



FIL/SE/2021-22/67
27th January, 2022

National Stock Exchange of India Limited
Listing Department
5th Floor, Exchange Plaza, C-1, Block-G,
Bandra-Kurla Complex, Bandra (E)
Mumbai-400 051
Security Symbol: FILATEX

BSE Limited
Listing Department
25th Floor, Pheroze Jeejeebhoy Towers
Dalal Street,
Mumbai - 400 001
Security Code: **526227**

Sub: Investor Presentation – Q3FY22

Dear Sirs/ Madam,

Pursuant to Regulation 30(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Para A of Part A of Schedule III, please find enclosed herewith the Investor Presentation – Q3FY22 which we propose to share with Analysts & Investors.

This is for your information and records please.

Thanking you,

Yours faithfully,
For FILATEX INDIA LIMITED

COMPANY SECRETARY

Encl.: a/a

CORPORATE OFFICE

Bhageria House
43 Community Centre
New Friends Colony
New Delhi - 110025, India
P +91.11.26312503,26848633/44
F +91.11.26849915
E fildelhi@filatex.com

REGD. OFFICE & WORKS

S. No. 274 Derni Road
Dadra - 396193
U.T. of-Dadra & Nagar Haveli
India
P +91.260.2668343/8510
F +91.260.2668344
E fildadra@filatex.com

SURAT OFFICE

Bhageria House
Ring Road
Surat - 395002
India
P +91.261.4030000
F +91.261.2310796
E filsurat@filatex.com

MUMBAI OFFICE

321, Maker Chamber - V
Nariman Point
Mumbai - 400021
India
P +91.22.22026005/06
F +91.22.22026006
E filmumbai@filatex.com

Investor Presentation

January 2022 | Q3 FY22



FILATEX INDIA LIMITED



Inside this presentation

03 | Company Overview

04 | Quarterly Highlights

06 | Quarterly Financials

10 | Half-Yearly Financials

14 | Growth Drivers

17 | The Polyester Advantage

19 | Milestones

21 | Production Capacities

22 | Product Portfolio

24 | Global Presence

25 | ESG

26 | Historical Growth



Company Overview

Filatex India Limited is among the country's leading manufacturers of Polyester Filament Yarn focused on capitalising synergies created through its integrated business model.

Driven by capable leadership, the Company remains focused on increasing capacities, widening its reach, maximizing efficiency, allocating capital effectively, and ensuring sustainability.



30+ years
Experience in manufacturing yarn



A
Latest Credit Rating



2500+
Team members embracing the culture of integrity and delivering value

2
manufacturing units state of the art with integrated manufacturing operations



3,81,240 tonnes / annum
manufacturing capacity

Presence in 45 countries
across 5 continents

Q3 FY22 Highlights

INR **159.2** cr

Quarterly EBIDTA achieved

~**95%**

Utilization of Yarn Capacity

INR **385.5** cr

9 Month EBIDTA achieved

80%

Revenue Share from Value-Added Products



Key Message

The economy has shown a good recovery post the 2nd wave of Covid on account of widespread vaccination. The recovery along with the onset of the festive and wedding season revived the demand in the market. This has helped the company achieve an EBIDTA of INR 159.2 crores, profit before tax of INR 147.6 crores and profit after tax of INR 98.3 crores in this quarter.

The work on our expansion project of debottlenecking melt capacity of 50 TPD and manufacturing lines of 120 TPD of POY is progressing well. We are targeting to complete the installation and commissioning activities by June 2022.



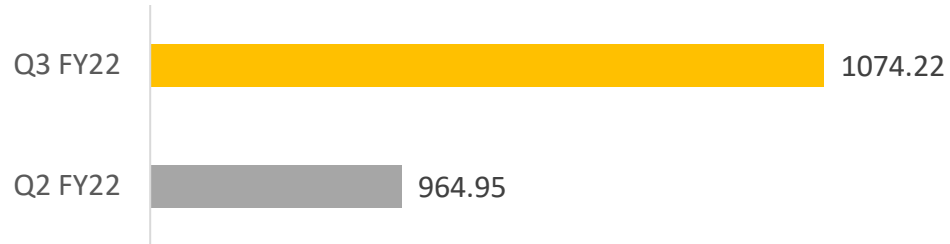
Madhu Sudhan Bhageria
Chairman & Managing Director



Quarterly Results (Q-o-Q)

REVENUE FROM OPERATIONS

(INR in crore)



EBIDTA

(INR in crore)



PBT

(INR in crore)



PAT

(INR in crore)





Quarterly Results (Y-o-Y)

REVENUE FROM OPERATIONS

(INR in crore)



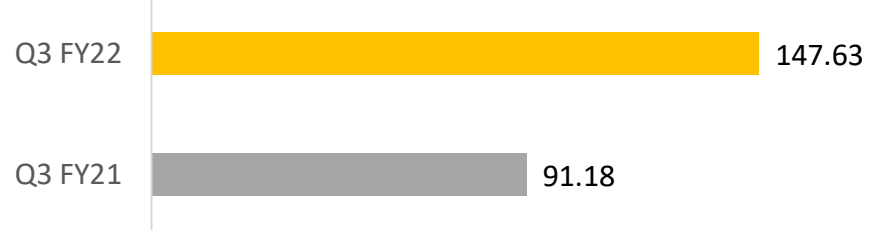
EBIDTA

(INR in crore)



PBT

(INR in crore)



PAT

(INR in crore)

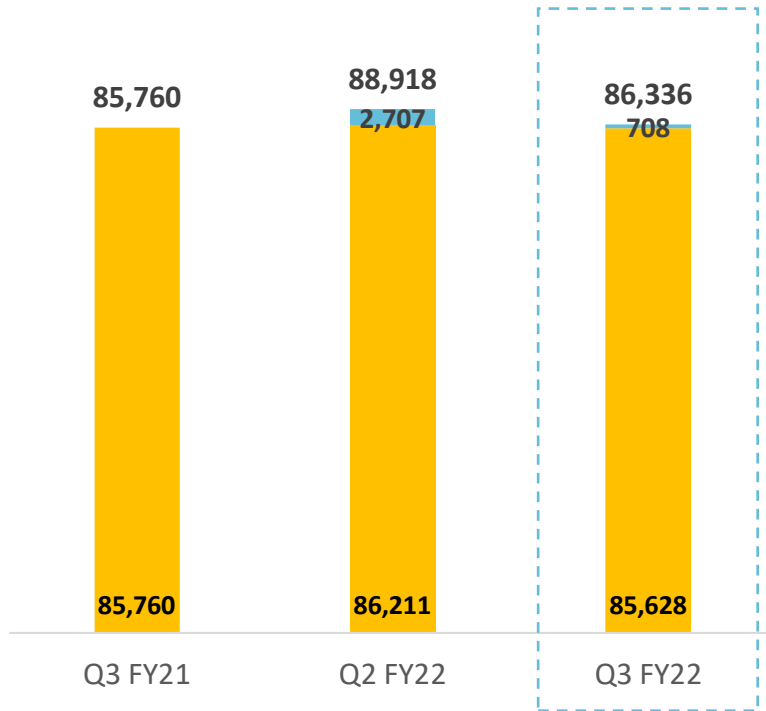




Quarterly Production & Sales (Q-o-Q & Y-o-Y)

TOTAL PRODUCTION

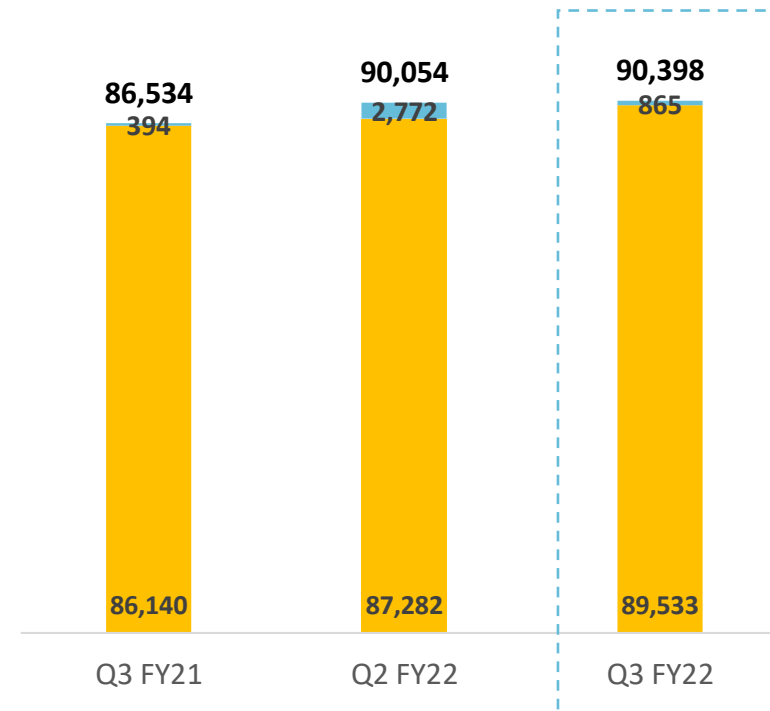
(MTPA)



■ Yarns Volume (MTPA)

TOTAL SALES

(MTPA)



■ Chips Volume (MTPA)



Profit & Loss | Q3 FY22

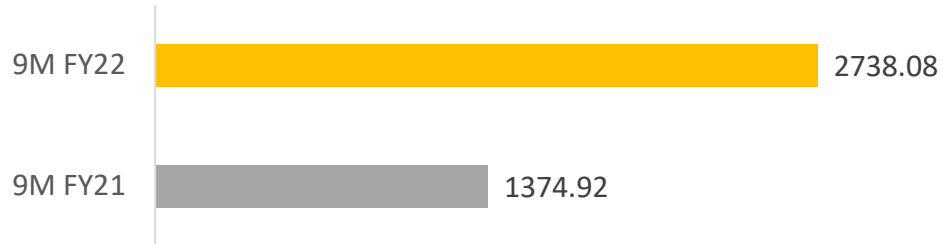
(INR crores)	Q3 FY22	Q2 FY22	QoQ Growth	Q3 FY21	YoY Growth
Net Revenue from operations (Net of Taxes)	1074.22	964.95	11.32 %	721.59	48.87 %
Other income	12.96	6.78	91.15 %	1.80	620.00 %
Total Revenue	1087.18	971.73	11.88 %	723.39	50.29 %
Total Expenses	939.55	862.16	8.98 %	632.21	48.61 %
Cost of materials consumed	767.06	733.14	4.63 %	500.12	53.38 %
Changes in inventories	30.86	(2.89)	-	4.87	533.68 %
Employee benefits expense	22.97	21.51	6.79 %	20.81	10.38 %
Finance cost	7.99	6.50	22.92 %	16.02	(50.12) %
Depreciation and amortization expense	16.52	15.85	4.23 %	14.77	11.85 %
Other expenses	94.15	88.05	6.93 %	75.62	24.50 %
Profit before exceptional items & tax	147.63	109.57	34.74 %	91.18	61.91 %
Exceptional Items	0.00	0.00	-	0.00	-
Profit before tax	147.63	109.57	34.74 %	91.18	61.91 %
Tax expense	49.38	35.79	37.97 %	25.14	96.42 %
Net profit/(loss) after tax	98.25	73.78	33.17 %	66.04	48.77 %



9-Months Results (Y-o-Y)

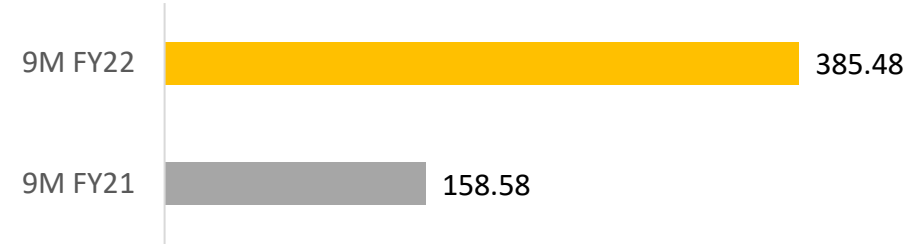
REVENUE FROM OPERATIONS

(INR in crore)



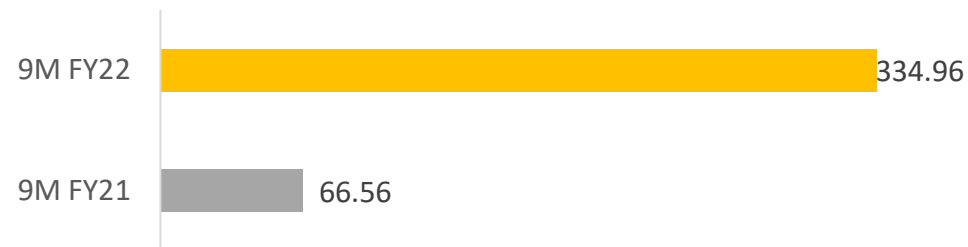
EBIDTA

(INR in crore)



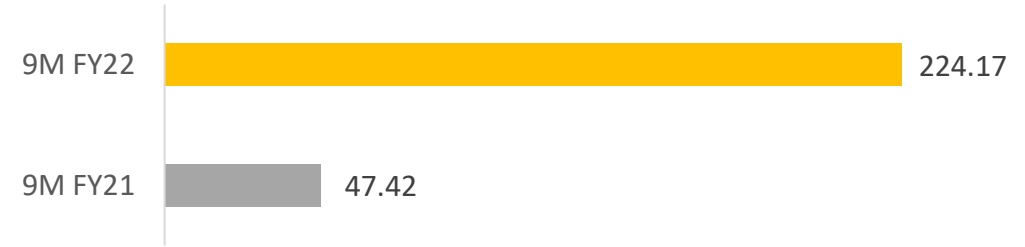
PBT

(INR in crore)



PAT

(INR in crore)

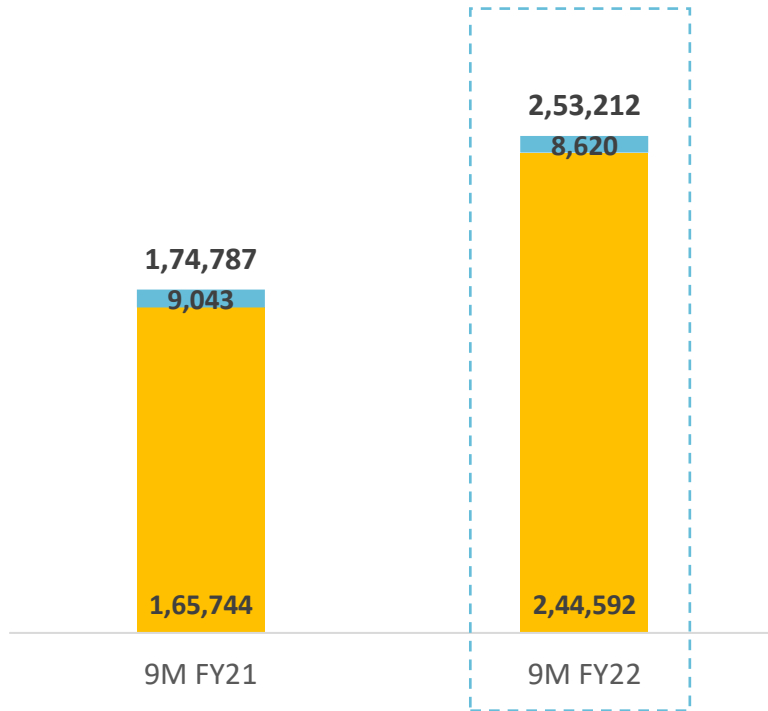




9-Months Production & Sales (Y-o-Y)

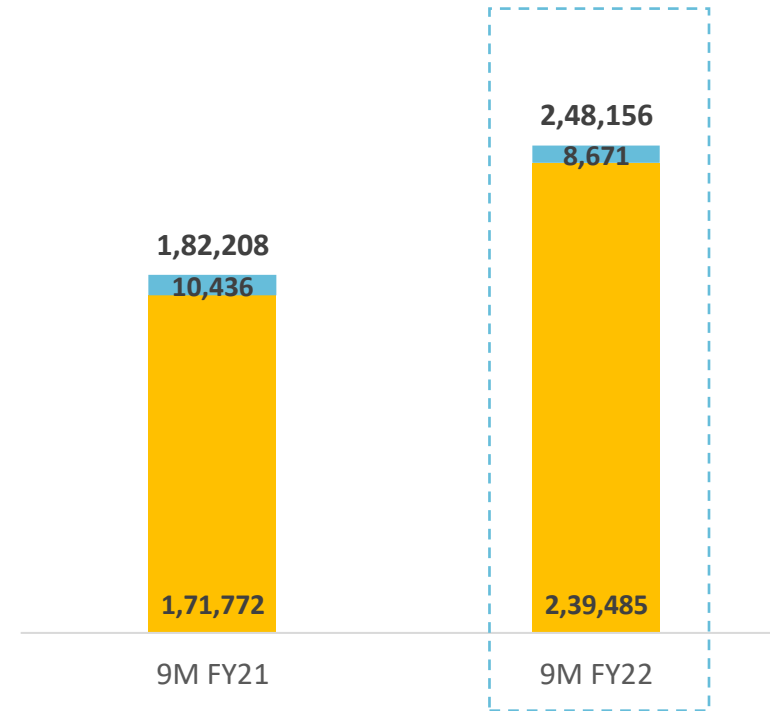
TOTAL PRODUCTION

(MTPA)



TOTAL SALES

(MTPA)



■ Yarns Volume (MTPA)

■ Chips Volume (MTPA)

Profit & Loss | 9M FY22

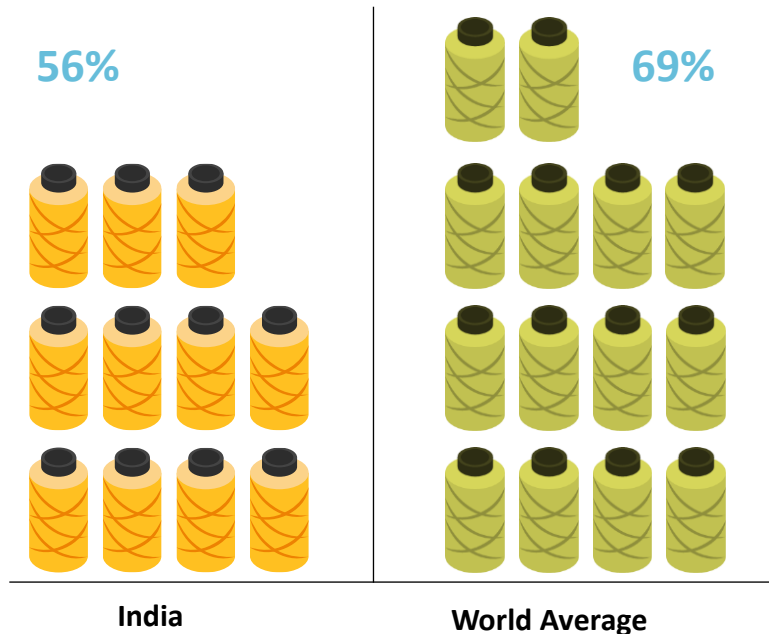


(INR crores)	9M FY22	9M FY21	YoY Growth
Net Revenue from operations (Net of Taxes)	2738.08	1374.39	99.22 %
Other income	22.30	4.11	442.58 %
Total Revenue	2760.38	1378.50	100.25 %
Total Expenses	2427.06	1311.92	85.00 %
Cost of materials consumed	2094.35	968.76	116.19 %
Changes in inventories	(65.52)	46.81	(239.97) %
Employee benefits expense	64.26	45.58	40.98 %
Finance cost	27.42	52.67	(47.94) %
Depreciation and amortization expense	47.04	43.44	8.29 %
Other expenses	259.51	154.66	67.79 %
Profit before exceptional items & tax	333.32	66.58	400.63 %
Exceptional Items	1.64	0.0	-
Profit before tax	334.96	66.58	403.09 %
Tax expense	110.79	19.13	479.14 %
Net profit/(loss) after tax	224.17	47.15	375.44 %

Policy Initiatives

The Government of India has taken several strategic steps to boost the manufacturing of man-made fibres in India

MANMADE FIBRES CONTRIBUTION TOTAL FIBRES CONSUMPTION



Introduced a minimum value addition norm of 35% on textile products coming in India at zero duty from countries covered under FTA

Abolished anti-dumping duty on PTA

7 Mega Textile Parks

The government has approved setting up seven mega textile parks under the PM-MITRA scheme at a total outlay of INR4,445 crore, with an intension to generate about one lakh direct and two lakh indirect jobs per park.

Included synthetic yarns under RoDTEP scheme

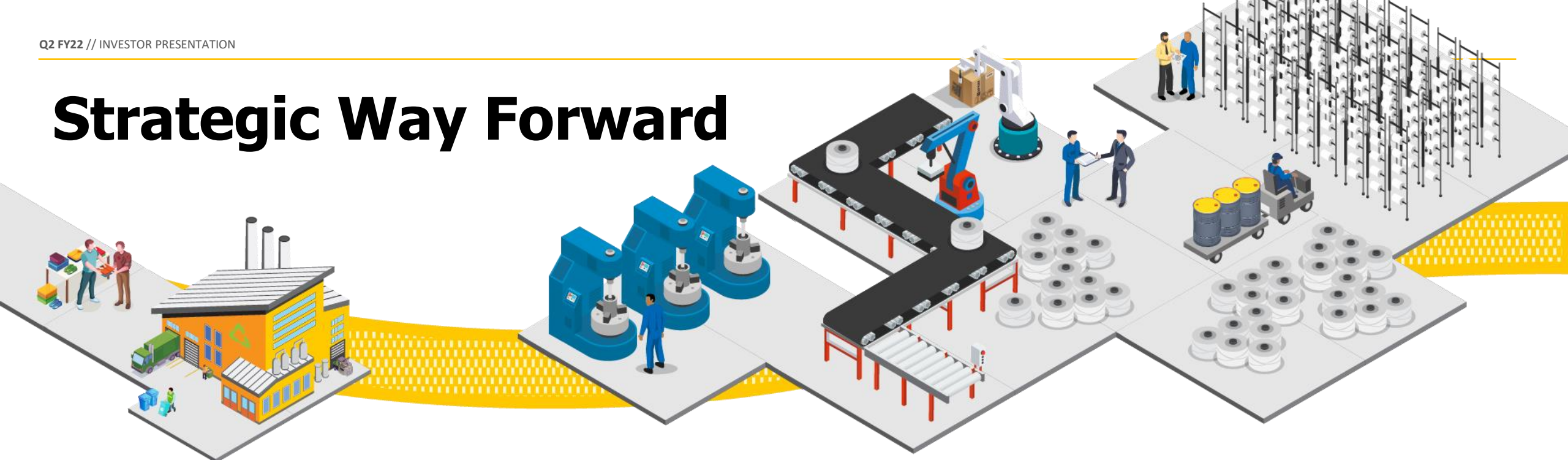


Imposed an increase in duty from 10% to 20% on around 300 textile products

INR 10,683 crores – PLI

The Union Cabinet in September approved the production linked incentive (PLI) scheme of INR10,683 crores for the textile sector to promote the production of high value Man-Made Fibre (MMF) fabrics, garments, and technical textiles.

Strategic Way Forward



RECYCLED POLYESTER

Increased awareness in customers towards environment & sustainability has resulted in wide acceptance of recycled fibres. The demand for recycled polyester is increasing rapidly as leading fast fashion brands are promoting sustainability in textile industry.

To meet this demand and ensure sustainability, our company is engaged in R & D activities to develop process parameters for chemical recycling of Polyester waste. After successful lab trials at Dahej, we are now moving ahead with a 1500 Kgs per day pilot plant which will help us revalidate our process conditions and operating costs.

DEBOTTLENECKING CAPACITY

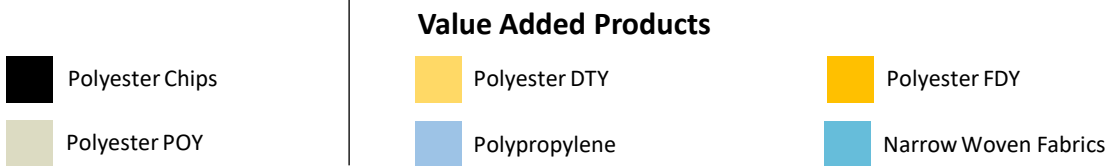
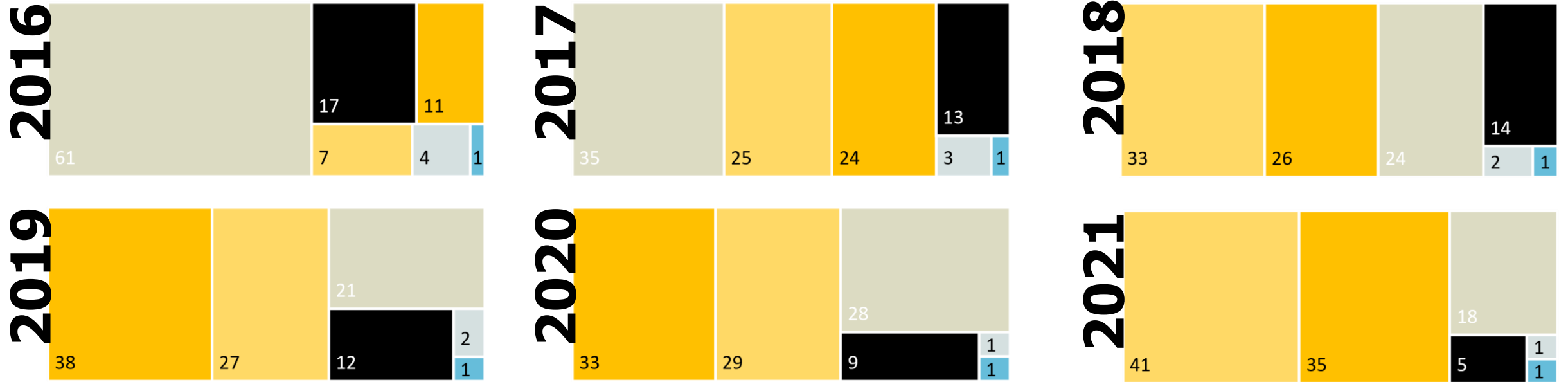
The company has discovered a new opportunity for debottlenecking surplus capacity by increasing melt capacity by 50 tons per day. This additional melt along with surplus chips volume will be utilized for producing around 120 tons of POY. The project is under progress with a target to complete the installation and commissioning activities by June 2022.

GROWTH THROUGH VALUE ADDITION

The company has focused on improving its value-added product portfolio in the last 5-6 years. The expansion in DTY and FDY capacities over the years has resulted in an increase in their revenue share as well as improved the blended margins.

Growth through Value Addition

The company has made a planned effort to steadily increase its product offering. It has focused on improving its value-added product portfolio in the last 5-6 years. The expansion in DTY and FDY capacities over the years has resulted in an increase in their revenue share as well as an improvement in blended margins.



Polyester- The preferred fibre

With the increase in fast fashion trends and the constant want to update one’s wardrobe with the latest style and design, polyester is the most preferred fibre and will continue to dominate its role in textiles in the future.

Its unique properties and diverse applications along with ease of processing make it the ideal choice for fast fashion garments. Filatex, with its focus on polyester filament yarn, is well- positioned to understand the changing needs of the customers and market and is equipped to serve the same.



 Affordable pricing	 Highly durable	 Easy wash ability	 High colour retention	 Abrasion and mildew resistant
 Wrinkle resistant	 Blends with other fibres	 Faster drying	 Stain resistant	 Resistant to stretching and shrinking

World Fibre Production (2008-2018)

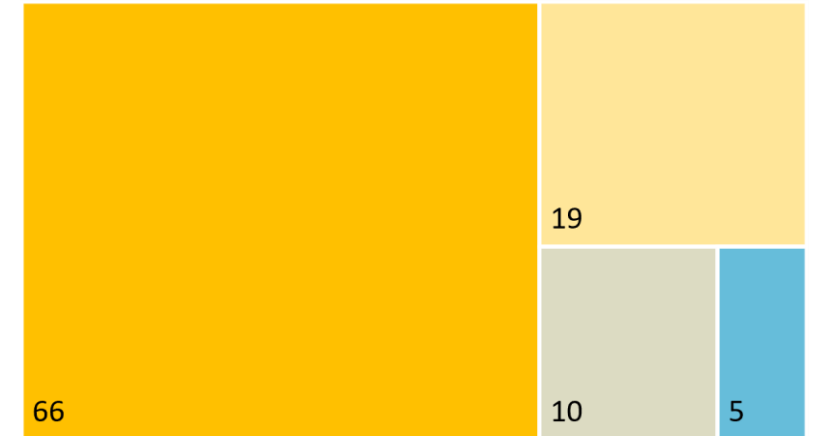


PRODUCTION CAPACITY (in 1000 MT)

Particulars	2008	%	2018	%	CAGR	Growth
NATURAL FIBRES						
Raw Cotton	23,584	31.40	26,120	23.47	1.03	2,536
Other Natural Fibres	6,971	9.28	6,084	5.47	(1.35)	(887)
Total Natural	30,555	40.69	32,204	28.93	0.53	1,649
SYNTHETIC FIBRES						
Cellulose Fibres	3,464	4.61	6,900	6.20	7.13	3,436
Synthetic Filaments*	25,750	34.29	49,800	44.74	6.82	24,050
Synthetic Staple Fibres	15,331	20.41	22,400	20.13	3.86	7,069
Total Synthetic	44,545	59.31	79,100	71.07	5.91	34,555
Total	75,100	100	1,11,304	100	4.01	36,204

Source: DNFI

CONTRIBUTION TO FIBRE GROWTH IN THE LAST DECADE



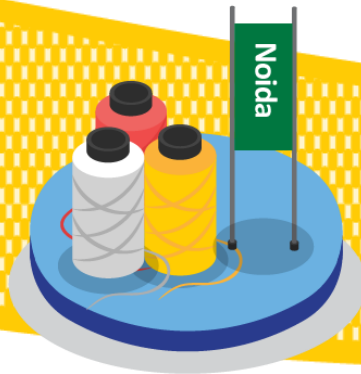
95% growth in World Fibre Production in the last decade has come from Synthetic Fibres alone

*Polyester Filaments make 90% of Synthetic Filaments

Our Journey

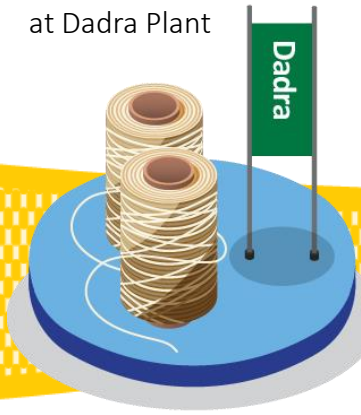
1994

Commenced production of Mono Filament yarns at Noida



1998

Added manufacturing of Poly polypropylene yarns at Dadra Plant



2012

Set-up of Poly-Condensation plant of 600 TPD capacity along with 250 TPD Spinning of POY and balance 350 TPD of Chips at Dahej, Gujarat



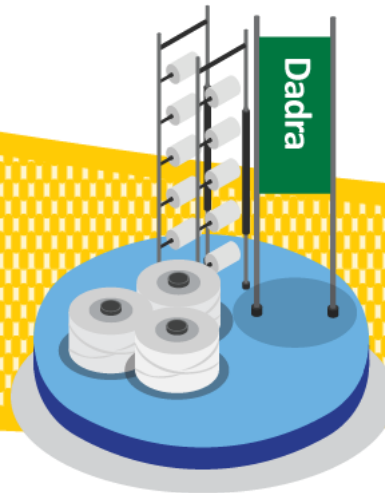
1990

Incorporated in August



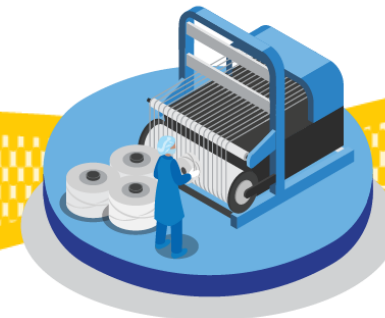
1996

Diversified into Multi-filament Polyester Filaments Yarn at Dadra with the production of POY and Textured Yarns



2008

Commenced production of Fully Drawn Yarns (FDY) in Dadra using the latest machines from Barmag, Germany



Our Journey

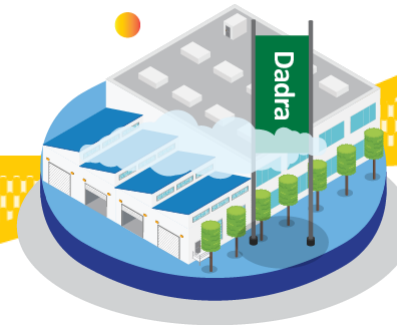
2018

Added Bright Polymerization capacity of 300 TPD for spinning, 190 TPD of FDY, 25 TPD of POY, and balanced 85 TPD of Bright Chips at Dahej



2020

Completed DTY expansion project in August. Added a cumulative 1.4 MW of renewable energy rooftop solar power plant at both plants.



2016

Commenced production of 115 TPD of Fully Drawn Yarns (FDY) and added capacity of 200 TPD of Draw Textured Yarns (DTY) at Dahej

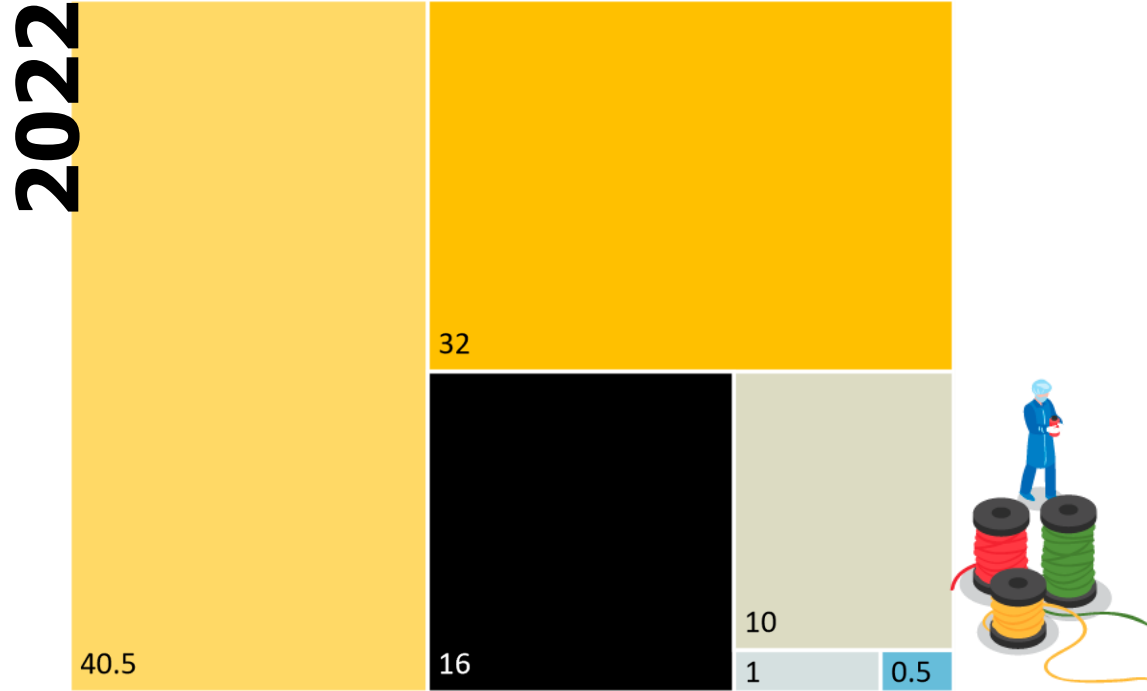
2019

Total Polymerization Capacity enhanced from 900 TPD to 1050 TPD through debottlenecking activities and commenced production of POY expansion from 340 TPD to 510 TPD

2021

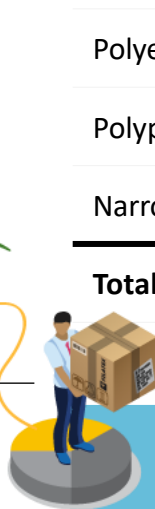
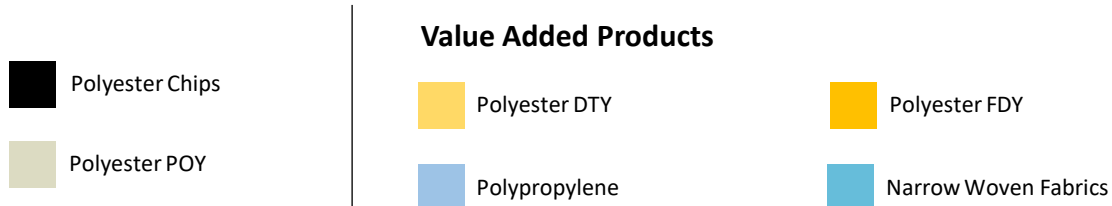
Commissioned 30 MW Captive Power Plant at Dahej

Production Capacities



PRODUCTION CAPACITIES FY22 (in MTPA)

Particulars	Production	Captive Use	Net Capacity
Polyester Chips	97,200	36,000	61,200
Polyester POY	1,94,400	1,56,600	37,800
Polyester FDY	1,22,400	720	1,21,680
Polyester DTY	1,56,600	1,440	1,55,160
Polypropylene	5,400	2,160	3,240
Narrow Woven Fibres	2,160	0	2,160
Total	5,78,160	1,96,920	3,81,240

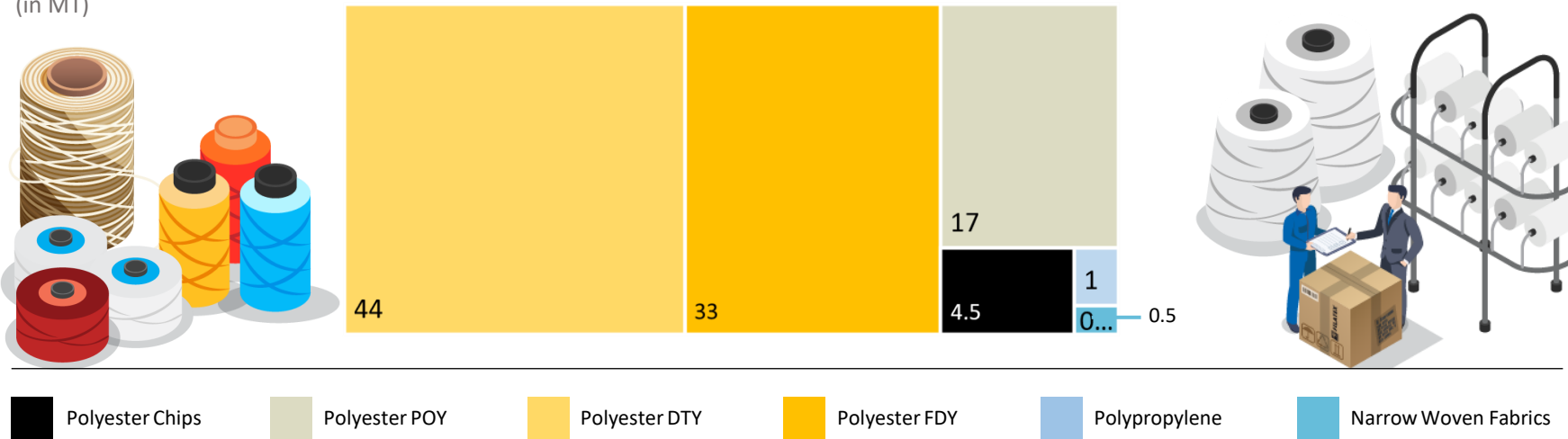


Total Capacity **3,81,240** tonnes

Our Products

Production in FY21

(in MT)



Polyester Chips: Industrial intermediate product used to manufacture Polyester yarns.

Fully Drawn Yarns (FDY): Fully drawn polyester filament yarn is directly used for producing all kinds of fabrics specially for children and ladies.

Polypropylene Multifilament Crimp Yarns: In different shades and deniers, PP yarns are being used for Socks, Under Garments and Sports Wear.

Polyester Partially Oriented Yarns (POY): Intermediate product which post texturizing is used for knitting & weaving different kinds of fabrics.

Drawn Textured Yarns (DTY): Produced by drawing & heating POY through a texturing process. It is used for manufacturing fabrics for multiple applications.

Narrow Woven Fabrics: Used in manufacture of Carpets, Rugs, Tapes, Ribbons and Zippers

Specialty Products

- 1. Filigree**
Used in sheer curtains, shirting, suiting, scarves etc
- 2. Ocean**
Used in fancy knitwear, sheer curtains, frills for dresses
- 3. Chubby Yarn**
Used in fancy knitwear, tee shirts & upholstery
- 4. Cotsion**
Used in suiting & shirting, fancy knitwear, t-shirts & upholstery
- 5. Soie FIL**
Used in upholstery, jackets & suits, etc
- 6. Flexi FIL**
Used in sofa covers and car seat covers

Catering to Diverse End-Users



Home Textiles & Furnishings

Polyester is being used extensively in the manufacturing of home furnishing materials such as bedsheets, curtains, blankets, & pillowcases. Owing to its insulating properties and its relatively soft texture, it is used in the production of cushioning materials for pillows. Since polyester fabrics are highly resistant to staining, they are ideal for use as tablecloth.



Outdoor Clothing & Athleisure

Polyester is a fantastic fabric for making outdoor clothing. It is comfortable and water resistant which makes it an ideal choice for active people who are into sports. Its hydrophobic (water-repelling) property makes it ideal for garments and jackets that are to be used in wet or damp environments, coating the fabric with a water-resistant finish intensifies this effect.



Wide-Range of Apparels

Polyesters are widely used in clothing fabrics. Several types of clothing apparel are woven from polyester yarns or polyester threads. Examples include shirts, jackets, pants, hats, etc. High tenacity and durability make it very appropriate for clothing production. PFY is a high strength filament that can withstand repetitive movements. Colour fastness of Polyester Fiber is excellent too.



Women Inner Wear

Textured Micro Deniers ensure seam softness which is critical in inner wear. The low shrinkage factor ensures no seam distortion after washing and the soft feel aspect make these yarns an ideal choice. It is more durable than cotton and is often used in functional fabrics and sports bras since it doesn't hold moisture.

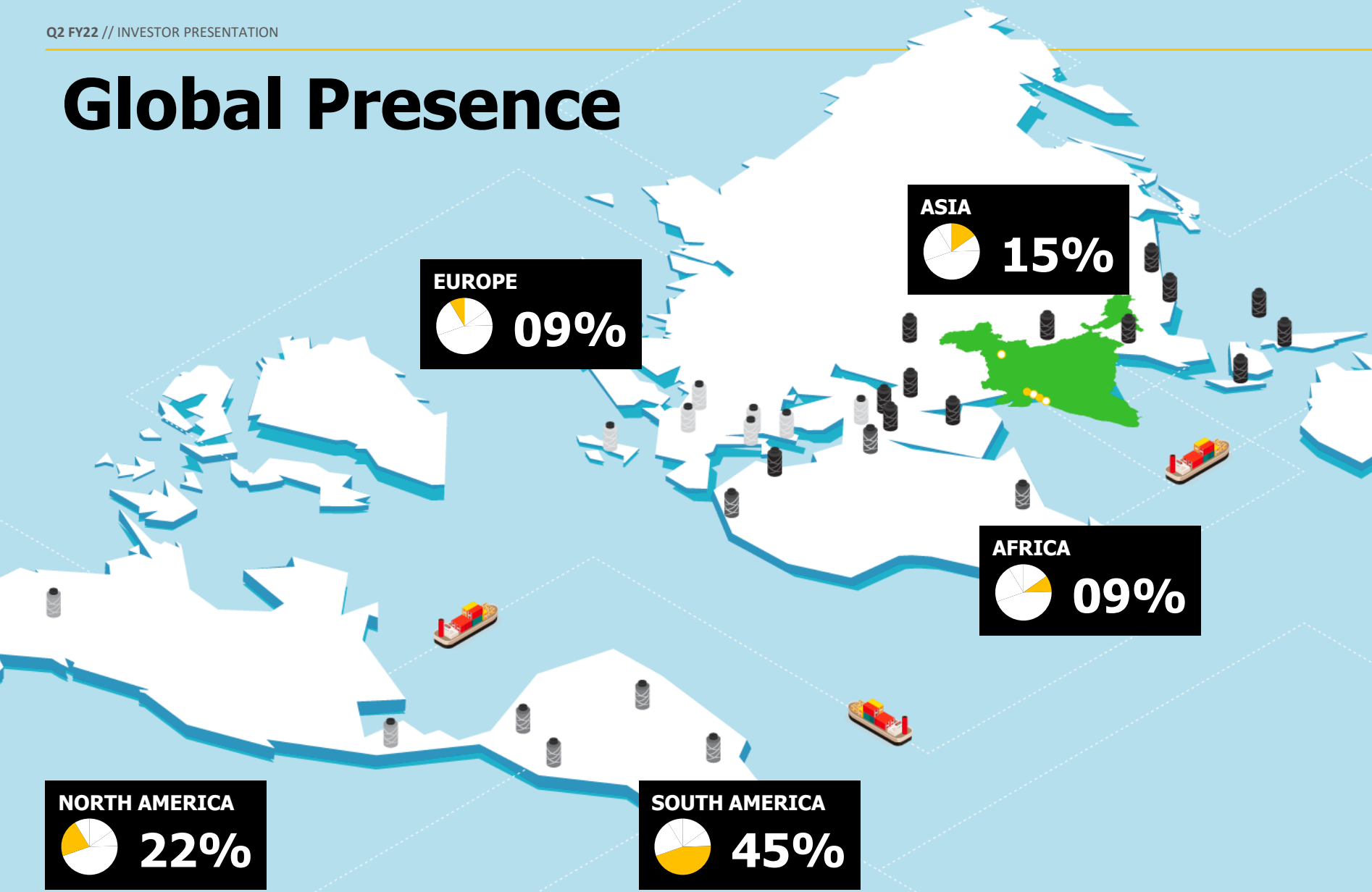


Industrial Use Cases

Polyester finds application in a lot of industrial uses, owing to its strength and durability over natural fibres. It is used in the manufacturing of high strength ropes, threads, hoses, sails, power belting and much more. Safety belts that are used in automobiles in order to protect the passengers are often made up of polyester along with other components.



Global Presence



45+

Countries to which products are exported

~24%

Drawn Texturizing Yarn (DTY) Production exported

~11%

Export's contribution to Revenues in FY21

Responsible and Sustainable Growth

At Filatex India Limited, Sustainability and environmental preservation are crucial and non-negotiable requirements.

ENVIRONMENT

Focus on environmental R&D to minimise waste and reduce carbon footprint

- Developing technology for recycling of Polyester waste
- Developed a pilot plant adopting Glycolysis process and currently carrying out trials for depolymerization & repolymerization of PET waste and yarn waste
- Commissioned 1.4 MW rooftop Solar Power Plant at Dahej & Dadra

SOCIAL

Social Welfare activities

- Engaged in a wide variety of social causes with a prime focus on programmes such as Education, Health & Women Empowerment

GOVERNANCE

Diverse and experienced board with internal checks and processes

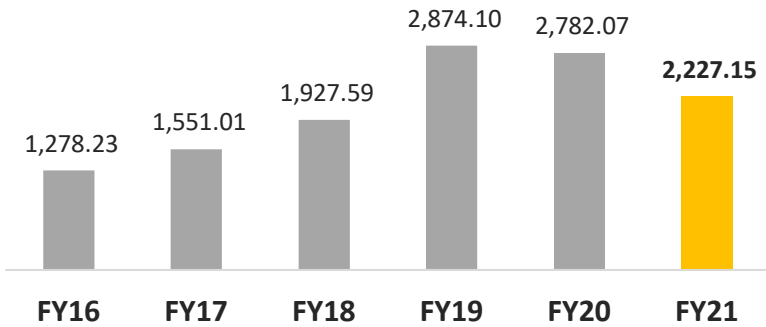
- Experienced board of directors with half of the board being independent directors
- Promoters with 3+ decades of experience supported by board members with extensive experience across various domain
- Comprehensive Policy Framework & Robust Systems
- Internal & external audit to ensure compliance and improved quality standards of reporting

Our Growth

NET REVENUE

11.74%

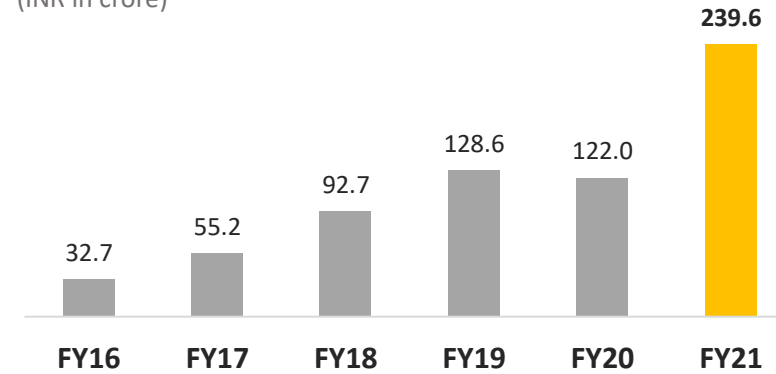
(INR in crore)



PBT

48.93%

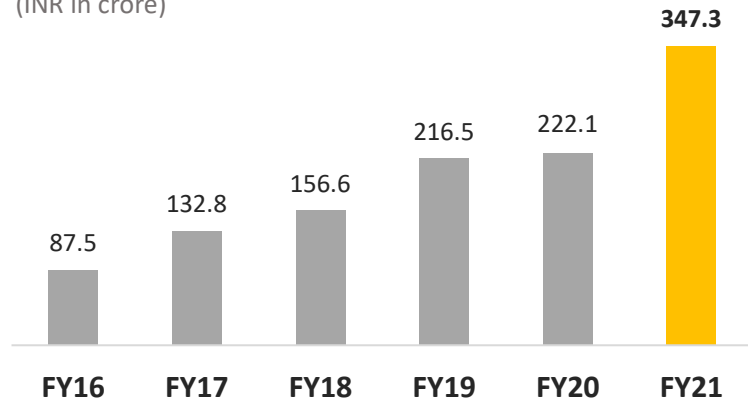
(INR in crore)



EBITDA

31.74%

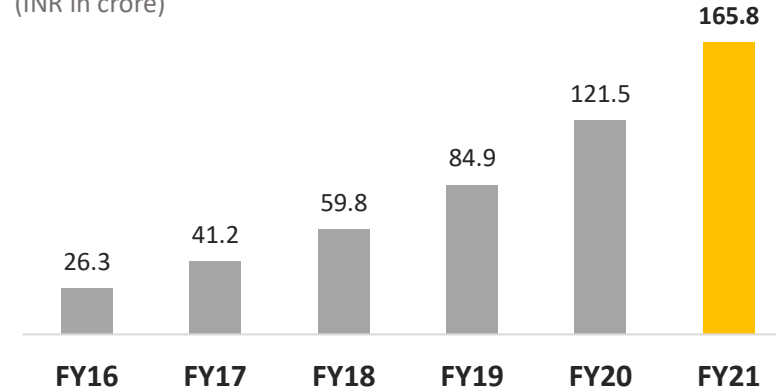
(INR in crore)



PAT

44.51%

(INR in crore)



CAGR





For more information, please contact

Filatex India Limited

BHAGERIA HOUSE, 43 Community Centre,
New Friends Colony, New Delhi –110025

Ph: +91-11-26312503

Email: ir@filatex.com

BSE: 526227 | NSE: FILATEX | ISIN: INE816B01027 | CIN: L17119DN1990PLC000091

WWW.FILATEX.COM