



Fiberweb (India) Limited

Manufacturers of : Spunbond Nonwoven Fabrics

9th August, 2018

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.

Ref: Fiberweb (India) Limited (Scrip code: 507910)

Sub.: Investor Presentation (August 2018)

Dear Sir,

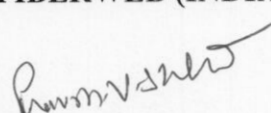
Pursuant to Regulation 30 of the SEBI (Listing Obligation & Disclosure Requirement) Regulation, 2015, please find attached herewith Q1 FY19 Result Update Presentation August 2018.

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

CIN NO. L25209DD1985PLC004694



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

Fiberweb (India) Limited

Investor Presentation

August 2018





Performance Highlights



Industry Overview



Key Developments till date



Way Forward



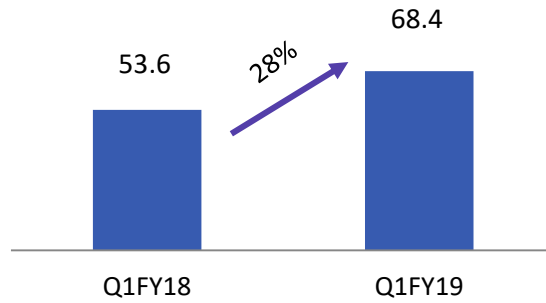
Company Overview



Financial Highlights

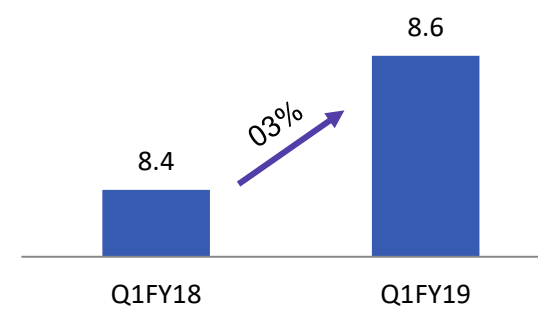
Revenue

Rs. cr



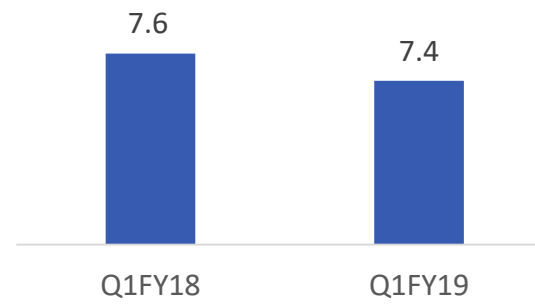
EBIDTA

Rs. cr

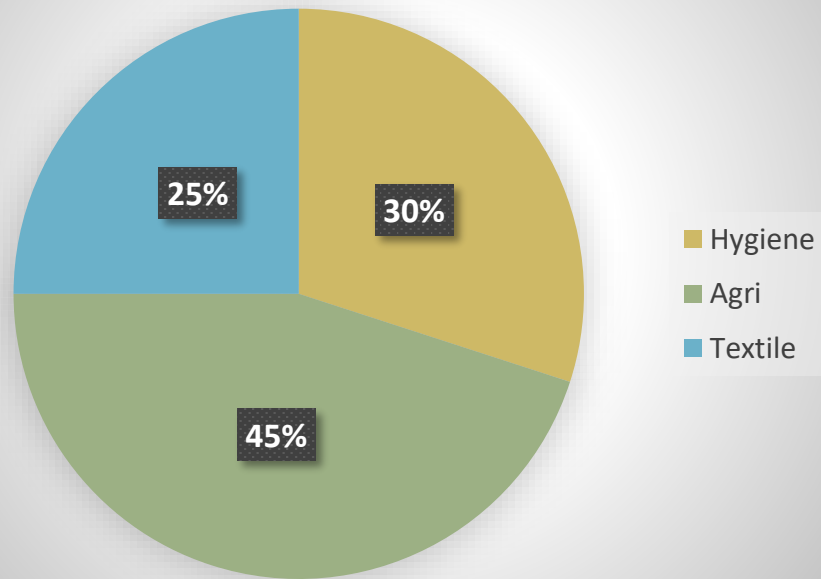


PAT

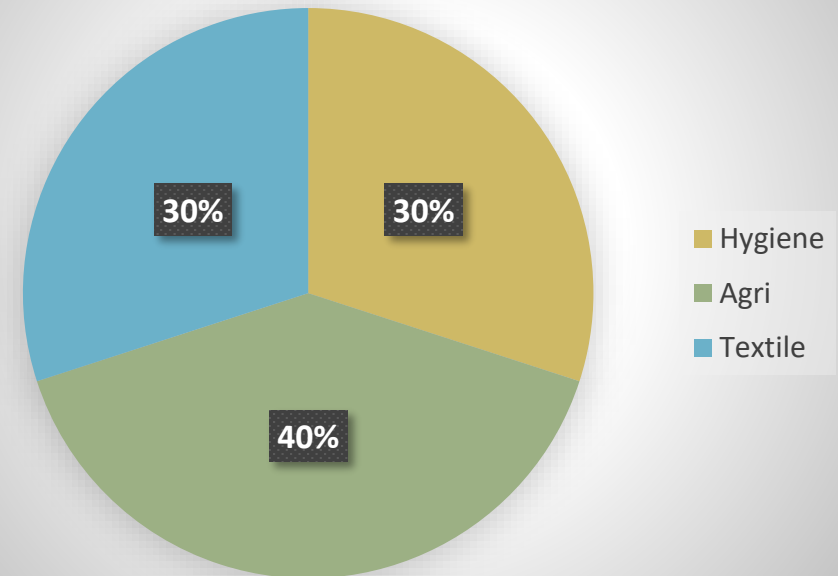
Rs. cr



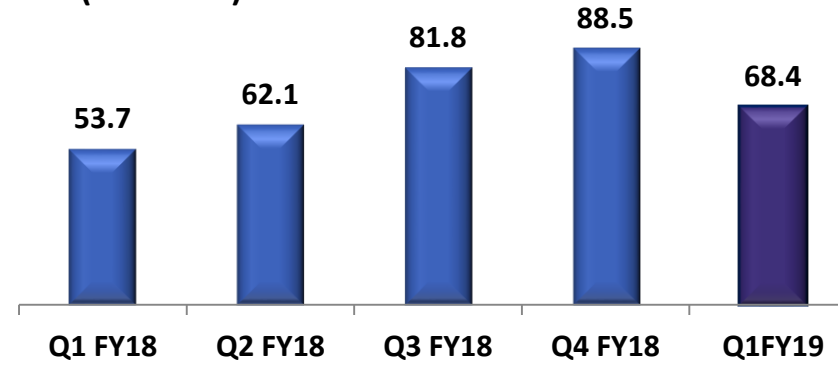
Business Segment Q1FY18



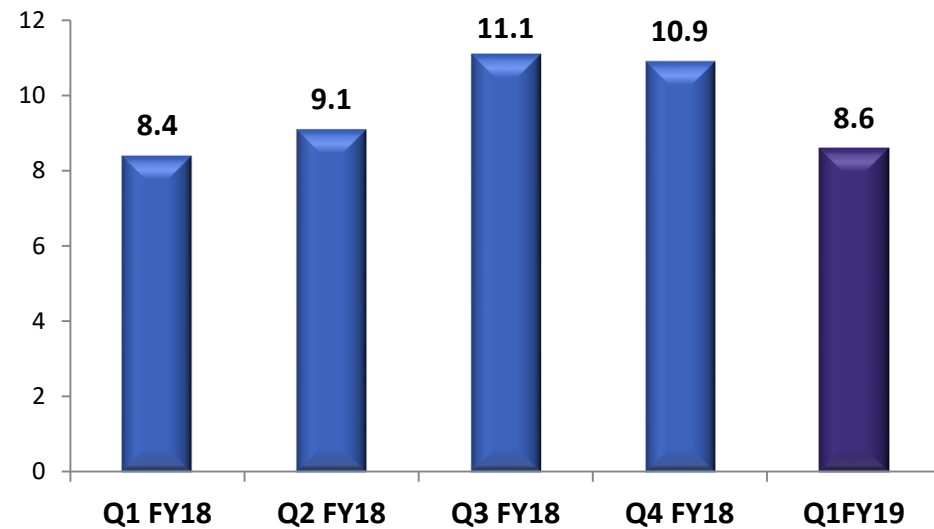
Business Segment Q1FY19



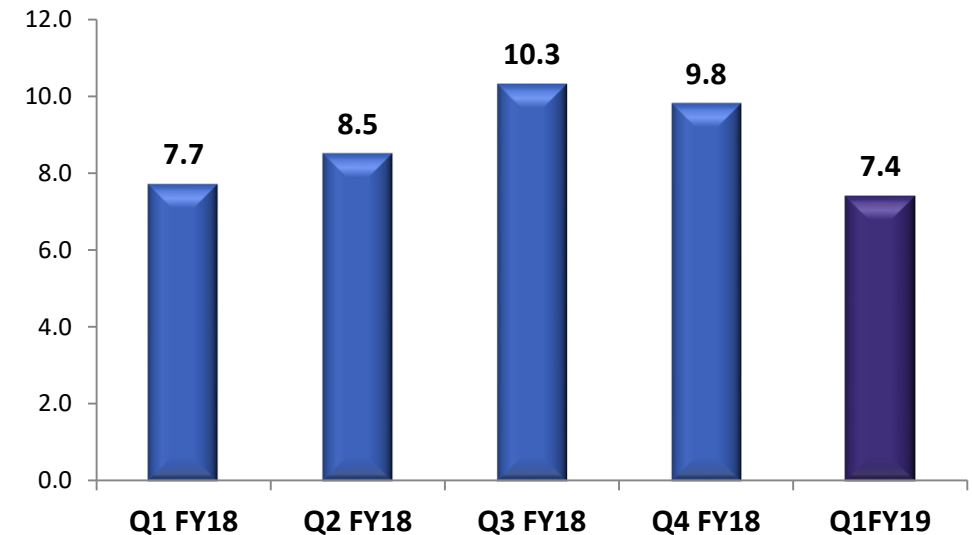
Revenue (Rs. Crore)



EBITDA (Rs. Crore)



PAT (Rs. Crore)



Quarterly Profitability Highlights – Q1 FY19



Rs. Crore	Q1 FY19	Q1FY18	YoY %	Q4FY18
Total Income from Operations	68.5	53.7	28%	88.5
Raw Materials	55.6	41.6		74.5
Employee Cost	1.2	1.0		1.2
Other Cost	3.0	2.7		1.9
Total Expenditure	59.8	45.3		77.6
EBITDA	8.7	8.4	3%	10.9
Interest	0.0	0.0		0.0
Depreciation	1.2	0.8		1.0
Other Income	0.0	0.0		(0.1)
Exceptional Item	0.0	0.0		0.0
Profit Before Tax	7.4	7.7		9.8
Tax	0.0	0.0		0.0
Profit After Tax	7.4	7.7	-3%	9.8
EPS (Rs.)	2.58	5.7		3.41*

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



03

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

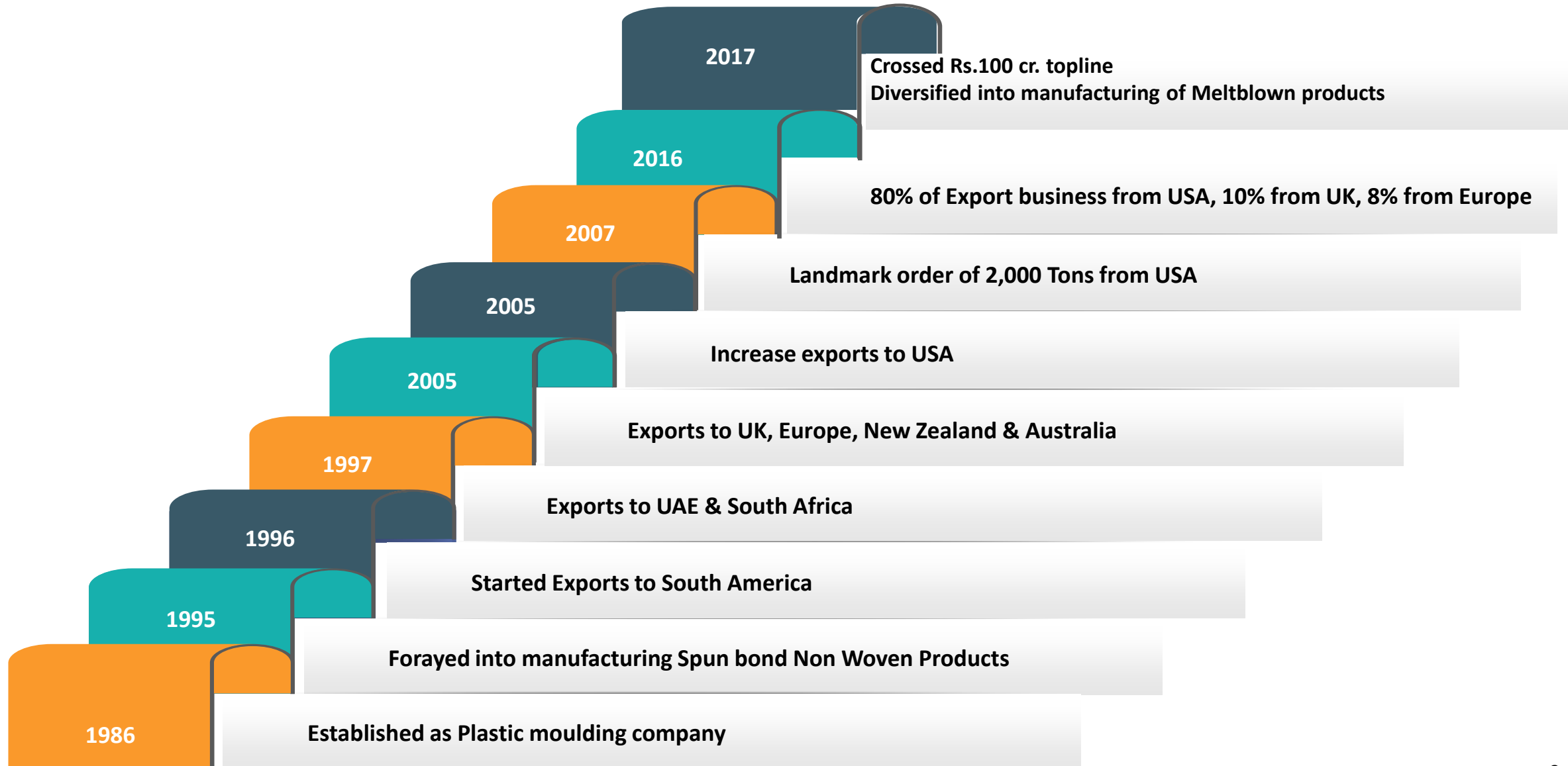
Zero Debt Company

- 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. Bhavesh Seth

President

- 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. Krishnan

CFO

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

Mr. G. Ravindran

Executive Director

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

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. 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. Dinesh Mori

Dy. General Manager (Engineering)

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

Mr. Rajiv Solanki

Production Incharge

- 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



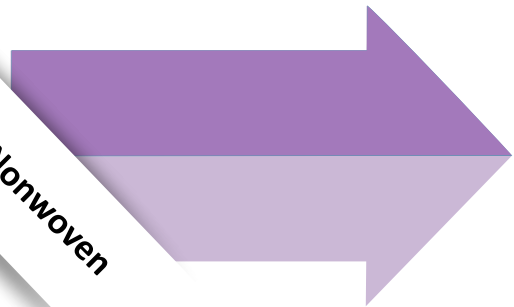
Adult Diapers



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

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

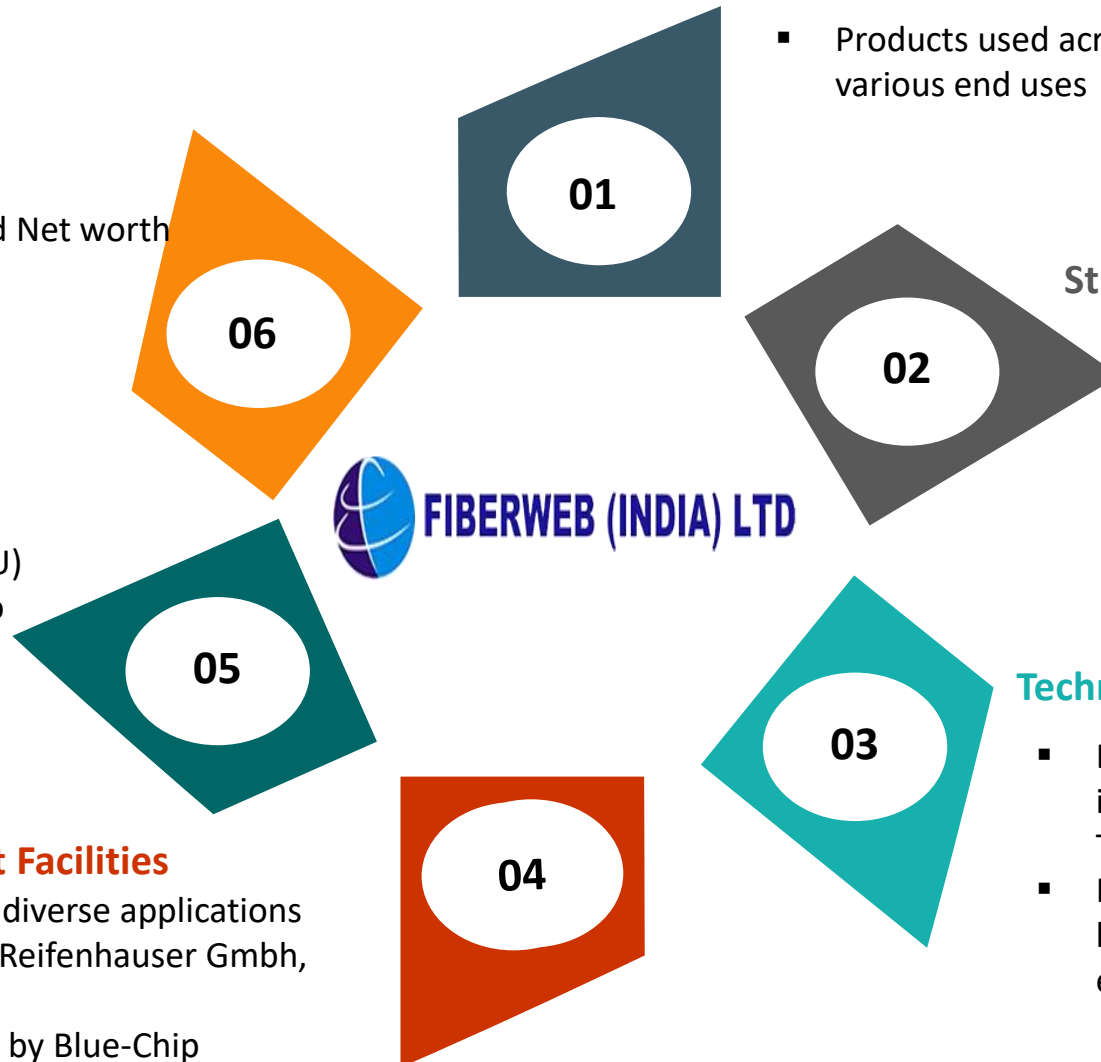
- Products used across diverse multiple industries for various end uses

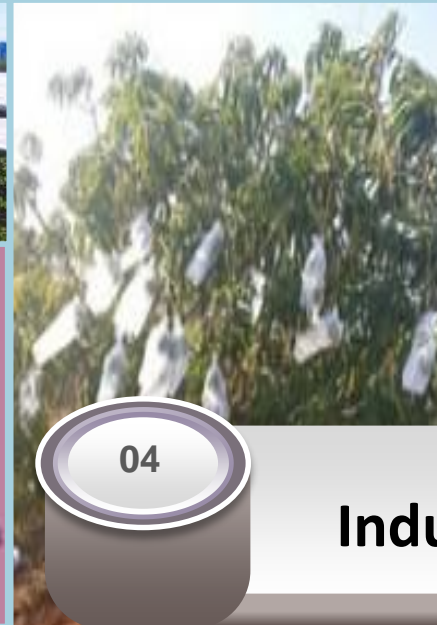
Strong & Robust Order Book

- Strong and healthy Order book

Technical Textile – Rising Demand

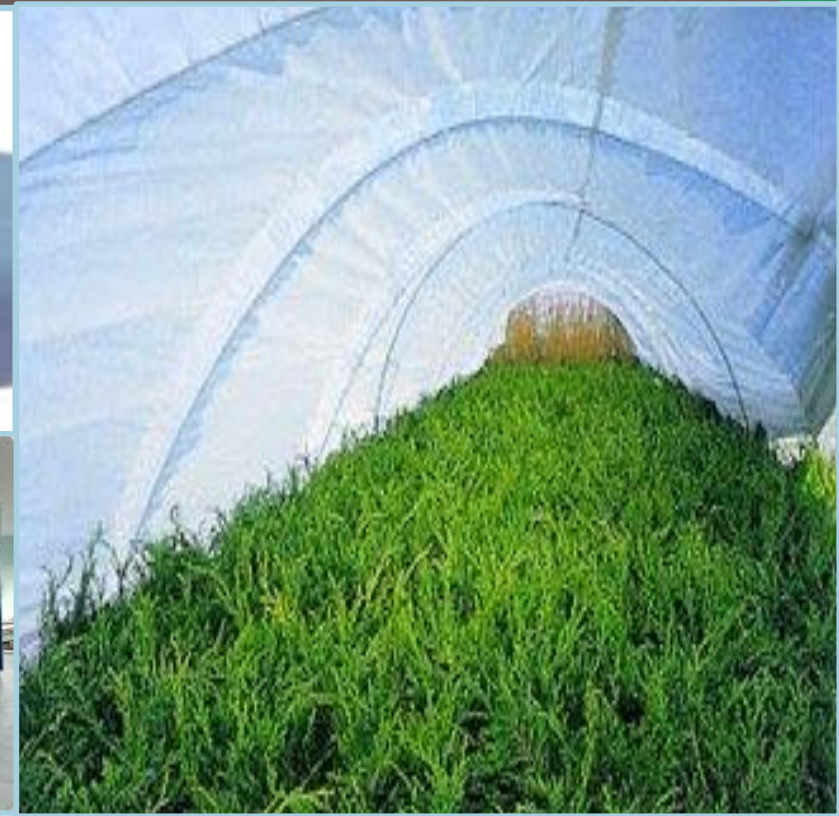
- Economic Growth, government initiatives to promote Technical Textile sector
- Increased Investments in industry, higher consumption and growing exports

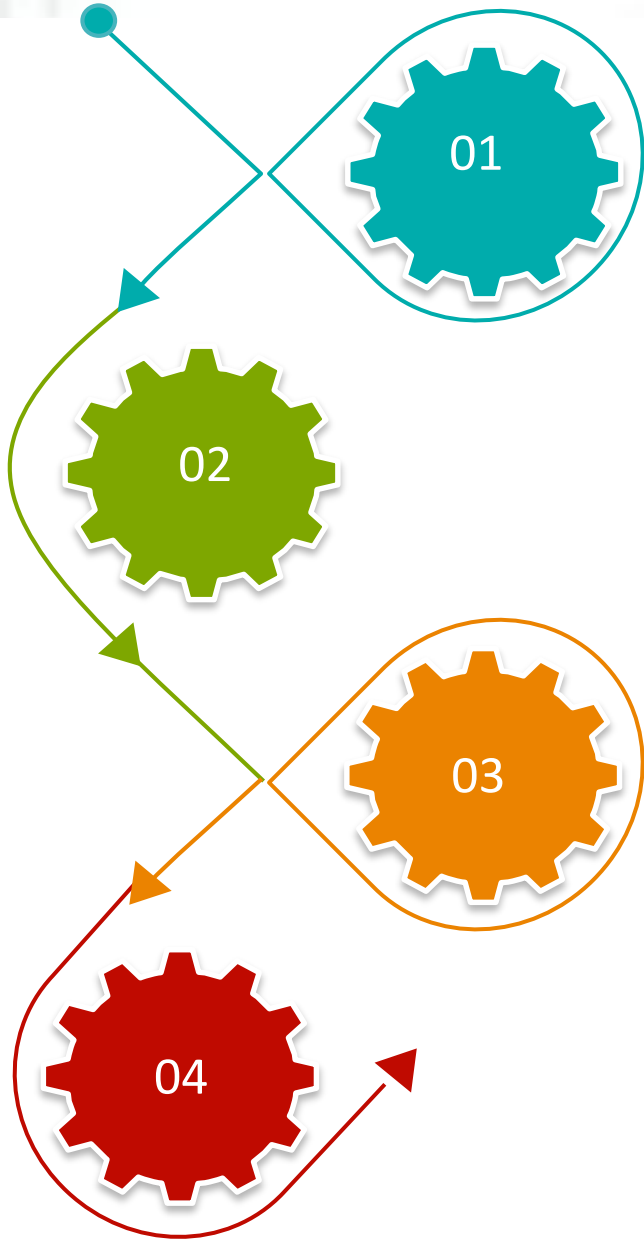




04

Industry Overview





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

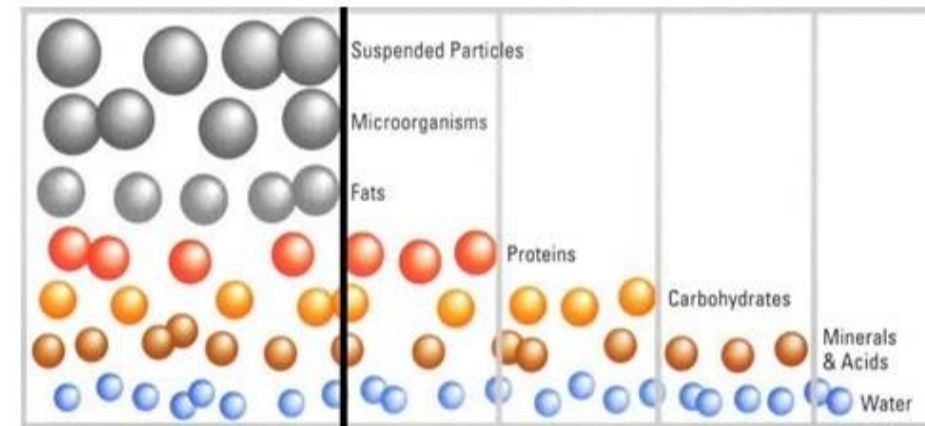
Liquid Filtration

- 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



- Excellent abrasion resistance & Flame retardant

- Exceptional permeability, Tear- and puncture-resistance & Absorption of fats and oils
- High retention capacities & High air permeability

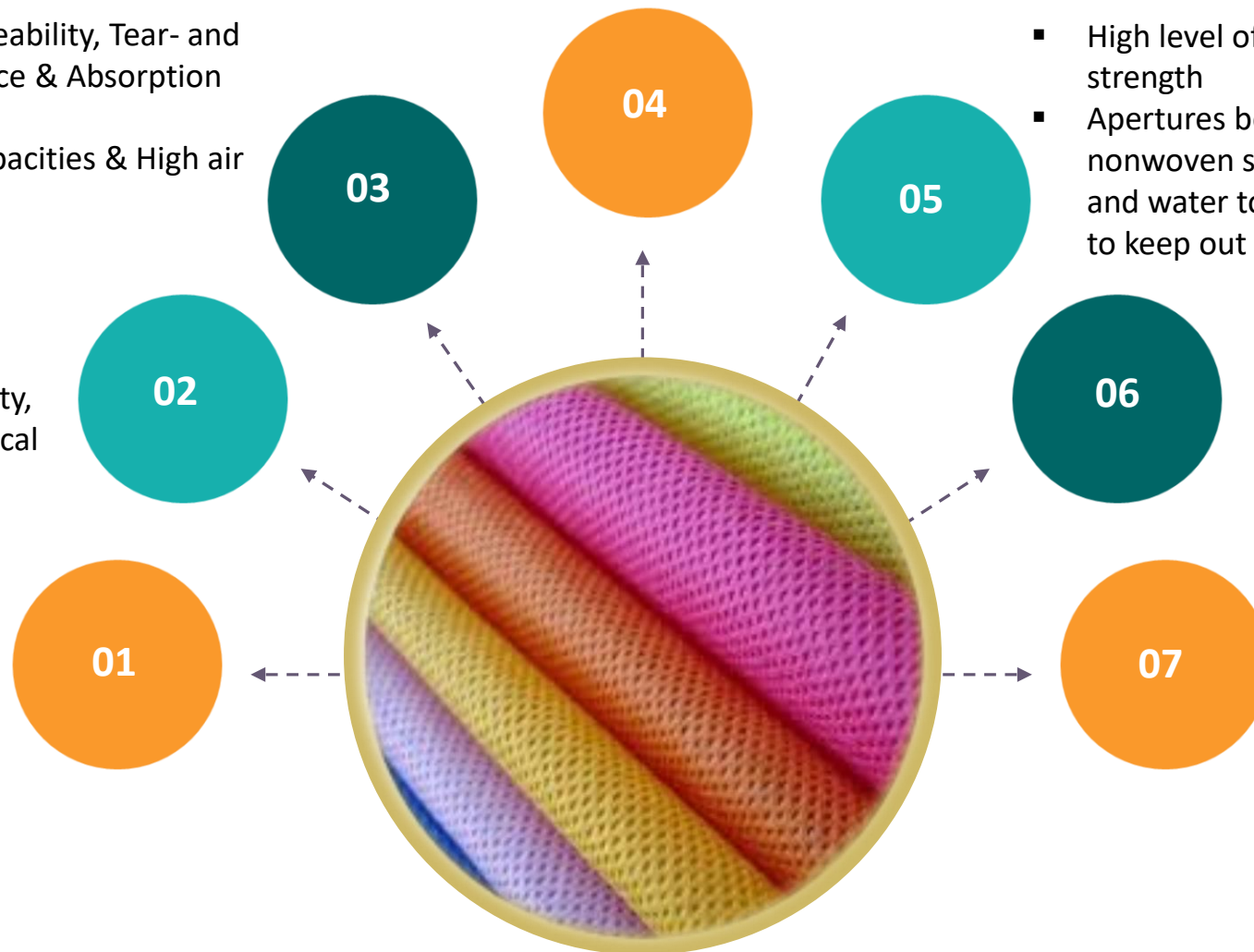
- High level of flow capacity & High tensile strength
- Apertures between intersecting fibers of nonwoven sheets - big enough to allow air and water to reach crop but small enough to keep out insects

- Nonwoven fabrics - high strength, durability, elasticity, Uniform structure & Chemical resistance

- Leads to earlier harvest, improves yields over subsequent years

- Removes wide range of contaminants from water (i.e. bacteria, viruses, metals, minerals etc.)

- Frost, Weed control and insect protection
- Protection allows plants and crops to grow without use of pesticides and herbicides



High Demand

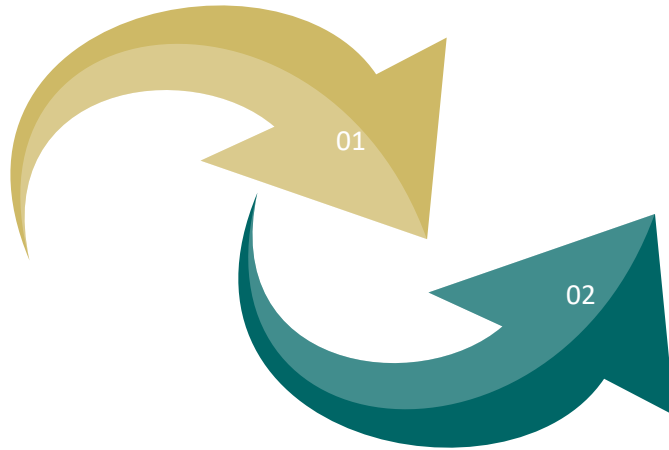
- Being disposable in nature - High demand in hygiene segment

Dominance

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

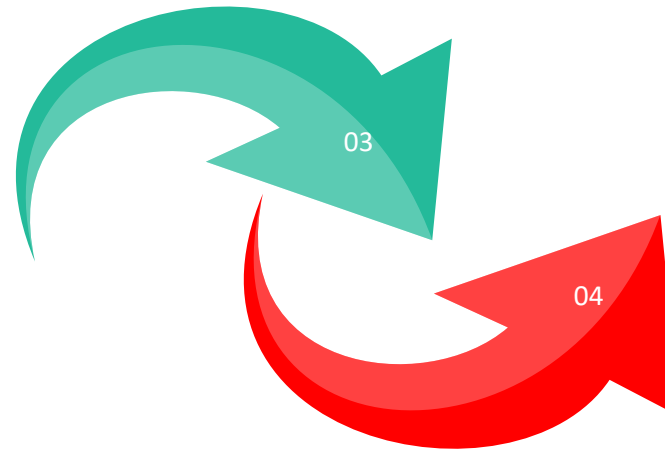
Growth of disposables v/s reusable

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



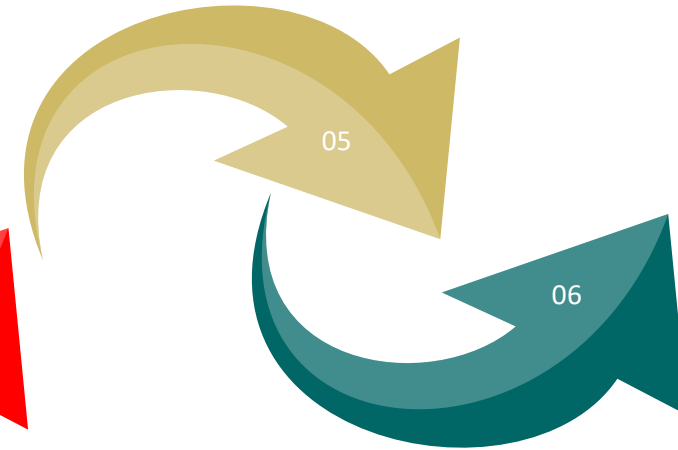
Over last decade

- 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

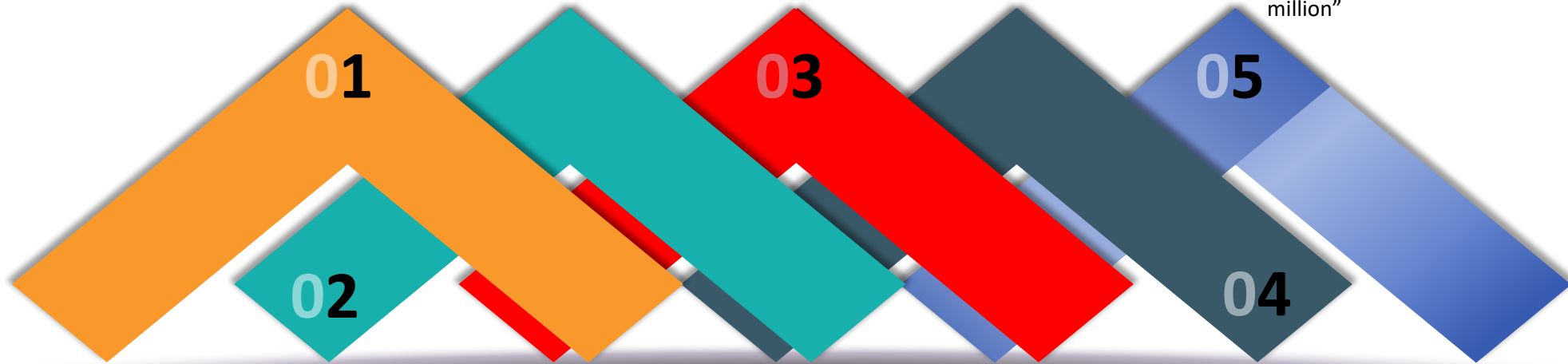
- In recent years, Nonwovens in automotives increased significantly with more than 40 automotive parts being nonwoven fabrics, i.e carpets, trunk liners, air and fuel filters etc.

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



05

Way Ahead

Expansion

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

Leased Model

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

100% Subsidiary in UAE

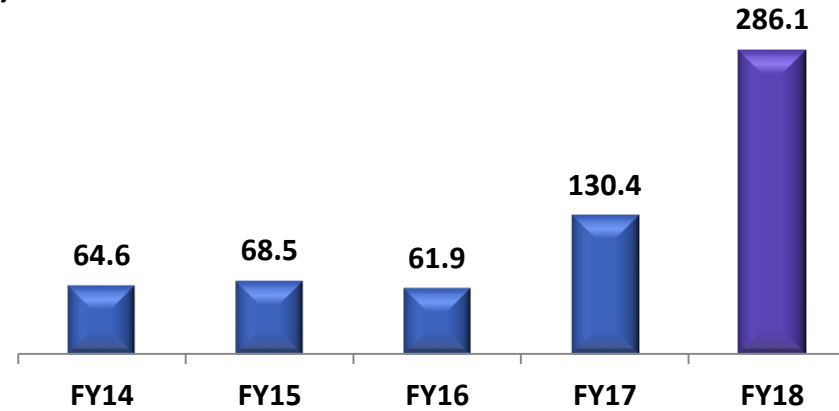
Growing demand from price sensitive customers in USA - Strengthening our subsidiary in Free Trade Zone, UAE to cater to increasing demand



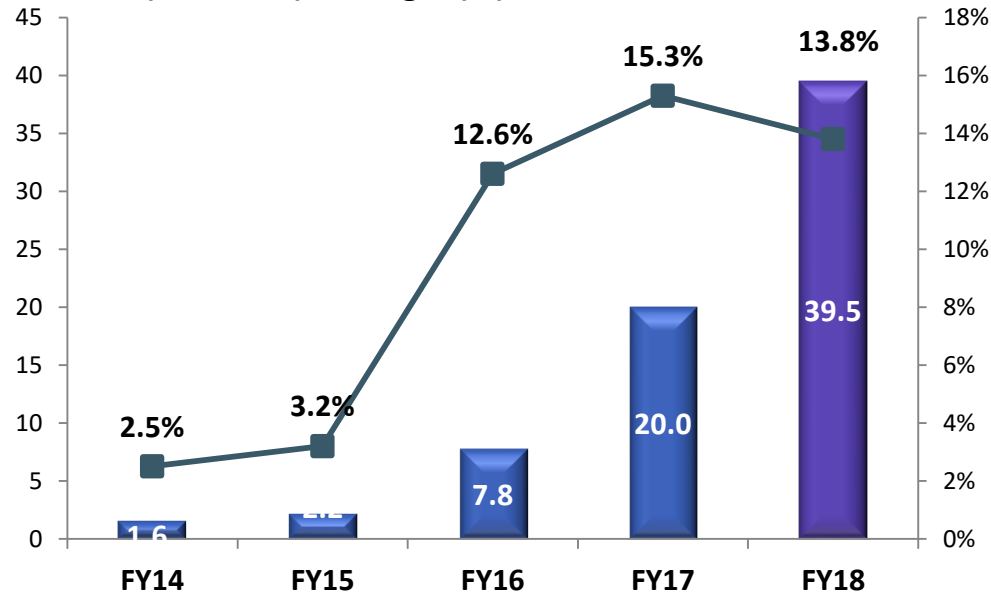
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Consolidated Financial Highlights

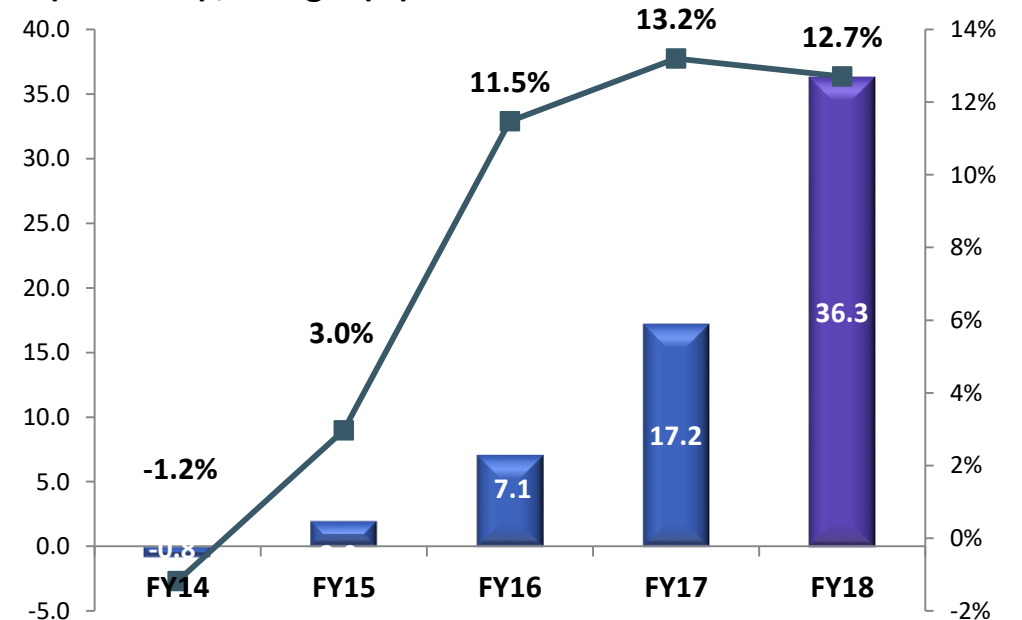
Revenue (Rs. Crore)



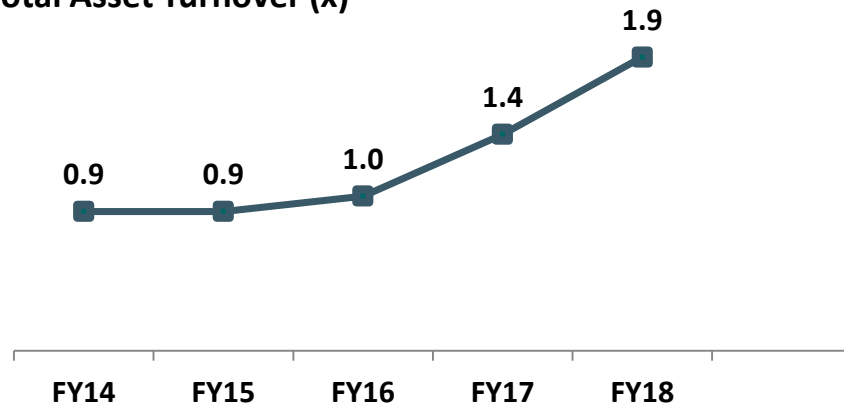
EBITDA (Rs. Crore) / Margin (%)



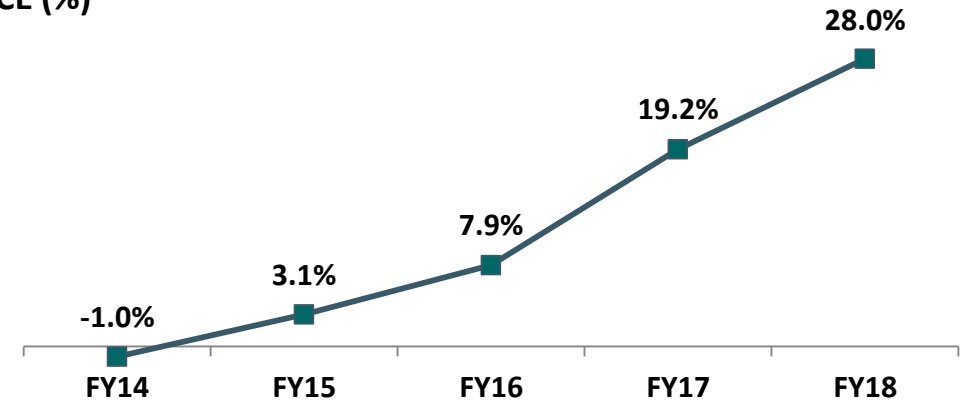
PAT (Rs. Crore) / Margin (%)



Total Asset Turnover (x)



RoCE (%)



Rs. Crore	FY18	FY17	YoY %
Total Income from Operations	286.1	130.4	119.5
Raw Materials	230.0	91.9	
Employee Cost	4.9	4.3	
Other Cost	11.7	14.2	
Total Expenditure	246.6	110.4	
EBITDA	39.5	20.0	99.0
EBIDTA Margin (%)	13.8%	15.3%	(140 bps)
Interest	0.0	0.0	
Depreciation	3.2	2.7	
Other Income	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*	13.7	

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	143.1	92.4
Share capital	28.8	13.3
Other Equity	114.3	79.1
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	23.2	25.3
Short Term Borrowings	0.0	0.0
Trade Payables	22.7	24.7
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	166.3	117.7

Rs. Crore	As on 31 st Mar-18	As on 31 st Mar-17
Non-current assets	89.2	45.8
Fixed assets	84.6	38.8
Capital work in progress	0.0	0.0
Non-current Investments	0.0	0.1
Long-term loans & advances	4.6	6.9
Other non-current assets	0.0	0.0
Current assets	77.1	71.9
Current investments	0.0	0.0
Inventories	15.4	10.5
Trade receivables	53.6	39.6
Cash & Cash equivalents	0.3	0.1
Bank Balance	4.3	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	166.3	117.7

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Thank You



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Bloomberg

FWB

REUTERS 

FIBE.BO

For further information, please contact:

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