

10th February, 2025

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

Sub: Q3 & 9MFY25 Result Presentation

Please find enclosed herewith a copy of the presentation with respect to the Un-audited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended 31st December, 2024.

Thanking you

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

Manoj Contractor
Company Secretary and Compliance Officer

Encl.: a/a



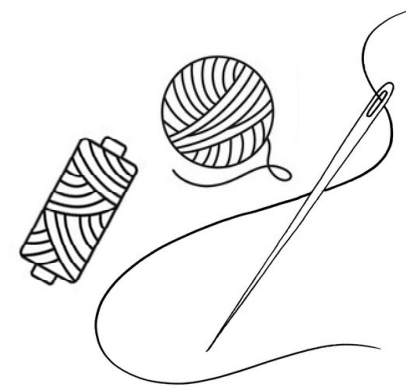


sutlej
textiles and industries limited

Sutlej Textiles and Industries Limited

Leadership in Yarns, Establishing
a Niche in Home Textiles

Investor Presentation – Q3 & 9MFY25





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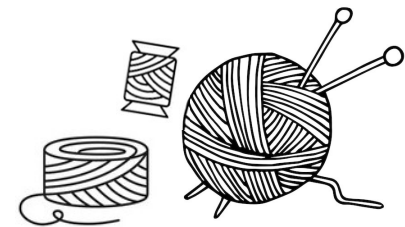
4. Specialised Yarn

5. Home Textiles

WEATHERING THE
STORM

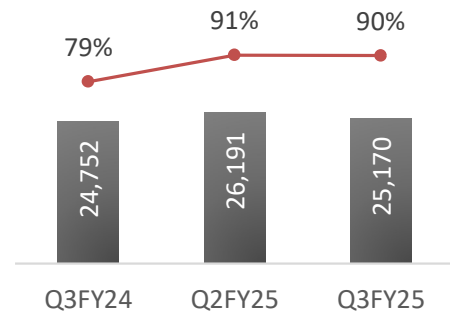


Key Highlights – Q3 & 9MFY25

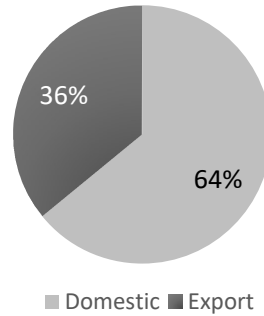


Q3FY25

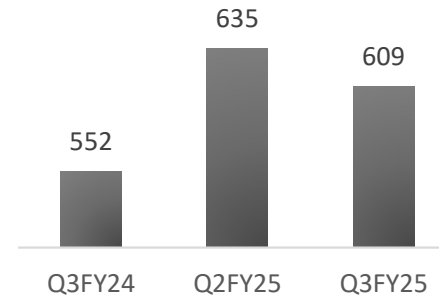
Sales Volume and Capacity Utilization



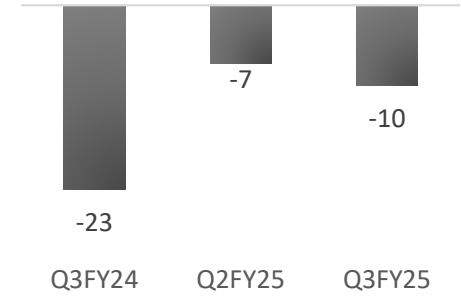
Revenue Mix



Segment Revenue (Rs Cr)

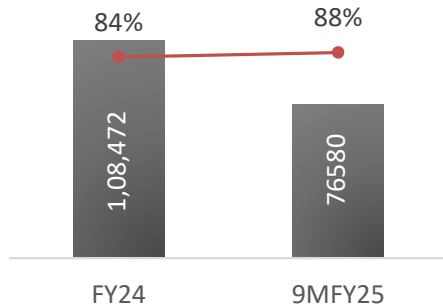


Segment EBIT (Rs Cr)

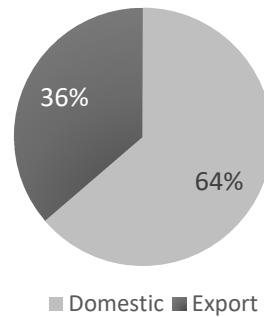


9MFY25

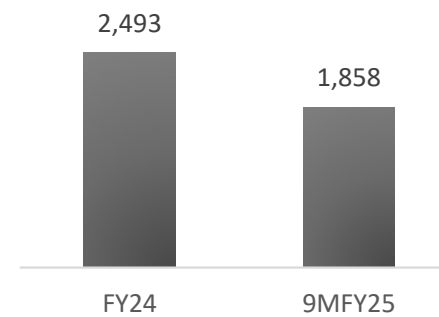
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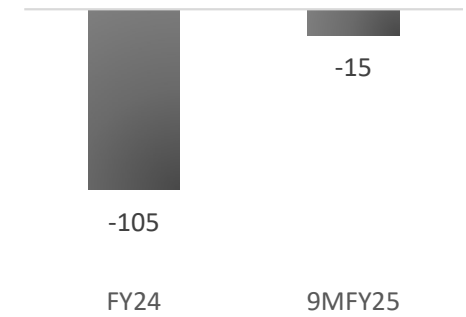
Revenue Mix



Segment Revenue (Rs Cr)



Segment EBIT (Rs Cr)

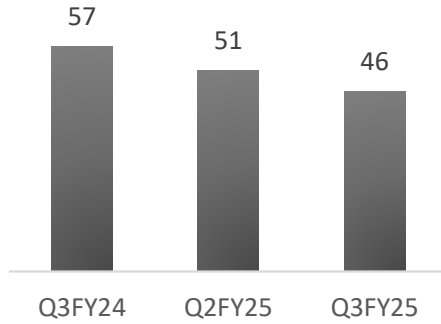




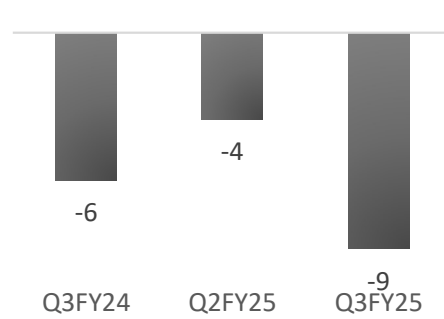
Home Textiles Business – Highlights

Q3FY25

Segment Revenue (Rs Cr)



Segment EBIT (Rs Cr)



Enhanced Value Proposition: Enhancing business with existing retailers, driving growth through strengthened partnerships

Expansions and New Launches:

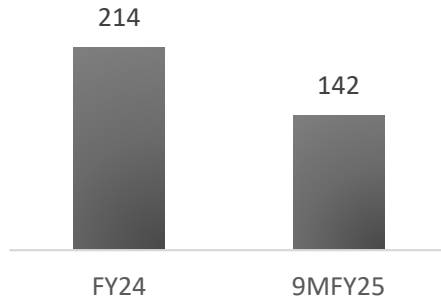
This financial year has seen significant expansion in our store network, with the addition of 132 new locations.

Additionally, Nesterra has launched bedding category this Diwali, with products making it available in retail stores.

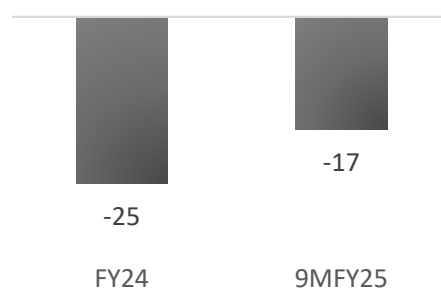


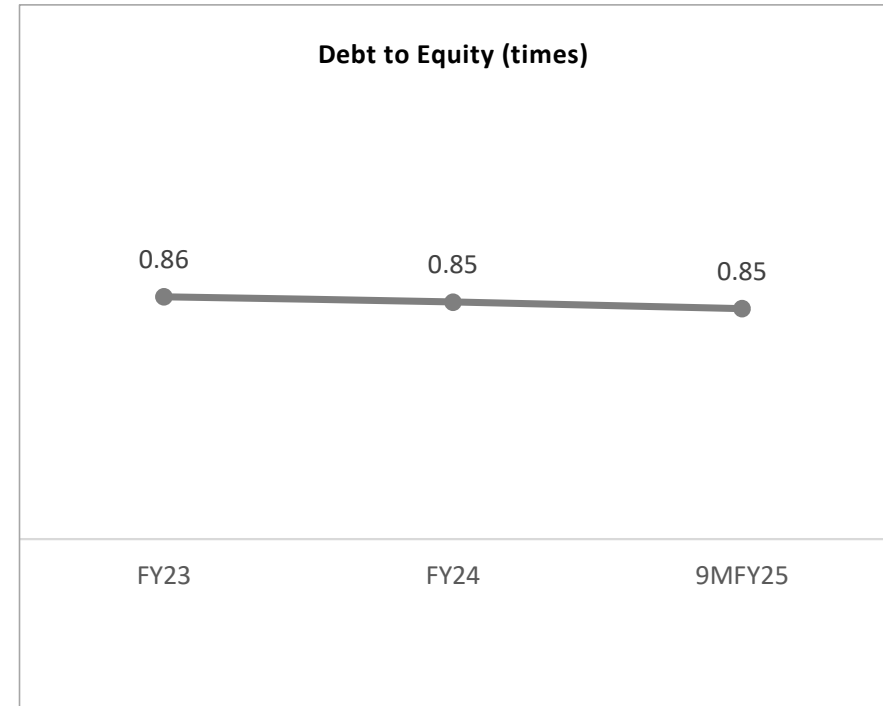
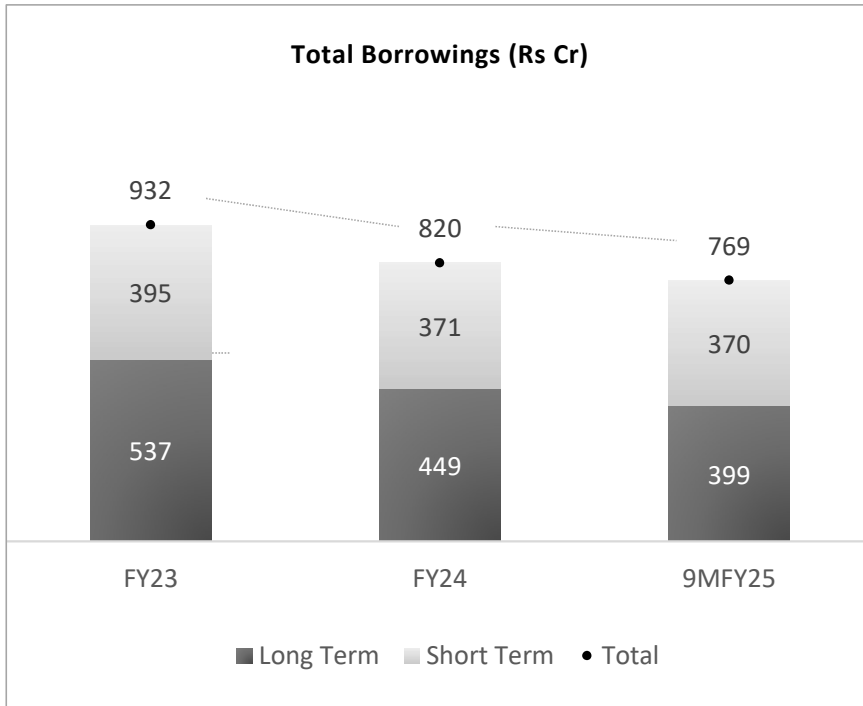
9MFY25

Segment Revenue (Rs Cr)



Segment EBIT (Rs Cr)





Overall Debt Levels continue to be in control; Low utilization of working capital at 53% against sanction as on Dec 31, 2024

Consistently keeping Debt to Equity below 1x



Consolidated Profit & Loss – Q3FY25

Particulars (Rs Cr)	Q3FY25	Q2FY25	QoQ%	Q3FY24	YoY %	9MFY25	9MFY24	YoY %
Total Income	658	690	-5%	612	8%	2012	2062	-2%
Cost of goods sold	379	397	-4%	375	1%	1148	1308	-12%
Employee cost	110	113	-3%	97	14%	336	320	5%
Other expenses	161	164	-2%	141	14%	480	460	5%
EBITDA	7	16	-54%	-1	-	48	-26	-
EBITDA Margin	1.1%	2.3%	-120 bps	-0.2%	129 bps	2.4%	-1.3%	368 bps
Depreciation	28	28	-	29	-5%	84	89	-6%
Interest	16	16	3%	14	14%	48	50	-4%
Profit Before Tax	-37	-28	33%	-45	-18%	-83	-165	-50%
Tax	-11	-9	24%	-14	-23%	-27	-55	-50%
Profit After Tax	-26	-19	37%	-30	15%	-56	-110	-49%
PAT Margin	-3.9%	-2.7%	-118 bps	-5%	102 bps	-2.8%	-5.3%	256 bps



Mr. C. S. Nopany

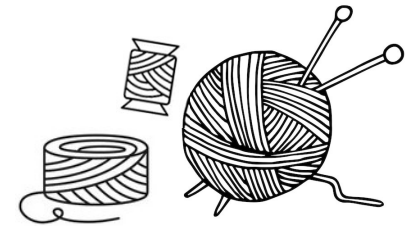
Commenting on the results, Mr. C.S. Nopany, Executive Chairman, Sutlej Textiles and Industries Limited said:

“As we enter this quarter, the logistics situation has improved significantly, providing our customers with reliable timelines for their orders. This development is expected to stimulate demand, especially for seasonal products that are now seeing increased interest. With expected easing of geopolitical tension, we are optimistic about the long-term prospects and the Indian domestic market.

With Sutlej operating at near full capacity, we foresee an upward trend in both demand and margins compared to last quarter. With budget tax relief measures for Export Promotion Mission and Cotton Technology Mission, we anticipate a boost in demand and consumption in the next financial year.”



Sutlej – Among the Leading Integrated Textile Manufacturers 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

- 4,13,856 Spindles**

Focus on Sustainable Transformation

Green Fibre (for captive use)

120 MT/Day

Home Textiles

9.60 Million Meters





Creation of a Strong Foundation over the years



Sustainable Transformation



Capacity Expansion



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

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)

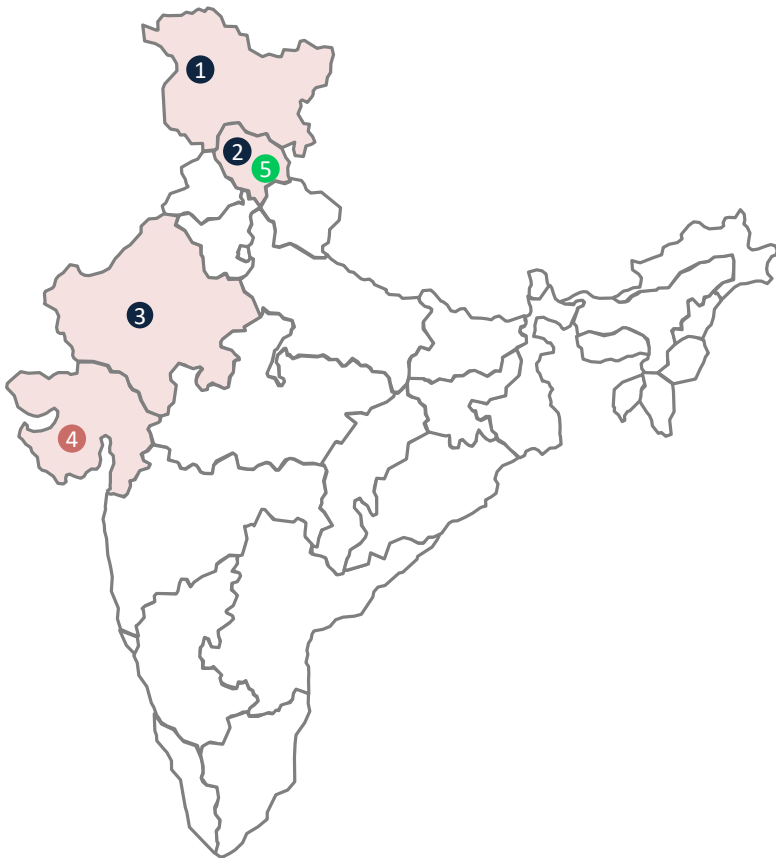
- Acquired Design, Sales, and Distribution (DS&D) business along with brand of American Silk Mills LLC (ASM)
- Invested USD 4.5 Million in Wholly Owned Subsidiary in USA

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 (413,856 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: 1,09,728 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

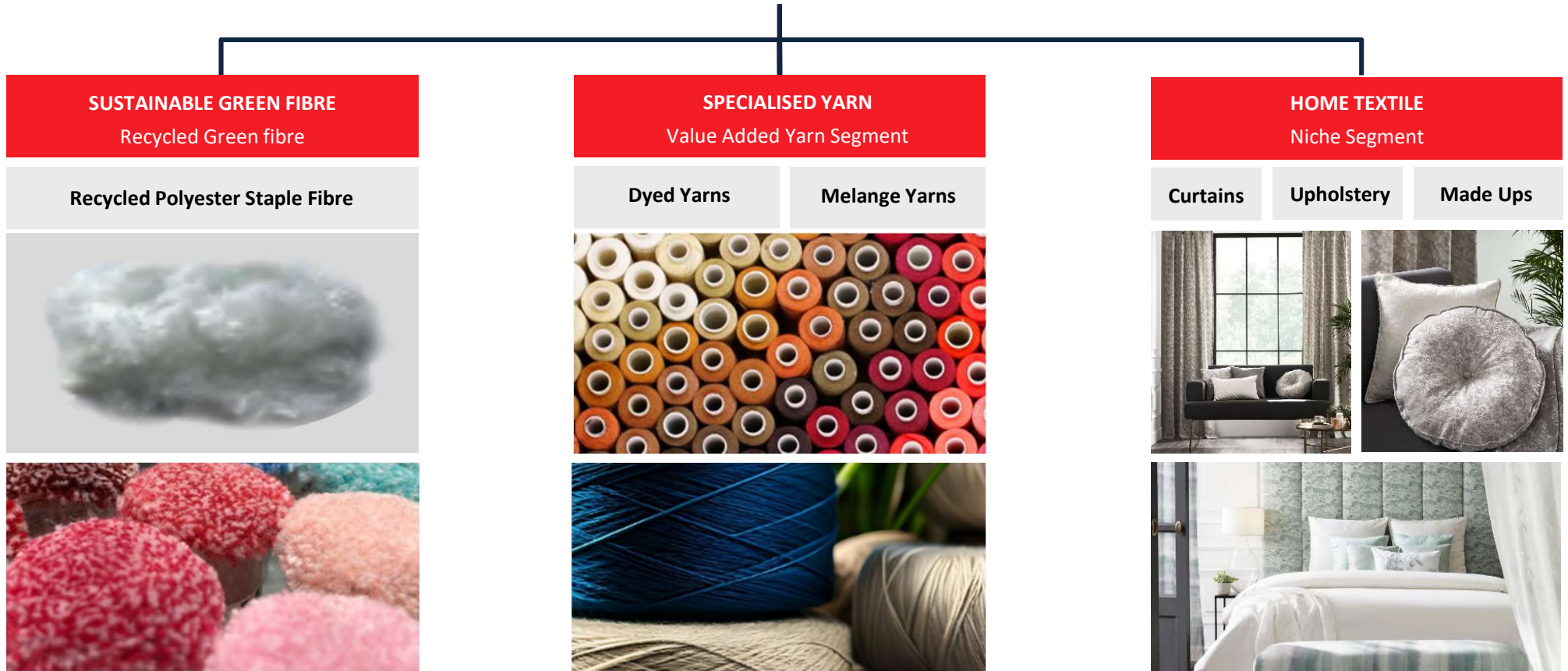
- 4 Damanganga, Gujarat**
 - Capacity of 9.60 Million Meters
 - 126 Shuttle-less looms

Green Fibre

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

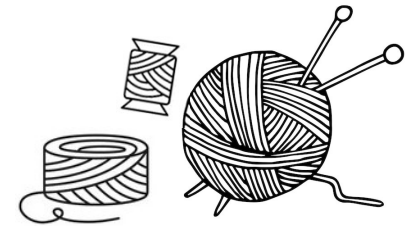


Key Business Verticals



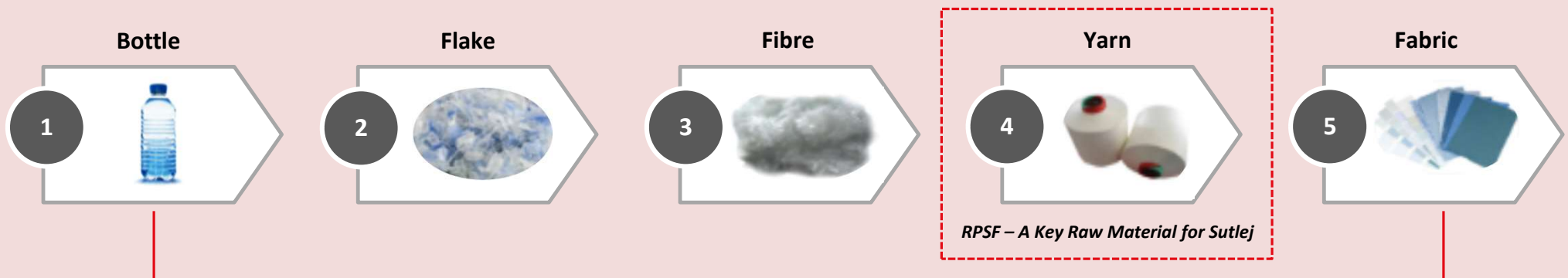


Sustainable Green Fibre





Sustainable Green Fibre - Improving Operating Efficiency by Backward Integration



✓ **4.80 Mn per day** peak quantum of PET bottles that can be consumed at Sutlej

Huge Potential

✓ **60 Mn** PET drinking water bottles are consumed each hour across the world

✓ We have developed multiple new products like **Hollow Fiber & Super White Fiber etc. which have been approved by the users**

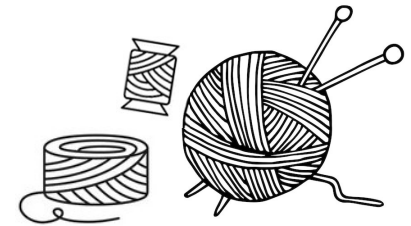
✓ **120 MT/ day** installed capacity of Green Fibre

✓ **~100%** capacity utilization

✓ **~73%** of green fibre appetite serviced from within



Specialty Dyed Yarn





Speciality Dyed Yarns – Backbone of Our Business



Leading Yarn manufacturer in India

4,13,856 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

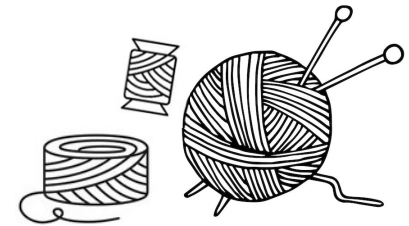


Marquee Clients



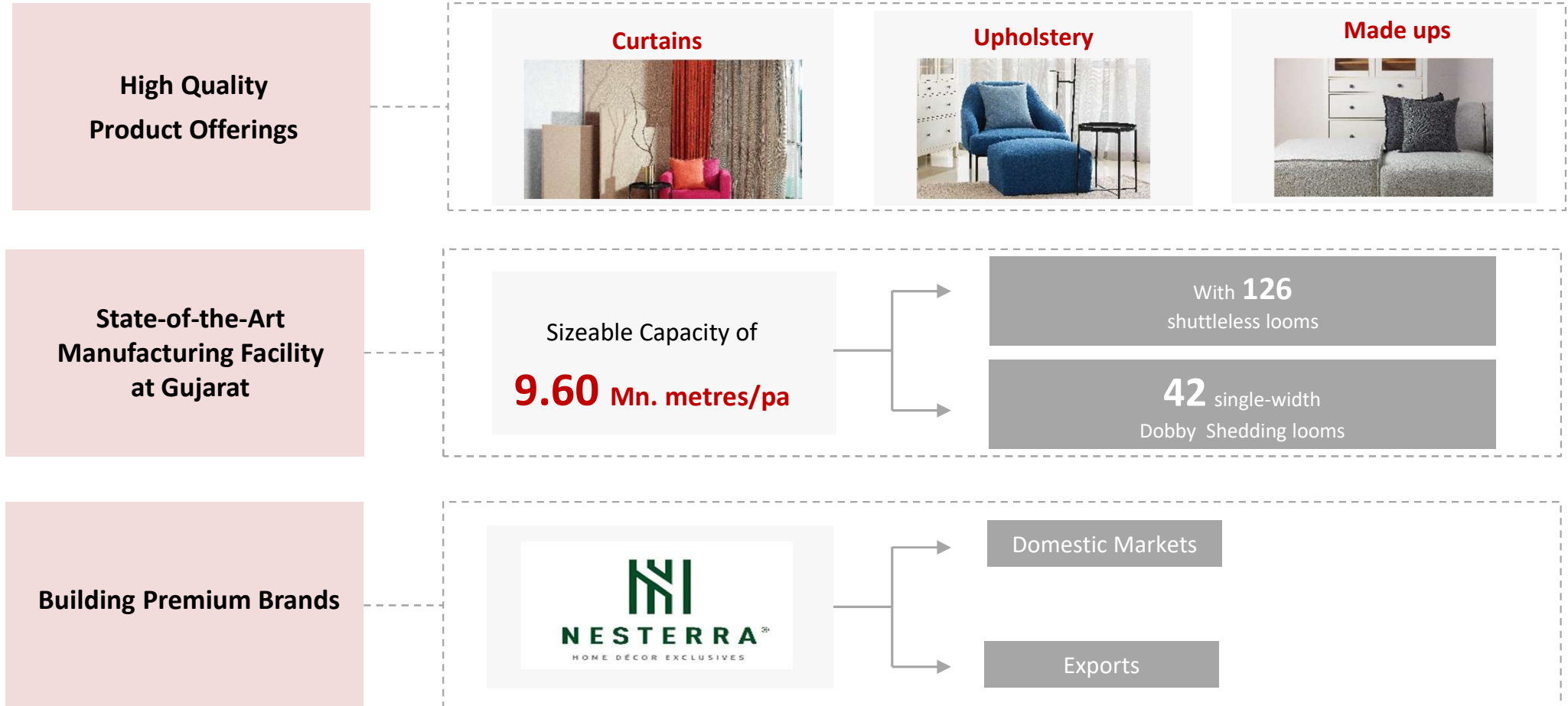


Niche Home Textile





One of the Leading Producers and Exporters of Home furnishings





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 Jio Cinema to sponsor the show titled "Kaise Banta Hai?" Season 2. 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.
- ❖ **New Product Launch:** Nesterra launched new bedding range with existing collection-heritage themed fabrics, highlighting our Indian culture inspired by Rajasthani motifs. The Bedding set involves comforter, cushion covers, pillow cover, deck pillow, tissue box & a tray





“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
- Till date, the total no. of stores are **774**



“Nesterra” - Marketing and Advertising Initiatives

Branding:

- **Diwali Campaign:** Conducted OOH hoardings across 23 prime locations, pan-India, strategically positioned near prominent retail stores for enhanced brand visibility. This initiative successfully enhanced brands presence during the high footfall Diwali shopping period
- **Durga Pooja OOH Campaign:** Enhanced 20 OOH banners at high traffic locations near prominent pandals of Durga Pooja. These placements were carefully chosen to capture the attention of festive-goers
- **Navratri Sponsorship event:** Roots Garba at, Nirvana Party Lawns, Ahmedabad during Navratri and created an engaging photobooth zone. This initiative has allowed the brand to connect with the culturally engaged audience, making deeper brand affinity through immersive participation of the people

Public Relations:

- **Featured in Leading Publications:** Nesterra's Global Traveller Collection was showcased in The Hans India and News18, highlighting our unique fabrics as thoughtful gifts
- **Industry Story:** Our VP, Home Textiles shared her expertise in The Times of India on choosing the ultimate holiday gift and festive decor trends
- **Thought Leadership:** Our VP, Home Textiles was featured in Moneycontrol, sharing insights on decorating homes for Christmas that reflect one's personality



Nirvana Party Lawns, Ahmedabad - Photobooth



“Nesterra” - Marketing and Advertising Initiatives



Visual Merchandising:

- Enhanced Nesterra’s in-store presence at 6 Retail stores in Kolkata, with vibrant branding and visual merchandising that displayed the latest collection during Durga pooja, strategically designed to captivate the shoppers during the festive season

Social Media:

- Strategically Launched Nesterra 4.0 Collection across all Social Media Platforms showcasing 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 kety celebrations, further amplifying Nesterra’s online presence and reinforcing its connection with the audience during the festive season



WEH Andheri Pump House 40x40 ET

OOH Near WEH Andheri Pump House

ਪੰਜਾਬ ਕੇਸਰੀ

अपने रंगों और डिज़ाइन्स के ज़रिए गढ़ता है 'नेस्टेरा'

मुंबई (पंजाब केशरी) : नेस्टेरा सतलज टेक्सटाइल्स एंड इंस्टीट्यूट ऑफ़ अपहोल्स्ट्री और ड्रेपरी सेगमेंट में एक प्रीमियम होम फर्निशिंग ब्रांड है जो के.के. बिड़ला ग्रुप का हिस्सा है। ब्रांड से जुड़ी स्मिता जोशी कहती हैं कि नेस्टेरा की सबसे बड़ी खासियत यही है कि यहां पारंपरिक रंग और प्रिंट्स से परे कपड़ों को डिज़ाइन किया जाता है। इनमें क्रिएटिविटी होती है। स्मिता कहती हैं कि हमारे हर प्रोडक्ट में अलग पर्सनेलिटी को देखा जा सकता है। हमारे रंग और डिज़ाइन्स लोगों की भावनाओं को छूते हैं। मूल रूप से हम समझते हैं कि हर किसी की अपनी अलग पसंद होती है, जो उनके व्यक्तित्व और पहचान को दर्शाती है।

Our VP, Home Textiles’ quote on Punjab Kesari

NEWS 18

Green Living Spaces for the Festive Season: Repurposing Furniture and Objects

The festive season is approaching and homes are getting ready to reflect the warmth and joy of the celebrations. But this year, why not embrace a more sustainable approach? Living green is not a trend anymore but a necessity. Recycling furniture items allows you to revive your home while being environmentally conscious. From wooden items from the past to repurposed glass jars, minor adjustments can make a significant difference in ensuring that your house is as eco-friendly and gorgeous at the same time.

Repurposing doesn't just mean protecting the planet; it is about bringing personal touches and distinctive character to your home. An old chair can be transformed with new upholstery using colorful fabrics, or an old table can be transformed into a centerpiece by applying new paint and accessories. It is all possible and affordable.

Young working professionals, millennials, NRIs, HNIs, and sustainability advocates are now looking for homes that are not only aesthetically pleasing but also environmentally sustainable. "The growing preference for sustainable design, which uses organic materials like wood, stone, and plants to evoke a feeling of being in harmony with the natural world, is indicative of this trend. The festive season too presents an opportunity to celebrate sustainability by repurposing furniture objects," believes Smita Joshi, VP of Home Textiles, Nesterra.

Industry Story feature in News 18



Guided by Industry Veterans and Experienced Management

Board of Directors

Mr. C.S. Nopany

Executive Chairman

Mr. Arhant Vikram Nopany

Non-Executive Director

Ms. Sonu Bhasin

Independent
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

Key Executives

Mr. S. K. Khandelia

Advisor

Mr. Ranjan Chaudhary

Chief Operating Officer

Mr. Rajib Mukhopadhyay

WTD and CFO

Mr. Manoj Contractor

CS & Compliance Officer



Thank You

sutlej
textiles and industries limited

Mr. Rajib Mukhopadhyay

Investor Relations Email Id: investor.relations@sutlejt看iles.com

Sutlej Textiles & Industries Ltd. CIN. : L17124RJ2005PLC020927

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Goregaon (East), Mumbai 400 063.

For more information visit: www.sutlejt看iles.com

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