



Fiberweb (India) Limited

Manufactures of: Spunbond Nonwoven Fabrics

Date: 10th February, 2023

To, BSE Limited Corporate Relations Department, 1st Floor, New Trading Ring, P. J. Towers, Dalal Street, Mumbai - 400 001.	To, National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra - Kurla Complex, Bandra (East), Mumbai - 400 051.
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Reference: BSE Scrip code - 507910 - Fiberweb (India) Limited
NSE Scrip code: FIBERWEB

Sub.: Investor Presentation Q3 FY23

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligation & Disclosure Requirement) Regulation, 2015, please find attached herewith Investor Presentation Q3 FY23.

Kindly take note of the same.

Thanking you,

Yours faithfully,

For Fiberweb (India) Limited

Krutika Gada
Company Secretary & Compliance Officer
Membership No - A56481
Encl: As above

Product is manufactured in the plant, where the Management system is certified for ISO 9001 : 2015, 14001 : 2015, ISO 45001 : 2018

Mumbai : "KIRAN", Ground Floor, 128, Bhaudaji Road, Matunga, Mumbai – 400019.
Phone: 91 (22) 2404 4855 / 76 / 24082689 / 90
Regd. Office : Airport Road, Kadaiya, Nani Daman, (U.T.) – 396210.
& Works Phone: 91 (260) 222 0766/0458/1458/1858/0958
E-mail : fiberweb@fiberwebindia.com
Website : fiberwebindia.com

CIN NO: L25209DD1985PLC004694



ISO 9001:2015, 14001:2015, ISO 45001:2018



FIBERWEB (INDIA) LTD



Investor Presentation

Q3 FY23

Company Overview

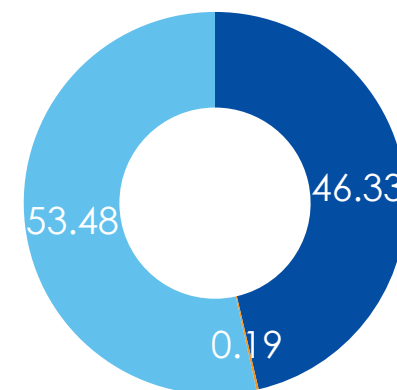


- **Fiberweb (India) Ltd. (Bse code – 507910) established in 1985, though it started as a plastics company it ventured into garbage and carrier bags, and gradually ventured into spun bond nonwoven fabrics, first of its kind in India.**
- **Since commissioning of its plant in 1996, it has been 100% EOU, exporting to countries like UAE, South Africa, Australia, USA, UK & Europe.**
- **The company also has in-house facility for manufacturing stitched garments like medical & Industrial gowns and overhauls, Aprons, Car Covers and Other Made-ups as per clients specifications.**
- **It has also set-up a new product line of melt blown Nonwoven fabrics used in personal hygiene products like diapers, Face Masks etc.**
- **The company today having become debt free, is exploring new opportunities & product segments for growth.**

Market Data (As on 10-02-23)

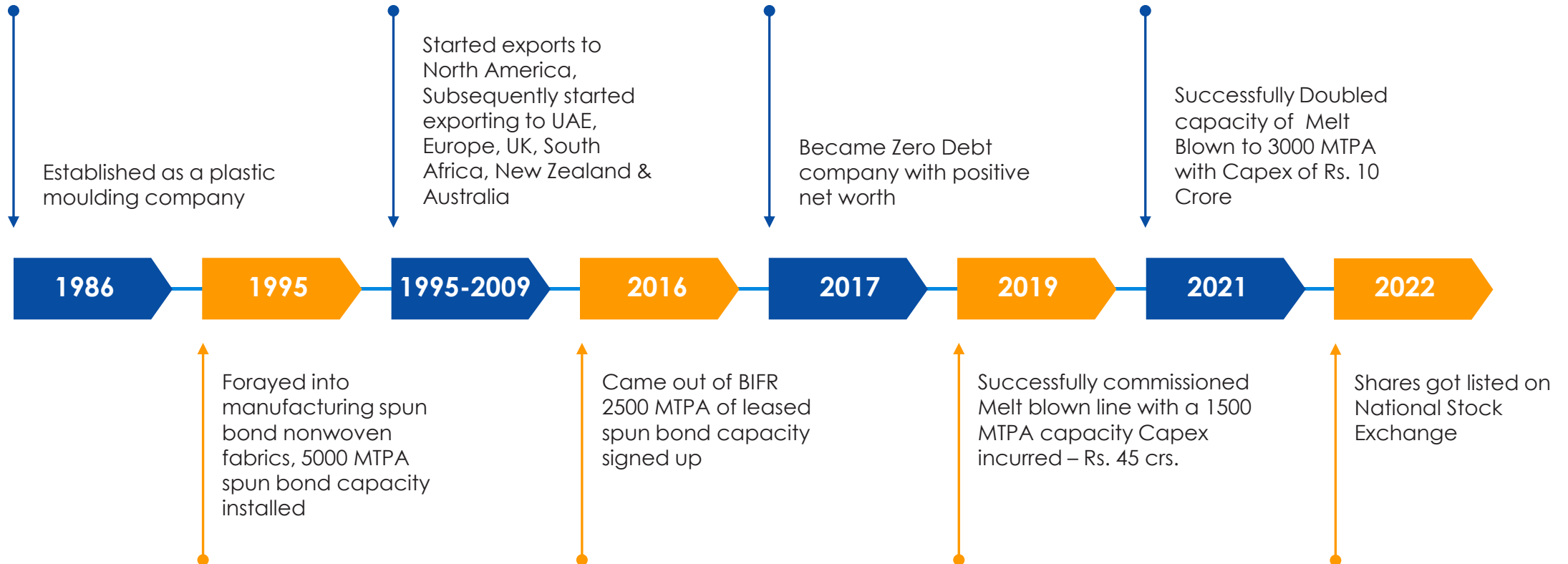
Share Price (INR)	39.20
Market Capitalization (₹ cr)	112.86
No. of Shares Outstanding (Cr)	2.88
Face Value (INR)	10
52 week High-Low (INR)	52.50/ 28.00

Shareholding Pattern as on December 2022



■ Promoters ■ Institutions ■ Public

Journey So Far...



Key Strengths of The Company



- 1** Pioneer and amongst leading players in manufacturing of Spun bond nonwoven fabric in India
- 2** 100% EOU, with ~75% of its products exported to US, Europe, UK etc.
- 3** Well set supply chain, with most of the raw material sourced from the world's largest O&G company, Exxon Mobil
- 4** State-of-art manufacturing facility at Daman, with machines procured from Reifenhauer GMBH of Germany
- 5** Best in class product quality with International accreditations and certifications - ISO 9001-2008, 14001-2004, OHSAS 18001:2007, Intertek and UKAS
- 6** Product innovation & cost competitiveness.

Core Management Team



Pravin Sheth

- CA by profession, with over 5 decades of industry experience, Responsible for driving the vision and strategy for Company

Bhavesh Sheth

- Responsible for business development, business process and organization strategy
- Total Experience – 30 years (10 yrs with Fiber web). Earlier worked with Fortune 500 Companies in USA as Senior Management

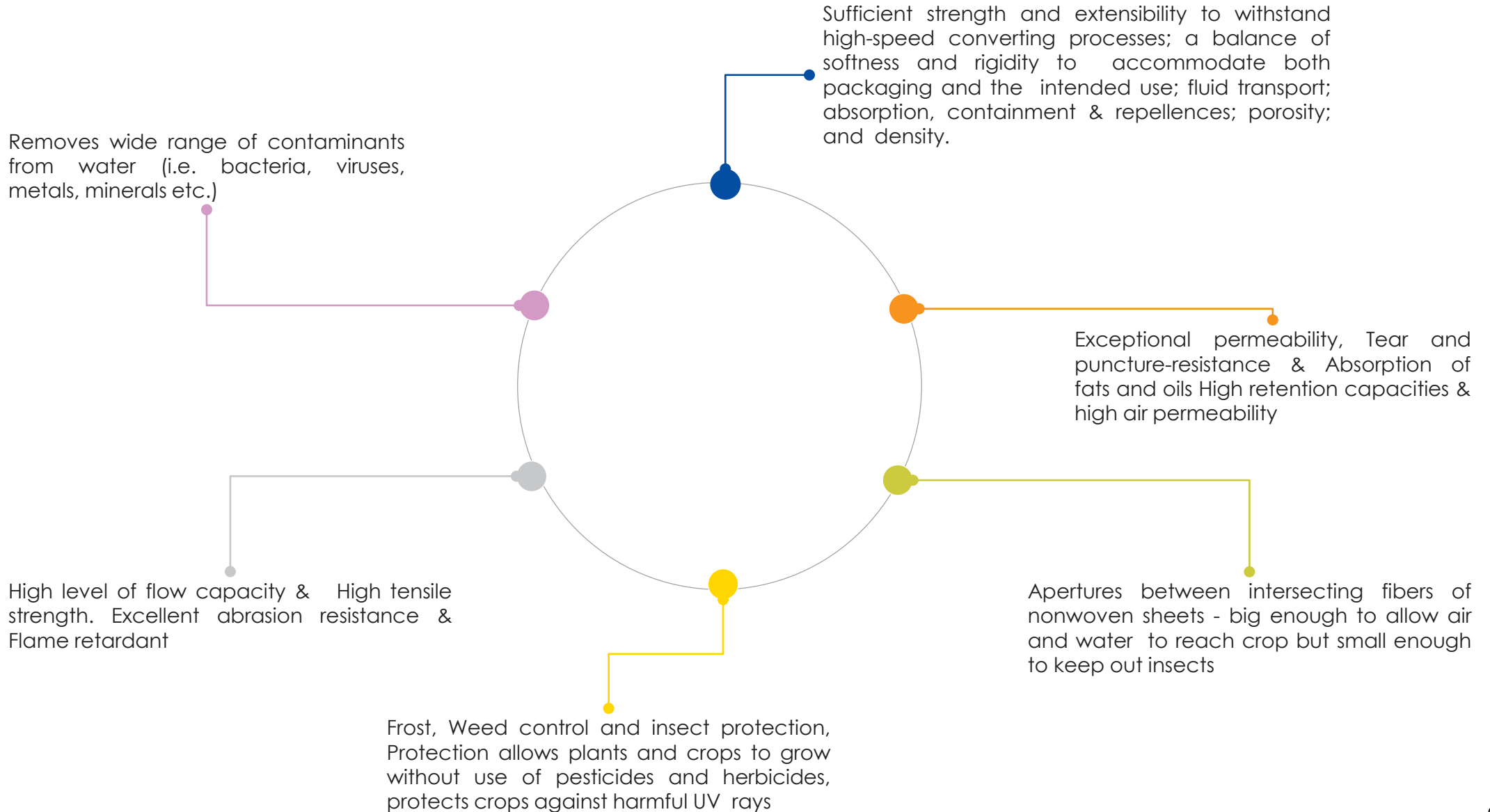
G Ravindran

- B. Tech (Chem Engg), M.Tech (Ind. Management) – IIT, Kharagpur Responsible for manufacturing facility in Daman Total experience – 40 years, 30 years with Company

Mukesh Pandya

- Qualified FCA, DISA & CISA with more than 30 years experience in accounts, auditing & Taxation.
- He is the Chief Financial Officer of Fiberweb India Ltd (4 years with the Company).

Why Non Wovens?



Some Day to Day use of Non-Woven



Clothing

- Shoulder Pads
- Collar /Cuff Interlinking's
- Waddings in jackets



Hygiene & Medical

- Baby Diapers & Feminine Hygiene
- Medical masks & surgical gowns.
- Personal care & baby wipes



Furnishing

- Carpets
- Vertical blinds
- Coverings



Agriculture

- Crop covers
- Land fills/Soil erosion
- Organic Farming canopy



Automobile

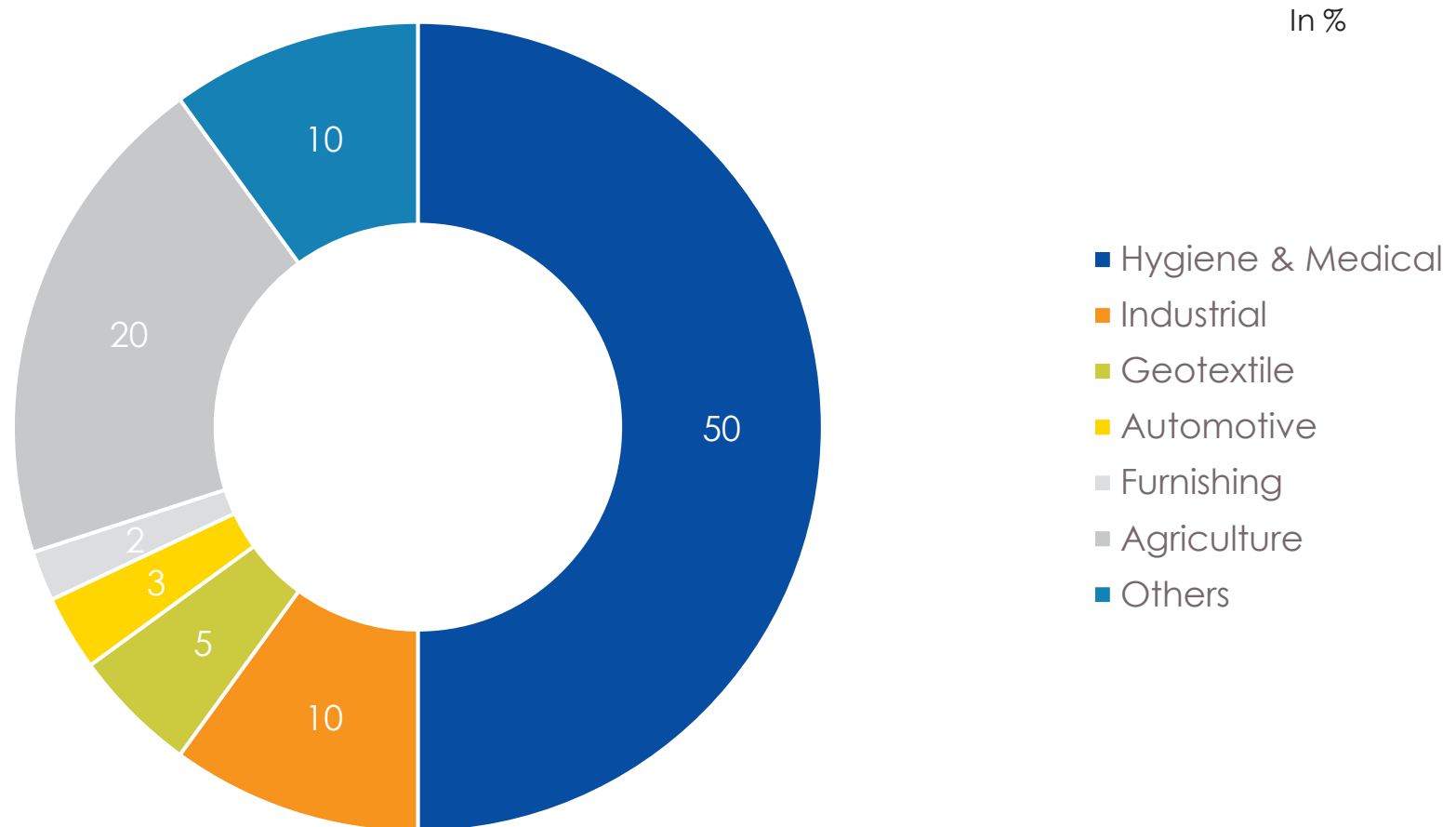
- Carpets
- Roof Liners
- Air Bags



Engineering

- Railway Tracks
- Liquid Filtration
- Dust separators
- Oil Absorbents

Global nonwoven fabric market share by application (2020)



Domestic Industry Dynamics – Opportunities for Growth



India's nonwoven market is growing at a rate of 8-10% & the market is expected to grow at a rate of 12-15% in future.

The personal hygiene market is expected to grow @ CAGR of 20% till 2030, led by rising disposable income and increasing awareness

Production of non-woven in India is estimated at ~3.65 lakh MT for 2016, a growth of 17% YoY

The Geotextile market is expected to reach ~USD 9.3bn by 2022 @ CAGR of 10.2% from 2017

Most of the tonnage today is going into low end, cost competitive products constituting of shopping bags, carpets and backings.

India is expected to emerge as the world's 3rd largest passenger vehicle market by 2022 with annual production to ~5mn vehicles. This will increase the demand for non-woven

However the consistent growth showing up usage in automotive, filtration, geotextiles and the medical and hygiene sector, the growth will escalate in value terms too.

The Indian packaging industry is likely to witness CAGR growth of 18% with the increase in share of non-woven

Our Manufacturing Facility



Fiberweb India Ltd. has its manufacturing plant situated in Daman. Spread across an area of 85,000sq.ft.

With one of the most modernised plant & Equipment.

Capacity:-

Spun Bond – 5000 MTPA

Melt blown – 3000MTPA

The company has started re-investing in modernization and de-bottlenecking.

Further plans underway to



Spun Bond Fabric & Its Usage



These are produced by depositing extruded, spun filaments onto a collecting belt in a uniform random manner followed by bonding the fibers. The fibers are separated during the web laying process by air jets or electrostatic charges



- **Industrial applications** - Hospital masks & Industrial garments
- **Automotive** - Bumper covers ,Interior carpets, Trunk carpets, Underbody panels
- **Agricultural Applications** - Crop cover, Soil cover , Weed protection
- **Personal hygiene applications** - Baby diapers, Female hygiene, Adult diapers & Face Masks
- **Textile Applications** – Curtains, lining/Backing/Interlining in upholstery, luggage & garments, Bedsheets / pillow covers
- **Technical Application** - Geotextiles & Structural Engineering

Melt Blown Fabric & its Usage



These are extremely fine fibres which differ from spun bond, in that they have low intrinsic strength but much smaller size offering key properties



- **Medical Fabrics** – Face masks, disposable gowns, drapes & sterilization wraps.
- **Oil Adsorbents** – For oil spills in water & mats in machine shops / industrial plants.
- **Wipes** - face wipes, hand wipes, surface cleaning (wood, leather, floors, tiles etc).
- **Filtration** - surgical face masks, liquid filtration, gas filtration, cartridge filters, clean room filters etc
- **Sanitary Products** - feminine sanitary napkins, diaper & disposable adult incontinence products
- **Apparel** - Disposable industrial apparel, thermal insulation and substrates for synthetic leather

Due to the recent global scare of Covid-19 there has been huge demand for melt blown fabrics from India for face masks.

The COVID – 19 Opportunity



These tough times of COVID – 19 has provided new opportunities to The Company



Personal Protective Equipment (PPE) Kits

- Provided Forward Integration Opportunity
- Company has started full in house manufacturing of the kits
- Continuously increasing the manufacturing



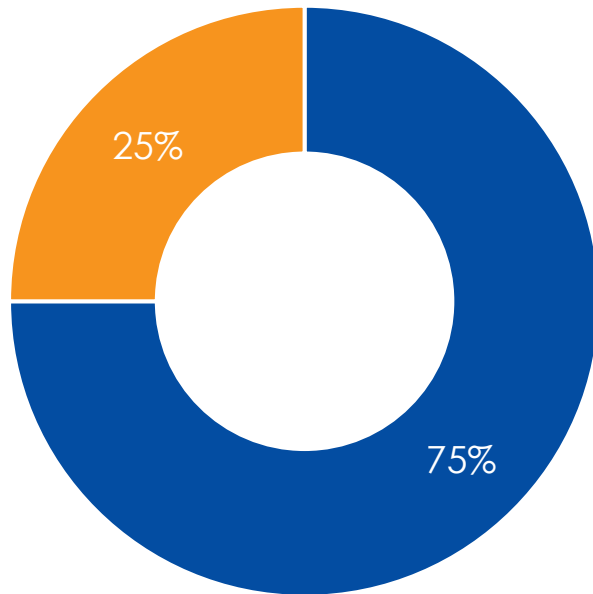
Face Masks N95 & N99

- The main material for the mask is Melt Blown Fabric, The Company is one of the largest manufacturer of it and Supplies to all leading manufactures in the country

What we sell and to whom

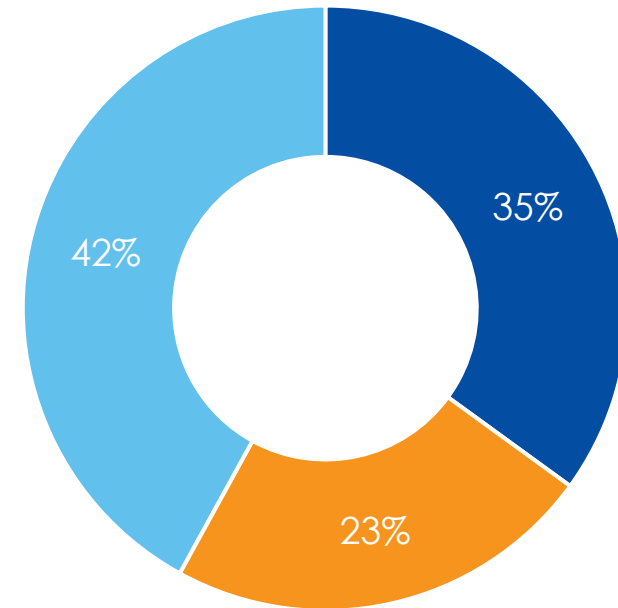


Sales Channels



■ Bulk ■ Converted

Segment Sales



■ Agriculture ■ Personal hygiene ■ Others

Last Five Quarter Performance

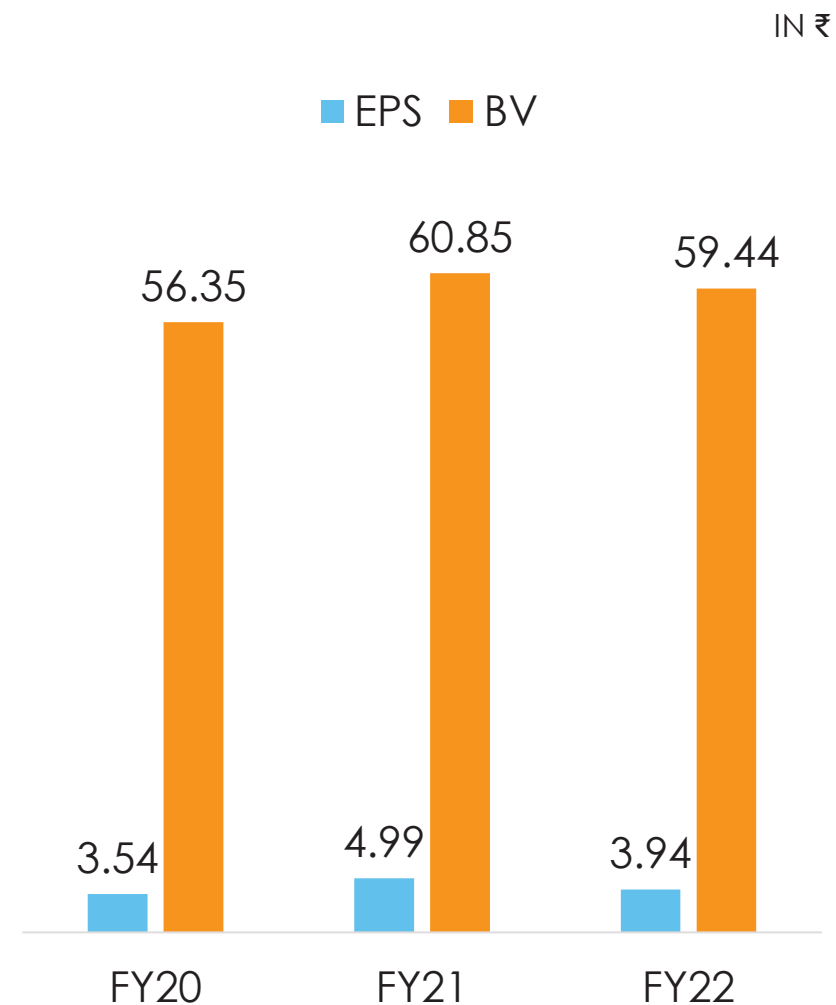


₹ In Cr.	Dec – 21	Mar – 22	June – 22	Sep – 22	Dec – 22
Sales	23.66	22.76	16.80	25.39	19.02
Other Income	0.5	-0.24	0.65	0.42	0.24
Total Income	24.16	22.52	17.45	25.81	19.26
Expenses	18.31	24.28	14.54	22.96	16.22
EBITDA	5.85	-1.74	2.91	2.85	3.04
EBITDA %	24.20%	-7.70%	16.70%	11.04%	15.78%
Interest	0	0	0.06	0.08	0.29
Depreciation	1.39	-1.97	0.55	0.55	0.55
Profit before tax	4.46	0.23	2.30	2.21	2.20
Tax	1.16	-1.04	0.60	0.58	0.69
Net Profit	3.30	1.26	1.70	1.64	1.51
Net Profit %	13.70%	5.60%	9.70%	6.35%	7.84%
EPS in Rs	1.15	0.44	0.59	0.57	0.52

Profit & Loss A/c



In ₹ Cr.	FY 20	FY 21	FY 22
Sales	98.18	107.45	95.40
Other Income	1.26	1.18	1.03
Total Income	99.44	108.63	96.43
Expenses	81.36	85.04	80.43
EBITDA	18.24	23.65	15.99
EBITDA %	18.58%	22.01%	16.60%
Interest	1.34	0	0
Depreciation	4.71	5.13	2.19
PBEIO&T	11.95	18.46	13.81
Exceptional Item	0	0	0
Extra Ordinary Item	0	0	0
Tax	1.77	4.09	2.47
Net Profit	10.18	14.37	11.34
Net Profit %	10.25%	13.23%	11.80%



Balance Sheet



Equities & Liabilities In ₹ Cr.	FY 20	FY 21	FY 22
Equity	28.79	28.79	28.79
Reserves	133.46	129.62	125.58
Net Worth	162.25	158.41	154.37
Non-current Liabilities			
Long-term Borrowing	0.00	0.00	0.00
Deferred Tax Liabilities	0.00	0.00	0.00
Other Long Terms Liabilities	0.00	0.00	0.00
Long-term Provision	0.00	0.00	0.00
Total Non Current Liabilities	0.00	0.00	0.00
Current Liabilities			
Short-term Borrowings	6.11	0.00	0.00
Trade Payables	4.27	6.83	6.18
Other Current Financial Liabilities	0.05	0.10	0.10
Other Current Liabilities	0.16	0.30	0.12
Short-term Provision	1.37	0.00	0.00
Total Current Liabilities	11.96	7.23	6.40
Total Liabilities	174.21	165.64	160.77

Assets In ₹ Cr.	FY 20	FY 21	FY 22
Non Current Assets			
Fixed Assets	78.5	95.63	84.25
Capital Work In Progress	12.21	5.88	9.71
Non-current Investments	0.01	0	0
Other Non Current Financial Assets	0	0.2	0.2
Deferred Tax Asset	0.35	0.93	1.23
Other Non Current Assets	6.14	1.43	1.43
Total Non Current Assets	97.21	104.07	96.82
Current Assets			
Inventories	29.92	22.68	24.92
Trade Receivables	36.67	22.73	23.78
Investments	0	0	0
Cash & Bank Balance	8.47	6.85	6.48
Advances	0	0.75	0
Other Current Financial Assets	1.92	0	0
Current Tax Assets (Net)	0.02	0.2	0.26
Other Current Assets	0	8.36	8.51
Total Current Assets	77	61.57	63.95
Total Assets	174.21	165.64	160.77

Company has given Bonus of 1:1 on 8th January 2018

Thank You

For further details please contact



Fiberweb India Ltd

Mukesh Pandya
pandya@fiberwebindia.com
022 – 2404 4855



Kirin Advisors

Sunil Mudgal
sunil@kirinadvisors.com
+91- 9820975849