



July 30, 2022

To,

General Manager, Listing Department, BSE 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: - Regulation 30, Schedule III Part A (15) of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015

Dear Sirs/Madam,

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

Kindly acknowledge receipt of the same.

Thanking You,

Yours faithfully,

For **FINEOTEX CHEMICAL LIMITED**

Sanjay Tibrewala
Executive Director
DIN: 00218525





Fineotex Chemical Limited

(BSE: 533333; NSE: FCL)

Q1 FY2023

Earnings Presentation



**Textile
Specialties**



**Other
Specialties**



**Cleaning &
Hygiene
Specialties**



**Drilling
Specialties**

Rs 1,358 mn
Consolidated Revenue

Rs 262 mn
EBITDA

Rs 203 mn
Net Profit

115%
Revenue Change (Y-o-Y)

167%
EBITDA Change (Y-o-Y)

110%
PAT Change (Y-o-Y)

30%
Gross Margin

19%
EBITDA Margin

15%
PAT Margin



Surendrakumar Tibrewala
Chairman and Managing Director

“We have started the new FY with a strong first quarter performance. The broad-based growth across all our business segment demonstrates our resilient consumer demand, the strength of our portfolio and executional strength of our team. Strong cash flow generation is enabling re-investment in sustainable long-term growth. Our Q1 FY23 revenue and EBITDA on Y-o-Y basis stood at Rs. 1,358 million (a growth of 115%), and at Rs. 262 million (a growth of 167%).

We have received the ‘Great Place to Work’ award, a testament to our commitment to establish a culture of excellent HR programs for Rewards and Recognition. talent promotion and employee development. Fineotex outperformed on a number of parameters like skill development, topical training, job security, work-life balance, employee compensation, career growth, but also demonstrated by providing employees with the resources for productivity improvement and commitment to delivery performance.

We are optimistic on the outlook of the overall business and remain committed towards addressing all emerging consumer needs and are confident of scaling newer heights in the years to come.”

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



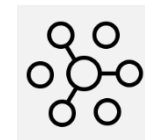
~70
Countries Present



**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



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

About the Facility

- Located on ~4 acres of land
- Production began on 9th 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



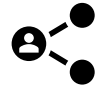
The facility provides additional manufacturing capacity for existing product lines and new growth areas



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



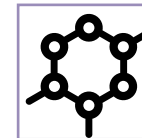
Range of products over several industries - textile, detergent, leather and allied industries



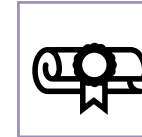
Setting up a state of art Research & Development centre in collaboration with Sasmira Institute, one of India's premier textile institutes



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

Financial Performance

- Consolidated revenue in Q1 FY23 of Rs. 1,357 mn, up 115% YoY
- Consolidated EBITDA in Q1 FY23 of Rs. 262 mn, up 167% YoY
- EBITDA Margins Q1 FY23 19.3% and has expanded 381 bps YoY
- Consolidated PAT in Q1 FY23 of Rs. 203 mn, up 110% YoY
- Consolidated EPS in Q1 FY23 of Rs. 1.79, up 108% YoY

Business Model

- Chemical Product offerings across the entire textile value chain: pre-treatment to finishing
- Biotex Malaysia spearheads the R&D solutions, application research and product development and is approved as a Bluesign partner, the highest sustainability certificate in textile chemistry globally

Growth Drivers

- Fineotex Chemical has grown significantly over the past few quarters and our geographical expansion is on fast paced mode having entered new regions in the market
- Our subsidiaries have contributed significantly to our horizontal expansion programs
- Our market expansion has resulted in new geographies which transitioned into acquiring new customers
- Our strong and iron-willed focus has led to the improved visibility of the company in both domestic and global markets

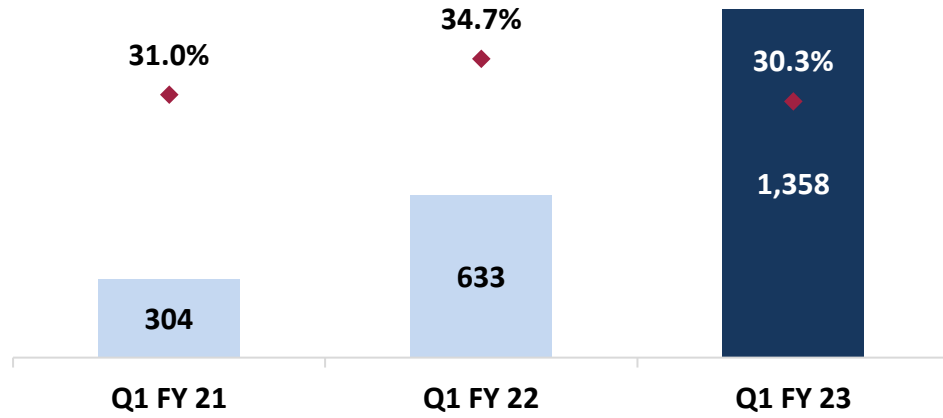
Business Updates

- Fineotex Chemical Limited has entered into a strategic collaboration with Eurodye-CTC, Belgium, to commercialize specialty chemicals for the Indian market
- Strategic collaboration with HealthGuard, Australia to become the exclusive global marketing and sales channel partner. To provide durable metal-free sustainable chemistry solutions that are anti-microbial and anti-viral
- CRISIL has assigned a long-term rating of A- (Stable) and short-term rating of A2+ to the bank facilities
- The new manufacturing plant at Ambernath will gradually provide an additional 40,000 mt of production capacity

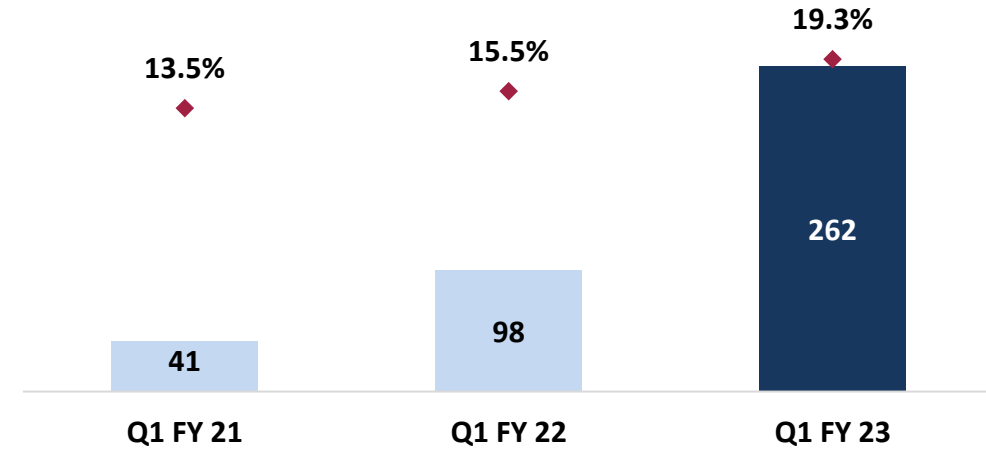
Consolidated Quarterly Performance Trend

Rs. Mn.

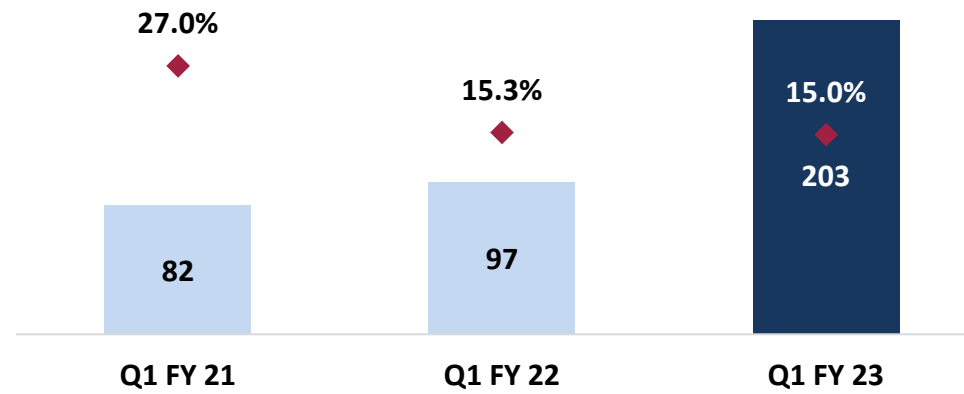
Revenue from Operations and Gross Margin



EBITDA and EBITDA Margin



PAT and PAT Margin



Consolidated P&L Summary: Q1 FY2023

Particulars (Rs. Million)	Q1 FY23	Q1 FY22	YoY%	FY 22	FY 21	YoY%
Revenue from Operations	1,357.7	632.8	114.6%	3,682.3	2,185.1	68.5%
COGS	946.3	413.1	129.1%	2,351.3	1,405.7	67.3%
Gross Profit	411.4	219.7	87.3%	1,331.0	779.3	70.8%
Gross Profit Margin	30.3%	34.7%		36.1%	35.7%	
Employee Benefit Expenses	43.1	26.4	63.5%	135.8	88.6	53.3%
Other expenses	105.9	95.1	11.3%	483.2	285.4	69.5%
EBITDA	262.4	98.2	167.3%	712.1	405.4	75.5%
EBITDA Margin(as a % of sales)	19.3%	15.5%		19.3%	18.6%	
Depreciation and amortisation expenses	10.0	5.0	100.7%	25.1	14.7	70.4%
EBIT	252.4	93.2	170.8%	687.0	390.6	75.7%
EBIT Margin	18.6%	14.7%		18.7%	17.9%	
Finance Cost	1.3	2.2	(39.4%)	9.2	6.9	27.5%
Other Income	9.5	28.1	(66.2%)	55.2	174.9	(68.5%)
PBT	260.6	119.1	118.8%	732.9	558.6	31.2%
Total tax	57.5	22.2	159.5%	164.0	113.1	45.0%
PAT	203.1	96.9	109.5%	568.9	445.6	27.7%
PAT Margin	15.0%	15.3%		15.4%	20.4%	
Basic and Diluted EPS	1.79	0.86	108.1%	4.97	3.85	29.8%



Fineotex+ Biotex Synergies

Leverage Fineotex's industry insights and long standing customer relationships with Biotex's high end product expertise and regional positioning to serve global customers



Greenfield Developments

The facility at Ambarnath, Maharashtra is future ready for next phase of growth. Partnerships with International companies to establish manufacturing facilities in India



New Product Categories

Enter fast growing synergistic segments such as Cleaning and Hygiene and Drilling Specialties while continuing to focus on the core Textile Chemicals business



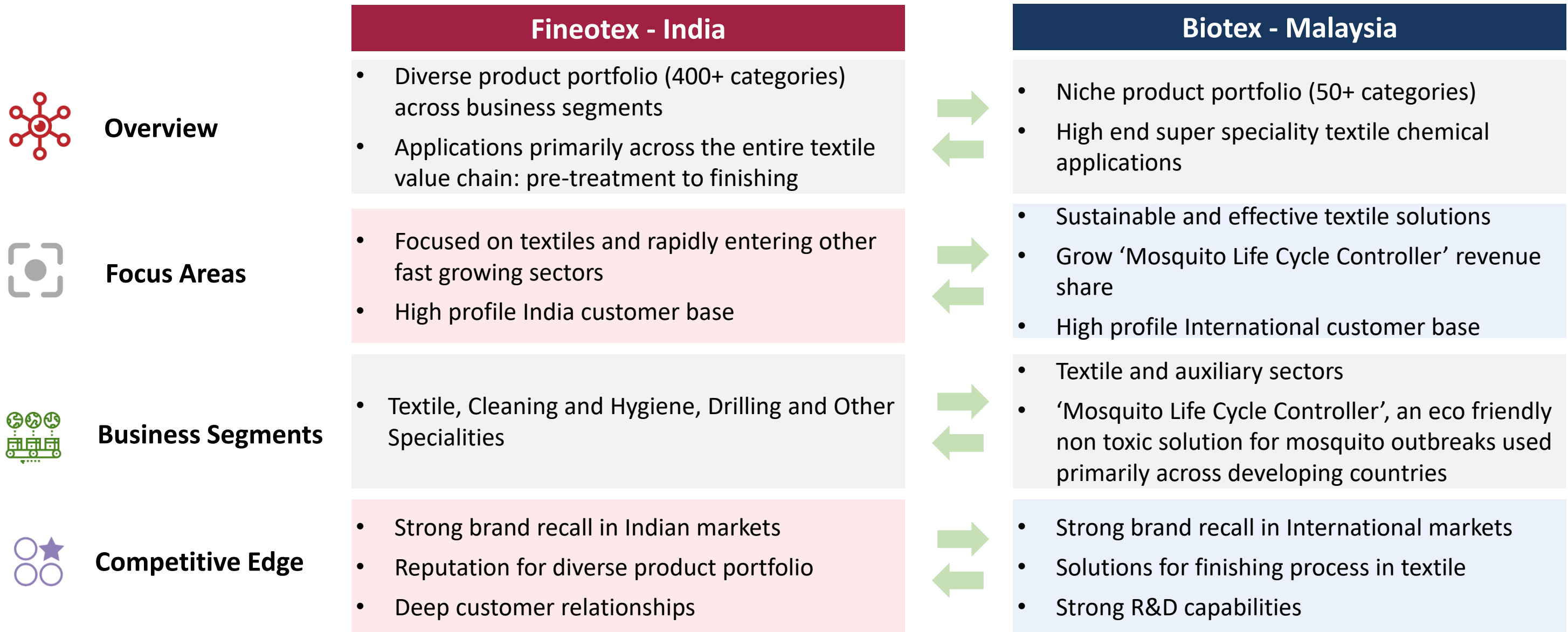
Grow Market Share

Strong in-house development capabilities to grow market share across existing and new customers in both Indian and International markets. Continue to develop direct customer relationships and expand distribution network



Disciplined Capital Allocation

Fineotex has a conservative approach to funding acquisitions and capacity expansions through internal accruals. Capital structure targeted to be net debt neutral






Fineotex and Biotex complement each others strengths and offer distinguished speciality chemical solutions globally

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: 83,000 MT pa
Current Capacity Utilization: 65%

* GMP: Good Manufacturing Practice Certification

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

Key Products



Cleaning and Hygiene Chemicals

Non-textile segments will drive volume and value growth going forward



Available across
East and West India

64
Distributors

14+
Marketing Technical
Associates

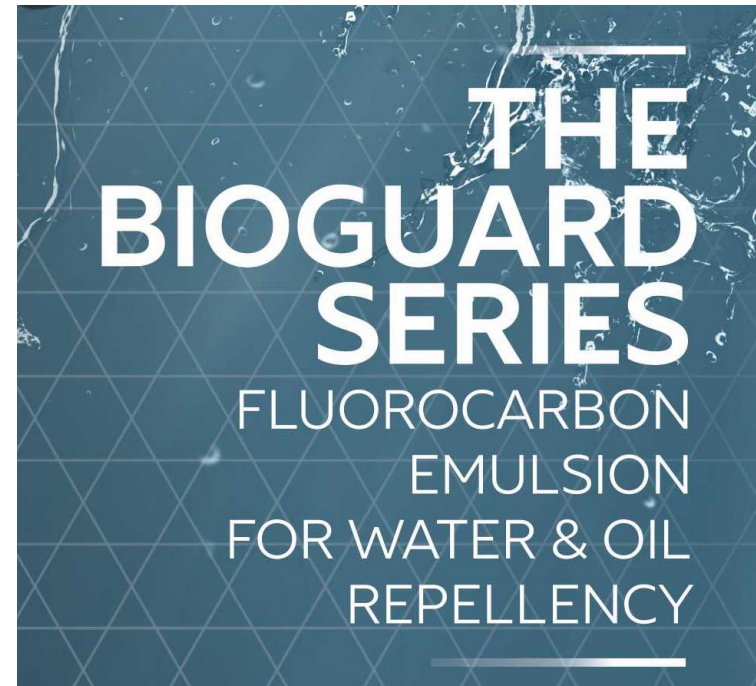
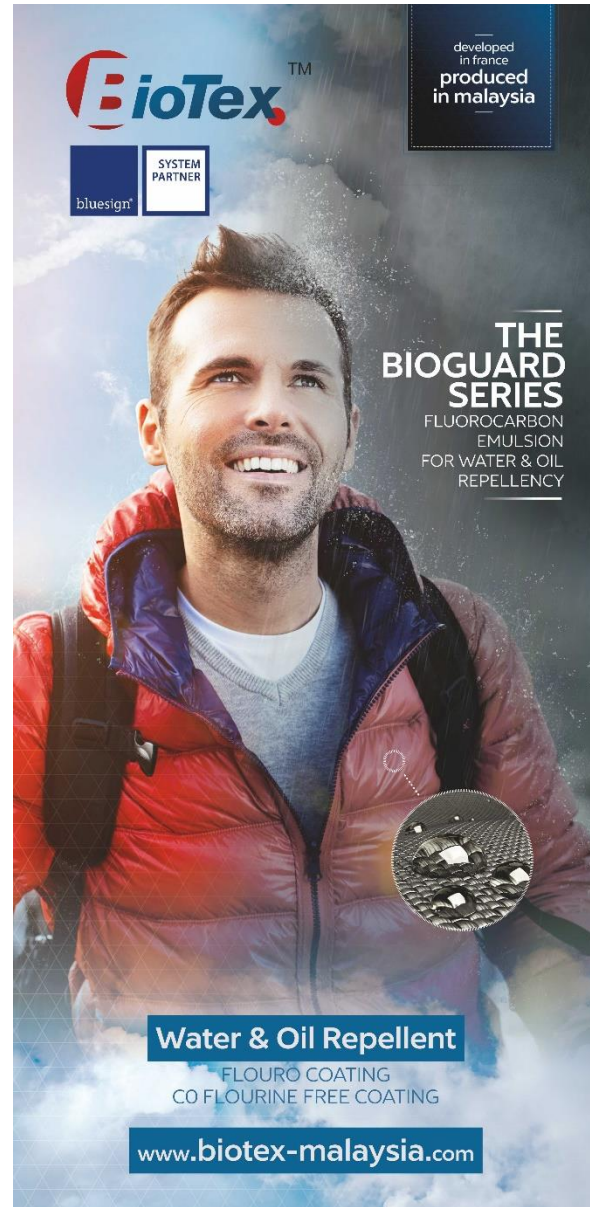
Diversified Product Offering

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

Key Products in the Specialty Textile Chemicals Segment



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



‘The Bioguard Series’ of products from Biotex with water and oil repellent features in great demand post outbreak of COVID-19



- 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

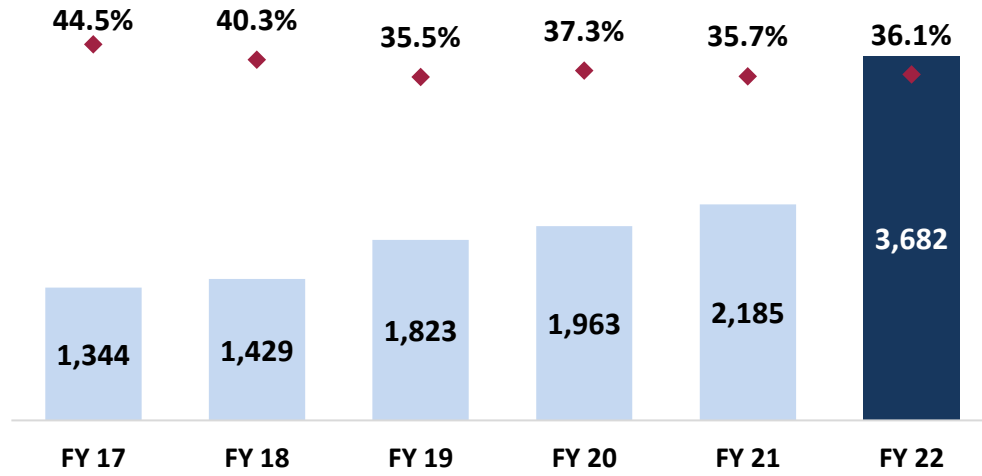
Diversified revenue mix across clients, products and geographies coupled with technical expertise



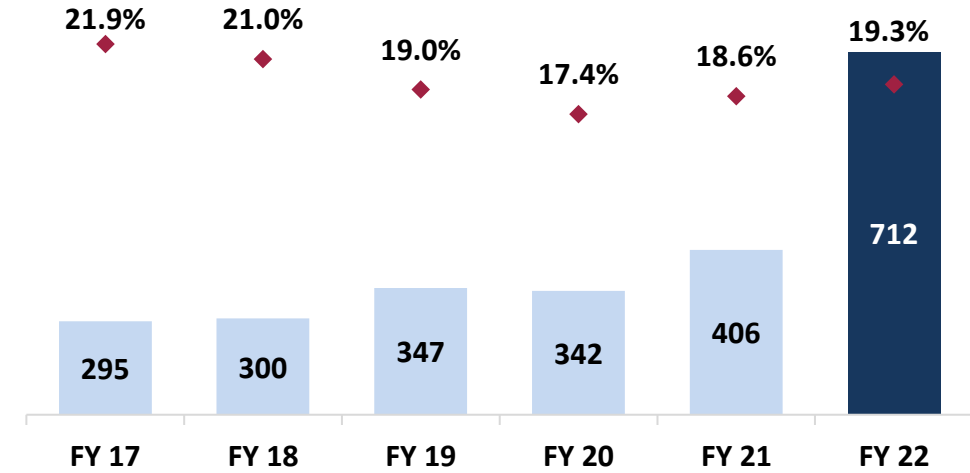
Consolidated Annual Performance Trend

Rs. Mn.

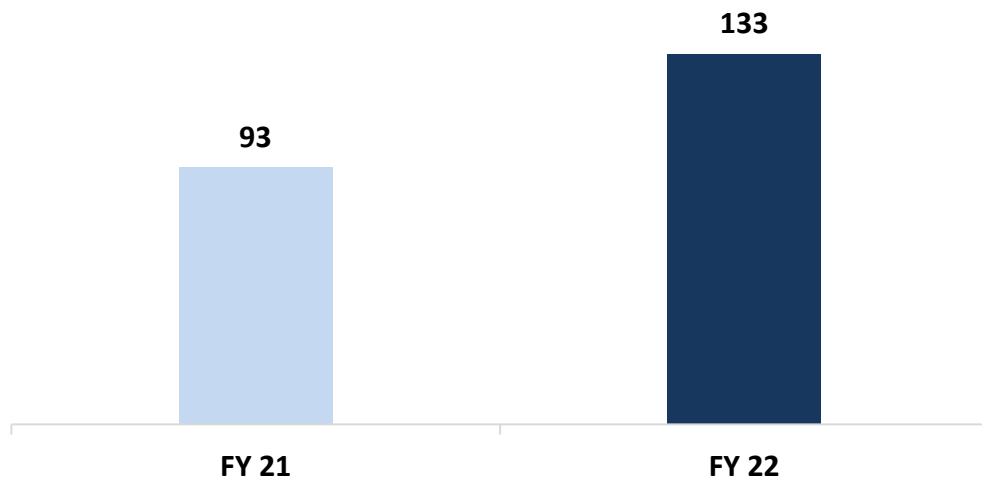
Revenue from Operations and Gross Margin



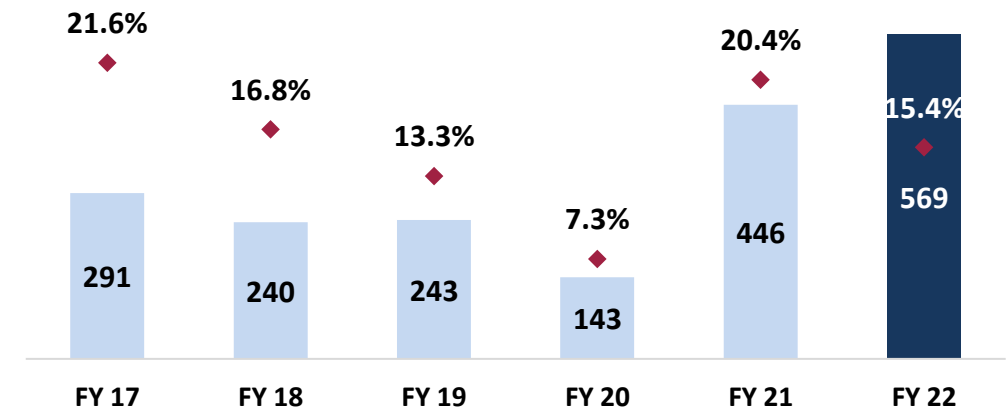
EBITDA and EBITDA Margin



CFO



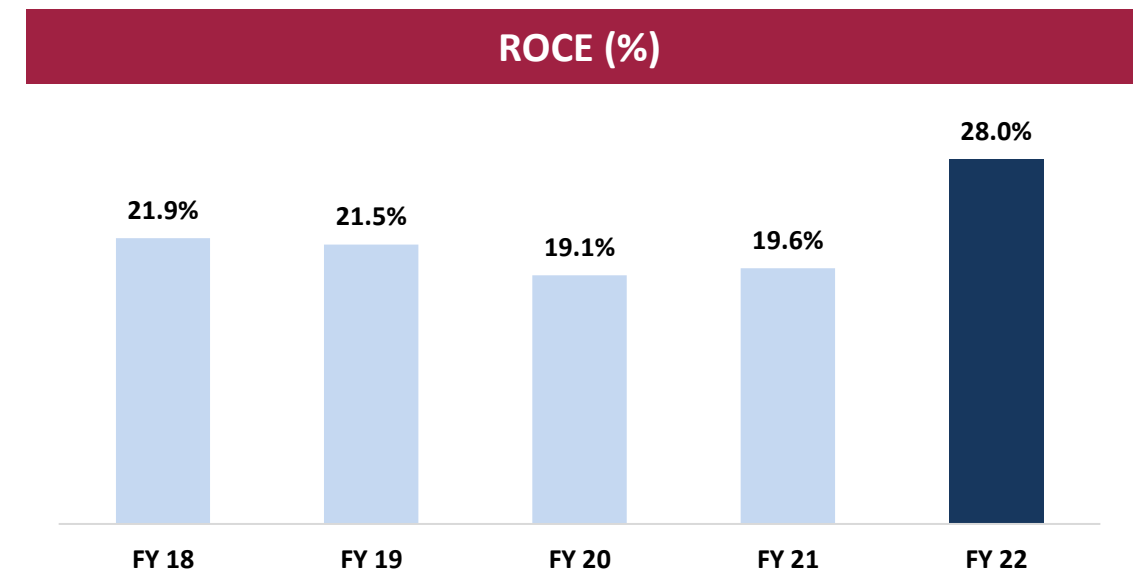
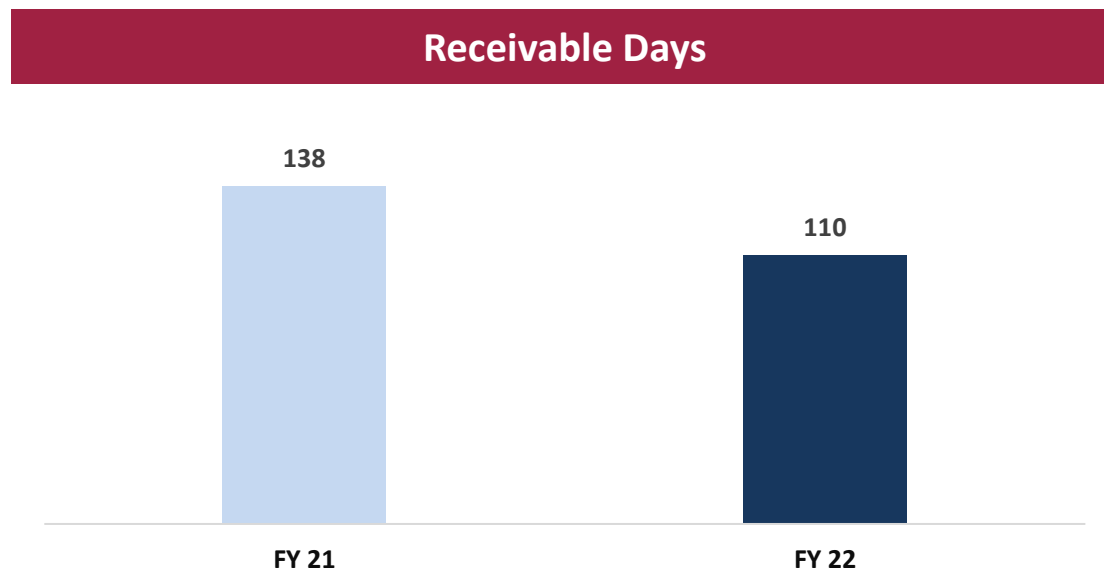
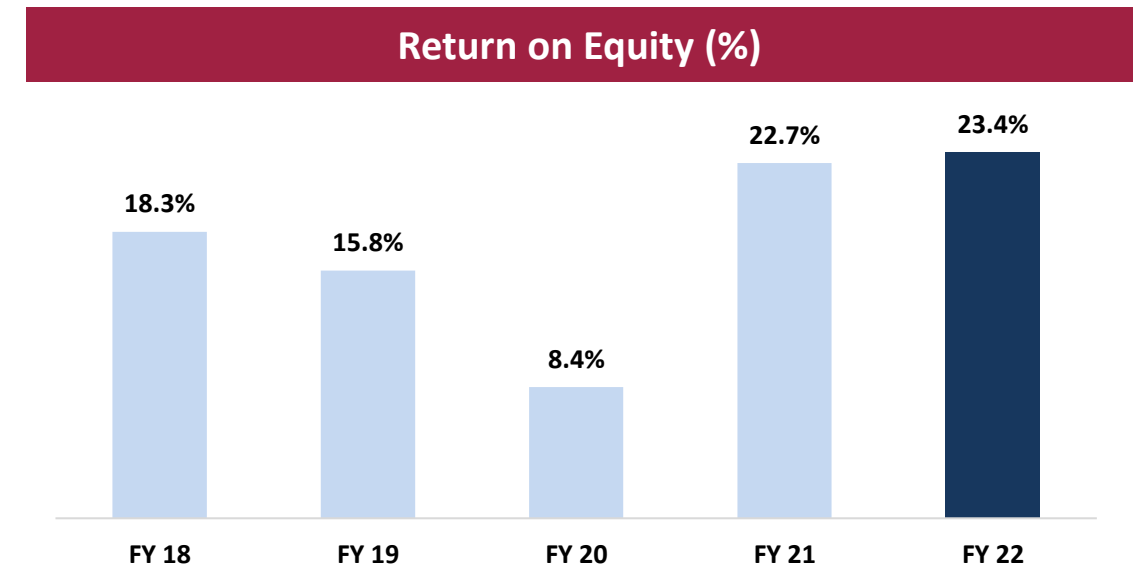
PAT and PAT Margin



Consolidated Balance Sheet and Return Ratios Trend

(Rs Mn)	Mar-21	Sep-21	Mar-22
ST Debt	34	77	19
LT Debt	0	0	0
Total Debt	34	77	19
Cash & Cash Equivalent	339	309	381
Net Cash	305	231	362
Equity	2161	2337	2694
Total debt/Equity	0.02x	0.03x	0.01x

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



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





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



Kedar 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





Fineotex+ Biotex Synergies

Leverage Fineotex's industry insights and long standing customer relationships with Biotex's high end product expertise and regional positioning to serve global customers



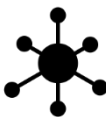
Greenfield Developments

The facility at Ambarnath, Maharashtra is future ready for next phase of growth. Partnerships with International companies to establish manufacturing facilities in India



New Product Categories

Enter fast growing synergistic segments such as Cleaning and Hygiene and Drilling Specialties while continuing to focus on the core Textile Chemicals business



Grow Market Share

Strong in-house development capabilities to grow market share across existing and new customers in both Indian and International markets. Continue to develop direct customer relationships and expand distribution network



Disciplined Capital Allocation

Fineotex has a conservative approach to funding acquisitions, capacity expansions and greenfield/brownfield developments through internal accruals. Capital structure targeted to be net debt neutral

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

Key ESG Facts



Bhive certified



Blue Sign certified



ECO Passport by OEKO-TEX



Global Organic Textile Standard (GOTS) certified



Hazard Analysis Critical Control Point (HACCP) Certification



Indian Green Building Council



REACH certified



SA 8000 - Social Accountability Certification



Scivera



Star Export House



WHO Good Manufacturing Practice certified

Ø ZDHC Zero Discharge Hazardous Chemical (ZDHC) Gateway certified

Certificates

ISO 9001	ISO 14001	ISO 14045	ISO 45001
ISO 20000	SA 8001	OHSAS18001	ISO 22000

New Accreditations



Fineotex Chemical Limited has We are glad to share that Fineotex has been Certified as a Great Place to Work-Certified™ The Great Place to Work® Certification Program values building and sustaining a High-Trust, High-Performance Culture.

Achieving this milestone places us as one of the finest organisations in the chemical industry, devoted to providing significant benefits to its employees.

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

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Fineotex Chemical Limited

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