

INVESTOR PRESENTATION

FEBRUARY 2020

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Company Overview





Manufacturing Units

42
Countries
global exports



~2200 Employees



FILATEX INDIA LIMITED

IS ONE OF INDIA'S TOP 5
MANUFACTURERS OF POLYESTER
FILAMENT YARNS



328,300 Production Capacity (FY 2018-19)



383,000 Production Capacity (FY 2019-20)

PRODUCTS



PET Chips



Polyester Textured Yarns



Polypropylene Yarns



Partially Oriented Yarns



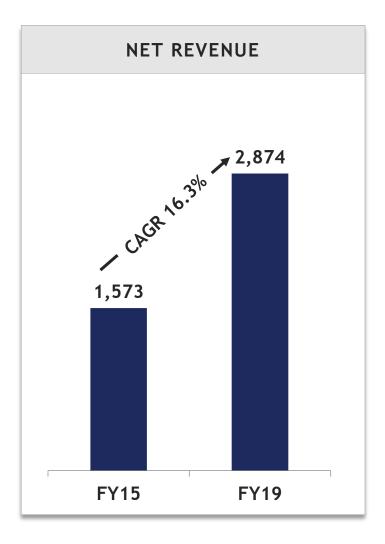
Fully Drawn Yarns

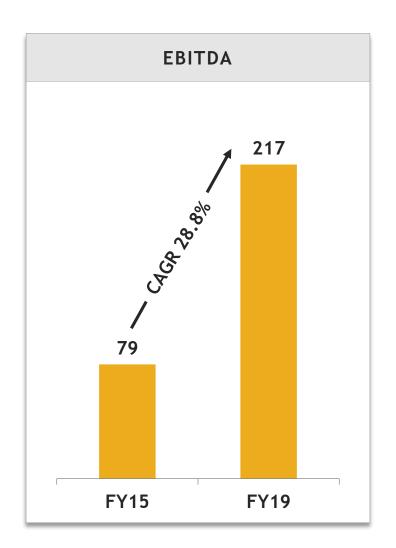


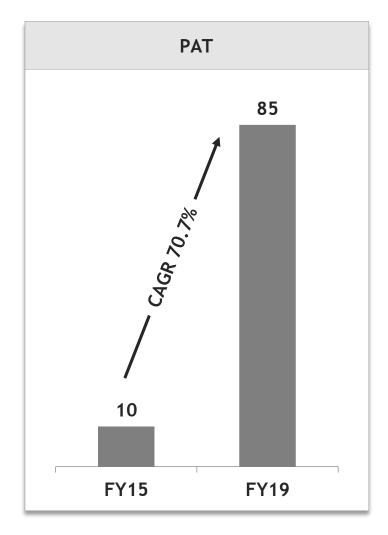
Narrow Woven Fabrics

Our Performance









Timeline





Commenced Production of Mono Filament Yarns at **Noida**



Set-up a new Poly-Condensation plant of 600 TPD, in which capacity along with 250 TPD Spinning of POY and balance 350 TPD of Chips at **Dahej**, **Gujarat**



Commenced production of Fully Drawn Yarns (FDY) with total capacity of 115 TPD at **Dahej** in March. Added 200 TPD capacity of Drawn Textured Yarns (DTY) and commenced production in September



Diversified into Specialty Polyester Filaments Yarn at **Dadra** (U.T Dadra & Nagar Haveli). Commenced Production of POY and Textured Yarns

1998

Added manufacturing of Poly polypropylene yarns at **Dadra** Plant

Commenced production of Fully Drawn Yarns -FDY in **Dadra** using latest machine from BARMAG, GERMANY

2018

Commissioned Bright Polymerization capacity of 300 TPD for spinning 190 TPD of FDY, 25 TPD of POY, and balance 85 TPD of Bright Chips at **Dahej**, **Gujarat**

Total Polymerization capacity enhanced to 1,050 TPD from 900 TPD along with commercial commencement of POY expansion in Q2 FY20. Expected commencement of DTY in Q4 FY20.



Diversified Product Portfolio



Narrow Woven Fabrics

Used in manufacture of Carpets, Rugs, Tapes, Ribbons and Zippers



Polyester Chips

Industrial intermediate product used to manufacture Polyester yarns.



Different shades and deniers, the range being used for Socks, Under Garments and Sports Wear.



Polyester Partially Oriented Yarns (POY)

Intermediate product, post Texturizing used for knitting & weaving different kinds of Fabrics.



Fully Drawn Yarns (FDY)

Fully drawn polyester filament yarn is directly used for producing all kinds of Fabrics specially for children and ladies.



Drawn Textured Yarns (DTY)

Produced by drawing & heating POY through a texturing process. It is used for manufacturing Fabrics.

Catering To Diverse End Users



Home Textiles & Furnishings



Fully Drawn Yarns of Polyester are being used for Home Furnishings, Fashion Fabrics, Terry Towels, Bed Sheets, Curtains & Carpets. Other growing applications are Upholstery Fabrics. Properties of stain resistance make it ideal for carpets.

Athleisure



The preferred material for sportswear is Polyester Yarn.

Sports leisure clothing require a fabric that's not only strong & durable but also abrasion resistant. Ease of washing & corrosion resistance make them easy to maintain with longer usage life.

Apparel



Polyester Filament Yarns are extensively used in apparels - Trousers, Shirts, Suitings & Sarees. PFY is a strong filament that can withstand strong & repetitive movements. Colour Fastness of Polyester Yarn is excellent. Its wear resistant, water resistant, wrinkle resistant and its hydrophobic properties make it ideal for all kinds of apparels

Women Wear & Inner Wear



In these garments, feeling of softness is critical. The Textured Micro Denier have met the expected requirements and are being used in Lingerie, Performance garments - Active wear, Yoga wear, low shrinkage to ensure no seam distortion after washing & soft feel make these yarns ideal choice.

Impacting Daily Lives...





Polyester - The Preferred Fibre



WE BELIEVE THAT POLYESTER WILL BE FIBRE OF THE FUTURE.
FILATEX HAS FOCUSED ITS FUTURE GROWTH PLANS ON POLYESTER FILAMENT YARNS.

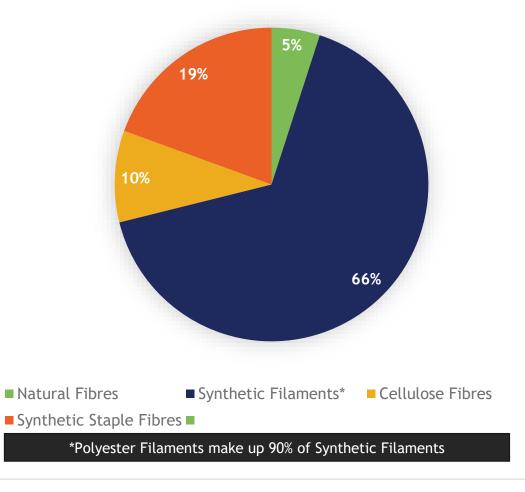


World Fibre Production (2008-2018)



Source: DNFI (in 1000 MT)						
	2008	%	2018	%	CAGR	Growth
	Natural Fibres					
Raw Cotton	23,584	31.40	26,120	23.47	1.03	2,536
Other Natural Fibres	6,971	9.28	6,084	5.47	(1.35)	(887)
Total Natural	30,555	40.69	32,204	28.93	0.53	1,649
	Synthetic Fibres					
Cellulose Fibres	3,464	4.61	6,900	6.20	7.13	3,436
Synthetic Filaments*	25,750	34.29	49,800	44.74	6.82	24,050
Synthetic Staple Fibres	15,331	20.41	22,400	20.13	3.86	7,069
Total Synthetic	44,545	59.31	79,100	71.07	5.91	34,555
Total Fibres	75,100	100%	1,11,304	100%	4.01	36,204
95% of the growth in World Fibre Production in the last decade has come from Synthetic Fibres alone						

CONTRIBUTION TO FIBRE GROWTH IN THE LAST DECADE

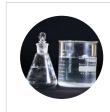


Our Process





Purified Terephthalic Acid (PTA)



Mono Ethylene Glycol (MEG)







Polyester Chips



Partially Oriented Yarn (POY)



Fully Drawn Yarn (FDY)



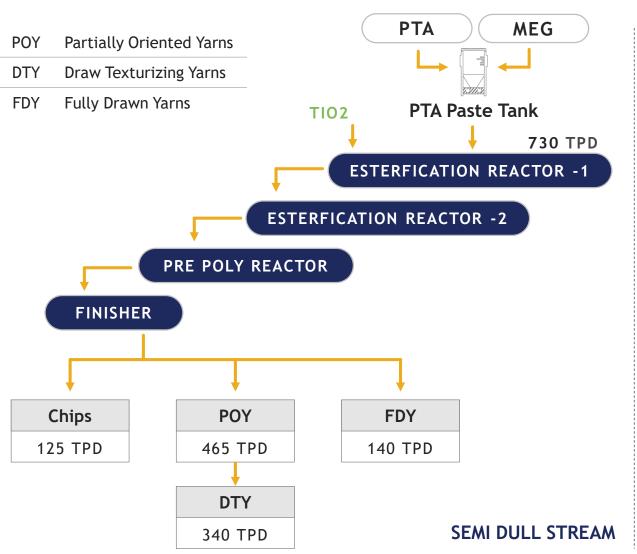


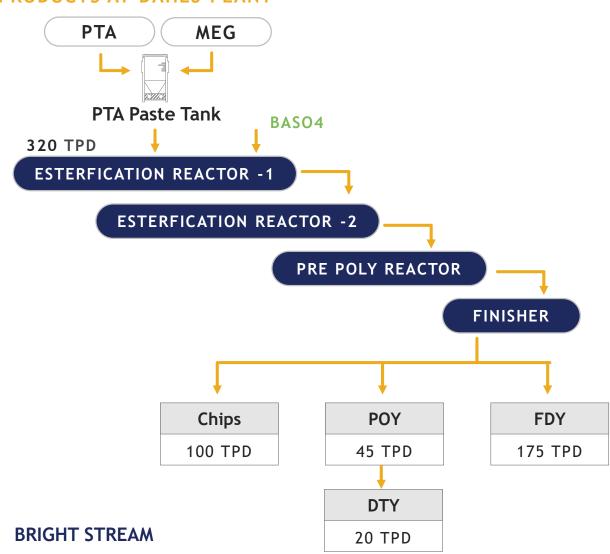
Drawn Textured Yarn (DTY)

Production Process Flowchart - Post Expansion



RAW MATERIALS TO FINISHED PRODUCTS AT DAHEJ PLANT





Growth Drivers



Favourable Demographics

 Increasing disposable income and rapid urbanization is likely to result in growing demand for daily wear, casual wear, sportswear & other lifestyle products which are durable as well as meet aesthetic requirements.

Exports Opportunity

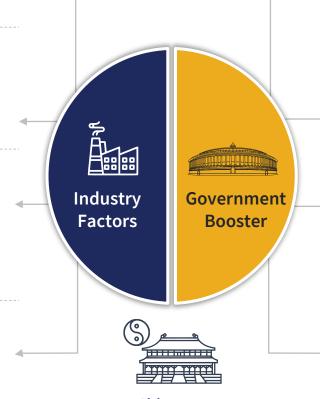
- Gradual recovery in economy and depreciation of Indian currency to aid exports
- New textile policy aims to achieve US\$ 300 billion worth of textile exports by 2024-25

Abundant Raw Material & Skilled Manpower

- Availability of key raw materials PTA and MEG within the country has improved the prospects, eliminating the uncertainties of shipments and volatility of prices as well as exchange fluctuations.
- Availability of low cost manpower has led to India emerging as a preferred manufacturing hub

Expanding Home Textile Industry

- India's home textile industry is expected to expand at a CAGR of 8.3 per cent during 2014-21 from US\$ 4.7 billion in 2014 to US\$ 8.2 billion in 2021.
- The growth in the home textiles would be supported by growing household income, increasing population and growth of end use sectors like housing, hospitality, healthcare, etc.



China Factor

- Rising labour costs in China
- Product offering competitive to that of China

Hike in Import Duty

- Import tax on more than 300 textile products doubled to 20% that will help improvement in utilization of the existing manufacturing capacity
- This will act as a demand stimulant and encourage the domestic synthetic yarn sector by restricting the imports and providing price parity in the domestic market

PowerTex India

 Yarn Bank, Tex-Venture Fund and Common Facility Centre to help in the overall development of the powerloom sector.

Scheme for Integrated Textile Parks

 40% capital subsidy to a maximum of INR 40 crore on total project cost on projects approved by government aimed at creating world-class infrastructure for the industry

ATUFS

- The government would provide credit linked Capital investment subsidy (CIS) under Amended Technology Upgradation Fund Scheme (ATUFS)
- The scheme would facilitate augmenting of investment, productivity, quality, employment, exports along with import substitution in the industry

Geographical Presence







Corporate Office

New Delhi

Manufacturing Facilities

Dadra & Nagar Havelli (UT) Dahej (Gujarat)

Marketing Office

New Delhi Surat Mumbai

42

Countries to which products are exported

50% +

Drawn Texturizing Yarn (DTY) Production is exported

~15%

Exports contribution to Revenues in FY19

383,000

Total Production Capacity (MTPA) FY 19-20

Certifications





















Awards











Asia Pacific Entrepreneurship Awards - Corporate Excellence SRTEPC - 3rd Best Export Performance

Fortune Next 500

Best Company Award - Manufacturing

Board of Directors





Mr. Madhu Sudhan Bhageria Chairman & Managing Director



Mr. Purrshottam BhaggeriaJoint Managing Director



Mr. Madhav BhageriaJoint Managing Director



Mr. Ashok ChauhanExecutive Director



Mr. S. P. SetiaIndependent Director



Mr. S. C. Parija Independent Director



Ms. Pallavi Joshi Bakhru Independent Director



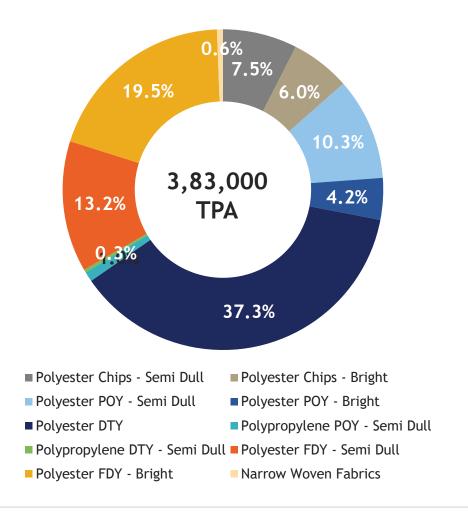
Mr. B. B. Tandon Independent Director

Production Capacities



PRODUCTION CAPACITIES -FY 2019-20						
Products (MTPA)	Production	Captive	Net	%age		
Polyester Chips - Semi Dull	50,400	21,600	28,800	7.5%		
Polyester Chips - Bright	36,000	13,000	23,000	6.0%		
Polyester POY - Semi Dull	1,83,600	1,44,000	39,600	10.3%		
Polyester POY - Bright	16,200	0	16,200	4.2%		
Polyester DTY	1,44,000	1200	1,42,800	37.3%		
Polypropylene DTY - Semi Dull	4,000	0	4,000	1.0%		
Polypropylene POY - Semi Dull	5,000	4,000	1,000	0.3%		
Polyester FDY - Semi Dull	50,400	0	50,400	13.2%		
Polyester FDY - Bright	76,000	1,200	74,800	19.5%		
Narrow Woven Fabrics	2,400	0	2,400	0.6%		
Grand Total	5,68,000	1,85,000	3,83,000	100%		

Net Capacity (Post Expansion Net of Captive)



Production Split by Volume

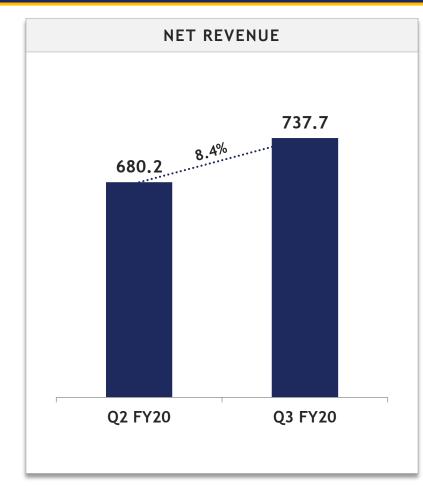


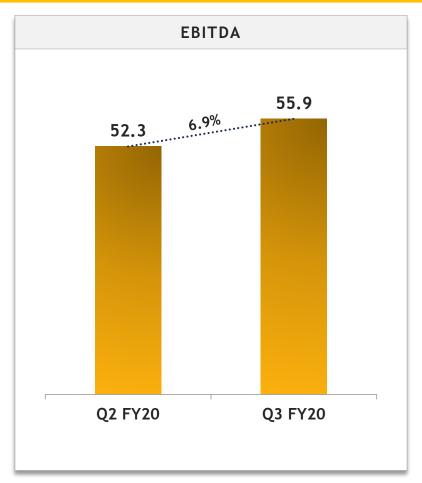
FY19 FY18 ■ Polyester Chips - Semi Dull 10% ■ Polyester Chips - Bright 15% ■ Polyester POY - Semi Dull 24% ■ Polyester POY - Bright ■ Polyester DTY - Semi Dull 2,21,422 2,79,595 **TPA TPA** ■ Polypropylene POY - Semi Dull 23% 19% 3% Polypropylene DTY ■ Polyester FDY - Semi Dull 28% 32% ■ Polyester FDY - Bright Narrow Woven Fabrics ■ Monofilament Yarns

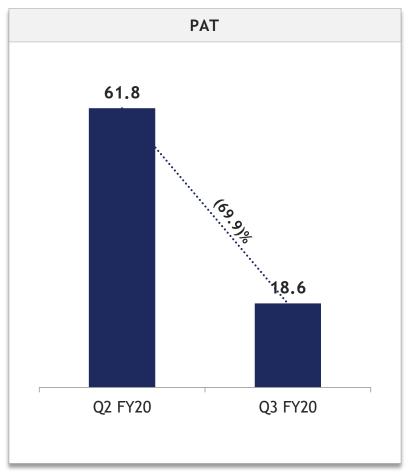
Quarterly Results Summary (QoQ)



(₹ in Crore)





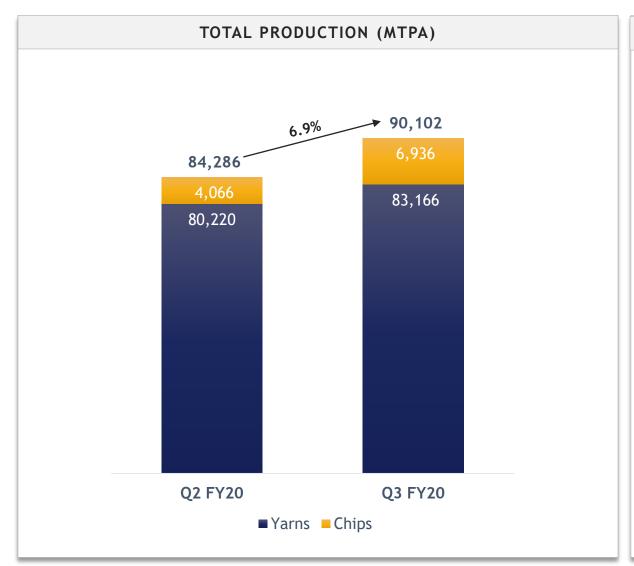


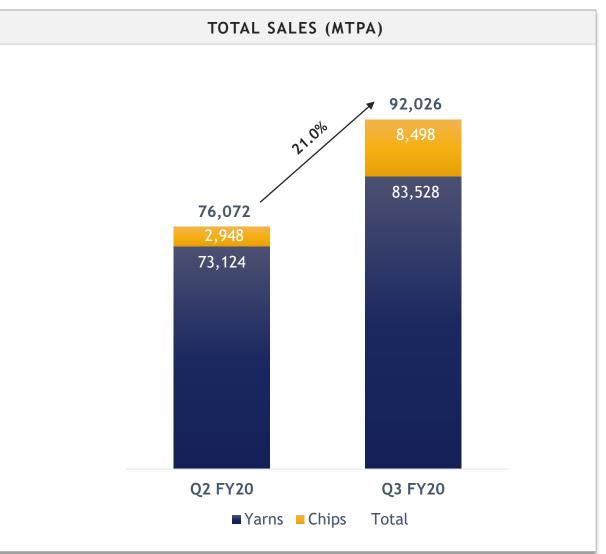
^{*} The Company has evaluated the option of lower tax rates allowed under Section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019. Accordingly, considering the MAT credit available, there is no impact on the provision for Income tax for the quarter and six months ended September 30, 2019. The Company expects to utilize the deferred tax balances over subsequent periods which have accordingly been re-measured using the tax rate expected to be prevalent in the period in which the deferred tax balances are expected to reverse. Consequently, the Company has reversed deferred tax liabilities amounting to Rs. 3,470.07 Lakhs in the current period financial results at the estimated effective tax rate.

Quarterly Results Summary (QoQ)





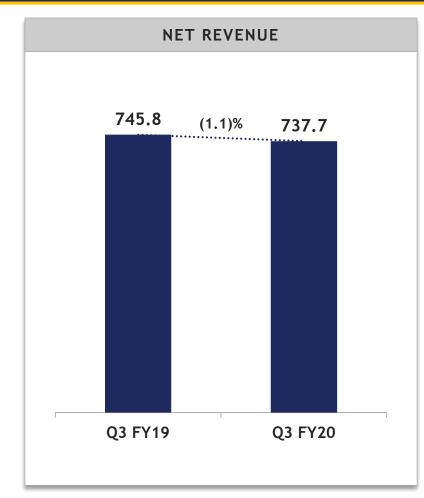


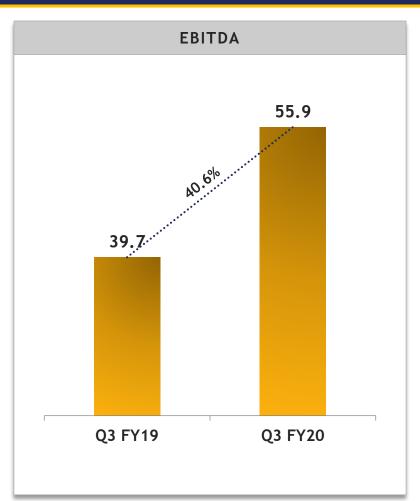


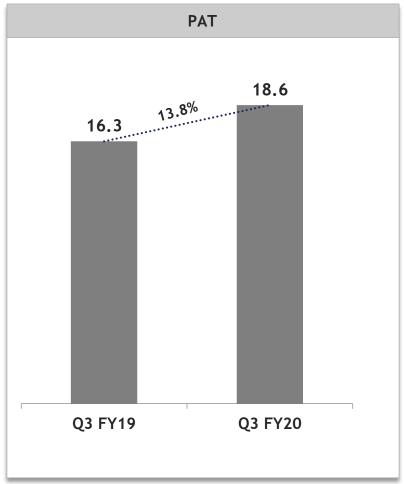
Quarterly Results Summary (YoY)



(₹ in Crore)





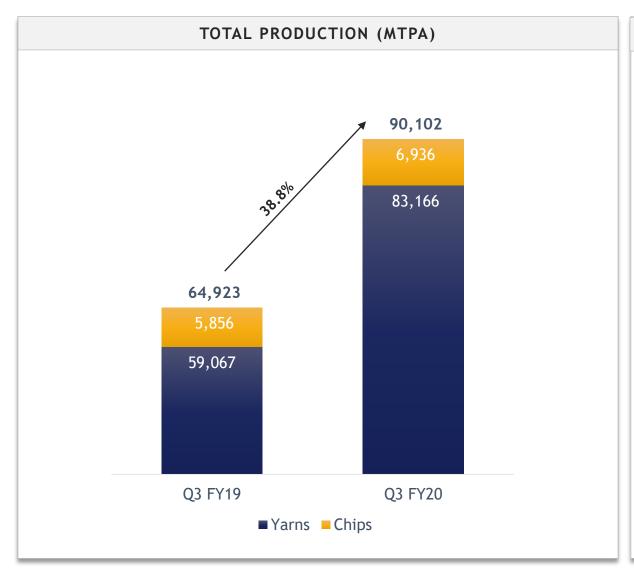


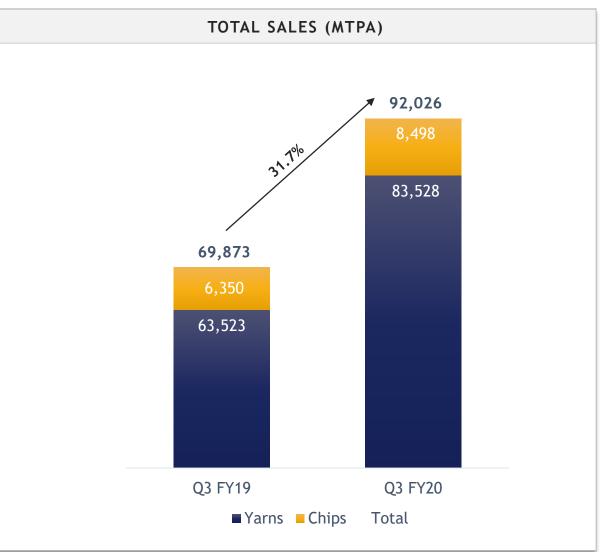
- We have maintained high capacity utilization and increased production during this quarter despite challenging economic conditions
- During the quarter, there was a significant fall in raw material prices which led to lower revenue

Quarterly Results Summary (YoY)





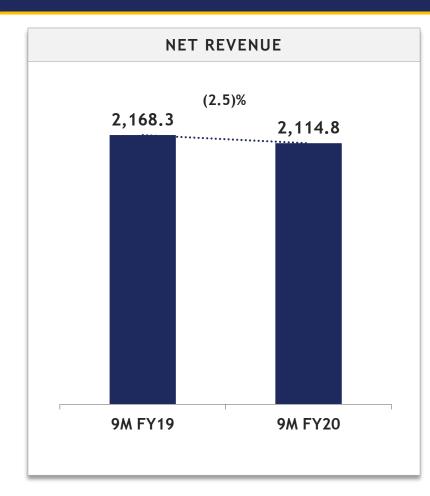


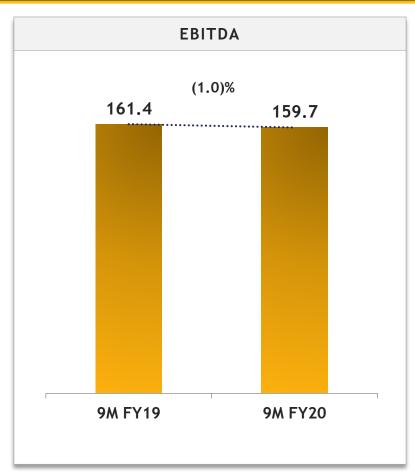


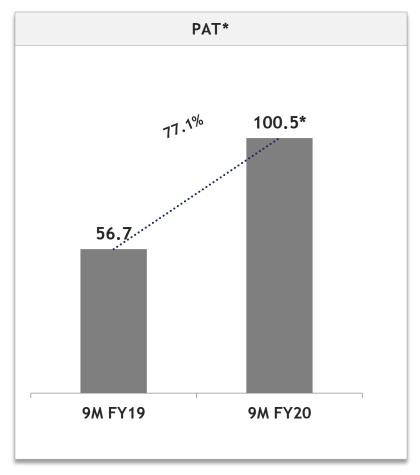
9 Month Results Summary











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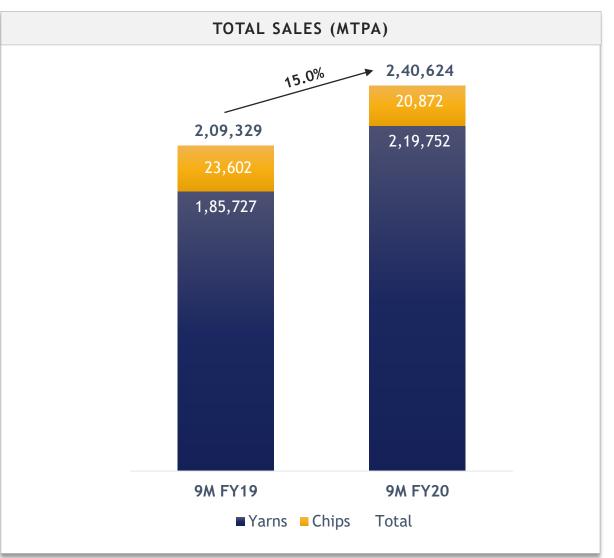
9 Month Results Summary



(₹ in Crore)

TOTAL PRODUCTION (MTPA) 2,44,753 17.7% 18,785 2,25,968 2,08,024 21,033 1,86,991

9M FY20



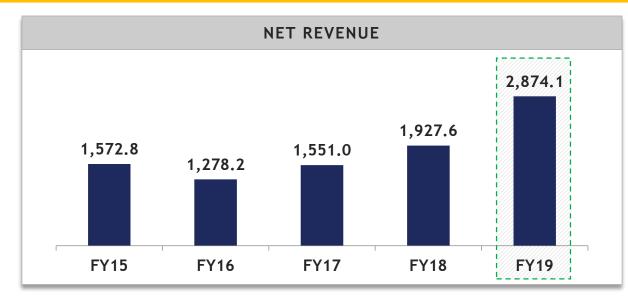
■ Yarns ■ Chips

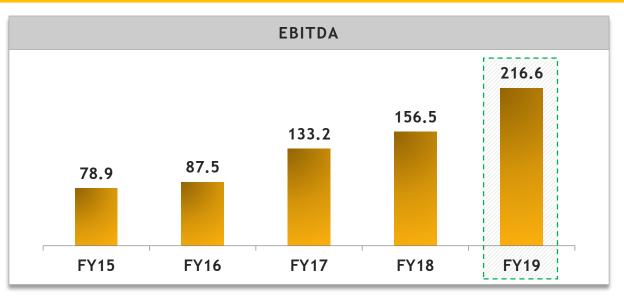
9M FY19

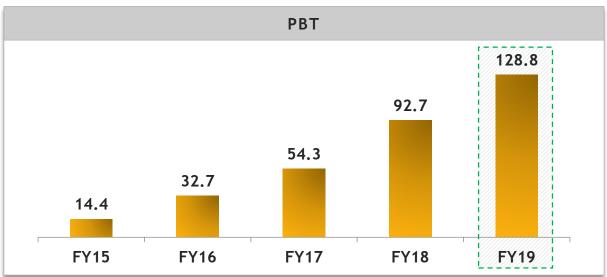
Historical Financial Performance - Consolidated

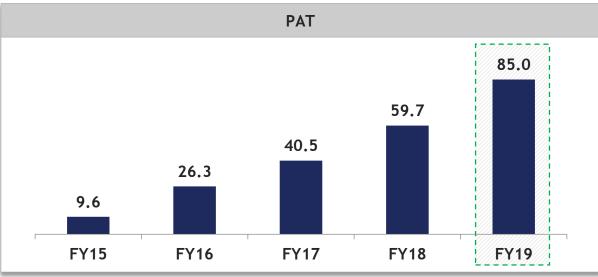


(₹ in Crore)



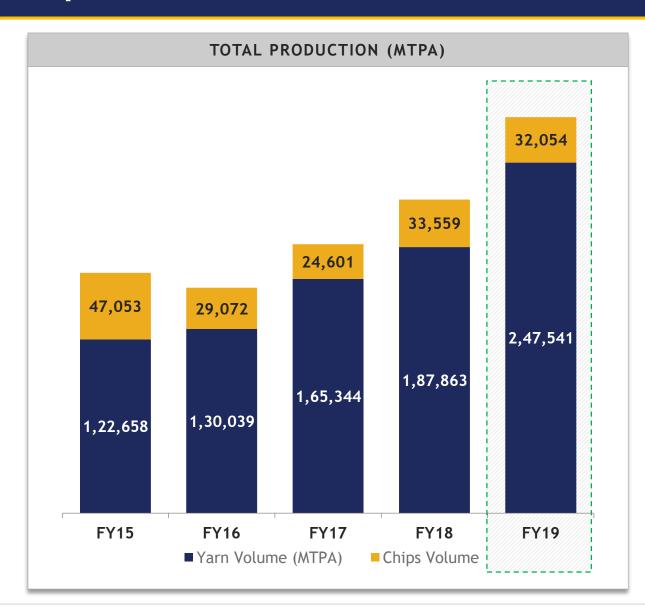


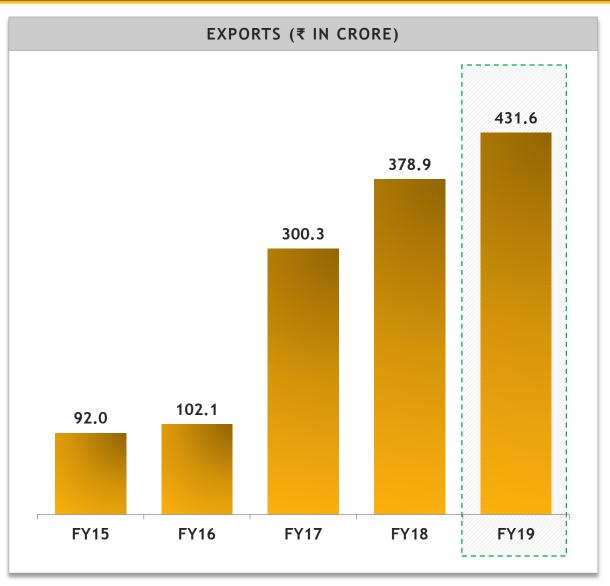




Operational Performance







Profit & Loss (Q3 FY20)



(INR in Crore)	Q3 FY20	Q2 FY20	QoQ %	Q3 FY19	YoY %
Net Revenue from operations (Net of Taxes)	737.7	680.2	8.5%	745.8	(1.1)%
Other income	1.4	2.2	(34.2)%	3.2	(54.3)%
Total Revenue	739.2	682.4	8.3%	749.0	(1.3)%
Total Expenses	712.9	649.3	9.8%	723.4	(1.5)%
Cost of materials consumed	574.2	592.4	(3.1)%	585.1	(1.9)%
Changes in inventories	17.2	(54.8)	131.4%	54.3	(68.3)%
Employee benefits expense	19.1	18.4	4.2%	16.1	19.3%
Finance cost	17.1	9.5	80.2%	5.9	188.0%
Depreciation and amortization expense	14.0	11.9	17.4%	11.4	22.4%
Other expenses	71.4	72.0	(0.9)%	50.6	41.1%
Profit before exceptional items & tax	26.2	33.1	(20.7)%	25.5	2.8%
Exceptional Items	-	-	-	-	
Profit before tax	26.2	33.1	(20.7)%	25.5	2.8%
Tax expense	7.7	(28.8)*	126.6%	9.2	(16.7)%
Net profit/(loss) after tax	18.6	61.8	(70.0)%	16.3	13.8%

^{*} Explanation on Slide 20

Profit & Loss (9M FY20)



(INR in Crore)	9M FY20	9M FY19	YoY %	FY19
Net Revenue from operations (Net of Taxes)	2114.8	2168.3	(2.5)%	2874.1
Other income	6.7	6.6	1.5%	11.8
Total Revenue	2121.5	2174.9	(2.5)%	2885.9
Total Expenses	2031.3	2090.0	(2.8)%	2757.3
Cost of materials consumed	1712.1	1785.9	(4.1)%	2327.9
Changes in inventories	(18.4)	(1.6)	1022.0%	13.6
Employee benefits expense	54.8	47.2	16.1%	63.2
Finance cost	39.1	49.2	(20.7)%	54.7
Depreciation and amortization expense	37.2	33.8	10.1%	45.0
Other expenses	206.5	175.4	17.7	229.8
Profit before exceptional items & tax	90.2	85.0	7.6%	128.6
Exceptional Items [Profit/(Loss)]	-	(2.3)		(2.3)
Profit before tax	90.2	87.3	3.5%	131.0
Tax expense	(10.3)*	30.6	(133.5)%	46.1
Net profit/(loss) after tax	100.5	56.7	77.1%	84.9

^{*} Explanation on Slide 24

Profit & Loss - Consolidated



(INR in Crore)	2014-15	2015-16	2016-17	2017-18	2018-19
Net Revenue from operations (Net of Taxes)	1,572.8	1,278.2	1,551.0	1,927.6	2,874.1
Other income	9.7	10.7	12.1	11.1	11.8
Total Revenue	1,582.5	1,288.9	1,563.2	1,938.7	2,885.9
Total Expenses	1,568.1	1,263.3	1,505.4	1,846.0	2,757.2
Cost of materials consumed	1,357.5	1050.5	1270.7	1564.6	2,351.0
Changes in inventories	-7.4	1.2	-45.4	-13.5	13.6
Employee benefits expense	35.4	40.0	47.0	48.7	63.2
Finance cost	53.6	51.2	58.6	44.1	54.7
Depreciation and amortization expense	20.6	21.3	29.0	30.8	45.0
Other expenses	108.5	99.1	145.6	171.2	229.7
Profit before exceptional items & tax	14.4	25.6	57.7	92.7	128.8
Exceptional Items [Profit/(Loss)]	-	7.0	-3.4	-	-2.3
Profit before tax	14.4	32.6	54.3	92.7	131.1
Tax expense	4.8	6.4	13.7	32.9	46.1
Net profit/(loss) after tax	9.6	26.2	40.5	59.7	85.0

Balance Sheet - Assets (Consolidated)



(INR in Crore)	2014-15	2015-16	2016-17	2017-18	2018-19
Non-Current Assets	409.4	525.4	665.9	962.0	1,017.8
Property, plant and equipment	390.6	492.3	628.4	944.5	927.9
Capital work-in-progress	-	18.0	5.7	6.4	71.5
Other Intangible Assets	-	0.1	0.2	0.4	0.66
Financial Assets					
Investments	-	0.0	0.1	-	0.06
Loans and Advances	17.9	14.0	0.1	0.7	0.74
Other non-current assets	0.8	1.0	29.7	9.2	16.6
Tax Assets	-	-	1.8	0.8	0.4
Current Assets	307.1	355.4	386.5	462.0	397.6
Inventories	118.5	98.6	149.1	193.7	172.7
Financial Assets					
Trade receivables	149.1	216.4	199.4	170.5	98.7
Cash and cash equivalents	15.4	12.5	14.8	25.6	44.2
Loans and Advances	12.2	21.1	0.5	0.6	0.98
Other Financial Assets	-	-	0.9	4.2	12.5
Other current assets	11.8	6.8	21.7	67.5	68.5
Assets classified as held for Sale	-	-	6.9	13.4	-
Total Assets	716.5	880.8	1,059.4	1,437.5	1,415.4

Balance Sheet - Equity & Liabilities (Consolidated)



(INR in Crore)	2014-15	2015-16	2016-17	2017-18	2018-19
EQUITY	170.3	209.5	325.0	385.4	472.1
Equity Share capital	32.0	32.0	43.5	43.5	43.5
Other equity	138.3	164.6	281.5	341.9	428.6
Money received against share warrants	-	12.9			
LIABILITIES	546.2	671.3	733.9	1,049.7	943.3
Non-Current Liabilities	242.8	340.6	386.2	614.8	574.6
Financial liabilities					
Borrowings	219.1	307.6	336.4	541.6	476.8
Other financial liabilities	-	-	-	7.2	9.1
Provisions	3.7	4.7	5.6	5.2	6.0
Deferred tax liabilities	16.7	23.1	27.8	41.2	58.8
Other Non-Current Liabilities	3.3	5.3	16.4	19.7	23.9
Current Liabilities	303.3	330.7	347.8	434.9	368.7
Financial liabilities					
Borrowings	157.6	137.8	143.5	98.5	70.2
Trade Payables	83.7	120.4	111.3	224.1	179.0
Other financial liabilities	61.3	71.5	55.4	102.7	89.0
Provisions	0.8	1.0	1.3	2.3	2.8
Other Current Liabilities	-	-	36.3	6.2	25.6
Income Tax Liabilities (net)	-	-	-	1.1	2.1
Liabilities Directly associated with assets classified as held for sale	-	-	0.4	2.4	-
TOTAL EQUITY AND LIABILITIES	716.5	880.8	1,059.4	1,437.5	1,415.4

Future Strategy



Increase Focus on Exports

With new texturizing machines coming in, exports of the company will increase and lead to an increase in the overall margins of the company on account of being a value-added product.

Captive Power Plant

The Company is planning to set up of 31.4 MW captive power plant (30 MW Thermal and 1.4 MW Solar). This will result in an annual savings of approx. Rs. 45 crs, resulting in incremental 2% margins.

Capacity Expansion

Production capacity of POY is being increased from 340 TPD to 510 TPD and that of DTY is being increased from 200 TPD to 360 TPD.

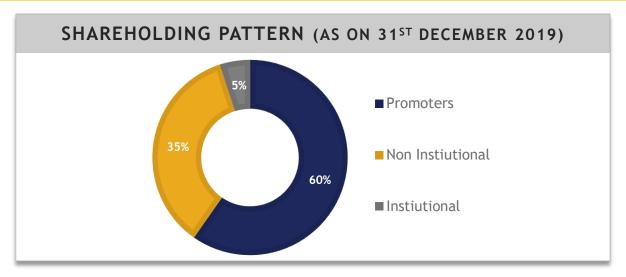
Vertical Integration

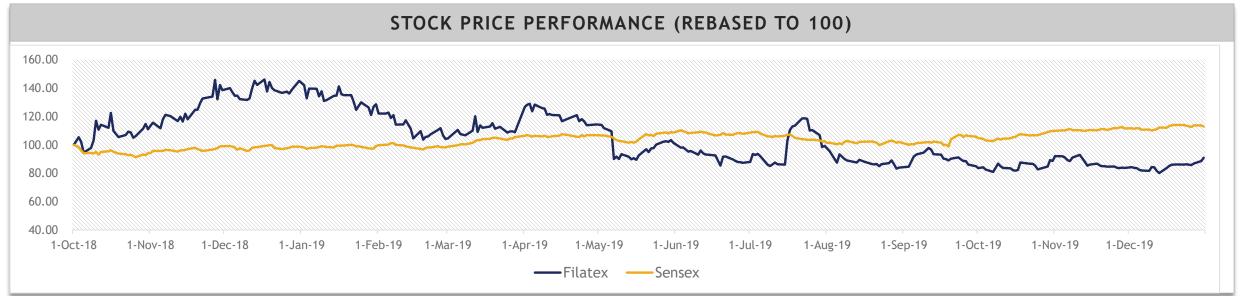
Plan to foray into production of high value fabrics, that are currently being imported into the country. Also, exploring vertical integration options such as processing, digital printing and garments / home textiles.

Shareholder Information



STOCK DATA (AS ON 31ST DECEMBER 2019)					
,,,,	Stock Price (INR)	39.10			
	Market Capitalization (INR)	858.97 cr			
	Shares Outstanding	21.97 cr			
	Free Float	40.27%			
1	Symbol (NSE / BSE)	FILATEX / 526227			







Filatex India Limited

For more information, Please contact

Filatex India Limited

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