

# 20 MICRONS<sup>®</sup>

L I M I T E D

347, GIDC Industrial Estate, Waghodia - 391760, Dist. Vadodara, Gujarat, India.

14<sup>th</sup> August, 2018

To :

|   |   |
|---|---|
| <b>BOMBAY STOCK EXCHANGE LIMITED</b><br>Department of Corporate Services<br>Phiroze Jeejeebhoy Towers,<br>Dalal Street, Fort,<br><b>MUMBAI - 400 001.</b><br><b>SCRIP CODE : 533022</b> | <b>NATIONAL STOCK EXCHANGE OF INDIA LIMITED</b><br>Listing Department<br>Exchange Plaza, Bandra - Kurla<br>Complex, Bandra [East],<br><b>MUMBAI - 400 051.</b><br><b>SCRIP CODE : 20MICRONS</b> |
|---|---|

Dear Sirs,

**Re : Press Release.**

In continuation of our letter dated 13.08.2019, we are sending herewith Press Release on the Un-audited Financial Results of the Company for the Quarter ended 30.06.2019.

We now request you to arrange to take note of the above.

Thanking you,

Yours faithfully  
20 Microns Limited



[Anuja K. Muley]  
Company Secretary

Encl. : as above.

**An ISO 9001 : 2008 Certified Company**

Regd. Office : 9-10, GIDC Ind. Estate, Waghodia - 391 760 Dist. Vadodara, Gujarat, INDIA.

T: +91 - 2668 292297 W: www.20microns.com E: baroda@20microns.com

7574806350 CIN : L99999GJ1987PLC009768

# 20 Microns Limited

Q1 FY20 Result Update Presentation – August 2019



“India’s Leading Producer of Ultrafine **Industrial Minerals** &  
**Speciality Chemicals** With Expanding Global Footprints.”

|

MD'S MESSAGE

&

FINANCIAL  
HIGHLIGHTS

# Managing Director's Message – Q1 FY20

“We are happy to share with you our financial and business performance of the first quarter ended FY20, consolidated revenue stood at Rs. 137.8 crore – with a growth of 17% YoY, predominantly driven by change in product mix and contribution of higher value product. We have achieved good growth across all product offerings during the first quarter. On YoY basis our EBITDA Margin decline on account of increase in raw material cost of specialty products, going ahead our focus is to grow the EBITDA Margin by selling higher margin products. PAT was at Rs. 8.5 crores, with a growth of 13% YoY. Our exports for Q1 FY20 stood at ~17%.

We continue to focus on our R&D technology and a deep understanding of micronization discipline has enabled us to participate in larger and more strategic engagements with our clients. We believe we are well positioned to partner our valued customers in their key priorities of product modernization and product improvements through our R&D efforts.

Going ahead we are confident of healthy product pipeline domestically and globally in varied industry segments we cater to. With our customers aspiring for improved product efficiency and continuous innovation in products, our continuous R&D efforts and robust production processes provide us new opportunities and avenues for growth.

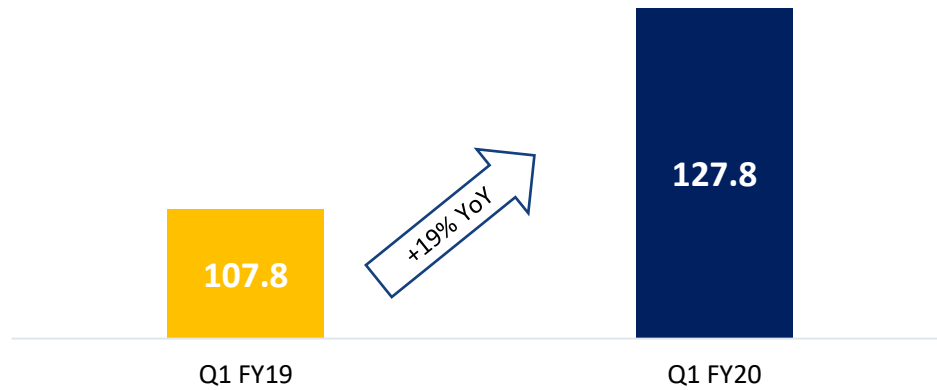
We would like to thank all our employees for their untiring efforts and our investors / stakeholders for their continued support and encouragement.”



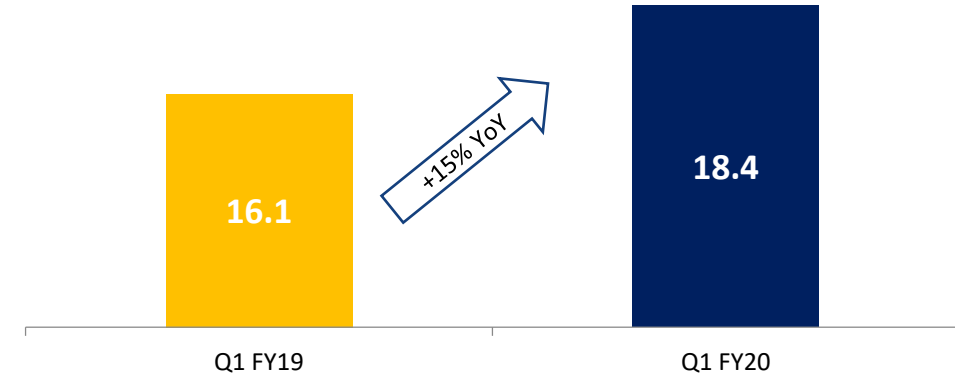
***Mr. Atil Parikh, Managing Director  
20 Microns Limited***

# Standalone Quarterly Financial Highlights

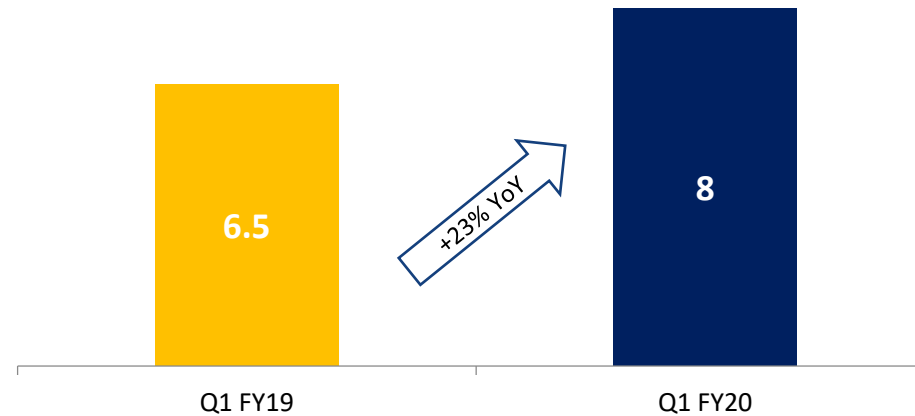
### REVENUE (Rs. cr)



### EBIDTA (Rs. Cr)



### PAT (Rs. Cr)

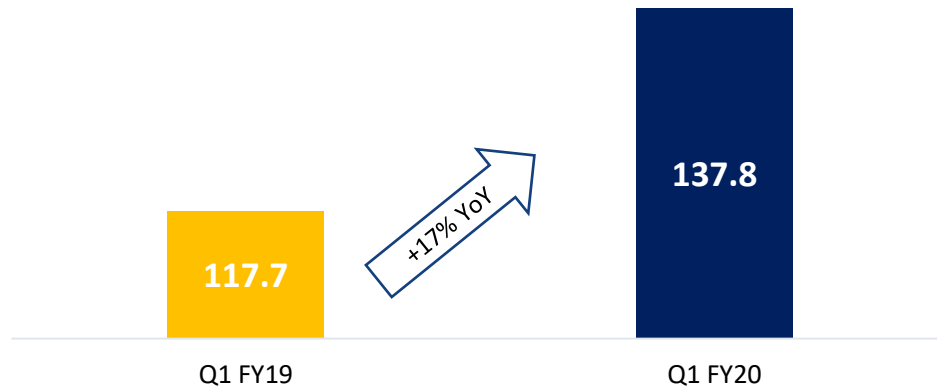


# Standalone Quarterly Profit & Loss Highlights

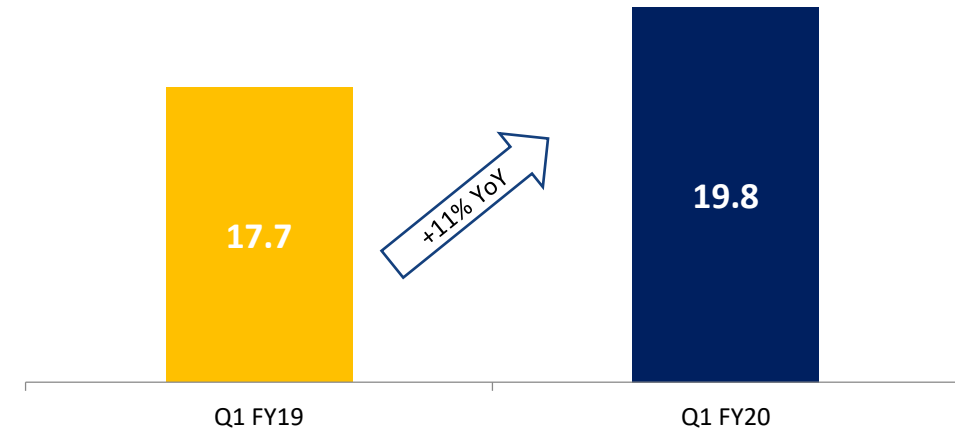
| (Rs. Crore)                         | Q1 FY20      | Q1 FY19      | Y-o-Y %    | Q4 FY19      | Q-o-Q %    |
|-------------------------------------|--------------|--------------|------------|--------------|------------|
| <b>Total Income from Operations</b> | <b>127.8</b> | <b>107.8</b> | <b>19%</b> | <b>116.6</b> | <b>10%</b> |
| Cost of Raw Material Consumed       | 65.6         | 49.6         |            | 57.3         |            |
| Changes in Inventory                | 1.2          | 1.6          |            | 0.8          |            |
| Total Raw Material Consumed         | 66.8         | 51.2         |            | 58.1         |            |
| Employee Cost                       | 11.2         | 10.3         |            | 11.2         |            |
| Other Cost                          | 31.3         | 30.2         |            | 31.1         |            |
| Total Expenditure                   | 109.4        | 91.8         |            | 100.5        |            |
| <b>EBIDTA</b>                       | <b>18.4</b>  | <b>16.0</b>  | <b>15%</b> | <b>16.1</b>  | <b>14%</b> |
| <b>EBIDTA Margin%</b>               | <b>14.4%</b> | <b>14.9%</b> |            | <b>13.8%</b> |            |
| Interest                            | 4.9          | 5.2          |            | 5.2          |            |
| Depreciation                        | 2.4          | 2.3          |            | 2.4          |            |
| Other Income                        | 0.5          | 1.1          |            | 0.5          |            |
| Exceptional Item                    | 0.0          | 0.0          |            | 0.0          |            |
| <b>Profit Before Tax</b>            | <b>11.6</b>  | <b>9.7</b>   |            | <b>9.1</b>   |            |
| Tax                                 | 3.6          | 3.2          |            | 3.3          |            |
| <b>PAT</b>                          | <b>8.0</b>   | <b>6.5</b>   | <b>23%</b> | <b>5.8</b>   | <b>38%</b> |
| <b>PAT Margin%</b>                  | <b>6.3%</b>  | <b>6.0%</b>  |            | <b>5.0%</b>  |            |
| <b>EPS (In Rs.)</b>                 | <b>2.27</b>  | <b>1.84</b>  |            | <b>1.64</b>  |            |

# Consolidated Quarterly Financial Highlights

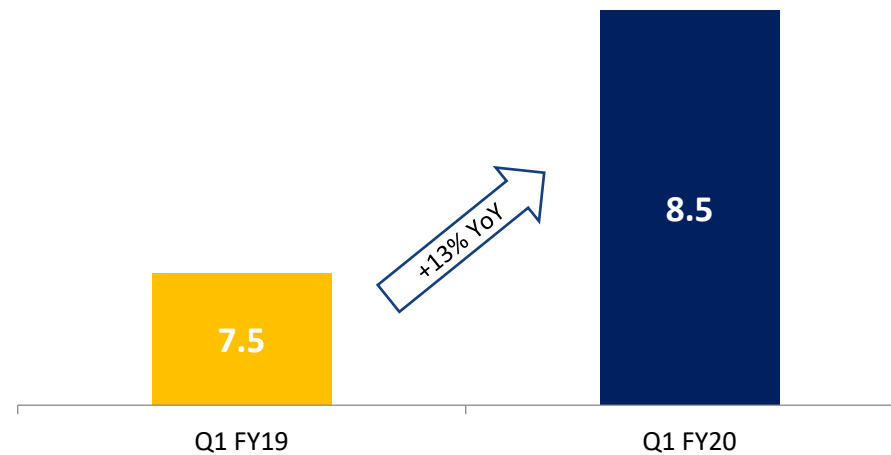
## REVENUE (Rs. cr)



## EBIDTA (Rs. Cr)



## PAT (Rs. Cr)





# Consolidated Quarterly Profit & Loss Highlights

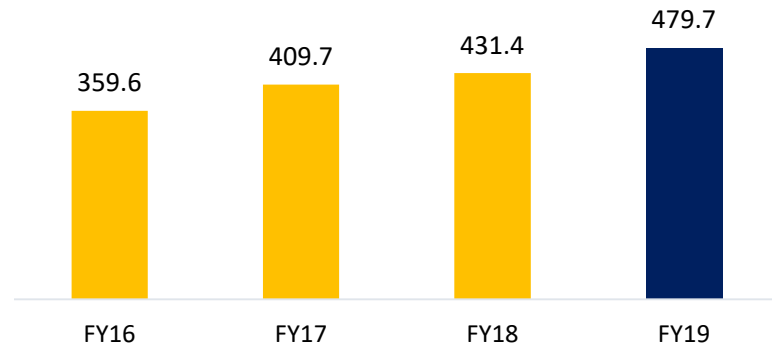
| (Rs. Crore)                         | Q1 FY20      | Q1 FY19      | Y-o-Y %    | Q4 FY19      | Q-o-Q %    |
|-------------------------------------|--------------|--------------|------------|--------------|------------|
| <b>Total Income from Operations</b> | <b>137.8</b> | <b>117.7</b> | <b>17%</b> | <b>130.2</b> | <b>6%</b>  |
| Cost of Raw Material Consumed       | 70.2         | 53.7         |            | 63.9         |            |
| Changes in Inventory                | 1.0          | 1.8          |            | 0.7          |            |
| Total Raw Material Consumed         | 71.3         | 55.5         |            | 64.6         |            |
| Employee Cost                       | 12.6         | 11.4         |            | 12.2         |            |
| Other Cost                          | 34.2         | 33.0         |            | 35.8         |            |
| Total Expenditure                   | 118.1        | 100.0        |            | 112.6        |            |
| <b>EBIDTA</b>                       | <b>19.8</b>  | <b>17.7</b>  | <b>11%</b> | <b>17.6</b>  | <b>12%</b> |
| <b>EBIDTA Margin%</b>               | <b>14.3%</b> | <b>15.1%</b> |            | <b>13.5%</b> |            |
| Interest                            | 5.2          | 5.4          |            | 5.5          |            |
| Depreciation                        | 2.8          | 2.6          |            | 2.7          |            |
| Other Income                        | 0.5          | 1.3          |            | 0.6          |            |
| Exceptional Item                    | 0.0          | 0.0          |            | 0.0          |            |
| <b>Profit Before Tax</b>            | <b>12.3</b>  | <b>11.1</b>  |            | <b>9.9</b>   |            |
| Tax                                 | 3.9          | 3.6          |            | 3.5          |            |
| <b>PAT</b>                          | <b>8.5</b>   | <b>7.5</b>   | <b>13%</b> | <b>6.4</b>   | <b>32%</b> |
| <b>PAT Margin%</b>                  | <b>6.1%</b>  | <b>6.4%</b>  |            | <b>4.9%</b>  |            |
| <b>EPS (In Rs.)</b>                 | <b>2.40</b>  | <b>2.12</b>  |            | <b>1.82</b>  |            |

- *Revenue predominantly driven by change in product mix and contribution of higher value product, despite a challenging industry scenario in the domestic market*
- *Growth across all product offerings, lead to increase in EBITDA*
- *EBITDA Margin decline on account of increase in raw material cost of specialty products, going ahead our focus remain to grow the EBITDA Margin*
- *Q1 FY20 - Total Exports Stood at ~17%*

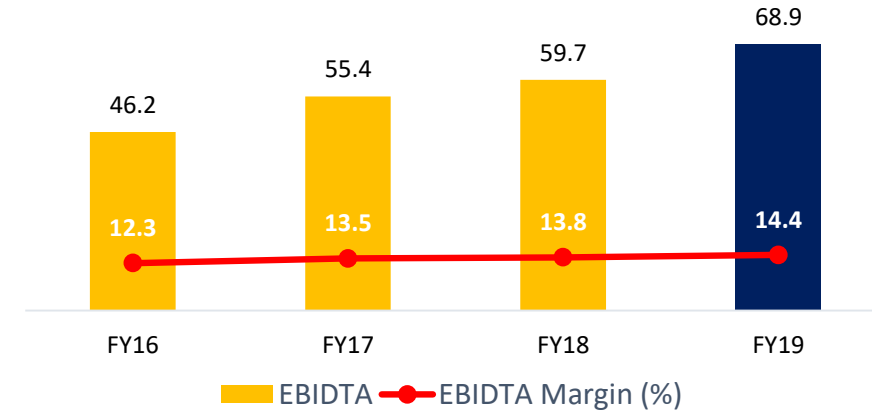


# Consolidated Annual Financial Highlights

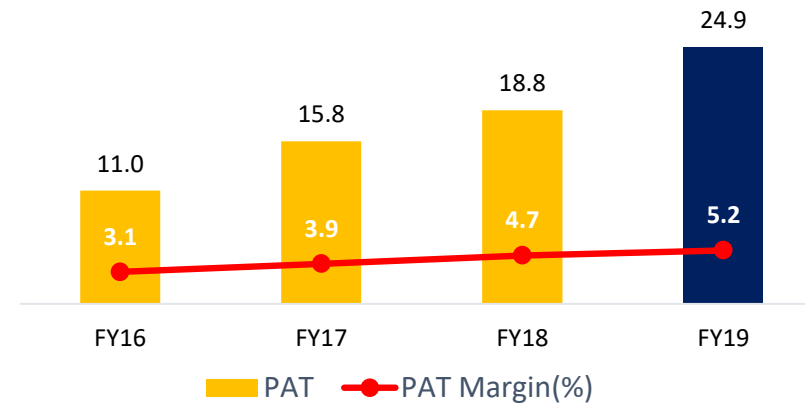
## REVENUE (Rs. cr)



## EBIDTA (Rs. cr) & EBITDA Margin (%)



## PAT (Rs. cr) & PAT Margin (%)



# Consolidated Annual Profit & Loss Highlights

| (Rs. Crore)                         | FY19         | FY18         | Y-o-Y %       | FY17         | FY16         |
|-------------------------------------|--------------|--------------|---------------|--------------|--------------|
| <b>Total Income from Operations</b> | <b>479.7</b> | <b>431.4</b> | <b>11%</b>    | <b>409.7</b> | <b>359.6</b> |
| Cost of Raw Material Consumed       | 230.0        | 196.7        |               | 178.2        | 171.5        |
| Purchase of traded goods            | 0.4          | 3.9          |               | 3.0          | 0.0          |
| Changes in Inventory                | (2.2)        | (1.4)        |               | 3.8          | (1.0)        |
| Total Raw Material Consumed         | 228.2        | 199.2        |               | 184.9        | 170.5        |
| Employee Cost                       | 46.8         | 40.5         |               | 35.9         | 32.7         |
| Other Cost                          | 135.8        | 132.0        |               | 133.4        | 110.2        |
| Total Expenditure                   | 410.8        | 371.7        |               | 354.3        | 313.4        |
| <b>EBIDTA</b>                       | <b>68.9</b>  | <b>59.7</b>  | <b>15%</b>    | <b>55.4</b>  | <b>46.2</b>  |
| <b>EBIDTA Margin%</b>               | <b>14.4%</b> | <b>13.8%</b> | <b>60 bps</b> | <b>13.5%</b> | <b>12.8%</b> |
| Interest                            | 21.9         | 22.4         |               | 23.9         | 25.2         |
| Depreciation                        | 10.5         | 10.3         |               | 10.2         | 10.2         |
| Other Income                        | 1.9          | 2.5          |               | 1.8          | 3.8          |
| Exceptional Item                    | 0.0          | 1.5          |               | 0.0          | 0.0          |
| <b>Profit Before Tax</b>            | <b>38.5</b>  | <b>28.0</b>  |               | <b>23.1</b>  | <b>14.5</b>  |
| Tax                                 | 13.5         | 9.1          |               | 7.2          | 3.4          |
| <b>PAT</b>                          | <b>24.9</b>  | <b>18.8</b>  | <b>22%</b>    | <b>15.8</b>  | <b>11.0</b>  |
| <b>PAT Margin%</b>                  | <b>5.2%</b>  | <b>4.7%</b>  | <b>50 bps</b> | <b>3.9%</b>  | <b>3.1%</b>  |
| <b>EPS (In Rs.)</b>                 | <b>7.06</b>  | <b>5.34</b>  |               | <b>4.37</b>  | <b>3.14</b>  |

# Consolidated Balance Sheet as on 31st March

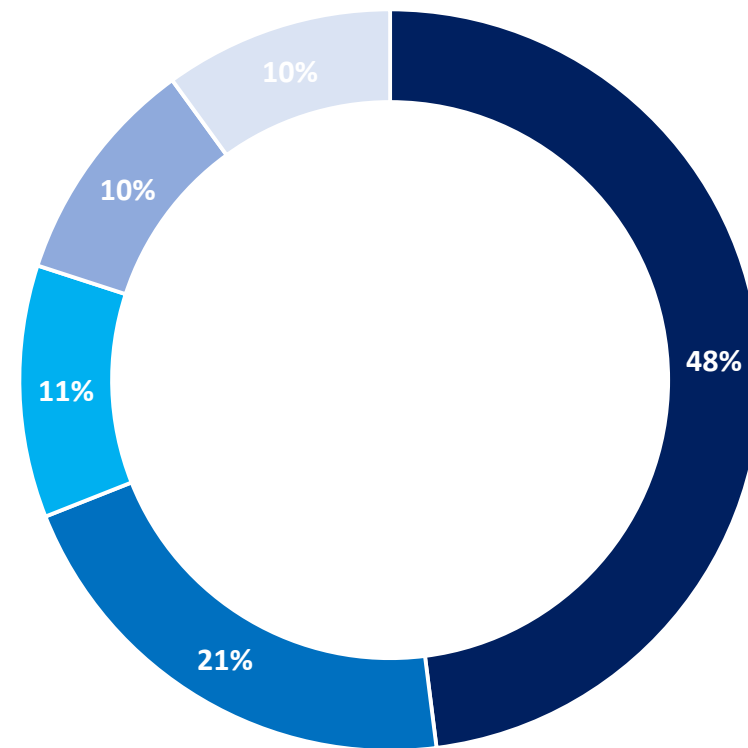
| (Rs. Crore)                        | FY19         | FY18         | FY17         | FY16         |
|------------------------------------|--------------|--------------|--------------|--------------|
| <b>Non-current Assets</b>          |              |              |              |              |
| Property, Plant & Equipment        | 194.4        | 184.1        | 175.7        | 177.0        |
| Capital Work in Progress           | 2.9          | 7.7          | 6.8          | 4.0          |
| Intangible Asset                   | 0.6          | 0.8          | 1.3          | 2.1          |
| Intangible Asset Under Development | 1.1          | 0.3          | 0.3          | 0.3          |
| Investments                        | 2.4          | 3.4          | 1.8          | 2.0          |
| Loans                              | 3.8          | 4.7          | 4.6          | 3.0          |
| Other Non Current Assets           | 11.0         | 9.0          | 14.2         | 8.6          |
| <b>Total Non-current Assets</b>    | <b>216.2</b> | <b>210.0</b> | <b>204.7</b> | <b>197.0</b> |
| <b>Current Assets</b>              |              |              |              |              |
| Inventories                        | 83.6         | 72.2         | 67.6         | 70.2         |
| Trade Receivables                  | 69.6         | 66.5         | 59.9         | 56.0         |
| Cash & Equivalents                 | 10.7         | 8.8          | 10.3         | 9.5          |
| Loans                              | 5.2          | 2.6          | 2.5          | 1.9          |
| Other Current Assets               | 16.3         | 15.4         | 17.9         | 25.9         |
| <b>Total Current Assets</b>        | <b>185.4</b> | <b>165.4</b> | <b>158.1</b> | <b>163.5</b> |
| <b>Total Assets</b>                | <b>401.6</b> | <b>375.5</b> | <b>362.8</b> | <b>360.5</b> |

| (Rs. Crore)                          | FY19         | FY18         | FY17         | FY16         |
|--------------------------------------|--------------|--------------|--------------|--------------|
| <b>Equity</b>                        |              |              |              |              |
| Equity Share Capital                 | 17.6         | 17.6         | 17.6         | 17.6         |
| Other Equity                         | 148.6        | 125.8        | 107.1        | 92.1         |
| <b>Total Equity</b>                  | <b>162.2</b> | <b>143.5</b> | <b>124.8</b> | <b>109.7</b> |
| Non-Controlling Interest             | 0.7          | 0.6          | 1.1          | 1.2          |
| <b>Liabilities</b>                   |              |              |              |              |
| <b>Non-current Liabilities</b>       |              |              |              |              |
| Borrowings                           | 45.8         | 58.3         | 64.2         | 71.4         |
| Deferred Tax Liabilities             | 28.8         | 24.0         | 20.9         | 18.6         |
| <b>Total Non-current Liabilities</b> | <b>74.5</b>  | <b>82.3</b>  | <b>85.1</b>  | <b>90.0</b>  |
| <b>Current Liabilities</b>           |              |              |              |              |
| Borrowings                           | 87.1         | 84.0         | 95.5         | 99.1         |
| Trade Payables                       | 66.6         | 61.5         | 53.3         | 55.0         |
| Other Current Liabilities            | 5.7          | 3.1          | 2.3          | 4.5          |
| Provisions                           | 0.8          | 0.6          | 0.7          | 0.9          |
| <b>Total Current-liabilities</b>     | <b>160.1</b> | <b>149.1</b> | <b>151.8</b> | <b>159.5</b> |
| <b>Total Equity And Liabilities</b>  | <b>401.6</b> | <b>375.5</b> | <b>362.8</b> | <b>360.5</b> |

# Product Wise Sales Breakup – FY19

| *Sr no. | Name and Description of main product | % to Revenue |
|---------|--------------------------------------|--------------|
| 1       | Calcium Carbonate                    | 48           |
| 2       | China Clay/ Kaolin                   | 21           |
| 3       | Talc                                 | 11           |
| 4       | Specialty Chemicals                  | 10           |
| 5       | Others                               | 10           |

*\*All of the above breakups Includes exports*

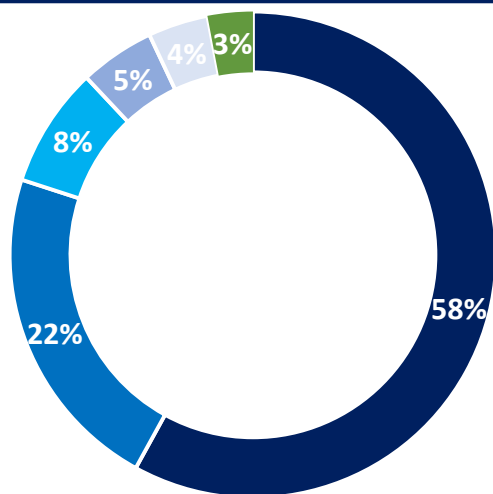


■ Calcium Carbonate ■ China Clay/ Kaolin ■ Talc ■ Specialty Chemicals ■ Others

# Industry-wise Sales Breakup – FY19

**Domestic – 83%**

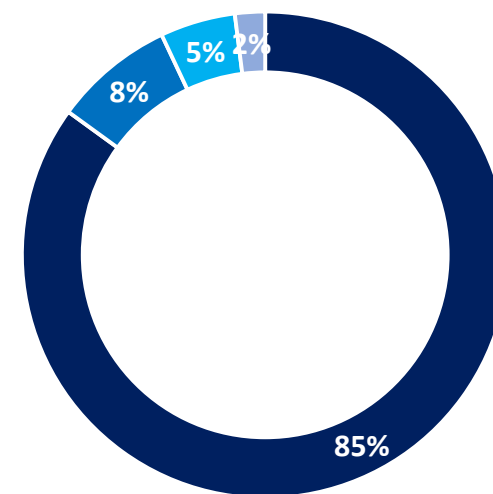
| *Sr no. | Industry | Contribution(%) |
|---------|----------|-----------------|
| 1       | Paint    | 58              |
| 2       | Plastic  | 22              |
| 3       | Allied   | 8               |
| 4       | Rubber   | 5               |
| 5       | Paper    | 4               |
| 6       | Others   | 3               |



■ Paint ■ Plastic ■ Allied ■ Rubber ■ Paper ■ Others

**Exports – 17%**

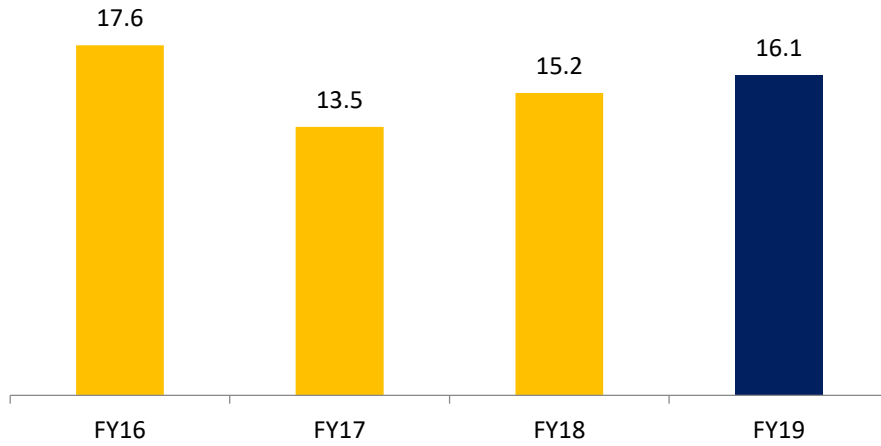
| *Sr no. | Industry | Contribution(%) |
|---------|----------|-----------------|
| 1       | Paint    | 85              |
| 2       | Allied   | 8               |
| 3       | Plastic  | 5               |
| 4       | Rubber   | 2               |



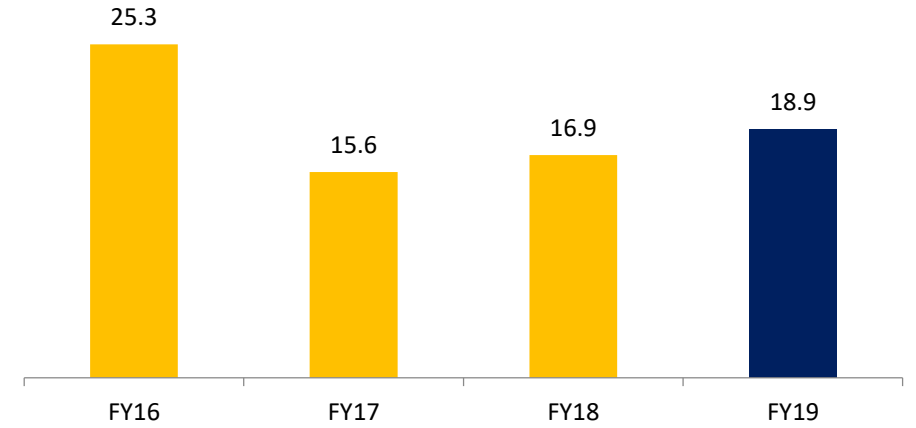
■ Paint ■ Allied ■ Plastic ■ Rubber

# Key Financial Ratios

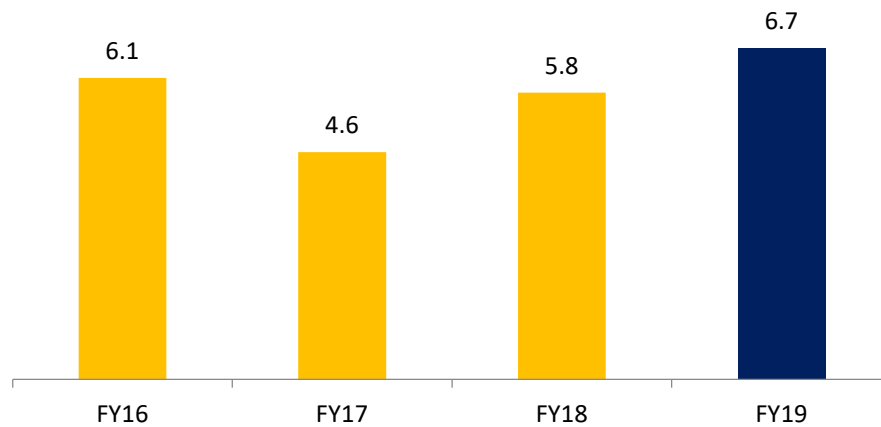
### RoE%



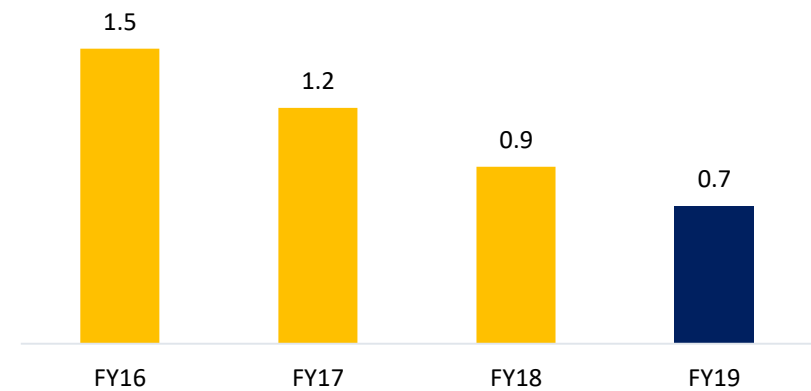
### RoCE%



### RoA%



### Net Debt To Equity (x)



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COMPANY  
OVERVIEW



# Company Overview

## Leading producer of Ultrafine Industrial Minerals & Speciality Chemicals

Diverse product mix with leading player of Ultrafine Industrial Minerals & Speciality Chemicals with over 30 years of experience

## Micronization

Brought the concept of micronization and tapped into various different Industrial Micronized and Sub-Micronized Minerals

## Certified Manufacturing Facilities

Multi locational 9 integrated manufacturing units located at 9 regions - Gujarat, Rajasthan, Tamil Nadu, Uttarakhand etc.



## Global Footprints with Varied Product Basket

Global footprint across ~48 nations. Domestically very few players with regulatory approvals to service developed markets with varied product basket

## Diversified Clientele

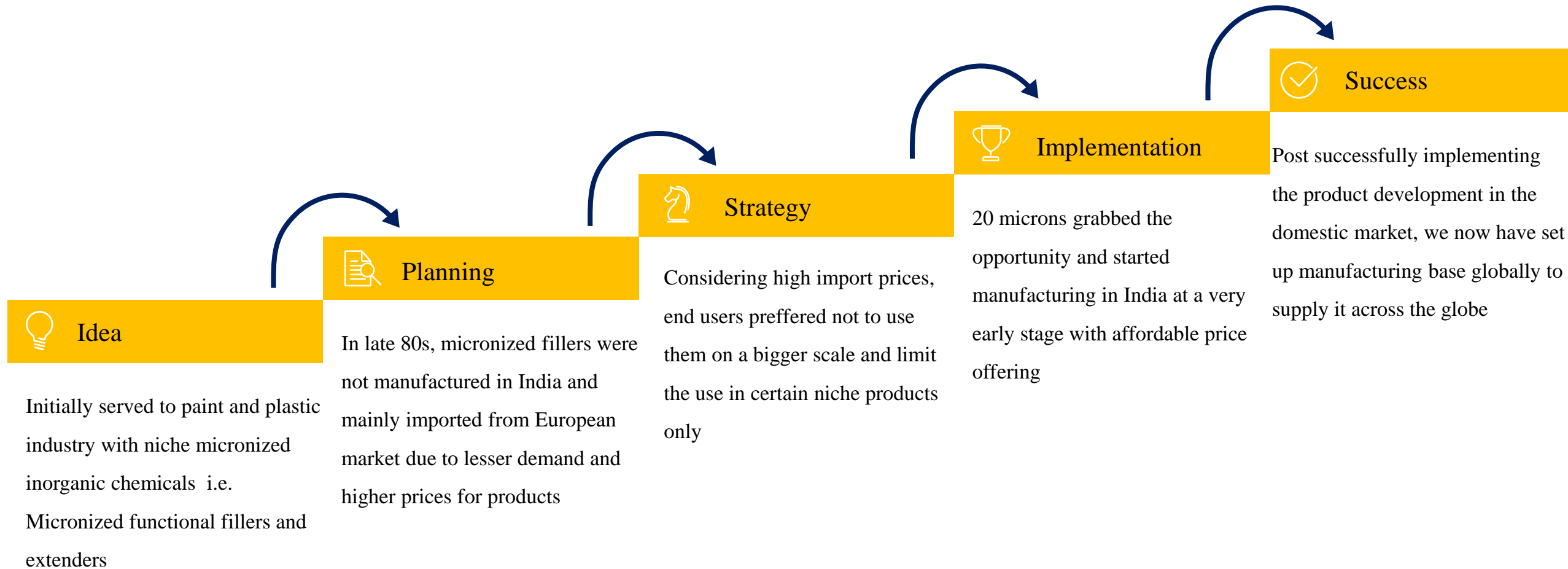
Over 200 domestic and global customers in every product. We are the preferred supplier in Indian market across various industry application such as paint, plastic, fertilizer and many more

## Strong In-House Research & Development

Committed to continuously innovate and offer variety of products catering to numerous applications and formulations enhancing product performances and delivering high value added functional solutions to various industries having central R&D centres

*Rich experience of over three decades in Industrial Minerals*

# Successful Transformation



III

BUSINESS  
OVERVIEW

# Product Group



# Product Transformed Into



## Functional Fillers & Extenders

*Fillers are primarily common inorganic mineral powders, added to improve processing, rigidity, dimensional stability and costs*



## Specialty Chemicals & Functional Additives

*It is used in small quantities to impart additional characteristics and qualities*



## Retail

*Hydrophobic admixture creates permanent waterproof concrete for Plaster, Slab and other masonry work applications. It increases the durability of concrete and lower its water permeability*



# Touching Everyday Life

1

➤ Turning Minerals



2

➤ Into specialty solutions



3

➤ That delivers high performance applications & functions



4

➤ For our industrial customers products and processes





# Industry-wise Product Application

Paints & Coatings

Ceramics

Construction & Construction Chemicals

Paper & Printing Ink

Agrochemicals

Textiles & Leather

Plastics & Polymer

Rubber





# Product-wise Global Presence

| *Product     | Talc | Calcite | Quartz | Calcined Clay | Dolomite | Attapulgit | Specialty Chemical | China Clay | Baryte | Wax | Feldspar | Mica | Red Oxide |
|--------------|------|---------|--------|---------------|----------|------------|--------------------|------------|--------|-----|----------|------|-----------|
| China        | ■    |         |        | ■             |          |            |                    | ■          |        |     | ■        | ■    |           |
| Bangladesh   | ■    | ■       | ■      | ■             | ■        | ■          | ■                  | ■          | ■      | ■   |          |      |           |
| Malaysia     | ■    | ■       |        |               | ■        | ■          | ■                  |            | ■      |     |          |      |           |
| UAE          | ■    | ■       |        | ■             |          |            | ■                  | ■          | ■      |     |          |      | ■         |
| Indonesia    | ■    |         | ■      | ■             |          | ■          | ■                  |            |        | ■   |          | ■    |           |
| Germany      | ■    |         |        | ■             |          |            | ■                  | ■          |        |     | ■        |      |           |
| Thailand     | ■    |         |        |               | ■        |            |                    | ■          |        |     |          | ■    |           |
| Saudi Arabia | ■    |         |        | ■             |          |            | ■                  | ■          | ■      | ■   |          | ■    |           |
| Oman         | ■    |         |        | ■             | ■        |            |                    |            |        |     |          | ■    |           |
| Sri Lanka    | ■    | ■       |        | ■             |          |            | ■                  |            |        | ■   |          |      | ■         |

\*Above are the key markets consuming our products

*Exports contributes to ~17% of the Revenue with exports to ~48 countries worldwide*

# State of the Art Manufacturing Facilities



*Alwar, Rajasthan*



*Hosur, Tamil Nadu*



*Alwar, Rajasthan*



*Bhuj, Gujarat*



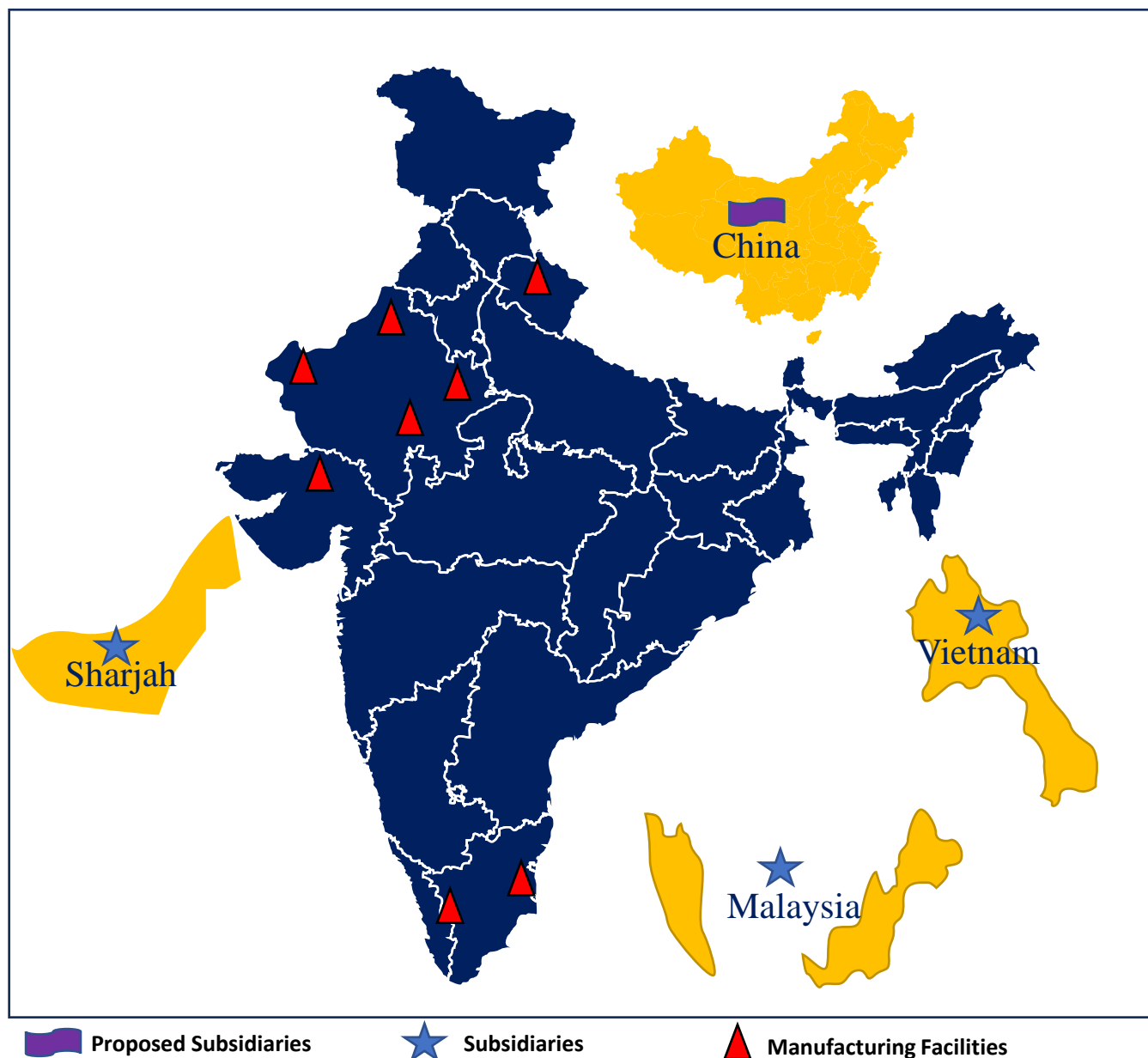
*Waghodia, Gujarat*



*Vadadala, Gujarat*

# Mining Capacity & Location

| Sr. No. | Details of Mines  | Approx. Reserves (In Lakhs Tons) | Approx. Value of Reserves (In Lakhs) |
|---------|---|----------------------------------|--------------------------------------|
| 1.      | China Clay – Mines, Bhuj, Dist. Kutchh, Gujarat. Area–11.89 Hector                                  | 17.756                           | 2574.62                              |
| 2.      | Dolomite Mine, Taluka – Chhota Udaipur, Dist. Vadodara, Gujarat, Area – 6.25 Hector                 | 13.890                           | 4860.75                              |
| 3.      | Calcite Mine, Dist. Sirohi, Rajasthan, Area – 49.25 Hector  | 8.340                            | 5002.52                              |
| 4.      | Limestone Mines, Dist. Tirunelveli, Tamil Nadu, Area – 4.43 Hector                                  | 10.300                           | 4635.00                              |
| 5.      | Dolomite Mine, Anantapur, Andhra Pradesh Ares – 4.767 Hector  | 22.942                           | 4591.47                              |
|         | <b>TOTAL</b>  | <b>73.228</b>                    | <b>21664.36</b>                      |
| 1.      | Dolomite Mines, Anantapur, Andhra Pradesh, Area - 4.289 Hector                                      | 16.692                           | 3340.63                              |
| 2.      | Nadappa China Clay Mine, Nr. Village Nadappa, Taluka Bhuj, Dist. Kutch, Gujarat. Area – 7.30 Hector | 10.227                           | 1482.91                              |
|         | <b>TOTAL</b>  | <b>26.919</b>                    | <b>4823.54</b>                       |



■ Proposed Subsidiaries     
 ★ Subsidiaries     
 ▲ Manufacturing Facilities

# Group Structure - Subsidiaries



**20 Microns  
FZE**

**100% holding Subsidiary**  
Total Turnover - Rs. 5.51 Cr.



**20 Microns  
SDN BHD**

**99.99% holding Subsidiary**  
Total Turnover Rs. 6.19 Cr.



**20 Microns  
Vietnam**

**100% Capital Contribution - LLC**  
Total Turnover - Rs. 4.18 Cr.



**20 Microns  
Nano**

**97.21% holding Subsidiary**  
Total Turnover – Rs. 41.50 Cr.



**20 MCC  
Pvt. Ltd.**

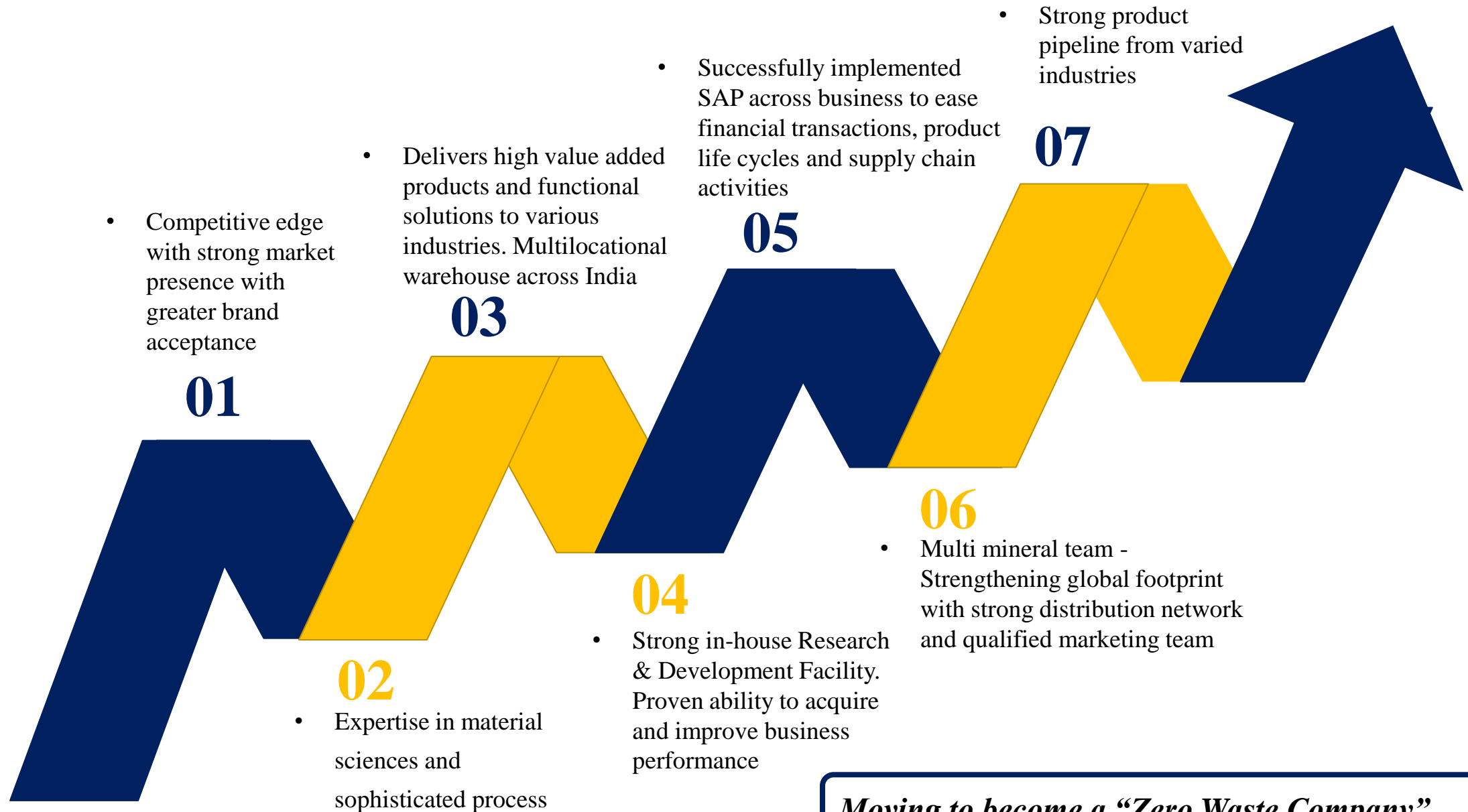
**88.73% holding Subsidiary**  
Total Turnover – Rs. 0.89 Cr.



**Silicate  
Minerals (I) Pvt.  
Ltd.**

**100% holding Subsidiary**

# Key Strengths



*Moving to become a “Zero Waste Company”*

# Strong In-House R&D Facility

- Established R&D facility with an aim to achieve Company's objective to become globally competitive by product innovation, upgradation of technology and continuous improvement in quality of finished goods. Brings efficiency to cater to client's complex needs

- We have industry wise facilities to cater to product improvements and innovation as required by our customers



- Tied up with several external agencies such as Central Glass & Ceramic Research Institute, Kolkata, Vallabh Vidyanagar (Gujarat); IIT, Mumbai, Smart Instruments Company Pvt. Ltd., Mumbai and various other institutions. Enabling Company to improve, innovate skills and processes, and also to keep abreast with latest technologies in industry

- Highly experienced & innovative R & D team of ~18 scientists and latest equipment to simplify complex processes, to go to the extreme levels of microns, to grow, innovate and improve business margins and to evolve as leaders in mineral processing

- **Continuous R&D and innovation enables to expand product portfolio in the domestic and international markets**
- **Our R&D expertise has instilled confidence in our clients in joint R&D project execution**







# Key Regulatory Approvals

**ISO 9001 : 2015**

**EURO CERT**  
Certification of Registration  
QUALITY MANAGEMENT SYSTEM

**20 MICRONS LIMITED**  
REGISTERED OFFICE:  
PLOT NO 347, GDC, WAGHODA, DIST: SARIGUDA, GUJARAT, INDIA

Herewith granted the Certificate Number **EC0582/2018-1118**

Subsequent to the assessment conducted with the organization found operating a Quality Management System which complies with the requirements of ISO 9001: 2015

**Scope of Certification:**  
Sourcing, Import, Mfg, Storage & Distribution of Natural Mineral Products i.e. Coated & Un-Coated Bentonite, Quartz, Coated & Un-Coated Calcium Carbonate, China Clay (Kaolin) - Hydrous & Calcined, Diatomaceous Earth, Dolomite, Hydrated Talc, Oxides, Barytes, Mica, Attapulgite, Additives, Binders & Specialty Chemicals & Resins

Subsidiary 1: On or Before 02 MAR 2019  
Subsidiary 2: On or Before 02 MAR 2019

Originally Registered: 02 MAR 2018 | Label Issue: 02 MAR 2018 | Expiry Date: 01 MAR 2021

For, EURO CERT

Chief Executive Officer

**EURO CERT** **dacb**

**BUREAU VERITAS**  
Certification

**20 MICRONS LIMITED**  
PLOT NO 107, VILLAGE WARGARA, TAL. BHALI DIST. KACHH - 370 002, GUJARAT, INDIA

Bureau Veritas Certification Holding SAS - UK Branch certifies that the Management System of the above organization has been audited and found to be in accordance with the requirements of the Management System standards detailed below:

Standards  
**ISO 14001:2015 & BS OHSAS 18001:2007**

Scope of certification  
**MANUFACTURE AND SUPPLY NATURAL MINERAL PRODUCTS HYDROUS & CALCINED CHINA CLAY (KAOLIN)**

Original cycle start date: 17 August 2018  
Expiry date of previous cycle: NA  
Certification Audit date: 28 June 2018  
Certification cycle start date: 17 August 2018  
Subject to the continued satisfactory operation of the organization's Management System, this certificate expires on: 18 August 2021  
For OHSAS: 11 March 2021  
Certificate No: IND18.8802JENB Version: 1 Revision date: 17 August 2018

Agreed on behalf of BUREAU VERITAS - UK Branch  
Ramesh KIRKORIAN  
Director, CERTIFICATION South Asia Region

2018

Further information regarding the scope of this certificate and the opportunities of the Management System Improvement may be obtained by contacting the representative. Further the certificate validity extends up to 02 MAR 2021.

**BUREAU VERITAS**  
Certification

**20 MICRONS LIMITED**  
HEAD OFFICE: PLOT NO 347, GDC, WAGHODA, DIST: WAGHODARA - 381 701, GUJARAT, INDIA

Bureau Veritas Certification Holding SAS - UK Branch certifies that the Management System of the above organization has been audited and found to be in accordance with the requirements of the Management System standard detailed below:

Standard  
**ISO 9001:2015**

Scope of certification  
**MANUFACTURE, MARKETING, TRADING & SUPPLY OF NATURAL MINERAL PRODUCTS IN UN-COATED & COATED CONDITION SUCH AS CALCIUM CARBONATE, DOLOMITE, TALC, SILICA, GIBBSITE, BARYTES, MICA, CHALK, LIMESTONE, MARBLE, DIATOMACEOUS EARTH, HYDROUS & CALCINED CHINA CLAY (KAOLIN) AND RELATED PROCUREMENT**

Original cycle start date: 30 June 2004  
Expiry date of previous cycle: 29 June 2018  
Recertification Audit date: 17 June 2018  
Recertification cycle start date: 30 June 2018  
Subject to the continued satisfactory operation of the organization's Management System, this certificate expires on: 29 June 2021  
Certificate No: IND18.7540GU Version: 2 Revision date: 28 September 2018

Agreed on behalf of BUREAU VERITAS - UK Branch  
Ramesh KIRKORIAN  
Director, CERTIFICATION South Asia Region

2018

Further information regarding the scope of this certificate and the opportunities of the Management System Improvement may be obtained by contacting the representative. Further the certificate validity extends up to 29 JUN 2021.

**EURO CERT**  
Certification of Registration  
QUALITY MANAGEMENT SYSTEM

**20 MICRONS NANO MINERALS LIMITED**  
REGISTERED OFFICE & UNIT 1:  
PLOT NO 347, GDC, WAGHODA, DIST: SARIGUDA, GUJARAT, INDIA

Herewith granted the Certificate Number **EC0579/2018-1018**

Subsequent to the assessment conducted with the organization found operating a Quality Management System which complies with the requirements of ISO 9001: 2015

**Scope of Certification:**  
Manufacture & Supply of Natural Mineral Products and Additive Products i.e. Coated Bentonite, Attapulgite, China Clay and Additives

Subsidiary 1: On or Before 09 OCT 2018  
Subsidiary 2: On or Before 09 OCT 2018

Originally Registered: 09 OCT 2018 | Label Issue: 09 OCT 2018 | Expiry Date: 29 OCT 2021

For, EURO CERT

Chief Executive Officer

**EURO CERT** **dacb**

**Approved Research & Development centre by DSIR, Government of India**

# Key Clientele





G R O W T H  
L E V E R S



- 1. Focus on Product Innovation**
  - Continued focus on product innovation enables to remain the trend setter for ultra fine minerals ranging from 20 microns to 0.5 microns. Company now aims to reach milestone of 0.2 microns, which will further improve our margins.
- 2. Retail Push - Waterproofing agent and the Fertilizer brand**
  - Plans to foray into three more unique waterproofing products such as Nanotite, Liquid Cracksil & Instantsil providing further mileage in the B2C segment
- 3. Diversified Industry Application of Specialty Products**
  - Constantly endeavour to expand untapped industries to further broaden our client base.
- 4. Transforming Business Mix**
  - Intend to transform business mix by focusing more on retail channels by product branding, to generate higher margin business like functional additives
- 5. Enhancing Exports by entering into new markets**
  - Target acquisitions to broaden product portfolio of products/minerals to provide access to new markets through Joint ventures with different mining company globally





**For further details, please feel free to contact:**

**20 MICRONS<sup>®</sup>**  
L I M I T E D

**20 Microns Limited**

CIN: L99999GJ1987PLC009768

Contact: Mr. Atil Parikh

[Email Id: atil@20microns.com](mailto:atil@20microns.com)



**KDA Strategic Advisors LLP**

LLPIN: AAG-8440

Contact: Mr. Dhiren Shethia/ Mr. Arpit Gandhi

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