



Fiberweb (India) Limited

Manufacturers of : Spunbond Nonwoven Fabrics

31st January 2017

Dy. General Manager (Corporate Relation Dept.),
The Bombay Stock Exchange Ltd.,
1st Floor, New Trading Ring, Rotunda Bldg.,
P.J. Towers, Dalal Street, Fort,
MUMBAI – 400 001.

Dear Sir,

We enclose herewith a Result Update Presentation for the 3rd quarter and nine months ended Financial Year 2017 as per regulation 30 of SEBI (listing obligations & Disclosure requirements) Regulation 2015.

Kindly take note of the same.

Thanking you

Yours faithfully,
For FIBERWEB (INDIA) LIMITED

Chief Financial Officer
P.S. Krishnan

Encl: As above

Product is manufactured in the plant, where the Management system is certified for ISO 9001:2008, 14001:2004, OHSAS 18001:2007

Mumbai : "KIRAN", Ground Floor, 128, Bhaudaji Road, Matunga, Mumbai-400 019.

Phone : 91(22) 2404 4855/76/2408 2689/90 Fax : 91(22) 2404 4853

Regd. Office: Airport Road, Kadaiya, Nani Daman, (U.T.) - 396 210

& Works Phone : 91(260) 222 0766/0458/1458/1858/0958 Fax: 91(260) 2220758

E-mail : fiberweb@vsnl.net, fiberweb@fiberwebindia.com

Website : fiberwebindia.com



ISO9001:2008, 14001:2004, OHSAS 18001:2007

CIN NO. L25209DD1985PLC004694

Fiberweb (India) Limited

Q3 & 9M FY17 Result Update Presentation

January 2017



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➤ **Chairman's Message**



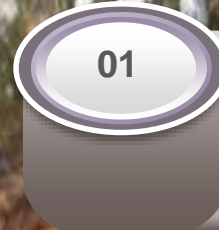
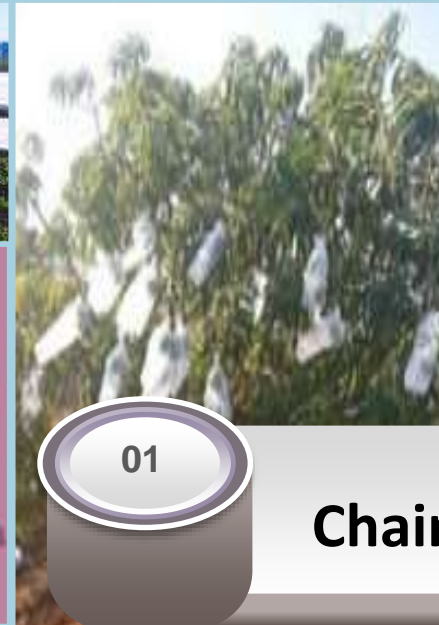
➤ **Q3 & 9M FY17 Financial Performance**



➤ **Annual Financial Highlights**

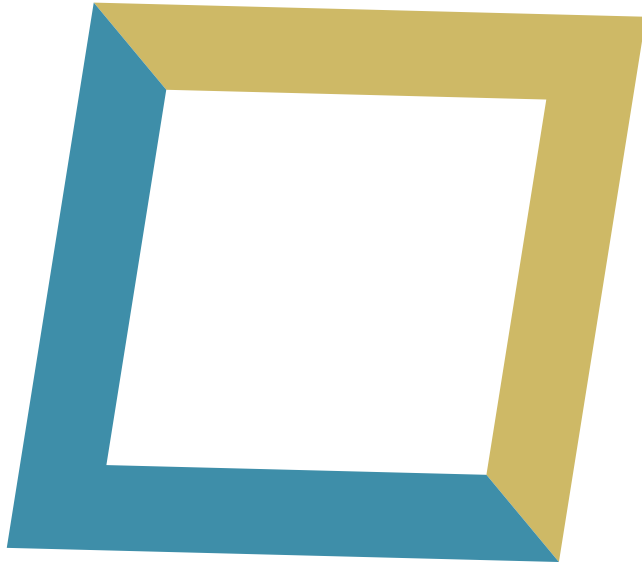


➤ **Company Overview**



Chairman's Message





Commenting on the quarterly results, Mr. Pravin Sheth, Chairman and Managing Director, Fiberweb (India) Limited said :

"This quarter we have demonstrated a strong revenue growth of over 60% and increase of over 200% in our profit.

I am very happy to share that we have been able to achieve our targeted margins on account of higher operational efficiencies and adding more high margin and value added products to our existing product portfolio. We are also working towards enhancing our existing capacity to fulfill the increasing demand that is coming for our products across geographies and from our repeat and loyal long standing customers. We will continue to strive to add more and more such value-added products, that will not only bring us growth but only increase our profit margins.

For our capacity expansion, we have planned a CAPEX of around Rs. 100 crores and are targeting to complete this expansion before Oct'17.

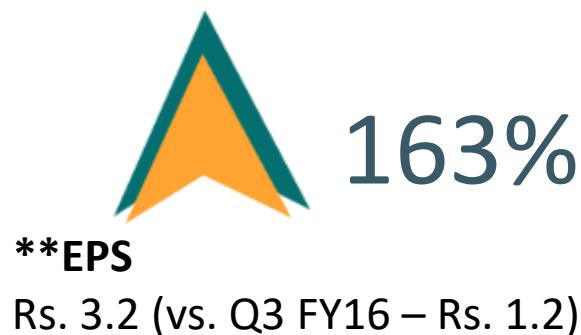
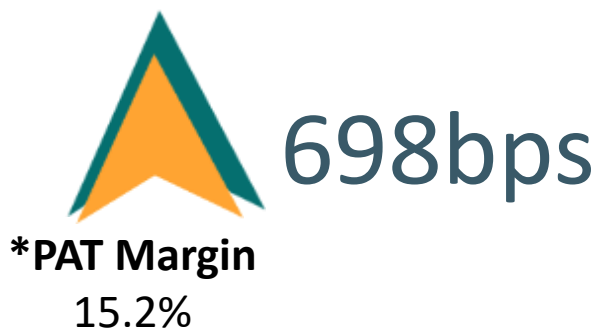
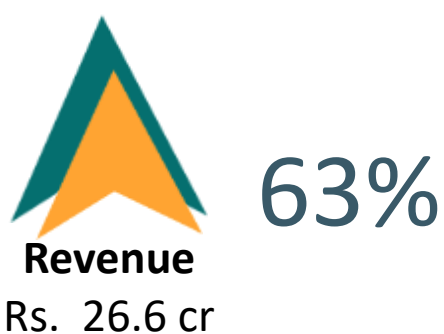
We are seeing a strong traction in demand for our products and are very excited with these new orders pouring in. Currently we have a very healthy order book of Rs. 82 Cr. and though we are completely booked until Aug'17, we are seeing a healthy increase in enquiries coming to us across the world.

I thank the entire team of 'FIBERWEB' for their untiring efforts. And would also like to thank our valued Shareholders, whose support and faith in the Company has given us the determination and ambition to go from strength to strength."

A photograph of a hospital room. The room features blue privacy curtains hanging from a track on the ceiling. A white metal cart with a mesh basket is visible in the foreground. The floor is a light-colored, polished surface. The background shows more of the room and a glass partition.

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Q3 & 9M FY17 Financial Highlights

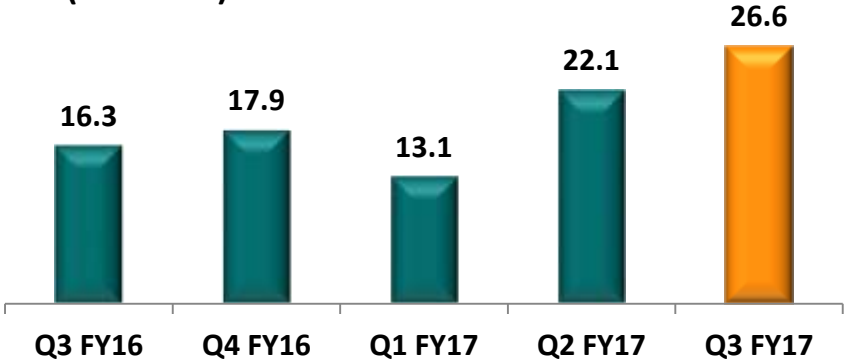


**Note:- Excluding an Extraordinary item of Rs. 2.5 Cr. for previous year*

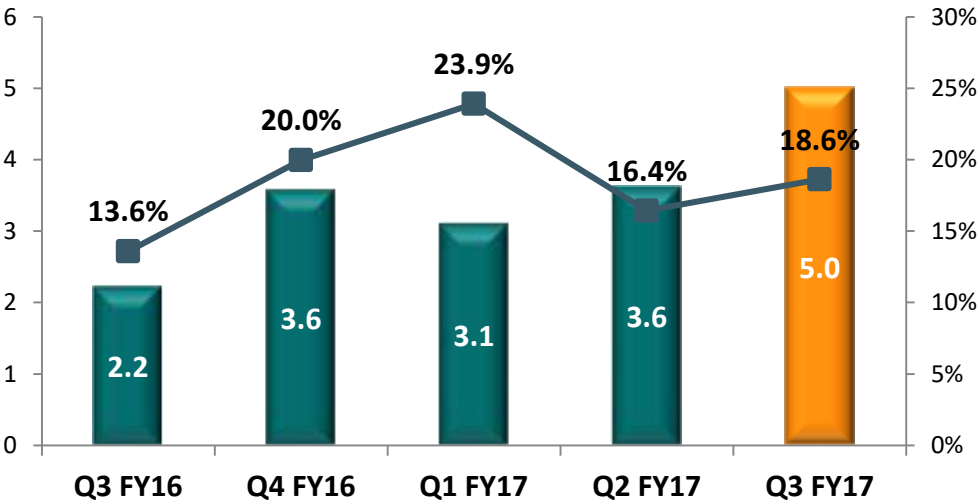
***Note:- Includes Extraordinary item of Rs. 2.5 Cr. for previous year*

Quarterly Highlights – Q3 FY17

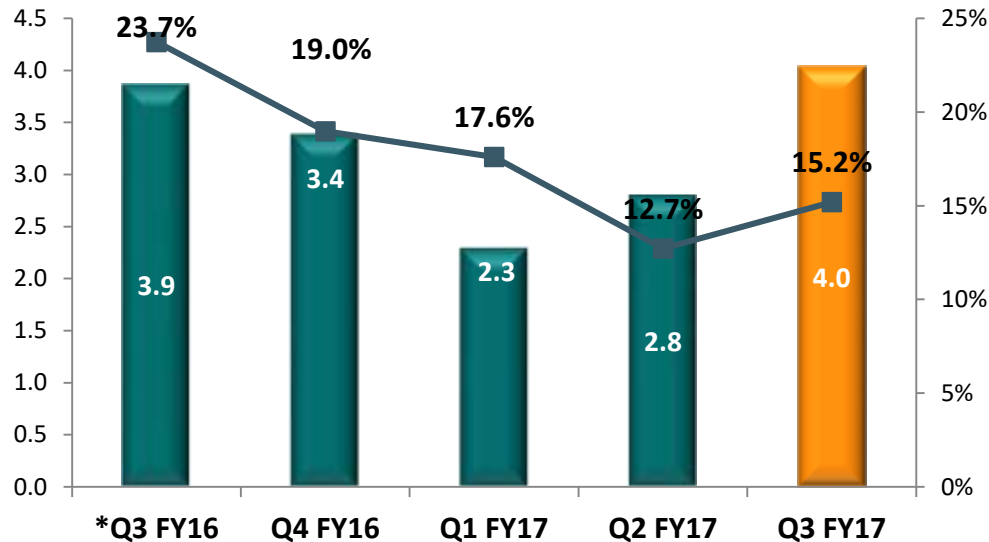
Revenue (Rs. Crore)



EBITDA (Rs. Crore) / Margin (%)

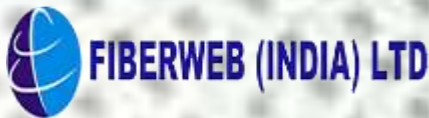


PAT (Rs. Crore) / Margin (%)

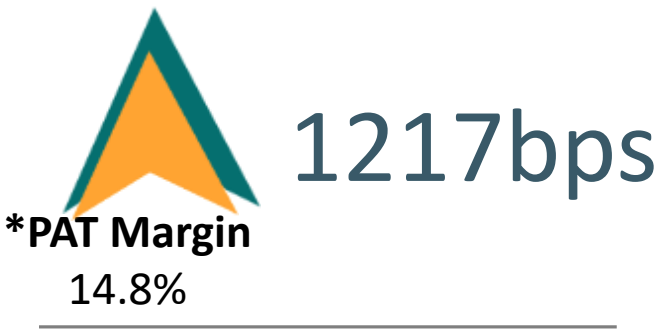
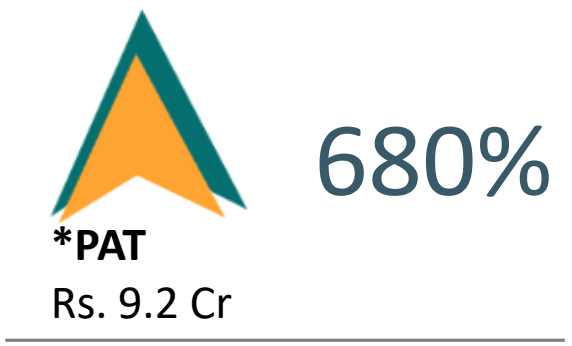
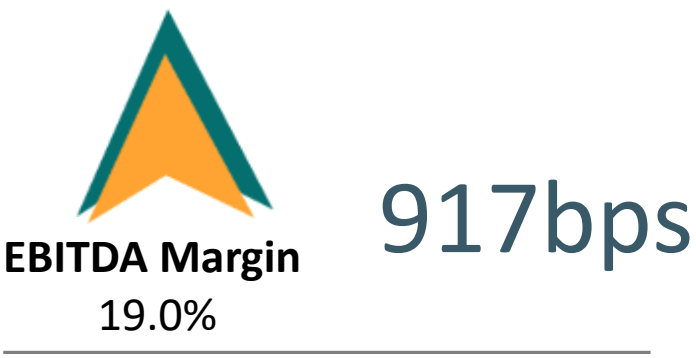
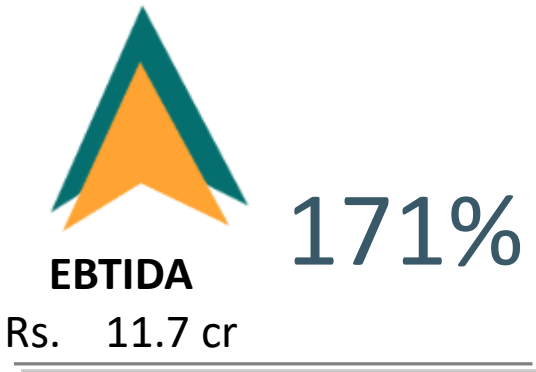


**Note:- Q3 FY16 includes an extraordinary item of Rs. 2.5 Cr. for previous year*

Quarterly Profitability Highlights – Q3 FY17



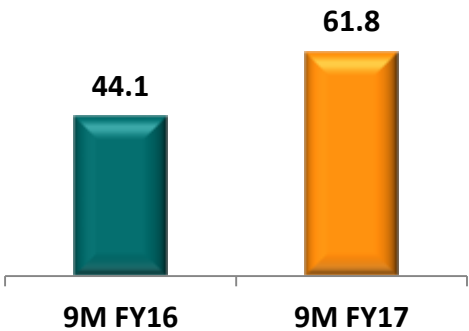
Rs. Crores	Q3 FY17	Q3 FY16	YoY %	Q2 FY17	QoQ %
Total Income from Operations	26.6	16.3	63.2%	22.1	20.6%
Raw Materials	17.0	8.6		14.7	
Employee Cost	1.2	1.2		1.0	
Other Cost	3.4	4.3		2.7	
Total Expenditure	21.7	14.1		18.4	
EBITDA	5.0	2.2	123.7%	3.6	36.7%
EBIDTA margin (%)	18.6%	13.6%		16.4%	
Interest	0.0	0.0		0.0	
Depreciation	0.9	0.9		0.8	
Other Income	0.0	0.0		0.0	
Exceptional Item	0.0	0.0		0.0	
Profit Before Tax	4.0	1.3		2.8	
Tax	0.0	0.0		0.0	
Profit After Tax	4.0	1.3	202.0%	2.8	43.8%
PAT Margin (%)	15.2%	8.2%		12.7%	
Extraordinary item (Previous year profit)	0.0	2.5		0.0	
Profit After Extraordinary item	4.0	3.9		2.8	
EPS (Rs.)	3.2	1.2		2.2	



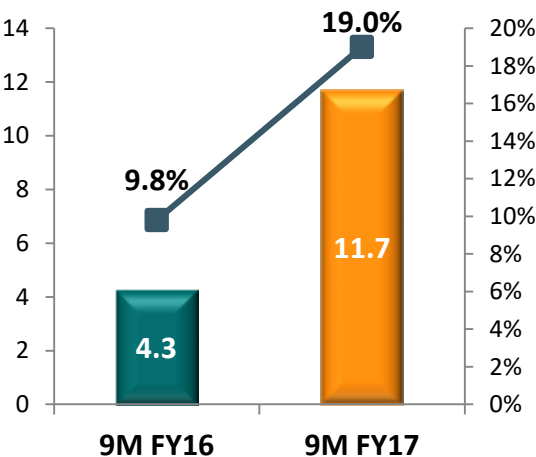
**Note:- Excluding an Extraordinary item of Rs. 2.5 Cr. for previous year*

***Note:- Includes Extraordinary item of Rs. 2.5 Cr. for previous year*

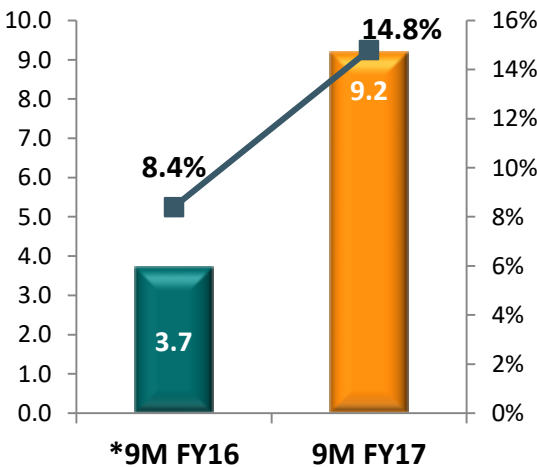
Revenue (Rs. Crore)



EBITDA (Rs. Crore) / Margin (%)



PAT (Rs. Crore) / Margin (%)



*Note:- 9M FY16 includes an Extraordinary item of Rs. 2.5 Cr. for previous year

Nine Months Profitability Highlights - 9M FY17

Rs. Crores	9M FY17	9M FY16	YoY %
Total Income from Operations	61.8	44.1	40.1%
Raw Materials	37.3	26.3	
Employee Cost	3.3	3.4	
Other Cost	9.6	10.1	
Total Expenditure	50.1	39.8	
EBITDA	11.7	4.3	171.3%
EBIDTA margin (%)	19.0%	9.8%	
Interest	0.0	0.0	
Depreciation	2.5	3.1	
Other Income	0.0	0.0	
Exceptional Item	0.0	0.0	
Profit Before Tax	9.2	1.2	
Tax	0.0	0.0	
Profit After Tax	9.2	1.2	680.2%
PAT Margin (%)	14.8%	2.7%	
Extraordinary item (Previous year profit)	0.0	2.5	
Profit After Extraordinary item	9.2	3.7	
EPS (Rs.)	7.3	1.1	



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Annual Financial Highlights



Revenue

Rs. 61.8 cr

(10)%



EBTIDA

Rs. 7.6 cr

282%



EBITDA Margin

12.4%

950bps



EPS

Rs. 5.6

211%



RoCE

7.9%

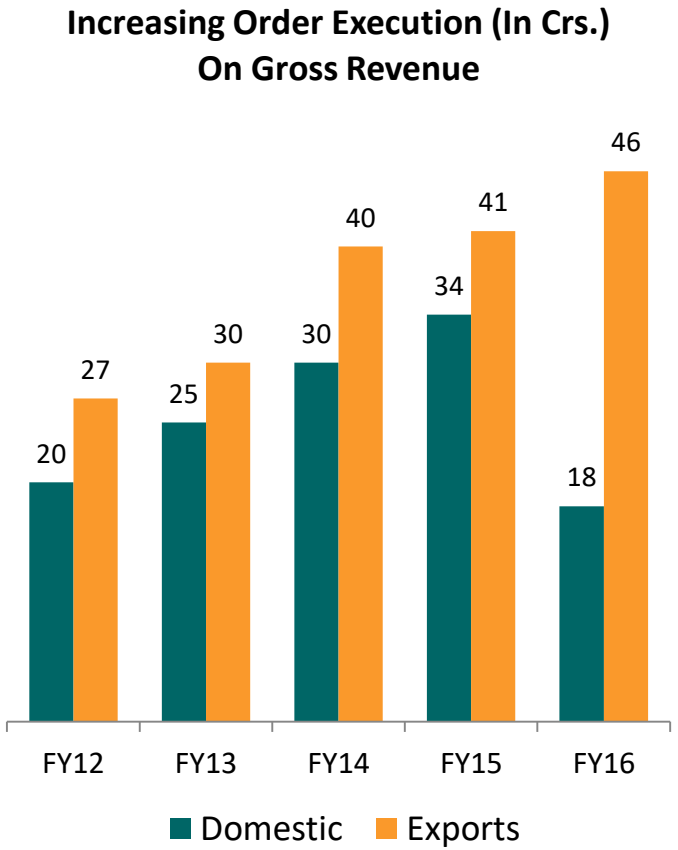
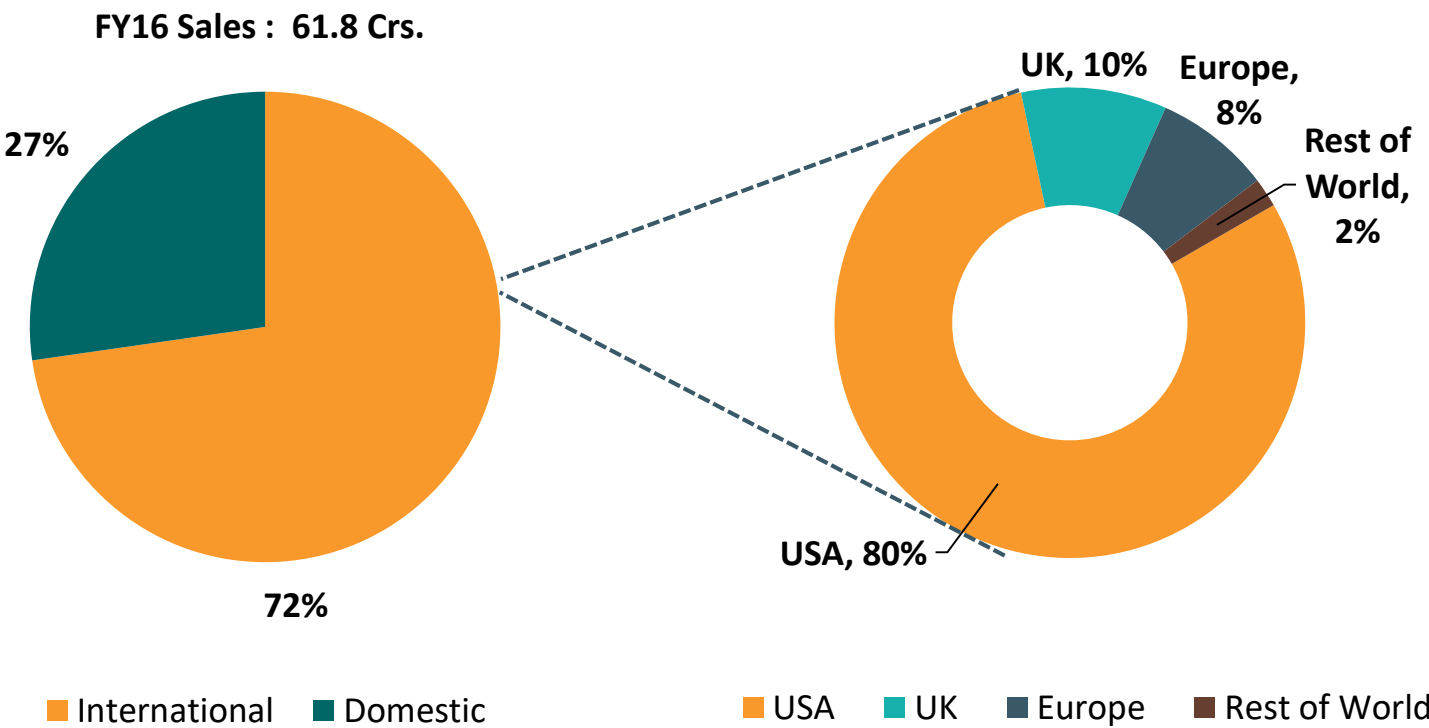
479bps



Asset Turnover

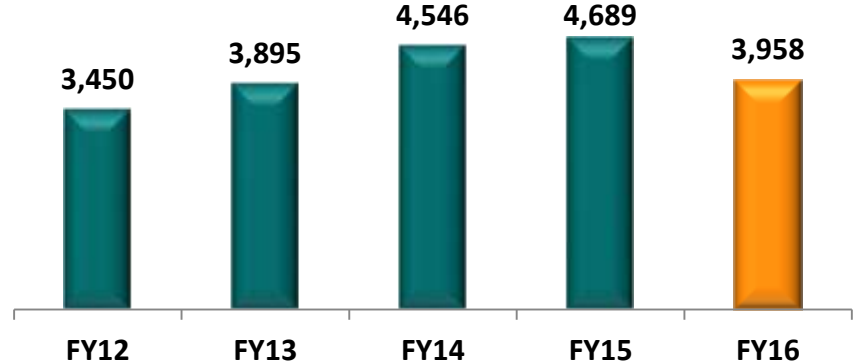
Vs 0.9x (FY15)

1x

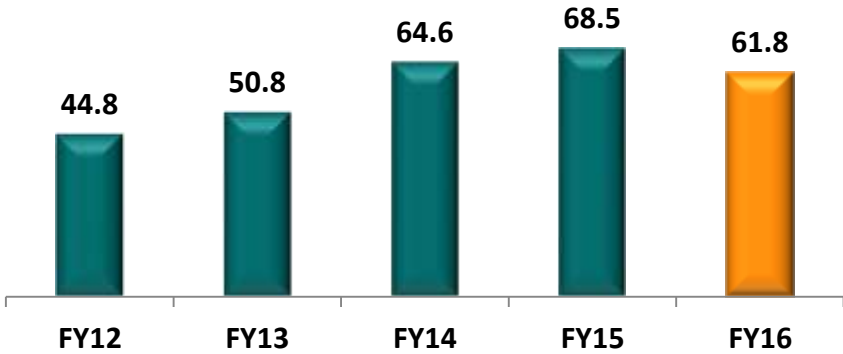


Financial Highlights - FY16

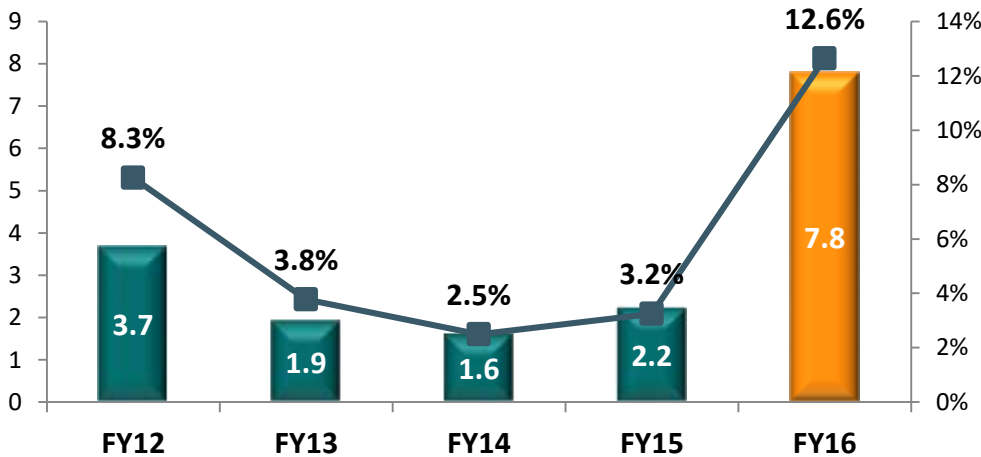
Volume (MT)



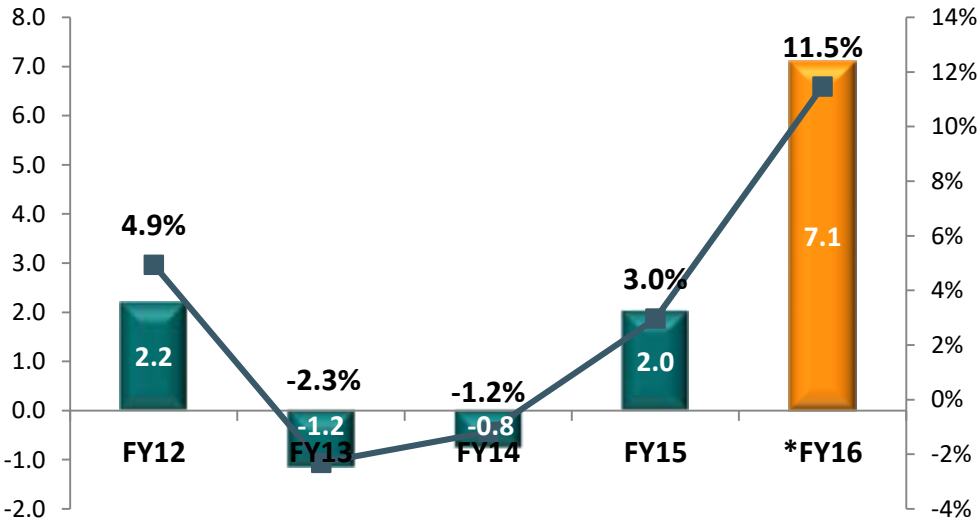
Revenue (Rs. Crore)



EBITDA (Rs. Crore) / Margin (%)

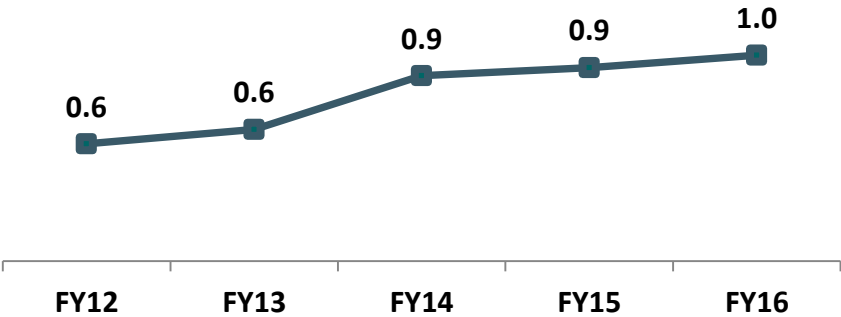


PAT (Rs. Crore) / Margin (%)

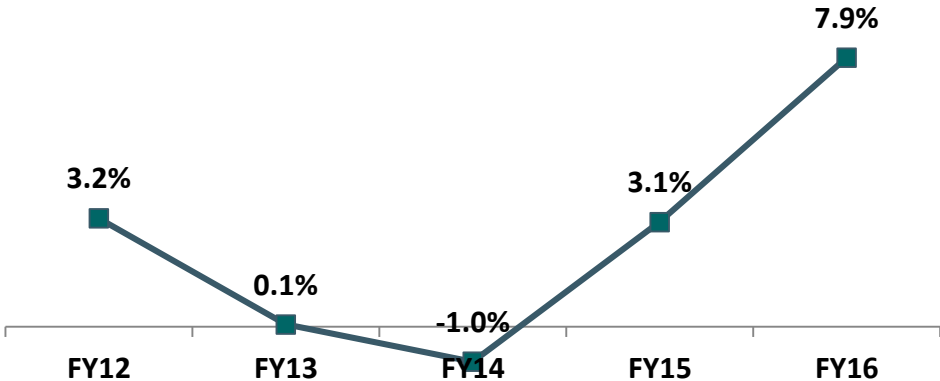


*Note:- FY16 includes an Extraordinary item of Rs. 2.5 Cr. for previous year

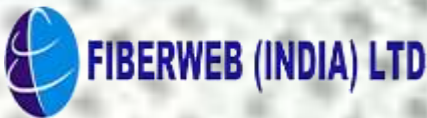
Total Asset Turnover (x)



RoCE (%)

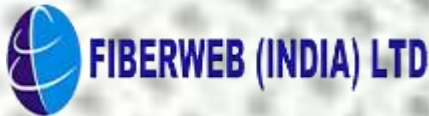


Annual Profitability Highlights



Rs. Crores	FY16	FY15	YoY %
Total Income from Operations	61.8	68.3	-9.6%
Raw Materials	34.8	47.2	
Employee Cost	4.2	4.2	
Other Cost	15.2	14.9	
Total Expenditure	54.1	66.3	
EBITDA	7.6	2.0	281.5%
EBIDTA margin (%)	12.4%	2.9%	
Interest	0.0	0.1	
Depreciation	3.2	0.1	
Other Income	0.2	0.2	
Exceptional Item	0.0	0.0	
Profit Before Tax	4.6	2.0	
Tax	0.0	0.0	
Profit After Tax	4.6	2.0	250.2%
PAT Margin (%)	7.4%	3.0%	
Extraordinary item (Previous year profit)	2.5	0.0	
Profit After Extraordinary item	7.1	2.0	

Balance Sheet Highlights



Rs. Crores	Mar-16	Mar-15
Shareholder’s Funds	-44.7	-57.6
Share capital	12.6	11.0
Reserves & Surplus	-57.3	-68.6
Share application money	0.0	4.7
Non-current liabilities	103.4	121.6
Long term borrowings	103.4	121.6
Defer Tax liabilities	0.0	0.0
Other Long-Term liabilities	0.0	0.0
Long-Term Provisions	0.0	0.0
Current liabilities	3.1	3.9
Short Term Borrowings	0.1	0.1
Trade Payables	2.4	3.3
Other Current liabilities	0.1	0.2
Short-term provisions	0.4	0.3
Total Equities & Liabilities	61.8	72.6

Rs. Crores	Mar-16	Mar-15
Non-current assets	42.5	56.3
Fixed assets	40.9	54.4
Non-current Investments	0.0	0.0
Long-term loans & advances	1.6	1.9
Other non-current assets	0.0	0.0
Current assets	19.3	16.3
Current investments	0.0	0.0
Inventories	7.5	8.4
Trade receivables	5.3	3.2
Cash & Cash equivalents	6.4	4.3
Short-term loans & Advances	0.1	0.4
Other Current Assets	0.0	0.0
Total Assets	61.8	72.6

The background of the slide is a collage of various colorful fabrics and textiles. It includes sections of blue and white patterned material, a solid yellow fabric, a light green fabric, a pink fabric, a dark green fabric, a red fabric, a light blue fabric, a yellow fabric, a brown fabric, a pink fabric, and a dark grey fabric. The fabrics are arranged in a way that creates a sense of depth and texture.


04

Company Overview



Pioneer and amongst leading players in manufacturing of Spun bond non Woven Fabric in India

100% Export Oriented Unit
• 72% Revenues from Exports



Strong focus on Quality

- International accreditations and certifications -ISO 9001-2008, 14001-2004, OHSAS 18001:2007, Intertek and UKAS

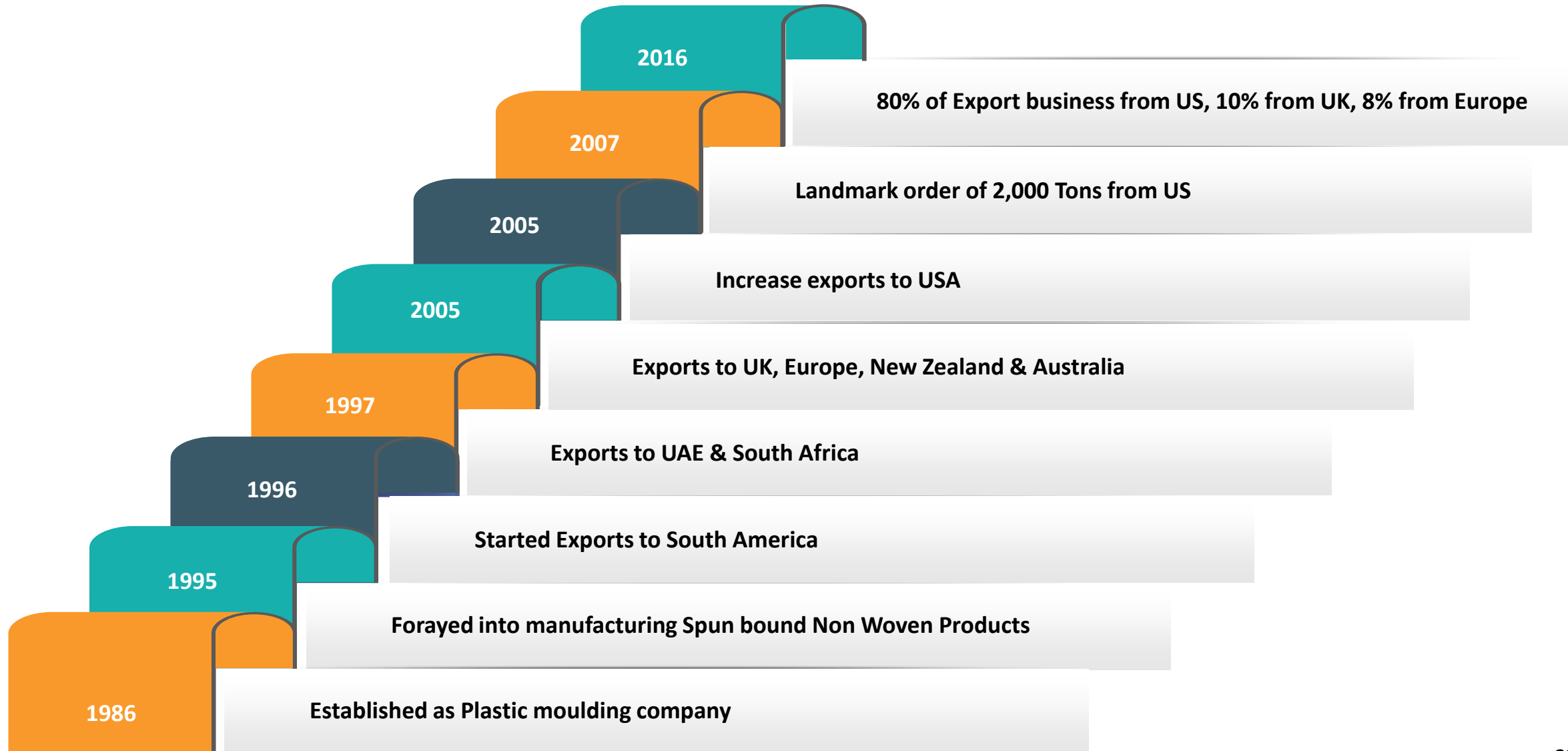
Zero Debt Company

- Q1FY17 – Out of BIFR and turned Net worth Positive
- 



State of art manufacturing facilities – 7,500 MT Capacity

- Unique double beam technology from renowned manufacturer, Reifenhauser Gmbh, Germany



Professionally Experienced Team

Mr. Pravin Seth- Chairman & Managing Director

- B. Com, LLB, Chartered Accountant
- Over 5 decades of industry experience
- Responsible for driving the vision and strategy for Company
- Earlier Director on local board of Citibank for three consecutive terms in India

Mr. Krishnan – Chief Financial Officer

- Over 3 decades of experience in finance, exports & administration
- Been with Company since 1984
- Prior to 1984, worked in diamond exports

Mr. K.C Shah- Vice President (Operations)

- Electronics Engineer, Head of Factory Operations
- Total experience – 35 years, 22 years with Company
- Earlier with Mafatlal Group

Mr. Dinesh Mori- Dy. General Manager (Engineering)

- Electronics Engineer
- Total experience – 25 years, 10 years with Company
- Responsible for Maintenance

Mr. Bhavesh Seth – Non Executive Independent Director

- B. Com, Chartered Accountant and CFA
- Responsible for business development, business process and organization strategy

Mr. G. Ravindran- Executive Director

- B. Tech (Chem Engg), M.Tech (Ind. Management)– IIT, Kharagpur
- Responsible for manufacturing facility in Daman
- Total experience – 40 years, 25 years with Company
- Earlier with RPG Group

Mr. B. N. Raval - General Manager (Works)

- Responsible for Quality Assurance and Engineering
- Total experience – 30 years, 22 years with Company
- Earlier with Mafatlal Group

Mr. Rajiv Solanki - Production In-Charge

- B.Sc., CIPET (Plastic Technology)
- Total experience – 25 years, 22 years with Company
- Head of Processing

Textile / Industrial Applications



Protective Hospitals & Industries Garments



Lining/Backing/Interlining Upholstery, luggage's & Garments



Bed sheets & Pillow/Head covers

Agriculture Crop Protection



Crop Cover



Soil Cover



Wind & Insect Protection

Personal Hygiene Products



Baby Diapers



Adult Diapers



Feminine Hygiene Products

.... Catering to diverse applications across various sectors



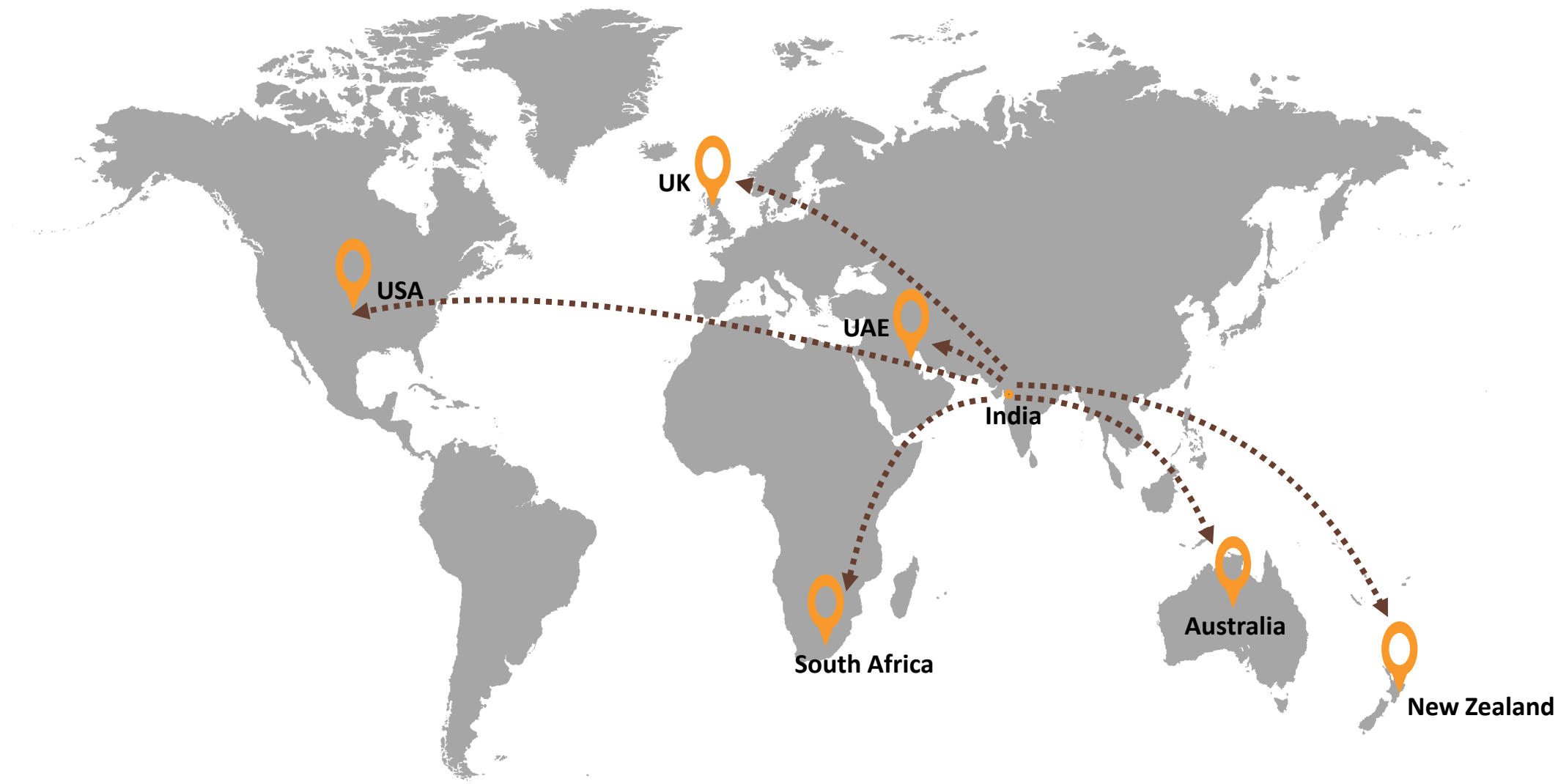
Total Capacity – 7,500 MT

Unit 1, Daman (U.T.)

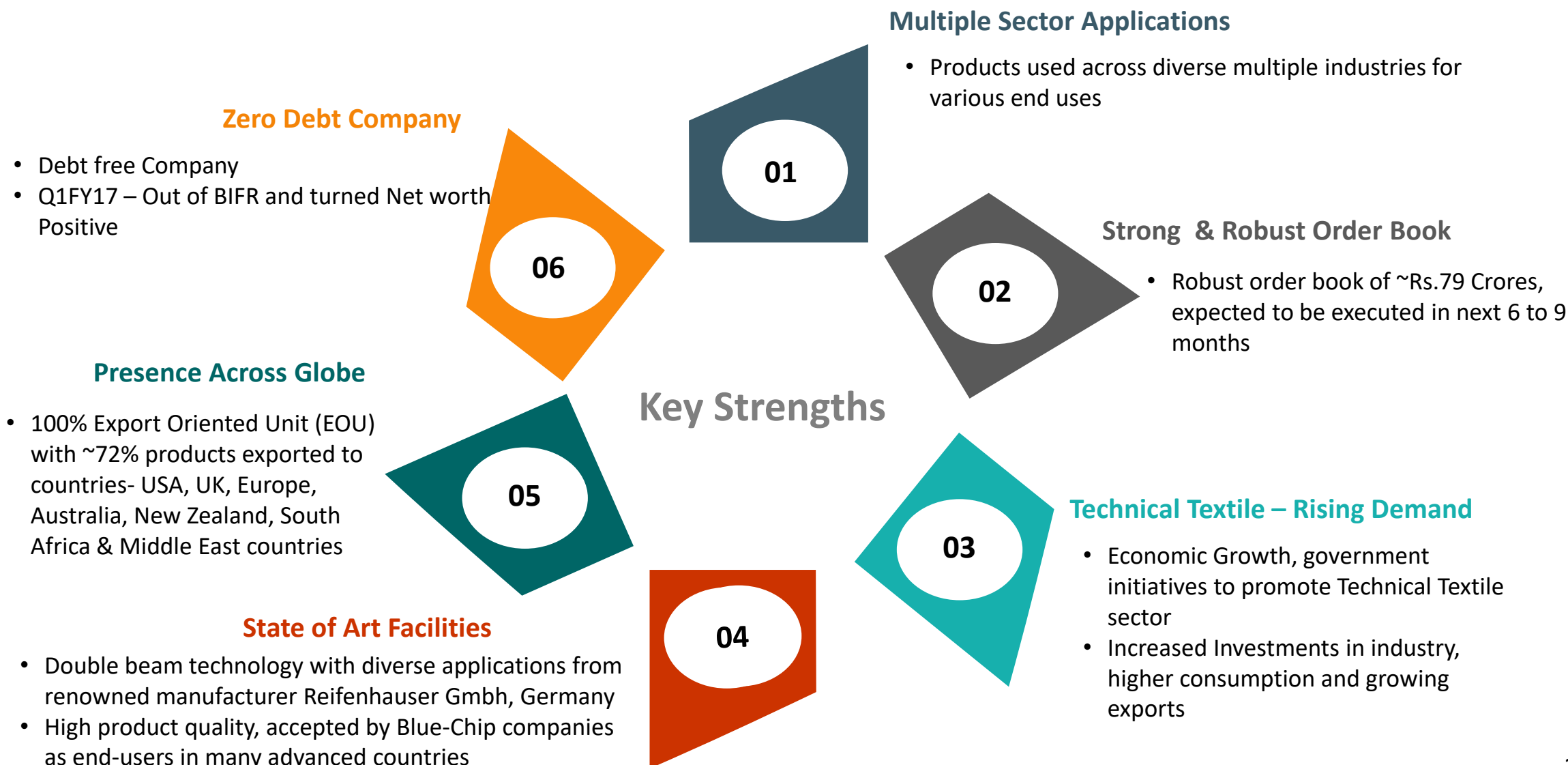
- 5,000 MT Capacity
- Unique double beam technology with diverse applications from renowned manufacturer, Reifenhauser GmbH, Germany
- High quality products - accepted by large companies as end-users across developed countries

Unit 2 , Daman (U.T.)- 2,500 MT

- 2,500 MT Capacity
- Leased out facility – Equipment made by same German manufacturer



.... 72% of Revenues from Exports



Expansion

To cater to increasing demand across markets (domestic & international), expansion planned in FY17-18 - to buy two more machines (capacity of ~10,000 MT & ~2,000 MT respectively)

Leased Model

Leased capacity of 2,500MT to increase the capacity by 50% immediately, leading to increase in production and cater to demand without any capex – achieve better ROI

100% Subsidiary in UAE

Growing demand from price sensitive customers in Middle East - plans to set up subsidiary in Free Trade Zone, UAE to cater to this increasing demand



507910



FWB



FIBE.BO

For further information, please contact:

Company :

Investor Relations Advisors :

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CIN No. L25209DD1985PLC004694

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Mr. P S Krishnan
Chief Financial Officer
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