









3rd May, 2021

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 Investor Presentation for the quarter and year ended 31st March 2021 requesting you to kindly take this in your record.

Kindly acknowledge receipt of the same.

Thanking You,

Yours faithfully,

FOR FINEOTEX CHEMICAL LIMITED

Sanjay Tibrewala

Director

DIN-00218525





Agenda



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An Introduction to Fineotex



Speciality chemicals producer for **4+ decades** with a market leading position in the international textiles industry



450+ **Product Categories**



60+ **Countries Present**

Successful entry into home care and hygiene and drilling speciality chemicals



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



43,000+ MT p.a. **Installed Capacities**

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



100+ Dealers in Indian and International Market



Rs. 270 mn Deployed for brownfield facility at Ambernath, Maharashtra

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



Home Care and Hygiene Division

Recently launched products across housekeeping, kitchen care and disinfection



Rs. 7,287 mn Market Capitalization as on 31st March 2021







Fineotex Investment Case





Business Dynamics

- Fineotex and Biotex associated with quality and innovation across industries globally
- Top 10 customers: 33% of sales
- Top 10 products: 18% of sales



- Biotex (73% owned) net profit has grown by a factor of 10x since acquisition in 2011
- De-leveraged into a debt free Company



Global Customer Reach

- International acceptance by high profile customers
- 50% of sales come from 60+ countries



- The Board has recommended a dividend of Rs. 0.30 per share (FY20:Rs. 0.05)
- The Company bought back 5,51,580 shares by utilizing Rs. 18.2 mn from cash reserves



10 Year Financial CAGR 10 Year Financial CAGR

- Revenues 21.7%, EBITDA 20.8%, PAT 26.3%
- Cash Flow from Operations to EBITDA at 88% in FY2021



Robust Cash Management

Rs. 242 mn invested into the expansion of the business in FY21









Our Evolution



1995

Statis

 Incorporation of Fineotex Chemical Industries (FCI) 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

2017



 Fineotex Chemical Limited announced first buyback 2018



Awarded as IPF fastest growing chemical manufacturing Company at BSE Limited on December 20, 2017

2019



- Biotex partnered with Bluesign
- Manufacturing capacity increased to 43,000 MTS annually and both facilities GMP certified

2020



- ❖ NSE top 1,000 companies
- Buyback of 11 lacs shares up to a maximum price of Rs. 40
- Deployed Rs. 270 million for new brownfield facility at Ambernath, Maharashtra









Driving Future Growth



Textile Specialities



Home Care Specialities



Hygiene Specialities



Drilling Specialities



Leverage core manufacturing and development expertise into new high growth areas

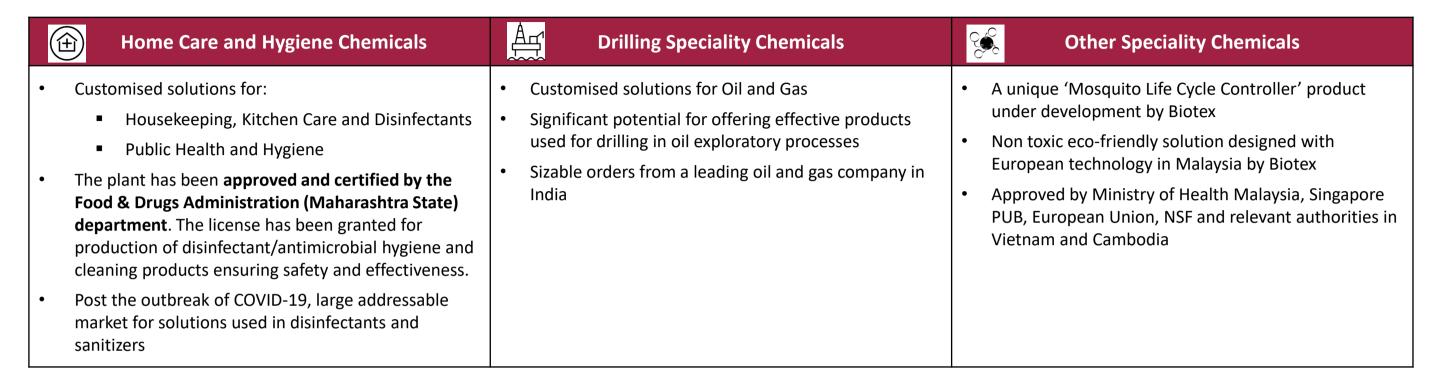






Focus on Growth and Diversification





Key Products









Home Care and Hygiene Chemicals

'Mosquito Life Cycle Controller' under development

Non-textile segments will drive volume and value growth in the long term









Home Care and Hygiene Division





Available across

East and West India



8Marketing Technical

Associates hired in March



Diversified Product Offering



Housekeeping

- Air freshener
- Carpet cleaner
- Carpet shampoo
- Deodorizers
- Floor cleaner
- Furniture maintainer
- Glass cleaner
- Hygienic bathroom cleaner

- Hygienic hard surface cleaner
- Multi surface cleaner
- Surface cleaner cum disinfectant
- Toilet bowl cleaner
- Toilet seat disinfectant
- Washroom cleaner

Kitchen Care

- Automatic dish wash detergent
- Automatic dish wash neutralizer
- Drain cleaner
- Heavy duty floor cleaner
- Kitchen multipurpose cleaner
- Manual dish wash liquid
- Oven and grill cleaner
- Stainless steel polish

Disinfection

- Hand disinfectant
- Gentle wash
- Multi surface disinfectant
 - Surface disinfectant fogging and fumigation
- Hand sanitizer
- Veg & non-veg disinfectant cleaner
- Sanitizing tablet









Upcoming Facility at Ambernath, Maharashtra



About the Facility

- Located on ~4 acres of land
- > The facility is progressing as per schedule and is expected to be commissioned in Q1 FY2022. Equipment and machinery is currently being installed
- Proposed deployment of Rs. 270 million out of which Rs. 200 million has been deployed

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







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









Synergistic Business Model





Overview



Focus Areas



Business Segments



Competitive Edge



- Diverse product portfolio (400+ categories) across business segments
- Applications primarily across the entire textile value chain: pre-treatment to finishing
- Focused on textiles and rapidly entering other fast growing sectors
- High profile India customer base
- Textile, Home Care and Hygiene, Drilling and Other Specialities
- Strong brand recall in Indian markets
- Reputation for diverse product portfolio
- Deep customer relationships





- Niche product portfolio (50+ categories)
- High end super speciality textile chemical applications



- Grow 'Mosquito Life Cycle Controller' revenue share
- High profile International customer base
- Textile and auxiliary sectors
- 'Mosquito Life Cycle Controller', an eco friendly non toxic solution for mosquito outbreaks used primarily across developing countries



- Strong brand recall in International markets
- Solutions for finishing process in textile
- Strong R&D capabilities

Fineotex and Biotex complement each others strengths and offer distinguished speciality chemical solutions globally







Specialty Textile Chemicals Overview

















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



















Fineotex + Biotex together offer tailored solutions across the textile value chain with a focus on higher realisations



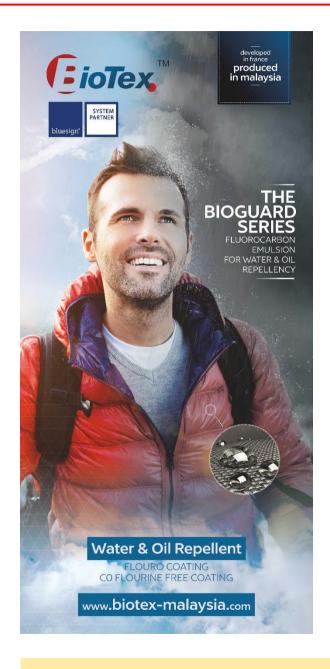


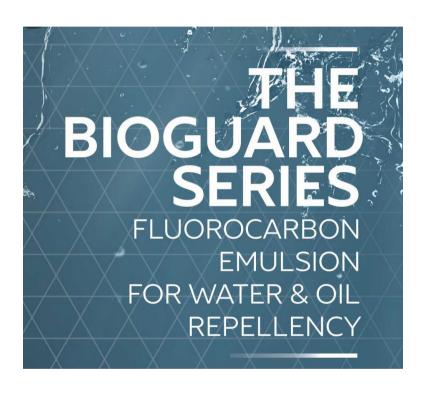




New Product Offerings from Biotex









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



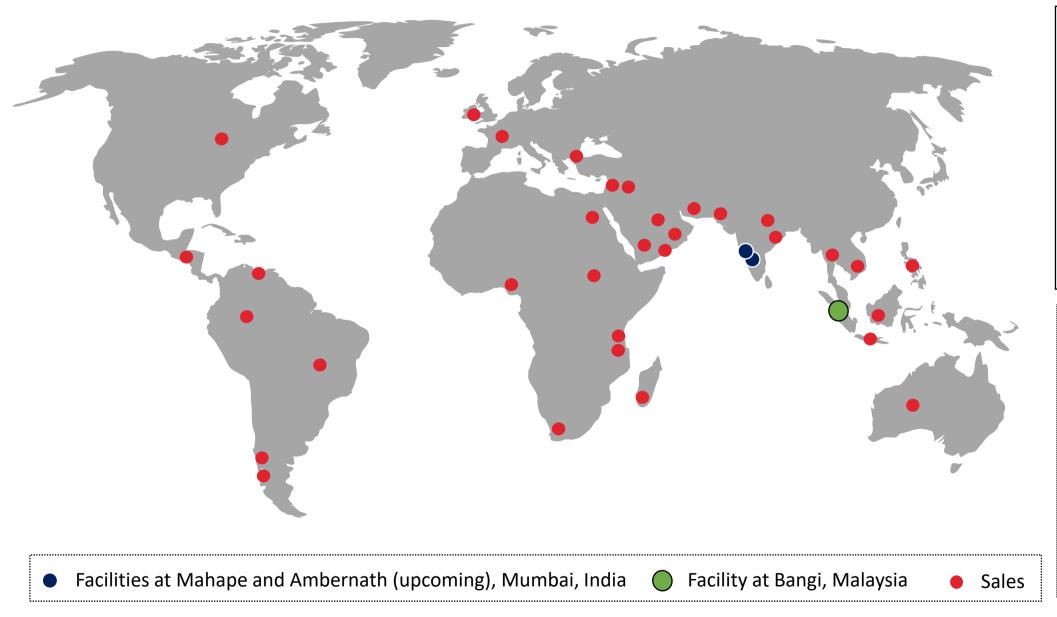






Global Customer Reach





- Sales in **60+** countries including Brazil, Bangladesh, Germany, Indonesia, Malaysia, Singapore, Syria, Thailand, USA, Venezuela and Vietnam
- **30+** technical marketing experts
- 100+ dealers in Indian and International markets



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









Strategic Direction





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

Upcoming brownfield facility at Ambernath, Maharashtra to be 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









State-of-the-Art R&D Infrastructure





- One of the finest R&D capabilities in the industry
- State-of-the-art technology that is constantly updated through our in-house R&D facilities
- Capabilities to develop and customize products to adhere to client requirements



- Modern Equipment such as Brookefield viscometers refractometers and pilot vessels to perform trial R&D batches
- Finest testing facilities and application equipment to perform pre-treatment, Dyeing, Printing and Finishing trials



Team

- An experienced and technically qualified team of 13, that develop new specialty as well as cost effective products, which will in turn add value to our products
- Leverage the experience and expertise of newly appointed directors, Dr. Anand Patwardhan and Dr. Sunil Waghmare who have extensive knowledge in chemistry related domains and guide the R&D team towards successful implementation of various tasks

R&D is vital for textile auxiliaries and chemicals to ensure adherence to customer requirements









Sustainability Approach



Board of Directors









Sanjay Tibrewala Executive Director



Aarti Jhunjhunwala **Executive Director**



Navin Mittal Independent Director



Alok Dhanuka Independent Director



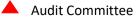
CS Bindu Shah Independent Director



Dr. Anand Patwardhan Independent Director



Dr. Sunil Waghmare Independent Director





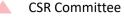
Anti sexual Harassment Committee



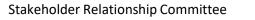


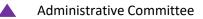


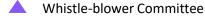












Management Team





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 Jhunjhunwala
Education: B.Com and M.Com

Head - International Marketing



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 YeanEducation: Diploma in Chemistry

Senior R&D Manager - Biotex



Jeetendra Adhay

Education: BE Industrial Engineering & Diploma in Chemical Engineering

Plant Manager - Fineotex



Ramesh Gupta
Education: MSc, MBA B. Ed.

roduction Manager - Fineotex



Manoj Sharma

Education: B.Tech Responsible for: Plant and Projects

Senior Manager - Fineotex



Purva Rane

Education: MSc in Analytical Chemistry Responsible for: Technical Service Lab and Product Compliances

Product Compliances

Assistant Manager - Fineotex

Experienced management team with multi decade expertise in speciality chemicals industry









Manufacturing Platforms (GMP* Certified)



Location	Operating Facts	Strategic Advantages	Manufacturing Excellence
Navi Mumbai, India	 Total Production Capacity: 36,500 MT Current Utilisation: 56% Peak Utilisation: 75% 	 Strategically located plant near key port close to Mumbai with logistical advantage to textile hubs across North, West, South and Central India 	9001:2015 SA 8000 STAR EXPORT HOUSE Certificate Holder
	 Total Production Capacity: 6,500 MT 	 Easy access to high quality raw materials in the region 	bluesign® ZDHC Zero Discharge of Hazardous Chemicals
Selangor, Malaysia	Deliver Station. 7070	 Backward integration into key raw materials Cost benefits due to Free Trade 	REACH &
		Agreements (FTAs) with important regional markets like Vietnam,	SANIC TEXTILE STATE TO THE STATE OF THE STAT

China and India

^{*} GMP: Good Manufacturing Practice Certification









Accreditations: Biotex Malaysia



Certificate	Value Proposition
bluesign®	 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
ON TEXTILE STANDON OF THE STANDON OF	 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
REACH 8	 European certification which validates raw materials used for Bioguard C6 repellent (manufactured by Biotex) from a sustainability stand point
	 BHive is a platform that promotes transparency and the use of more sustainable chemistry for textile and apparel manufacturers, brands, and retail organizations
BHive	BHive membership demonstrates commitment to chemical sustainability and transparency
TSO BOOT: 2015	 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
Ø ZDHC Zero Discharge of	 Part of a global multi stakeholder initiative within the fashion and footwear industry working towards reducing chemical footprint
Hazardous Chemicals	Aim is to accelerate progress towards ultimate goals of cleaner water, cleaner air, and safer production
	Leading the transition from synthetic to lower carbon footprint products









Accreditations: Fineotex India



Certificate	Value Proposition
9001:2015	 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
14001:2015	 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
OHSAS 18001	 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
SA 8000	 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
STAR EXPORT HOUSE Certificate Holder	 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
2081 G31	This certification provides significant competitive advantages in international trade
Ø ZDHC Zero Discharge of	 ZDHC is a part of a global multi stakeholder initiative within the fashion and footwear industry working towards reducing chemical footprint
nazardous Chemicals	Aim is to accelerate progress towards ultimate goals of cleaner water, cleaner air, and safer production

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







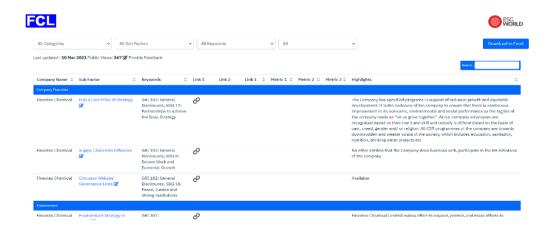
Visit our ESG Profile on





"The Company has specified programs in support of inclusive growth and equitable development. It is the endeavor of the company to ensure that there is continuous improvement in its economic, environmental and social performance as the tagline of the company reads as "let us grow together""









Download ESG Profile into Excel format



Keywords and free style search function



Time Stamp indicates recent updates within last 15 days



Please provide us with detailed feedback on our ESG initiatives

Last Quarter ESG Profile Views: 597

Fineotex Chemical ESG Profile Link: https://bit.ly/3hEE8Yt









Visit our ESG Profile on





Environment Highlights

"Fineotex Chemical Limited makes effort to respect, protect, and make efforts to restore the environment. FCL is committed to ensuring clean environment beyond satisfying all stipulated requirement laid down by the statutory authorities" **Environment Strategy in Place**

"The Company's products are made from no hazardous chemicals which require a very minimal quantity of natural resources like water or fuel. The process also does not emanates pollutants in the form of gases, liquids or solid wastes. Neither the employees of the Company nor of its users face any harmful effects or side effects due to its products" **Product Free From Harmful Substances**

"Company's raw materials are mainly basic manufactured chemicals and not natural materials whose sustainability would affect natural imbalance in case of ruthless utilization"

Material Usage Initiatives

"Fineotex is recently ZDHC (Zero Discharge Hazardous Chemical)
Gateway certified and registered nominated supplier"

Waste Water Safe Discharge

Social Highlights

"We consider our employees as our most valuable asset and have been working towards keeping them engaged and inspired. The current workforce structure has a good mix of employees at all level" **Social Strategy in Place**

"FCL's Policy of Health, Safety and Environment covers the Company. By implementing protect & sustain stewardship purpose of IFA the policy covers suppliers, contractors, NGO's & Farmers" Supplier Responsibility Initiatives

"Maintaining quality is everyone's responsibility. We never compromise on quality; it is about delivering what we promise in everything we do. Its products are not standardized but each supply has to meet the requirements of the customer on his shop floor. This is backed by quality control at each stage" **Product/Service Safety and Quality Metrics**

"The company has taken various community initiatives such as: Education of any persons 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 rehabilitation 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" Community Support Initiatives

Fineotex Chemical ESG Profile Link: https://bit.ly/3hEE8Yt









Visit our ESG Profile on





25

Governance Highlights

"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" **Corporate Governance Policies**

"We are an equal opportunity employer and over 25% are women. We consider our employees as our most valuable asset and have been working towards keeping them engaged and inspired. The current workforce structure has a good mix of employees at all levels" Corporate Culture Management

Certificates

ISO 9001	ISO 14001	ISO 14045*	ISO 45001
ISO 20000* SA 8000		OHSAS 18001	

Fineotex Chemical ESG Profile Link: https://bit.ly/3hEE8Yt

Key ESG Facts



Bhive certified



Blue Sian certified



Global Organic Textile Standard (GOTS) certified



Hazard Analysis Critical Control Point (HACCP) Certification*



Indian Green Building Council*



REACH certified



SA 8000 - Social Accountability Certification



Star Export House



WHO Good Manufacturing Practice certified

Ø ZDHC Zero Discharge Hazardous Chemical (ZDHC) Gateway certified



FY2020 CSR Investments: Rs. 49 lakh



FY2020 Donations: Rs. 1.96 lakh











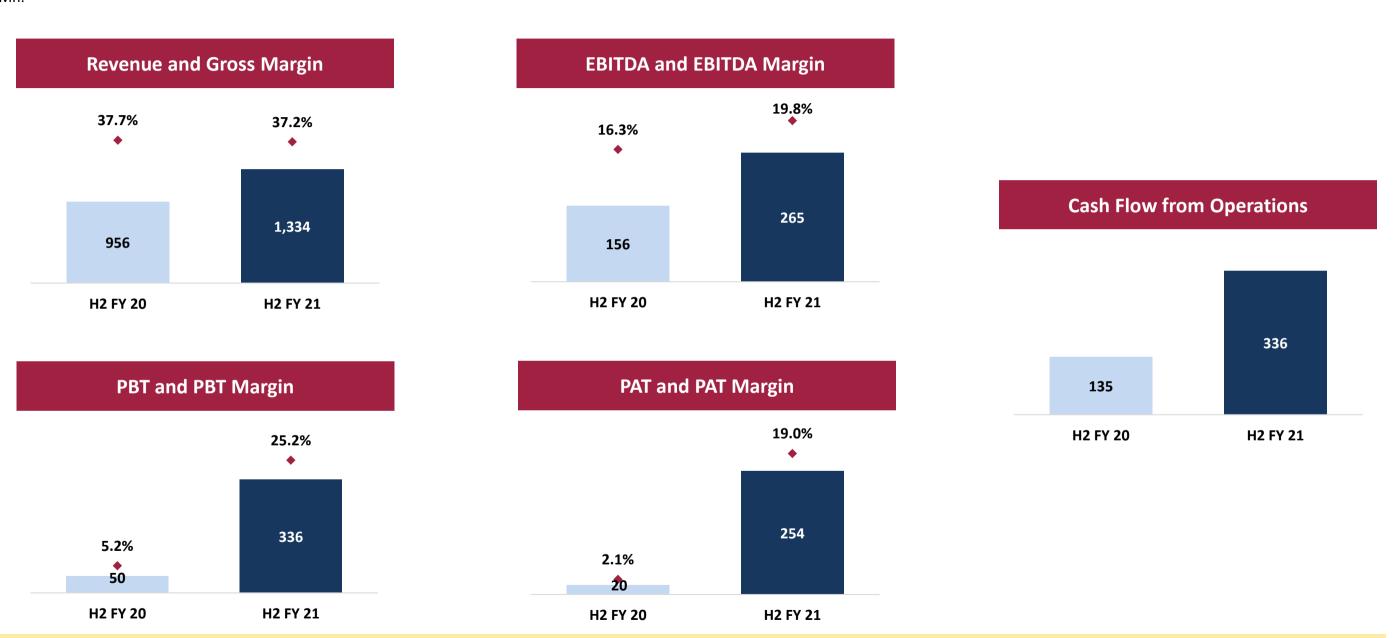


Financial Performance

H2 FY21 Compared to H2 FY20



Rs. Mn.



Robust growth reflecting strong underlying business model and customer relationships





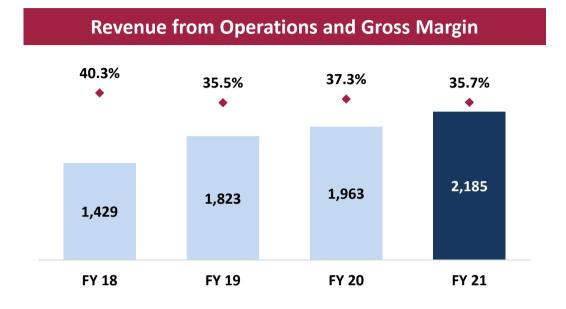


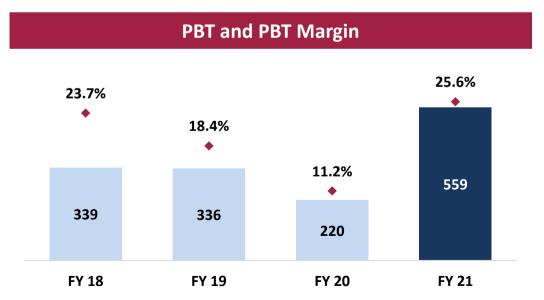


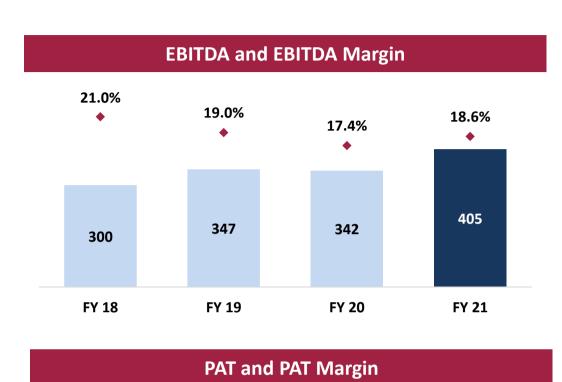
Consolidated Annual Performance Trend

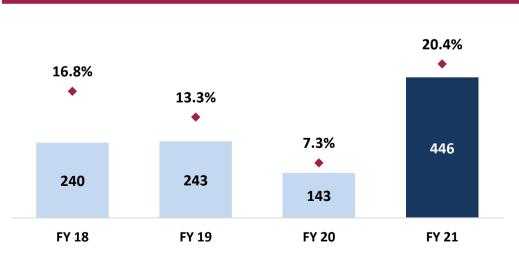


Rs. Mn.













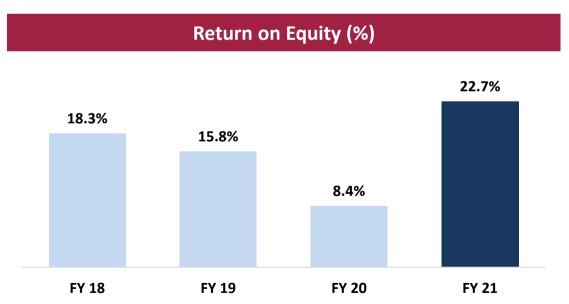




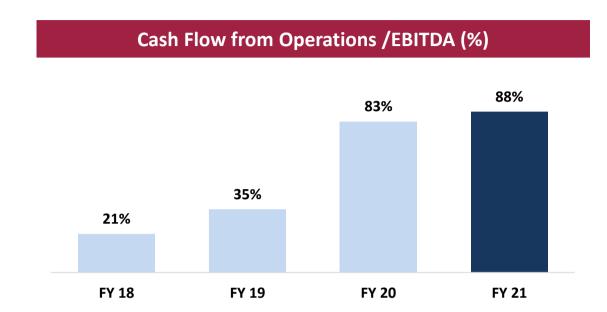
Consolidated Balance Sheet and Return Ratios Trend

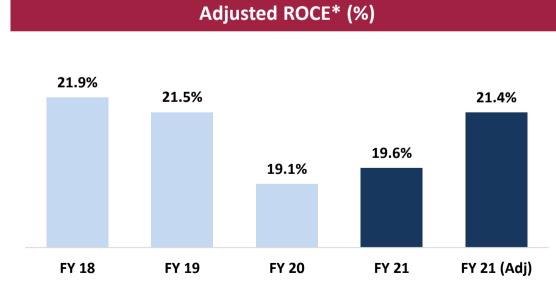


(Rs Mn)	Mar-20	Sep-20	Mar-21
ST Debt	28	30	34
LT Debt	0	0	0
Total Debt	28	30	34
Cash & Cash Equivalent	179	314	339
Net Cash	151	284	305
Equity	1,760	1,939	2,161
Total debt/Equity	0.02x	0.02x	0.02x

















Consolidated P&L Summary: Q4 and FY2021



(Rs. Million)	Q4 FY21	Q4 FY20	YoY%	Q3 FY 21	QoQ%	FY 21	FY 20	YoY%
Revenue from Operations	750.2	435.8	72.1%	583.5	28.6%	2,185.1	1,963.4	11.3%
COGS	487.4	265.5	83.6%	349.6	39.4%	1,405.7	1,231.4	14.2%
Gross Profit	262.8	170.3	54.3%	233.9	12.3%	779.3	731.9	6.5%
Gross Profit Margin	35.0%	39.1%		40.1%		35.7%	37.3%	
Employee Benefit Expenses	27.1	25.5	6.3%	26.2	3.5%	88.6	87.3	1.4%
Other Expenses	107.2	69.2	55.0%	71.5	49.8%	285.4	302.6	(5.7%)
EBITDA	128.5	75.6	69.8%	136.2	(5.7%)	405.4	342.0	18.5%
EBITDA Margin	17.1%	17.4%		23.3%		18.6%	17.4%	
Depreciation Expense	4.0	3.3	22.3%	4.0	2.2%	14.7	11.7	26.1%
EBIT	124.4	72.3	72.0 %	132.2	(5.9%)	390.6	330.3	18.3%
EBIT Margin	16.6%	16.6%		22.7%		17.9%	16.8%	
Finance Cost	2.5	1.6	52.8%	1.8	41.2%	6.9	6.3	9.9%
Other Income	29.1	4.1	608.5%	54.6	(46.7%)	174.9	21.8	701.0%
РВТ	151.1	(57.3)	nm	185.1	(18.4%)	558.6	219.6	154.4%
Total Tax	31.6	4.0	680.7%	51.2	(38.3%)	113.1	76.5	47.8%
PAT	119.5	(61.3)	nm	134.0	(10.8%)	445.6	143.1	211.4%
PAT Margin	15.9%	nm		23.0%		20.4%	7.3%	
Basic EPS (Rs.)	1.01	(0.57)	nm	1.18	(14.4%)	3.85	1.17	229.1%







Disclaimer



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:

Hemant Auti	Bopiah Ganapathy / Bijay Sharma
Company Secretary	Churchgate Partners
Fineotex Chemical Limited	
+91-22-26559174-75-76-77	+91 22 6169 5988
investor.relations@fineotex.com	fcl@churchgatepartners.com











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