FAIRCHEM ORGANICS LIMITED

FAIRCHEM
A FAIRFAX COMPANY

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Taluka: Sanand, District: Ahmedabad – 382 115, GUJARAT, INDIA
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E-mail : cs@fairchem.in
CIN: L24200GJ2019PLC129759 website: www.fairchem.in

July 27, 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

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

Dear Sirs,

Sub: - Q1 (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 ended on June 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,BS VISWAKUNJ-1 ,380058, l=AHMEDABAD, o=Personal, serialNumber=3e569917467ec4ea195cd70bb3cfa8a408df2363aab7deb1fe6707caf9b4375f, pseudonym=affc97df9efa4d5bb0338ce4b55b25ac, 2.5.4.20=8e669fe734a95b82ef47b6c67700c3729876bed18ec6f0020140d9c754ebb9c9, email=JATIN.JAIN@FAIRCHEM.IN, cn=JATIN JAIN
Date: 2026.07.27 16:47:23 +05'30'

Jatin Jain
Company Secretary & Compliance Officer
ACS - 24293

Encl: As above

Fairchem Organics Limited

Earnings Presentation

Q1 | FY27

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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

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

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

Promoted by Fairfax India Holdings and backed by experienced Management team

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

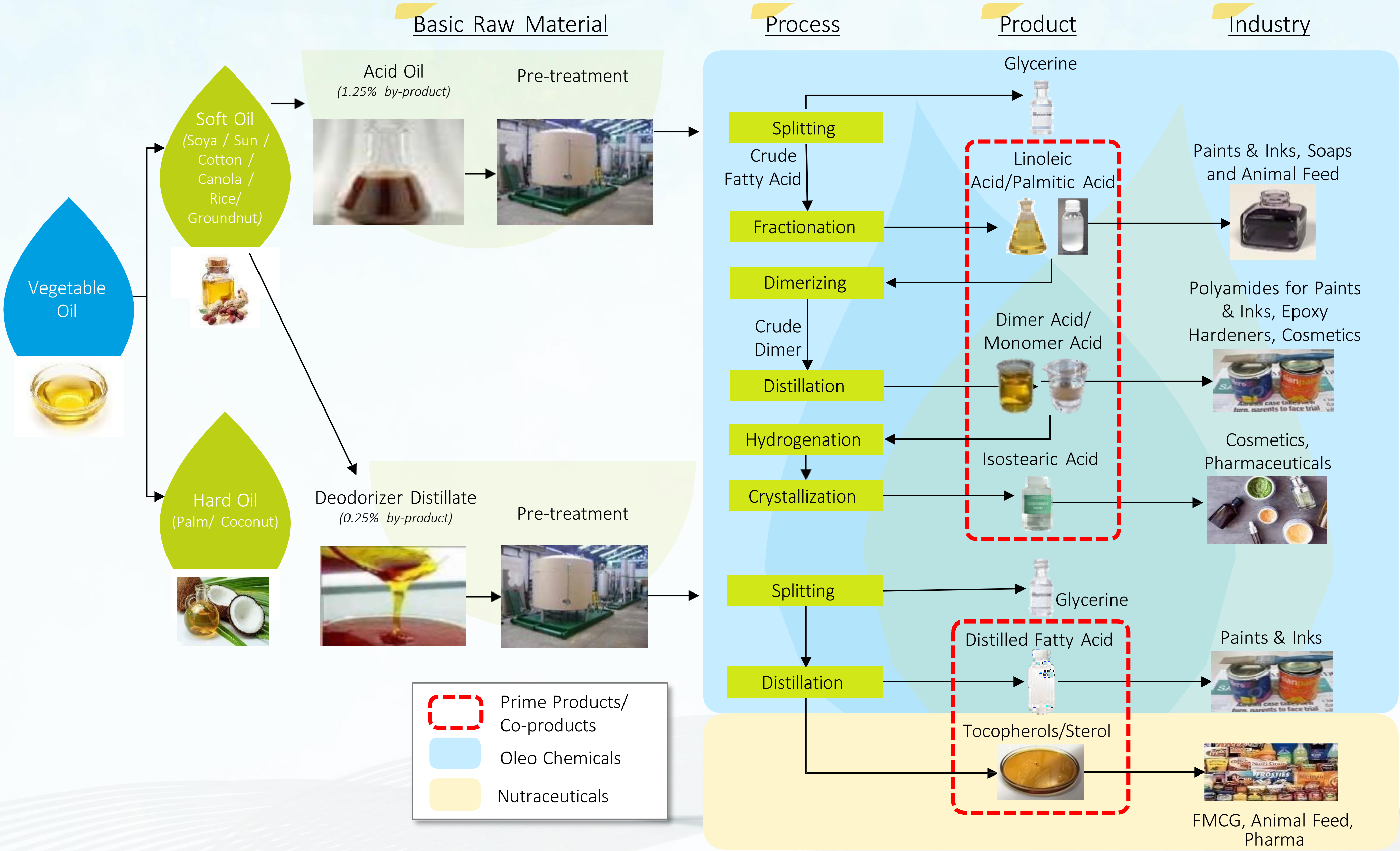
Forward integration to make value added products from co-product – Monomer (Monobasic) Fatty Acid – stream to make Isostearic Acid

Raw materials throughput capacity expansion completed with minimal capex

Export of Isostearic Acid to several countries already in place

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

Manufacturing Process Overview



Product Overview – Existing Portfolio

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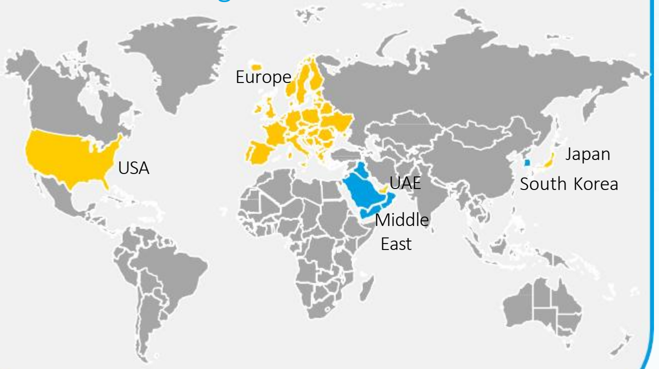
Raw Materials	Output Products	End Market Use-cases	
Acid Oil	Linoleic /Soya fatty acid	Paints & inks	▪ Specially designed to produce fast drying protective coating with a lighter color
Acid Oil	Palmitic acid	Soaps, animal feed	▪ Animal feed for lactating animals
Acid Oil	Dimer acid	Polyamides for paints & inks, epoxy hardeners	▪ Offers improved bonding ▪ Used as curing agents for epoxy-based anti-corrosion coatings and for priming and protecting metal ▪ Acts as a stabilizer in lubricants used for cold rolling mills ▪ Increases the life span of nylon products
Acid Oil	Isostearic Acid	Cosmetics, Lubricants & Pharmaceuticals	▪ commonly used in cosmetics, personal care products, lubricants, and coatings.
Acid Oil	Monomer acid	Paints & inks, cosmetics	• Designed especially to produce stoving paints
	Glycerine	Paints & ink, textiles	▪ Multiple use-cases across industries
	Pitch/ Residue	Heating fuel	▪ Utilized as a substitute for burning fuel i.e. furnace oil
Deodorizer Distillate	Distilled fatty acid	Paints & inks	▪ Designed specially to produce undercoates (varnish etc.)
Deodorizer Distillate	Tocopherols/ Sterols	FMCG, animal feed, pharma	▪ To be used as natural anti-oxidant and to manufacture Natural vitamin E ▪ Raw material for cortico steroids

Prime Products | Oleochemicals | Nutraceuticals | By-products(1)

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

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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

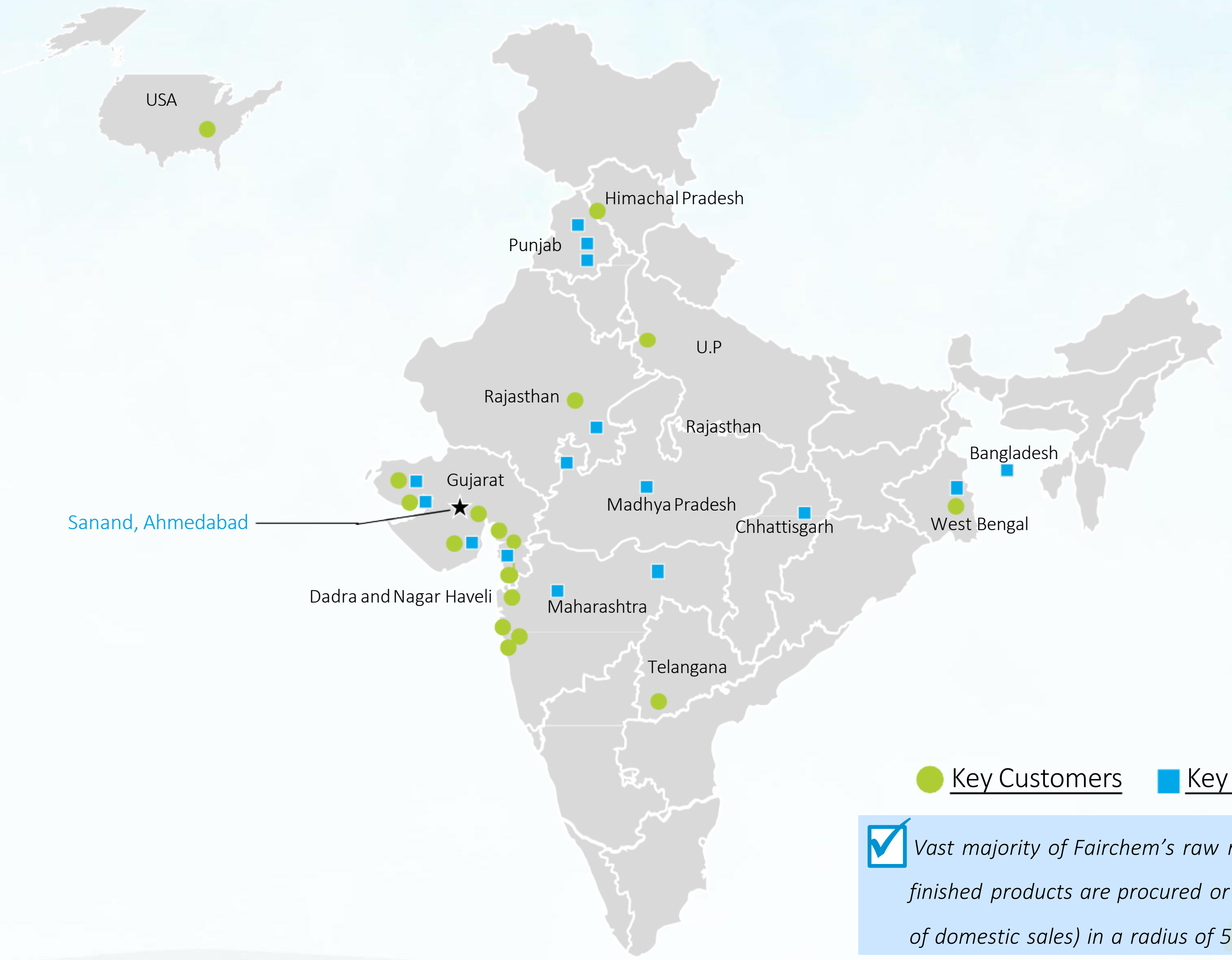
- Low cost of raw material as Fairchem purchases waste products from oil refineries
- Efficient manufacturing process comparable to global peers enables it to be highly cost competitive
- Operational excellence with a strategically located facility

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



Vast majority of Fairchem's raw material and finished products are procured or sold (in case of domestic sales) in a radius of 500 Km

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

Strong R&D Focus with an Experienced Team

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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

Bureau Veritas Certification

ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018

ISO 9001: 2015 (Quality Management)

ISO 14001: 2015 (Environmental Management)

ISO 45001: 2018 (Occupational Health and Safety Management)

Fairchem's Competitive Advantage

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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

FAIRCHEM

ENVIRONMENT

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.

SOCIAL

- 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

GOVERNANCE

- 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

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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

Sumit Maheshwari
Non-Exectuive 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

Independent Directors

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.

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.

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

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

Q1 FY27 Performance

Q1 FY27 Financial & Operational Highlights

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Q1 FY27 Financial Performance

INR 1,761 Mn Revenue from Operations	INR 179 Mn EBITDA	10.16% EBITDA Margins
INR 136 Mn PBT	INR 100 Mn PAT	5.68% PAT Margins

- Revenue from operations for Q1 FY27 improved by 34.3% Y-o-Y basis due to higher price realization primarily due to higher raw material cost and due to lower imports due supply chain constraints
- EBITDA margin improved to 10.16% in Q1 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 with UK, Likely FTA with EU and recent rupee devaluation likely to improve our capacity utilization during the year.

Quarterly Financial Performance

PARTICULARS (INR Mn)	Q1 FY27	Q1 FY26	Y-O-Y
Revenue from Operations	**1,761**	**1,311**	**34.4%**
Total Expenses	1,583	1,259	25.8%
EBITDA	**179**	**52**	**242.1%**
EBITDA Margins (%)	*10.16%*	*3.97%*	*616 Bps*
Other Income	3	1	
Depreciation	27	27	0.2%
Finance Cost	18	10	82.8%
PBT	**136**	**16**	**744.1%**
Tax	36	4	719.7%
PAT w/o. Exceptional item	**100**	**12**	**753.3%**
PAT Margins (%)	*5.68%*	*0.92%*	*479 Bps*
Exceptional Item- New Labour code(Net of tax)	0	-	
Other Comprehensive Income	(4)	(1)	
Total Comprehensive Income	**96**	**11**	**768.2%**

Historical Income Statement

PARTICULARS (INR Mn)	FY24	FY25	FY26	Q1 FY27
Revenue from Operations	**6,215**	**5,379**	**4,596**	**1,761**
Total Expenses	5,545	4,951	4,380	1,583
EBITDA	**670**	**428**	**216**	**179**
EBITDA Margins (%)	*10.78%*	*7.96%*	4.70%	*10.16%*
Other Income	11	13	13	3
Depreciation	93	105	110	27
Finance Cost	42	37	37	18
PBT	**546**	**299**	**82**	**136**
Tax	141	79	20	36
PAT w/o. Exceptional item	**405**	**220**	**62**	**100**
PAT Margins (%)	*6.52%*	*4.09%*	1.35%	*5.68%*
Exceptional Item- New Labour code(Net of tax)	-	-	7	0
Other Comprehensive Income	(1)	(1)	4	(4)
Total Comprehensive Income	**404**	**219**	**59**	**96**
Basic/Diluted EPS (INR per share)	31.10	16.88	4.28	7.95*

* Not annualized

Business Strategy | Way forward

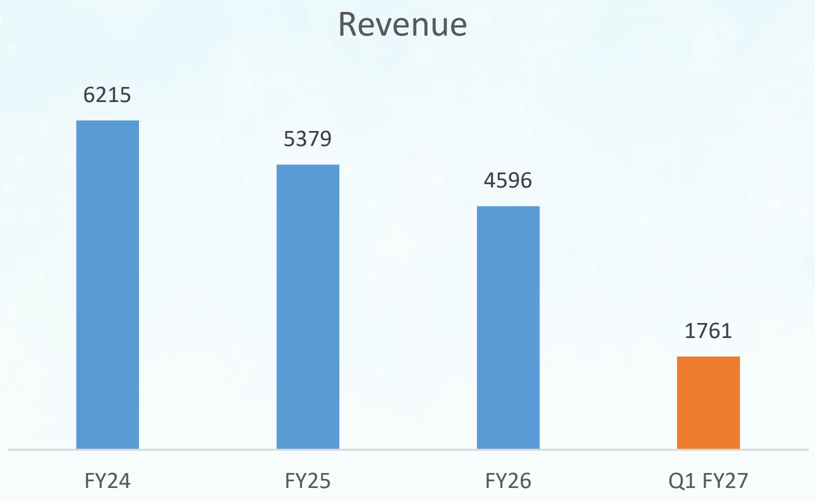
- We have currently working on 4 key strategies

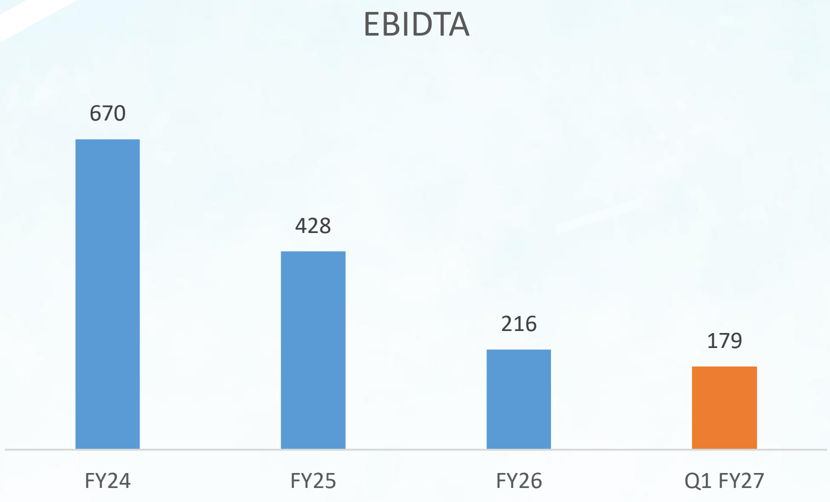
1. Cost optimization
2. Product upgradation
3. New product
4. Geographical diversification

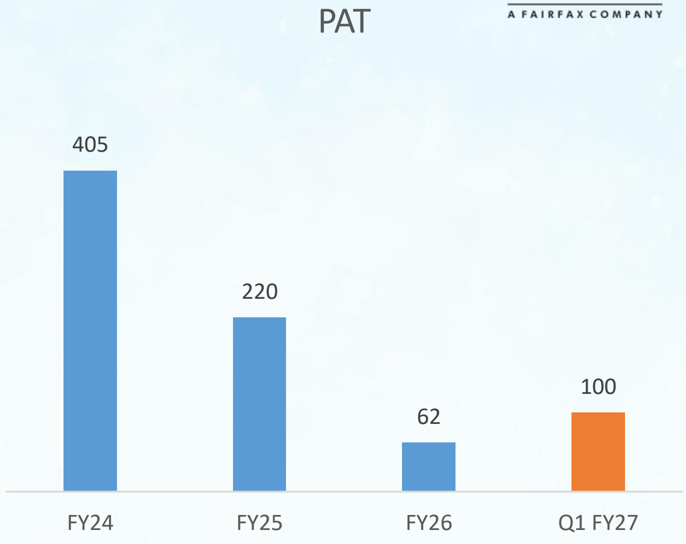
Cost optimization	Product Upgradation	New product	Geographical Diversification
• Energy savings has accrued by conducting in depth detailed energy audit and have achieved significant reduction in energy • Substitution of imported catalyst with domestic sourced catalyst.	• Low titre Linoleic Acid used 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.

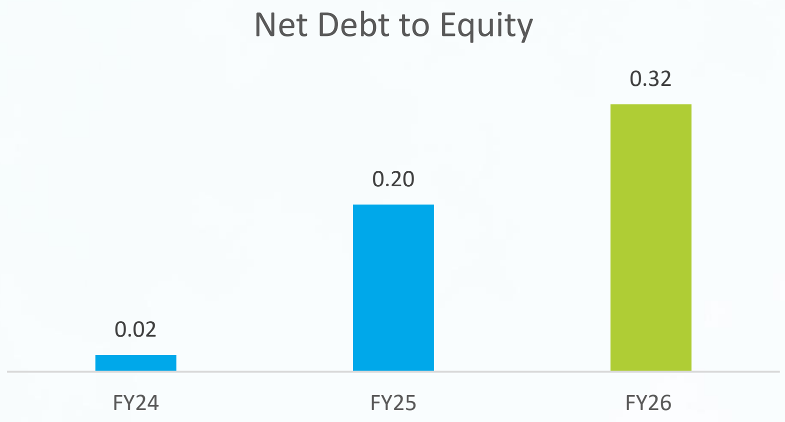
- The above strategy will result to agile/cost efficient production operations and diversification in raw material, Industry segment and geography

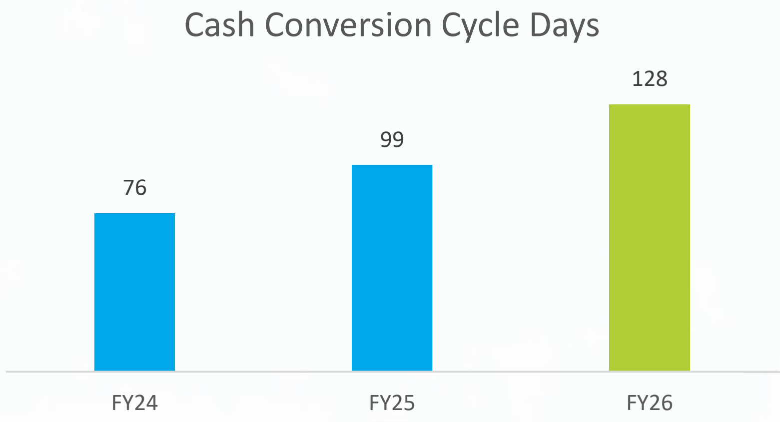
Key Financial Highlights & Way forward

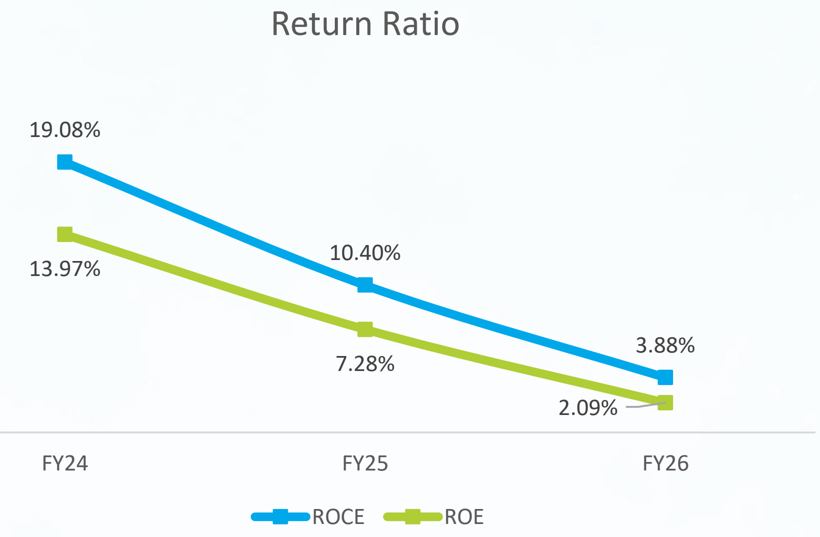




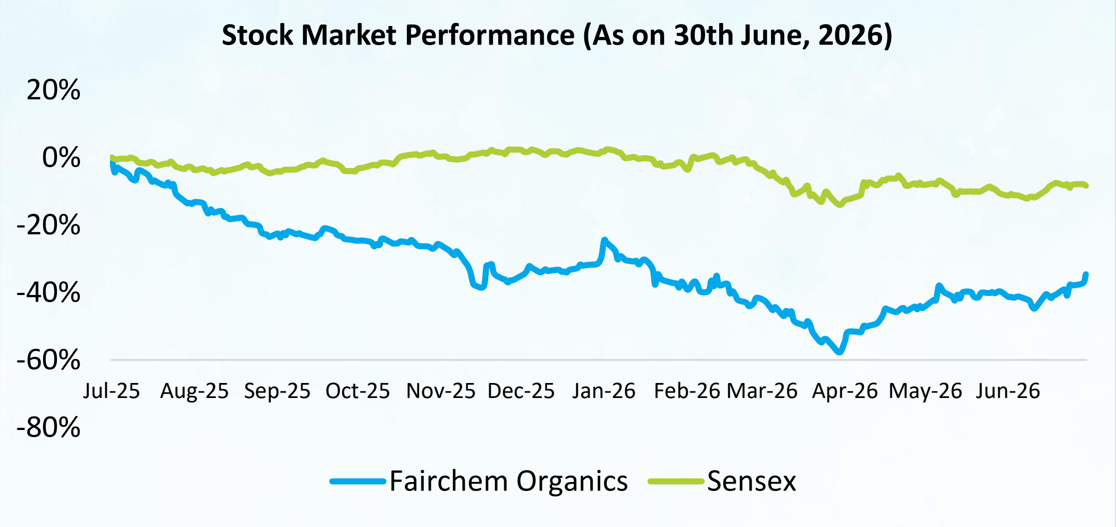




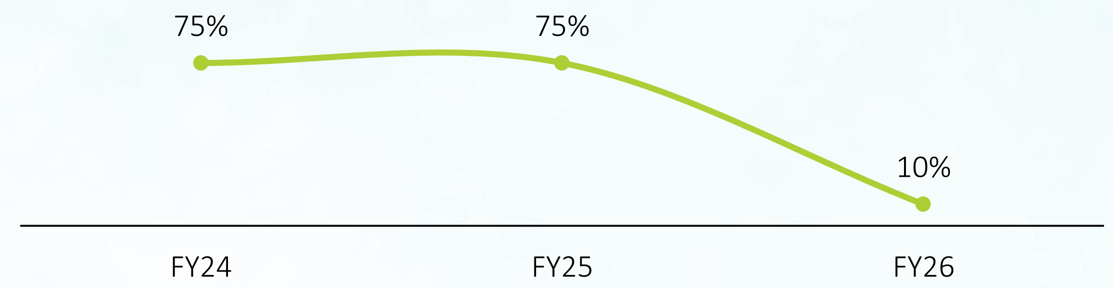




Capital Market Data

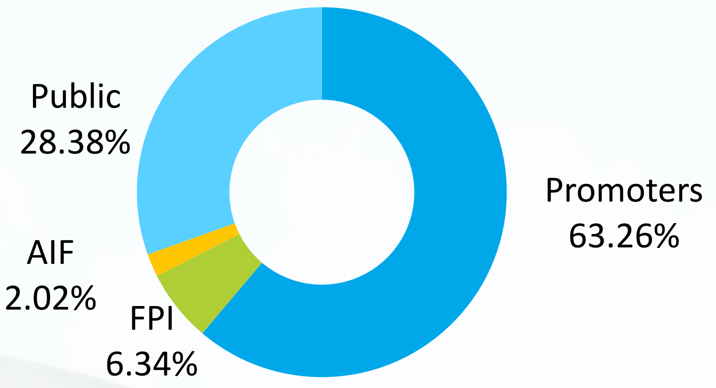


Dividend Percentage



Price Data as of 30th June 2026	INR
Face Value	10.0
Market Price (BSE)	670.8
52 Week H/L	1,030.3/427.9
Market Cap (Mn)	8,449.3
Equity Shares Outstanding (Mn)	12.6
1 Year Avg Trading Volume (‘000)	18.7

Shareholding Pattern as on 30th June 2026



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