



Fiberweb (India) Limited

Manufacturers of : Spunbond Nonwoven Fabrics

20th December, 2017

Dy. General Manager (Corporate Relation Dept.),
The Bombay Stock Exchange Ltd.,
1st Floor, New Trading Ring, Rotunda Bldg.,
P.J. Towers, Dalal Street, Fort,
MUMBAI – 400 001.

Dear Sir,

We enclose herewith a Revised Presentation as per regulation 30 of SEBI (listing obligations & Disclosure requirements) Regulation 2015.

Kindly take note of the same.

Thanking you

Yours faithfully,
For FIBERWEB (INDIA) LIMITED


Pravin V. Sheth
Chairman & Managing Director
DIN: 00138797



Encl: As above

Product is manufactured in the plant, where the Management system is certified for ISO 9001:2008, 14001:2004, OHSAS 18001:2007

Mumbai : "KIRAN", Ground Floor, 128 Bhaudaji Road, Matunga, Mumbai - 400019.
Phone : 91 (22) 2404 4855 / 76 / 2408 2689 / 90 Fax : 91 (22) 2404 4853
Regd. Office: Airport Road, Kadaiya, Nani Daman, (U.T.) - 396 210.
& Works Phone : 91 (260) 222 0766/0458/1458/1858/0958 Fax : 91(260) 2220758
E-mail : fiberweb@vsnl.net, fiberweb@fiberwebindia.com
Website : fiberwebindia.com



ISO9001:2008, 14001:2004, OHSAS18001:2007

CIN NO. L25209DD1985PLC004694

Fiberweb (India) Limited

Q2 & H1 FY18 Result Update Presentation

December 2017



This presentation has been prepared by Fiberweb (India) Limited (the “Company”) solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



➤ **Chairman's Message**



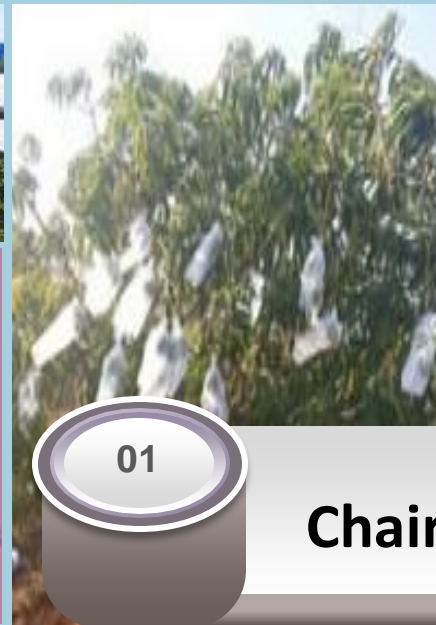
➤ **Consolidated Quarterly & Half Yearly Financial Highlights**



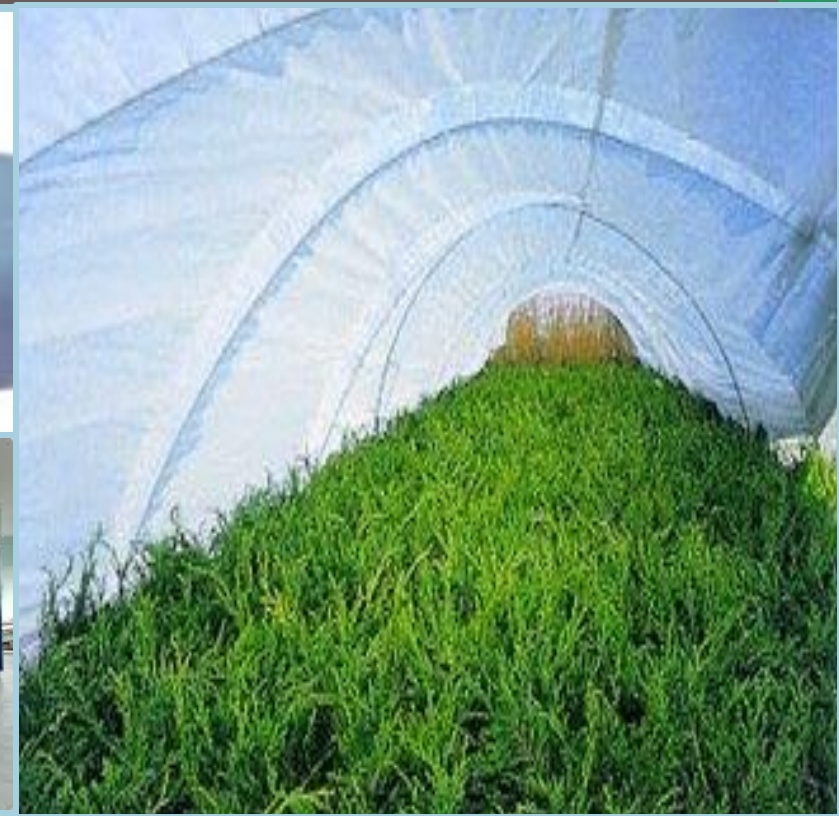
➤ **Consolidated Annual Financial Highlights**



➤ **Company Overview**



Chairman's Message





Commenting on the quarterly results, Mr. Pravin Sheth, Chairman and Managing Director, Fiberweb (India) Limited said :

"This second quarter of financial year FY18, we have registered a fantastic revenue growth of over 180% and our overall profit has also shown a tremendous increase of over 200%. With new capacity kicking in and commencement of production of Melt-Blown product, we expect this financial year to be fantastic. This second quarter financial numbers are historical and extraordinary in history of our Company. We have been witnessing strong traction in demand from USA market. This has been possible on the back of our focus on delivering quality products and abiding with the committed deliverables.

At the same time our efforts towards development of new and innovative products has been successfully helping us to bag new orders and grow our business. The demand being witnessed by us, is coming in from various industries across the globe. The quarter gone by, we executed a number of orders for well-known and highly reputed USA based distributors. We currently have a very healthy order book position. At the same time, we are also witnessing a healthy uptick in enquiries for our existing as well as new products.

Our client base are Fortune 500 Companies of USA and due to non-disclosure agreement we are unable to share the names.

On the capacity enhancement front, the melt blown machinery has already been set up at our Daman facility and will be operational in November 2017.

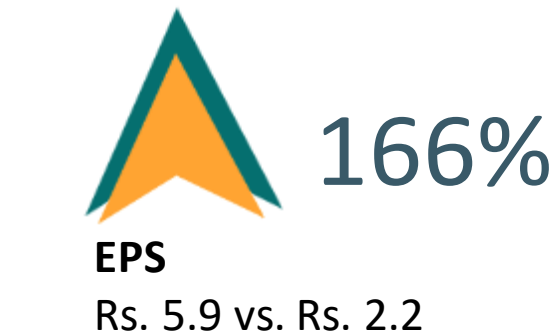
I thank the entire team of 'FIBERWEB' for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, whose support and faith in our Company has given us the determination and ambition to go from strength to strength."



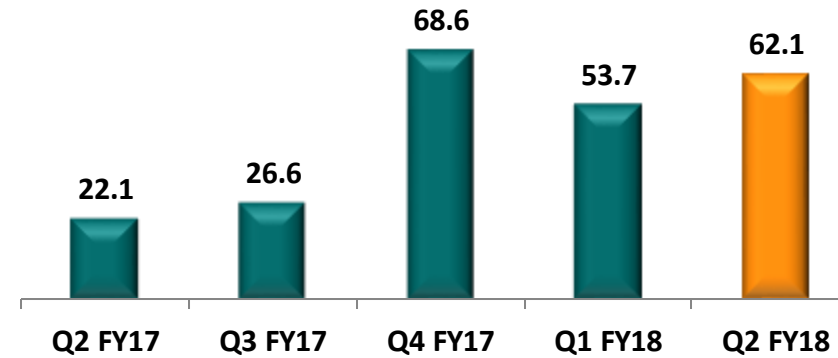
02

Consolidated Quarterly & Half Yearly Financial Highlights

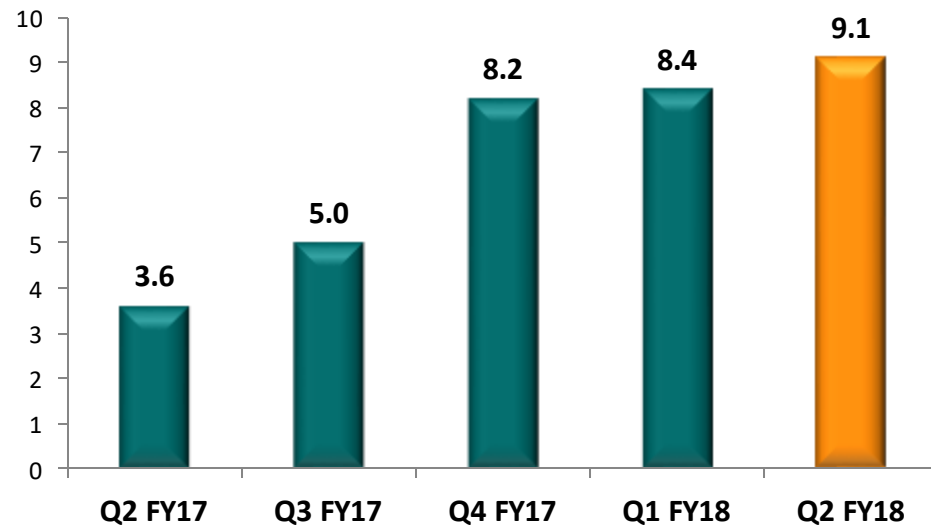
Quarterly Financial Highlights – Q2 FY18 Vs. Q2 FY17



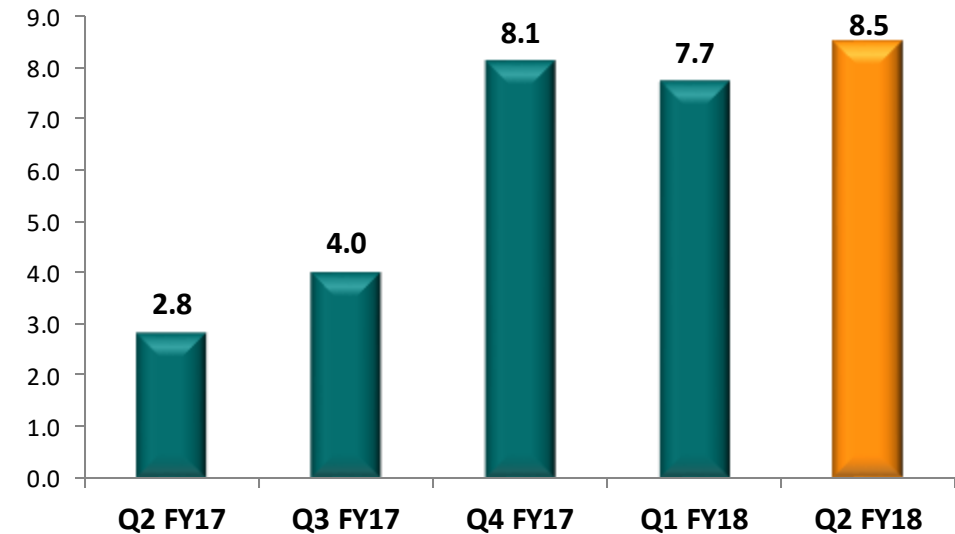
Revenue (Rs. Crore)



EBITDA (Rs. Crore)



PAT (Rs. Crore)



Quarterly Profitability Highlights – Q2 FY18

Rs. Crore	Q2 FY18	Q2 FY17	YoY %	Q1 FY18	QoQ %
Total Income from Operations	62.1	22.1	181.6%	53.7	15.7%
Raw Materials	48.2	14.7		41.6	
Employee Cost	1.2	1.0		1.0	
Other Cost	3.6	2.7		2.7	
Total Expenditure	53.0	18.4		45.3	
EBITDA	9.1	3.6	151.6%	8.4	8.3%
Interest	0.0	0.00		0.0	
Depreciation	0.8	0.8		0.8	
Other Income	0.2	0.0		0.0	
Exceptional Item	0.0	0.0		0.0	
Profit Before Tax	8.5	2.8		7.7	
Tax	0.0	0.0		0.0	
Profit After Tax	8.5	2.8	202.8%	7.7	11.2%
EPS (Rs.)	5.9	2.2	166.4%	5.7	3.8%



Revenue

Rs. 115.8 cr



EBTIDA

Rs. 17.5 cr



PAT

Rs. 16.2 cr



EPS

Rs. 11.7 vs. Rs. 4.1

Half Yearly Profitability Highlights – H1 FY18

Rs. Crore	H1 FY18	H1 FY17	YoY %
Total Income from Operations	115.8	35.1	230.3%
Raw Materials	89.9	20.2	
Employee Cost	2.2	2.0	
Other Cost	6.2	6.2	
Total Expenditure	98.3	28.5	
EBITDA	17.5	6.6	165.3%
Interest	0.0	0.0	
Depreciation	1.5	1.6	
Other Income	0.2	0.1	
Exceptional Item	0.0	0.0	
Profit Before Tax	16.2	5.1	
Tax	0.0	0.0	
Profit After Tax	16.2	5.1	215.3%
EPS (Rs.)	11.7	4.1	186.5%

Half Yearly Balance Sheet Highlights – As on 30th Sep'17



Rs. Crore	As on 30 th Sep'17
Shareholder's Funds	123.5
Share Capital	14.4
Reserves & Surplus	109.1
Non-current liabilities	0.00
Long term borrowings	0.0
Defer Tax liabilities	0.0
Current liabilities	89.0
Short Term Borrowings	0.0
Trade Payables	88.4
Short-term provisions	0.6
Total Equities & Liabilities	212.5

Rs. Crore	As on 30 th Sep'17
Non-current assets	76.7
Fixed assets	37.3
Capital work in progress	33.4
Long-term loans & advances	6.0
Current assets	135.8
Inventories	14.1
Trade receivables	111.3
Cash & Cash equivalents	10.2
Short-term loans & Advances	0.2
Total Assets	212.5



03

Consolidated Annual Financial Highlights



Revenue
Rs. 130.4 cr



EBTIDA
Rs. 20.0 cr



EBITDA Margin
15.3%



PAT
Rs. 17.2 cr

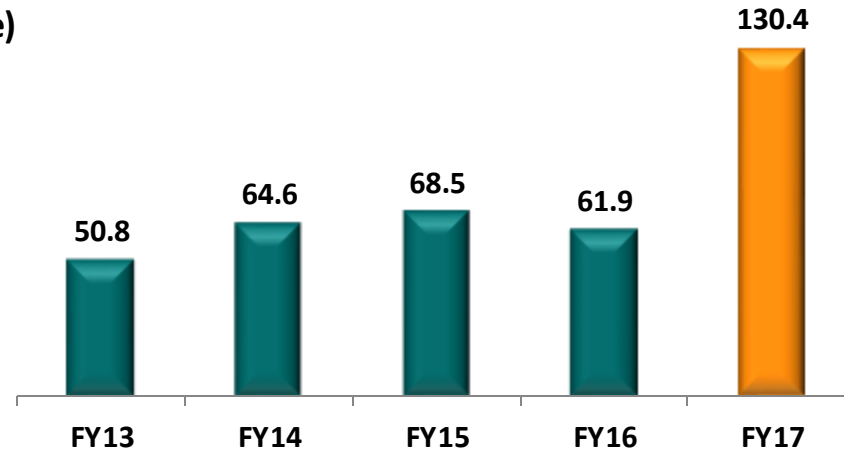


PAT Margin
13.2%

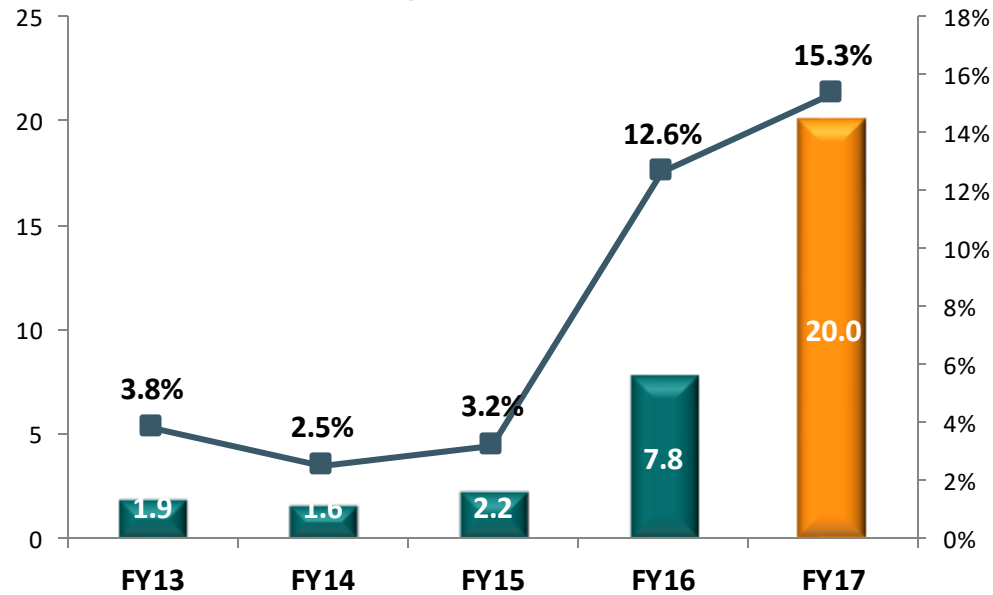


EPS
Rs. 13.7 vs. Rs. 6.3

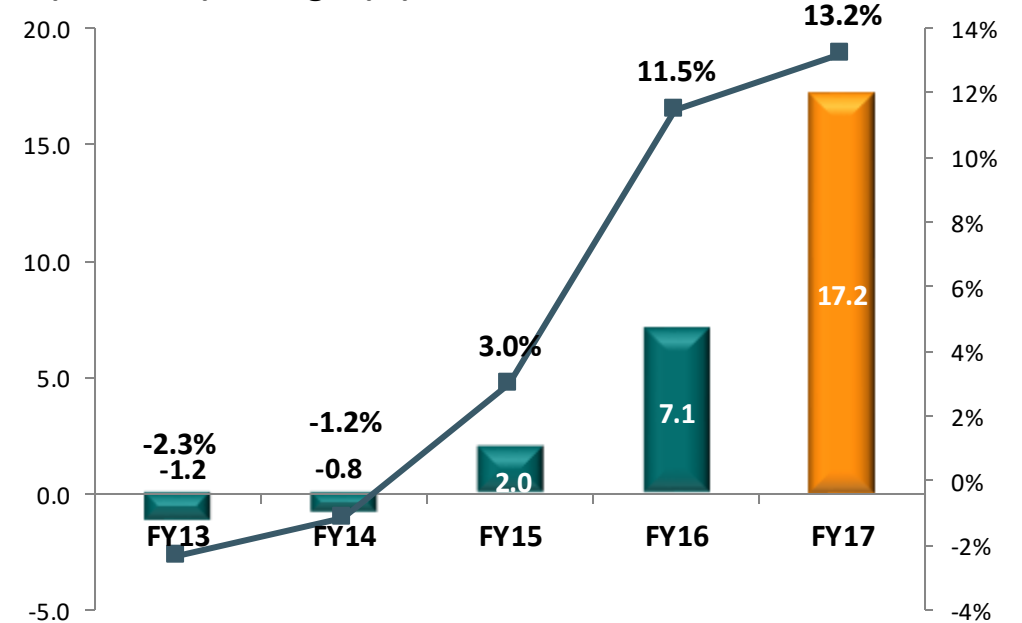
Revenue (Rs. Crore)



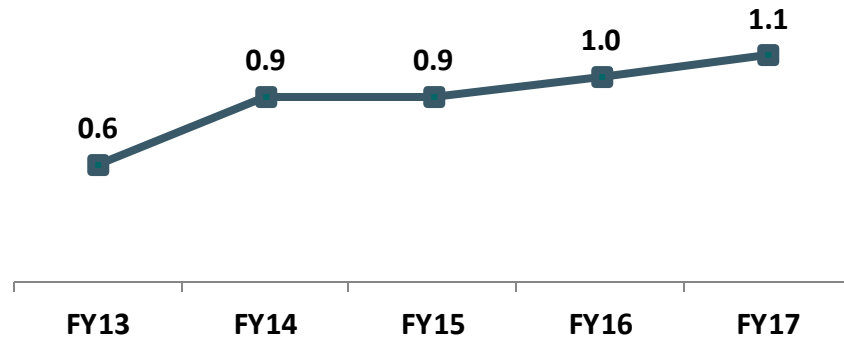
EBITDA (Rs. Crore) / Margin (%)



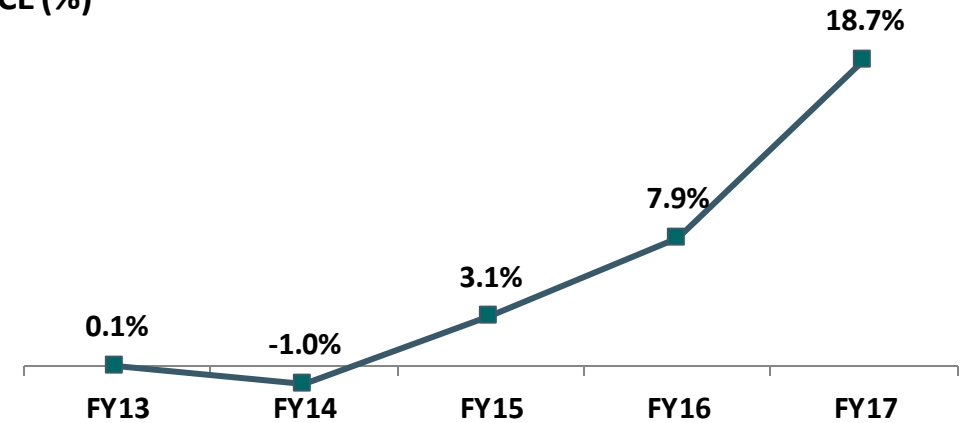
PAT (Rs. Crore) / Margin (%)



Total Asset Turnover (x)



RoCE (%)



Networth Turned Positive in FY17 – Rs. 92 Crore

RoE Stands at 19%

Annual Profitability Highlights

Rs. Crore	FY17	FY16	YoY %
Total Income from Operations	130.4	61.9	110.5%
Raw Materials	91.9	34.8	
Employee Cost	4.3	4.2	
Other Cost	14.2	15.2	
Total Expenditure	110.4	54.1	
EBITDA	20.0	7.8	154.7%
EBIDTA Margin (%)	15.3%	12.6%	265bps
Interest	0.0	0.0	
Depreciation	2.7	3.2	
Other Income	0.0	0.0	
Exceptional Item	0.0	2.5	
Profit Before Tax	17.2	7.1	
Tax	0.0	0.0	
Profit After Tax	17.2	7.1	142.4%
PAT Margin (%)	13.2%	11.5%	174bps
EPS (Rs.)	13.7	6.3	116.1%

- Better realization on account of higher contribution from value added products
- Commencement of the Dubai Subsidiary adding to the Topline
- Increasing proportion of higher margin converted products leading to better profitability

Balance Sheet Highlights – As on 31st March'17



Rs. Crore	As on 31 st Mar-17	As on 31 st Mar-16
Shareholder's Funds	92.1	-44.7
Share capital	13.3	12.6
Reserves & Surplus	78.8	-57.3
Capital Reserves	0.0	0.0
Money received against warrants	0.3	0.0
Non-current liabilities	0.0	103.4
Long term borrowings	0.0	103.4
Defer Tax liabilities	0.0	0.0
Other Long-Term liabilities	0.0	0.0
Long-Term Provisions	0.0	0.0
Current liabilities	25.3	3.1
Short Term Borrowings	0.0	0.1
Trade Payables	24.8	2.4
Other Current liabilities	0.1	0.1
Short-term provisions	0.5	0.4
Total Equities & Liabilities	117.7	61.8

Rs. Crore	As on 31 st Mar-17	As on 31 st Mar-16
Non-current assets	45.8	42.5
Fixed assets	38.8	40.9
Non-current Investments	0.0	0.0
Long-term loans & advances	6.9	1.6
Other non-current assets	0.0	0.0
Current assets	71.9	19.3
Current investments	0.0	0.0
Inventories	10.5	7.5
Trade receivables	39.6	5.3
Cash & Cash equivalents	21.5	6.4
Short-term loans & Advances	0.3	0.1
Other Current Assets	0.0	0.0
Total Assets	117.7	61.8



04

Company Overview



Pioneer and amongst leading players in manufacturing of Spun bond non Woven Fabric in India

- Commissioned 3,000 MT of Meltblown fabric in Nov'17

100% Export Oriented Unit

- Over 70% Revenues from Exports
- 



Strong focus on Quality

- International accreditations and certifications -ISO 9001-2008, 14001-2004, OHSAS 18001:2007, Intertek and UKAS

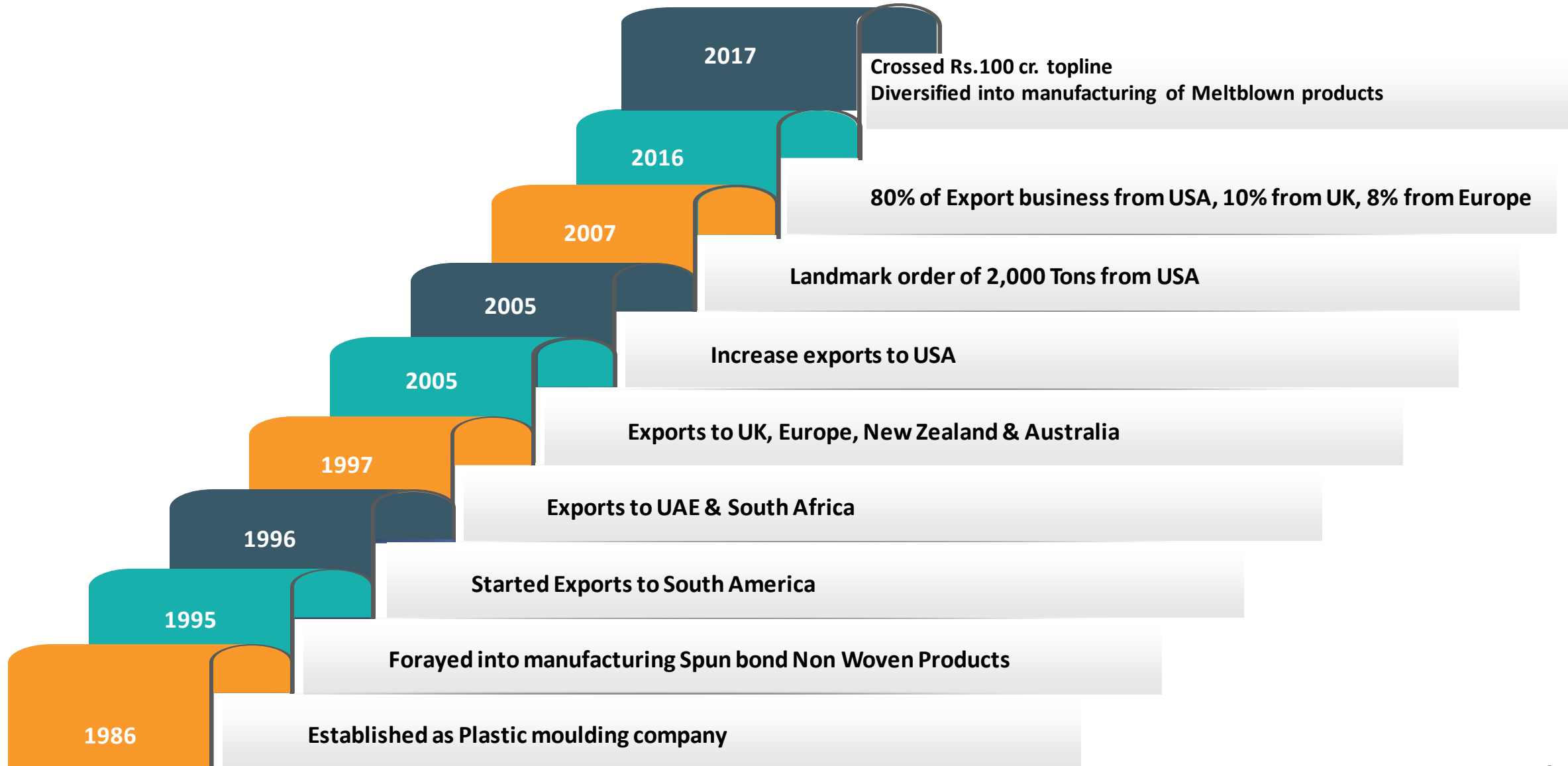
Zero Debt Company

- Q1FY17 – Out of BIFR and turned Net worth Positive
- 



State of art manufacturing facilities – 7,500 MT Capacity

- Globally leading, renowned and proven spunbond technology from Reifenhauser GmbH, Germany



Professionally Experienced Team

Mr. Pravin Sheth- Chairman & Managing Director

- B. Com, LLB, Chartered Accountant
- Over 5 decades of industry experience
- Responsible for driving the vision and strategy for Company
- Earlier Director on local board of Citibank for three consecutive terms in India

Mr. Krishnan – Chief Financial Officer

- Over 3 decades of experience in finance, exports & administration
- Been with Company since 1984
- Prior to 1984, worked in diamond exports

Mr. K.C Shah- Vice President (Operations)

- Electronics Engineer, Head of Factory Operations
- Total experience – 35 years, 22 years with Company
- Earlier with Mafatlal Group

Mr. Dinesh Mori- Dy. General Manager (Engineering)

- Electronics Engineer
- Total experience – 25 years, 10 years with Company
- Responsible for Maintenance

Mr. Bhavesh Sheth – Non Executive Non Independent Director

- B. Com, Chartered Accountant and CFA
- Responsible for business development, business process and organization strategy
- Total Experience – 30 years, 8 years with Fiberweb. Earlier worked with Fortune 500 Companies in USA as Senior Management

Mr. G. Ravindran- Executive Director

- B. Tech (Chem Engg), M.Tech (Ind. Management)– IIT, Kharagpur
- Responsible for manufacturing facility in Daman
- Total experience – 40 years, 25 years with Company
- Earlier with RPG Group

Mr. B. N. Raval - General Manager (Works)

- Responsible for Quality Assurance and Engineering
- Total experience – 30 years, 22 years with Company
- Earlier with Mafatlal Group

Mr. Rajiv Solanki - Production In-Charge

- B.Sc., CIPET (Plastic Technology)
- Total experience – 25 years, 22 years with Company
- Head of Processing

Textile / Industrial Applications



Protective Hospitals & Industries Garments



Lining/Backing/Interlining Upholstery, luggage's & Garments



Bed sheets & Pillow/Head covers

Benefits – Easy to cut, stitch, heat seal, print, dye & laminate

Agriculture Crop Protection



Crop Cover



Soil Cover



Wind & Insect Protection

Benefits – Increases farm productivity and protection against UV radiation, wind, insects & hail storms

.... Catering to diverse applications across various sectors

Personal Hygiene Products



Baby Diapers



Adult Diapers



Feminine Hygiene Products

Benefits – Soft, hydrophilic properties, non toxic & non irritating, uniform and strong

Meltblown Nonwoven

Used in – Absorbents, Filtration, Spill Kits, Marine Spill response, Wipers and Rags, Storm water management, Speciality Products etc.

.... Catering to diverse applications across various sectors



Spunbond Capacity – 7,500 MT

Unit 1, Daman (U.T.) – 5,000 MT

- Globally leading, renowned and proven spunbond technology from Reifenhauer GmbH, Germany
- High quality products - accepted by large companies as end-users across developed countries

Unit 2, Daman (U.T.)- 2,500 MT

- Leased out facility – Equipment made by same German manufacturer

Meltblown Capacity – 3,000 MT

- Cater Key markets - specialty wipes, filtration, medical and sorbents.
- Engineered to meet customers' specific requirements for attributes such as fine fiber absorbency, strength, filtration efficiency, dual textures, etc.
- Received first export order of Rs. 15.2 crores

Inhouse division for manufacturing stitched garments like Medical and Industrial Gown and Overhalls, Aprons, Bed covers, Pillow covers and Bags etc. as per client's specifications and requirements



.... Over 70% Revenues from Exports

Key Strengths

Zero Debt Company

- Debt free Company
- Q1FY17 – Out of BIFR and turned Net worth Positive

Presence Across Globe

- 100% Export Oriented Unit (EOU) with ~70% products exported to countries- USA, UK, Europe, Australia, New Zealand, South Africa & Middle East countries

State of Art Facilities

- Double beam technology with diverse applications from renowned manufacturer Reifenhauer GmbH, Germany
- High product quality, accepted by Blue-Chip companies as end-users in many advanced countries

Multiple Sector Applications

- Products used across diverse multiple industries for various end uses

Strong & Robust Order Book

- Strong and healthy Order book

Technical Textile – Rising Demand

- Economic Growth, government initiatives to promote Technical Textile sector
- Increased Investments in industry, higher consumption and growing exports

06

01

02

05

04

03

Expansion

Leased Model

100% Subsidiary in UAE

To cater increasing demand of Non woven fabric across markets (domestic & international), Identified better opportunity i.e. Flatbond, which has a growing market and higher margins

Continue using Leased capacity of 2,500 MT to increase capacity of Spunbond by 50%, leads to increase in production and cater to demand without any capex – achieve better ROI

Growing demand from price sensitive customers in USA - Strengthening our subsidiary in Free Trade Zone, UAE to cater to this increasing demand

Thank You



507910

Bloomberg

FWB

REUTERS 

FIBE.BO

For further information, please contact:

Company :

Investor Relations Advisors :

Fiberweb (India) Limited.

CIN No. L25209DD1985PLC004694

Mr. Pravin Sheth
Chairman & Managing Director
pravin@fiberwebindia.com

Mr. P S Krishnan
Chief Financial Officer
krishnan@fiberwebindia.com

www.fiberwebindia.com

Bridge Investor Relations Pvt. Ltd.

CIN No. U74900MH2016PTC273679

Ms. Savli Mangle
022 26873003
savli@bridge-ir.com

Mr. Dheeraj Manwani
022 26873003
dheeraj@bridge-ir.com

www.bridge-ir.com