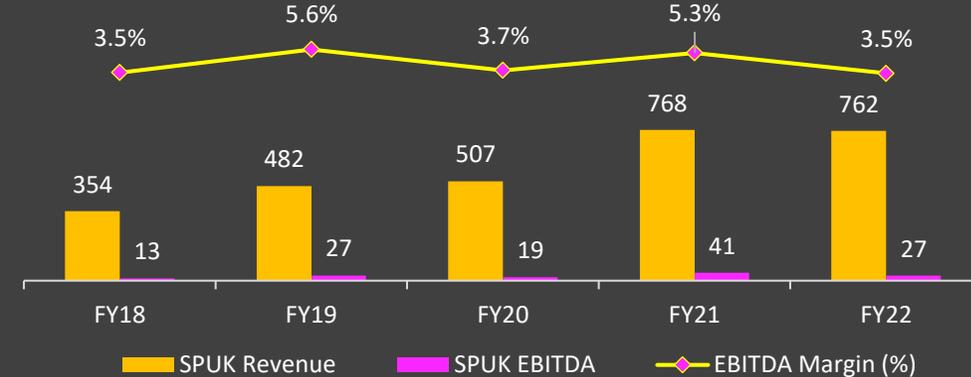
## GARMENT DIVISION



## RETAIL DIVISION



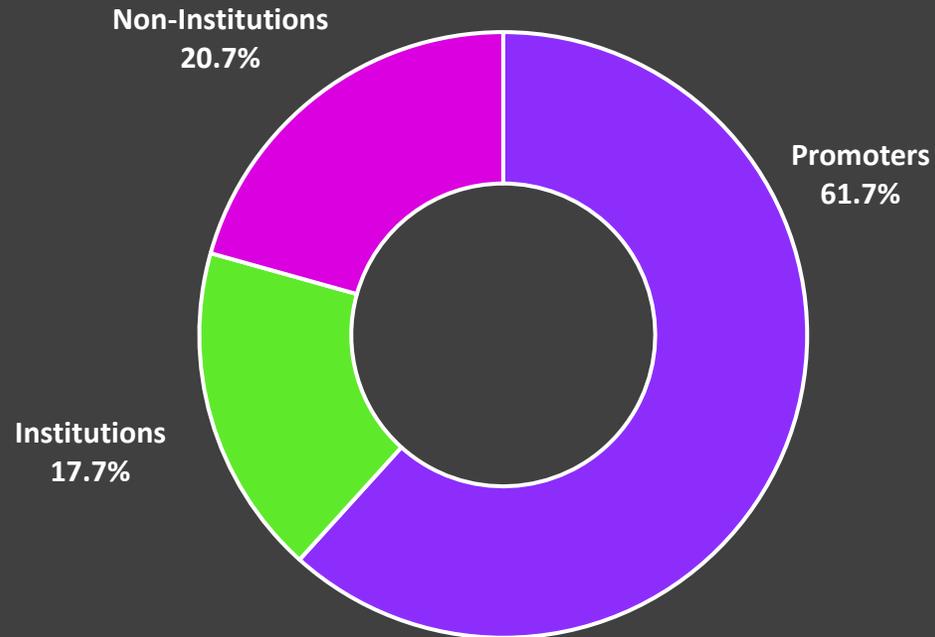
## SPUK



# Shareholding Structure

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## SHAREHOLDING PATTERN – 30<sup>th</sup> June 2022



Source: BSE

## KEY SHAREHOLDERS – 30<sup>th</sup> June 2022

DSP Mutual Fund	8.41%
ICICI Prudential Mutual Fund	3.77%
UTI Mutual Fund	3.23%
Euro Asia Agencies Limited, Hong Kong	1.34%



S.P.APPARELS LTD.



**S.P.APPARELS LTD.**

**For Further Queries:**

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