



Fiberweb (India) Limited

Manufacturers of : Spunbond Nonwoven Fabrics

16th May 2017

The Dy. Manager (Corporate Relations Dept.),

The Bombay Stock Exchange Ltd.,
1st Floor, New Trading Ring, Rotunda Bldg.,
P. J. Towers, Dalal Street, Fort,

MUMBAI – 400 001.

Sub.: Revised Media Release

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligation & Disclosure Requirement) Regulation, 2015, please find attached herewith Media Release dated 16th May, 2017.

Kindly take note of the same.

Thanking you,

Yours faithfully,

For FIBERWEB (INDIA) LIMITED

Pravin V. Sheth

**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

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ISO9001:2008, 14001:2004, OHSAS18001:2007

CIN NO. L25209DD1985PLC004694

Media Release

**Strong growth driven by significant demand in key export markets &
Increase in new value added products**

FY17 Consolidated Revenue at Rs. 130.4 crore, YoY growth of 111%

FY17 Consolidated EBITDA at Rs. 20.0 crore, YoY growth of 155%

**FY17 Consolidated EBITDA Margin at 15.3%, Increase of 265bps on
YoY**

FY17 Consolidated PAT at Rs 17.2 crore, YoY growth of 142%

FY17 Consolidated EPS at Rs 13.7, YoY growth of 116%

**Approved supplier to Lowe's (amongst leading & reputed Company
in USA) leading to being approved supplier to Wal-Mart in USA**

Mumbai, May 16, 2017: Fiberweb (India) Limited (BSE: 507910), pioneer and amongst the leading player in manufacturing of Spun Bond Non-Woven Fabric in India, today, announced its audited results for the quarter and year ended March 31, 2017.

Our Company is pleased to announce its fourth quarter and full year ended audited financial results for the financial year ended 2016-17. We have successfully reported a strong growth in the quarter and full year ended 2016-2017. We have achieved this fantastic performance in two ways - because of better realizations and increased contribution from the higher margin and new value-added products that our Company has introduced this year.

We are very happy with our Company's performance which has shown huge growth in the past year and delivered a great set of numbers. Our Company is constantly making every effort to add new and new products that are converted value added and higher margin. These products are in great demand and this demand is increasing, largely coming from our long-standing repeat customers and also new customers from all over the world.

Our Company's excellent growth and results is due to our continuous research and development, timely delivery, consistent and excellent quality, range of innovative products, constant and increasing demand and our monopoly in the export market. Also, our strong focus on consistent and very high quality along with timely delivery has been the trademark and our biggest strength which has led to increased confidence of clients leading to a continuous flow of orders.

Our higher operational efficiencies and adding higher margin and value added products to our existing product portfolio has made us achieve new heights.

Consolidated Financial Results Highlights

Q4 FY17 Vs. Q3 FY17 Highlights: -

- **Revenue** was **Rs. 68.6 crore** in Q4 FY17 as against Rs. 26.6 crore in the Q3 FY17 with a fantastic growth of 158%
- **EBITDA** was **Rs. 8.2 crore** in Q4 FY17 as against Rs. 5.0 crore in Q3 FY17, **growth of 66%**
- **Profit After Tax** was at **Rs. 8.1 crore** in Q4 FY17 as against Rs. 4.0 crore in Q3 FY17, **an outstanding growth of 99%**

Q4 FY17 Vs. Q4 FY16 Highlights: -

- **Revenue** was at **Rs. 68.6 crore** in Q4 FY17 as against Rs. 17.9 crore in the Q4 FY16, growth of 284%
- **EBITDA** was at **Rs. 8.2 crore** in Q4 FY17 as against Rs. 3.6 crore in Q4 FY16, **grew by 131%**
- **Profit After Tax** was at **Rs. 8.1 crore** in Q4 FY17 as against Rs. 3.4 crore in Q3 FY17, **growth of 138%**

FY17 Vs. FY16 Highlights: -

- **Revenue** for the full year was **Rs. 130.4 crore** in FY17, as against Rs. 61.9 crore in the FY16, a tremendous **YoY growth of 111%**
- **EBITDA** was at **Rs. 20.0 crore** in FY17 as against Rs. 7.8 crore in FY16, fantastic growth of **155% YoY**

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- **EBITDA Margin** was **15.3%**, an improvement of **265 basis points YoY**, on account of higher proportion of value added products
 - **Profit After Tax** was **Rs. 17.2 crore** in FY17 compared to Rs. 7.1 crore in FY16, **excellent YoY growth of 142%**,
 - **PAT Margin** was **13.2%**, an improvement of **174 basis points YoY**
 - **EPS** was at Rs. 13.7, YoY growth of 116%

Company Overview / Recent Developments:

We are globally a well trusted brand with high quality products, accepted by large companies across developed countries. Our Company is the pioneer and amongst the leading players in the manufacturing of Spun Bond Non-Woven Fabric. Our presence is spread across significant sectors with diversified applications in Personal Hygiene, Textile and Industrial Applications and Agriculture Crop Protection. The Machinery for the Spun Bond Nonwoven Fabrics is supplied by a very well-known and highly reputed German manufacturer - M/s. Reifenhauer GmbH.

Our Company is the first in this field with a 100% EOU, largest exporter and Star Export House. Our brand is an established name as a high-quality supplier in the international market due to our ISO 9001:2008, ISO 14001:2004, OHSAS 18001:2007 and Oeko Tex Standard 100 Company. Because of this, we have established a reputed name as a quality supplier in the field of "Technical Textiles" not only in the USA but also in the UK, Europe and many other developed countries.

Apart from exports to famous overseas clients, our Company also supplies its products in the domestic market to multinational companies like Johnson & Johnson India Ltd. With constant efforts of the Management, our Company could achieve excellent profits and improved profitability.

Recently our Company has raised money via Preferential allotment of Rs. 32.58 Cr from a group of strategic investors (not forming a part of promoters group). To cater to the demand of the products which has picked up very well and we are seeing a much higher and stronger growth in the future.

Keeping in mind such a strong demand, we plan to increase our total installed capacity from 5,000 MT per annum plus 2,500 MT leased capacity, total of 7,500 MT per annum to 15,000 MT per annum of spun bond non-woven fabric. In addition to this we will also be adding 2,000 MT per annum of melt blown capacity. This expansion plan has started due to huge order book position and continuous flow of new orders especially from our USA based customers.

Mr. Bhavesh Sheth, Director in-charge of developing USA market is very happy to inform us that our USA based customers are very happy with our decision to expand our capacities and encouraging us to keep up the same established brand name of Fiberweb(India) Ltd. for consistent delivery and excellent high quality of our products.

Management Comments:

Commenting on the quarterly and full year audited results, Mr. Pravin Sheth, Chairman & Managing Director, Fiberweb (India) Ltd. said:

"This financial full year end FY16-17, we have registered a very strong revenue growth of over 110% and an increase in our overall profit of over 140%. Last year was exceptional for profitability and last couple of quarters has been fantastic. We expect coming quarter to be brighter. We are very happy that our consistent performance and focus on new and innovative products has been successful helping us add more orders and grow our business.

We are seeing a strong traction in demand from various industries for our products from across the globe. Especially from the USA market where we have witnessed a lot of demand. Recently we executed a path breaking order for a large USA based well-known and highly reputed distributor "Lowe's" (who supplies to Wal-Mart, USA). The USA market is picking up and we have lot of demand coming in for our products. Recently we have seen lot of enquiries from different USA based distributors.

We are very excited with these new orders coming in. Currently we have a very solid order book of Rs. 105.72 Cr. and though we are completely booked until July'17, we are seeing a healthy increase in enquiries coming to us across the world.

We are also working towards enhancing our existing capacity to cater to the increasing demand that is coming for our new value added products across geographies and from our repeat and loyal long standing customers as well as new customers. We will continue to do more hard work to add more and more such value-added products, that will not only bring us growth but only increase our profit margins.

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."

About Fiberweb (India) Limited:

Incorporated in 1986, Fiberweb (India) Limited is a pioneer and amongst leading player in manufacturing of Spun Bond Non-Woven Fabric with a well-established brand known for its high-quality products amongst blue chip customers. The Company has its unit with state of art manufacturing facilities located at Daman (U.T) with a total installed capacity of 5,000 MT (additional 2,500 on leased rental basis). Fiberweb, a globally renowned brand with high quality products are accepted by large companies across developed countries, with presence in key sectors and catering to diverse applications in sectors such as Agriculture Crop Protection, Personal Hygiene and Textile / Industrial Applications. The Company has 100% Export oriented unit with over 70% of products exported to counties like USA, UK, Europe, Australia, New Zealand, South Africa and Middle-East.

For more details please visit: www.fiberwebindia.com

Note: *Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. Fiberweb (India) Ltd. will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*

For FIBERWEB (INDIA) LIMITED


CHAIRMAN & MANAGING DIRECTOR