

May 29, 2024

To,

The General Manager, Listing Department, Bombay Stock Exchange Limited, P.J. Towers, Dalal Street, Mumbai – 400 001 Company code: 533333	The Manager, Listing & Compliance Department The National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai - 400051 Company code: FCL
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Subject: - Earning Presentation under Regulation 30 Schedule III Part A Para A of SEBI (Listing Obligation & Disclosure Requirements) Regulation, 2015

Dear Sir/Madam,

Pursuant to the Regulation 30 of Securities and Exchange Board of India (Listing Obligation and Disclosure Requirements) Regulation 2015, please find enclosed a copy of Earning Presentation of the Company for Q4 and Financial Year ended 31st March, 2024.

The above information is also available on the website of the Company i.e. www.fineotex.com

This is for your information and records.

Thanking you,

Yours faithfully,
For FINEOTEX CHEMICAL LIMITED

Sunny Parmar
Company Secretary & Compliance Officer



Encl: As above



Fineotex Chemical Limited

(BSE: 533333; NSE: FCL)

Q4 and FY2024

Earnings Presentation



**Textile
Specialties**



**Other
Specialties**



**Cleaning &
Hygiene
Specialties**



**Drilling
Specialties**

Rs 5,690 mn Consolidated Revenue	Rs 1,484 mn EBITDA	Rs 1,210 mn Net Profit
10.1 % Revenue Change (Y-o-Y)	31.8% EBITDA Change (Y-o-Y)	35.1% PAT Change (Y-o-Y)
38.7% Gross Margin	26.1% EBITDA Margin	21.3% PAT Margin



Surendrakumar Tibrewala
Chairman and Managing Director

We are pleased to share that during FY2024, Fineotex Chemical achieved a Consolidated Revenue of Rs. 5,690 million. The revenue growth is due to the increased sales volume across all key segments. The Company reported EBITDA of Rs. 1,484 million, a YoY growth of 31.8% and a margin of 26.1%. Our PAT was Rs. 1,210 million, a YoY growth of 35.1% with a margin of 21.3%. Additionally, the Board of Directors has recommended a final dividend of Rs. 0.40 per share, taking the total dividend to Rs. 1.60 for FY2024.

Overall, FY2024 has been a successful year for our company. To prepare for future growth, we acquired an additional factory land premises at Additional Ambernath, MIDC. This strategic acquisition positions us well to meet increasing demands and expand our production capabilities. Furthermore, our credit ratings had an improvement, with ICRA upgrading our long-term cash credit rating to A+ (Stable) and our short-term overdraft rating to A1+. In our dedication to maintaining a positive and inclusive workplace culture, we have been certified as a Great Place to Work in our second consecutive year. Reflecting our commitment to sustainability, we have been awarded the ESG Registered Badge by Dun & Bradstreet.

Moving forward, Fineotex Chemical is focused on expanding its market presence and exploring both organic and inorganic growth opportunities. Our management team maintains a proactive approach in fulfilling customer requirements and broadening our product portfolio to address the increasing demands of our customers.



Overview of Textile Chemical segment

Specialty chemicals producer with a focus on textiles chemicals

Team of 34 professionals for providing technical solutions to customers

Attractive industry dynamics with technical barriers to entry and high levels of development and product customisation

Biotex Malaysia spearheads the R&D solutions, application research and product development

Overview of the Cleaning and Hygiene segment

Successfully diversified into the cleaning and hygiene business

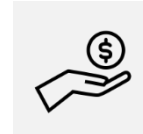
Leveraged its existing technical expertise and knowledge in production and distribution to gain a competitive advantage

Products such as floor cleaners, hand-washes, sanitizers, dishwashers, and toilet bowl cleaners are manufactured

The cleaning and hygiene segment exhibited steady growth and is anticipated to further accelerate in the near future

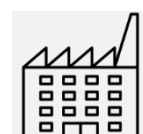
 **470+**
Product Categories


 **Bluesign, ZDHC, Star Export House**
Accreditations

 **ICRA Rating**
Long Term Rating: A+
Short Term Rating: A1+

 **FSPL Specialities Pvt Ltd**
wholly owned subsidiary

 **100+**
Dealers in Indian and International Market

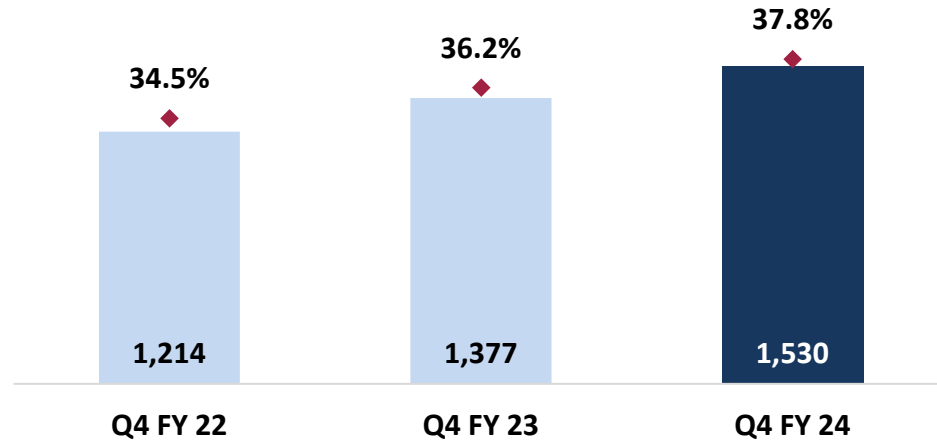
 **104,000 MT p.a.**
Total Installed capacities

 **~70**
Countries Present

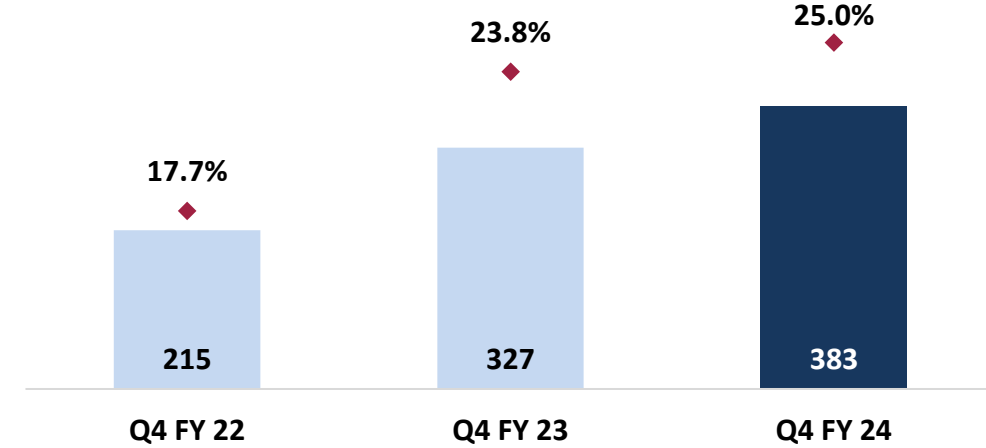
Consolidated Quarterly Performance Trend

Rs. Mn.

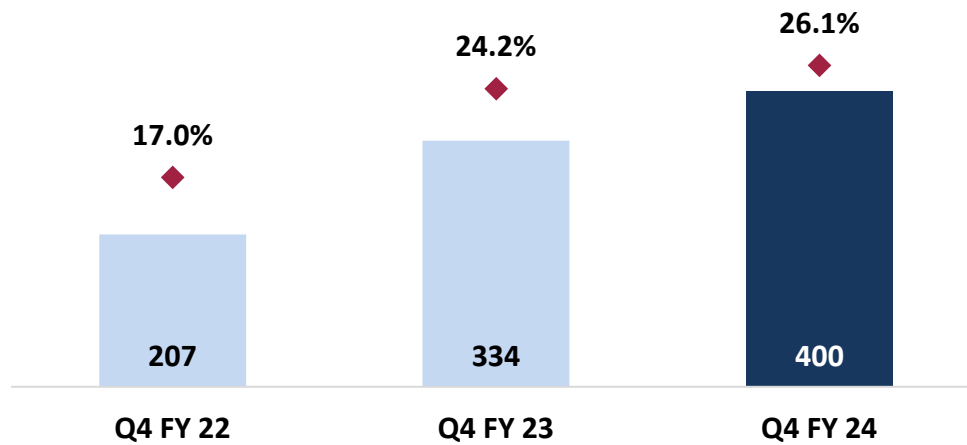
Revenue from Operations and Gross Margin



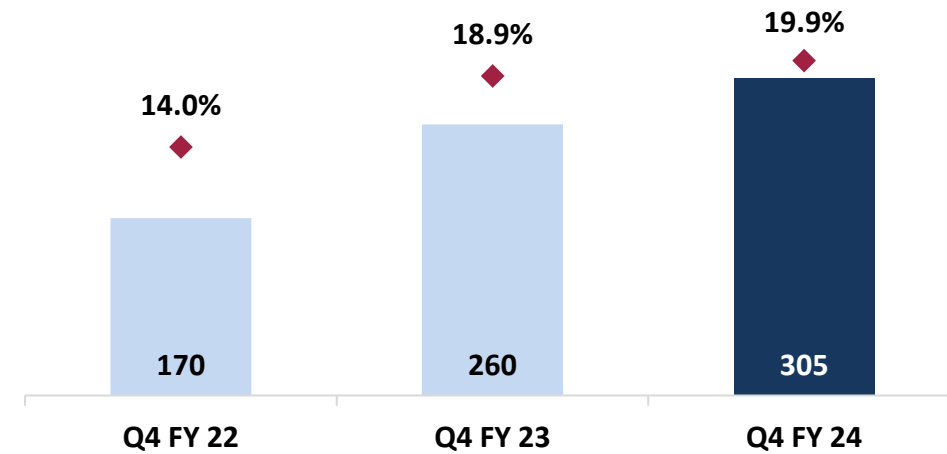
EBITDA and EBITDA Margin



PBT and PBT Margin



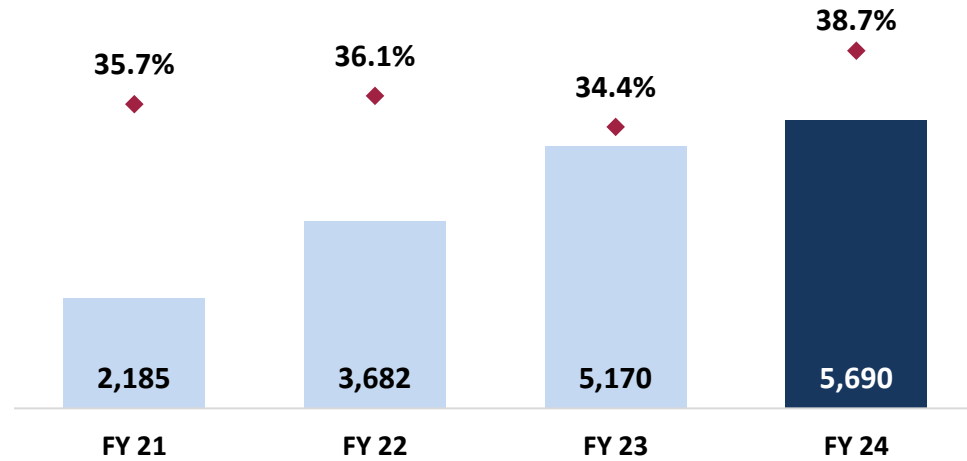
PAT and PAT Margin



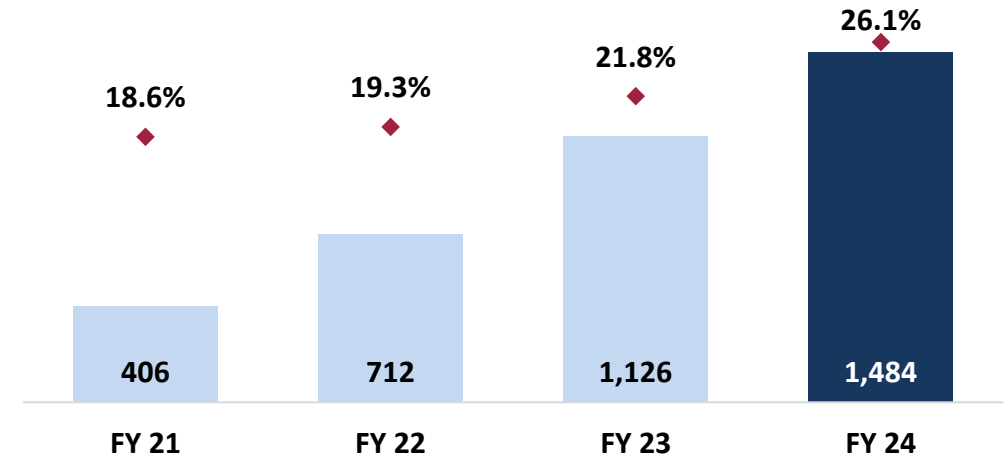
Consolidated Annual Performance Trend

Rs. Mn.

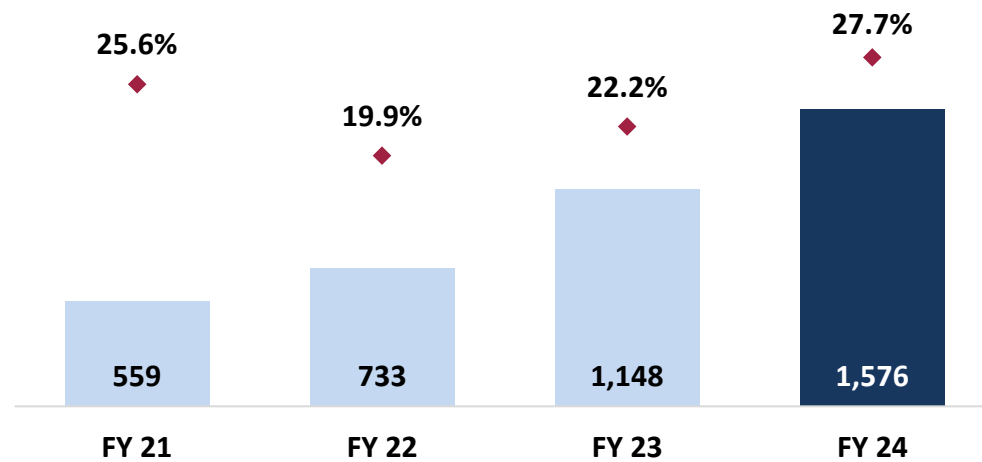
Revenue from Operations and Gross Margin



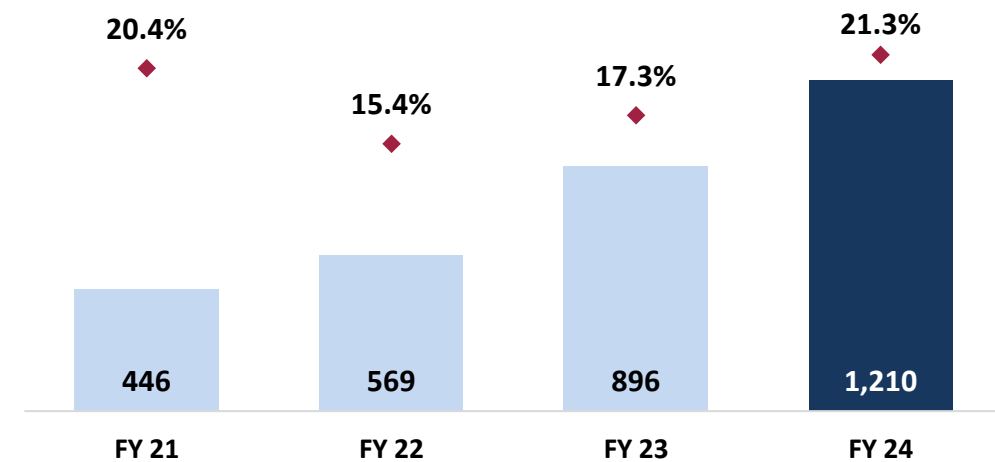
EBITDA and EBITDA Margin



PBT and PBT Margin

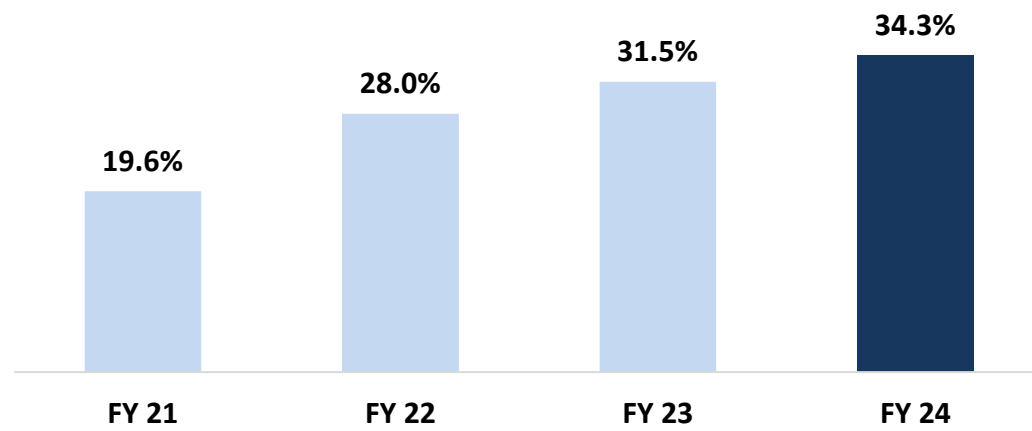


PAT and PAT Margin

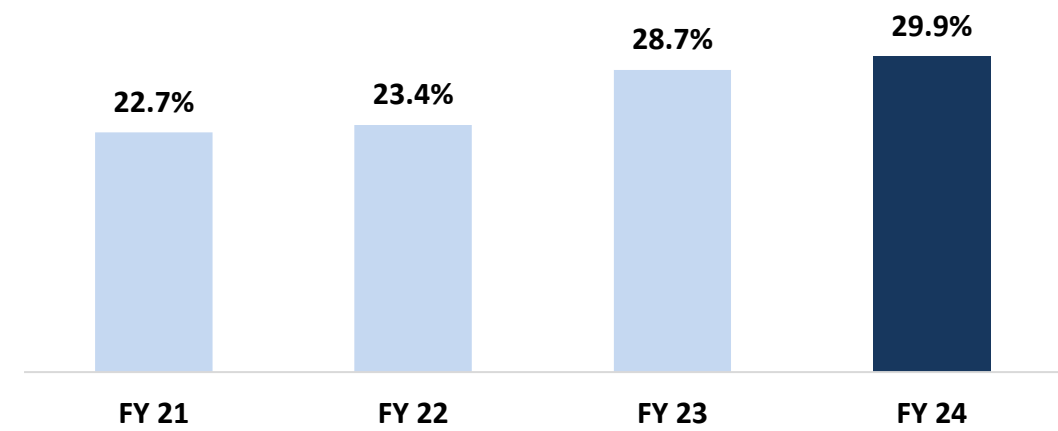


Key Return Ratios Trend

Return on Capital Employed (%)



Return on Equity (%)



ROE= PAT/Average Equity

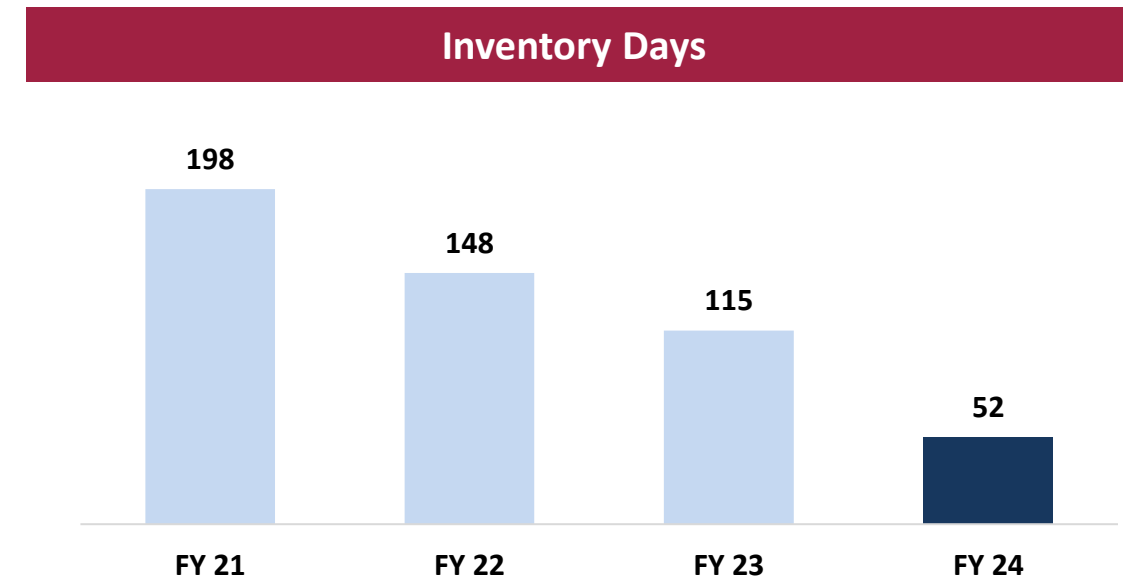
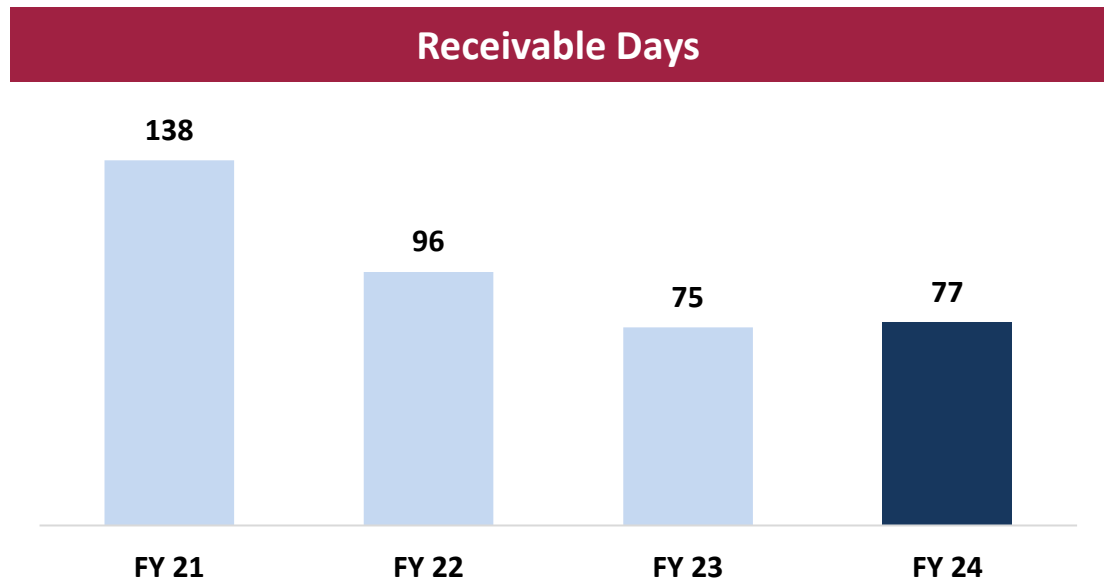
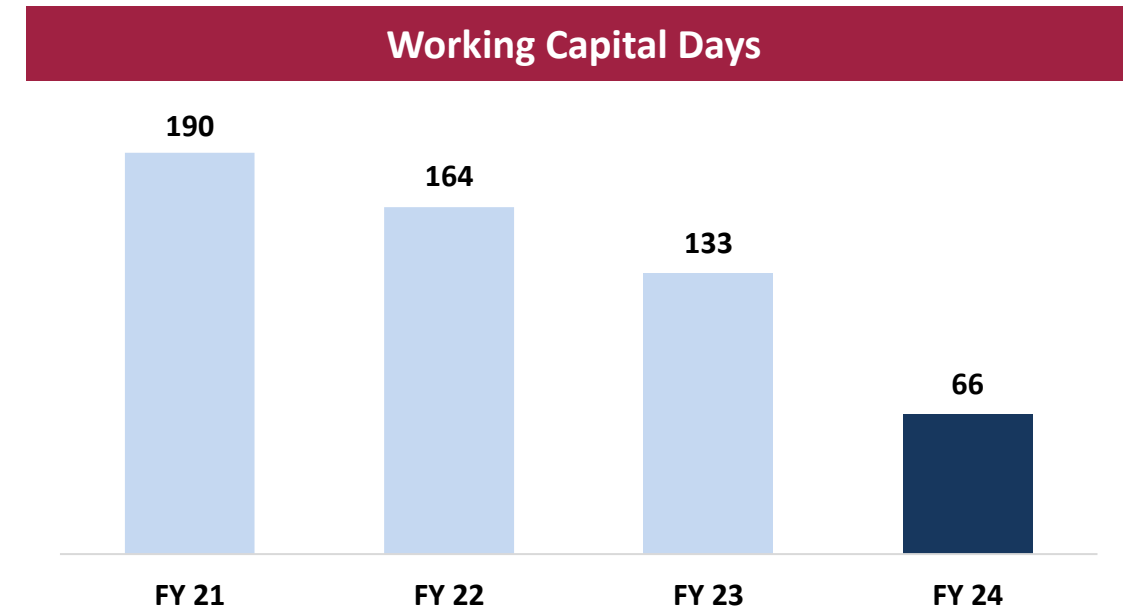
ROCE = EBIT/Average Capital Employed (Capital Employed = Total Equity + Short Term Borrowings + Long Term Borrowings)



Leverage Profile and Working Capital Cycle

(Rs Mn)	Mar-22	Mar-23	Mar-24
ST Debt	19	73	52
LT Debt	0	0	0
Total Debt	19	73	52
Cash & Cash Equivalent	381	596	399
Net Cash	362	523	347
Equity	2,694	3,557	4,536
Total debt/Equity	0.007x	0.020x	0.011x

Rating	ICRA
Long Term Rating	A+
Short Term Rating	A1+



ROE= PAT/Average Equity

ROCE = EBIT/Average Capital Employed (Capital Employed = Total Equity + Short Term Borrowings + Long Term Borrowings)

Receivable Days = (Net Trade Receivables/Revenue from Operations)*360



Consolidated P&L Summary: FY2024

Particulars (Rs. Million)	Q4 FY24	Q4 FY23	YoY%	FY24	FY23	YoY%
Revenue from Operations	1,530	1,377	11.1%	5,690	5,170	10.1%
COGS	952	878	8.4%	3,488	3,392	2.8%
Gross Profit	578	499	15.9%	2,202	1,778	23.8%
Gross Profit Margin	37.8%	36.2%		38.7%	34.4%	
Employee Benefit Expenses	55	50	10.8%	212	184	15.2%
Other expenses	140	122	14.8%	506	468	8.2%
EBITDA	383	327	17.1%	1,484	1,126	31.8%
EBITDA Margin(as a % of sales)	25.0%	23.8%		26.1%	21.8%	
Depreciation and amortisation expenses	19	12	59.2%	60	43	40.7%
EBIT	364	315	15.5%	1,424	1,083	31.4%
EBIT Margin	23.8%	22.9%		25.0%	21.0%	
Finance Cost	6	3	127.1%	13	8	62.3%
Other Income	41	21	98.7%	165	73	126.4%
PBT	400	334	19.8%	1,576	1,148	37.3%
Total tax	95	74	28.4%	365	252	44.8%
PAT	305	260	17.2%	1,210	896	35.1%
PAT Margin	19.9%	18.9%		21.3%	17.3%	
Basic and Diluted EPS	2.72	2.33	16.7%	10.82	7.97	35.8%

Fineotex Overview

- **Specialty chemicals** producer with a focus on textiles chemicals
- Successful expansion into the cleaning and hygiene segment
- **Experts in providing technical solutions to customers**
- Attractive industry dynamics with **technical barriers to entry** and high levels of development and **product customization**
- Biotex Malaysia spearheads the **R&D solutions, application research and product development**

Customised Solution

Besides manufacturing specialty chemicals, we also offer **customized technical solutions and services** through our dedicated focus on **R&D activities** by our strong alliances with partners and institutions.




This has helped

- In expanding our **new customer acquisition** and **customer stickiness**
- In increasing our **market share** and wallet share
- In reducing **customer acquisition cost**

The Synergy between the Textile chemical and Cleaning and Hygiene

- Fineotex utilised its **fundamental strength** in the textile chemical industry to **enter the cleaning and hygiene industry**
- **Numerous chemical compounds** that are utilised in the textile specialty segment have **potential applications in the cleaning and hygiene** segment as well
- This expansion allows Fineotex to diversify its business and revenue streams while **leveraging its core competencies**
- Its move into the cleaning and hygiene segment aligns with the **heightened importance of cleanliness post-pandemic** has increased demand for hygiene products
- Fineotex aims to maintain the same standards of quality and performance in its cleaning and hygiene products as its textile chemicals
- We actively encourage sustainability and endeavor to **minimise our environmental footprint** by fostering collaboration and knowledge sharing between the textile and cleaning and hygiene industries



 Cleaning and Hygiene Chemicals	 Drilling Speciality Chemicals	 Other Speciality Chemicals
<ul style="list-style-type: none"> Customised solutions for: <ul style="list-style-type: none"> Housekeeping, Kitchen Care and Disinfectants Public Health and Hygiene The plant has been approved and certified by the Food & Drugs Administration (Maharashtra State) department. The license has been granted for production of disinfectant/antimicrobial hygiene and cleaning products ensuring safety and effectiveness. Post the outbreak of COVID-19, large addressable market for solutions used in disinfectants and sanitizers 	<ul style="list-style-type: none"> Customised solutions for Oil and Gas Significant potential for offering effective products used for drilling in oil exploratory processes Sizable orders from a leading oil and gas company in India 	<ul style="list-style-type: none"> Non toxic eco-friendly solution designed with European technology in Malaysia by Biotex Approved by Ministry of Health Malaysia, Singapore PUB, European Union, NSF and relevant authorities in Vietnam and Cambodia A unique 'Mosquito Life Cycle Controller' product under development by Biotex

Key Products



Cleaning and Hygiene Chemicals

Non-textile segments will drive volume and value growth going forward



Strategic collaboration with Eurodye-CTC, Belgium, to commercialize specialty chemicals for the Indian market

Strategic collaboration with HealthGuard, Australia to become the exclusive global marketing and sales channel partner with joint operations from Malaysia

Setting up a state of art Research & Development centre in collaboration with Sasmira Institute, one of India's premier textile institutes

Addition to its portfolio, specialized pre-treatment and dyeing products for the cotton-synthetic and woollen fibre/ fabric/ yarn

HealthGuard® will concentrate on developing cutting-edge solutions, that will be marketed and channelized across the world by Fineotex-Biotex

Develop a first-of-its-kind Support and Solution Centre for technical service in Sasmira to catalyze innovation and focus on sustainable chemistry

Eurodye-CTC has REACH registration, Bluesign certification & GOTS 6 certification for a large selection of its product range

Synergy will provide durable metal-free sustainable chemistry solutions that are anti-microbial and anti-viral

Focus on new sustainable solutions and chemicals to reduce water, time and energy consumption for the textile wet processing industry

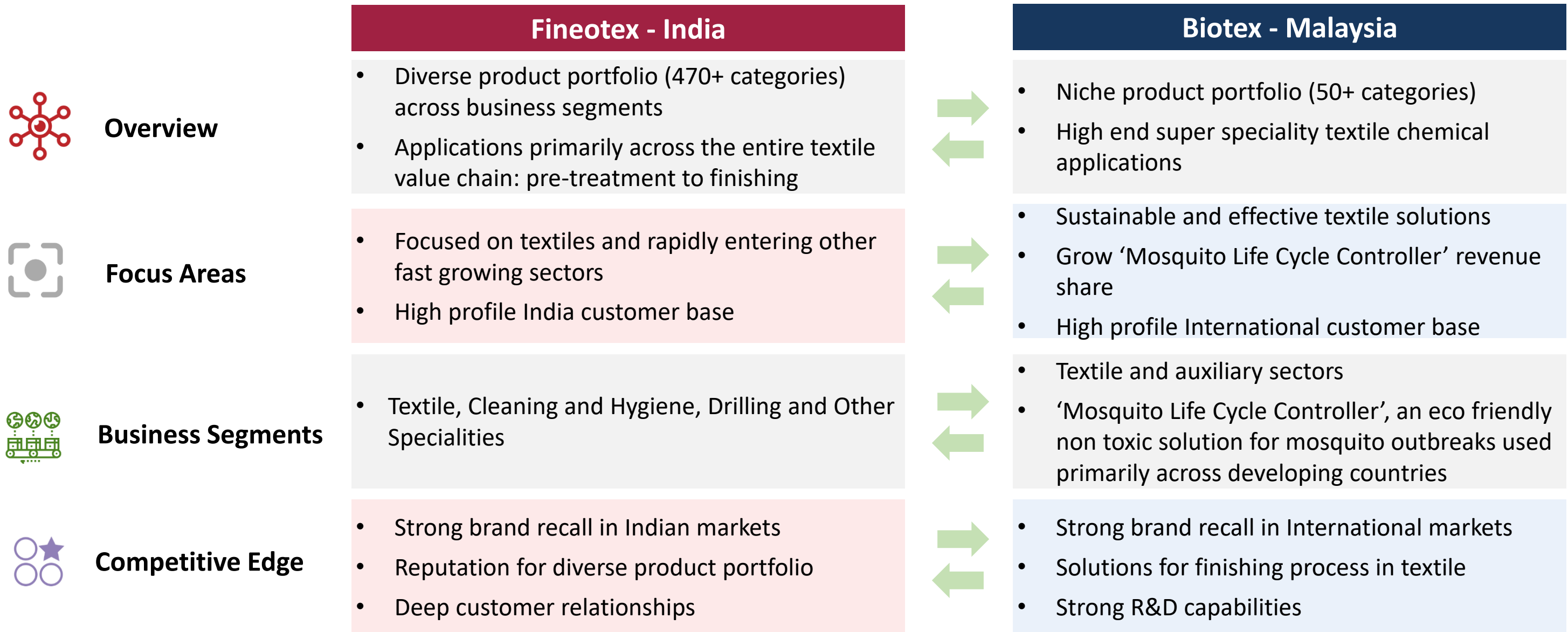
Fineotex is committed to sustainable practices and Eurodye-CTC is also an environmentally conscious company

Range of products over several industries - textile, detergent, leather and allied industries

Provide the much-needed exposure for students and help provide practical experience, which will benefit the industry in the long term















Recent collaborations to expand product profile, geographical reach and develop sustainable practices





'The Bioguard Series' of products from Biotex with water and oil repellent features in great demand post outbreak of COVID-19

Manufacturing Platforms (GMP* Certified)

Location	Operating Facts	Strategic Advantages	Manufacturing Excellence
 <p>Mahape</p>  <p>Ambernath</p>	<ul style="list-style-type: none"> Total Production Capacity of Mahape is 36,500 MT Ambernath plant had the capacity to provide 40,000 MT Additional Capacity of 21,000 at Ambernath plant Additional factory land premises of 7 acres at Additional Ambernath MIDC (Construction work started) 	<ul style="list-style-type: none"> The Ambernath plant is fungible and has the capabilities to manufacture products for both textile chemical and cleaning and hygiene segment The facility is equipped with modern infrastructure and amenities, enabling sustainable chemical production with advanced automation, storage, and logistics handling The plant allows Fineotex to meet the growing demand for specialty chemicals with efficient and environmentally friendly manufacturing processes 	      
 <p>Selangor, Malaysia</p>	<ul style="list-style-type: none"> Total Production Capacity: 6,500 MT 	<ul style="list-style-type: none"> Easy access to high quality raw materials in the region Malaysian plant provides raw materials to the Indian facilities Cost benefits due to Free Trade Agreements (FTAs) with important regional markets like Vietnam, China and India 	   

Total Installed Capacity of all Plants: 104,000 MTPA
 Q4 FY24 Total Capacity Utilization: 72%

* GMP: Good Manufacturing Practice Certification



Q1 FY2024

- *Certified as a 'Great Place to Work' in our second consecutive year*

Q2 FY2024

- *Fineotex successfully commissioned a 100kWp Solar Power Plant at Ambernath facility*
- *Achieved the Dun and Bradstreet ESG Registered Badge*

Q3 FY2024

- *ICRA ratings upgraded to A+ (Long term) and A1+ (Short term)*
- *Fineotex has been accredited by the NABL, India's leading accreditation body that assesses and accredits laboratories*
- *Acquired additional factory land premises of seven acres at Additional Ambernath MIDC, Thane, Maharashtra*

Q4 FY2024

- *Raised funds to pursue inorganic growth opportunities, aiming to expand market presence and enhance competitive advantage through targeted acquisitions*



Available across
East and West India

100+
Distributors

34+
Marketing Technical
Associates

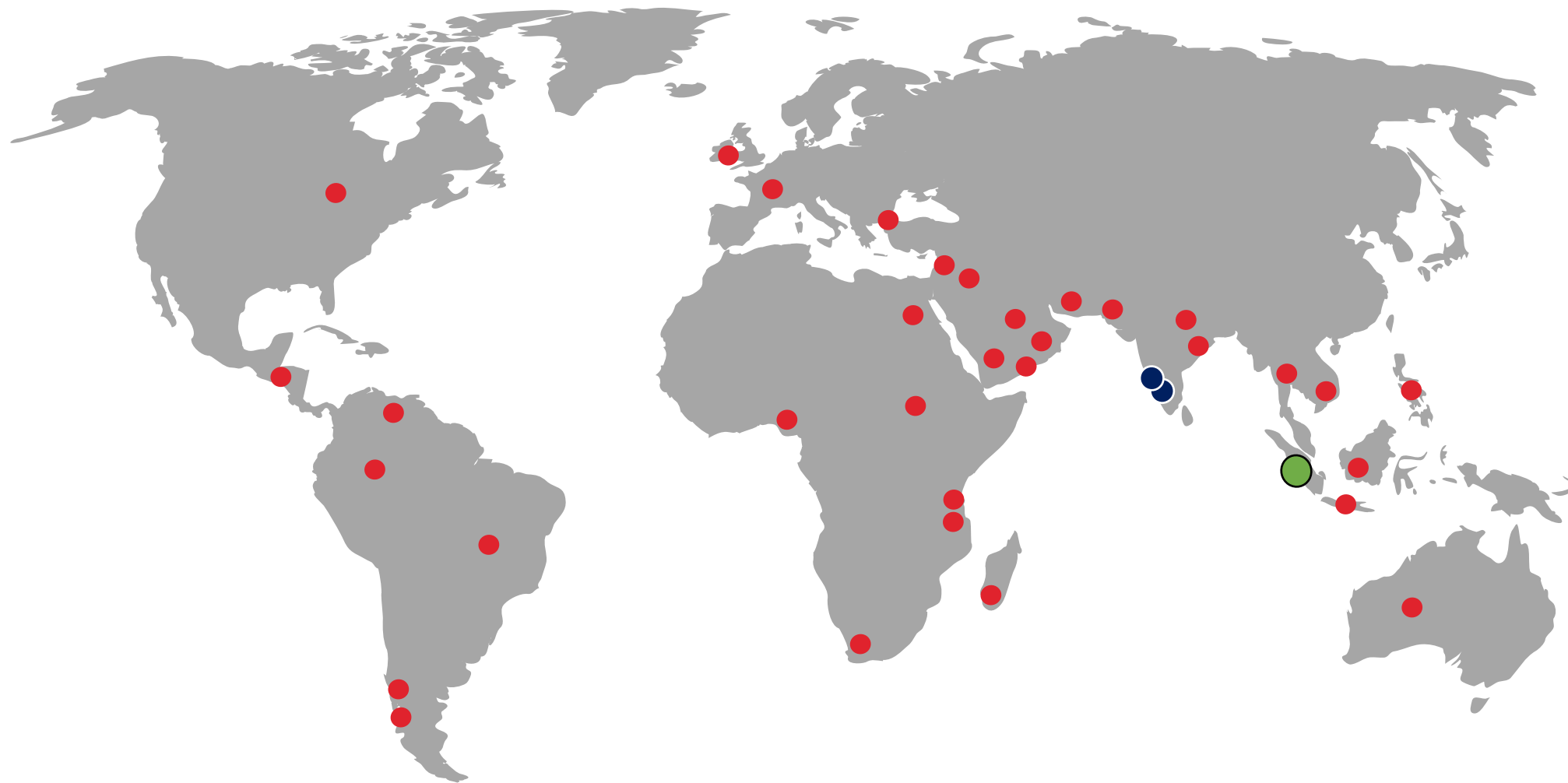
Diversified Product Offering

Housekeeping	<ul style="list-style-type: none"> Air freshener Carpet cleaner Carpet shampoo Deodorizers Floor cleaner Furniture maintainer Glass cleaner Hygienic bathroom cleaner Hygienic hard surface cleaner Multi surface cleaner Surface cleaner cum disinfectant Toilet bowl cleaner Toilet seat disinfectant Washroom cleaner
Kitchen Care	<ul style="list-style-type: none"> Automatic dish wash detergent Automatic dish wash neutralizer Drain cleaner Heavy duty floor cleaner Kitchen multipurpose cleaner Manual dish wash liquid Oven and grill cleaner Stainless steel polish
Disinfection	<ul style="list-style-type: none"> Hand disinfectant Gentle wash Multi surface disinfectant Surface disinfectant – fogging and fumigation Hand sanitizer Veg & non-veg disinfectant cleaner Sanitizing tablet

Key Products in the Specialty Textile Chemicals Segment

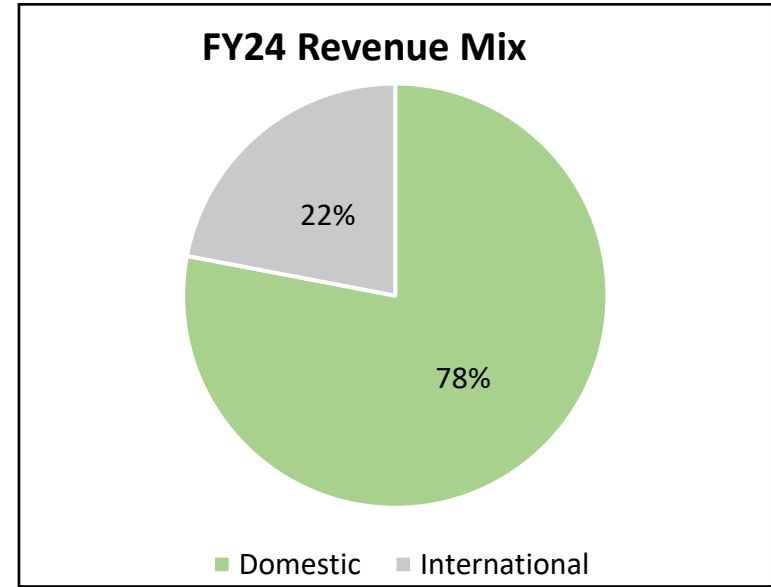


Fineotex + Biotex together offer tailored solutions across the textile value chain with a focus on higher realisations



● Facilities at Mahape and Ambernath, Mumbai, India
 ● Facility at Bangi, Malaysia
 ● Sales

- Sales in **~70** countries including Brazil, Bangladesh, Germany, Indonesia, Malaysia, Singapore, Syria, Thailand, USA, Venezuela and Vietnam
- **34+** technical marketing experts
- **100+** dealers in Indian and International markets



Diversified revenue mix across clients, products and geographies coupled with technical expertise

Textile Chemical

Growth outlook for Specialty Chemicals

- **Emerging markets** provide companies with the opportunity to produce **customized product offerings** through expansion and growth
- The sudden **growth in demand for niche chemical products** is projected to influence the **development of exports** in developing countries significantly
- The growth in the Indian specialty chemicals market has been driven by the **country's strong process engineering capabilities, low-cost manufacturing capabilities, and abundant manpower**

FCL is a leading chemical manufacturer, with a zero liquid discharge system, eco-friendly products, and recognition for promoting sustainable practices














Cleaning and Hygiene

Growth outlook for Cleaning and Hygiene

- The **growing consumer awareness of cleanliness and hygiene** is one of the primary factors driving the market in India
- Indian **government promoting** the need for proper **hygiene and cleanliness across residential and commercial** spaces is acting as a significant growth-inducing factor
- Projected factors such as **rising incomes, changing lifestyles and infrastructural developments** are expected to drive growth and increase the demand in future

FCL foresees driving the Indian cleaning market, which is scattered and highly unorganized, leading to a lack of strong players in this sector

Management Team

 <p>Surendra Kumar Tibrewala Education: B.Com and LLB</p> <p>Managing Director</p>	 <p>Sanjay Tibrewala Education: B.Com and P.G. in Textile Chemicals and Processing</p> <p>CFO</p>	 <p>Aarti Jhunjunwala Education: B.Com and M.Com</p> <p>Head - International Marketing</p>	 <p>Arindam Choudhuri Education: B.Tech and Marketing Management</p> <p>CEO (Textile)</p>
 <p>Noa N. Ouakass Education: M. Sc., MBA</p> <p>CEO - Biotex</p>	 <p>Kedhar Sankar Sonai Education: M.Tech, MBA</p> <p>Executive Director - Biotex</p>	 <p>Madhukar Shenoy Education: BE Chemical Engineering and Certified in Business & Climate Change</p> <p>Business Head - Consumer and Industrial Care</p>	
 <p>Raman Perumal Education: Diploma in Boiler Engineering</p> <p>Production Director - Biotex</p>	 <p>Wong Lai Yoon Education: BBA</p> <p>Operations Manager - Biotex</p>	 <p>Tang Chai Yean Education: Diploma in Chemistry</p> <p>Senior R&D Manager - Biotex</p>	
 <p>Purva Rane Education: MSc in Analytical Chemistry Responsible for: Technical Service Lab and Product Compliances</p> <p>Assistant Manager - Fineotex</p>	 <p>Ramesh Gupta Education: MSc, MBA B. Ed.</p> <p>Production Manager - Fineotex</p>	 <p>Manoj Sharma Education: B.Tech Responsible for: Plant and Projects</p> <p>Senior Manager - Fineotex</p>	

Experienced management team with multi decade expertise in speciality chemicals industry



We place sustainability high on our agenda as it is an integral part of our business strategy



100%
Employees are covered with health and accident insurance



23%
Female employees in FY23



4,53,106 units
Electricity purchased in FY23



100% employees
Were given safety and skill up-gradation training



Rs 98.00 Lakhs
Spent on CSR activities in FY23



Zero
Penalties, punishment or compounding of offences in FY23



No accidents
Reported in FY23



287.06 Lakhs
Spend on R&D for developing sustainable products in FY23



















4 out of 7 board members
Are Independent and Non-Executive Members



53,050 kl
Water consumption in FY23



Zero
consumer complaints on restrictive trade practices and unfair trade practices in FY23

-  *Bhive certified*
-  *Blue Sign certified*
-  *Dun and Bradstreet Badge*
-  *ECO Passport by OEKO-TEX*
-  *Global Organic Textile Standard (GOTS) certified*
-  *Hazard Analysis Critical Control Point Certification*
-  *Indian Green Building Council*
-  *National Accreditation Board for Testing and Calibration Laboratories*
-  *REACH certified*
-  *SA 8000 - Social Accountability Certification*
-  *Scivera*
-  *Star Export House*
-  *US The Environmental Protection Agency*
-  *The Great Place to Work*
-  *WHO Good Manufacturing Practice certified*
-  *Zero Discharge Hazardous Chemical*

Certificates

<i>ISO 9001</i>	<i>ISO 14001</i>	<i>ISO 14045</i>	<i>ISO 45001</i>
<i>ISO 20000</i>	<i>SA 8001</i>	<i>OHSAS18001</i>	<i>ISO 22000</i>

Awards and Recognitions

- Received Dun and Bradstreet ESG Badge
- Recognized with the Women at Work Leadership Award by Times Ascent

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Fineotex Chemical Limited (“Fineotex Chemical” or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Fineotex Chemical undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

For further information, please contact:

Rajiv Pandya / Anvita Raghuram
Churchgate Partners

+91 22 6169 5988

fcl@churchgatepartners.com



Fineotex Chemical Limited

A logo for FCL FINEOTEX, with 'FCL' in white on a blue background and 'FINEOTEX' in red on a white background, all enclosed in a thin blue border.

FCL FINEOTEX

FINEOTEX CHEMICAL LIMITED

(CIN Number: L24100MH2004PLC144295)

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