

# **Fiberweb (India) Limited**

## **Investor Presentation**

**October 2016**



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01

## 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

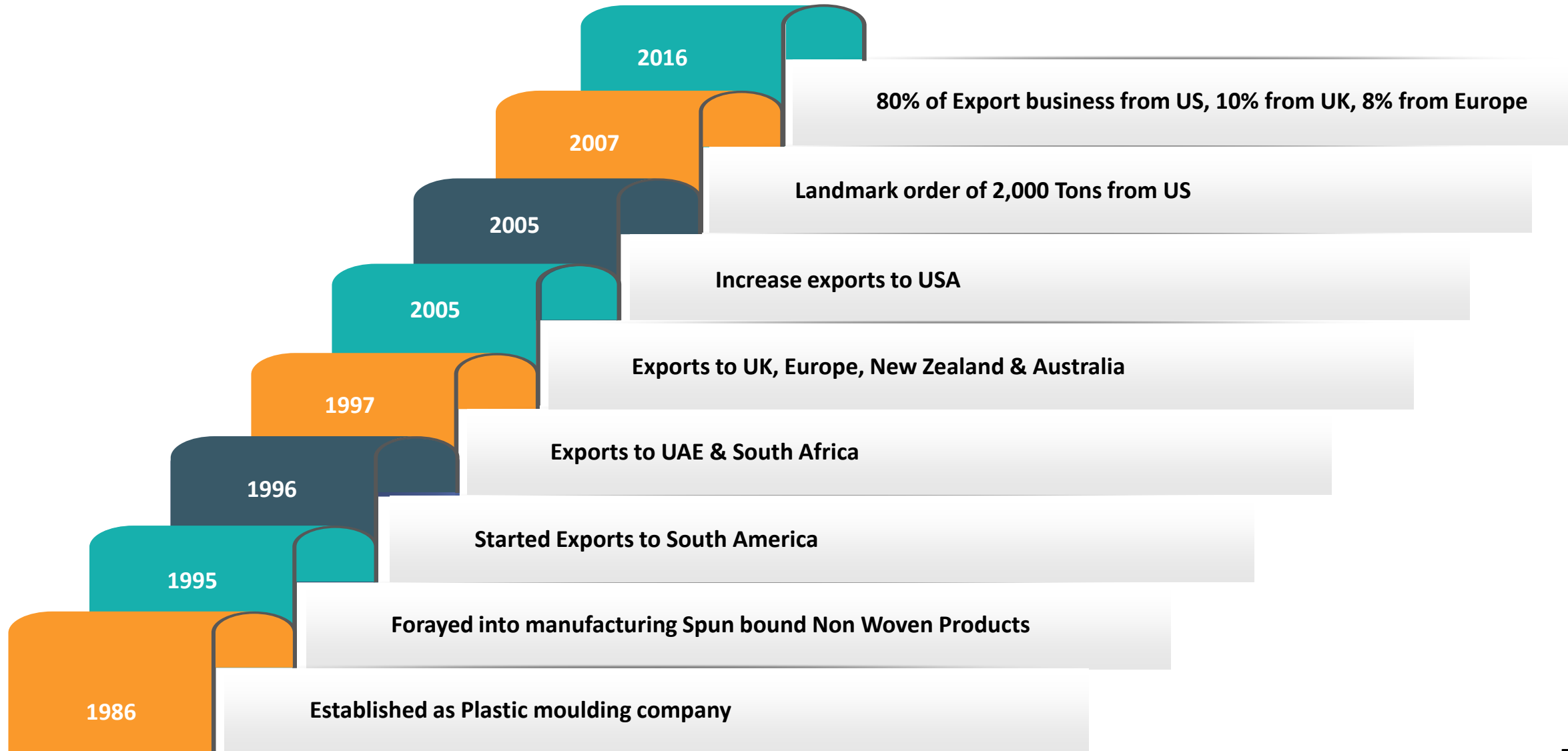
Zero Debt Company

- 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, Reifenhauer 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

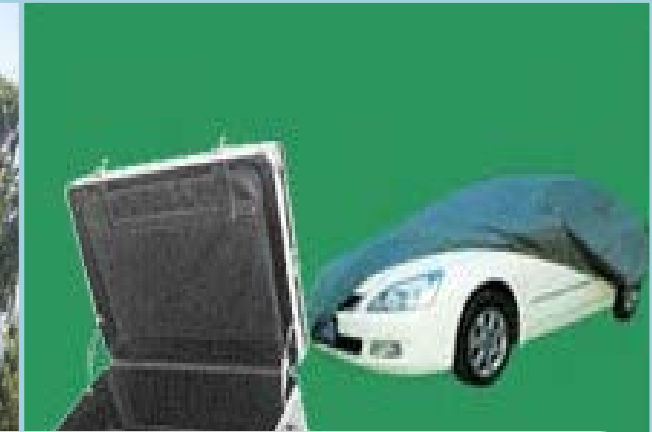
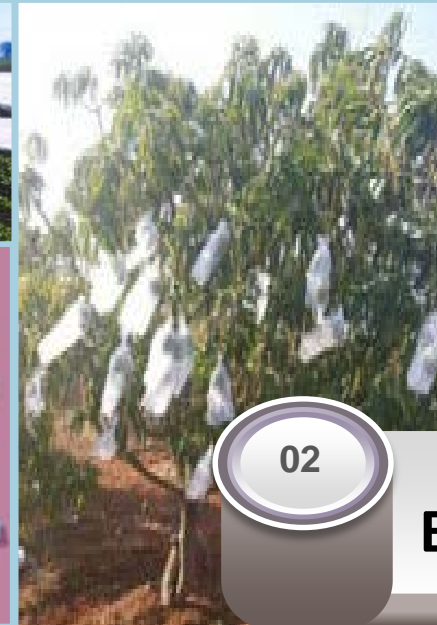
## Mr. B. N. Raval - General Manager (Works)

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

## Mr. Rajiv Solanki - Production In-Charge

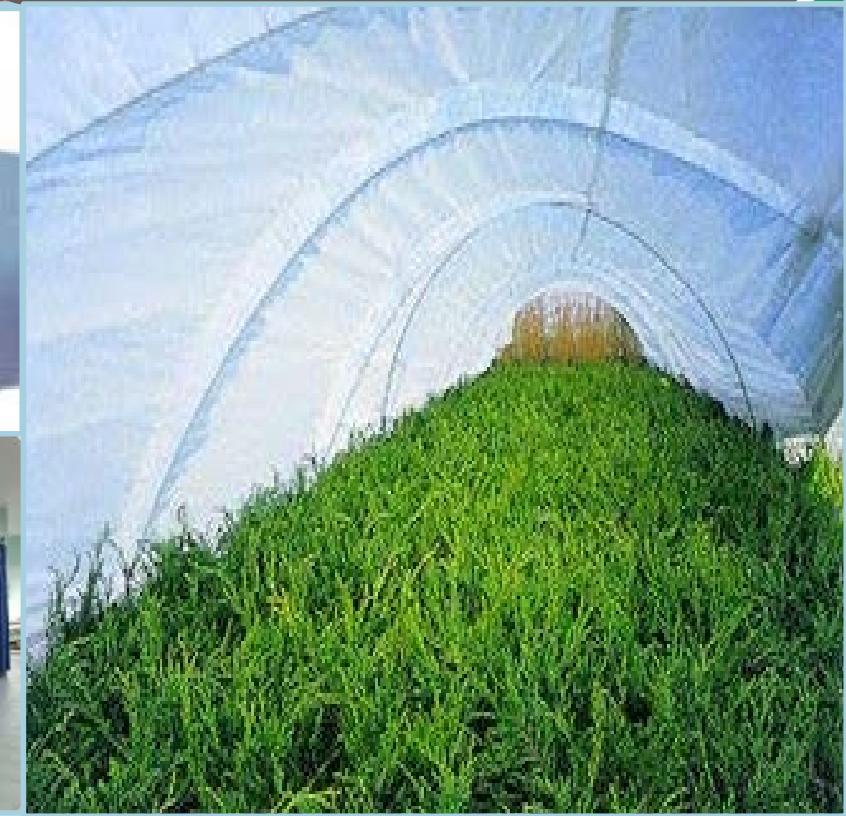
- B.Sc., CIPET (Plastic Technology)
- Total experience – 25 years, 22 years with Company
- Head of Processing





02

## Business Overview



# Wide Product Portfolio...

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



- ISO 9001-2008
- ISO 14001-2004



- OHSAS 18001:2007

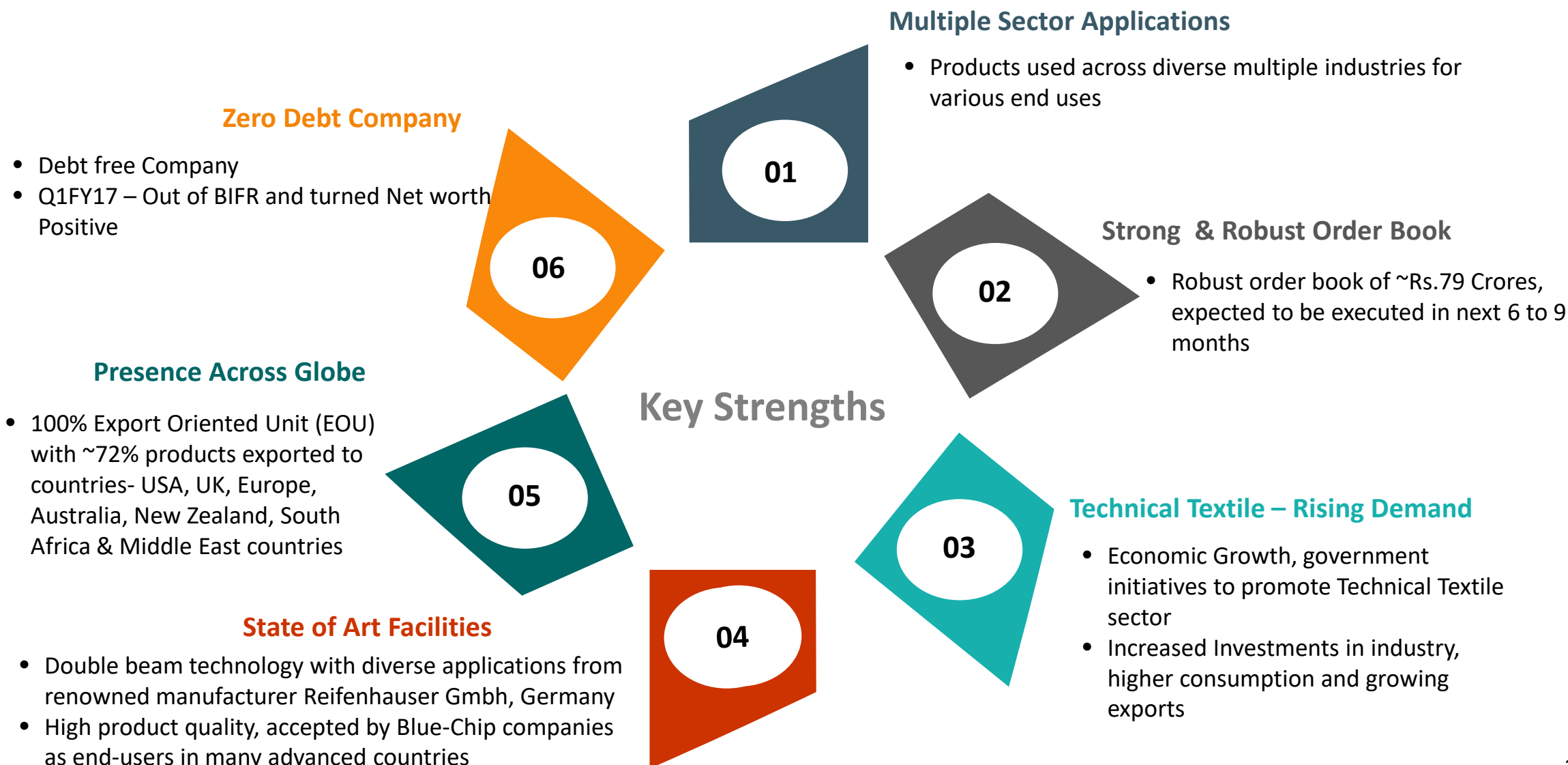


- Certified by Quality Registrar Intertek
- Certified by quality Registrar UKAS



- Authorization/accreditation conforming to Oeko-Tex standards from Hohenstein Textile Institute, Germany

**Strong focus on Quality has led to increasing exports & new customers across geographies**



## 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





03

## Quarterly Highlights



42%

**Revenue**

Rs. 22.1 cr



200%

**EBTIDA**

Rs. 3.6 cr



870 bps

**EBITDA Margin**

16.4%



2700%

**PAT**

Rs. 2.8



1,230bps

**PAT Margin**

12.7%



3,617%

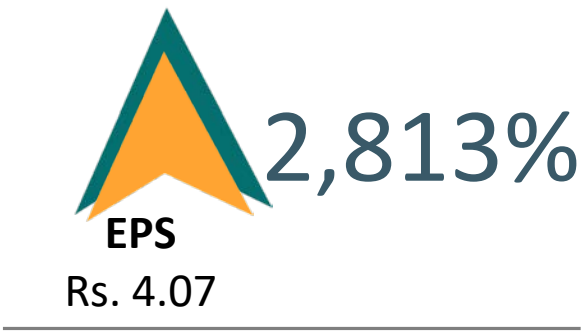
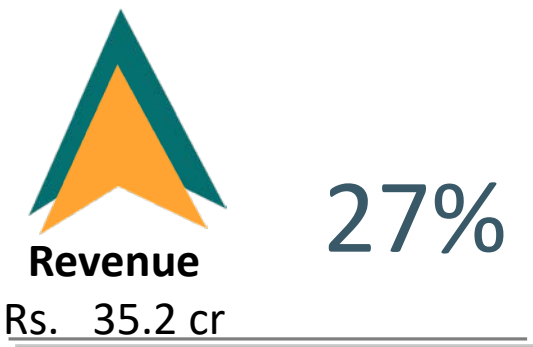
**EPS**

Rs. 2.2

# Quarterly Profitability Highlights



Rs. Crores	Q2 FY17	Q2 FY16	YoY %	Q1 FY17	QoQ %
Total Income from Operations	22.1	15.6	41.7%	13.1	68.7%
Raw Materials	14.7	10.0		5.5	
Employee Cost	1.0	1.1		1.0	
Other Cost	2.7	3.3		3.5	
Total Expenditure	18.4	14.4		10.0	
EBITDA	3.6	1.2	200.0%	3.1	16.1%
EBIDTA margin (%)	16.4%	7.7%		23.9%	
Interest	0.0	0.0		0.0	
Depreciation	0.8	1.1		0.8	
Other Income	0.0	0.0		0.0	
Profit Before Tax	2.8	0.1		2.3	
Tax	0.0	0		0.0	
Profit After Tax	2.8	0.1	2700.0%	2.3	21.7%
PAT Margin (%)	12.7%	0.4%		17.6%	
EPS (Rs.)	2.2	0.1		1.8	



# Half Yearly Profitability Highlights



Rs. Crores	H1 FY17	H1 FY16	YoY %
Total Income from Operations	35.2	27.8	26.5%
Raw Materials	20.2	17.7	
Employee Cost	2.0	2.2	
Other Cost	6.2	5.9	
Total Expenditure	28.4	25.7	
EBITDA	6.8	2.1	222.1%
EBIDTA margin (%)	19.2%	7.5%	
Interest	0.0	0.0	
Depreciation	1.6	2.2	
Other Income	0.0	0.0	
Profit Before Tax	5.1	-0.2	
Tax	0.0	0.0	
Profit After Tax	5.1	-0.2	3175.5%
PAT Margin (%)	14.6%	-0.6%	
EPS (Rs.)	4.1	(0.2)	



# Half Yearly Balance Sheet Highlights



Rs. Crores	Sept -16	Sept-15
<b>Shareholder’s Funds</b>	<b>62.6</b>	<b>-57.7</b>
Share capital	12.6	11.0
Reserves & Surplus	50.0	-68.7
share application money	0.0	4.1
<b>Non-current liabilities</b>	<b>0.0</b>	<b>121.7</b>
Long term borrowings	0.0	121.7
Defer Tax liabilities	0.0	0.0
Other Long-Term liabilities	0.0	0.0
Long-Term Provisions	0.0	0.0
<b>Current liabilities</b>	<b>13.6</b>	<b>2.7</b>
Short Term Borrowings	0.3	0.1
Trade Payables	12.0	2.0
Other Current liabilities	0.9	0.2
Short-term provisions	0.4	0.4
<b>Total Equities &amp; Liabilities</b>	<b>76.3</b>	<b>70.8</b>

Rs. Crores	Sept -16	Sept-15
<b>Non-current assets</b>	<b>42.5</b>	<b>55.5</b>
Fixed assets	39.9	53.6
Non-current Investments	0.0	0.0
Long-term loans & advances	2.7	1.9
Other non-current assets	0.0	0.0
<b>Current assets</b>	<b>33.7</b>	<b>15.3</b>
Current investments	0.0	0
Inventories	13.3	9.4
Trade receivables	14.1	4.0
Cash & Cash equivalents	6.2	1.7
Short-term loans & Advances	0.1	0.2
Other Current Assets	0.0	0.0
<b>Total Assets</b>	<b>76.3</b>	<b>70.8</b>



04

## 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%

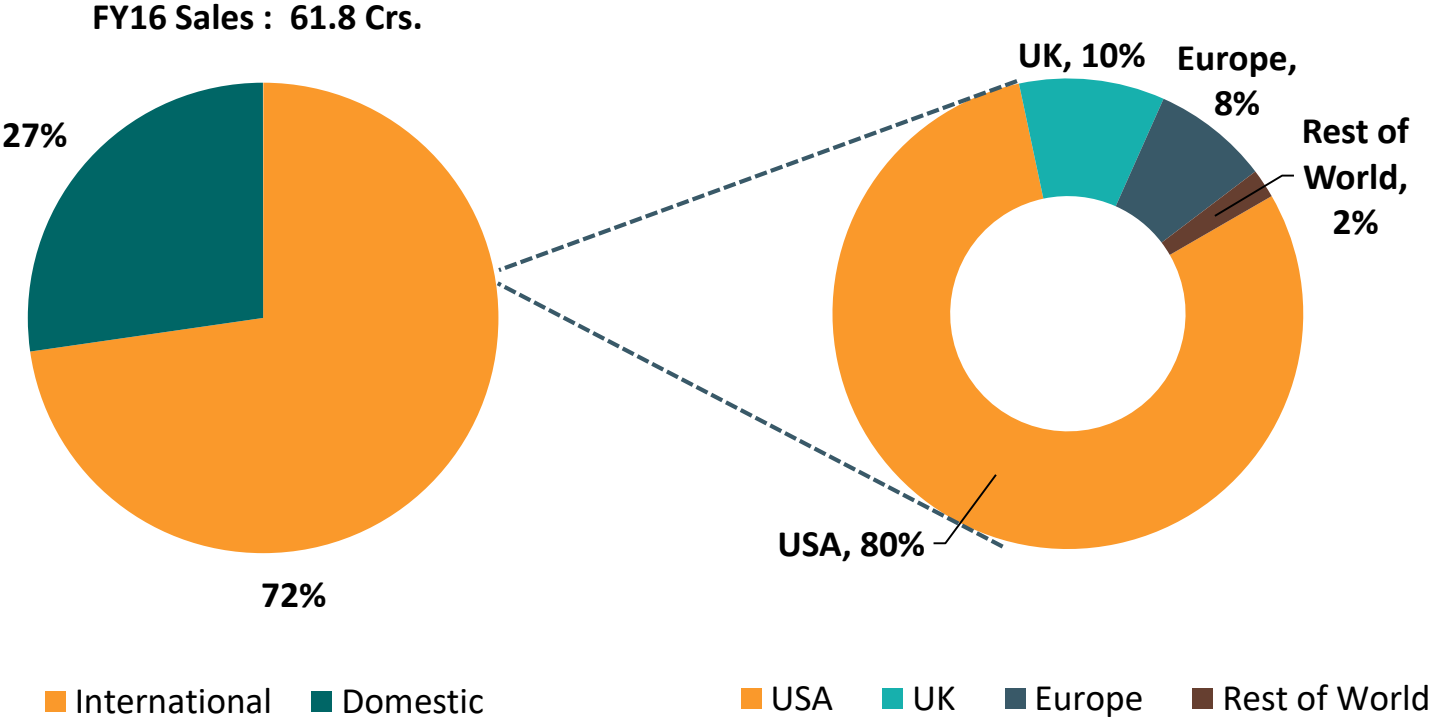
479bps



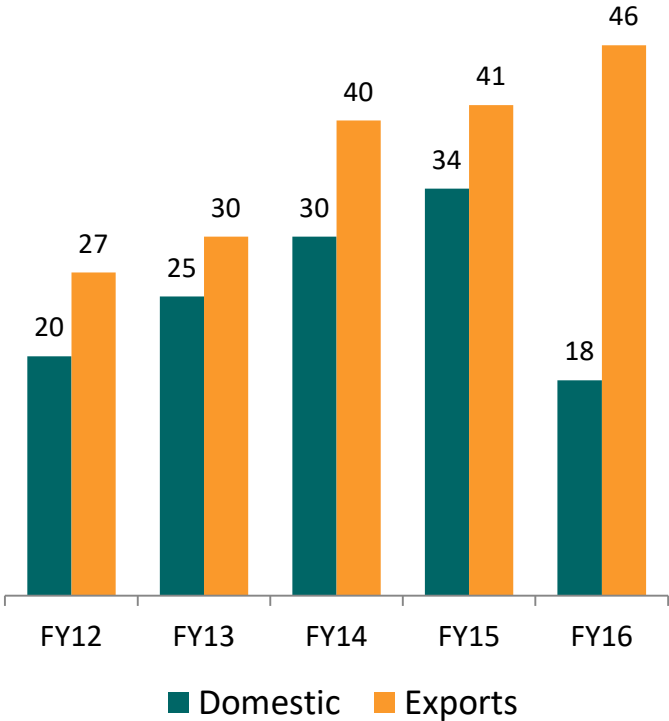
**Asset Turnover**

Vs 0.9x (FY15)

1x

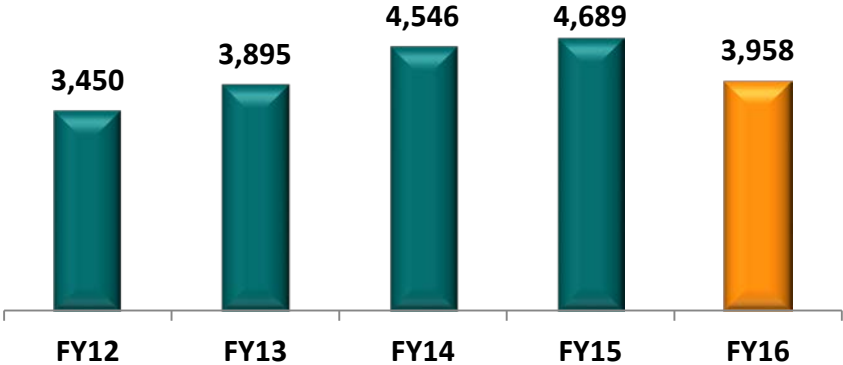


Increasing Order Execution (In Crs.)  
On Gross Revenue

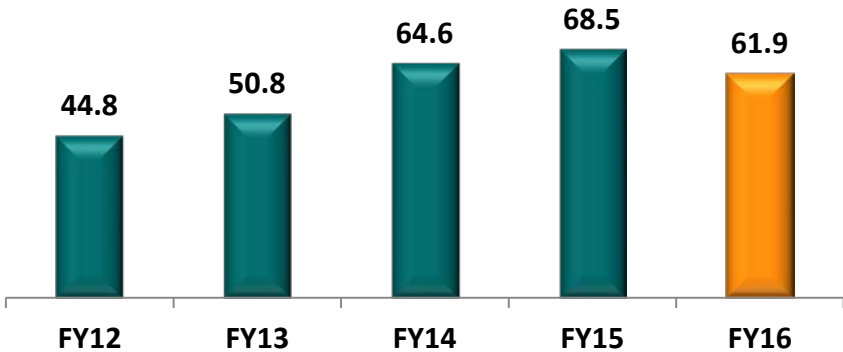


# Financial Highlights - FY16

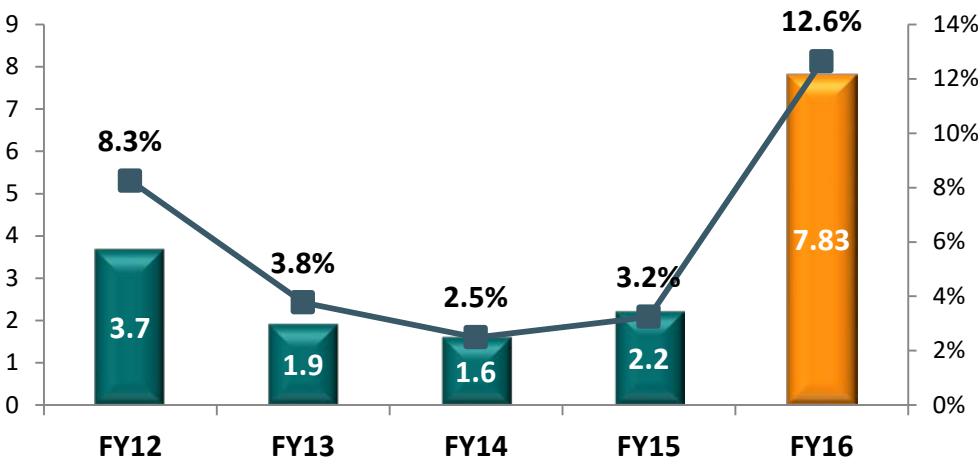
Volume (MT)



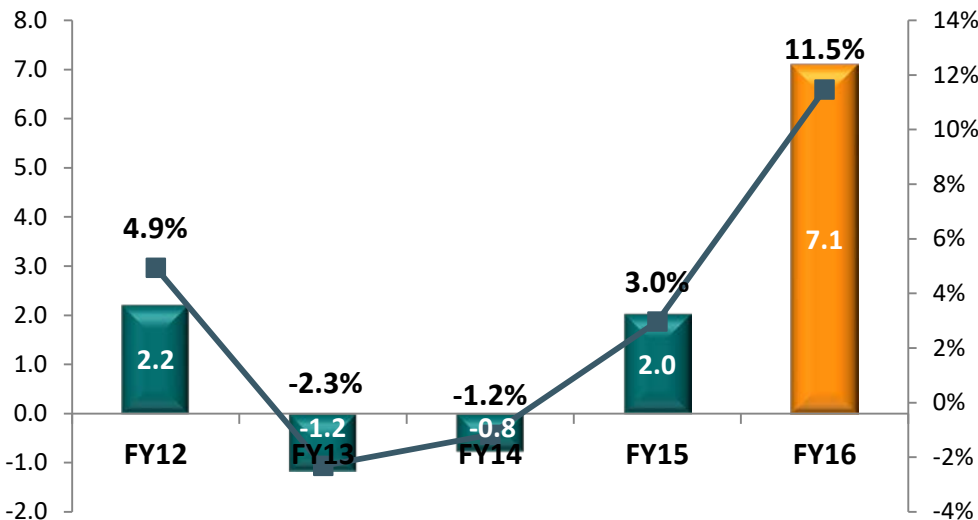
Revenue (Rs. Crore)



EBITDA (Rs. Crore) / Margin (%)

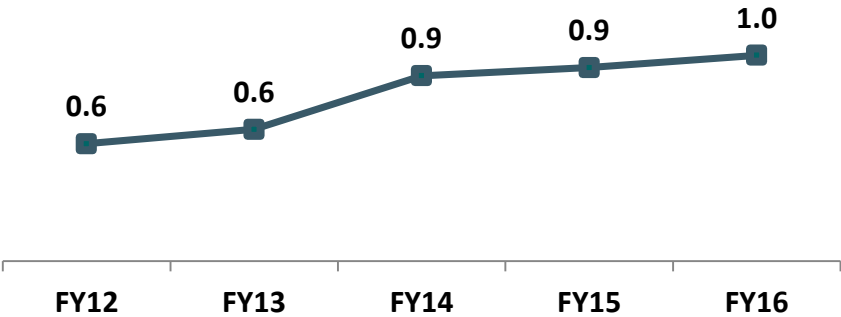


PAT (Rs. Crore) / Margin (%)

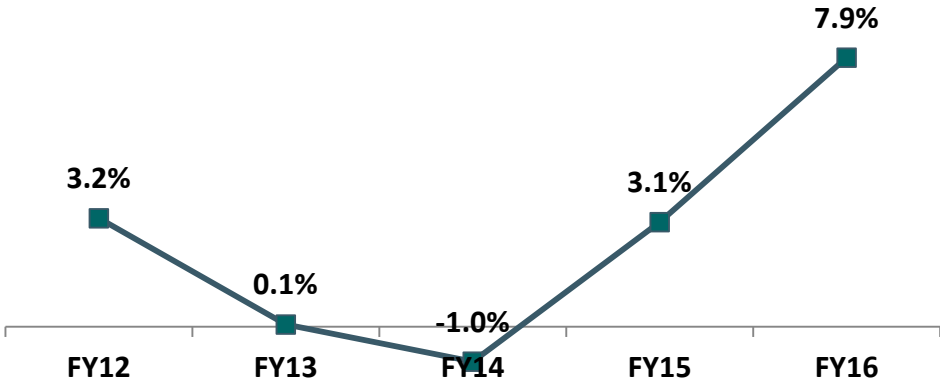




Total Asset Turnover (x)



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	2.5	0.0	
Profit Before Tax	7.1	2.0	
Tax	0.0	0.0	
Profit After Tax	7.1	2.0	250.2%
PAT Margin (%)	11.5%	3.0%	

# Balance Sheet Highlights



Rs. Crores	Mar-16	Mar-15
<b>Shareholder’s Funds</b>	<b>-44.7</b>	<b>-57.6</b>
Share capital	12.6	11.0
Reserves & Surplus	-57.3	-68.6
share application money	0.0	4.7
<b>Non-current liabilities</b>	<b>103.4</b>	<b>121.6</b>
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
<b>Current liabilities</b>	<b>3.1</b>	<b>3.9</b>
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
<b>Total Equities &amp; Liabilities</b>	<b>61.8</b>	<b>72.6</b>

Rs. Crores	Mar-16	Mar-15
<b>Non-current assets</b>	<b>42.5</b>	<b>56.3</b>
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
<b>Current assets</b>	<b>19.3</b>	<b>16.3</b>
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
<b>Total Assets</b>	<b>61.8</b>	<b>72.6</b>

Thank You



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