VALOREM ADVISORS | INVESTOR RELATIONS MANAGEMENT SERVICES

FAIRCHEM
A FAIRFAX COMPANY

1 Fairchem Organics Ltd

Fairchem Organics Limited manufactures oleochemicals and nutraceutical ingredients derived from vegetable oil refining by-products and has nearly three decades of operating experience. The company runs an integrated manufacturing facility established in 1995 and produces key products such as Dimer Acid, Linoleic Acid, Monomer Acid, Isostearic Acid, and Mixed Tocopherols. It holds a strong domestic position in select fatty acid categories and exports to multiple international markets. The business benefits from long-term customer relationships and a focus on value-added product expansion and export growth.

2 Business Segments

- **Oleochemicals :** The Oleochemicals segment is the core revenue contributor, focused on manufacturing value-added fatty acids derived from vegetable oil refining by-products. The portfolio includes Dimer Acid, Linoleic Acid, Isostearic Acid, Monomer Acid, and other distilled fatty acids catering to applications across paints, inks, lubricants, cosmetics, and specialty chemicals. The company is planning a forward integration of Palmitic acid into a new product. The segment benefits from a cost-efficient waste-to-value manufacturing model and diversified end-use industries.
- **Nutraceuticals :** The Nutraceuticals segment focuses on producing value-added ingredients derived from vegetable oil by-products, primarily Natural Mixed Tocopherol Concentrate (natural Vitamin E) and Concentrated Sterols. These products are used across food, pharmaceutical, cosmetic, and FMCG applications and are largely supplied to global customers. The segment supports diversification as it caters to industries driven by health and nutrition trends.

3 Key Strengths

- Differentiated waste-to-value manufacturing model using vegetable oil refining by-products to create value-added oleochemicals.
- Leading domestic position in select fatty acid categories supported by process expertise and cost-efficient operations.
- Integrated manufacturing facility with installed throughput capacity of 1,20,000 MTPA enabling scale and operational flexibility.
- Long-standing relationships with suppliers and customers, supporting supply stability and business visibility.
- Experienced management and strong institutional backing with emphasis on governance and sustainable growth.
- Continuous focus on product diversification, forward integration, and R&D-led innovation.

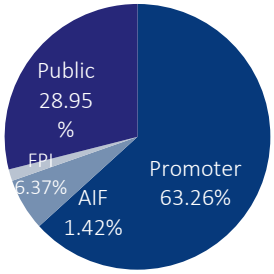
4 Key Growth Drivers

- Expanding exports of value-added products such as Isostearic Acid to developed markets including the US and Europe.
- Regulatory compliance and certifications supporting access to international markets and high-quality customer requirements.
- Changes in edible oil import duties influencing raw-material availability and cost dynamics for the business.
- Forward integration initiatives, including development of new applications for Palmitic Acid and other fatty acid derivatives.
- Industry measures aimed at curbing low-cost imports, supporting domestic competitiveness in products such as Dimer Acid.
- Growth in end-user industries such as paints and coatings, which drive demand for key oleochemical products.
- Evolving trade arrangements and proposed FTAs with major markets such as the US, UK, and EU that may support export growth over the medium term.

Key Financials	FY24	FY25	FY26	H1FY27
Revenue from Operations (INR Mn)	6,215	5,379	4,596	3,431
Sales Growth (Y-O-Y)	*(4.10)%*	*(13.45)%*	*(14.56)%*	*NA*
EBITDA (INR Mn)	670	428	216	354
EBITDA Margins (%)	*10.78%*	*7.96%*	*4.70%*	*10.32%*
Net Profit (INR Mn)	405	220	55	202
Net Profit Margins (%)	*6.52%*	*4.09%*	*1.29%*	*5.88%*
Diluted EPS (INR)	31.10	16.88	4.28	16.02
Diluted EPS Growth (Y-O-Y)	*(6.91)%*	*(45.72)%*	*(74.64)%*	*NA*

Key Financial Ratios	FY26
Net Debt to Equity	0.24x
Fixed Asset Turnover	2.34x
Interest Coverage Ratio	9.88x
Return on Equity	2.11%
Return on Capital Employed	3.69%
Debtor Days	61
Inventory Days	84
Working Capital Days	67

Shareholding Pattern



Capital Structure

Share Price as on 30th September, 2026	675.05
Number of Shares o/s (Mn)	12.6
Market Capitalisation (INR Mn)	8,502.9
Add: Debt (INR Mn)	687
Less: Cash & Equivalents (INR Mn)	14
Enterprise Value (INR Mn)	9,175.2
Networth (INR Mn)	2,818

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