



# FILATEX INDIA LIMITED

CIN No.L17119DN1990PLC000091

FIL/SE/2019-20/36  
12<sup>th</sup> November, 2019

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

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

## Sub: Investor Presentation - November 2019

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 - November 2019 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

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Website: [www.filatex.com](http://www.filatex.com)



Filatex India Limited

# INVESTOR PRESENTATION

NOVEMBER 2019

BSE: 526227 | NSE: FILATEX | ISIN: INE816B01027 | CIN: L17119DN1990PLC000091 | [WWW.FILATEX.COM](http://WWW.FILATEX.COM)

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# Company Overview



**FILATEX INDIA LIMITED**  
IS ONE OF INDIA'S TOP 5  
MANUFACTURERS OF POLYESTER  
FILAMENT YARNS



**2**  
Manufacturing  
Units

**42**  
Countries  
global exports

**~2200**  
Employees

**328,300**<sup>TPA</sup>  
Production Capacity  
(FY 2018-19)

**383,000**<sup>TPA</sup>  
Production Capacity  
(FY 2019-20)

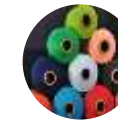
## PRODUCTS



PET  
Chips



Polyester  
Textured Yarns



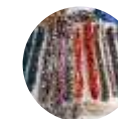
Polypropylene  
Yarns



Partially  
Oriented Yarns



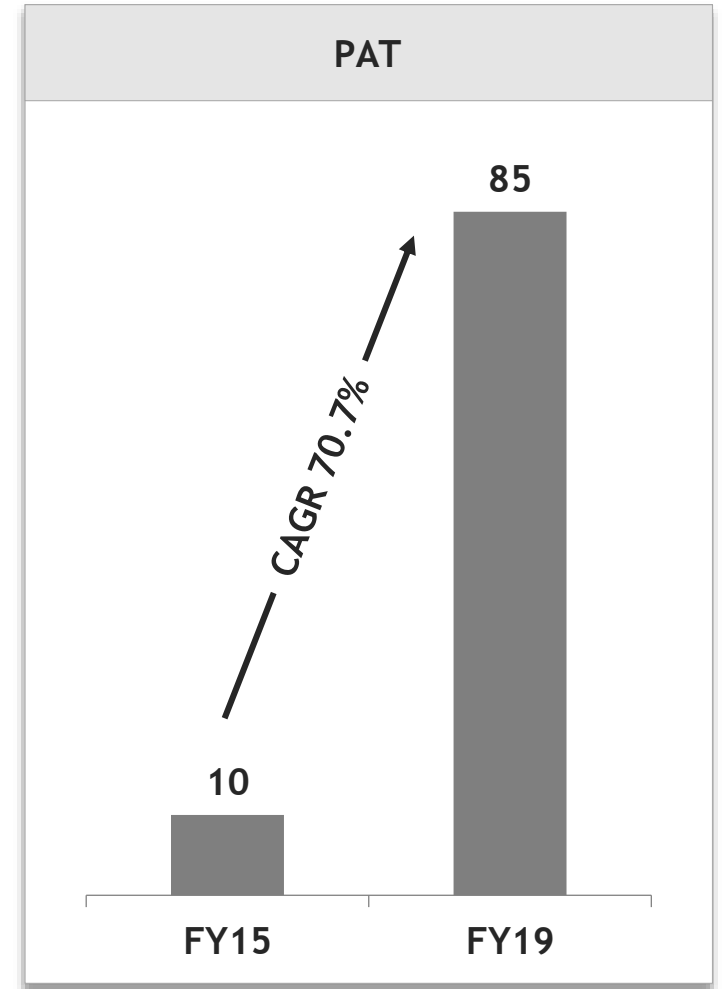
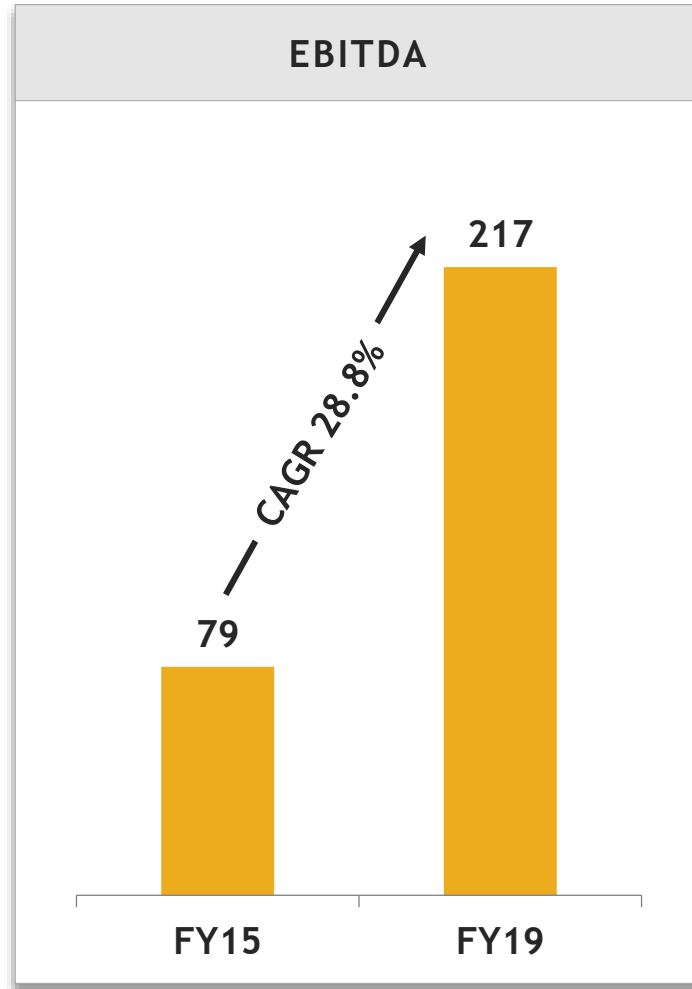
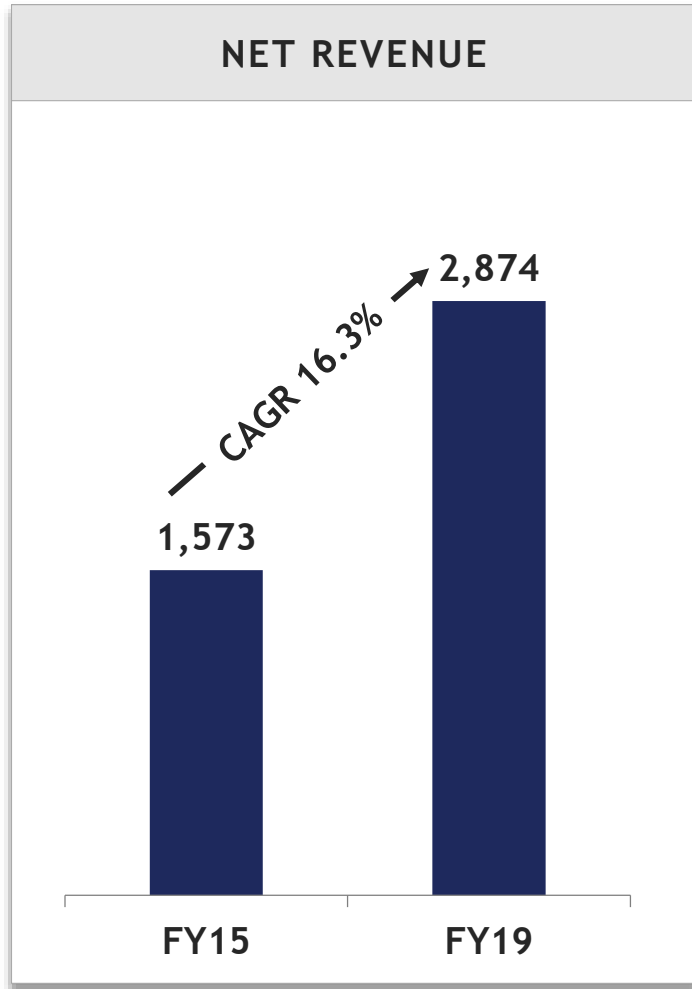
Fully Drawn  
Yarns



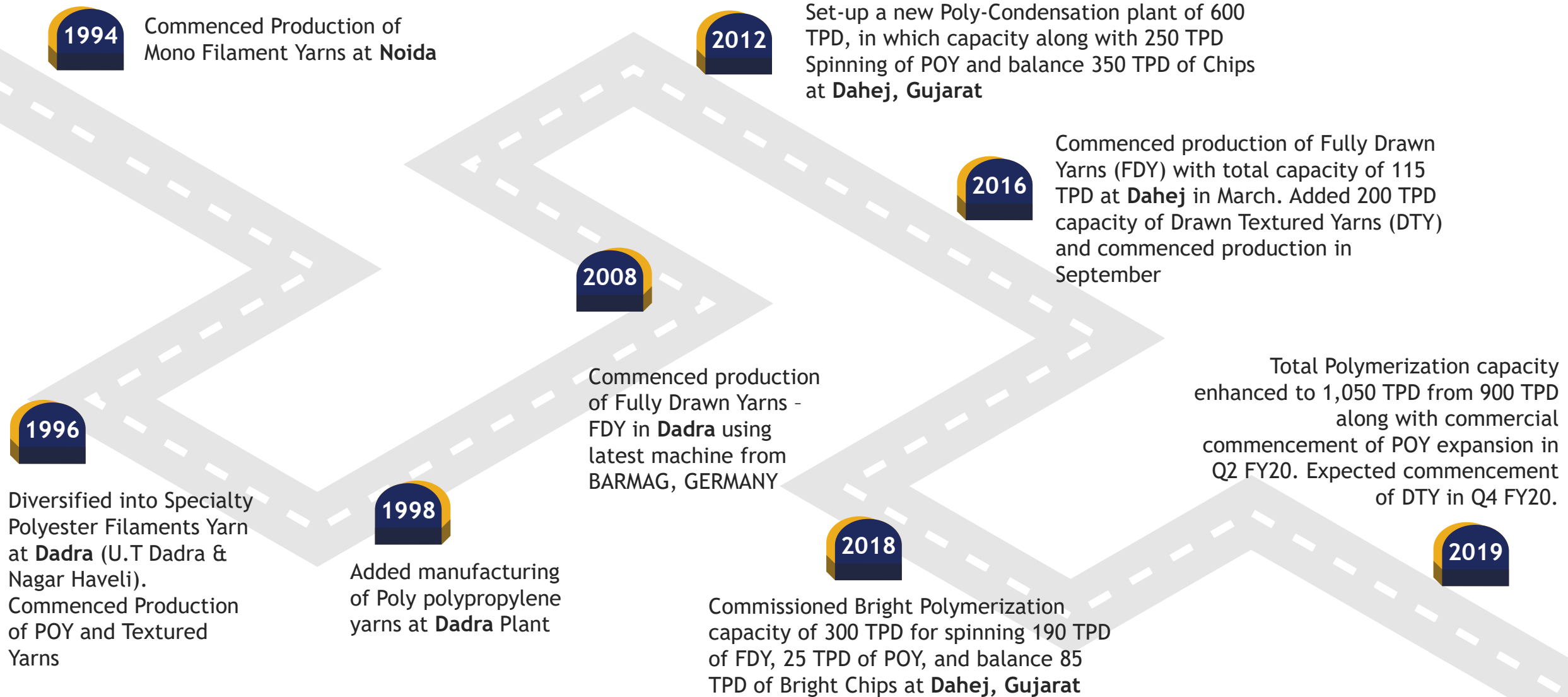
Narrow  
Woven Fabrics

# Our Performance

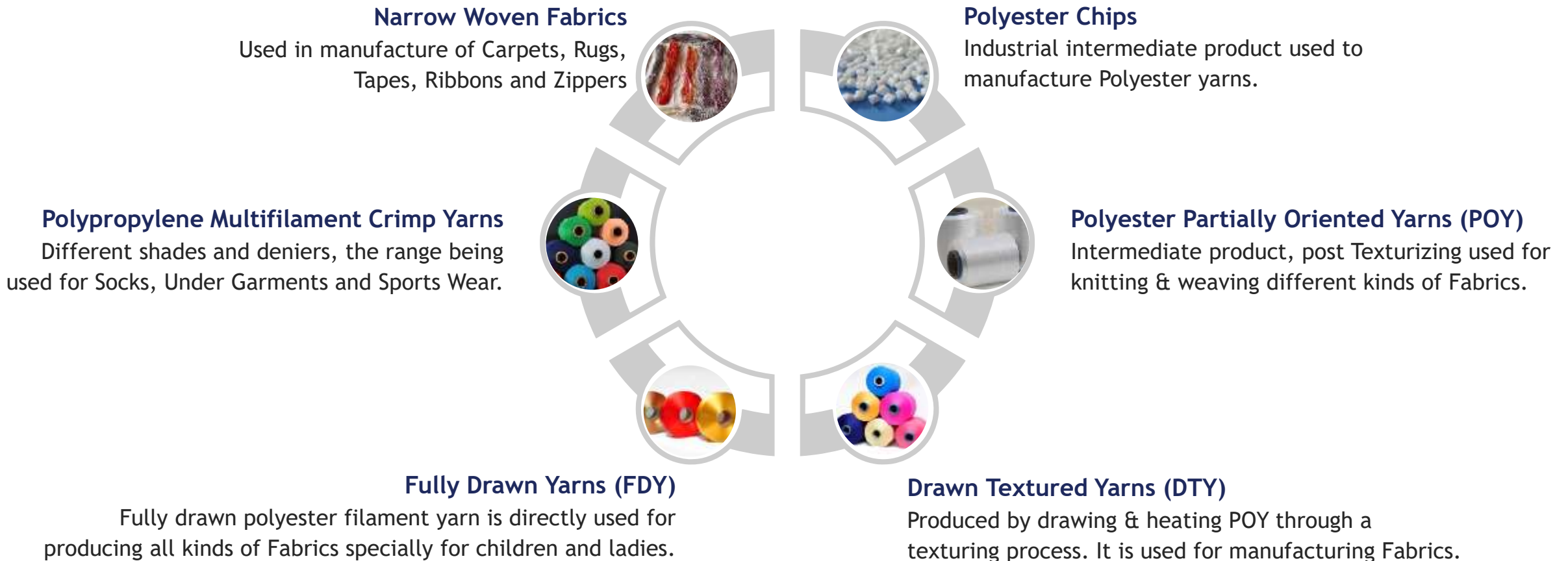
(₹ in Crore)



# Timeline



# Diversified Product Portfolio



# Catering To Diverse End Users



## Home Textiles & Furnishings



Fully Drawn Yarns of Polyester are being used for Home Furnishings, Fashion Fabrics, Terry Towels, Bed Sheets, Curtains & Carpets. Other growing applications are Upholstery Fabrics. Properties of stain resistance make it ideal for carpets.

## Athleisure



The preferred material for sportswear is Polyester Yarn. Sports leisure clothing require a fabric that's not only strong & durable but also abrasion resistant. Ease of washing & corrosion resistance make them easy to maintain with longer usage life.

## Apparel



Polyester Filament Yarns are extensively used in apparels - Trousers, Shirts, Suitings & Sarees. PFY is a strong filament that can withstand strong & repetitive movements. Colour Fastness of Polyester Yarn is excellent. Its wear resistant, water resistant, wrinkle resistant and its hydrophobic properties make it ideal for all kinds of apparels

## Women Wear & Inner Wear



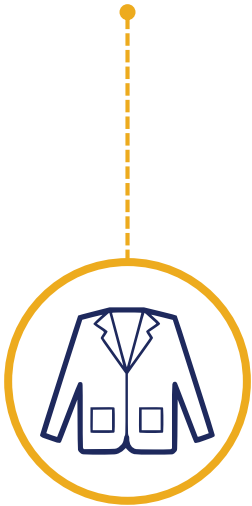
In these garments, feeling of softness is critical. The Textured Micro Denier have met the expected requirements and are being used in Lingerie, Performance garments - Active wear, Yoga wear, low shrinkage to ensure no seam distortion after washing & soft feel make these yarns ideal choice.



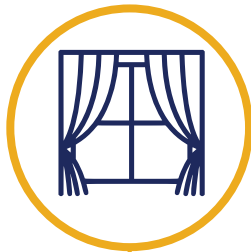
# Impacting Daily Lives...



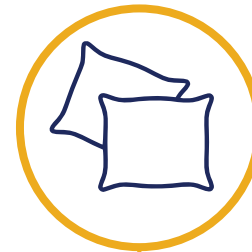
...through the apparels one wears at home and office



...through the body warmer one wears in the winter for warmth



...through the stuff toys one plays with



...through the car seats that provide safety while travelling



...through the towel that one uses to dry oneself



...through the bedsheets, curtains and carpets that makes a house a home

...through the clothes one wears while indulging in sporting activities

..through the pillow one uses to get a sound sleep after a busy day at work

...through the quilt one wraps around to get warmth during winters

# Polyester - The Preferred Fibre



WE BELIEVE THAT POLYESTER WILL BE FIBRE OF THE FUTURE.  
FILATEX HAS FOCUSED ITS FUTURE GROWTH PLANS ON POLYESTER FILAMENT YARNS.



# World Fibre Production (2008-2018)

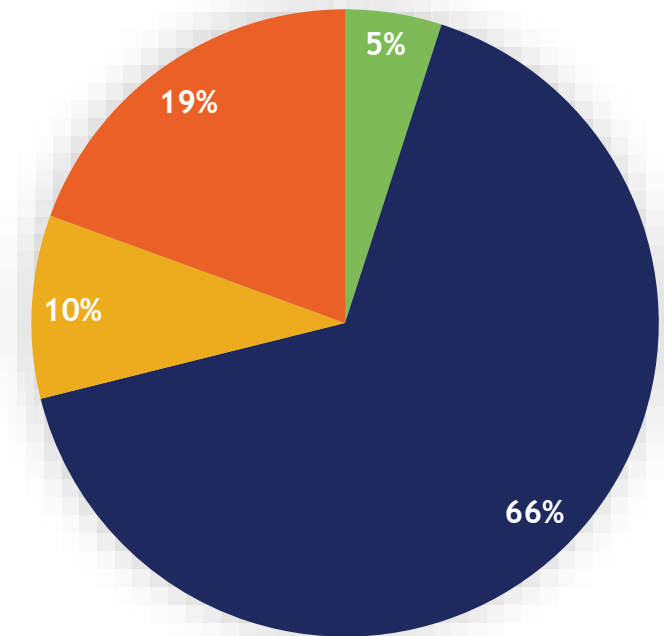


Source: DNFI (in 1000 MT)

	2008	%	2018	%	CAGR	Growth
<b>Natural Fibres</b>						
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)
<b>Total Natural</b>	<b>30,555</b>	<b>40.69</b>	<b>32,204</b>	<b>28.93</b>	<b>0.53</b>	<b>1,649</b>
<b>Synthetic Fibres</b>						
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
<b>Total Synthetic</b>	<b>44,545</b>	<b>59.31</b>	<b>79,100</b>	<b>71.07</b>	<b>5.91</b>	<b>34,555</b>
<b>Total Fibres</b>	<b>75,100</b>	<b>100%</b>	<b>1,11,304</b>	<b>100%</b>	<b>4.01</b>	<b>36,204</b>

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

## CONTRIBUTION TO FIBRE GROWTH IN THE LAST DECADE



■ Natural Fibres     
 ■ Synthetic Filaments\*     
 ■ Cellulose Fibres  
■ Synthetic Staple Fibres     
 ■

\*Polyester Filaments make up 90% of Synthetic Filaments

# Our Process



Purified Terephthalic Acid (PTA)



Mono Ethylene Glycol (MEG)



Polyester Chips



Partially Oriented Yarn (POY)



Fully Drawn Yarn (FDY)



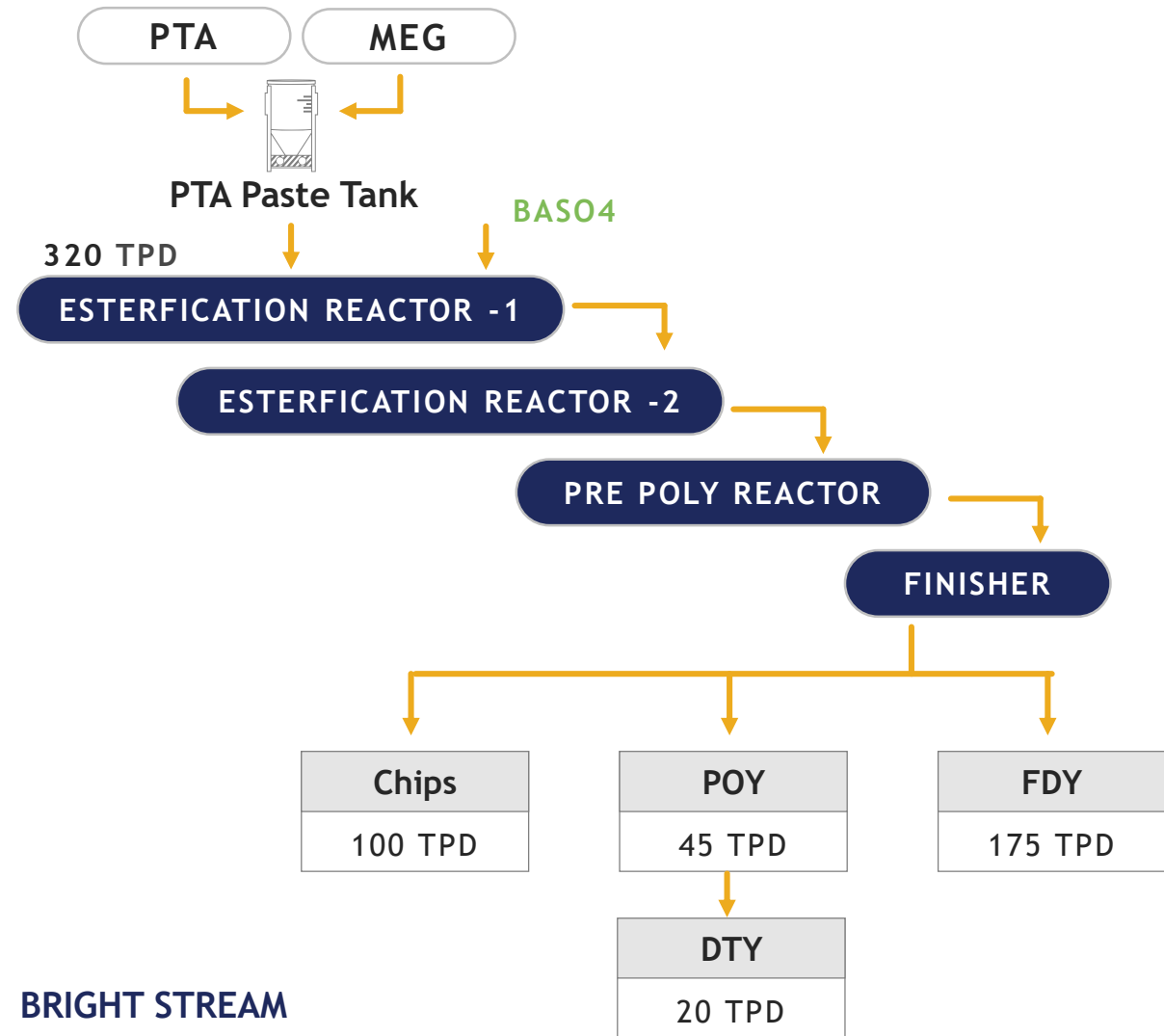
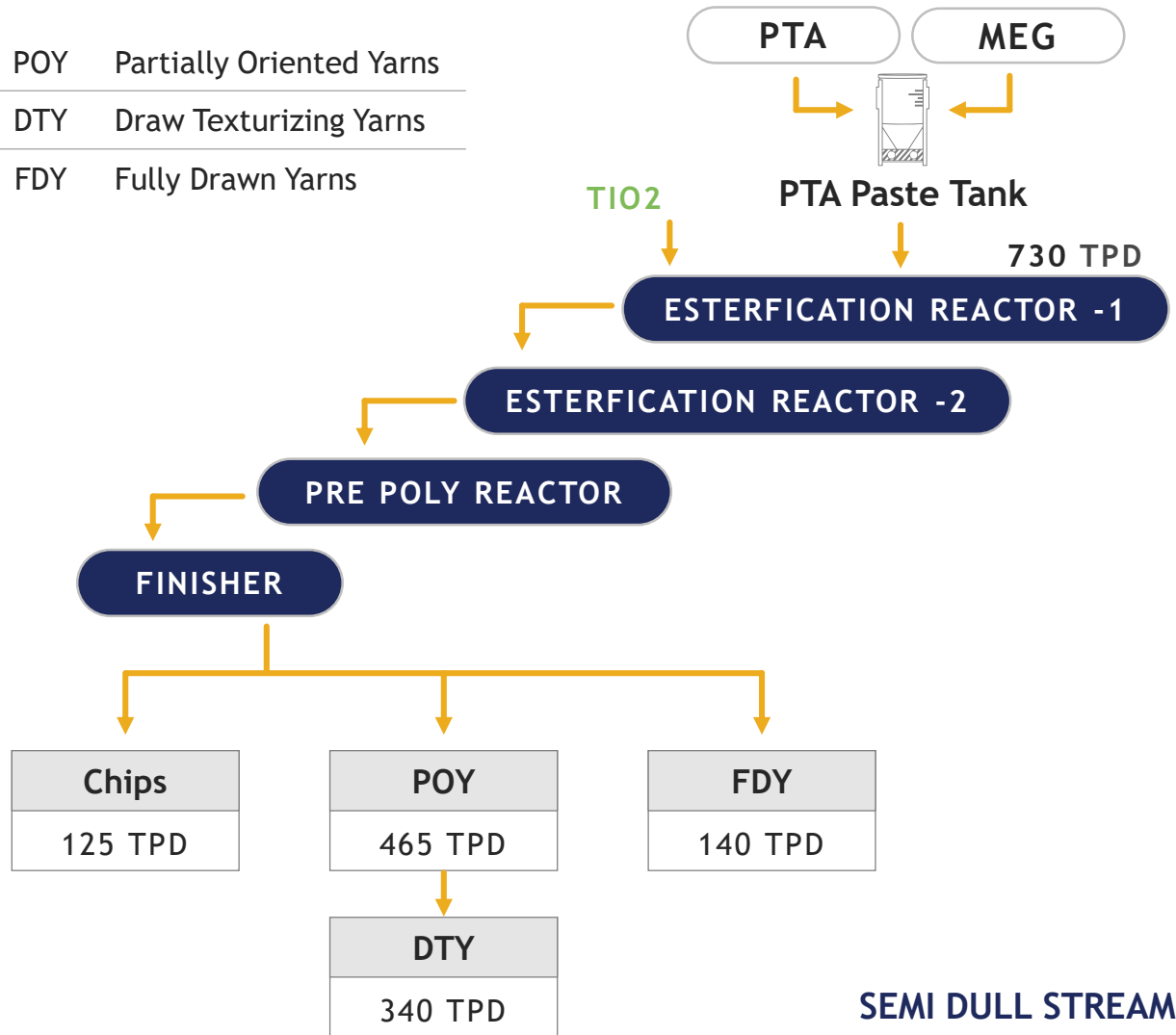
Drawn Textured Yarn (DTY)



# Production Process Flowchart - Post Expansion

## RAW MATERIALS TO FINISHED PRODUCTS AT DAHEJ PLANT

- POY Partially Oriented Yarns
- DTY Draw Texturizing Yarns
- FDY Fully Drawn Yarns





## Favourable Demographics

- Increasing disposable income and rapid urbanization is likely to result in growing demand for daily wear, casual wear, sportswear & other lifestyle products which are durable as well as meet aesthetic requirements.

## Exports Opportunity

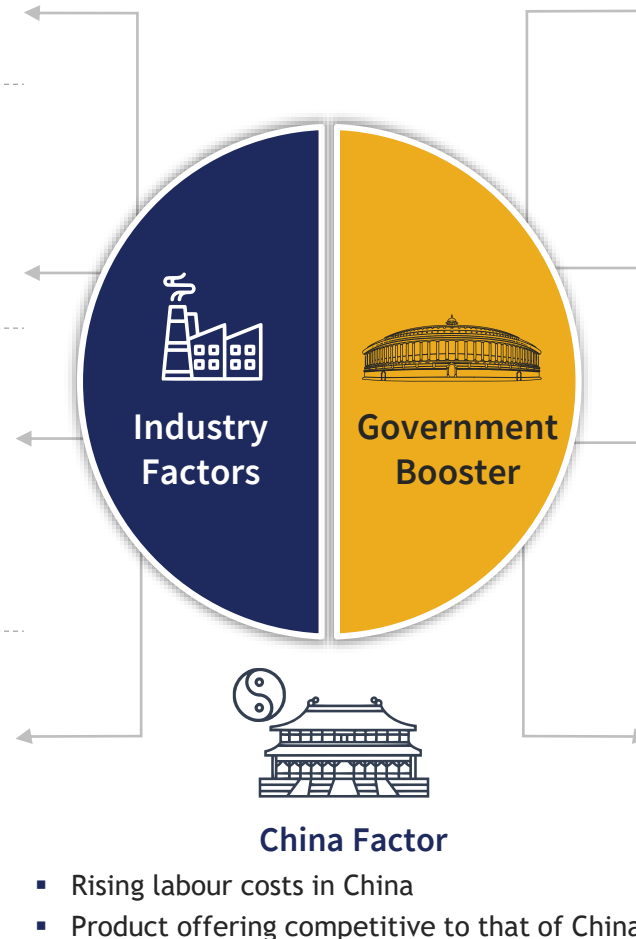
- Gradual recovery in economy and depreciation of Indian currency to aid exports
- New textile policy aims to achieve US\$ 300 billion worth of textile exports by 2024-25

## Abundant Raw Material & Skilled Manpower

- Availability of key raw materials PTA and MEG within the country has improved the prospects, eliminating the uncertainties of shipments and volatility of prices as well as exchange fluctuations.
- Availability of low cost manpower has led to India emerging as a preferred manufacturing hub

## Expanding Home Textile Industry

- India's home textile industry is expected to expand at a CAGR of 8.3 per cent during 2014-21 from US\$ 4.7 billion in 2014 to US\$ 8.2 billion in 2021.
- The growth in the home textiles would be supported by growing household income, increasing population and growth of end use sectors like housing, hospitality, healthcare, etc.



## Hike in Import Duty

- Import tax on more than 300 textile products doubled to 20% that will help improvement in utilization of the existing manufacturing capacity
- This will act as a demand stimulant and encourage the domestic synthetic yarn sector by restricting the imports and providing price parity in the domestic market

## PowerTex India

- Yarn Bank, Tex-Venture Fund and Common Facility Centre to help in the overall development of the powerloom sector.

## Scheme for Integrated Textile Parks

- 40% capital subsidy to a maximum of INR 40 crore on total project cost on projects approved by government aimed at creating world-class infrastructure for the industry

## ATUFS

- The government would provide credit linked Capital investment subsidy (CIS) under Amended Technology Upgradation Fund Scheme (ATUFS)
- The scheme would facilitate augmenting of investment, productivity, quality, employment, exports along with import substitution in the industry

- Rising labour costs in China
- Product offering competitive to that of China

# Geographical Presence



**Corporate Office**  
New Delhi

**Manufacturing Facilities**  
Dadra & Nagar Havelli (UT)  
Dahej (Gujarat)

**Marketing Office**  
New Delhi  
Surat  
Mumbai

**42**

Countries to which products are exported

**50% +**

Drawn Texturizing Yarn (DTY) Production is exported

**~ 15%**

Exports contribution to Revenues in FY19

**383,000**

Total Production Capacity (MTPA) FY 19-20

# Certifications



**ISO  
9001 : 2015**

**ISO  
14001 : 2015**

**BS OHSAS  
18001 : 2007**

**OEKO-TEX  
STANDARD 100**



# Awards



Asia Pacific  
Entrepreneurship Awards -  
Corporate Excellence



Fortune - The Next 500



Best Company Award -  
Manufacturing

# Board of Directors



**Mr. Madhu Sudhan Bhageria**  
Chairman & Managing Director



**Mr. Purrshottam Bhaggeria**  
Joint Managing Director



**Mr. Madhav Bhageria**  
Joint Managing Director



**Mr. Ashok Chauhan**  
Executive Director



**Mr. S. P. Setia**  
Independent Director



**Mr. S. C. Parija**  
Independent Director



**Ms. Pallavi Joshi Bakhru**  
Independent Director



**Mr. B. B. Tandon**  
Independent Director

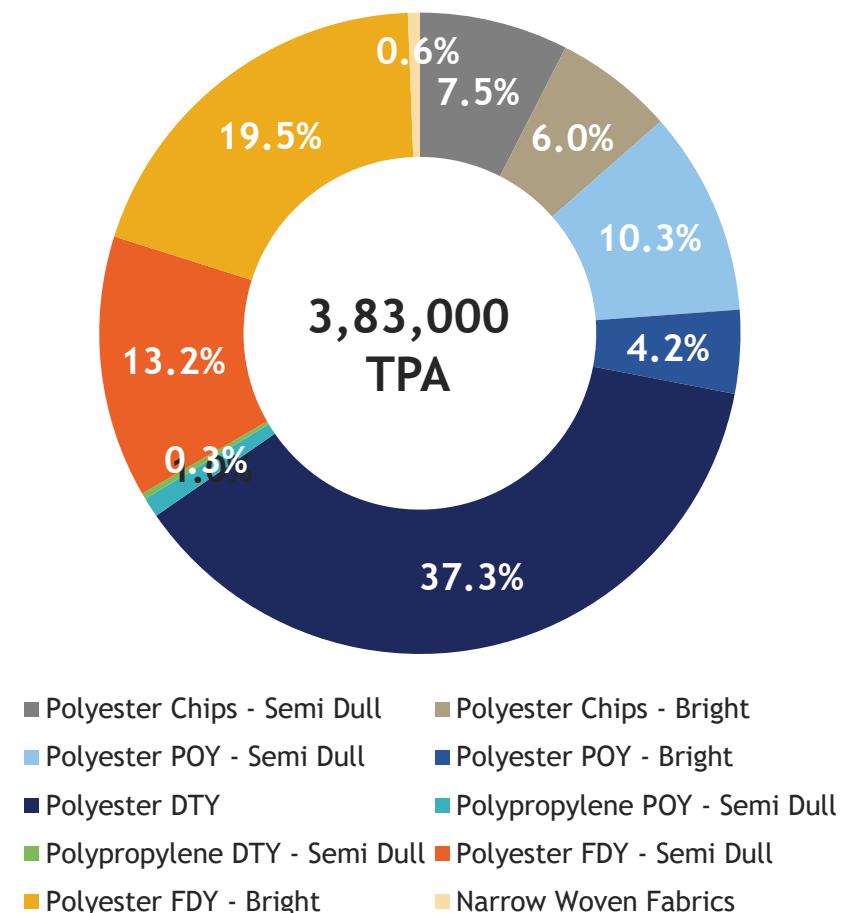
# Production Capacities



## PRODUCTION CAPACITIES -FY 2019-20

Products (MTPA)	Production	Captive	Net	%age
Polyester Chips - Semi Dull	50,400	21,600	28,800	7.5%
Polyester Chips - Bright	36,000	13,000	23,000	6.0%
Polyester POY - Semi Dull	1,83,600	1,44,000	39,600	10.3%
Polyester POY - Bright	16,200	0	16,200	4.2%
Polyester DTY	1,44,000	1200	1,42,800	37.3%
Polypropylene DTY - Semi Dull	4,000	0	4,000	1.0%
Polypropylene POY - Semi Dull	5,000	4,000	1,000	0.3%
Polyester FDY - Semi Dull	50,400	0	50,400	13.2%
Polyester FDY - Bright	76,000	1,200	74,800	19.5%
Narrow Woven Fabrics	2,400	0	2,400	0.6%
<b>Grand Total</b>	<b>5,68,000</b>	<b>1,85,000</b>	<b>3,83,000</b>	<b>100%</b>

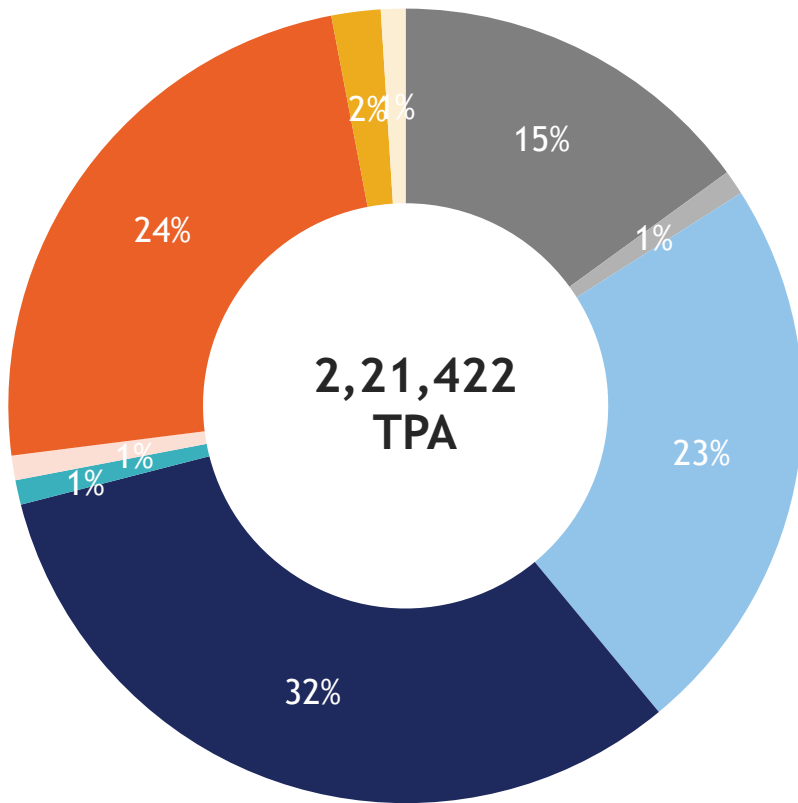
## Net Capacity (Post Expansion Net of Captive)



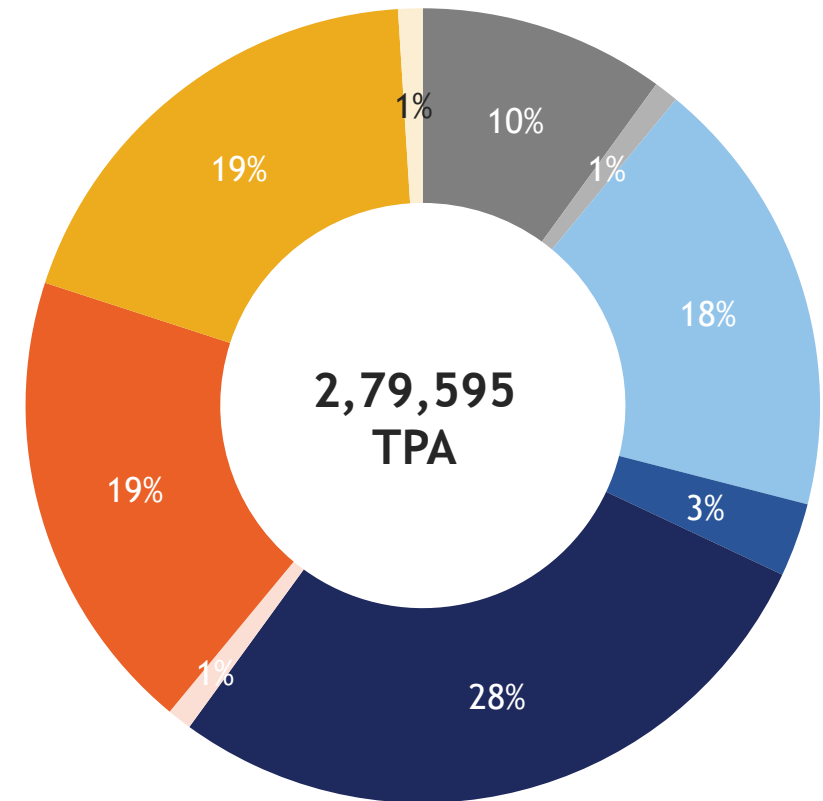
# Production Split by Volume



FY18



FY19



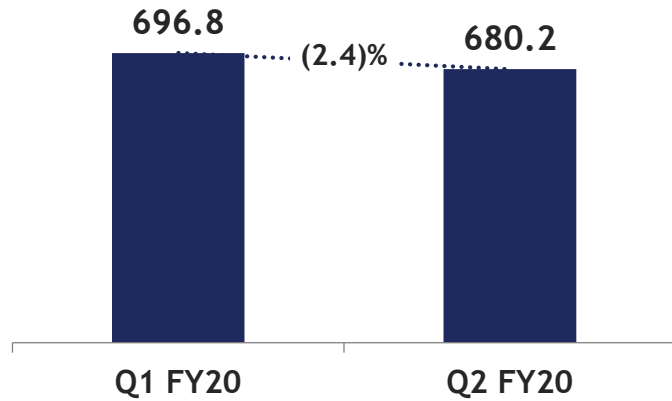
- Polyester Chips - Semi Dull
- Polyester Chips - Bright
- Polyester POY - Semi Dull
- Polyester POY - Bright
- Polyester DTY - Semi Dull
- Polypropylene POY - Semi Dull
- Polypropylene DTY
- Polyester FDY - Semi Dull
- Polyester FDY - Bright
- Narrow Woven Fabrics
- Monofilament Yarns

# Quarterly Results Summary (QoQ)

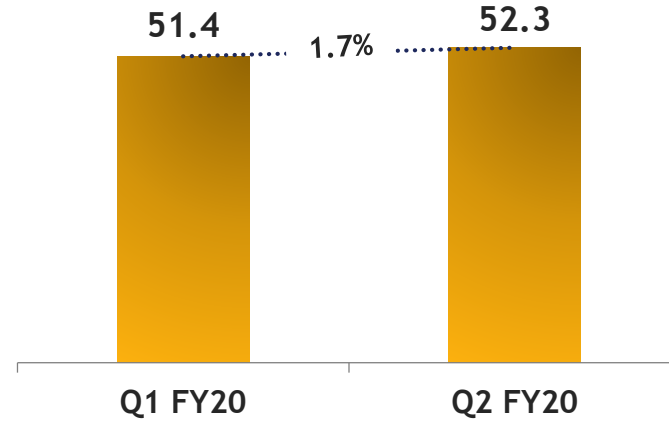
(₹ in Crore)



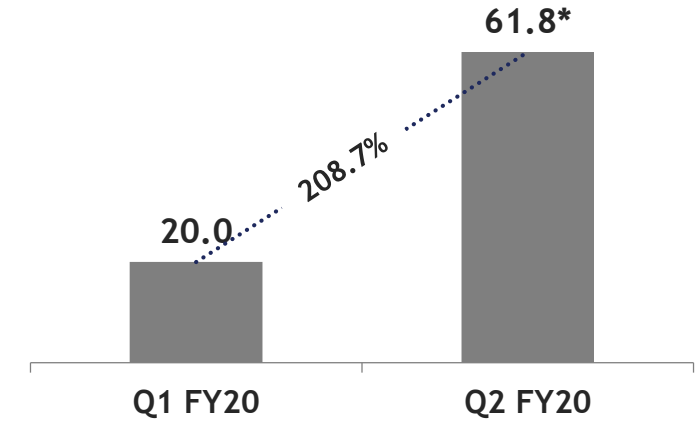
## NET REVENUE



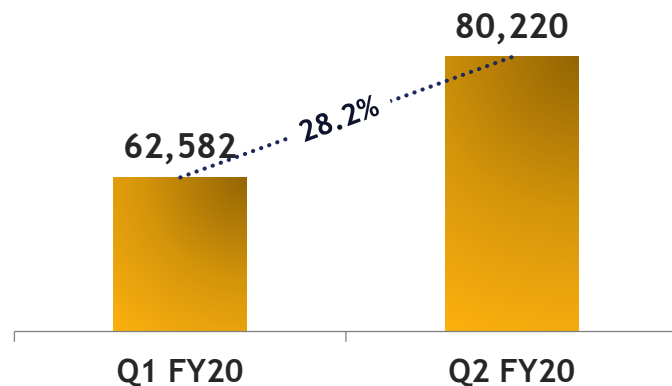
## EBITDA



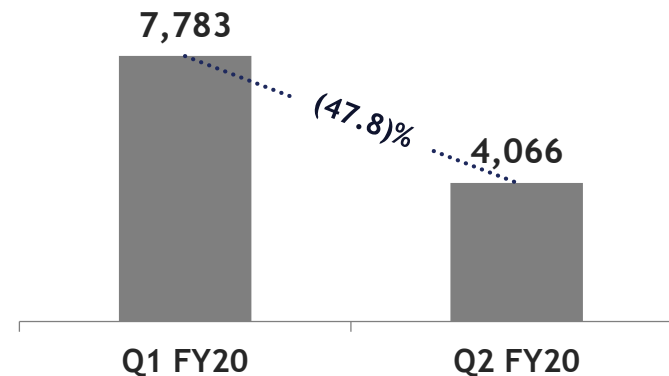
## PAT



## YARN (MTPA)



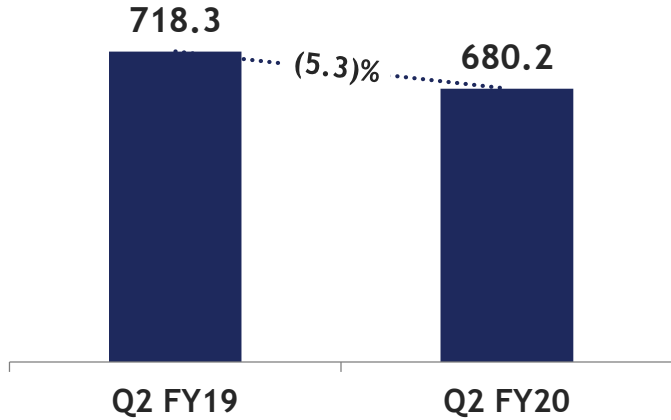
## CHIPS (MTPA)



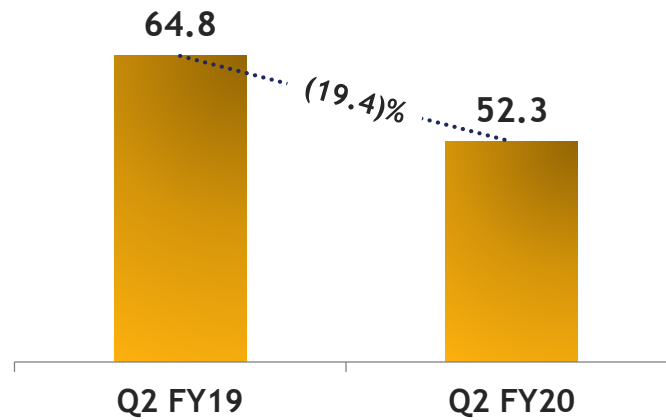
\* The Company has evaluated the option of lower tax rates allowed under Section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019. Accordingly, considering the MAT credit available, there is no impact on the provision for Income tax for the quarter and six months ended September 30, 2019. The Company expects to utilise the deferred tax balances over subsequent periods which have accordingly been re-measured using the tax rate expected to be prevalent in the period in which the deferred tax balances are expected to reverse. Consequently, the Company has reversed deferred tax liabilities amounting to Rs. 3,470.07 Lakhs in the current period financial results at the estimated effective tax rate.

# Quarterly Results Summary (YoY)

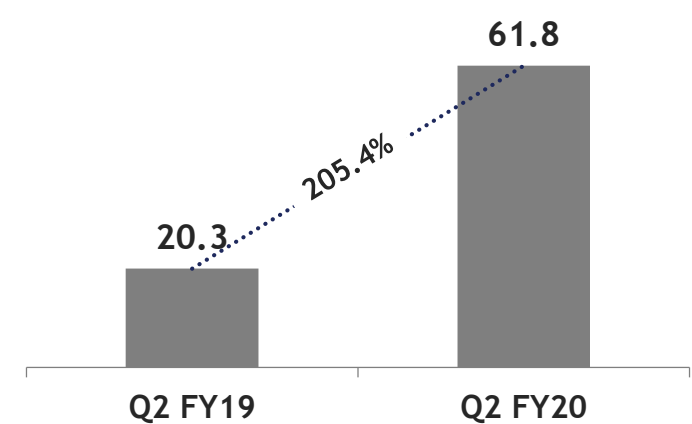
## NET REVENUE



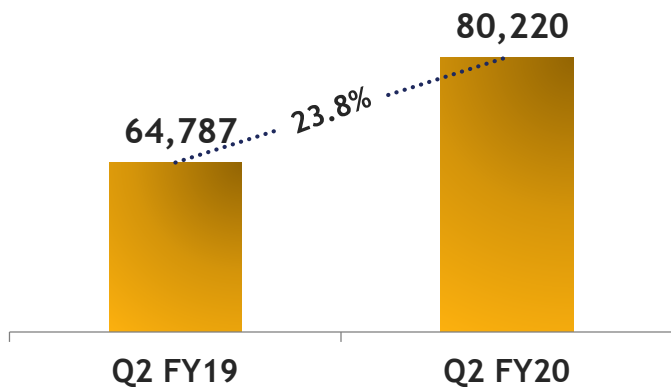
## EBITDA



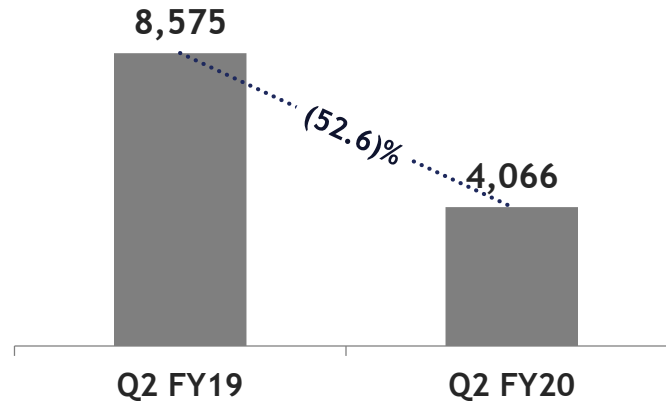
## PAT



## YARN (MTPA)



## CHIPS (MTPA)



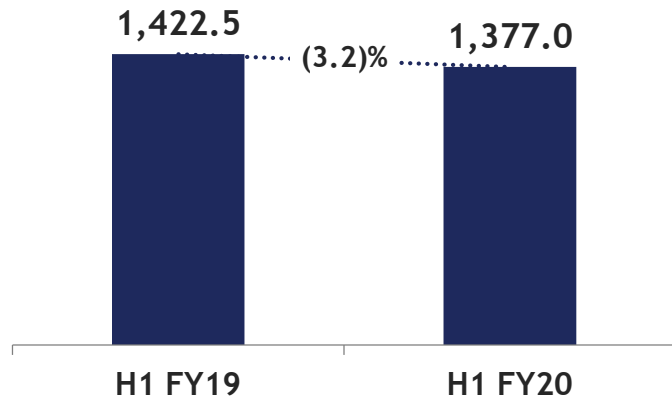
- We have maintained high capacity utilization and increased production during this quarter despite challenging economic conditions
- During the quarter, there was a significant fall in raw material prices which led to lower revenue and reduced margins despite higher volumes

# Half-Yearly Results Summary

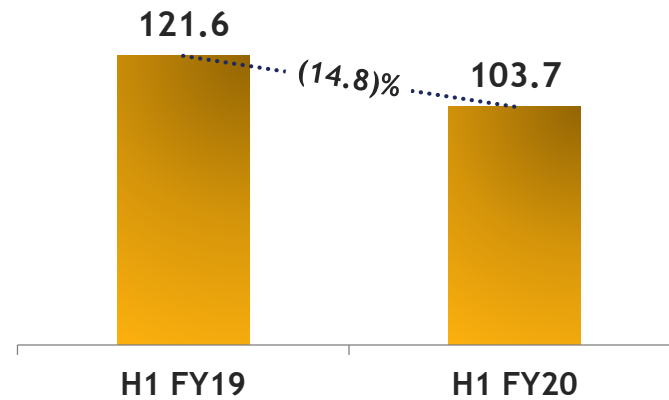
(₹ in Crore)



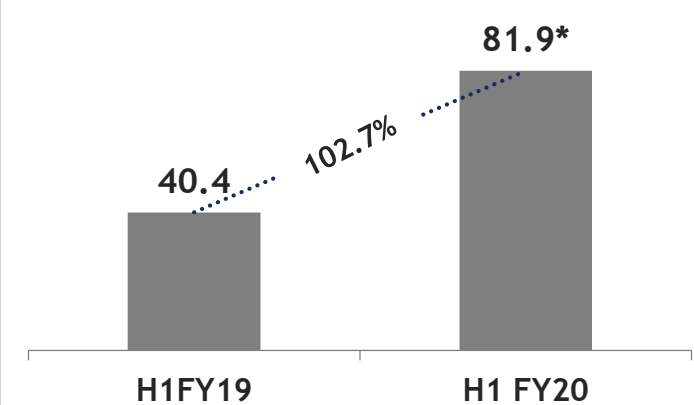
## NET REVENUE



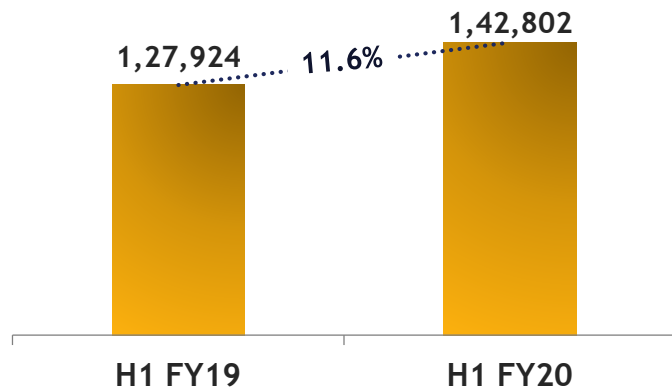
## EBITDA



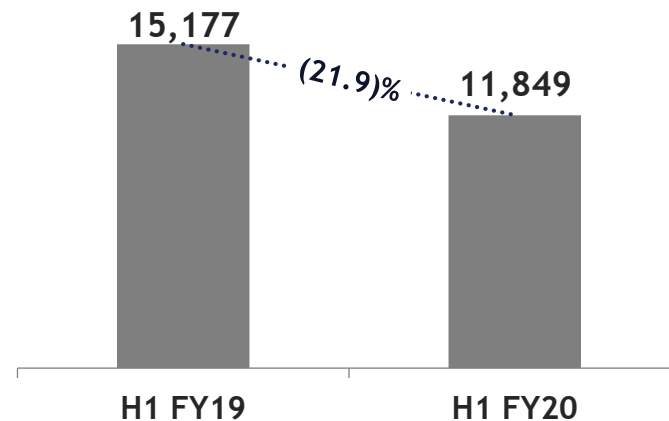
## PAT\*



## YARN (MTPA)

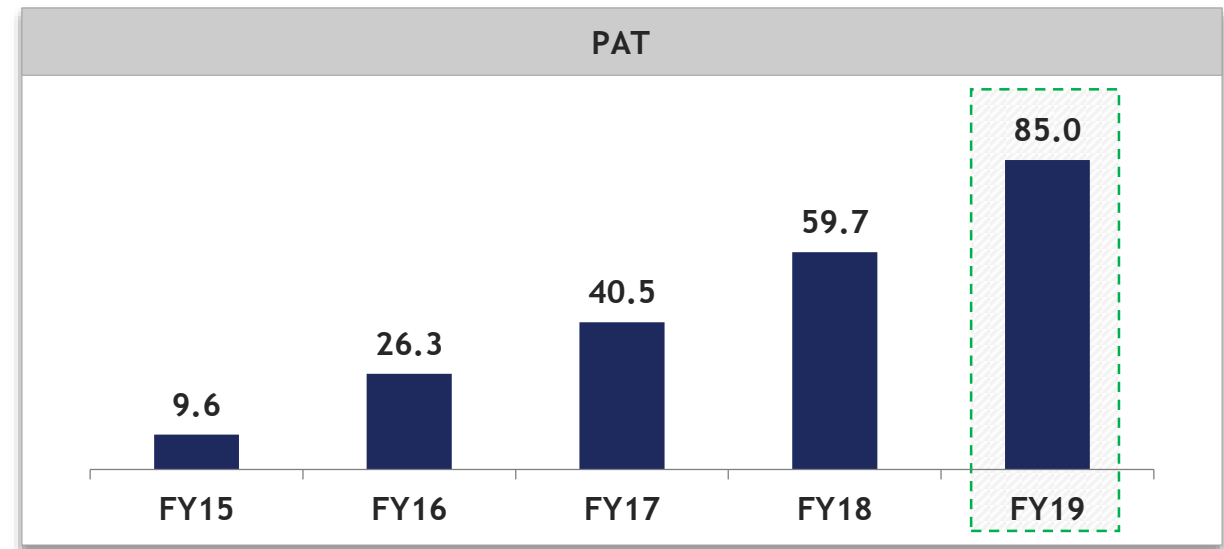
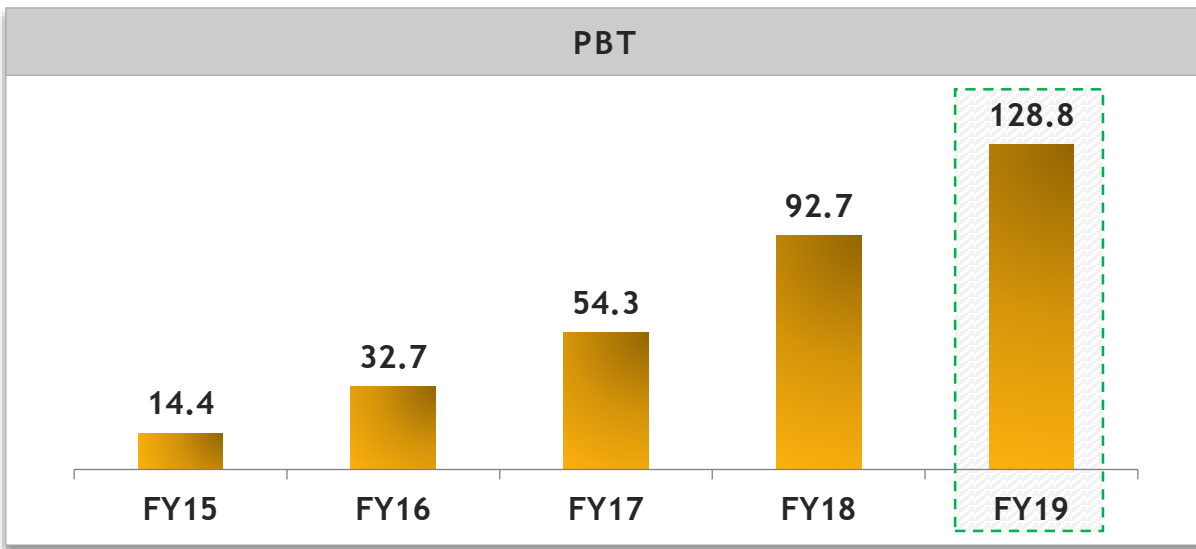
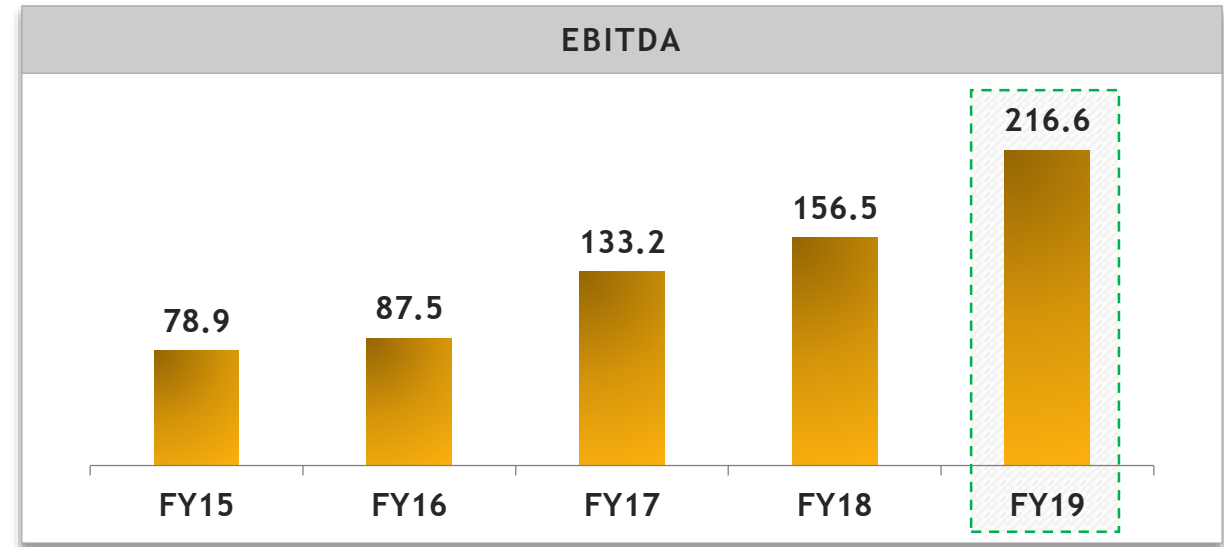
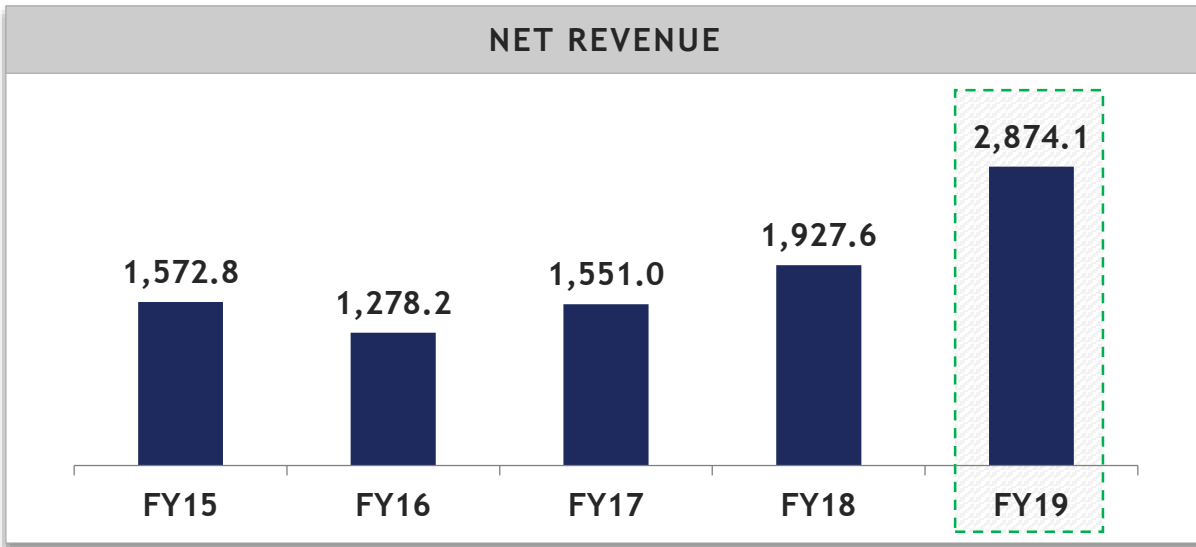


## CHIPS (MTPA)



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# Historical Financial Performance - Consolidated

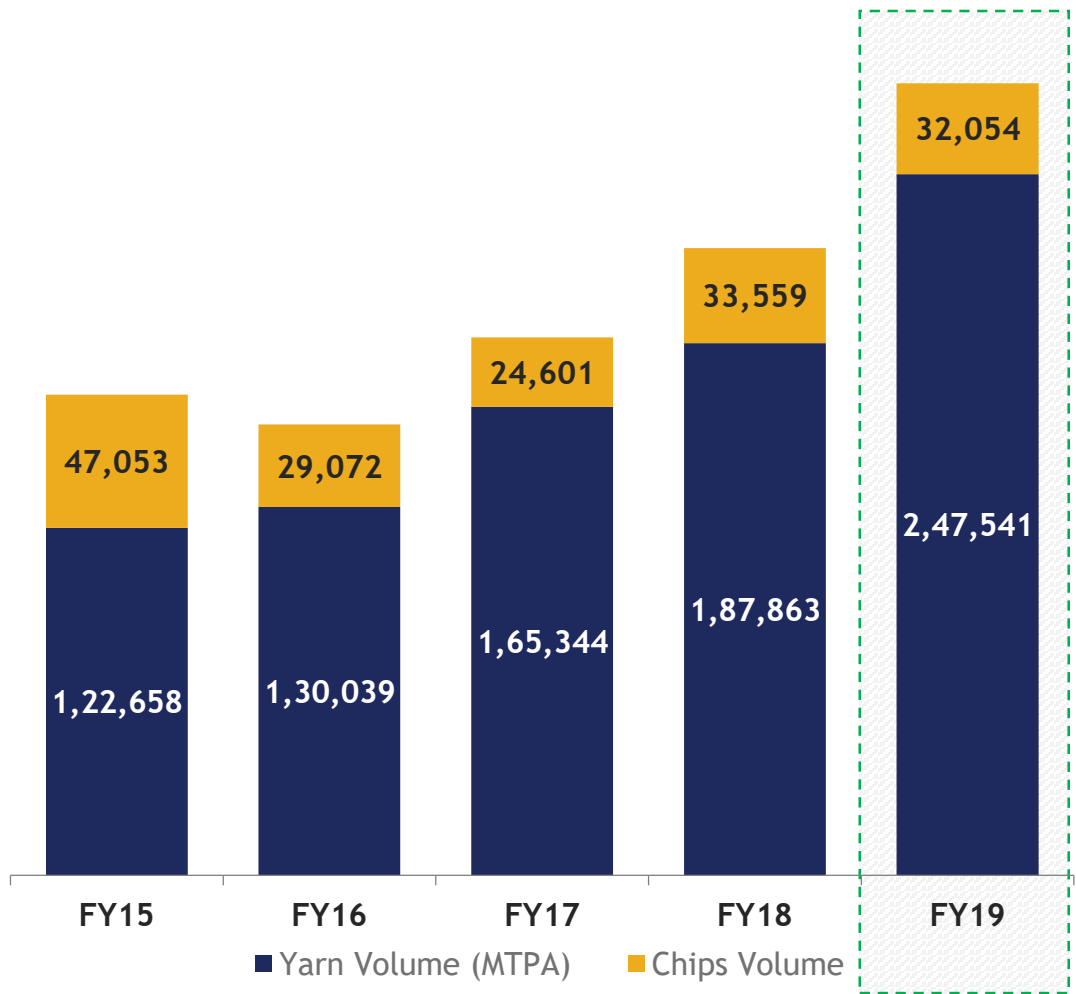




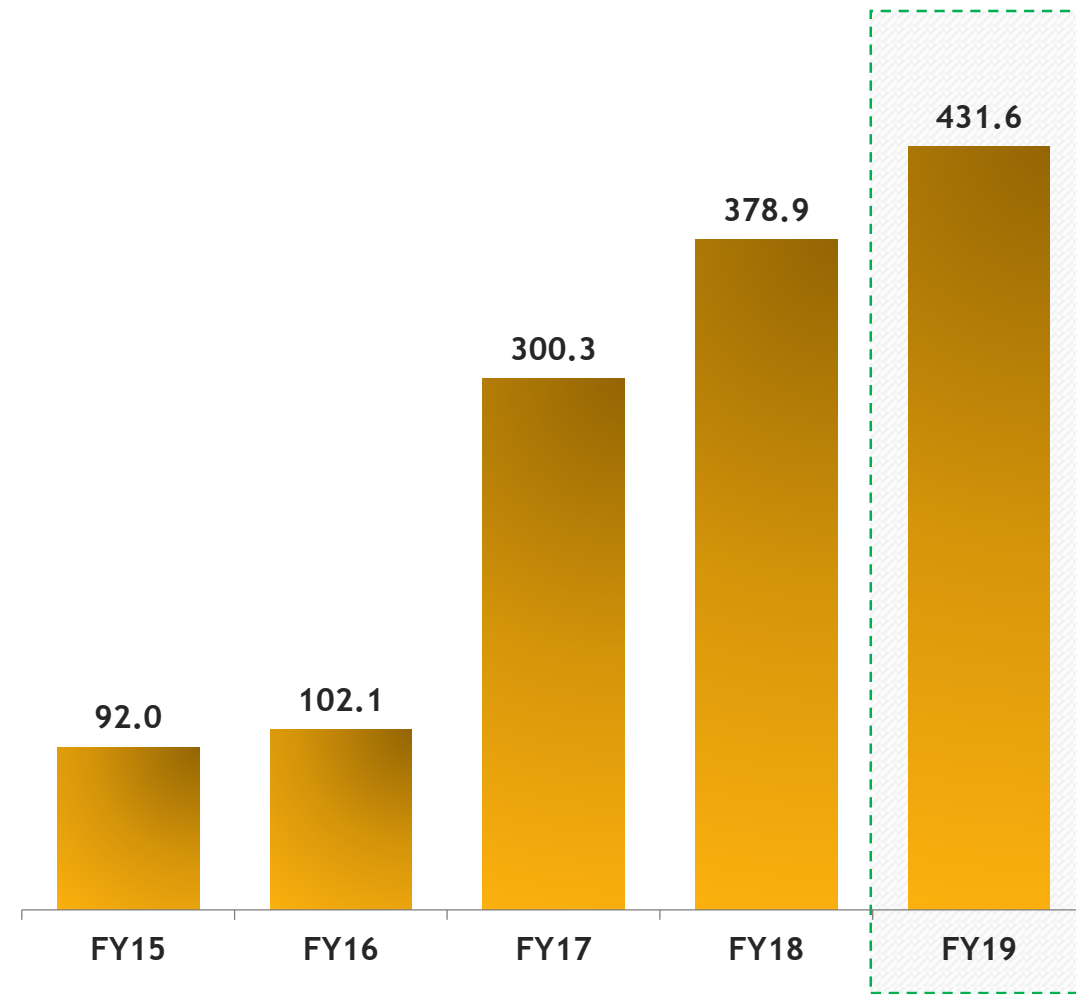
# Operational Performance



### TOTAL PRODUCTION (MTPA)



### EXPORTS (₹ IN CRORE)



# Profit & Loss (Q2FY20)



(INR in Crore)	Q2 FY20	Q1 FY20	QoQ %	Q2 FY19	YoY %
Net Revenue from operations (Net of Taxes)	680.2	696.8	(2.4)%	718.3	(5.3)%
Other income	2.2	3.2	(32.0)%	2.0	8.4%
<b>Total Revenue</b>	<b>682.4</b>	<b>700.0</b>	<b>(2.5)%</b>	<b>720.4</b>	<b>(5.3)%</b>
<b>Total Expenses</b>	<b>649.3</b>	<b>669.2</b>	<b>(3.0)%</b>	<b>691.9</b>	<b>(6.2)%</b>
Cost of materials consumed	592.4	545.6	8.6%	641.5	(7.7)%
Changes in inventories	(54.8)	19.2	(385.7)%	(67.8)	(19.2)%
Employee benefits expense	18.4	17.3	5.9%	15.7	16.9%
Finance cost	9.5	12.5	(24.1)%	27.2	(65.1)%
Depreciation and amortization expense	11.9	11.3	5.8%	11.3	5.7%
Other expenses	72.0	63.3	13.8%	64.1	12.3%
<b>Profit before exceptional items &amp; tax</b>	<b>33.1</b>	<b>30.9</b>	<b>7.2%</b>	<b>28.4</b>	<b>16.4%</b>
Exceptional Items	-	-		(2.3)	
<b>Profit before tax</b>	<b>33.1</b>	<b>30.9</b>	<b>7.2%</b>	<b>30.8</b>	<b>7.5%</b>
Tax expense	(28.8)*	10.8	(365.3)%	10.5	(373.4)%
<b>Net profit/(loss) after tax</b>	<b>61.8</b>	<b>20.0</b>	<b>208.7%</b>	<b>20.3</b>	<b>205.4%</b>

\* Explanation on Slide 20

# Profit & Loss (H1FY20)



(INR in Crore)	H1 FY20	H1 FY19	YoY %	FY19
Net Revenue from operations (Net of Taxes)	1377.0	1422.5	(3.2)%	2874.1
Other income	5.4	3.4	57.3%	11.8
<b>Total Revenue</b>	<b>1382.5</b>	<b>1426.0</b>	<b>(3.1)%</b>	<b>2885.9</b>
<b>Total Expenses</b>	<b>1318.5</b>	<b>1366.5</b>	<b>(3.5)%</b>	<b>2757.3</b>
Cost of materials consumed	1138.0	1200.8	(5.2)%	2327.9
Changes in inventories	(35.6)	(56.0)	(36.3)%	13.6
Employee benefits expense	35.7	31.2	14.5%	63.2
Finance cost	22.0	43.3	(49.3)%	54.7
Depreciation and amortization expense	23.2	22.3	3.8%	45.0
Other expenses	135.3	124.9	8.3%	229.8
<b>Profit before exceptional items &amp; tax</b>	<b>64.0</b>	<b>59.4</b>	<b>7.6%</b>	<b>128.6</b>
Exceptional Items [Profit/(Loss)]	-	(2.3)		(2.3)
<b>Profit before tax</b>	<b>64.0</b>	<b>61.8</b>	<b>3.5%</b>	<b>131.0</b>
Tax expense	(17.9)*	21.4	(183.8)%	46.1
<b>Net profit/(loss) after tax</b>	<b>81.9</b>	<b>40.4</b>	<b>102.7%</b>	<b>84.9</b>

\* Explanation on Slide 20

# Profit & Loss - Consolidated



(INR in Crore)	2014-15	2015-16	2016-17	2017-18	2018-19
Net Revenue from operations (Net of Taxes)	1,572.8	1,278.2	1,551.0	1,927.6	2,874.1
Other income	9.7	10.7	12.1	11.1	11.8
<b>Total Revenue</b>	<b>1,582.5</b>	<b>1,288.9</b>	<b>1,563.2</b>	<b>1,938.7</b>	<b>2,885.9</b>
<b>Total Expenses</b>	<b>1,568.1</b>	<b>1,263.3</b>	<b>1,505.4</b>	<b>1,846.0</b>	<b>2,757.2</b>
Cost of materials consumed	1,357.5	1050.5	1270.7	1564.6	2,351.0
Changes in inventories	-7.4	1.2	-45.4	-13.5	13.6
Employee benefits expense	35.4	40.0	47.0	48.7	63.2
Finance cost	53.6	51.2	58.6	44.1	54.7
Depreciation and amortization expense	20.6	21.3	29.0	30.8	45.0
Other expenses	108.5	99.1	145.6	171.2	229.7
<b>Profit before exceptional items &amp; tax</b>	<b>14.4</b>	<b>25.6</b>	<b>57.7</b>	<b>92.7</b>	<b>128.8</b>
Exceptional Items [Profit/(Loss)]	-	7.0	-3.4	-	-2.3
<b>Profit before tax</b>	<b>14.4</b>	<b>32.6</b>	<b>54.3</b>	<b>92.7</b>	<b>131.1</b>
Tax expense	4.8	6.4	13.7	32.9	46.1
<b>Net profit/(loss) after tax</b>	<b>9.6</b>	<b>26.2</b>	<b>40.5</b>	<b>59.7</b>	<b>85.0</b>

# Balance Sheet - Assets (Consolidated)



(INR in Crore)	2014-15	2015-16	2016-17	2017-18	2018-19
<b>Non-Current Assets</b>	<b>409.4</b>	<b>525.4</b>	<b>665.9</b>	<b>962.0</b>	<b>1,017.8</b>
Property, plant and equipment	390.6	492.3	628.4	944.5	927.9
Capital work-in-progress	-	18.0	5.7	6.4	71.5
Other Intangible Assets	-	0.1	0.2	0.4	0.66
<b>Financial Assets</b>					
Investments	-	0.0	0.1	-	0.06
Loans and Advances	17.9	14.0	0.1	0.7	0.74
Other non-current assets	0.8	1.0	29.7	9.2	16.6
Tax Assets	-	-	1.8	0.8	0.4
<b>Current Assets</b>	<b>307.1</b>	<b>355.4</b>	<b>386.5</b>	<b>462.0</b>	<b>397.6</b>
Inventories	118.5	98.6	149.1	193.7	172.7
<b>Financial Assets</b>					
Trade receivables	149.1	216.4	199.4	170.5	98.7
Cash and cash equivalents	15.4	12.5	14.8	25.6	44.2
Loans and Advances	12.2	21.1	0.5	0.6	0.98
Other Financial Assets	-	-	0.9	4.2	12.5
Other current assets	11.8	6.8	21.7	67.5	68.5
<b>Assets classified as held for Sale</b>	<b>-</b>	<b>-</b>	<b>6.9</b>	<b>13.4</b>	<b>-</b>
<b>Total Assets</b>	<b>716.5</b>	<b>880.8</b>	<b>1,059.4</b>	<b>1,437.5</b>	<b>1,415.4</b>

# Balance Sheet - Equity & Liabilities (Consolidated)



(INR in Crore)	2014-15	2015-16	2016-17	2017-18	2018-19
<b>EQUITY</b>	<b>170.3</b>	<b>209.5</b>	<b>325.0</b>	<b>385.4</b>	<b>472.1</b>
Equity Share capital	32.0	32.0	43.5	43.5	43.5
Other equity	138.3	164.6	281.5	341.9	428.6
Money received against share warrants	-	12.9			
<b>LIABILITIES</b>	<b>546.2</b>	<b>671.3</b>	<b>733.9</b>	<b>1,049.7</b>	<b>943.3</b>
<b>Non-Current Liabilities</b>	<b>242.8</b>	<b>340.6</b>	<b>386.2</b>	<b>614.8</b>	<b>574.6</b>
Financial liabilities					
Borrowings	219.1	307.6	336.4	541.6	476.8
Other financial liabilities	-	-	-	7.2	9.1
Provisions	3.7	4.7	5.6	5.2	6.0
Deferred tax liabilities	16.7	23.1	27.8	41.2	58.8
Other Non-Current Liabilities	3.3	5.3	16.4	19.7	23.9
<b>Current Liabilities</b>	<b>303.3</b>	<b>330.7</b>	<b>347.8</b>	<b>434.9</b>	<b>368.7</b>
Financial liabilities					
Borrowings	157.6	137.8	143.5	98.5	70.2
Trade Payables	83.7	120.4	111.3	224.1	179.0
Other financial liabilities	61.3	71.5	55.4	102.7	89.0
Provisions	0.8	1.0	1.3	2.3	2.8
Other Current Liabilities	-	-	36.3	6.2	25.6
Income Tax Liabilities (net)	-	-	-	1.1	2.1
Liabilities Directly associated with assets classified as held for sale	-	-	0.4	2.4	-
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>716.5</b>	<b>880.8</b>	<b>1,059.4</b>	<b>1,437.5</b>	<b>1,415.4</b>

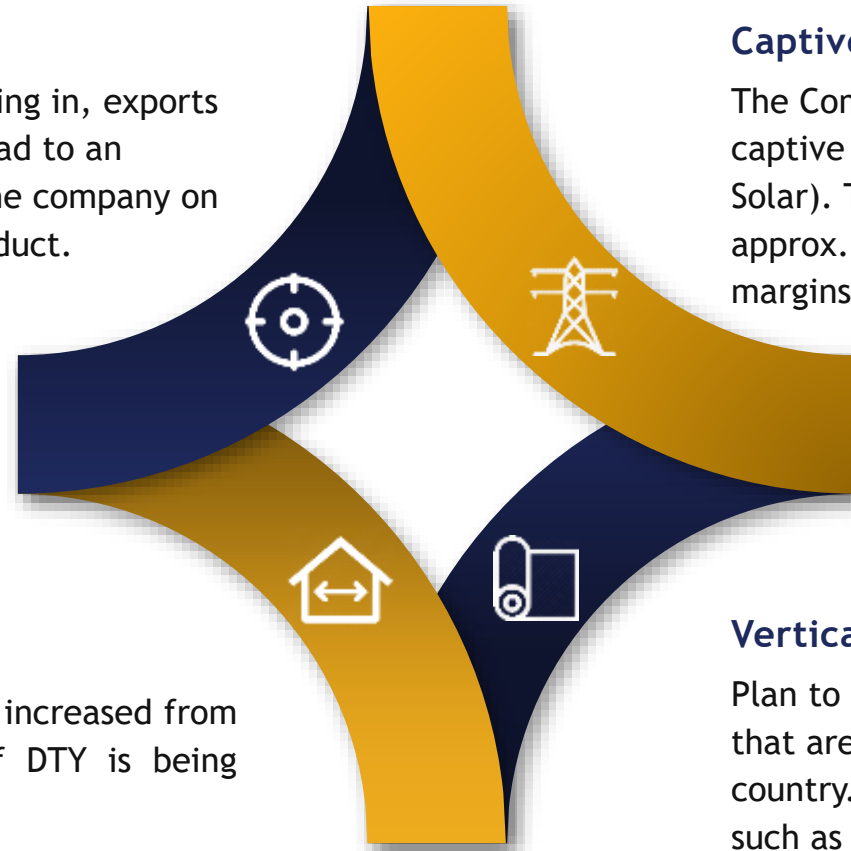


## Increase Focus on Exports

With new texturizing machines coming in, exports of the company will increase and lead to an increase in the overall margins of the company on account of being a value-added product.

## Capacity Expansion

Production capacity of POY is being increased from 340 TPD to 510 TPD and that of DTY is being increased from 200 TPD to 360 TPD.



## Captive Power Plant

The Company is planning to set up of 31.4 MW captive power plant (30 MW Thermal and 1.4 MW Solar). This will result in an annual savings of approx. Rs.45 crs, resulting in incremental 2% margins.

## Vertical Integration

Plan to foray into production of high value fabrics, that are currently being imported into the country. Also, exploring vertical integration options such as processing, digital printing and garments / home textiles.

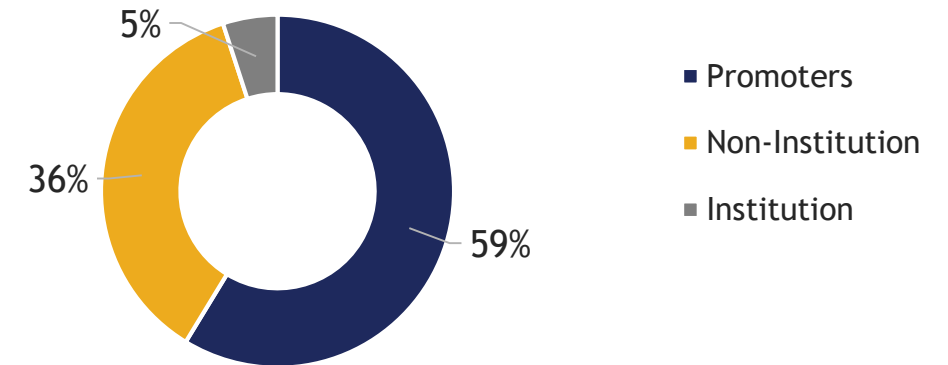
# Shareholder Information



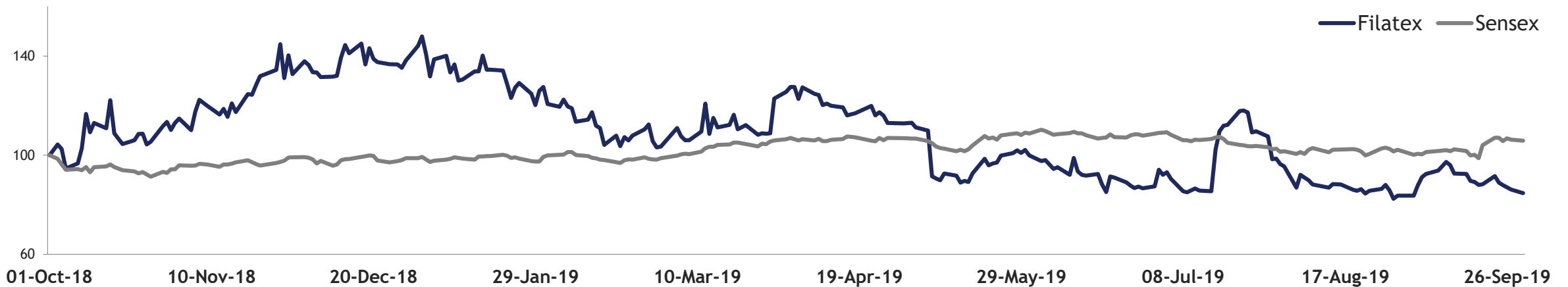
## STOCK DATA (AS ON 30<sup>TH</sup> SEPTEMBER 2019)

	Stock Price (INR)	36.65
	Market Capitalization (INR)	805.15 Cr.
	Shares Outstanding	21.97 Cr.
	Free Float	42.00%
	Symbol (NSE/ BSE)	FILATEX/ 526227

## SHAREHOLDING PATTERN (AS ON 30<sup>TH</sup> SEPTEMBER 2019)



## STOCK PRICE PERFORMANCE (REBASED TO 100)







# Filatex India Limited

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