



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

October 22, 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: - Q2 (F.Y. 2026-27) 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 six months ended on September 30, 2026.

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

Thanking you,

Yours faithfully,
For Fairchem Organics Limited

JATIN JAIN

Digitally signed by JATIN JAIN
DN: c=IN, postalCode=380058, st=GUJARAT,
street=C-502, KUNJ NEST, AHMEDABAD, RS,
VISHWAKUNJI-1, 380058, fo=AHMEDABAD, o=Personal,
serialNumber=3e569917467ec4e195cd70bb3cfa8a408d7236,
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pseudoym=affc7d9fefa4d5b60338ce4b55b25ac,
2.5.4.20=3e569917467ec4e195cd70bb3cfa8a408d7236,
60020140d9c75e4b69c5, email=JATIN.JAIN@FAIRCHEM.LIN,
cn=JATIN JAIN
Date: 2026.10.22 21:33:04 +05'30'

Jatin Jain
Company Secretary & Compliance Officer
ACS - 24293

Encl: As above

Fairchem Organics Limited



Earnings Presentation

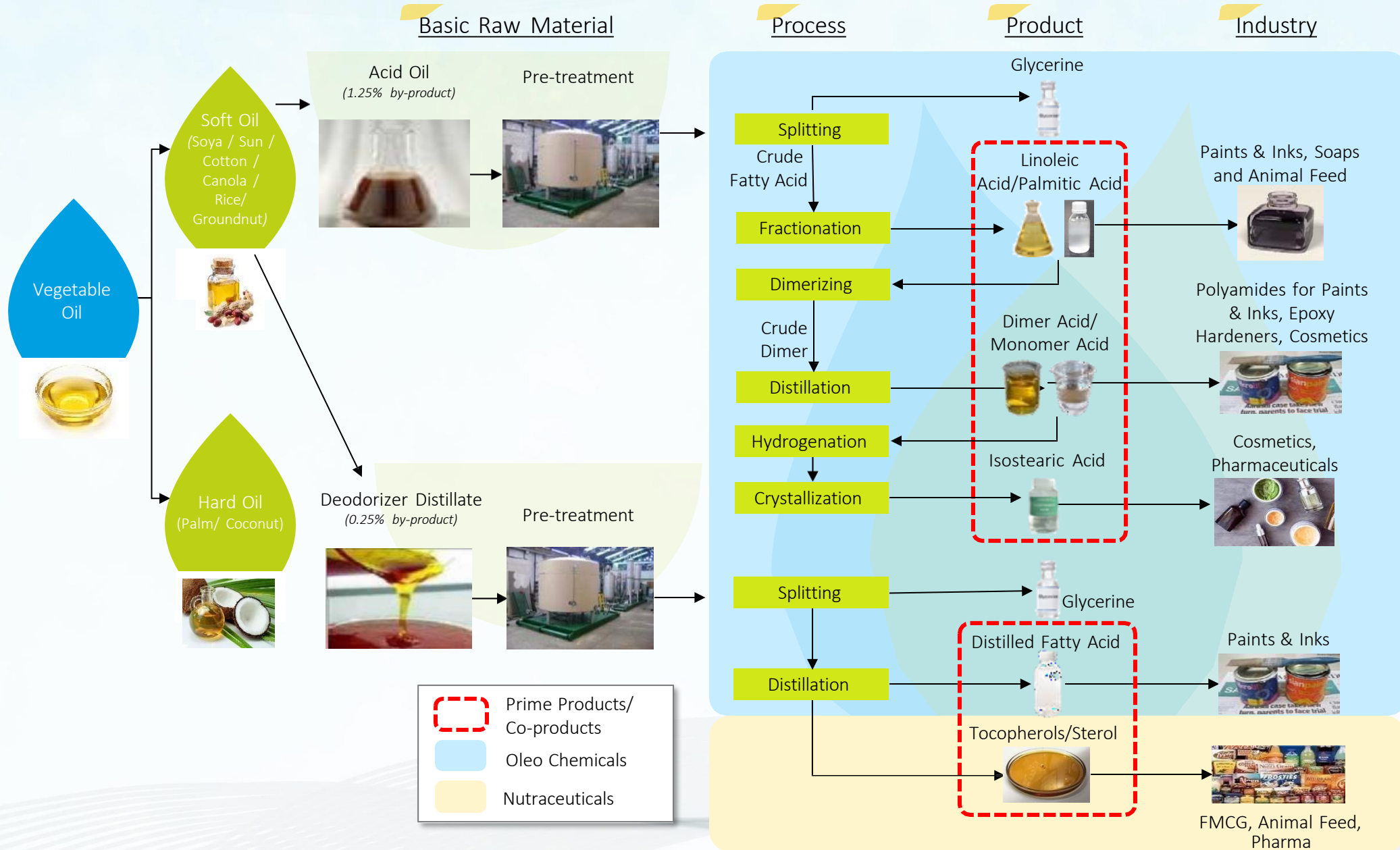
Q2 | FY27

Business Overview

Company at a Glance

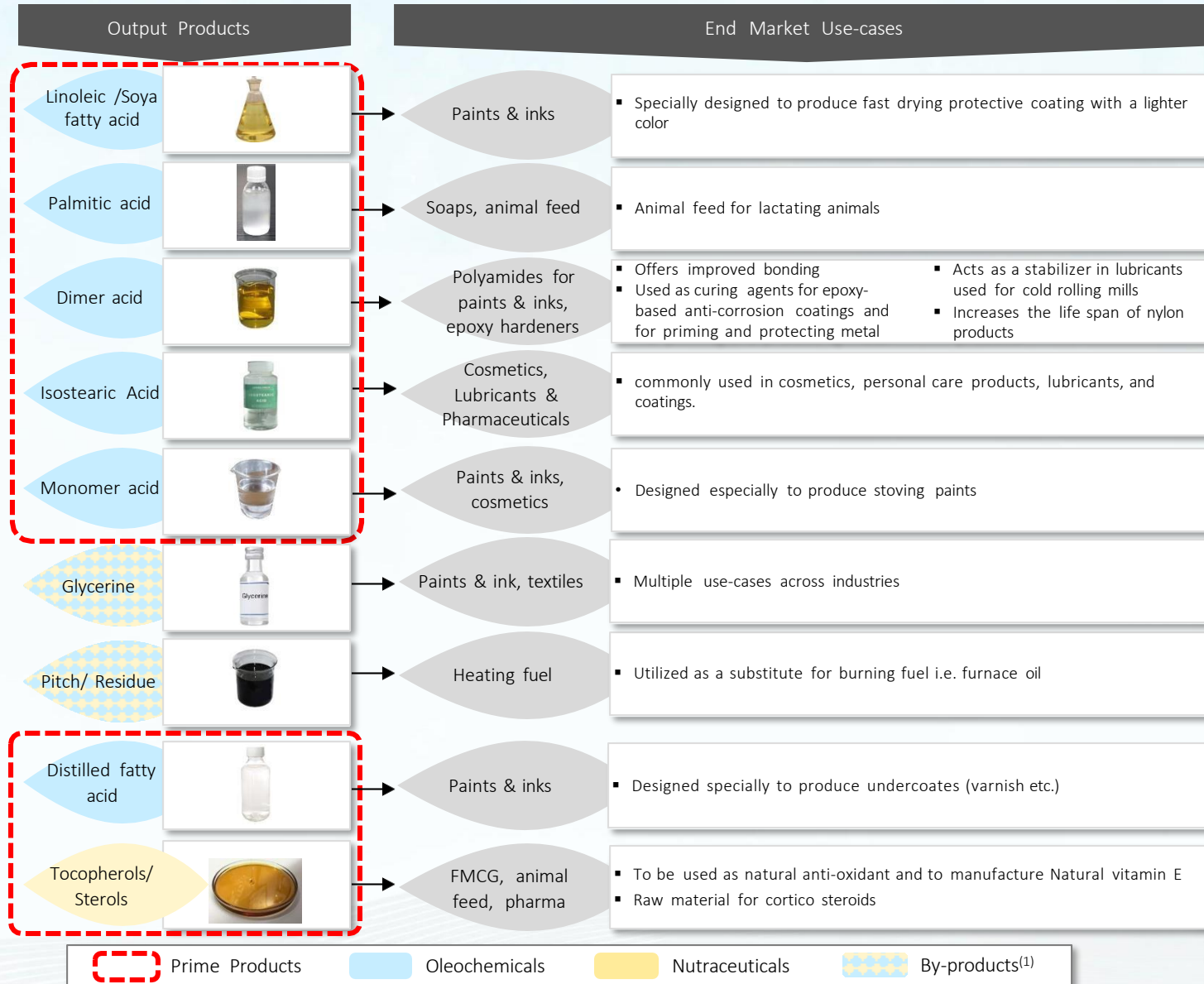
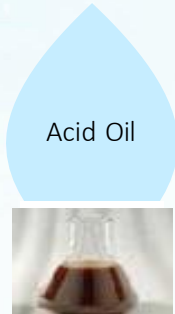


Manufacturing Process Overview

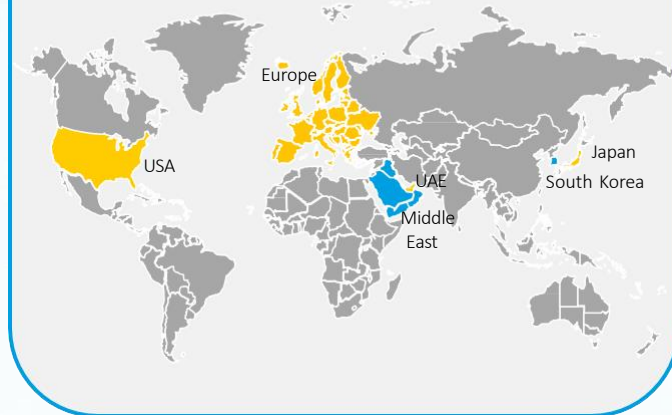


Product Overview – Existing Portfolio

Raw Materials



Fairchem Organics is also entering new global markets



Existing Markets New Markets

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

1 Unique Manufacturing Capabilities

- Processing waste from edible oil refining process to produce high value oleochemicals
- Focus on green manufacturing processes which reduces effluents to ensure sustainability



Green chemicals are the ingredients of choice to achieve a circular economy

2 One of the Lowest Cost Producer Globally

- Low cost of raw material as Fairchem purchases waste products from oil refineries
- Efficient manufacturing process comparable to global peers enables it to be highly cost competitive
- Operational excellence with a strategically located facility



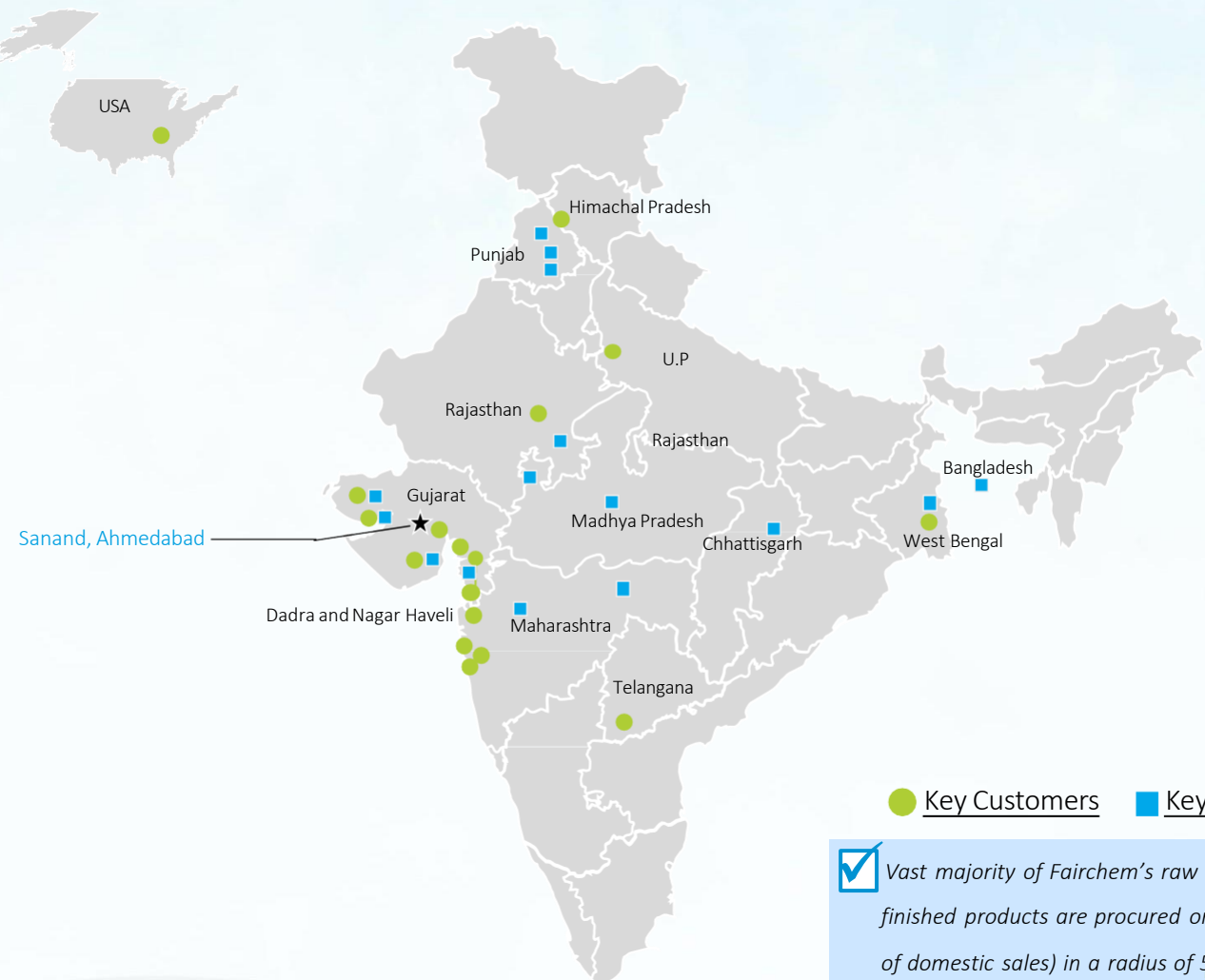
Strong moat of secure and low-cost raw material supply enabling Fairchem to be the lowest cost producer globally

3 Valuable Supplier Relationships

- Fairchem has long and meaningful relationships with the supplier base (100+ suppliers on-board)
- Bulk procurement at prices superior to alternative disposal options for suppliers - refineries
- Buys directly from refineries, on an 'as-is-where-is' basis at the factory gate on short payment cycles



Large off-take capability enabling strong purchasing power with suppliers



"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



Experienced and Professional Management with Strong Governance Framework

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



Q2 FY27 Performance

Q2 | H1 FY27 Financial & Operational Highlights

Q2 FY27 Financial Performance

Rs 1,669 Mn Revenue from Operations	Rs 175 Mn EBITDA	10.51% EBITDA Margins
Rs 137 Mn PBT	Rs 102 Mn PAT	6.09% PAT Margins

H1 FY27 Financial Performance

Rs 3,431 Mn Revenue from Operations	Rs 354 Mn EBITDA	10.32% EBITDA Margins
Rs 273 Mn PBT	Rs 202 Mn PAT	5.88% PAT Margins

- Revenue from operations for H1 FY27 improved by 41.4% Y-o-Y basis on account of higher price realization primarily due to higher raw material cost and higher import finished product cost.
- EBITDA margin improved to 10.32% in H1 FY27 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, FTA/Likely FTA with UK and EU, recent reduction in import duty on crude soya oil from 16.5% to 11.0% likely to improve the availability of raw material and in turn our capacity utilization during the year.

Q2 | Financial Performance

PARTICULARS (Rs Mn)	Q2 FY27	Q2 FY26	Y-O-Y
Revenue from Operations	1,669	1,115	49.7%
Total Expenses	1,494	1,073	39.2%
EBITDA	175	42	316.7%
<i>EBITDA Margins (%)</i>	<i>10.51%</i>	<i>3.77%</i>	<i>674 Bps</i>
Other Income	1	4	(75.0)%
Depreciation	28	28	0.0%
Finance Cost	11	6	83.3%
PBT	137	12	1041.7%
Tax	35	4	775.0%
PAT w/o. Exceptional item	102	8	1175.0%
<i>PAT Margins (%)</i>	<i>6.09%</i>	<i>0.72%</i>	<i>537 Bps</i>
Other Comprehensive Income	2	-1	
Total Comprehensive Income	104	7	1385.7%

H1 | Financial Performance

PARTICULARS (Rs Mn)	H1 FY27	H1 FY26	Y-O-Y
Revenue from Operations	3,431	2,426	41.4%
Total Expenses	3,077	2,332	31.9%
EBITDA	354	94	276.6%
<i>EBITDA Margins (%)</i>	<i>10.32%</i>	<i>3.87%</i>	<i>645 Bps</i>
Other Income	5	5	
Depreciation	56	55	1.8%
Finance Cost	30	16	87.5%
PBT	273	28	875.0%
Tax	71	9	688.9%
PAT w/o. Exceptional item	202	19	963.2%
<i>PAT Margins (%)</i>	<i>5.88%</i>	<i>0.78%</i>	<i>510 Bps</i>
Other Comprehensive Income	-2	-1	
Total Comprehensive Income	200	18	1011.1%

Historical Income Statement

PARTICULARS (Rs Mn)	FY24	FY25	FY26	H1 FY27
Revenue from Operations	6,215	5,379	4,596	3,431
Total Expenses	5,545	4,951	4,380	3,077
EBITDA	670	428	216	354
<i>EBITDA Margins (%)</i>	<i>10.78%</i>	<i>7.96%</i>	<i>4.70%</i>	<i>10.32%</i>
Other Income	11	13	13	5
Depreciation	93	105	110	56
Finance Cost	42	37	37	30
PBT	546	299	82	273
Tax	141	79	20	71
PAT w/o. Exceptional item	405	220	62	202
<i>PAT Margins (%)</i>	<i>6.52%</i>	<i>4.09%</i>	<i>1.35%</i>	<i>5.88%</i>
Exceptional Item- New Labour code(Net of tax)	-	-	7	0
Other Comprehensive Income	(1)	(1)	4	-2
Total Comprehensive Income	404	219	59	200
Basic/Diluted EPS (INR per share)	31.10	16.88	4.28	16.02*

* Not annualized

Historical Balance Sheet

ASSETS (Rs Mn)	FY25	FY26	H1 FY27
Non-Current Assets			
Property, Plant and Equipment	1,971	1,962	2,048
Capital work-in-progress	117	184	83
Right of use assets	40	0	19
Intangible Assets	2	0	
Intangible Assets Under Development	-	-	
Financial Assets			
(i) Other Financial Assets	2	2	0
Non-current Tax Assets (Net)	67	39	29
Other Non-current Assets	13	3	5
	2,212	2,191	2184
Current Assets			
Inventories	883	922	699
Financial Assets			
(i) Trade receivables	861	681	1002
(ii) Cash and Bank Balance	13	12	14
Other current assets	49	103	85
	1,806	1,718	1800
TOTAL ASSETS	4,018	3,910	3984

EQUITY AND LIABILITIES (Rs Mn)	FY25	FY26	H1 FY27
EQUITY			
Equity Share Capital	130	126	126
Instruments entirely equity in nature			
Other Equity	2,890	2,505	2692
	3,020	2,631	2818
LIABILITIES			
Non-Current Liabilities			
Financial Liabilities			
Borrowings	-	-	-
Lease Liabilities			16
Provisions	25	31	45
Deferred Tax Liabilities (Net)	187	206	209
	212	236	270
Current Liabilities			
Financial Liabilities			
(i) Borrowings	630	837	686
(ii) Trade Payables	83	110	113
(iii) Other financial liabilities	16	20	20
Other current liabilities	43	62	62
Provisions	14	11	9
Current Tax Liabilities (Net)	-	-	6
	786	1,042	896
TOTAL EQUITY AND LIABILITIES	4,018	3,910	3984

Historical Cash Flow Statement

PARTICULARS (Rs Mn)	FY25	FY26	H1 FY27
Cash and Cash Equivalents at Beginning of the year	0.1	0.1	0.1
Cash Flow From Operating Activities	(168)	416	240
Cash Flow from Investing Activities	(255)	(137)	(44)
Cash Flow From Financing Activities	423	(279)	(196)
Net Inc./ (Dec.) in Cash and Cash Equivalent	-	-	-
Cash and Cash Equivalents at End of the year	0.1	0.1	0.1

- We have currently working on 4 key strategies

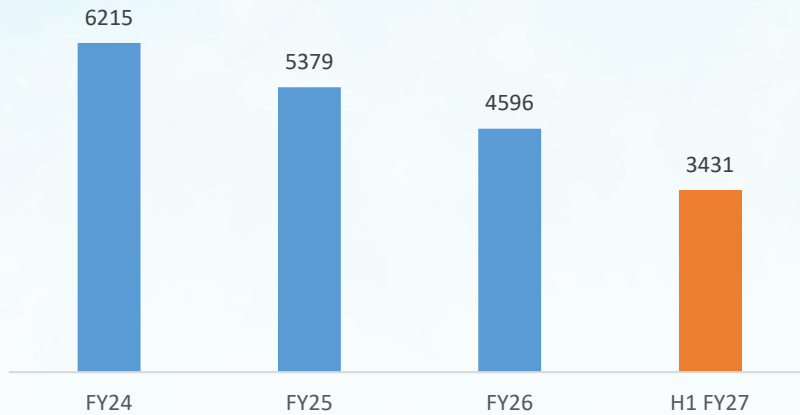
1. Cost optimization
2. Product upgradation
3. New product
4. Geographical diversification

Cost optimization	Product Upgradation	New product	Geographical Diversification
• 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.	• Low titre Linoleic Acid used in oil field drilling industry. • Distilled dimer. • Fatty oil upgradation to be used in heating.	• By pass fat to be produced from PFAD. • Isostearic Acid adoption in cosmetic Industry. • Adoption of one more raw material to produce niche chemical	• 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.

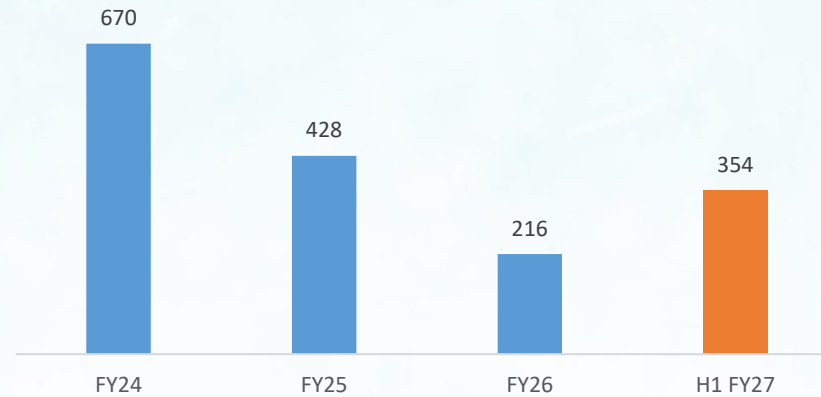
- The above strategy will result to agile/cost efficient production operations and diversification in raw material, Industry segment and geography

Key Financial Highlights & Way forward

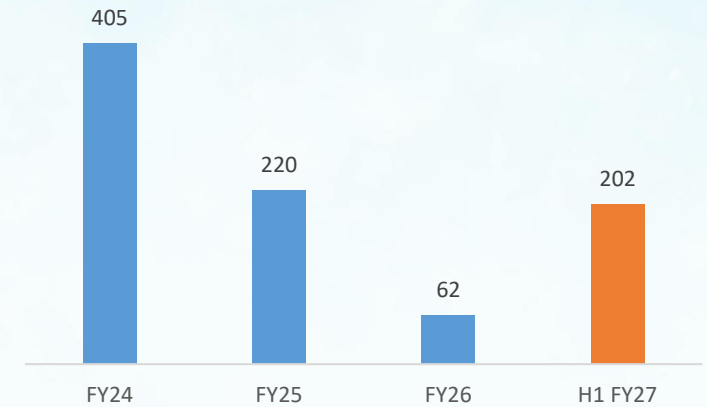
Revenue



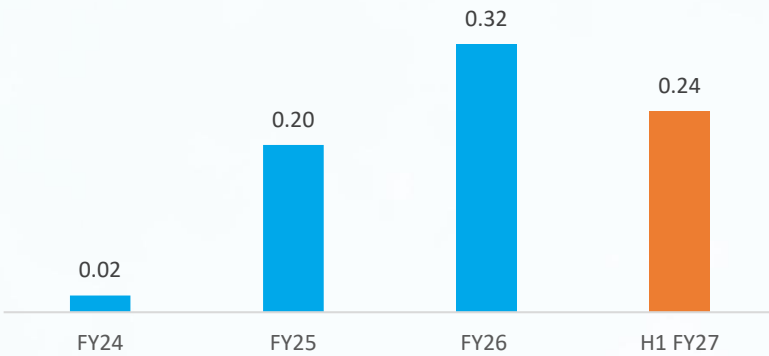
EBIDTA



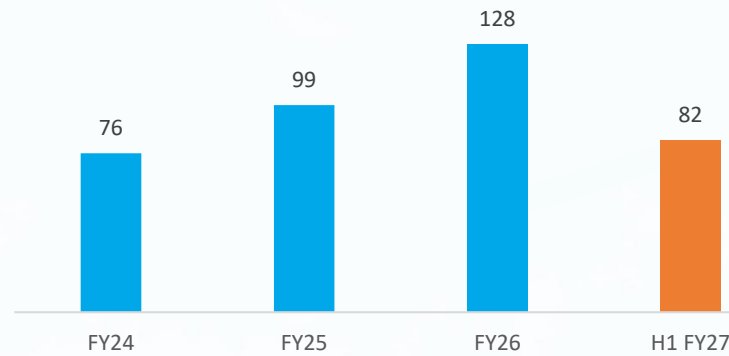
PAT



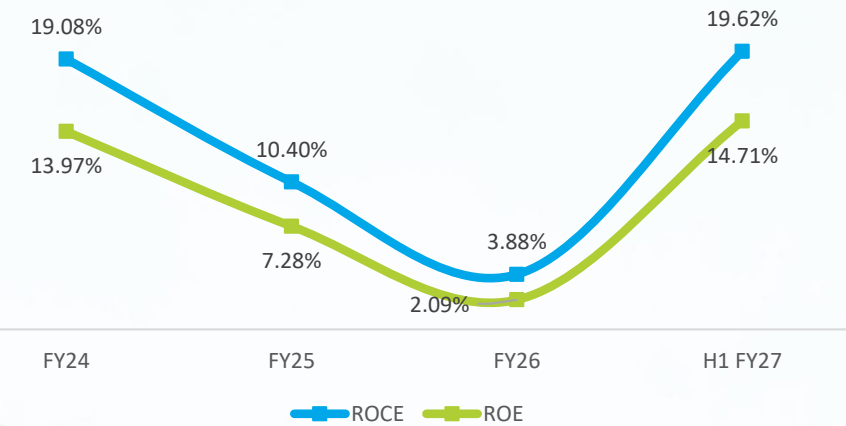
Net Debt to Equity



Cash Conversion Cycle Days

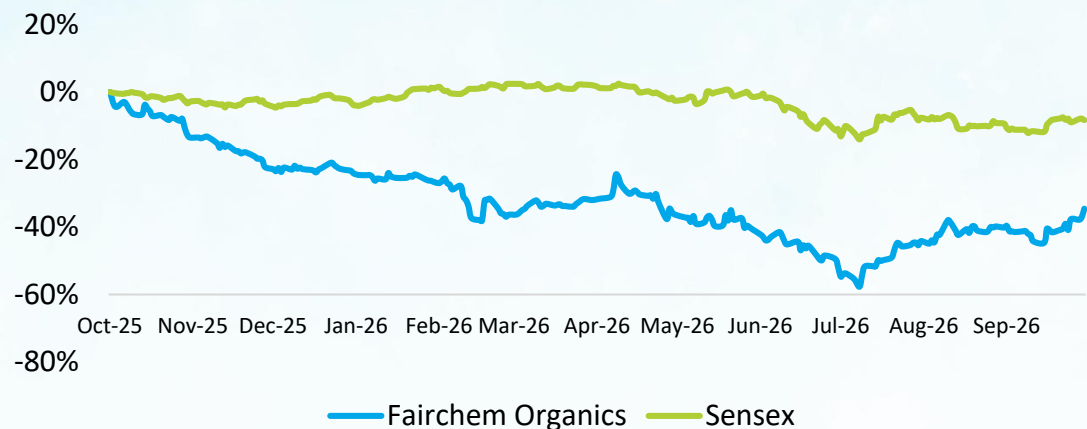


Return Ratio

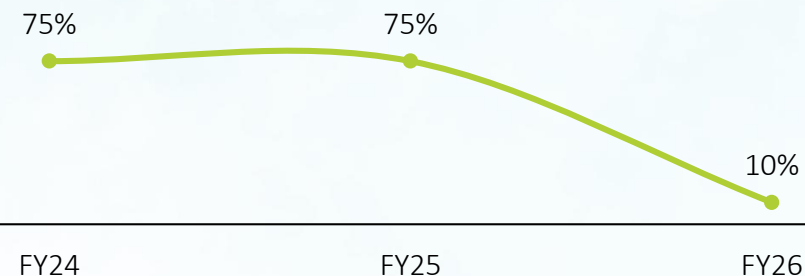


Capital Market Data

Stock Market Performance (As on 30th September, 2026)



Dividend Percentage

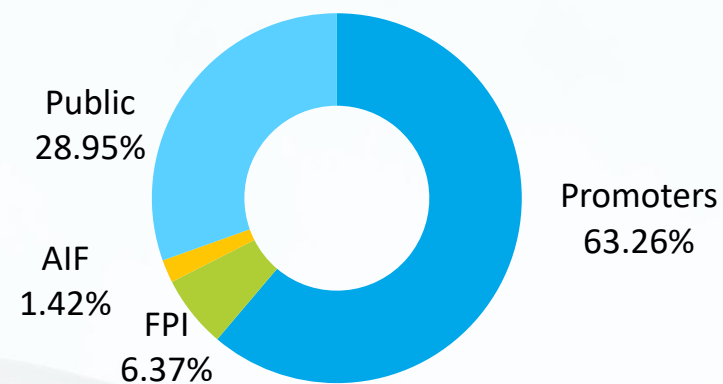


Price Data as of 30th September 2026

Rs

Face Value	10.0
Market Price (BSE)	675.0
52 Week H/L	826.8/427.9
Market Cap (Mn)	8502.8
Equity Shares Outstanding (Mn)	12.6
1 Year Avg Trading Volume ('000)	24.0

Shareholding Pattern as on 30th September 2026



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Mr. Anuj Sonpal

Valorem Advisors

Tel: +91-22-4903-9500

Email: fairchem@valoremadvisors.com

Investor Kit-link- <https://www.valoremadvisors.com/fairchem>