



February 04, 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
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Subject: - Investor Presentation – 9M & Q3 FY2022-2023

Dear Sir/Madam,

Pursuant to Regulation 30 read with Para-A of Part-A of Schedule III of SEBI (LODR), Regulations 2015, please find enclosed a copy of Investor Presentation on the financial performance of the company for the period of 9M & Q3 FY2023.

Further, in compliance with Reg. 46(2)(0) of SEBI (LODR) Regulations 2015, the aforesaid information shall also be hosted on the website of the company at 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

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)

Investor Presentation

February 2023



**Textile
Specialties**



**Other
Specialties**



**Cleaning &
Hygiene
Specialties**



**Drilling
Specialties**

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



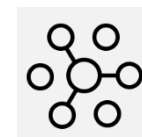
~70
Countries Present



Bluesign, ZDHC,
Star Export House
Accreditations



104,000 MT p.a.
Installed capacities



100+
Dealers in Indian and
International Market



Fineotex Specialties
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



Long standing track record of consistently creating value

2004



- ❖ Accredited with ISO 9001:2008
- ❖ Incorporation of Fineotex Chemical Private Limited (FCPL)

2007



- ❖ Acquisition of FCPL by Fineotex Chemical Limited

2011



- ❖ Listed on BSE
- ❖ Incorporated wholly owned subsidiary in Malaysia
- ❖ Acquired majority stake in Biotex Group

2014



- ❖ Bonus declared on 1:1 basis
- ❖ Accredited with ISO 4001:2004 & OHSAS 8001:2007 certifications

2015



- ❖ Listed on NSE
- ❖ Received Star Export House recognition

2018



- ❖ Awarded as IPF fastest growing chemical manufacturing Company at BSE Limited on Dec '17

2019



- ❖ Biotex partnered with Bluesign
- ❖ Manufacturing capacity increased to 43,000 MTPA annually and both facilities GMP certified

2020



- ❖ Buyback of 11 lacs shares up to a maximum price of Rs. 40
- ❖ Deploying Rs. 270 million for the new facility at Ambernath, Maharashtra

2021



- ❖ JV with HealthGuard
- ❖ Partnership with Sasmira
- ❖ JV with Eurodye-CTC
- ❖ Ambernath facility commenced production in Nov '21

2022



- ❖ Ambernath facility capacity expanded by an additional 40,000 MTPA, taking the overall capacity to 104,000 MTPA



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

Tailored solutions across the textile value chain with a focus on realisations



Steps



Weaving



Pre-treatment



Dyeing



Printing



Finishing

Process

Sizing

De-sizing,
Scouring,
Bleach

Dyeing,
Washing,
Fixing

Rotary
Printing,
Table Printing

Exhaust
Padding

Product
Categories

Polymers,
Softeners

Enzymes,
Wetting &
Detergent,
Sequestering
Additives

Dyes, Acids,
Alkali
Levelling,
Detergent
Fixer

Dyes, Binder
Thickener, Fixer
Detergent,
Loop
accelerator

Softeners,
Silicones,
Polymers,
Resins

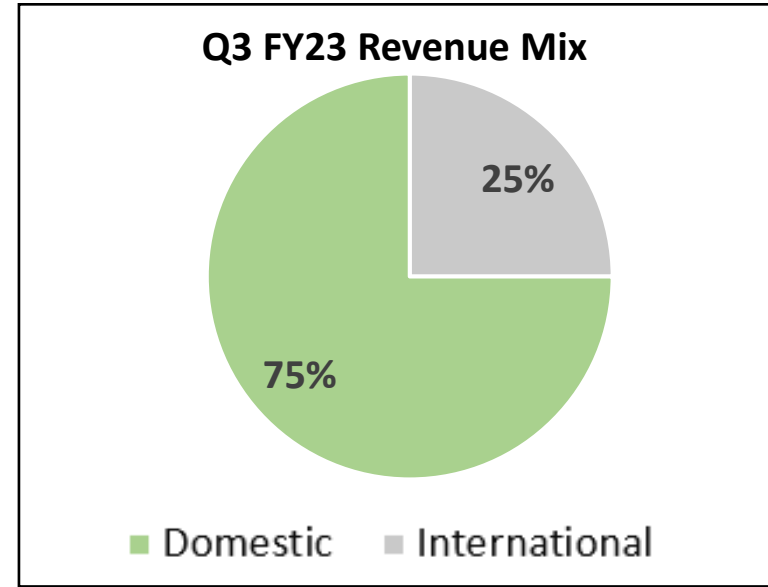
Key Customers





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

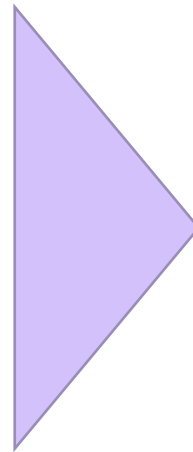
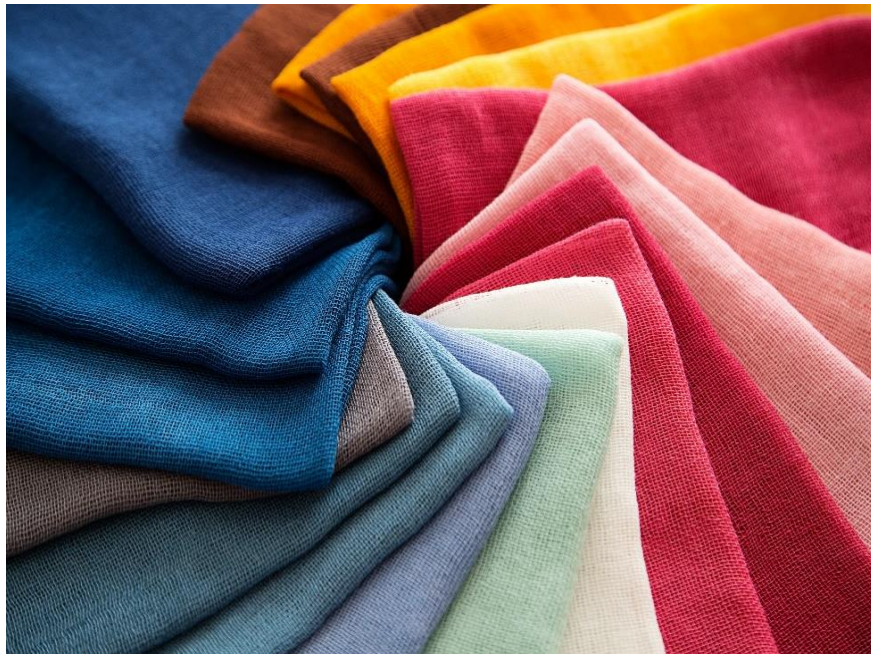
- Sales in **~70** countries including Brazil, Bangladesh, Germany, Indonesia, Malaysia, Singapore, Syria, Thailand, USA, Venezuela and Vietnam
- **34+** technical marketing experts
- **110+** dealers in Indian and International markets



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



Textile Specialities



Customised Technical Solutions

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**

Cleaning Specialities



Drilling Specialities



Hygiene Specialities



Cleaning and Hygiene Chemicals

- Customised solutions for:
 - 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

Drilling Speciality Chemicals

- 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

Other Speciality Chemicals

- 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



Available across
East and West India

64
Distributors

14+
Marketing Technical
Associates

Diversified Product Offering

Housekeeping

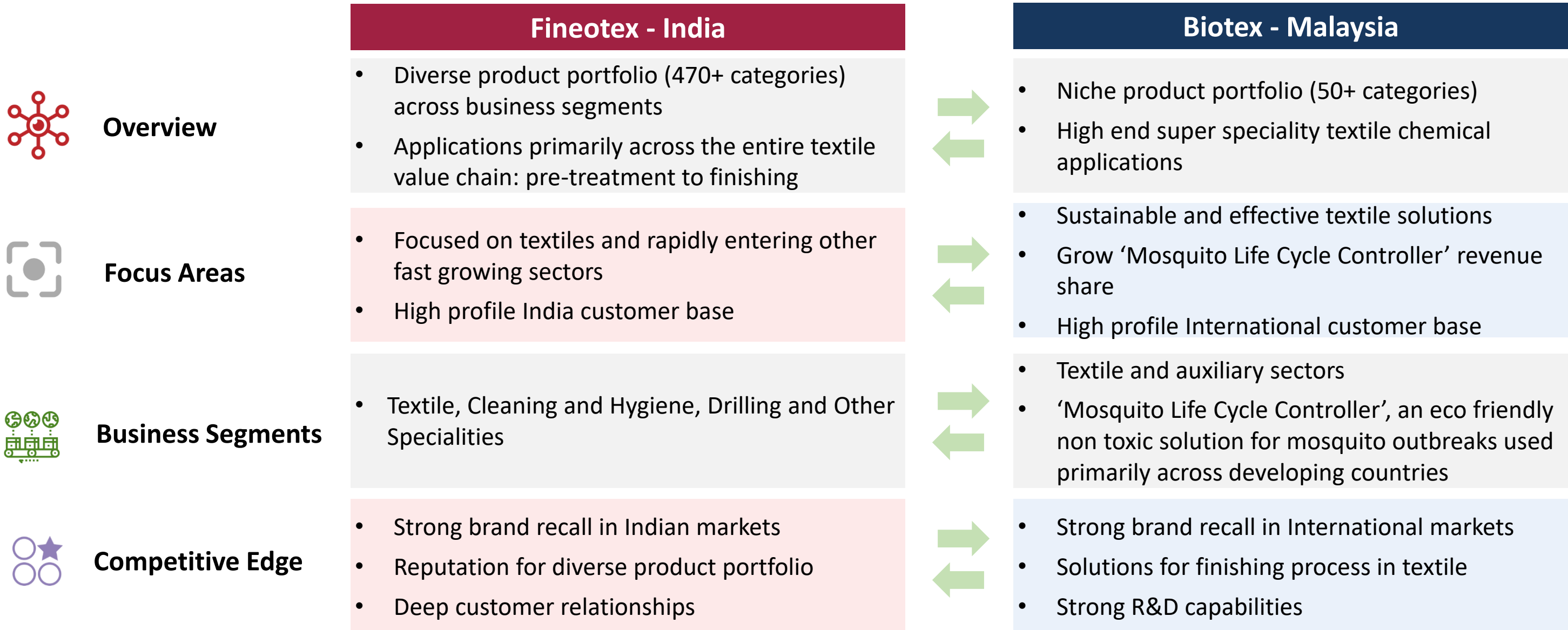
- Air freshener
- Carpet cleaner
- Carpet shampoo
- Deodorizers
- Floor cleaner
- Furniture maintainer
- Glass cleaner
- Hygienic bathroom cleaner
- Hygienic hard surface cleaner
- Multi surface cleaner
- Surface cleaner cum disinfectant
- Toilet bowl cleaner
- Toilet seat disinfectant
- Washroom cleaner

Kitchen Care

- 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

- Hand disinfectant
- Gentle wash
- Multi surface disinfectant
- Surface disinfectant – fogging and fumigation
- Hand sanitizer
- Veg & non-veg disinfectant cleaner
- Sanitizing tablet



Recent collaborations to expand product profile and geographical reach



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

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

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

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 center 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



Manufacturing Platforms (GMP* Certified)







Location	Strategic Advantages	Manufacturing Excellence
 <p>Mahape and Ambarnath, 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



Certificate	Value Proposition
	<ul style="list-style-type: none"> Bluesign is recognized as a leading certification for sustainability in the global textile industry. As a partner, Biotex is committed to applying the bluesign system to meet the highest level of safety for both people and environment, to use resources responsibly, and to continuously improve environmental performance
	<ul style="list-style-type: none"> The Global Organic Textile Standard (GOTS) is recognised as the world's leading processing standard for textiles made from organic fibres. It defines high-level environmental criteria along the entire organic textiles supply chain and requires compliance with social criteria as well
	<ul style="list-style-type: none"> European certification which validates raw materials used for Bioguard C6 repellent (manufactured by Biotex) from a sustainability stand point
	<ul style="list-style-type: none"> BHive is a platform that promotes transparency and the use of more sustainable chemistry for textile and apparel manufacturers, brands, and retail organizations BHive membership demonstrates commitment to chemical sustainability and transparency
	<ul style="list-style-type: none"> ISO 9001:2015 defines the guiding principles to create efficiencies by aligning and streamlining processes throughout the organization, create new opportunities, meet regulatory requirements, and help organizations expand into new markets in which clients demand ISO 9001 certification
	<ul style="list-style-type: none"> Part of a global multi stakeholder initiative within the fashion and footwear industry working towards reducing chemical footprint Aim is to accelerate progress towards ultimate goals of cleaner water, cleaner air, and safer production

Leading the transition from synthetic to lower carbon footprint products

Certificate	Value Proposition
	<ul style="list-style-type: none"> ISO 9001:2015 defines the guiding principles to create efficiencies by aligning and streamlining processes throughout the organization, create new opportunities, meet regulatory requirements, and help organizations expand into new markets in which clients demand ISO 9001 certification
	<ul style="list-style-type: none"> ISO 14001: 2015 has standardized and proven framework that help organizations to develop an effective environmental management strategy; Global recognition for organizations' efforts to improve their environmental strategies
	<ul style="list-style-type: none"> OHSAS 1800:2007 is an international standard which provides a framework to identify, control and decrease the risks associated with health and safety within the workplace. Implementing the standard signals stakeholders that employee's health and safety as a priority within the organisation
	<ul style="list-style-type: none"> The SA 8000 Standard is the world's leading social certification program. It provides a holistic framework allowing organizations of all types, in any industry, and in any country to demonstrate their dedication to the fair treatment of workers
	<ul style="list-style-type: none"> Star export house is an Indian exporter who has excelled in international trade and successfully achieved certain minimum amount of export performance in two out of three financial years This certification provides significant competitive advantages in international trade
	<ul style="list-style-type: none"> ZDHC is a part of a global multi stakeholder initiative within the fashion and footwear industry working towards reducing chemical footprint Aim is to accelerate progress towards ultimate goals of cleaner water, cleaner air, and safer production
	<ul style="list-style-type: none"> Fineotex Chemical Limited has earned the prestigious ECO PASSPORT by OEKO-TEX® certification, the highest rating in the globally renowned audit that measures standards of sustainability
	<ul style="list-style-type: none"> Received certification from the US EPA for HeathGuard's market leading anti-microbial treatment

Fineotex and Biotex play a critical role in sustainable chemistry and drive efforts towards social responsibility



- **India** has one of the **largest global chemical markets** and is ranked sixth in the world and fourth in Asia in terms of global sale of chemicals. India accounts for **2.5% of the world's global chemical sales**
- The industry is expected to reach **US\$ 304 billion by 2025 at a CAGR of 9.3%**, driven by rising demand in the end-user segments for specialty chemicals and petrochemicals segment
- **Specialty chemicals constitute for 22%** of the total chemicals and petrochemicals market in India. India is expected to double its specialty chemicals market share in the next five years
- Specialty chemicals account for 20% of the global chemicals industry's US\$ 4 trillion, with **India's** market expected to increase at a **CAGR of 12% to US\$ 64 billion by 2025**
- Specialty chemical companies are seeking at **import substitutions** while exploring export opportunities to accelerate their business
- **ICRA's ratings** indicate **improved exports** and a positive outlook for agrochemicals and surfactants

Market Expansion

- Partnering with International companies to establish manufacturing facilities in India
- Continue to develop direct customer relationships and expand distribution network and market penetration
- Development of new product lines in the related chemistries
- Development of adjacent product lines

New Customer Acquisition

- Industry leaders in textile segment
- Topline customers from home care & hygiene segment

Alliance and Partnerships

- Strategic alliance and partnerships with premier domestic and international companies
- Strategic collaboration with Eurodye-CTC, to commercialize specialty chemicals for the Indian market
- JV with HealthGuard, to become the exclusive global marketing and sales channel partner with joint operations from Malaysia

Capacity Expansion at Ambernath

- Commissioned a 36,000 MT state of the art manufacturing facility at Ambernath in November
- Subsequently enhanced the capacity to 40,000 MT through efficient process management
- Financial jurisprudence to fund acquisitions and capacity expansions through internal accruals. Capital structure targeted to be net debt neutral





Surendrakumar Tibrewala
Chairman and Managing Director



Sanjay Tibrewala
Executive Director



Aarti Jhunjunwala
Executive Director



Navin Mittal
Independent Director



Alok Dhanuka
Independent Director



CS Bindu Shah
Independent Director



Dr. Sunil Waghmare
Independent Director

- Audit Committee
- Nomination and Remuneration Committee
- Anti sexual Harassment Committee
- CSR Committee
- Stakeholder Relationship Committee
- Administrative Committee
- Whistle-blower Committee





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



Kedhar 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



Q1 FY2022

- *Appointed Mr. Arindam Choudhuri as the CEO. A professional with over two decades of deep insight, thought leadership and vast experience from the global textile chemical industry*
- *Collaborated with Sasmira Institute to set up an R&D centre to develop sustainable speciality chemicals & solutions*

Q2 FY2022

- *Strategic collaboration with HealthGuard®, Australia and Eurodye-CTC, Belgium*
- *CRISIL Long term rating as A- which denotes Stable. Short Term rating is CRISIL A2+*
- *Received ECO PASSPORT certification for meeting strict environmental and health criteria, demonstrating commitment to sustainability.*

Q3 FY2022

- *Commenced operations in the facility located in Ambernath, Maharashtra, enabling expansion of reach and improvement of services to customers. The initiation of operations in Ambernath marks a significant achievement and demonstrates the commitment to growth and development. With the expansion of the Ambernath facility capacity by an additional 40,000 MTPA, the overall capacity now stands at 104,000 MTPA.*

Q4 FY2022

- *The NRC of the Board has approved a grant of 70,673 options to eligible employees of the Company at an exercise price of Rs125 per option. The vesting period shall be 2.5 years from the date of grant. ESOPs fosters an ownership mentality, a teamwork perspective and employee retention*

Q1 FY2023

- Celebrated 11 years of listing on the Indian stock market
- Certified as a 'Great Place to Work'

Q2 FY2023













- Company has been included in the Nifty Microcap Index
- Entered in 'A' group category of Listed Companies
- Received certification from the US EPA for HeathGuard's market leading anti-microbial treatment

Q3 FY2023

- Honoured with the Women at work leadership award by Times Ascent
- ICRA ratings upgraded to A (Long Term) and A1 (Short Term)
- Fineotex expands capacity at Ambernath to 104,000 tons per year, enabling us to fulfill new product contract and expected future orders.
- Secured a Rs. 150 crore specialty performance chemical order from a leading FMCG company.
- Awarded the prestigious "Business Excellence Awards 2022" by Dun & Bradstreet

Q4 FY2023

- Crisil ratings upgraded to A/Stable (Long Term) and A1 (Short Term)

-  Fineotex: A leader in textile specialty chemicals
-  Long standing track record of consistently creating value
-  Sustainability at the core of Fineotex operations
-  Tailored solutions across the textile value chain with a focus on realisations
-  Diversified revenues across clients, products and geographies
-  Successfully leveraged core textile expertise into new high growth areas
-  Developed technical expertise to enter attractive new markets
-  Successful acquisition and realisation of synergies with Biotex
-  Recent collaborations to expand product profile and geographical reach
-  Manufacturing Platforms (GMP* Certified)
-  Attractive specialty chemicals industry dynamics
-  Positioned to capitalize on the growing demand and increase its market share

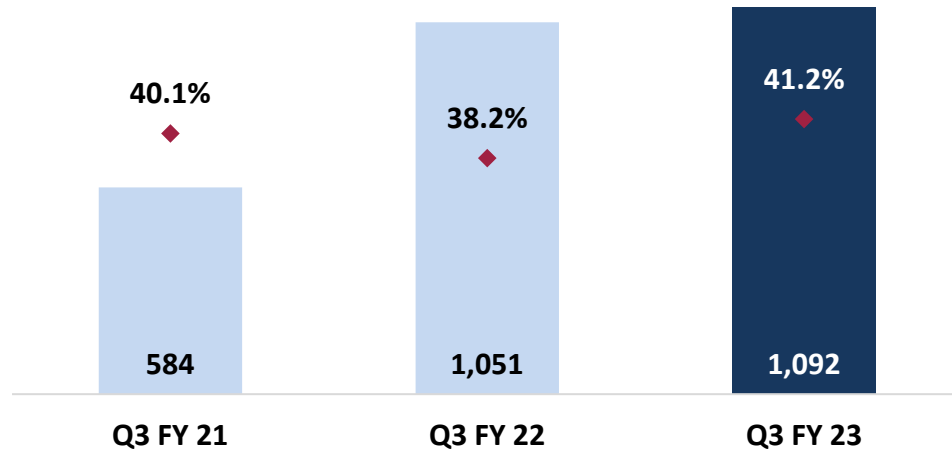
Financial Performance



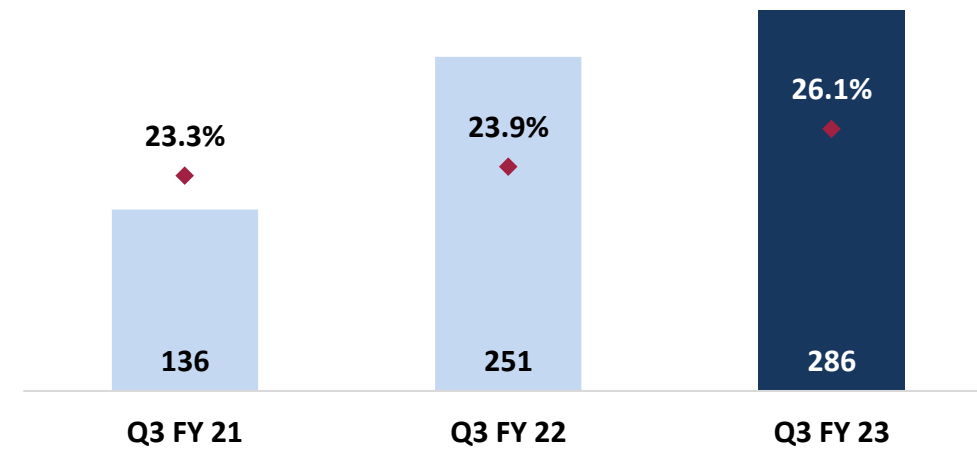
Consolidated Quarterly Performance Trend

Rs. Mn.

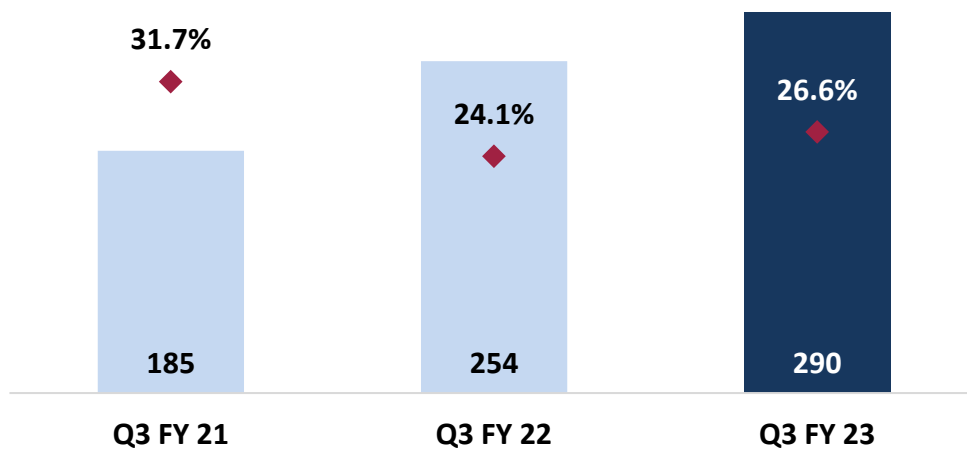
Revenue from Operations and Gross Margin



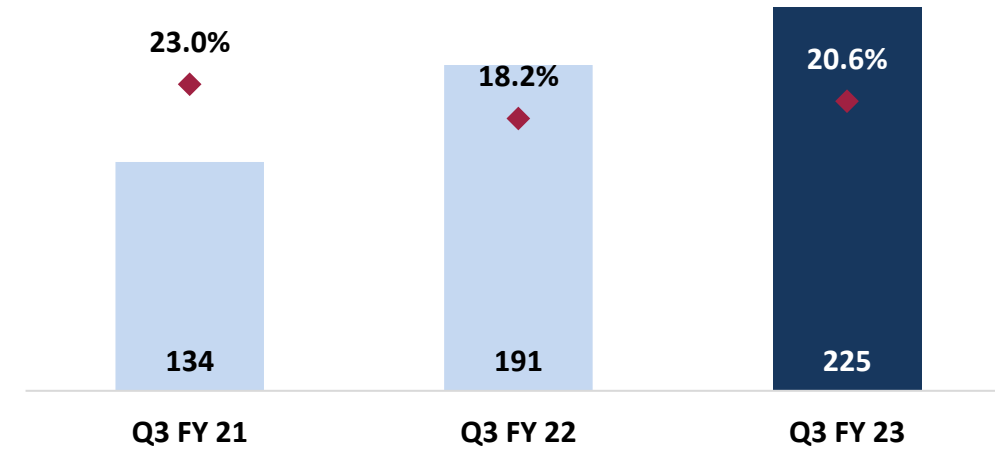
EBITDA and EBITDA Margin



PBT and PBT Margin



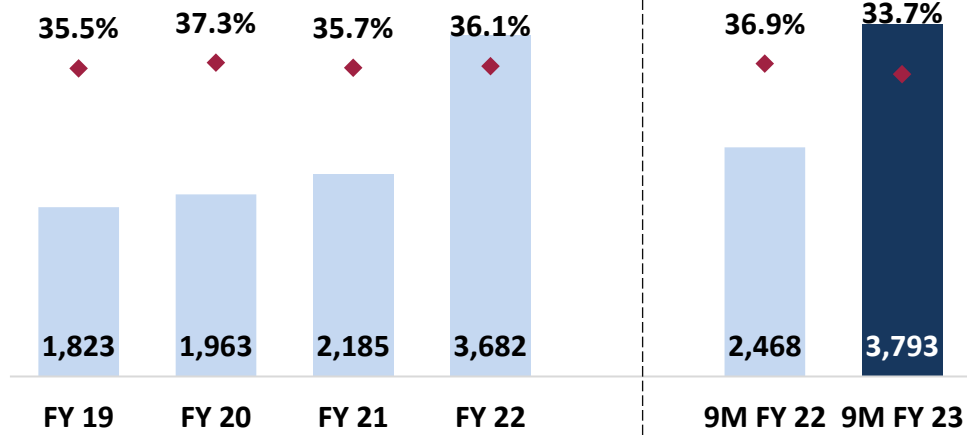
PAT and PAT Margin



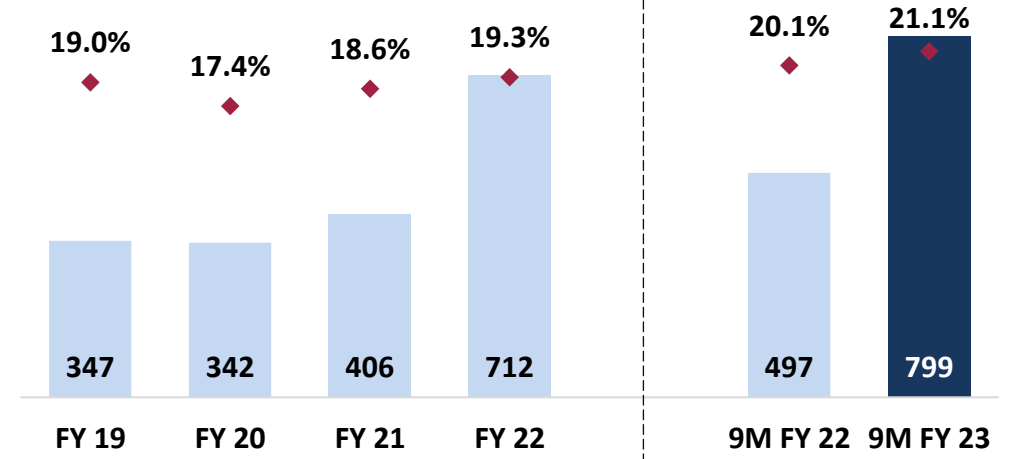
Consolidated Annual Performance Trend

Rs. Mn.

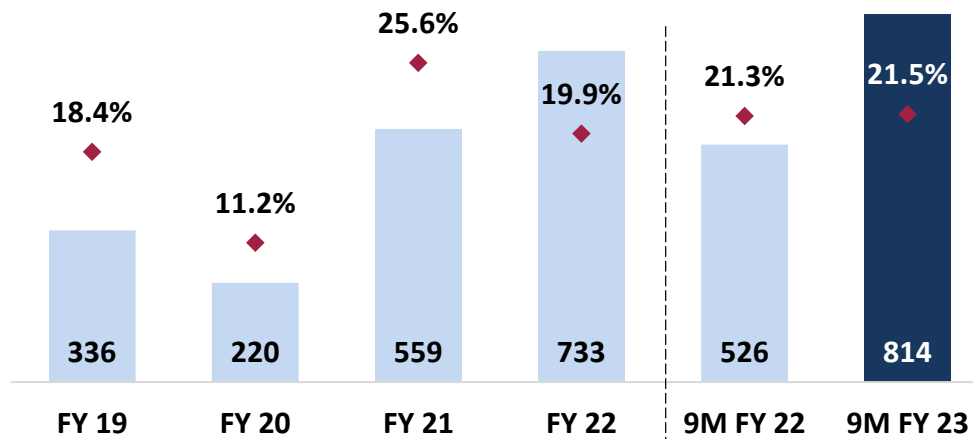
Revenue from Operations and Gross Margin



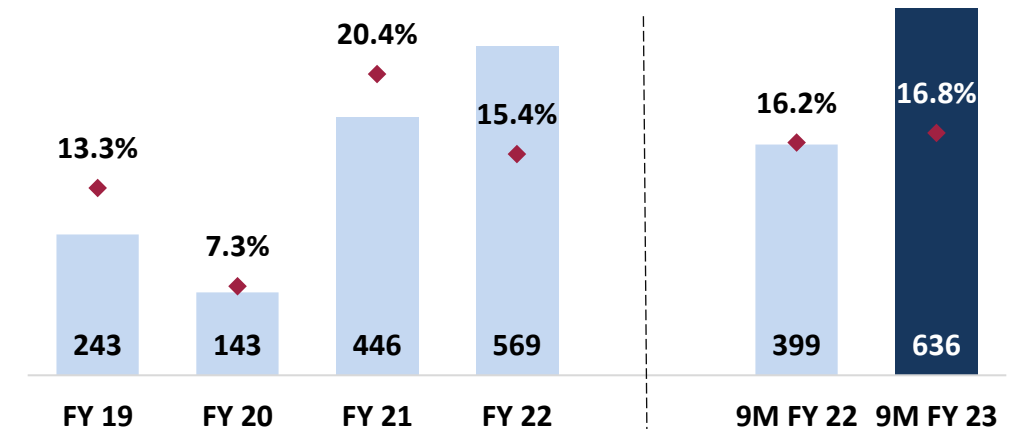
EBITDA and EBITDA Margin



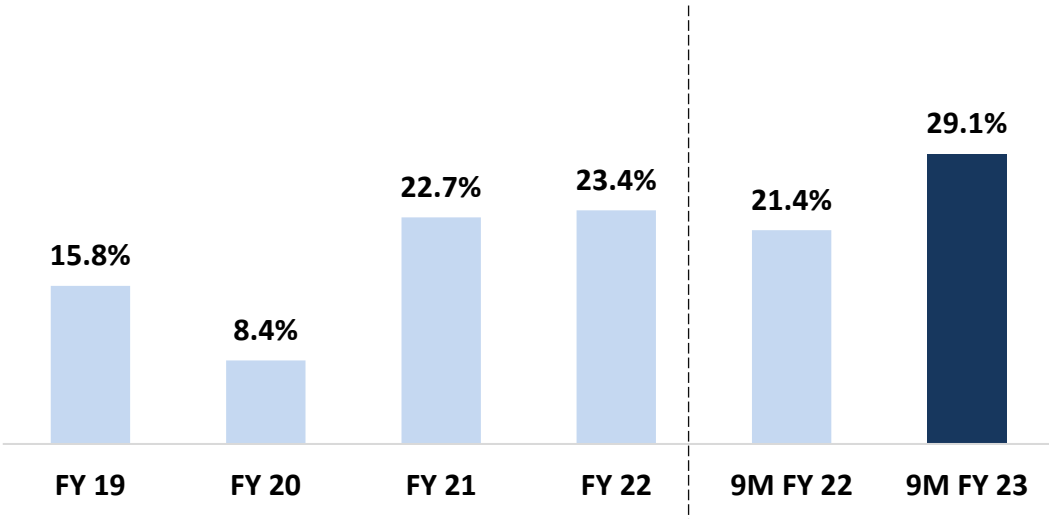
PBT and PBT Margin



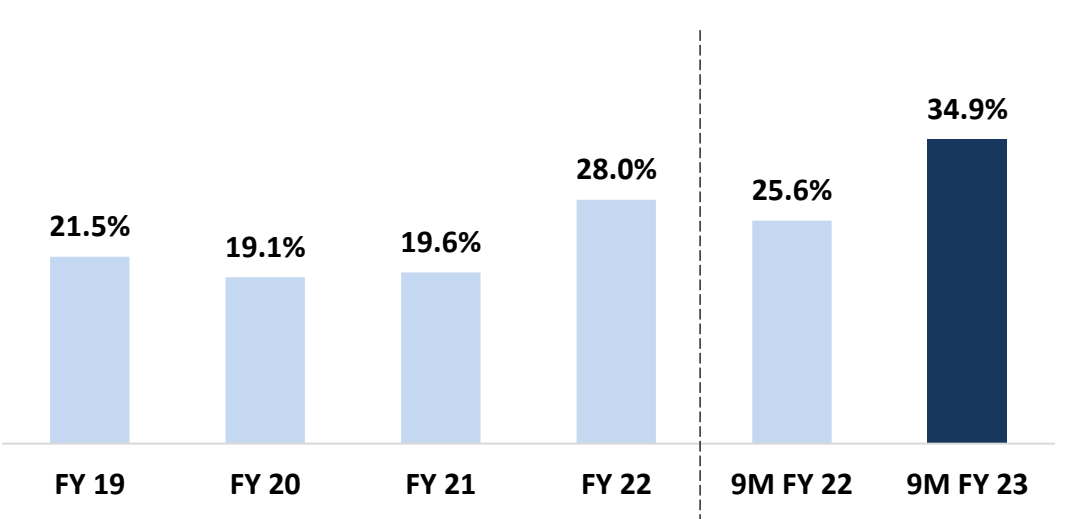
PAT and PAT Margin



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%



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:

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Fineotex Chemical Limited

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