



May 27, 2019

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

Dear Sirs/Madam,

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

With reference to the above caption subject, we enclose Earning Presentation for the quarter and year ended 31st March 2019, requesting you to kindly take this in your record.

Kindly acknowledge receipt of the same.

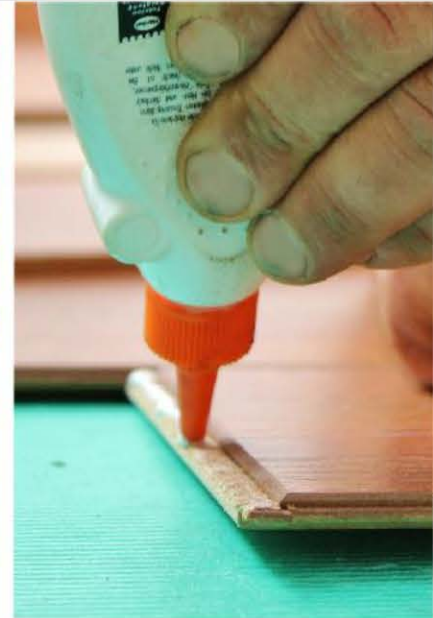
Thanking You,

Yours faithfully,

For **FINEOTEX CHEMICAL LIMITED**

Pooja Kothari
(Company Secretary)

FCL



FINEOTEX CHEMICAL LIMITED
Where Dependability Counts...

Q4 / FY19
EARNINGS PRESENTATION



EXECUTIVE SUMMARY



OVERVIEW

- Fineotex Group founded in 1979 is engaged in manufacturing of Specialty Chemicals and Enzymes.
- Mr. Surendra Kumar Tibrewala is Chairman & MD and Mr Sanjay Tibrewala Executive Director & CFO.
- The company has manufacturing facilities in Navi Mumbai and Malaysia with a combined production capacity of 43,000 MT/p.a.
- Current Market Capitalization is INR 4,604.2 MN as of 31st March, 2019.



BUSINESS MIX

- Fineotex is one of India's largest and most progressive speciality textile chemical manufacturers.
- The Company manufactures chemicals for the entire value chain for the textile industry including pretreatment, dyeing, printing and finishing process.
- The company also manufactures other chemicals for various industries like agro, adhesives, construction, water treatment etc.
- It has more than 400 products catering to various industries.



KEY STRENGTHS

- Strong Balance Sheet with Zero Debt; High ROE and ROCE, Consistently Dividend paying.
- Professionally run company with high Promoter holding. Promoter stake is the same as last year.
- Strong Industry knowledge – over three decades of operations.
- Low cost high margin products with high entry barriers.
- Extremely strong brand loyalty.
- Strong R&D capabilities help them increase customization levels of their products.



FY19 FINANCIALS (I-GAAP-Consolidated)

- Income – INR 1,823 MN; CAGR 5 Years 16%
- EBITDA – INR 346 MN; CAGR 5 Years 30%
- PAT – INR 243MN; ; CAGR 5 Years 25%

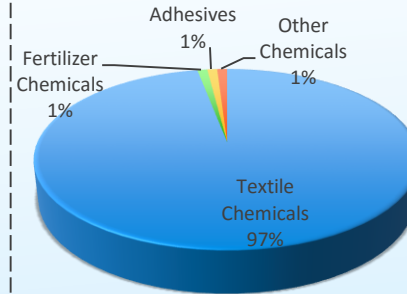


The background features a dark blue overlay with faint white chemical structures and equations, including $C=C$, $H-C-H$, and $H-C-C-H$. In the foreground, there are two Erlenmeyer flasks on the left and a rack of test tubes on the right. The flasks and test tubes are partially filled with a dark liquid. A bright green horizontal bar with arrowheads at both ends is positioned behind the text.

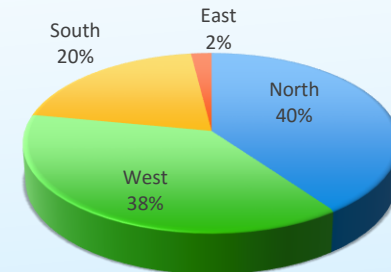
COMPANY OVERVIEW

- Fineotex Group was established in 1979 by Mr. Surendra Tibrewala.
- FCL was incorporated as a public limited company in 2007. The company was listed on Bombay Stock Exchange in March 2011, and listed on the National Stock Exchange in January 2015.
- Fineotex is one of India's largest and most progressive specialty textile chemical manufacturers.
- The company manufactures over 400 specialty chemicals and enzymes to Textile, Garment, Construction, Leather, Water treatment, Agrochemicals, Adhesives and others industries.
- Headquartered in Mumbai, it has manufacturing facilities in India and Malaysia with a combined production capacity of 43,000MT/p.a.
- It has a global presence across 60 countries and caters to well known companies in India and overseas.
- FCL along with its subsidiary Biotex Malaysia, has a global presence as a reputed producer of specialty chemicals.

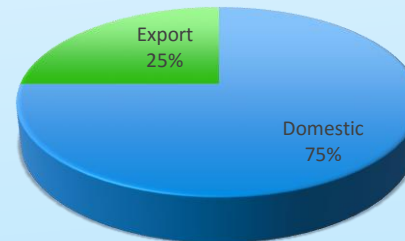
Industry wise Revenue Break-up



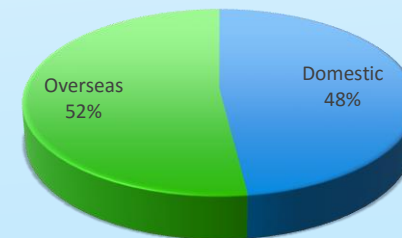
Domestic Revenue Break-up



Geographical Revenue Break-up (Standalone)



Geographical Revenue Break-up (Consolidated)





ISO 9001:20015



ISO 14001:2015



OHSAS 18001:2007



SA 8000 (Social Accountability Management System)



ZDHC (Zero Discharge Hazardous Chemical)



Fastest growing company in chemical manufacturing by IPF at Bombay Stock Exchange

STAR EXPORT HOUSE
Certificate HolderRecognized as a
Star Export House

Fineotex awarded as IPF Fastest Growing Chemical Manufacturing Company at BSE Ltd., December 20, 2017



Fineotex recognized amongst 25 Fastest growing Chemical Companies of India by The CEO Magazine June 2018

The CEO Magazine



Surendrakumar Tibrewala

Chairman & Managing Director
Fineotex

Fineotex being covered by the Dalal Street Investment Journal, July 2018



Sanjay Tibrewala
Executive Director & CFO



Aarti Jhunjunwala
Executive Director



FINANCIAL OVERVIEW

❑ **Q4-FY19 performance (Standalone):**

- **Revenue** : INR 324 Mn; Growth of 33.3% YoY
- **EBITDA** : INR 73 Mn; Growth of 21.7% YoY
- **Net Profit** : INR 55 Mn
- **Diluted EPS** : INR 0.49 per share

❑ **Q4-FY19 performance (Consolidated):**

- **Revenue** : INR 503 Mn; Growth of 25.1% YoY
- **EBITDA** : INR 87 Mn; Growth of 7.4% YoY
- **Net Profit** : INR 65 Mn.
- **Diluted EPS** : INR 0.55 per share

❑ **FY19 performance (Standalone):**

- **Revenue** : INR 1,126 Mn; Growth of 22.5% YoY
- **EBITDA** : INR 257 Mn; Growth of 8.9% YoY
- **Net Profit** : INR 173 Mn
- **Diluted EPS** : 1.56 INR per share

❑ **FY19 performance (Consolidated):**

- **Revenue** : INR 1,823 Mn; Growth of 27.6% YoY
- **EBITDA** : INR 346 Mn; Growth of 15.7% YoY
- **Net Profit** : INR 243 Mn
- **Diluted EPS** : INR 2.02 per share

STANDALONE

| INCOME STATEMENT (INR Mn) | Q4-FY19 | Q4-FY18 | Y-o-Y | Q3-FY19 | Q-o-Q |
|-----------------------------------|-----------|-----------|---------------|-----------|--------------|
| Revenue | 324 | 243 | 33.3% | 282 | 14.9% |
| Expenses | 251 | 183 | 37.2% | 224 | 12.0% |
| EBITDA | 73 | 60 | 21.7% | 58 | 25.9% |
| Other Income | 12 | 7 | 71.4% | 6 | 100.0% |
| Depreciation | 2 | 2 | - | 2 | - |
| Finance Cost | 1 | 1 | - | 1 | - |
| Exceptional Items | 2 | - | NA | - | NA |
| PBT | 80 | 64 | 25.0% | 61 | 31.1% |
| Tax | 25 | 28 | (10.7)% | 16 | 56.3% |
| PAT | 55 | 36 | 52.7% | 45 | 22.2% |
| Other Comprehensive Income | - | - | - | - | - |
| Total Comprehensive Income | 55 | 36 | 52.78% | 45 | 22.2% |
| Diluted EPS (INR) | 0.49 | 0.32 | 53.1% | 0.41 | 19.5% |

STANDALONE

| INCOME STATEMENT (INR Mn) | FY19 | FY18 | Y-o-Y |
|-----------------------------------|------------|------------|----------------|
| Revenue | 1,126 | 919 | 22.5% |
| Expenses | 869 | 683 | 27.2% |
| EBITDA | 257 | 236 | 8.9% |
| Other Income | 12 | 76 | 84.2% |
| Depreciation | 9 | 6 | 50.0% |
| Finance Cost | 6 | 4 | 50.0% |
| Exceptional Items | 5 | - | NA |
| PBT | 249 | 302 | (17.5)% |
| Tax | 76 | 89 | (14.6)% |
| PAT | 173 | 213 | (18.8)% |
| Other Comprehensive Income | - | - | - |
| Total Comprehensive Income | 173 | 213 | (18.8)% |
| Diluted EPS (INR) | 1.56 | 1.91 | (18.3)% |

QUARTERLY- INCOME STATEMENT

CONSOLIDATED

| INCOME STATEMENT (INR Mn) | Q4-FY19 | Q4-FY18 | Y-o-Y | Q3-FY19 | Q-o-Q |
|------------------------------------|-----------|-----------|---------------|-----------|--------------|
| Revenue | 503 | 402 | 25.1% | 460 | 9.3% |
| Expenses | 416 | 321 | 29.6% | 375 | 10.9% |
| EBITDA | 87 | 81 | 7.4% | 85 | 2.4% |
| Other Income | 14 | (19) | NA | 5 | 180.0% |
| Depreciation | 3 | 2 | 50.0% | 3 | - |
| Finance Cost | 3 | 2 | 50.0% | 2 | 50.0% |
| Exceptional Items | 2 | - | NA | - | NA |
| PBT | 93 | 58 | 60.3% | 85 | 9.4% |
| Tax | 28 | 31 | (9.7)% | 22 | 27.3% |
| PAT after Minority Interest | 65 | 27 | 140.7% | 63 | 3.17% |
| Other Comprehensive Income | - | - | - | - | - |
| Total Comprehensive Income | 65 | 27 | 140.7% | 63 | 3.17% |
| Diluted EPS (INR) | 0.55 | 0.24 | 129.2% | 0.51 | 7.8% |

CONSOLIDATED

| INCOME STATEMENT (INR Mn) | FY19 | FY18 | Y-o-Y |
|-----------------------------------|------------|------------|---------------|
| Revenue | 1,823 | 1,429 | 27.6% |
| Expenses | 1,477 | 1,130 | 30.7% |
| EBITDA | 346 | 299 | 15.7% |
| Other Income | 15 | 52 | 71.2% |
| Depreciation | 10 | 6 | 66.7% |
| Finance Cost | 10 | 6 | 66.7% |
| Exceptional Items | 5 | - | NA |
| PBT | 336 | 339 | (0.9)% |
| Tax | 93 | 99 | (6.1)% |
| PAT | 243 | 240 | 1.2% |
| Other Comprehensive Income | - | - | - |
| Total Comprehensive Income | 243 | 240 | 1.2% |
| Diluted EPS (INR) | 2.02 | 2.04 | (1.0)% |

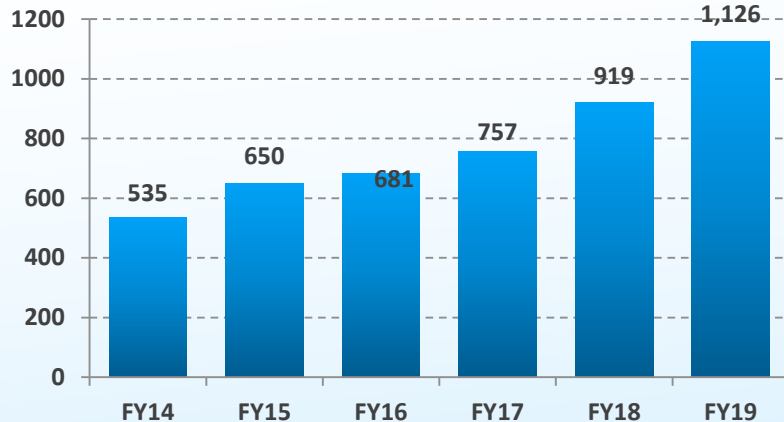
| INCOME STATEMENT (INR Mn) | FY14 | FY15 | FY16 | FY17 | FY18 | FY19 |
|---------------------------|-----------|------------|------------|------------|------------|------------|
| Revenue | 535 | 650 | 681 | 757 | 919 | 1,126 |
| Expenses | 486 | 537 | 498 | 565 | 683 | 869 |
| EBITDA | 49 | 113 | 183 | 192 | 236 | 257 |
| Other Income | 37 | 48 | 45 | 44 | 75 | 12 |
| Depreciation | 2 | 4 | 5 | 6 | 6 | 9 |
| Finance Cost | 3 | 3 | 3 | 3 | 4 | 6 |
| Extra-Ordinary Items | (1) | - | - | - | - | 5 |
| PBT | 80 | 154 | 220 | 227 | 301 | 249 |
| Tax | 22 | 42 | 69 | 68 | 89 | 76 |
| Operational PAT* | 20 | 64 | 106 | 115 | 138 | 166 |
| PAT | 58 | 112 | 151 | 159 | 213 | 173 |
| Diluted EPS (INR) | 2.59 | 1.00 | 1.35 | 1.43 | 1.91 | 1.56 |

*Operational PAT= PAT- Other Income + Extraordinary items

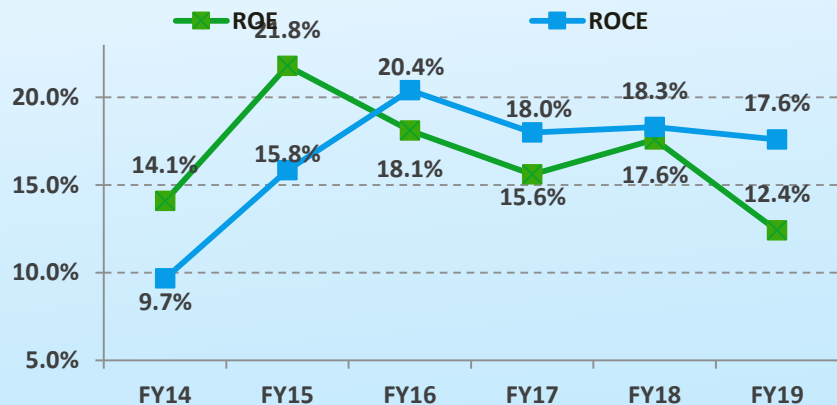
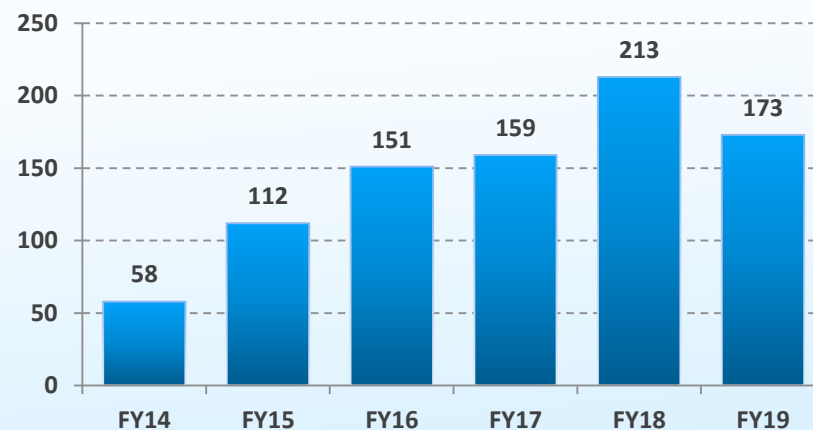
| PARTICULARS (INR Mn) | FY 13 | FY14 | FY 15 | FY16 | FY17 | PARTICULARS (INR Mn) | FY 13 | FY14 | FY15 | FY16 | FY17 |
|--|------------|------------|------------|------------|--------------|---------------------------------|------------|------------|------------|------------|--------------|
| EQUITIES & LIABILITIES | | | | | | ASSETS | | | | | |
| Shareholder Funds | 546 | 601 | 707 | 837 | 956 | Non Current Assets | 225 | 244 | 576 | 678 | 772 |
| (A) Share Capital | 112 | 112 | 224 | 225 | 223 | (A) Fixed Assets | 63 | 68 | 106 | 120 | 163 |
| (B) Reserves& Surplus | 434 | 489 | 483 | 612 | 733 | (B) Non-current Investments | 84 | 93 | 385 | 484 | 532 |
| (C) Share Application Money | - | - | - | - | - | (C) Long term Loans & Advances | 73 | 79 | 80 | 69 | 73 |
| Non Current Liabilities | 33 | 7 | - | - | - | (D) Other Non Current Assets | 5 | 4 | 5 | 5 | 4 |
| (A) Long Term Borrowings | 33 | 7 | - | - | - | Current Assets | 464 | 516 | 272 | 292 | 311 |
| Current Liabilities | 110 | 152 | 141 | 133 | 127 | (A)Inventories | 42 | 59 | 47 | 57 | 65 |
| (A) Short term Borrowings | 2 | - | 10 | 30 | 10 | (B) Trade Receivables | 114 | 171 | 169 | 192 | 208 |
| (B) Trade Payables | 72 | 111 | 96 | 99 | 112 | (C) Cash & Bank Balances | 91 | 82 | 27 | 28 | 17 |
| (C) Other Current Liabilities | 29 | 34 | 12 | 3 | 4 | (D) Short-term loans & advances | 3 | 35 | 20 | 14 | 17 |
| (D) Short-term provisions | 7 | 7 | 23 | 1 | 1 | (E) Other current assets | 214 | 169 | 9 | 1 | 4 |
| GRAND TOTAL - EQUITIES & LIABILITES | 689 | 760 | 848 | 970 | 1,083 | GRAND TOTAL – ASSETS | 689 | 760 | 848 | 970 | 1,083 |

| PARTICULARS (INR Mn) | FY17 | FY18 | FY19 | PARTICULARS (INR Mn) | FY17 | FY18 | FY19 |
|-----------------------------------|--------------|--------------|--------------|--|--------------|--------------|--------------|
| EQUITIES & LIABILITIES | | | | ASSETS | | | |
| Shareholder Funds | | | | Non Current Assets | | | |
| Equity Share Capital | 223 | 223 | 223 | Property, Plant & Equipment | 163 | 180 | 247 |
| Other Equity | 798 | 988 | 1,161 | Capital work-in-progress | - | - | - |
| | | | | Investment in Property | - | - | 38 |
| | | | | Investment in subsidiaries | 94 | 94 | 94 |
| Non Current Liabilities | | | | Financial Assets | | | |
| Financial Liabilities | | | | (i) Investments | 508 | 585 | 432 |
| (i) Borrowings | - | 2 | 1 | (ii) Loans & Advances | - | - | - |
| (ii) Other Financial Liabilities | 2 | 4 | 5 | (iii) Others | 31 | 29 | 33 |
| Provisions | - | - | - | Deferred tax assets (net) | 4 | 2 | 3 |
| Deferred Tax Liability | - | - | - | Non-Current Tax Assets | 5 | 3 | 8 |
| Other Non Current Liabilities | - | - | - | Other Non-Current Assets | 39 | 40 | 39 |
| | | | | Current Assets | | | |
| | | | | Inventories | 72 | 119 | 138 |
| Current Liabilities | | | | Financial Assets | | | |
| Financial Liabilities | | | | (i) Investments | - | 72 | 49 |
| (i) Borrowings | 10 | 44 | 20 | (ii) Trade Receivables | 196 | 222 | 345 |
| (ii) Trade Payables | 113 | 116 | 149 | (iii) Cash & cash equivalents | 11 | 14 | 19 |
| (i) Other Financial Liabilities | - | 12 | 6 | (iv) Bank Balance other than (iii) above | 6 | 8 | 4 |
| Other current liabilities | 1 | 2 | 26 | (v) Loans & Advances | - | - | - |
| Provisions | 1 | 1 | 2 | (vi) Other Financial Assets | 3 | 6 | - |
| | | | | Other Current Assets | 16 | 19 | 73 |
| | | | | Asset Classified as Held for Sale | - | - | 72 |
| Total | 1,148 | 1,393 | 1,593 | Total | 1,148 | 1,393 | 1,593 |

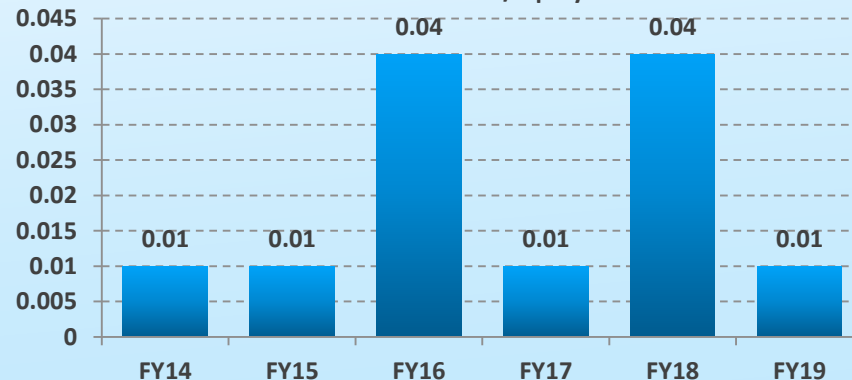
■ Revenue(INR Mn)



■ Net Profit (INR Mn)



■ Gross Debt/Equity

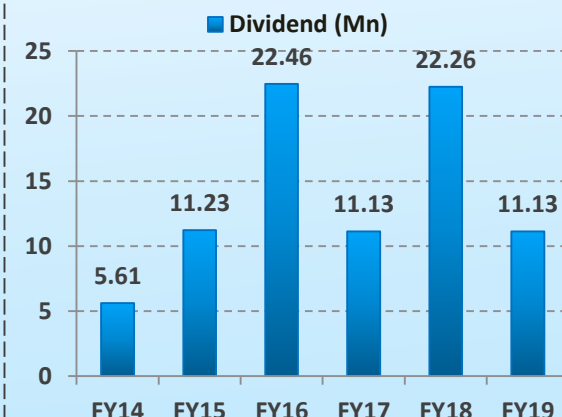
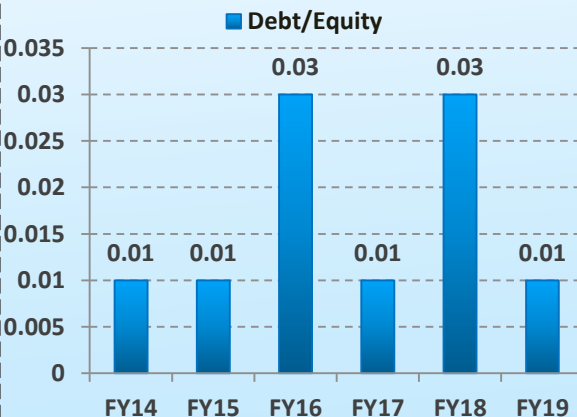
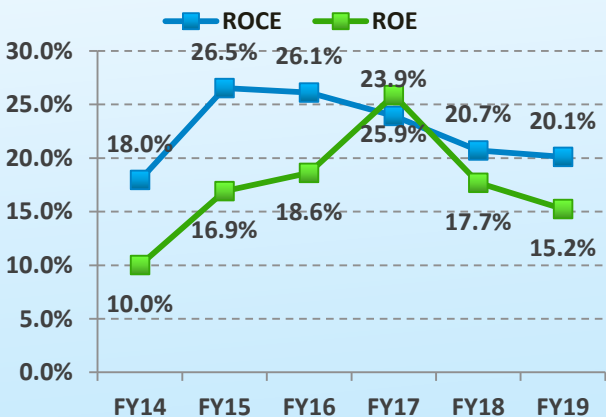
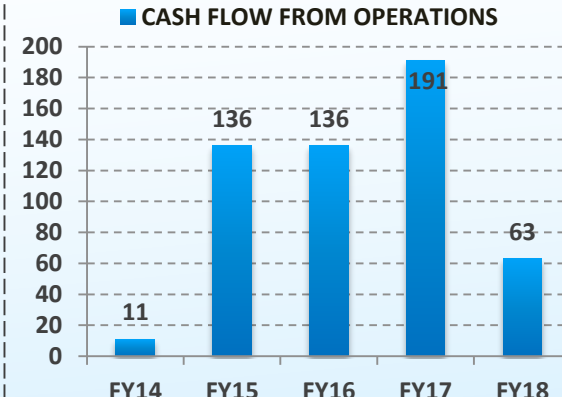
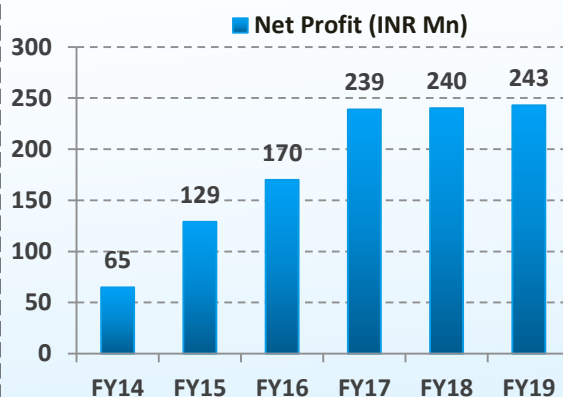
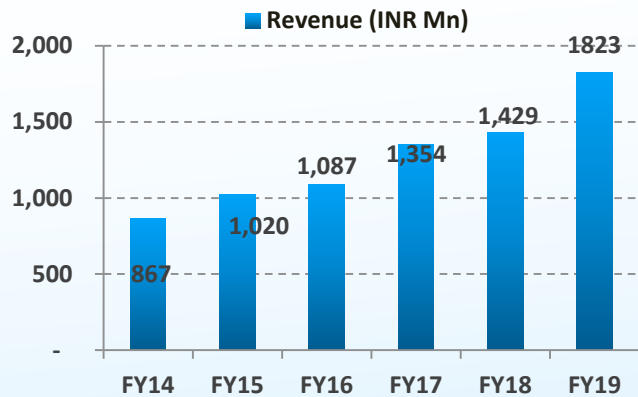


| INCOME STATEMENT (INR Mn) | FY14 | FY15 | FY16 | FY17 | FY18 | FY19 |
|-----------------------------|------|-------|-------|-------|-------|-------|
| Revenue | 867 | 1,020 | 1,087 | 1,354 | 1,429 | 1,823 |
| Expenses | 774 | 855 | 822 | 1,055 | 1,200 | 1,477 |
| EBITDA | 93 | 165 | 265 | 299 | 229 | 346 |
| Other Income | 28 | 45 | 33 | 43 | 52 | 15 |
| Depreciation | 3 | 5 | 6 | 6 | 6 | 10 |
| Finance Cost | 4 | 3 | 4 | 4 | 6 | 10 |
| Extra-Ordinary Items | (2) | - | - | - | - | 5 |
| PBT | 112 | 202 | 288 | 332 | 339 | 336 |
| Tax | 35 | 56 | 91 | 93 | 99 | 93 |
| Operational PAT* | 39 | 84 | 137 | 196 | 188 | 233 |
| PAT after Minority Interest | 65 | 129 | 170 | 239 | 240 | 243 |
| Diluted EPS (INR) | 2.89 | 1.15 | 1.52 | 2.15 | 2.04 | 2.02 |

*Operational PAT= PAT- Other Income + Extraordinary items

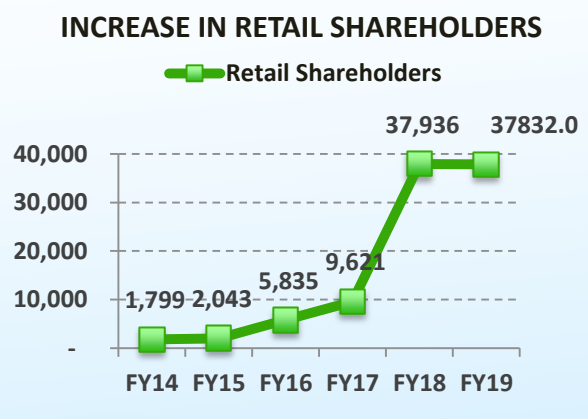
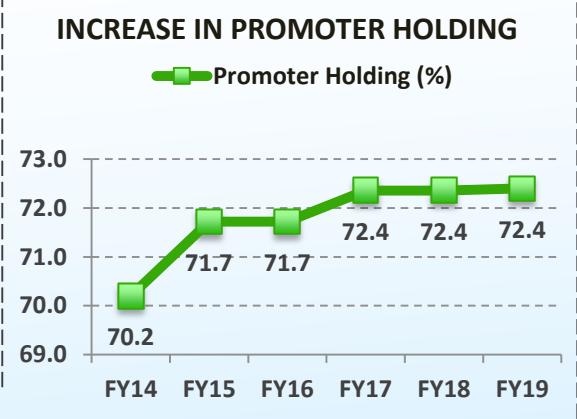
| PARTICULARS (INR Mn) | FY 13 | FY14 | FY 15 | FY 16 | FY17 | PARTICULARS (INR Mn) | FY 13 | FY14 | FY 15 | FY 16 | FY17 |
|---|------------|------------|--------------|--------------|--------------|----------------------------------|------------|------------|--------------|--------------|--------------|
| EQUITIES & LIABILITIES | | | | | | ASSETS | | | | | |
| Shareholder Funds | 581 | 647 | 763 | 913 | 1,060 | Non Current Assets | 200 | 224 | 556 | 647 | 743 |
| (A) Share Capital | 112 | 112 | 224 | 225 | 223 | (A) Net Fixed Assets | 66 | 76 | 117 | 131 | 173 |
| (B) Reserves & Surplus | 469 | 535 | 539 | 688 | 837 | (B) Goodwill on consolidation | 54 | 61 | 61 | 61 | 61 |
| (C) Share Application Money | - | - | - | - | - | (C) Non-current investments | - | 2 | 293 | 390 | 438 |
| Minority Interest | 35 | 43 | 54 | 48 | 72 | (D) Long term Loans & Advances | 75 | 81 | 80 | 60 | 67 |
| Non Current Liabilities | 33 | 7 | - | - | - | (E) Other Non Current Assets | 5 | 4 | 5 | 5 | 4 |
| (A) Long Term Borrowings | 33 | 7 | - | - | - | (F) Foreign Currency translation | - | - | - | - | - |
| Current Liabilities | 166 | 181 | 191 | 181 | 201 | Current Assets | 615 | 654 | 452 | 495 | 590 |
| (A) Short term Borrowings | 2 | - | 10 | 30 | 10 | (A) Inventories | 112 | 115 | 104 | 115 | 130 |
| (B) Trade Payables | 128 | 137 | 141 | 131 | 184 | (B) Trade Receivables | 167 | 219 | 223 | 254 | 300 |
| (C) Other Current Liabilities | 29 | 35 | 12 | 5 | 6 | (C) Cash & Bank Balances | 117 | 127 | 100 | 94 | 129 |
| (D) Short-term provisions | 7 | 9 | 28 | 15 | 1 | (D) Short-term loans & advances | 5 | 30 | 21 | 27 | 19 |
| | | | | | | (E) Other current assets | 214 | 163 | 4 | 5 | 12 |
| GRAND TOTAL - EQUITIES & LIABILITIES | 815 | 878 | 1,008 | 1,142 | 1,333 | GRAND TOTAL – ASSETS | 815 | 878 | 1,008 | 1,142 | 1,333 |

| PARTICULARS (INR Mn) | FY17 | FY18 | FY19 | PARTICULARS (INR Mn) | FY17 | FY18 | FY19 |
|-----------------------------------|--------------|--------------|--------------|--|--------------|--------------|--------------|
| EQUITIES & LIABILITIES | | | | ASSETS | | | |
| Shareholder Funds | | | | Non Current Assets | | | |
| Equity Share Capital | 223 | 224 | 223 | Property, Plant & Equipment | 173 | 192 | 261 |
| Other Equity | 902 | 1,135 | 1,372 | Capital work-in-progress | - | 1 | 1 |
| Minority Interest | 72 | 62 | 57 | Investment in Property | - | - | 38 |
| | | | | Goodwill on Consolidation | 61 | 61 | 61 |
| Non Current Liabilities | | | | Financial Assets | | | |
| Financial Liabilities | | | | (i) Investments | 508 | 585 | 432 |
| (i) Borrowings | - | 2 | 1 | (ii) Loans & Advances | - | - | - |
| (ii) Other Financial Liabilities | 2 | 4 | 4 | (iii) Others | 20 | 19 | 21 |
| Provisions | - | - | - | Deferred tax assets (net) | 4 | 2 | 3 |
| Deferred Tax Liability | - | - | - | Non-Current Tax Assets | 8 | 3 | 13 |
| Other Non Current Liabilities | - | - | - | Other Non-Current Assets | 39 | 40 | 39 |
| | | | | Current Assets | | | |
| Current Liabilities | | | | Inventories | | | |
| (a) Financial Liabilities | | | | Financial Assets | 131 | 211 | 251 |
| (i) Borrowings | 10 | 44 | 20 | (i) Investments | - | 72 | 50 |
| (ii) Trade Payables | 157 | 107 | 209 | (ii) Trade Receivables | 289 | 279 | 491 |
| (i) Other Financial Liabilities | 2 | 12 | 25 | (iii) Cash & cash equivalents | 76 | 65 | 142 |
| (b) Other current liabilities | 26 | 13 | 38 | (iv) Bank Balance other than (iii) above | 54 | 17 | 6 |
| (c) Short Term Provisions | 1 | 2 | 2 | (v) Loans & Advances | - | - | - |
| (d) Current Tax liabilities (Net) | - | - | 2 | (vi) Other Financial Assets | 4 | 3 | - |
| | | | | Other Current Assets | 28 | 55 | 72 |
| | | | | Asset Classified as Held for Sale | - | - | 72 |
| Total | 1,395 | 1,605 | 1,953 | Total | 1,395 | 1,605 | 1,953 |

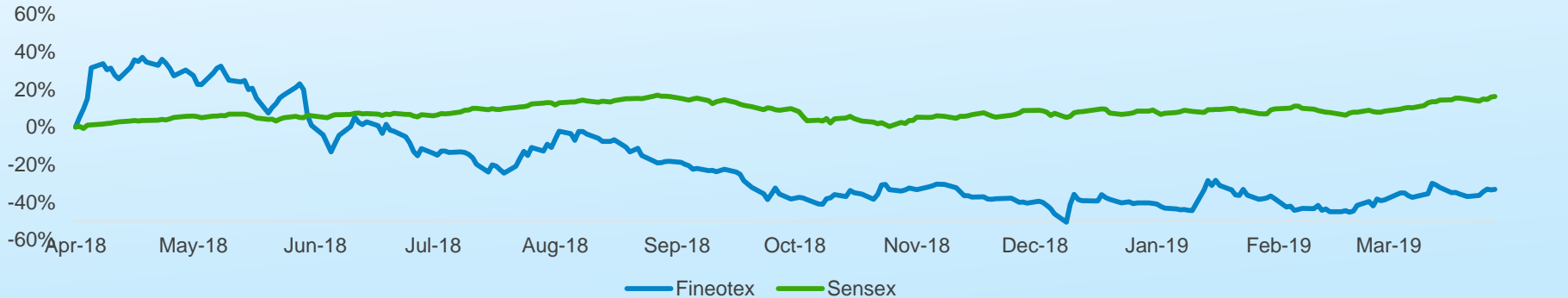


*9,98,110 shares bought back in FY17

| PRICE DATA (AS ON 31 st March, 2019) | |
|---|------------|
| Face value (INR) | 2.0 |
| Market Price (INR) | 41.0 |
| 52 Week H/L (INR) | 90.9/29.60 |
| Market Cap (INR Mn) | 4,604.2 |
| Equity Shares Outstanding (Mn) | 111.3 |
| Free Float Market Cap (Mn) | 1125.8 |
| 1 Year Avg. trading volume ('000) | 33.17 |



1 Year Share Price Movement (Up to 31st March, 2019)



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Thank You!

