

Issue Highlights:

Issuer: Fine Organic Industries Limited IPO

Issue Type: 100% Book Built Issue IPO

Issue Open: Wednesday, Jun 20, 2018

Issue Close: Friday, Jun 22, 2018

Offer Details: 76,64,994 Equity Shares of Rs. 5 aggregating up to Rs. 600.17 Crores.

Face Value: Rs.5 per Equity Share

Price Band: Rs.780 - Rs.783 per Equity Share

Minimum Order Quantity Retail: 19 Equity Shares and in multiples thereof

Maximum Bid amount for Retail: Rs. 2 Lakhs

Listing: NSE & BSE

Issue Size and Investor Category Allocation

QIB: 50% of the issue size

NIB: 15% of the issue size

Retail Individual: 35% of the issue size

Book Running Lead Managers:

JM Financial Limited and Edelweiss Financial Services Limited

Registrar:

Karvy Computershare Private Limited

Key Business Strategies:

- Expand the Total Installed Production Capacity and Product Range
- Expand into Manufacturing Premixes for Bakery and Confectionary Products and Pan Release Agents
- Increase Sales of Higher-Margin Downstream Products
- Global Expansion
- Continuing Focus on R&D

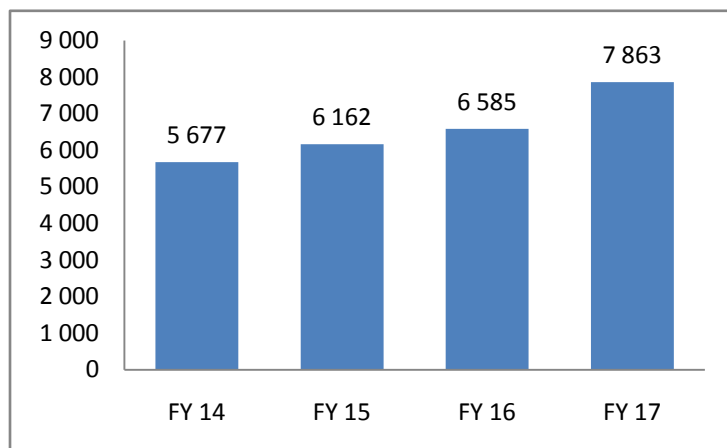
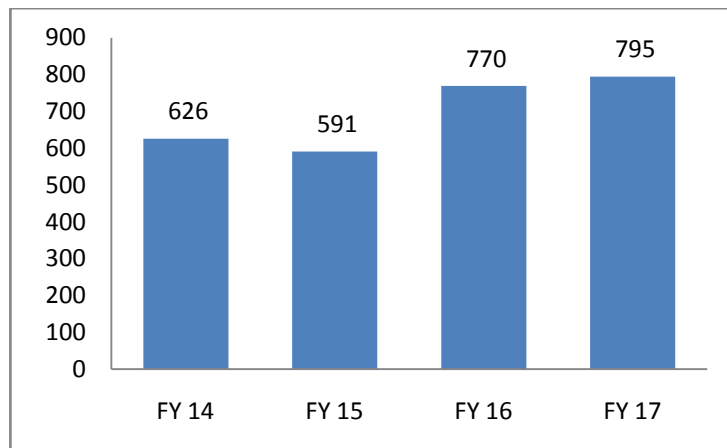
Key Strengths:

- Largest Producer of Oleochemical-based Additives in India and One of the Few Large Players in the Oleochemicalbased Additives Industry in the World.

- Diversified Product Portfolio Catering to a Variety of High Growth Industries.
- Specialised Business Model with High Entry Barriers.
- Flexible and Strategically Located Production Facilities with In-house Development Capabilities.
- Strong R&D Capability with a Focus on Innovation.
- Diversified Customer Base with Long Term Relationships with Marquee Customers.
- Strong Management Team.

About the Issuer:

- Fine Organic Industries Limited is the largest manufacturer of oleochemical-based additives in India and a strong player globally.
- The company produce a wide range of specialty plant derived oleochemicals-based additives used in the food, plastic, cosmetics, paint, ink, coatings and other specialty application in various industries.
- As on December 31, 2017, they had a range of 387 different products sold under the 'Fine Organics' brand. Also, one of the first company to introduce slips additives in India and, are the largest producer of slip additives in the world.
- The company enjoys premium margins with only a few players dominating the plant based additives which is highly specialised process
- Strategically Located Production Facilities with In-house Development Capabilities
- Their direct customers are multinational, regional and local players manufacturing consumer products, such as Hindustan Unilever and Parle Products, and petrochemical companies and polymer producers globally.
- They have developed in-house process design expertise to construct production facilities.
- Strong R&D Capability- developed and launched 46 new products since 2014.

Revenue from Operations (Rs. Million)

Net Profit After Tax (Rs. Million)

SUMMARY STATEMENT OF ASSETS AND LIABILITIES, AS RESTATED
(₹ in millions)

Sr No.	Particulars	As at 31 December 2017	As at 31 March 2017	As at 31 March 2016	As at 31 March 2015	As at 31 March 2014	As at 31 March 2013
	Equity and Liabilities						
(1)	Shareholders' funds						
	(a) Share Capital	153.30	48.30	48.30	48.30	48.30	48.30
	(b) Share Capital Suspense Account		2.80	2.80	-	-	-
	(c) Reserves and Surplus	3,575.71	3,052.01	2,534.02	1,917.67	1,553.48	927.37
		3,729.01	3,103.11	2,585.12	1,965.97	1,601.78	975.67
(2)	Share Application Money pending Allotment	-	-	-	-	-	-
(3)	Non-Current Liabilities						
	(a) Long-Term Borrowings	-	40.62	516.28	553.14	871.05	664.11
	(b) Deferred Tax Liabilities (Net)	-	-	-	-	8.45	13.77
	(c) Other Long-Term Liabilities	-	-	-	-	-	-
	(d) Long-Term Provisions	-	-	-	-	-	0.63
		-	40.62	516.28	553.14	879.50	678.52
(4)	Current Liabilities						
	(a) Short-Term Borrowings	285.48	362.00	425.08	393.31	200.52	349.70
	(b) Trade Payables	765.40	677.89	532.03	533.63	584.15	412.46
	(c) Other Current Liabilities	56.10	116.06	161.97	159.99	121.64	139.95
	(d) Short-Term Provisions	-	276.72	8.02	170.50	23.57	(2.51)
		1,106.98	1,432.67	1,127.09	1,257.43	929.88	899.60
	Total	4,835.99	4,576.40	4,228.49	3,776.54	3,411.16	2,553.78

(₹ in millions)

Sr No.	Particulars	As at 31 December 2017	As at 31 March 2017	As at 31 March 2016	As at 31 March 2015	As at 31 March 2014	As at 31 March 2013
	Assets						
(5)	Non-Current Assets						
	(a) Fixed Assets						
	Tangible Assets	1,139.17	1,186.30	1,245.80	1,236.54	700.60	753.18
	Intangible Assets	2.10	2.10	1.32	-	-	-
	Capital Work-In-Progress	67.39	27.97	56.50	81.12	241.48	27.34
		1,208.66	1,216.37	1,303.62	1,317.66	942.08	780.52
	(b) Non-Current Investments	114.35	114.35	54.35	0.06	0.06	-
	(c) Deferred Tax Assets (Net)	37.27	48.08	29.70	6.09	-	-
	(d) Long-Term Loans and Advances	509.60	380.19	338.12	352.23	521.79	28.11
	(e) Other Non-Current Assets	-	-	-	-	-	-
		661.22	542.63	422.17	358.38	521.86	28.11
(6)	Current Assets						
	(a) Current Investments	-	-	-	-	-	-
	(b) Inventories	822.98	884.58	737.05	622.74	538.47	616.90
	(c) Trade Receivables	1316.66	1,227.36	955.14	934.07	769.79	557.63
	(d) Cash and Bank Balances	190.95	142.26	387.14	17.12	88.90	78.64
	(e) Short-Term Loans and Advances	635.52	563.20	423.37	526.57	543.38	491.81
	(f) Other Current Assets	-	-	-	-	6.68	0.18
		2,966.11	2,817.40	2,502.70	2,100.49	1,947.22	1,745.16
	Total	4,835.99	4,576.40	4,228.49	3,776.54	3,411.16	2,553.78

SUMMARY STATEMENT OF PROFITS AND LOSSES, AS RESTATED
(₹ in millions)

Sr No.	Particulars	For the Nine months period ended 31 December 2017	For the Year ended 31 March 2017	For the Year ended 31 March 2016	For the Year ended 31 March 2015	For the Year ended 31 March 2014	For the Year ended 31 March 2013
A	Incomes						
i	Revenue from operations	5,851.76	7,862.91	6,584.94	6,162.47	5,676.68	4,964.50
ii	Other income	76.47	29.33	76.28	18.02	69.81	10.60
iii	Total revenue (i+ii)	5,928.23	7,892.24	6,661.22	6,180.49	5,746.49	4,975.10
B	Expenses						
	Cost of materials consumed	3,780.77	5,027.57	3,894.37	3,866.89	3,490.02	3,534.12
	Purchase of Stock in Trade	-	2.21	22.03	18.90	-	-
	Changes in inventory of finished goods and work-in-progress	54.31	(47.91)	(39.24)	(47.11)	10.34	(37.68)
	Employee benefits expense	360.29	623.03	529.09	430.76	374.80	328.26
	Other expenses	572.36	786.47	709.63	733.64	714.41	632.43
	Depreciation and amortisation	148.09	239.63	298.13	226.44	106.07	113.55
	Finance costs	26.70	34.87	71.00	74.61	96.49	94.86
	Total expenses	4,942.53	6,665.87	5,485.01	5,304.13	4,792.13	4,665.53

(₹ in millions)

Sr No.	Particulars	For the Nine months period ended 31 December 2017	For the Year ended 31 March 2017	For the Year ended 31 March 2016	For the Year ended 31 March 2015	For the Year ended 31 March 2014	For the Year ended 31 March 2013
iv	Net profit before tax and exceptional items	985.70	1,226.37	1,176.21	876.37	954.36	309.57
v	Exceptional Items	-	-	-	-	-	-
vi	Net profit from Ordinary Items before tax	985.70	1,226.37	1,176.21	876.37	954.36	309.57
vii	Tax expenses						
	- Income taxes- current tax	349.00	450.00	427.84	300.00	335.00	103.00
	- MAT credit entitlement	-	-	-	-	-	-
	- Deferred tax (credit)/ charge	10.81	(18.39)	(21.27)	(14.54)	(5.32)	(0.96)
	Short/(Excess) Provision for earlier years/periods	-	-	0.00	(0.01)	(1.44)	(1.44)
	Total Tax Expense	359.81	431.61	406.57	285.46	328.24	100.60
viii	Net Profit from Ordinary Activities After Tax (vi-vii)	625.89	794.76	769.64	590.91	626.12	208.97
ix	Extraordinary Item (Net of Tax Expense)	-	-	-	-	-	-
x	Profit for the period/ year	625.89	794.76	769.64	590.91	626.12	208.97
xi	Earnings Per Equity Share						
	Basic (In Rupees)	27.10	25.92	25.10	20.39	21.61	7.21
	Diluted (In Rupees)	27.10	25.92	25.10	20.39	21.61	7.21

Source for Note: DRHP
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