



FIL/SE/2016-17/15  
17<sup>th</sup> August, 2016

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Mumbai-400 051

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Listing Department  
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Mumbai - 400 001

**Sub: Investor Presentation – August 2016**

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 2016 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 LIMITED**



**INVESTOR PRESENTATION**  
**August 2016**



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# Corporate Overview





# 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, Draw Textured Yarn, Crimp / Twisted Yarns, Fully Drawn Yarn, Textile Grade Chips, Narrow Woven Fabrics & Monofilament Yarns

04

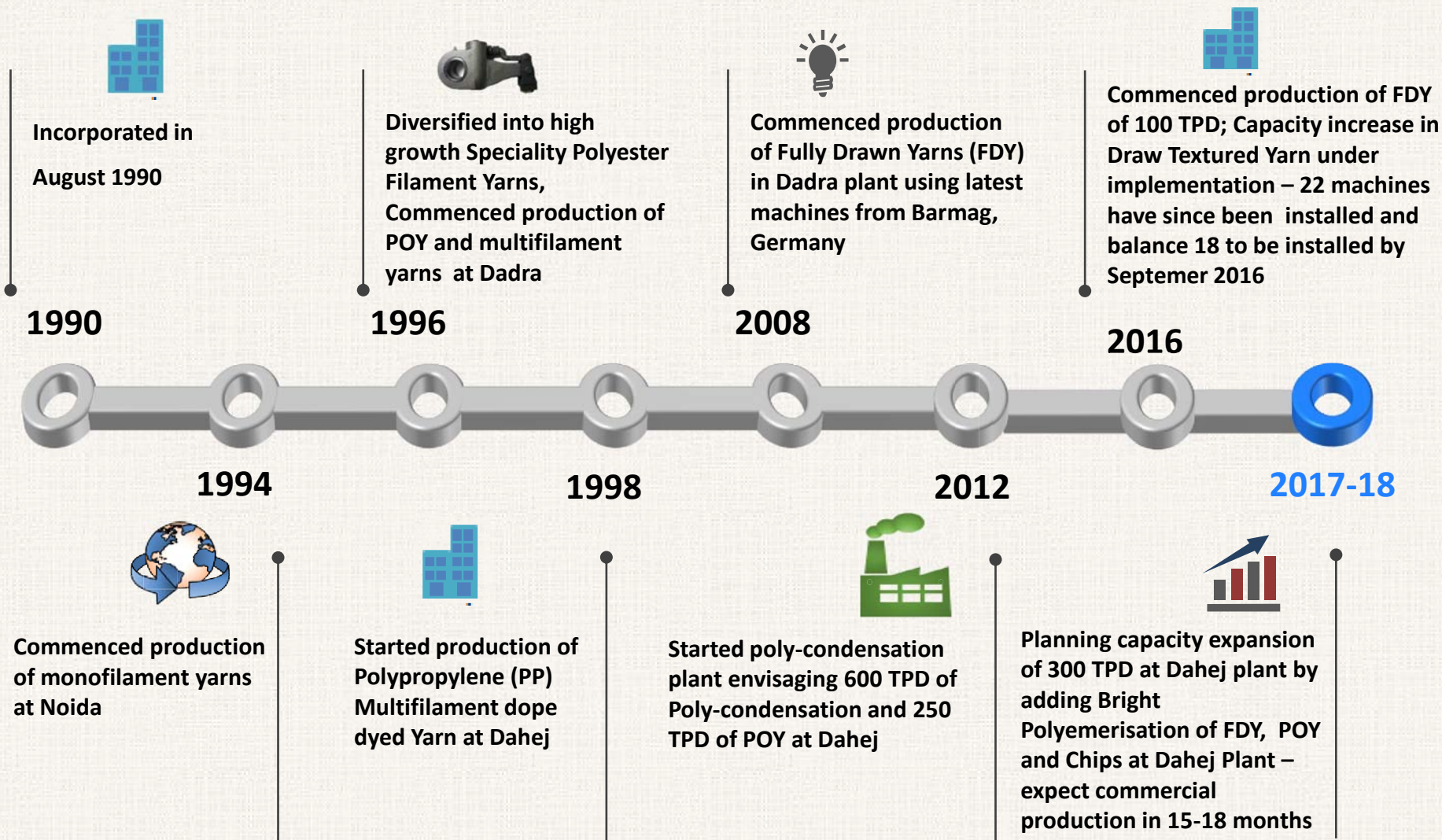
Capacity expansion at Dahej for addition of high realization value added product Fully Drawn Yarn (FDY) - 100 TPD and Draw Textured Yarn - 200 TPD

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. Purshottam Bhageria, 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



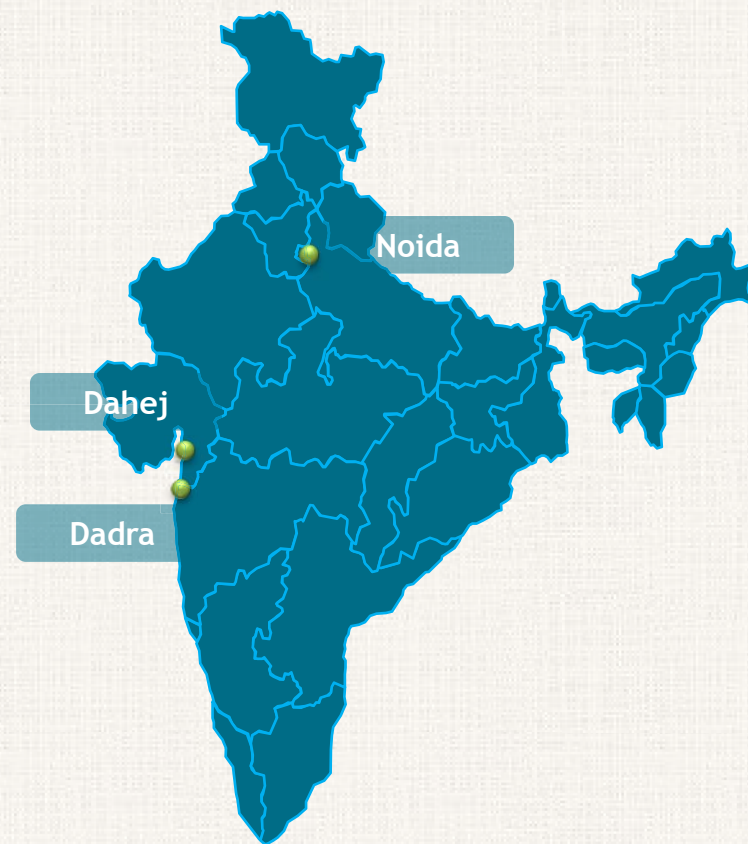
**Mr. R P Gupta, Chief Financial Officer**

- ❑ 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

Products	Capacity (MTPA)	Location
Polyester POY	110,000	Dadra & Dahej
Polypropylene POY	7,500	Dadra
Polyester Chips	84,000	Dahej
Polyester FDY	55,000	Dadra & Dahej
Draw Textured Yarn	74,400	Dadra & Dahej
Narrow Woven Fabrics	2,500	Dadra
Mono Filament Yarns	500	Noida



Dahej plant capacity to increase from existing 600 TPD to 900 TPD





# Manufacturing facilities at various locations



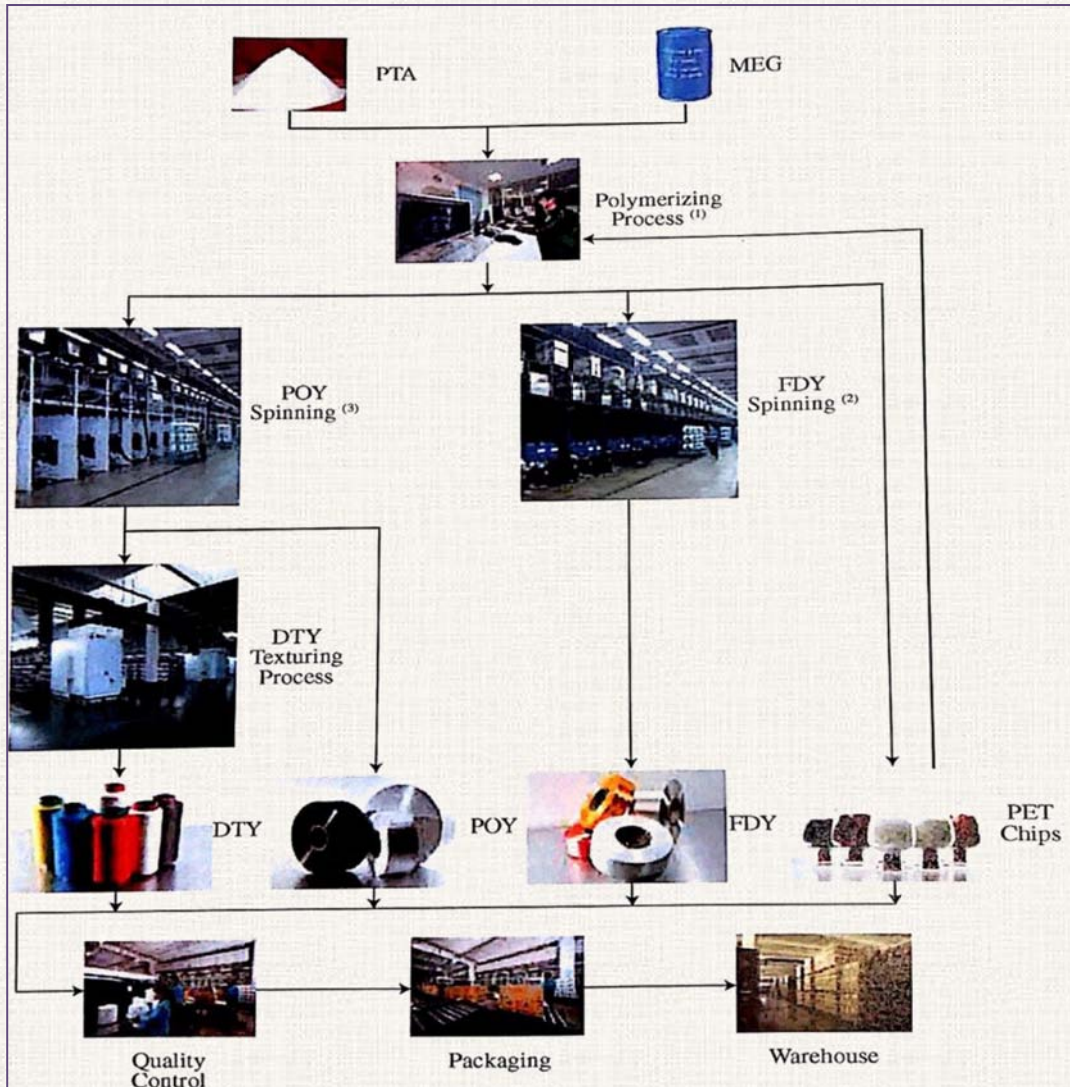
# Diversified product portfolio

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>
Draw 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





A wide-angle photograph of a large industrial facility, likely a textile or manufacturing plant. The image shows a long, straight aisle with rows of machinery on both sides. The ceiling is high, with a complex network of blue metal beams and long, bright fluorescent lights that create a strong perspective. The floor is a light-colored, polished surface. In the foreground, there are stacks of blue and green cylindrical objects, possibly spools of thread or raw materials. The overall atmosphere is one of a modern, large-scale industrial environment.

# Growth Strategies



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

## Fully Drawn Yarn



### Capacity - 100 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 production of FDY in March 2016

## Draw Textured Yarn



### Capacity - 200 TPD

- ❑ Capacity addition of Draw Textured Yarn (DTY) under implementation
- ❑ 22 Texturising machines installed with commercial operation of 110 TPD commenced upto August 2016; around 60% of DTY production to be exported
- ❑ Commercial operation of full capacity by Sep. 2016

Total Capex of Rs 241 Crores

... 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 330 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

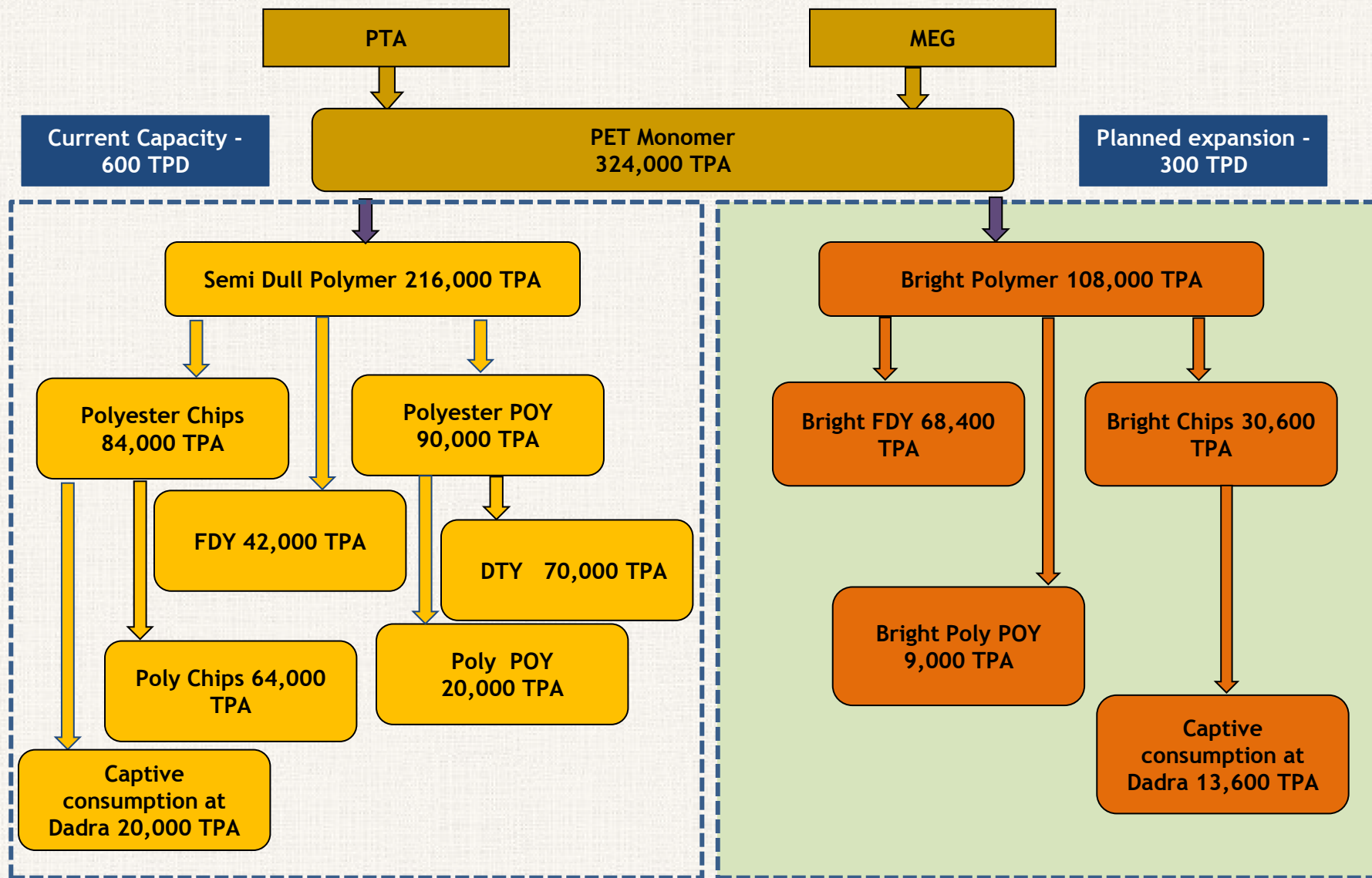


- ❑ Substantial savings in execution cost & time than any Greenfield project
- ❑ Capacity addition to fuel margin expansion and profitability growth



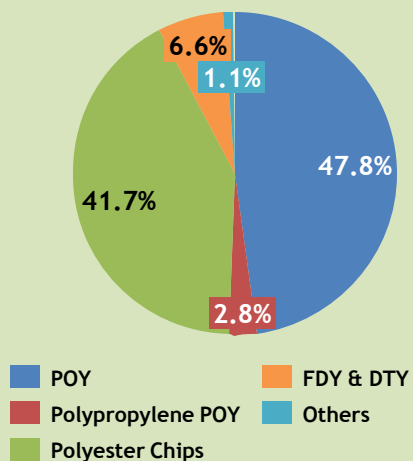


# Expansion at Dahej manufacturing plant



# Increasing share of value added products....

**Pre Expansion Capacity - 263,900 TPA**



**January 2018**

Commencement of production of Bright POY, FDY & Chips - 3 months operation in FY18 of 75 TPD capacity



**April 2018**

Commencement of production of full capacity of Bright POY, FDY & Chips in FY19 - 300 TPD capacity

**March 2016**

Commencement of 100 TPD capacity of Fully Drawn Yarn (FDY)



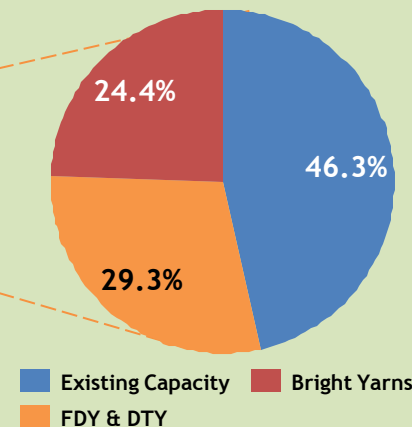
**September 2016**

Commencement of 200 TPD capacity of Draw Textured Yarn (DTY)



**53.7% Value Added Products**

**Post Expansion Capacity - 441,900 TPA**





A wide-angle photograph of a paper mill's interior. The space is filled with large rolls of paper stacked on metal carts. Several workers in white shirts are visible, some operating machinery and others standing near the paper stacks. The ceiling is high with a grid of fluorescent lights. Large windows on the right side offer a view of the outside. A purple banner with the text "Financial Performance" is overlaid at the bottom.

## Financial Performance

# Financial Highlights - Q1 FY17

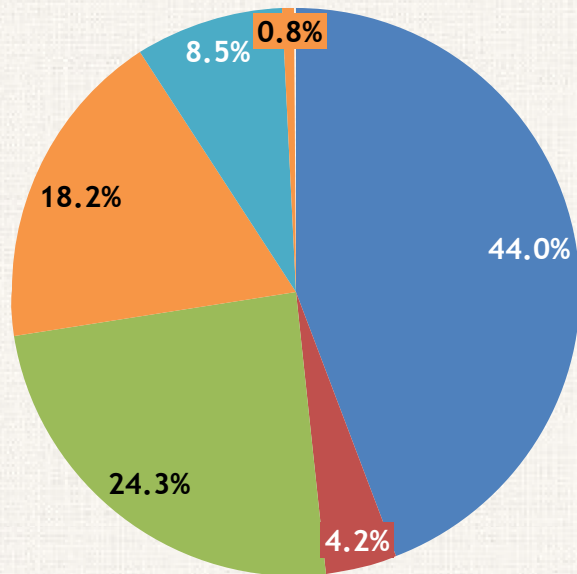
Rs. Crore	Q1 FY17	Q1 FY16	YoY
Revenue from Operations	350.2	296.8	18.0%
Other Operating Income	1.0	0.6	
Total Income	351.2	297.4	18.1%
Raw Material & Fuel Costs	279.2	242.7	
Employee Cost	11.6	8.8	
Other Cost	30.0	24.6	
EBITDA	30.4	21.3	43.5%
EBITDA margin (%)	8.7%	7.1%	
Other Income	2.3	2.2	
Depreciation	6.4	5.2	
Interest	13.2	13.1	
Profit Before Tax	13.1	5.2	152.8%
Exceptional Items	-	-	
Tax	3.6	2.1	
Profit After Tax	9.5	3.1	202.2%
PAT Margin (%)	2.7%	1.1%	
EPS (Rs)	2.2	1.0	





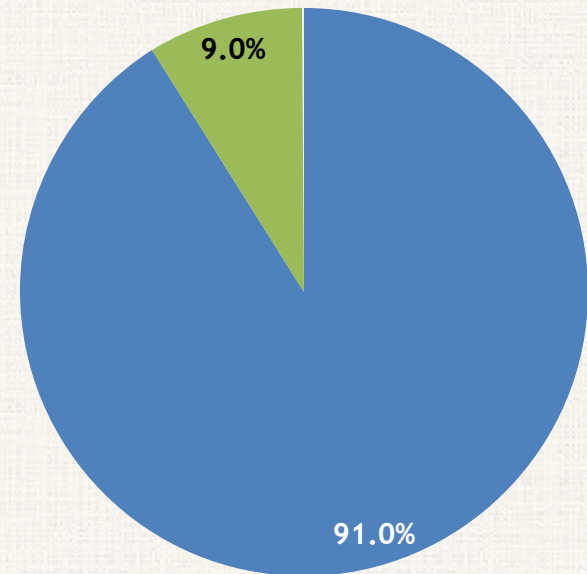
## Q1 FY17 - Segment wise break-up

Production Split



■ Polyester POY  
■ Polypropylene Crimp Yarn  
■ Polyester Chips  
■ FDY  
■ DTY  
■ Others

Domestic & Exports Mix



■ Domestic ■ Exports



# Annual Profitability Highlights

Rs. Crore	FY16	FY15	YoY
Revenue from Operations	1,275.6	1,568.4	(18.7%)
Other Operating Income	2.6	4.4	
Total Income	1,278.2	1,572.8	(18.7%)
Raw Material & Fuel Costs	1,051.8	1,350.0	
Employee Cost	40.0	35.4	
Other Cost	98.5	108.5	
EBITDA	87.9	78.9	11.5%
EBIDTA margin (%)	6.9%	5.0%	
Other Income	10.2	9.7	
Depreciation	21.3	20.6	
Interest	51.2	53.6	
Profit Before Tax	25.6	14.4	78.3%
Exceptional Items	7.0	-	
Tax	6.4	4.8	
Profit After Tax	26.2	9.6	173.6%
PAT Margin (%)	2.1%	0.6%	
EPS (Rs)	8.1	3.1	





# Balance Sheet Highlights

Rs. Crore	Mar-16	Mar-15
<b>Shareholder's Funds</b>		
Share capital	32.0	32.0
Reserves & Surplus	177.5	138.3
Minority Interest	-	-
<b>Non-current liabilities</b>		
Long term borrowings	352.6	261.8
Long-Term Provisions	23.1	16.7
<b>Current liabilities</b>		
Short Term Borrowings	115.6	77.3
Trade Payables	142.6	164.0
Other Current liabilities	37.4	26.4
Short-term provisions	-	-
<b>Total Equities &amp; Liabilities</b>	<b>880.8</b>	<b>716.5</b>

Rs. Crore	Mar-16	Mar-15
<b>Non-current assets</b>		
Fixed assets	510.4	390.6
Non-current Investments	0.01	-
Long-term loans & advances	2.8	12.0
Other non-current assets	1.5	1.1
<b>Current Assets</b>		
Current Investments	-	-
Inventories	98.6	118.5
Trade receivables	216.4	149.1
Cash & Cash equivalents	1.7	0.7
Short-term loans & Advances	38.5	29.7
Other Current Assets	10.9	14.8
<b>Total Assets</b>	<b>880.8</b>	<b>716.5</b>



# Thank You

For further information, please contact:

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