



FINEOTEX CHEMICAL LIMITED



16s/43

16th August 2016

To,

General Manager, Listing Department, The 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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Dear Sirs/Madam,

Subject:- Regulation 30, Schedule III Part A (15) of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015

With reference to the above caption subject, we hereby enclose Earning Presentation for quarter ended 30th June 2016, requesting you to kindly take it in your record.

Thanking You,

Yours faithfully,

For **FINEOTEX CHEMICAL LIMITED**

Raina Dsilva
(Company Secretary)



EXECUTIVE SUMMARY

**OVERVIEW**

- Fineotex Group founded in 1979 is engaged in manufacturing of Specialty Chemicals and Enzymes.
- Mr. Surendra Kumar Tibrewala is Chairman & MD and Mr Sanjay Tibrewala Executive Director & CFO.
- The company has manufacturing facilities in Navi Mumbai and Malaysia with a combined production capacity of 22,000 MT/p.a.
- Current Market Capitalization is INR 3,632.91 MN as of 31st March, 2016 .

**BUSINESS MIX**

- Fineotex is one of India's largest and most progressive speciality textile chemical manufacturers.
- The Company manufactures chemicals for the entire value chain for the textile industry including pretreatment, dyeing , printing and finishing process
- The company also manufactures other chemicals for various industries like agro , adhesives , construction, water treatment etc.
- It has more than 400 products catering to various industries.

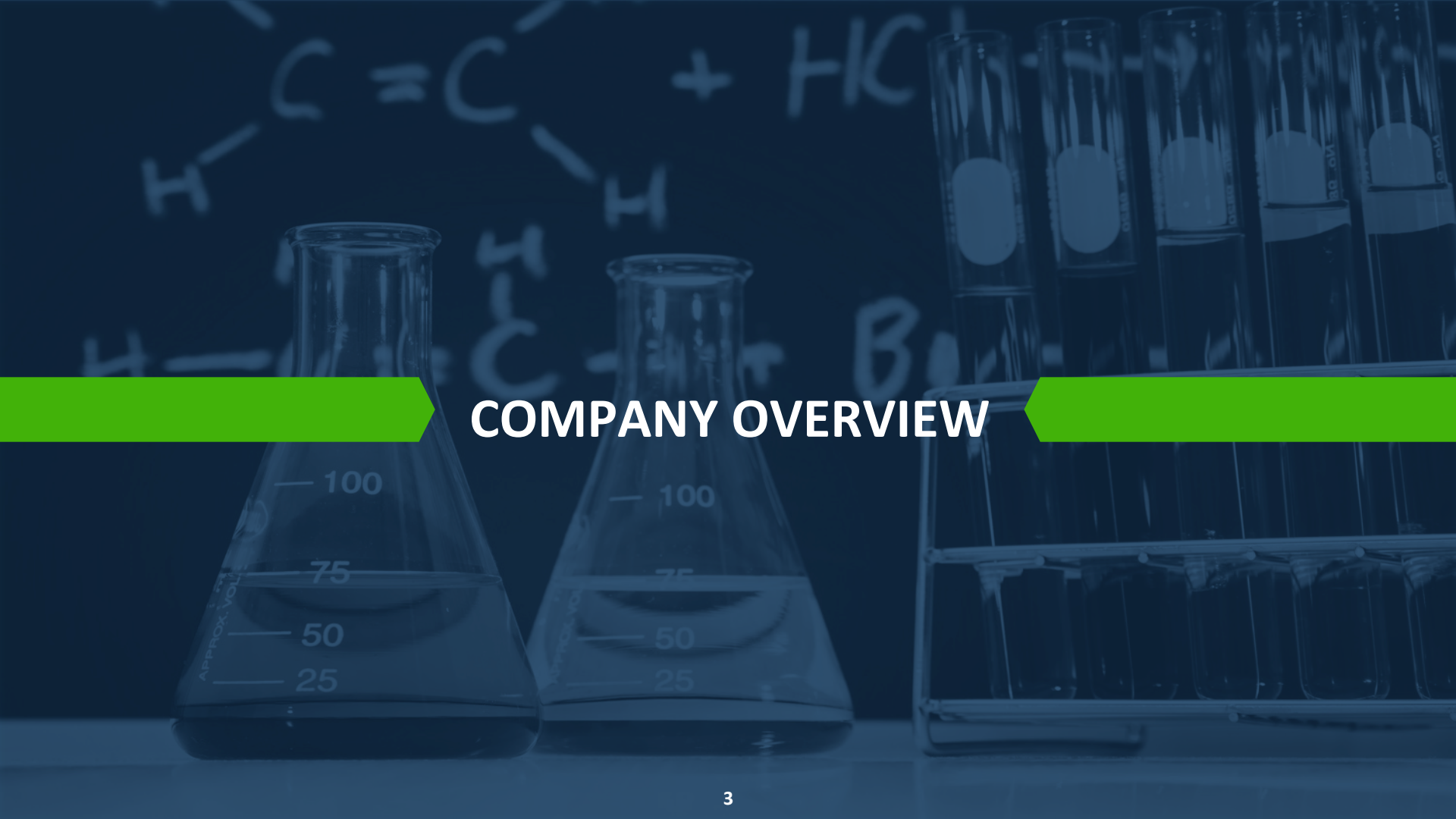
**KEY STRENGTHS**

- Strong Balance Sheet with Zero Debt; High ROE and ROCE, Consistently Dividend paying
- Professionally run company with high Promoter holding. Promoter stake increased from 62% to 72% over the last 3-4 years.
- Strong Industry knowledge – over three decades of operations
- Low cost high margin products with high entry barriers
- Extremely strong brand loyalty
- Strong R&D capabilities help them increase customization levels of their products

**FY16 FINANCIALS**

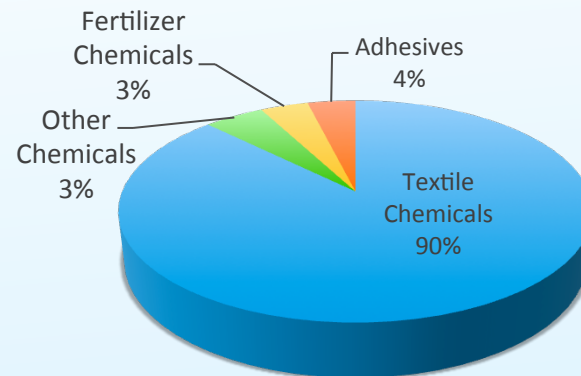
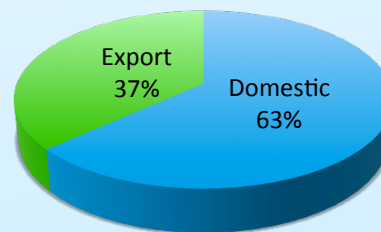
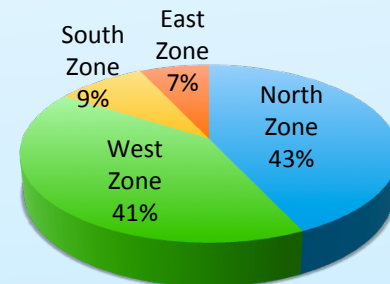
- **Total Income** – INR 1,121 MN , 5 year CAGR of 31.4%
- **EBITDA** – INR 299 MN , 5 year CAGR of 35.7%
- **PAT** – INR 170 MN , 5 year CAGR of 31.6%



The background of the slide features a dark blue overlay with a laboratory theme. In the foreground, there are two Erlenmeyer flasks and a rack of test tubes, all containing a dark liquid. The flasks have volume markings at 25, 50, 75, and 100. In the background, there are faint, white chemical structures and formulas, including $C=C$, $H-C$, and $H-C$, suggesting a scientific or chemical context.

COMPANY OVERVIEW

- Fineotex Group was established in 1979 by Mr.Surendra Tibrewala
- FCL was incorporated as a public limited company in 2007. The company was listed on Bombay Stock Exchange in March 2011, and listed on the National Stock Exchange in January 2015.
- Fineotex is one of India's largest and most progressive specialty textile chemical manufacturers.
- The company manufactures over 400 specialty chemicals and enzymes to Textile, Garment, Construction, Leather, Water treatment , Agrochemicals, Adhesives and others industries.
- Headquartered in Mumbai, it has manufacturing facilities in India and Malaysia with a combined production capacity of 22,000MT/p.a.
- It has a global presence across 33 countries and caters to well known companies in India and overseas.
- FCL along with its subsidiary Biotex Malaysia, has a global presence as a reputed producer of specialty chemicals.

Industry wise Revenue Break-up**Geographical Revenue Break-up****Domestic Revenue Break-up**

❑ **Q1-FY17 performance (Standalone):**

- **Total Income** : INR 189 Mn; Growth of 9.9% YoY
- **EBITDA** : INR 51 Mn; Growth of 10.9% YoY
- **EBITDA Margin** : 26.98%; Increase by 24 bps
- **Net Profit** : INR 33 Mn; Growth of 13.8% YoY
- **PAT Margin** : 17.46%; Increase by 60 bps
- **Diluted EPS** : 0.30 INR; Growth of 15.4% YoY

❑ **Q1-FY17 performance (Consolidated):**

- **Total Income** : INR 303 Mn; Growth of 16.5% YoY
- **EBITDA** : INR 72 Mn; Growth of 12.5% YoY
- **EBITDA Margin** : 23.76%; decline by 85 bps
- **Net Profit** : INR 44 Mn; Growth of 22.2% YoY
- **PAT Margin** : 14.52%; increase by 67 bps
- **Diluted EPS** : 0.39 INR; Growth of 21.9%

A person in a dark suit and light blue striped tie is shown from the chest down, placing green puzzle pieces onto a larger grey puzzle structure. The puzzle is resting on a patch of green grass. The background is a solid dark blue-grey color. A red horizontal bar with arrowheads at both ends is positioned behind the text.

FINANCIAL OVERVIEW

INCOME STATEMENT (INR Mn)	Q1 - FY17	Q4 - FY16	Q-O-Q	Q1-FY16	Y-O-Y
Total Income*	189	203	(6.9)%	172	9.9%
Expenses	138	131	5.3%	126	9.5%
EBITDA	51	72	(29.2)%	46	10.9%
EBITDA Margin %	26.98%	35.46%	(848) bps	26.74%	24 bps
Depreciation	1	1	NA	1	NA
Finance Cost	1	1	NA	1	NA
PBT	49	70	(30.0)%	44	11.4%
Tax	16	21	(23.8)%	15	6.7%
PAT	33	49	(32.7)%	29	13.8%
PAT Margin %	17.46%	24.13%	(670) bps	16.86%	60 bps
EPS	0.30	0.43	(30.2)%	0.26	15.4%

*Total Income includes Revenues and Other Income

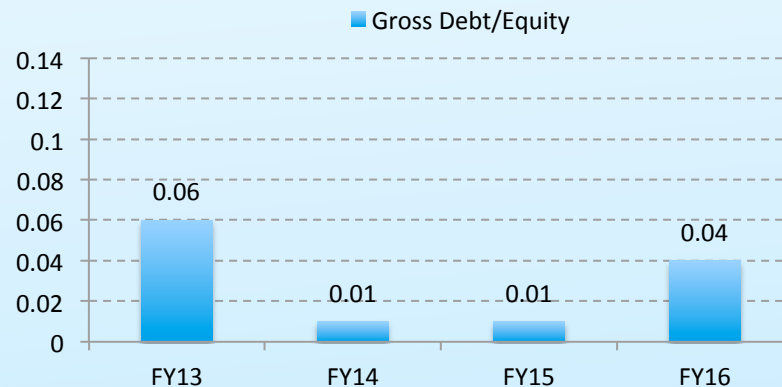
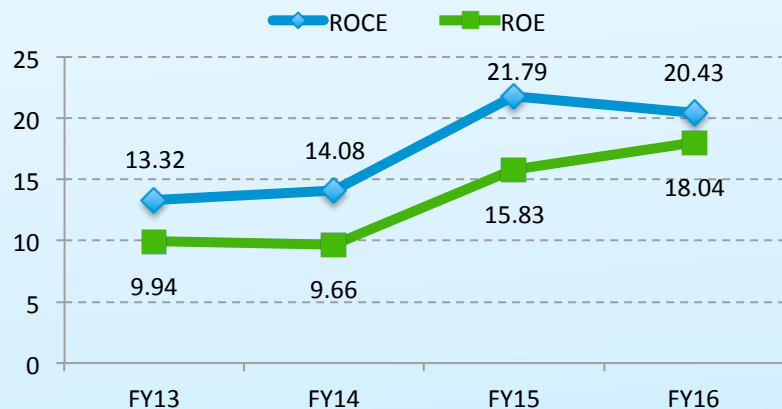
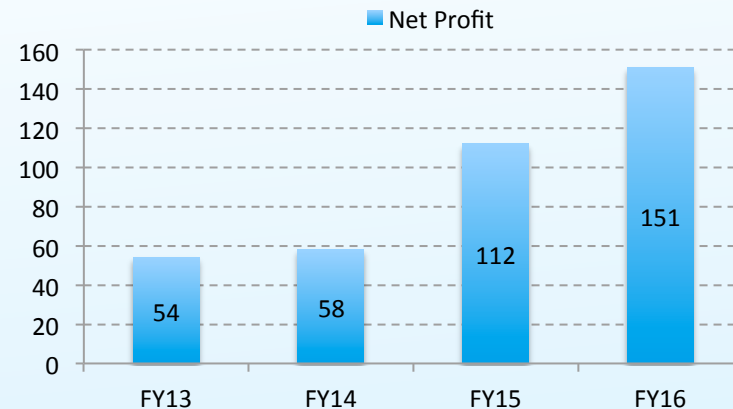
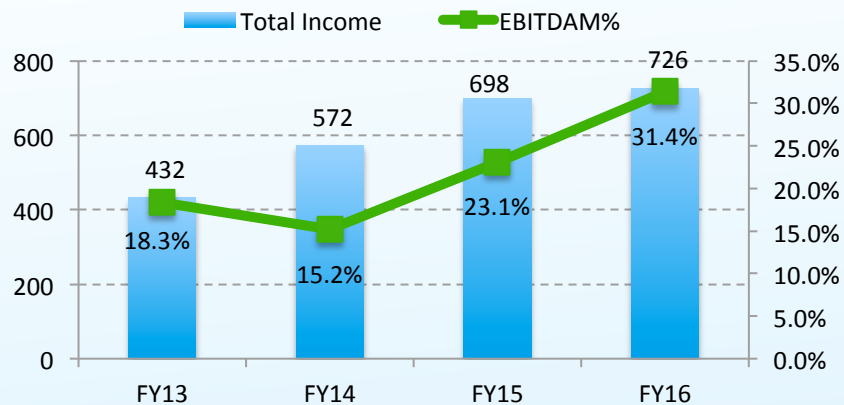
INCOME STATEMENT (INR Mn)	Q1 FY17	Q4 FY16	Q-O-Q	Q 1 FY16	Y-O-Y
Total Income*	303	295	2.7%	260	16.5%
Expenses	231	209	10.5%	196	17.9%
EBITDA	72	86	(16.3)%	64	12.5%
EBITDA Margin %	23.76%	29.15%	(539) bps	24.61%	(85) bps
Depreciation	1	1	NA	2	(50)%
Finance Cost	1	1	NA	1	NA
PBT	70	84	(14.3)%	61	14.8%
Tax	20	27	(25.9)%	20	NA
PAT	50	57	(8.8)%	41	22.0%
Minority Interest	6	7	(14.3)%	5	20.0%
PAT after Minority Interest	44	50	(8.0)%	36	22.2%
PAT %	14.52%	16.95%	(243) bps	13.85%	67 bps
EPS	0.39	0.44	(11.4)%	0.32	21.9%

*Total Income includes Revenues and Other Income

INCOME STATEMENT (INR Mn)	FY13	FY14	FY15	FY16
Total Income*	432	572	698	726
Expenses	353	485	537	498
EBITDA	79	87	161	228
EBITDA Margin %	18.29%	15.2%	23.06%	31.40%
Depreciation	2	2	5	5
Finance Cost	4	3	2	3
Extra-Ordinary Items	0	2	0	0
PBT	73	80	154	220
Tax	19	22	42	69
PAT	54	58	112	151
PAT %	12.50%	10.14%	16.05%	20.79%
EPS	4.34	2.59	1.00	1.35

*Total Income includes Revenues and Other Income

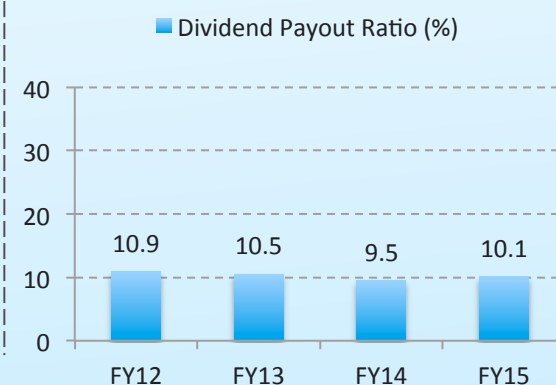
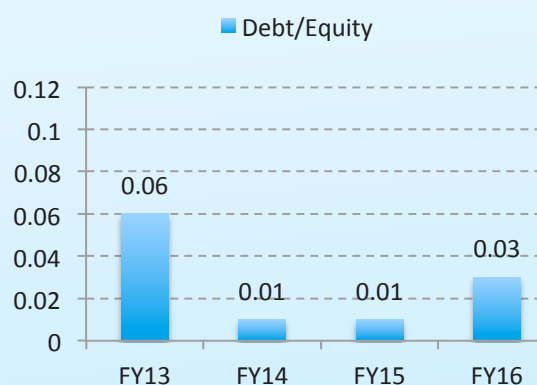
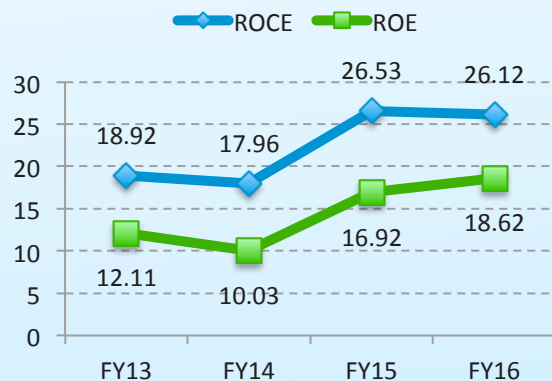
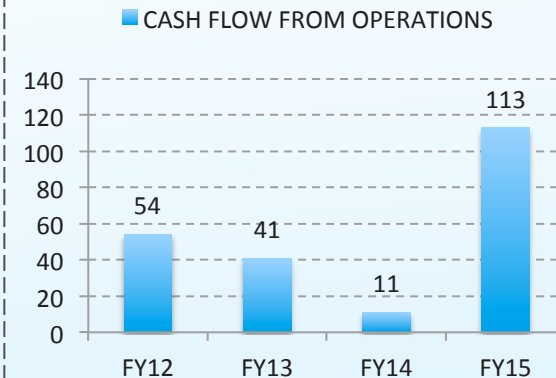
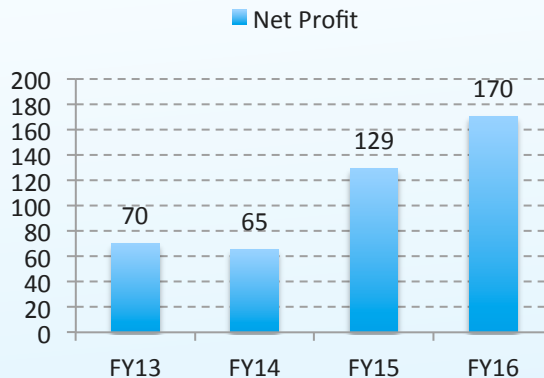
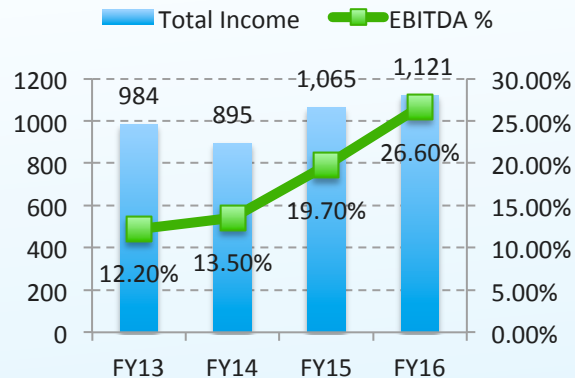
PARTICULARS	FY 13	FY14	FY 15	FY16	PARTICULARS	FY 13	FY14	FY15	FY16
EQUITIES & LIABILITIES					ASSETS				
Shareholder Funds	546	601	707	837	Non Current Assets	225	244	576	669
(A) Share Capital	112	112	224	225	(A) Net Fixed Assets	63	68	106	120
(B) Reserves& Surplus	434	489	483	612	(B) Non-current Investments	84	93	385	484
(C) Share Application Money	-	-	-	-	(C) Long term Loans & Advances	73	79	80	60
Non Current Liabilities	33	7	-	-	(D) Other Non Current Assets	5	4	5	5
(A) Long Term Borrowings	33	7	-	-	Current Assets	464	516	272	301
Current Liabilities	110	152	141	133	(A)Inventories	42	59	47	57
(A) Short term Borrowings	2	-	10	30	(B) Trade Receivables	114	171	169	192
(B) Trade Payables	72	111	96	99	(C) Cash & Bank Balances	91	82	27	28
(C) Other Current Liabilities	29	34	12	3	(D) Short-term loans & advances	3	35	20	23
(D) Short-term provisions	7	7	23	1	(E) Other current assets	214	169	9	1
GRAND TOTAL - EQUITIES & LIABILITES	689	760	848	970	GRAND TOTAL – ASSETS	689	760	848	970



INCOME STATEMENT (INR Mn)	FY13	FY14	FY15	FY16
Total Income*	984	895	1,065	1,121
Expenses	864	774	855	822
EBITDA	120	121	210	299
EBITDA Margin %	12.19%	13.51%	19.72%	26.67%
Depreciation	3	3	5	6
Finance Cost	6	4	3	4
Extra-Ordinary Items	0	2	0	0
PBT	111	112	202	289
Tax	30	34	56	92
PAT	81	78	146	197
Minority Interest	11	13	17	27
PAT after Minority Interest	70	65	129	170
PAT %	7.11%	7.26%	12.11%	15.16%
EPS	6.27	2.89	1.15	1.52

*Total Income includes Revenues and Other Income

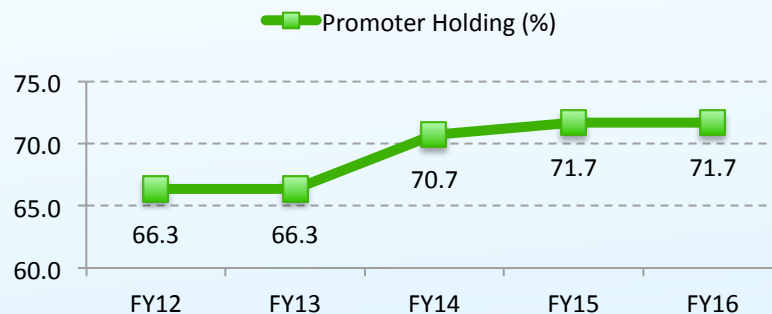
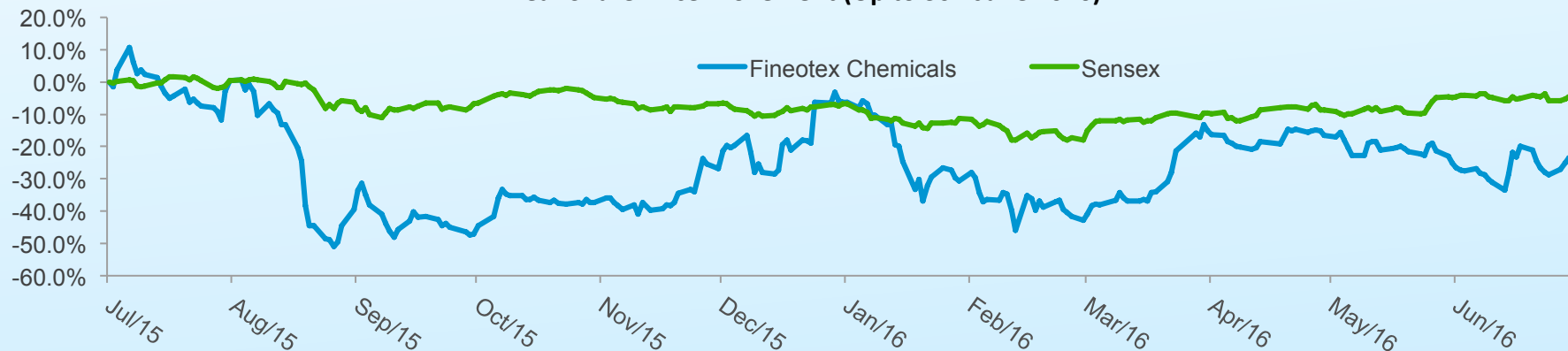
PARTICULARS	FY 13	FY14	FY 15	FY 16	PARTICULARS	FY 13	FY14	FY15	FY-16
EQUITIES & LIABILITIES					ASSETS				
Shareholder Funds	581	647	763	913	Non Current Assets	200	224	556	647
(A) Share Capital	112	112	224	225	(A) Net Fixed Assets	66	76	117	131
(B) Reserves& Surplus	469	535	539	688	(B)Goodwill on consolidation	54	61	61	61
(C) Share Application Money	-	-	-	-	(C) Non-current investments	-	2	293	390
Minority Interest	35	43	54	48	(D)Long term Loans & Advances	75	81	80	60
Non Current Liabilities	33	7	-	-	(E)Other Non Current Assets	5	4	5	5
(A) Long Term Borrowings	33	7	-	-	(F)Foreign Currency translation	-	-	-	-
Current Liabilities	166	181	191	181	Current Assets	615	654	452	495
(A) Short term Borrowings	2	-	10	30	(A)Inventories	112	115	104	115
(B) Trade Payables	128	137	138	131	(B) Trade Receivables	167	219	218	254
(C) Other Current Liabilities	29	35	15	5	(D) Cash & Bank Balances	117	127	100	94
(D) Short-term provisions	7	9	28	15	(E) Short-term loans & advances	5	30	21	27
					(F) Other current assets	214	163	29	5
GRAND TOTAL - EQUITIES & LIABILITES	815	878	1,008	1142	GRAND TOTAL – ASSETS	815	878	1,008	1142



PRICE DATA (AS ON 30th JUNE, 2016)

Face value (INR)	2
Market Price (INR)	28.3
52 Week H/L (INR)	44.6/17.8
Market Cap (INR Mn)	3,178.09
Equity Shares Outstanding (Mn)	112.3
Free Float Market Cap (Mn)	1,027.47
1 Year Avg. trading volume ('000)	181.4

INCREASE IN PROMOTER HOLDING

1 Year Share Price Movement (Up to 30th June 2016)

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For further information please contact our Investor Relations Representatives:



Valorem Advisors

Mr. Anuj Sonpal, CEO

Tel: +91-22 3006-7521/22/23/24

Email: fcl@valoremadvisors.com

Raina D'Silva

Company Secretary

Tel: +91-22-26559174-75-76-77

Email: raina@fineotex.com



Thank You!