



FIL/SE/2023-24/41
12th February, 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 – February 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 – February 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

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Filatex India Limited



Investor Presentation



FEBRUARY 2024



INSIDE THE PRESENTATION

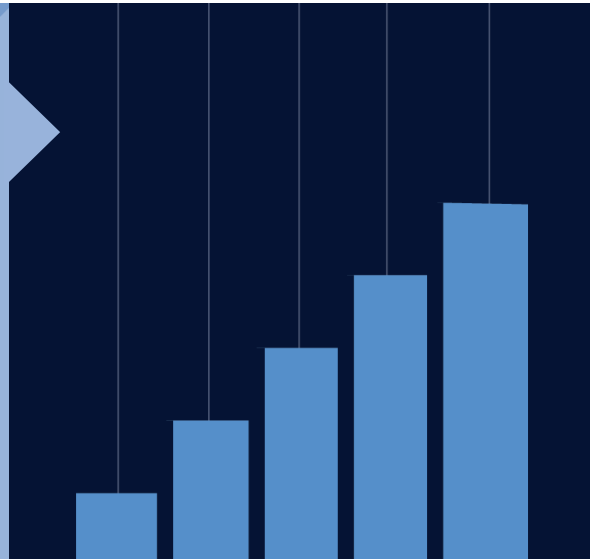
FINANCIAL & OPERATIONAL HIGHLIGHTS

pg.03



INDUSTRY TRENDS

pg.09



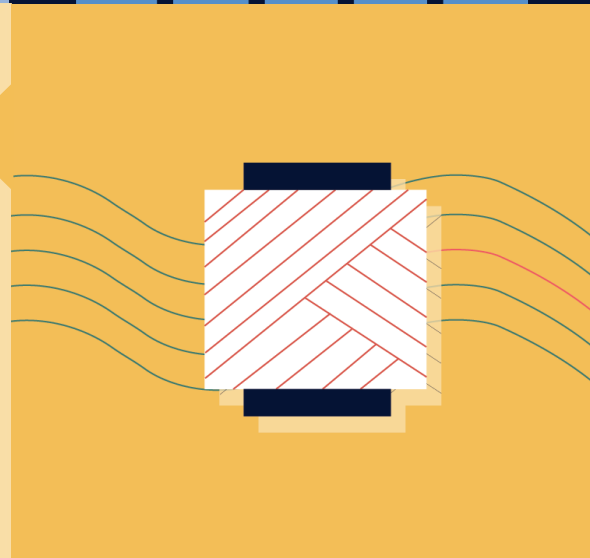
GROWTH WITH PURPOSE

pg.13

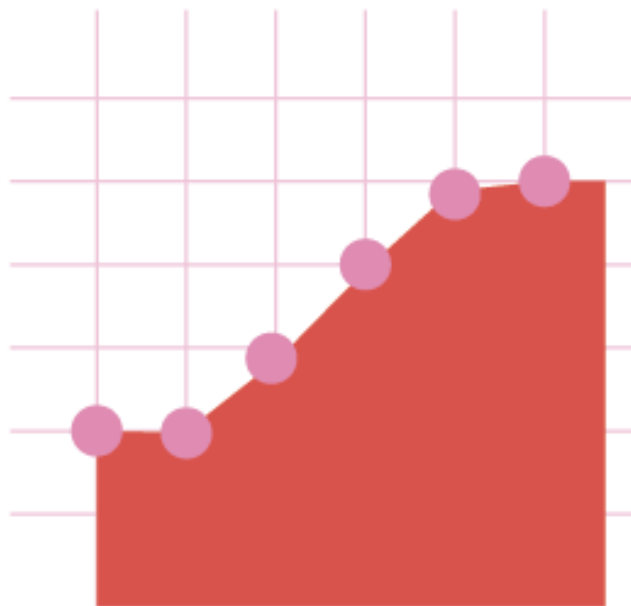


COMPANY OVERVIEW

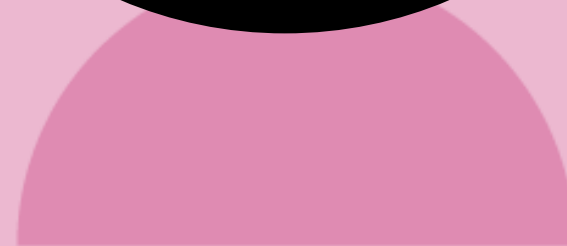
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FINANCIAL & OPERATIONAL HIGHLIGHTS



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KEY MESSAGE



“The Government of India implemented QCO on polyester yarn which mainly includes fully drawn yarn (FDY) and partially oriented yarn (POY) to establish quality standards and restrict the import of inferior products. The Bureau of Indian Standards (BIS) plays a crucial role in ensuring compliance with the quality standards set in the QCO by certifying products that meet the prescribed standards for both domestic and international manufacturers.

Post BIS implementation, import of polyester yarn witnessed a decline of nearly 60% in the month of November 2023 as compared to November 2022. We expect to see a further reduction in polyester yarn imports in the coming months. However, The Indian textile industry is grappling with a flood of cheaper knitted fabric from China, which is hurting all the yarn manufacturers, weavers and processors. The volume of import is unprecedented and through various Industry forum the matter has been taken up with Government Officials.”

MADHU SUDHAN BHAGERIA
Chairman & Managing Director

QUARTERLY PROFIT AND LOSS STATEMENT

SUMMARY OF PROFIT & LOSS STATEMENT

(Rs. in Crores)

KEY PERFORMANCE METRICS 108	Q3FY24	Q2FY24	Q3FY23	QoQ	YoY
Revenue from operations	1,082.95	1,107.84	1,070.38	(2.25%)	1.17%
Other Income	2.86	3.26	(6.30)	(12.27%)	
Total Income	1,085.81	1,111.10	1,064.08	(2.28%)	2.04%
EBITDA	74.74	53.38	44.44	20.12%	68.18%
EBITDA Margin (%)	6.90%	4.82%	4.15%		
Finance cost	11.48	7.47	15.98	53.68%	(28.16%)
Depreciation and amortisation expenses	18.39	18.13	17.91	1.43%	2.68%
Profit after tax	35.10	23.10	2.74	51.95%	1181.02%

₹ 1,082.95 Cr

Revenue

₹ 74.74 Cr

EBIDTA

₹ 35.10 Cr

Profit after Tax



[Click here for results](#)

OPERATIONAL METRICS

The demand for Polyester yarn was robust and we achieved high levels of production and sales in this quarter while utilizing close to 100% of our capacities.

Q3Y24 vs Q2FY24 (QoQ)

102,924 MT
Production

100,745 MT
Sales

103,306 MT
Production

103,677 MT
Sales

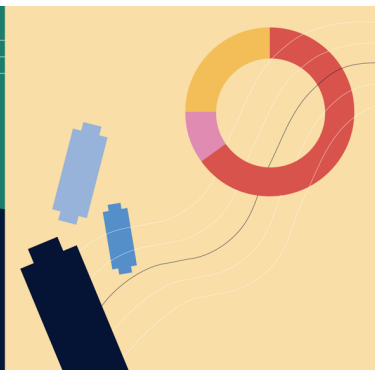
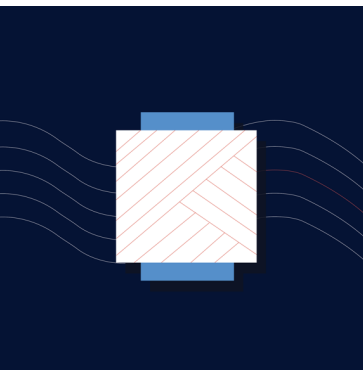
Q3FY24 vs Q3FY23 (YoY)

102,924 MT
Production

100,745 MT
Sales

99,968 MT
Production

100,468 MT
Sales



NINE MONTHS PROFIT AND LOSS STATEMENT

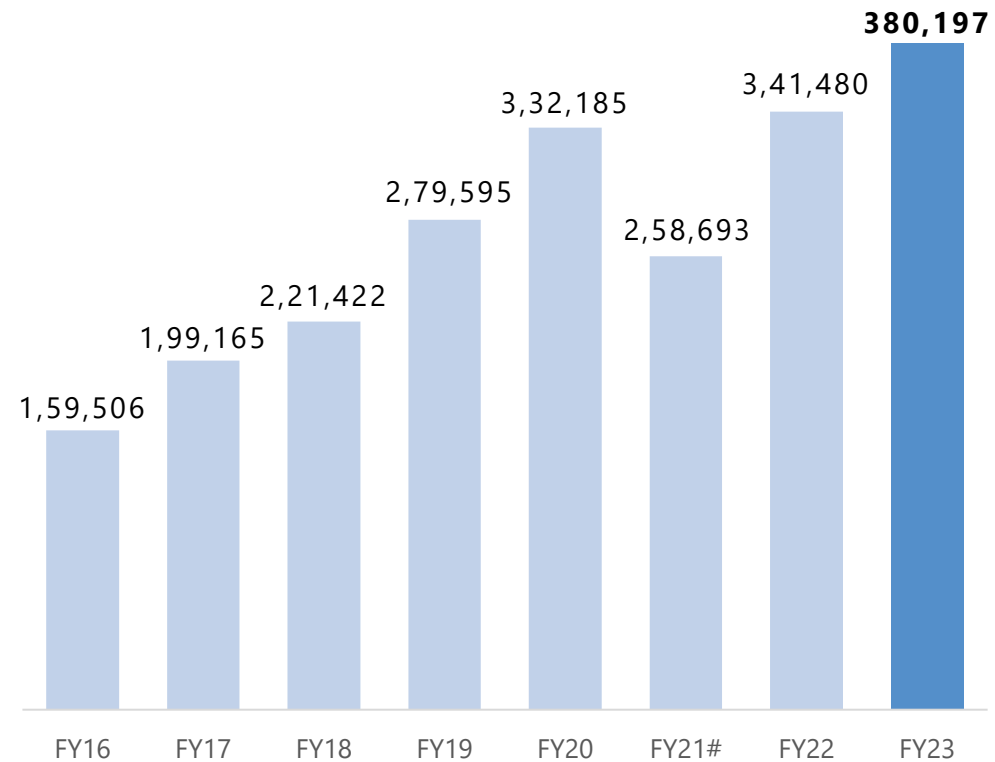
SUMMARY OF PROFIT & LOSS STATEMENT

(Rs. in Crores)

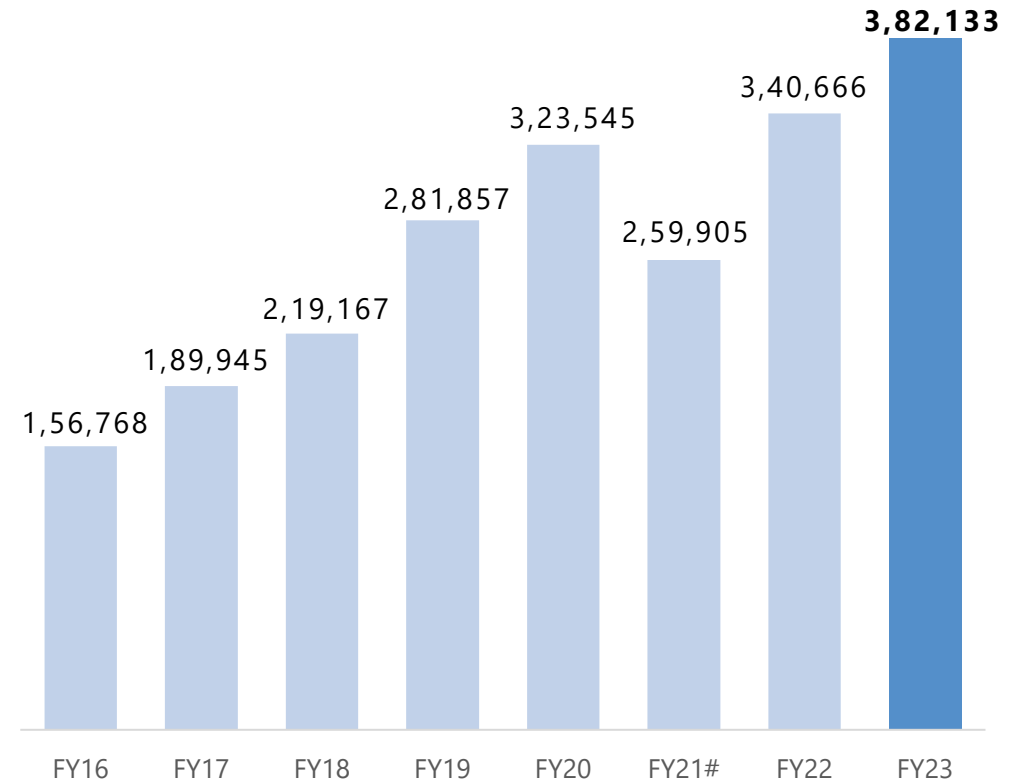
KEY PERFORMANCE METRICS	9MFY24	9MFY23	YoY	
Revenue from operations	3260.06	3257.09	0.1%	₹ 3,260.06 Cr Revenue
Other Income	7.44	17.09	(56.47%)	
Total Income	2184.55	2203.80	(0.87%)	₹ 173.25 Cr EBIDTA
EBITDA	173.25	165.01	5.0%	
EBITDA Margin (%)	5.31%	5.07%		₹ 75.85 Cr Profit after Tax
Finance cost	25.94	28.00	(7.36%)	
Depreciation and amortisation expenses	54.40	50.97	6.73%	
Profit after tax	75.85	71.31	6.37%	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

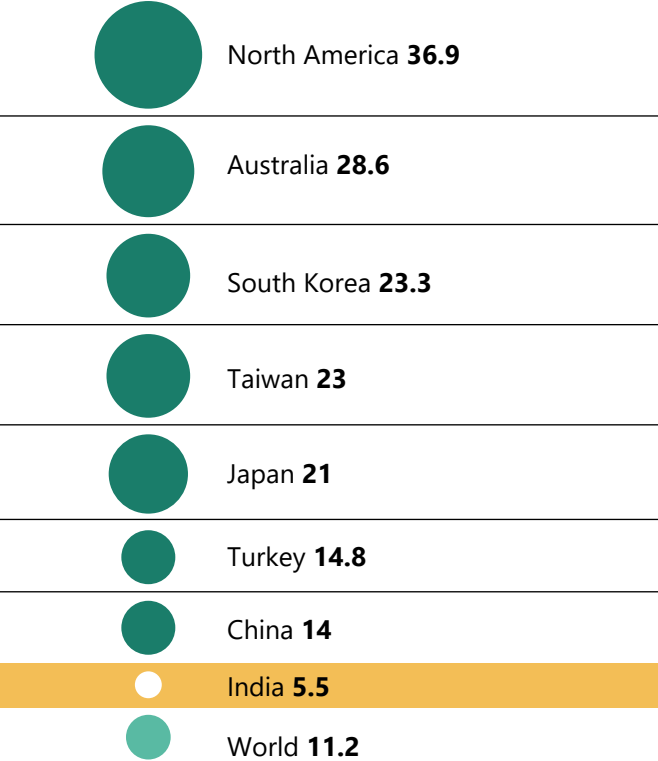
Low ticket sizes, deep discounts, the availability of a more comprehensive product range, and shopping festivals have all contributed to significant online sales in recent years. Moving forward, changing lifestyles combined with increased internet access among the general population would pave the way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

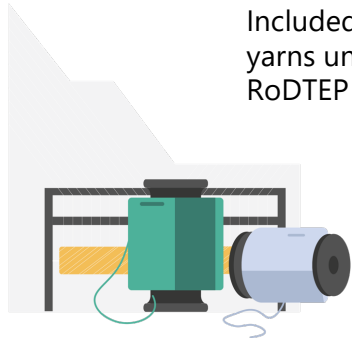
The Union Cabinet in September approved the production linked incentive (PLI) scheme of INR10,683 crores for the textile sector to promote the production of high value Man-Made Fibre (MMF) fabrics, garments, and technical textiles.

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

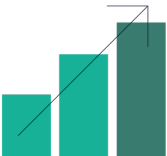
Introduced a minimum value addition norm of 35% on textile products coming in India at zero duty from countries covered under FTA



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

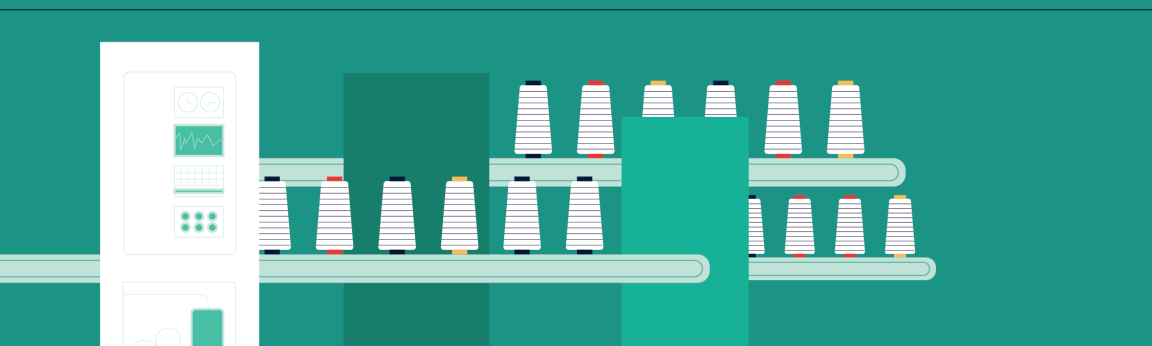
After undertaking research activities and successful lab trials to develop a scalable way to recycle polyester waste including textile waste, we set up a pilot plant with a capacity of 1.5 tonnes/ day. This pilot plant helped us optimise the process parameters for scaling operations and now, we are planning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



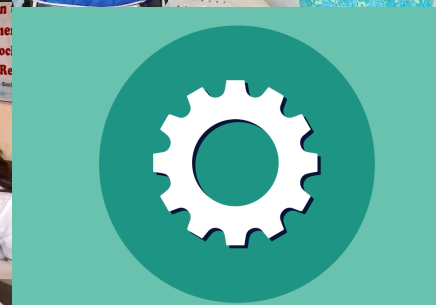
GROWING WITH OUR COMMUNITIES

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.

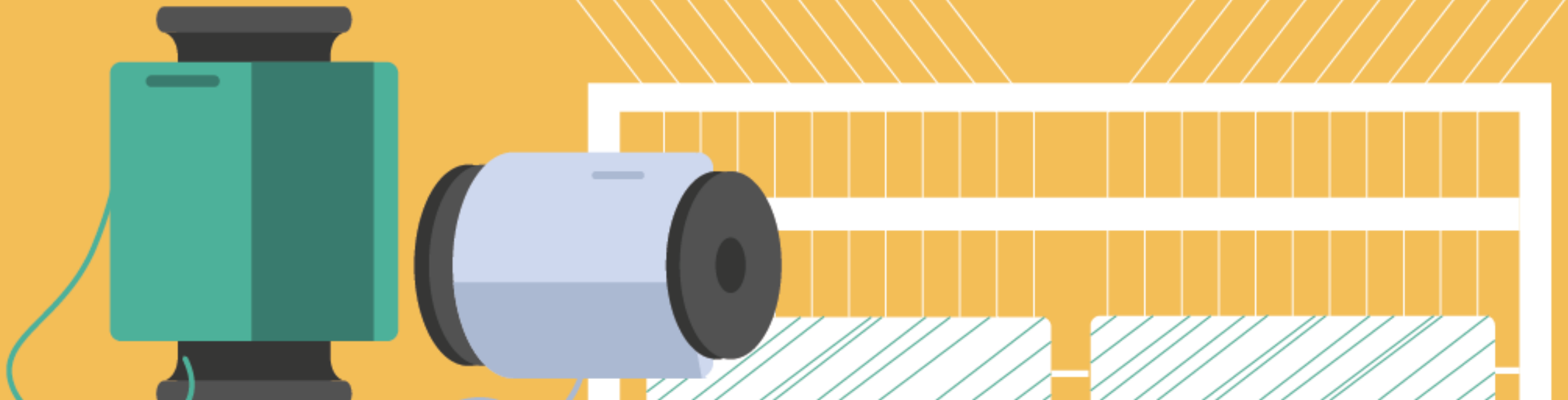
**SUPPORTING
THOSE IN NEED
DURING THE
PANDEMIC**



**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.

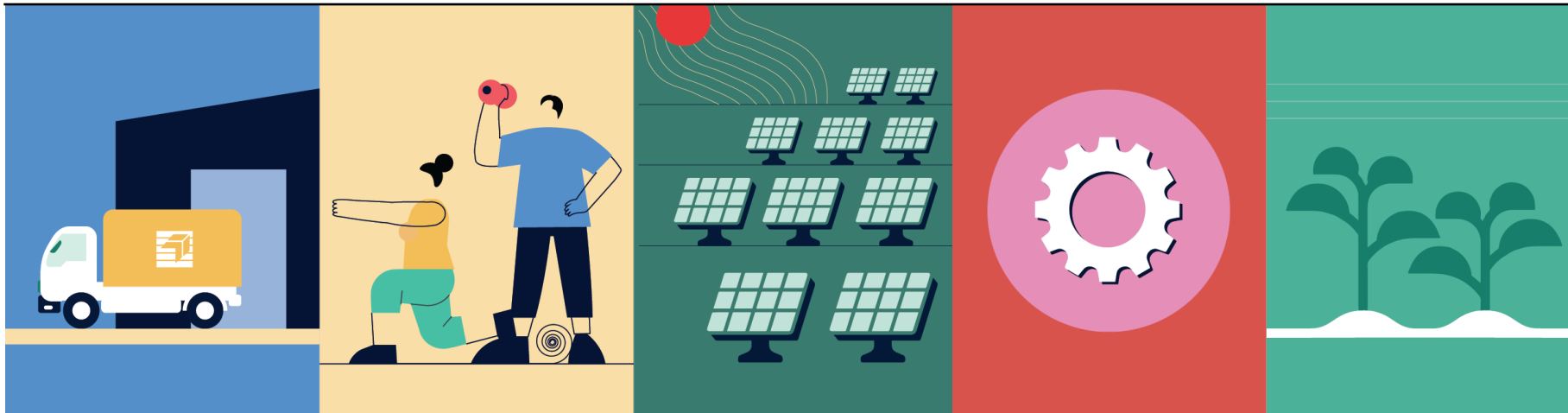
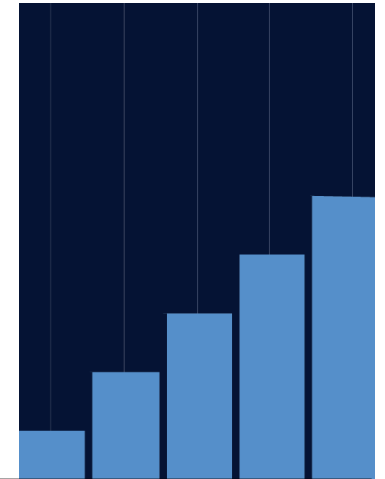
Driven by capable leadership, the Company remains focused on increasing capacities, widening its reach, maximizing efficiency, allocating capital effectively, and ensuring sustainability.

A+ | A1+
 Latest Credit Rating
 (Long & Short Term)

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

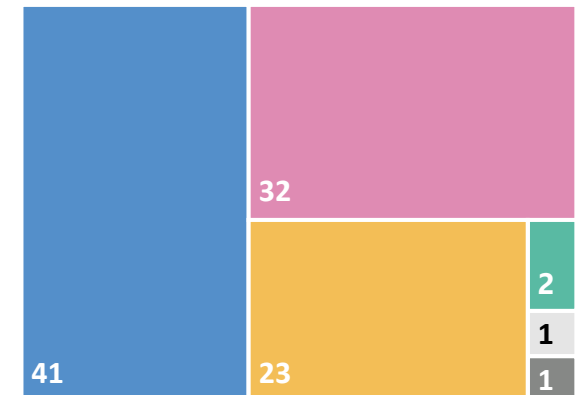
4,01,040 MT
 Annual manufacturing
 capacity

PRODUCTION CAPACITIES

ANNUAL PRODUCTION CAPACITIES FY24 (IN MT)

PARTICULARS	PRODUCTION	CAPTIVE USE	NET CAPACITY
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.

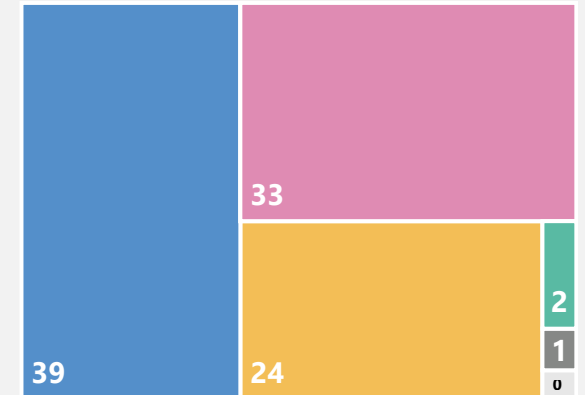
POLYESTER PARTIALLY ORIENTED YARNS /POY: Intermediate product which post texturizing is used for knitting & weaving different kinds of fabrics.

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



2023



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

CATERING TO DIVERSE END-USERS

1

Apparel



2

Women Wear & Inner Wear



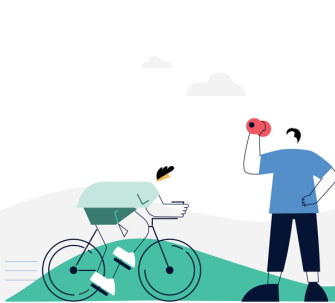
3

Home Textiles & Furnishings



4

Athleisure & Outerwear



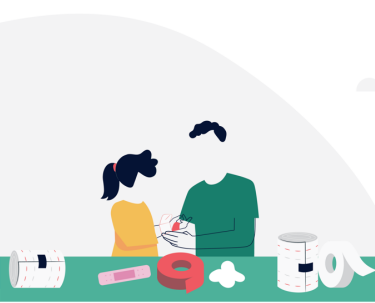
5

Industrial



6

Healthcare & Medtech



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