



FAIRCHEM ORGANICS LIMITED

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E-mail : cs@fairchem.in

CIN: L24200GJ2019PLC129759

website: www.fairchem.in

August 12, 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: - Q1 (F.Y. 2025-26) Earnings Presentation

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 ended on June 30, 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

Q1-FY26

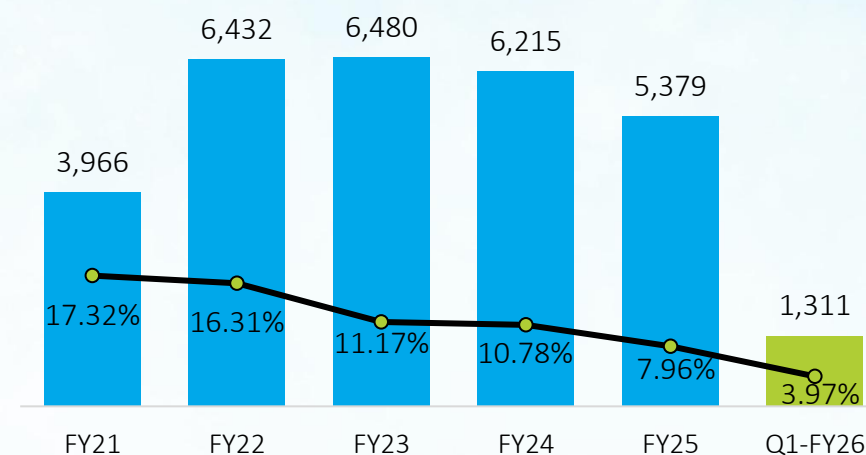
Company at a Glance



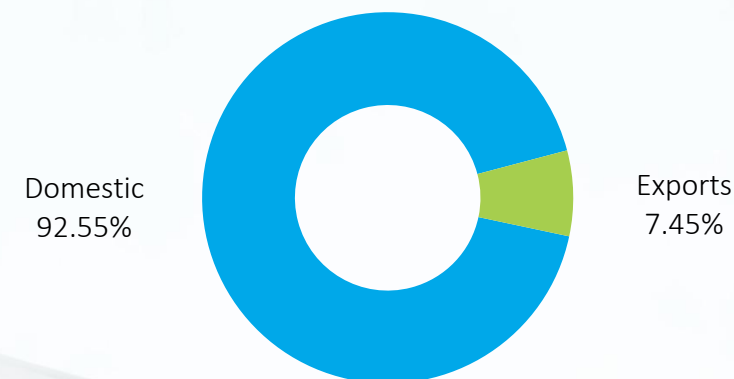
Company Overview

- Fairchem Organics Ltd. (Fairchem) is engaged in the business of manufacturing of Oleo Chemicals and Nutraceuticals, since the last 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 (INR Mn) & EBITDA Margin (%)



Q1-FY26 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 Paramilitary 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

Q1-FY26 Performance

Q1-FY26 Financial & Operational Highlights

Q1-FY26 Financial Performance

INR 1,311 Mn

Revenue from
Operations

INR 52 Mn

EBITDA

3.97%

EBITDA Margins

INR 12 Mn

PAT

0.92%

PAT Margins

INR 0.90/Share

Diluted EPS

- Revenue from operations were higher by 8.50% and 7.50% Q-o-Q respectively in terms of value and volume.
- Marginal improvement in EBITDA margin from 3.64% in Q4-FY25 to 3.97% in Q1-FY26, supported by lower power and fuel costs but partially offset by higher raw material costs.
- In Q1-FY26, domestic sales accounted for 92.55% and export sales for 7.45% of total revenue.
- In Q1-FY26, the company processed 11,699 M.Tons and sold 13,062 M.Tons of material.
- Despite partial rollback of additional customs duties, raw material prices remained firm due to elevated global vegetable oil prices.
- The Dimer Acid business continued to face margin pressure from aggressive Chinese competition, with basic customs duty on imported Dimer remaining at 7.50%.
- The company remains optimistic about its high-value product, Isostearic Acid, with export volumes expected to rise in a staggered manner over the coming quarters.

Quarterly Financial Performance

PARTICULARS (INR Mn)	Q1-FY26	Q1-FY25	Y-O-Y	Q4-FY25	Q-O-Q
Revenue from Operations	1,311	1,649	(20.5)%	1,208	8.5%
Total Expenses	1,259	1,431	(12.0)%	1,164	8.2%
EBITDA	52	218	(76.1)%	44	18.2%
<i>EBITDA Margins (%)</i>	<i>3.97%</i>	<i>13.22%</i>	<i>(925) Bps</i>	<i>3.64%</i>	<i>33 Bps</i>
Other Income	1	2	(50.0)%	2	(50.0)%
Depreciation	27	26	3.8%	26	3.8%
Finance Cost	10	8	25.0%	9	11.1%
PBT	16	186	(91.4)%	11	45.5%
Tax	4	47	(91.5)%	5	(20.0)%
Profit After Tax	12	139	(91.4)%	6	100%
<i>PAT Margins (%)</i>	<i>0.92%</i>	<i>8.43%</i>	<i>(751) Bps</i>	<i>0.50%</i>	<i>42 Bps</i>
Other Comprehensive Income	(1)	-		(1)	NA
Total Comprehensive Income	11	139	(92.1)%	5	120%
Basic/Diluted EPS(INR per share)	0.90	10.64	(91.5)%	0.46	95.7%

Historical Income Statement

PARTICULARS (INR Mn)	FY23	FY24	FY25	Q1-FY26
Revenue from Operations	6,480	6,215	5,379	1,311
Total Expenses	5,756	5,545	4,951	1,259
EBITDA	724	670	428	52
<i>EBITDA Margins (%)</i>	<i>11.17%</i>	<i>10.78%</i>	<i>7.96%</i>	<i>3.97%</i>
Other Income	7	11	13	1
Depreciation	82	93	105	27
Finance Cost	63	42	37	10
PBT	586	546	299	16
Tax	151	141	79	4
Profit After Tax	435	405	220	12
<i>PAT Margins (%)</i>	<i>6.71%</i>	<i>6.52%</i>	<i>4.09%</i>	<i>0.92%</i>
Other Comprehensive Income	5	(1)	(1)	(1)
Total Comprehensive Income	440	404	219	11
Basic/Diluted EPS (INR per share)	33.41	31.10	16.88	0.90

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

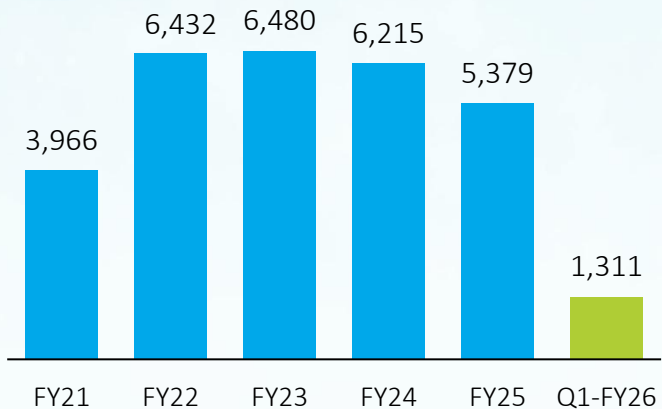
EQUITY AND LIABILITIES	FY23	FY24	FY25
EQUITY			
Equity Share Capital	130	130	130
Instruments entirely equity in nature			
Other Equity	2,462	2,769	2,890
	2,592	2,899	3,020
LIABILITIES			
Non-Current Liabilities			
Financial Liabilities			
Borrowings	-	-	-
Provisions	18	22	25
Deferred Tax Liabilities (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

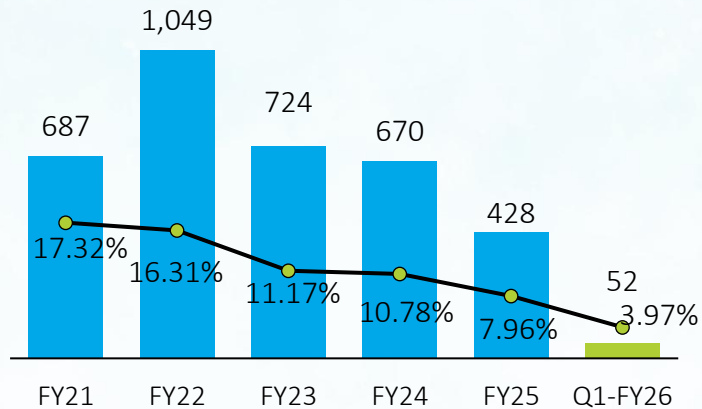
PARTICULARS (INR Mn)	FY23	FY24	FY25
Cash and Cash Equivalents at Beginning of the year	0.1	0.1	0.1
Cash Flow From Operating Activities	496	745	(168)
Cash Flow from Investing Activities	(145)	(176)	(255)
Cash Flow From Financing Activities	(351)	(569)	423
Net Inc./ (Dec.) in Cash and Cash Equivalent	-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

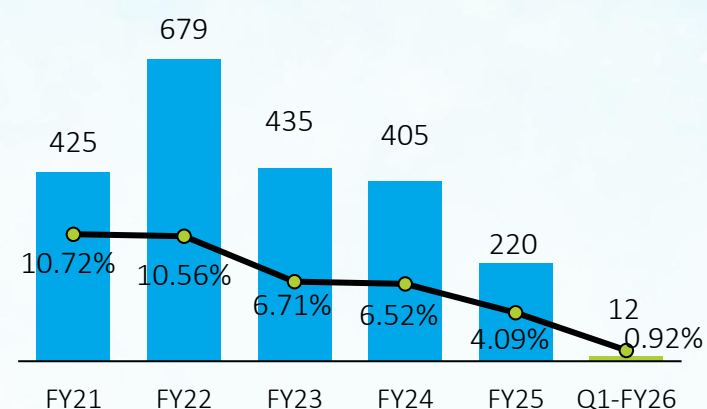
Revenue (INR Mn)



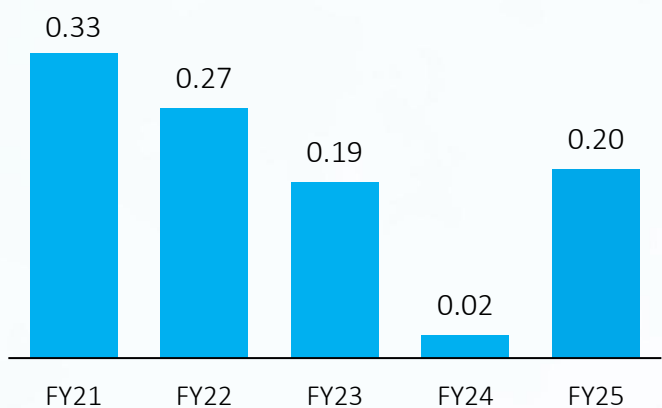
EBITDA (INR Mn) & EBITDA Margin (%)



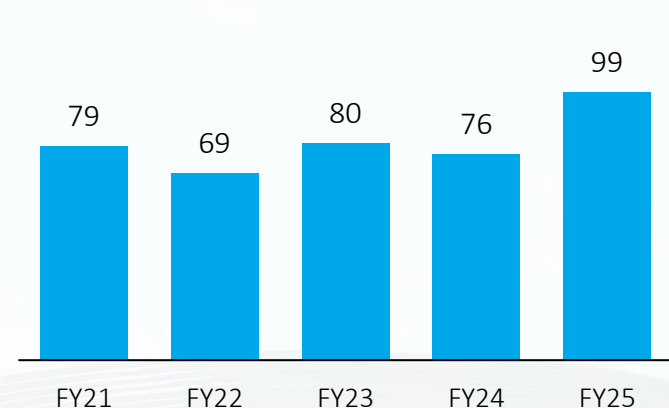
PAT (INR Mn) & PAT Margin (%)



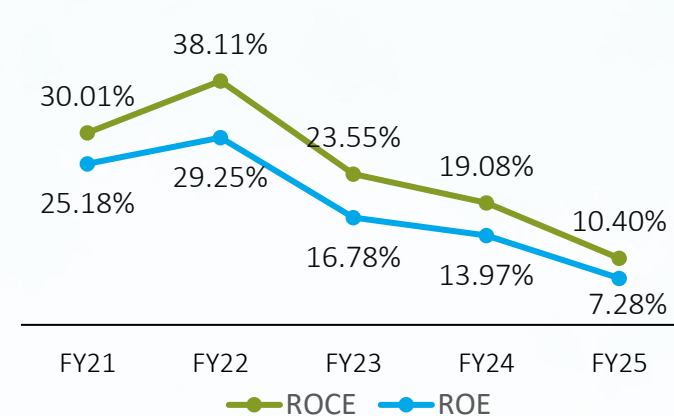
Net Debt to Equity



Cash Conversion Cycle Days

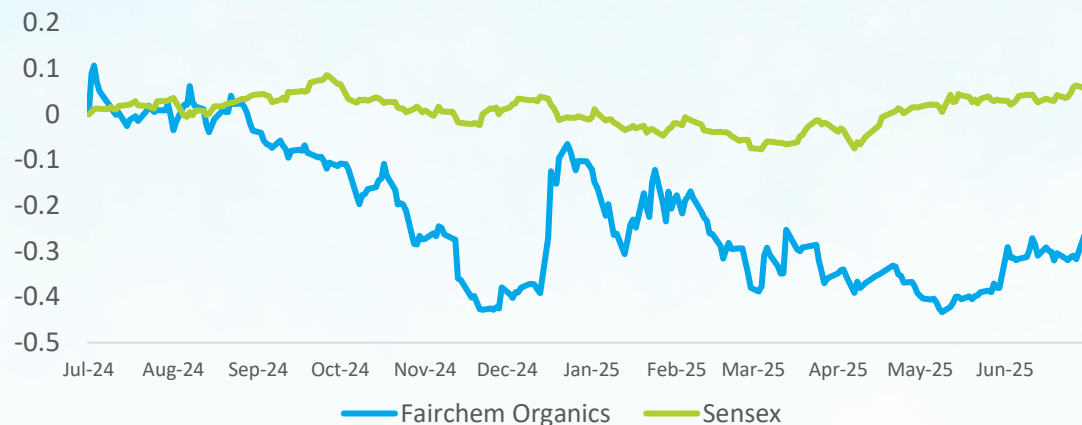


Return Ratios



Capital Market Data

Stock Market Performance (As on 30th June, 2025)



Dividend Percentage

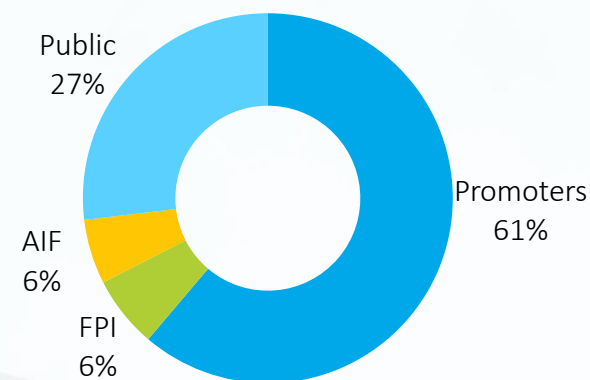


Price Data as of 30th June 2025

INR

Face Value	10.0
Market Price (BSE)	1,005.4
52 Week H/L	1,552.0/ 747.3
Market Cap (Mn)	13,090.46
Equity Shares Outstanding (Mn)	13.02
1 Year Avg Trading Volume ('000)	40.8

Shareholding Pattern as on 30th June 2025



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