

Fairchem Organics Limited



Investor Presentation

August 2022

Company at a Glance

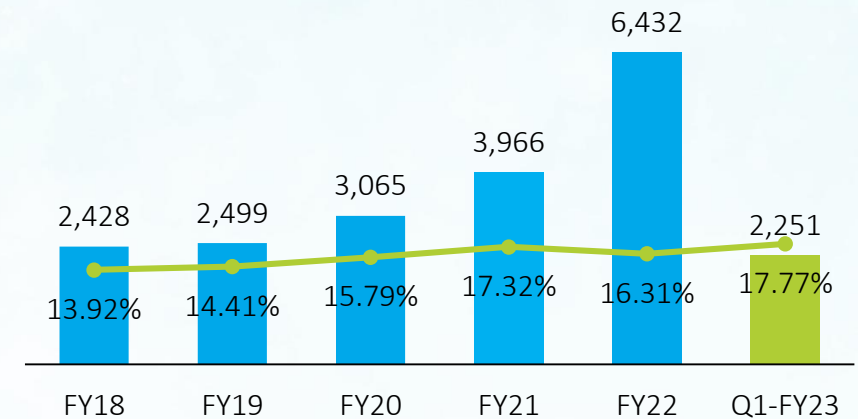


Company Overview

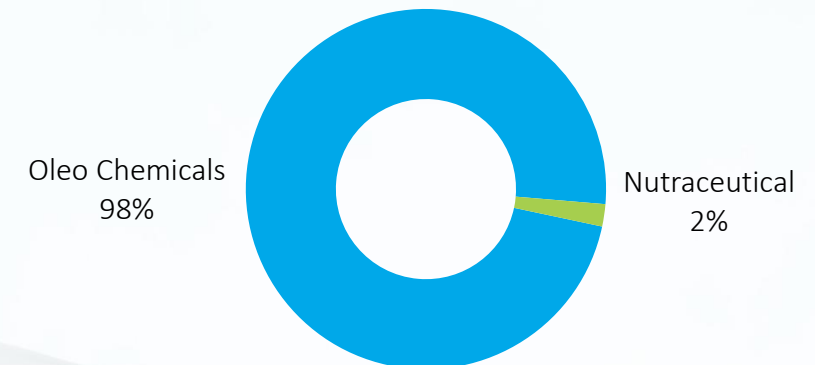
Company Overview

- Fairchem Organics Ltd. (Fairchem) is engaged in the business of manufacturing of Oleo Chemicals and Nutraceuticals, since the last 25 years.
- It has a state -of-the-art Manufacturing unit which was set up in 1995 and has over the years gone through various stages of expansion, backward integration, debottlenecking and technological advancements to create a one of its kind world class facility.
- The company's key oleo chemical products include Dimer Acid, Linoleic Acid, Palmitic Acid, Monomer Acid, and nutraceutical products include Mixed Tocopherols and Sterol concentrate.
- Fairchem is the one of the only manufacturers of Linoleic Acid and Dimer Acid in India, which are the major part of the overall revenues and having a large addressable market size in India.
- Mixed Tocopherol concentrate and Sterols concentrate are nutraceutical products having usage in FMCG and food additives.
- Its customers include marquee names like Asian Paints, Huber, Arkema, Kensing, ADM, Cargill etc.
- The company increased the raw material throughput capacity of its plant to 120,000 MTPA by Q1-FY23.
- Fairchem has a permanent employee base of 206 along with few contract workers, company enjoys a very low employee attrition across various levels.

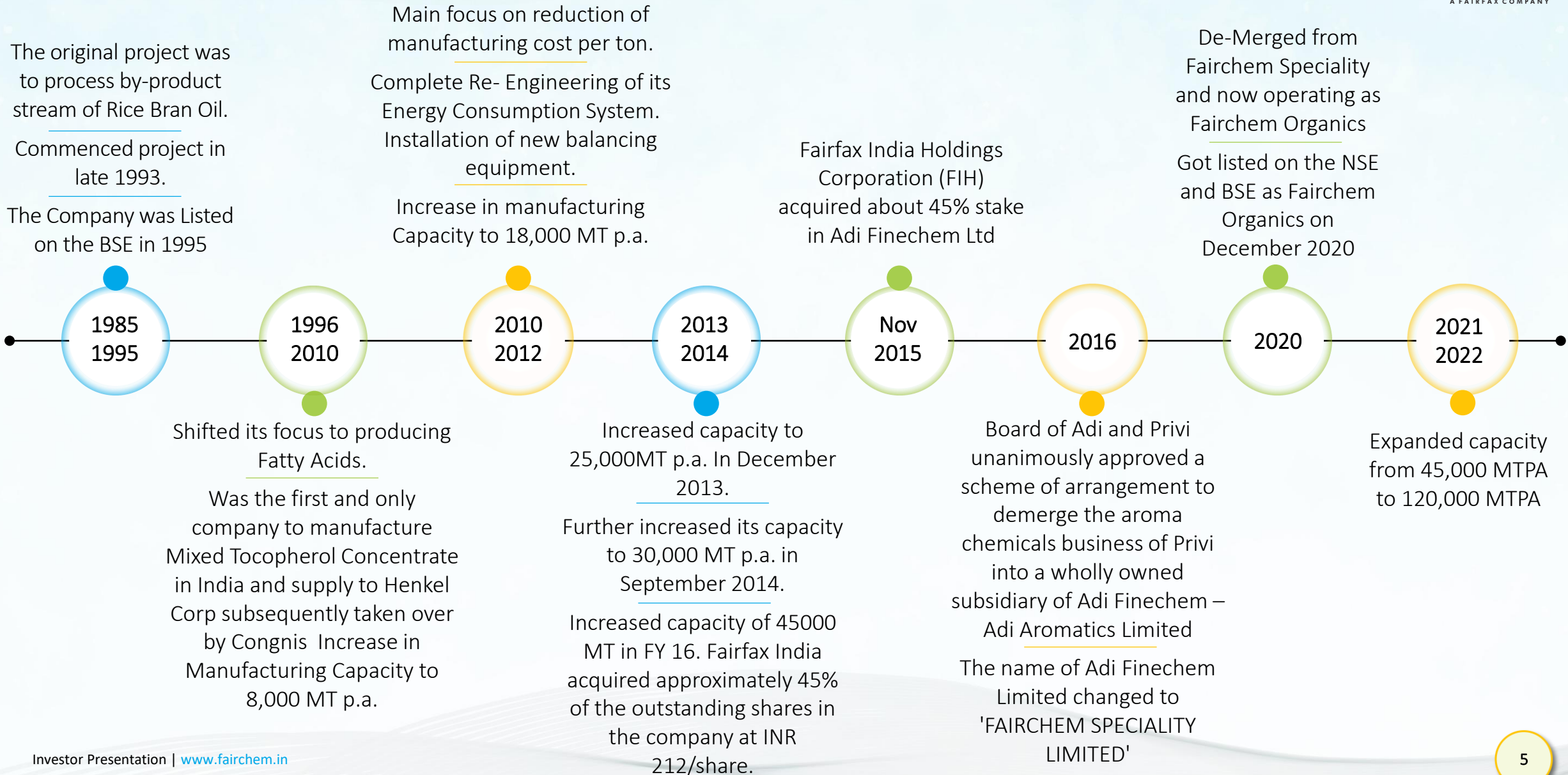
Revenue & EBITDA Margin (In Mn)



Q1-FY23 Segmental Revenue (%)

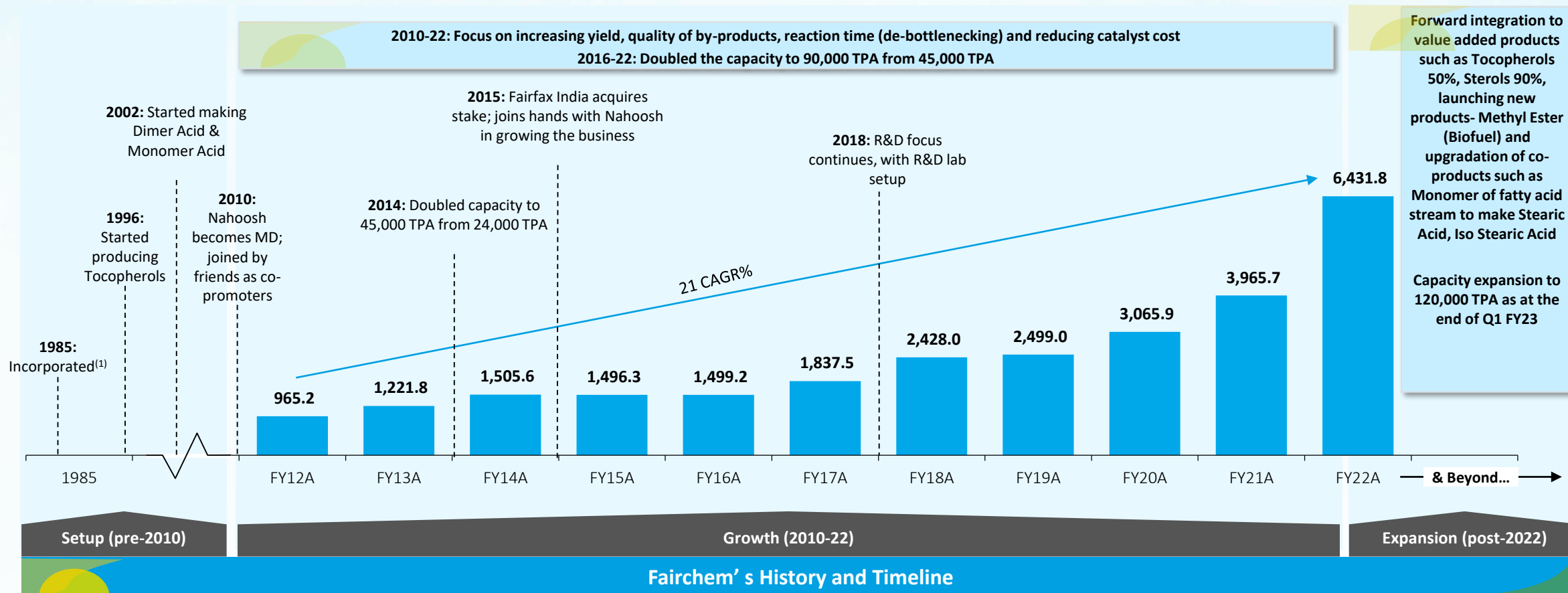


Key Milestones



Sequence of Key Events and Growth Trajectory

Annual Revenue (INR Mn)

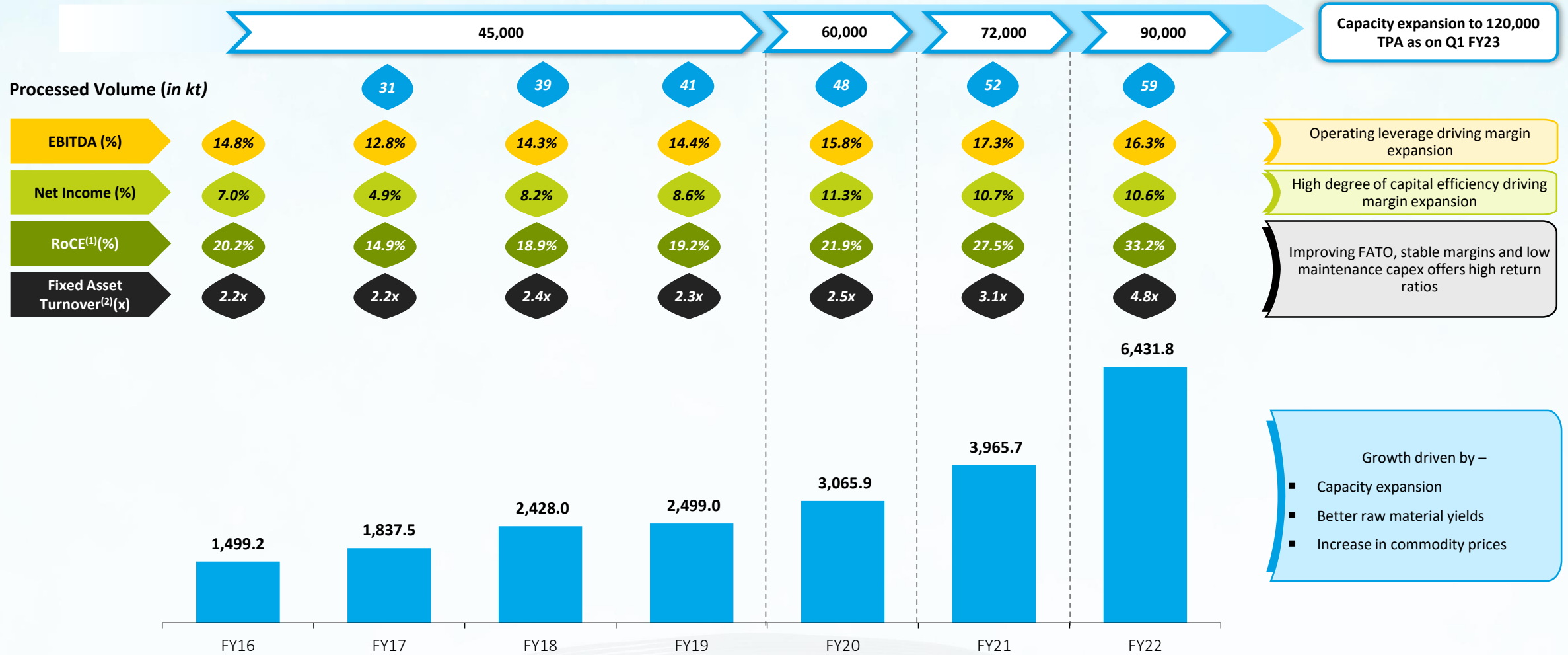


Continuous improvement in yield of 'Prime' products driving strong organic growth, a testament to Fairchem's strong R&D focus & significant experience

(1) Company was originally incorporated in May, 1985 as H K. Agro Oil Limited. Between 1994 and 2016, its name was changed several times. The last name (at the time of approval for Demerger) was Fairchem Speciality Limited. De-Merged from Fairchem Speciality in 2020 and now operating as Fairchem Organics. Got listed on the NSE and BSE as Fairchem Organics on December 2020

Exceptional Track Record of Growth & Profitability

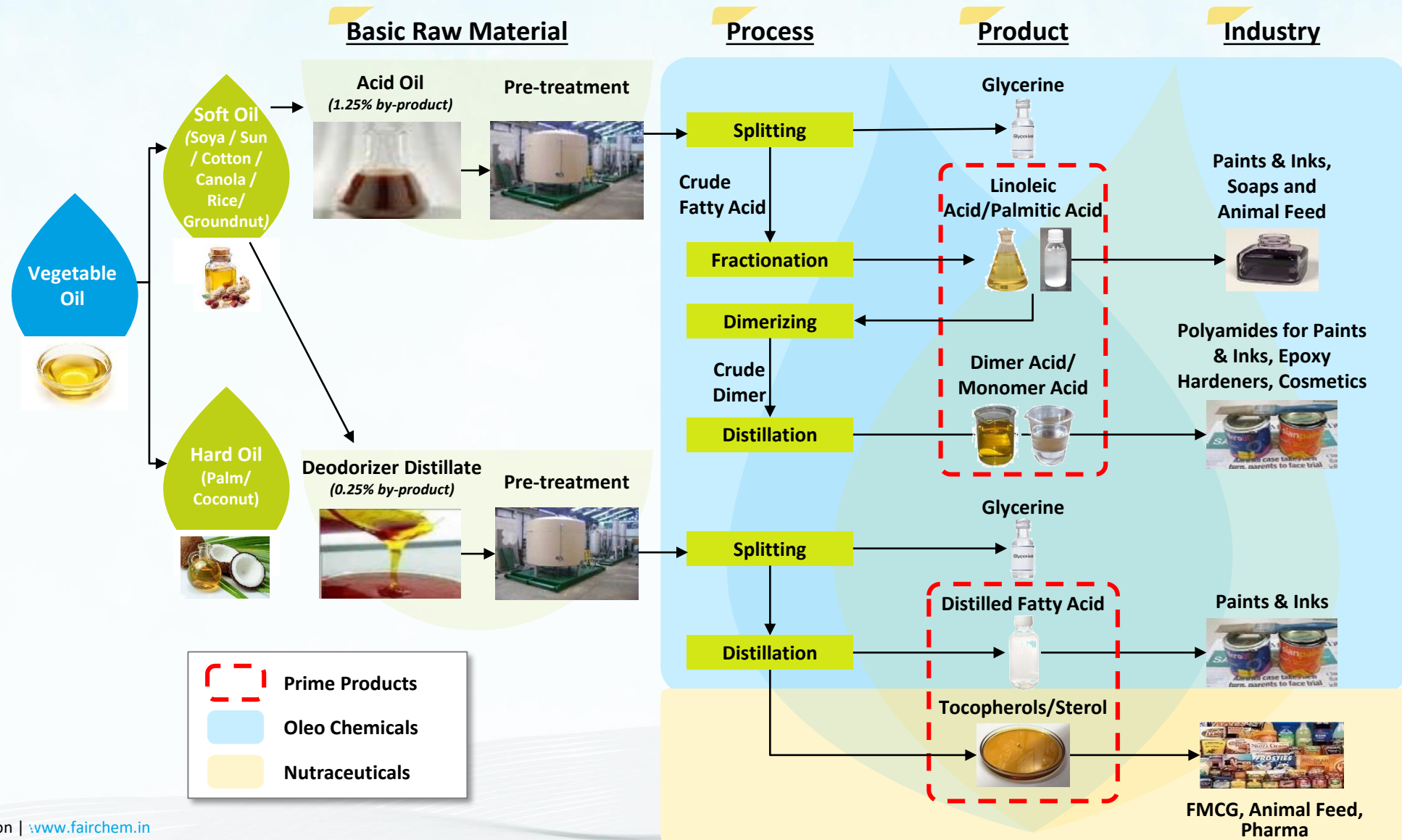
Raw Material Processing Capacity (in TPA)



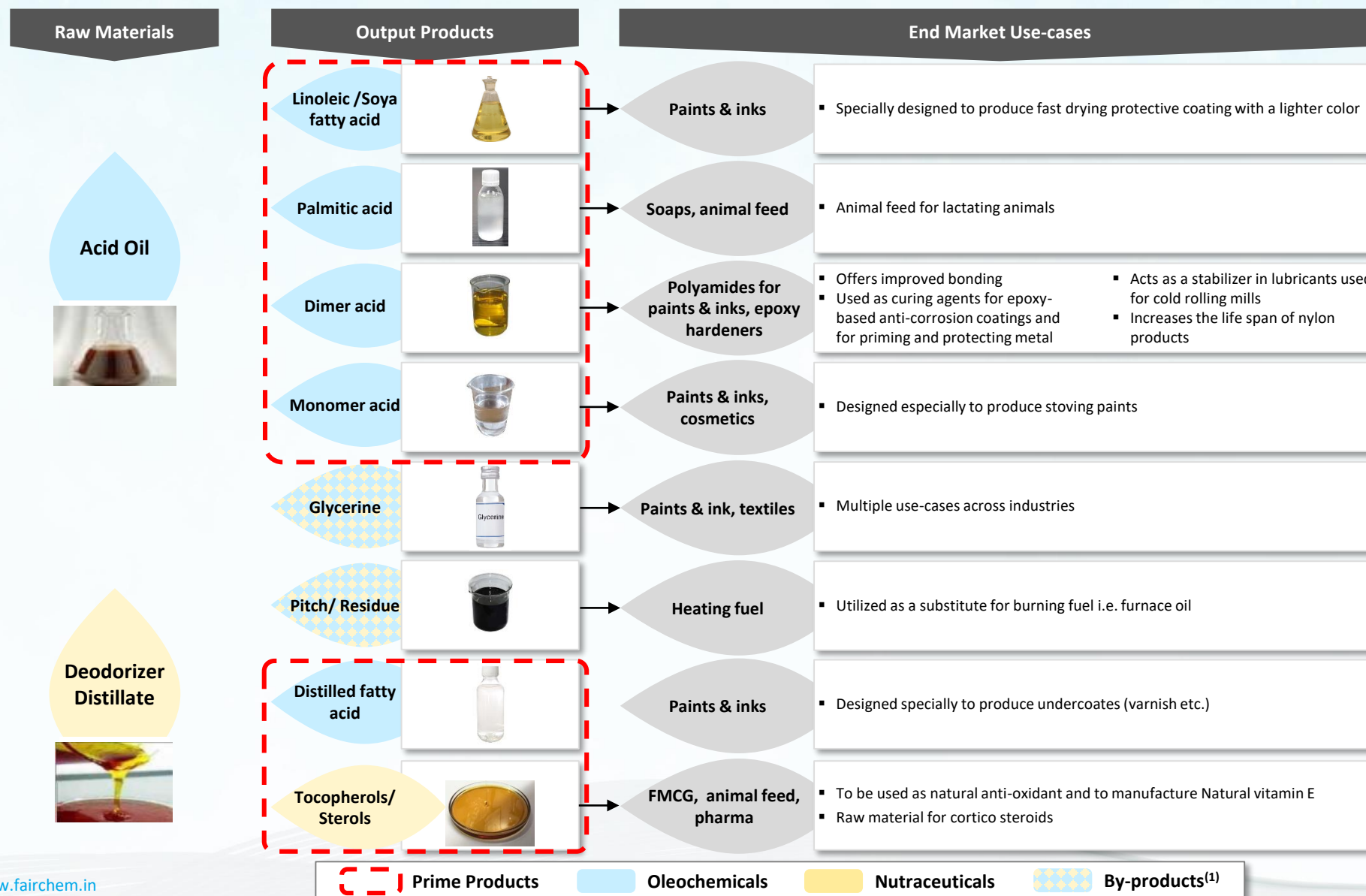
(1) Return on capital Employed = EBIT / Closing (Equity + Net Debt)

(2) Fixed Asset Turnover = Revenue / Average Fixed Assets

Manufacturing Process Overview












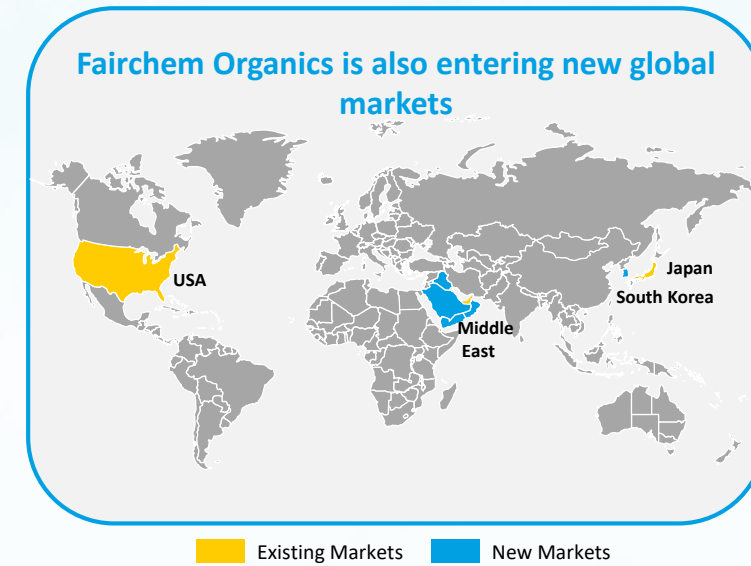
Product Overview – Existing Portfolio



Multiple Adjacencies for Future Growth

Further processes “key products” into “value added products” / “high yielding products”

Current Products		New Derivatives	End Market Industry
Monomer Acid 	★	Iso Stearic Acid 	Cosmetic, aviation fuel, lubricant
	◆	Stearic Acid 	Soap, textile auxiliaries, etc.
	◆	Palmitic Acid 	Soap
	▲	Pitch / Residue 	Burning
Tocopherols / Sterols 	●	Tocopherols (50%) 	As an anti oxidant in pet food and Natural Vitamin E
	●	Sterols (90%) 	To manufacture Cortico Steroids
	★	Methyl Esters 	Burning as a biofuel (biodiesel)



Fairchem Organics is constantly improving its processes to create better quality by-products and converting them to 'Prime' products

Oleo Chemicals
Nutraceuticals
Palm oil-based
★ New product
 ◆ Existing Product
 ▲ By-product
 ● Enriching current product

Fairchem's Competitive Advantage

Major Player in the Indian Oleo Chemical Market Using Renewable Resources

- Processing waste from edible oil refining process to produce high value oleo chemicals giving it price advantage
- Enjoy Leadership Position in the industry due to barriers to entry
- Focus on green manufacturing processes which reduces effluents to ensure sustainability

Strong Customer and Supplier Relationships

- Well entrenched Customer Relationships in high growth industries like Paint, Inks, FMCG
- Long lasting customer relationships of more than 15 years with various customers
- More than 20 years relationship with key raw material suppliers

Competitive Position

- Low cost of raw material and efficient manufacturing process enables it to be highly cost competitive vis a vis global peers
- Leading manufacturer in India for substantial part of the overall revenue
- Position to sell most that it produces

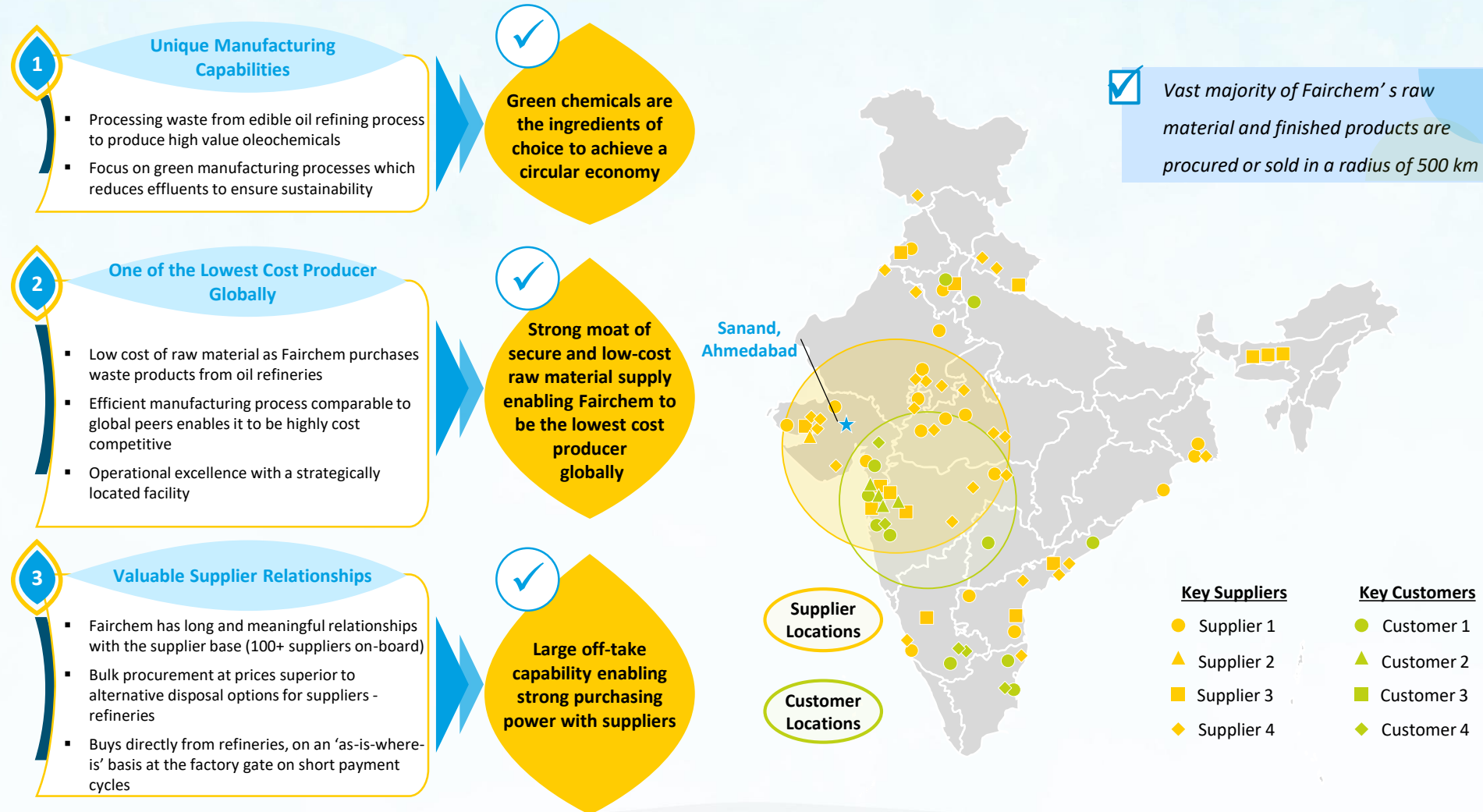
Experienced senior management

- Fairchem is well supported by an esteemed Promoter Institution – Fairfax India Holdings
- Strong and experienced management team that have positioned business well for continued growth and development
- Strong R&D team focusing on integration and green chemistry

Capital Efficiency

- Majority of the capacity expansion has been undertaken primarily through internal accruals.
- Judicious strategy on capacity expansion by evaluating market demand-supply scenario and working very closely with its customer base

Highly Differentiated “Waste-to-Wealth” Manufacturing Capabilities



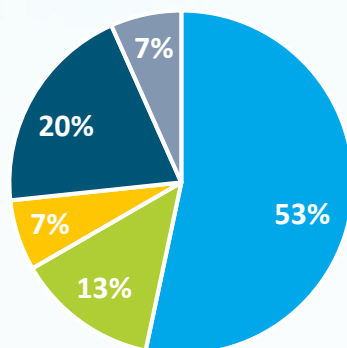
"Make-in-India, Buy within India" strategy providing strong competitive moats while delivering operational excellence

Well Entrenched Long Term Customer Relationships

Customer network - a competitive advantage

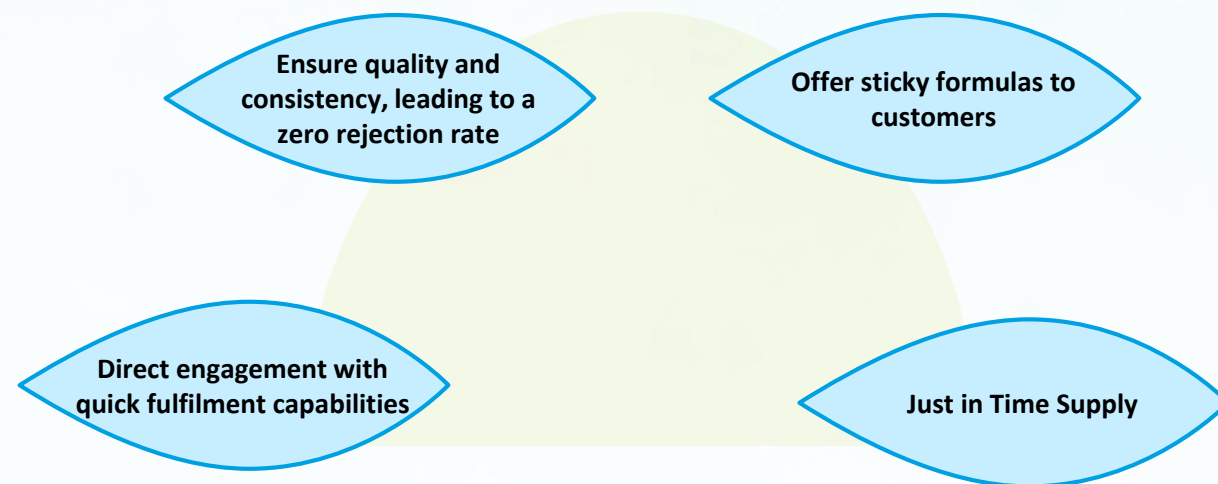
Long History of Deep Engagement with Customers

Key Customers Displaying High Levels of Stickiness



■ >20 years ■ 15-20 years ■ 10-15 years ■ 5-10 years ■ 2-5 years

Bulk of the top 15 customers have growing, long-term relationships with Fairchem Organics

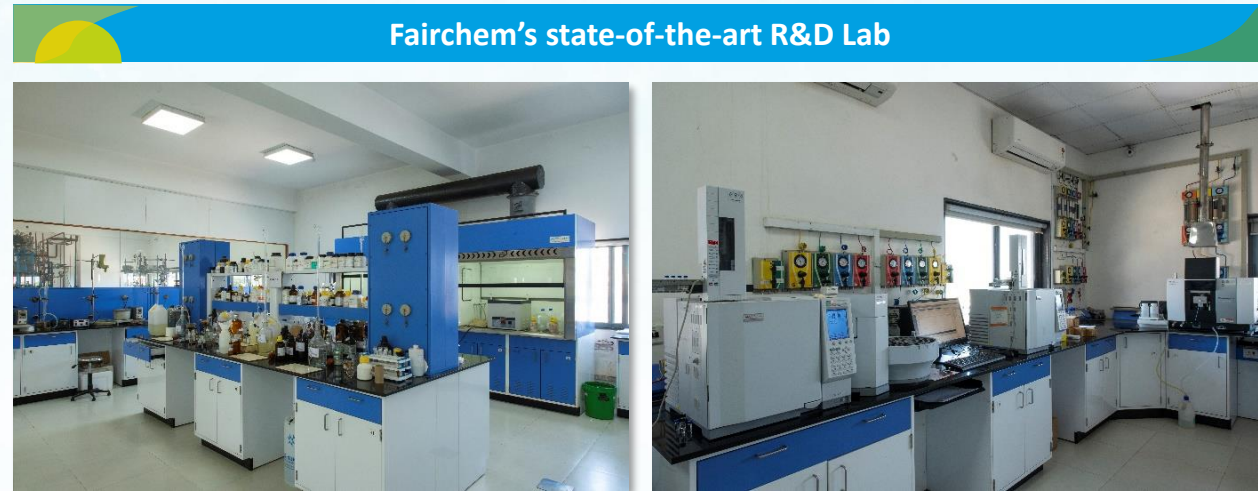


Fairchem's products are critical for its customer base, evidenced by its track record of near-zero bad debts

Strong R&D Focus with an Experienced Team Resulting in a Long History of Innovation

Continued Investment in R&D and Innovation

- Highly skilled employee base with strong engineering focus and deep experience (average experience of 10 years in the firm)
- Building a state-of-the-art biofuel plant
- Capable of offering blends specific to customer requirements at short notice
- Low switching cost of process lines
- Built the capability to expand and contract production as required
- 'Near-zero rejections' of output stemming from strict quality controls



R&D lab
established in
2018



Area:
386 sq mt



of employees:
12 (including 1
PhD)



Critical lab
equipment made in
European countries
viz. Switzerland,
Germany etc.

Experienced and Professional Management with Strong Governance Framework

High profile Board put in place by Parent which has taken several initiatives to improve the corporate governance framework

- Rigorous adoption of risk framework by audit committee
- Internal controls testing and certification by statutory auditors
 - IT systems upgraded to support controls environment
- Internal online compliance management system for tracking statutory compliances
- Implemented Business Continuity Plan for all plants
- Helpline system implemented for whistle blowing, sexual harassment, etc.
- Current auditors are KPMG, and audited by one of the Big 4 for the last 6 years

Executive / Non-executive directors



Nahoosh Jariwala
Managing Director and Chairman

- Served as MD of Fairchem Speciality Limited (now known as Privi Speciality Chemicals Limited) since April, 2010 and currently MD & Chairman of Fairchem Organics
- Holds a bachelor's degree in commerce from Gujarat University
- Has work experience of more than 25 years in the chemical industry



Sumit Maheshwari
Nominee Director from Fairbridge

- Presently serving as the MD and CEO of Fairbridge Capital Private Limited and has previously worked at KPMG
- Holds a MBA degree from ISB and is a associate member of the Institute of Chartered Accountants of India

Independent Directors



Venkatraman Srinivasan
Independent Director

- Partner in M/s. V. Sankar Aiyar & Co., Chartered Accountants
- Holds a bachelor's degree in commerce from University of Bombay and is a fellow member of Institute of Chartered Accountants of India
- Holds position of Independent director at Tata Coffee, NPCI, HDB Financial Services



Darius Dinshaw Pandole
Independent Director

- Presently serving as MD and CEO of JM Financial. Previously Partner at New Silk Route Advisors and IDFC Private Equity
- Holds a bachelor's degree from Harvard University and a master's degree from the University of Chicago
- Independent director at Mahindra Logistics



Sonal Vimal Ambani
Independent Director

- Holds a master's degree in business administration in marketing and finance and a doctorate in business management
- Has worked as an Assistant Vice President in Morgan Stanley Dean Witter



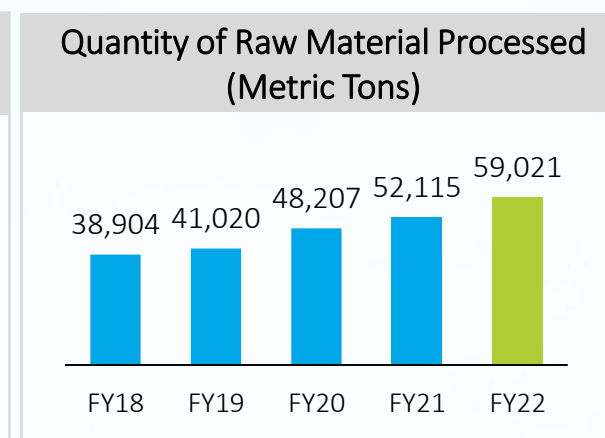
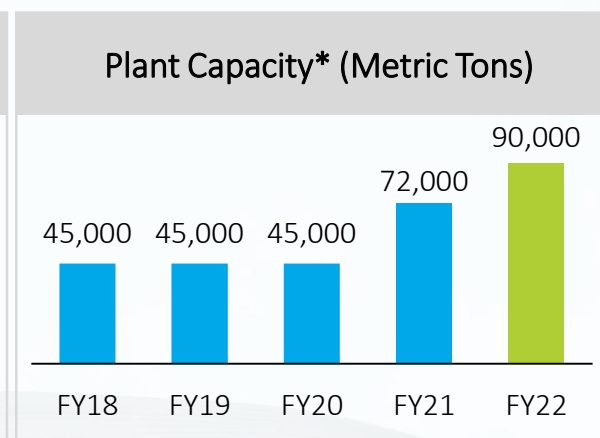
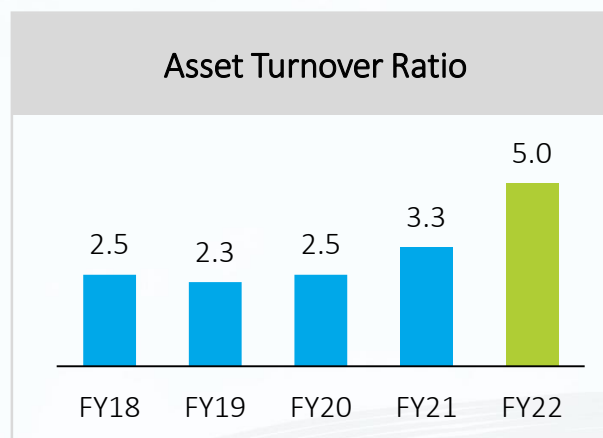
Sudhin Choksey
Independent Director

- MD of Gruh Finance until Oct 2019, and a financial services veteran with 40+ years of industry experience
- Is an independent director of CSB Bank and an advisor at WestBridge Capital
- Holds a Bachelor's degree from University of Mumbai and a member of the Institute of Chartered Accountants of India since 1978

Manufacturing Facility



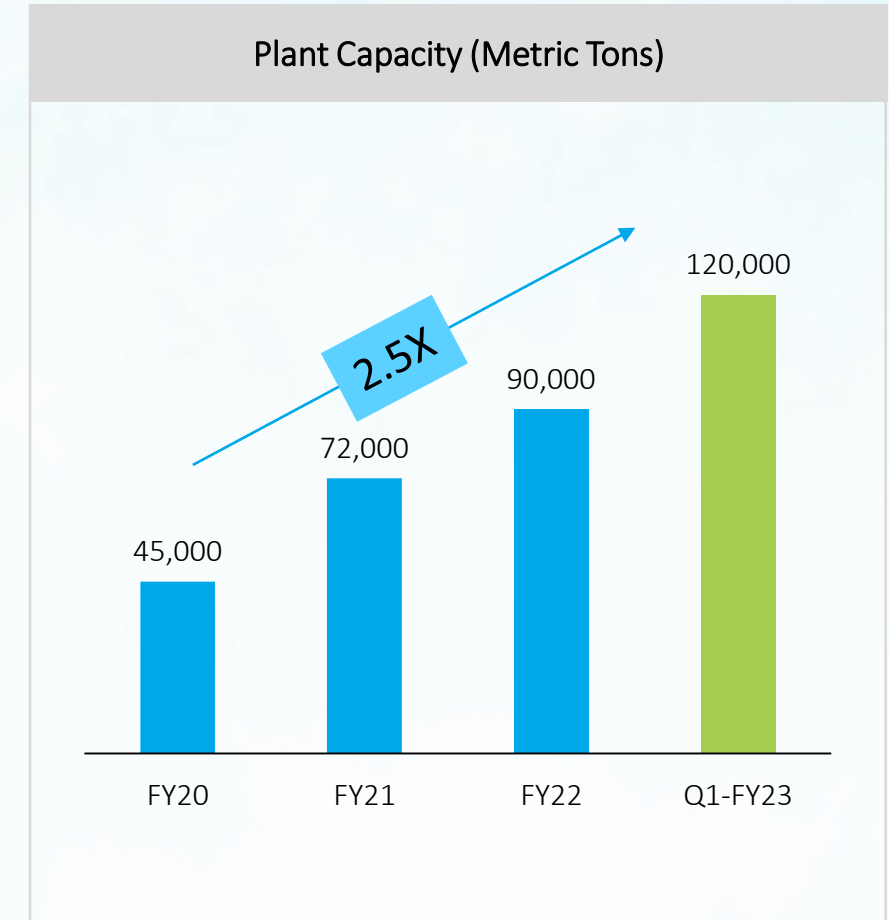
- The company's State -of-the-Art Manufacturing unit is located in Sanand, Ahmedabad and is one of the largest processing capacities for Natural Soft Oil based Fatty acids in India.
- In 2018, the Company set up state of the art R&D laboratory with ~ 400 Sq. Meters area and currently has a manpower strength of 12 officials with one Ph.D.
- The current installed capacity measured in terms of throughput of raw materials is 120,000 MTPA as on Q1-FY23.
- The plant currently has a staff strength of more than 200 employees.
- Equipment and Make : Short Part Distillation from UIC Germany, Fractionation from Sulzer Switzerland, Wiped film Evaporators, Medium and High-Pressure Splitters.
- The plant is strategically well placed in the western India which is an industrially advanced region of the country, furthermore, many edible oil refineries are located near western sea-ports which facilitates sourcing of raw materials, similarly, most of the customers are also located within a radius of about 500 Km from the plant location.
- The low cost of raw material and efficient manufacturing process enables the company to be highly cost competitive vis-a-vis global peers.



* Plant Capacity at the end of the year

Capacity Expansion

- Over the years Fairchem has gone through various stages of expansion, debottlenecking and technological advancements to create a one of its kind world class facility.
- Majority of the capacity expansion has been undertaken primarily through internal accruals.
- The company uses a judicious strategy on capacity expansion by evaluating market demand-supply scenario and working very closely with its customer base to understand their needs and requirements.
- The company undergoes a major capex every few years only once the plant utilisation reaches optimum levels.
- Fairchem's last major capex was done from FY14 to FY16 when it enhanced the capacity from 18,000 MTPA to 45,000 MTPA
- By Q1-FY23 the company completed its capacity expansion program to take the raw material throughput capacity from 45,000 MTPA to 120,000 MTPA.
- The total capex spend for this enhancement of capacity along with forward integration of existing product streams was under INR 100 crores.
- The capacity expansion has the potential to more than double the company's revenues in the coming years, besides enhancing the return ratios.



Manufacturing Facility – Aerial Site Overview



ESG Initiatives



ENVIRONMENT



SOCIAL



GOVERNANCE

CSR Activities

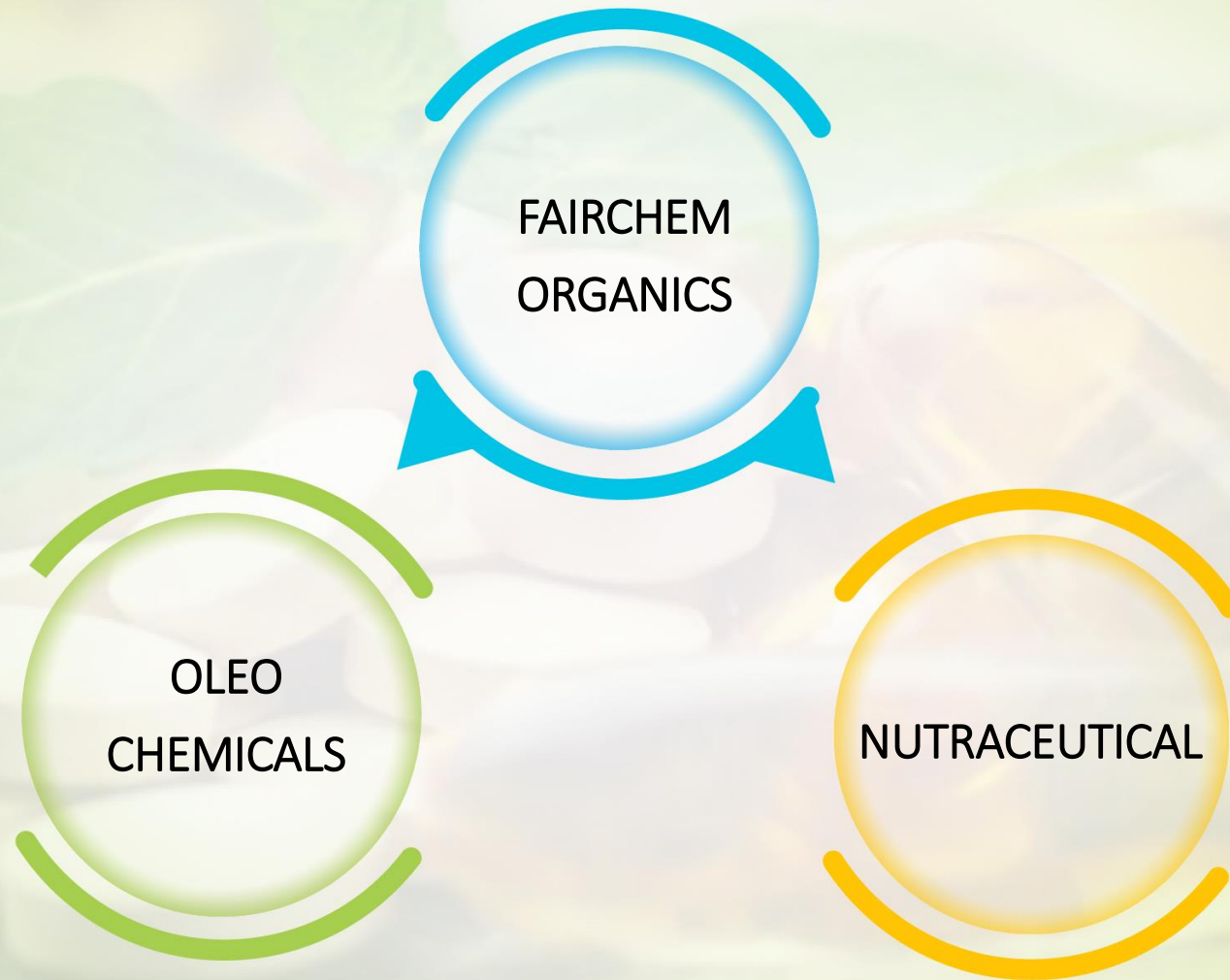
- Dr. Jivraj Mehta Smarak Health Foundation - Purchase of Ventilator Machine
- Contribution towards 'Project Dialysis'
- Infrastructure Facility at Primary Health Centre at Village Chekhala
- Plastic Waste Management as per G.P.C.B. Circular
- Products are manufactured using natural source raw materials

- Always be adequately capitalized
- Not overleverage the balance sheet
- Secure sources of sustainable raw material supply
- Invest in backward and forward integration
- Transparent communications with all the stakeholders
- Low volatility in the cash flow generation
- Employees are given training on fire safety, first aid, housekeeping and cleanliness practices
- Employees are given training on fire safety, first aid, housekeeping and cleanliness practices
- Production equipment tested every three years by external firm
- Near-zero factory accidents since inception⁽¹⁾

Effluent	Method of Disposal
Water Discharge	Zero Liquid Discharge by Multi Effect Evaporator and Agitated Thin Film Dryer
Air Emission	Currently, bag filters are there. We will have Scrubber System in place in near future.
Non-hazardous waste	We are sending the same to GPCB approved Solid Waste Disposable site for doing the needful there.
Hazardous waste	We are sending the same to GPCB approved registered Recycler / Co-processor.

Business Overview

Business Segments

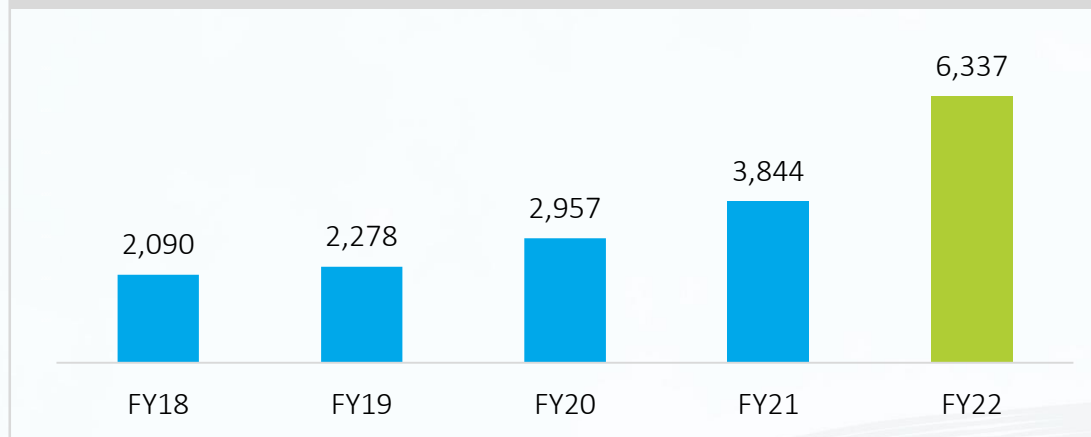


Oleo Chemicals

Oleo Chemicals are chemicals derived from Plant and Animal Fats. They are analogous to petrochemicals derived from petroleum. The formation of basic oleochemical substances like Fatty Acids, Fatty Acid Methyl Esters (FAME), Fatty Alcohols, Fatty Amines and Glycerol are by various chemical and enzymatic reactions.

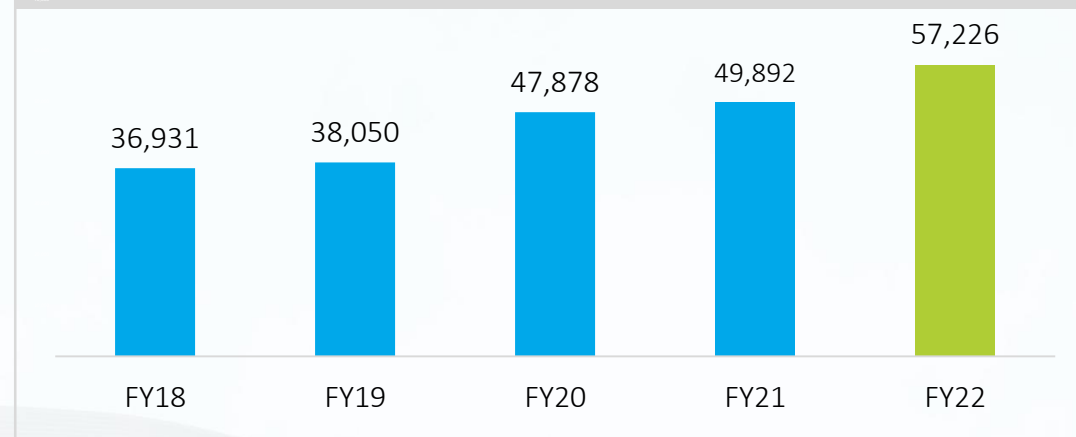
- Fairchem is a leading producer of Fatty Acids from natural oils and fats derived from vegetable oils.
- The company has over the years developed and mastered the process of manufacturing its entire product range from waste/by product streams of natural vegetable oils by utilizing state of the art equipments of acceptable local and international quality.

Revenue Contribution (INR Mn)



Main Product	Application
Linoleic Acid / Soya Fatty Acid	• Paints and Inks
Dimer Acid	• Paints, Inks and Epoxy Hardeners
Monomer Acid	• Paints and Inks
Distilled fatty acids	• Liquid Soap, Textile Auxiliaries and low Value paints
Palmitic	• Amines, Amides, Soap

Volume (M Ton)



Linoleic Acid

Linoleic Acid is designed especially to produce fast drying protective coating having lighter color. It is an unsaturated fatty acid and is a liquid at room temperature.

Purpose of Use:

- Linoleic Acid is designed especially to produce fast drying protective coating having lighter color.

Company Positioning:

- The only company to manufacture Linoleic Acid of such quality in India.
- Cost advantage due to usage of by product of vegetable oil refinery as raw material.

Applications

Paints



Inks



Amines



Lubricants



Cosmetics



Textiles



Dimer Acid

Dimer Acid also known as dimerized fatty acids are prepared from unsaturated fatty acids obtained from vegetable oil. It is a light yellow or yellow viscous transparent liquid. It is non-toxic.

Purpose of Use:

- Offers improved bonding.
- Used as curing agents for epoxy-based anti-corrosion coatings and for priming and protecting metal.
- Dimer acids act as a stabilizer in lubricants used for Cold Rolling Mills.
- Increase the life span of nylon products Applications.

Company Positioning:

- Fairchem is the only company to manufacture this product in India with market share of more than 50% of domestic demand.
- The company supplies this product as an import substitute for sale to consumers in Surface Coating and Printing Ink industry on import parity with added advantage of just-in-time delivery and better quality. As result Fairchem has been preferred supplier for most of its clients and believes it would gradually substitute large part of its client requirement, which are met through import at present.
- It makes this product by using relatively cheaper raw material which is a by-product of vegetable oils whereas world at large makes them from virgin Vegetable oils or Tall Oils.

Applications

Paints



Inks



Epoxy Hardeners



Lubricants



Resins



Textiles



Monomer Acid & Distilled fatty acids

Fairchem is one of the leading producers of Monomer and Other distilled fatty acids with significantly lower raw material costs

Monomer Acid:

- Monomer Acids are non-petroleum, non-animal based products that can be used as substitutes for various vegetable and tallow-based fatty acid derivative products.
- Monomers are atoms or small molecules that bond together to form more complex structures such as polymers.

Distilled fatty acids:

- Fatty acids are obtained from hydrolysing fats and oils of animal and plant origin at a high pressure and temperature. They are then distilled, obtaining a product with a white appearance and a soapy feel.
- Distilled fatty acids have a wide range of applications in consumer and industrial markets. They are generally liquids or soft solids, and contain a mixed composition of acids reflecting the parent oil or fat.
- Distilled fatty acids are important raw materials for the production of soaps, detergents, surfactants and lubricants.

Applications

Paints



Lubricants



Soaps



Detergents



Textiles



FMCG

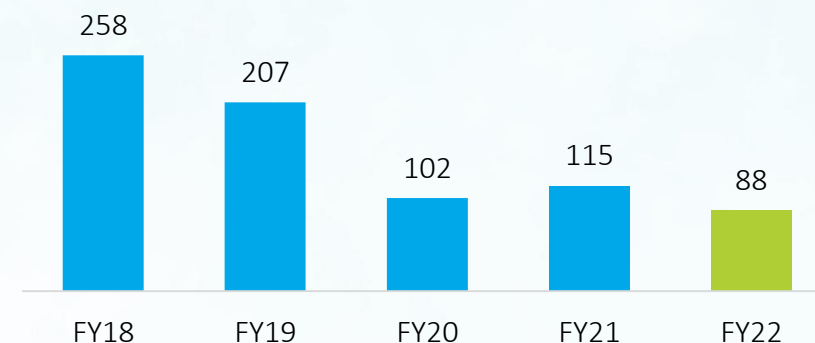


Nutraceuticals

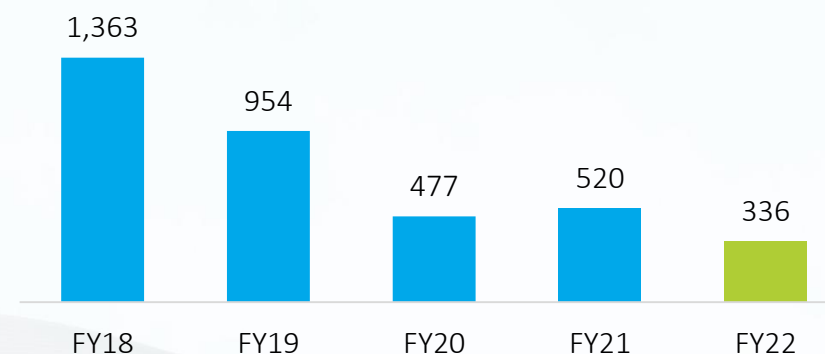
- Nutraceutical, a portmanteau of the words “nutrition” and “pharmaceutical” applied to products that range from isolated nutrients, dietary supplements and herbal products, specific diets, genetically modified food, and processed foods such as cereals, soups, and beverages.
- Fairchem currently produces (Natural) Mixed Tocopherol Concentrate /Natural vitamin E which it primarily exports to global MNCs.

Main Product	Application
(Natural) Mixed Tocopherol Concentrate	<ul style="list-style-type: none"> Natural Vitamin E/Food and Cosmetic Industry Vitamin E Cosmetic Industry Food Pharmaceutical FMCG Pet Food
(Natural) Concentrated Sterols	<ul style="list-style-type: none"> Food Pharmaceutical (Raw material to manufacture Cortico Steroids)

Revenue Contribution (INR Mn)



Volume (M Ton)



Mixed Tocopherol Concentrate

- Tocopherol is used as raw material to manufacture natural Vitamin E. Natural Vitamin E is almost 3-4 times more expensive than synthetic Vitamin E. Developed markets like US and Europe are the key consumers due to the high value of the product.
- Only method of manufacturing Natural Vitamin E is through vacuum distillation of the raw material which is a by-product of vegetable oil refining - Deodorizer Distillate.
- Fairchem is the dominant manufacturer of Mixed Tocopherol Concentrate in India which is sold on 'Freight Saving', 'Production Cost Saving' and 'By-product Value concept'.
- Key clients for Nutraceuticals are BASF, ADM, Cargill Inc. (U.S.A).

Purpose of Use:

- Essential ingredient in making Natural Vitamin E
- Help skin with problems such as Acne, Dryness, and Swelling
- Useful for fighting diseases associated with aging- particularly cancer and heart disease.

Advantages of Natural Vitamin E

- The effect of natural vitamin E as compared to synthetic vitamin E is 1:3. However, after absorption, a protein in the liver recognizes only the naturally occurring forms, such as d-alpha tocopherol. As a result, the unrecognized forms of synthetic vitamin E are preferentially excreted.
- When taking some synthetic vitamins, there's also an increase potential for allergic reactions. Since some synthetic vitamins are largely made up of chemicals, including nicotine and coal tars, some individuals may experience allergic reactions when taking them.
- Pregnant women transfer natural-source vitamin E to their babies approximately three times more efficiently than synthetic vitamin E.

Applications

Vitamin E



Food



FMCG



Pet Food




Cosmetic Industry



Pharmaceutical





Strategic Overview

Future Growth Strategies

Forward integration of to develop Methyl Ester (Biofuel) and upgrading of a co-product – Monomer (Monobasic) of fatty acid stream to make Stearic Acid, Iso Stearic Acid

**Forward
Integration of Oleo
Chemicals**

Forward integration to make value added products such as Tocopherols 50%, Sterols 90% from current intermediate Nutraceuticals stream

**Forward
Integration of
Nutraceuticals**

Diversifying into new geographies globally

**Expanding global
footprint for Oleo
Chemicals**

**Increasing
supplier base**

Increasing raw material supplier base

**Expanding
manufacturing
capacities**

Greenfield capacity expansion plans for new product range

**Increasing
customer base**

Enhancing customer base to serve new industries like specialty inks for flexible packaging



Industry Overview

Oleo Chemicals Industry

- The oleo chemicals market is broadly segmented into four key applications markets:
 - Pharmaceutical & personal care,
 - Food & beverages,
 - Soaps & detergents,
 - Polymers
- Pharmaceutical & personal care is the largest application market for oleo chemicals accounting for majority of the share.
- Growing biochemical product demand in various consumer applications such as personal care, detergents, and food & beverages is expected to remain a key factor driving growth.
- The global oleo chemicals market is expected to reach USD 30.15 billion by 2024. The global oleochemicals market size was valued at USD 19.46 billion in 2020 and is expected to grow at a compound annual growth rate (CAGR) of 7.57% from 2021 to 2028.
- The Linoleic Acid Market is forecasted to grow at a rate of 4.0% CAGR during the period of 2021-2026.
- Dimer acid market will reach an estimated valuation of USD 2.11 Billion by 2027, while registering this growth at a rate of 4.10% for the forecast period of 2020 to 2027. Dimer acid market report analyses the growth, which is currently being growing due to the growing number of construction activities in emerging economies.
- During F.Y. 2021-22, an aggregate of about 7,078 M.Tons of Dimer Acid (under different names) was imported. Fairchem's quantity sales during this period was 7,745 M.Tons. (As per Indian import data)
- Asia Pacific is the leading consumer of oleo chemicals. The region is also expected to witness the fastest growth over the next few years owing to abundant raw material supply and significant developments in the application markets.

Oleo Chemicals Industry in India

- India oleochemicals market is projected to cross USD 2.6 Bn by 2025.
- India oleochemicals market has been segmented into five categories namely - fatty acids, fatty alcohols, glycerin, fatty acid methyl esters and fatty amines. Robust growth in India oleochemicals market can be attributed to the increasing demand for naturally derived raw materials for paints and soaps industry. Fatty acids control a lion's share in the India oleochemicals market on account of large requirement for distilled fatty acids and polyunsaturated acids, which are essential in the production of soaps, personal care products, detergents, lubricants, surfactants, etc.
- Indian Oleo Chemical players are well positioned with abundant raw material supply, lower manpower cost and improving infrastructure which should be the key market drivers for the industry at large.
- Fatty acids, Fatty Alcohol and Methyl Ester and Refined Glycerin are basic Oleo Chemicals which then go into end use application of Surfactant, Soap and Detergents, Cosmetics, Food Emulsifiers, Paints and Inks & Lubricants.
- In India while processing crude soft vegetable oils like SSCC, Groundnut and Rapeseeds 3 key products are generated by these oil refineries
 - Prime Oil
 - Acid Oil (AO) (Used for Linoleic & Dimer Acid)
 - Deodorizer Distillate (DOD) (Used for Tocopherol)
- The Prime Oil is converted into oils for edible purpose and AO and DOD which are composed of Free Fatty Acids, Mix Glycerides and other important nutraceutical products are sold to chemical companies to derive fatty Acids
- AO from different sources of Vegetable Oil can generate varied Fatty Acids that have different applications

Oils	By-product	Fatty Acids	Application
SSCC, Groundnuts, Rice Bran & Rapeseeds	Acid Oils	Palmitic, Linoleic, Dimer, Monomer	Inks & Paints, Epoxy hardeners
SSCC, Groundnuts, Rice Bran & Rapeseeds	Deodorizer Distillate	Mixed Tocopherol, Distilled Fatty Acids	Natural Vitamin E Low grade resins and Soap'
Palm, Palm Kernel & Coconut	Deodorizer Distillate	Stearic, Lauric , Distilled Fatty Acids	Soap Noodles, Rubber Tyre, Cosmetic

SSCC - Soya, Sunflower, Corn and Cotton

Financial Overview

Historical Income Statement

PARTICULARS (INR Mn)	FY18	FY19	FY20	FY21	FY22	Q1-FY23
Revenue from Operations	2,428	2,499	3,065	3,966	6,432	2,251
Total Expenses	2,090	2,139	2,581	3,279	5,383	1,851
EBITDA	338	360	484	687	1,049	400
<i>EBITDA Margins (%)</i>	<i>13.92%</i>	<i>14.41%</i>	<i>15.79%</i>	<i>17.32%</i>	<i>16.31%</i>	<i>17.77%</i>
Other Income	27	43	66	3	3	3
Depreciation	49	54	60	66	71	19
Finance Cost	58	57	66	68	69	24
PBT	258	292	424	556	912	360
Tax	64	77	77	131	233	90
Profit After Tax	194	215	347	425	679	270
<i>PAT Margins (%)</i>	<i>7.99%</i>	<i>8.60%</i>	<i>11.32%</i>	<i>10.72%</i>	<i>10.56%</i>	<i>12.00%</i>
Other Comprehensive Income	-	(2)	(1)	(5)	1	1
Total Comprehensive Income	194	213	346	420	680	271
Basic/Diluted EPS (INR per share)	4.97	5.51	26.65	32.63	52.15	20.76

Balance Sheet

ASSETS	FY18	FY19	FY20	FY21	FY22
Non-Current Assets					
Property, Plant and Equipment	1,015	1,152	1,219	1,220	1,363
Capital work-in-progress	34	9	94	295	420
Right of use assets	-	-	43	43	42
Intangible Assets	-	-	1	-	-
Intangible Assests Under Development	-	-	-	-	2
Financial Assets					
(i)Loans	2	-	-	-	-
(ii) Other Financial Assets	1	1	3	-	2
Non-current Tax Assets (Net)	16	6	14	18	19
Other Non-current Assets	15	13	66	30	20
	1,083	1,181	1,440	1606	1,868
Current Assets					
Inventories	304	340	353	453	700
Financial Assets					
(i) Trade receivables	320	321	379	468	622
(ii) Cash and Bank Balance	4	2	2	4	2
(iii) Other Financial Assets	29	9	-	-	-
Other current assets	24	24	15	55	49
	681	696	749	980	1,373
TOTAL ASSETS	1,764	1,877	2,189	2,586	3,241

EQUITY AND LIABILITIES	FY18	FY19	FY20	FY21	FY22
EQUITY					
Equity Share Capital	376	391	130	130	130
Instruments entirely equity in nature	15	-	-	-	-
Other Equity	482	636	1,137	1,557	2,191
	873	1,027	1,267	1,687	2,321
LIABILITIES					
Non-Current Liabilities					
Financial Liabilities					
Borrowings	164	83	163	260	100
Provisions	6	9	12	18	17
Deferred Tax Liabilities (Net)	104	121	116	113	128
	274	213	291	391	245
Current Liabilities					
Financial Liabilities					
(i) Borrowings	388	405	504	308	520
(ii) Trade Payables	73	100	64	109	91
(iii) Other financial liabilities	142	112	21	21	8
Other current liabilities	7	8	29	46	36
Provisions	3	6	3	10	10
Current Tax Liabilities (Net)	4	6	10	14	10
	617	637	631	508	675
TOTAL EQUITY AND LIABILITIES	1,764	1,877	2,189	2,586	3,241

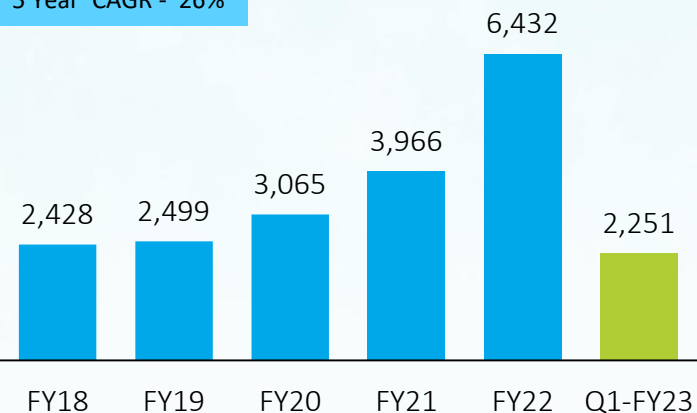
Cash Flow Statement

PARTICULARS (INR Mn)	FY18	FY19	FY20	FY21	FY22
Cash and Cash Equivalents at Beginning of the year	3	0.2	0.2	0.3	0.3
Cash Flow From Operating Activities	155	342	312	394	405
Cash Flow from Investing Activities	(126)	(137)	(239)	(228)	(342)
Cash Flow From Financing Activities	(32)	(205)	(73)	(166)	(63)
Net Inc./ (Dec.) in Cash and Cash Equivalent	(3)	-	-	-	(0.2)
Cash and Cash Equivalents at End of the year	-	0.2	0.2	0.3	0.1
Operating Cash Inflow	155	342	312	394	405

Key Financial Highlights

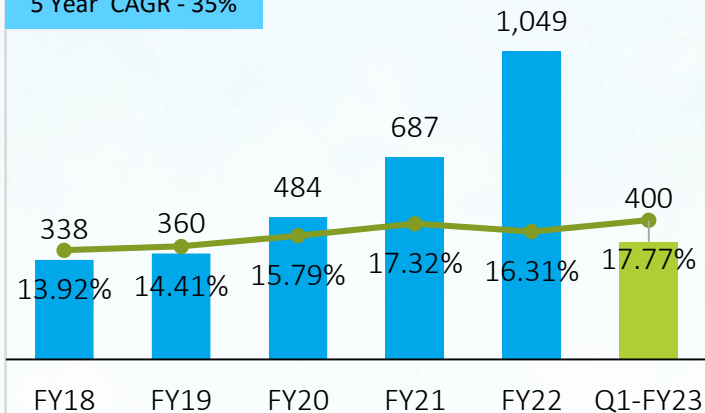
Revenue (In Mn)

5 Year CAGR - 26%



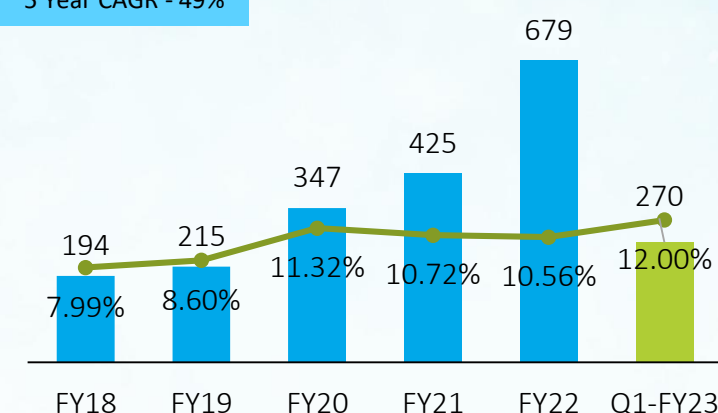
EBITDA (In Mn) & EBITDA Margin (%)

5 Year CAGR - 35%

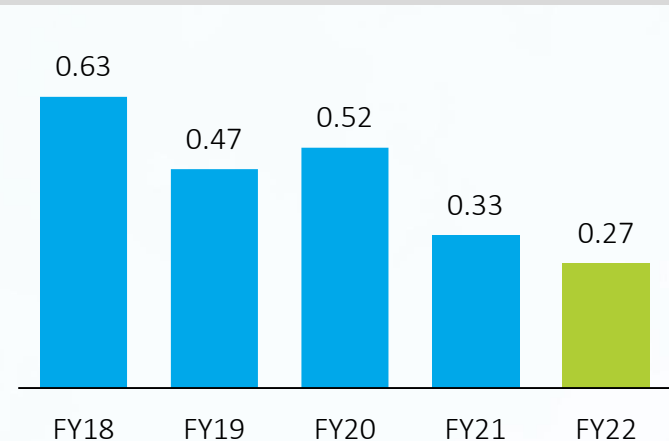


PAT (In Mn) & PAT Margin (%)

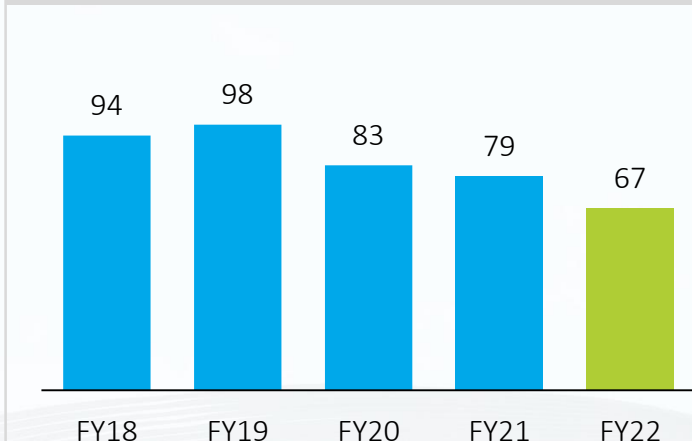
5 Year CAGR - 49%



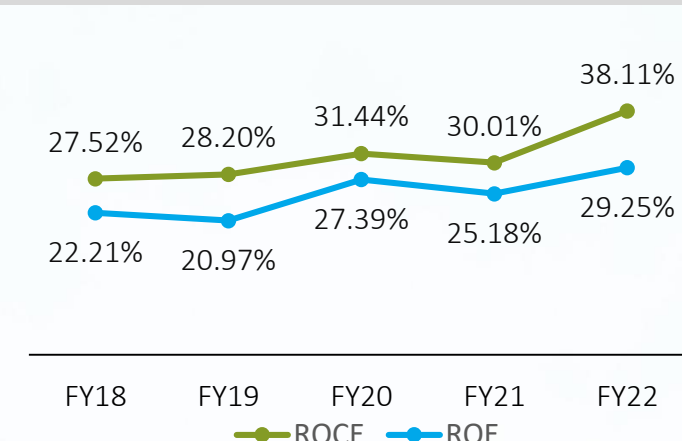
Net Debt to Equity



Cash Conversion Cycle Days

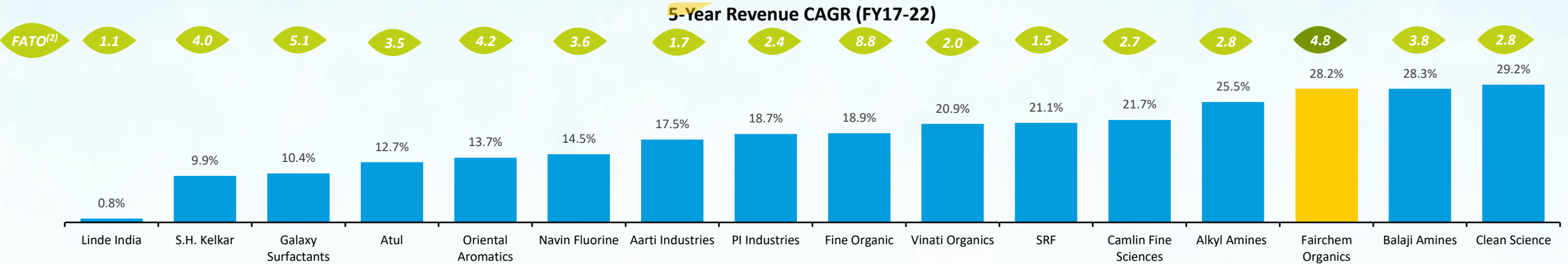


Return Ratios



Track Record of Strongest Operational Efficiency, Growth and Asset Turns Driving Profitability

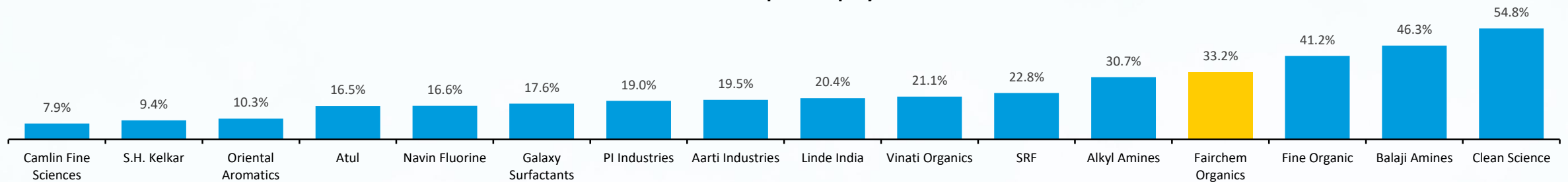
Revenue Growth while Building on the Strong Margin Characteristics of Niche Specialty Chemicals Businesses



Exceptional Operational Efficiency Creates Strong Balance Sheet Businesses

Stellar Return Ratios

Return on Capital Employed⁽¹⁾



Fairchem's business model prioritizes margin stability and better return ratios, with favorable industry dynamics driving top-line growth

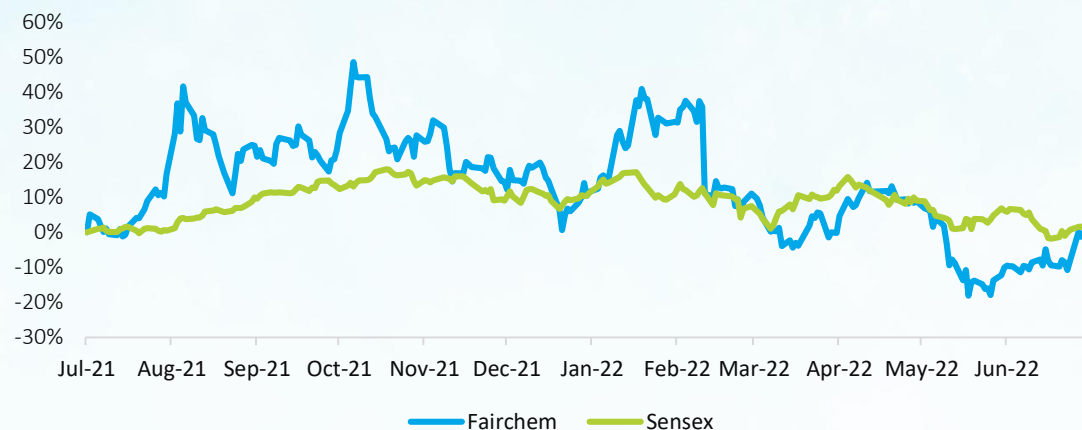
Sources: Company Filings, FactSet

(1) ROCE: EBIT/Closing (Equity + Net Debt)

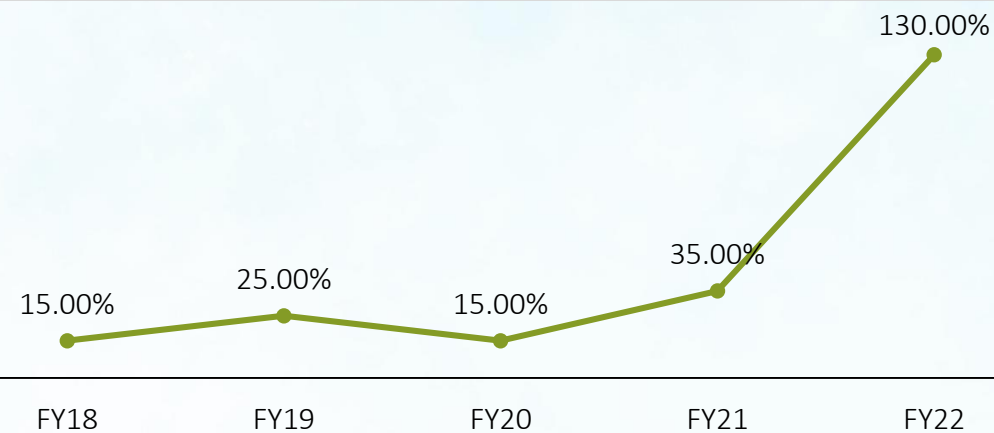
(2) Fixed Asset Turnover Ratio: Revenue / Average Fixed Assets

Capital Market Data

Stock Market Performance (as on 30th June, 2022)



Dividend Percentage

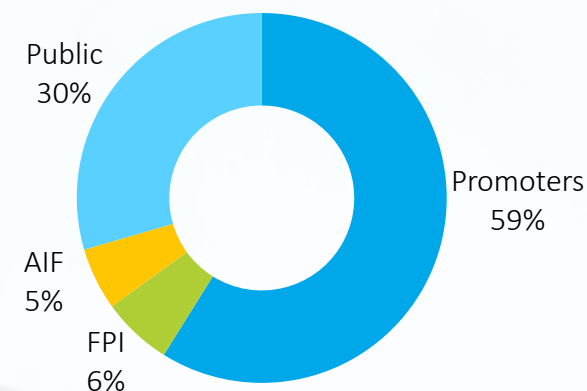


Price Data as at 30th June, 2022

INR

Face Value	10.0
Market Price	1,514.6
52 Week H/L	2,290.0/ 1,198.0
Market Cap (Mn)	19,720.8
Equity Shares Outstanding (Mn)	13.0
1 Year Avg Trading Volume ('000)	46.5

Shareholding Pattern as on 30th June, 2022



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Thank you