

15 July 2025

Fine Organic Industries

Expansion in U.S. & JNPA SEZ set stage for sharp scale-up; Buy

Fine Organics Americas, a 100% subsidiary of Fine Organic (FINEORG), has acquired ~160 acres of land in South Carolina (USA) to set up a full-scale manufacturing facility. This expansion would strengthen its U.S. presence, enhance service for existing clients, and unlocking new growth opportunities. While volume growth is expected to remain muted until FY27, the company is well-positioned for a strong scale-up once the SEZ and US capacities come onstream. Although management hasn't disclosed the capex for the US facility, we expect it to be sizeable, given the land parcel is over 5x the total area of existing plants. Development will likely be phased, but the scale adequately supports long-term growth potential. We retain our BUY rating and raise our target price to Rs 6,400 (earlier Rs 5,200) as we roll forward to Sep'27, applying a higher multiple of 37x (vs. 33x FY27) on back of improvement in growth visibility and resolution of recent growth concerns.

Operating at elevated capacity utilizations. FINEORG is operating at optimal utilizations with limited volume growth headroom till new capex comes onstream; except Patalganga facility (E73; 10ktpa) which will be absorbed by H1FY27. High existing capacity utilization underscores healthy demand and strong customer retention; upcoming expansions will enable onboarding of new large accounts and wallet share gains.

Valuation. Strong strategic initiatives, including SEZ and U.S. expansions, offer meaningful earnings re-rating potential. These projects will largely be self-funded, backed by ~Rs12bn cash on books and ~Rs9bn expected cash generation over FY26-27E. The stock currently trades at 33x/28x FY27E/FY28E EPS, which is attractive given the company's strong execution track record, of over 20% earnings CAGR and ~34% average RoCE over the past decade and robust growth visibility.

Risks: Execution Risk in US Expansion; Timely execution of JNPA SEZ plant; Volatility in input prices

Key financials (YE Mar)	FY24	FY25	FY26e	FY27e	FY28e
Sales (Rs m)	21,230	22,691	25,035	28,365	35,073
Net profit (Rs m)	4,119	4,105	4,514	4,900	5,705
EPS (Rs)	134.3	133.9	147.2	159.8	186.1
P/E (x)	39.5	39.6	36.0	33.2	28.5
EV / EBITDA (x)	28.5	29.8	27.7	24.6	19.4
P / BV (x)	8.5	7.1	6.1	5.3	4.6
RoE (%)	23.8	19.5	18.2	17.1	17.3
RoCE (%)	27.4	21.8	19.3	18.3	19.3
Dividend yield (%)	0.5	0.5	0.6	0.6	0.7
Net debt / Equity (x)	-0.6	-0.4	-0.4	-0.3	-0.3

Source: Company, Anand Rathi Research

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Rating: Buy

Target Price (12-mth): Rs.6,400

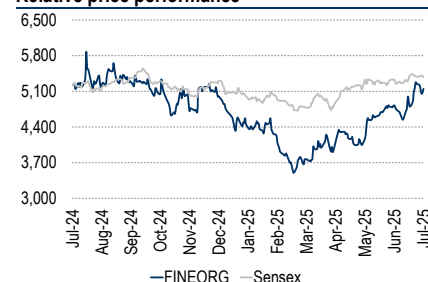
Share Price: Rs.5,309

Key data	FINEORG IN / FINO.BO
52-week high / low	Rs5950 / 3355
Sensex / Nifty	82253 / 25082
Market cap	Rs158bn
Shares outstanding	31m

Shareholding pattern (%)	Mar'25	Dec'24	Sep'24
Promoters	75.0	75.0	75.0
- of which, Pledged	-	-	-
Free Float	25.0	25.0	25.0
- Foreign institutions	4.7	5.2	4.9
- Domestic institutions	12.0	11.5	11.6
- Public	8.3	8.3	8.5

Estimates revision (%)	FY26e	FY27e
Sales	0.0	0.0
EBITDA	0.0	0.0
EPS	0.4	1.5

Relative price performance



Source: Bloomberg

Nitesh Dhoot
Research Analyst

Quick Glance – Financials and Valuations

Fig 1 – Income statement (Rs m)

Year-end: Mar	FY24	FY25	FY26e	FY27e	FY28e
Revenues	21,230	22,691	25,035	28,365	35,073
Growth (%)	-29.8	6.9	10.3	13.3	23.7
Raw material	12,170	13,286	15,155	17,153	20,974
Employee & other expens.	3,719	4,277	4,416	4,984	6,185
EBITDA	5,340	5,129	5,464	6,228	7,915
EBITDA margins (%)	25.2	22.6	21.8	22.0	22.6
- Depreciation	561	523	685	975	1,535
Other income	719	976	1,171	1,054	949
Interest expense	24	22	-	-	-
PBT	5,473	5,560	5,950	6,307	7,328
Effective tax rate (%)	24	26	26	25	25
+ Associates/(Minorities)	-26	-8	112	170	209
Adjusted income	4,119	4,105	4,514	4,900	5,705
Extraord. item (Loss)/Profit	-	-	-	-	-
Reported PAT	4,119	4,105	4,514	4,900	5,705
WANS	31	31	31	31	31
FDEPS (Rs/share)	134.3	133.9	147.2	159.8	186.1

Fig 3 – Cash-flow statement (Rs m)

Year-end: Mar	FY24	FY25	FY26e	FY27e	FY28e
PBT	5,441	5,552	6,063	6,476	7,537
+ Non-cash items	-80	-369	-487	-79	587
Oper. prof. before WC	5,361	5,182	5,576	6,398	8,124
- Incr. / (decr.) in WC	2,484	-1,687	930	-779	-1,089
Others incl. taxes	-1,500	-1,455	-1,296	-1,504	-1,685
Operating cash-flow	6,345	2,040	5,210	4,115	5,350
- Capex (tang. + intang.)	860	1,273	4,000	6,000	6,000
Free cash-flow	5,485	767	1,210	-1,885	-650
Acquisitions	-	-	-	-	-
- Div. (incl. buyback & taxes)	276	307	821	903	980
+ Equity raised	-	-	-	-	-
+ Debt raised	-274	-	-	-	-
- Fin investments	3,046	5,413	-1,171	-1,054	-949
- Misc. (CFI + CFF)	87	107	-	-	-
Net cash-flow	5,255	-986	1,560	-1,734	-681

Source: Company, Anand Rathi Research

Fig 5 – Price movement



Source: Bloomberg

Fig 2 – Balance sheet (Rs m)

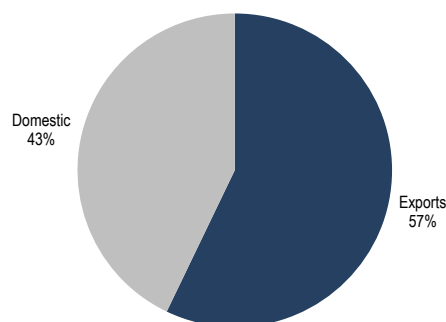
Year-end: Mar	FY24	FY25	FY26e	FY27e	FY28e
Share capital	153	153	153	153	153
Net worth	19,210	22,952	26,646	30,643	35,368
Debt	-	-	-	-	-
Minority interest	-	-	-	-	-
DTL / (Assets)	-	-	-	-	-
Capital employed	19,210	22,952	26,646	30,643	35,368
Net tangible assets	2,327	3,634	4,221	9,246	15,710
Goodwill	-	-	-	-	-
CWIP (tang. & intang.)	297	272	3,000	3,000	1,000
Investments (strategic)	362	353	353	353	353
Investments (financial)	-	-	-	-	-
Current assets (excl. cash)	7,606	11,349	10,609	11,659	13,294
Cash	10,485	9,499	11,059	9,326	8,644
Current liabilities	1,867	2,154	2,597	2,941	3,634
Working capital	5,739	9,194	8,012	8,718	9,660
Capital deployed	19,210	22,952	26,646	30,643	35,368
Contingent liabilities	-	-	-	-	-

Fig 4 – Ratio analysis

Year-end: Mar	FY24	FY25	FY26e	FY27e	FY28e
P/E (x)	39.5	39.6	36.0	33.2	28.5
EV / EBITDA (x)	28.5	29.8	27.7	24.6	19.4
EV / Sales (x)	7.2	6.7	6.0	5.4	4.4
P/B (x)	8.5	7.1	6.1	5.3	4.6
RoE (%)	23.8	19.5	18.2	17.1	17.3
RoCE (%) - after tax	27.4	21.8	19.3	18.3	19.3
RoIC - after tax	52.0	29.4	25.7	20.4	19.6
DPS (Rs)	26.9	26.8	29.4	32.0	37.2
Dividend yield (%)	0.5	0.5	0.6	0.6	0.7
Dividend payout (%) - incl. DDT	20.0	20.0	20.0	20.0	20.0
Net debt / equity (x)	-0.6	-0.4	-0.4	-0.3	-0.3
Receivables (days)	54	53	55	55	55
Inventory (days)	45	58	50	50	45
Payables (days)	23	25	25	25	25
CFO : PAT %	154	50	115	84	94

Source: Company, Anand Rathi Research

Fig 6 – Revenue by segments FY25



Source: Company

Other highlights

While we await further details on the land acquisition and capex outlay from the management, we gather the following from press releases by the company and South Carolina Department of Commerce, and media articles from South Carolina:

- **Fine Organics Americas LLC's**, investment in a new manufacturing facility in Jonesville, Union County, South Carolina, is expected to create 60 jobs initially.
- **The 160-acre facility**, located near 1907 Spartanburg Highway, is expected to **commence operations in 2027**. The project could **eventually expand into multiple facilities**, potentially tripling job creation.
- The plant will manufacture natural, plant-based specialty additives used in **foods, plastics, inks, rubber, cosmetics, and coatings** - targeting sustainable, bio-based global markets.
- Union County approved a **fee-in-lieu-of-tax agreement, requiring a certain minimum investment within five years**. **Groundbreaking** is expected **within 120 days** of land transfer completion.
- The project underscores Fine Organics' **global expansion strategy**, especially into North, Central, and South America, strengthening its footprint in over 70 countries.
- **Local officials see this as Phase 1**, with future announcements expected, for Union County's economic development.

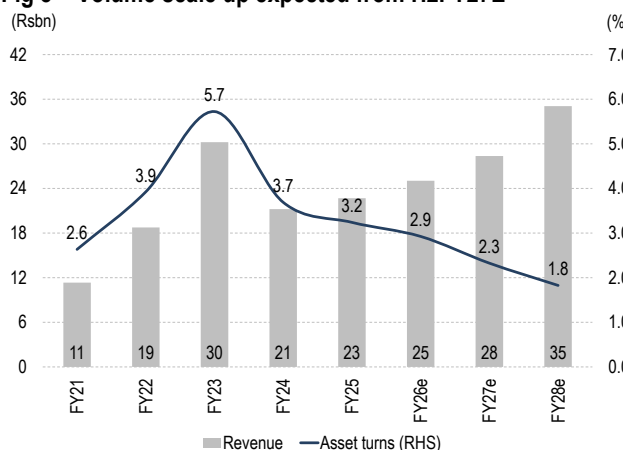
Fig 7 – Change in estimates

(Rsm)	FY25		FY26E			FY27E			FY28E
	Actual	Change (%)	Old	Introduced	Change (%)	Old	New	Change (%)	Introduced
Revenue	22,691	6.9	25,035	25,035	0.0	28,365	28,365	0.0	35,073
Change (%)	6.9		10.3	10.3		13.3	13.3		23.7
EBITDA	5,129	-4.0	5,464	5,464	0.0	6,228	6,228	0.0	7,915
Change (%)	-4.0		6.5	6.5		14.0	14.0		27.1
EBIT	4,606	-3.6	4,779	4,779	0.0	5,202	5,252	1.0	6,379
Change (%)	-3.6		3.8	3.8		8.9	9.9		21.4
Adj. PAT	4,105	-0.3	4,497	4,514	0.4	4,825	4,900	1.5	5,705
Change (%)	-0.3		9.6	10.0		7.3	8.5		16.4
EPS (Rs)	133.9	-0.3	146.7	147.2	0.4	157.4	159.8	1.5	186.1

Source: Company, Anand Rath Research

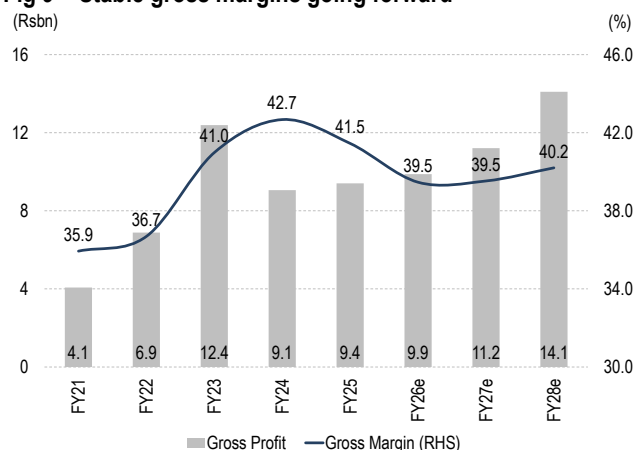
Story in Charts

Fig 8 – Volume scale up expected from H2FY27E



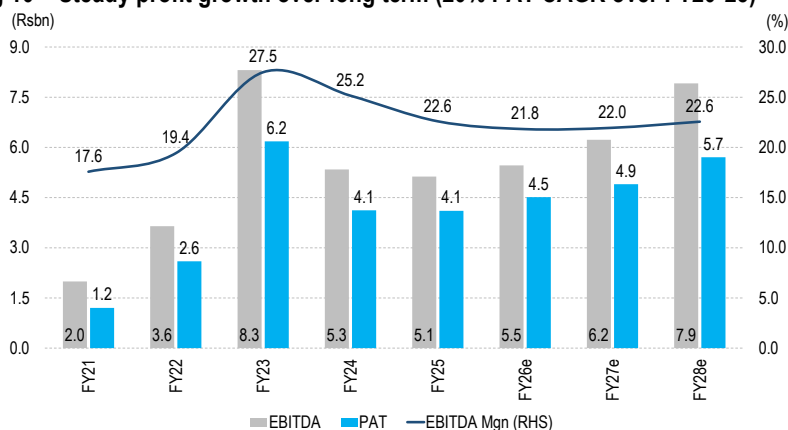
Source: Company, Anand Rathi Research

Fig 9 – Stable gross margins going forward



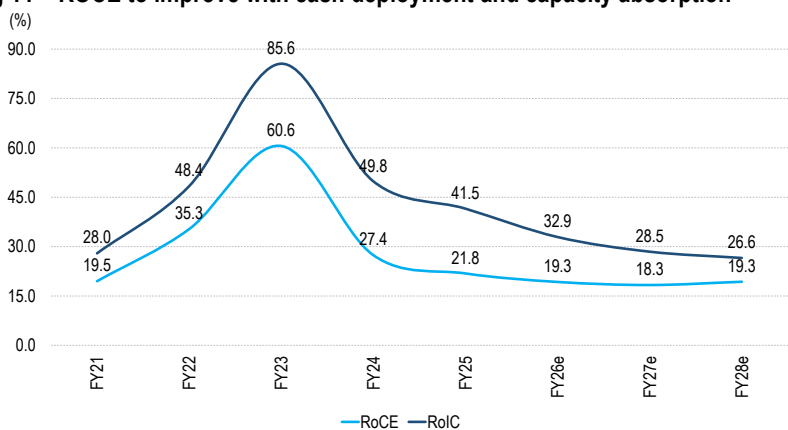
Source: Company, Anand Rathi Research

Fig 10 – Steady profit growth over long term (20% PAT CAGR over FY20-25)



Source: Company, Anand Rathi Research

Fig 11 – ROCE to improve with cash deployment and capacity absorption



Source: Company, Anand Rathi Research

Fig 12 – Robust cash generation enables self sustaining growth

	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Cash Flow (Rs bn)							
PBIT	3.5	8.3	5.0	5.6	6.1	6.5	7.5
Add: Depreciation	0.4	0.5	0.6	0.5	0.7	1.0	1.5
Add: Others	(0.2)	(0.5)	(0.2)	(0.9)	(1.2)	(1.1)	(0.9)
Working Capital Changes	(2.2)	(1.2)	2.5	(1.7)	0.9	(0.8)	(1.1)
Less: Tax	(0.8)	(2.3)	(1.5)	(1.5)	(1.3)	(1.5)	(1.7)
Cash from Operations	0.7	4.9	6.3	2.0	5.2	4.1	5.3
Capex	(0.6)	(0.8)	(0.9)	(1.3)	(4.0)	(6.0)	(6.0)
Free Cash Flow	0.1	4.0	5.5	0.8	1.2	(1.9)	(0.7)

Working Capital (Days)							
Inventory	46	54	45	58	50	50	45
Receivable	59	42	54	53	55	55	55
Payable	(30)	(21)	(23)	(25)	(25)	(25)	(25)
Core W.C.Days	75	75	75	87	80	80	75
Other Current Assets	23	12	10	27	10	10	10
Other Current Liabilities & Prov	12	7	8	9	13	13	13
Overall W.C.Days	85	80	77	104	77	77	72

Source: Company, Anand Rath Research

Valuation

While FY25 performance remained muted with flat PAT (Rs 4.1bn, -0.3% YoY) and EBITDA margin compression to 22.6% (vs 25.2% in FY24), FINEORG is laying a robust foundation for a multi-year growth trajectory through its calibrated capex cycle across SEZ and US manufacturing units. Though near term volume growth is expected to be modest due to capacity constraints, the upcoming expansions - largely self-funded through ~Rs12bn cash reserves and ~Rs 9bn expected cash generation over FY26-27, are set to drive a sharp scale-up from H2FY27E. The stock currently trades at 33x/28x FY27E/FY28E EPS, which is attractive considering its strong execution track record, over 20% earnings CAGR and ~34% average RoCE over the past decade. Current RoIC of 41% further underlines operational efficiency.

Fig 13 – One year forward P/E band



Source: Company, Anand Rath Research

Key Risks

- Execution Risk in US Expansion
- Timely execution of JNPA SEZ plant
- Volatility in input prices

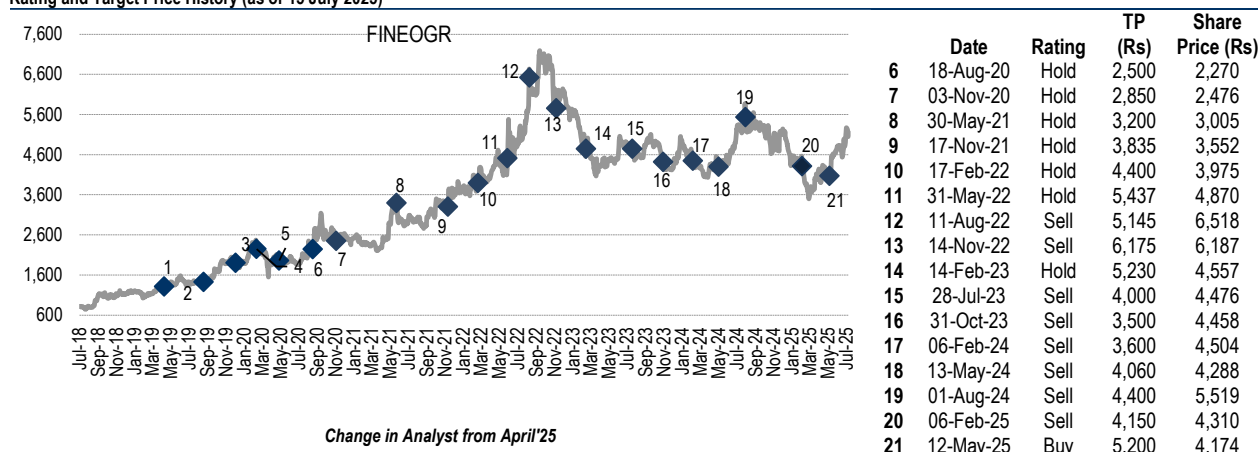
Appendix

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