



20 MICRONS[®]
L I M I T E D

BUILDING **MINERAL**
SOLUTIONS TODAY
FOR A SUSTAINABLE TOMORROW

Investor Presentation 2022

SAFE HARBOUR

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. **20 Microns Limited** will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Focus On Import Substitution Products

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In line with
Indian PM's Vision of
“Make in India”
Program



Chairman's Message

We made good progress during the year on our different business strengthening initiatives such as focusing on sourcing locally and enhancing our domestic manufacturing capabilities to keep the company aligned with the government's vision of an "Aatmanirbhar Bharat".

I would like to highlight that during the year we continued to focus on the delivery of the strategy, in particular through reviews of progress on key strategic priorities such as operational excellence, growing our international businesses in focused markets, growing the proportion of value-added products within our existing portfolio and expanding our offering in India, using technology to innovate our offerings and focusing on value creation with clear actions to protect margins, generate cash and deliver on our targets. We also emphasized on enhancing our branding and marketing initiatives during the year to expand our customer base in the existing markets and in new geographies. Our performance in the current year underscores the strong fundamentals of our business. Further with the measures undertaken to strengthen our capabilities and accelerate growth, and the innovation and dedication of our people are likely to enable us to approach the year ahead with confidence and help set us sail for new horizons.



Mr. Rajesh C. Parikh

Company Dashboard



Revenue
INR 6,132.02 MN



Operating Income
INR 678.82 MN.



Operating Margin **11.07%**
Surging EBITDA Margins
12.95%



Employees Strength
700+



16 Manufacturing &
Distribution
Operating Sites



Presence in
65+ countries



2 No. of
R&D Centres



Market Capitalization
INR 2,611 MN
as of 31 March 2022



5 Captive Mine
Locations



9 Manufacturing
Locations



7 Warehouse &
Depots pan India



5 Subsidiaries
1 Joint Venture

Company Overview

20 MICRONS[®]
L I M I T E D



Spearheaded by
**Mr. Rajesh Parikh &
Mr. Atil Parikh**



Leading producer of
ultrafine industrial
minerals, speciality
chemicals and functional
additives.



15-18%
Business comes from
exports



Exports to 65+ countries
and further expanding
global footprint



Delivers high value added,
functional solutions to
varied sectors.



Expertise in material
sciences and
sophisticated processes
combined with close
proximity to customers



Dedicated R&D and
application testing
centres.

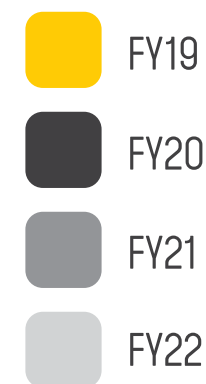
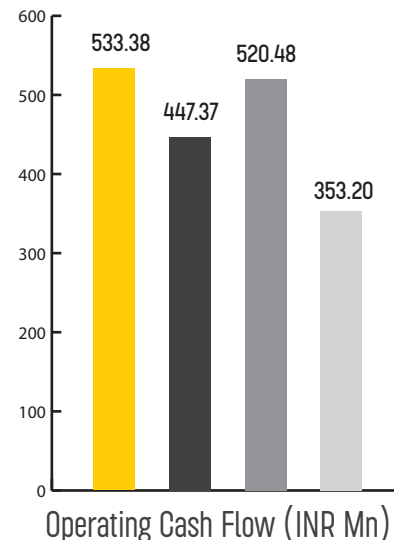
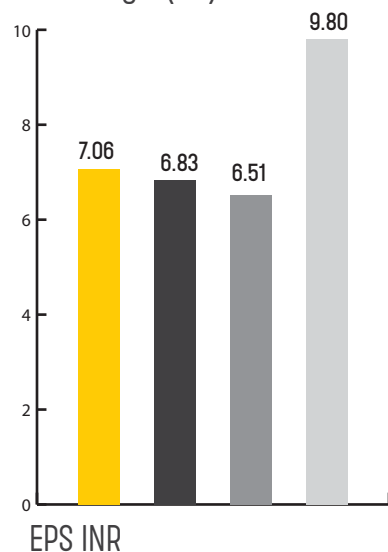
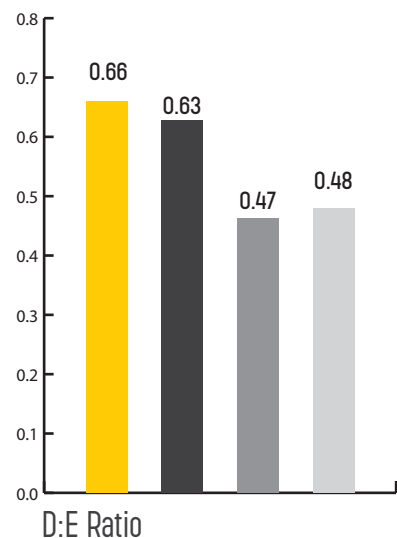
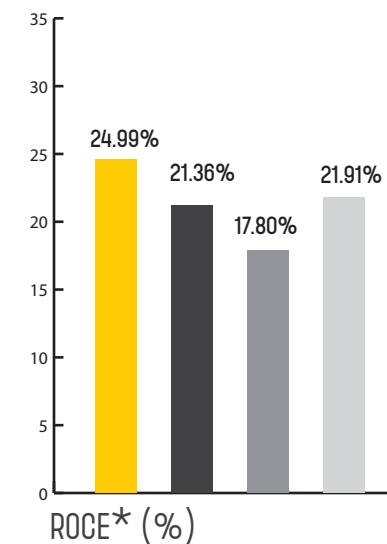
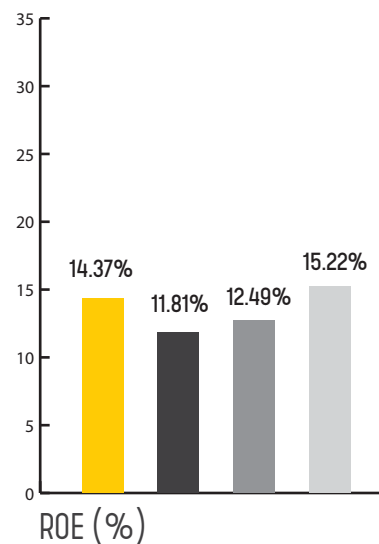
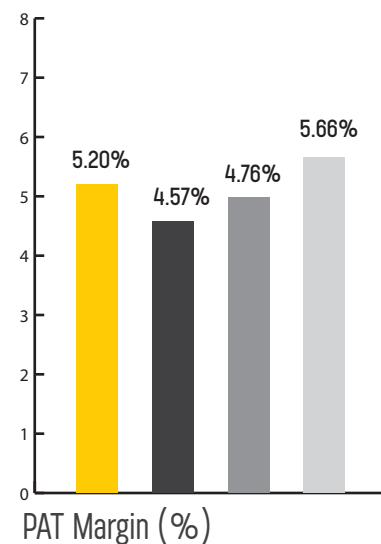
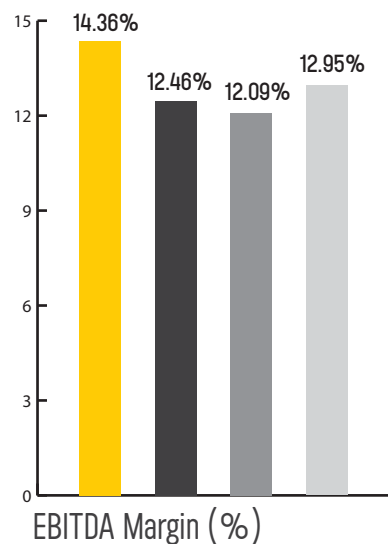


Innovation is the driving
force behind the group's
growth



Contributes essential
properties to customer
products and
performance.

Financial Graphs



*ROCE is calculated by dividing EBIT with total assets less current liabilities



Mr. Rajesh C. Parikh

Mr. Rajesh C Parikh, Chairman & Managing Director is a Mechanical Engineer and joined the company at an early age of 27, overlooking the product development and marketing strategies of the new products being launched. He brings onboard a deep insight which helps the group execute businesses successfully under his guidance.



Mr. Atil C. Parikh

Mr. Atil C Parikh, CEO & Managing Director holds a bachelors degree in Chemical Engineering from Gujarat University and an MBA with a specialization in Finance from a reputed business school in California, USA. Since his association with the company he has been largely contributing in developing commercial strategies and revamping the organization structure bringing in higher efficiencies.

Key Milestone

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**1990
1995**

Implementation of total quality systems.

Production Capacities by 17,000TPA.

New Manufacturing location installed at vadadla with 18,000 TPA Capacity.

**1996
2000**

New manufacturing location installed at Hosur (South India) with 15,000 TPA, diversified into Kaolin Introduced a Pozzolanic material

**2001
2005**

New manufacturing location installed at Alwar with 6,000 TPA.

New manufacturing location installed at Tirunelveli with 6,000 TPA.

Started manufacturing new products like Synthetic Barium Sulphates, Aluminium Silicates.

**2006
2010**

Established new territories and sales channels in the European, North American and Latin American continents.

20 Microns began its operations in Ipoh, Malaysia for Calcium Carbonate.

**2016
2022**

Started manufacturing products LC 470 Pigment, Dorkafil C1, Low oil absorption Talc, Glowtox 50 Plus, Pure Micron Mica, Synthetic Redoxide, White Kaolin.

Expanded operations in Malaysia and Vietnam for CaCO_3 .

Inked deal with Dorfner GmbH for distribution of Hydrous Kaolin in Europe and formed JV to strengthen international presence.

Addition of roller mills leading to energy cost efficiency.
Exited Corporate Debt Restructuring

Group Structure

20 MICRONS[®]
L I M I T E D

SUBSIDIARIES OF **20 MICRONS[®]** L I M I T E D

20 MICRONS
FZE

Engaged mainly in the trading business for various industrial minerals for export market.

20 MICRONS
SDN.BHD.

Engaged mainly in the procurement of ore and processing of Calcium Carbonate for Indian & export markets.



Manufacturing of functional additives and chemically modified minerals.

**Silicate Minerals
(I) Pvt Ltd –**

To pulverize, refine, classify, calcine, coat various chemicals and minerals either singly or in combination for its use by any industry.

**Company is under
merger process
with 20 Microns Nano
Minerals Ltd.**

20 MICRONS
VIETNAM

Engaged mainly in the processing of high-quality available resources of Calcium Carbonate from Vietnam to Indian and export markets.



Manufacturing of waterproofing range of construction chemicals. We embarked on our journey with a vision to strengthen the durability of buildings and minimize recurring expenses by providing the best waterproofing solutions.



Joint Venture

Focus on the colored quartz business with a whole new potential across the value chain and use of relevant technologies with prior knowhow and expertise.

20 Microns Nano Minerals Ltd

Company Overview

A subsidiary positioning itself with a diversified portfolio mix of soft industrial minerals, functional additives and speciality chemicals.

Research and technology-based company leading the industry revolution by working towards nano sizing chemistry taking the leap from sub-micron technology being used by its parent company

Business mix

Soft Minerals – Over a decade of expertise with a range of soft industrial minerals like Bentonite Siliceous Earth, Attapulgite, Hydrous Kaolins and other minor minerals.

Speciality Chemicals – Expanding range of diverse speciality chemicals under the backbone of strong R&D including waxes, thickeners, matting agents and a wider range of other specialities

Sectors

Filter Aid
Phosphoric Acid Purification
Agrochemicals
Ceramics
Rubber
Electricals
Printing Inks
Paints & Coatings
Plastics & Polymers
Piling & Construction
Grease
Poultry & Animal feed
Foundry
Oil Well Drilling

Key Metrics of FY22

- **Total Income – INR 885.17 MN**
- **EBITDA – INR 107.72 MN**
- **EBITDA Margins – 12.17%**
- **Net Profit – INR 51.57 MN**
- **PAT Margins – 5.83%**

Locations

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-  Head Quarter
-  Corporate Office
-  Manufacturing Units
-  Office / Warehouse
-  Sourcing Point



Mining Resources

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Particulars Reserves in Tonnes

RAJASTHAN
Sirohi (Calcite)

Andhra Pradesh,
Anantapur
(Dolomite)

GUJARAT
Bhuj (China Clay, Kaolin
& Bentonite)
Vadodara (Dolomite)

Reserves in
Mining Leases
7.5MN
Tonnes

Reserves in
Private Owned land
9.5MN
Tonnes

TAMIL NADU
Tirunelveli
(Limestone)

Infrastructure

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Alwar Plant



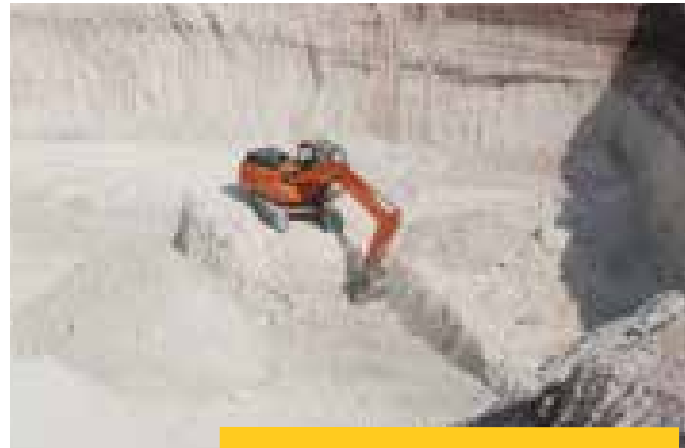
Machinery



Quality Control



Research & Technical Center



White Mineral Mine



Bhuj Plant

Business Strengths



Business Model

REVENUE STREAM

Revenue is majorly derived from sale of products. Product sales are derived from sale of industrial minerals, speciality chemicals and branded product.

COST STRUCTURE

Costs majorly include raw material cost which is ~ 55% of revenue of FY22. Raw materials are majorly procured from own captive mines. domestic vendors imports. power and fuel ~ 6-7% of Revenue of FY22, the company is focusing on using renewable captive energy plant to reduce cost and introducing roller mill

Freight and logistics cost almost accounted to 10-12% revenue.

Employee and other costs account are other major costs

CUSTOMER SEGMENT

Industrial minerals, speciality chemical and branded products

- Paint
- Paper
- Rubber
- Construction

CUSTOMER RELATIONSHIP

The Company is majorly into B2B operations and serves leaders in paint, rubber and paper industry. These relationships are over 2 decades old and continue to grow strong.

CHANNELS

1. The Company has extensive dealer network.
2. The Company has long standing relationships with its customers

KEY ACTIVITIES

1. Continuous R&D to develop newer and more innovative products
2. Continuous improvements in manufacturing processes to enhance productivity and cost efficient operations
3. Targeting newer markets

VALUE PROPOSITION

1. The company works very closely with customers to understand their product requirement and develops product accordingly
2. The Company has manufacturing and distribution facility spread across India which allows the customer to be catered to in an efficient manner
3. Strong corporate reputation and partners of choice to leading companies.
4. Wide range of products and continual R&D helps in developing

cost efficient products

5. International tie ups for catering and expanding global reach

KEY RESOURCES

1. Mines
2. Technology and R&D prowess
3. Human resources
4. Trusted brand image

KEY PARTNERS

1. Established network of dealers for distribution of products
2. Established network of suppliers for procuring raw material

Business Strategy

Innovation, Investment will contribute to widening the product portfolio and geographical foot prints; providing access to new markets.

Strong product pipe line for Paint, Plastics, Paper, Rubber, Ink, Construction sectors etc.

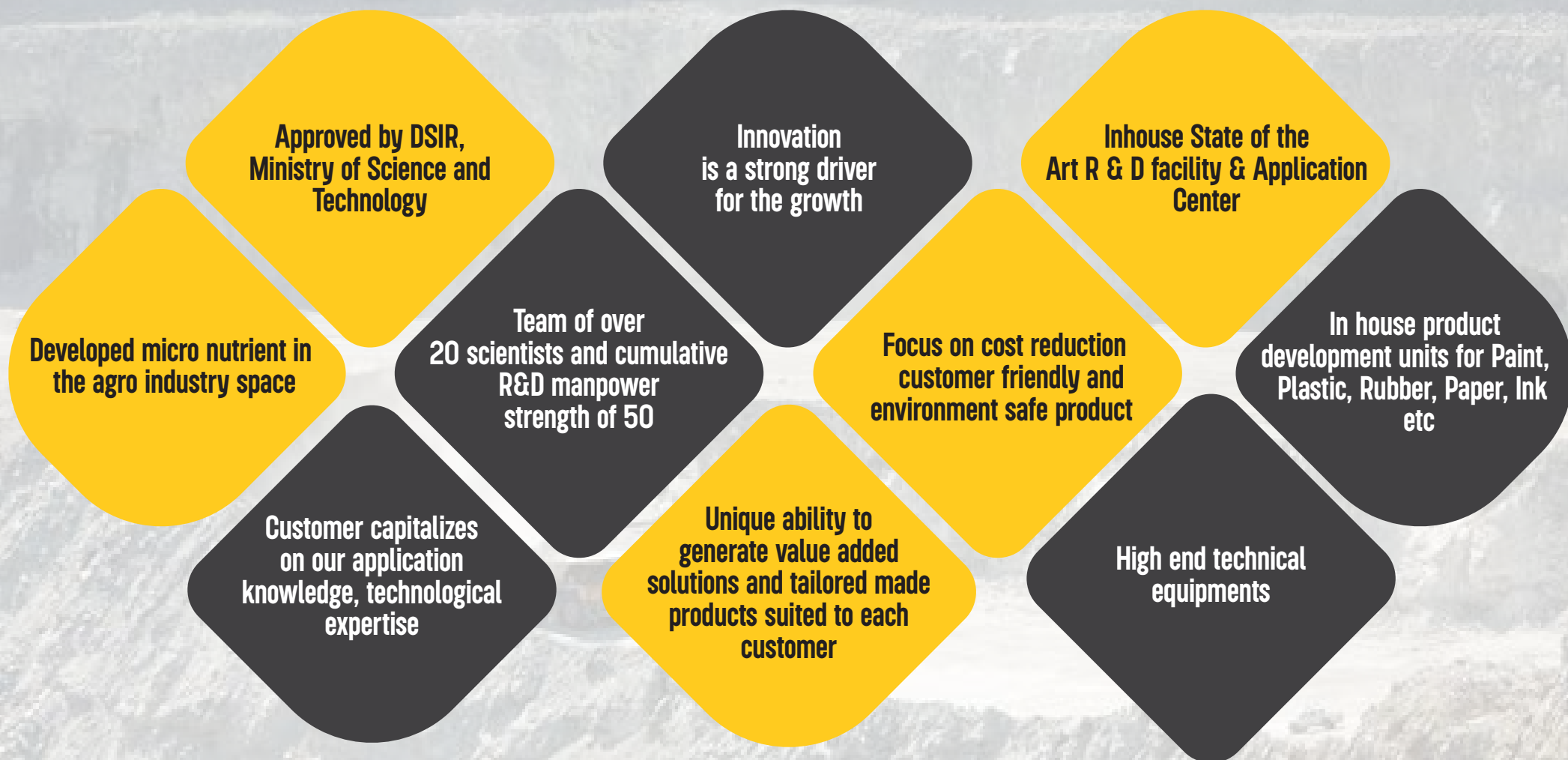
20 Microns engages its research efforts on sectors with the highest growth potential & will further capitalize on higher scales of economies.

20 Microns always focusses on bolt-on joint ventures globally which will bring synergy in producing highest quality products.

20 Microns will strive for operational excellence, an increasing command of materials science and constantly-evolve innovative offer of high value-added functional solutions.

20 Microns shall also capitalise on China + 1 theme and become one of the preferred suppliers to its customers.

Innovation & Strong In-house R & D



New Product Evolution Methodology Along With Timeline



Products

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SEGMENTS

INDUSTRIAL MINERALS

Calcium Carbonate

Natural Baryte

Natural Talc

Natural Mica

Natural Silica

Calcined Kaolin

FUNCTIONAL ADDITIVES

White Pigment Opacifier

Synthetic Aluminium Silicate

High Performance Opacifier

Flash Calcined Clay

Matting Agent

Polyethylene Wax

Organo Clays

RETAIL SEGMENTS

20 MCC

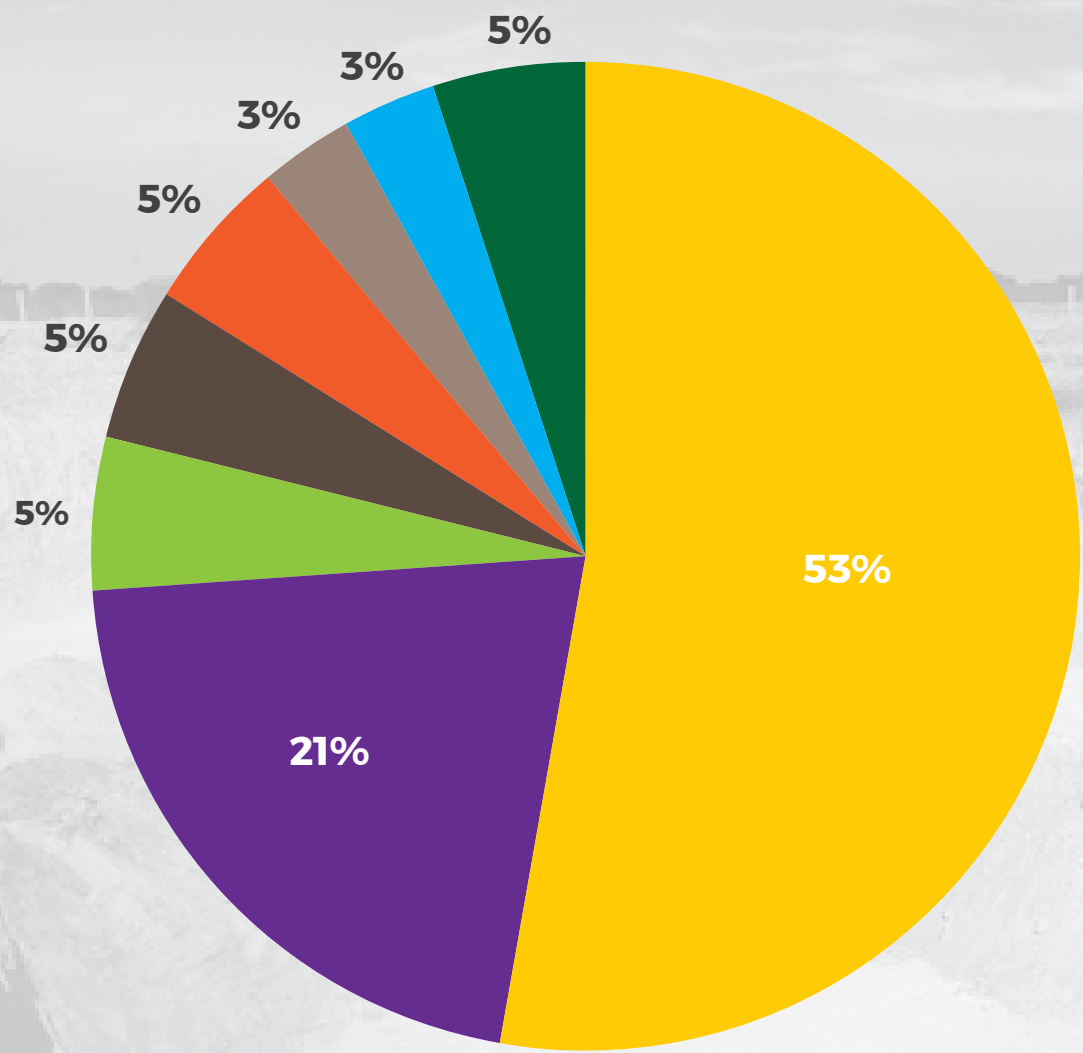
MinFert

India's largest
producer of micronized
minerals

Advanced niche product
range made through new
innovative technology

Functional
additives are used to
enhance the performance
of the products

Segmental Pie of FY22



Industry Catered to	Contribution To Revenue
Paints	53%
Plastics	21%
Rubber	5%
PVC	5%
Paper	5%
Oil Well	3%
Ceramics	3%
Others	5%
	100%

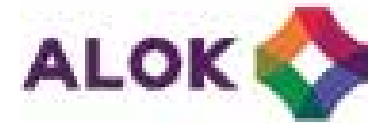
Clientele

20 MICRONS[®]
LIMITED



Clientele

20 MICRONS[®]
L I M I T E D



& more.....

Innovative Products



Improve the life of
your construction

Increases comprehensive
& flexural strength

Providing resistance
to chemical attack

Preventing Alkali –
Silica reaction



Increases nutrient
value of the farming land

Better agricultural
output from farming

Training and spreading
awareness amongst the
farmers

Our Contribution In The Industry

PAINT

SPECIALIZED COATING FORMULATIONS WITH ENGINEERED PIGMENTS AND PILLERS

20 Microns Ltd along with many universities and research institutes has developed heavy investment in research to optimize all conventional extenders to new generational multifunctional mineral additives with novel chemistry mainly for water borne, solvent borne and powder coating

PLASTIC

20 Microns Ltd has progressively ventured into development of high-end Micronized Waxes, Lubricants and Processing Aids for various polymer, PVC and cable industries to replace many import products traditionally being used in these industries. Our focus of nano composites and desiccant products also shows the opportunities that we embrace on timely basis to serve the industries.

PAPER

The R&D centre has formulated various innovative as well as value-added synthetic products in recent times and offering new innovative products every year.

20 Microns has prolonged association with the central pulp and paper research institute, India; which enables the company to explore the developments and requirements of all major industries using functional fillers and extenders.

CONSTRUCTION

20 MCC STANDS FOR MORE THAN JUST 20 MICRONS CONSTRUCTION CHEMICALS

20 MCC has developed a innovative product pipeline which simply waterproofs and leak proof homes, making it cost effective, environment friendly and stronger concrete foundations/structures

RUBBER

20 Microns has closely worked with various rubber associations and related labs and has been successful in developing different specialities that helps in partially replacing the expensive traditional pigments and chemicals like Carbon Black, Zinc Oxides and precipitated silicas. Our cost effective and high-performance processing aids, lubricants and flame retardants have provided the much needed property enhancement which are currently being imported.

Periodical Profit & Loss Statement

Particulars (INR MN)	Q4 FY22	Q4 FY21
Income		
Revenue from Operations	1,724.13	1,409.16
Other Income	6.57	9.62
Total Revenue	1,730.70	1,418.78
Expenses		
Cost of materials consumed	886.73	756.65
Purchase of stock in trade	8.48	-3.59
Changes in Inventories of finished goods, work in progress and stock in trade	-7.34	-19.45
COGS	887.86	733.61
Total Expenses excluding Depreciation, Amortization & Finance Cost	1,503.76	1,235.06
EBITDA	220.37	174.10
EBITDA Margin (%)	12.78%	12.35%
Depreciation & Amortization	38.91	34.21
Finance Cost	42.21	40.45
Share of net profit/(loss) of equity accounted investee	-0.13	-
PBT before Exceptional Item	145.69	109.06
Exceptional Items	-	-
PBT	145.69	109.06
Current Tax	37.02	29.68
Earlier Years	-	-
Deferred Tax	1.99	-2.11
Tax	39.01	27.57
PAT	106.68	81.49
Other comprehensive profit / loss	36.51	36.35
Net PAT	143.19	117.84
PAT Margin %	6.19%	5.78%
Diluted EPS	3.01	2.31

Financial Performance Comparison Q4 FY22 v/s Q4 FY21

- Revenue from Operations increased from Rs. 1,409.16 MN in Q4 FY 21 to Rs. 1,724.13 MN in Q4 FY22 predominantly driven by better performance of Key products as well specialty products
- The EBITDA increased from Rs. 174.10 MN in Q4 FY21 to Rs. 220.37 MN in Q4 FY22 and EBITDA margins remained majorly stable as increase in input and freight cost was offset by higher sales in specialty chemicals segment
- Net profit stood at Rs. 106.68 MN in Q4 FY22, compared to Rs. 81.49 MN in Q4 FY21
- PAT margins increased to 6.19% in Q4 FY22 from 5.78% in Q4 FY21

Profit & Loss Statement

Particulars (INR MN)	FY22	FY21	FY20
Income			
Revenue from Operations	6,132.02	4,835.27	5,293.23
Other Income	21.68	25.58	26.59
Total Revenue	6,153.70	4,860.85	5,319.82
Expenses			
Cost of materials consumed	3,162.27	2,540.24	2,802.05
Purchase of stock in trade	30.51	5.83	6.39
Changes in Inventories of finished goods, work in progress and stock in trade	-5.35	0.17	-11.32
COGS	3,187.43	2,546.23	2,797.11
Total Expenses excluding Depreciation, Amortization & Finance Cost	5,338.16	4,250.61	4,633.86
EBITDA	793.86	584.65	659.37
EBITDA Margin (%)	12.95%	12.09%	12.46%
Depreciation & Amortization	136.72	138.30	125.11
Finance Cost	202.44	254.35	215.32
Share of net profit/(loss) of equity accounted investee	-0.13	-	-
PBT before Exceptional Item	476.25	217.59	345.54
Exceptional Items	-	-	-
PBT	476.25	217.59	345.54
Current Tax	122.70	62.35	102.56
Earlier Years	-	-	-
Deferred Tax	6.26	-74.87	1.22
Tax	128.96	-12.51	103.78
PAT	347.29	230.10	241.76
Other comprehensive profit / loss	35.42	37.66	-19.98
Net PAT	382.71	267.76	221.79
PAT Margin %	5.66%	4.76%	4.57%
Diluted EPS	9.80	6.51	6.83

Financials — Balance Sheet

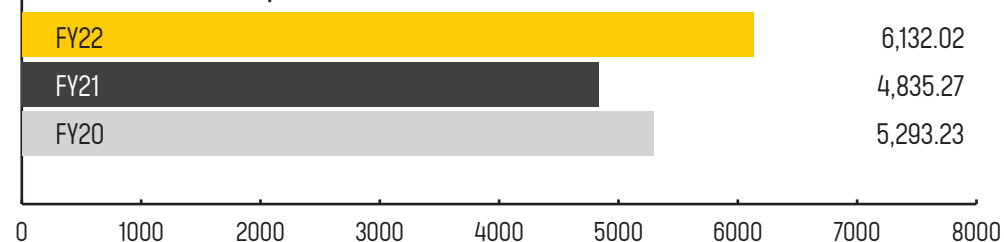
	Assets (INR MN)	FY22	FY21	FY20
A	Non-Current Assets			
1	Property, Plant and Equipment	2,077.83	2,015.81	2,056.55
2	Other Intangible Assets	42.47	37.53	63.88
3	Financial Assets			
(i)	Investments	88.55	59.49	18.29
(ii)	Loans	0.00	31.21	37.06
(iii)	Other Financial Assets	54.08	0.38	24.68
4	Deferred tax asset (net)	12.73	7.05	7.31
5	Other Non- Current Assets	140.32	76.60	75.57
	Total Non-Current Assets	2,415.97	2,228.07	2,283.33
B	Current Assets			
1	Inventories	1,289.45	1,005.73	977.22
2	Biological assets other than bearer plants	0.00	0.00	0.00
3	Financial Assets			
(i)	Trade Receivables	1,002.00	901.21	820.99
(ii)	Cash and Cash equivalents	127.32	40.62	61.06
(iii)	Bank balances	41.17	58.81	23.49
(iv)	Loans	11.25	14.89	42.43
(v)	Other Financial Assets	30.91	21.82	23.85
4	Assets Classified as Held for Sale	0.00	13.00	0.00
5	Other current assets	235.04	238.95	214.41
	Total Current Assets	2,737.14	2,295.03	2,163.44
	Total Assets	5,153.11	4,523.10	4,446.77

Financials — Balance Sheet

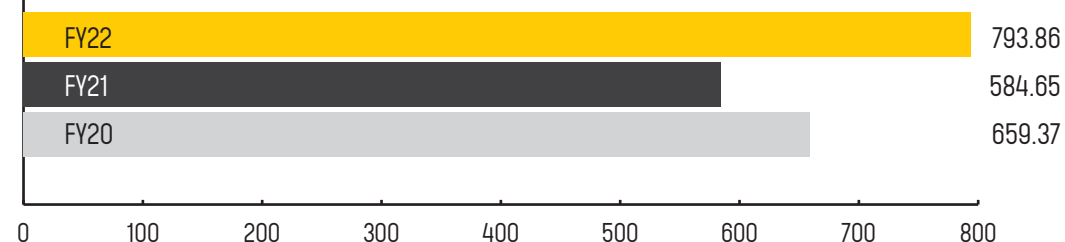
	Liabilities (INR MN)	FY22	FY21	FY20
A	Equity			
1	Equity share capital	176.43	176.43	176.43
2	Other Equity	2,338.51	1,968.21	1,701.60
	Total Equity	2514.94	2144.64	1878.03
B	Non-Controlling Interest	9.10	7.68	7.50
C	Non-Current Liabilities			
1	Financial Liabilities			
(i)	Borrowings	284.88	236.77	389.23
(ii)	Other Financial Liabilities	0.00	14.78	39.39
2	Other Non-Current Liabilities	289.39	247.70	311.33
3	Provisions	0.00	0.00	0.00
	Total Non-Current Liabilities	574.27	499.24	739.95
D	Current Liabilities			
1	Financial Liabilities			
(i)	Borrowings	916.70	775.733	802.45
(ii)	Trade Payables	987.09	937.66	879.71
(iii)	Other Financial Liabilities	100.72	109.61	92.04
2	Current tax liabilities	7.87	0.05	0.80
3	Other Current Liabilities	38.12	42.32	29.89
4	Provisions	4.317	6.39	16.41
	Total Current Liabilities	2,054.81	1,871.54	1,821.30
	Total Liabilities	2,629.08	2,370.78	2,561.24
	Total Equity & Liabilities	5,153.11	4,523.10	4,446.77

Financial Graphs

Revenue from Operations



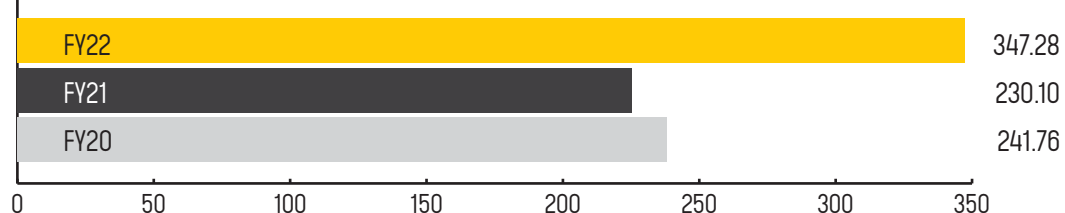
EBITDA



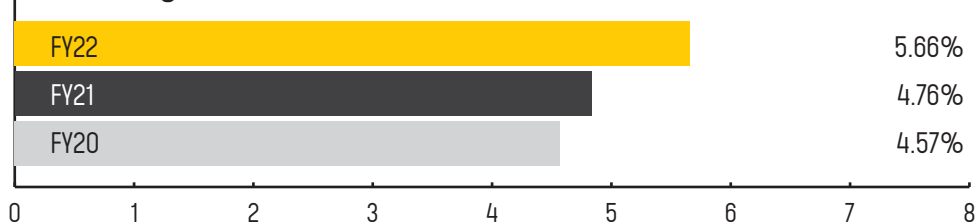
EBITDA Margin



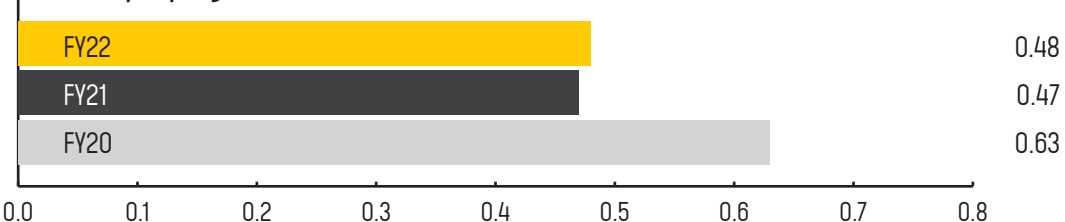
PAT



PAT Margin



Debt/Equity Ratio



Financial Profile

D/E Ratio
improved
to 0.48X
from 0.63X
over past 3years

PAT Margin
improved to 5.66% in
FY22 from
4.57% in FY20

EBITDA
margin
remained stable
from past 3 years
despite Covid-19
Pandemic

Revenue
has
registered a
growth of 15.85%
from FY20 to FY22

20
Microns has
been executing
strategies to
gradually shift its
positioning from a commodity
player to Innovative/Value added
products

Financial Outlook

Aggressive plans to invest in acquisition of mines of varied minerals in domestic and global geography.

Further growth in the asset turnover ratio will definitely enhance ROA & ROCE over the next 3 years.

Client industries are growing at 18-20% which implies that 20 Microns has prospects of growing more than 20% CAGR for the next 3-5 years, led by better product mix and underlying demand.

Increased focus on nano technology-based minerals and speciality chemicals.

Focus on efficient use of raw materials, wastage reduction, increased capacity utilization, tie up with all vendors related to user industries should lead to accretive margin growth of 100 bps YoY.

Healthcare & Sanitation

Diabetics' awareness programme in the Vadodara district for the different classes of people.

Complete and comprehensive free check-up services such as blood check-up, consultancy and providing of medicines to the needy & poor people including children who is suffering from the diabetics.

Collaboration with various community-based organizations, government schools, NGOs etc. for providing/conducting diabetic related awareness.

Awareness and free consultation services to juvenile diabetics patients in Vadodara District.

Providing aid to patients suffering from kidney disease in the form of dialysis.

Adhering to the message of taking India from diabetes capital to diabetes care capital.

Covid-19 preventive and supportive activities

Other CSR activities

Livelihood and skill development in various sectors/villages

Other Human Development Index projects.

Providing Computers and equipment to registered Schools for educational activities.



THANK YOU

For further information on the Company, please visit
www.20microns.com

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