



# Fiberweb (India) Limited

Manufacturers of : Spunbond Nonwoven Fabrics

Date: 18<sup>th</sup> October, 2016

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

Sir/Madam,

**Sub: FIBERWEB (INDIA) LIMITED – INVESTOR PRESENTATION.**

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

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

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Website : fiberwebindia.com



CIN NO. L25209DD1985PLC004694

# **Fiberweb (India) Limited**

## **Investor Presentation**

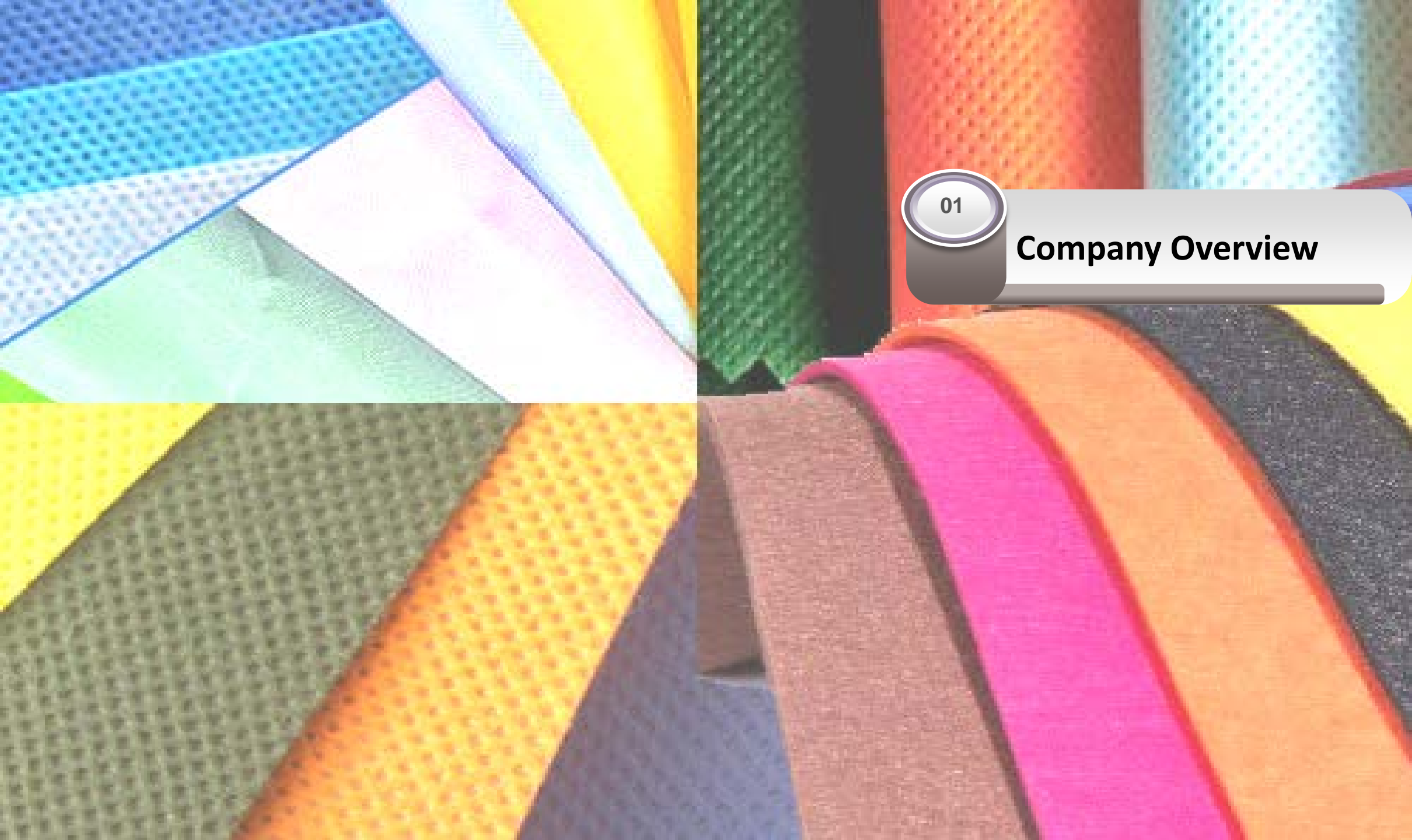
### **October 2016**



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## 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

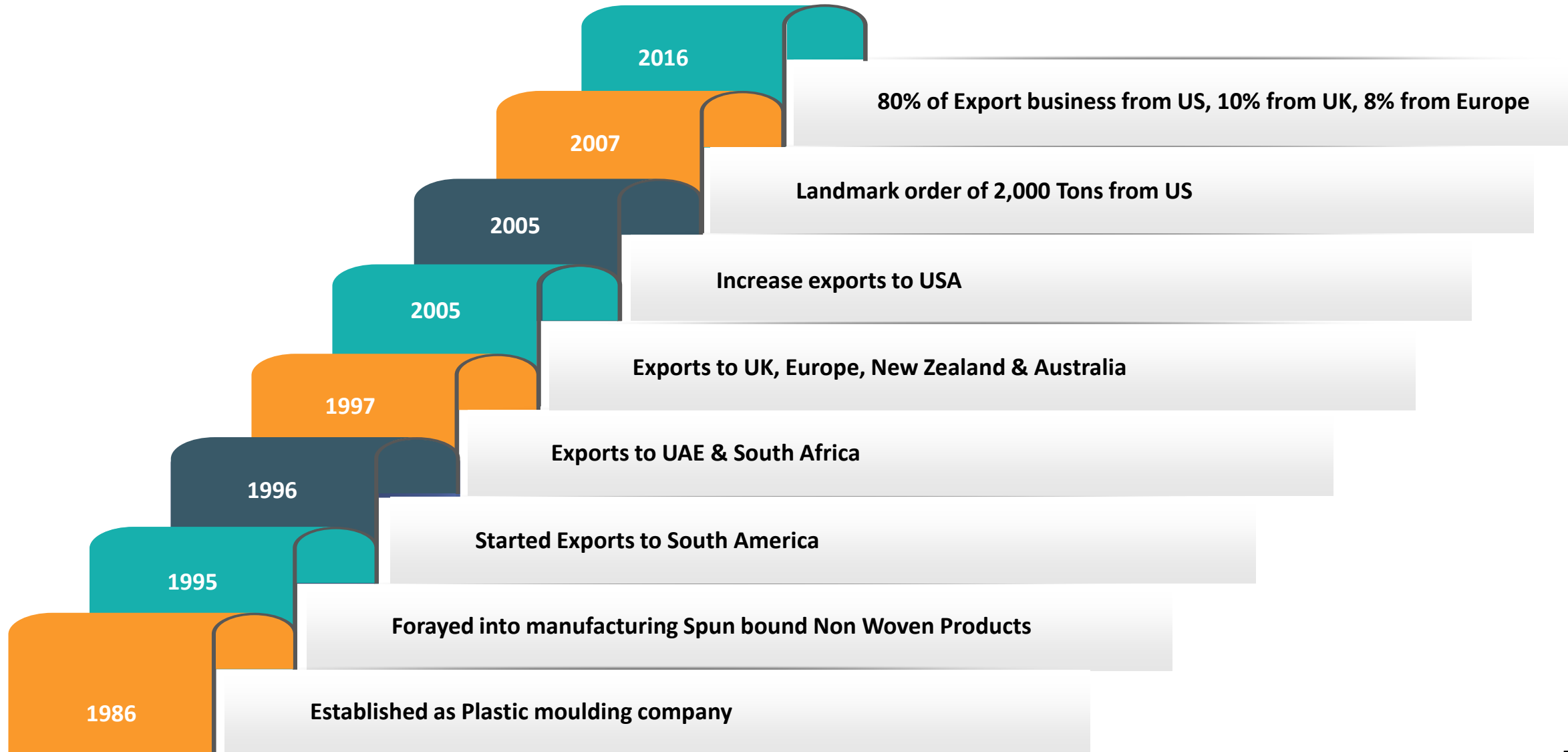
**Zero Debt Company**

- 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, Reifenhauer 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

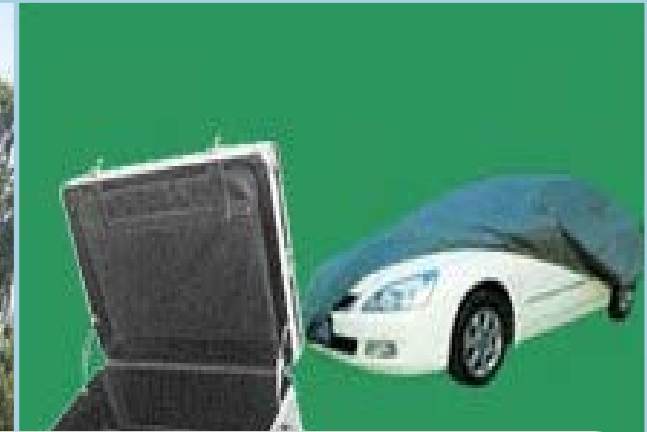
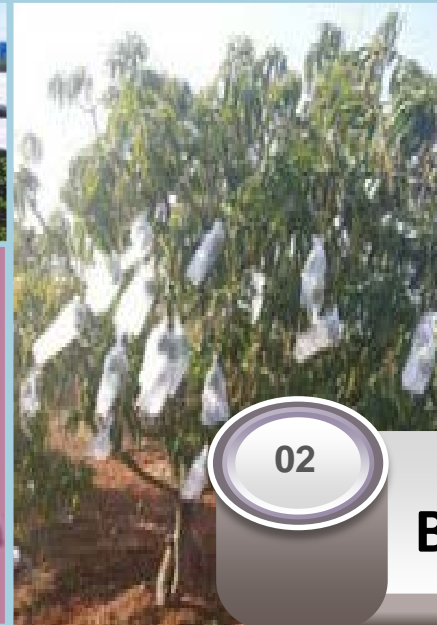
- B. Tech (Chem Engg), M.Tech (Ind. Management)– IIT, Kharagpur
- Responsible for manufacturing facility in Daman
- Total experience – 40 years, 25 years with Company
- Earlier with RPG Group

## 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

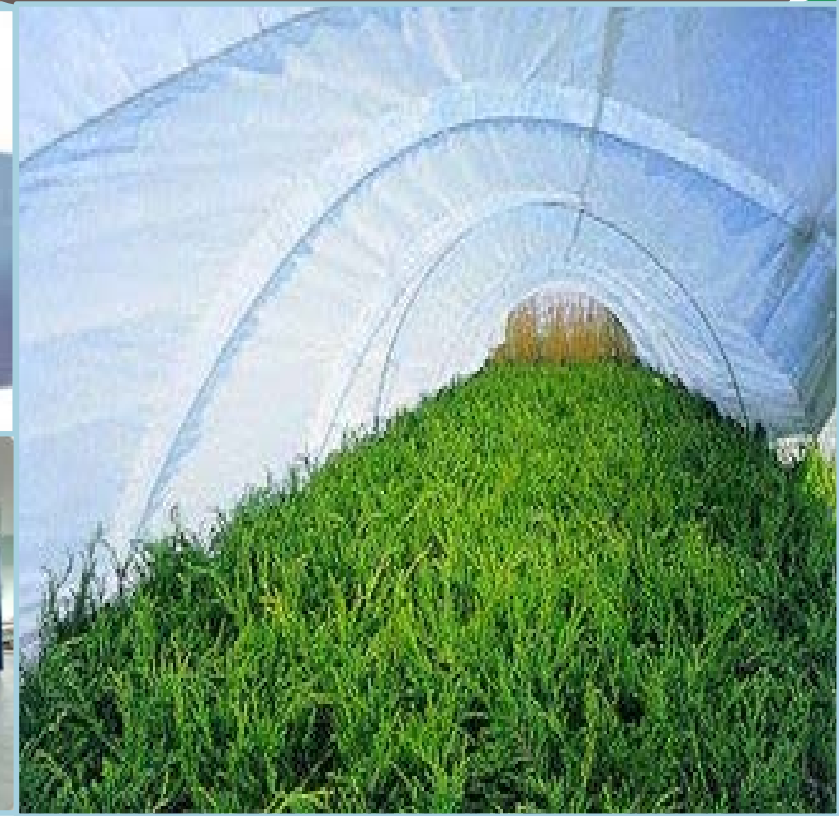
## Mr. Rajiv Solanki - Production In-Charge

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



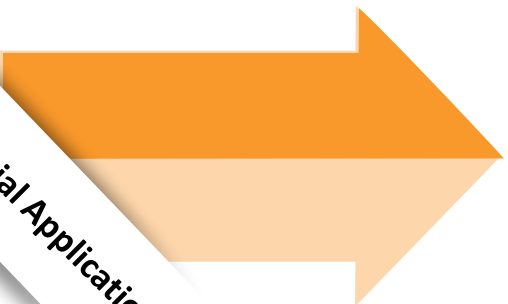
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## Business Overview





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

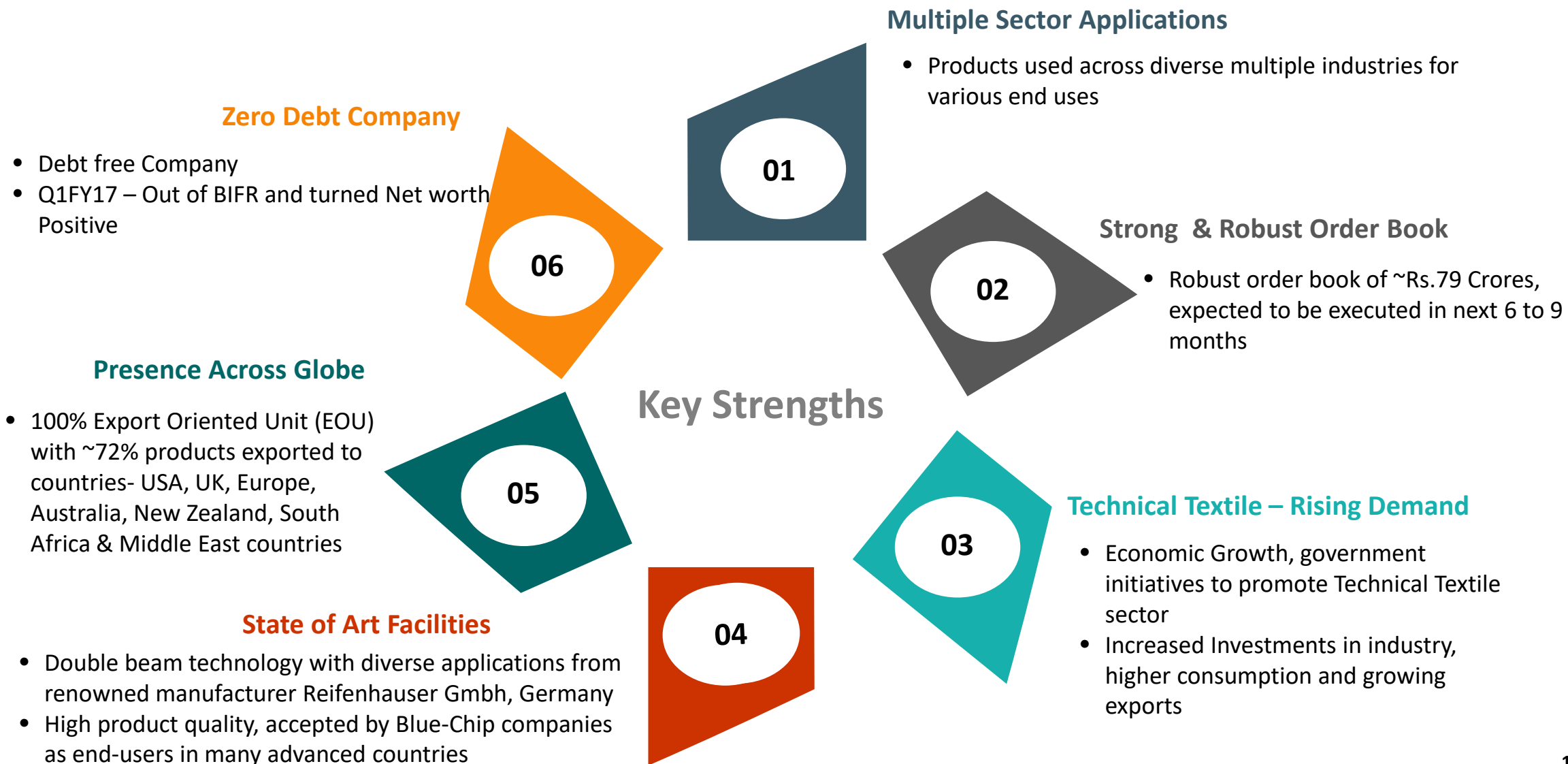


- Certified by Quality Registrar Intertek
- Certified by quality Registrar UKAS



- 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)

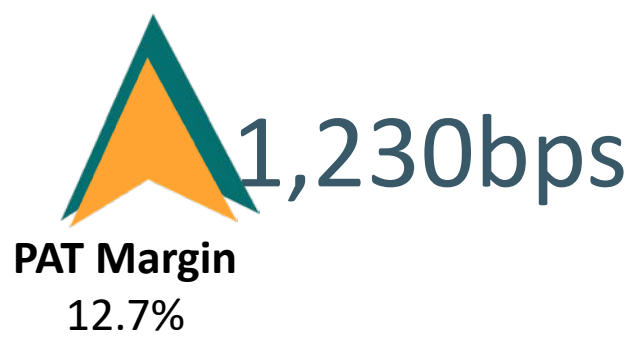
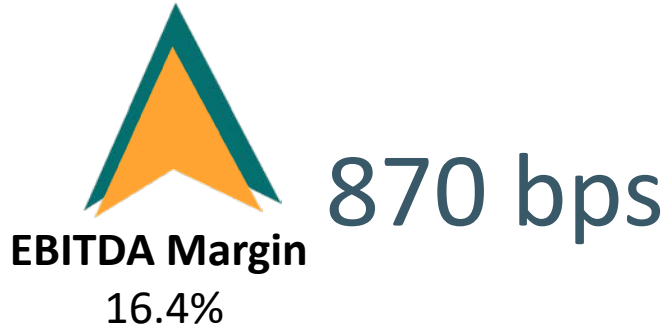
Leased capacity of 2,500MT to increase the capacity by 50% immediately, leading to increase in production and cater to demand without any capex – achieve better ROI

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



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### Quarterly Highlights





# Quarterly Profitability Highlights



Rs. Crores	Q2 FY17	Q2 FY16	YoY %	Q1 FY17	QoQ %
<b>Total Income from Operations</b>	<b>22.1</b>	<b>15.6</b>	<b>41.7%</b>	<b>13.1</b>	<b>68.7%</b>
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	
<b>EBITDA</b>	<b>3.6</b>	<b>1.2</b>	<b>200.0%</b>	<b>3.1</b>	<b>16.1%</b>
<b>EBIDTA margin (%)</b>	<b>16.4%</b>	<b>7.7%</b>		<b>23.9%</b>	
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	
<b>Profit After Tax</b>	<b>2.8</b>	<b>0.1</b>	<b>2700.0%</b>	<b>2.3</b>	<b>21.7%</b>
<b>PAT Margin (%)</b>	<b>12.7%</b>	<b>0.4%</b>		<b>17.6%</b>	
<b>EPS (Rs.)</b>	<b>2.2</b>	<b>0.1</b>		<b>1.8</b>	



Revenue

Rs. 35.2 cr

27%



EBITDA

Rs. 6.8 cr

222%



EBITDA Margin

19.2%

1,170 bps



PAT

Rs. 5.1 Cr

3,175%



PAT Margin

14.6%

1,520bps



EPS

Rs. 4.07

2,813%

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

# Half Yearly Balance Sheet Highlights



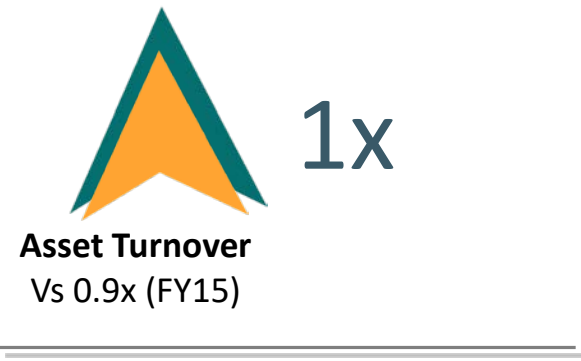
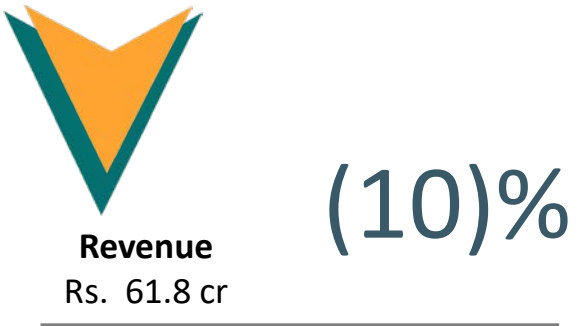
Rs. Crores	Sept -16	Sept-15
<b>Shareholder's Funds</b>	<b>62.6</b>	<b>-57.7</b>
Share capital	12.6	11.0
Reserves & Surplus	50.0	-68.7
share application money	0.0	4.1
<b>Non-current liabilities</b>	<b>0.0</b>	<b>121.7</b>
Long term borrowings	0.0	121.7
Defer Tax liabilities	0.0	0.0
Other Long-Term liabilities	0.0	0.0
Long-Term Provisions	0.0	0.0
<b>Current liabilities</b>	<b>13.6</b>	<b>2.7</b>
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
<b>Total Equities &amp; Liabilities</b>	<b>76.3</b>	<b>70.8</b>

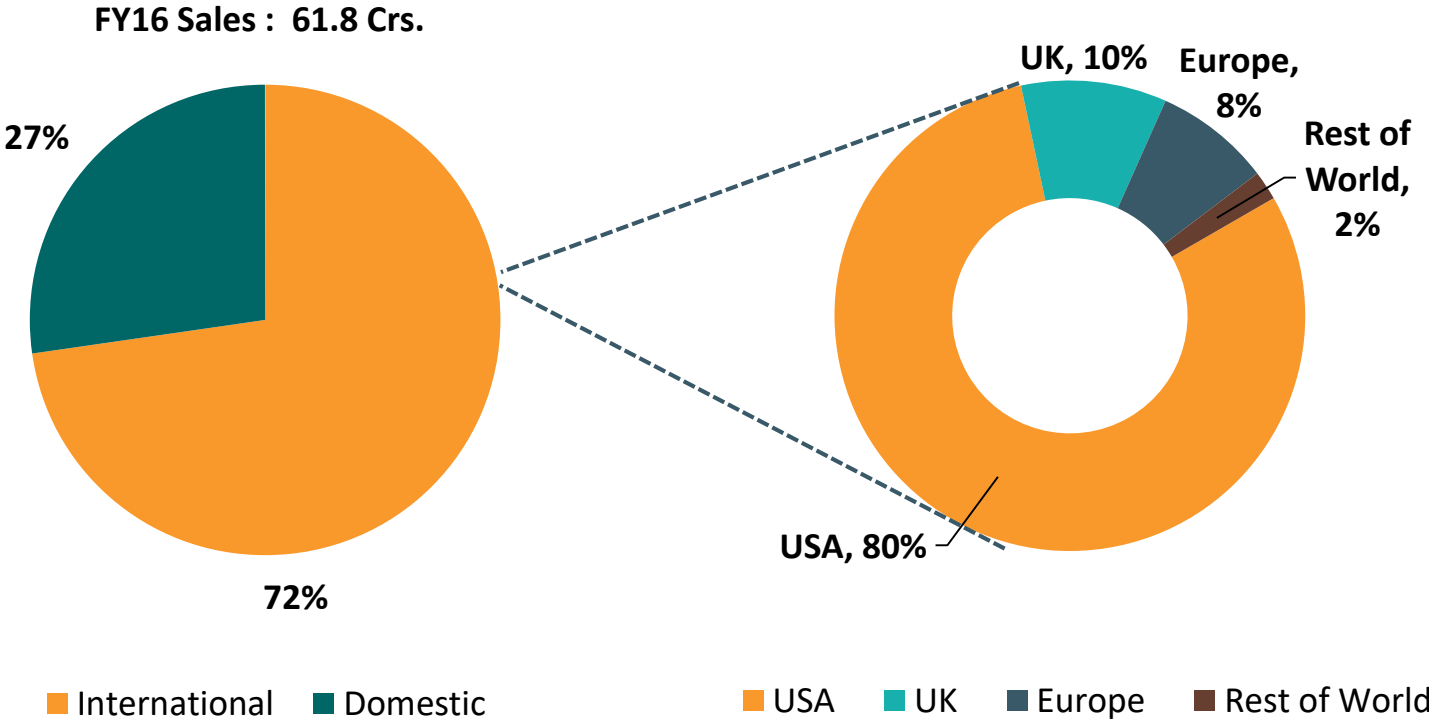
Rs. Crores	Sept -16	Sept-15
<b>Non-current assets</b>	<b>42.5</b>	<b>55.5</b>
Fixed assets	39.9	53.6
Non-current Investments	0.0	0.0
Long-term loans & advances	2.7	1.9
Other non-current assets	0.0	0.0
<b>Current assets</b>	<b>33.7</b>	<b>15.3</b>
Current investments	0.0	0
Inventories	13.3	9.4
Trade receivables	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
<b>Total Assets</b>	<b>76.3</b>	<b>70.8</b>

The background of the slide features a close-up photograph of a person's hands holding a document. The document has a grid-like pattern, possibly representing a financial table or chart. A circular graphic with the number '04' is positioned in the upper right area of the slide, partially overlapping the document. Below this circle is a dark grey rounded rectangular bar that serves as a background for the main title.

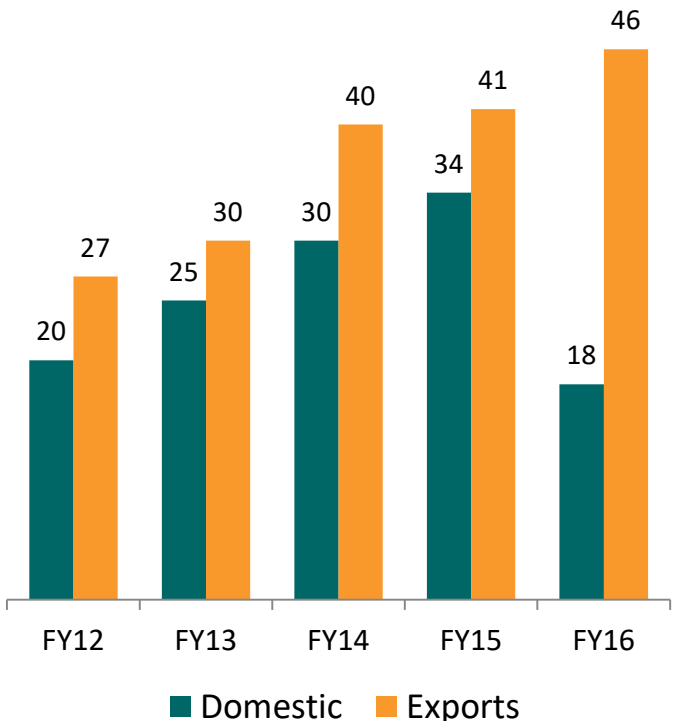
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## Financial Highlights



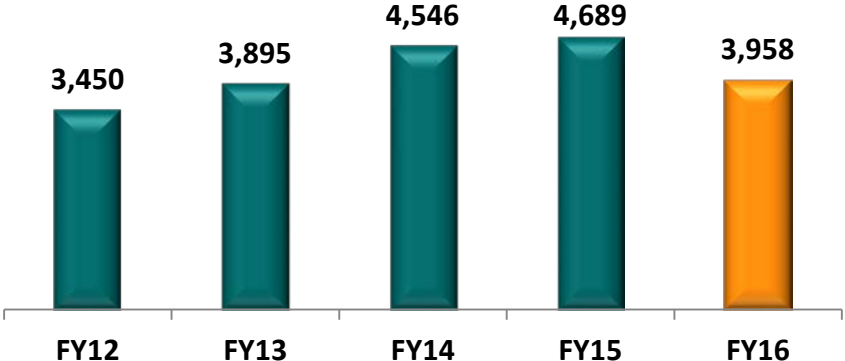


**Increasing Order Execution (In Crs.)  
On Gross Revenue**

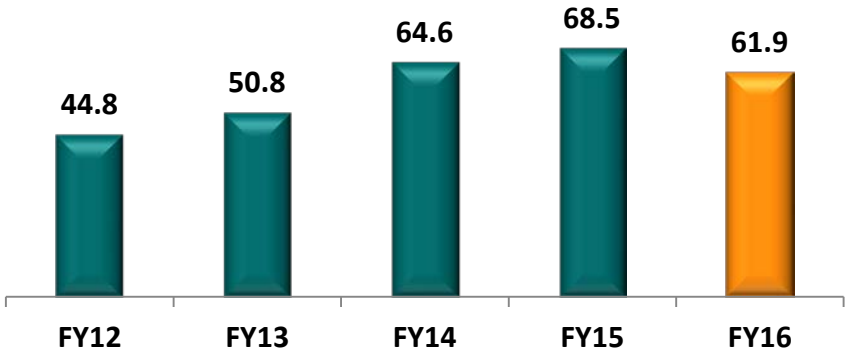


# Financial Highlights - FY16

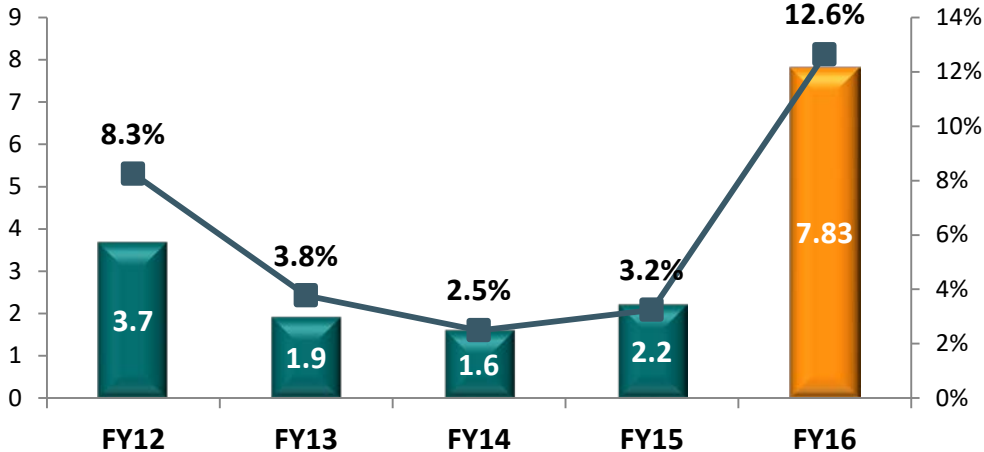
Volume (MT)



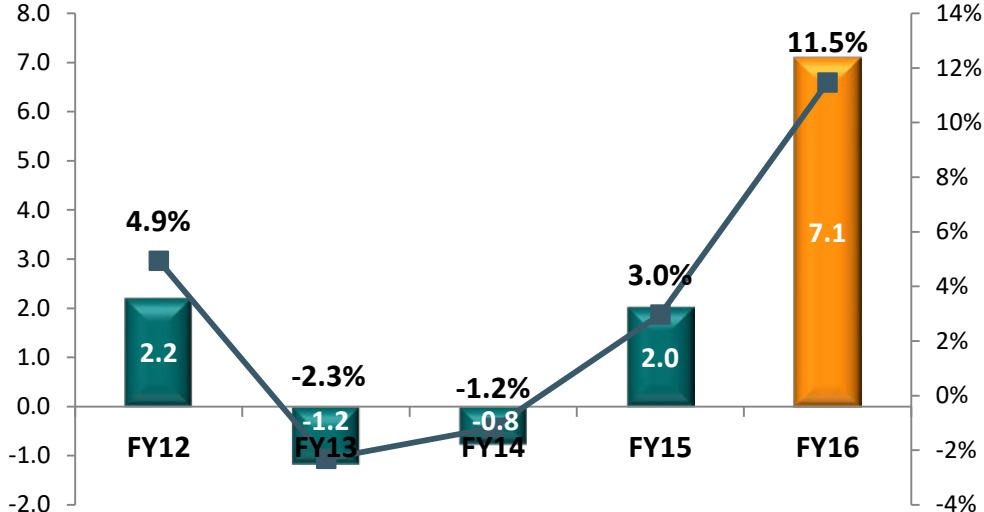
Revenue (Rs. Crore)



EBITDA (Rs. Crore) / Margin (%)

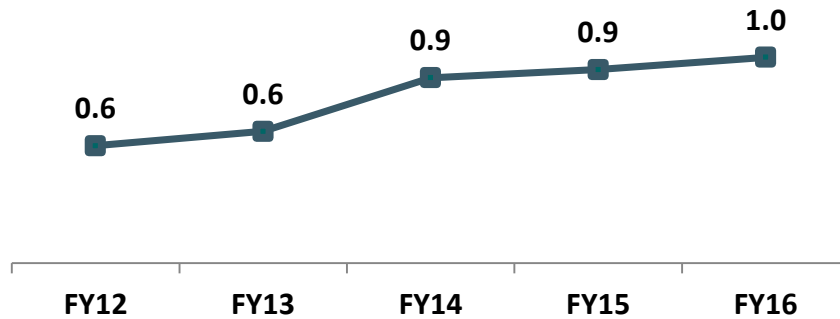


PAT (Rs. Crore) / Margin (%)

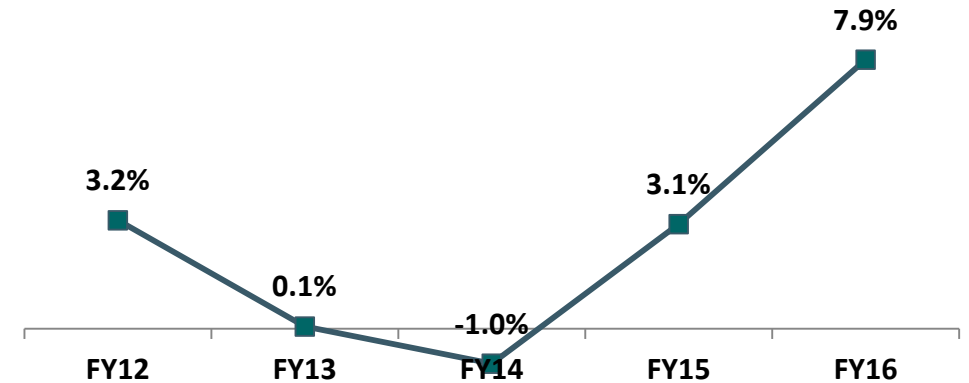




Total Asset Turnover (x)



RoCE (%)



# Annual Profitability Highlights

Rs. Crores	FY16	FY15	YoY %
<b>Total Income from Operations</b>	<b>61.8</b>	<b>68.3</b>	<b>-9.6%</b>
Raw Materials	34.8	47.2	
Employee Cost	4.2	4.2	
Other Cost	15.2	14.9	
Total Expenditure	54.1	66.3	
<b>EBITDA</b>	<b>7.6</b>	<b>2.0</b>	<b>281.5%</b>
<b>EBIDTA margin (%)</b>	<b>12.4%</b>	<b>2.9%</b>	
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	
<b>Profit After Tax</b>	<b>7.1</b>	<b>2.0</b>	<b>250.2%</b>
<b>PAT Margin (%)</b>	<b>11.5%</b>	<b>3.0%</b>	

# Balance Sheet Highlights



Rs. Crores	Mar-16	Mar-15
<b>Shareholder's Funds</b>	<b>-44.7</b>	<b>-57.6</b>
Share capital	12.6	11.0
Reserves & Surplus	-57.3	-68.6
share application money	0.0	4.7
<b>Non-current liabilities</b>	<b>103.4</b>	<b>121.6</b>
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
<b>Current liabilities</b>	<b>3.1</b>	<b>3.9</b>
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
<b>Total Equities &amp; Liabilities</b>	<b>61.8</b>	<b>72.6</b>

Rs. Crores	Mar-16	Mar-15
<b>Non-current assets</b>	<b>42.5</b>	<b>56.3</b>
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
<b>Current assets</b>	<b>19.3</b>	<b>16.3</b>
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
<b>Total Assets</b>	<b>61.8</b>	<b>72.6</b>

# Thank You



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FWB

**REUTERS** 

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**Investor Relations Advisors :**

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CIN No. L25209DD1985PLC004694

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