FCL FINEOTEX CHEMICAL LIMITED

15s/121
4th November, 2015

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**

Subject:- Intimation of Schedule of Analyst / Institutional Investor Meetings under the SEBI (Listing Obligation and Disclosure Requirements), Regulations 2015

Dear Sirs/Madam,

We wish to inform you that pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Requlations,2015, the Company had attended Philip Capital India's "Speciality Chemicals Investor's Day " on 3rd December 2015 and gave a presentation which is enclosed herewith.

Kindly acknowledge receipt of the same.

Thanking You.

Yours faithfully,

For FINEOTEX CHEMICAL LIMITED

Surendrakumar Tibrewala
(Chairman & Managing Director)

Encl.: As above.

Fineotex Chemical Limited

Where Dependability Counts...



Investor Presentation

November 2015

Safe Harbour

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Snapshot

Product Range of over 400 Products

Presence across 33 Countries

Expertise of over 35 years in Speciality Chemicals

EBITDA – 30%
PAT – 29%
4YCAGR

ZERO DEBT

Diversified Customers and Product Base

Technical Knowhow from Europe and Malaysia

Strong R&D

Relationships with Large Customers

Production Facilities in India & Malaysia

Experienced Management Team from MNC background



Evolution

1995
- Incorporation of Fineotex Chemical Industries (FCI)

2003
- Accredited with ISO 9001:2008
- Registered Trademark for 'FINEOTEX'

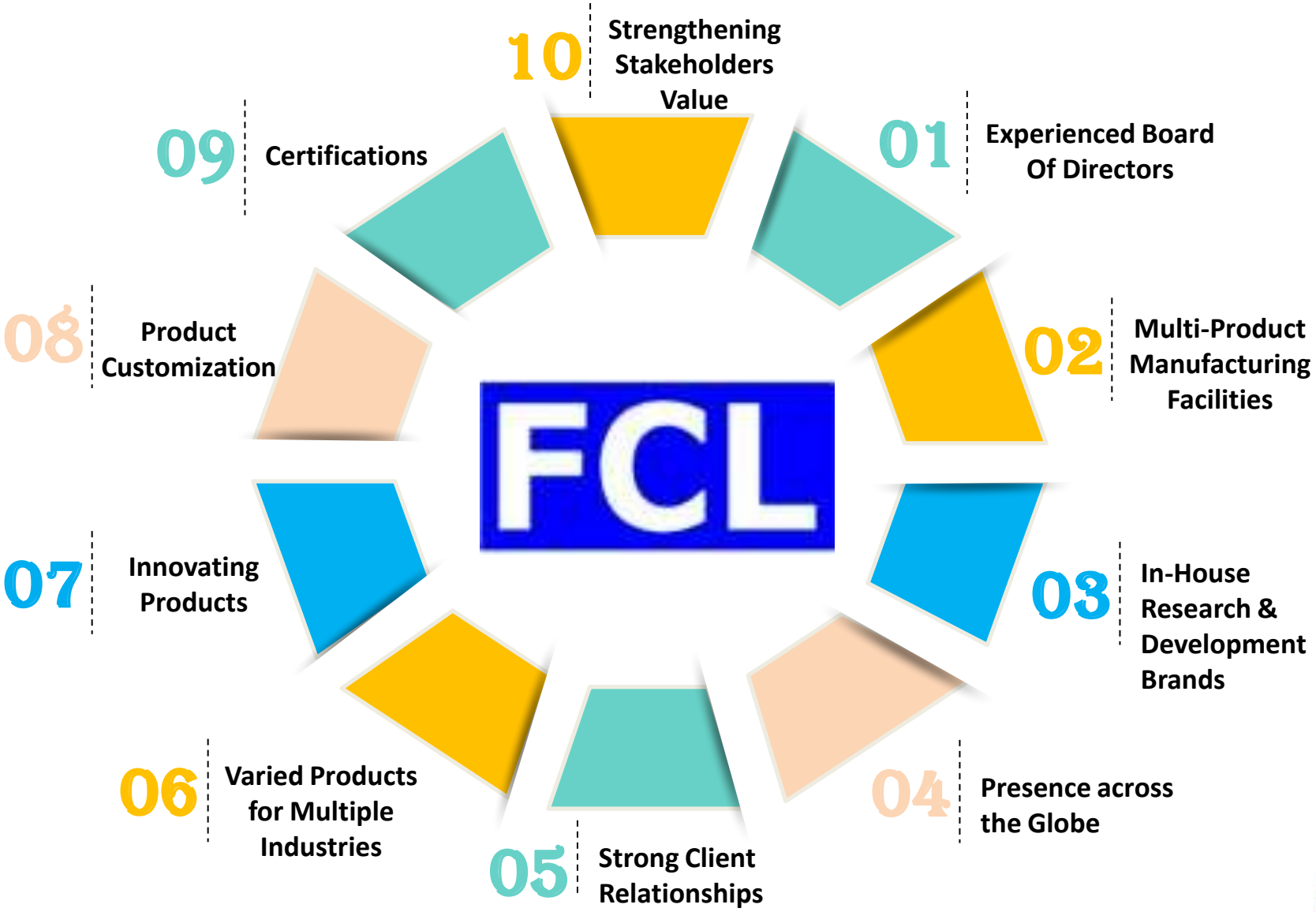
2004
- Incorporation of Fineotex Chemical Private Limited

2007
- Acquisition of Fineotex Chemical Industries by Fineotex Chemical Limited

2011
- Listed on BSE
- Incorporated a Wholly Owned Subsidiary in Malaysia
- Acquired major stake in Biotex Group

2014
- Bonus declared on 1:1 basis
- Accredited with ISO 14001:2004 & OHSAS 18001:2007 certifications

2015
- Listed on NSE
- Incorporated a Wholly Owned Subsidiary in UAE, Fineotex Specialities FZE


10
Strengthening Stakeholders Value
01
Experienced Board Of Directors
02
Multi-Product Manufacturing Facilities
03
In-House Research & Development Brands
04
Presence across the Globe
05
Strong Client Relationships
06
Varied Products for Multiple Industries
07
Innovating Products
08
Product Customization
09
Certifications
FCL

01 Experienced Board Of Directors

Mr. Surendra Kumar Tibrewala - Chairman & MD

- Commerce graduate from from Mumbai University & a Law graduate from Government Law College
- 4 decades of experience into manufacturing Specialty Chemicals & Enzymes for various industries namely Textiles & Garments, Construction, Water Treatment, Leather, Paper, Paint, Adhesives etc.

Mr. Sanjay Tibrewala – Executive Director & CFO

- Commerce Graduate from Mumbai University & a Post Graduate, having specialized in Textile Processing and Chemicals from Sasmira University, Mumbai
- Spearheading the company into Organic & Inorganic Growth by venturing into Exports & Foreign Acquisitions
- Diversified into segments like Construction Chemicals, Adhesives & Enzymes

Mr. Manmohan Mehta – Independent Director

- Chairman of the Remuneration Committee
- Commerce Graduate with over 20 years of experience in various industries
- Extensive knowledge in the field of Law and Business

Mr. Navin Mittal – Independent Director

- Graduate with experience in Iron & Steel Industry
- More than 2 decade experience in bringing innovation to its peak and to build value in growth oriented businesses and support them to achieve higher levels of performance

Mrs. Ritu Gupta – Independent Director

- MBA Finance from S P Jain, School of Global Management
- A part of Key Management Team at the time of IPO
- Experience includes managing campuses of S P Jain School of Global Management in Dubai, Singapore and Sydney

Mr. Alok Dhanuka – Independent Director

- Qualified MBA from Hariot Watt University in UK
- Experience in EXIM and is an entrepreneur running his business in export of Agro products



02 Multi-Product Manufacturing Facilities

Indian Facility at Mahape, Navi Mumbai



Malaysian Facility at Bander Baru Bangi, Malaysia



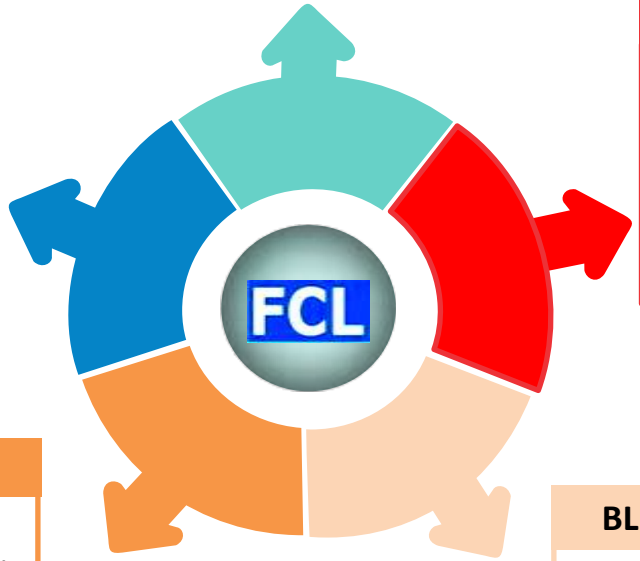
Varied Manufacturing Process

SULPHONATION

Sulphation and Sulphonation are the most widely used processes for the production of synthetic anionic surface active agents derived from a wide range of synthetic and natural feedstocks

ESTERIFCATION

The method to derive products from acids by the exchange of the replaceable hydrogen of the latter of an organic radical. The usual reaction is that of an acid (organic or inorganic) with an alcohol or other organic compound rich in OH groups



PHOSPHONATION

Phosphonation is a process for the production of Phosphate ester which can be called organic salts of orthophosphoric acid O=P(OH)3. They are also organophosphorous compounds

POLYMERIZATION

A chemical reaction, usually carried out with a catalyst, heat or light, and often under high pressure, in which a large number of relatively simple molecules combine to form a chain like macromolecule

BLENDING & FORMULATION

It is the adding and mixing of several raw materials with water in the required proportion at the right temperature with a specialized technique

03 In-House Research & Development





- 2 state-of-the-art laboratories at Navi Mumbai & Andheri continually updated with in house R&D
- Undertaking constant development measures through in-house R&D to stand up with the growing requirements of the clients
- Laboratories are equipped with all kinds of modern equipments like Brookfield Viscometers, Refractometers, Pilot Vessels and Application Equipments to perform Pre-treatment, Dyeing, Printing & Finishing Trials
- An experienced and technically qualified team strives round the clock to develop and improve upon the product features by incorporating the latest technology and developing New Specialty and Cost-Effective Products which will in turn add value to our products

Well Equipped Research Laboratories

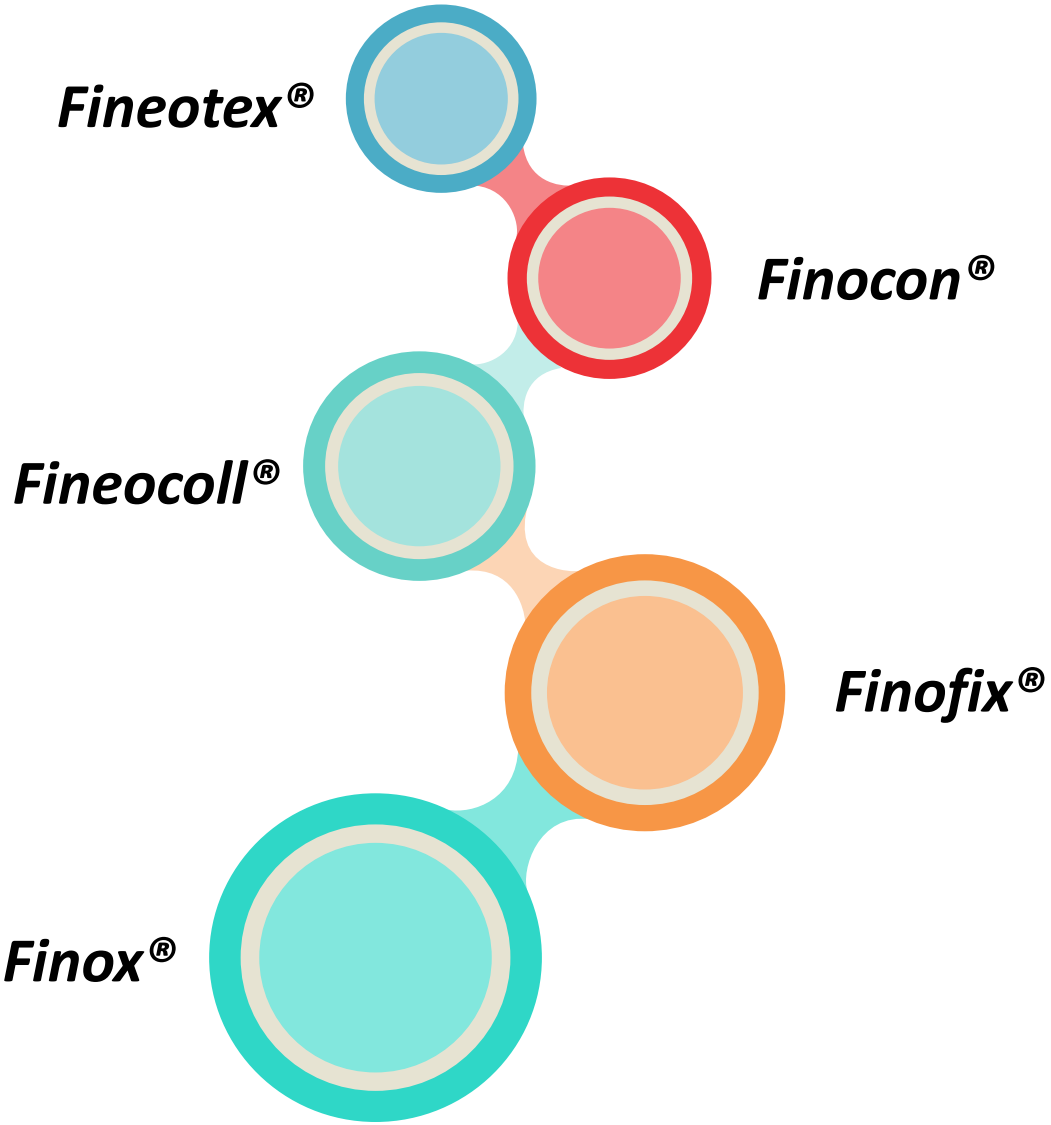








Strong Brand Positioning



04 Presence across the Globe



- Presence in 33 countries like Argentina, Bangladesh, Indonesia, Thailand, Pakistan, Colombia, Singapore, UAE, Sri Lanka, Tanzania etc
- Company expands its export directly & also indirectly through export house
- Constantly tapping new markets, tie ups with reputed distributors with a sole selling policy to channelize its efforts in view of long term relationship

05 Strong Client Relationships

DEEPAK FERTILISERS AND PETROCHEMICALS CORPORATION LIMITED

GHCL

ONLY VIMAL A RELIANCE PRODUCT

RCF

Vardhmān

UCO Raymond worldwide denim

IFFCO

BIRLA Textile Mills

Banswara SYNTEX LIMITED

Banswara Syntex Ltd.

sutlej textiles and industries limited

DSL

Arvind

winsome

MORARJEE TEXTILES LTD

SEL GROUP Proud Past Promising Future .....

INDORAMA CORPORATION

40 years INDORAMA

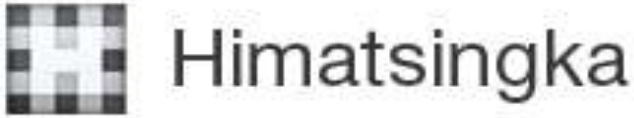
PUDUMJEE

Strong Client Relationships

























Strong Client Relationships















Chenab Textile Mills
Blending Perfection
(A unit of Sutlej Textiles & Industries Ltd.)





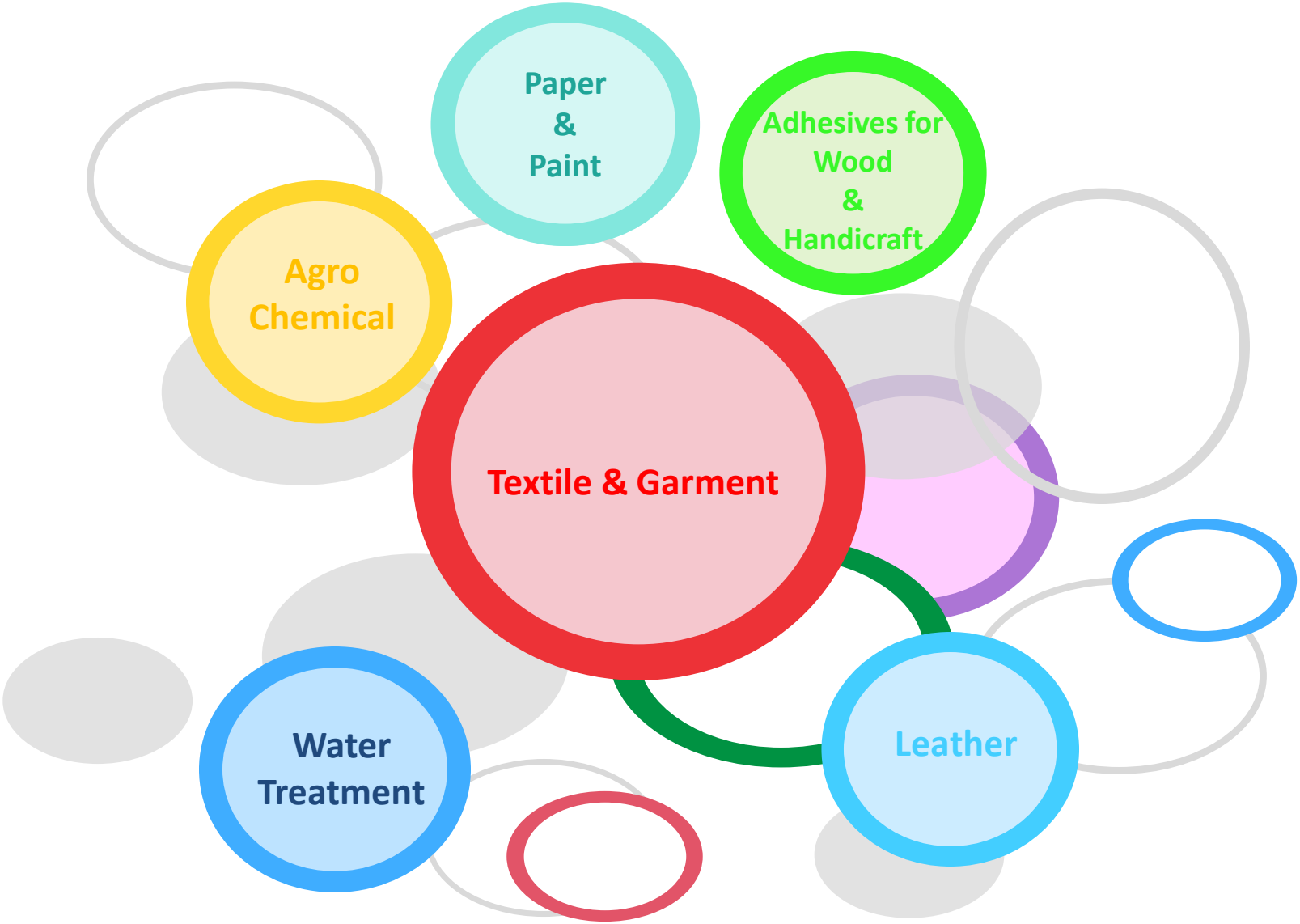




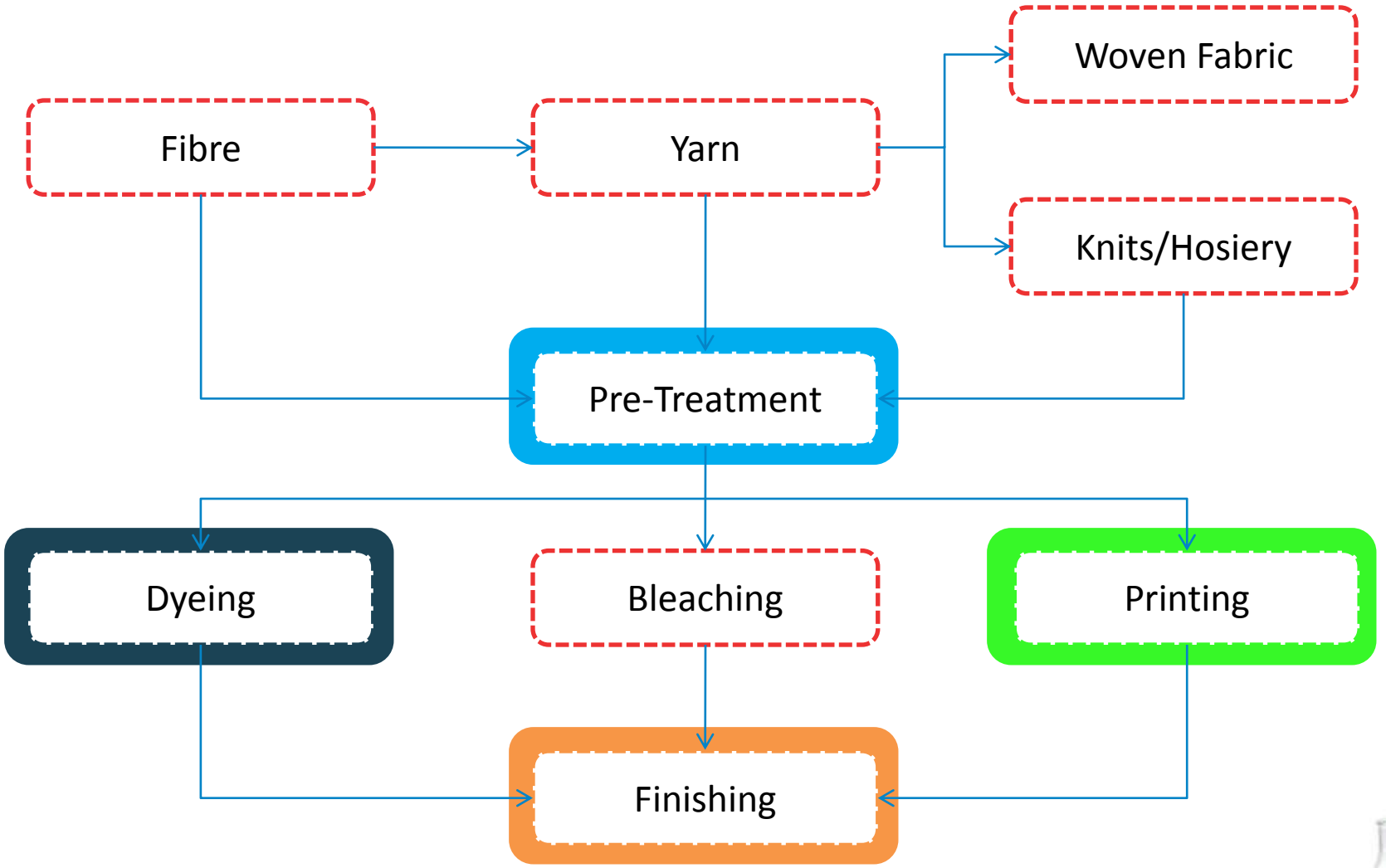




06 Varied Products for Multiple Industries



Multi-Stage Textile Applications...



...with Multiple Product Offering

Pre-Treatment Process

Desizing Agent
Sequestering Agent
Demineralising Agent
Silicone Defoamer
Neautralizer
Anti-back Staining Agent
Core Alkali Neutraliser
Wetting Agent
Penetrating Agents

Printing Process

Fixation Accelerators in Polyester
White Inks
Thickeners
Fixers in Pigment Printing
Binders-Acrylic, Self-Thickening for Gold & Flock

Dyeing Process

Anti Crease Lubricant
Acid Buffers
Soda Ash Substitute for Reactive Dyeing
Leveling Agent
Washing Off Agent
Reduction Clearing Agents
Sequestering Agents
Silicon Defoamer
Anti Crease Lubricants

Finishing Process

Stiffeners
Silicone Emulsions
Polyurethane Finishing Agent
Antistatic Agent
Wax Finishing Agent
Yarn Lubricant
Softeners
Water Repellants



07 Innovating Products...

Sodium Alginate Substitute



Low Temperature Bleaching Process



Multifunctional Auxiliary for Pretreatment



Soda Ash Substitute



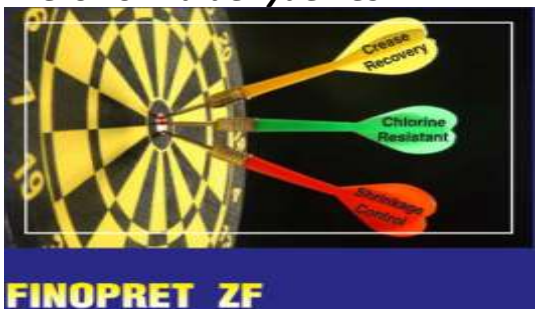
Acetic Acid Substitute



Water & Oil Repellent



Zero Formaldehyde Resin



Highly Concentrated Silicone



Towel Silicones



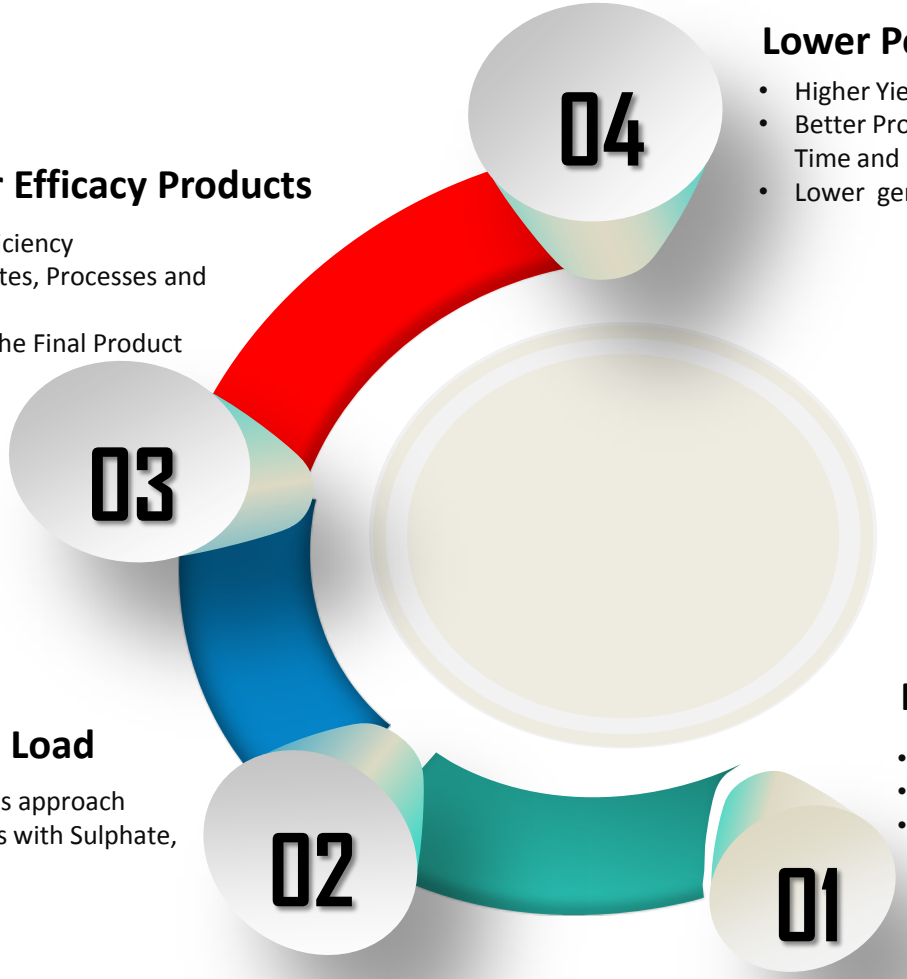
...with Value Proposition

Lower Per Unit Cost

- Higher Yield Products
- Better Productivity leading to reduction of Time and Energy
- Lower generation of Effluent

Innovation - Better Efficacy Products

- Products with higher efficiency
- Suits all types of Substrates, Processes and Machines
- Improves properties of the Final Product



Process Improvement

- New Generation Products
- Reduce Consumption of Energy
- Improved Productivity

Reduce in Effluent Load

- Environmentally Conscious approach
- Replacement of Chemicals with Sulphate, Chloride, Formate etc
- Appropriate Acid Value

08 Product Customization



Customer Centric Workforce

The philosophy of every person working at Fineotex is 'Customer Comes First



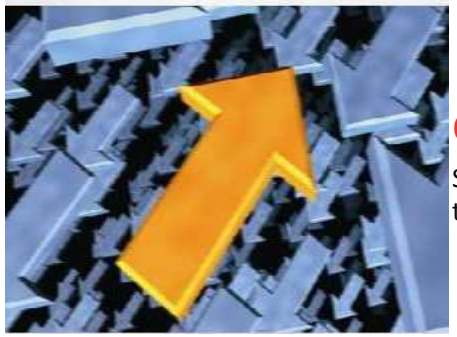
Customized Products

Modifying the products as per customer needs is one of our core competencies



Packaging

Fineotex provides the right packaging as per Seaworthy International Standards, taking utmost care & safety to prevent hazards



On Time Delivery

Special focus is given by the team to ensure an on time delivery



On Line Solutions

Customers needs and demands right from the product utilization to trouble shooting are met by online assistance

09 Certifications

ISO 9001:2008

ISO 14001:2004

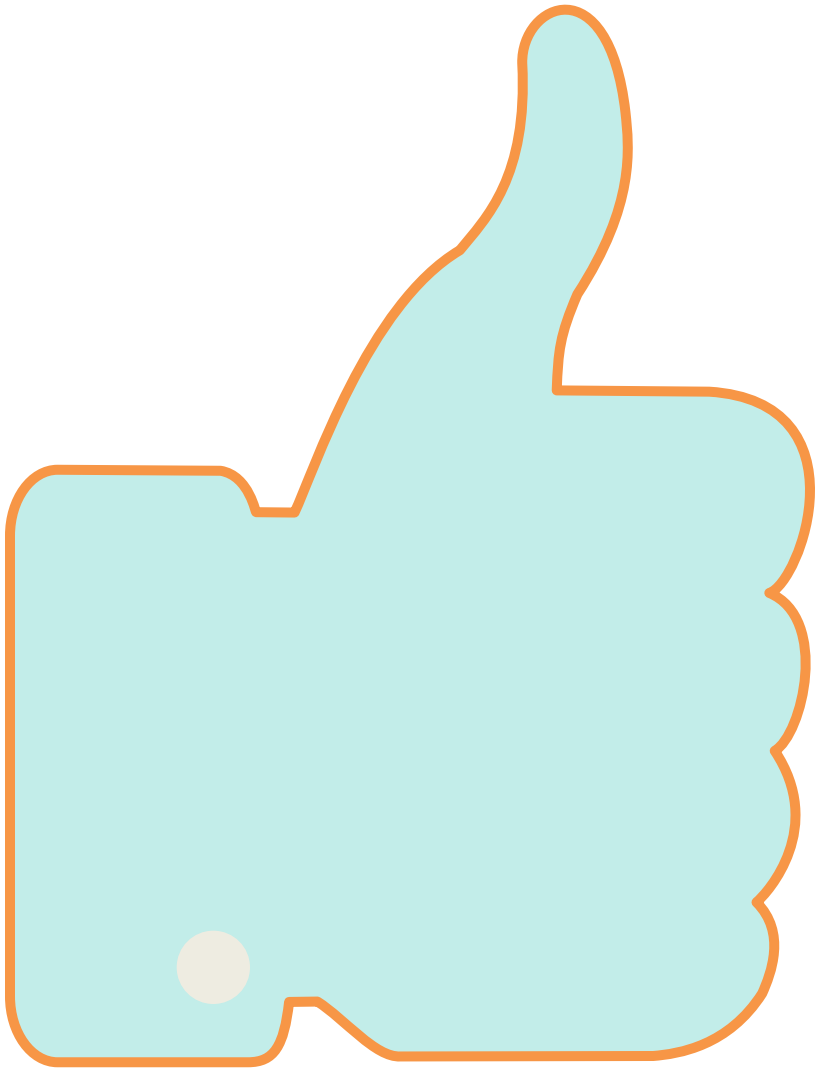
GOTS
Version 4.0

OHSAS
18001:2007

Star Export
House


GOVERNMENT OF INDIA
MINISTRY OF COMMERCE & INDUSTRY
DIRECTORATE GENERAL OF FOREIGN TRADE
Certificate of Recognition
ONE STAR EXPORT HOUSE

10 Strengthening Stakeholders Value



01 Zero Debt Company

02 Bonus Issued in 1:1 ratio

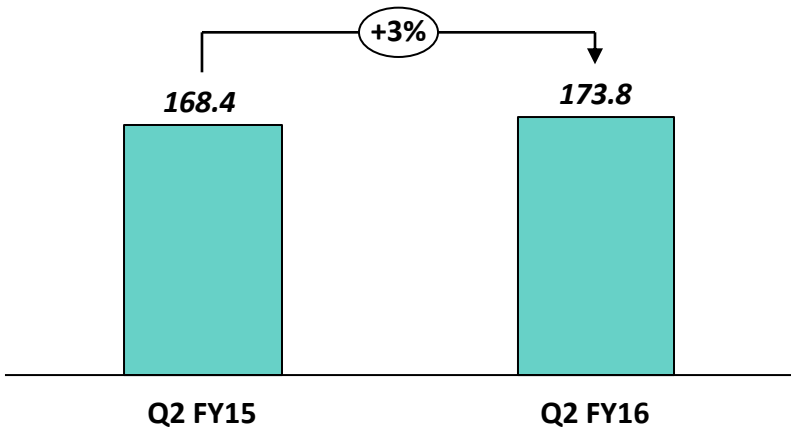
03 4 years PAT CAGR of 29%

04 Promoter Stake up from 62.5% to ~72%

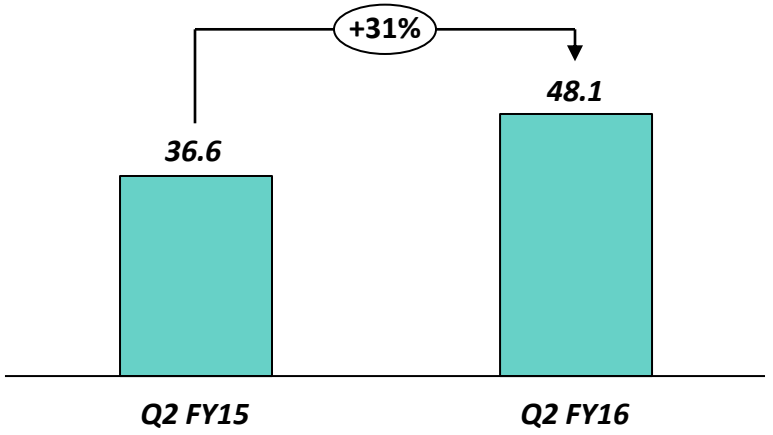
05 Proposed Dividend Payout Doubled

Standalone Quarter Financial Performance

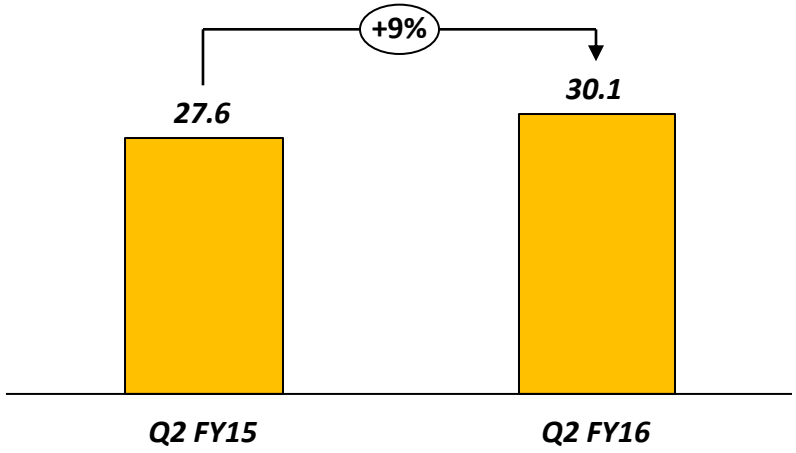
Total Income



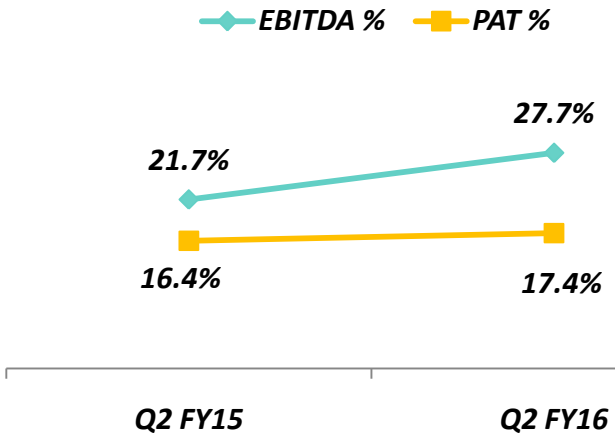
EBITDA



PAT



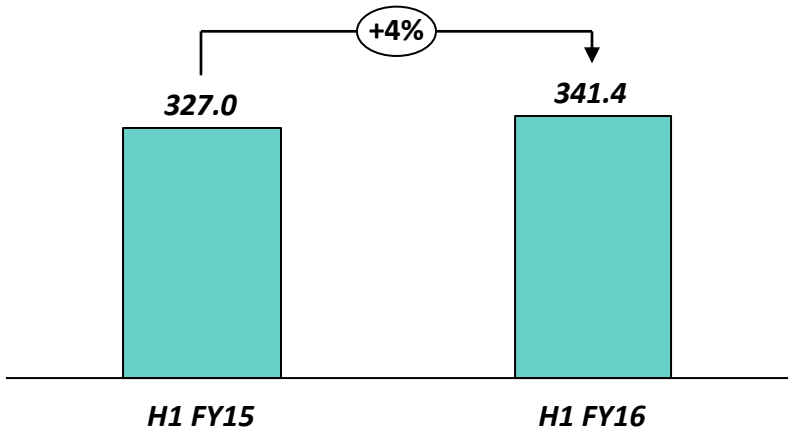
EBITDA & PAT Margin



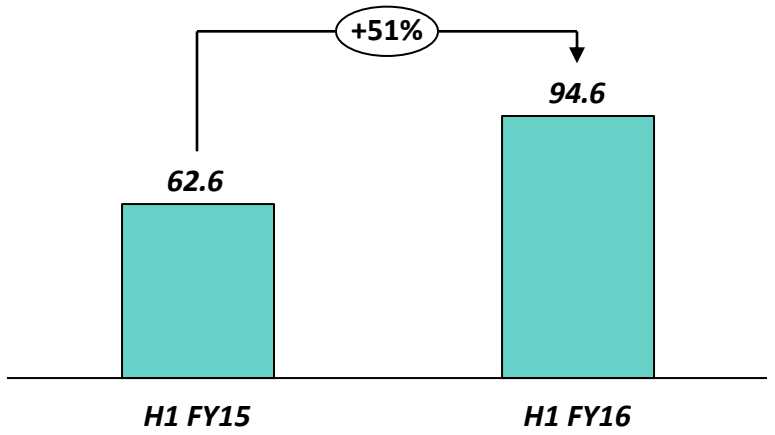
Rs. in Millions

Standalone Half Year Financial Performance

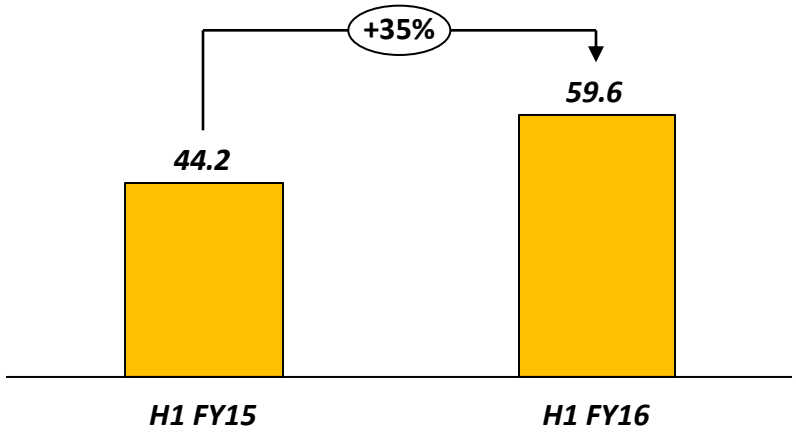
Total Income



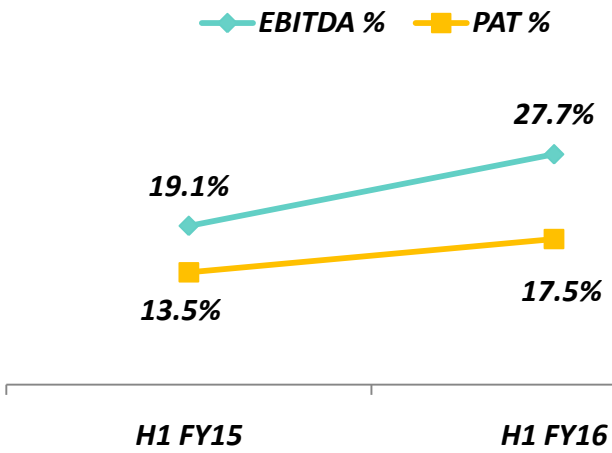
EBITDA



PAT



EBITDA & PAT Margin



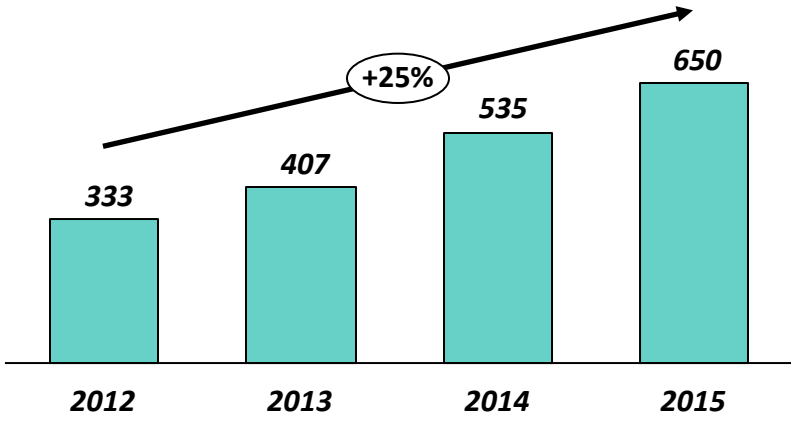
Rs. in Millions

Standalone Profit & Loss account

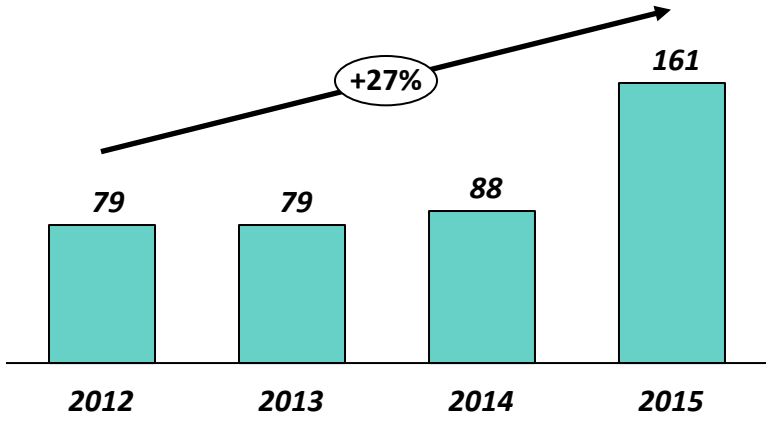
Rs. In Millions	*Q2 FY16*	*Q2 FY15*	*Y-O-Y*	*H1 FY16*	*H1 FY15*	*Y-O-Y*
Total Income	***173.8***	***168.4***	***3%***	***341.4***	***327.0***	***4%***
Raw Material	101.6	122.7		199.2	234.4	
Employee Cost	5.0	5.7		10.5	8.8	
Other Expenses	22.2	19.2		44.5	42.5	
Other Income	3.1	15.8		7.5	21.3	
EBITDA	***48.1***	***36.6***	***31%***	***94.6***	***62.6***	***51%***
EBITDA Margin	***27.7%***	***21.7%***		***27.7%***	***19.1%***	
Depreciation	1.2	1.1		2.4	2.2	
Finance Cost	0.5	0.6		1.4	1.3	
Exceptional Items	0.0	0.0		0.0	0.0	
PBT	***46.4***	***34.9***	***33%***	***90.8***	***59.1***	***54%***
Tax	16.3	7.3		31.1	14.9	
PAT	***30.1***	***27.6***	***9%***	***59.6***	***44.2***	***35%***
PAT Margin	***17.4%***	***16.4%***		***17.5%***	***13.5%***	

Standalone Financial Performance

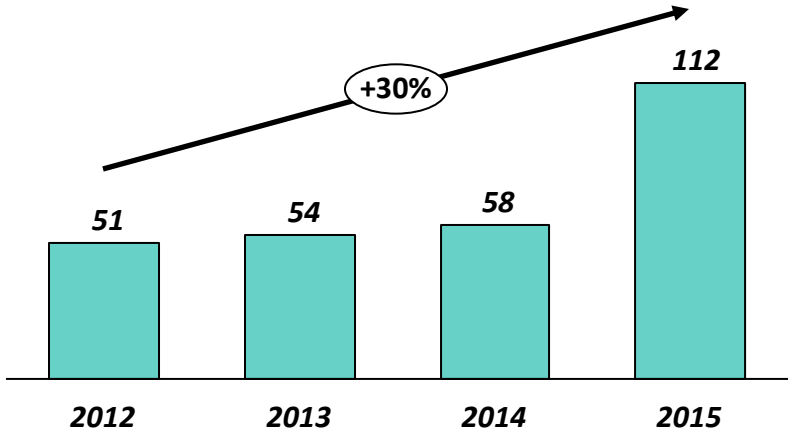
Total Income



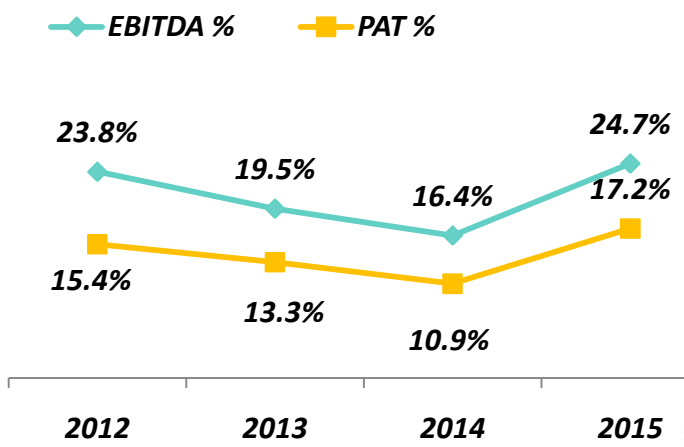
EBITDA



PAT



EBITDA & PAT Margin



Rs. in Millions

Standalone Profit & Loss account

Rs. In Millions	*FY15*	*FY14*	*FY13*	*FY12*
Total Income	***649.9***	***534.6***	***406.9***	***333.2***
Raw Material	434.5	395.1	296.4	233.0
Employee Cost	21.8	21.8	18.0	13.6
Other Expenses	81.0	67.5	38.0	29.4
Other Income	48.1	37.5	25.0	22.1
EBITDA	***160.8***	***87.8***	***79.4***	***79.3***
EBITDA Margin	***24.7%***	***16.4%***	***19.5%***	***23.8%***
Depreciation	4.4	2.1	2.0	1.7
Finance Cost	2.2	3.4	4.0	2.9
Exceptional Items	0.0	2.0	0.0	0.0
PBT	***154.1***	***80.3***	***73.4***	***74.6***
Tax	42.1	22.2	19.1	23.3
PAT	***112.0***	***58.1***	***54.3***	***51.4***
PAT Margin	***17.2%***	***10.9%***	***13.3%***	***15.4%***

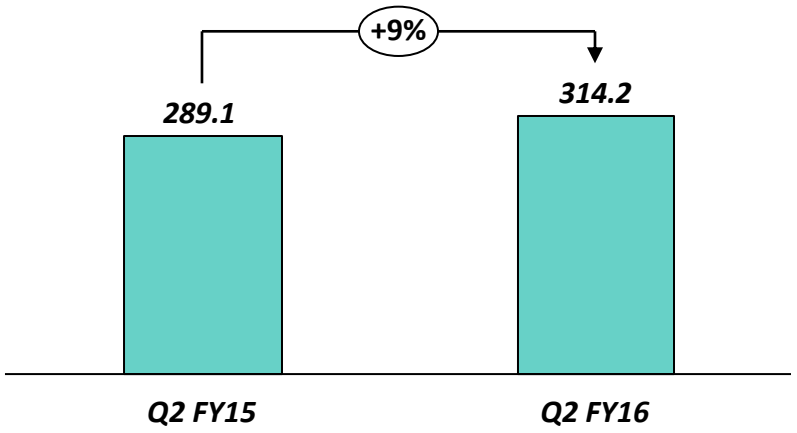
Standalone Balance Sheet

Rs. In Millions	*Sep-15*	*Mar-15*
Shareholder's Fund	***767.6***	***707.3***
Share capital	224.6	224.6
Reserves & Surplus	543.0	482.7
Non-current liabilities	***0.0***	***0.0***
Long term borrowings	0.0	0.0
Current liabilities	***131.1***	***140.7***
Short term borrowings	16.3	10.2
Trade payables	100.7	95.9
Other current liabilities	4.6	11.6
Short Term Provisions	9.5	23.1
Total Liabilities	***898.7***	***848.1***

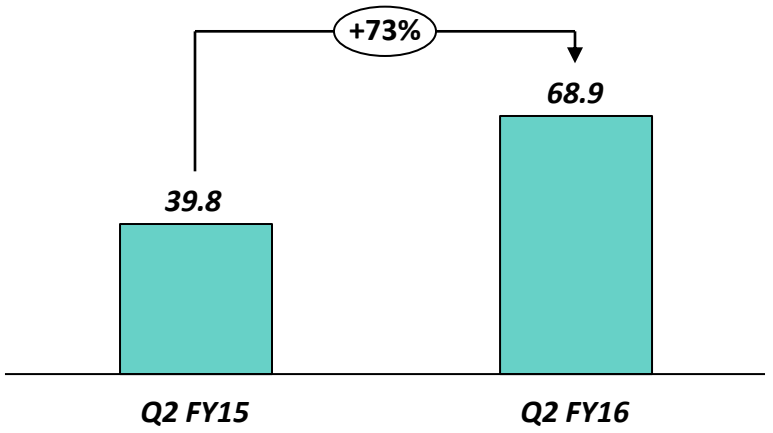
Rs. In Millions	*Sep-15*	*Mar-15*
Non-current assets	***619.7***	***324.6***
Fixed assets (inc. CWIP)	120.9	105.5
Non – Current Investments	400.9	134.0
Deferred Tax Assets (net)	5.1	4.9
Long Term Loans & Adv.	92.8	80.2
Current assets	***279.1***	***523.5***
Current Investments	37.9	251.2
Inventories	49.2	47.5
Trade receivables	173.0	168.5
Cash and bank balances	14.6	27.1
Short term loan & advances	2.3	20.0
Other current assets	2.1	9.2
Total Assets	***898.8***	***848.1***

Consolidated Quarter Financial Performance

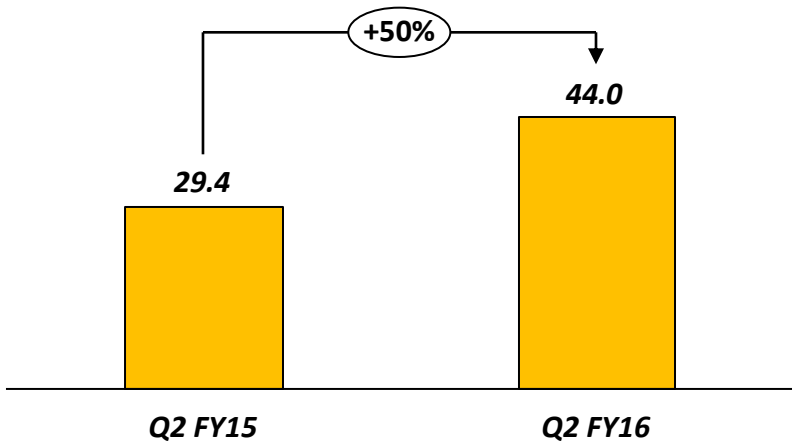
Total Income



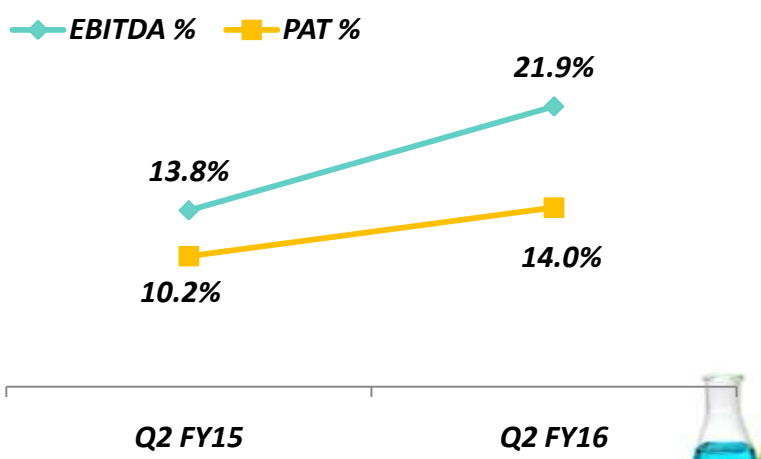
EBITDA after MI



PAT after MI



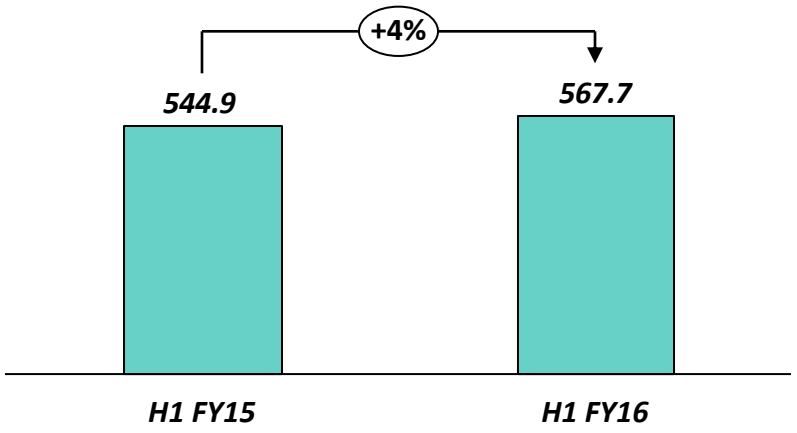
EBITDA & PAT Margin after MI



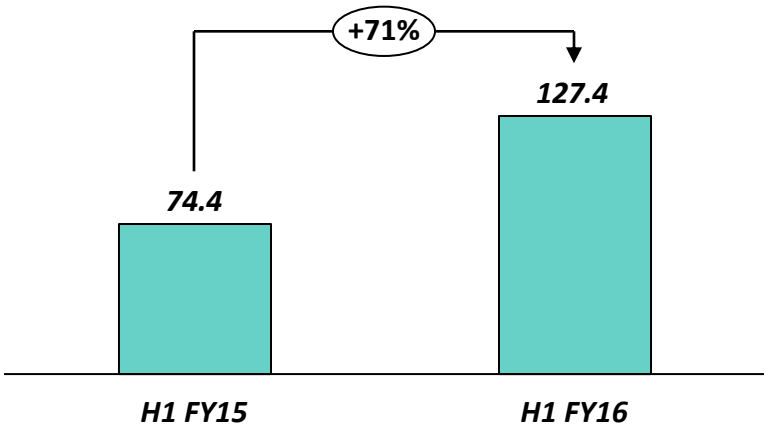
Rs. in Millions

Consolidated Half Year Financial Performance

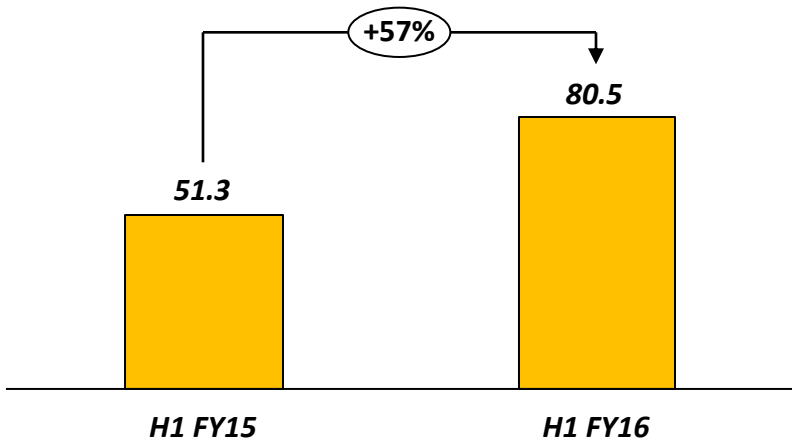
Total Income



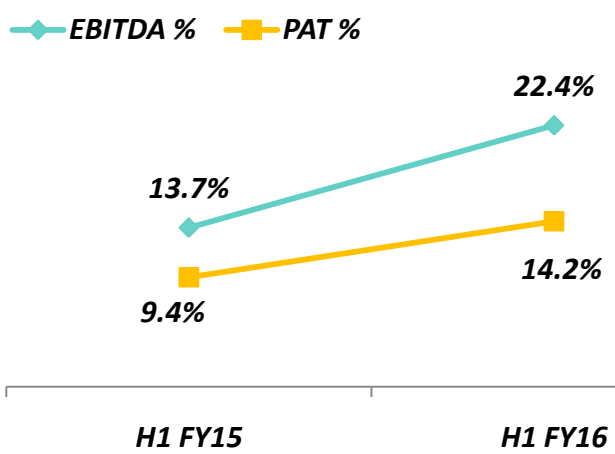
EBITDA after MI



PAT after MI



EBITDA & PAT Margin after MI



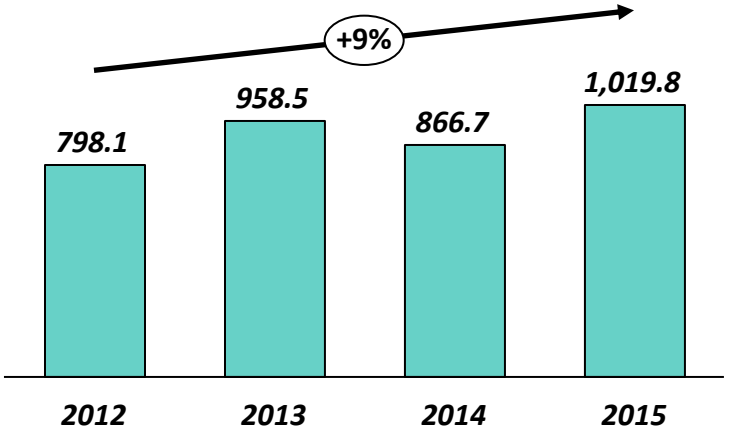
Rs. in Millions

Consolidated Profit & Loss account

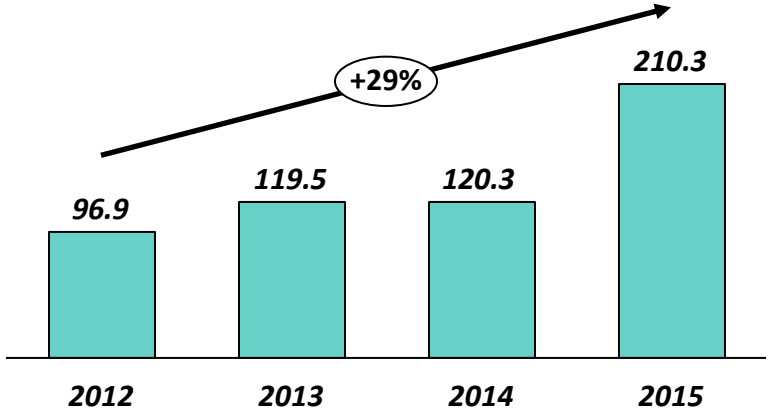
Rs. In Millions	*Q2 FY16*	*Q2 FY15*	*Y-O-Y*	*H1 FY16*	*H1 FY15*	*Y-O-Y*
Total Income	***314.2***	***289.1***	***9%***	***567.7***	***544.9***	***4%***
Raw Material	198.1	219.6		347.1	396.3	
Employee Cost	8.1	6.5		17.0	14.6	
Other Expenses	39.4	37.2		77.4	75.3	
Other Income	7.8	15.3		14.2	20.6	
EBITDA	***76.6***	***41.1***	***86%***	***140.4***	***79.3***	***77%***
EBITDA Margin	***24.4%***	***14.2%***		***24.7%***	***14.5%***	
Depreciation	1.3	1.2		2.6	2.5	
Finance Cost	0.8	0.8		2.1	1.7	
Exceptional Items	0.0	0.0		0.0	0.0	
PBT	***74.5***	***39.0***	***91%***	***135.7***	***75.0***	***81%***
Tax	22.8	8.4		42.2	18.9	
PAT	***51.7***	***30.7***	***68%***	***93.4***	***56.1***	***67%***
Minority Interest	***7.7***	***1.3***		***13.0***	4.8	
PAT After MI	***44.0***	***29.4***	***50%***	***80.5***	***51.3***	***57%***
PAT Margin	***14.0%***	***10.2%***		***14.2%***	***9.4%***	

Consolidated Financial Performance

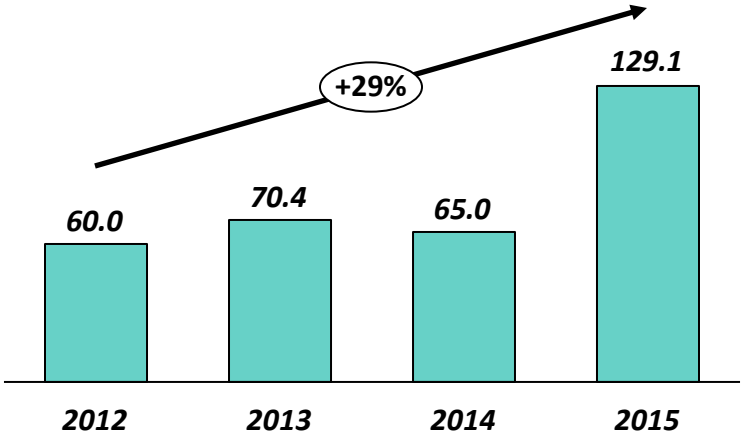
Total Income



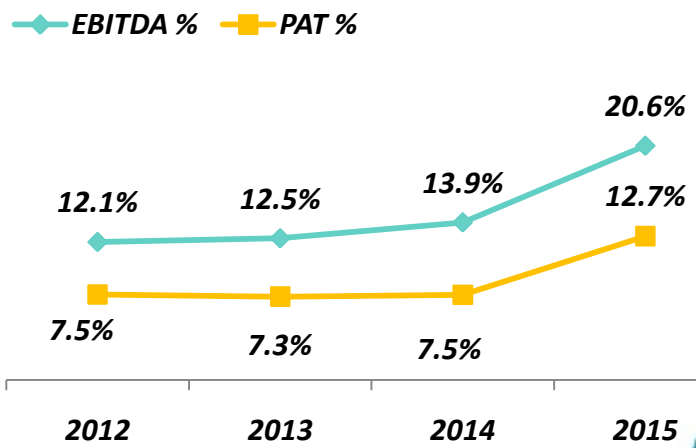
EBITDA



PAT



EBITDA & PAT Margin



Rs. in Millions

Consolidated Profit & Loss account

Rs. In Millions	*FY2015*	*FY2014*	*FY2013*	*FY2012*
Total Income	***1,019.8***	***866.7***	***958.5***	***798.1***
Raw Material	682.3	616.2	693.2	594.8
Employee Cost	37.0	35.4	42.8	35.5
Other Expenses	135.6	122.9	128.1	93.3
Other Income	45.4	27.9	25.2	22.5
EBITDA	***210.3***	***120.3***	***119.5***	***96.9***
EBITDA Margin	***20.6%***	***13.9%***	***12.5%***	***12.1%***
Depreciation	5.0	2.6	3.0	2.9
Finance Cost	3.3	4.0	5.2	4.7
Exceptional Items	0.0	2.0	0.0	1.8
PBT	***202.0***	***111.6***	***111.3***	***87.7***
Tax	56.0	33.5	30.2	24.8
PAT	***145.9***	***78.2***	***81.1***	***62.8***
Minority Interest	16.8	13.2	10.8	2.8
PAT After MI	***129.1***	***65.0***	***70.4***	***60.0***
PAT Margin	***12.7%***	***7.5%***	***7.3%***	***7.5%***



Consolidated Balance Sheet

Rs. In Millions	*Sep-15*	*Mar-15*
Shareholder's Fund	***825.5***	***763.2***
Share capital	224.6	224.6
Reserves & Surplus	600.9	538.6
Minority Interest	***53.9***	***53.7***
Non-current liabilities	***0.0***	***0.0***
Long term borrowings	0.0	0.0
Current liabilities	***181.0***	***190.8***
Short term borrowings	30.2	10.2
Trade payables	123.9	137.6
Other current liabilities	7.6	14.9
Short Term Provisions	19.3	28.2
Total Liabilities	***1,060.4***	***1,007.7***

Rs. In Millions	*Sep-15*	*Mar-15*
Non-current assets	***592.0***	***518.0***
Fixed assets (inc. Goodwill)	126.7	116.5
Goodwill on Consolidation	61.4	61.4
Non – Current Investments	307.0	255.2
Deferred Tax Assets (net)	4.8	4.7
Long Term Loans & Adv.	92.1	80.2
Current assets	***468.3***	***489.8***
Current Investments	37.9	37.9
Inventories	106.3	104.1
Trade receivables	200.7	217.3
Cash and bank balances	101.9	100.1
Short term loan & advances	15.5	21.2
Other current assets	6.1	9.2
Total Assets	***1,060.4***	***1,007.7***

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