



FIBERWEB (INDIA) LTD



Corporate Presentation

Q1 FY21

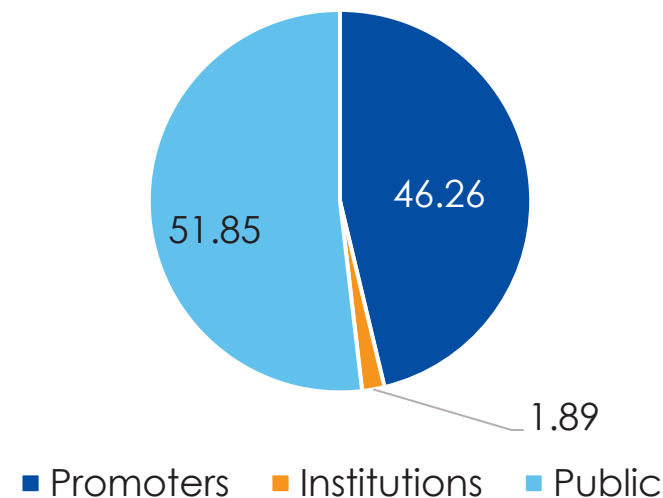
Company Overview

- **Fiberweb (India) Ltd. (Bse code – 507910) established in 1985, though it started as a plastics company it ventured into garbage and carrier bags, and gradually ventured into spun bond nonwoven fabrics, first of its kind in India.**
- **Since commissioning of its plant in 1996, today it has become 100% EOU, exporting to countries like UAE, South Africa, Australia, USA, UK & Europe.**
- **The company also has in-house facility for manufacturing stitched garments like medical & Industrial gowns and overhauls, Apron's covers and Bag's as per clients specifications.**
- **It has also set-up a new product line of melt blown Nonwoven fabrics used in personal hygiene products like diapers.**
- **The company today having become debt free, is exploring new opportunities & product segments for growth.**

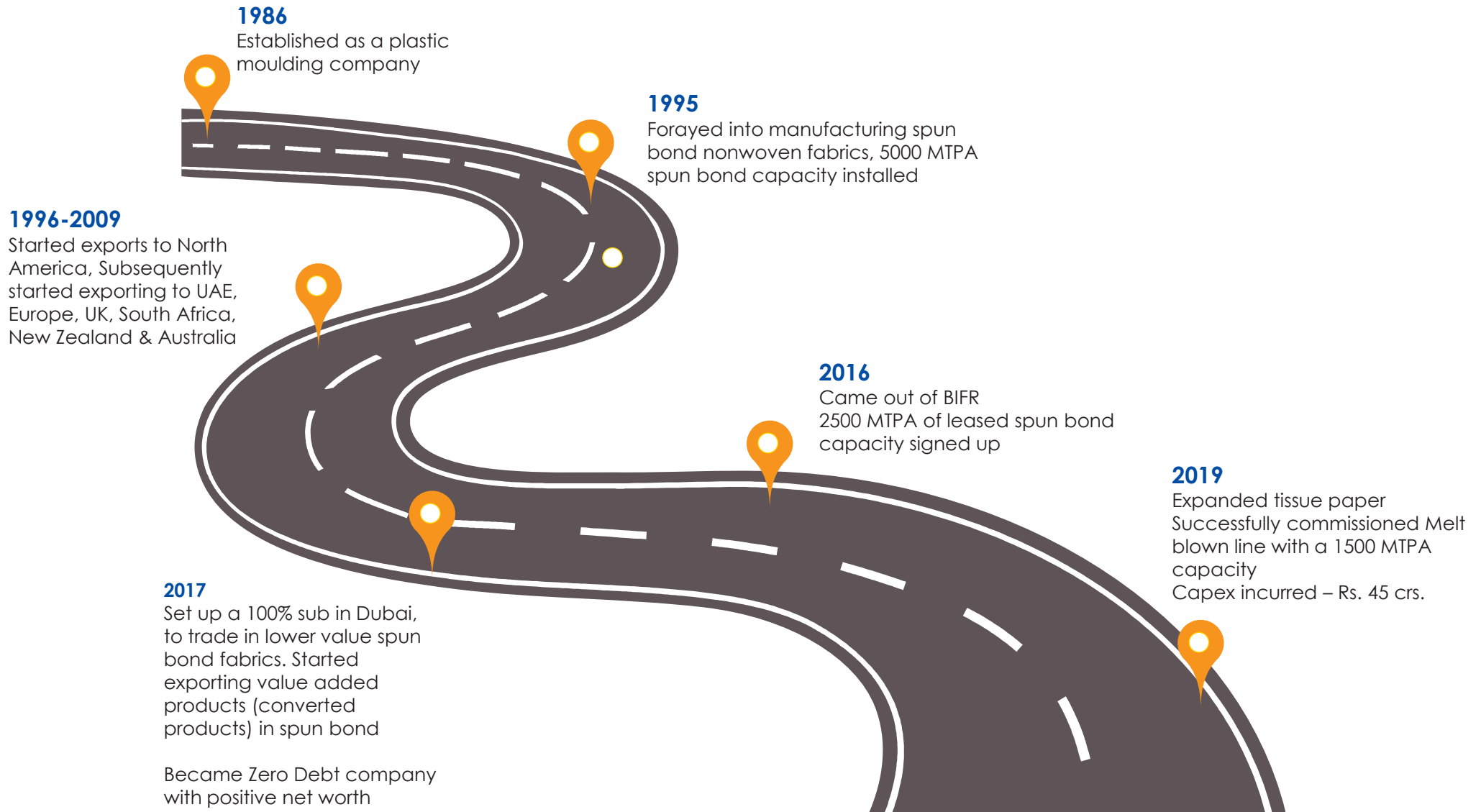
Market Data (As on 10.08.2020)

Share Price (INR)	25.00
Market Capitalization (₹ cr)	71.84
No. of Shares Outstanding (Cr)	2.88
Face Value (INR)	10
52 week High-Low (INR)	26.80/ 8.89

Shareholding Pattern as on June 2020



Journey So Far...



Key Strengths of The Company

- 1** Pioneer and amongst leading players in manufacturing of Spun bond nonwoven fabric in India
- 2** 100% EOU, with ~75% of its products exported to US, Europe, UK etc.
- 3** Well set supply chain, with most of the raw material sourced from the world's largest O&G company, Exxon Mobil
- 4** State-of-art manufacturing facility at Daman, with machines procured from Reifenhauer GMBH of Germany
- 5** Best in class product quality with International accreditations and certifications - ISO 9001-2008, 14001-2004, OHSAS 18001:2007, Intertek and UKAS
- 6** Product innovation & cost competitiveness.

Pravin Sheth

- CA by profession, with over 5 decades of industry experience, Responsible for driving the vision and strategy for Company

Bhavesh Sheth

- Responsible for business development, business process and organization strategy
- Total Experience – 30 years (8 yrs with Fiber web). Earlier worked with Fortune 500 Companies in USA as Senior Management

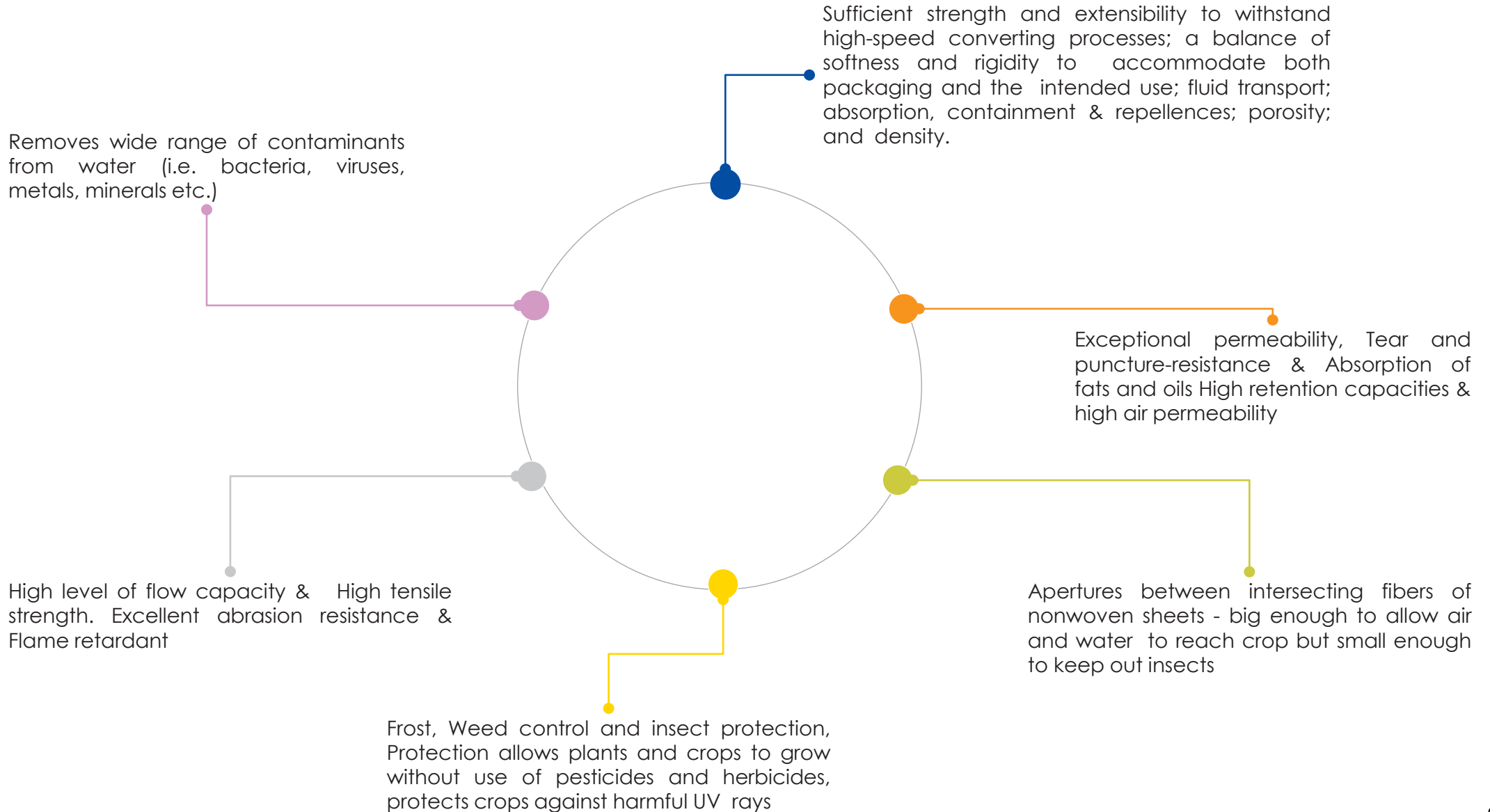
G Ravindran

- B. Tech (Chem Engg), M.Tech (Ind. Management) – IIT, Kharagpur Responsible for manufacturing facility in Daman Total experience – 40 years, 25 years with Company

Mukesh Pandya

- Qualified FCA, DISA & CISA with more than 22 years experience in accounts, auditing & Taxation.
- He is the Chief Financial Officer of Fiberweb India Ltd.

Why Non Wovens?



Some Day to Day use of Non-Woven



Clothing

- Shoulder Pads
- Collar /Cuff Interlinking's
- Waddings in jackets



Hygiene & Medical

- Baby Diapers & Feminine Hygiene
- Medical masks & surgical gowns.
- Personal care & baby wipes



Furnishing

- Carpets
- Vertical blinds
- Coverings



Agriculture

- Crop covers
- Land fills/Soil erosion
- Organic Farming canopy



Automobile

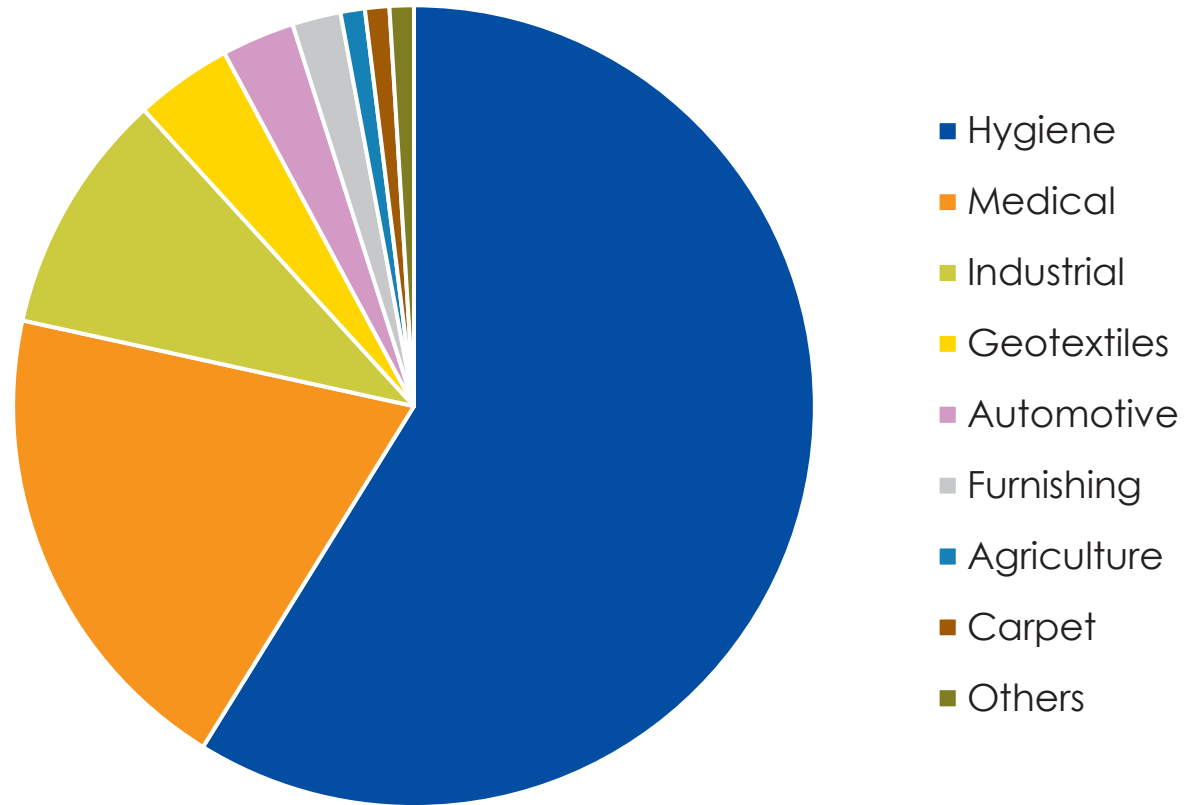
- Carpets
- Roof Liners
- Air Bags



Engineering

- Railway Tracks
- Liquid Filtration
- Dust separators
- Oil Absorbents

Global nonwoven fabric market share by application (2018%)



Domestic Industry Dynamics – Opportunities for Growth

India's nonwoven market is growing at a rate of 8-10% & the market is expected to grow at a rate of 12-15% in future.

The personal hygiene market is expected to grow @ CAGR of 20% till 2020, led by rising disposable income and increasing awareness

Production of non-woven in India is estimated at ~3.65 lakh MT for 2016, a growth of 17% YoY

The Geotextile market is expected to reach ~USD 9.3bn by 2022 @ CAGR of 10.2% from 2017

Most of the tonnage today is going into low end, cost competitive products constituting of shopping bags, carpets and backings.

India is expected to emerge as the world's 3rd largest passenger vehicle market by 2021 with annual production to ~5mn vehicles. This will increase the demand for non-woven

However the consistent growth showing up usage in automotive, filtration, geotextiles and the medical and hygiene sector, the growth will escalate in value terms too.

The Indian packaging industry is likely to witness CAGR growth of 18% with the increase in share of non-woven

Our Manufacturing Facility



Fiberweb India Ltd. has its manufacturing plant situated in Daman. Spread across an area of 85,000sq.ft.

With one of the most modernised plant & Equipment.

Capacity:-

Spun Bond – 5000 MTPA

Melt blown – 1500MTPA

The company has started re-investing in modernization and de-bottlenecking.

Further plans underway to



Spun Bond Fabric & Its Usage

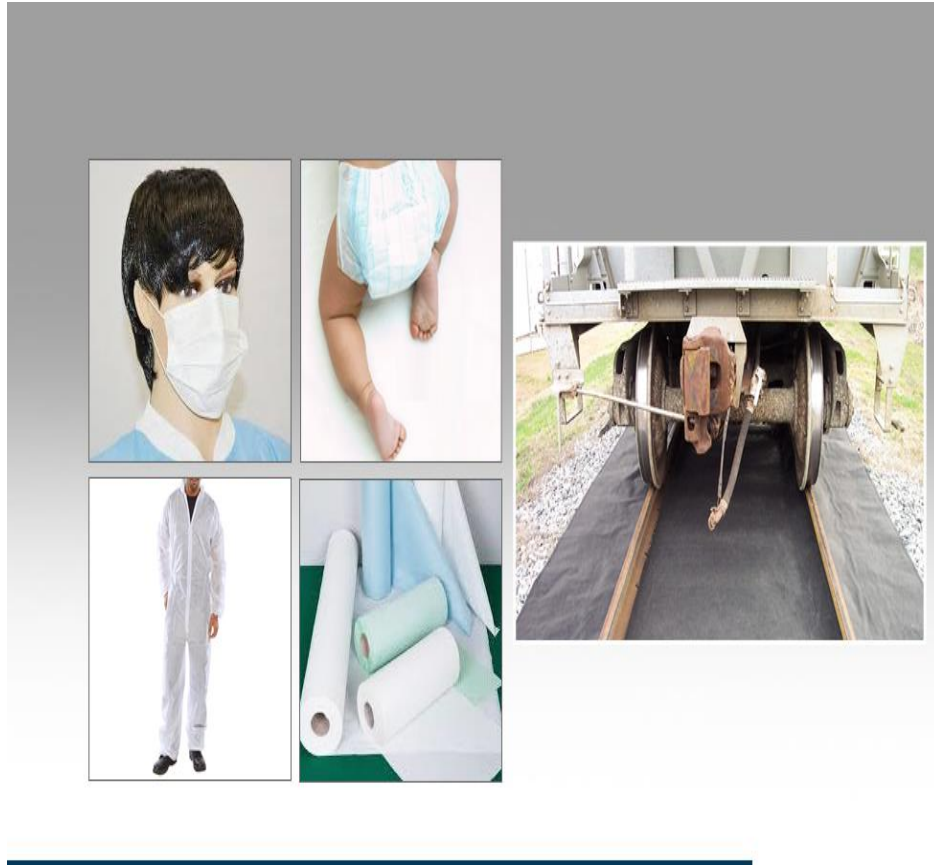
These are produced by depositing extruded, spun filaments onto a collecting belt in a uniform random manner followed by bonding the fibers. The fibers are separated during the web laying process by air jets or electrostatic charges



- **Industrial applications** - Hospital masks & Industrial garments
- **Automotive** - Bumper covers ,Interior carpets, Trunk carpets, Underbody panels
- **Agricultural Applications** - Crop cover, Soil cover , Weed protection
- **Personal hygiene applications** - Baby diapers, Female hygiene & Adult diapers
- **Textile Applications** – Curtains, lining/Backing/Interlining in upholstery, luggage & garments, Bedsheets / pillow covers
- **Technical Application** - Geotextiles & Structural Engineering

Melt Blown Fabric & its Usage

These are extremely fine fibres which differ from spun bond, in that they have low intrinsic strength but much smaller size offering key properties



- **Medical Fabrics** – Face masks, disposable gowns, drapes & sterilization wraps.
- **Oil Adsorbents** – For oil spills in water & mats in machine shops / industrial plants.
- **Wipes** - face wipes, hand wipes, surface cleaning (wood, leather, floors, tiles etc).
- **Filtration** - surgical face masks, liquid filtration, gas filtration, cartridge filters, clean room filters etc
- **Sanitary Products** - feminine sanitary napkins, diaper & disposable adult incontinence products
- **Apparel** - Disposable industrial apparel, thermal insulation and substrates for synthetic leather

Due to the recent global scare of Covid-19 there has been huge demand for melt blown fabrics from India for face masks.

The COVID – 19 Opportunity

These tough times of COVID – 19 has provided new opportunities to The Company



Personal Protective Equipment (PPE) Kits

- Provided Forward Integration Opportunity
- Company has started full in house manufacturing of the kits
- Continuously increasing the manufacturing

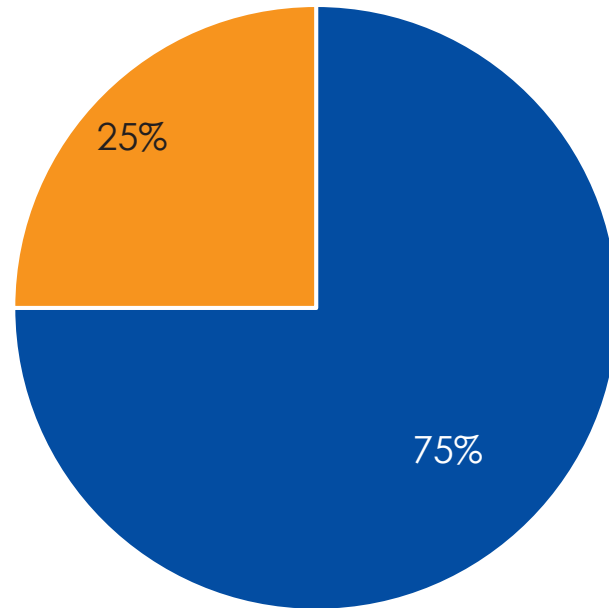


Face Masks N95 & N99

- The main material for the mask is Melt Blown Fabric, The Company is one of the largest manufacturer of it and Supplies to all leading manufactures in the country

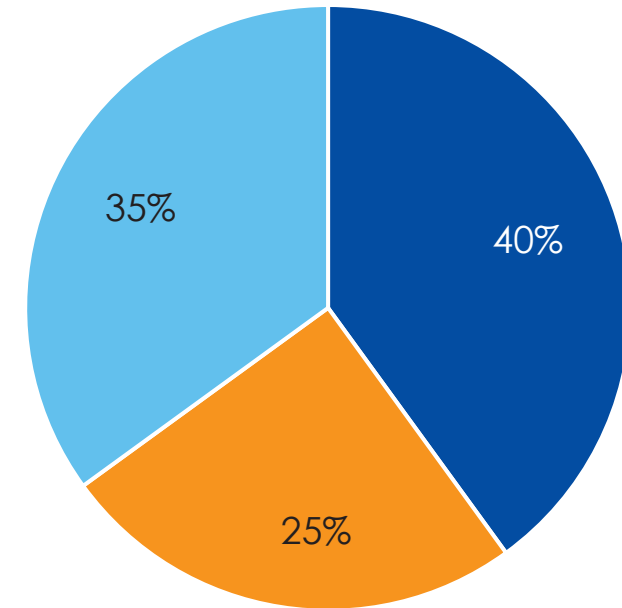
What we sell and to whom

Sales Channels



■ Bulk ■ Converted

Segment Sales



■ Agriculture ■ Personal hygiene ■ Others

Last Five Quarter Performance

Rs In Cr.	Jun-19	Sep-19	Dec-19	March-20	June-20
Sales	16.42	32.38	27.17	22.20	28.91
Expenses	14.46	27.21	22.96	19.01	22.43
Operating Profit	1.96	5.17	5.17	3.19	6.48
OPM %	11.94%	15.97%	15.49%	14.37	22.41
Other Income	0.82	0.29	14.49	(0.07)	0.03
Interest	0.03	0.22	0.15	0.94	0.01
Depreciation	1.07	1.16	1.15	1.34	1.34
Profit before tax	1.68	4.08	3.06	3.13	5.16
Net Profit	1.68	4.09	3.06	1.36	4.16
EPS in Rs	0.58	1.42	1.06	0.47	1.44

Profit & Loss A/c

Rs In Cr.	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
Sales	61.75	104.31	206.03	152.71	98.18
Expenses	53.99	87.25	175.97	127.16	87.41
Operating Profit	7.76	17.06	30.06	25.55	10.77
OPM %	12.57%	16.36%	14.59%	16.73%	10.97%
Other Income	2.74	0.06	0.04	-15.1	1.18
Interest	0.18	0.18	0.21	0.13	1.34
Depreciation	3.21	2.69	3.25	4.54	4.71
Profit before tax	7.11	14.25	26.64	5.78	11.95
Net Profit	7.1	14.25	26.64	5.78	10.18
EPS in Rs	2.82	5.36	9.25	2.01	3.54

Balance Sheet



Rs In Cr.	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
Share Capital	12.6	13.3	28.79*	28.79	28.79
Reserves	-57.27	76.1	101.31	106.51	116.69
Borrowings	103.56	0	0	0	6.11
Other Liabilities	2.89	2.29	23.11	8.66	6.63
Total Liabilities	61.78	91.69	153.21	143.96	158.22
Fixed Assets	40.88	38.8	84.5	80.59	78.50
Cash & Cash Eq	6.42	21.51	4.52	3.55	0.46
Investments	0	0.11	0.64	0.93	0.00
Other Assets	14.48	31.27	63.55	58.89	79.26
Total Assets	61.78	91.69	153.21	143.96	158.22
Book Value (FV of Rs 10/Share)	-	67.22	45.18	47.00	50.53

* Bonus Share in reationof 1:1

Thank You

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