



FAIRCHEM ORGANICS LIMITED

Regd. Office & Works: 253/P and 312, Village – Chekhala, Sanand – Kadi Highway,

Taluka: Sanand, District: Ahmedabad – 382 115, GUJARAT, INDIA

Phone (Board Nos.): (02717) 687900, 687901, +91 90163 24095

E-mail : cs@fairchem.in

CIN: L24200GJ2019PLC129759

website: www.fairchem.in

May 7, 2026

To,
**National Stock Exchange of India
Limited**
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra (East),
Mumbai 400051

To,
**Department of Corporate Services
BSE Limited**
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

Ourselfs: BSE Scrip Code: 543252/NSE symbol: 'FAIRCHEMOR'
**Ref.: Regulation 30 read with Schedule III Part A of SEBI (LODR) Regulations,
2015**

Dear Sirs,

Sub: - Q4 (F.Y. 2025-26) Earnings Presentation

Pursuant to Regulation 30 read with Schedule III Part A of SEBI (LODR) Regulations, 2015, we are uploading herewith a PDF file containing Earnings Presentation for quarter and year ended on March 31, 2026.

Please find the above in order and take the same on your record.

Thanking you,

Yours faithfully,
For Fairchem Organics Limited

Jatin Jain
Company Secretary & Compliance Officer
ACS - 24293


Encl: As above

Fairchem Organics Limited



Earnings Presentation

Q4 | 12M FY26



Business Overview

Company at a Glance

30 years of legacy

Long lasting Pan India Raw Material sourcing capabilities with diversified vegetable oil refineries

Well entrenched Customer Relationships in high growth industries like Paint, Printing Inks, lubricants, Cosmetics

Promoted by Fairfax India Holdings and backed by experienced Management team

Forward integration to make value added products from co-product – Monomer (Monobasic) Fatty Acid – stream to make Isostearic Acid

The recent announcement of level playing tariff with US and proposed FTA with EU/UK augers well for our export strategy

One of a kind manufacturing process using by-products of vegetable oils which are generated in very small quantities of ~ 1.25% (for Acid Oil) and ~0.25% (for DOD) of soft oils processed

Leading manufacturer in India for substantial part of the overall revenue

High emphasis on Business Sustainability and Corporate Governance standards

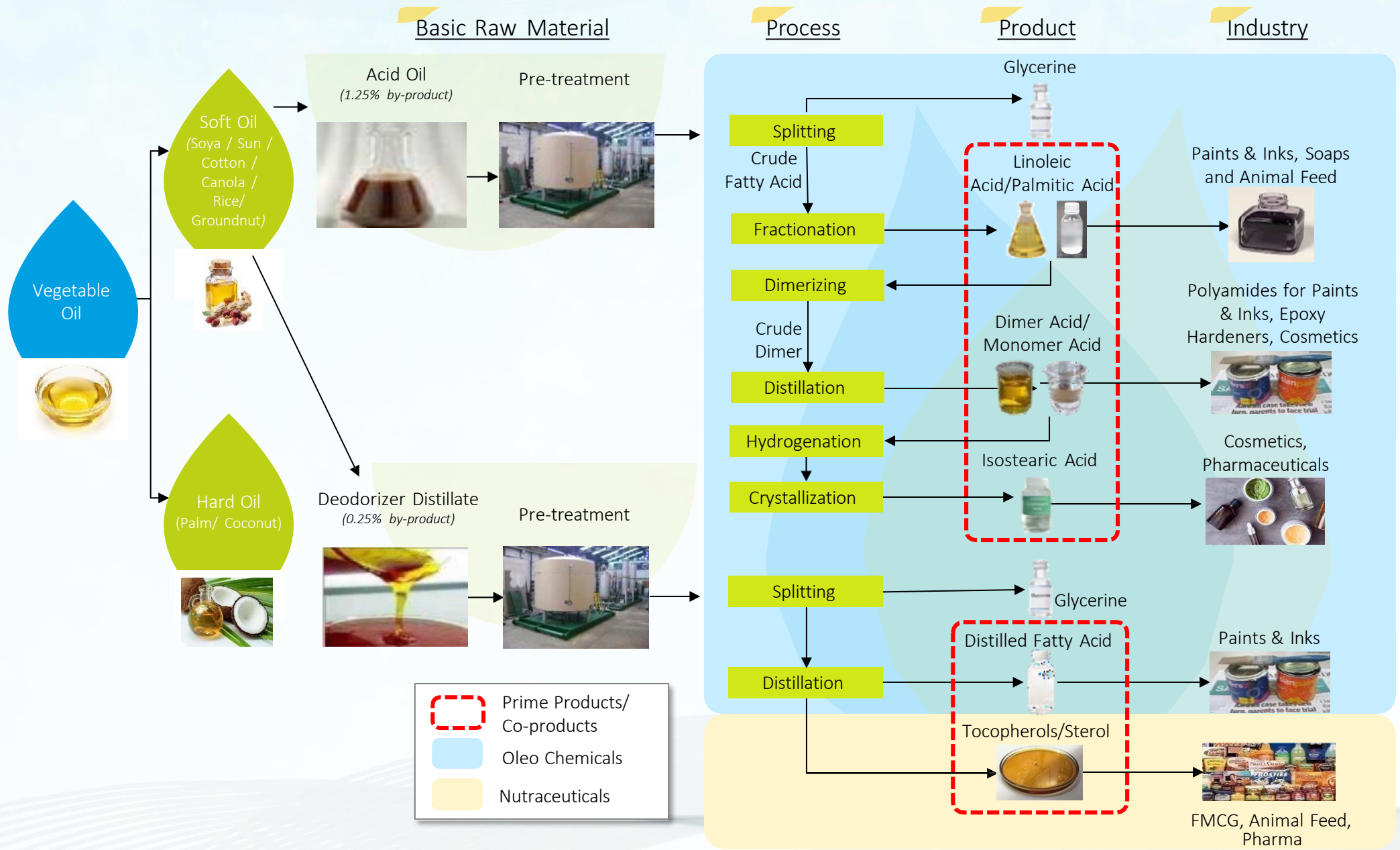
Raw materials throughput capacity expansion completed with minimal capex

Proposal to add one new raw material (falling under Oleo Chemicals only) to make value added products

Export of Isostearic Acid to several countries already in place

State-of-the-art manufacturing unit with critical equipment/design from Germany & Switzerland

Manufacturing Process Overview

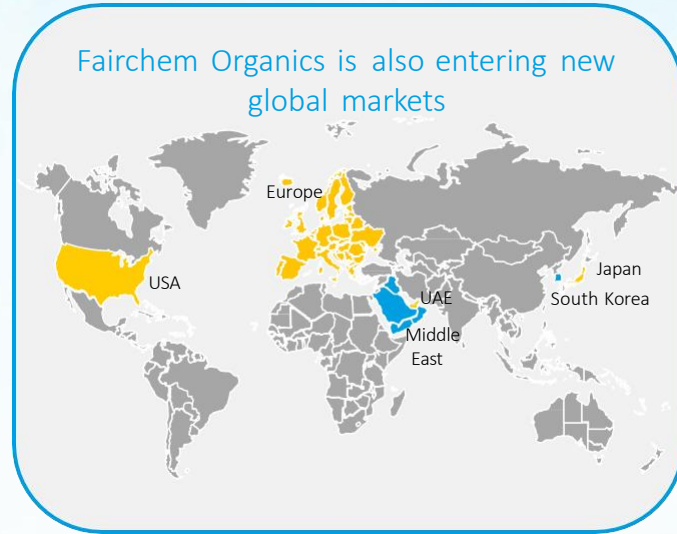
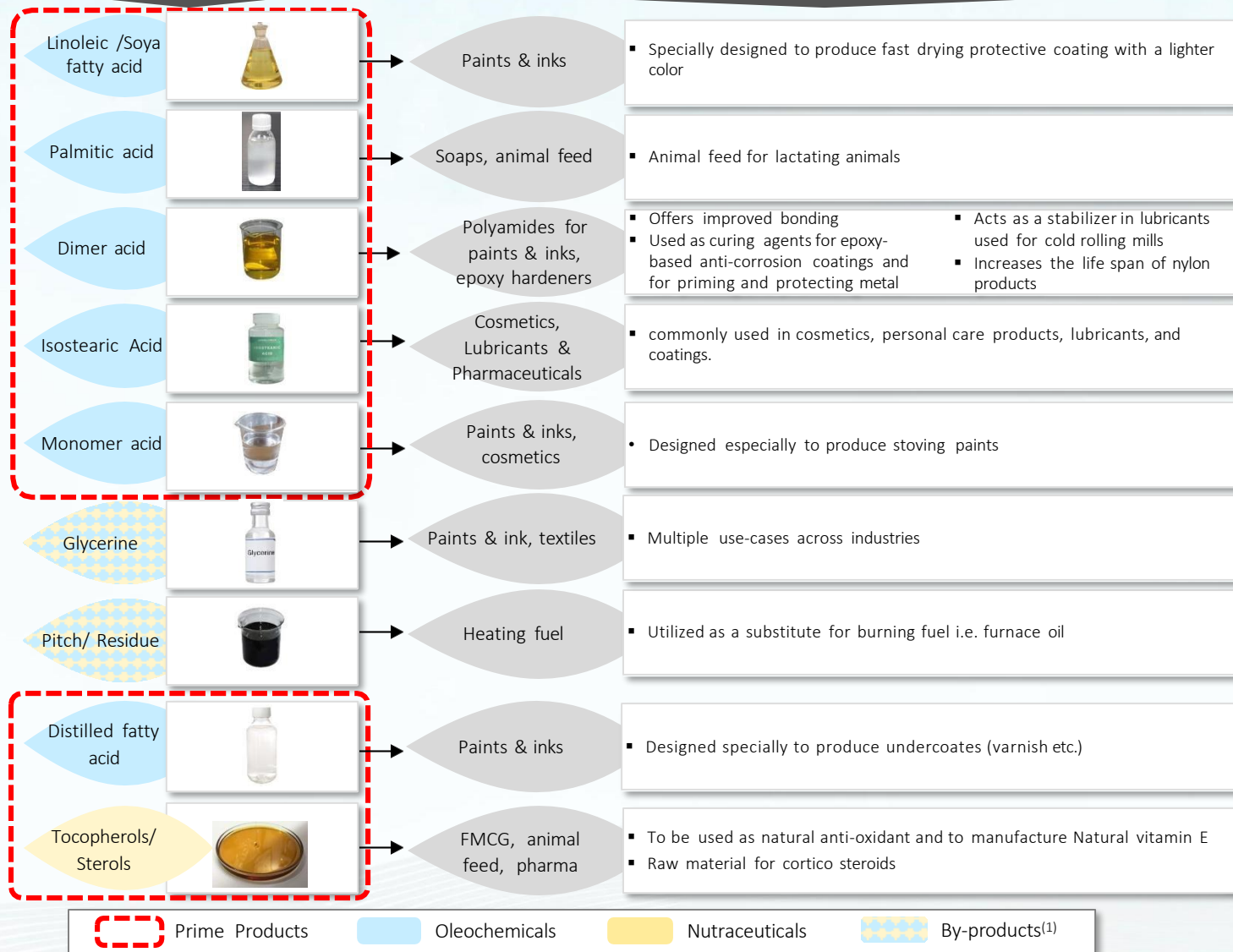
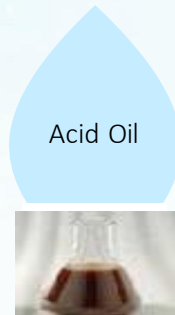


Product Overview – Existing Portfolio

Raw Materials

Output Products

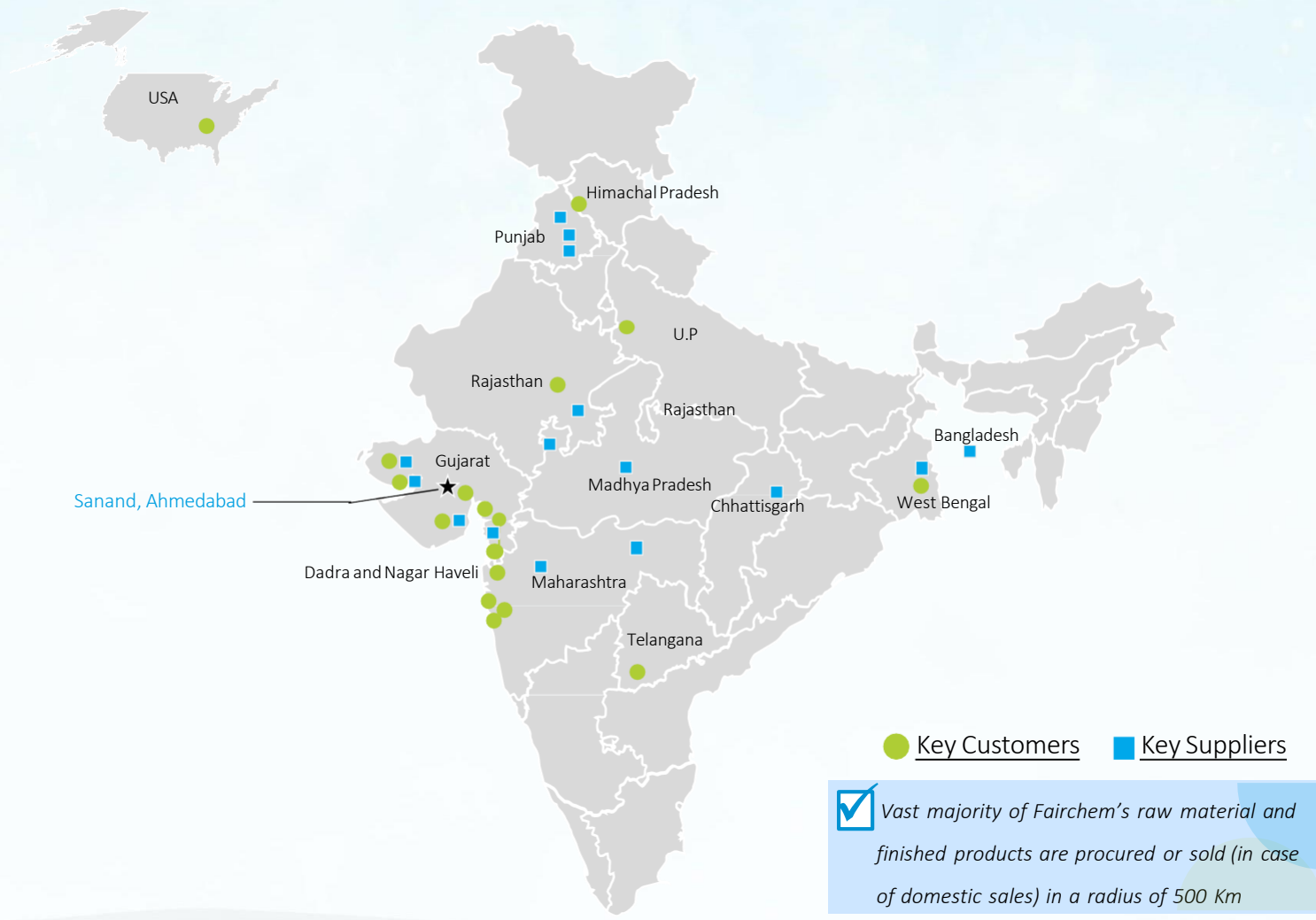
End Market Use-cases



Targeting to increase the export market share in all its prime product

(1) Pitch/ Residue are outputs of the processes run on both raw materials – Acid Oil and Deodorizer Distillate

Highly Differentiated “Waste-to-Wealth” Manufacturing Capabilities



"Make-in-India, Buy within India" strategy providing strong competitive moats while delivering operational excellence

Strong R&D Focus with an Experienced Team

Continued Investment in R&D and Innovation

- Highly skilled employee base with strong engineering focus and deep experience (average experience of 10 years in the firm)
- Capable of offering blends specific to customer requirements at short notice
- Low switching cost of process lines
- Built the capability to expand and contract production as required
- ‘Near-zero rejections’ of output stemming from strict quality controls



Fairchem’s state-of-the-art R&D Lab



R&D lab
established in
2018



Area:
386 sq mt



of employees:
13 (including 1
PhD)



Critical lab
equipment made in
European countries
viz. Switzerland,
Germany etc.

Industry Standards and Regulatory Credentials



ISO 9001: 2015 (Quality Management)
ISO 14001: 2015 (Environmental Management)
ISO 45001: 2018 (Occupational Health and Safety Management)



Fairchem's Competitive Advantage

Major Player in the Indian Oleo Chemical Market Using Renewable Resources

- Processing waste generated during edible oil refining process to produce high value oleo chemicals giving it price advantage
- Enjoy Leadership Position in the industry due to barriers to entry
- Focus on green manufacturing processes which reduce effluents to ensure sustainability

Strong Customer and Supplier Relationships

- Well entrenched Customer Relationships in high growth industries like Paint, Inks, FMCG, lubricants, cosmetics.
- Long lasting customer relationships of more than 15 years with various customers
- More than 20 years relationship with key raw material suppliers

Competitive Position

- Low cost of raw material and efficient manufacturing process enables it to be highly cost competitive vis a vis global peers
- Leading manufacturer in India for substantial part of the overall revenue
- Position to market entire quantity of Prime Products it produces

Experienced senior management

- Fairchem is well supported by an esteemed Promoter Institution – Fairfax India Holdings
- Strong and experienced management team that have positioned business well for continued growth and development
- Strong R&D team focusing on integration and green chemistry

Capital Efficiency

- Majority of the capacity expansion has been undertaken primarily through internal accruals.
- Recently concluded buy-back of INR 340 Mn in Jan-26.
- Judicious strategy on capacity expansion by evaluating market demand-supply scenario and working very closely with its customer base

ESG Initiatives

ENVIRONMENT

SOCIAL

GOVERNANCE

Effluent	Method of Disposal
Water Discharge	Zero Liquid Discharge by Multi Effect Evaporator and Agitated Thin Film Dryer
Air Emission	Currently, bag filters are there. We will have Scrubber System in place in near future.
Non-hazardous waste	We are sending the same to GPCB approved Solid Waste Disposable site for doing the needful there.
Hazardous waste	We are sending the same to GPCB approved registered Recycler / Co-processor.

- Dr. Jivraj Mehta Smarak Health Foundation – Purchase of advanced high-end sonography machines
- Measures benefitting the Armed forces, Police Forces, and Paramilitary forces, as well as their veterans, war widows and dependents
- Purchase of equipment for the benefit for the benefit of animal under animal welfare

- Always be adequately capitalized
- Not overleverage the balance sheet
- Secure sources of sustainable raw material supply
- Invest in backward and forward integration
- Transparent communications with all the stakeholders
- Low volatility in the cash flow generation
- Employees are given training on fire safety, first aid, housekeeping and cleanliness practices
- Production equipment tested every three years by external firm
- Near-zero factory accidents since inception⁽¹⁾

⁽¹⁾ Fire in November 2012 (with no casualties or injuries) was the only major incident since inception

Manufacturing Facility – Aerial Site Overview



High profile Board which has taken several initiatives to improve the corporate governance framework

- Rigorous adoption of risk framework by audit committee
- Internal controls testing and certification by statutory auditors
- IT systems upgraded to support controls environment
- Internal online compliance management system for tracking statutory compliances
- Implemented Business Continuity Plan for all plants
- Helpline system implemented for whistle blowing, sexual harassment, etc.
- Current auditors are KPMG, and audited by one of the Big 4 for the last 9 years

Executive / Non-executive directors



Nahoosh Jariwala
Managing Director
and Chairman

- Served as MD of Fairchem Speciality Limited (now known as Privi Speciality Chemicals Limited) since April, 2010 and currently MD & Chairman of Fairchem Organics
- Holds a bachelor's degree in commerce from Gujarat University
- Has work experience of more than 32 years in the chemical industry



Venkatraman Srinivasan
Independent Director

- Holds a bachelor's degree in commerce from University of Bombay and is a fellow member of Institute of Chartered Accountants of India
- Holds position of Independent director at Amal Ltd, Eimco Elecon (India) Ltd. and HDFC Life Insurance Company Ltd.



Sonal Vimal Ambani
Independent Director

- Holds a master's degree in business administration in marketing and finance and a doctorate in business management
- Has worked as an Assistant Vice President in Morgan Stanley Dean Witter



Sumit Maheshwari
Non-Executive
Director

- Presently serving as the MD and CEO of Fairbridge Capital Private Limited and has previously worked at KPMG
- Holds a MBA degree from ISB and is a associate member of the Institute of Chartered Accountants of India




Darius Dinshaw Pandole
Independent Director

- Recently retired as MD and CEO of JM Financial. Previously Partner at New Silk Route Advisors and IDFC Private Equity
- Holds a bachelor's degree from Harvard University and a master's degree from the University of Chicago
- Independent director at Mahindra Logistics Ltd.



Sudhin Choksey
Independent Director

- MD of Gruh Finance until Oct 2019, and a financial services veteran with 44+ years of industry experience
- Is an independent director of Gujarat Ambuja Exports Ltd., CSB Bank Ltd. And Sandesh Ltd. Further, he also serves as a Nominee Director of India Shelter Finance Corporation Ltd.
- Holds a Bachelor's degree from University of Mumbai and a member of the Institute of Chartered Accountants of India since 1978



Q4 | 12M FY26
Performance

Q4 | 12M FY26 Financial & Operational Highlights

Q4 FY26 Financial Performance

INR 1,169 Mn
Revenue from
Operations

INR 80 Mn
EBITDA

6.87%
EBITDA Margins

INR 47 Mn
PBT

INR 37 Mn
PAT

3.16%
PAT Margins

FY26 Financial Performance

INR 4,596 Mn
Revenue from
Operations

INR 216 Mn
EBITDA

4.70%
EBITDA Margins

INR 82 Mn
PBT

INR 62 Mn
PAT w/o.
Exceptional item

1.35%
PAT Margins

- Revenue from operations for Q4 FY26 declined by 3.2% Y-o-Y basis, reflecting weaker offtake from the paints industry
- EBITDA margin improved to 6.87% in Q4 FY26 due to better realization in domestic market due to lower imports
- While the macros are uncertain due to middle east crisis, we are consciously optimistic due to lower tariff in US, likely FTA with UK and EU and recent rupee devaluation likely to improve our export competitiveness in the coming year.

Quarterly Financial Performance

PARTICULARS (INR Mn)	Q4 FY26	Q4 FY25	Y-O-Y
Revenue from Operations	1,169	1,208	(3.2)%
Total Expenses	1,089	1,164	(6.4)%
EBITDA	80	44	81.7%
<i>EBITDA Margins (%)</i>	<i>6.87%</i>	<i>3.66%</i>	<i>321 Bps</i>
Other Income	5	5	121.5%
Depreciation	27	26	2.9%
Finance Cost	11	9	23.1%
PBT	47	11	325.4%
Tax	10	5	100.5%
PAT w/o. Exceptional item	37	6	521.8%
<i>PAT Margins (%)</i>	<i>3.16%</i>	<i>0.49%</i>	<i>267 Bps</i>
Exceptional Item- New Labour code(Net of tax)	0	-	NA
Other Comprehensive Income	1	-1	
Total Comprehensive Income	38	5	635.3%

Annual Financial Performance

PARTICULARS (INR Mn)	FY26	FY25	YOY
Revenue from Operations	4,596	5,379	(14.5)%
Total Expenses	4,380	4,951	(11.5)%
EBITDA	216	428	(49.5)%
<i>EBITDA Margins (%)</i>	4.70%	7.96%	(326) Bps
Other Income	13	13	(2.5)%
Depreciation	110	105	4.6%
Finance Cost	37	37	0.8%
PBT	82	299	(72.6)%
Tax	20	79	(74.8)%
PAT w/o. Exceptional item	62	220	(71.8)%
<i>PAT Margins (%)</i>	1.35%	4.09%	(274) Bps
Exceptional Item- New Labour code(Net of tax)	7	-	NA
Other Comprehensive Income	4	(1)	NA
Total Comprehensive Income	59	219	(73.0)%

Historical Income Statement

PARTICULARS (INR Mn)	FY24	FY25	FY26
Revenue from Operations	6,215	5,379	4,596
Total Expenses	5,545	4,951	4,380
EBITDA	670	428	216
<i>EBITDA Margins (%)</i>	<i>10.78%</i>	<i>7.96%</i>	<i>4.70%</i>
Other Income	11	13	13
Depreciation	93	105	110
Finance Cost	42	37	37
PBT	546	299	82
Tax	141	79	20
PAT w/o. Exceptional item	405	220	62
<i>PAT Margins (%)</i>	<i>6.52%</i>	<i>4.09%</i>	<i>1.35%</i>
Exceptional Item- New Labour code(Net of tax)	-	-	7
Other Comprehensive Income	(1)	(1)	4
Total Comprehensive Income	404	219	59
Basic/Diluted EPS (INR per share)	31.10	16.88	4.28

Historical Balance Sheet

ASSETS	FY24	FY25	FY26	EQUITY AND LIABILITIES	FY24	FY25	FY26
Non-Current Assets				EQUITY			
Property, Plant and Equipment	1,868	1,971	1,962	Equity Share Capital	130	130	126
Capital work-in-progress	60	117	184	Instruments entirely equity in nature			
Right of use assets	41	40	0	Other Equity	2,769	2,890	2,505
Intangible Assets	3	2	0		2,899	3,020	2,631
Intangible Assets Under Development	-	-	-	LIABILITIES			
Financial Assets				Non-Current Liabilities			
(i) Other Financial Assets	2	2	2	Financial Liabilities			
Non-current Tax Assets (Net)	19	67	39	Borrowings	-	-	-
Other Non-current Assets	22	13	3	Provisions	22	25	31
	2,015	2,212	2,191	Deferred Tax Liabilities (Net)	161	187	206
Current Assets					183	212	236
Inventories	697	883	922	Current Liabilities			
Financial Assets				Financial Liabilities			
(i) Trade receivables	568	861	681	(i) Borrowings	73	630	837
(ii) Cash and Bank Balance	1	13	12	(ii) Trade Payables	130	83	110
Other current assets	62	49	103	(iii) Other financial liabilities	3	16	20
	1,328	1,806	1,718	Other current liabilities	43	43	62
TOTAL ASSETS	3,343	4,018	3,910	Provisions	11	14	11
				Current Tax Liabilities (Net)	1	-	-
					261	786	1,042
				TOTAL EQUITY AND LIABILITIES	3,343	4,018	3,910

Historical Cash Flow Statement

PARTICULARS (INR Mn)	FY24	FY25	FY26
Cash and Cash Equivalents at Beginning of the year	0.1	0.1	0.1
Cash Flow From Operating Activities	745	(168)	416
Cash Flow from Investing Activities	(176)	(255)	(137)
Cash Flow From Financing Activities	(569)	423	(279)
Net Inc./ (Dec.) in Cash and Cash Equivalent	-	-	-
Cash and Cash Equivalents at End of the year	0.1	0.1	0.1

Business Strategy | Way forward

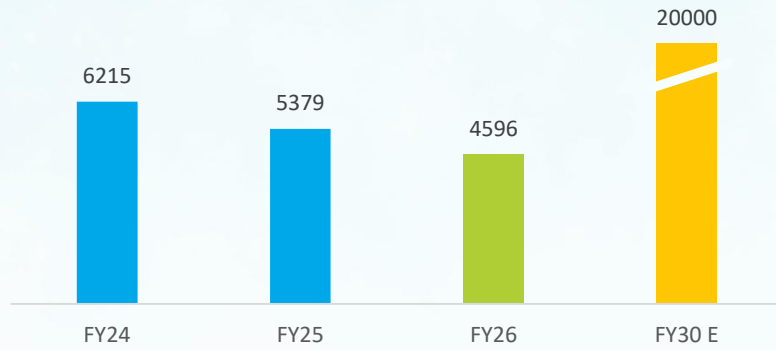
- We have currently working on 4 key strategies
 1. Cost optimization
 2. Product upgradation
 3. New product
 4. Geographical diversification

Cost optimization	Product Upgradation	New product	Geographical Diversification
<ul style="list-style-type: none"> • Energy savings has accrued by conducting in depth detailed energy audit and have achieved significant reduction in energy • Substitution of imported catalyst with domestic sourced catalyst. 	<ul style="list-style-type: none"> • Low titre Linoleic Acid used in oil field drilling industry. • Distilled dimer. • Fatty oil upgradation to be used in heating. 	<ul style="list-style-type: none"> • By pass fat to be produced from PFAD. • Isostearic Acid adoption in cosmetic Industry. • Adoption of one more raw material to produce niche chemical 	<ul style="list-style-type: none"> • With current level playing tariff with US and proposed FTA with EU/UK, we aim to increase the export to initially by 25% and eventually at 50% of the sales.

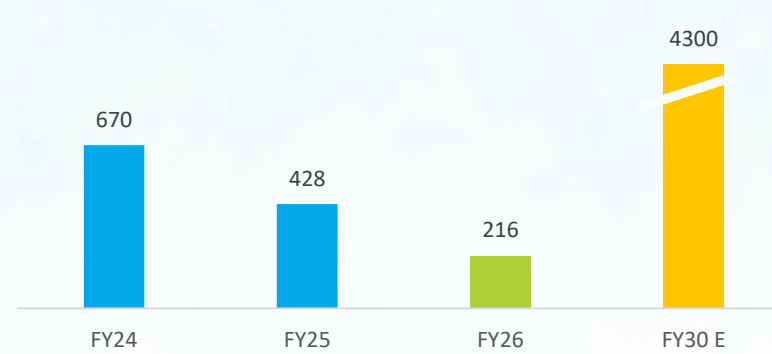
- The above strategy will result to agile/cost efficient production operations and diversification in raw material, Industry segment and geography

Key Financial Highlights & Way forward

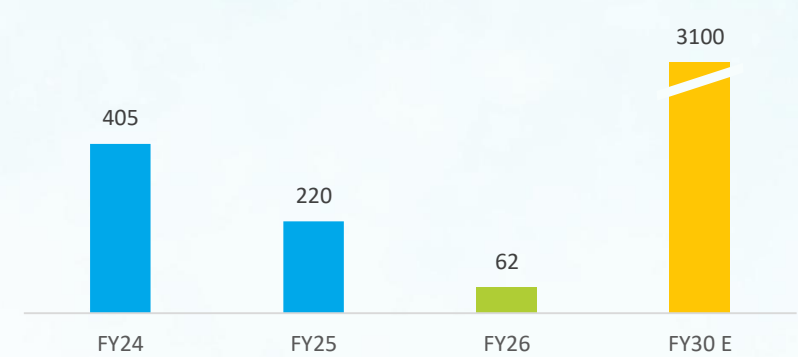
Revenue



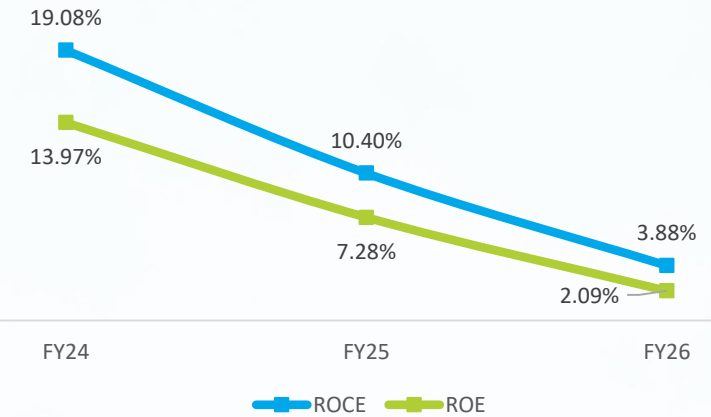
EBIDTA



PAT



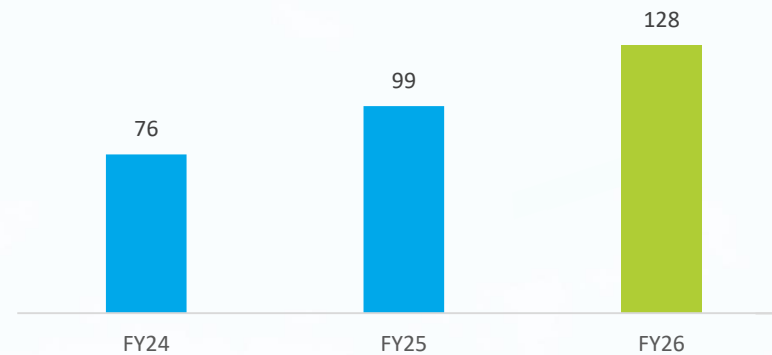
Return Ratio



Net Debt to Equity

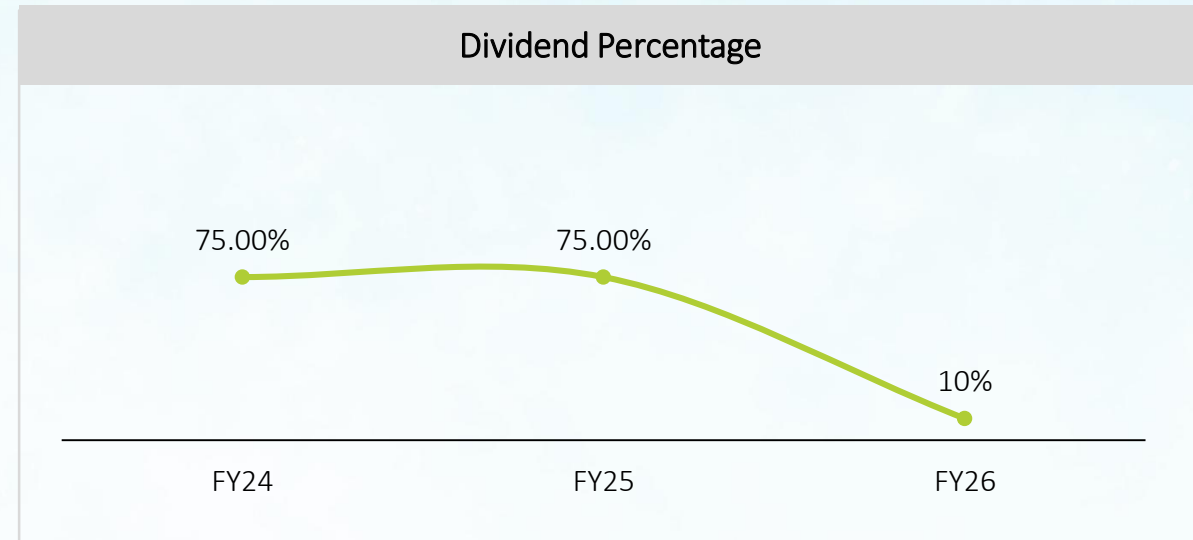
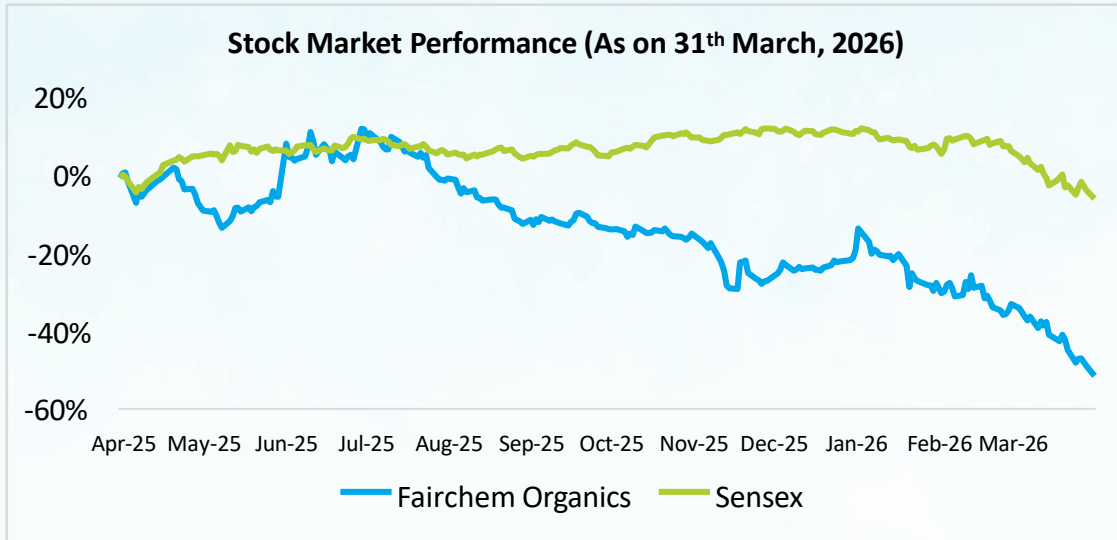


Cash Conversion Cycle Days

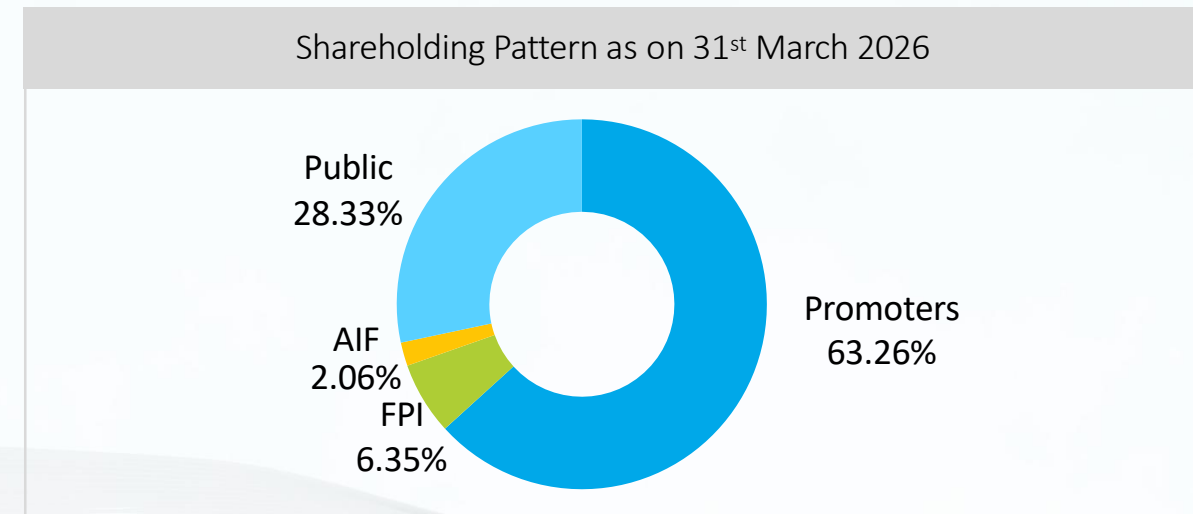


Note: During the 6th May 2026 board meeting, management highlighted the challenges faced by the company in its financial performance during the FY26, primarily due to weak demand. The month of March 2026 has seen some improvements on account of better price realization in our prime products. Financial projections stated above are subject to revision, as the Company's profitability is subject to macro conditions, and performance of the new products that will be launched.

Capital Market Data



Price Data as of 31 st March 2026	INR
Face Value	10.0
Market Price (BSE)	433.5
52 Week H/L	1,100.0/427.9
Market Cap (Mn)	5,460.9
Equity Shares Outstanding (Mn)	12.6
1 Year Avg Trading Volume ('000)	23.1



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For further details, please feel free to contact our Investor Relations Representatives:



Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-4903-9500
Email: fairchem@valoremadvisors.com
Investor Kit-link- <https://www.valoremadvisors.com/fairchem>