



FIL/SE/2018-19/26
25th July, 2018

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**

The Bombay Stock Exchange Limited
Listing Department
25th Floor, Pheroze Jeejeebhoy Towers
Dalal Street,
Mumbai - 400 001
Security Code: **526227**

Sub: Investor Presentation - July 2018

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 - July 2018 which we propose to share with Analysts & Investors.

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
July 2018



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An aerial photograph of an industrial complex. In the foreground, a large white warehouse with a blue-trimmed roof is visible. To its right, there are several large white storage tanks and a smaller building. The background shows a vast green field with several high-voltage power lines and towers. In the distance, there are more industrial buildings and a body of water under a cloudy sky. A semi-transparent green banner with the text "Company Overview" is overlaid on the middle of the image.

Company Overview





About Us

Incorporated in 1990, Filatex India Ltd. has emerged as one of the top five manufacturers of Polyester Filament Yarn.

Starting with chips to yarn, Filatex has moved to latest technology Melt to Yarns. We are a customer focused organization with state of art technology and stringent quality measures. We strongly believe that polyester will be the fibre of the future.



Our mission

-  To attain highest level of trust, integrity and honesty in business
-  To encourage people's ownership, empowerment and working under team structure
-  To manufacture at an affordable cost that provides our customers a competitive advantage
-  Strive to maintain an edge over its competitors due to consistent product quality and low operating cost

Our vision



To be one of the leading polyester yarns manufacturer producing products to international standards, to be customer focused through stringent quality assurance and continuous innovation.

Our values



Integrity and Honesty in Business



Customer Satisfaction & Delight



Encourage Creativity & Innovation to drive people, product & processes

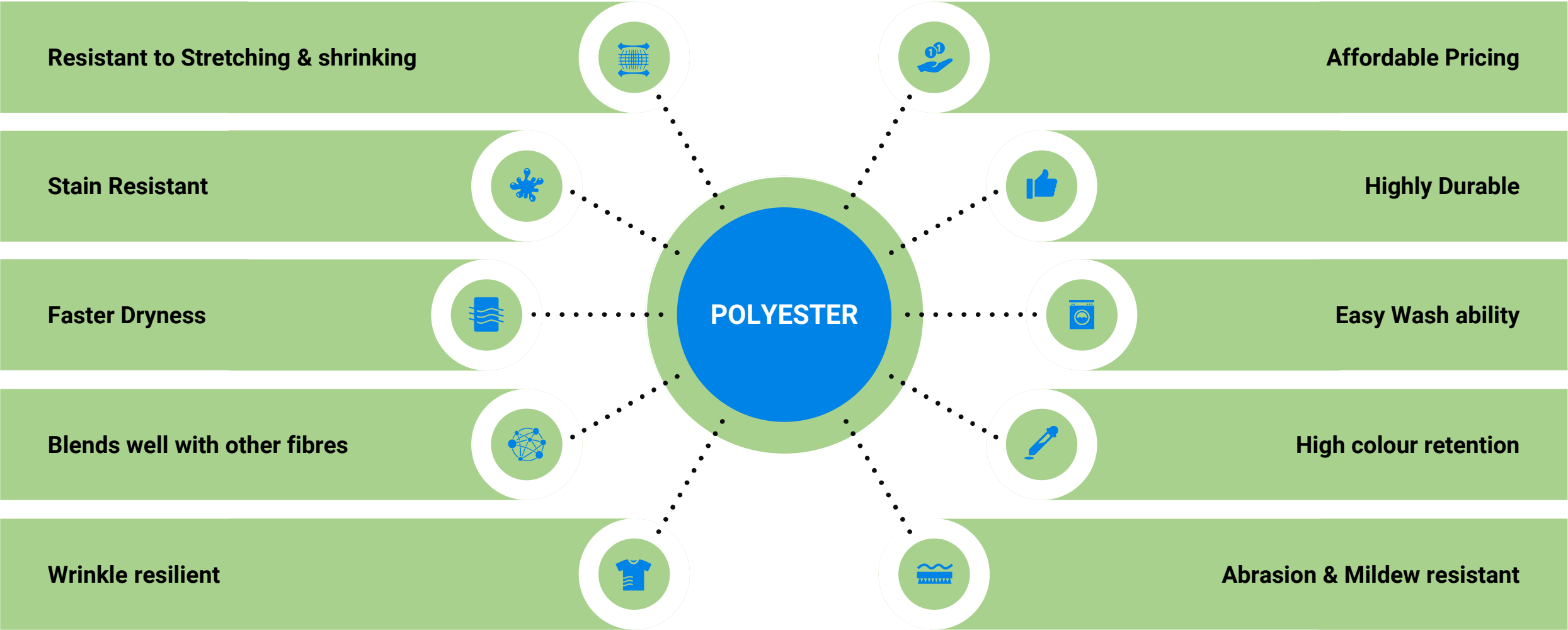


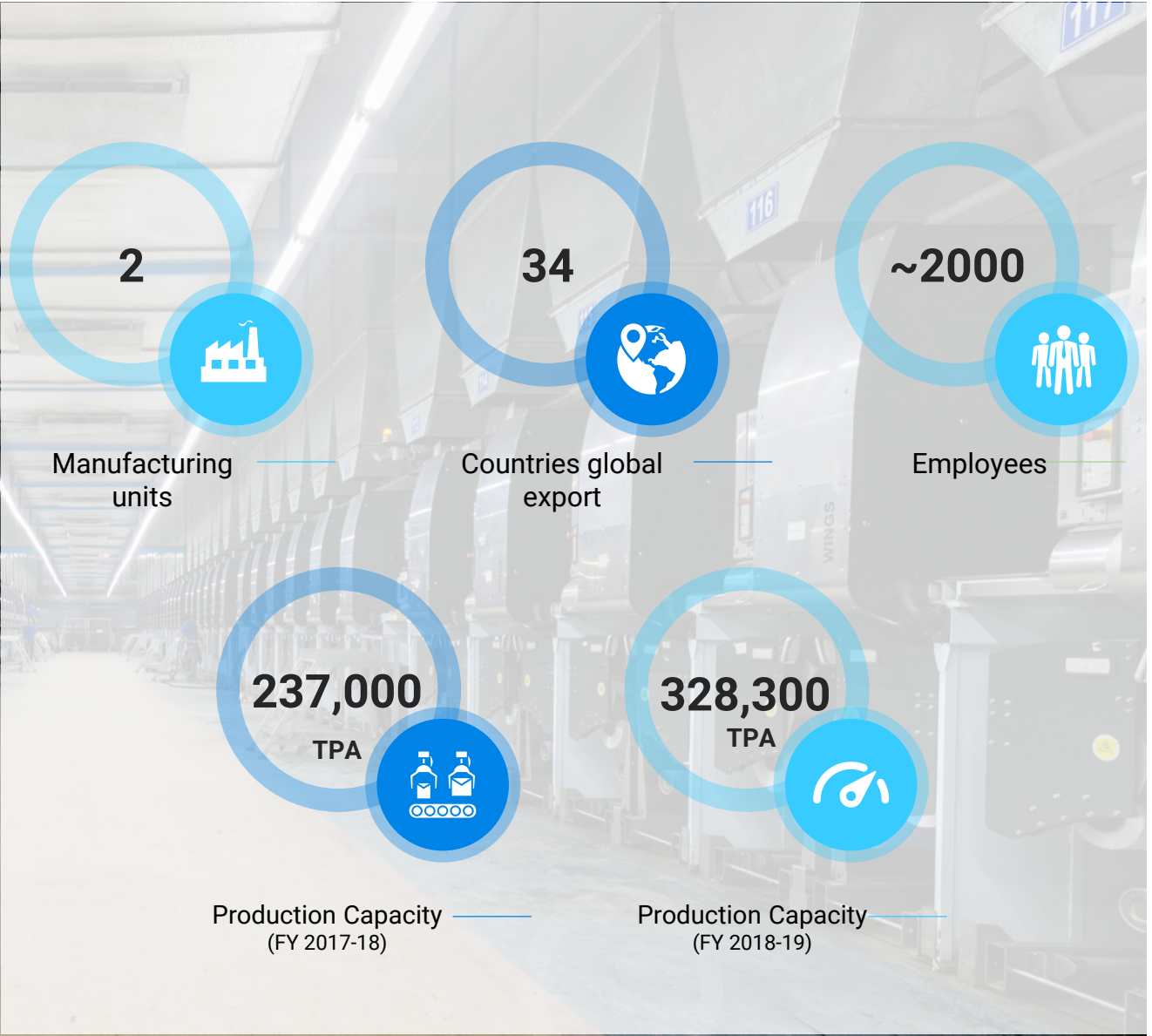
To promote safe work practices



To protect the environment & community

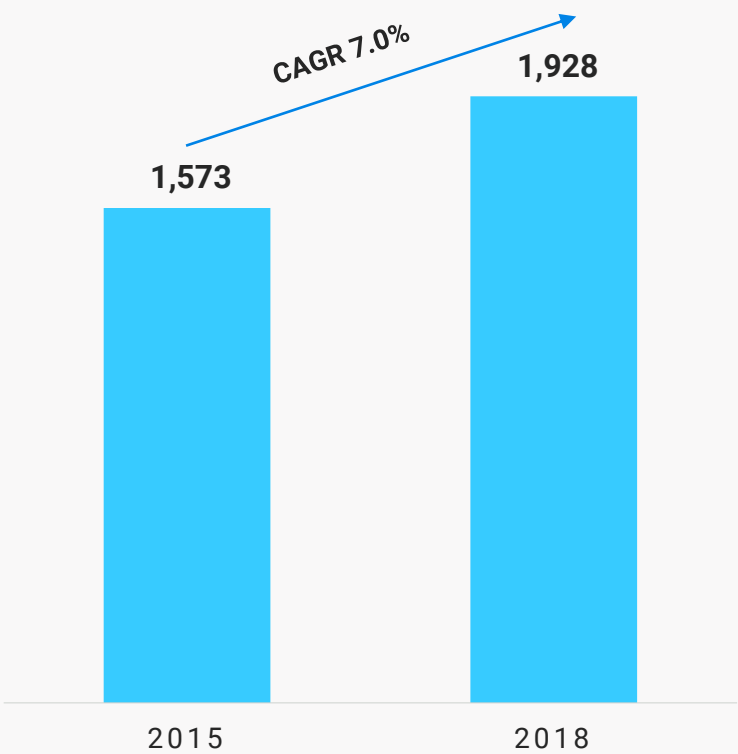
We believe that Polyester will be fibre of the future. Filatex has focused its future growth plans on Polyester Filament Yarns.



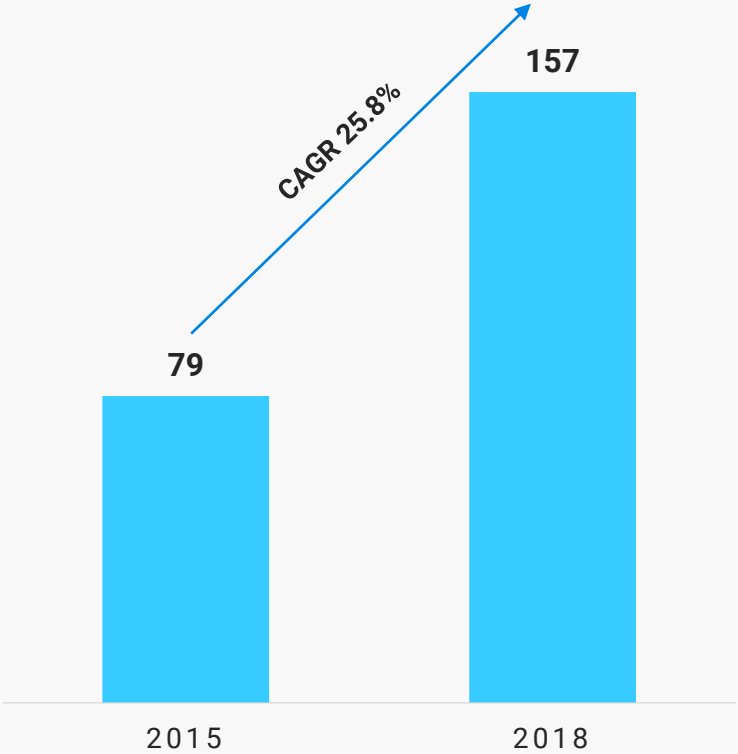


(₹ in Crore)

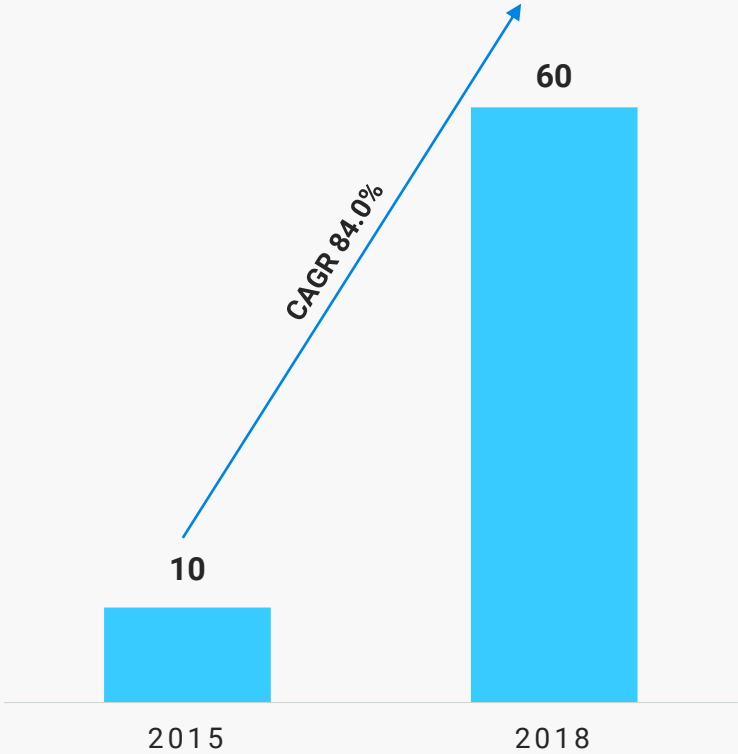
REVENUE
(Net of Excise Duty)

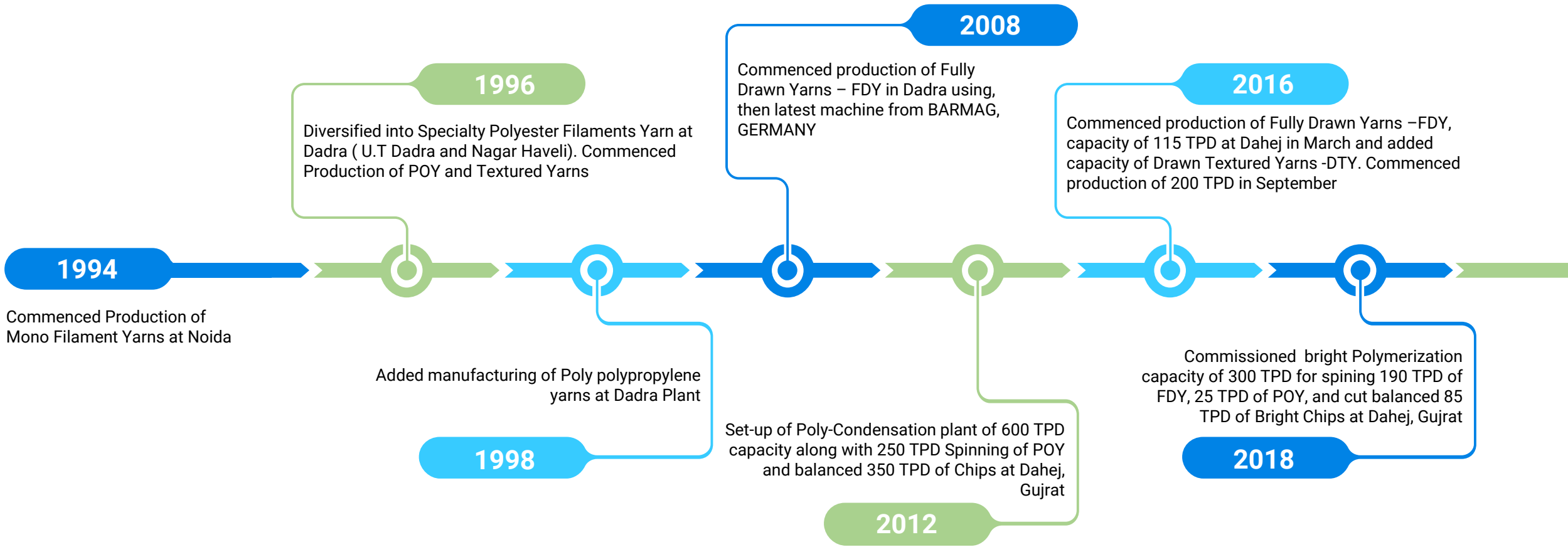


EBIDTA

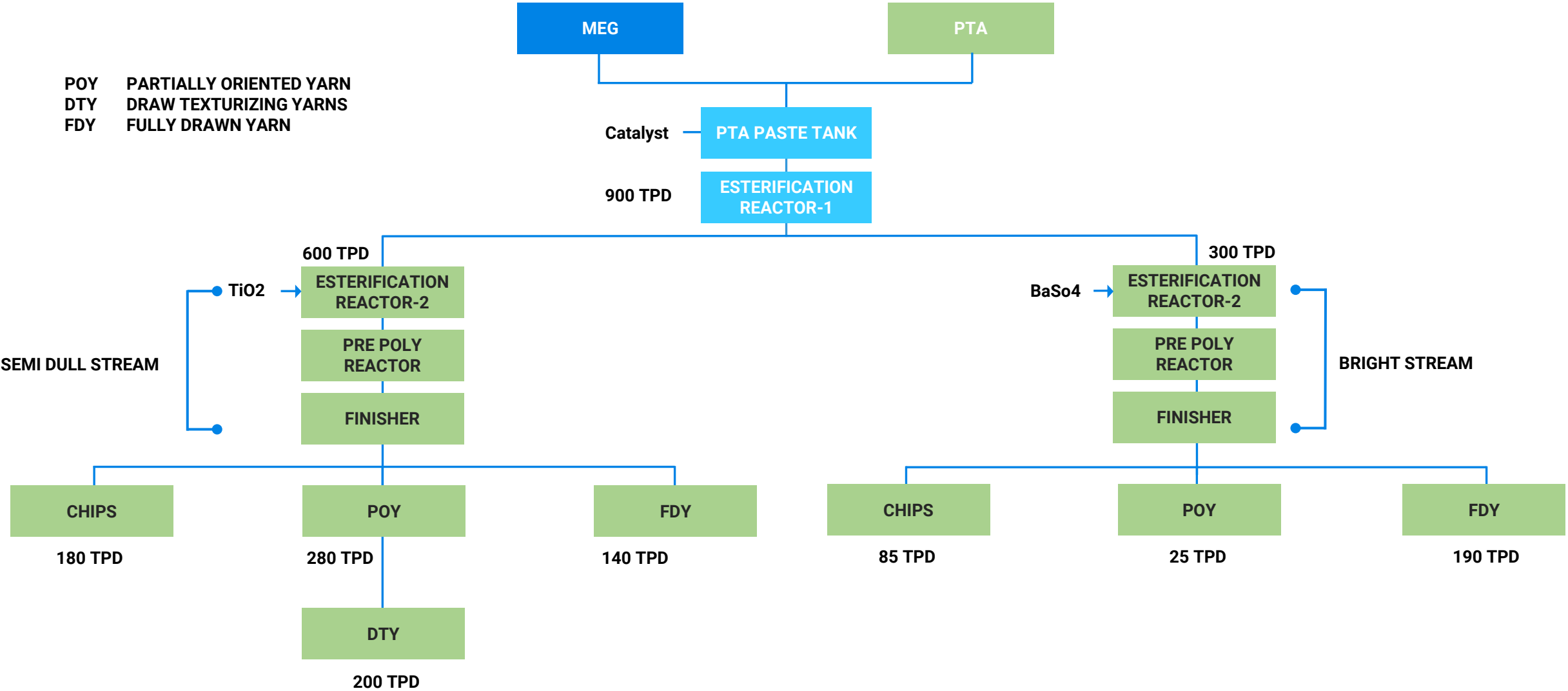


PAT





RAW MATERIALS TO FINISHED PRODUCTS AT DAHEJ PLANT





Mr. Madhu Sudhan Bhageria
Chairman & Managing Director



Mr. Purrshottam Bhaggeria
Joint Managing Director



Mr. Madhav Bhageria
Joint Managing Director



Mr. Ashok Chauhan
Executive Director



Mr. S. P. Setia
Independent Director



Mr. S. C. Parija
Independent Director



Ms. Pallavi Joshi Bakhru
Independent Director



Mr. B. B. Tandon
Independent Director

Exporting to
34 countries
across the
Globe

Over **50%** of
DTY
production is
exported

Exports
contributed
~20% of
overall
Revenues in
FY18

Capacity
increased over
the years
From **500**
MTPA
To **328,300**
MTPA



Manufacturing Facilities : 2

- Dadar & Nagar Havelli (UT)
- Dahej (Gujarat)

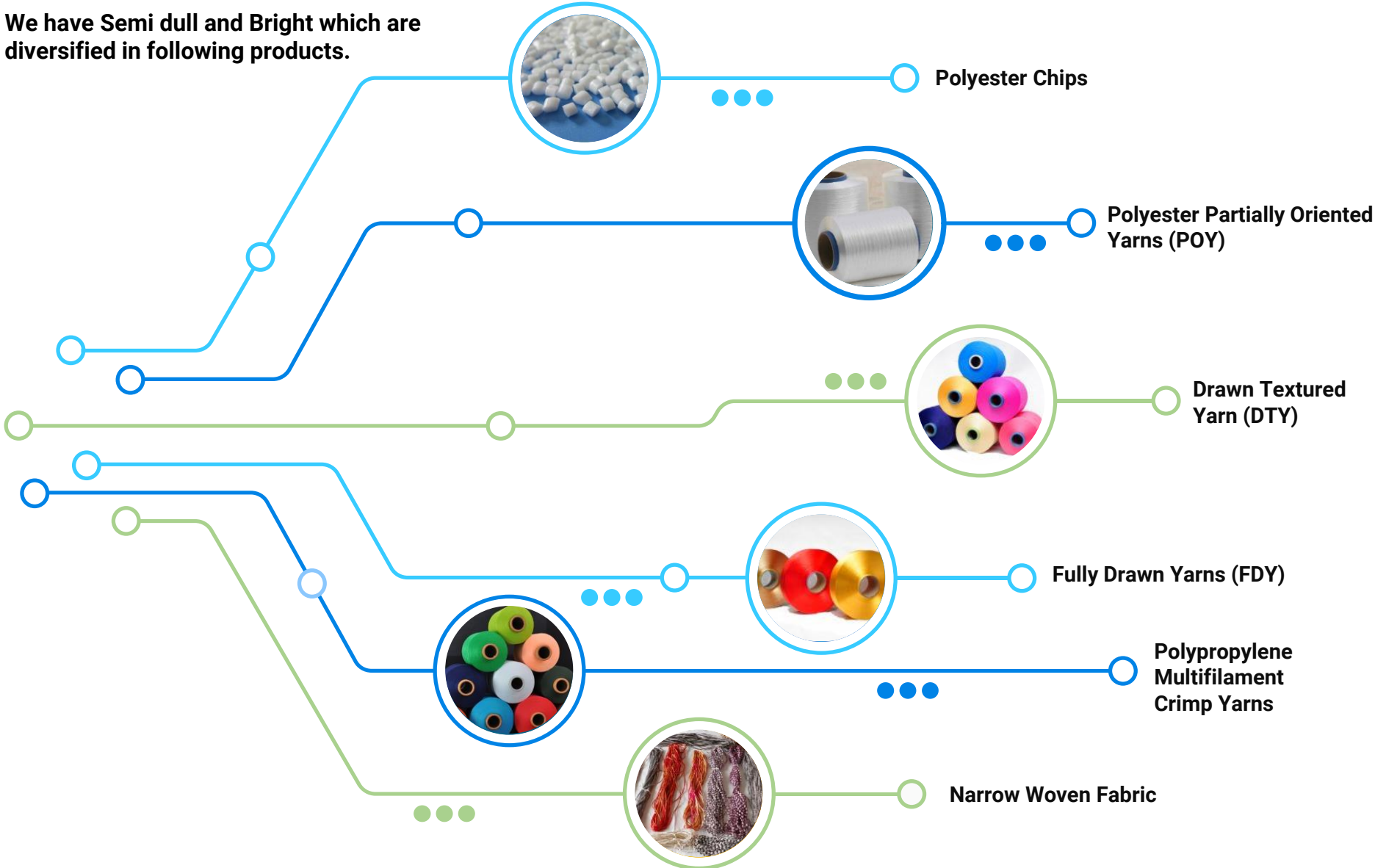
Marketing Office : 3

- New Delhi
- Surat
- Mumbai

Corporate Office

- New Delhi

We have Semi dull and Bright which are diversified in following products.



- 1 Industrial intermediate product used to manufacture Polyester yarns.
- 2 Intermediate product, post Texturizing used for knitting & weaving different kinds of Fabrics.
- 3 Produced by drawing & heating POY through a texturing process. It is used for manufacturing Fabrics.
- 4 Fully drawn polyester filament yarn is directly used for producing all kinds of Fabrics specially for children and ladies.
- 5 Different shades and deniers, the range being used for Socks, Under Garments and Sports Wear.
- 6 Used in manufacture of Carpets, Rugs, Tapes, Ribbons and Zippers



In these garments, seam 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.

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 Fiber is excellent. Its wear resistant, water resistant, wrinkle resistant and hydrophobic properties make it ideal for all kinds of apparels.



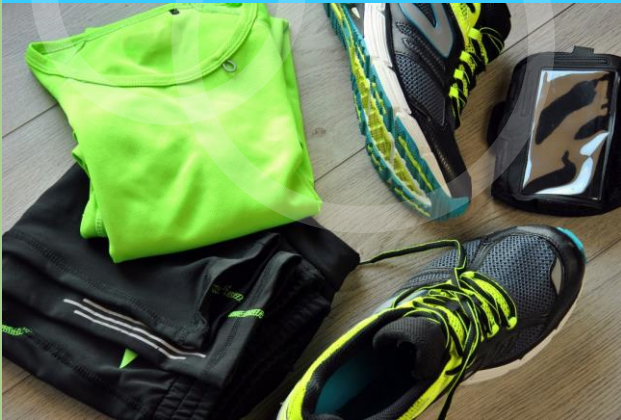
Women Wear & Under Garments



Home Textiles & Furnishings

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

The preferred material for sportswear is Polyester Yarn. Sports leisure clothings 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.



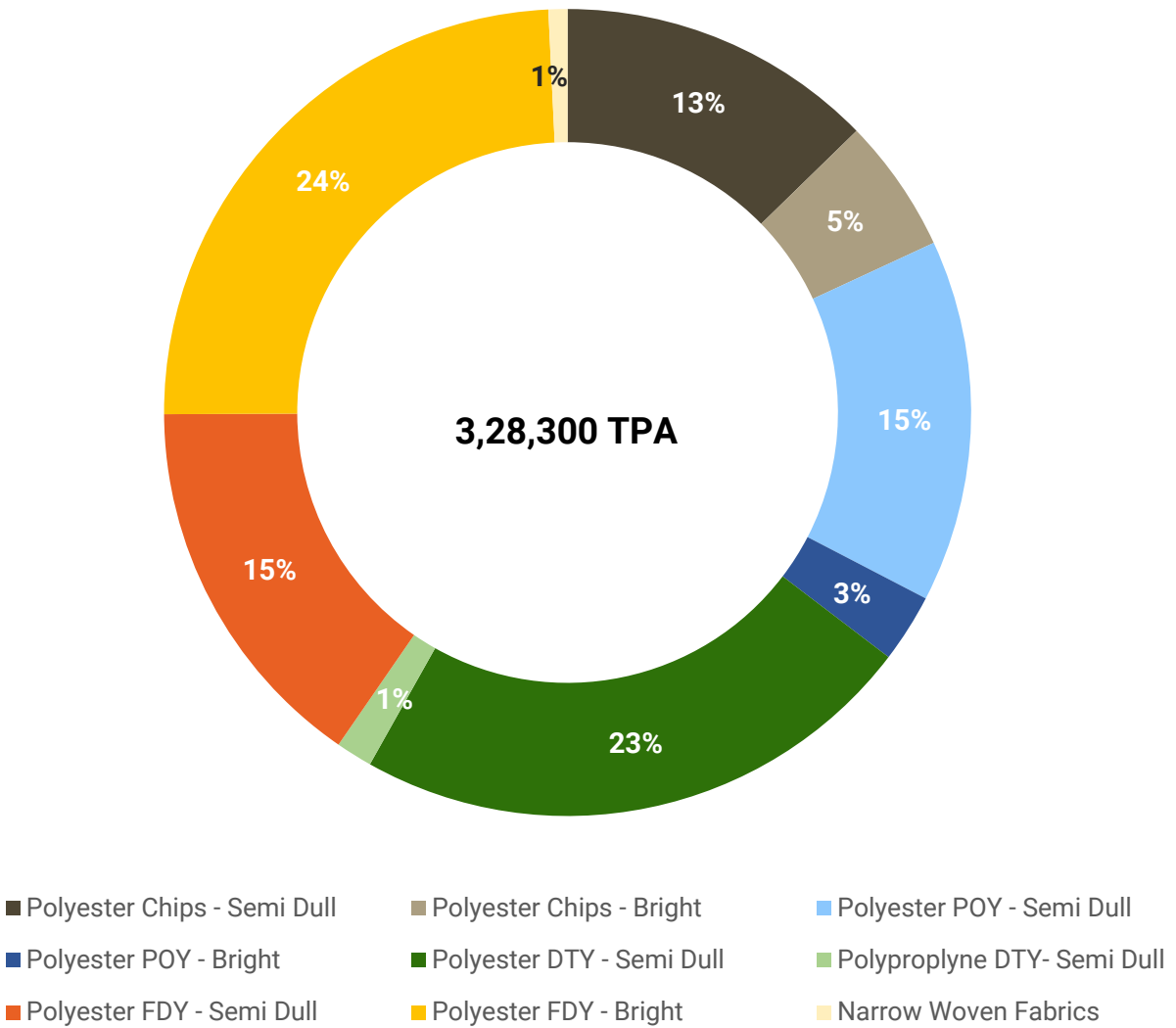
Sportswear



ISO 9001 2015

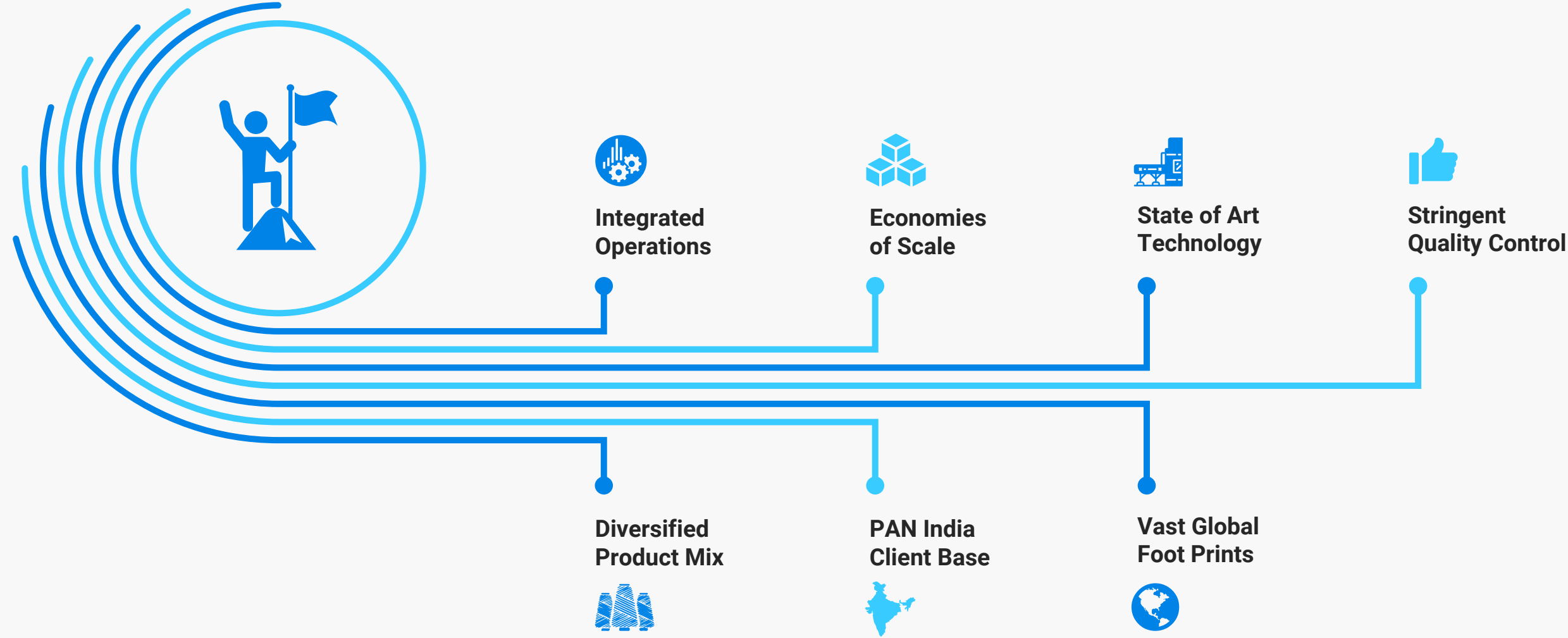
PRODUCTION CAPACITIES - FY 2018-19				
Products (MTPA)	Production	Captive	Net	%age
Polyester Chips - Semi Dull	64,600	22,900	41,700	12.7%
Polyester Chips - Bright	31,000	13,300	17,700	5.4%
Polyester POY - Semi Dull	123,700	76,000	47,700	14.5%
Polyester POY - Bright	9,000	-	9,000	2.7%
Polyester DTY - Semi Dull	75,900	1,100	74,800	22.8%
Polyproplyne DTY- Semi Dull	4,800	-	4,800	1.5%
Polyester FDY - Semi Dull	50,300	-	50,300	15.3%
Polyester FDY - Bright	81,200	1,400	79,800	24.3%
Narrow Woven Fabrics	2,500	-	2,500	0.8%
Grand Total	443,000	114,700	328,300	100.0%

Net Capacity (Post Expansion Net of Captive)





Key Strengths and Growth Drivers





Increasing Per Capita Income

- India's per capita income at current prices during 2017-18 is estimated to have attained a level of Rs. 1,12,835 as compared to the estimates for the year 2016-17 of Rs. 1,03,870 showing a rise of 8.6 percent.
- Increased disposable income simulated the demand for value-added products. The demand for premium apparel is likely to increase adding to the 'feel good' factor, catalyzing polyester demand.
- If India's GDP growth rate is 7%, the textile sector will grow at 10.5%. The employment and GDP growth would result in increasing per capita income. When per capita income crosses the threshold value of around 2.5-3 lacs, the growth in domestic demand would be explosive.



Rapid Urbanization

- According to projections, an estimated 140 million Indians could move to cities by 2020 and 700 million by 2050.
- Besides, the number of cities with population above one million could nearly double with increase in the number of mega-cities (above five million) to 10 by 2021 and 36 by 2051.
- Urbanization is expected to result in a growing demand for daily wear, casual wear, sportswear & other lifestyle products which are durable in nature meeting aesthetic requirements as well.



Government Policies

- The new indirect tax regime is expected to enhance compliance, uniform tax rates and structure with the removal of cascading taxes resulting in lower transaction costs.
- The polyester yarn industry is likely to benefit. Major yarn producers are likely to cater the fabric and garment sector after rationalization of GST.
- Now, Fabric and Garment sector is likely to see a good investment from organized sector.



Rationalized Tax Structure

- To encourage domestic manufacturers of man-made fibres, there is an increase in import duty on many textile and apparel items from 10% to 20% or Rs.38 per sq. mt., whichever is higher, on all polyester items in the value chain.
- This will ultimately encourage the domestic synthetic yarn sector by restricting the imports and providing price parity in the domestic market.



Increasing Exports

- Capacity built over years has led to low cost of production per unit in India's textile industry; this has lent a strong competitive advantage to the country's textile exporters relative to key global peers.
- The sector has also witnessed increasing outsourcing over the years as Indian players moved up the value chain from being mere converters to supply chain partners of global retail giants.
- Textile exports witnessed a growth (CAGR) of 6.89 per cent over the period of FY06 to FY17. In the coming decades, Africa and Latin America could very well turn out to be key markets for Indian textiles.



Home Textile Industry

- India's home textile industry is expected to expand at a CAGR of 8.3 per cent during 2014–21 to US\$ 8.2 billion in 2021 from US\$ 4.7 billion in 2014.
- India accounts for 7 per cent of global home textiles trade. Superior quality makes companies in India a leader in the US and the UK, contributing two-third to their exports.
- 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.

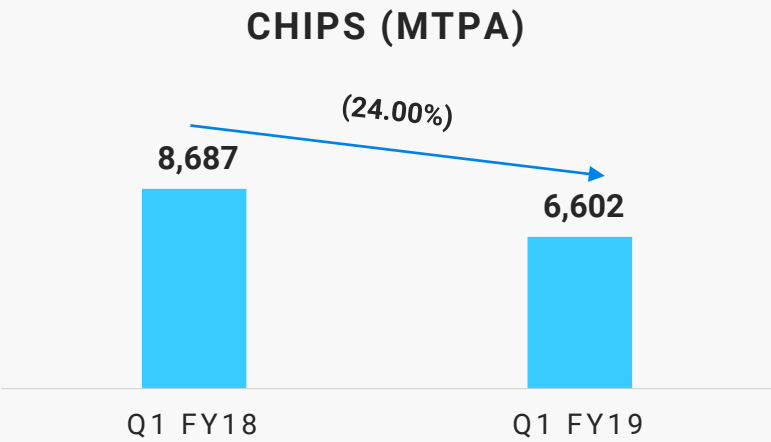
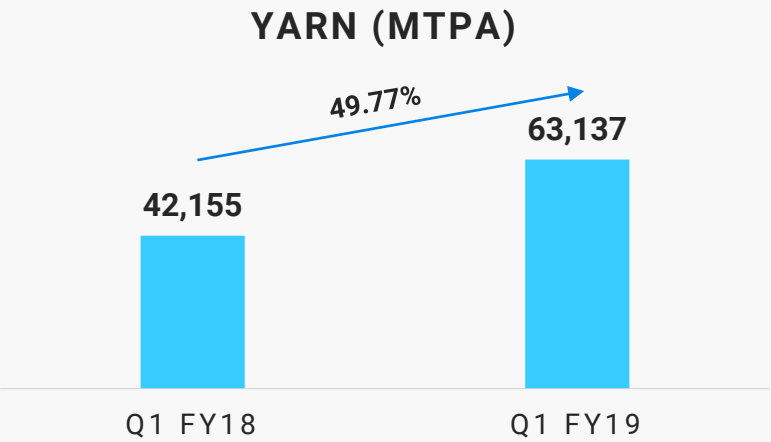
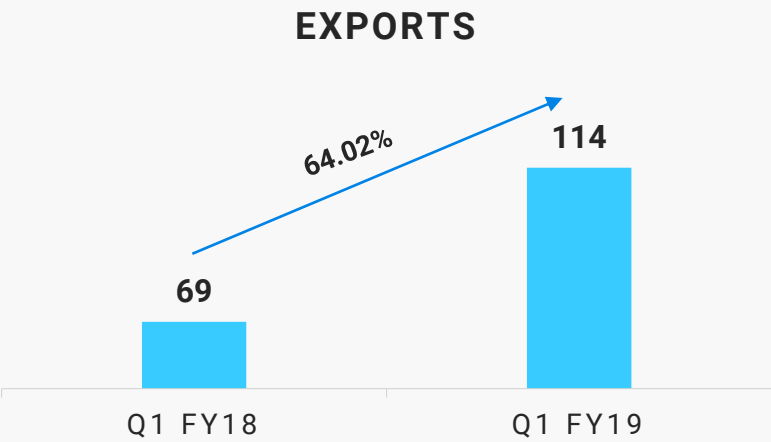
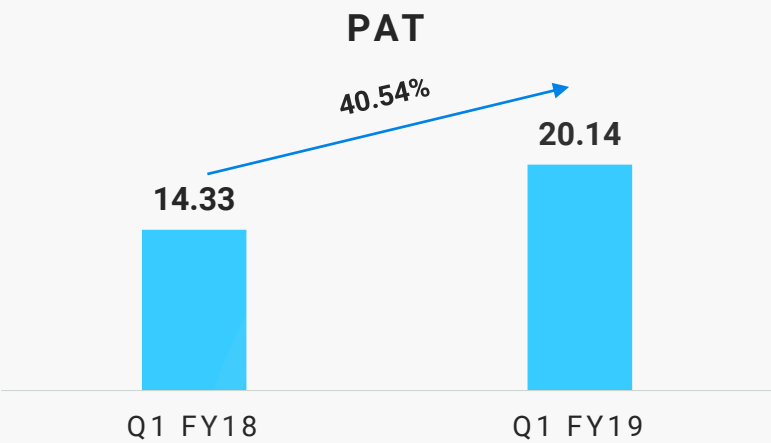
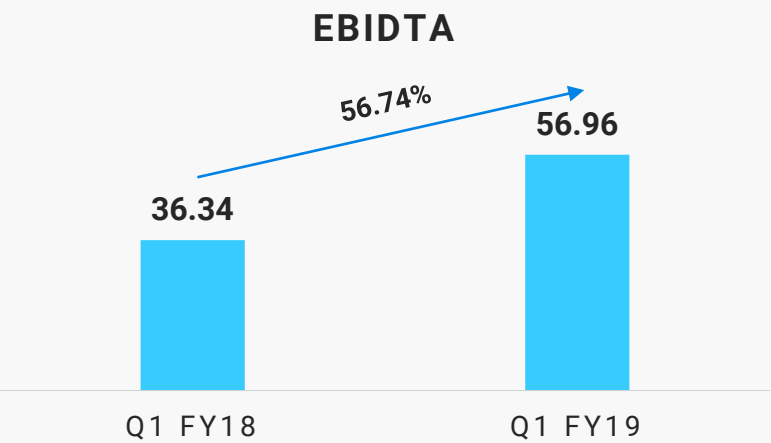
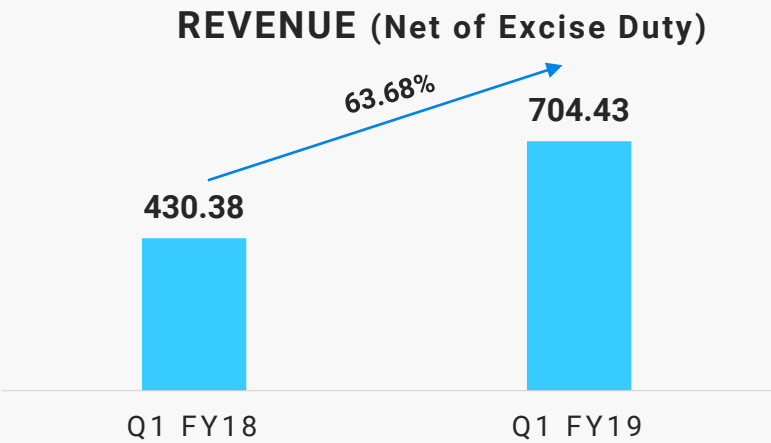
Results Summary

MEG STORAGE TANK
VOLUME: 750M³

TANK NO 53W02
MEG STORAGE TANK
VOLUME 750M

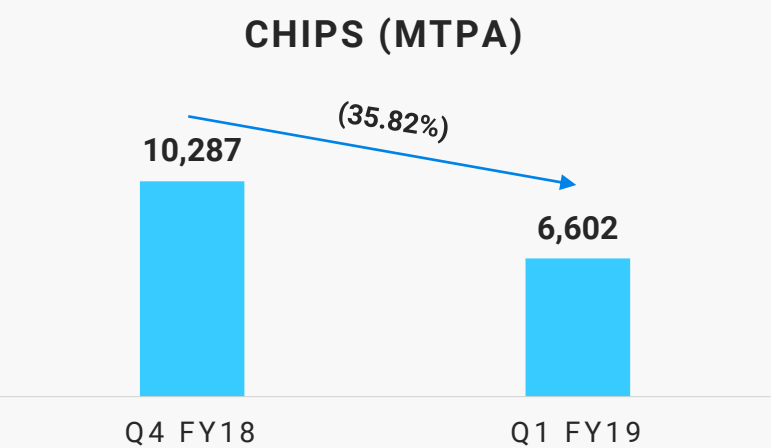
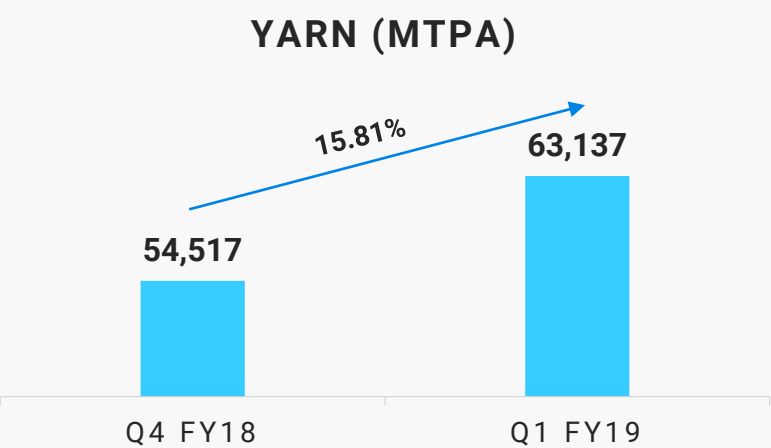
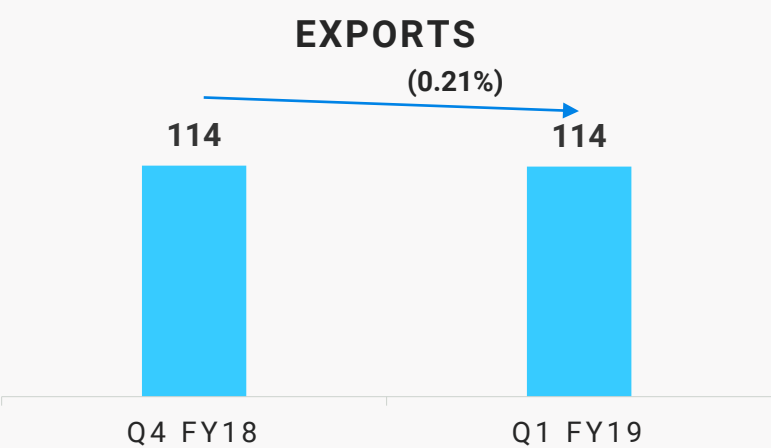
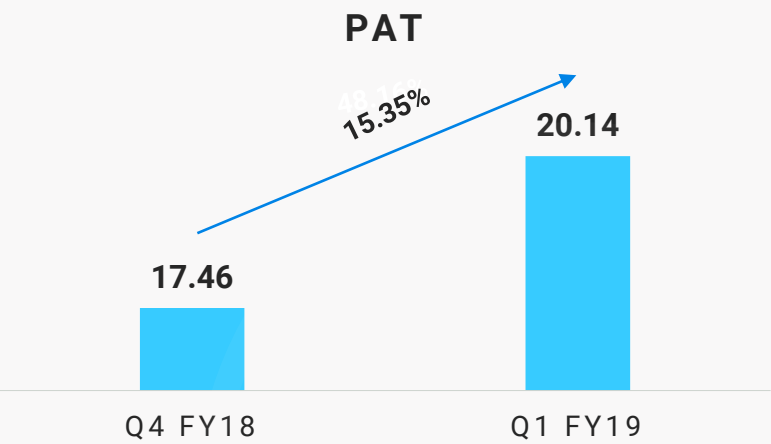
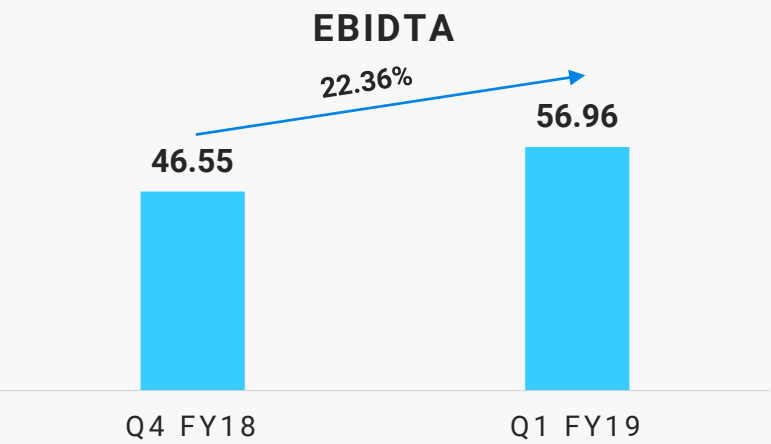
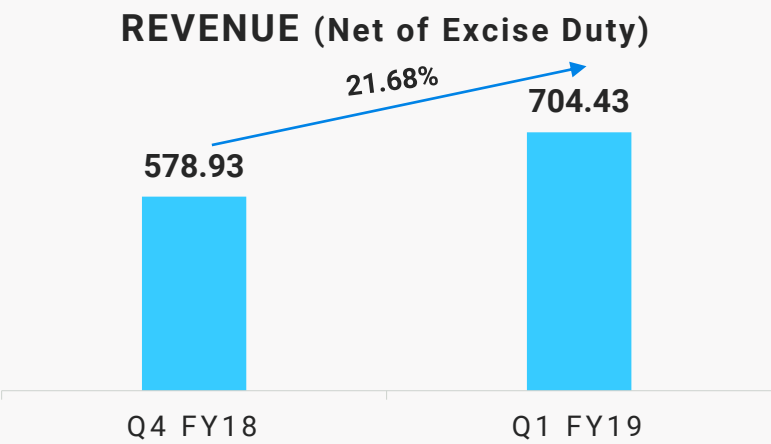
Result Summary – Q1 FY19 vs Q1 FY18 (Y-o-Y Basis)

On standalone basis (₹ in Crore)

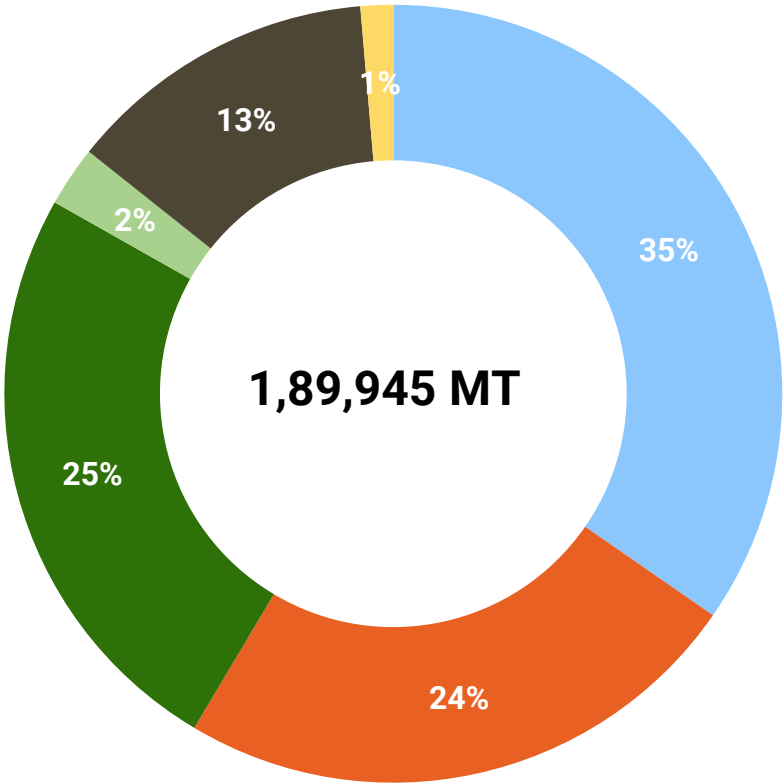


Result Summary – Q4 FY18 vs Q1 FY19 (Q-o-Q Basis)

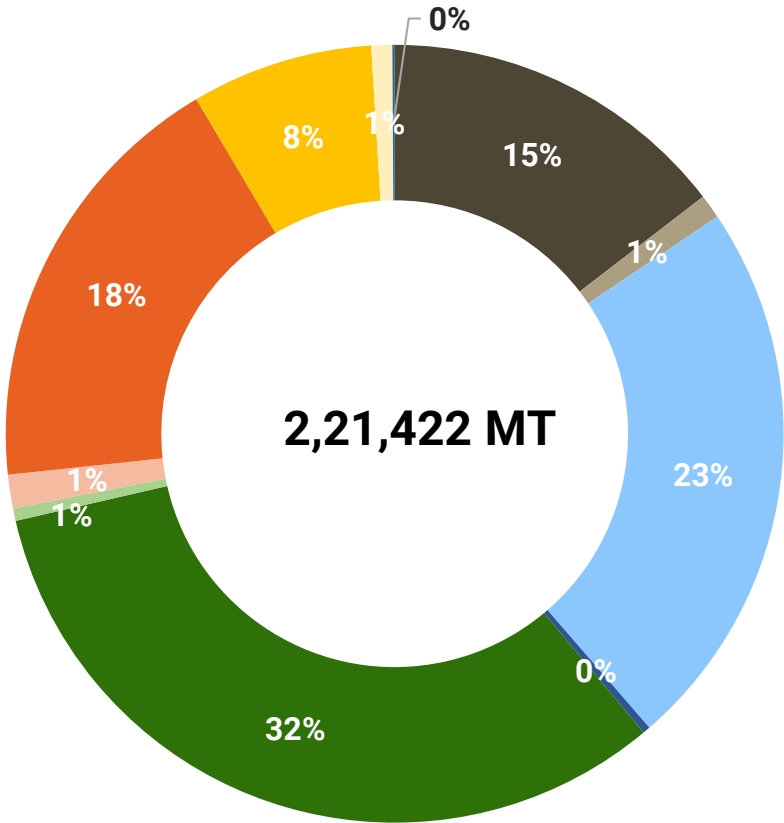
On standalone basis (₹ in Crore)



FY17



FY18



Polyester POY
Polypropylene Yarn

Fully Drawn Yarn
Polyester Chips

Drawn Textured Yarn
Other


Polyester Chips - Semi Dull
Polyester POY - Bright
Polypropylene DTY
Narrow Woven Fabrics

Polyester Chips - Bright
Polyester DTY - Semi Dull
Polyester FDY - Semi Dull
Monofilament Yarns

Polyester POY - Semi Dull
Polypropylene POY- Semi Dull
Polyester FDY - Bright

On standalone basis (₹ in Crore)

Particulars	Q1FY19 Unaudited	Q1FY18 Unaudited	Y-o-Y (%)	Q4FY18 Unaudited	Q-o-Q (%)
Net Income from Operations (Net of Excise)	704.43	430.38	63.68%	578.93	21.68%
Expenses	647.47	394.04	64.32%	532.38	21.62%
Profit from Operations before Other Income, Finance Costs and Exceptional Item	56.96	36.34	56.74%	46.55	22.36%
Other Income	1.26	2.82		1.94	
Profit from ordinary activities before Finance Costs, Depreciation and Exceptional Item	58.22	39.16	48.67%	48.49	20.07%
Depreciation	11.06	7.61	45.34%	8.34	32.61%
Finance costs	16.15	9.53	69.46%	12.14	33.03%
Profit from ordinary activities before exceptional item and tax	31.01	22.02	40.83%	28.01	10.71%
Exceptional item	0.00	0.00		-	
Profit from ordinary activities before tax	31.01	22.02	40.83%	28.01	10.71%
Tax	10.87	7.69	41.35%	10.55	3.03%
Net Profit for the period	20.14	14.33	40.54%	17.46	15.35%
Other Comprehensive Income / (Loss)					
Items not to be reclassified to profit or loss	0.14	0.00		0.47	
Income tax relating to items not to be reclassified to profit or loss	(0.05)	0.00		(0.16)	
Total Comprehensive Income for the Period (Comprising Profit/(Loss) and other comprehensive Income for the period	20.23	14.33	41.17%	17.77	13.84%

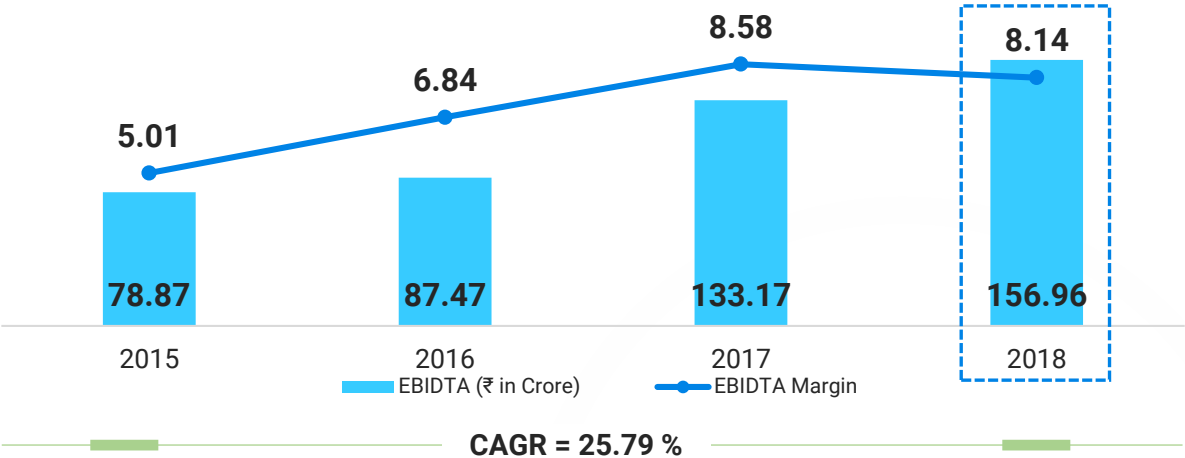


Financial Overview

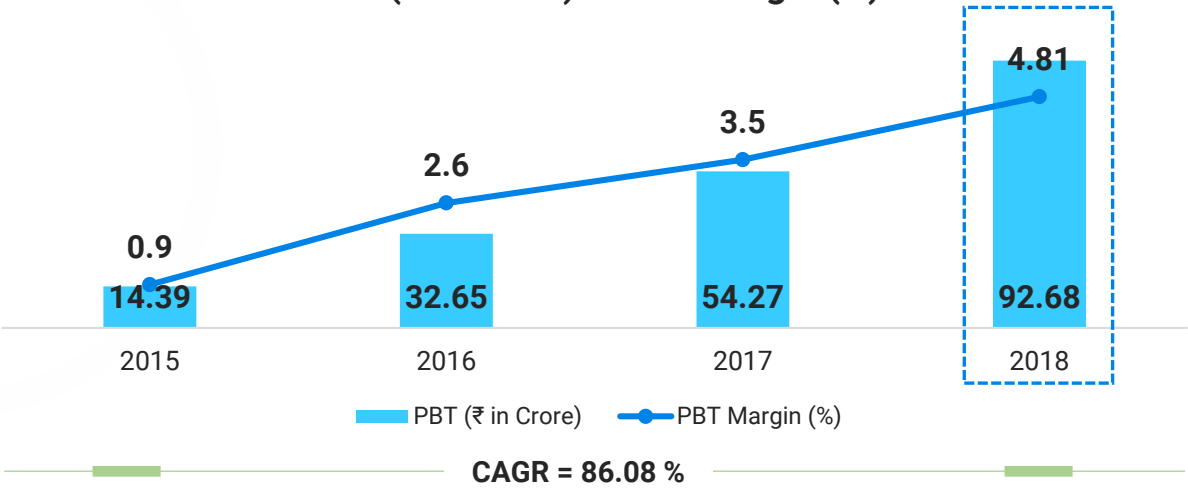
Revenue (Net of excise duty)



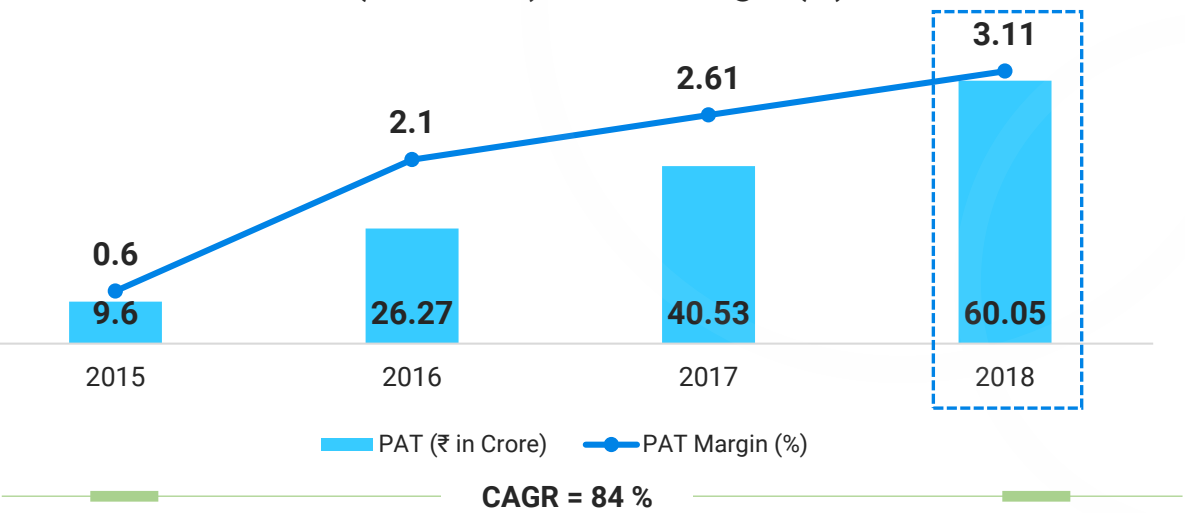
EBIDTA (₹ in Crore) & EBIDTA Margin (%)



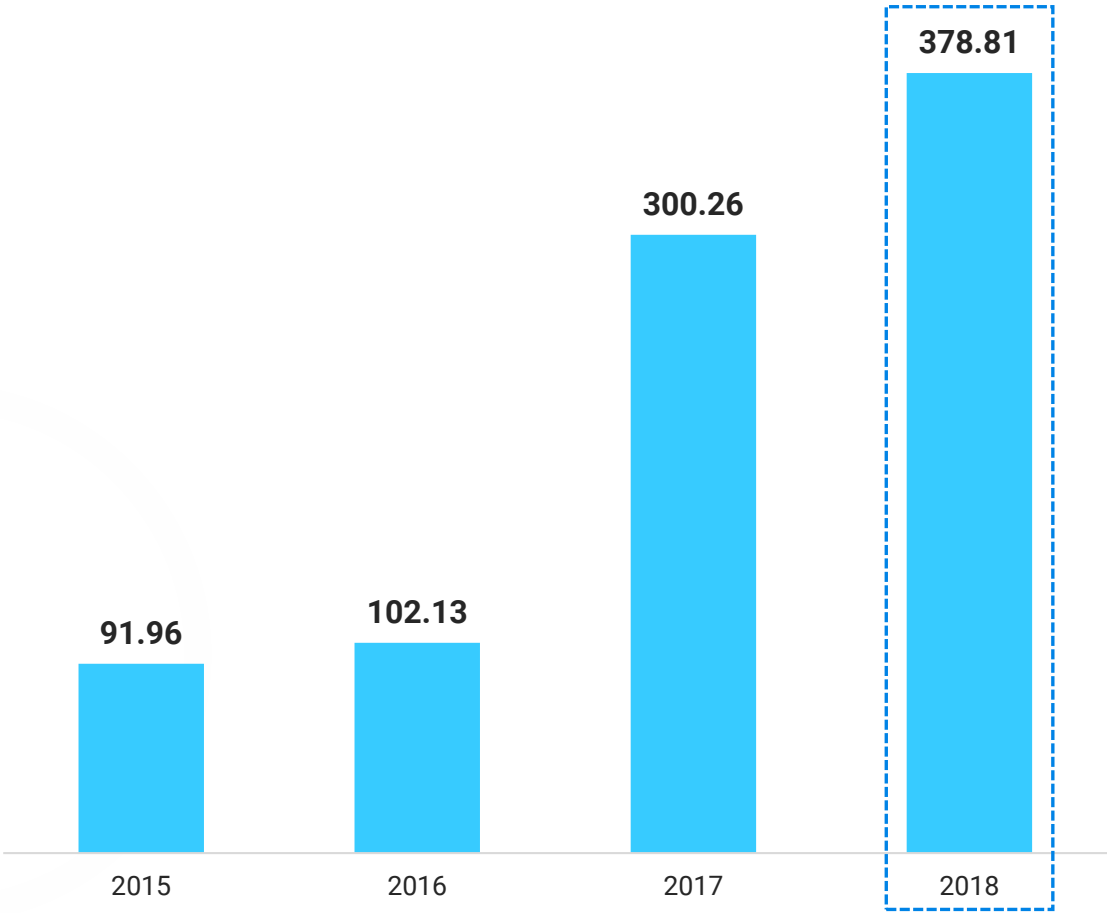
PBT (₹ in Crore) & PBT Margin (%)



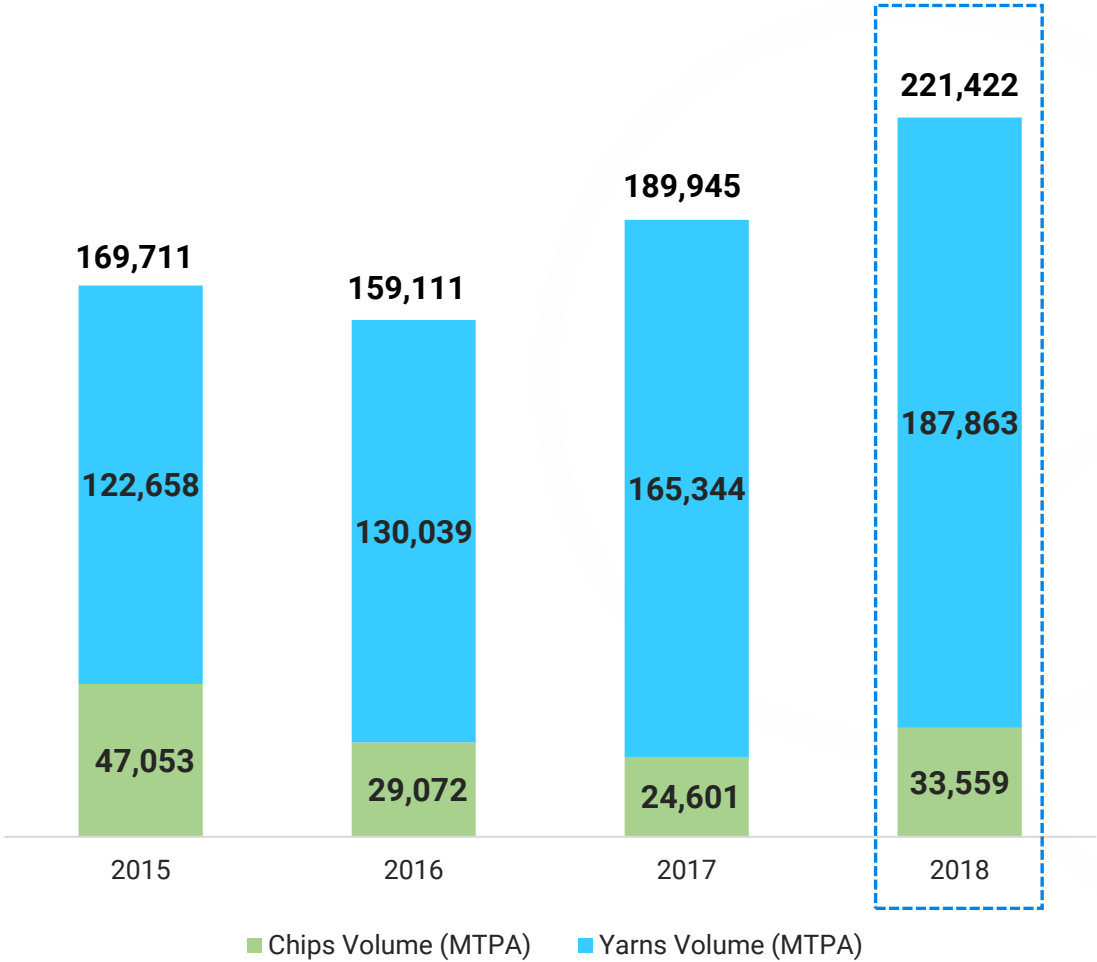
PAT (₹ in Crore) & PAT Margin (%)



Exports (₹ in Crore)



Chips and Yarn Volume (MTPA)







Profit & Loss

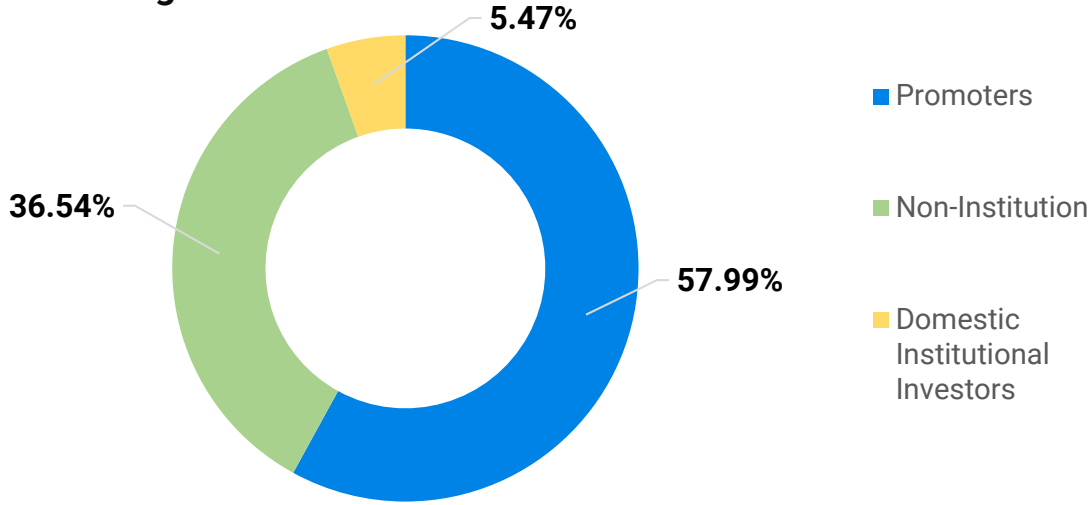
On consolidated basis (₹ in Crore)

Particulars	2015	2016	2017	2018
Revenue from operations (gross)	1,730.59	1,418.80	1,709.68	1,974.90
Less : Excise duty	157.83	140.57	158.67	46.86
Revenue from operations (net)	1,572.76	1,278.23	1,551.01	1,928.04
Other Income	9.70	10.67	12.15	10.64
Total Revenue	1,582.46	1,288.90	1,563.16	1,938.68
Expenses				
Cost of material consumed	1,093.56	966.71	1,232.67	1,529.85
Purchases of traded goods	263.87	83.82	38.04	34.80
(Increase)/decrease in Inventories of finished goods work in progress & stock in trade	-7.43	1.22	-45.41	-13.51
Employee benefits expense	35.39	40.01	46.97	48.75
Finance cost	53.60	51.19	58.64	44.10
Depreciation & amortization expense	20.57	21.27	28.97	30.82
Other Expenses	108.50	99.06	145.57	171.19
Total Expenses	1,568.06	1,263.27	1,505.45	1,846.00
Profit/(loss) before exceptional items & tax	-	14.39	25.63	57.71
Exceptional Items [Profit/(Loss)]	-	6.97	-3.44	-
Profit/(loss) before tax	14.39	32.60	54.27	92.68
Tax Expense:				
Current tax (MAT)	3.01	6.96	11.78	19.68
MAT credit entitlement	-3.01	-6.96	-	-
Taxation for earlier years	0.02	-	-	-
Deferred tax	4.78	6.38	1.96	13.26
Total tax expense	4.80	6.38	13.74	32.94
Net profit/(loss) after tax	9.60	26.22	40.53	59.74
Other Comprehensive Income/(Loss)				
Items not to be reclassified to profit or loss	-	-	0.01	0.48
Income tax relating to items not to be reclassified to profit or loss	-	-	-0.01	-0.17
Comprehensive Profit/(Loss) for the Period	9.60	26.22	40.53	60.05
Earnings Per Share (EPS) in Rupees				
-Basic	3.12	8.19	10.20	13.73
-Diluted	3.12	8.06	9.29	13.52

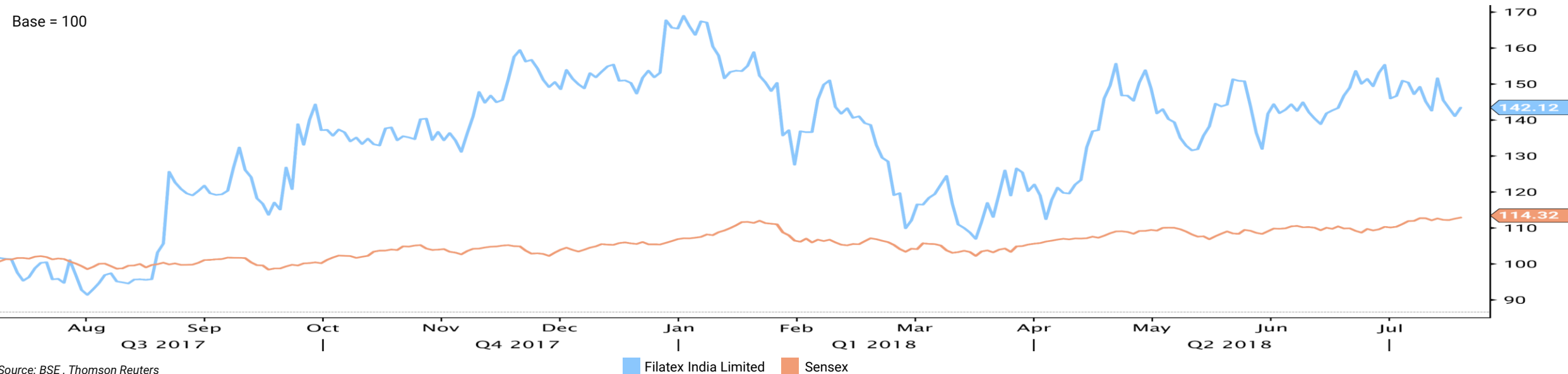
Stock Data (As on 23rd July 2018)

 Market Capitalization (₹)	902 Cr.
 Shares Outstanding	21.75 Cr.
 Free Float	29.05%.
 Symbol (NSE/ BSE)	FILATEX / 526227
 Average Daily Volume (3 months)	3,53,153

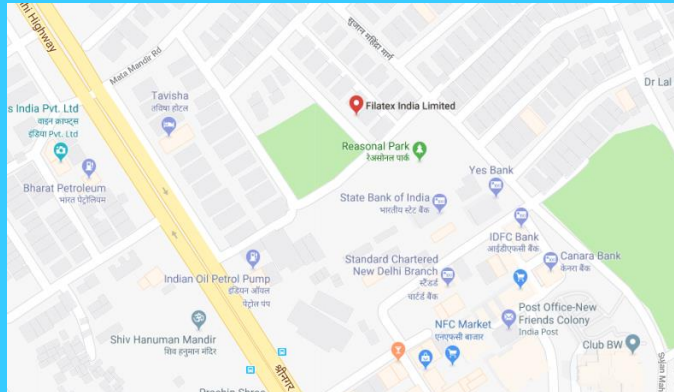
Shareholding Pattern (As on 30th June 2018)



Base = 100



Source: BSE, Thomson Reuters



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Thank You

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