

20 MICRONS[®] L I M I T E D

347, GIDC Industrial Estate, Waghodia - 391760, Dist. Vadodara, Gujarat, India.

1st November, 2018

To :

BOMBAY STOCK EXCHANGE LIMITED Department of Corporate Services Phiroze Jeejeebhoy Towers, Dalal Street, Fort, MUMBAI - 400 001. <u>SCRIP CODE : 533022</u>	NATIONAL STOCK EXCHANGE OF INDIA LIMITED Listing Department Exchange Plaza, Bandra - Kurla Complex, Bandra [East], MUMBAI - 400 051. <u>SCRIP CODE : 20MICRONS</u>
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Dear Sirs,

Re : Press Release.

In continuation of our letter dated 31.10.2018, we are sending herewith Press Release on the Financial Results of the Company for the Quarter/Half year ended 30.09.2018.

We now request you to arrange to take note of the above.

Thanking you,

**Yours faithfully
20 Microns Limited**



**[Anuja K. Muley]
Company Secretary**



Encl. : as above.

An ISO 9001 : 2008 Certified Company

Regd. Office : 9-10, GIDC Ind. Estate, Waghodia - 391 760 Dist. Vadodara, Gujarat, INDIA.

T: +91 - 2668-292297 **W:** www.20microns.com **E:** baroda@20microns.com

CIN : L99999GJ1987PLC009768

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Prepared to cater huge global demand

H1FY19 Standalone Revenue at Rs. 215.93 crore, YoY growth of over 10.85%

H1FY19 Standalone EBITDA at Rs. 31.52 crore, YoY growth of 21.42 %

H1FY19 Standalone PAT at Rs. 12.06 crore, YoY growth of 61.32 %

H1FY19 PAT Margin jump to 5.53%, YOY growth of 171 bps

Vadodara, 31st October, 2018: 20 Microns Ltd, one of the India's leading producer of Industrial Minerals, announced its financial results for the quarter and half year ended September 30.

Key Developments during the year:

○ Progress in B2C Segment:

- ✓ The company in its quest to gain more market share, ventured into B2C segment for the products namely, 20MCC (Microns Construction Chemicals) & Minfert (Mineral based fertilizer).
- ✓ 20MCC (Microns Construction Chemicals)
 - It encompasses a range of different product providing more water proofing benefits when mixed along with cement & sand, which are predominantly used for construction industry.
 - The company has already secured approvals required for this product from various cities and focusing more on establishing newer dealers in Tier-2 and 3 cities
 - We believe, there is huge potential for growth in the infrastructure space and our product which acts as a catalyst will help in improving our overall business
- ✓ Minfert (Mineral Based Fertilizer)
 - In today's world, where everyone is conscious in terms of health and prefer less usage of chemical fertilizer, our product Minfert is an eco friendly alternative to these.
 - Minfert provides better output than traditional chemical fertilizers. 100% of Minfert can be used in organic farming.
 - The company has already created 4-5 products in this category which have shown a huge interest and will scale it to meet the market demands.
 - We have also signed with major distributor for marketing tie-ups & have targeted Gujarat, Maharashtra, Karnataka and Rajasthan.

○ **Focus on Slurry Process**

- ✓ Considering Paper & Paint Industry is moving toward slurry process, we've done Pilot project at Tamil Nadu in the vicinity of various paper industries to Supply CaCO₃ finer grade slurry through tankers to paper industry
- ✓ With the success in paper industry, 20 Microns is now working closely with various big paint companies to replicate this model for efficient operations at customer end
- ✓ Slurry process enables the company to reduce the time to manufacture the product, resulting in minimizing the cost and helps improve the margins and also improve the final product quality.

○ **Long Term Debt**

- ✓ In next few years, we intend to pay off our entire long term debt.

○ **Export Opportunities**

- ✓ Our products are in demand not only in India but across the globe. Considering the export opportunities we're exploring in new territories like Europe, South Asia and Africa, we expect a quantum jump in our Export revenues as compared to the previous financial year.

○ **Introducing New Products**

- The company is focusing on its research and development and is in process of introducing more products in the market for paint & paper industry where partial amount of Titanium Dioxide can be replaced in formulations with a lower cost substitute and a range of other additives to enhance the formulations of our customers substituting their import dependency

Standalone Financial Results Highlights

Q2 FY19 Vs. Q2 FY18 Highlights: -

- **YoY Revenue growth of over 10.96%** - Rs. 1081.08 million reported in Q2 FY19 as against Rs. 974.25 million in the Q2 FY18
- **YoY EBITDA growth of over 12.15%** - Rs. 154.81 million reported in Q2 FY19 as against Rs. 138.04 million in the Q2 FY18
- **YoY PAT growth of over 26.88%** - Rs. 56.15 million reported in Q2 FY19 as against Rs. 44.25 million in the Q2 FY18

H1FY19 Vs. H1 FY18 Highlights: -

- **YoY Revenue growth of over 10.85%** - Rs. 2159.35 million reported in H1FY19 as against Rs. 1947.93 million in the H1FY18
- **YoY EBITDA growth of over 21.42%** - Rs. 315.25 million reported in H1FY19 as against Rs. 259.64 million in the H1FY18
- **YoY PAT growth of over 61.32%** - Rs. 120.6 million reported in H1FY19 as against Rs. 74.76 million in the H1FY18

Commenting on the numbers, **Mr. Atli Parikh, Managing Director**, said “We are extremely delighted seeing the way the sector is gaining traction. We envisage a huge growth in demand going forward and are gearing ourselves to capitalize on such opportunities. Our Optimism also stems from the robust demand growth witnessed in the quarter gone by. We estimate the demand for Talc would be greater in export market, hence we are planning to increase our production for Talc by setting up a new plant for the same. The company has planned strategic capex to help scale the company to the next level. With our ears close to the ground, we constantly keep striving to respond to changing business dynamics. Our foray in B2C segment, would not only help us tackle any unforeseen competitive pressures but help improve overall realizations as well, making the operations more profitable. Our efficient internal R&D team also helps us in achieving this task by constantly researching on newer products and processes. We remain very optimistic about our growth going ahead.”

About 20 Microns Ltd.

20 Microns Ltd, the pioneers in the field of Industrial Minerals in India, bringing the organized concept of Micronization and tapping various different Industrial Micronized and Sub-Micronized Minerals under its portfolio. Since few years back, 20 Microns also delved into the world of Specialty Minerals, Chemicals and Performance Additives catering to the niche segments and formulations made through advanced and superior technology to serve our existing and new customer base for diverse applications.

With a devoted R&D and Product Application Centre, we are committed to continuously innovate and offer a variety of products catering to numerous applications and formulations enhancing the product performances and delivering high value added functional solutions to various industries.

20 Microns, through its innovative & continuous R&D thrives to add further more products into its basket of products with continuous interaction with its domestic and international customers which has always proven to be our key to success.

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

For further information contact:

Mr. Atil Parikh
20 Microns Ltd.
Contact: +91 22 2577 1325/ 2577 1350
E-mail: atil@20microns.com

Mr. Prakhar Bhatia
KDA Strategic Advisors LLP
Contact: +91 22 2615 0007/2611 0007
Email: prakharb@kdg.co.in

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20 Microns Nano Minerals Limited (the "Issuer Company") is proposing, subject to receipt of requisite approvals, market conditions and other considerations, to make a public issue of its Equity Shares and has filed a Draft Red Herring Prospectus ("DRHP") dated March 19, 2018 on the SME Platform of the National Stock Exchange of India Limited ("NSE EMERGE"). The DRHP is available on the website of NSE EMERGE at <https://www.nseindia.com/emerge> and the website of the Book Running Lead Manager, Vivro Financial Services Private Limited at [•]. Investors should note that investment in securities involves a high degree of risk and are requested to refer to the DRHP, including the section titled "Risk Factors" beginning on page 17 of the DRHP. Potential investors should not rely on the DRHP filed with the Stock Exchange for making any investment decision.