

**We are always trying to give the best and unique solution to the industry**



Mr. Sanjay V Raut, President-Technical and New business, Garware Technical Fibers Limited.

- **Can you take me through GTFL and its growth over a period of time in Technical Textile Industry**

Garware is a brand known in synthetic cordage industry in India right since its inception being pioneer in PP ropes for fishing and industrial

applications and subsequently HDPE twines for fishing. This brand has got strengthened over time globally. Later on we added Shipping ropes and PPMF stitching thread.

A big inflexion point came when we started making high quality HDPE fishing nets for India and global markets in both twisted and braided variety.

This also enabled us to get into sports net's segment.

Simultaneously we diversified into Geo synthetics with woven fabrics.

We added warp knitting Raschel knotless machines which enabled us to get into the vast arena of Aquaculture nets and Agriculture nets.

Thus GTFL is now a truly technical textile company with footprint in multiple applications and with multiple types of these textiles.

- **Your take on the growth of technical textile market in India and future of TT across the globe**

Despite the economic slump and the overall demand for textiles going down because of the Covid-19 pandemic, the sector remains the second largest employer in India. "By transforming a Covid-19 crisis to an opportunity, India has proven its ability to innovate and rise to the challenge with limited resources and time. Therefore, it is even more essential for the government and industry to collaborate to boost technical textiles, a high-value segment of this sector,"

While the technical textiles industry is at a nascent stage in India, it holds "vast potential for growth. With the government's aim to create world class infrastructure in the country, in addition to the implementation of several policies and schemes to boost the textile sector," the technical textiles segment is poised for growth. And useful physical properties such as durability, elasticity, and versatility make technical textiles even more useful "in times of changing climate, global warming, and complex industrial processes. Presence of large and global and domestic players has influenced the growth in technical textiles and has helped build sector prominence".

According to a recent Invest India report (Aug 2020), the global demand for technical textiles is expected to grow to \$220 billion by 2025 from \$165 billion in 2018, at a CAGR of 4%. The report, titled "Technical Textiles: The Future of Textiles", goes on to say that the Asia-Pacific has captured 40% of the global market, with North America accounting for 25%, and Europe at 22%.

In India, the market is estimated at \$19 billion, growing at a CAGR of 12% over the past five years. “It contributes to about 0.7% to India’s GDP and accounts for approximately 13% of India’s total textile and apparel market, According to the baseline of ministry of Textiles survey India’s technical textiles market shows a growth of 20% from \$16.6 billion in 2017-18 to \$28.7 billion by 2020-21,

In terms of exports, in 2018-19, India exported an estimated \$1.9 billion of technical textiles, with exports growing at a CAGR of 4% over the past four years

Consumption of technical textiles in India is at only “5%-10% against “30%-70% in some of the advanced countries”. Therefore, a National Technical Textiles Mission has been set up “that aims at an average growth rate of 15%-20% to increase the domestic market size of technical textiles to \$40 billion-\$50 billion” by 2024,

Source-<https://www.fortuneindia.com/venture/good-times-ahead-for-technical-textiles/104686>

- **How GTFL Technology is helping the farmers in rural area to work efficiently and effectively.**

Our below Products helps rural farmers to get more productivity, efficiency and protection against weather

1. Shade Net are made by warp knitted nets to protect the fields from extensive solar radiation, for wind protection & harmful effects of blustery weather and frosts.
2. Insect repellent net made of woven HDPE fabric
3. Knitted mono filament nets are used for production of bird protection nets to protect the crop from damage caused by birds and pests.
4. Polypropylene is used to produce ground cover textiles for long term weed control, moisture conservation and landscaping purpose.
5. In India, fishing is also mainly a rural affair with fishing bases sprawling multiple coastal towns. Our nets and ropes help them derive more benefit by virtue of better catch and fuel saving.

- **Is there any new projects in technical textile industry that GTFL is opting towards, if any**

GTFL is constantly working on new arenas aided by its 20+ strong R&D setup. We always work with newer fibres and yarns in multiple applications.

- **Can you elaborate more on GTFL R&D Unit which has been spinning out innovations for the global salmon farming, helping improve productivity and efficiency**

GTFL's R&D unit is comprised of unique combination of industry researchers, PHD holders & Engineers in Polymer technology & Textiles. At GTFL we believe in the satisfaction of customer. We target on the problem faced by the Aquaculture industry based on the same we design and innovate our products.

In terms of the aquaculture industry, Salmon fish farming is biggest in the world and as fish would an alternate food source the requirement is always growing.

To cater the needs of the Aqua industry in terms on increasing productivity, efficacy and quality of end product, we have developed our products and received the patents.

- **What are the Enhancing value of GTFL Fishing/Aquaculture customers globally**

The Aquaculture nets (Fish nets) are a small part of the overall cost but can significantly impact the bottom line of fish farming company. The value of fishermen's operation is enhanced through fuel saving and better catches.

GTFL has become one of the leading suppliers of netting materials to the global farmed salmon sector. GTFL gets a substantial portion of its revenues from aquaculture, with its products found all over the world.

GTFL's latest nets are made of high-density polyethylene (HDPE), instead of the more traditional nylon. Our HDPE nets have edge over to Nylon considering underwater application.

GTFL's latest innovation incorporates metallic copper particles within the net material (V2 net - patented). Addition of copper further increases the material density and gives anti fouling effect to the net. The metallic particles lead to a continuous release of a small amount of copper ions into the water. Which helps in delaying fouling growth and therefore it also delays requirement of cleaning of nets frequently which is about 50% reduction in cleaning cycles.

- **How GTFL 59 patents, with many first helps to increase the productivity and efficiency in fishing, farming, shipping, sports, geosynthetics, among others.**

Any “New product development” starts with understanding of the problems faced by our customers & providing a practical solution for the same. Most of the times the problems are very unique and not have been addressed by any other supplier earlier.

At GTFL we believe in the satisfaction of customer. We target on the problem & based on the same we design and innovate our products.

Generally the patents of product or technology innovations doesn't have practical application due to the limitation of application or cost, but all our patented products are very cost effective and gives right and practical solutions.

Due to the same our products helps to increase the productivity and efficiency of the end application, which translates into the monetary gain for our customers.

- **What are GTFL latest technology in regards to Technical fibres that might/is unique from other player from the same field**

Since the inception of GTFL, we are always trying to give the best and unique solution to the industry.

Such as in case of Aquaculture industry we have introduced our patented product V2 nets few years ago, which have an inherent anti fouling property to the nets during use in sea.

This product ours is well accepted by global players in fish farming industry, because of this product fish farming industry are now saving on their net cleaning cost as well as cleaner nets gives a more water exchange which helps fish to get more dissolved oxygen which ensures better fish health.

Our other patented product “X12 lice shield” which is again for Aquaculture, has also gain accolades from the global fish farming industry.

This product blocks the entry of free swimming larval of the Sea Lice (Known as *Caligus*). This mechanical blocking of larvae is a preventative method of controlling lice larvae.

Sea lice affects the fish health and increases fish mortality, which is direct loss for the fish farmers.

- **What are GTFL plan post covid-19 to rectify/overcome the loses faced, if any**
  - Business in Q1 was deeply impacted due to the COVID19 induced lockdown. Manufacturing and Sales came to a standstill across the country
  - Q2 -We were able to register significant top and bottom line growth in Q2 with good demand across both domestic and international markets.