



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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E-mail: compliance@lemeriteexports.com

Date: 06/06/2025

To,
The Listing Department
National Stock Exchange of India Limited,
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (East),
Mumbai - 400051

Trading Symbol: LEMERITE

Sub: Investors Presentation

Dear Sir/Madam,

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.

Yours faithfully,

For Le Merite Exports Limited

Abhishek Lath
Managing Director & CFO
DIN: 00331675



LE-MERITE EXPORTS LTD EARNING RELEASE



H2 & FY25 | (5th JUNE 2025)

NSE - SME: LEMERITE

ABOUT THE COMPANY



Established Legacy

Incorporated in 2003 and headquartered in Mumbai, LMEL is a recognized 3-star export house with a strong presence in the global textile market.



Global Footprint

Exports to over 37 countries, including the US, EU, China, and Bangladesh, with a focus on high-quality textile products.



Integrated Operations

Operates across the textile value chain — from cotton yarn manufacturing to greige fabrics and now technical textiles.



Asset-Light Model

Follows a capital-efficient, scalable business model enabling agility and faster growth without heavy asset dependency.



Defense Textile Foray

Diversified into high-margin, high-barrier segments like defense uniforms, ECC jackets, and antimicrobial solutions using DRDO-backed technology.



Expansion-Driven Approach

Setting up a modern manufacturing facility at Amravati Textile Park In pipeline, supported by government incentives for defense textile production.

Key Performance Indicators



Latest manufacturing facility (Asset light model)



Fabric - 500,000 Yards per month



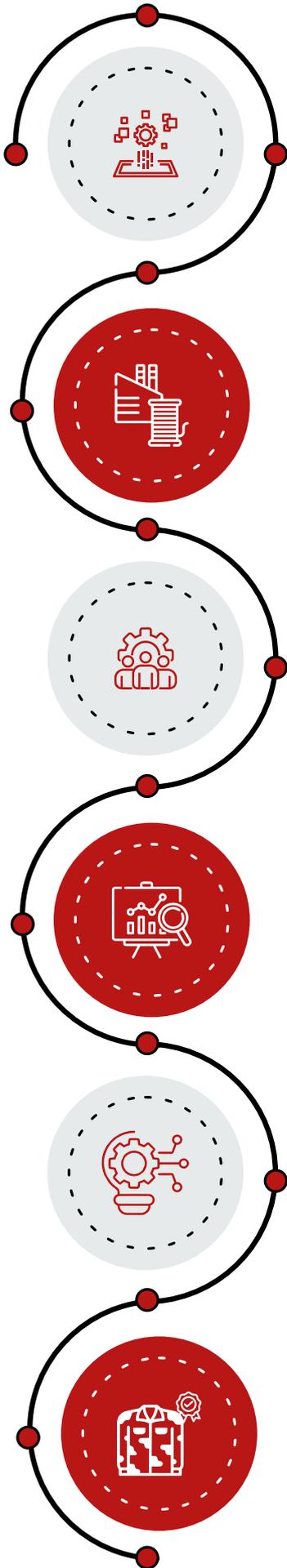
Yarn Avg Sales Volumes - 1,400 tons per month



30% of the total Sales from Sustainable Product

The current year (FY26) defense orders in hand are ~ **INR 40 Crores**. About **40%** of the order book has been executed in April and May, and **the remaining will be executed over the next three months**.

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 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

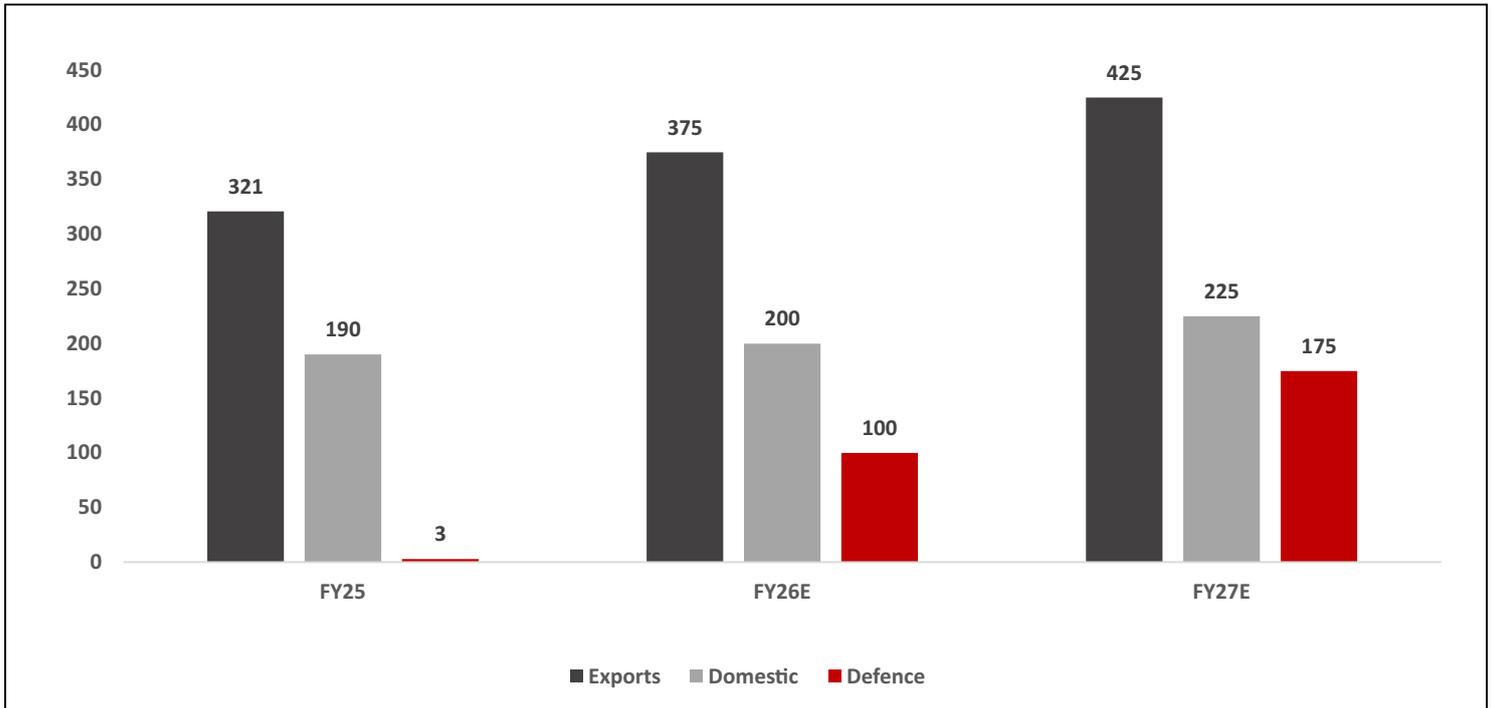
Strong focus on innovation and advanced defence textile solutions.

Uncompromising Quality in Every Product

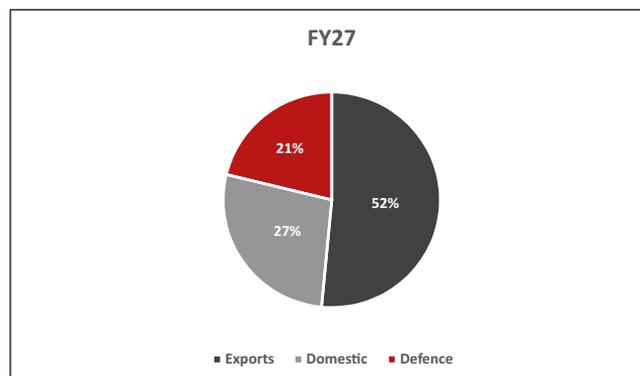
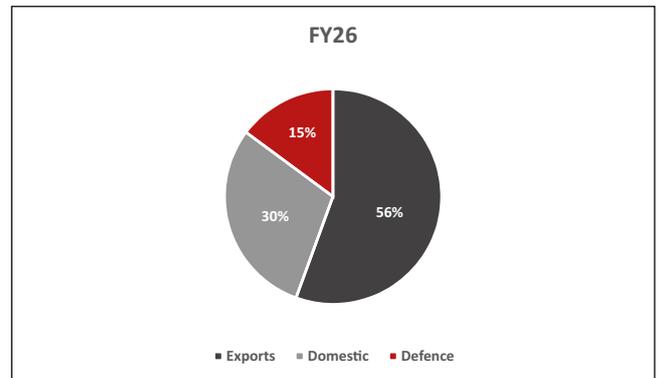
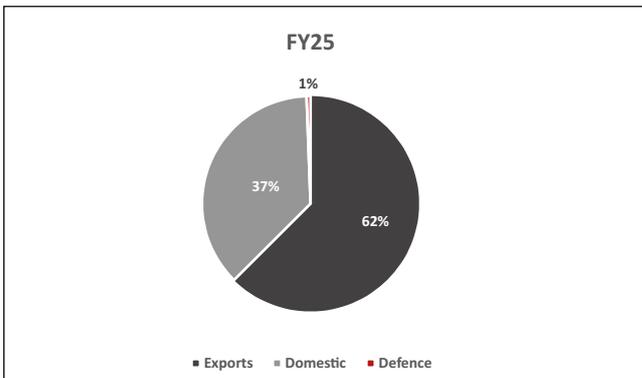
Providing innovative, sustainable products with exceptional quality and consistency.

DEFENCE SEGMENT POISED FOR EXPONENTIAL GROWTH

(Rs. In Cr)



RISING SHARE OF DEFENCE IN REVENUE MIX



CONSOLIDATED INCOME STATEMENT

Particulars (Rs. In Mn)	H2FY25	H2FY24	Y-o-Y	FY25	FY24	Y-o-Y
Revenue From Operations	2,178.6	2,286.4	-4.71%	5,147.4	4,681.5	9.95%
Other Income	62.6	17.1		111.1	37.3	
Total Revenue	2,241.1	2,303.5	-2.71%	5,258.6	4,718.9	11.44%
Total Expenses excluding Finance cost & Depreciation	2,143.7	2,259.9		5,070.1	4,617.5	
EBITDA (excluding Other Income)	34.9	26.5	31.70%	77.3	64.1	20.68%
EBITDA Margin	1.6%	1.1%		1.5%	1.4%	
Finance Cost	46.0	38.8		90.2	73.6	
Depreciation & Amortization	7.3	2.4		11.8	4.7	
PBT	44.2	2.4		86.5	23.1	
Tax	7.2	0.7		17.8	5.7	
PAT Before Minority Interest	36.9	1.7		68.6	17.5	
Less: Minority Interest	5.7	0.1		7.7	0.0	
PAT	31.3	1.8	1676.08%	61.0	17.5	249.38%
PAT Margin	1.6%	0.1%		1.3%	0.4%	
Diluted EPS	1.30	0.07		2.54	0.74	

CONSOLIDATED BALANCE SHEET

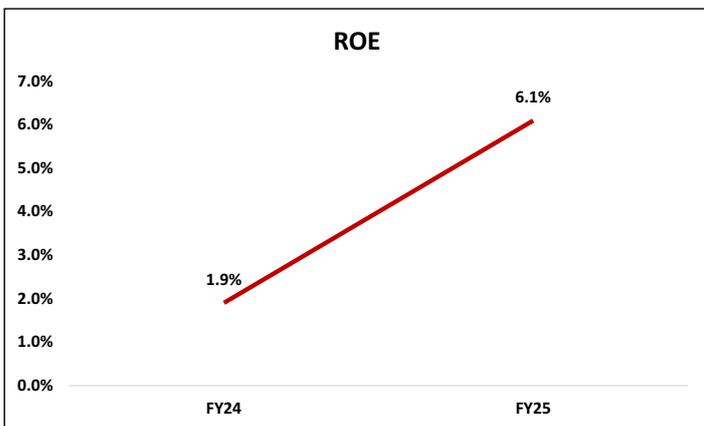
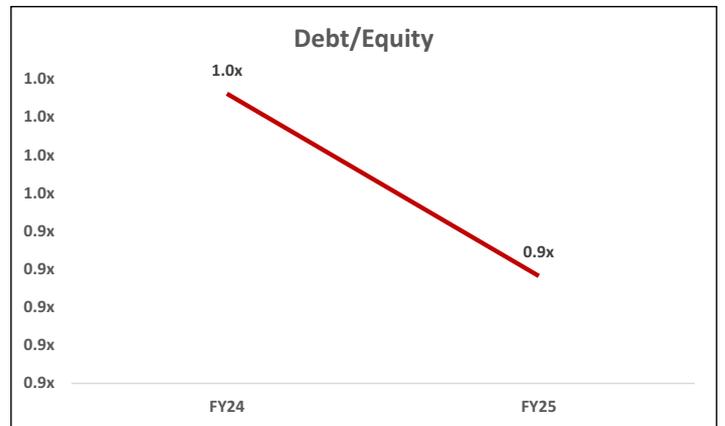
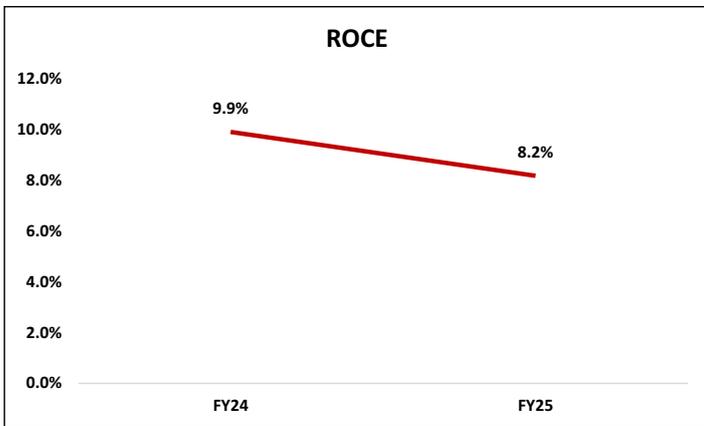
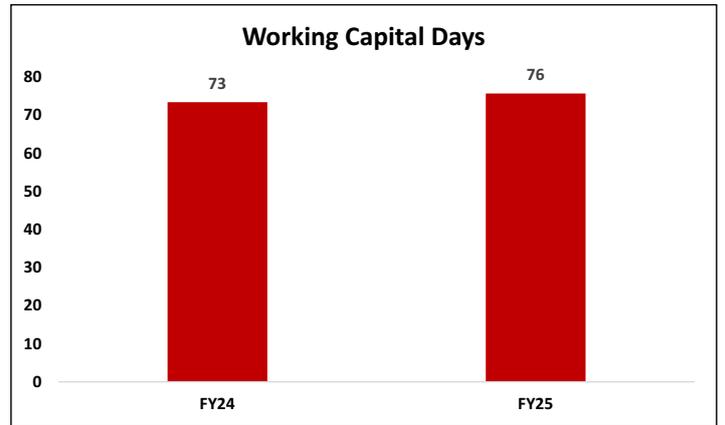
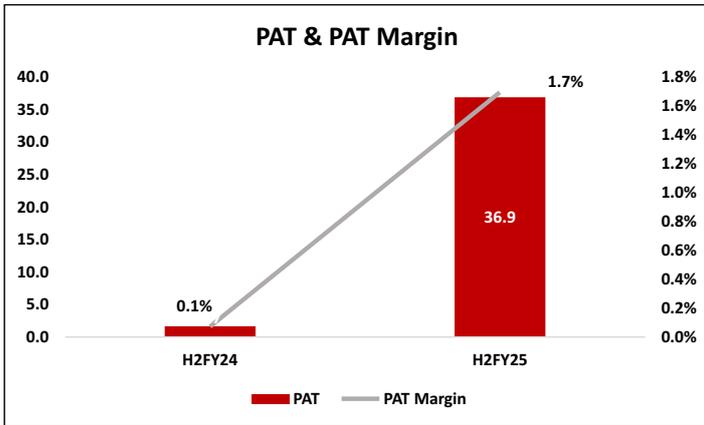
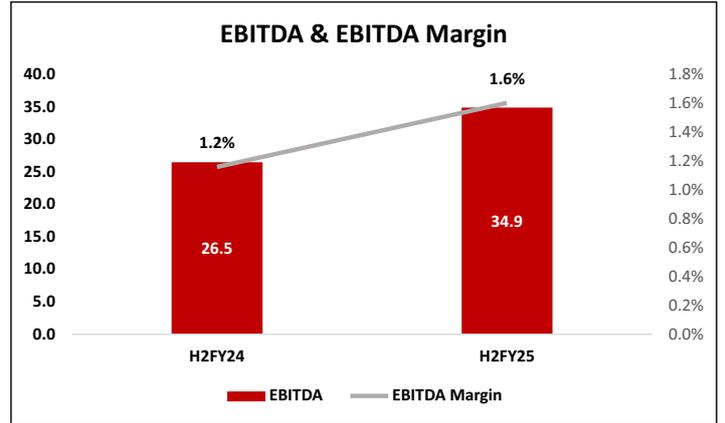
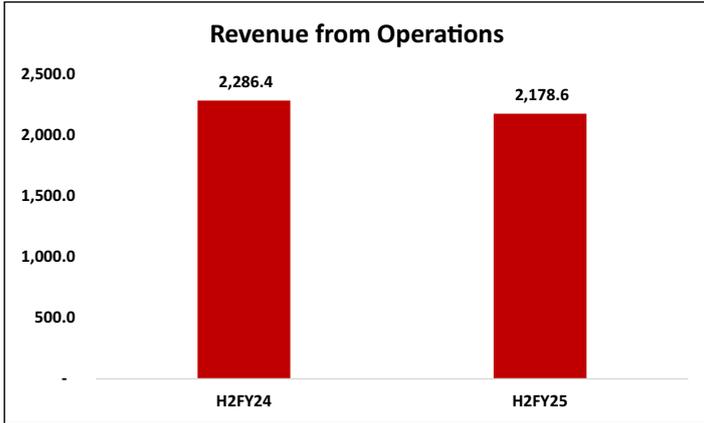
Particulars (Rs. In Mn)	As On 31st Mar 25	As On 31st Mar 24	Particulars (Rs. In Mn)	As On 31st Mar 25	As On 31st Mar 24
Assets			Equity and Liabilities		
PP&E	113.7	21.0	Equity Share Capital	243.0	234.8
Other Intangible Assets	0.0	0.0	Reserves and Surplus	895.4	705.1
Right To Use Assets	0.0	0.0	Less: Non controlling Interest	-11.9	-19.6
Capital Work In Progress	0.0	83.2	Shareholders Fund	1,126.4	920.4
Loans	0.0	0.0			
Non Current Investments	19.3	10.8	Non Current Liabilities		
Other Non-Current Assets	25.4	33.4	Borrowings	127.2	52.9
Deferred Tax Assets (Net)	0.7	1.0	Provisions	3.1	2.4
Non-Current Assets	159.0	149.4	Total Non-Current Liabilities	130.3	55.3
Inventories	111.3	176.6			
Trade Receivables	1,157.6	889.7	Current Liabilities		
Cash And Bank Balances	537.8	449.6	Borrowings	902.1	868.2
Loans	330.6	283.0	Trade Payables	195.6	127.7
Current Investments	16.2	11.4	Provisions	0.9	0.3
Other Current Assets	65.5	22.5	Other Current Liabilities	22.6	10.3
Current Assets	2,219.0	1,832.8	Total Current Liabilities	1,121.3	1,006.5
Total Assets	2,378.0	1,982.2	Total Equity and Liabilities	2,378.0	1,982.2

CONSOLIDATED CASH FLOW STATEMENT

Particulars (Rs. In Mn)	As On 31st Mar 25	As On 31st Mar 24
Cash flow from Operations Activities	-122.8	1.7
Cash flow from Investing Activities	-34.7	-16.6
Cash flow from Financing Activities	245.7	44.5
Net Change in Cash & Cash Equivalents	537.8	449.6

KEY FINANCIAL METRICS

(Rs. In Mn)



MANAGEMENT COMMENTARY

Commenting on the performance of H2FY25 & FY25, Mr. Abhishek Lath, Managing Director and CFO of Le Merite Exports Ltd. Stated:

H2FY25 Highlights:

Revenue for H2FY25 stood at **INR 2,178.6 Mn** as compared to INR 2,286.4 Mn in H2FY24.

EBITDA rose by **31.70%** to **INR 34.9 Mn** from INR 26.5 Mn in the same period last year, supported by improved operational efficiencies. The EBITDA margin improved by **41 bps** to **1.6%** in H2FY25, compared to 1.1% in H2FY24.

PAT showcased robust growth of **1676.08%**, reaching **INR 31.3 Mn** in H2FY25, up from INR 1.8 Mn in H2FY24. The PAT margin improved by **158 bps** to **1.6%** in H2FY25 as compared to 0.1% in H2FY24.

FY25 Highlights:

For the full year FY25, revenue grew by **9.95%** to **INR 5,147.4 Mn**, up from INR 4,681.5 Mn in FY24, reflecting sustained business growth and strategic execution.

EBITDA for FY25 increased by **20.68%** to **INR 77.3 Mn**, compared to INR 64.1 Mn in FY24. The EBITDA margin was **1.5%**, versus 1.4% in the previous year.

PAT for FY25 rose by **249.38%** to **INR 61.0 Mn**, up from INR 17.5 Mn in FY24, with the PAT margin improving by **94 bps** to reach **1.3%**, compared to 0.4% in FY24.

At Le Merite Exports Limited, we are proud to mark a pivotal transformation in our journey, from being a trading-centric textile company to becoming a force in the high-value Defense textile segment. This strategic shift reflects our long-term vision to innovate, lead, and contribute to sectors of national importance. With vertically integrated capabilities, we are not just manufacturing textiles, we are engineering precision-driven solutions tailored for Defense applications, ensuring unmatched quality, performance, and compliance with stringent standards.

Our upcoming state-of-the-art manufacturing facility in the Amravati Textile Park is a cornerstone of this growth story. Strategically located near key raw material sources and backed by 55% capital and operational subsidies, the facility is designed to deliver operational excellence with high cost efficiency. With access to a skilled and unskilled talent pool, robust road and port connectivity, and strong government support, we are positioned to scale rapidly and sustainably.

For long-term growth, the company is in the process of incorporating a subsidiary in collaboration with strategic partners. The subsidiary is named Le Merite Tactical & Defence Solutions Private Limited.

This greenfield expansion underscores our commitment to becoming a leading player in defense textiles while fueling innovation, self-reliance, and value creation for all stakeholders.

DISCLAIMER:

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties, like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Le Merite Exports Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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