

17s/58

December 18, 2017

To,

General Manager, Listing Department, The 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
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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 hereby enclose Earning Presentation for quarter and half year ended 30th September 2017, requesting you to kindly take this in your record.

Thanking You,

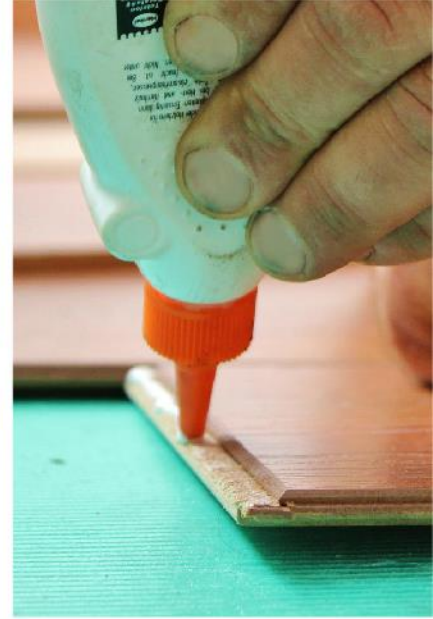
Yours faithfully,

For **FINEOTEX CHEMICAL LIMITED**

Raina D'Silva
(Company Secretary)



FCL



FINEOTEX CHEMICAL LIMITED
Where Dependability Counts...

H1/Q2 FY18
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 22,000 MT/p.a.
- Current Market Capitalization is INR 3,487 MN as of 30th September, 2017 .



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 increased from 62% to 72% over the last 3-4 years.
- 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



FY17 FINANCIALS

- **Total Income** – INR 1,281 MN , 5 year CAGR of 9.93%
- **EBITDA** – INR 299 MN , 5 year CAGR of 31.86%
- **PAT** – INR 206 MN , 5 year CAGR of 27.98%

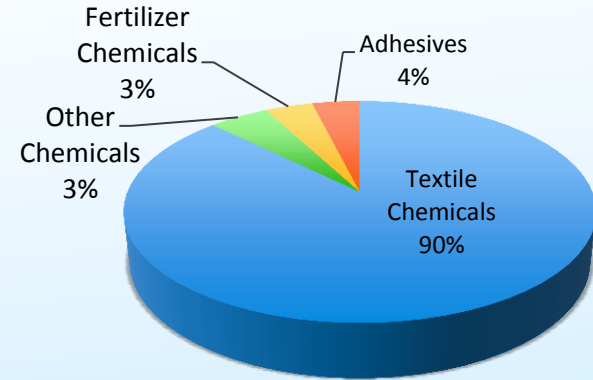


The background features a dark blue overlay with faint white chemical structures and formulas, including $C=C$, $H-C$, and $H-C-H$. In the foreground, there are two Erlenmeyer flasks on the left and a rack of test tubes on the right. The flasks and test tubes are partially filled with a dark liquid. Two bright green arrow-shaped bars point towards each other, framing the central text.

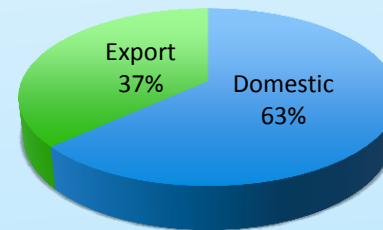
COMPANY OVERVIEW

- 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 22,000MT/p.a.
- It has a global presence across 33 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.

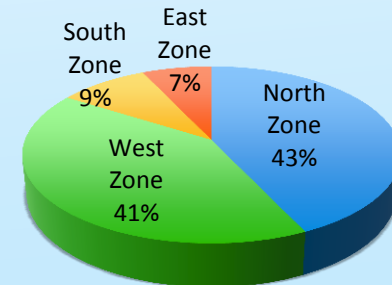
Industry wise Revenue Break-up



Geographical Revenue Break-up



Domestic Revenue Break-up



□ Q2-FY18 performance (Standalone):

- **Total Income** : INR 218 Mn; Growth of 10.1% YoY
- **EBITDA** : INR 65 Mn; Growth of 58.5% YoY
- **EBITDA Margin** : 29.81%; Grown by 911 bps YoY
- **Net Profit** : INR 54 Mn; Growth of 17.4% YoY
- **PAT Margin** : 24.77%; Growth by 154 bps YoY
- **Diluted EPS** : 0.49 INR; Growth of 19.5% YoY

□ Q2-FY18 performance (Consolidated):

- **Total Income** : INR 349 Mn; Growth of 13.7% YoY
- **EBITDA** : INR 81 Mn; Growth of 22.7% YoY
- **EBITDA Margin** : 23.21%; Grown by 171 bps YoY
- **Net Profit** : INR 66 Mn; Declined by 2.9% YoY
- **PAT Margin** : 18.91%; Declined by 324 bps YoY
- **Diluted EPS** : 0.56 INR; Growth of 3.7% YoY

□ H1-FY18 performance (Standalone):

- **Total Income** : INR 443 Mn; Growth of 11.9% YoY
- **EBITDA** : INR 118 Mn; Growth of 42.2% YoY
- **EBITDA Margin** : 26.64%; Grown by 568 bps YoY
- **Net Profit** : INR 98 Mn; Growth of 15.3% YoY
- **PAT Margin** : 22.12%; Growth by 65 bps YoY
- **Diluted EPS** : 0.88 INR; Growth of 15.8% YoY

□ H1-FY18 performance (Consolidated):

- **Total Income** : INR 670 Mn; Growth of 8.4% YoY
- **EBITDA** : INR 147 Mn; Growth of 13.1% YoY
- **EBITDA Margin** : 21.94%; Grown by 90 bps YoY
- **Net Profit** : INR 122 Mn; Declined by 1.6% YoY
- **PAT Margin** : 18.21%; Declined by 185 bps YoY
- **Diluted EPS** : 1.03 INR; Growth of 5.1% YoY



FINANCIAL OVERVIEW

INCOME STATEMENT (INR Mn)	Q2-FY18	Q2-FY17	Y-o-Y	Q1-FY18	Q-o-Q
Total Revenue	218	198	10.1%	225	(3.1)%
Expenses	153	157	(2.5)%	172	(11.1)%
EBITDA	65	41	58.5%	53	22.6%
<i>EBITDA Margins (%)</i>	<i>29.81%</i>	<i>20.70%</i>	<i>911 Bps</i>	<i>23.56%</i>	<i>625 Bps</i>
Other Income	19	32	(40.6)%	9	111.1%
Depreciation	1	2	(50)%	1	NA
Finance Cost	1	1	NA	1	NA
PBT	82	70	17.1%	60	36.7%
Tax	28	24	16.7%	16	75.0%
PAT	54	46	17.4%	44	22.7%
<i>PAT Margins (%)</i>	<i>24.77%</i>	<i>23.23%</i>	<i>154 Bps</i>	<i>19.56%</i>	<i>521 Bps</i>
EPS	0.49	0.41	19.5%	0.39	25.6%

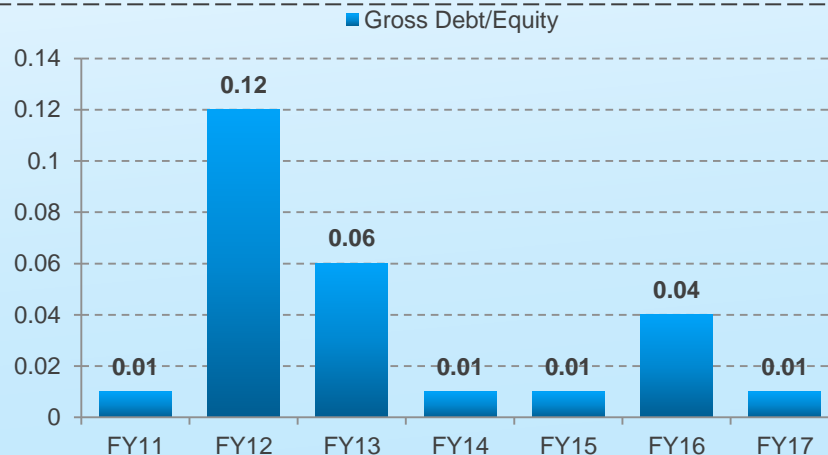
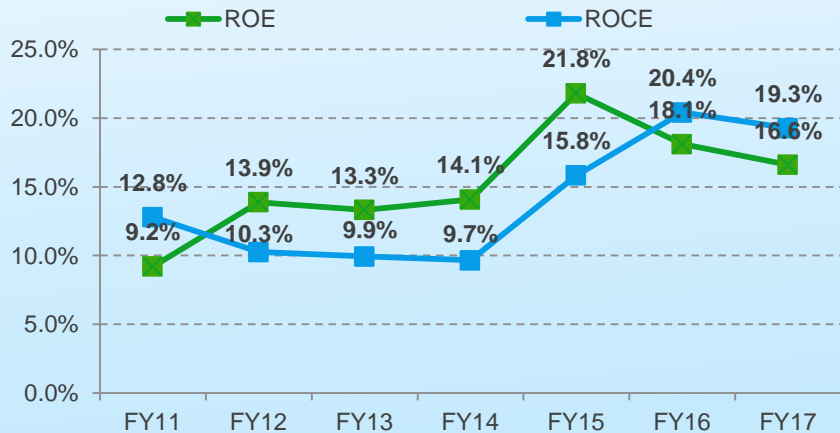
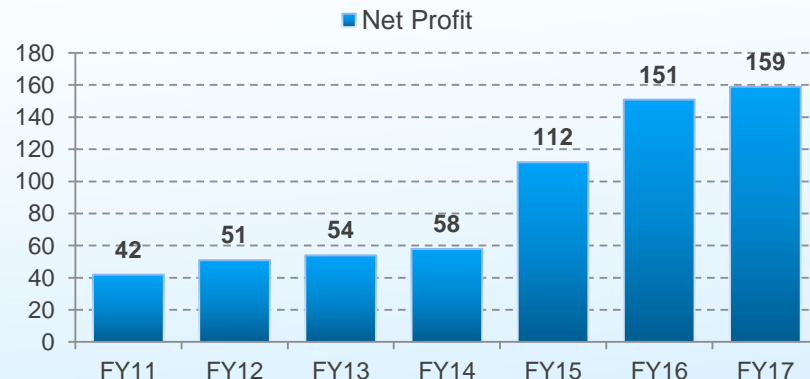
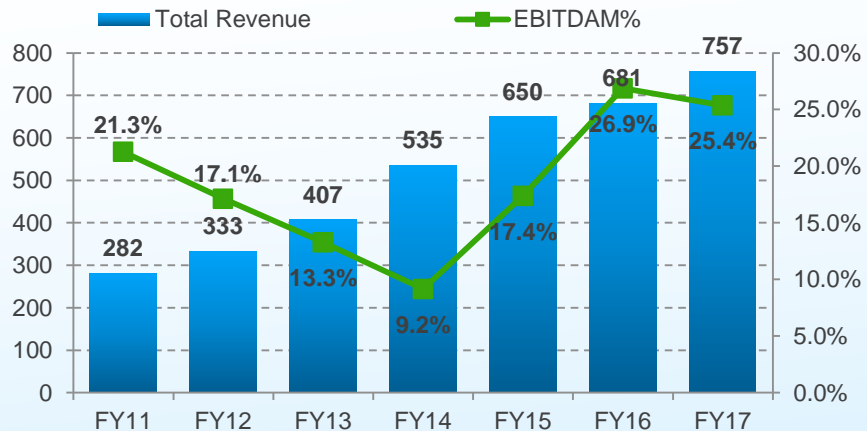
INCOME STATEMENT (INR Mn)	H1-FY18	H1-FY17	Y-o-Y
Total Revenue	443	396	11.9%
Expenses	325	313	3.8%
EBITDA	118	83	42.2%
<i>EBITDA Margins (%)</i>	<i>26.64%</i>	<i>20.96%</i>	<i>568 Bps</i>
Other Income	29	49	(40.8)%
Depreciation	3	3	NA
Finance Cost	2	1	100%
PBT	142	128	10.9%
Tax	44	43	2.3%
PAT	98	85	15.3%
<i>PAT Margins (%)</i>	<i>22.12%</i>	<i>21.47%</i>	<i>65 Bps</i>
EPS	0.88	0.76	15.8%

INCOME STATEMENT (INR Mn)	Q2-FY18	Q2-FY17	Y-o-Y	Q1-FY18	Q-o-Q
Total Revenue	349	307	13.7%	322	8.4%
Expenses	268	241	11.2%	254	5.5%
EBITDA	81	66	22.7%	68	19.1%
<i>EBITDA Margins (%)</i>	<i>23.21%</i>	<i>21.50%</i>	<i>171 Bps</i>	<i>21.12%</i>	<i>209 Bps</i>
Other Income	19	35	(45.7)%	10	90.0%
Depreciation	2	2	NA	2	NA
Finance Cost	1	1	NA	1	NA
PBT	97	98	(1.02)%	75	29.3%
Tax	31	30	3.33%	19	63.2%
PAT	66	68	(2.9)%	56	17.9%
Minority Interest	-	-	-	-	-
PAT after Minority Interest	66	68	(2.9)%	56	17.9%
<i>PAT Margins (%)</i>	<i>18.91%</i>	<i>22.15%</i>	<i>(324 Bps)</i>	<i>17.39%</i>	<i>152 Bps</i>
EPS	0.56	0.54	3.70%	0.47	19.1%

INCOME STATEMENT (INR Mn)	H1-FY18	H1-FY17	Y-o-Y
Total Revenue	670	618	8.4%
Expenses	523	488	7.2%
EBITDA	147	130	13.1%
<i>EBITDA Margins (%)</i>	<i>21.94%</i>	<i>21.04%</i>	<i>90 Bps</i>
Other Income	30	52	(42.31)%
Depreciation	3	3	NA
Finance Cost	2	2	NA
PBT	172	177	(2.8) %
Tax	50	53	(5.7) %
PAT	122	124	(1.6) %
Minority Interest	-	-	-
PAT after Minority Interest	122	124	(1.6) %
<i>PAT Margins (%)</i>	<i>18.21%</i>	<i>20.06%</i>	<i>(185 Bps)</i>
EPS	1.03	0.98	5.1%

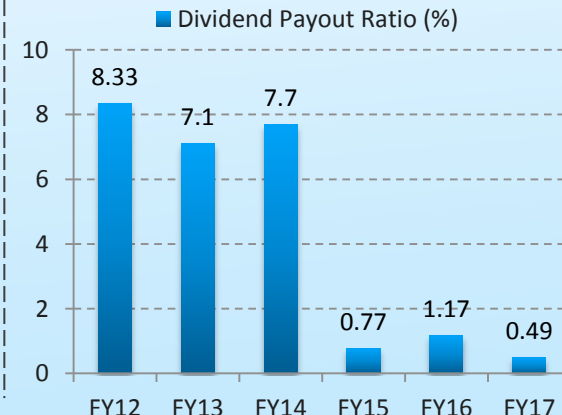
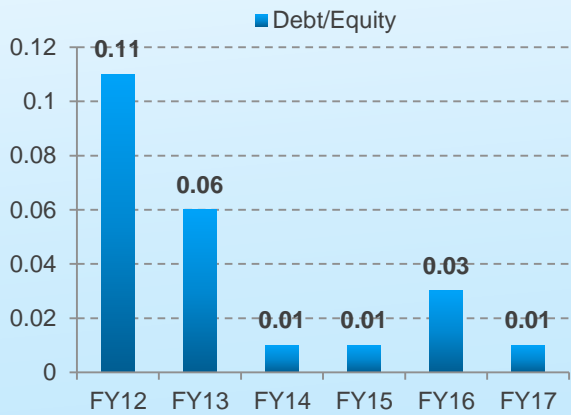
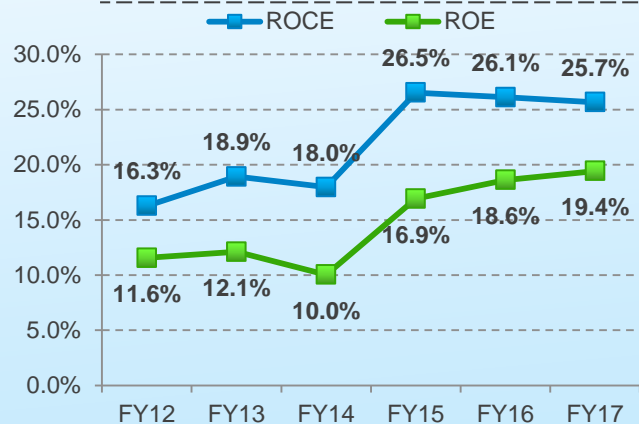
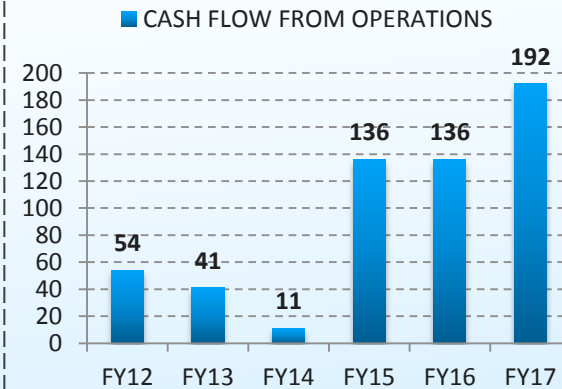
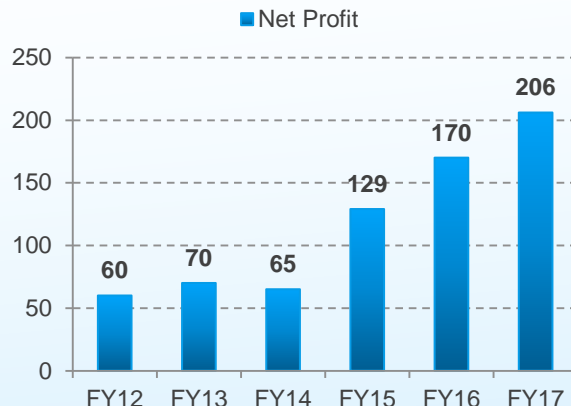
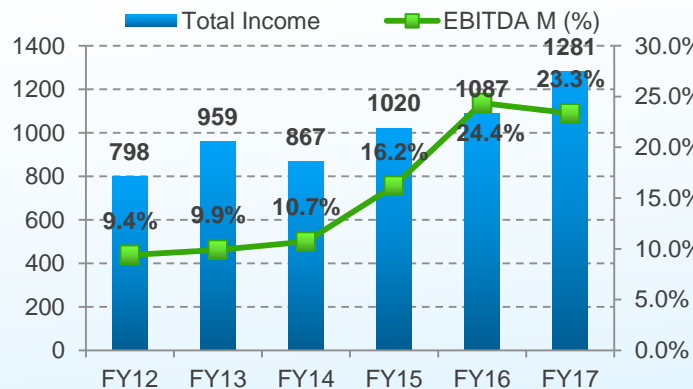
INCOME STATEMENT (INR Mn)	FY11	FY12	FY13	FY14	FY15	FY16	FY17
Total Revenue	282	333	407	535	650	681	757
Expenses	222	276	353	486	537	498	565
EBITDA	60	57	54	49	113	183	192
<i>EBITDA Margins (%)</i>	<i>21.27%</i>	<i>17.12%</i>	<i>13.27%</i>	<i>9.16%</i>	<i>17.38%</i>	<i>26.87%</i>	<i>25.36%</i>
Other Income	4	22	25	37	48	45	44
Depreciation	1	2	2	2	4	5	6
Finance Cost	0	3	4	3	3	3	3
Extra-Ordinary Items	0	0	0	1	0	0	0
PBT	63	74	73	80	154	220	227
Tax	21	23	19	22	42	69	68
PAT	42	51	54	58	112	151	159
<i>PAT Margins (%)</i>	<i>14.89%</i>	<i>15.32%</i>	<i>13.27%</i>	<i>10.84%</i>	<i>17.23%</i>	<i>22.17%</i>	<i>21.00%</i>
EPS	5.82	4.57	4.34	2.59	1.00	1.35	1.43

PARTICULARS	FY12	FY 13	FY14	FY 15	FY16	FY17	H1FY18	PARTICULARS	FY12	FY 13	FY14	FY15	FY16	FY17	H1FY18
EQUITIES & LIABILITIES								ASSETS							
Shareholder Funds	500	546	601	707	837	956	1,124	Non Current Assets	197	225	244	576	678	772	943
(A) Share Capital	112	112	112	224	225	223	223	(A) Fixed Assets	46	63	68	106	120	163	365
(B) Reserves & Surplus	388	434	489	483	612	733	901	(B) Non-current Investments	84	84	93	385	484	532	513
(C) Share Application Money	-	-	-	-	-	-	-	(C) Long term Loans & Advances	62	73	79	80	69	73	65
Non Current Liabilities	56	33	7	-	-	-	-	(D) Other Non Current Assets	5	5	4	5	5	4	0
(A) Long Term Borrowings	56	33	7	-	-	-	-	Current Assets	440	464	516	272	292	311	366
Current Liabilities	81	110	152	141	133	127	185	(A) Inventories	25	42	59	47	57	65	91
(A) Short term Borrowings	2	2	-	10	30	10	58	(B) Trade Receivables	86	114	171	169	192	208	223
(B) Trade Payables	50	72	111	96	99	112	111	(C) Cash & Bank Balances	110	91	82	27	28	17	23
(C) Other Current Liabilities	21	29	34	12	3	4	14	(D) Short-term loans & advances	23	3	35	20	14	17	25
(D) Short-term provisions	8	7	7	23	1	1	2	(E) Other current assets	196	214	169	9	1	4	4
GRAND TOTAL - EQUITIES & LIABILITIES	637	689	760	848	970	1,083	1,309	GRAND TOTAL – ASSETS	637	689	760	848	970	1,083	1,309



INCOME STATEMENT (INR Mn)	FY12	FY13	FY14	FY15	FY16	FY17
Total Revenue	798	958	867	1,020	1,087	1,281
Expenses	723	864	774	855	822	982
EBITDA	75	94	93	165	265	299
EBITDA Margin %	9.40%	9.81%	10.73%	16.18%	24.38%	23.34%
Other Income	23	25	28	45	33	43
Depreciation	3	3	3	5	6	6
Finance Cost	5	5	4	3	4	4
Extra-Ordinary Items	0	0	2	0	0	0
PBT	90	111	112	202	288	332
Tax	25	30	34	56	91	93
PAT	65	81	78	146	197	239
Minority Interest	5	11	13	17	27	33
PAT after Minority Interest	60	70	65	129	170	206
PAT %	7.52%	7.31%	7.50%	12.65%	15.64%	16.11%
EPS	5.35	6.27	2.89	1.15	1.52	1.85

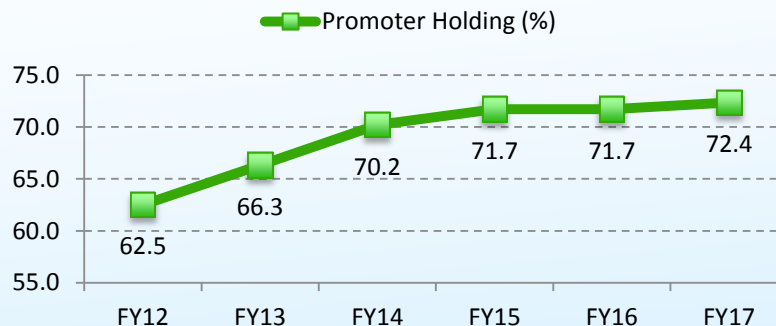
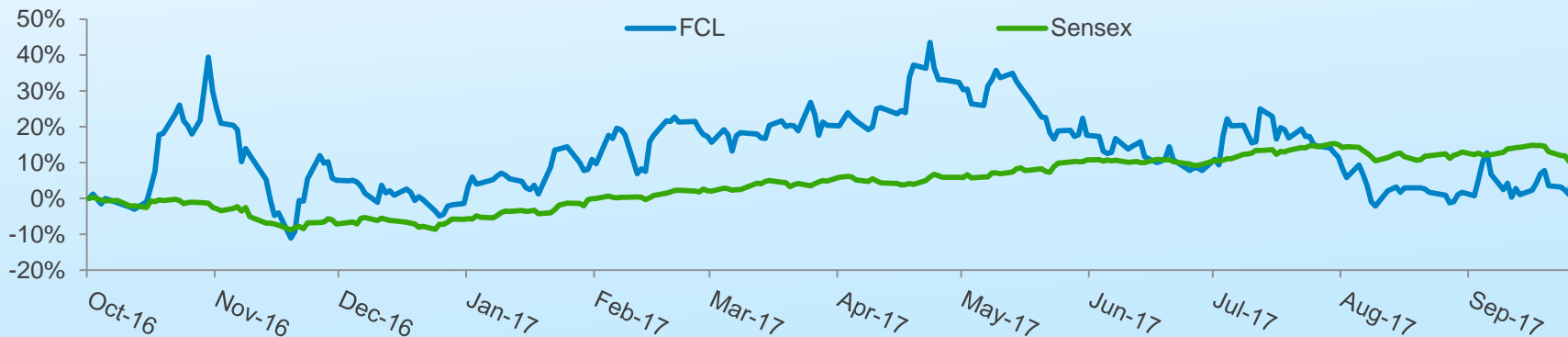
PARTICULARS	FY 13	FY14	FY 15	FY 16	FY17	H1FY18	PARTICULARS	FY 13	FY14	FY 15	FY 16	FY17	H1FY18
EQUITIES & LIABILITIES							ASSETS						
Shareholder Funds	581	647	763	913	1,060	1,271	Non Current Assets	200	224	556	647	743	932
(A) Share Capital	112	112	224	225	223	223	(A) Net Fixed Assets	66	76	117	131	173	181
(B) Reserves & Surplus	469	535	539	688	837	1048	(B) Goodwill on consolidation	54	61	61	61	61	61
(C) Share Application Money	-	-	-	-	0	0	(C) Non-current investments	-	2	293	390	438	110
Minority Interest	35	43	54	48	72	54	(D) Long term Loans & Advances	75	81	80	60	67	67
Non Current Liabilities	33	7	-	-	0	0	(E) Other Non Current Assets	5	4	5	5	4	513
(A) Long Term Borrowings	33	7	-	-	0	0	(F) Foreign Currency translation	-	-	-	-	0	0
Current Liabilities	166	181	191	181	201	233	Current Assets	615	654	452	495	590	626
(A) Short term Borrowings	2	-	10	30	10	58	(A) Inventories	112	115	104	115	130	184
(B) Trade Payables	128	137	141	131	184	135	(B) Trade Receivables	167	219	223	254	300	245
(C) Other Current Liabilities	29	35	12	5	6	38	(D) Cash & Bank Balances	117	127	100	94	129	109
(D) Short-term provisions	7	9	28	15	1	2	(E) Short-term loans & advances	5	30	21	27	19	65
							(F) Other current assets	214	163	4	5	12	23
GRAND TOTAL - EQUITIES & LIABILITIES	815	878	1,008	1,142	1,333	1,558	GRAND TOTAL – ASSETS	815	878	1,008	1,142	1,333	1,558



PRICE DATA (AS ON 30th September, 2017)

Face value (INR)	2
Market Price (INR)	31.05
52 Week H/L (INR)	41.7/23.5
Market Cap (INR Mn)	3,487
Equity Shares Outstanding (Mn)	111.3
Free Float Market Cap (Mn)	955.2
1 Year Avg. trading volume ('000)	395.7

INCREASE IN PROMOTER HOLDING

1 Year Share Price Movement (Up to 30th September 2017)

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Thank You!