



FAIRCHEM ORGANICS LIMITED

Regd. Office & Works: 253/P and 312, Village – Chekhala, Sanand – Kadi Highway,

Taluka: Sanand, District: Ahmedabad – 382 115, GUJARAT, INDIA

Phone (Board Nos.): (02717) 687900, 687901, +91 90163 24095

E-mail : cs@fairchem.in

CIN: L24200GJ2019PLC129759

website: www.fairchem.in

February 7, 2026

To,
**National Stock Exchange of India
Limited**
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra (East),
Mumbai 400051

To,
**Department of Corporate Services
BSE Limited**
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

Ourselfs: BSE Scrip Code: 543252/NSE symbol: 'FAIRCHEMOR'
**Ref.: Regulation 30 read with Schedule III Part A of SEBI (LODR) Regulations,
2015**

Dear Sirs,

Sub: - Q3 (F.Y. 2025-26) Earnings Presentation

Pursuant to Regulation 30 read with Schedule III Part A of SEBI (LODR) Regulations, 2015, we are uploading herewith a PDF file containing Earnings Presentation for quarter and nine months ended on December 31, 2025.

Please find the above in order and take the same on your record.

Thanking you,

Yours faithfully,
For Fairchem Organics Limited

Jatin Jain
Company Secretary & Compliance Officer
ACS - 24293

Encl: As above

Fairchem Organics Limited



Earnings Presentation

Q3 | 9M FY26

Company at a Glance

29 years of legacy

Long lasting Pan India Raw Material sourcing capabilities with diversified vegetable oil refineries

Well entrenched Customer Relationships in high growth industries like Paint, Printing Inks, Lubricants, Cosmetics

Promoted by Fairfax India Holdings and backed by experienced Management team

Forward integration to make value added products from co-product – Monomer (Monobasic) Fatty Acid – stream to make Isostearic Acid

High emphasis on Business Sustainability and Corporate Governance standards

Leading manufacturer in India for substantial part of the overall revenue

Raw materials throughput capacity expansion completed with minimal capex

The recent announcement of level playing tariff with US and proposed FTA with EU/UK augers well for our export strategy

One of a kind manufacturing process using by-products of vegetable oils which are generated in very small quantities of ~ 1.25% (for Acid Oil) and ~0.25% (for DOD) of soft oils processed

State-of-the-art manufacturing unit with critical equipment/design from Germany & Switzerland

Proposal to add one new raw material (falling under Oleo Chemicals only) to make value added products

Export of Isostearic Acid to several countries already in place

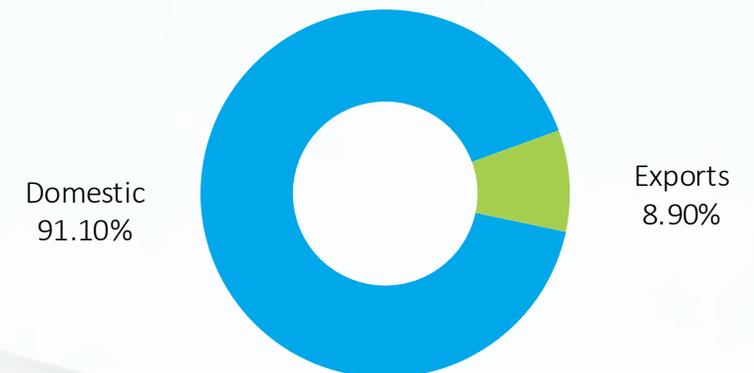
Company Overview

- Fairchem Organics Ltd. (Fairchem) is engaged in the business of manufacturing of Oleo Chemicals and Nutraceuticals, since the last 29 years.
- It has a state-of-art Manufacturing unit which was set up in 1995 and has over the years gone through various stages of expansion, forward integration, debottlenecking and technological advancements to create a one of its kind world class facility.
- The Company's key oleo chemical products include Dimer Acid, Linoleic Acid, Palmitic Acid, Monomer Acid, Isostearic Acid and nutraceutical products include Mixed Tocopherols and Sterol concentrate.
- Fairchem is one of the only/leading manufacturers of Linoleic Acid and Dimer Acid in India, which are major part of the overall revenues and having a large addressable market size in India.
- Mixed Tocopherol concentrate and Sterols concentrate are nutraceutical products having usage in FMCG and food additives.
- Its customers include marquee names like Asian Paints, Arkema, Quaker etc.
- The Company is the only Isostearic Acid manufacturer in India.
- The recent announcement of level playing tariff with US and proposed FTA with EU/UK will augur well to increase in our high margin export sales

Revenue (INR Mn) & EBITDA Margin (%)



9M FY26 Geographical Revenue (%)



Fairchem's Competitive Advantage

Major Player in the Indian Oleo Chemical Market Using Renewable Resources

- Processing waste generated during edible oil refining process to produce high value oleo chemicals giving it price advantage
- Enjoy Leadership Position in the industry due to barriers to entry
- Focus on green manufacturing processes which reduce effluents to ensure sustainability

Strong Customer and Supplier Relationships

- Well entrenched Customer Relationships in high growth industries like Paint, Inks, FMCG, lubricants, cosmetics.
- Long lasting customer relationships of more than 15 years with various customers
- More than 20 years relationship with key raw material suppliers

Competitive Position

- Low cost of raw material and efficient manufacturing process enables it to be highly cost competitive vis a vis global peers
- Leading manufacturer in India for substantial part of the overall revenue
- Position to market entire quantity of Prime Products it produces

Experienced senior management

- Fairchem is well supported by an esteemed Promoter Institution – Fairfax India Holdings
- Strong and experienced management team that have positioned business well for continued growth and development
- Strong R&D team focusing on integration and green chemistry

Capital Efficiency

- Majority of the capacity expansion has been undertaken primarily through internal accruals.
- Recently concluded buy-back of INR 340 Mn in Jan-26.
- Judicious strategy on capacity expansion by evaluating market demand-supply scenario and working very closely with its customer base

Strong R&D Focus with an Experienced Team

Continued Investment in R&D and Innovation

- Highly skilled employee base with strong engineering focus and deep experience (average experience of 10 years in the firm)
- Capable of offering blends specific to customer requirements at short notice
- Low switching cost of process lines
- Built the capability to expand and contract production as required
- 'Near-zero rejections' of output stemming from strict quality controls

Fairchem's state-of-the-art R&D Lab



R&D lab
established in
2018



Area:
386 sq mt



of employees:
13 (including 1
PhD)



Critical lab
equipment made in
European countries
viz. Switzerland,
Germany etc.

Industry Standards and Regulatory Credentials



ISO 9001: 2015 (Quality Management)

ISO 14001:2015 (Environmental Management)

ISO 45001:2018 (Occupational Health and Safety Management)



ESG Initiatives

ENVIRONMENT

SOCIAL

GOVERNANCE

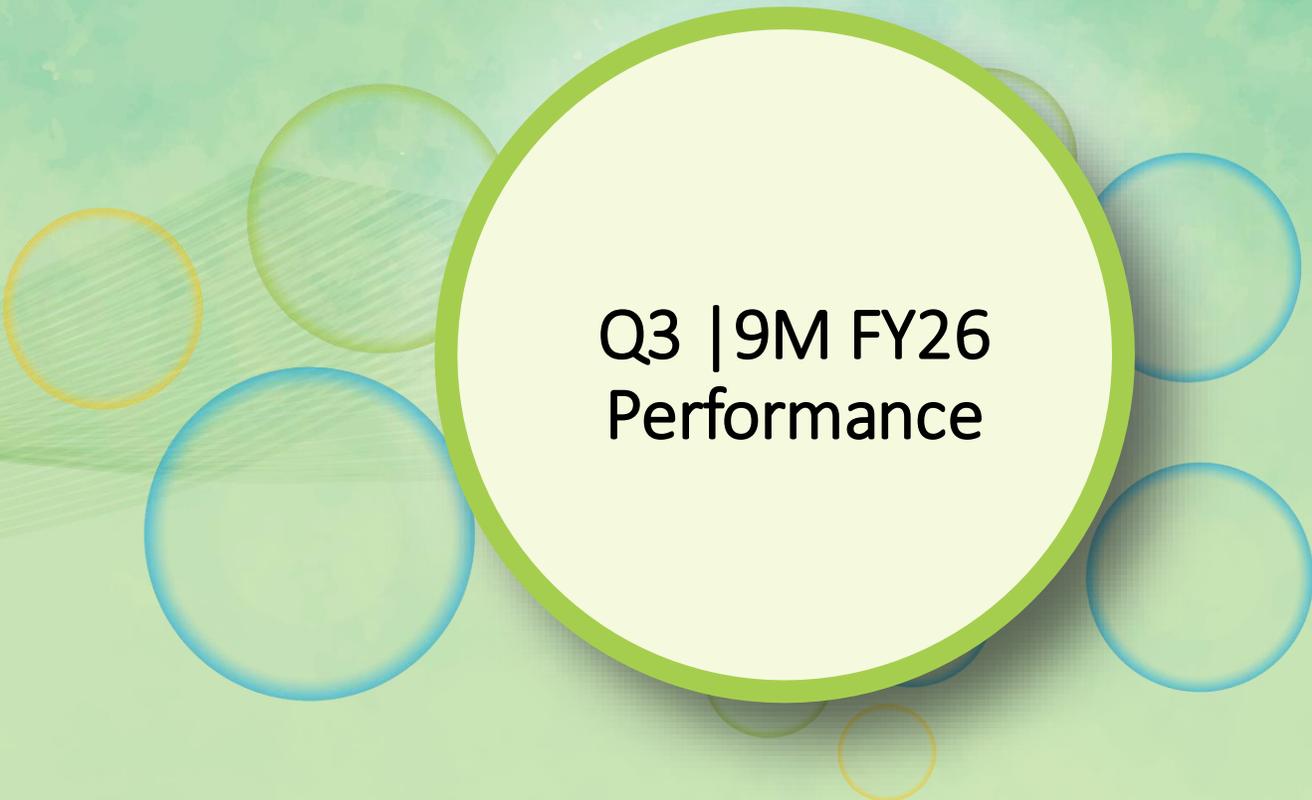
Effluent	Method of Disposal
Water Discharge	Zero Liquid Discharge by Multi Effect Evaporator and Agitated Thin Film Dryer
Air Emission	Bag filters and Water Scrubbers are there
Non-hazardous waste	We are sending the same to GPCB approved Solid Waste Disposable site for doing the needful there.
Hazardous waste	We are sending the same to GPCB approved registered Recycler / Co-processor.

CSR Activities

- Contribution towards ‘Project Dialysis’ of around INR 9.2 Mn
- Promoting Healthcare for treatment of cancer patients, including preventive healthcare, encompassed by the purchase of Ophthalmic Screening Devices.
- Cleanliness campaign in 3 villages i.e. Chekhla, Amnagar and Nana Viramgam
- Measures benefiting the Armed Forces, Police Forces, and Paramilitary Forces, as well as their veterans, war widows, and dependents
- Contribution of around INR 10.1 Mn for medical treatment of cancer patients under promoting healthcare

- Always be adequately capitalized
- Not overleverage the balance sheet
- Secure sources of sustainable raw material supply
- Invest in backward and forward integration
- Transparent communications with all the stakeholders
- Low volatility in the cash flow generation
- Employees are given training on fire safety, first aid, housekeeping and cleanliness practices
- Production equipment tested every three years by external firm
- Near-zero factory accidents since inception⁽¹⁾

(1) Fire in November 2012 (with no casualties or injuries) was the only major incident since inception



Q3 | 9M FY26 Performance

Q3 | 9M FY26 Financial & Operational Highlights

Q3 FY26 Financial Performance

INR 1,001 Mn

Revenue from
Operations

INR 42 Mn

EBITDA

4.20%

EBITDA Margins

INR 7 Mn

PBT

INR 6 Mn

PAT w/o.
Exceptional item

0.60%

PAT Margins

9M FY26 Financial Performance

INR 3,427 Mn

Revenue from
Operations

INR 136 Mn

EBITDA

3.97%

EBITDA Margins

INR 35 Mn

PAT

INR 25 Mn

PAT w/o.
Exceptional item

0.73%

PAT Margins

- Revenue from operations for Q3 FY26 declined by 12.0% Y-o-Y basis, reflecting weaker offtake, from the paints segment and discontinuation of export of prime product to USA.
- EBITDA margin impacted to 4.20% in Q3 FY26 primarily due to firm raw material prices and cheaper imports.
- The paints sector's lower lifting of material is likely linked to market share challenges arising from the entry of a new player, impacting both volume and realizations.
- Due to higher custom duty (currently 16.5% vs. original 5.5%) the raw material prices remained elevated, as global vegetable oil markets continued to trade firm. Dimer Acid margins stayed under pressure, intensified by aggressive Chinese pricing and unchanged 7.5% import duty.
- With recent announcement of level playing tariff in US and proposed FTA with UK/EU ,company is confident to quickly ramp up the sales of high margin product in export market.

Quarterly Financial Performance

PARTICULARS (INR Mn)	Q3 FY26	Q3 FY25	Y-O-Y
Revenue from Operations	1,001	1,136	(11.9)%
Total Expenses	959	1,058	(9.4)%
EBITDA	42	78	(46.2)%
<i>EBITDA Margins (%)</i>	<i>4.20%</i>	<i>6.87%</i>	<i>(267) Bps</i>
Other Income	3	5	(40.0)%
Depreciation	28	27	3.7%
Finance Cost	10	9	11.1%
PBT	7	47	(85.1)%
Tax	1	12	(91.7)%
PAT w/o. Exceptional item	6	35	(82.9)%
<i>PAT Margins (%)</i>	<i>0.60%</i>	<i>3.08%</i>	<i>(248) Bps</i>
Exceptional Item- New Labour code(Net of tax)	7	-	NA
Other Comprehensive Income	4	1	NA
Total Comprehensive Income	3	36	(91.7)%

YTD Financial Performance

PARTICULARS (INR Mn)	9M FY26	9M FY25	YOY
Revenue from Operations	3,427	4,171	(17.8)%
Total Expenses	3,291	3,787	(13.1)%
EBITDA	136	384	(64.6)%
<i>EBITDA Margins (%)</i>	3.97%	9.21%	(524) Bps
Other Income	8	11	(27.3)%
Depreciation	83	79	5.1%
Finance Cost	26	28	(7.1)%
PBT	35	288	(87.8)%
Tax	10	74	(86.5)%
PAT w/o. Exceptional item	25	214	(88.3)%
<i>PAT Margins (%)</i>	0.73%	5.13%	(440) Bps
Exceptional Item- New Labour code(Net of tax)	7	-	NA
Other Comprehensive Income	3	(1)	NA
Total Comprehensive Income	21	213	(90.1)%

Historical Income Statement

PARTICULARS (INR Mn)	FY23	FY24	FY25	9M-FY26
Revenue from Operations	6,480	6,215	5,379	3,427
Total Expenses	5,756	5,545	4,951	3,291
EBITDA	724	670	428	136
<i>EBITDA Margins (%)</i>	<i>11.17%</i>	<i>10.78%</i>	<i>7.96%</i>	<i>3.97%</i>
Other Income	7	11	13	8
Depreciation	82	93	105	83
Finance Cost	63	42	37	26
PBT	586	546	299	35
Tax	151	141	79	10
PAT w/o. Exceptional item	435	405	220	25
<i>PAT Margins (%)</i>	<i>6.71%</i>	<i>6.52%</i>	<i>4.09%</i>	<i>0.73%</i>
Exceptional Item- New Labour code(Net of tax)	-	-	-	7
Other Comprehensive Income	5	(1)	(1)	3
Total Comprehensive Income	440	404	219	21
Basic/Diluted EPS (INR per share)	33.41	31.10	16.88	1.42

Historical Balance Sheet

ASSETS	FY24	FY25	H1 FY26
Non-Current Assets			
Property, Plant and Equipment	1,868	1,971	1,954
Capital work-in-progress	60	117	137
Right of use assets	41	40	40
Intangible Assets	3	2	1
Intangible Assets Under Development	-	-	-
Financial Assets			
(i) Other Financial Assets	2	2	2
Non-current Tax Assets (Net)	19	67	89
Other Non-current Assets	22	13	61
	2,015	2,212	2,284
Current Assets			
Inventories	697	883	883
Financial Assets			
(i) Trade receivables	568	861	625
(ii) Cash and Bank Balance	1	13	13
Other current assets	62	49	78
	1,328	1,806	1,599
TOTAL ASSETS	3,343	4,018	3,883

EQUITY AND LIABILITIES	FY24	FY25	H1 FY26
EQUITY			
Equity Share Capital	130	130	130
Instruments entirely equity in nature			
Other Equity	2,769	2,890	2,810
	2,899	3,020	2,940
LIABILITIES			
Non-Current Liabilities			
Financial Liabilities			
Borrowings	-	-	-
Provisions	22	25	26
Deferred Tax Liabilities (Net)	161	187	193
	183	212	219
Current Liabilities			
Financial Liabilities			
(i) Borrowings	73	630	544
(ii) Trade Payables	130	83	104
(iii) Other financial liabilities	3	16	15
Other current liabilities	43	43	46
Provisions	11	14	15
Current Tax Liabilities (Net)	1	-	-
	261	786	724
TOTAL EQUITY AND LIABILITIES	3,343	4,018	3,883

Historical Cash Flow Statement

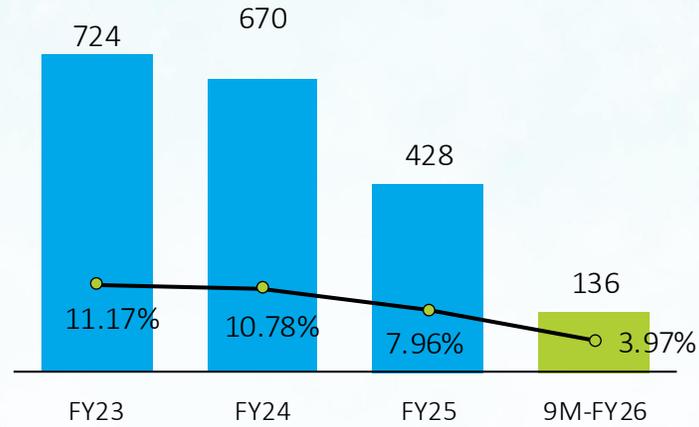
PARTICULARS (INR Mn)	FY24	FY25	H1 FY26
Cash and Cash Equivalents at Beginning of the year	0.1	0.1	0.1
Cash Flow From Operating Activities	745	(168)	307
Cash Flow from Investing Activities	(176)	(255)	(106)
Cash Flow From Financing Activities	(569)	423	(200)
Net Inc./((Dec.) in Cash and Cash Equivalent	-	-	-
Cash and Cash Equivalents at End of the year	0.1	0.1	0.1
Operating Cash Inflow	745	(168)	307
Investing Activities	(176)	(255)	(106)
FCF	569	(423)	200

Key Financial Highlights

Revenue (INR Mn)



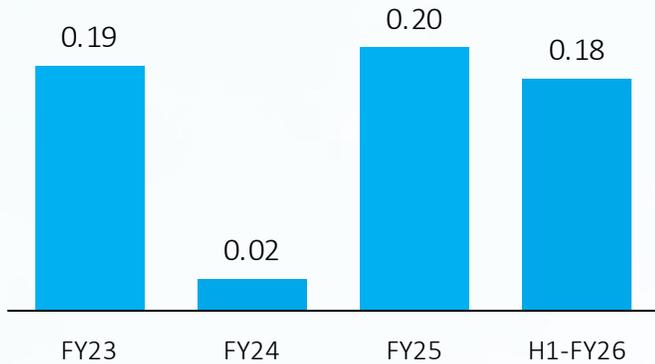
EBITDA (INR Mn) & EBITDA Margin (%)



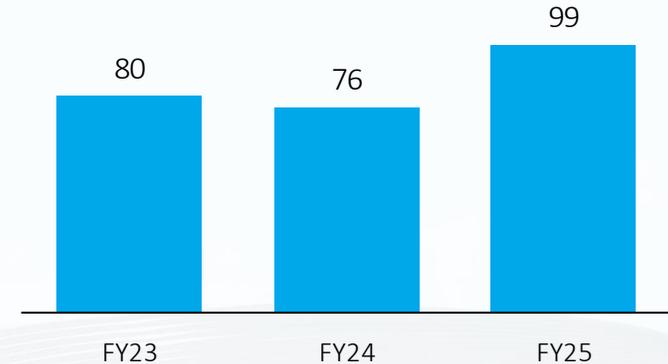
PAT (INR Mn) & PAT Margin (%)



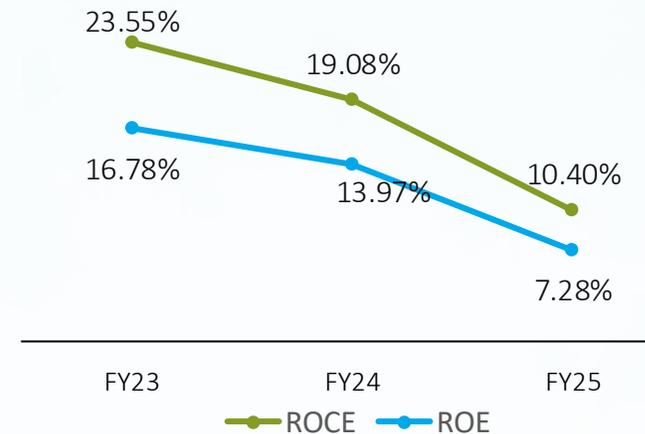
Net Debt to Equity



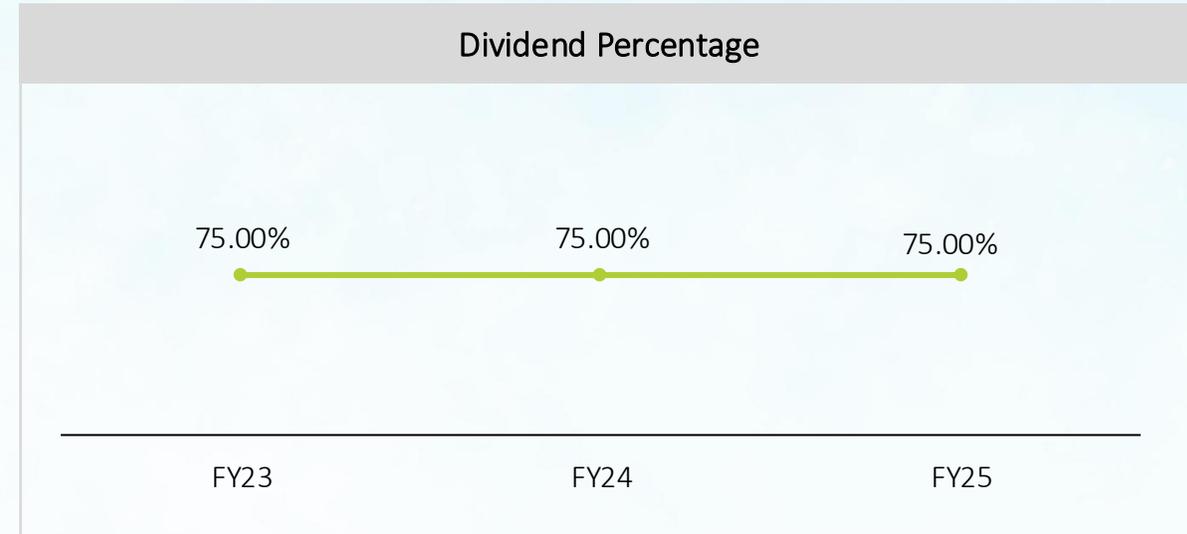
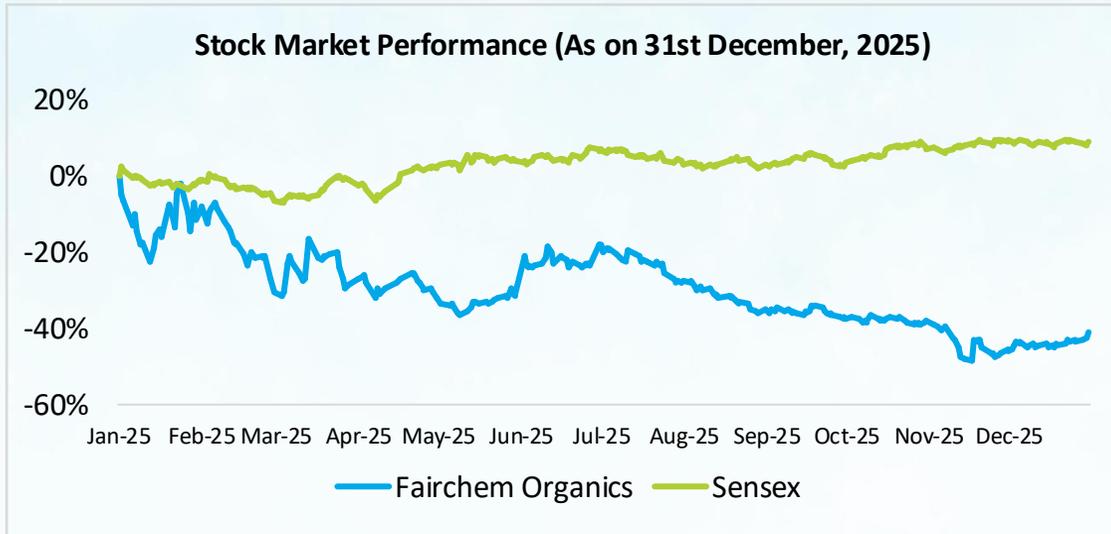
Cash Conversion Cycle Days



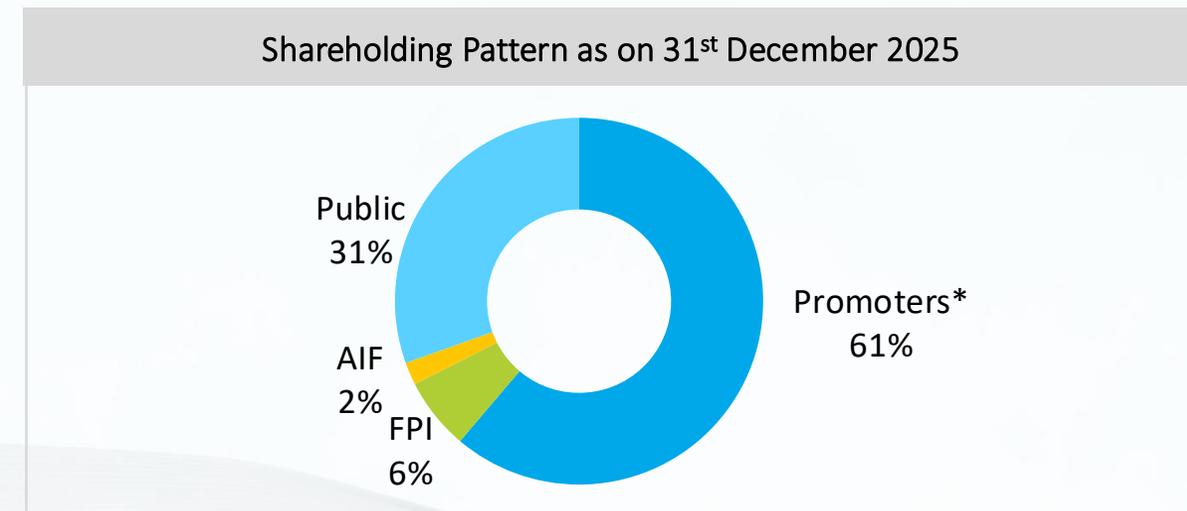
Return Ratios



Capital Market Data



Price Data as of 31 st December 2025	INR
Face Value	10.0
Market Price (BSE)	724.7
52 Week H/L	1,230.20/620.35
Market Cap (Mn)	9,436.25
Equity Shares Outstanding (Mn)	13.02
1 Year Avg Trading Volume ('000)	26.00



* Increased to 63.25% in Jan-26 post successful completion of buyback

Disclaimer

Fairchem Organics Limited Disclaimer:

The information contained in this presentation is only current as of its date. All actions and statements made herein or otherwise shall be subject to the applicable laws and regulations as amended from time to time. There is no representation that all information relating to the context has been taken care off in the presentation and neither we undertake any obligation as to the regular updating of the information as a result of new information, future events or otherwise. We will accept no liability whatsoever for any loss arising directly or indirectly from the use of, reliance of any information contained in this presentation or for any omission of the information. The information shall not be distributed or used by any person or entity in any jurisdiction or countries were such distribution or use would be contrary to the applicable laws or Regulations. It is advised that prior to acting upon this presentation independent consultation / advise may be obtained and necessary due diligence, investigation etc. may be done at your end. You may also contact us directly for any questions or clarifications at our end. This presentation contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects, and future developments in our industry and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words 'may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, potential or continue and similar expressions identify forward looking statements. Actual results, performances or events may differ materially from these forward-looking statements including the plans, objectives, expectations, estimates and intentions expressed in forward looking statements due to a number of factors, including without limitation future changes or developments in our business, our competitive environment, telecommunications technology and application, and political, economic, legal and social conditions in India. It is cautioned that the foregoing list is not exhaustive This presentation is not being used in connection with any invitation of an offer or an offer of securities and should not be used as a basis for any investment decision

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

For further details, please feel free to contact our Investor Relations Representatives:



Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-4903-9500
Email: fairchem@valoremadvisors.com
Investor Kit-link- <https://www.valoremadvisors.com/fairchem>