

February 16, 2024

To,

The General Manager, Listing Department, Bombay Stock Exchange Limited, P.J. Towers, Dalal Street, Mumbai – 400 001 Company code: 533333	The Manager, Listing & Compliance Department The National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai - 400051 Company code: FCL
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Subject: - Earning Presentation under Regulation 30 Schedule III Part A Para A of SEBI (Listing Obligation & Disclosure Requirements) Regulation, 2015

Dear Sir/Madam,

Pursuant to the Regulation 30 of Securities and Exchange Board of India (Listing Obligation and Disclosure Requirements) Regulation 2015, please find enclosed a copy of Earning Presentation of the Company for Q3 FY2023-24.

The above information is also available on the website of the Company i.e. www.fineotex.com

This is for your information and records.

Thanking you,

Yours faithfully,
For FINEOTEX CHEMICAL LIMITED

Sunny Parmar
Company Secretary & Compliance Officer



Encl: As above



Fineotex Chemical Limited

(BSE: 533333; NSE: FCL)

Q3 and 9M FY2024

Earnings Presentation



**Textile
Specialties**



**Other
Specialties**



**Cleaning &
Hygiene
Specialties**



**Drilling
Specialties**

Rs 1,385 mn
Consolidated Revenue

Rs 404 mn
EBITDA

Rs 329 mn
Net Profit

26.8 %
Revenue Change (Y-o-Y)

41.3%
EBITDA Change (Y-o-Y)

46.5%
PAT Change (Y-o-Y)

41.5%
Gross Margin

29.1%
EBITDA Margin

23.8%
PAT Margin



Surendrakumar Tibrewala
Chairman and Managing Director

We are pleased to share that during the quarter, our company achieved a Consolidated Revenue of Rs. 1,385 million. This increase in revenue is attributed to the growth in sales volume across all key segments. The Company reported an EBITDA of Rs. 404 million with a margin of 29.1% and a YoY growth of 41.3%. Our PAT grew by 46.5% YoY at Rs. 329 million with a margin of 23.8%.

We are pleased to share that in the month of December, we purchased a 7 acre factory land premises at Additional Ambernath, MIDC, Thane, Maharashtra. The land has been funded through internal accruals and is situated near our existing Ambernath facility. This facility will enhance our production capacity, meet the growing demand for our products and accelerate our growth trajectory. Additionally, it will further strengthen our position as one of the leading providers of specialized chemical solutions in the industry. We remain committed to sustain this growth in the long run and deliver value to all our stakeholders.



Overview of Textile Chemical segment

Specialty chemicals producer with a focus on textiles chemicals

Team of 34 professionals for **providing technical solutions** to customers

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

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

Overview of the Cleaning and Hygiene segment

Successfully **diversified** into the **cleaning and hygiene business**


Leveraged its **existing technical expertise and knowledge** in production and distribution to **gain a competitive advantage**

Products such as floor cleaners, hand-washes, sanitizers, dishwashers, and toilet bowl cleaners are manufactured

The cleaning and hygiene segment **exhibited steady growth and is anticipated** to further accelerate in the near future


 **470+**
Product Categories

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

 **ICRA Rating**
Long Term Rating: A+
Short Term Rating: A1+

 **FSPL Specialities Pvt Ltd**
wholly owned subsidiary

 **100+**
Dealers in Indian and International Market

 **104,000 MT p.a.**
Total Installed capacities

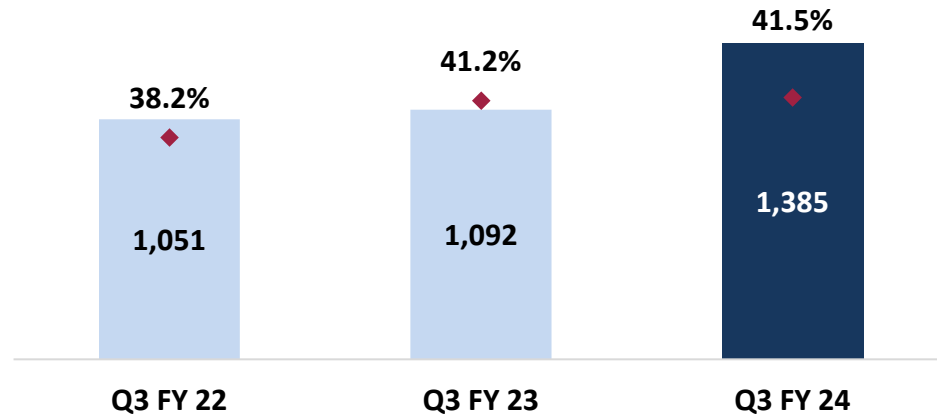
CRISIL Rating
Long Term Rating: A/ Stable
Short Term Rating: A1

 **~70**
Countries Present

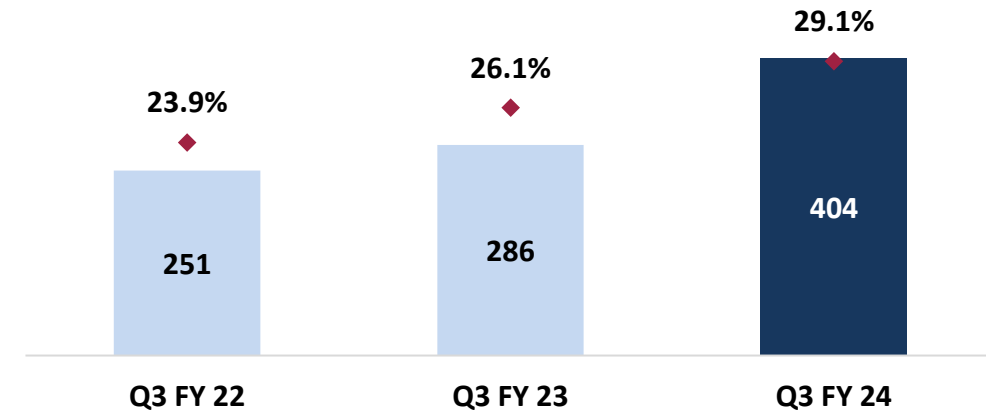
Consolidated Quarterly Performance Trend

Rs. Mn.

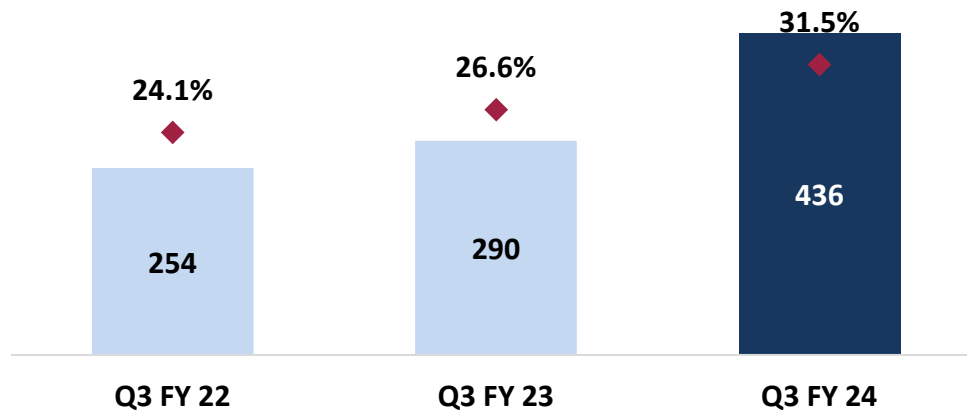
Revenue from Operations and Gross Margin



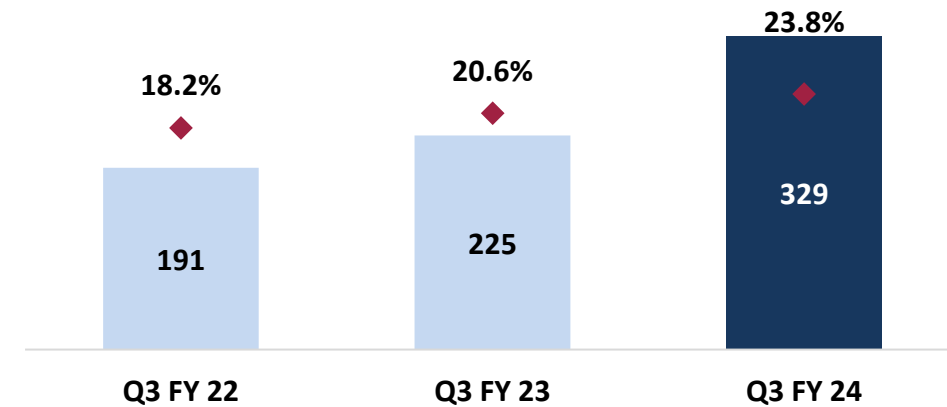
EBITDA and EBITDA Margin



PBT and PBT Margin



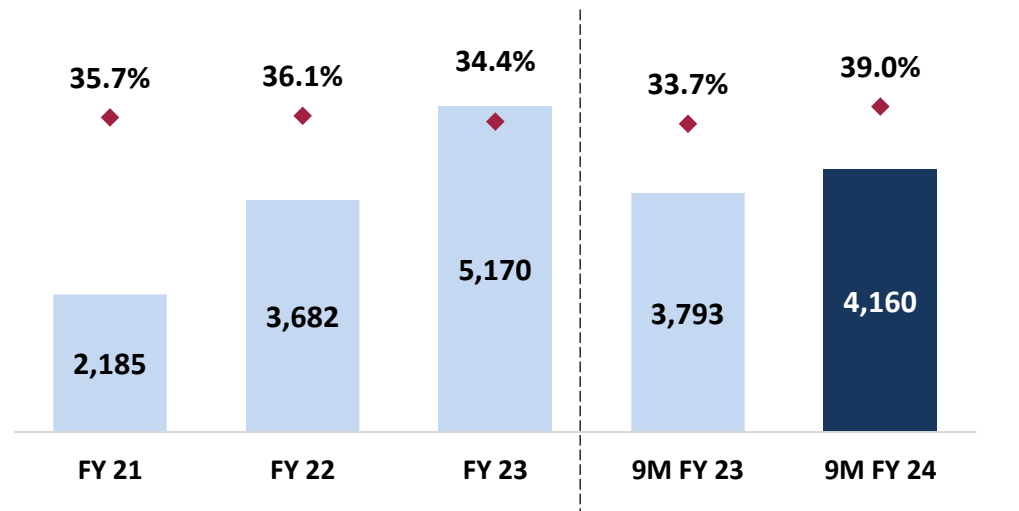
PAT and PAT Margin



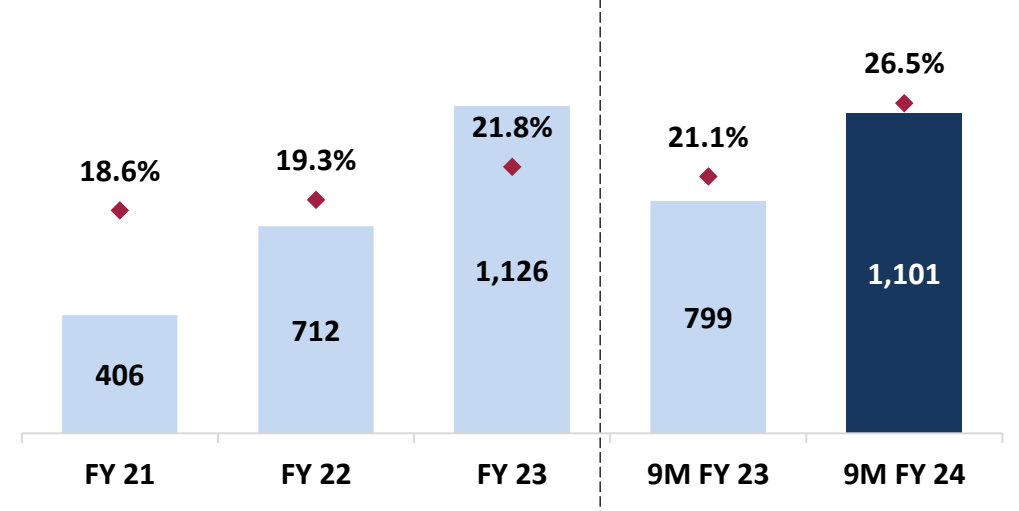
Consolidated Annual Performance Trend

Rs. Mn.

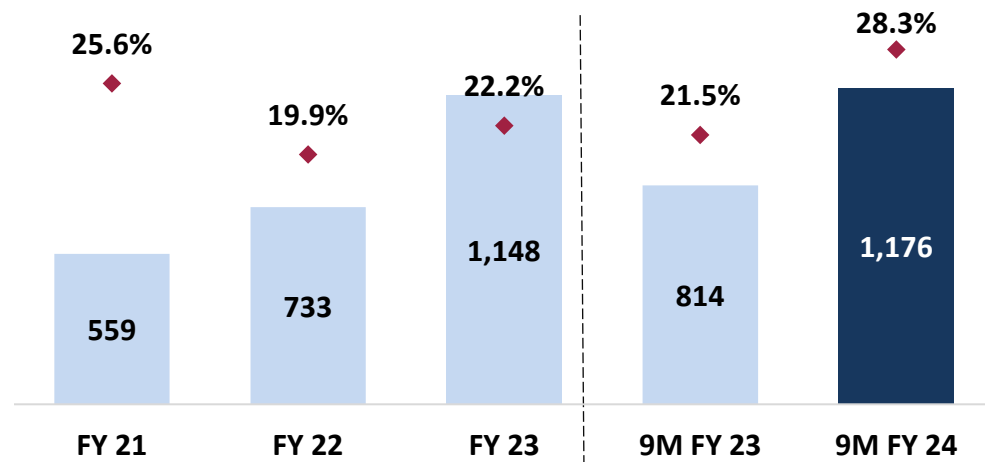
Revenue from Operations and Gross Margin



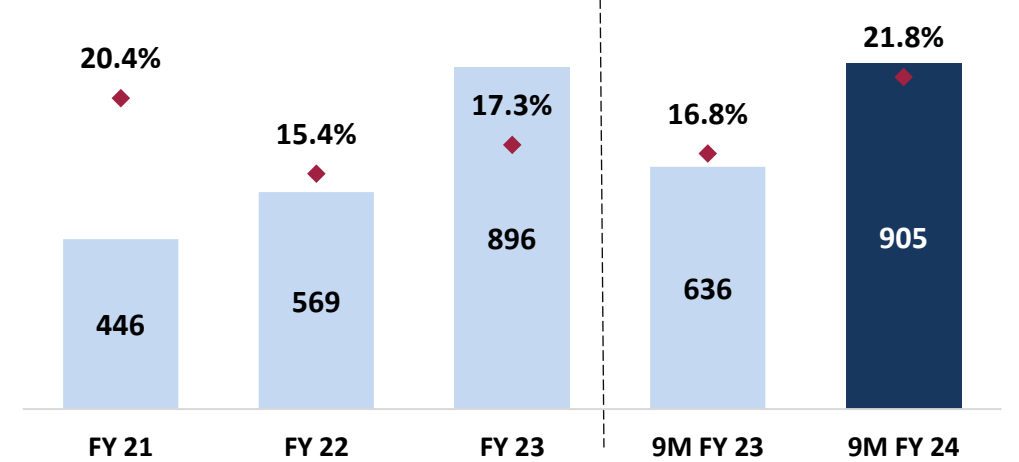
EBITDA and EBITDA Margin



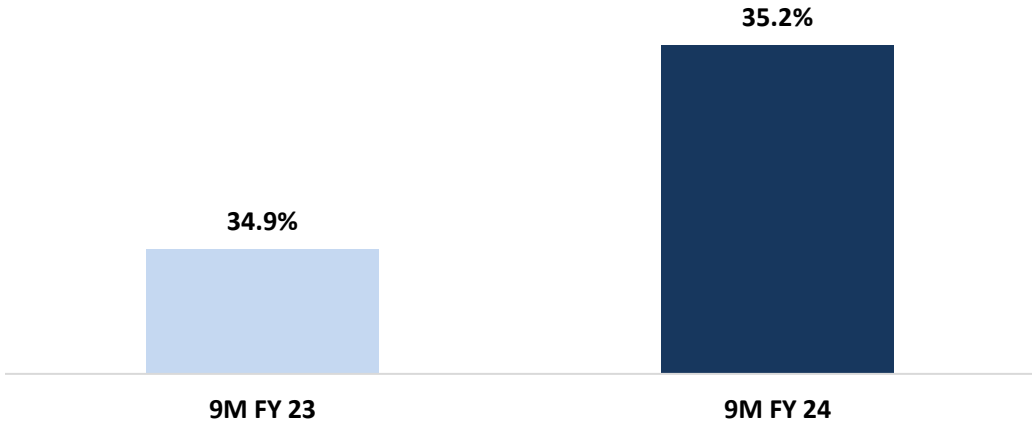
PBT and PBT Margin



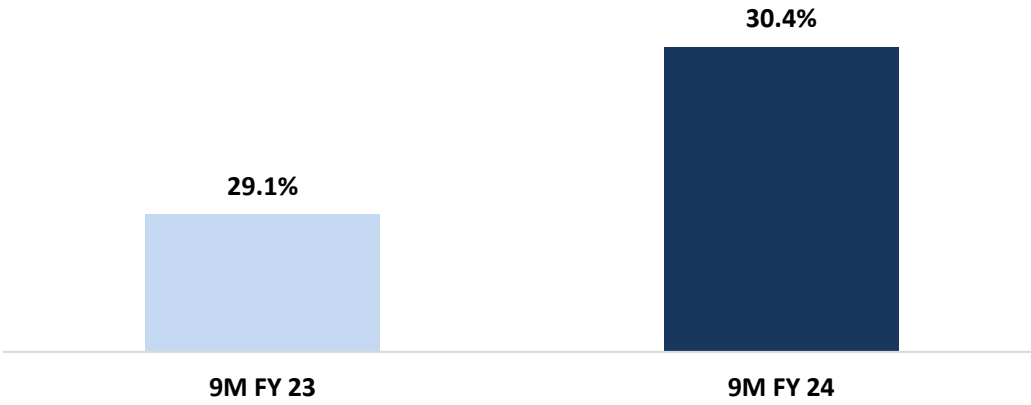
PAT and PAT Margin



Return on Capital Employed (%)



Return on Equity (%)



ROE= PAT/Average Equity
ROCE = EBIT/Average Capital Employed (Capital Employed = Total Equity + Short Term Borrowings + Long Term Borrowings)

Consolidated P&L Summary: Q3 FY2024

Particulars (Rs. Million)	Q3 FY24	Q3 FY23	YoY%	9M FY24	9M FY23	YoY%
Revenue from Operations	1,385	1,092	26.8%	4,160	3,793	9.7%
COGS	810	642	26.2%	2,536	2,514	0.9%
Gross Profit	574	450	27.6%	1,624	1,279	26.9%
Gross Profit Margin	41.5%	41.2%		39.0%	33.7%	
Employee Benefit Expenses	55	46	18.3%	156	134	16.8%
Other expenses	116	119	(2.0%)	366	346	5.8%
EBITDA	404	286	41.3%	1,101	799	37.8%
EBITDA Margin(as a % of sales)	29.1%	26.1%		26.5%	21.1%	
Depreciation and amortisation expenses	14	11	30.1%	42	31	33.7%
EBIT	389	275	41.8%	1,059	768	38.0%
EBIT Margin	28.1%	25.1%		25.5%	20.2%	
Finance Cost	3	2	46.2%	7	6	32.6%
Other Income	49	18	175.0%	124	52	137.5%
PBT	436	290	50.0%	1,176	814	44.4%
Total tax	106	66	61.9%	270	179	51.2%
PAT	329	225	46.5%	905	636	42.5%
PAT Margin	23.8%	20.6%		21.8%	16.8%	
Basic and Diluted EPS	2.95	2.00	47.5%	8.10	5.64	43.6%

Fineotex Overview

- **Specialty chemicals** producer with a focus on textiles chemicals
- Successful expansion into the cleaning and hygiene segment
- **Experts in providing technical solutions to customers**
- Attractive industry dynamics with **technical barriers to entry** and high levels of development and **product customization**
- Biotex Malaysia spearheads the **R&D solutions, application research and product development**

Customised Solution

Besides manufacturing specialty chemicals, we also offer **customized technical solutions and services** through our dedicated focus on **R&D activities** by our strong alliances with partners and institutions.


This has helped

- In expanding our **new customer acquisition** and **customer stickiness**
- In increasing our **market share** and wallet share
- In reducing **customer acquisition cost**

The Synergy between the Textile chemical and Cleaning and Hygiene

- Fineotex utilised its **fundamental strength** in the textile chemical industry to **enter the cleaning and hygiene industry**
- **Numerous chemical compounds** that are utilised in the textile specialty segment have **potential applications in the cleaning and hygiene** segment as well
- This expansion allows Fineotex to diversify its business and revenue streams while **leveraging its core competencies**
- Its move into the cleaning and hygiene segment aligns with the **heightened importance of cleanliness post-pandemic** has increased demand for hygiene products
- Fineotex aims to maintain the same standards of quality and performance in its cleaning and hygiene products as its textile chemicals
- We actively encourage sustainability and endeavor to **minimise our environmental footprint** by fostering collaboration and knowledge sharing between the textile and cleaning and hygiene industries



 Cleaning 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"> 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 A unique 'Mosquito Life Cycle Controller' product under development by Biotex

Key Products



Cleaning and Hygiene Chemicals

Non-textile segments will drive volume and value growth going forward



Strategic collaboration with Eurodye-CTC, Belgium, to commercialize specialty chemicals for the Indian market

Strategic collaboration with HealthGuard, Australia to become the exclusive global marketing and sales channel partner with joint operations from Malaysia

Setting up a state of art Research & Development centre in collaboration with Sasmira Institute, one of India's premier textile institutes

Addition to its portfolio, specialized pre-treatment and dyeing products for the cotton-synthetic and woollen fibre/ fabric/ yarn

HealthGuard® will concentrate on developing cutting-edge solutions, that will be marketed and channelized across the world by Fineotex-Biotex

Develop a first-of-its-kind Support and Solution Centre for technical service in Sasmira to catalyze innovation and focus on sustainable chemistry

Eurodye-CTC has REACH registration, Bluesign certification & GOTS 6 certification for a large selection of its product range

Synergy will provide durable metal-free sustainable chemistry solutions that are anti-microbial and anti-viral

Focus on new sustainable solutions and chemicals to reduce water, time and energy consumption for the textile wet processing industry

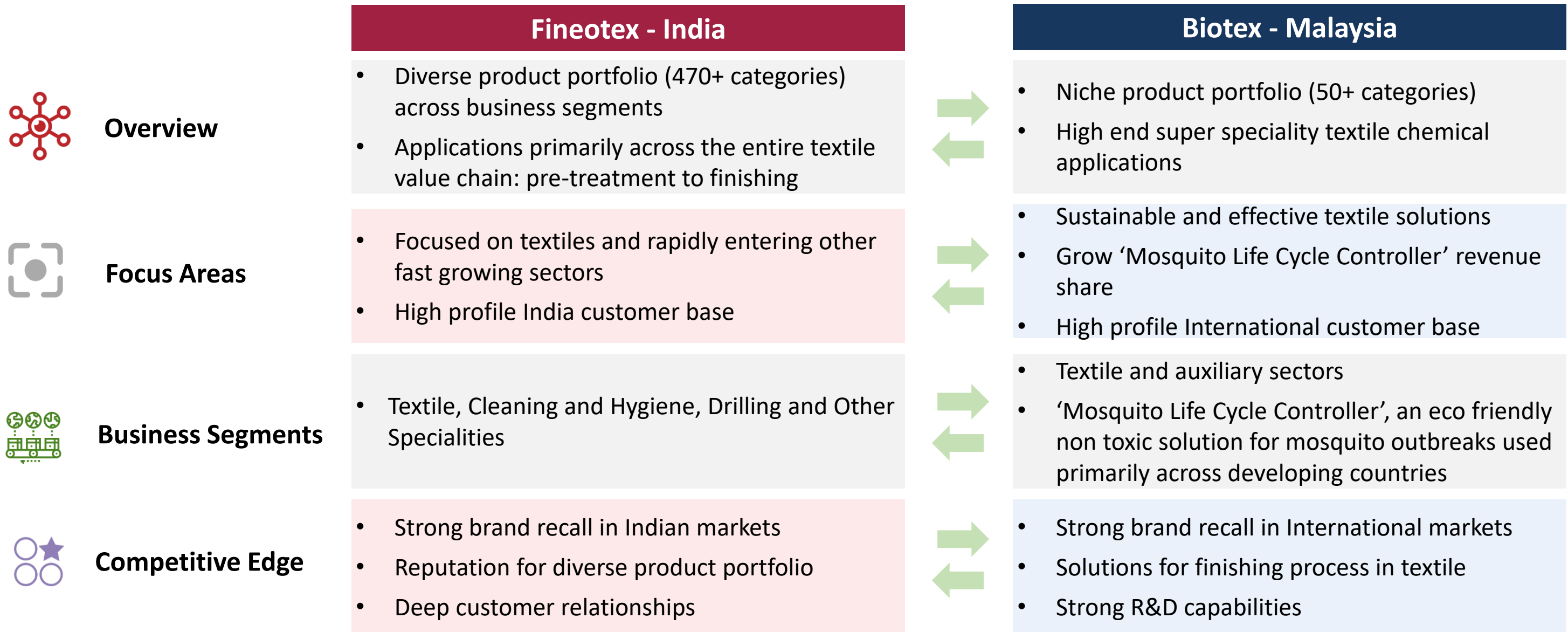
Fineotex is committed to sustainable practices and Eurodye-CTC is also an environmentally conscious company

Range of products over several industries - textile, detergent, leather and allied industries

Provide the much-needed exposure for students and help provide practical experience, which will benefit the industry in the long term















Recent collaborations to expand product profile, geographical reach and develop sustainable practices





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

Manufacturing Platforms (GMP* Certified)

Location	Operating Facts	Strategic Advantages	Manufacturing Excellence
 <p>Mahape</p>  <p>Ambernath</p>	<ul style="list-style-type: none"> Total Production Capacity of Mahape is 36,500 MT Ambernath plant had the capacity to provide 40,000 MT Additional Capacity of 21,000 was expanded from 14th November 2022) Additional factory land premises of 7 acres at Additional Ambernath MIDC 	<ul style="list-style-type: none"> The Ambernath plant is fungible and has the capabilities to manufacture products for both textile chemical and cleaning and hygiene segment The facility is equipped with modern infrastructure and amenities, enabling sustainable chemical production with advanced automation, storage, and logistics handling The plant allows Fineotex to meet the growing demand for specialty chemicals with efficient and environmentally friendly manufacturing processes 	      
 <p>Selangor, Malaysia</p>	<ul style="list-style-type: none"> Total Production Capacity: 6,500 MT 	<ul style="list-style-type: none"> Easy access to high quality raw materials in the region Malaysian plant provides raw materials to the Indian facilities Cost benefits due to Free Trade Agreements (FTAs) with important regional markets like Vietnam, China and India 	   

Total Installed Capacity of all Plants: 104,000 MTPA
 Q3 FY24 Total Capacity Utilization: 64%

* GMP: Good Manufacturing Practice Certification





Available across East and West India

100+ Distributors

34+ Marketing Technical Associates

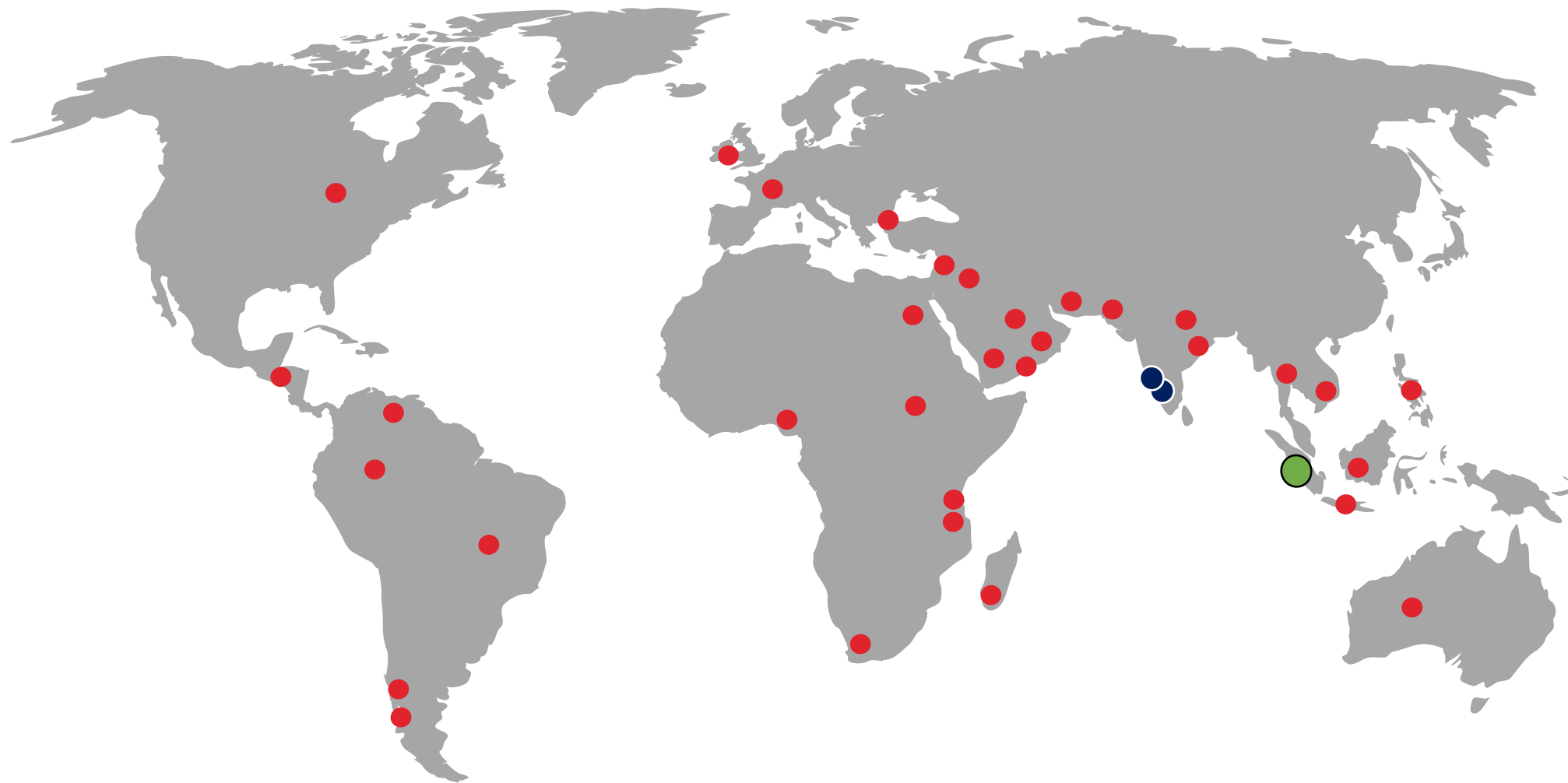
Diversified Product Offering

Housekeeping	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> Hand disinfectant Gentle wash Multi surface disinfectant Surface disinfectant – fogging and fumigation Hand sanitizer Veg & non-veg disinfectant cleaner Sanitizing tablet

Key Products in the Specialty Textile Chemicals Segment



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



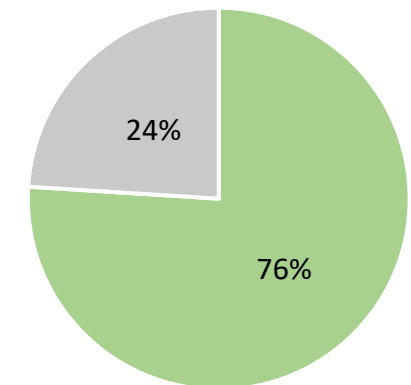
● Facilities at Mahape and Ambernath, Mumbai, India

● Facility at Bangi, Malaysia

● Sales

- Sales in **~70** countries including Brazil, Bangladesh, Germany, Indonesia, Malaysia, Singapore, Syria, Thailand, USA, Venezuela and Vietnam
- **34+** technical marketing experts
- **100+** dealers in Indian and International markets

Q3 FY24 Revenue Mix



■ Domestic ■ International

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



Textile Chemical

Growth outlook for Specialty Chemicals

- **Emerging markets** provide companies with the opportunity to produce **customized product offerings** through expansion and growth
- The sudden **growth in demand for niche chemical products** is projected to influence the **development of exports** in developing countries significantly
- The growth in the Indian specialty chemicals market has been driven by the **country's strong process engineering capabilities, low-cost manufacturing capabilities, and abundant manpower**

FCL is a leading chemical manufacturer, with a zero liquid discharge system, eco-friendly products, and recognition for promoting sustainable practices














Cleaning and Hygiene

Growth outlook for Cleaning and Hygiene

- The **growing consumer awareness of cleanliness and hygiene** is one of the primary factors driving the market in India
- Indian **government promoting** the need for proper **hygiene and cleanliness across residential and commercial** spaces is acting as a significant growth-inducing factor
- Projected factors such as **rising incomes, changing lifestyles and infrastructural developments** are expected to drive growth and increase the demand in future

FCL foresees driving the Indian cleaning market, which is scattered and highly unorganized, leading to a lack of strong players in this sector

Management Team

 <p>Surendra Kumar Tibrewala Education: B.Com and LLB</p> <p>Managing Director</p>	 <p>Sanjay Tibrewala Education: B.Com and P.G. in Textile Chemicals and Processing</p> <p>CFO</p>	 <p>Aarti Jhunjhunwala Education: B.Com and M.Com</p> <p>Head - International Marketing</p>	 <p>Arindam Choudhuri Education: B.Tech and Marketing Management</p> <p>CEO (Textile)</p>
 <p>Noa N. Ouakass Education: M. Sc., MBA</p> <p>CEO - Biotex</p>	 <p>Kedhar Sankar Sonai Education: M.Tech, MBA</p> <p>Executive Director - Biotex</p>	 <p>Madhukar Shenoy Education: BE Chemical Engineering and Certified in Business & Climate Change</p> <p>Business Head - Consumer and Industrial Care</p>	
 <p>Raman Perumal Education: Diploma in Boiler Engineering</p> <p>Production Director - Biotex</p>	 <p>Wong Lai Yoon Education: BBA</p> <p>Operations Manager - Biotex</p>	 <p>Tang Chai Yean Education: Diploma in Chemistry</p> <p>Senior R&D Manager - Biotex</p>	
 <p>Purva Rane Education: MSc in Analytical Chemistry Responsible for: Technical Service Lab and Product Compliances</p> <p>Assistant Manager - Fineotex</p>	 <p>Ramesh Gupta Education: MSc, MBA B. Ed.</p> <p>Production Manager - Fineotex</p>	 <p>Manoj Sharma Education: B.Tech Responsible for: Plant and Projects</p> <p>Senior Manager - Fineotex</p>	

Experienced management team with multi decade expertise in speciality chemicals industry



We place sustainability high on our agenda as it is an integral part of our business strategy



100%
Employees are covered with health and accident insurance



23%
Female employees in FY23



4,53,106 units
Electricity purchased in FY23



100% employees
Were given safety and skill up-gradation training



Rs 98.00 Lakhs
Spent on CSR activities in FY23



Zero
Penalties, punishment or compounding of offences in FY23



No accidents
Reported in FY23



287.06 Lakhs
Spend on R&D for developing sustainable products in FY23



















4 out of 7 board members
Are Independent and Non-Executive Members



53,050 kl
Water consumption in FY23



Zero
consumer complaints on restrictive trade practices and unfair trade practices in FY23

-  *Bhive certified*
-  *Blue Sign certified*
-  *Dun and Bradstreet Badge*
-  *ECO Passport by OEKO-TEX*
-  *Global Organic Textile Standard (GOTS) certified*
-  *Hazard Analysis Critical Control Point Certification*
-  *Indian Green Building Council*
-  *National Accreditation Board for Testing and Calibration Laboratories*
-  *REACH certified*
-  *SA 8000 - Social Accountability Certification*
-  *Scivera*
-  *Star Export House*
-  *US The Environmental Protection Agency*
-  *The Great Place to Work*
-  *WHO Good Manufacturing Practice certified*
-  *Zero Discharge Hazardous Chemical*

Certificates

<i>ISO 9001</i>	<i>ISO 14001</i>	<i>ISO 14045</i>	<i>ISO 45001</i>
<i>ISO 20000</i>	<i>SA 8001</i>	<i>OHSAS18001</i>	<i>ISO 22000</i>

Awards and Recognitions

- Received Dun and Bradstreet ESG Badge
- Recognized with the Women at Work Leadership Award by Times Ascent



Fineotex Chemicals ESG Profile Link: <https://bit.ly/36MIHeF>

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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Churchgate Partners

+91 22 6169 5988

fcl@churchgatepartners.com



Fineotex Chemical Limited

A logo for FCL FINEOTEX, with 'FCL' in white on a blue background and 'FINEOTEX' in red on a white background, all enclosed in a thin blue border.

FCL FINEOTEX

FINEOTEX CHEMICAL LIMITED

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