



23rd April, 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 Earning 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**



Hemant Auti

(Company Secretary)

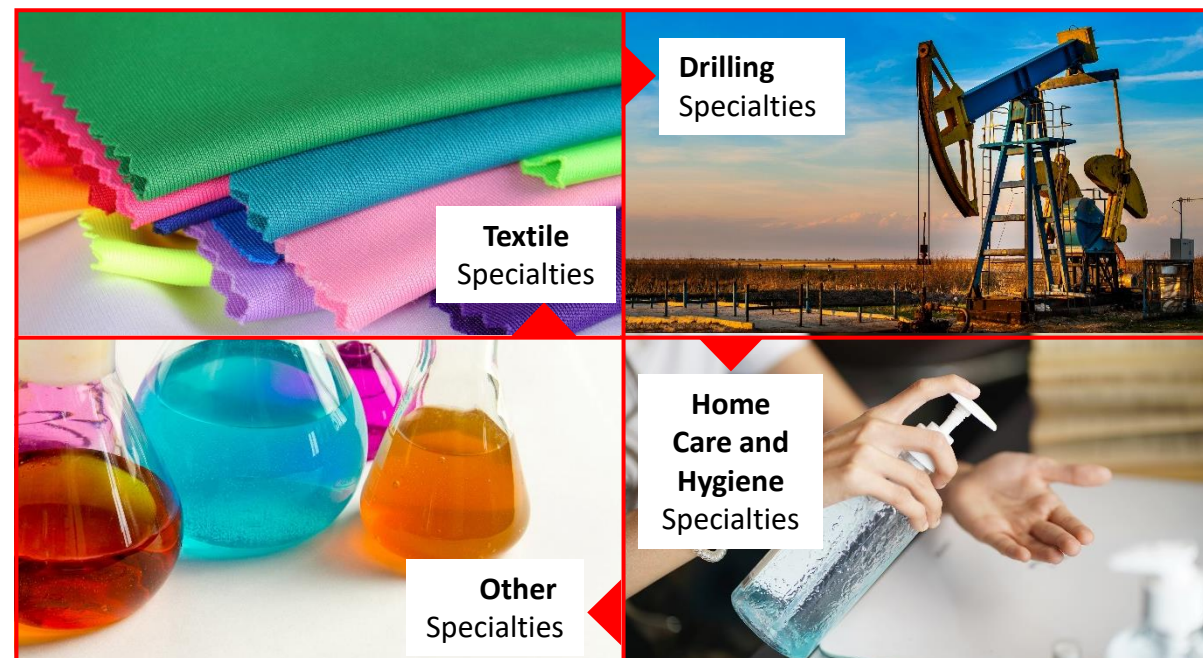


Fineotex Chemical Limited

(BSE: 533333; NSE: FCL)

Q4 and FY2021

Earnings Presentation



FY2021 Consolidated Financial Highlights

Rs 2,185.1 mn

Total Revenue

Rs 405.4 mn

EBITDA

Rs 445.6 mn

Net Profit

35.7%

Gross Margin

18.6%

EBITDA Margin

20.4%

PAT Margin

11.3%

Revenue Change
(Y-o-Y)

18.5%

EBITDA Change
(Y-o-Y)

211.4%

PAT Growth
(Y-o-Y)



Surendrakumar Tibrewala
Chairman and Managing Director

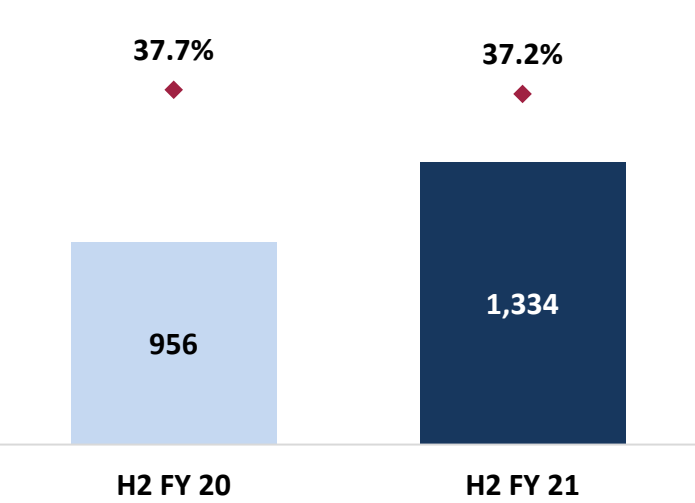
"Fineotex Chemical continued to deliver a robust financial performance during the year with PAT growth of over 200% for the year. The strong financial performance is testament to our efforts to continuously adapt to the constantly evolving industry and staying ahead of the curve."

We are aggressively entering new segments and have recently launched multiple products under our Home Care and Hygiene chemicals division. Our brownfield manufacturing plant at Ambernath, Mumbai will greatly improve our capacity and will adhere to the highest standards of sustainability, keeping in line with our overarching vision of a greener products."

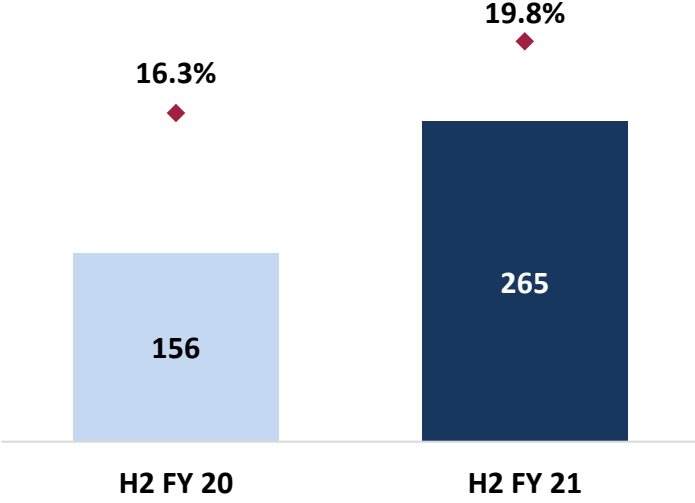
Management continues to remain focused on enhancing stakeholders value driven by strong performance, increased portfolio diversification, regulatory approvals and various strategic initiatives."

H2 FY21 Compared to H2 FY20

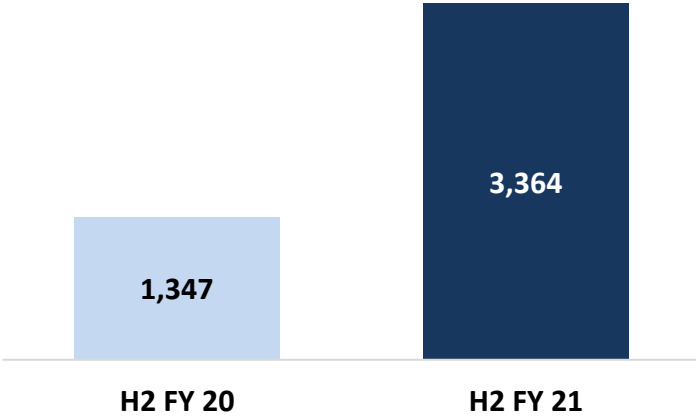
Revenue and Gross Margin



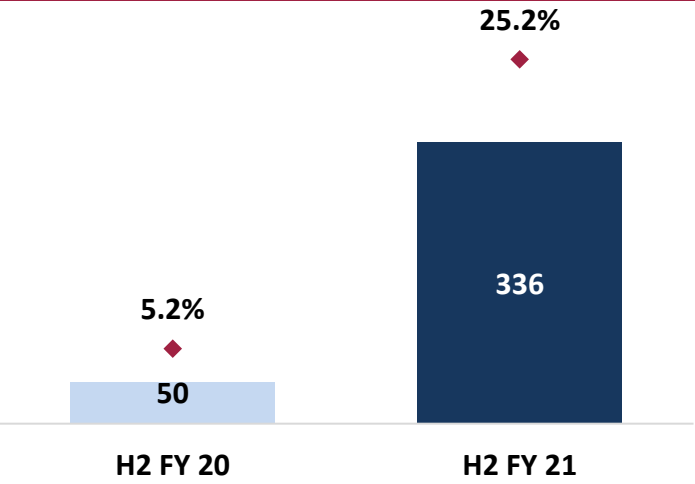
EBITDA and EBITDA Margin



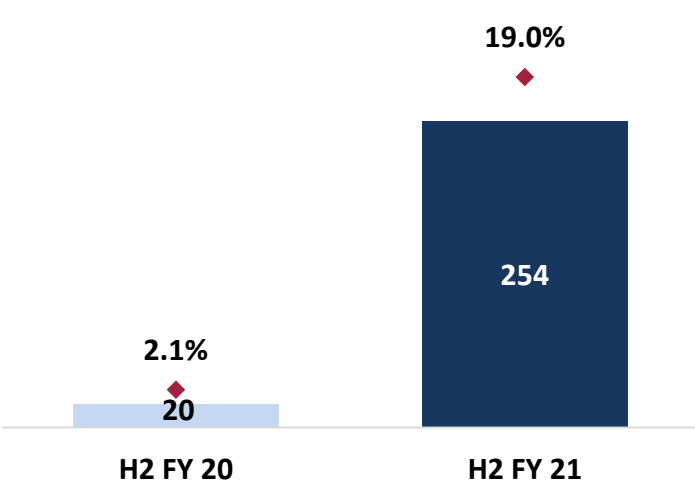
Cash Flow from Operations



PBT and PBT Margin



PAT and PAT Margin

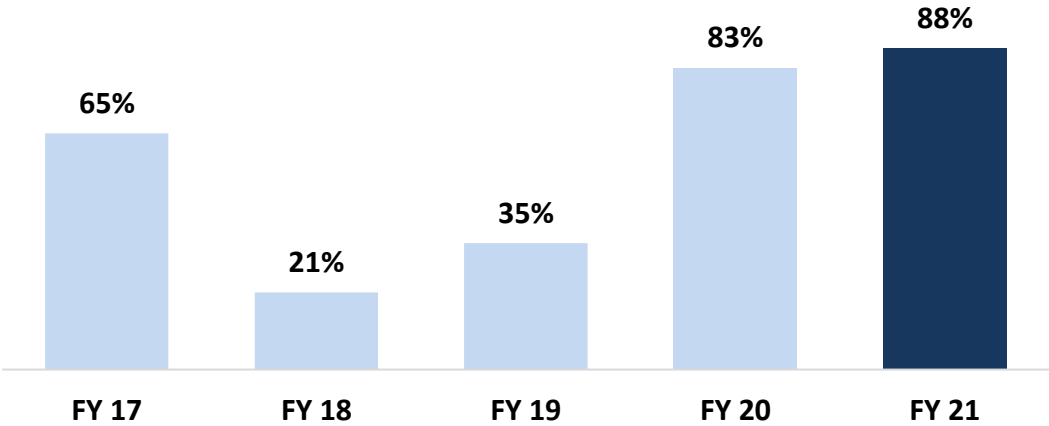


Robust growth reflecting strong underlying business model and customer relationships

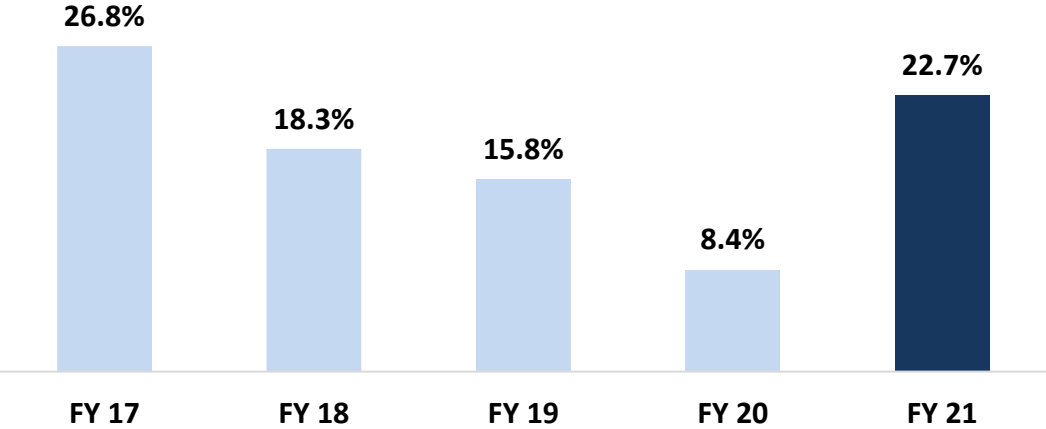
Consolidated Balance Sheet and Return Ratios Trend

(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

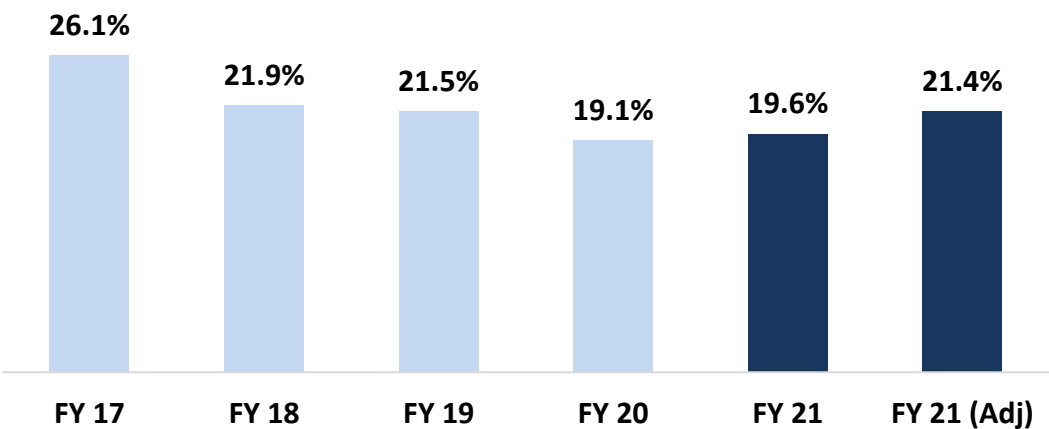
Cash Flow from Operations /EBITDA (%)



Return on Equity (%)



Adjusted ROCE* (%)



*Debt has been adjusted for cash and bank balance for FY21 (adj) ROCE
ROE= PAT/Average Equity, ROCE = EBIT/Average Capital Employed (Capital Employed = Total Equity + Short Term Borrowings + Long Term Borrowings)



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



Financial Performance

- Consolidated revenues from operations FY21 of Rs. 2,185 mn, up 11.3% YoY
- Consolidated profit after tax FY21 Rs. 445.6 mn, up 211.4% YoY
- EBITDA Margins of 18.6% and has expanded 120 bps and PAT Margin of 20.4%
- Plough back of Rs. 242 mn invested into the expansion of the business



Business Model

- Chemical Product offerings across the entire textile value chain: pre-treatment to finishing
- Diversified business with top 10 customers contributing to 33% of sales and top 10 products contributing to 18% 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

- New manufacturing plant at Ambarnath to be commissioned by Q1 FY 2022, will provide an additional 36,000mt of production capacity
- Successful entry into Home Care and Hygiene Chemicals, launching multiple products across the segment
- The plant has been approved and certified by the Food & Drugs Administration (Maharashtra State) department to produce disinfectant/antimicrobial hygiene and cleaning products
- Obtained the Green Building Certificate, WHO Good Manufacturing Practice certified and multiple ISO certificates



Shareholder Value Creation

- The Board has recommended a dividend of Rs. 0.30 per share (Rs. 0.05 previously)
- Well positioned for future capacity expansion and acquisitions through internal accruals

Consolidated P&L Summary: Q4 and FY2021

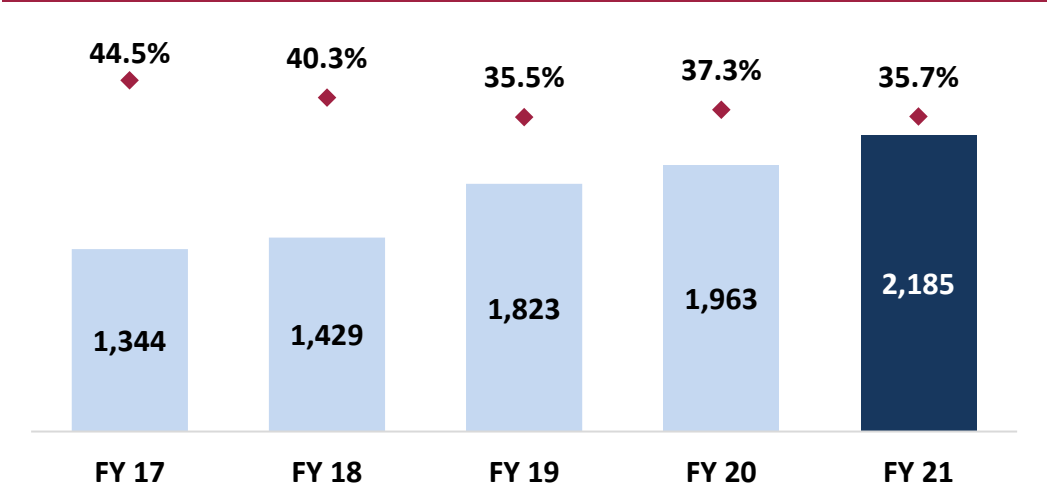
(Rs. Million)	Q4 FY21	Q4 FY20	YoY%	Q3 FY 21	QoQ%	FY 21	FY 20	YoY%
Revenue from Operations	750.2	435.8	72.1%	583.5	28.6%	2,185.1	1,963.4	11.3%
COGS	487.4	265.5	83.6%	349.6	39.4%	1,405.7	1,231.4	14.2%
Gross Profit	262.8	170.3	54.3%	233.9	12.3%	779.3	731.9	6.5%
Gross Profit Margin	35.0%	39.1%		40.1%		35.7%	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%	67.6	53.9	25.5%
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%
PBT	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%

Consolidated Annual Performance Trend

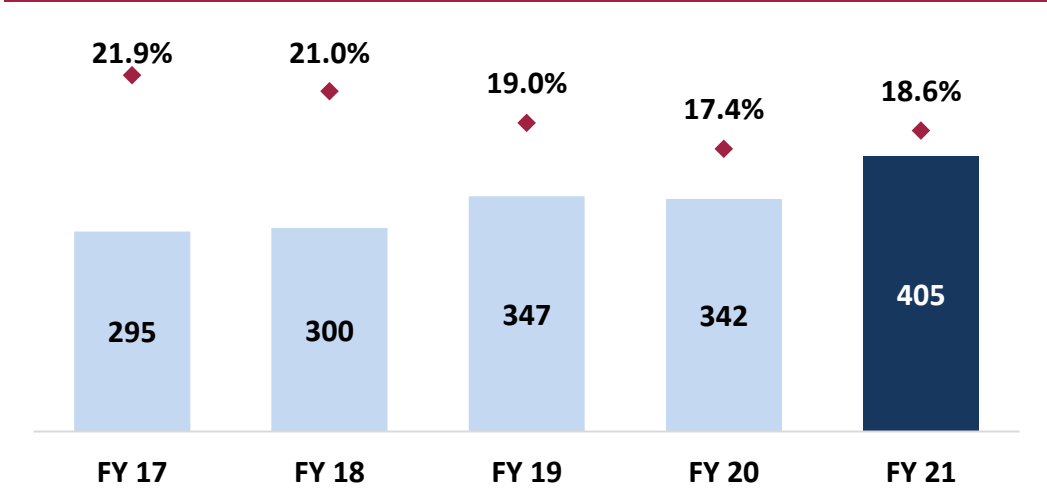


Rs. Mn.

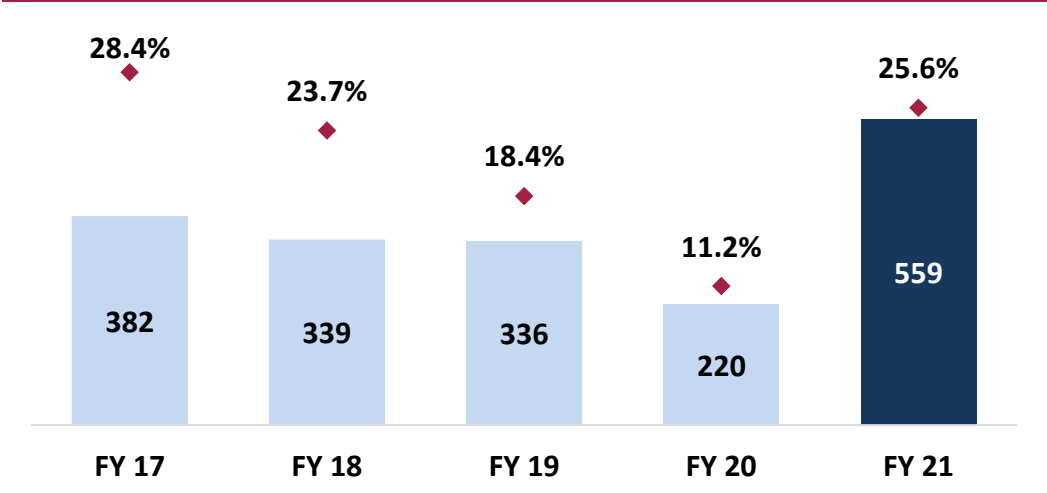
Revenue from Operations and Gross Margin



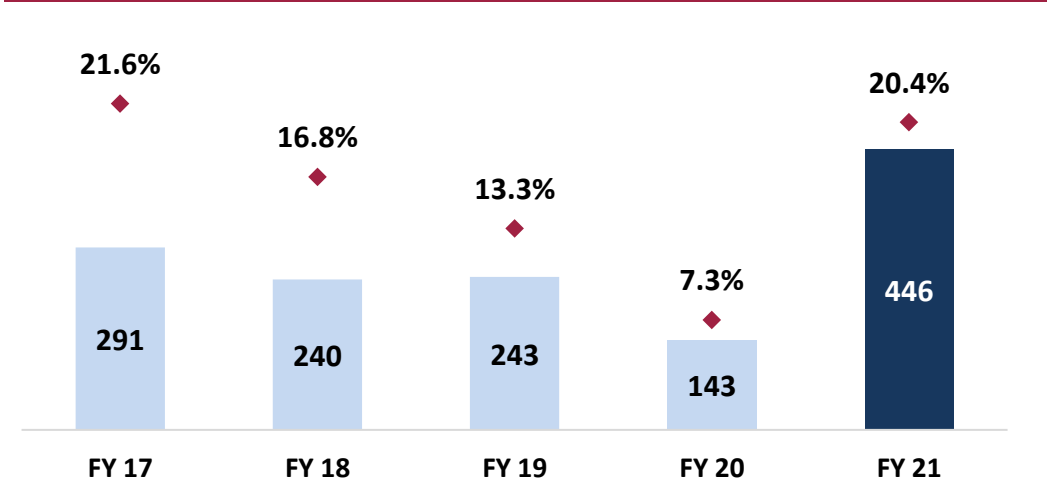
EBITDA and EBITDA Margin



PBT and PBT Margin



PAT and PAT Margin





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



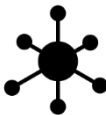
Greenfield Developments

Upcoming brownfield facility at Ambarnath, 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



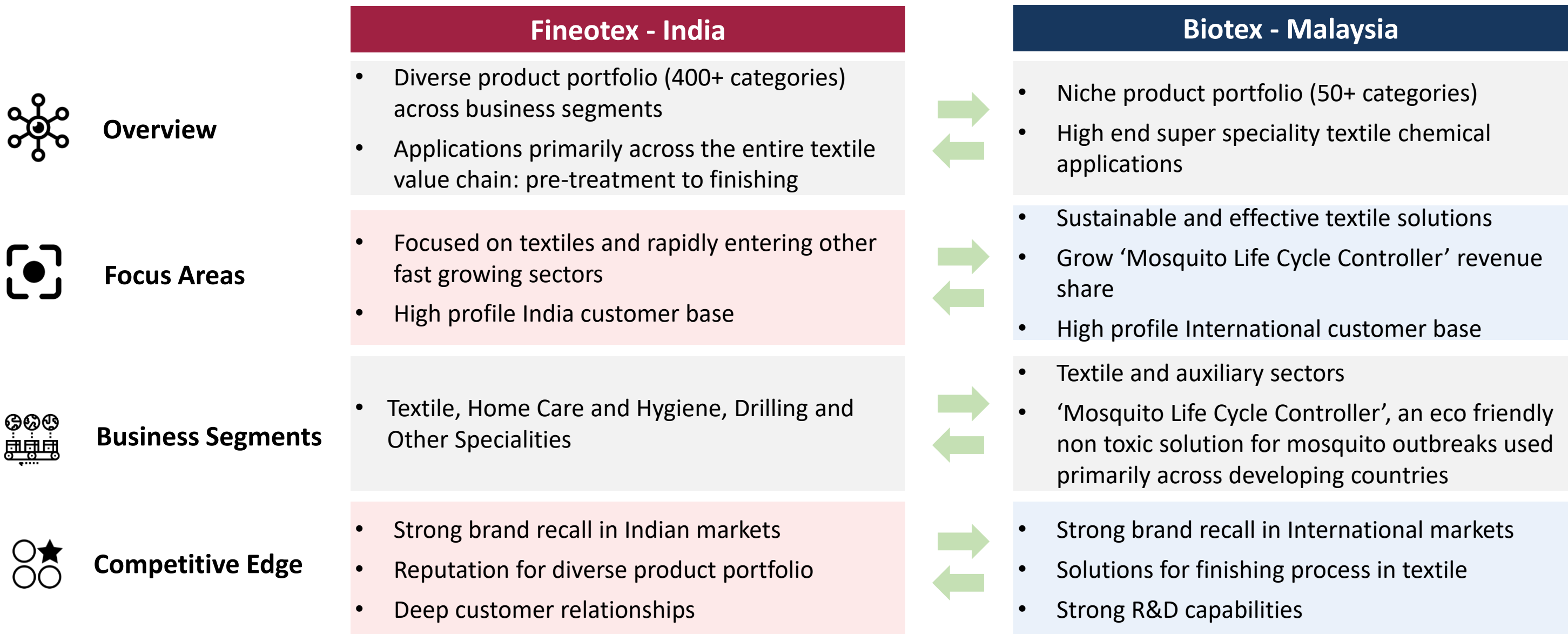
Grow Market Share

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



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

Location	Operating Facts	Strategic Advantages	Manufacturing Excellence
<div><p>Navi Mumbai, India</p></div>	<ul style="list-style-type: none">Total Production Capacity: 36,500 MTCurrent Utilisation: 56%Peak Utilisation: 75%	<ul style="list-style-type: none">Strategically located plant near key port close to Mumbai with logistical advantage to textile hubs across North, West, South and Central India	<div></div>
<div><p>Selangor, Malaysia</p></div>	<ul style="list-style-type: none">Total Production Capacity: 6,500 MTCurrent Utilisation: 70%Peak Utilisation: 75%	<ul style="list-style-type: none">Easy access to high quality raw materials in the regionBackward integration into key raw materialsCost benefits due to Free Trade Agreements (FTAs) with important regional markets like Vietnam, China and India	<div></div>

* GMP: Good Manufacturing Practice Certification

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

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



15
Distributors added in March



8
Marketing 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

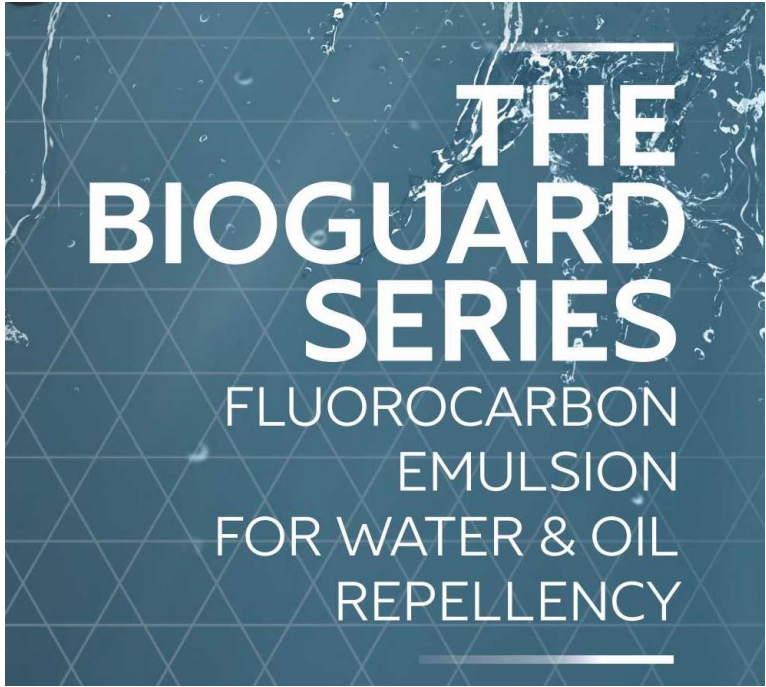
- Automatic dish wash detergent
- Automatic dish wash neutralizer
- Drain cleaner
- Heavy duty floor cleaner
- Kitchen multipurpose cleaner
- Manual dish wash liquid
- Oven and grill cleaner
- Stainless steel polish

Disinfection

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



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



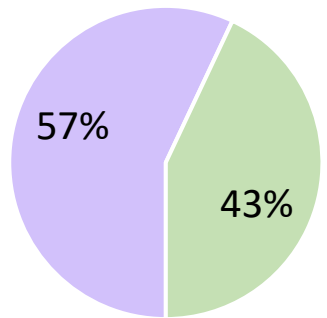
‘The Bioguard Series’ of products from Biotex with water and oil repellent features in great demand post outbreak of COVID-19



● Facilities at Mahape and Ambernath (upcoming), Mumbai, India ● Facility at Bangi, Malaysia ● Sales

- 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

FY21 Revenue Mix







■ International ■ India

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



“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>

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 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" **Community Support Initiatives**

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

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	

Key ESG Facts

-  Bhive certified
-  Blue Sign 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

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:

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