



Fiberweb (India) Limited

Manufactures of: Spunbond Nonwoven Fabrics

Date: 06th February, 2024

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.
--	--

Reference: BSE Scrip code - 507910 - Fiberweb (India) Limited
NSE Scrip code: FIBERWEB

Sub.: Investor Presentation for Q3 FY 2023-2024 Results

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligation & Disclosure Requirement) Regulation, 2015, please find attached herewith Investor Presentation for Q3 FY 2023-2024 Results.

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

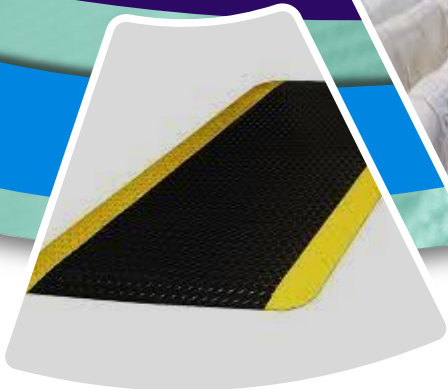
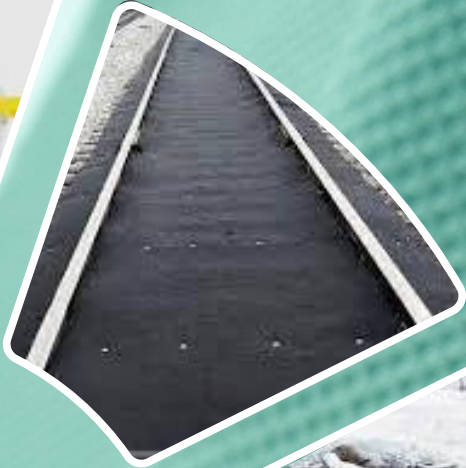
E-mail : fiberweb@fiberwebindia.com

Website : fiberwebindia.com

CIN NO: L25209DD1985PLC004694



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



FIBERWEB (INDIA) LTD

Q3 FY24 Investor Presentation



Company Overview

Fiberweb @Glance

Fiberweb (India) Ltd. (Fiberweb, The company) 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 overhalls, 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 is exploring new opportunities & product segments for growth.

Key Facts

35+

Year of Experience

100%

Export Oriented Unit

~ 5000

MTPA installed capacity of Spun Bond

75%

Products Exported to USA, UK, Europe, Australia, New Zealand, South Africa and Gulf

~ 3000

MTPA Melt blown

Certified

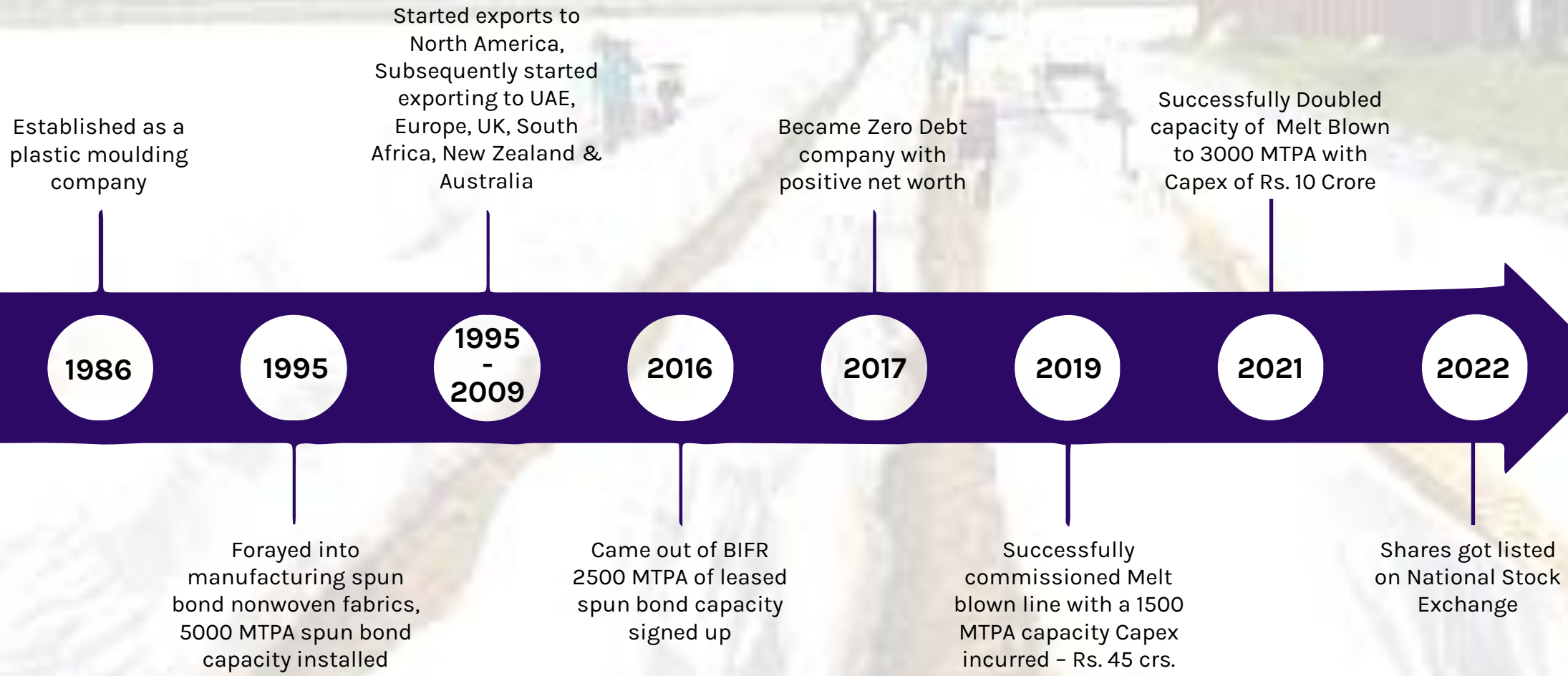
ISO 9001:2015
ISO 14001:2015
ISO 45001:2018

85,000 sq.ft.
manufacturing plant

FY23

Revenue - 66.11
EBITDA - 3.37
Net Profit - (0.30)

A Timeline Of Fiberweb



State Of The Art Manufacturing Facility



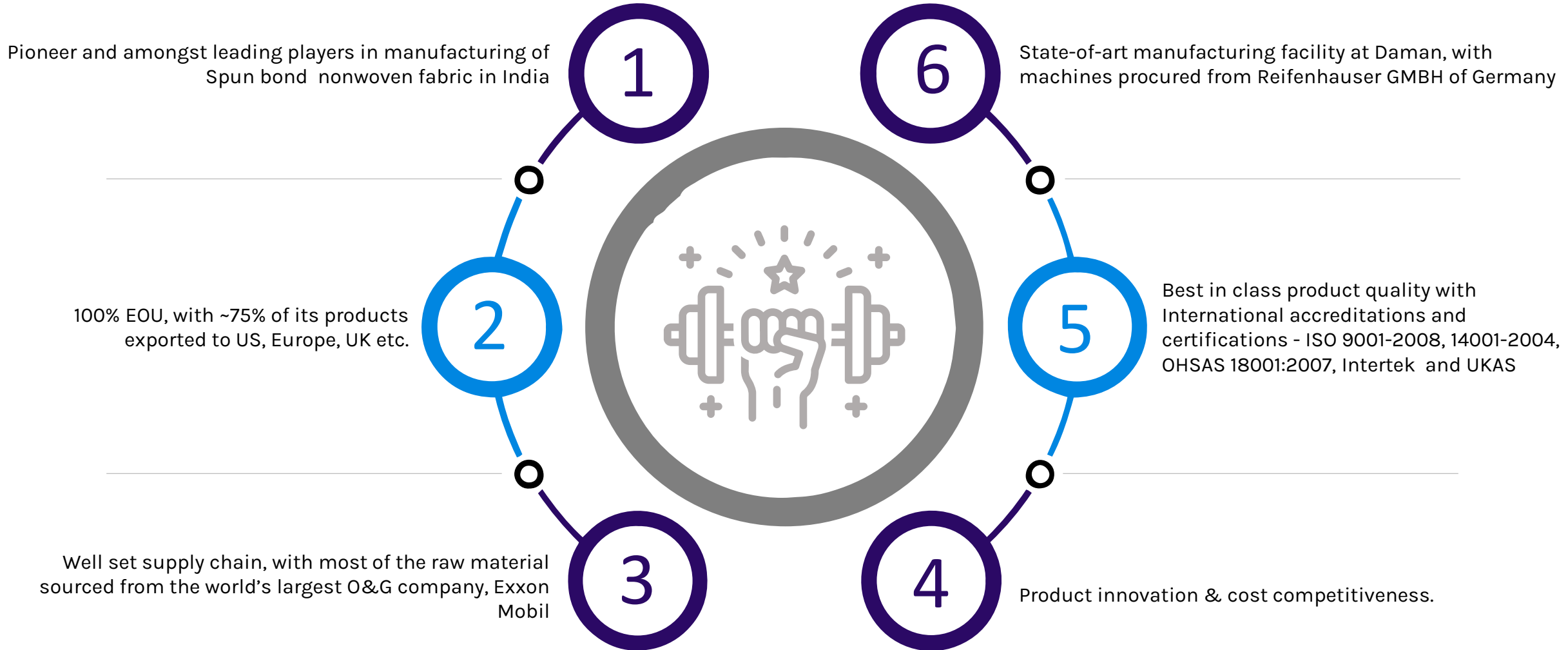
Fiberweb India Ltd. has its manufacturing plant situated in Daman. Spread across an area of 85,000sq.ft.

With one of the most modernised plant & Equipment.

Spun Bond – 5000 MTPA	Capacity	Melt blown – 3000MTPA
---------------------------------	-----------------	---------------------------------

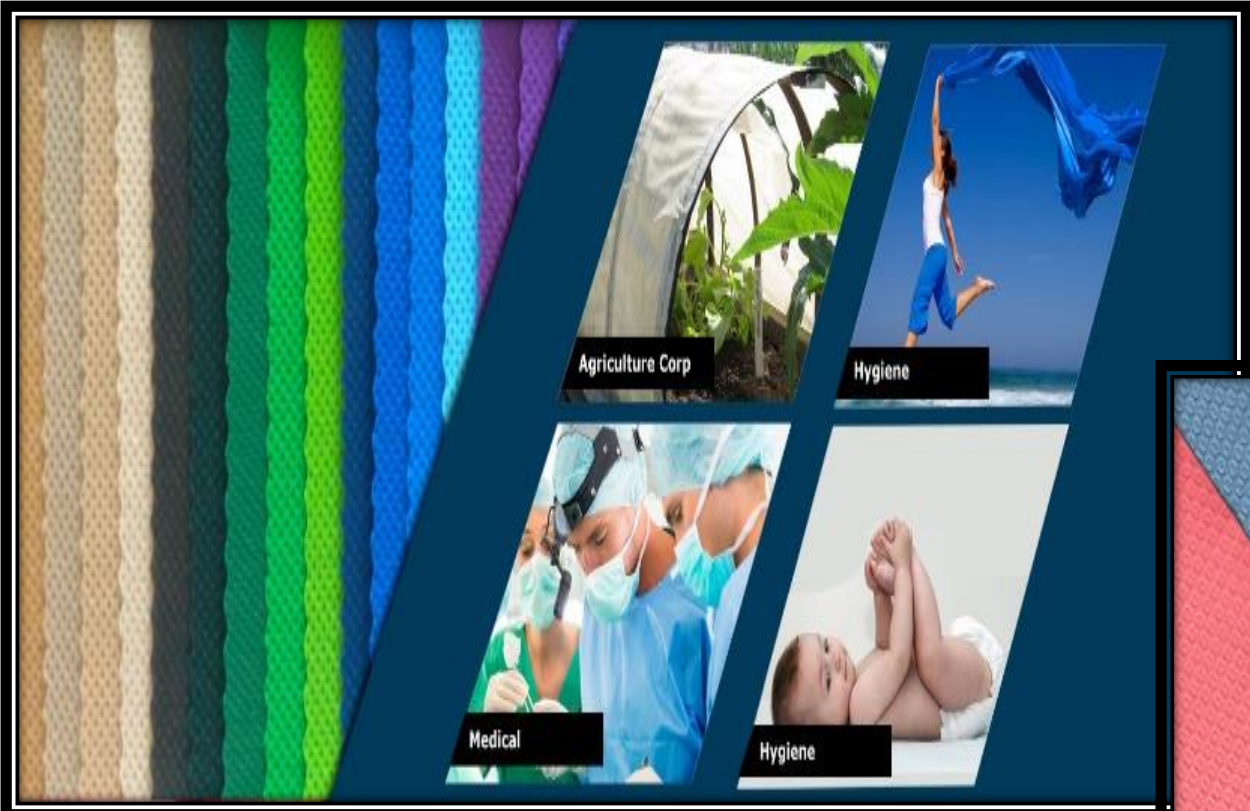
The company has started re-investing in modernization and de-bottlenecking.







Business Overview

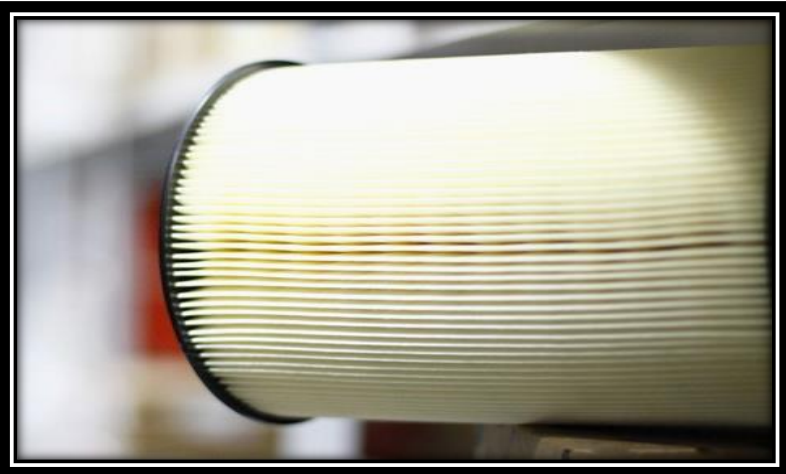
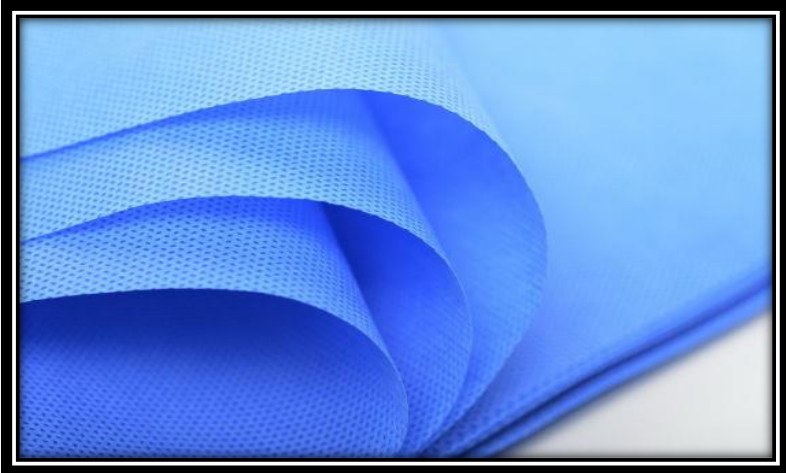
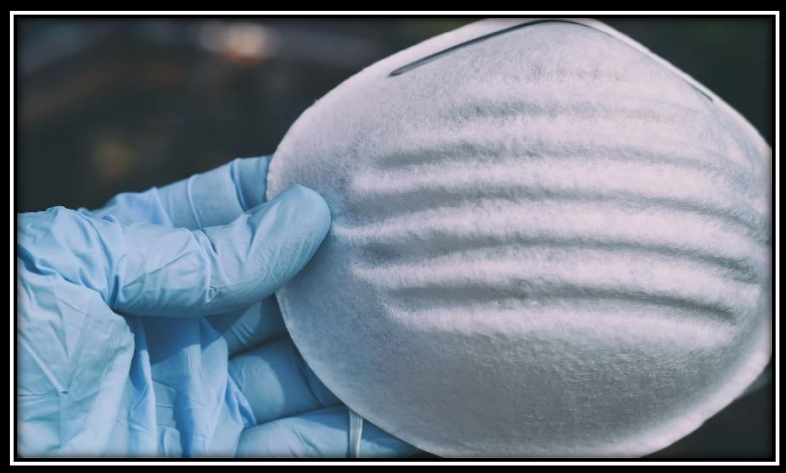


Spun Bond Fabrics

Melt Blown Fabrics



Inside The Things You See And Use Every Day



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



Textile Applications

- Curtains
- Luggage & Garments Covers
- Bedsheets & Pillow Covers



Personal hygiene applications

- Baby Diapers
- Adult Incontinence
- Sanitary Napkins



Technical Application

- Geotextiles
- Structural Engineering



The Flat Bond Nonwoven is one type of Spun Bond Nonwoven Flat bond nonwoven fabric is not sensitive to most of acids and chemicals (excluding alkalies) and allows high permeability to air and liquid.

Medical Fabrics

- Face Masks
- Disposable Gowns
- Drapes
- Sterilization Wraps



Adsorbents

- Oil-only pillow
- Spill Kits
- Floor Drying
- Bonded MB Pads & Rolls
- Track Mat



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



Sanitary Products

- Baby Diapers
- Adult Incontinence
- Sanitary Napkins



Apparel

- Disposable Industrial Apparel
- Thermal Insulation
- Substrates For Synthetic Leather



Why Non Wovens?



1 Removes wide range of contaminants from water (i.e. bacteria, viruses, metals, minerals etc.)

2 High level of flow capacity & High tensile strength. Excellent abrasion resistance & Flame retardant

3 Frost, Weed control and insect protection, Protection allows plants and crops to grow without use of pesticides and herbicides, protects crops against harmful UV rays

4 Sufficient strength and extensibility to withstand high-speed converting processes; a balance of softness and rigidity to accommodate both packaging and the intended use; fluid transport; absorption, containment & repellences; porosity; and density.

5 Exceptional permeability, Tear and puncture-resistance & Absorption of fats and oils High retention capacities & high air permeability

6 Apertures between intersecting fibers of nonwoven sheets - big enough to allow air and water to reach crop but small enough to keep out insects

Advantage Of Non Woven Fabrics

Removes wide range of contaminants from water (i.e. bacteria, viruses, metals, minerals etc.)

High level of flow capacity & High tensile strength. Excellent abrasion resistance & Flame retardant

Sufficient strength and extensibility to withstand high-speed converting processes. A balance of softness and rigidity to accommodate both packaging and the intended use like Fluid Transport, Absorption, Containment & Repellences, Porosity & Density.

Exceptional permeability, Tear and puncture-resistance & Absorption of fats and oils High retention capacities & high air permeability

Apertures between intersecting fibers of nonwoven sheets - big enough to allow air and water to reach crop but small enough to keep out insects

Frost, Weed control and insect protection, Protection allows plants and crops to grow without use of pesticides and herbicides, protects crops against harmful UV rays





Management Overview

Mr. Pravin Sheth

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

Mr. 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

Mr. 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

Mr. 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).





Industry Overview

The market is anticipated to attain a valuation of US\$ 86.2 Billion at around 6.1% CAGR from 2023 to 2033.

Global Nonwovens Market

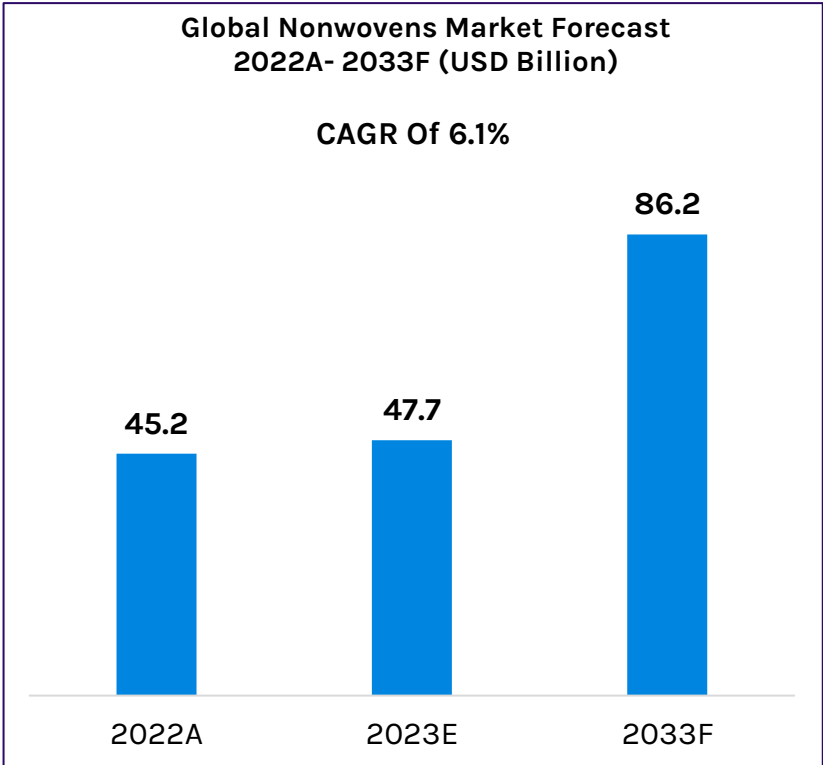
The historical study shows that from 2018 to 2022, the market grew at a compound annual growth rate (CAGR) of 5.6%.

It is projected that the industry will expand more swiftly than in the past, with the growing demand for products related to personal care across the globe.

The market is anticipated to grow at a CAGR of 6.1% over the anticipated period.

Detailed assessment on the global nonwovens market conducted by Persistence Market Research points towards expansion at around 6.1% CAGR from 2023 to 2033.

The market is anticipated to attain a valuation of US\$ 86.2 Billion by the end of the forecast period.

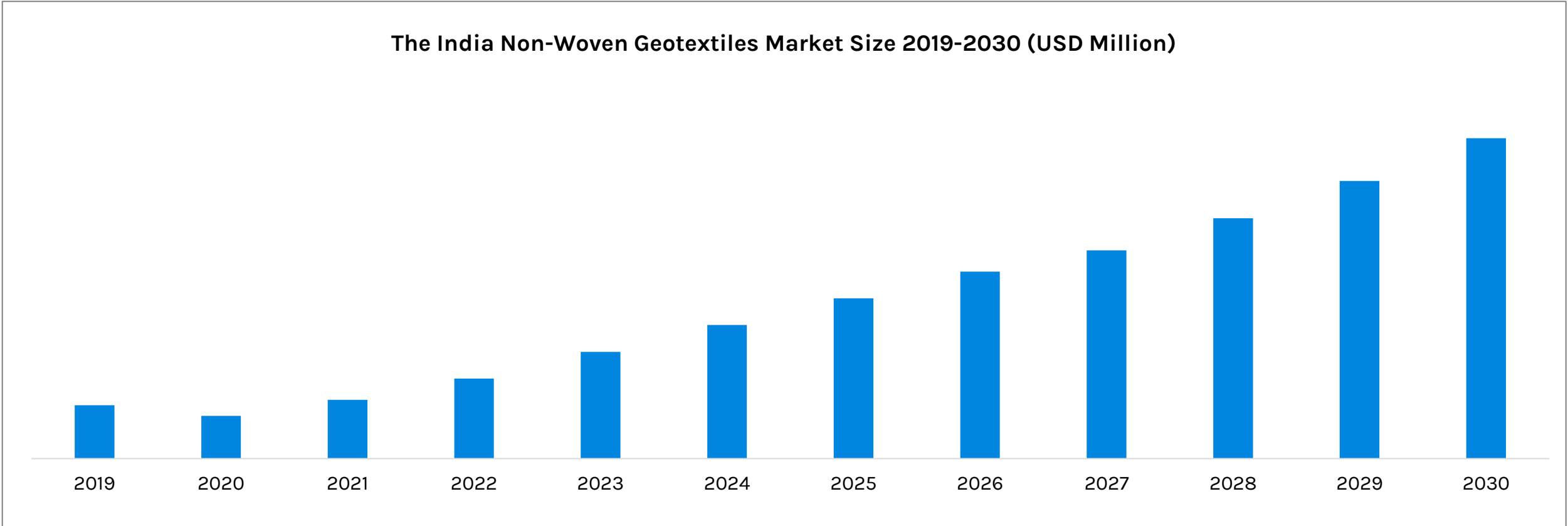


The global nonwoven fabrics market size is projected to grow from USD 40.5 billion in 2020 to USD 53.5 billion by 2025, at a CAGR of 5.7% from 2020 to 2025.

The market is fragmented, comprising several large and small players; the top six players accounted for over 22% of the global market. The market is extremely competitive, with various leading manufacturers engaging in strategic partnerships to expand their market share.

Source: [persistencemarketresearch](https://www.persistencemarketresearch.com)

The India non-woven geotextiles market size was valued at USD 108.14 million in 2022 and is projected to grow from USD 113.55 million in 2023 to USD 460.73 million by 2030, exhibiting a CAGR of 22.1% during the forecast period.



Source: [fortunebusinessinsights](https://fortunebusinessinsights.com)

1

Increasing use in Hygiene, medical, construction, and filtration applications would be key reasons for the growth of the nonwoven fabrics market

2

The key growth drivers of the nonwoven fabrics market are the growth of the modern healthcare sector in the emerging markets, rise in birth rate, and increase in the geriatric population in the western countries. The usage of non-woven fabric in medical applications is increasing.

3

These products are comparatively less expensive and normally used as disposable and reusable surgical gowns, drapes, gloves and instrument wraps.

4

Nonwoven is also cheaper due to the cheaper raw material costs. In nonwoven fabrics, over 80% of raw material fibers are synthetic. Polyester and cotton, some of its raw materials, are also available in large quantities and at affordable prices as compared to carbon fibers, glass fibers or high tenacity yarns and aramids which are costlier as well as have scarce sources.

5

The production speed for making staple fiber nonwoven fabrics is much faster (100 to 400 yards per minute) than woven fabrics (0.5 to 6 yards per minute) and knit fabrics (2 to 16 yards per minute). Because of the higher speeds and reduction of steps, the production cost of nonwoven fabrics is very less.

6

In the wake of pandemic the demand for nonwovens have increased as result of this every major player is increasing capacity for nonwovens



Financial Overview

Last Five Quarter Performance

In ₹ Cr

In ₹ Cr.	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23	Q2FY23
Sales	14.69	20.64	29.99	4.90	19.02	25.39
Other Income	0.26	0.36	0.00	-0.04	0.24	0.42
Total Income	14.95	20.99	30.00	4.87	19.26	25.81
Expenses	12.87	18.45	27.59	10.27	16.22	22.97
EBITDA	2.08	2.55	2.41	-5.40	3.03	2.84
EBITDA %	13.92%	12.13%	8.02%	-110.98%	15.75%	11.00%
Interest	0.14	0.15	0.46	0.19	0.29	0.08
Depreciation	0.69	0.69	0.68	0.72	0.55	0.55
Profit before tax	1.26	1.72	1.26	-6.31	2.20	2.21
Tax	-0.29	0.45	0.33	-2.09	0.69	0.58
Net Profit	1.54	1.27	0.93	-5.15	1.51	1.64
Net Profit %	10.32%	6.05%	3.11%	-86.69%	7.85%	6.34%
EPS in ₹	0.54	0.44	0.32	-2.51	0.52	0.57

Profit & Loss A/c

In ₹ Cr

In ₹ Cr.	FY23	FY22	FY21
Sales	66.11	95.40	107.45
Other Income	1.27	1.03	1.18
Total Income	67.38	96.43	108.63
Expenses	64.01	80.43	85.04
EBITDA	3.37	15.99	23.65
EBITDA %	5.01%	16.60%	22.01%
Interest	0.61	0	0
Depreciation	2.36	2.19	5.13
Profit before tax	0.40	13.81	18.46
Exceptional Item	0.93	0	0
Extra Ordinary Item	0	0	0
Tax	-0.23	2.47	4.09
Net Profit	-0.30	11.34	14.37
Net Profit %	-0.44%	11.80%	13.23%

Balance Sheet

In ₹ Cr

Equities & Liabilities In ₹ Cr.	FY23	FY22	FY21	Assets In ₹ Cr.	FY23	FY22	FY21
Equity	28.79	28.79	28.79	Non Current Assets			
Reserves	125.28	125.58	129.62	Fixed Assets	108.68	84.25	95.63
Net Worth	154.08	154.37	158.41	Capital Work In Progress	10.04	9.71	5.88
Non-current Liabilities				Non-current Investments	0.00	0.00	0.00
Long-term Borrowing	6.34	0.00	0.00	Other Non Current Financial Assets	0.00	0.20	0.20
Deferred Tax Liabilities	0.00	0.00	0.00	Deferred Tax Asset	1.57	1.23	0.93
Other Long Terms Liabilities	0.00	0.00	0.00	Other Non Current Assets	0.70	1.43	1.43
Long-term Provision	0.00	0.00	0.00	Total Non Current Assets	121.00	96.82	104.07
Total Non Current Liabilities	6.34	0.00	0.00	Current Assets			
Current Liabilities				Inventories	23.85	24.92	22.68
Short-term Borrowings	0.00	0.00	0.00	Trade Receivables	8.20	23.78	22.73
Trade Payables	8.25	6.18	6.83	Investments	0.00	0.00	0.00
Other Current Financial Liabilities	0.00	0.10	0.10	Cash & Bank Balance	4.92	6.48	6.85
Other Current Liabilities	0.14	0.12	0.30	Advances	0.00	0.00	0.75
Short-term Provision	0.00	0.00	0.00	Other Current Financial Assets	0.00	0.00	0.00
Total Current Liabilities	8.39	6.40	7.23	Current Tax Assets (Net)	0.61	0.26	0.2
Total Liabilities	168.80	160.77	165.64	Other Current Assets	10.23	8.51	8.36
				Total Current Assets	47.81	63.95	61.57
				Total Assets	168.80	160.77	165.64

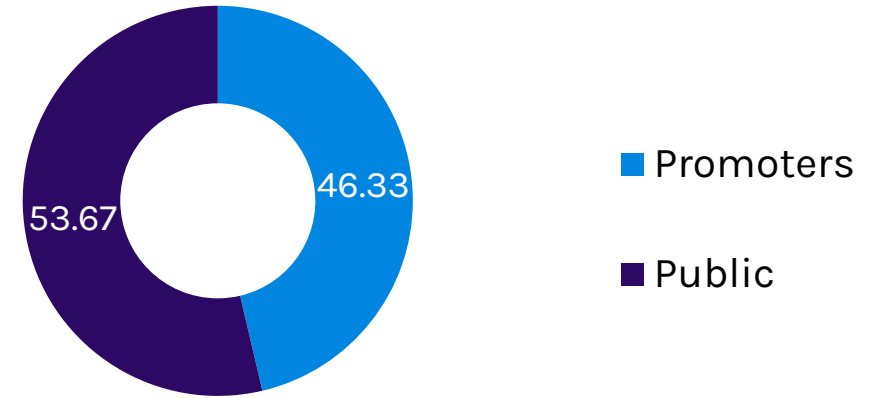
As on 05-02-2024

As on 31-12-2023

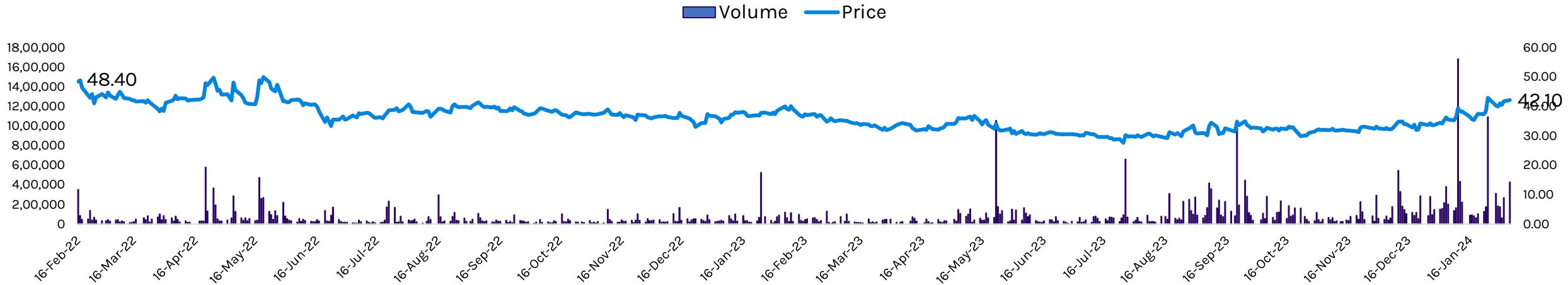
NSE: FIBERWEB BSE: 507910 ISIN:INE296C01020

Shareholding Pattern

Share Price (₹)	42.10
Market Capitalization (₹ Cr)	112.08
No. of Shares Outstanding (Cr)	2.88
Face Value (₹)	10.00
52 week High-Low (₹)	45.25/27.05



Share Performance From 16-02-2022 Till Date



Source: NSE



Kiran, Gr. Floor, 128 Bhaudaji Road,
Matunga, Mumbai-400 019
Email: fiberweb@fiberwebindia.com
Phone: +91-22 2404 4876
Website: www.fiberwebindia.com



713-B, Lodha Supremus II, Wagle Estate,
Thane West - 400 604.
Email: info@kirinadvisors.com
Phone: 022 4100 2455
Website: www.kirinadvisors.com

Thank You