

#### November 23, 2023

To,

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

#### **Subject: - Investor Presentation for Q2 and H1 FY2023-24**

Dear Sir/Madam,

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of SEBI (LODR), Regulations 2015, please find enclosed a copy of Investor Presentation on the financial performance of the Company for Q2 and H1 FY2023-24.

Further, in compliance with Reg. 46(2)(0) of SEBI (LODR) Regulations 2015, the aforesaid information shall also be hosted on the website of the company at 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





















# **Fineotex Chemical Limited**

(BSE: 533333; NSE: FCL)

**Investor Presentation** 

November 2023

## **Diversifying Its Business Portfolio**



### 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



**'70** 

**Countries Present** 



100+

Dealers in Indian and International Market



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







## Long standing track record of consistently creating value





- ❖ Accredited with ISO 9001:2008
- Incorporation of Fineotex Chemical Private Limited (FCPL)



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



Acquisition of FCPL
 by Fineotex Chemical
 Limited



- Buyback of 11 lacs shares up to a maximum price of Rs. 40
- Deploying Rs. 270 million for the new facility at Ambernath, Maharashtra



- Listed on BSE
- Incorporated wholly owned subsidiary in Malaysia
- Acquired majority stake in Biotex Group



- JV with HealthGuard
- Partnership with Sasmira
- ❖ JV with Eurodye-CTC
- Ambernath facility commenced production in Nov '21



- ❖ Bonus declared on 1:1 basis
- Accredited with ISO 4001:2004 & OHSAS 8001:2007 certifications



Ambernath facility capacity expanded by an additional 40,000 MTPA, taking the overall capacity to 104,000 MTPA



- Listed on NSE
- Received Star Export House recognition



- US EPA certification for our antimicrobial treatments, HG AMIC and HG BK
- ❖ ICRA rating upgraded-Long Term Rating: A+-Short Term Rating: A1+
- Great Place to Work certified
- Dun & Bradstreet ESG Badge









## **Fineotex Strategic Rationale**



#### **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









## Tailored solutions across the textile value chain with a focus on realisations





Steps





Weaving



**Pre-treatment** 



Dyeing



**Printing** 



**Finishing** 

**Process** 

Sizing

De-sizing, Scouring, Bleach

Dyeing, Washing, Fixing

Rotary Printing, **Table Printing** 

Exhaust **Padding** 

**Product Categories**  Polymers, Softeners

Blending Perfection

Enzymes, Wetting & Detergent, Sequestering **Additives** 

Dyes, Acids, Alkali Levelling, Detergent Fixer

Dyes, Binder Thickener, Fixer Detergent, Loop accelerator

Softeners, Silicones, Polymers, Resins

**Key Customers** 





























## Developed technical expertise to enter attractive new markets



<b>(±)</b>	Cleaning and Hygiene Chemicals	Drilling Speciality Chemicals	Other Speciality Chemicals
•	<ul> <li>Housekeeping, Kitchen Care and Disinfectants</li> <li>Public Health and Hygiene</li> <li>The plant has been approved and certified by the Food &amp; Drugs Administration (Maharashtra State) department. The license has been granted for production of disinfectant/antimicrobial hygiene and cleaning products ensuring safety and effectiveness.</li> <li>Post the outbreak of COVID-19, large addressable market for solutions used in disinfectants and sanitizers</li> </ul>	<ul> <li>Customised solutions for Oil and Gas</li> <li>Significant potential for offering effective products used for drilling in oil exploratory processes</li> <li>Sizable orders from a leading oil and gas company in India</li> </ul>	<ul> <li>Non toxic eco-friendly solution designed with European technology in Malaysia by Biotex</li> <li>Approved by Ministry of Health Malaysia, Singapore PUB, European Union, NSF and relevant authorities in Vietnam and Cambodia</li> <li>A unique 'Mosquito Life Cycle Controller' product under development by Biotex</li> </ul>

**Key Products** 







**Cleaning and Hygiene Chemicals** 

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









## Successful acquisition and realisation of synergies with Biotex







#### **Focus Areas**



#### **Business Segments**



### **Competitive Edge**

#### Fineotex - India

- Diverse product portfolio (470+ categories) across business segments
- Applications primarily across the entire textile value chain: pre-treatment to finishing
- Focused on textiles and rapidly entering other fast growing sectors
- High profile India customer base
- Textile, Cleaning and Hygiene, Drilling and Other **Specialities**
- Strong brand recall in Indian markets
- Reputation for diverse product portfolio
- Deep customer relationships



### **Biotex - Malaysia**

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







- Textile and auxiliary sectors
- 'Mosquito Life Cycle Controller', an eco friendly non toxic solution for mosquito outbreaks used primarily across developing countries
- Strong brand recall in International markets
  - Solutions for finishing process in textile
  - Strong R&D capabilities













## Recent collaborations to expand product profile and geographical reach









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 center in collaboration with Sasmira Institute, one of India's premier textile institutes

Facilitates an efficient production system and distribution network across the Indian textile market

HealthGuard® will concentrate on developing cuttingedge 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









## **Growth in Textile Chemical Industry and Cleaning and Hygiene**



### **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 growthinducing 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









## **Manufacturing Platforms (GMP\* Certified)**



#### Location **Operating Facts Strategic Advantages Manufacturing Excellence Total Production Capacity of** The Ambernath plant is fungible and has the capabilities to manufacture products for both Mahape is 36,500 MT textile chemical and cleaning and hygiene Ambernath plant had the segment capacity to provide 40,000 MT The facility is equipped with modern Additional Capacity of 21,000 infrastructure and amenities, enabling Mahape Ø ZDHC was expanded from 14th STAR EXPORT HOUSE sustainable chemical production with Certificate Holder November 2022) advanced automation, storage, and logistics handling bluesign® The plant allows Fineotex to meet the growing demand for specialty chemicals with efficient and environmentally friendly **Ambernath** manufacturing processes Easy access to high quality raw materials in the region **REACH** Malaysian plant provides raw materials to the **BHive** Indian facilities **Total Production Capacity:** Cost benefits due to Free Trade Agreements 6,500 MT (FTAs) with important regional markets like Vietnam, China and India

Total Installed Capacity of all Plants: 104,000 MTPA Q2 FY24 Total Capacity Utilization: 68%





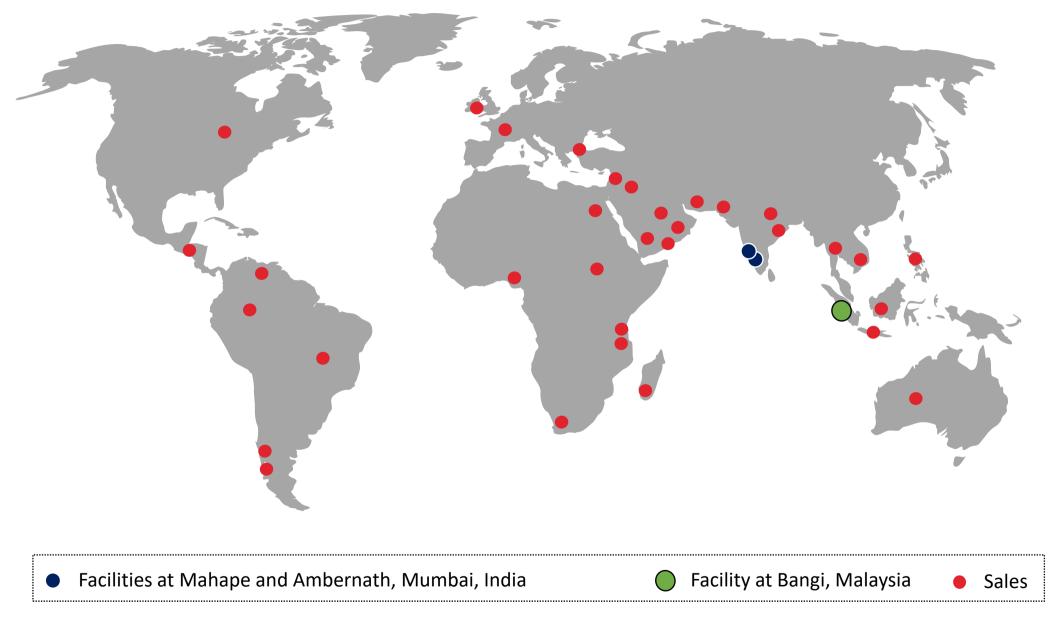




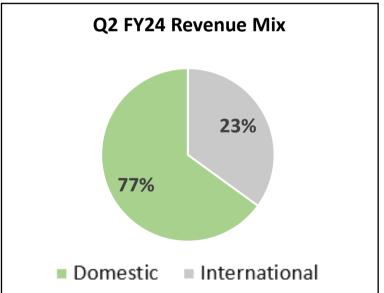
Selangor, Malaysia

### **Global Customer Reach**





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



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









### **Board of Directors**





**Surendrakumar Tibrewala** Chairman and Managing Director



**Sanjay Tibrewala Executive Director** 



Aarti Jhunjhunwala **Executive Director** 



**Navin Mittal** Independent Director



**Alok Dhanuka** Independent Director



**CS Bindu Shah** Independent Director



**Dr. Sunil Waghmare** Independent Director

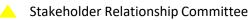


Nomination and Remuneration Committee

Anti Sexual Harassment Committee

Administrative Committee

**CSR Committee** 





Risk Management Committee









## **Management Team**





Surendra Kumar Tibrewala Education: B.Com and LLB



**Sanjay Tibrewala** Education: B.Com and P.G. in Textile **Chemicals and Processing** 



**Aarti Jhunjhunwala** Education: B.Com and M.Com



**Arindam Choudhuri** Education: B.Tech and Marketing Management

**CEO (Textile)** 





Noa N. Ouakass Education: M. Sc., MBA

**CEO - Biotex** 



Kedhar Sankar Sonai Education: M.Tech, MBA

**Executive Director - Biotex** 



**Madhukar Shenoy** Education: BE Chemical Engineering and Certified in Business & Climate Change

**Business Head - Consumer and Industrial Care** 



Raman Perumal Education: Diploma in Boiler Engineering

**Production Director - Biotex** 



**Wong Lai Yoon** Education: BBA

**Operations Manager - Biotex** 



**Tang Chai Yean** 

Education: Diploma in Chemistry

Senior R&D Manager - Biotex



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

**Assistant Manager - Fineotex** 



Ramesh Gupta Education: MSc, MBA B. Ed.

Production Manager - Fineotex



**Manoj Sharma** 

Education: B.Tech

Responsible for: Plant and Projects

**Senior Manager - Fineotex** 

Experienced management team with multi decade expertise in speciality chemicals industry













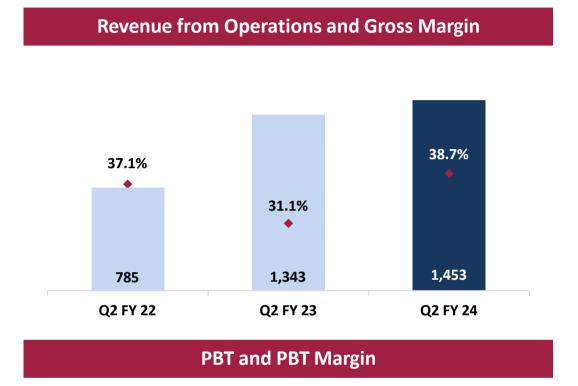


Financial Performance

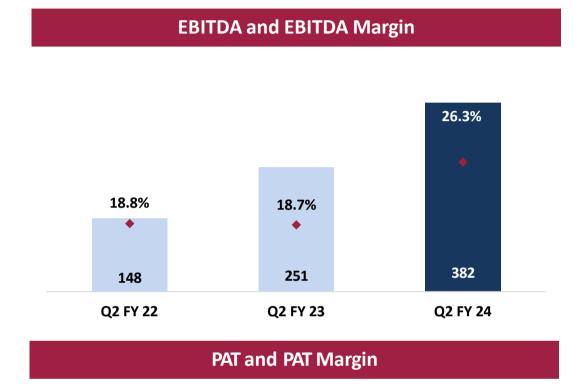
## **Consolidated Quarterly Performance Trend**

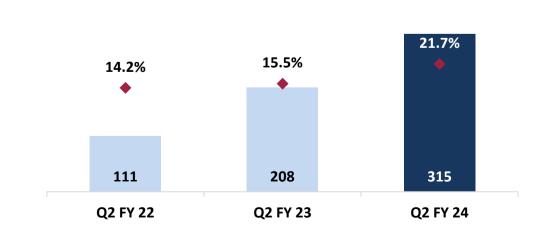


Rs. Mn.











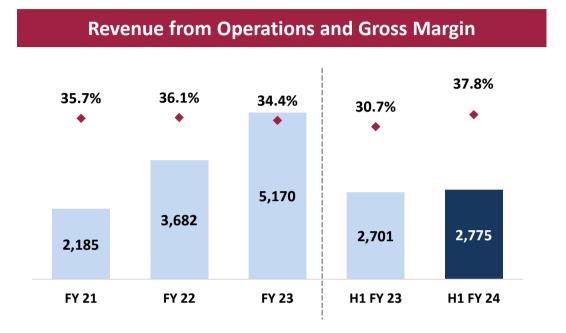




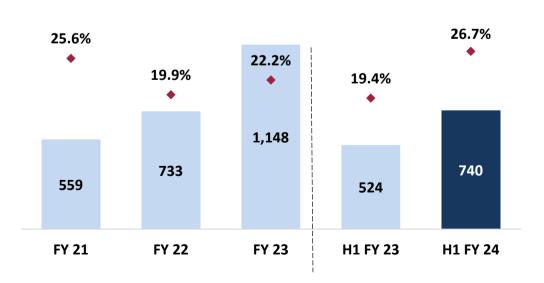
### **Consolidated Annual Performance Trend**

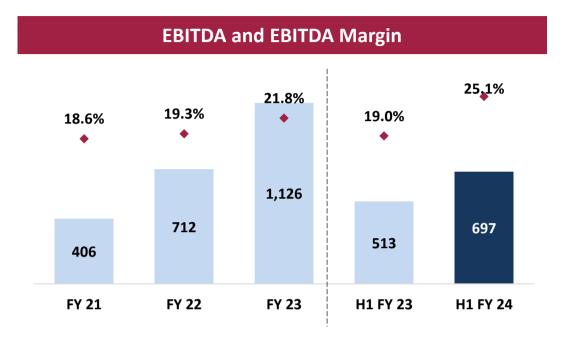


Rs. Mn.

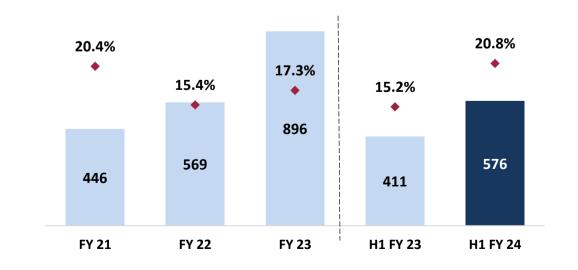


#### **PBT and PBT Margin**





#### **PAT and PAT Margin**





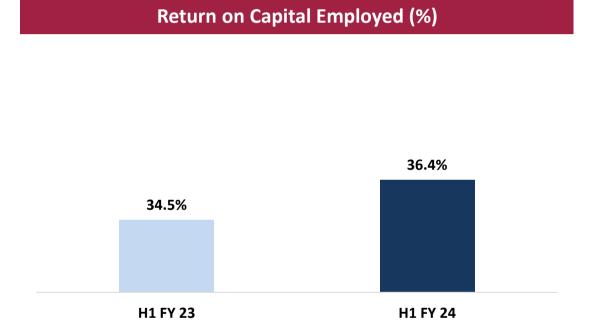




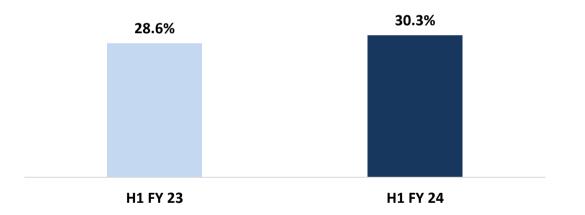


## **Key Return Ratios Trend**









ROE= PAT/Average Equity ROCE = EBIT/Average Capital Employed (Capital Employed = Total Equity + Short Term Borrowings + Long Term Borrowings) Receivable Days = (Trade Receivables/Revenue from Operations)\*365





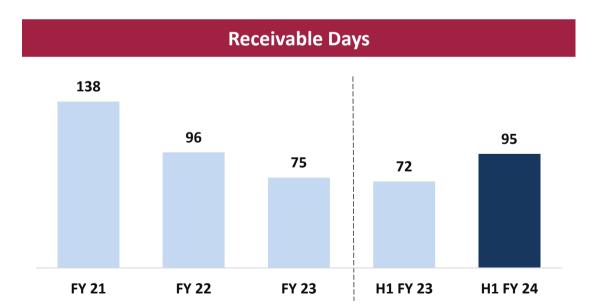


## **Leverage Profile and Working Capital Cycle**

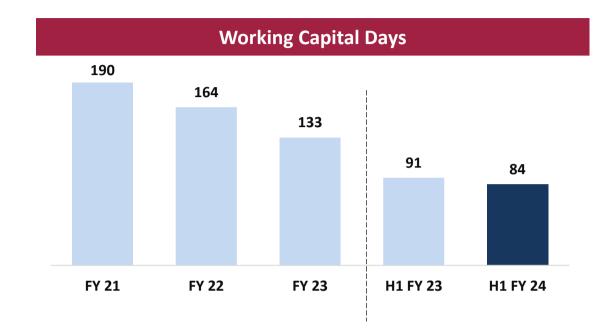


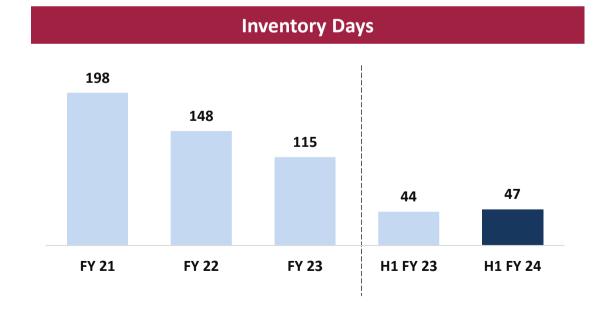
(Rs Mn)	Sep-22	Mar-23	Sep-23
ST Debt	2	73	18
LT Debt	0	0	0
Total Debt	2	<b>73</b>	18
Cash & Cash Equivalent	402	596	514
Net Cash	400	523	496
Equity	3,058	3,557	4,049
Total debt/Equity	0.001x	0.020x	0.004x

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



ROE= PAT/Average Equity ROCE = EBIT/Average Capital Employed (Capital Employed = Total Equity + Short Term Borrowings + Long Term Borrowings) Receivable Days = (Trade Receivables/Revenue from Operations)\*365













## **Consolidated P&L Summary: Q2 FY2024**



Particulars (Rs. Million)	Q2 FY24	Q2 FY23	YoY%	H1 FY24	H1 FY23	YoY%
Revenue from Operations	1,452.7	1,343.1	8.2%	2,775.0	2,700.8	2.75%
COGS	891.0	925.7	(3.7%)	1,725.6	1,872.0	(7.8%)
Gross Profit	561.7	417.4	34.6%	1,049.4	828.8	26.6%
Gross Profit Margin	38.7%	31.1%		37.8%	30.7%	
Employee Benefit Expenses	50.5	44.6	13.2%	101.7	87.7	16.0%
Other expenses	129.08	121.9	5.9%	250.3	227.7	9.9%
EBITDA	382.1	250.9	52.3%	697.4	513.4	35.9%
EBITDA Margin(as a % of sales)	26.3%	18.7%		25.1%	19.0%	
Depreciation and amortisation expenses	14.1	10.2	37.6%	27.4	20.2	35.7%
EBIT	368.1	240.7	<b>52.9%</b>	670.0	493.2	35.9%
EBIT Margin	25.3%	17.9%		24.1%	18.3%	
Finance Cost	2.6	2.3	16%	4.5	3.6	25.0%
Other Income	38.1	24.7	54.1%	74.6	34.2	117.9%
РВТ	403.5	263.2	53.3%	740.0	523.8	41.3%
Total tax	88.6	55.4	59.8%	163.8	113.0	45.0%
PAT	315.0	207.7	51.6%	576.2	410.8	40.9%
PAT Margin	21.7%	15.5%		20.8%	15.2%	
Basic and Diluted EPS	2.83	1.86	<b>52.2</b> %	5.1	3.6	41.6%









## **Accreditations: Biotex Malaysia**



Certificate	Value Proposition
bluesign®	<ul> <li>Bluesign is recognized as a leading certification for sustainability in the global textile industry. As a partner, Biotex is committed to applying the bluesign system to meet the highest level of safety for both people and environment, to use resources responsibly, and to continuously improve environmental performance</li> </ul>
O TEXTILE STATE OF THE STATE OF	<ul> <li>The Global Organic Textile Standard (GOTS) is recognised as the world's leading processing standard for textiles made from organic fibres. It defines high-level environmental criteria along the entire organic textiles supply chain and requires compliance with social criteria as well</li> </ul>
REACH 8	<ul> <li>European certification which validates raw materials used for Bioguard C6 repellent (manufactured by Biotex) from a sustainability stand point</li> </ul>
BHive	<ul> <li>BHive is a platform that promotes transparency and the use of more sustainable chemistry for textile and apparel manufacturers, brands, and retail organizations</li> <li>BHive membership demonstrates commitment to chemical sustainability and transparency</li> </ul>
9001:2015	<ul> <li>ISO 9001:2015 defines the guiding principles to create efficiencies by aligning and streamlining processes throughout the organization, create new opportunities, meet regulatory requirements, and help organizations expand into new markets in which clients demand ISO 9001 certification</li> </ul>
Ø ZDHC  Zero Discharge of Hazardous Chemicals	<ul> <li>Part of a global multi stakeholder initiative within the fashion and footwear industry working towards reducing chemical footprint</li> <li>Aim is to accelerate progress towards ultimate goals of cleaner water, cleaner air, and safer production</li> </ul>

Leading the transition from synthetic to lower carbon footprint products









### **Accreditations: Fineotex India**



Certificate	Value Proposition			
9001:2015	• ISO 9001:2015 defines the guiding principles to create efficiencies by aligning and streamlining processes throughout the organization, create new opportunities, meet regulatory requirements, and help organizations expand into new markets in which clients demand ISO 9001 certification			
14001:2015	<ul> <li>ISO 14001: 2015 has standardized and proven framework that help organizations to develop an effective environmental management strategy;</li> <li>Global recognition for organizations' efforts to improve their environmental strategies</li> </ul>			
OHSAS TOOM	<ul> <li>OHSAS 1800:2007 is an international standard which provides a framework to identify, control and decrease the risks associated with health and safety within the workplace. Implementing the standard signals stakeholders that employee's health and safety as a priority within the organisation</li> </ul>			
AN 8000	<ul> <li>The SA 8000 Standard is the world's leading social certification program. It provides a holistic framework allowing organizations of all types, in any industry, and in any country to demonstrate their dedication to the fair treatment of workers</li> </ul>			
STAR EXPORT HOUSE Certificate Holder	• Star export house is an Indian exporter who has excelled in international trade and successfully achieved certain minimum amount of export performance in two out of three financial years			
	This certification provides significant competitive advantages in international trade			
Ø ZDHC Zero Discharge of	<ul> <li>ZDHC is a part of a global multi stakeholder initiative within the fashion and footwear industry working towards reducing chemical footprint</li> </ul>			
Hazardous Chemicals	Aim is to accelerate progress towards ultimate goals of cleaner water, cleaner air, and safer production			
OEKO-TEX ®  CONTROLLE IN TEXTILES  ECO PASSPORT	<ul> <li>Fineotex Chemical Limited has earned the prestigious ECO PASSPORT by OEKO-TEX® certification, the highest rating in the globally renowned audit that measures standards of sustainability</li> </ul>			
	Received certification from the US EPA for HeathGuard's market leading anti-microbial treatment			
	<ul> <li>Received Dun and Bradstreet ESG Badge, it showcases the impact of ESG listing and ranking on organizations, and recognize their contribution towards sustainability</li> </ul>			
NABL	Accredited by NABL, India's leading accreditation body that assesses and accredits laboratories			

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











### 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



#### 18%

Female employees in FY23



### 4,53,106 units

Electricity purchased in FY23



### 100% employees

Were given safety and skill up-gradation training



### **Rs 98.36 Lakhs**

Spent on CSR activities in FY23



#### Zero

Penalties, punishment or compounding of offences in FY23



### No accidents

Reported in FY23



### Rs. 150.91 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 m<sup>3</sup>

Water consumption in FY23



#### Zero

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











### Disclaimer



This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Fineotex Chemical Limited ("Fineotex Chemical" or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Fineotex Chemical undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

#### For further information, please contact:

Anvita Raghuram / Rohit Valecha

**Churchgate Partners** 

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fcl@churchgatepartners.com











#### **FINEOTEX CHEMICAL LIMITED**

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Mumbai - 400 050, India

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