



GOKALDAS
EXPORTS LIMITED

Reconfigured for Growth

BSE – GOKEX | NSE – GOKEX

INVESTOR PRESENTATION
FY 2022



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Quarterly Highlights

REVENUE

588.0 Crores

↑ 57.8% ↑ 12.2%

Delivered highest quarterly revenue. Export revenue increased by 58.3% year over year. Deep engagement with key customers and augmentation of capacity enabled strong revenue growth.

EBITDA

79.5 Crores

↑ 109.4% ↑ 26.7%

Increased volume, efficient utilisation of capacity and continuous improvement in all operating levers contributed to growth.

ADJ. NET PROFIT ¹

49.1 Crores

↑ 206.2% ↑ 63.1%

Increase of more than threefold over the previous year is a result of higher volume and superior cost management.

↑ Y-o-Y ↑ Q-o-Q

Summary of Consolidated Profit & Loss Statement

₹ in Crores

KEY PERFORMANCE METRICS	Q4FY21	Q3FY22	Q4FY22	YOY	QOQ
Revenue from operations	369.9	520.6	585.0	58.1%	12.4%
Other Income	2.8	3.5	3.0	8.6%	(13.4%)
Total Income	372.7	524.1	588.0	57.8%	12.2%
EBITDA	38.0	62.8	79.5	109.4%	26.7%
EBITDA Margin (%)	10.2%	12.0%	13.5%	3.3%	1.6%
Finance cost	9.3	9.2	9.4	0.6%	1.7%
Depreciation and amortisation expenses	12.5	15.0	17.8	42.2%	19.0%
Profit after tax	16.0	30.1	60.9 ²	279.8%	102.3%

¹ Adjusted for deferred tax credit of ₹ 11.8 Crores.

² After exhausting carried forward tax loss during the financial year the company recognised deferred tax asset, as per Ind AS 12, giving rise to a deferred tax credit of ₹ 11.8 Crores in Q4 FY22 inflating the Net Profit accordingly.

Financial Year Highlights

REVENUE

1,801 Crores

↑ 47.3%

The year's performance reflects a growing order book and the company's ability to weather production and supply chain disruptions. The primary drivers of growth were robust capacity expansion and a rapid ramp-up of production.

EBITDA

216.2 Crores

↑ 90.1%

Increased volume, better product mix, and improved operational efficiency all contributed to a growing operating profit. Operating profit margin increased by 2.7% Y-o-Y to 12.0% in FY22 from 9.3% in FY21.

ADJ. NET PROFIT¹

105.3 Crores

↑ 297.5%

Increased operating profit resulted in an approximately fourfold increase in profitability over the previous year.

↑ Y-o-Y

Summary of Consolidated Profit & Loss Statement

₹ in Crores

KEY PERFORMANCE METRICS	FY21	FY22	+/- Change	YOY
Revenue from operations	1,210.7	1,790.3	579.6	47.9%
Other Income	12.2	10.7	(1.5)	(12.5%)
Total Income	1,222.9	1,801.0	578.1	47.3%
EBITDA	113.7	216.2	102.5	90.1%
EBITDA Margin (%)	9.3%	12.0%	2.7	29.1%
Finance cost	34.5	40.2	5.7	16.7%
Depreciation and amortisation expenses	52.6	58.9	6.3	12.0%
Profit after tax	26.5	117.1 ²	90.6	342.0%

¹ Adjusted for deferred tax credit of ₹ 11.8 Crores.

² After exhausting carried forward tax loss during the financial year the company recognised deferred tax asset, as per Ind AS 12, giving rise to a deferred tax credit of ₹ 11.8 Crores in Q4 FY22 inflating the Net Profit accordingly.

Financial Year Highlights

CAPEX

84.0 Crores

The company invested in modernization and capacity augmentation of existing units and new capacity addition. These investments are expected to increase revenue and improve operational productivity.

NET CASH

119.0 Crores

Gross borrowings reduced by ₹302 crores during the year, driven by equity capital raise through a QIP in October 2021 and generation of operating cash flows. Cash and cash equivalents less borrowings totaled ₹119 crores. as of March 31, 2022.

WORKING CAPITAL

70 days

The fact that the current ratio has remained above 2x indicates that the company has a strong liquidity position that is sufficient to meet its current obligations. Increased fund management efficiency resulted in reduction of working capital days from 85 in FY21 to 70 in FY22.

Analysis of Financial Position

₹ in Crores

	FY21	FY22	YOY
Non-Current Assets			
Investment in Fixed Assets	127.2	169.1	41.9
Other non-current assets	45.8	68.5	22.7
Total non-current assets	173.1	237.6	64.5
Current assets			
Inventories	259.2	433.6	174.4
Trade receivables	179.8	92.2	(87.6)
Other current assets	68.7	135.9	67.2
Total current assets	507.7	661.7	154.0
Less: Current Liabilities			
Trade payables	86.0	117.8	31.9
Other current liabilities	130.1	185.5	55.4
Total current liabilities	216.1	303.4	87.3
Net Current Assets	291.6	358.3	66.7
Capital Employed*	464.7	595.9	131.3
Sources of Funds			
Equity	290.1	708.2	418.1
Long term Borrowings	18.8	2.4	(16.5)
Short term Borrowings	346.4	60.7	(285.7)
Total Borrowings	365.2	63.1	(302.1)
Less: Fixed Deposits held with Banks	146.9	15.0	(132.0)
Less: Cash and cash equivalents includes investment in MFs	52.1	167.1	115.1
Net Borrowings / Net Debt	166.2	(119.0)	(285.3)
Long term provisions	5.3	6.7	1.4
Lease Liabilities (Net)#	3.1	0.1	(3.0)
Total Sources of Funds	464.7	595.9	131.3

Note: * Capital employed does not include cash and cash equivalents including investment in mutual funds.

Lease liabilities are net of right of use of assets and liabilities.

Financial Year Highlights

CFO

117.2 Crores

Operating profit before working capital changes stood at ₹205.6 crores as against ₹114.9 crores in FY21. Indicates that the company has generated sufficient positive cashflow to maintain and grow operations.

FD UNLOCKED

132 Crores

During the year, fixed deposit of ₹132 crores which was held with banks as cash collateral, was liquidated,

EQUITY RAISED

300 Crores

Raised equity of ₹300 crores through QIP that was primarily used to repay borrowings and fund working capital requirements.

Cash Flow Analysis

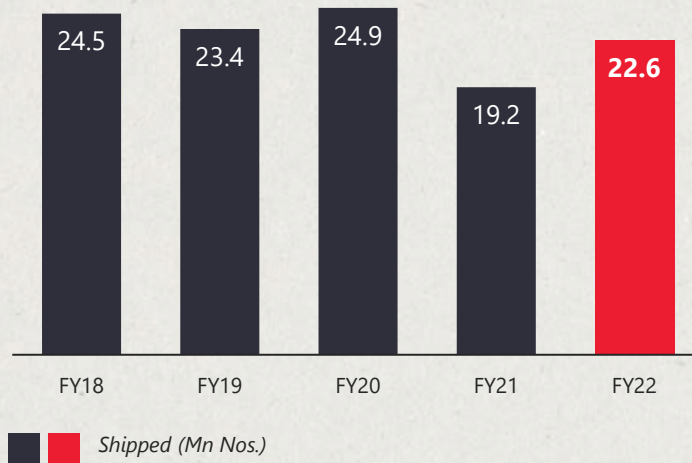
₹ in Crores

	FY21	FY22
Cash flow from operating activities		
Profit before exceptional items and tax	26.6	117.0
Adjustments to reconcile profit before tax to net cash flows:		
Depreciation and amortisation expenses	52.6	58.9
Provision for doubtful debts / advances	9.0	2.8
Provision for doubtful deposits and advances	-	1.6
Other non-cash adjustments	26.7	25.2
Operating profit/(loss) before working capital changes	114.9	205.6
Changes in operating assets and liabilities:	3.8	(88.4)
Net cash flows from/ (used in) operating activities (A)	118.7	117.2
Cash flow from investing activities		
Purchase of property, plant and equipment (including intangible assets and capital work-in-progress)	(36.2)	(79.8)
Proceeds from sale of property, plant and equipment	2.1	1.6
Investments / redemption of bank deposits	(7.9)	132.0
Investments / redemption in mutual funds	0.1	(114.9)
Other elements	9.6	8.8
Net cash flows from/ (used in) investing activities (B)	(32.2)	(52.3)
Net cash flows from/ (used in) financing activities (C)	(86.2)	(43.0)
Net increase/ (decrease) in cash and cash equivalents (A+B+C)	0.3	21.9
Cash and cash equivalents at the beginning of the year	(9.5)	(9.2)
Cash and cash equivalents at the end of the year	(9.2)	12.7
Reconciliation of cash and cash equivalents as per the cash flow statement:		
Cash and cash equivalents as per above comprise of the following		
Cash and cash equivalents	15.3	12.7
Bank overdraft	(24.5)	-
Balances per statement of cash flows	(9.2)	12.7

Key Performance Indicators

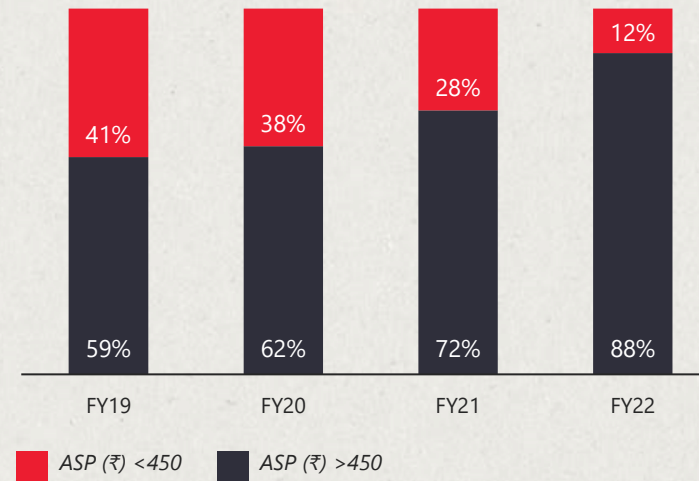
Key Performance Indicators

NUMBER OF PIECES SHIPPED



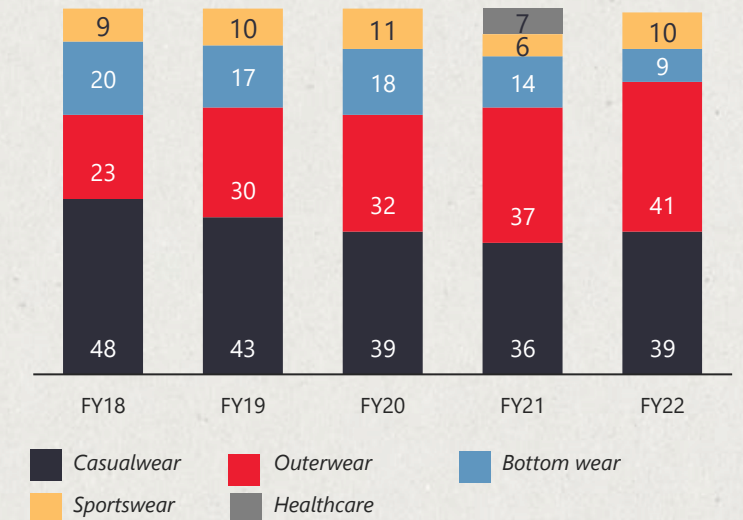
Growth in volume together with increase in average realization per piece have supported a strong revenue growth. Volumes in FY21 was impacted due to pandemic driven order cancellation.

SALES CONTRIBUTION BASIS ASP



Higher contribution from high ASP products. Sales contribution is shown with reference to the average price per woven garment exported from India.

PRODUCT CATEGORY SALES

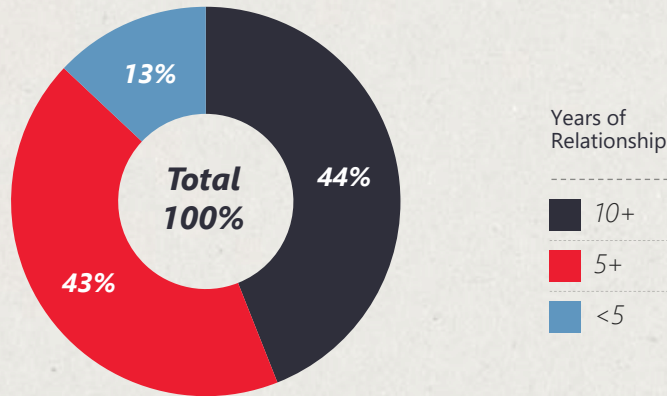


A steady growth in outerwear segment helps balance seasonality of the business. The drop in sportswear contribution in FY21 was because of reduced demand from key customers, which is expected to pick up further in FY23.

Key Performance Indicators

Client Servicing Metrics

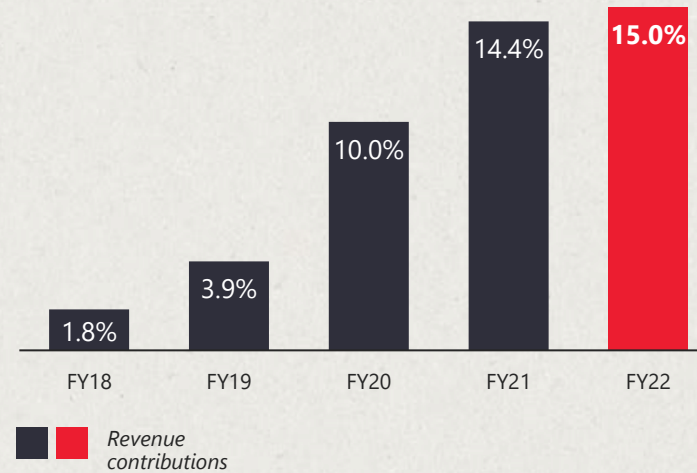
LONG STANDING RELATIONSHIPS WITH GLOBAL MARQUEE BRANDS



Sales contribution in FY22 (in %)

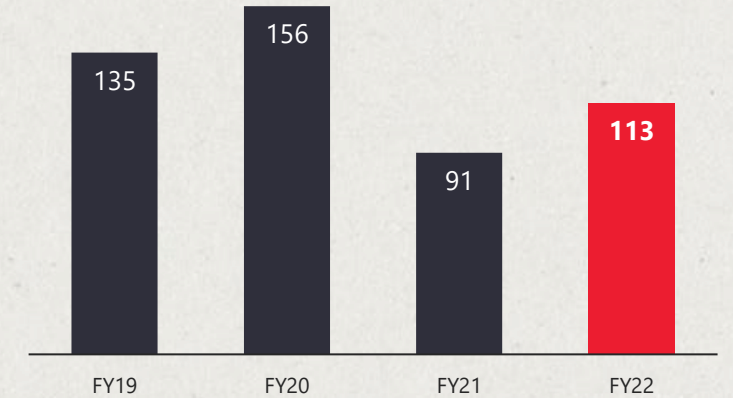
We have nurtured these long-term relationships by continuously upgrading our skills, technology and processes to meet the evolving demands of our customers.

REVENUE CONTRIBUTIONS FROM CUSTOMERS ADDED IN LAST 5 YEARS



Over the last five years, we have successfully worked towards growing our customer base, and have enhanced their share of contribution to our revenue. In FY22, we were under pressure to grow from all our customers and had to judiciously allocate capacity to ensure all round customer satisfaction.

EXPORTS SALES UNDER 40 PLI MMF CODES (₹ CRORES)

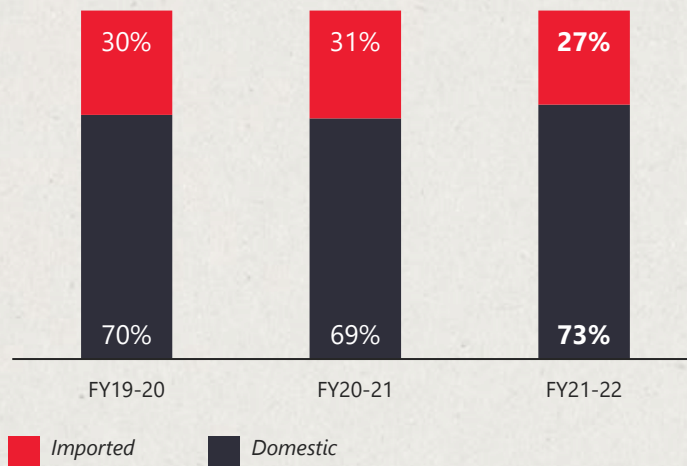


Exports in MMF segment is picking up but is yet to reach the pre-pandemic level, since consumer preference shifted towards casualwear.

Key Performance Indicators

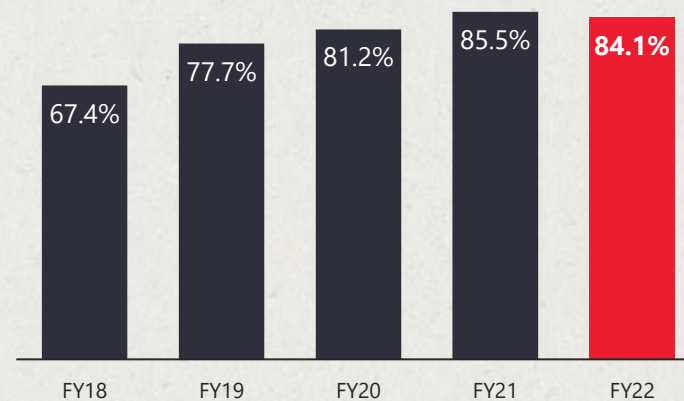
Supply Side Metrics

PURCHASE COMPOSITION



Increased focus on domestic sourcing allows the Company to be more cost effective in material consumption.

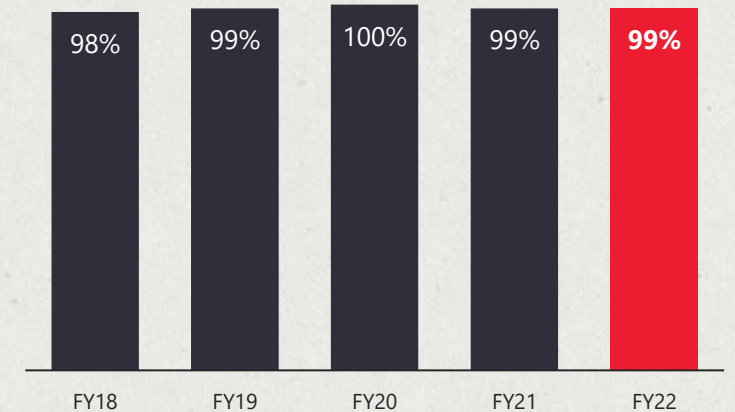
INBOUND SUPPLY CHAIN EFFICIENCY (IN %)



Ontime sourcing of raw material from various suppliers internationally is critical to ensure on time delivery of finished goods.

Supply chain disruptions were rampant in FY22, limiting further improvement.

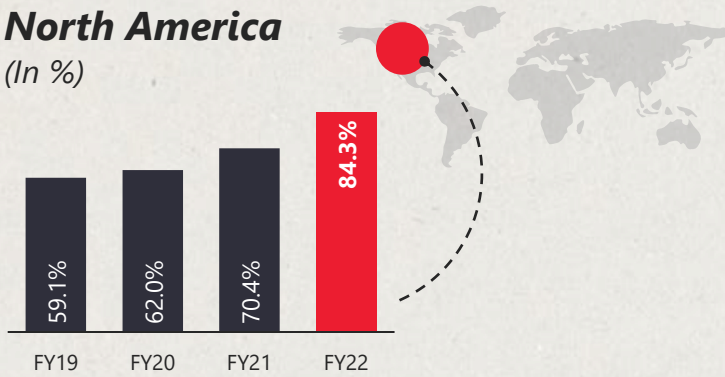
OUTBOUND SUPPLY CHAIN EFFICIENCY (IN %)



We have consistently shipped on time, thereby demonstrating our commitment to our strong principles of delivering on our promises. This strong performance in client serving metrics make us the preferred choice of partner for brands across the globe. The supply chain disruption in FY21 and FY22 impacted this slightly.

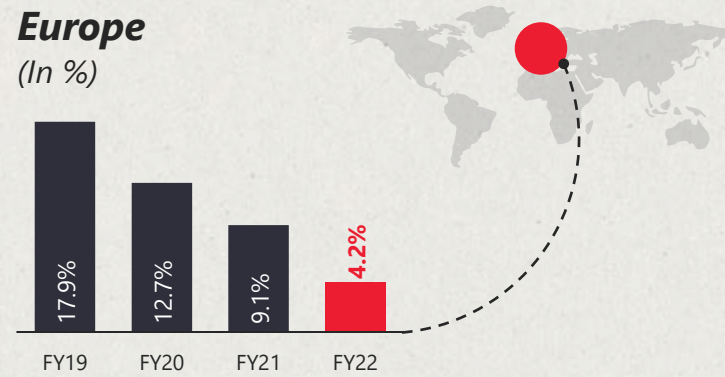
Our Global Delivery Reach

North America (In %)

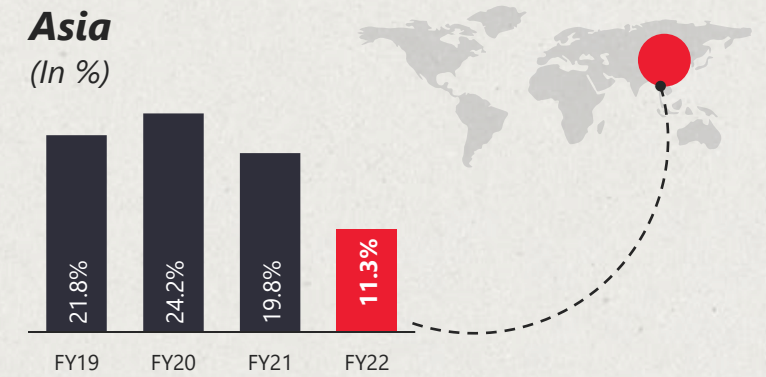


North American market witnessed a strong recovery in FY22.

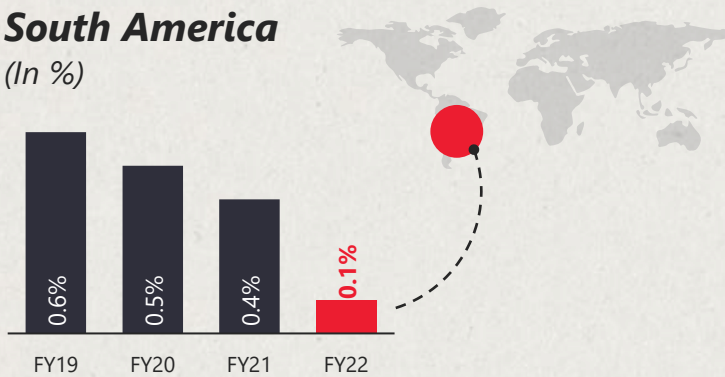
Europe (In %)



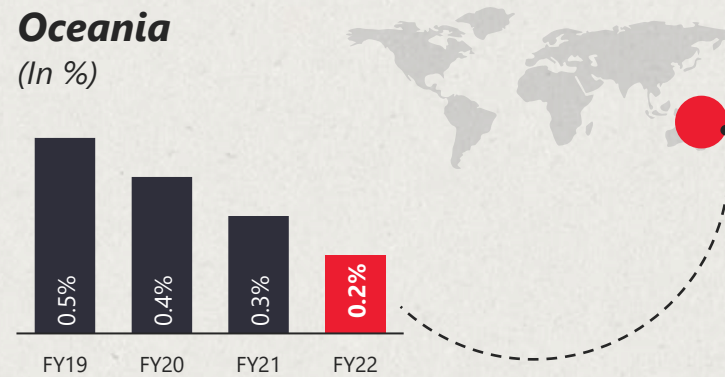
Asia (In %)



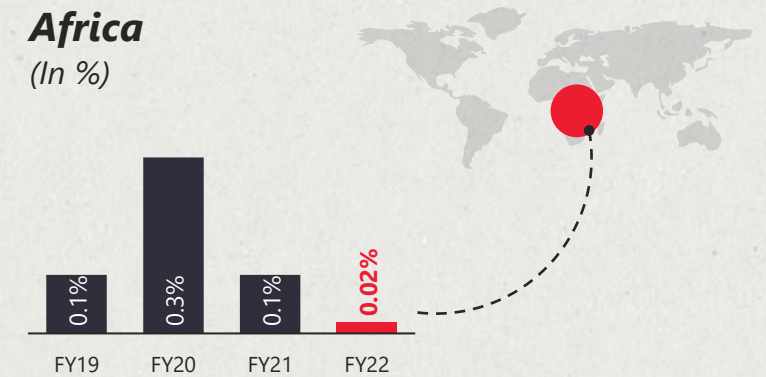
South America (In %)



Oceania (In %)



Africa (In %)



Continue to Invest in Machinery for Expansion and Upgradation



₹ 84 Crores
OF CAPEX
DURING THE YEAR

Capital Expenditure

YEAR	MODERNIZATION AND UPGRADES	NEW CAPACITY AND NEW PROJECTS	NEW INITIATIVES	TOTAL
FY22	28	44	12	84
FY23e	20	70	70	160
FY24e	20	40	60	120
Total	68	154	142	364

The company plans to invest ~₹130 Crores on new initiatives in next two years and also will deploy ~₹110 Crores on the existing and ongoing projects.

Management Commentary

We closed the year with a strong financial performance, posting a robust revenue and profit growth.

Our growth was driven by a sequentially improving demand environment, a healthy and resilient order book and superior service delivery to our customers.

In FY 2022, we encountered a challenging business environment. The Delta wave in the first quarter, Omicron wave in the early fourth quarter and logistics disruptions throughout the year tested us. High raw material prices for both Cotton and MMF products, the war in Europe and inflation in key markets were additional headwinds.

As an agile, high performance and entrepreneurial organisation, we thrived on this disruption! With a singular focus we unlocked capacity in our existing facilities, upgraded our machinery for productivity and ensured optimal utilisation of capacity, while never losing sight of customer delivery metrics, emerging as an indispensable part of the global value chain. We commissioned three new units in Karnataka and Tamil Nadu, which are ramping up well, and initiated work on a new factory in Madhya Pradesh. In October, we successfully raised equity capital of ₹ 300 Crores through QIP to support our ambition for growth.

We maintained a vigorous growth momentum throughout the year generating substantial operating cash flows. I thank our entire workforce for their unstinted effort and our stake-holders for their support, as we deftly steered through some of the most challenging business conditions the world has seen, to deliver a strong financial result in FY22.

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Sivaramakrishnan Ganapathi
MANAGING DIRECTOR



Global Apparel Industry Trends

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- 22** Retail Price Hikes



Global Leaders' thoughts on industry landscape

Shift of Business away from China

COMMENTARY FROM CHINA



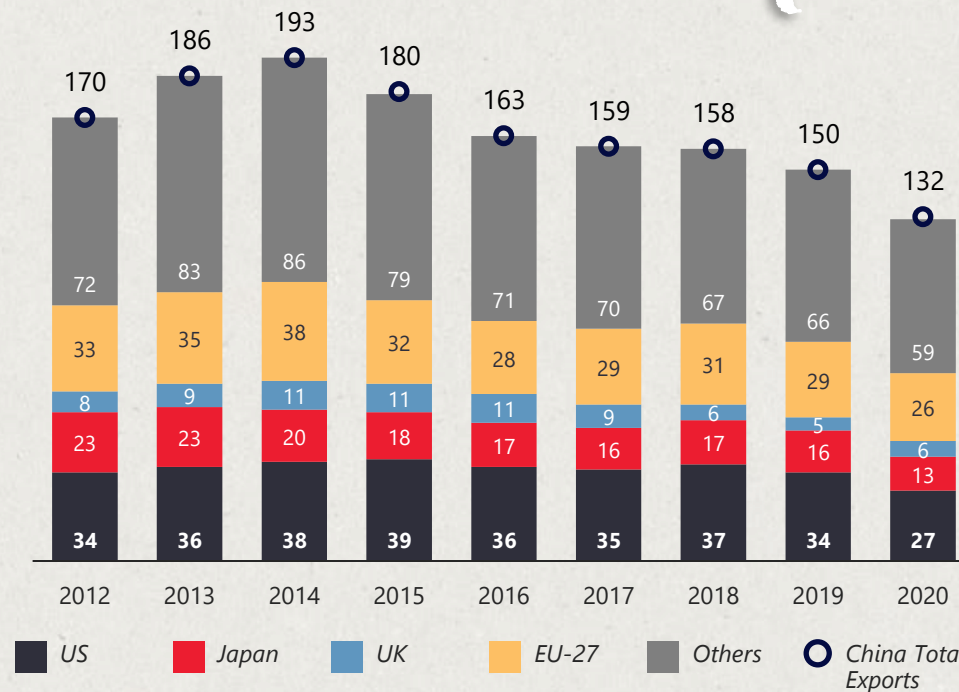
China

“The trade environment and cost differences has weakened the export competitiveness of China's products, which led to a shifting of demand from China to overseas countries. The global layout of the industrial chain and the cross-border collaboration of supply chain have become a trend in the development of the textile and garment industry, brand customers also establish global supply chain network to diversify procurement risks.

- One of the largest Chinese Textile and Apparel Exporter

China Exports Share to Various Countries

(IN US BN \$)



In the last decade, China witnessed a serious drop in its export market share.

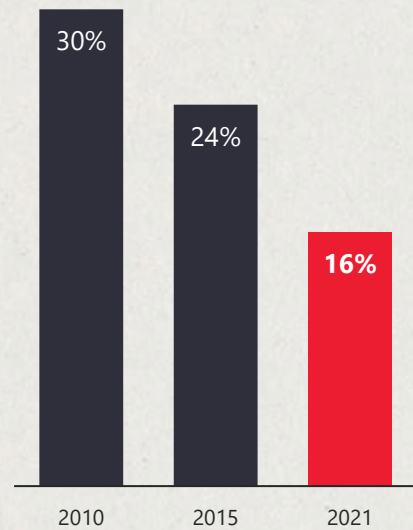
Higher factor costs, relatively appreciating currency, and trade barriers are driving a steady erosion of China's exports in this sector. Countries like India stand to gain from this. There has been a growth in sourcing from India, while the opportunity is yet to be fully played out.



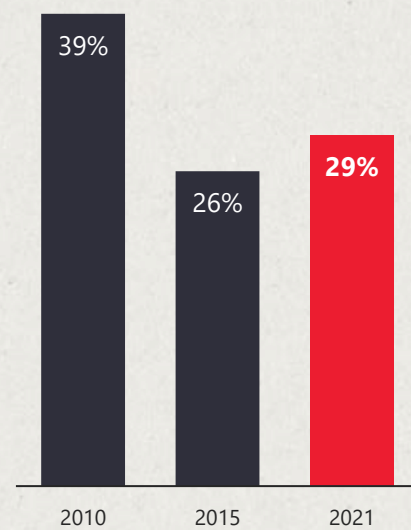
Industry Trends

Brands' Procurement from China as a Percentage of Their Overall Procurement

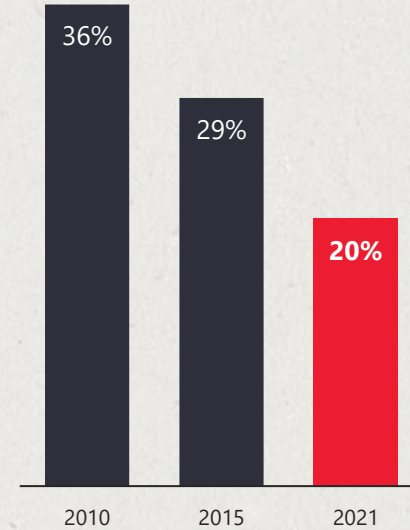
A LEADING US APPAREL BRAND



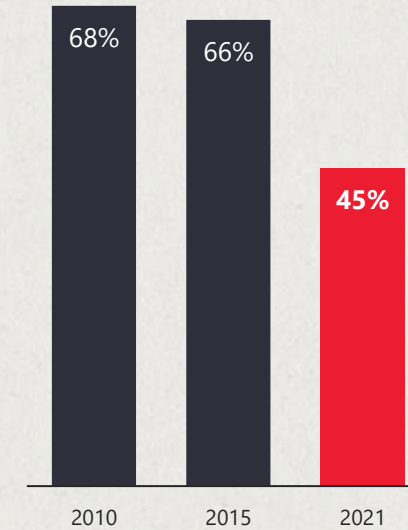
A WELL-KNOWN EUROPEAN SPORTSWEAR BRAND



A WELL-KNOWN GLOBAL SPORTSWEAR BRAND



A LEADING US OUTERWEAR BRAND

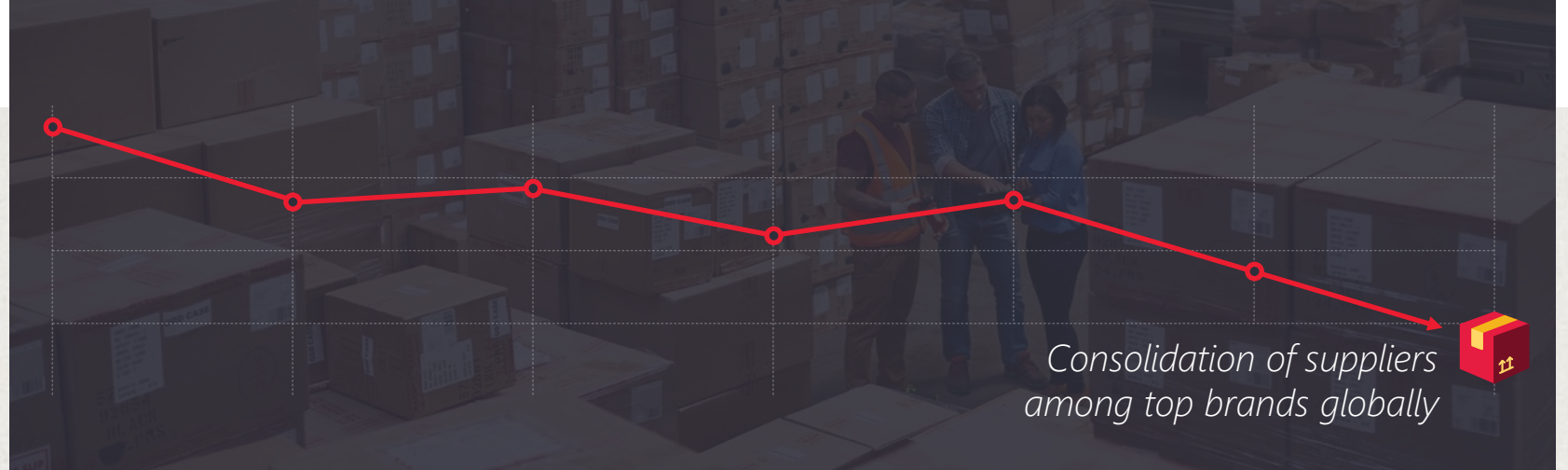


India may enjoy the benefit of sourcing diversification

As is evident from this chart, some of the biggest brands across the globe are reducing their exposure to China over time.

This is a trend that is expected to continue in the years to come. A strong presence of China in the entire textiles value chain slows down the erosion of share. Brands are continuing to develop alternate suppliers in other regions as they seek to reduce cost of procurement and de-risk themselves.

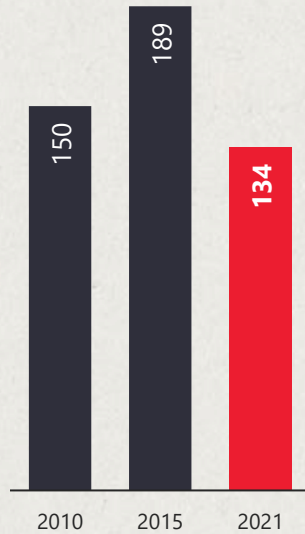
Consolidation of Supplier Base



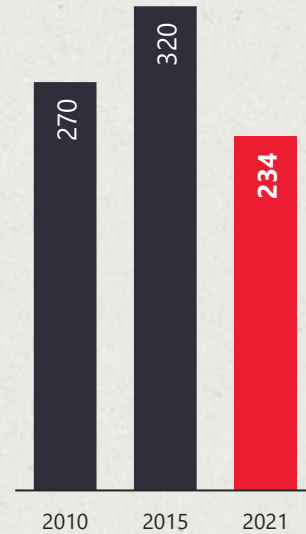
A LEADING US APPAREL BRAND



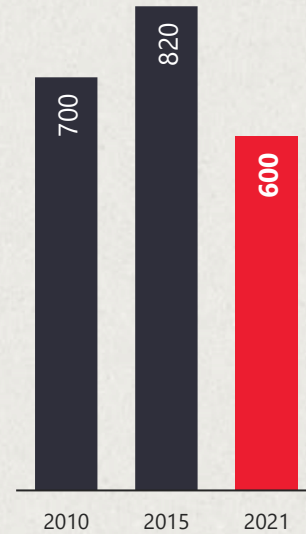
A WELL-KNOWN EUROPEAN SPORTSWEAR BRAND



A WELL-KNOWN GLOBAL SPORTSWEAR BRAND



A TOP 3 FAST FASHION BRAND



ONE OF THE LARGEST FAST FASHION BRAND



A outlier to the consolidation trend.

With the advent of fast fashion, there is a consistent need to innovate and remain ahead of the competition.

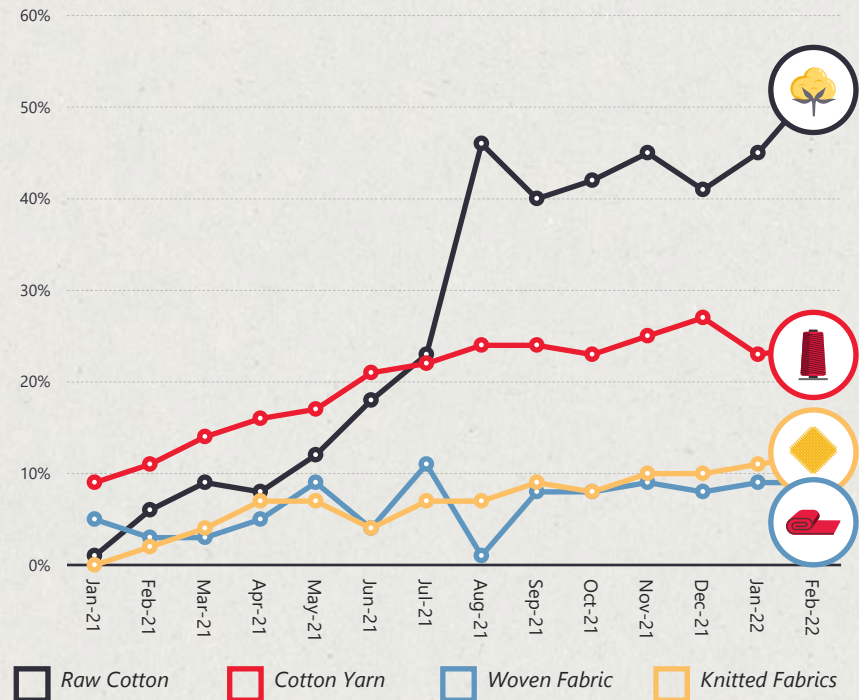
Most brands are increasingly consolidating their supply chain to a few big suppliers.

- To streamline end to end product journey.
- To ensure their ability to keep up with higher expectations of quality.
- To facilitate smooth transition of supply chain to meet ever increasing ESG standards.

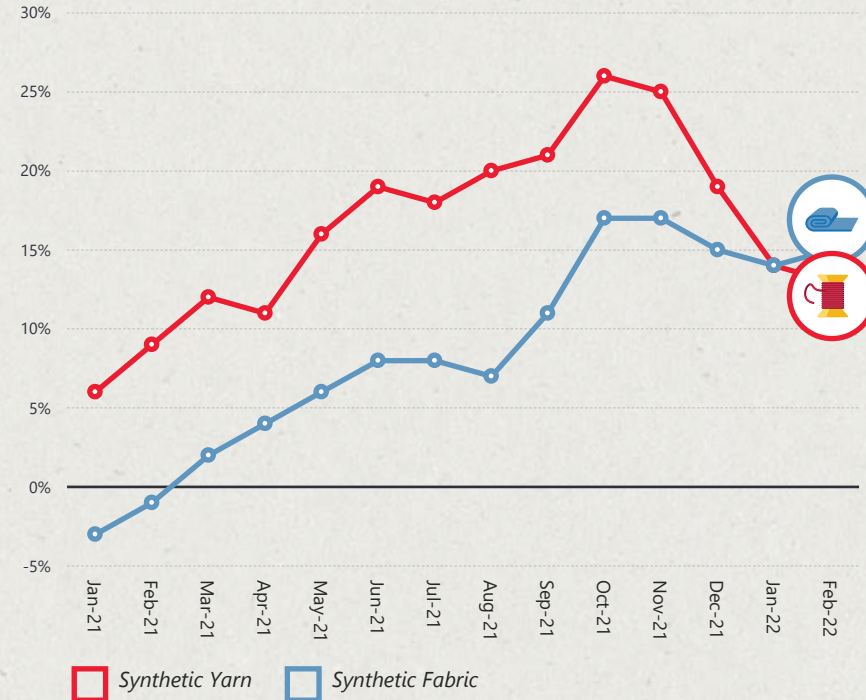
Input Cost Inflation – Raw Materials

(Index base year 2011-2012)

WPI related to Cotton Price Movements



WPI related to MMF Price Movements



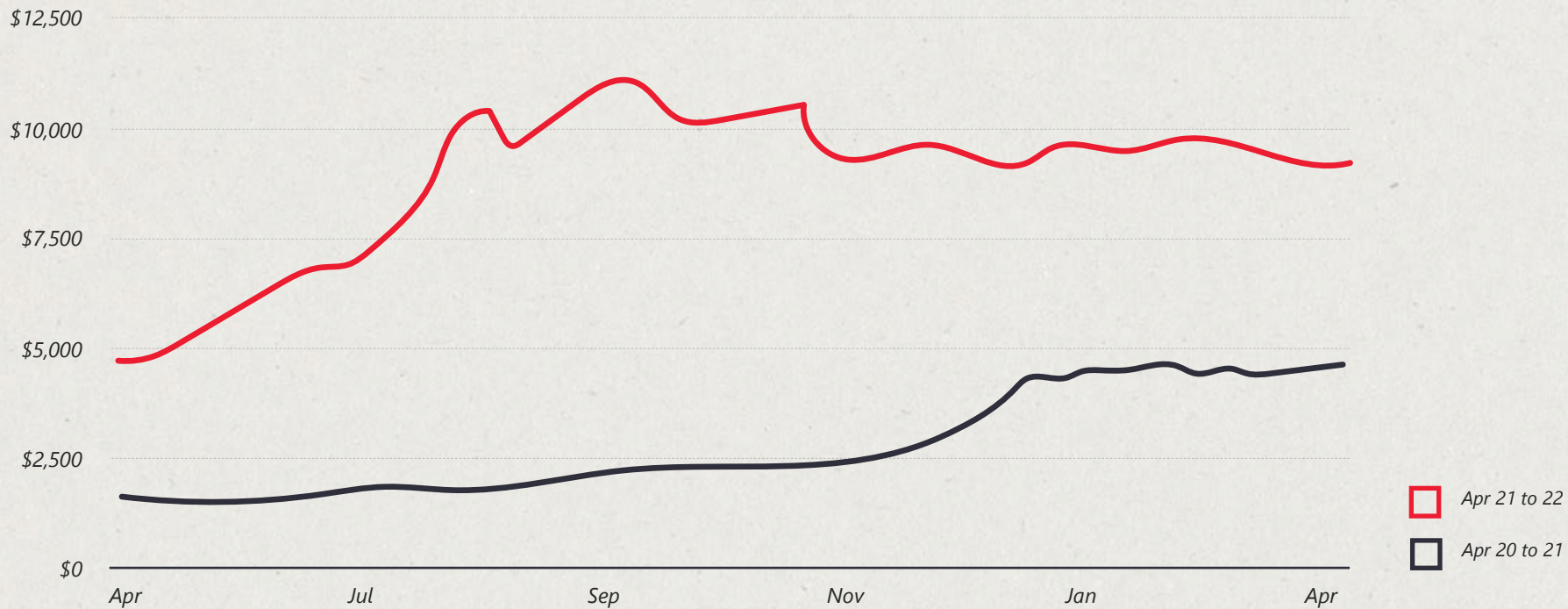
There have been global trends indicating rising costs for input materials such as raw cotton, cotton yarn and other fabrics.

Gokaldas Exports is well-hedged against this as it is positioned towards the end of the value chain. Fibre price increases have a muted impact downstream at a fabric level. Woven fabric price movements have been relatively muted.

Cost Inflation Freight and Logistics



Freight Price trend



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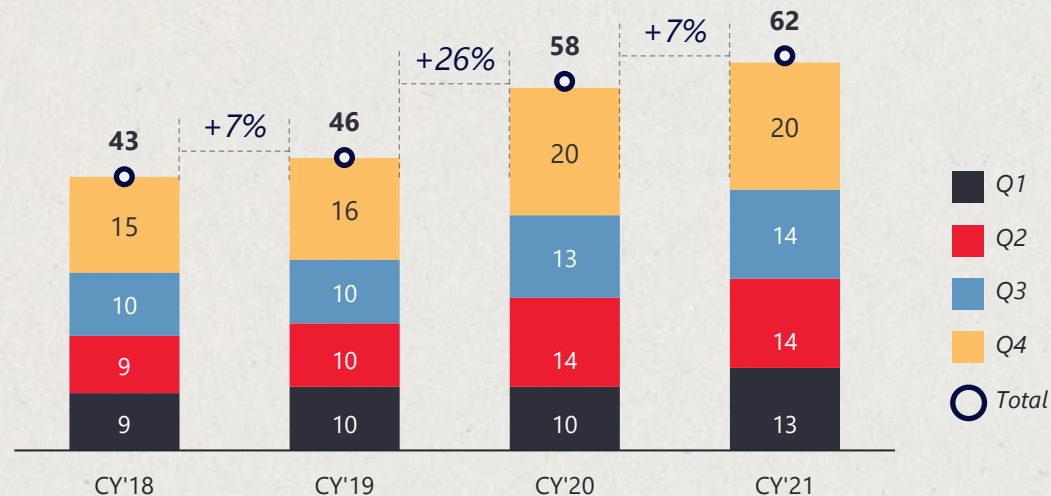
Logistics and freight costs were at an all time high in FY22. With FOB supply contracts, the Company was insulated to a large extent.

On the flipside, raw material imports were expensive as product price and logistics cost rise increased sourcing costs. The Company increased domestic sourcing and used contracts effectively to mitigate.

US Retail Clothing – Witnessed Strong Recovery

US E-com Clothing Sales

(US\$ Bn)



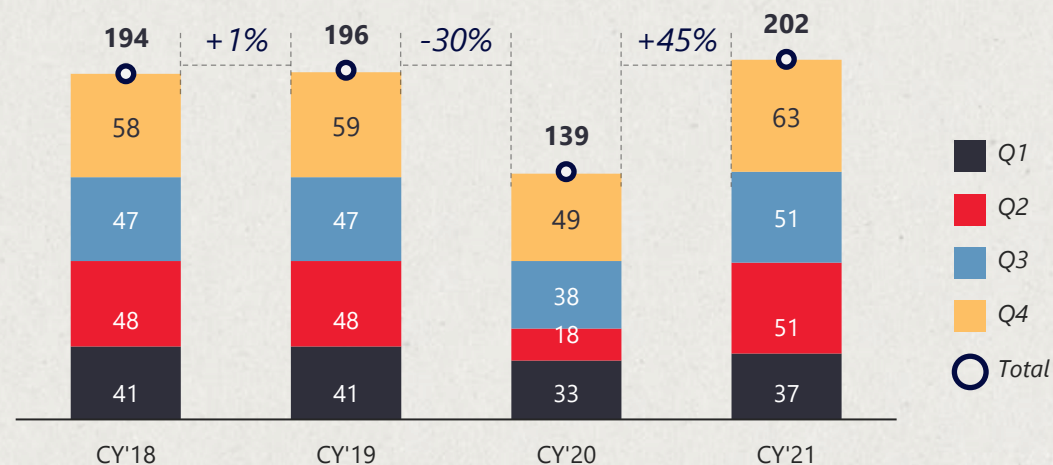
Continuing trend of rising contribution from E-com

US E-com clothing and accessories sale continues to witness a stable growth over a high base. CY21 E-com sales witnessed a moderate growth of 7% compared to CY20, as pandemic restrictions were eased leading to higher store footfall.

Source : US Census Bureau

US Clothing Retail Store Sales

(US\$ Bn)



Retail Store sale back to pre-covid levels

US Retail Stores sales bounced back in CY21 to US\$ 202 Bn and grew by 3% over CY19.

Increase in the vaccination rate and ease of lockdown are leading to stores witnessing good offtake.

Retail Price Hike – Brands Respond to Rising Input Costs

US Apparels CPI
(Monthly trend)



Source : St.Louis Fed

Brands are converging on price hike

A LEADING US APPAREL BRAND

“ Will hold on to price at overall levels but **increase the price** in the select few premium categories of our brands.

A LEADING US OUTERWEAR BRAND

“ In the US on average, we **increased pricing** by a mid-single-digit percent for our Spring '22 product line and a high single to low double-digit percent for our Fall '22 product line. In this inflationary environment, pricing power is critical to profitable growth.

WELL-KNOWN OFF-PRICE APPAREL RETAILER

“ We are getting the **price increases** across the board of product categories.

A WELL-KNOWN GLOBAL SPORTSWEAR BRAND

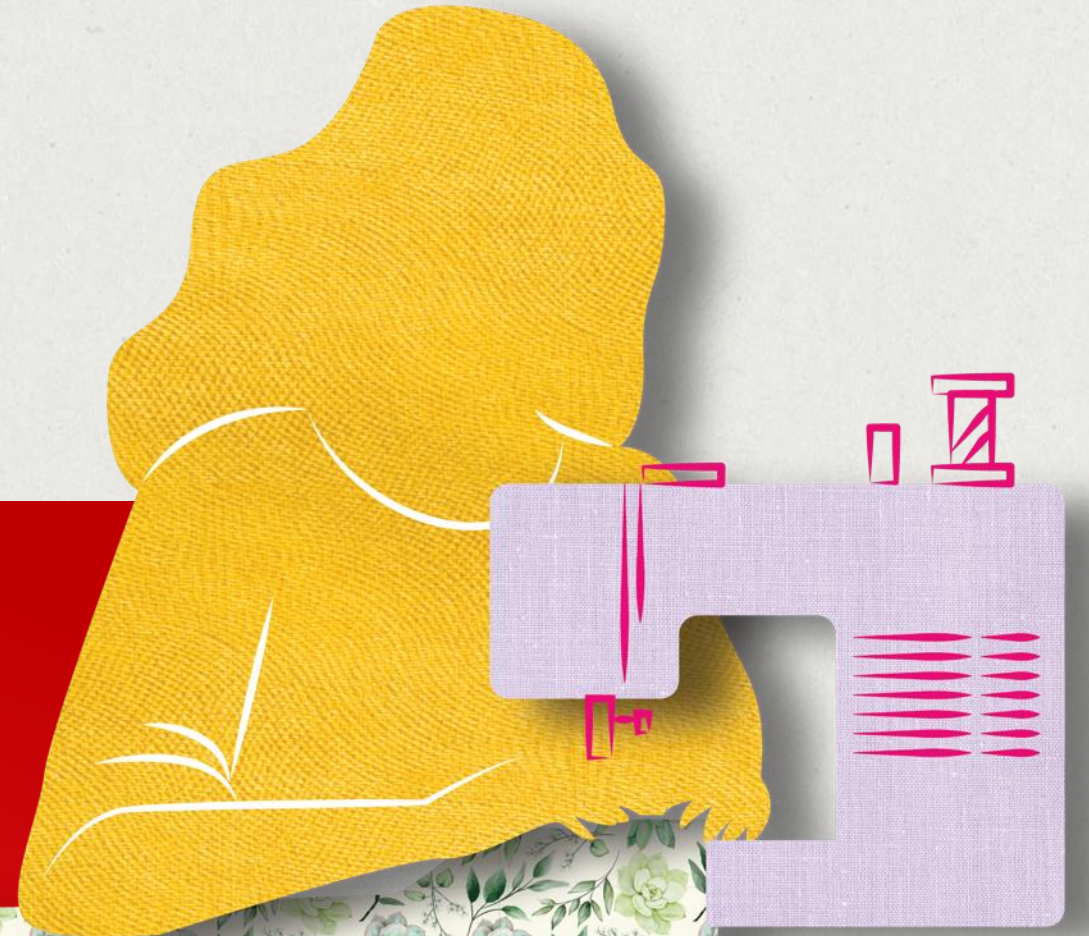
“ We are **increasing prices** broadly by a mid to high single-digit percentage on average to absorb the inflationary pressures on many cost line items like raw material, wage increase and freight costs

ONE OF THE LARGEST FAST FASHION BRAND

“ 2022 **price hike** will be in a very selective way and it will be mid-single digit. The price hikes will not be across the board.

Sustainability Initiatives

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A People First Company

At Gokaldas, we believe in our PEOPLE POWER. Our core belief is that an inclusive approach leads to a more engaged employee who is committed to business ideals and delivers greater productivity.

Supporting women to make them self-reliant, We provide continuous engagement through workshops and training on health and hygiene, financial management, communication and well-being.

Empowering Woman Empowering Society



Skill Enhancement Training



Leadership Development



Soft Skill Training



Safety Awareness



Manjula M N
CUTTING SUPERVISOR

I am working as a Cutting Supervisor. I started my career at GE as helper in 1995. I have been associated with GE for 27 years, During this tenure, I have grown personally and professionally. I am extremely happy to be part of the GE Family. Thanks to the management and my colleagues.



Laxman
PRODUCTION MANAGER

In my 32 years of association with GE, I have progressed in my career from Operator to Production Manager. I thank the organization for providing me an opportunity to grow and enhance my skills. I have witnessed a cultural transformation during my journey.



Channa Reddy
ASSISTANT GENERAL MANAGER

I started my career as an Executive-HR at GE. I got growth and many learning opportunities and currently I am working as Asst. General Manager-HR. I like the way our organization recognizes and motivate employees. I am very grateful to GE.

On site Vaccination Drive

During the year, the company conducted vaccination awareness events and set-up vaccination camps across the Units for the welfare and safety of the employees and their families.

All the existing employees are fully vaccinated with both the doses. The company has started booster dose program for the employees.



Vaccination drive in progress



Vaccination identification badges

COVID CARE

- Onsite vaccination service
- Oxygen concentrator and Ambulance service
- Hospitalisation support
- Financial support to COVID affected employees
- Awareness on COVID appropriate behaviour



Ramaiah

SEWING SUPERVISOR - ECC1

I recall the tough time when my family tested Covid positive, and we struggled for hospitalization. The GE Task Force helped me getting an ambulance with oxygen support and treatment in Columbia Asia hospital. I extend my gratitude to the organization for being there during the crisis.



Manjula

SEWING OPERATOR

Last year was a tragedy on my personal front. My husband lost his job during the pandemic, and we were in financial crisis. Within 6 months he expired due to Covid. During such tough times, the organization stood by me and supported. My skills were acknowledged, and I was promoted as Asst Supervisor. I thank GE Management for being sensitive and responsive towards its employees.

Employee Engagement

Personal Advancement & Career Enhancement [PACE]



Training on Life Skills such as Health, Hygiene, Financial Literacy, Communication & Well Being.

Her Project



We have undertaken HER-Health & HER-Finance modules to implement at our selected factories. This will enhance the living standards and empower women to be self reliant financially.

Skip Level Meeting



Skip Level Meeting is a means of gathering our employee voice; it helps gain access to information on what our employees really feel about our organization.

Subhashitha



Start the day with a positive thought to ensure the right framework for a productive and healthy work environment.

Supervisor Development Program [SDP]



Competency based program designed to support supervisors in establishing, enhancing and expanding proficiencies that promote an engaged, productive and innovative workforce.

Sankalpa an Employee Engagement Program



Employees are given awards for exhibiting right behaviour at workplace. The process is gamified for engagement. Winners are rewarded with gold, silver and sarees.

Corporate Social Responsibility Initiatives

We at Gokaldas Exports Limited are dedicated to improving the world around us through our involvement in socially relevant projects. We believe in initiating investments in areas where our involvement can result in a disproportionately greater societal impact. We take pride in our commitment to the values of integrity and inclusivity. The communities in which we operate are critical to our business's success, and we believe that is our responsibility to support them.



GOKALDAS EXPORTS
CHARITABLE FOUNDATION

Gokaldas Exports Charitable Foundation, is a drive towards achieving sustainable development in alignment with the ESG principles. The foundation aims to extend its assistance to development in areas like rural infrastructure, healthcare, education and people well being. An initiative by Gokaldas Exports Limited, the foundation commits to provide relief to the underprivileged sections of the society.



Initiatives undertaken - Water and Sanitation

Water and Sanitation



We set up an Aqua Tower at a government higher primary school in Belavadi near Mysore, in association with Columbia Sportswear Company and Planet Water Foundation, with a filtering capacity of more than 1000 litres/hour. This aqua tower supports 350+ students and 15 staff members, providing access to safe drinking water.



Access to safe drinking water and sanitation to benefit the students and school wards.



Safe and clean water is a necessity



Aqua tower installed in the school at Belavadi

Initiatives undertaken - Skill Development

Skill Development



As part of our commitment to assist development in the area of education, we set-up computer labs in two government schools. The schools located in Guddadahalli and Verrapura will now be able to focus on students' skill development and prepare them for the future.



Sustainability Initiatives (1/2)

We are focused on reducing our environment footprint by investing in resource conservation and efficiency across water, energy and chemical waste.

Initiatives



Zero Liquid Discharge Plant

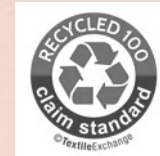


Rainwater Harvesting



Roof top Solar panels

Certifications



Circularity



Restore

- Sapling Plantation undertaken
- Rainwater harvesting



Reduce

- Replacement of Oil and fossil fuels with organic biomass



Recycle

- Setup of Zero Liquid Discharge unit at Doddaballapur

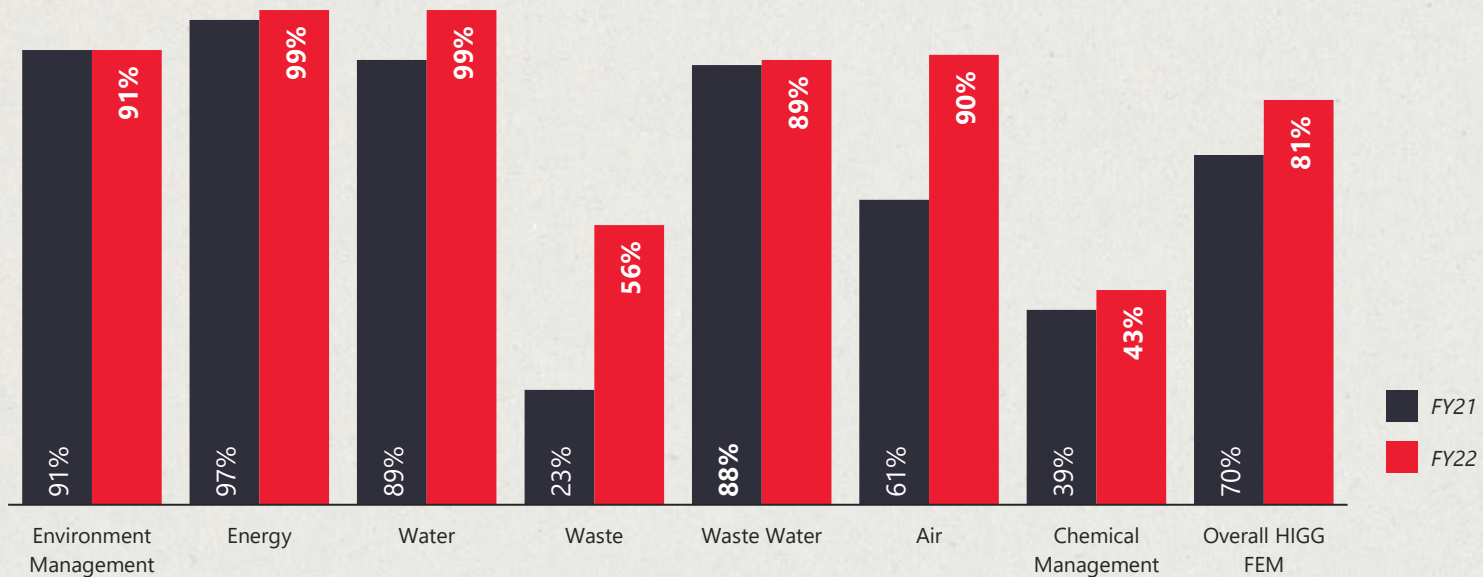


Renewable

- Setup of roof top solar panels at one of our units

Sustainability Initiatives (2/2)

Higg FEM Score



The Higg Facility Environmental Module (Higg FEM) is a global sustainability assessment tool that standardizes how industrial facilities measure and evaluate their environmental performance, year over year. The Higg FEM is designed to measure and quantify the sustainability impacts of a facility. It is central to transforming businesses for exponential impact.

The company is consistent in achieving better scores across all sustainability parameters.

SLCP Score



The Social & Labor Convergence Program (SLCP) is an initiative designed to streamline the auditing of labour standards in apparel and footwear facilities and improve working conditions by using a Converged Assessment Framework (CAF).

Conforming to the Social and Labor Convergence Program involves a self-assessment followed by independent verification by SLCP-approved verifiers.

The company conducts SLCP in all its facilities to assess the working conditions and how well its facilities are improving.

Financial Highlights



- 33** Summary of Profit and Loss Statement
- 34** Analysis of Financial Position
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Financial Highlights

Summary of Profit and Loss Statement

₹ in Crores

KEY PERFORMANCE METRICS	FY18	FY19	FY20	FY21	FY22	YOY
Revenue from operations	1,033.3	1,177.5	1,370.9	1,210.7	1,790.3	47.9%
Other Income	45.0	18.7	16.3	12.2	10.7	(12.5%)
Total Income	1,078.4	1,196.2	1,387.2	1,222.9	1,801.0	47.3%
EBITDA	23.8	83.5	102.1	113.7	216.2	90.1%
EBITDA Margin (%)	2.2%	7.0%	7.4%	9.3%	12.0%	2.7%
Finance Cost	37.5	32.9	36.8	34.5	40.2	16.7%
Depreciation & Amortization	16.5	19.2	54.8	52.6	58.9	12.0%
PAT before exceptional Items	(31.0)	25.7*	10.4 [#]	26.5	117.1 ¹	342.0%
PAT Margin (%)	(2.9%)	2.1%	0.8%	2.2%	6.5%	4.3%
Basic EPS	(13.54)	6.08	7.10	6.18	23.08	
Diluted EPS	(13.54)	5.92	6.67	5.83	22.14	

Note: * Adjusted for 4% MEIS income of FY2019 reversed pursuant to the Govt. notification

[#] Declined due to series of headwinds like retrospective reversal of 4% MEIS, revision of minimum wage in Karnataka retrospectively, and one-off expense

¹ After exhausting carried forward tax loss during the financial year the company recognised deferred tax asset, as per Ind AS 12, giving rise to a deferred tax credit of ₹ 11.8 Crores in Q4 FY22 inflating the Net Profit accordingly.

The Adjusted Profit after tax was Rs.105.3 Crore (PAT growth is 297.5% YoY).

Financial Highlights

Analysis of Financial Position

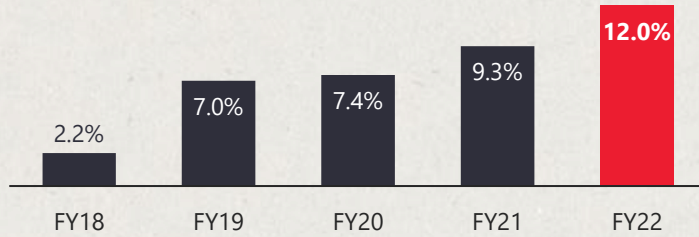
₹ in Crores

	FY18	FY19	FY20	FY21	FY22
Non-Current Assets					
Investment in Fixed Assets	95.7	108.8	130.1	127.2	169.1
Other non-current assets	47.5	40.6	49.7	45.8	68.5
Total non-current assets	143.2	149.4	179.8	173.1	237.6
Current assets					
Inventories	178.0	262.7	289.2	259.2	433.6
Trade receivables	216.2	161.7	143.5	179.8	92.2
Other current assets	85.4	91.9	82.3	68.7	135.9
Total current assets	479.6	516.3	515.1	507.7	661.7
Less: Current Liabilities					
Trade payables	98.0	85.7	114.3	86.0	117.8
Other current liabilities	76.1	98.4	137.6	130.1	185.5
Total current liabilities	174.0	184.1	251.9	216.1	303.4
Net Current Assets	305.5	332.2	263.1	291.6	358.3
Capital Employed	448.8	481.6	442.9	464.7	595.9
Sources of Funds					
Equity	130.9	240.4	226.6	290.1	708.2
Long term Borrowings				18.8	2.4
Short term Borrowings	472.4	380.7	391.0	346.4	60.7
Total Borrowings	472.4	380.7	391.0	365.2	63.1
Less: Fixed Deposits held with Banks	140.8	132.4	139.0	146.9	15.0
Less: Cash and cash equivalents includes investment in MFs	17.4	11.2	47.8	52.1	167.1
Net Borrowings / Net Debt	314.2	237.1	204.1	166.2	(119.0)
Long term provisions	3.7	4.1	4.6	5.3	6.7
Lease Liabilities (Net) [#]	-	-	7.6	3.1	0.1
Total Sources of Funds	448.8	481.6	442.9	464.7	595.9

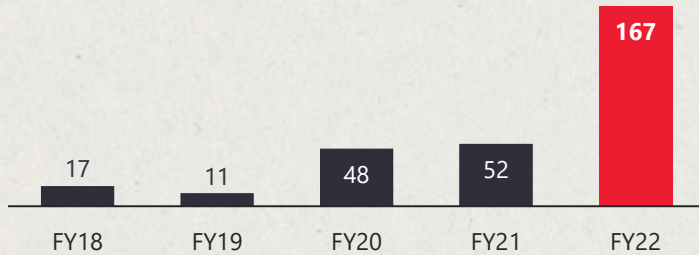
Note: [#] lease liabilities are net of right of use of assets and liabilities.

Ratio Analysis

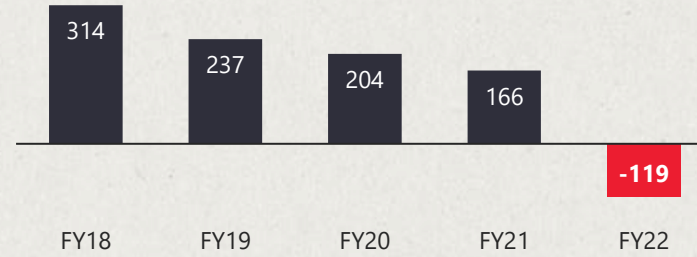
EBITDA Margin (IN %)



Cash and Cash Eq. (₹ IN CRORES)

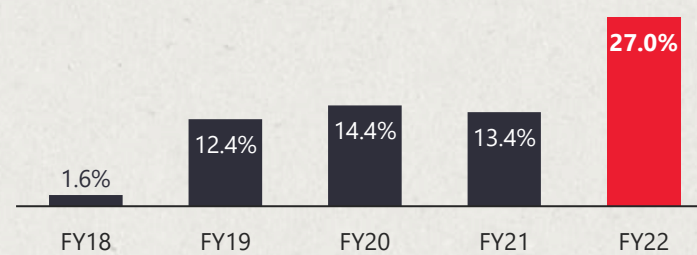


Net Debt (₹ IN CRORES)



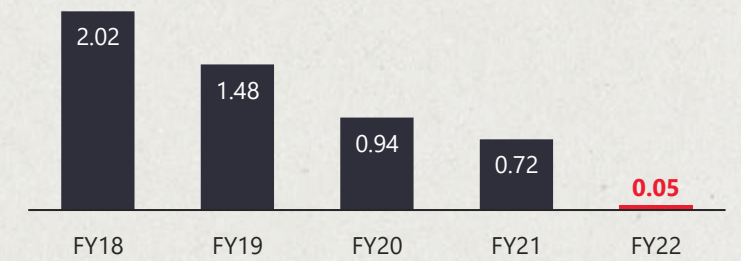
Note: Net debt is gross borrowings reduced by cash and cash equivalents

Return on Capital Employed (IN %)



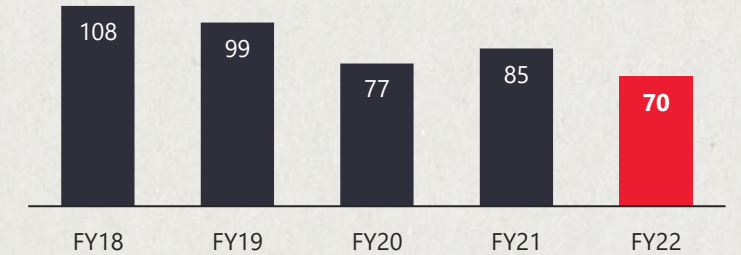
Note: Lease assets and liabilities, cash and cash equivalents, fixed deposits held against loan etc., eliminated for capital employed calculation.

Net Debt / Equity (IN TIMES)



Note: Average net debt/ average equity.

Net Working Capital (IN NUMBERS OF DAYS)



Note: Cash and cash equivalents, lease assets are not included in working capital.

Investment Merits

37 Investment Merits

38 Outlook



Investment Merits



Well diversified across geographies, products and clients



Globally recognized vendor of complex value-added garments



Professional management



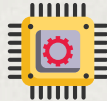
Benefiting from China +1 and other industry tailwinds



Incremental Capacities to accelerate growth momentum



Sustainability focused operations



Fully integrated manufacturing operations, including design services



Long standing relationships with eminent global brands spanning over decades



Adhering to high standards of EHS compliance



Credible track record on client servicing metrics and a preferred choice for large brands

Outlook for FY23



There are headwinds and tailwinds for global trade in FY23, and apparel is no exception. While no one can predict the events that will unfold, we remain cautiously optimistic.

Several forces are at work to create both opportunities and risks in the year ahead. Some of opportunities are continuing shift of global sourcing away from China, supplier consolidation towards efficient and well capitalised players, supply side instabilities in countries like China, Vietnam and Sri Lanka, strengthening Dollar, announcement of PLI and signing of FTAs with key markets.

Supply chain pressures are bound to be a factor in FY23 and needs continuous monitoring and addressing. High cotton prices, freight costs, energy issues, geopolitical tension and inflation pose challenges in the coming year.

FTA could open UK market for us providing an opportunity to seek new growth. A shift in consumer preferences post-pandemic towards wovens, as people seek more formal clothes, may improve demand.

We stay optimistic about our order book for FY23. We have good traction for H1. Our service delivery is exceptional and customer satisfaction is high. We continue to see growth opportunities in FY23, despite the expected uncertainty from a combination of headwinds and tailwinds.

About the Company

- 40** About Gokaldas Exports Limited
- 41** Manufacturing Prowess
- 42** Integrated Value Chain

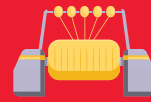


About Gokaldas Exports Limited



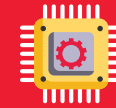
Gokaldas Exports Limited has been a leading apparel manufacturer since 1979, designing, manufacturing, and exporting a diverse range of apparel products for all seasons.

The Company exports to a number of the world's most prestigious fashion brands and retailers in more than 50 countries.



4+ decades

Of manufacturing Excellence



Fully Integrated

Manufacturing Operations



20+

state-of-the-art manufacturing units



Sustainability focused

Operations



32,000+

Strong workforce with 80% women



15,000+

Operational Machines



50+

Countries Exported to



Reliable supplier

Demonstrating consistency in customer delivery



36M pieces

Of Annual Apparel Manufacturing Capacity

Strong In-house Capabilities

Gokaldas Exports' strength lies in its robust in-house capabilities which encompass its skilled labour and its manufacturing facilities, that are equipped with state-of-the-art technologies.

Our integrated manufacturing facilities enable us to be present across the entire value chain, thus also facilitating us to cater to myriad requirements of our customers. We consistently strive to improve ourselves by enhancing our capacities and capabilities through investments in people, process and automation. The quality of our products, reliability and our expertise sets us apart.



Robust product development and sampling set-up



World class design studio with 3D design capabilities



Pneumatic fiber filler for making puffer jackets

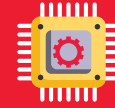


Capable of executing innovative wash on denims and non-denims

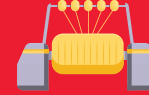
- Combined capacity of producing 1,50,000 pieces/day, including garment dyeing and all kinds of dry processes
- Modern ETP with a capacity to treat 0.7 million litres/day
- Zero liquid discharge plant for washing



In-house testing lab accredited by our leading customers



Integrated embroidery set-up



Polyfill manufacturing with the latest technology

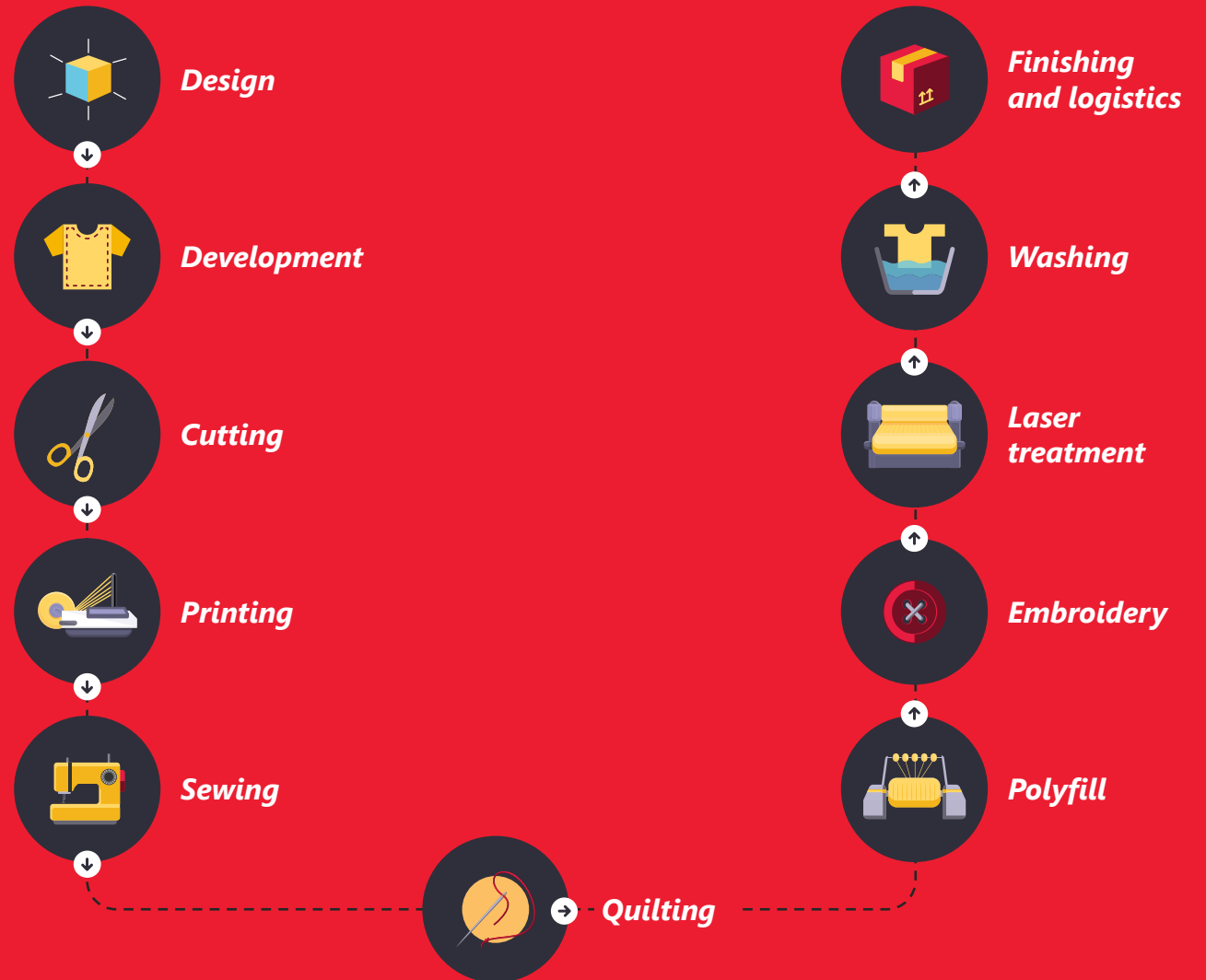


Modern printing set-up with 12 state-of-the-art automatic machines

- Capacity to produce 43 million impressions/month
- Capability to print multiple options on all types of fabric qualities

Integrated Value Chain

Over the years, we have enhanced our capabilities to include a vast array of processes within our manufacturing set-up. Our strong presence across the value chain, enables us to become the preferred partner of choice for some of the most distinguished brands across the globe.





GOKALDAS
EXPORTS LIMITED

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*Thank
You*