

March 06, 2024

To,

The General Manager, Listing Department, Bombay Stock Exchange 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
---	---

Subject: - Investor Presentation for Q3 FY2023-24

Dear Sir/Madam,

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of SEBI (LODR), Regulations 2015, please find enclosed a copy of Investor Presentation on the financial performance of the Company for Q3 FY2023-24.

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.

This is for your information and records.

Thanking you,

Yours faithfully,
For FINEOTEX CHEMICAL LIMITED

Sunny Parmar
Company Secretary & Compliance Officer



Encl: As above



Fineotex Chemical Limited

(BSE: 533333; NSE: FCL)

Investor Presentation

March 2024



**Textile
Specialties**



**Other
Specialties**



**Cleaning &
Hygiene
Specialties**



**Drilling
Specialties**

Overview of Textile Chemical segment

Specialty chemicals producer with a focus on textiles chemicals

Team of 34 professionals for providing technical solutions to customers

Attractive industry dynamics with technical barriers to entry and high levels of development and product customisation

Biotex Malaysia spearheads the R&D solutions, application research and product development

Overview of the Cleaning and Hygiene segment

Successfully diversified into the cleaning and hygiene business


Leveraged its existing technical expertise and knowledge in production and distribution to gain a competitive advantage


Products such as floor cleaners, hand-washes, sanitizers, dishwashers, and toilet bowl cleaners are manufactured


The cleaning and hygiene segment exhibited steady growth and is anticipated to further accelerate in the near future

 **470+**
Product Categories

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


 **ICRA Rating**
Long Term Rating: A+
Short Term Rating: A1+


 **FDA Approved Plants**
Plants are approved by FDA pharma

 **100+**
Dealers in Indian and International Market

 **~70**
Countries Present

 **NABL accredited**
Fineotex Chemical Laboratory

 **CRISIL Rating***
Long Term Rating: A/ Stable
Short Term Rating: A1

 **Solar Power Plant**
Commissioned at Ambarnath Plant

 **104,000 MT p.a.**
Total Installed capacities

Note – CRISIL Rating is as per 31st March, 2023



Long standing track record of consistently creating value

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

2019



- ❖ Biotex partnered with Bluesign
- ❖ Manufacturing capacity increased to 43,000 MTPA 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 Ambernath, Maharashtra
- ❖ One of the plants is approved and certified by the FDA

2021



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

2022



- ❖ Ambernath facility capacity expanded by an additional 40,000 MTPA, taking the overall capacity to 104,000 MTPA

2023



- ❖ ICRA rating upgraded - Long Term Rating: A+ and -Short Term Rating: A1+
- ❖ Great Place to Work certified
- ❖ Dun & Bradstreet ESG Badge
- ❖ Purchased Additional factory land premises of 7 acres at Additional Ambernath MIDC
- ❖ Successfully commissioned Solar Power Plant at Ambernath Facility
- ❖ Received accreditation by NABL

Fineotex Overview

- **Specialty chemicals** producer with a focus on textiles chemicals
- Successful expansion into the cleaning and hygiene segment
- **Experts in providing technical solutions to customers**
- Attractive industry dynamics with **technical barriers to entry** and high levels of development and **product customization**
- Biotex Malaysia spearheads the **R&D solutions, application research and product development**

Customised Solution

Besides manufacturing specialty chemicals, we also offer **customized technical solutions and services** through our dedicated focus on **R&D activities** by our strong alliances with partners and institutions.

This has helped

- In expanding our **new customer acquisition** and **customer stickiness**
- In increasing our **market share** and wallet share
- In reducing **customer acquisition cost**

The Synergy between the Textile chemical and Cleaning and Hygiene

- Fineotex utilised its **fundamental strength** in the textile chemical industry to **enter the cleaning and hygiene industry**
- **Numerous chemical compounds** that are utilised in the textile specialty segment have **potential applications in the cleaning and hygiene** segment as well
- This expansion allows Fineotex to diversify its business and revenue streams while **leveraging its core competencies**
- Its move into the cleaning and hygiene segment aligns with the **heightened importance of cleanliness post-pandemic** has increased demand for hygiene products
- Fineotex aims to maintain the same standards of quality and performance in its cleaning and hygiene products as its textile chemicals
- We actively encourage sustainability and endeavor to **minimise our environmental footprint** by fostering collaboration and knowledge sharing between the textile and cleaning and hygiene industries



Tailored solutions across the textile value chain with a focus on realisations



Steps

Weaving

Pre-treatment

Dyeing

Printing

Finishing

Process

Sizing

De-sizing,
Scouring,
Bleach

Dyeing,
Washing,
Fixing

Rotary
Printing,
Table Printing

Exhaust
Padding

Product
Categories

Polymers,
Softeners

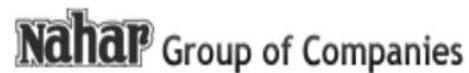
Enzymes,
Wetting &
Detergent,
Sequestering
Additives




Dyes, Acids,
Alkali
Levelling,
Detergent
Fixer

Dyes, Binder
Thickener, Fixer
Detergent,
Loop
accelerator

Softeners,
Silicones,
Polymers,
Resins

Key Customers



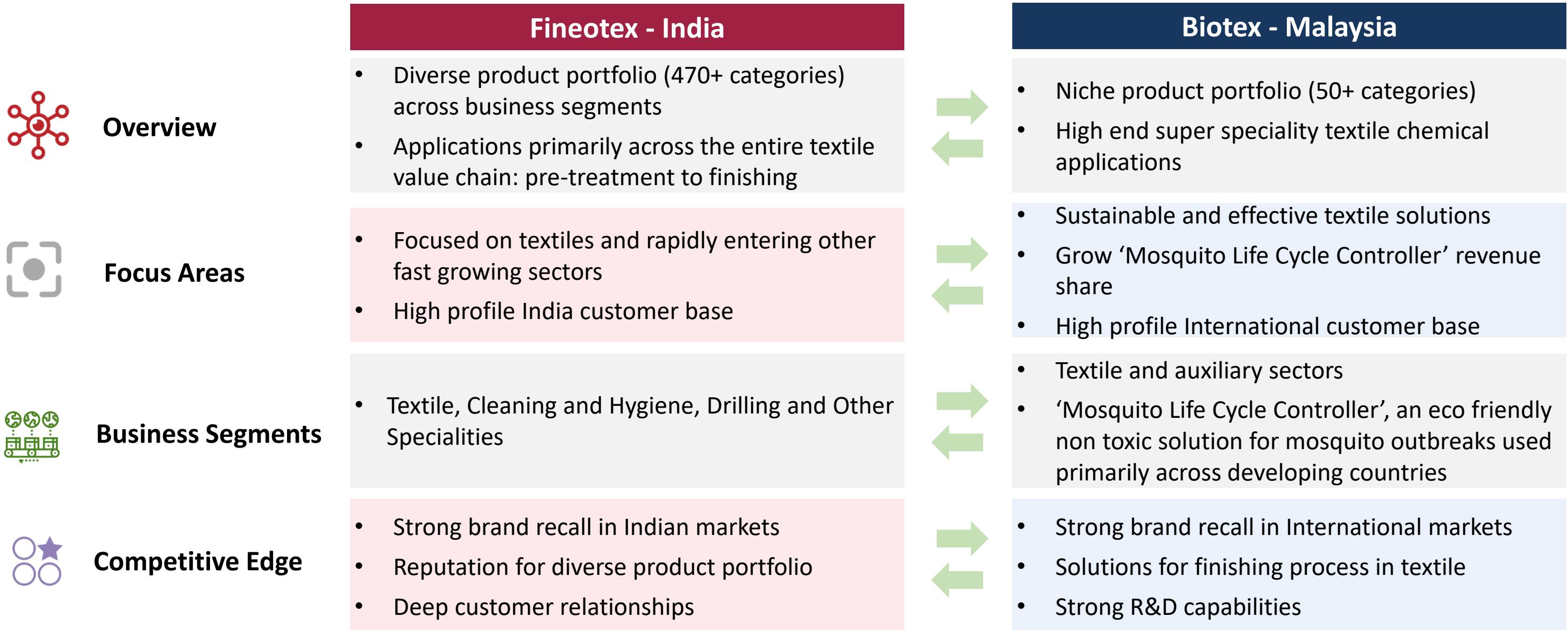
 Cleaning and Hygiene Chemicals	 Drilling Speciality Chemicals	 Other Speciality Chemicals
<ul style="list-style-type: none"> Customised solutions for: <ul style="list-style-type: none"> Housekeeping, Kitchen Care and Disinfectants Public Health and Hygiene The plant has been approved and certified by 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



Recent collaborations to expand product profile and geographical reach



Strategic collaboration with Eurodye-CTC, Belgium, to commercialize specialty chemicals for the Indian market

Facilitates an efficient production system and distribution network across the Indian textile market

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

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 center 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



Textile Chemical

Growth outlook for Specialty Chemicals

- **Emerging markets** provide companies with the opportunity to produce **customized product offerings** through expansion and growth
- The sudden **growth in demand for niche chemical products** is projected to influence the **development of exports** in developing countries significantly
- The growth in the Indian specialty chemicals market has been driven by the **country's strong process engineering capabilities, low-cost manufacturing capabilities, and abundant manpower**

FCL is a leading chemical manufacturer, with a zero liquid discharge system, eco-friendly products, and recognition for promoting sustainable practices















Cleaning and Hygiene

Growth outlook for Cleaning and Hygiene

- The **growing consumer awareness of cleanliness and hygiene** is one of the primary factors driving the market in India
- Indian **government promoting** the need for proper **hygiene and cleanliness across residential and commercial** spaces is acting as a significant growth-inducing factor
- Projected factors such as **rising incomes, changing lifestyles and infrastructural developments** are expected to drive growth and increase the demand in future

FCL foresees driving the Indian cleaning market, which is scattered and highly unorganized, leading to a lack of strong players in this sector

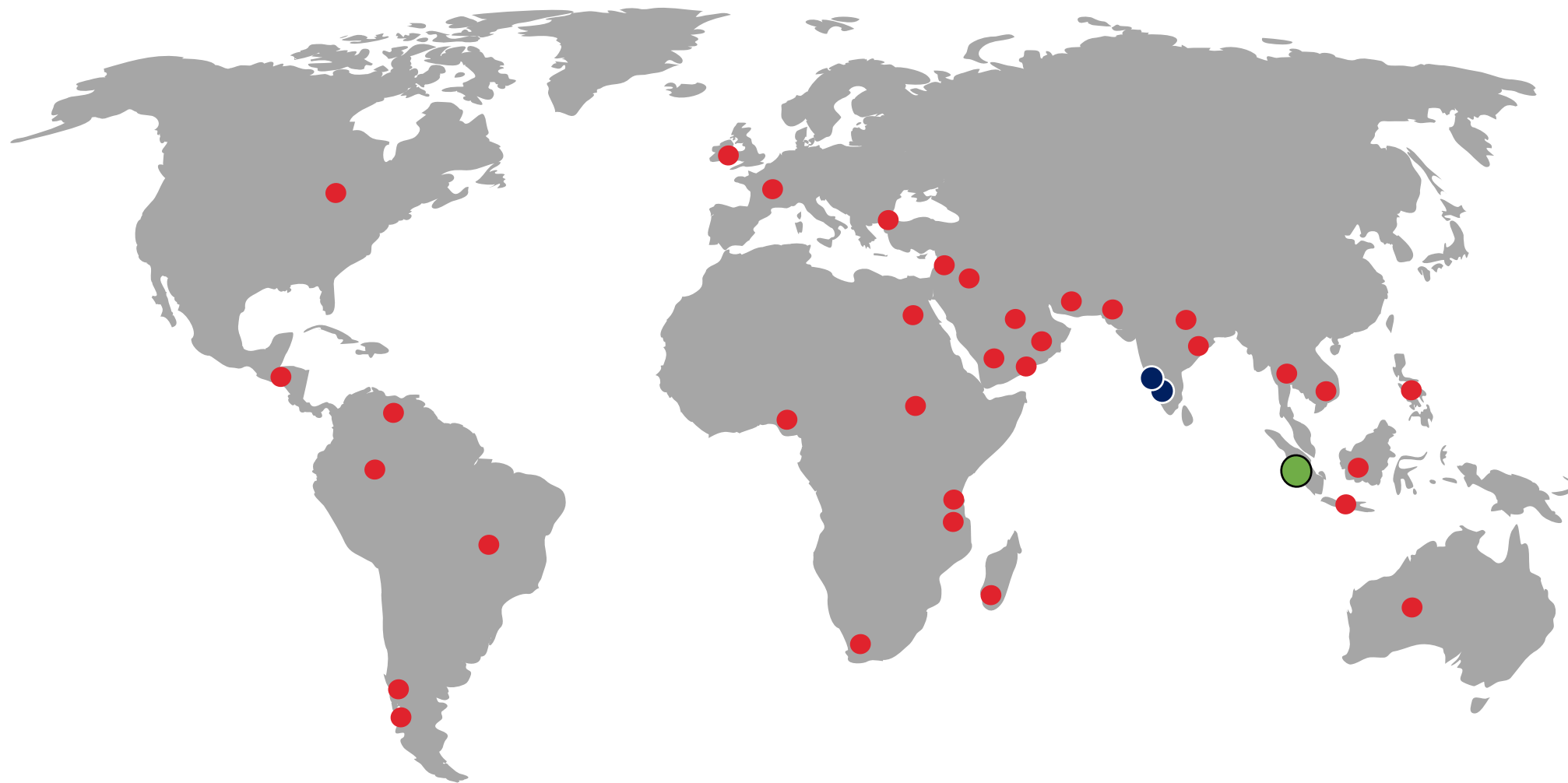
Manufacturing Platforms (GMP* Certified)

Location	Operating Facts	Strategic Advantages	Manufacturing Excellence
 <p>Mahape</p>  <p>Ambernath</p>	<ul style="list-style-type: none"> Total Production Capacity of Mahape is 36,500 MT Ambernath plant had the capacity to provide 40,000 MT Additional Capacity of 21,000 was expanded from 14th November 2022) Additional factory land premises of 7 acres at Additional Ambernath MIDC 	<ul style="list-style-type: none"> The Ambernath plant is fungible and has the capabilities to manufacture products for both textile chemical and cleaning and hygiene segment The facility is equipped with modern infrastructure and amenities, enabling sustainable chemical production with advanced automation, storage, and logistics handling The plant allows Fineotex to meet the growing demand for specialty chemicals with efficient and environmentally friendly manufacturing processes 	      
 <p>Selangor, Malaysia</p>	<ul style="list-style-type: none"> Total Production Capacity: 6,500 MT 	<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: 104,000 MTPA
 Q3 FY24 Total Capacity Utilization: 64%

* GMP: Good Manufacturing Practice Certification





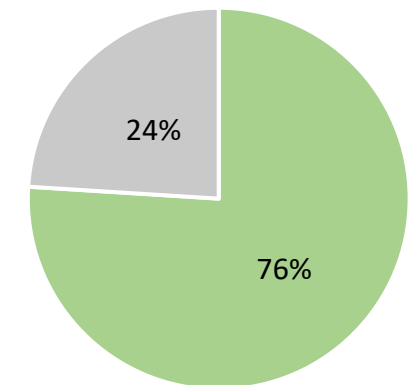
● Facilities at Mahape and Ambarnath, Mumbai, India

● Facility at Bangi, Malaysia

● Sales

- Sales in **~70** countries including Brazil, Bangladesh, Germany, Indonesia, Malaysia, Singapore, Syria, Thailand, USA, Venezuela and Vietnam
- **34+** technical marketing experts
- **100+** dealers in Indian and International markets

Q3 FY24 Revenue Mix



■ Domestic ■ International

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



Board of Directors



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
- ▲ Administrative Committee
- ▲ CSR Committee
- ▲ Stakeholder Relationship Committee
- ▲ Whistle-Blower Committee
- ▲ Risk Management Committee



Management Team

 <p>Surendra Kumar Tibrewala Education: B.Com and LLB</p> <p>Managing Director</p>	 <p>Sanjay Tibrewala Education: B.Com and P.G. in Textile Chemicals and Processing</p> <p>CFO</p>	 <p>Aarti Jhunjunwala Education: B.Com and M.Com</p> <p>Head - International Marketing</p>	 <p>Arindam Choudhuri Education: B.Tech and Marketing Management</p> <p>CEO (Textile)</p>
 <p>Noa N. Ouakass Education: M. Sc., MBA</p> <p>CEO - Biotex</p>	 <p>Kedhar Sankar Sonai Education: M.Tech, MBA</p> <p>Executive Director - Biotex</p>	 <p>Madhukar Shenoy Education: BE Chemical Engineering and Certified in Business & Climate Change</p> <p>Business Head - Consumer and Industrial Care</p>	
 <p>Raman Perumal Education: Diploma in Boiler Engineering</p> <p>Production Director - Biotex</p>	 <p>Wong Lai Yoon Education: BBA</p> <p>Operations Manager - Biotex</p>	 <p>Tang Chai Yean Education: Diploma in Chemistry</p> <p>Senior R&D Manager - Biotex</p>	
 <p>Purva Rane Education: MSc in Analytical Chemistry Responsible for: Technical Service Lab and Product Compliances</p> <p>Assistant Manager - Fineotex</p>	 <p>Ramesh Gupta Education: MSc, MBA B. Ed.</p> <p>Production Manager - Fineotex</p>	 <p>Manoj Sharma Education: B.Tech Responsible for: Plant and Projects</p> <p>Senior Manager - Fineotex</p>	

Experienced management team with multi decade expertise in speciality chemicals industry



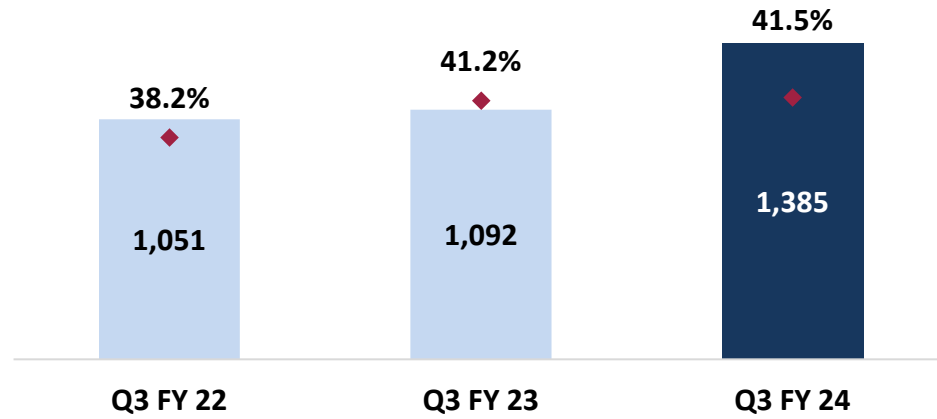
Financial Performance



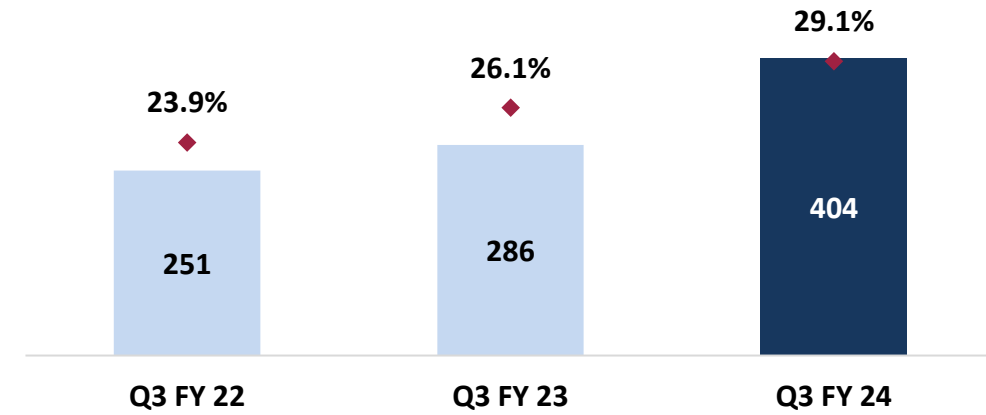
Consolidated Quarterly Performance Trend

Rs. Mn.

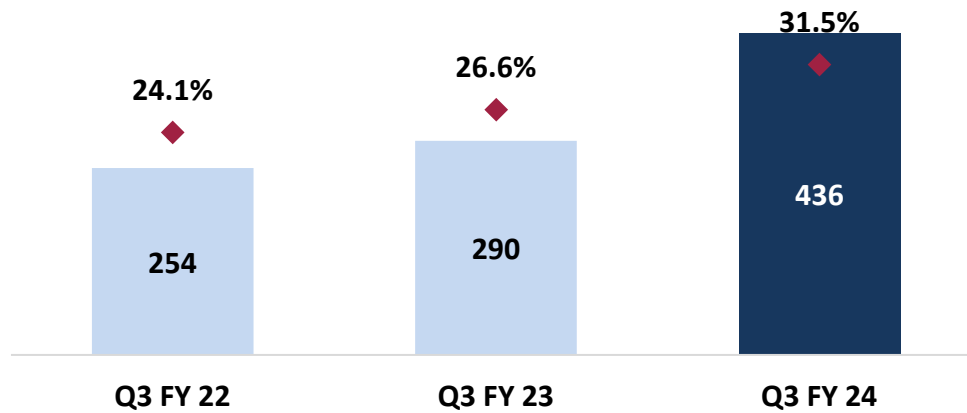
Revenue from Operations and Gross Margin



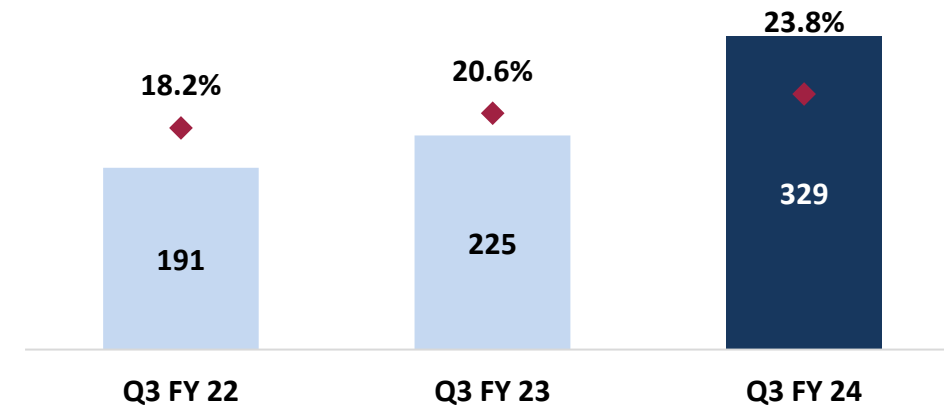
EBITDA and EBITDA Margin



PBT and PBT Margin



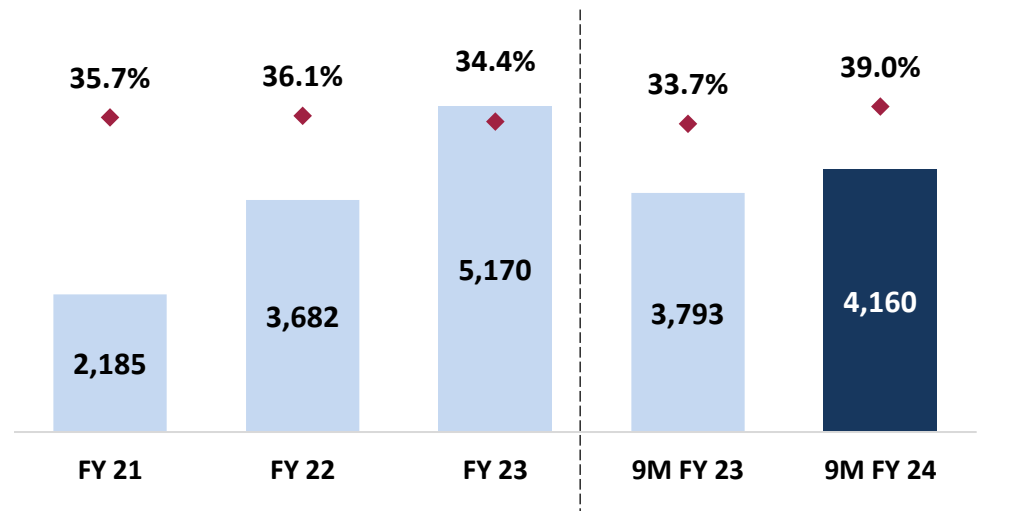
PAT and PAT Margin



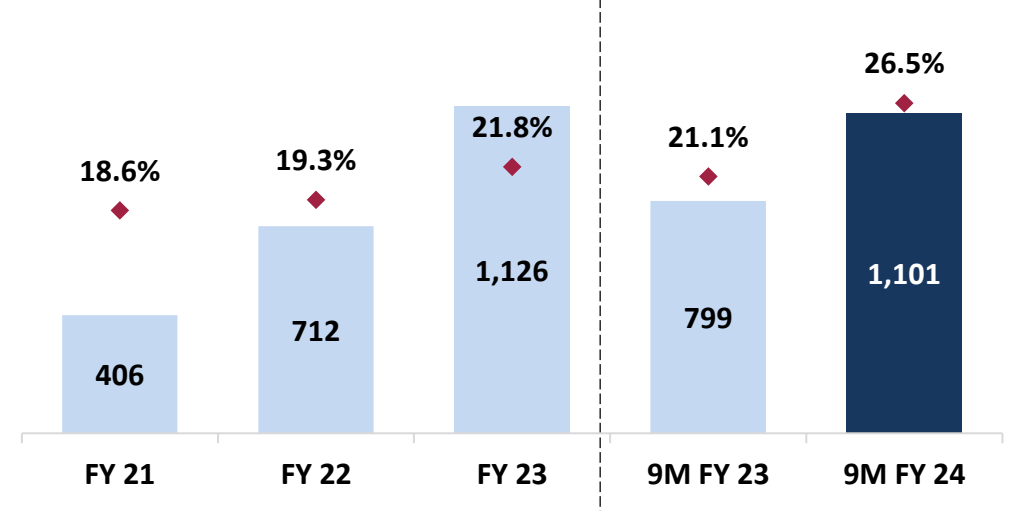
Consolidated Annual Performance Trend

Rs. Mn.

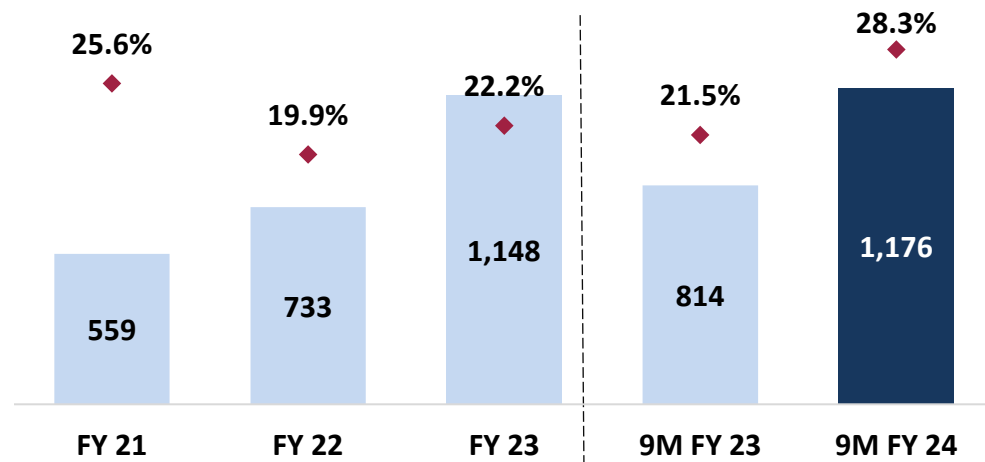
Revenue from Operations and Gross Margin



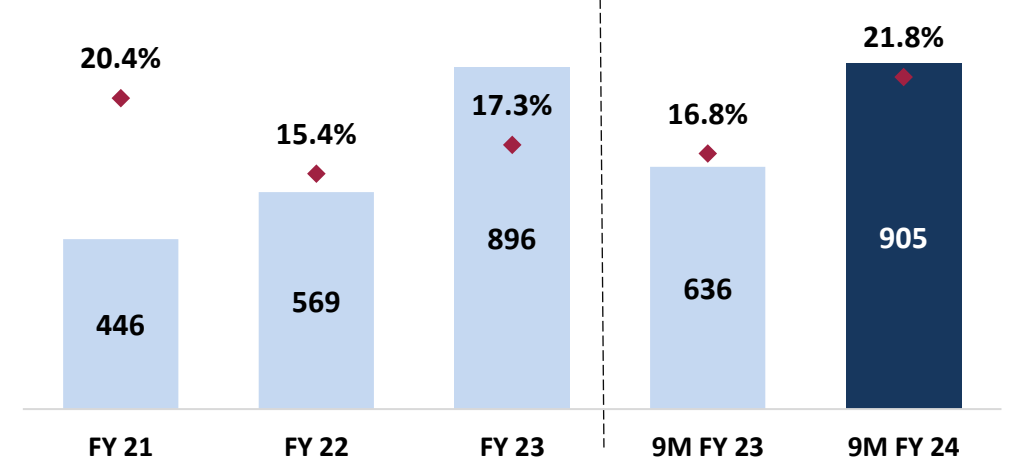
EBITDA and EBITDA Margin



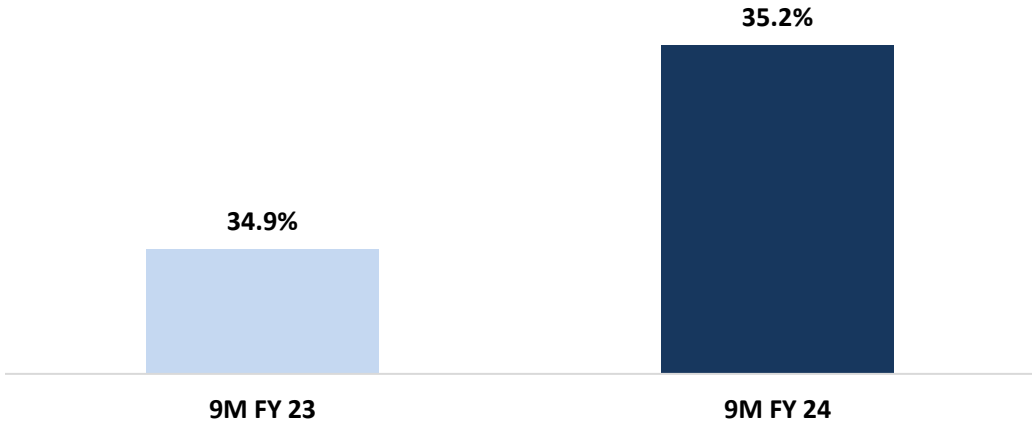
PBT and PBT Margin



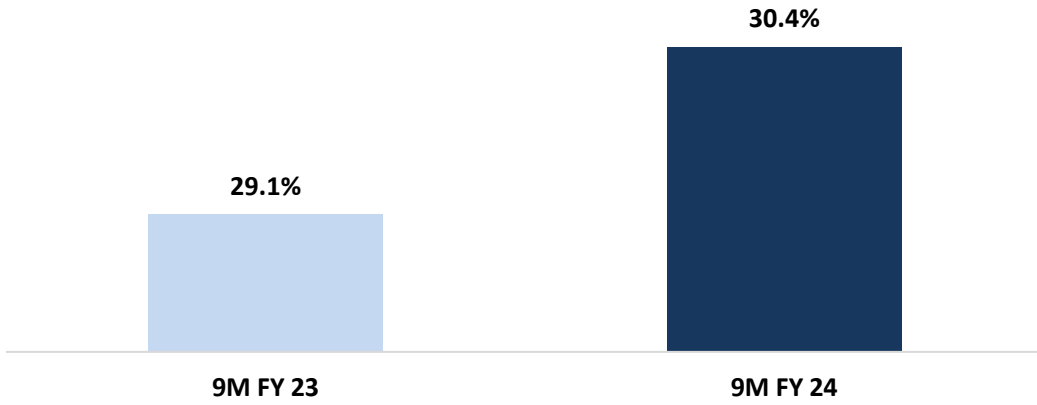
PAT and PAT Margin



Return on Capital Employed (%)



Return on Equity (%)



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

Consolidated P&L Summary: Q3 FY2024

Particulars (Rs. Million)	Q3 FY24	Q3 FY23	YoY%	9M FY24	9M FY23	YoY%
Revenue from Operations	1,385	1,092	26.8%	4,160	3,793	9.7%
COGS	810	642	26.2%	2,536	2,514	0.9%
Gross Profit	574	450	27.6%	1,624	1,279	26.9%
Gross Profit Margin	41.5%	41.2%		39.0%	33.7%	
Employee Benefit Expenses	55	46	18.3%	156	134	16.8%
Other expenses	116	119	(2.0%)	366	346	5.8%
EBITDA	404	286	41.3%	1,101	799	37.8%
EBITDA Margin(as a % of sales)	29.1%	26.1%		26.5%	21.1%	
Depreciation and amortisation expenses	14	11	30.1%	42	31	33.7%
EBIT	389	275	41.8%	1,059	768	38.0%
EBIT Margin	28.1%	25.1%		25.5%	20.2%	
Finance Cost	3	2	46.2%	7	6	32.6%
Other Income	49	18	175.0%	124	52	137.5%
PBT	436	290	50.0%	1,176	814	44.4%
Total tax	106	66	61.9%	270	179	51.2%
PAT	329	225	46.5%	905	636	42.5%
PAT Margin	23.8%	20.6%		21.8%	16.8%	
Basic and Diluted EPS	2.95	2.00	47.5%	8.10	5.64	43.6%

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



23%
Female employees in FY23



4,53,106 units
Electricity purchased in FY23



100% employees
Were given safety and skill up-gradation training



Rs 98.36 Lakhs
Spent on CSR activities in FY23



Zero
Penalties, punishment or compounding of offences in FY23



No accidents
Reported in FY23



287.06 Lakhs
Spend on R&D for developing sustainable products in FY23



4 out of 7 board members
Are Independent and Non-Executive Members










53,050 kl
Water consumption in FY23



Zero
Consumer complaints on restrictive trade practices and unfair trade practices in FY23



Solar Power Plant
Commissioned at Ambernath Plant

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
	<ul style="list-style-type: none"> HACCP is a management system in which food safety is addressed through the analysis and control of biological, chemical, and physical hazards from raw material production, procurement and handling, to manufacturing, distribution and consumption of the finished product. HACCP Principles & Application Guidelines

Leading the transition from synthetic to lower carbon footprint products

Certificate	Value Proposition
	<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"> • 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
	<ul style="list-style-type: none"> • Received certification from the US EPA for HeathGuard's market leading anti-microbial treatment
	<ul style="list-style-type: none"> • Received Dun and Bradstreet ESG Badge, it showcases the impact of ESG listing and ranking on organizations, and recognize their contribution towards sustainability
	<ul style="list-style-type: none"> • Accredited by NABL, India's leading accreditation body that assesses and accredits laboratories
	<ul style="list-style-type: none"> • IGBC (Indian Green Building Council) certification is a rating system developed by the Indian Green Building Council to promote sustainable building practices in India.
	<ul style="list-style-type: none"> • Scivera Certificate of Assessment
	<ul style="list-style-type: none"> • The Great Place to Work certified
	<ul style="list-style-type: none"> • WHO Good Manufacturing Practice certified
	<ul style="list-style-type: none"> • FDA which is Food and Drug Administration is a government agency that regulates certain food, drugs, cosmetics, and medical products

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



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:

Anvita Raghuram / Rohit Valecha

Churchgate Partners

+91 22 6169 5988

fcl@churchgatepartners.com





Fineotex Chemical Limited

FINEOTEX CHEMICAL LIMITED

(CIN Number: L24100MH2004PLC144295)

42-43, Manorama Chambers,

S. V. Road Bandra (West),

Mumbai - 400 050, India

Phone: (+91 - 22) 26559174 / 75, (+91 - 22) 26559176 / 77

Email: info@fineotex.com

www.fineotex.com