



FIL/SE/2016-17/33  
16<sup>th</sup> November, 2016

National Stock Exchange of India Limited  
Listing Department  
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Bandra-Kurla Complex, Bandra (E)  
Mumbai-400 051

The Bombay Stock Exchange Limited  
Listing Department  
25<sup>th</sup> Floor, Pheroze Jeejeebhoy Towers  
Dalal Street,  
Mumbai - 400 001

**Sub: Results Presentation – Q2 & H1 FY17**

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 updated Results Presentation – Q2 & H1 FY17 which we propose to share with Institutional Investors/Analysts/Others.

This is for your information and records please.

Thanking You,

Yours Faithfully,  
For FILATEX INDIA LIMITED

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# Filatex India Ltd



Result Presentation

Q2 & H1 FY17



# Safe Harbor

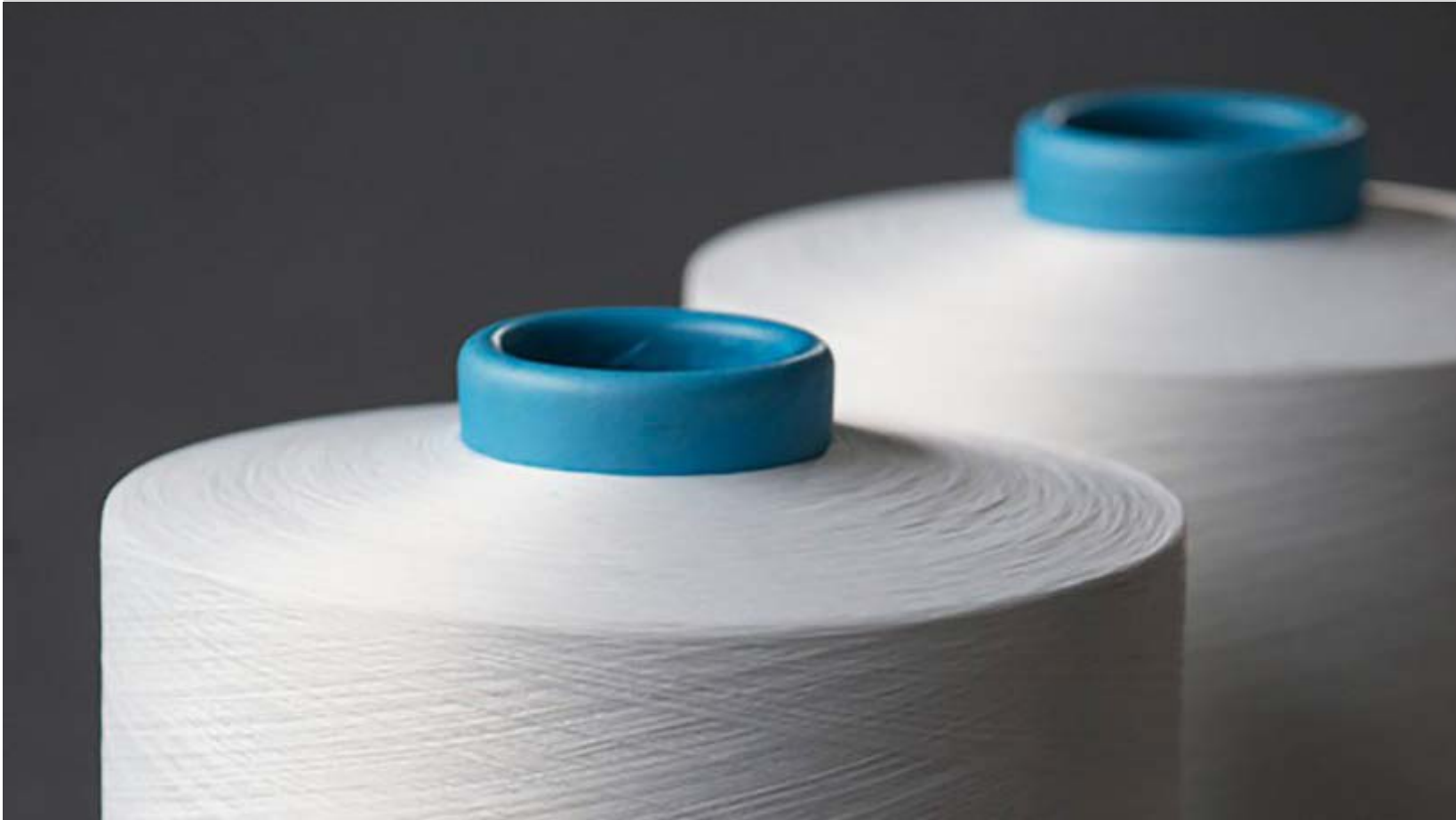
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## Quarterly Highlights

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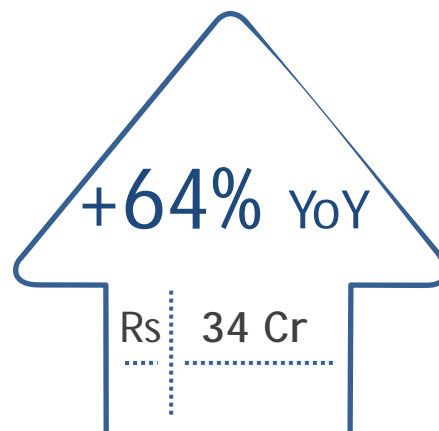
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## Quarterly Highlights - Q2FY17

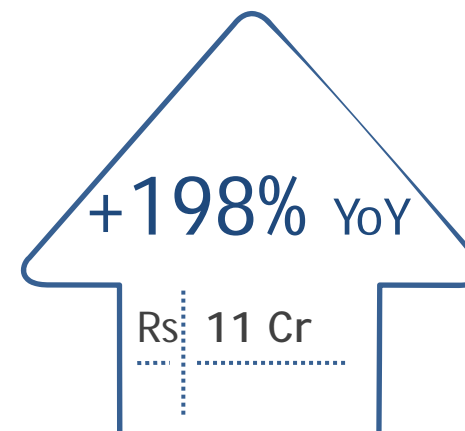
Total Income



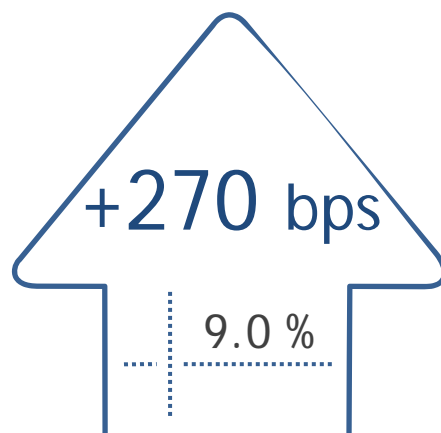
EBIDTA



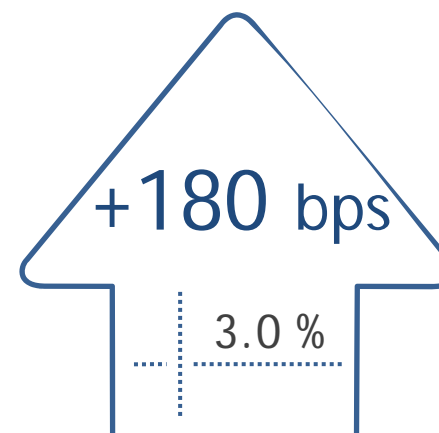
PAT



EBIDTA Margin (%)



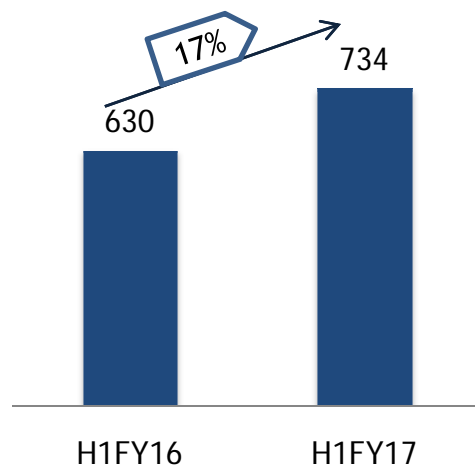
PAT Margin (%)



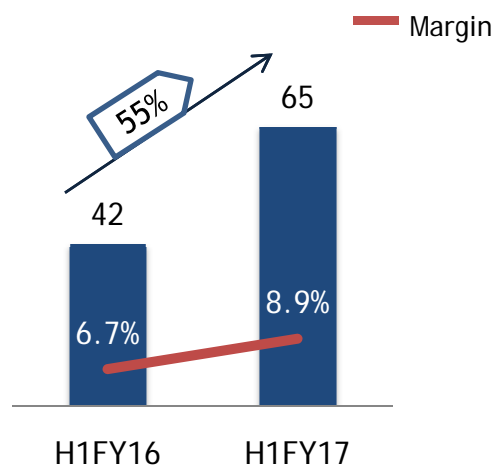
# Half Yearly Highlights - H1FY17

Rs In Cr

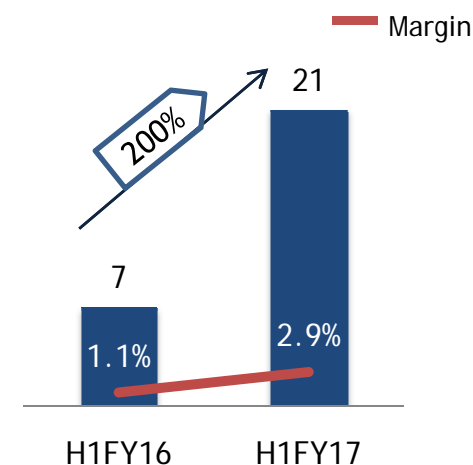
## Total Income



## EBIDTA



## PAT



## Capacity expansion during H1 FY17

### Commencement of Capacities

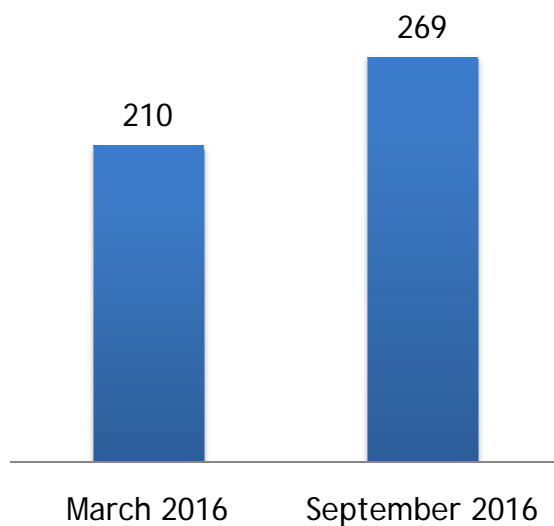
- ❖ Commenced Full capacity of Fully Drawn Yarn of 115 TPD in September 2016
- ❖ Commenced Full capacity of Drawn Textured Yarn 200 TPD in September 2016
- ❖ Increase in Value added products resulted in better realisation and increased profitability



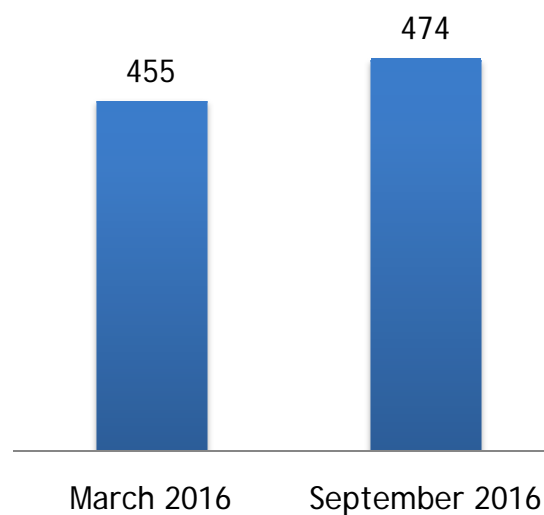
# Debt Structure

Rs In Cr

## Networth



## Debt



### Fresh Equity Induction - H1FY17

- 115,00,000 Equity Shares to Promoters/Others
- In exchange of Convertible Warrants
- Share Capital increased from Rs 32.0Cr to 43.5Cr

### Debt Break up as on September 2016

- Term Loan: Rs 336 Cr
- Working Capital: Rs 78 Cr
- Unsecured Loan from Promoters: Rs 60 Cr



## Profit & Loss Statement - Q2 FY17

Rs. Crore	Q2 FY17	Q2 FY16	YoY	H1FY17	H1FY16	YoY	FY16
Revenue from Operations	382	332	15%	732	628	16%	1,276
Other Operating Income	1	1		2	1		3
Total Income	383	332	15%	734	630	17%	1,278
Raw Material & Fuel Costs	303	280		583	522		1,052
Employee Cost	12	9		23	18		40
Other Cost	33	22		63	47		99
EBITDA	34	21	64%	65	42	55%	88
<i>EBIDTA margin (%)</i>	<i>9.0%</i>	<i>6.3%</i>		<i>8.9%</i>	<i>6.7%</i>		<i>6.9%</i>
Other Income	4	2		5	5		10
Depreciation	7	5		14	10		21
Interest	15	12		28	25		51
Profit Before Tax	15	6	166%	29	11	160%	26
Exceptional Items	0	0		0	0		7
Tax	4	2		8	4		6
Profit After Tax	11	4	198%	21	7	200%	26
<i>PAT Margin (%)</i>	<i>3.0%</i>	<i>1.2%</i>		<i>2.9%</i>	<i>1.1%</i>		<i>2.1%</i>
EPS (Rs)	2.6	1.2		4.8	2.2		8.1





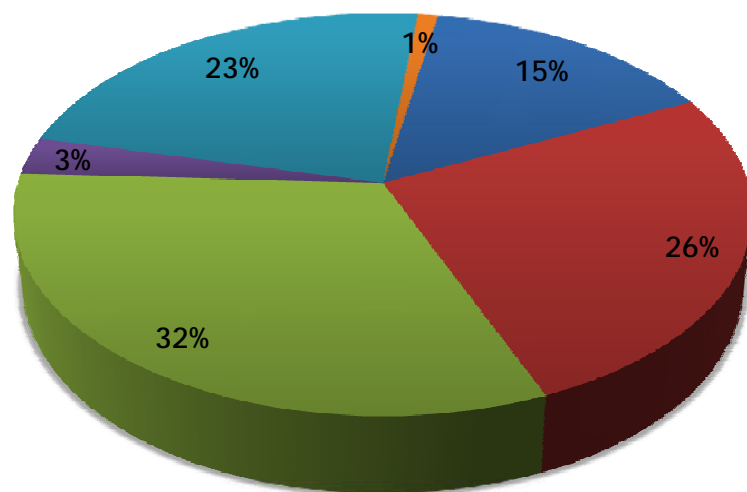
## Balance Sheet - H1FY17

Rs. Crore	Sep-16	Mar-16	Rs. Crore	Sep-16	Mar-16
<b>Shareholder's Funds</b>	<b>269</b>	<b>210</b>	<b>Non-current assets</b>	<b>614</b>	<b>526</b>
Share capital	44	32	Fixed assets	592	510
Reserves & Surplus	226	178	Non-current Investments	0	0
Minority Interest	-	-	Long-term loans & advances	21	14
<b>Non-current liabilities</b>	<b>367</b>	<b>340</b>	Other non-current assets	1	1
Long term borrowings	336	317	<b>Current Assets</b>	<b>402</b>	<b>355</b>
Long-Term Provisions	31	23	Current Investments	-	-
<b>Current liabilities</b>	<b>380</b>	<b>331</b>	Inventories	113	99
Short Term Borrowings	138	138	Trade receivables	249	216
Trade Payables	155	120	Cash & Cash equivalents	16	13
Other Current liabilities	86	72	Short-term loans & Advances	14	21
Short-term provisions	1	1	Other Current Assets	10	7
<b>Total Equities &amp; Liabilities</b>	<b>1,016</b>	<b>881</b>	<b>Total Assets</b>	<b>1,016</b>	<b>881</b>



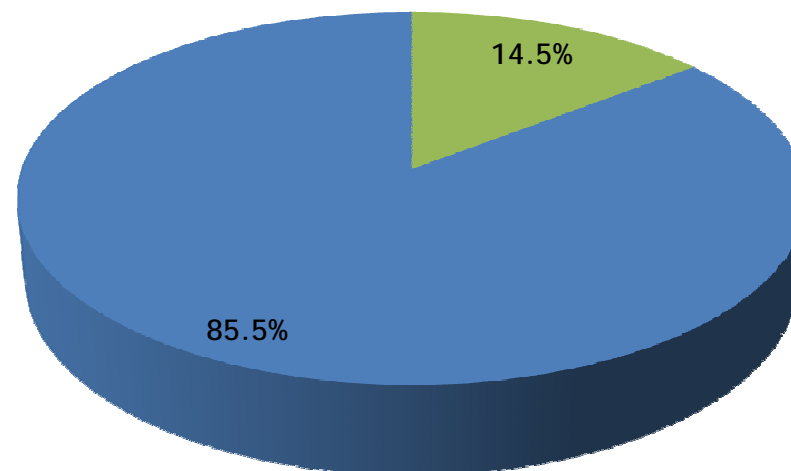
## H1 FY17 - Segment wise break-up

Production Split by volume



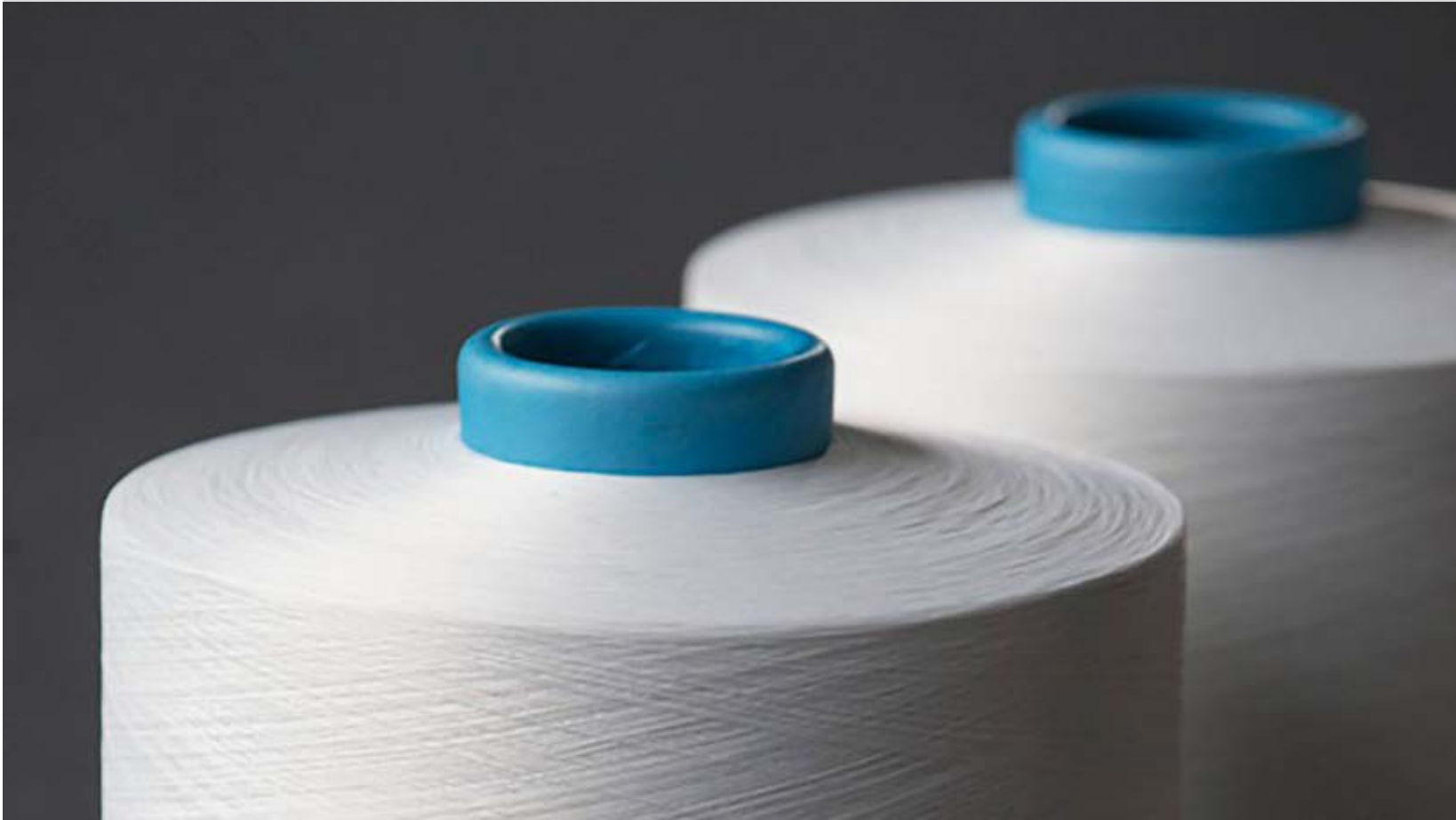
- Polyester POY (15%)
- DTY (32%)
- FDY (23%)
- Polyester Chips (26%)
- Polypropylene Crimp Yarn (3%)
- Others (1%)

Domestic & Exports Mix by volume



- Domestic
- Export





## Corporate Overview

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# FIL - Pioneers in Multifilament Yarn

01

Major filament yarn manufacturer with over two decades of industry experience

02

Integrated manufacturing facility at Dahej (Gujarat), Dadra (Union Territory of D&NH) and Noida (UP)

03

Product basket includes Polyester Filament Yarn, Polypropylene Filament Yarn, Drawn Textured Yarn, Crimp / Twisted Yarns, Fully Drawn Yarn, Textile Grade Chips, Narrow Woven Fabrics & Monofilament Yarns

04

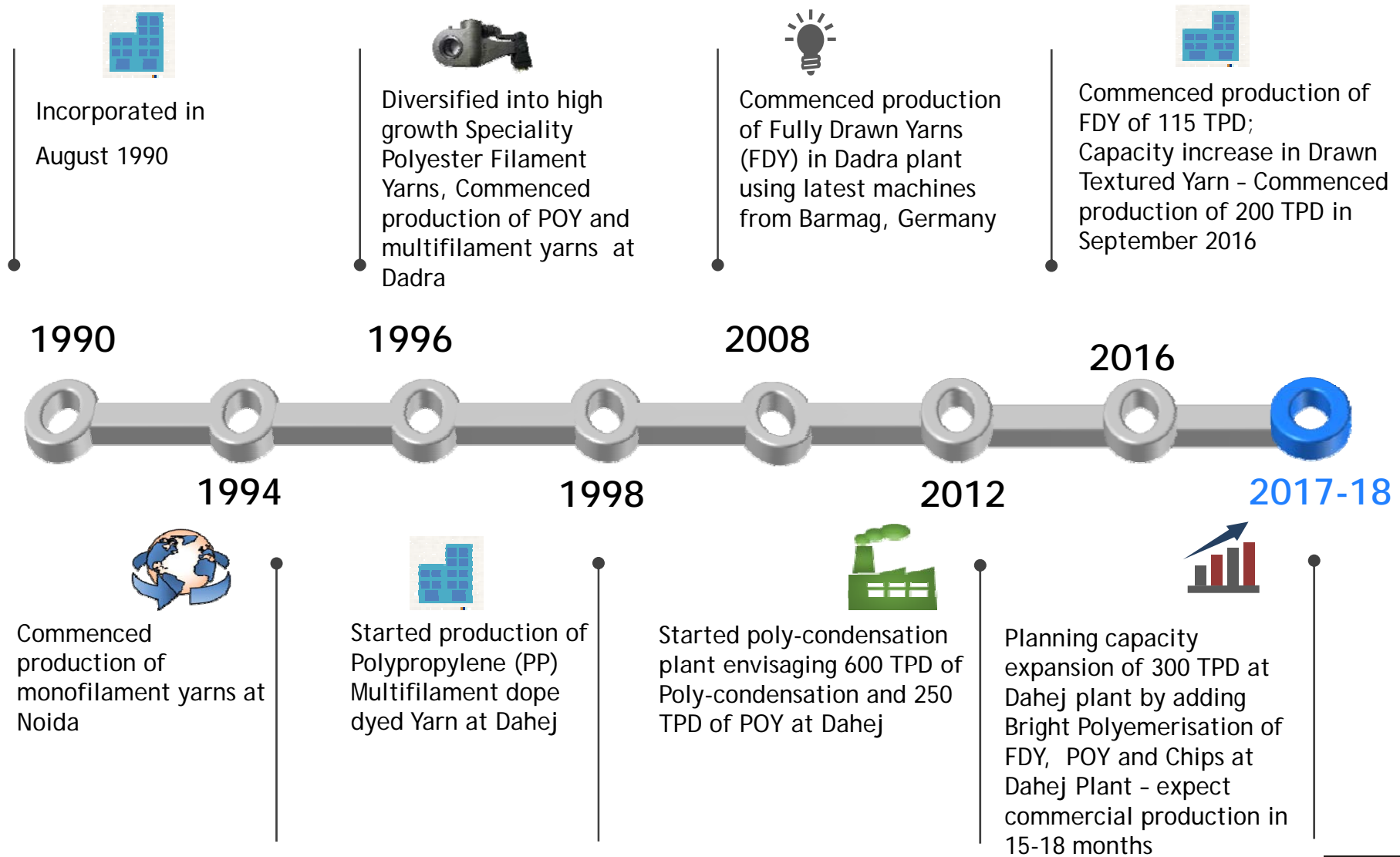
Expanded capacity at Dahej for addition of high realization value added product Fully Drawn Yarn (FDY) - 115 TPD and Drawn Textured Yarn - 200 TPD

05

Bright Polymerisation capacity of 190 TPD of FDY, 25 TPD of POY & 85 TPD of Chips to be added in further round of expansion : Total manufacturing capacity to increase to 900 TPD



# Moving up the value chain



# Experienced and Professional Management



## **Mr. Madhu Sudhan Bhageria, Vice Chairman & Managing Director**

- ❑ Gold medalist in Commerce from Shri Ram College of Commerce, Delhi
- ❑ Rich experience in Polyester Industry and President of PTA Users Association



## **Mr. Purrshottam Bhaggeria, Joint Managing Director**

- ❑ Master Degree in Business Administration from Cornell University, USA
- ❑ Member of Managing Committee of PHD Chamber of Commerce & Industry



## **Mr. Madhav Bhageria, Joint Managing Director**

- ❑ Commerce Graduate from Hindu College, Delhi University
- ❑ Looks after plant operations & marketing functions of the Company



## **Mr. Ashok Chauhan, Whole time Director**

- ❑ B.E. (Mech) and Master Degree in Business Administration
- ❑ Vast experience in Marketing, Project Management, Corporate Planning & Business Strategies



## **Mr. R P Gupta, Chief Financial Officer**

- ❑ Commerce Graduate from Shri Ram College of Commerce, Delhi, Fellow Member of ICAI
- ❑ Over 35 years experience in various field viz. Accounts, Finance, Taxation and Management



## Ultra modern manufacturing facilities at present

Products	Capacity (MTPA)		
Plants	Gross	Captive	Net
Polyester Partially Oriented Yarn (POY)	110000	74400	35,600
Polypropylene Yarns	7,500	-	7,500
Polyester Chips	84000	20000	64,000
Fully Drawn Yarns	55,000	2,500	52,500
Drawn Textured Yarn	74,400	-	74,400
Narrow Woven Fabrics	2,500	-	2,500
Mono Filament Yarns	500	-	500
Total	3,33,900	96,900	2,37,000





## Manufacturing facilities at various locations



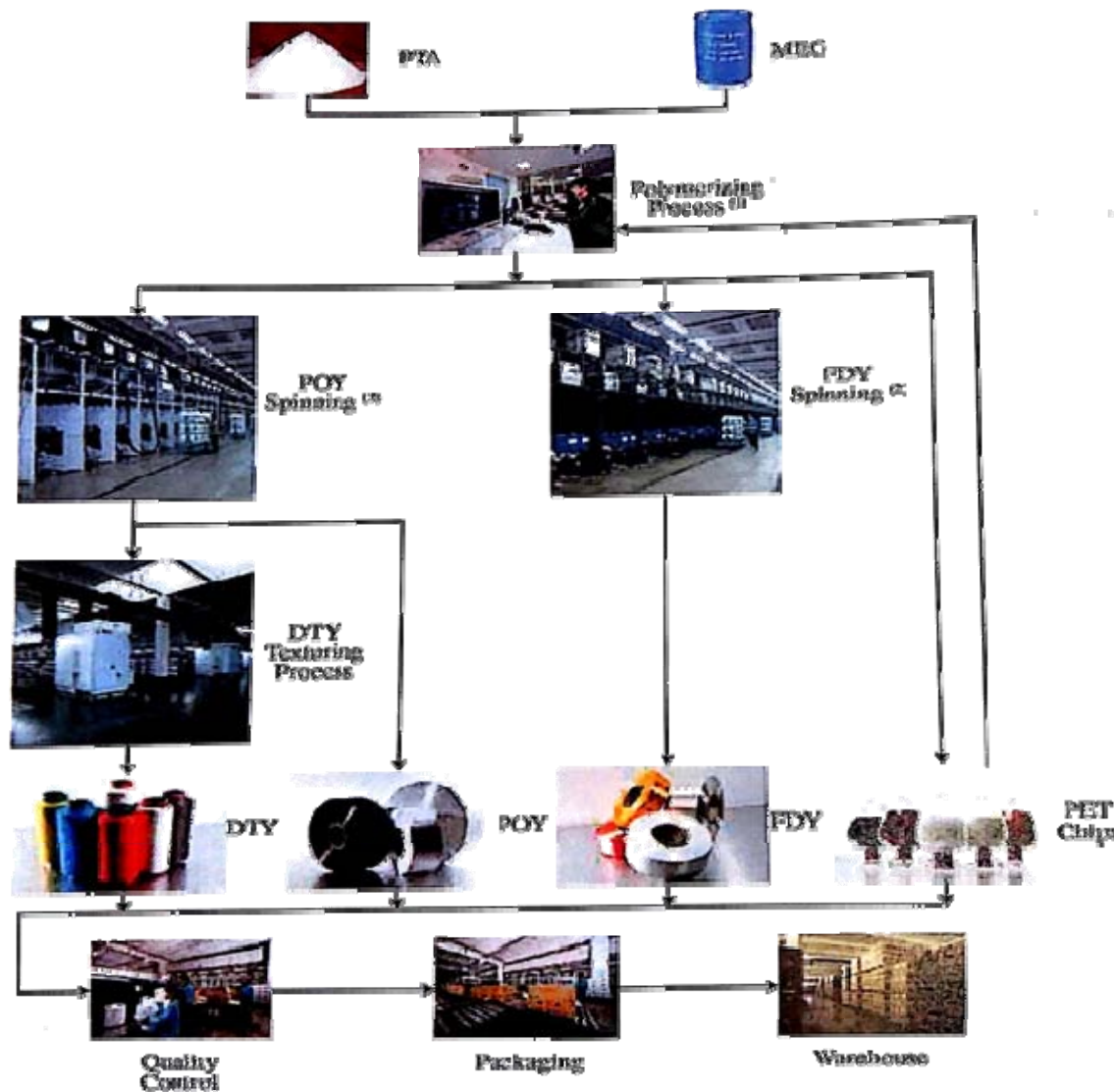


## Diversified product portfolio

Product	Description
Polyester Partially Oriented Yarn (POY)	<ul style="list-style-type: none"><li>❖ Largely used in shirtings &amp; suitings, sarees, lehengas, dress material etc</li><li>❖ Polyester Yarn is a substitute of cotton and other synthetic yarns</li></ul>
Micro Denier Yarn	<ul style="list-style-type: none"><li>❖ Ideal for production of artificial silk-like fabrics</li><li>❖ Used for sarees, dress materials, home furnishings, etc</li></ul>
Polypropylene Yarns	<ul style="list-style-type: none"><li>❖ Used for socks, tights, car upholstery, ribbons, nets, swim wear, sportswear, undergarments, seamless garments, etc</li></ul>
Polyester Chips	<ul style="list-style-type: none"><li>❖ Industrial intermediate product used to manufacture Polyester yarns</li></ul>
Narrow Woven Fabrics	<ul style="list-style-type: none"><li>❖ Used for manufacture of Carpets, Rugs etc.</li></ul>
Fully Drawn Yarns	<ul style="list-style-type: none"><li>❖ FDY can be used directly for making fabrics; yields higher than POY</li></ul>
Drawn Textured Yarns	<ul style="list-style-type: none"><li>❖ Intermediate product used for manufacturing fabrics</li></ul>
Bright Polyester Yarns	<ul style="list-style-type: none"><li>❖ Used for specialised fabrics</li></ul>

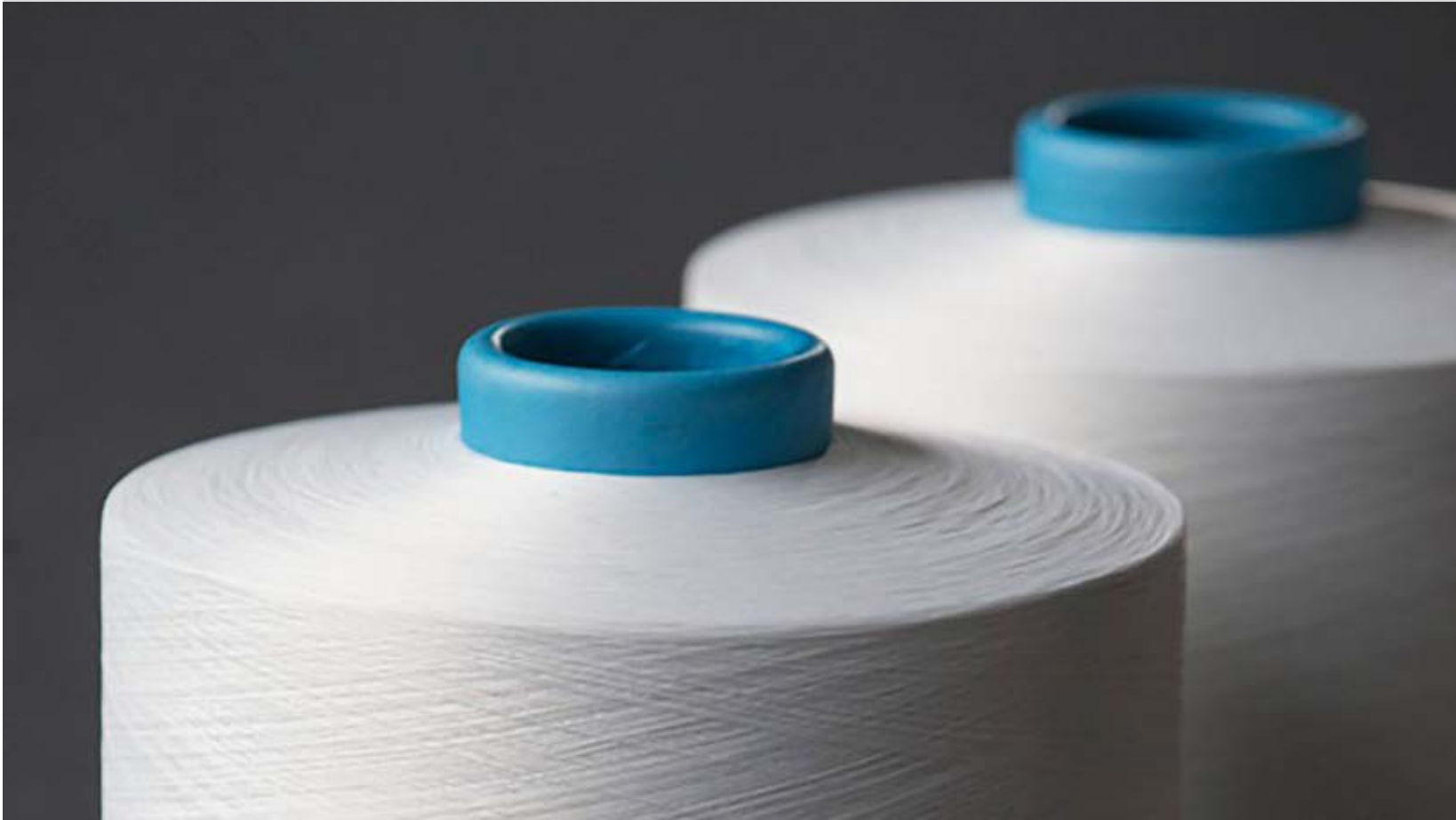


# Production process for POY, FDY, DTY



1. Polymerising process includes mixing of raw materials, esterifying, pre-polymerising and final polycondensation
2. Spinning process for FDY includes extrusion, spinning, drawing with heated godets, and high-speed winding
3. Spinning process for POY includes extrusion, spinning and winding





## Growth Strategies

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## Capacity addition & forward integration of value added products ...

### Fully Drawn Yarn



#### Capacity - 115 TPD

- ❖ Implemented expansion of manufacturing of value added product Fully Drawn Yarn (FDY)
- ❖ FDY commands higher realisation than POY as it does not require texturing and can be used directly for making fabric
- ❖ Commenced full capacity in September 2016

### Drawn Textured Yarn



#### Capacity - 200 TPD

- ❖ Capacity addition of Drawn Textured Yarn (DTY) - 40 Texturing machines installed with commercial operation of 200 TPD
- ❖ Around 60% of DTY production to be exported
- ❖ Commenced full capacity in September 2016

... in overall product mix to boost operating margins and profitability



# Bright Polymer capacity to be added

## *Capacity Addition of Bright Polymerisation of FDY, POY & Chips*



- ❖ Capacity addition of -
  - Bright FDY - 190 TPD, Bright POY - 25 TPD, Bright Chips - 85 TPD
- ❖ Total estimated Capex of Rs 343 Crores - to be funded with Debt & Internal accruals



- ❖ Add Bright FDY / POY to expand product basket
- ❖ Bright FDY /POY /Chips have greater realisation than semi-dull



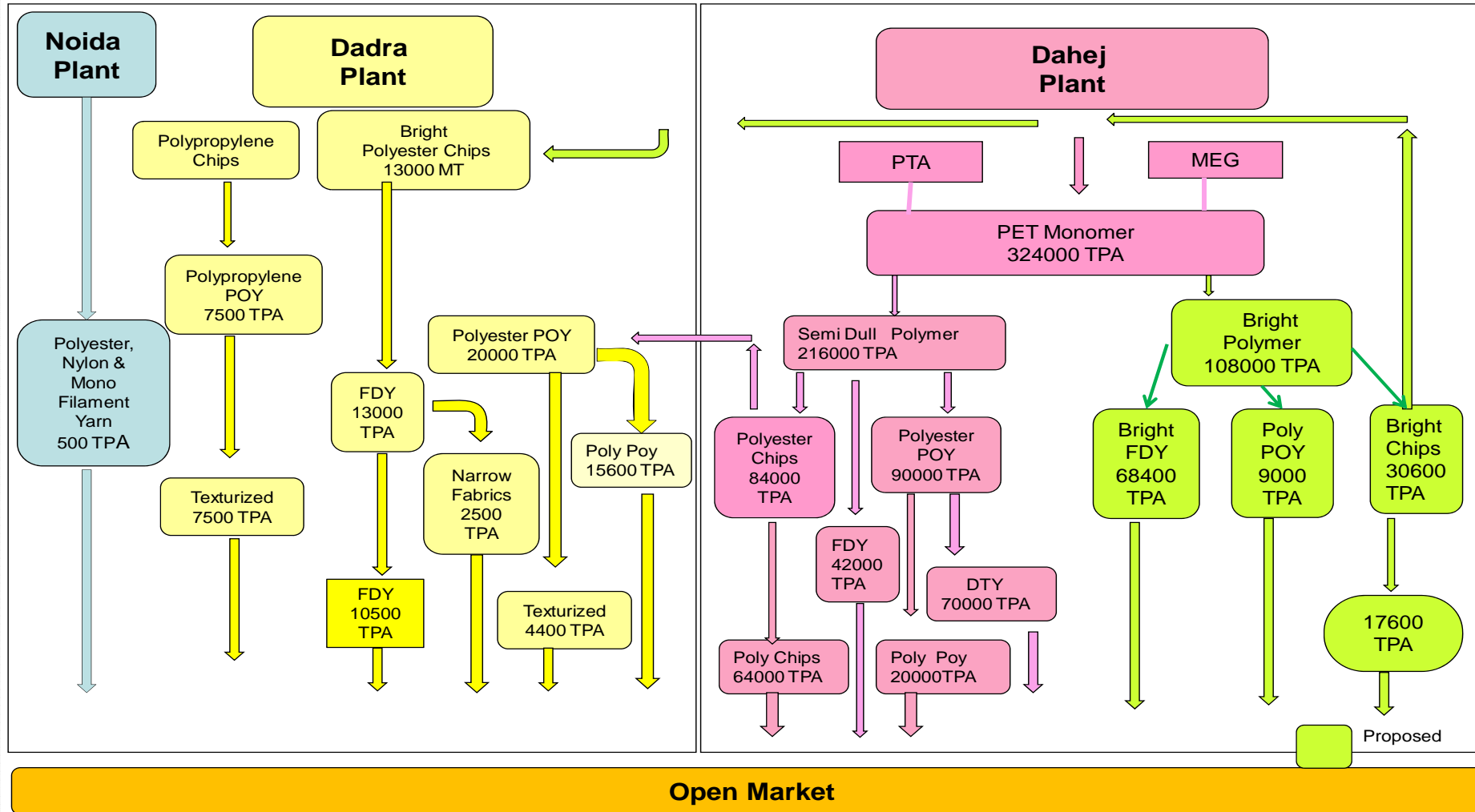
- ❖ 1st reactor is common to the process wherein 90% of polymerization takes place
- ❖ Significant operational savings, no additional costs for plant operations, administrative and overhead expenses



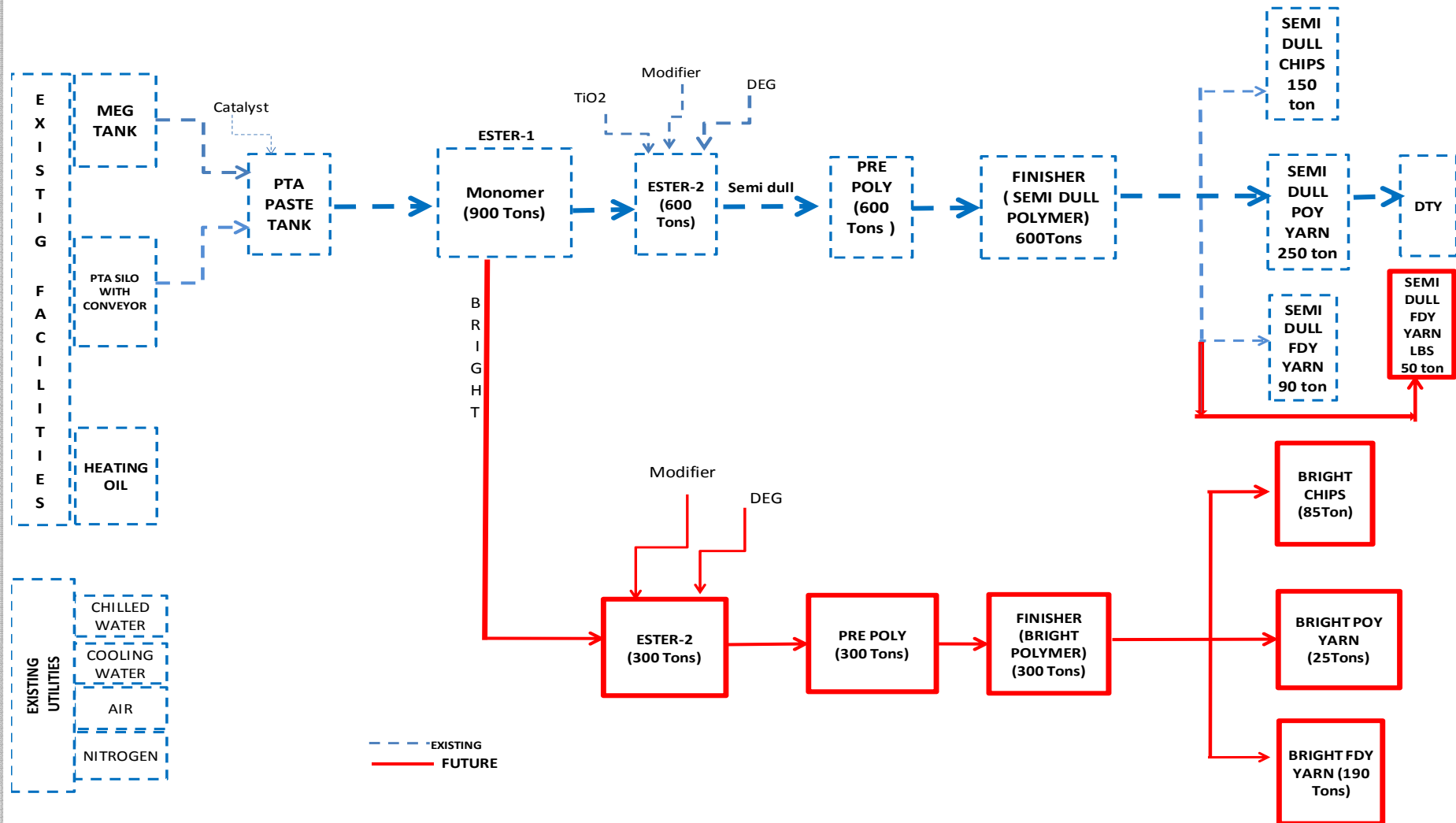
- ❖ Substantial savings in execution cost & time than any Greenfield project
- ❖ Capacity addition to fuel margin expansion and profitability growth



# Business Model of Filatex India

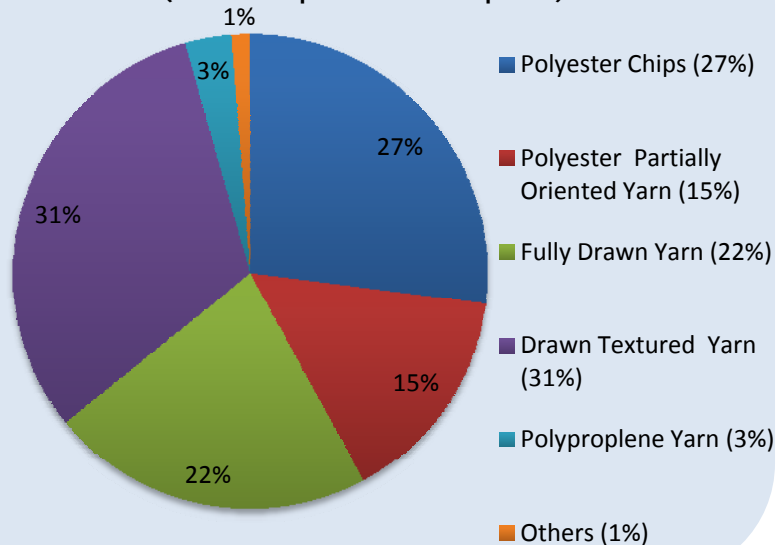


# Dahej Plant - from Raw Material To Finished Products



# Increasing share of value added products....

Present Capacity - 237,000 TPA  
(Net of Captive Consumption)



September 2016

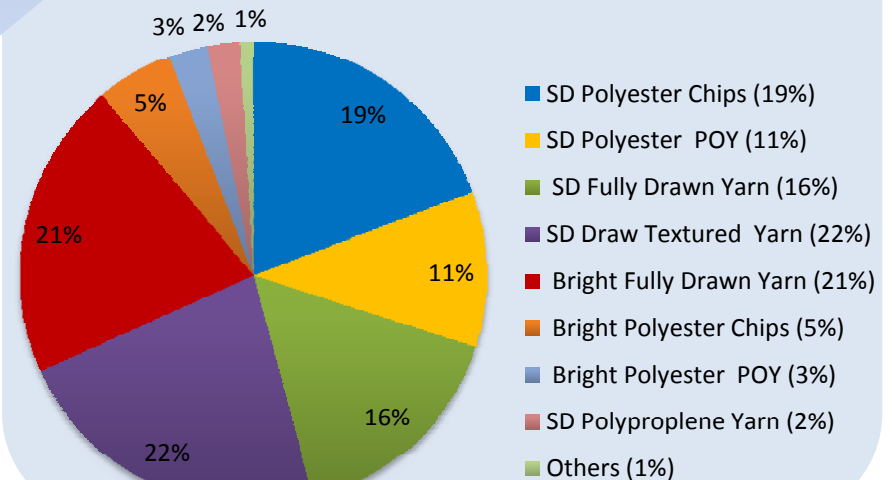
Commencement full capacity of 115 TPD of Fully Drawn Yarn (FDY) and 200 TPD of Draw Textured Yarn (DTY)



January 2018

Expected commencement of production of new capacity of Bright POY, FDY & Chips - 300 TPD capacity

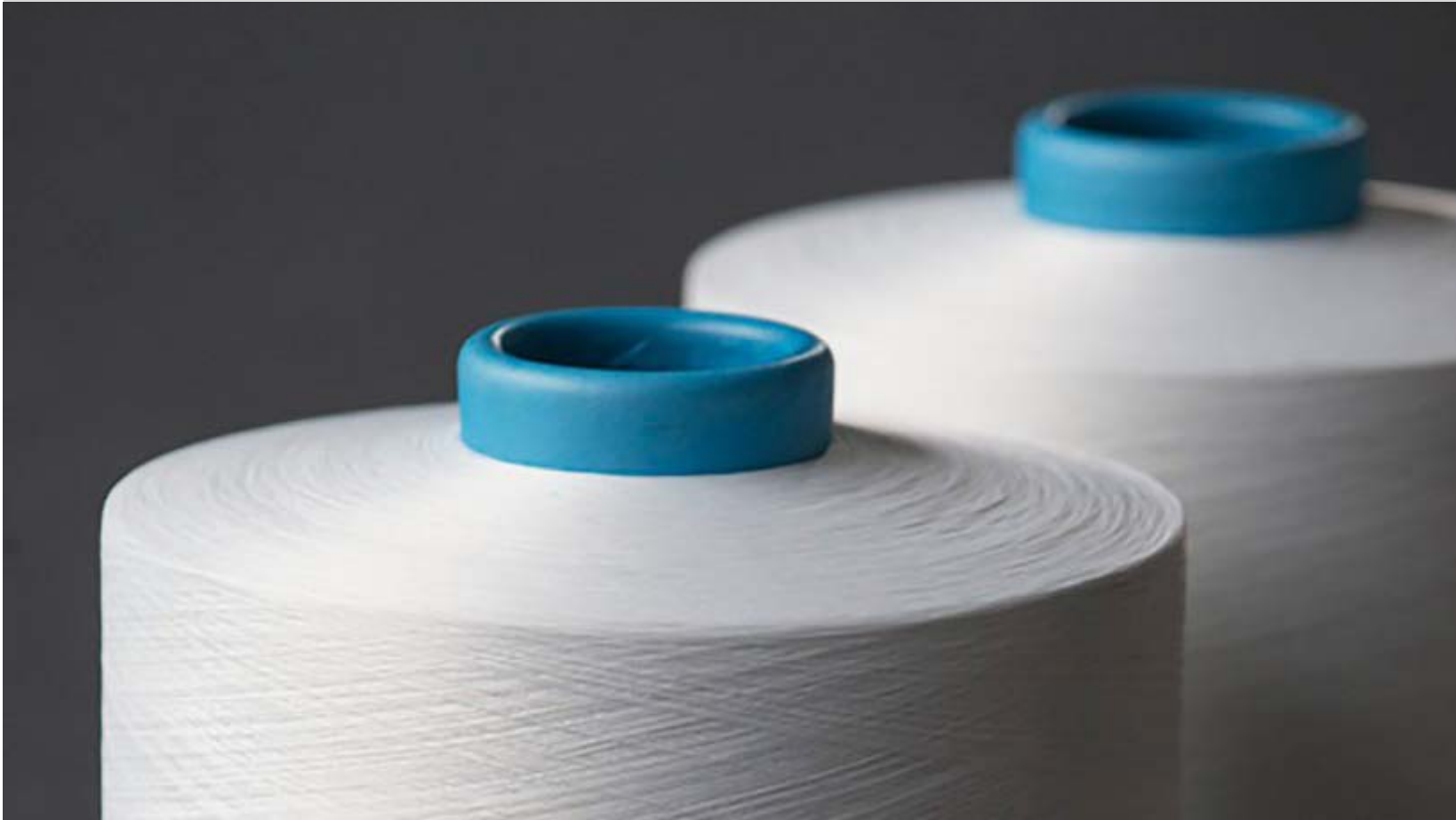
Post Expansion Capacity - 332,000 TPA  
(Net of Captive Consumption)



Capacities are net of Captive







# Thank You

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