

# Fairchem Organics Limited



## Earnings Presentation

Q2/H1-FY23

# Company at a Glance

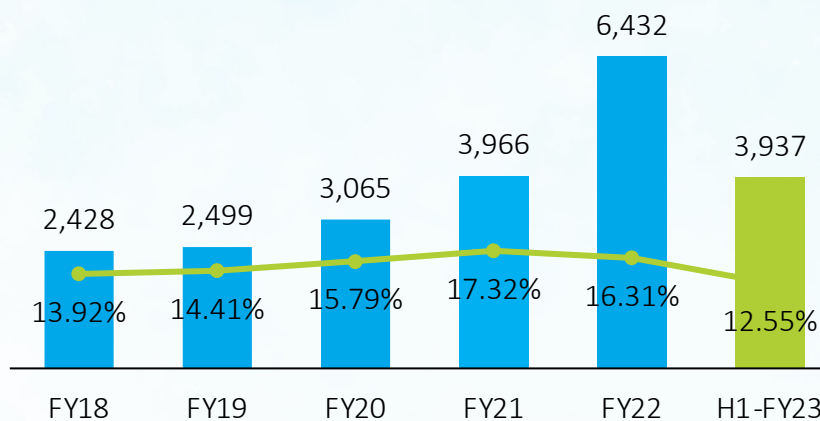




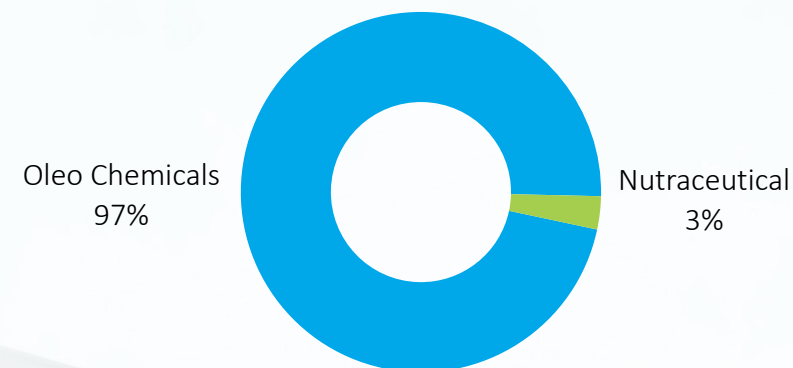
# Company Overview

- 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.
- Fairchem has a permanent employee base of 206 along with few contract workers, company enjoys a very low employee attrition across various levels.
- 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 in Q1-FY23.

Revenue & EBITDA Margin (In Mn)



H1-FY23 Segmental Revenue (%)



# 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

# 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
- Production equipment tested every three years by external firm
- Near-zero factory accidents since inception<sup>(1)</sup>

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.



## Key Financial Highlights

# Q2/H1-FY23 Financial & Operational Highlights

## Q2-FY23 Financial Performance

**INR 1,685 Mn**  
Revenue from  
Operations

**INR 93 Mn**  
EBITDA

**5.52%**  
EBITDA Margins

**INR 40 Mn**  
PAT

**2.37%**  
PAT Margins

**INR 3.07/Share**  
Diluted EPS

## H1-FY23 Financial Performance

**INR 3,937 Mn**  
Revenue from  
Operations

**INR 494 Mn**  
EBITDA

**12.55%**  
EBITDA Margins

**INR 310 Mn**  
PAT

**7.87%**  
PAT Margins

**INR 23.83/Share**  
Diluted EPS

- Decline in Revenues was driven by lower per unit realisations vis-à-vis the previous quarter.
- The adverse impact on profitability was primarily due to reduction in selling price of prime products and steep reduction in realization of few co-products driven by the reasons below, however the impact on profitability was partially negated by marginal reduction in raw material prices.
  - Global geopolitical tension and Indonesia's lifting of export duties on vegetable palm oils created demand - supply mismatch resulting in extreme volatility in finished goods and raw material prices.
  - Domestically the second quarter is traditionally considered to be lean season for refining of vegetable oils and therefore resulting in lower availability of raw materials and relatively high prices
  - Higher coal cost on a year-on-year basis

# Quarterly Financial Performance

PARTICULARS (INR Mn)	Q2-FY23	Q2-FY22	Y-O-Y	Q1-FY23	Q-O-Q
Revenue from Operations	1,685	1,680	0.3%	2,251	(25.1)%
Total Expenses	1,592	1,362	16.9%	1,851	(14.0)%
EBITDA	93	318	(70.8)%	400	(76.8)%
<i>EBITDA Margins (%)</i>	<i>5.52%</i>	<i>18.93%</i>	<i>NA</i>	<i>17.77%</i>	<i>NA</i>
Other Income	-	-	-	3	NA
Depreciation	21	18	16.7%	19	10.5%
Finance Cost	16	20	(20.0)%	24	(33.3)%
PBT	56	280	(80.0)%	360	(84.4)%
Tax	16	71	(77.5)%	90	(82.2)%
Profit After Tax	40	209	(80.9)%	270	(85.2)%
<i>PAT Margins (%)</i>	<i>2.37%</i>	<i>12.44%</i>	<i>NA</i>	<i>12.00%</i>	<i>(963) Bps</i>
Other Comprehensive Income	-	-	-	1	NA
Total Comprehensive Income	40	209	(80.9)%	271	(85.2)%
Basic/Diluted EPS (INR per share)	3.07	16.05	(80.9)%	20.76	(85.2)%



# YTD Financial Performance

PARTICULARS (INR Mn)	H1-FY23	H1-FY22	Y-O-Y
Revenue from Operations	3,937	3,071	28.2%
Total Expenses	3,443	2,423	42.1%
EBITDA	494	648	(23.8)%
<i>EBITDA Margins (%)</i>	<i>12.55%</i>	<i>21.10%</i>	<i>(855) Bps</i>
Other Income	2	3	(33.3)%
Depreciation	39	35	11.4%
Finance Cost	40	37	8.1%
PBT	417	579	(28.0)%
Tax	107	147	(27.2)%
Profit After Tax	310	432	(28.2)%
<i>PAT Margins (%)</i>	<i>7.87%</i>	<i>14.07%</i>	<i>(620) Bps</i>
Other Comprehensive Income	-	(2)	NA
Total Comprehensive Income	310	430	(27.9)%
Basic/Diluted EPS (INR per share)	23.83	33.18	(28.2)%

# Historical Income Statement

PARTICULARS (INR Mn)	FY20	FY21	FY22	H1-FY23
Revenue from Operations	3,065	3,966	6,432	3,937
Total Expenses	2,581	3,279	5,383	3,443
EBITDA	484	687	1,049	494
<i>EBITDA Margins (%)</i>	<i>15.79%</i>	<i>17.32%</i>	<i>16.31%</i>	<i>12.55%</i>
Other Income	66	3	3	2
Depreciation	60	66	71	39
Finance Cost	66	68	69	40
PBT	424	556	912	417
Tax	77	131	233	107
Profit After Tax	347	425	679	310
<i>PAT Margins (%)</i>	<i>11.32%</i>	<i>10.72%</i>	<i>10.56%</i>	<i>7.87%</i>
Other Comprehensive Income	(1)	(5)	1	-
Total Comprehensive Income	346	420	680	310
Basic/Diluted EPS (INR per share)	26.65	32.63	52.15	23.83

# Historical Balance Sheet

ASSETS	FY21	FY22	H1-FY23
<b>Non-Current Assets</b>			
Property, Plant and Equipment	1,220	1,363	1,468
Capital work-in-progress	295	420	358
Right of use assets	43	42	42
Intangible Assets	-	-	-
Intangible Assets Under Development	-	2	4
<b>Financial Assets</b>			
(i) Other Financial Assets	-	2	2
Non-current Tax Assets (Net)	18	19	45
Other Non-current Assets	30	20	21
	<b>1,606</b>	<b>1,868</b>	<b>1,940</b>
<b>Current Assets</b>			
Inventories	453	700	515
<b>Financial Assets</b>			
(i) Trade receivables	468	622	503
(ii) Cash and Bank Balance	4	2	6
Other current assets	55	49	39
	<b>980</b>	<b>1,373</b>	<b>1,063</b>
<b>TOTAL ASSETS</b>	<b>2,586</b>	<b>3,241</b>	<b>3,003</b>

EQUITY AND LIABILITIES	FY21	FY22	H1-FY23
<b>EQUITY</b>			
Equity Share Capital	130	130	130
Instruments entirely equity in nature			
Other Equity	1,557	2,191	2,332
	<b>1,687</b>	<b>2,321</b>	<b>2,462</b>
<b>LIABILITIES</b>			
<b>Non-Current Liabilities</b>			
<b>Financial Liabilities</b>			
Borrowings	260	100	-
Provisions	18	17	20
Deferred Tax Liabilities (Net)	113	128	138
	<b>391</b>	<b>245</b>	<b>158</b>
<b>Current Liabilities</b>			
<b>Financial Liabilities</b>			
(i) Borrowings	308	520	202
(ii) Trade Payables	109	91	92
(iii) Other financial liabilities	21	8	16
Other current liabilities	46	36	51
Provisions	10	10	13
Current Tax Liabilities (Net)	14	10	9
	<b>508</b>	<b>675</b>	<b>383</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2,586</b>	<b>3,241</b>	<b>3,003</b>



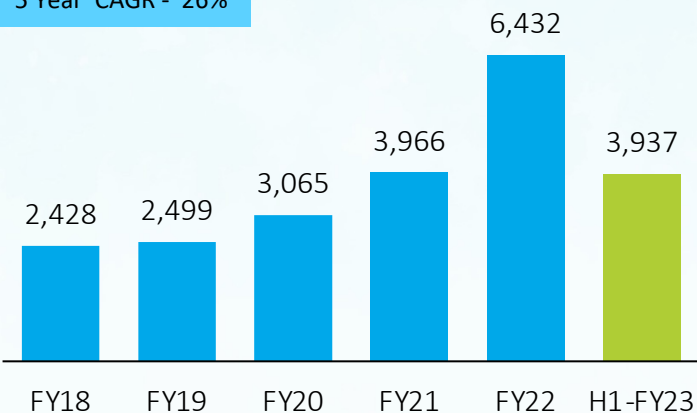
# Historical Cash Flow Statement

PARTICULARS (INR Mn)	FY21	FY22	H1-FY23
Cash and Cash Equivalents at Beginning of the year	0.3	0.3	-
Cash Flow From Operating Activities	394	405	704
Cash Flow from Investing Activities	(228)	(342)	(76)
Cash Flow From Financing Activities	(166)	(63)	(628)
Net Inc./ (Dec.) in Cash and Cash Equivalent	-	(0.2)	-
Cash and Cash Equivalents at End of the year	0.3	0.1	-
Operating Cash Inflow	394	405	704
Capital Expenditure	(231)	(350)	(78)
FCF	163	55	626

# Key Financial Highlights

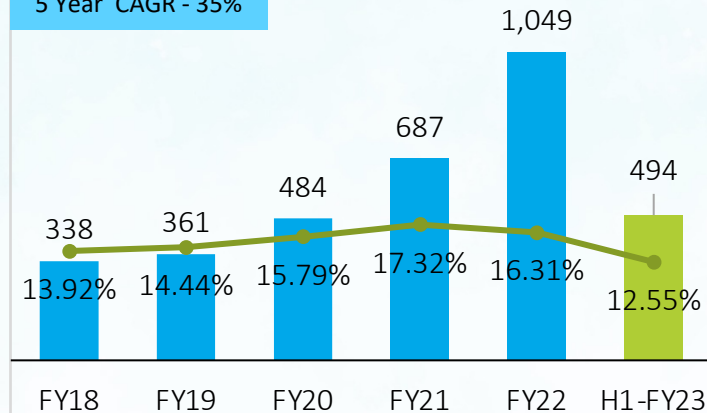
## Revenue (In Mn)

5 Year CAGR - 26%



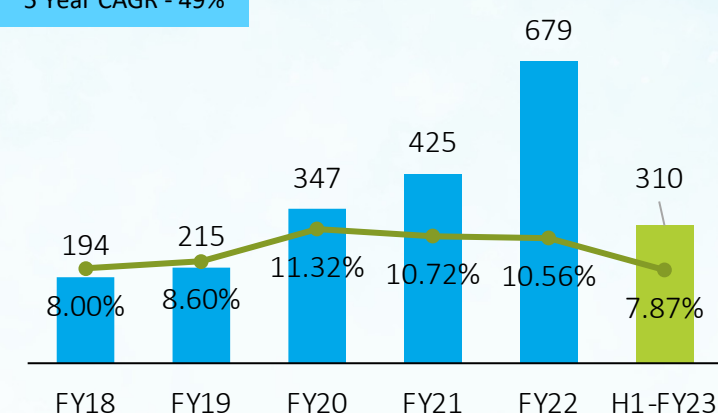
## EBITDA (In Mn) & EBITDA Margin (%)

5 Year CAGR - 35%

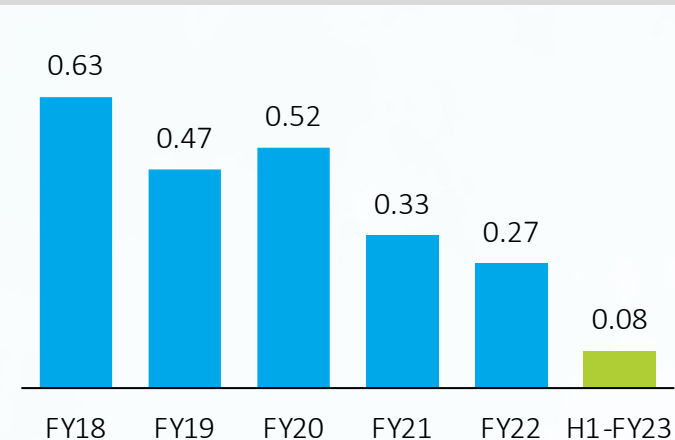


## PAT (In Mn) & PAT Margin (%)

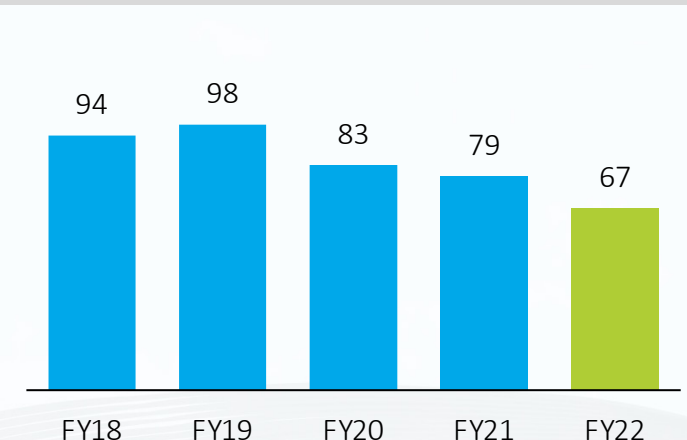
5 Year CAGR - 49%



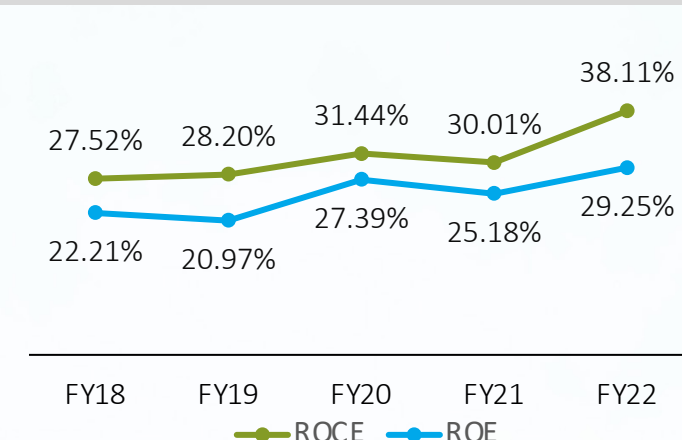
## Net Debt to Equity



## Cash Conversion Cycle Days

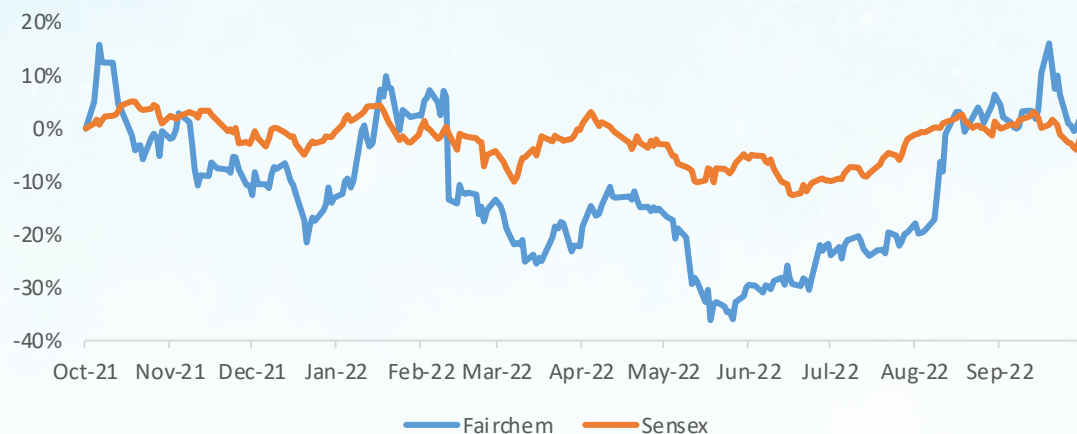


## Return Ratios

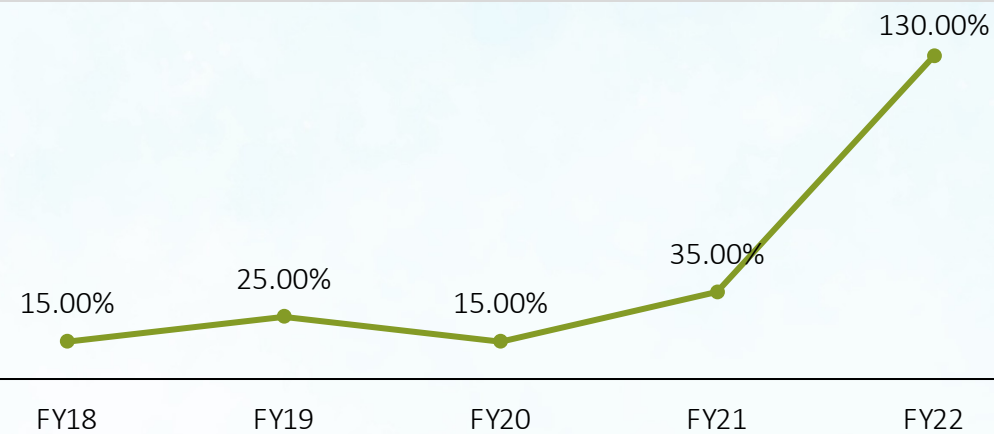


# Capital Market Data

Stock Market Performance (as on 30<sup>th</sup> Sept, 2022)



Dividend Percentage

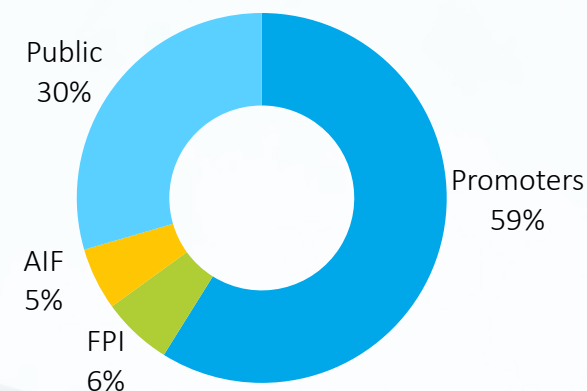


Price Data as at 30<sup>th</sup> September, 2022

INR

Face Value	10.0
Market Price	1,963.8
52 Week H/L	2,293.3/ 1,198.0
Market Cap (Mn)	25,569.8
Equity Shares Outstanding (Mn)	13.0
1 Year Avg Trading Volume ('000)	46.9

Shareholding Pattern as on 30<sup>th</sup> September, 2022





# Disclaimer

## Fairchem Organics Limited Disclaimer:

*The information contained in this presentation is only current as of its date. All actions and statements made herein or otherwise shall be subject to the applicable laws and regulations as amended from time to time. There is no representation that all information relating to the context has been taken care off in the presentation and neither we undertake any obligation as to the regular updating of the information as a result of new information, future events or otherwise. We will accept no liability whatsoever for any loss arising directly or indirectly from the use of, reliance of any information contained in this presentation or for any omission of the information. The information shall not be distributed or used by any person or entity in any jurisdiction or countries were such distribution or use would be contrary to the applicable laws or Regulations. It is advised that prior to acting upon this presentation independent consultation / advise may be obtained and necessary due diligence, investigation etc. may be done at your end. You may also contact us directly for any questions or clarifications at our end. This presentation contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects, and future developments in our industry and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words 'may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, potential or continue and similar expressions identify forward looking statements. Actual results, performances or events may differ materially from these forward-looking statements including the plans, objectives, expectations, estimates and intentions expressed in forward looking statements due to a number of factors, including without limitation future changes or developments in our business, our competitive environment, telecommunications technology and application, and political, economic, legal and social conditions in India. It is cautioned that the foregoing list is not exhaustive This presentation is not being used in connection with any invitation of an offer or an offer of securities and should not be used as a basis for any investment decision*

## Valorem Advisors Disclaimer:

*Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.*

**For further details, please feel free to contact our Investor Relations Representatives:**



Mr. Anuj Sonpal  
Valorem Advisors  
Tel: +91-22-4903-9500  
Email: [fairchem@valoremadvisors.com](mailto:fairchem@valoremadvisors.com)