

# Fairchem Organics Limited



## Investor Presentation

June 2022

# Company at a Glance

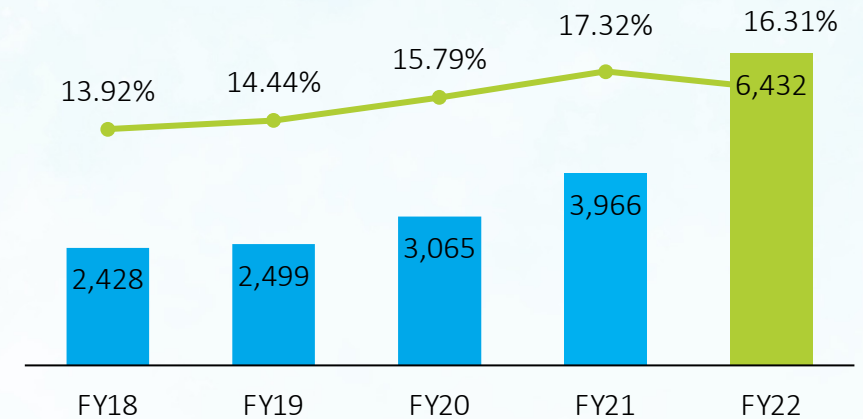


# Company Overview

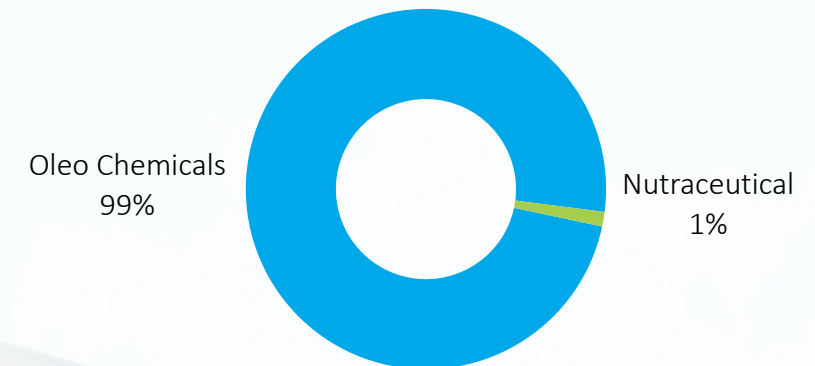
# Company Overview

- Fairchem Organics Ltd. (Fairchem) is engaged in the business of manufacturing of Oleo Chemicals and Nutraceuticals, since the last 25 years.
- 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.
- 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 raw materials throughput capacity has been expanded to 90,000 MTPA during FY22 and is further expanded to 1,20,000 MTPA with minimal capex.
- 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.
- Fairchem supplies to various marquee customers like Asian Paints, Huber (erstwhile Micro Inks), Arkema, Kensing, ADM, Cargill etc.

Revenue & EBITDA Margin (In Mn)



FY22 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
- Fair pricing from customers due to quality of products
- 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

# Key Milestones



# Board of Directors

## **Nahoosh Jayvadan Jariwala** - *(Chairman and Managing Director)*

He holds a bachelor's degree in commerce from Gujarat University. He has work experience of more than 25 years in the chemical industry. He was the Managing Director of Fairchem Speciality Limited (now known as Privi Speciality Chemicals Limited) since April, 2010. Previously he was Executive Director of the said company. Since August, 2020, he is the Managing Director of Fairchem Organics Limited.

## **Sumit Maheshwari** - *(Nominee Director from Fairfax India Holdings)*

He is a Nominee Director of our Company nominated by our Promoter i.e. FIH Mauritius Investments Ltd. He holds a bachelor's and a master's degree in commerce from the University of Mumbai. He is a certified associate member of the Institute of Chartered Accountants of India. He has completed the post graduate programme in management from the Indian School of Business. He has over 10 years of experience in finance sector. Previously, he has worked with KPMG and is currently the managing director and chief executive officer of Fairbridge Capital Private Limited.

## **Venkatraman Srinivasan** - *(Independent Director)*

He is an Independent Director of our Company. He holds a bachelor's degree in commerce from University of Bombay and is a fellow member of Institute of Chartered Accountants of India since 1981. He is a partner in M/s. V. Sankar Aiyar & Co., Chartered Accountants, since 1984. He is engaged in audit and assurance practice and direct tax and corporate advisory services since 1984, specialising in statutory audits of banks, mutual funds and financial companies, public sector companies, and in advisory in the areas of direct tax, company law, competition law, the Foreign Exchange Management Act (FEMA) and Securities and Exchange Board of India (SEBI) matters. He has a work experience of 35 years. He is a special invitee on the Accounting Standards Board of the Institute of Chartered Accountants of India (ICAI) for the F. Y. 2020-21 and was a special invitee on the Ind AS Transition Facilitation Group Committee of the ICAI for the F. Y. 2019-20. He participated in the case study based governance program on "Audit Committees in this New Era of Governance" at the Harvard Business School.

## **Darius Dinshaw Pandole** - *(Independent Director)*

He is an Independent Director of our Company. He holds a bachelor's degree in economics from Harvard University and a master's degree in business management from the University of Chicago. He is presently the managing director and chief executive officer – private equity and equity AIF, JM Financial Limited. He has over 27 years of experience in private equity. Prior to this, he was a partner at New Silk Route Advisors, a private equity advisory firm primarily focused on India. He was also an executive director with IDFC Asset Management Company Limited that managed the India Development Fund, an infrastructure focused private equity fund.

## **Sonal Vimal Ambani** - *(Independent Director)*

Is an Independent Director of our Company. She holds a bachelor's degree in chemistry, a master's degree in business administration in marketing and finance and a doctorate in business management. She has worked as an Assistant Vice President in Morgan Stanley Dean Witter. She is involved in charity and non-profit initiatives. She also holds two patents granted in the US, namely, 'Systems and Method for Providing Financial Services to Children and Teenagers' and 'Purchase Management System and Electronic Receipts'.

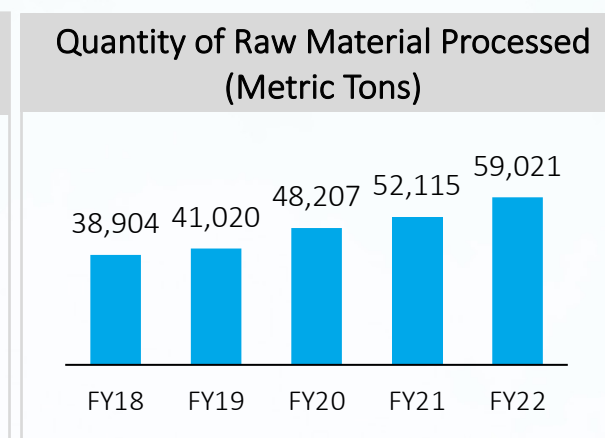
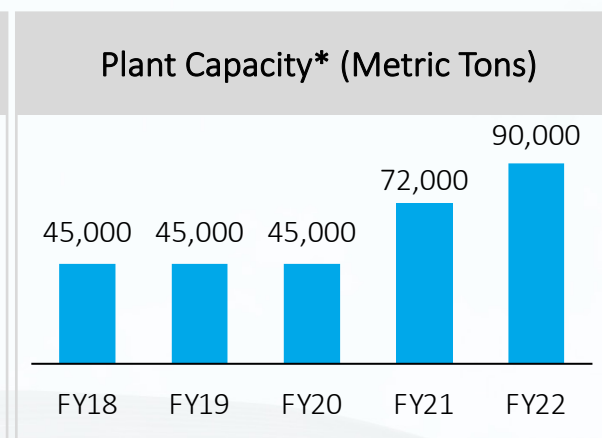
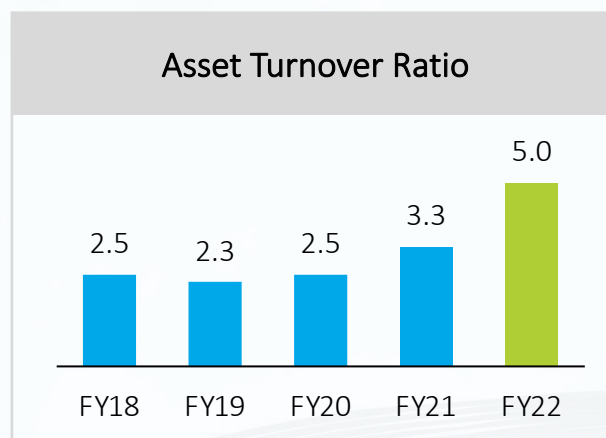
## **Sudhin Choksey** – *(Independent Director)*

He has an overall 43 years of professional experience of having worked both in India and Overseas. He is an experienced CEO having led GRUH Finance with a demonstrated history in the mortgage finance business and skilled in lending business. He is the former Managing Director of GRUH Finance Ltd. Which merged with Bandhan Bank. As a part of the scheme of merger, he joined Bandhan Bank as Executive Director in October 2019 and retired on February 2021. He has also served as an Independent Director on the Boards of many listed and unlisted companies. Presently, he is an Independent Director on the Board of CSB Bank Ltd.

# Manufacturing Facility



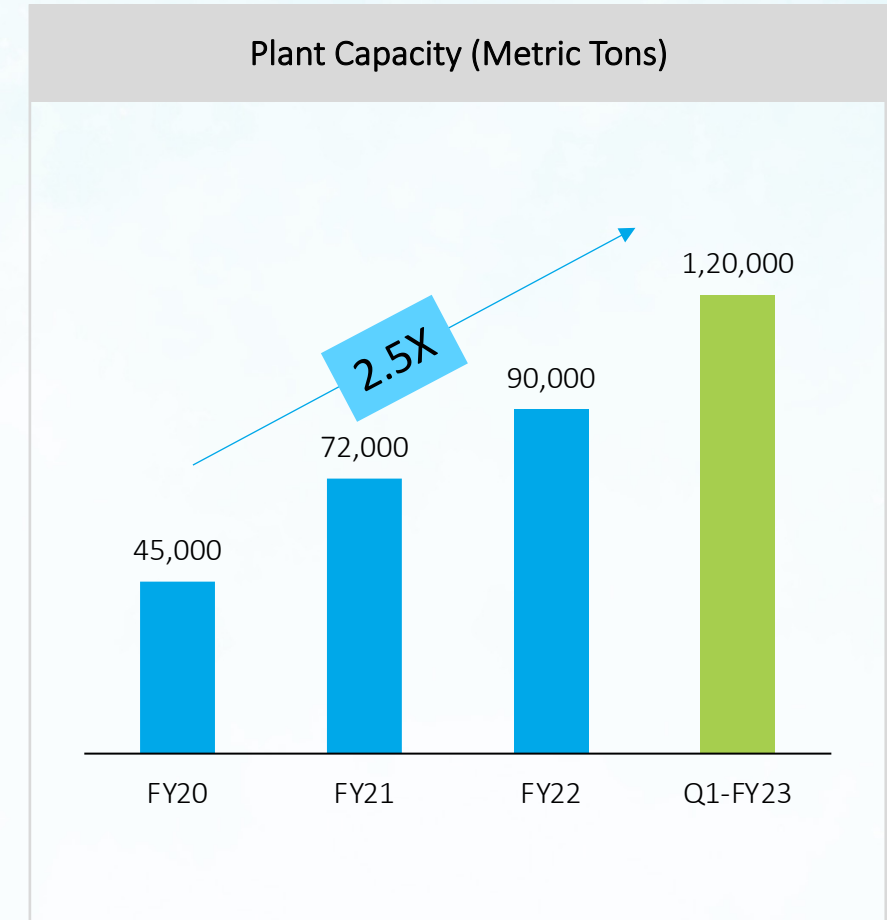
- The company's State -of-the-Art Manufacturing unit is located in Sanand, Ahmedabad.
- It has one of the largest processing capacities for Natural Soft Oil based Fatty acids in India.
- The low cost of raw material and efficient manufacturing process enables the company to be highly cost competitive vis-a-vis global peers
- The current installed capacity measured in terms of throughput of raw materials is 90,000 MTPA.
- 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



\* 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
- In FY22 the company increased the capacity to 90,000 MTPA and it plans to complete the incremental 30,000 MTPA by Q1-FY23.
- The total capex spend to enhance the capacity from 45,000 MTPA to 1,20,000 MTPA along with forward integration of existing product streams is expected to be 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.



# Financial Governance Standards

Invest for long term growth value creation

Always be adequately capitalized

Not overleverage the balance sheet

Secure sources of sustainable raw material supply

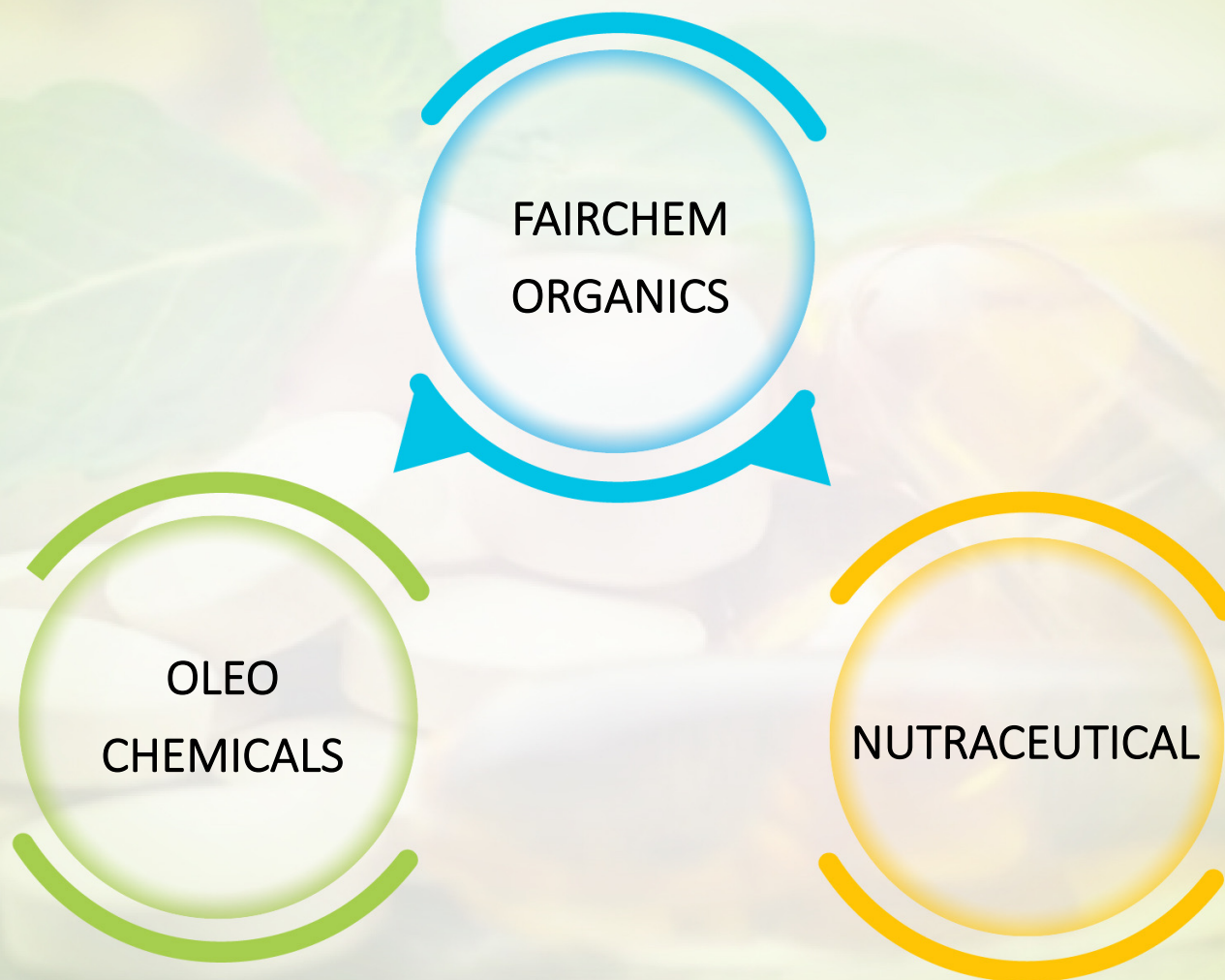
Invest in backward and forward integration

Transparent communications with all the stakeholders

Low volatility in the cash flow generation

# Business Overview

# Business Segments

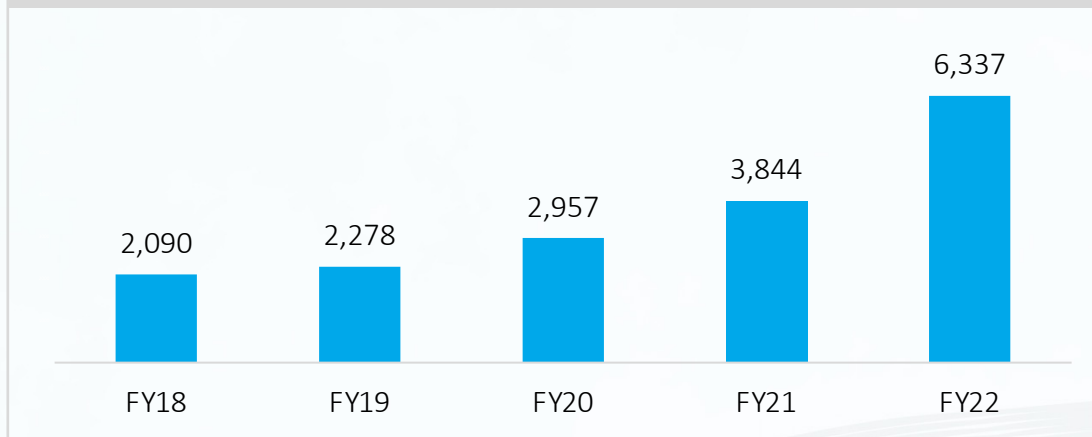


# Oleo Chemicals

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.

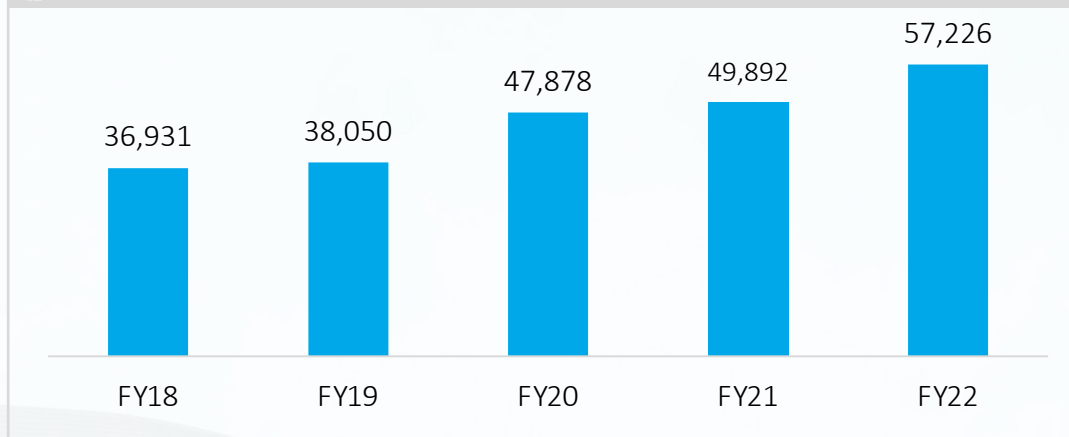
- Fairchem is a leading producer of Fatty Acids from natural oils and fats derived from vegetable oils.
- The company has over the years developed and mastered the process of manufacturing its entire product range from waste/by product streams of natural vegetable oils by utilizing state of the art equipments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

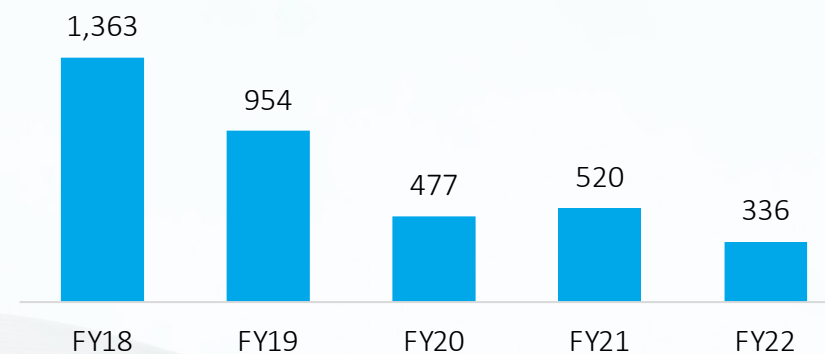
- Nutraceutical, a portmanteau of the words “nutrition” and “pharmaceutical” applied to products that range from isolated nutrients, dietary supplements and herbal products, specific diets, genetically modified food, and processed foods such as cereals, soups, and beverages.
- Fairchem currently produces (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"> <li>• Natural Vitamin E/Food and Cosmetic Industry</li> <li>• Vitamin E</li> <li>• Cosmetic Industry</li> <li>• Food</li> <li>• Pharmaceutical</li> <li>• FMCG</li> <li>• Pet Food</li> </ul> |
| (Natural) Concentrated Sterols         | <ul style="list-style-type: none"> <li>• Food</li> <li>• Pharmaceutical (Raw material to manufacture Cortico Steroids)</li> </ul>                                                                                                |

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





# 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.
- 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<br>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)              | FY19          | FY20          | FY21          | FY22          |
|-----------------------------------|---------------|---------------|---------------|---------------|
| Revenue from Operations           | 2,499         | 3,065         | 3,966         | 6,432         |
| Total Expenses                    | 2,138         | 2,581         | 3,279         | 5,383         |
| EBITDA                            | 361           | 484           | 687           | 1,049         |
| <i>EBITDA Margin</i>              | <i>14.44%</i> | <i>15.79%</i> | <i>17.32%</i> | <i>16.31%</i> |
| Other Income                      | 43            | 66            | 3             | 3             |
| Depreciation                      | 55            | 60            | 66            | 71            |
| Finance Cost                      | 57            | 66            | 68            | 69            |
| PBT                               | 292           | 424           | 556           | 912           |
| Tax                               | 77            | 77            | 131           | 233           |
| Profit After Tax                  | 215           | 347           | 425           | 679           |
| <i>PAT Margin</i>                 | <i>8.60%</i>  | <i>11.32%</i> | <i>10.72%</i> | <i>10.56%</i> |
| Other Comprehensive Income        | (2)           | (1)           | (5)           | 1             |
| Total Comprehensive Income        | 213           | 346           | 420           | 680           |
| Basic/Diluted EPS (INR per share) | 5.51          | 26.65         | 32.63         | 52.15         |

# Balance Sheet

| ASSETS                               | FY20         | FY21         | FY22         |
|--------------------------------------|--------------|--------------|--------------|
| <b>Non-Current Assets</b>            |              |              |              |
| Property, Plant and Equipment        | 1,219        | 1,220        | 1,363        |
| Capital work-in-progress             | 94           | 295          | 420          |
| Right of use assets                  | 43           | 43           | 42           |
| Intangible Assets                    | 1            | -            | -            |
| Intangible Assests Under Development | -            | -            | 2            |
| Financial Assets                     |              |              |              |
| (i) Other Financial Assets           | 3            | -            | 2            |
| Non-current Tax Assets (Net)         | 14           | 18           | 19           |
| Other Non-current Assets             | 66           | 30           | 20           |
|                                      | <b>1,440</b> | <b>1606</b>  | <b>1,868</b> |
| <b>Current Assets</b>                |              |              |              |
| Inventories                          | 353          | 453          | 700          |
| Financial Assets                     |              |              |              |
| (i) Trade receivables                | 379          | 468          | 622          |
| (ii) Cash and Bank Balance           | 2            | 4            | 2            |
| Other current assets                 | 15           | 55           | 49           |
|                                      | <b>749</b>   | <b>980</b>   | <b>1,373</b> |
| <b>TOTAL ASSETS</b>                  | <b>2,189</b> | <b>2,586</b> | <b>3,241</b> |

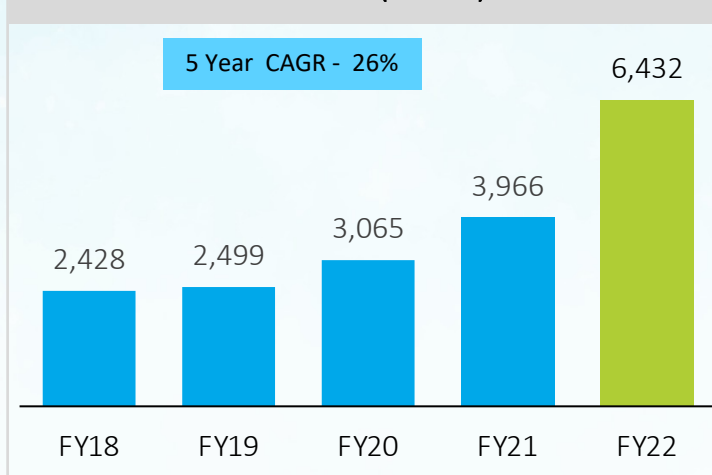
| EQUITY AND LIABILITIES                | FY20         | FY21         | FY22         |
|---------------------------------------|--------------|--------------|--------------|
| <b>EQUITY</b>                         |              |              |              |
| Equity Share Capital                  | 130          | 130          | 130          |
| Instruments entirely equity in nature |              |              |              |
| Other Equity                          | 1,137        | 1,557        | 2,191        |
|                                       | <b>1,267</b> | <b>1,687</b> | <b>2,321</b> |
| <b>LIABILITIES</b>                    |              |              |              |
| <b>Non-Current Liabilities</b>        |              |              |              |
| Financial Liabilities                 |              |              |              |
| Borrowings                            | 163          | 260          | 100          |
| Provisions                            | 12           | 18           | 17           |
| Deferred Tax Liabilities (Net)        | 116          | 113          | 128          |
|                                       | <b>291</b>   | <b>391</b>   | <b>245</b>   |
| <b>Current Liabilities</b>            |              |              |              |
| Financial Liabilities                 |              |              |              |
| (i) Borrowings                        | 504          | 308          | 520          |
| (ii) Trade Payables                   | 64           | 109          | 91           |
| (iii) Other financial liabilities     | 21           | 21           | 8            |
| Other current liabilities             | 29           | 46           | 36           |
| Provisions                            | 3            | 10           | 10           |
| Current Tax Liabilities (Net)         | 10           | 14           | 10           |
|                                       | <b>631</b>   | <b>508</b>   | <b>675</b>   |
| <b>TOTAL EQUITY AND LIABILITIES</b>   | <b>2,189</b> | <b>2,586</b> | <b>3,241</b> |

# Cash Flow Statement

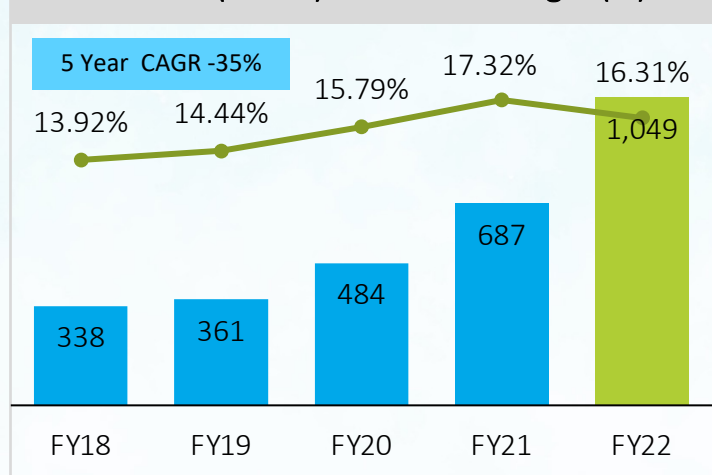
| PARTICULARS (INR Mn)                               | FY20  | FY21  | FY22  |
|----------------------------------------------------|-------|-------|-------|
| Cash and Cash Equivalents at Beginning of the year | 0.2   | 0.3   | 0.3   |
| Cash Flow From Operating Activities                | 312   | 394   | 405   |
| Cash Flow from Investing Activities                | (239) | (228) | (342) |
| Cash Flow From Financing Activities                | (73)  | (166) | (63)  |
| Net Inc./ (Dec.) in Cash and Cash Equivalent       | -     | -     | (0.2) |
| Cash and Cash Equivalents at End of the year       | 0.3   | 0.3   | 0.1   |
| Operating Cash Inflow                              | 312   | 394   | 405   |
| Capital Expenditure                                | (303) | (231) | (350) |
| FCF                                                | 9     | 163   | 55    |

# Key Financial Highlights

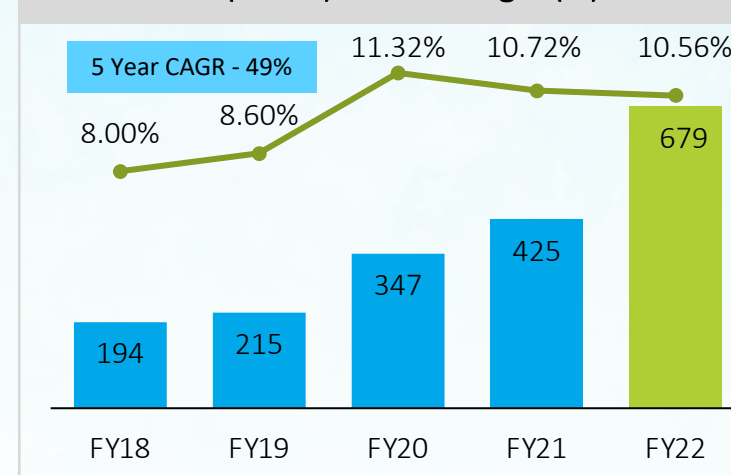
## Revenue (In Mn)



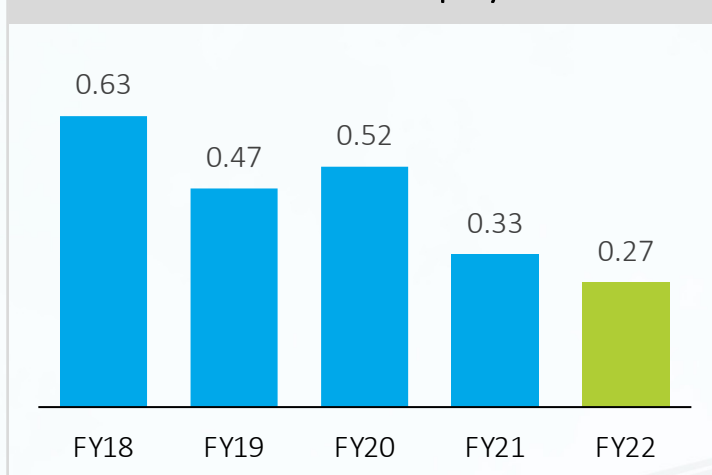
## EBITDA (In Mn) & EBITDA Margin (%)



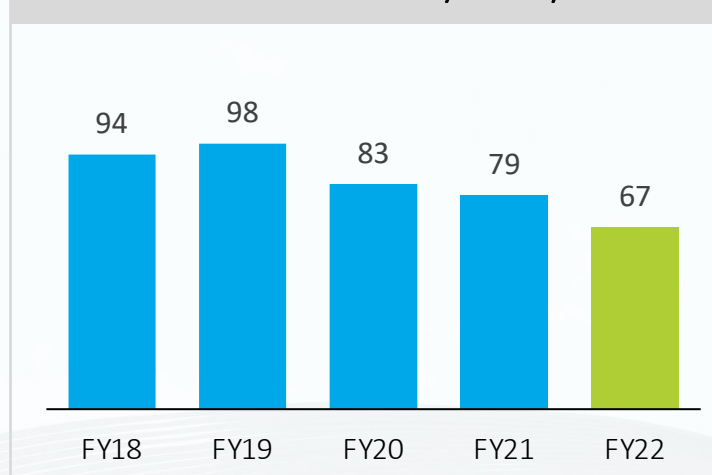
## PAT (In Mn) & PAT Margin (%)



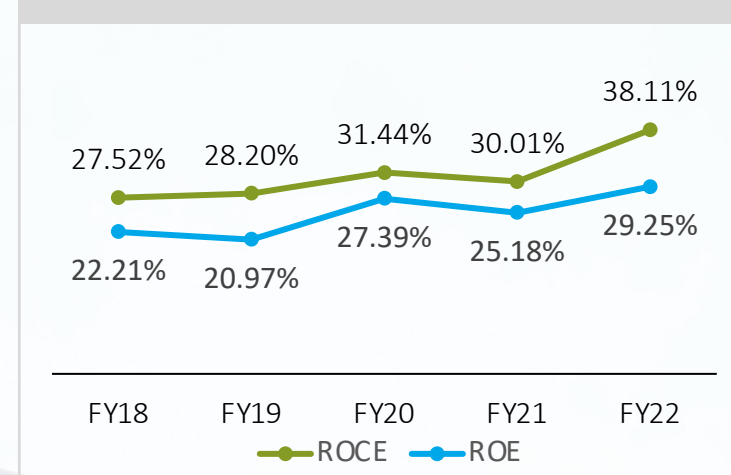
## Net Debt to Equity



## Cash Conversion Cycle Days

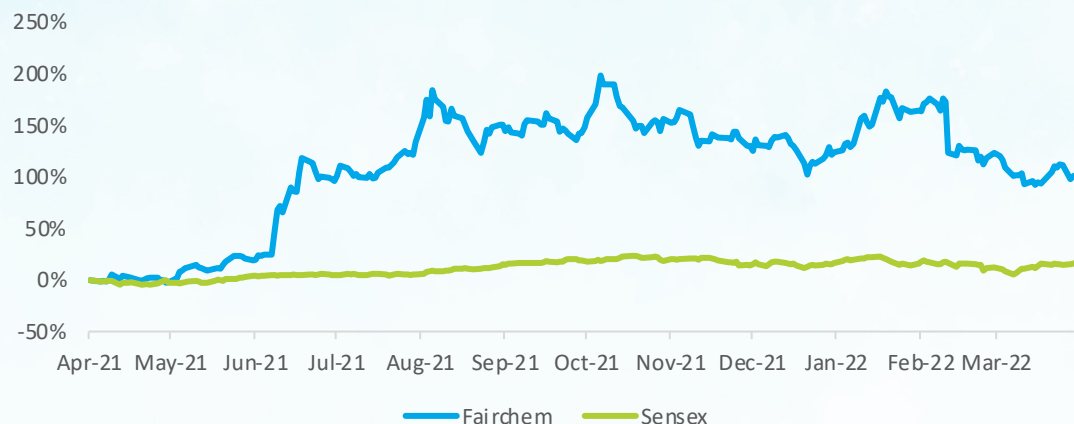


## Return Ratios \*



# Capital Markets

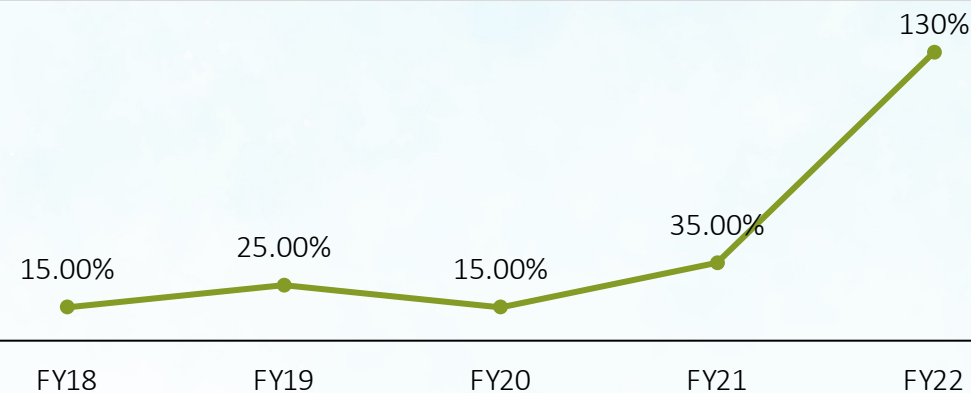
**Stock Market Performance (as on 31st March, 2022)**



**Price Data as at March 31<sup>st</sup>, 2022**

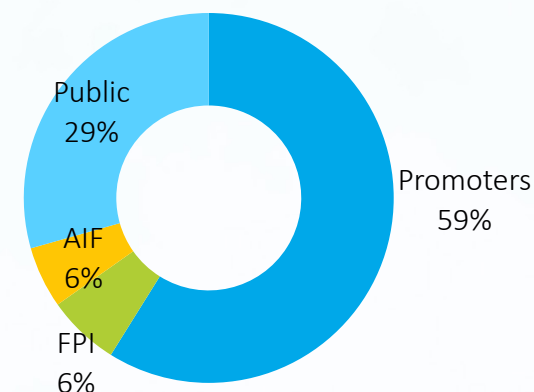
|                                  | INR             |
|----------------------------------|-----------------|
| Face Value                       | 10.00           |
| Market Price                     | 1,504.8         |
| 52 Week H/L                      | 2,290.0 / 610.0 |
| Market Cap (Mn)                  | 19,593.2        |
| Equity Shares Outstanding (Mn)   | 13.0            |
| 1 Year Avg Trading Volume ('000) | 56.3            |

**Dividend Percentage\***



\*FY22 Dividend Percentage is subject to shareholder approval

**Shareholding Pattern as on 31<sup>st</sup> March, 2022**



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Thank you