



August 12, 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: - Investor Presentation-Q1 FY 2022-2023

Dear Sirs/Madam,

Pursuant to Reg. 30(6) read with Para-A of Part-A of Schedule III of SEBI (LODR), Regulations 2015, we enclose herewith a copy of Investor Presentation to be shared with Analyst/Institutional Investors for the quarter ended 30th June, 2022.

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

We request you to kindly take the above on record.

Thanking You,

Yours faithfully,

For FINEOTEX CHEMICAL LIMITED

Hemant Auti
Company Secretary





Fineotex Chemical Limited

(BSE: 533333; NSE: FCL)

Investor Presentation

August 2022



**Textile
Specialties**



**Other
Specialties**



**Cleaning &
Hygiene
Specialties**



**Drilling
Specialties**

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Company Overview



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



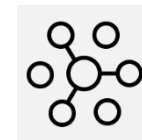
~70
Countries Present



**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+

2004



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

2007



- ❖ Acquisition of FCPL by Fineotex Chemical Limited

2011



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

2014



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

2015



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

2017



- ❖ Fineotex Chemical Limited announced first buyback

2018



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

2019



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

2020



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

2021



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





Business Dynamics

- Fineotex and Biotex associated with quality and innovation across industries globally
- Scaling up high margin speciality chemical orders from textile segment and diversifying into new business segments



Acquisition and JV Track Record

- Biotex (73% owned) net profit has grown by a factor of 10x since acquisition in 2011
- JV with HealthGuard, Eurodye-CTC and partnership with Sasmira



Global Customer Reach

- International acceptance by high profile customers
- Fineotex has contributed towards the growth by manufacturing best-in class products and has established itself as a reliable resource in the field



New Facility in Ambarnath

- The expansion unit at Ambarnath is to cater to existing Textile Specialties and fast-growing Cleaning and Hygiene and Drilling Specialties business
- The facility is fully compliant with highest standards of sustainability



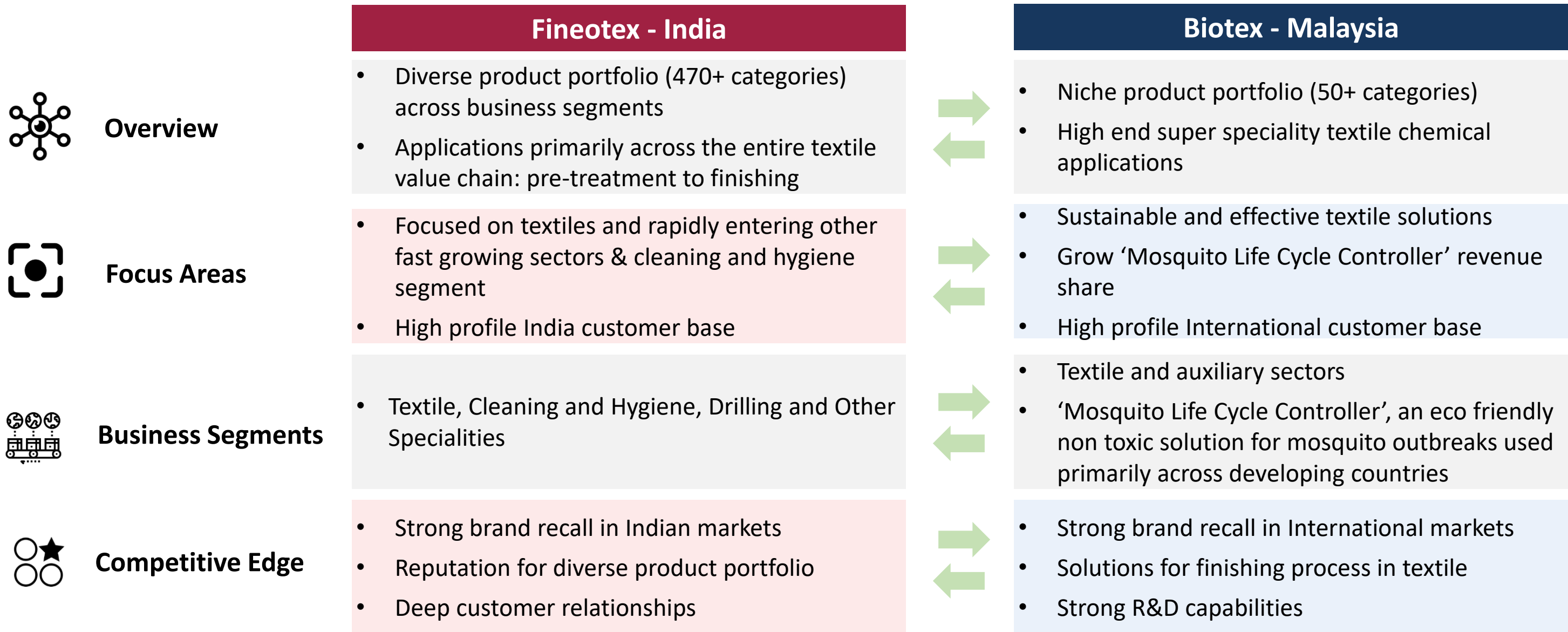
Experienced Leadership Team

- Experienced promoters with over 40 years of cumulative experience in the specialty chemicals industry
- Arindam Choudhuri appointed as CEO, has over two decades of experience in the global textile chemical industry



Financial Performance

- Q1 FY23 Growth: Revenues 115%, EBITDA 167%, PAT 110%
- Q1 FY23 Margin: Gross 30%, EBITDA 19%, PAT 15%

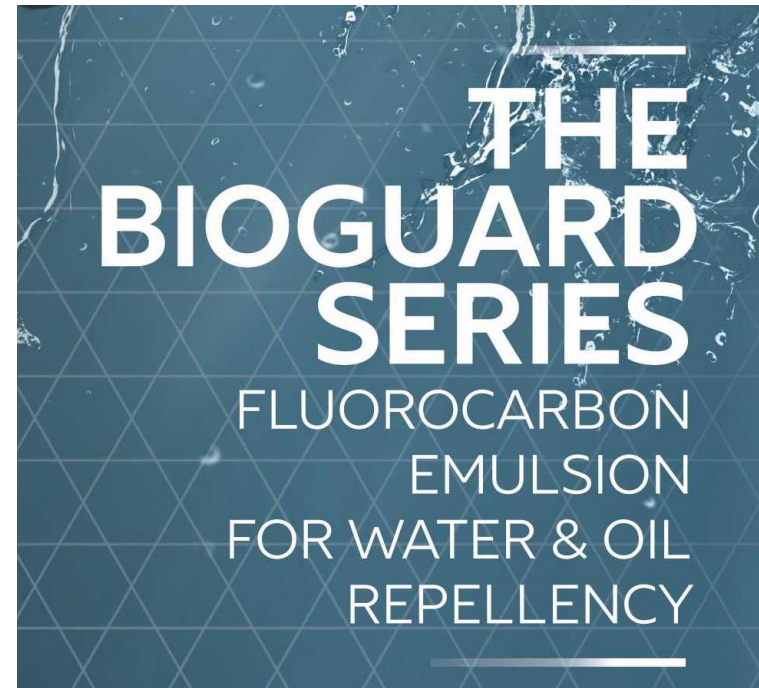
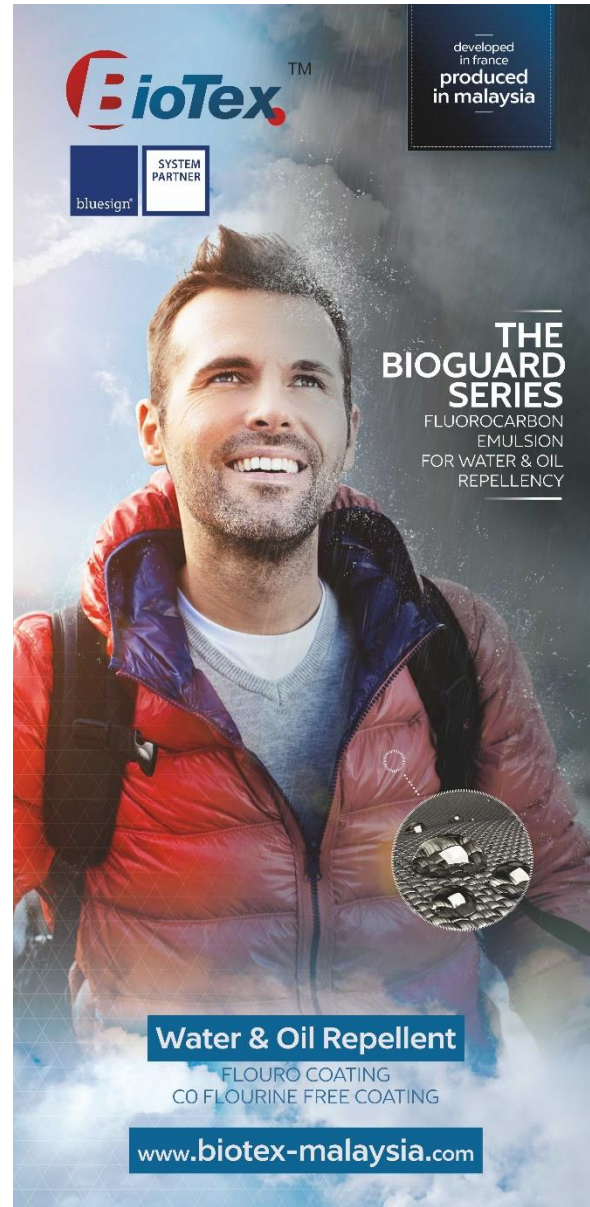


Fineotex and Biotex complement each others strengths and offer distinguished speciality chemical solutions globally

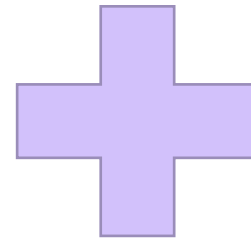
Key Products in the Specialty Textile Chemicals Segment






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



Leverage core manufacturing and development expertise into new high growth areas

 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

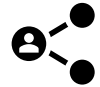
Housekeeping	<ul style="list-style-type: none"> Air freshener Carpet cleaner Carpet shampoo Deodorizers Floor cleaner Furniture maintainer Glass cleaner Hygienic bathroom cleaner Hygienic hard surface cleaner Multi surface cleaner Surface cleaner cum disinfectant Toilet bowl cleaner Toilet seat disinfectant 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



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



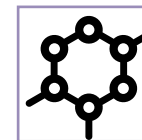
Range of products over several industries - textile, detergent, leather and allied industries



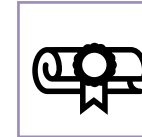
Setting up a state of art Research & Development centre in collaboration with Sasmira Institute, one of India's premier textile institutes



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

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

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



- 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



Overview

- One of the finest R&D capabilities in the industry
- State-of-the-art technology that is constantly updated through our in-house R&D facilities
- Capabilities to develop and customize products to adhere to client requirements



Laboratory

- Modern Equipment such as Brookefield viscometers refractometers and pilot vessels to perform trial R&D batches
- Finest testing facilities and application equipment to perform pre-treatment, Dyeing, Printing and Finishing trials



Team

- An experienced and technically qualified team of 34, that develop new specialty as well as cost effective products, which will in turn add value to our products
- Leverage the experience and expertise of newly appointed directors, Dr. Anand Patwardhan and Dr. Sunil Waghmare who have extensive knowledge in chemistry related domains and guide the R&D team towards successful implementation of various tasks

R&D is vital for textile auxiliaries and chemicals to ensure adherence to customer requirements





Surendrakumar Tibrewala
Chairman and Managing Director



Sanjay Tibrewala
Executive Director



Aarti Jhunjunwala
Executive Director



Navin Mittal
Independent Director



Alok Dhanuka
Independent Director



CS Bindu Shah
Independent Director



Dr. Sunil Waghmare
Independent Director

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





Surendra Kumar Tibrewala
Education: B.Com and LLB

Managing Director



Sanjay Tibrewala
Education: B.Com and P.G. in Textile
Chemicals and Processing

Chief Financial Officer



Aarti Jhunjhunwala
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



Keda 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



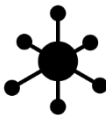
Greenfield Developments

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 and capacity expansions through internal accruals. Capital structure targeted to be net debt neutral

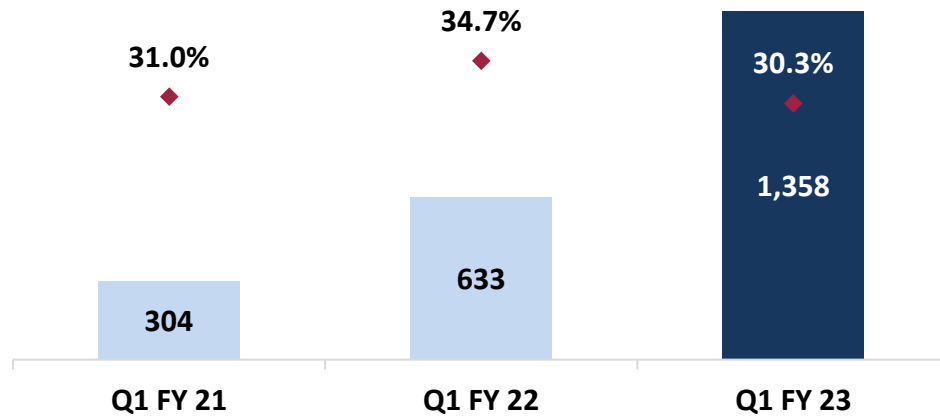
Financial Performance



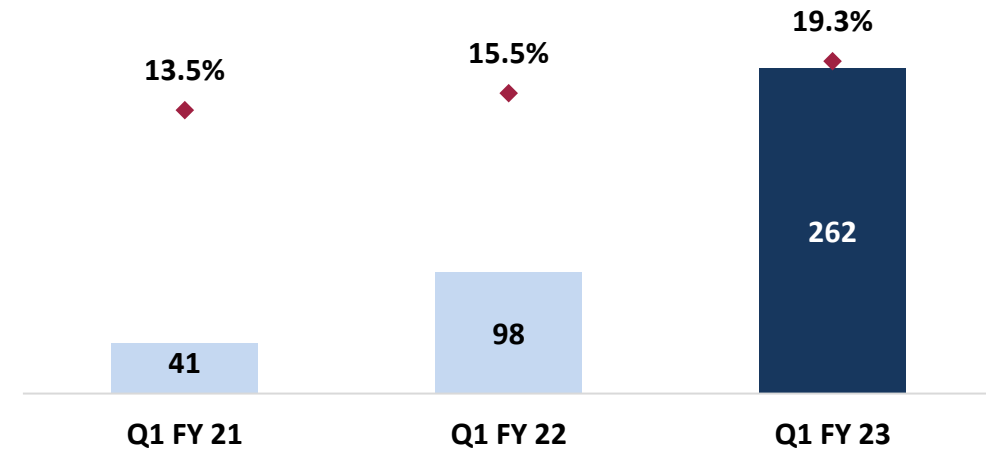
Q1 FY2023 Performance Trend

Rs. Mn.

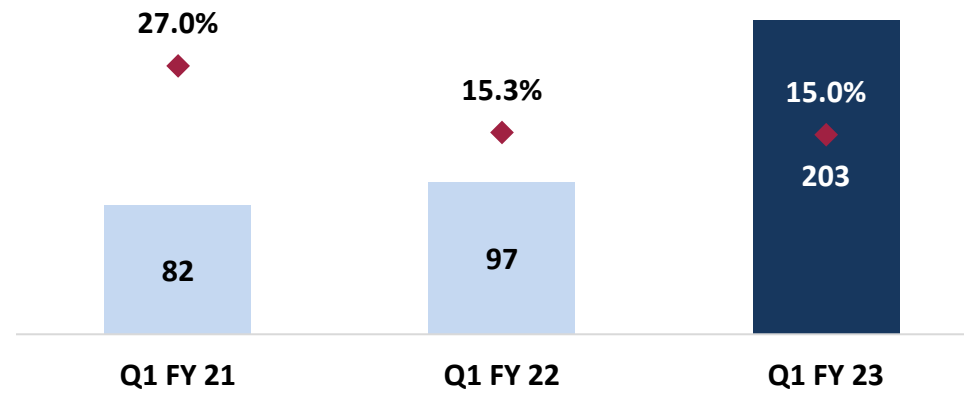
Revenue from Operations and Gross Margin



EBITDA and EBITDA Margin



PAT and PAT Margin



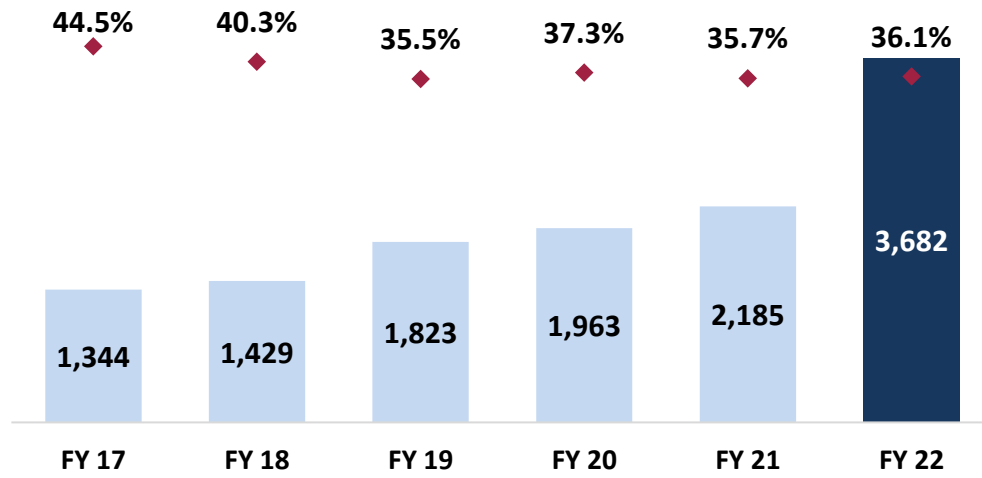
Consolidated P&L Summary: Q1 FY2023

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%

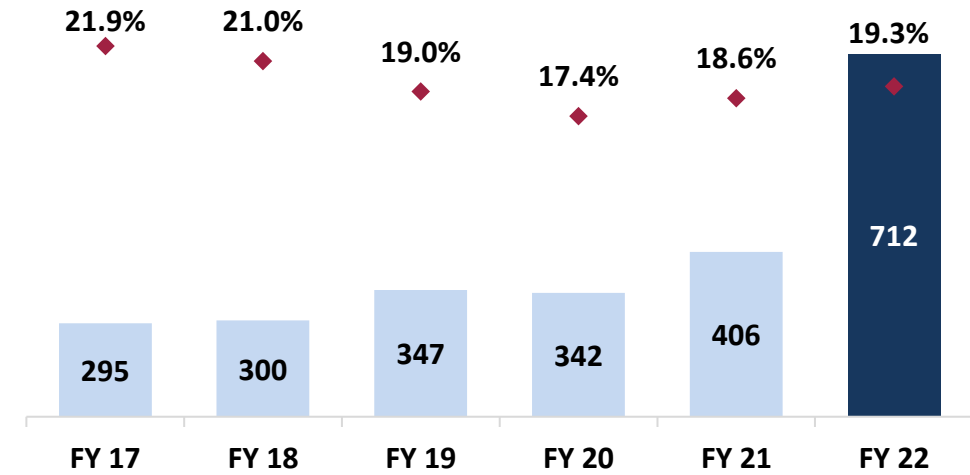
Consolidated Annual Performance Trend

Rs. Mn.

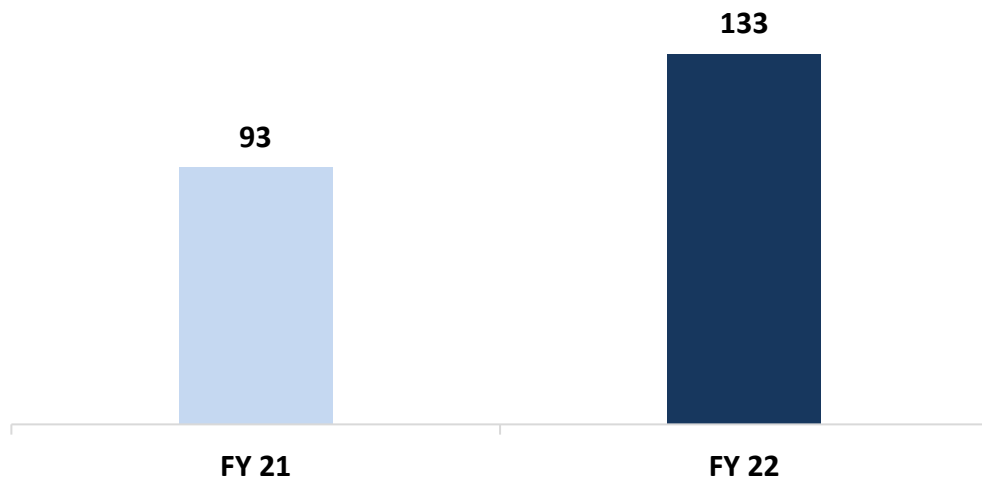
Revenue from Operations and Gross Margin



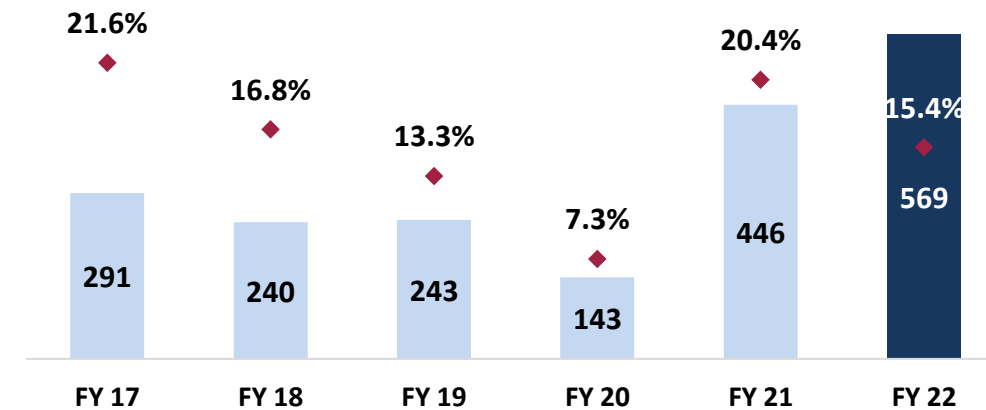
EBITDA and EBITDA Margin



CFO



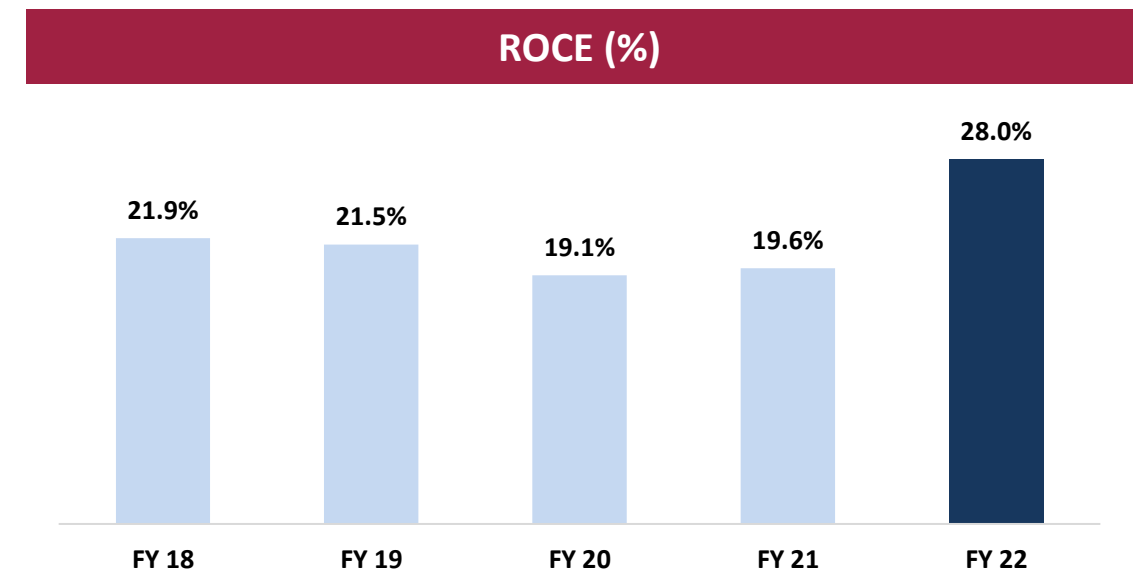
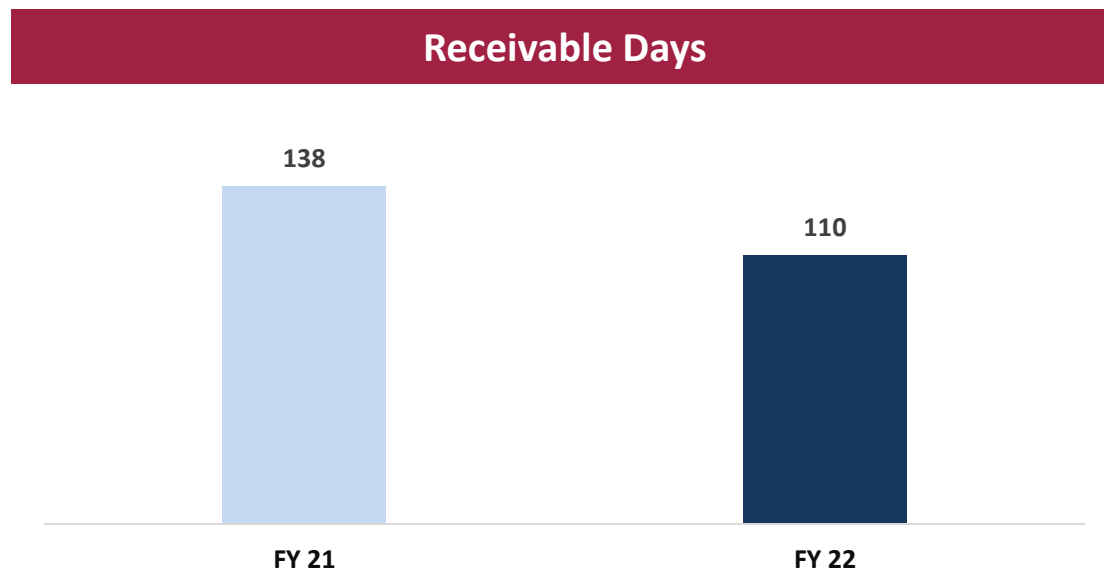
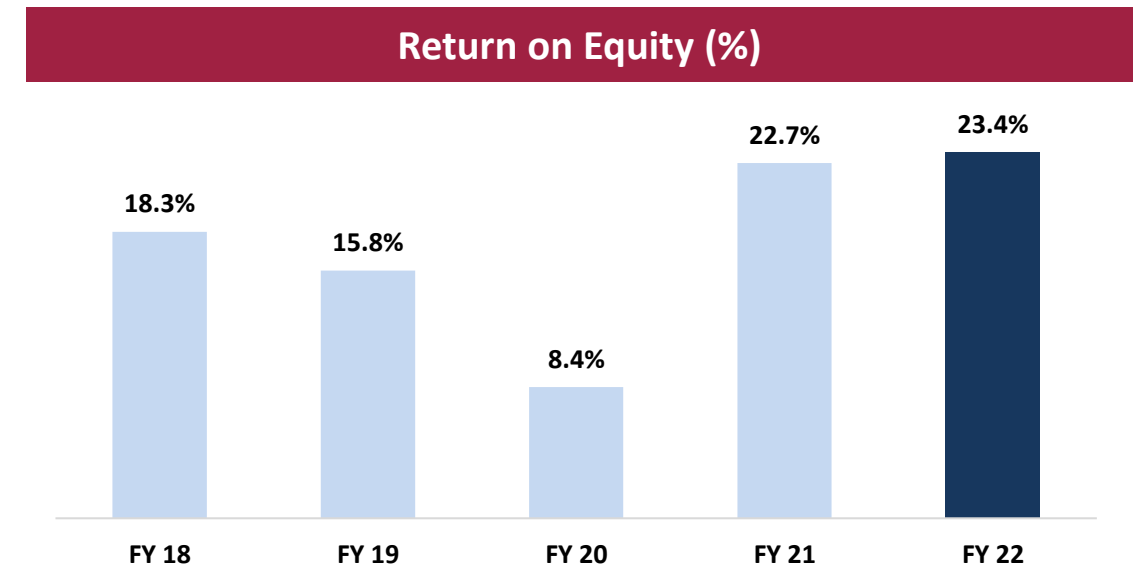
PAT and PAT Margin



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





Sustainability Approach



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.

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

Leading the transition from synthetic to lower carbon footprint products



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

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



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

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Fineotex Chemical Limited (“Fineotex Chemical” or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Fineotex Chemical undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

For further information, please contact:

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Fineotex Chemical Limited

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