



FAIRCHEM ORGANICS LIMITED

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Taluka: Sanand, District: Ahmedabad – 382 115, GUJARAT, INDIA

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E-mail : cs@fairchem.in

CIN: L24200GJ2019PLC129759

website: www.fairchem.in

May 28, 2025

To,
**National Stock Exchange of India
Limited**

Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra (East),
Mumbai 400051

To,
**Department of Corporate Services
BSE Limited**

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

Ourselfs: BSE Scrip Code: 543252/NSE symbol: 'FAIRCHEMOR'
Ref.: Regulation 30 read with Schedule III Part A of SEBI (LODR) Regulations,
2015

Dear Sirs,

Sub: - Q4 Earnings Presentation for F.Y. 2024-25

Pursuant to Regulation 30 read with Schedule III Part A of SEBI (LODR) Regulations, 2015, we are uploading herewith a PDF file containing Earnings Presentation for quarter/year ended on March 31, 2025.

Please find the above in order and take the same on your record.

Thanking you,

Yours faithfully,

For Fairchem Organics Limited

Rajen Jhaveri
Chief Financial Officer & Company Secretary
ACS - 6615

Encl: As above

Fairchem Organics Limited



Earnings Presentation

Q4-FY25/FY25

Company at a Glance

Well entrenched
Customer Relationships
in high growth industries
like Paint, Printing Inks,
lubricants, Cosmetics

Forward integration to
make value added products
from co-product –
Monomer (Monobasic)
Fatty Acid – stream to
make Isostearic Acid

Promoted by Fairfax
India Holdings and
backed by experienced
Management team

High emphasis on
Business
Sustainability and
Corporate
Governance
standards

Raw materials
throughput capacity
expansion completed
with minimal capex

Leading
manufacturer in
India for substantial
part of the overall
revenue

Proposal to add one new
raw material (falling
under Oleo Chemicals
only) to make value
added products

State-of-the-art
manufacturing unit
with critical
equipment/design from
Germany & Switzerland

Export of Isostearic Acid
to several countries
already in place

Long lasting Pan India
Raw Material sourcing
capabilities with
diversified vegetable
oil refineries

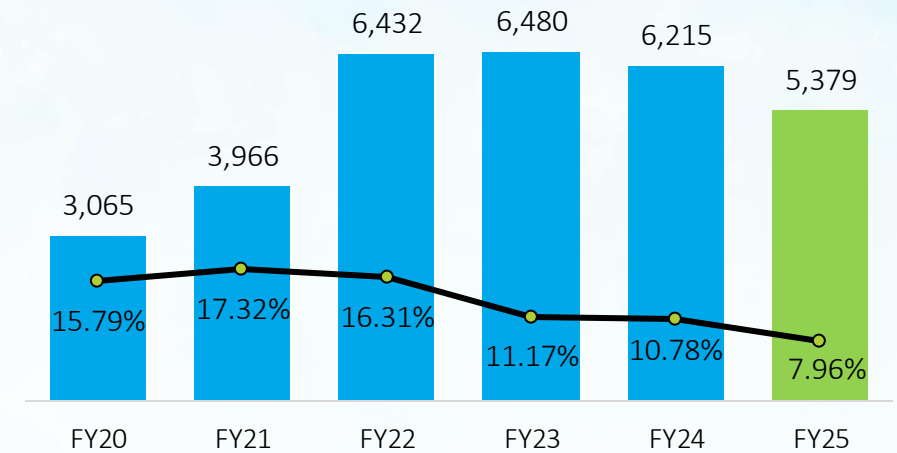
29 years of legacy

One of a kind
manufacturing process
using by-products of
vegetable oils which are
generated in very small
quantities of ~ 1.25%
(for Acid Oil) and
~0.25% (for DOD) of
soft oils processed

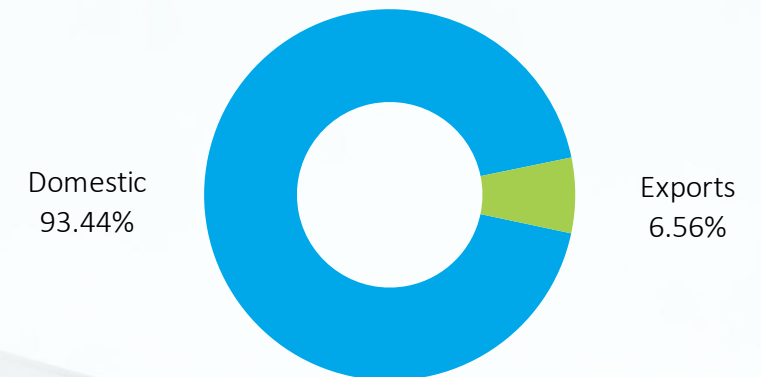
Company Overview

- Fairchem Organics Ltd. (Fairchem) is engaged in the business of manufacturing of Oleo Chemicals and Nutraceuticals, since the last 29 years.
- It has a state-of-art Manufacturing unit which was set up in 1995 and has over the years gone through various stages of expansion, forward integration, debottlenecking and technological advancements to create a one of its kind world class facility.
- Fairchem has a permanent employee base of 230 along with few additional contract workers. Company enjoys a very low employee attrition particularly at upper level.
- The Company's key oleo chemical products include Dimer Acid, Linoleic Acid, Palmitic Acid, Monomer Acid, Isostearic Acid and nutraceutical products include Mixed Tocopherols and Sterol concentrate.
- Fairchem is one of the only / leading manufacturers of Linoleic Acid and Dimer Acid in India, which are 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, ADM, Quaker etc.
- The Company increased the raw material throughput capacity of its plant to 120,000 MTPA in Q1-FY23.
- The Company is the only Isostearic Acid manufacturer in India which exports the said product to different countries in U.S.A., Europe, South America and Southeast Asia. The Company is set to export this product to couple of more countries shortly.

Revenue & EBITDA Margin (In Mn)



Q4-FY25 Geographical Revenue (%)



Fairchem's Competitive Advantage

Major Player in the Indian Oleo Chemical Market Using Renewable Resources

- Processing waste generated during 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 reduce effluents to ensure sustainability

Strong Customer and Supplier Relationships

- Well entrenched Customer Relationships in high growth industries like Paint, Inks, FMCG, lubricants, cosmetics.
- 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 market entire quantity of Prime Products 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

- Contribution towards 'Project Dialysis' of around INR 9.2 Mn
- Promoting Healthcare for treatment of cancer patients, including preventive healthcare, encompassed by the purchase of Ophthalmic Screening Devices.
- Cleanliness campaign in 3 villages i.e. Chekhla, Amnagar and Nana Viramgam
- Measures benefiting the Armed Forces, Police Forces, and Para Military Forces, as well as their veterans, war widows, and dependents
- Contribution of around Rs. 10.1 Mn for medical treatment of cancer patients under promoting healthcare
- Have Undertaken project of building school in local village Chekhala for secondary /higher secondary standards.

- 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⁽¹⁾

Effluent

Method of Disposal

Water Discharge

Zero Liquid Discharge by Multi Effect Evaporator and Agitated Thin Film Dryer

Air Emission

Bag filters and Water Scrubbers are there

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.

(1) Fire in November 2012 (with no casualties or injuries) was the only major incident since inception

Q4-FY25/FY25 Performance

Q4-FY25/FY25 Financial & Operational Highlights

Q4-FY25 Financial Performance

INR 1,208 Mn Revenue from Operations	INR 44 Mn EBITDA	3.64 % EBITDA Margins
INR 6 Mn PAT	0.50 % PAT Margins	INR 0.46/Share Diluted EPS

FY25 Financial Performance

INR 5,379 Mn Revenue from Operations	INR 428 Mn EBITDA	7.96 % EBITDA Margins
INR 220 Mn PAT	4.09 % PAT Margins	INR 16.88/Share Diluted EPS

- Revenue from operations were higher by 6.35% and 11.28% QoQ respectively in terms of value and volume.
- Decline in EBITDA margins was mainly due to relatively higher raw material costs as a per cent to sales.
- In FY25, domestic sales accounted for 91.40% and export sales for 8.60% of total revenue.
- In Q4-FY25, the company processed 14,784 M.Tons and sold 12,146 M.Tons of material.
- The Company procured more raw material for Dimer Acid production this quarter, but a 22% customs duty effective September 14, 2024 raised costs that couldn't be passed on due to competition from Chinese suppliers which were not subject to the additional custom duty.
- The Company remains optimistic about its high-value product, Isostearic Acid, with export volumes expected to increase gradually from the first half of FY26 and increasing further in the second half.

Quarterly Financial Performance

PARTICULARS (INR Mn)	Q4-FY25	Q4-FY24	Y-O-Y	Q3-FY25	Q-O-Q
Revenue from Operations	1,208	1,606	(24.8)%	1,136	6.3%
Total Expenses	1,164	1,418	(17.9)%	1,058	10.0%
EBITDA	44	188	(76.6)%	78	(43.6)%
<i>EBITDA Margins (%)</i>	<i>3.64%</i>	<i>11.71%</i>	<i>(807) Bps</i>	<i>6.87%</i>	<i>(323) Bps</i>
Other Income	2	3	(33.3)%	5	(60.0)%
Depreciation	26	26	NA	27	(3.7)%
Finance Cost	9	6	50.0%	9	NA
PBT	11	159	(93.1)%	47	(76.6)%
Tax	5	41	(87.8)%	12	(58.3)%
Profit After Tax	6	118	(94.9)%	35	(82.9)%
<i>PAT Margins (%)</i>	<i>0.50%</i>	<i>7.35%</i>	<i>(685) Bps</i>	<i>3.08%</i>	<i>(258) Bps</i>
Other Comprehensive Income	(1)	(1)	NA	1	NA
Total Comprehensive Income	5	117	(95.7)%	36	(86.1)%
Basic/Diluted EPS(INR per share)	0.46	9.03	(94.9)%	2.70	(83.0)%

Annual Financial Performance

PARTICULARS (INR Mn)	FY25	FY24	Y-O-Y
Revenue from Operations	5,379	6,215	(13.5)%
Total Expenses	4,951	5,545	(10.7)%
EBITDA	428	670	(36.1)%
<i>EBITDA Margins (%)</i>	<i>7.96%</i>	<i>10.78%</i>	<i>(282) Bps</i>
Other Income	13	11	18.2%
Depreciation	105	93	12.9%
Finance Cost	37	42	(11.9)%
PBT	299	546	(45.2)%
Tax	79	141	(44.0)%
Profit After Tax	220	405	(45.7)%
<i>PAT Margins (%)</i>	<i>4.09%</i>	<i>6.52%</i>	<i>(243) Bps</i>
Other Comprehensive Income	(1)	(1)	NA
Total Comprehensive Income	219	404	(45.8)%
Basic/Diluted EPS	16.88	31.10	(45.7)%

Historical Income Statement

PARTICULARS (INR Mn)	FY22	FY23	FY24	FY25
Revenue from Operations	6,432	6,480	6,215	5,379
Total Expenses	5,383	5,756	5,545	4,951
EBITDA	1,049	724	670	428
<i>EBITDA Margins (%)</i>	<i>16.31%</i>	<i>11.17%</i>	<i>10.78%</i>	<i>7.96%</i>
Other Income	3	7	11	13
Depreciation	71	82	93	105
Finance Cost	69	63	42	37
PBT	912	586	546	299
Tax	233	151	141	79
Profit After Tax	679	435	405	220
<i>PAT Margins (%)</i>	<i>10.56%</i>	<i>6.71%</i>	<i>6.52%</i>	<i>4.09%</i>
Other Comprehensive Income	1	5	(1)	(1)
Total Comprehensive Income	680	440	404	219
Basic/Diluted EPS (INR per share)	52.15	33.41	31.10	16.88

Historical Balance Sheet

ASSETS	FY23	FY24	FY25
Non-Current Assets			
Property, Plant and Equipment	1,514	1,868	1,971
Capital work-in-progress	349	60	117
Right of use assets	42	41	40
Intangible Assets	5	3	2
Intangible Assets Under Development	-	-	
Financial Assets			
(i) Other Financial Assets	2	2	2
Non-current Tax Assets (Net)	18	19	67
Other Non-current Assets	8	22	13
	1,938	2,015	2,212
Current Assets			
Inventories	800	697	883
Financial Assets			
(i) Trade receivables	626	568	861
(ii) Cash and Bank Balance	1	1	13
Other current assets	59	62	49
	1,486	1,328	1,806
TOTAL ASSETS	3,424	3,343	4,018

EQUITY AND LIABILITIES	FY23	FY24	FY25
EQUITY			
Equity Share Capital	130	130	130
Instruments entirely equity in nature			
Other Equity	2,462	2,769	2,890
	2,592	2,899	3,020
LIABILITIES			
Non-Current Liabilities			
Financial Liabilities			
Borrowings	-	-	
Provisions	18	22	25
Deferred Tax Liabilities (Net)	146	161	187
	164	183	212
Current Liabilities			
Financial Liabilities			
(i) Borrowings	502	73	630
(ii) Trade Payables	105	130	83
(iii) Other financial liabilities	11	3	16
Other current liabilities	36	43	43
Provisions	9	11	14
Current Tax Liabilities (Net)	5	1	-
	668	261	786
TOTAL EQUITY AND LIABILITIES	3,424	3,343	4,018

Historical Cash Flow Statement

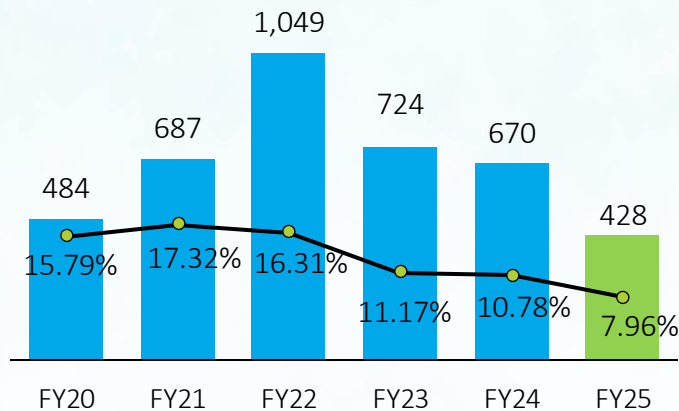
PARTICULARS (INR Mn)	FY23	FY24	FY25
Cash and Cash Equivalents at Beginning of the year	0.1	0.1	0.1
Cash Flow From Operating Activities	496	745	(168)
Cash Flow from Investing Activities	(145)	(176)	(255)
Cash Flow From Financing Activities	(351)	(569)	423
Net Inc./ (Dec.) in Cash and Cash Equivalent	-	-	-
Cash and Cash Equivalents at End of the year	0.1	0.1	0.1
Operating Cash Inflow	496	745	(168)
Capital Expenditure	(145)	(176)	(255)
FCF	351	569	(423)

Key Financial Highlights

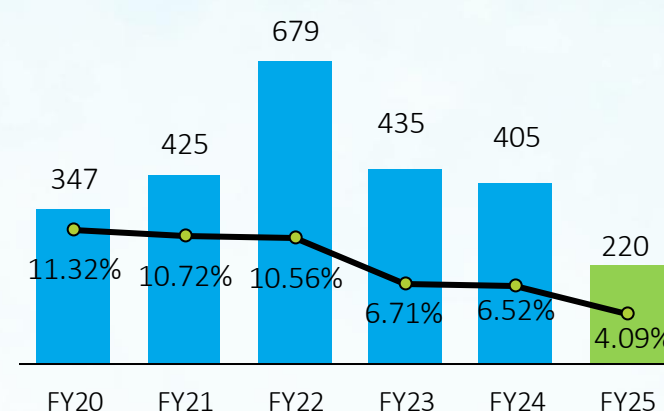
Revenue (In Mn)



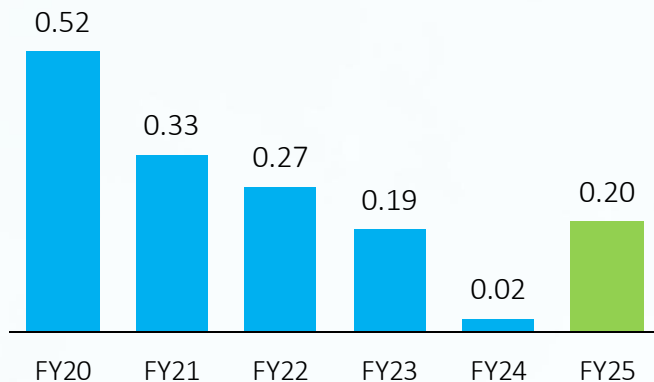
EBITDA (In Mn) & EBITDA Margin (%)



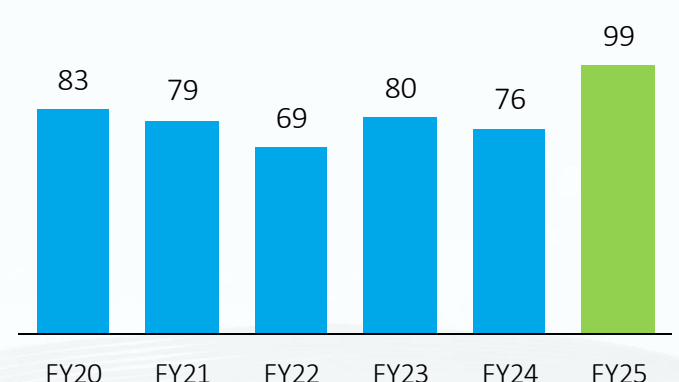
PAT (In Mn) & PAT Margin (%)



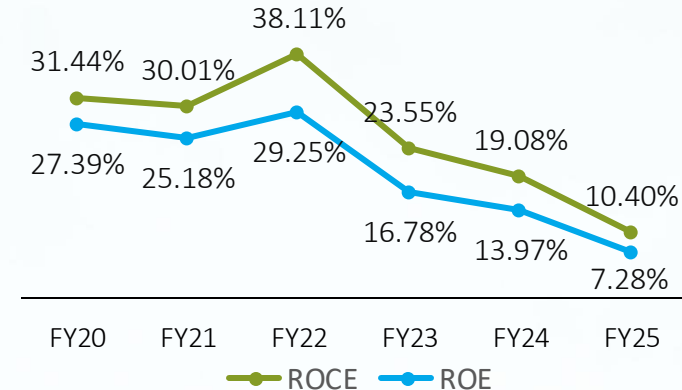
Net Debt to Equity



Cash Conversion Cycle Days

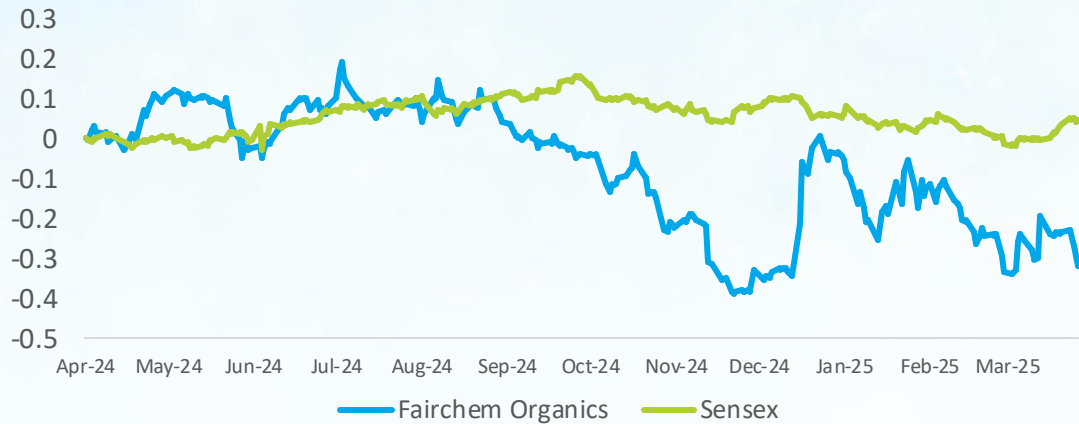


Return Ratios

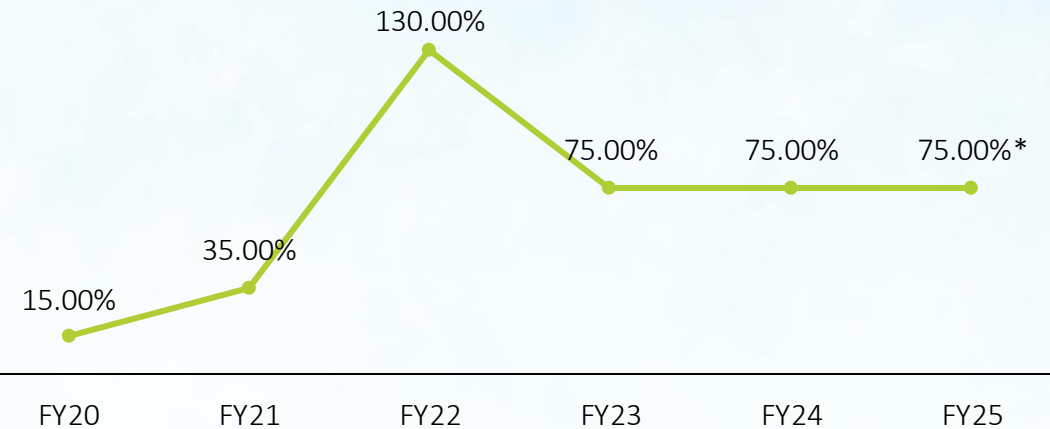


Capital Market Data

Stock Market Performance (As on 31st March, 2025)



Dividend Percentage



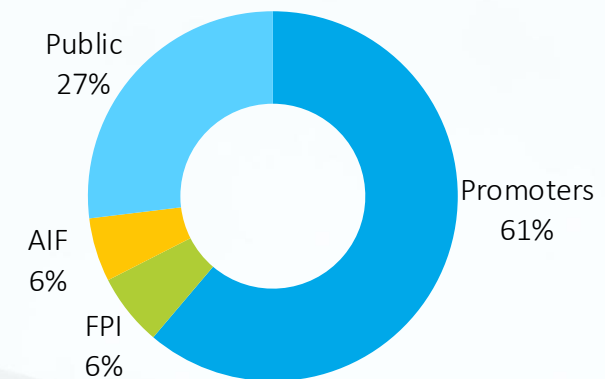
* Recommended

Price Data as at 31st March, 2025

INR

Face Value	10.0
Market Price (BSE)	876.5
52 Week H/L	1,552.0/ 775.6
Market Cap (Mn)	11,412.17
Equity Shares Outstanding (Mn)	13.02
1 Year Avg Trading Volume ('000)	38.7

Shareholding Pattern as on 31st March 2025



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