



GARWARE
TECHNICAL FIBRES

GTFL:SEC:2024

June 06, 2024

BSE Limited

Corporate Relationship Department,
New Trading Ring,
Rotunda Building, P. J. Towers,
Dalal Street, Fort,
Mumbai 400001.

(Company code: 509557)

National Stock Exchange of India Ltd.

Exchange Plaza, Plot No. C/1, 'G' Block,
Bandra-Kurla Complex,
Bandra East,
Mumbai 400051.

(Symbol: GARFIBRES, Series: EQ)

**Sub:- Investor Presentation under Regulation 30 of the Securities and Exchange Board of India
(Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sirs,

In continuation to our letter dated June 05, 2024, please find enclosed the copy of the presentation to investor / analyst meet / conference.

A copy of the investor presentation is also placed on the Company website i.e., www.garwarefibres.com.

Please acknowledge this communications.

Thanking You,

Yours faithfully,

For **GARWARE TECHNICAL FIBRES LIMITED**

Sunil Agarwal
Company Secretary
M. No. FCS6407

Registered Office

Garware Technical Fibres Ltd. (Formerly Garware-Wall Ropes Ltd.): Plot No. 11, Block D-1, M.I.D.C., Chinchwad, Pune 411 019, India.
T +91 20 2799 0000/0306 E pune_admin@garwarefibres.com www.garwarefibres.com CIN: L25209MH1976PLC018939

An aerial photograph of a fjord in Norway. The water is a deep blue-green. On the right, a steep, forested hillside descends to the water's edge. A paved road curves along the shore, with a white van parked on it. In the center of the fjord, several circular salmon farming pens are visible, connected by lines. A small boat with a red cabin is positioned near the bottom center. The overall scene is serene and scenic.

Better Ideas in Action

**Garware Technical Fibres
Limited**

Leading Player in the field of Technical Textiles

About Us



GARWARE
TECHNICAL FIBRES

- In **Top 50 companies** and in **Top 25 Manufacturing companies** in India as per GPTW
- F24 Milestones
PAT crossed 200 cr+ , EPS 100 +



Pioneer in Technical Textiles



Present in 75 Countries



28 Patents granted



Highly skilled R&D team: 22 scientists,



20,000+ SKUs.



Mission

“To Provide innovative, application focused solutions to enhance value of our customers globally”

Better Ideas in Action

Our Four Pillars of Value

Ownership

Own the process of delivering results with the Entrepreneurial Spirit and joy of working in an Empowering Environment

Improve

Continuously Improve our Products & Services to become preferred Partner of our Customers

Bond

Enhance our Family Bond with the Employees & Business Partners through Fair & Equitable dealings

Enhance

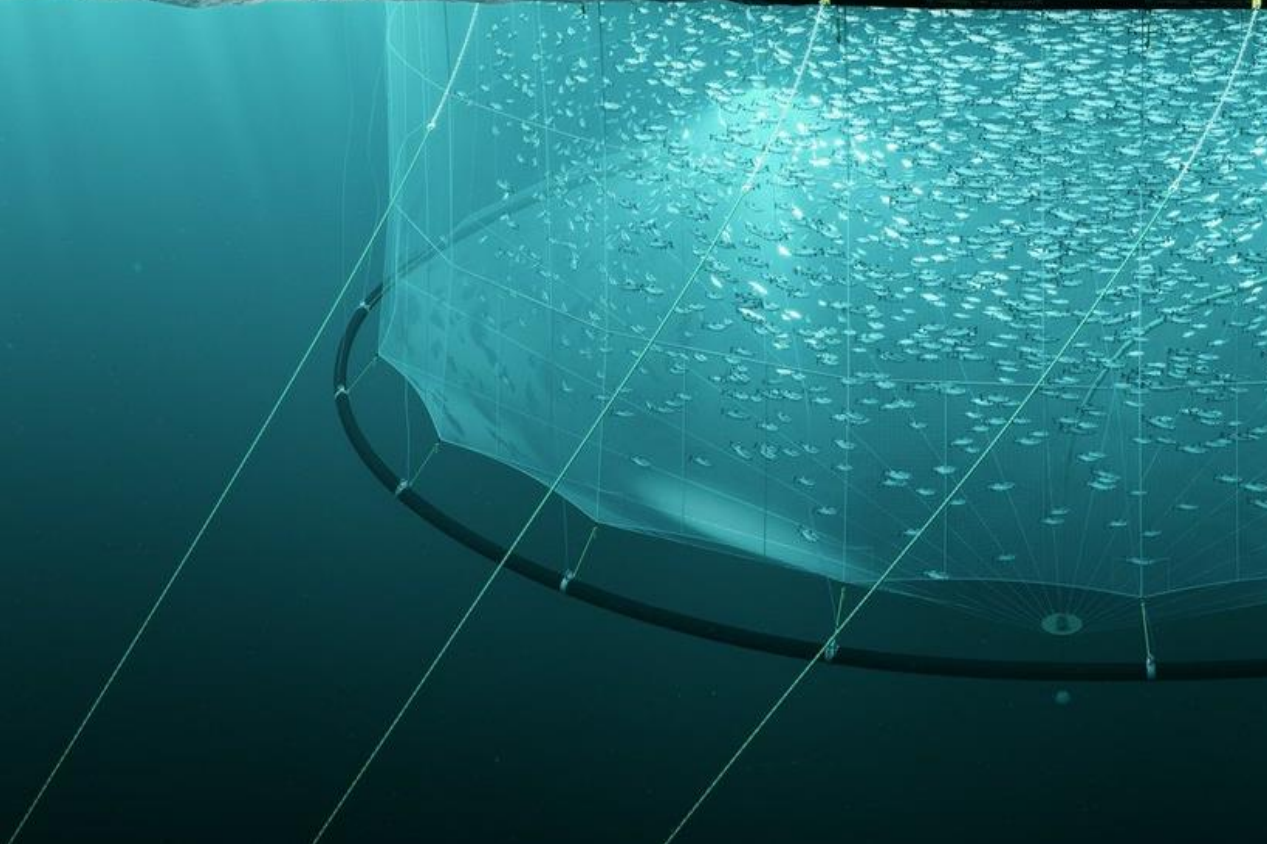
Enhance Stake Holder Value through Profitable Growth in Sales and Earnings

Leading Player in the field of Technical Textiles



GARWARE
TECHNICAL FIBRES

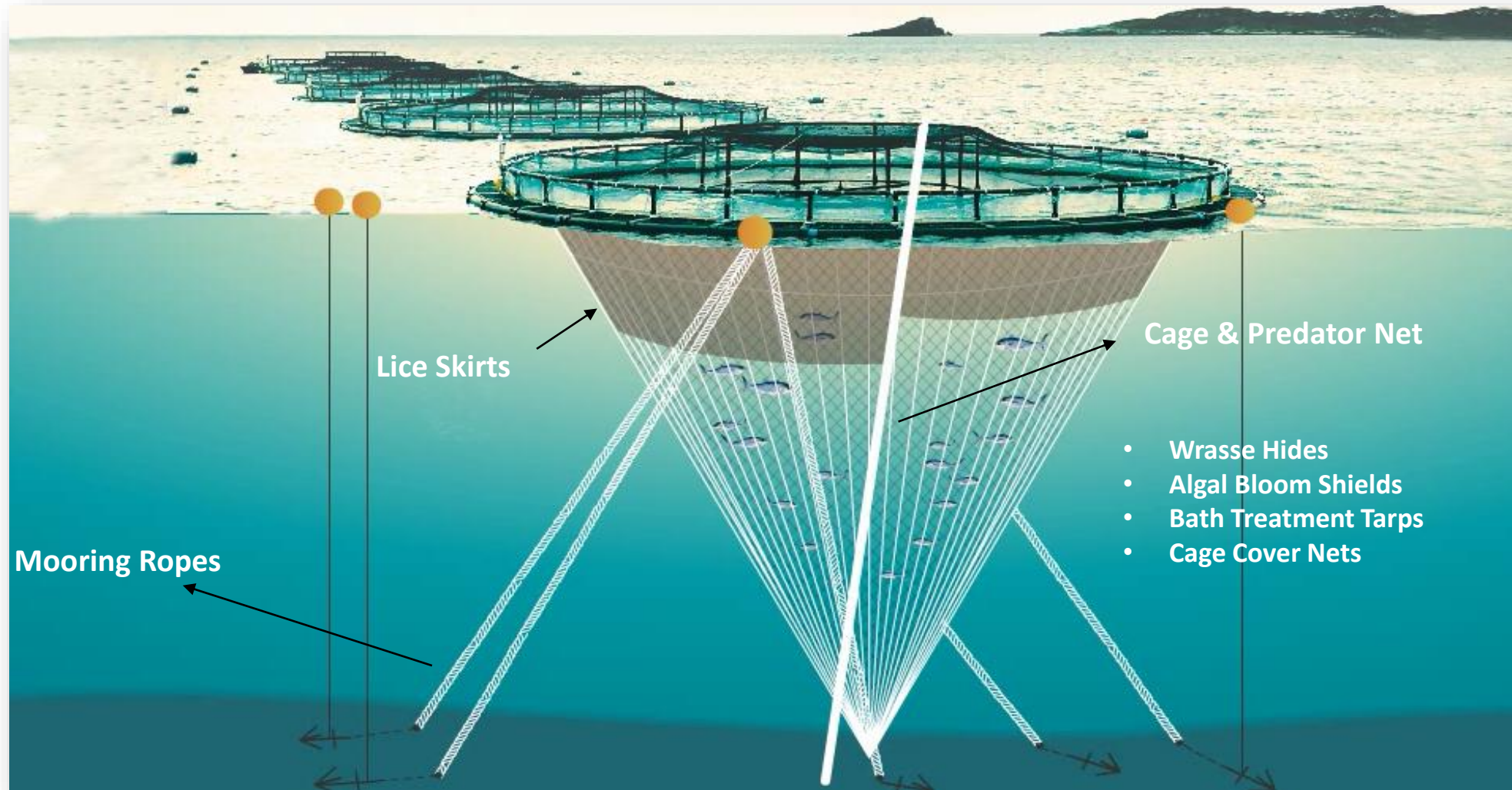
Business Update



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GTFL Aquaculture Business

Holding Salmon Farmer's most Valuable Asset

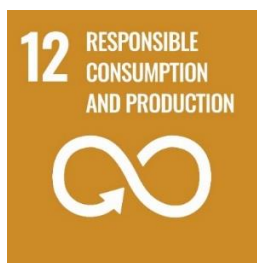


HDPE Netting Solutions

Addressing Key Challenges



- Fish Escapes - New Regulation
- Bio Fouling Management
- Predation
- Reduction in Divers Time



- Lower environment footprint
- Sustainability

Focus on Key Properties



- Strength retention over a longer period of time
- Stiffness



- Innovative net solution to reduce divers time



- Fouling resistance



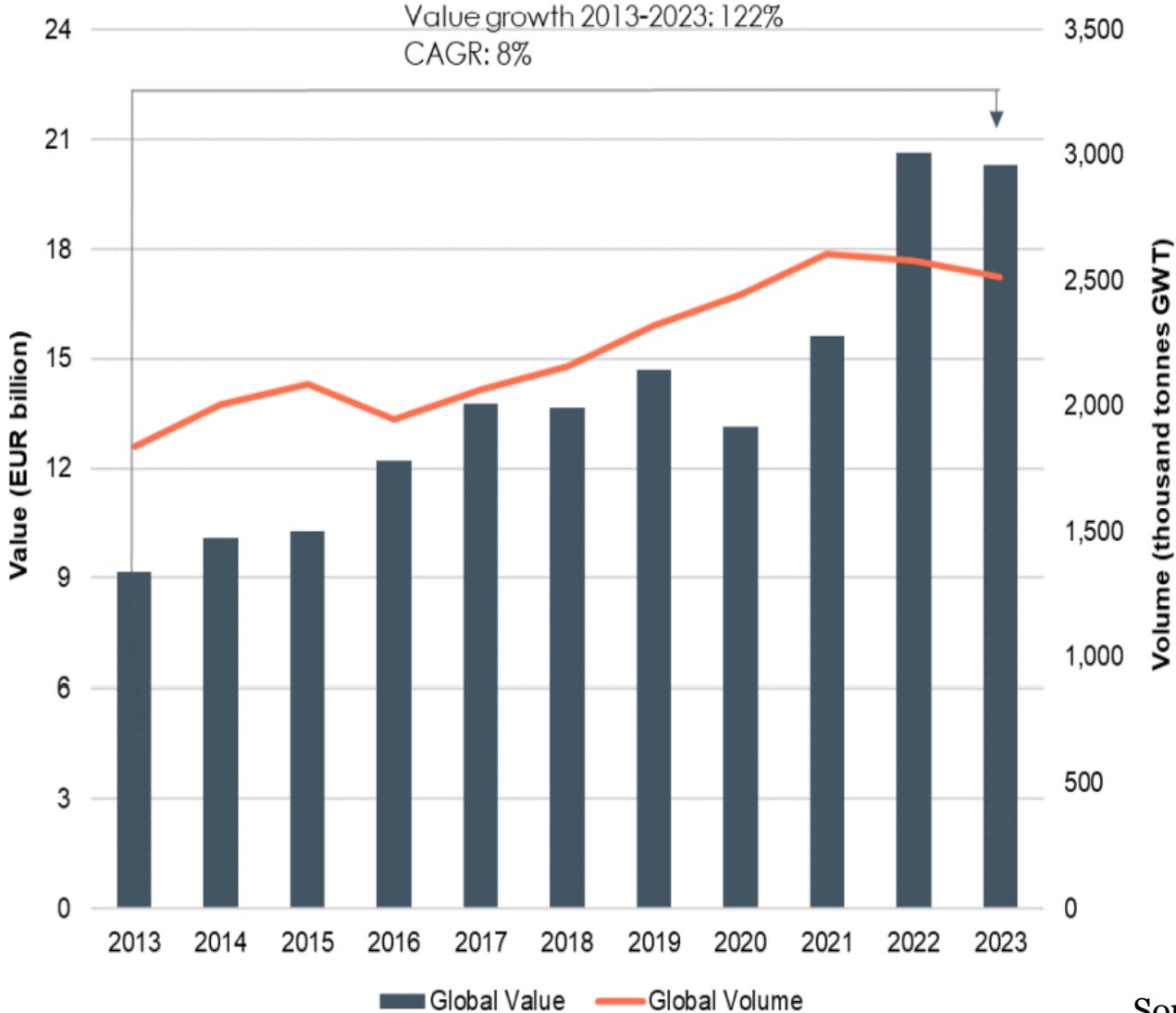
- CO₂, Micro plastic, Recycling

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Salmon Industry update



Global Salmon Consumption



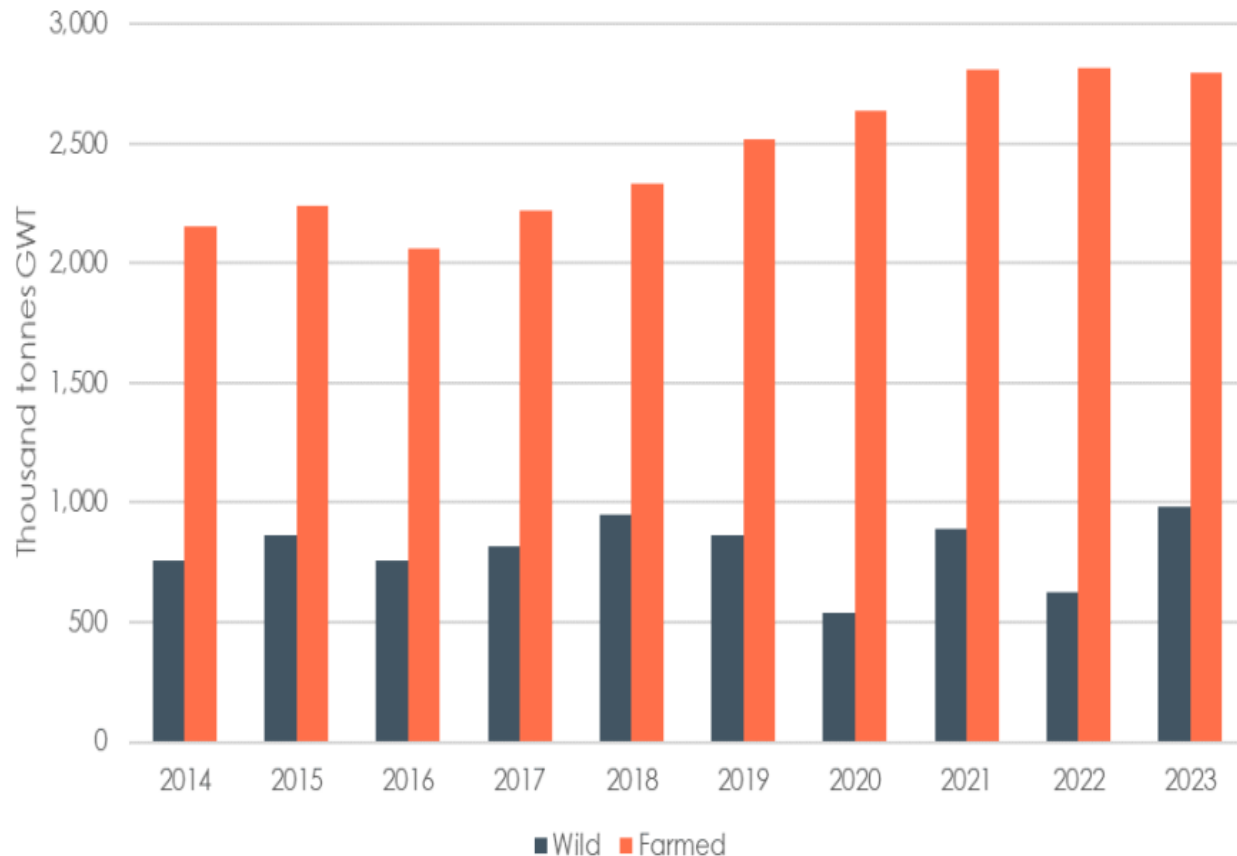
The value of salmon sold has increased by 122% from 2013 to 2023 (CAGR 8%), while volume has increased by 37% (CAGR 3%) in the same period.

EUR 20 billion spent on salmon in 2023 is close to a record-high level and is expected to continue to grow in the coming years.

Source Mowi handbook 2024



Salmon Supply - Farm vs Wild



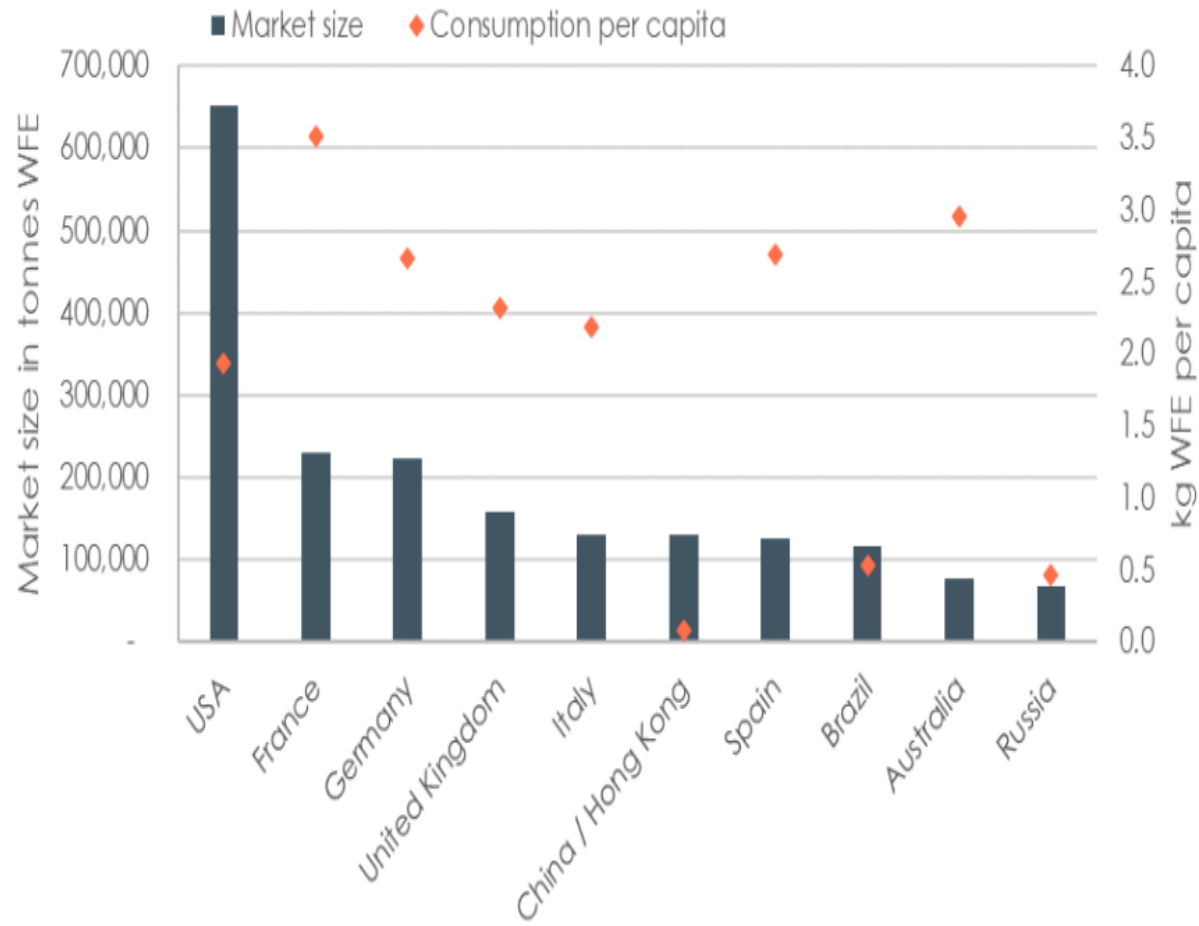
Wild catch of salmon varies between 500,000 and 1,000,000 tonnes GWT, whereas farmed salmon are increasing.

The total supply of salmon was first dominated by farmed in 1999.

Since then, the share of farmed salmon has increased and farmed salmon has been dominant.

Source Mowi handbook 2024

Top 10 Salmon Markets by size



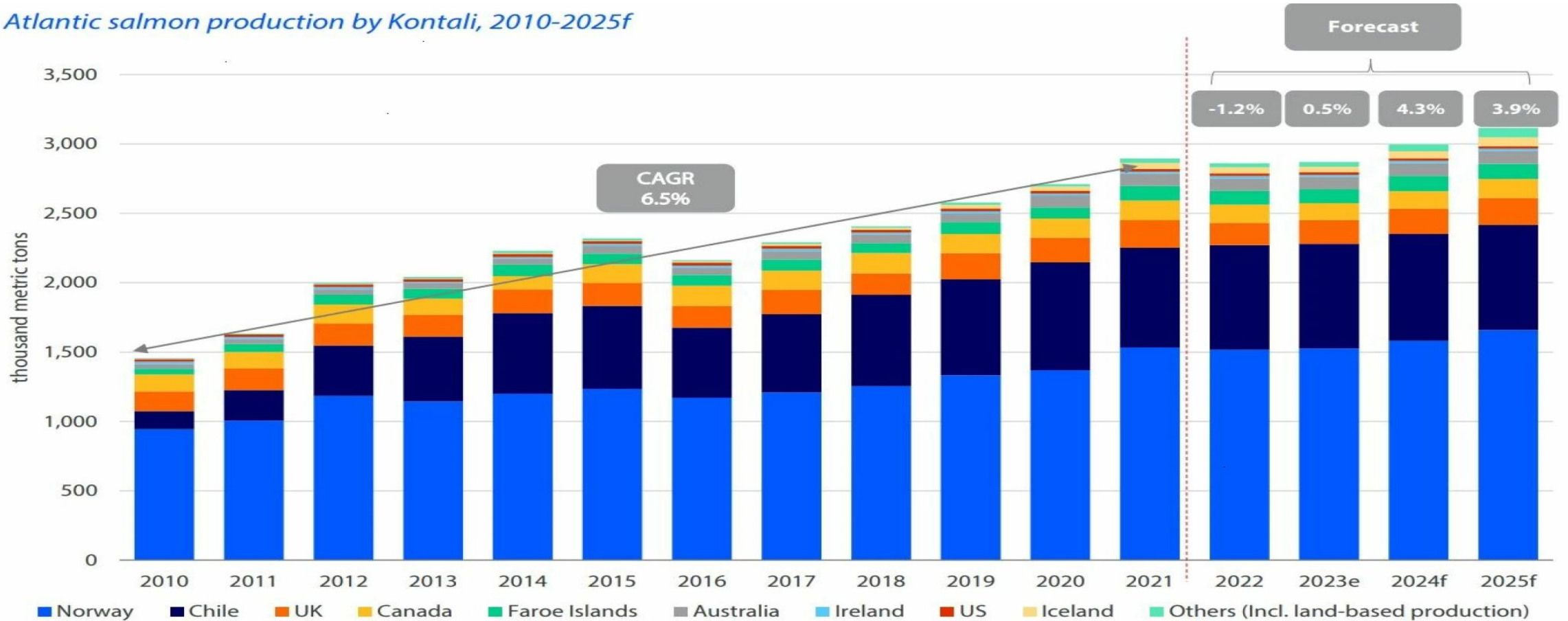
In the 10 largest markets by country, consumption per capita varies from 0.1 kg WFE to 3.5 kg WFE in France, which is high.

In Norway, Sweden and Finland, consumption per capita is between 6-8 kg WFE. This means that there is significant growth potential among the largest markets.

Source Mowi handbook 2024

Global Atlantic Salmon Farm Production

Atlantic salmon production by Kontali, 2010-2025f







Source: Kontali, Rabobank 2023

Rabobank



Resource-efficient production

				
Protein retention	28%	34%	21%	13%
Feed conversion ratio ("FCR")	1.3	1.9	3.9	8.0
Edible meat per 100 kg feed	56 kg	39 kg	19 kg	7 kg
Carbon footprint (kg CO ₂ / kg edible meat)	5.1	8.4	12.2	39.0
Water consumption (litre / kg edible meat)	2 000*	4 300	6 000	15 400

Climate friendly production

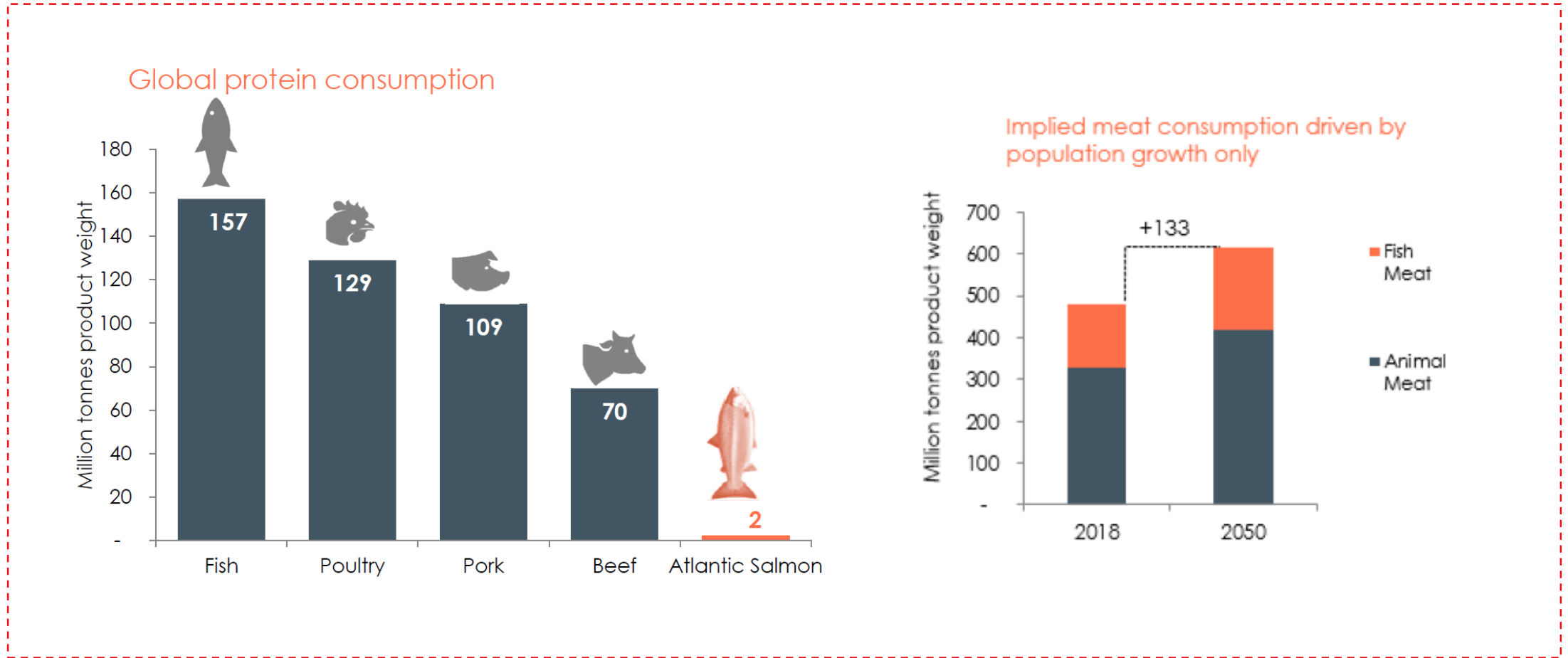
Freshwater is a renewable but limited natural resource, and human activities can cause serious damage to the surrounding environment. Production of farmed Atlantic salmon requires 2,000 litres of freshwater per kg of edible meat, which is significantly less than other proteins.



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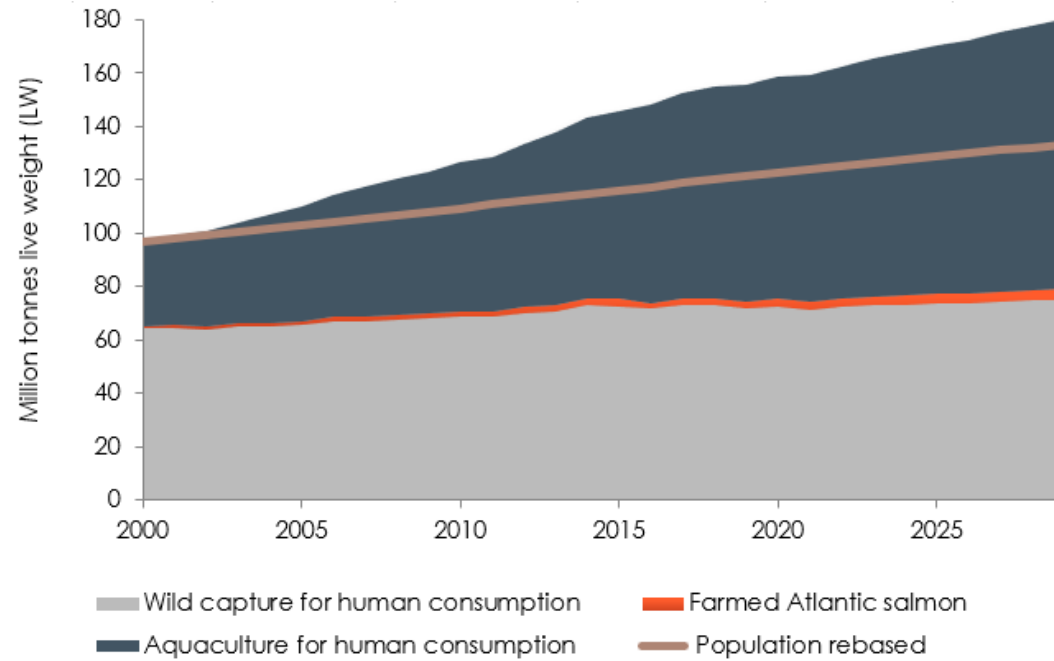
Non Salmon

Protein consumption

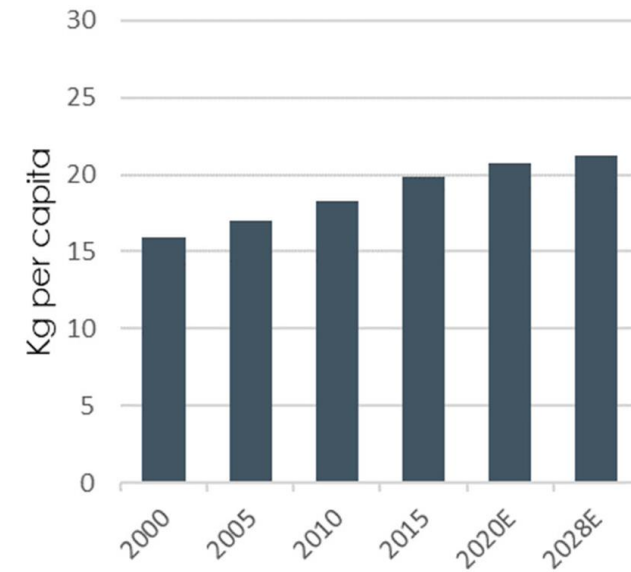


Source Mowi handbook 2024

Growing aquaculture

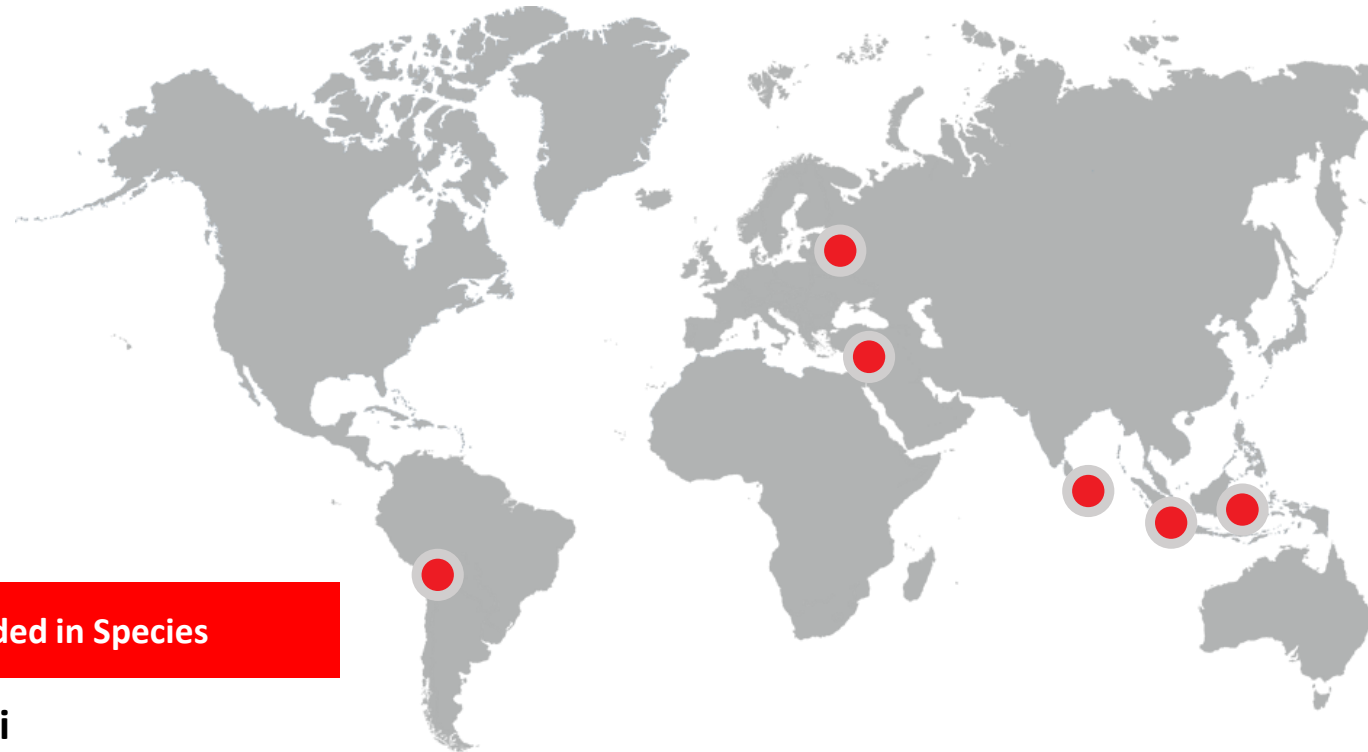


Development of global average fish consumption



Non Salmon Expansion – GTFL’s Solution

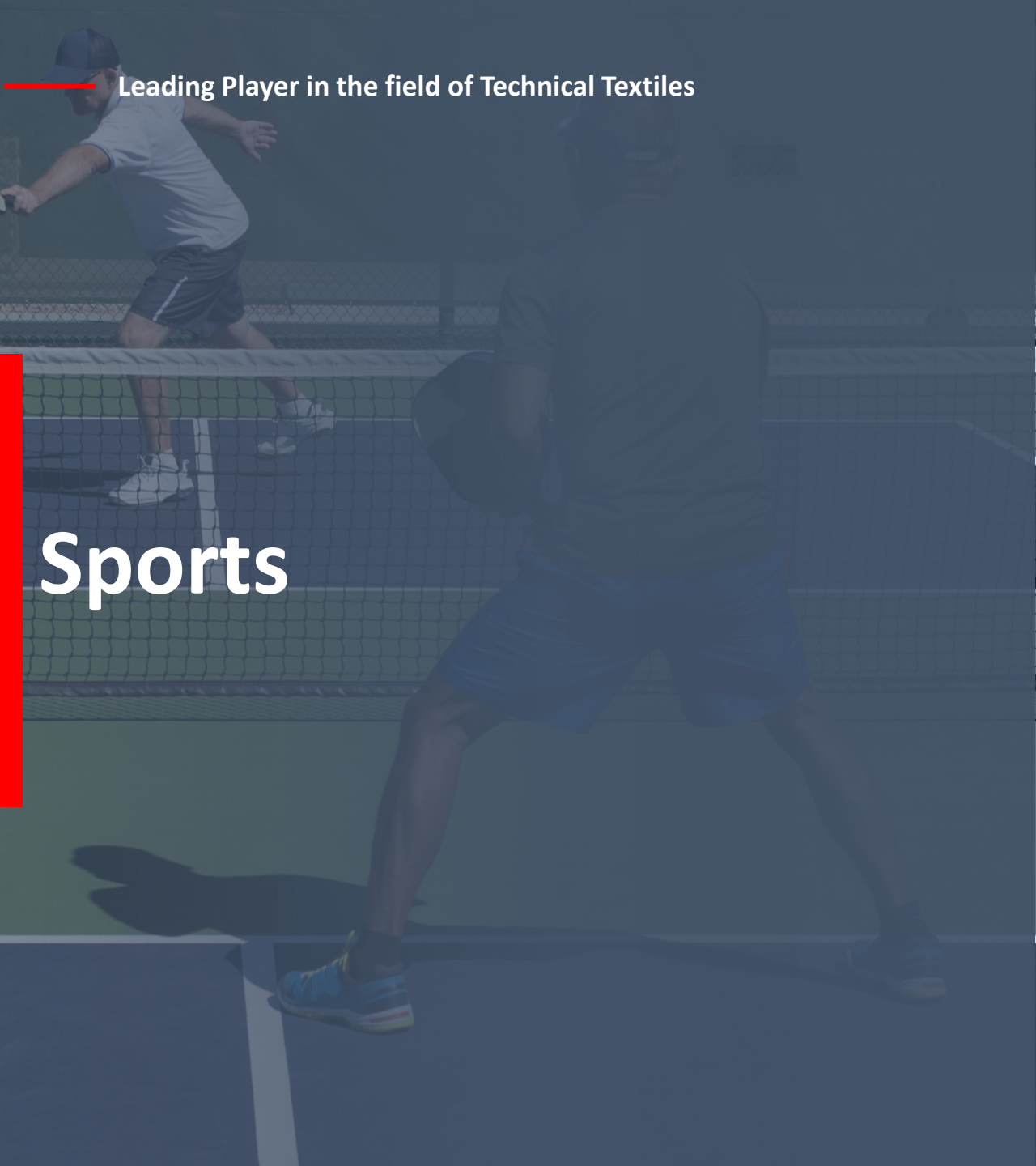
Expecting Strong Growth



New customers added in Species

- Barramundi
- Sea Bass
- Sea Bream
- Amberjack
- Tilapia

Extensive market connect
for improving the customer
base in un tapped territories



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Sports

Sports Nets business of GTFL



Tennis

Base Ball



Soccer



- With new resource on board, aggressively targeting new businesses to increase the GTFL penetration.
- Overall, the outlook for sports segment looks positive for F25.



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Value Added Ropes

VAR business of GTFL



Products:

- UHMWPE, Fabricated Slings, High Strength Polyolefin

Application Segments:

- Mooring, Towing, Offshore, Transmission, Defense.



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Geo Synthetics

Geosynthetics – A Brief Overview

Geosynthetics are polymer-based materials used in infrastructure solutions for environmental friendliness and lower overall cost



Roads



Railways



Airports



Ports



Rockfall Protection works for a project in state of Jharkand



Coastal Protection works for a project in State of Gujarat

GTFL GEO Export Product Offerings



WOVEN & FABRIC FORMS
Highways & Coastal
Protection Works

AQUAROCK BAGS
Coastal & River Training
Works

**ROCGUARD® WITH
EARLY WARNING
SYSTEMS**
Rock-fall Protection
Works

GARMAT SUPREME
Erosion Control Works



GTFL GEO Export Product Offerings



GTFL GEO Export Product Offerings



GTFL GEO Export Product Offerings



SINGAPORE



THAILAND



OMAN



COLOMBIA



FRANCE



AUSTRALIA



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GTFL Leadership



Experienced Management Team



Mr. Vayu R Garware
Chairman & Managing Director

- Graduate from Wharton Business School, USA
- Dynamic & Aggressive Leader



Mr. Shujaul Rehman
Chief Executive Officer

- Over two decades of experience in FMCG sector
- Strategic thinker and an aggressive marketer



Mr. Shashank Gupta
Chief Financial Officer

- More than 18 years of valuable experience in the realm of Finance and accounts.
- A distinguished chartered accountant
- Lead Leadership role across multiple organization nationally & internationally

Experienced Management Team



Mr. Tiru Kulkarni
President Geo-Synthetics

- Over two decades of extensive understanding of the global geo synthetic industry
- Ex-board member of IGS (India)
- Authored various technical papers in national and international fora



Mr. Ravendra Mishra
Head-Human Capital

- More than 25 years of experience
- in operations & HRM
- An administrator par excellence with strong management skills



DR. Sanjay Charati
President & Head of R&D

- More than 30 years of Global Technology Development and Management experience
- Led a multinational team of Research Scientists and Engineers spread across 3 continents and 6 countries.



Mr. Vivek Kulkarni
President –Operations

- More than 30 years of valuable experience in manufacturing
- An expert in operations and operational excellence