



January 30, 2023

To,

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
---	---

Subject: - Earning Presentation under Regulation 30 Schedule III Part A (15) 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 9M & Q3 FY2022-2023.

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

Sanjay Tibrewala
Executive Director
DIN: 00218525



Encl: As above



FINEOTEX CHEMICAL LIMITED

Manorama Chambers, S. V. Road, Bandra (West), Mumbai - 400 050. India. **Phone** : (+91-22) 2655 9174
Fax : (+91-22) 2655 9178 **E-mail** : info@fineotex.com **Website** : www.fineotex.com CIN - L24100MH2004PLC144295





Fineotex Chemical Limited

(BSE: 533333; NSE: FCL)

Q3 and 9M FY2023

Earnings Presentation



**Textile
Specialties**



**Other
Specialties**



**Cleaning &
Hygiene
Specialties**



**Drilling
Specialties**

9M FY2023 Consolidated Financial Highlights

Rs 3,793 mn
Consolidated Revenue

Rs 799 mn
EBITDA

Rs 636 mn
Net Profit

53.7%
Revenue Change (Y-o-Y)

60.8%
EBITDA Change (Y-o-Y)

59.3%
PAT Change (Y-o-Y)

33.7%
Gross Margin

21.1%
EBITDA Margin

16.8%
PAT Margin



Surendrakumar Tibrewala
Chairman and Managing Director

We are excited to share that we had a very successful quarter. We exceeded our financial targets, achieved record revenue and saw strong growth. Our revenue and EBITDA stood at 3,793 mn and 799 mn, a growth of 53.7% and 60.8% (YoY). We believe this is a testament to the strength of our product offerings and the hard work of our team. We are confident that we will continue to see strong growth in the coming months.

We have secured a specialty performance chemical order from a leading FMCG company. This new business opportunity is a result of the company's consistent efforts in developing high-quality products, its commitment to fulfilling contract performance, and its ongoing efforts to establish long-term relationships with global customers. We are also thrilled to announce that CRISIL, a well-known credit rating agency, has assigned our long-term debt with a rating of "CRISIL A/Stable" and "CRISIL A1" for our short-term debt.

We are sure that our long-term initiatives will benefit all of our stakeholders and open the door to some exciting times in the future.



Fineotex: A leader in textile specialty chemicals



Specialty chemicals producer with a focus on textiles chemicals

Team of 34 professionals for providing technical solutions to customers

Successful entry and progressing towards developing the cleaning & hygiene products

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

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

Promoters having experience of 4+ decades in the Chemicals Sector



470+
Product Categories



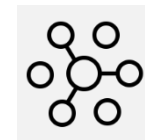
~70
Countries Present



Bluesign, ZDHC,
Star Export House
Accreditations



104,000 MT p.a.
Installed capacities



100+
Dealers in Indian and
International Market



Fineotex Specialities
Pvt Ltd (FSPL)
Incorporated as a wholly
owned subsidiary



Cleaning and
Hygiene Division
Recently launched
products across
housekeeping, kitchen
care and disinfection



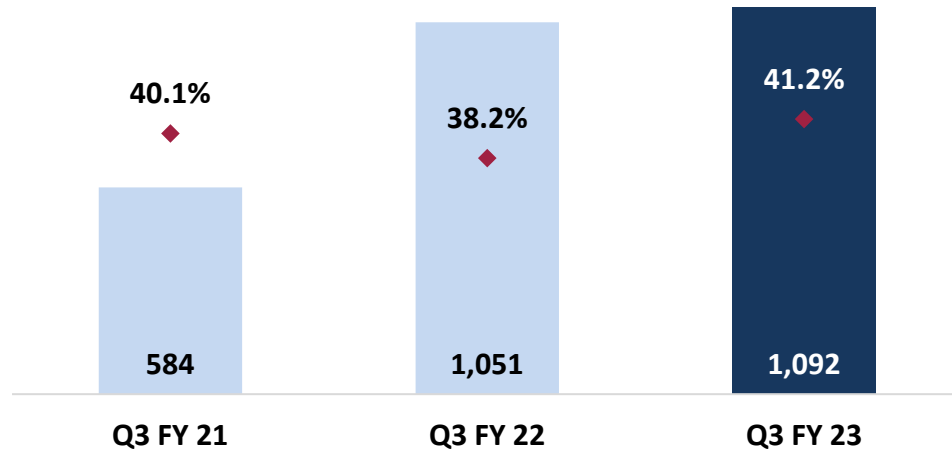
ICRA Rating
Long Term Rating: A
Short Term Rating: A1
CRISIL Rating
Long Term Rating: A/ Stable
Short Term Rating: A1



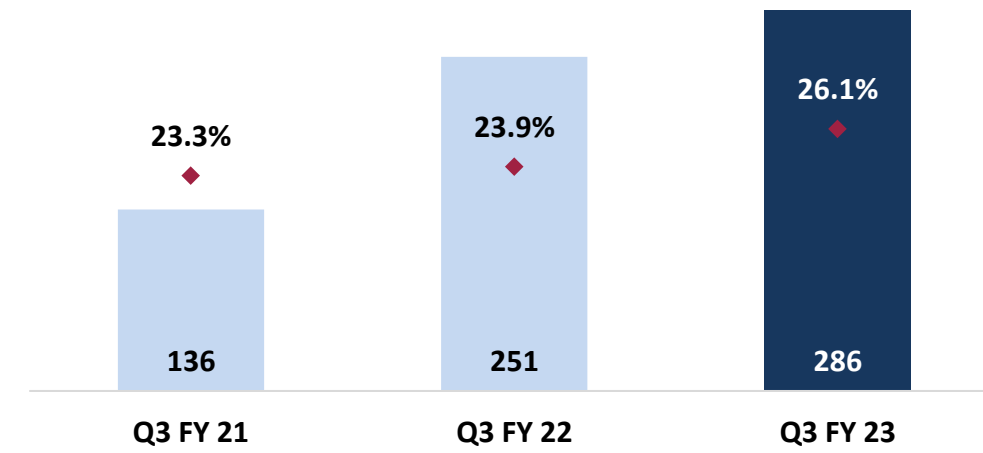
Consolidated Quarterly Performance Trend

Rs. Mn.

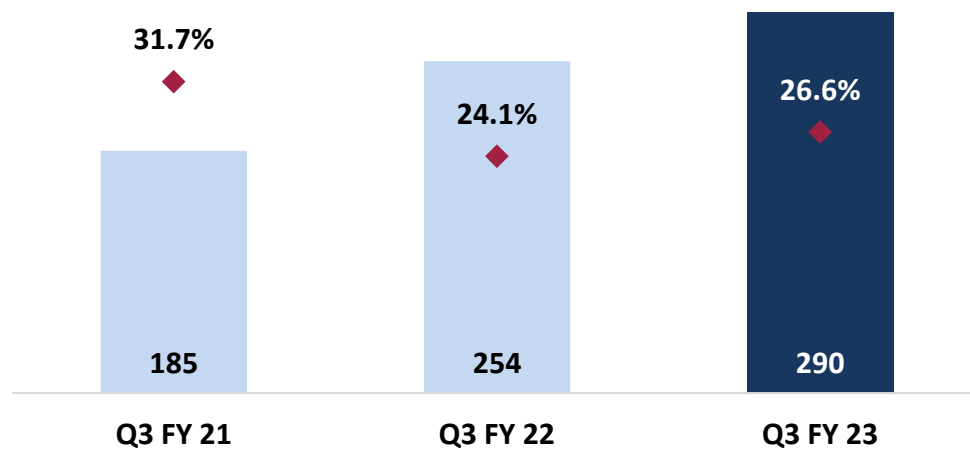
Revenue from Operations and Gross Margin



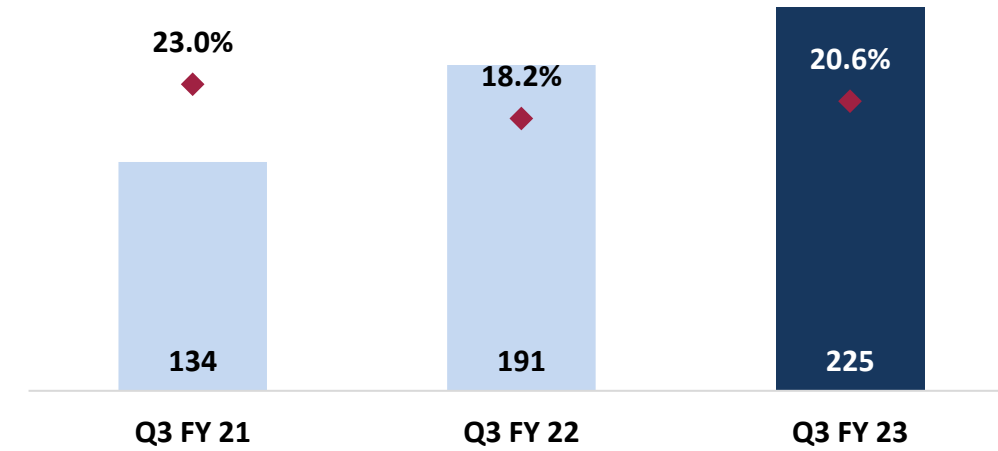
EBITDA and EBITDA Margin



PBT and PBT Margin



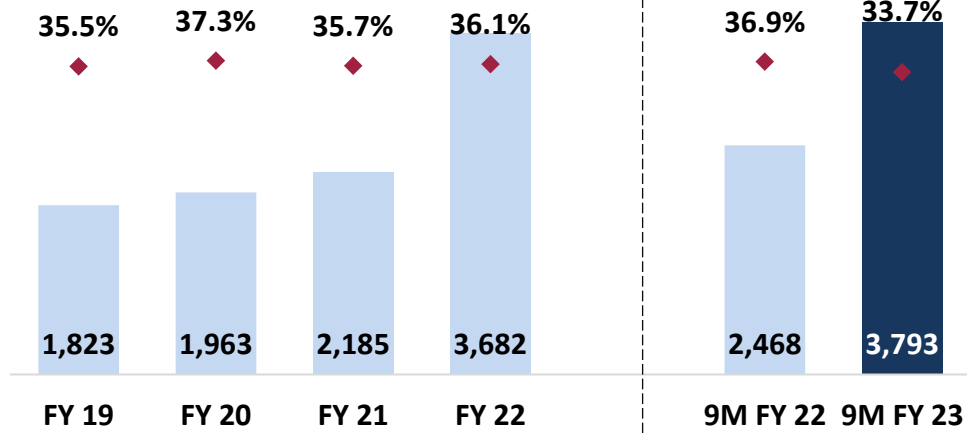
PAT and PAT Margin



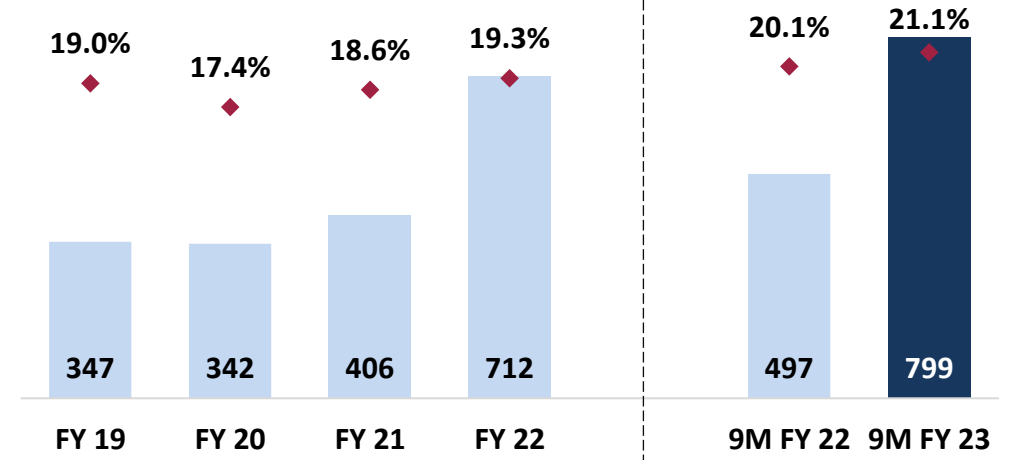
Consolidated Annual Performance Trend

Rs. Mn.

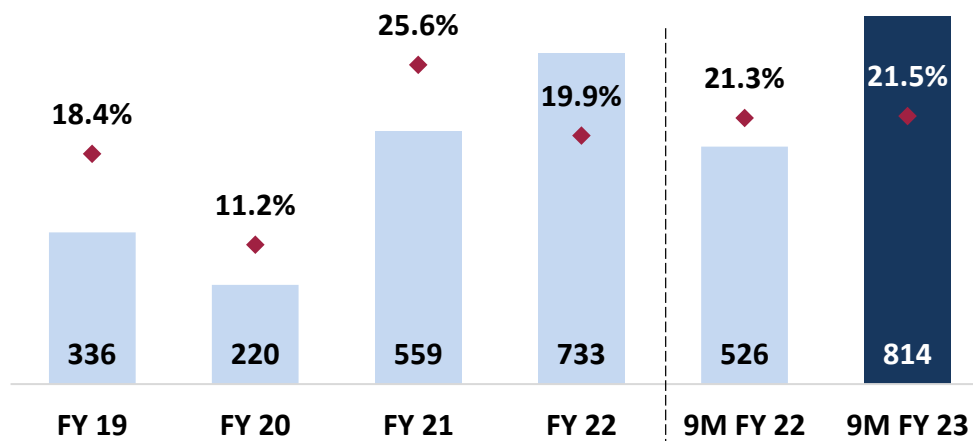
Revenue from Operations and Gross Margin



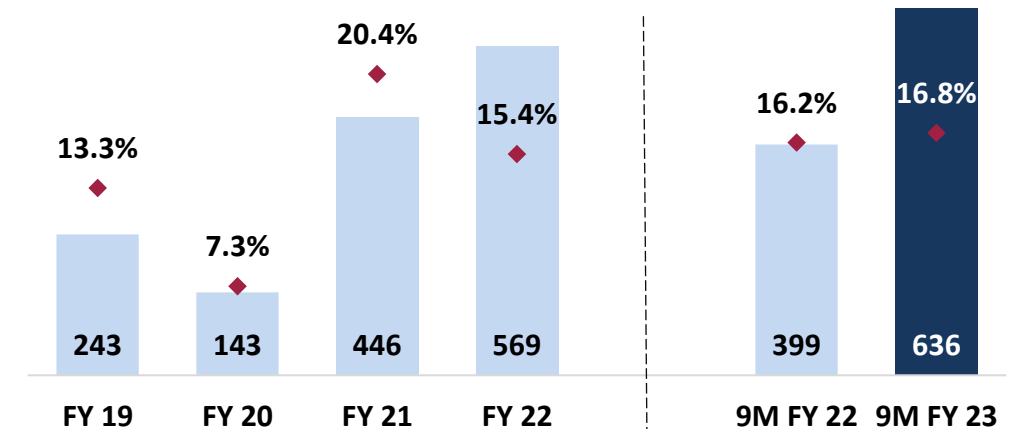
EBITDA and EBITDA Margin



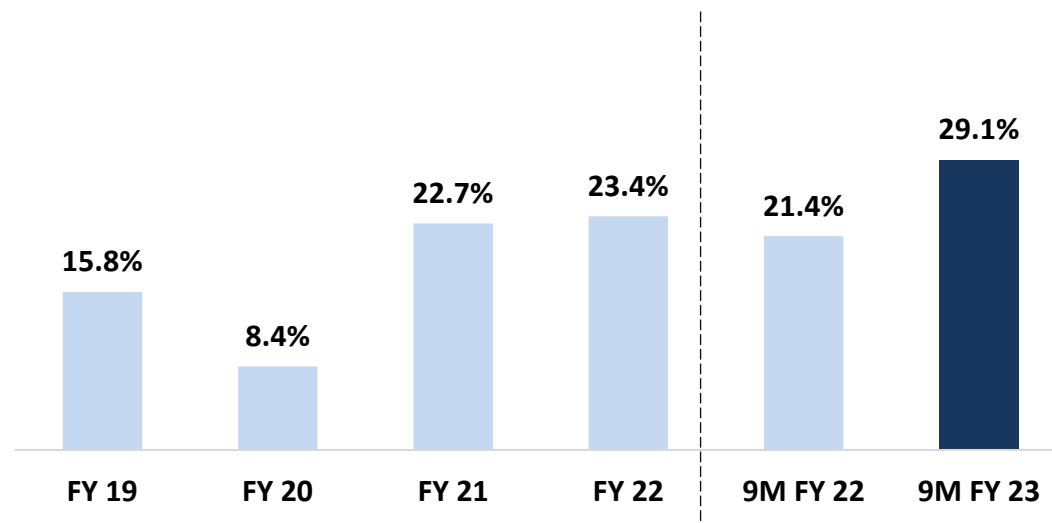
PBT and PBT Margin



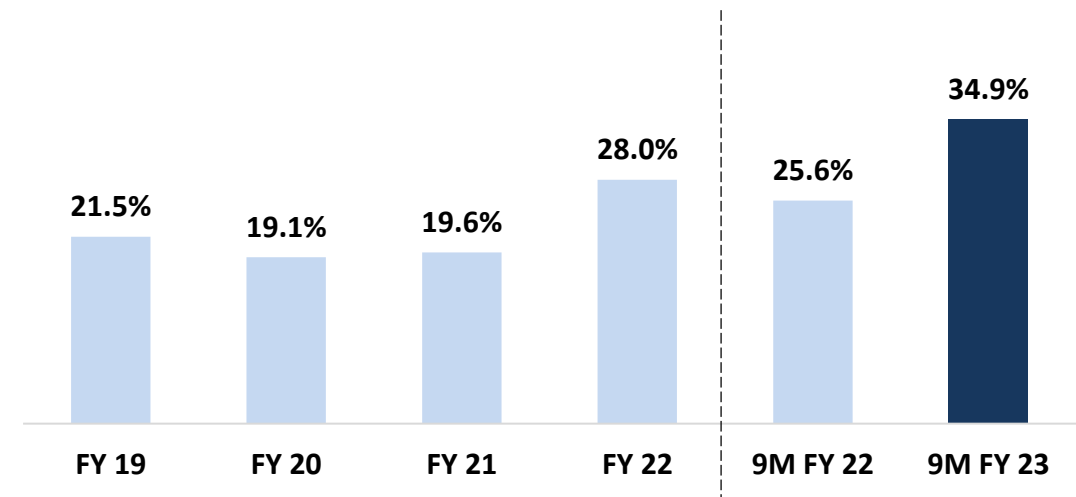
PAT and PAT Margin



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)



Consolidated P&L Summary: Q3 and 9M FY2023



Particulars (Rs. Million)	Q3 FY23	Q3 FY22	YoY%	9M FY23	9M FY22	YoY%
Revenue from Operations	1,092	1,051	4.0%	3,793	2,468	53.7%
COGS	642	650	(1.1%)	2,514	1,557	61.5%
Gross Profit	450	401	12.2%	1,279	912	40.3%
Gross Profit Margin	41.2%	38.2%		33.7%	36.9%	
Employee Benefit Expenses	46	36	28.0%	134	93	43.3%
Other expenses	119	114	3.6%	346	321	7.7%
EBITDA	286	251	13.8%	799	497	60.8%
EBITDA Margin(as a % of sales)	26.1%	23.9%		21.1%	20.1%	
Depreciation and amortisation expenses	11	6	76.2%	31	16	91.3%
EBIT	275	245	12.3%	768	481	59.7%
EBIT Margin	25.1%	0		20.2%	19.5%	
Finance Cost	2	3	(28.6%)	6	7	(20.8%)
Other Income	18	12	51.5%	52	53	(1.2%)
PBT	290	254	14.5%	814	526	54.7%
Total tax	66	63	4.7%	179	127	40.3%
PAT	225	191	17.8%	636	399	59.3%
PAT Margin	20.6%	18.2%		16.8%	16.2%	
Basic and Diluted EPS	2.00	1.67	19.8%	5.64	3.49	61.6%



Fineotex Overview

- **Specialty chemicals** producer with a focus on textiles chemicals
- **Experts in 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**
- Promoters having experience of **4+ decades** in the Chemicals Sector

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**

Strategic Direction

- Explore opportunities to harness the facility at Ambernath, Maharashtra which is future ready for next phase of growth
- Partnering with International companies to establish manufacturing facilities in India
- Identify and develop synergistic segments such as Cleaning and Hygiene and Drilling Specialties while continuing to focus on the core Textile Chemicals
- Strengthen in-house R&D capabilities to expand customized solution-based customers.
- Continue to develop direct customer relationships and expand distribution network
- Use our financial jurisprudence to fund acquisitions and capacity expansions through internal accruals. Capital structure targeted to be net debt neutral



 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



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



Facilitates an efficient production system and distribution network across the Indian textile market



Globally certified products of Eurodye-CTC will find a huge demand from Indian companies



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



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

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



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



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



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



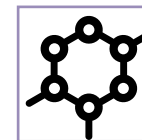
Range of products over several industries - textile, detergent, leather and allied industries



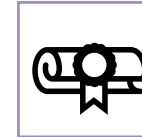
Setting up a state of art Research & Development centre in collaboration with Sasmira Institute, one of India's premier textile institutes



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

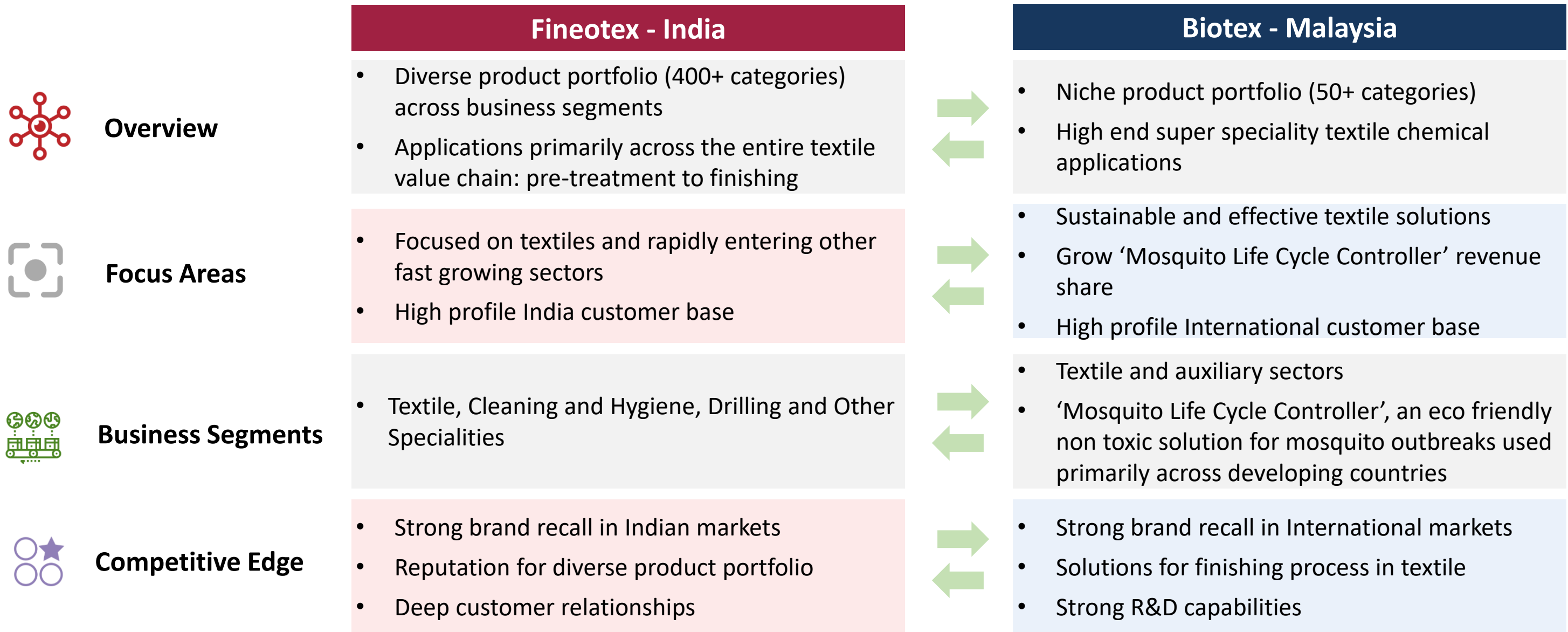


Focus on new sustainable solutions and chemicals to reduce water, time and energy consumption for the textile wet processing industry



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	Strategic Advantages	Manufacturing Excellence
 <p>Mahape and Ambernath, Mumbai, India</p>	<ul style="list-style-type: none"> Strategically located plant near key port close to Mumbai with logistical advantage to textile hubs across North, West, South and Central India 	
 <p>Selangor, Malaysia</p>	<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 (Additional Capacity of 21,000 was expanded from 14th November 2022)

Current Capacity Utilization: 47%

* GMP: Good Manufacturing Practice Certification





Available across
East and West India

64
Distributors

14+
Marketing Technical
Associates

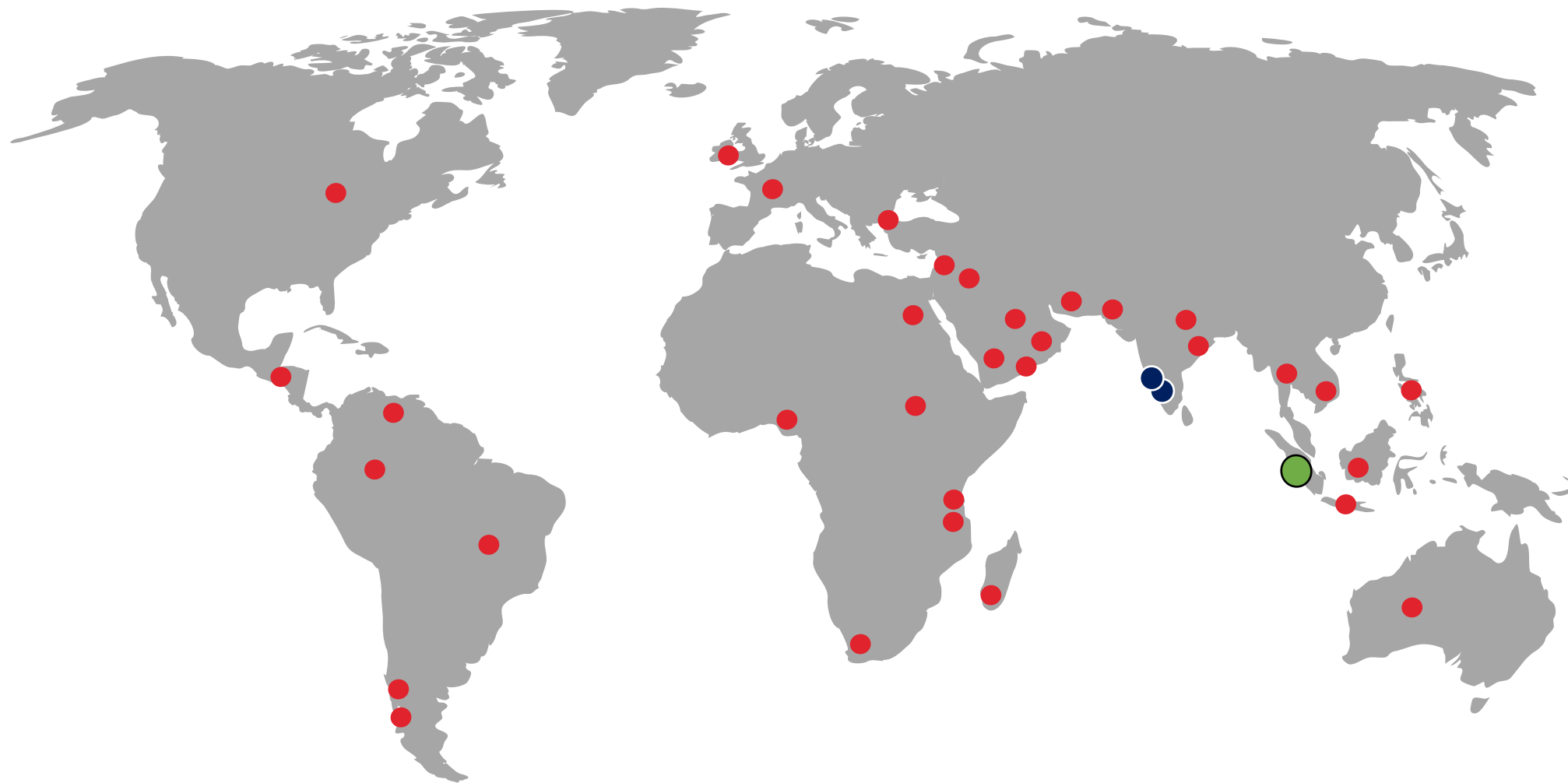
Diversified Product Offering

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

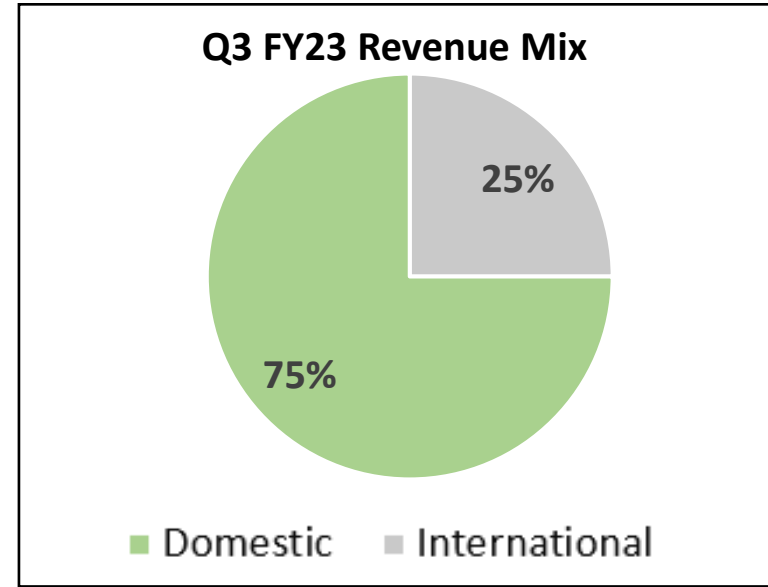


Fineotex + Biotex together offer tailored solutions across the textile value chain with a focus on higher realisations



● 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
- **110+** dealers in Indian and International markets



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



Surendra Kumar Tibrewala
Education: B.Com and LLB

Managing Director



Sanjay Tibrewala
Education: B.Com and P.G. in Textile
Chemicals and Processing

Chief Financial Officer



Aarti Jhunjunwala
Education: B.Com and M.Com

Head - International Marketing



Arindam Choudhuri
Education: B.Tech and Marketing
Management

Chief Executive Officer



Noa N. Ouakass
Education: M. Sc., MBA

Chief Executive Officer - Biotex



Kedha Sankar Sonai
Education: M.Tech, MBA

Executive Director - Biotex



Raman Perumal
Education: Diploma in Boiler Engineering

Production Director - Biotex



Wong Lai Yoon
Education: BBA

Operations Manager - Biotex



Tang Chai Yean
Education: Diploma in Chemistry

Senior R&D Manager - Biotex



Purva Rane
Education: MSc in Analytical Chemistry
Responsible for: Technical Service Lab and
Product Compliances

Assistant Manager - Fineotex



Ramesh Gupta
Education: MSc, MBA B. Ed.

Production Manager - Fineotex



Manoj Sharma
Education: B.Tech
Responsible for: Plant and Projects

Senior Manager - Fineotex

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



21%
Female employees in FY22



4,17,000 units
Electricity purchased in FY22



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



Rs 50.00 Lakhs
Spent on CSR activities in FY22



Zero
Penalties, punishment or compounding of offences in FY22



No accidents
Reported in FY22



287.06 Lakhs
Spend on R&D for developing sustainable products in FY22



57% board members
Are Independent and Non-Executive Members



43,423 m³
Water consumption in FY22



Zero
consumer complaints on restrictive trade practices and unfair trade practices in FY22



Bhive certified



Blue Sign certified



ECO Passport by OEKO-TEX



Global Organic Textile Standard (GOTS) certified



Hazard Analysis Critical Control Point Certification



Indian Green Building Council



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

ISO 9001

ISO 14001

ISO 14045

ISO 45001

ISO 20000

SA 8001

OHSAS18001

ISO 22000

Awards and Recognitions

- Honored with Business Excellence Awards 2022 by Dun and Bradstreet
- 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:

Bharat Mody

Strategic Advisor – Investor Relations
Fineotex Chemical Limited

+91 98980 46584

bharatmody@fineotex.com

Anvita Raghuram / Kavin Sadvilkar

Churchgate Partners

+91 22 6169 5988

fcl@churchgatepartners.com



Fineotex Chemical Limited

FINEOTEX CHEMICAL LIMITED

(CIN Number: L24100MH2004PLC144295)

42-43, Manorama Chambers,

S. V. Road Bandra (West),

Mumbai - 400 050, India

Phone: (+91 - 22) 26559174 / 75, (+91 - 22) 26559176 / 77

Email: info@fineotex.com

www.fineotex.com