



JET KNITWEARS LTD.

CIN - L19101UP1996PLC019722

Manufacturers & Exporters of Quality Knitted Undergarments

Date: January 25, 2018

To
National Stock Exchange of India Limited
Listing and Compliance Department
Exchange Plaza, 5th Floor,
Plot No. C/1, G block,
Bandra Kurla Complex,
Bandra East, Mumbai – 400051

Sub: Presentation to analyst and Institutional Investors Meeting under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Symbol: JETKNIT

Dear Sir/Ma'am,

Pursuant to Regulation 30(6) and Regulation 46(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Investor Presentation.

You are requested to kindly take the same on your records.

Thanking You
Yours Faithfully

For JET KNITWEARS LIMITED



(Divya Saxena)
Company Secretary & Compliance Officer

Encl: As Above

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Sarthi Capital Advisors Private Limited
Bridging the Gaps



Jet Knitwears Ltd

Investor Presentation

January, 2018
Privileged and Confidential

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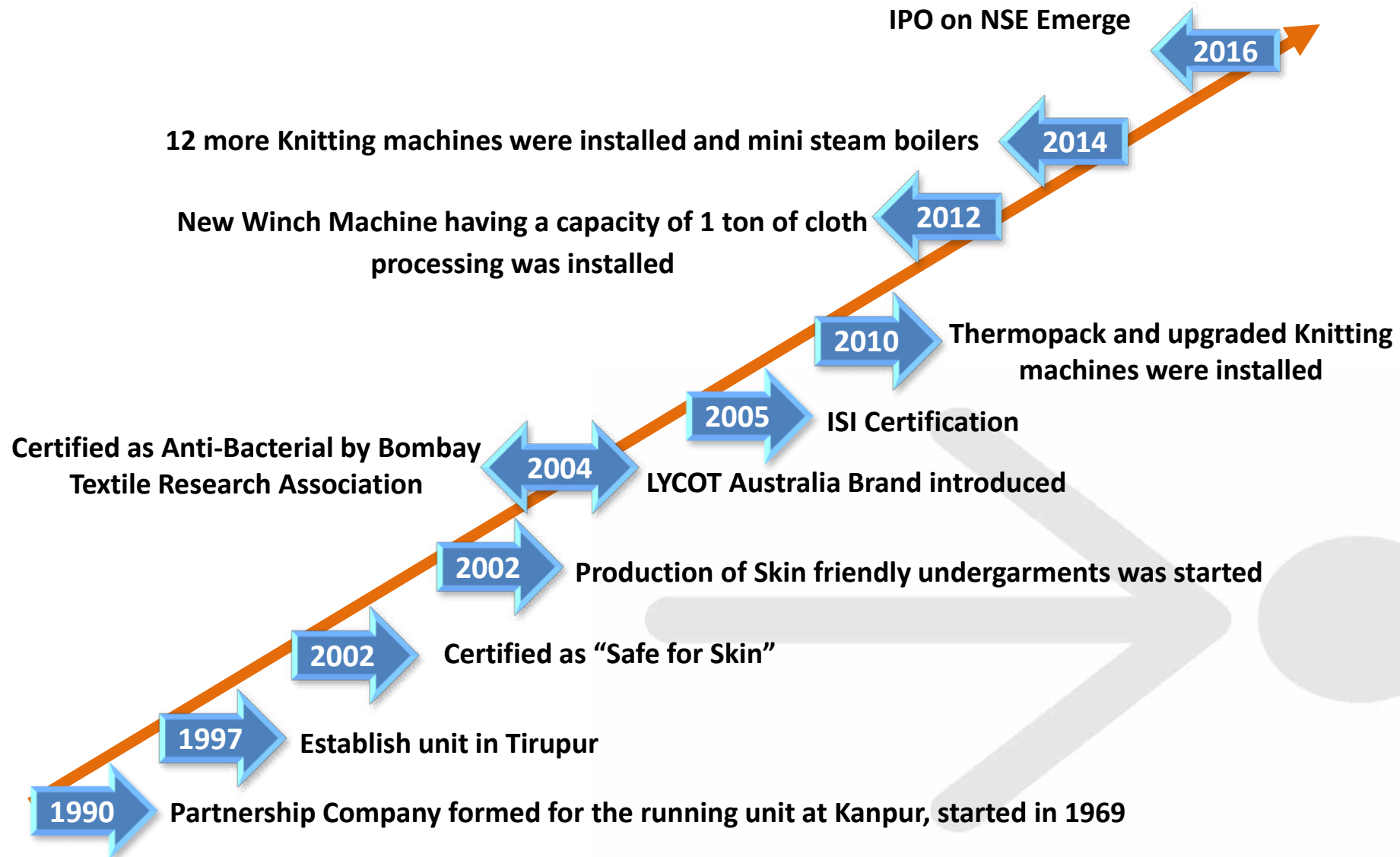
Corporate Overview



Company Overview

- Hosiery Business was started in the year 1969 which was converted to M/S Jet Knitwears Company in the year 1990 as a partnership, to carry out production of innerwear with brand “Jet”.
- The business was converted to Ltd company in the year 1996.
- Manufactures intimate garments for men, women and children such as vests, briefs, brassiere, panties, socks, T-shirts and casual wears and Thermals which are available in superior cotton fabrics and vibrant styles
- The company markets its products through its brands like “Lycot Australia”, “Jet”, “Jet Eco”, “Fresh-Long”, “Boski” and “Take- off”.
- Strong retail presence through its own network for Sales, Marketing and Logistics serving through distributors network and more than 5,000 retailers directly.
- The company has been awarded with various National Awards, Certificates and Recognitions from various industries and government authorities.
- Jet Knitwears Ltd. has developed dermatologist recommended, azo free dyed clothes targeted to adults and children with mild to severe skin allergies. This line includes latexfree, spandex-free, lycra-free, nylon-free and polyester-free cotton apparel.

Milestones





Men

Under Garments:

- Trunk
- Brief
- Boxers

Loungewear & Outerwear:

- Round Neck
- V Neck
- Bermudas
- Sport Lower

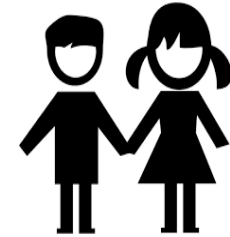
Quilted Thermals

Socks



Women

- Brassiere
- Panties
- Socks

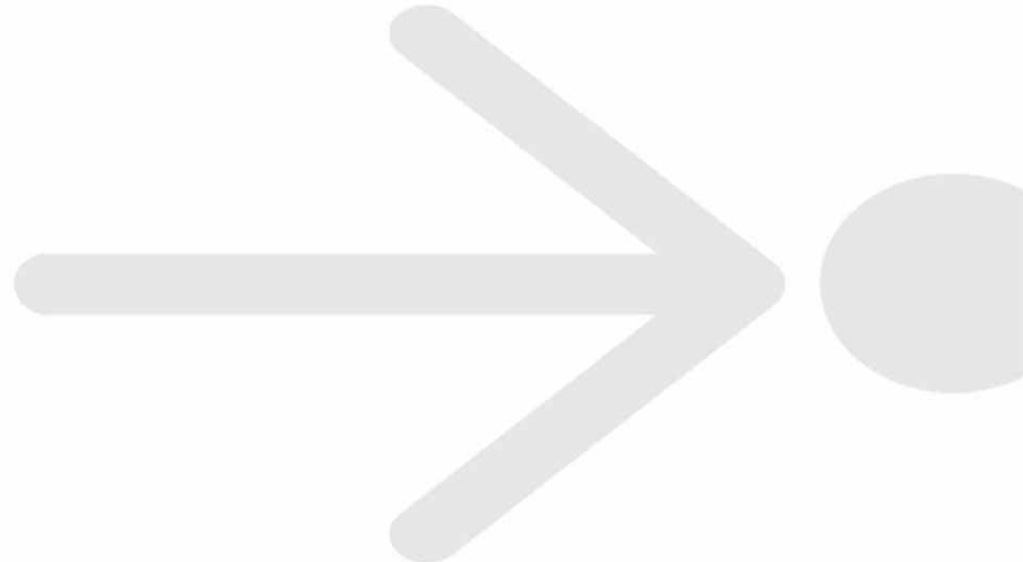


Kids













Vest

T-Shirts & Outerwear:

- Bermudas



Intellectual Property Rights

Sr. No.	Logo	Date of Application/Approval date	Class	Current Status	Valid Upto
1.		May 28, 1979	25	Registered	May 28, 2017
2.		August 16, 1994	25	Registered	August 16, 2018
3.		August 16, 1994	25	Registered	August 16, 2018
4.		December 14, 1994	25	Registered	December 14, 2018
5.		June 01, 1995	25	Registered	June 01, 2019
6.		December 15, 1997	25	Registered	December 15, 2017
7.		August 04, 1998	25	Registered	August 04, 2018
8.		August 04, 1998	25	Registered	August 04, 2018
9.		December 28, 1998	25	Registered	December 14, 2018
10.		May 30, 2000	24	Registered	May 30, 2020
11.		February 20, 2002	25	Rectification Filed	February 20, 2012
12.		September 17, 2004	25	Registered	September 17, 2024

Management Profile



- Mr. Balram Kumar Narula, aged 66 Years, is the Promoter and Managing Director of our Company.
- He founded Jet Knitwears Pvt. Ltd. in the year 1996 for the sole purpose of providing Premium Quality.
- Company under his guidance achieved the quality products benchmarking by winning 11 National Awards.
- Rich experience of more than 45 years in Manufacturing and Marketing of Undergarments, a premium brand “LYCOT AUSTRALIA” was introduced in 2008.



- Mr. Anil Kumar Narula, M.Com, aged 60 Years, is the Promoter and Whole-time Director of our Company.
- He is a businessman having rich experience of more than 35 years in the marketing and manufacturing of Hosiery Undergarments.
- He is managing Tirupur manufacturing Unit of the company. He is the Member of South India Hosiery Manufacturers Association.



- Mr. Rakesh Kumar Narula, aged 58 Years, is the Promoter and Whole-time Director of our Company.
- He has done his graduation in commerce from DAV College, Kanpur. He is a businessman having rich experience of more than 30 years in hosiery manufacturing specializing in Sales and Production. He has wide experience in stitching, bleaching and knitting.

Management Profile



- Mrs. Dinesh Parashar, aged 66 years is the Non-Executive & Independent Director of our company.
- She currently holds the position of Chairperson at Satyavati Adarsh Sikha Gram Samiti, and certain other positions at a High School.
- She has been awarded as “Siksha, Seva, Sanskriti ki Murtimaan Prateek” in March, 2013. She is also involved in many other social welfare activities.

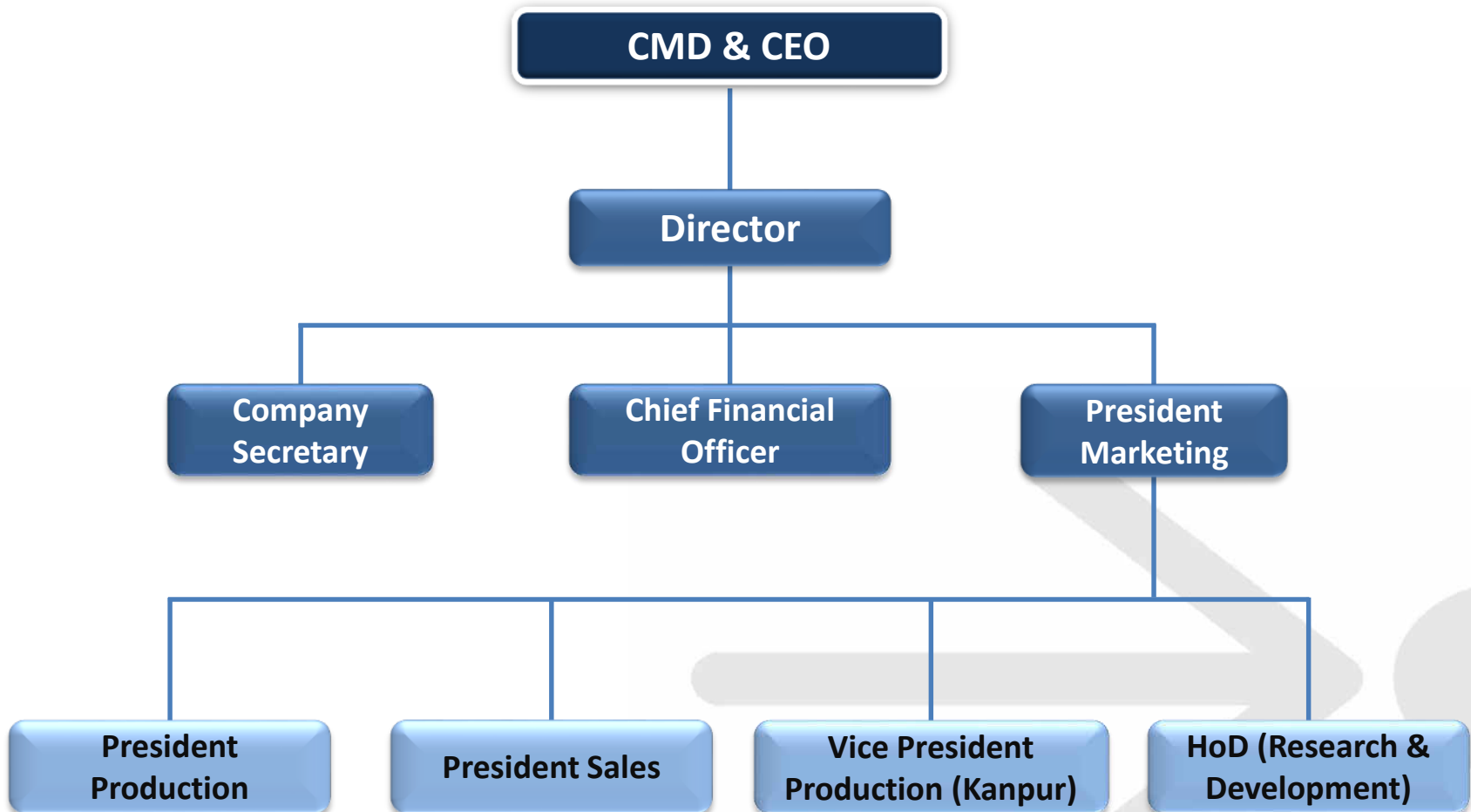


- Mr. Ashok Chandra Bajpai, aged 65 years is the Non- Executive & Independent Director of Our Company.
- He has completed his graduation in Bachelor of Science from Kanpur University. He worked for 35 years in Commercial Tax Department serving in various posts from Assistant Commissioner to Additional Commissioner and finally Member Tribunal at Commercial Tax Department of Uttar Pradesh.

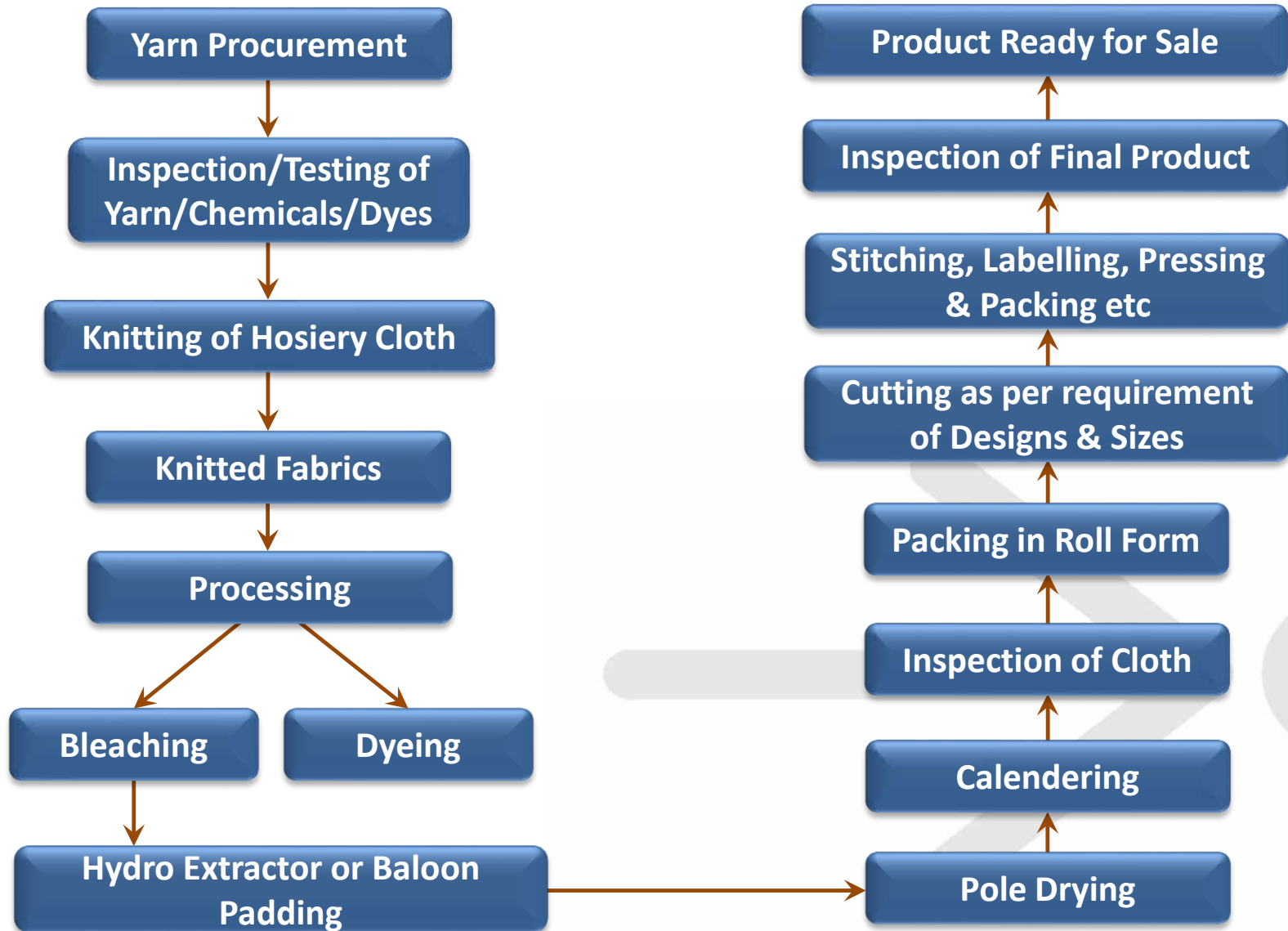


- Mr. Ramesh Chandra, aged 78 years is the Non- Executive & Independent Director of Our Company.
- After taking volunteer retirement in 1973, he joined Customs and Central Excise department and retired as Superintendent. Later he entered into legal profession in Kanpur Court and in Allahabad High Court.

Organisation Structure



Process Flow Chart of Products



Manufacturing Facility



Particulars	Kanpur		Tirupur	
Area	Land Area: 2360 Sq mtr		Land Area: 800 Sq mtr	
	Build up Area: 1400 Sq mtr		Build up Area: 500 Sq mtr	
Knitting	<ul style="list-style-type: none"> • 26 Machines of 24 gauge • 15 Machines of 26 gauge 	12,30,000 kg/annum in two duties of 10 hours per day	Done on Job Work Basis as per demand	
Processing	6 Machines	15,00,000 kg/annum in two duties of 10 hours per day	4 Machines	3,60,00 kg/annum*
Cutting	Done in house as well as on Job Work Basis			
Stitching, Pressing & Packing	Done in house as well as on Job Work Basis			

Department	Number of Employees
Finance & Accounts	4
Sales & Marketing	7
Production & Store	8
IT Department	3
Office Administration	6
Secretarial Department	1
Labour and Workers	13
Total	42

Awards & Recognitions



Awards & Recognitions

Sr No	Year	Awards
1	1994	“Mandalya Puraskar” , 1993-94 for excellent & successful Management of SSI unit.
2	1994	“National Awards to Small Scale Entrepreneurs” by Small Industries Development Organisation, Ministry of Industry, Government of India
3	1996	“National Awards to Small Scale Entrepreneurs” by Small Industries Development Organisation, Ministry of Industry, Government of India
4	2001	“National Award” for Excellence in Quality Products by Ministry of Micro, Small & Medium Enterprises, Government of Uttar Pradesh
5	2002	“Second Prize” for Excellent Performance in Export by Small Scale Industries & Export Promotion Department, Government of Uttar Pradesh
6	2003	“National Award” for Research & Development (Small Industries) by Ministry of Micro, Small & Medium Enterprises, Government of India
7	2005	“Second Prize” for Excellent Performance in Export by Small Scale Industries & Export Promotion Department, Government of Uttar Pradesh
8	2007	“National Award” for Quality Products in Micro & Small Enterprises(Readymade Garments) by Ministry of Micro, Small & Medium Enterprises, Government of India
9	2007	“Rajiv Gandhi National Quality Award” in the field of Textile Industry in the Category Small Scale Manufacturing Industry

Awards & Recognitions

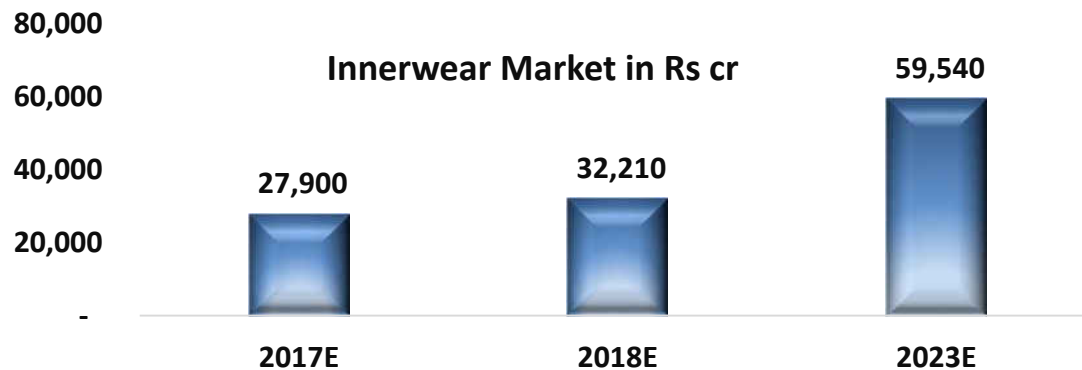
Sr No	Year	Awards
10	2008	“Rajiv Gandhi National Quality Award” for Achieving Excellence amongst all Applicants in the Category Small Scale Manufacturing Industry
11	2008	“International Quality Crown Award London” from Business Initiative
12	2009	“National Award” for Quality Products in Micro & Small Enterprises (Knitwear) by Ministry of Micro, Small & Medium Enterprises, Government of India
13	2011	“National Record” Certificate from the Limca Books of Records for being the only unit in Micro, Small & Medium Enterprises Sector having Six National Awards in the various field between 1995 and 2009 along with an International Award
14	2011	“National Award” for Quality Products in Micro & Small Enterprises (Undergarments) by Ministry of Micro, Small & Medium Enterprises, Government of India
15	2012	Honor Certificate for “Well Known Brand in Asia” Asia Brand Attention System (ABAS) Expert Committee
16	2013	Dr. Ram Manohar Lohia Small Business Promotion Award



Industry Overview

High-growth segment with underlying premiumization

- The Innerwear Category is one of the high growth categories in the apparel market and promises growth and innovation.
- The higher income, along with higher discretionary spending, growing fashion orientation of consumers and product innovations by the innerwear market have turned innerwear from a traditionally utilitarian item to an essential fashion requirement.
- The size of the Indian innerwear market stood at Rs. 15,870 crores (\$2.9 billion) in 2012. The category is also growing at an impressive CAGR of 12% and has reached Rs. 27,900 crores (\$5.1 billion) by 2017.
- The women's innerwear market, which is driven by value-added innerwear products, contributes around 60% to the market.



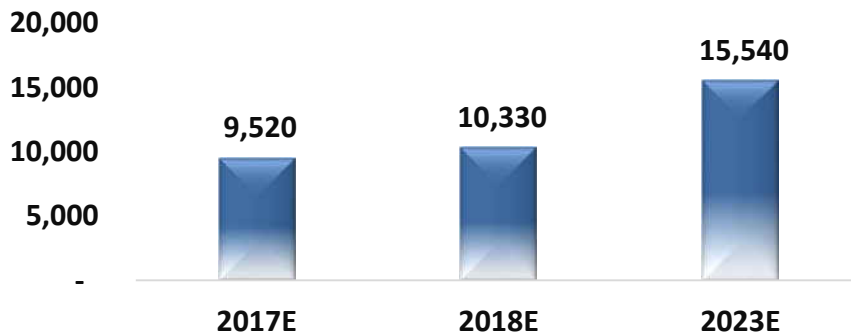
Source:
<http://www.indiantextilemagazine.in/industry-news/indian-innerwear-market-expanding-fast-and-wide/>

Industry Overview

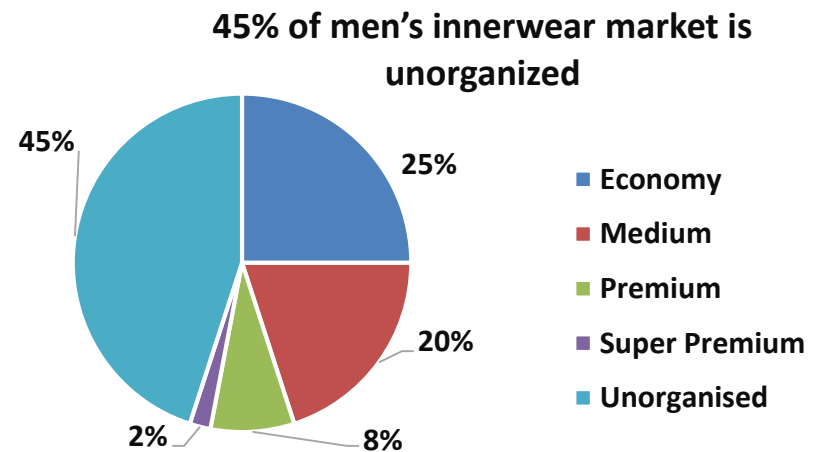
Men's Innerwear Market

- The men's innerwear market is estimated, worth Rs 9,520 crores (\$1.8 billion), is characterized by the presence of numerous Indian and international brands catering to different segments of the market.
- Though many fashion / apparel players have extended their existing brand labels in menswear to men's innerwear as well, the product recall of players with focus solely on innerwear products is comparatively higher.
- The different sub-categories of men's innerwear include vests, briefs / boxers, basic T-shirts, shorts / pyjamas, sleepwear and activewear.
- On the basis of product pricing, this market is further sub-divided into super premium, premium, medium and economy segments.

Men's Innerwear Market in Rs cr



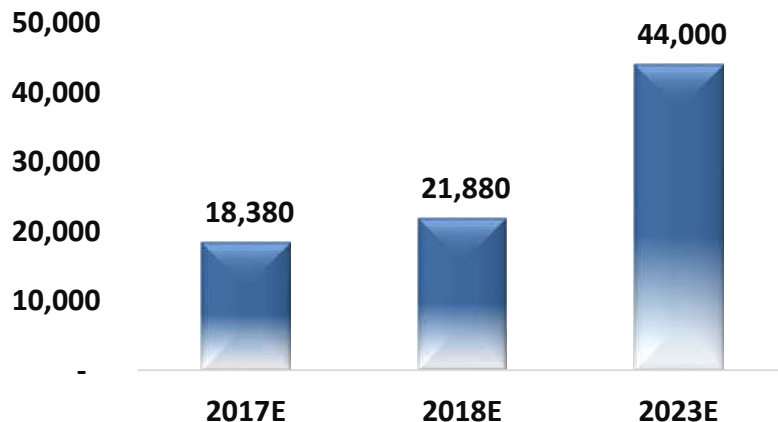
Source:
<http://www.motilaloswal.com/site/rreports/635833507527292328.pdf>



Women's Innerwear Market

- The women's innerwear market worth Rs. 9,540 crores (\$1.7 billion) is one of the fastest growing categories within women's apparel. This category is growing at a CAGR of 14%, and is expected to reach Rs. 18,380 crores (\$3.4 billion) by 2017.
- The sub-categories in women's innerwear include brassieres, panties, camisoles, basic T-shirts, shorts / pyjamas, sleepwear, activewear and maternity wear.
- On the basis of demographics, behavior traits, lifestyle activities and purchase patterns, the typical consumers of the women's innerwear market can be divided into three distinct categories: Urbane Enthusiasts, Exuberant Seekers and Thriving Homemakers.

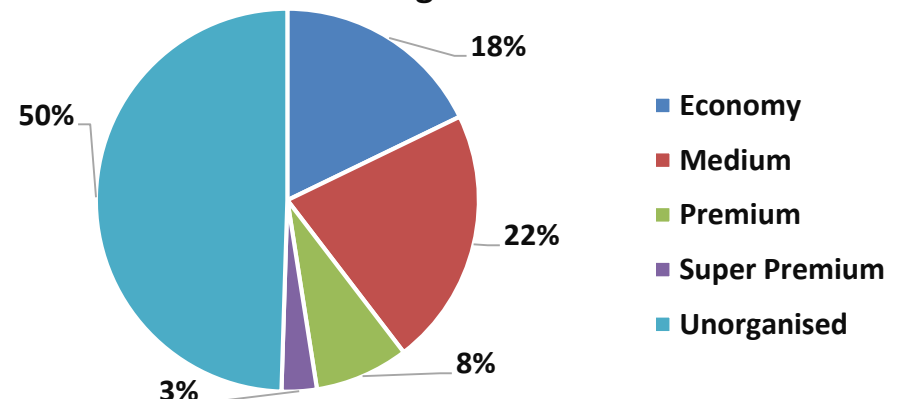
Women's Innerwear Market in Rs cr



Source:

<http://www.motilaloswal.com/site/rreports/635833507527292328.pdf>

The women's innerwear market is largely unorganized



Going Forward

- Simply put, the future of the apparel market and the innerwear category looks promising. At the same time, fashion retailers have to face some daunting challenges prior to tapping the extant opportunities.
- The growth story of Indian consumption is expected to revive in the medium to long term, but it will require improvements in the overall business performance and managerial prudence of the highest degree to benefit from this growth.
- The Indian apparel market has demonstrated resilience and growth in an environment characterized by slow economic growth.

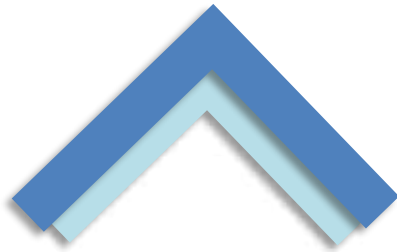
Source: <http://www.indiantextilemagazine.in/industry-news/indian-innerwear-market-expanding-fast-and-wide/>

**Financials – Half Yearly &
Annual**



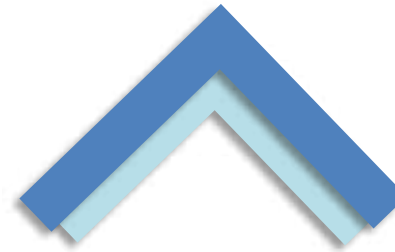
Financial Highlights – H1FY18 Vs H1FY17

Gr 23.03%
Y-o-Y



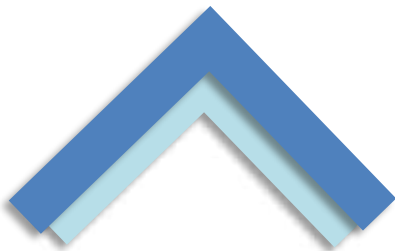
Sales Rs 25.6 cr

Gr 0.19%
Y-o-Y



EBITDA Rs 1.4 cr

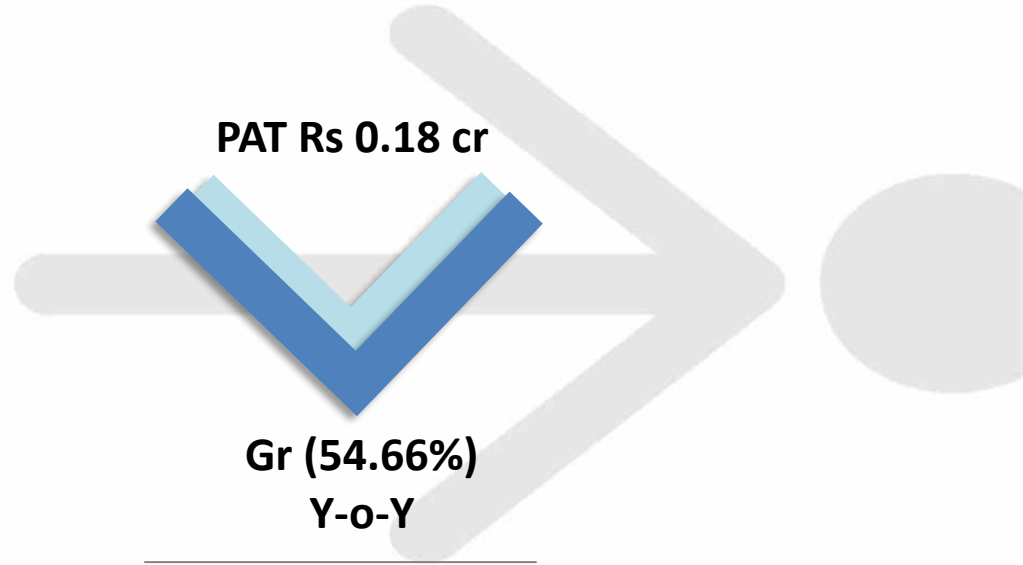
Gr 0.99%
Y-o-Y



EBIT Rs 1.1 cr

PAT Rs 0.18 cr

Gr (54.66%)
Y-o-Y



Financial Statements in Rs cr

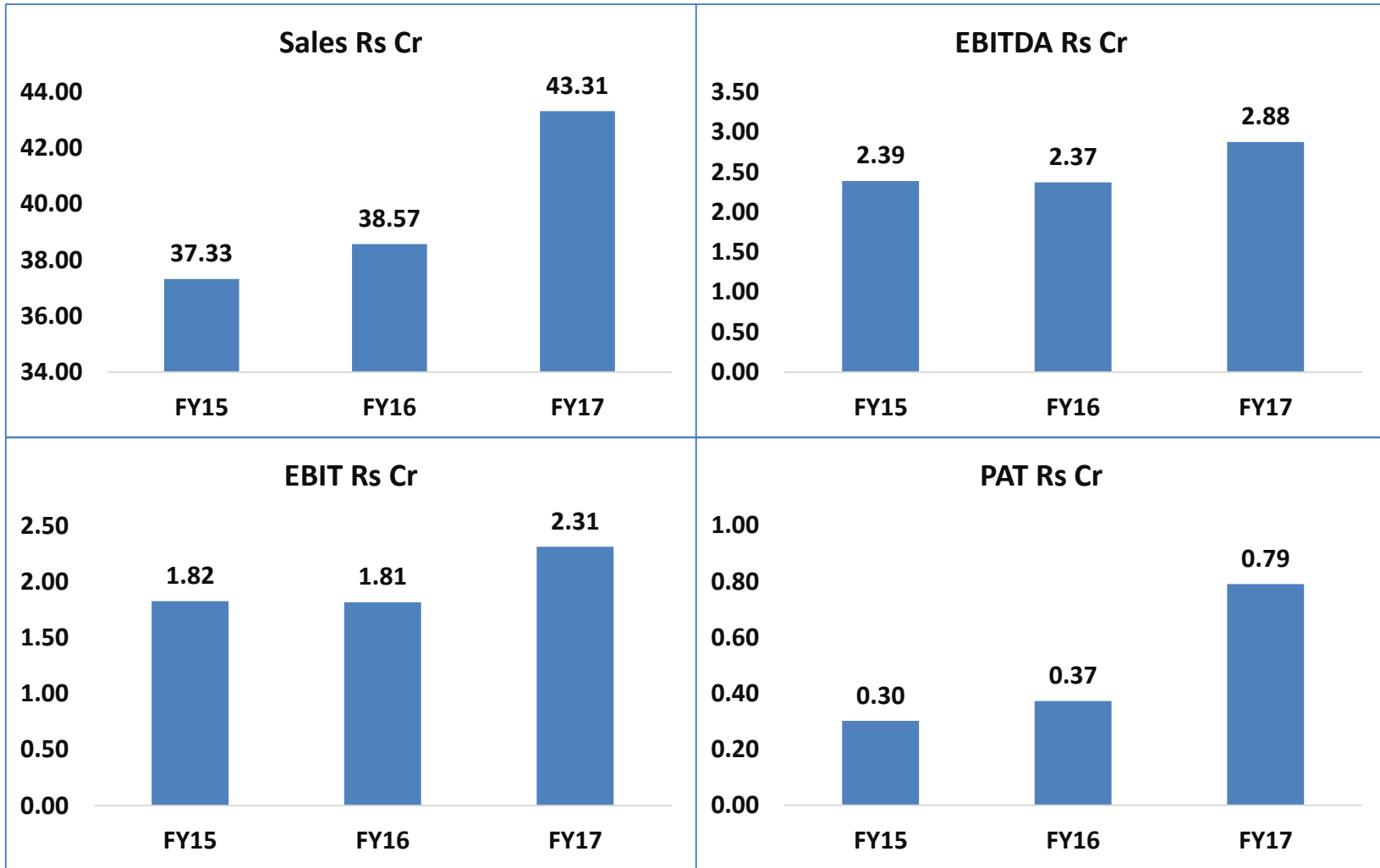
Income Statement	H1FY17	H1FY18	Y-o-Y Gr
Total Revenue	20.76	25.55	23.03%
Expenditure:			
Operating Expenses	13.78	18.04	
Employee Expenses	0.16	0.19	
Other Expenses	5.45	5.94	
Total Expenditure	19.39	24.17	24.65%
EBITDA	1.38	1.38	0.19%
EBITDA Margin	6.62%	5.40%	
Depreciation	0.28	0.27	
EBIT	1.10	1.11	0.99%
EBIT Margin	5.28%	4.33%	
Finance Cost	0.52	0.38	
EBT	0.58	0.73	26.07%
EBT Margin	2.78%	2.85%	
Exceptional Item	0.00	0.47	
Taxes	0.18	0.07	
PAT	0.40	0.18	(54.66%)
PAT Margin	1.92%	0.71%	

Financial Statements in Rs cr

Liabilities	H1FY18
Share Capital	4.08
Reserve & Surplus	8.05
Shareholders Funds	12.13
Deferred Lax Liabilities	-
Long Term Loan	-
Long Term Provisions	-
Other Liabilities	-
Current Liabilities:	
Short Term Borrowings	11.48
Trade Payables	1.26
Other Current Liabilities	1.50
Provisions	0.22
Total Current Liabilities	14.47
Source of Funds	26.60

Assets	H1FY18
Fixed Assets	2.71
Investments	0.00
Loans & Advances	0.19
Deferred Tax Assets	0.20
Current Assets:	
Investments	-
Inventory	5.84
Debtors	16.20
Cash & Equivalents	0.21
Loans & Advances	1.26
Other Current Assets	0.00
Total Current Assets	23.50
Application of Funds	26.60

Financial Snap Shot



Profit & Loss Statement in Rs cr

Income Statement	FY15	FY16	FY17
Sales	37.32	38.55	43.27
Other Income	0.01	0.02	0.05
Total Revenue	37.33	38.57	43.31
Expenditure:			
Operating Expenses	24.33	25.48	28.79
Employee Expenses	0.33	0.68	0.74
Other Expenses	10.27	10.03	10.91
Total Expenditure	34.94	36.20	40.44
EBITDA	2.39	2.37	2.88
Depreciation	0.56	0.56	0.57
EBIT	1.82	1.81	2.31
Finance Cost	1.33	1.23	1.11
EBT	0.49	0.59	1.20
Taxes	0.19	0.21	0.41
PAT	0.30	0.37	0.79

Balance Sheet in Rs cr

Balance Sheet	FY15	FY16	FY17
Share Capital	3.00	3.00	4.08
Reserve & Surplus	3.40	3.77	7.86
Shareholders Funds	6.40	6.77	11.95
Deferred Tax Liabilities	0.03	-	-
Long Term Loan	2.06	1.60	0.00
Current Liabilities			
Short Term Borrowings	7.74	10.22	9.19
Trade Payables	3.64	2.76	3.14
Other Current Liabilities	0.17	0.19	0.19
Provisions	0.22	0.26	0.43
Total Current Liabilities	11.77	13.44	12.95
Source of Funds	20.25	21.81	24.90
Fixed Assets	2.56	2.16	2.22
Other Non Current Assets	-	0.02	0.54
Current Assets:			
Investments	0.07	-	-
Inventory	7.54	5.92	4.91
Debtors	8.38	9.90	13.99
Cash & Equivalent	0.61	2.49	1.27
Loans & Advances	1.09	1.31	1.97
Other Current Assets	0.00	0.00	0.00
Total Current Assets	17.69	19.62	22.14
Application of Funds	20.25	21.81	24.90

Ratio Analysis

Ratio Analysis	FY15	FY16	FY17
EBITDA Margin	6.4%	6.1%	6.6%
EBIT Margin	4.9%	4.7%	5.3%
PAT Margin	0.8%	1.0%	1.8%
RoCE	21.6%	21.7%	19.3%
RoNW	4.7%	5.5%	6.6%

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HAPPY TO HELP....



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Bridging the Gap

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