

20 MICRONS[®]
L I M I T E D

CIN # L99999GJ1987PLC009768

Regd. Office: 9-10, GIDC Industrial Estate, WAGHODIA, Dist. : Vadodara, 391760

Ph. # 75 748 06350 E-Mail: co_secretary@20microns.com

Website: www.20microns.com

20th May, 2024

To:

**BSE Limited
Department of Corporate Services
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001.
Scrip Code : 533022**

**National Stock Exchange of India Limited
Listing Department, Exchange Plaza,
Bandra – Kurla Complex,
Bandra [East], Mumbai – 400 051.
Symbol : 20 MICRONS**

Dear Sir/Madam,

Sub: Investors Presentation.

With reference to the captioned subject, please find attached the Investors Presentation.

*The same is published on the website of the Company at **www.20microns.com**.*

This is for favour of information and records please.

Thanking you,

**Yours faithfully
For 20 Microns Limited**

**[Komal Pandey]
Company Secretary &
Compliance Officer
Membership # A-37092**

Enc.: A/a

INVESTOR PRESENTATION

MAY, 2024

*We Believe In Growth Through
Innovation, Sustainability
And Acting Responsibly*



Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. 20 Microns Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



*“Empowering **Make in India** Initiative Through Developing Cost Efficient and Import Substitute Products”*



20 MICRONS AT A GLANCE

One of the largest producers of industrial minerals

9

Manufacturing Locations

2 State-of-the-Art R&D and application testing centers in Vadodara

Innovating products that are cost-efficient and import substitute



5 captive mines to source raw materials

Global market reach with a presence in more than **65+** countries

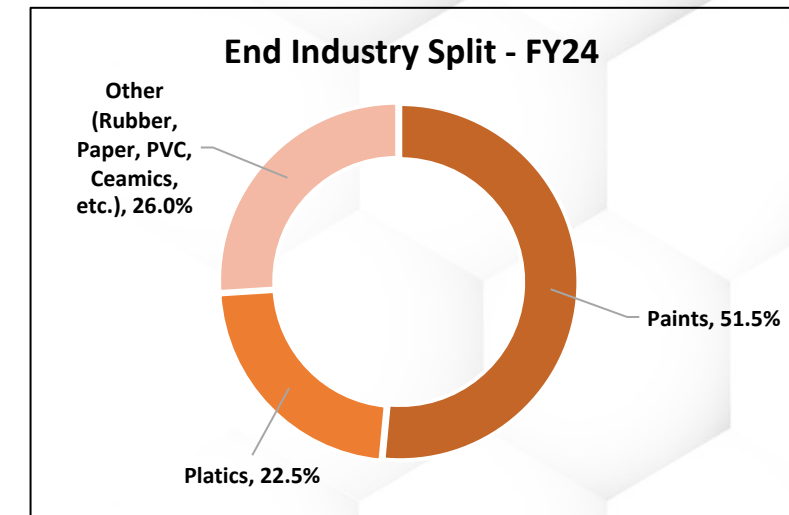
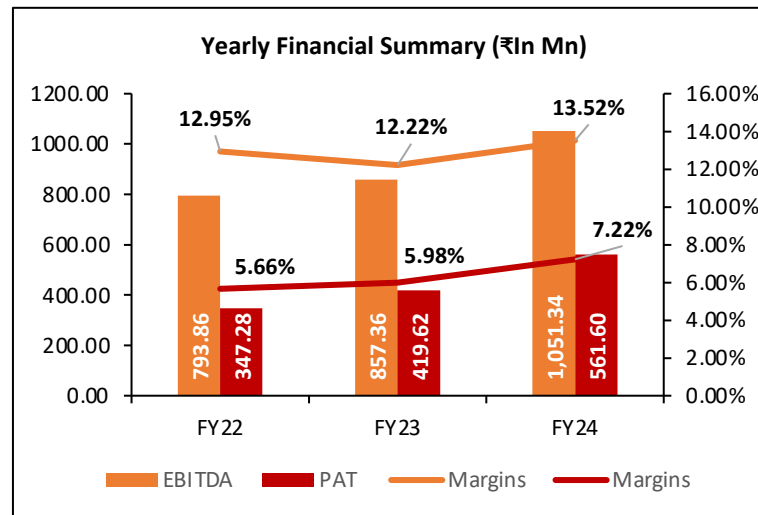
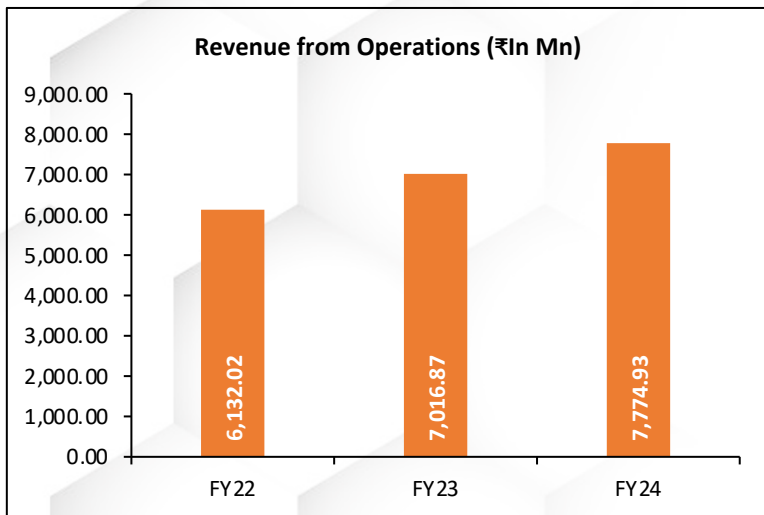
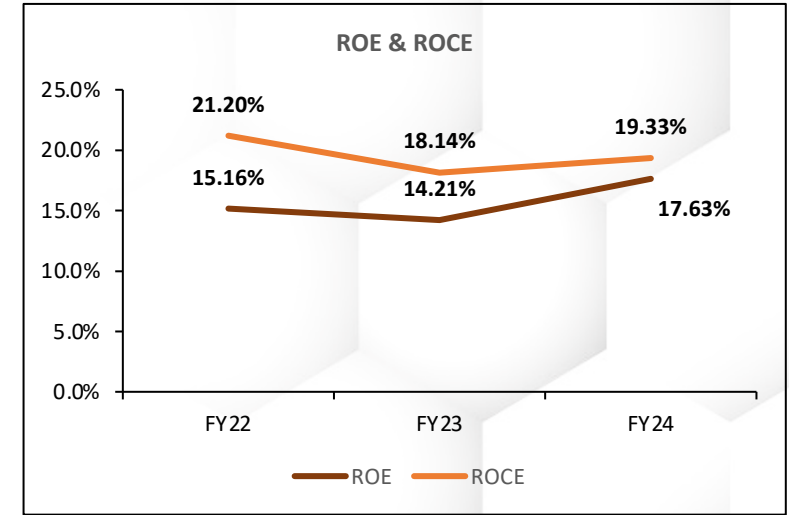
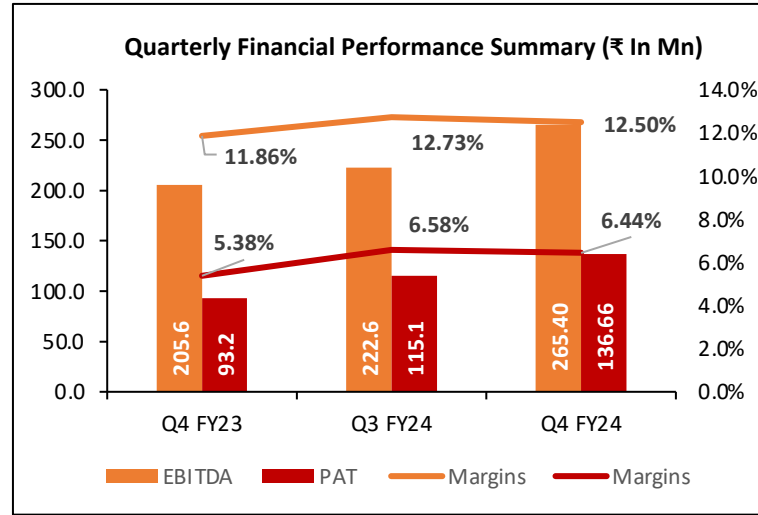
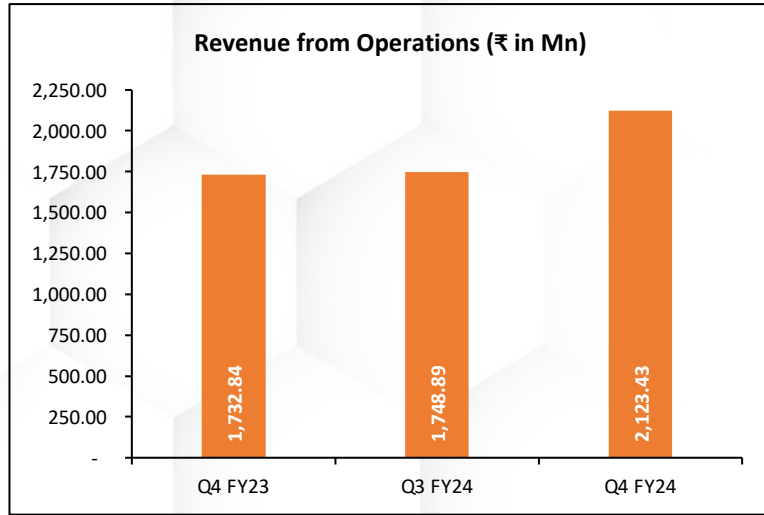
Human assets of the group **800+** comprising of in-house R&D team

30+

years of experience offering innovative products in the field of Functional Fillers, Extenders & Specialty Chemicals



IMPRESSIVE TRACK RECORD OF GROWTH



BUILDING UPON A SUCCESSFUL LEGACY



MR. RAJESH C. PARIKH
Chairman & Managing Director

- ❑ Mr. Rajesh Parikh, a Mechanical Engineer, embarked on his professional journey with the company at the age of 27.
- ❑ In his role, he oversees the development of new products and formulates marketing strategies for their launch.
- ❑ His profound insights contribute significantly to the successful execution of business initiatives under his leadership.



MR. ATIL C. PARIKH
CEO & Managing Director

- ❑ Mr. Atil Parikh, holds an MBA in Finance from a reputed business school in California, USA. Since his association with the company he has been largely contributing in developing commercial strategies and revamping the organization structure bringing in higher efficiencies.



LONG LEGACY OF DELIVERING EXCELLENCE

1990-1995

- Implementation of total quality systems
- Production capacities by **17,000 TPA**
- New manufacturing location installed at Vadadala with **18,000 TPA** capacity

1996-2000

- New manufacturing location installed at Hosur (South India) with **15,000 TPA**, diversified into Kaolin introduced a Pozzolan material

2001-2005

- New manufacturing location installed at Alwar with **6,000 TPA**.
- New manufacturing location installed at Tirunelveli with **6,000 TPA**.
- Started manufacturing new products like Synthetic Barium Sulphates, Aluminium Silicates

2006-2010

- Established new territories & sales channels in the European, North American, and Latin American Continents.
- 20 Microns began its operations in Ipoh, Malaysia for Calcium Carbonate

2016-2023

- Started manufacturing products LC 470 Pigment, Dorkafil C1, Low oil absorption Talc, Glowtox 50 Plus, Pure Micron Mica, Synthetic Redoxide, White Kaolin.
- Expanded operations in Malaysia and Vietnam for CaCO
- Inked deal with **Dorfner GmbH** for distribution of Hydrous Kaolin in 'rope and formed JV to strengthen international presence.
- Addition of roller mills leading to energy. cost efficiency. Exited Corporate Debt Restructuring.
- Inked deal with reputed Germany-based company "**Sievert Baustoffe Auslandsbeteiligungen GmbH Sievert**)" which specializes in construction chemicals and building related materials and has logistics solutions.



OUR BUSINESS MODEL

Revenue Generation

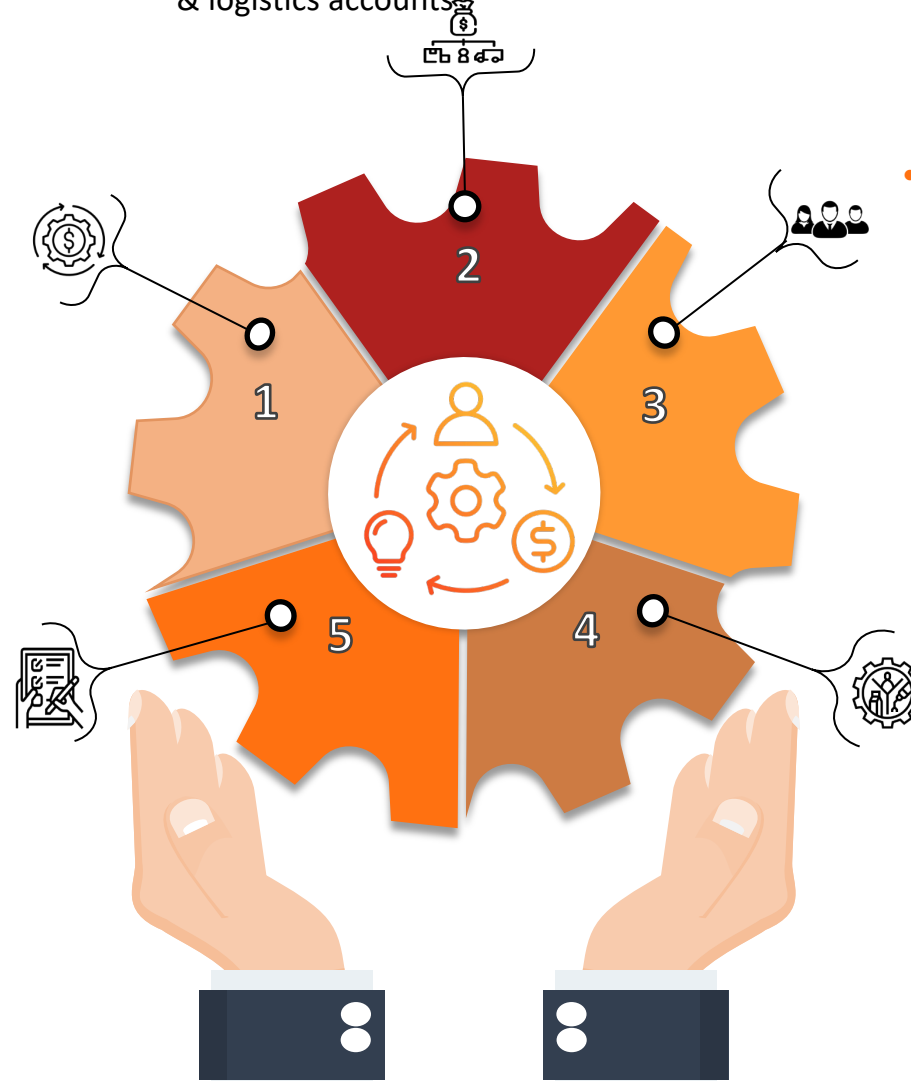
- Revenue is generated from sale of industrial minerals, specialty chemicals and branded products
- The company also generates revenue from sale of its products outside India.
- The company has formed strategic alliances and joint ventures with global players, which help to expand its business and generate revenue from new markets.

Key Activities

- 20 Microns invests in research & development to develop innovative products & processes that can be used in various industries
- The company works with close proximity with its customers to provide customized solutions based on their specific requirements

Cost Structure

- Raw material cost is ~50% of the revenue
- Other major costs are power & fuel, freight & logistics accounts



Customers

- The company is majorly into B2B operations and caters to leaders in paints, polymers, rubber, ceramics and other industries

Key Resources

- Mines
- Technology & R&D prowess
- Human Resources
- Trusted Brand Image

OUR GROUP STRUCTURE



FZE*

Engaged mainly in the trading business for various industrial minerals for export market



Manufacturing of functional additives & chemically modified minerals



VIETNAM*

Engaged mainly in the processing of high-quality available resources of Calcium Carbonate from Vietnam to Indian & export markets



Engaged mainly in the procurement of Ore and processing of Calcium Carbonate for Indian & export markets



Engaged into manufacturing of waterproofing range of construction chemicals



JOINT VENTURES

- JV with Germany-based company “Dorfner” which is a highly innovative company that supplies kaolin and quartz sand
- JV with Germany-based company “Siefert Baustoffe Auslandsbeteilligungen GmbH (Siefert)” which specializes in construction chemicals and building-related materials and has logistics solutions

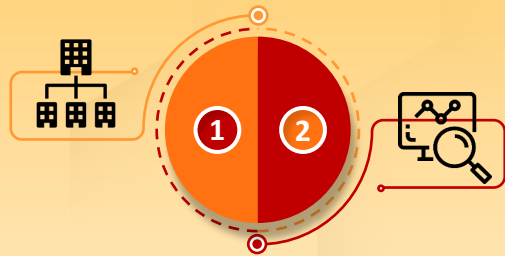
* Wholly owned subsidiary





Company Overview

A subsidiary positioning itself with a diversified portfolio mix of soft industrial minerals, functional additives & specialty chemicals



Research & technology-based company leading the industry revolution by working towards nano sizing chemistry taking the leap from sub-micron technology being used by its parent company

Business Mix



Soft Minerals

Over a decade of expertise with a range of industrial minerals like Bentonite siliceous Earth, Attapulgitite, Hydrous Kaolin and other minor minerals.



Specialty Chemicals

Expanding range of diverse specialty chemicals under the backbone of strong R&D including waxes, thickeners, matting agents and a wider range of other specialties.

Sectors

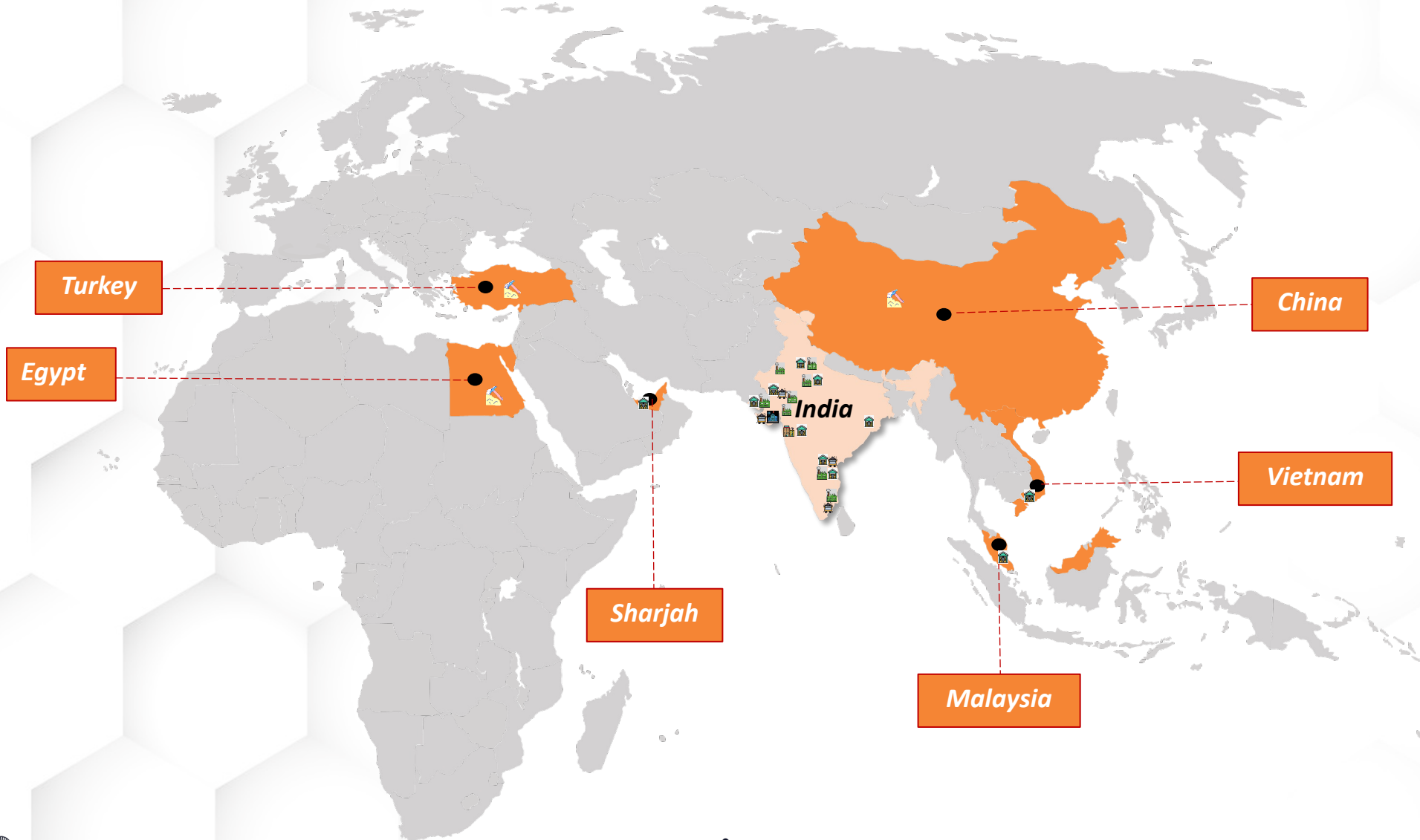
- ❑ Filter Aid
- ❑ Phosphoric Acid Purification
- ❑ Agrochemicals
- ❑ Ceramics
- ❑ Rubber
- ❑ Electricals
- ❑ Printing Inks
- ❑ Paints & Coatings
- ❑ Plastics & Polymers
- ❑ Piling & Construction
- ❑ Grease
- ❑ Poultry & Animal feed
- ❑ Foundry
- ❑ Oil Well Drilling

Key Metrics of FY24



- ❑ Revenue from Operations - ₹ 921.40 mn
- ❑ EBITDA - ₹ 106.10 mn
- ❑ EBITDA Margins – 11.52%
- ❑ PAT - ₹ 32.40 mn
- ❑ PAT Margins – 3.52%

OUR LOCATION



	Head Quarter (Vadodara)
	Corporate Office (Mumbai)
	Manufacturing Unit (Alwar, Makrana, Haldwani, Udaipur, Bhuj, Waghodia, Vadadala, Hosur, Tirunelveli)
	Office / Warehouse (Delhi, Haldwani, Swaroopgunj, Mundra, Kolkata, Mumbai, Anantpur, Chennai, Malaysia, Vietnam, Sharjah)
	Sourcing Point (Egypt, Turkey, China)
	Mining Resources (Rajasthan, Gujarat, Tamil Nadu, Andhra Pradesh)

Note: Map only for illustrator purpose

OUR PRODUCT OFFERINGS

VERSATILE AND COST-EFFICIENT PRODUCTS



1 Industrial Minerals

- Calcium Carbonate
- Natural Baryte
- Natural Talc
- Natural Mica
- Natural Silica
- Calcined Kaolin

- White Pigment Opacifier
- Synthetic Aluminium Silicate
- High Performance Opacifier
- Flash Calcined Clay
- Matting Agent
- Polyethylene Wax
- Organo Clays

2 Functional Additives



3 Retail Segments

- 20 MCC
- MinFert



Our Product Application

Partially substituting expensive chemicals in multiple industries

KAOLIN

The Sustainable
Alternative to
Titanium Dioxide

ZINKOMER

An innovative
excellence to replace
conventional Zinc
Oxide white seal in
rubber application

LC 110

Cost effective
white pigment
opacifier

FMSIL

An innovative
precipitated silica
for paint 2 coating

Natural Amorphous & Diatofcl 570

Next Generation
cost effective
silica

OUR CONTRIBUTION IN THE INDUSTRY

Paint

Specialized coating formulations with engineered pigments & pillars

The company collaborates with universities and research institutes to heavily invest in optimizing conventional extenders into new multifunctional mineral additives with novel chemistry for waterborne, solvent-borne, and powder coatings

Rubber

Collaborated with rubber associations and labs to develop specialties for partially replacing expensive traditional pigments and chemicals like Carbon Black, Zinc Oxides, and precipitated silicas.

Plastic

Ventured into development of high-end Micronized Waxes, Lubricants, and Processing Aids development for polymer, PVC, and cable industries, replacing imported products. Focus on nano composites and desiccant products reflects our commitment to industry needs

Paper

The R&D centre has formulated various innovative as well as value-added synthetic products in recent times and offering new innovative products every year.

20 Microns has prolonged association with the central pulp and paper research institute, India; which enables the company to explore the developments & requirements of all major industries using functional fillers and extenders.

Construction

Developed an innovative product pipeline which simply waterproofs and leak proof homes, making it cost effective, environment friendly and stronger concrete foundations / structures.

And Many More.....

UNWAVERING FOCUS ON R&D

Approved by DSIR,
Ministry of Science
& Technology



R&D team that
brings extensive
specialized
knowledge to the
organization



Developed Micro
nutrient in the Agro
industry space



Customer
Capitalizes on
our application
knowledge,
technological
expertise



Innovation is a
strong driver
for growth



Unique ability
to generate
value-added
solutions &
tailored made
products suited
to each customer



Focus on cost reduction
customer friendly &
environment-safe
products



High-End
Technical
Equipment



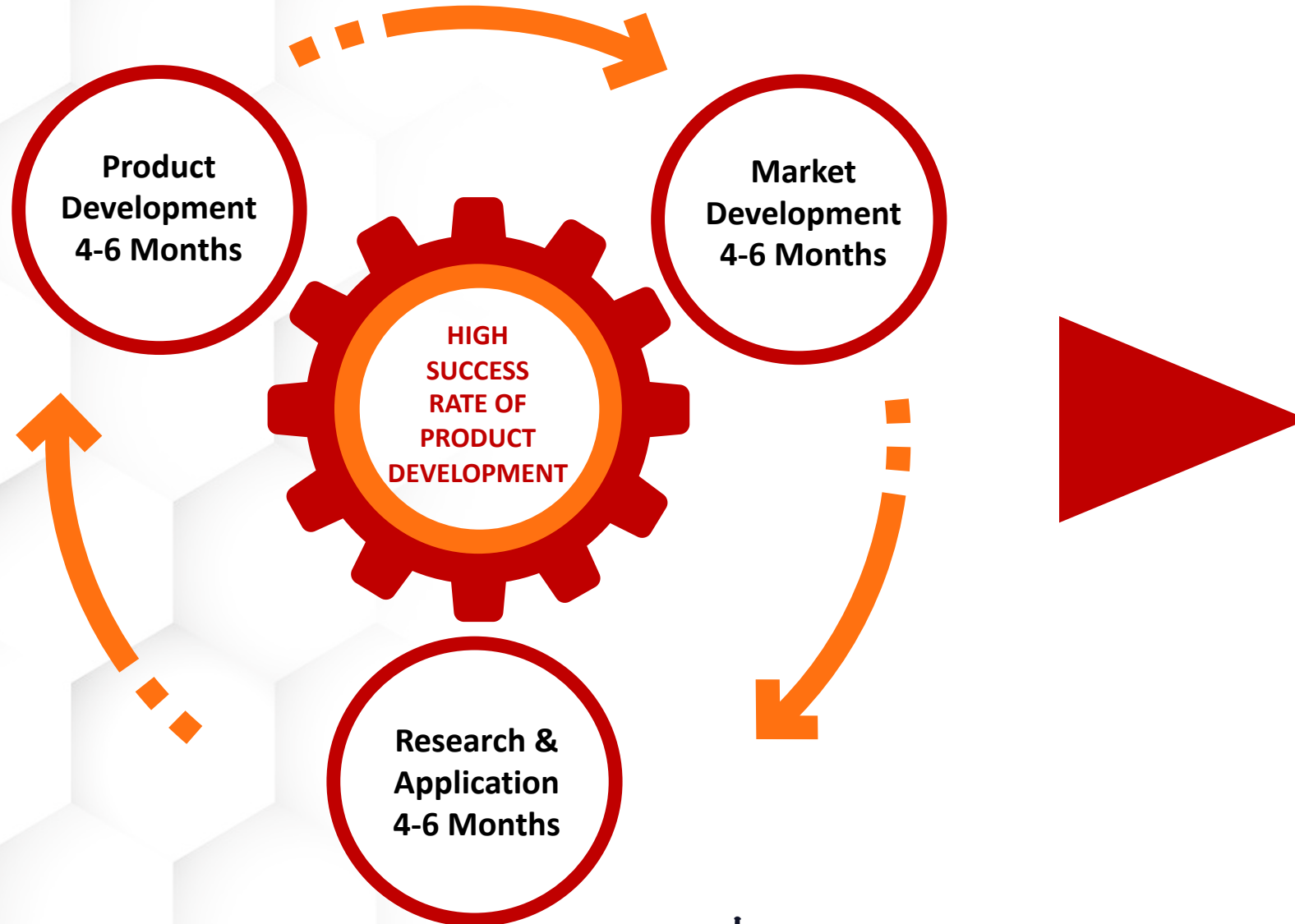
Inhouse State
of the Art R&D
facility &
application
center



In-house product
development units
for paint, plastic,
polymers, rubber,
paper, ink, etc



OUR PRODUCT DEVELOPMENT CYCLE



Overall
product
journey
from
development
stage
1-1.5 Years



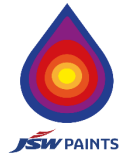
CLIENTELE

Paints

Consumer Goods

Pipes, Wires & Cables

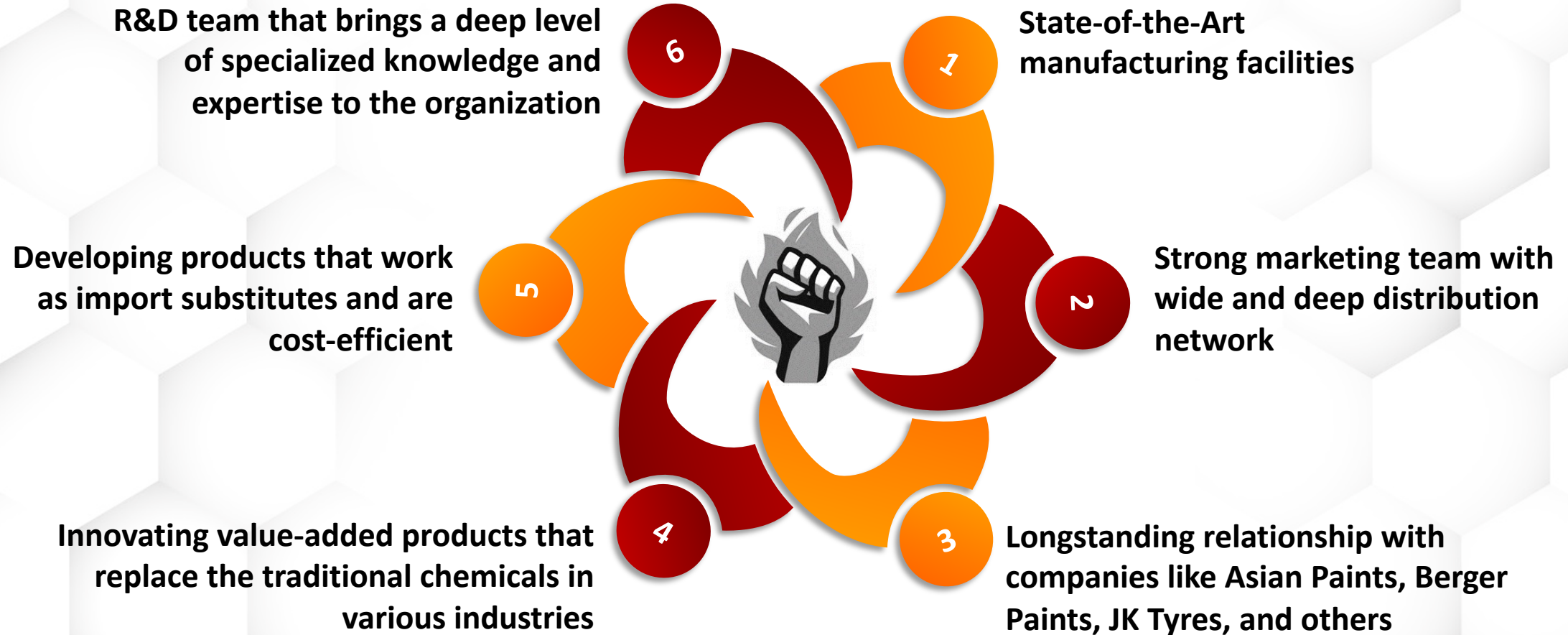
Tyre



And Many More.....



CORE BUSINESS CAPABILITIES & KEY STRENGTHS



BUSINESS & GROWTH STRATEGY



01

**Strong product pipeline
paints, paper, rubber
industries, etc**



02

**Capitalizing on China+1
theme to become one
of the preferred
suppliers globally**



03

**Investing in innovation
will enable the
expansion of the
product portfolio and
geographical reach**



04

**20 Microns engages its
research efforts in
sectors with the highest
growth potential and
further capitalizes on
higher scales of
economies**



05

**20 Microns consistently
seeks to establish bolt
on joint-ventures with
partners around the
world, in order to
leverage synergies and
produce the highest
quality products.**



GROWTH STRATEGY

Future Growth Strategy



Strategic tie ups to expand product portfolio and geographic reach

Develop value-added/specialized products aimed at import substitution

Expanding retail and distribution footprints for our retail segment

Acquisitions of mines for providing key raw materials without hiccups

The company will invest ~₹600 Mn to augment its production capabilities

What We Did In FY 2024



Inked deal with a Germany-based company "Sievert Baustoffe Auslandsbeteilligen GmbH Sievert)" which specializes in construction chemicals and building related materials.

Added ~10 products in 20 Microns Nano

New markets added: Poland, Italy and Russia

Identification of mines is under process

Invested ~₹110 Mn from internal accruals to upgrade the machinery



MANAGEMENT COMMENTARY

Commenting on the performance of Q4 FY24, the management team of 20 Microns Ltd. stated:

*We are delighted to announce that we have achieved highest ever revenue in Q4 FY24, driven by the addition of new client, expansion of our product line by adding **10+** products, and the widening of our distribution channels. Our revenue from operations increased by **22.54%** from **₹1,732.84 Mn in Q4 FY23 to ₹2,123.43 Mn in Q4 FY24**. EBITDA margins showcased **improvement to 12.50%** in Q4 FY24 from **11.86%** in Q4 FY23 led by our sustained commitment to cost efficiency. PAT stood at **₹136.66 Mn in Q4 FY24 compared to ₹93.19 Mn in Q4 FY23** showcasing a robust growth of **46.65%** on YoY basis.*

We'd also like to emphasize that the emergence of new players in the paint industry presents a significant opportunity for us, given our established reputation in the market. Furthermore, our recent expansion of the procurement network in the Middle East ensures that we can meet client requirements and acquire minerals at competitive costs, thereby enhancing our throughput margins.

Further, the recent collaboration with Sievert brings together complementary strengths and expertise, allowing us to leverage synergies and capitalize on emerging opportunities in the market. With Sievert's established presence and resources, coupled with 20 Microns' technological prowess and industry knowledge, we are well-positioned to deliver enhanced value to our customers and stakeholders. Through this partnership, we aim to expand our product offerings, enhance operational efficiencies, and accelerate our market penetration.

We recognize the significance of adjusting to shifting market dynamics and evolving customer preferences. We firmly believe that ongoing enhancement is crucial for maintaining a competitive edge. Moreover, we remain steadfast in our commitment to delivering customer-centric solutions within the industrial mineral sector. Through significant enhancements in operational efficiency, we consistently innovate our product offerings. Additionally, as part of our strategy to solidify our industry leadership and bolster our competitive position, we are actively expanding our capacities and product range.

We extend our gratitude to our dedicated employees for their hard work and to our investors and stakeholders for their unwavering support and encouragement.”



CONSOLIDATED INCOME STATEMENT

Particulars (₹ in Mn)	Q4 FY24	Q4 FY23	YoY%	Q3 FY24	FY24	FY23	YoY
Revenue from op.	2,123.43	1,732.84	22.54%	1,748.89	7,774.93	7,016.87	10.80%
Other Income	10.93	4.70		3.79	40.65	29.34	
Total Revenue	2,134.35	1,737.54	22.84%	1,752.68	7,815.58	7,046.21	10.92%
Total Expenses ex. Finance cost & D&A	1,858.05	1,527.26		1,526.25	6,723.60	6,159.51	
EBITDA (excl. Other Income)	265.40	205.58	29.10%	222.64	1,051.34	857.36	22.63%
EBITDA Margin (%)	12.50%	11.86%		12.73%	13.52%	12.22%	
Finance Cost	46.43	41.34		35.76	164.62	177.63	
D&A	37.11	37.02		36.93	143.49	138.05	
PBT before Exceptional Item	192.77	131.92		153.75	783.86	571.02	
Exceptional Item	-	-		-	15.56	-	
PBT	192.78	131.92		153.75	768.32	571.02	
Share of net profit/(loss) of equity accounted investee	0.48	(0.12)		0.21	1.53	0.90	
PBT	193.25	131.80	46.64%	153.95	769.84	571.92	34.61%
Total Tax	56.60	38.61		38.90	208.25	152.31	
PAT	136.65	93.19	46.65%	115.05	561.60	419.62	33.84%
PAT Margin %	6.44%	5.38%		6.58%	7.22%	5.98%	
Other Comprehensive Income	63.56	(1.36)		0.29	62.68	(0.80)	
Net PAT	200.21	91.83	118.02%	115.34	624.27	418.82	49.06%
Diluted EPS	3.87	2.64		3.25	15.89	11.85	

Financial Performance Comparison FY24 v/s FY23:

- Consolidated revenue from operations increased by 10.80% and stood at ₹7,774.93 Mn in FY24 from ₹7,016.87 Mn in FY23. This growth was led by addition of new customer and through enhancing our core offerings through several strategies, such as expanding distribution channels and launching new products.
- EBITDA increased by 22.63% from ₹857.36 Mn in FY23 to ₹1,051.34 Mn in FY24 margins improved from 13.52% in FY24 to 12.22% in FY23.
- PAT during the year stood at ₹561.60 Mn in FY24 compared to ₹419.62 Mn in FY23 with margins improving to 7.22% from 5.98%.

CONSOLIDATED BALANCE SHEET STATEMENT

Particulars (₹ in Mn)	As on 31st Mar 2024	As on 31st Mar 2023
Assets		
Non-Current Assets		
Property, Plant and Equipment	2,052.69	2,062.19
Capital Work in Progress	122.59	72.38
Right of Use Assets	54.57	56.15
Intangible Assets	15.01	16.35
Intangible Assets under Development	-	2.72
Goodwill on Consolidation	-	-
Investments in associates	4.55	3.02
Investments	169.41	87.13
Other Financial Assets	64.24	85.63
Deferred Tax Asset	13.64	13.93
Other Non-Current Assets	81.33	95.93
Total Non-Current Assets	2,578.02	2,495.44
Inventories	1,128.29	1,152.39
Trade receivables	1,255.21	974.67
Cash and cash equivalents	487.47	202.82
Bank Balances other than above	115.56	96.59
Loans	32.13	3.66
Other financial assets	47.57	39.26
Other current assets	224.93	274.37
Asset Classified as Held for Sale	28.81	-
Total Current Assets	3,319.96	2,743.76
TOTAL ASSETS	5,897.98	5,239.20

Particulars (₹ in Mn)	As on 31st Mar 2024	As on 31st Mar 2023
Liabilities		
Share Capital	176.43	176.43
Other Equity	3,353.10	2,759.35
Total Shareholders Equity	3,529.54	2,935.79
Non-controlling interest	11.44	10.53
Borrowings	124.13	185.69
Lease liabilities	37.27	42.38
Other Financial liabilities	5.08	4.22
Deferred tax liabilities	288.69	262.94
Provisions	6.45	-
Total Non-Current liabilities	461.61	495.23
Borrowings	1,032.08	833.50
Trade Payables	620.30	787.86
Lease liabilities	20.22	16.73
Other Financial liabilities	133.98	103.10
Other current liabilities	63.54	48.21
Provisions	8.29	3.62
Current Tax Liabilities	16.98	4.64
Total Current liabilities	1,895.40	1,797.65
TOTAL EQUITY AND LIABILITIES	5,897.98	5,239.20

CONSOLIDATED CASH FLOW STATEMENT

Particulars (₹ In Mn)	FY24	FY23
Cash flow from Operating Activities	544.43	631.97
Cash flow from Investing Activities	(231.15)	(176.74)
Cash flow from Financing Activities	(28.64)	(379.73)
Net Changes in Cash and Cash equivalents	284.65	75.50



BUSINESS OUTLOOK



Further penetration of retail products in agrochemicals (Minfert) & construction chemicals (20 MCC) by using a cluster based go to market strategy to ensure high customer retention & increased brand recall



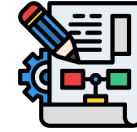
Plans to invest in expanding capacity in existing locations as well as new locations. Additionally, the company further plans to acquire mines



Prioritizing the development of products with higher profitability to improve the overall financial performance



Developing superior quality product with raw materials procured from various domestic and international sources



Strengthening & developing strategic initiatives like JV with Dorfner and Sievert and capitalizing on other potential activities

1

2

3

4

5

FINANCIAL OUTLOOK



Management expects the revenue to grow by 10%-15% for the year FY25 over FY24, mainly on account of evolving product mix

EBITDA margin for FY25 to remain in a similar range as existing with likely improvement of 30-60 bps

STATE OF ART MANUFACTURING FACILITIES



Received Prestigious Ecovadis Silver Medal For It's Alwar Location With Focus On Sustainability, Ethics, Environment, Labor & Human Rights.

Healthcare & Sanitation

- ❑ Diabetics' awareness program in Vadodara district for the different classes of people.
- ❑ Complete and comprehensive free check-up services such as blood check-up, consultancy & providing of medicines to the needy & poor people including children who is suffering from the diabetics.
- ❑ Collaboration with various community based organizations, government schools, NGO's, etc for providing/conducting diabetic related awareness.
- ❑ Awareness and free consultation services to juvenile diabetic patients in Vadodara district.
- ❑ Providing aid to patients suffering from kidney disease in form of dialysis.
- ❑ Adhering to the message to taking India from diabetes capital to diabetes care capital.v



Other CSR Activities

- ❑ Livelihood and skill development in various sectors/villages.
- ❑ Other Human Development Index projects.
- ❑ Providing computers and equipment to registered schools for educational activities.

CAPITAL MARKET INFORMATION

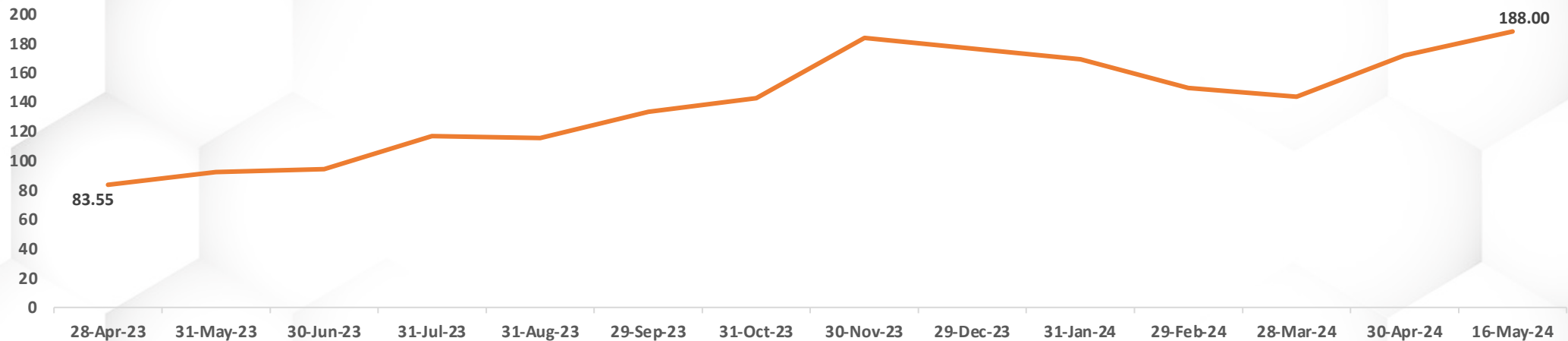
Shareholding Pattern:

Particulars	As of 31 st March 2024
Promoter & Promoter Group	44.95%
FPI	0.73%
Public	54.32%
Total	100.00%

Market Indicators:

Issued Shares	3,52,86,502
Share Price (As on 16 May 2024)	188.00
Market Cap (₹ In Mn.)	6,633.90
52 weeks High/Low	201.00/81.85

Share Price Chart



Source : NSE

20 MICRONS[®]
L I M I T E D

THANK YOU

For further information on the Company, please visit
www.20microns.com

20 Microns Ltd

Mrs. Komal Pandey

(Company Secretary & Compliance Officer)



+91 9429896036



co_secretary@20 microns.com

**Captive IR Strategic
Advisors Pvt. Ltd.**

Vinayak Shirodkar / Naman Maheshwari

+91 93724 67194



Vinayak@cap-ir.com/naman@cap-ir.com

