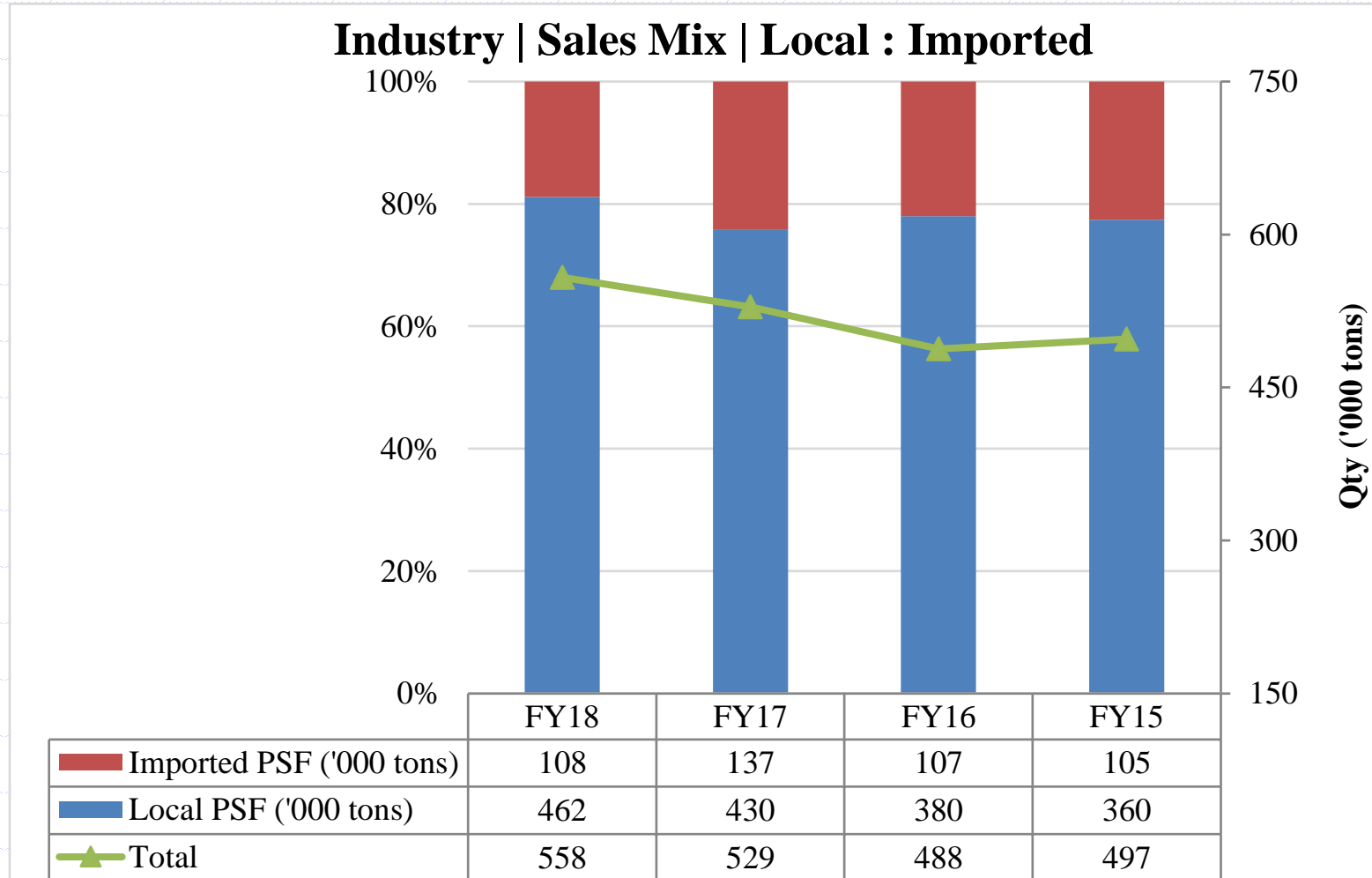# POLYESTER STAPLE FIBER –

SECTOR OVERVIEW

February 2019

Polyester Fibre

- Industry Snapshot
- Industry Performance Trend
- Performance Trends
- Price Trends
- Regulatory Duty Structure
- Recycled Polyester Fibre

Industry | Performance | Sales Mix

FY18
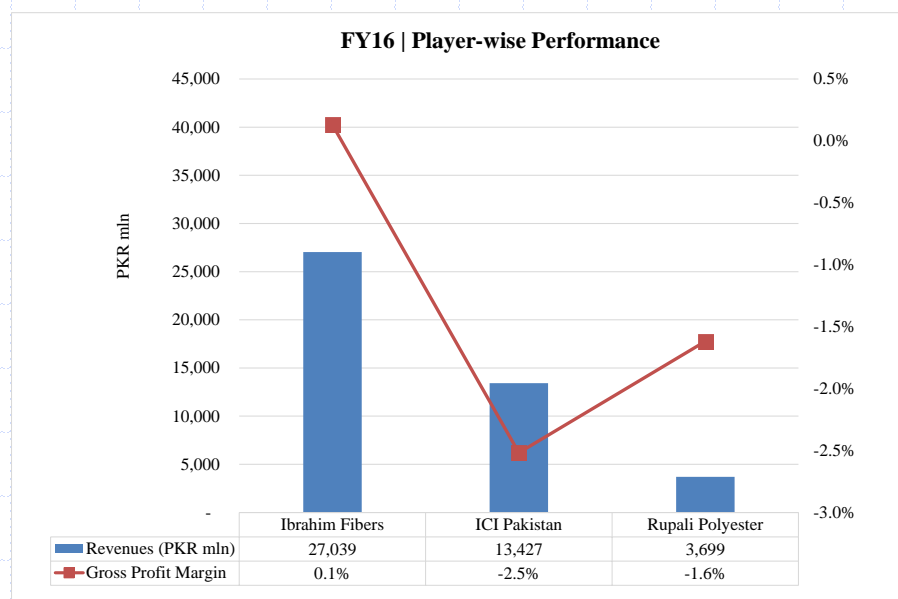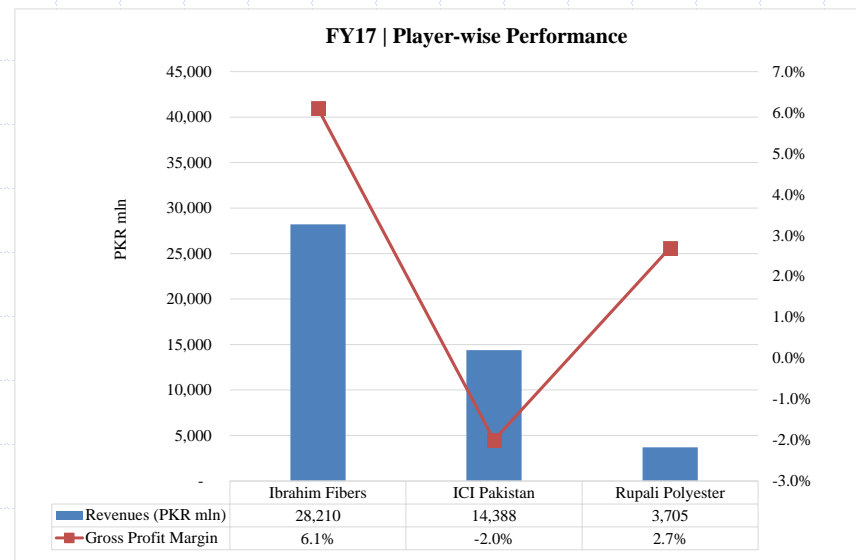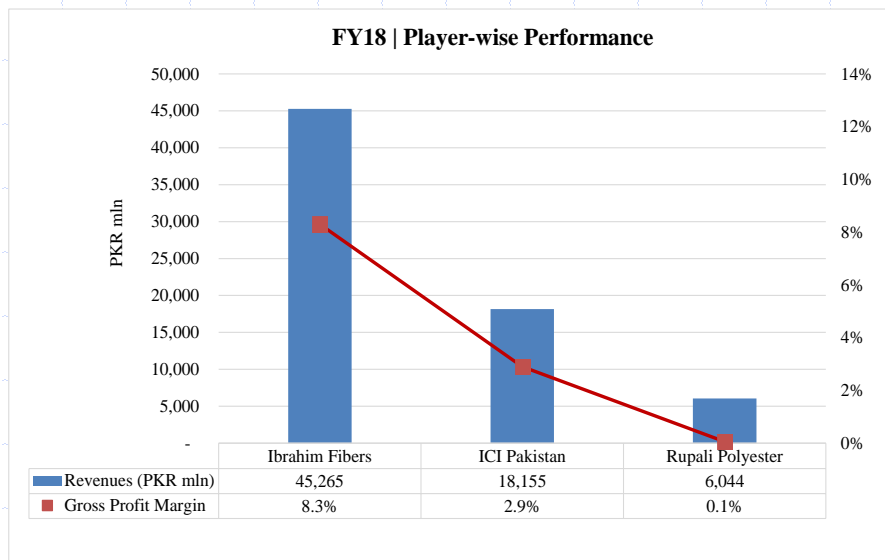
Sr. #	Companies	Installed Capacity (tpa)	Operational Capacity (tpa)	Market Share (Operational Capacity)	Production (tpa)	Capacity Utilization	Market Share (Production)
1	Ibrahim Fibers Limited	390,600	390,600	72%	326,269	84%	69%
2	Dewan Salman Fibers Limited	240,000	-	-	-	-	-
3	ICI Pakistan Limited	126,853	126,853	24%	126,853	100%	27%
4	Rupali Polyester Limited	23,725	23,725	4%	20,843	88%	4%
	Total	**781,178**	**541,178**	**100%**	**473,965**	**88%**	**100%**

FY17

Sr. #	Companies	Installed Capacity (tpa)	Operational Capacity (tpa)	Market Share (Operational Capacity)	Production (tpa)	Capacity Utilization	Market Share (Production)
1	Ibrahim Fibers Limited	390,600	390,600	73%	290,697	74%	67%
2	Dewan Salman Fibers Limited	240,000	-	-	-	-	-
3	ICI Pakistan Limited	122,250	122,250	23%	121,929	100%	28%
4	Rupali Polyester Limited	23,973	23,973	4%	23,387	98%	5%
	Total	**776,823**	**536,823**	**100%**	**436,013**	**81%**	**100%**

FY16

Sr. #	Companies	Installed Capacity (tpa)	Operational Capacity (tpa)	Market Share (Operational Capacity)	Production (tpa)	Capacity Utilization	Market Share (Production)
1	Ibrahim Fibers Limited	390,600	390,600	73%	251,307	64%	58%
2	Dewan Salman Fibers Limited	240,000	-	-	-	-	-
3	ICI Pakistan Limited	122,250	122,250	23%	118,859	97%	27%
4	Rupali Polyester Limited	23,973	23,973	4%	24,171	101%	6%
	Total	**776,823**	**536,823**	**100%**	**394,337**	**73%**	**100%**

Industry | Performance Trend

Industry | Sales Mix | Local : Imported

	FY18	FY17	FY16	FY15
Imported PSF ('000 tons)	108	137	107	105
Local PSF ('000 tons)	462	430	380	360
Total	558	529	488	497

- Anti Dumping duties helped the local industry
- Capacity utilization improved of local players

Player-wise | Performance Trend

FY18 | Player-wise Performance

	Ibrahim Fibers	ICI Pakistan	Rupali Polyester
Revenues (PKR mln)	45,265	18,155	6,044
Gross Profit Margin	8.3%	2.9%	0.1%

FY17 | Player-wise Performance

	Ibrahim Fibers	ICI Pakistan	Rupali Polyester
Revenues (PKR mln)	28,210	14,388	3,705
Gross Profit Margin	6.1%	-2.0%	2.7%

FY16 | Player-wise Performance

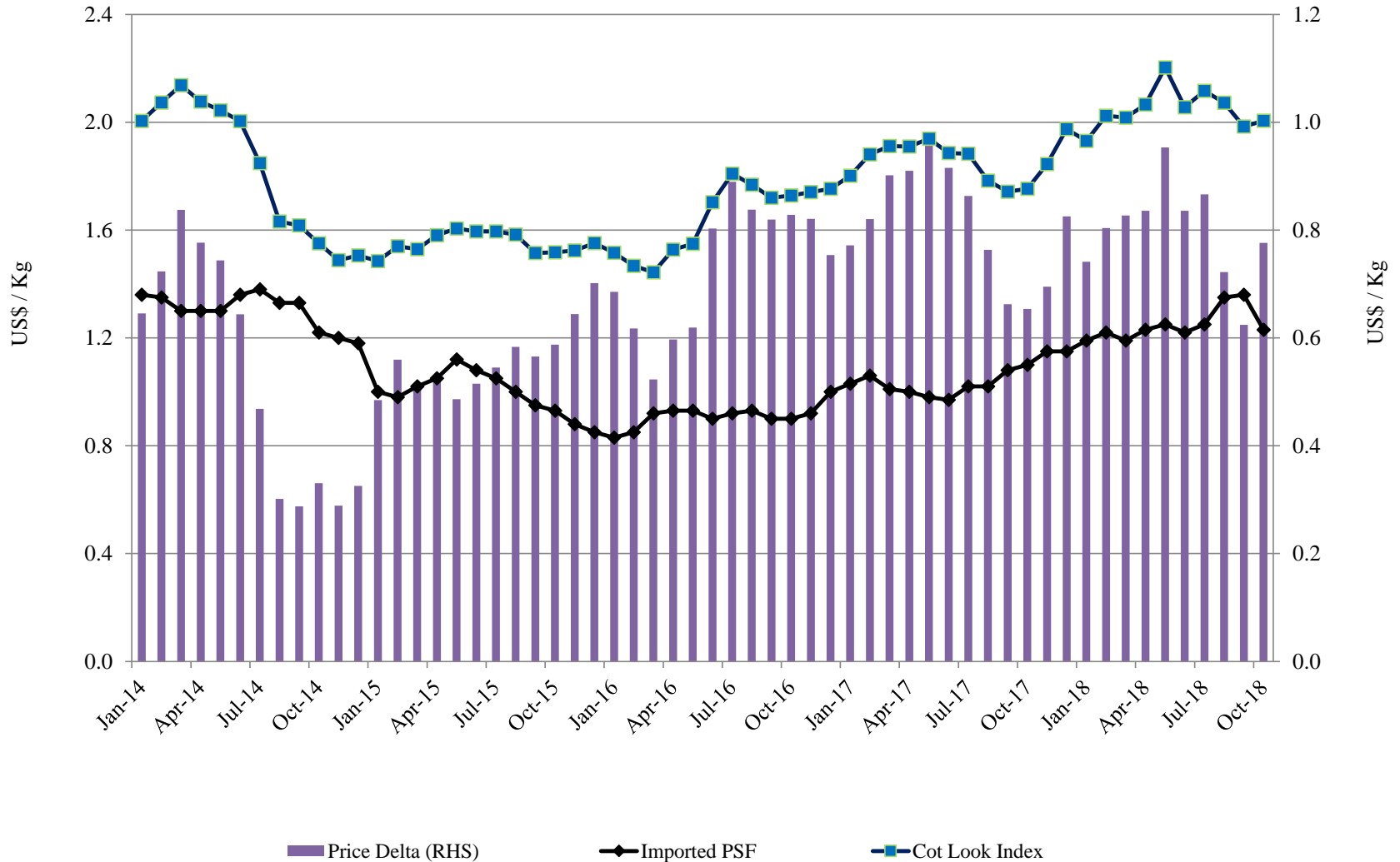|	Ibrahim Fibers	ICI Pakistan	Rupali Polyester
Revenues (PKR mln)	27,039	13,427	3,699
Gross Profit Margin	0.1%	-2.5%	-1.6%

- Revenues represent respective entities Polyester segment sales.
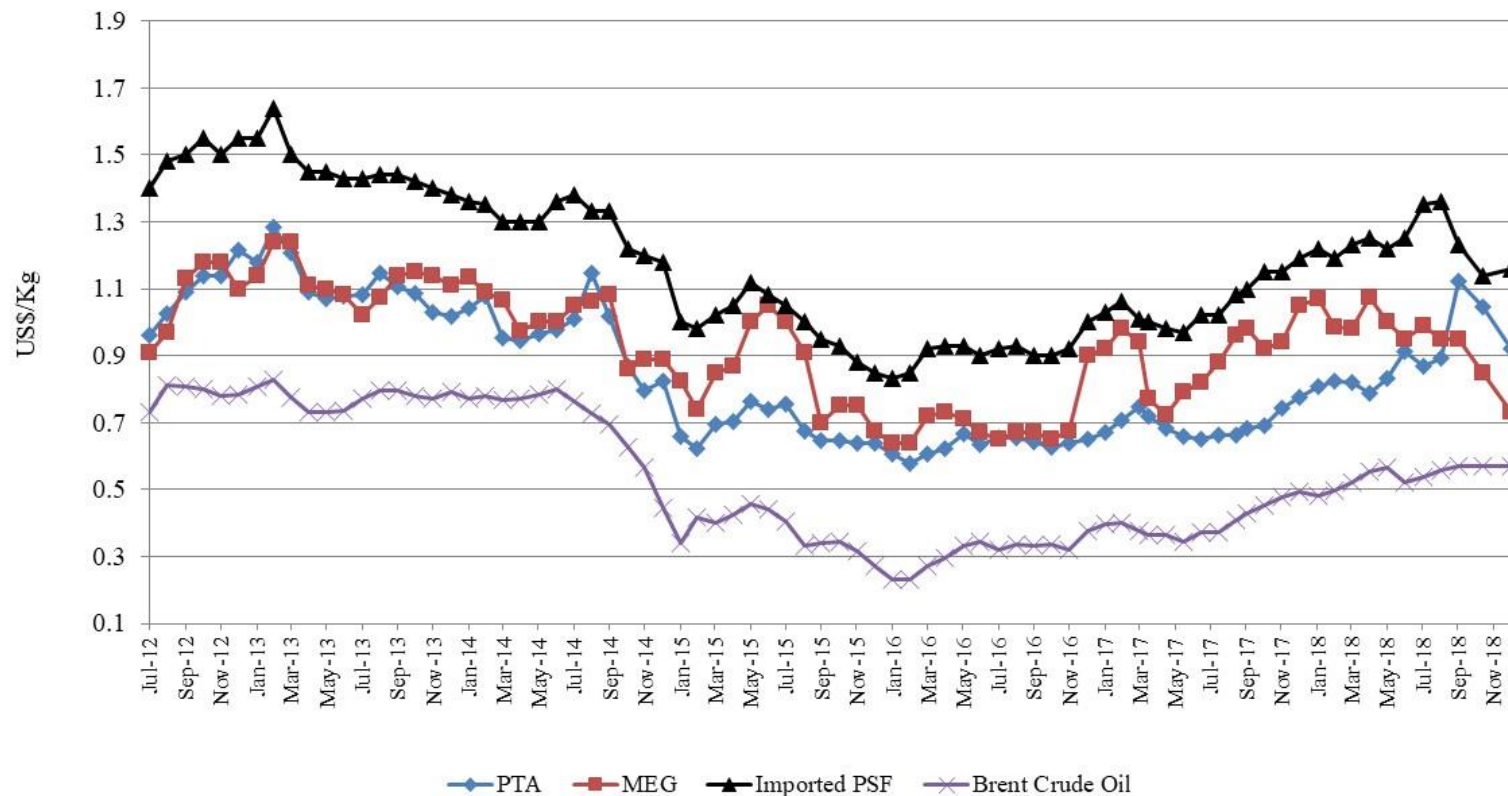- Margins are proportioned as per polyester segment contribution to topline where segment data is not disclosed.

Price Trend | PSF & Cotton

Price Trend | PSF and Cotton

Price Trend | Input Vs. Output

Price Trend | PTA, MEG, Brent Oil and PSF

- PSF prices follow crude oil price trend. Volatility in prices are directly reflecte in the prices of PSF and its raw materials i.e. PTA & MEG

Industry | Regulatory Duty Structure

- **Anti-Dumping Duty**

    - ✓ **FY16: Oct. 3, 2015 to Oct. 3, 2020 | 2.8-11.5%**
    - ✓ **FY13: Dec.21, 2012 to Apr. 20, 2013 | 2.95-8.82%**

- **Custom Duty**

	Products	FY18	FY17	FY16	FY15
Raw Material	PTA	16%	16%	15%	15.0%
	MEG	3%	3%	2%	1%
Finished Good	PSF	7%	11%	10%	10.0%

Recycled Polyester Staple Fibre

Recycled Polyester staple Fiber is prominent segment in recycling PET and it has been projected that the Recycled Polyester staple Fiber is going to be the fiber of the future in the entire textile industry.

International chains like IKEA etc are now pushing its suppliers to use recycled PSF for its products

In Pakistan rPSF is relatively new product

rPSF is priced at 75% of PSF price

rPSF is used in both in woven and nonwoven

Recycled Fibre and installed capacity

Khalis Fibre was pioneer of recyled Fibres in Pakistan

E-Vision incorporated in 2014 Pakistan's rPSF market dominated by 5 players

Total PET Bottles in Pakistan in FY18 : 4,107mln

PET bottles can cater total market of ~410tpd

Plant	Capacity (tpd)
E-Vision	60
Lasani	60
Pinnacle Fibre	50
Khalis Fibre	45
Sun Fibre	30
Total	245

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DISCLAIMER