

20 MICRONS[®]

L I M I T E D

CIN: L99999GJ1987PLC009768

Regd. Office: 9-10, GIDC Industrial Estate, Waghodia, Dist.: Vadodara, 391760

Ph.: +91 75 748 06350 | **E-Mail:** co_secretary@20microns.com | **Website:** www.20microns.com

May 26, 2025

To,
The Secretary,
BSE Ltd.
25th Floor,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 001
Scrip Code - 533022

To,
Asst. Vice President,
National Stock Exchange of India Ltd.,
Exchange Plaza, Plot C/1, G Block
Bandra-Kurla Complex,
Bandra (E),
Mumbai - 400 051
Symbol - 20MICRONS

Subject: Submission of Investor/Analyst Presentation on Audited Financial Results (Standalone and Consolidated) for the Quarter and Year Ended March 31, 2025

Dear Sir/Madam,

Pursuant to the outcome of the Board Meeting held on May 23, 2025, and in continuation of our earlier intimation dated May 21, 2025, regarding the Analysts/Institutional Investors Meet, we hereby submit the Investor/Analyst Presentation highlighting the Company's performance and key developments during the year. The presentation is intended for Analysts and Investors and pertains to the audited financial results (Standalone and Consolidated) of the Company for the quarter and financial year ended March 31, 2025.

This submission is made in compliance with Regulation 30 read with Part A of Schedule III and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The Analyst/Investor Presentation is also available on the Company's website at the following link:
<https://www.20microns.com/investor-presentation-earning-update>

Thanking you,

Yours faithfully
For 20 Microns Limited

Komal Pandey
Company Secretary & Compliance Officer
ACS 37092

Encl.: As above



EARNINGS PRESENTATION

Q4 FY24-25

Touching Everyday Lives through
Innovative Mineral Solutions &
Functional Additives



ABOUT THE COMPANY

We are **20 Microns Limited**, the pioneers in the field of **Industrial Minerals** in India. We have built a portfolio of **Industrial Micronized** and **Sub Micronized Minerals** backed with our expertise in Micronization. We are now expanding our portfolio into the world of **Performance Minerals, Speciality Chemicals** and **Functional 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.

Q4 CONSOLIDATED FINANCIAL RESULTS

01

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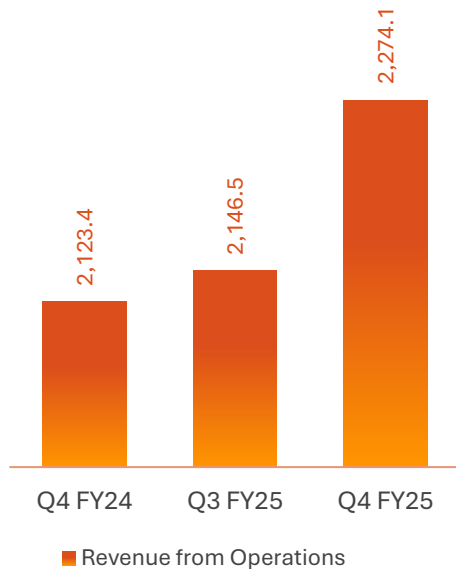
SAFE HARBOUR STATEMENT The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India and any other country, ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein. No part of this presentation may be reproduced, quoted or circulated without prior written approval from 20 Microns Limited

Q4 CONSOLIDATED FINANCIAL RESULTS

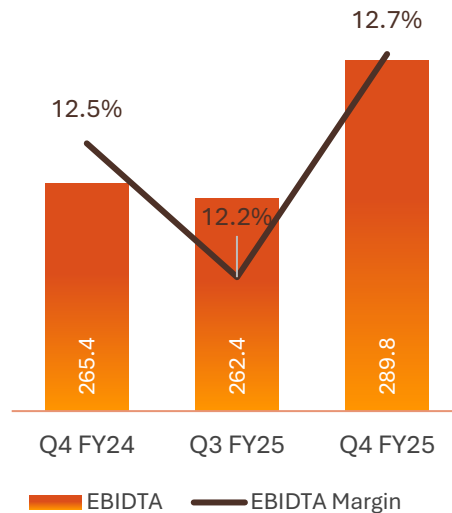
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FY25 Q4 CONSOLIDATED FINANCIAL HIGHLIGHTS

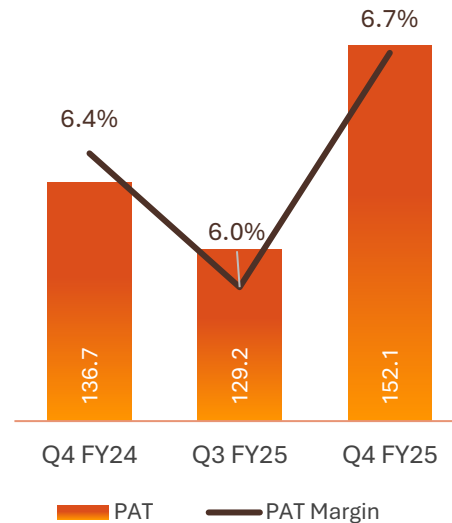
Revenue from Operations
(₹ Mn)



EBITDA (₹ Mn) & EBITDA
Margin



PAT (₹ Mn) & PAT Margin



FY25 Q4 P&L SUMMARY

PARTICULARS (₹ Mn)	Q4FY25	Q3FY25	Q4FY24	QOQ% Change	YOY% Change
Revenue from Operations	2274.0	2146.5	2123.4	5.9%	7.1%
Total Income	2276.4	2160.8	2134.4	5.3%	6.7%
Operating Expenses	1984.2	1884.1	1858.1	5.3%	6.8%
EBITDA (Excluding OI & EI)	289.8	262.4	265.4	10.4%	9.2%
EBITDA %	12.7%	12.2%	12.5%	~ +50bps	~ +20bps
Finance Cost	47.7	52.6	46.4	-9.4%	2.7%
Depreciation & Amortization	49.6	47.3	37.1	4.9%	33.7%
PBT	190.8	168.5	193.3	13.2%	-1.3%
PAT	152.1	129.2	136.7	17.7%	11.3%
EPS (₹)	4.3	3.7	3.9	18.1%	11.4%

MANAGEMENT COMMENTARY

Commenting on the performance of Q4 FY25, the Management team of 20 Microns Limited stated:

“We are delighted to announce that we have achieved the highest-ever revenue in FY25 of ₹9127.8 mn, driven by the addition of new clients, expansion of our product line, and the widening of our distribution channels. Revenue from operations increased by 17.4% YoY for the full year 2024-25, in line with our 15-18% revenue growth guidance for 2024-25. As a token of our gratitude to our valued shareholders for their continuing trust and support, we are pleased to declare a dividend at a rate of 25% for 2024-25.

EBITDA margins improved sequentially to 12.7% in Q4 FY25, compared to 12.2% in Q3 FY25, however the pressures from raw material costs continue to remain challenged leading the EBITDA margins for the full year 2024-25 were slightly lower at 12.8%, compared to 13.5% the previous year. PAT stood at ₹624.8 mn for the full year 2024-25, up 11.3% on a YoY basis.

Paints continued to dominate our revenue landscape, holding a 48% market share in 2024-25, followed by polymers at 25%. The entry of new players in the paints industry presented a significant opportunity for us, given our established reputation in the market, and contributed to our growth during the year. However, higher freight costs from raw material imports, which couldn't be passed on to customers, reduced margins in the paints business and muted overall margins. While dependency on paints will continue over the medium term, our focus is shifting towards the plastics and rubber industries with the development of new products. In the coming years, we expect growth in the plastics and rubber segments, leading to a shift in the overall mix and improved margins.

Export revenues constituted 13% of our topline in 2024-25 and are expected to remain in the 13-15% range going forward. Markets in Latin America and Southeast Asia—especially Indonesia, Vietnam, and Thailand—are promising, with significant potential in the coming years. Even in exports, our primary focus remains on paints and coatings, plastics, and rubber.

Outlook: We expect to achieve 15–18% revenue growth in FY26, with stable EBITDA margins, supported by improving demand, economic conditions and easing input costs. Our Malaysian mine acquisition secures long-term & quality raw material supply for manufacturing and we remain open to strategic mining acquisitions to strengthen our cost base and supply chain resilience.”

BUSINESS UPDATE



02

Business Trend

- ✓ The carbonate industry continued to face margin pressures due to rising raw material and freight costs, which is highly import dependent, and have been difficult to pass on to customers amid intense competition.

Value-Added Niche Solutions

- ✓ Apart from our conventional industrial sectors, we have started focusing on niche segments such as Adhesives & Sealants, Petrochemicals, Cosmetics and Personal care, and the Tyre industry.
- ✓ The company is transitioning from supplying basic fillers to producing more advanced, value-added materials that can serve as substitutes for high-value imported goods.

Tyre

- ✓ At our pilot plant, our delaminated kaolin substitute passed rigorous plant, quality, and system audits by tyre manufacturers and is now moving toward commercialisation.
- ✓ We've also developed a talc-based material that has been approved by a leading global tyre company as an imported-material replacement.

Cosmetics

- ✓ We introduced our hygienic calcium carbonate into the personal care sector—winning approval from a leading manufacturer and beginning supply to another major FMCG company.

Petrochemicals

- ✓ After a year of commercial success with our CaCO_3 antiblocking agent at a major petrochemical firm, other petrochemical companies have begun pilot-plant evaluations.

Adhesives & Sealants

- ✓ We've introduced nano calcium carbonate specifically catering to the Sealant industry which is on the growth track showing immense potential for the future subject to approvals from customers.

KEY BUSINESS EVENTS

Capex and M&As

- ✓ We plan Rs 100 crore of capex for various projects lined up for the next 15-18 months in phase wise manner encompassing expansion of our recently acquired Malaysian Operations, more mine acquisitions, regular expansions in Calcium Carbonate and Talc and significant expansion in Kaolin, all funded via internal accruals.
- ✓ Malaysian mining operations are set to begin by mid-2025, securing high-purity limestone to boost global output.
- ✓ Operational since Q4 2025, our new expansion at Makrana Operations with roller mill grinds ultrafine calcium carbonate, boosting annual capacity by 12,000 tonnes.

Others

- ✓ In May 2025, 20 Microns Nano Minerals earned DSIR recognition for its in-house R&D unit, unlocking tax benefits, subsidies, and government research collaborations.
- ✓ Opened a new Quality Control (QC) Laboratory and Administration office in Udaipur, Rajasthan.

COMPANY BACKGROUND

03



1990-2000

- Implementation of total quality systems
- New manufacturing location at Vadadala with **18,000 TPA** capacity
- New manufacturing location at Hosur (South India) with **15,000 TPA**, diversified into Kaolin introduced a Pozzolanic material



2010-2020

- Established our **state-of-the-art R&D Centre** at Waghodia, Vadodara. The R&D facility is recognized and approved by DSIR, Govt. of India
- Enhanced portfolio by initiating the manufacture of **functional additives**
- Expanded** Malaysia operations for Calcium Carbonate
- Boosted our manufacturing capabilities by forming a subsidiary **20Microns JSC in Vietnam** focused towards the manufacturing of CaCO_3
- Inked a **deal with Dorfner GmbH** Germany as the exclusive distributor of Hydrous Kaolin across Europe



2024-2025

- New joint venture company incorporated as Sievert 20 Microns Building Materials Private Limited for construction chemicals and building related products.



2000-2010

- New manufacturing location at Alwar with **6,000 TPA**
- New manufacturing location at Tirunelveli with **6,000 TPA**
- Started manufacturing **new products** like Synthetic Barium Sulphates, Aluminium Silicates
- Established **new territories and sales channels** in Europe, North and Latin America
- 20 Microns began its operations in **Ipoh, Malaysia** for Calcium Carbonate



2020-2025

- Entered into **JV agreement** with **Dorfner** to further strengthen 20ML's international presence
- Enhanced sustainability portfolio by bagging the **Ecovadis Gold Certification**
- Entered into **JV Agreement** with **Sievert Baustoff GmbH**, Germany for Manufacturing of Construction Chemicals
- Expanded **Functional Additives** Portfolio to newer applications
- Expanded its global presence by entering into definitive agreements to **acquire 100% equity interest in GTLQ SDN BHD** and **IQ Marbles SDN BHD**, a well- established limestone extraction and processing businesses based in Ipoh, Malaysia.

OUR
JOURNEY

BUILDING UPON A SUCCESSFUL LEGACY

Mr. Rajesh C. Parikh, a First-Class Mechanical Engineering graduate with an MBA in Finance, serves as the Chairman and Managing Director of 20 Microns Limited. He began his career in 1994 as a Trainee Engineer at Jyoti Limited, contributing to a pivotal project on China Clay that introduced him to the industrial minerals sector. At 27, Mr. Parikh joined 20 Microns' Board, assuming responsibility for technical and marketing functions, and has since been instrumental in transforming the company into India's largest producer of micronized industrial minerals and specialty chemicals, with a presence in over 65 countries.

Under his leadership, the company has achieved significant milestones, including diversification into organic farming products, specialty chemicals, and construction materials. His strategic focus on innovation and sustainability has driven the development of value-added solutions, enhancing 20 Microns' global competitiveness.

Mr. Parikh emphasizes Environmental, Social, and Governance (ESG) principles, fostering sustainable practices. His vision aligns with global strategies like 'China plus one,' positioning the company as a reliable global player. Through his expertise, 20 Microns continues its journey of growth, operational excellence, and long-term value creation.

MR. RAJESH C. PARIKH
Chairman & Managing Director



MR. ATIL C. PARIKH
CEO & Managing Director

Mr. Atil C. Parikh serves as the Chief Executive Officer and Managing Director of 20 Microns Limited, bringing a wealth of expertise and leadership to the organization. He holds a Bachelor's degree in Chemical Engineering from Gujarat University and an MBA in Finance from a prestigious business school in California, USA.

Mr. Parikh began his career at 20 Microns in 1999-2000 as a Management Trainee before gaining international experience as a Management Analyst in a U.S.-based financial services firm. Rejoining 20 Microns in 2005, he has been instrumental in shaping the company's commercial strategies and spearheading organizational transformation. His initiatives to restructure operations have enhanced efficiencies and aligned the business with global best practices.

Guided by a forward-looking vision, Mr. Parikh has driven growth through innovation, sustainability, and strategic expansion. In addition to his role at 20 Microns, he serves on the boards of associated companies, including 20 Microns Nano Minerals Limited, Dorfner-20 Microns Private Limited, 20 MCC Private Limited, and Eriez Industries Private Limited, fostering the broader growth of the group.

Mr. Parikh's leadership combines technical acumen, financial expertise, and a commitment to excellence, making him a respected figure in the industry.

GROUP STRUCTURE



Subsidiaries

20 Microns Nano

Nano minerals, specialty chemicals manufacturing

Manufactures functional additives & chemically modified minerals

20 MCC

Specialized Mineral and Polymer based Water proofing range of construction chemicals

Minfert - Mineral based plant food, insecticides and soil conditioners

20 Microns FZE (Sharjah)

Trading of industrial minerals for export market

20 Microns (Malaysia)

20 Microns Vietnam

GTLQ

Malaysian Limestone Reserves and Processing

IQ Marbles

Malaysian Limestone Reserves and Processing

JV/Associate Companies

Dorfner 20 Microns

A German JV - Highly innovative company supplying Coloured Quartz

Sievert 20 Microns Building Materials

A German JV for Tile Adhesives and Advanced construction chemical solutions

INDUSTRIAL MINERALS

Ground Calcium Carbonate
Dolomite
Hydrous Kaolins
Calcined Kaolins
Talcs
Natural Barytes
Silica / Quartz
Muscovite Mica
Feldspar / Nepheline Syenite
Diatomaceous & Siliceous Earth
Bentonite & Attapulgite
Natural Red Oxide
Synthetic Red Oxide

FUNCTIONAL ADDITIVES

White / Buff / Grey & Colored Rutile TiO_2
White Pigment Opacifier
Synthetic Barium Sulphate
Micronized Wax
Processing Aids
Antiblocking Additives
Matting Agents
Rheological Additives
Inorganic Thickeners
Flame Retardants
Calcium Oxide Desiccant
Activators for Rubber
High Aspect Ratio Talc
Sub Micron CaCO_3
Fumed, Precipitated & Amorphous Silica
Decorative Colored Quartz Sand

MINFERT

Minfert BLK Granules
Minfert BLK Liquid
Minfert GBR Granules
Minfert GBR Liquid
Minfert Reskue
Minfert Humicrons
Minfert Geo Care
Minfert Thalaivaa
Minfert Tiger Booster
Minfert Thrips Kranti
Minfert Nipho
Minfert Stilk
Minfert Potlum
Minfert Sio Soli
Minfert Starkin
Minfert Tigao
Minfert Yaki
Minfert SL 90
Minfert BLK & GBR
Minfert Corrhiza

New

RETAIL PRODUCTS

Tigersil
Nanosil
Cracksil
Micronsil 30 C/ Plus
MetaKrete
Rainbowsil
Roadsil

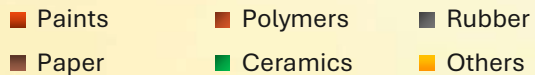
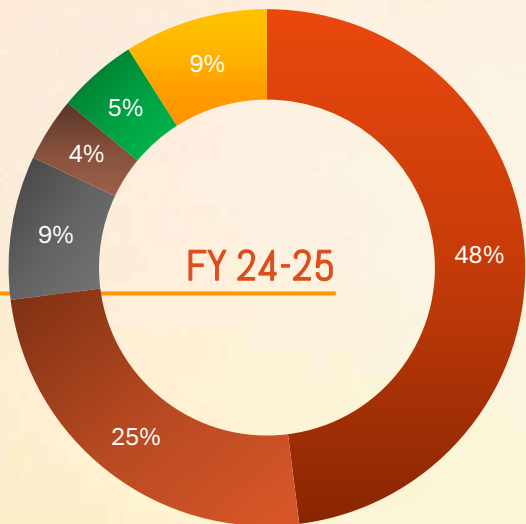
PRODUCT PORTFOLIO

India's largest producer of
micronized minerals

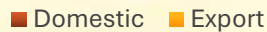
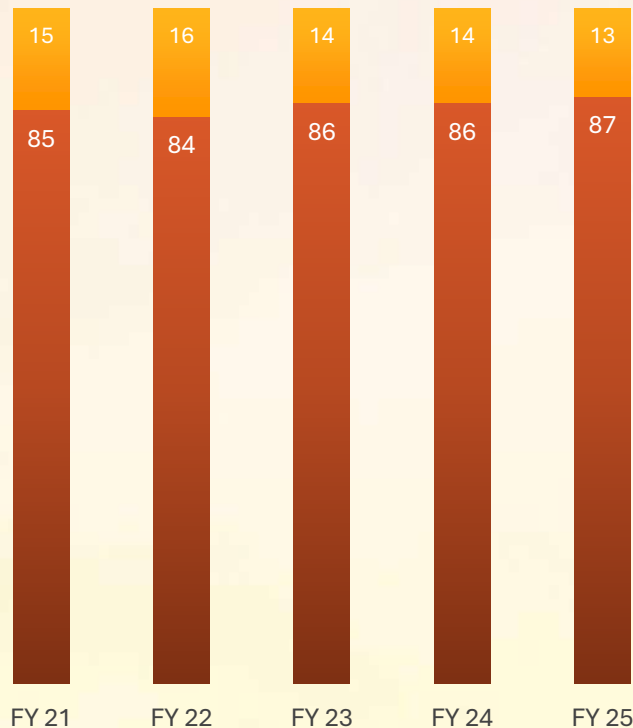
Advanced niche product range
made through new innovative
technology

Functional additives are used
to enhance the performance
of the products

REVENUE CONTRIBUTION



EXPORT SHARE IN REVENUE (%)





KEY CLIENTELE

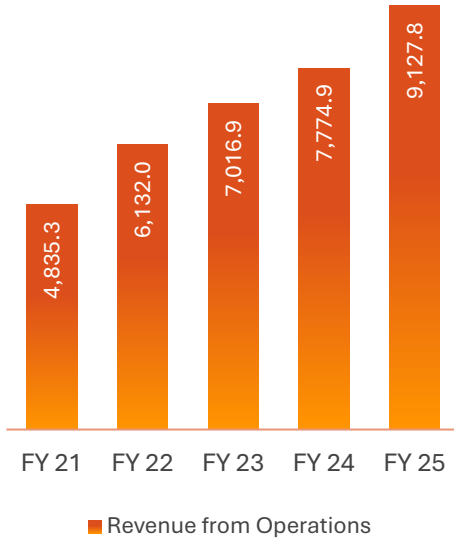
The background of the slide features a complex financial chart. It includes multiple candlestick charts in various colors (orange, green, blue, purple) and several line graphs with different colors (white, blue, orange). A semi-transparent orange rectangle is overlaid on the left side of the chart, containing the text 'FINANCIAL TRENDS'.

FINANCIAL TRENDS

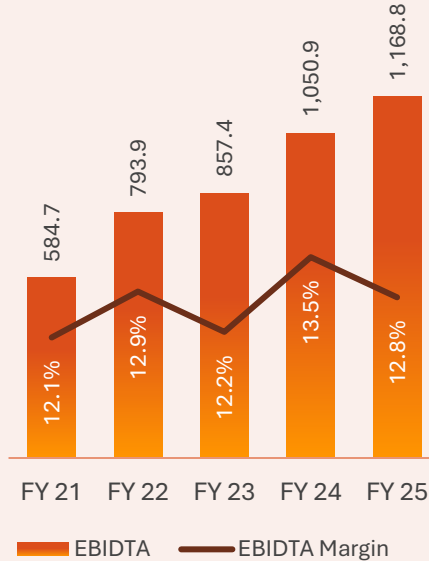
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5-YEAR FINANCIAL TRENDS

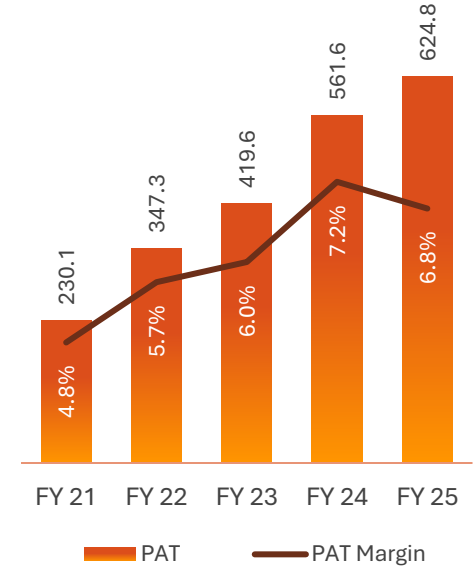
Revenue from Operations (₹ Mn)



EBITDA (₹ Mn) & EBITDA Margin

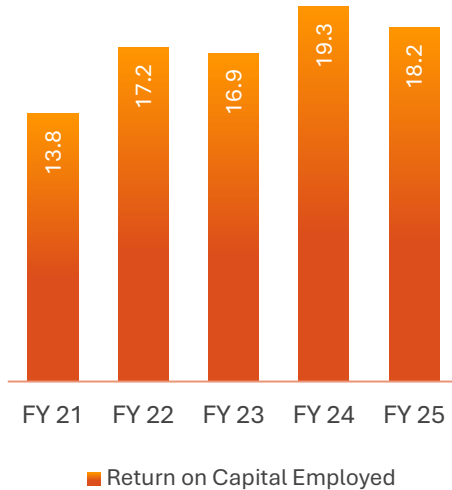


PAT (₹ Mn) & PAT Margin



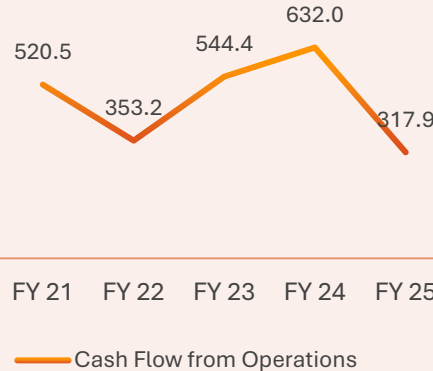
5-YEAR FINANCIAL TRENDS

Return on Capital Employed (%)

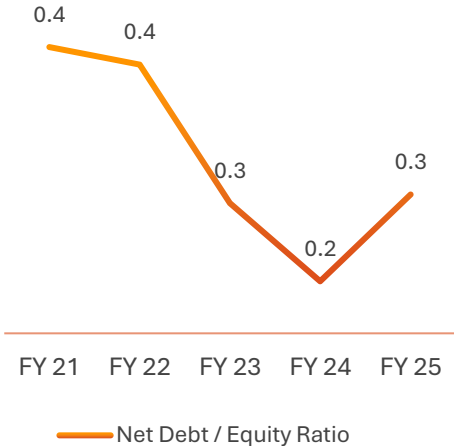


Note - ROCE for FY25 is provisional estimate

Cash Flow from Operations (₹ Mn)

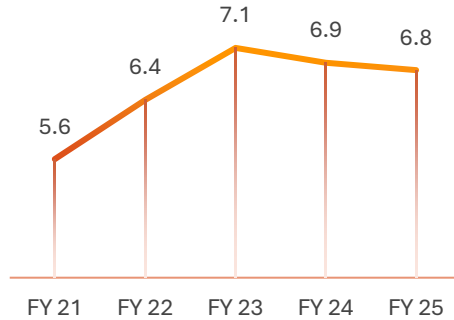


Net Debt / Equity Ratio

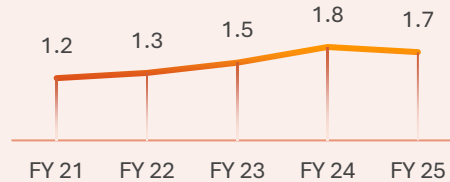


OPERATIONAL HIGHLIGHTS

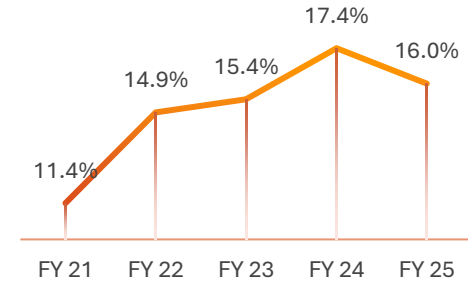
Trade Receivables Turnover



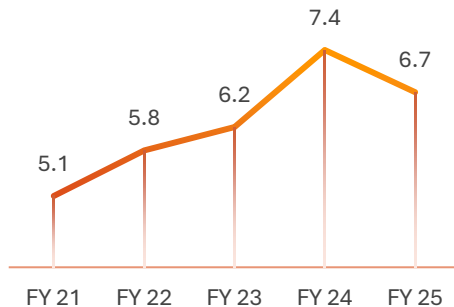
Current Ratio



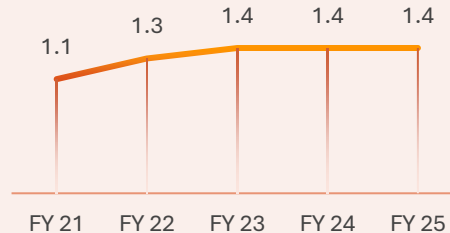
Return on Equity



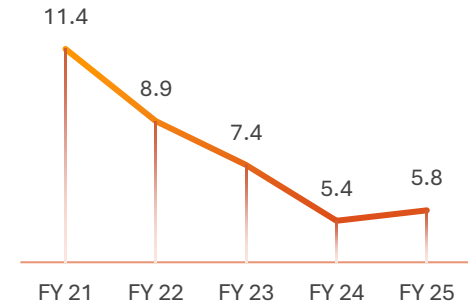
Inventory Turnover



Total Assets Turnover



Net Capital Turnover



Note - Figures for FY25 are provisional estimates

Share Price (₹) **243**

Industry Sector **Industrial Minerals**

BSE / NSE Code **533022 / 20MICRONS**

Face Value (₹) **5**

52 Week High **346.7**

52 Week Low **152.2**

Market Cap (₹ Mn.) **8,574.6**

Price to Earning Multiple (PE) **15.8**

Equity Shares **3,52,86,502**

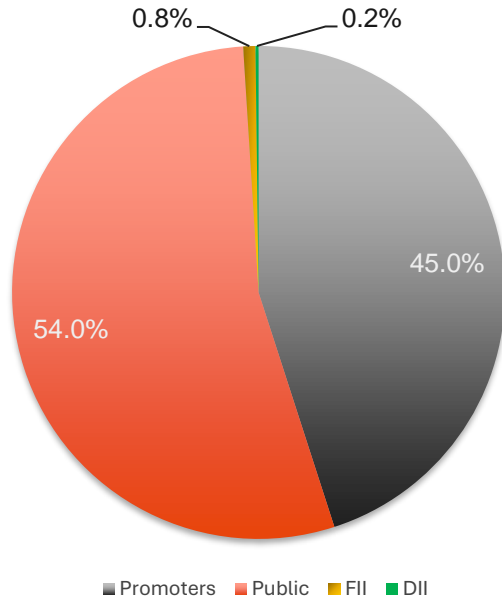
Free Float (%) **54%**

ONE YEAR SHARE PRICE RETURN 20 MICRONS v/s SENSEX

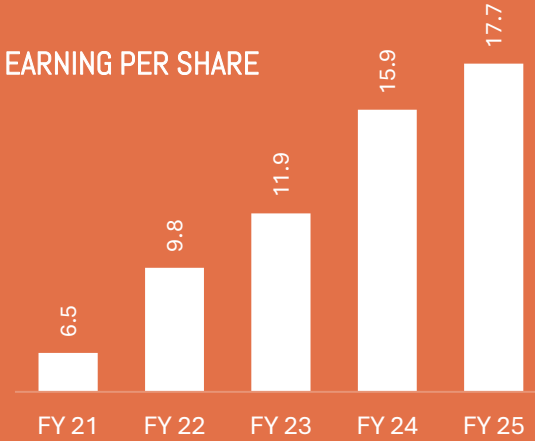


Duration	1 month	3 month	6 month	1 year	3 year
20 MICRONS LTD	8.0%	28.5%	5.7%	28.8%	179.0%
Sensex	2.8%	8.3%	5.8%	10.3%	50.2%

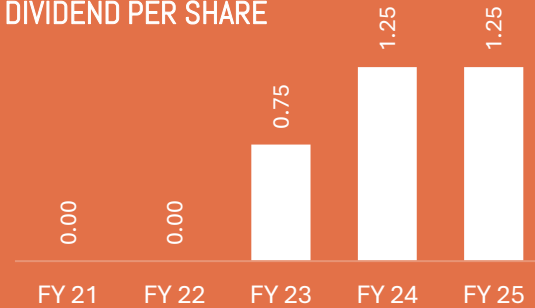
SHAREHOLDING PATTERN



EARNING PER SHARE



DIVIDEND PER SHARE



Dividend for FY25 is subject to approval of the shareholders at the ensuing Annual General Meeting

SHAREHOLDER OWNERSHIP AND VALUE CREATION



20 MICRONS[®]

L I M I T E D

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

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Company Secretary & Compliance Officer
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WISDOM IR
Nurturing Trust, Growing Value

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