



# FAIRCHEM ORGANICS LIMITED

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E-mail : cs@fairchem.in

CIN: L24200GJ2019PLC129759

website: www.fairchem.in

November 10, 2025

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: - Q2 (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 six month ended on September 30, 2025.

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

Thanking you,

Yours faithfully,

For Fairchem Organics Limited

Rajen Jhaveri  
Chief Financial Officer & Company Secretary  
ACS - 6615

Encl: As above

# Fairchem Organics Limited



## Earnings Presentation

Q2/H1-FY26

# Company at a Glance

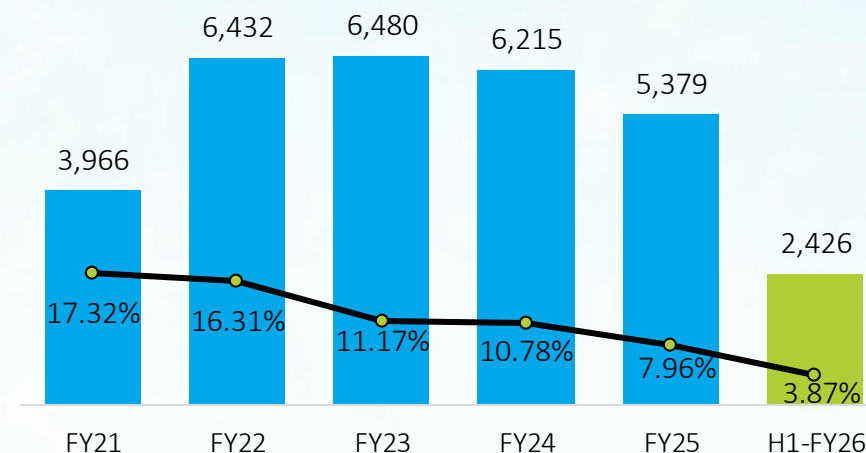




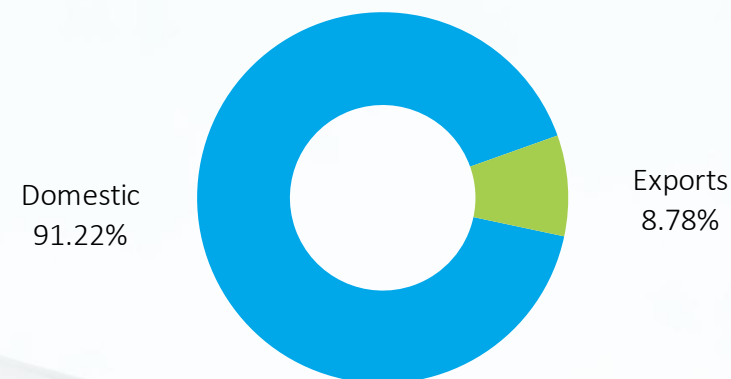
# Company Overview

- 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.
- Fairchem has a permanent employee base of 230 along with few additional contract workers. Company enjoys a very low employee attrition particularly at upper level.
- 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, Huber, Arkema, Quaker etc.
- The Company increased the raw material throughput capacity of its plant to 120,000 MTPA in Q1-FY23.
- The Company is the only Isostearic Acid manufacturer in India which exports the said product to different countries in U.S.A., Europe, South America and Southeast Asia. The Company is set to export this product to couple of more countries shortly.

Revenue (INR Mn) & EBITDA Margin (%)



Q2-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.
- Judicious strategy on capacity expansion by evaluating market demand-supply scenario and working very closely with its customer base

# ESG Initiatives



## ENVIRONMENT



## SOCIAL



## GOVERNANCE

### 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 Rs. 10.1 Mn for medical treatment of cancer patients under promoting healthcare
- Have Undertaken project of building school in local village Chekhala for secondary /higher secondary standards.

- 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<sup>(1)</sup>

### 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.

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

## Q2/H1-FY26 Performance



# Q2/H1-FY26 Financial & Operational Highlights

## Q2-FY26 Financial Performance

**INR 1,115 Mn**

Revenue from  
Operations

**INR 42 Mn**

EBITDA

**3.77%**

EBITDA Margins

**INR 8 Mn**

PAT

**0.72%**

PAT Margins

**INR 0.59/Share**

Diluted EPS

## H1-FY26 Financial Performance

**INR 2,426 Mn**

Revenue from  
Operations

**INR 94 Mn**

EBITDA

**3.87%**

EBITDA Margins

**INR 19 Mn**

PAT

**0.78%**

PAT Margins

**INR 1.49 /Share**

Diluted EPS

- Revenue from operations declined by 14.9% in value terms and 19.9% in volume terms on a Q-o-Q basis, reflecting weaker offtake, from the paints segment and discontinuation of export of prime product to USA.
- EBITDA margin softened marginally to 3.77% in Q2-FY26 from 3.97% in Q1-FY26, primarily due to firm raw material prices.
- Demand weakness was compounded by initial uncertainty and subsequent imposition of 50% U.S. tariff on select Indian exports, which also affected the Company's prime product basket.
- 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.
- Despite partial rollback of additional customs duty, 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.
- Isostearic Acid remains the key strategic growth product, though exports beyond the U.S. are seeing slower-than-expected scale-up due to new regulatory registration requirement in Europe. The Company is currently in process of completing compliance, post which exports are expected to ramp up in a staggered manner.
- Domestic sales accounted for 91.22% of revenue and export sales for 8.78% during the quarter. The Company processed 11,492 MT and sold 10,469 MT during Q2-FY26.



# Quarterly Financial Performance

PARTICULARS (INR Mn)	Q2-FY26	Q2-FY25	Y-O-Y	Q1-FY26	Q-O-Q
Revenue from Operations	1,115	1,386	(19.6)%	1,311	(15.0)%
Total Expenses	1,073	1,299	(17.4)%	1,259	(14.8)%
EBITDA	42	87	(51.7)%	52	(19.2)%
<i>EBITDA Margins (%)</i>	<i>3.77%</i>	<i>6.28%</i>	<i>(251) Bps</i>	<i>3.97%</i>	<i>(20) Bps</i>
Other Income	4	4	-	1	300%
Depreciation	28	26	7.7%	27	3.7%
Finance Cost	6	10	(40.0)%	10	(40.0)%
PBT	12	55	(78.2)%	16	(25.0)%
Tax	4	15	(73.3)%	4	-
Profit After Tax	8	40	(80.0)%	12	(33.3)%
<i>PAT Margins (%)</i>	<i>0.72%</i>	<i>2.89%</i>	<i>(217) Bps</i>	<i>0.92%</i>	<i>(20) Bps</i>
Other Comprehensive Income	(1)	(1)	-	(1)	-
Total Comprehensive Income	7	39	(82.1)%	11	(36.4)%
Basic/Diluted EPS(INR per share)	0.59	3.08	(80.8)%	0.90	(34.4)%

# Half Yearly Financial Performance

PARTICULARS (INR Mn)	H1- FY26	H1- FY25	YOY
Revenue from Operations	2,426	3,035	(20.1)%
Total Expenses	2,332	2,730	(14.6)%
EBITDA	94	305	(69.2)%
<i>EBITDA Margins (%)</i>	<i>3.87%</i>	<i>10.05%</i>	<i>(618) Bps</i>
Other Income	5	6	(16.7)%
Depreciation	55	52	5.8%
Finance Cost	16	18	(11.1)%
PBT	28	241	(88.4)%
Tax	9	62	(85.5)%
Profit After Tax	19	179	(89.4)%
<i>PAT Margins (%)</i>	<i>0.78%</i>	<i>5.90%</i>	<i>(512) Bps</i>
Other Comprehensive Income	(1)	(2)	50%
Total Comprehensive Income	18	177	(89.8)%
Basic/Diluted EPS (INR per share)	1.49	13.72	(89.1)%

# Historical Income Statement

PARTICULARS (INR Mn)	FY23	FY24	FY25	H1-FY26
Revenue from Operations	6,480	6,215	5,379	2,426
Total Expenses	5,756	5,545	4,951	2,332
EBITDA	724	670	428	94
<i>EBITDA Margins (%)</i>	<i>11.17%</i>	<i>10.78%</i>	<i>7.96%</i>	<i>3.87%</i>
Other Income	7	11	13	5
Depreciation	82	93	105	55
Finance Cost	63	42	37	16
PBT	586	546	299	28
Tax	151	141	79	9
Profit After Tax	435	405	220	19
<i>PAT Margins (%)</i>	<i>6.71%</i>	<i>6.52%</i>	<i>4.09%</i>	<i>0.78%</i>
Other Comprehensive Income	5	(1)	(1)	(1)
Total Comprehensive Income	440	404	219	18
Basic/Diluted EPS (INR per share)	33.41	31.10	16.88	1.49

# Historical Balance Sheet

ASSETS	FY24	FY25	H1-FY26
<b>Non-Current Assets</b>			
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
	<b>2,015</b>	<b>2,212</b>	<b>2,284</b>
<b>Current Assets</b>			
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
	<b>1,328</b>	<b>1,806</b>	<b>1,599</b>
<b>TOTAL ASSETS</b>	<b>3,343</b>	<b>4,018</b>	<b>3,883</b>

EQUITY AND LIABILITIES	FY24	FY25	H1-FY26
<b>EQUITY</b>			
Equity Share Capital	130	130	130
Instruments entirely equity in nature			
Other Equity	2,769	2,890	2,810
	<b>2,899</b>	<b>3,020</b>	<b>2,940</b>
<b>LIABILITIES</b>			
<b>Non-Current Liabilities</b>			
Financial Liabilities			
Borrowings	-	-	-
Provisions	22	25	26
Deferred Tax Liabilities (Net)	161	187	193
	<b>183</b>	<b>212</b>	<b>219</b>
<b>Current Liabilities</b>			
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	-	-
	<b>261</b>	<b>786</b>	<b>724</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>3,343</b>	<b>4,018</b>	<b>3,883</b>

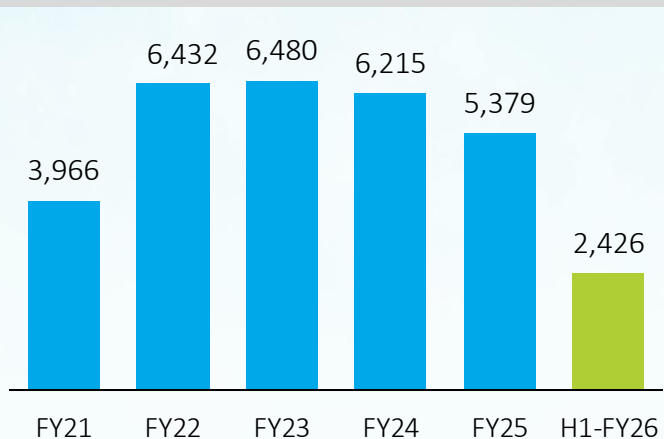


# Historical Cash Flow Statement

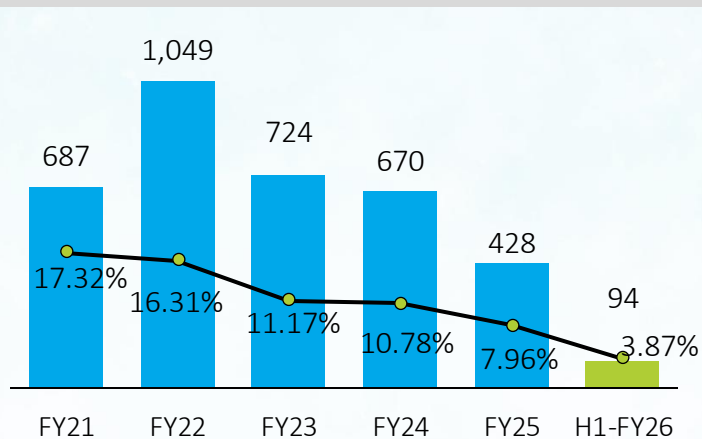
PARTICULARS (INR Mn)	FY24	FY25	H1-FY26
Cash and Cash Equivalents at Beginning of the year	0.1	0.1	0.1
Cash Flow From Operating Activities	745	(168)	307
Cash Flow from Investing Activities	(176)	(255)	(106)
Cash Flow From Financing Activities	(569)	423	(200)
Net Inc./ (Dec.) in Cash and Cash Equivalent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

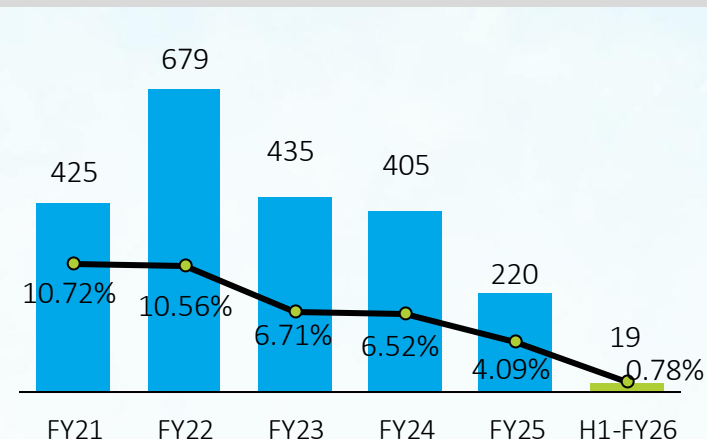
### Revenue (INR Mn)



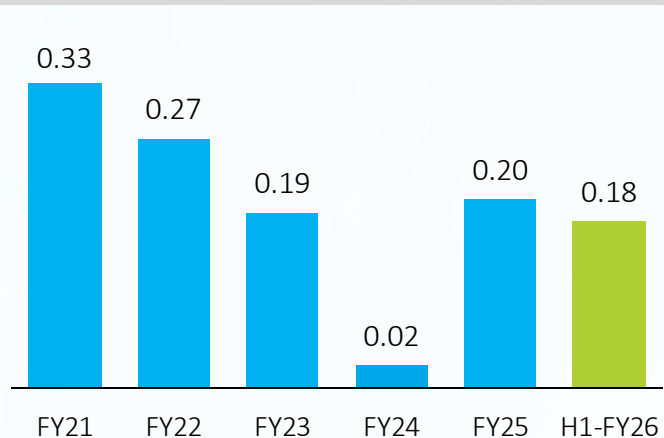
### EBITDA (INR Mn) & EBITDA Margin (%)



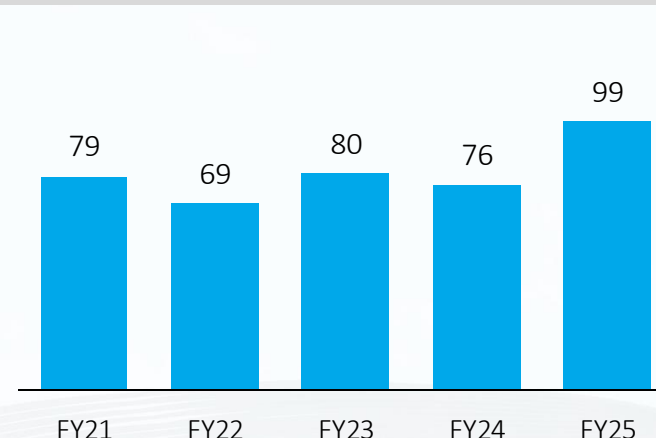
### PAT (INR Mn) & PAT Margin (%)



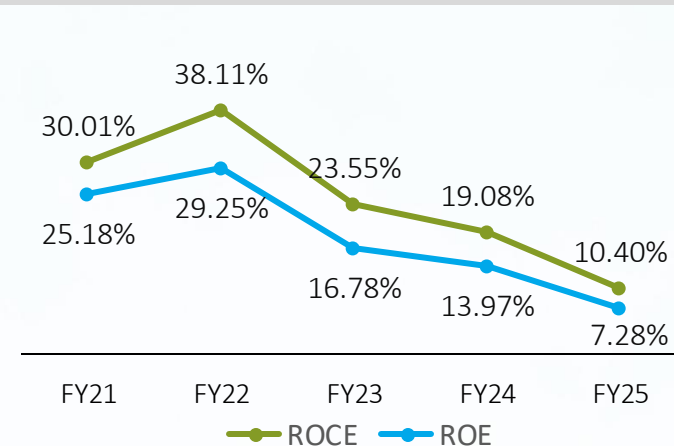
### Net Debt to Equity



### Cash Conversion Cycle Days

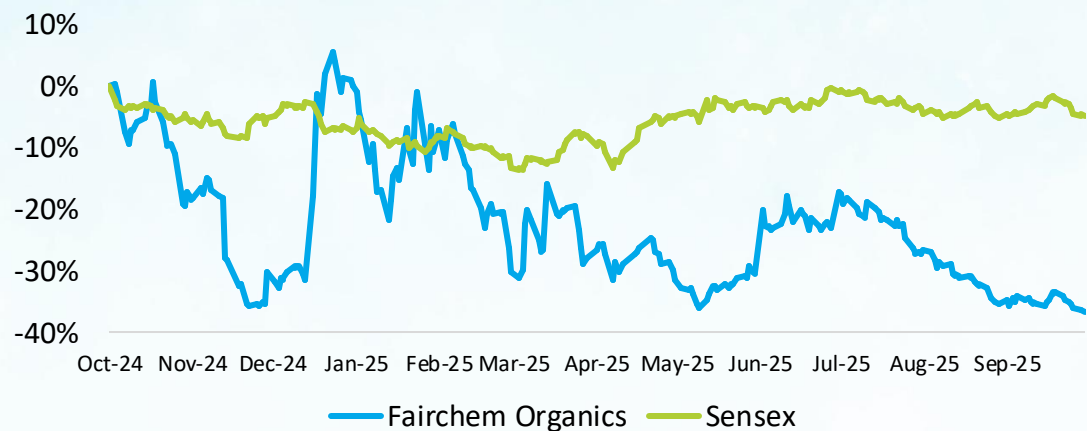


### Return Ratios

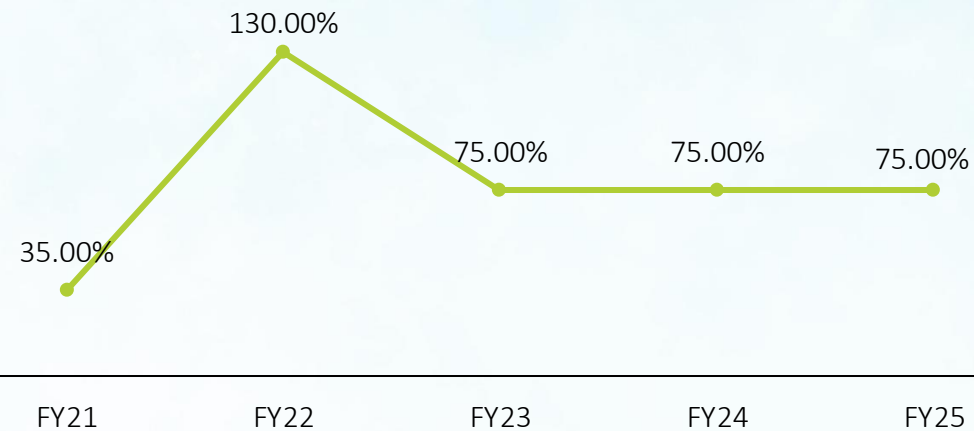


# Capital Market Data

Stock Market Performance (As on 30th September, 2025)



Dividend Percentage

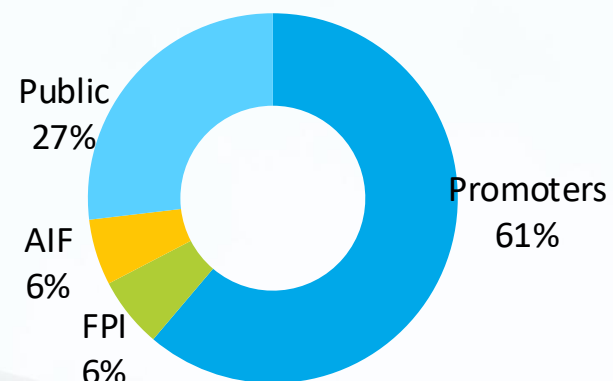


Price Data as of 30<sup>th</sup> September 2025

INR

Face Value	10.0
Market Price (BSE)	773.2
52 Week H/L	1,307.95/747.30
Market Cap (Mn)	10,067.76
Equity Shares Outstanding (Mn)	13.02
1 Year Avg Trading Volume ('000)	36.1

Shareholding Pattern as on 30<sup>th</sup> September 2025



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