



**LE MERITE EXPORTS LIMITED**

(CIN: L17111MH2003PLC143645)

Registered Office: A-307, Boomerang, Chandivali Farm Road, Powai, Andheri (East), Mumbai 400 072, Maharashtra

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January 31, 2025

To,

The Listing Department

**National Stock Exchange of India Limited,**

Exchange Plaza, Plot no. C/1, G Block,

Bandra-Kurla Complex, Bandra (East),

Mumbai - 400 051

**Trading Symbol: LEMERITE**

**Dear Sir/Madam,**

**Sub: Investors Presentation**

With reference to the above subject, kindly find enclosed the investor presentation by the Company, this presentation is the insight into the recent developments in the Company, a brief profile of the Company, product portfolio and other relevant information.

This presentation will also be made available on the Company's website.

This is for your information and records.

Thanking you,

**For Le Merite Exports Limited**

**Abhishek Lath**

**Managing Director and CFO**



# Le Merite Exports Limited Investor Presentation

**“Transforming Textiles: Advancing Defence  
Solutions, Investing in the Future”**

(January – 2025)

NSE - SME: LEMERITE







# Safe Harbour

This document may contain forward-looking statements that involve risks and uncertainties. These statements are subject to factors such as government actions, political or economic developments, technological risks, & other variables that may cause actual results to differ significantly from those expressed. Le Merite Exports Limited and its management does not accept responsibility for any actions taken based on these forward-looking statements and does not commit to updating these statements to reflect future events or changes.

A black and white photograph of a textile factory. The image shows a long, perspective view of rows of large, cylindrical spools of thread mounted on a machine. The spools are arranged in a grid-like pattern, receding into the distance. The lighting is dramatic, with strong highlights and deep shadows, creating a sense of depth and scale. The overall tone is industrial and focused.

# Vision and Mission



# Mission

- 🧶 Grow revenue through innovation & operational efficiency.
- 🧶 Strengthen global presence while committing to quality & sustainability.
- 🧶 Deliver value to stakeholders through impactful, eco-friendly practices.

# Vision

- 🧶 "To build a sustainable and digital billion-dollar conglomerate recognized globally for Textile Excellence."



# LE MERITE at a Glance



**Founded in 2003**  
In Mumbai, India.



Recognized as a **3-star export house** by the Government of India.



**Global reach:** Exports to **37+** countries, including the US, EU, & China.



**Specialization:** Cotton yarn, greige fabrics, & defence textiles.



**Present Business model:**  
Asset-light, focusing on scalability & talent development.



**Long-standing customer relationships, tie-ups in top importing countries,** including Bangladesh, China, Turkey, Portugal, Egypt, South Korea, Iran, Italy, Vietnam, Thailand, Peru, UAE, and the USA.

## Key Performance Indicators



Latest manufacturing facility (Asset light model)



1 million meter fabric per month



Sales volume - 2,000 tons per month



30% of the total Sales from Sustainable Product



# From Management's Desk



**Mr. Abhishek Lath**  
MD & CFO

“

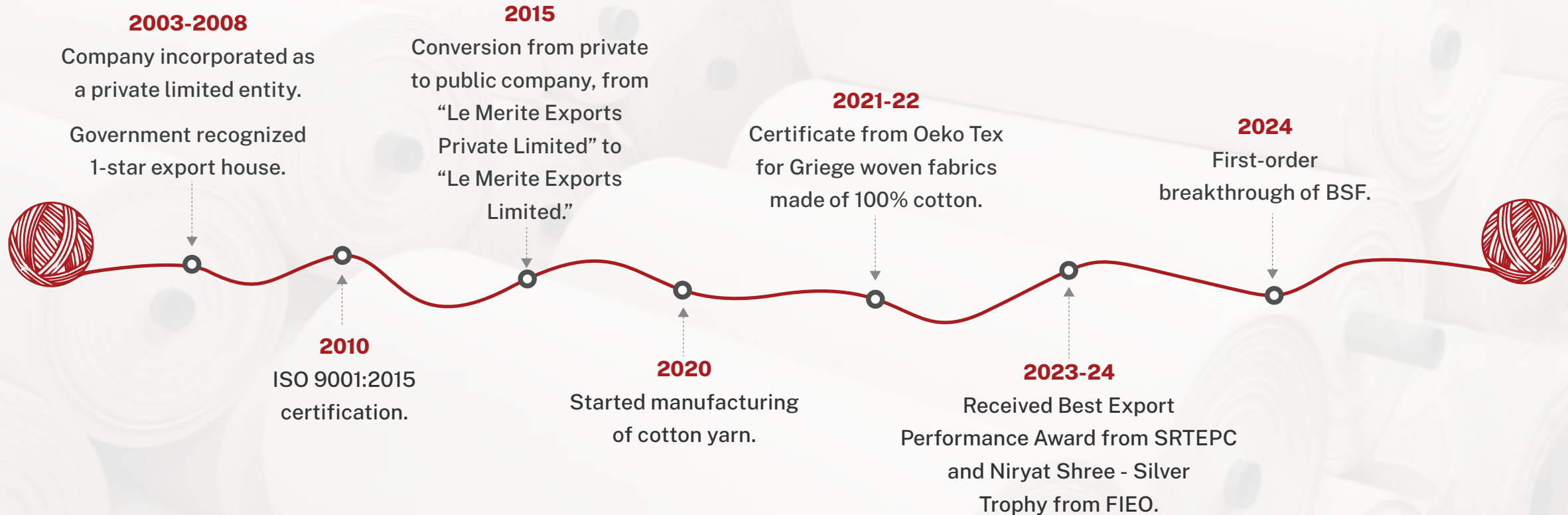
I extend my heartfelt gratitude to all stakeholders for their unwavering support on this transformative journey. The IPO has been a catalyst, enabling us to evolve into a fully integrated manufacturer of technical textile products focusing on defence applications.

The recent Transfer of Technology by DRDO to LMEL for Advanced Antimicrobial and Anti-Bed Bug Bed Sheets manufacturing, gives us a strong first mover advantage in the evolving technical textile manufacturing space. We are planning to establish a state-of-the-art manufacturing unit specializing in technical textiles, specifically tailored for Defence applications. This addition of an in-house manufacturing unit is set to enhance our overall revenue. These developments will help us launch new products, secure new clients, and increase wallet share with existing customers, focusing on both margin and growth as we become a preferred partner for customers with capabilities to compete with imported products.

Additionally, we are diversifying into high-growth sectors such as defence, including uniforms, rack sacks, ECC coats, jackets, coir mattresses etc. further positioning us for improved margins and market expansion. As our capital expenditures come to fruition, we anticipate stronger performance ahead. These initiatives underscore our dedication to innovation, excellence, and creating long-term value for all stakeholders.

”

# Journey of the Company





# Management Team Driving Textile Innovation



## **Umashankar Lath - Chairman & MD:**

A 25+ year veteran of the textile industry, leading LMEL's global growth strategy.

Umashankar Lath is the Promoter and Chairman and Managing Director of LMEL. He has been on the board of the company since 2012. He is an under-graduate by qualification.

He started his business as a trader of yarns in Burhanpur at a very early age. Subsequently, he became an exclusive agent/trader to sell yarns for big spinning mills of that time like RSR Mohata mills, Gima Tex, Pee-Vee Textile Limited, NTC Mills etc.



## **Abhishek Lath - MD & CFO:**

Abhishek Lath is the Promoter and Managing Director and CFO of LMEL. He has been on the board of the company since 2004. His key responsibilities in the company include augmenting relationships with various stakeholders - expansion and growth of the business by increasing its product portfolio, global footprint and customer base on a continuous basis.

He also looks after Finance and accounts, International Sales and marketing and is instrumental in generating business from various parts of the world. He possesses a degree of Business Administration from Navi Mumbai.

After completion of MBA, he joined in the business of Yarn Manufacturing and Trading. He has over 15 years of experience in the textile industry. He has played a pivotal role in the growth and development of the Company.



## **Sweta Lath - Executive Director:**

Sweta Lath is an Executive Director of LMEL. She has been on the board of our company since 2021 and her key responsibilities in the company include Human Resource and administration and new product development in the Company.

She has experience of more than 10 years in the business as a woman entrepreneur and is very keen and open for new ideas and products. She possesses a degree of Bachelor of Science from Gujarat University.

# Product Portfolio

Transitioning from Traditional Textiles to Defence Textiles

Traditional Products



Yarn



Greige Fabrics



Organic (Gots)

New Products



Sleeping Bag



Military Mattress



BSF

## About Defence Textiles

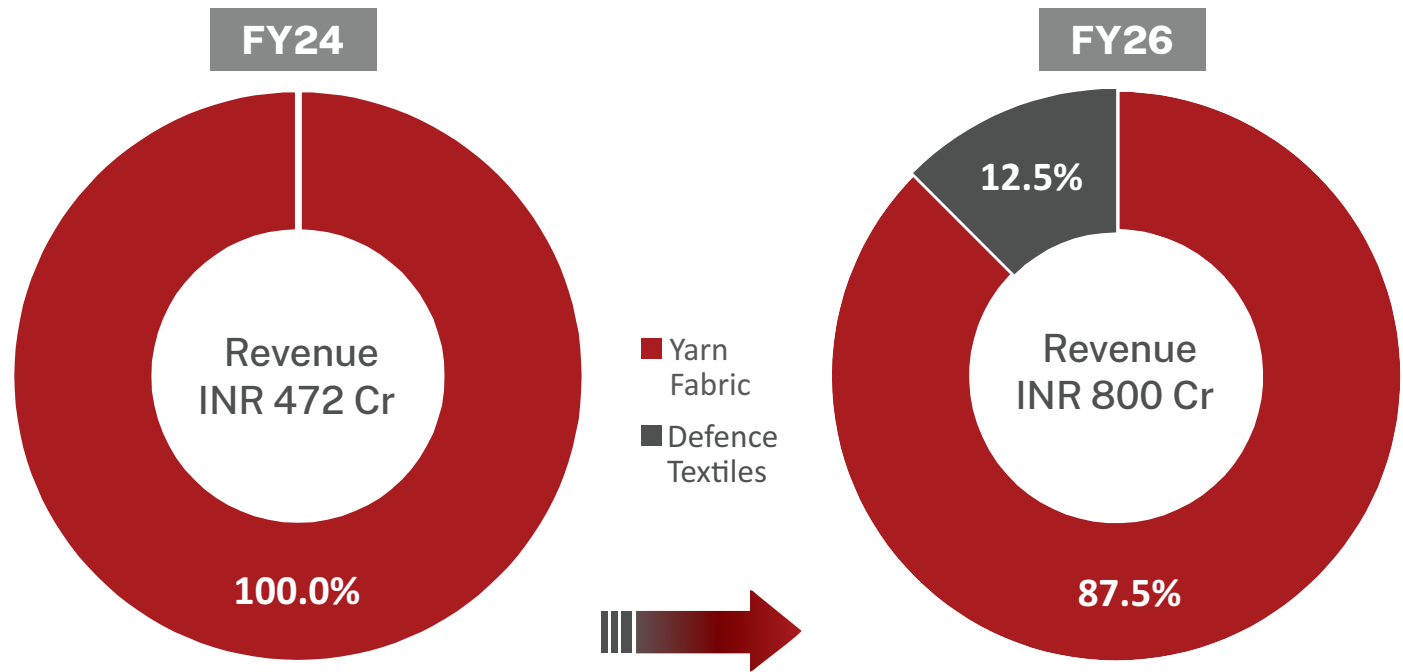
Defence Textiles are advanced fabrics designed for military applications, offering durability, protection, and functionality in extreme conditions.

## Key Features of Defence Textiles

- Enhanced durability and resilience for demanding environments.
- Provides protection against various environmental threats (e.g. Anti Bed-Bug, Anti Microbial, Fire retardant etc.).
- Lightweight yet strong, ensuring mobility without compromising safety.
- Contributes to soldier and equipment longevity in challenging conditions.

# Vision 2026: Transitioning Towards Value Added Defence Textiles

The company aims to increase the revenue contribution from **Defence Textile Segment** to **INR 100 Crores** by FY26.



**Our Strategic Vision for FY 2026**

Topline

**INR 800 Crores**

1.7x of FY24 Revenue



# Accelerating LMEL's Transformation into a Defence Textile Leader



Expanding from yarn trading & manufacturing to include a focus on technical textiles for defence & specialized applications.

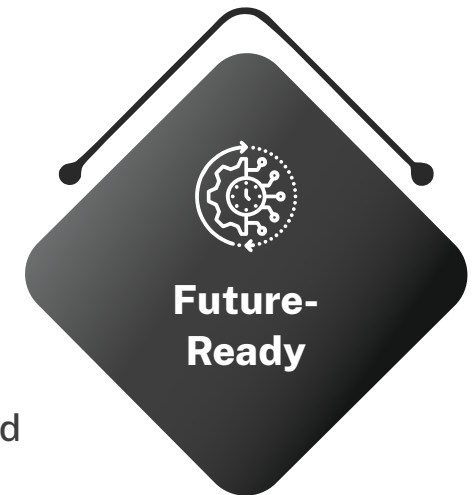
Venturing into key domains, including digital print fabric for BSF & Extreme Cold Climate (ECC) coats for Ladakh Police.



Pioneering antimicrobial & anti-bed bug bed sheets developed through DRDO's TOT transfer, catering to the growing demand for high-performance textiles.

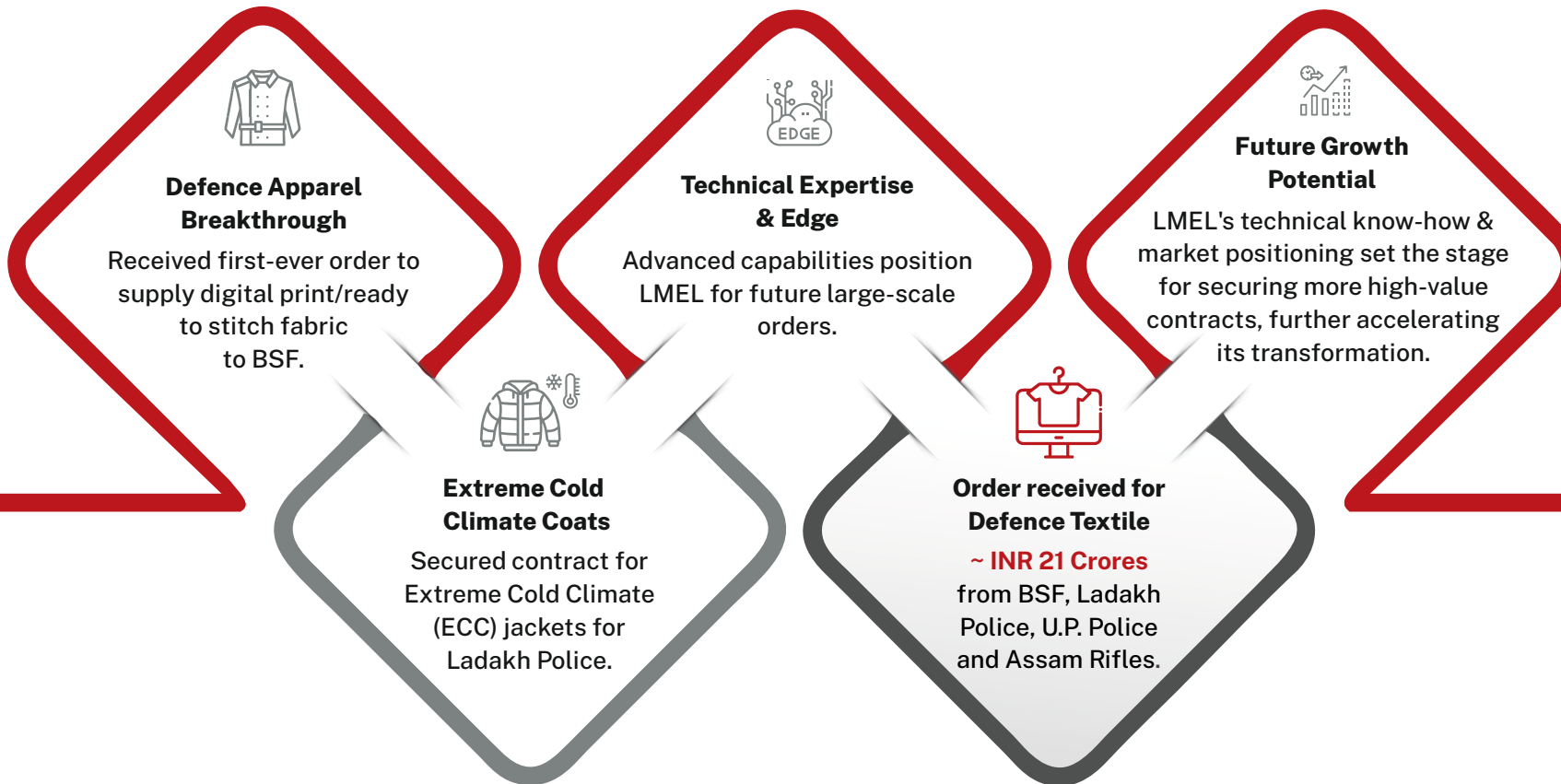


Strong technical expertise & capabilities position LMEL for sustained growth and market leadership in the technical textiles space.

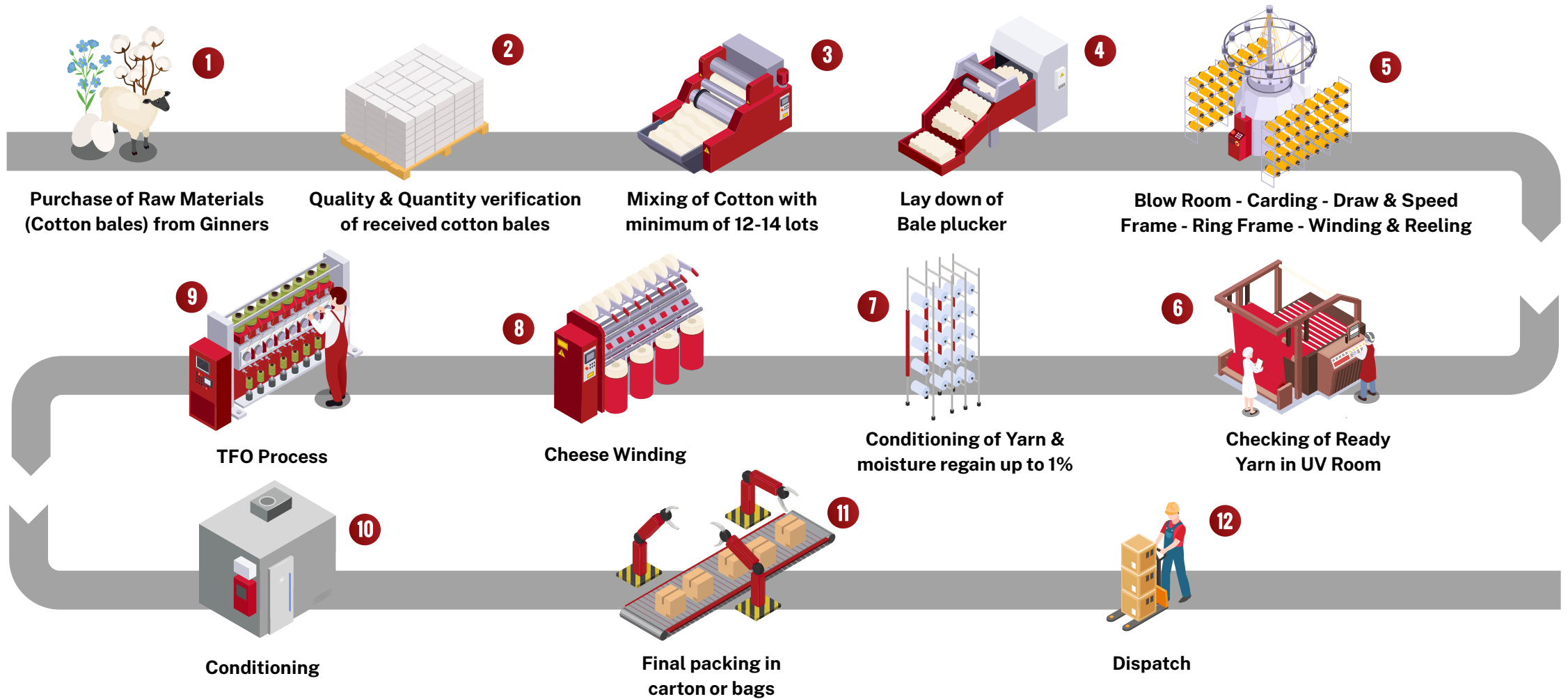


# Strategic Order Wins

“LMEL drives growth in defence and technical textiles”

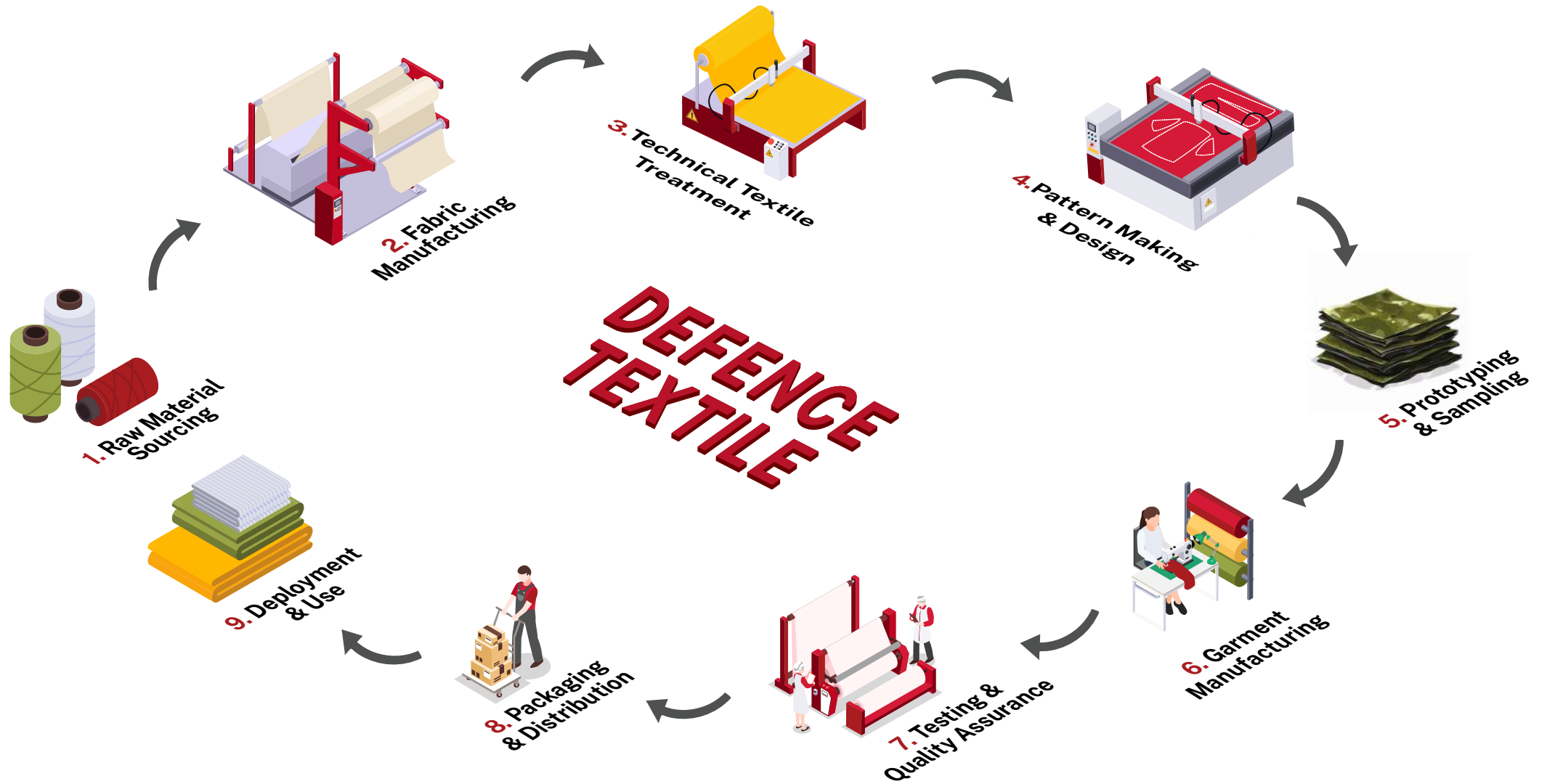


# Yarn Value Chain





# Defence Textile Value Chain



# Our Offerings - Defence Textile



**Digital Print/Design Uniform Fabric for BSF:** The new fabric for BSF features advanced digital print/design, ensuring durability, comfort, and functionality, offering soldiers a high-performance uniform suitable for demanding operational conditions.

**High-Performance Extreme Cold Climate (ECC) Coats/ Jackets for Extreme Environments:**

ECC coats & jackets are designed to provide exceptional insulation, protecting Ladakh Police personnel from extreme cold with high-performance materials that ensure warmth in harsh, freezing temperatures.

These innovative textiles, designed for the BSF and Ladakh Police, deliver superior performance, protection, and comfort.

# Our Offerings - Defence Textile



**Anti-Bed Bug Bed Sheets:** These bed sheets are specially designed with advanced technology to prevent bed bug infestations, providing a hygienic and comfortable sleep environment by effectively repelling and controlling pests.

**Anti-Microbial Bed Sheets:** Made with antimicrobial-treated fabric, these bed sheets inhibit the growth of bacteria, fungi, and other harmful microorganisms, ensuring a cleaner, healthier, and more hygienic sleeping experience.

**Health-Focused Textile Innovation:** Combining bed bug protection with antimicrobial properties, these bed sheets offer a dual benefit, enhancing the overall hygiene of the bedding and aligning with growing global demand for health-conscious textile solutions.



# Competitive Strength

## **Transfer of Technology by DRDO**

An early mover in DRDO-approved defence textiles innovation for antimicrobial & anti-bed bug bed sheets.

## **Heading Towards Manufacturing Excellence**

Planning to set up a manufacturing facility for uniform defence textiles at Amravati Textile Park - a location with lot of strategic advantages.

## **Experienced Management Team**

The management team has 25+ years of rich experience in the textile industry which will drive LMEL's growth through various phases and effective liaising with key stakeholders.



## **Strategic Positioning**

Presence in high-margin Defence textiles.

## **Focused on Innovation**

Strong focus on innovation and advanced defence textile solutions.

## **Uncompromising Quality in Every Product**

Providing innovative, sustainable products with exceptional quality and consistency.

# LMEL Growth Strategy

Leverage DRDO partnership to expand in defence with antimicrobial bed sheets & other specialized products.



**Defence Focus**



**Product Innovation**

Expanding in defence & technical textiles.



**High-margin segments**



**Strategic Partnerships**

Tap into high-growth markets with strong textile demand.

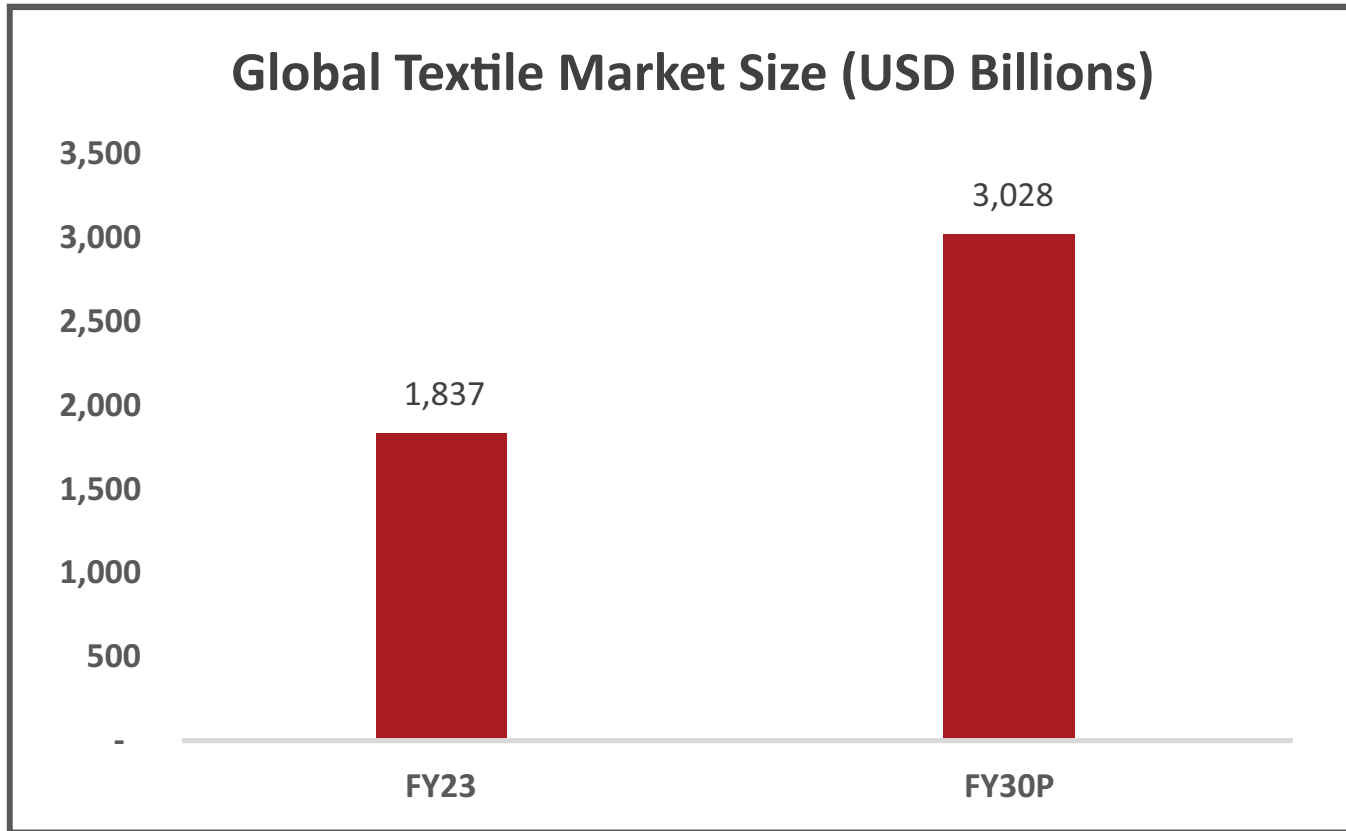


**International Expansion**

Launch specialized, functional, & sustainable textiles.

Pursue partnerships or acquisitions to expand offerings & enter new markets.

# Global Textile Sector Overview

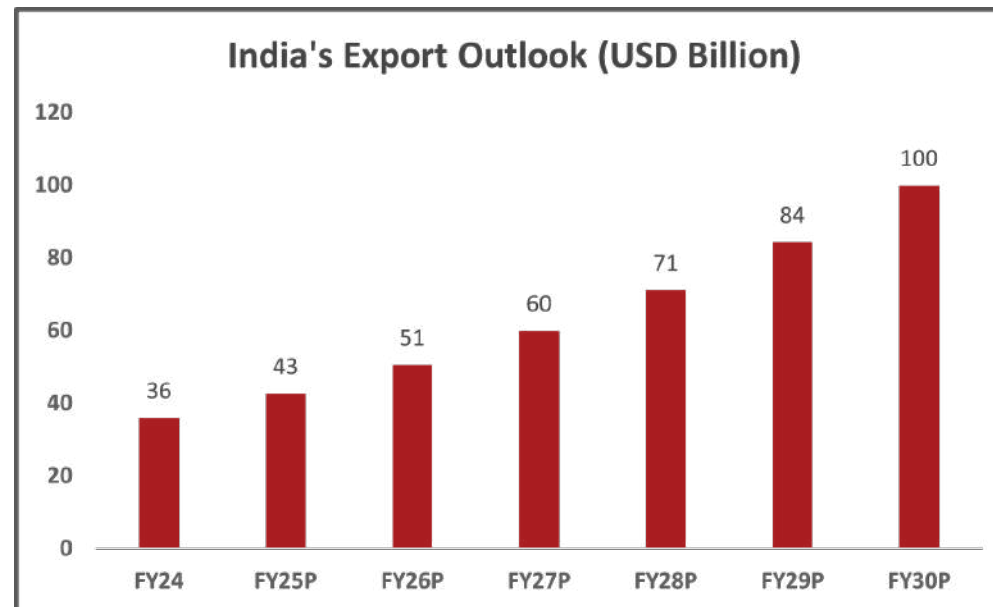
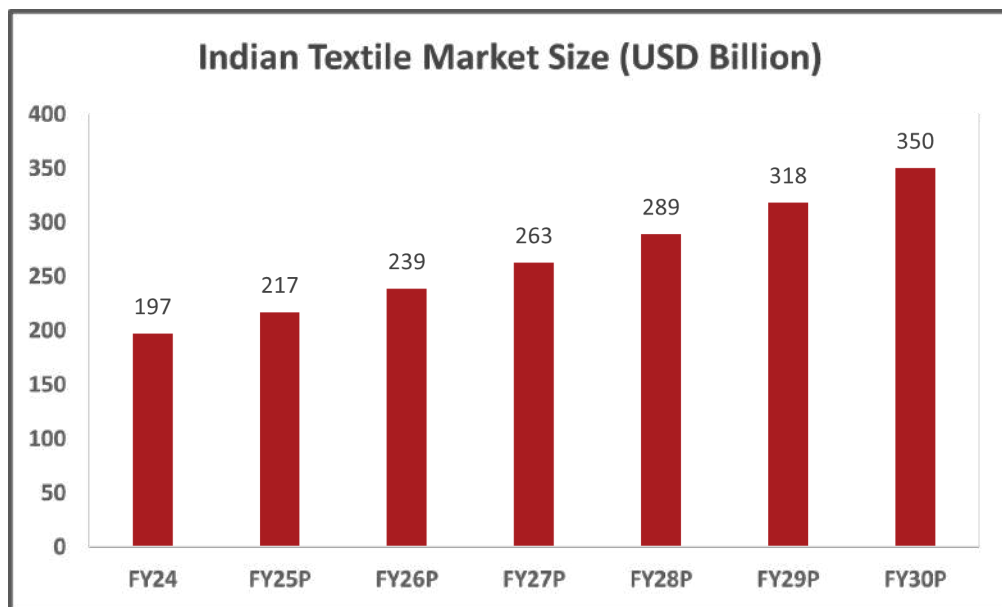


- **Market size:** \$1,837 billion in 2023, projected to reach \$3,028 billion by 2030 (CAGR 7.4%)<sup>1</sup>.
- **Growth drivers:** Sustainability, technical textiles, and digital printing innovations.
- **Asia-Pacific:** Dominates with over 53% market share due to skilled labour and raw material availability<sup>2</sup>.

Source : 1. <https://www.grandviewresearch.com/industry-analysis/textile-market>

2. <https://www.mordorintelligence.com/industry-reports/global-textile-industry---growth-trends-and-forecast-2019---2024>

# Indian Textile Sector Overview



- Market size **\$197 billion** in 2024, projected to reach **\$350 billion** by 2030<sup>1</sup>.
- Contributions: **2.3% of GDP**, **12% of India's total exports**, employing over **45 million workers** and creating **100 million indirect jobs**<sup>3</sup>.

- Current exports **\$36 billion**, target to achieve **\$100 billion in exports by 2030**<sup>2</sup>.
- **Government Initiatives** like **PLI Scheme**, with a total projected investment of over **Rs 28,000 crore** and **7 PM MITRA** (Pradhan Mantri Mega Integrated Textile Region & Apparel) to boost efficiency and scale. Envisaged investment of **Rs 90,000 crore** and **20 lakh jobs**.

Source : 1. <https://pib.gov.in/pressreleaseshare.aspx?prid=2063835> 3. <https://retail.economicstimes.indiatimes.com/blog/indian-textile-industry-the-silent-cash-cow/98537969>  
2. <https://www.ibef.org/industry/textiles>



# Emerging Opportunities



Growth in **healthcare, defence, & infrastructure**; supported by the National Technical Textiles Mission.

Increased demand for **eco-friendly fabrics**, India's focus on **organic cotton & recycled textiles**.

On-demand, waste-reducing production, aligning with global sustainability trends.

# Greenfield Expansion: New State of the Art Manufacturing Facility

## **Entry into Defence Textiles:**

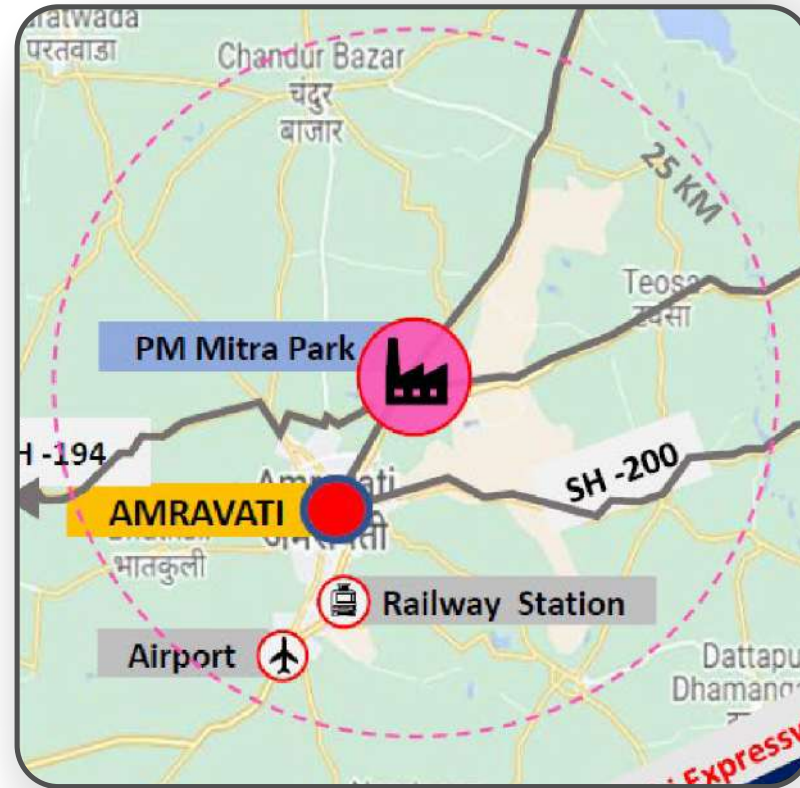
Exploring the setup to establish a manufacturing facility in Amravati Textile park tapping into a high-potential market.

## **Integrated Manufacturing Excellence:**

Vertically integrated capabilities with in-house design and development ensure better quality control and innovation.

## **Substantial Government Support:**

Availing 55% capital and operational subsidy, enhancing cost efficiency And profitability.



## **Strategic Location Advantage:**

Proximity to raw material sources ensures uninterrupted supply, aiding production stability and demand cycle management.



## **Logistics Efficiency:**

Excellent connectivity through ports & roads facilitates smooth distribution and sourcing, reducing logistics costs significantly.



## **Skilled Workforce Availability:**

Access to both skilled and unskilled manpower streamlines operations & enhances workforce planning.



# Future Growth Plans



1

Focusing on high growth, high-margin products like **Smart Fabrics & Defence Textiles** thereby ensuring long-term sustainability & competitive advantage.

2

On track to achieve **INR 800 crore** in revenue by FY26, reflecting a robust **CAGR of 30.2%**.

3

Evaluating the possibility of setting up a **technical textile facility** for **Defence Sector and Government Agencies**.

4

Driving accelerated growth through inorganic strategies, including **Acquisitions & Partnerships**, in the upcoming two years.

5

Broaden our footprint and diversify our offerings in the **Railways & Healthcare** sectors.

# Key Awards & Achievements



**2010**

ISO 9001:2015

**2013-14**

Has been awarded Gold Plaque the highest Exports of Cotton Yarn from TEXPROCIL

**2013-14**

A certificate & Award for Third Best Export Performance Merchant Exporter by Synthetic & Rayon Textiles Export Promotion Council (SRTEPC)

**2014-15**

A certificate & Award for Third Best Export Performance Merchant Exporter by Synthetic & Rayon Textiles Export Promotion Council (SRTEPC)

**2015-16**

A certificate & Award for Third Best Export Performance Merchant Exporter by Synthetic & Rayon Textiles Export Promotion Council (SRTEPC)

**2016-17**

A certificate & Award for Third Best Export Performance Merchant Exporter by Synthetic & Rayon Textiles Export Promotion Council (SRTEPC)

**2016-17**

First Award for the best Export Performance by Government of Maharashtra Industries Department Directorate of Industries





# Key Awards & Achievements



**2017-18**

A certificate from Federation of Indian Export Organization (FIEO) (Set up by Ministry of Commerce, Govt of India) for outstanding Export Performance in the category of Highest Foreign Exchange Earner - Maharashtra State - MSME

**2017-18**

Participation in TexTech Bangladesh International Expo

**2018-19**

A certificate & Award for Second Best Export Performance Merchant Exporter by Synthetic & Rayon Textiles Export Promotion Council SRTEPC



**2021-22**

A certificate from Oeko Tex for Griage woven fabrics made of 100% cotton exclusively produced from material certified according to Standard 100

**2022-23**

A certificate & Award for Best Export Performance Merchant Exporter by Synthetic & Rayon Textiles Export Promotion Council (SRTEPC)

**2024**

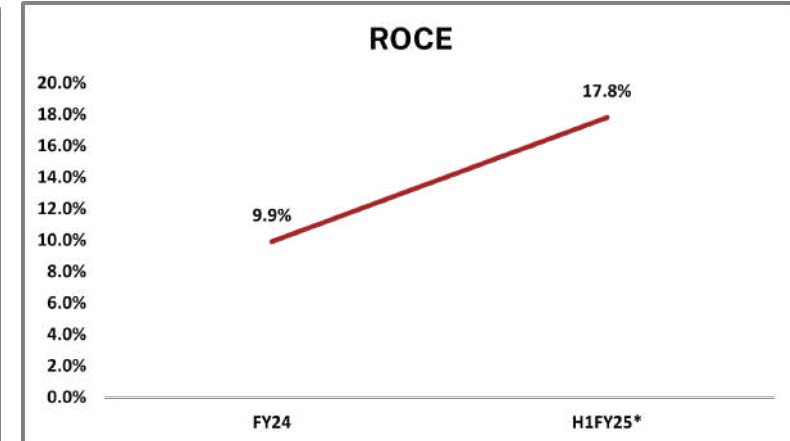
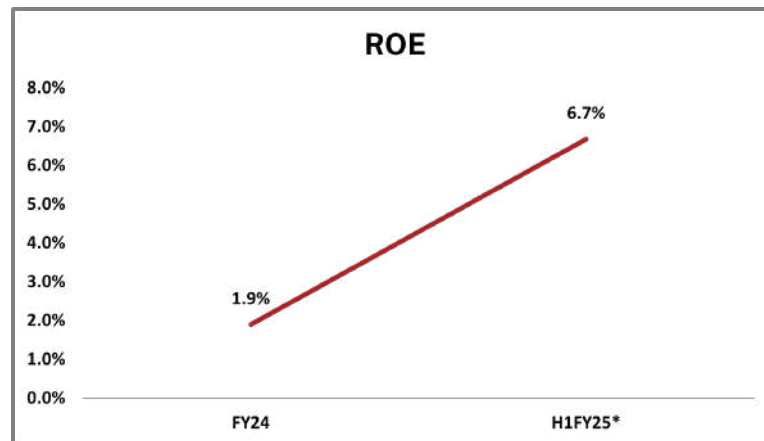
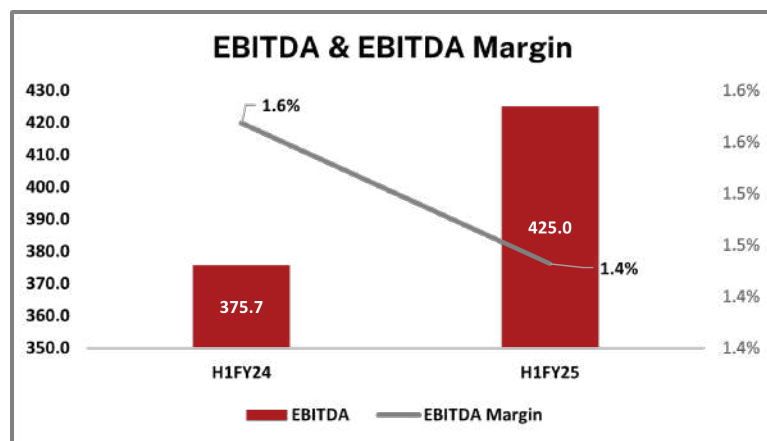
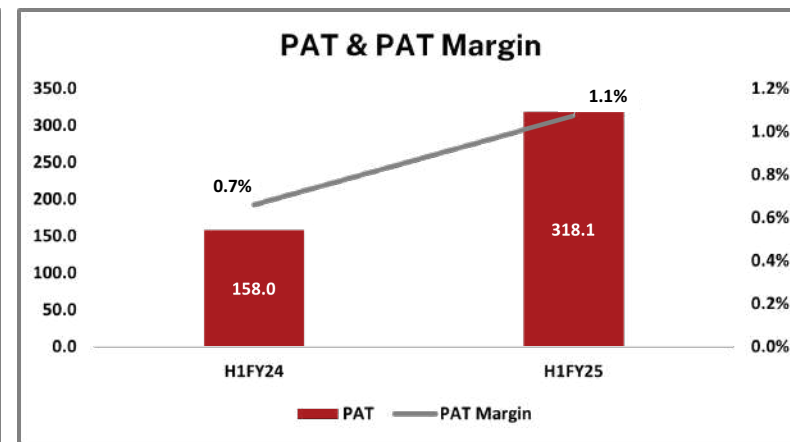
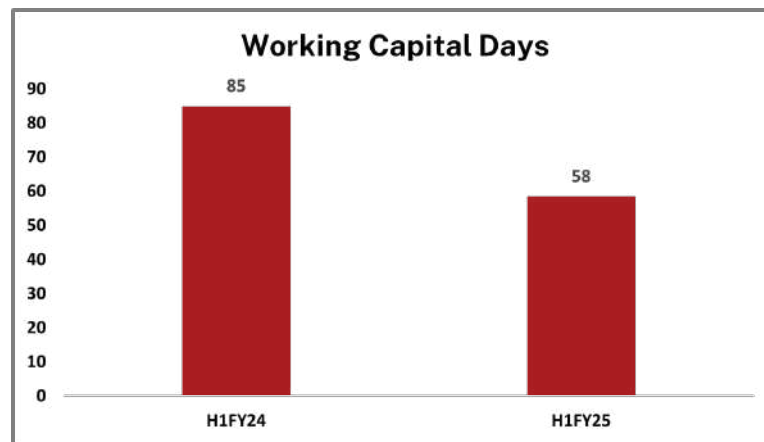
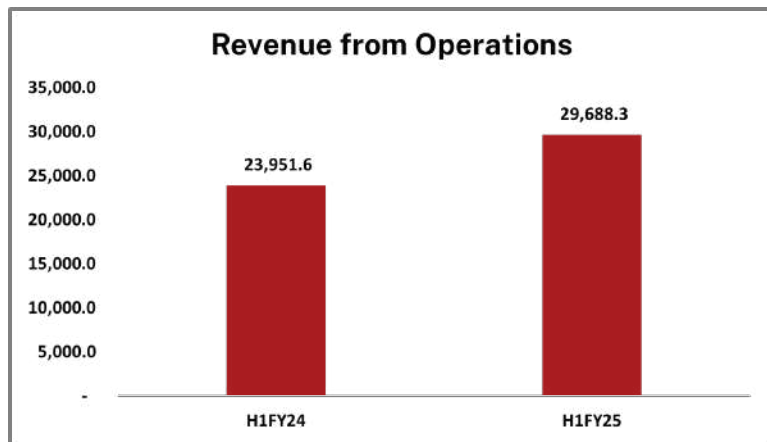
10-year Licensing Agreement for Transfer of Technology (LAToT) by DRDO to LMEL for Advanced Antimicrobial and Anti-Bed Bug Bed Sheets Manufacturing

# Active Participation in Events





# Key Financial Metrics



# Consolidated Financials - Income Statement

Particulars (Rs. In Lakhs)	H1FY25 (Unaudited)	H1FY24 (Audited)	Y-o-Y
Revenue from Operations	29,688.3	23,951.6	<b>23.95%</b>
Other Income	485.9	202.2	
<b>Total Revenue</b>	<b>30,174.2</b>	<b>24,153.8</b>	<b>24.93%</b>
Total Expenses excluding Finance cost & Depreciation	29,264.2	23,575.9	
<b>EBITDA (excluding Other Income)</b>	<b>424.2</b>	<b>375.7</b>	<b>12.91%</b>
<b>EBITDA Margins</b>	<b>1.41%</b>	<b>1.56%</b>	<b>(15 bps)</b>
Finance Cost	442.1	347.8	
Depreciation & Amortization	45.0	22.8	
<b>PBT</b>	<b>422.9</b>	<b>207.3</b>	
Tax	105.7	49.2	
PAT & Before Minority Interest	317.2	158.0	
Less: Minority Interest	20.0	1.1	
<b>PAT</b>	<b>297.2</b>	<b>156.9</b>	<b>89.38%</b>
<b>PAT Margins</b>	<b>1.05%</b>	<b>0.65%</b>	<b>40 bps</b>
Diluted EPS	1.27	0.67	



# Balance Sheet

Particulars (Rs. In Lakhs)	As On 30th Sept 24 (Unaudited)	As On 31st Mar 24 (Audited)
<b>Assets</b>		
PP&E	1,067.7	209.9
Other Intangible Assets	0.2	0.3
Right to use Assets	-	-
Capital Work in Progress	-	831.8
Loans	724.0	447.0
Non Current Investments	107.6	107.6
Other Non-Current Assets	234.2	334.1
Deferred Tax Assets (Net)	4.2	9.9
<b>Non-Current Assets</b>	<b>2,137.8</b>	<b>1,940.6</b>
Inventories	1,060.0	1,766.4
Trade Receivables	12,490.3	8,897.1
Cash & Bank Balances	5,655.6	4,495.9
Loans	2,166.8	2,383.2
Current Investments	87.0	113.7
Other Current Assets	253.0	225.0
<b>Current Assets</b>	<b>21,712.7</b>	<b>17,881.2</b>
<b>Total Assets</b>	<b>23,850.5</b>	<b>19,821.8</b>

Particulars (Rs. In Lakhs)	As On 30th Sept 24 (Unaudited)	As On 31st Mar 24 (Audited)
<b>Equity &amp; Liabilities</b>		
Equity Share Capital	2,348.1	2,348.1
Reserves and Surplus	7,348.5	7,051.3
Less: Minority Interest	(175.7)	(195.7)
<b>Shareholders Fund</b>	<b>9,520.8</b>	<b>9,203.6</b>
<b>Non-Current Liabilities</b>		
Borrowings	171.5	528.6
Provisions	24.2	24.2
<b>Total Non-Current Liabilities</b>	<b>195.7</b>	<b>552.8</b>
<b>Current Liabilities</b>		
Borrowings	10,123.5	8,682.2
Trade Payables	3,870.2	1,277.4
Provisions	12.1	3.1
Other Current Liabilities	128.2	102.7
<b>Total Current Liabilities</b>	<b>14,134.0</b>	<b>10,065.4</b>
<b>Total Equity &amp; Liabilities</b>	<b>23,850.5</b>	<b>19,821.8</b>

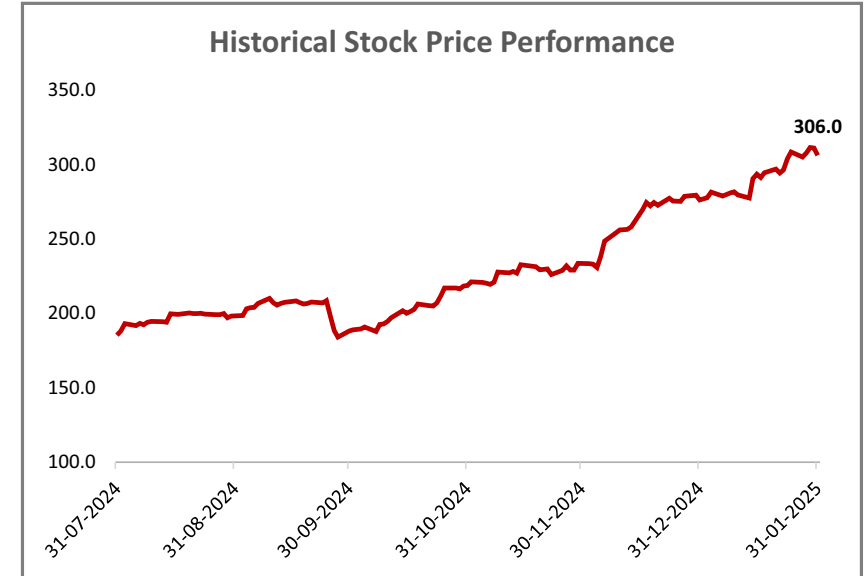
# Cash Flow Statement

<b>Particulars (Rs. In Lakhs)</b>	<b>As On 30th Sept 24 (Unaudited)</b>	<b>As On 31st Mar 24 (Audited)</b>
Cashflow from Operations Activities	396.8	17.1
Cashflow from Investing Activities	(44.3)	(165.6)
Cashflow from Financing Activities	807.2	444.8
<b>Net Change in Cash &amp; Cash Equivalentents</b>	<b>5,655.6</b>	<b>4,495.9</b>

# Capital Market Information

Price Data (As on 31st January, 2025)	INR
CMP	306.0
High / Low	Rs. 315.5 / 178.8
Market Cap	RS. 718.5 Crore
NSE Symbol	SME: LEMERITE

Share Holding Pattern (As on 30th September, 2024)	
Promoter & Promoter Group	73.06%
Public	26.94%
Total	100.00%





For further information on the Company,  
Please Visit: [www.limeriteexports.com](http://www.limeriteexports.com)

For media connect, [click here](#)

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**THANK YOU**

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