

# 20 MICRONS<sup>®</sup>

## L I M I T E D

**Regd. Office :** 9-10, GIDC Ind. Estate, Waghodia - 391 760 Dist. Vadodara, Gujarat, INDIA.  
**Tele./Fax:** +91 265 2333755 **Web:** www.20microns.com **E-mail:** baroda@20microns.com  
**CIN :** L99999GJ1987PLC009768

**20<sup>th</sup> May, 2022**

**To :**

**Bombay Stock Exchange 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**

**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](http://www.20microns.com)*

This is for favour of information and records please.

**Thanking you,**

**Yours faithfully  
For 20 Microns Limited**

**KOMAL** Digitally signed  
by KOMAL  
**PANDEY**  
**PANDEY** Date: 2022.05.20  
11:55:01 +05'30'



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



**20 MICRONS<sup>®</sup>**  
L I M I T E D

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

Investor Presentation 2022

# SAFE HARBOUR

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.

# Focus On Import Substitution Products

20 MICRONS<sup>®</sup>  
L I M I T E D

In line with  
Indian PM's Vision of  
**“Make in India”**  
Program



# Chairman's Message

We made good progress during the year on our different business strengthening initiatives such as focusing on sourcing locally and enhancing our domestic manufacturing capabilities to keep the company aligned with the government's vision of an "Aatmanirbhar Bharat".

I would like to highlight that during the year we continued to focus on the delivery of the strategy, in particular through reviews of progress on key strategic priorities such as operational excellence, growing our international businesses in focused markets, growing the proportion of value-added products within our existing portfolio and expanding our offering in India, using technology to innovate our offerings and focusing on value creation with clear actions to protect margins, generate cash and deliver on our targets. We also emphasized on enhancing our branding and marketing initiatives during the year to expand our customer base in the existing markets and in new geographies. Our performance in the current year underscores the strong fundamentals of our business. Further with the measures undertaken to strengthen our capabilities and accelerate growth, and the innovation and dedication of our people are likely to enable us to approach the year ahead with confidence and help set us sail for new horizons.



**Mr. Rajesh C. Parikh**

# Company Dashboard



Revenue  
**INR 6,132.02 MN**



Operating Income  
**INR 678.82 MN.**



Operating Margin **11.07%**  
Surging EBITDA Margins  
**12.95%**



Employees Strength  
**700+**



**16** Manufacturing &  
Distribution  
Operating Sites



Presence in  
**65+** countries



**2** No. of  
R&D Centres



Market Capitalization  
**INR 2,611 MN**  
as of 31 March 2022



**5** Captive Mine  
Locations



**9** Manufacturing  
Locations



**7** Warehouse &  
Depots pan India



**5** Subsidiaries  
**1** Joint Venture

# Company Overview



Spearheaded by  
**Mr. Rajesh Parikh &  
Mr. Atil Parikh**



Leading producer of  
ultrafine industrial  
minerals, speciality  
chemicals and functional  
additives.



**15-18%**  
Business comes from  
exports



Exports to 65+ countries  
and further expanding  
global footprint



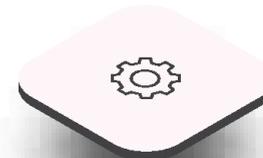
Delivers high value added,  
functional solutions to  
varied sectors.



Expertise in material  
sciences and  
sophisticated processes  
combined with close  
proximity to customers



Dedicated R&D and  
application testing  
centres.

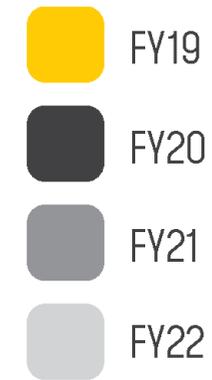
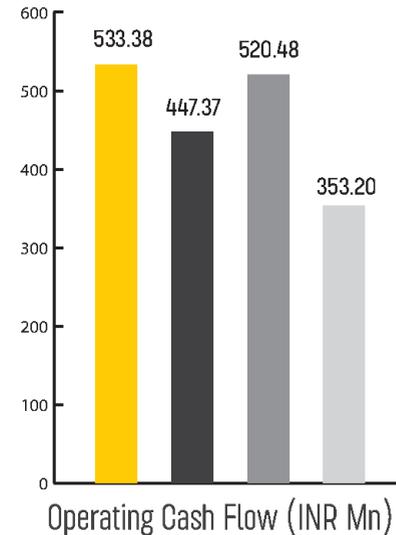
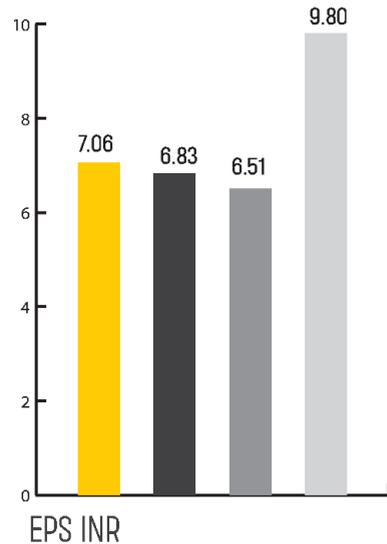
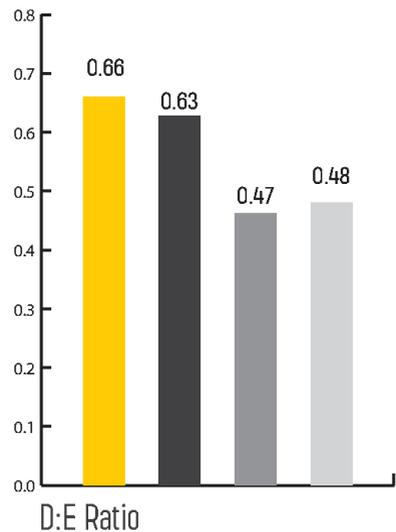
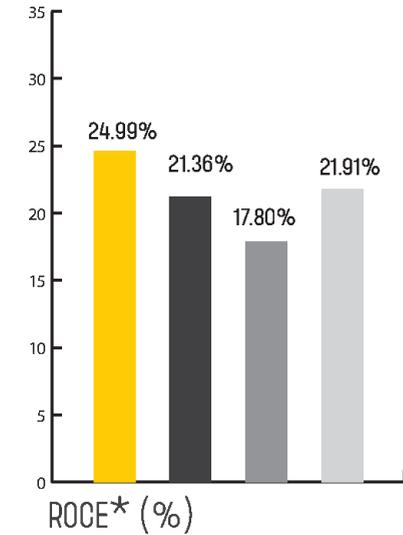
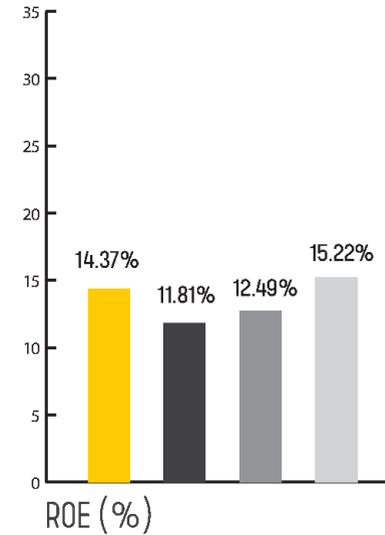
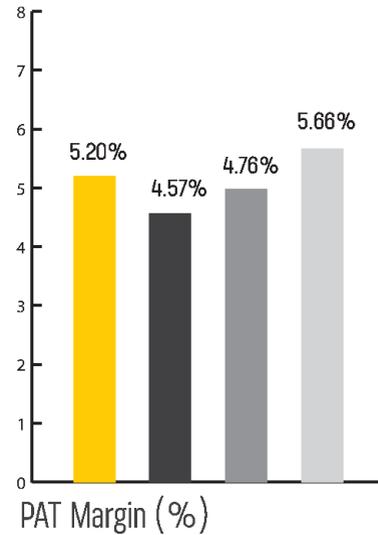
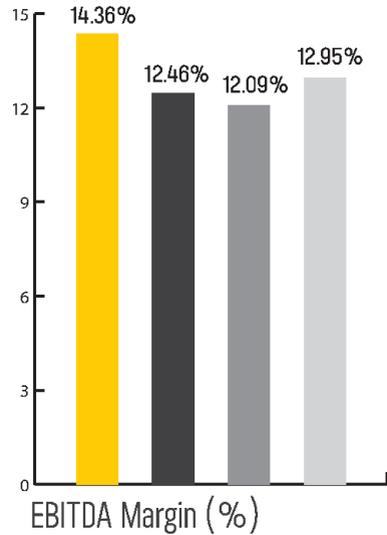


Innovation is the driving  
force behind the group's  
growth



Contributes essential  
properties to customer  
products and  
performance.

# Financial Graphs



\*ROCE is calculated by dividing EBIT with total assets less current liabilities



**Mr. Rajesh C. Parikh**

Mr. Rajesh C Parikh, Chairman & Managing Director is a Mechanical Engineer and joined the company at an early age of 27, overlooking 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**

Mr. Atil C Parikh, CEO & Managing Director holds a bachelors degree in Chemical Engineering from Gujarat University and an MBA with a specialization 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.

# Key Milestone

**1990  
1995**

Implementation of total quality systems.

Production Capacities by 17,000 TPA.

New Manufacturing location installed at vadadla with 18,000 TPA Capacity.

**1996  
2000**

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

**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.

**2006  
2010**

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.

**2016  
2022**

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  $\text{CaCO}_3$ .  
Inked deal with Dorfner GmbH for distribution of Hydrous Kaolin in Europe and formed JV to strengthen international presence.  
Addition of roller mills leading to energy cost efficiency.  
Exited Corporate Debt Restructuring

# Group Structure

SUBSIDIARIES OF  
**20 MICRONS<sup>®</sup>**  
L I M I T E D

**20 MICRONS**  
FZE

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

**20 MICRONS**  
SDN.BHD.

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



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**  
VIETNAM

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



Manufacturing of waterproofing range of construction chemicals. We embarked on our journey with a vision to strengthen the durability of buildings and minimize recurring expenses by providing the best waterproofing solutions.



## Joint Venture

Focus on the colored quartz business with a whole new potential across the value chain and use of relevant technologies with prior knowhow and expertise.

## 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

## 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 and a wider range of other specialities

## 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 FY22

- **Total Income – INR 885.17 MN**
- **EBITDA – INR 107.72 MN**
- **EBITDA Margins – 12.17%**
- **Net Profit – INR 51.57 MN**
- **PAT Margins – 5.83%**

# Locations



-  Head Quarter
-  Corporate Office
-  Manufacturing Units
-  Office / Warehouse
-  Sourcing Point

# Mining Resources

**RAJASTHAN**  
Sirohi (Calcite)

## Particulars Reserves in Tonnes

**Andhra Pradesh,**  
Anantapur (Dolomite)

**GUJARAT**  
Bhuj (China Clay, Kaolin  
& Bentonite)  
Vadodara (Dolomite)

Reserves in  
Mining Leases  
**7.5MN**  
Tonnes

Reserves in  
Private Owned land  
**9.5MN**  
Tonnes

**TAMIL NADU**  
Tirunelveli  
(Limestone)

# Infrastructure



**Alwar Plant**



**Machinery**



**Quality Control**



**Research & Technical Center**



**White Mineral Mine**



**Bhuj Plant**

# Business Strengths



# Business Model

## REVENUE STREAM

Revenue is majorly derived from sale of products. Product sales are derived from sale of industrial minerals, speciality chemicals and branded product.

## COST STRUCTURE

Costs majorly include raw material cost which is ~ 55% of revenue of FY22. Raw materials are majorly procured from own captive mines. domestic vendors imports. power and fuel ~ 6-7% of Revenue of FY22, the company is focusing on using renewable captive energy plant to reduce cost and introducing roller mill

Freight and logistics cost almost accounted to 10-12% revenue.

Employee and other costs account are other major costs

## CUSTOMER SEGMENT

Industrial minerals, speciality chemical and branded products

- Paint
- Paper
- Rubber
- Construction

## CUSTOMER RELATIONSHIP

The Company is majorly into B2B operations and serves leaders in paint, rubber and paper industry. These relationships are over 2 decades old and continue to grow strong.

## CHANNELS

1. The Company has extensive dealer network.
2. The Company has long standing relationships with its customers

## KEY ACTIVITIES

1. Continuous R&D to develop newer and more innovative products
2. Continuous improvements in manufacturing processes to enhance productivity and cost efficient operations
3. Targeting newer markets

## VALUE PROPOSITION

1. The company works very closely with customers to understand their product requirement and develops product accordingly
2. The Company has manufacturing and distribution facility spread across India which allows the customer to be catered to in an efficient manner
3. Strong corporate reputation and partners of choice to leading companies.
4. Wide range of products and continual R&D helps in developing

cost efficient products

5. International tie ups for catering and expanding global reach

## KEY RESOURCES

1. Mines
2. Technology and R&D prowess
3. Human resources
4. Trusted brand image

## KEY PARTNERS

1. Established network of dealers for distribution of products
2. Established network of suppliers for procuring raw material

# Business Strategy

Innovation, Investment will contribute to widening the product portfolio and geographical foot prints; providing access to new markets.

Strong product pipe line for Paint, Plastics, Paper, Rubber, Ink, Construction sectors etc.

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

20 Microns always focusses on bolt-on joint ventures globally which will bring synergy in producing highest quality products.

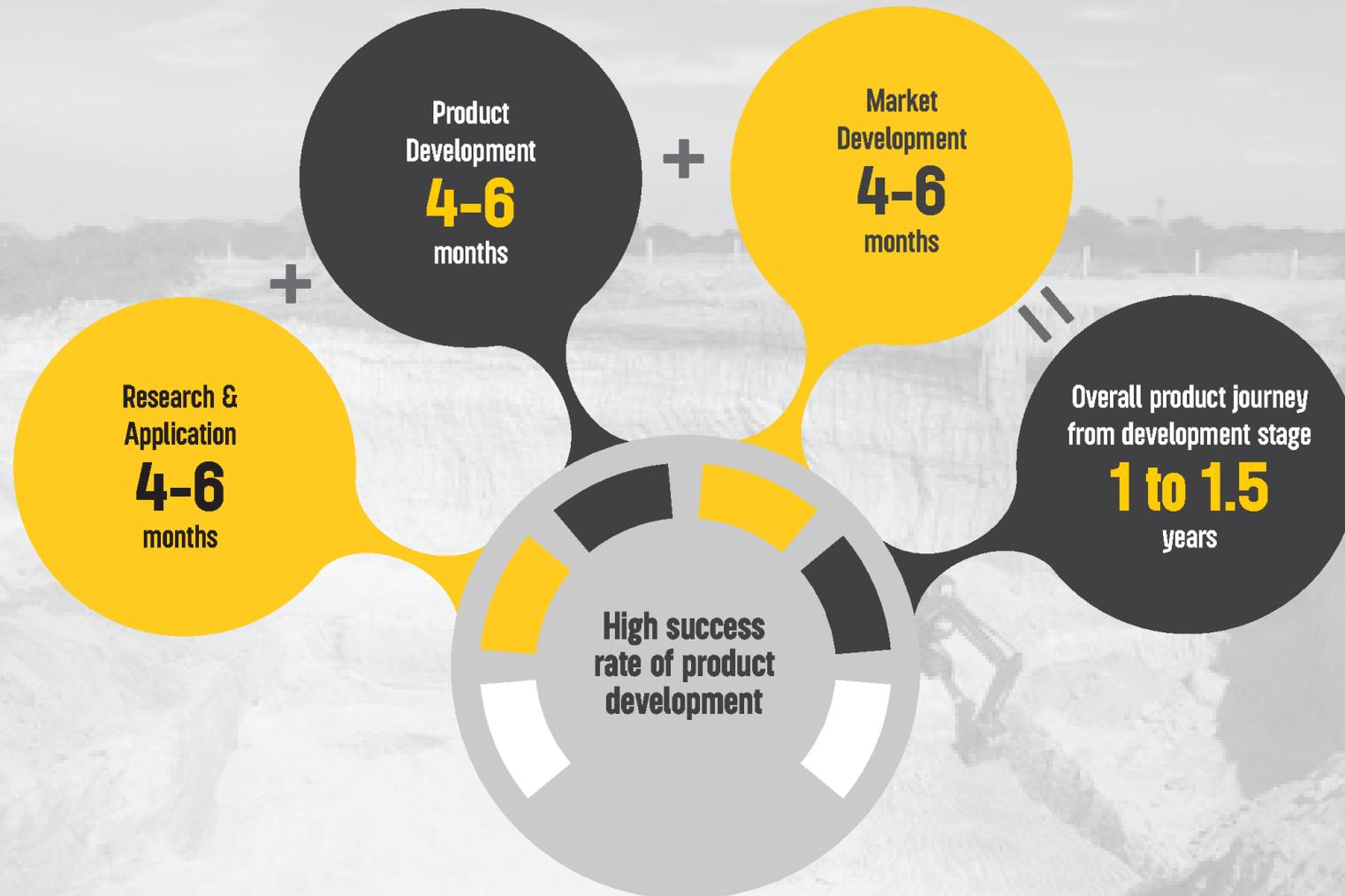
20 Microns will strive for operational excellence, an increasing command of materials science and constantly-evolve innovative offer of high value-added functional solutions.

20 Microns shall also capitalise on China + 1 theme and become one of the preferred suppliers to its customers.

# Innovation & Strong In-house R & D



# New Product Evolution Methodology Along With Timeline



# Products

## SEGMENTS

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

### INDUSTRIAL MINERALS

Calcium Carbonate

Natural Baryte

Natural Talc

Natural Mica

Natural Silica

Calcined Kaolin

### FUNCTIONAL ADDITIVES

White Pigment Opacifier

Synthetic Aluminium Silicate

High Performance Opacifier

Flash Calcined Clay

Matting Agent

Polyethylene Wax

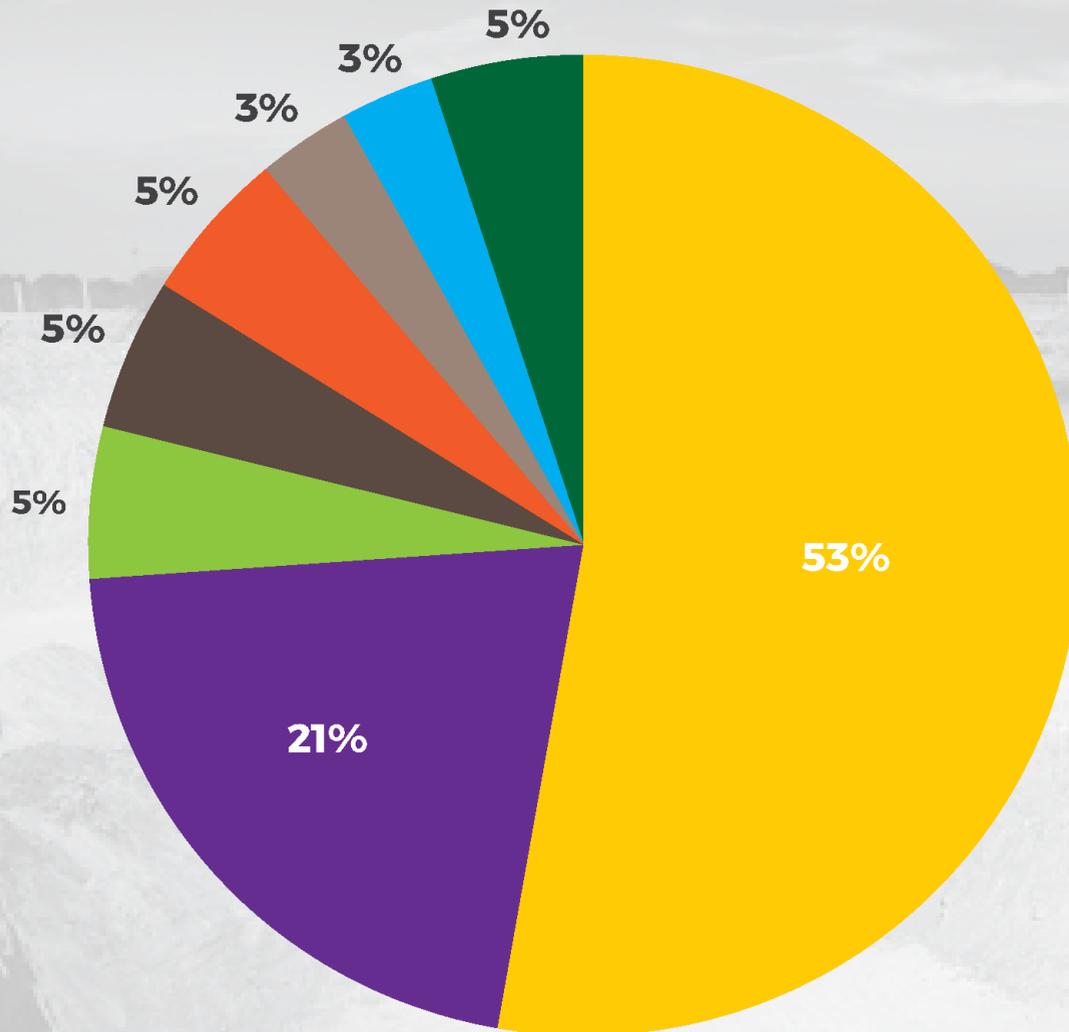
Organo Clays

### RETAIL SEGMENTS

20 MCC

MinFert

# Segmental Pie of FY22



Industry Catered to	Contribution To Revenue
Paints	53%
Plastics	21%
Rubber	5%
PVC	5%
Paper	5%
Oil Well	3%
Ceramics	3%
Others	5%
	100%

# Clientele

20 MICRONS<sup>®</sup>  
LIMITED



# Clientele

20 MICRONS<sup>®</sup>  
LIMITED



& more.....

# Innovative Products



Improve the life of your construction

Increases comprehensive & flexural strength

Providing resistance to chemical attack

Preventing Alkali – Silica reaction



Increases nutrient value of the farming land

Better agricultural output from farming

Training and spreading awareness amongst the farmers

# Our Contribution In The Industry

## **PAINT**

### **SPECIALIZED COATING FORMULATIONS WITH ENGINEERED PIGMENTS AND PILLERS**

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 specialities 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.

# Periodical Profit & Loss Statement

Particulars (INR MN)	Q4 FY22	Q4 FY21
Income		
Revenue from Operations	1,724.13	1,409.16
Other Income	6.57	9.62
<b>Total Revenue</b>	<b>1,730.70</b>	<b>1,418.78</b>
<b>Expenses</b>		
Cost of materials consumed	886.73	756.65
Purchase of stock in trade	8.48	-3.59
Changes in Inventories of finished goods, work in progress and stock in trade	-7.34	-19.45
COGS	887.86	733.61
<b>Total Expenses excluding Depreciation, Amortization &amp; Finance Cost</b>	<b>1,503.76</b>	<b>1,235.06</b>
<b>EBITDA</b>	<b>220.37</b>	<b>174.10</b>
<b>EBITDA Margin (%)</b>	<b>12.78%</b>	<b>12.35%</b>
Depreciation & Amortization	38.91	34.21
Finance Cost	42.21	40.45
Share of net profit/(loss) of equity accounted investee	-0.13	-
<b>PBT before Exceptional Item</b>	<b>145.69</b>	<b>109.06</b>
<b>Exceptional Items</b>	<b>-</b>	<b>-</b>
<b>PBT</b>	<b>145.69</b>	<b>109.06</b>
Current Tax	37.02	29.68
Earlier Years	-	-
Deferred Tax	1.99	-2.11
<b>Tax</b>	<b>39.01</b>	<b>27.57</b>
<b>PAT</b>	<b>106.68</b>	<b>81.49</b>
Other comprehensive profit / loss	36.51	36.35
Net PAT	143.19	117.84
<b>PAT Margin %</b>	<b>6.19%</b>	<b>5.78%</b>
<b>Diluted EPS</b>	<b>3.01</b>	<b>2.31</b>

## Financial Performance Comparison Q4 FY22 v/s Q4 FY21

- Revenue from Operations increased from Rs. 1,409.16 MN in Q4 FY 21 to Rs. 1,724.13 MN in Q4 FY22 predominantly driven by better performance of Key products as well specialty products
- The EBITDA increased from Rs. 174.10 MN in Q4 FY21 to Rs. 220.37 MN in Q4 FY22 and EBITDA margins remained majorly stable as increase in input and freight cost was offset by higher sales in specialty chemicals segment
- Net profit stood at Rs. 106.68 MN in Q4 FY22, compared to Rs. 81.49 MN in Q4 FY21
- PAT margins increased to 6.19% in Q4 FY22 from 5.78% in Q4 FY21

# Profit & Loss Statement

Particulars (INR MN)	FY22	FY21	FY20
Income			
Revenue from Operations	6,132.02	4,835.27	5,293.23
Other Income	21.68	25.58	26.59
<b>Total Revenue</b>	<b>6,153.70</b>	<b>4,860.85</b>	<b>5,319.82</b>
<b>Expenses</b>			
Cost of materials consumed	3,162.27	2,540.24	2,802.05
Purchase of stock in trade	30.51	5.83	6.39
Changes in Inventories of finished goods, work in progress and stock in trade	-5.35	0.17	-11.32
<b>COGS</b>	<b>3,187.43</b>	<b>2,546.23</b>	<b>2,797.11</b>
<b>Total Expenses excluding Depreciation, Amortization &amp; Finance Cost</b>	<b>5,338.16</b>	<b>4,250.61</b>	<b>4,633.86</b>
<b>EBITDA</b>	<b>793.86</b>	<b>584.65</b>	<b>659.37</b>
<b>EBITDA Margin (%)</b>	<b>12.95%</b>	<b>12.09%</b>	<b>12.46%</b>
Depreciation & Amortization	136.72	138.30	125.11
Finance Cost	202.44	254.35	215.32
Share of net profit/(loss) of equity accounted investee	-0.13	-	-
PBT before Exceptional Item	476.25	217.59	345.54
Exceptional Items	-	-	-
PBT	476.25	217.59	345.54
Current Tax	122.70	62.35	102.56
Earlier Years	-	-	-
Deferred Tax	6.26	-74.87	1.22
<b>Tax</b>	<b>128.96</b>	<b>-12.51</b>	<b>103.78</b>
<b>PAT</b>	<b>347.29</b>	<b>230.10</b>	<b>241.76</b>
Other comprehensive profit / loss	35.42	37.66	-19.98
<b>Net PAT</b>	<b>382.71</b>	<b>267.76</b>	<b>221.79</b>
<b>PAT Margin %</b>	<b>5.66%</b>	<b>4.76%</b>	<b>4.57%</b>
<b>Diluted EPS</b>	<b>9.80</b>	<b>6.51</b>	<b>6.83</b>

# Financials – Balance Sheet

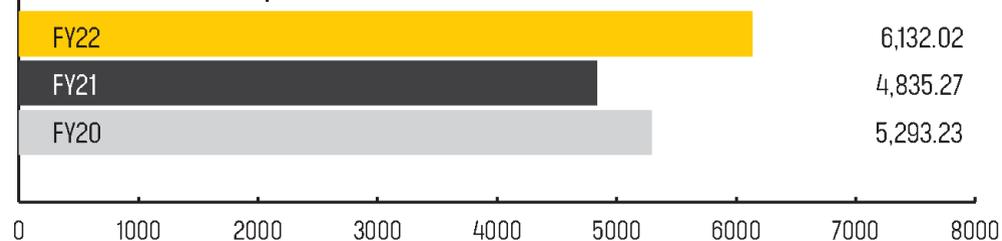
	Assets (INR MN)	FY22	FY21	FY20
<b>A</b>	<b>Non-Current Assets</b>			
<b>1</b>	<b>Property, Plant and Equipment</b>	<b>2,077.83</b>	<b>2,015.81</b>	<b>2,056.55</b>
<b>2</b>	<b>Other Intangible Assets</b>	<b>42.47</b>	<b>37.53</b>	<b>63.88</b>
<b>3</b>	<b>Financial Assets</b>			
(i)	Investments	88.55	59.49	18.29
(ii)	Loans	0.00	31.21	37.06
(iii)	Other Financial Assets	54.08	0.38	24.68
<b>4</b>	<b>Deferred tax asset (net)</b>	<b>12.73</b>	<b>7.05</b>	<b>7.31</b>
<b>5</b>	<b>Other Non- Current Assets</b>	<b>140.32</b>	<b>76.60</b>	<b>75.57</b>
	<b>Total Non-Current Assets</b>	<b>2,415.97</b>	<b>2,228.07</b>	<b>2,283.33</b>
<b>B</b>	<b>Current Assets</b>			
<b>1</b>	<b>Inventories</b>	<b>1,289.45</b>	<b>1,005.73</b>	<b>977.22</b>
<b>2</b>	<b>Biological assets other than bearer plants</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>3</b>	<b>Financial Assets</b>			
(i)	Trade Receivables	1,002.00	901.21	820.99
(ii)	Cash and Cash equivalents	127.32	40.62	61.06
(iii)	Bank balances	41.17	58.81	23.49
(iv)	Loans	11.25	14.89	42.43
(v)	<b>Other Financial Assets</b>	<b>30.91</b>	<b>21.82</b>	<b>23.85</b>
<b>4</b>	<b>Assets Classified as Held for Sale</b>	<b>0.00</b>	<b>13.00</b>	<b>0.00</b>
<b>5</b>	<b>Other current assets</b>	<b>235.04</b>	<b>238.95</b>	<b>214.41</b>
	<b>Total Current Assets</b>	<b>2,737.14</b>	<b>2,295.03</b>	<b>2,163.44</b>
	<b>Total Assets</b>	<b>5,153.11</b>	<b>4,523.10</b>	<b>4,446.77</b>

# Financials – Balance Sheet

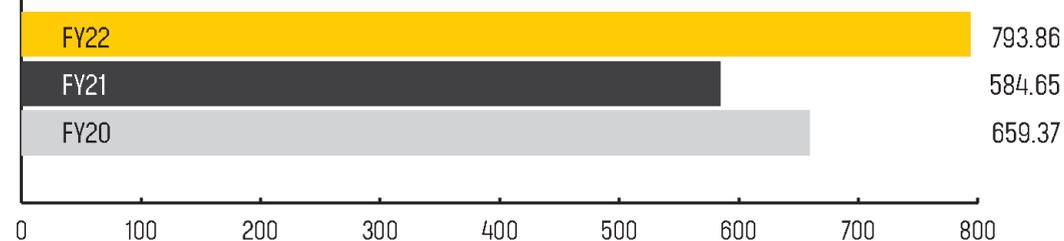
	Liabilities (INR MN)	FY22	FY21	FY20
<b>A</b>	<b>Equity</b>			
<b>1</b>	<b>Equity share capital</b>	<b>176.43</b>	<b>176.43</b>	<b>176.43</b>
<b>2</b>	<b>Other Equity</b>	<b>2,338.51</b>	<b>1,968.21</b>	<b>1,701.60</b>
	<b>Total Equity</b>	<b>2514.94</b>	<b>2144.64</b>	<b>1878.03</b>
<b>B</b>	<b>Non-Controlling Interest</b>	<b>9.10</b>	<b>7.68</b>	<b>7.50</b>
<b>C</b>	<b>Non-Current Liabilities</b>			
1	Financial Liabilities			
(i)	Borrowings	284.88	236.77	389.23
(ii)	Other Financial Liabilities	0.00	14.78	39.39
<b>2</b>	<b>Other Non-Current Liabilities</b>	<b>289.39</b>	<b>247.70</b>	<b>311.33</b>
<b>3</b>	<b>Provisions</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
	<b>Total Non-Current Liabilities</b>	<b>574.27</b>	<b>499.24</b>	<b>739.95</b>
<b>D</b>	<b>Current Liabilities</b>			
<b>1</b>	<b>Financial Liabilities</b>			
(i)	Borrowings	916.70	775.733	802.45
(ii)	Trade Payables	987.09	937.66	879.71
(iii)	Other Financial Liabilities	100.72	109.61	92.04
<b>2</b>	<b>Current tax liabilities</b>	<b>7.87</b>	<b>0.05</b>	<b>0.80</b>
<b>3</b>	<b>Other Current Liabilities</b>	<b>38.12</b>	<b>42.32</b>	<b>29.89</b>
<b>4</b>	<b>Provisions</b>	<b>4.317</b>	<b>6.39</b>	<b>16.41</b>
	<b>Total Current Liabilities</b>	<b>2,054.81</b>	<b>1,871.54</b>	<b>1,821.30</b>
	<b>Total Liabilities</b>	<b>2,629.08</b>	<b>2,370.78</b>	<b>2,561.24</b>
	<b>Total Equity &amp; Liabilities</b>	<b>5,153.11</b>	<b>4,523.10</b>	<b>4,446.77</b>

# Financial Graphs

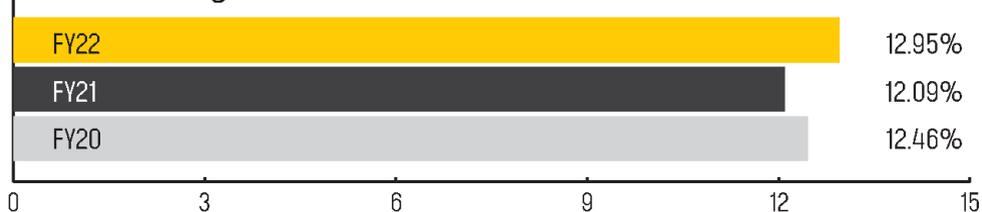
### Revenue from Operations



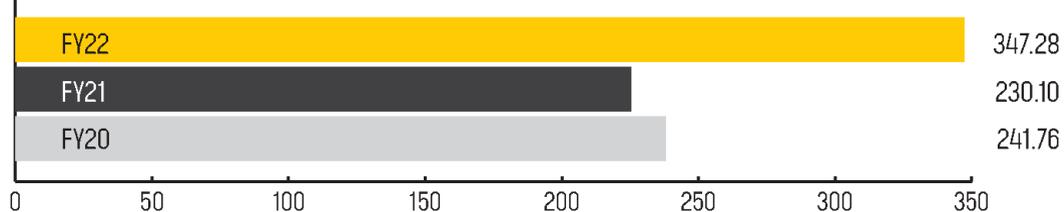
### EBITDA



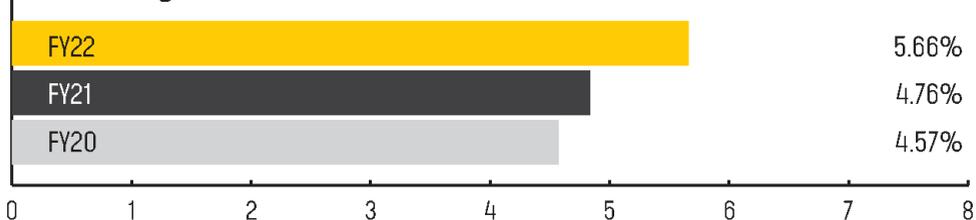
### EBITDA Margin



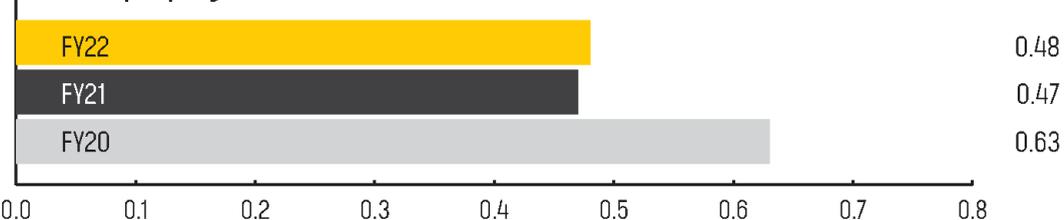
### PAT



### PAT Margin



### Debt/Equity Ratio



# Financial Profile

D/E Ratio  
improved  
to 0.48X  
from 0.63X  
over past 3years

PAT Margin  
improved to 5.66% in  
FY22 from  
4.57% in FY20

EBITDA  
margin  
remained stable  
from past 3 years  
despite Covid-19  
Pandemic

Revenue  
has  
registered a  
growth of 15.85%  
from FY20 to FY22

20  
Microns has  
been executing  
strategies to  
gradually shift its  
positioning from a commodity  
player to Innovative/Value added  
products

# Financial Outlook

Aggressive plans to invest in acquisition of mines of varied minerals in domestic and global geography.

Further growth in the asset turnover ratio will definitely enhance ROA & ROCE over the next 3 years.

Client industries are growing at 18-20% which implies that 20 Microns has prospects of growing more than 20% CAGR for the next 3-5 years, led by better product mix and underlying demand.

Increased focus on nano technology-based minerals and speciality chemicals.

Focus on efficient use of raw materials, wastage reduction, increased capacity utilization, tie up with all vendors related to user industries should lead to accretive margin growth of 100 bps YoY.

## 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.

Covid-19 preventive and supportive activities

## 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.

**20 MICRONS<sup>®</sup>**  
L I M I T E D

---

---

**THANK YOU**

---

---

For further information on the Company, please visit  
[www.20microns.com](http://www.20microns.com)

20 Microns Ltd.  
**Mrs. Komal Pandey**  
Company Secretary & Compliance Officer  
Contact: +91 9429896036  
Email: [co\\_secretary@20microns.com](mailto:co_secretary@20microns.com)

**Vinayak Shirodkar/  
Naman Maheshwari**  
Captive IR Strategic Advisors Pvt. Ltd.  
Email: [vinayak@cap-ir.com](mailto:vinayak@cap-ir.com)/  
[naman@cap-ir.com](mailto:naman@cap-ir.com)  
Contact: +91 93724 67194