



FIL/SE/2024-25/07
30th April, 2024

National Stock Exchange of India Limited
Listing Department
5th Floor, Exchange Plaza, C-1, Block-G,
Bandra-Kurla Complex, Bandra (E)
Mumbai-400 051
Security Symbol: **FILATEX**

BSE Limited
Listing Department
25th Floor, Pheroze Jeejeebhoy Towers
Dalal Street,
Mumbai - 400 001
Security Code: **526227**

Sub: Investor Presentation – April 2024

Dear Sirs/ Madam,

Pursuant to Regulation 30(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Para A of Part A of Schedule III, please find enclosed herewith the Investor Presentation – April 2024 which we propose to share with Analysts & Investors.

This is for your information and records please.

Thanking you,

Yours faithfully,
For FILATEX INDIA LIMITED

RAMAN KUMAR JHA
COMPANY SECRETARY

Encl.: a/a

CORPORATE OFFICE

Bhageria House
43 Community Centre
New Friends Colony
New Delhi - 110025, India
P +91.11.26312503,26848633/44
F +91.11.26849915
E fildelhi@filatex.com

REGD. OFFICE & WORKS

S. No. 274 Demni Road
Dadra - 396193
U.T. of Dadra & Nagar Haveli
India
P +91.260.2668343/8510
F +91.260.2668344
E fildadra@filatex.com

SURAT OFFICE

Bhageria House
Ring Road
Surat - 395002
India
P +91.261.4030000
F +91.261.2310796
E fil Surat@filatex.com

MUMBAI OFFICE

321, Maker Chamber - V
Nariman Point
Mumbai - 400021
India
P +91.22.22026005/06
F +91.22.22026006
E filmumbai@filatex.com



Filatex India Limited



Investor Presentation.

APRIL 2024



INSIDE THE PRESENTATION

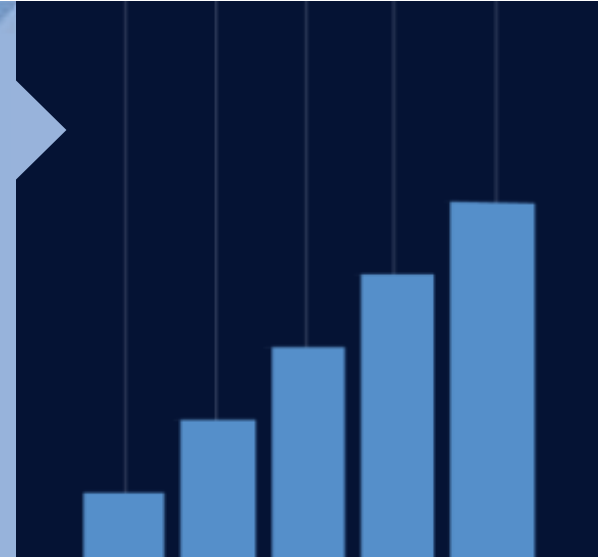
FINANCIAL &
OPERATIONAL
HIGHLIGHTS

pg.03



INDUSTRY
TRENDS

pg.10



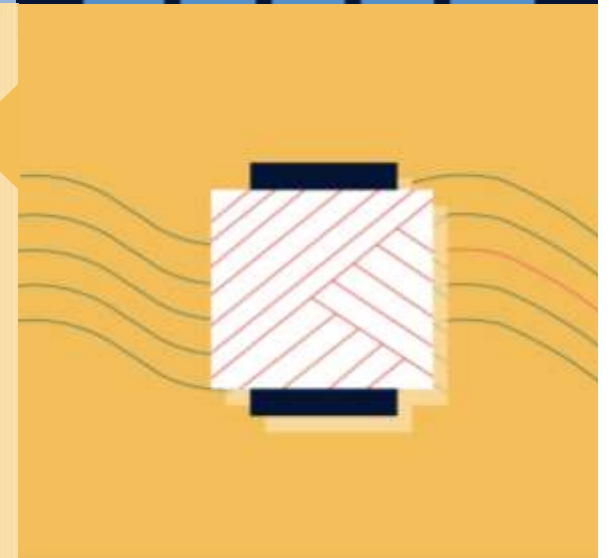
GROWTH WITH
PURPOSE

pg.14



COMPANY
OVERVIEW

pg.17



FINANCIAL & OPERATIONAL HIGHLIGHTS



KEY MESSAGE



“The Government of India (GoI) implemented Quality Control Order (QCO) effective from 5th October 2023 for polyester yarns, to enforce quality standards and curb the influx of substandard imports. The Bureau of Indian Standards (BIS) plays a pivotal role in ensuring adherence to these standards by certifying products meeting the prescribed criteria for both domestic and international manufacturers.

Following BIS enforcement, polyester yarn imports saw a significant decline in subsequent months. However, the Indian textile industry faced another challenges by way of from a surge in low-price knitted fabric imports from China which caused a cute distress to whole value chain i.e. yarns manufacturers, weavers & processors. Such unprecedented volumes of import at low prices prompted the Government upon various trade association representations and has set a minimum value cap of \$3.5/kg. This step has stemmed the tide.

The textile industry requires a fair competitive landscape. Currently, the Indian Polyester Industry struggles to compete with China. The influx of low-priced Chinese imports, spanning yarns and fabrics, poses a major threat, leading to diminished margins for domestic polyester manufacturers. The export of yarns has dropped to almost negligible levels. The exports from India can only be improve, when the Government would provide any measures by some means or way of ensuring the availability of raw materials at par with international prices.

Despite such external challenges, domestic demand remains robust, growing at an impressive 8% CAGR. As import-related margin pressures ease, we are optimistic about the future of our polyester filament business, considering its status as the most widely utilized fiber globally.”

MADHU SUDHAN BHAGERIA
Chairman & Managing Director

QUARTERLY PROFIT AND LOSS STATEMENT

SUMMARY OF PROFIT & LOSS STATEMENT

(Rs. in Crores)

KEY PERFORMANCE METRICS	Q4FY24	Q3FY24	Q4FY23	QoQ	YoY
Revenue from operations	1,025.84	1,082.95	1,046.78	-5.27%	-2.00%
Other Income	3.89	2.86	5.56	36.01%	-30.04%
Total Income	1,029.73	1,085.81	1,052.34	-5.16%	-2.15%
EBITDA	64.76	75.28	66.97	-13.97%	-3.30%
EBITDA Margin (%)	6.68	7.17	7.10	-6.83%	-5.92%
Finance cost	3.17	11.48	31.38	-72.39%	-89.90%
Depreciation and amortisation expenses	18.11	18.39	17.67	-1.52%	2.49%
Profit after tax	34.84	35.10	18.60	-0.74%	87.31%

₹1,025.84 Cr

Revenue

₹64.76 Cr

EBIDTA

₹34.84 Cr

Profit after Tax



[Click here for results](#)

OPERATIONAL METRICS

Despite a large inflow of cheap Chinese imports, the demand for Polyester yarn was robust and we achieved the optimum levels of production and sales in a quarter while utilizing around 100% of our capacities.

Q4FY24 vs Q3FY24 (QoQ)

96,969 MT

Production



102,924 MT

Production

96,419 MT

Sales



100,745 MT

Sales

Q4FY24 vs Q4FY23 (YoY)

96,969 MT

Production



97,610 MT

Production

96,419 MT

Sales



97,390 MT

Sales



YEARLY PROFIT AND LOSS STATEMENT

SUMMARY OF PROFIT & LOSS STATEMENT

(Rs. in Crores)

KEY PERFORMANCE METRICS	FY24	FY23	YoY	
Revenue from operations	4,285.90	4,303.87	-0.41%	₹4,285.90 Cr Revenue
Other Income	14.20	16.23	-12.51%	
Total Income	4,300.10	4,320.10	-0.46%	₹239.15 Cr EBIDTA
EBITDA	239.15	231.98	3.09%	
EBITDA Margin (%)	5.88	5.39	9.09%	₹110.66 Cr Profit after Tax
Finance cost	29.11	59.39	-50.99%	
Depreciation and amortisation expenses	72.51	68.65	5.62%	
Profit after tax	110.66	89.90	23.09%	Click here for results

YEARLY BALANCE SHEET

SUMMARY OF BALANCE SHEET

(Rs. in Crores)

PARTICULARS	Mar 2024	Mar 2023	YoY
Shareholders Fund	1,204.09	1,099.02	9.56%
Non-Current Liabilities			
Long Term Borrowings	194.80	248.60	-21.64%
Other non-current liabilities	194.10	183.04	6.04%
Current Liabilities			
Current maturity of long-term borrowings	36.92	46.51	-20.62%
Trade Payables	390.72	407.26	-4.06%
Other current liabilities	77.02	128.75	-40.18%
Total Equity and Liabilities	2,097.65	2,113.18	
Non-Current Assets			
Net Block	1,347.56	1,348.90	-0.10%
Other non-current assets	21.90	22.11	-0.95%
Current Assets			
Inventories	417.67	409.25	2.06%
Trade Receivables	119.08	131.08	-9.15%
Cash & Bank Balances	40.94	95.76	-57.24%
Other current assets	150.50	106.08	41.87%
Total Assets	2,097.65	2,113.18	

1.44 x

1.56 x (adjusted)

Current Ratio

₹ 1,347.56Cr

Net Block

₹ 40.94Cr

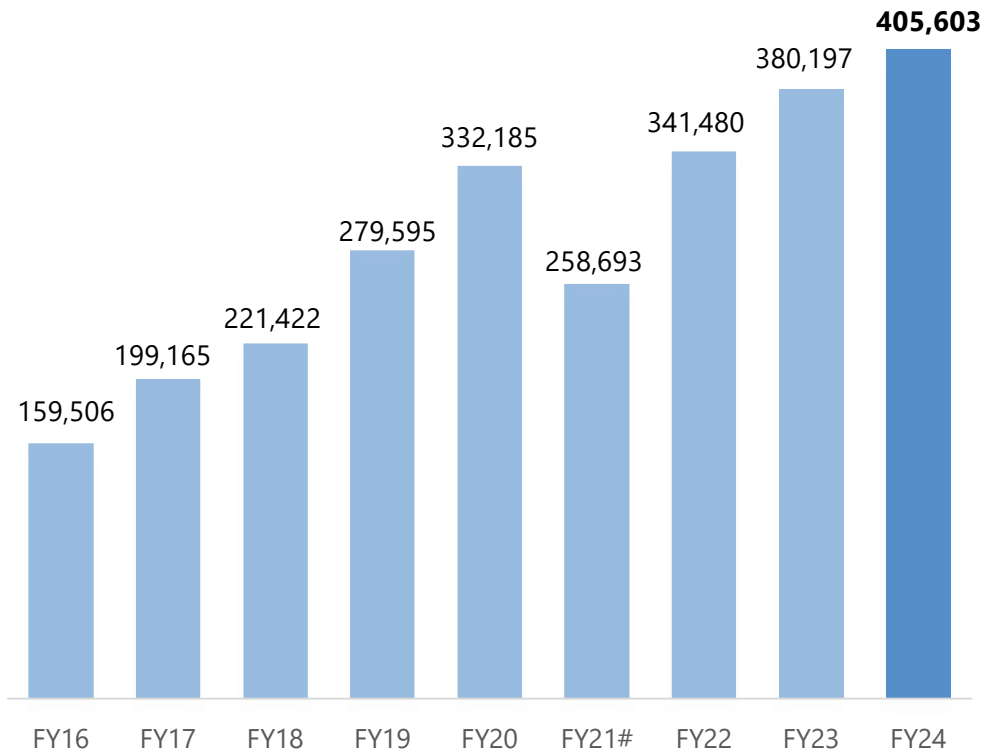
Cash & Bank Balances



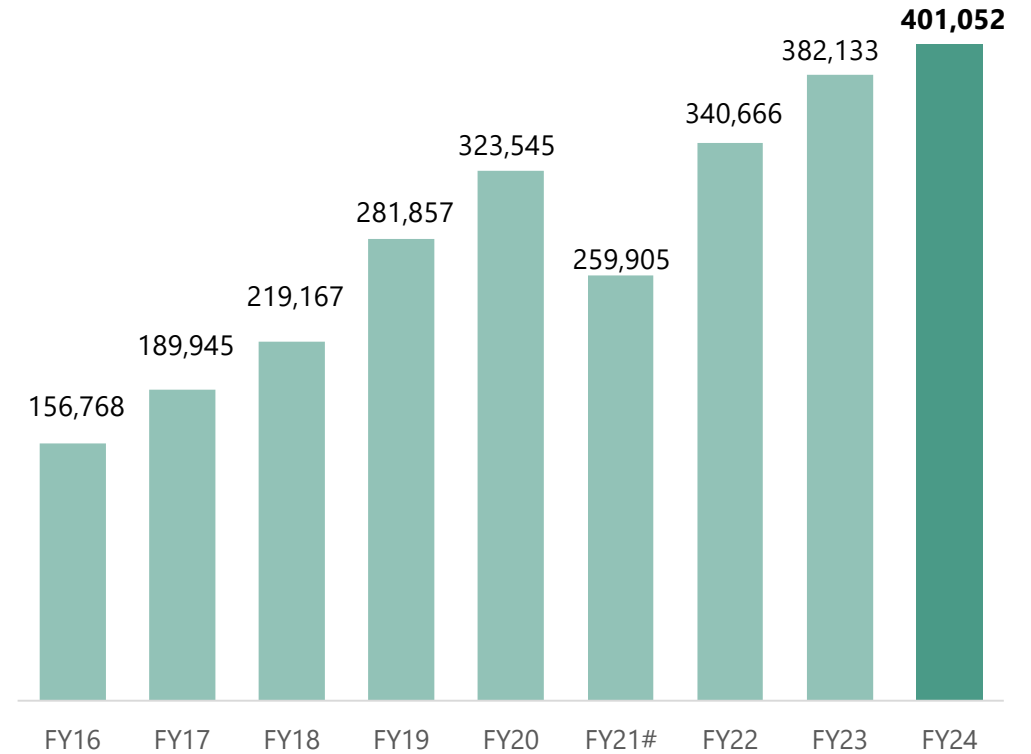
Click here for results

OPERATIONAL GROWTH

PRODUCTION (MT)



SALES (MT)



Due to national lockdown and COVID-19 restrictions, the plants were shut for almost 8 weeks and upon resumption, were permitted to operate at an initial capacity of 30%. With a gradual increase in production, the company has finally achieved yarn capacity utilization exceeding 90% in September 2020.

* Includes Job Work of 6,530MT (in FY16) and 10,487MT (in FY17)

INDUSTRY TRENDS



WORLD FIBRE PRODUCTION (2008-2021)

PRODUCTION CAPACITY (IN 1000MT)

FIBRES	2008	%	2021	%	CAGR	GROWTH
NATURAL FIBRES						
Raw Cotton	23,584	31.47	24,700	21.94	0.39	1,116
Other Natural Fibres	6,971	9.30	8,500	7.55	1.67	1,529
Total Natural	30,555	40.69	33,200	29.48	0.69	2,645
SYNTHETIC FIBRES						
Cellulose Fibres	3,464	4.62	7,200	6.39	6.29	3,736
Synthetic Fibres	41,081	54.82	72,200	64.12	4.81	31,119
Total Synthetic	44,545	59.44	79,400	70.52	4.93	34,855
Total	75,100	100	1,12,600	100	3.43	37,500

Polyester is the most widely used fibre worldwide. With an annual production of around 61 million tonnes, polyester's market share was approximately 54% of the global fibre production in 2021.

Rapidly changing fashion trends and modern living standards will drive the growth of high-end polyester fibres with high durability, quick-drying, and easy-to-clean properties. Polyester fibres are also exclusively used for sports and athleisure clothing due to their lightweight and moisture-wicking properties, further accelerating market growth.

93%

Growth in World Fibre Production in the last 13 years has come from Synthetic Fibres

GROWTH DRIVERS FOR INDIAN MMF INDUSTRY

1

SHIFT IN DEMAND TOWARDS MMF

The global textiles business is transitioning from cotton to man-made fibres (MMF) and technical textiles. To encourage this transformation, the Indian government has enacted a number of schemes and regulations, including the PLI scheme, the National Technical Textiles Mission (NTTM), and MITRA.

2

INCREASING ONLINE TREND

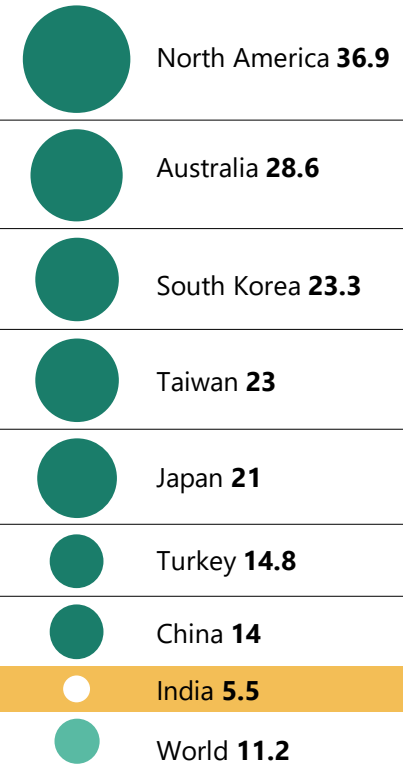
Low ticket sizes, deep discounts, the availability of a more comprehensive product range, and shopping festivals have all contributed to significant online sales in recent years. Moving forward, changing lifestyles combined with increased internet access among the general population would pave the way for a convenient and hassle-free online shopping experience, boosting demand in the textile sector.

3

LOWER THAN WORLD AVERAGE PER CAPITA FIBRE CONSUMPTION

India's per-capita fibre consumption is 5.5 kg, which is less than half the global average of 11 kg. The consumption of MMF in the country (56%) is lower than the global average (69%) and that of developed countries, indicating a huge potential for MMF in the country.

PER-CAPITA CONSUMPTION OF ALL FIBRES (IN KGS)



POLICY INITIATIVES

7 Mega Textile Parks

The government has approved setting up seven mega textile parks under the PM-MITRA scheme at a total outlay of INR4,445 crore, with an intension to generate about one lakh direct and two lakh indirect jobs per park.

₹10,683 Cr - PLI

The Union Cabinet in September approved the production linked incentive (PLI) scheme of INR10,683 crores for the textile sector to promote the production of high value Man-Made Fibre (MMF) fabrics, garments, and technical textiles.

The Government of India has taken several strategic steps to boost the manufacturing of man-made fibres in India

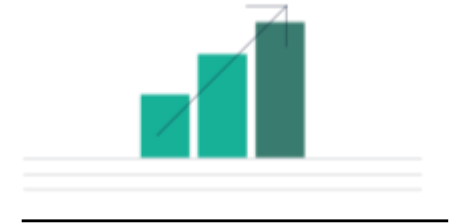
Introduced a minimum value addition norm of 35% on textile products coming in India at zero duty from countries covered under FTA



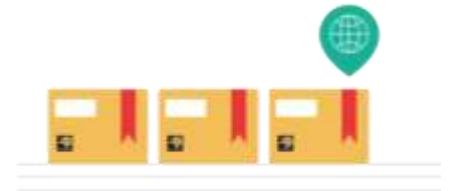
Included synthetic yarns under the RoDTEP scheme



Abolished anti-dumping duty on PTA



Imposed an increase in duty from 10% to 20% on around 300 textile products



The image features a teal background with stylized illustrations of plants and a black circle containing the text "GROWTH WITH PURPOSE". The plants are depicted in various shades of teal and white, with some having red highlights. The text is in a bold, white, sans-serif font.

**GROWTH WITH
PURPOSE**

BEING A RESPONSIBLE CORPORATE CITIZEN



Prioritising Recycling

After undertaking research activities and successful lab trials to develop a scalable way to recycle polyester waste including textile waste, we set up a pilot plant with a capacity of 1.5 tonnes/ day. This pilot plant helped us optimise the process parameters for scaling operations and now, we are planning to set up facilities for manufacturing recycling chips with a capacity of 20,000 MTPA.

Focus on Renewable Energy

We currently source power from rooftop solar power plants at both its plants, with 1 MW at Dahej and 0.91 MW at Dadra as well as 0.9 MW from a 3rd party hybrid wind solar plant. Committed to further reducing our carbon emissions, we are also procuring renewable energy from a hybrid wind and solar power plant with a capacity of 10.8 MW in Gujarat. In order to take advantage of the recently developed inter-state transmission system, we have entered into an agreement to procure power from a solar power plant of 19.5 MW in Rajasthan.

Environment Conservation

We recycle our packaging materials, paper tubes and wooden pallets. In addition, to do our bit towards environment conservation, we use a composite food waste machine that produces fertilizer from the canteen food waste. This is then used to maintain the green cover outside and inside our premises. We also treat our effluent water in the plant and reuse it for non-drinking purposes, thus following a zero liquid discharge policy.

GROWING WITH OUR COMMUNITIES

We have always prioritized sustainability and social responsibility as much as the business. We continue to fulfil our role as a responsible corporate citizen by investing in a range of initiatives that target the current needs of the local communities as well as their future development.

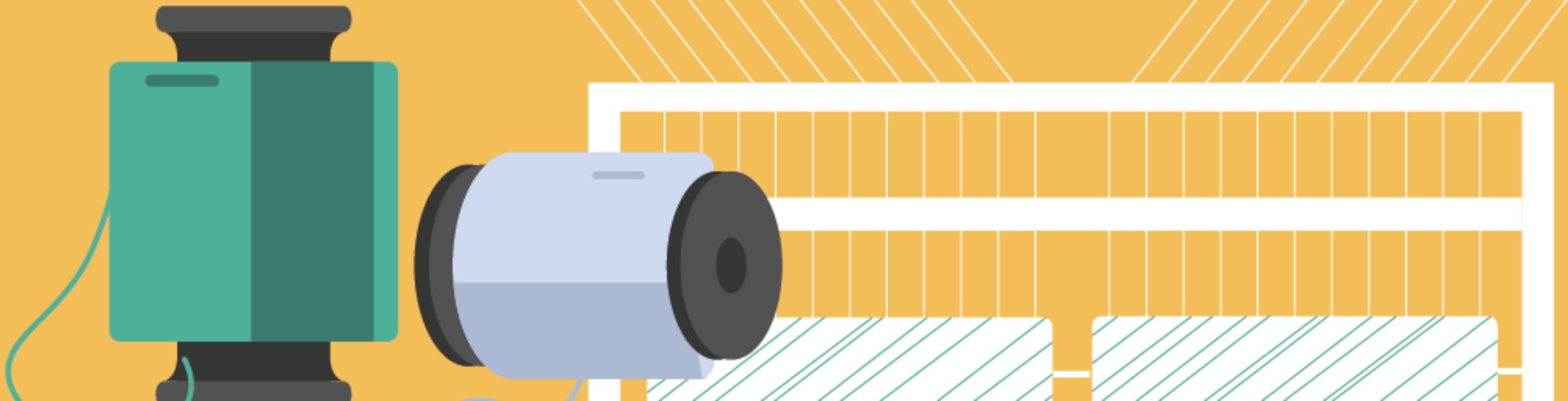
**SUPPORTING
THOSE IN NEED
DURING THE
PANDEMIC**



**EMPOWERING
COMMUNITIES**



COMPANY OVERVIEW



COMPANY OVERVIEW

Filatex India Limited is among the country's leading manufacturers of Polyester Filament Yarn focused on capitalising synergies created through its integrated business model.

Driven by capable leadership, the Company remains focused on increasing capacities, widening its reach, maximizing efficiency, allocating capital effectively, and ensuring sustainability.

A+ & A1+

Latest long term & short term Credit Rating

45

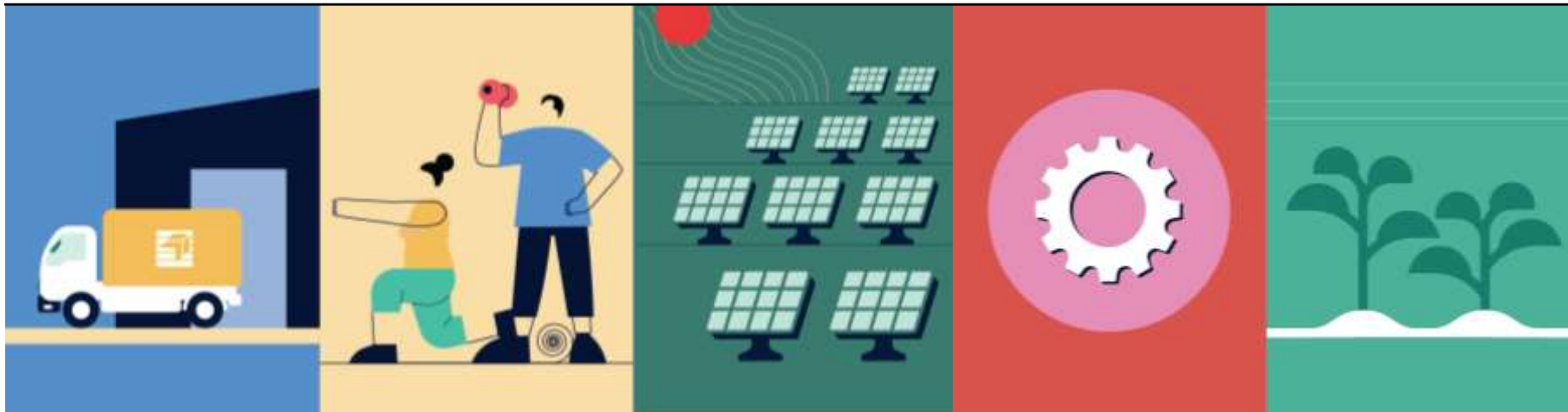
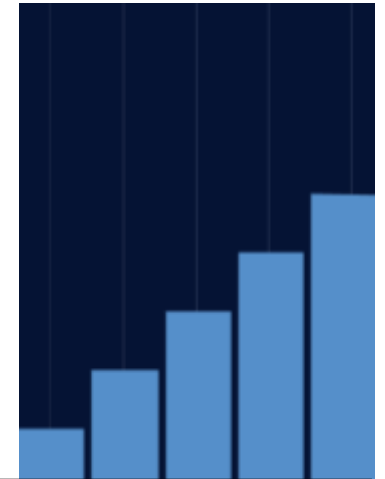
Presence in 45 countries across 5 continents

2500+

Team members embracing the culture of integrity and delivering value

2

manufacturing units state of the art with integrated manufacturing operations



30+ Years

Experience in manufacturing yarn

4,01,040 MT

Annual manufacturing capacity

PRODUCTION CAPACITIES

ANNUAL PRODUCTION CAPACITIES FY24 (IN MT)

<i>PARTICULARS</i>	<i>PRODUCTION</i>	<i>CAPTIVE USE</i>	<i>NET CAPACITY</i>
Polyester Chips	52,200	43,200	9,000
Polyester POY	2,57,400	1,64,100	93,240
Polyester FDY	1,31,400	1,080	1,30,320
Polyester DTY	1,64,160	1,080	1,63,080
Polypropylene	5,400	2,160	3,240
Narrow Woven Fibres	2,160	0	2,160
Total	6,12,720	2,11,680	4,01,040

4,01,040 Tonnes
Total Capacity

■ Polyester Chips ■ Polyester FDY
■ Polyester POY ■ Polypropylene
■ Polyester DTY ■ Narrow Woven Fibres

OUR PRODUCTS

POLYESTER CHIPS: Industrial intermediate product used to manufacture Polyester yarns.

FULLY DRAWN YARNS /FDY: Fully drawn polyester filament yarn is directly used for producing all kinds of fabrics specially for children and ladies.

POLYPROPYLENE MULTIFILAMENT CRIMP YARNS: In different shades and deniers, PP yarns are being used for Socks, Under Garments and Sports Wear.

POLYESTER PARTIALLY ORIENTED YARNS /POY: Intermediate product which post texturizing is used for knitting & weaving different kinds of fabrics.

DRAWN TEXTURED YARNS/ DTY: Produced by drawing & heating POY through a texturing process. It is used for manufacturing fabrics for multiple applications.

NARROW WOVEN FABRICS: Used in manufacture of Carpets, Rugs, Tapes, Ribbons and Zippers



2024

- Polyester Chips
- Polyester POY
- Polyester DTY
- Polyester FDY
- Polypropylene
- Narrow Woven Fibres

CATERING TO DIVERSE END-USERS

1

Apparel



2

**Women Wear
& Inner Wear**



3

**Home Textiles
& Furnishings**



4

**Athleisure &
Outerwear**



5

Industrial



6

**Healthcare
& Medtech**



DISCLAIMER

This investor presentation has been prepared by Filatex India Limited and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements", including those relating to the general business plans and strategy of Filatex India Limited, its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as 'will', 'expected to', 'horizons of growth', 'strong growth prospects', etc., or similar expressions or variations of such expressions. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. Filatex India Limited may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner.





FILATEX INDIA LIMITED

BHAGERIA HOUSE, 43 Community Centre,
New Friends Colony, New Delhi –110025

P: +91-11-26312503

E: ir@filatex.com

BSE: 526227 | **NSE:** FILATEX

ISIN: INE816B01035

CIN: L17119DN1990PLC000091

www.filatex.com