

Fineotex Chemical Limited

Where Dependability Counts...



Investor Presentation

August 2015

FCL

Safe Harbour

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Snapshot

**Product
Range of over
400 Products**

**Presence
across 33
Countries**

**Expertise of
over 35 years
in Speciality
Chemicals**

**EBITDA - 30%
PAT - 29%
4YCAGR**

ZERO DEBT

FCL

**Diversified
Customers
and Product
Base**

**Technical
Knowhow
from Europe
and Malaysia**

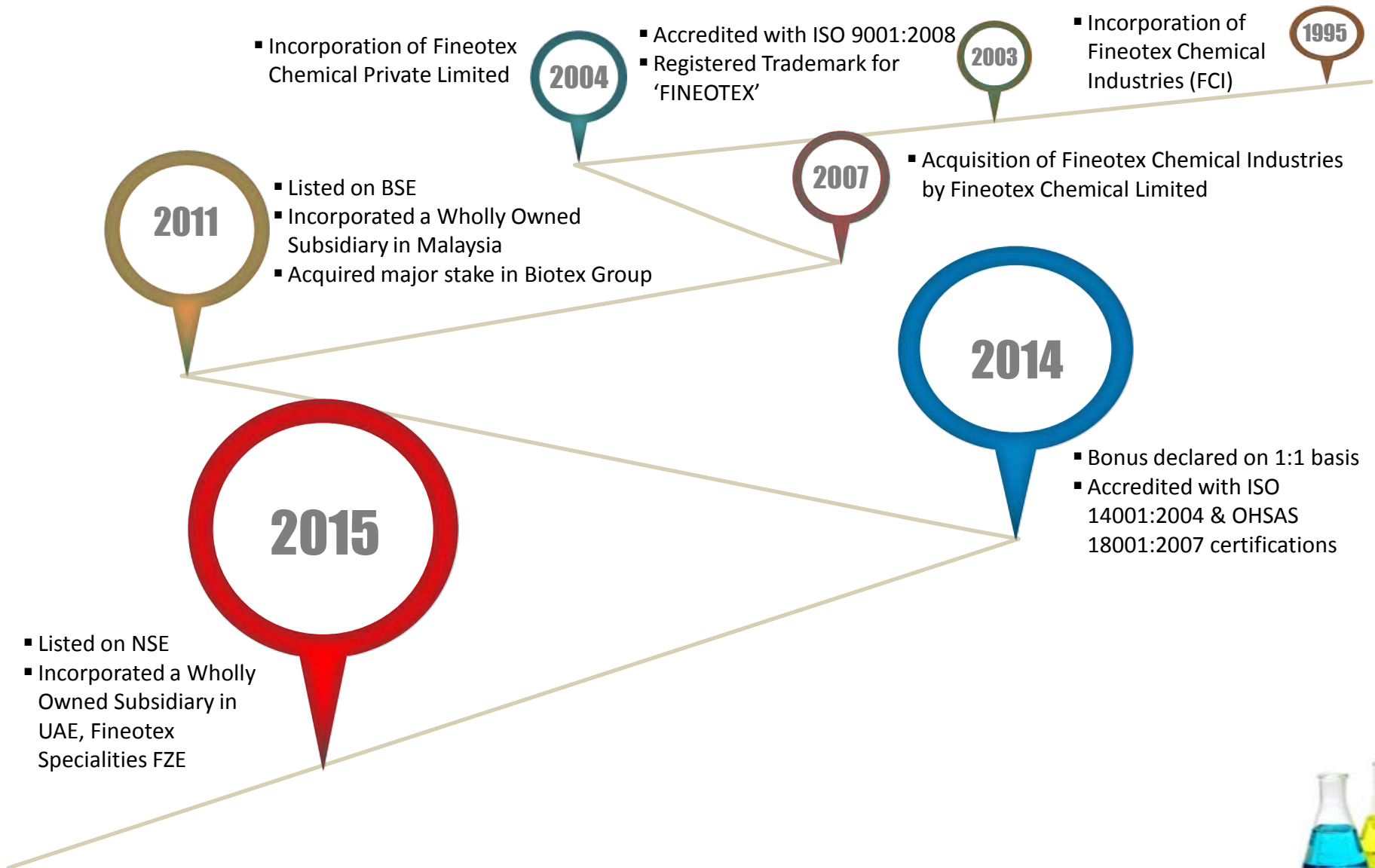
**Strong R&D
Relationships
with Large
Customers**

**Production
Facilities in
India &
Malaysia**

**Experienced
Management
Team from
MNC
background**



Evolution





01 Experienced Board Of Directors

Mr. Surendra Kumar Tibrewala - Chairman & MD

- Commerce graduate from from Mumbai University & a Law graduate from Government Law College
- 4 decades of experience into manufacturing Specialty Chemicals & Enzymes for various industries namely Textiles & Garments, Construction, Water Treatment, Leather, Paper, Paint, Adhesives etc.

Mr. Sanjay Tibrewala – Executive Director & CFO

- Commerce Graduate from Mumbai University & a Post Graduate, having specialized in Textile Processing and Chemicals from Sasmira University, Mumbai
- Spearheading the company into Organic & Inorganic Growth by venturing into Exports & Foreign Acquisitions
- Diversified into segments like Construction Chemicals, Adhesives & Enzymes

Mr. Manmohan Mehta – Independent Director

- Chairman of the Remuneration Committee
- Commerce Graduate with over 20 years of experience in various industries
- Extensive knowledge in the field of Law and Business

Mr. Navin Mittal – Independent Director

- Graduate with experience in Iron & Steel Industry
- More than 2 decade experience in bringing innovation to its peak and to build value in growth oriented businesses and support them to achieve higher levels of performance

Mrs. Ritu Gupta – Independent Director

- MBA Finance from S P Jain, School of Global Management
- A part of Key Management Team at the time of IPO
- Experience includes managing campuses of S P Jain School of Global Management in Dubai, Singapore and Sydney

Mr. Alok Dhanuka – Independent Director

- Qualified MBA from Harriot Watt University in UK
- Experience in EXIM and is an entrepreneur running his business in export of Agro products



02 Multi-Product Manufacturing Facilities

Indian Facility at Mahape, Navi Mumbai



Malaysian Facility at Bander Baru Bangi, Malaysia



Varied Manufacturing Process

SULPHONATION

Sulphation and Sulphonation are the most widely used processes for the production of synthetic anionic surface active agents derived from a wide range of synthetic and natural feedstocks

ESTERIFICATION

The method to derive products from acids by the exchange of the replaceable hydrogen of the latter of an organic radical. The usual reaction is that of an acid (organic or inorganic) with an alcohol or other organic compound rich in OH groups

PHOSPHONATION

Phosphonation is a process for the production of Phosphate ester which can be called organic salts of orthophosphoric acid $O=P(OH)_3$. They are also organophosphorous compounds



POLYMERIZATION

A chemical reaction, usually carried out with a catalyst, heat or light, and often under high pressure, in which a large number of relatively simple molecules combine to form a chain like macromolecule

BLENDING & FORMULATION

It is the adding and mixing of several raw materials with water in the required proportion at the right temperature with a specialized technique



03 In-House Research & Development



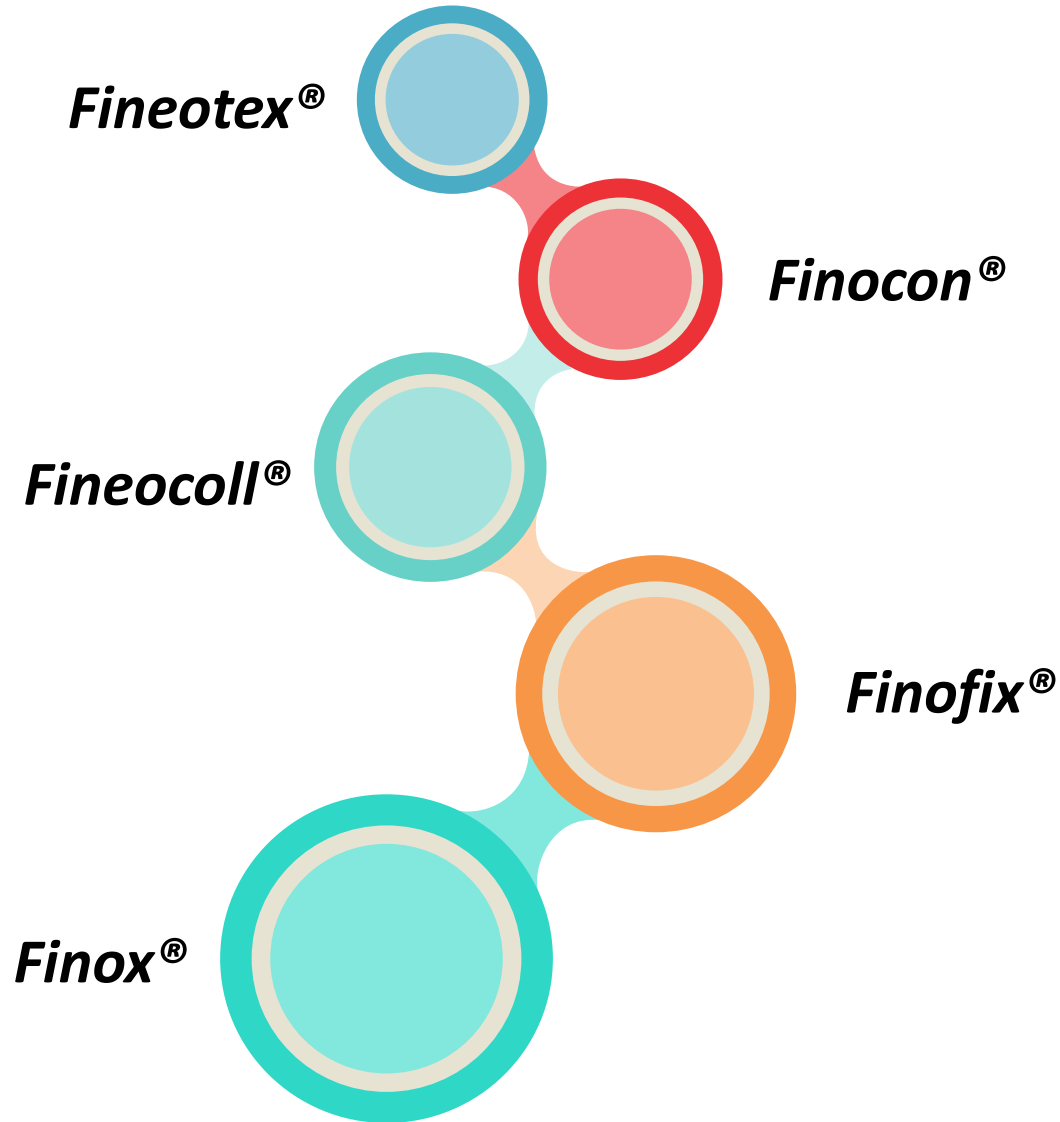
- 2 state-of-the-art laboratories at Navi Mumbai & Andheri continually updated with in house R&D
- Undertaking constant development measures through in-house R&D to stand up with the growing requirements of the clients
- Laboratories are equipped with all kinds of modern equipments like Brookfield Viscometers, Refractometers, Pilot Vessels and Application Equipments to perform Pre-treatment, Dyeing, Printing & Finishing Trials
- An experienced and technically qualified team strives round the clock to develop and improve upon the product features by incorporating the latest technology and developing New Specialty and Cost-Effective Products which will in turn add value to our products



Well Equipped Research Laboratories



Strong Brand Positioning



04 Presence across the Globe



- Presence in 33 countries like Argentina, Bangladesh, Indonesia, Thailand, Pakistan, Colombia, Singapore, UAE, Sri Lanka, Tanzania etc
- Company expands its export directly & also indirectly through export house
- Constantly tapping new markets, tie ups with reputed distributors with a sole selling policy to channelize its efforts in view of long term relationship



05 Strong Client Relationships



Strong Client Relationships



Himatsingka



Strong Client Relationships



Chenab Textile Mills
Blending Perfection
(A unit of Sulej Textiles & Industries Ltd.)



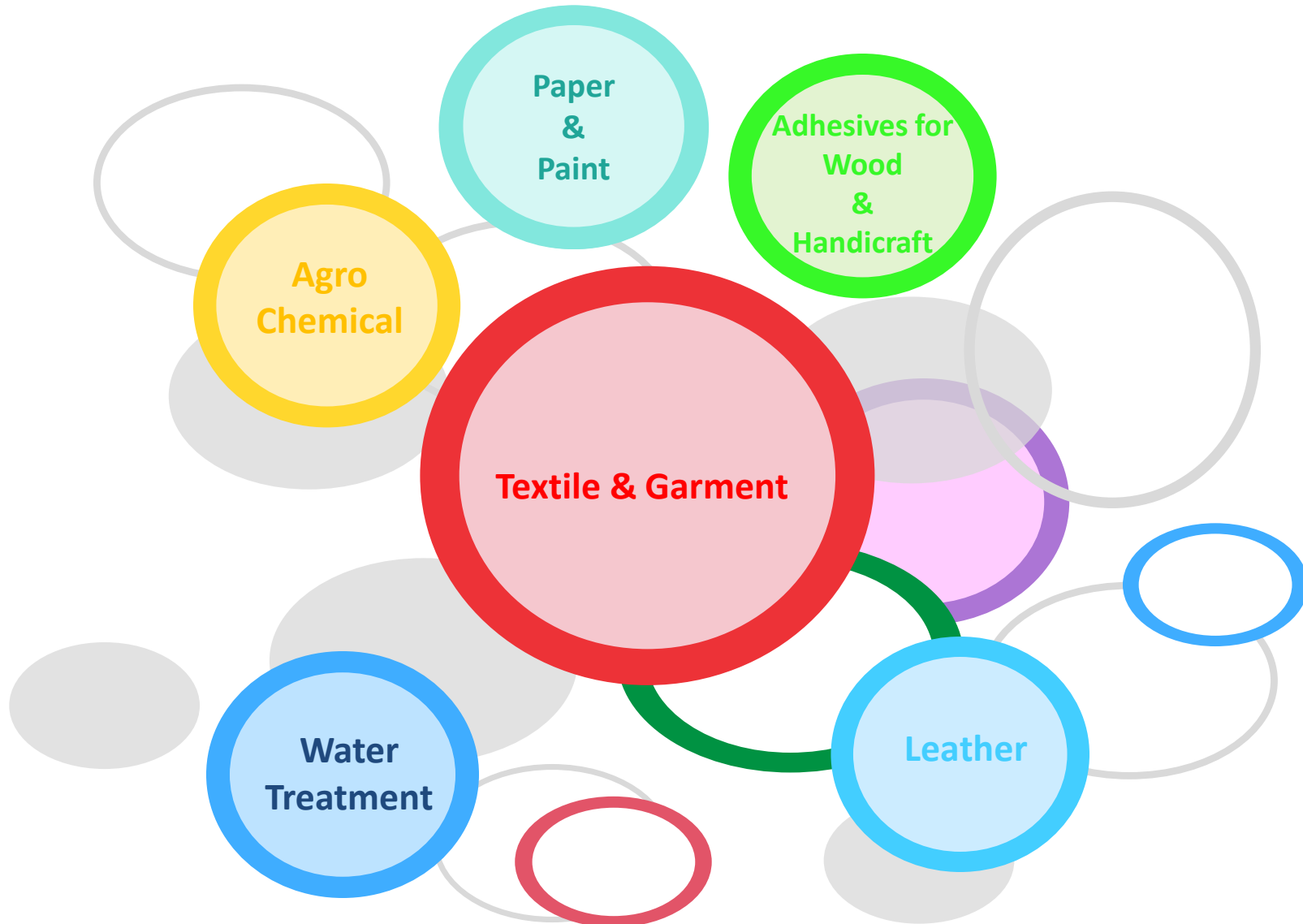
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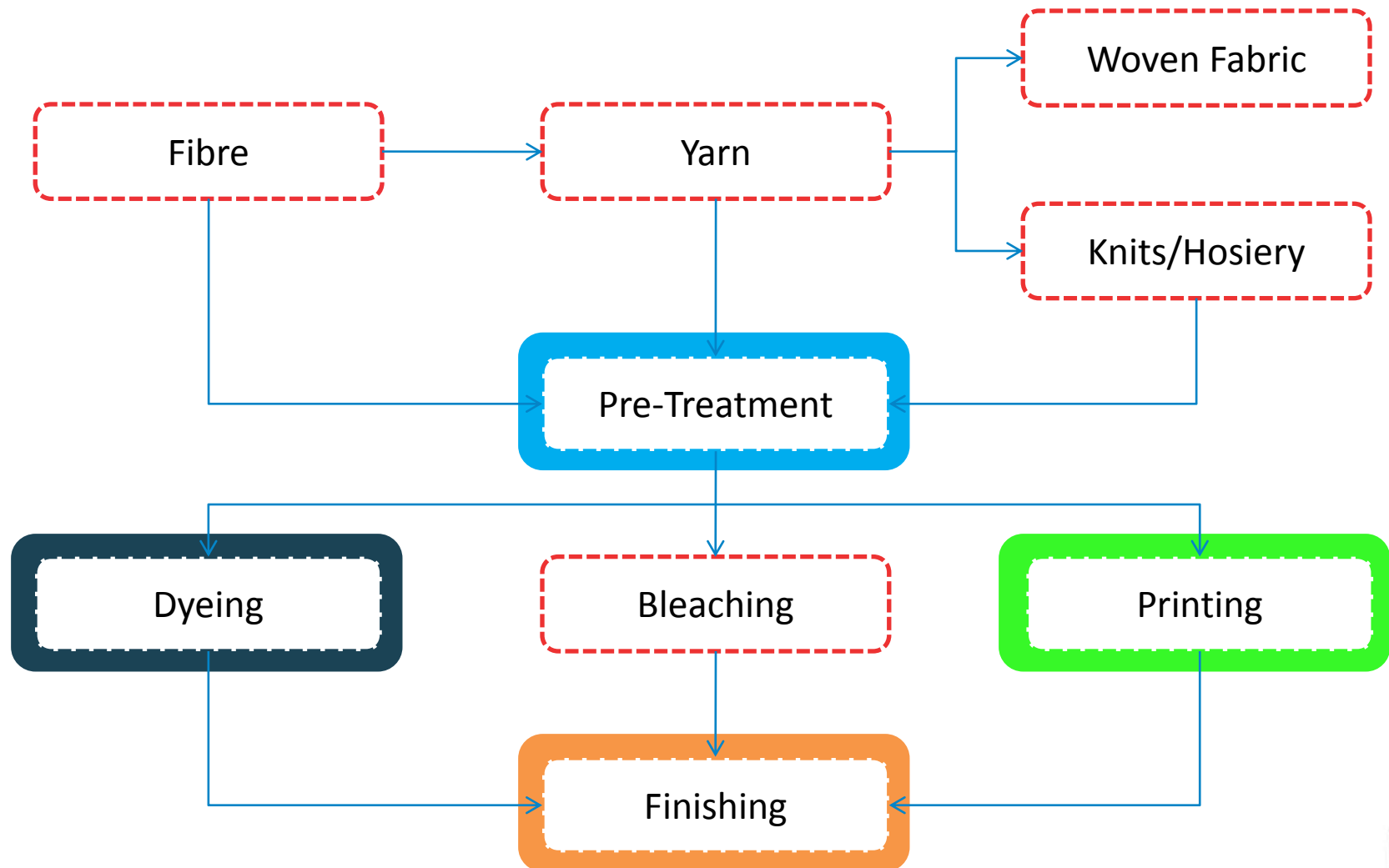
H.B. Fuller



06 Varied Products for Multiple Industries



Multi-Stage Textile Applications...



...with Multiple Product Offering

Desizing Agent
Sequestering Agent
Demineralising Agent
Silicone Defoamer
Neutralizer
Anti-back Staining Agent
Core Alkali Neutraliser
Wetting Agent
Penetrating Agents

Pre-Treatment Process

Dyeing Process

Anti Crease Lubricant
Acid Buffers
Soda Ash Substitute for Reactive Dyeing
Leveling Agent
Washing Off Agent
Reduction Clearing Agents
Sequestering Agents
Silicon Defoamer
Anti Crease Lubricants

Printing Process

Fixation Accelerators in Polyester

White Inks

Thickeners

Fixers in Pigment Printing

Binders-Acrylic, Self-Thickening for Gold & Flock

Finishing Process

Stiffeners
Silicone Emulsions
Polyurethane Finishing Agent
Antistatic Agent
Wax Finishing Agent
Yarn Lubricant
Softeners
Water Repellants



07 Innovating Products...

Sodium Alginate Substitute



Low Temperature Bleaching Process



Multifunctional Auxiliary for Pretreatment



Soda Ash Substitute



Acetic Acid Substitute



Water & Oil Repellent



Zero Formaldehyde Resin



Highly Concentrated Silicone



Towel Silicones



...with Value Proposition

Innovation - Better Efficacy Products

- Products with higher efficiency
- Suits all types of Substrates, Processes and Machines
- Improves properties of the Final Product

Reduce in Effluent Load

- Environmentally Conscious approach
- Replacement of Chemicals with Sulphate, Chloride, Formate etc
- Appropriate Acid Value

Lower Per Unit Cost

- Higher Yield Products
- Better Productivity leading to reduction of Time and Energy
- Lower generation of Effluent

Process Improvement

- New Generation Products
- Reduce Consumption of Energy
- Improved Productivity



08 Product Customization



Customized Products

Modifying the products as per customer needs is one of our core competencies



On Time Delivery

Special focus is given by the team to ensure an on time delivery

Customer Centric Workforce

The philosophy of every person working at Fineotex is 'Customer Comes First'



Packaging

Fineotex provides the right packaging as per Seaworthy International Standards, taking utmost care & safety to prevent hazards



On Line Solutions

Customers needs and demands right from the product utilization to trouble shooting are met by online assistance



09 Certifications

ISO 9001:2008

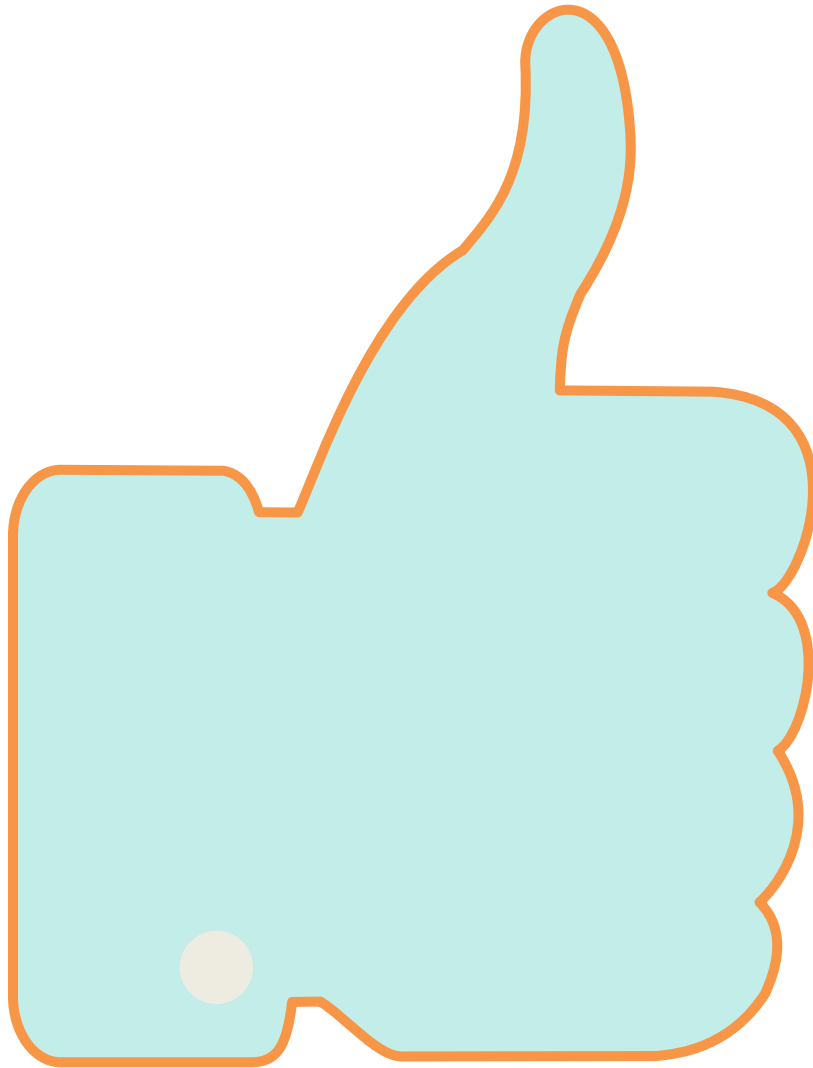
ISO 14001:2004

GOTS
Version 4.0

OHSAS
18001:2007



10 | Strengthening Stakeholders Value



01 | Zero Debt Company

02 | Bonus Issued in 1:1 ratio

03 | 4 years PAT CAGR of 29%

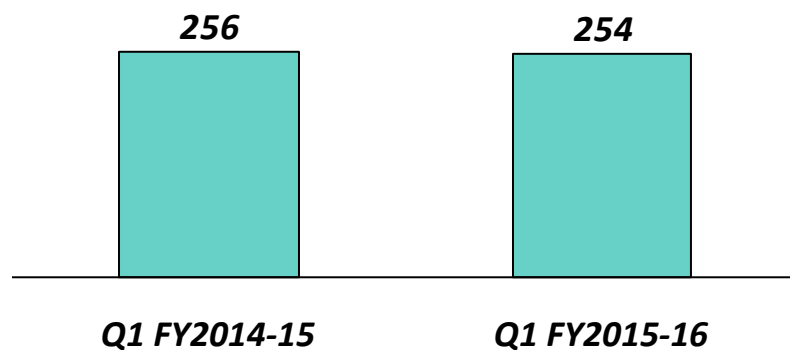
04 | Promoter Stake up from 62.5% to ~72%

05 | Proposed Dividend Payout Doubled

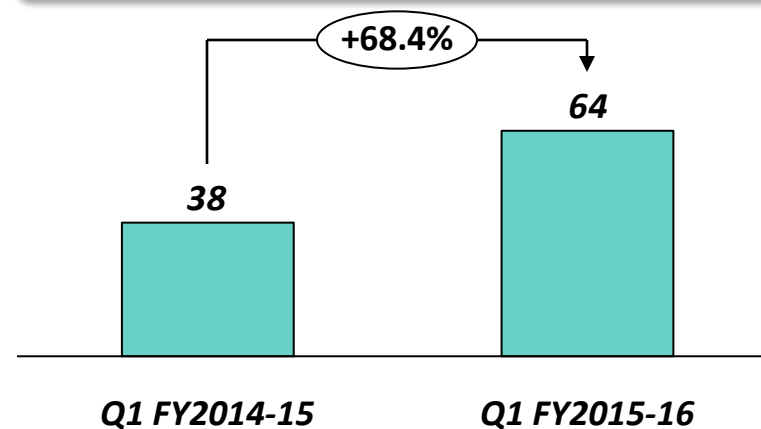


Q1 FY 2015-16 Financial Performance

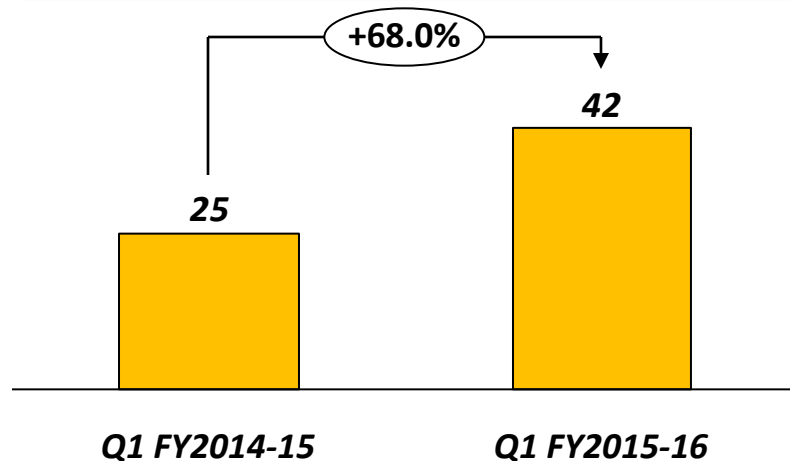
Total Income



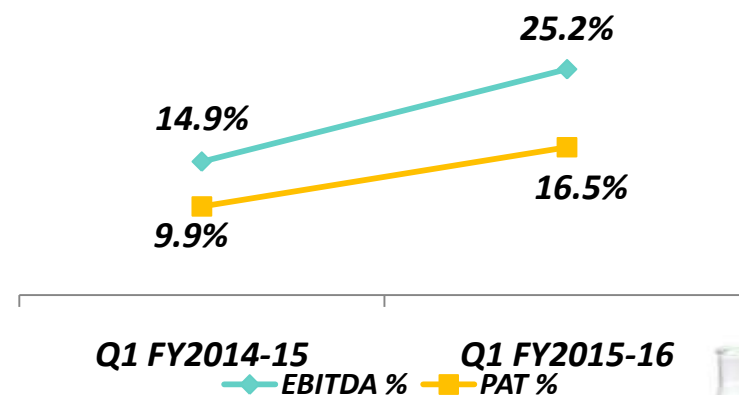
EBITDA



PAT



EBITDA & PAT Margin



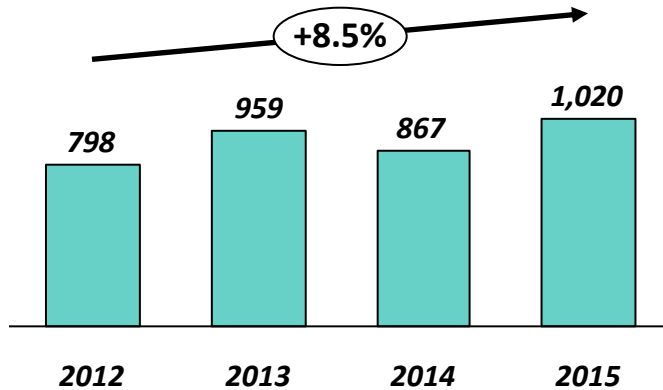
Q1 FY 2015-16 Quarterly Profit & Loss account

Rs. In Millions	Q1 FY2015-16	Q1 FY2014-15	Y-O-Y
Total Income	254	256	-1%
Raw Material	149	177	
Employee Cost	9	8	
Other Expenses	38	38	
Other Income	6	5	
EBITDA	64	38	68%
EBITDA Margin	25.2%	14.9%	
Depreciation	1	1	
Finance Cost	1	1	
Exceptional Items	0	0	
PBT	61	36	70%
Tax	19	11	
PAT	42	25	70%
Minority Interest	5	4	
PAT After MI	36	22	67%
PAT Margin	14.4%	8.5%	

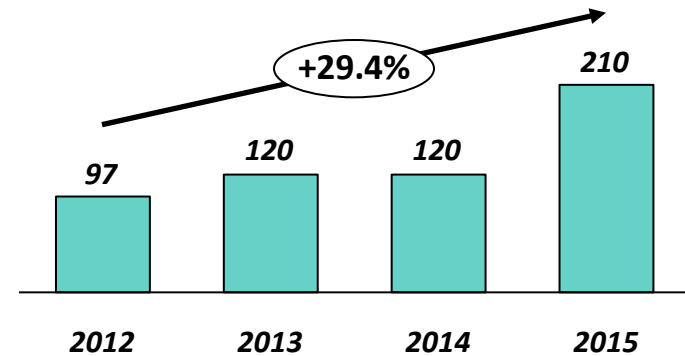


Improving Financial Performance

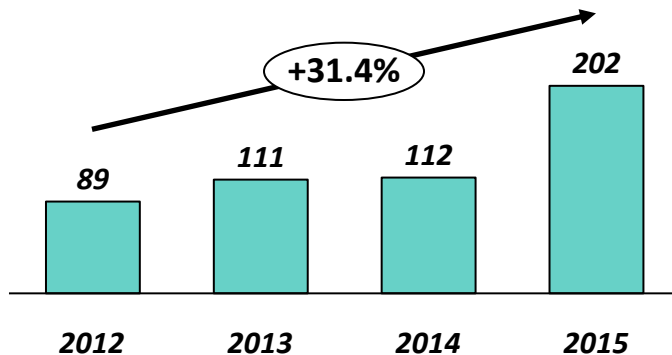
Total Income



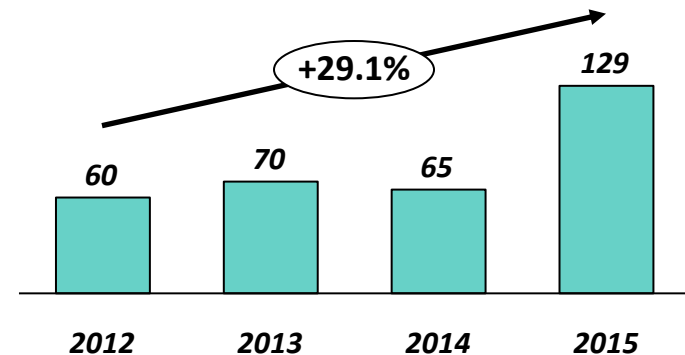
EBITDA



PBT



PAT after MI



Consolidated Profit & Loss account

<i>Rs. In Millions</i>	<i>FY2015</i>	<i>FY2014</i>	<i>FY2013</i>	<i>FY2012</i>
Total Income	1,020	867	959	798
Raw Material	682	616	693	595
Employee Cost	37	35	43	36
Other Expenses	136	123	128	93
Other Income	45	28	25	23
EBITDA	210	120	120	97
EBITDA Margin	20.6%	13.9%	12.5%	12.1%
Depreciation	5	3	3	3
Finance Cost	3	4	5	5
Exceptional Items	0	2	0	0
PBT	202	112	111	89
Tax	56	33	30	25
PAT	146	78	81	65
Minority Interest	17	13	11	5
PAT After MI	129	65	70	60
PAT Margin	12.7%	7.5%	7.3%	7.5%



Consolidated Balance Sheet

<i>Rs. In Millions</i>	<i>FY15</i>	<i>FY14</i>
Shareholder's Fund	763	648
Share capital	225	112
Reserves & Surplus	539	535
Minority Interest	54	43
Non-current liabilities	0	7
Long term borrowings	0	7
Current liabilities	191	181
Short term borrowings	10	0
Trade payables	138	137
Other current liabilities	15	34
Short Term Provisions	28	9
Total Liabilities	1,008	879

<i>Rs. In Millions</i>	<i>FY15</i>	<i>FY14</i>
Non-current assets	305	225
Fixed assets (inc. CWIP)	117	76
Goodwill on Consolidation	61	61
Non – Current Investments	42	2
Deferred Tax Assets (net)	5	4
Long Term Loans & Adv.	80	81
Current assets	703	654
Current Investments	251	156
Inventories	104	114
Trade receivables	217	219
Cash and bank balances	100	127
Short term loan & advances	21	30
Other current assets	9	7
Total Assets	1,008	879



For further information, please contact:

Company :**Fineotex Chemical Ltd.**

CIN: L24100MH2004PLC144295

Ms. Raina D'Silva

raina@fineotex.com

+91-22-26559174

www.fineotex.com/**Investor Relations Advisors :****Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

Mr. Sudeep Chatterjee/ Mr. Jigar Kavaiya

csudeep@sgapl.net / kjigar@sgapl.net

+91-9870449436 / +91-9920602034

www.sgapl.net