

# FINOLEX PIPES

Investor Presentation  
Q2 FY 2023-24

# Volume growth continues with healthy margin performance

**FINOLEX PIPES**

## Q2 FY24

## H1 FY24

## Segment Revenue – Q2 FY24



Revenues decreased on account of decline in PVC prices

- Slight reduction in revenue by 6% y-o-y to Rs. 883.15 Cr in Q2FY24 vs Rs.941.13 Cr in Q2FY23 due to reduced PVC prices

- Total revenues for H1FY24 reduced by 3.2% to Rs 2,062.32 Cr compared to Rs 2,130.94 Cr in H1FY23



Substantial improvement in operating performance

- EBITDA increased to Rs 102.98 Cr in Q2FY24 compared to loss of Rs 142.67 Cr in Q2FY23
- PBT stood at Rs 125.65 Cr (vs PBT loss of Rs. 129.25 Cr LY)

- EBITDA stood at Rs 255.45 Cr in H1FY24 against EBITDA loss of Rs 16.76 Cr in H1FY23.
- PBT increased to Rs 274.97 Cr in H1FY24 from a PBT loss of Rs 10.94 Cr in H1FY23



Strong volume growth in the P&F segment

- PVC Pipes & Fittings volume increased 6.2% to 62,914 MT
- PVC Resin volume decreased 30.6% y-o-y to 37,516 MT

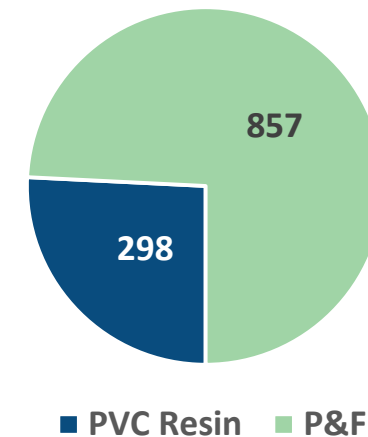
- PVC Pipes & Fittings volume rose significantly by 18.2% to 1,55,095 MT
- PVC Resin volume decreased 28.4% y-o-y to 83,590 MT



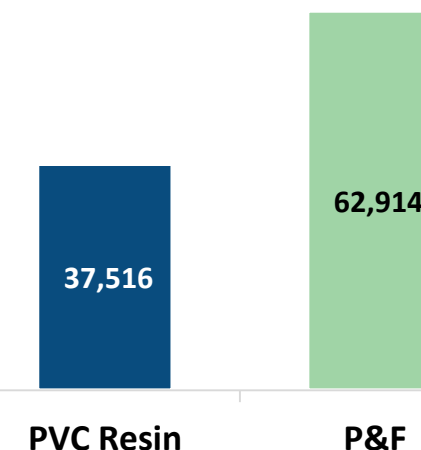
Liquidity of the company remains strong

- Net operating Cash flow of ~Rs. 58 cr is generated

- Strong balance sheet with free cash (net) of ~ Rs. 1,500 Cr.

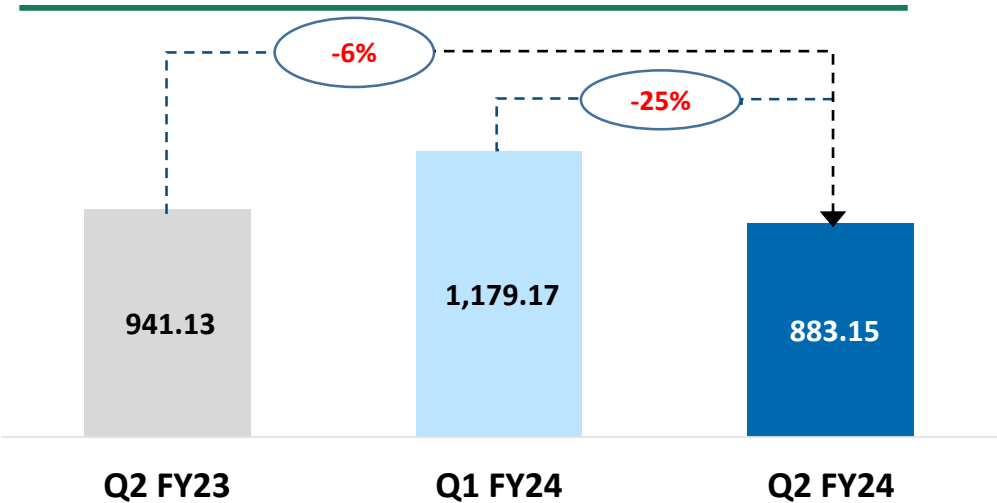


## Segment volume – Q2 FY24

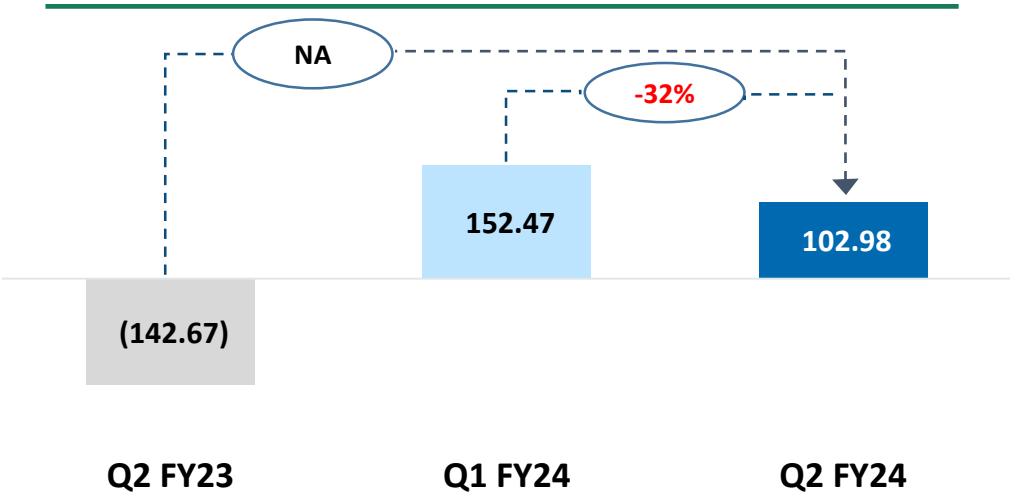


# Business Performance of the Company (Total)

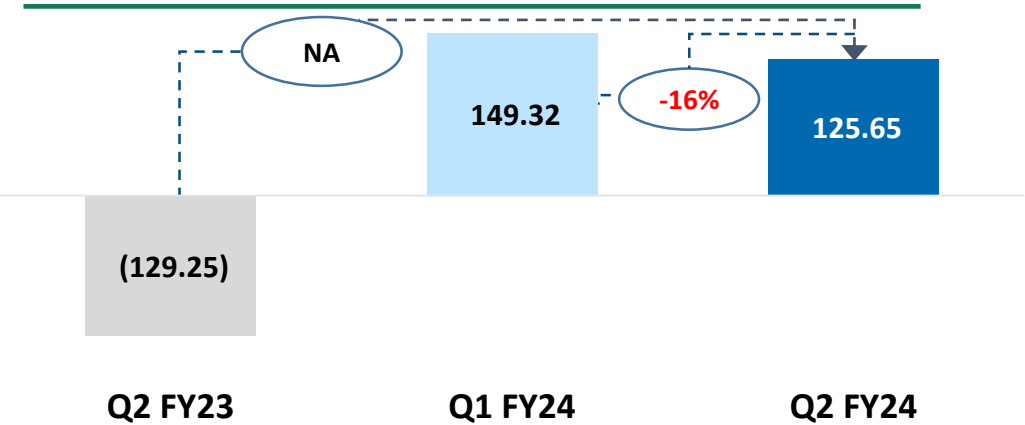
Revenue (Rs Cr)



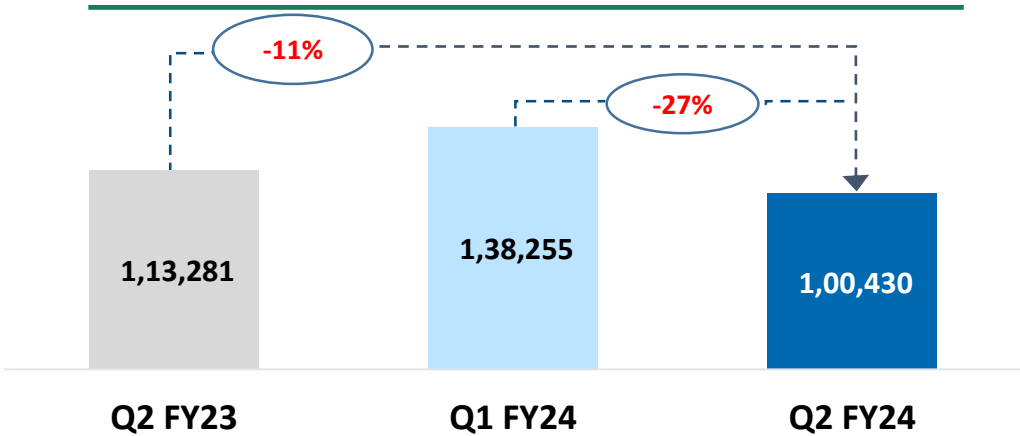
EBITDA (Rs Cr)



PBT (Rs Cr)

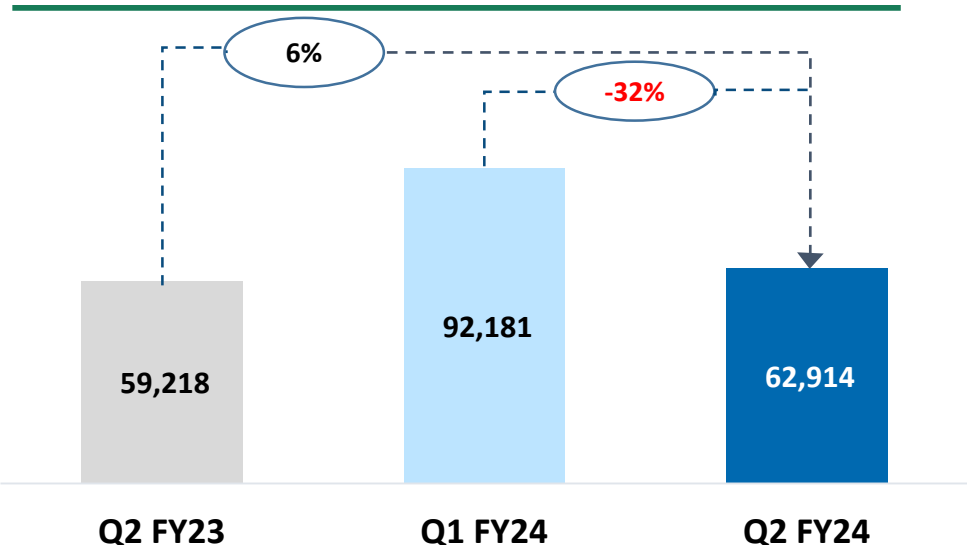


Sales volumes (in MT) [P&F + Resin]

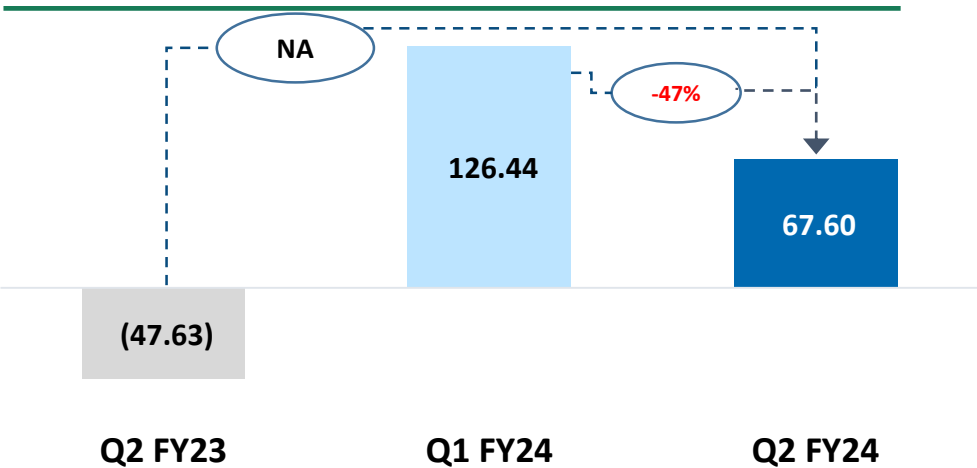


# Segment Performance – Key highlights Q2 FY24

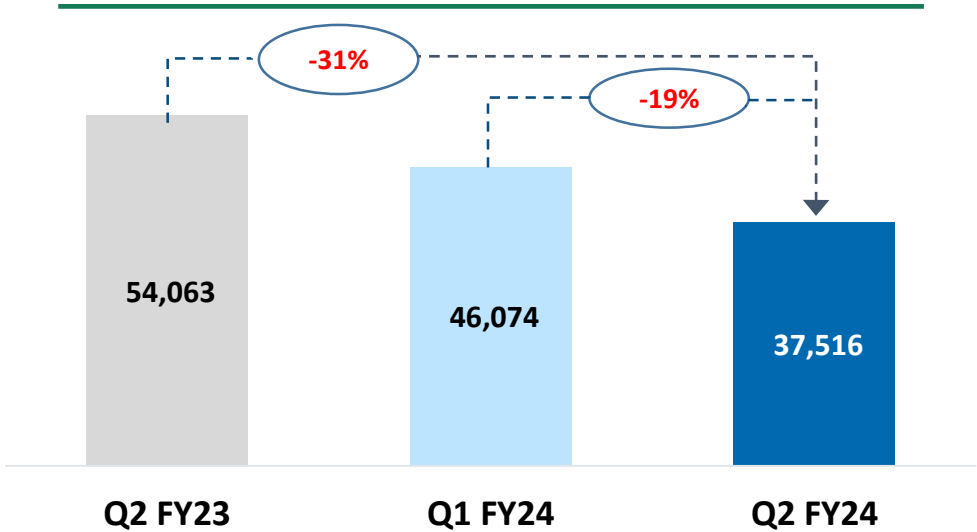
P&F sales volume (MTs)



P&F EBIT (Rs Cr)

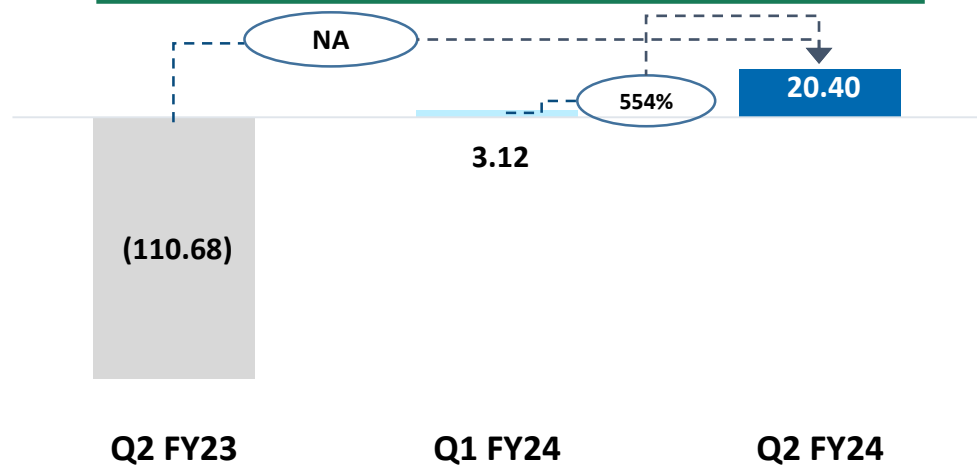


PVC sales volume (MTs)\*



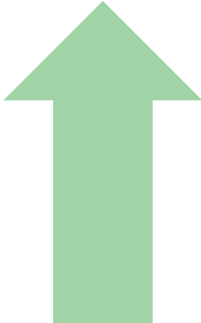
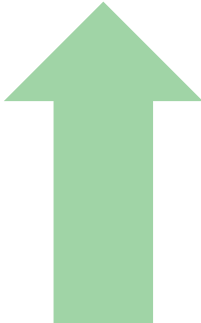
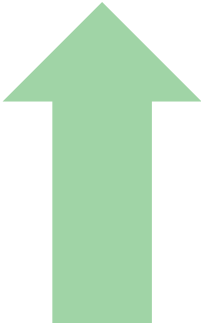
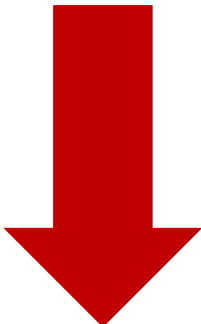


\*Including inter segment

PVC EBIT (Rs Cr)



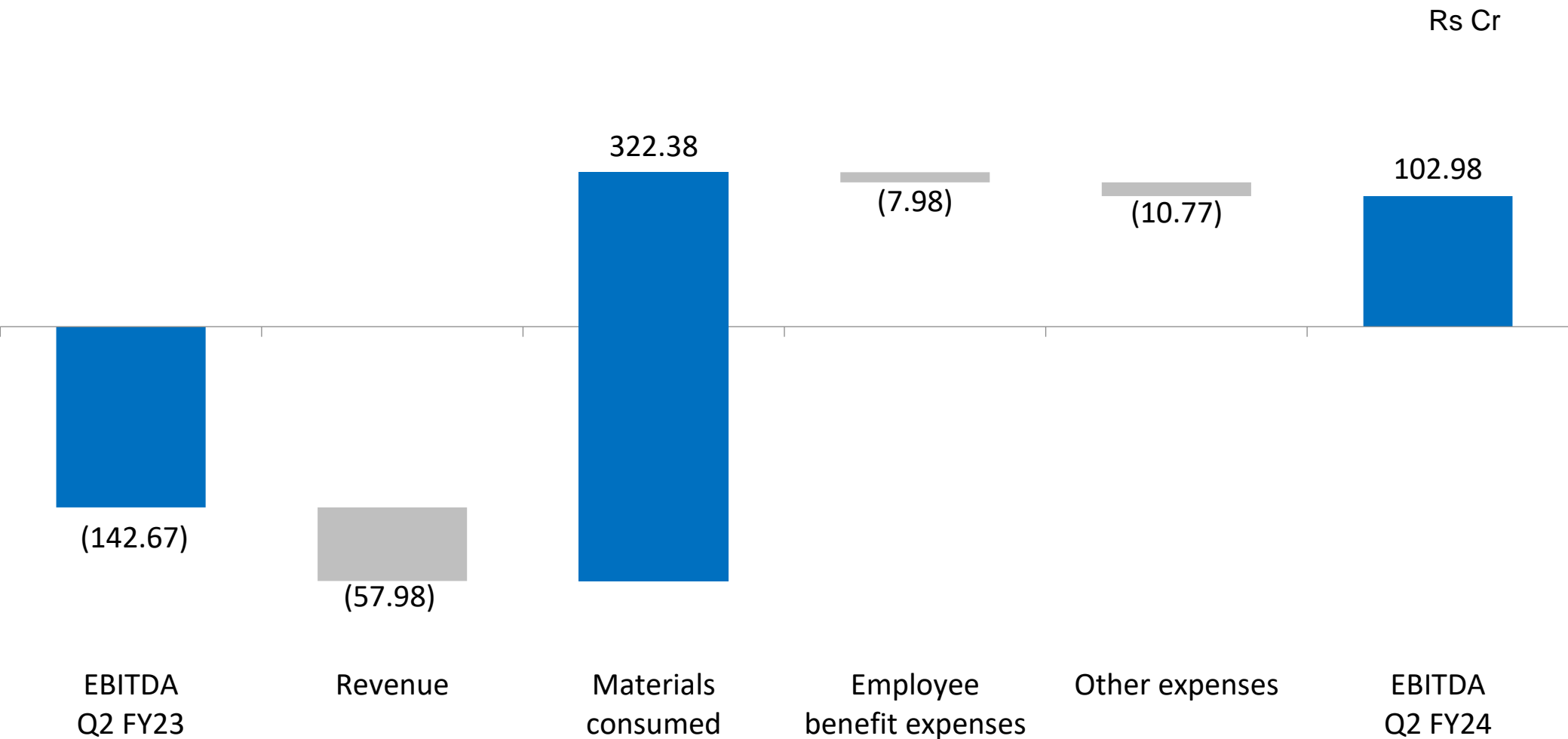
# Segment Performance – Key highlights Q2 FY24

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Pipes and Fittings	<div>857.15 Cr</div> <div>7% y-o-y</div> <div></div> <div>Revenue</div>	<div>62,914 MT</div> <div>6% y-o-y</div> <div></div> <div>Volume</div>	<div>67.60 Cr</div> <div>(NA) y-o-y</div> <div></div> <div>EBIT</div>
	<div>297.85 Cr</div> <div>(38%) y-o-y</div> <div></div> <div>Revenue</div>	<div>37,516 MT</div> <div>(31%) y-o-y</div> <div></div> <div>Volume</div>	<div>20.40 Cr</div> <div>(NA) y-o-y</div> <div></div> <div>EBIT</div>

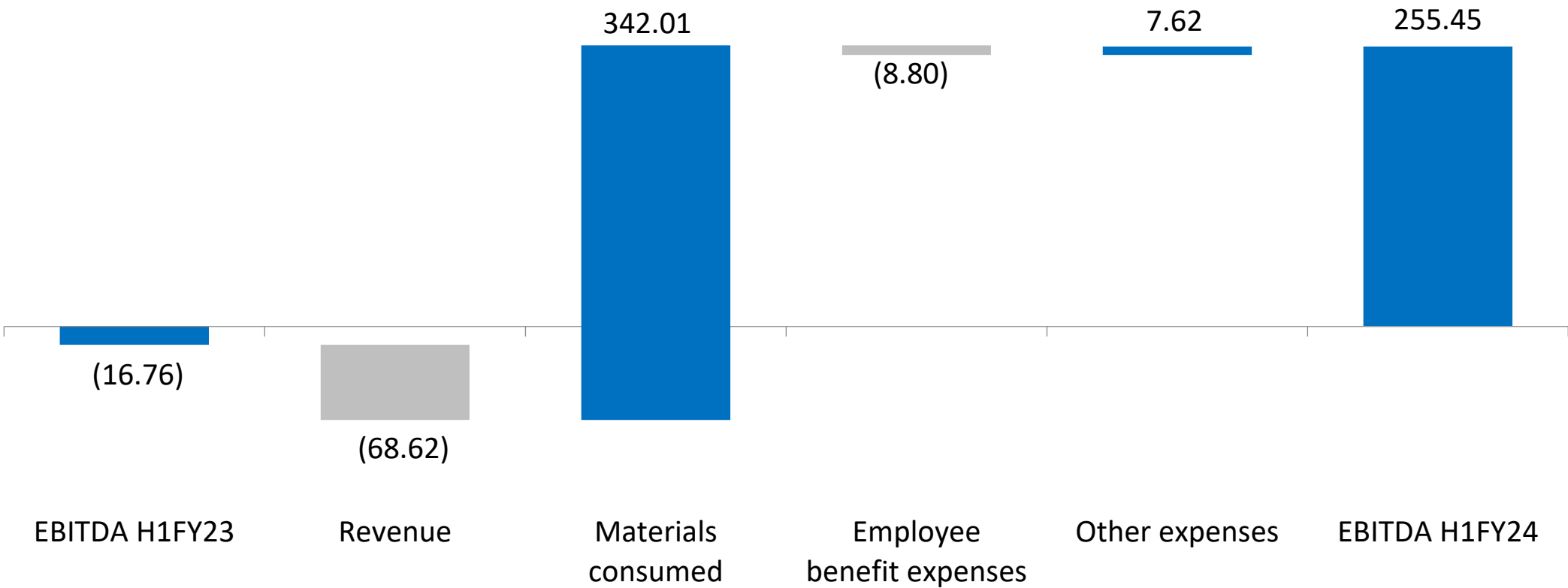
# EBITDA Movement Q2 FY24 vs. Q2 FY23

Rs Cr



# EBITDA Movement H1 FY24 vs. H2 FY23

Rs Cr



# Summarised Income Statement

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Rs. Crores	Q2 FY24	Q2 FY23	YOY Change	H1FY24	H1FY23	YOY Change
<i>Total Income from operations</i>	883.15	941.13	(6.2%)	2,062.32	2,130.94	(3.2%)
EBITDA gain/ (loss)	102.98	(142.67)	NA	255.45	(16.76)	NA
EBITDA %	11.7%	(15.2%)		12.4%	(0.8%)	
Depreciation	27.38	21.56		61.77	42.90	
Profit/(loss) before Interest and taxes	75.60	(164.23)	NA	193.68	(59.66)	NA
<i>EBIT %</i>	8.6%	(17.5%)		9.4%	(2.8%)	
Finance costs	12.46	4.31		21.48	15.64	
Other Income	62.51	39.29		102.77	64.36	
Profit/ (loss) before tax	125.65	(129.25)	NA	274.97	(10.94)	NA
<i>PBT %</i>	14.2%	(13.7%)		13.3%	(0.5%)	
Tax	31.87	(35.33)		70.31	(17.11)	
Profit/ (loss) After Tax	93.78	(93.92)	NA	204.66	6.17	3,217.0%
<i>PAT %</i>	10.6%	(10.0%)		9.9%	0.3%	-

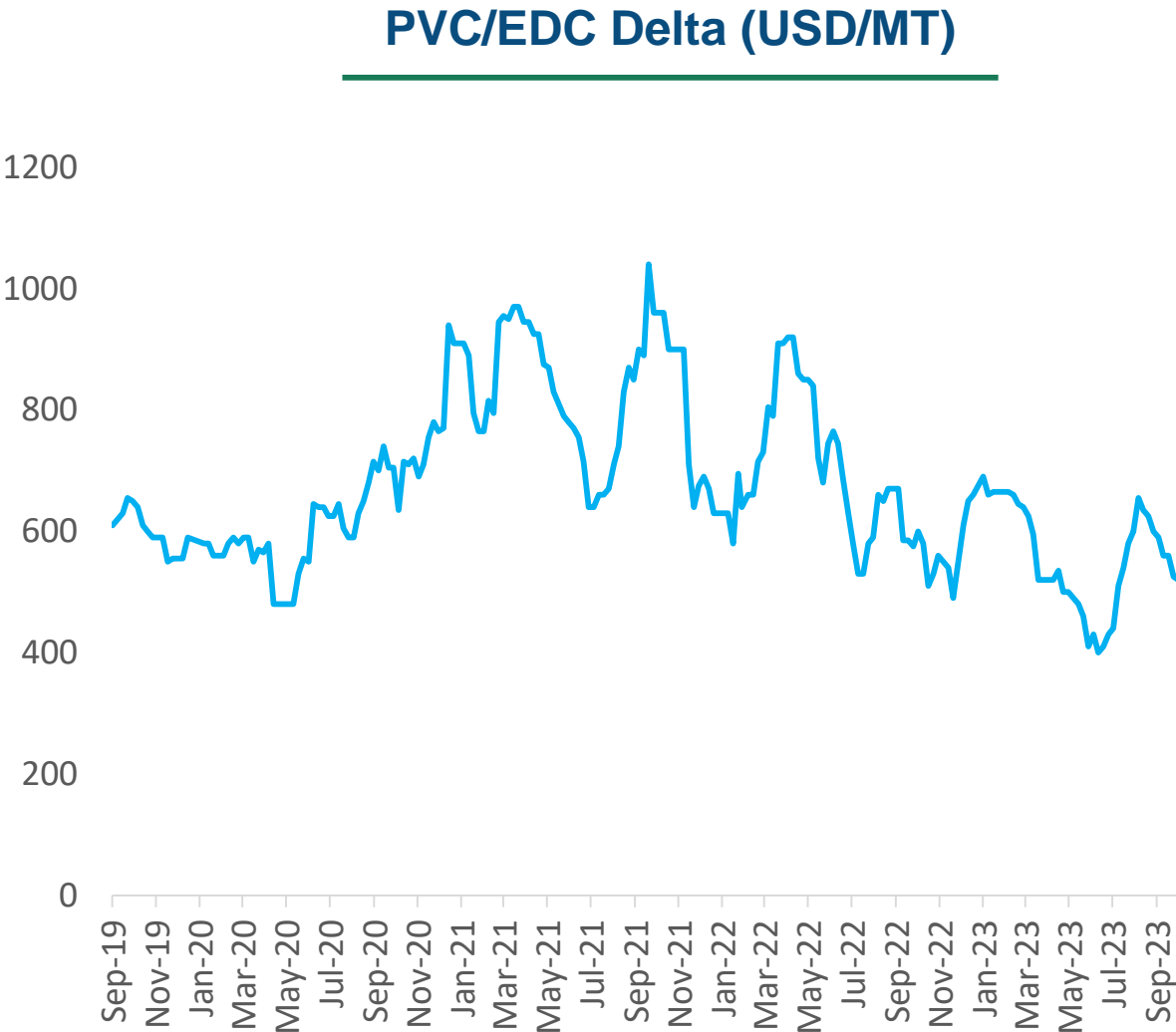
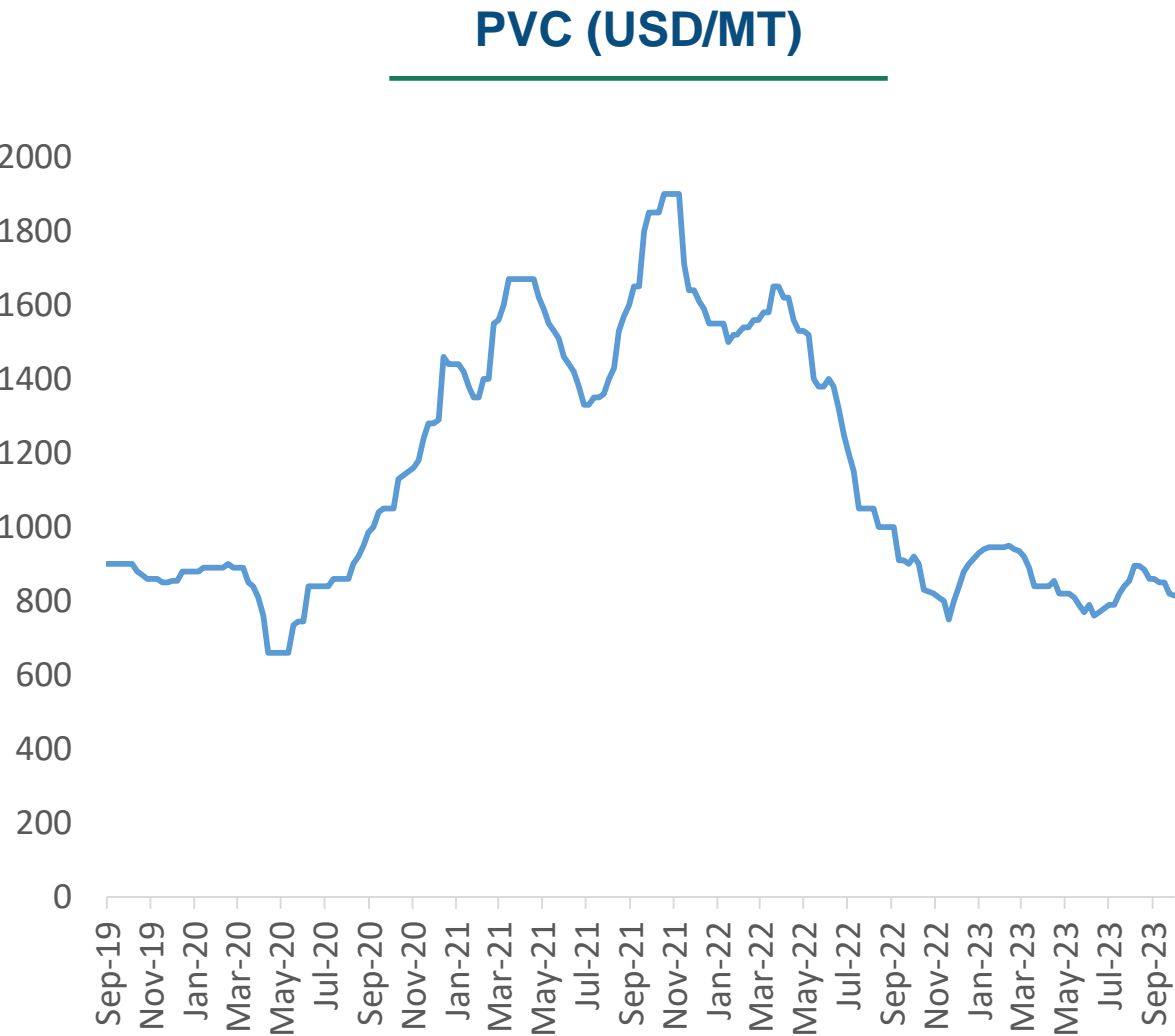
*All numbers on Standalone basis*



# Summarised Balance Sheet

Rs. Cr	30-Sep-23	31-Mar-23
<b><i>Equity and liabilities</i></b>		
Share capital	123.67	123.67
Reserves and surplus	5,399.15	4,701.23
Long term borrowings	-	-
Short term borrowings (including loans repayable in one year)	591.30	526.41
<b><i>Assets</i></b>		
Fixed assets (Net block)	1,028.84	1,037.57
Capital WIP	59.89	43.82
Non-current investments	2,814.23	2,076.98
Current investments	1,768.24	1,767.07

*All numbers on Standalone basis*

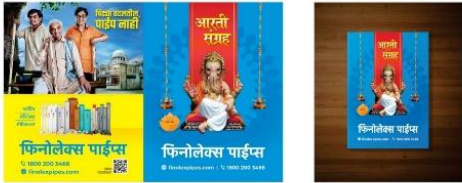


## Select Marketing Initiatives

# Brand promotion through Festival Celebrations and on-ground events

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- Tapped diverse cultural cues and stakeholder sentiments during festive period across multiple locations
- Distribution of Finolex Pipes merchandise such as caps, PP bags, Raincoats & Hand fans to the devotees



Distribution of Booklets



Radio Mirchi -FIL Channel Partner with RJ engagement



Ganesh Puja: Modak Distribution at various Counters



Aarti with celebrity (Participation of Dealer and Retailer)



Puja Pandal Branding



Agri Asia Exhibition, Gandhi Nagar along with farmers who visited our counter



# Increasing brand recall through Cinema Screening | Topical communication | TV branding **FINOLEX PIPES**

- High affinity integration in cinemas.
- Topical wishes through digital media and print ads in various newspaper publications



Cinema Screenings



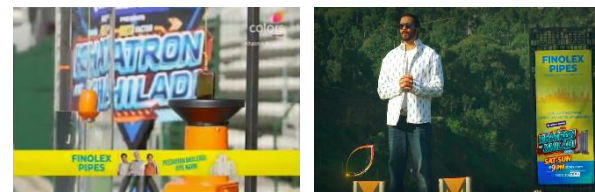
Weather and Festive branding



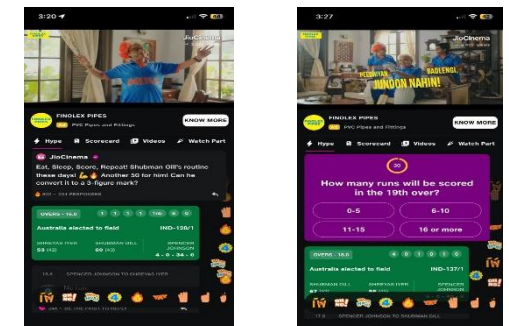
Social Media Festive Wishes



Print ads



Colors TV  
Khatron Ke Khiladi  
(Reality Show)



Ads during Ind vs Aus match

# Campaigns – Radio, Retail, on-ground events for branding

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My FM's Ganesh Chaturthi initiative collected wishes across Maharashtra and delivers them to "8 GANESHA's (ASHTAVINAYAK)," with a broad presence at events and engagement with Finolex Dealers & Retailers, fostering relationships.



PAN India Retail branding



FINOLEX Annual Conference 2023



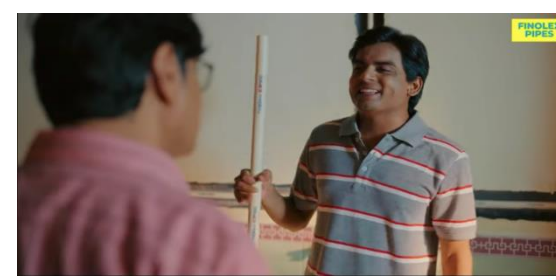
- Leveraging Film Integrations: Strategic film integration with key occasions has enhanced our brand visibility, brand awareness, trust, sense of belonging, and relationships..
- Enhancing Product Placements and Marketing Campaigns: These films have had a positive impact on our product placements, marketing campaigns, and audience engagement.



PBPN Campaign



Raksha Bandhan Film



CPVC and SWR Product Film



Cricket Film

## Awards and Recognition





Award received in an event organized by Navbharat Times for Mr Prakash Chhabria's outstanding contribution in making Maharashtra the state with the highest GDP in India

FIL wins 2 Brand revitalization award & an award for marketing campaign of the year

## CSR Update



Mukul Madhav Foundation (MMF), the CSR partner of FIL is engaged in various CSR activities all across India



Healthcare



Education



Social Welfare



Water & Environment Conservation



Sanitation



Women Empowerment



Skill Development



Disaster Relief

# Continue to Strengthen Our Commitment Towards 17 out of the 17 UN Sustainable Development Goals

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- ✓☐ **Agriculture & rural development projects**
- ✓☐ **Ensuring environmental sustainability**
- ✓☐ **Eradicating extreme hunger and poverty**
- ✓☐ **Promotion of education**
- ✓☐ **Promotion of vocational skills and livelihoods**
- ✓☐ **Promoting gender equality and empowering women**
- ✓☐ **Promoting preventive healthcare**

- ✓☐ **Promoting sports**
- ✓☐ **Safe drinking water and sanitation**
- ✓☐ **Support to differently abled**
- ✓☐ **Technology incubators**
- ✓☐ **Armed forces/veterans**
- ✓☐ **Contribution to Swachh Bharat Kosh Clean Ganga Fund**
- ✓☐ **Animal Welfare**
- ✓☐ **Heritage Art & Culture**
- ☐ **PM National Relief Fund**



# CSR activities Q2FY23 - some snapshots

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## Agriculture and rural development

- 10,000 residents of Abhor Village, Masar, Gujarat, were impacted by the setting up of a Digital Seva Kendra. This centre will allow villagers to access government schemes with ease
- An agreement was signed Yuva Vikash Kendra, Tripura, to support 30 tribal families with fruit bearing trees
- Agreement Signed for Village Development Programme, Tamil Nadu

## Support for Differently-Abled

- Supported 9500+ persons with disabilities
- 320+ Cochlear Implants facilitated to make the world more accessible and inclusive
- Various assessment camps and agreements (with SENSE India, Assam and Rajasthan, with Voice of World, Kolkata, Tamahar Trust, Bangalore) were signed to support children with developmental disabilities
- Conducted a speech therapy camp for children

## Promotion for Education

- 6000+ individual students supported with scholarships and honorariums; 3500+ students across 60+ institutions supported with educational material
- Supported two schools with computers
- Strengthened efforts to make quality education accessible by signing an agreement to provide scholarships to 25 students selected under the Late Smt. Mohini Pralhad Chhabria Scholarship.
- Signed other agreements to support various student for educations



# CSR activities Q2FY23 - some snapshots



## Eradicating Extreme Hunger and Poverty

- Continuously and dedicatedly working to ensure communities leading a life of dignity.
- 65+ institutions for the visually impaired, differently-abled, and leprosy homes are provided with monthly ration
- 11 senior citizen homes provided with infrastructure support and diapers on a monthly basis. Gujarat. 54 children were provided with groceries. Continued monthly ration support to I Gram Swaraj Uttar Buniyadi Hostel & Shree Ram Kumar Chatralaya, Masar

## Ensuring Environmental Sustainability

- Vrikshaprasad Initiative (to donate trees) launched in the presence of Bollywood actors Sayaji Shinde, Mr. Mahesh Bhau and Team MMF
- Conducted and completed tree plantations at various places
- MMF supported and ensured to complete various projects after signing agreements with various gram panchayats and mandals.
- Initiated to donate 1000 trees per month till Jan 2024 to Dagdusheth Ganpati Mandir, Pune. 4050 trees already donated at Mahalakshmi Temple, Kolhapur

## Promoting Preventive Healthcare

- MMF has been supporting individuals in promoting preventive health care by providing training to medical professionals, infrastructural support at hospitals, support to individual patients.
- Initiated a new collaboration with Mission Smile to support Transformational Cleft Surgeries
- An agreement was signed with CURE International in continuation of our support 60 children with Clubfoot in Gujarat and Karnataka





CSR Times Award



District Collector Award for a TB Free India



# THANK YOU



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