# FCL FINEOTEX CHEMICAL LIMITED

16s/62
21st November 2016

To,

| | |
|---|---|
| General Manager,<br>Listing Department,<br>**The Bombay Stock Exchange Limited,**<br>P.J. Towers, Dalal Street,<br>Mumbai – 400 001<br><br>**Company code: 533333** | The Manager,<br>Listing & Compliance Department<br>**The National Stock Exchange of India Limited**<br>Exchange Plaza, Bandra Kurla Complex,<br>Bandra East, Mumbai - 400051<br><br>**Company code: FCL** |

Dear Sirs/Madam,

**Subject:- Investor Presentation November 2016**

With reference to the above caption subject, we hereby enclose Investor Presentation for the Month of November 2016, requesting you to kindly take it in your record.

Kindly acknowledge receipt of the same.

Thanking You.

Yours faithfully,

**For FINEOTEX CHEMICAL LIMITED**

R. D'Silva

**Raina D'Silva**
**Company Secretary**

# FINEOTEX CHEMICAL LIMITED

*Where Dependability Counts…*

Investor Presentation
NOVEMBER 2016

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# 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%

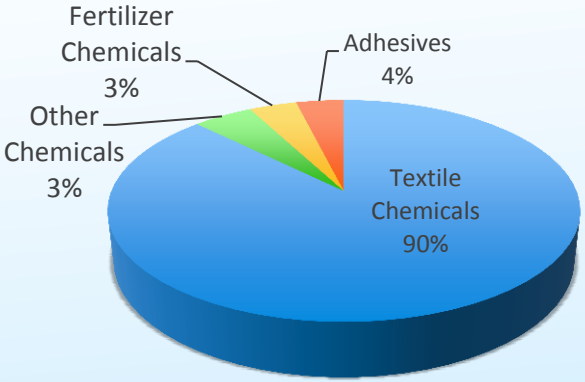
# COMPANY OVERVIEW

# COMPANY OVERVIEW

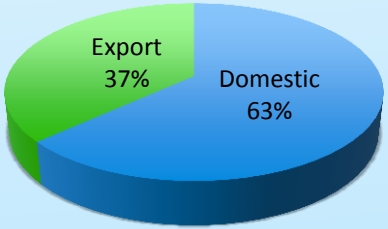


- Fineotex Group was established in 1979 by Mr.Surendra Tibrewala
- FCL was incorporated as a public limited company in 2007. The company was listed on Bombay Stock Exchange in March 2011, and listed on the National Stock Exchange in January 2015.
- Fineotex is one of India's largest and most progressive 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.

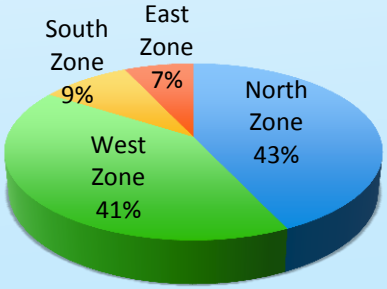
**Industry wise Revenue Break-up**




**Geographical Revenue Break-up**




**Domestic Revenue Break-up**



# PROMOTER BACKGROUND

## Mr. Surendra Kumar Tibrewala – Chairman & MD

- Commerce graduate 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

- Post Graduate, with specialization in Textile Processing and Chemicals from Sasmira University & a Commerce Graduate from Mumbai University
- Spearheading the company into Organic & Inorganic Growth by venturing into Exports & Foreign Acquisitions
- Instrumental in increasing the product basket for textile chemicals and diversifying into segments like Agro, Adhesives & others

# KEY MILESTONES



## 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
- Received Star Export House Recognition

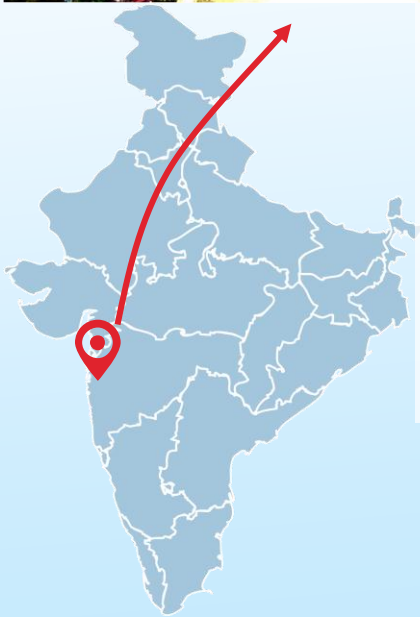
# GLOBAL FOOTPRINT

- Presence in 33 countries like Australia, Germany, Turkey, Bulgaria, Argentina, South Africa, Brazil, Indonesia, Thailand, Mauritius, Vietnam, Malaysia, Singapore, UAE, Tanzania etc
- Company also got recognised as a Star Export House in 2015.

STAR EXPORT HOUSE
Certificate Holder

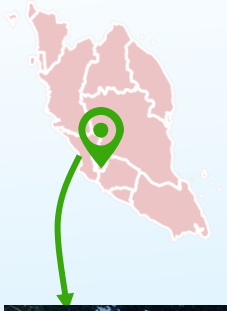
- Constantly tapping new markets, tie ups with reputed distributors with a sole selling policy to channelize its efforts in view of long term relationship

# MANUFACTURING FACILITIES



**INDIAN FACILITIES LOCATED AT MAHAPE, NAVI MUMBAI**

- Trans Thane Creek Industrial Area, Mahape, Navi Mumbai.
- The Current production capacity is **15,500 MT p.a.**



**MALAYSIAN FACILITY AT BANDER BARU BANGI, MALAYSIA**

- PLot 71, Jalan P10/21, Selaman Industrial Park,43650 Bandar Baru Bangi, Selangor, Malaysia.
- Current production capacity of **6,500 MT p.a**.

# STRONG R&D CAPABILITIES



- Fineotex has state-of-the-art technology and is continuously updated with in- house R&D at 2 laboratories in Mumbai.
- Strong R&D capabilities help them increase customization levels of their products – leading to higher value addition for its customers.
- Extensive R&D is performed at the client's site. This is an important source for new developments as a lot of variables/factors like the client's plant machinery type and its speed, water quality, timing etc are critical for tweaking the quality and performance of the products.
- Laboratories are equipped with all kinds of modern equipment's like Brookfield Viscometers, Refractometers, Pilot Vessels and application equipment's to perform pre-treatment, dyeing, printing & finishing trials.
- Product features regularly improved by incorporating the latest technology and developing new specialty and cost-effective products.

***Strong focus on R&D leads to high level of product customization***

# TEXTILE INDUSTRY CLIENTS

# OTHER INDUSTRY CLIENTS



CHT
Clariant
RCF
PUDUMJEE
H.B. Fuller
Durian
Pidilite
CRODA
DEEPAK FERTILISERS AND PETROCHEMICALS CORPORATION LIMITED
STAHL
IFFCO
JAI KISAAN
ARI AGRO CHEMICALS

# KEY STRENGTHS



Strong Balance Sheet, Zero Debt,
High ROCE & ROE,
Consistent Dividend Paying

Strong geographical footprints

Strong and well reputed Management Team

Low cost producer; competitive price positioning

Access to best technological knowledge base through Biotex, Malaysia

Well diversified portfolio - High level of customization; strong entry barriers

Strong Industry Knowledge – 3 decades in specialty chemicals business

# COMPETITIVE ADVANTAGE

## 1 High Entry Barriers

- Industry dominated by few players as strong technical knowhow needed
- High level of customization
- Quality & efficiency focused products

## 2 Sticky Customer Profile

- Critical products having significant impact on end product properties
- Products with high value addition and catering to sensitive chemical processes
- Reluctance of customers to switch easily

## 3 Pricing Power

- Cost of Products is a very small % to the end product prices.
- Highly technical products used in critical processes
- Customer don't focus on pricing but on reliability & technical superiority.

## 4 Strong and Established Brand Presence

- The Fineotex brand is well established since 3 decades and known for its superior quality
- Leveraging Biotex to penetrate the global markets
- Network of 68 distributors pan-India, offering higher returns to them to ensure better market share

## 5 Offering Innovative Solutions to Customers

- Diversified product portfolio including 400 products
- Products catering to the entire value chain in textile manufacturing process

## 6 Lower Per Unit Cost

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

## 7 Customized Products

- Modifying the products as per customer needs
- New products developed based on in-house R&D and continuous trials at customer's shop floor
- Unique & efficient concentrated products with low dosage, transport and storage costs

# FUTURE STRATEGY

**Increasing Market Share**

- Increasing market share in textile chemicals segment with more product range and novel applications.

**Leverage Biotex Brand**

- Leverage Biotex brand in domestic markets and increasing share in export markets.
- Using technical knowledge & expertise of Biotex to further enhance our product basket and processes .

**Enter New Industry**

- Looking to penetrate in speciality chemicals for non-textile applications.

**Enhance Production Capacity**

- To Increase production capacity by adding machinery and equipment's on a regular basis.
- Currently FCL have acquired land in Wada, Khopoli and additional land in Ambernath for future expansion.

**Disciplined Capital Allocation**

- The Company has made gradual capital allocations to increase capacities as needed and runs its facilities at optimum utilisations before planning any new capex.

# BUSINESS OVERVIEW

# TEXTILE CHEMICALS

- Pretreatment
- Dyeing
- Printing
- Finishing

# OTHER CHEMICALS

Agro-Chemicals → Adhesives → Leather Chemicals → Water Treatment Chemicals → Paper and Paint Chemicals → Construction Chemicals

FINEOTEX®

# TEXTILE CHEMICALS

FCL

- Global textile chemicals market is expected to grow at a CAGR of 3.7% by 2020. **Global textile chemicals market to be valued at US$25.42 billion by 2020.**
- The Company manufactures chemicals for the entire value chain for the textile industry including pretreatment, dyeing , printing and finishing process

| | SPINNING | WEAVING | PRETREATMENT | DYEING | PRINTING | FINISHING |
|---|---|---|---|---|---|---|
| PROCESS | | Sizing | De-sizing Scouring Bleach | Dyeing Washing Fixing | Rotary Printing Table Printing | Exhaust Padding |
| PRODUCT CATEGORIES | | Polymers, Softener | Enzymes Wetting & Detergent Sequestering Additives | Dyes, Acids Alkali Leveling Detergent Fixer | Dyes, Binder Thickener Fixer Detergent Loop-accelerator | Softeners, Silicones, Polymers, Resins |
| FINEOTEX PRODUCTS | | | Finocon 14x<br>Finocon 4x<br>Finocon 10x<br>Finocon FBOL<br>Finocon Pinky<br>Finocon ECO Conc<br>Diquest S | Finocon DISP<br>Finosil AB<br>Finocon DG New<br>Finocon DALP<br>Diquest SNA<br>Finofix NFE<br>Finocon ADA Premium | Finoprint KBI<br>Finofix CL<br>Finofix CLMAG<br>Finothick KER<br>Finoprint WP<br>Finoprint AG<br>Finocon LACM SPL<br>Bioprint RDT | Silsoft<br>Finox SIL<br>Finox JET<br>Finox 999<br>Finox PVX<br>Finoguard SI<br>Finox XLH Extra<br>Finolube PEC<br>ECO |

- The company is one of the strongest players in finishing chemicals segment in India, with a higher focus on dyeing and finishing chemicals which have higher applicability on textiles and are more profitable.
- The Company consumes more than 300 raw materials like DCDA, DMA, 2 Ethyl Hexanol, Maleic Anhydrite, Acrylamide, Organic Surfactants, Butyl & Styrene Acrylate, Deta, Para formaldehyde to name a few.

Source: *United state industrial fabrics institute, synthetic yarn and fiber association, Asian textile journal, Fiber economics bureau.*

# PRETREATMENT CHEMICALS



- Natural fibers and synthetic fibers contain primary impurities that are contained naturally, and secondary impurities that are added during spinning , knitting and weaving processes.
- Textile pre treatment is the series of cleaning operations. All impurities which causes adverse effect during dyeing and printing is removed in pre treatment process.

| PRODUCT NAME | FUNCTION |
|---|---|
| De-sizing Agent | To remove the different types of sizes (Starch, waxes etc.) from the fabric/yarn |
| Wetting and Penetrating Agent | To reduce the surface tension of water and thus increase the absorbency of the water to the fabric |
| Sequestering Agent & Protective Colloid | To reduce the hardness of water and thus make ideal conditions for washing |
| Scouring Agent | To remove the oil , fats etc from the fabric |
| Silicone & Non Silicone Defoamers | To reduce the foam created during the process of treatment of fabric |
| Non-Silicate Peroxide stabilizer | To stabilize the peroxide of hydrogen peroxide in the pre treatment process |
| Peroxide Killer | To clear the residual peroxide from the fabric |
| Polyester Weight Reducing Catalyst | To reduce the weight of the polyester fabric during the caustic addition process |
| Anti-back Staining Agent | To prevent the staining of the pockets during the denim fabric treatment |

# DYEING CHEMICALS



- Dyeing is the process of adding color to textile products like fibers, yarns, and fabrics. Dyeing is normally done in a special solution containing dyes and particular chemical material. After dyeing, dye molecules have uncut chemical bond with fiber molecules. The temperature and time controlling are two key factors in dyeing. There are mainly two classes of dye, natural and man-made.

- The dyeing process includes sequestering agents, acid buffers, polyester dyeing carrier, dispering and oligomer removing agent, leveling agents, anticrease lubricants, washing off agents, dye fixing agents, soda ash substitute and reduction clearing agents.

| PRODUCT NAME | FUNCTION |
|---|---|
| Sequestering Agent | To reduce the hardness of water and thus make ideal condition for processing |
| Silicone & Non Silicone Defoamers | To reduce the foam created during the process |
| Buffering Agent | To maintain the pH of dye bath throughout the dyeing process |
| Polyester Dyeing Carriers | To facilitate easy absorption and penetration of dyes by the polyester fabric |
| Dispersing Agent & Oligomer Removing Agent | To maintain the dispersion of dyes in the dyeing process and help to remove oligomers |
| Levelling Agent | To get even dyeing and even colour depth effect |
| Lubricants | To reduce the friction between fabric to fabric and fabric to machine and to reduce the creation of creases in the fabric |
| Washing off Agent | To remove the unfixed dyes from the fabric |
| Soda Ash Substitute | To substitute soda ash in the dyeing process of cotton |
| Dye-fixing Agent | To fix the dyes on to the fabric |
| Cationising Agent for Pigment Dyeing | To provide required cationic charge to the fabric in the pigment dyeing process |

# PRINTING CHEMICALS



- Textile printing is the process of applying colour to fabric in definite patterns or designs. In properly printed fabrics the colour is bonded with the fibre, so as to resist washing and friction. Textile printing is related to dyeing but in dyeing properly the whole fabric is uniformly covered with one colour, whereas in printing one or more colours are applied to it in certain parts only, and in sharply defined patterns.

- This includes dispersing agents, binders acryclic, thickeners, white inks, washing off agents, softener for pigment printing.

| PRODUCT NAME | FUNCTIONS |
|---|---|
| Dispersing, Penetrating, Swelling, Levelling & Defoaming Agent | To provide depth and even level printing effect, being added in the printing paste |
| Fixation Accelerators | To provide depth and fixation of dyes to the polyester printing fabric in loopager machine during the disperse printing process |
| Binders Acrylic, Self Thickening for Gold & Flock | To bind the pigment or dyes onto the fabric |
| Fixers in Pigment Printing | To provide fastness to the print |
| Thickeners | To provide viscosity to the printing paste to facilitate required printing effect |
| White Inks | To provide printing effect onto the fabric |
| Washing Off Agent | To remove the unfixed dye from the printed fabric |

# FINISHING CHEMICALS



- In textile manufacturing, finishing is the processes that converts the woven or knitted cloth into a usable material and more specifically to any process performed after dyeing the yarn or fabric to improve the look, performance, or "hand" (feel) of the finish textile or clothing.
- The finishing process includes stiffeners, softeners-cationic, silicone emulsions amino, wax finishing agents, antistatic agents, water repellants, antistatic agents, water repellants and soil resisting agents, polyuthrene finishing agent, anticrease resins, anti pilling cum antislip agent, enzymatic bio polishing agent and yarn lubricants.

| PRODUCT NAME | FUNCTIONS |
|---|---|
| Stiffeners | To provide stiff finish effect to the fabric |
| Softeners | To provide soft finish effect to the fabric |
| Silicone Emulsion | To provide silky and soft finish effect to the fabric |
| Wax Finishing Agent | To provide waxy finish to the fabric |
| Anti Static Agent | To reduce the static power of the fabric |
| Water Repellant & Soil Resisting Agent | To provide water repellency and dust repellency to the fabric |
| Polyurethane Finishing Agent | To provide bouncy feel to the fabric |
| Crease Recovery Agent | To reduce the crease and provide wrinkle free effect to the fabric |
| Delustering Agent | To remove the luster from the viscose fabric |
| Anti-pilling & Anti-Slip Agents | To remove the hairing and pilling problems from the fabric and also provide anti-slip effect |
| Enzymatic Bio-polishing Agent | To remove the surface protrudene fibers from the knit substrates and denim and thus improvise the surface feel |

# OTHER SPECIALTY CHEMICALS



- FCL also manufactures other specialty chemicals like adhesives, food additives, foundry chemicals, defoamers, elastomers, cosmetic additives, flavours and fragrances across industries like construction , water treatment , agriculture, leather, paint & paper and wood & handicraft.

| INDUSTRY | PRODUCT NAME | FUNCTION |
|---|---|---|
| Agrochemical | Defoamers for fertilizers | To reduce the foam in the fertilizer production process |
| | Anticaking Agent | To avoid the caking of the powder fertilizer and thus keep it free flowing powder |
| Wood Working & Handicraft, Sticker and Bindi, Cigarette | Adhesives | Different kinds of adhesives for these Industries for sticking purpose |
| Other Industries ;<br>• Construction<br>• Water Treatment<br>• Leather<br>• Paper & Paint | • Admixture, Water Proofing, Binders , Polymers<br>• Boiler Chemicals, Cooling tower chemicals,<br>• Coating, Softening, Shine & Texture, Finishing agents,<br>• Defoamers, Emulsions, Antisetting agents | • To reduce water-cement ratio, provide water proofing<br>• To reduce hardness of the water<br>• To provide coating on the surface of leather<br>• To provide shining effect to the leather<br>• To reduce foam in the paper making process<br>• Helps to avoid setting the settling of pigments in the paints |

# CASE STUDIES

**FINOCON ADA Premium – Soda Ash Substitute**

*Benefits*

Soda ash substitute, Reduced cost of dyeing,

Single time addition in dye bath, Reduces TDS by 80%

**FINOCON ECO Concentrate – Acetic Acid Substitute**

*Benefits*

Eco Friendly,

Economical,

Sulphate free, Chloride free,

Formate free,

Viscose Safe

**BIOPRINT BDT – Sodium Alginate Substitute**

*Benefits*

Excellent viscous stability,

Anti dilution property,

Good wash off property,

Longer shelf life,

Good sharpness of prints

**FINOPRET ZF – Zero Formaldehyde Resin**

*Benefits*

Zero formaldehyde levels,

Chlorine resistant finish,

Excellent crease recovery,

Durable washing up to 100°c

**FINOX XLH – TOWEL SILICONES**

*Benefits*

Non yellowing silicone softener,

Super feel & shear stable,

Improves elastomeric properties,

Stretch recovery of Knitwear

**CONCENTRATED PRODUCTS – Pretreatment, Dyeing, Printing & Finishing Chemicals**

*Benefits*

Freight cost savings,

High efficacy,

Low dosage requirement,

# BIOTEX



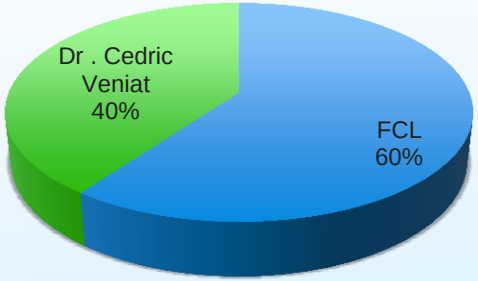
BioTex™

- BioTex was founded in 2002 in Malaysia by Dr. Cedric Veniat
- It manufactures innovative specialty chemicals using French Technology
- The manufacturing facilities are strategically located at an industrial hub in Selangor, Malaysia which helps it cater to key Asian and European markets
- It has a state-of-the-art manufacturing facility meeting global chemical industry standards
- It has a diverse basket of more than 50 high value products
- The unit is managed by a well known industry expert **Dr. Cedric Veniat**
  - He is of European decent with over 25 years of experience in the specialty chemicals industries
  - Prior to founding Biotex, he was working with Thor group for more than a decade

**BioTex Value Addition**

- Products complementary to Fineotex
- Well established brand in Asian and European market
- Provides technological edge to Fineotex products

## Biotex Shareholding (%)




*FCL acquired 60% stake in Biotex in 2011 for USD 1.8 million*

**PRODUCTS**

1. Silicone Products
2. Fluorocarbon Products
3. Resin Auxillaries
4. Pretreatment Auxillaries
5. Dyeing Auxillaries,
6. Flame – Retardant Technologies
7. Synthetic Thickeners/Binders

FINEOTEX®

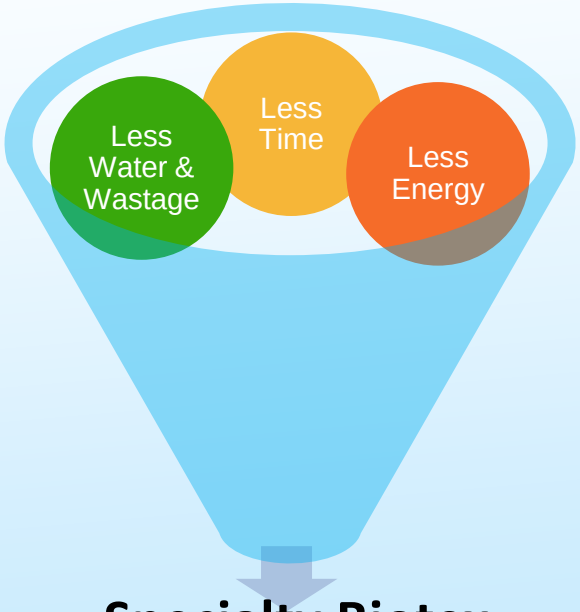
# BIOTEX CASE STUDIES

FCL

## BIOTEX LTB – Low Temperature Bleaching

### BENEFITS

- Low temperature bleaching agent at 75-80 degrees for 30 min
- Only caustic and peroxide required, BOD & COD levels are very low
- Less strength loss and higher DP rating
- Less weight loss
- Energy saving




## Specialty Biotex Products

***High potential & applicability in pretreatment process across all cotton substrates***

## BIOTEX NELA – Multifunctional Auxiliary for Pretreatment

### BENEFITS

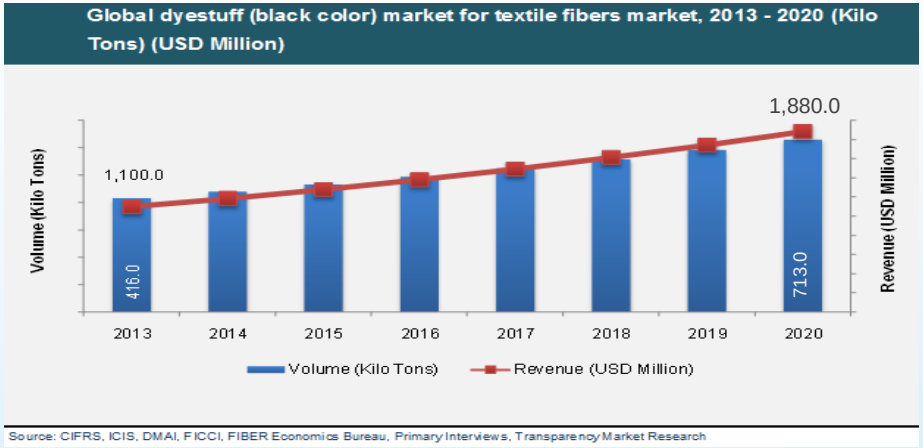
- All in one multifunctional product for pretreatment process
- Minimum caustic dosage approx 0.5%
- Water, energy and time saving
- 25-30% reduction in effluent COD level as compared to the traditional process
- Eco- Friendly and readily biodegradable

# INDUSTRIAL OVERVIEW

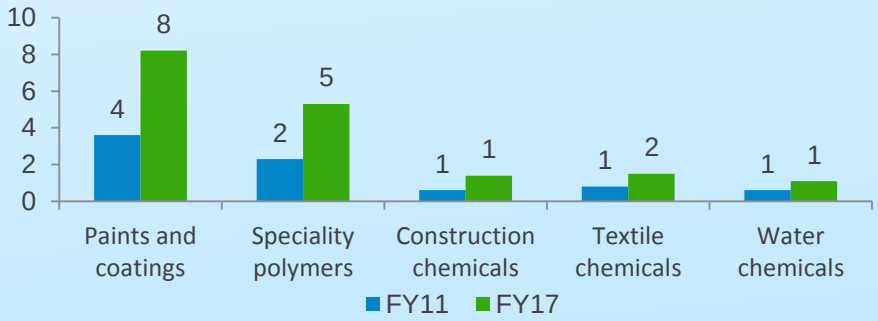
# INDIAN & GLOBAL SPECIALTY CHEMICALS INDUSTRY



- The Indian Specialty Chemicals industry is pegged around $17.7 bn (excluding agro chemicals, dyes & pigments).
- The Indian Chemical Industry which is 3% of the global market size, is pegged at approximately $ 108 bn .
- The Indian Specialty Chemicals industry is expected to grow at a CAGR of 17% driven by growth of end-user industry. The other factor leading the growth is increase in the consumption intensity as compared to other countries, India's per capita consumption of specialty chemicals is low. This provides ample growth opportunities in medium to long term.
- Softly the textile chemical auxiliaries sold are assumed to be 1/10th of global fiber production in one year, that stands to 6.4 mnmtpa
- The Global Speciality Chemicals industry is around $740 bn accounting for around 20-22% of the overall global chemical industry. The industry is expected to grow at a CAGR of 5.4% annually to reach $970 bn by FY16.




**Indian Specialty Chemicals Growth Outlook by FY17 (USD billion)**




Source: *ibef.org*

# GOVERNMENT INITIATIVES



- The Indian Government has taken steps to improve competitiveness in the sector. The major being:
  - Industrial licensing being abolished for most sub sectors.
  - FDI up to 100% granted in the chemicals sector
  - The government is continuously reducing the list of reserved chemical items for production in the small-scale sector, thereby promoting Greater investment in technology up gradation and modernization
  - 'Make in India' initiatives and chemical industry can play a major role in this campaign by making India a manufacturing hub for chemicals, especially knowledge and specialty chemicals.
  - The Government has launched the Draft National Chemical Policy, which aims to increase chemical sector's share in country's GDP.
  - Policies initiated to set up Chemicals & Petrochemicals investment regions which will be a region spread across 250 kms for manufacturing of domestic and export-related products of Chemicals and petrochemicals.

# FINANCIAL OVERVIEW

# STANDALONE INCOME STATEMENT



| INCOME STATEMENT (INR Mn) | FY12 | FY13 | FY14 | FY15 | FY16 | H1FY17 |
|---|---|---|---|---|---|---|
| **Total Income*** | **355** | **432** | **572** | **698** | **726** | **386** |
| Expenses | 276 | 353 | 485 | 537 | 498 | 280 |
| **EBITDA** | **79** | **79** | **87** | **161** | **228** | **106** |
| **EBITDA Margin %** | **22.3%** | **18.3%** | **15.2%** | **23.1%** | **31.4%** | **27.5%** |
| Depreciation | 2 | 2 | 2 | 5 | 5 | 3 |
| Finance Cost | 3 | 4 | 3 | 2 | 3 | 1 |
| Extra-Ordinary Items | 0 | 0 | 2 | 0 | 0 | 0 |
| **PBT** | **74** | **73** | **80** | **154** | **220** | **102** |
| Tax | 23 | 19 | 22 | 42 | 69 | 31 |
| **PAT** | **51** | **54** | **58** | **112** | **151** | **71** |
| **PAT %** | **14.4%** | **12.5%** | **10.1%** | **16.0%** | **20.8%** | **18.4%** |
| EPS | 4.57 | 4.34 | 2.59 | 1.00 | 1.35 | 0.64 |

*Total Income includes Revenues and Other Income

FINEOTEX®

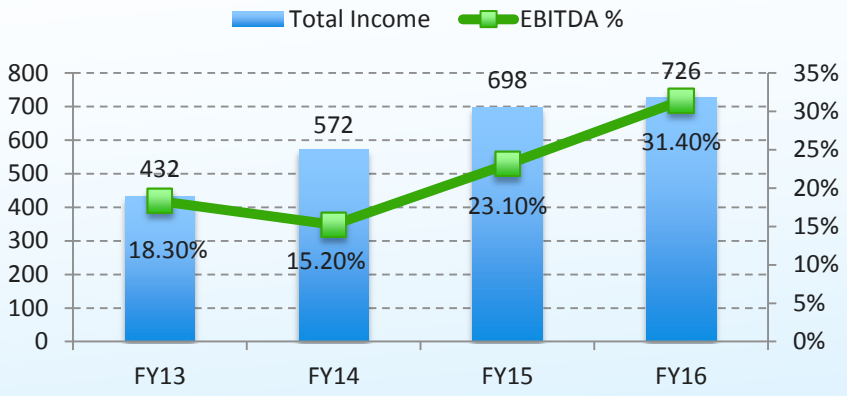
# STANDALONE BALANCE SHEET

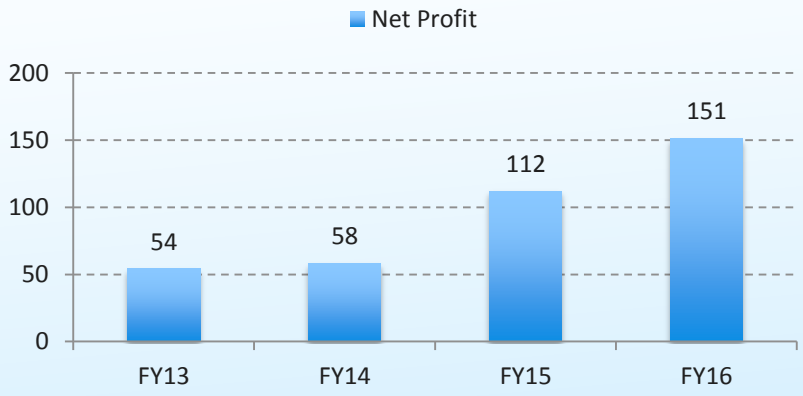
FCL

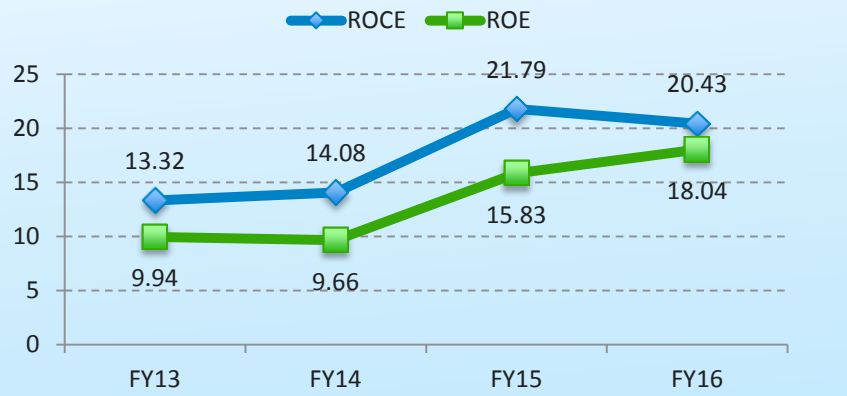
| PARTICULARS | FY 13 | FY14 | FY 15 | FY16 | H1 FY17 | PARTICULARS | FY 13 | FY14 | FY15 | FY16 | H1 FY17 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **EQUITIES & LIABILITIES** | | | | | | **ASSETS** | | | | | |
| **Shareholder Funds** | **546** | **601** | **707** | **837** | **908** | **Non Current Assets** | **225** | **244** | **576** | **678** | **742** |
| (A) Share Capital | 112 | 112 | 224 | 225 | 225 | (A) Net Fixed Assets | 63 | 68 | 106 | 120 | 141 |
| (B) Reserves& Surplus | 434 | 489 | 483 | 612 | 683 | (B) Non-current Investments | 84 | 93 | 385 | 484 | 518 |
| (C) Share Application Money | - | - | - | - | - | (C) Long term Loans & Advances | 73 | 79 | 80 | 69 | 78 |
| **Non Current Liabilities** | **33** | **7** | **-** | **-** | **-** | (D) Other Non Current Assets | 5 | 4 | 5 | 5 | 5 |
| (A) Long Term Borrowings | 33 | 7 | - | - | - | **Current Assets** | **464** | **516** | **272** | **292** | **299** |
| **Current Liabilities** | **110** | **152** | **141** | **133** | **133** | (A)Inventories | 42 | 59 | 47 | 57 | 70 |
| (A) Short term Borrowings | 2 | - | 10 | 30 | 17 | (B) Trade Receivables | 114 | 171 | 169 | 192 | 204 |
| (B) Trade Payables | 72 | 111 | 96 | 99 | 111 | (C) Cash & Bank Balances | 91 | 82 | 27 | 28 | 17 |
| (C) Other Current Liabilities | 29 | 34 | 12 | 3 | 3 | (D) Short-term loans & advances | 3 | 35 | 20 | 14 | 8 |
| (D) Short-term provisions | 7 | 7 | 23 | 1 | 2 | (E) Other current assets | 214 | 169 | 9 | 1 | 0 |
| **GRAND TOTAL - EQUITIES & LIABILITES** | **689** | **760** | **848** | **970** | **1,041** | **GRAND TOTAL – ASSETS** | **689** | **760** | **848** | **970** | **1,041** |

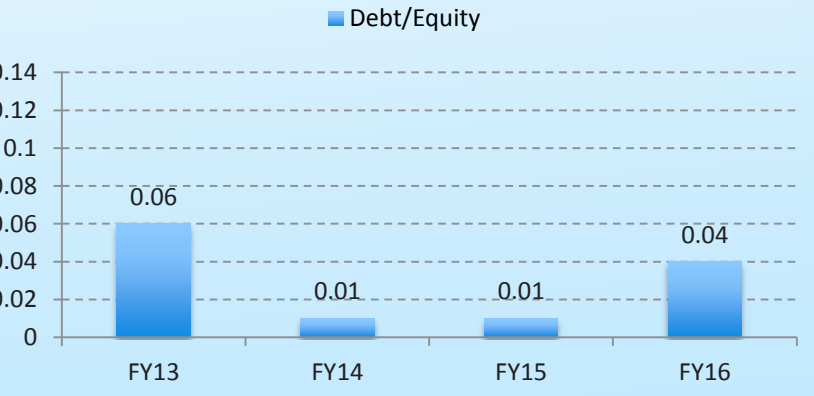
# STANDALONE FINANCIAL PERFORMANCE





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# CONSOLIDATED INCOME STATEMENT

FCL

| INCOME STATEMENT (INR Mn) | FY12 | FY13 | FY14 | FY15 | FY16 | H1FY17 |
|---|---|---|---|---|---|---|
| **Total Income*** | **821** | **984** | **895** | **1,065** | **1,121** | **612** |
| Expenses | 723 | 864 | 774 | 855 | 822 | 455 |
| **EBITDA** | **98** | **120** | **121** | **210** | **299** | **157** |
| **EBITDA Margin %** | **11.9%** | **12.2%** | **13.5%** | **19.7%** | **26.7%** | **25.7%** |
| Depreciation | 3 | 3 | 3 | 5 | 6 | 3 |
| Finance Cost | 5 | 6 | 4 | 3 | 4 | 2 |
| Extra-Ordinary Items | 2 | 0 | 2 | 0 | 0 | 0 |
| **PBT** | **88** | **111** | **112** | **202** | **289** | **152** |
| Tax | 25 | 30 | 34 | 56 | 92 | 42 |
| **PAT** | **63** | **81** | **78** | **146** | **197** | **110** |
| **Minority Interest** | **3** | **11** | **13** | **17** | 27 | ***13*** |
| **PAT after Minority Interest** | **60** | **70** | **65** | **129** | **170** | ***97*** |
| **PAT %** | **7.3%** | **7.1%** | **7.3%** | **12.1%** | **15.2%** | **15.9%** |
| EPS | 5.35 | 6.27 | 2.89 | 1.15 | 1.52 | 0.86 |

*Total Income includes Revenues and Other Income

FINEOTEX®

# CONSOLIDATED BALANCE SHEET

FCL

| PARTICULARS | FY 13 | FY14 | FY 15 | FY 16 | H1 FY17 | PARTICULARS | FY 13 | FY14 | FY15 | FY 16 | H1 FY17 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **EQUITIES & LIABILITIES** | | | | | | **ASSETS** | | | | | |
| **Shareholder Funds** | **581** | **647** | **763** | **913** | **1,003** | **Non Current Assets** | **200** | **224** | **556** | **647** | **709** |
| (A) Share Capital | 112 | 112 | 224 | 225 | 225 | (A) Net Fixed Assets | 66 | 76 | 117 | 131 | 151 |
| (B) Reserves& Surplus | 469 | 535 | 539 | 688 | 778 | (B)Goodwill on consolidation | 54 | 61 | 61 | 61 | 61 |
| (C) Share Application Money | - | - | - | - | | (C) Non-current investments | - | 2 | 293 | 390 | 424 |
| **Minority Interest** | **35** | **43** | **54** | **48** | **52** | (D)Long term Loans & Advances | 75 | 81 | 80 | 60 | 68 |
| **Non Current Liabilities** | **33** | **7** | **-** | **-** | | (E)Other Non Current Assets | 5 | 4 | 5 | 5 | 5 |
| (A) Long Term Borrowings | 33 | 7 | - | - | | (F)Foreign Currency translation | - | - | - | - | - |
| **Current Liabilities** | **166** | **181** | **191** | **181** | **173** | **Current Assets** | **615** | **654** | **452** | **495** | **519** |
| (A) Short term Borrowings | 2 | - | 10 | 30 | 17 | (A)Inventories | 112 | 115 | 104 | 115 | 125 |
| (B) Trade Payables | 128 | 137 | 138 | 131 | 132 | (B) Trade Receivables | 167 | 219 | 218 | 254 | 246 |
| (C) Other Current Liabilities | 29 | 35 | 15 | 5 | 11 | (D) Cash & Bank Balances | 117 | 127 | 100 | 94 | 123 |
| (D) Short-term provisions | 7 | 9 | 28 | 15 | 13 | (E) Short-term loans & advances | 5 | 30 | 21 | 27 | 14 |
| | | | | | | (F) Other current assets | 214 | 163 | 29 | 5 | 11 |
| **GRAND TOTAL - EQUITIES & LIABILITES** | **815** | **878** | **1,008** | **1,142** | **1,228** | **GRAND TOTAL – ASSETS** | **815** | **878** | **1,008** | **1,142** | **1,228** |

FINEOTEX®

# CONSOLIDATED CASH FLOW STATEMENT

FCL

| CASH FLOW (INR Mn) | FY13 | FY14 | FY15 | FY16 |
|---|---|---|---|---|
| Cash and Cash Equivalents at Beginning of the year | 12 | 28 | 118 | 92 |
| Cash Flow From Operating Activities | 41 | 11 | 136 | 136 |
| Cash Flow from Investing Activities | 8 | 119 | (124) | (98) |
| Cash Flow From Financing Activities | (31) | (36) | (26) | (15) |
| Effect of Exchange Rate Difference on Translation of Foreign Currency | (1) | (4) | (13) | (30) |
| Net Inc./(Dec.) in Cash and Cash Equivalent | 17 | 90 | (26) | (7) |
| Cash and Cash Equivalents at End of the year | 29 | 118 | 92 | 85 |

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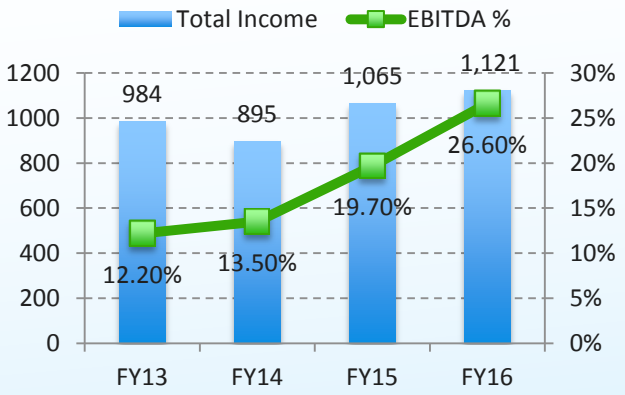
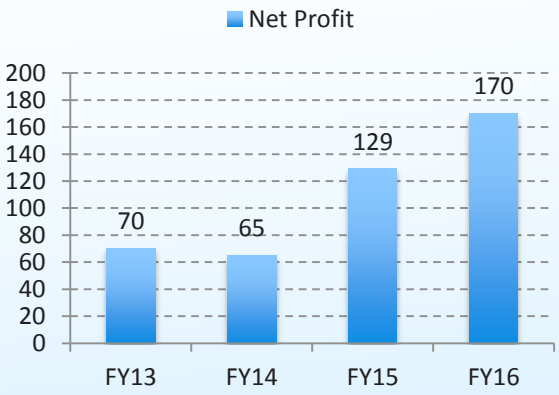
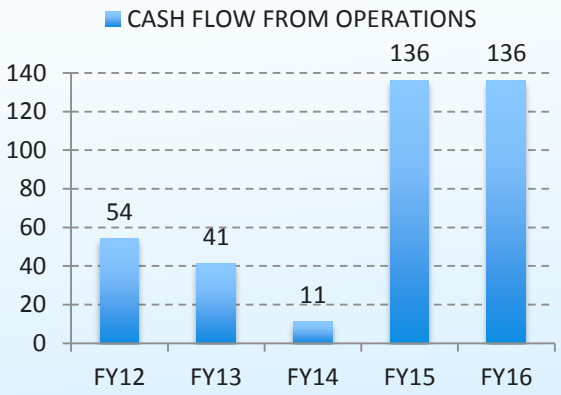
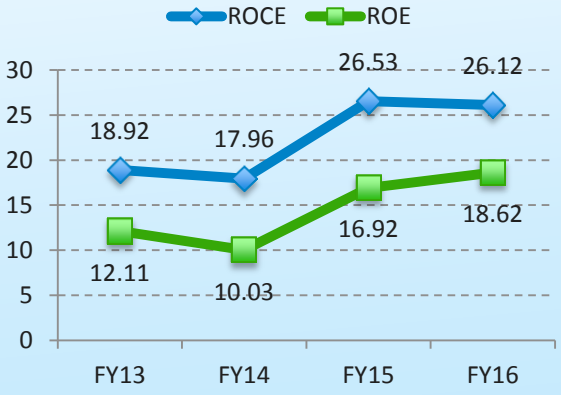
# CONSOLIDATED FINANCIAL PERFORMANCE

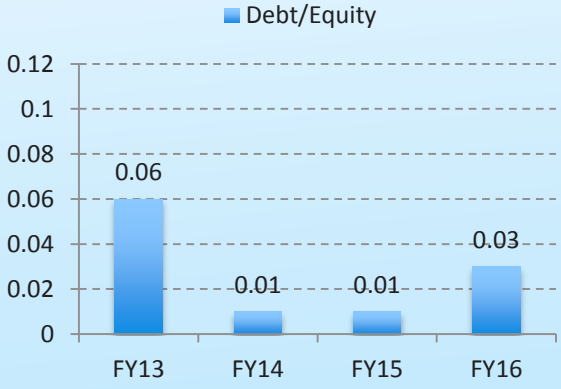
FCL

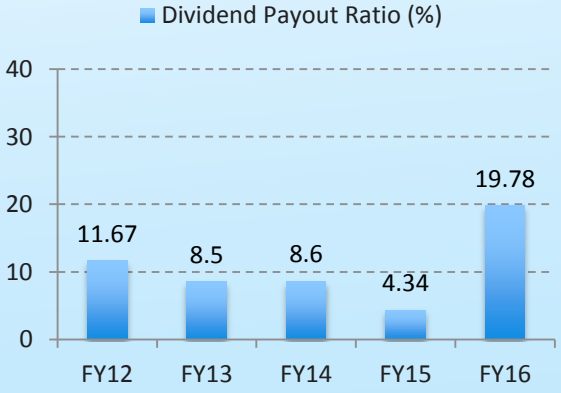


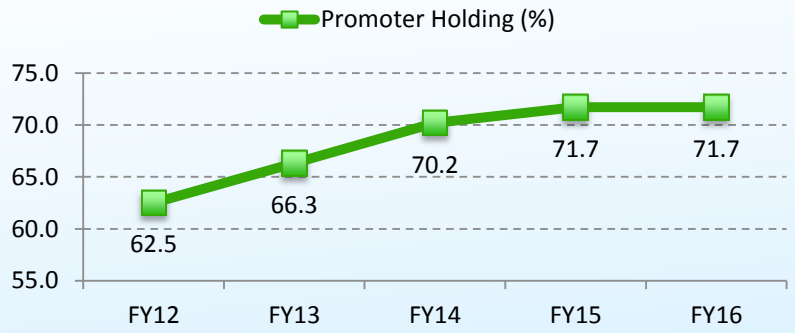



# CAPITAL MARKET INFORMATION

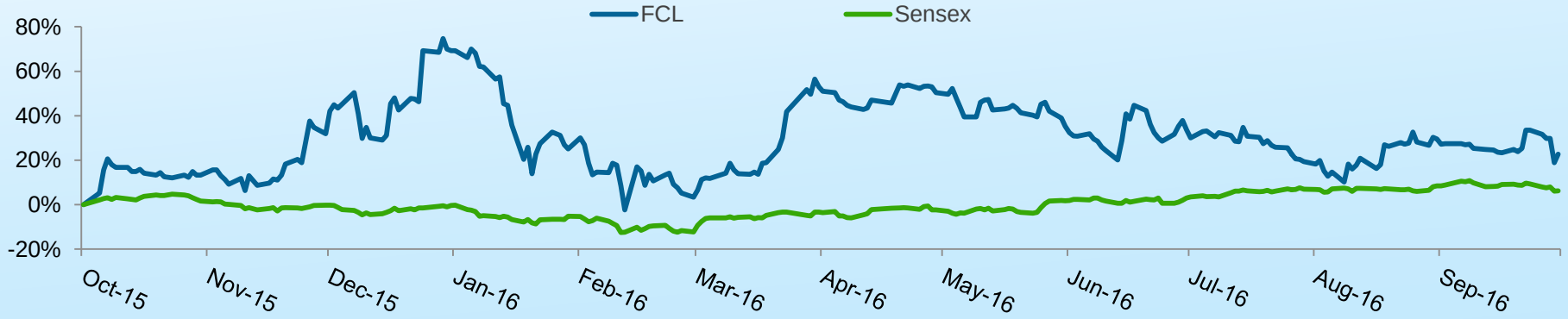


| PRICE DATA (AS ON 30th SEPTEMBER, 2016) | |
|---|---|
| Face value (INR) | 2 |
| Market Price (INR) | 25.95 |
| 52 Week H/L (INR) | 37.95/19.5 |
| Market Cap (INR Mn) | 2,914.18 |
| Equity Shares Outstanding (Mn) | 112.3 |
| Free Float Market Cap (Mn) | 824.66 |
| 1 Year Avg. trading volume ('000) | 366.81 |

## INCREASE IN PROMOTER HOLDING




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



# SAFE HARBOUR



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VALOREM ADVISORS

**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

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Thank You !