

Annual Report  
**2021-22**

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



# TRANSFORMING BEYOND.

Shaping a Sustainable Future.



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## Reporting period and scope

This report covers financial and nonfinancial information and activities of 20 Microns Limited ('the Company' or '20ML') during the period April 1, 2021, to March 31, 2022. The report's financial figures have been audited by M/s. J.H. Mehta & Co., Chartered Accountants, Ahmedabad.

## Materiality

We cover key material aspects that have been identified through our ongoing stakeholder engagement and are addressed by various programmes or action points set by the key management personnel.

## Responsiveness

Our reporting addresses a gamut of stakeholders, each having their own needs and interests. This report is one element of our interaction and communication. It reflects how we manage our operations by accounting and responding to stakeholder concerns.

## Forward looking statement

Some information in this report may contain forward-looking statements. We have based these forward-looking statements on our current beliefs, expectations and intentions as to facts, actions and events that will or may occur in the future. Such statements are identified by forward-looking words such as "believe," "plan," "anticipate," "continue," "estimate," "expect," "may," "will" or other similar words. A forward-looking statement may include a statement of the assumptions or basis underlying the forward-looking statement. We have chosen these assumptions or basis in good faith, and we believe that they are reasonable in all material respects. However, we caution you that forward-looking statements and assumed facts or bases almost always vary from actual results, and the differences between the results implied by the forward-looking statements and assumed facts or bases and actual results can be material, depending on the circumstances.



Find this report online at  
[www.20microns.com](http://www.20microns.com)

There comes a time in the journey of a business entity when it has to start making choices to grow from strength to strength and not be afraid of the consequences.

Over the years, we have fortified our position as a dynamic and agile player, constantly focused on changing ourselves and building our strength through a diversified portfolio. But most of these changes were in line with the changing needs of time and the changing needs of our customers.

Thus, we thought it's time to transform ourselves by undertaking some conscious choices. And if the choice lines up correctly, it would help us grow at a faster rate and would make our growth a sustainable one.

Over the last few years, our major focus has been to transform 20 Microns Limited (20ML) from just another micronized mineral manufacturer to India's numero uno producer of ultrafine industrial material and speciality chemicals. As we focused on transformation, we have put our imagination and our science to work to create innovative and improved industrial mineral and speciality chemicals, anticipating the needs of our customers.



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TRANSFORMATION  
AGENDA, WE  
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THE FUTURE.**



**TRANSFORMING  
BEYOND.**



Infused with new energies, we are steering to our next phase of growth and expansion, through an increased focus on operational efficiencies and understanding the demands of an evolving industry.

Through strategic efforts, planned investments and an ardent emphasis on R&D efforts, we are continuously harnessing the power of portfolio and our people to prepare for the future and unlock our next phase of growth. Building on the legacy of our deep-rooted values and our sustainability focus, we are surging ahead to reinforce the trust of our customers on our brand.

In our quest to reach new and brighter horizons of performance and progress, we are investing in further investing the core of our business to drive greater sustainable and inclusive long-term growth.

Our range, quality, and attention to detail made our brands deeply trusted amongst some of the most respected corporates in India and abroad. At 20 Microns Limited (20ML), our strength lies in the confidence of our valued patrons. It is their trust and support that aids our endeavours to expand our horizons and capitalise on growing opportunities.

Today, more than ever before, we realise our responsibility to remain attuned to the demands of tomorrow. Valuing our inherent strengths and a clear roadmap to tackle the challenges on our path, we are identifying new trajectories lay the foundation for sustainable growth.

## SHAPING A SUSTAINABLE FUTURE.



PERFORMANCE  
MINERALS



FUNCTIONAL  
ADDITIVES



SPECIALTY  
CHEMICALS



CONSTRUCTION  
CHEMICALS



MINERAL  
FERTILIZERS

## 20 MICRONS IN A SNAPSHOT



**35+**

Years of industry experience



**LARGEST**

India's largest producer of micronized industrial minerals



Exports products to more than

**65**

countries across

**6**

continents



**9 STRATEGICALLY LOCATED**

integrated manufacturing units



A niche player engaged in the production of micronization of minerals from **regular size to sub microns to nano size**



**FIVE**

Captive mines acts as a strategic raw material source



**NINE**

State-of-the-art warehouses strategically located across India



**TWO**

Technologically advanced research and development unit



**700+**

Strong and dedicated workforce giving the Company people edge



**41**

Number of new products introduced in FY22



Comprehensive range of **micronized industrial minerals, functional specialities and performance additive** products which find application across diverse industries



# INTRODUCING 20 MICRON'S LIMITED

Established in 1987, 20 Microns Limited (20ML) is India's largest producers of white minerals, ultrafine industrial minerals and specialty chemicals that help advance the everyday life of millions of people.

We have a successful track record of operating a robust B2B model, catering to the diverse ultrafine industrial minerals and specialty chemicals needs of a wide range of companies across vast end application industry. Our B2B model covers the manufacturing of nano-sized industrial minerals, functional additives and specialty chemicals. With a presence across the value chain from mining to micronizing to sub-microns to nano sizing, we focus on the manufacturing of innovative mineral-based products in the field of functional fillers, extenders and specialty chemicals.

At the core of our operational excellence is a future-focussed strategy that makes us energised for sustainable growth. Led by this approach, we value our ability to constantly deliver high-quality niche mineral products. We have established our credentials as a reliable and quality conscious manufacturer and supplier of micronized industrial minerals, functional specialties, and performance additives. With a commitment to quality and affordability, we ensure a steady supply of customer-centred materials and specialty chemical solutions. Over the years, we have made substantial investments in our manufacturing infrastructure to support our product portfolio. We have also significantly improved our R&D capabilities to consistently deliver improved products which helped us meet the changing needs of our customers. We help our clients manufacture products that are vital for everyday life.





## OUR VISION

- ▶ Our brand promise and our deep enrooted commitment is to build a robust, sustainable and responsible business in the long run.
- ▶ Through adaptive improvement, we will continue to be a leader in the Industrial Minerals & Functional Additives space. We will advance these businesses through continued innovation, hard work and responsible care initiatives and to be known as the employer, supplier, neighbour and investment of choice.



## OUR MISSION

- ▶ To provide exceptional product quality which equally matches our excellence in problem-solving capabilities and technical customer services with an extensive operational network.
- ▶ With a focus on markets and in-depth understanding of client needs, 20 Microns constantly endeavour to develop newer ultrafine industrial minerals and functional additives for the global markets by providing and enriching careers and creating shareholder value because we care about our employees, our customers and our communities.
- ▶ To deliver performance for our shareholders, remaining innovative for our customers, building lasting relationships for our employees, partners and communities and being persistent with precise and efficient manufacturing.
- ▶ To provide integral products to our valued clients while sustaining a stable and consistent reputation through innovative intelligence. We do this in a safe and healthy work environment for our employees and adhere to all local, national and international regulations.



## KNOWING 20 MICRON'S LIMITED



### Our manufacturing excellence

20 Microns Limited is the only manufacturer in India with a comprehensive in-house capability across the value chain (from mining, micronizing, sub-microns and nano sizing). at Spread across the states of Gujarat, Rajasthan, Tamil Nadu & Uttarakhand, the nine state-of-the-art manufacturing facilities of the Company are strategically located at key manufacturing hubs of our customers or near the key raw material source points.

Accredited by certifications such as ISO 9001:2015, ISO 14001:2015 and ISO 14001:2018, among others, the products manufactured by 20ML are in sync with the global standards and quality.

### Strategically located manufacturing facilities

Adequate availability of raw material is imperative for our sustainable business performance and growth. Key raw material required for the manufacturing of our products are Calcium carbonate, Lime stone, Marble lumps/powder, China clay crude/powder, Talc lumps/powder, Mica powder, Silica powder, Red Oxide, Dolomite powder and Chalk powder and these are available only in the mineral mines. The existing plants of the Company are strategically located near to the source of raw-material or in proximity of the nearby ports. This ensures adequate availability of raw material at a competitive cost.

Proximity to the mines and port helps in easy and quick transportation of the raw materials from the source to the plants, thereby creating strong raw material linkages.

### Our mining capabilities

With a total mining reserve of 169.64 lakh million tonnes (MT), the five captive mines of 20ML are spread across the states of Gujarat, Rajasthan, Andhra Pradesh and Tamil Nadu.

Located in close proximity to the key manufacturing units of the Company, the captive mines of the Company ensure a steady inflow of raw materials for its manufacturing units at a reasonable cost. Further, these mines have enabled the Company to successfully perform backward integration while creating critical entry barriers for new entrants.






Best mining practices, high safety standards and a trained workforce coupled with strong technological advancement have helped us enhance our mining capabilities over the year while enabling to optimize cost successfully.

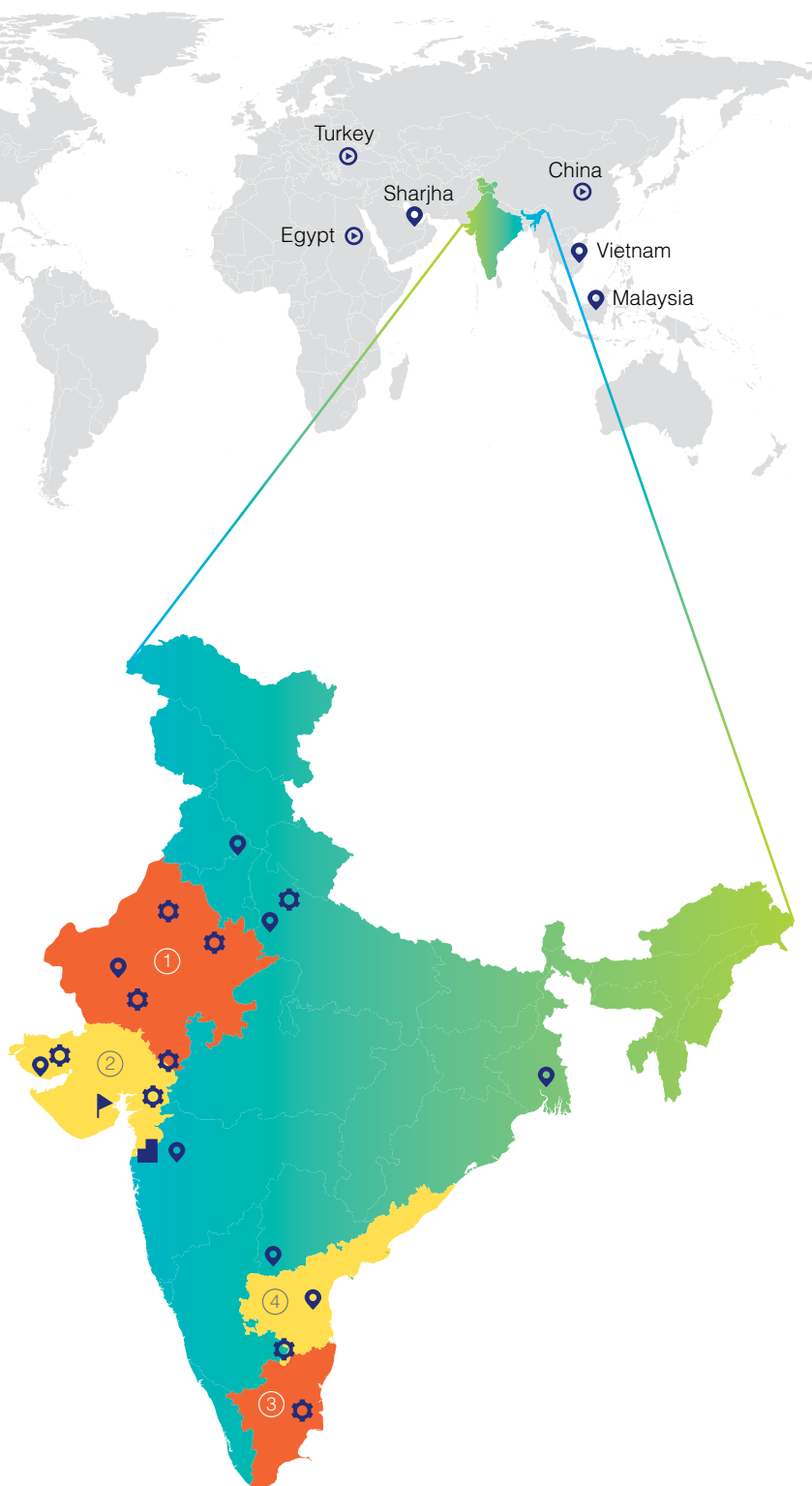


## OUR GEOGRAPHICAL FOOTPRINT

Headquartered in Vadodara, Gujarat, we operate through our corporate office at Mumbai and through our sales offices, warehouses, manufacturing units and key sourcing points spread across India and strategic international locations. The strategic locations of our various facilities enable us to remain well placed and prepared to unlock the untapped potential of the growing end-user markets in India and across the globe.

### Locations

	Head Quarter
	Corporate Office
	Manufacturing Units
	Office / Warehouse
	Sourcing Point



### Mining Resources

1. Rajasthan, Sirohi (Calcite)
2. Gujarat, Bhuj (China Clay, Kaolin & Bentonite)  
Vadodara (Dolomite)
3. Andhra Pradesh, Anantapur (Dolomite)
4. Tamil Nadu, Tirunelveli (Limestone)
5. Chhota Udaipur, Gujarat (Dolomite)

Reserves in  
Mining Leases

**7.3MIL**  
Tonnes

## WHAT WE HAVE ON OFFER

We believe in the strength of who we are, what we do, where we are located and what we have on offer.

Backed by our enviable R&D capabilities, insightful industry knowledge and strong understanding of the customer requirements, we have built a comprehensive range of reputed brands, comprising high-quality products, to cater to diversified needs of customers across industries and price-points. Over the years, we have aligned our portfolio to the evolving consumer and market trends, which we are continuously mapping and analysing to transform our offerings in tandem.

## KEY PRODUCTS

### Industrial minerals

- ▶ Ground Calcium Carbonate
- ▶ Dolomite
- ▶ Hydrous Kaolin
- ▶ Calcined Kaolin
- ▶ Talc
- ▶ Natural Barytes
- ▶ Silica / Quartz
- ▶ Muscovite Mica
- ▶ Feldspar / Nepheline Syenite
- ▶ Diatomaceous & Siliceous Earth
- ▶ Bentonite & Attapulgit
- ▶ Natural Red Oxide
- ▶ Synthetic Red Oxide

### Functional additives

- ▶ White / Buff & Colored
- ▶ Rutile TiO<sub>2</sub>
- ▶ White Pigment Opacifier
- ▶ Synthetic Barium Sulphate
- ▶ Micronized Wax
- ▶ Erueca Mide, Olea Mide & Processing Aid
- ▶ Anti-blocking Additives
- ▶ Matting Agents
- ▶ Rheological Additives
- ▶ Inorganic thickeners
- ▶ Flame Retardants
- ▶ Calcium Oxide Desiccant
- ▶ Activators for Rubber
- ▶ High Aspect Ratio Talc
- ▶ Sub-Micron CaCO<sub>3</sub>
- ▶ Fumed, Precipitated & Amorphous Silica
- ▶ Decorative Colored Quartz Sand

## KEY END USERS' INDUSTRY



Paint and  
Coating



Inks and  
Pigments



Plastics  
and Polymer



Paper



Rubber



Cosmetics



Ceramics



Adhesive  
and sealant



Oil-well drilling



Agrochemicals



Foundry and more