

FCL



FINEOTEX CHEMICAL LIMITED
Where Dependability Counts...

**Q1- FY20
EARNINGS PRESENTATION**



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 43,000 MT/p.a.
- Current Market Capitalization is INR 3895.5 MN as of 30th June, 2019.

**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 is the same as last year.
- 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.

**FY19 FINANCIALS (I-GAAP-Consolidated)**

- Income – INR 1,823 MN; CAGR 5 Years 16%
- EBITDA – INR 346 MN; CAGR 5 Years 30%
- PAT – INR 243MN; ; CAGR 5 Years 25%



The background of the slide features a dark blue overlay with a grid of laboratory glassware, including two Erlenmeyer flasks and a rack of test tubes. Faint, white chemical structures and formulas, such as $C=C$, $H-C$, and $H-C$, are visible in the background.

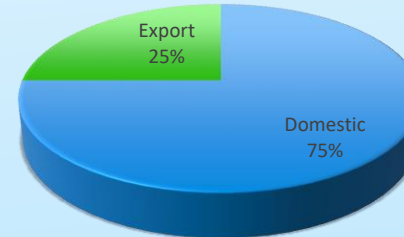
COMPANY OVERVIEW

- 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 43,000MT/p.a.
- It has a global presence across 60 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.

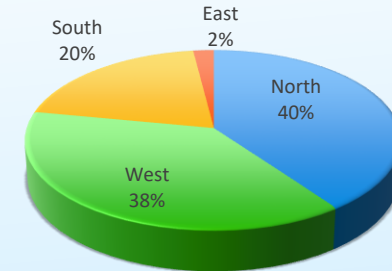
Industry wise Revenue Break-up



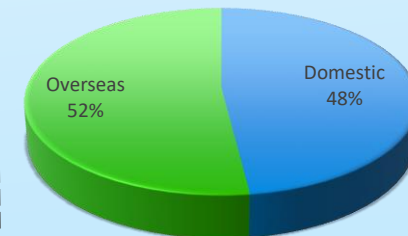
Geographical Revenue Break-up (Standalone)



Domestic Revenue Break-up



Geographical Revenue Break-up (Consolidated)



			
ISO 9001:20015	ISO 14001:2015	OHSAS 18001:2007	SA 8000 (Social Accountability Management System)
		 STAR EXPORT HOUSE Certificate Holder	
ZDHC (Zero Discharge Hazardous Chemical)	Fastest growing company in chemical manufacturing by IPF at Bombay Stock Exchange	Recognized as a Star Export House	

Fineotex awarded as IPF Fastest Growing Chemical Manufacturing Company at BSE Ltd., December 20, 2017



Fineotex recognized amongst 25 Fastest growing Chemical Companies of India by The CEO Magazine June 2018

The CEO Magazine



Surendrakumar Tibrewala

Chairman & Managing Director
Fineotex

Fineotex being covered by the Dalal Street Investment Journal, July 2018



Sanjay Tibrewala
Executive Director & CFO



Aarti Jhunjhunwala
Executive Director

A person in a dark suit and blue striped tie is shown from the chest down, placing green puzzle pieces onto a larger grid of grey puzzle pieces. The scene is set on a grassy surface. A red horizontal bar with arrowheads at both ends is positioned behind the text.

FINANCIAL OVERVIEW

❑ **Q1-FY20 performance (Standalone):**

- **Revenue** : INR 326 Mn; Growth of 29.9% YoY
- **EBITDA** : INR 73 Mn.
- **Net Profit** : INR 47 Mn ; Growth of 6.8% YoY
- **Diluted EPS** : INR 0.42 per share

❑ **Q1-FY20 performance (Consolidated):**

- **Revenue** : INR 497 Mn; Growth of 15.9% YoY
- **EBITDA** : INR 85 Mn.
- **Net Profit** : INR 58 Mn.
- **Diluted EPS** : INR 0.50 per share

Q1-FY20 Financial and Operational Highlights

STANDALONE

INCOME STATEMENT (INR Mn)	Q1-FY20	Q1-FY19	Y-o-Y	Q4-FY19	Q-o-Q
Revenue	326	251	29.9%	324	0.6%
Expenses	253	173	46.2%	251	0.8%
EBITDA	73	78	(6.4)%	73	NA
Other Income	(2)	(7)	NA	12	NA
Depreciation	3	2	50.0%	2	50.0%
Finance Cost	1	2	(50.0)%	1	NA
Exceptional Items	-	(4)	NA	2	NA
PBT	67	63	6.3%	80	(16.3)%
Tax	20	19	5.3%	25	(20.0)%
PAT	47	44	6.8%	55	(14.5)%
Other Comprehensive Income	-	-	-	-	-
Total Comprehensive Income	47	44	6.8%	55	(14.5)%
Diluted EPS (INR)	0.42	0.39	7.7%	0.49	(14.3)%

QUARTERLY- INCOME STATEMENT

CONSOLIDATED

INCOME STATEMENT (INR Mn)	Q1-FY20	Q1-FY19	Y-o-Y	Q4-FY19	Q-o-Q
Revenue	497	429	15.9%	503	(1.2)%
Expenses	411	329	24.9%	416	(1.2)%
EBITDA	85	100	(15.0)%	87	(2.3)%
Other Income	(1)	(5)	NA	14	(107.1)%
Depreciation	3	2	50.0%	3	NA
Finance Cost	1	2	(50.0)%	3	(66.7)%
Exceptional Items	-	(4)	NA	(2)	NA
PBT	80	87	(8.0)%	93	(14.0)%
Tax	23	22	4.5%	28	(17.9)%
PAT after Minority Interest	58	65	(10.8)%	65	(10.8)%
Other Comprehensive Income	-	-	-	-	-
Total Comprehensive Income	58	65	(10.8)%	65	(10.8)%
Diluted EPS (INR)	0.5	0.55	(9.1)%	0.55	(9.1)%

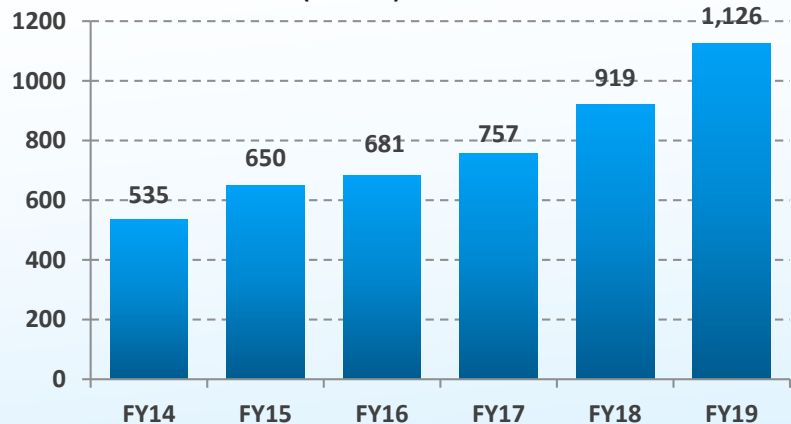
INCOME STATEMENT (INR Mn)	FY14	FY15	FY16	FY17	FY18	FY19
Revenue	535	650	681	757	919	1,126
Expenses	486	537	498	565	683	869
EBITDA	49	113	183	192	236	257
Other Income	37	48	45	44	75	12
Depreciation	2	4	5	6	6	9
Finance Cost	3	3	3	3	4	6
Extra-Ordinary Items	(1)	-	-	-	-	(5)
PBT	80	154	220	227	301	249
Tax	22	42	69	68	89	76
Operational PAT*	20	64	106	115	138	166
PAT	58	112	151	159	213	173
Diluted EPS (INR)	2.59	1.00	1.35	1.43	1.91	1.56

*Operational PAT= PAT- Other Income + Extraordinary items

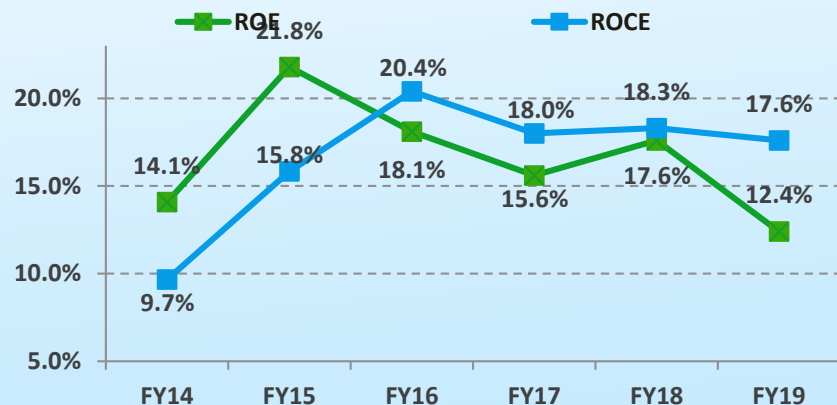
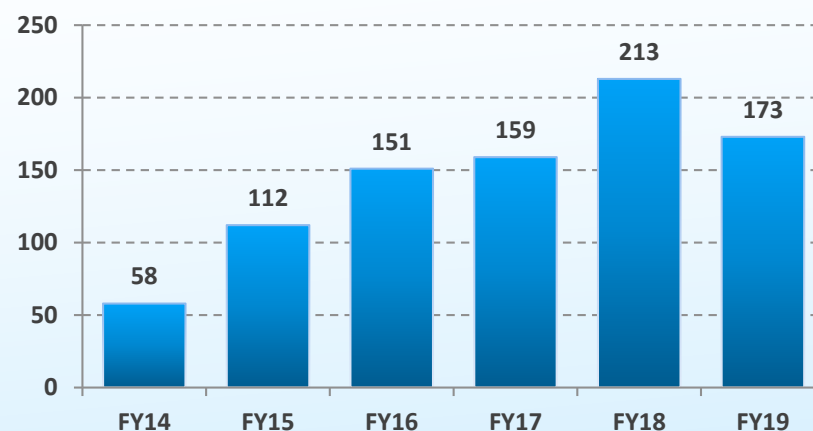
PARTICULARS (INR Mn)	FY 13	FY14	FY 15	FY16	FY17	PARTICULARS (INR Mn)	FY 13	FY14	FY15	FY16	FY17
EQUITIES & LIABILITIES						ASSETS					
Shareholder Funds	546	601	707	837	956	Non Current Assets	225	244	576	678	772
(A) Share Capital	112	112	224	225	223	(A) Fixed Assets	63	68	106	120	163
(B) Reserves& Surplus	434	489	483	612	733	(B) Non-current Investments	84	93	385	484	532
(C) Share Application Money	-	-	-	-	-	(C) Long term Loans & Advances	73	79	80	69	73
Non Current Liabilities	33	7	-	-	-	(D) Other Non Current Assets	5	4	5	5	4
(A) Long Term Borrowings	33	7	-	-	-	Current Assets	464	516	272	292	311
Current Liabilities	110	152	141	133	127	(A)Inventories	42	59	47	57	65
(A) Short term Borrowings	2	-	10	30	10	(B) Trade Receivables	114	171	169	192	208
(B) Trade Payables	72	111	96	99	112	(C) Cash & Bank Balances	91	82	27	28	17
(C) Other Current Liabilities	29	34	12	3	4	(D) Short-term loans & advances	3	35	20	14	17
(D) Short-term provisions	7	7	23	1	1	(E) Other current assets	214	169	9	1	4
GRAND TOTAL - EQUITIES & LIABILITIES	689	760	848	970	1,083	GRAND TOTAL – ASSETS	689	760	848	970	1,083

PARTICULARS (INR Mn)	FY17	FY18	FY19	PARTICULARS (INR Mn)	FY17	FY18	FY19
EQUITIES & LIABILITIES				ASSETS			
Shareholder Funds				Non Current Assets			
Equity Share Capital	223	223	223	Property, Plant & Equipment	163	180	247
Other Equity	798	988	1,161	Capital work-in-progress	-	-	-
				Investment in Property	-	-	38
				Investment in subsidiaries	94	94	94
Non Current Liabilities				Financial Assets			
Financial Liabilities				(i) Investments	508	585	432
(i) Borrowings	-	2	1	(ii) Loans & Advances	-	-	-
(ii) Other Financial Liabilities	2	4	5	(iii) Others	31	29	33
Provisions	-	-	-	Deferred tax assets (net)	4	2	3
Deferred Tax Liability	-	-	-	Non-Current Tax Assets	5	3	8
Other Non Current Liabilities	-	-	-	Other Non-Current Assets	39	40	39
				Current Assets			
				Inventories	72	119	138
Current Liabilities				Financial Assets			
Financial Liabilities				(i) Investments	-	72	49
(i) Borrowings	10	44	20	(ii) Trade Receivables	196	222	345
(ii) Trade Payables	113	116	149	(iii) Cash & cash equivalents	11	14	19
(i) Other Financial Liabilities	-	12	6	(iv) Bank Balance other than (iii) above	6	8	4
Other current liabilities	1	2	26	(v) Loans & Advances	-	-	-
Provisions	1	1	2	(vi) Other Financial Assets	3	6	-
				Other Current Assets	16	19	73
				Asset Classified as Held for Sale	-	-	72
Total	1,148	1,393	1,593	Total	1,148	1,393	1,593

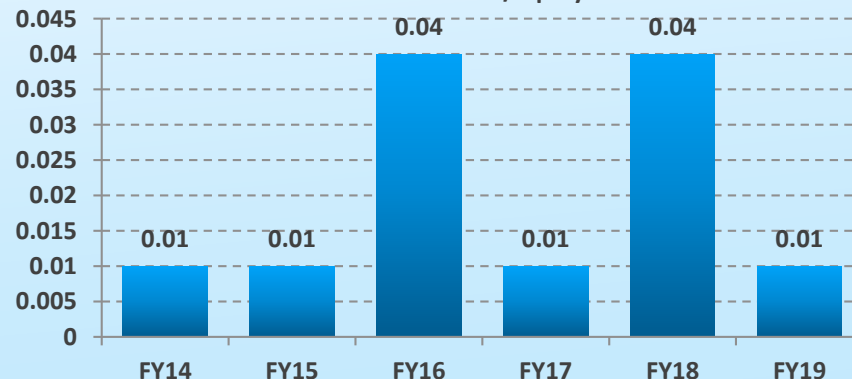
■ Revenue(INR Mn)



■ Net Profit (INR Mn)



■ Gross Debt/Equity



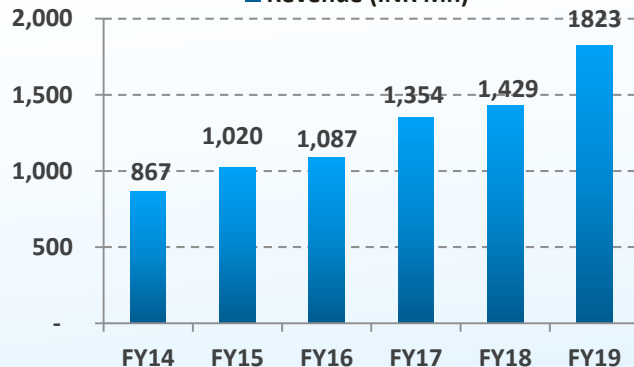
INCOME STATEMENT (INR Mn)	FY14	FY15	FY16	FY17	FY18	FY19
Revenue	867	1,020	1,087	1,354	1,429	1,823
Expenses	774	855	822	1,055	1,200	1,477
EBITDA	93	165	265	299	229	346
Other Income	28	45	33	43	52	15
Depreciation	3	5	6	6	6	10
Finance Cost	4	3	4	4	6	10
Extra-Ordinary Items	(2)	-	-	-	-	(5)
PBT	112	202	288	332	339	336
Tax	35	56	91	93	99	93
Operational PAT*	39	84	137	196	188	233
PAT after Minority Interest	65	129	170	239	240	243
Diluted EPS (INR)	2.89	1.15	1.52	2.15	2.04	2.02

*Operational PAT= PAT- Other Income + Extraordinary items

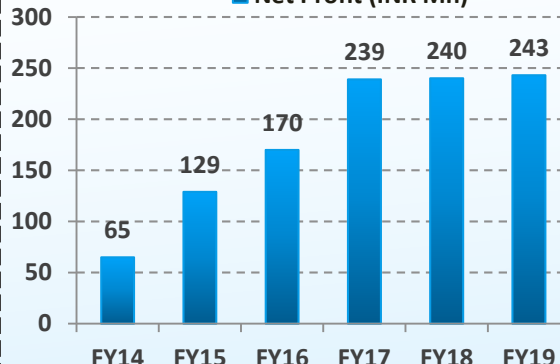
PARTICULARS (INR Mn)	FY 13	FY14	FY 15	FY 16	FY17	PARTICULARS (INR Mn)	FY 13	FY14	FY 15	FY 16	FY17
EQUITIES & LIABILITIES						ASSETS					
Shareholder Funds	581	647	763	913	1,060	Non Current Assets	200	224	556	647	743
(A) Share Capital	112	112	224	225	223	(A) Net Fixed Assets	66	76	117	131	173
(B) Reserves & Surplus	469	535	539	688	837	(B) Goodwill on consolidation	54	61	61	61	61
(C) Share Application Money	-	-	-	-	-	(C) Non-current investments	-	2	293	390	438
Minority Interest	35	43	54	48	72	(D) Long term Loans & Advances	75	81	80	60	67
Non Current Liabilities	33	7	-	-	-	(E) Other Non Current Assets	5	4	5	5	4
(A) Long Term Borrowings	33	7	-	-	-	(F) Foreign Currency translation	-	-	-	-	-
Current Liabilities	166	181	191	181	201	Current Assets	615	654	452	495	590
(A) Short term Borrowings	2	-	10	30	10	(A) Inventories	112	115	104	115	130
(B) Trade Payables	128	137	141	131	184	(B) Trade Receivables	167	219	223	254	300
(C) Other Current Liabilities	29	35	12	5	6	(C) Cash & Bank Balances	117	127	100	94	129
(D) Short-term provisions	7	9	28	15	1	(D) Short-term loans & advances	5	30	21	27	19
						(E) Other current assets	214	163	4	5	12
GRAND TOTAL - EQUITIES & LIABILITIES	815	878	1,008	1,142	1,333	GRAND TOTAL – ASSETS	815	878	1,008	1,142	1,333

PARTICULARS (INR Mn)	FY17	FY18	FY19	PARTICULARS (INR Mn)	FY17	FY18	FY19
EQUITIES & LIABILITIES				ASSETS			
Shareholder Funds				Non Current Assets			
Equity Share Capital	223	224	223	Property, Plant & Equipment	173	192	261
Other Equity	902	1,135	1,372	Capital work-in-progress	-	1	1
Minority Interest	72	62	57	Investment in Property	-		38
				Goodwill on Consolidation	61	61	61
Non Current Liabilities				Financial Assets			
Financial Liabilities				(i) Investments	508	585	432
(i) Borrowings	-	2	1	(ii) Loans & Advances	-	-	-
(ii) Other Financial Liabilities	2	4	4	(iii) Others	20	19	21
Provisions	-	-	-	Deferred tax assets (net)	4	2	3
Deferred Tax Liability	-	-	-	Non-Current Tax Assets	8	3	13
Other Non Current Liabilities	-	-	-	Other Non-Current Assets	39	40	39
				Current Assets			
Current Liabilities				Inventories	131	211	251
(a) Financial Liabilities				Financial Assets			
(i) Borrowings	10	44	20	(i) Investments	-	72	50
(ii) Trade Payables	157	107	209	(ii) Trade Receivables	289	279	491
(i) Other Financial Liabilities	2	12	25	(iii) Cash & cash equivalents	76	65	142
(b) Other current liabilities	26	13	38	(iv) Bank Balance other than (iii) above	54	17	6
(c) Short Term Provisions	1	2	2	(v) Loans & Advances	-	-	-
(d) Current Tax liabilities (Net)	-	-	2	(vi) Other Financial Assets	4	3	-
				Other Current Assets	28	55	72
				Asset Classified as Held for Sale	-	-	72
Total	1,395	1,605	1,953	Total	1,395	1,605	1,953

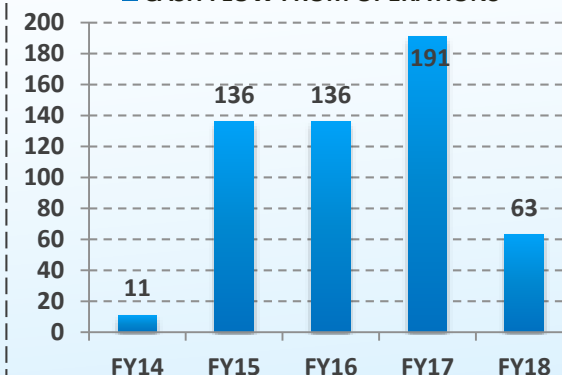
■ Revenue (INR Mn)



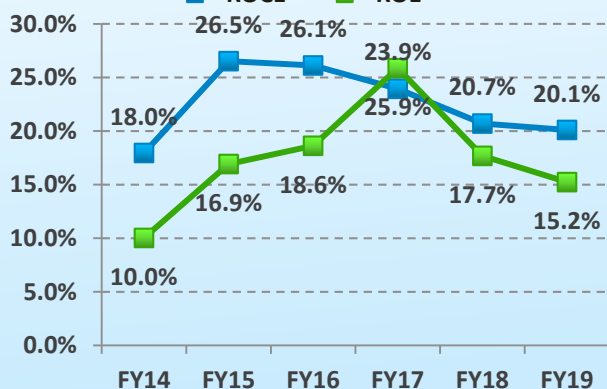
■ Net Profit (INR Mn)



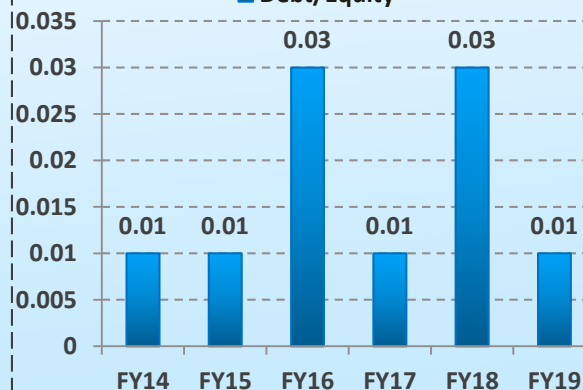
■ CASH FLOW FROM OPERATIONS



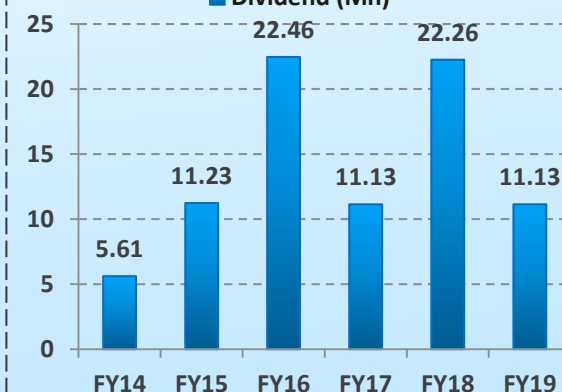
■ ROCE ■ ROE



■ Debt/Equity



■ Dividend (Mn)

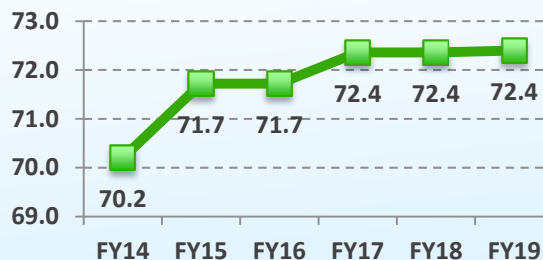


PRICE DATA (AS ON 30th June, 2019)

Face value (INR)	2.0
Market Price (INR)	35.0
52 Week H/L (INR)	62.9/29.6
Market Cap (INR Mn)	3895.5
Equity Shares Outstanding (Mn)	111.3
Free Float Market Cap (Mn)	1113.3
1 Year Avg. trading volume ('000)	303.5

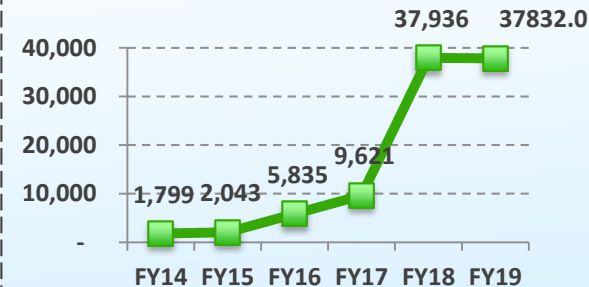
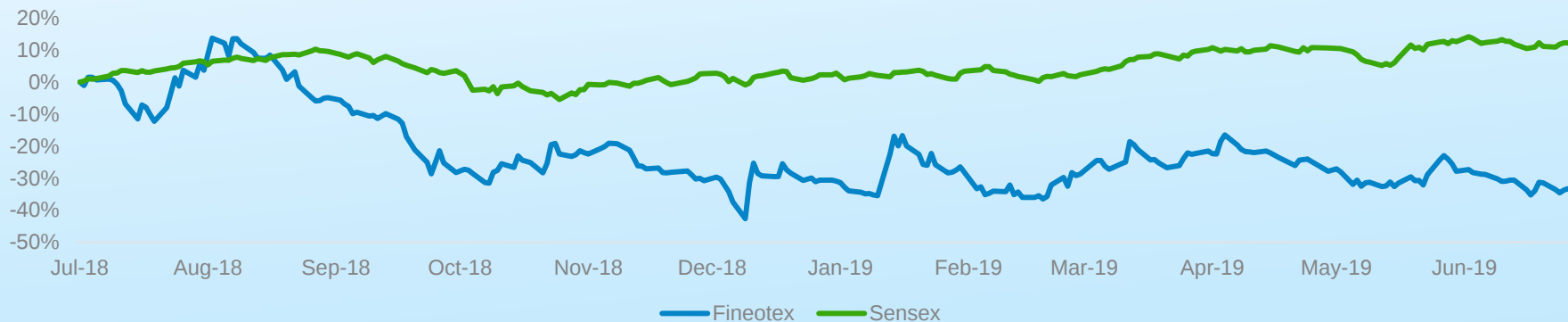
INCREASE IN PROMOTER HOLDING

Promoter Holding (%)



INCREASE IN RETAIL SHAREHOLDERS

Retail Shareholders

1 Year Share Price Movement (Up to 30th June, 2019)

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Thank You!

