

RIYAZ GANGJI
LIBAS



**ET BUSINESS ICONS WEST 2020
AWARD**

INVESTOR Presentation

3RD Quarter 19-20 results

www.libasfashion.com
www.libasdesignsltd.com



RAJAN MALHOTRA

Advisor to the Board

Rajan is inducted as an advisor to the board of LIBAS Designs Ltd.

Rajan is the **President – Retail Strategy** at **Future Group** – one of India's leading business houses that is also considered among the pioneers of modern retailing in the country.

He was among the small start-up team that launched the country's leading hypermarket chain, **Big Bazaar** in 2001.

More recently, Rajan has been involved in leading the operations and expansion of the groups' nascent home and consumer electronics business through its retail formats – **eZone and Home Town**. He is known for his entrepreneurial spirit, deep knowledge and expertise in retail operations and expansion, sourcing and vendor development and merchandise management. He is a regular speaker at domestic and international retail conferences and a commentator in retailing in the media.

Prior to Future Group, Rajan was associated with **Raymond's**.

TABLE OF CONTENT

		Page No.			Page No.
01.	Safe Harbour Statement	01	09.	Financial Highlights – Q3FY 19-20	13
02.	About Us	02	10.	New Initiatives – Online E-Commerce Portal	14-15
03.	Management Team	03	11.	Milestone	16
04.	Product Portfolio and Key Brands	04	12.	Awards	17
05.	Company Store Network	5-7	13.	Events	18
06.	Outlook & Growth Story	08	14.	Fashion Shows	19-21
07.	Historical Financials	9-10			
08.	Profit & Loss Statements – Q3FY 19-20	11-12			

SAFE HARBOR STATEMENT

The information contained in this presentation is only current as of its date. Please note that the past performance of the company is not and should not be considered as, indicative of future results.

This presentation may contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects and future developments in our sector and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words 'may', 'will', 'should', 'expects', 'plans', 'intends', 'anticipates', 'believes', 'estimates', 'predicts', 'potential' or 'continue' and similar expressions identify forward looking statements. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results, performances or events to differ materially from the results contemplated by the relevant forward looking statement. The factors which may affect the results contemplated by the forward looking statements could include, amongst others, future changes or developments in (i) the Company's business, (ii) the Company's competitive environment, and (iii) political, economic, legal and social conditions in India.

The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements on the basis of any subsequent developments, information or events or otherwise. Unless otherwise stated in this document, the information contained herein is based on management information and estimates.

The information contained herein is subject to change without notice and past performance is not indicative of future results. Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation may not be copied and disseminated in any manner.

ABOUT US

- Corporate house specializing in contemporary and ethnic men's & women's wear .
- Retail stores in different formats at prime locations - Mumbai, Delhi, Hyderabad, Lucknow and Dubai
- Wide range of clothing lines - Sherwani, Suits, Indo-Western, Nehru Jacket, Sarees, Suits, Lehenga, Gowns, Anarkali, Jewellery, Belts, Mojari, Cufflinks, Safa, etc.
- Esteemed corporate clientele - Atlantis The Palm - Dubai,, Marriott, Novotel, BMW, Skoda Auto and the Indian Premier League etc.
- The company specializes in customized offerings and boasts of having celebrities in its clientele.
- Production facilities - Mumbai
- In - house brands: “Libas”, “Libas Riyaz Gangji”, “Libas Reshma Gangji”, “Gangji Jewels”, “New Look”.



MANAGEMENT TEAM



Nishant Mahimtura

- Aged 72, Chairman
- Bachelor of science from University of Bombay
- Diploma in Marketing and Advertising, with more than 45 years of experience in Marketing.
- Responsible for strategic planning, marketing.



Riyaz Gangji

- Aged 48, with rich experience of more than 26 years
- Returned to Mumbai after working under Shenzhen tailor's for one year in Hong Kong
- Opened First Libas - Riyaz Gangji store in 1996 under Proprietorship firms.



Reshma R. Gangji

- Aged 45, Managing Director
- Textile Graduate from Nirmala Niketan College
- International Fashion designer, with experience of more than 20 years
- First Indian Female designer to represent India at World Trade Center (New York)



Basant Agarwal

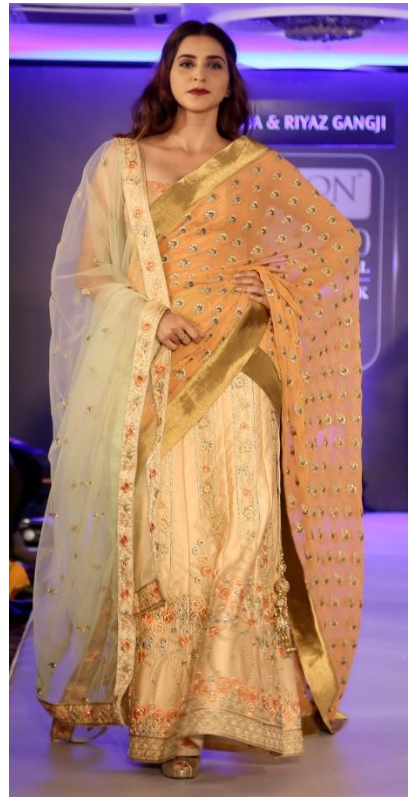
- Aged 54, Chief Financial Officer .
- A Chartered Accountant cum Cost Accountant & **CIMA** from London
- Over 25 years of experience in the field of Formulating Corporate Finance strategy, Merger and acquisition & Managing cash flow.

PRODUCT PORTFOLIO & KEY BRANDS



MEN

- Sherwani
- Suits
- Indo Western
- Nehru Jacket
- Shirts
- Pants



WOMEN

- Sarees
- Suits
- Lehenga
- Gowns
- Anarkali



ACCESSORIES

- Jewellery
- Belts
- Mojari
- Cufflinks
- Saffa



JUTE BAGS

- Various Styles of Jute bags

COMPANY STORE NETWORK

Stores	Products
Dubai	Men's wear, Women wear, Speciality Uniforms for hotels
Hyderabad	Men's wear, Women wear, jewellery, Accessories
Lucknow	Men's wear, Women wear, jewellery, Accessories
Delhi (Southex)	Men's wear, Women wear, jewellery, Accessories
Delhi (Rajouri)	Men's wear, Women wear, jewellery, Accessories
Mumbai (Juhu)	Men's wear, Women wear, jewellery, Accessories
Mumbai (Pedder road)	Men's wear, Women wear, jewellery, Accessories

COMPANY STORE NETWORK



Hyderabad, Delhi & Lucknow Store



DUBAI STORE

COMPANY STORE NETWORK

RIYAZ GANGJI
LIBAS



**Pedder Road & Juhu
Store**



Upcoming Stores

OUTLOOK & GROWTH STORY

- Considering the sluggish market condition the growth of domestic sales has declined. However, there is a significant growth in overseas market which has covered up the deficiency. The overall revenue has increased by 43%
- The current year's nine month revenue & profitability is in line with the expectation because of business generated from International markets. The growth in revenue and PAT for period ended Dec 2019 and estimated for 2020 (Full Year) is as below:

Period	Nine months ended December 2019	Full year ended Mar.2020(E)
Revenue	43%	20%-25%
PAT	73%	50-60%

- While sales in domestic market is expected to grow in next year, the business of overseas market continues to grow at the present pace. A number of fresh orders are expected from the new hotels coming up.

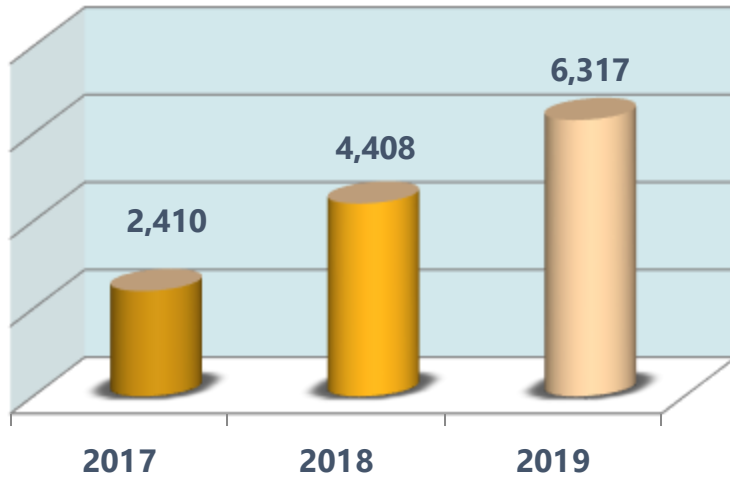
Some of the historical key Financial indicators are as below.



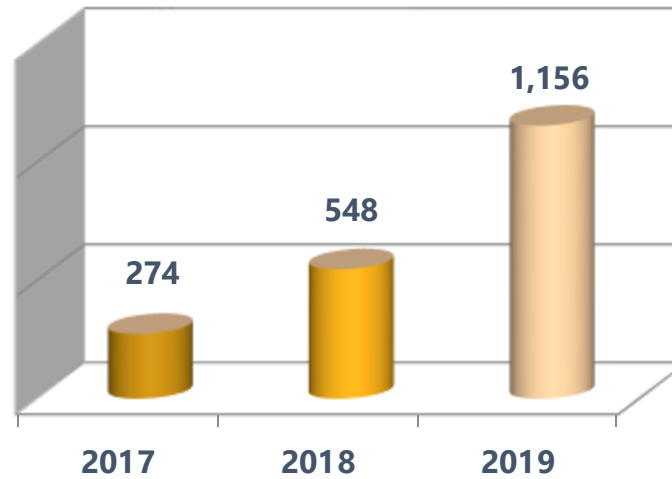
HISTORICAL FINANCIALS

(Rs. In Lakhs)

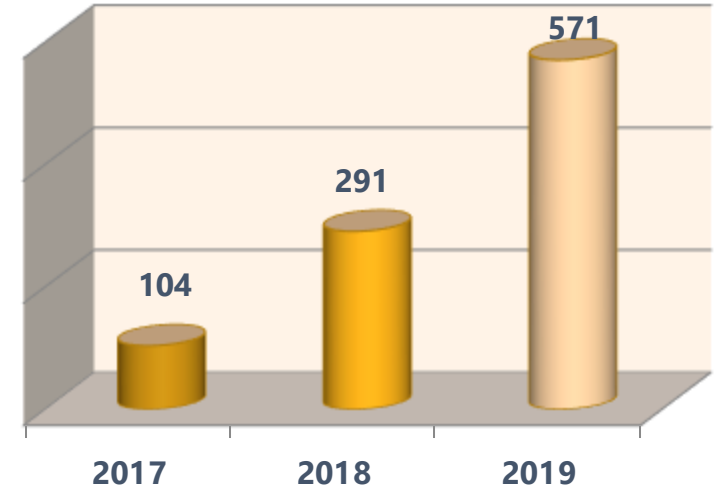
SALES



EBITDA



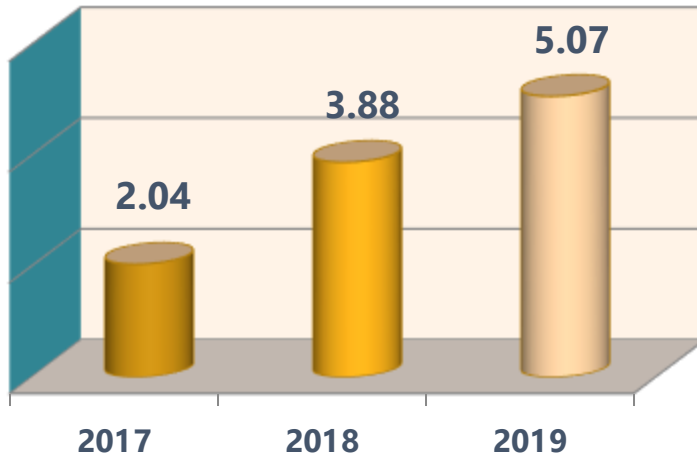
PAT



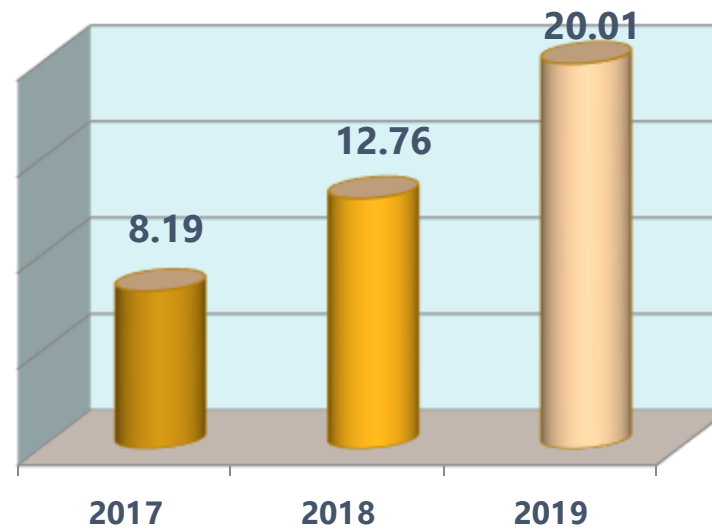
HISTORICAL FINANCIALS

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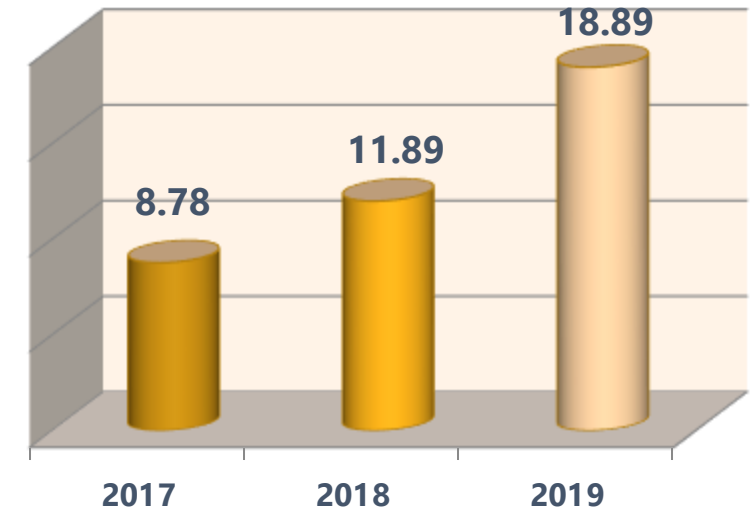
EPS (Rs.)



ROE (%)



ROCE (%)



Profit & Loss Statement – 9 Month ended December 2019

(Rs. In Lakhs)

	9 Month -Dec 19	9 Month -Dec 18	Y-o-Y %
Net Revenue	5417	3775	43%
Raw Material Expenses	4208	2784	51%
Employee Expenses	174	157	11%
Other Expenses	303	305	-
Total Expenditure	4685	3246	44%
EBITDA	732	529	38%
Other Income	105	14	650%
Depreciation	38	35	8%
Interest / Finance Cost	150	134	12%
PBT	649	374	73%
Tax	169	97	74%
PAT	480	277	73%

Profit & Loss Statement – Quarter ended December 2019 (3 Months)

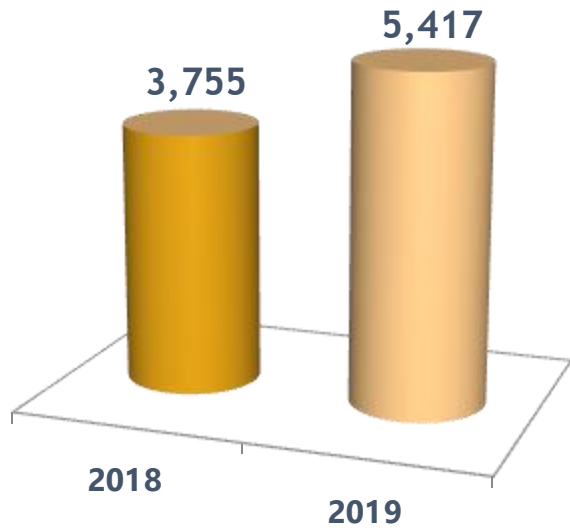
(Rs. In Lakhs)

	3 Month -Dec 19	3 Month -Dec 18	Y-o-Y %
Net Revenue	1871	1345	34%
Raw Material Expenses	1455	1068	36%
Employee Expenses	61	51	19%
Other Expenses	88	92	(4%)
Total Expenditure	1604	1211	32%
EBITDA	267	184	45%
Other Income	52	8	550%
Depreciation	15	18	(16%)
Interest / Finance Cost	50	55	(9%)
PBT	254	119	113%
Tax	66	26	153%
PAT	188	93	102%

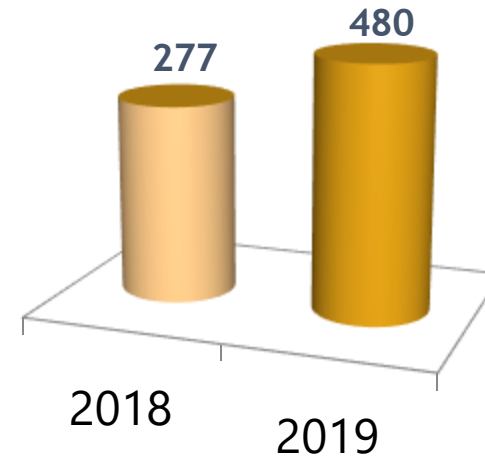
FINANCIAL HIGHLIGHTS – 9 Month DEC 2019

(Rs. In Lakhs)

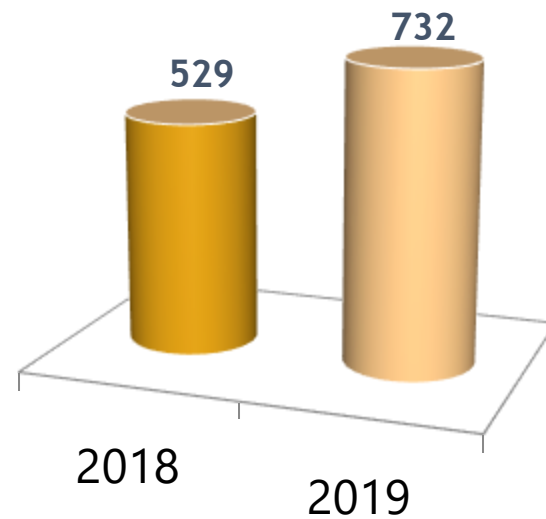
SALES



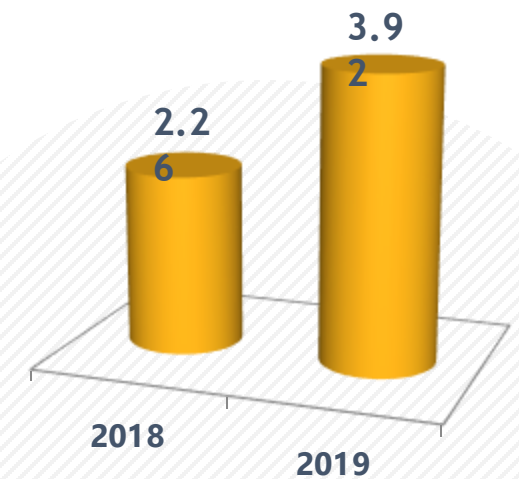
PAT



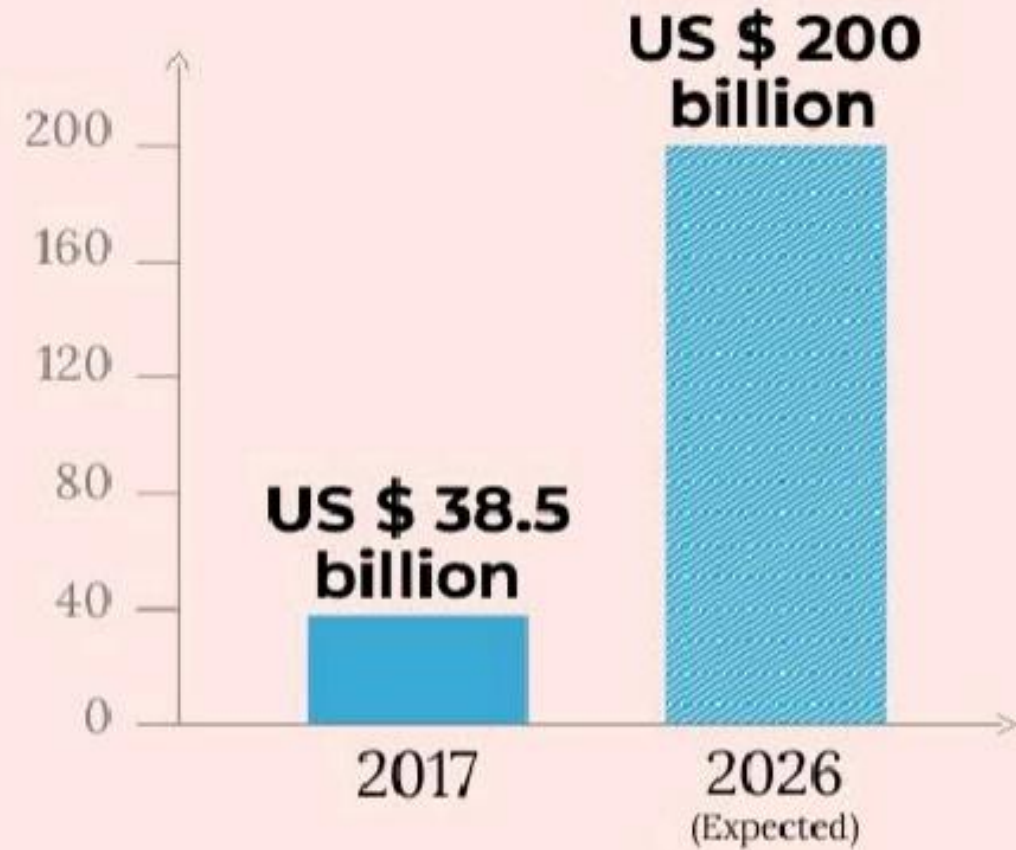
EBIDTA



EPS (Rs.)

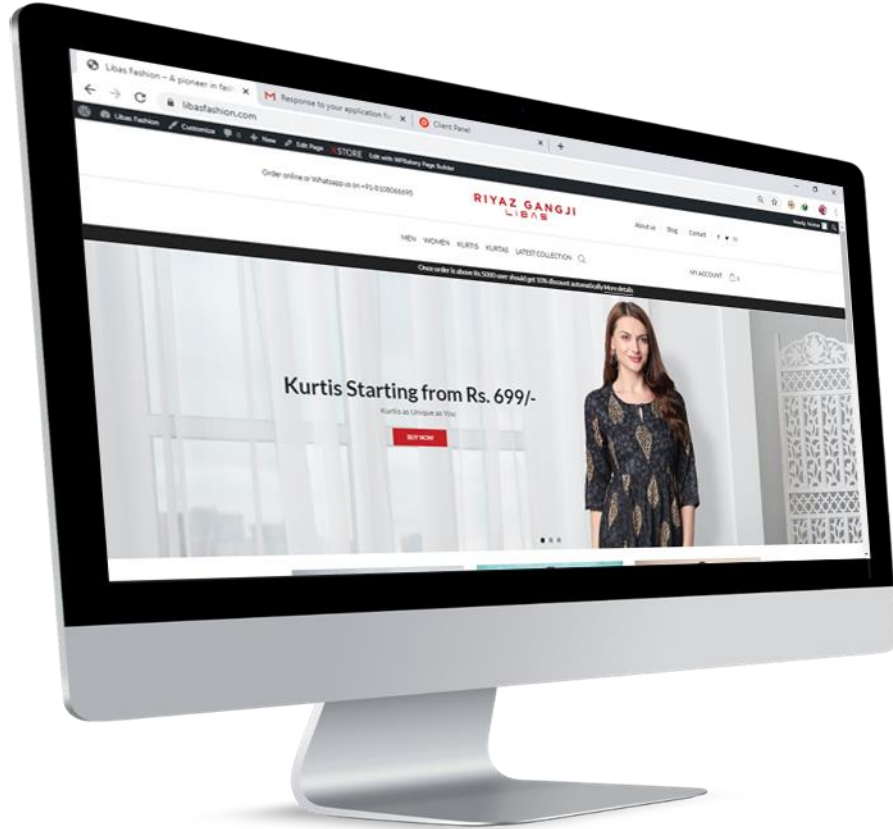


Indian E-commerce market



According to India Brand Equity Foundation

NEW INITIATIVES – ONLINE E-COMMERCE PORTAL



- ✓ A major thrust is being placed on E-commerce portals.
- ✓ Amazon, Flipkart, Snapdeal, Spoyal, Gofynd and Paytm are live whereas other 5 are being added in coming weeks such as;

- Limeroad
- Myntra
- Jabong
- TataCliqu
- Ajio

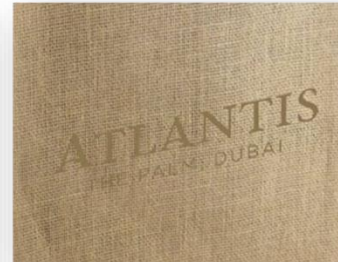
MILESTONE

BRAND

“New Look” was born within Libas.

BIDS

Libas has recently won Bids for supply of designer outfits for hospitality staff for Atlantis Palm Jumeirah, Dubai.



ETHNICITY

LIBAS	Achievement over Target
Thane	103%
Pune , Amanora	241%
Pune, Market city	97%
Indore	141%
Mohali	71%
Vadodara	79%

AWARDS



Most Trusted Brand Award 2019



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AWARD

2 BOMBAY TIMES, THE TIMES OF INDIA

VARIETY

SUNDAY 26 JANUARY 2020

Youngsters steal the show at Mumbai's Fresh Face finale

The city finale of Everyuth Bombay Times Fresh Face Season 12 saw 20 confident youngsters stepping on stage at Inorbit Mall, Malad. The judges, Elli Avari and Shreya Shanker (Pamela Miss India United Continents 2019) were impressed with the performances as well the answers of the finalists in the Q&A round. After a tough fight, Hardik Panchal and Kashish Ratnani were declared winners.

and Economics) and Rhea Wadhvani (Jai Hind College) were chosen as first runners-up, and Aamir Ashraf (SIIS, Nerul) and Ritvika Dwivedi (Thakur College of Science and Commerce), as second runners-up. Speaking at the event, Elli said, "This platform provides a lot of hope and excitement to the contestants. It has discovered some of the most talented youngsters, including actors Siddhant Chaturvedi, Sahber Bhamta and Erian Fernandes, who were all a part of Fresh Face. It's amazing to see where they have reached today."

While the boys were dressed in outfits by Reshma and Riyaz Gangji, the girls were styled by Eshaa Amin. Reshma Gangji said, "It was great to see the boys, who are usually dressed in jeans and T-shirts, carry couture so confidently." Eshaa Amin said, "It was a fab event. The girls looked comfortable and confident in the outfits."



1ST RUNNERS-UP
ARYAN CHANDEL RHEA WADHWANI

WINNERS
HARDIK PANCHAL KASHISH RATNANI

2ND RUNNERS-UP
AAMIR ASHRAF RITVIKA DWIVEDI



SHREYA SHANKER (Pamela Miss India United Continents 2019)

Aryaman Suresh (Garware Institute of Career Education and Development)



Rachel Pinto (Don Boeco Institute Of Technology, Kuria)



Alesia Raut and Siddhaanth Surryavanshi



Reshma & Riyaz Gangji



Eshaa Amin

MISSED A CHANCE TO AUDITION?
Your last chance to glory is here! Presenting Everyuth Wildcard Entry — all you have to do is upload a one-minute video of your performance on the Times Fresh Face website or on Instagram and tag us with #FFWildcard and get a chance to challenge our city finalists straight at the grand finale.



Everyuth Mr Happy Skin: Poojwa Shah
Everyuth Miss Happy Skin: Trihaa Dharne

TITLE SPONSOR: Everyuth Naturals; **GROOMING PARTNER:** Enrich Salons; **COSPONSOR:** Pulse Beauty; **WARDROBE COURTESY (FEMALE):** Eshaa Amin; **WARDROBE COURTESY (MALE):** Reshma & Riyaz Gangji; **SHOW CURATION:** Alesia Raut, CocoaBerry Team; **RAMP WALK & PERSONALITY DEVELOPMENT:** Anjali Raut & Siddhaanth Surryavanshi; **VENUE PARTNER:** Inorbit mall, Malad

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with
RIYAZ GANGJI LIBAS
ORGANISED

1ST
WORLD'S FASHION SHOW AT
JEWELLERY CARNIVAL
ON JALESH CRUISE FROM
6TH TO 9TH JAN 2020.

KARNIKA

FASHION SHOWS

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FASHION SHOWS

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NEW YORK WORLD TRADE CENTER 19-20

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CATWALK ON TOP
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