



Fiberweb (India) Limited

Manufacturers of : Spunbond Nonwoven Fabrics

30th May, 2018

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 Result update Presentation for the 4th Quarter and year ended Audited Consolidated Financial Results for the financial year ended 31st March, 2018 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

Sonal Sharma

Sonal Sharma
Company Secretary & Compliance Officer



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



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

CIN NO. L25209DD1985PLC004694

Fiberweb (India) Limited

Investor Presentation

May 2018



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.



➤ **Company Overview**



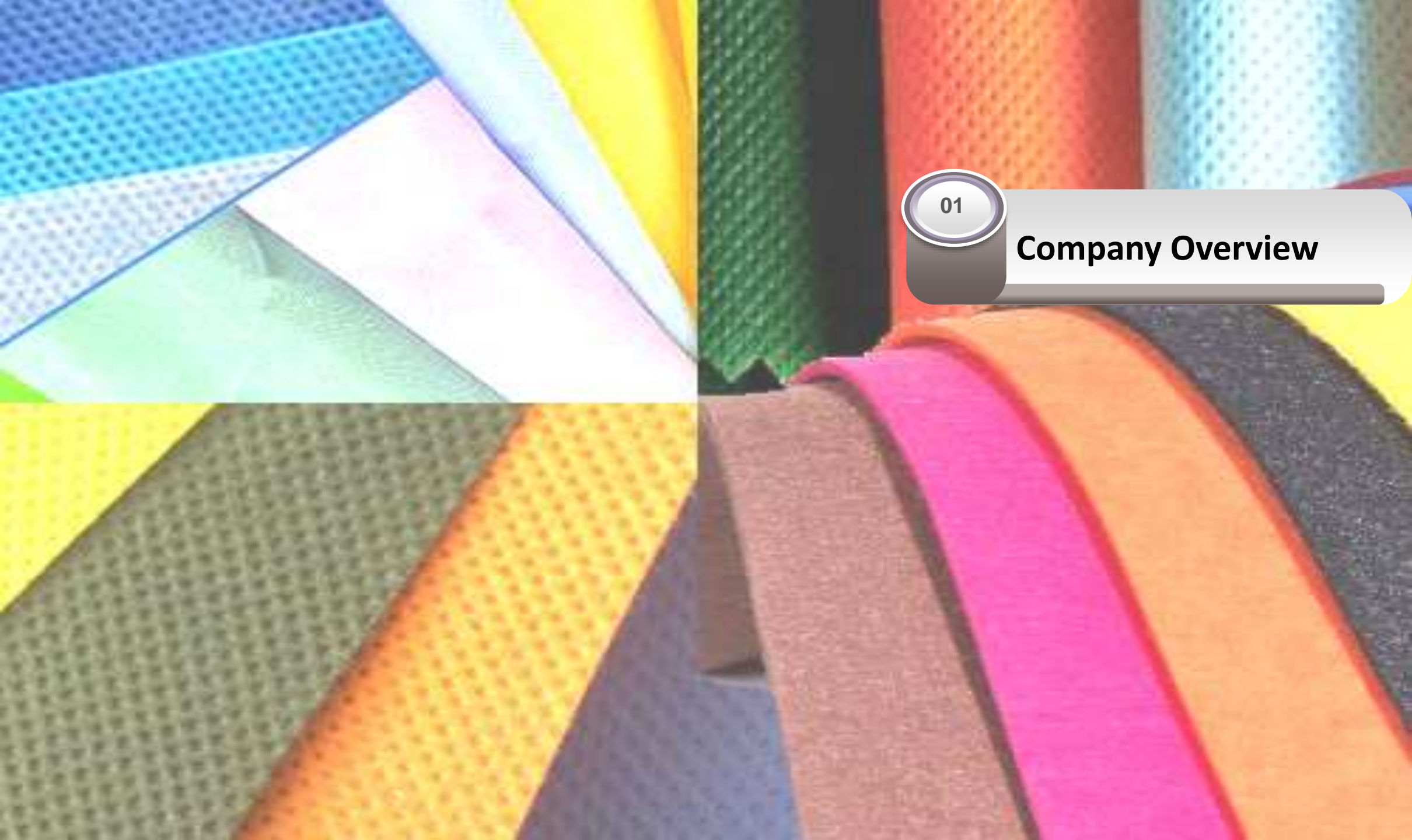
➤ **Industry Overview**



➤ **Chairman's Message & Consolidated Financial Highlights**



➤ **Way Ahead**



01

Company Overview



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

- 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

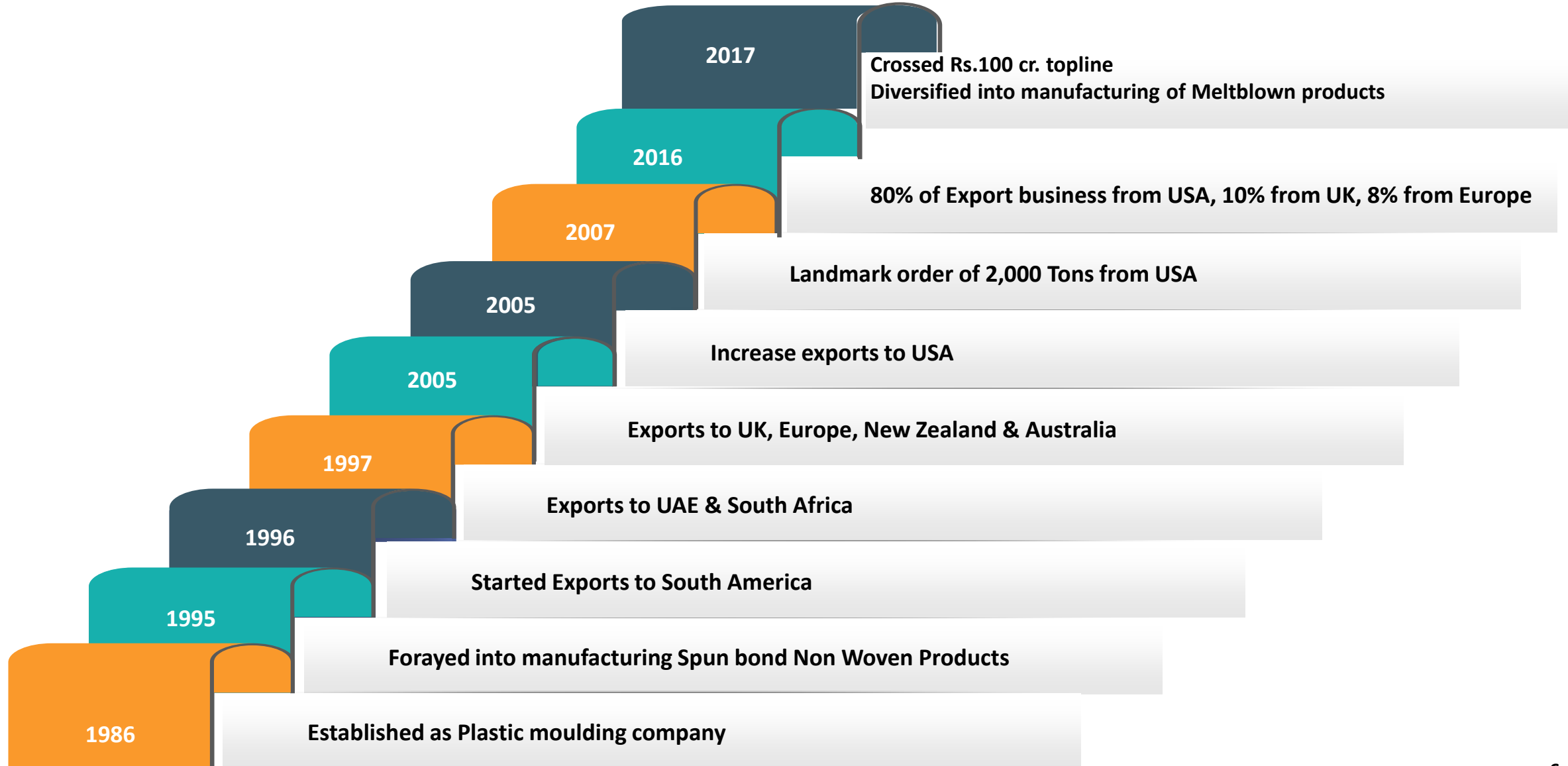
Zero Debt Company

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



State of art manufacturing facilities – 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 Overhauls, 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 Reifenhauser 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

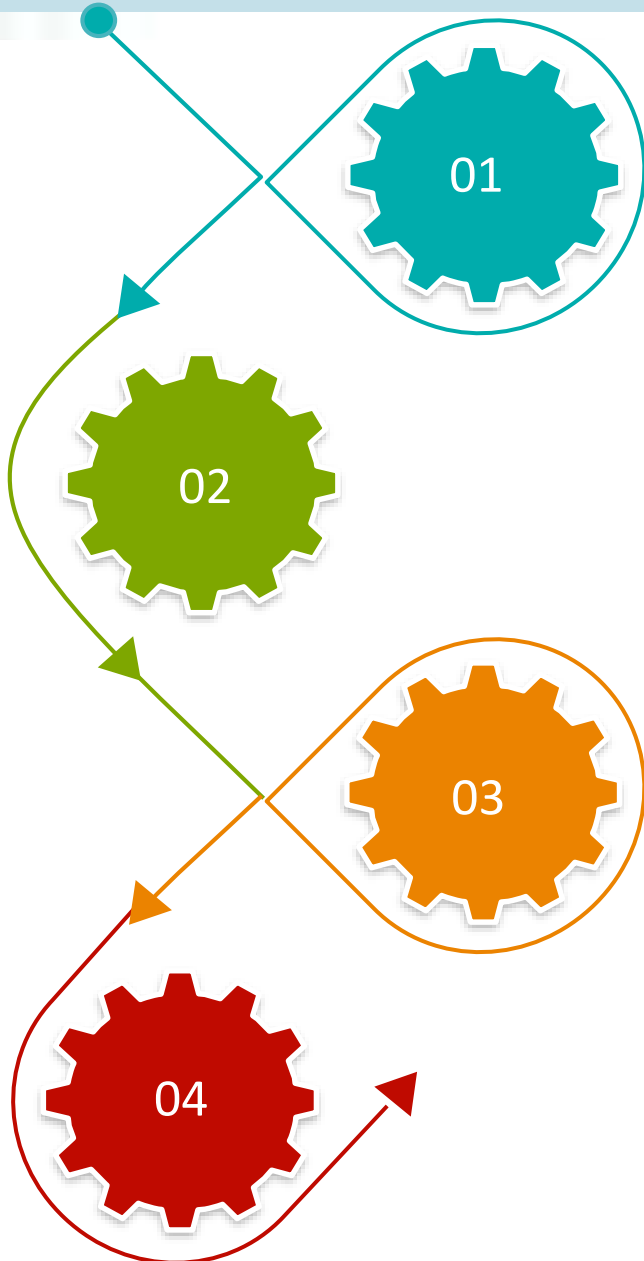


02

Industry Overview



Usage of Non-Woven Fabric in Filtration



Automotive Filtration

- Engine Air
- Oil
- Fuel
- Cabin Air

Air Filtration

- HVAC - industrial heating, ventilation and air conditioning
- Industrial
- Consumer Products (vacuum cleaners, cooker hoods, PCs)
- Clean Rooms

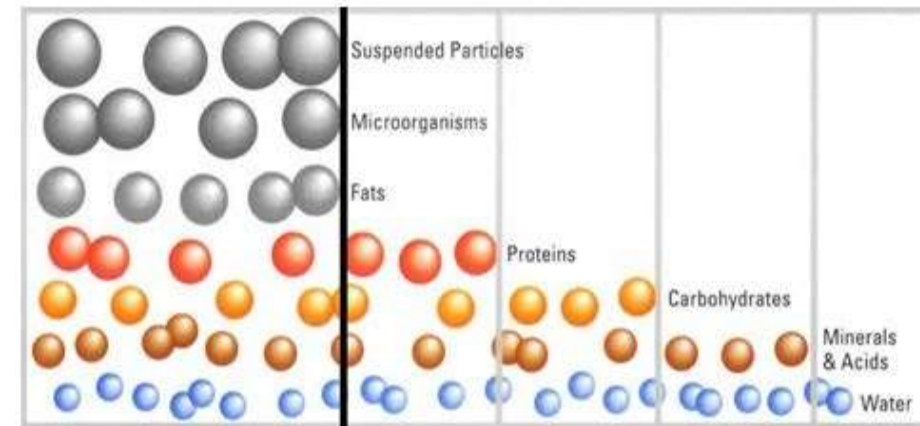
Liquid Filtration

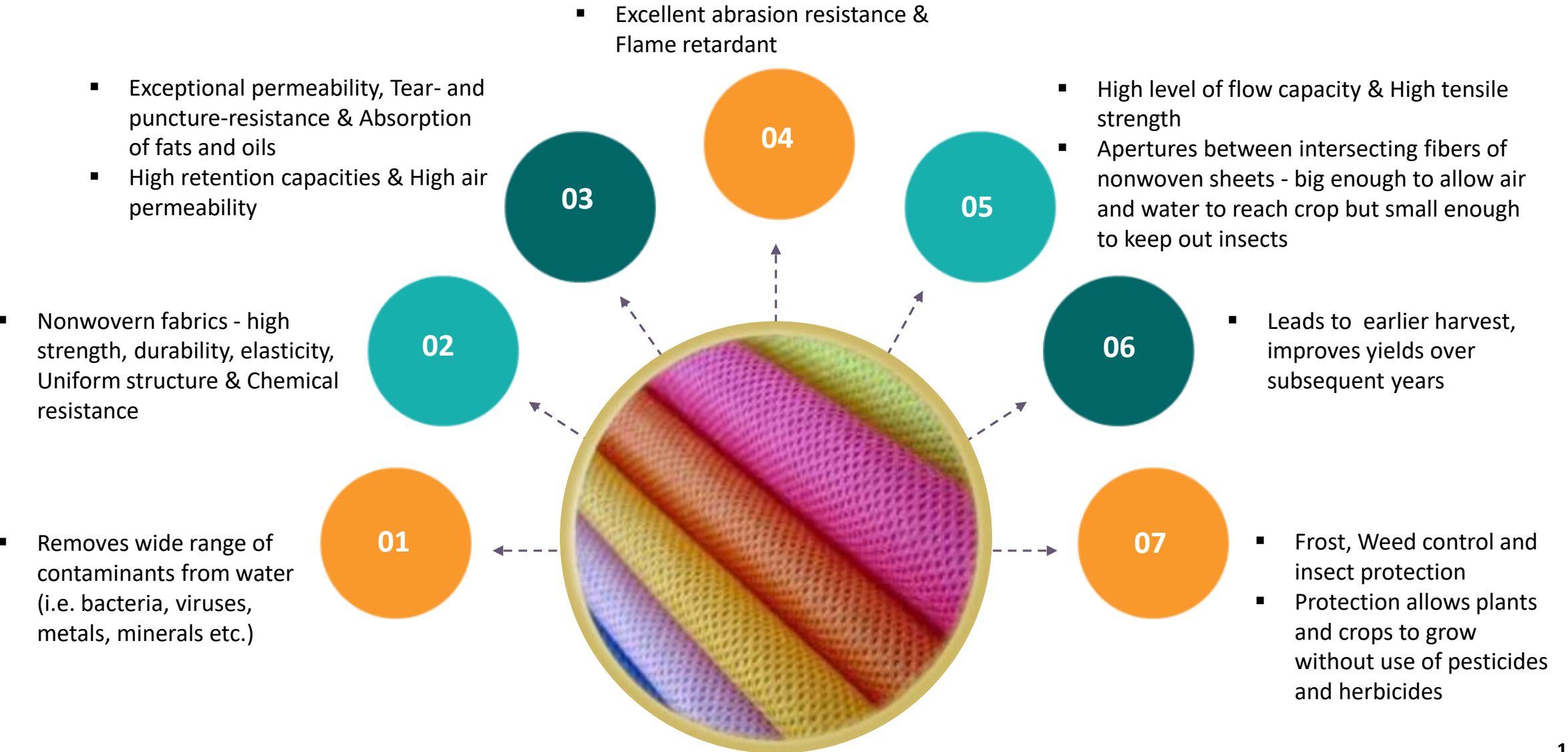
- Food & Beverage (milk, wine, tea ..)
- Pharmaceutical/Medical/Blood
- Water/Hydraulic
- Speciality filtration

Speciality Filtration

- Antimicrobial
- Biopharmaceutical
- Dust
- Odour

- Typical particle size used for microfiltration – range ~ 0.1 to 10 μm
- In terms of approximate molecular weight, these membranes can separate macromolecules generally less than 100,000 g/mol
- Filters used in microfiltration process -specially designed to prevent particles such as sediment, algae, protozoa or large bacteria from passing through specially designed filter





High Demand

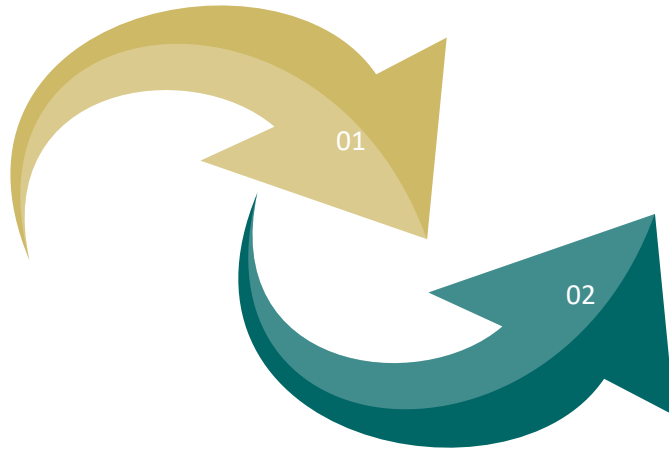
- Being disposable in nature - High demand in hygiene segment

Dominance

- Hygiene industry likely to dominate nonwoven fabrics
- China, India and Japan -key markets together representing ~77% of nonwoven consumption in terms of tonnage

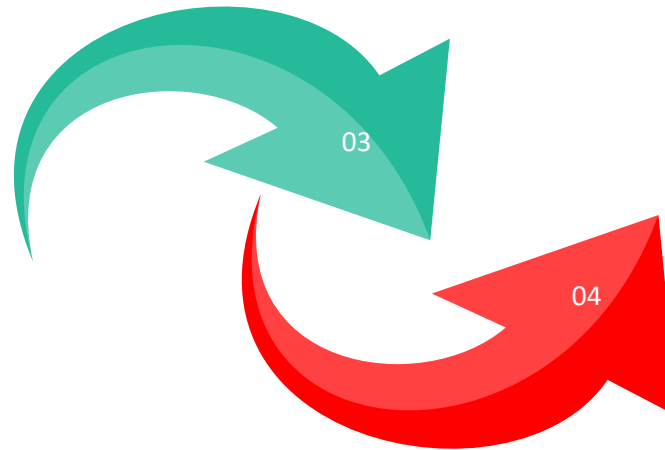
Growth of disposables v/s reusable

- Key trend driving global hygiene market - growth of disposables v/s reusable, where disposables keep replacing reusable products



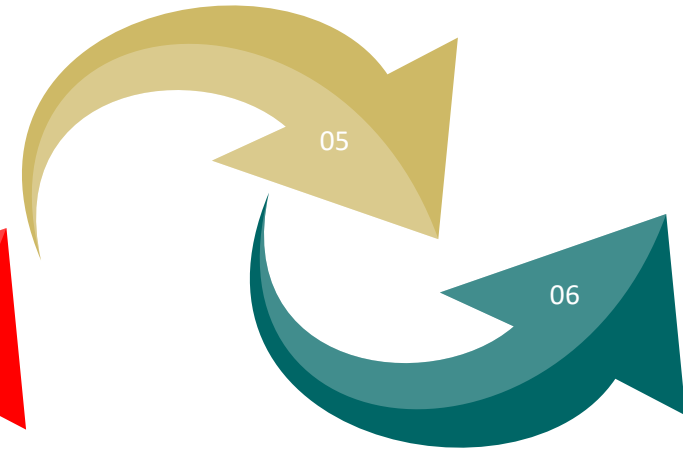
Over last decade

- Asia has taken over Europe and North America as largest consumer in nonwoven
- In 2015, China dominated with 56.8% of region's nonwoven consumption



Annual Growth

- According to Smithers Pira, ~6 million tons worth of \$23.1 billion of nonwoven fabrics projected to be consumed by 2021, with annual growth of 6.4% from 2016-2021



Over Next Five Years

- Future of nonwoven is India with huge potential customer base
- India overtook Japan and became 2nd largest consumer in Asia with 10.5% in terms of tonnage
- Japan remains mature market with growth in low or flat segments

By 2020, Asia's global market share to grow at 47.1%, with consumption volume of 5.7 million tons in 2020

01 Significant Increase

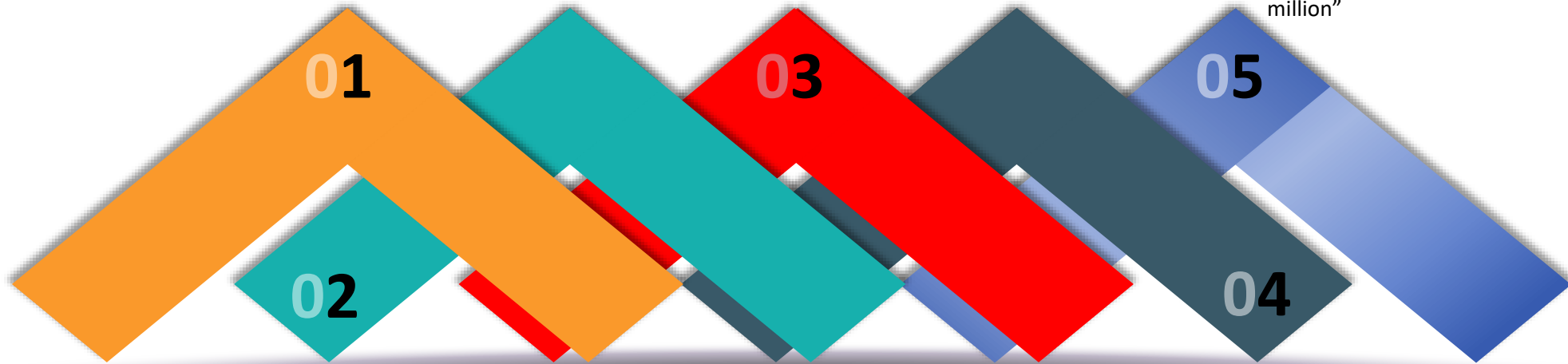
- In recent years, Nonwovens in automotives increased significantly with more than 40 automotive parts being nonwoven fabrics, i.e carpets, trunk liners, air and fuel filters etc.

03 Better Alternative

- Printed nonwovens - stronger alternative to highly expensive knitted or foam based headliner fabrics

05 Automotives Potential

- According to Frank Heislitz, CTO – Freudenberg performance Materials, “Automotives is world’s largest markets for industrial performance material with potential market size of over Euro 2 million”



02 Strong Shift & Growth

- Witnessing strong shift towards differentiation to serve tailored, premium and personalized feel in cars
- Growing at more than 7% per annum, even faster than global vehicle production

04 Light Weight

- Nonwovens car carpets saves 40% of weight as compared to conventional
- Nonwoven fabrics not only light weight but also has excellent wear and tear resistance, long lasting and economically competitive compared to other materials



03

Chairman's Message & Consolidated Financial Highlights



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

“This financial full year FY17-18, we have registered a fantastic revenue growth of over 100% and our overall profit has also shown a significant increase of over 100%. With the new capacity started and commercial production of Melt-Blown product kicks in, we expect the growth in the coming financial year to be much higher than any of our past years. We have been witnessing a strong traction in demand from USA market as well as other geographies. This is due to our continuous focus on timely delivering, quality products and abiding with committed deliverables.

I am happy to inform that we have been able to achieve desired operational efficiencies in spite of challenging times due to high crude prices. In addition to this, overhead costs and one-time expenses related to newly commissioned melt blown capacity, have also formed a part of operating expenses. Further we will be likely to witness improvement in efficiencies in coming quarters with increased utilisation in melt blown capacities.

Our melt blown facility is already operational at our Daman facility and has started receiving orders from clients for commercial production. I am happy to share that in first week of May 2018 the young and energetic team based out of USA has successfully bagged second order for melt blown fabric worth Rs. 23 crore, which is even higher than the first order of Rs. 15 crore. In fact, currently our order book position for the melt blown product is fully booked for next six months and we expect the same momentum further, to be completely booked for full next year. We are very excited with this new order received, which signifies our efforts and quality supplied. Also, we are looking to expand our presence in the Middle Eastern markets and across different markets that we are currently present.

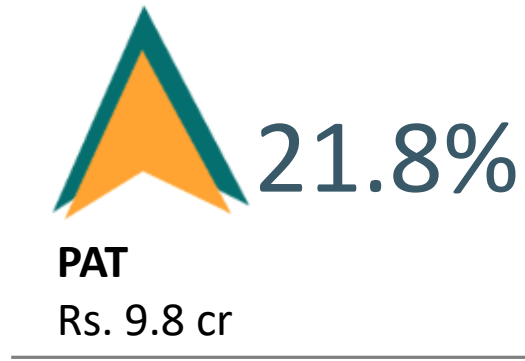
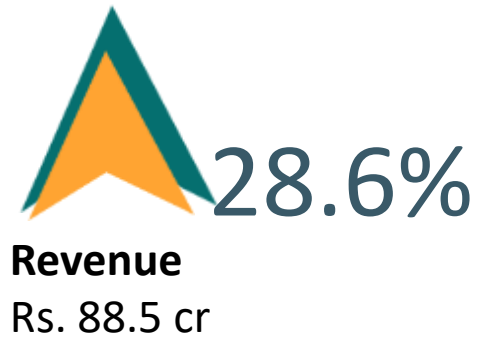
At the same time our efforts towards development of new and innovative products has been successfully helping us to bag new orders and grow our business. We are witnessing the demand from various industries across the globe. We supply to well-known and highly reputed USA based distributors. Our order book is very healthy, even for our new melt blown product. At the same time, we are also witnessing a lot of enquiries for our existing as well as new products.

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.”

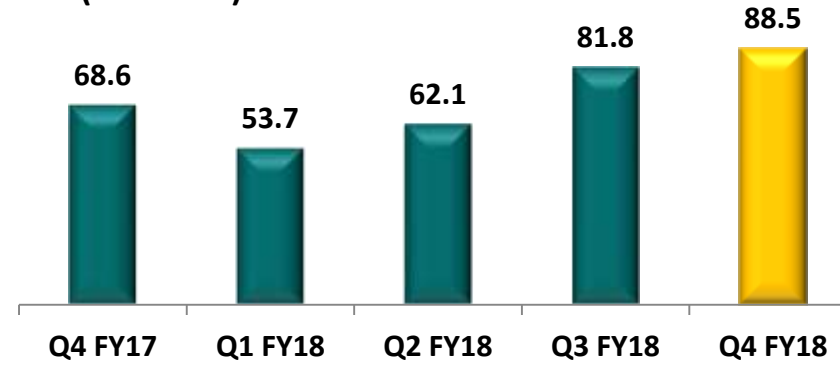


Mr. Pravin V. Sheth, Chairman & Managing Director informed the Board that as decided, Mr. Bhavesh P. Sheth is now fully in charge of all the affairs of the Company including manufacturing, marketing, further expansion plan etc., and as such he would like to hand over the BATON to Mr. Bhavesh Sheth, and retire from active participation. However, when ever needed he will continue to give his advice.

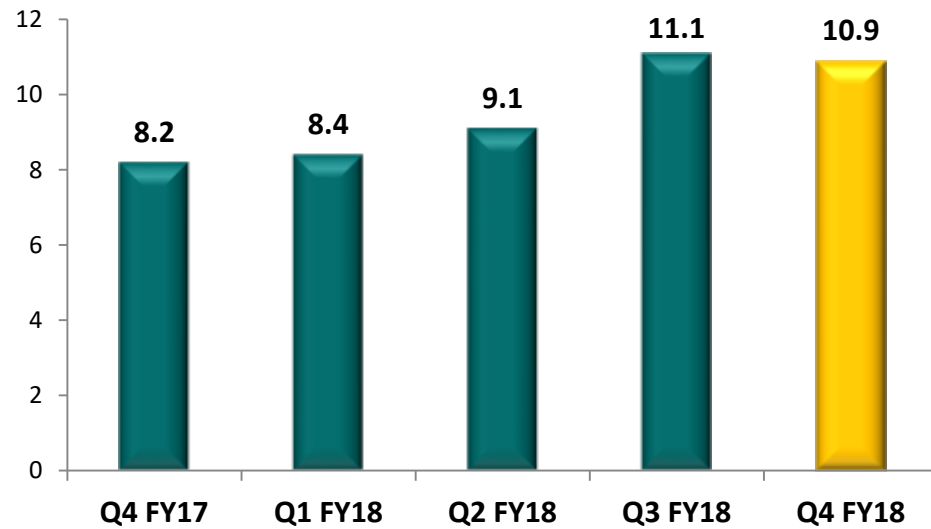
Appreciating his gesture, the Board requested him to continue till 31st July 2018 (2 more months) when his term as Chairman & Managing Director expires, and as the second phase of expansion has started and order for Machinery is finalized and will be placed in coming month. From 1st August 2018, he will only remain as the Chairman Emeritus and get relieved from active management. As per his suggestion, Mr. Bhavesh Sheth a Director of the Company designated as 'President', which will help him to effectively represent the Company everywhere.



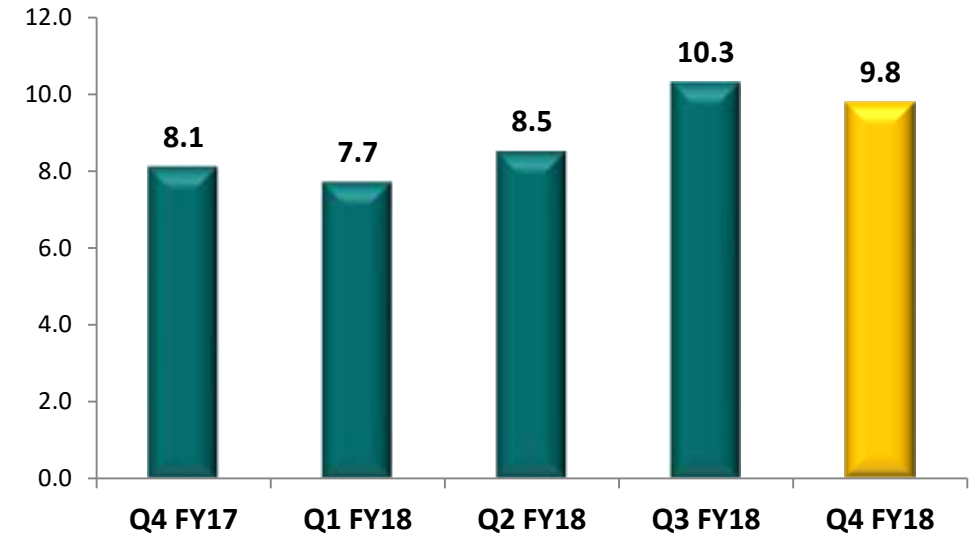
Revenue (Rs. Crore)



EBITDA (Rs. Crore)



PAT (Rs. Crore)



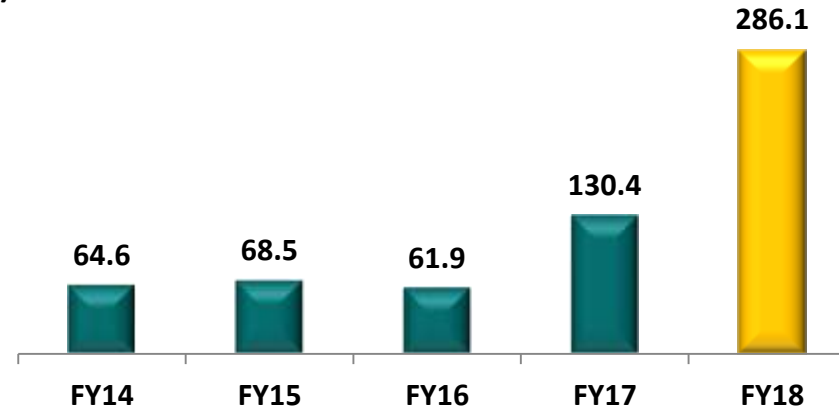
Quarterly Profitability Highlights – Q4 FY18

Rs. Crore	Q4 FY18	Q4 FY17	YoY %	Q3 FY18
Total Income from Operations	88.5	68.8	28.6	81.8
Raw Materials	74.5	54.7		65.6
Employee Cost	1.2	1.1		1.5
Other Cost	1.9	4.6		3.6
Total Expenditure	77.6	60.4		70.7
EBITDA	10.9	8.4	29.3	11.1
Depreciation	1.0	0.2		0.8
Other Income	(0.1)	(0.2)		0.0
Interest	0.0	0.0		0.0
Exceptional Item	0.0	0.0		0.0
Profit Before Tax	9.8	8.1		10.3
Tax	0.0	0.0		0.0
Profit After Tax	9.8	8.1	21.8	10.3
EPS (Rs.)	3.41*	6.06		7.17

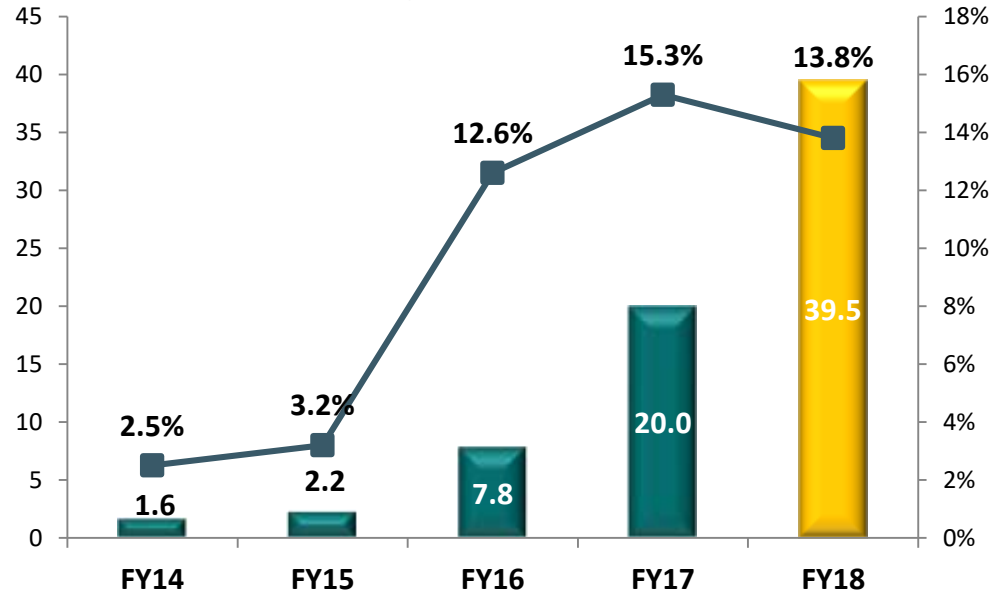
*Company issued Bonus in ratio of 1:1 during Q4 FY18



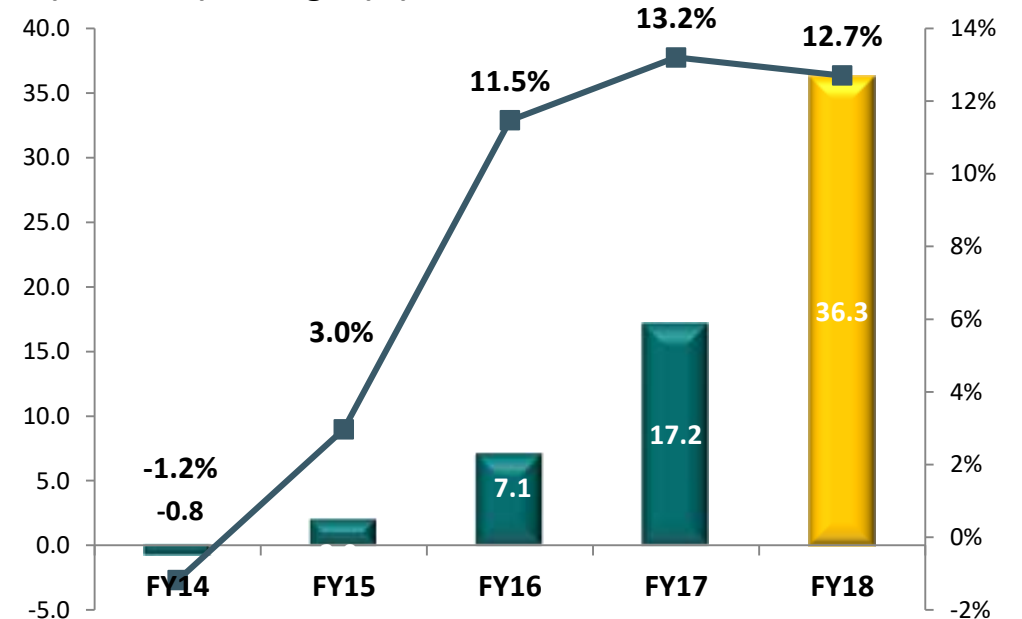
Revenue (Rs. Crore)



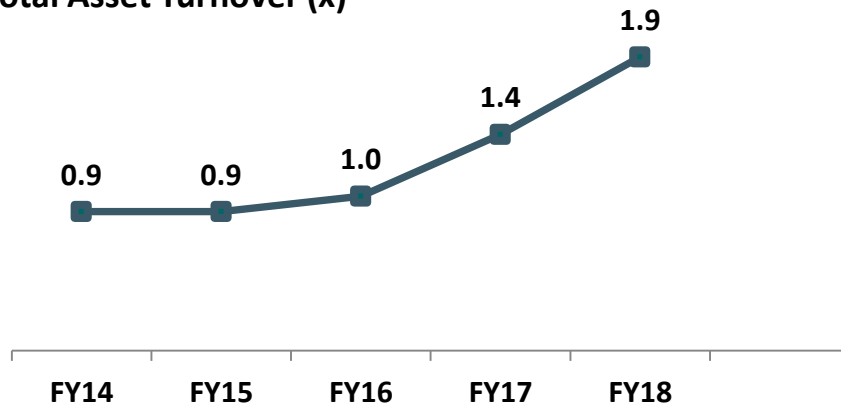
EBITDA (Rs. Crore) / Margin (%)



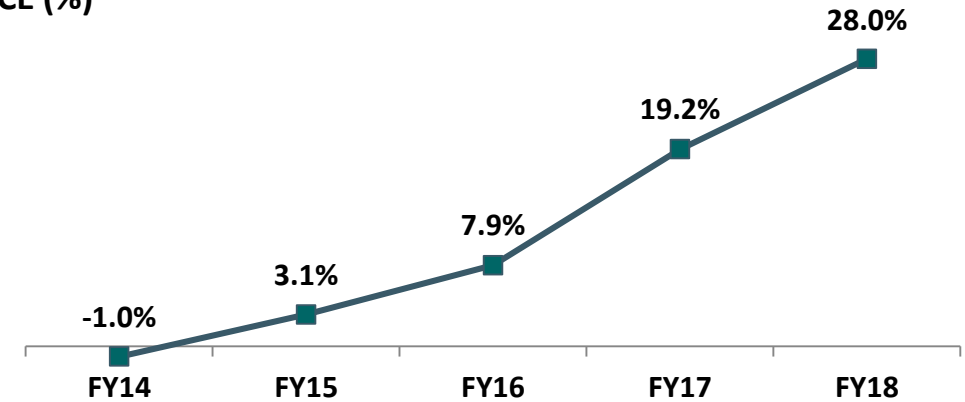
PAT (Rs. Crore) / Margin (%)



Total Asset Turnover (x)



RoCE (%)



Total Asset Turnover= Revenue/Total Assets | RoCE= EBIT/(Shareholder Fund+Total debt-non current Investmets)

Annual Profitability Highlights – FY18

Rs. Crore	FY18	FY17	YoY %
Total Income from Operations	286.1	130.3	119.5
Raw Materials	230.0	91.9	
Employee Cost	4.9	4.3	
Other Cost	11.7	14.2	
Total Expenditure	246.6	110.5	
EBITDA	39.5	19.9	99.0
EBIDTA Margin (%)	13.8%	15.2%	(140 bps)
Depreciation	3.2	2.7	
Other Income	0.0	0.1	
Interest	0.0	0.0	
Exceptional Item	0.0	0.0	
Profit Before Tax	36.3	17.2	
Tax	0.0	0.0	
Profit After Tax	36.3	17.2	111.1
PAT Margin (%)	12.7%	13.2%	(50 bps)
EPS (Rs.)	12.61*	12.96	

- Commencement of melt blown facility adding to Topline in FY18
- High Crude prices and overhead costs & one-time expenses related to newly commissioned melt blown capacity, also forms part of operating expenses in FY18
- Board of Directors declared interim dividend @ 5% i.e. Rs. 0.50 per equity share

*Company issued Bonus in ratio of 1:1 during Q4 FY18

Balance Sheet Highlights – As on 31st March'18

Rs. Crore	As on 31 st Mar-18	As on 31 st Mar-17
Shareholder's Funds	130.1	89.4
Share capital	28.8	13.3
Other Equity	101.3	76.1
Non-current liabilities	0.0	0.0
Long term borrowings	0.0	0.0
Defer Tax liabilities	0.0	0.0
Other Long-Term liabilities	0.0	0.0
Long-Term Provisions	0.0	0.0
Current liabilities	23.1	2.3
Short Term Borrowings	0.0	0.0
Trade Payables	22.6	1.7
Other Current Financial liabilities	0.0	0.1
Other Current liabilities	0.1	0.0
Short-term provisions	0.4	0.5
Total Equities & Liabilities	153.2	91.7

Rs. Crore	As on 31 st Mar-18	As on 31 st Mar-17
Non-current assets	89.9	45.8
Fixed assets	84.6	38.8
Capital Work in progress	0.0	0.0
Non-current Investments	0.6	0.1
Long-term loans & advances	4.6	6.9
Other non-current assets	0.0	0.0
Current assets	63.3	45.9
Current investments	0.0	0.0
Inventories	15.4	10.5
Trade receivables	40.0	13.6
Cash & Cash equivalents	0.3	0.1
Bank Balance	4.2	21.4
Other Financial current assets	0.0	0.0
Short-term loans & Advances	3.5	0.3
Other Current Assets	0.0	0.0
Total Assets	153.2	91.7



04

Way Ahead

Expansion

Melt Blown products

100% Subsidiary in UAE

To cater to increasing demand of Non woven fabric across markets, identified better opportunity i.e. Flatbond – this has growing market and higher margins

Increase focus on Melt Blown capacities for innovate products resulting in higher realisations and incremental margins

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



For further information, please contact:

Company :

Investor Relations Advisors :

Fiberweb (India) Limited.
CIN No. L25209DD1985PLC004694

Bridge Investor Relations Pvt. Ltd.
CIN No. U74900MH2016PTC273679

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

Ms. Savli Mangle
savli@bridge-ir.com

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

www.bridge-ir.com

www.fiberwebindia.com