

Fiberweb (India) Limited

Manufacturers of : Spunbond Nonwoven Fabrics

Date: 18th October, 2016

TO,
The Corporate Relationship Manager,
Bombay Stock Exchange Ltd.
Mumbai

Sir/Madam,

Sub: FIBERWEB (INDIA) LIMITED – INVESTOR PRESENTATION REVISED AND UPDATAED

With reference to the captioned subject, we are pleased to send herewith the REVISED AND UPDATED INVESTOR PRESENTATION prepared by Bridge Investor Relation Pvt. Ltd. (Mumbai).

Key Profitability Highlights:

Rs Cr	Q2 FY17	Q2 FY16	% YoY	H1 FY17	H1 FY16	% Change
Total Revenue	22.1	15.6	42%	35.2	27.8	26%
EBIDTA	6.8	1.2	203%	6.8	2.1	222%
EBITDA%	16.4%	7.7%	870 bps	19.2%	7.5%	1,170 bps
PAT	2.8	0.1	2700%	5.1	(0.2)	3,175%
PAT%	12.7%	0.4%	1,230 bps	14.6%	(0.1)%	1,520 bps
EPS (Rs)	2.23	0.06	3,617%	4.07	(0.2)	2,813%

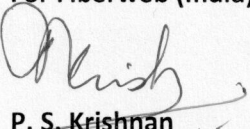
Key Balance Sheet Highlights as on September 30, 2016:

Rs Cr	Sep-16	Sep-15
Net worth	62.6	(57.7)
Long Term Borrowings	-	121.7
Short Term Borrowings	0.3	0.1

Kindly take the above on records.

Thanking you,

Yours faithfully,
For Fiberweb (India) Ltd.


P. S. Krishnan
Chief Financial 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-400 019.

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



ISO9001:2008,14001:2004,OHSAS18001:2007

CIN NO. L25209DD1985PLC004694

Fiberweb (India) Limited

Investor Presentation

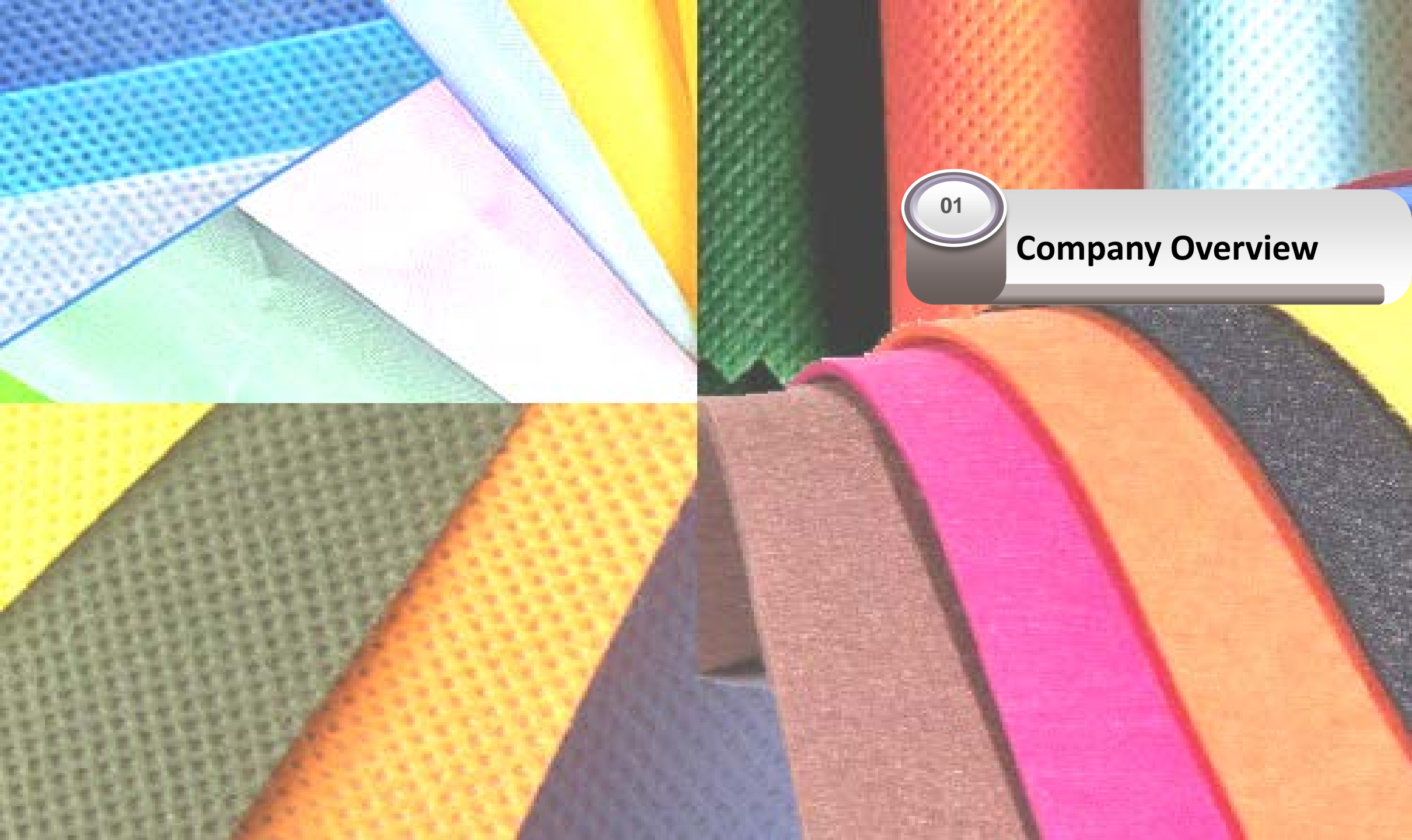
October 2016



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.




01

Company Overview



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

100% Export Oriented Unit
• 72% Revenues from Exports



Strong focus on Quality

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

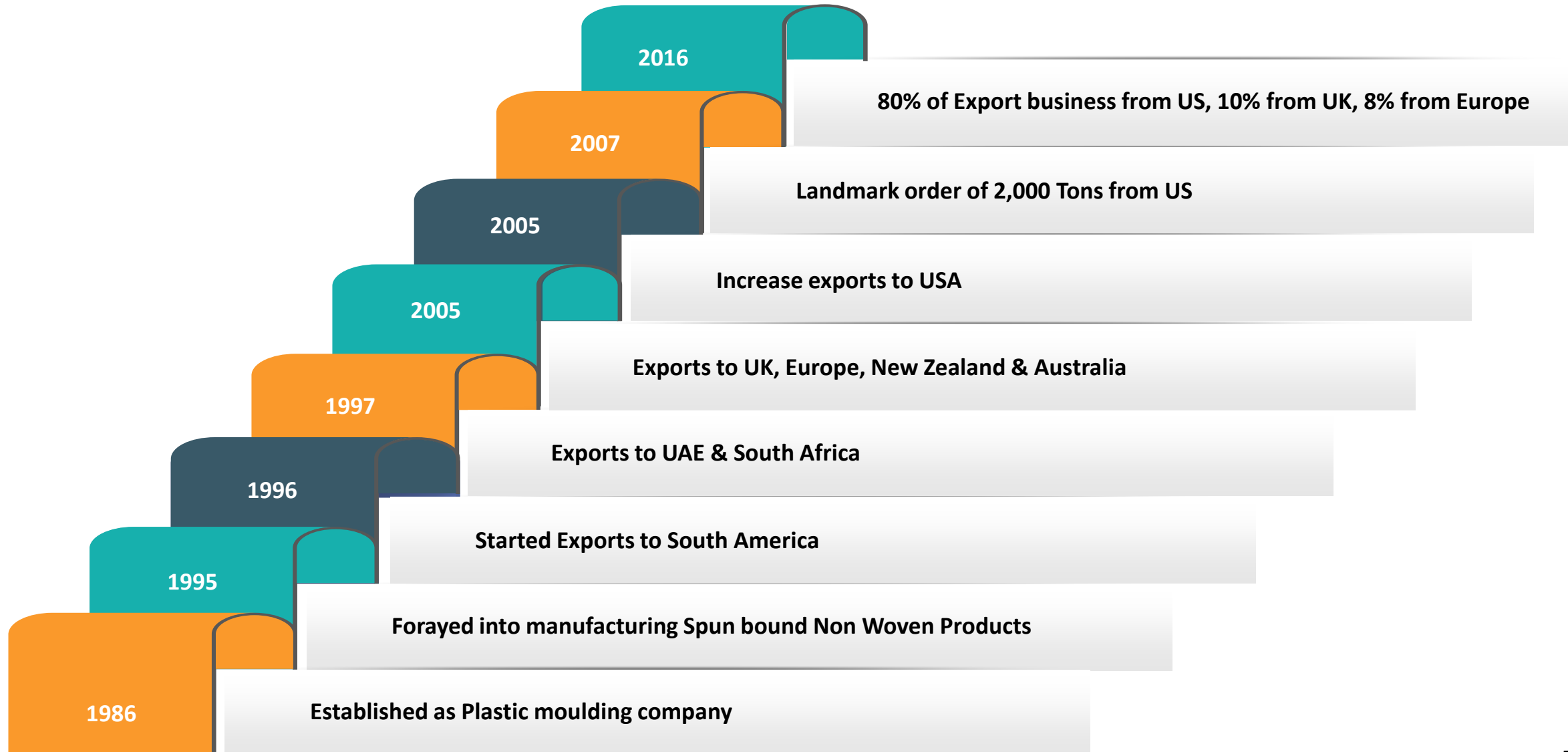
Zero Debt Company

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



State of art manufacturing facilities – 7,500 MT Capacity

- Unique double beam technology from renowned manufacturer, Reifenhauser GmbH, Germany



Professionally Experienced Team

Mr. Pravin Seth- 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 Seth – Non Executive Independent Director

- B. Com, Chartered Accountant and CFA
- Responsible for business development, business process and organization strategy

Mr. G. Ravindran- Executive Director

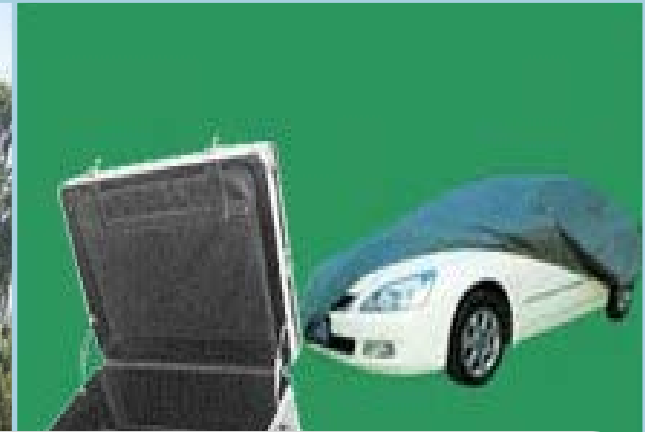
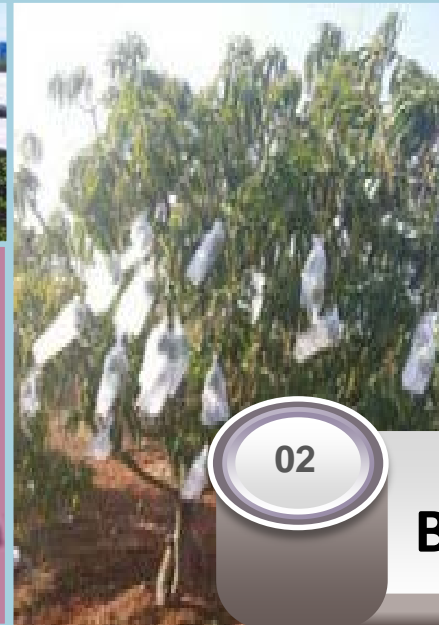
- B. Tech (Chem Engg), M.Tech (Ind. Management)– IIT, Kharagpur
- Responsible for manufacturing facility in Daman
- Total experience – 40 years, 25 years with Company
- Earlier with RPG Group

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

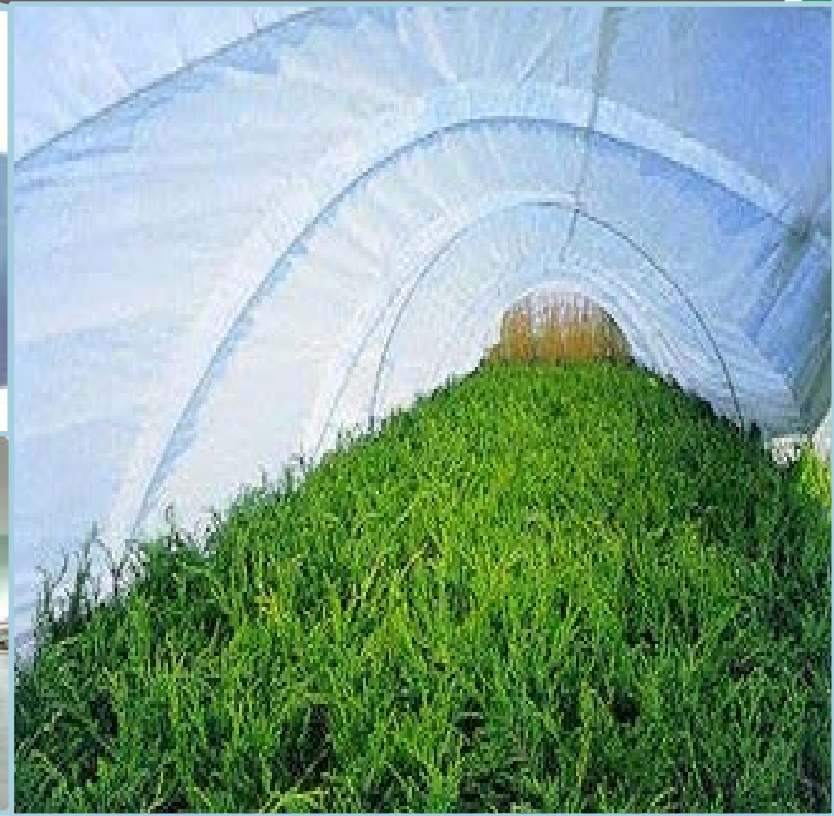
Mr. Rajiv Solanki - Production In-Charge

- B.Sc., CIPET (Plastic Technology)
- Total experience – 25 years, 22 years with Company
- Head of Processing

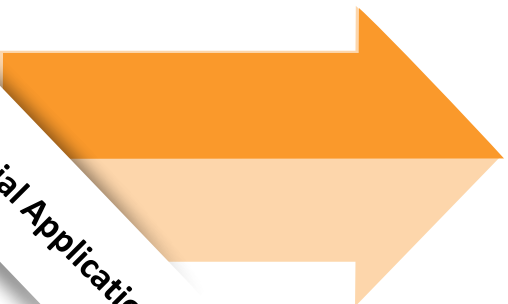


02

Business Overview



Textile / Industrial Applications



Protective Hospitals & Industries Garments



Lining/Backing/Interlining Upholstery, luggage's & Garments



Bed sheets & Pillow/Head covers

Agriculture Crop Protection



Crop Cover



Soil Cover



Wind & Insect Protection

Personal Hygiene Products



Baby Diapers



Adult Diapers



Feminine Hygiene Products

.... Catering to diverse applications across various sectors



Total Capacity – 7,500 MT

Unit 1, Daman (U.T.)

- 5,000 MT Capacity
- Unique double beam technology with diverse applications from renowned manufacturer, Reifenhauer GmbH, Germany
- High quality products - accepted by large companies as end-users across developed countries

Unit 2, Daman (U.T.)- 2,500 MT

- 2,500 MT Capacity
- Leased out facility – Equipment made by same German manufacturer



.... 72% of Revenues from Exports



- ISO 9001-2008
- ISO 14001-2004



- OHSAS 18001:2007

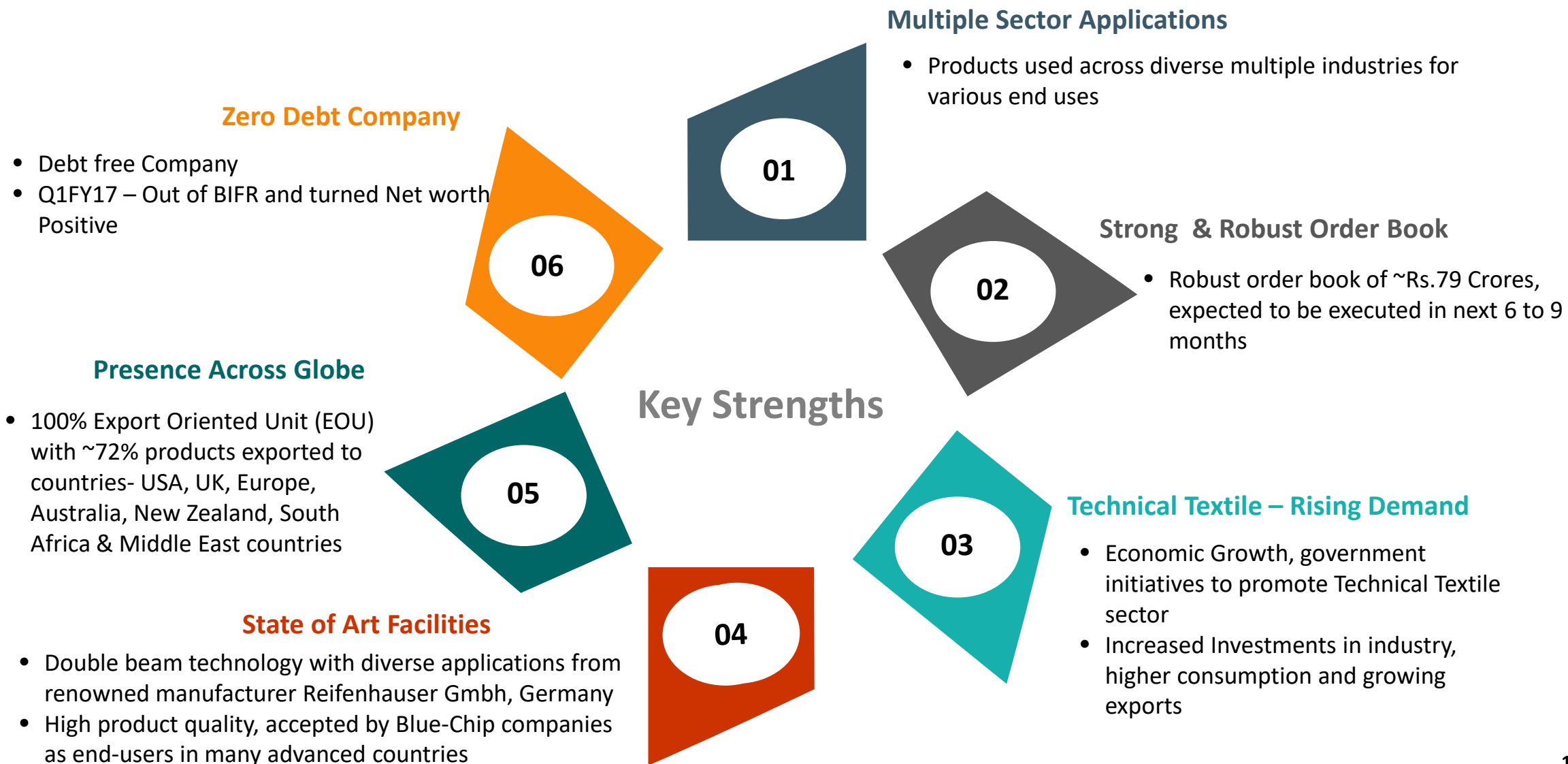


- Certified by Quality Registrar Intertek
- Certified by quality Registrar UKAS



- Authorization/accreditation conforming to Oeko-Tex standards from Hohenstein Textile Institute, Germany

Strong focus on Quality has led to increasing exports & new customers across geographies



Expansion

Leased Model

100% Subsidiary in UAE

To cater to increasing demand across markets (domestic & international), expansion planned in FY17-18 - to buy two more machines (capacity of ~10,000 MT & ~2,000 MT respectively)

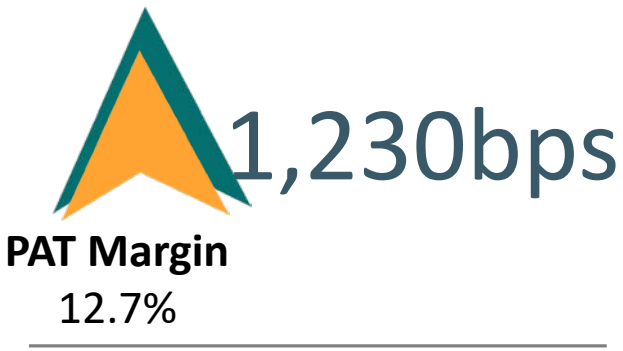
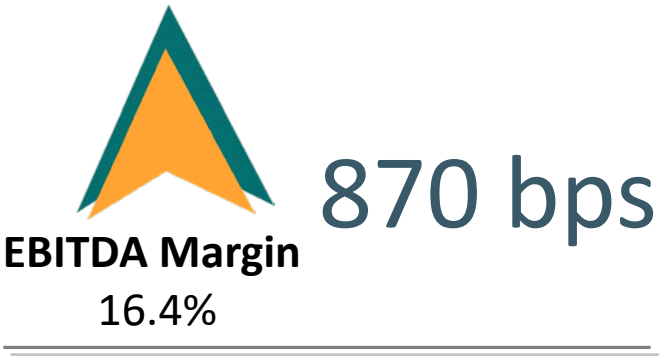
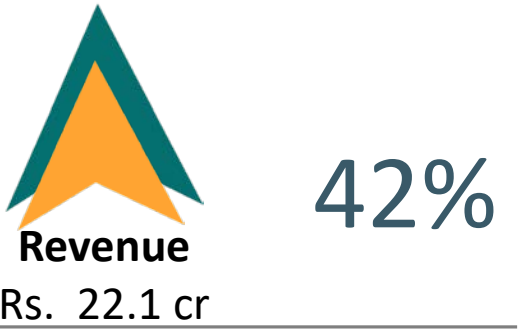
Leased capacity of 2,500MT to increase the capacity by 50% immediately, leading to increase in production and cater to demand without any capex – achieve better ROI

Growing demand from price sensitive customers in Middle East - plans to set up subsidiary in Free Trade Zone, UAE to cater to this increasing demand



03

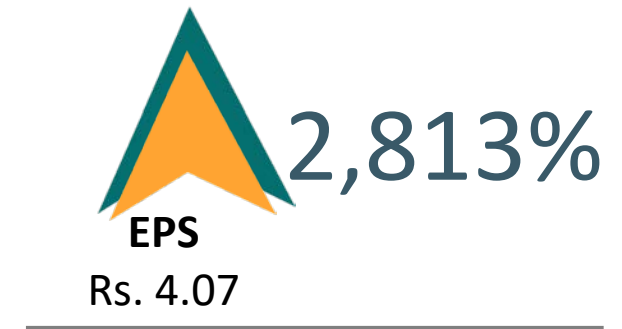
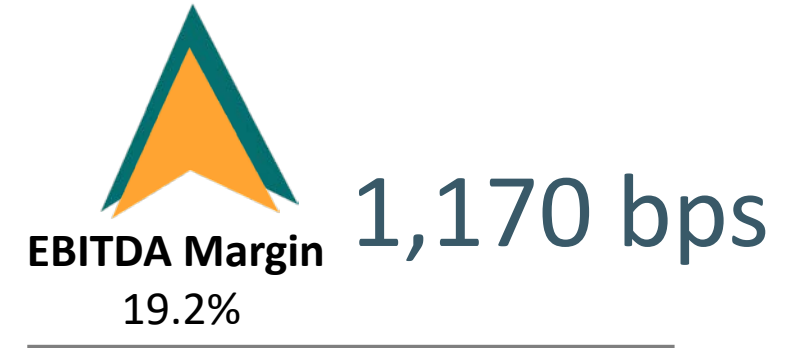
Quarterly Highlights



Quarterly Profitability Highlights



Rs. Crores	Q2 FY17	Q2 FY16	YoY %	Q1 FY17	QoQ %
Total Income from Operations	22.1	15.6	41.7%	13.1	68.7%
Raw Materials	14.7	10.0		5.5	
Employee Cost	1.0	1.1		1.0	
Other Cost	2.7	3.3		3.5	
Total Expenditure	18.4	14.4		10.0	
EBITDA	3.6	1.2	200.0%	3.1	16.1%
EBIDTA margin (%)	16.4%	7.7%		23.9%	
Interest	0.0	0.0		0.0	
Depreciation	0.8	1.1		0.8	
Other Income	0.0	0.0		0.0	
Profit Before Tax	2.8	0.1		2.3	
Tax	0.0	0		0.0	
Profit After Tax	2.8	0.1	2700.0%	2.3	21.7%
PAT Margin (%)	12.7%	0.4%		17.6%	
EPS (Rs.)	2.2	0.1		1.8	



Half Yearly Profitability Highlights

Rs. Crores	H1 FY17	H1 FY16	YoY %
Total Income from Operations	35.2	27.8	26.5%
Raw Materials	20.2	17.7	
Employee Cost	2.0	2.2	
Other Cost	6.2	5.9	
Total Expenditure	28.4	25.7	
EBITDA	6.8	2.1	222.1%
EBIDTA margin (%)	19.2%	7.5%	
Interest	0.0	0.0	
Depreciation	1.6	2.2	
Other Income	0.0	0.0	
Profit Before Tax	5.1	-0.2	
Tax	0.0	0.0	
Profit After Tax	5.1	-0.2	3175.5%
PAT Margin (%)	14.6%	-0.6%	
EPS (Rs.)	4.1	(0.2)	

Half Yearly Balance Sheet Highlights



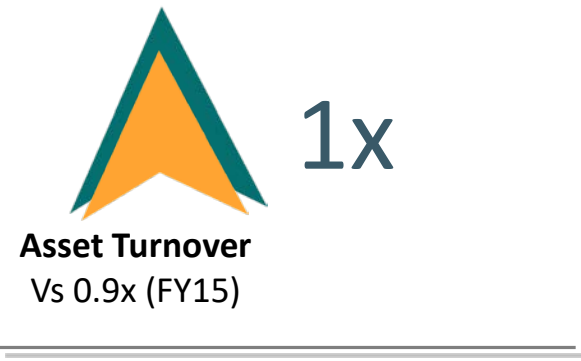
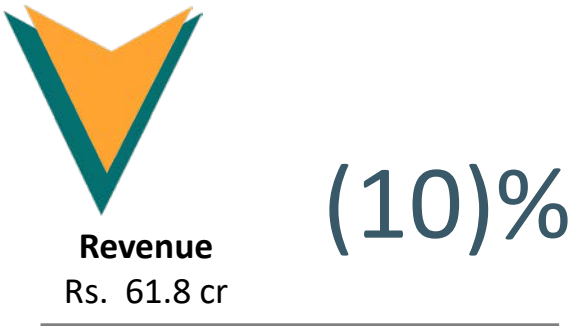
Rs. Crores	Sept -16	Sept-15
Shareholder's Funds	62.6	-57.7
Share capital	12.6	11.0
Reserves & Surplus	50.0	-68.7
share application money	0.0	4.1
Non-current liabilities	0.0	121.7
Long term borrowings	0.0	121.7
Defer Tax liabilities	0.0	0.0
Other Long-Term liabilities	0.0	0.0
Long-Term Provisions	0.0	0.0
Current liabilities	13.6	2.7
Short Term Borrowings	0.3	0.1
Trade Payables	12.0	2.0
Other Current liabilities	0.9	0.2
Short-term provisions	0.4	0.4
Total Equities & Liabilities	76.3	70.8

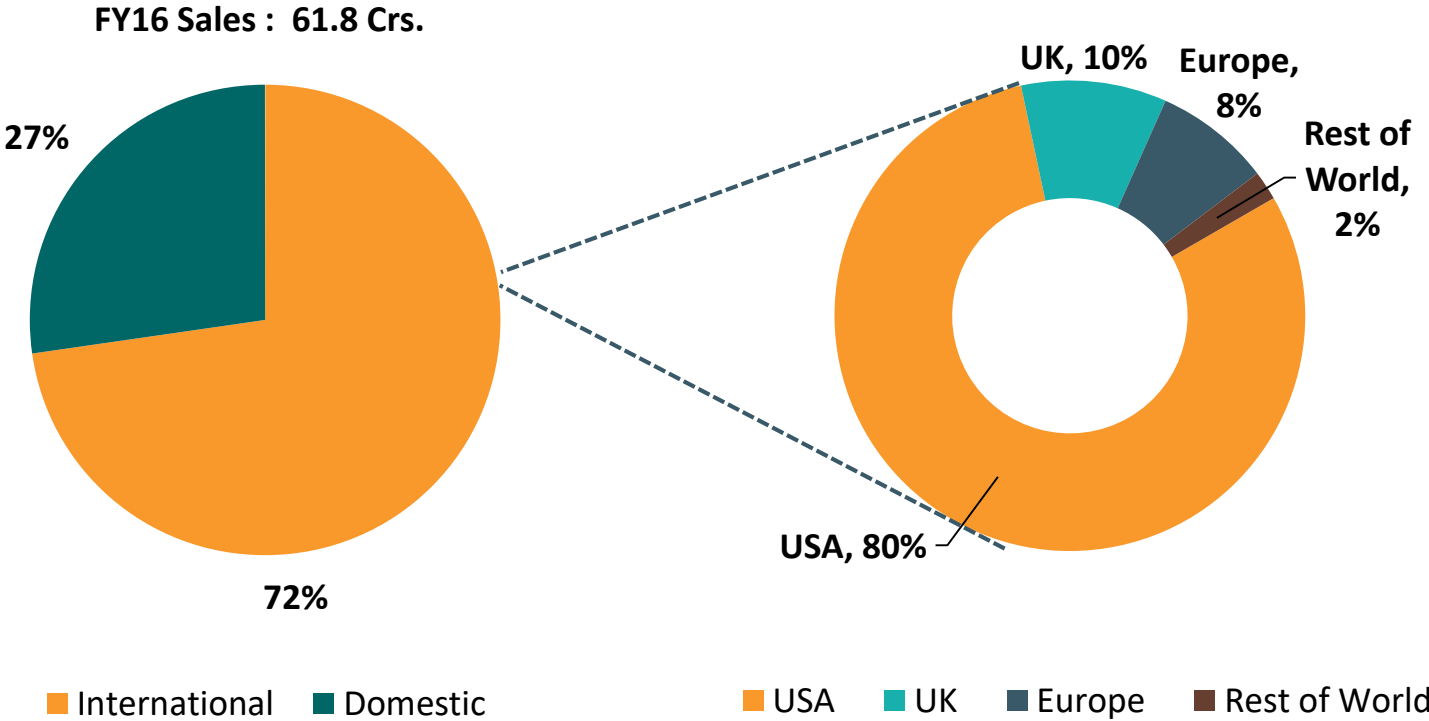
Rs. Crores	Sept -16	Sept-15
Non-current assets	42.5	55.5
Fixed assets	39.9	53.6
Non-current Investments	0.0	0.0
Long-term loans & advances	2.7	1.9
Other non-current assets	0.0	0.0
Current assets	33.7	15.3
Current investments	0.0	0
Inventories	13.3	9.4
Trade receivables	14.1	4.0
Cash & Cash equivalents	6.2	1.7
Short-term loans & Advances	0.1	0.2
Other Current Assets	0.0	0.0
Total Assets	76.3	70.8



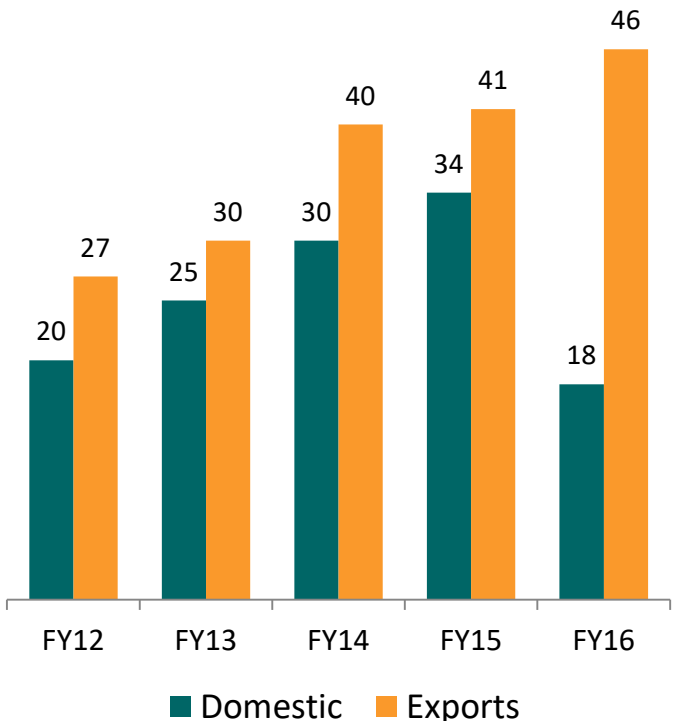
04

Financial Highlights



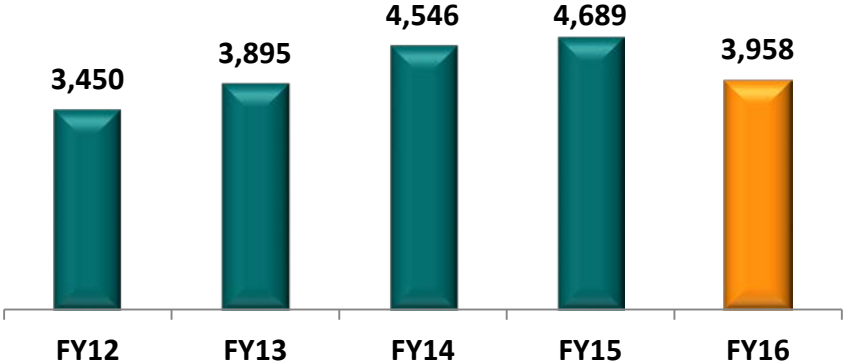


**Increasing Order Execution (In Crs.)
On Gross Revenue**

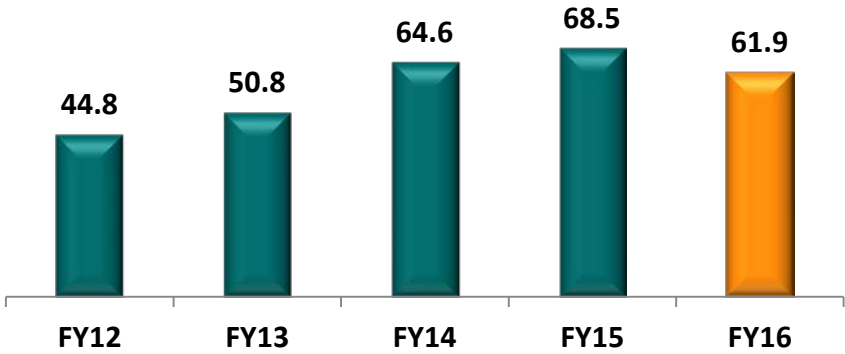


Financial Highlights - FY16

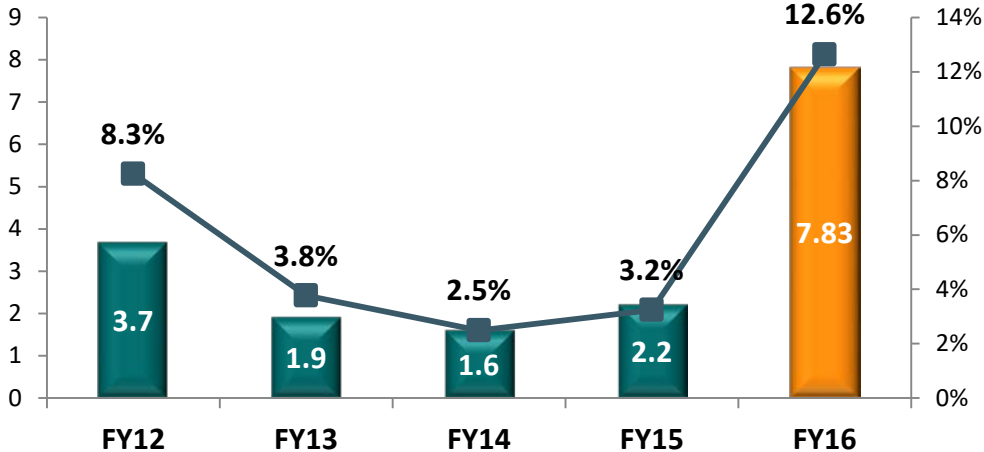
Volume (MT)



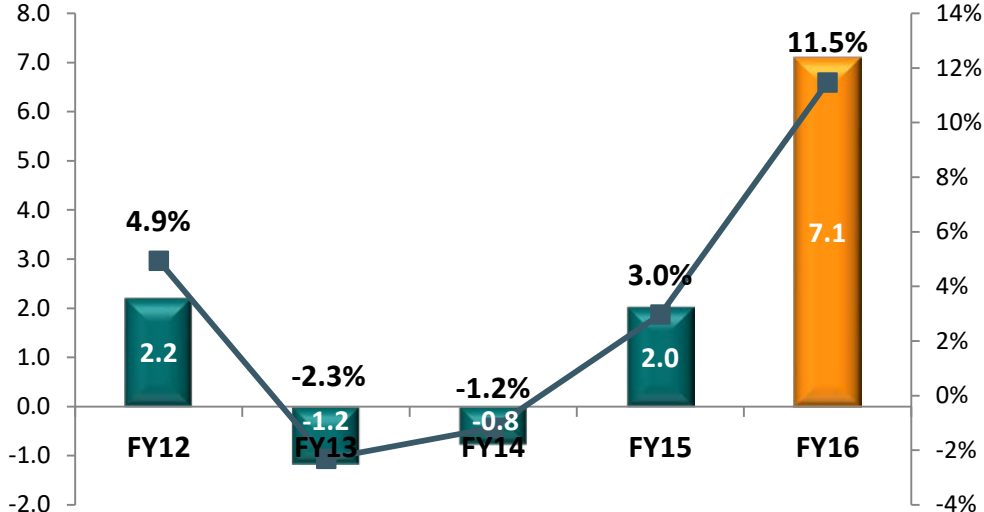
Revenue (Rs. Crore)



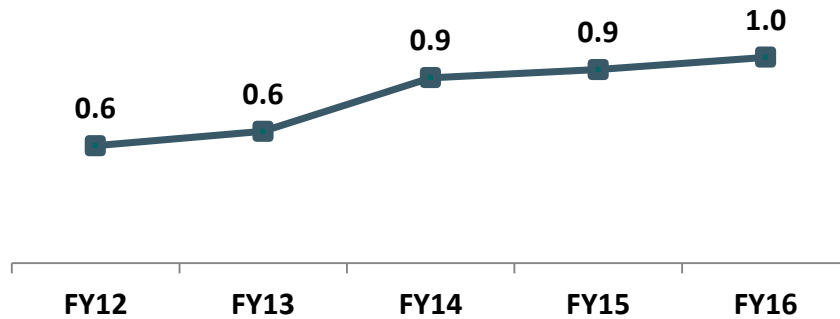
EBITDA (Rs. Crore) / Margin (%)



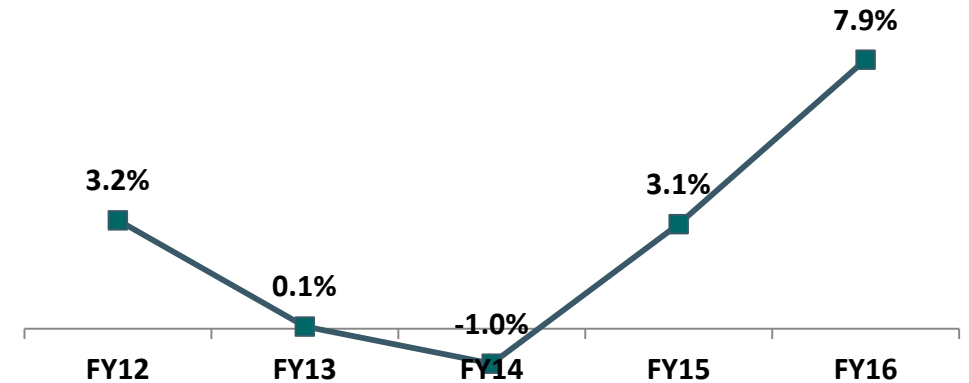
PAT (Rs. Crore) / Margin (%)



Total Asset Turnover (x)



RoCE (%)



Annual Profitability Highlights

Rs. Crores	FY16	FY15	YoY %
Total Income from Operations	61.8	68.3	-9.6%
Raw Materials	34.8	47.2	
Employee Cost	4.2	4.2	
Other Cost	15.2	14.9	
Total Expenditure	54.1	66.3	
EBITDA	7.6	2.0	281.5%
EBIDTA margin (%)	12.4%	2.9%	
Interest	0.0	0.1	
Depreciation	3.2	0.1	
Other Income	0.2	0.2	
Exceptional Item	2.5	0.0	
Profit Before Tax	7.1	2.0	
Tax	0.0	0.0	
Profit After Tax	7.1	2.0	250.2%
PAT Margin (%)	11.5%	3.0%	

Balance Sheet Highlights



Rs. Crores	Mar-16	Mar-15
Shareholder's Funds	-44.7	-57.6
Share capital	12.6	11.0
Reserves & Surplus	-57.3	-68.6
share application money	0.0	4.7
Non-current liabilities	103.4	121.6
Long term borrowings	103.4	121.6
Defer Tax liabilities	0.0	0.0
Other Long-Term liabilities	0.0	0.0
Long-Term Provisions	0.0	0.0
Current liabilities	3.1	3.9
Short Term Borrowings	0.1	0.1
Trade Payables	2.4	3.3
Other Current liabilities	0.1	0.2
Short-term provisions	0.4	0.3
Total Equities & Liabilities	61.8	72.6

Rs. Crores	Mar-16	Mar-15
Non-current assets	42.5	56.3
Fixed assets	40.9	54.4
Non-current Investments	0.0	0.0
Long-term loans & advances	1.6	1.9
Other non-current assets	0.0	0.0
Current assets	19.3	16.3
Current investments	0.0	0.0
Inventories	7.5	8.4
Trade receivables	5.3	3.2
Cash & Cash equivalents	6.4	4.3
Short-term loans & Advances	0.1	0.4
Other Current Assets	0.0	0.0
Total Assets	61.8	72.6

Thank You



507910

Bloomberg

FWB

REUTERS

FIBE.BO

For further information, please contact:

Company :

Investor Relations Advisors :

Fiberweb (India) Limited.

CIN No. L25209DD1985PLC004694

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

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

www.fiberwebindia.com

Bridge Investor Relations Pvt. Ltd.

CIN No. U74900MH2016PTC273679

Mr. Dheeraj Manwani
9324087655
dheeraj@bridge-ir.com

Mr. Amit Sharma
9867726686
amit@bridge-ir.com

www.bridge-ir.com