

20 MICRONS[®] L I M I T E D

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

12th April, 2018

TO :

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


Investor Presentation

With reference to the captioned subject, please find attached Investor Presentation.

This is for your information and record.

Thanking you,

Yours faithfully
For 20 Microns Limited

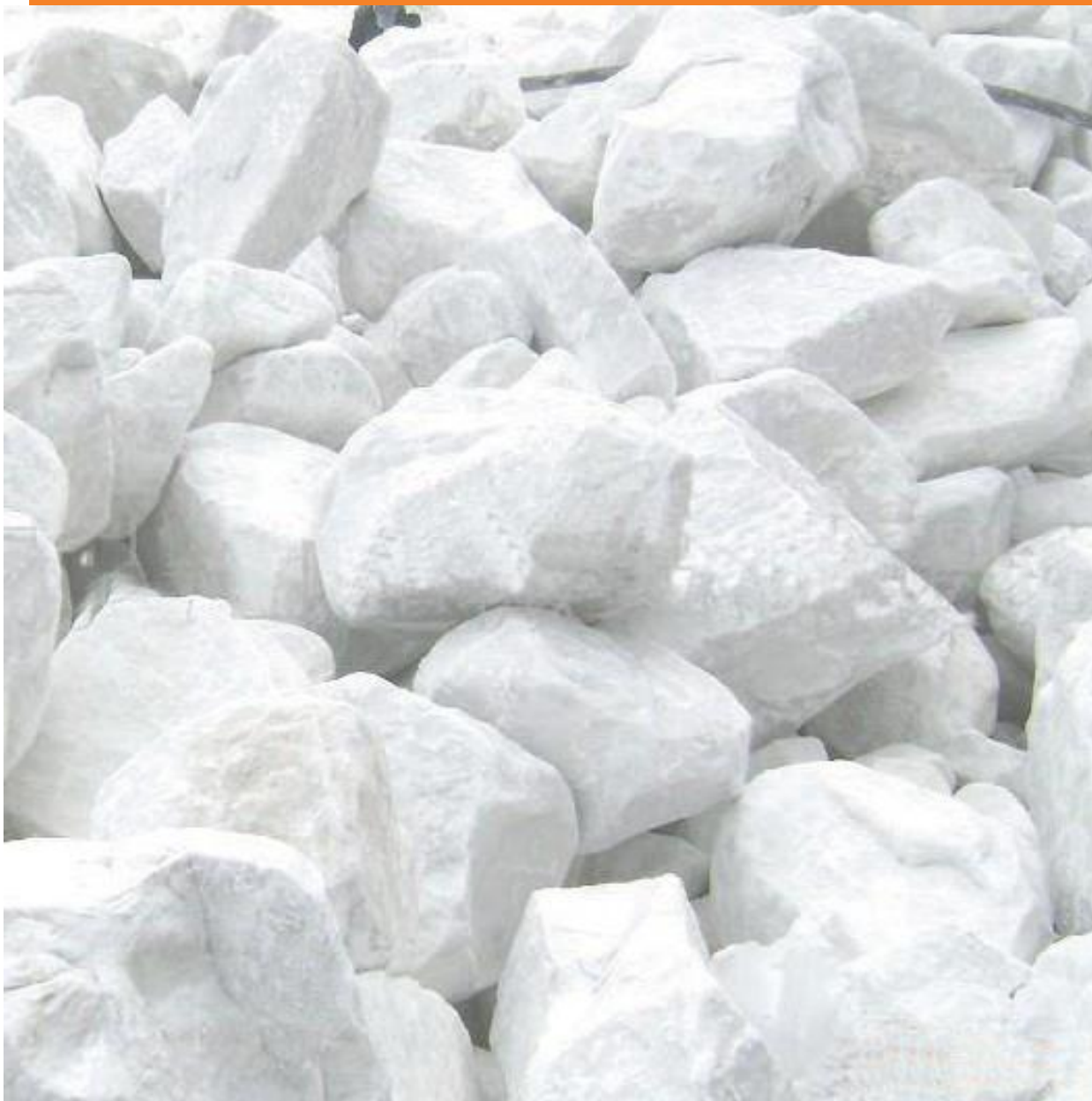

[Anuja K. Muley]
Company Secretary

An ISO 9001 : 2008 Certified Company

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

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CIN : L99999GJ1987PLC009768



“

BUILDING MINERAL
SOLUTIONS TODAY FOR
A SUSTAINABLE
TOMORROW

”

INVESTOR PRESENTATION APRIL 2018

20 MICRONS[®]
L I M I T E D



**FOCUS ON IMPORT
SUBSTITUTION PRODUCTS
IN LINE WITH INDIAN PM'S VISION OF
"MAKE IN INDIA" PROGRAMMES**



Chairman's Message


“In 2018, the Group earmarked substantial improvement in results and cash flow generation witnessed buoyancy compared to same period previous fiscal. . The coming years should be witnessing similar growth trend in net income from current operations. The group will benefit from the quality of its business model, its operational discipline, the contribution of recent acquisitions and substantial capital expenditure on production capacities, as well as from innovation, excellence programs and internal efficiency.”

20 Microns has both internal and external growth drivers to underpin its future development. Within the Group, the focus is on innovation, geographical expansion and investment in growth markets. it is backed by high-quality mineral assets with long-term availability, substantial R&D investment and resources, leadership positions in our respective markets, innovative solutions with key properties that have a very high value-added, a diversified geographical and sector footprint, and a responsive and decentralised organization that ensures the closest possible fit with customer needs and expectations.


R&D has a crucial role to play in the coming years. The resources devoted to the development of new products have progressively increased in recent years.....




Executive Snapshot



Revenue FY17
INR 3,969
Mn.



Operating
Income FY17
INR 573
Mn.



Surging
EBITDA
Margins
15%



575
Head Count



13
Manufacturing
& Distribution
Operating Sites



Exports to
47+
Countries



1 R&D
Centres



Market
Capitalization
INR 1,500
Mn



9 Captive
Mines
Locations



9 Manufacturing
Facilities



10
Warehouses
& Depots
pan India



5
Subsidiaries

Executive Summary

Spearheaded by
Mr.
Chandresh
Parikh

Leading producer
of ultrafine
industrial
minerals,
speciality
chemicals, and
functional
additives

Delivers high value-
added, functional
solutions to varied
sectors

Dedicated R & D
And Application
Testing Centers

Contributes
essential
properties to
customer
products and
performance

18%

Business comes
From exports

Exports to 47+

Countries and further
expanding global
footprint

Expertise in
material sciences
and sophisticated
processes
combined with
close proximity to
customers

Innovation is the
driving force
behind the group's
growth

PARTICULARS

	FY14	FY15	FY16	FY17
EBITDA Margin (%)	10.32%	9.59%	13.89%	14.50%
PAT Margin (%)	-0.70%	-0.70%	3.06%	3.90%
ROE	-3.0%	-4.0%	13%	15%
ROCE	-1%	5%	5%	7%
D:E Ratio	2.00	2.17	1.70	1.35
EPS INR	-0.71	-0.74	3.11	4.37
Operating Cash Flow (INR Mn)	367	303	184	545
Debt Service Coverage Ratio (X)	0.97	0.89	1.58	2.00

Management

Mr. Chandresh
S. Parikh

Mr. Chandresh S. Parikh, Executive Chairman holds a Degree in Master of Science (Chemistry). He has played a very important role in the turnaround of the Company and has over 35 years of versatile experience in the domestic and international geography's, spanning across varied departments like product development & commercialization of products developed through R & D etc.

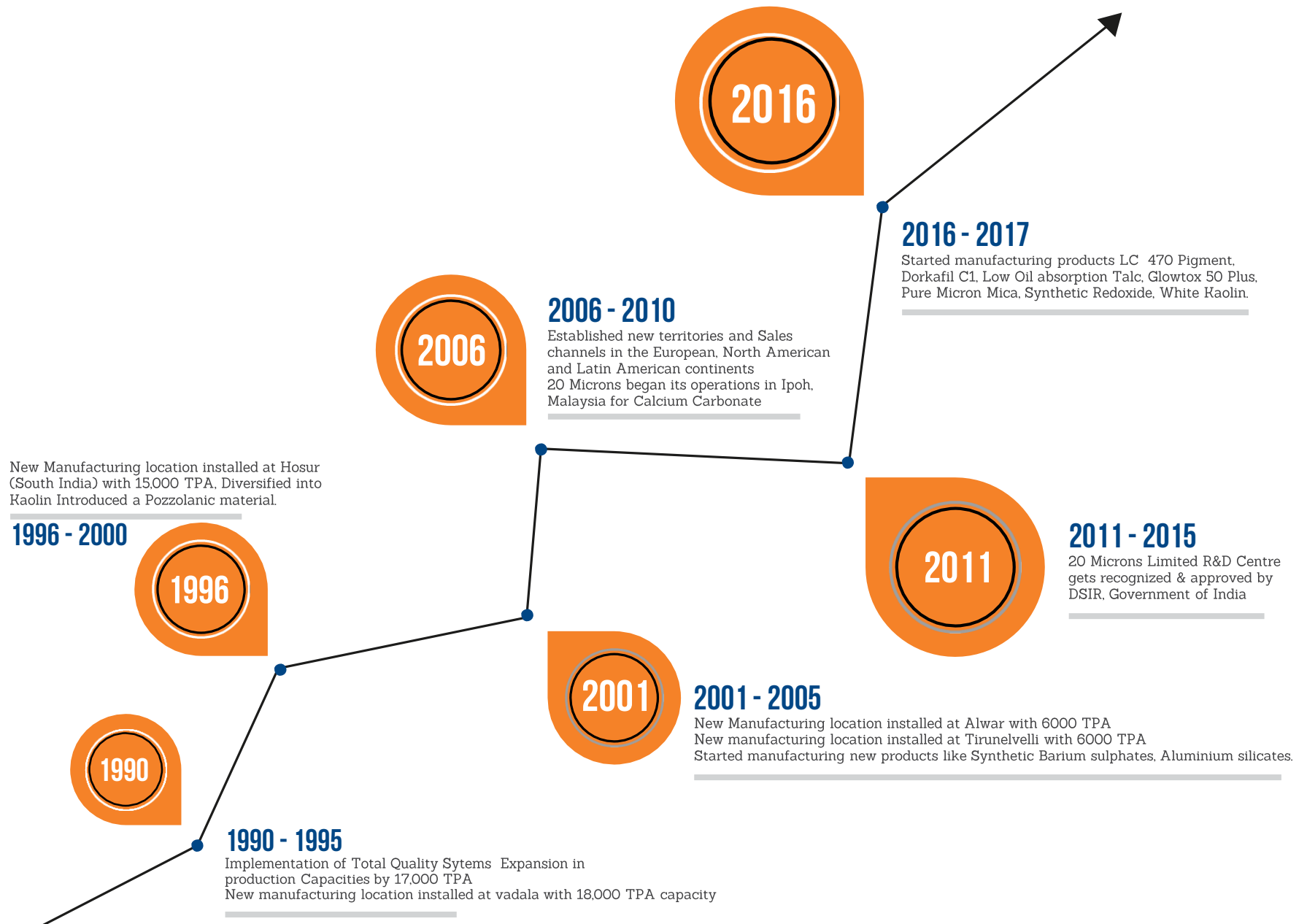
Mr. Rajesh
C. Parikh

Mr. Rajesh C Parikh , CEO & Managing Director is a Mechanical Engineer and joined the company at an early age of 27, overlooking the product development and marketing strategies of the new products being launched. He brings on board a deep insight which helps the group execute businesses successfully under his guidance.

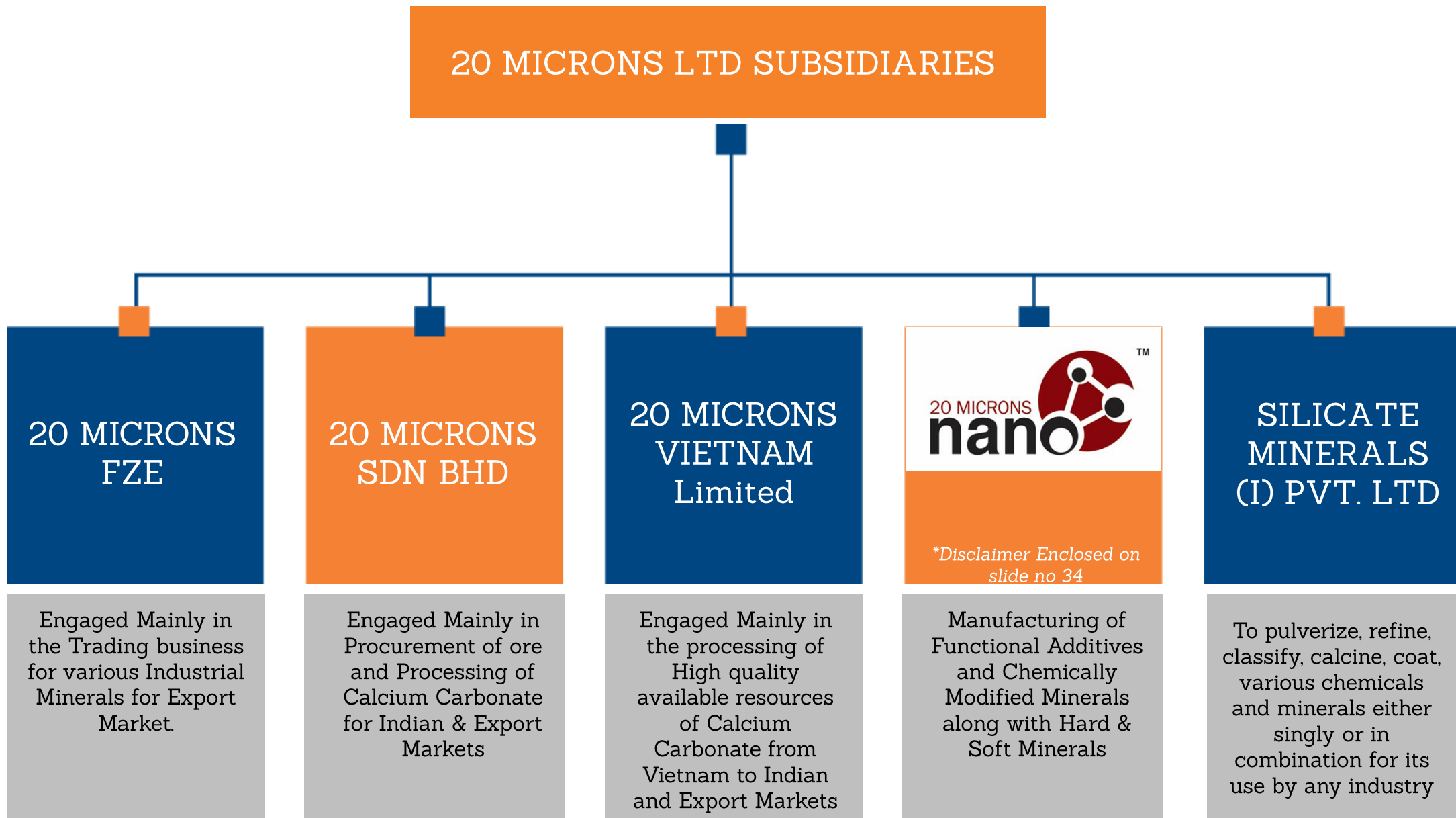
Mr. Atil
C. Parikh

Mr. Atil C. Parikh, Managing Director, holds a bachelors degree in Chemical Engineering from Gujarat University and an MBA with a specialisation in finance from a reputed business school in California, USA. Since his association with the company he has been largely contributing in developing commercial strategies and revamping the organization structure bringing in higher efficiencies

Key Milestone



Group Structure



COMPANY
OVERVIEW



A wholly owned subsidiary positioning itself with a diversified portfolio mix of Soft Industrial Minerals and Specialty Chemicals.

A research and technology based company leading the industry revolution by working towards Nano sizing chemistry taking the leap from sub-micron technology being used by its parent company

BUSINESS
MIX



Soft Minerals - Over a decade of expertise with a range of soft industrial minerals like Bentonite Siliceous Earth, Attapulgate, Hydrous Kaolins and other minor minerals.

Specialty Chemicals - Expanding range of diverse specialty chemicals under the backbone of strong R&D including waxes, thickeners, matting agents and a wider range of other specialties.

SECTORS



- Filter Aid
- Phosphoric Acid Purification
- Agrochemicals
- Ceramirc
- Rubber
- Electricals
- Printing Inks
- Paints & Coatings
- Plastics & Polymers
- Piling & Construction
- Grease
- Poultry & Animal Feed
- Foundry
- Oil Well Drilling

FINANCIALS
2016 - 17



- Total Income
INR 331 Mn
- EBITDA
INR 48 Mn
- EBITDA Margins
14.43 %
- Net Profit
INR 17 Mn
- PAT Margins
5%

Locations



-  Head Quarter
-  Corporate Office
-  Manufacturing Units
-  Office / Warehouse
-  Sourcing Point

Infrastructure Capacity

Location	Product	Installed Capacity (MT)
Alwar	Calcium Carbonate	62,000
Rupangarh	Calcium Carbonate	3,500
Hosur	Calcium Carbonate	26,000
Udaipur	Calcium Carbonate	9,900
Vadadala	Calcium Carbonate	10,800
Bhuj	Calcined Clay	33,500
Nandesari	Calcined Clay	8,600
Udaipur	Talc	3,000
Haldwani	Talc	7,300
Waghodia	Talc	3,600
Vadadala	Soft Minerals	12,000





Mining Resources

Particulars Reserves in Mn Tonnes



Leased
Mining Reserves
5.13
Mn Tonnes

Infrastructure



Alwar Plant



Machinery



Quality Control



Research & Technical Center



White Mineral Mine



Laboratory

Business Strengths



Business Model



Business Strategy

Innovation, Investment will contribute to widening the product portfolio and geographical foot prints; providing access to new markets

20 Microns engages it's research efforts on sectors with highest growth potential & will further capitalize on higher scales of economies.

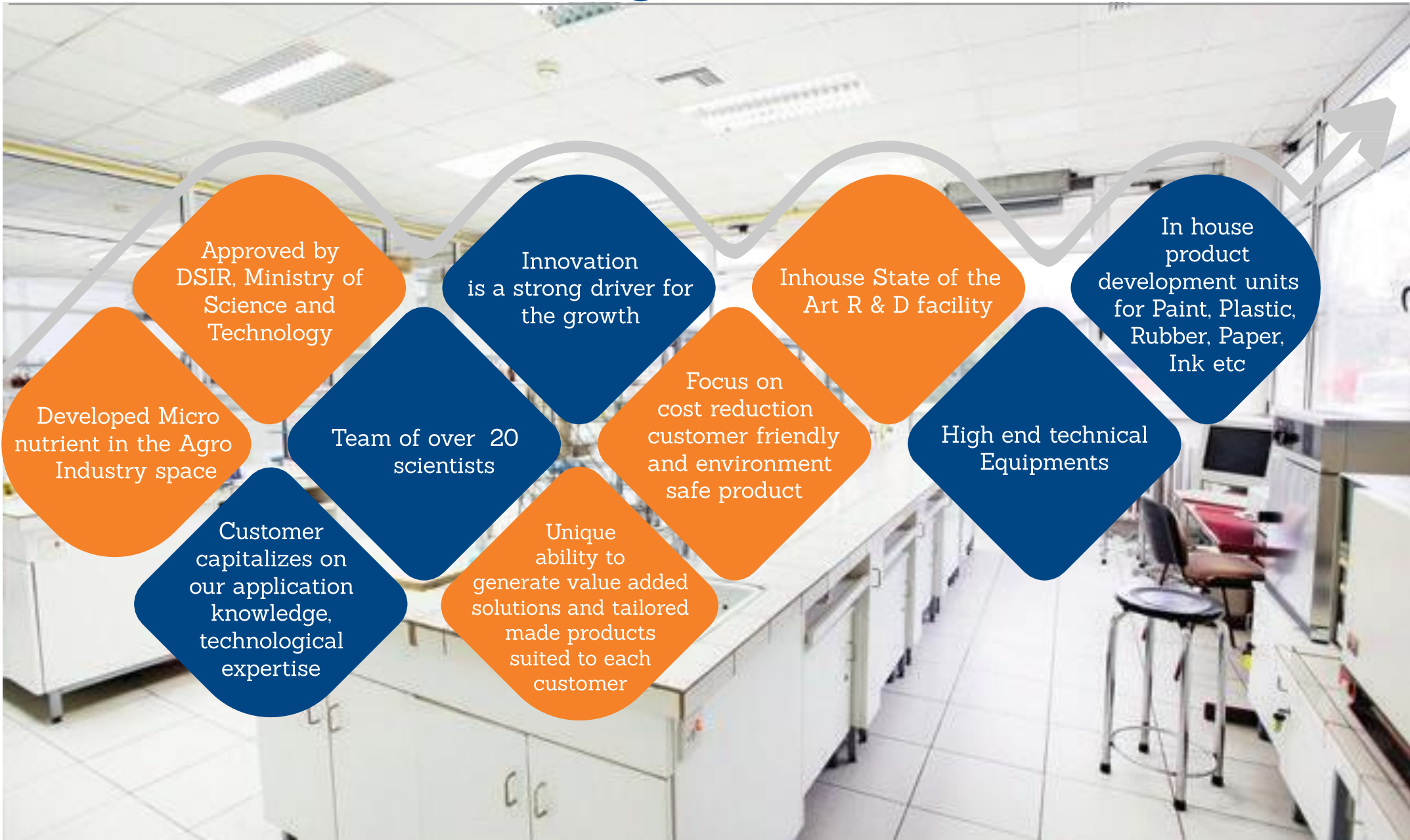
20 Microns will strive for operational excellence, an increasing command of materials science and constantly-evolve innovative offer of high value added functional solutions

Strong product pipe line for Paint, Plastics, Paper, Rubber, Ink, Construction sectors etc.

20 Microns Ltd always focusses on bolt-on joint ventures globally which will bring synergy in producing highest quality products.

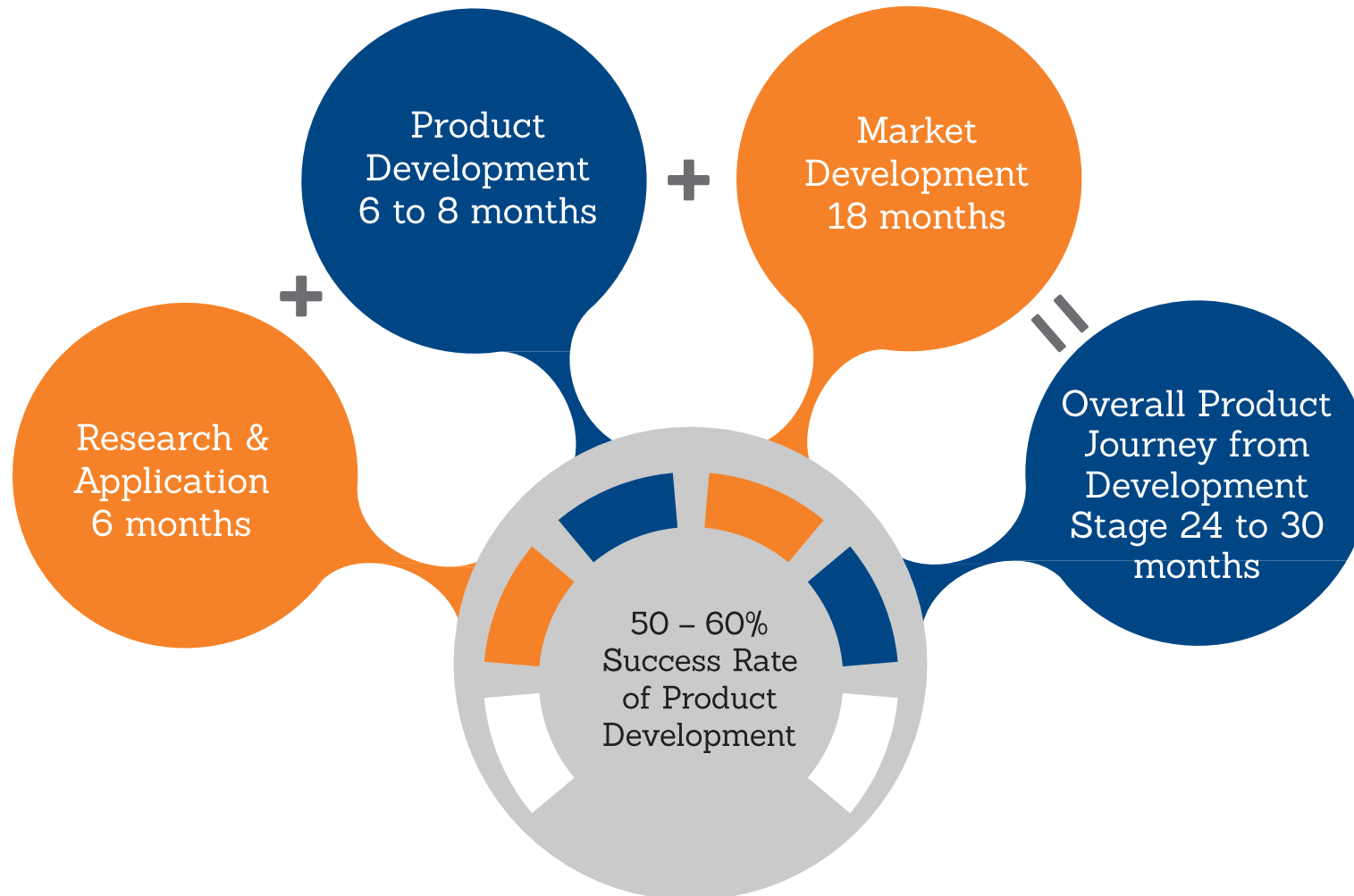
20 Microns Ltd shall also capitalise on Manufacturing Of API's for Pharma Space.

Innovation & Strong In-House R & D





New Product Evolution Methodology Along with Timeline

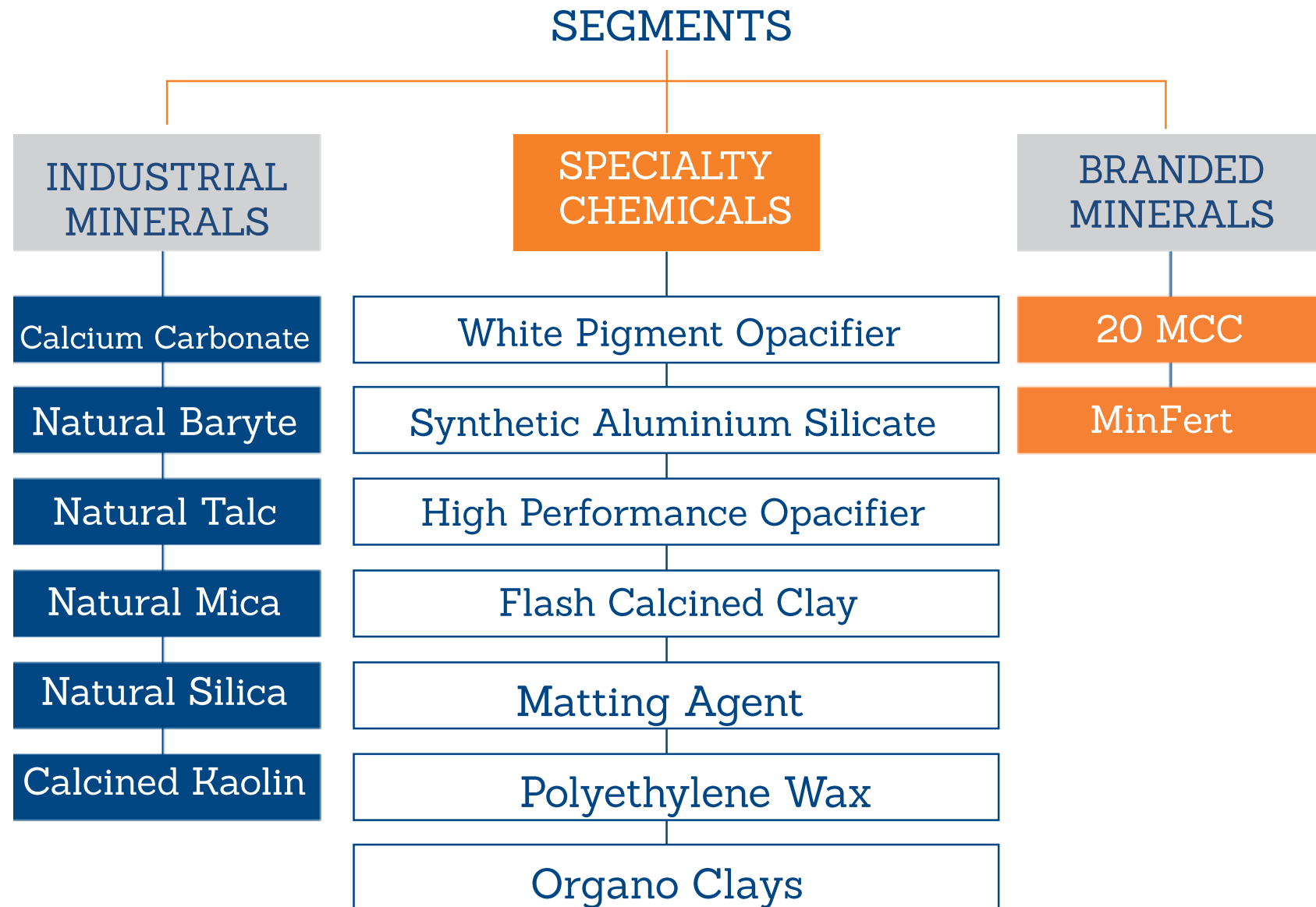


Products

India's largest producer of micronized minerals

Advanced niche product range made through new superior technology

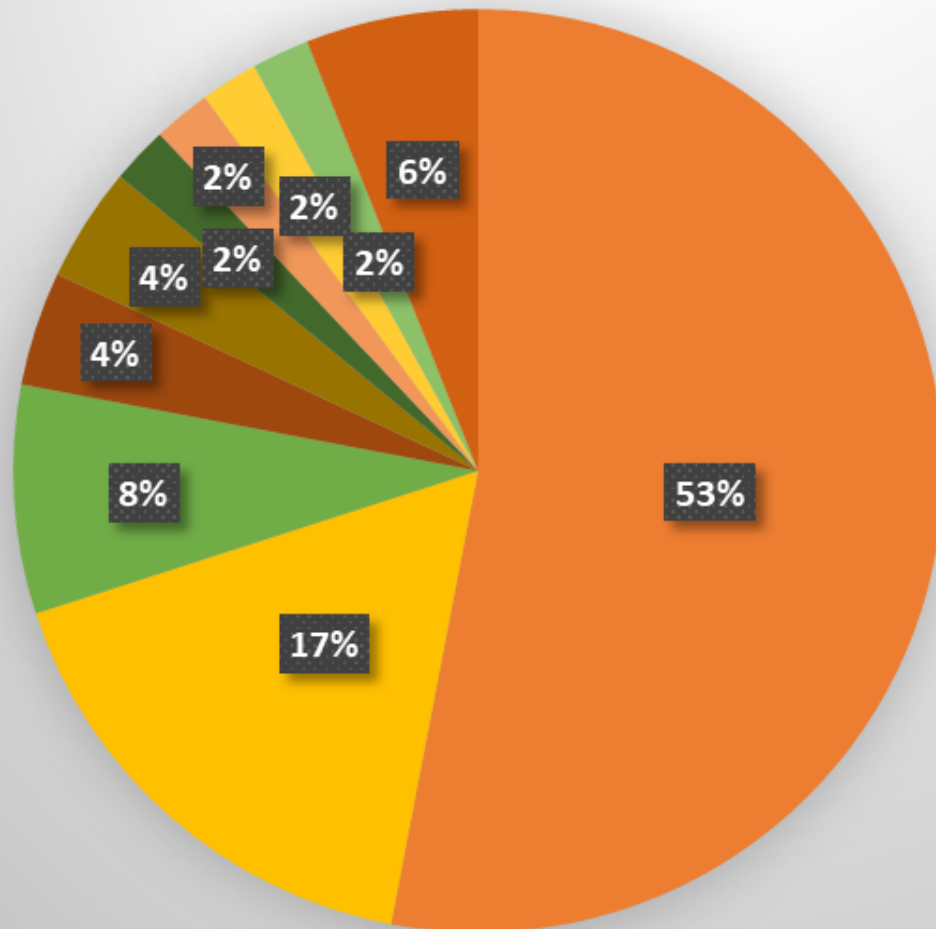
Specialty Chemicals Are Used To Enhance The Performance Of The Products





Segmental Pie

Chart Title



- Paints & Coatings
- Plastics & Polymers
- Paper
- Ceramics
- Rubber
- Construction
- Adhesive & Sealants
- Oil Well Drilling
- Agrochemicals
- Others

Percentage

53%

17%

8%

4%

4%

2%

2%

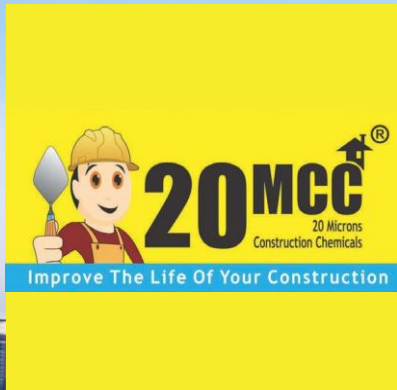
2%

2%

Clientele



Innovative Products



Increases Compressive & Flexural Strength

Providing Resistance to Chemical Attack



Preventing Alkali – Silica Reaction



Increases Nutrient Value of the Farming Land



Better Agricultural Output From Farming

Training and Spreading Awareness amongst the farmers.

Our Contribution in the Industry

PAINT

SPECIALIZED COATING FORMULATIONS WITH ENGINEERED PIGMENTS AND FILLERS

20 Microns Ltd along with many university's and research institute's has deployed heavy investment in research to optimize all conventional extenders to new generational multifunctional mineral additives with novel chemistry mainly for water borne, solvent borne and powder coating

PLASTIC

20 Microns Ltd has progressively ventured into development of high end Micronized Waxes, Lubricants and Processing Aids for various polymer, PVC and cable industries to replace many import products traditionally being used in these industries. Our focus on Nano composites and Desiccant products also shows the opportunities that we embrace on timely basis to serve the industries.

PAPER

The R&D center has formulated various innovative as well as value-added synthetic products in recent times and offering new innovative products every year.

20 Microns has prolonged association with the Central Pulp and Paper Research Institute, India; which enables the Company to explore the developments and requirements of all major industries using functional fillers and extenders.

CONSTRUCTION

20 MCC STANDS FOR MORE THEN JUST 20 MICRONS CONSTRUCTION CHEMICALS.

20 MCC has developed a innovative product pipeline which simply waterproofs and leak proof's homes, making it cost effective, environment friendly and stronger concrete foundations/structures

RUBBER

20 Microns has closely worked with various Rubber associations and related labs and has been successful in developing different specialties that helps in partially replacing the expensive traditional pigments and chemicals like Carbon Black, Zinc Oxides and Precipitated Silicas. Our cost effective and high performance processing aids, lubricants and flame retardants have provided the much needed property enhancement which are currently being imported.

Periodical Profit & Loss

Particulars (INR Mn)	Q3 FY18	Q3 FY17	9M FY18	9M FY 17	FY17
Revenue from Operations	926.50	852.07	2,874.43	2,833.92	3,950.07
Other Income	10.35	4.93	19.19	18.75	18.59
Total Revenue	936.85	857.00	2,893.62	2,852.67	3,968.66
Cost of Materials Consumed	420.46	385.76	1,300.30	1,239.79	1,811.72
Change in Inventories	-7.89	-23.46	3.84	28.33	37.60
Employee Benefit Expenses	92.73	80.42	274.08	243.31	364.25
Other Expenses	287.29	298.42	902.65	914.74	1,182.43
Total Expenses	792.59	741.14	2,480.87	2,426.17	3,395.99
EBITDA	144.26	115.86	412.75	426.50	572.67
EBITDA Margin (%)	15.57%	13.60%	14.36%	15.05%	14.50%
Depreciation	22.97	22.14	68.06	67.54	102.19
EBIT	121.29	93.72	344.69	358.96	470.48
Finance Cost	52.69	55.83	162.09	174.30	235.64
PBT with Exceptional Item	68.60	37.89	182.60	184.66	234.84
Exceptional Items	-	-	-	-	-
PBT	68.60	37.89	182.60	184.66	234.84
Tax	18.54	13.39	56.98	57.14	79.90
Minority Share (Profit/ Loss)					0.88
PAT	50.06	24.50	125.62	127.52	154.06
PAT Margin %	5.40%	2.88%	4.37%	4.50%	3.90%
Diluted EPS	1.42	0.69	3.56	3.61	4.37

Profit & Loss Statement

Particulars (Mn)	FY17	FY16	FY15	FY14
Revenue from Operations	3,950.07	3,595.54	3,580.78	3,291.74
Other Income	18.59	37.75	44.02	37.84
Total Revenue	3,968.66	3,633.29	3,624.80	3,329.58
Cost of Materials Consumed	1,811.72	1,714.86	1,924.51	1,705.55
Change in Inventories	37.60	-10.09	-20.78	-46.50
Employee Benefit Expenses	364.25	327.17	297.40	271.35
Other Expenses	1,182.43	1,101.95	1,080.30	1,059.42
Total Expenses	3,395.99	3,133.88	3,281.43	2,989.81
EBITDA	572.67	499.42	343.37	339.76
EBITDA Margin (%)	14.50%	13.89%	9.59%	10.32%
Depreciation	102.19	102.19	105.36	108.87
Finance Cost	235.64	252.18	267.35	238.25
PBT with Exceptional Item	234.84	145.05	-29.35	-7.36
Exceptional Items	-	-	-	11.93
PBT	234.84	145.05	-29.35	-19.29
Tax	79.90	34.44	-4.46	3.77
Minority Share (Profit/ Loss)	0.88	0.73	0.13	-0.01
PAT	154.06	109.88	-25.02	-23.05
PAT Margin %	3.90%	3.06%	-0.70%	-0.70%
Diluted EPS	4.37	3.11	-0.74	-0.71

Financials – Balance Sheet

(Contd)

Liabilities (Mn)	FY17	FY16	FY15	FY14
Shareholders Fund				
Share Capital	176.43	176.43	169.08	169.08
Reserve and Surplus	846.21	696.91	541.38	571.95
Total Shareholders Fund	1,022.64	873.34	710.46	741.03
Minority Interest	6.74	5.85	0.92	0.80
Non-Current Liabilities				
Long term Borrowing	647.60	723.87	822.82	640.63
Deferred Tax Liabilities	218.14	149.57	136.04	145.77
Other Long term Liabilities	4.68	3.19	3.60	5.10
Long Term Provision	-	-	-	-
Total Non Current Liability	870.42	876.63	962.46	791.51
Current Liabilities				
Short Term Borrowing	737.19	761.16	720.06	841.71
Trade Payable	560.08	551.53	718.63	508.29
Other Current Liabilites	242.89	260.11	212.90	389.43
Short Term Provision	9.80	9.00	8.54	5.68
Total Current Liabilities	1,549.95	1,581.79	1,660.12	1,745.11
Total	3,449.74	3,337.61	3,333.97	3,278.44

Financials – Balance Sheet

Assets (MN)	FY17	FY16	FY15	FY14
Non-Current Assets				
Tangible Assets	1,477.00	1,490.54	1,498.98	1,558.44
Intangible Assets	13.44	21.17	14.20	18.05
Capital Work-In-Progress	68.40	40.39	69.04	92.78
Intangible Assets Under Development	2.70	2.70	0.52	1.79
Non-Current Investment	6.91	6.91	6.91	6.91
Long Term Loans and				
Advances	246.43	152.30	131.00	159.71
Other Non-Currents				
Assets	2.10	3.69	34.87	28.01
Total Non-Current Assets	1,816.98	1,717.70	1,755.52	1,865.68
Current Assets				
Inventories	675.66	702.10	658.08	608.17
Trade Receivable	630.35	559.77	495.50	582.91
Cash & Cash Equivalent	121.07	94.01	183.93	91.96
Short term loans and				
Advances	201.26	258.97	233.27	124.83
Other Current Assets	4.43	5.06	7.68	4.90
Total Current Assets	1,632.76	1,619.91	1,578.45	1,412.76
Total Assets	3,449.74	3,337.61	3,333.97	3,278.44

Financial Graphs

REVENUE



EBITDA



EBITDA MARGIN



PAT



PAT MARGIN



DEBT/EQUITY RATIO



** Inr-Mn

Financial Profile

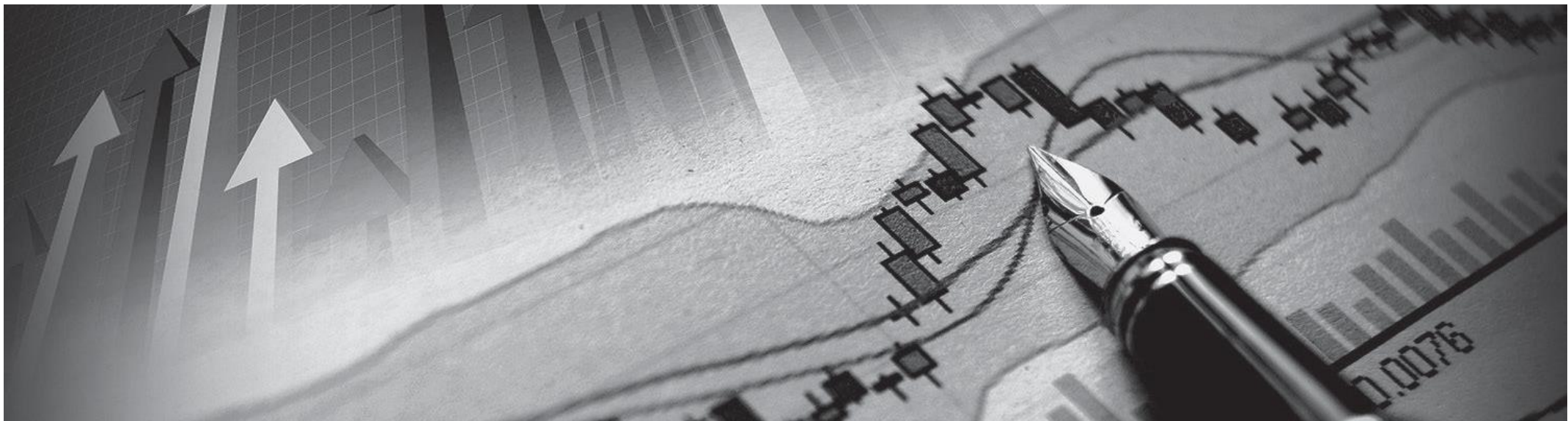
EBITDA margins has increased from 13.89% To 14.50% YoY From 2016 - 2017

Revenue has registered growth of 9.27% YoY From 2016 - 2017

D/E ratio improved to 1.35x from 1.70x

PAT margin improved from 3.60% to 3.90% YoY for FY 2017

20 Microns has been executing strategies to gradually shift it's positioning from a commodity player to Innovative/value added products



Financial Outlook

Aggressive plans to invest in acquisition of mines of varied minerals in domestic and global geography

Further growth in the Asset Turnover Ratio will definitely enhance ROA's & ROCE over the next 3 years

Client industries are growing at 12-15 % which implies that 20 Microns has prospects of growing more than 12% CAGR for the next 3-5 years

Increased focus on Nano technology based minerals and speciality chemicals

Focus on efficient use of raw materials, wastage reduction, increased capacity utilization, tie up with all vendors related to user industries should lead to accretive margin growth of 100 bps YoY

Empowering Sustainable Living	Empowering Children & Farmers of India	Rural initiatives for a sustainable living	Projects around Farmer Knowledge	Enhancement & Child education	20 Microns Diabetes Foundation - Vadodra
Millions of beneficiaries till date	Employee Participation & Volunteering	Children education programs in districts of Punjab, Rajasthan, Bihar and Odisha	Adoption of village schools	Distribution of books, study materials and stationeries to children	Empowering people with dignity and respect by organizing livelihood programs
Kisan Jagrukta Abhiyan	Aimed at educating farmers on crop protection and judicious use of agrochemicals.	Promoting the cultivation of 3rd crops for soil fertility and extra income.	Organising special camps.	Signed a MOU with ICAR- IARI for training of farmers to maximize their yield & Entrepreneurship	On the Field Training For Farmers

Safe Harbor

CERTAIN STATEMENTS IN THIS DOCUMENT MAY BE FORWARD LOOKING STATEMENTS. SUCH FORWARD-LOOKING STATEMENTS ARE SUBJECT TO CERTAIN RISKS AND UNCERTAINTIES LIKE GOVERNMENT ACTIONS, LOCAL POLITICAL OR ECONOMIC DEVELOPMENTS, TECHNOLOGICAL RISKS, AND MANY OTHER FACTORS THAT COULD CAUSE OUR ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE CONTEMPLATED BY THE RELEVANT FORWARD-LOOKING STATEMENTS. 20 MICRONS LTD WILL NOT BE IN ANY WAY RESPONSIBLE FOR ANY ACTION TAKEN BASED ON SUCH STATEMENTS AND UNDERTAKES NO OBLIGATION TO PUBLICLY UPDATE THESE FORWARD-LOOKING STATEMENTS TO REFLECT SUBSEQUENT EVENTS OR CIRCUMSTANCES.



THANK YOU

Contact Us

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Disclaimer

20 Microns Nano Minerals Limited (the “**Issuer Company**”) is proposing, subject to receipt of requisite approvals, market conditions and other considerations, to make a public issue of its Equity Shares and has filed a Draft Red Herring Prospectus (“**DRHP**”) dated March 19, 2018 on the SME Platform of the National Stock Exchange of India Limited (“**NSE EMERGE**”). The DRHP is available on the website of NSE EMERGE at <https://www.nseindia.com/emerge> and the website of the Book Running Lead Manager, Vivro Financial Services Private Limited at [•]. Investors should note that investment in securities involves a high degree of risk and are requested to refer to the DRHP, including the section titled “Risk Factors” beginning on page 17 of the DRHP. Potential investors should not rely on the DRHP filed with the Stock Exchange for making any investment decision.