



**GARWARE**  
TECHNICAL FIBRES

GTFL:SEC:2025

March 04, 2025

**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 February 28, 2025, 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](http://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](mailto:pune_admin@garwarefibres.com) [www.garwarefibres.com](http://www.garwarefibres.com) CIN: L25209MH1976PLC018939

An aerial photograph of a coastal region. On the left, a large body of water contains several circular structures, possibly for aquaculture or fishing. A winding road runs along the right side of the water, bordered by a dense forest of green trees. A small boat is visible in the water near the bottom center.

**Better Ideas in Action**

**Garware Technical Fibres  
Limited**

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Leading Player in the field of Technical Textiles

# About Us



**GARWARE**  
TECHNICAL FIBRES

● In **Top 100 companies** and in **Top 25 Manufacturing companies** in India as per GPTW

● F24 PAT crossed 200 cr+ , EPS 100 +  
Continuing the growth journey in F25 with PBT growth of 20% on YoY basis in first half



Pioneer in Technical  
Textiles



Present in 75  
Countries



28 Patents granted  
100 applied



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

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### 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



**GARWARE**  
TECHNICAL FIBRES

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**GARWARE**  
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# Business Update



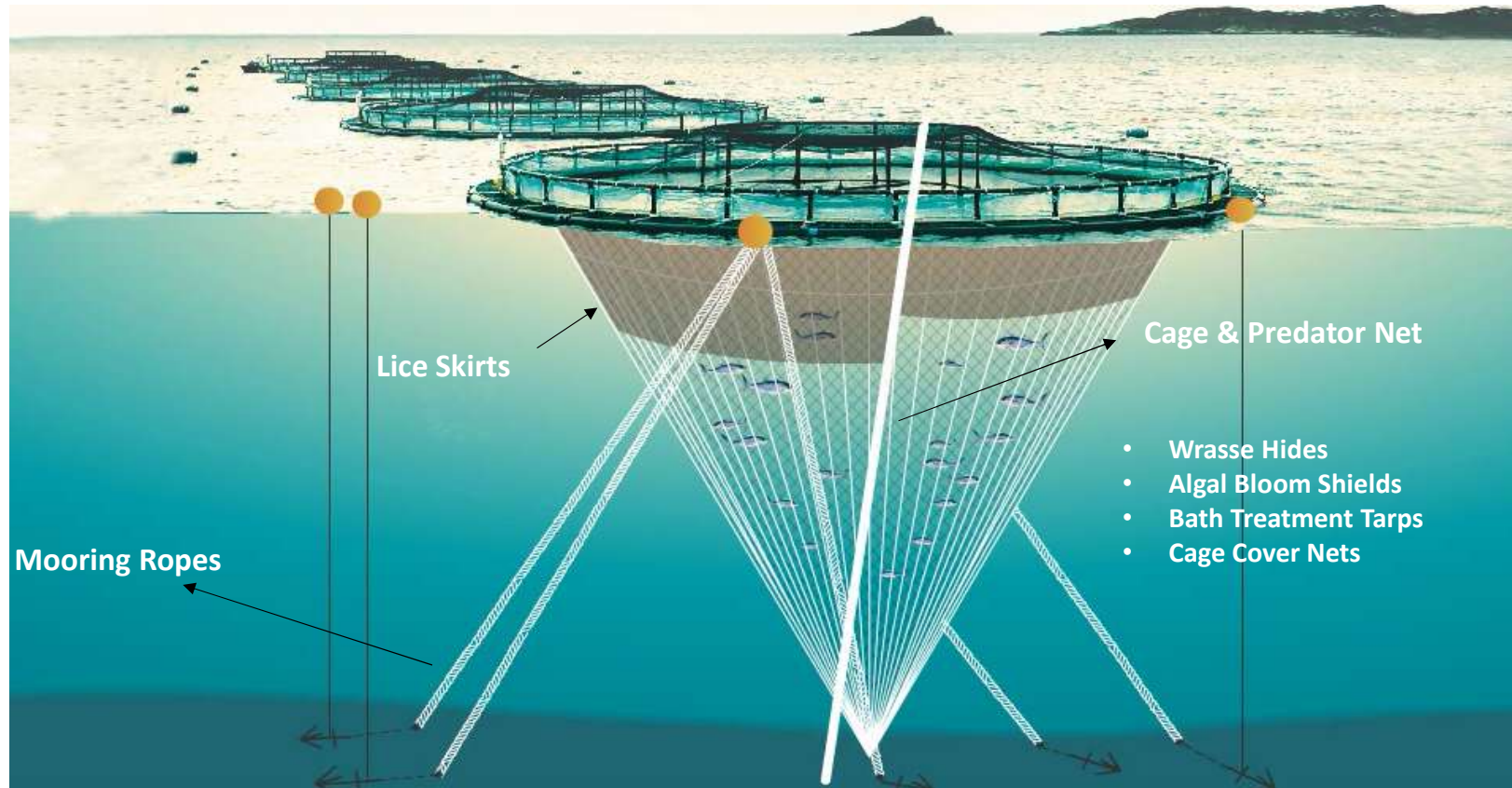


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# GTFL Aquaculture Business

## Holding Salmon Farmer's most Valuable Asset







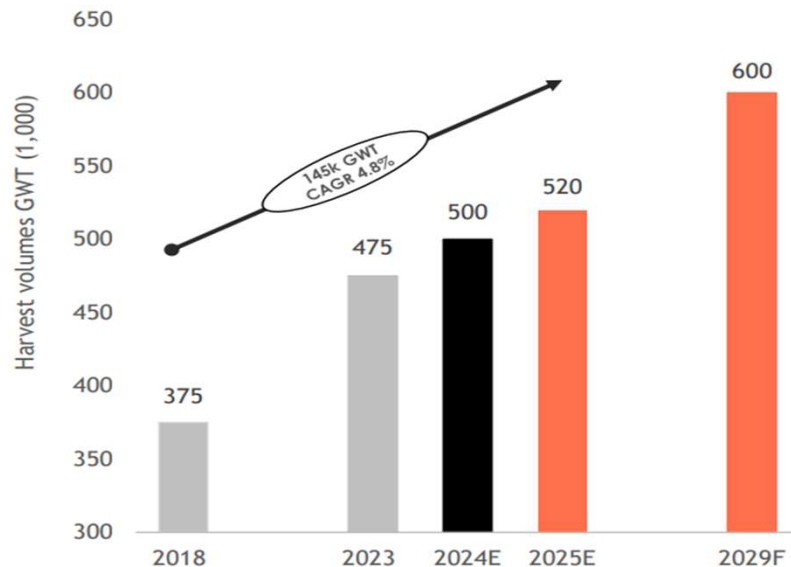
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# Salmon Industry update

## Major Players in the industry

Record high revenues, volumes and continued growth

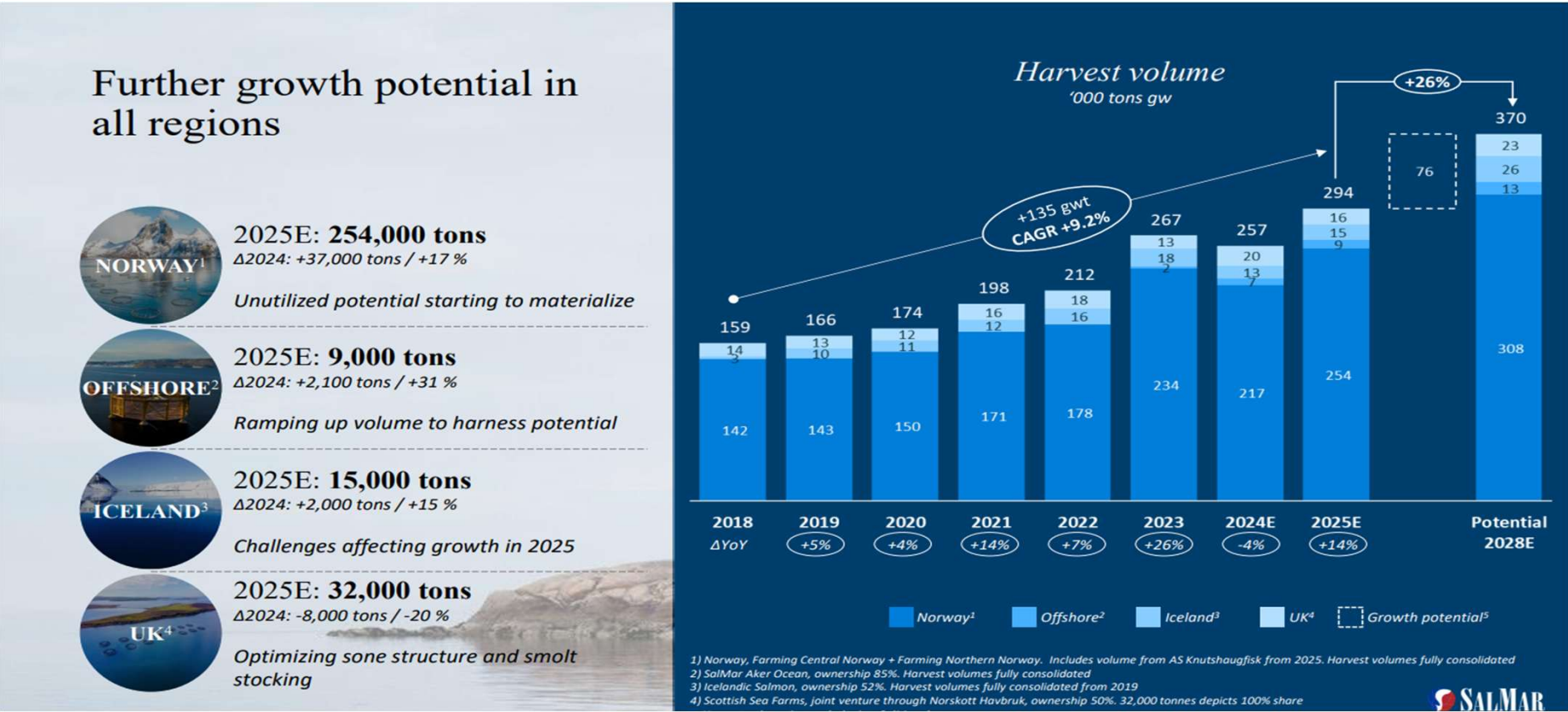
**Farming volume growth of 145k GWT since 2018 to 520k GWT in 2025E (CAGR 4.8%)**



- Record-high Q3 2024 revenues of EUR 1.44 billion on all-time high harvest volumes of 161k GWT, and operational profit of EUR 173 million
- Harvest volume guidance for 2024 maintained at record-high 500k GWT ( $\Delta$  5.3% Y/Y)
- Volume guidance for 2025 at all-time high level of 520k GWT ( $\Delta$  4.0% Y/Y)
  - First step towards next volume milestone of 600k GWT in 2029
  - Strong volume growth of 145k GWT for Mowi globally since 2018 (4.8% CAGR vs industry at 2.7%)
- Price achievement in Q3 impacted by seasonal high industry supply and biological issues in Norway
- Realised blended farming cost EUR/kg 5.72 in Q3, down from EUR/kg 5.84 in Q2 and EUR/kg 6.05 in Q1
- Record profit for Consumer Products and Feed, and record-high Feed volumes
- Quarterly dividend of NOK 1.50 per share



# Major Players in the industry –Salmar Update



Source- Salmar Q3 F24 presentation



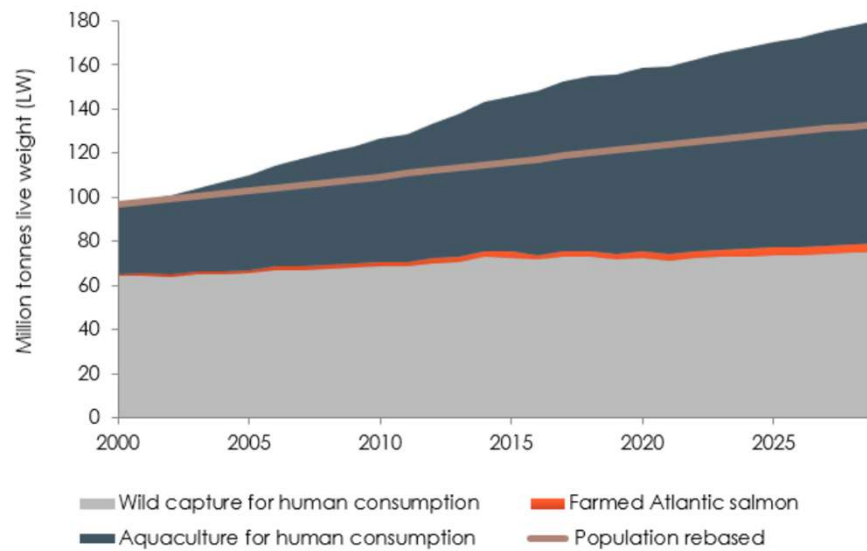
The background of the slide is a photograph of a blue sea with white-capped waves. A yellow and black braided rope net is visible, with several knots. A vertical red line is positioned in the center of the slide, separating the vibrant blue sea on the left from a darker, semi-transparent blue overlay on the right.

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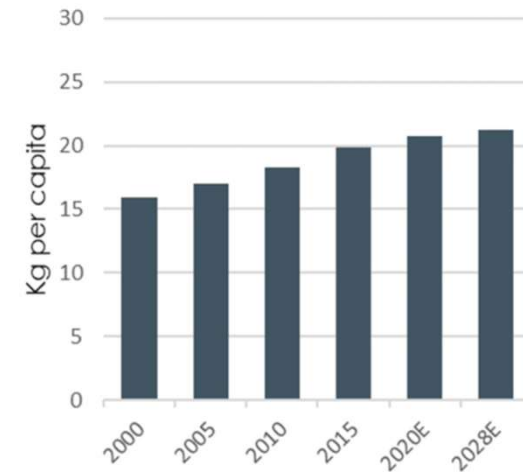
**Non Salmon**



## Growing aquaculture



Development of global average fish consumption



Source- MOWI hand book 2024

## Non Salmon Expansion – GTFL’s Solution

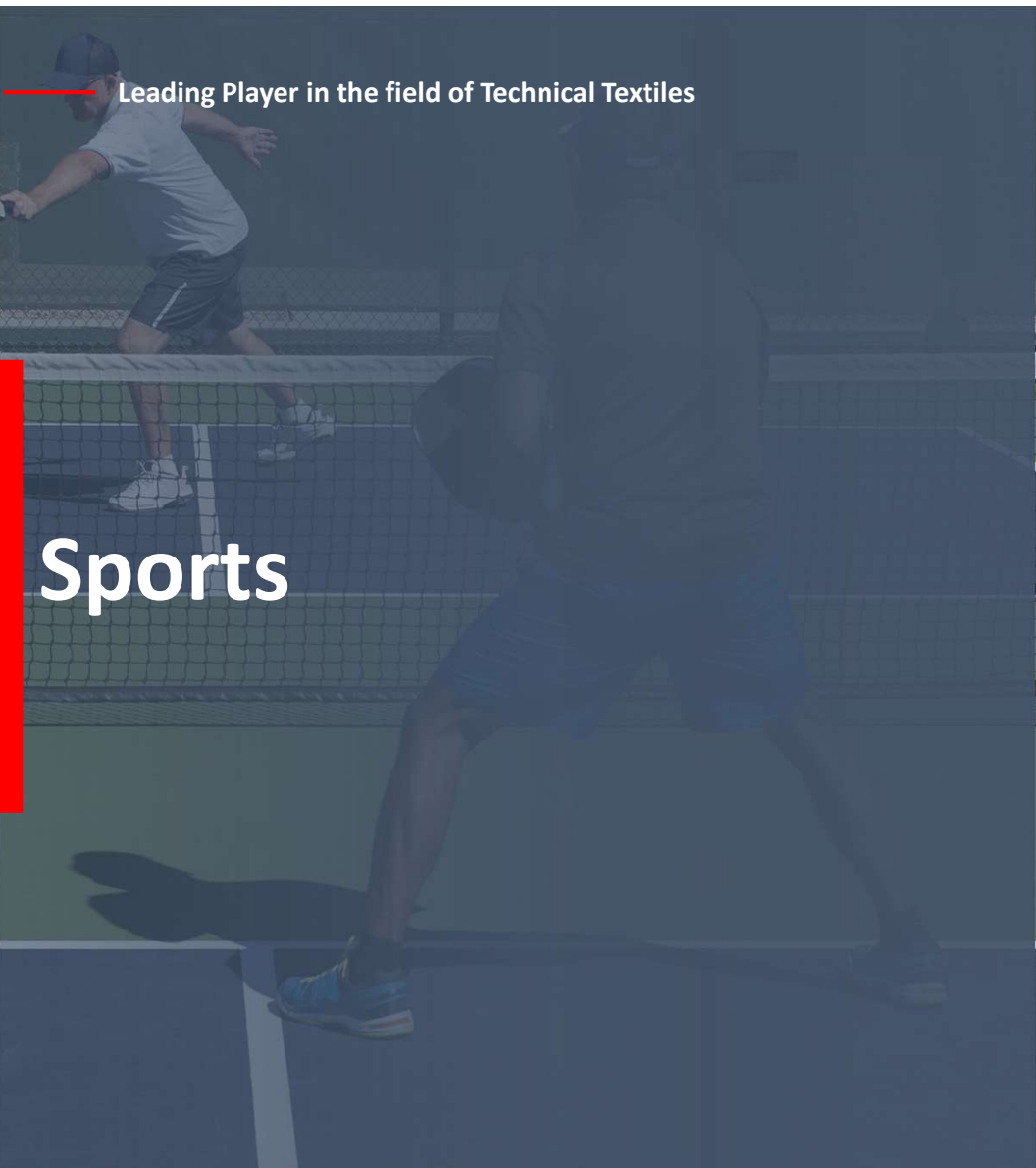
**Expecting Strong Growth**

Extensive market connect  
for improving the customer  
base in untapped territories



**New customers added in Species**

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



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Sports



## Sports Nets business of GTFL

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Tennis



Base Ball



Soccer

Expecting a good growth in F25 and same to continue F26 onwards due to Higher visibility from USA and Europe markets.



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# Value Added Ropes

## VAR business of GTFL



### Products:

- UHMWPE, Fabricated Slings, High Strength Polyolefin (X2)

### Application Segments:

- Mooring, Towing, Offshore, Transmission, Defense.

### Customer segments:

- Ship management companies,  
Tug boat operators, Transmission companies etc.





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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



Slope Protection works for a project



Coastal Protection works for a project



## Geosynthetics – Growth

High Growth Rate continues through  
Slope protection and Exports .

### Key Growth Drivers

- Slope Protection
- Land fill & lining
- International Business



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

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**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

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**PP ROPE GABION**



**AQUAROCKBAG /FRN**



**DT MESH PANEL**



**HS BOUDLER NET**



**EROSION CONTROL MAT**



**POLYMER EROSION  
CONTROL MATT**



## GTFL GEO Export Product Offerings

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**WOVEN GEOTEXTILE**



**GEOTEXTILE BAG**



**GEOTEXTILE TUBE**



**GEOTEXTILE CONTAINER**



**GEOTEXTILE SADDLE BAG**



# GTFL GEO Export Product Offerings





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# GTFL Leadership



## Experienced Management Team

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**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

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**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