CIN No.L17119DN1990PLC000091



FILATEX INDIA LIMITED

FIL/SE/2020-21/48 26th February, 2021

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: Corporate Presentation - February 2021

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 Corporate Presentation - Feb 2021 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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FILATEX INDIA LIMITED

Corporate Presentation

February 2021

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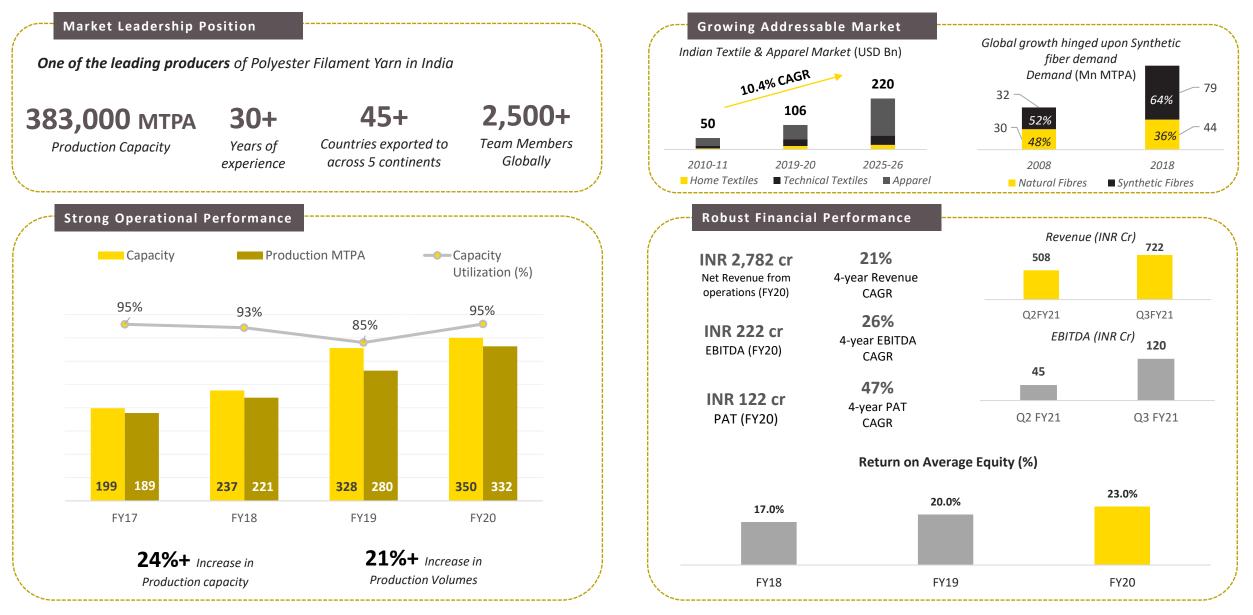
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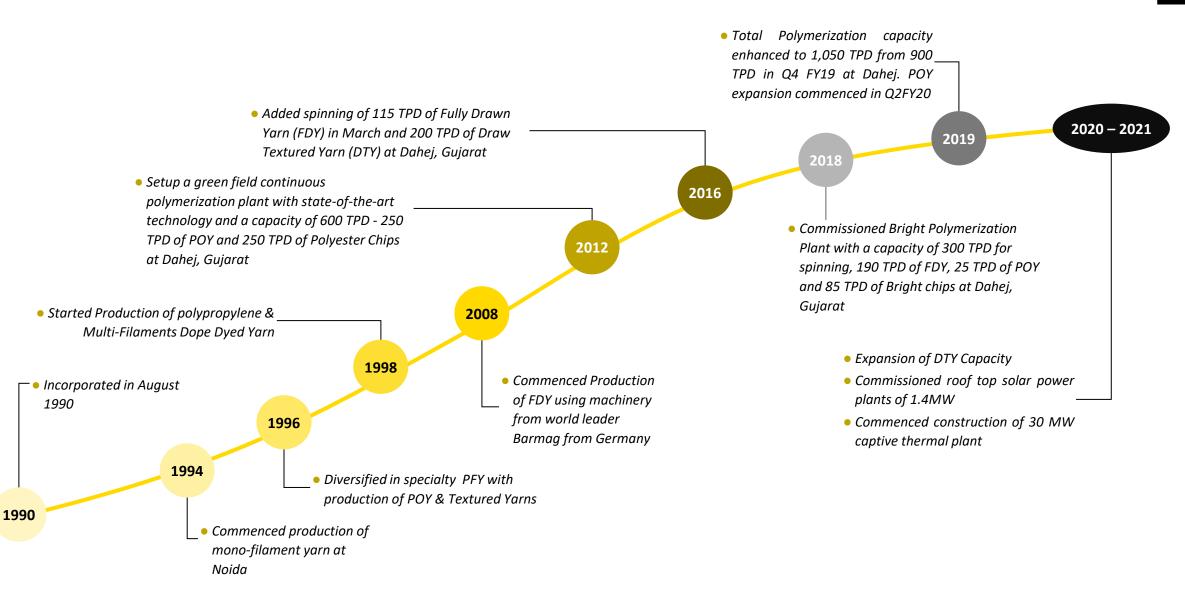
Filatex India Ltd | *best positioned with favourable industry dynamics*





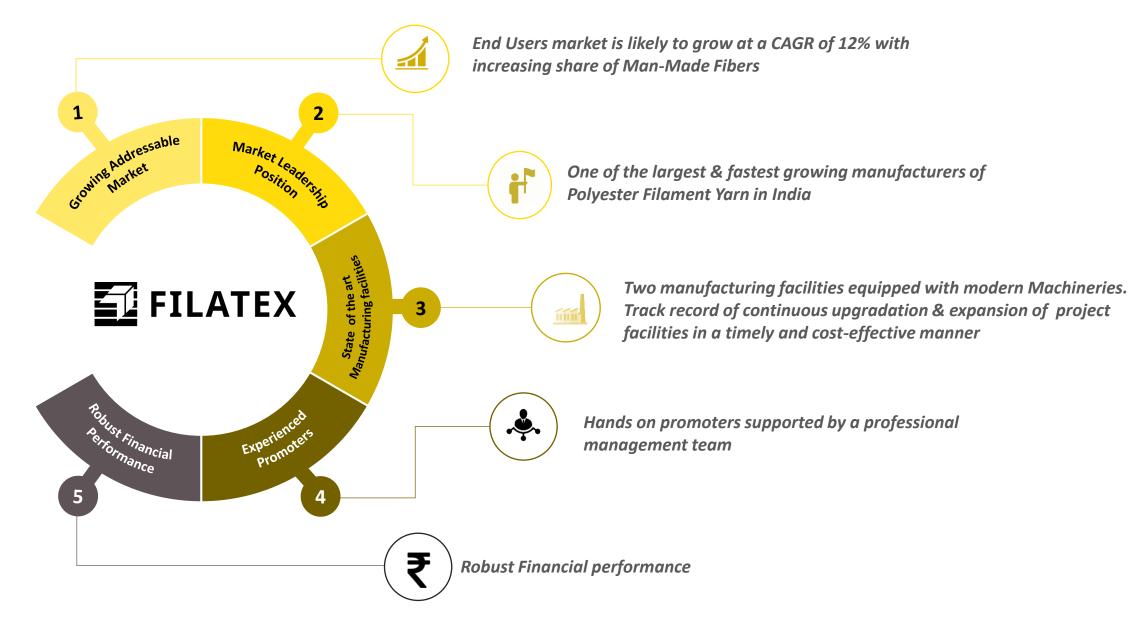
FIL Sources : MMF Consumption/Capita – Ministry of Textiles, PCPFCE – RBI, India GDP v Fibre Demand Link – Ministry of Textiles, GDP Growth Projections

Leadership achieved with continuous investment and strong operating & financial discipline



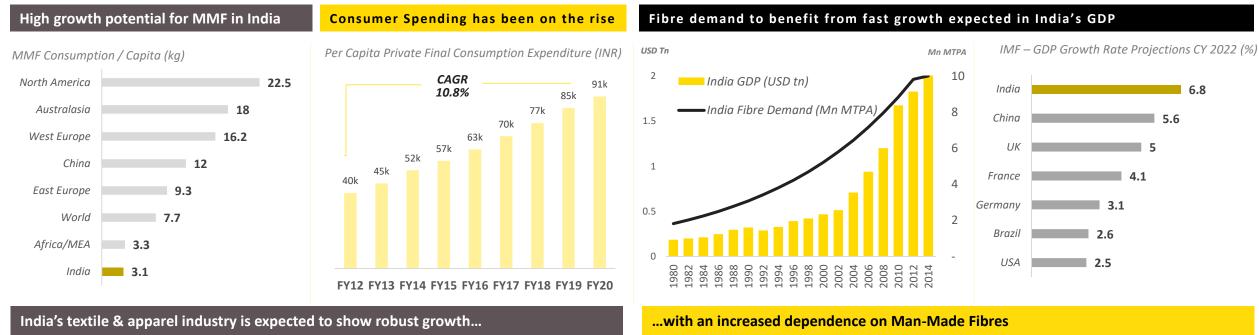
Key Investment Highlights





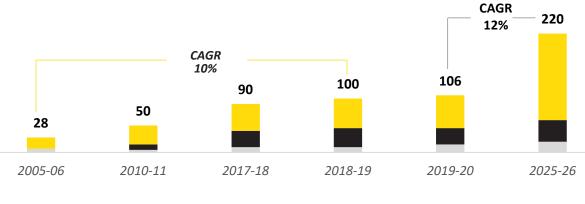


1 Strong tailwinds in the domestic textile market

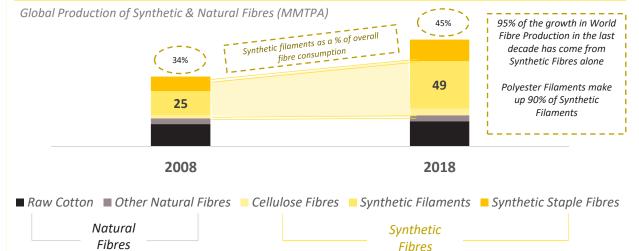


Indian Textiles & Apparel Market Size (USD Bn)

FIL



Home Textiles Technical Textiles Apparel



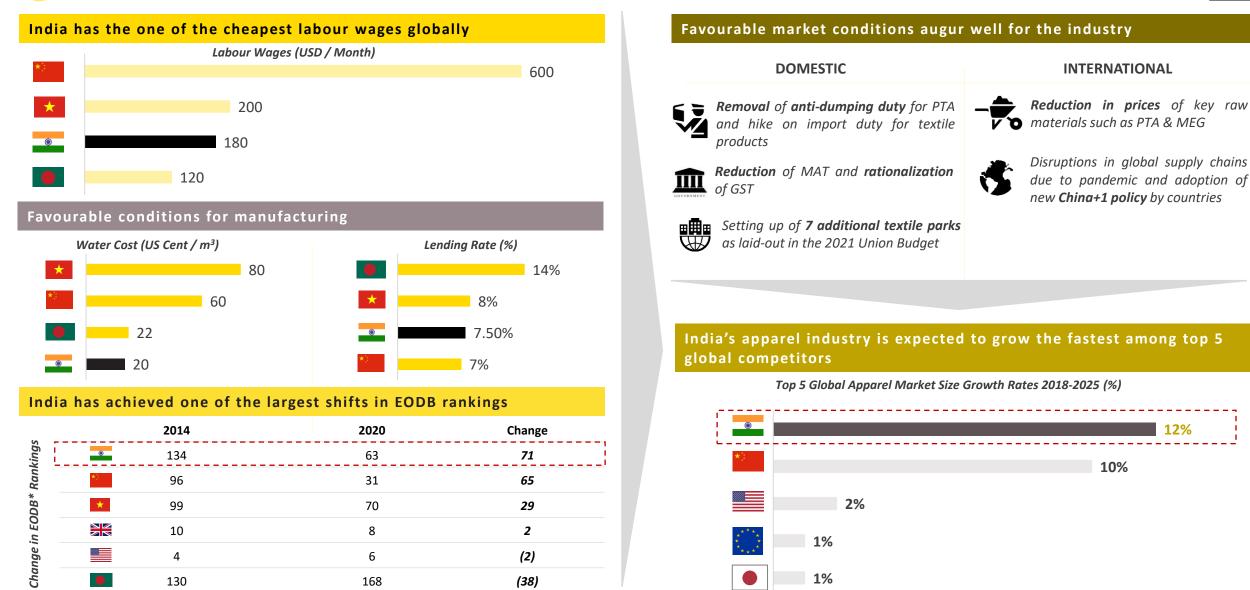
1 India best suited to garner larger global market share

Bangladesh

United States

🕒 Japan





European Union 🛛 🕂 United Kingdom

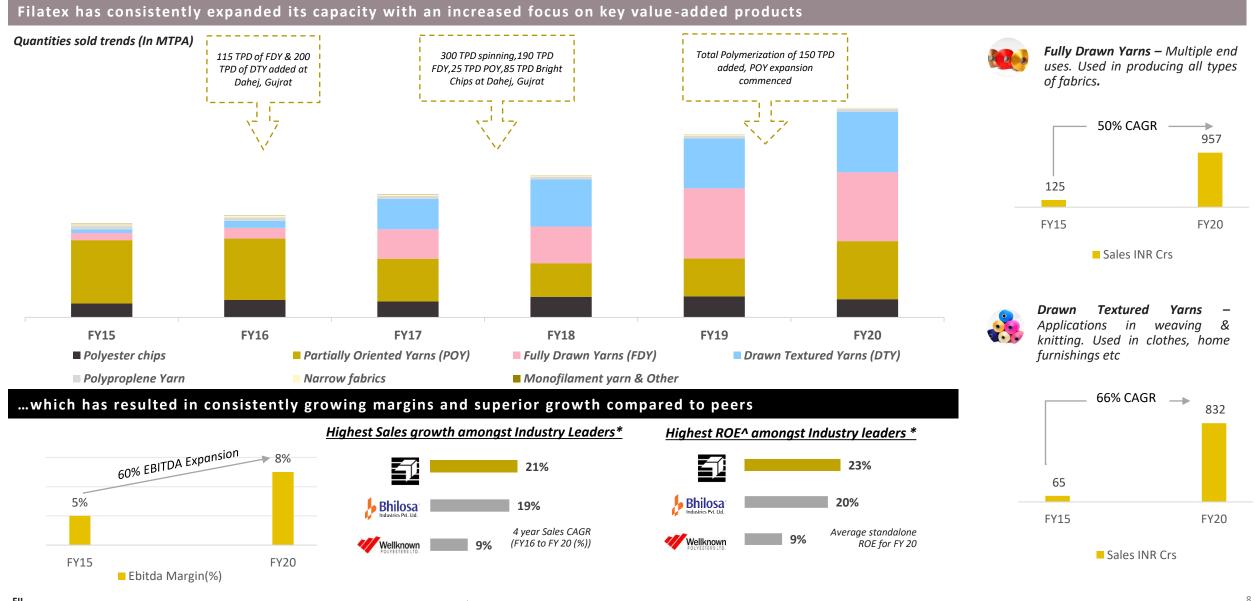
*EODB – Ease of Doing Business

💶 India

China

Filatex's superior EBITDA growth stems from expansion in value added products



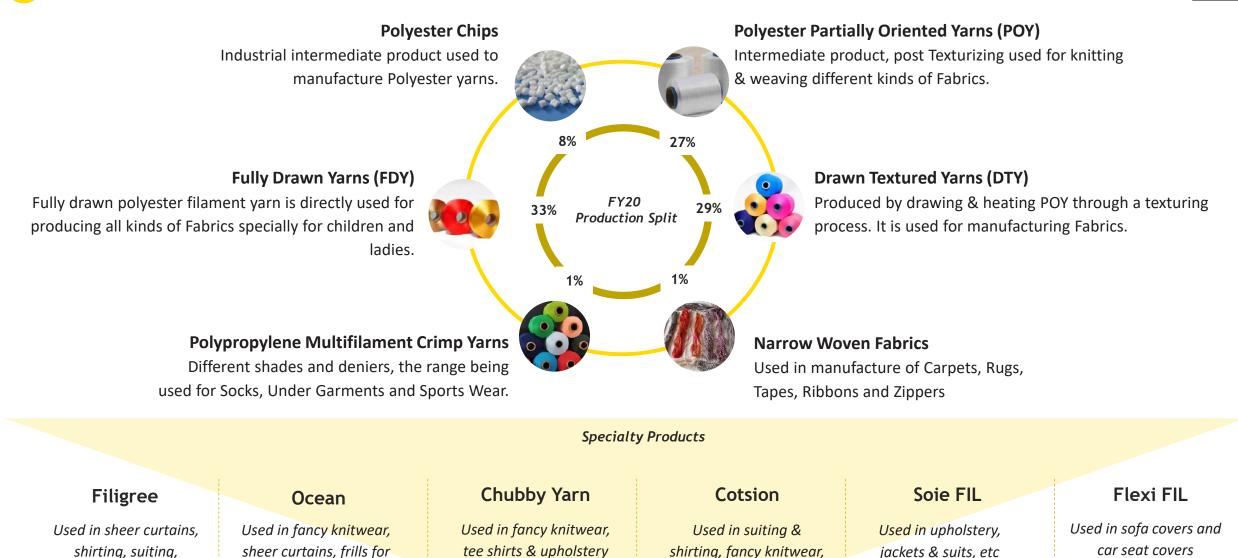


2

Filatex has a wide product portfolio...

dresses





t-shirts & upholstery

scarves etc

...catering to diverse end uses...





Home Textiles & Furnishings

2

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.



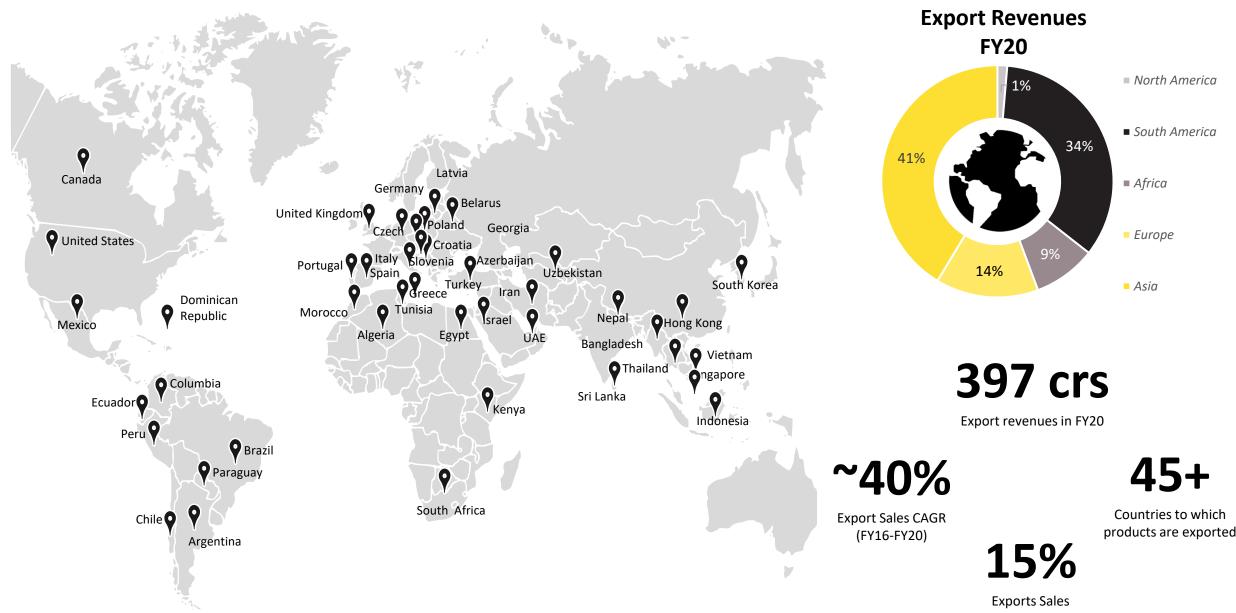
PPE Kits & Protective Masks

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.



...and serving clients across the globe









Filatex has two manufacturing facilities in Dahej (Gujarat) and Dadra. The plant at Dahej is an integrated spinning facility with continuous polymerization

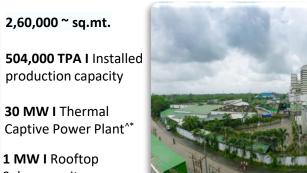
Strategically located with strong connectivity



Dahej



Dadra



31,600 ~ sq.mt.

64,000 TPA I Installed production capacity

0.4 MW I Rooftop Solar capacity



<u>Close Proximity To End Market :</u> Highest polyester consumption In India - **Around 90%** of polyester used in India comes from Surat¹



<u>Close Proximity to key Raw Material like PTA & MEG</u> : Dahej has one of India's largest PTA manufacturing facility



Close proximity to Mundra and Dahej ports – Critical for the upcoming Thermal power plant & Manufacturing

Logistically Adept

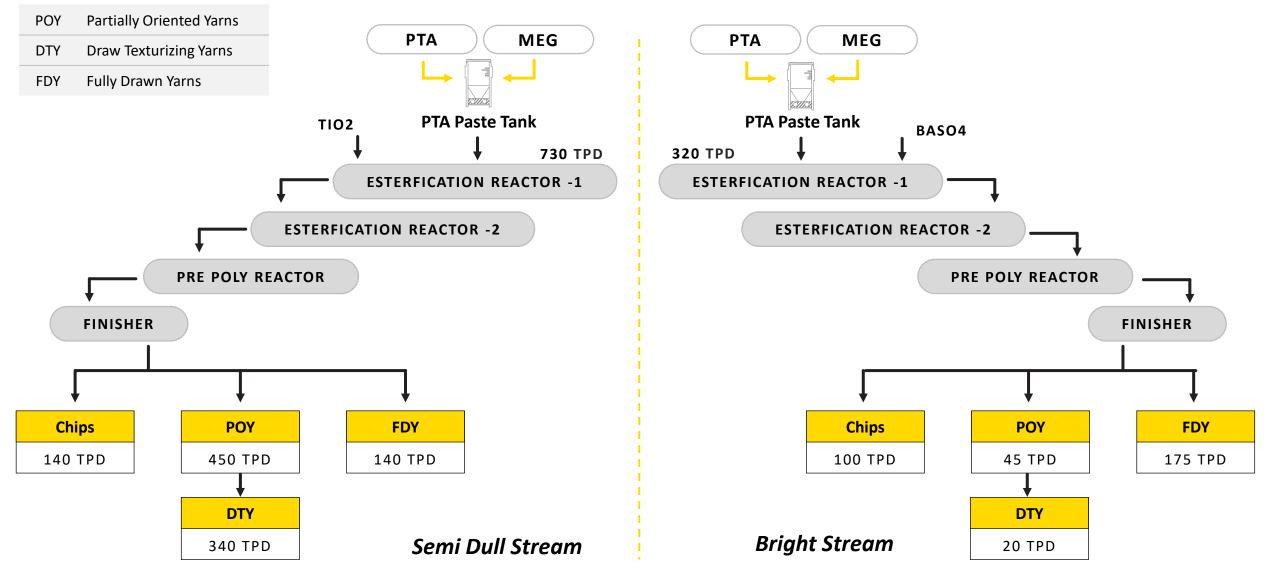
At close proximity to the upcoming DFC corridor, National highways and multiple ports











Led by reputed promoters with rich experience in textiles and supported by a professional management team

7
~



• Led the company from production of monofilament yarn (500

TPA) to one of India's leading producers of multifilament yarn (383,000 TPA)

• 37 years of experience in polyester yarn, environment & energy

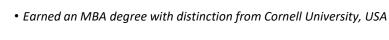
Madhu Sudhan Bhageria • Former President of PTA Users Association Chairman & MD



- Rich experience in corporate affairs, policy perspectives, investments, compliance and legal issues
- Chairman of International Affairs Committee of Europe, PHD

Chambers of Commerce

Purrshottam Bhaggeria Joint MD





Madhav Bhageria

Joint MD & CFO

- 35 years of rich experience in diverse business areas marketing, operations, insurance and contracts
- Guiding the finance team as interim CFO
- Commerce graduate from Hindu College, Delhi University



Ashok Chauhan Executive Director

• 45 years of experience in diverse industry segments like Pulp & Paper, Chemicals, Engineering, Consultancy, Polyester Film, PET Filament Renewable Energy etc

• B.E and MBA from Delhi University



since 1992

Remuneration Committee

Suraj Prakash Setia Independent Director



 38 years of service with Government of India and served as the Director of Income-Tax Investigation, Chief Commissioner of Income Tax & director General of Income-tax Investigation

• Rich experience in textile industry. Providing consulting in industry

• Chairman of Company's Shareholders Relationship Committee

• Member of Company's Audit Committee and Nomination &

Member of Company's Audit Committee and Nomination &

Swarup Chandra Parija Remuneration Committee Independent Director



- Retired IAS Officer and former Chief Election Commissioner of India
- Served as Secretary to the Government of India in various key ministries/departments
- Served as a member of SEBI (Special Invitee)
- **Brij Bihari Tandon** Independent Director



- Over 27 years of experience in accounts and taxation
- Fellow member of the Institute of Chartered Accountants of India
- Member of the International Fiscal Association (India's Branch)

Pallavi Joshi Bakhru Independent Director

Filatex is well recognized for its excellent service & reliability





Awards & Recognition



Asia Pacific Entrepreneurship Awards - Corporate Excellence

Year Award

Award, 2019

Performance



ISO 9001:2015



ISO 14001:2015

Certifications



ISO 45001:2018



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OEKO TEX Standard 100

4

Filatex scores highly on critical ESG parameters



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

- Filatex is developing technology for recycling of Polyester waste. The company has developed a pilot plant adopting Glycolysis process and is 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 Welfare Activities

• Filatex is engaged in a wide variety of social causes with a keen focus on programmes such as **Education**, **'Swachh Bharat Abhiyan'**, **'Bharat Ke Veer'**, **Health Facilities**, **Women Empowerment and promotion of sports**

Diverse Board of Directors and experienced directors

- Experienced board of directors with half of the board being independent directors;
- Promoters with >2 decades of experience supported by board members with extensive experience across various domains

Robust internal checks & processes

• Comprehensive policy framework to ensure compliance

• Auditor which helps company improve quality and standards of reporting

Financial Performance 5



4.4%

121

FY20

1.2x

FY20

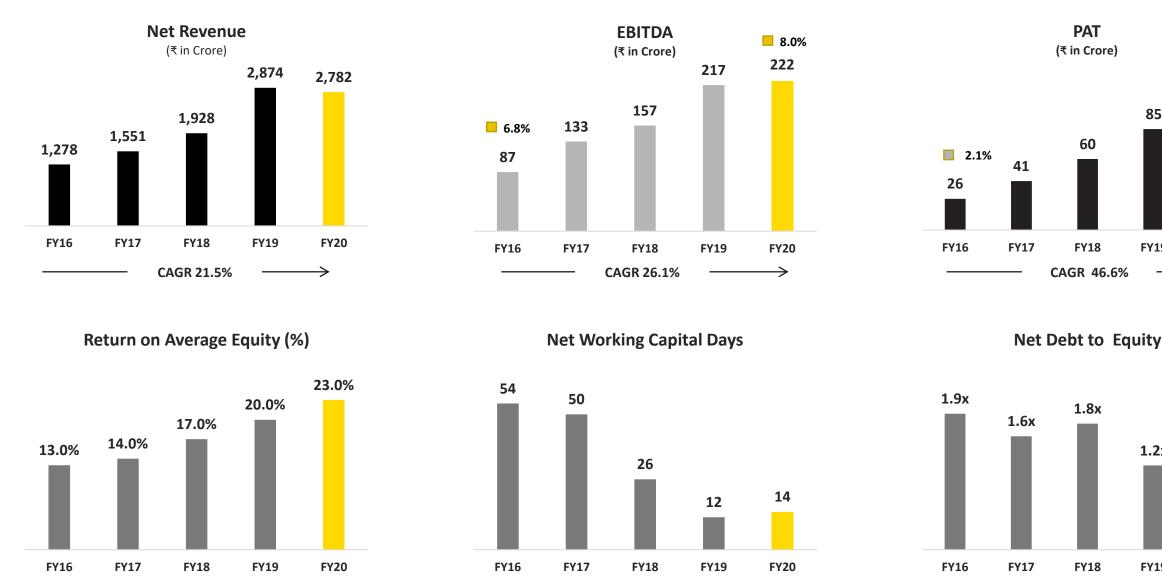
 \rightarrow

85

FY19

1.2x

FY19



Net Debt = Long Term Borrowings + Short Term Borrowings + Current Maturities - Cash; Return on Average Equity = Profit After Tax / Average Total Equity; Net Debt to Equity = Net Debt / Total Equity; Net Working Capital Days = Days Receivables + Days of Inventory - Days Payable (Where Days are calculated as a function of revenue);

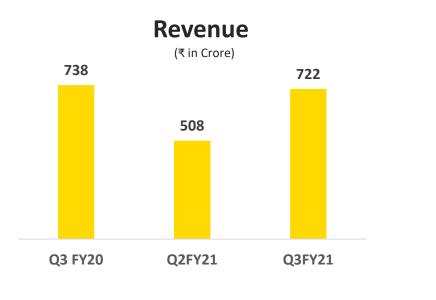
Ebitda Margins % 🔲 PAT Margins %

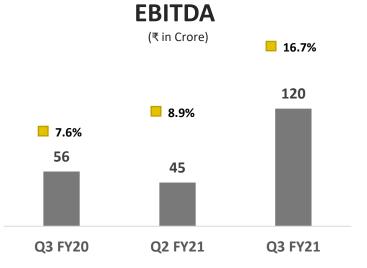
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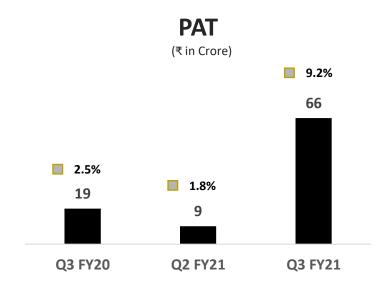
Financial Performance

5



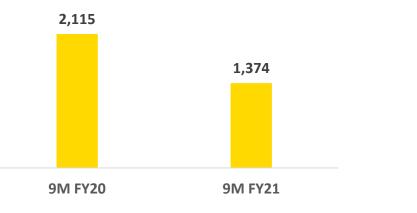




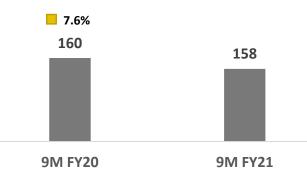


Revenue

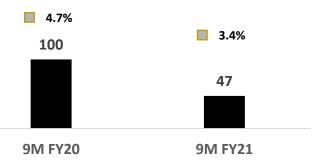












Operational Performance 5

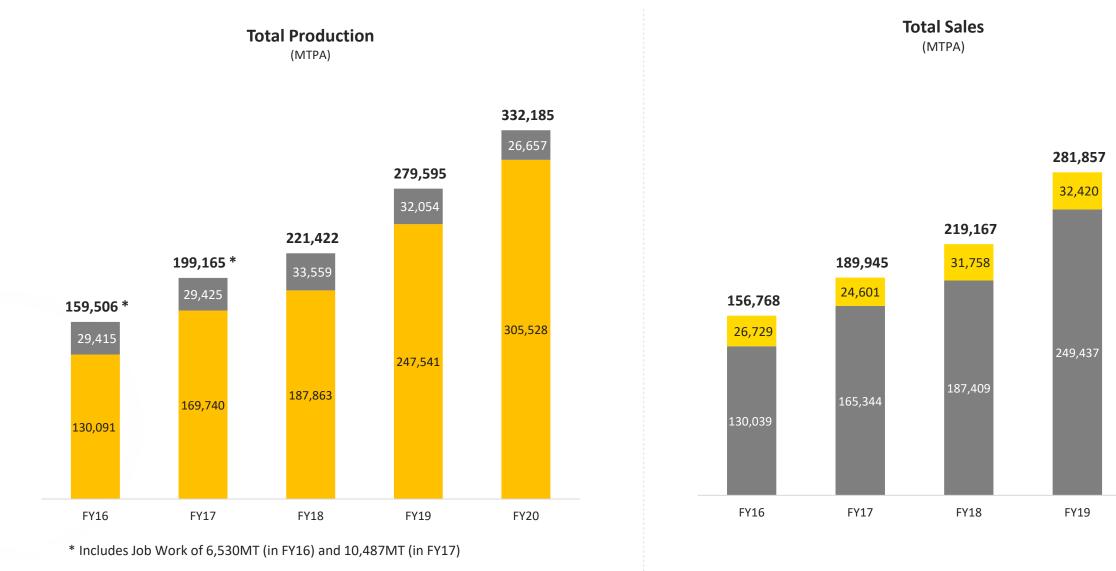


323,545

28,032

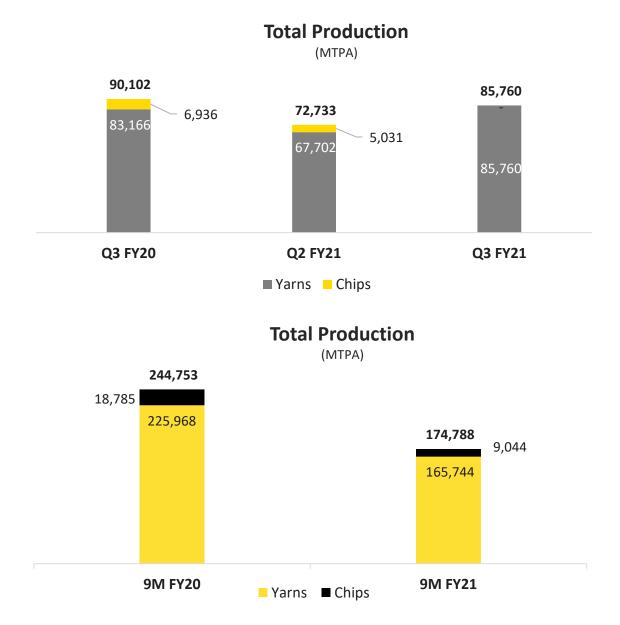
295,513

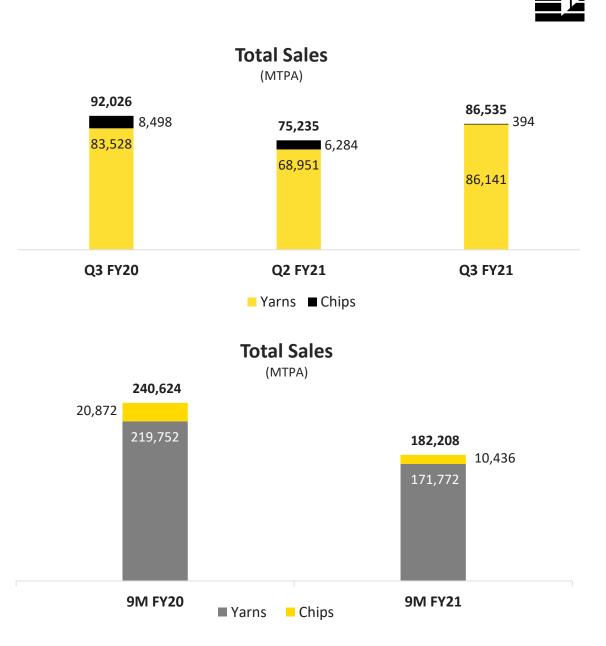
FY20



Yarns Volume (MTPA) Chips Volume (MTPA) ■ Yarns Volume (MTPA) Chips Volume (MTPA)

5 Operational Performance



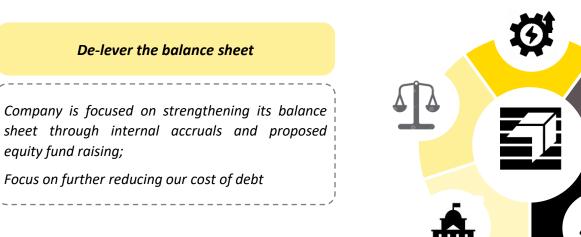


Key focus areas going forward



Reduce costs & improve margins

Filatex has commenced construction of **30MW captive thermal power plant at Dahej** which will reduce electricity costs significantly further expanding profitability. Optimization of product-mix and increasing utilization levels will further improve Margins



Further capacity optimization and improve revenue contribution from value added products

Filatex has been actively increasing product mix of higher margin value-added products such as FDY and DTY over the past few years (from ~12% (in FY15) to ~62% (in FY20) of production volumes) and will be doing so going forward. Conversion of current product mix towards further valueadded products can be achieved with minimal capital expenditure thereby increasing equity returns.

Capitalizing on market and regulatory driven opportunities

GOIs focus on domestic manufacturing supported by favourable policy initiatives; removal of Anti dumping duty (ADD) on PTA will help domestic manufacturers of PFY;

Niche product & processes development

The company has been focused on researching and adding new filaments with niche characteristics to the product portfolio. Company is exploring significant opportunity in recycled PFY

Detailed financials

Profit & Loss - Snapshot



(INR in Crore)	FY18	FY19	FY20
Net Revenue from operations (Net of Taxes)	1,928.0	2874.1	2782.1
Other income	11.1	11.8	12.4
Total Revenue	1,938.7	2885.9	2794.5
Total Expenses	1,846.0	2757.3	2672.5
Cost of materials consumed	1,564.7	2351.0	2255.6
Changes in inventories	(13.5)	13.6	(41.6)
Employee benefits expense	48.8	63.2	74.7
Finance cost	44.1	54.7	61.3
Depreciation and amortization expense	30.8	45.0	51.3
Other expenses	171.2	229.8	271.3
Profit before exceptional items & tax	92.7	128.6	122.0
Exceptional Items	_	2.4	-
Profit before tax	92.7	131.0	122.0
Tax expense	32.9	46.1	0.5
Net profit/(loss) after tax	59.7	84.9	121.5*

* The Company 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 was no impact on the provision for Income tax for the quarter and six months ended September 30, 2019. The Company expects to utilize 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 reversed deferred tax liabilities amounting to Rs. 3,4.70 crores in the FY20 results at the estimated effective tax rate.

Profit & Loss | Q3 FY21



(INR in Crore)	Q3 FY21	Q2 FY21	QoQ %	Q3 FY20	YoY %
Net Revenue from operations (Net of Taxes)	721.59	507.79	42.10	737.73	(2.19)
Other income	1.80	1.46	23.29	1.44	25.00
Total Revenue	723.39	509.25	42.05	739.17	(2.13)
Total Expenses	632.21	496.57	27.32	712.94	(11.32)
Cost of materials consumed	500.12	377.16	32.60	574.15	(12.89)
Changes in inventories	4.87	9.60	(49.27)	17.21	(71.70)
Employee benefits expense	20.81	16.08	29.42	19.14	8.73
Finance cost	16.02	18.87	(15.10)	17.08	(6.21)
Depreciation and amortization expense	14.77	14.43	2.36	14.00	5.50
Other expenses	75.62	60.43	25.14	71.36	5.97
Profit before exceptional items & tax	91.18	12.68	619.09	26.23	247.62
Exceptional Items	-	-	-	-	-
Profit before tax	91.18	12.68	619.09	26.23	247.62
Tax expense	25.14	3.29	664.13	7.66	228.20
Net profit/(loss) after tax	66.04	9.39	603.30	18.57	255.63

Balance Sheet – Snapshot

(INR in Crore)	2017-18	2018-19	2019-20
Non-Current Assets	962.0	1,017.8	1,217.0
Property, plant and equipment	944.5	927.9	1,115.3
Capital work-in-progress	6.4	71.5	66.5
Other Intangible Assets	0.4	0.7	0.7
Financial Assets			
Investments	-	0.0	0.0
Loans and Advances	0.7	0.7	5.3
Other non-current assets	9.2	16.6	28.8
Tax Assets	0.8	0.4	0.4
Current Assets	462.0	397.6	404.4
Inventories	193.7	172.7	171.7
Financial Assets			
Trade receivables	170.5	98.7	118.6
Cash and cash equivalents (inc bank balances)	25.6	44.2	21.8
Loans and Advances	0.6	1.0	1.6
Other Financial Assets	4.2	12.5	16.9
Other current assets	67.5	68.5	73.8
Assets classified as held for Sale	13.4	-	-
TOTAL ASSETS	1,437.5	1,415.4	1,621.4

(INR in Crore)	2017-18	2018-19	2019-20
EQUITY	385.4	472.1	594.9
Equity Share capital	43.5	43.5	43.9
Other equity	341.9	428.6	551.0
Money received against share warrants	-	-	-
LIABILITIES	1,049.7	943.3	1026.5
Non-Current Liabilities	614.8	574.6	686.9
Financial liabilities			
Borrowings	541.6	476.8	611.5
Other financial liabilities	7.2	9.1	4.4
Provisions	5.2	6.0	7.2
Deferred tax liabilities	41.2	58.8	37.8
Other Non-Current Liabilities	19.7	23.9	26.0
Current Liabilities	434.9	368.7	339.6
Financial liabilities			
Borrowings	98.5	70.2	57.5
Trade Payables	224.1	179.0	186.0
Other financial liabilities	102.7	89.0	80.7
Provisions	2.3	2.8	3.1
Other Current Liabilities	6.2	25.6	11.9
Income Tax Liabilities (net)	1.1	2.1	0.4
Liabilities Directly associated with assets classified as held for sale	2.4	-	-
TOTAL EQUITY AND LIABILITIES	1,437.5	1,415.4	1621.4

Cash Flow Statement - Snapshot



Figures in INR crore	2017-18	2018-19	2019-20
Cash Flow from Operations			
PBT	92.68	130.97	121.99
Adjustments for:			
Depreciation/amortization	30.82	44.97	51.27
Loss/(profit) on Property, Plant & Equipment sold/discarded (net)	0.22	(0.18)	0.03
Employee Stock Option expense	0.29	0.62	0.48
Remeasurement of Employee Benefit Expenses	0.48	(0.03)	0.02
Investment Written off	-	0.12	-
Unrealised foreign exchange Loss/ (profit) (net)	1.15	(8.12)	20.00
Unrealised Marked to Market (Gain)/Loss	0.57	4.10	(5.62)
Provisions/liabilities no longer required, written back (net)	(0.25)	(0.44)	(0.16)
Processing Fees on Long term Loans	1.76	5.14	4.37
Exceptional Items (Profit on sale of land)	-	(2.34)	-
Provision for Doubful Debts	-	-	0.17
Bad Debts Written off	-	-	0.24
Interest expense	26.59	34.03	26.66
Interest Income	(6.43)	(4.84)	(4.03)
Dividend income	(0.47)	(0.12)	(0.52)
Operating profit before working capital changes	147.40	203.88	214.88
Movements in working capital :			
Decrease/ (increase) in trade receivables	29.77	71.67	(18.24)
Decrease/ (increase) loans and advances/other current assets	(48.12)	(1.58)	(9.28)
Decrease/ (increase) in inventories	(44.57)	21.02	0.95
Increase / (decrease) in trade & other payable / provisions	122.54	(16.78)	(8.70)
Cash generated from operations	207.02	278.21	179.61
Direct taxes paid (net of refunds)	(17.58)	(27.11)	(23.04)
Net cash flow from operating activities (a)	189.44	251.10	156.57

Figures in INR crore	2017-18	2018-19	2019-20
Cash flow from investing activities			
Purchase of Property, Plant & Equipment	(312.75)	(86.64)	(240.26)
Proceeds from sale of Property, Plant & Equipment	9.08	1.61	0.21
Purchase of Investment	0.01	(0.06)	-
Sale of Investment	-	-	0.02
(Increase)/Decrease in deposits	(2.40)	(3.48)	1.68
(Increase)/Decrease in unpaid Dividend Account	-	0.03	0.02
Interest received	5.47	4.97	3.63
Dividend received	0.47	0.12	0.52
Net cash flow from/(used in) investing activities (b)	(300.12)	(83.45)	(234.18)
Cash flow from financing activities			
Proceeds from exercise of Share option	-	1.13	1.28
Proceeds from long-term borrowings from banks	277.32	8.28	192.80
Proceeds from long-term borrowings from others	1.00	8.70	-
Repayment of long-term borrowings to Banks	(55.38)	(87.53)	(52.56)
Repayment of long-term borrowings to others	(8.09)	(11.36)	(42.19)
Payment of transaction cost related to borrowings	(14.98)	-	-
Net Proceeds/(repayment) from/of short-term borrowings	(45.35)	(27.80)	(13.83)
Payment of Lease Liabilities	-	-	(0.70)
Interest paid	(35.54)	(43.81)	(28.21)
Net cash flow from/(used in) in financing activities (c)	118.97	(152.39)	56.58
Net increase/(decrease) in cash and cash equivalents (a+b+c)	8.30	15.26	(21.03)
Cash and cash equivalents at the beginning of the year	0.64	8.89	24.15
Cash and cash equivalents at the end of the year	8.94	24.15	3.12



For more information, Please contact

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