



FIL/SE/2024-25/21

8th August, 2024**National Stock Exchange of India Limited**

Listing Department

5th Floor, Exchange Plaza, C-1, Block-G,

Bandra-Kurla Complex, Bandra (E)

Mumbai-400 051

Security Symbol: **FILATEX****BSE Limited**

Listing Department

25th Floor, Pheroze Jeejeebhoy Towers

Dalal Street,

Mumbai - 400 001

Security Code: **526227****Sub: Investor Presentation – August 2024**

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 – August 2024 which we propose to share with Analysts & Investors.

This is for your information and records please.

Thanking you,

Yours faithfully,

For FILATEX INDIA LIMITED

RAMAN KUMAR JHA

COMPANY SECRETARY

Encl.: a/a

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Filatex India Limited



Investor Presentation



AUGUST 2024



INSIDE THE PRESENTATION

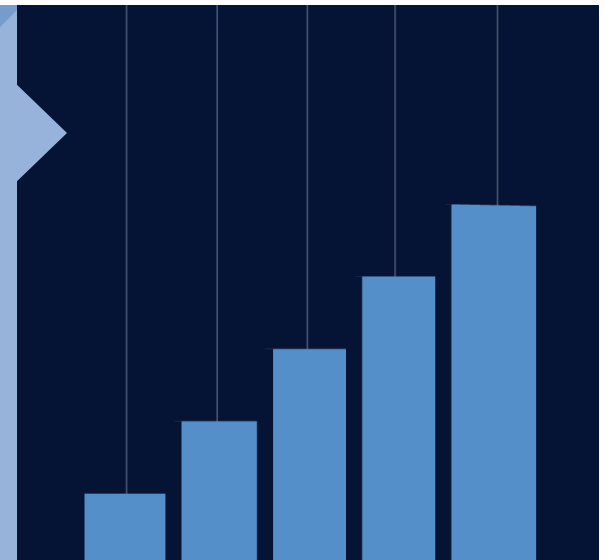
FINANCIAL &
OPERATIONAL
HIGHLIGHTS

pg.03



INDUSTRY
TRENDS

pg.07



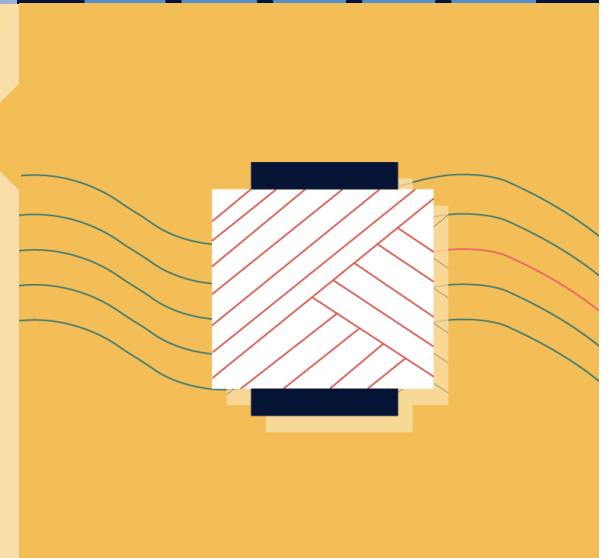
GROWTH WITH
PURPOSE

pg.11

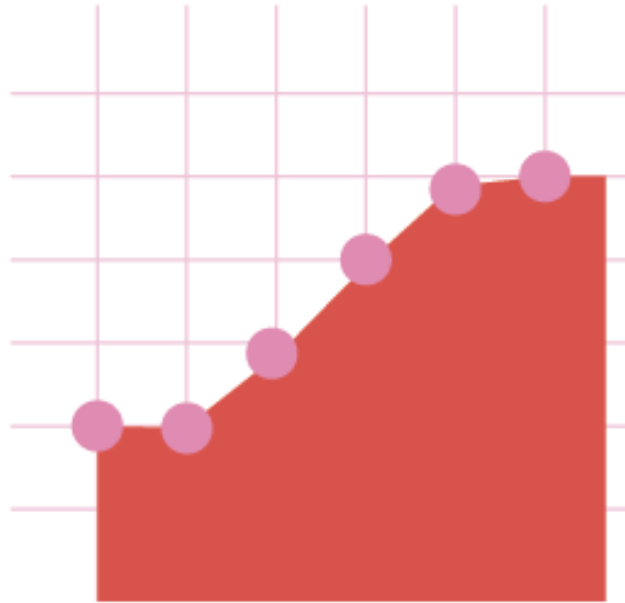


COMPANY
OVERVIEW

pg.14



FINANCIAL & OPERATIONAL HIGHLIGHTS



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KEY MESSAGE



“Though the performance is slightly better on YoY basis, it is still not normal as the margins are under pressure. The domestic demand is still subdued. We can see the residual impact of massive imports of yarns and fabrics from China. Though rural demand is showing some signs of recovery, it has not translated to the textile segment. The mild growth in demand is in essential commodities, addressing bare necessities. Retail inflation is still bothering the large segment at the bottom of pyramid.”

MADHU SUDHAN BHAGERIA
Chairman & Managing Director

QUARTERLY PROFIT AND LOSS STATEMENT

SUMMARY OF PROFIT & LOSS STATEMENT

(Rs. in Crores)

| KEY PERFORMANCE METRICS | Q1FY25 | Q4FY24 | Q1FY24 | QoQ | YoY |
|--|----------|----------|----------|--------|---------|
| Revenue from operations | 1,054.31 | 1,025.84 | 1,069.27 | 2.78% | -1.40% |
| Other Income | 4.32 | 3.89 | 4.18 | 11.05% | 3.35% |
| Total Income | 1,058.66 | 1,029.73 | 1,073.45 | 2.81% | -1.38% |
| EBITDA | 60.90 | 64.76 | 44.92 | -5.96% | 35.57% |
| EBITDA Margin (%) | 5.78 | 6.31 | 4.20 | - | - |
| Finance cost | 5.57 | 3.17 | 6.99 | 75.71% | -20.31% |
| Depreciation and amortisation expenses | 17.95 | 18.11 | 17.88 | -0.88% | 0.39% |
| Profit after tax | 32.29 | 34.84 | 17.62 | -7.32% | 83.26% |

₹1,054.31 Cr
Revenue

₹60.90 Cr
EBIDTA

₹32.29 Cr
Profit after Tax

[Click here for results](#)

OPERATIONAL METRICS

Despite a large inflow of cheap Chinese imports, the demand for Polyester yarn was robust and we achieved the optimum levels of production and sales in a quarter while utilizing around 100% of our capacities.

Q1FY25 vs Q4FY24 (QoQ)

97,581 MT

Production



96,969 MT

Production

95,963 MT

Sales



96,419 MT

Sales

Q1FY25 vs Q1FY24 (YoY)

97,581 MT

Production



1,02,405 MT

Production

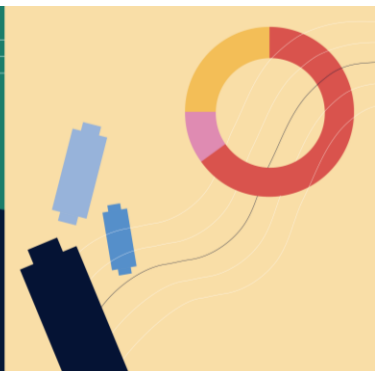
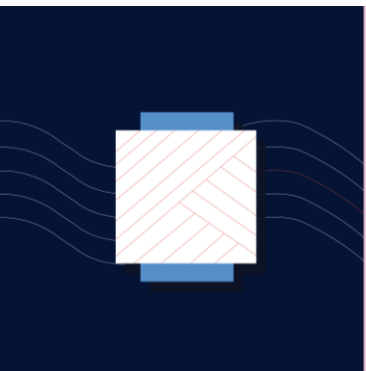
95,963 MT

Sales



1,00,212 MT

Sales



INDUSTRY TRENDS



WORLD FIBRE PRODUCTION (2008-2021)

PRODUCTION CAPACITY (IN 1000MT)

| FIBRES | 2008 | % | 2021 | % | CAGR | GROWTH |
|------------------------|---------------|--------------|-----------------|--------------|-------------|---------------|
| NATURAL FIBRES | | | | | | |
| Raw Cotton | 23,584 | 31.47 | 24,700 | 21.94 | 0.39 | 1,116 |
| Other Natural Fibres | 6,971 | 9.30 | 8,500 | 7.55 | 1.67 | 1,529 |
| Total Natural | 30,555 | 40.69 | 33,200 | 29.48 | 0.69 | 2,645 |
| SYNTHETIC FIBRES | | | | | | |
| Cellulose Fibres | 3,464 | 4.62 | 7,200 | 6.39 | 6.29 | 3,736 |
| Synthetic Fibres | 41,081 | 54.82 | 72,200 | 64.12 | 4.81 | 31,119 |
| Total Synthetic | 44,545 | 59.44 | 79,400 | 70.52 | 4.93 | 34,855 |
| Total | 75,100 | 100 | 1,12,600 | 100 | 3.43 | 37,500 |

Polyester is the most widely used fibre worldwide. With an annual production of around 61 million tonnes, polyester's market share was approximately 54% of the global fibre production in 2021.

Rapidly changing fashion trends and modern living standards will drive the growth of high-end polyester fibres with high durability, quick-drying, and easy-to-clean properties. Polyester fibres are also exclusively used for sports and athleisure clothing due to their lightweight and moisture-wicking properties, further accelerating market growth.

93%

Growth in World Fibre Production in the last 13 years has come from Synthetic Fibres

GROWTH DRIVERS FOR INDIAN MMF INDUSTRY

1

SHIFT IN DEMAND TOWARDS MMF

The global textiles business is transitioning from cotton to man- made fibres (MMF) and technical textiles. To encourage this transformation, the Indian government has enacted a number of schemes and regulations, including the PLI scheme, the National Technical Textiles Mission (NTTM), and MITRA.

2

INCREASING ONLINE TREND

Low ticket sizes, deep discounts, the availability of a more comprehensive product range, and shopping festivals have all contributed to significant online sales in recent years. Moving forward, changing lifestyles combined with increased internet access among the general population would pave the way for a convenient and hassle-free online shopping experience, boosting demand in the textile sector.

3

LOWER THAN WORLD AVERAGE PER CAPITA FIBRE CONSUMPTION

India's per-capita fibre consumption is 5.5 kg, which is less than half the global average of 11 kg. The consumption of MMF in the country (56%) is lower than the global average (69%) and that of developed countries, indicating a huge potential for MMF in the country.

PER-CAPITA CONSUMPTION OF ALL FIBRES (IN KGS)



North America **36.9**



Australia **28.6**



South Korea **23.3**



Taiwan **23**



Japan **21**



Turkey **14.8**



China **14**



India **5.5**



World **11.2**

POLICY INITIATIVES

7 Mega Textile Parks

The government has approved setting up seven mega textile parks under the PM-MITRA scheme at a total outlay of INR4,445 crore, with an intension to generate about one lakh direct and two lakh indirect jobs per park.

₹10,683 Cr - PLI

The Union Cabinet in September approved the production linked incentive (PLI) scheme of INR10,683 crores for the textile sector to promote the production of high value Man-Made Fibre (MMF) fabrics, garments, and technical textiles.

The Government of India has taken several strategic steps to boost the manufacturing of man-made fibres in India

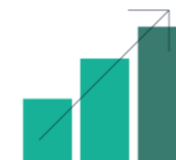
Introduced a minimum value addition norm of 35% on textile products coming in India at zero duty from countries covered under FTA



Included synthetic yarns under the RoDTEP scheme



Abolished anti-dumping duty on PTA



Imposed an increase in duty from 10% to 20% on around 300 textile products



An abstract graphic with a teal background. In the top right, a black circle contains the text "GROWTH WITH PURPOSE" in white. The bottom right features two stylized green plants with semi-circular leaves. The left side is filled with various geometric shapes: a large white triangle pointing down, a smaller dark teal rectangle, and a prominent red parallelogram. Faint, wavy lines are visible in the upper right area.

**GROWTH WITH
PURPOSE**

BEING A RESPONSIBLE CORPORATE CITIZEN



Prioritising Recycling

After undertaking research activities and successful lab trials to develop a scalable way to recycle polyester waste including textile waste, we set up a pilot plant with a capacity of 1.5 tonnes/ day. This pilot plant helped us optimise the process parameters for scaling operations and now, we are planning to set up facilities for manufacturing recycling chips with a capacity of 20,000 MTPA.

Focus on Renewable Energy

We currently source power from rooftop solar power plants at both its plants, with 1 MW at Dahej and 0.91 MW at Dadra as well as 0.9 MW from a 3rd party hybrid wind solar plant. Committed to further reducing our carbon emissions, we are also procuring renewable energy from a hybrid wind and solar power plant with a capacity of 10.8 MW in Gujarat as well as 12.5 MW solar power from an ISTS project in Rajasthan. In order to take advantage of the recently developed inter-state transmission system, we have entered into an agreement to procure power from a solar power plant of 19.5 MW in Rajasthan.

Environment Conservation

We recycle our packaging materials, paper tubes and wooden pallets. In addition, to do our bit towards environment conservation, we use a composite food waste machine that produces fertilizer from the canteen food waste. This is then used to maintain the green cover outside and inside our premises. We also treat our effluent water in the plant and reuse it for non-drinking purposes, thus following a zero liquid discharge policy.

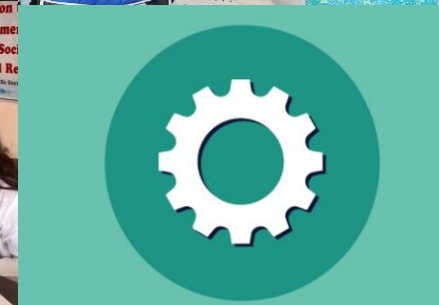
GROWING WITH OUR COMMUNITIES

We have always prioritized sustainability and social responsibility as much as the business. We continue to fulfil our role as a responsible corporate citizen by investing in a range of initiatives that target the current needs of the local communities as well as their future development.

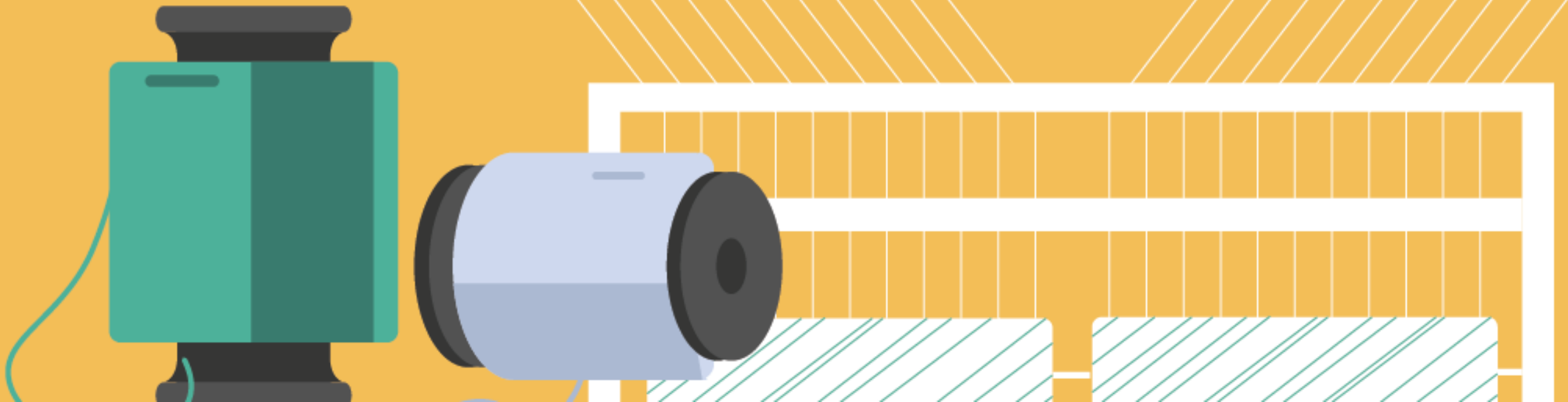
SUPPORTING THOSE IN NEED DURING THE PANDEMIC



EMPOWERING COMMUNITIES



COMPANY OVERVIEW



COMPANY OVERVIEW

Filatex India Limited is among the country's leading manufacturers of Polyester Filament Yarn focused on capitalising synergies created through its integrated business model.

Driven by capable leadership, the Company remains focused on increasing capacities, widening its reach, maximizing efficiency, allocating capital effectively, and ensuring sustainability.

AA- & A1+

Latest long term & short term Credit Rating

45

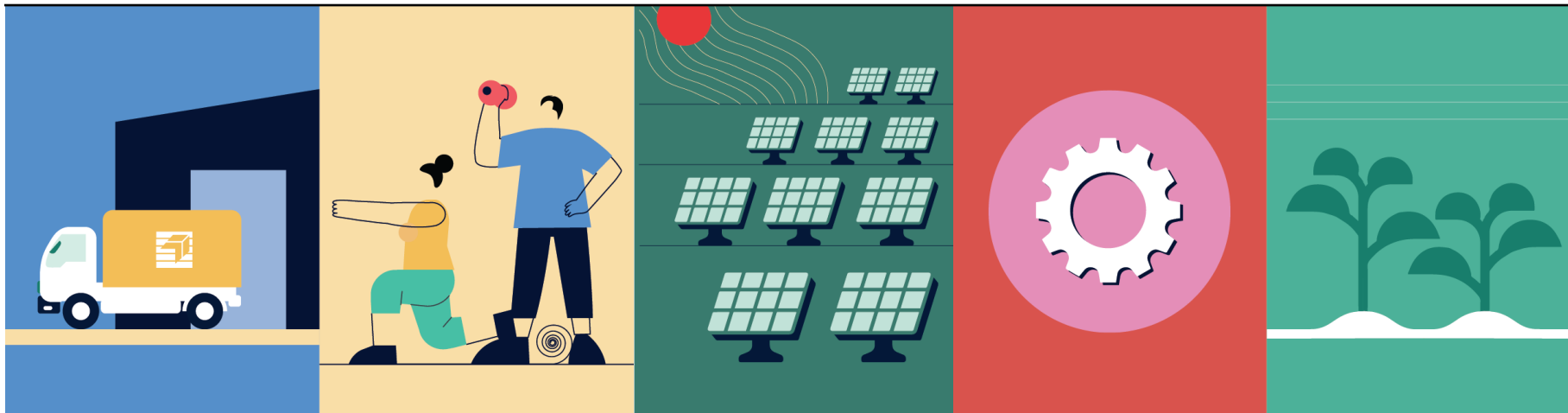
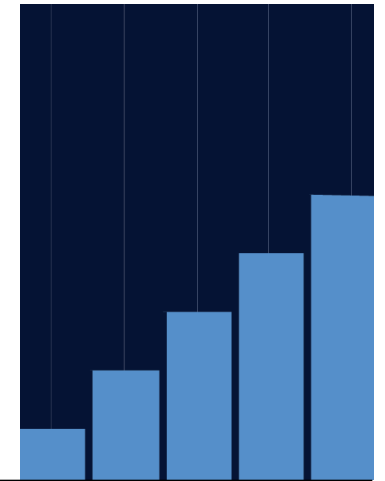
Presence in 45 countries across 5 continents

2500+

Team members embracing the culture of integrity and delivering value

2

manufacturing units state of the art with integrated manufacturing operations



30+ Years

Experience in manufacturing yarn

4,01,040 MT

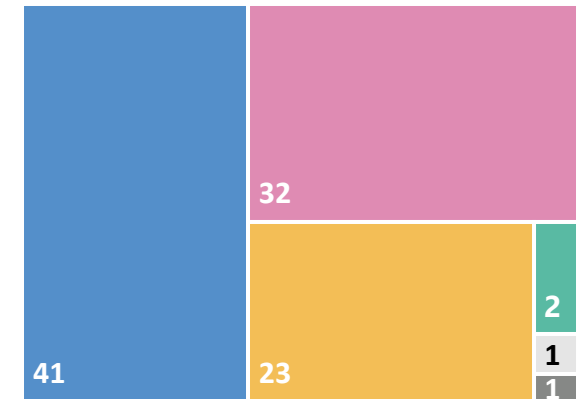
Annual manufacturing capacity

PRODUCTION CAPACITIES

ANNUAL PRODUCTION CAPACITIES (IN MT)

| PARTICULARS | PRODUCTION | CAPTIVE USE | NET CAPACITY |
|---------------------|-----------------|-----------------|-----------------|
| Polyester Chips | 52,200 | 43,200 | 9,000 |
| Polyester POY | 2,57,400 | 1,64,100 | 93,240 |
| Polyester FDY | 1,31,400 | 1,080 | 1,30,320 |
| Polyester DTY | 1,64,160 | 1,080 | 1,63,080 |
| Polypropylene | 5,400 | 2,160 | 3,240 |
| Narrow Woven Fibres | 2,160 | 0 | 2,160 |
| Total | 6,12,720 | 2,11,680 | 4,01,040 |

4,01,040 Tonnes
Total Capacity



■ Polyester Chips ■ Polyester FDY
■ Polyester POY ■ Polypropylene
■ Polyester DTY ■ Narrow Woven Fibres

OUR PRODUCTS

POLYESTER CHIPS: Industrial intermediate product used to manufacture Polyester yarns.

FULLY DRAWN YARNS /FDY: Fully drawn polyester filament yarn is directly used for producing all kinds of fabrics specially for children and ladies.

POLYPROPYLENE MULTIFILAMENT CRIMP YARNS: In different shades and deniers, PP yarns are being used for Socks, Under Garments and Sports Wear.

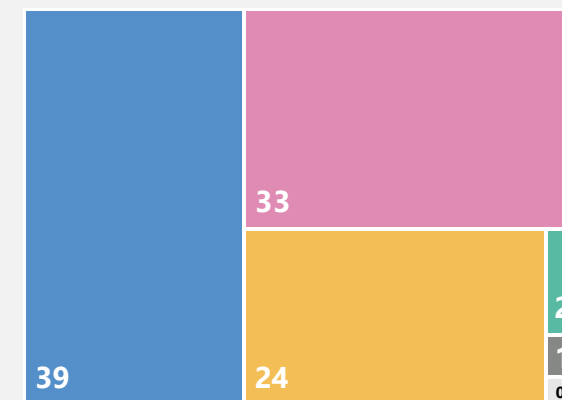
POLYESTER PARTIALLY ORIENTED YARNS /POY: Intermediate product which post texturizing is used for knitting & weaving different kinds of fabrics.

DRAWN TEXTURED YARNS/ DTY: Produced by drawing & heating POY through a texturing process. It is used for manufacturing fabrics for multiple applications.

NARROW WOVEN FABRICS: Used in manufacture of Carpets, Rugs, Tapes, Ribbons and Zippers



2024



■ Polyester Chips
■ Polyester POY
■ Polyester DTY
■ Polyester FDY
■ Polypropylene
■ Narrow Woven Fibres

CATERING TO DIVERSE END-USERS

1

Apparel



2

**Women Wear
& Inner Wear**



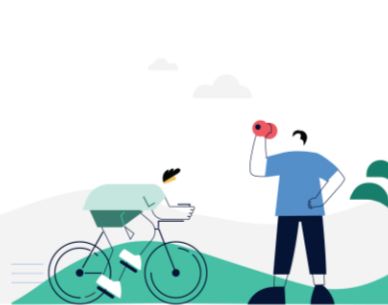
3

**Home Textiles
& Furnishings**



4

**Athleisure &
Outerwear**



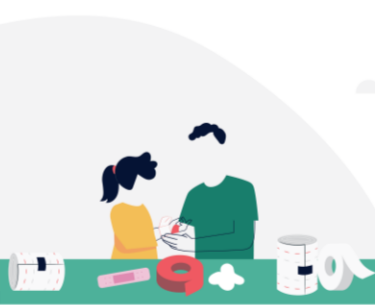
5

Industrial



6

**Healthcare
& Medtech**



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