#### **Fine Organic Industries Limited**

Regd. Office

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CIN :L24119MH2002PLC136003 Tel :+91-22-2102 5000 Fax :+91-22-2102 8899 / 2102 6666

Email: info@fineorganics.com Web: www.fineorganics.com

Date: May 29, 2021



То	То
BSE Limited	National Stock Exchange of India Limited
Phiroze Jeejeebhoy Towers,	Plot No. C/1, "6" Block, Exchange Plaza
Dalal Street,	Bandra Kurla Complex, Bandra (East)
Mumbai - 400 001	Mumbai - 400 051

Security Code: 541557 Symbol: FINEORG

Subject: Disclosure of information under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015

Dear Sir / Madam,

Pursuant to the regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, please find attached herewith Investor Presentation – May 2021 of the Company.

The aforesaid presentation is also available on the Company's website www.fineorganics.com.

We request you to take the above information on your record.

Thanking you,

Sincerely,

For Fine Organic Industries Limited

Pooja Lohor

**Company Secretary and Compliance Officer** 



# **CELEBRATING** 50 YEARS FINE ORGANICS **FINE ORGANICS** 2021

# THE **LEAFMARK**

The leafmark symbolises nature as a source of innovation



# THE TYPEFACE

The readable and geometric typeface represents our focus on technology and the customer

FINE ORGANICS
FINE ORGANICS

**FINE ORGANICS** 

# THE LOGO

The Logo serves as a beacon for **sustainable** and **customer-centric innovation** 



## Safe Harbor



This presentation and the accompanying slides (the "Presentation"), which have been prepared by Fine Organic Industries Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



# Expertise in Oleo-chemistry



An established and reputed international player of oleochemical-based additives, rooted in India

We are omnipresent and form a part of your life in every way

Leading producer of the widest range of additives for foods, polymers, cosmetics, coatings etc

A Technical Pinch of salt in the end product making a HUGE difference in the product performance

**Making Things** 

**Better**®

We create Specialty additives for diverse applications

Solution-centric approach Innovation-driven mindset

Pioneered in developing wide range of unique speciality additives for a variety of applications that are connected to humans in their daily lives



# Why FINE additives are preferred?



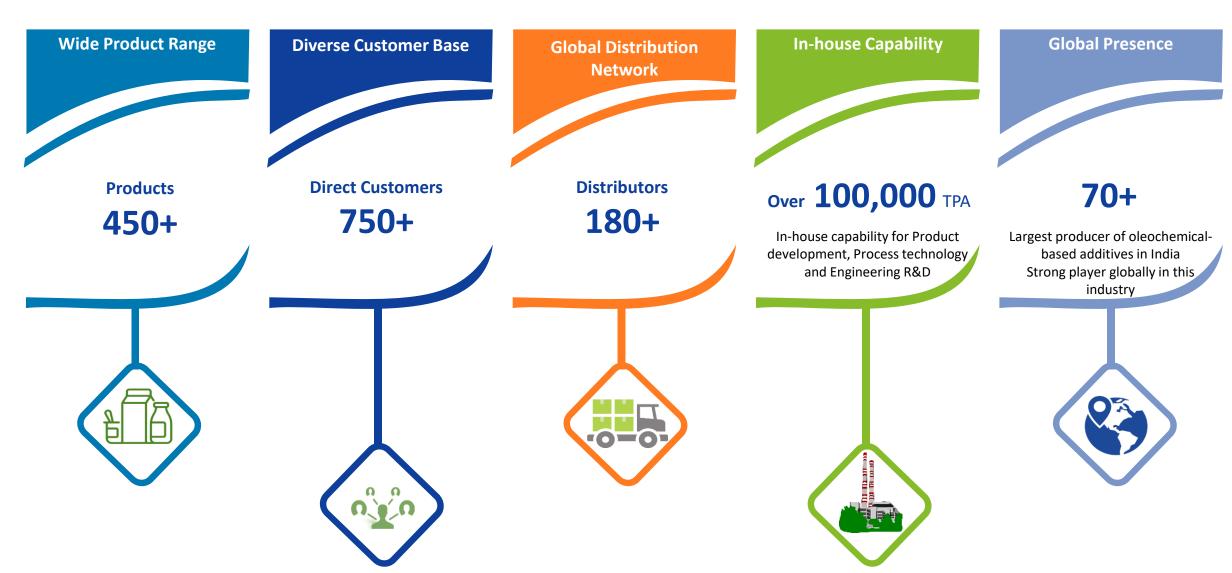
- ✓ FINE green additives have been effectively replacing potentially hazardous chemicals in wide range of industries such as plastics, packaging, foods, cosmetics, rubbers, coatings etc. without compromising on the performance
- ✓ Increasing consumer awareness for environment has resulted in remarkable preference for 'Green' and 'Sustainable' products
- ✓ FINE additives are majorly bio-based, safe to use and bio-degradable; therefore, can offer the most effective benefits through 'Sustainability' combined with excellence in functionality and safety
- ✓ Minimized waste generation, effluent management through effective production process and stringent compliance to regulations

## Demand for oleochemical derived additives is increasing



# Legacy in Green Additives







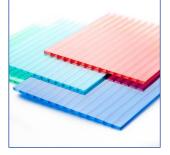




















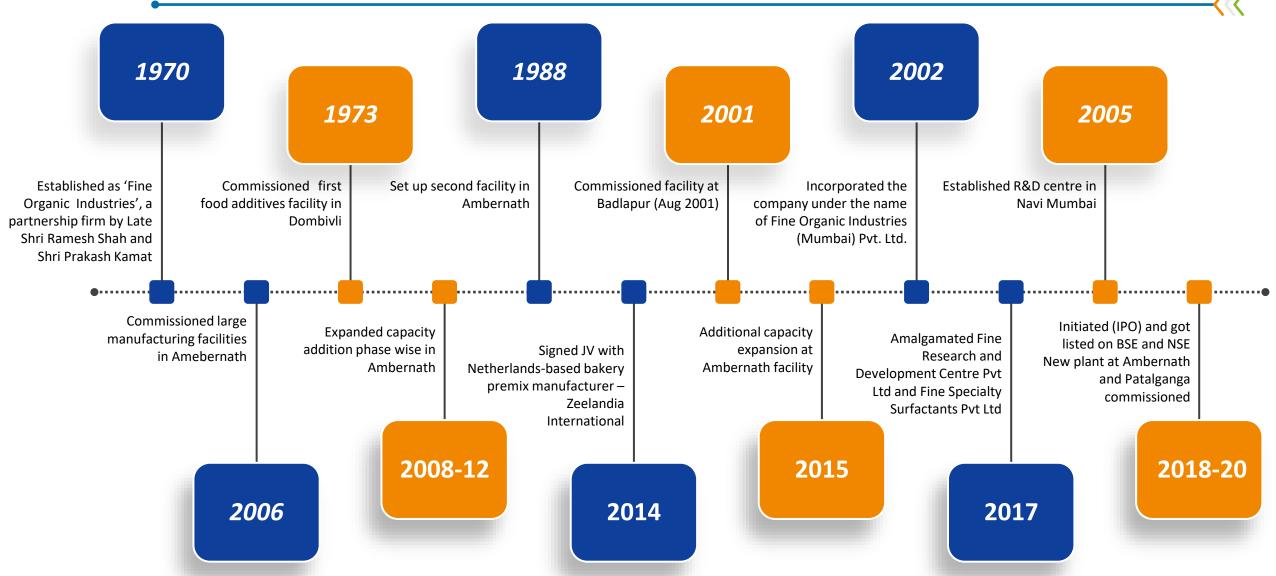






# 50 years of Journey





# A Fine Family



700+

**Employee** strength

>15%

Women employees >8%

**Employees** completed 25 years of journey with us

>15%

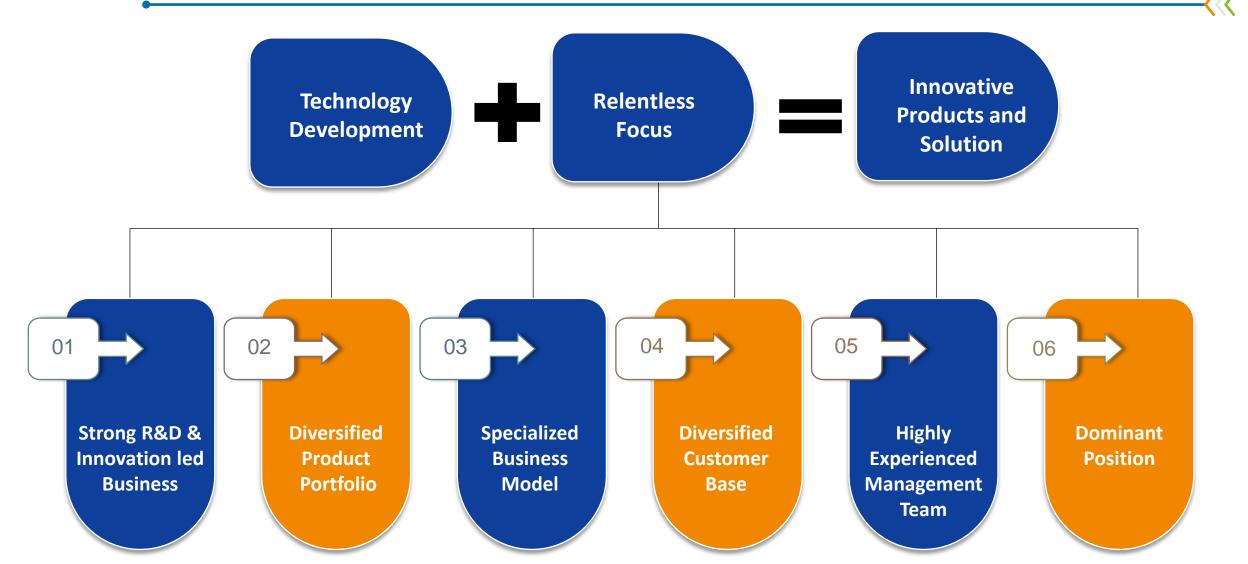
Comprise 1st & 2nd generation of employees

Integrity is both a value as well as a character that is embedded in every Fine Organics employee, manifesting itself in every thought and action, every day with everyone

Creating and encouraging home-grown leadership with the signature Fine Organics character comprising integrity, trust, fairness and strong values

# Strength formulae for Success of FINE ORGANICS





# 1. Strong R&D: Innovative Approach







Strong R&D Capabilities

- Value Creation; Effective and Efficient technical support to customers
- Dedicated team of 18\* Scientists,
   Engineers and Technologists



In-House Design and Engineering

- In-house capabilities for plant designing and engineering
- Minimize capital expenditures & quicker commissioning



New Product Developments

#### Specialty Additives for:

- Feed nutrition
- Coatings

Foods

Polymers

CosPha

Focus on



Exploring
New Markets

Creating
Downstream
Products

# With Industry Standards and Regulatory Credentials



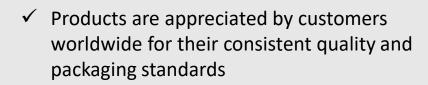






Setting new benchmarks in quality and consistency





















Fine's facilities are fully geared towards meeting growing Global Demands

# 2. Diversified Product Portfolio: Multiple End-users



**/**//

The diversity of oleochemistry has enabled us to develop a wide range of additives for PVC, Polyolefins, Styrenics, Polyamides & other engineering polymers, Rubbers and Elastomers





Expanded its range to anti-fungal agents, bread improvers, beverage clouding agents etc.

Pioneer in manufacturing &

marketing of emulsifiers in India.

Our product range for CosPha (Cosmetic and Pharmaceutical) applications serve as base ingredients.

They enhance appearance and use for end-uses in skin care products like Creams, Lotions & Ointments etc





Using our oleochemistry expertise, we have developed a line of functional additives and special formulations for several other industries

# 2. Diversified Product Portfolio: Multiple End-users



#### **Food Additives**

Additives for maintaining the quality and freshness of the food products, impart better product structure integrity and helps in increasing the shelf life of food products

#### **Emollients for Cosmetics**

Enables manufacturing of products with different structures like creams, gels, pastes, lotions etc. Aids in achieving long term physical stability for transport and storage. Increases sensory perception and the chemical stability of the sensitive active agents

#### **Polymer Additives**

Used for various functionalities in wide range of plastic products made from various polymers

#### **Feed Nutrition Additives**

Replaces harmful antibiotics and improves feed efficiency and imparts several technical advantages to the end products

#### **Additives for Coatings**

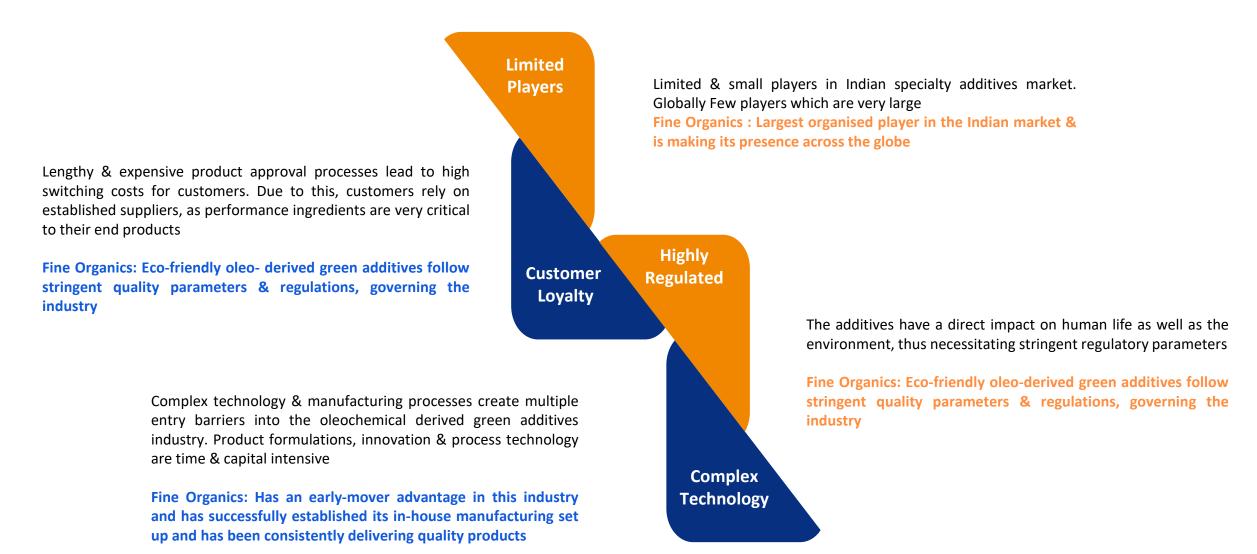
Used as anti-settling agents, emulsifiers, thickening/anti-sagging agents, wetting and dispersing agents, defoamers, biocides and anti-mar waxes for use in coating applications. Capable of improving the appearance and durability of a coating

#### **Specialty Additives**

A wide range of specialty performance additives for various industries

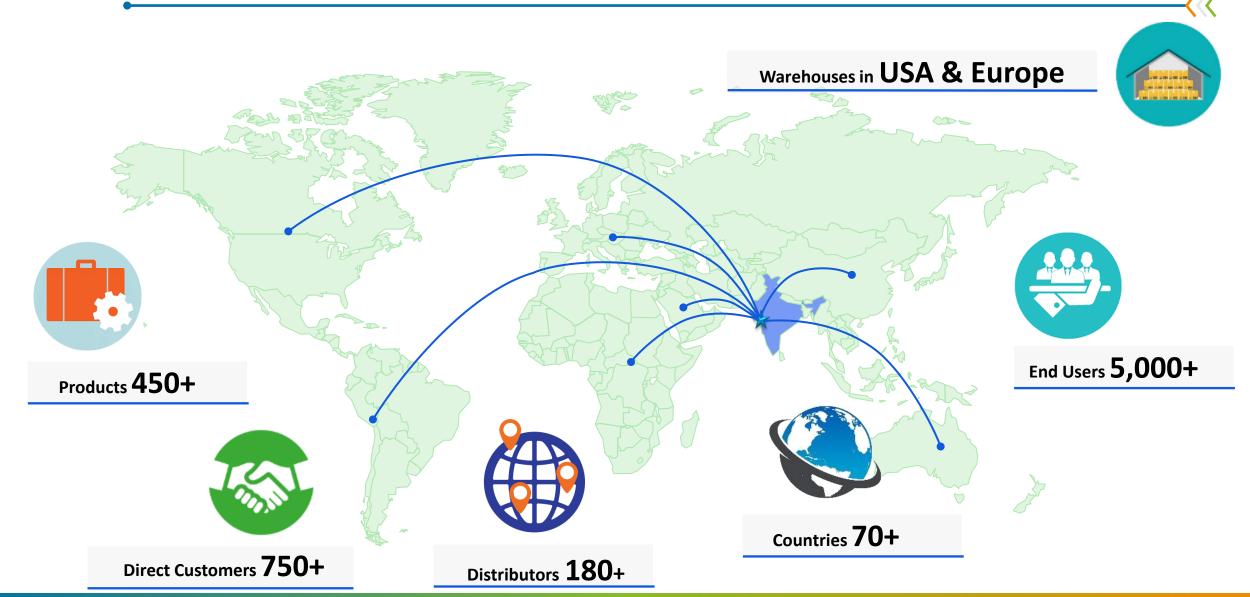
# 3. Specialised Business Model: Entry Barriers





## 4. Diversified Customer Base





# 5. Highly Experienced Management Team





#### **Prakash Kamat – Executive Director and Chairman**

- Holds a M.Sc. Tech- Master of Science & Tech (Oils) from Institute of Chemical Technology (formerly UDCT)
- Associated with the group since inception having experience in product development, process technology and R&D



#### **Prakash Apte – Independent Director**

- On the Board since Nov 2017. Holds a Bachelor's degree in Mechanical Engineering
- Previously served as MD of Syngenta India



#### Mukesh Shah – Managing Director

- Joined in 1973. Holds a Bachelor's degree in Science
- Played a key role in establishing quality control and marketing



#### Kaushik Shah - Independent Director

- On the Board since Jan 2018. Holds a Bachelor's degree in Commerce and a Qualified Chartered Accountant
- Previously served as MD of Fulford (India)



#### Jayen Shah – Executive Director and CEO

- Joined in 1986. Holds a Master's degree in Science
- Instrumental in creating a strong vendor-partner network



#### Mahesh Sarda – Independent Director

- On the Board since Nov 2017. Qualified Chartered Accountant
- Previously served as a Partner at Deloitte Haskins & Sells



#### Tushar Shah - Executive Director and CFO

- Joined in 1989 and led several initiatives like ERP, CRM, etc.
- Key role in the development of the first slip additive facility



#### Parthasarathi Thiruvengadam – Independent Director

- On the Board since Nov 2017. Holds a BTech degree from IIT,
   Madras and Post Graduate in Industrial Engineering
- Previously served as a Senior Director with Deloitte India



#### **Bimal Shah – Executive Director**

- Joined in 2009. Holds a Bachelor's degree in Science from Purdue University and a Master's degree from Boston College
- Led initiatives for new projects and processes

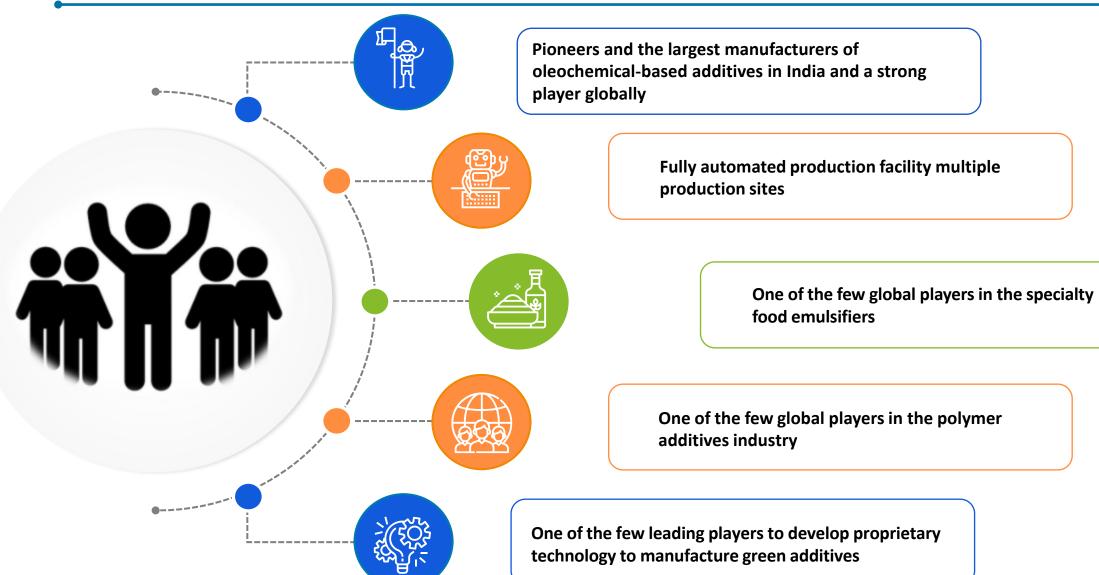


#### Pratima Umarji – Independent Director

- On the Board since Nov 2017. Holds a Law degree
- Current panel member of the "Lok Adalat", Bombay High Court

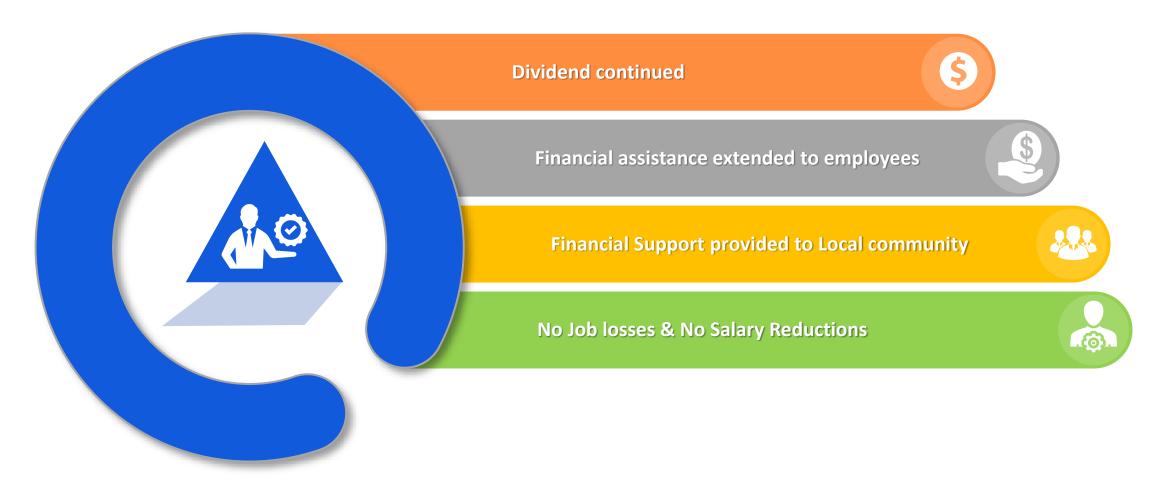
# 6. Dominant Position







• Fine's Safe Chemistry & Philosophy supporting fight against COVID-19











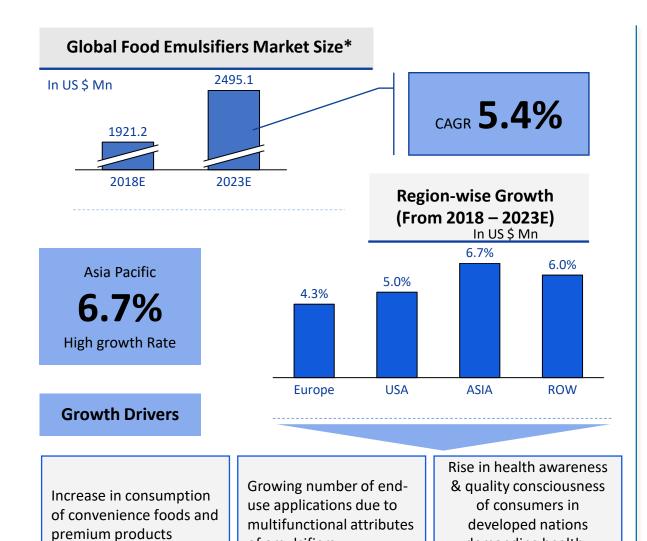
# **INDUSTRY POTENTIAL:**

**MULTIPLE GROWTH LEVERS** 

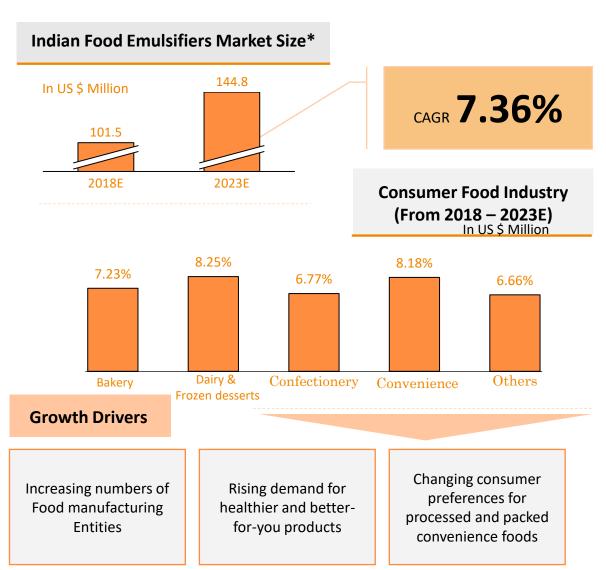
- 1. Food Additives
- 2. Polymer Additives
- 3. Other Specialty Additives

### 1. Food Additives





of emulsifiers

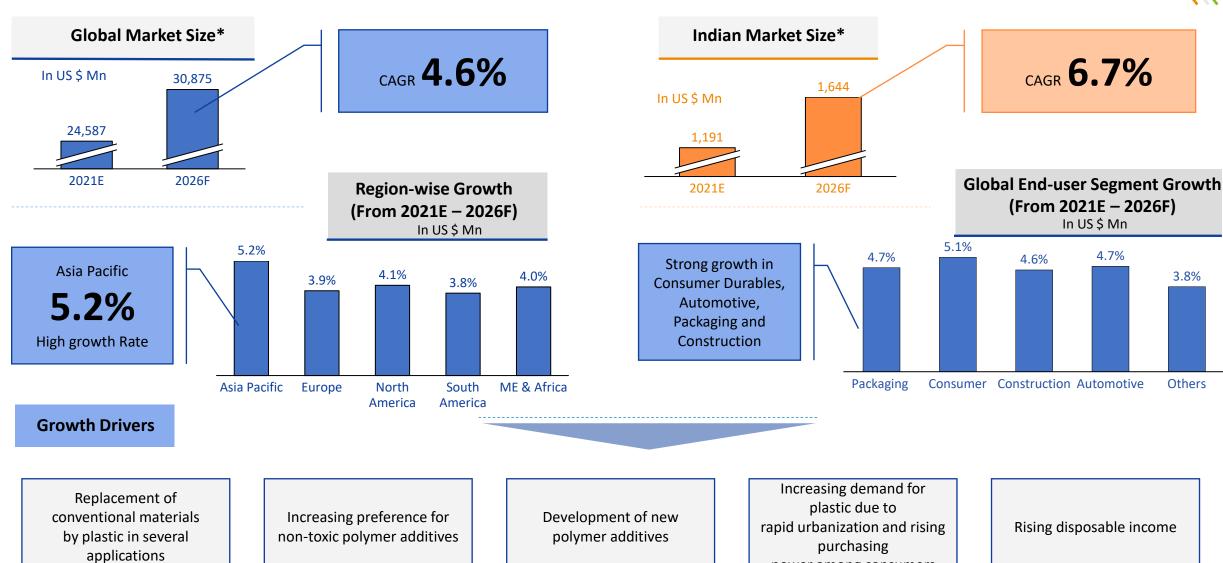


demanding healthy

packed foods

# 2. Polymer Additives





power among consumers

# 3. Other Specialty Additives: Key Drivers



Industry	Specialties	Feed Nutrition	Cosmetics & Pharmaceuticals	Additives for Coatings	Rubber
Key Additives & Ingredients	<ul><li>Lube additives</li><li>Property modifiers</li></ul>	<ul><li>Natural Antibiotics</li><li>Nutritional Additives</li><li>Anti-fungal Additives</li></ul>	<ul> <li>Emulsifiers &amp; Emollients</li> <li>Pharmaceuticals –         Coating Ingredients     </li> </ul>	<ul> <li>Dispersing agents</li> <li>Emulsifiers</li> <li>Wetting Agents</li> <li>Defoamers</li> <li>Slip Additives</li> </ul>	<ul> <li>Processing Aids</li> <li>Specialty Plasticizers</li> <li>Slip Additives</li> <li>Anti-stats</li> <li>Anti-sticking Agents</li> </ul>
End Uses	<ul> <li>Automotive Lubricants</li> <li>Roads &amp; Highway         <ul> <li>Infrastructure</li> </ul> </li> <li>Other Specialty         <ul> <li>applications</li> </ul> </li> </ul>	<ul><li>Poultry Products</li><li>Milk &amp; Milk Derivatives</li></ul>	<ul><li>Creams, lotions &amp; ointments</li><li>Skin care Cosmetics</li></ul>	<ul><li>Specialty Paper</li><li>Printing inks</li><li>Coating Materials</li></ul>	<ul><li>Conveyor Belts</li><li>Automotive Parts and Industrial Component</li></ul>
India CAGR (FY17 – 22E)		11-13%	10% – 12%	8% – 10%	6% – 7%
Growth Drivers	■ Increase in:  ✓ Govt. expenditure on infra projects  ✓ Use of cars/trucks	<ul> <li>Growing health awareness</li> <li>&amp; food processing industry</li> <li>Safer milk and milk</li> <li>products</li> </ul>	<ul> <li>Organized retail moving to         Tier II cities</li> <li>New sub-segments to grow:         Men's Cosmetics</li> <li>Growing demand for skincare cosmetics</li> </ul>	<ul> <li>Low per capita coatings consumption</li> <li>Increased penetration of coatings in rural &amp; non-metro cities</li> <li>Growth in niche products: nano &amp; green coating packaging products</li> <li>Cashless transactions &amp; air travel</li> </ul>	

Source: CRISIL Research Report 2017

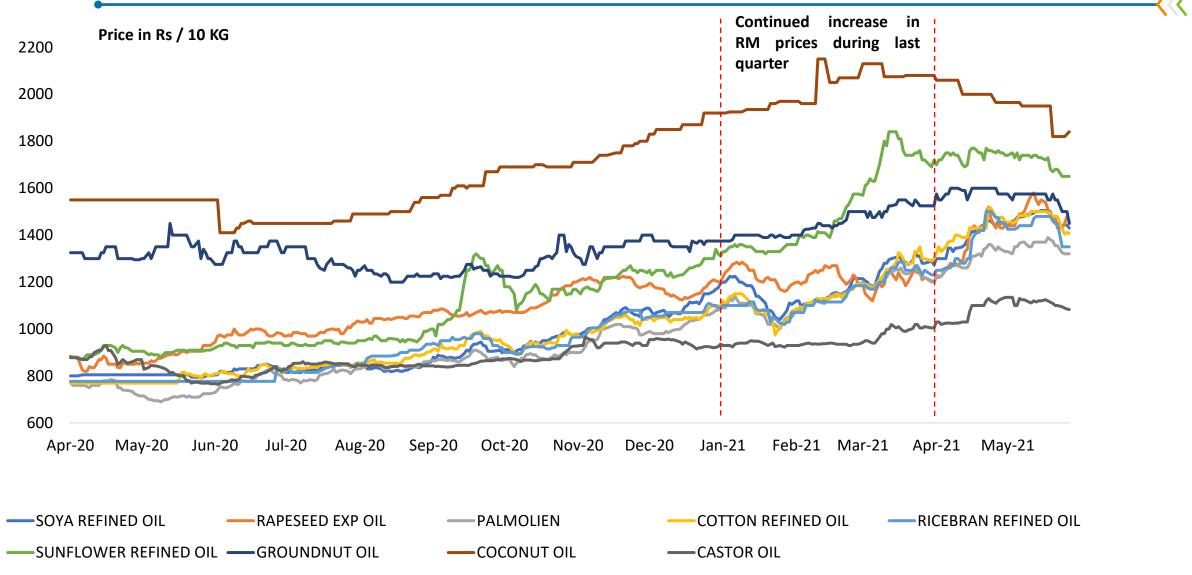




# **Financial Highlights**

# Volatility in RM Prices over last 14 Months



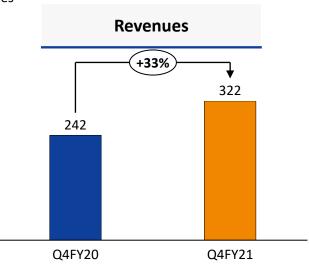


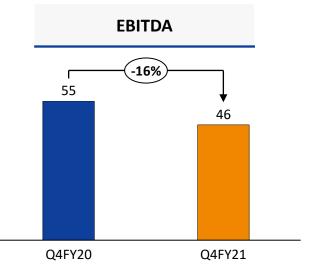
# Standalone Performance Highlights (YoY)

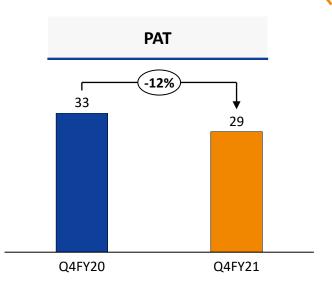


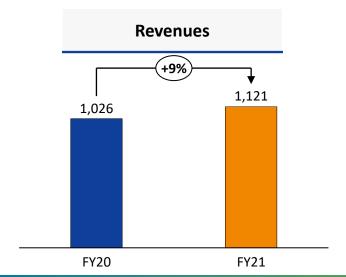


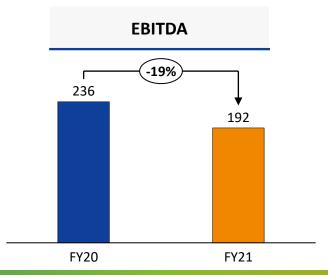


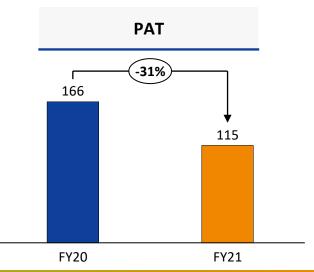








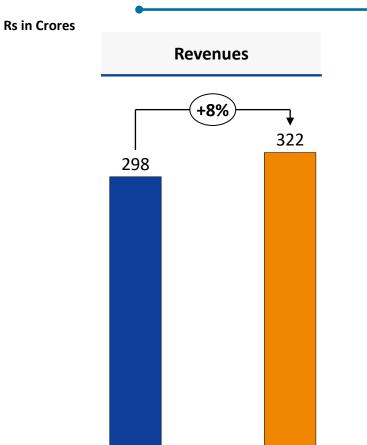




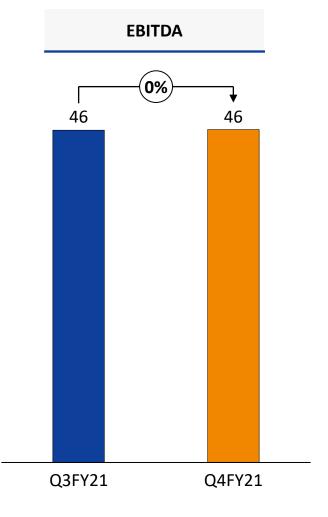
# Standalone Performance Highlights (QoQ)

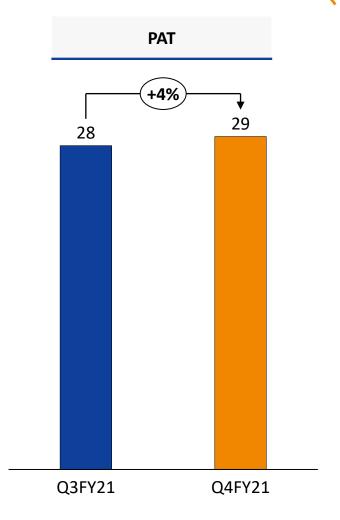
Q4FY21





Q3FY21





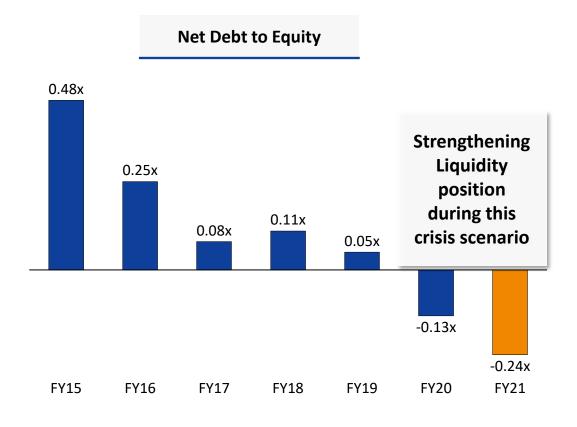
# **FY21 Standalone Operating Performance**



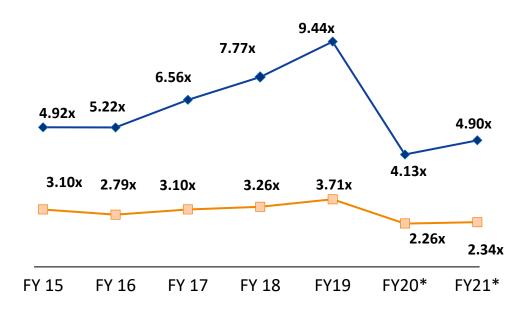


# Use of Capital (Standalone)

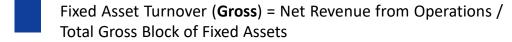


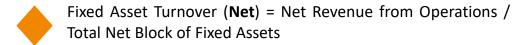






Net Debt = Total Long term debt + short term debt + current of maturities of long term debt – cash and bank balances





As per IND AS

# Standalone Return Profile

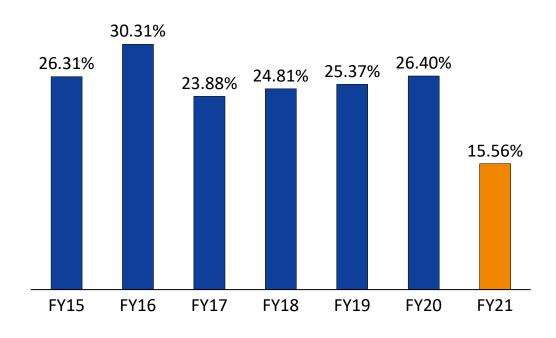


#### **Return on Capital Employed**

# 32.64% 32.77% 31.15% 32.17% 26.66% 17.55% FY15 FY16 FY17 FY18 FY19 FY20 FY21

Return on Capital Employed = EBIT (excluding Other Income) / (Total Debt + Total Net worth)

#### **Return on Net Worth**



Return on Net Worth = Net Profit After Tax / Total Net Worth

# Q4&FY21 Standalone Profit & Loss Statement



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Particulars (Rs in Crs)	Q4FY21	Q4FY20	Q3FY21	FY21	FY20
Revenue from Operations	321.7	242.4	298.2	1,121.3	1,026.2
Cost of Raw Material Consumed	217.6	143.0	197.0	726.2	606.4
Gross Profit	104.1	99.4	101.2	395.1	419.8
Gross Profit Margin	32.4%	41.0%	33.9%	35.2%	40.9%
Employee Cost	19.2	16.1	21.3	76.2	69.4
Other Expenses	39.0	27.9	34.1	126.8	114.3
EBITDA	45.9	55.4	45.8	192.1	236.1
EBITDA Margin	14.3%	22.9%	15.4%	17.1%	23.0%
Other Income	6.1	4.6	5.4	17.0	20.5
Depreciation	12.4	12.7	11.9	46.8	34.7
EBIT	39.6	47.3	39.3	162.3	221.9
EBIT Margin	12.3%	19.5%	13.2%	14.5%	21.6%
Finance Cost	1.2	1.6	1.5	6.1	4.8
Profit before Tax	38.4	45.7	37.8	156.2	217.1
PBT Margin	11.9%	18.9%	12.7%	13.9%	21.2%
Tax	9.5	12.3	9.7	41.3	50.7
PAT	28.9	33.4	28.1	114.9	166.4
PAT Margin %	9.0%	13.8%	9.4%	10.2%	16.2%
Other Comprehensive Income	0.8	-1.5	0.4	2.3	-3.5
Total Comprehensive Income for the year / period	29.7	31.9	28.5	117.2	162.9
EPS*	9.4	10.9	9.1	37.5	54.3

<sup>\*</sup> Not Annualized for the quarter As per IND AS

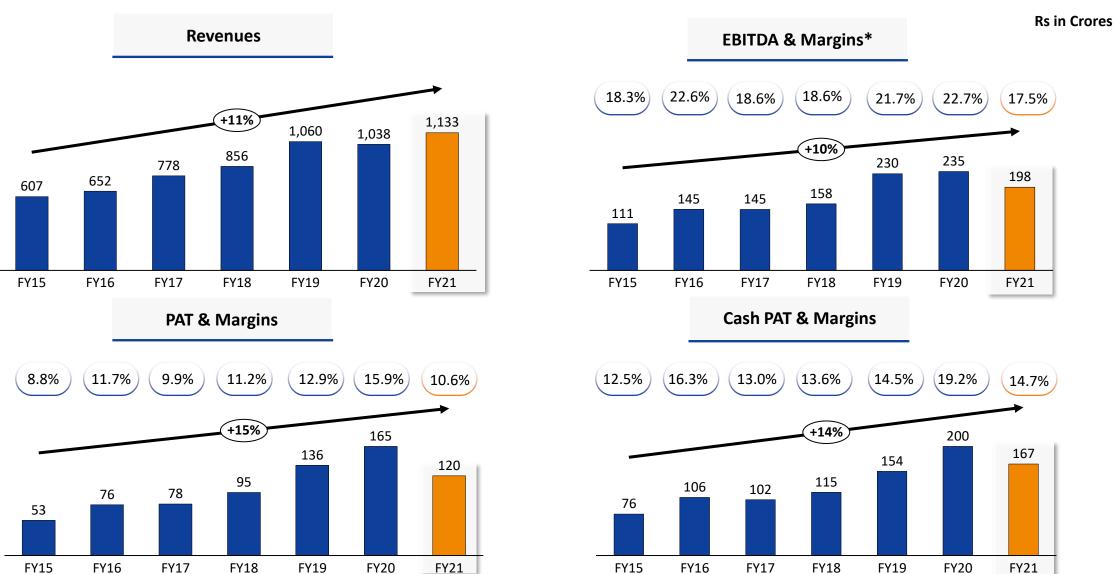
# Standalone Balance Sheet



Assets (Rs in Crs)	Mar-21	Mar-20	Equity & Liabilities (Rs in Crs)	Mar-21	Mar-20
Non-current assets			Equity		
Property, plant and equipment	195.3	215.9	Equity share capital	15.3	15.3
Capital work-in-progress	26.3	5.8	Other equity	723.5	615.4
Intangible assets	0.5	0.9			
Financial assets			Total Equity	738.8	630.7
Investments	43.7	44.2	Non-current liabilities		
Loans	4.0	4.7	Financial liabilities		
Others	2.6	3.0	Borrowings	56.7	91.5
Deferred tax assets (net)	7.3	6.2	Others	4.4	7.6
Other non-current assets	62.1	61.6	Deferred tax liabilities		
Total non-current assets	341.8	342.3	Total non curent liabilities (A)	61.1	99.1
Current assets			<b>Current liabilities</b>		
Inventories	108.9	119.5	Financial liabilities		
Financial assets			Borrowings	-	-
Trade receivables	174.5	145.1	Trade payables	108.4	84.3
Cash and cash equivalents	256.4	200.9	Others	34.9	34.9
Other Bank balances	4.8	4.8	Other current liabilities	3.5	5.6
Others	0.2	0.3	Provisions	4.0	3.3
Current tax asset (Net)	5.3	7.0	Current tax liabilities (Net)	4.6	4.6
Other current assets	63.4	42.5	Total current liabilities (B)	155.4	132.7
Total current assets	613.5	520.1	Total liabilities (A) + (B)	216.5	231.8
TOTAL ASSETS	955.3	862.4	TOTAL EQUITY AND LIABILITIES	955.3	862.4

# FY21 Consolidated Operating Performance

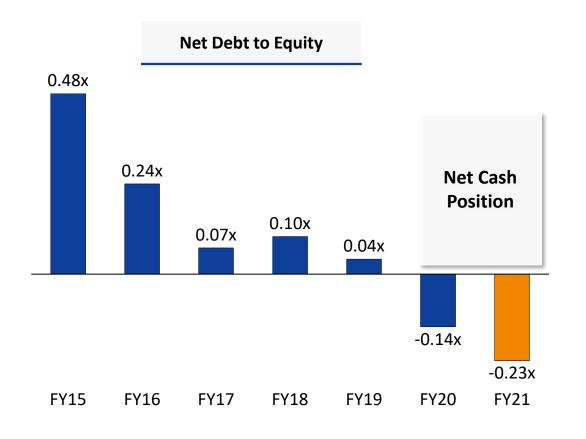




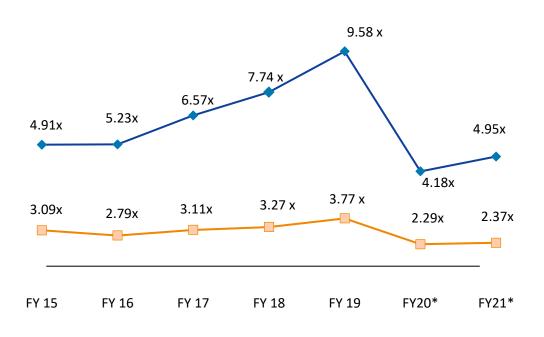
# Use of Capital (Consolidated)











Net Debt = Total Long term debt + short term debt + current of maturities of long term debt – cash and bank balances



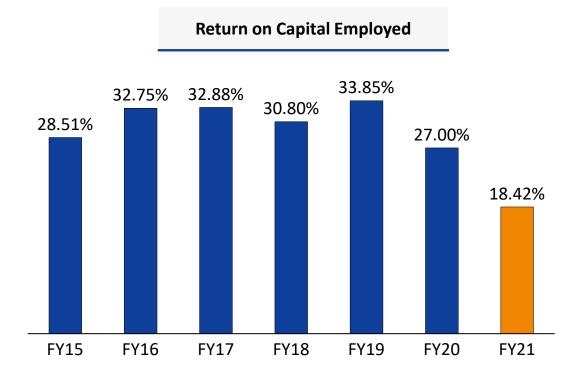
Fixed Asset Turnover (Gross) = Net Revenue from Operations / Total **Gross Block of Fixed Assets** 



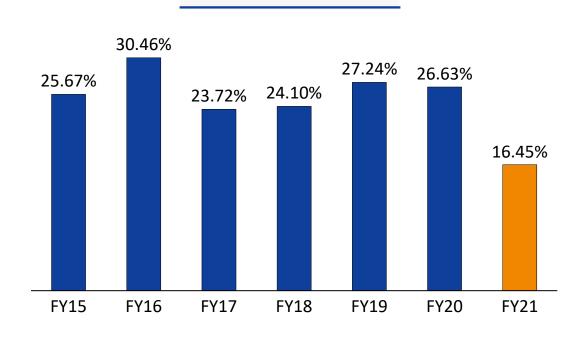
Fixed Asset Turnover (Net) = Net Revenue from Operations / Total Net **Block of Fixed Assets** 

# Consolidated Return Profile









Return on Capital Employed = EBIT (excluding Other Income and including share of profit / (loss) of JV (net of tax)) / (Total Debt + Total Net worth)

Return on Net Worth = Net Profit After Tax / Total Net Worth

# Q4&FY21 Consolidated Profit & Loss Statement



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Particulars (Rs in Crs)	Q4FY21	Q4FY20	Q3FY21	FY21	FY20
Revenue from Operations	322.9	247.3	299.3	1,133.2	1,038.1
Cost of Raw Material Consumed	215.0	144.8	195.5	726.1	609.3
Gross Profit	107.9	102.5	103.8	407.1	428.8
Gross Profit Margin	33.4%	41.4%	34.7%	35.9%	41.3%
Employee Cost	20.0	16.9	22.2	79.6	72.5
Other Expenses	39.4	28.3	34.4	128.4	115.8
Share of profit /(loss) of Joint ventures	0.2	-0.9	-0.5	-1.3	-5.1
EBITDA	48.7	56.4	46.7	197.9	235.4
EBITDA Margin	15.1%	22.8%	15.6%	17.5%	22.7%
Other Income	6.3	4.6	5.3	17.1	20.2
Depreciation	12.4	12.7	11.9	46.8	34.7
EBIT	42.6	48.3	40.1	168.1	220.9
EBIT Margin	13.2%	19.5%	13.4%	14.8%	21.3%
Finance Cost	1.3	1.6	1.6	6.1	4.8
Profit before Tax	41.3	46.7	38.5	162.1	216.1
PBT Margin	12.8%	18.9%	12.9%	14.3%	20.8%
Tax	9.5	12.3	9.9	41.8	51.3
PAT	31.8	34.4	28.6	120.2	164.8
PAT Margin %	9.8%	13.9%	9.6%	10.6%	15.9%
Other Comprehensive Income	0.8	-1.5	0.4	2.3	-3.5
Total Comprehensive Income for the year / period	32.6	32.9	29.0	122.5	161.3
EPS*	10.4	11.2	9.4	39.3	53.8

<sup>\*</sup> Not Annualized for the quarter As per IND AS

# **Consolidated Balance Sheet**



Accests (Davin Con)	NA 24	NA - :: 20	For the Outline little of Datin Cont	NA 24	NA 20
Assets (Rs in Crs)	Mar-21	Mar-20	Equity & Liabilities (Rs in Crs)	Mar-21	Mar-20
Non-current assets			Equity		
Property, plant and equipment	195.3	215.9	Equity share capital	15.3	15.3
Capital work-in-progress	26.3	5.8	Other equity	716.1	603.6
Intangible assets	0.5	0.9	Non-Controlling Interest	0.1	0.1
Financial assets			Total equity	731.5	619
Investments	31.1	32.8	Non-current liabilities		
Loans	1.2	1.0	Financial liabilities		
Others	2.6	3.0	Borrowings	56.7	91.5
Deferred tax assets (net)	8.0	6.7	Others	4.4	7.6
Other non-current assets	62.1	61.7	Other non-current liabilities	-	-
Total non-current assets	327.1	327.8	Total non curent liabilities (A)	61.1	99.1
Current assets			<b>Current liabilities</b>		
Inventories	126.2	131.7	Financial liabilities		
Financial assets			Borrowings	-	-
Trade receivables	161.0	132.4	Trade payables	107.2	85.7
Cash and cash equivalents	259.0	205.7	Others	34.9	34.9
Other Bank balances	4.8	4.8	Other current liabilities	3.7	5.6
Others	0.2	0.3	Provisions	4	3.3
Current tax asset (Net)	5.3	7.0	Current tax liabilities (Net)	4.6	4.6
Other current assets	63.4	42.5	Total current liabilities (B)	154.4	134.1
Total current assets	619.9	524.3	Total liabilities (A) + (B)	215.5	233.2
TOTAL ASSETS	947.0	852.2	TOTAL EQUITY AND LIABILITIES	947.0	852.2

# For further information, please contact:





# Thank you

Company: Investor Relations Advisors:

CIN: L**24119MH2002PLC136003** CIN: U74140MH2010PTC204285

Ms. Sonali Bhadani

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