



January 18, 2022

To,

General Manager, Listing Department, <b>BSE Limited</b> , P.J. Towers, Dalal Street, Mumbai – 400 001  <b>Company code: 533333</b>	The Manager, Listing & Compliance Department <b>The National Stock Exchange of India Limited</b> Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai – 400051  <b>Company code: FCL</b>
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**Subject: - Earning Presentation-Q3 FY 2021-22**

Dear Sir/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 Earning Presentation to be shared with Analyst/Institutional Investors.

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](http://www.fineotex.com).

We request you to kindly take the above on record.

Thanking You,

Yours faithfully,

**For FINEOTEX CHEMICAL LIMITED**

*[Signature]*  
**Sanjay Tibrewala**  
Executive Director  
DIN-00218525



**FINEOTEX CHEMICAL LIMITED**

Manorama Chambers, S.V. Road, Bandra (West), Mumbai - 400 050. India. **Phone** : (+91-22) 2655 9174 / 75 / 76 / 77  
**Fax** : (+91-22) 2655 9178 **E-mail** : [info@fineotex.com](mailto:info@fineotex.com) **Website** : [www.fineotex.com](http://www.fineotex.com) **CIN** - L24100MH2004PLC144295

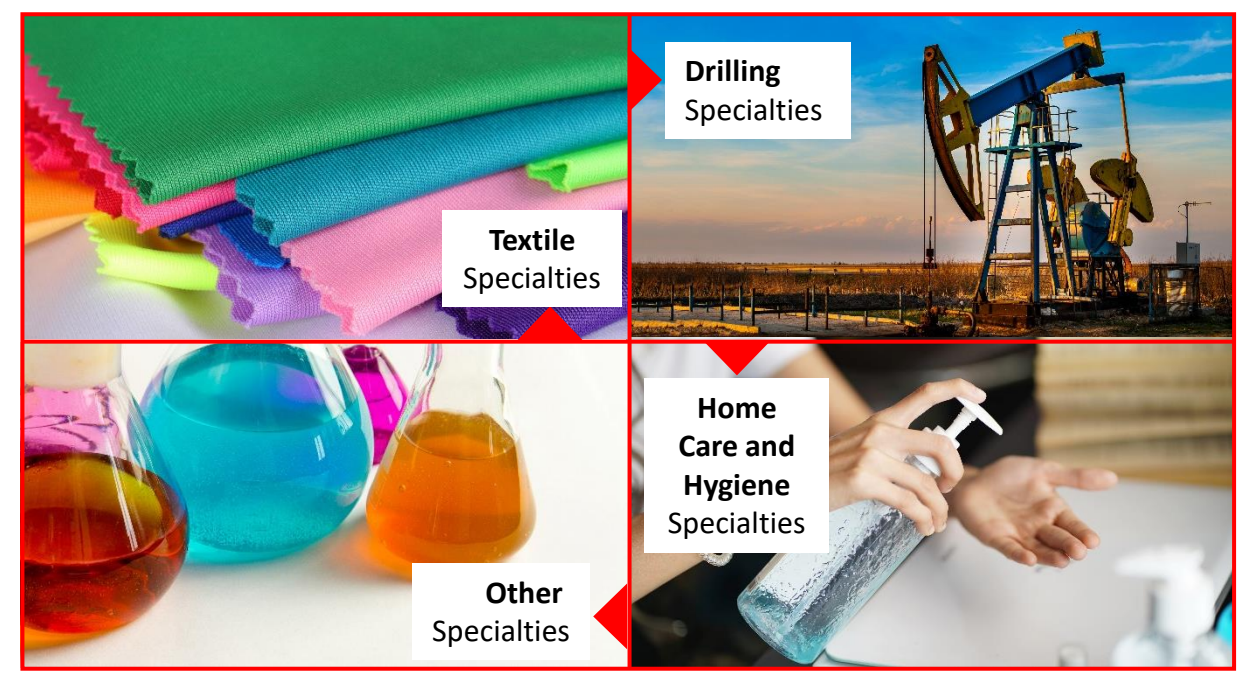


# Fineotex Chemical Limited

(BSE: 533333; NSE: FCL)

**Q3 and 9M FY2022**

**Earnings Presentation**





**Rs 1,050.7 mn**

Total Revenue

**Rs 250.8 mn**

EBITDA

**Rs 190.8 mn**

Net Profit

**38.2%**

Gross Margin

**23.9%**

EBITDA Margin

**18.2%**

PAT Margin

**80.1%**

Revenue Change  
(Y-o-Y)

**84.1%**

EBITDA Change  
(Y-o-Y)

**42.4%**

PAT Change  
(Y-o-Y)



**Surendrakumar Tibrewala**  
Chairman and Managing Director

*“Fineotex Chemical continued its strong topline growth trajectory of over 80%, Y-o-Y. It also registered an 84% uptick in EBITDA, Y-o-Y. The strong financial performance is a testament to our efforts to continuously adapt to the constantly evolving industry and staying ahead of the curve.*

*Our new facility at Ambarnath, Maharashtra began its operations in November 2021. The state-of-the-art facility will cater to customer needs across all our business verticals. The facility will adhere to the highest standards of sustainability, keeping in line with our overarching vision of greener products.*

*Management continues to remain focused on enhancing stakeholders value driven through robust performance, efficient operations, strategic partnerships, strong corporate governance and sustainability-led initiatives.”*

Specialty chemicals producer with a focus on textiles chemicals

Team of 34 professionals for providing technical solutions to customers

Successful entry into home care and hygiene and 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



**450+**  
Product Categories



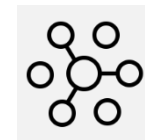
**~70**  
Countries Present



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



**79,000 MT p.a.**  
Installed capacities



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



**Rs. 270 mn**  
Deploying at Ambarnath  
facility in Maharashtra



**Home Care 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 9<sup>th</sup> November 2021
- State of the art technological updates have been implemented
- Additional capacity of 36,000 MT

## Strategic Advantages

- Caters to customer demands in the existing Textile Specialities and fast growing Home Care 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



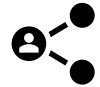
**The facility provides additional manufacturing capacity for existing product lines and new growth areas**



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**





Joint venture with HealthGuard, Australia to become the exclusive global marketing and sales channel partner with joint operations from Malaysia



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



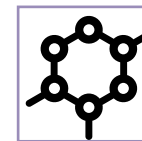
HealthGuard® will concentrate on developing cutting-edge solutions, that will be marketed and channelized across the world by Fineotex-Biotex



Develop a first-of-its-kind Support and Solution Centre for technical service in Sasmira to catalyze innovation and focus on sustainable chemistry



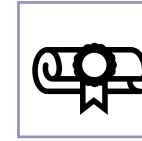
Synergy will provide durable metal-free sustainable chemistry solutions that are anti-microbial and anti-viral



Focus on new sustainable solutions and chemicals to reduce water, time and energy consumption for the textile wet processing industry



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



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 revenues in Q3 FY22 of Rs. 1,050.7 mn, up 80.1% YoY; 9M FY22 of Rs. 2,468.4 mn, up 72.0% YoY
- Consolidated EBITDA in Q3 FY22 of Rs. 250.8 mn, up 84.1% YoY; 9M FY22 of Rs. 496.9 mn, up 79.5% YoY
- EBITDA Margins in Q3 FY22 23.9% and has expanded 53 bps YoY; 9M FY22 of 20.1% and has expanded 83 bps YoY

## Business Model

- Chemical Product offerings across the entire textile value chain: pre-treatment to finishing
- Diversified business with top 10 customers contributing to 37% of sales and top 10 products contributing to 26% of sales
- 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

## Business Updates

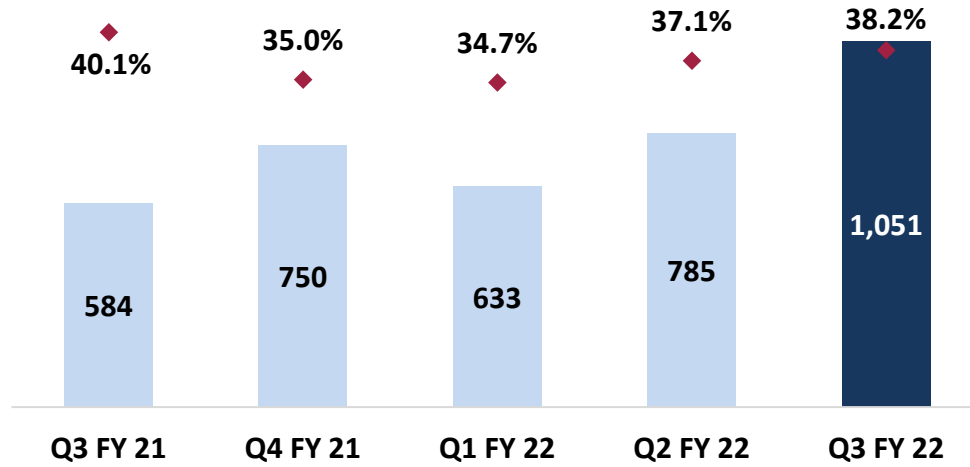
- Fineotex Chemical Limited has entered into a strategic collaboration with Eurodye-CTC, Belgium, to commercialize specialty chemicals for the Indian market
- Joint venture with HealthGuard, Australia to become the exclusive global marketing and sales channel partner. To provide durable metal-free sustainable 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 Ambarnath will gradually provide an additional 36,000mt of production capacity



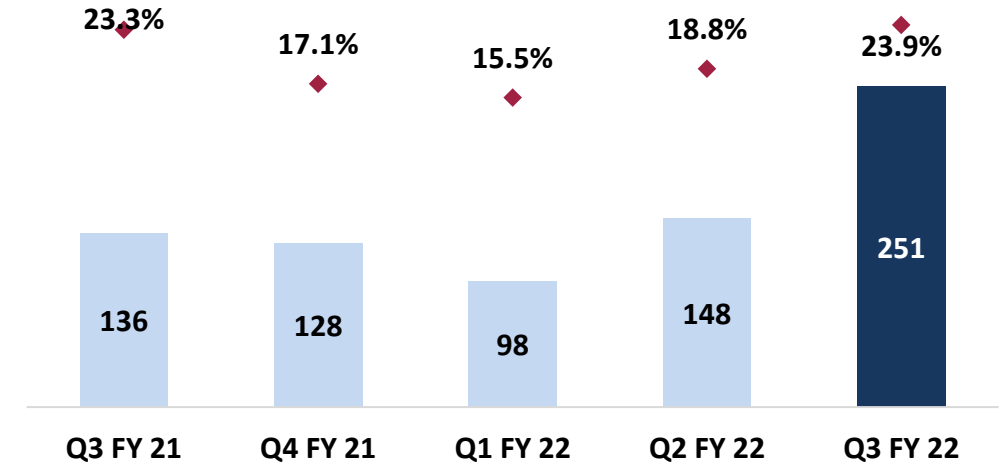
# Consolidated Quarterly Performance Trend

Rs. Mn.

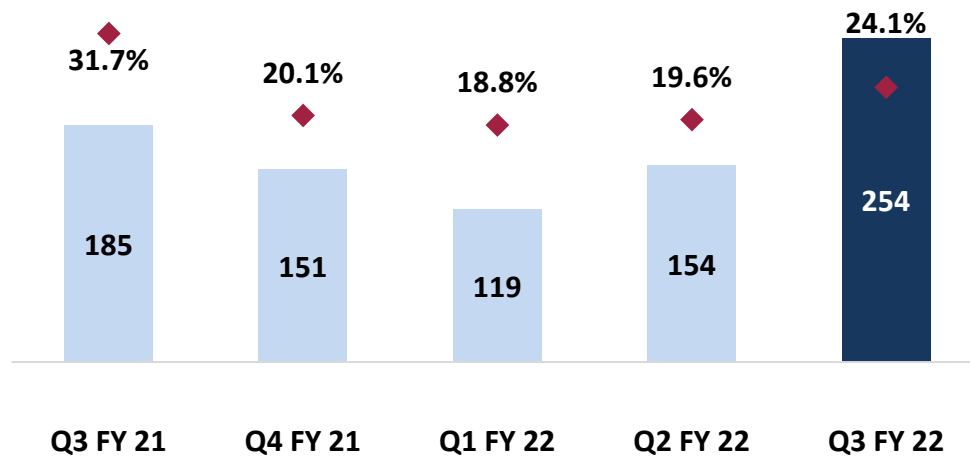
## Revenue from Operations and Gross Margin



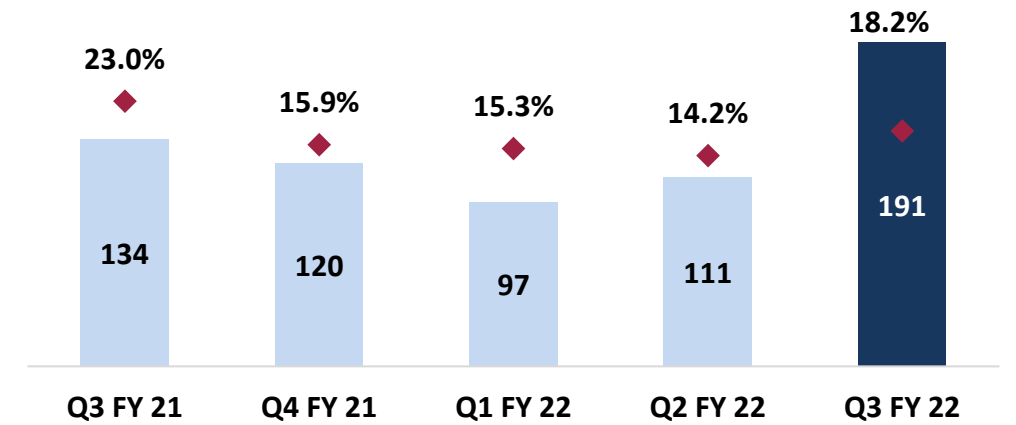
## EBITDA and EBITDA Margin



## PBT and PBT Margin



## PAT and PAT Margin



# Consolidated P&L Summary: Q3 and 9M FY2022



Particulars (Rs. Million)	Q3 FY 22	Q3 FY 21	YoY%	Q2 FY 22	QoQ%	9M FY 22	9M FY 21	YoY%
<b>Revenue from Operations</b>	<b>1,050.7</b>	<b>583.5</b>	<b>80.1%</b>	<b>784.9</b>	<b>33.9%</b>	<b>2,468.4</b>	<b>1,434.9</b>	<b>72.0%</b>
COGS	649.5	349.6	85.8%	494.0	31.5%	1,556.6	918.3	69.5%
<b>Gross Profit</b>	<b>401.2</b>	<b>233.9</b>	<b>71.5%</b>	<b>290.9</b>	<b>37.9%</b>	<b>911.7</b>	<b>516.5</b>	<b>76.5%</b>
<b>Gross Profit Margin</b>	38.2%	40.1%		37.1%		36.9%	36.0%	
Employee Benefit Expenses	36.0	26.2	37.4%	31.0	16.1%	93.4	61.4	52.0%
Other expenses	114.4	71.5	59.9%	112.0	2.2%	321.5	178.2	80.4%
<b>EBITDA</b>	<b>250.8</b>	<b>136.2</b>	<b>84.1%</b>	<b>147.9</b>	<b>69.5%</b>	<b>496.9</b>	<b>276.9</b>	<b>79.5%</b>
<b>EBITDA Margin(as a % of sales)</b>	<b>23.9%</b>	<b>23.3%</b>		<b>18.8%</b>		<b>20.1%</b>	<b>19.3%</b>	
Depreciation and amortisation expenses	6.2	4.0	58.0%	5.1	22.5%	16.3	10.7	52.2%
<b>EBIT</b>	<b>244.5</b>	<b>132.2</b>	<b>84.9%</b>	<b>142.8</b>	<b>71.2%</b>	<b>480.6</b>	<b>266.2</b>	<b>80.6%</b>
<b>EBIT Margin</b>	<b>23.3%</b>	<b>22.7%</b>		<b>18.2%</b>		<b>19.5%</b>	<b>18.6%</b>	
Finance Cost	2.8	1.8	61.1%	2.1	35.3%	7.1	4.5	59.7%
Other Income	11.8	54.6	(78.3%)	12.9	(8.3%)	52.8	145.8	(63.8%)
<b>PBT</b>	<b>253.6</b>	<b>185.1</b>	<b>37.0%</b>	<b>153.7</b>	65.0%	<b>526.3</b>	<b>407.5</b>	<b>29.1%</b>
Total tax	62.7	51.2	22.6%	42.5	47.8%	127.4	81.5	56.3%
<b>PAT</b>	<b>190.8</b>	<b>134.0</b>	<b>42.4%</b>	<b>111.2</b>	<b>71.6%</b>	<b>398.9</b>	<b>326.0</b>	<b>22.4%</b>
<b>PAT Margin</b>	<b>18.2%</b>	<b>23.0%</b>		<b>14.2%</b>		<b>16.2%</b>	<b>22.7%</b>	
<b>Basic and Diluted EPS</b>	<b>1.67</b>	<b>1.18</b>	<b>41.5%</b>	<b>0.97</b>	<b>72.2%</b>	<b>3.49</b>	<b>2.83</b>	<b>23.3%</b>





## 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



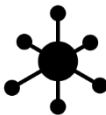
## Greenfield Developments

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 Home Care and Hygiene and Drilling Specialties while continuing to focus on the core Textile Chemicals business



## Grow Market Share

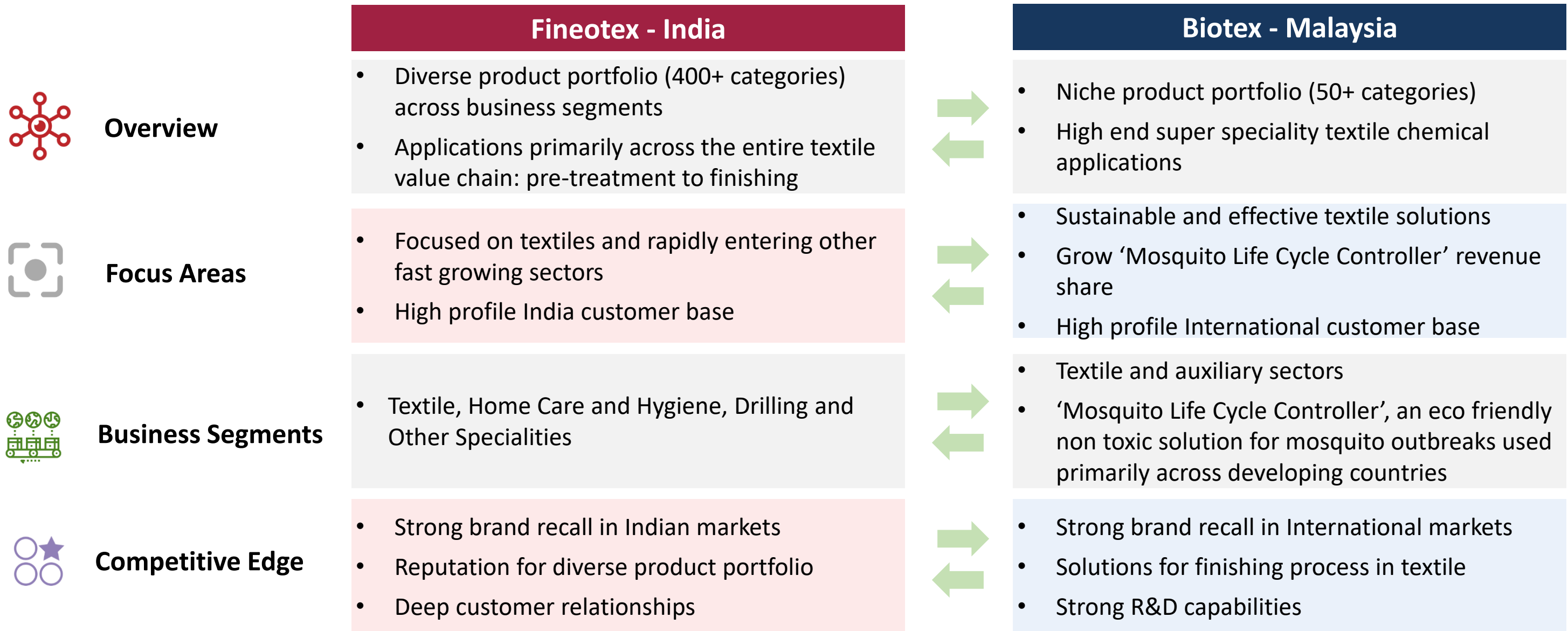
Strong in-house development capabilities to grow market share across existing and new customers in both Indian and International markets. Continue to develop direct customer relationships and expand distribution network



## 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	Operating Facts	Strategic Advantages	Manufacturing Excellence
 <p><b>Mahape and Ambernath, Mumbai, India</b></p>	<ul style="list-style-type: none"> <li>Total Production Capacity: 36,500 MT</li> <li>Ambernath plant to gradually provide an additional 36,000 MT capacity</li> <li>Current Utilisation: 65% (excl. Ambernath capacity)</li> <li>Peak Utilisation: 75% (excl. Ambernath capacity)</li> </ul>	<ul style="list-style-type: none"> <li>Strategically located plant near key port close to Mumbai with logistical advantage to textile hubs across North, West, South and Central India</li> </ul>	
 <p><b>Selangor, Malaysia</b></p>	<ul style="list-style-type: none"> <li>Total Production Capacity: 6,500 MT</li> <li>Current Utilisation: 72%</li> </ul>	<ul style="list-style-type: none"> <li>Easy access to high quality raw materials in the region</li> <li>Malaysian plant provides raw materials to the Indian facilities</li> <li>Cost benefits due to Free Trade Agreements (FTAs) with important regional markets like Vietnam, China and India</li> </ul>	

\* GMP: Good Manufacturing Practice Certification

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

Key Products



Home Care and Hygiene Chemicals

'Mosquito Life Cycle Controller' under development

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

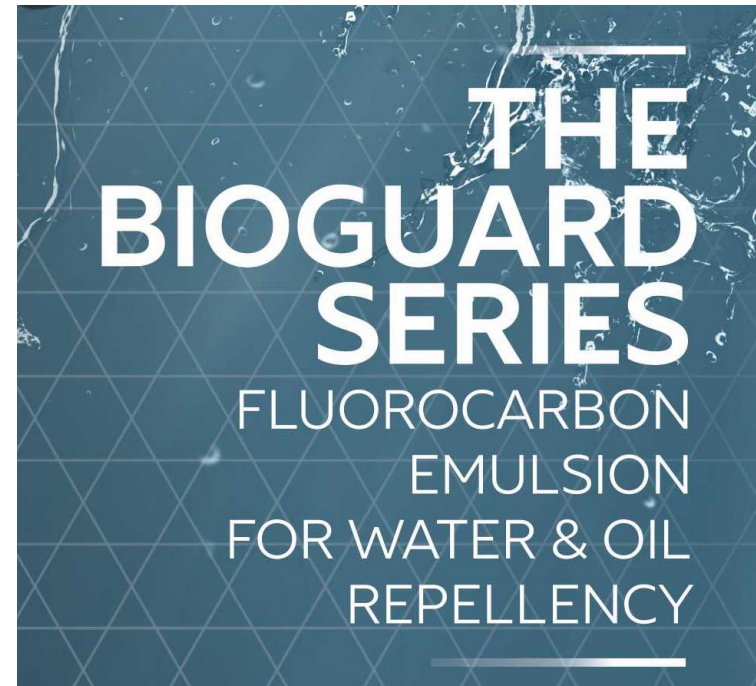
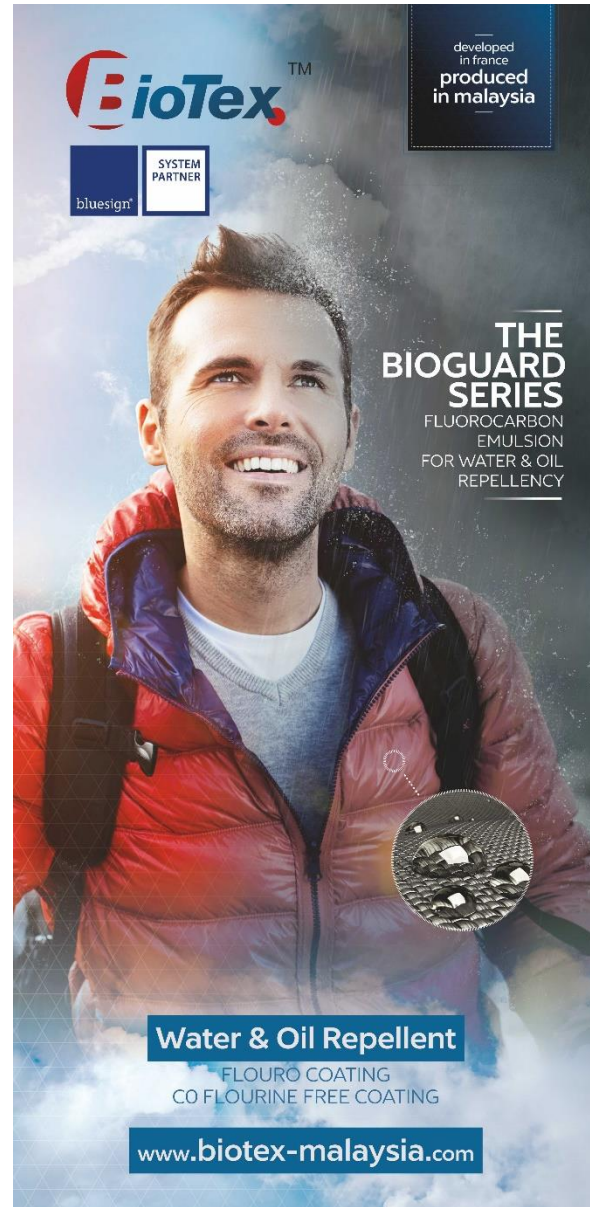
<b>Housekeeping</b>	<ul style="list-style-type: none"> <li>Air freshener</li> <li>Carpet cleaner</li> <li>Carpet shampoo</li> <li>Deodorizers</li> <li>Floor cleaner</li> <li>Furniture maintainer</li> <li>Glass cleaner</li> <li>Hygienic bathroom cleaner</li> <li>Hygienic hard surface cleaner</li> <li>Multi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

# 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**





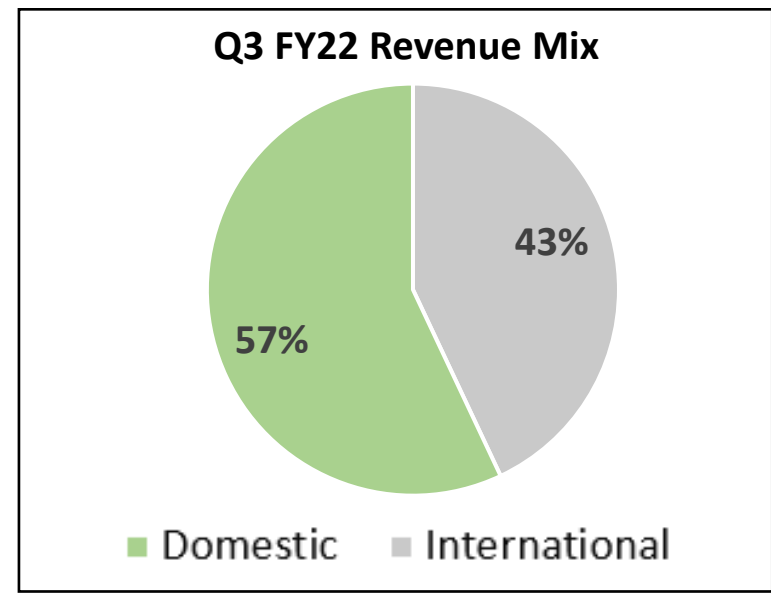
**‘The Bioguard Series’ of products from Biotex with water and oil repellent features in great demand post outbreak of COVID-19**





● 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

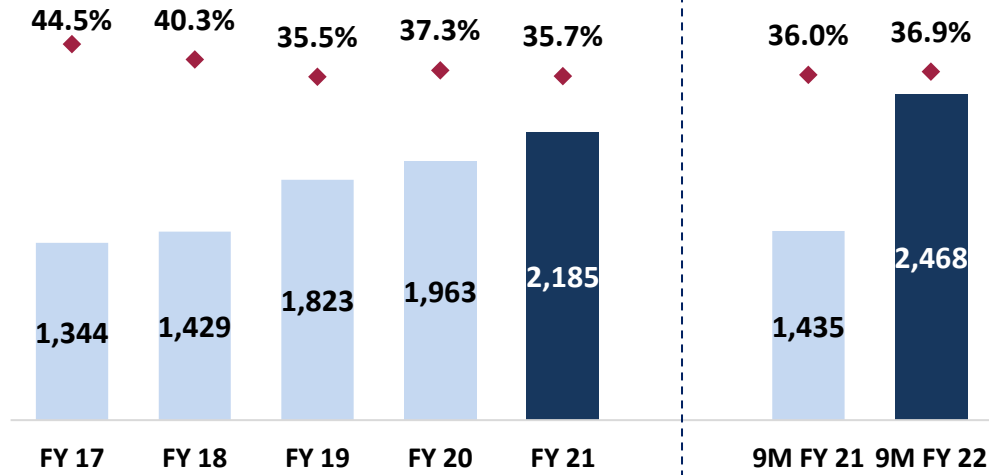


**Diversified revenue mix across clients, products and geographies coupled with technical expertise**

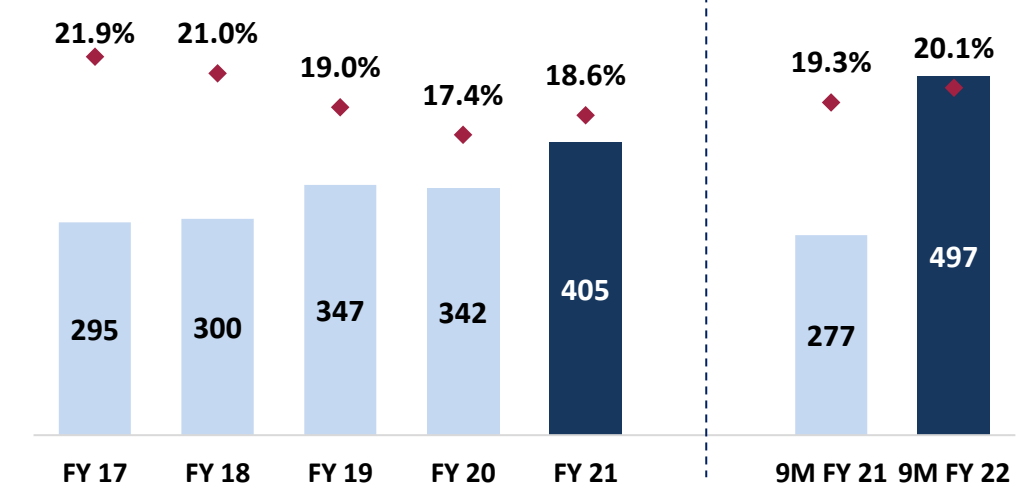
# Consolidated Annual Performance Trend

Rs. Mn.

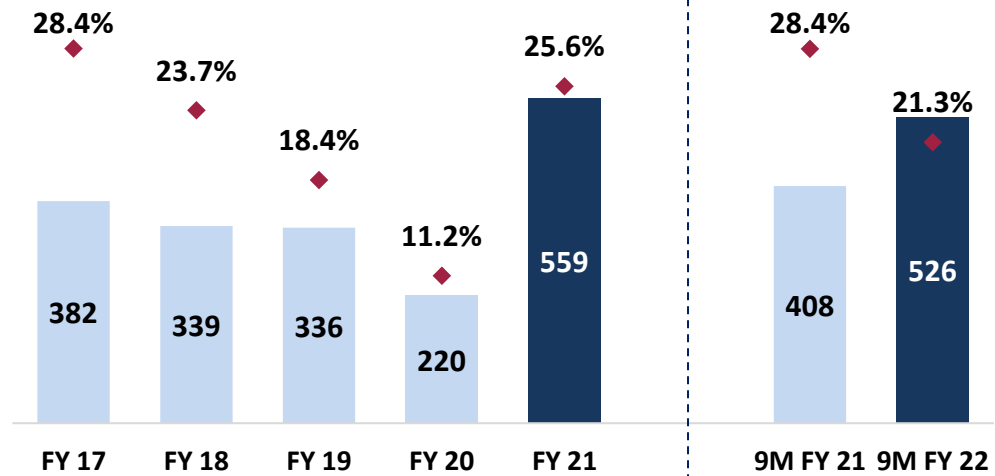
## Revenue from Operations and Gross Margin



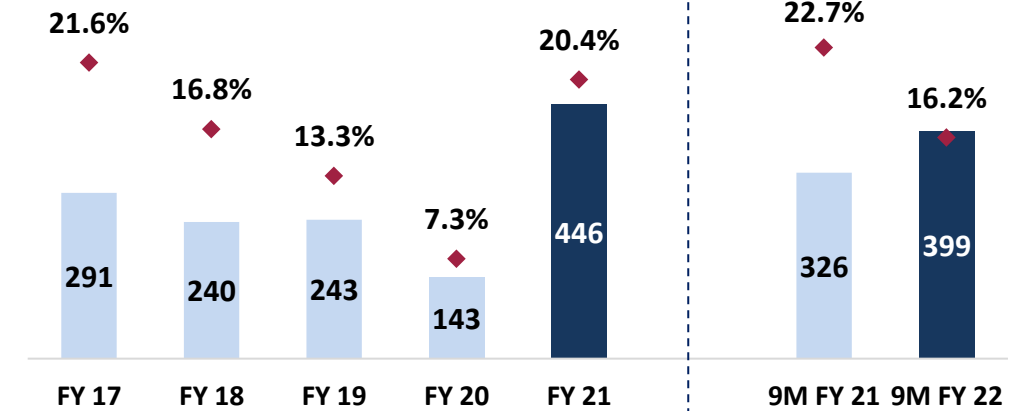
## EBITDA and EBITDA Margin



## PBT and PBT Margin



## PAT and PAT Margin





**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



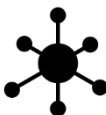
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The facility at Ambernath, Maharashtra is future ready for next phase of growth. Partnerships with International companies to establish manufacturing facilities in India



## New Product Categories

Enter fast growing synergistic segments such as Home Care 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

Focusing on Environmental factors and make efforts to restore the environment

- **Environment Strategy in Place:** FCL is committed to ensuring clean environment beyond satisfying all stipulated requirement laid down by the statutory authorities and in the process constantly working towards making a workplace safer for its employees and the community in general
- **Product Free From Harmful Substances:** Our products are not hazardous. We believe in developing our processes & products in a manner such that no harm is caused to life and nature
- **Waste Water Safe Discharge:** We are members of the central efficient treatment plant and wastewater duty treatment with own ETP is being discharged safely through CETP
- **Water Savings Initiatives:** Our aim to develop super specialty products which are sustainable, improve processes, increase efficiency and reduce costs by reducing overall consumption of water and energy is our main strength. This will aid the Company in its growth trajectory and also help the customers perform better



Committed to improve economic, environmental and social performance

## 100% employees

Were given safety and skill up-gradation training

## No accidents

Reported in FY21

## Rs 45.21 Lakhs

Spent on CSR activities in FY21

- **Product/Service Safety and Quality Metrics:** Quality is an integral part of Fineotex's Corporate Business Principles. We never compromise on quality; Throughout the process, we have stringent tests and quality controls which has enabled us to differentiate our products through customization and high quality control level resulting in superior performance
- **Local Employment and Sourcing:** Company purchase goods from local suppliers around Thane Bhiwandi and Mumbai Metropolitan Region. These suppliers are depots or distributor of Indian Chemical manufacturers of Importers. Labour, transportation and other services are taken from recognized / government approved suppliers
- **Community Support Initiatives:** We have taken various community initiatives such as: Education of underprivileged and enable them to earn an independent livelihood and thereby become useful and efficient citizen of India, To provide financial assistance and supply items of necessity like food, clothing, medicine etc. for running and maintenance of houses for destitute, aged persons/retired needed persons, Organize re-habilitation of destitute, old age persons wherever possible and provide assistance in cash, To look after family planning centres and nursing homes/ run eye bank, blood bank, organ banks etc



Focus on maximizing the wealth of shareholders, establish productive and lasting relationships with all shareholders

**5 out of 8 board members**  
Are Independent and Non-  
Executive Members

**Zero**  
Penalties, punishment or  
compounding of offences in  
FY21

- **Corporate Governance Policies:** The Company's philosophy on Corporate Governance relates to creating an organization intended to maximize the wealth of shareholders, establish productive and lasting relationships with all shareholders with the emphasis laid on fulfilling the responsibility towards the entire community and society
- **Board Composition:** The Board consists of 8 members – 2 Non retiring Directors as per the Articles of Association of the Company, 1 Promoter Whole time Director liable to retire by rotation and 5 Independent Directors. The Board has two Woman Directors including one Independent Woman Director
- **Board skill Matrix:** The Board comprises of qualified members who bring in the required skills, competence and expertise that allow them to make effective contributions to the Board and its Committees
- **Shareholder Rights and Relations Policy:** The Company has a Stakeholders Grievances Committee of the Board of Directors to look into the redressal of investors' grievances



## 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 earned the prestigious **ECO PASSPORT by OEKO-TEX®** certification, the highest rating in the globally renowned audit that measures standards of sustainability. The green rating has been awarded by Hohenstein, an independent and neutral renowned testing system that is globally recognized.

**This rigorous certification program shows our company's commitment to sustainable chemistry.**

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.

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