



FIL/SE/2017-18/07
10th May, 2017

National Stock Exchange of India Limited
Listing Department
5th Floor, Exchange Plaza, C-1, Block-G,
Bandra-Kurla Complex, Bandra (E)
Mumbai-400 051

The Bombay Stock Exchange Limited
Listing Department
25th Floor, Pheroze Jeejeebhoy Towers
Dalal Street,
Mumbai - 400 001

Sub: Results Presentation – Q4 FY17

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 Results Presentation – Q4 FY17 which we propose to share with Institutional Investors/Analysts/Others.

This is for your information and records please.

Thanking You,

Yours Faithfully,
For FILATEX INDIA LIMITED

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SURAT OFFICE

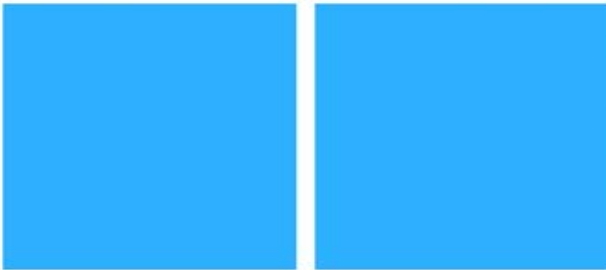
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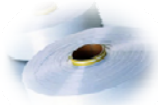
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Filatex India Ltd

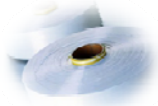
Investor Presentation – May 2017



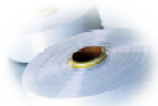
Agenda



Financial Performance & Analysis



Company at Glance



Growth Strategies



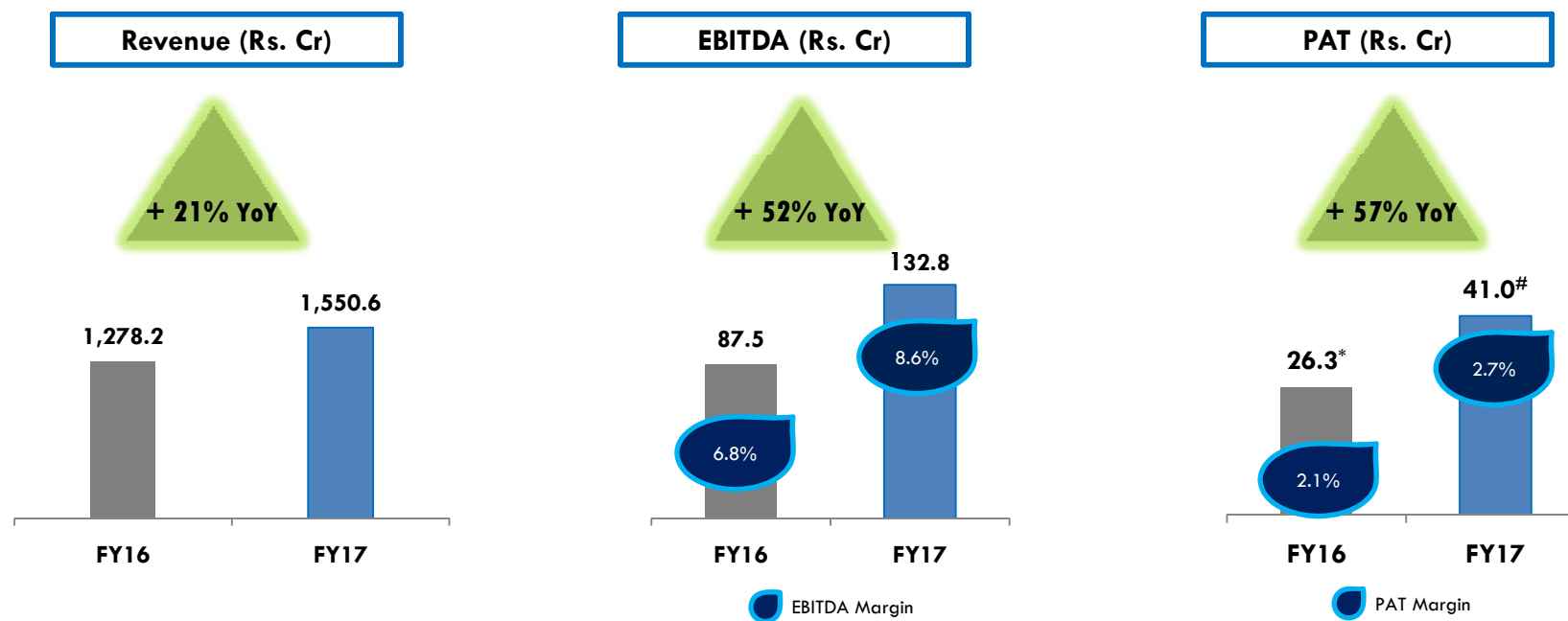


Financial Performance & Analysis





Stellar Performance in FY17 Aided by Value Adds



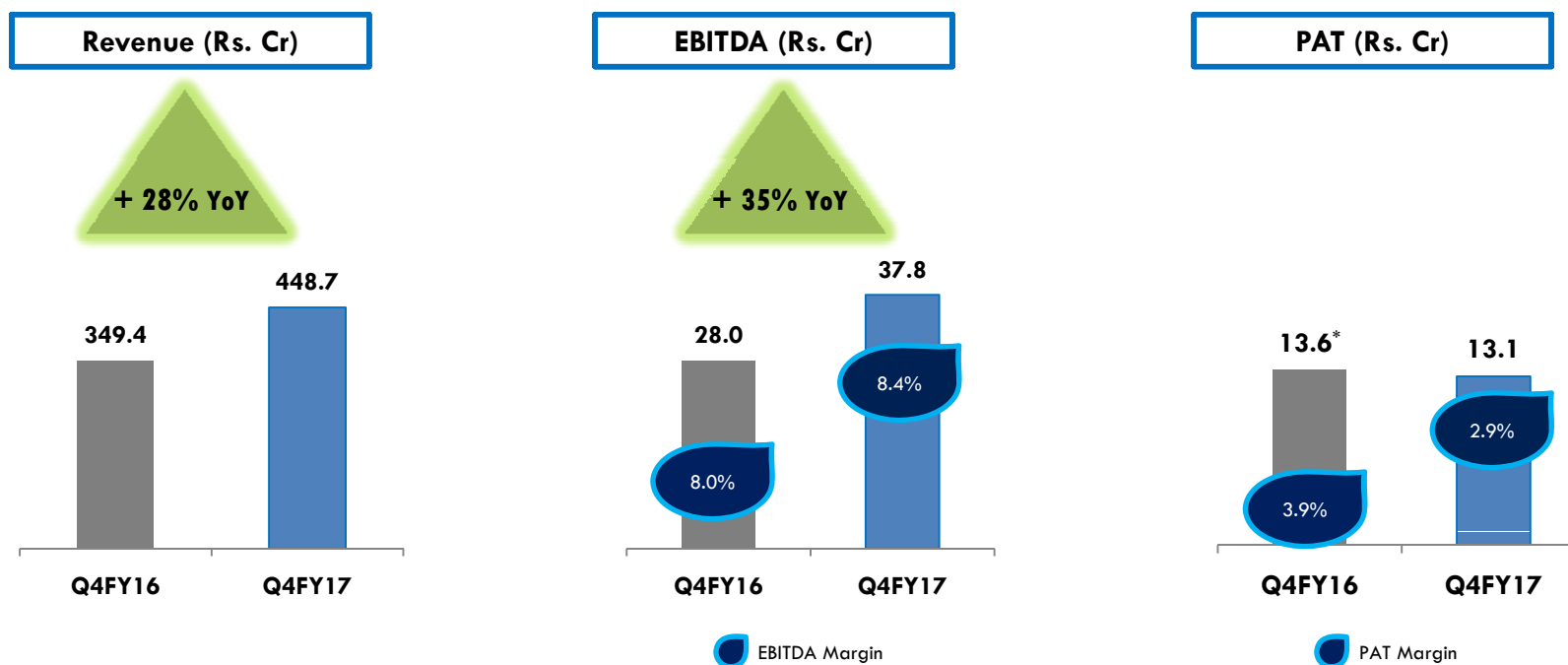
#Includes exceptional item of Profit of Rs. 0.92 Cr on sale of land and Loss of Rs. 4.37 Cr on settlement of dispute with the supplier

*Includes exceptional item of Profit of Rs 6.97 Cr on sale of Land & Building





Quarterly Performance - Q4FY17



* During Q4FY16 tax was negative due to claim of investment allowance of full year taken in last quarter





Profit & Loss Statement

Rs. Crore	Q4FY17	Q4FY16	YoY	Q3FY17	QoQ	FY17	FY16	YoY
Revenue from Operations	447	347	28%	366	22%	1,546	1,275	21%
Other Operating Income	1	2		2		5	3	
Total Income	448	349	28%	368	22%	1,551	1,278	21%
Raw Material & Fuel Costs	354	282		288		1,225	1,052	
Employee Cost	11	11		12		47	40	
Other Cost	45	28		38		146	99	
EBITDA	38	28	35%	30	27%	133	87	52%
EBITDA margin (%)	8.5%	8.0%		8.1%		8.6%	6.8%	
Other Income	3	3		3		11	11	
Depreciation	8	6		7		29	21	
Interest	12	13		16		57	51	
Exceptional Items	(3) [#]	-		-		(3) [#]	7 [*]	
Profit Before Tax	18	13	38%	9	100%	55	33	66%
Tax	5	(1)		2		14	6	
Profit After Tax	13	14	(3)%	7	82%	41	26	57%
PAT Margin (%)	2.9%	3.9%		2.0%		2.7%	2.1%	
EPS (Rs) Basic	3.01	4.23		1.66		10.37	8.19	

[#]Includes exceptional item of Profit of Rs. 0.92 Cr on sale of land and Loss of Rs. 4.37 Cr on settlement of dispute with a supplier

^{*}Includes exceptional item of Profit of Rs 6.97 Cr on sale of Land & Building





Balance Sheet

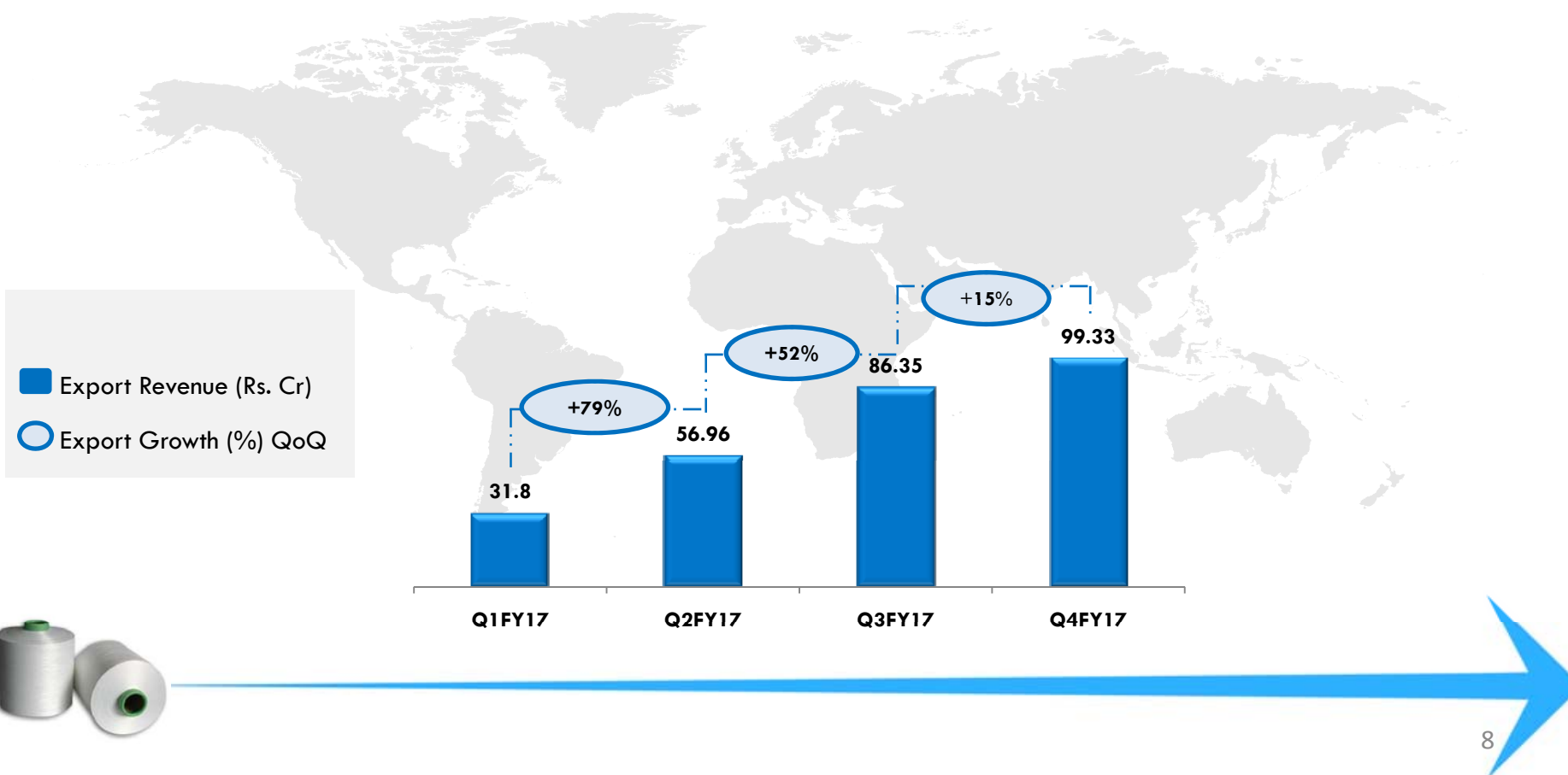
Rs. Crore	Mar-17	Mar-16
Shareholder's Funds	290	210
Share capital	44	32
Reserves & Surplus	246	165
Money Received against Share Warrant	0	13
Non-current liabilities	395	340
Long term borrowings	341	307
Deferred Tax Liability	37	23
Other Long-term Liabilities	11	5
Long-Term Provisions	6	5
Current liabilities	345	331
Short Term Borrowings	144	138
Trade Payables	111	120
Other Current liabilities	89	72
Short-term provisions	1	1
Total Equities & Liabilities	1,030	881

Rs. Crore	Mar-17	Mar-16
Non-current assets	630	525
Fixed assets	578	510
Non-current Investments	-	-
Long-term loans & advances	52	14
Other non-current assets	1	1
Current Assets	400	356
Current Investments	-	-
Inventories	149	99
Trade receivables	204	216
Cash & Cash equivalents	15	13
Short-term loans & Advances	14	21
Other Current Assets	18	7
Total Assets	1,030	881





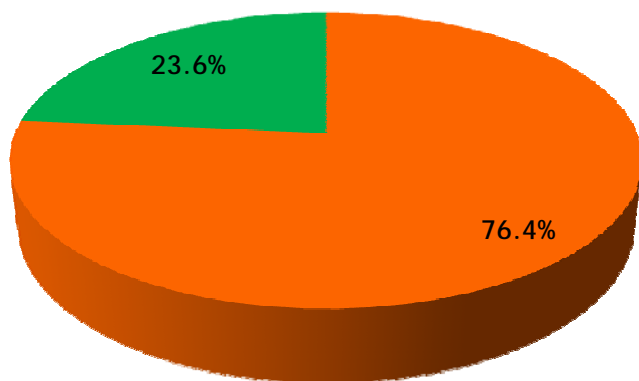
Exports share continuously rising





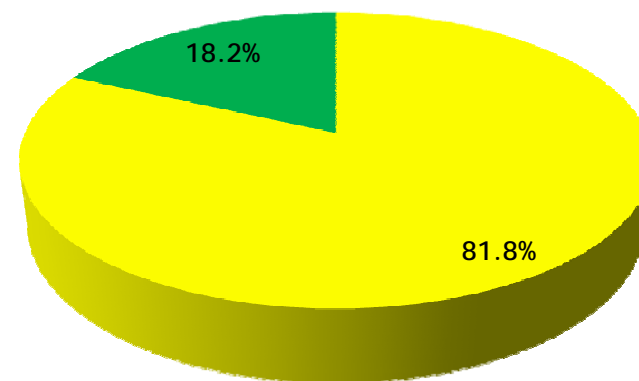
Domestic & Exports Mix by volume

Q4FY17



Domestic Export

FY17



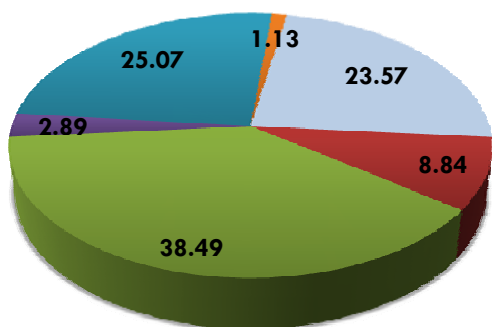
Domestic Export





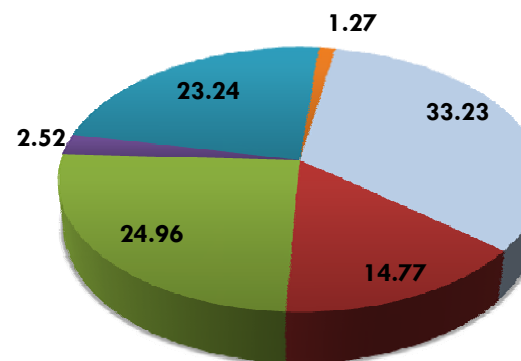
Production Split by volume

Q4FY17



- Polyester POY (23.57%)
- DTY (38.49%)
- FDY (25.07%)
- Polyester Chips (8.84%)
- Polypropylene Crimp Yarn (2.89%)
- Others (1%)

FY17



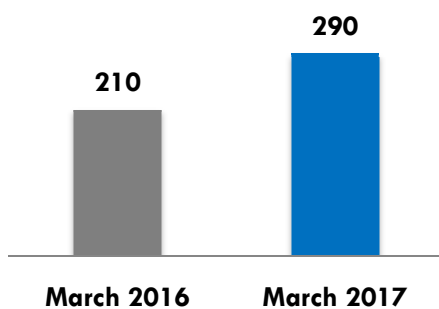
- Polyester POY (33.23%)
- DTY (24.96%)
- FDY (23.24%)
- Polyester Chips (14.77%)
- Polypropylene Crimp Yarn (2.5%)
- Others (1%)





SOURCES STRUCTURE

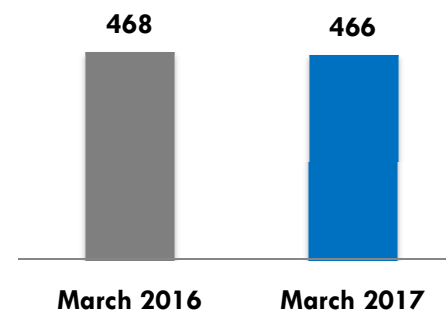
Networth (Rs. Cr)



Fresh Equity Induction

- 115,00,000 Equity Shares to Promoters/Others
- In exchange of Convertible Warrants
- Share Capital increased from Rs 32.0Cr to 43.5Cr

Term Debt (Rs. Cr)



Debt Break up as on March 2016 / March 2017

- Term Loan: Rs 253 Cr / Rs 308 Cr
- Working Capital: Rs 116 Cr / Rs 70 Cr
- Unsecured Loan from Promoters: Rs 99 Cr / Rs 88 Cr



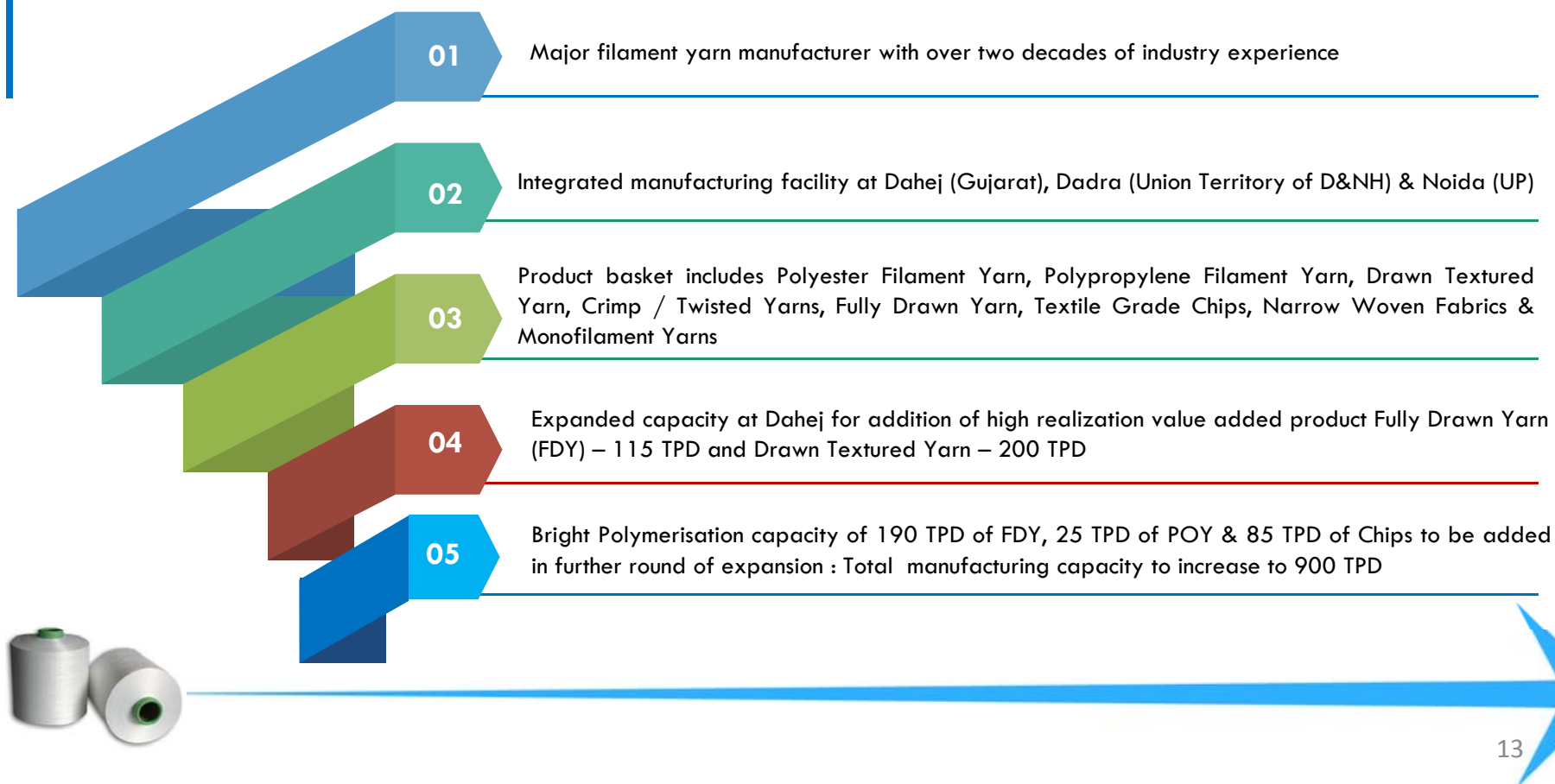


Company at Glance





FIL - Pioneers in Multifilament Yarn





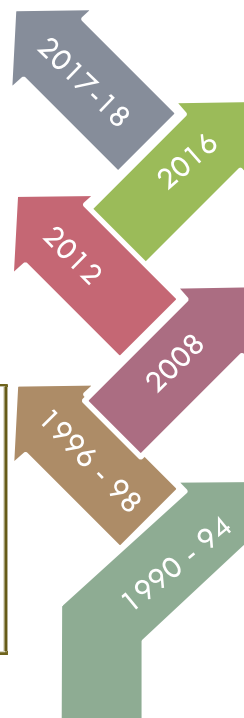
Moving up the value chain

- Implementing Bright Polymer capacity of 190 TPD of FDY, 25 TPD of POY, 85 TPD Bright Chips at Dahej Plant

- Expect commercial production in January 2018

- Started poly-condensation plant envisaging 600 TPD and 250 TPD of POY and 350 TPD of Polyester Chips at Dahej plant

- Diversified into Speciality Polyester Filament Yarns
- Commenced production of POY and multifilament yarns at Dadra
- Started production of Polypropylene (PP) Multifilament dope dyed Yarn at Dadra



- Commenced production of FDY of 115 TPD
- Capacity increase in Drawn Textured Yarn – Commenced production of 200 TPD in Sep 2016

- Commenced production of Fully Drawn Yarns (FDY) in Dadra plant using latest machines from Barmag, Germany

- Incorporated in August 1990
- Commenced production of monofilament yarns at Noida in 1994



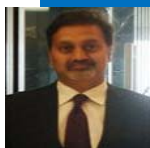


Experienced and Professional Management



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

- Gold medalist in Commerce from Shri Ram College of Commerce, Delhi
- Rich experience in Polyester Industry and President of PTA Users Association



Mr. Purshottam Bhaggeria, Joint Managing Director

- Master Degree in Business Administration from Cornell University, USA
- Member of Managing Committee of PHD Chamber of Commerce & Industry



Mr. Madhav Bhageria, Joint Managing Director

- Commerce Graduate from Hindu College, Delhi University
- Looks after plant operations & marketing functions of the Company



Mr. Ashok Chauhan, Whole time Director

- B.E. (Mech) and Master Degree in Business Administration
- Vast experience in Marketing, Project Management, Corporate Planning & Business Strategies



Mr. R P Gupta, Chief Financial Officer

- Commerce Graduate from Shri Ram College of Commerce, Delhi, Fellow Member of ICAI
- Over 35 years experience in various field viz. Accounts, Finance, Taxation and Management





Diversified Product Portfolio

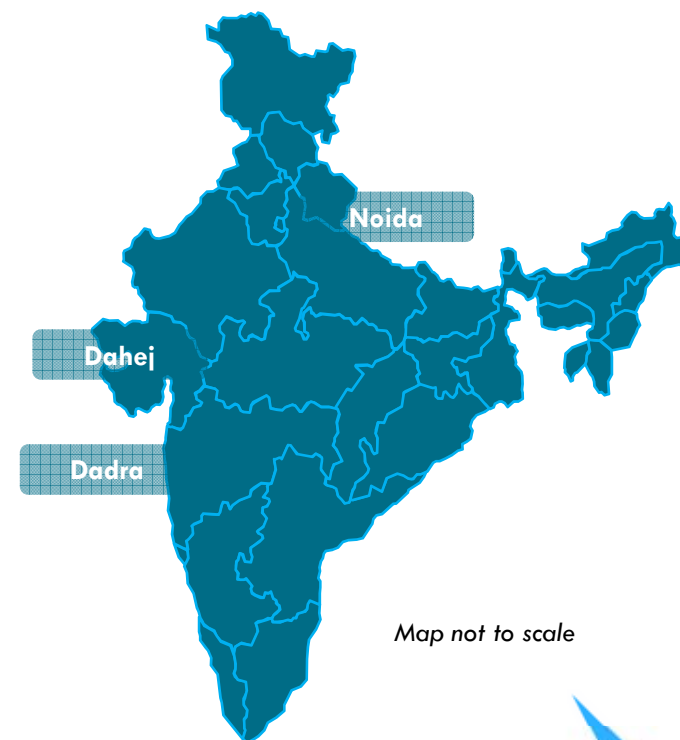
Product	Description
Polyester Chips	❖ Industrial intermediate product used to manufacture Polyester yarns
Polyester Partially Oriented Yarn (POY)	❖ Largely used in shirtings & suitings, sarees, lehengas, dress material etc ❖ Polyester Yarn is a substitute of cotton and other synthetic yarns
Drawn Textured Yarns	❖ Intermediate product used for manufacturing fabrics
Fully Drawn Yarns	❖ FDY can be used directly for making fabrics; yields higher than POY
Bright Polyester Yarns	❖ Used for specialised fabrics
Polypropylene Yarns	❖ Used for socks, tights, car upholstery, ribbons, nets, swim wear, sportswear, undergarments, seamless garments, etc
Narrow Woven Fabrics	❖ Used for manufacture of Carpets, Rugs etc.
Micro Denier Yarn	❖ Ideal for production of artificial silk-like fabrics ❖ Used for sarees, dress materials, home furnishings, etc





Ultra modern manufacturing facilities at present

Products	Capacity (MTPA)		
	Gross	Captive	Net
Polyester Partially Oriented Yarn (POY)	1,10,000	74,400	35,600
Polyester Chips	84,000	20,000	64,000
Drawn Textured Yarn	74,400	-	74,400
Fully Drawn Yarns	55,000	2,500	52,500
Polypropylene Yarns	7,500	-	7,500
Narrow Woven Fabrics	2,500	-	2,500
Mono Filament Yarns	500	-	500
Total	3,33,900	96,900	2,37,000



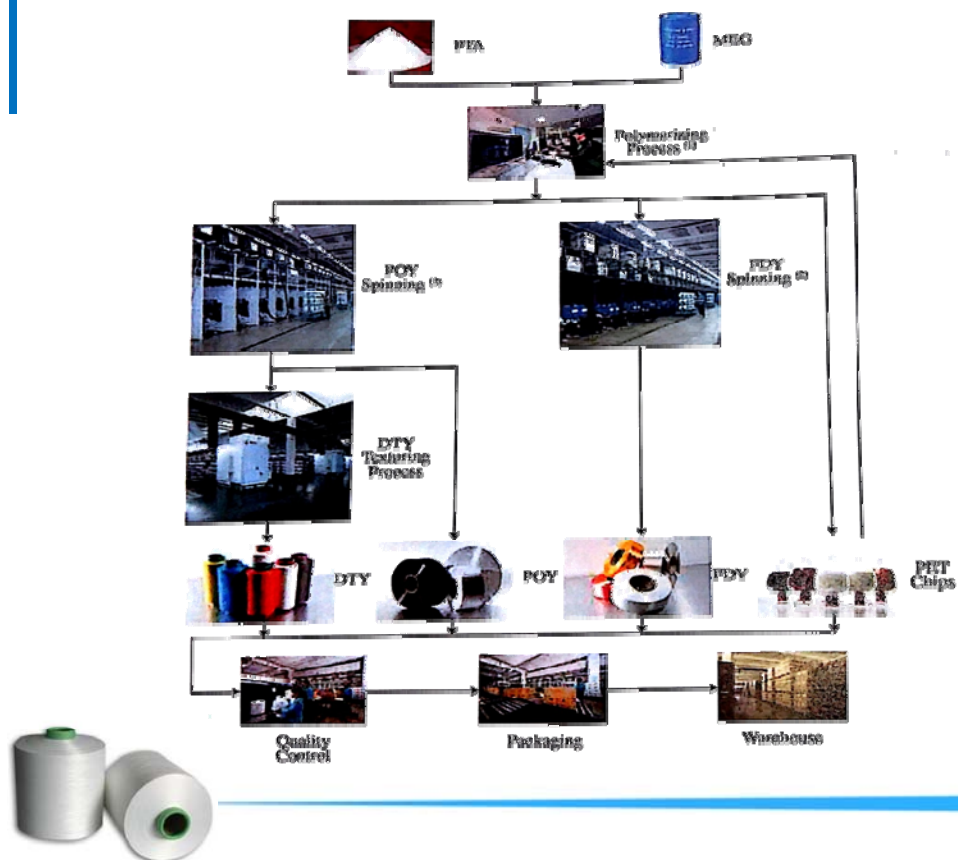


State of Art Manufacturing Facilities





Production process for POY, FDY, DTY



1. Polymerising process includes mixing of raw materials, etherifying, pre-polymerising and final polycondensation
2. Spinning process for FDY includes extrusion, spinning, drawing with heated godets, and high-speed winding
3. Spinning process for POY includes extrusion, spinning and winding



Growth Strategies







Bright Polymer capacity to be added

 Capacity addition of Bright FDY – 190 TPD, Bright POY – 25 TPD, Bright Chips – 85 TPD
Estimated Capex of Rs 343 Crores – to be funded with Debt & Internal accruals

 Add Bright FDY / POY/CHIPS to expand product basket
Bright FDY /POY /Chips have greater realisation than semi-dull

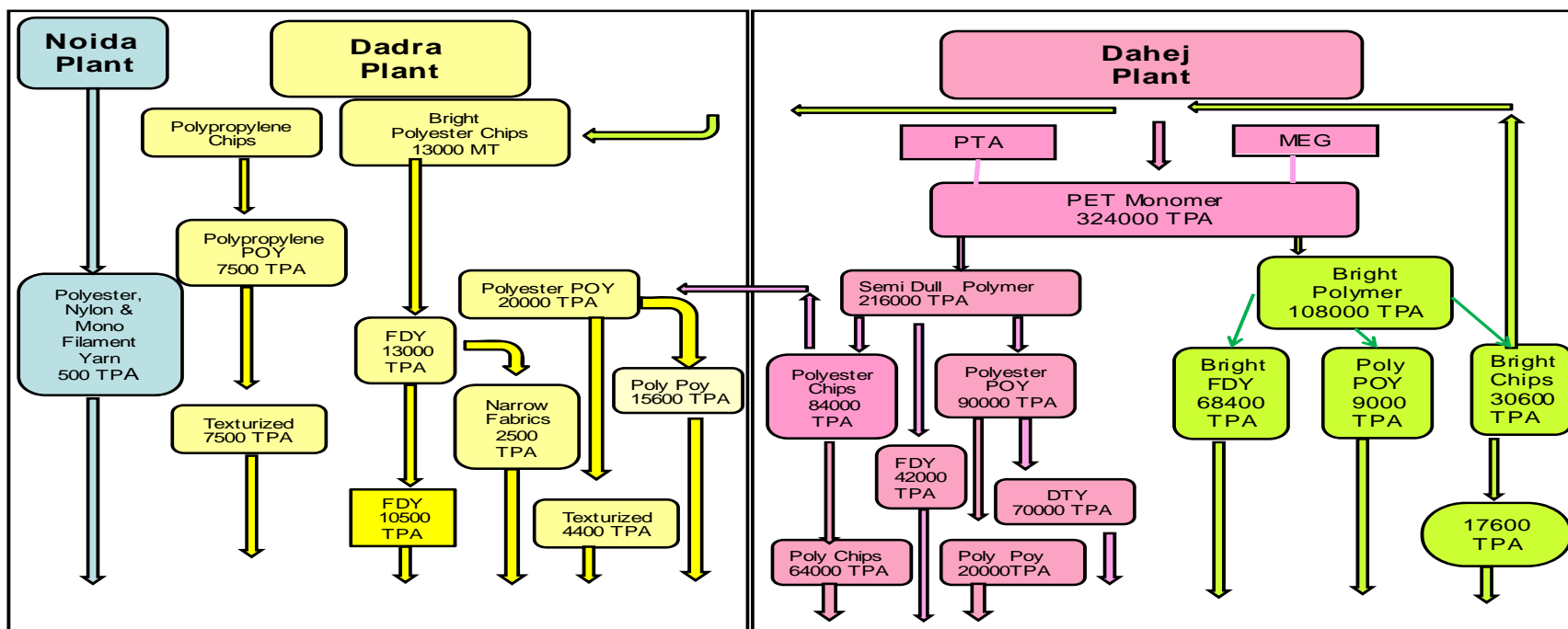
 1st reactor is common to the process wherein 90% of polymerization takes place
Significant operational savings, no additional costs for plant operations, administrative and overhead expenses

 Substantial savings in execution cost & time than any Greenfield project
Capacity addition to fuel margin expansion and profitability growth





Business Model of Filatex India



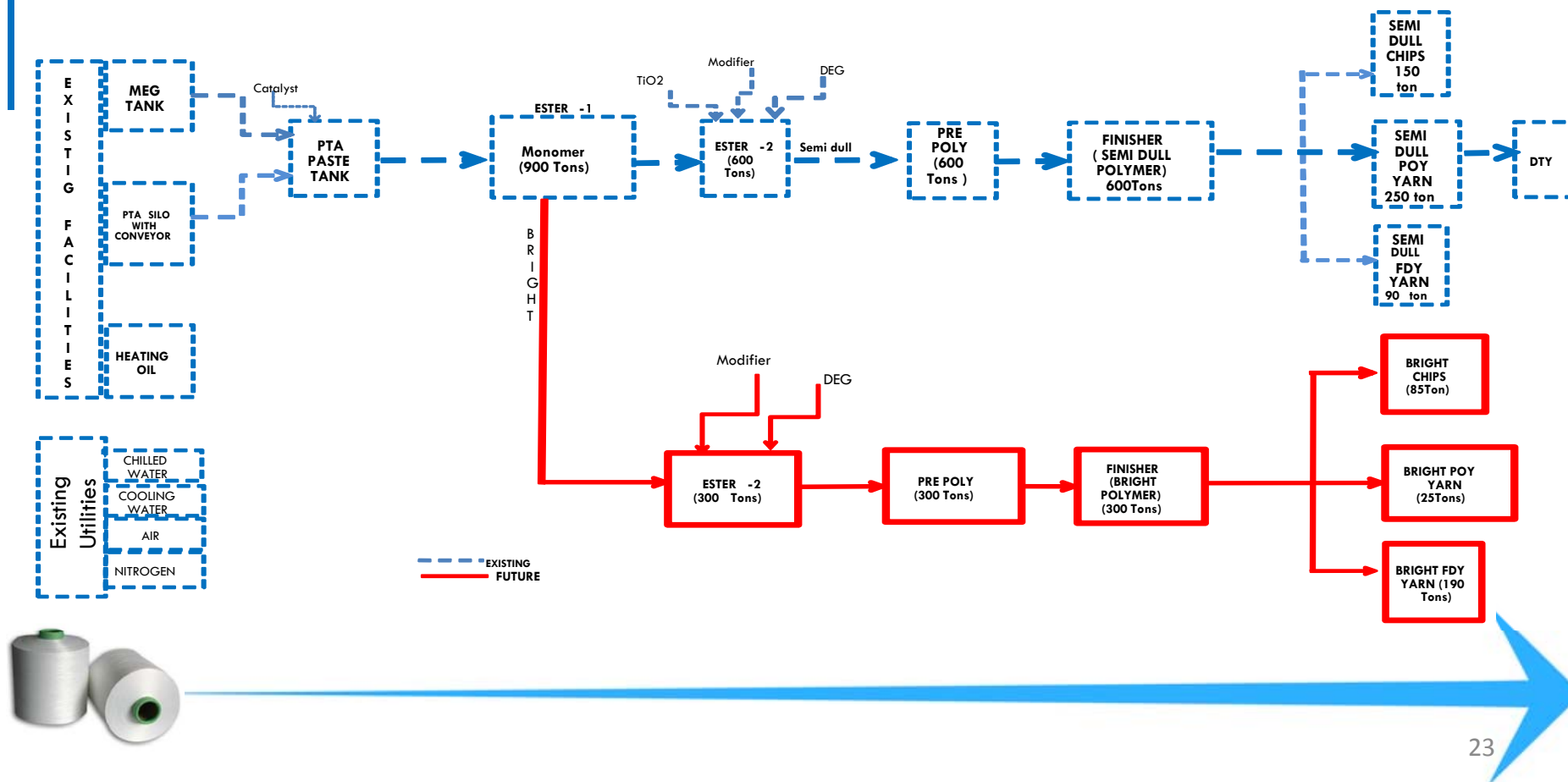
Open Market

Proposed



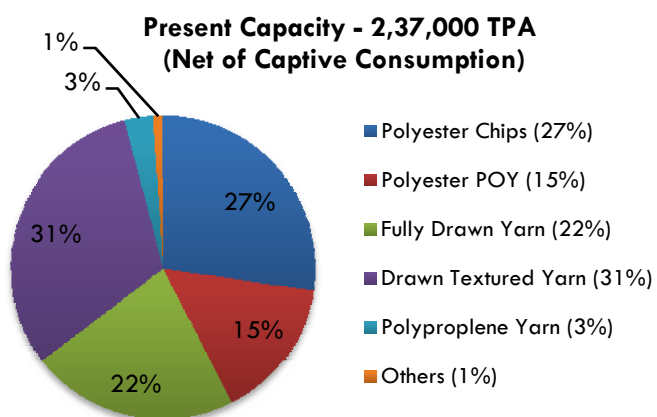


Dahej Plant – from Raw Material To Finished Products





Increasing share of value added products

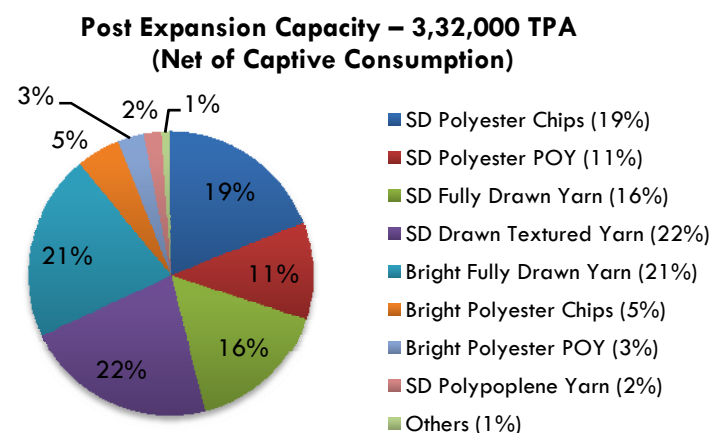


September 2016

Commenced full capacity of 115 TPD of Fully Drawn Yarn (FDY) and 200 TPD of Draw Textured Yarn (DTY)

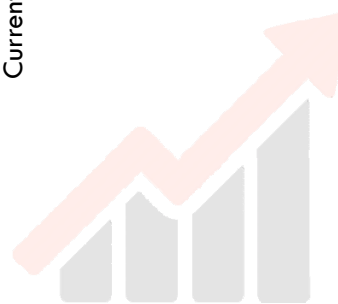
Current Capacity

Capacity Post Expansion



January 2018

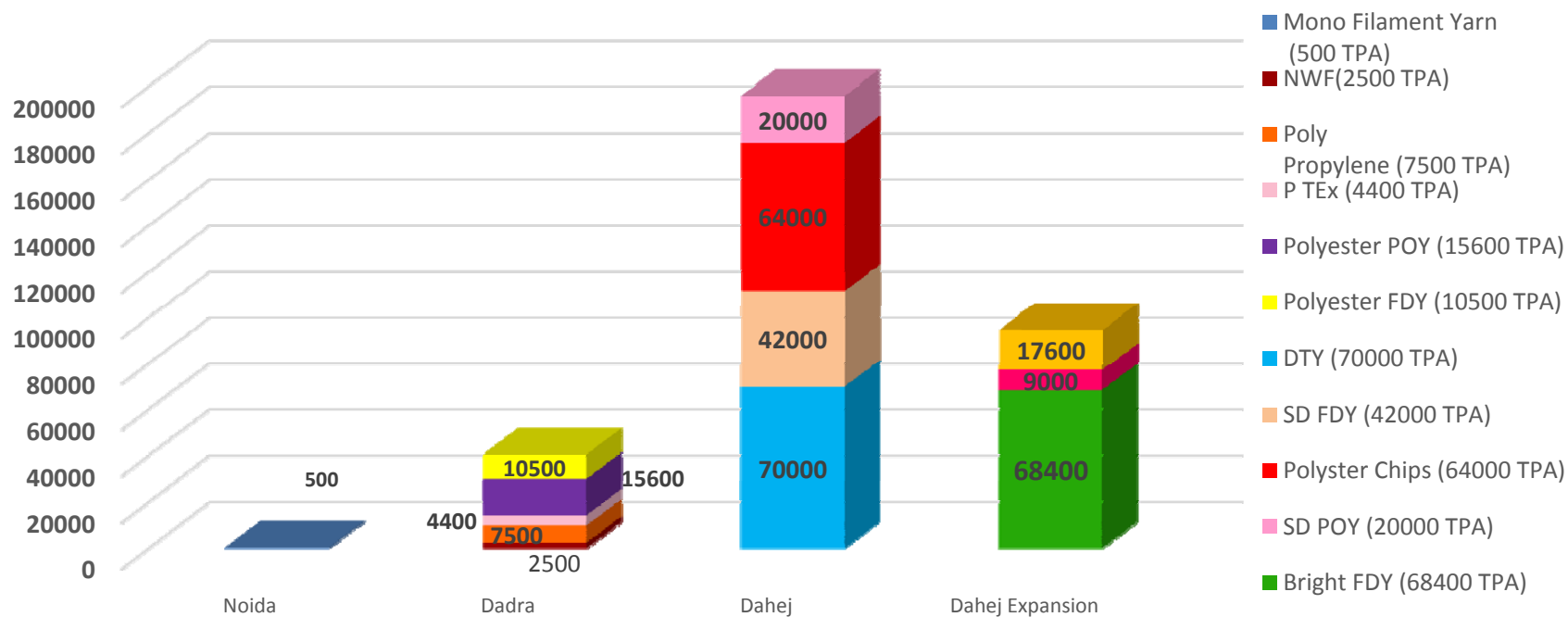
Expected commencement of production of new capacity of Bright POY, FDY & Chips – 300 TPD capacity



Capacities are net of Captive



Capacity- Product & Plant wise





LET'S CONNECT



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