



Saraswati

Saree Depot Limited



Q3 & 9M FY25 Result Update
Presentation
February 2025



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Chairman Message



Shankar Dulhani

Chairman & Executive Director,
Saraswati Saree Depot Limited

Dear valued Stakeholders,

We had anticipated stronger revenue growth in Q3FY25, however we take full responsibility of this and how it has impacted our financial performance. This performance is not in line with our objectives, and we are focused on addressing these challenges head-on. We are taking decisive actions to turn things around – we are implementing new initiatives and revisiting our strategies to ensure our targets are met in the short and medium term. We are actively implementing initiatives that we believe will play a significant role in driving sales and enhancing customer engagement.

To improve our financial outcomes, we are concentrating on streamlining our operations and reducing inefficiencies. This will allow us to improve cost management and protect our profitability even in periods of slower top-line growth. We believe that these operational optimizations will create a more sustainable foundation for the company, driving efficiency and long-term value

Our commitment to continuous improvement remains unwavering, and we are confident that these efforts will yield positive results moving forward. Going on line with what we mentioned last quarter about efficient capital allocation, we are declaring an interim dividend of Rs. 2.27 per share after money being utilized for growth.”

MD & CEO's Message



Vinod Dulhani

Managing Director & CEO, Saraswati
Sarees Depot Ltd

Dear Esteemed Stakeholders,

The previous quarter did present challenges in terms of growth, and while our performance fell short of our expectations, we remain focused on refining our approach and driving improved outcomes in the months ahead.

Our Surat purchase office has had a promising start, with encouraging early prospects and strong momentum. Leveraging Surat's strategic location, we are optimistic about the opportunities it presents and will continue strengthening this operation to maximize its potential. On the other hand, performance at Ulhasnagar continues to face challenges. While progress has been slower than anticipated, we are actively addressing the issues and taking active steps to get the facility back on track.

We remain committed to improving all aspects of our operations and are optimistic about the opportunities ahead. Our focus remains steadfast on growth, innovation, and delivering value to our stakeholders.

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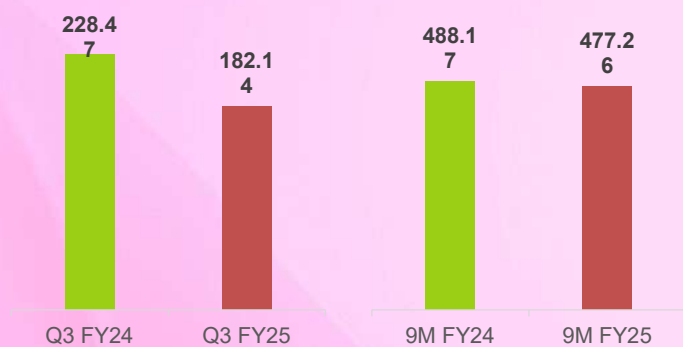


Quarterly
and
Nine Months
Performance

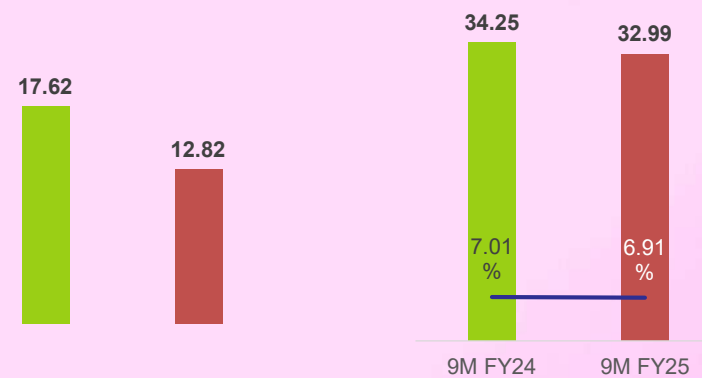
Q3 & 9M FY25 Financial Highlights



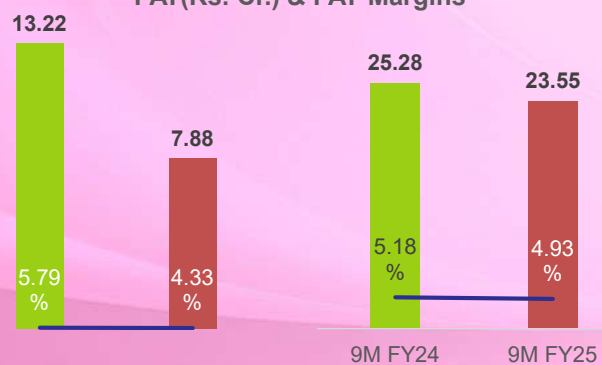
Revenue from Operations (Rs. Cr.)



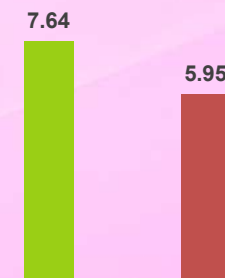
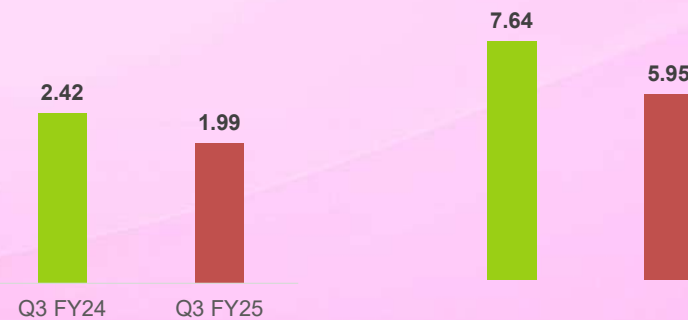
EBITDA (Rs. Cr.) & EBITDA Margins



PAT (Rs. Cr.) & PAT Margins



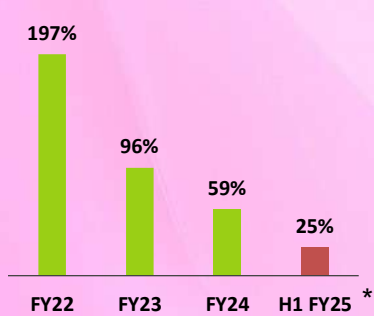
EPS (Rs.)



Key Ratios

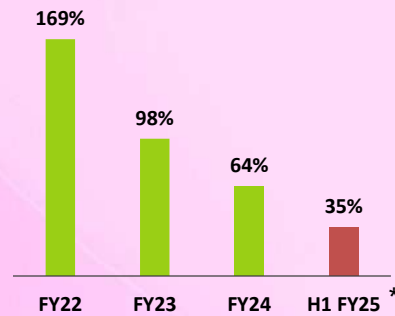


ROE%

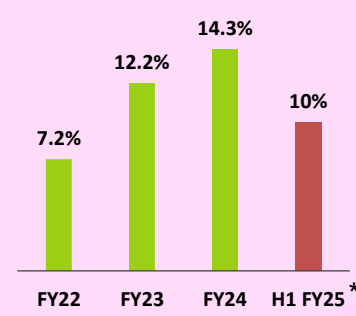


* Annualized

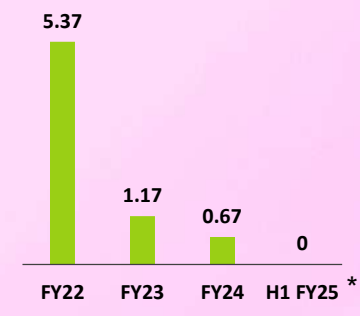
ROCE%



ROA%



Debt/ Equity



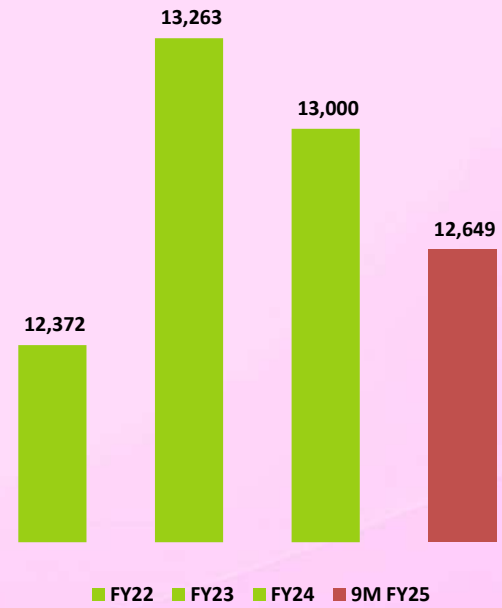
*RoE: PAT/Avg. Total Equity; RoCE: EBIT/(Avg. Capital Employed); ROA: PAT/ Total Assets; Net Debt/ Equity: (LTDebt + STDebt)/Total Equity

Product Mix

Number of Units Sold (in millions)



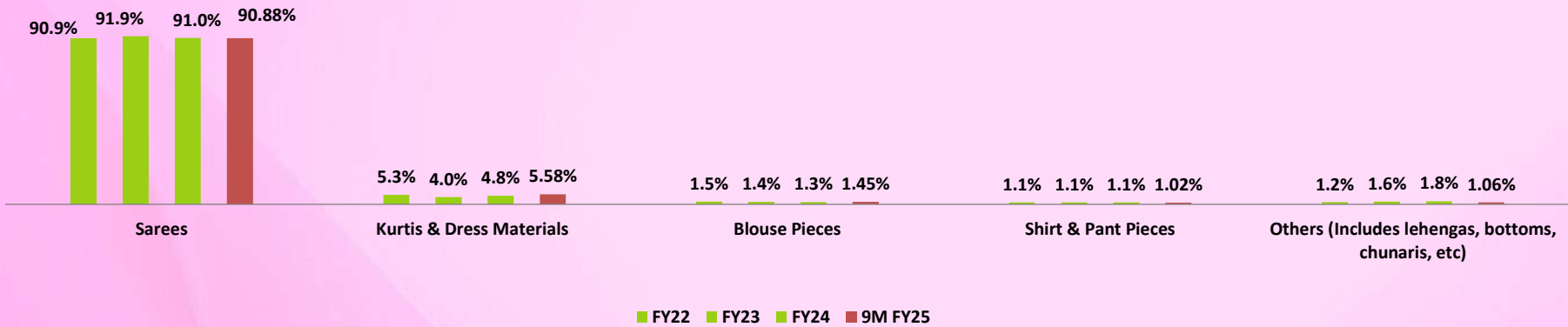
Total Number of Customers



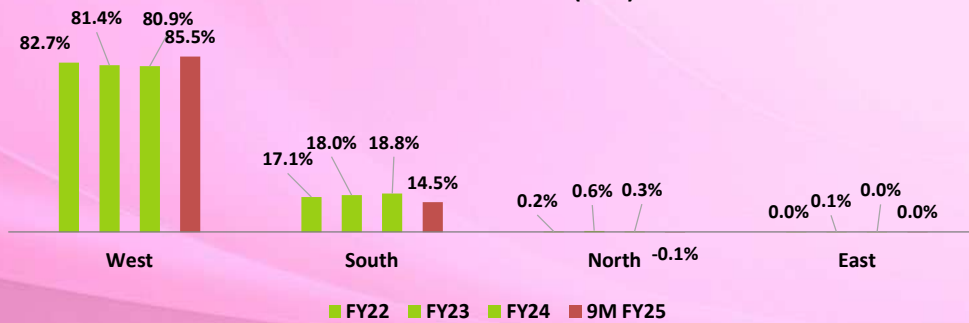
Sales Mix



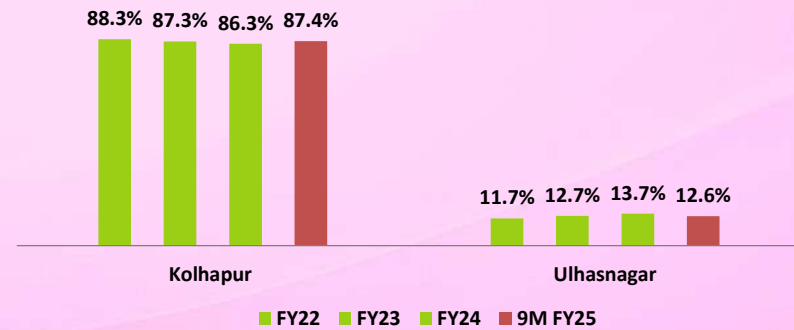
Item Wise Revenue (in %)



Zone Wise Revenue (in %)



Store Wise Revenue (in %)



Quarterly Income Statement



Particulars (Rs. Crore)	Q3 FY25	Q3 FY24	YoY	Q2 FY25	QoQ
Revenue from Operations	182.14	228.47		164.75	
Other Income	1.13	0.53		0.75	
Total Operational Revenue	183.27	229.00	(20.3)%	165.5	10.6%
Raw Materials	163.30	168.22		144.71	
Employee Cost	2.35	2.69		2.64	
Other Cost	3.67	6.88		5.08	
Total Expenditure	169.32	210.84		152.43	
EBITDA (excl. Other Income)	12.82	17.62	(18.9)%	12.32	4.1%
EBITDA Margin (%)	7.04%	7.71%		7.48%	
Depreciation	2.93	0.25		0.23	
Interest	0.95	0.64		0.4	
Profit before exceptional items	10.07	17.27		12.45	
Income from Associates	0.34	0.41		0.27	
PBT	10.41	17.67	(41.1)%	12.72	(18.2)%
Tax	2.53	4.45		3.15	
PAT	7.88	13.22	(40.4)%	9.57	(17.6)%
PAT Margin (%)	4.33%	5.79%		5.78%	
Basic EPS	1.99	3.99		2.42	

Nine Months Income Statement



Particulars (Rs. Crore)	9M FY25	9M FY24	YoY
Revenue from Operations	477.26	488.17	
Other Income	2.60	1.24	
Total Operational Revenue	479.86	489.41	(2.23)%
Raw Materials	422.26	428.55	
Employee Cost	7.68	7.17	
Other Cost	14.33	18.21	
Total Expenditure	444.27	453.93	
EBITDA (excl. Other Income)	32.99	34.25	(3.66)%
EBITDA Margin (%)	6.91%	7.01%	
Depreciation	3.36	0.70	
Interest	2.00	1.83	
Profit before exceptional items	30.23	32.96	
Income from Associates	0.75	0.00	
PBT	30.97	32.96	(6.01)%
Tax	7.43	8.29	
PAT	23.55	25.28	(6.85)%
PAT Margin (%)	4.93%	5.18%	
Basic EPS	5.95	7.63	

Balance Sheet



Particulars (Rs. Crore)	As on 30 th Sept'24	As on 31 st Mar'24	As on 31 st Mar'23
Equity Share Capital	39.60	33.10	0.10
Other Equity	144.86	31.81	35.28
Shareholders Funds	184.46	64.91	35.38
Financial Liabilities			
Borrowings	-	-	-
Provisions	-	-	-
Deferred Tax Liabilities (net)	-	-	-
Other Non-Current Liabilities	-	-	-
Non Current Liabilities	-	-	-
Financial Liabilities			
Borrowings	-	43.49	41.43
Trade Payables	138.68	94.80	108.45
Other Financial Liabilities	0.46	0.44	2.44
Provisions	1.34	1.35	0.83
Current tax Liabilities	0.25	0.95	0.32
Current Liabilities	140.73	141.03	153.47
Total Equity & Liabilities	325.19	205.94	188.85

Particulars (Rs. Crore)	As on 30 th Sept'24	As on 31 st Mar'24	As on 31 st Mar'23
Property Plant & Equipment	3.63	2.83	3.07
Intangible Assets	0.19	0.22	-
Financial Assets			
Non-current Investment	4.46	4.22	3.50
Other Financial Assets	0.00	0.01	0.23
Deferred Tax Assets (Net)	0.49	0.21	-
Other Non Current Assets	0.00	0.00	-
Non Current Assets	8.77	7.48	6.80
Inventories	146.13	107.70	92.81
Financial assets			
Trade receivables	108.64	75.12	65.65
Cash & Cash equivalents	42.69	9.87	19.05
Others	0.25	0.25	0.12
Other Current Assets	18.69	5.50	4.43
Current Assets	316.42	198.45	182.05
Total Assets	325.19	205.94	188.85



Company Overview

Key Facts and Figures



01

One of India's leading organized saree wholesalers, growing strong over **three decades**

02

Recipient of awards such as **"Star of the Industry"** **"Iconic Brand"** at various events and the **"Achievers of South Maharashtra"** award from the Times of India.

03

Strategically located in **Kolhapur, Ulhasnagar & Ahmednagar** spread across 235,000+ sq ft of total area

04

Diverse Product Portfolio includes sarees, kurtis, dress materials, blouse pieces, lehengas, bottoms, other women's apparel accessories

1.6 Crore units (FY24)
Total number of clothing pieces sold

Rs. 610.9 Crores FY24
Operational Revenue
Rs. 42.1 Crores FY24
EBITDA

Strong product catalogue of more than 300,000 SKUs

59% (FY24) ROE
64% (FY24) ROCE

05

06

07

08

Timeline



1993

After three decades in the saree industry, promoters formally launched a partnership firm under the name "M/s. Saraswati Sarees Depot"

2015

Achieved a turnover exceeding Rs. 300 Crore; Inaugurated a new store in Kolhapur, covering 169,120 sq. ft.

2018

Surpassed a turnover of Rs. 400 Crore

2022

Surpassed a turnover of Rs. 500 Crore

2024

Opened a new purchase office in Surat spanning 25,000 sq. ft. located in close proximity to our suppliers

2002

The firm hosted its inaugural annual promotional event, "Utsav."

2017

Expanded the product range to include ready-made garments, specifically "Kurtis."

2021

Established as a Private Limited Company ; Launched a new store in Ulhasnagar

2023

Transitioned to a public company; Achieved a turnover exceeding Rs. 600 Crore

Company Overview

Saraswati Saree Depot Limited (SSDL), a major sarees wholesaler, **BEGAN IN 1966 AND IS ONE OF INDIA'S LEADING PLAYER IN THE B2B SEGMENT** of this Industry

01

THEIR ANNUAL FLAGSHIP EVENT "UTSAV", STARTED IN 2002, is a major sales driver, contributing 13-15% to annual revenues with special offers and exclusive collections.

03

The company's **REVENUE GREW FROM Rs. 222.9 CRORE IN FY2014** to **SALES EXCEEDING Rs. 600 CRORE IN FY2024**, **GENERATING A CAGR OF 10.4% OVER THIS PERIOD**

05

The company's main revenue comes from sarees (over 90%), but they also wholesale **OTHER WOMEN'S APPAREL LIKE KURTIS, LEHENGAS, AND OTHER WOMEN DRESS MATERIALS AS WELL AS ACCESSORIES.**

02

IN 2015, SSDL MOVED TO A NEW 169,120 SQ. FT. FACILITY IN UCHGAON, KOLHAPUR, enhancing its shopping experience with dedicated sections for various apparel with expansion into ready made garments for women in 2017

04

SSDL SOURCES SAREES FROM OVER 900 WEAVERS ACROSS MAJOR INDIAN HUBS like Surat, Varanasi, Mau, Madurai, Dharmavaram, Kolkata, and Bengaluru

06

Experienced Management



Shankar Dulhani

Chairman & Executive Director

With 38 years in the apparel industry, he has extensive expertise in saree manufacturing, marketing, and business development. His leadership has driven the company's growth and guided the board in critical decisions and strategy.



Mahesh Dulhani

Executive Director

With over 30 years in the apparel industry, he specializes in brand creation and management. He oversees sales operations, customer relations, and marketing functions for the company.



Vinod Dulhani

Managing Director & CEO

With over 27 years in the apparel industry and being a second-generation member of the company, he oversees product development, business development, operations, and administration. He has played a key role in establishing connections with weaving houses across India and has consistently enhanced efficiency throughout various departments.



Rajesh Dulhani

Executive Director

With over 29 years in the apparel industry, he manages the company's product and procurement functions, including supply chain management, supplier relations, and product quality control.



Business Process

Business Process





Product Profile & Facilities

Diverse Product Profile



Sarees



Kurtis



Dress Materials



Blouse Pieces



Shirt & Pant Pieces



Lehngas



Bottoms



Chunaris

Store Insights

- Saraswati Saree Depot Ltd. manages two stores in Maharashtra: the first store is located in Kolhapur and the second one in Ulhasnagar
- The Kolhapur store, being the company's inaugural and flagship location, accounts for nearly 88% of the total combined sales
- The two stores collectively cover an area of 185,000+ square feet and offer the full range of the company's products
- In October 2024, the company acquired a new space in Surat, measuring close to 25,000 square feet. This facility is strategically located close to suppliers designated as a purchase office and will play a crucial role in reducing COGS



Key Strengths

Reputation & Strong Brand



Saraswati Saree Depot is an established brand name and has built strong reputations over time for reliability and quality, fostering trust among their customer base.

Experienced Management: SSDL's promoters and management team consists of professionals with several years of experience and knowledge in the industry and their respective fields such as sales, marketing, technical support, R&D, supply chain, production and finance.

Customer Base & Product portfolio



SSDL primarily sells in southern and western regions, including Maharashtra, Goa, Karnataka, and Tamil Nadu, serving over 13,000 unique customers in fiscal 2024. The top 10 customers contribute to less than 8% of total sales.

Extensive Product Portfolio: SSDL's Product portfolio is vast and versatile in women's apparel segment and includes sarees, kurtis, dress materials, blouse pieces, lehengas, bottoms, other women's apparel accessories and their product catalogue lists more than 300,000 different SKUs.

Diversified Supplier Base



SSDL has established strong relationships with manufacturers in key hubs like Surat, Varanasi, Mau, Madurai, Dharmavaram, Kolkata, and Bengaluru. They source sarees and women's apparel from over 900 weavers and suppliers across India. The top 10 suppliers account for less than 26% of total purchases.

Bulk Buying Abilities



SSDL operates at a large scale in its industry and procures products from its suppliers in large quantities which leads to achieve economies of scale and mitigate additional costs associated with smaller order size

Major Organized Player: Saraswati Sarees is one of the major organized players of the country's saree and stands firm to capitalize on this market's growth

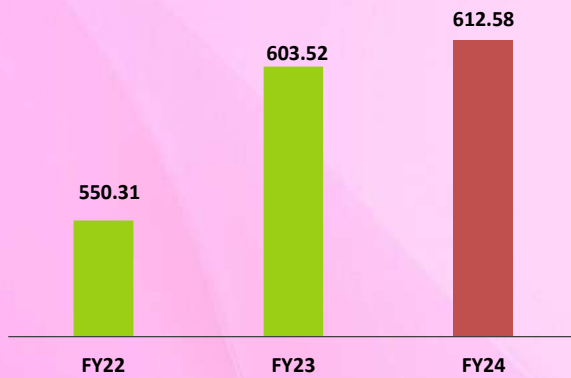


Annual Financials

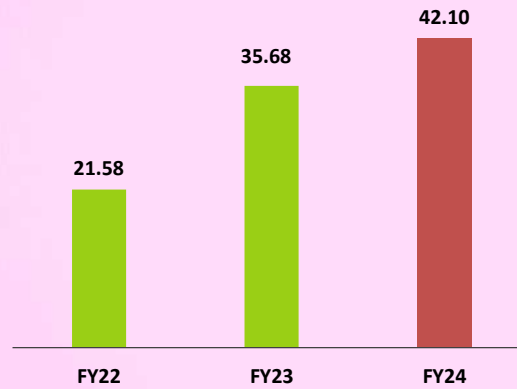
Annual Performance



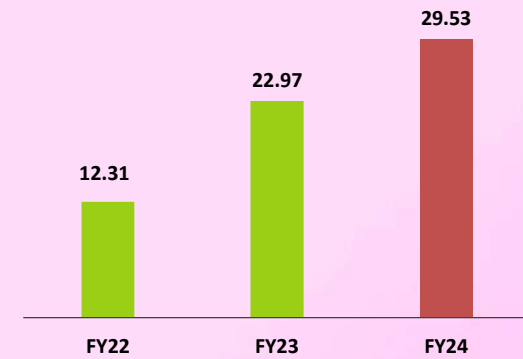
Revenues (Rs. Crore)



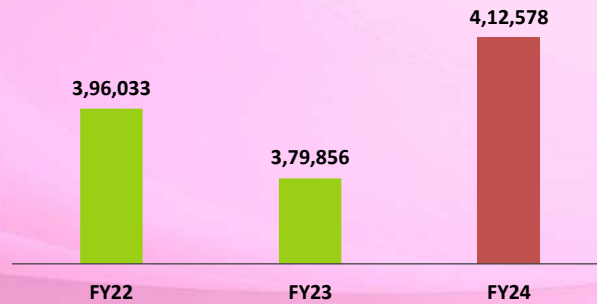
EBITDA* (Rs. Crore)



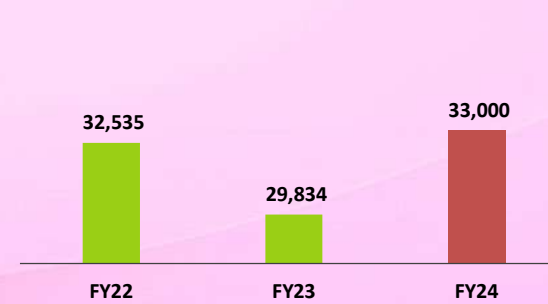
PAT (Rs. Crore)



Avg Net Sales per customer (in Rs.)



Net Sales per sq.ft. area in use (in Rs.)



*EBITDA is excluding Other Income

Annual Income Statement



Particulars (Rs. Crore)	FY24	FY23	YoY
Revenue from Operations	610.90	601.89	1%
Other Income	1.68	1.63	
Total Income	612.58	603.52	2%
Purchase of Stock In Trade	548.99	547.94	
Changes in Inventories	(14.89)	(17.06)	
Employee Benefit Expenses	9.77	9.94	
Other Expenses	26.61	27.01	
EBITDA (excl. Other Income)	42.10	35.68	18%
EBITDA Margin (%)	7%	6%	
Depreciation	0.98	0.99	
Interest	2.47	3.81	
Profit before exceptional items	38.66	30.87	
Income from Associates	0.72	0.00	
PBT	39.37	30.87	
Tax	9.84	7.89	
PAT	29.53	22.97	29%
PAT Margin (%)	5%	4%	



Way
Forward

Industry Opportunity



Market Decline and Recovery

The saree industry, worth Rs. 558 billion in fiscal 2020, fell by ~43% in fiscal 2021 due to pandemic-related store closures. It rebounded by ~44% in fiscal 2022 as the economy reopened and postponed weddings boosted demand.



Current Growth

By fiscal 2024, the industry is valued at Rs. 515 billion, reflecting ~5% growth from the previous year as retail stores attracted more customers.



Consumer Trends

There is a growing preference for higher-quality, premium sarees, leading to increased average prices.



Organized Segment Growth

The organized saree sector, known for better customer experience, reliable fabrics, and standardized pricing, is growing at a 9-10% CAGR. It is expected to constitute 32-37% of the market by fiscal 2029, up from 25-30% currently.



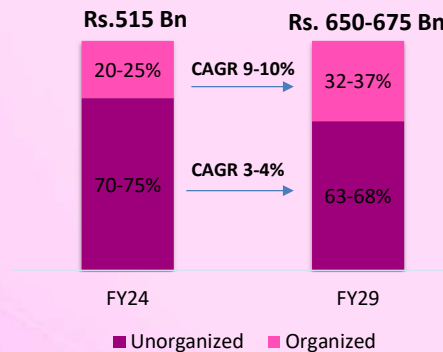
Long-Term Outlook

The industry is projected to grow at a 5-6% CAGR from fiscal 2024 to 2029, reaching Rs. 650-675 billion by fiscal 2029.



Future Growth Drivers

Growth is expected to continue due to changing consumer preferences and the rise of organized, branded players in the market.



Way Forward

Expanding into MEN'S ETHNIC WEAR



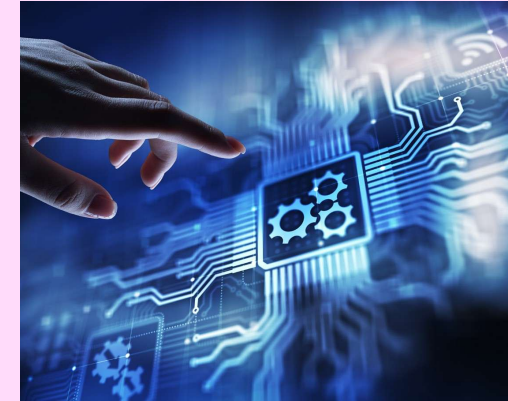
Plans to enter the men's ethnic wear market, capitalizing on the rise of multi-day weddings and growing interest in traditional festival outfits. This market is expected to reach Rs. 3.8-3.9 trillion by FY29, growing at a 10-11% CAGR from fiscal 2024 to 2029*.

Strengthening E-COMMERCE



The company to invest in digital channels and establish a dedicated e-commerce team to enhance sales and provide a seamless shopping experience for B2B and B2C customers. By fiscal 2029, e-commerce is projected to make up 9-11% of the saree industry in India.

Enhancing Efficiency with TECHNOLOGY



Aims to improve operational efficiency and supply chain management by upgrading IT infrastructure and adopting best practices. This investment in technology will lower costs, boost productivity, and enhance customer satisfaction. Enhanced data analytics will also provide valuable insights into customer preferences, driving sales and supporting growth.

Thank you

Saraswati Saree Depot Ltd

Nikhil Dulhani

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