



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.: Media Release

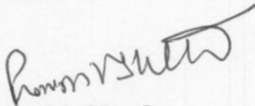
Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligation & Disclosure Requirement) Regulation, 2015, please find attached herewith Media Release dated 9th 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.
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& Works Phone : 91 (260) 222 0766/0458/1458/1858/0958 Fax : 91 (260) 2220758
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Website : fiberwebindia.com

CIN NO. L25209DD1985PLC004694



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

Media Release

Prepared to cater to a huge global demand

Q1FY19 Consolidated Revenue at Rs. 68.5 crore, YoY growth of over 28%

Q1FY19 Consolidated EBITDA at Rs. 8.6 crore, YoY growth of 03 %

Q1FY19 Consolidated PAT at Rs. 7.4 crore, with margin of 11 %

FY19 annualised consolidated EPS at Rs. 10.32

Mumbai, August 09, 2018: Fiberweb (India) Limited (BSE: 507910), pioneer and amongst the leading players in manufacturing of Non-Woven Fabric in India, today, announced its unaudited results for the quarter ended June 30, 2018.

2019 will be another important milestone for the company. In line with the succession planning announced in the previous quarter, Mr. Bhavesh Sheth has assumed complete charge of business operations which includes marketing, manufacturing, operations, strategic expansions et al. Needless to mention, the company would continue to benefit under the able guidance of the Chairman, Mr. Pravin Sheth and would seek his assistance on relevant issues, as and when called for. Not only this, but the year would also mark a change in the company's profile on account of the ambitious capex identified by the company. Once commissioned, this product (Flatbond) would not only significantly improve the margin profile of the company, but also help provide significant revenue visibility going ahead. Being complex in nature, manufacturing this product would also help the company position itself as one of the very few manufacturers of such products, globally. Notwithstanding unforeseen delays in securing the funding for this project, the management remains confident and focussed on getting this resolved very soon in the best interest of the company and shareholders.

Key developments during the quarter:

- **Order Book stands at Rs. 66 crore** – We have recently bagged an order from USA worth Rs. 25 crore, this is in addition to the earlier order outstanding of Rs. 41 cr. With the virtue of this order we are fully booked for our product for the next 3 months and are expecting same momentum of growth going ahead.

- **Focus on new geographies** – We are witnessing demand from across the globe, and are looking to expand our presence in Middle eastern markets as well as increase our customer base in the regions we are currently present.

Standalone Financial Results Highlights

Q1 FY19 Vs. Q1 FY18 Highlights: -

- **YoY Revenue growth of over 50% - Rs. 48.4 crore** reported in Q1 FY19 as against Rs. 32.3 crore in the Q1 FY18
- **YoY EBITDA growth of over 27% - Rs. 6.8 crore** reported in Q1 FY19 as against Rs. 5.4 crore in Q1 FY18
- **YoY PAT growth of over 21% - Rs. 5.6 crore** reported in Q1 FY19 as against Rs. 4.7 crore in Q1 FY18.

Commenting on the developments, **Mr. Bhavesh Sheth, President**, said “The start of FY19 has been very encouraging. Typically, the first quarter is the weakest quarter for the company. Despite that and the higher raw material pricing environment, the company has managed to show an impressive growth in revenues. Our continued focus on controlling our costs, as reflected from the previous quarter onwards, has helped us stoke margins. As also, our constant efforts to remain relevant with our customers has helped us immensely. We intend to take the share of value-added products up to 40% over the next 12-18 months. As updated earlier, our order book in this segment is extremely encouraging and we remain booked for the next 3 months. We have witnessed wide acceptance of our melt blown fabric, helping us increase our presence in the region we operate in. I am happy to inform that we have been able to achieve desired operational efficiencies despite crude price challenges. Further we are likely to witness improvement in operating efficiencies in coming quarters with increased utilisation in melt blown capacities. We are gearing ourselves to capitalise on the increased demand estimated in Nonwoven fabric and Melt blown fabric.”

“Over the years, the management has consistently endeavoured to better the business profile of the company. And this has been done proactively, in consultation with the wide profile of prestigious clients that the company enjoys a long-standing relationship with. In some instances, our clients have sought a certain product requirement what they thought our company could provide. In other instances, the company’s team has proactively proposed innovative solutions to clients which has found their approval. Not only has this led to introduction of newer products but also help deepen our client penetration and significantly increase our market share. We have managed to do all of this, without compromising on strict quality parameters, delivery deadlines

and consistency. This has only helped the company win not only repeat orders from our customers but, more importantly, their confidence”.

“With increased share of value-added products in our spun bond fabrics and growing revenue contribution from our melt blown fabrics, we have ensured strong revenue and margin traction this year. I remain very excited on the journey we have embarked upon and see brighter prospects for the company going ahead”.

About the company:

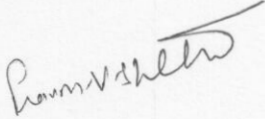
Fiberweb (India) Ltd. is a well trusted brand globally with high quality products, accepted by fortune 500 Companies across developed nations. The Company is a pioneer and amongst the leading players in the manufacturing of Spun Bond and Melt Blown Non-Woven Fabric. Its presence is spread across significant sectors with diversified applications in Personal Hygiene, Textile, Industrial Applications, Agriculture and Crop Protection and Industrial Filtration space. The Machinery for the Spun Bond Nonwoven Fabrics is supplied by a very well-known and highly reputed German manufacturer - M/s. Reifenhauer GmbH.

The Company is the first in this field, in India, with a 100% EOU status, largest exporter and Star Export House for non-woven. 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 OekoTex Standard 100 Company. Because of this, it is able to establish 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 reputed overseas clients, the Company also supplies its products in domestic market to multinational companies.

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



Pravin V. Sheth
Chairman & Managing Director
(DIN: 00138797)

