

09<sup>th</sup> May, 2025

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001. <b>Scrip Code: 532782</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, 5 <sup>th</sup> Floor, Plot No. C/1, G-Block, Bandra-Kurla Complex, Bandra(E), Mumbai 400 051. <b>Scrip Code : SUTLEJTEX</b>
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Dear Sirs / Madam,

**Sub: Q4 & FY25 Result Presentation**

Please find enclosed herewith a copy of the presentation with respect to the audited financial results of the Company for Q4 & FY25.

Thanking you

Yours faithfully  
For **Sutlej Textiles and Industries Limited**

Manoj Contractor  
Company Secretary and Compliance Officer



Encl.: a/a



**sutlej**  
textiles and industries limited

# Sutlej Textiles and Industries Limited

Leadership in Yarns, Establishing a Niche in Home Textiles

Investor Presentation – Q4 & FY25





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WEATHERING THE  
STORM





# Key Highlights Q4 & FY25

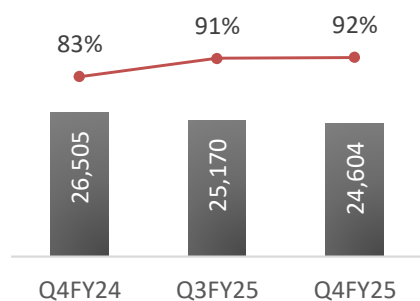




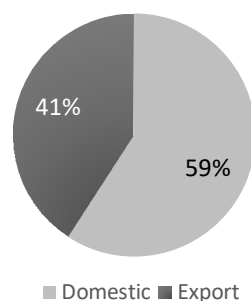
## Yarn Business – Highlights

Q4FY25

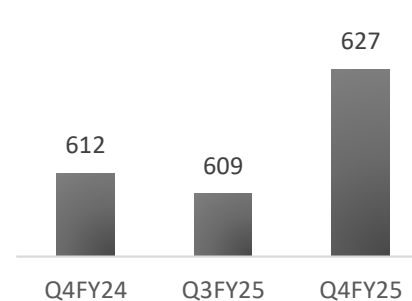
Sales Volume and Capacity Utilization



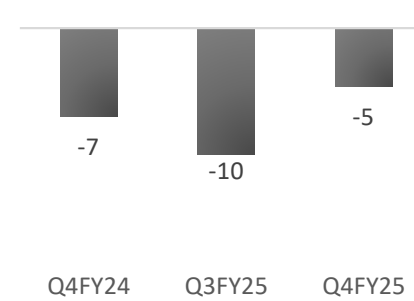
Revenue Mix



Segment Revenue (Rs Cr)

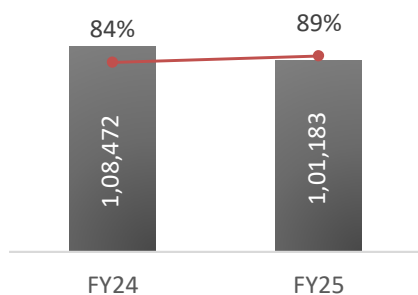


Segment EBIT (Rs Cr)

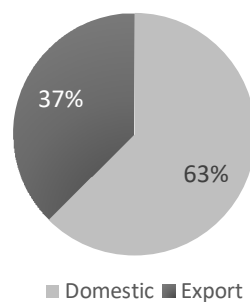


FY25

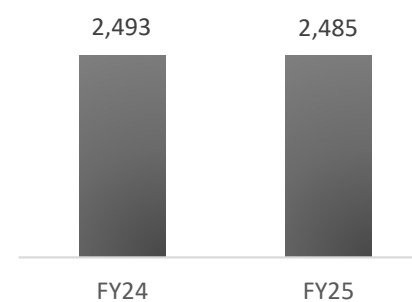
Sales Volume and Capacity Utilization



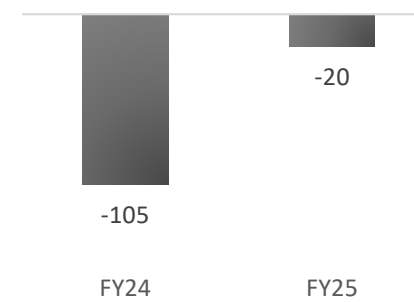
Revenue Mix



Segment Revenue (Rs Cr)



Segment EBIT (Rs Cr)



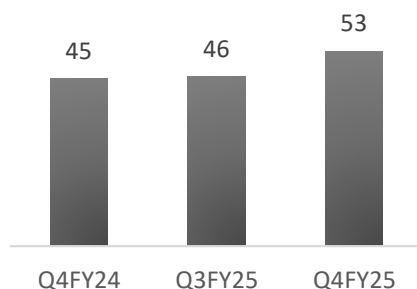




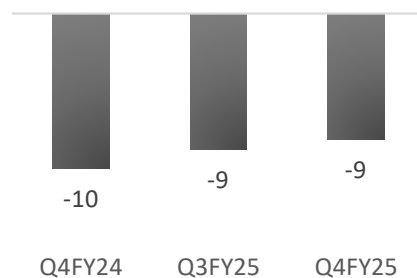
## Home Textiles Business – Highlights

Q4FY25

Segment Revenue (Rs Cr)

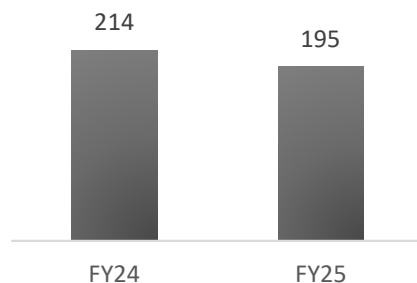


Segment EBIT (Rs Cr)

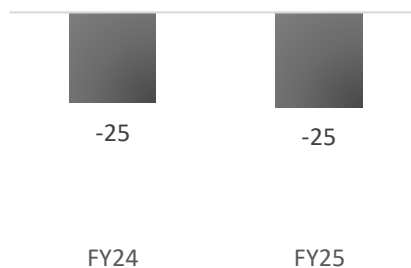


FY25

Segment Revenue (Rs Cr)



Segment EBIT (Rs Cr)



**Enhanced Value Proposition:** Nesterra has achieved consistent and strong growth over the past five years. The implementation of an attractive incentive scheme has effectively motivated retail partners to promote the brand, resulting in 18% growth this year. The brand's customer-centric strategy has strengthened relationships with existing clients.

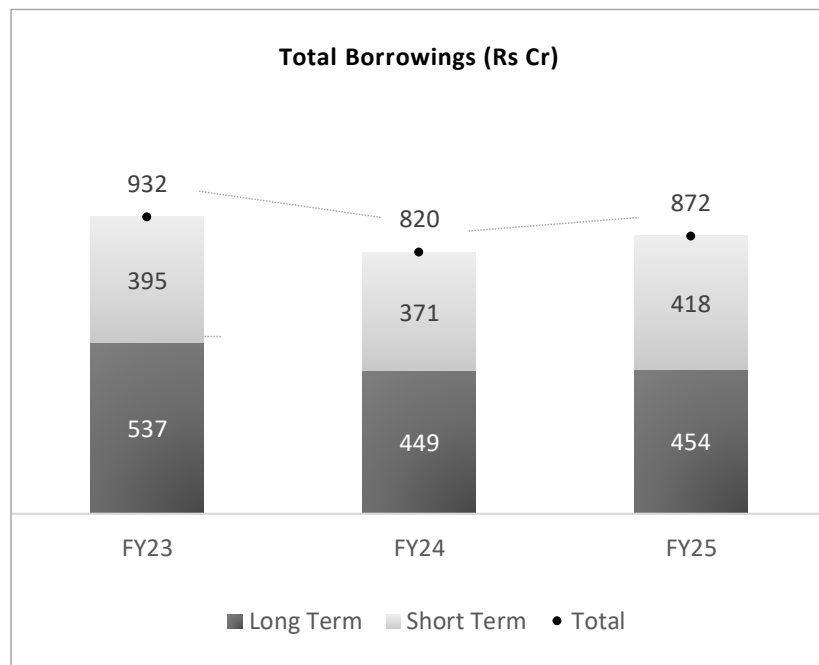
### Expansions and New Launches:

Total active stores for FY24-25 stood at 625, with Mumbai contributing 17% of sales, followed by Ahmedabad and Delhi, each contributing 8%





## Consolidated Balance Sheet – Highlights



**Overall Debt Levels continue to be in control;**  
Low utilization of working capital at 60% against  
sanction as on Mar 31, 2025



**Consistently keeping Debt to Equity below 1x**





## Consolidated Profit & Loss – Q4 & FY25

Particulars (Rs Cr)	Q4FY25	Q3FY25	QoQ %	Q4FY24	YoY%	FY25	FY24	YoY %
<b>Total Income</b>	<b>686</b>	<b>658</b>	<b>4%</b>	<b>665</b>	<b>3%</b>	<b>2,699</b>	<b>2,727</b>	<b>-1%</b>
Cost of goods sold	402	379	6%	397	1%	1,549	1,705	-9%
Employee cost	109	110	-2%	96	13%	445	417	7%
Other expenses	160	161	-1%	159	-	640	619	3%
<b>EBITDA</b>	<b>16</b>	<b>7</b>	<b>124%</b>	<b>13</b>	<b>24%</b>	<b>65</b>	<b>-13</b>	<b>593%</b>
<b>EBITDA Margin</b>	<b>2.4%</b>	<b>1.1%</b>	<b>126 bps</b>	<b>2%</b>	<b>40 bps</b>	<b>2.4%</b>	<b>-1%</b>	<b>288 bps</b>
Depreciation	28	28	-1%	28	-2%	111	117	-5%
Interest	16	16	-4%	15	2%	63	65	-3%
<b>Profit Before Tax (Before EI)</b>	<b>-27</b>	<b>-37</b>	<b>27%</b>	<b>-30</b>	<b>-11%</b>	<b>-110</b>	<b>-195</b>	<b>44%</b>
Exceptional Items	-	-	-	8	-100%	0	8	-100%
<b>Profit Before Tax (After EI)</b>	<b>-27</b>	<b>-37</b>	<b>27%</b>	<b>-39</b>	<b>31%</b>	<b>-110</b>	<b>-204</b>	<b>46%</b>
Tax	-14	-11	-28%	-13	-9%	-42	-68	39%
<b>Profit After Tax</b>	<b>-13</b>	<b>-26</b>	<b>51%</b>	<b>-26</b>	<b>51%</b>	<b>-68</b>	<b>-136</b>	<b>50%</b>
<b>PAT Margin</b>	<b>-1.8%</b>	<b>-3.9%</b>	<b>207 bps</b>	<b>-4%</b>	<b>201 bps</b>	<b>-2.5%</b>	<b>-5%</b>	<b>244 bps</b>



**Mr. C. S. Nopany**

**Commenting on the results, Mr. C.S. Nopany, Executive Chairman, Sutlej Textiles and Industries Limited said:**

“FY25 has been a challenging year due to ongoing global uncertainties, unpredictable demand, and changing trade and tariff rules. These external factors have impacted the entire textile industry, but they’ve also highlighted the need for resilience, flexibility, and strong operational management.

At Sutlej Textiles, we have focused on strengthening our core — cutting costs, boosting efficiency, and building stronger relationships with customers in key markets. Although the earlier part of the year felt the impact of global challenges, our efforts are beginning to show, especially in Q4.

Our team has worked hard to adjust supply chains, add more value to our products, and stay agile in response to changing market trends. With this progress, we are cautiously hopeful about starting FY26 in a more stable and growth-focused position.”



# Heimtextil Frankfurt Germany – Jan 2025



**Stall at Exhibition**



**Customer Interaction**



**Product for future & Color Stds**



**Products Display on Buyers Stall**





**BHARAT TEX EXHIBITON**



**MATEXIL, 30 March 2025**

**Gold Award for Highest Export of Synthetic & Rayon Dyed Yarns (For FY23-24)**



## **Sutlej – A Leading Integrated Textile Manufacturer in India**





# A Premier Indian Yarn Manufacturer, Growing Presence in Home Textiles



## Patronage of a renowned group

- Established in 1934 by Late Dr. Krishna Kumar Birla as Sutlej Cotton Mills Ltd.
- 90 years of existence in Spinning Industry
- Excellent Corporate Governance
- Highly Experienced Management

## Large Scale, World-class Yarn Capacities

- A Leading Yarn Manufacturer in India

### Three Manufacturing Units

- J&K,
  - Himachal Pradesh,
  - Rajasthan
- 
- 4,15,104 Spindles

## Focus on Sustainable Transformation

### Green Fibre (for captive use)

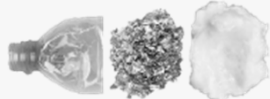
120 MT/Day

### Home Textiles

9.60 Million Meters

## Backward Integration

Green Fibre



## Core Business

Yarn



## Forward Integration

Home Textile





# Creation of a Strong Foundation over the years



## Sustainable Transformation



## Spinning Excellence since 1934

- 1934:** Founded and promoted by Late Dr. Krishna Kumar Birla as Sutlej Cotton Mills Ltd.
- 1963:** Established Rajasthan Textile Mills at Bhawanimandi (Jhalawar)
- 1970:** Diversified into Synthetic Blended Yarn
- 1981:** Leased a Spinning Unit - Chenab Textile Mills (CTM) from Texmaco Ltd at J&K - manufacturing Cotton & Synthetic Yarn
- 1997:** Purchased CTM
- 2005:** Incorporated **Sutlej Textiles & Industries Ltd**, via demerger



## Capacity Expansion

- 2006-07:** Entered into Home Textile Segment
- 2007-08:** Expansion at Rajasthan Unit
  - 7,488 spindles for PV Dyed Yarn
  - 12,672 spindles for Cotton Yarn
- 2010-11:** Expansion at J&K Unit
  - 31,104 spindles for Melange Cotton blended dyed yarn.

12MW Thermal Power at Rajasthan
- 2014:** Expansion at J&K Unit
  - 31,104 spindles for Value-added Cotton Melange and Cotton Blended Dyed Yarn
- 2015:** Acquired Birla Textile Mills 35,280 spindles – commenced commercial production for Cotton blended dyed and Mélange Yarn at Rajasthan

## 2017: Entered into Home Textile Segment

- Acquired Design, Sales, and Distribution (DS&D) business along with brand of American Silk Mills LLC (ASM)
- Invested USD 4.5 Million in Wholly Owned Subsidiary in USA

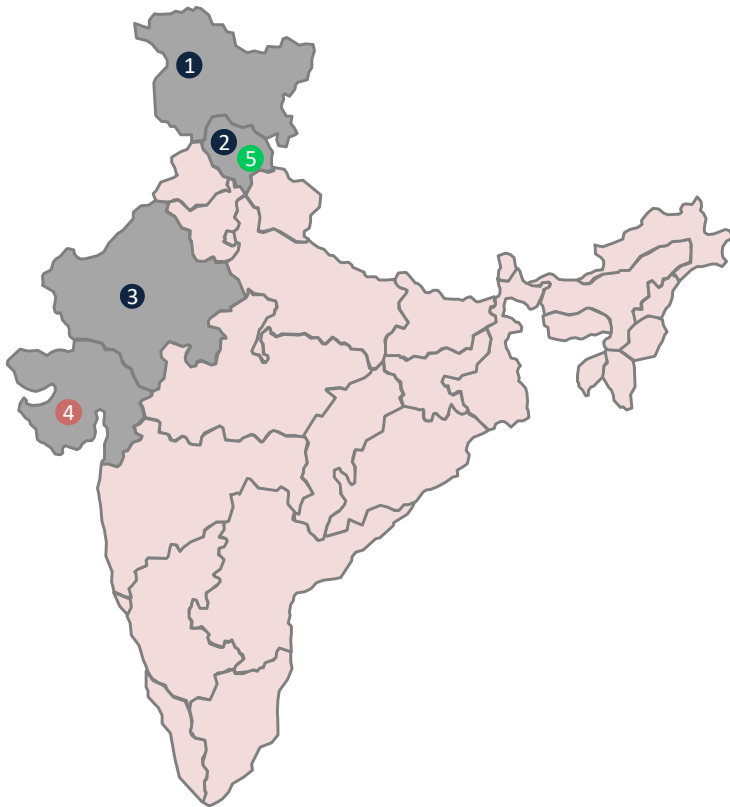
## 2019-2022: Backward integration

- Modernization of Home Textile Facility
- Green Fiber Plant Commenced green fiber plant in Mar 2021
- Launched “Nesterra” Home Textile Brand





## Among the Leading Yarn (4,15,104 Spindles) and Fabric Capacities in India



- ✓ Our facilities are capable to handle a variety of Raw Material, having different Counts
- ✓ We work very closely with our Customers to fulfil requirements and on the ethos, 'Manufacture to Sale and Not to Stock'

### *Yarn*

- 1 Kathua, J&K**
  - Cotton Mélange: 1,02,576 Spindles
  - Man-made Fibre: 1,10,976 Spindles
- 2 Baddi, Himachal Pradesh**
  - Cotton Mélange: 36,503 Spindles
  - Man-made Fibre: 46,297 Spindles
- 3 Bhawanimandi, Rajasthan**
  - Cotton Mélange: 35,280 Spindles
  - Man-made Fibre: 83,472 Spindles
  - Roof top solar plant of 2.7 MW

### *Home Textile*

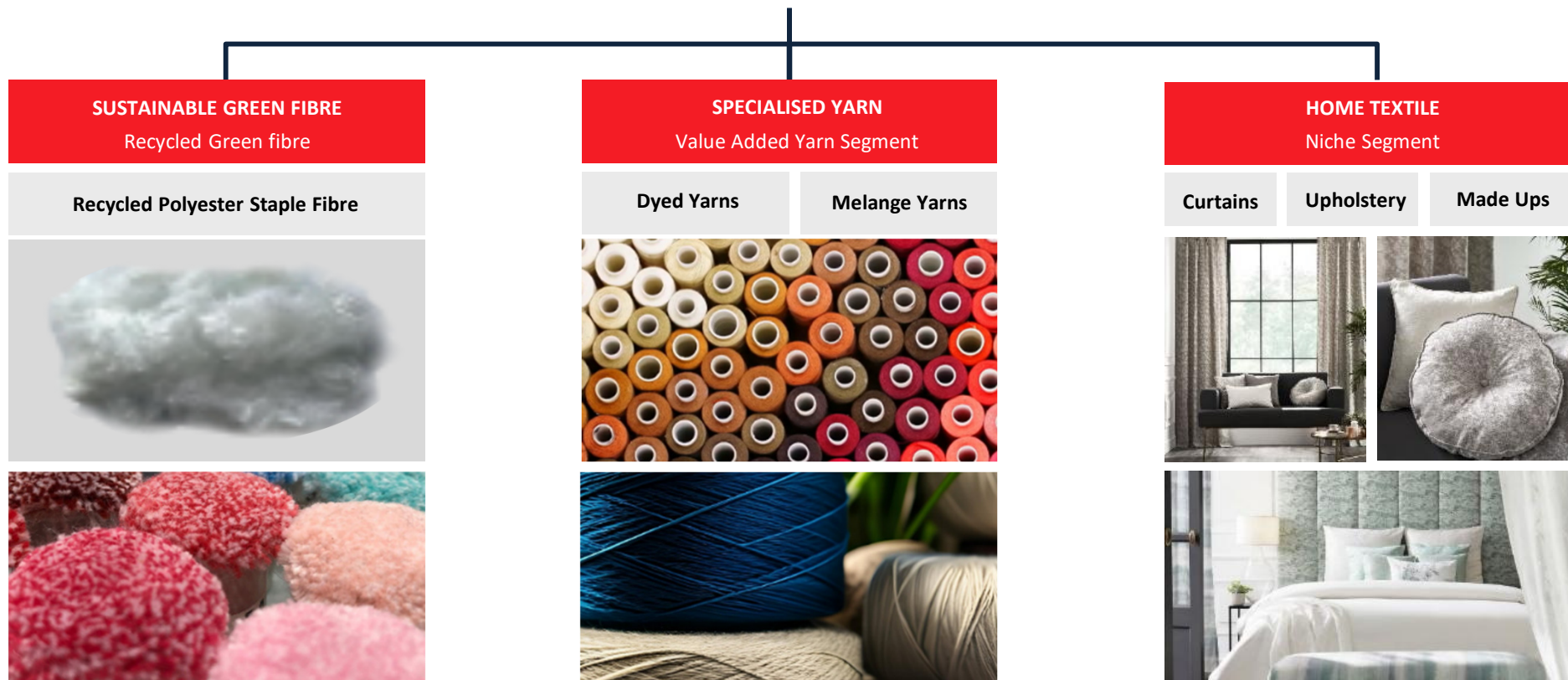
- 4 Damanganga, Gujarat**
  - Capacity of 9.60 Million Meters
  - 126 Shuttle-less looms

### *Green Fibre*

- 5 Baddi, Himachal Pradesh**
  - Raw White & Black Recycle Fibre: 120 MT per day



## Key Business Verticals



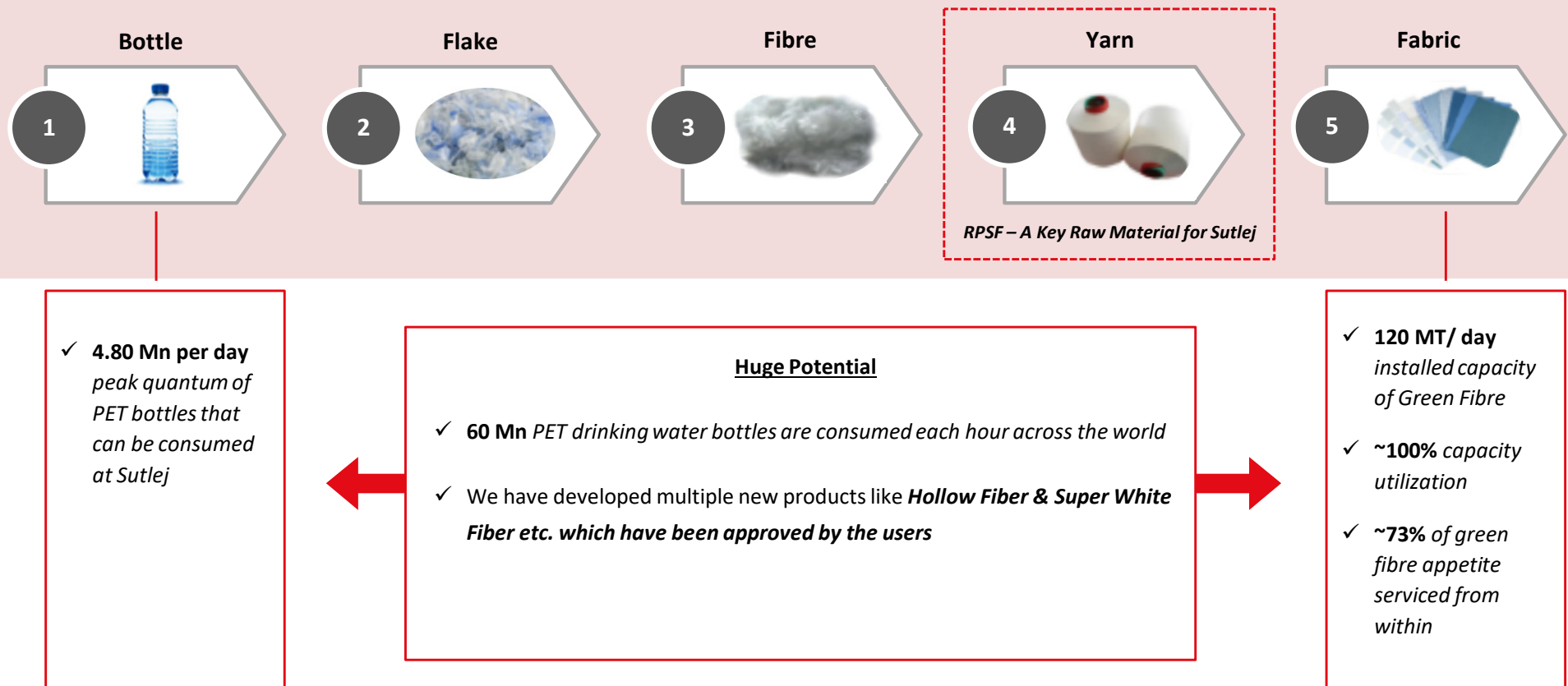


# Sustainable Green Fibre





# Sustainable Green Fibre - Improving Operating Efficiency by Backward Integration







## Specialty Dyed Yarn





## Specialty Dyed Yarns – Backbone of Our Business



### Leading Yarn manufacturer in India

**4,15,104** Dyed Yarn Spindles

**~42%** dedicated  
to Melange Yarn

**~58%** dedicated  
to various blends



### Strong Global Footprint

Export to over **60+ countries** across

Europe

South-East Asia

USA

North & Latin America



### Well Diversified Product Portfolio/geographies and customers

- Robust Business Model with **low customer concentration** and **diversified geographical spread**.
- B2B business model with around **60% revenue** from organized sector.
- Strong **Brand Recall** in Yarn Segment



### Marquee Clients





# Niche Home Textile







# One of the Leading Producers and Exporters of Home furnishings

High Quality  
Product Offerings

Curtains



Upholstery



Made ups



State-of-the-Art  
Manufacturing Facility  
at Gujarat

Sizeable Capacity of

**9.60 Mn. metres/pa**

With **126**  
shuttleless looms

**42** single-width  
Dobby Shedding looms

Building Premium Brands



Domestic Markets

Exports



## Home Textile Business – Highlights

- ❖ **Product Innovation:** Introduction of several new product categories, such as acoustic fabric & fire-resistant fabrics
- ❖ **Partnerships and New launches:** Nesterra has partnered with Styles Icon Summit as a powered by sponsor. We have collaborated with Livspace- interior and renovation company for strengthening trade and designer relations and product expansion. Additionally, this partnership will drive sales and business growth.
- ❖ **Financial Year End closure:** Nesterra closed its financial year with a strong sales growth of 16%, reaching a total revenue of **INR 18 Crores.**
- ❖ **5.0 launch:** Nesterra to launch 7 new collection books in 5.0 collection launches, featuring functional fabrics with properties such as blackout and stain resistance.





## “Nesterra” - Building a Brand of Future



### Brand Overview

- In FY21, launched the first retail brand in its existence and within a short span of time, ‘Nesterra’ has begun earning respect from top Architect and interior design community for its distinct product offering and has been tastefully found home in their major projects.
- Successfully launched **12 new premium collections** in addition to the **existing 36 collections** of Nesterra in the market at Home Décor Expo 2024, at Jio Convention Centre, BKC, Mumbai



### Capitalize Existing Expertise

- Capitalize on rich pedigree originating from the House of Sutlej by virtue of its **proprietary yarns and manufacturing capability**
- Capitalize on **long term relationship** established by the front-end team to **enter and grow in major markets**



### Distribution

- ‘Nesterra’ has established itself as a prominent player in the industry through its **fastest grown distribution network**
- Have developed **seamless ordering portal** for the trade
- To maintain the premiumness, the total no. of active stores are limited to **625**.





## “Nesterra” - Marketing and Advertising Initiatives

### Branding:

**Samwad Event** was conducted on January 28th to engage discussions with Nesterra Agents.

- All Nesterra Agents were invited to share insights and align on future strategies.
- Identified loopholes in current processes affecting and discussed practical solutions to streamline operations and improve execution.
- Introduced a new, structured branding structures like SIS, to enhance market visibility and consistency.
- Set clear targets for the upcoming financial year to drive growth and accountability.



Samwad Event - for Agents

### Public Relations:

- The total coverage garnered for the Jan-Feb-March 2025 is **18 coverages** across prominent publications such as **The Hindu, NDTV Profit, Times Property, Exchange4Media**, and **BW Hotelier**, reaching an audience of **6,19,47,708**.
- **Press Release Rollout:** Sent a revamp press note for the 4.0 collection to renew media interest and highlight the brand's refreshed product narrative. This resulted in coverage across **10 textile-focused publications** including **Home Textile Views, Textile magazine**, amplifying Nesterra's visibility within the industry.
- **Jury Representation:** Ensured Nesterra's presence on the **Exchange4Media jury panel**, boosting the brand's thought leadership and aligning it with high-level industry decision-making forums.



## “Nesterra” - Marketing and Advertising Initiatives

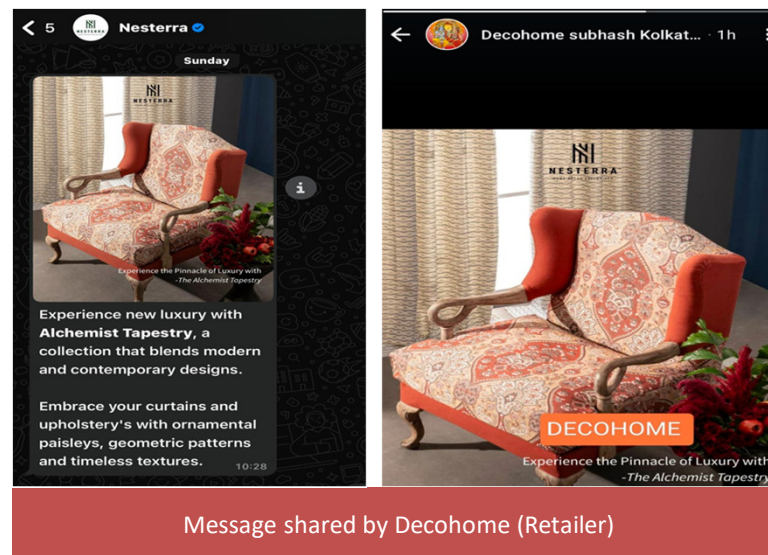


### Social Media:

- Completed Launched Nesterra 4.0 Collection across all social media platforms showcasing all the collection which are available at stores
- The strategy provided a comprehensive insight into the collection, enhancing audience engagement and product awareness
- Additionally, festive-themed stories and posts were shared during key celebrations, further amplifying Nesterra’s online presence and reinforcing its connection with the audience during the festive season

### WhatsApp Communication:

- Started WhatsApp communication for retailers, sharing engaging content like festive wishes, brand messages etc. Noticed the content also appreciated by several retailers. This communication has improved brand recall & communication consistency, strengthening the retailer’s relationship with Nesterra.





## Guided by Industry Veterans and Experienced Management

### Board of Directors

**Mr. C.S. Nopany**

Executive Chairman

**Mr. Arhant Vikram Nopany**

Non-Executive Director

**Mr. Rohit Dhoot**

Independent  
Non-Executive Director

**Mr. Ashok Mittal**

Independent  
Non-Executive Director

**Mr. Samir Kaji**

Independent  
Non-Executive Director

**Ms. Deepa Kapoor**

Independent  
Non-Executive Director

**Mr. Ashish Kumar Srivastava**

Whole time Director &  
Chief Executive Officer

### Key Executives

**Mr. Ranjan Chaudhary**

Chief Operating Officer

**Mr. Rajib Mukhopadhyay**

Chief Financial Officer

**Mr. Manoj Contractor**

CS & Compliance Officer



**Sutlej Textiles & Industries Ltd.**  
**CIN. : L17124RJ2005PLC020927**

**Mr. Rajib Mukhopadhyay**  
[investor.relations@sutlejtextiles.com](mailto:investor.relations@sutlejtextiles.com)

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