



November 06, 2022

To,  
General Manager,  
Listing Department, BSE Limited,  
P.J. Towers, Dalai Street,  
Mumbai - 400 001  
Company code: 533333

To,  
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: - Regulation 30, Regulations, 2015, III Part A (15) of SEBI (Listing Obligations & Disclosure Schedule Requirements).

Dear Sirs/Madam,

With reference to the above caption subject, we enclose Earning Presentation for the quarter and half year ended 30th September, 2022 requesting you to kindly take this on your record.

Kindly acknowledge receipt of the same.

Yours faithfully,

For FINEOTEX CHEMICAL LIMITED

Hemant Auti  
Company Secretary & Compliance Officer





**Textile  
Specialties**



**Other  
Specialties**



**Cleaning &  
Hygiene  
Specialties**



**Drilling  
Specialties**



# Fineotex Chemical Limited

(BSE: 533333; NSE: FCL)

**Q2 and H1 FY2023**

**Earnings Presentation**

**Rs 1,343 mn**  
Consolidated Revenue

**Rs 251 mn**  
EBITDA

**Rs 208 mn**  
Net Profit

**71.1%**  
Revenue Change (Y-o-Y)

**70%**  
EBITDA Change (Y-o-Y)

**87%**  
PAT Change (Y-o-Y)

**31.1%**  
Gross Margin

**19%**  
EBITDA Margin

**15.5%**  
PAT Margin



**Surendrakumar Tibrewala**  
Chairman and Managing Director

*Continuing the trend of our last few quarters, the Q2 FY23 is yet another significant quarter for FCL. Our revenue and EBITDA stood at 1,343 mn and 251 mn, a growth of 71.1% and 70% (YoY). We are also happy to announce that ICRA has rated our long-term and short-term ratings as ICRA A and ICRA A1 respectively.*

*These factors will endorse the confidence and trust of our customers in us in the years to come. Meanwhile, US EPA approval of products from our joint venture, HealthGuard will allow us to penetrate and capture the US market.*

*Looking ahead, globally, specialty chemicals sector is expected to record significant growth. Thus, it will be the right opportunity for us to grow and expand the market to ensure timely and adequate supply to our customer segments, same build strong connect with our client base.*

Specialty chemicals producer with a focus on textiles chemicals

Team of 34 professionals for providing technical solutions to customers

Successful entry into cleaning & hygiene products and progressing towards drilling specialty chemicals

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



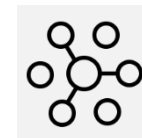
**~70**  
Countries Present



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



**83,000 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

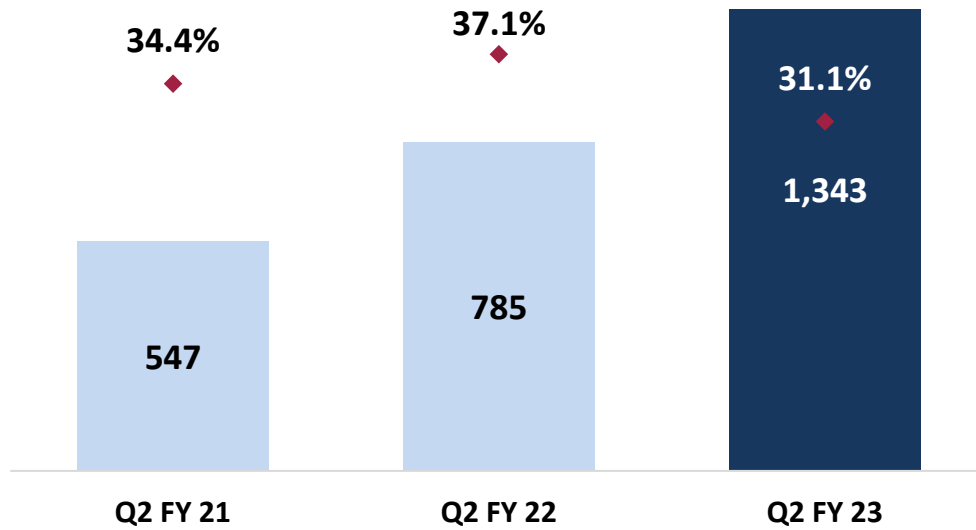


**ICRA Rating**  
Long Term Rating: A  
Short Term Rating: A1  
**CRISIL Rating**  
Long Term Rating: A-/ Stable  
Short Term Rating: A2+

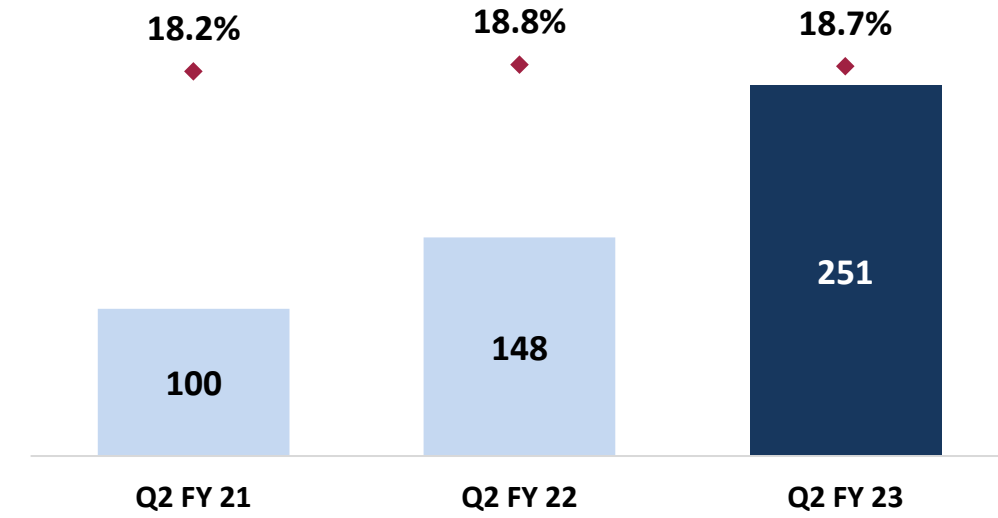
# Consolidated Quarterly Performance Trend

Rs. Mn.

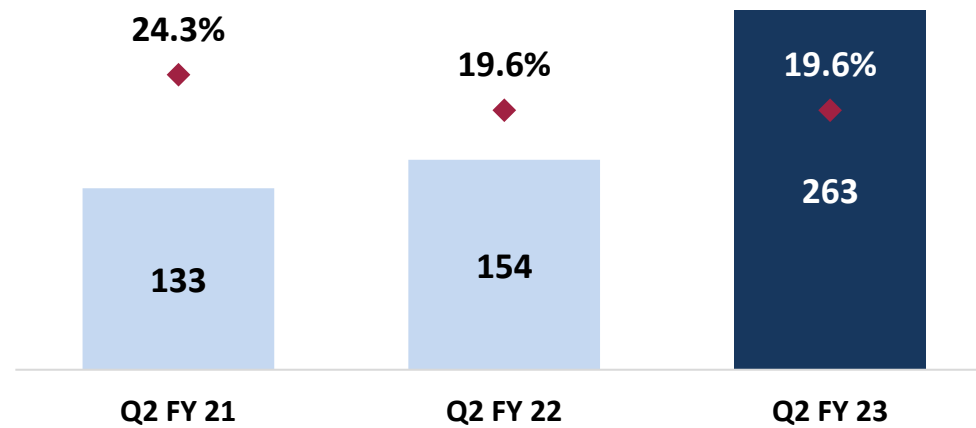
## Revenue from Operations and Gross Margin



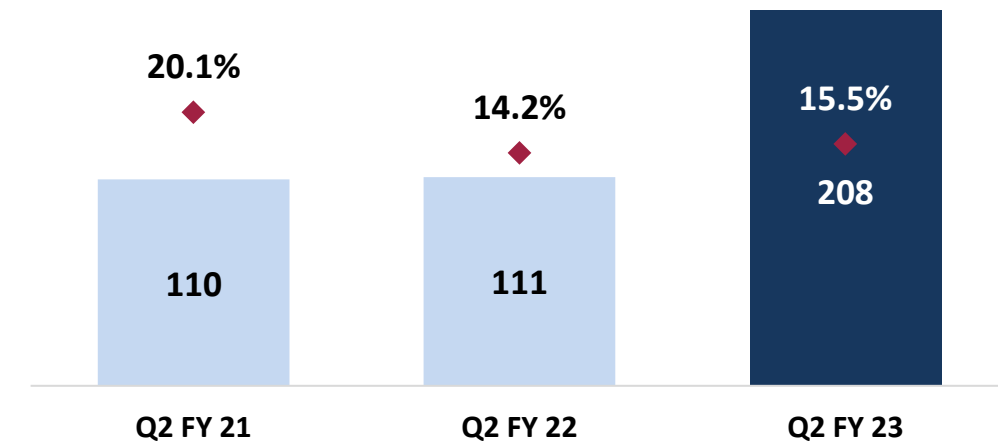
## EBITDA and EBITDA Margin



## PBT and PBT Margin



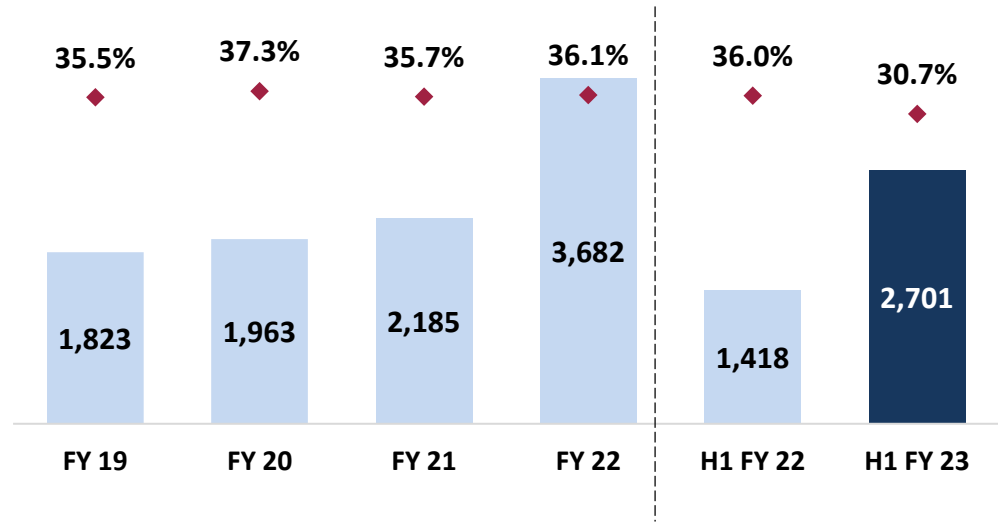
## PAT and PAT Margin



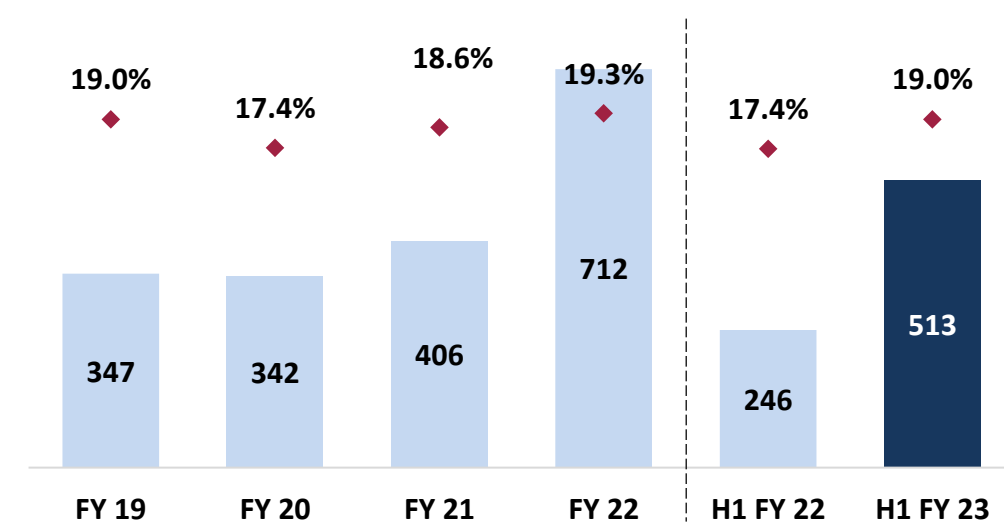
# Consolidated Annual Performance Trend

Rs. Mn.

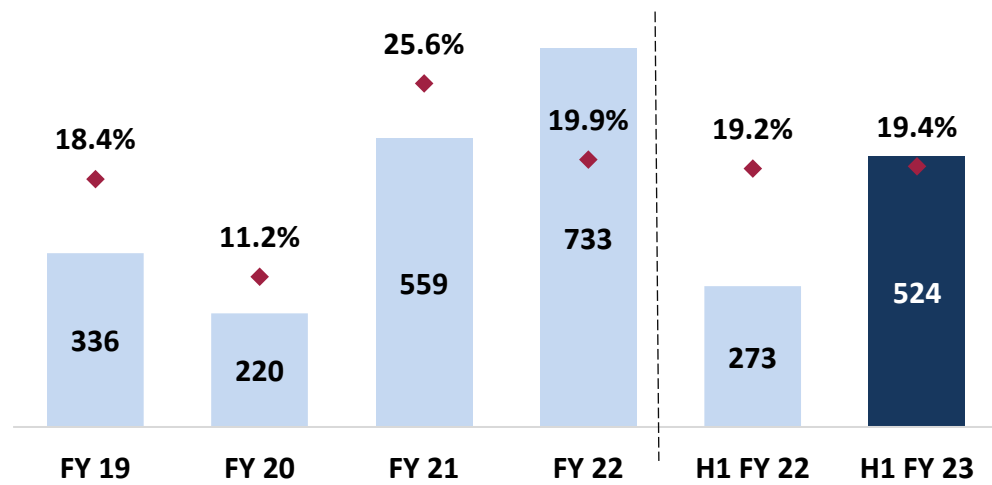
## Revenue from Operations and Gross Margin



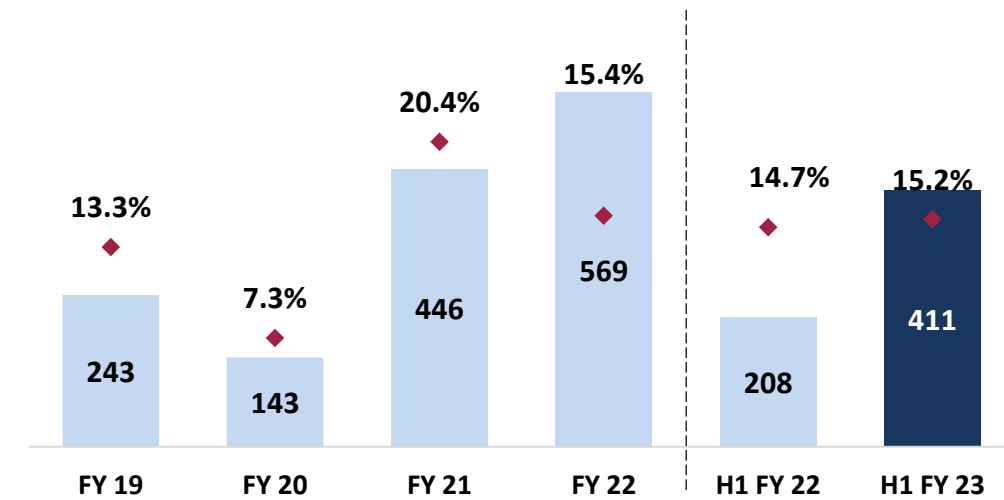
## EBITDA and EBITDA Margin



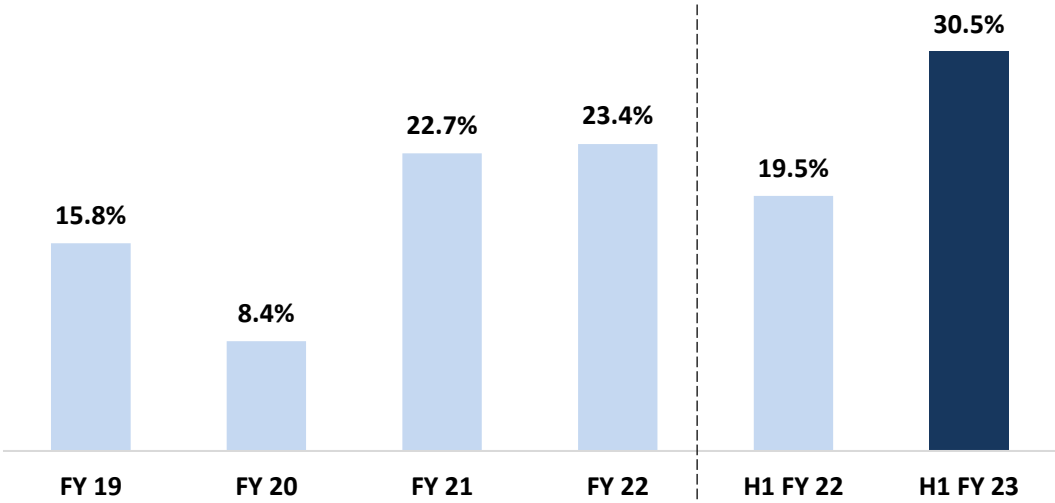
## PBT and PBT Margin



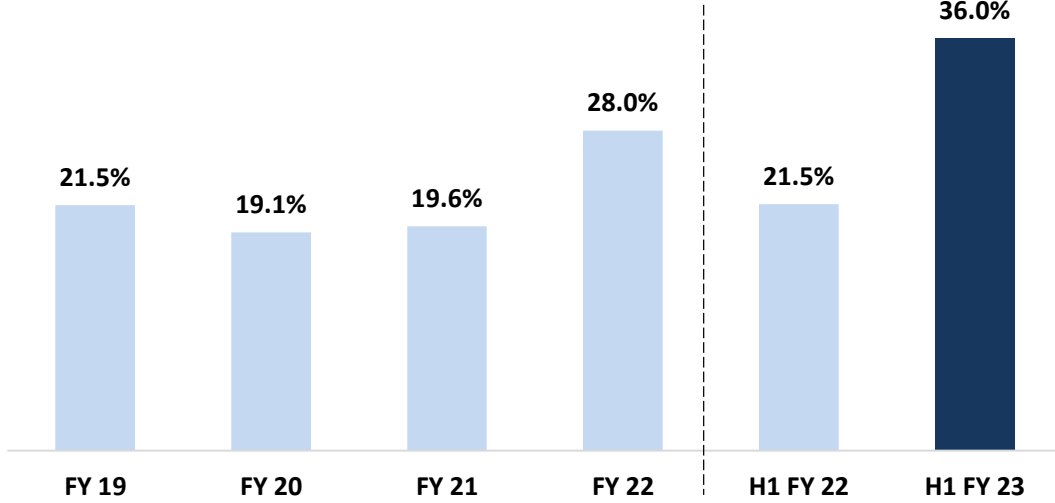
## PAT and PAT Margin



## 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)  
 Receivable Days = (Trade Receivables/Revenue from Operations)\*365

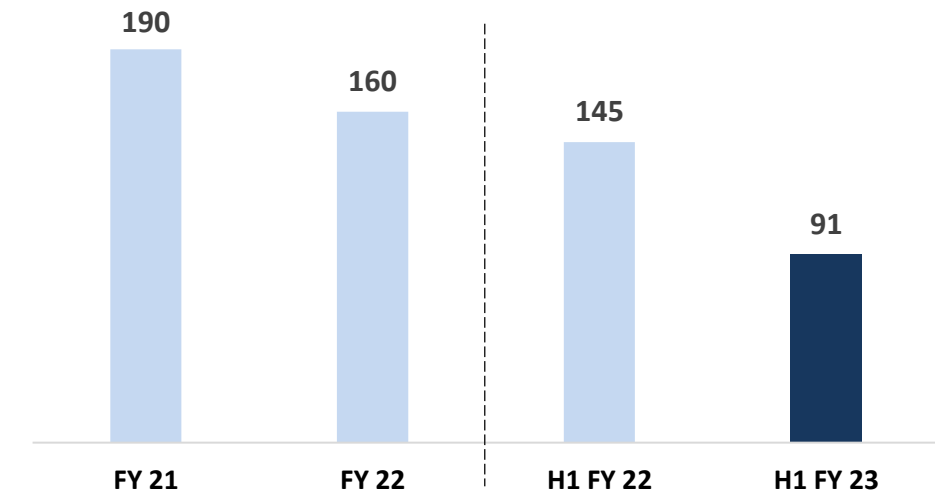


# Leverage Profile and Working Capital Cycle

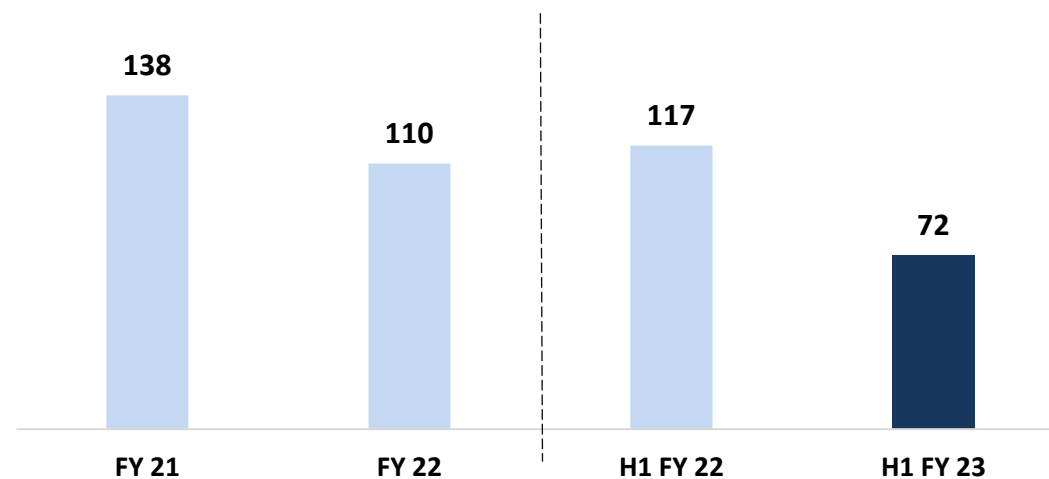
(Rs Mn)	Sep-21	Mar-22	Sep-22
ST Debt	77	19	10
LT Debt	0	0	0
<b>Total Debt</b>	<b>77</b>	<b>19</b>	<b>10</b>
Cash & Cash Equivalent	309	381	161
<b>Net Cash</b>	<b>231</b>	<b>362</b>	<b>151</b>
Equity	2337	2694	1752
Total debt/Equity	0.03x	0.01x	0.01x

Rating	ICRA	CRISIL
Long Term Rating	A	A- / Stable
Short Term Rating	A1	A2+

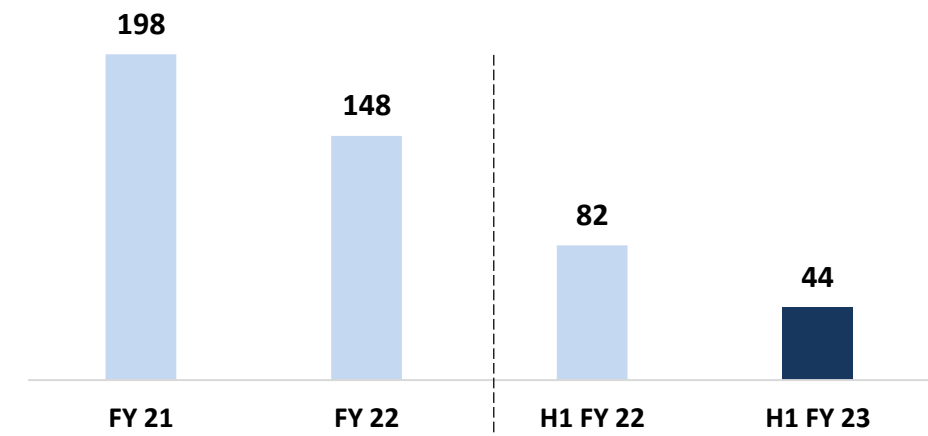
## Working Capital Days



## Receivable Days



## Inventory Days



ROE= PAT/Average Equity

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

Receivable Days = (Trade Receivables/Revenue from Operations)\*365





# Consolidated P&L Summary: Q2 and H1 FY2023

Particulars (Rs. Million)	Q2 FY23	Q2 FY22	YoY%	H1 FY 23	H1 FY 22	YoY%
<b>Revenue from Operations</b>	<b>1,343.1</b>	<b>784.9</b>	<b>71.1%</b>	<b>2,700.8</b>	<b>1,417.7</b>	<b>90.5%</b>
COGS	925.7	494.0	87.4%	1,872.0	907.1	106.4%
<b>Gross Profit</b>	<b>417.4</b>	<b>290.9</b>	<b>43.5%</b>	<b>828.8</b>	<b>510.6</b>	<b>62.3%</b>
<b>Gross Profit Margin</b>	31.1%	37.1%		30.7%	36.0%	
Employee Benefit Expenses	44.6	31.0	43.8%	87.7	57.4	52.9%
Other expenses	121.9	112.0	8.9%	227.7	207.0	10.0%
<b>EBITDA</b>	<b>250.9</b>	<b>147.9</b>	<b>69.6%</b>	<b>513.4</b>	<b>246.1</b>	<b>108.6%</b>
<b>EBITDA Margin(as a % of sales)</b>	<b>18.7%</b>	<b>18.8%</b>		<b>19.0%</b>	<b>17.4%</b>	
Depreciation and amortisation expenses	10.2	5.1	100.6%	20.2	10.1	100.6%
<b>EBIT</b>	<b>240.7</b>	<b>142.8</b>	<b>68.5%</b>	<b>493.2</b>	<b>236.1</b>	<b>108.9%</b>
<b>EBIT Margin</b>	<b>17.9%</b>	<b>18.2%</b>		<b>18.3%</b>	<b>16.7%</b>	
Finance Cost	2.3	2.1	9.3%	3.6	4.3	(15.7%)
Other Income	24.7	12.9	91.5%	34.2	41.0	(16.5%)
<b>PBT</b>	<b>263.2</b>	<b>153.7</b>	<b>71.3%</b>	<b>523.8</b>	<b>272.8</b>	<b>92.0%</b>
Total tax	55.4	42.5	30.6%	113.0	64.6	74.8%
<b>PAT</b>	<b>207.7</b>	<b>111.2</b>	<b>86.8%</b>	<b>410.8</b>	<b>208.1</b>	<b>97.4%</b>
<b>PAT Margin</b>	<b>15.5%</b>	<b>14.2%</b>		<b>15.2%</b>	<b>14.7%</b>	
<b>Basic and Diluted EPS</b>	<b>1.86</b>	<b>0.97</b>	<b>91.8%</b>	<b>3.63</b>	<b>1.82</b>	<b>99.5%</b>

## 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



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

**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



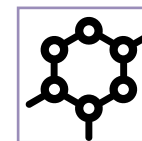
Range of products over several industries - textile, detergent, leather and allied industries



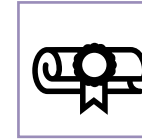
Setting up a state of art Research & Development centre in collaboration with Sasmira Institute, one of India's premier textile institutes



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

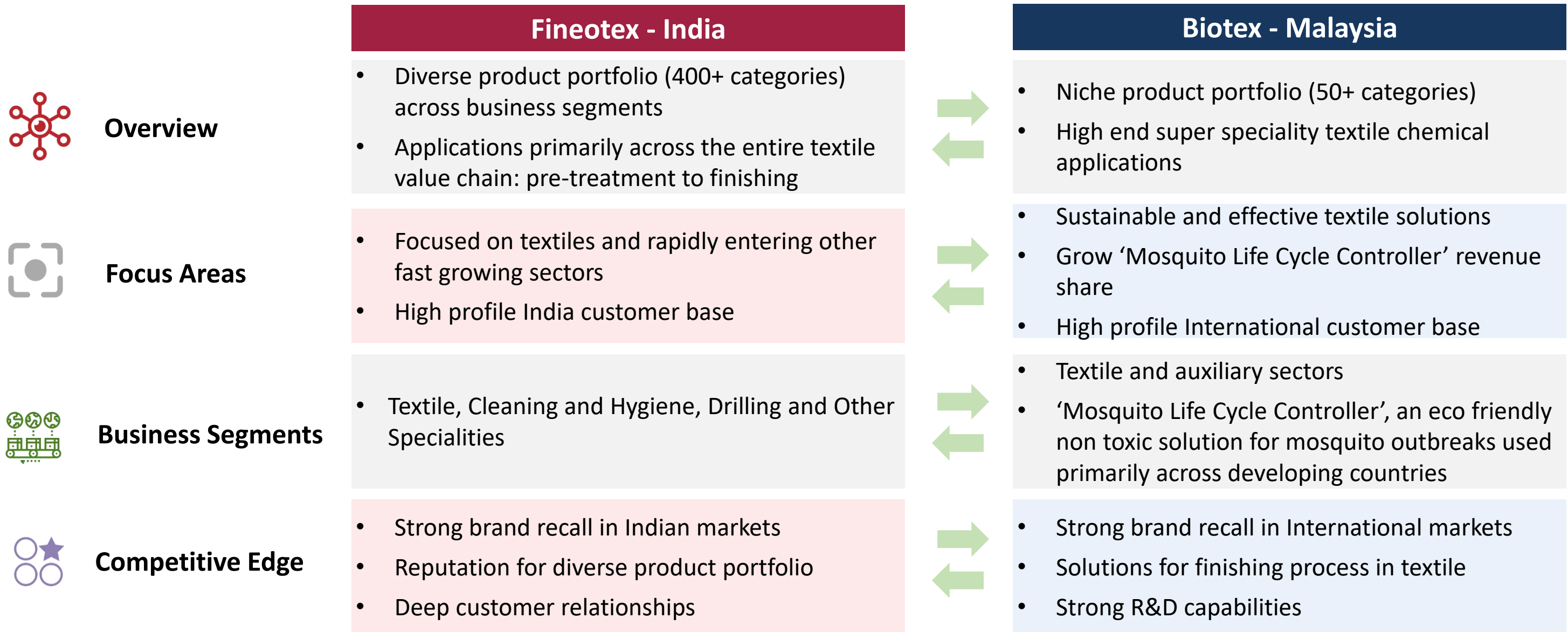


Focus on new sustainable solutions and chemicals to reduce water, time and energy consumption for the textile wet processing industry



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><b>Mahape and Ambernath, Mumbai, India</b></p>	<ul style="list-style-type: none"> <li>Strategically located plant near key port close to Mumbai with logistical advantage to textile hubs across North, West, South and Central India</li> </ul>	
 <p><b>Selangor, Malaysia</b></p>	<ul style="list-style-type: none"> <li>Easy access to high quality raw materials in the region</li> <li>Malaysian plant provides raw materials to the Indian facilities</li> <li>Cost benefits due to Free Trade Agreements (FTAs) with important regional markets like Vietnam, China and India</li> </ul>	

**Total Installed Capacity of all Plants: 83,000 MTPA**  
 (will be enhanced to 104,000 MTPA by November 2022)  
**Current Capacity Utilization: 66%**

\* GMP: Good Manufacturing Practice Certification

## About the Facility

- Located on ~4 acres of land
- Production began on 9<sup>th</sup> November 2021
- State of the art technological updates have been implemented
- Capacity enhanced to 40,000 MT through efficient process management vis-à-vis planned 36,000 MT

## Strategic Advantages

- Caters to customer demands in the existing Textile Specialities and fast growing Cleaning and Hygiene and Drilling Specialities business
- State of the art automated unit which will be fully compliant with the highest standards of sustainability
- Located in close proximity to key port areas near Mumbai providing logistical and cost advantages



**The facility provides additional manufacturing capacity for existing product lines and new growth areas**





Available across  
East and West India

64  
Distributors

14+  
Marketing Technical  
Associates

**Diversified Product Offering**

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

# 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**



- 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

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

**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



**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*



*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*

## New Accreditations



HealthGuard has received a certification from US EPA. The Environmental Protection Agency is an independent executive agency of the United States federal government tasked with environmental protection matters

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](mailto:bharatmody@fineotex.com)

### **Anvita Raghuram / Vinay Singh**

Churchgate Partners

+91 22 6169 5988

[fcl@churchgatepartners.com](mailto: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](mailto:info@fineotex.com)

[www.fineotex.com](http://www.fineotex.com)