Fiberweb (India) Limited

Manufacturers of : Spunbond Nonwoven Fabrics

7th February, 2018

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 Unaudited Financial Results for the financial year ended 2017-18 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

FIBERWEB (INDIA) LIMITED

Pravin V. Sheth
Chairman & Managing Director
DIN: 00138797

Encl: As above

Fiberweb (India) Limited

Q3 & 9M FY18 Result Update Presentation

February 2018

Disclaimer

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.

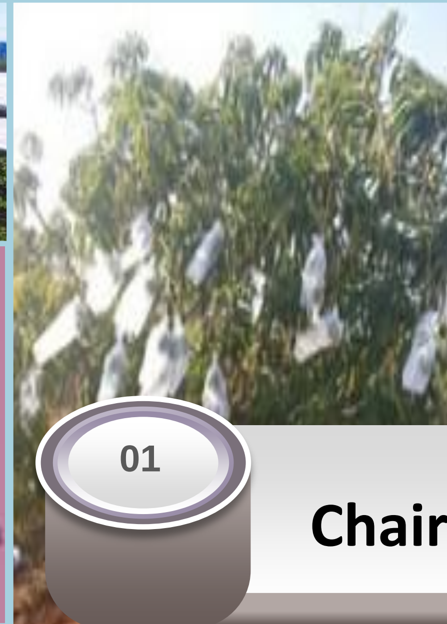
This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness 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.

Table of Contents

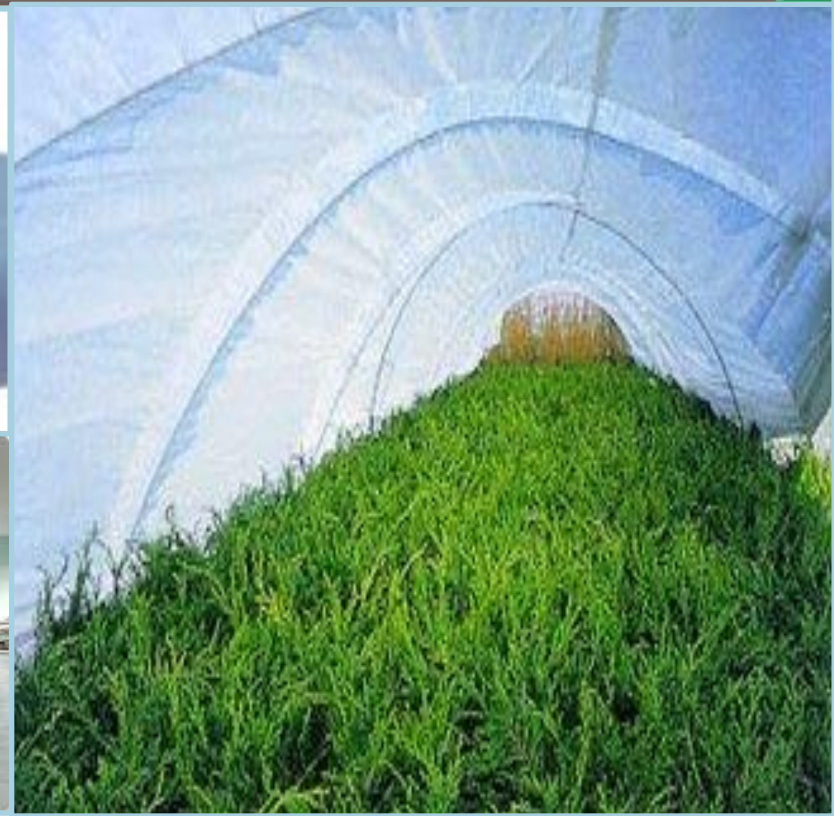
FIBERWEB (INDIA) LTD




01

Chairman's Message

Chairman’s Message – Q3 FY18

FIBERWEB (INDIA) LTD

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

“This third quarter of financial year FY18, we have registered a fantastic revenue growth of over 209% and our overall profit has also shown a significant increase of over 150%. With the new capacity coming in and commencement of production of Melt-Blown product, we expect the growth this financial year to be much higher than any of our past years. We have been witnessing a strong traction in demand from USA market. This is due to our continuous focus on timely delivering, quality products and abiding with committed deliverables.

At the same time our efforts towards development of new and innovative products has been successfully helping us to bag new orders and grow our business. We are witnessing the demand from various industries across the globe. We supply to well-known and highly reputed USA based distributors. Our order book is very healthy, even for our new meltblown product. At the same time, we are also witnessing a lot of enquiries for our existing as well as new products.

The Company has declared an interim dividend of 5% and also given a bonus shares in the ratio of 1:1, considering outstanding performance and future growth.

On the capacity enhancement front, the melt blown machinery has already been set up at our Daman facility and has started receiving orders from clients for commercial production. I am happy to share that we have already received our first export order of Rs. 15.2 Crores.

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.”

02 Consolidated Quarterly & Nine Monthly Financial Highlights

Quarterly Financial Highlights – Q3 FY18 Vs. Q3 FY17

FIBERWEB (INDIA) LTD

209%

Revenue
Rs. 81.8 cr

129%

EBTIDA
Rs. 11.1 cr

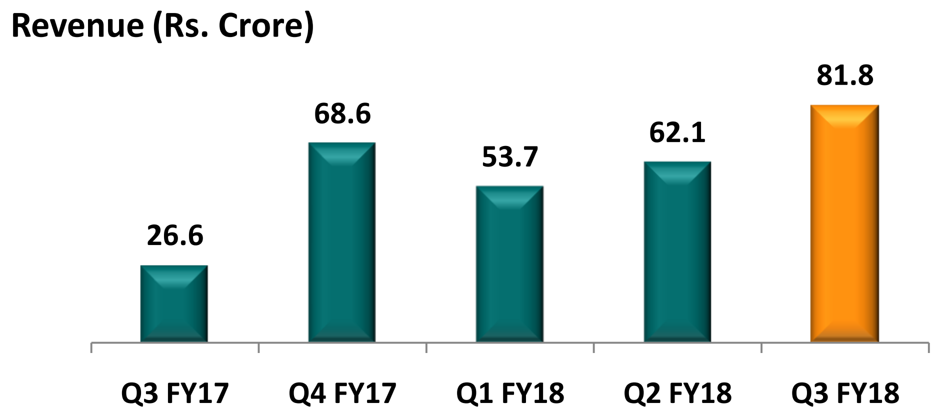
155%

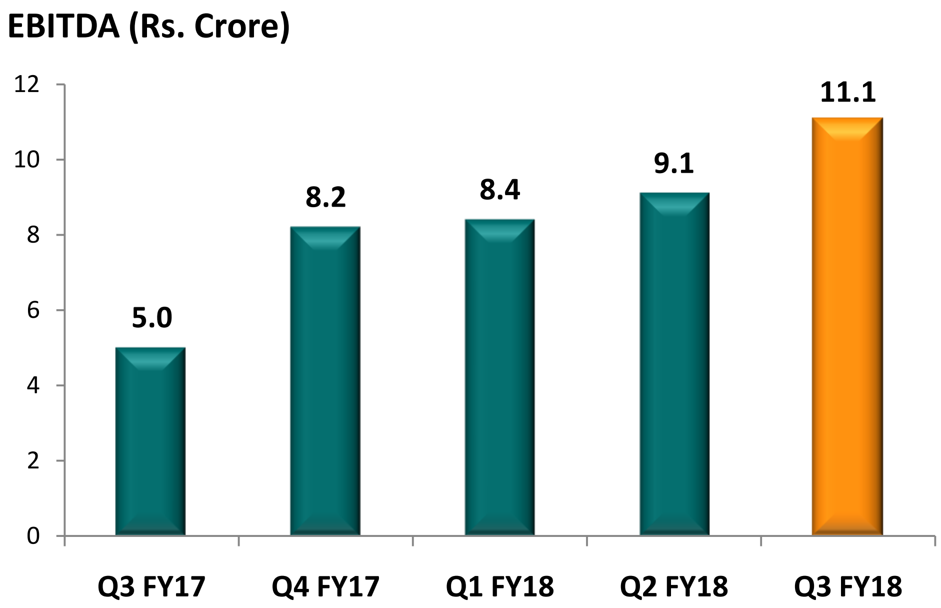
PAT
Rs. 10.3 cr

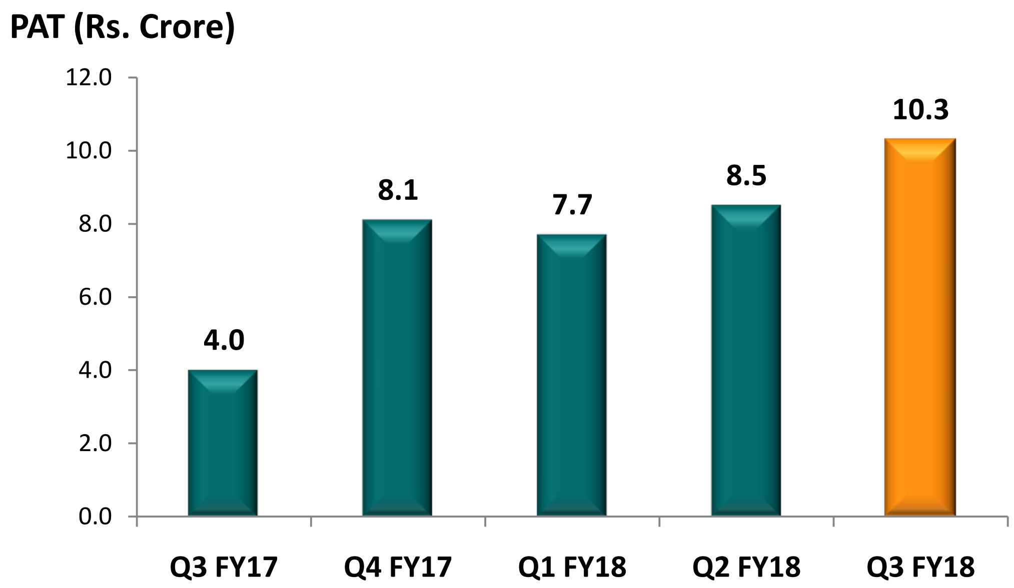
124%

EPS
Rs. 7.19 vs. Rs. 3.21

Quarterly Highlights – Q3 FY18







Quarterly Profitability Highlights – Q3 FY18

FIBERWEB (INDIA) LTD

Rs. Crore	Q3 FY18	Q3 FY17	YoY %	Q1 FY18	QoQ %
Total Income from Operations	**81.8**	**26.5**	**208.7%**	**62.1**	**31.7%**
Raw Materials	65.6	17.0		48.2	
Employee Cost	1.5	1.2		1.2	
Other Cost	3.6	3.4		3.6	
Total Expenditure	70.7	21.7		53.0	
EBITDA	**11.1**	**4.8**	**128.9%**	**9.1**	**21.5%**
Interest	0.0	0.0		0.0	
Depreciation	0.8	0.9		0.8	
Other Income	0.0	0.1		0.2	
Exceptional Item	0.0	0.0		0.0	
Profit Before Tax	**10.3**	**4.0**		**8.5**	
Tax	0.0	0.0		0.0	
Profit After Tax	**10.3**	**4.0**	**155.1%**	**8.5**	**21.2%**
EPS (Rs.)	**7.19**	**3.21**	**124.0%**	**5.9**	**21.0%**

Nine Monthly Financial Highlights – 9M FY18 Vs. 9M FY17

FIBERWEB (INDIA) LTD

221%

Revenue
Rs. 197.6 cr

150%

EBTIDA
Rs. 28.6 cr

189%

PAT
Rs. 26.5 cr

154%

EPS
Rs. 18.47 vs. Rs. 7.28

Nine Monthly Profitability Highlights – 9M FY18

FIBERWEB (INDIA) LTD

Rs. Crore	9M FY18	9M FY17	YoY %
Total Income from Operations	**197.6**	**61.6**	**221.0%**
Raw Materials	155.5	37.3	
Employee Cost	3.7	3.3	
Other Cost	9.8	9.6	
Total Expenditure	169.0	50.1	
EBITDA	**28.6**	**11.5**	**149.7%**
Interest	0.0	0.0	
Depreciation	2.3	2.5	
Other Income	0.2	0.3	
Exceptional Item	0.0	0.0	
Profit Before Tax	**26.5**	**9.2**	
Tax	0.0	0.0	
Profit After Tax	**26.5**	**9.2**	**188.8%**
EPS (Rs.)	**18.47**	**7.28**	**153.7%**

03

Consolidated Annual Financial Highlights

Annual Financial Highlights – FY17

111%
Revenue
Rs. 130.4 cr

155%
EBTIDA
Rs. 20.0 cr

265bps
EBITDA Margin
15.3%

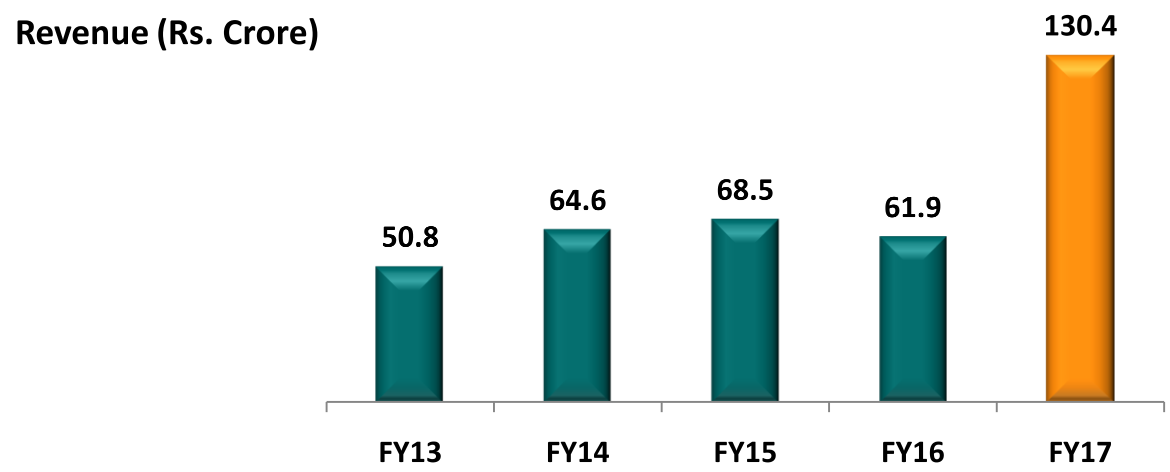
142%
PAT
Rs. 17.2 cr

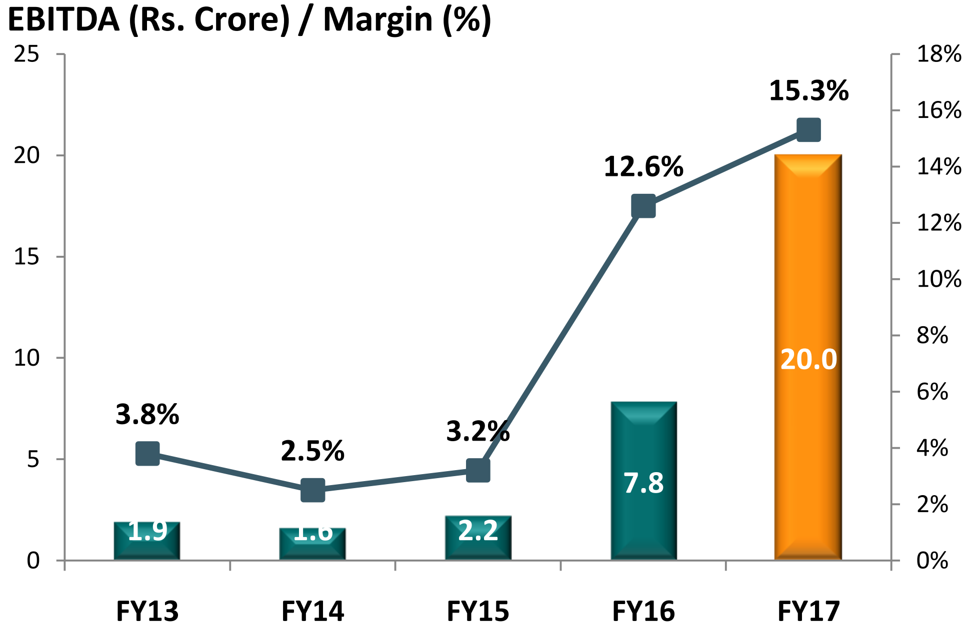
174bps
PAT Margin
13.2%

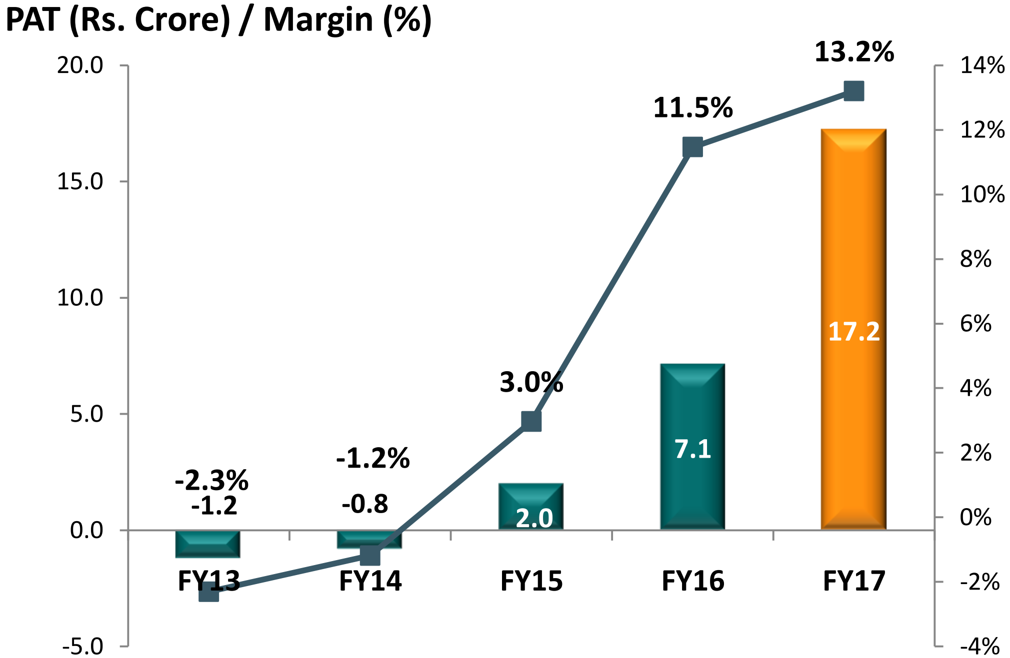
116%
EPS
Rs. 13.7 vs. Rs. 6.3

Financial Highlights - FY17

FIBERWEB (INDIA) LTD

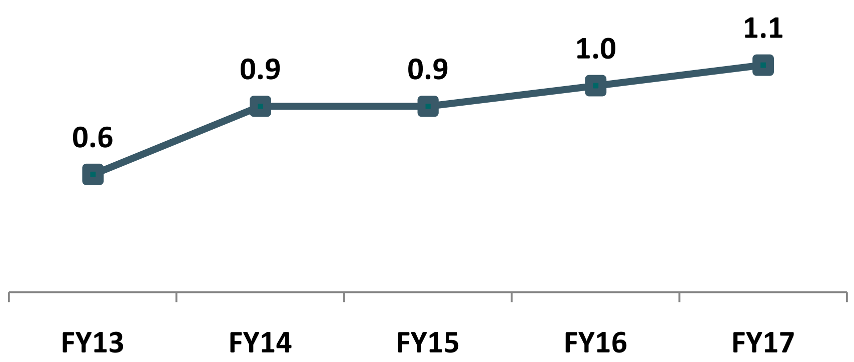




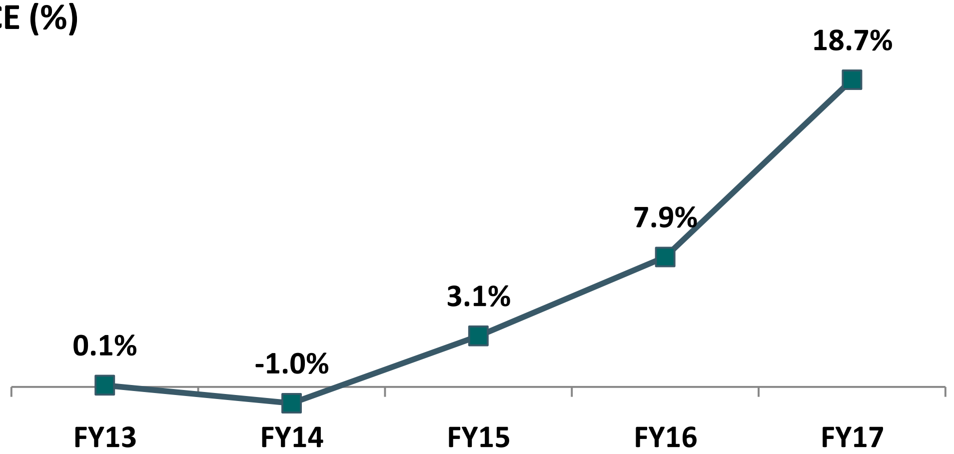


Balance sheet Highlights

Total Asset Turnover (x)



RoCE (%)



Networth Turned Positive in FY17 – Rs. 92 Crore

RoE Stands at 19%

Annual Profitability Highlights

FIBERWEB (INDIA) LTD

Rs. Crore	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	110.4	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 Topline**
- **Increasing proportion of higher margin converted products leading to better profitability**

Balance Sheet Highlights – As on 31st March'17

FIBERWEB (INDIA) LTD

Rs. Crore	As on 31st Mar-17	As on 31st 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. Crore	As on 31st Mar-17	As on 31st 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

Company Overview

FIBERWEB (INDIA) LTD

Pioneer and amongst leading players in manufacturing of Spun bond non Woven Fabric in India – 7,500 MT Capacity
- New Commercialization of 3,000 MT of Meltblown fabric started in Dec'17

100% Export Oriented Unit
- Over 90% 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
- Globally leading, renowned and proven spunbond technology from Reifenhauser Gmbh, Germany

Journey So Far

- **2017** – Crossed Rs.100 cr. topline; Diversified into manufacturing of Meltblown products
- **2016** – 80% of Export business from USA, 10% from UK, 8% from Europe
- **2007** – Landmark order of 2,000 Tons from USA
- **2005** – Increase exports to USA
- **2005** – Exports to UK, Europe, New Zealand & Australia
- **1997** – Exports to UAE & South Africa
- **1996** – Started Exports to South America
- **1995** – Forayed into manufacturing Spun bond Non Woven Products
- **1986** – Established as Plastic moulding company

Professionally Experienced Team

FIBERWEB (INDIA) LTD

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 Non-Independent Director

- B. Com, Chartered Accountant and CFA
- Responsible for business development, business process and organization strategy
- Total Experience – 30 years, 8 years with Fiberweb. Earlier worked with Fortune 500 Companies in USA as Senior Management

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

Wide Product Portfolio...

FIBERWEB (INDIA) LTD

Textile / Industrial Applications

Protective Hospitals & Industries Garments

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

Bed sheets & Pillow/Head covers

Benefits *– Easy to cut, stich, heat seal, print, dye & laminate*

Agriculture Crop Protection

Crop Cover

Soil Cover

Wind & Insect Protection

Benefits *– Increases farm productivity and protection against UV radiation, wind, insects & hail storms*

.... Catering to diverse applications across various sectors

Wide Product Portfolio Contd...

FIBERWEB (INDIA) LTD

Personal Hygiene Products

Baby Diapers

Adult Diapers

Feminine Hygiene Products

Benefits *– Soft, hydrophilic properties, non toxic & non irritating, uniform and strong*

Meltblown Nonwoven

Used in *– Absorbents, Filtration, Spill Kits, Marine Spill response, Wipers and Rags, Strom water management, Speciality Products etc.*

.... Catering to diverse applications across various sectors

State- of- Art Manufacturing Facilities

FIBERWEB (INDIA) LTD

Spunbond Capacity – 7,500 MT

Unit 1, Daman (U.T.) – 5,000 MT

- Globally leading, renowned and proven spunbond technology from Reifenhauser Gmbh, Germany
- High quality products - accepted by large companies as end-users across developed countries

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

- Leased out facility – Equipment made by same German manufacturer

Meltblown Capacity – 3,000 MT

- Cater Key markets - specialty wipes, filtration, medical and sorbents
- Engineered to meet customers' specific requirements for attributes such as fine fiber absorbency, strength, filtration efficiency, dual textures, etc.
- Received first export order of Rs. 15.2 crores

Inhouse division for manufacturing stitched garments like Medical and Industrial Gown and Overhauls, Aprons, Bed covers, Pillow covers and Bags etc. as per client's specifications and requirements

Wide Global Reach

FIBERWEB (INDIA) LTD

.... Over 70% Revenues from Exports

Key Strengths

FIBERWEB (INDIA) LTD

Key Strengths

01 Multiple Sector Applications

- Products used across diverse multiple industries for various end uses

02 Strong & Robust Order Book

- Strong and healthy Order book

03 Technical Textile – Rising Demand

- Economic Growth, government initiatives to promote Technical Textile sector
- Increased Investments in industry, higher consumption and growing exports

04 State of Art Facilities

- Double beam technology with diverse applications from renowned manufacturer Reifenhauser Gmbh, Germany
- High product quality, accepted by Blue-Chip companies as end-users in many advanced countries

05 Presence Across Globe

- 100% Export Oriented Unit (EOU) with ~70% products exported to countries-
  USA, UK, Europe, Australia, New Zealand, South Africa & Middle East countries

06 Zero Debt Company

- Debt free Company
- Q1FY17 – Out of BIFR and turned Net worth Positive

Way Ahead...

FIBERWEB (INDIA) LTD

Expansion

To cater increasing demand of Non woven fabric across markets, identified better opportunity i.e. Flatbond, with growing market and higher margins. Project capex of Rs. 125 crores, funded through mix of equity, internal accrual and debt. Expected to be completed by March'19 and commercial production to start from April'19, so full year ending March'20 it will start contributing towards the revenue

Leased Model

Continue using Leased capacity of 2,500 MT to increase capacity of Spunbond by 50%, leads 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 USA - Strengthening our subsidiary in Free Trade Zone, UAE to cater to this increasing demand

Thank You

FIBERWEB (INDIA) LTD

BSE	507910
Bloomberg	FWB
REUTERS	FIBE.BO

For further information, please contact:

Company :	Investor Relations Advisors :
Fiberweb (India) Limited. CIN No. L25209DD1985PLC004694	**Bridge Investor Relations Pvt. Ltd.** CIN No. U74900MH2016PTC273679
Mr. Pravin Sheth Chairman & Managing Director pravin@fiberwebindia.com	Ms. Savli Mangle 022 26873003 savli@bridge-ir.com
Mr. P S Krishnan Chief Financial Officer krishnan@fiberwebindia.com	
www.fiberwebindia.com	www.bridge-ir.com