



CIN # L99999GJ1987PLC009768
Regd. Office: 9/10, GIDC Industrial Estate, WAGHODIA, Dist.: Vadodara
Ph. # 75 748 06350 E-Mail : co_secretary@20microns.com Website :
www.20microns.com

23rd May, 2023

To :

BSE Limited Department of Corporate Services Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 001. Scrip Code : 533022	National Stock Exchange of India Limited Listing Department, Exchange Plaza, Bandra – Kurla Complex, Bandra [East] Mumbai – 400 051. Scrip Symbol : 20 MICRONS
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Dear Sirs,

Sub: Investors Presentation.

With reference to the captioned subject, please find attached the Investors Presentation.

The same is published on the website of the Company at www.20microns.com

This is for favour of information and records please.

Thanking you,

Yours faithfully
For 20 Microns Limited

KOMAL
PANDEY
Digitally signed by KOMAL PANDEY
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bcead13c04437115a7006f93c5c
postalCode=390019, st=GUJARAT,
serialNumber=40b4841d11180379d92259c0bd47e
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o=KOMAL PANDEY, +VADODARA,
predecessorName=C994a761b6c048f8690b85eda550a9
3f, email=CO_SECRETARY@20MICRONS.COM
Date: 2023.05.23 12:39:37 +05'30'

[Komal Pandey]
Company Secretary & Compliance Officer
Membership # A-37092

20 MICRONS

L I M I T E D

INVESTOR PRESENTATION
MAY, 2023

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



SAFE HARBOR



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.

ATMANIRBHAR BHARAT

“Empowering *Make in India* Initiative Through Developing Import Substitution Products”



20 MICRONS AT A GLANCE



Innovating products that are cost efficient and import substitute

5

Captive Mines to source raw materials

One of the largest producers of Industrial Minerals

Global market reach with presence in more than

65+

countries

9

Manufacturing Locations

30+

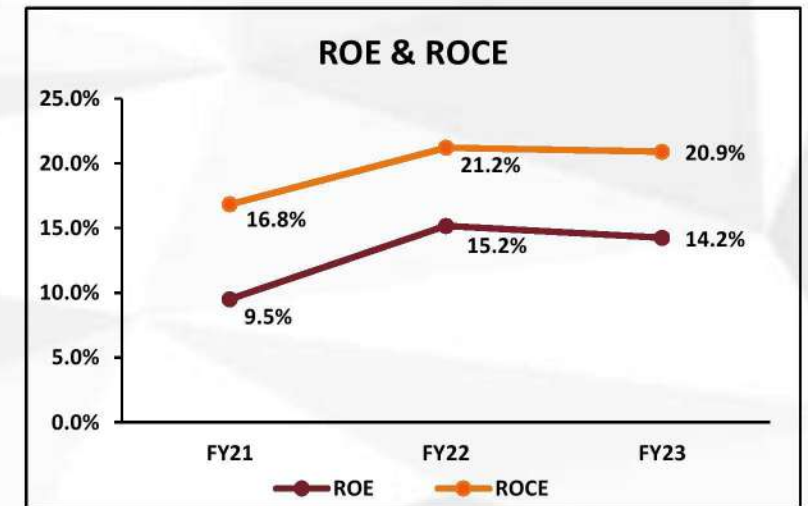
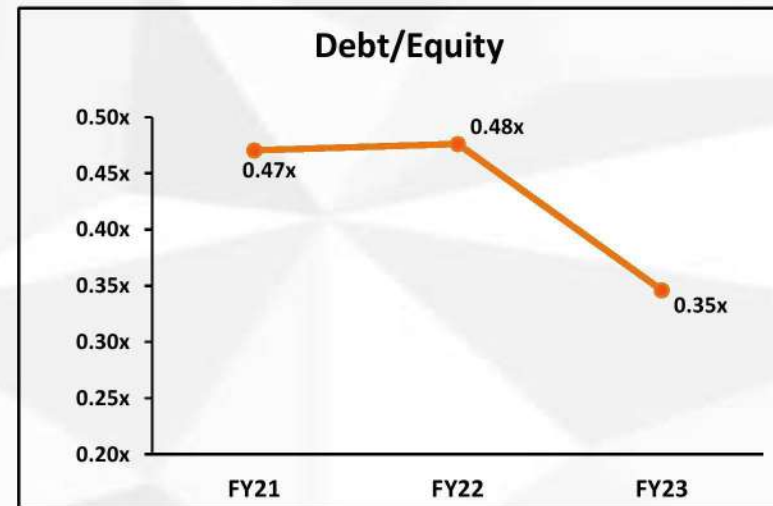
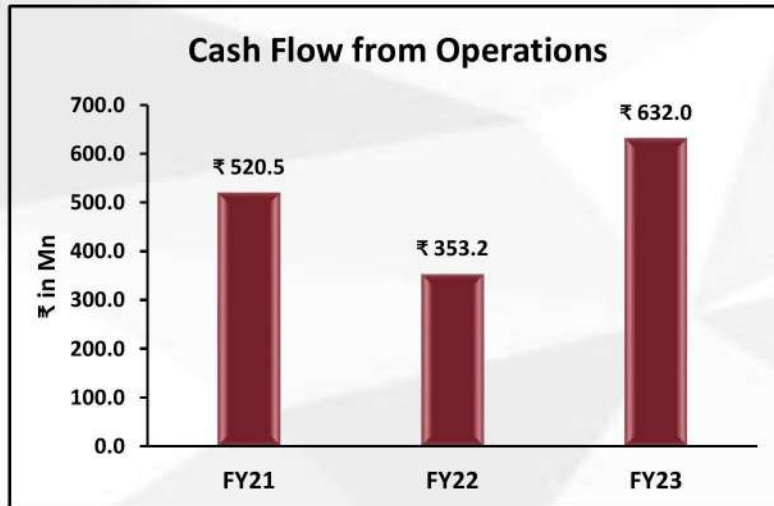
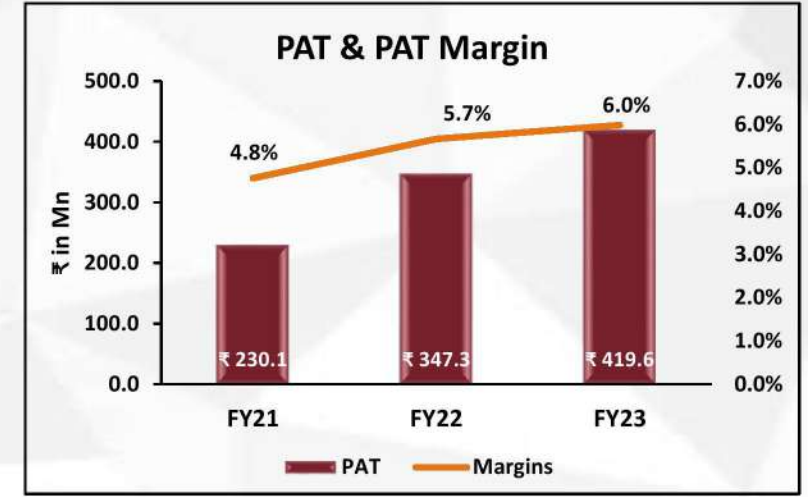
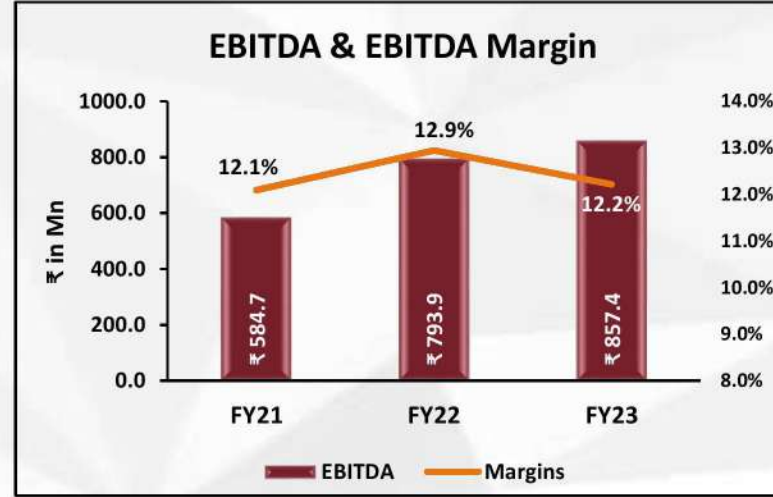
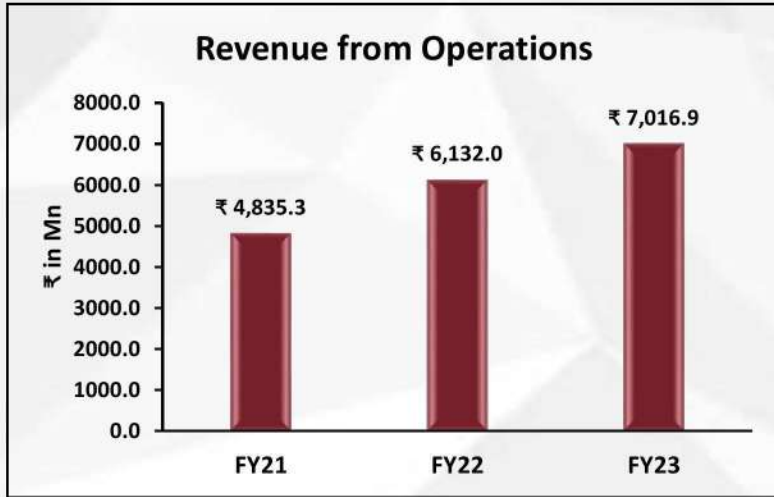
years of experience offering innovative products in the field of Functional fillers, Extenders, & Specialty chemicals

2

State-of-the-Art R&D and application testing centres in Vadodara

Human assets of the group ~750, comprising of in-house R&D team

IMPRESSIVE TRACK RECORD OF GROWTH



BUILDING UPON A SUCCESSFUL LEGACY



Mr. Rajesh C. Parikh
Chairman & Managing Director

Mr. Rajesh C Parikh is a Mechanical Engineer and joined the company at an early age of 27. He overlooks 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
CEO & Managing Director

Mr. Atil C Parikh holds an MBA 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.

OUR JOURNEY

- 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

2006-2010

2016-2023

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

1996-2000

- Implementation of total quality systems
- Production capacities by 17,000 TPA
- New manufacturing location installed at Vadadala with 18,000 TPA capacity

1990-1995

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.

- 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
- Inked deal with Dorfner GmbH for distribution of Hydrous Kaolin in 'rope and formed JV to strengthen international presence.
- Addition of roller mills leading to energy cost efficiency. Exited Corporate Debt Restructuring.

OUR BUSINESS MODEL

1

Revenue Generation

- Revenue is generated from sale of industrial minerals, speciality chemical & branded products
- The company also generates revenue from sale of its products outside India
- The company has formed strategic alliances and joint ventures with global players, which help to expand its business and generate revenue from new markets.

2

Cost Structure

- Raw material cost is ~50% of the revenue
- Other major costs are power & fuel, freight & logistics accounts

3

Customers

- The company is majorly into B2B operations and caters to leaders in paints, polymers, rubber, ceramics and other industries

4

Key Resources

- Mines
- Technology and R&D prowess
- Human Resources
- Trusted Brand Image

5

Key Activities

- 20 Microns invests in research and development to develop innovative products and processes that can be used in various industries
- The company works with close proximity with its customers to provide customized solutions based on their specific requirements



OUR GROUP STRUCTURE

20 MICRONS
L I M I T E D

20 MICRONS
L I M I T E D
FZE

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

20 MICRONS
nano[™]

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
L I M I T E D
VIETNAM

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

20 MICRONS
L I M I T E D
SDN.BHD.

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

20mcc
Improve The Life Of Your Construction

Engaged into manufacturing of waterproofing range of construction chemicals

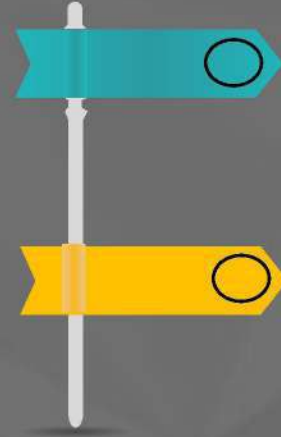
20 MICRONS
L I M I T E D
JOINT VENTURE

Focus on the colored quartz business

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

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 FY23:

- Rev. from Operations — ₹88.1 MN
- EBITDA — ₹9.1 MN
- EBITDA Margins — 10.3%
- PAT — ₹5.1 MN
- PAT Margins — 5.6%

BUSINESS MIX:

Soft Minerals



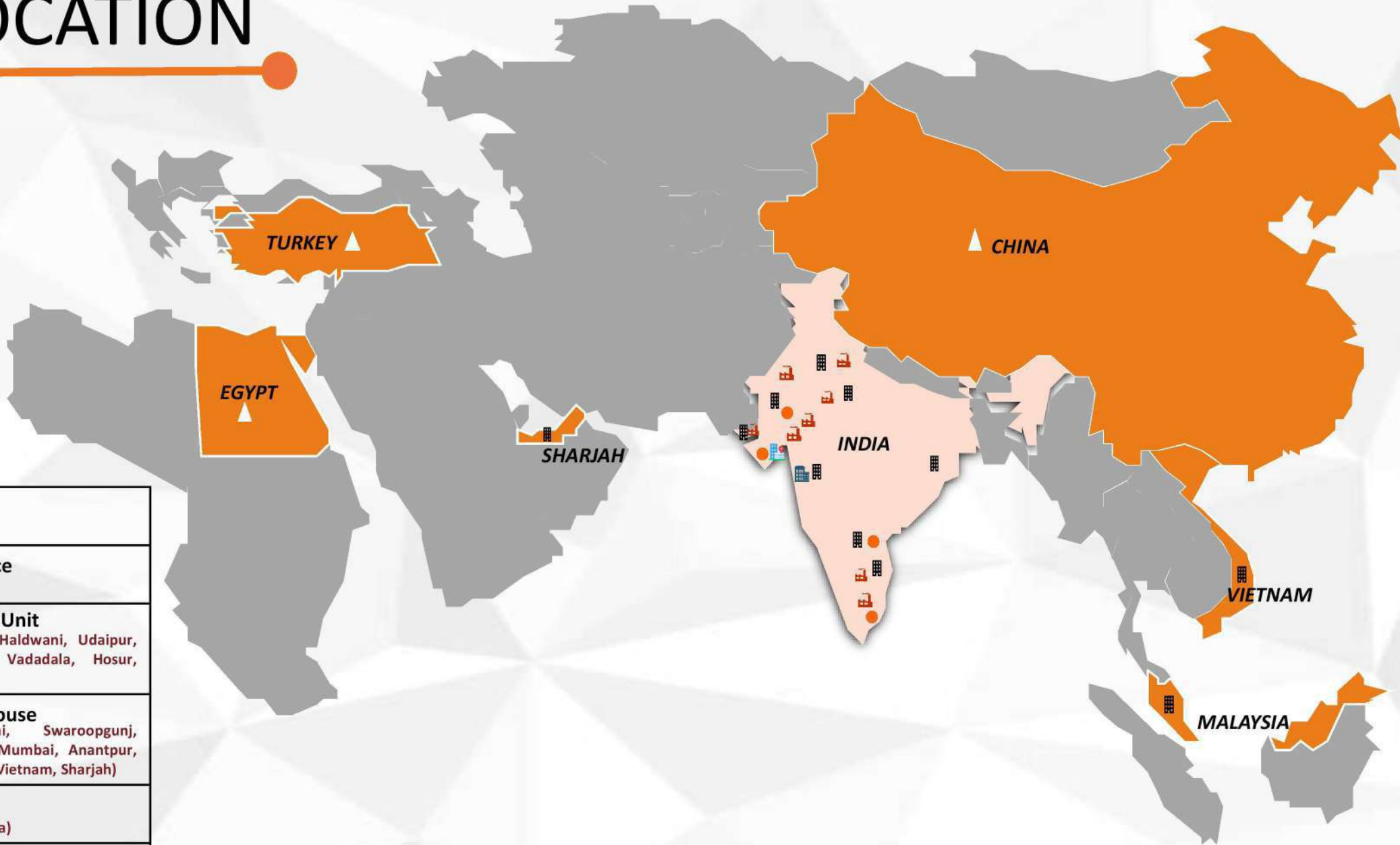
Over a decade of expertise with a range of soft industrial minerals like Bentonite siliceous Earth, Attapulgite, Hydrous Kaolins and other minor minerals.

Speciality Chemicals



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

OUR LOCATION



	Head Quarter (Vadodara)
	Corporate Office (Mumbai)
	Manufacturing Unit (Alwar, Makrana, Haldwani, Udaipur, Bhuj, Waghodia, Vadadala, Hosur, Tirunelveli)
	Office / Warehouse (Delhi, Haldwani, Swaroopgunj, Mundra, Kolkata, Mumbai, Anantpur, Chennai, Malaysia, Vietnam, Sharjah)
	Sourcing Point (Egypt, Turkey, China)
	Mining Resources (Rajasthan, Gujarat, Tamil Nadu, Andhra Pradesh)

VERSATILE AND COST-EFFICIENT PRODUCTS

PARTIALLY SUBSTITUTING EXPENSIVE CHEMICALS IN MULTIPLE INDUSTRIES

Segments

1

Industrial Minerals

- Calcium Carbonate
- Natural Baryte
- Natural Talc
- Natural Mica
- Natural Silica
- Calcined Kaolin



2

Functional Additives

- White Pigment Opacifier
- Synthetic Aluminium Silicate
- High Performance Opacifier
- Flash Calcined Clay
- Matting Agent
- Polyethylene Wax
- Organo Clays



3

Retail Segments

- 20 MCC
- MinFert



OUR PRODUCT APPLICATION

Touching Everyday's Life.....



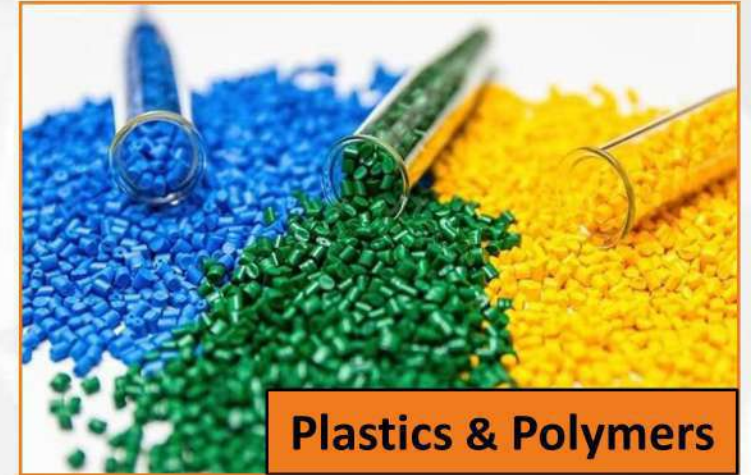
Construction

Industrial minerals are used as raw materials in the construction industry, such as calcium carbonate and silica, which are used to produce cement, concrete, and other construction materials.



Paints & coatings

Industrial minerals like kaolin, talc, and silica are commonly used as fillers and extenders in paints and coatings. They can enhance the properties of the final product, such as durability, opacity, and texture.



Plastics & Polymers

Industrial minerals are used in the production of plastics and polymers as additives and fillers to improve the physical and mechanical properties of the material.

CONTINUED...



Ceramics

Industrial minerals such as kaolin and talc are used in the production of ceramics due to their high heat resistance, strength, and other properties.



Paper & pulp

Industrial minerals like kaolin and calcium carbonate are used in the paper and pulp industry as fillers and coatings to improve the paper's printability, opacity, and smoothness.



Agriculture

Industrial minerals like barytes and talc are used in agriculture as additives and fillers in animal feed, fertilizers, and pesticides.

And Many More.....

OUR CONTRIBUTION IN THE INDUSTRY

PAINT

Specialized coating formulations with engineered pigments & fillers

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

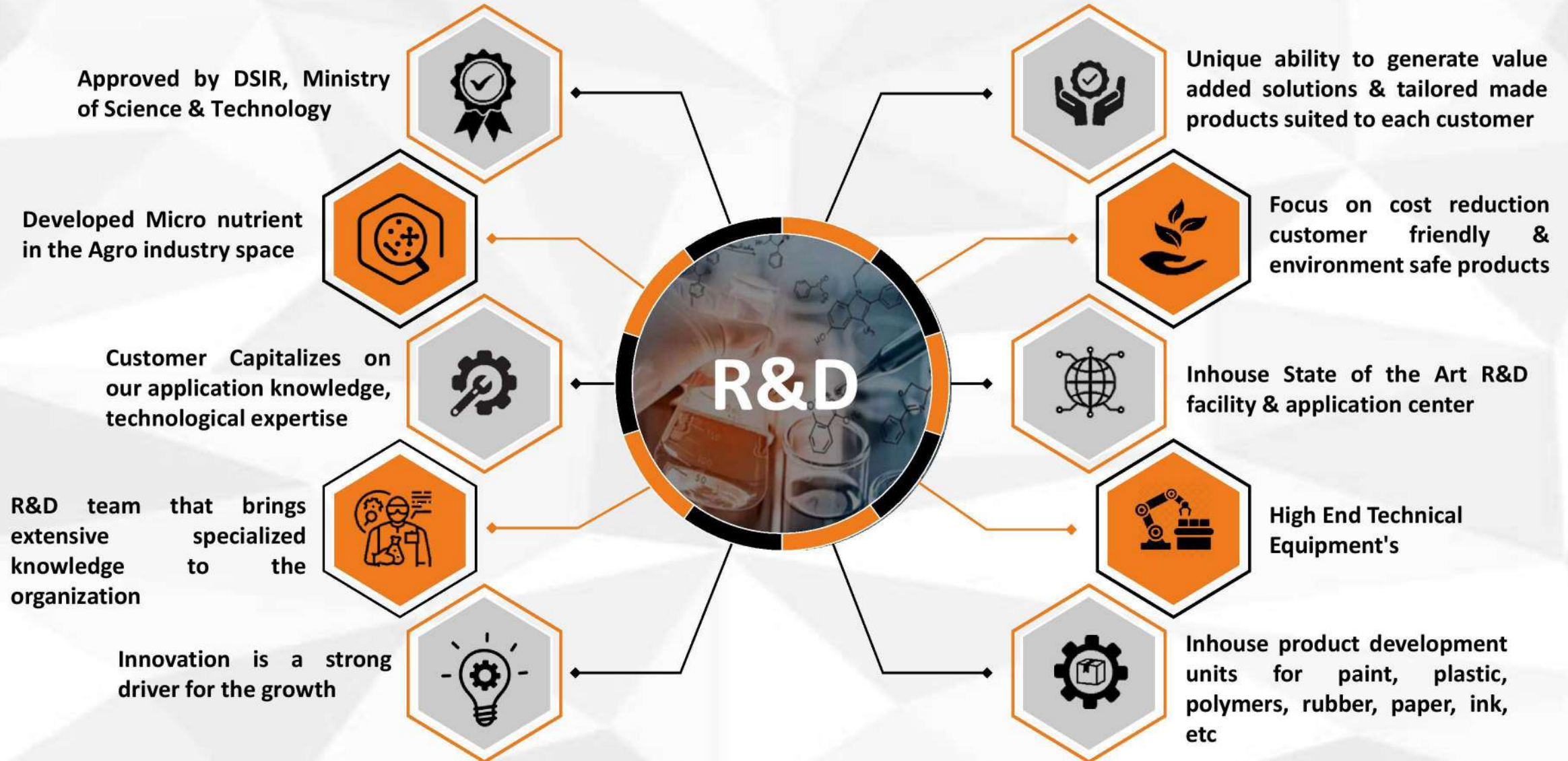
20 MCC stands for more than just 20 microns construction chemicals

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

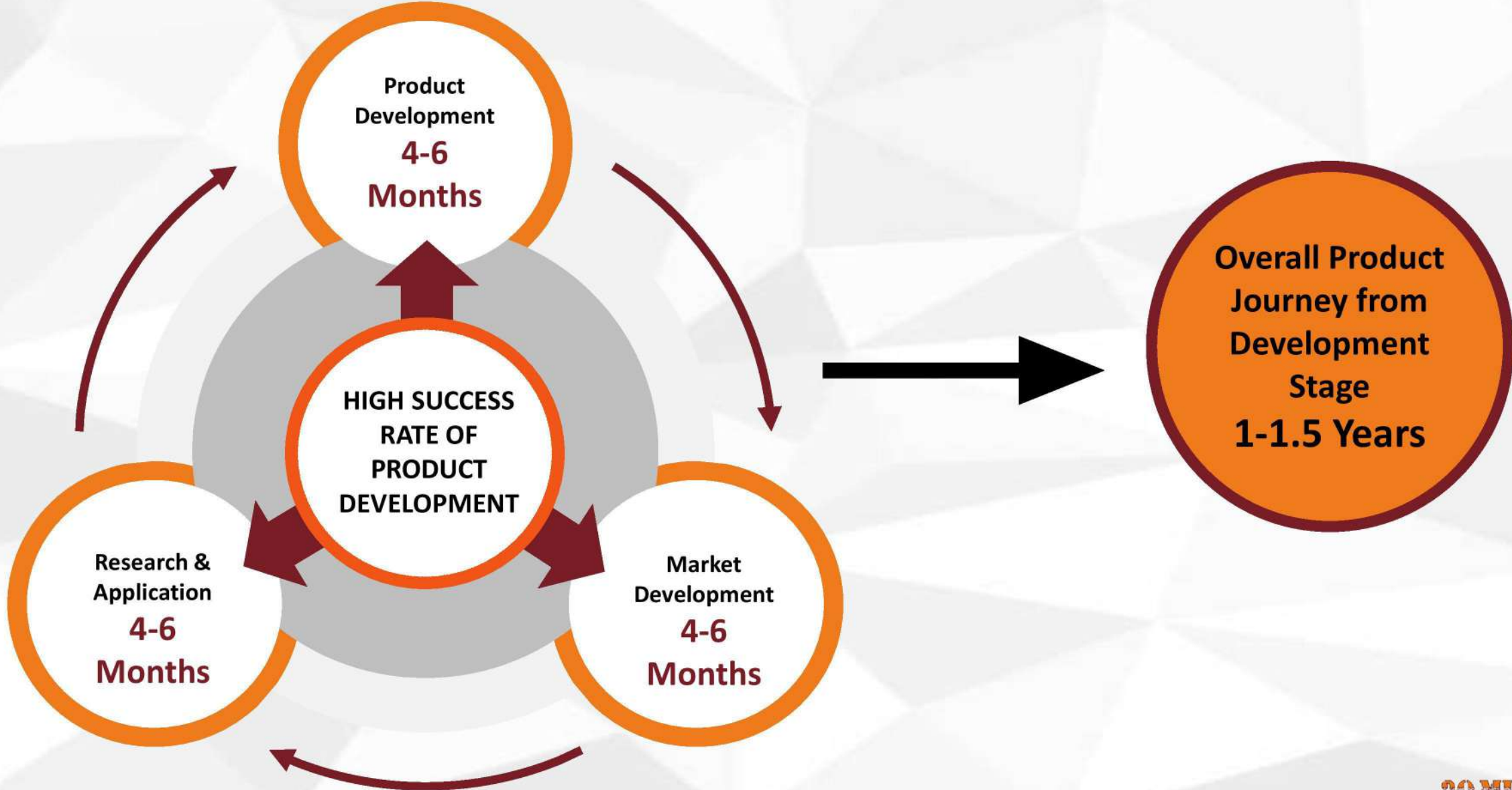
RUBBER

20 Microns has closely worked with various rubber associations and related labs and has been successful in developing different specialties 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.

CUTTING-EDGE RESEARCH & DEVELOPMENT CAPABILITIES



OUR PRODUCT DEVELOPMENT CYCLE

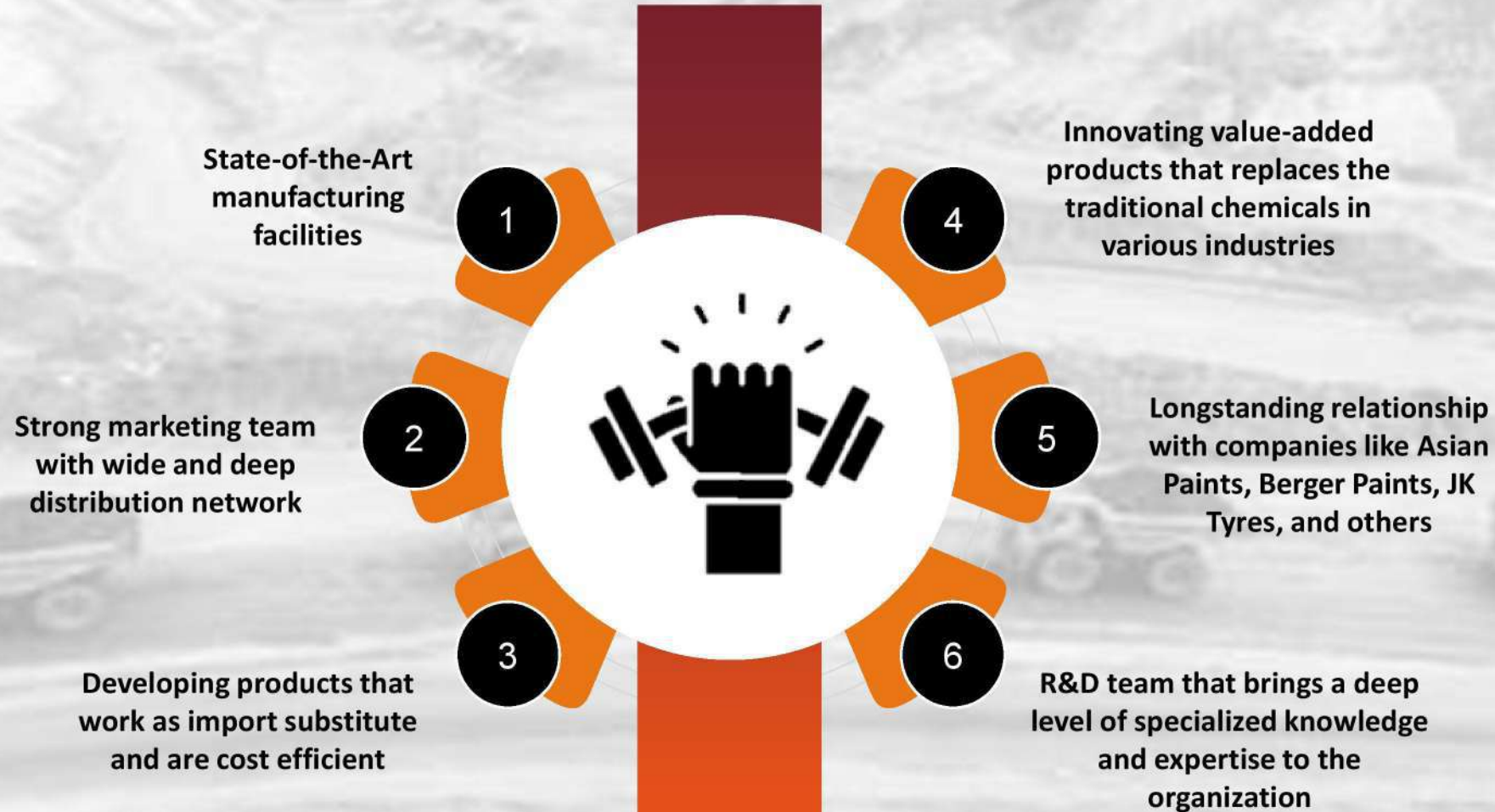


CLIENTELE



And Many More.....

CORE BUSINESS CAPABILITIES & KEY STRENGTHS



BUSINESS STRATEGY

1

Strong product pipeline for paints, paper, rubber industries, etc

2

Investing in innovation will enable the expansion of the product portfolio and geographical reach

3

Capitalising on China+1 theme to become one of the preferred suppliers globally

4

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

5

20 Microns consistently seeks to establish bolt-on joint ventures with partners around the world, in order to leverage synergies and produce the highest quality products.

CONSOLIDATED INCOME STATEMENT

Particulars (₹ in Mns)	Q4 FY23	Q4 FY22	YoY%	Q3 FY23	FY23	FY22	YoY%
Revenue from op.	1,732.84	1,724.13	0.51%	1,547.14	7,016.87	6,132.02	14.43%
Other Income	4.70	6.57		8.17	29.34	21.68	
Total Revenue	1,737.54	1,730.69	0.40%	1,555.31	7,046.21	6,153.71	14.50%
Total Expenses ex. Finance cost & D&A	1,527.26	1,503.77		1,377.55	6,159.51	5,338.16	
EBITDA	205.58	220.36	-6.71%	169.59	857.36	793.86	8.00%
EBITDA Margin (%)	11.9%	12.8%		11.0%	12.2%	12.9%	
Finance Cost	41.34	42.21		44.13	177.63	202.44	
Depreciation	37.02	38.91		33.27	138.05	136.72	
PBT	131.92	145.80		100.36	571.02	476.38	
Share of net profit/(loss) of equity accounted investee	(0.12)	(0.13)		0.74	0.90	(0.13)	
PBT	131.80	145.67		101.10	571.92	476.25	
Total Tax	38.61	39.01		27.28	152.31	128.97	
PAT	93.19	106.67		73.82	419.62	347.28	20.83%
PAT Margin %	5.4%	6.2%		4.8%	6.0%	5.7%	
Other Comprehensive Income	(1.36)	36.51		0.38	(0.80)	35.43	
Net PAT	91.83	143.18		74.20	418.82	382.71	
Diluted EPS	2.64	3.01		2.09	11.85	9.80	

Financial Performance Comparison FY23 v/s FY22:

- Consolidated revenue from operations increased by 14.4% and stood at ₹7,016.87 Mn in FY23 from ₹6,132.02 Mn in FY22 led by healthy demand for our key products as well specialty products in the underlying industries like paint, polymers, rubber, ceramics and others
- EBITDA increased by 8.00% from ₹793.86 Mn in FY22 to ₹857.36 Mn in FY23 margins remained stable at 12.2% in FY23 compared to 12.9% in FY22 despite certain cost pressures related to power, fuel and logistics
- PAT during the year stood at ₹419.62 Mn compared to ₹347.28 Mn in FY22 with a growth of 20.8% on YoY basis

CONSOLIDATED BALANCE SHEET STATEMENT

Particulars (₹ in Mn)	FY23	FY22
Assets		
Non-Current Assets		
Property Plant & Equipment	2062.19	2029.33
Capital work-in-progress	72.38	48.50
Intangible Assets	16.35	15.63
Intangible Assets under developments	2.72	0.52
Right of Use Assets	56.15	26.11
Goodwill on Consolidation	0.22	0.22
Investments in associates	3.02	2.12
Financial Assets	172.76	140.76
Deferred Tax Asset	13.93	12.73
Other Non-Current Assets	95.93	140.32
Total Non-Current Assets	2495.65	2416.21
Current Assets		
Inventories	1152.39	1289.45
Trade receivables	974.67	1002.00
Cash and cash equivalents	202.82	127.32
Bank Balances other than above	96.59	40.93
Loans	3.66	11.25
Other financial assets	39.26	30.91
Other current assets	274.37	235.04
Total Current Assets	2743.76	2736.90
TOTAL ASSETS	5239.41	5153.11

Particulars (₹ in Mn)	FY23	FY22
Equity & Liabilities		
Equity		
Share Capital	176.43	176.43
Other Equity	2759.57	2338.51
Non-controlling interest	10.53	9.10
Total Shareholders Equity	2946.53	2524.04
Liabilities		
Non-Current Liabilities		
Borrowings	185.69	284.87
Trade Payables	0.00	8.43
Lease liabilities	42.38	10.40
Other Financial liabilities	4.22	2.59
Deferred tax liabilities	262.94	267.96
Total Non-Current liabilities	495.24	574.26
Current Liabilities		
Borrowings	833.50	916.70
Trade Payables	787.86	987.09
Lease liabilities	16.73	17.62
Other Financial liabilities	103.10	85.78
Other current liabilities	48.21	38.12
Provisions	3.62	1.64
Current Tax Liabilities	4.64	7.87
Total Current liabilities	1797.21	2054.81
TOTAL EQUITY AND LIABILITIES	5239.41	5153.11

CONSOLIDATED CASH FLOW STATEMENT

Particulars (₹ in Mn)	FY23	FY22	FY21
Cashflow from Operating Activities	631.97	353.21	520.48
Cashflow from Investing Activities	(176.11)	(231.72)	(91.26)
Cashflow from Financing Activities	(379.73)	(36.04)	(452.65)
Net Changes in Cash and Cash equivalents	76.13	85.45	(23.43)

BUSINESS & FINANCIAL OUTLOOK

- 1 Further penetration of retail products in agrochemicals (Minfert) and construction chemical (20 MCC) by using a cluster based go to market strategy to ensure high customer retention and increased brand recall
- 2 Plans to invest in expanding capacity in existing locations as well as new locations. Additionally, the company further plans to acquire mines
- 3 Prioritizing the development of products with higher profitability to improve the overall financial performance
- 4 Developing superior quality product with raw materials procured from various domestic and international sources
- 5 Strengthening and developing strategic initiatives like JV with Dorfner and capitalizing on other potential activities
- 6 Management expects the revenue to grow by 15.0%-18.0% for the year FY24, mainly on account of evolving product mix
- 7 EBITDA margin for FY24 to remain in similar range as existing with likely improvement of 50-100 bps

INFRASTRUCTURE



CORPORATE SOCIAL RESPONSIBILITIES

RECEIVED PRESTIGIOUS ECOVADIS SILVER MEDAL FOR IT'S ALWAR LOCATION WITH FOCUS ON SUSTAINABILITY, ETHICS, ENVIRONMENT, LABOR & HUMAN RIGHTS.

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.



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.

CAPITAL MARKET INFORMATION

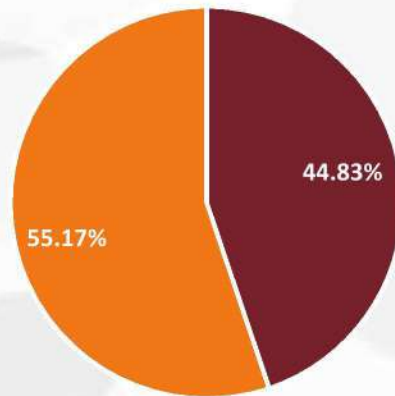
Shareholding Pattern:

Particulars	
Promoter & Promoter Group	44.83%
Public	55.17%
Total	100.00%

Market Indicators:

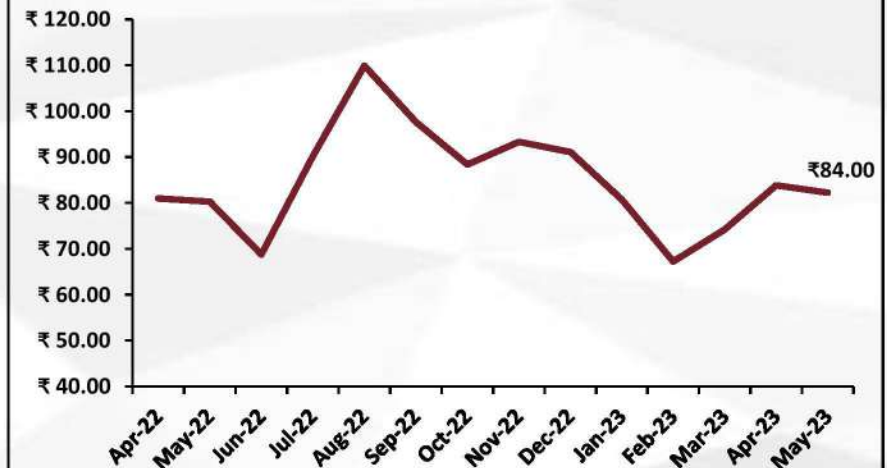
Issued Shares	3,52,86,502
Share Price (22-05-2023)	₹84.0
Market Cap (₹ in MN)	₹2,964.1
52 Weeks High/Low	₹118.9/₹60.0

Shareholding Pattern as on 31st March, 2023



■ Promoter & Promoter Group ■ Public

Share Price Movement



20 MICRONS
L I M I T E D

Thank You

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

20 Microns Ltd

Mrs. Komal Pandey

Company Secretary & Compliance Officer

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 **co_secretary@20 microns.com**

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Vinayak Shirodkar / Naman Maheshwari

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 **vinayak@cap-ir.com/ naman@cap-ir.com**