

November 13, 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 Q2 and H1 FY2024-25.

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)

Q2 FY2025

Earnings Presentation



**Textile
Specialties**



**Other
Specialties**



**Cleaning &
Hygiene
Specialties**



**Drilling
Specialties**

Rs 1,457 mn Consolidated Revenue	Rs 364 mn EBITDA	Rs 321 mn Net Profit
2.7% Revenue Change (Q-o-Q)	3.2% EBITDA Change (Q-o-Q)	9.9% PAT Change (Q-o-Q)
38.2% Gross Margin	25.0% EBITDA Margin	22.0% PAT Margin



Surendrakumar Tibrewala
Chairman and Managing Director

In Q2 FY2025, Fineotex Chemical Limited reported consolidated revenues of Rs. 1,457 million, reflecting steady growth across all key segments. The Company delivered EBITDA of Rs. 364 million and PAT of Rs. 321 million with a margin of 22%, supported by consistent performance across our Textile and Cleaning & Hygiene segments.

ICRA has reaffirmed Fineotex Chemical’s ratings, with an upgraded outlook to Positive, reinforcing our financial stability and operational excellence. This upgrade in our short- and long-term credit ratings highlights the strong foundation we have built and our prudent approach to growth. The improved ratings reflect our enhanced financial strength, providing us with a better position to pursue new strategic opportunities that will further strengthen our market presence and increase shareholder value.

Looking ahead, Fineotex is well-positioned to capitalize on growth opportunities within both our established and newly ventured markets. Our management team adopts a proactive approach to meeting customer needs and expanding our product portfolio to cater to the growing demands of our clients.

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**

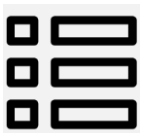
Overview of the Cleaning and Hygiene segment

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



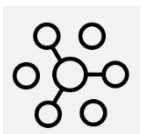
**Bluesign, ZDHC,
Star Export House**
Accreditations



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



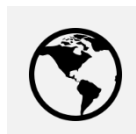
**FSPL Specialities Pvt
Ltd**
wholly owned subsidiary



100+
Dealers in Indian and
International Market



104,000 MT p.a.
Total Installed capacities



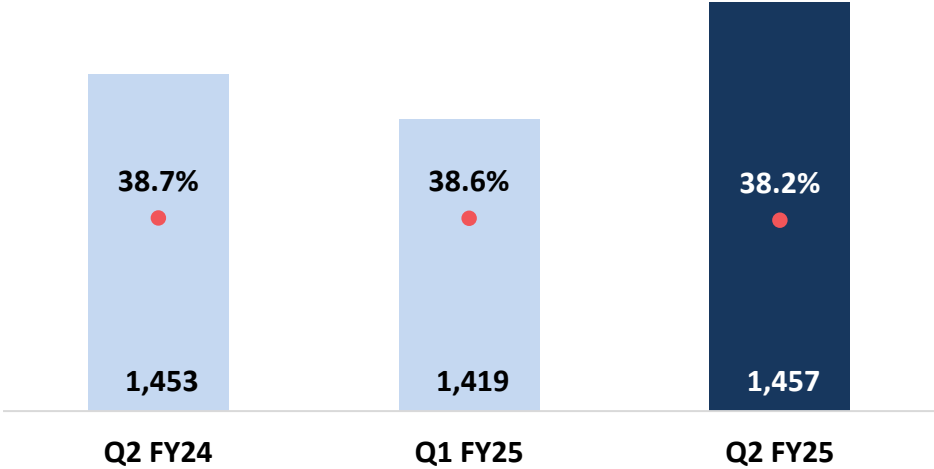
~70
Countries Present

Consolidated Quarterly Performance Trend

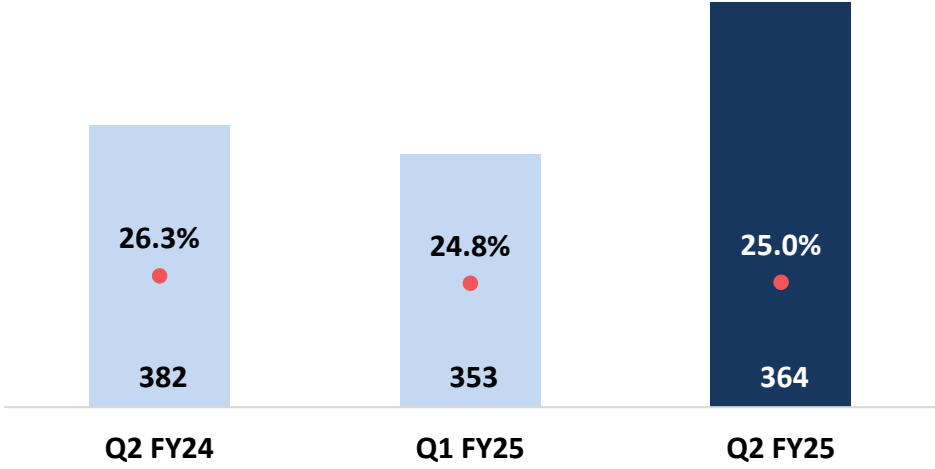


Rs. Mn.

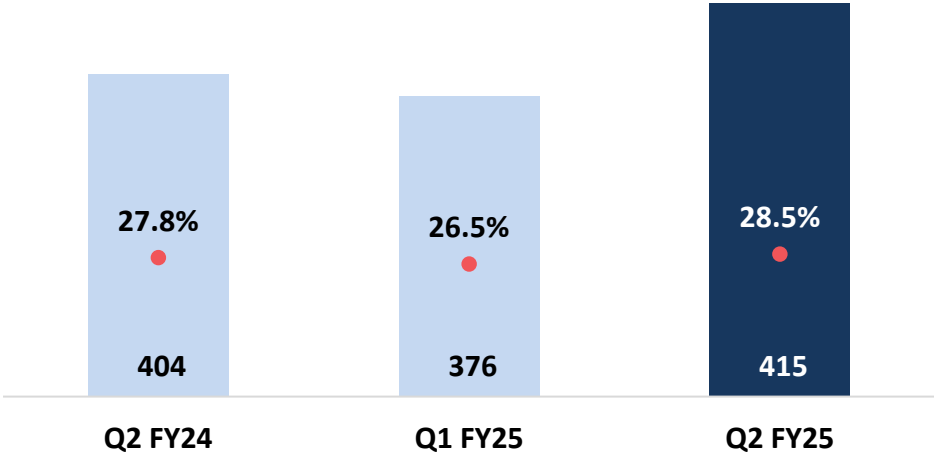
Revenue from Operations and Gross Margin



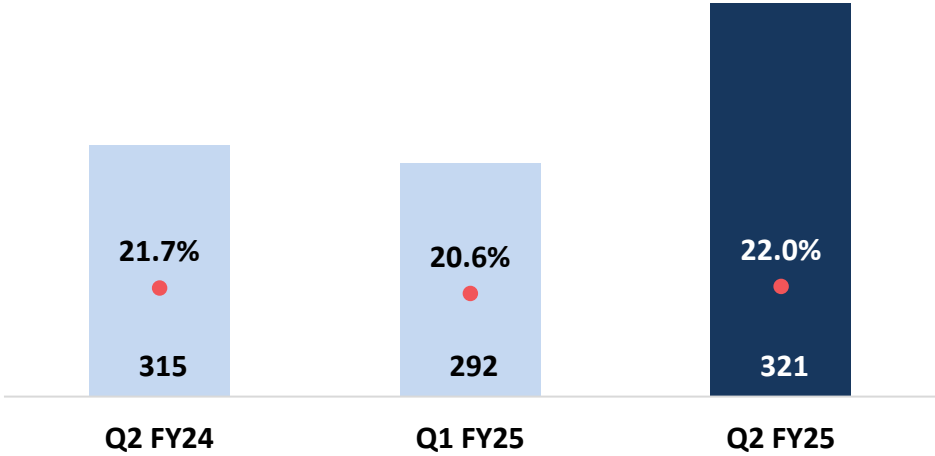
EBITDA and EBITDA Margin



PBT and PBT Margin



PAT and PAT Margin

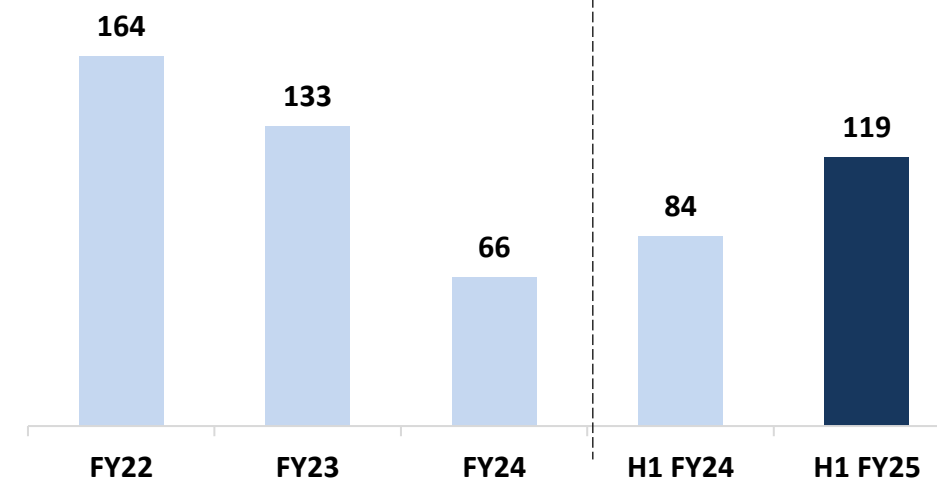


Leverage Profile and Working Capital Cycle

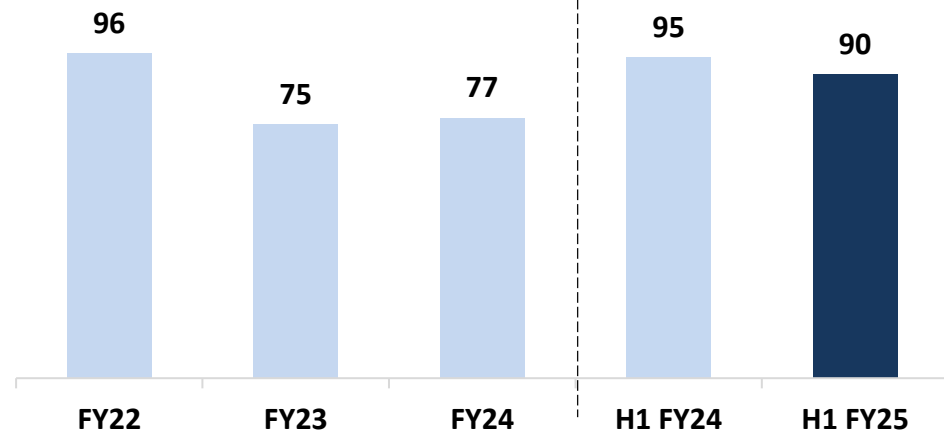
(Rs Mn)	Sep-23	Mar-24	Sep-24
ST Debt	18	52	4
LT Debt	0	0	0
Total Debt	18	52	4
Cash & Cash Equivalent	514	399	563
Net Cash	496	347	559
Equity	4,049	4,536	6,971
Total debt/Equity	0.0044x	0.0114x	0.0006x

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

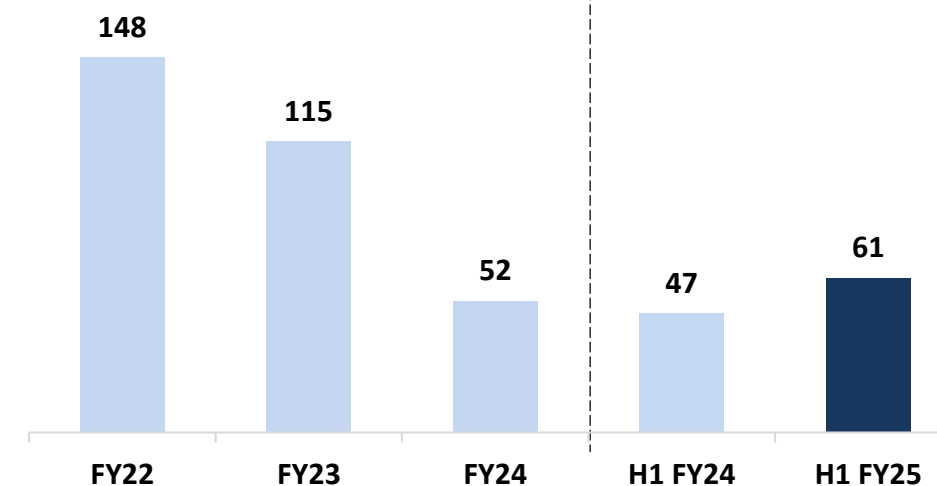
Working Capital Days



Receivable Days



Inventory Days



Consolidated P&L Summary: Q2 FY2025

Particulars (Rs. Million)	Q2 FY25	Q1 FY25	QoQ%	H1 FY25	H1 FY24	YoY%
Revenue from Operations	1,457	1,419	2.7%	2,876	2,775	3.6%
COGS	900	871	3.3%	1,772	1,726	2.7%
Gross Profit	557	548	1.7%	1,105	1,049	5.3%
Gross Profit Margin	38.2%	38.6%		38.4%	37.8%	
Employee Benefit Expenses	61	56	9.1%	117	102	15.2%
Other expenses	132	139	(5.0%)	271	250	8.3%
EBITDA	364	353	3.2%	716	697	2.7%
EBITDA Margin(as a % of sales)	25.0%	24.8%		24.9%	25.1%	
Depreciation and amortisation expenses	16	22	(30.3%)	38	27	39.3%
EBIT	348	330	5.5%	678	670	1.2%
EBIT Margin	23.9%	23.3%		23.6%	24.1%	
Finance Cost	2	2	(12.6%)	5	5	2.1%
Other Income	69	49	41.5%	118	75	57.9%
PBT	415	376	10.3%	791	740	6.9%
Total tax	94	85		179	164	
PAT	321	292	9.9%	612	576	6.3%
PAT Margin	22.0%	20.6%		21.3%	20.8%	
Basic and Diluted EPS	2.75	2.56	7.4%	5.23	5.14	1.8%

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
- Customised solutions for: - 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	- 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	- 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

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

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

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



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

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

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

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



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

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

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

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

	Fineotex - India		Biotex - Malaysia
 Overview	- Diverse product portfolio (470+ categories) across business segments - Applications primarily across the entire textile value chain: pre-treatment to finishing		- Niche product portfolio (50+ categories) - High end super speciality textile chemical applications
 Focus Areas	- Focused on textiles and rapidly entering other fast growing sectors - High profile India customer base		- Sustainable and effective textile solutions - Grow 'Mosquito Life Cycle Controller' revenue share - High profile International customer base
 Business Segments	Textile, Cleaning and Hygiene, Drilling and Other Specialities		- Textile and auxiliary sectors 'Mosquito Life Cycle Controller', an eco friendly non toxic solution for mosquito outbreaks used primarily across developing countries
 Competitive Edge	- Strong brand recall in Indian markets - Reputation for diverse product portfolio - Deep customer relationships		- Strong brand recall in International markets - Solutions for finishing process in textile - Strong R&D capabilities

'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
 Mahape  Ambernath	• Total Production Capacity of Mahape is 36,500 MT • Ambernath plant had the capacity to provide 40,000 MT • Additional Capacity of 21,000 at Ambernath plant • Additional factory land premises of 7 acres at Additional Ambernath MIDC (Construction work started)	• 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	  
 Selangor, Malaysia	• Total Production Capacity: 6,500 MT	• 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
Q2 FY25 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

- Air freshener
- Carpet cleaner
- Carpet shampoo
- Deodorizers
- Floor cleaner
- Furniture maintainer
- Glass cleaner
- Hygienic bathroom cleaner
- Hygienic hard surface cleaner
- Multi surface cleaner
- Surface cleaner cum disinfectant
- Toilet bowl cleaner
- Toilet seat disinfectant
- Washroom cleaner

Kitchen Care

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

Disinfection

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

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



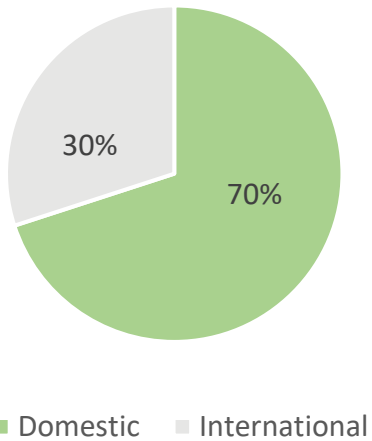
● Facilities at Mahape and Ambernath, Mumbai, India

● 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

Q2 FY25 Revenue Mix



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



Surendra Kumar Tibrewala
Education: B.Com and LLB

Managing Director



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

CFO



Aarti Jhunjunwala
Education: B.Com and M.Com

Head - International Marketing



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



Visit Our Real Time ESG Disclosure Platform



Fineotex is at the forefront of environment friendly practices and sustainability is at the very heart of our business

Click to access ESG Profile

Map our ESG framework with 35+ different frameworks

Download ESG data

Access to ESG factsheet

Search for keywords

Over 12 factors and 400+ KPI

Fineotex Chemicals ESG Profile Link ([Click Here](#))

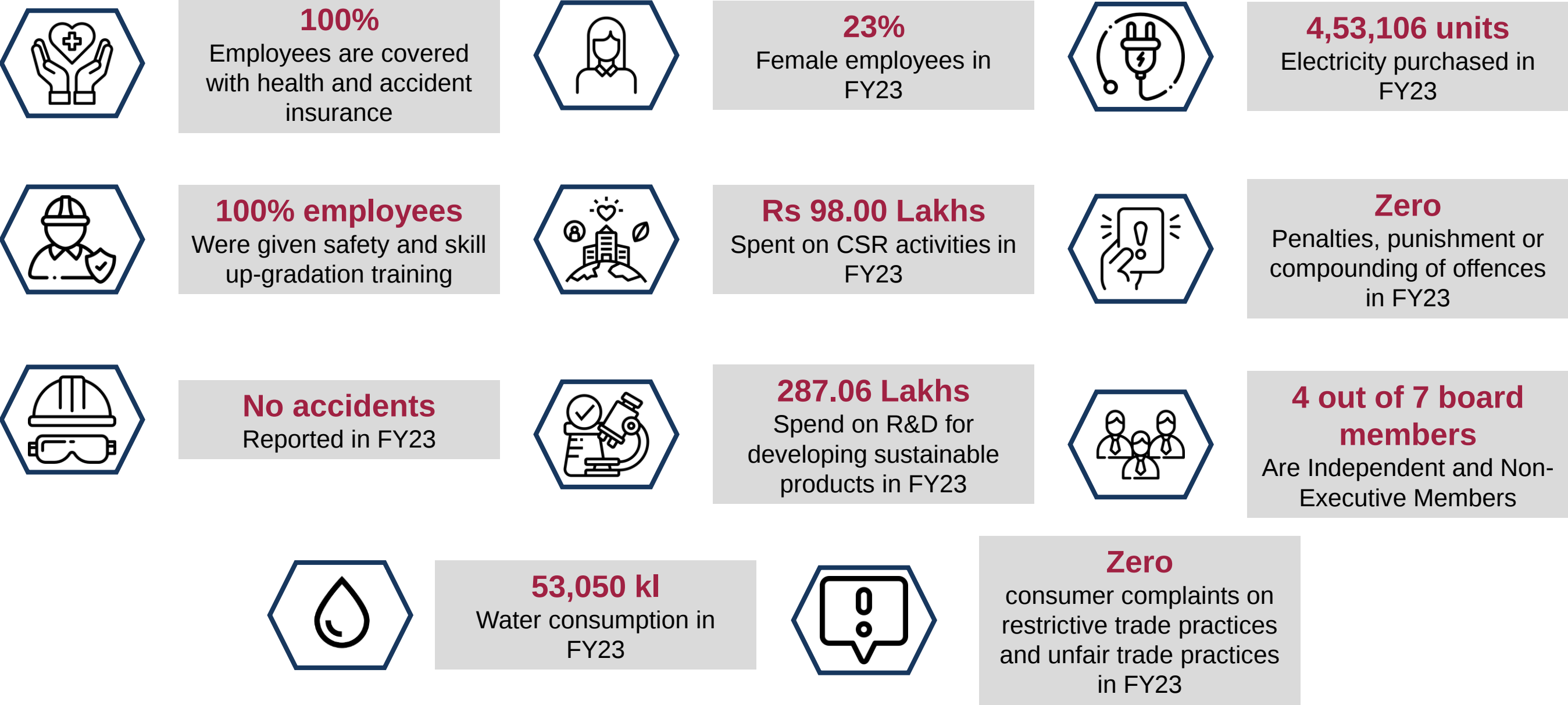
Click to access ESG Profile

The screenshot shows the FCL Fineotex website. The top navigation bar includes links for Products, Product List, About Us, Investor Relation, Sustainability, Investor Module, and Press Coverage. The main content area features a large banner with the text 'We place sustainability high on our' and an image of a wind turbine and sun. A sidebar on the right contains a list of links under the heading 'ENQUIRE NOW', including 'ESG', 'ESG World Framework', 'ESG Factsheet', 'ESG Data', 'ESG Profile', 'ESG Download', 'ESG Search', 'ESG Filter', 'ESG Download', 'ESG Search', 'ESG Filter', 'ESG Download', 'ESG Search', 'ESG Filter'. A red arrow points from the 'ESG' link in the sidebar to the 'Fineotex Chemicals ESG Profile Link' text.

www.fineotex.com



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





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

ISO 9001

ISO 14001

ISO 14045

ISO 45001

ISO 20000

SA 8001

OHSAS18001

ISO 22000

Awards and Recognitions

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

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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FCL FINEOTEX

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