



SHREE KARNI FABCOM LTD

Redefining Excellence in
Technical Textiles

Investor Presentation

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About Us



Shree Karni Fabcom is a leading **B2B manufacturer of specialized technical textiles**, serving industries ranging from **travel accessories, backpacks, apparel, and footwear to upholstery, medical arch support, and industrial solutions**. Operating under the brand SKFL, we excel in **Woven Fabrics, Knitted Fabrics, Coated Fabrics, and 100% polyester materials**.

Our company has developed a comprehensive range of capabilities, including weaving, knitting, **dyeing**, coating, sizing, and the production of finished goods tailored to diverse industries. With a dedicated team of designers and technical engineers, we are well-equipped to adapt to the ever-evolving needs of the market. These efforts have enabled us to innovate and develop new products such as defense-grade army jackets, parachutes, foldable furniture and others, while successfully partnering with esteemed global leaders in various sectors.

With cutting-edge, **fully automated manufacturing facilities**, we source the finest yarns, resins, acrylics, and coating chemicals to produce innovative, high-performance textiles. Transitioning from trading to becoming a state-of-the-art manufacturer, Shree Karni Fabcom continues to redefine the technical textile landscape with precision and versatility.

Our Offerings



Pu Coated Fabrics



Eva Coated Fabrics



Air mesh Fabrics



Recycled Fabrics



Speciality Custom Fabrics



Inter Lining Fabrics



Rain Proof Fabrics



Armed Forces Fabrics



Luggage & Backpack Fabrics



Knit Backing Fabrics

Applications



Key Highlights

50,000
METERS

Installed capacity for poly acrylic and polyurethane coating per day

70,000

meters per day
Installed capacity for weaving

209

Weaving machines
Installed to enhance production capabilities

3.5 TONNES

Installed capacity for knitting per day

8,000

meters per day
Installed capacity for EVA lamination

3

Coating Machines Installed
1 for EVA/PVC Coating and 2 for PU/PA Department

NEW
DYEING
UNIT

Operational in Q1FY26

NEW
STITCHING
UNIT

Added new 500 machines

19

Presence across 17 states and 2 Union Territories

2MW+2MW

Installed To be installed
by Q4FY26

Solar Capacity

ZERO

Water wastage

200+

Talent Pool



From Management's Desk

We have **completed our expansion phase** and are now focused on execution and value capture. Our integrated model — spanning dyeing, coating, and stitching — gives us cost efficiency, quality control, and confidentiality, while **in-house dyeing has already created a structural uplift in margins**.

Exports remain central to our growth, with **backpacks largely export-driven** and **our fabrics used by some of the world's leading luxury brands**. This not only builds credibility but also generates indirect demand through brand nominations with other suppliers.

We are steadily **moving into higher-value segments** such as **defence fabrics, fire-resistant textiles, and premium finished goods**. Our Noida facility strengthens this push, allowing us to produce specialised, high-margin products for boutique buyers and global customers.

Margins will expand further through **backward integration, higher-value product mix, and exports**. Working capital remains healthy, supported by shorter export cycles, ensuring that growth can be funded from internal accruals.

With regulatory support tightening against imports, we see **strong industry tailwinds**. Our strategic focus is clear: execution, innovation, margin expansion, and deeper global integration.



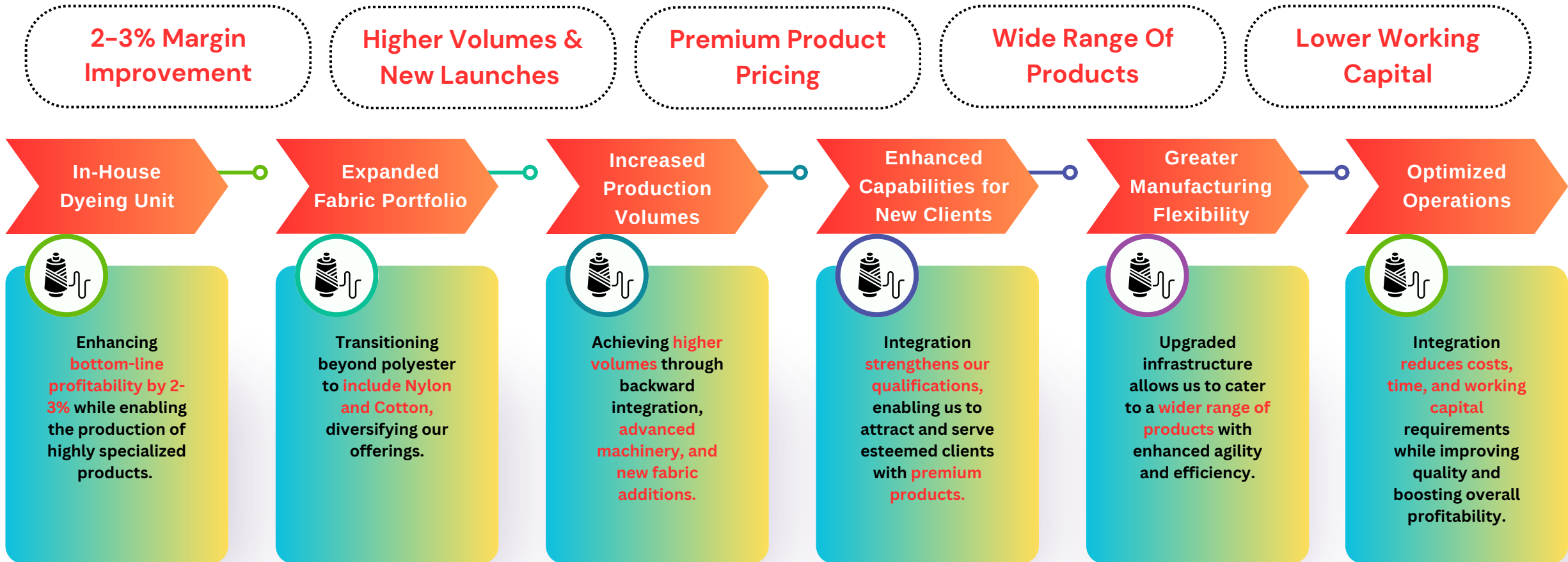
Mr. Rajiv Lakhota

Managing Director

Our Journey: After IPO

Stitching Growth with Backward and Forward Integration

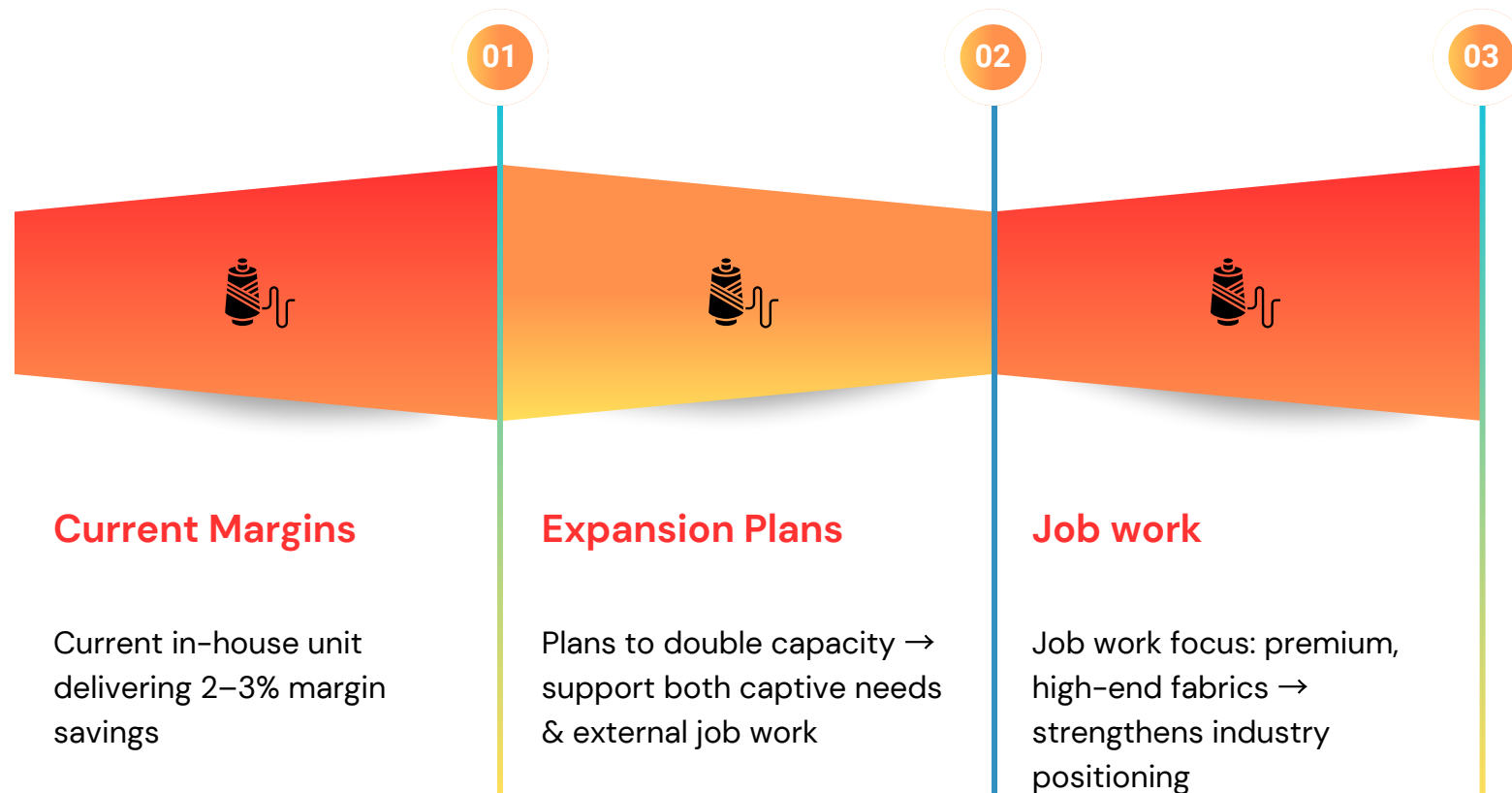
Backward Integration



Our Journey



Our Dyeing Unit: Operationalized in Q1'FY26



Our Journey: Forward Integration

Integrating To Become End To End Manufacturer

Expanding Finished Goods Unit

200

FY24

700

YTD

No.Of Machines

Capability To Manufacture New Products



New Client Acquisition



Our Journey

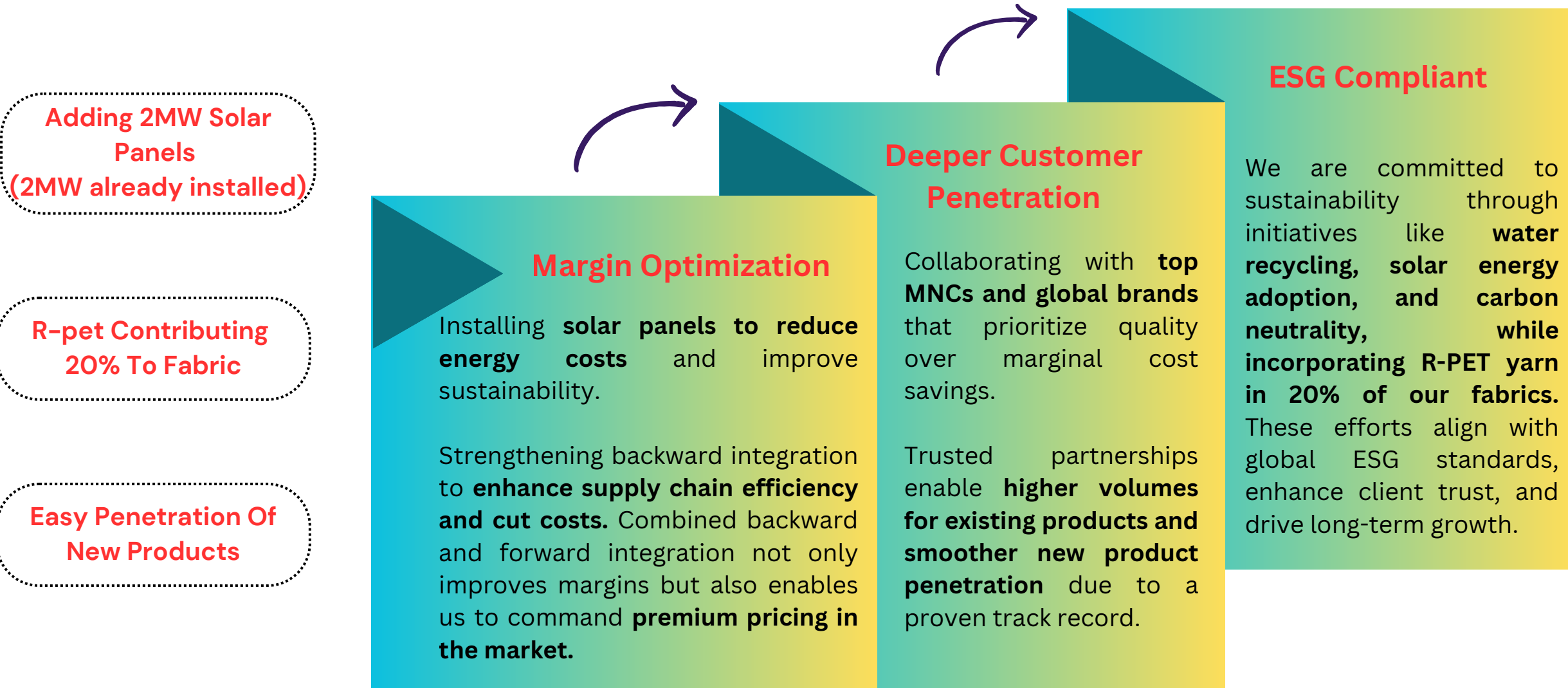


Our Finished Goods Unit: Operationalized in Q1'FY26

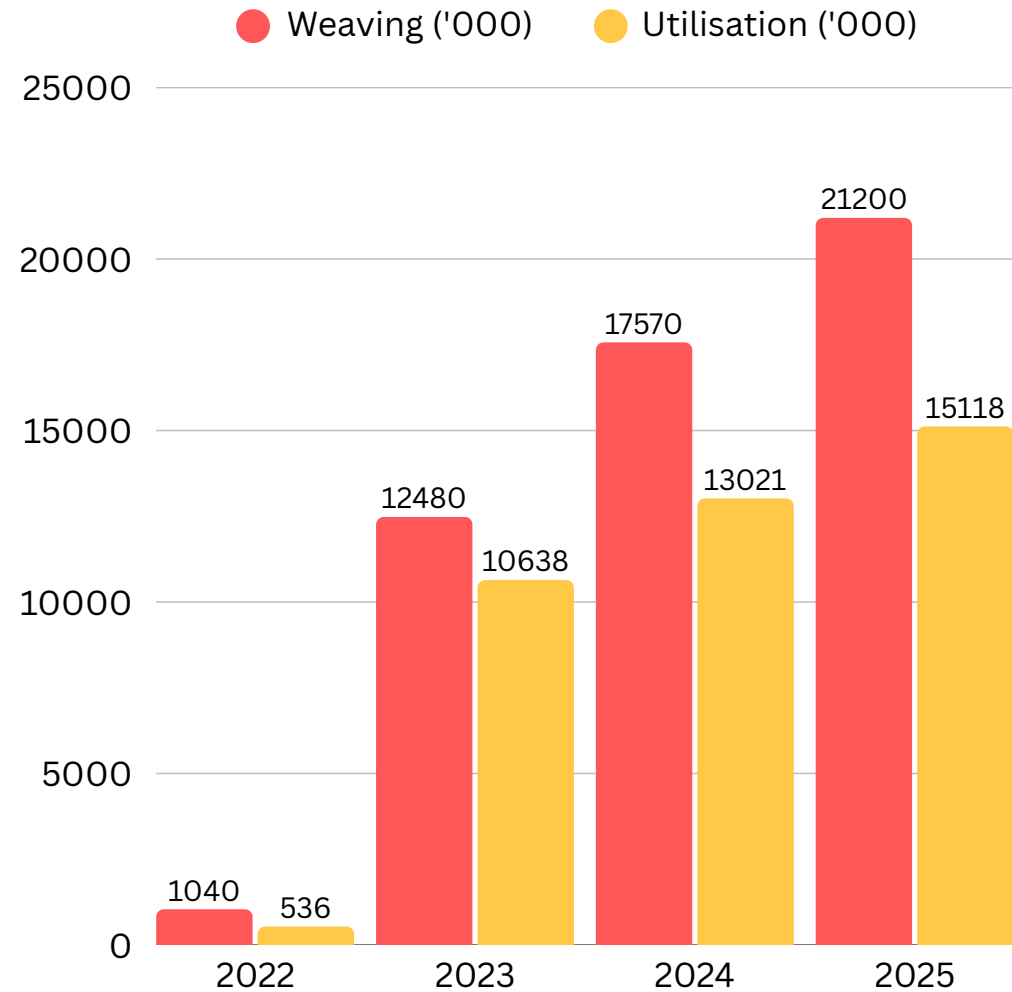
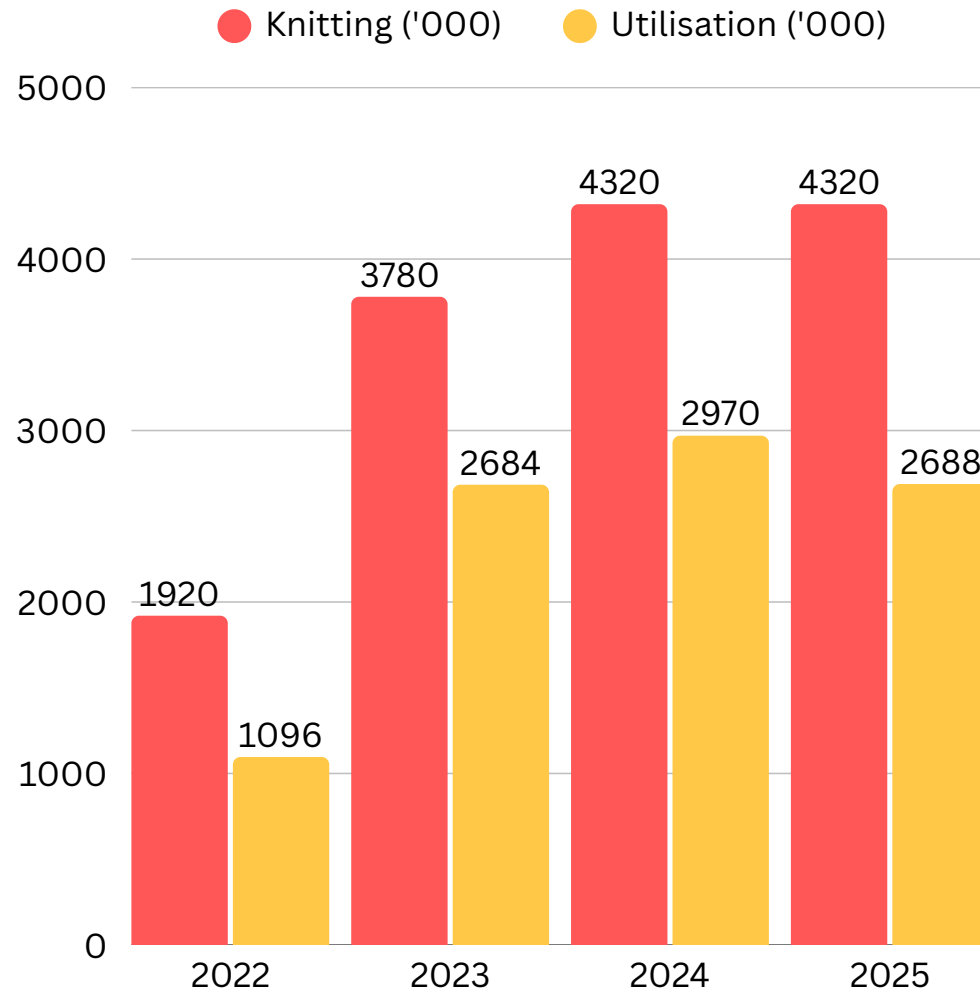


Our Journey

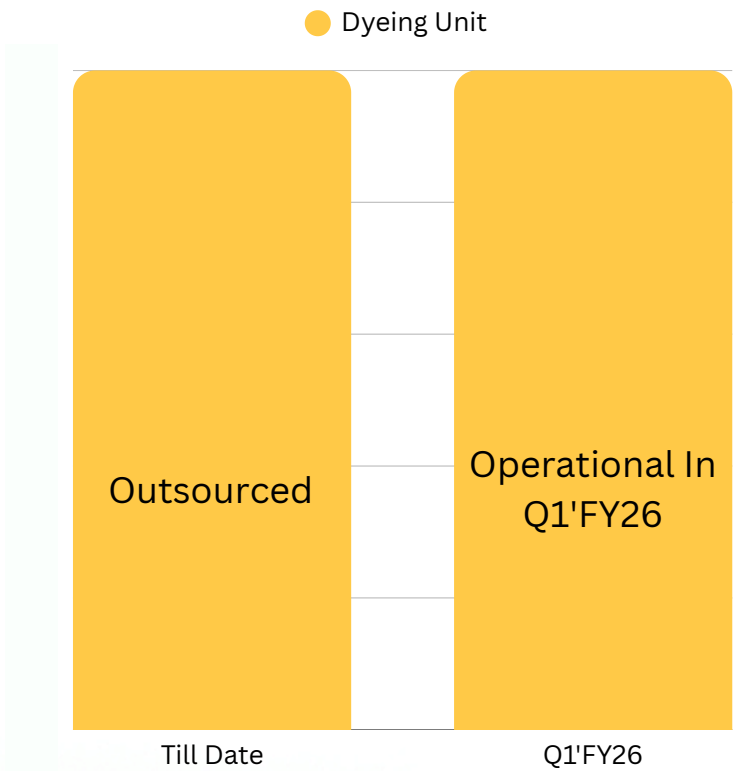
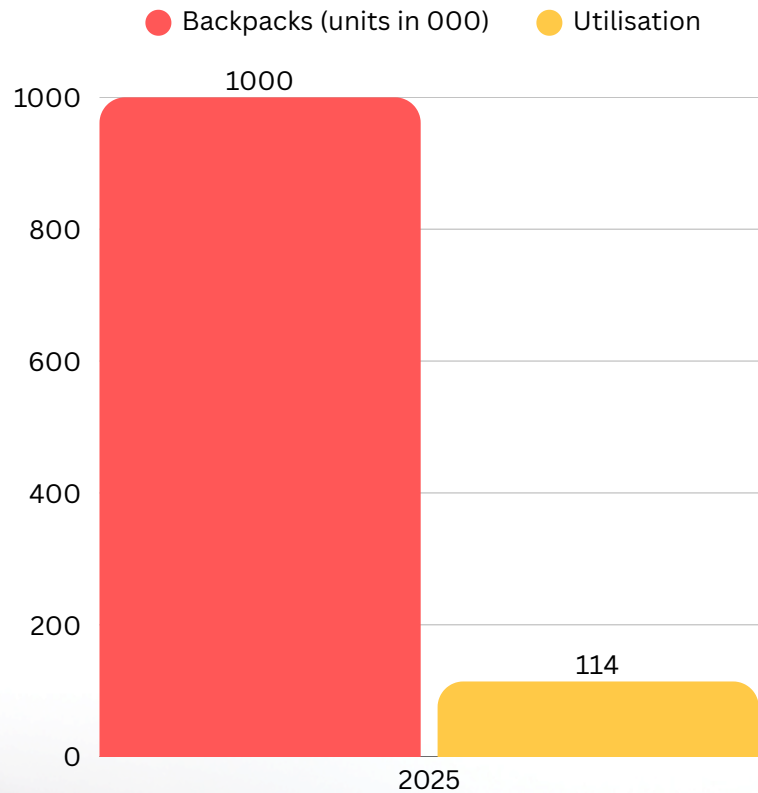
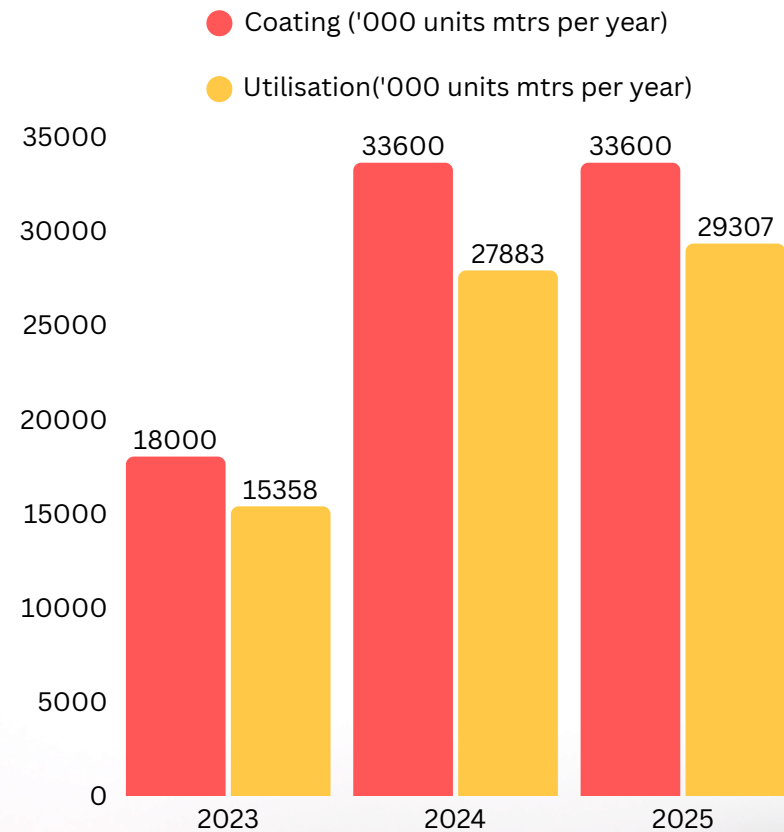
Stitching Growth with Backward and Forward Integration



Our Manufacturing Capacities



Our Manufacturing Capacities



Our Manufacturing Facilities



Solar Panels



Finished Goods Unit



In-House Testing Lab



Packing Division



Coating Unit



Weaving Unit

Our Team



Mr. Radhe Shyam Daga
Whole Time Director

Mr. Radhe Shyam Daga, Whole-time Director and esteemed Promoter of our Company, brings over two decades of invaluable experience in the textile industry. At 66, his leadership stands as a pillar of strength, guiding the day-to-day operations with precision and insight. Under his stewardship, the organisation benefits from seamless operations and a steadfast commitment to excellence. Mr. Daga's profound expertise not only fortifies the foundation of our company but also drives its continued success and operational efficiency.



Mr. Rajiv Lakhotia
Managing Director

Mr. Rajiv Lakhotia, aged 43, serves as a distinguished Promoter and Managing Director at SKFL. A graduate of the University of Calcutta with a bachelor's degree in commerce. At SKFL, he plays a pivotal role in driving Business Development, Customer Relations, and Growth initiatives. His visionary leadership, attuned to the dynamic needs of the industry, has been instrumental in advancing the company's growth. Under his stewardship, SKFL continues to thrive, with his strategic direction significantly contributing to our ongoing success and development.



Mr. Manoj Kumar Karnani
Whole Time Director

Mr. Manoj Kumar Karnani, at 49, serves as Promoter and Whole-time Director at our esteemed Company. With a professional background as an independent agent specialising in customs clearance consultancy, Mr. Karnani possesses deep knowledge of customs laws, which is vital to our operations. His over two decades of hands-on experience in international trade management play a pivotal role in optimising our import and export functions. His strategic insight and operational expertise greatly enhance our company's ability to navigate the complexities of international trade, solidifying his indispensable role within our organisational framework.



Mr. Raj Kumar Agarwal
Whole Time Director

Mr. Raj Kumar Agarwal, aged 40, serves as Promoter and Whole-time Director at our esteemed Company, bringing a wealth of expertise to our global operations. A Commerce graduate from Capital University, Mr. Agarwal's deep understanding of the international market, coupled with his fluency in the Chinese language, makes him an invaluable asset. Devoting a significant portion of his time abroad, he oversees all international procurement activities, from sourcing raw materials and machine parts to managing finished and semi-finished goods. Beyond his procurement expertise, Mr. Agarwal has been instrumental in identifying and integrating cutting-edge global technology and machinery into our operations.

Our Team



Mr. Sudhir Panwar **Age 42 years**

- Mr. Sudhir Panwar is an Associate Director in our company. He has over 28 years of experience working with Backpack and related products. He has completed Master of Computer Application from Ignou.
- He has worked with Brands like Dell, Tommy Hilfiger, Target, TORG, Hollister, Walmart, GAP, etc.
- Mr. Panwar brings extensive expertise in marketing, and technical operations particularly in import and export transactions.
- He is responsible for driving growth in global business development for finished goods products.

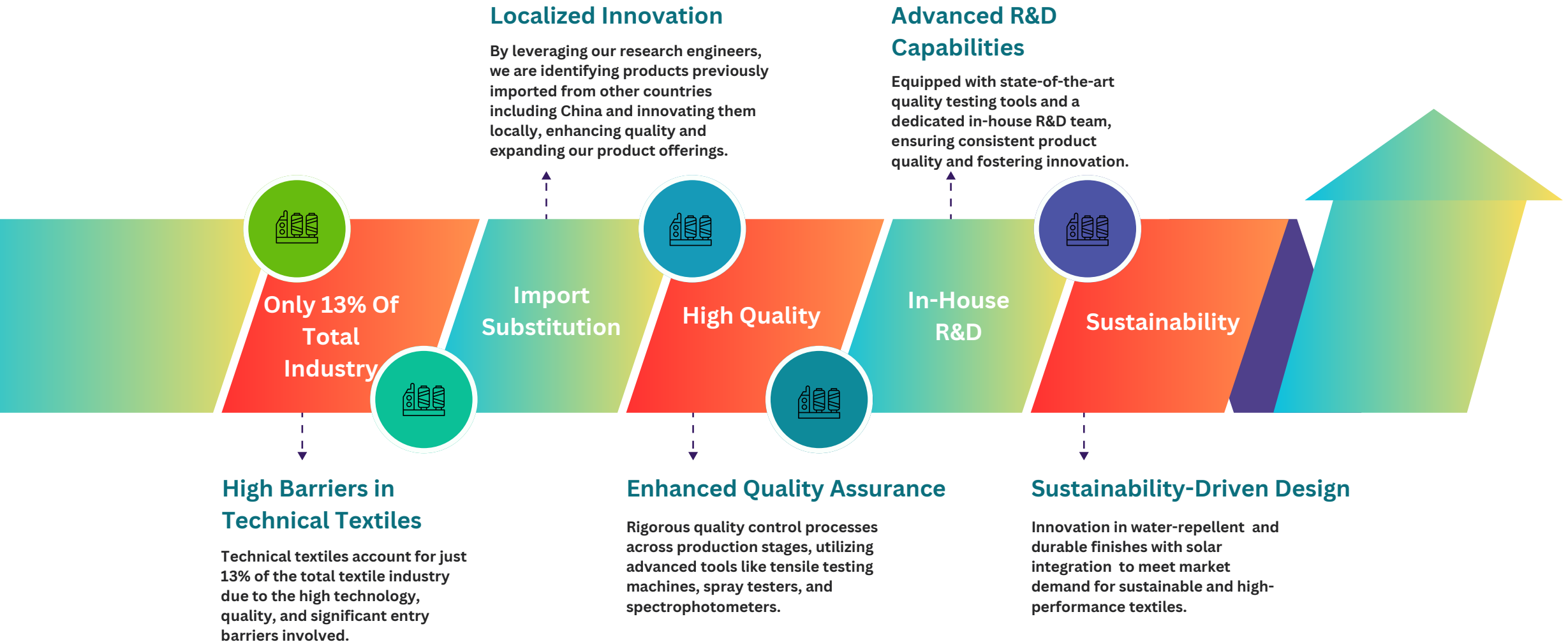
Dharmesh Bavishi **Age 48 years**

- Mr. Dharmesh Bavishi is an Associate Director in our company. He has completed Production Engineer, Nagpur University.
- He has around 25 years of experience in Luggage Industry specializing in OEM Business Development, Product Creation, Brand Collaboration and Core Marketing Management Strategies.
- He has worked with brands like Samsonite, Walmart, Ikea, Decathlon, Marks & Spencer.
- He is responsible for driving growth in the business development of technical textiles within the domestic market.



Way Forward: Continuous Product Innovation

From Technical Textiles to Strategic Niches



Way Forward: Expanding Client Base

Increasing Wallet Share in Existing Clients

New Clients



Existing Clients



Way Forward: Margin Trajectory

An Optimum Mix Of Price And Volume



Gross Margins >30%



In-house dyeing efficiencies



In Short Term: Structural uplift of 2–3%



Rising exports



In Long Term: Additional ~1% via value-added mix



High-margin categories



EBITDA% also expected to move up



Niche, value-added export product line



Way Forward: A Transformation

Exports, Regulations, Tailwinds & Growth Pillars

Export Strategy

- **Backpacks:** 80%+ exports → leverage growing global demand for durable, lightweight luggage.
- **Leather goods linings:** supplied to India's top exporters → final consumption by marquee luxury brands globally.
- **Export linkages create dual benefit:**
 - o Direct finished goods demand.
 - o Indirect demand – brands nominating our fabrics to other factories.

01

Regulatory Tailwinds

- Government has imposed **anti-dumping duties & additional tariffs** on most comparable imports.
- Grey-channel imports still present but expected to be curbed → huge industry tailwind.
- Once fully enforced, expect:
 - o **Demand boom** (shift to domestic players).
 - o **Pricing power** across categories.

02

Noida Unit – Strategic Role

- Facility designed for **high-value, high-margin** finished goods.
- Products: **backpacks, rucksacks, defence jackets.**
- Benefits:
 - o Higher value-addition & export potential.
 - o **Diversified labour pool** → broad stitching expertise.
 - o Absorbs fixed costs → improves Surat unit efficiency.
- Will also help in **attracting boutique buyers & premium clients.**

03

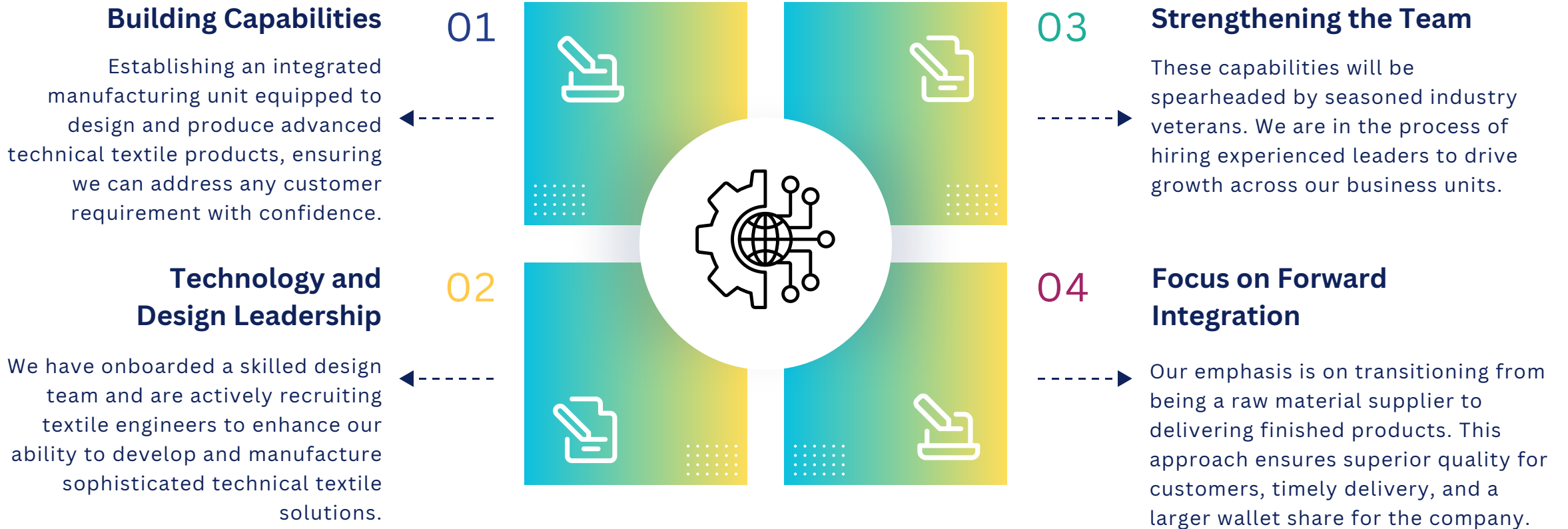
Growth Levers

- Execution of completed capex → **ramp-up of dyeing & stitching capacity.**
- **Export expansion** → finished goods + indirect domestic demand from nominations.
- **Product innovation** → fireproof & defence fabrics.
- Regulatory support → anti-dumping duty enforcement.
- Working capital strength → **growth supported without external liquidity stress.**

05

Way Forward

Strengthening Our Core Pillars



Quality Driving The Growth



Certifications And Recognitions



Financial Performance (Standalone)

Numbers in lacs INR

Particulars	FY23	FY24	FY25
Net Sales	12,694.7	13,079.8	16,571.0
- Fabric	12,694.7	13,079.8	16,392.01
- Bag Pack		-	179.02
Growth %	52%	57%	27%
Expenditure	11,184.4	10,992.0	14229.7
- COGS	10,355.7	10,108.7	12969.7
- Operating Expenses	828.6	883.2	1259.9
EBIDTA	1,510.3	2,087.9	2341.2
EBIDTA Margin	12%	16%	14%
Other Income	9.4	38.8	177.9
Depreciation	291.9	152.7	251.6
Interest	515.8	277.6	218.2
PBT	712.0	1,696.4	2049.2
Tax	185.13	395.2	538.6
PAT	526.9	1,301.2	1510.6
PAT Margin	4%	10%	9%

Balance Sheet

EQUITY AND LIABILITIES			ASSETS		
Particulars (In Lakhs)	FY25	FY24	Particulars (In Lakhs)	FY25	FY24
	Audited	Audited		Audited	Audited
Shareholders' funds			Non-current assets		
(a) Share capital	707.20	707.20	(a) Property, Plant & Equipment	2957.00	2428.69
(b) Reserves and Surplus	7590.72	5912.23	(b) Other Intangible assets	387.21	22.48
(c) Share warrant	301.22	-	(c) Capital Work-in-Progress	3072.09	331.23
(d) Share application	697.68	-	(d) Non Current Investments	684.98	373.56
			(e) Other Non Current Assets	258.35	217.45
Non-current liabilities					
(a) Long term Borrowings	518.45	754.37			
(b) Deferred Tax Liability (net)	104.19	55.35			
(c) Other Long term Liabilities	21.08	10.43			
			Current Assets		
Current liabilities			(a) Inventories	4688.36	3183.81
(a) Short Term Borrowings	6552.31	4211.15	(b) Trade receivables	5146.31	3192.27
(b) Trade payables	2989.73	944.08	(c) Cash and cash equivalents	1006.39	2634.18
(c) Other current liabilities	149.75	102.36	(d) Short term loans and advances	-	-
(d) Short-term provisions	139.72	130.96	(e) Other current assets	1571.37	444.44
TOTAL	19772.06	12828.12	TOTAL	19772.06	12828.12



THANK YOU

Connect With Us



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