FCL FINEOTEX CHEMICAL LIMITED

15s/91

22nd June, 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**

Dear Sirs/Madam,

Subject:- Investor Presentation 2015.

With reference to the above caption subject, we hereby enclose Investor Presentation 2015, requesting you to kindly take it in your record.

Kindly acknowledge receipt of the same.

Thanking You.

Yours faithfully,

For Fineotex Chemical Limited

Surendrakumar Tibrewala
(Chairman & Managing Director)

Encl.: As above.

Regd. Office : 42 & 43, Manorama Chambers, S. V. Road, Bandra (West), Mumbai - 400 050. India.**Phone** : (+91-22) 2655 9174 / 75 / 76 /77
Fax : (+91-22) 2655 9178 **E-mail** : info@fineotex.com **Website** : www.fineotex.com CIN - L24100MH2004PLC144295

Fineotex Chemical Limited

Where Dependability Counts…

Investor Presentation

June 2015

FCL

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

FCL

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'

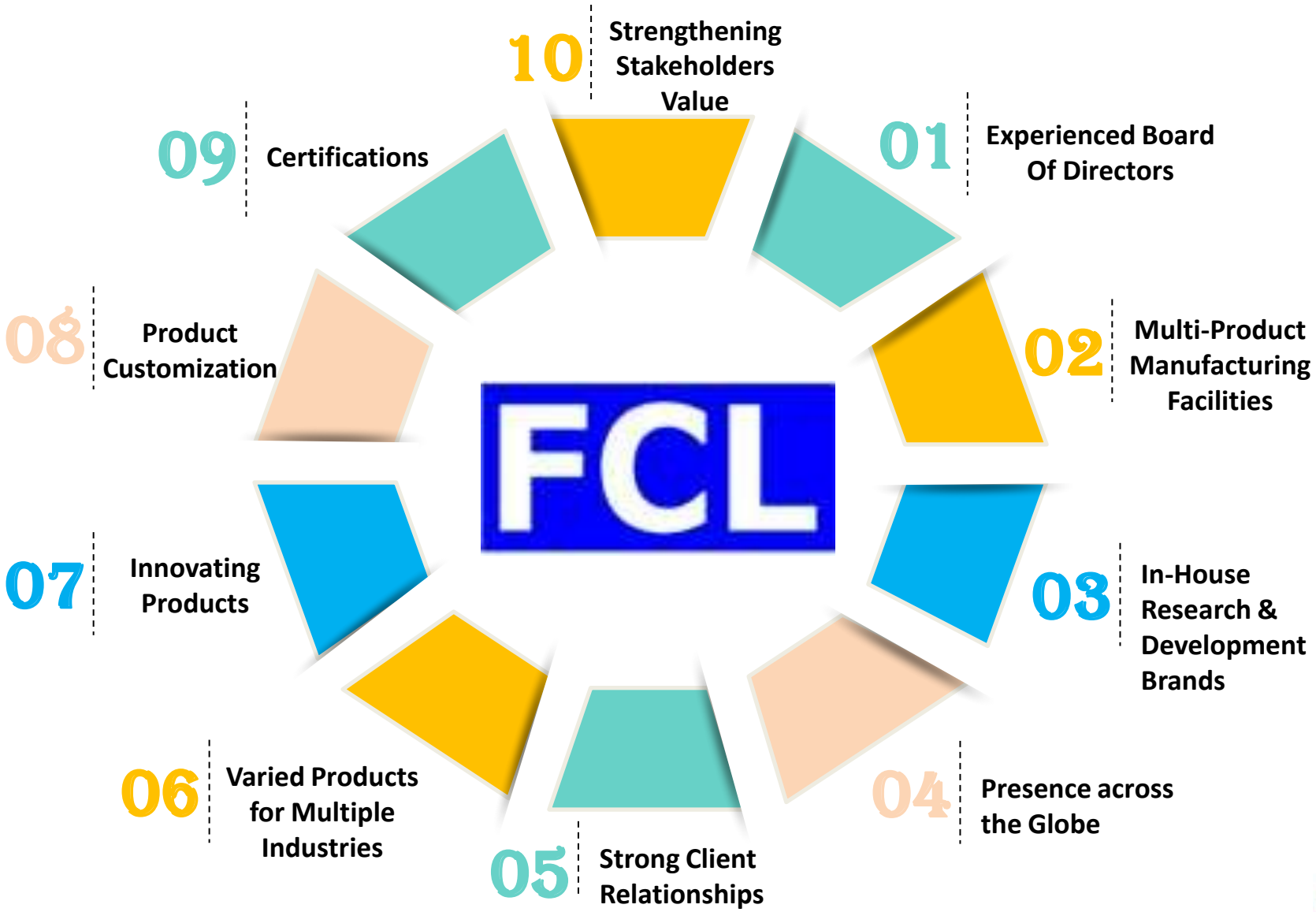
2004
- Incorporation of Fineotex Chemical Private Limited

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

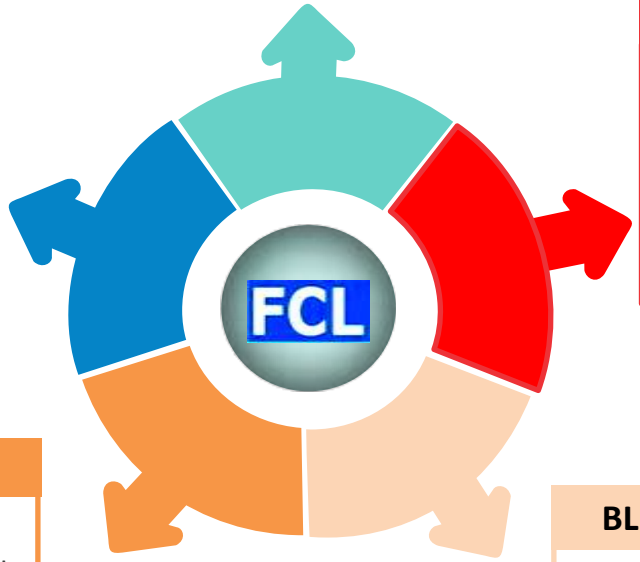
Varied Manufacturing Process

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

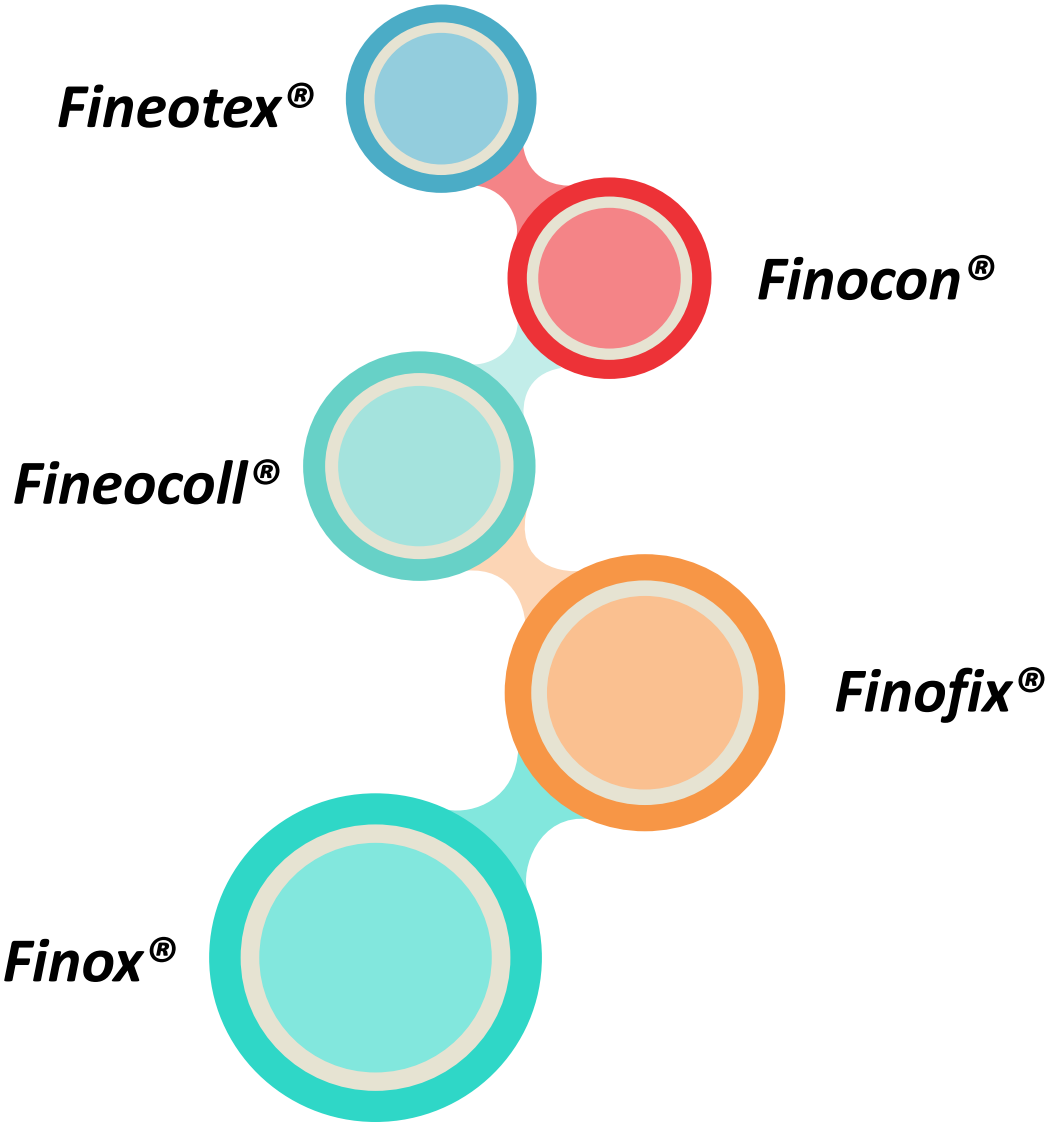
It is the adding and mixing of several raw materials with water in the required proportion at the right temperature with a specialized technique

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, 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

MARK OF INTEGRITY
owm

Siyaram's

T.C. TERRYTEX LTD
WE COMMIT ASPIRE AND GROW

Himatsingka

ADITYA BIRLA
GRASIM

BHILWARA GROUP
PROUD TO BE INDIAN
PRIVILEGED TO BE GLOBAL

NAHAR
GROUP
EXPERIENCE EXCELLENCE

BOMBAY DYEING
inspiring stylish homes

Sangam
Value through values

MALWA

Zuari Industries Ltd.

ADITYA BIRLA NUVO
Jaya Shree

Strong Client Relationships

Clariant

Raymond

JCT LIMITED

Durian

premier

Pidilite

STAHL

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

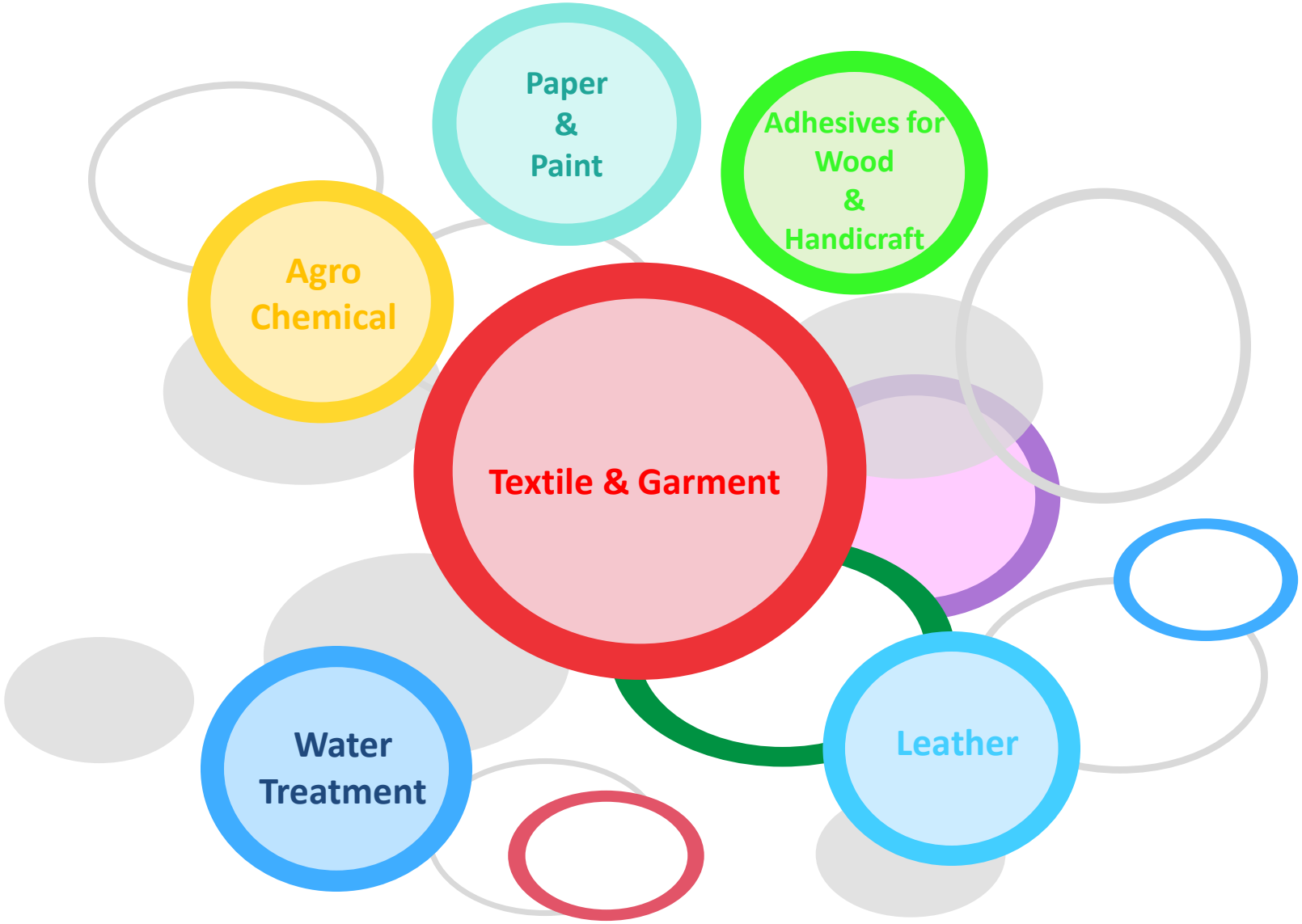
CRODA

ARCHROMA
LIFE ENHANCED

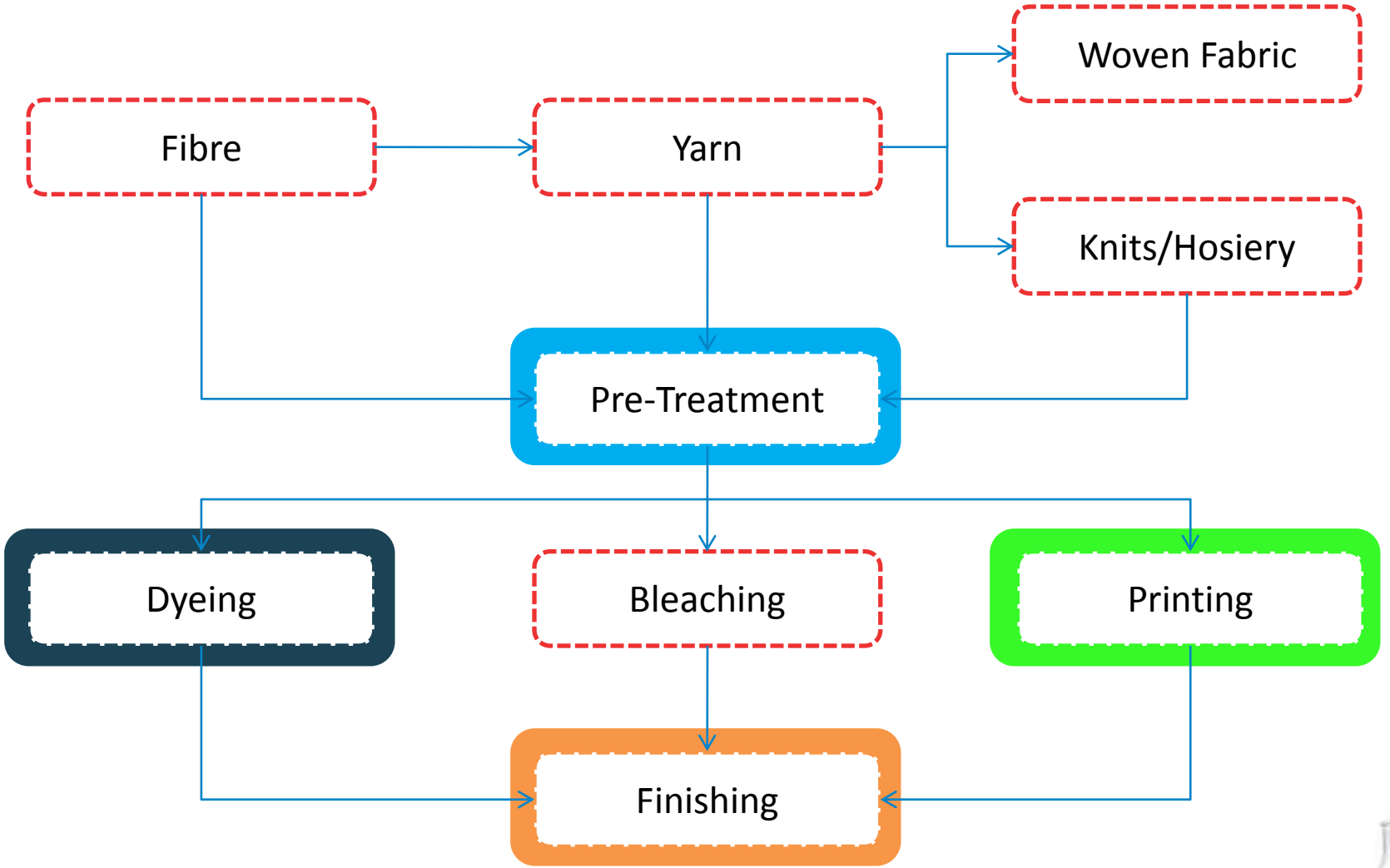
CHT

H.B. Fuller

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

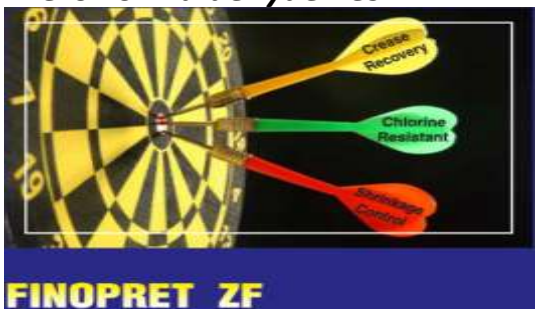
Multifunctional Auxiliary for Pretreatment

Soda Ash Substitute

Acetic Acid Substitute

Water & Oil Repellent

Zero Formaldehyde Resin



Highly Concentrated Silicone

Towel Silicones

...with Value Proposition

04 Lower Per Unit Cost

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

03 Innovation - Better Efficacy Products

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

02 Reduce in Effluent Load

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

01 Process Improvement

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

08 Product Customization

Customer Centric Workforce

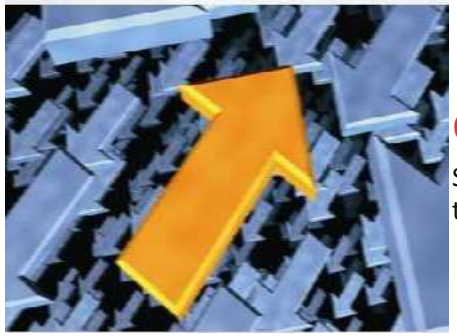
The philosophy of every person working at Fineotex is 'Customer Comes First

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

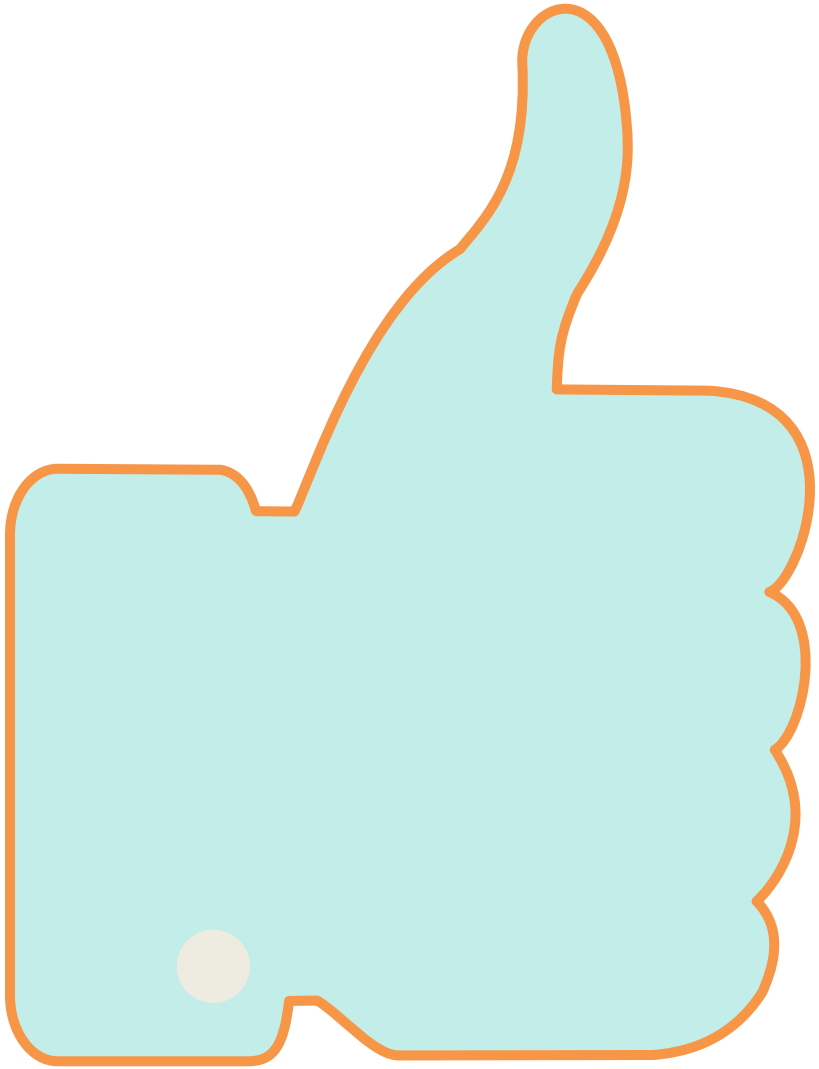
ISO 9001:2008

ISO 14001:2004

GOTS
Version 4.0

OHSAS
18001:2007

10 Strengthening Stakeholders Value



01 Zero Debt Company

02 Bonus Issued in 1:1 ratio

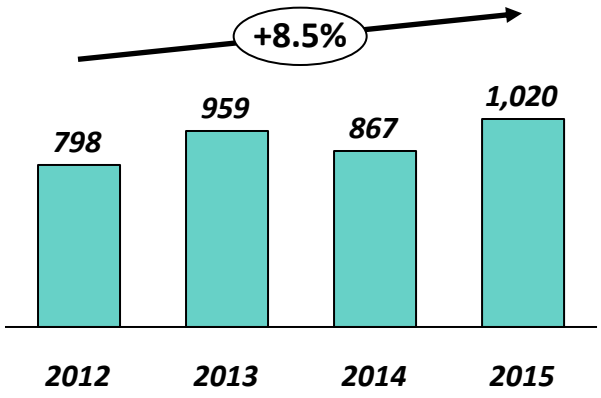
03 4 years PAT CAGR of 29%

04 Promoter Stake up from 62.5% to ~72%

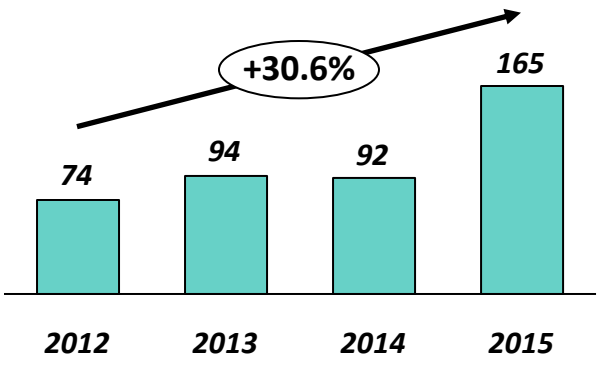
05 Proposed Dividend Payout Doubled

Improving Financial Performance

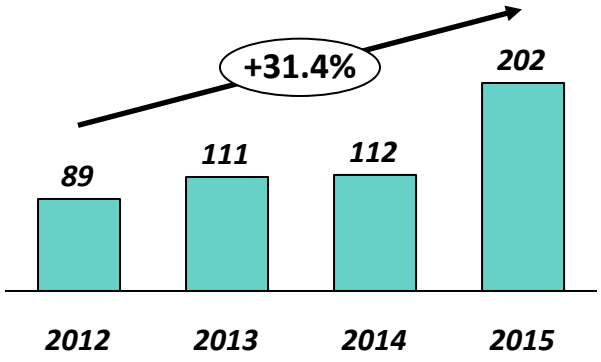
Revenue



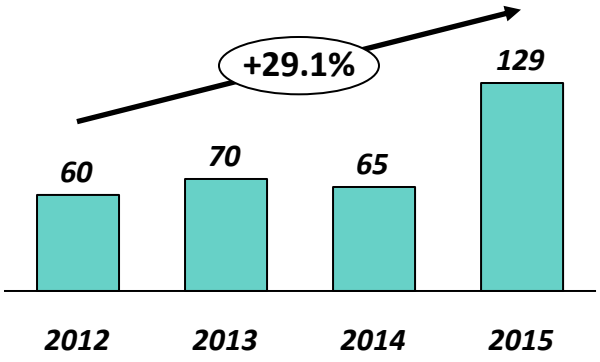
EBITDA



PBT



PAT after MI



Rs. in Millions

Consolidated Profit & Loss account

Rs. In Millions	FY2015	FY2014	FY2013	FY2012
Revenues	***1,020***	***867***	***959***	***798***
Raw Material	682	616	693	595
Employee Cost	37	35	43	36
Other Expenses	136	123	128	93
EBITDA	***165***	***92***	***94***	***74***
EBITDA Margin	***16.2%***	***10.7%***	***9.8%***	***9.3%***
Other Income	45	28	25	23
Depreciation	5	3	3	3
Finance Cost	3	4	5	5
Exceptional Items	0	2	0	0
PBT	***202***	***112***	***111***	***89***
Tax	56	33	30	25
PAT	***146***	***78***	***81***	***65***
Minority Interest	17	13	11	5
PAT After MI	***129***	***65***	***70***	***60***
PAT Margin	***12.7%***	***7.5%***	***7.3%***	***7.5%***

Consolidated Balance Sheet

Rs. In Millions	FY15	FY14
Shareholder's Fund	***763***	***648***
Share capital	225	112
Reserves & Surplus	539	535
Minority Interest	***54***	***43***
Non-current liabilities	***0***	***7***
Long term borrowings	0	7
Current liabilities	***191***	***181***
Short term borrowings	10	0
Trade payables	138	137
Other current liabilities	15	34
Short Term Provisions	28	9
Total Liabilities	***1,008***	***879***

Rs. In Millions	FY15	FY14
Non-current assets	***305***	***225***
Fixed assets (inc. CWIP)	117	76
Goodwill on Consolidation	61	61
Non – Current Investments	42	2
Deferred Tax Assets (net)	5	4
Long Term Loans & Adv.	80	81
Current assets	***703***	***654***
Current Investments	251	156
Inventories	104	114
Trade receivables	217	219
Cash and bank balances	100	127
Short term loan & advances	21	30
Other current assets	9	7
Total Assets	***1,008***	***879***

For further information, please contact:

Company :	Investor Relations Advisors :
Fineotex Chemical Ltd. CIN: L24100MH2004PLC144295 Ms. Raina D'Silva raina@fineotex.com +91-22-26559174 www.fineotex.com/	**Strategic Growth Advisors Pvt. Ltd.** CIN: U74140MH2010PTC204285 Mr. Sudeep Chatterjee/ Mr. Jigar Kavaiya csudeep@sgapl.net / kjigar@sgapl.net +91-9870449436 / +91-9920602034 www.sgapl.net