

Fiberweb (India) Limited

Q4 & FY17 Result Update Presentation

May 2017



This presentation has been prepared by Fiberweb (India) Limited (the “Company”) solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



➤ **Chairman's Message**



➤ **Consolidated Quarterly Financial Highlights**



➤ **Consolidated Annual Financial Highlights**

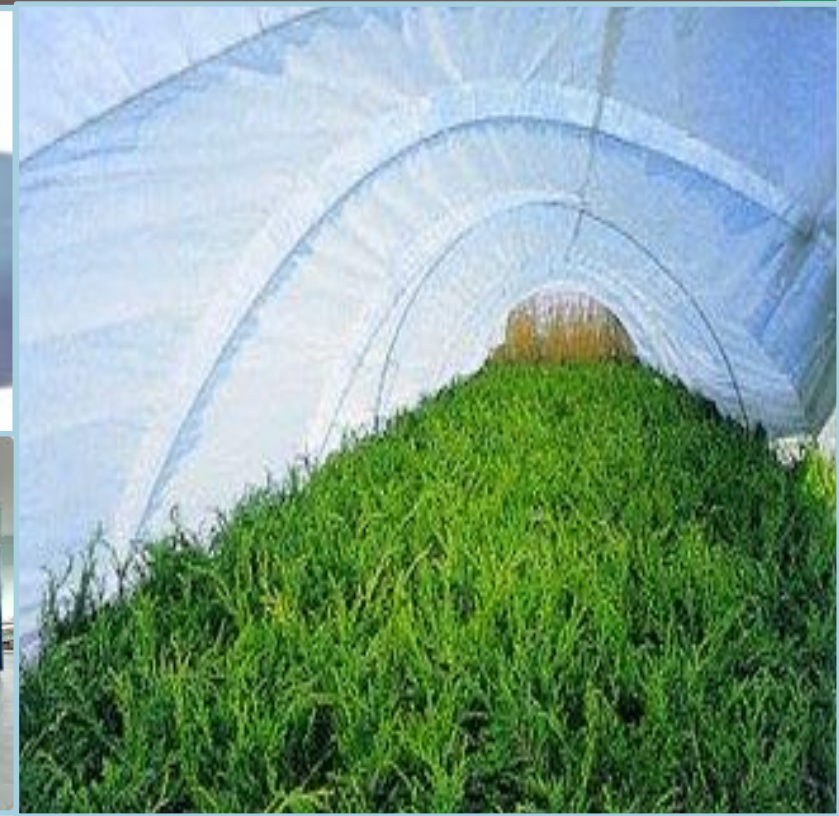


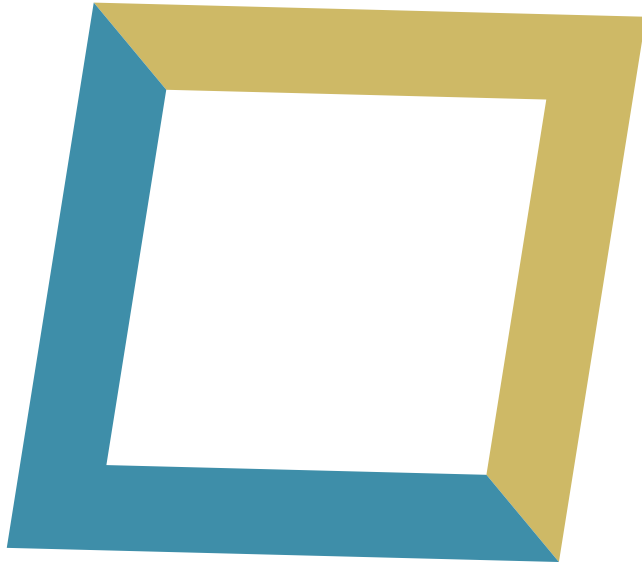
➤ **Company Overview**



01

Chairman's Message





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

"This financial full year end FY16-17, we have registered a very strong revenue growth of over 110% and an increase in our overall profit of over 140%. Last year was exceptional in terms of profitability and last couple of quarters has been fantastic. We expect coming quarter to be brighter. We are very happy that our consistent performance and focus on new and innovative products has been successful helping us add more orders and grow our business.

We are seeing a strong traction in demand from various industries for our products from across the globe. Especially from the USA market where we have witnessed a lot of demand. Recently we executed a path breaking order for a large USA based well-known and highly reputed distributor "Lowe's" (who supplies to Wal-Mart, USA). The USA market is picking up and we have lot of demand coming in for our products. Recently we have seen lot of enquiries from different USA based distributors.

We are very excited with these new orders coming in. Currently we have a very solid order book of Rs. 105.72 Cr. and though we are completely booked until July'17, we are seeing a healthy increase in enquiries coming to us across the world.

We are also working towards enhancing our existing capacity to cater to the increasing demand that is coming for our new value added products across geographies and from our repeat and loyal long standing customers as well as new customers. We will continue to do more hard work to add more and more such value-added products, that will not only bring us growth but also increase our profit margins.

I thank the entire team of 'FIBERWEB' for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, whose support and faith in our 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 medical cart with a shelf and wheels is positioned in the center. The floor is a light-colored, polished surface. The ceiling has exposed pipes and a track for the curtains. The overall lighting is bright and clinical.

02

Quarterly Consolidated Financial Highlights



Revenue

Rs. 68.6 cr



EBTIDA

Rs. 8.2 cr



PAT

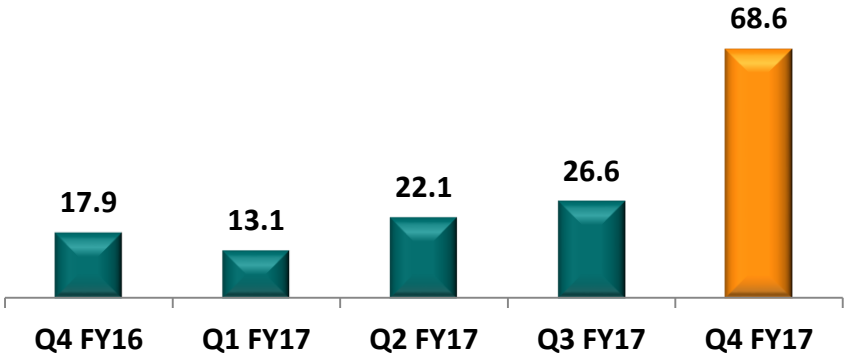
Rs. 8.1 cr



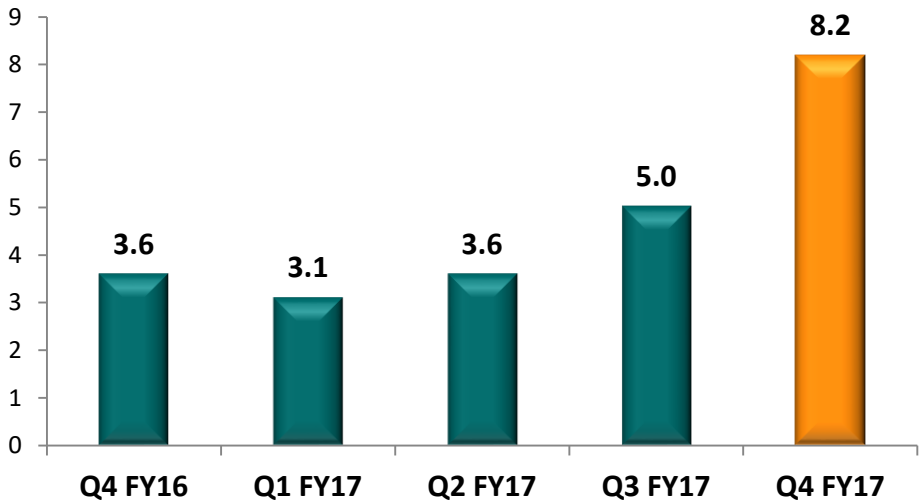
EPS

Rs. 6.4 (vs. Q4 FY16 – Rs. 2.9)

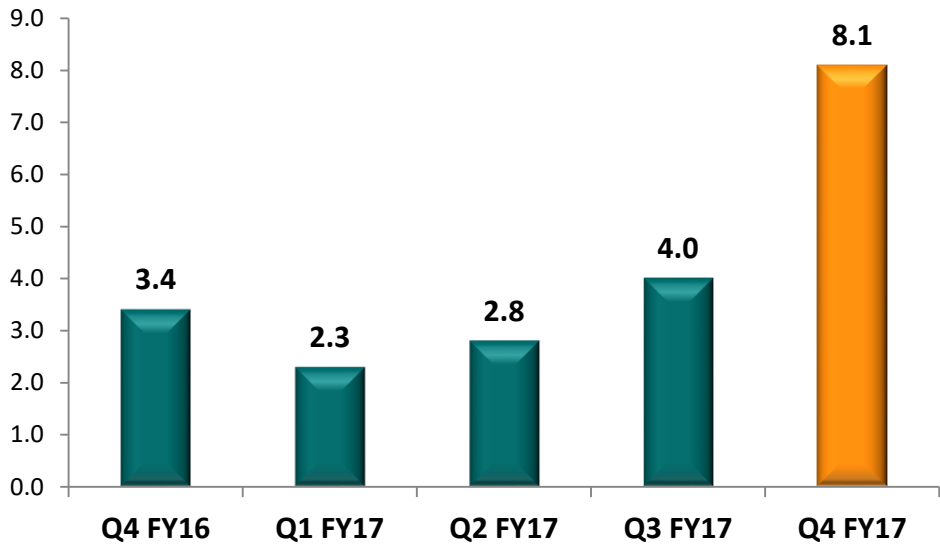
Revenue (Rs. Crore)



EBITDA (Rs. Crore)



PAT (Rs. Crore)



Quarterly Profitability Highlights – Q4 FY17



Rs. Crores	Q4 FY17	Q4 FY16	YoY %	Q3 FY17	QoQ %
Total Income from Operations	68.6	17.9	283.7%	26.6	157.7%
Raw Materials	54.7	8.5		17.0	
Employee Cost	1.1	0.8		1.2	
Other Cost	4.6	5.0		3.4	
Total Expenditure	60.4	14.3		21.7	
EBITDA	8.2	3.6	130.6%	5.0	66.1%
Interest	0.0	0.0		0.0	
Depreciation	0.2	0.1		0.9	
Other Income	0.0	0.0		0.0	
Exceptional Item	0.0	(0.1)		0.0	
Profit Before Tax	8.1	3.4		4.0	
Tax	0.0	0.0		0.0	
Profit After Tax	8.1	3.4	137.6%	4.0	99.5%
EPS (Rs.)	6.4	2.9	124.6%	3.2	99.4%



03

Annual Consolidated Financial Highlights



Revenue
Rs. 130.4 cr



EBTIDA
Rs. 20.0 cr



EBITDA Margin
15.3%



PAT
Rs. 17.2 cr



PAT Margin
13.2%

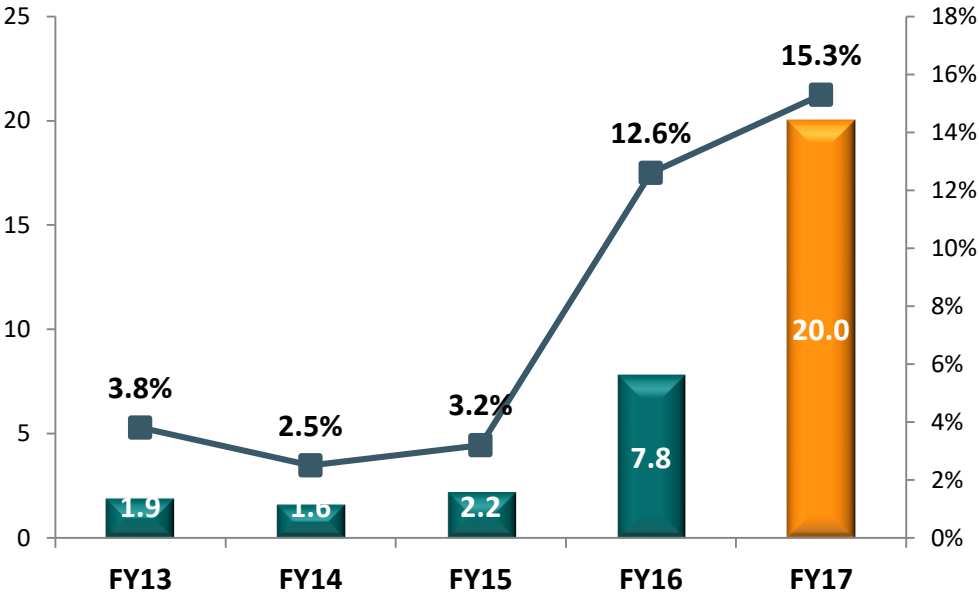


EPS
Rs. 13.7 vs. Rs. 6.3

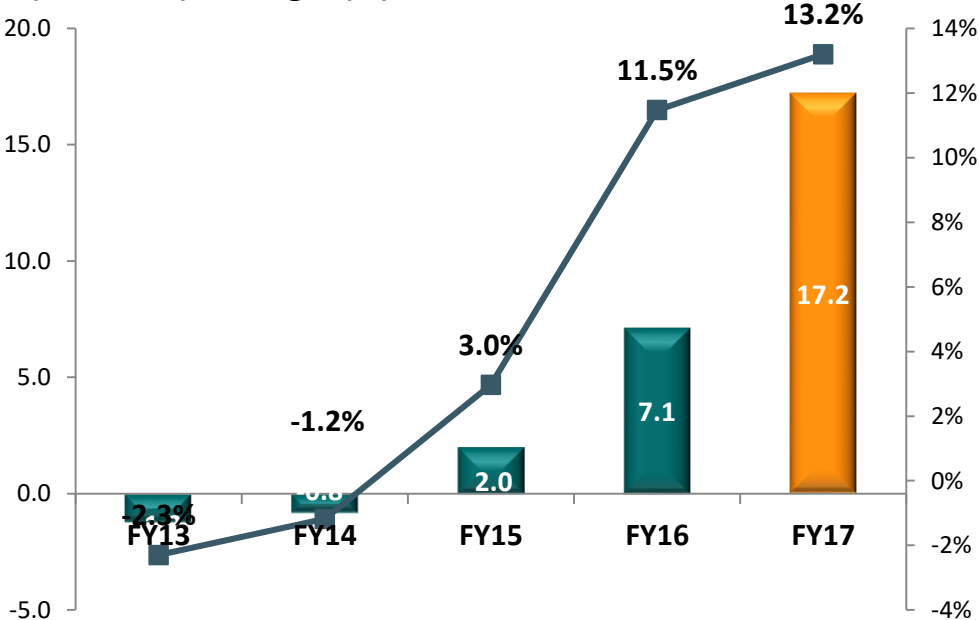
Revenue (Rs. Crore)



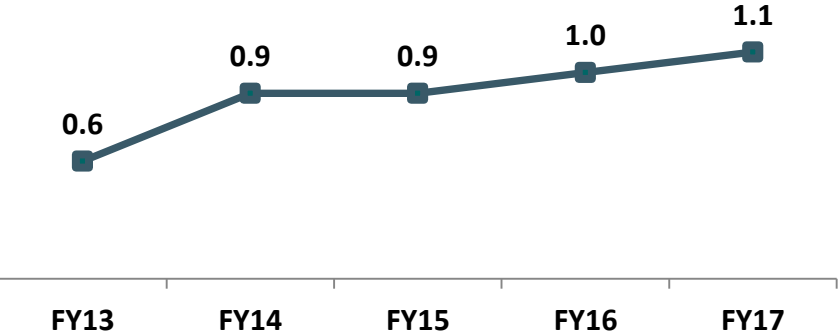
EBITDA (Rs. Crore) / Margin (%)



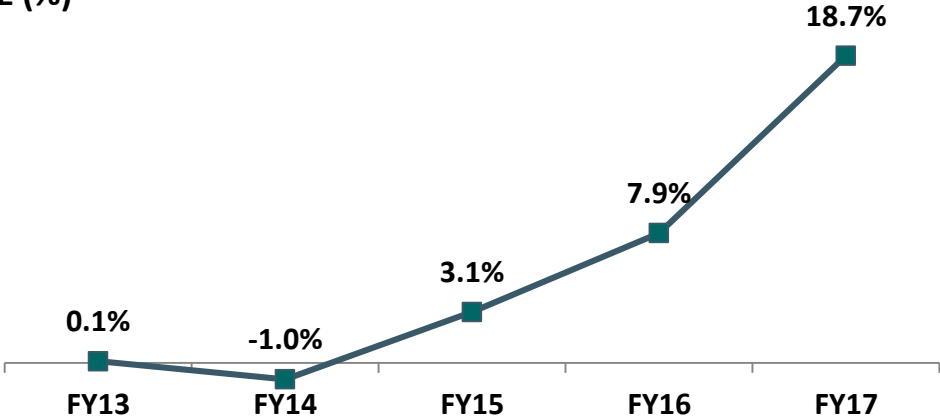
PAT (Rs. Crore) / Margin (%)



Total Asset Turnover (x)



RoCE (%)



Networth Turned Positive in FY17 – 92 Crores

RoE Stands at 19%

Annual Profitability Highlights

Rs. Crores	FY17	FY16	YoY %
Total Income from Operations	130.4	61.9	110.5%
Raw Materials	91.9	34.8	
Employee Cost	4.3	4.2	
Other Cost	14.2	15.2	
Total Expenditure	18.6	54.1	
EBITDA	20.0	7.8	154.7%
EBIDTA margin (%)	15.3%	12.6%	265bps
Interest	0.0	0.0	
Depreciation	2.7	3.2	
Other Income	0.0	0.0	
Exceptional Item	0.0	2.5	
Profit Before Tax	17.2	7.1	
Tax	0.0	0.0	
Profit After Tax	17.2	7.1	142.4%
PAT Margin (%)	13.2%	11.5%	174bps
EPS (Rs.)	13.7	6.3	116.1%

- Better realization on account of higher contribution from value added products
- Commencement of the Dubai Subsidiary adding to the Topline
- Increasing proportion of higher margin converted products leading to better profitability

Balance Sheet Highlights

Rs. Crores	Mar-17	Mar-16
Shareholder's Funds	92.1	-44.7
Share capital	13.3	12.6
Reserves & Surplus	78.8	-57.3
Capital Reserves	-0.0	0.0
Money received against warrants	0.3	0.0
Non-current liabilities	0.0	103.4
Long term borrowings	0.0	103.4
Defer Tax liabilities	0.0	0.0
Other Long-Term liabilities	0.0	0.0
Long-Term Provisions	0.0	0.0
Current liabilities	25.3	3.1
Short Term Borrowings	0.0	0.1
Trade Payables	24.8	2.4
Other Current liabilities	0.1	0.1
Short-term provisions	0.5	0.4
Total Equities & Liabilities	117.7	61.8

Rs. Crores	Mar-17	Mar-16
Non-current assets	45.8	42.5
Fixed assets	38.8	40.9
Non-current Investments	0.0	0.0
Long-term loans & advances	6.9	1.6
Other non-current assets	0.0	0.0
Current assets	71.9	19.3
Current investments	0.0	0.0
Inventories	10.5	7.5
Trade receivables	39.6	5.3
Cash & Cash equivalents	21.5	6.4
Short-term loans & Advances	0.3	0.1
Other Current Assets	0.0	0.0
Total Assets	117.7	61.8



04

Company Overview



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

100% Export Oriented Unit
• Over 70% Revenues from Exports



Strong focus on Quality

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

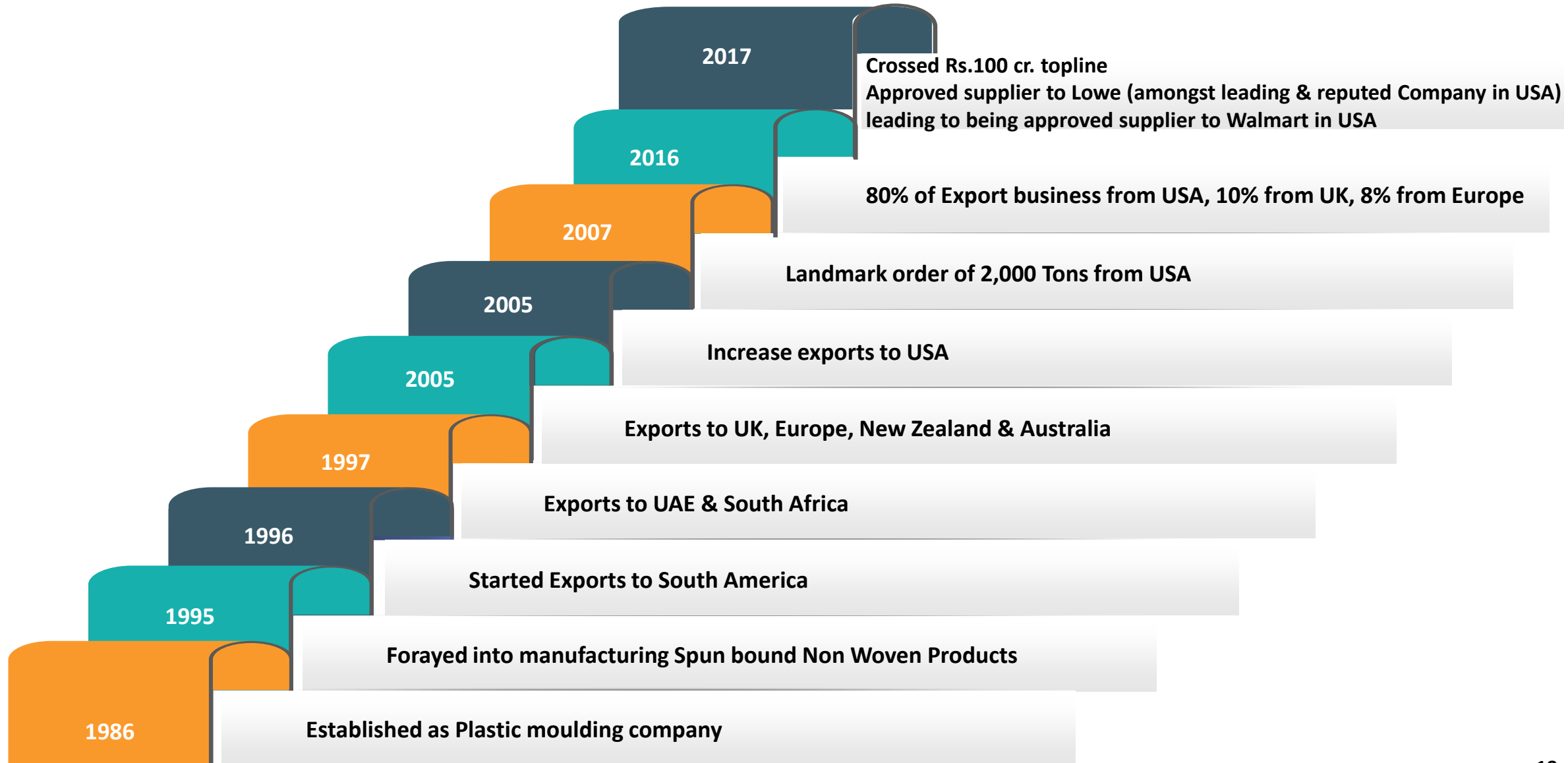
Zero Debt Company

- 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, Reifenhauer GmbH, Germany



Professionally Experienced Team

Mr. Pravin Sheth- 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 Sheth – 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



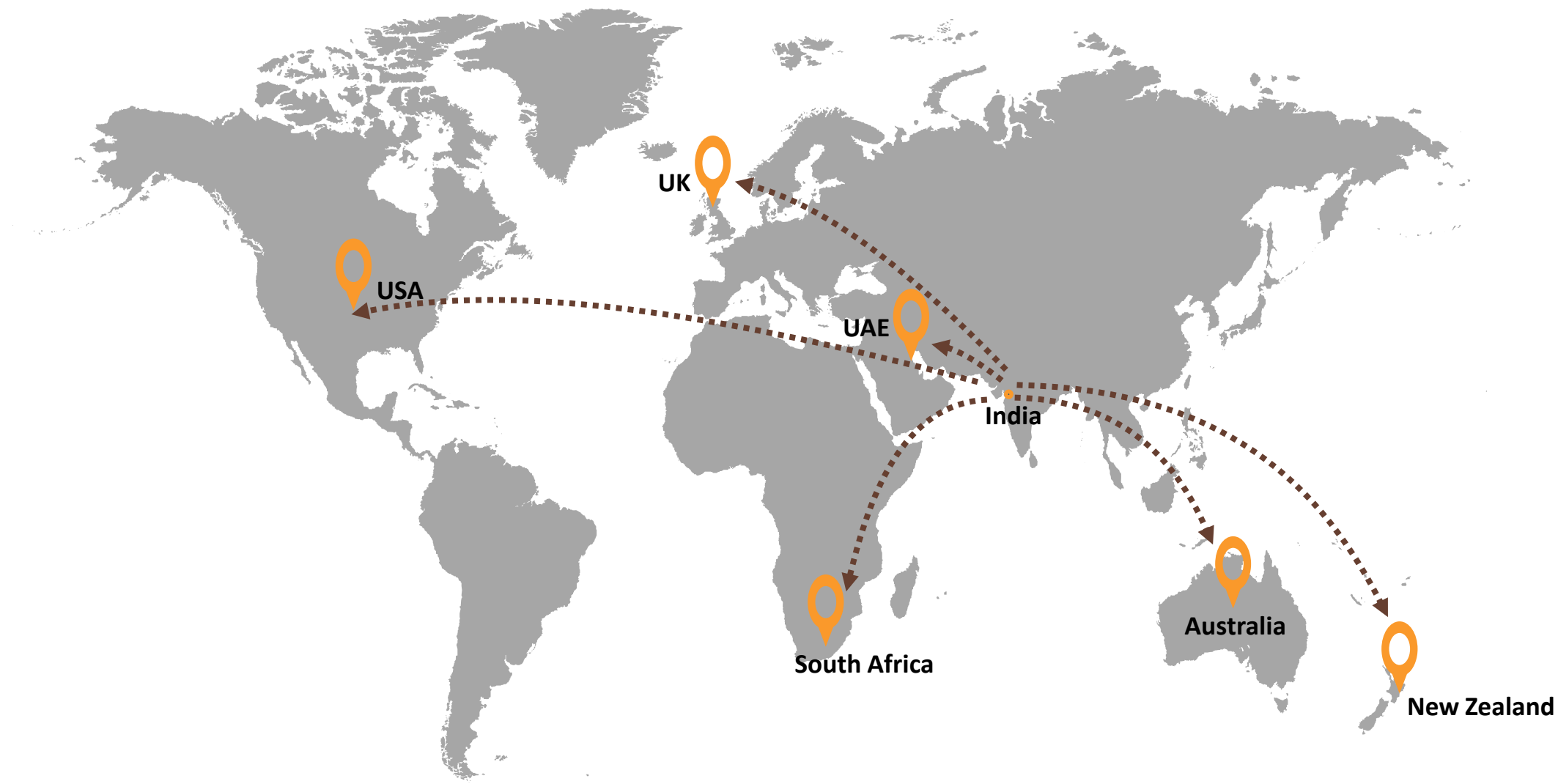
Total Capacity – 7,500 MT

Unit 1, Daman (U.T.)

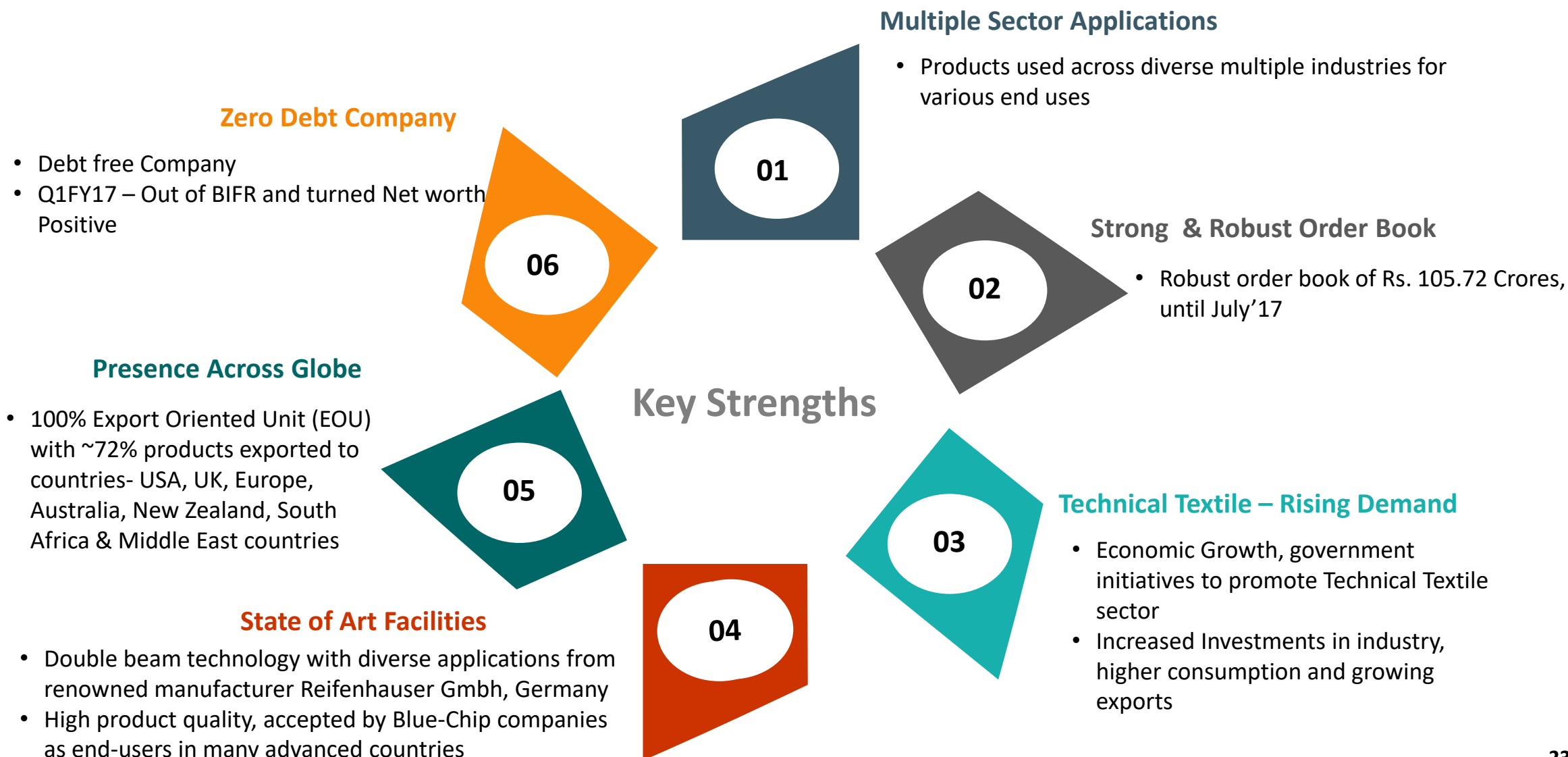
- 5,000 MT Capacity
- Unique double beam technology with diverse applications from renowned manufacturer, Reifenhauer GmbH, Germany
- High quality products - accepted by large companies as end-users across developed countries

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

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



.... Over 70% Revenues from Exports





Expansion



Leased Model



**100% Subsidiary in
UAE**

- To cater to increasing demand across markets (domestic & international), expansion planned in FY17-18. Raised Rs. 32.58 cr through preferential allotment to buy two more machines (capacities of ~10,000 MT spun bound & ~2,000 MT melt blown)

- 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

- Growing demand from price sensitive customers in USA - 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 :

Fiberweb (India) Limited.
CIN No. L25209DD1985PLC004694

Mr. Pravin Sheth
Chairman & Managing Director
pravin@fiberwebindia.com

Mr. P S Krishnan
Chief Financial Officer
krishnan@fiberwebindia.com

www.fiberwebindia.com

Bridge Investor Relations Pvt. Ltd.
CIN No. U74900MH2016PTC273679

Mr. Savli Mangle
022 41200439
savli@bridge-ir.com

Mr. Amit Sharma
022 41200439
amit@bridge-ir.com

www.bridge-ir.com