



# FILATEX INDIA LIMITED

CIN No.L17119DN1990PLC000091

FIL/SE/2021-22/08  
22<sup>nd</sup> April, 2021

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 & FY21**

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 & FY21 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

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# FILATEX INDIA LIMITED

Investor  
Presentation  
Q4 & FY21

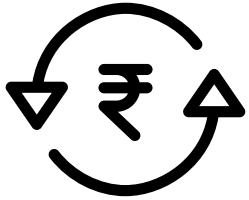
**April 2021**

*Refer to disclaimer at end*

# Q4 & FY21 Highlights



The Company has achieved its highest ever quarterly EBIDTA of Rs. 188.7 crores and EBITDA margin of 22.1%



Utilization of surplus cash to reduce debt in FY21 has helped the Company achieve a Net Debt-Equity ratio of 0.72



The Board has recommended a final dividend of 20% for the FY2021 subject to approval of the Members of the Company in the next Annual General Meeting.

# Key Message



## Madhu Sudhan Bhageria

Chairman & Managing Director

“

We are pleased to announce that we have surpassed our peak quarterly EBIDTA and achieved a new high EBIDTA of Rs. 188.7 crores in Q4FY21 with improved margins of 22.1% as against 9.3% in Q4FY20. Continuing the trend from Q3FY21, the prices and margins remained strong in the domestic market. Firm demand along with nearly full capacity utilization of value-added product contributed to the improvement in margins.

Commissioning activities for our 30 MW captive power plant at our Dahej unit have started. Despite facing manpower constraints due to the second wave of Covid in India, we are aiming to commission the power plant this month. The annual impact of savings in energy costs will be in the magnitude of Rs. 45 crores.

This was a challenging year for everybody, and I am humbled of the perseverance, commitment and fortitude showcased by the Filatex family over the last 12 months of uncertainty and turbulence amidst the COVID pandemic.

”

# 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

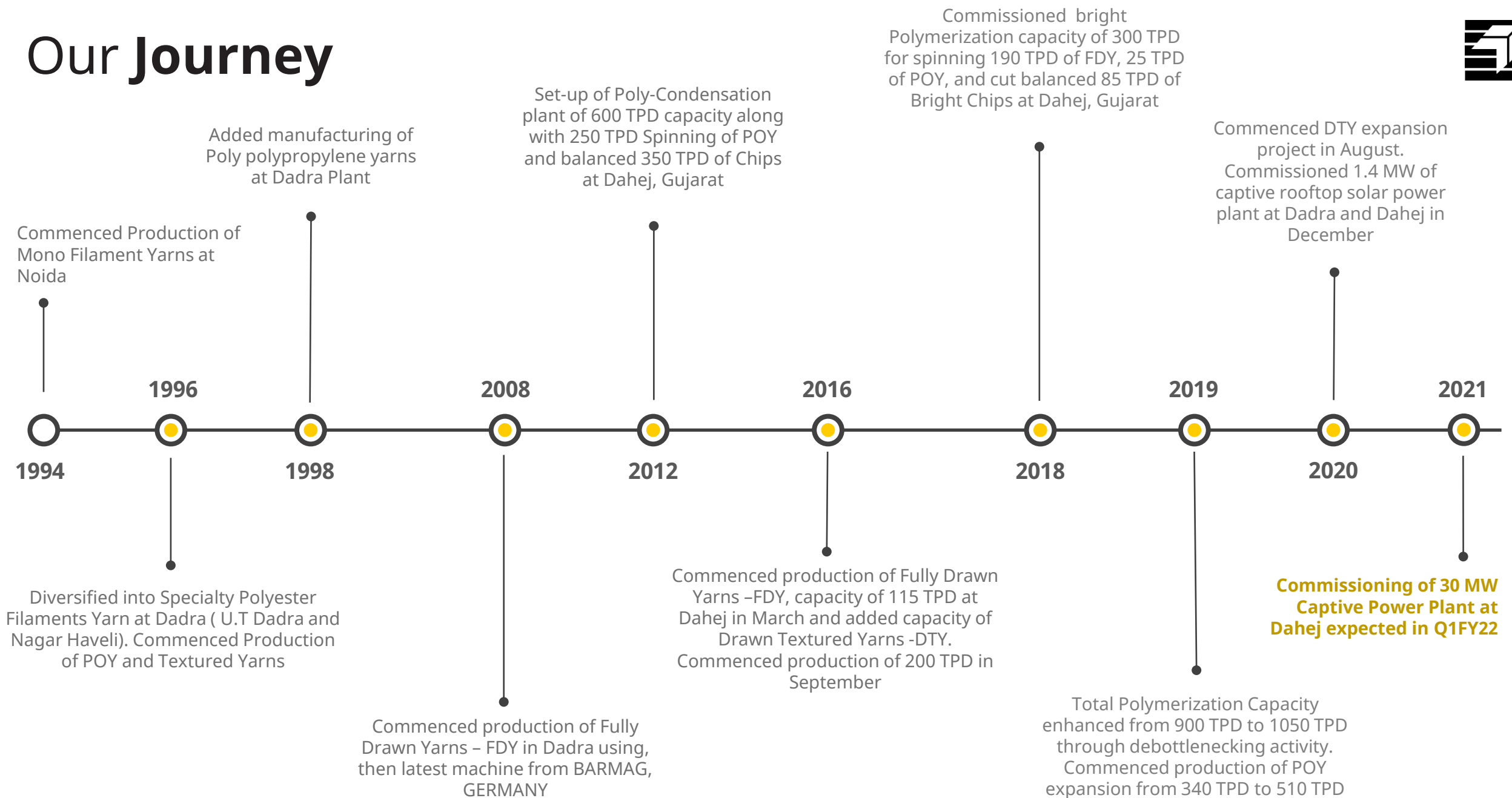


**383,000**

Tonnes Per Annum  
Production Capacity  
(2019-2020)



# Our Journey



# Global Presence



**Corporate Office**  
New Delhi

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

**Marketing Office**  
New Delhi  
Surat  
Mumbai

**45+**

Countries to which products are exported

**~24%**

Drawn Texturizing Yarn (DTY) Production exported

**~11%**

Export's contribution to Revenues in FY21

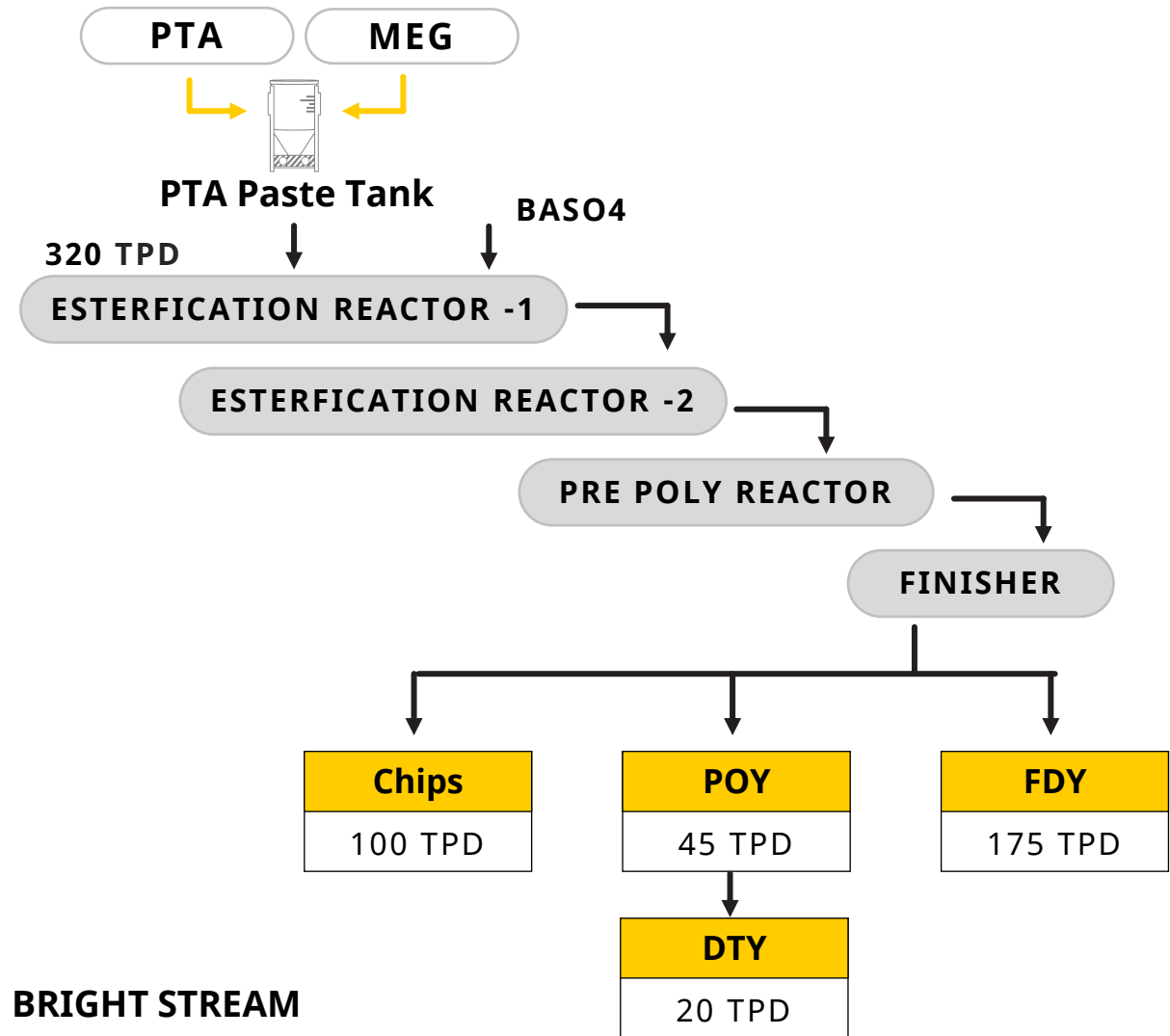
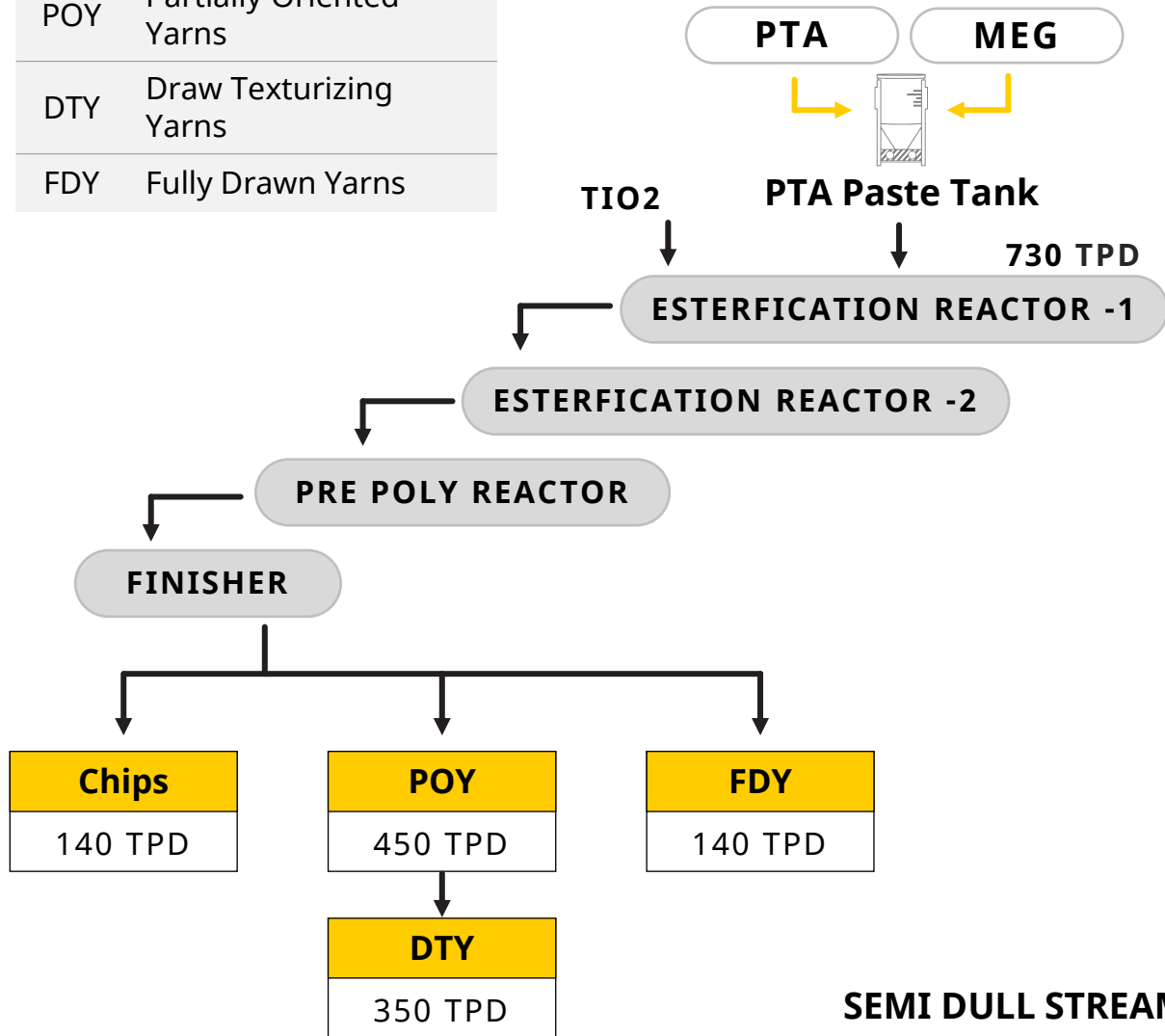
**383,000**

Total Production Capacity (MTPA) FY21

# Production Process Flow (Dahej)



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





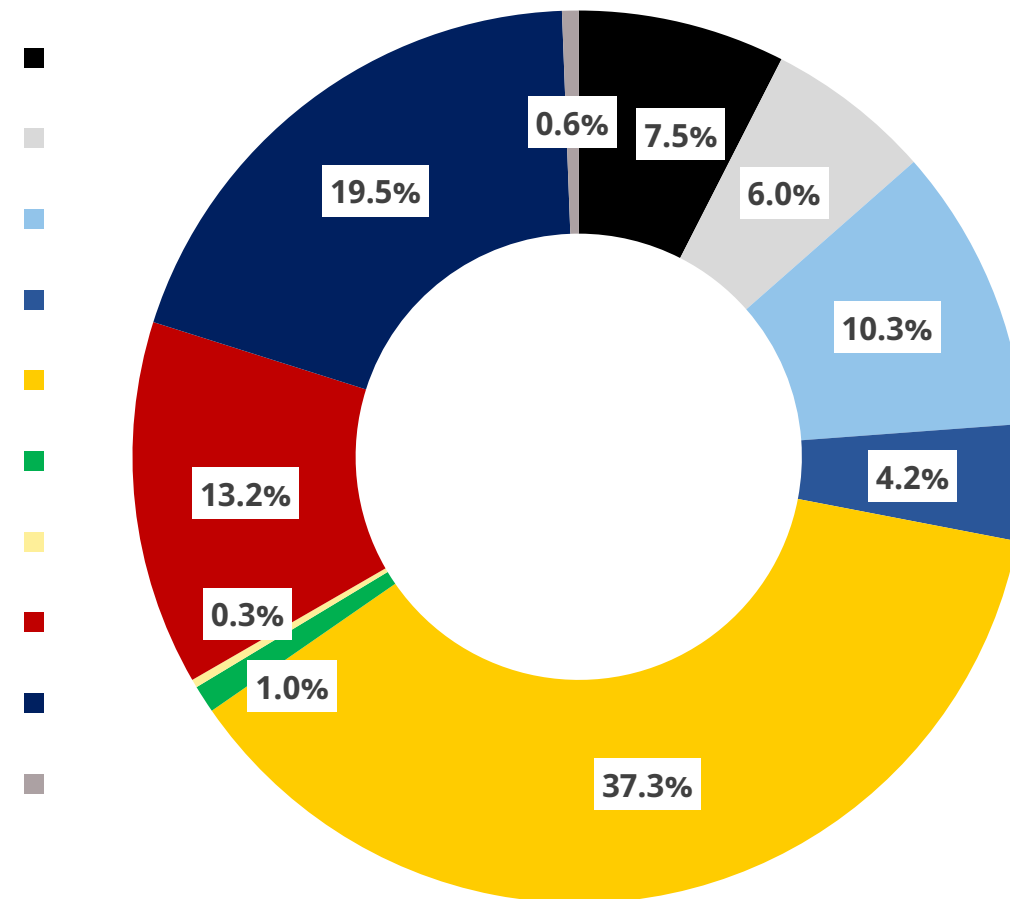
# Production Capacities



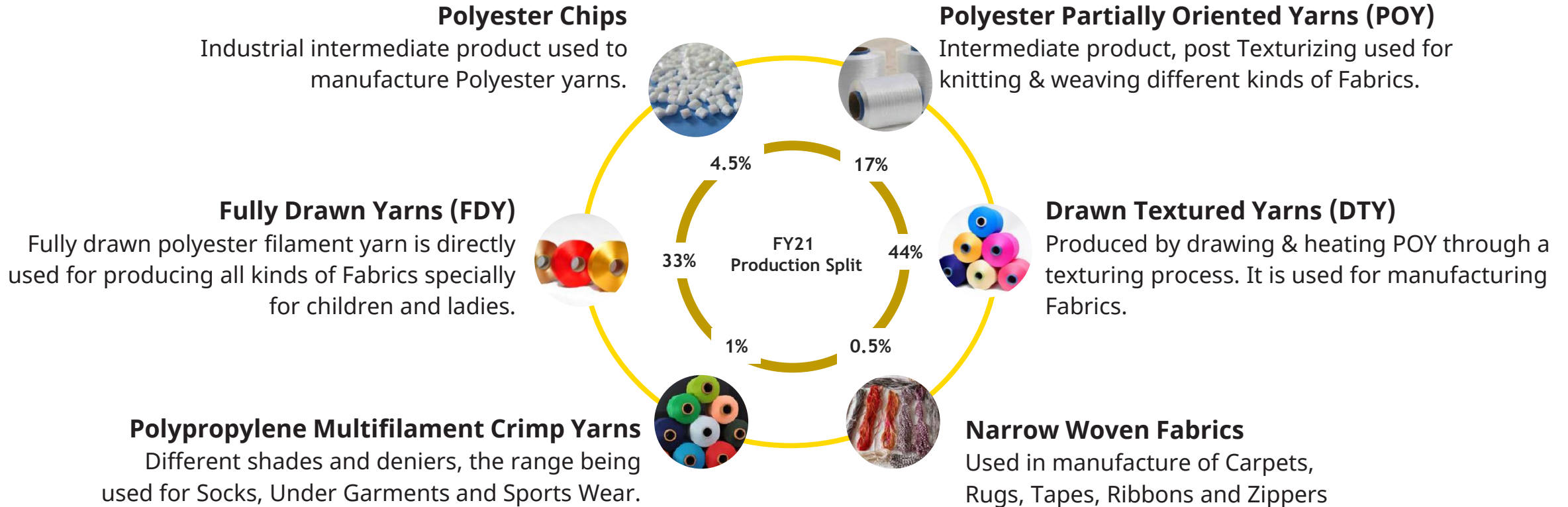
## PRODUCTION CAPACITIES | FY 2020-21

| Products (MTPA)             | Production      | Captive         | Net             | %age        |
|-----------------------------|-----------------|-----------------|-----------------|-------------|
| Polyester Chips - Semi Dull | 50,400          | 21,600          | <b>28,800</b>   | 7.5%        |
| Polyester Chips - Bright    | 36,000          | 13,000          | <b>23,000</b>   | 6.0%        |
| Polyester POY - Semi Dull   | 1,83,600        | 1,44,000        | <b>39,600</b>   | 10.3%       |
| Polyester POY - Bright      | 16,200          | 0               | <b>16,200</b>   | 4.2%        |
| Polyester DTY               | 1,44,000        | 1200            | <b>1,42,800</b> | 37.3%       |
| Polypropylene DTY           | 4,000           | 0               | <b>4,000</b>    | 1.0%        |
| Polypropylene POY           | 5,000           | 4,000           | <b>1,000</b>    | 0.3%        |
| Polyester FDY - Semi Dull   | 50,400          | 0               | <b>50,400</b>   | 13.2%       |
| Polyester FDY - Bright      | 76,000          | 1,200           | <b>74,800</b>   | 19.5%       |
| Narrow Woven Fabrics        | 2,400           | 0               | <b>2,400</b>    | 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)



# Our Products



## SPECIALITY PRODUCTS

**Filigree**  
*Used in sheer curtains, shirting, suiting, scarves etc*

**Ocean**  
*Used in fancy knitwear, sheer curtains, frills for dresses*

**Chubby Yarn**  
*Used in fancy knitwear, tee shirts & upholstery*

**Cotsion**  
*Used in suiting & shirting, fancy knitwear, t-shirts & upholstery*

**Soie FIL**  
*Used in upholstery, jackets & suits, etc*

**Flexi FIL**  
*Used in sofa covers and car seat covers*

# 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.



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

- Developing technology for recycling of Polyester waste. Developed **a pilot plant** adopting Glycolysis process and 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

- Engaged in a wide variety of social causes with a prime focus on programmes such as **Education, Health & Women Empowerment**



## 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

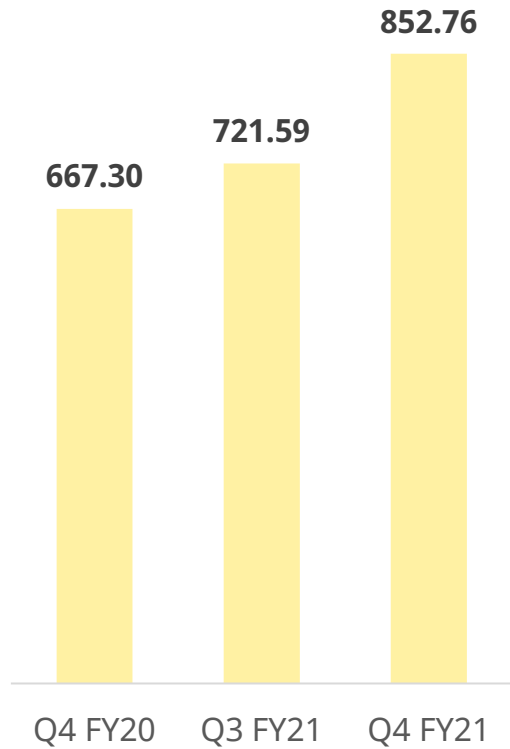
- Comprehensive **policy framework & robust systems**
- Internal & external audit to ensure compliance and **improve quality and standards** of reporting



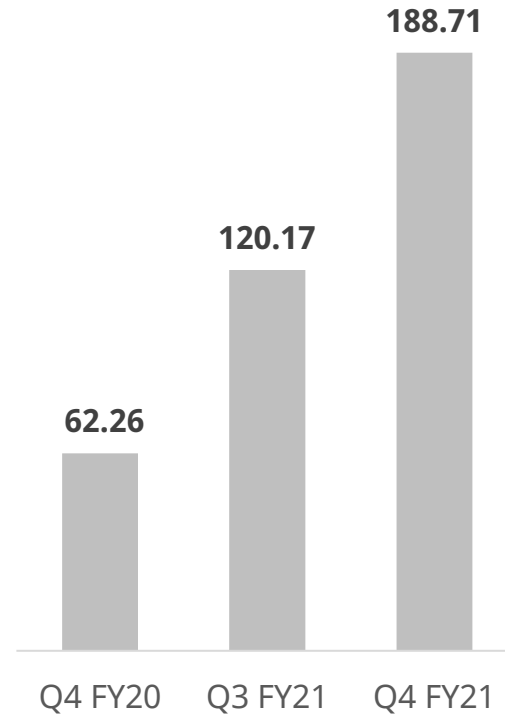
**Q4 & FY21**

**PERFORMANCE HIGHLIGHTS**

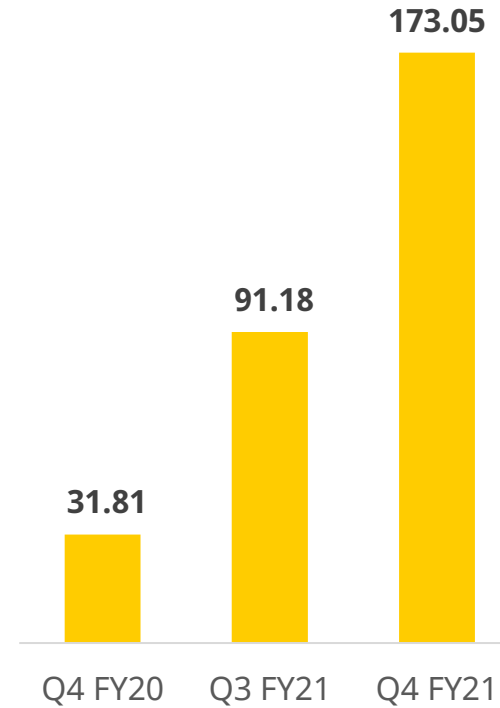
# Quarterly Results (QoQ & YoY)



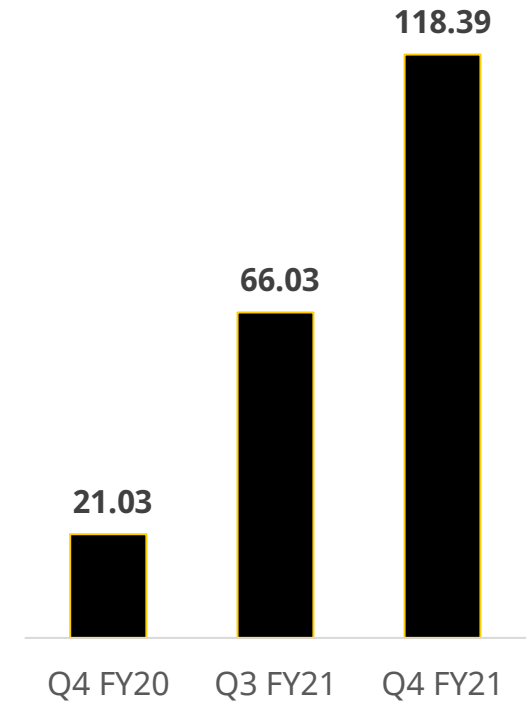
**Revenue**  
(₹ in Crore)



**EBIDTA**  
(₹ in Crore)

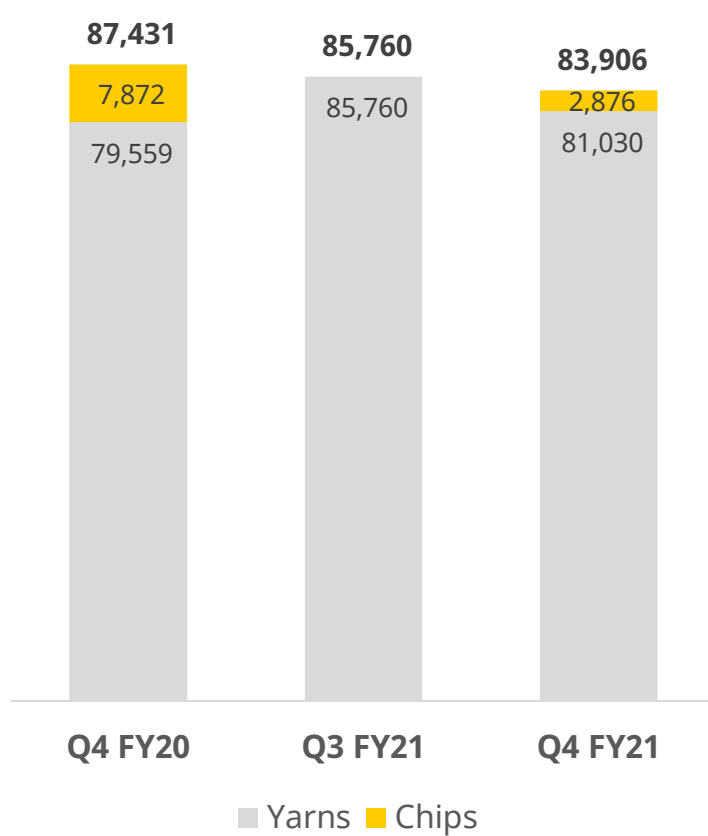


**PBT**  
(₹ in Crore)

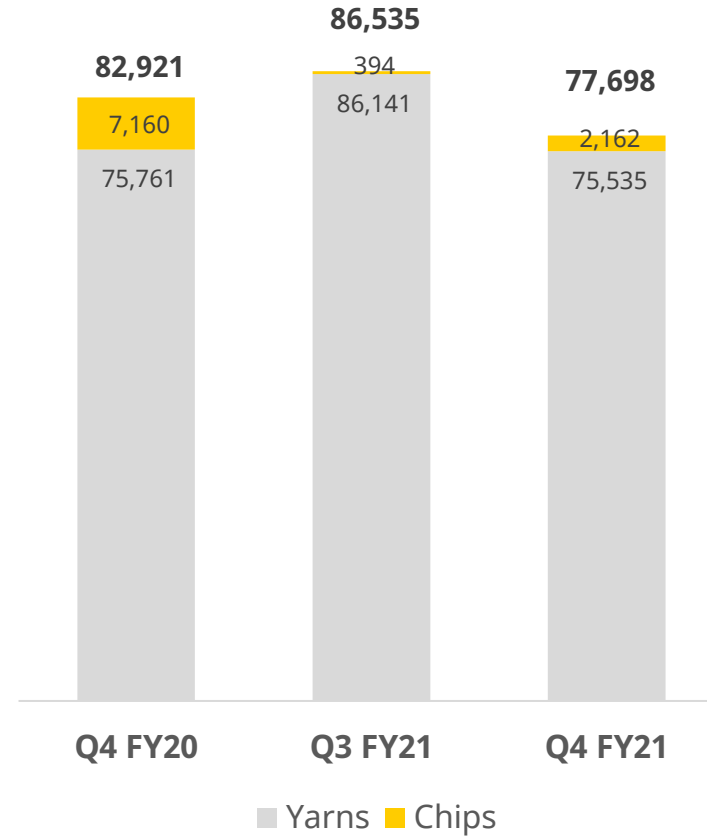


**PAT**  
(₹ in Crore)

# Quarterly Production & Sales (QoQ & YoY)

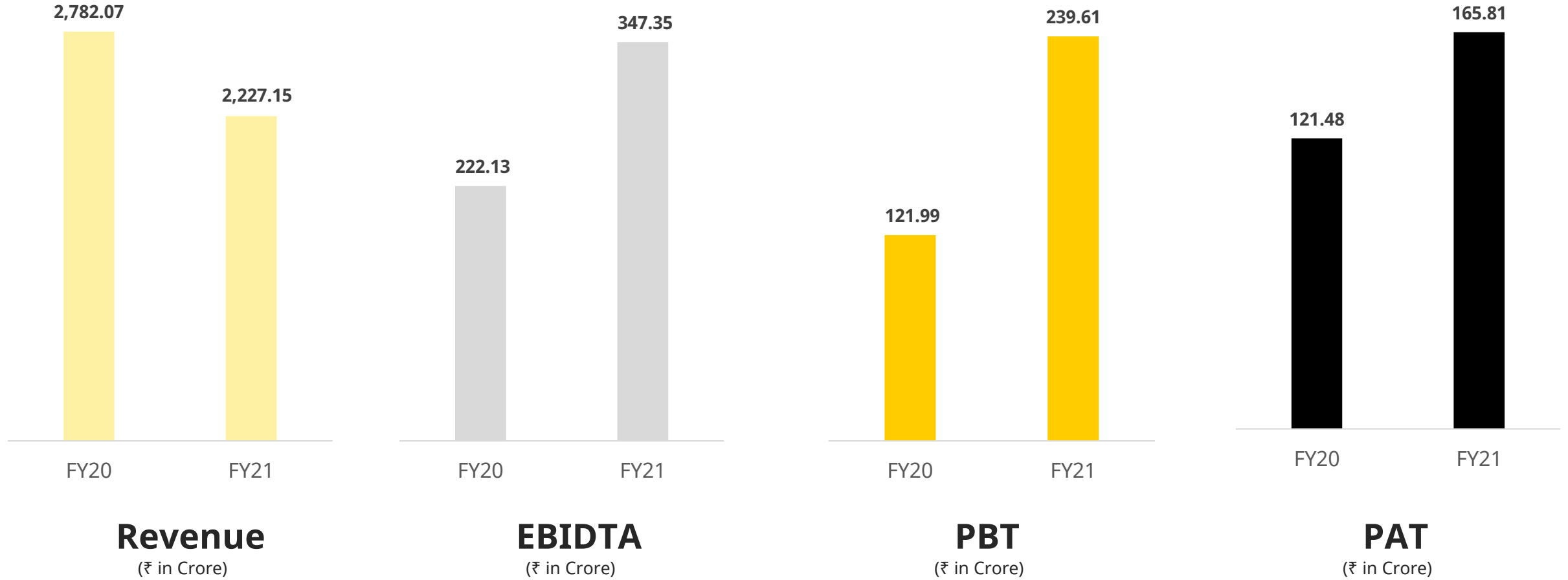


**Total Production**  
(MTPA)



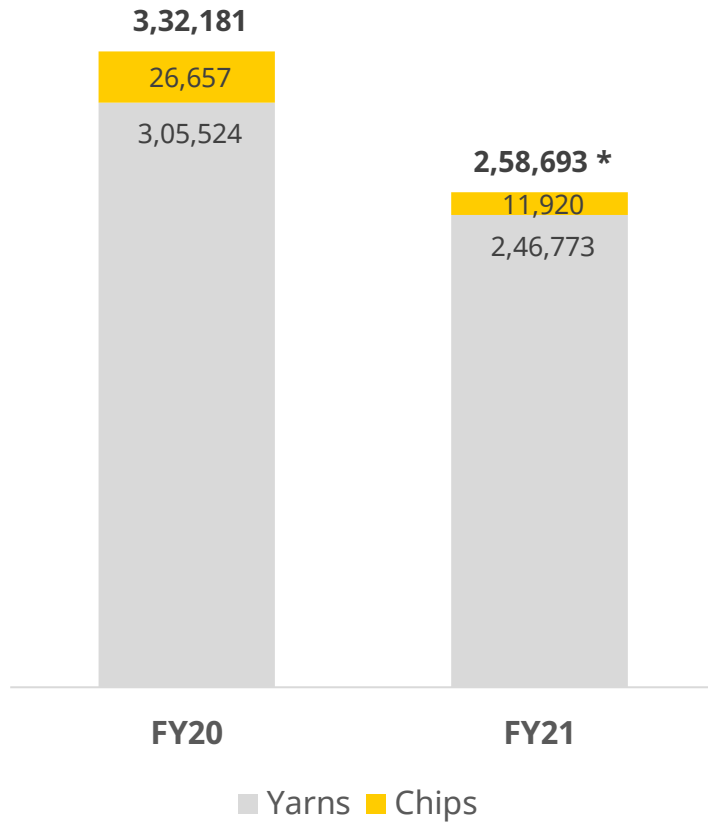
**Total Sales**  
(MTPA)

# FY21 Results (YoY)

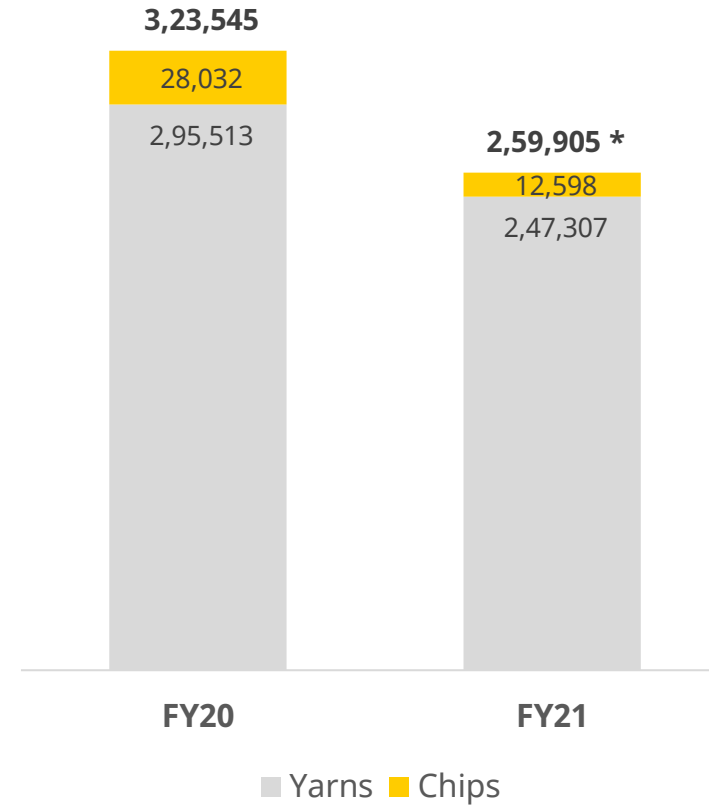




# FY21 Production & Sales (YoY)



**Total Production**  
(MT)



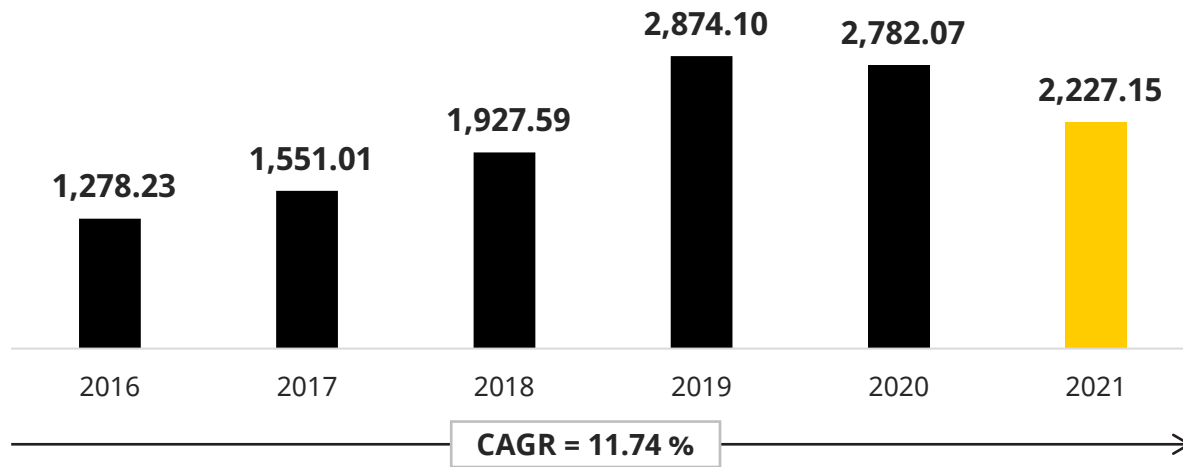
**Total Sales**  
(MT)

\*Due to national lockdown and COVID-19 restrictions, the plants were shut for almost 8 weeks and upon resumption, were permitted to operate at an initial capacity of 30%. With a gradual increase in production, the company has finally achieved yarn capacity utilization exceeding 90% in September 2020.

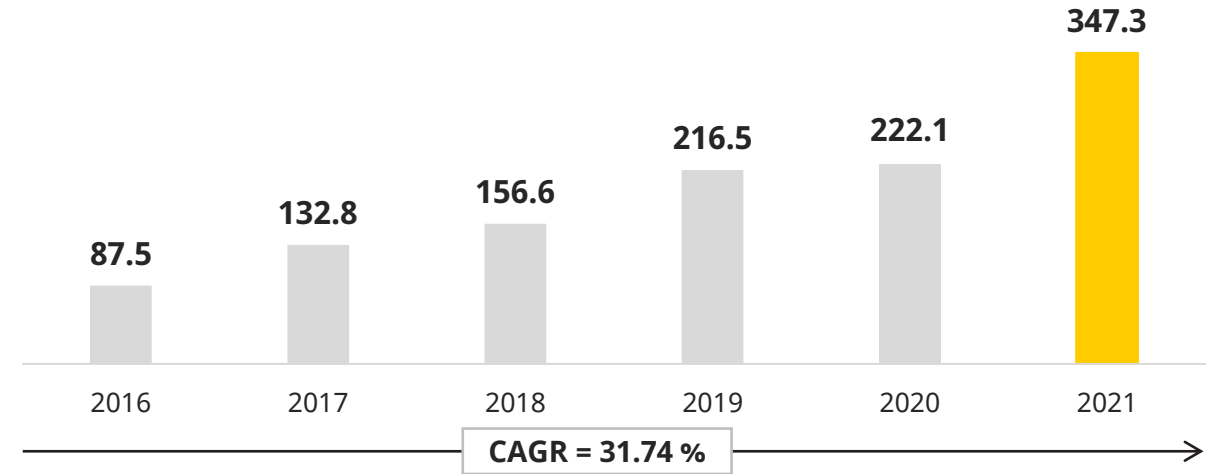
# Our Growth



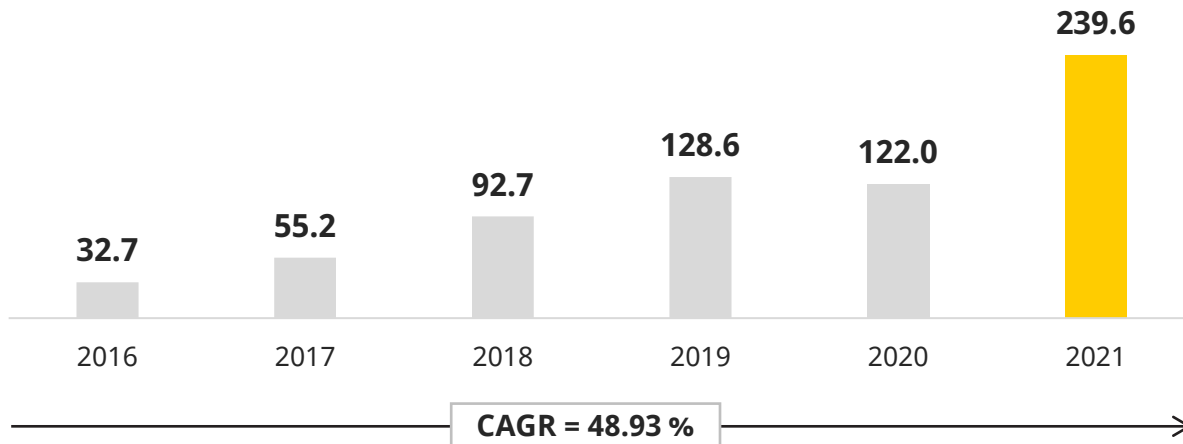
### Net Revenue (₹ in Crore)



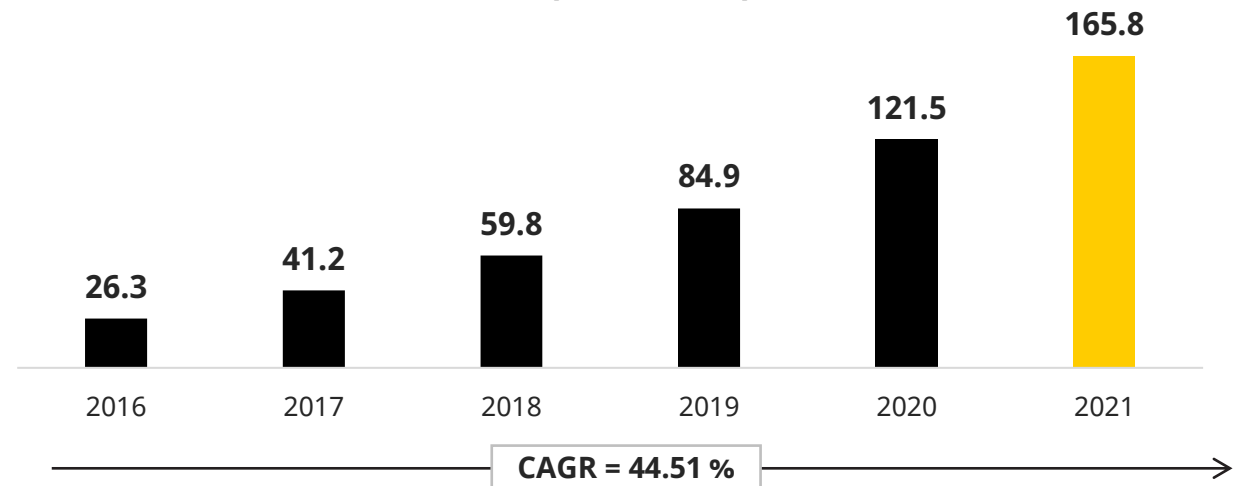
### EBIDTA (₹ in Crore)



### PBT (₹ in Crore)



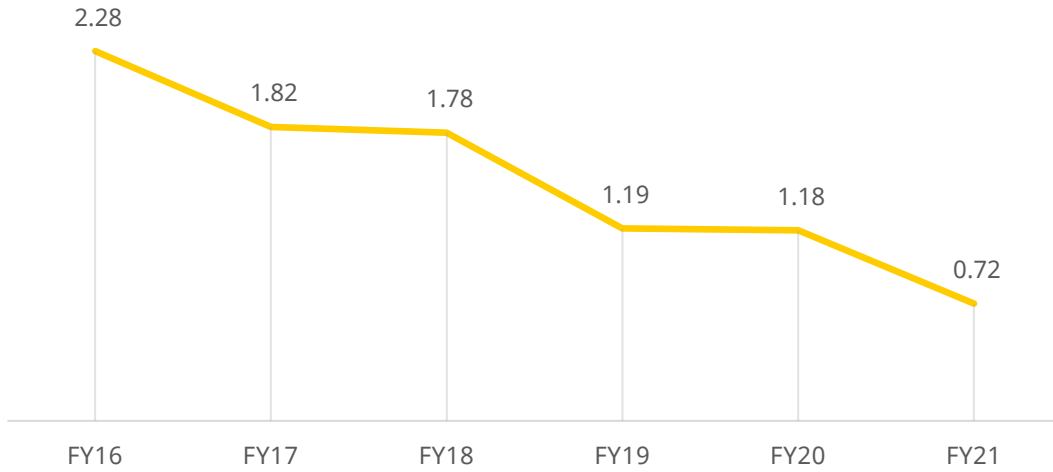
### PAT (₹ in Crore)



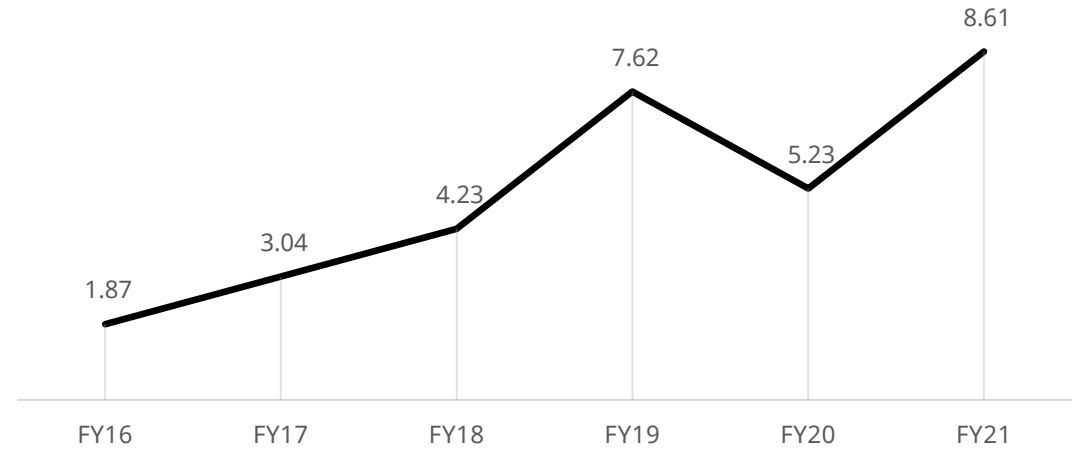
# Our Ratios



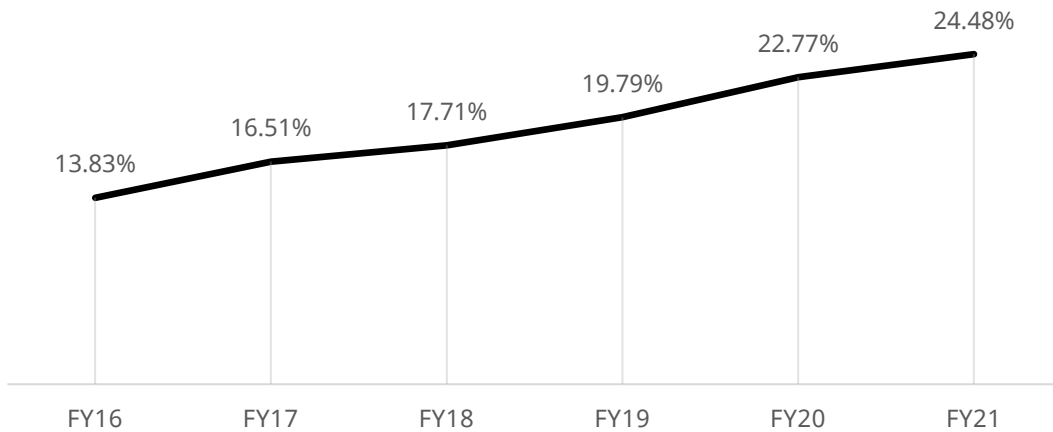
### Net Debt Equity Ratio



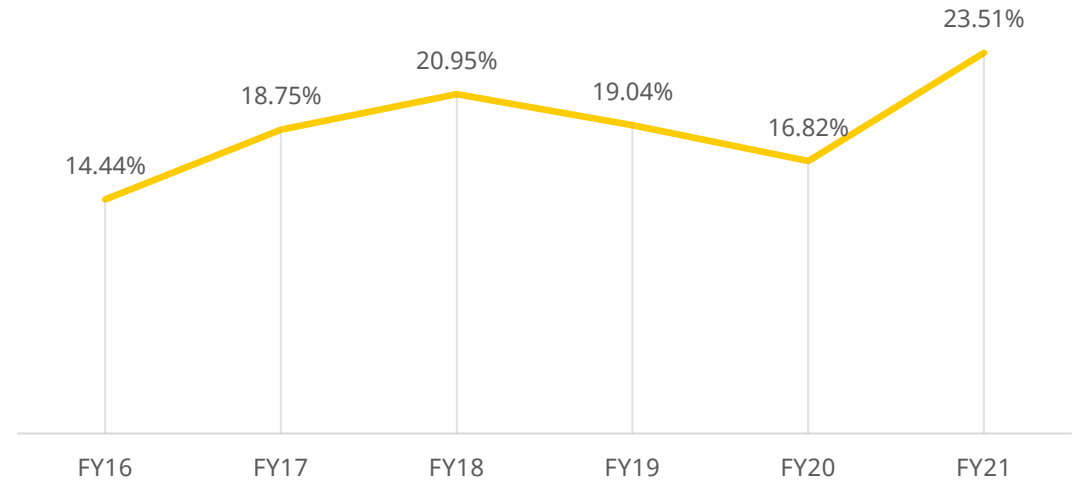
### Interest Coverage Ratio\*



### Return on Equity



### Return on Capital Employed#



\* Interest on Term Loan considered only

# Capital Employed is calculated based on the quarter in which the projects were capitalized

# Profit & Loss | Q4 FY21



| (INR in Crore) <sup>1</sup>                      | Q4 FY21       | Q3 FY21       | QoQ %        | Q4 FY20       | YoY %         |
|--|---------------|---------------|--------------|---------------|---------------|
| Net Revenue from operations (Net of Taxes)       | 852.76        | 721.59        | 18.18        | 667.30        | 27.79         |
| Other income                                     | 5.40          | 1.80          | 199.78       | 5.86          | (7.92)        |
| <b>Total Revenue</b>                             | <b>858.16</b> | <b>723.39</b> | <b>18.63</b> | <b>673.16</b> | <b>27.48</b>  |
| <b>Total Expenses</b>                            | <b>685.11</b> | <b>632.21</b> | <b>8.37</b>  | <b>641.36</b> | <b>6.82</b>   |
| Cost of materials consumed                       | 633.56        | 500.12        | 26.68        | 543.48        | 16.57         |
| Changes in inventories                           | (70.92)       | 4.87          | (1,556.26)   | (23.20)       | (205.69)      |
| Employee benefits expense                        | 21.56         | 20.81         | 3.61         | 19.83         | 8.72          |
| Finance cost                                     | 6.14          | 16.02         | (61.69)      | 22.24         | (72.41)       |
| Depreciation and amortization expense            | 14.92         | 14.77         | 1.03         | 14.07         | 6.06          |
| Other expenses                                   | 79.85         | 75.62         | 5.59         | 64.94         | 22.95         |
| <b>Profit before exceptional items &amp; tax</b> | <b>173.05</b> | <b>91.18</b>  | <b>89.79</b> | <b>31.80</b>  | <b>444.18</b> |
| Exceptional Items                                | -             | -             |              | -             | -             |
| <b>Profit before tax</b>                         | <b>173.05</b> | <b>91.18</b>  | <b>89.79</b> | <b>31.80</b>  | <b>444.18</b> |
| Tax expense                                      | 54.66         | 25.14         | 117.44       | 10.77         | 407.56        |
| <b>Net profit/(loss) after tax</b>               | <b>118.39</b> | <b>66.04</b>  | <b>79.26</b> | <b>21.03</b>  | <b>462.96</b> |

# Profit & Loss | FY21



| (INR in Crore)                                   | FY21            | FY20            | YoY %          |
|--|-----------------|-----------------|----------------|
| Net Revenue from operations (Net of Taxes)       | 2,227.15        | 2,782.07        | (19.95)        |
| Other income                                     | 9.45            | 12.42           | (23.88)        |
| <b>Total Revenue</b>                             | <b>2,236.60</b> | <b>2,794.49</b> | <b>(19.96)</b> |
| <b>Total Expenses</b>                            | <b>1,996.99</b> | <b>2,672.50</b> | <b>(25.28)</b> |
| Cost of materials consumed                       | 1,602.33        | 2,255.60        | (28.96)        |
| Changes in inventories                           | (24.11)         | (41.60)         | 42.04          |
| Employee benefits expense                        | 67.14           | 74.66           | (10.07)        |
| Finance cost                                     | 58.81           | 61.29           | (4.05)         |
| Depreciation and amortization expense            | 58.36           | 51.27           | 13.83          |
| Other expenses                                   | 234.46          | 271.28          | (13.57)        |
| <b>Profit before exceptional items &amp; tax</b> | <b>239.61</b>   | <b>121.99</b>   | <b>96.43</b>   |
| Exceptional Items                                | -               | -               | -              |
| <b>Profit before tax</b>                         | <b>239.61</b>   | <b>121.99</b>   | <b>96.43</b>   |
| Tax expense                                      | 73.80           | 0.51*           | 14,370.08      |
| <b>Net profit/(loss) after tax</b>               | <b>165.81</b>   | <b>121.48</b>   | <b>36.50</b>   |

\* 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.

# Balance Sheet - Assets | FY21



| (INR in Crore)                            | 2016-17        | 2017-18        | 2018-19        | 2019-20        | 2020-21       |
|---|----------------|----------------|----------------|----------------|---------------|
| <b>Non-Current Assets</b>                 | <b>665.9</b>   | <b>962.0</b>   | <b>1,017.8</b> | <b>1,217.0</b> | <b>1274.6</b> |
| Property, plant and equipment             | 628.4          | 944.5          | 927.9          | 1,115.3        | 1094.4        |
| Capital work-in-progress                  | 5.7            | 6.4            | 71.5           | 66.5           | 169.9         |
| Other Intangible Assets                   | 0.2            | 0.4            | 0.7            | 0.7            | 0.8           |
| Financial Assets                          |                |                |                |                |               |
| Investments                               | 0.1            | -              | 0.0            | 0.0            | 0.0           |
| Loans and Advances                        | 0.1            | 0.7            | 0.7            | 5.3            | 1.1           |
| Other non-current assets                  | 29.7           | 9.2            | 16.6           | 28.8           | 7.5           |
| Tax Assets                                | 1.8            | 0.8            | 0.4            | 0.4            | 0.9           |
| <b>Current Assets</b>                     | <b>386.5</b>   | <b>462.0</b>   | <b>397.6</b>   | <b>404.4</b>   | <b>524.6</b>  |
| Inventories                               | 149.1          | 193.7          | 172.7          | 171.7          | 254.4         |
| Financial Assets                          |                |                |                |                |               |
| Trade receivables                         | 199.4          | 170.5          | 98.7           | 118.6          | 121.7         |
| Cash and cash equivalents                 | 14.8           | 25.6           | 44.2           | 21.8           | 36.1          |
| Loans and Advances                        | 0.5            | 0.6            | 1.0            | 1.6            | 0.4           |
| Other Financial Assets                    | 0.9            | 4.2            | 12.5           | 16.9           | 10.9          |
| Other current assets                      | 21.7           | 67.5           | 68.5           | 73.8           | 101.1         |
| <b>Assets classified as held for Sale</b> | <b>6.9</b>     | <b>13.4</b>    | <b>-</b>       | <b>-</b>       | <b>7.2</b>    |
| <b>TOTAL ASSETS</b>                       | <b>1,059.4</b> | <b>1,437.5</b> | <b>1,415.4</b> | <b>1,621.4</b> | <b>1806.4</b> |

# Balance Sheet – Equity & Liabilities | FY21



| (INR in Crore)   | 2016-17        | 2017-18        | 2018-19        | 2019-20       | 2020-21       |
|--|----------------|----------------|----------------|---------------|---------------|
| <b>EQUITY</b>  | <b>325.0</b>   | <b>385.4</b>   | <b>472.1</b>   | <b>594.9</b>  | <b>762.5</b>  |
| Equity Share capital   | 43.5           | 43.5           | 43.5           | 43.9          | 44.2          |
| Other equity   | 281.5          | 341.9          | 428.6          | 551.0         | 718.3         |
| Money received against share warrants  | -              | -              | -              | -             | -             |
| <b>LIABILITIES</b>   | <b>733.9</b>   | <b>1,049.7</b> | <b>943.3</b>   | <b>1026.5</b> | <b>1037.9</b> |
| <b>Non-Current Liabilities</b>   | <b>386.2</b>   | <b>614.8</b>   | <b>574.6</b>   | <b>686.9</b>  | <b>646.1</b>  |
| Financial liabilities  |                |                |                |               |               |
| Borrowings   | 336.4          | 541.6          | 476.8          | 611.5         | 536.0         |
| Other financial liabilities  | -              | 7.2            | 9.1            | 4.4           | 5.8           |
| Provisions   | 5.6            | 5.2            | 6.0            | 7.2           | 7.7           |
| Deferred tax liabilities   | 27.8           | 41.2           | 58.8           | 37.8          | 71.8          |
| Other Non-Current Liabilities  | 16.4           | 19.7           | 23.9           | 26.0          | 24.8          |
| <b>Current Liabilities</b>   | <b>347.8</b>   | <b>434.9</b>   | <b>368.7</b>   | <b>339.6</b>  | <b>391.8</b>  |
| Financial liabilities  |                |                |                |               |               |
| Borrowings   | 143.5          | 98.5           | 70.2           | 57.5          | 12.9          |
| Trade Payables   | 111.3          | 224.1          | 179.0          | 186.0         | 274.3         |
| Other financial liabilities  | 55.4           | 102.7          | 89.0           | 80.7          | 93.9          |
| Provisions   | 1.3            | 2.3            | 2.8            | 3.1           | 3.5           |
| Other Current Liabilities  | 36.3           | 6.2            | 25.6           | 11.9          | 7.2           |
| Income Tax Liabilities (net)   | -              | 1.1            | 2.1            | 0.4           | -             |
| <b>Liabilities Directly associated with assets classified as held for sale</b> | <b>0.4</b>     | <b>2.4</b>     | <b>-</b>       | <b>-</b>      | <b>6.0</b>    |
| <b>TOTAL EQUITY AND LIABILITIES</b>  | <b>1,059.4</b> | <b>1,437.5</b> | <b>1,415.4</b> | <b>1621.4</b> | <b>1806.4</b> |



# GROWTH DRIVERS



# 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)

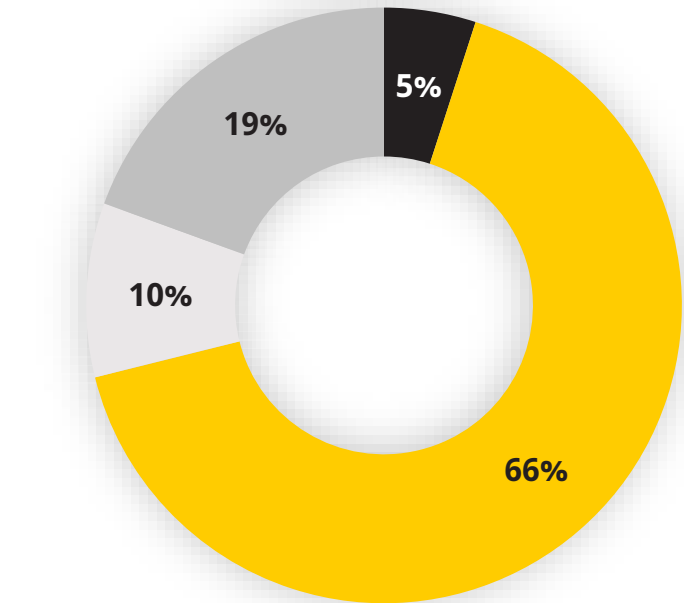
Source: DNFI

(in 1000 MT)

|                                | 2008   | %     | 2018     | %     | CAGR        | Growth |
|--------------------------------|--------|-------|----------|-------|-------------|--------|
| <b>Natural Fibres</b>          |        |       |          |       |             |        |
| <b>Raw Cotton</b>              | 23,584 | 31.40 | 26,120   | 23.47 | 1.03        | 2,536  |
| <b>Other Natural Fibres</b>    | 6,971  | 9.28  | 6,084    | 5.47  | (1.35)      | (887)  |
| <b>Total Natural</b>           | 30,555 | 40.69 | 32,204   | 28.93 | 0.53        | 1,649  |
| <b>Synthetic Fibres</b>        |        |       |          |       |             |        |
| <b>Cellulose Fibres</b>        | 3,464  | 4.61  | 6,900    | 6.20  | 7.13        | 3,436  |
| <b>Synthetic Filaments*</b>    | 25,750 | 34.29 | 49,800   | 44.74 | <b>6.82</b> | 24,050 |
| <b>Synthetic Staple Fibres</b> | 15,331 | 20.41 | 22,400   | 20.13 | 3.86        | 7,069  |
| <b>Total Synthetic</b>         | 44,545 | 59.31 | 79,100   | 71.07 | 5.91        | 34,555 |
| <b>Total Fibres</b>            | 75,100 | 100%  | 1,11,304 | 100%  | 4.01        | 36,204 |

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



- Natural Fibres
- Synthetic Filaments\*
- Cellulose Fibres
- Synthetic Staple Fibres

\*Polyester Filaments make up 90% of Synthetic Filaments

# Growth Drivers - External



## Exports Opportunity

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

## Robust Domestic Demand

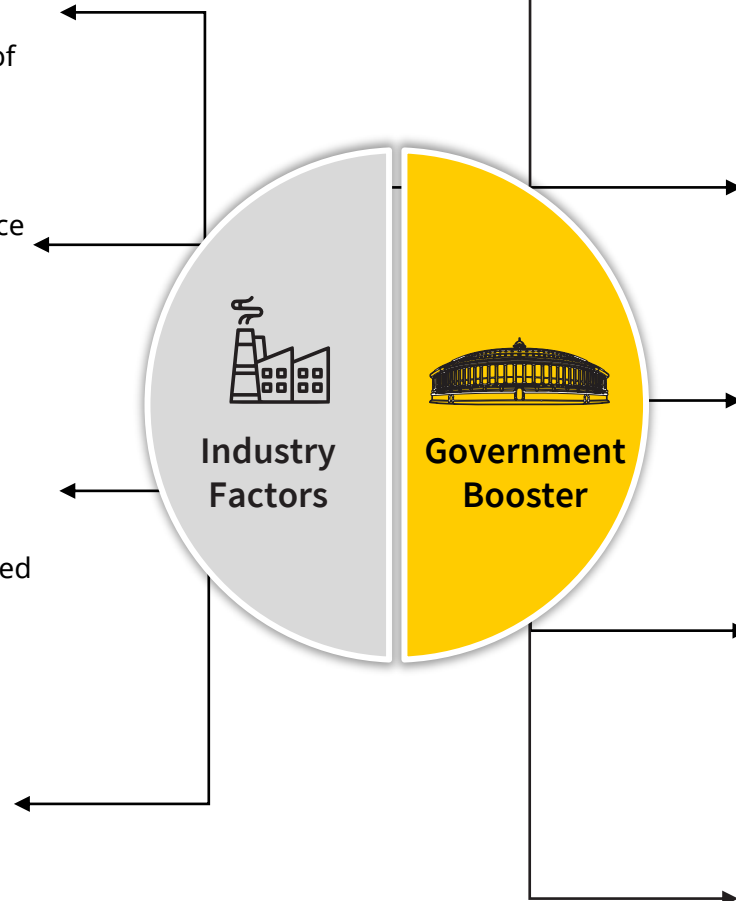
- The demand for polyester yarn has increased sharply since September 2020 because of quick and steady recovery in the textile sector

## 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

- Companies looking for alternative sourcing locations to China may increase exports to India, the 2nd largest textile player
- Rising labour costs in China
- Product offering competitive to that of China



## 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

## Production Linked Incentives (PLI)

- Government has announced production linked incentives in MMF sector which will boost demand for MMF yarn

## Value Addition Criteria

- Importers are required to provide proof of 35% value addition of goods imported through free trade agreements (FTA) to customs authorities which has helped reduce import of Chinese yarn and fabrics via Bangladesh into India

## Mega Textile Parks

- In the Budget 2021, a scheme of 7 mega investment textile parks were announced with the aim at creating world-class infrastructure for the industry

## ATUFS

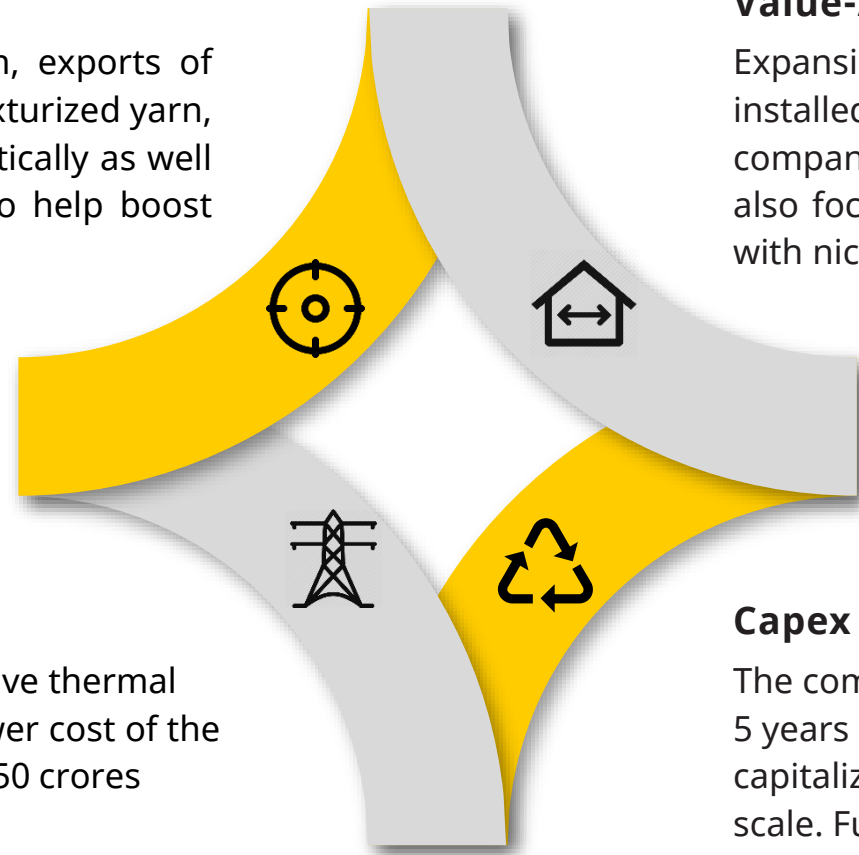
- The government would provide credit linked Capital investment subsidy (CIS) under Amended Technology Upgradation Fund Scheme (ATUFS)
- The scheme would facilitate augmenting of investment, productivity, quality, employment, exports along with import substitution in the industry

# 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 400 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 30 MW captive thermal power plant. This will help reduce the power cost of the plant in Dahej and result in savings of 45-50 crores annually.

## Capex Unfolding

The company has been expanding rapidly for the past 4-5 years in various streams and in FY22 it expects to capitalize on full capacity and benefit from economies of scale. Full effect of debottlenecking.

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