



Investor Presentation

Q4 FY22

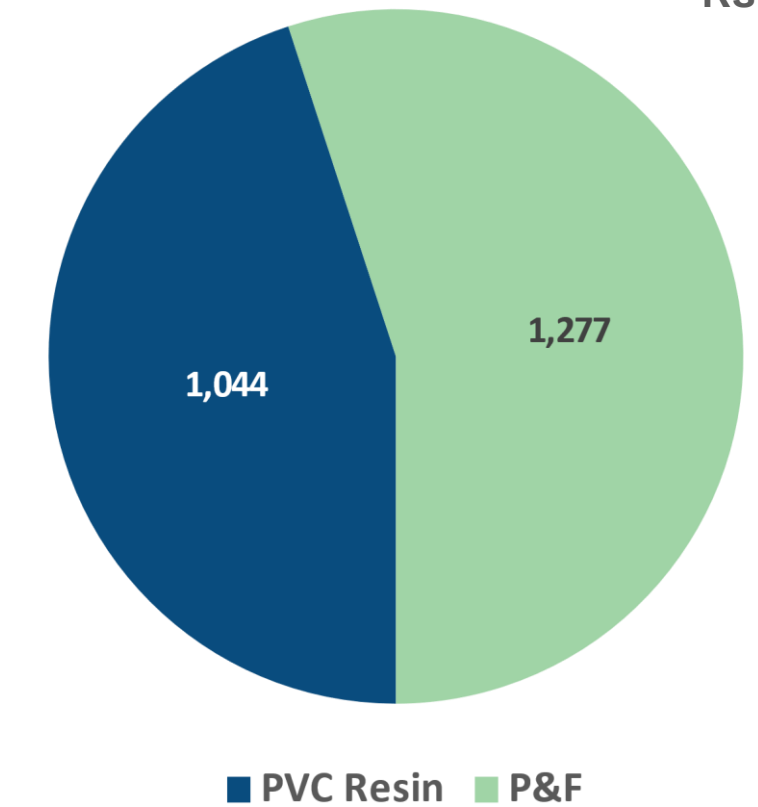
Highest ever operating profits backed by volume growth and healthy margins

Q4 FY22

FY22

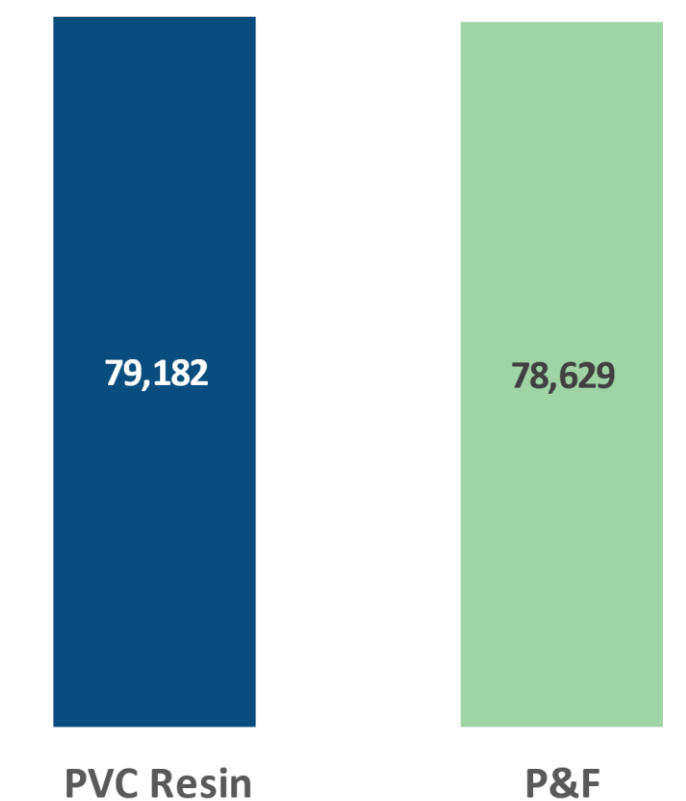
Segment Revenue – Q4 FY22

Rs Cr



Segment Volume – Q4 FY22

MT



- Total revenue registered a y-o-y growth of 28% to Rs. 1,595 Cr from Rs. 1,249 Cr

- Total revenue registered a y-o-y growth of 34% to Rs. 4,647 Cr

- EBITDA dropped to Rs 265Cr (vs. Rs. 410 Cr)
- PBT decreased by 35% from Rs 402 Cr to Rs 260 Cr

- EBITDA increased by 3.5% to Rs 1,024 Cr (vs. Rs. 989 Cr)
- PAT grew to Rs1,009 Cr from 977 Cr

- PVC Pipes & Fittings volume grew 30.5% to 78,629 MT.
- PVC Resin volume registered a y-o-y growth of 5.2% to 79,182 MT

- PVC Pipes and Fittings volume registered a y-o-y growth of 11.7% to 2,36,895 MT.
- PVC Resin volume registered a y-o-y decline of 4.7% to 2,24,924 MT

- Liquid Investments (Net of Borrowings) at Rs 1,550 cr as at 31 Mar 22

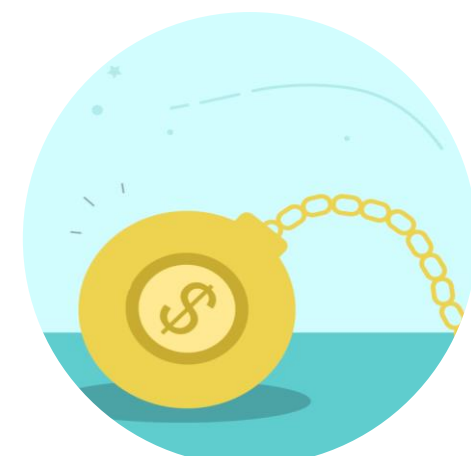
- Net Cash inflow from operating activity (before taxes) **Rs 957 Cr**

Highest ever quarterly and annual revenue

Profit margins impacted by higher input prices

Volumes almost at pre-covid levels

Strong liquidity and healthy balance sheet

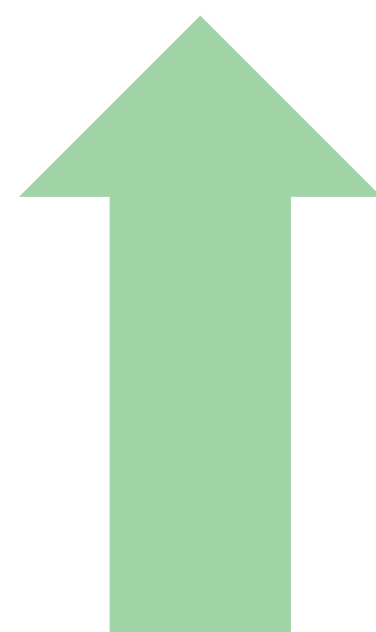


Segment Performance – Key highlights Q4 FY22

Pipes and Fittings

1,277 Cr

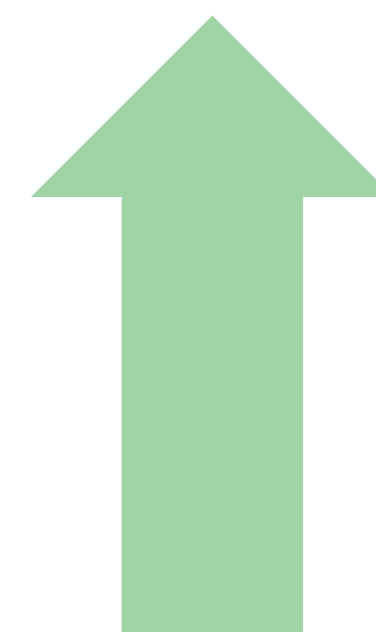
41.7% y-o-y



Revenue

78,629 MT

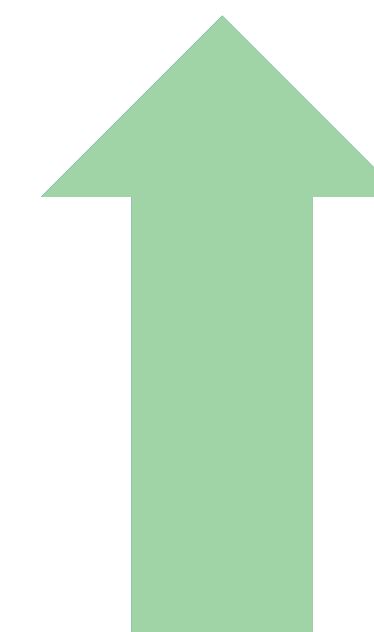
30.5% y-o-y



Volume

94.2 Cr

35.6% y-o-y

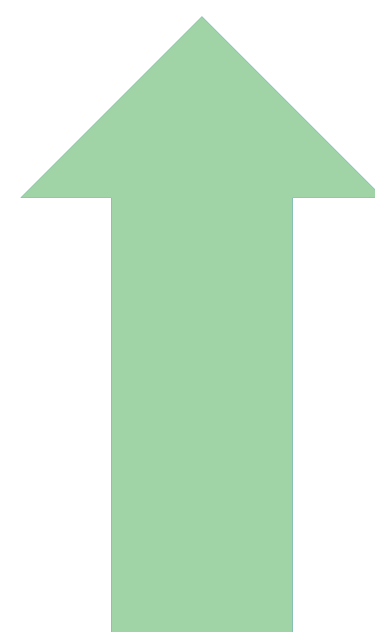


EBIT

Resin

1,044 Cr

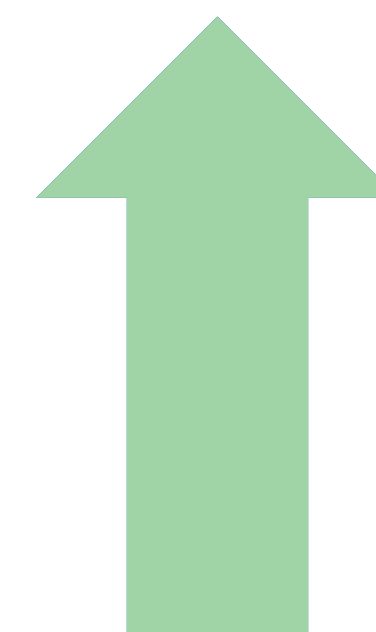
13.5% y-o-y



Revenue

79,182 MT

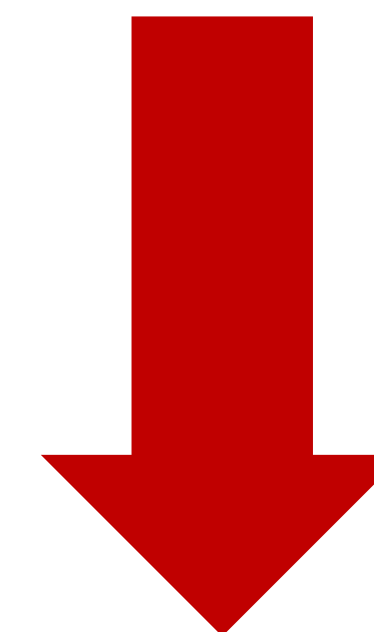
5.2% y-o-y



Volume

156.5 Cr

(52.4%) y-o-y



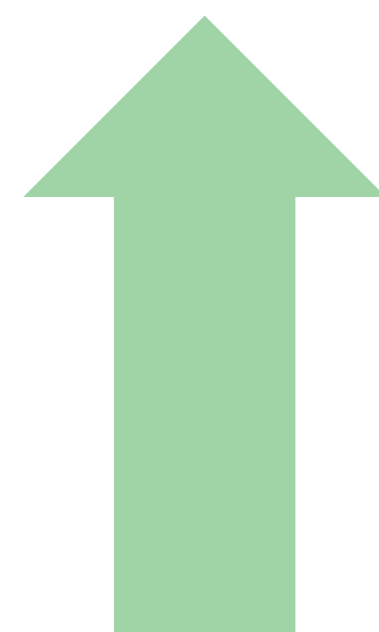
EBIT

Segment Performance – Key highlights FY22

Pipes and Fittings

3,853 Cr

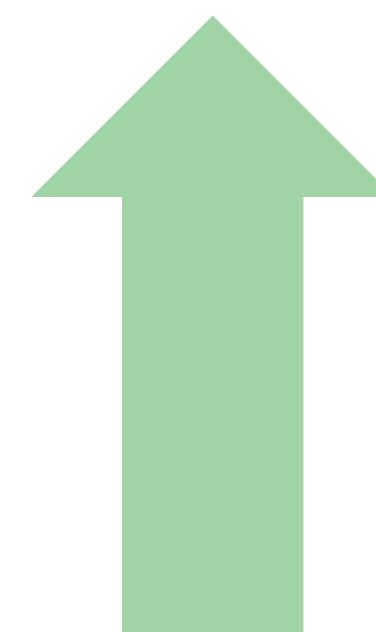
46.2% y-o-y



Revenue

2,36,895 MT

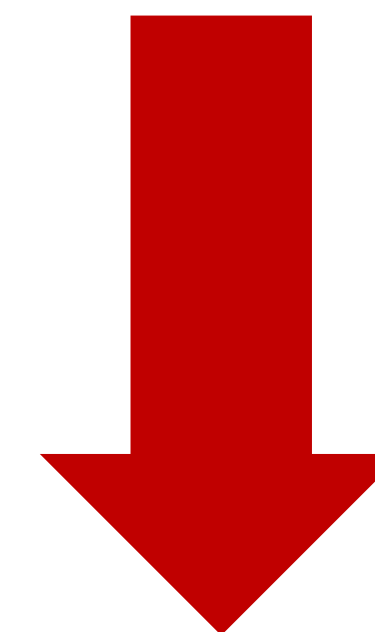
11.7% y-o-y



Volume

250 Cr

(0.4%) y-o-y

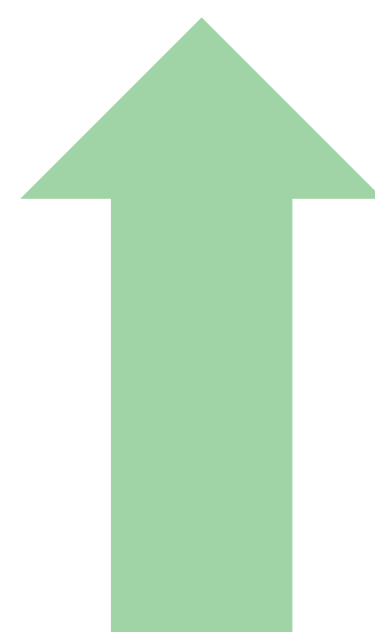


EBIT

Resin

2,962 Cr

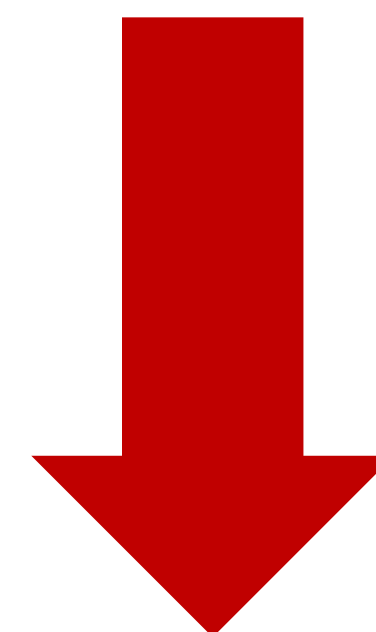
30.3% y-o-y



Revenue

2,24,924 MT

(-4.7%) y-o-y



Volume

723 Cr

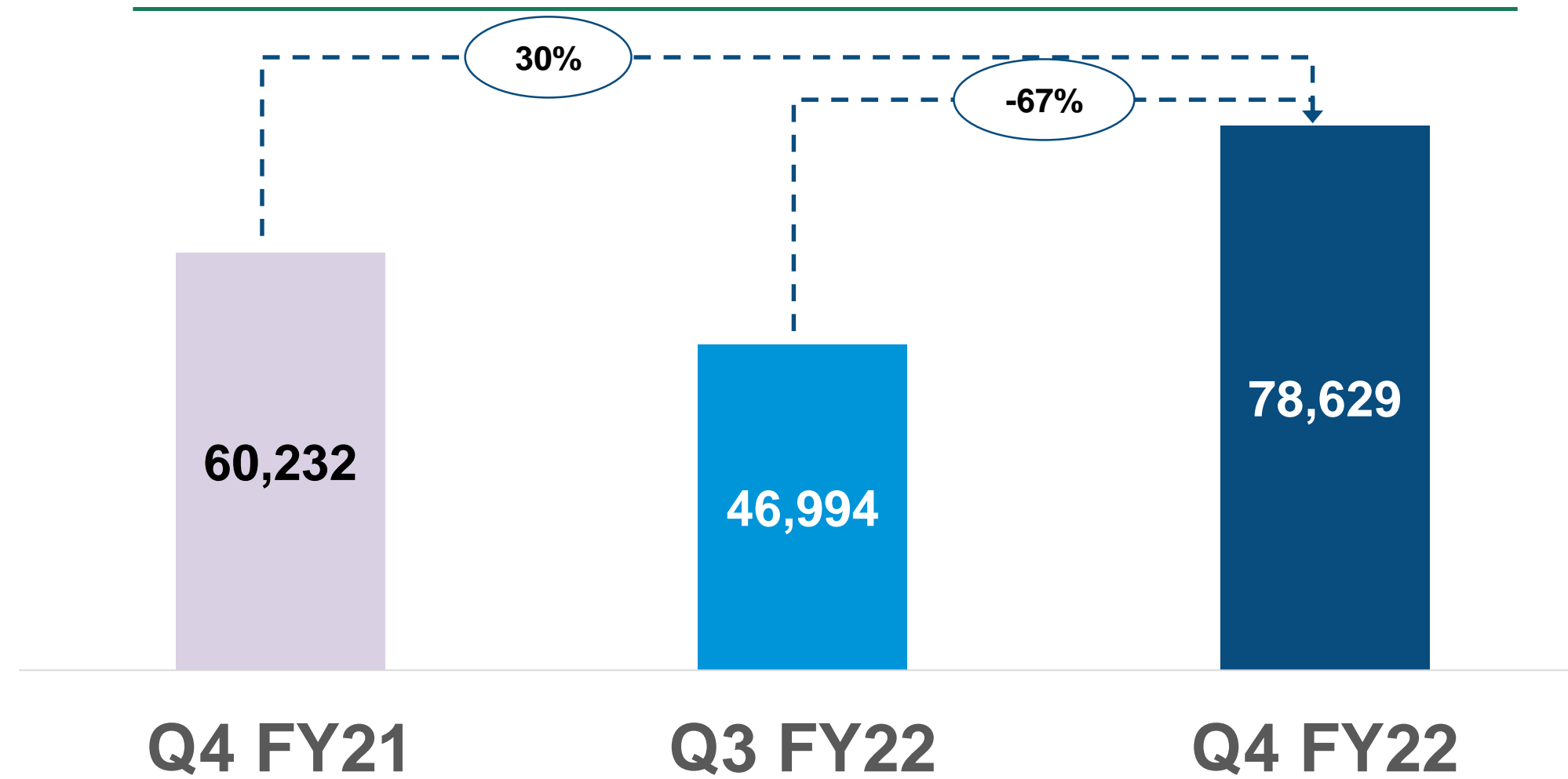
3.8% y-o-y



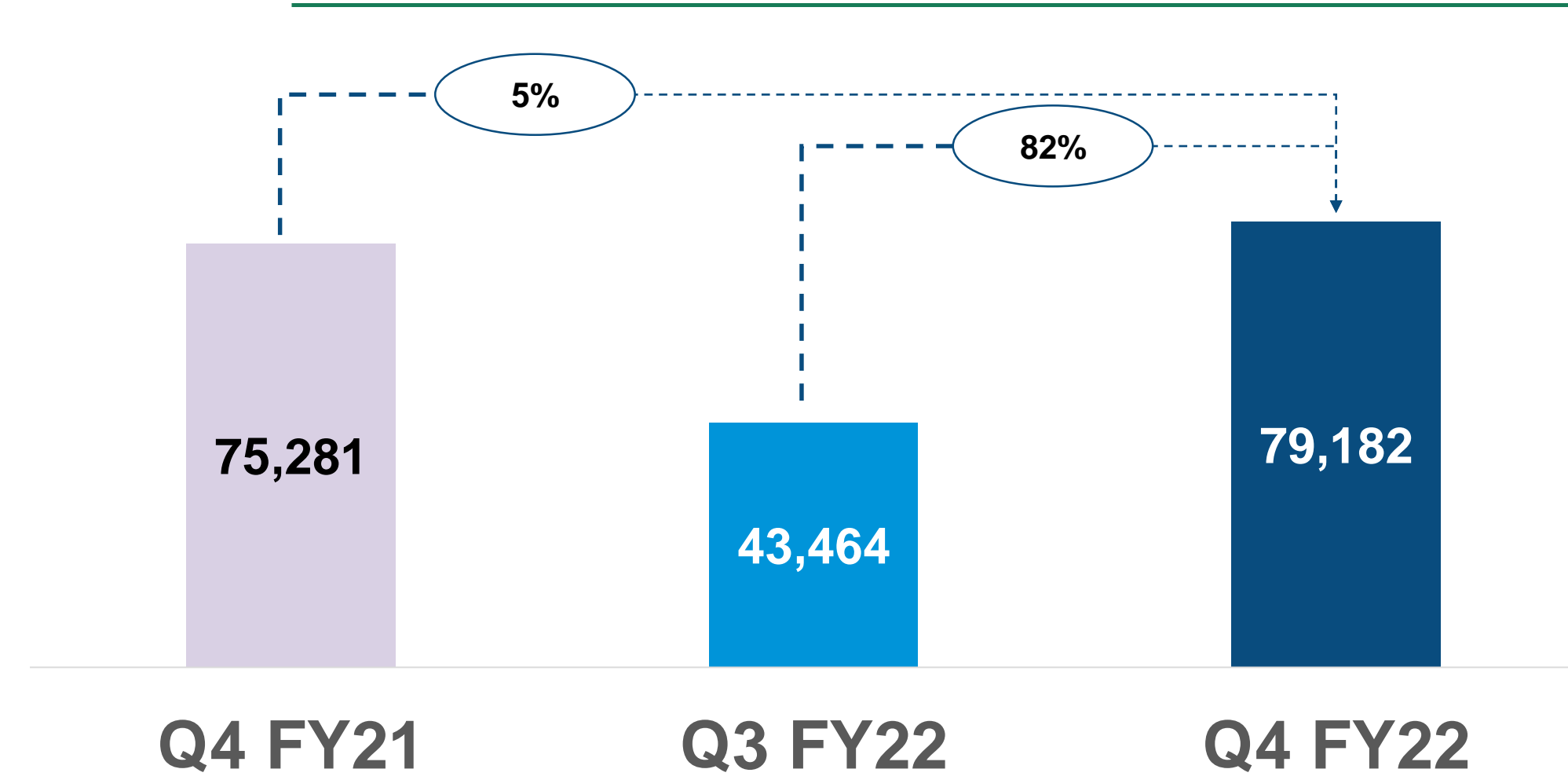
EBIT

Business Performance by Segment

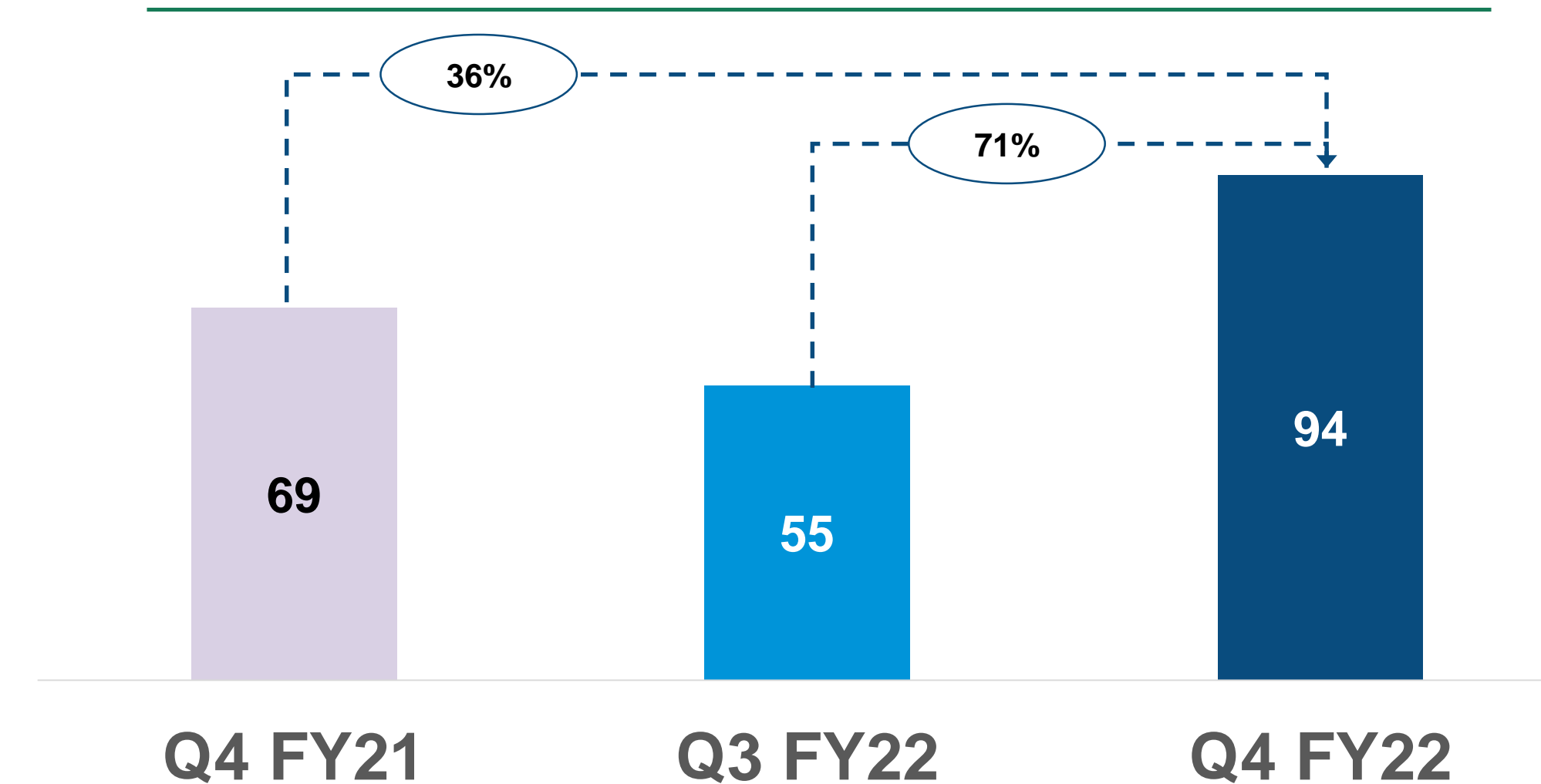
P&F Volume (MTs)



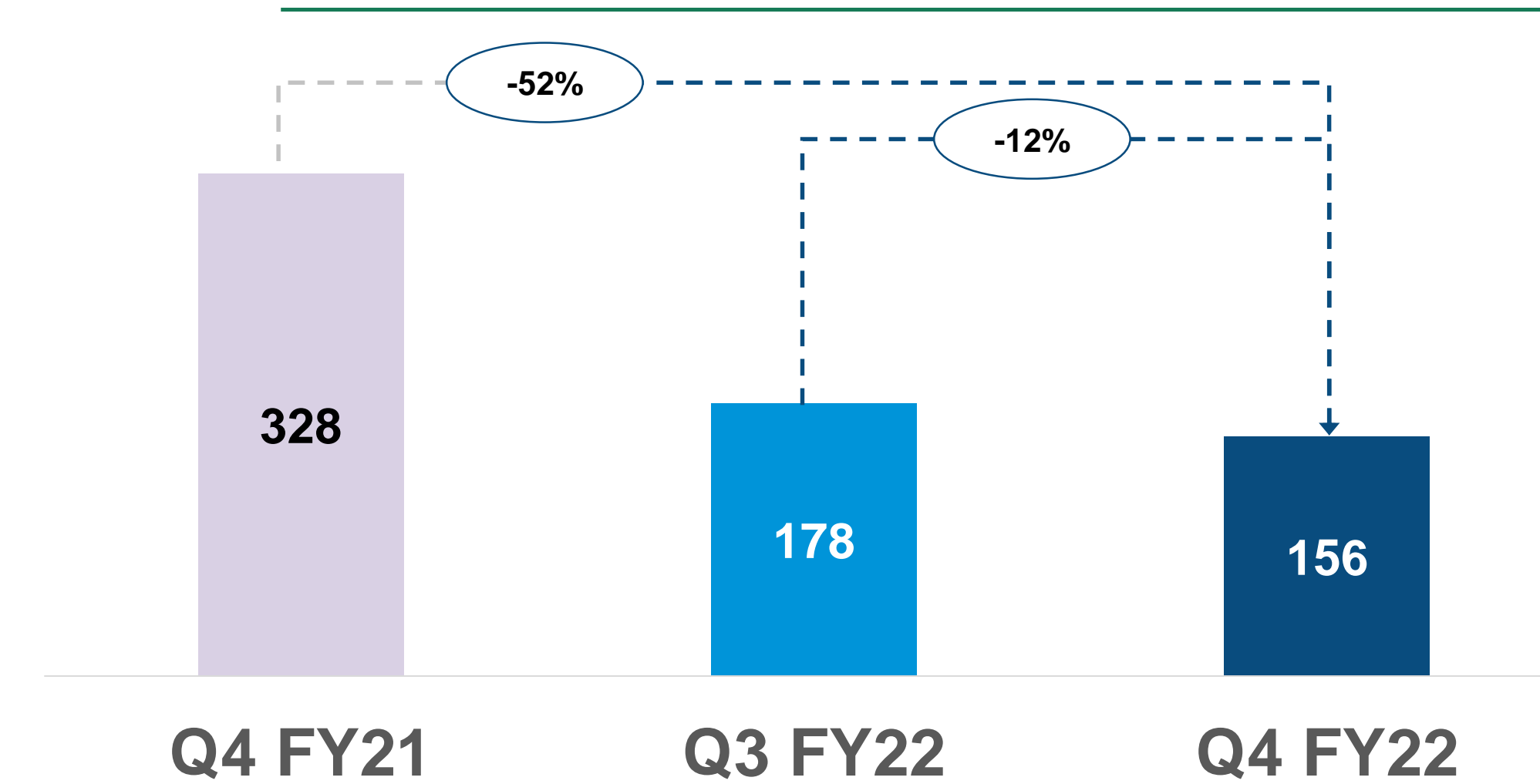
PVC Volume (MTs)



P&F EBIT (Rs Cr)

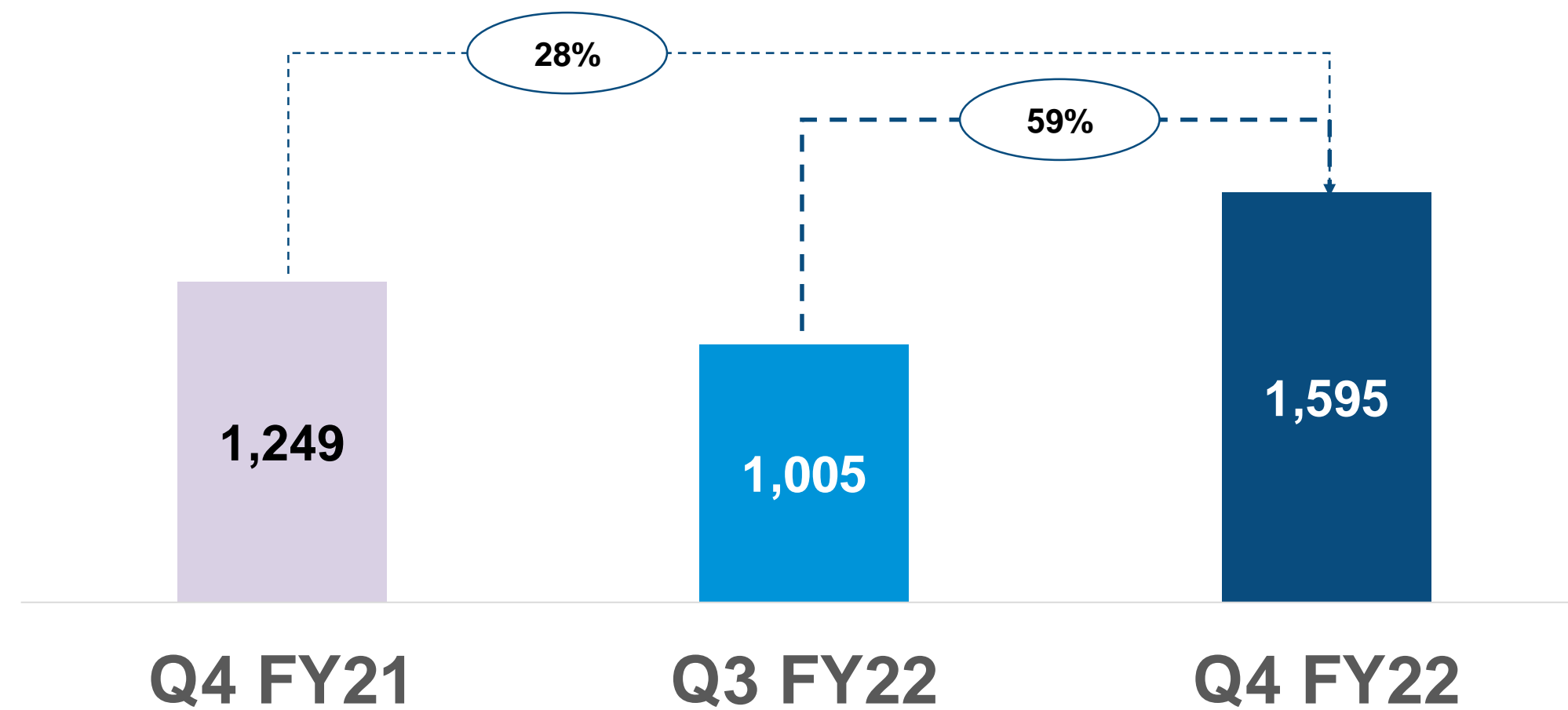


PVC EBIT (Rs Cr)

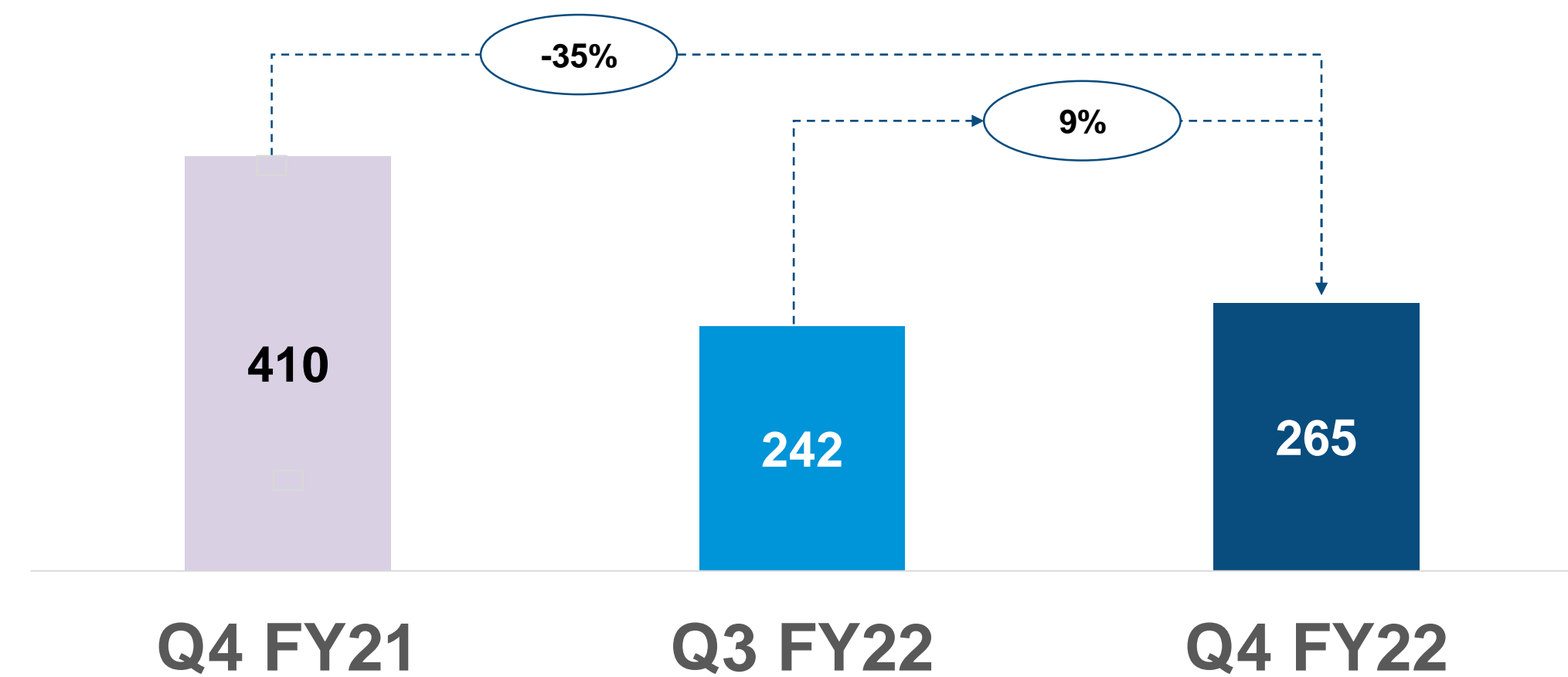


Business Performance of the company

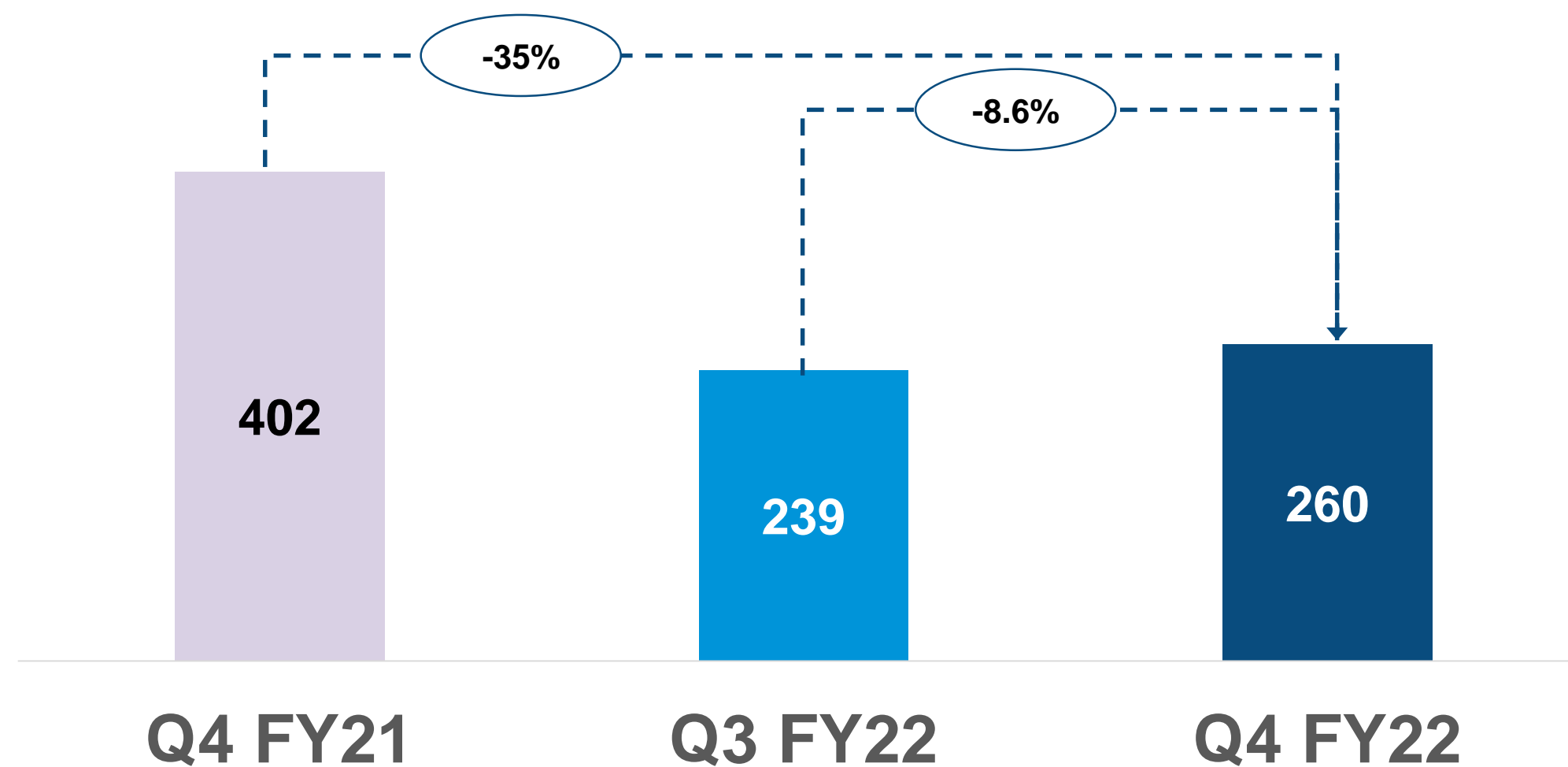
Revenue (Rs Cr)



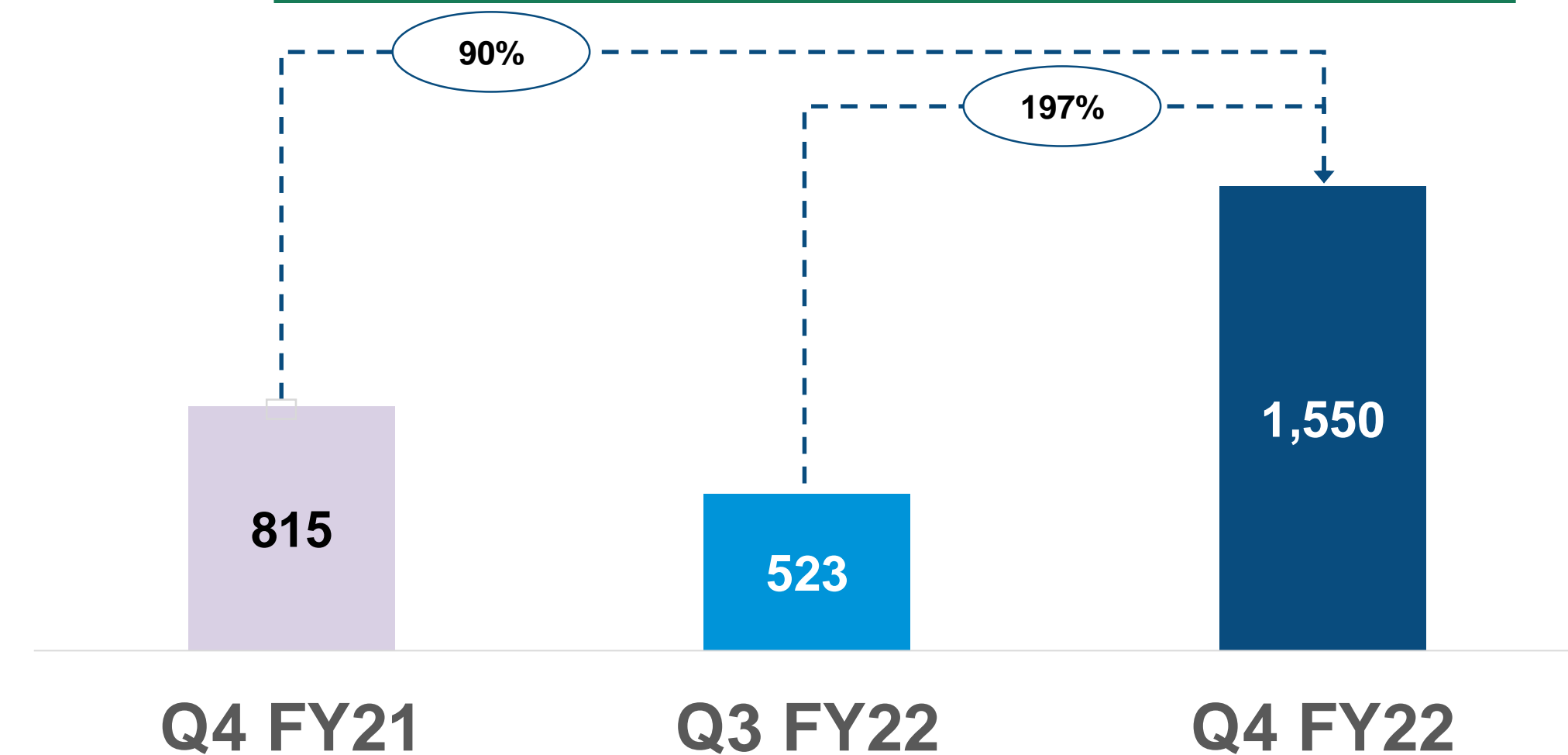
EBITDA (Rs Cr)



PBT (Rs Cr)



Liquid Investments* (Rs Cr)

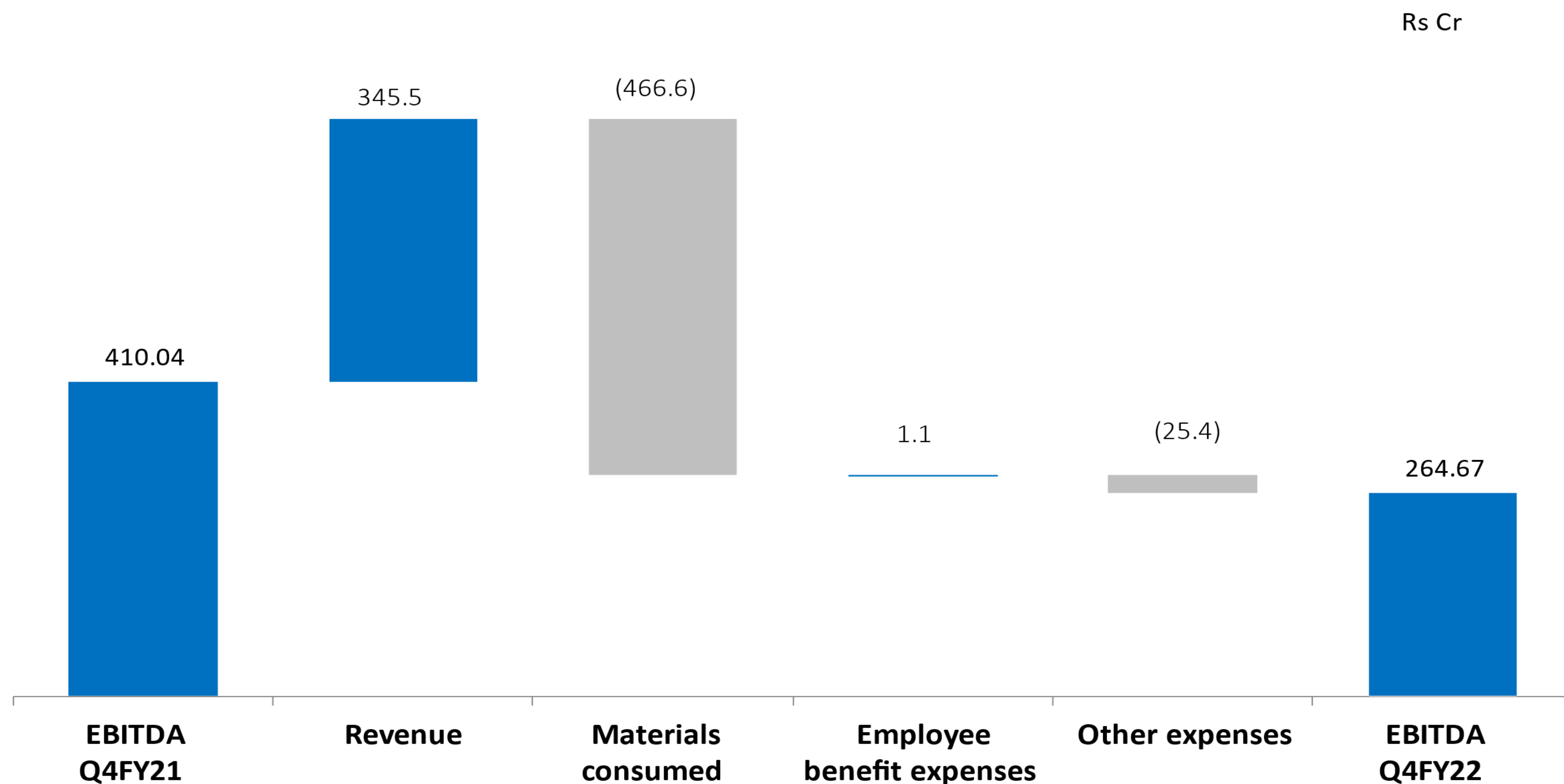


Excludes exceptional item

*Liquid investment net of borrowings

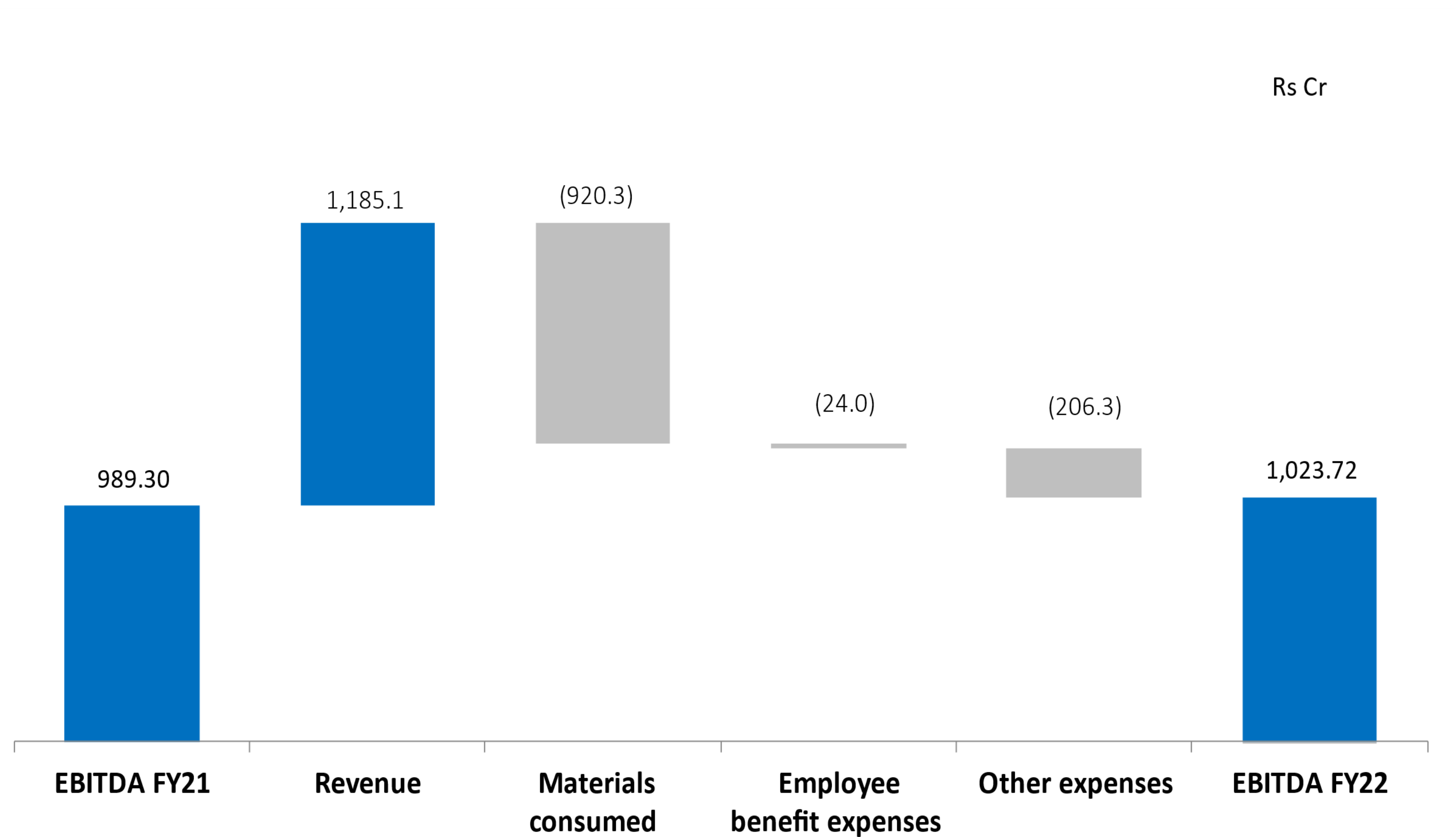


EBITDA Movement Q4 FY22 vs. Q4 FY21





EBITDA Movement FY22 vs. FY21



Summarised Income Statement

Rs. In Crores	Q4FY22	Q4FY21	YOY Change	FY22	FY21	YOY Change
Total Income from operations	1,594.6	1,249.3	28%	4,647.3	3,462.8	34%
EBITDA*	264.7	410.0	-35%	1,023.7	989.3	3%
EBITDA margin (%)	17%	33%		22%	29%	
Depreciation	21.6	19.7		83.4	77.7	
EBIT*	243.1	390.3	-38%	940.3	911.6	3%
EBIT %	15%	31%		20%	26%	
Finance costs	8.1	1.8		14.1	7.3	
Other Income	24.8	13.6		83.2	72.5	
Profit before tax*	259.8	402.1	-35%	1,009.4	976.8	3%
PBT %	16%	32%		22%	28%	
Tax	142.1	104.7		332.0	248.8	
Exceptional items	376.1	-		376.1	-	
PAT (including exceptional items)	493.8	297.3	66%	1,053.5	728.0	45%
PAT %	31%	24%		23%	21%	

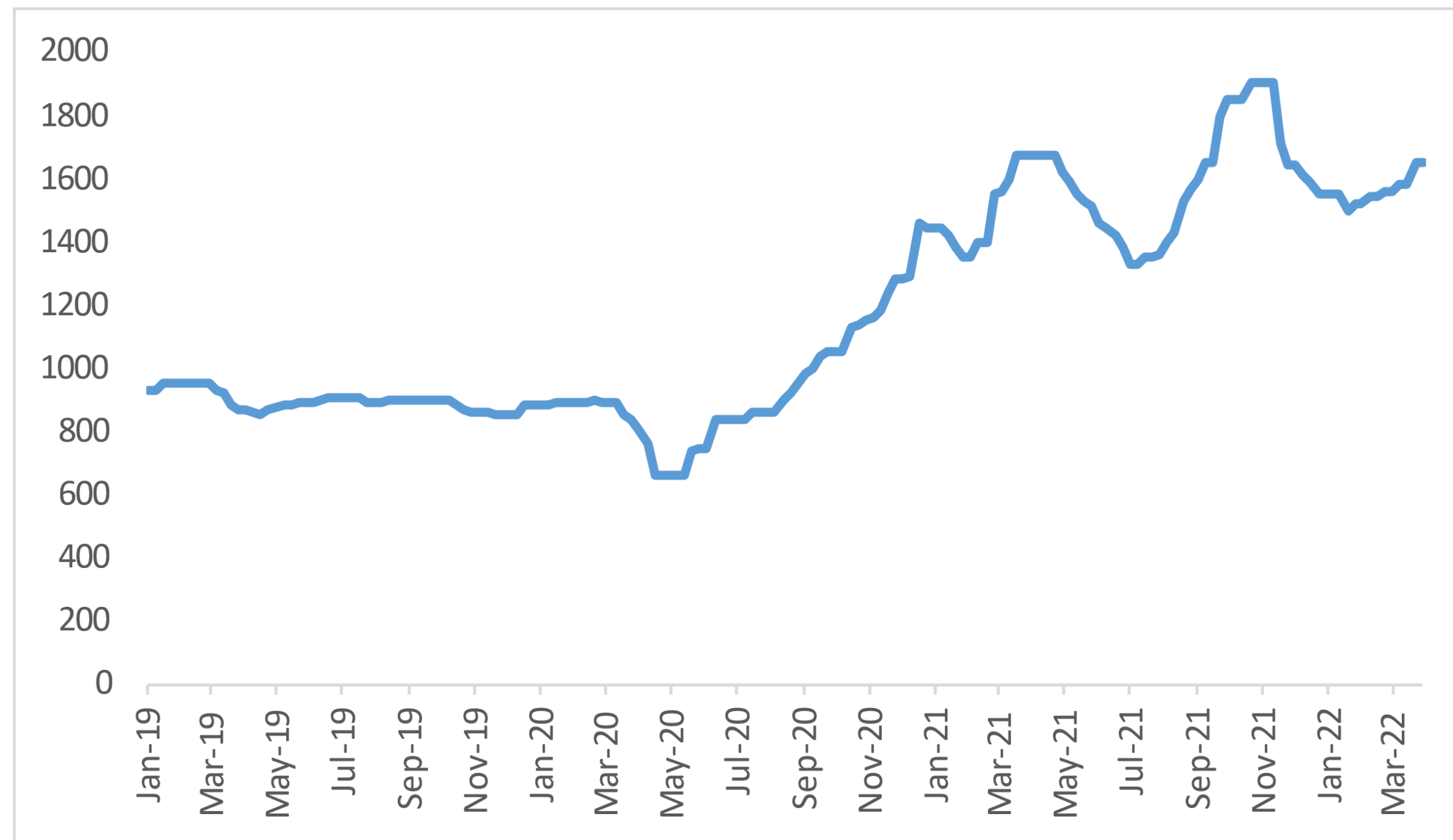
Balance Sheet – Key indicators

Rs. In Crores	31 Mar 2022	31 Mar 2021
<i>Equity and liabilities</i>		
Share capital	124.1	124.1
Reserves and surplus	3,739.7	2,948.8
Long term borrowings	-	-
Short term borrowings (including loans repayable in one year)	278.0	203.9
<i>Assets</i>		
Fixed assets (Net block)	993.2	1,002.4
Capital WIP	9.5	8.2
Non current investments	1,080.8	1,085.3
Current investments	1,552.5	506.9
Debt/Equity	7.2%	6.6%

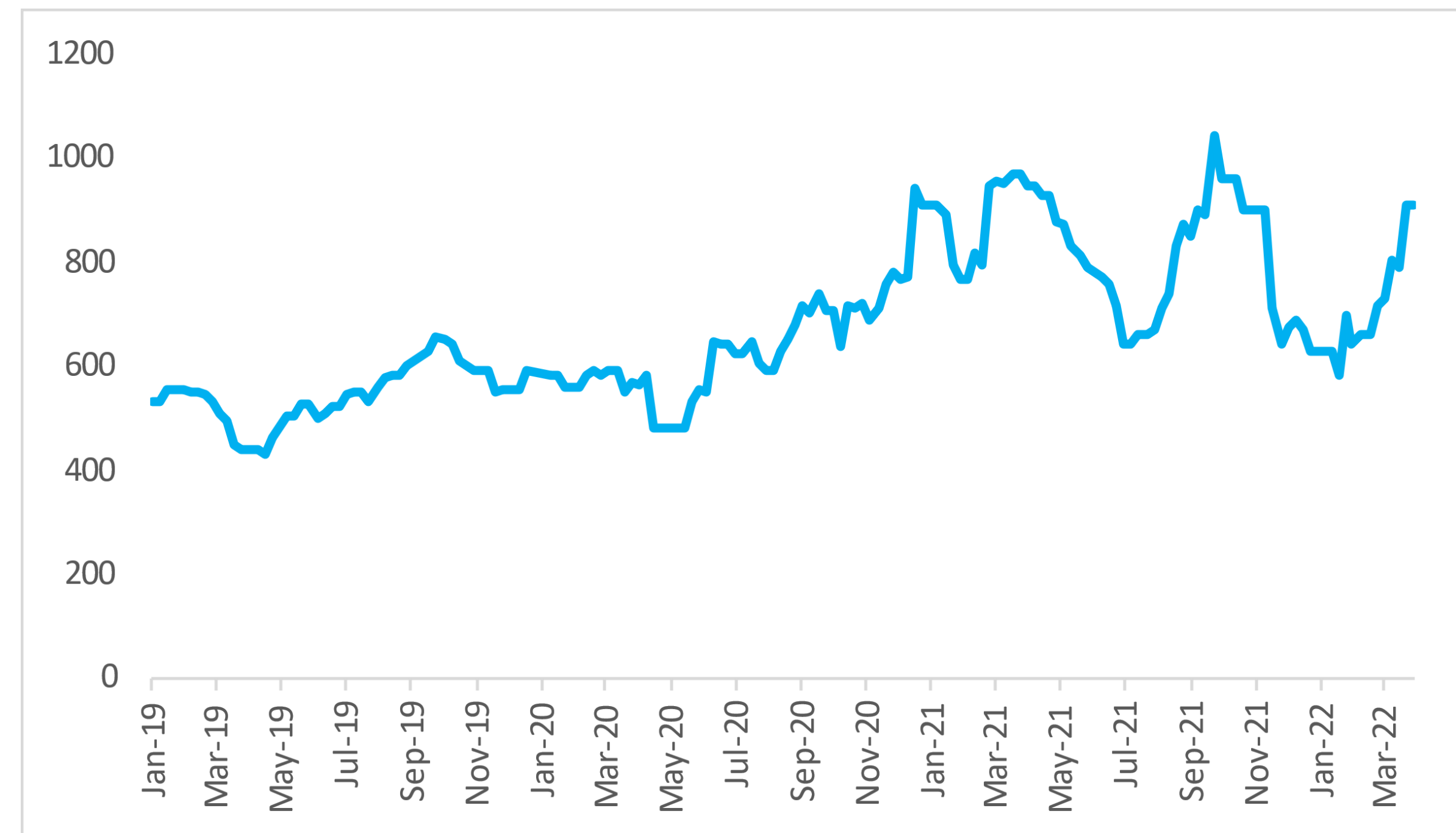


PVC Prices & PVC/EDC Delta

PVC (USD/MT)



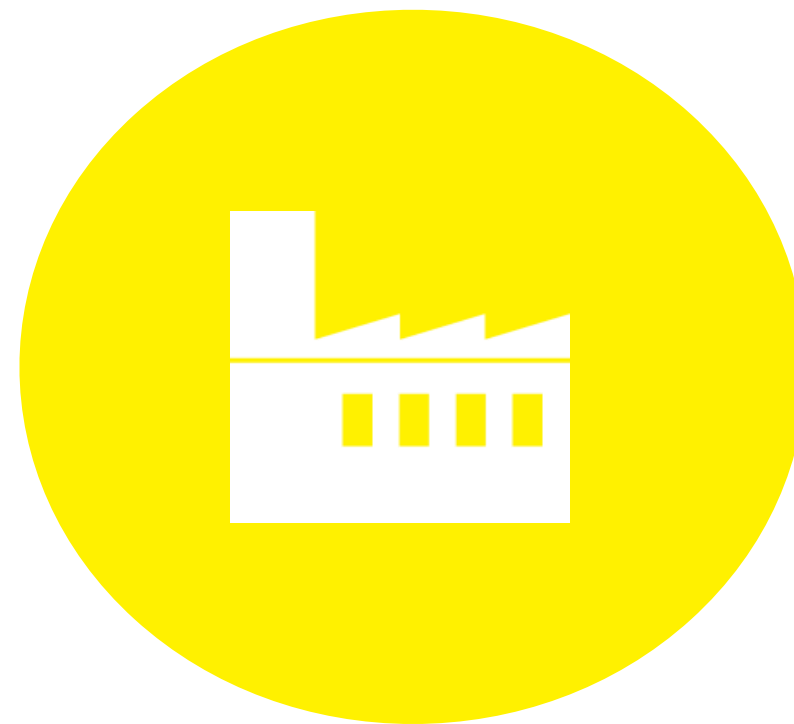
PVC/EDC Delta (USD/MT)





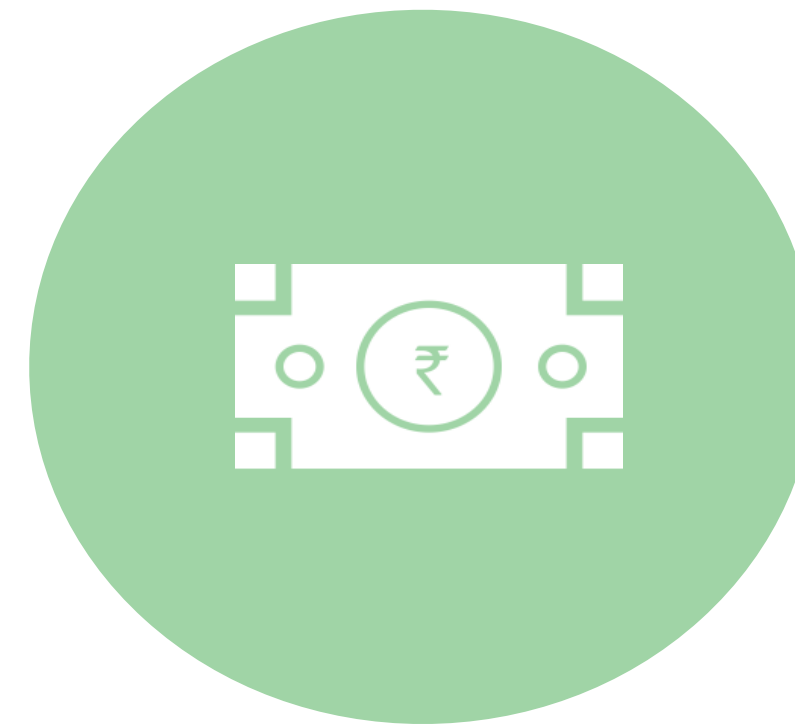
EXPANDING FOOTPRINT

Expand distribution network in all geographies with higher focus in the northern and eastern regions



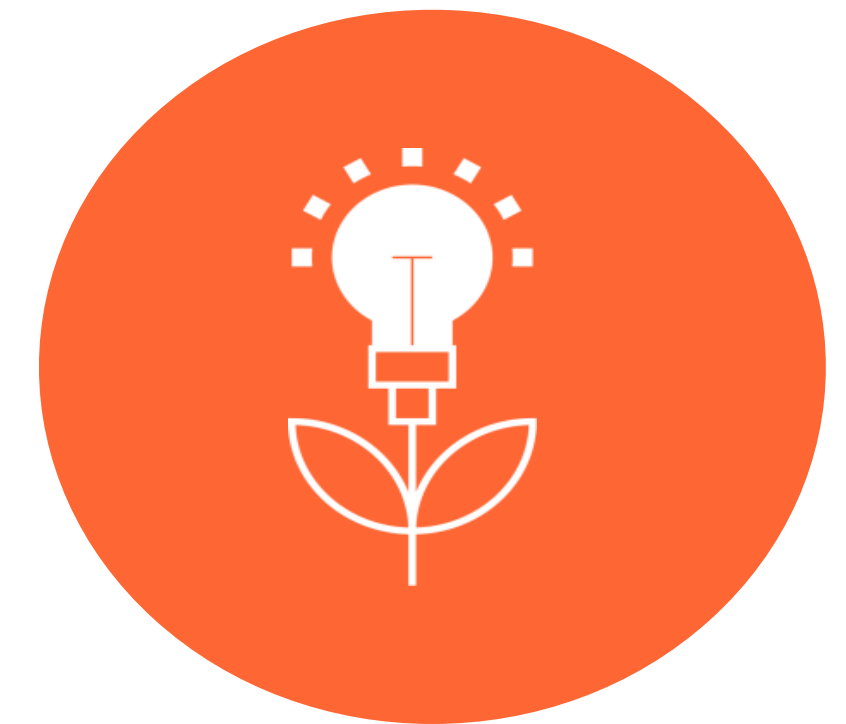
CAPACITY EXPANSION

Increase installed capacities of PVC pipes and fittings in order to capture expected increase in demand.



CASH-N-CARRY

Follow Cash-n-carry model to keep the balance sheet light.



BRANDING

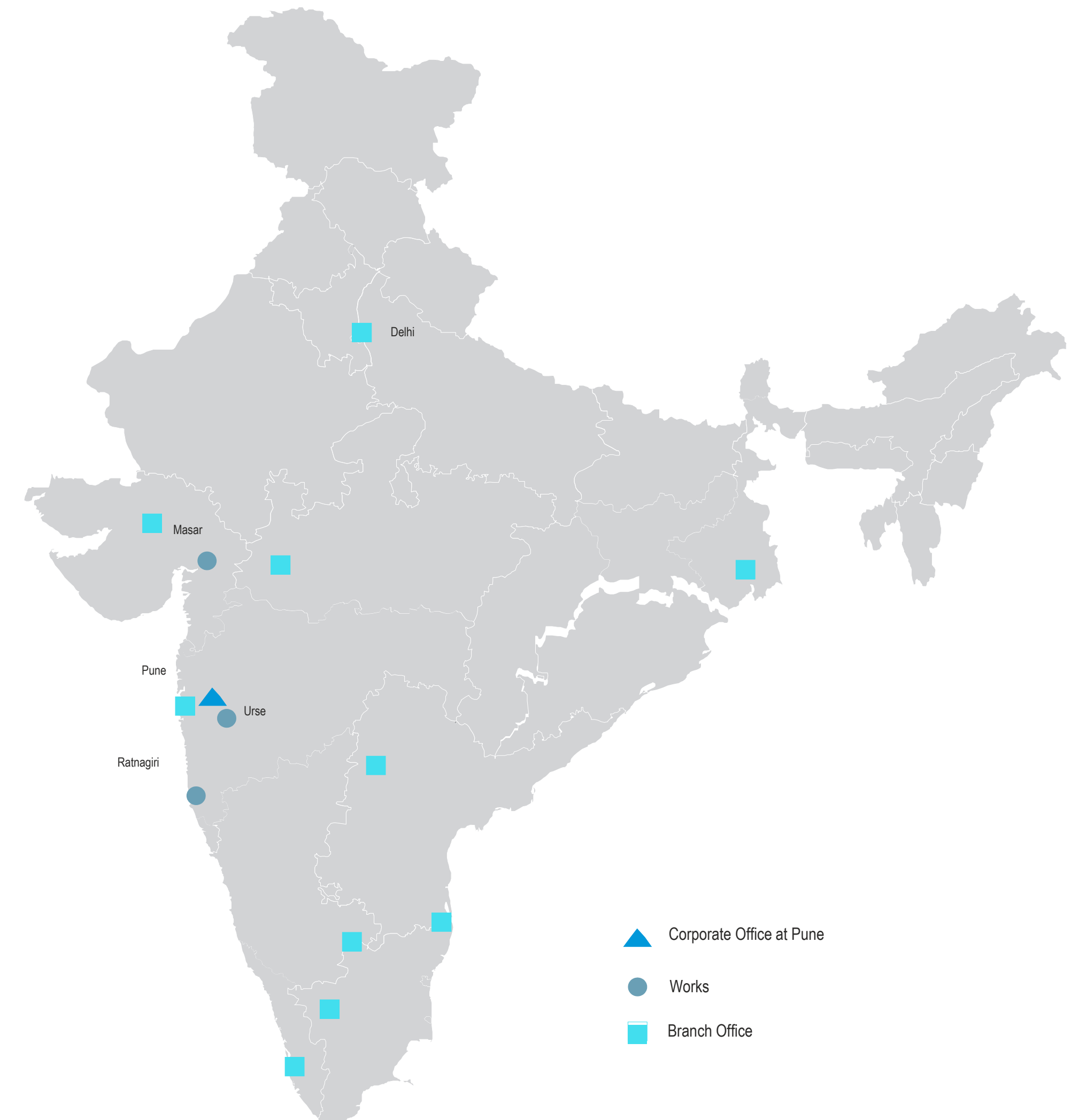
Promote brand and quality consciousness amongst consumer.

Distribution Reach

- FIL is on track in terms of expanding its scale of operations by increasing production capacity and distribution reach
- Wide network of 21,000 retail touch points



Offices & Plants



Select Marketing Initiatives




Digital marketing

Finolex Industries Ltd
44,081 followers
1mo · 🌐

Finolex Industries Ltd. remembers its Founder, Late Shri Pralhad P. Chhabria on his birth anniversary, and yet again resolves to remain true to his cherished values of quality, constant learning, and excellence.

#founder #entrepreneur #leader #legacy #journey
#quality #commitment #excellence #grow #values
#sincerity #learning #growth #history #conglomerate
#pipes #Finolexpipes #Finolexindustries



Unstoppable.
The word that comes to our mind reflecting your illustrious journey. Powering possibilities, transforming lives. Putting people, communities and the nation before everything else. Paving the way for millions to grow and prosper, with pride. You continue to inspire us. Today, and forever.

REMEMBERING LATE SHRI PRALHAD P CHHABRIA
With Love and Pride
12th March, 1930 - 5th May 2016

229 13 comments · 8 shares

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We are happy and proud to share that Finolex Industries is now accredited with the 'Responsible Care Logo' by Indian Chemical Council for its Ratnagiri site. We are now among the first 100 companies to achieve this significant sustainability recognition.

#IndianChemicalCouncil #FinolexIndustries
#Proudmoment #sustai #sustainability



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Responsible Care[®]
OUR COMMITMENT TO SUSTAINABILITY

Among the first 100 companies to achieve this significant sustainability recognition.

Gaurang Gawde and 216 others 13 comments · 9 shares

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Happy Republic Day!

#republic #nationalday #republicday #india



Standing tall to build the nation one pipeline at a time.

HAPPY REPUBLIC DAY

123 3 comments · 5 shares

Finolex Pipes
15 Feb · 🌐

Let's see if you can get this right.

Drop your answers in the comments section.

#game #games #quiz #numbers #math
#numbergame #mathgame #pipes #water
#Finolexpipes #Finolexindustries



The Number Game!

📏 + 📏 + 📏 = 24

📏 + 📏 = 25

📏 - 📏 = 8

📏 + 📏 + 📏 = ?

110 89 comments · 19 shares

Finolex Pipes
12 Jan · 🌐

Guess the missing name.

Drop your answers in the comments section.

#agriculturepipes #farming #irrigation #farmers
#agriculture #India #pipes #village #farms #fields
#Finolexpipes #Finolexindustries



Guess the name of the pipe

Finolex agriculture pipes

PVC-U Agriculture-Self Fit

?

55 18 comments · 4 shares

Finolex Pipes
4 Mar · 🌐

Guess the correct answer. Let us know in the comments section.

#agriculturepipes #agriculture #farming #farmers
#Finolexpipes #Finolexindustries



Which of these pipes is a preferred choice of farmers for agriculture?

A CPVC Pipes B SWR Pipes C PVC-U pipes

154 85 comments · 15 shares

finolexpipes

FIND THE PERFECT FIT




283 likes
finolexpipes Can you guess the perfect fit to complete the Finolex Pipe Throne?

Let us know your answers in the comments section.

#games #puzzle #pipes #fittings
#agriculture#sanitation #plumbing #farmers #farming
#Finolexpipes #Finolexindustries

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27 January

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1,315 views
finolexpipes Finolex SWR Pipes are UV stabilized and are highly durable offering extreme climate resistance and a smooth inner surface to prevent clogging.

#pipes #drainage #plumbing #sanitation #uvstabilized
#waterpipes #Finolexindustries #Finolexpipes

25 February

finolexpipes

Rearrange the jumbled names of the fittings.

1. **ROCLPUE**: 📏

2. **DECREUR**: 📏

3. **ECIPE LIAT**: 📏

228 likes
finolexpipes Guess the names of the fittings.

Let us know your answers in the comments section.

#agriculture #agriculturepipes #farmers #farms #india
#game #pipesandfittings #Finolexpipes
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View all 91 comments
18 January



Exhibitions, Branding and other BTL activities





Print Ads, Magazine Ads, & other Branding activities

Magazine Ad

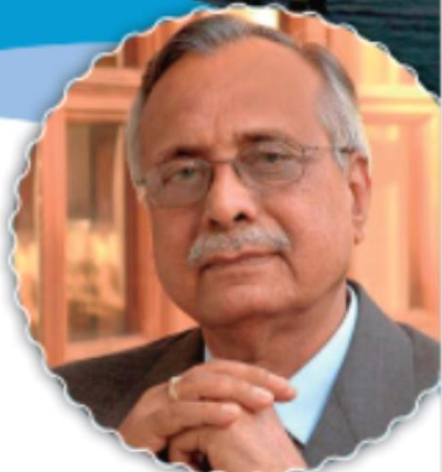
Gudi Padwa

Lohri/Sankrant/Pongal



Finolex: Instilling Trust, Faith & Self Confidence across generations

Mr. Prakash Pralhad Chhabria is the Executive Chairman of Finolex Industries Limited (FIL), a company focused on delivering high-quality PVC pipes and fittings to housing, construction, industry and agriculture. As their Brand Ambassador Virendra Sehraw succintly states in the commercial - ek baar lagwayiye, aur hamara naam bhoal jaiyye (install our pipes, and forget about them) - they promise dependability.



Late Shri Pralhad Chhabria
Founder, Finolex Group

The company has been keeping this promise right from its inception, forty years ago. Mr Chhabria's father, Mr. Pralhad Parshuram Chhabria, saw opportunity in supporting farmers in ushering the green revolution. He saw the potential of connecting isolated parched pockets across India's vast land-

scape to the water bodies in other parts. This was the genesis of FIL. His commitment to quality at any cost saw him invest in the latest research and technology. When quality of the third party resin in his PVC pipes became the Achilles heel, he went ahead and set up a petrochemical plant at great cost to produce all the resin required by the company. This was followed by the setting up of an open sea cryogenic jetty, a first for the Indian private sector, to bring in the required raw materials in an optimal sub-zero state. All of these initiatives to uphold the standards of excellence, enhanced FIL's reputation and endeared them to farmers, plumbers, builders and home owners across India.

Taking forward the baton from his father, Mr Prakash Chhabria has skillfully steered the company and its reputation by strategically restructuring the business and its finances. His stewardship has put the company on a strong growth trajectory, establishing its dominance as a reputed national brand with a turnover of INR 3,463 Crores in FY 2021.

With an equal and ambitious commitment to social

issues, the company has associated itself with the Mukul Madhav Foundation since 1999. It has helped support the lives, dreams and ambitions of communities across Maharashtra, Gujarat and many other states in India. Going beyond just charity and lip-service, it has endeavored to work with the people, instilling hopes where none whatsoever existed. Through the foundation, FIL supported them to become independent and self-reliant.

Having seen the company, the products and the market evolve across the last 40 years, Mr. Chhabria says that it is difficult to predict the future path of a dynamic company like Finolex. But he is sure of one thing. In the next 40 years, whatever FIL does, the organization will always deliver quality to customers and continue to support the progress of marginalized communities.

When asked to share some advice with the next generation, he says, "There is no need to look far for opportunities, there is much to be done here in India itself. But whatever you do, do it with your heart." Some good advice that is pertinent to India Tomorrow.



Mr. Prakash Chhabria
Chairman, Finolex Industries

पुण्य नगरी

आजपाच
● संपादन: १५ एप्रिल २०२१
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राज्यातील दहावी, बारावीच्या परीक्षा पुढे ढकलण्याचा निर्णय

बारावीची परीक्षा मेअखेरपर्यंत, तर दहावीची परीक्षा जुलैमध्ये

५० टक्के परीक्षा परीक्षा परीक्षा

फिनोलेक्स पाइप्स

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Print Ads, Magazine Ads, & other Branding activities

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FinOlex
PIPES

Magazine Ad

ANNADATA Telugu Monthly Postal Regd. No.D/RNP/HD/1199/2021-23, D/VJ/19/2021-23, RNI/15842/69 Dt. of Publication: March 1, 2022

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PIPES

40 YEARS OF **FinOlex** PIPES

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CSR Update



CSR Activities in Q4 FY22 – some snapshots



Safe water and sanitation

- 1500 people from the fisherman community in Ratnagiri benefited through safe drinking water pipeline created from source to their homes
- 114 (out of a proposed 260) toilets were inaugurated in Gadchiroli, Vidarbha, Maharashtra with on-ground implementing partners KSWA and Yuva Parivartan

Support for Differently-Abled

- Provided infrastructural support to Jeevan Vardhini Matimand School, impacting 52 mentally challenged children
- Ongoing support to 1,077 CP patients through continuous camps and speech, physio and occupational therapy provided at 6 rehabilitation centres across Maharashtra
- 3 new CP centres started in Satara, Wai and Panchgani, making the total centres to 8

Promoting Preventive Healthcare

- 63 transfusion filters provided to Thalassemia patients in Pune and Baroda
- 40 Thalassemia patients supported at TSPC, Pune, Maharashtra
- 150 blankets provided to Sassoon Hospital, Pune



CSR Activities in Q4 FY22 – some snapshots



Promoting Gender Equality

- 2 new period positive homes constructed in Gadchiroli, taking the total to 9
- 39 villages of Gadchiroli received support for mother and children's health in partnership with SEARCH NGO
- 'Gauravi' in collaboration with ActionAid. Supporting gender violence survivors, Madhya Pradesh

Animal welfare; Agriculture & Rural development

- 110 abandoned cows being fed at a cow shed in Alandi, Pune
- 1,000 residents of Khadki village benefitted from installation of 10 High Mast Lamps
- 47 tribal women in Palghar, Maharashtra supported for beekeeping

Promotion of Vocational Skills & Livelihood

- 80 women being upskilled in tailoring in Varanasi in collaboration with Hope Welfare Foundation
- 13 students offered placements after Radiology training conducted in collaboration with Aradhana Skills, Pune.
- 100 farmers trained and supported with 150 Betelnut saplings with Yuva Vikash Kendra in Tripura, North-East India

CSR Activities in Q4 FY22 – some snapshots

G100 Recognition



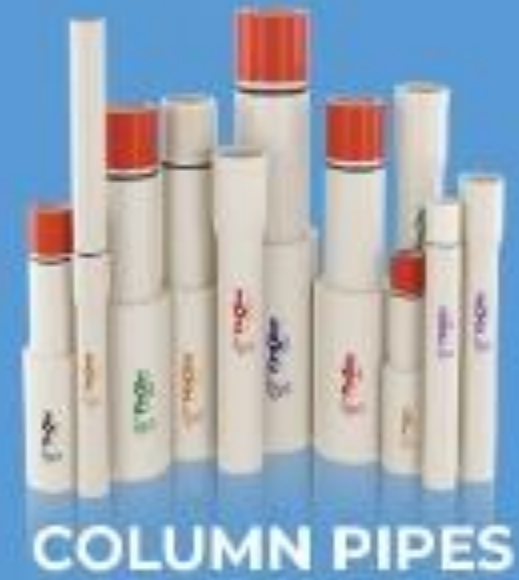
Managing Trustee Mrs. Rita Hinduja Chhabria received the G100 recognition, which is a group of 100 women leaders in diverse sectors, from across the world making an impact in the world

Glimpse of Mini GWD








Best CSR Project in Sanitation” at the Global CSR Excellence & Leadership





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