



# Fiberweb (India) Limited

Manufacturers of : Spunbond Nonwoven Fabrics

7<sup>th</sup> February, 2018

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

Dear Sir,

We enclose herewith a Result update Presentation for the 3<sup>rd</sup> Quarter and nine months ended Unaudited Financial Results for the financial year ended 2017-18 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**

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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  
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Website : fiberwebindia.com



ISO 9001:2008, 14001:2004, OHSAS 18001:2007

**CIN NO. L25209DD1985PLC004694**

# **Fiberweb (India) Limited**

## **Q3 & 9M FY18 Result Update Presentation**

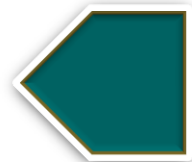
### **February 2018**



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➤ **Chairman's Message**



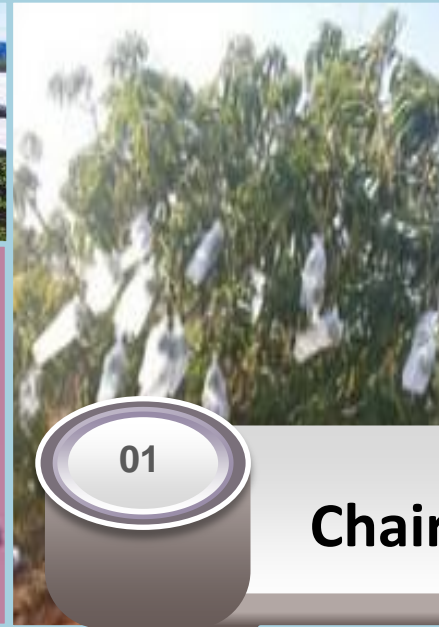
➤ **Consolidated Quarterly & Nine Monthly Financial Highlights**



➤ **Consolidated Annual Financial Highlights**

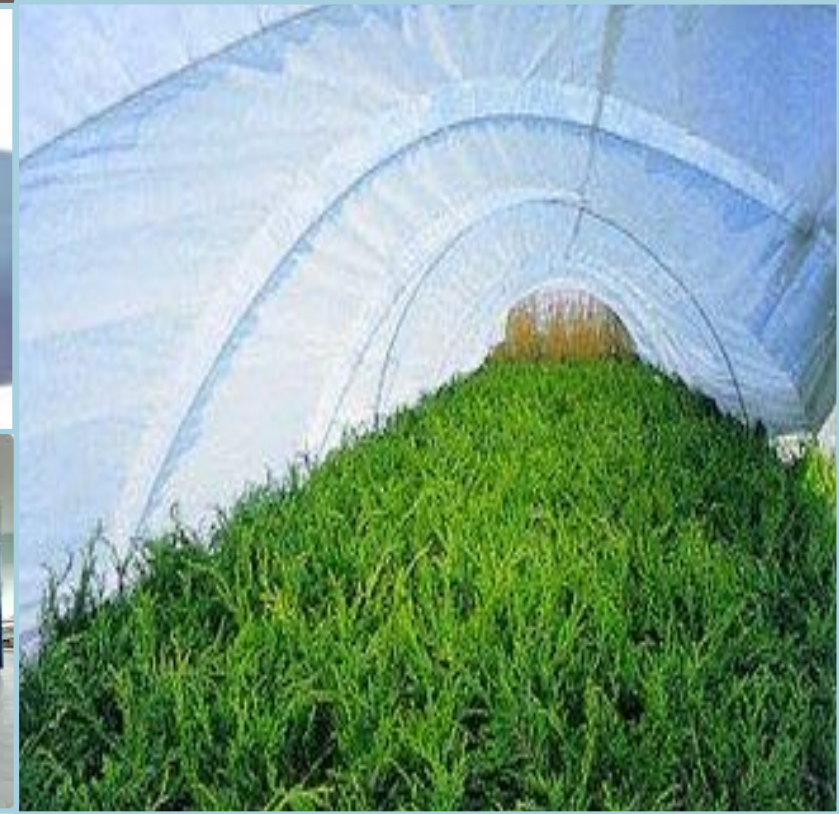


➤ **Company Overview**



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## Chairman's Message





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

*"This third quarter of financial year FY18, we have registered a fantastic revenue growth of over 209% and our overall profit has also shown a significant increase of over 150%. With the new capacity coming in and commencement of production of Melt-Blown product, we expect the growth this financial year to be much higher than any of our past years. We have been witnessing a strong traction in demand from USA market. This is due to our continuous focus on timely delivering, quality products and abiding with 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. We are witnessing the demand from various industries across the globe. We supply to well-known and highly reputed USA based distributors. Our order book is very healthy, even for our new meltblown product. At the same time, we are also witnessing a lot of enquiries for our existing as well as new products.*

*The Company has declared an interim dividend of 5% and also given a bonus shares in the ratio of 1:1, considering outstanding performance and future growth.*

*On the capacity enhancement front, the melt blown machinery has already been set up at our Daman facility and has started receiving orders from clients for commercial production. I am happy to share that we have already received our first export order of Rs. 15.2 Crores.*

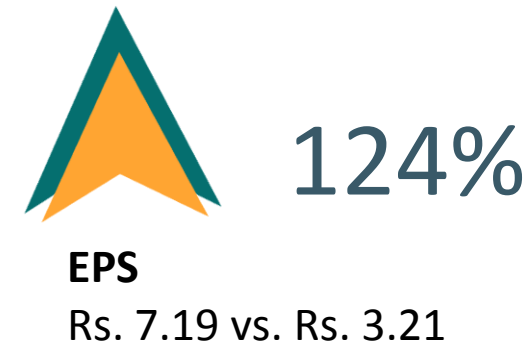
*I thank the entire team of 'FIBERWEB' for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, whose support and faith in Our Company has given us the determination and ambition to go from strength to strength."*



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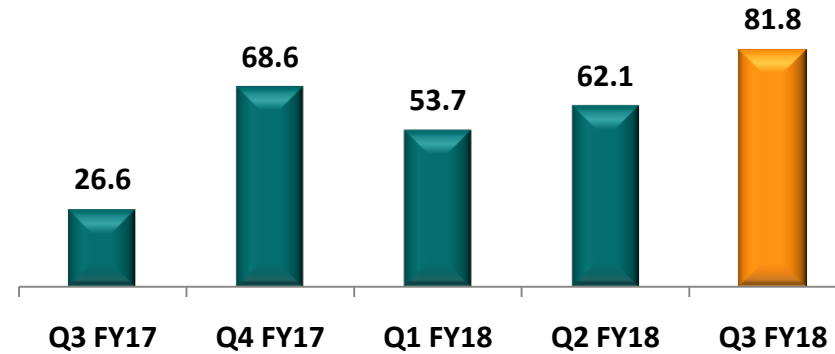
## Consolidated Quarterly & Nine Monthly Financial Highlights

# Quarterly Financial Highlights – Q3 FY18 Vs. Q3 FY17

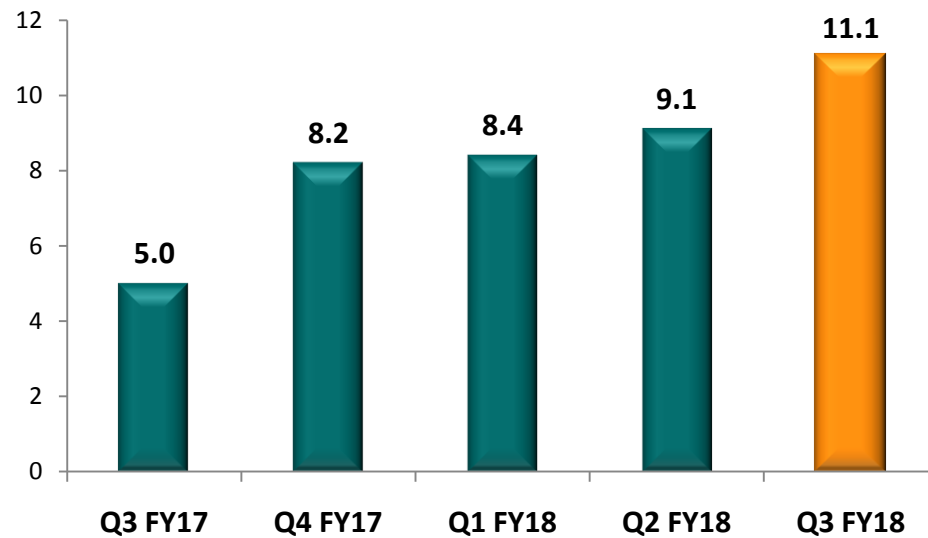




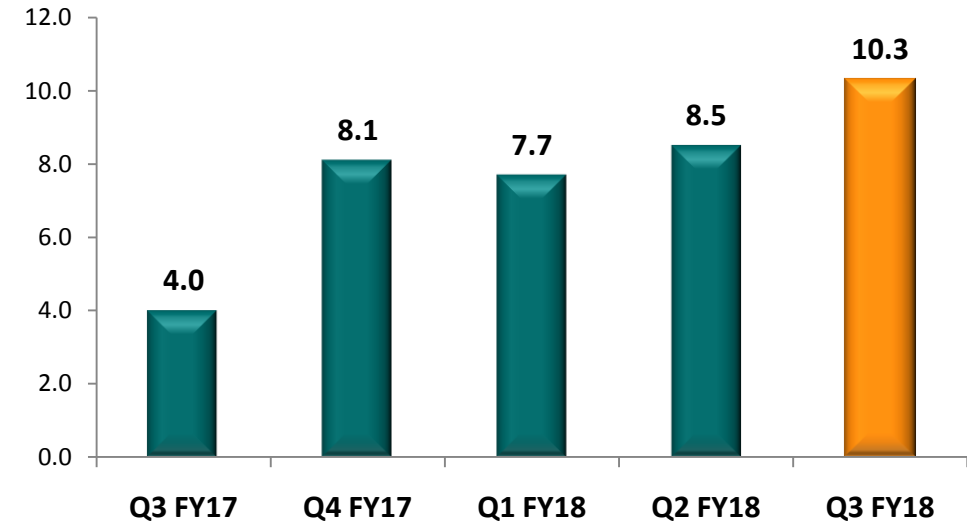
### Revenue (Rs. Crore)



### EBITDA (Rs. Crore)



### PAT (Rs. Crore)



# Quarterly Profitability Highlights – Q3 FY18

Rs. Crore	Q3 FY18	Q3 FY17	YoY %	Q1 FY18	QoQ %
<b>Total Income from Operations</b>	<b>81.8</b>	<b>26.5</b>	<b>208.7%</b>	<b>62.1</b>	<b>31.7%</b>
Raw Materials	65.6	17.0		48.2	
Employee Cost	1.5	1.2		1.2	
Other Cost	3.6	3.4		3.6	
Total Expenditure	70.7	21.7		53.0	
<b>EBITDA</b>	<b>11.1</b>	<b>4.8</b>	<b>128.9%</b>	<b>9.1</b>	<b>21.5%</b>
Interest	0.0	0.0		0.0	
Depreciation	0.8	0.9		0.8	
Other Income	0.0	0.1		0.2	
Exceptional Item	0.0	0.0		0.0	
<b>Profit Before Tax</b>	<b>10.3</b>	<b>4.0</b>		<b>8.5</b>	
Tax	0.0	0.0		0.0	
<b>Profit After Tax</b>	<b>10.3</b>	<b>4.0</b>	<b>155.1%</b>	<b>8.5</b>	<b>21.2%</b>
<b>EPS (Rs.)</b>	<b>7.19</b>	<b>3.21</b>	<b>124.0%</b>	<b>5.9</b>	<b>21.0%</b>

# Nine Monthly Financial Highlights – 9M FY18 Vs. 9M FY17



**Revenue**

Rs. 197.6 cr

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**EBTIDA**

Rs. 28.6 cr

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**PAT**

Rs. 26.5 cr

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**EPS**

Rs. 18.47 vs. Rs. 7.28

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# Nine Monthly Profitability Highlights – 9M FY18

Rs. Crore	9M FY18	9M FY17	YoY %
<b>Total Income from Operations</b>	<b>197.6</b>	<b>61.6</b>	<b>221.0%</b>
Raw Materials	155.5	37.3	
Employee Cost	3.7	3.3	
Other Cost	9.8	9.6	
Total Expenditure	169.0	50.1	
<b>EBITDA</b>	<b>28.6</b>	<b>11.5</b>	<b>149.7%</b>
Interest	0.0	0.0	
Depreciation	2.3	2.5	
Other Income	0.2	0.3	
Exceptional Item	0.0	0.0	
<b>Profit Before Tax</b>	<b>26.5</b>	<b>9.2</b>	
Tax	0.0	0.0	
<b>Profit After Tax</b>	<b>26.5</b>	<b>9.2</b>	<b>188.8%</b>
<b>EPS (Rs.)</b>	<b>18.47</b>	<b>7.28</b>	<b>153.7%</b>

A close-up photograph of a person's hands holding a large stack of papers. The papers are slightly blurred, suggesting movement or a shallow depth of field. The hands are positioned on the right side of the frame, with one hand near the top and another near the bottom, gripping the edges of the paper stack. The lighting is soft, highlighting the texture of the paper and the skin of the hands.

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## **Consolidated Annual Financial Highlights**



111%

**Revenue**  
Rs. 130.4 cr



155%

**EBTIDA**  
Rs. 20.0 cr



265bps

**EBITDA Margin**  
15.3%



142%

**PAT**  
Rs. 17.2 cr



174bps

**PAT Margin**  
13.2%



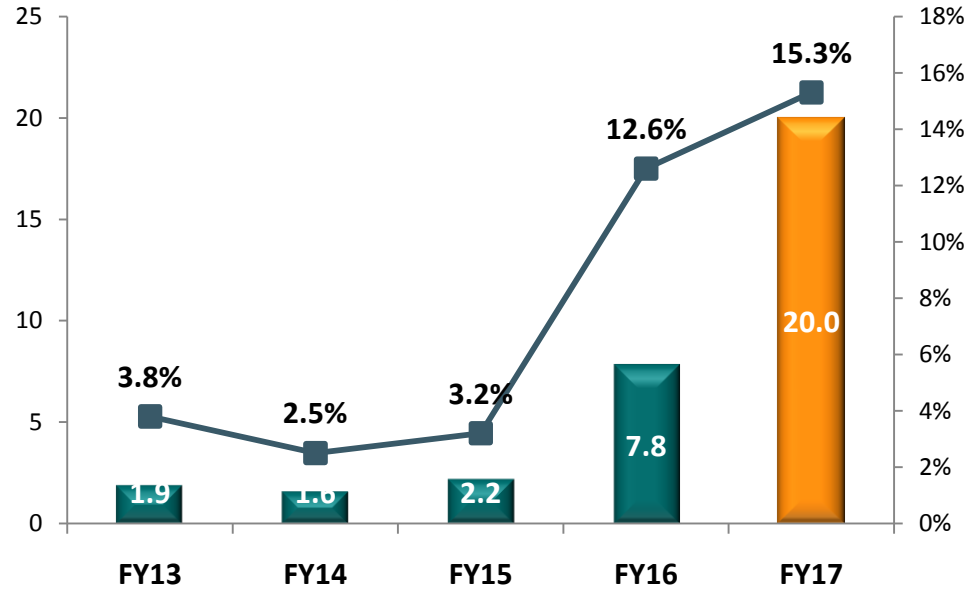
116%

**EPS**  
Rs. 13.7 vs. Rs. 6.3

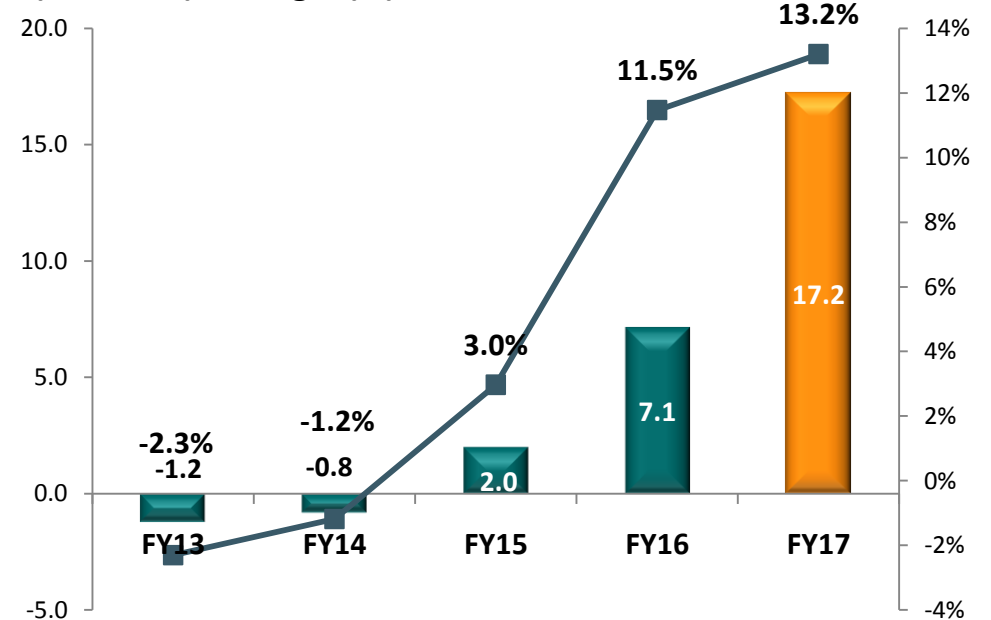
Revenue (Rs. Crore)



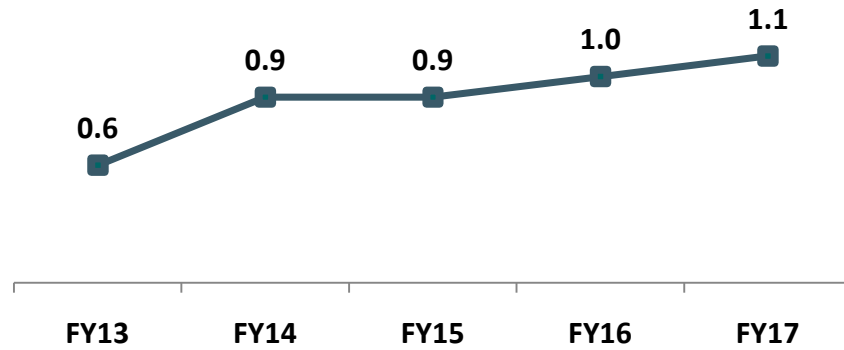
EBITDA (Rs. Crore) / Margin (%)



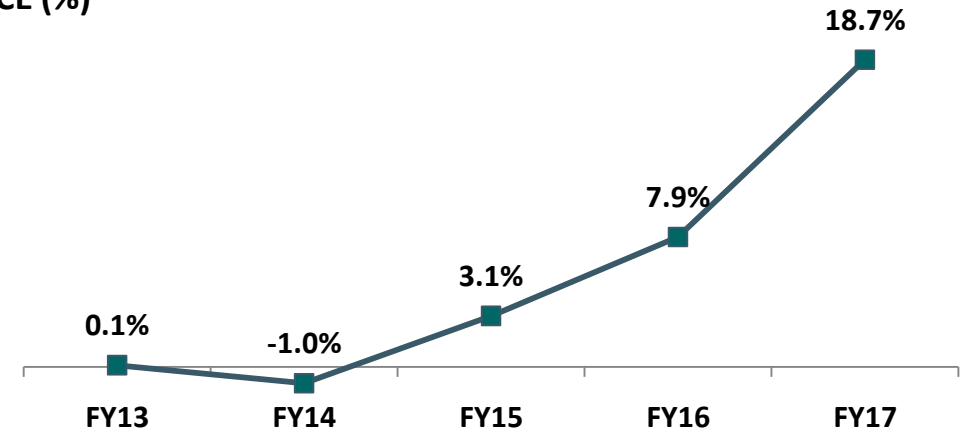
PAT (Rs. Crore) / Margin (%)



Total Asset Turnover (x)



RoCE (%)



**Networth Turned Positive in FY17 – Rs. 92 Crore**

**RoE Stands at 19%**



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

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

# Balance Sheet Highlights – As on 31<sup>st</sup> March'17



Rs. Crore	As on 31 <sup>st</sup> Mar-17	As on 31 <sup>st</sup> Mar-16
<b>Shareholder's Funds</b>	<b>92.1</b>	<b>-44.7</b>
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
<b>Non-current liabilities</b>	<b>0.0</b>	<b>103.4</b>
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
<b>Current liabilities</b>	<b>25.3</b>	<b>3.1</b>
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
<b>Total Equities &amp; Liabilities</b>	<b>117.7</b>	<b>61.8</b>

Rs. Crore	As on 31 <sup>st</sup> Mar-17	As on 31 <sup>st</sup> Mar-16
<b>Non-current assets</b>	<b>45.8</b>	<b>42.5</b>
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
<b>Current assets</b>	<b>71.9</b>	<b>19.3</b>
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
<b>Total Assets</b>	<b>117.7</b>	<b>61.8</b>



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## Company Overview



**Pioneer and amongst leading players in manufacturing of Spun bond non Woven Fabric in India – 7,500 MT Capacity**

- New Commercialization of 3,000 MT of Meltblown fabric started in Dec'17

**100% Export Oriented Unit**  
**Over 90% Revenues from Exports**



**Strong focus on Quality**

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

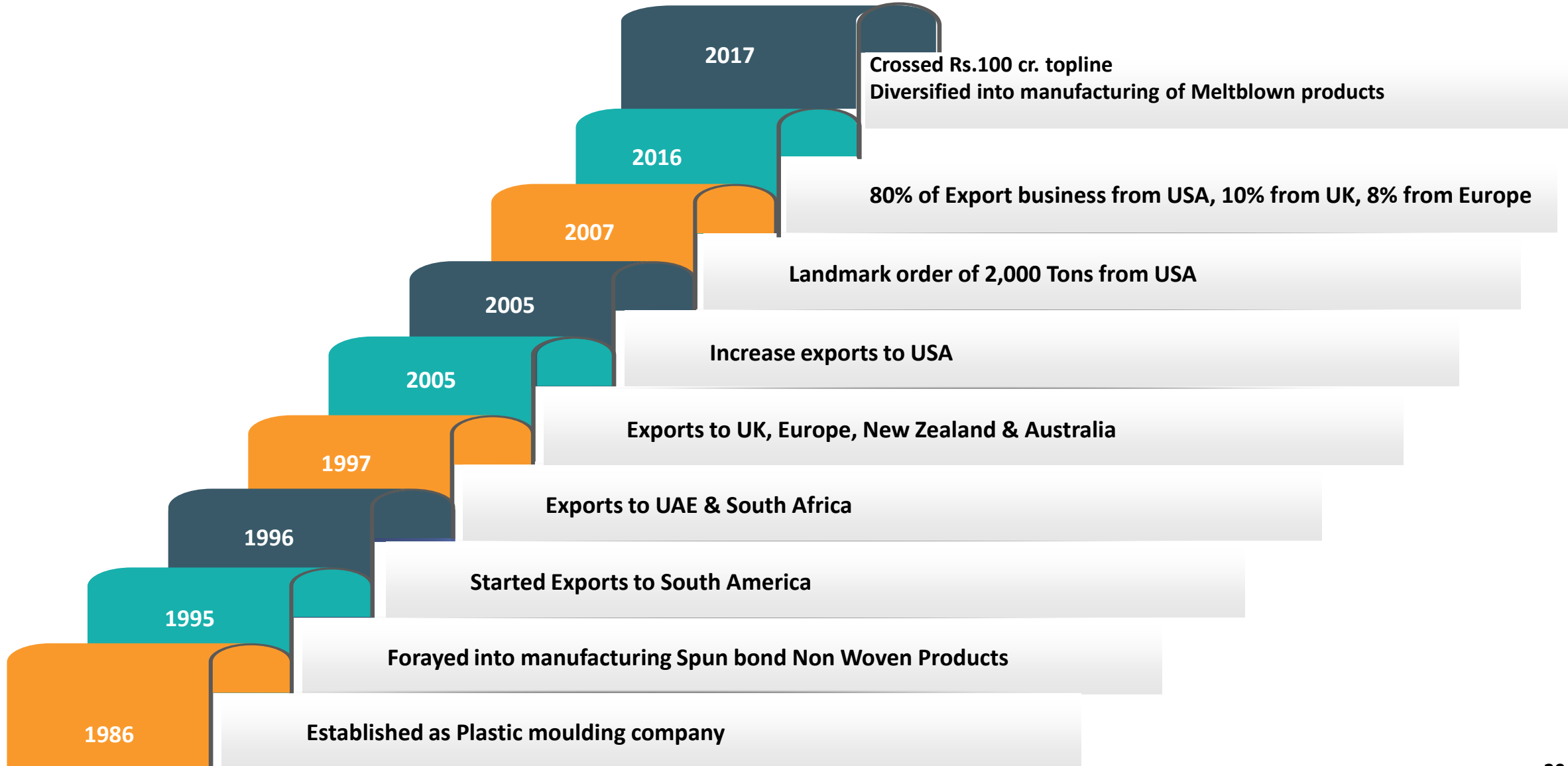
**Zero Debt Company**

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



**State of art manufacturing facilities**

- 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

**Expansion**

**Leased Model**

**100% Subsidiary in UAE**

To cater increasing demand of Non woven fabric across markets, identified better opportunity i.e. Flatbond, with growing market and higher margins. Project capex of Rs. 125 crores, funded through mix of equity, internal accrual and debt. Expected to be completed by March'19 and commercial production to start from April'19, so full year ending March'20 it will start contributing towards the revenue

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



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**Bloomberg**

FWB

**REUTERS** 

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**For further information, please contact:**

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**Investor Relations Advisors :**

**Fiberweb (India) Limited.**

CIN No. L25209DD1985PLC004694

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**Bridge Investor Relations Pvt. Ltd.**

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