



A MOMENT OF STYLE

We have an integrated manufacturing facility

Denim Plant

located in Rajasthan

having production capacity of 48 million meters per annum

> Incorporated in 2009 and converted to public company in 2017

> > Revenue Q4 FY23: ₹ 16,838.70 lakhs Q4 FY22: ₹ 20,994.36 lakhs



Journey Since Inception

1978

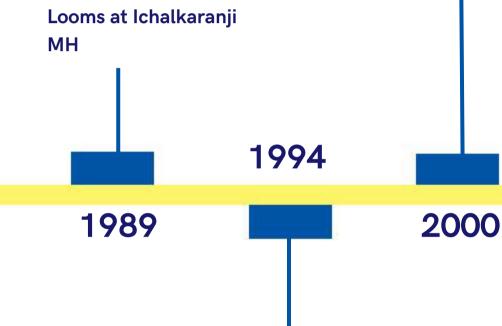
Established as

Dhanlaxmi Group,

specializing in a wide

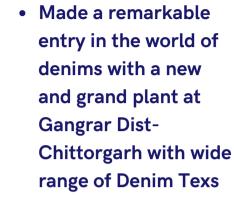
range of Tex fabrics

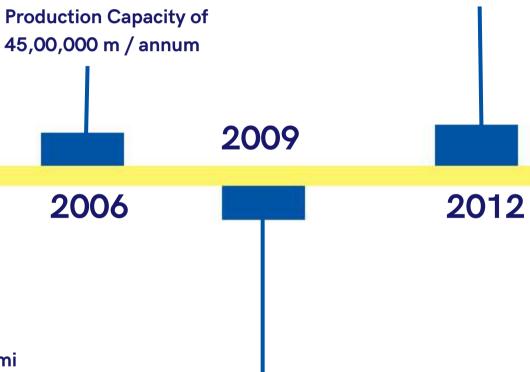
Graduated from
 Dhanlaxmi group to
 Dhanlaxmi Synthetics,
 by installing Auto
 Looms at Ichalkaranji



Renamed Mahalaxmi
 Synthetics to Citifab
 Suitings

2003





• Embarked on a new

journey with a new

established in Village

Tradal Ichalkaranji. A

plant of weaving

Started the marketing

of suiting fabrics in

name of Mahalaxmi

Bhilwara with the

Synthetics

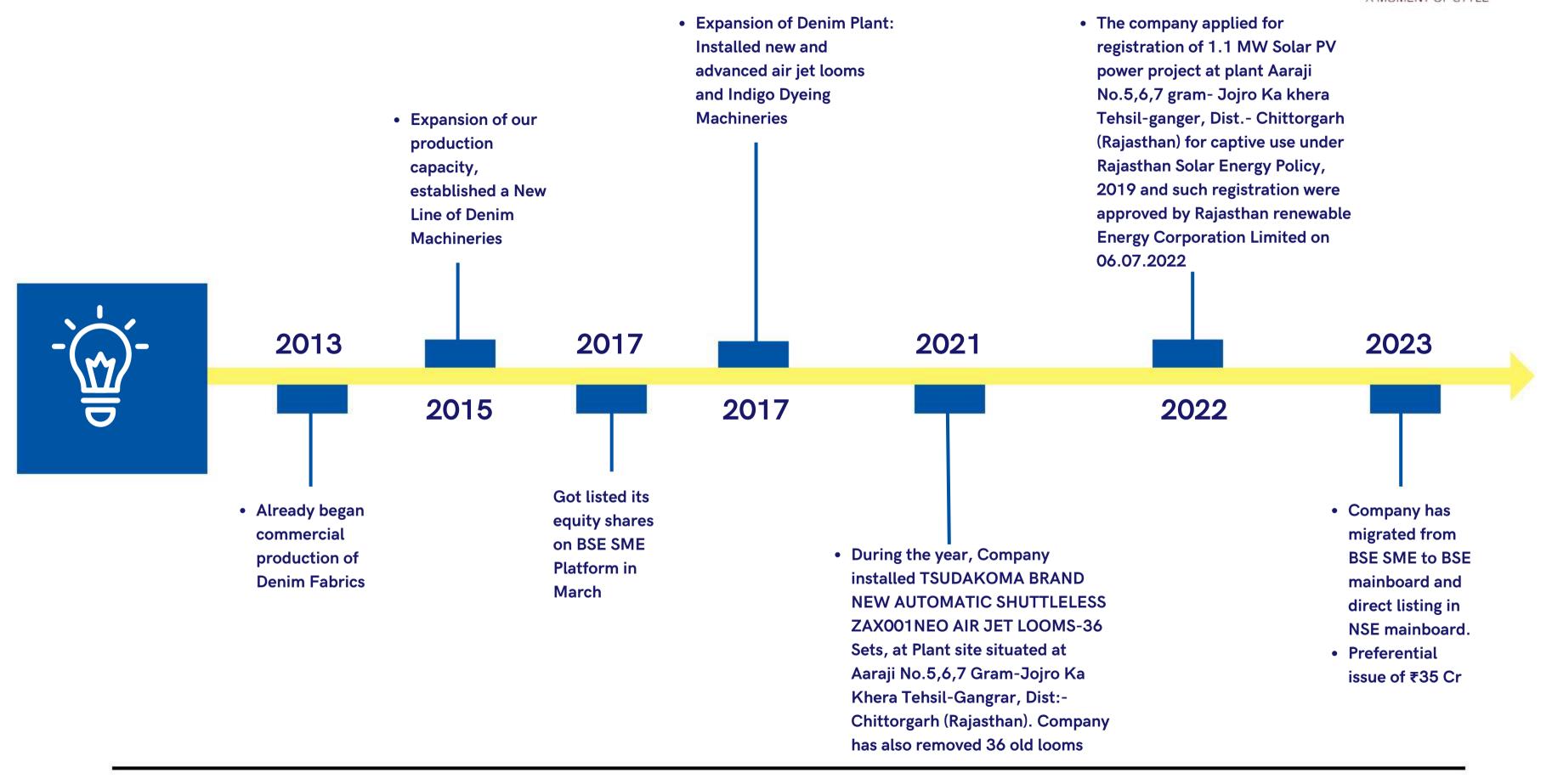
Dhanlaxmi Weaving, specializing in wide range of Cotton

The foundation of

Dhoties

 Laid the foundation of Manomay Tex India Pvt Ltd





MANUFACTURING PROCESS

















Manomay Industry

Raw Material Yarn

Warping

Sizing













Folding/Checking

Finishing

Loom











Roll/Packaging

Dispatch

Our Guiding Principles



VISION

We Believe:- Together Everyone achieves more.

We are here to invest in our relations with people & for people.

MISSION

We are here not only for business but for making long-term relations.

A satisfied buyer and his appreciation for goods is inspiration for better working in future.

In this competitive era we serve satisfaction.

VALUES

'No legacy is so rich as honesty'

Upper quoted one line is enough to describe our values. On the road of respect, honesty & integrity are always awarded & we are committed with our customers for all these.







Our Segments:-

Satin

A type of fabrics weave that produces a characteristically glossy, Smooth or lustrous denim.



3/1 Twill

The most common weave for denim fabric. 3/1 is just three warp threads for every waft thread and create a subtle diagonal ribbing pattern.

2/1 Twill

Very similar to 3/1 Basic Weave, 2/1 is just two warp threads for every weft thread, mainly used for light weight denim.



Dobby

Denim that's produced on loom, characterized by small geometric pattern and extra texture.

Knitt Dobby

A diagonal ribbing pattern denim with heavyweight.



MANUFACTURING CAPACITY & PROCESS DETAILS



Denim Plant located at Aaraji No. 5,6,7 Gram-Jojro Ka Khera Tehsil-Gangrar, Dist.:-Chittorgarh (Rajasthan), India has production capacity of 48 million meters per annum spread across land area of 20,300 sq. meter and 11,800 sq. meter.



WARPING

- Warping is the process of combining yarns from different cones to form sheet.
- We have 6 Warping machines





SIZING/DYEING

- These machines can produce large volumes of denim in similar colours or small lots in differentiated colours.
- Installation of four indigo dyeing range with sizing plant and advanced technology from JUPITER with a monthly capacity of 4 million metres.







HIGH AIR JETLOOMS

- These are the main weaving machines.
- Installation of latest high air jet looms with wider width and dobby, TSUDOKAMA- 115 LOOMS.
- We carry out job work on approximately 200 LOOMS.





HIGH SPEED GAS

- Singeing machine: This machine produces an even surface by burning off projecting fibres, yarn ends, and fuzz.
- We have two Singeing machines
- Coating head- for all possible types of coating.
- Printing head- for all types of colour printing.







FINISHING RANGE

- Finishing processes comprises of washing, bleaching, dyeing and coating on textiles following weaving.
- We have four finishing machines.
- Finishing machine with built-in weft straightener and 4 million capacity.





INSPECTION

- This helps to identify the faults in production of fabric before packing & delivery.
- We have sixteen Inspection machines
- We have lab with latest equipment's:
 - 1. Light box (colour matching cabinet)
 - 2. Stretch master
 - 3. Corcking meter (rubbing fastness)
 - 4. Tear tester (Elmendorf)

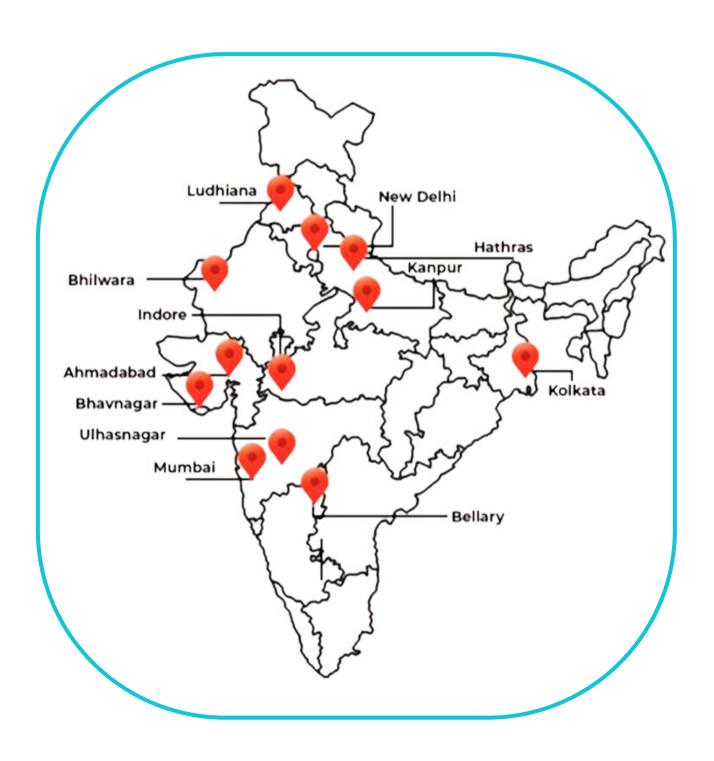
- 5. Tensile tester
- 6. GSM machine (round cutter)
- 7. Weight machine
- 8. Warp master (for yarn csp)



OUR MARKETS

Domestically, we trade throughout india, primarily in major cities like New Delhi, Mumbai, Kolkata, Ahmedabad, Ludhiana, Indore, Kanpur, Bellary, Hathras, Ulhasnagar, Bhilwara and Bhavnagar.





OUR MARKETS



We export our denim to 15+ countries worldwide, like Colombia, Mexico, Egypt, Chile, Venezuela, Paraguay, Guatemala, Peru, Ecuador, Lebanon, Bangladesh, Argentina, Bolivia, Morocco, and USA.





MARKET SIZE & GROWTH FACTORS

Indian Denim Market

The Indian Denim Domestic Market has been growing at an average CAGR of 8-9% for the past several years and is predicted to reach US \$ 12.27 billion by 2028.

1,600 million meters per year India's denim fabric installed capacity

50
Denim fabric mills operating in India

850-900 million meters

Domestic Consumption of Indian Denim Fabric

US \$190.78 million

Denim fabric exports from January to October 2021, according to India's Ministry of Commerce and Industry, a Y-O-Y increase of 88.45%

Growth Drivers:

- The growing denim market, both internationally and nationally, is the main reason why leading mills are optimistically believing that denim will continue to tap growth in the years to come and if projections are an indicator, its growth will touch 10-12% on CAGR basis.
- To grab more markets, both domestic and international and to reduce their dependency on the market for yarns, mills here are increasing their denim production capacities and some of them are investing in spindles also.
- This backward integration is helping companies to have better control over raw material availability as well as timely and costeffective production and also help the company to cater to its customers in a more efficient way.
- The versatility of denim is also a reason that's creating demand.
- The Textile Ministry of India earmarked Rs. 690 crore (US\$ 106.58 million) for setting up 21 readymade garment manufacturing units in seven states for development and modernization of Indian Textile Sector.

GROWTH OPPORTUNITIES



- 1. The Indian textile industry is set for strong growth, buoyed by both strong domestic consumption as well as export demand.
- 2. The Directorate General of Foreign Trade (DGFT) has revised rates for incentives under the Merchandise Exports from India Scheme (MEIS) for two subsectors of textiles Industry readymade garments and made-ups from 2% to 4%.
- 3. The textile and apparel industry is expected to grow as the government initiatives to bolster the sector have raised hopes of the sector growing to \$300 billion by 2025-26, a growth of 300% in the next 2 years.
- 4. Urbanization is expected to support higher growth due to change in fashion and trends.
- 5. India has transitioned from being a net importer, in terms of value, of technical textiles (imports exceeded exports by Rs. 1,058 crore) in FY20 to a net exporter of the same (exports exceeded imports by Rs. 2,998 crore) in FY21.
- 6. The government has approved the proposal for the creation of National Technical Textiles Mission (NTTM) for a period of four years (2020-21 to 2023-24) with an outlay of Rs. 1,480 crore.
- 7. The Scheme for Capacity Building in Textile Sector (SAMARTH) to address the shortage of skilled workers in the textile sector with a target of training 10 lakh persons.
- 8. India's textile industry is one of the largest in the world with a large unmatched raw material base and manufacturing strength across the value chain. It is the second-largest producer of man-made fibre (MMF) after China.
- 9. The textiles and apparel (T&A) industry contribute 2.3% to the country's GDP, 13% to industrial production and 12% to exports.

10. Union Budget 2022-23:

- Under Union Budget 2022-23, the government has allocated around Rs. 12,382 crore (US\$ 1.62 billion) to the Ministry of Textiles.
- Rs. 133.83 crore (US\$ 17.53 million) is allocated to Textile Cluster Development Scheme.
- Rs. 478.83 crore (US\$ 62.73 million) is allocated for Research and Capacity Building in textiles.
- Rs. 100 crore (US\$ 13.07 million) for National Technical Textiles Mission.





WEAKNESS

- 1) An increase in mid-market / value shops has a detrimental influence on higher-end retailers and increases the potential to offer lower-end brands.
- 2) Price fluctuations to keep up with changing demands and trends.
- 3) Scarcity of trained labour.
- 4) An increase in unit cost, as well as high tariff barriers and export penalties.









Mr. Kailashchandra Hiralal Laddha Chairman

He has 45+ years of versatile experience in the textile industry and has thorough knowledge of products of our Company. He holds experience in operations, business process, risk management MIS, administration, vendor management, and team building. He looks after the strategic growth of the Company and is guiding force behind success of the Company.



Mr. Yogesh Laddha Promoter and Managing Diirector

Yogesh Laddha, is Chartered Accountant by qualification and member of the Institute of Chartered Accountants of India. His experience and dedication has contributed immensely in the development of the Company. He is the key person in formulating and implementation of business strategy for growth & expansion and he also looks after the overall business operations. He is further entrusted with the exports responsibilities and custom documentation relating to the Company.



Mr. Maheshchandra Kailashchandra Ladha Whole Time Director

He has 30+ years of experience behind him and is a Commerce graduate and young entrepreneur, with specialization in "finance & Marketing." He is specialized in marketing planning, portfolio management and looking after day-to-day activities of the company and is associated with the Textiles industry from last 30 years and having vast experience in handling and controlling of various activities like Administration, Marketing and production.





Mr. Kamlesh Kailashchand Ladha Whole Time Director

He is a young entrepreneur, with specialization in production and has 25+ years of experience behind him. He is looking after day to day activities of production of the company and has vast experience in handling and controlling of various activities like Administration. He has a deep understanding of systems and processes, combining critical thinking with industry expertise to optimize production.



Mr. Dilip Balkishan Porwal Independent Director

He has extensive experience and expertise in the financial services sector and has expertise in the fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations or other disciplines related to the company's business. He is the Chairperson of the Nomination and Remuneration Committee, Stakeholder Relationship Committee and is a Member of the Audit Committee and Corporate Social Responsibility Committee.



Mr. Basant Kishangopal Porwal Independent Director

He is a Chartered Accountant and has extensive experience and expertise in the financial services sector. He has expertise in the fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations or other disciplines related to the company's business. He is the Chairperson of the Audit Committee and is a Member of the, Nomination and Remuneration Committee.





Mr. Shriniwas Shivraj Bhattad Independent Director

He is a B. Tech Mechanical Engineer and has extensive experience and expertise in the financial services sector. He has expertise in the fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations or other disciplines related to the company's business. He is a Member of the Nomination and Remuneration Committee.



Mr. Sandeep Kumar Maniyar (cassation as on 07.07.2023) Independent Director

He is a Qualified Chartered Accountant, Company secretary, and Cost management accountant. He is an additional director (Independent) of our company. He is a member of Nomination and remuneration committee of our company. He is a versatile and result orientated business leader with proven success in building, enabling and managing a broad range of business across multiple sectors from 23+ years. He has extensive experience and expertise in the financial services sector and has expertise in the fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations or other disciplines related to the company's business.





Mr. Anil Kumar Kabra Additional Director (Independent)

He has extensive experience and expertise in the financial services sector and has expertise in the fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations or other disciplines related to the company's business. He is Additional Director (Independent) of our Company. He is a members of Nomination and remuneration Committee of our Company.



Mr. Rajiv Mahajan Independent Director

He is a Certified Associate of Indian Institute of Bankers (CAIIB). He has also done his post graduation in philosophy and post-graduation in sociology. He is an additional director (Independent) of our company. He is a member of Nomination and remuneration committee of our company. He was Ex DGM in Punjab National Bank. He has 34+ year service in Oriental Bank of Commerce and 2 and half year service in Punjab National Bank. He has worked as Forex officer, Branch Manager in different areas, Circle Head of South Delhi and Jodhpur, Dy Zonal Head in Amritsar Zone. He has extensive experience and expertise in the financial services sector and has expertise in the fields of finance, law, management, sales, marketing, administration, research, corporate governance, technical operations or other disciplines related to the company's business.





Mrs. Pallavi Laddha Whole Time Director

She is the Promoter and Whole Time Director and Chairman of Internal Complaint Committee of the Company. She holds a Masters degree in Business Administration (MBA). She is currently engaged in the Human Resource, Financial Management and Administrative activities of the Company. She is looking after day to day activities of Payment Planning to Suppliers and Active involvement in Corporate Social Responsibility Activities of Company.

She has very good understanding of categories like Women's Denim Products Clothing.



Mr. RAJ KUMAR CHECHANI Chief Financial Officer

He is a Chartered Accountant and has 9+ Years of Vast Experience in the field of Accounts. He is responsible for all the compliances relating to accounting and financial matters, income tax matters and other related matters under various applicable acts and laws.

He is managing the treasury desk for forex and interest rate trading. He is usually responsible for the administrative, financial, and risk management operations of the company.

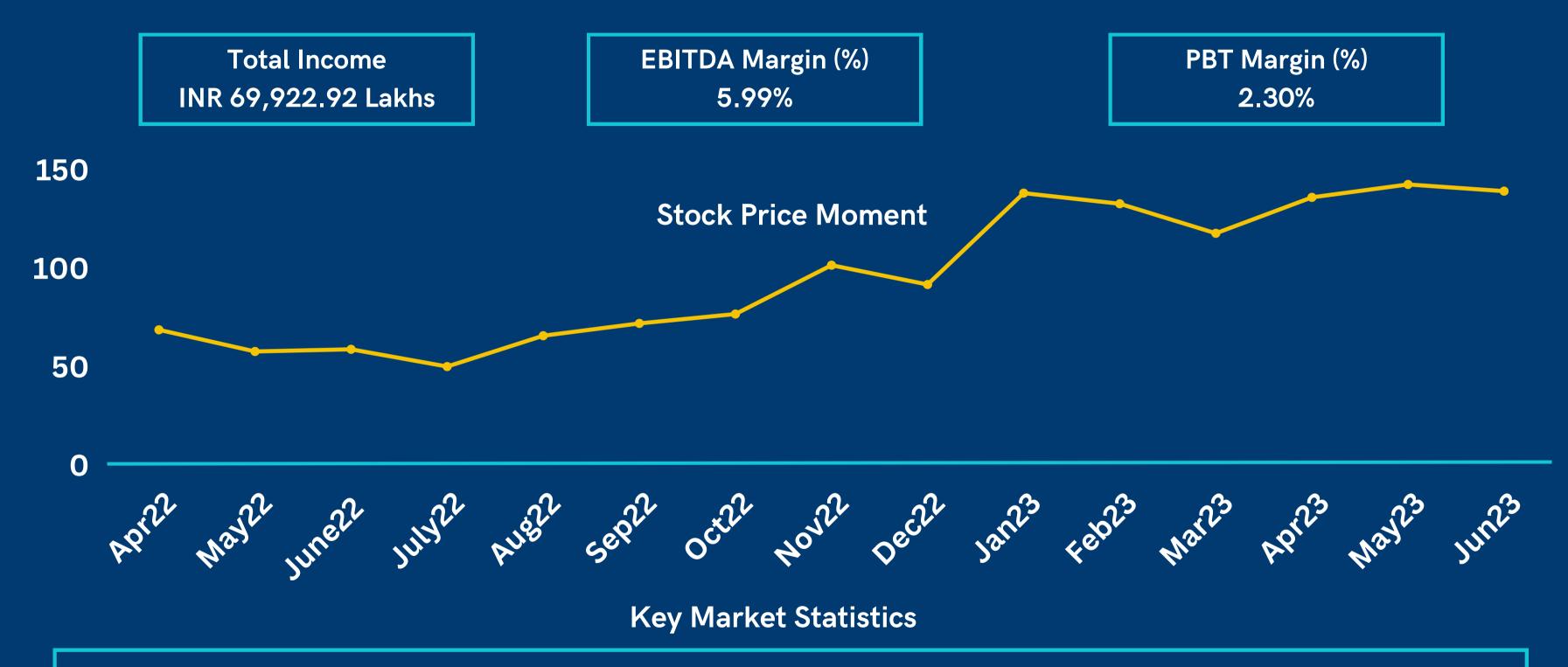


Mr. KAMESH SHRI SHRI MAL Company Secretary

He is Company Secretary and Compliance Officer of the company. He holds a Masters degree in Commerce and Law Graduate, he is a member of the Institute of Company Secretaries of India. He has been with the organisation for more than 4+ years. He possesses vast experience in the field of investor relations apart from secretarial matters.

Snapshot FY23





BSE Market Cap. 243.63 Cr. NSE Market Cap. 241.85 Cr.

Face Value Rs. 10 Per Share 52 Week High/Low 169.30/48

Current Price 133.95

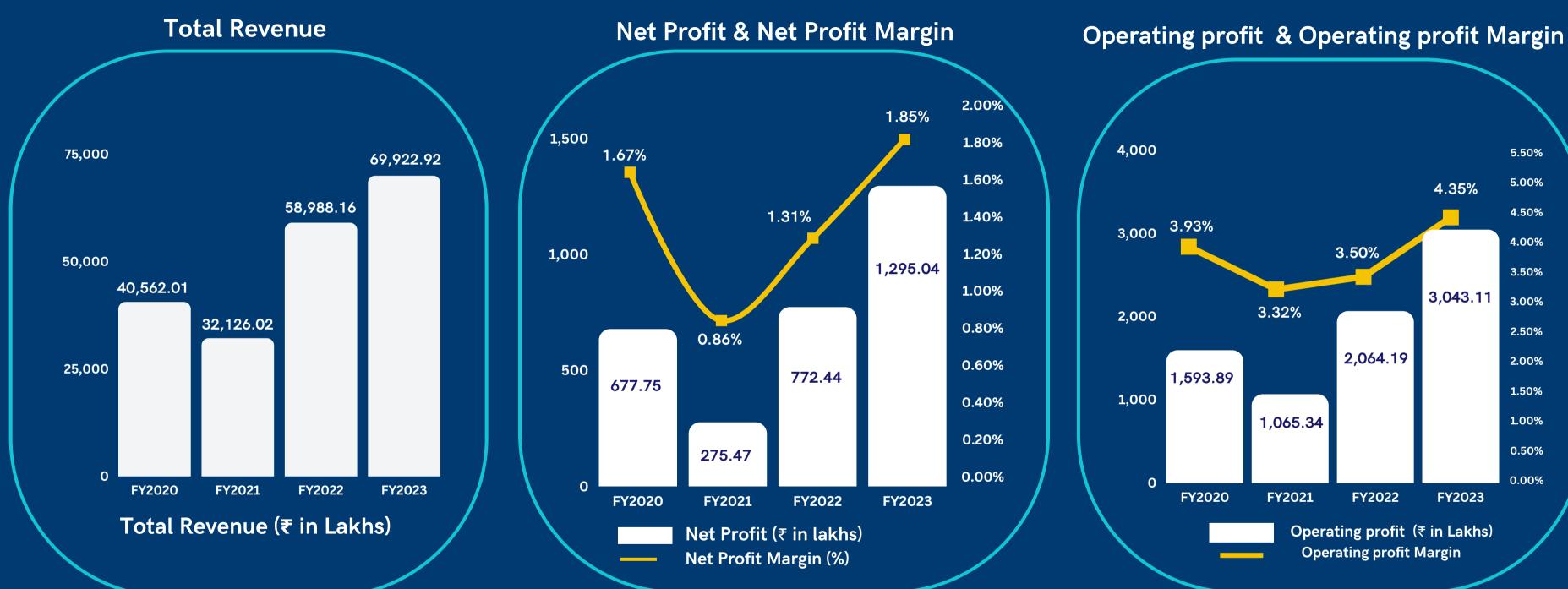
BSE Code 540396

59.30/48 EPS Rs. 8.72

NSE Code: MANOMAY

MARGIN RATIOS

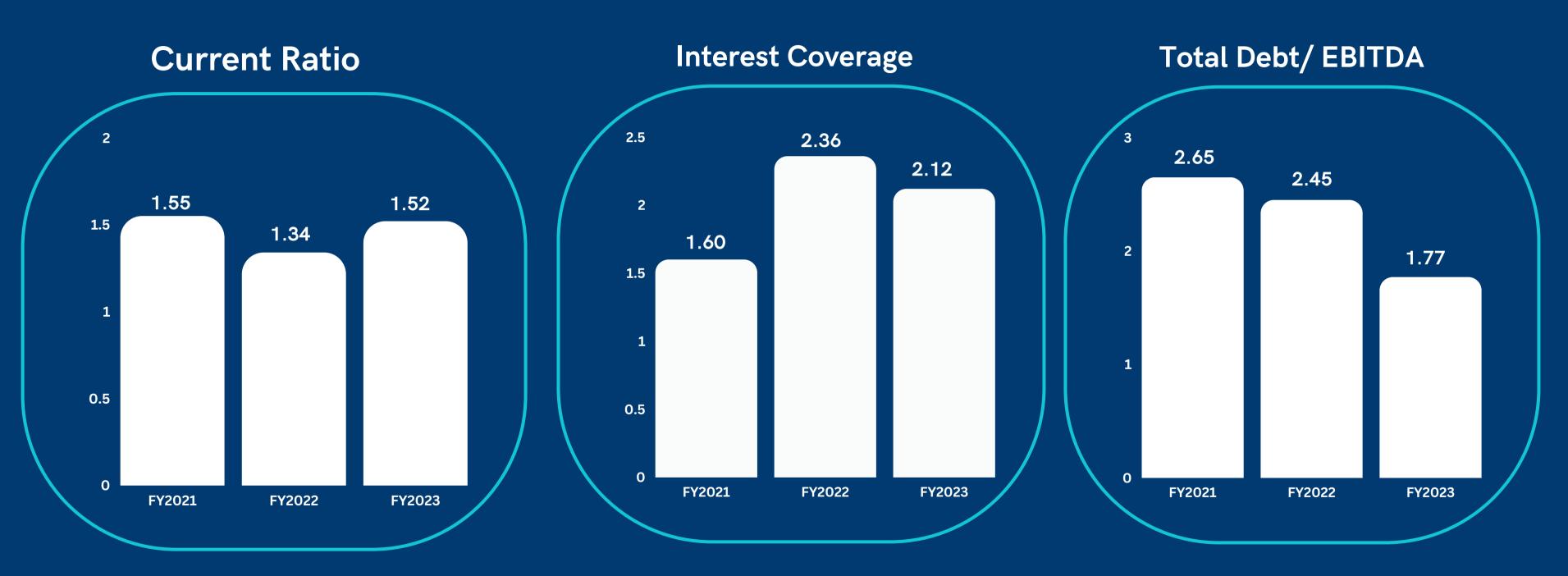




The Company has experienced robust revenue growth with 29.60% compounded annually growth over the last 3 years. The management also has successfully maintained healthy growth in EBIT & Net Profit Margins.

STRONG FINANCIAL: KEY RATIOS





The Current ratio has been increasing over the past 3 years. Hence it signifies that the company is fully equipped to meet it short term obligations efficiently. We have not been facing cash crunch in the short term which is leading to a higher liquidity performance.

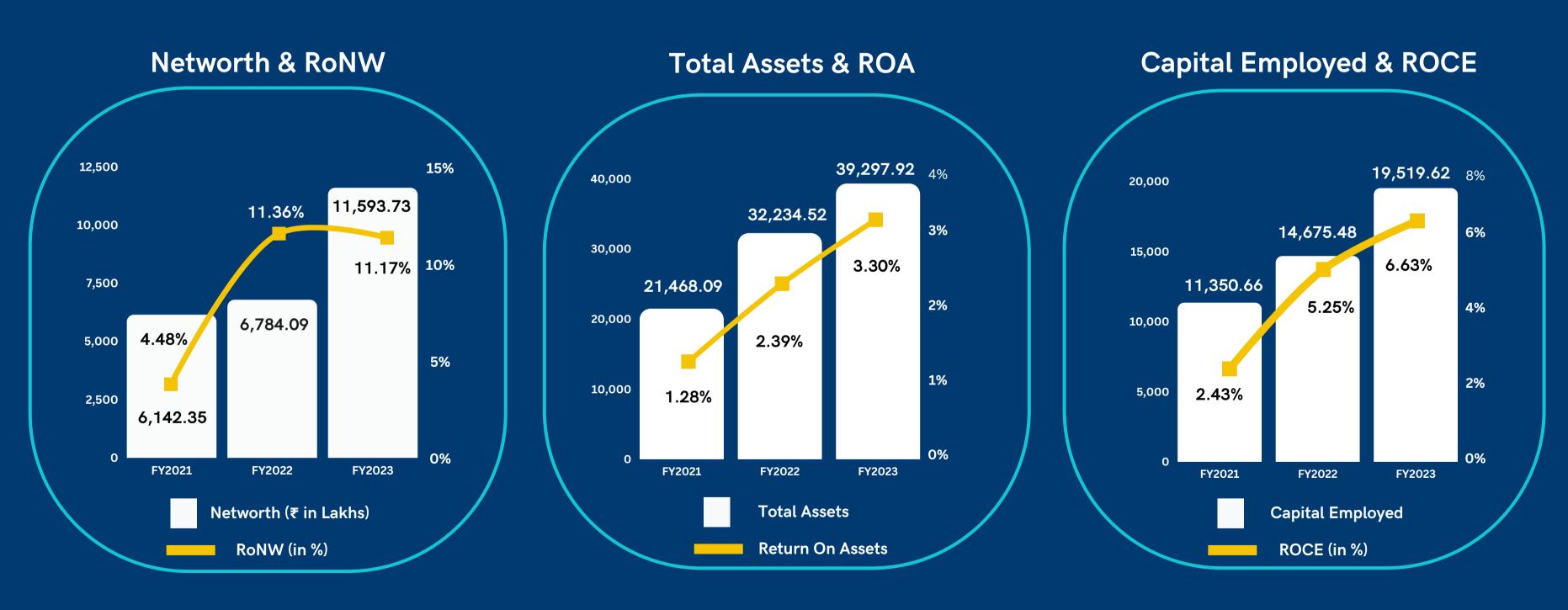
The interest coverage ratio depicts the interest paying ability of a company. Interest coverage ratio of the company has grown steadily from 1.60 times in FY21 to 2.12 times in FY23. We believe that the company is able to generate sufficient profits to honor its interest payments.

Debt/EBITDA ratio is used by to gauge a company's liquidity position and financial health. The ratio shows how much actual cash flow the company has available to cover its debt and other liabilities. Thus a stable debt/EBITDA ratio is a positive indicator that the company has sufficient funds to meet its financial obligations when they fall due.



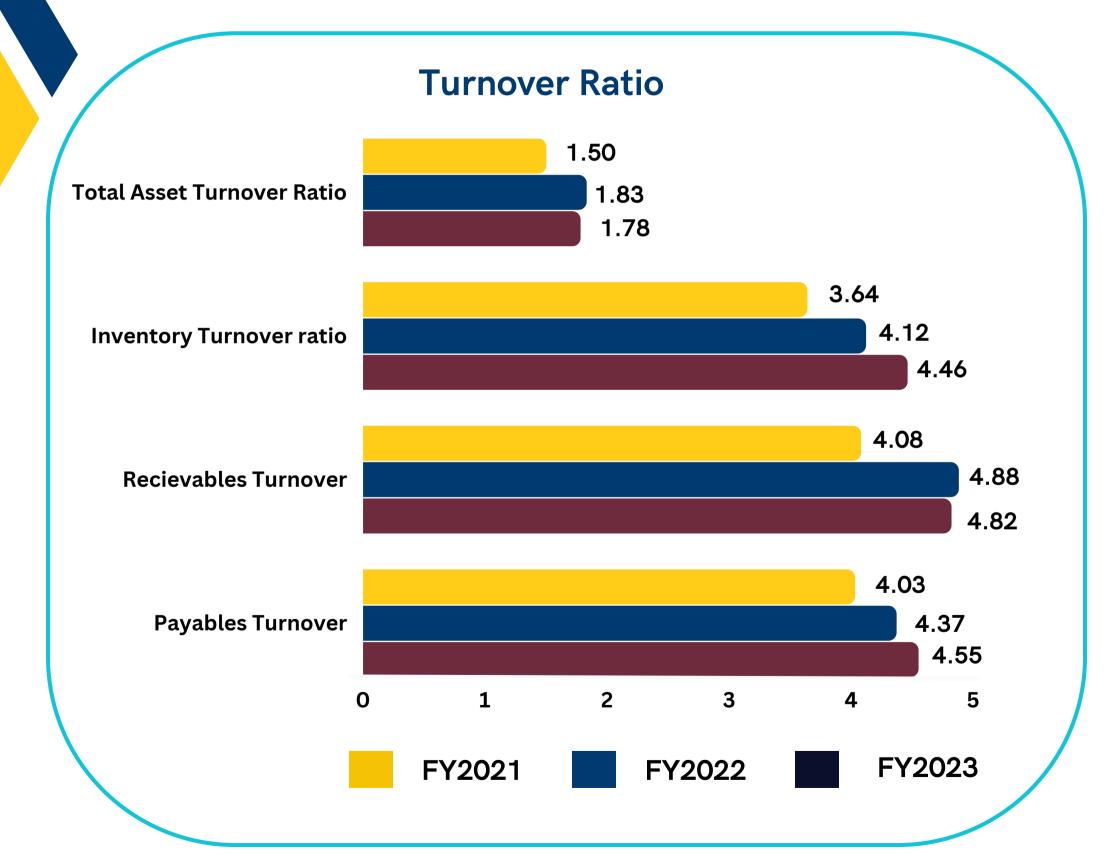
RETURN RATIOS

Return Ratios measures how effectively an investment is being managed by the company so that highest possible return is generated on the investment. The above three return ratios: ROE, ROCE and ROA have increased sharply indicating that the company is making efficient use of the resources available to it to generate profits.





EFFICIENCY RATIOS



Performance is quite favourable on operational front. The company has been performing well, in terms of industry parameters. The company has been on favorable terms with debtors and thus receiving payment earlier for FY23 compared to FY21. Thus company has been able to pay its creditors earlier.

Quarterly Highlights (P&L)



RS. IN LACS

Particulars	Q4 FY22	Q4 FY23
1) Revenue from Operations	20,978.54	16,820.50
2) Other Income	15.83	18.20
3) TOTAL REVENUE (1+2)	20,994.36	16,838.70
4) Direct Expenditure		85
(a) Cost of Materials Consumed	12,951.03	11,890.58
(b) Purchase of Trade Goods Changes in Inventories of Finished Goods, Work-in-progress and stock-in-trade	1,239.52	-667.64
5) GROSS PROFIT (3-4)	6,803.82	5,615.76
6) GROSS PROFIT MARGIN (5/3)	32.41%	33.35%
(7) Employee Benefits Expenses	495.39	489.80
(8) Other Expenses	5,303.49	3,925.48
9) EBITDA (5-7-8)	1,004.94	1,200.48
10) EBITDA MARGIN (9/3)	4.79%	7.13%
11) Depreciation & Amortization Expenses	237.31	284.99
12) EBIT (9-11)	767.63	915.49
13) EBIT MARGIN (12/3)	3.66%	5.44%
14) Finance Cost	261.40	398.30
15) Profit/(Loss) Before extraordinary items & Tax (12-14)	506.22	517.19
16) Extraordinary Items (Income)		
17) Profit/(Loss) Before Tax (15+16)	506.23	517.19
18) Tax Expenses		
1 CURRENT TAX (MAT Tax)	200.05	145.58
2. Deferred Tax Liability	-25.27	-111.64
19) Net Profit/(Loss) for the period (17-18)	331.45	483.25
20) PAT MARGIN (19/3)	1.58%	2.87%

PROFIT & LOSS STATEMENT



RS. IN LACS

Particulars	FY2021	FY2022	FY2023
1) Revenue from Operations	32,125.30	58,953.15	69,887.88
2) Other Income	0.72	35.01	35.04
3) TOTAL REVENUE (1+2)	32,126.02	58,988.16	69,922.92
4) Direct Expenditure			
(a) Cost of Materials Consumed	20,376.13	37,665.19	47,768.07
(b) Purchase of Trade Goods Changes in Inventories of Finished Goods, Work-in-progress and stock-in-trade	-413.45	-797.58	-2,116.26
5) GROSS PROFIT (3-4)	12,163.34	22,120.55	24,271.11
6) GROSS PROFIT MARGIN (5/3)	37.86%	37.50%	34.71%
(7) Employee Benefits Expenses	1,205.56	1,677.07	1,882.05
(8) Other Expenses	9,194.47	17,494.76	18,198.95
9) EBITDA (5-7-8)	1,763.31	2,948.72	4,190.11
10) EBITDA MARGIN (9/3)	5.49%	5.00%	5.99%
11) Depreciation & Amortization Expenses	697.97	884.54	1,146.99
12) EBIT (9-11)	1,065.34	2,064.18	3,043.12
13) EBIT MARGIN (12/3)	3.32%	3.50%	4.35%
14) Finance Cost	664.58	873.60	1432.04
15) Profit/(Loss) Before extraordinary items & Tax (12-14)	400.76	1,190.58	1,611.05
16) Extraordinary Items (Income)			
17) Profit/(Loss) Before Tax (15+16)	400.76	1,190.58	1,611.07
18) Tax Expenses			
1 CURRENT TAX (MAT Tax)	124.47	463.47	473.94
2. Deferred Tax Liability	0.82	-43.50	-157.91
19) Net Profit/(Loss) for the period (17-18)	275.47	770.61	1,295.04
20) PAT MARGIN (19/3)	0.86%	1.31%	1.85%

BALANCE SHEET



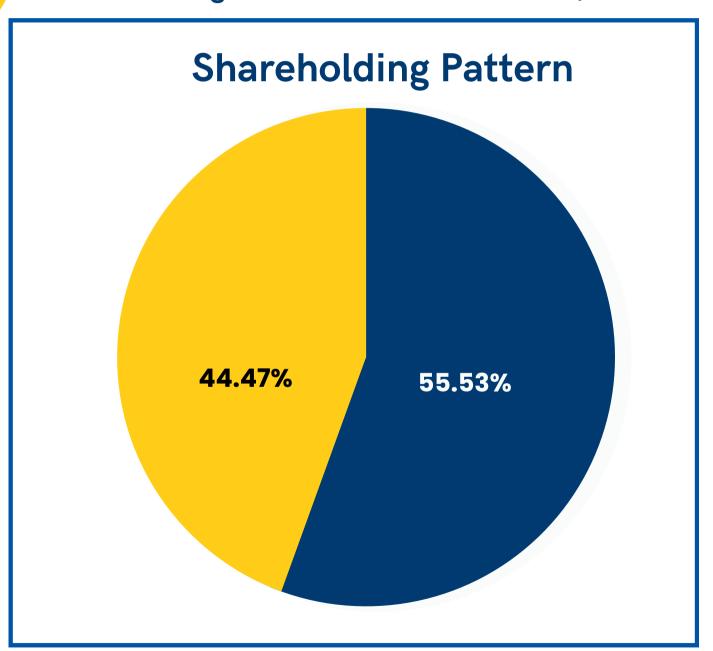
RS. IN LACS

Particulars	2021	2022	2023
I. EQUITY AND LIABILITIES			
1.SHAREHOLDER'S FUNDS	*		
(a) Share Capital	1,468.34	1,468.34	1,804.87
(b) Reserve & Surplus	4,674.01	5,315.76	9,788.86
Equity attributable to owners of the parent	6,142.34	6,784.10	11,593.73
Total Equity (A)	6,142.34	6,784.10	11,593.73
3.Non-Current Liabilities			
(a) Long-Term Borrowings	4,672.75	7,215.98	7,434.58
(b) Deferred Tax Liability (Net)	423.02	415.71	255.46
(c) Other Long Term Liabilities	-	129.16	101.74
(d) Long-Term Provisions	112.55	130.15	134.10
Total Non-Current Liabilities	5,208.32	7,891.37	7925.88
4.Current Liabilities			
(a) Short-Term Borrowings	4,708.16	6,911.98	7,099.11
(b) Trade Payable -			
(A) Total outstanding dues of micro enterprises and small enterprises; and	953.81	1,566.92	526.82
(B) Total outstanding dues of creditors other than micro enterprises and small enterprises.	4,095.26	7,858.93	10,324.52
(c) Other Financial Liabilities	230.08	200.70	507.40
(d) Short-Term Provisions	130.12	2.82	8.65
Deferred Income- Govt Grant	÷	27.42	27.42
Current Tax liabilities	ž.	174.17	85.28
Other Current Liabilities		816.10	1,199.10
Total Liabilities	15,325.75	25,450.42	27,704.19
Total Equity & Liabilities	21,468.09	32,234.51	39,297.92

Particulars	2021	2022	2023
II. ASSETS			
1. Non-Current Assets			
(a) Plant, Property & Equipment	5,628.26	5,600.11	6,620.22
(ii)Intangible Assets			
(iii) Capital work in Progress		1,853.56	1,200.50
(iv) Intangible Assets Under development		110.22	89.80
Long Term Loans & Advances	53.27		
(b) Non-Current Investments		381.87	394.22
(e) Other Non - Current Assets	73.15	786.54	914.22
(f) Financial Assets		24.10	27.12
2.Current Assets			
(a) Current Investments			
(b) Inventories	5,601.51	9,146.87	10,708.40
(c) Trade Receivables	7,880.35	12,097.31	14,498.14
(d) Cash and Cash Equivalents	487.08	39.99	1,416.99
(e) Short Term Loans and Advances	1,541.54	224.69	987.46
(f) Other Current Assets	202.93	1,328.40	2,288.86
(g) Other Financial Assets		640.86	151.99
Total Assets	21,468.09	32,234.51	39,297.92



Shareholding Pattern as on 31st March, 2023



CAPITAL STRUCTURE

Authorized Share Capital	As at 31st March 2023		As at 31st March 2022	
Particular	Number	Amount	Number	Amount
Authorized Share (Captial) (in Lakhs)	200	2000.00	200	2000.00
Equity Shares of Rs. 10 each Issued, Subscribed And Paid Up (in Lakhs)	180.48	1804.87	146.83	1468.34

AWARDS & RECOGNITIONS





- The company has won TEXPROCIL Export Award 2020-2021 in the Gold Trophy for the Highest Exports of (Cotton) 'Denim Fabrics'. under Category II (Export performance above Rs.75 Cr. And upto Rs. 250 Cr.) for exports of Rs. 155.60 Cr. during the year 2020-21 from The Cotton Textiles Export Promotion Council (TEXPROCIL).
- The company has taken this export award from Shri Upendra Prasad Singh Secretary, Minister of Textiles, Government of India, Smt. Roop Rashi, Textile Commissioner of India in the function organizes by TEXPROCIL on Tuesday, 23rd August, 2022 at Mumbai (MH). This Export Award has taken by Shri Yogesh Laddha, Managing Director and Smt. Pallavi Laddha, Director of the company.





Rajasthan State Export Award 2020

- Company has won Rajasthan State Export Award 2020 From Government of Rajasthan Department of Industries & Commerce for Highest export Denim (Cotton) Fabrics and Growth in the category of textiles during the year 2019-20.
- This Rajasthan State Export Award 2020 has taken by Shri YogeshLaddha, Managing Director and Smt. PallaviLaddha, Director of the Company.





INVESTMENT RATIONALE

- By 2029, the Indian textiles market is anticipated to be valued more than US\$ 209 billion. The Indian textiles industry appears to have a bright future, driven by robust domestic and foreign demand.
- Incentives under the PLI scheme will be available for five years from 2025-26 to 2029-30 on incremental turnover achieved from 2024-25 to 2028-29. MMF (man-made fiber) garments, MMF textiles, and 10 categories of technical textile items are proposed to be rewarded under the system.
- We are an ISO 9001:2015 and ISO 14001:2015 certified company and recognised as a two-star export house by the Government of India.
- Our sustainable business model and Experienced team facilitates timely delivery of superior service and standard.
- We have maintained a successful track record under passionate and influential leadership.
- Our integrated manufacturing facility and our relationship with our traders are key factors of success in the industry
- Our business ethics to have least tolerance for any manufacturing defect has helped us in retaining our existing customers and developing new customers.
- Our company has shown increase in the return ratios suggesting effective utilization of shareholders funds & efficient use of capital assets in order to generate profit.
- Our company has shown strong liquidity ratio which reflects our company's ability to pay its short term obligations and a strong financial health of our company.
- Our Company has shown incline in the margin ratios indicating that the company is able to generate revenues, effectively manage its overhead and operational expenses, create value for its shareholders in the form of profits.



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