



# FILATEX INDIA LIMITED

CIN No.L17119DN1990PLC000091

FIL/SE/2020-21/10  
5<sup>th</sup> June, 2020

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 – Q4 & FY20**

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 – Q4 & FY20 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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E fildelhi@filatex.com

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# FILATEX INDIA LIMITED

Investor Presentation  
Q4 & FY20



# Company Overview



We are one of India's Top 5 Manufacturers of Polyester Filament yarns.

We manufacture polyester and polypropylene multifilament yarn and polyester chips. We have two manufacturing facilities; one at Dadra & Nagar Haveli and second one at Dahej, equipped with state-of-the-art modern German machines.

## Our Vision

To be one of the leading polyester yarns manufacturer producing products to international standards, to be customer focused through stringent quality assurance and continuous innovation.

**02**

World-Class  
Manufacturing  
Facilities



**05**

Continents  
Catered



**45+**

Countries Global  
Export



**2500+**

Team  
Members



**383,000**

Tonnes Per Annum  
Production Capacity  
(2019-2020)



# Our Journey



Commenced Production of Mono Filament Yarns at Noida

Added manufacturing of Poly polypropylene yarns at Dadra Plant

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

Commissioned bright Polymerization capacity of 300 TPD for spinning 190 TPD of FDY, 25 TPD of POY, and cut balanced 85 TPD of Bright Chips at Dahej, Gujarat

Commencement of DTY expansion expected in Q2FY21. Work towards power plant project started in Dahej.



Diversified into Specialty Polyester Filaments Yarn at Dadra ( U.T Dadra and Nagar Haveli). Commenced Production of POY and Textured Yarns

Commenced production of Fully Drawn Yarns – FDY in Dadra using, then latest machine from BARMAG, GERMANY

Commenced production of Fully Drawn Yarns –FDY, capacity of 115 TPD at Dahej in March and added capacity of Drawn Textured Yarns - DTY. Commenced production of 200 TPD in September

Total Polymerization Capacity enhanced from 900 TPD to 1050 TPD through debottlenecking activity. Commenced production of POY expansion from 340 TPD to 510 TPD

# Our Products



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



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



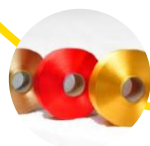
**Polyester Partially Oriented Yarns (POY)**  
Intermediate product, post Texturizing used for knitting & weaving different kinds of Fabrics.



**Drawn Textured Yarns (DTY)**  
Produced by drawing & heating POY through a texturing process. It is used for manufacturing Fabrics.



**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**  
Different shades and deniers, the range being used for Socks, Under Garments and Sports Wear.



# Catering to Diverse End-Uses



## 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 is extensively used in apparels – Trousers, Shirts, Suitings & Sarees. PFY is a strong filament that can withstand strong & repetitive movements. Colour fastness is also excellent. It is wear resistant, water resistant, wrinkle resistant and its hydrophobic properties make it ideal for all kinds of apparel.



## 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.



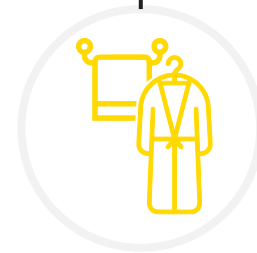
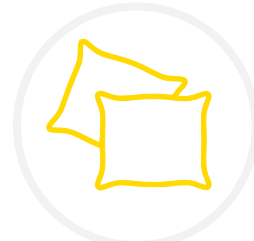
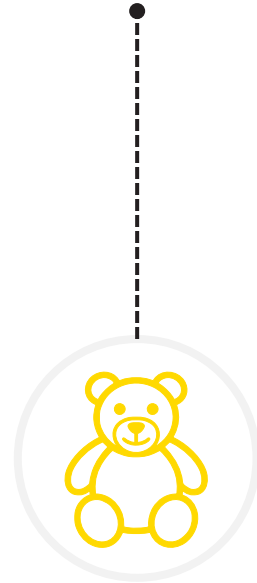
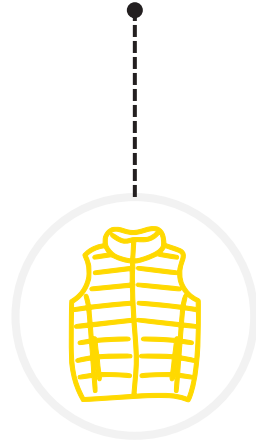
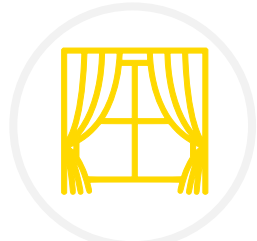
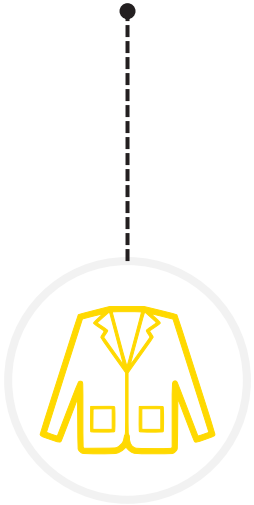
## PPE Kits & Protective Masks

Polyester & Polypropylene is used in the components of PPE kits as well as protective masks. Properties such as corrosion resistant, wear resistant and low shrinkage make them and ideal choices to allow longer usage life.

# 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

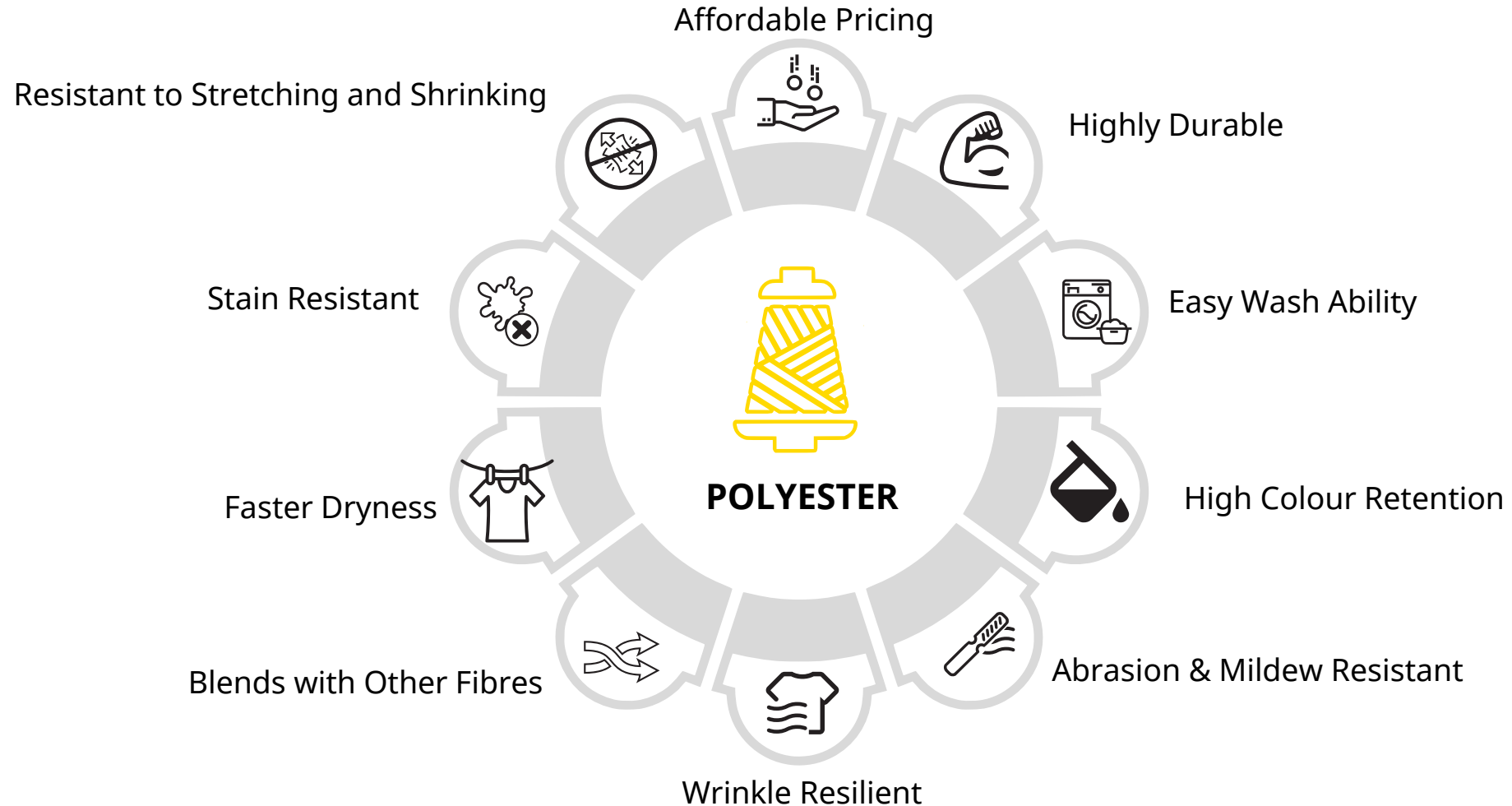
..through the pillow one uses to get a sound sleep after a busy day at work

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

# Polyester – The Preferred Fiber



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)

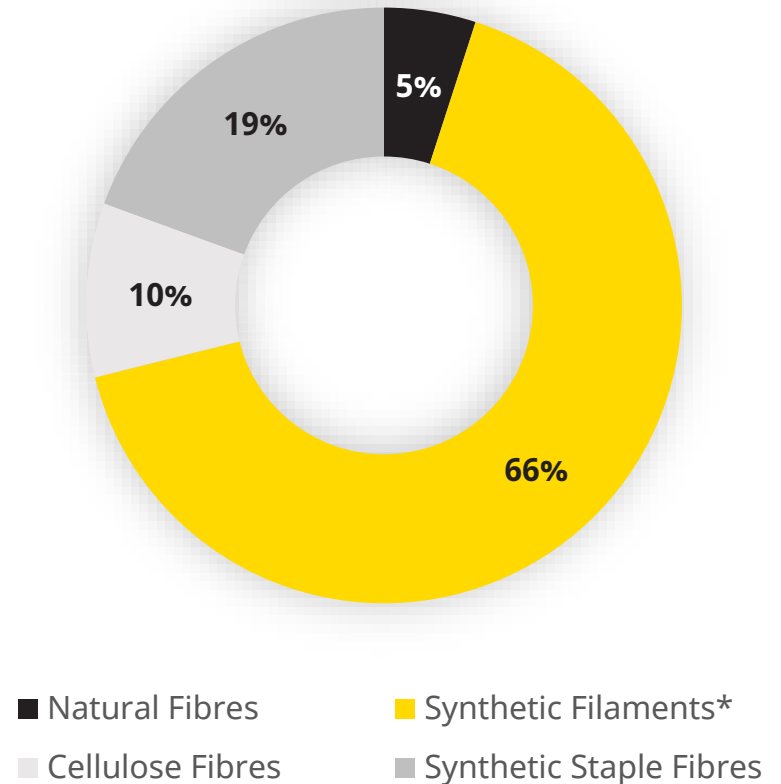
Source: DNFI

(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
<b>Synthetic Filaments*</b>	<b>25,750</b>	<b>34.29</b>	<b>49,800</b>	<b>44.74</b>	<b>6.82</b>	<b>24,050</b>
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

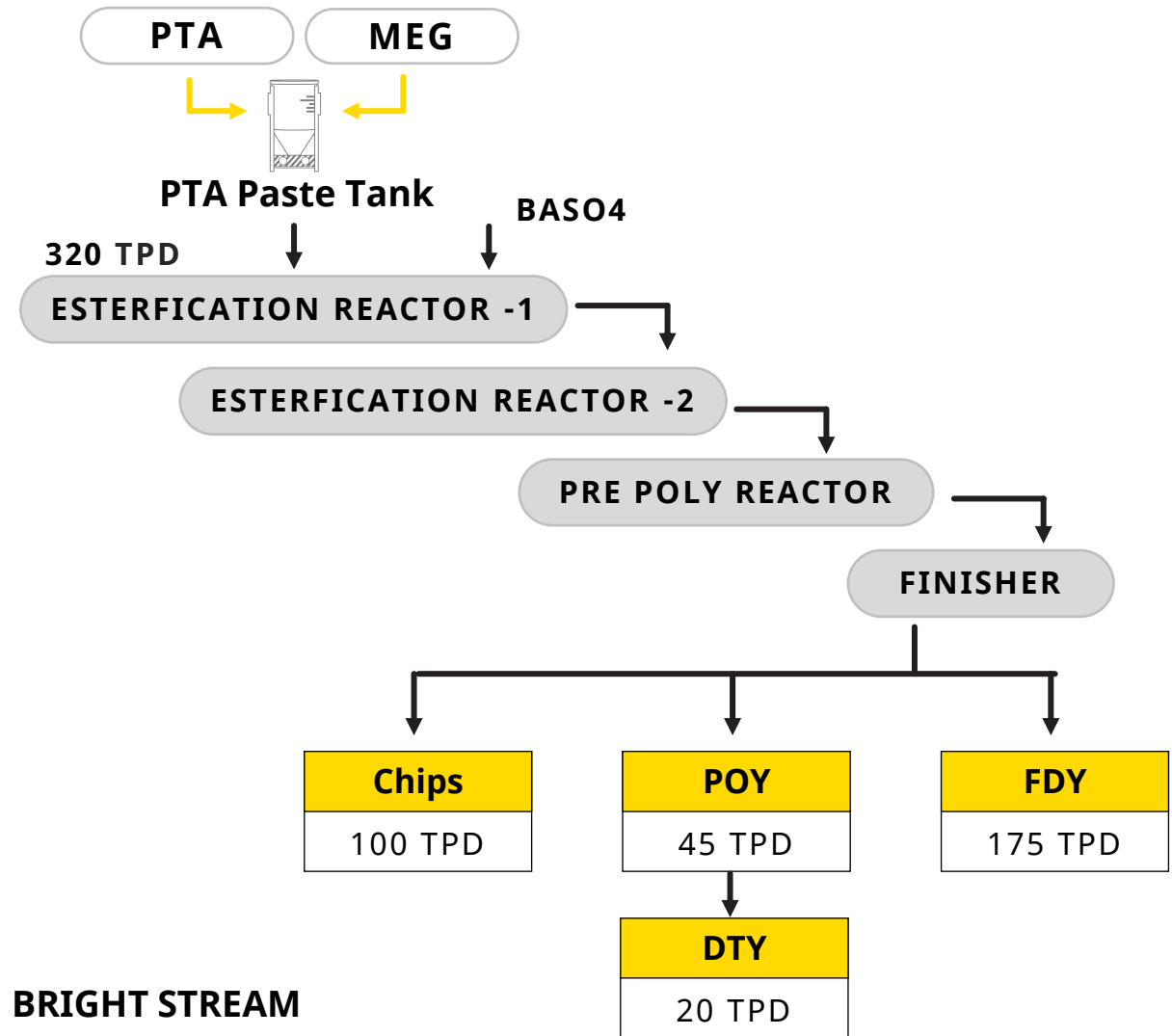
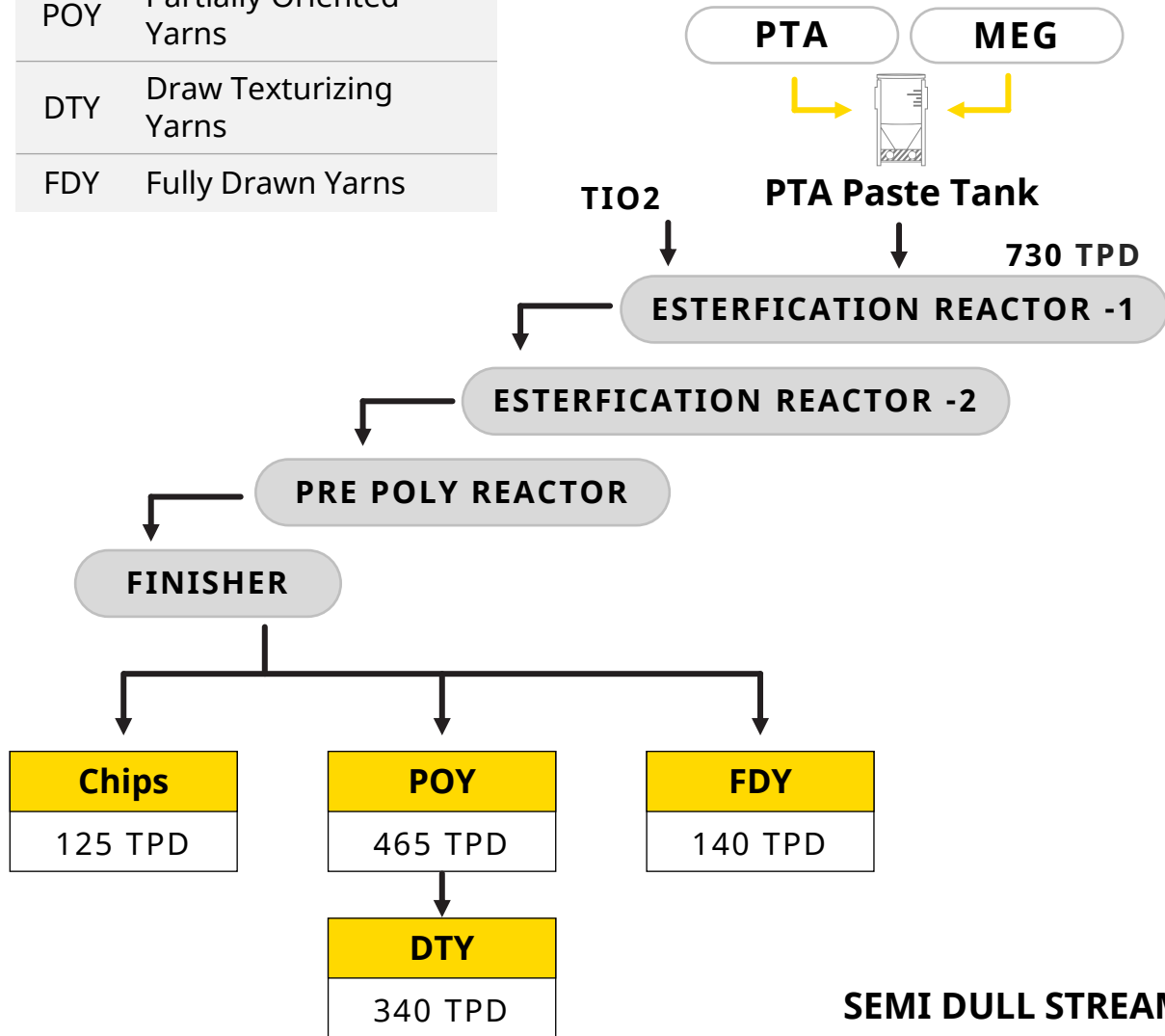


\*Polyester Filaments make up 90% of Synthetic Filaments



# Production Process Flow (Dahej)

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



# Growth Drivers



## Exports Opportunity

- Cost competitiveness and increase in texturizing machines will open up new export opportunities for the company
- New textile policy aims to achieve US\$ 300 billion worth of textile exports by 2024-25

## Recycled Yarn Industry

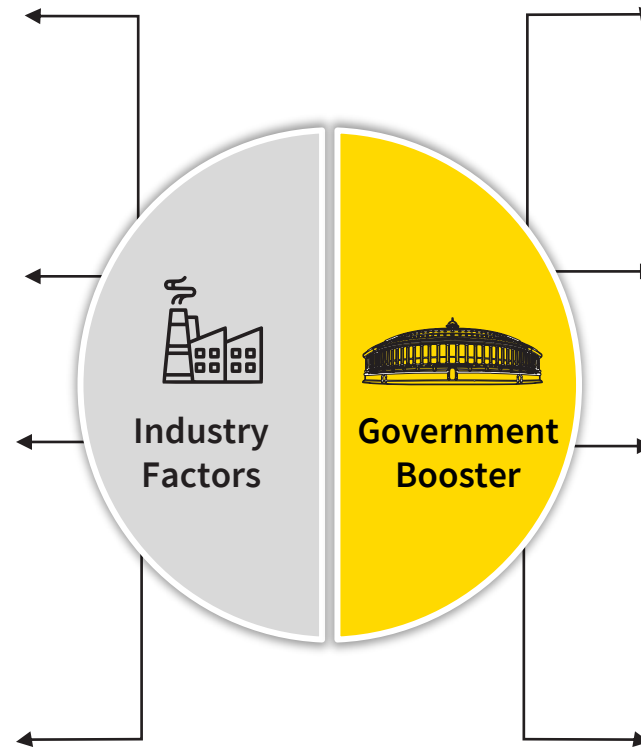
- The demand for recycle polyester is increasing rapidly as leading brands in fast fashion segments are promoting sustainability in textile industry.
- Increasing demand for recycled yarn coupled with increasing application areas of Polyester yarn is anticipated to accelerate the market growth for foreseeable years.

## China Factor

- Anti-China sentiment across the global could shift exports to India being the 2nd largest textile player
- Rising labour costs in China
- Product offering competitive to that of China

## Abundant Raw Material & Skilled Manpower

- Availability of key raw materials PTA and MEG within the country at competitive prices 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



## Removal of Anti-Dumping Duty on PTA

- Removal of anti-dumping duty on raw material will allow the Indian manufacturers to compete domestically and globally in terms of price competitiveness

## 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

## 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

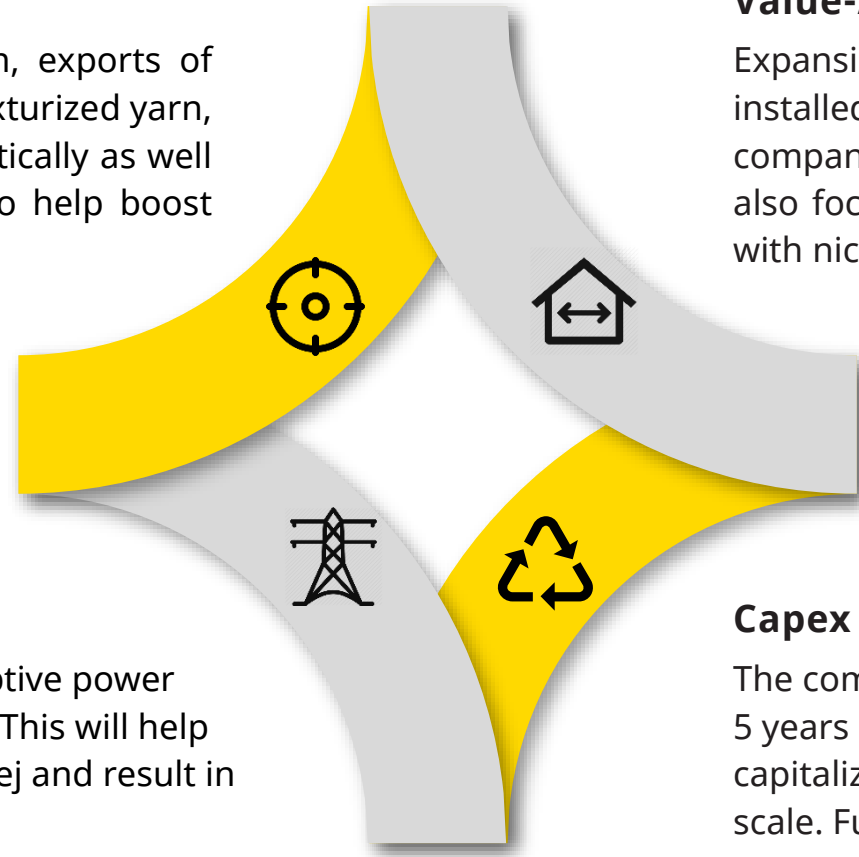
## ATUFS

- 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

# Growth Drivers - Internal

## Increase Focus on Exports

With new texturizing machines coming in, exports of the company will increase on account of texturized yarn, being a high-demand product both domestically as well as globally. Anti-China sentiments will also help boost Indian textured yarn exports globally.



## Value-Added Products

Expansion of DTY from 200 TPD to 360 TPD has been installed and will help improve overall margins of the company as it is a value-added product. The company is also focused on researching and adding new filaments with niche characteristics to the product portfolio.

## Captive Power Plant

The company is setting up of 31.4 MW captive power plant (30 MW Thermal and 1.4 MW Solar). This will help reduce the power cost of the plant in Dahej and result in improving our margins by approx. 2%

## Capex Unfolding

The company has been expanding rapidly for the past 4-5 years in various streams and in FY21 it expects to capitalize on full capacity and benefit from economies of scale. Full effect of debottlenecking

# Global Presence



**Corporate Office**  
New Delhi

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

**Marketing Office**  
New Delhi  
Surat  
Mumbai

**45+**

Countries to which products are exported

**33%**

Drawn Texturizing Yarn (DTY) Production is exported

**~15%**

Exports contribution to Revenues in FY20

**383,000**

Total Production Capacity (MTPA) FY20



# Our Certifications



ISO  
9001 : 2015



ISO  
14001 : 2015



BS OHSAS  
18001 : 2007



OEKO-TEX  
STANDARD 100

# Our Awards



**Asia Pacific  
Entrepreneurship Awards –  
Corporate Excellence**



**SRTEPC - 3<sup>rd</sup> Best Export Performance**



**Fortune Next 500**



**Fortune Next 500**

# Our Board



**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



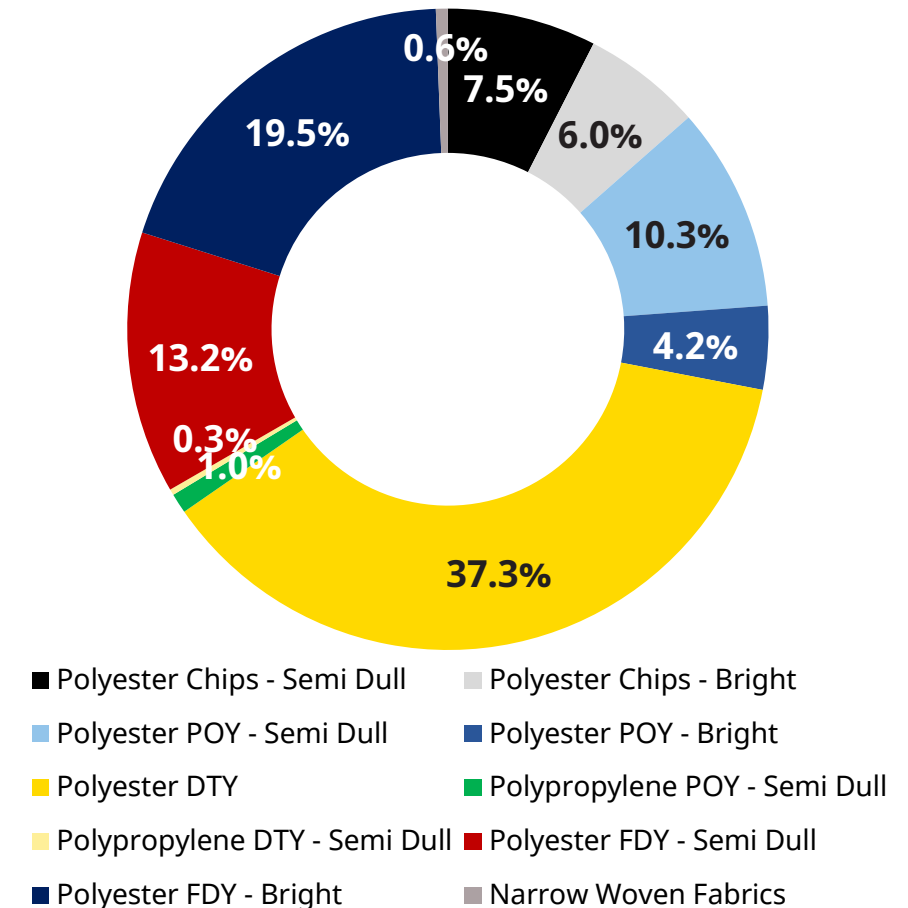
# Production Capacities



## 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>

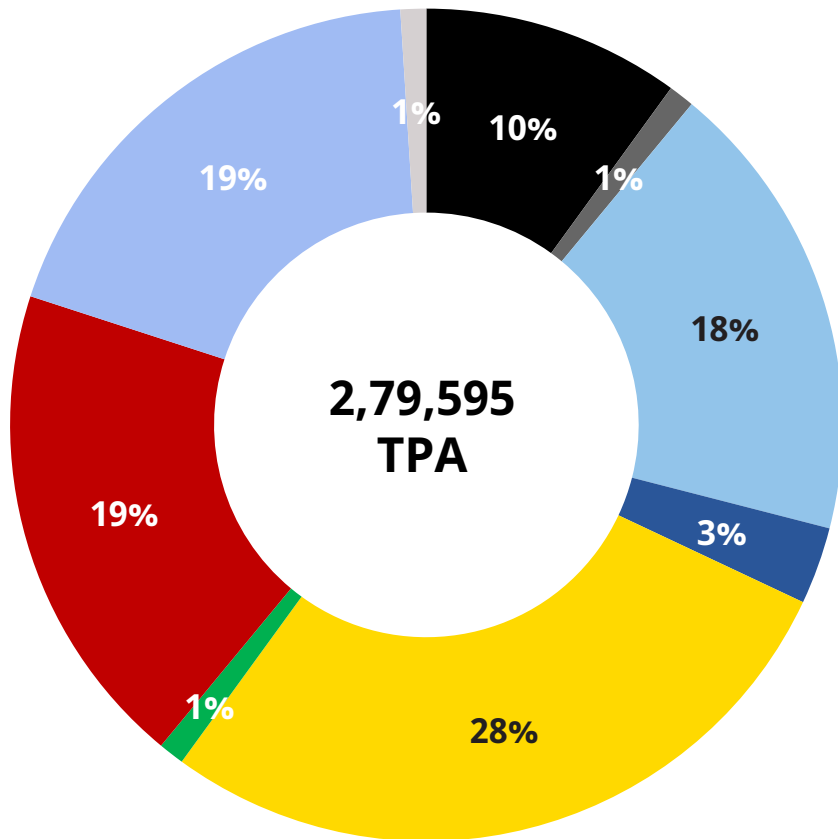
## Net Capacity (Post Expansion Net of Captive)



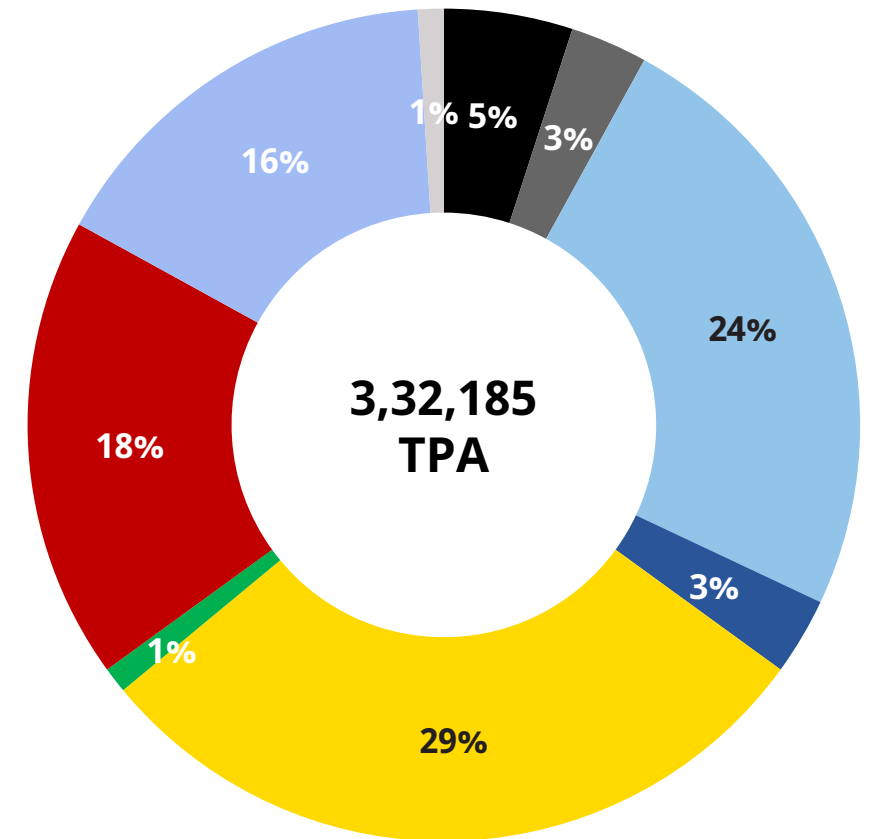
# Production Split



**FY 18-19**

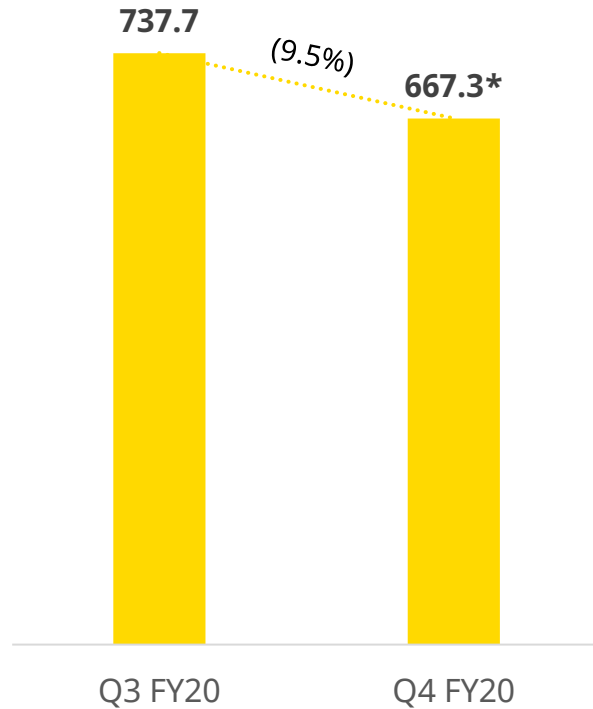


**FY 19-20**



- 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

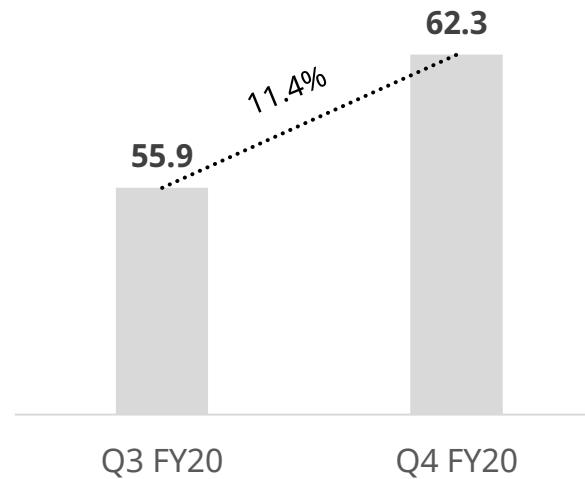
# Quarterly Results (QoQ)



## Revenue

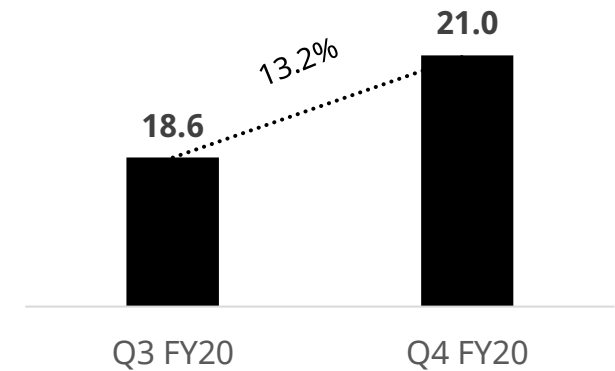
(₹ in Crore)

\* Decrease is raw material prices and production and sales loss due to COVID lockdown



## EBIDTA

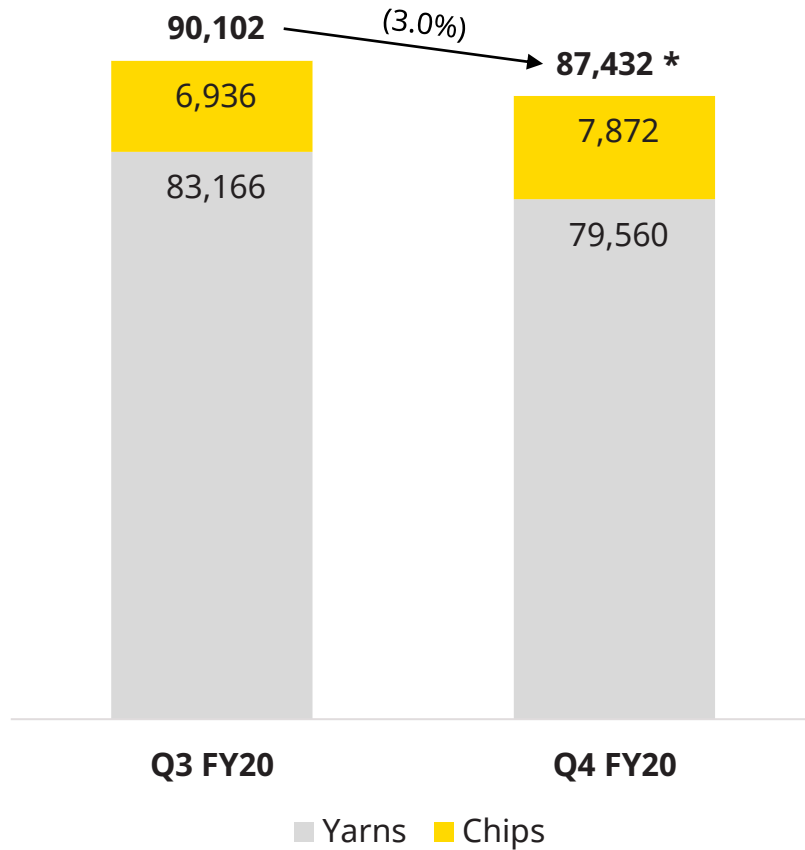
(₹ in Crore)



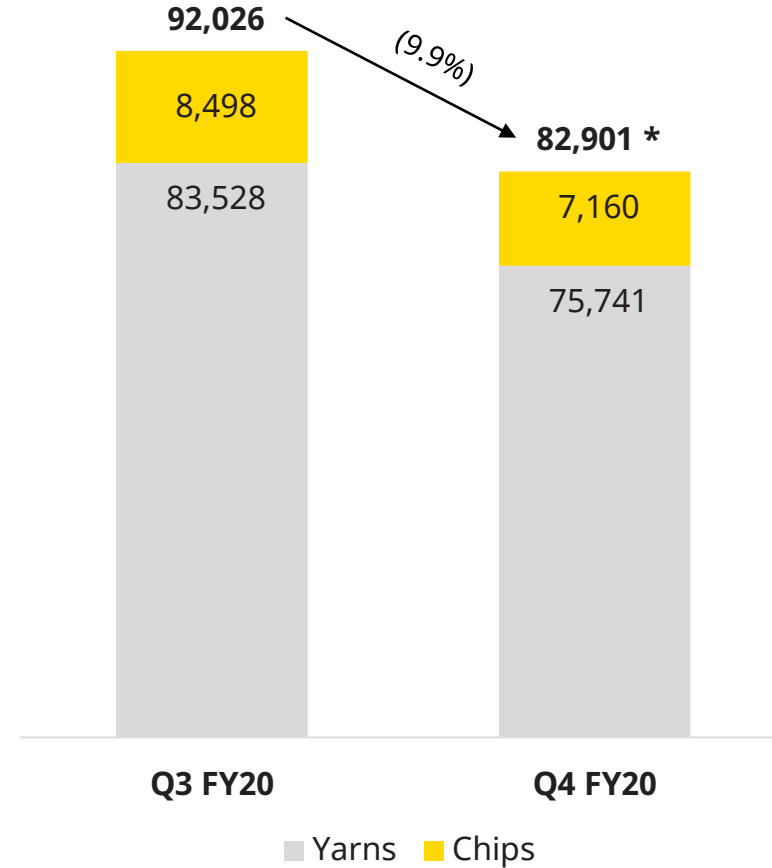
## PAT

(₹ in Crore)

# Quarterly Production (QoQ)



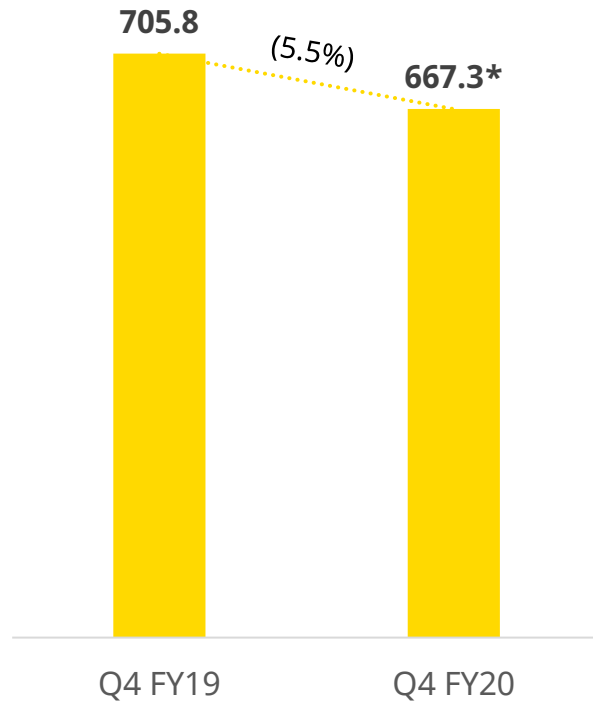
**Total Production**  
(MTPA)



**Total Sales**  
(MTPA)

\* Production and sales loss due to COVID-19 lockdown

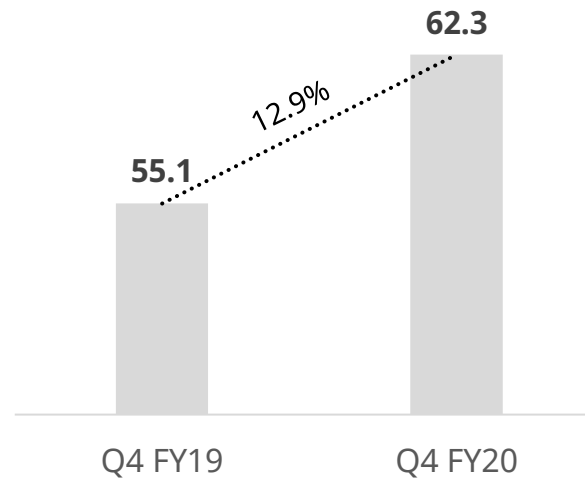
# Quarterly Results (YoY)



## Revenue

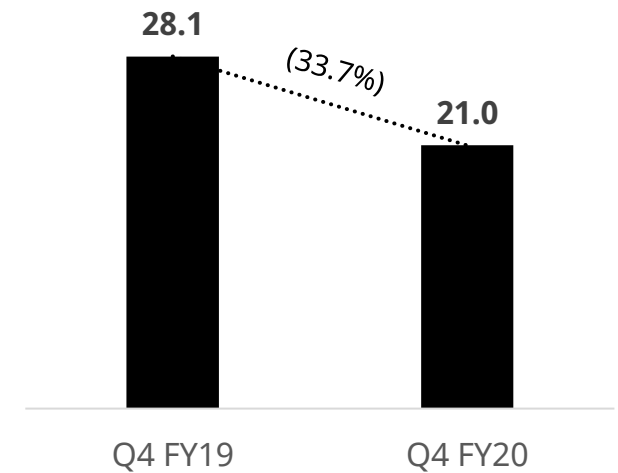
(₹ in Crore)

\* Decrease is raw material prices and production and sales loss due to COVID lockdown



## EBIDTA

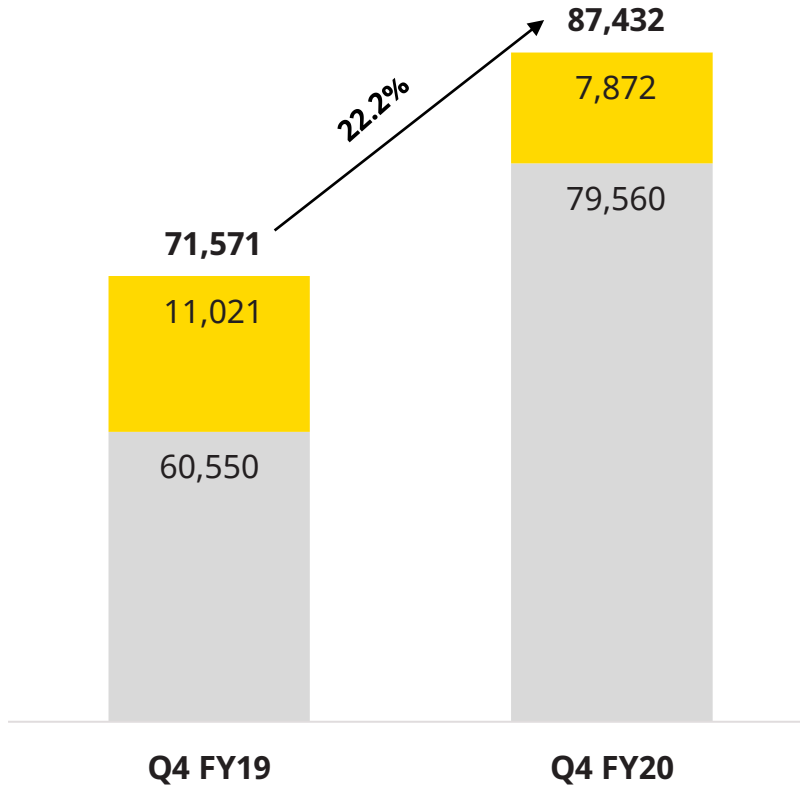
(₹ in Crore)



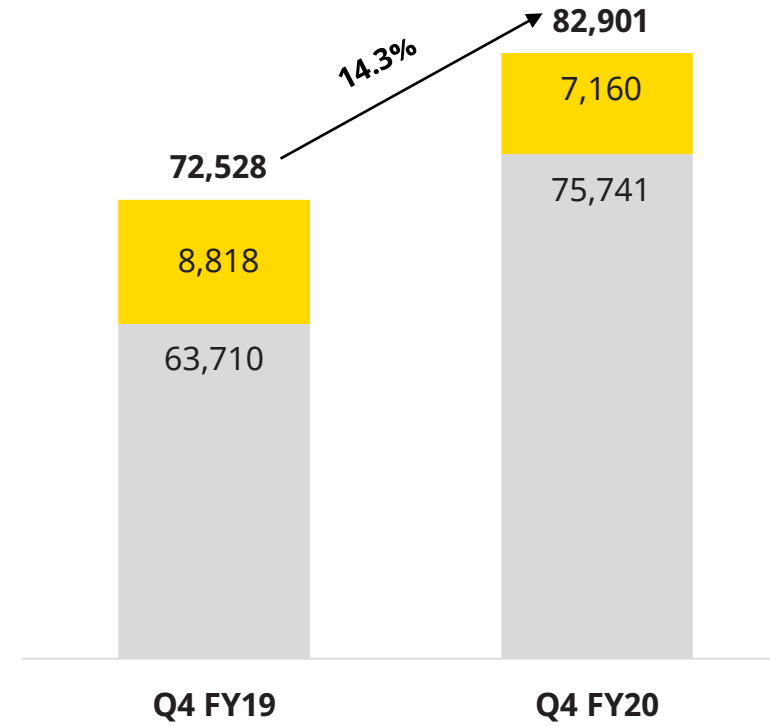
## PAT

(₹ in Crore)

# Quarterly Production (YoY)

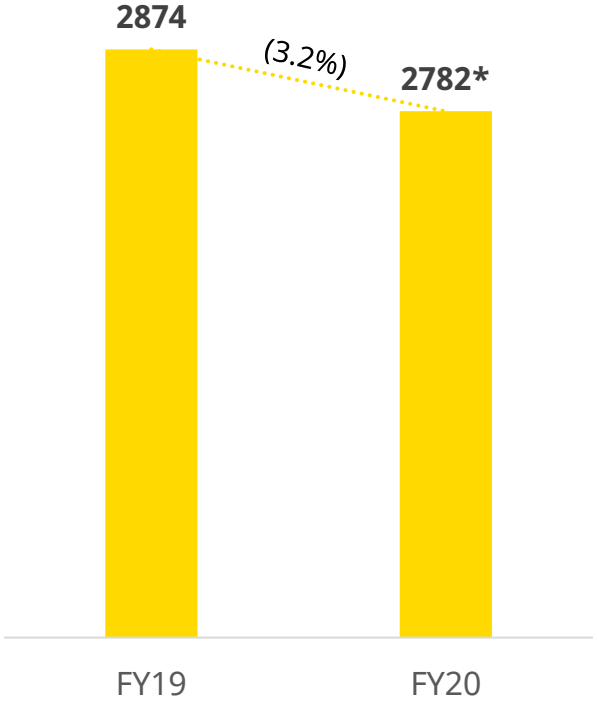


**Total Production**  
(MTPA)



**Total Sales**  
(MTPA)

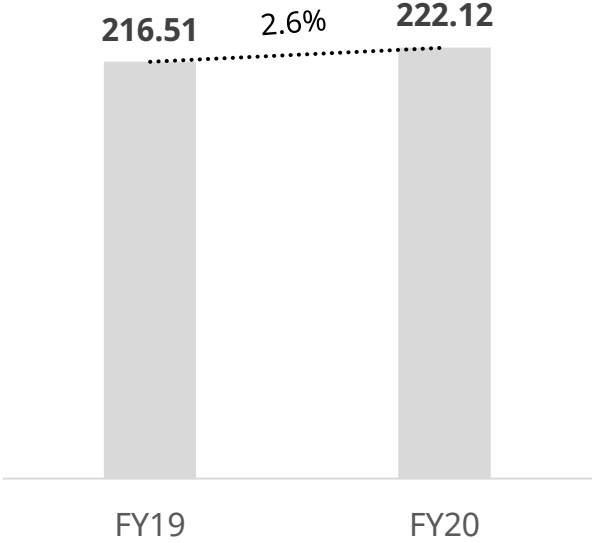
# Annual Results



## Revenue

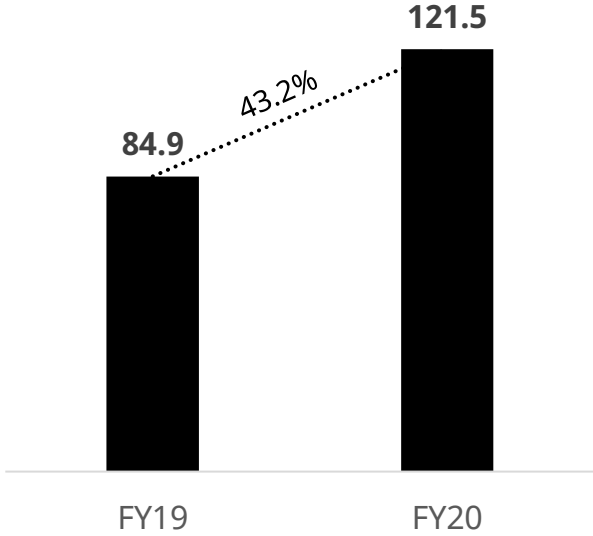
(₹ in Crore)

\* Decrease is raw material prices and production and sales loss due to COVID lockdown



## EBIDTA

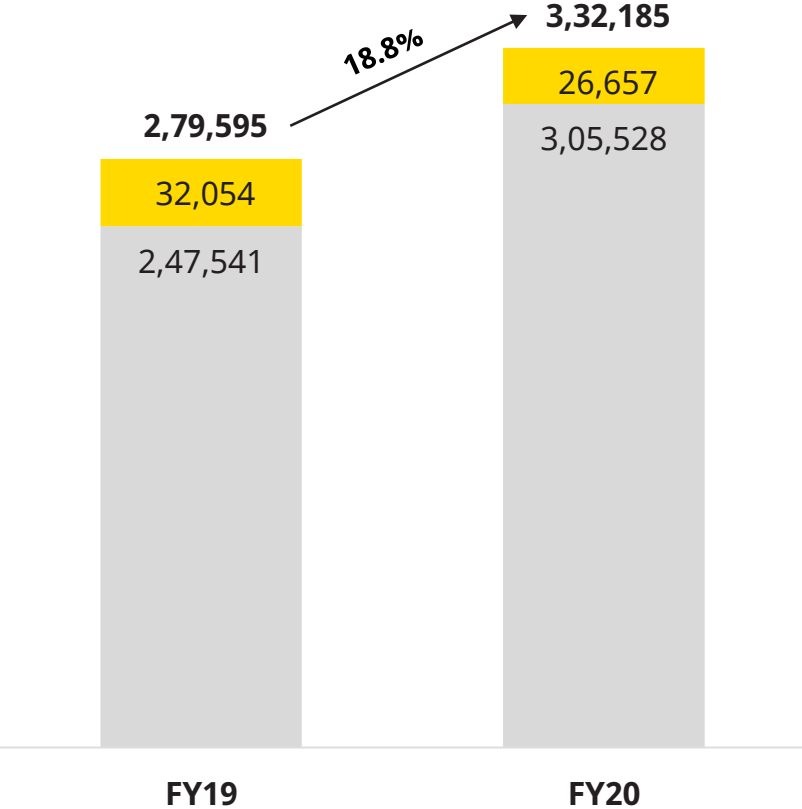
(₹ in Crore)



## PAT

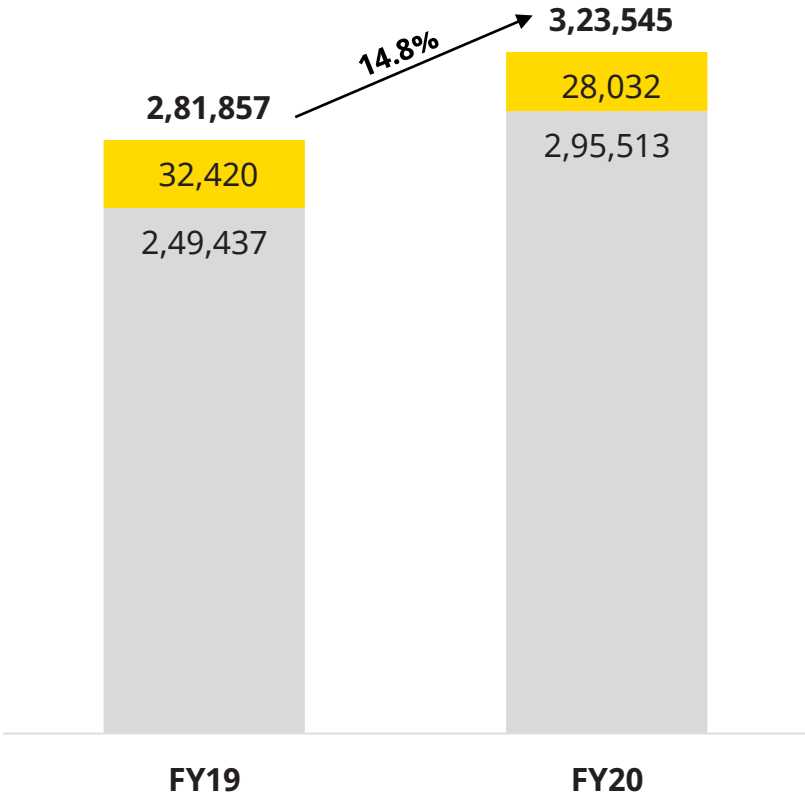
(₹ in Crore)

# Annual Production



■ Yarns ■ Chips

**Total Production**  
(MTPA)



■ Yarns ■ Chips

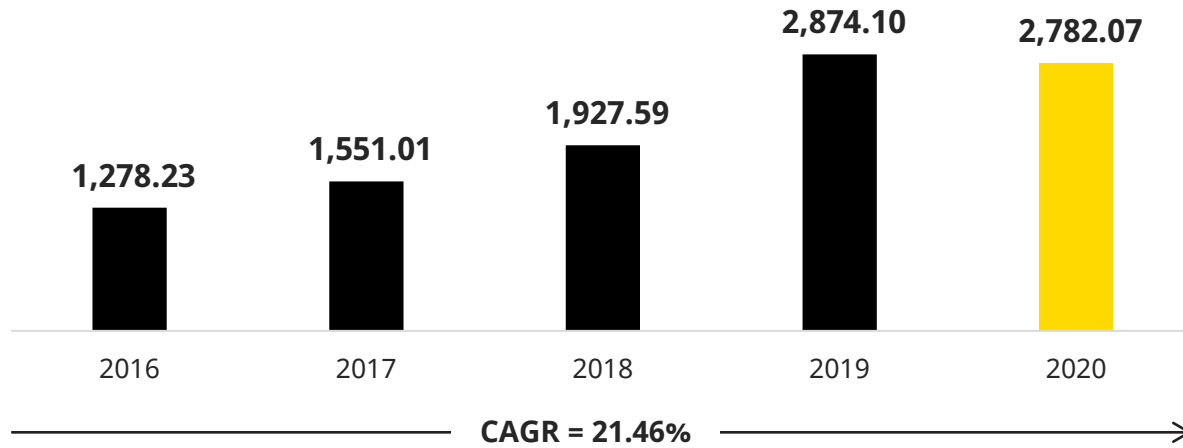
**Total Sales**  
(MTPA)



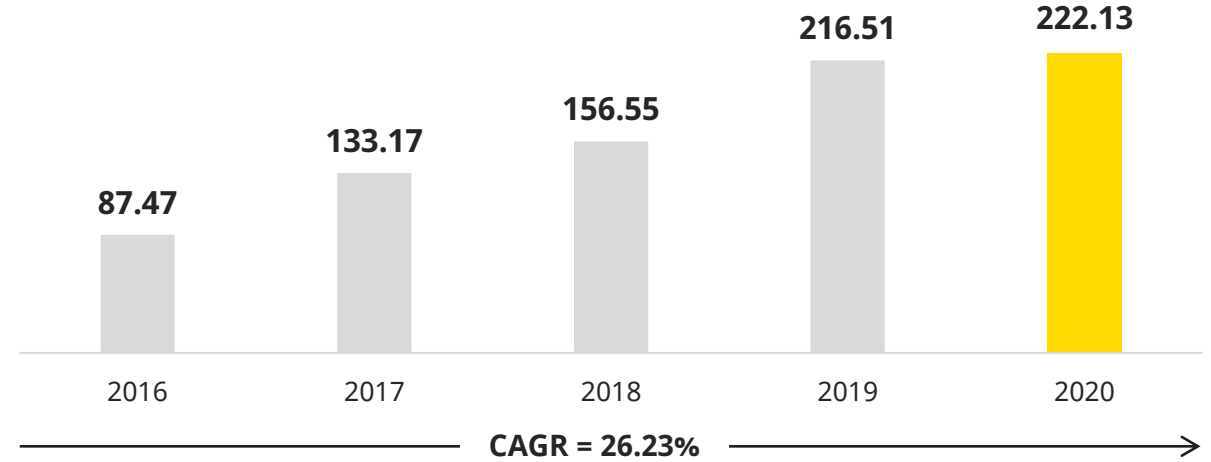
# Our Growth



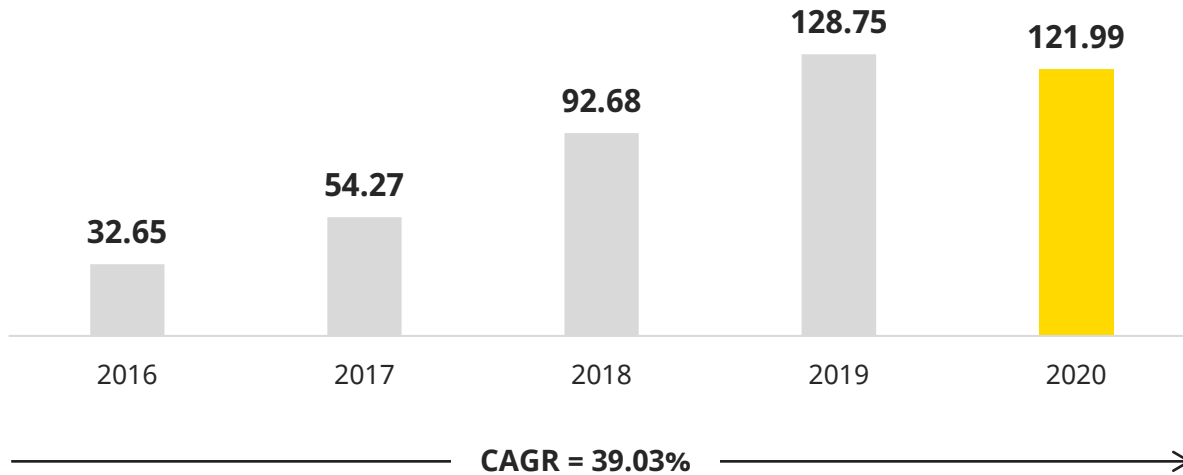
### Net Revenue (₹ in Crore)



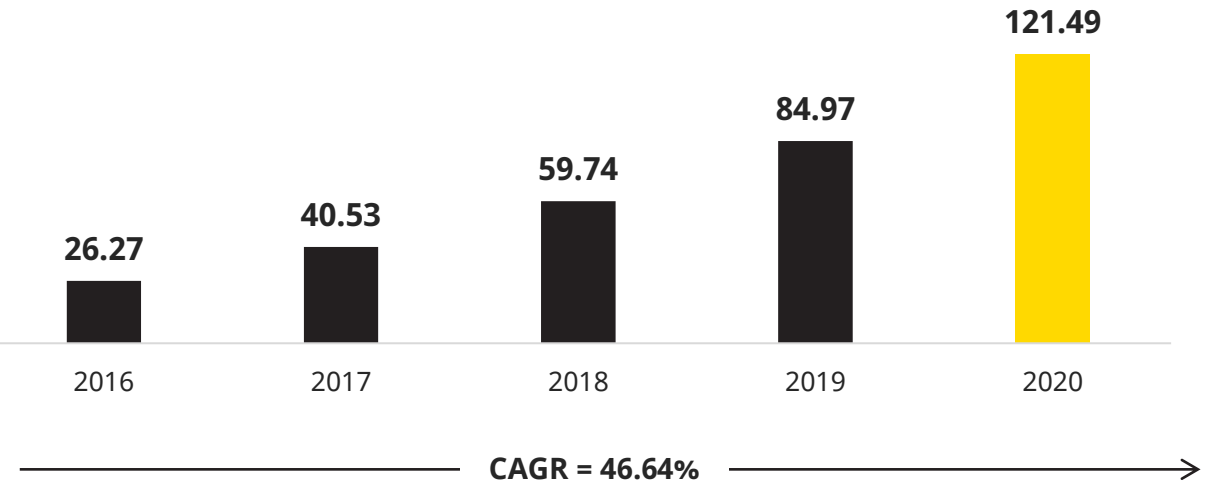
### EBIDTA (₹ in Crore)



### PBT (₹ in Crore)



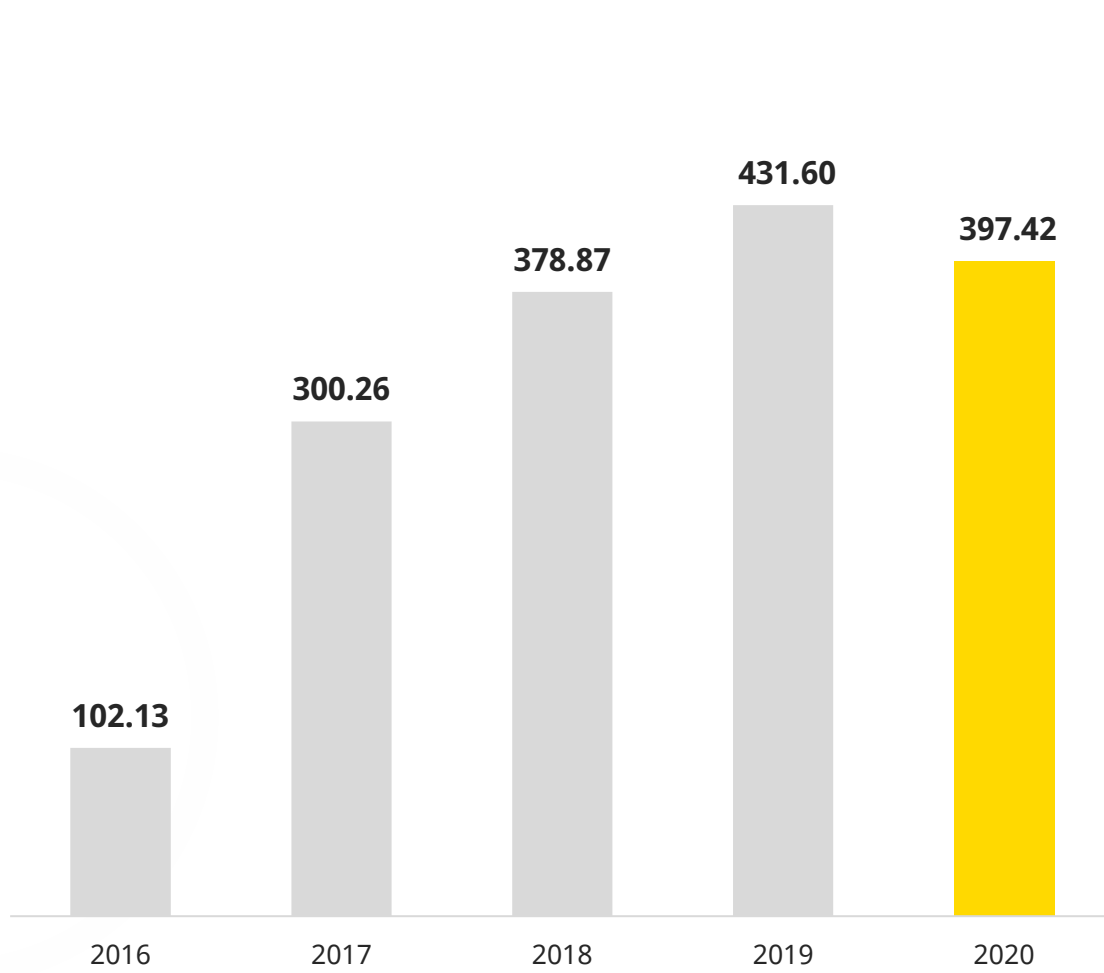
### PAT (₹ in Crore)



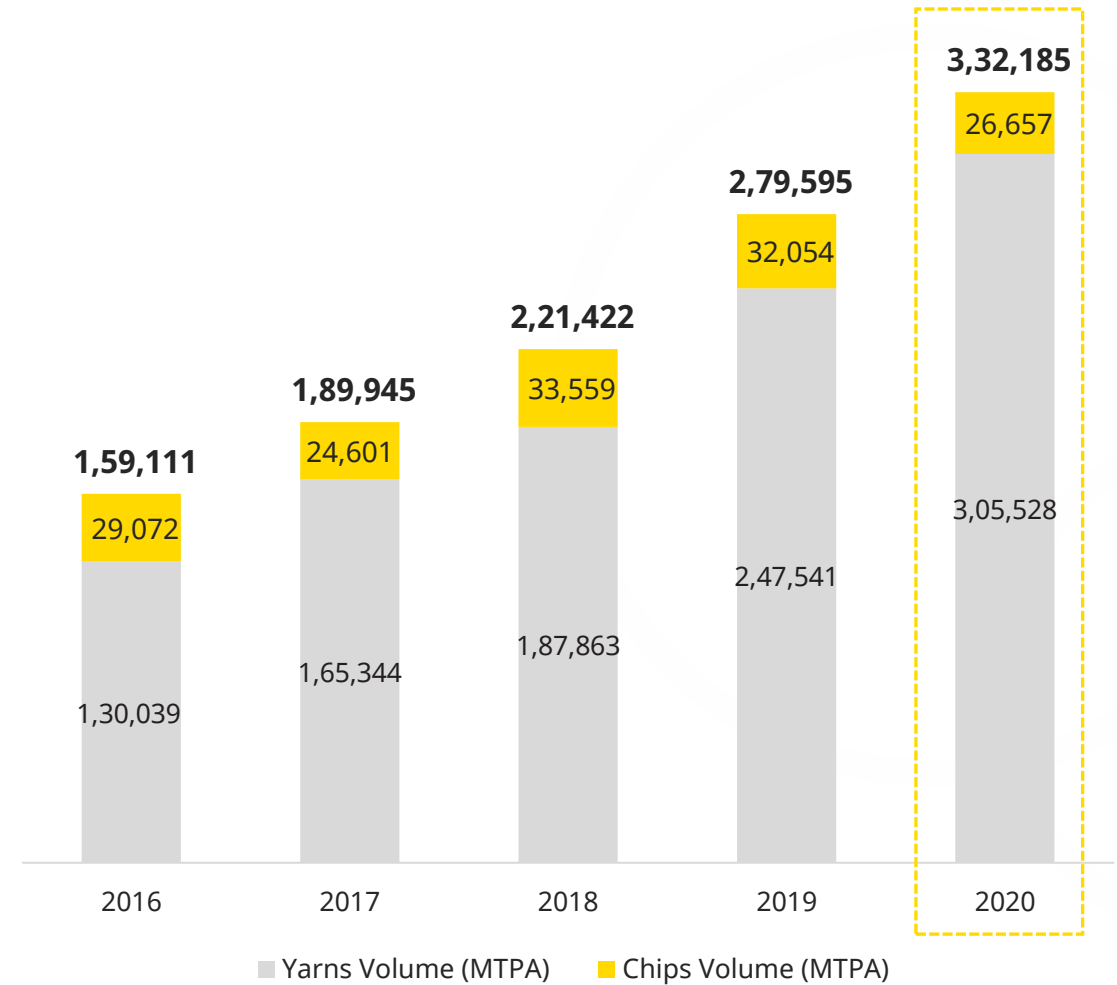
# Operational Performance



### Exports (₹ in Crore)



### Production Volume (MTPA) Chips & Yarn



# Profit & Loss | Q4 FY20



(INR in Crore)	Q4 FY20	Q3 FY20	QoQ %	Q4 FY19	YoY %
Net Revenue from operations (Net of Taxes)	667.3	737.7	(9.5)%	705.8	(5.5)%
Other income	5.9	1.4	(321.4)%	5.2	13.5%
<b>Total Revenue</b>	<b>673.2</b>	<b>739.2</b>	<b>(8.9)%</b>	<b>711.0</b>	<b>(5.3)%</b>
<b>Total Expenses</b>	<b>641.4</b>	<b>712.9</b>	<b>(10.0)%</b>	<b>667.4</b>	<b>(3.9)%</b>
Cost of materials consumed	543.5	574.2	(5.3)%	565.1	(3.8)%
Changes in inventories	(23.2)	17.2	(234.9)%	15.2	(252.6)%
Employee benefits expense	19.8	19.1	3.7%	16.0	23.8%
Finance cost	22.2	17.1	29.8%	5.5	303.6%
Depreciation and amortization expense	14.1	14.0	0.7%	11.2	25.9%
Other expenses	65.0	71.4	(9.0)%	54.4	19.5%
<b>Profit before exceptional items &amp; tax</b>	<b>31.8</b>	<b>26.2</b>	<b>21.4%</b>	<b>43.6</b>	<b>(27.1)%</b>
Exceptional Items	-	-	-	-	
<b>Profit before tax</b>	<b>31.8</b>	<b>26.2</b>	<b>21.4%</b>	<b>43.6</b>	<b>(27.1)%</b>
Tax expense	10.8	7.7	40.3%	15.5	(30.3)%
<b>Net profit/(loss) after tax</b>	<b>21.0</b>	<b>18.6</b>	<b>12.9%</b>	<b>28.1</b>	<b>(25.3)%</b>

# Profit & Loss | FY20



(INR in Crore)	FY20	FY19	YoY %
Net Revenue from operations (Net of Taxes)	2782.1	2874.1	(3.2)%
Other income	12.4	11.8	5.1%
<b>Total Revenue</b>	<b>2794.5</b>	<b>2885.9</b>	<b>(3.2)%</b>
<b>Total Expenses</b>	<b>2672.5</b>	<b>2757.3</b>	<b>(3.1)%</b>
Cost of materials consumed	2255.6	2351.0	(4.1)%
Changes in inventories	(41.6)	13.6	(405.9)%
Employee benefits expense	74.7	63.2	18.0%
Finance cost	61.3	54.7	12.1%
Depreciation and amortization expense	51.3	45.0	14.0%
Other expenses	271.3	229.8	18.1%
<b>Profit before exceptional items &amp; tax</b>	<b>122.0</b>	<b>128.6</b>	<b>(5.1)%</b>
Exceptional Items	-	2.4	(100.0)%
<b>Profit before tax</b>	<b>122.0</b>	<b>131.0</b>	<b>(6.9)%</b>
Tax expense	0.5	46.1	(98.9)%
<b>Net profit/(loss) after tax</b>	<b>121.5</b>	<b>84.9</b>	<b>43.1%</b>

# Balance Sheet - Assets | FY20



(INR in Crore)	2015-16	2016-17	2017-18	2018-19	2019-20
<b>Non-Current Assets</b>	<b>525.4</b>	<b>665.9</b>	<b>962.0</b>	<b>1,017.8</b>	<b>1,217.0</b>
Property, plant and equipment	492.3	628.4	944.5	927.9	1,115.3
Capital work-in-progress	18.0	5.7	6.4	71.5	66.5
Other Intangible Assets	0.1	0.2	0.4	0.7	0.7
Financial Assets					
Investments	0.0	0.1	-	0.0	0.0
Loans and Advances	14.0	0.1	0.7	0.7	5.3
Other non-current assets	1.0	29.7	9.2	16.6	28.8
Tax Assets	-	1.8	0.8	0.4	0.4
<b>Current Assets</b>	<b>355.4</b>	<b>386.5</b>	<b>462.0</b>	<b>397.6</b>	<b>404.4</b>
Inventories	98.6	149.1	193.7	172.7	171.7
Financial Assets					
Trade receivables	216.4	199.4	170.5	98.7	118.6
Cash and cash equivalents	12.5	14.8	25.6	44.2	21.8
Loans and Advances	21.1	0.5	0.6	1.0	1.6
Other Financial Assets	-	0.9	4.2	12.5	16.9
Other current assets	6.8	21.7	67.5	68.5	73.8
<b>Assets classified as held for Sale</b>	<b>-</b>	<b>6.9</b>	<b>13.4</b>	<b>-</b>	<b>-</b>
<b>TOTAL ASSETS</b>	<b>880.8</b>	<b>1,059.4</b>	<b>1,437.5</b>	<b>1,415.4</b>	<b>1,621.4</b>

# Balance Sheet – Equity & Liabilities | FY20



(INR in Crore)	2015-16	2016-17	2017-18	2018-19	2019-20
<b>EQUITY</b>	<b>209.5</b>	<b>325.0</b>	<b>385.4</b>	<b>472.1</b>	<b>594.9</b>
Equity Share capital	32.0	43.5	43.5	43.5	43.9
Other equity	164.6	281.5	341.9	428.6	551.0
Money received against share warrants	12.9				
<b>LIABILITIES</b>	<b>671.3</b>	<b>733.9</b>	<b>1,049.7</b>	<b>943.3</b>	<b>1026.5</b>
<b>Non-Current Liabilities</b>	<b>340.6</b>	<b>386.2</b>	<b>614.8</b>	<b>574.6</b>	<b>686.9</b>
Financial liabilities					
Borrowings	307.6	336.4	541.6	476.8	611.5
Other financial liabilities	-	-	7.2	9.1	4.4
Provisions	4.7	5.6	5.2	6.0	7.2
Deferred tax liabilities	23.1	27.8	41.2	58.8	37.8
Other Non-Current Liabilities	5.3	16.4	19.7	23.9	26.0
<b>Current Liabilities</b>	<b>330.7</b>	<b>347.8</b>	<b>434.9</b>	<b>368.7</b>	<b>339.6</b>
Financial liabilities					
Borrowings	137.8	143.5	98.5	70.2	57.5
Trade Payables	120.4	111.3	224.1	179.0	186.0
Other financial liabilities	71.5	55.4	102.7	89.0	80.7
Provisions	1.0	1.3	2.3	2.8	3.1
Other Current Liabilities	-	36.3	6.2	25.6	11.9
Income Tax Liabilities (net)	-	-	1.1	2.1	0.4
<b>Liabilities Directly associated with assets classified as held for sale</b>	<b>-</b>	<b>0.4</b>	<b>2.4</b>	<b>-</b>	<b>-</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>880.8</b>	<b>1,059.4</b>	<b>1,437.5</b>	<b>1,415.4</b>	<b>1621.4</b>

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