

FINOLEX

PIPES & FITTINGS

Investor Presentation
Q4 FY 2023-24

Strong performance across all operating matrices

Q4 FY24

FY 2024

Segment Revenue – Q4 FY24



Overall volume growth led by growth in P&F segment

- PVC Pipes & Fittings volume increased 23% y-o-y to 1,00,171 MT
- PVC Resin volume increased 19% y-o-y to 69,215 MT

- PVC Pipes & Fittings volume rose by 11% y-o-y to 3,36,577 MT
- PVC Resin volume decreased 18% y-o-y to 1,96,542 MT



Continued improvement in Operating performance

- EBITDA for the quarter stood at Rs 208.93 Cr compared to Rs 217.43 Cr in Q4FY23.
- PBT stood at Rs 218.73 Cr (Vs Rs.216.37 Cr LY)

- At FY2024 levels, EBITDA improved to Rs 584.85 Cr (vs. Rs 292.54 Cr LY) due to overall improvement in margins.
- PBT increased to Rs 613.49 Cr in FY 2024 (Vs Rs 297.49 Cr LY)



Volume growth led to strong revenue performance

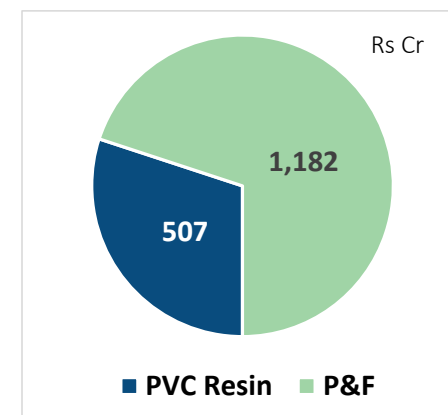
- Revenue increased by 8.3% y-o-y to Rs 1,235.42 Cr in Q4FY24 vs Rs.1,141.06 Cr in Q4FY23 due to higher sales volume

- Total revenues for FY2024 slightly decreased by 1.8% to Rs 4,317.43 Cr vs. Rs 4,397.05 Cr LY due to lower PVC prices

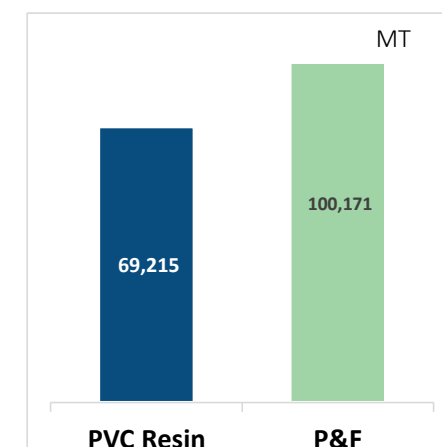


Liquidity of the company remains strong

- Strong balance sheet with free cash (net) of ~ Rs. 1,820 Cr.
- Net Cash flow generated from operations during the year: ~Rs 354Cr

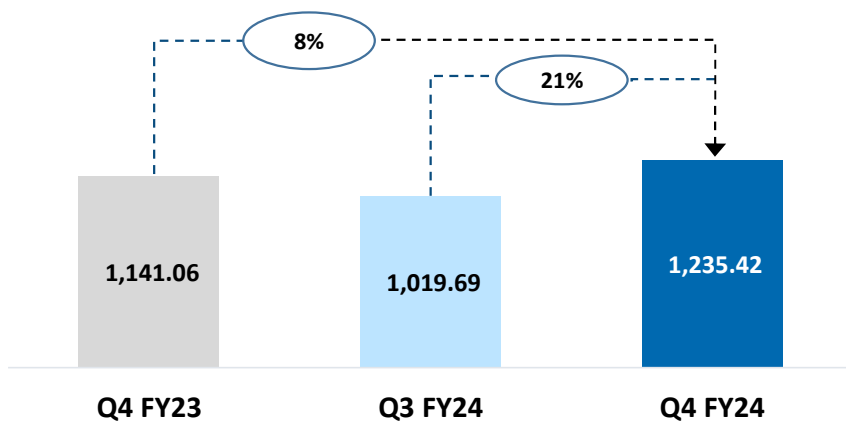


Segment volume (MT) – Q4 FY24

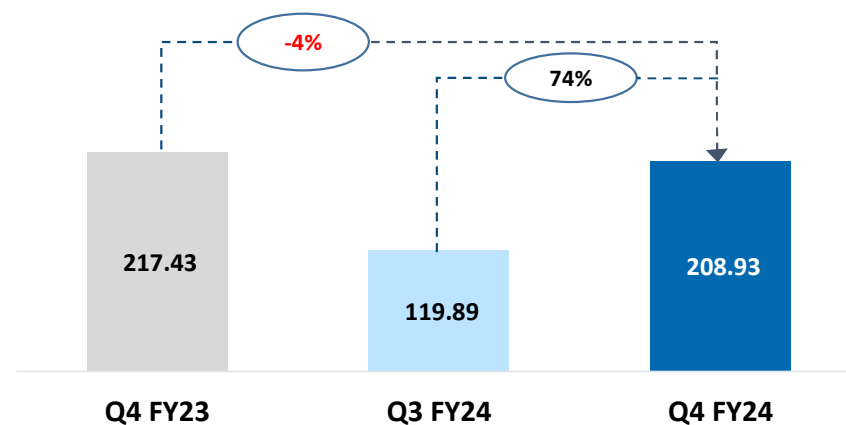


Business Performance of the Company (Total)

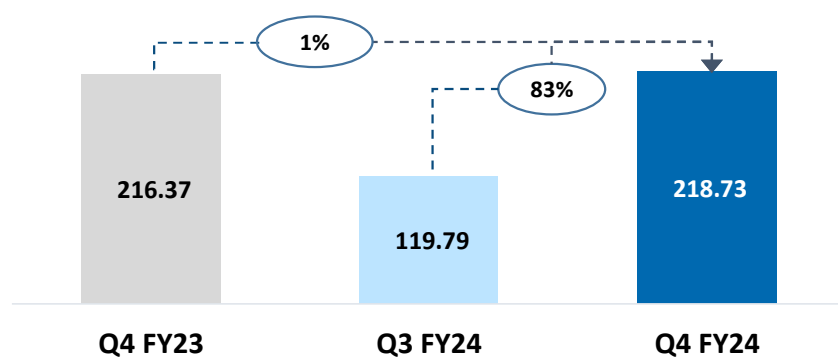
Revenue (Rs Cr)



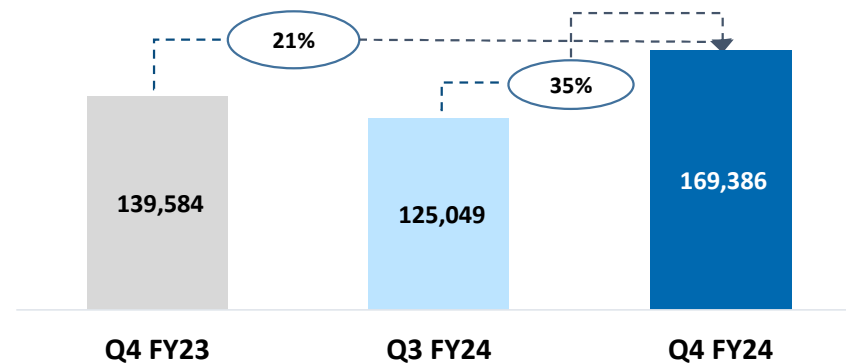
EBITDA (Rs Cr)



PBT (Rs Cr)

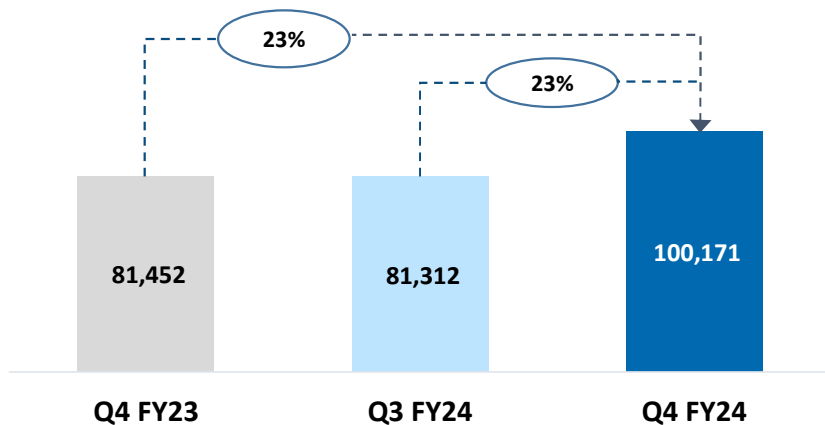


Sales volumes (in MT) [P&F + Resin]

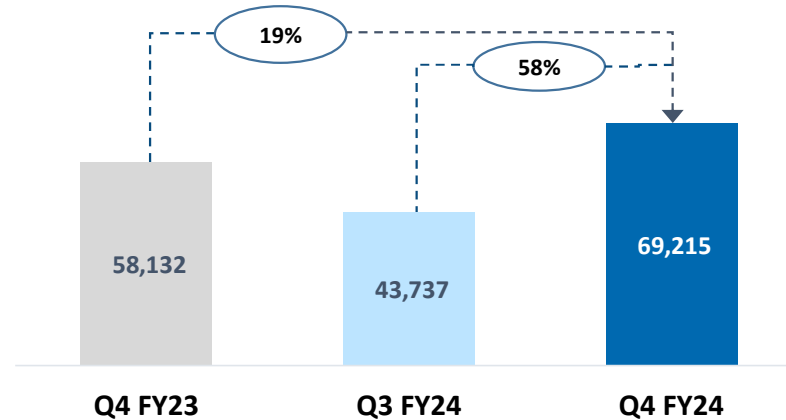


Segment Performance – Key highlights Q4 FY24

P&F sales volume (MTs)

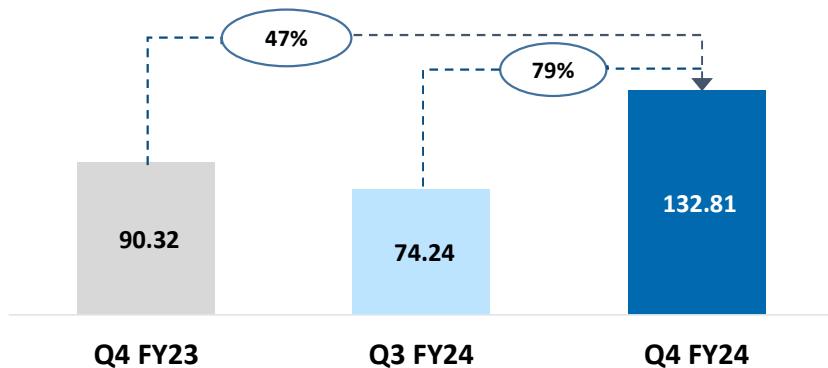


PVC sales volume (MTs)*

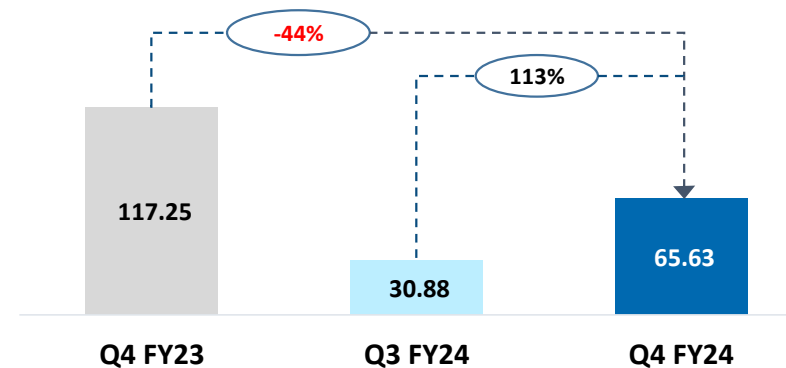


*Including inter segment

P&F EBIT (Rs Cr)



PVC EBIT (Rs Cr)



Segment Performance – Key highlights Q4 FY24

Pipes and Fittings

1,182.18

7% y-o-y

Revenue



1,00,171 MT

23% y-o-y

Volume



132.81 Cr

47% y-o-y

EBIT



Resin

507.48 Cr

1% y-o-y

Revenue



69,215 MT

19% y-o-y

Volume



65.63 Cr

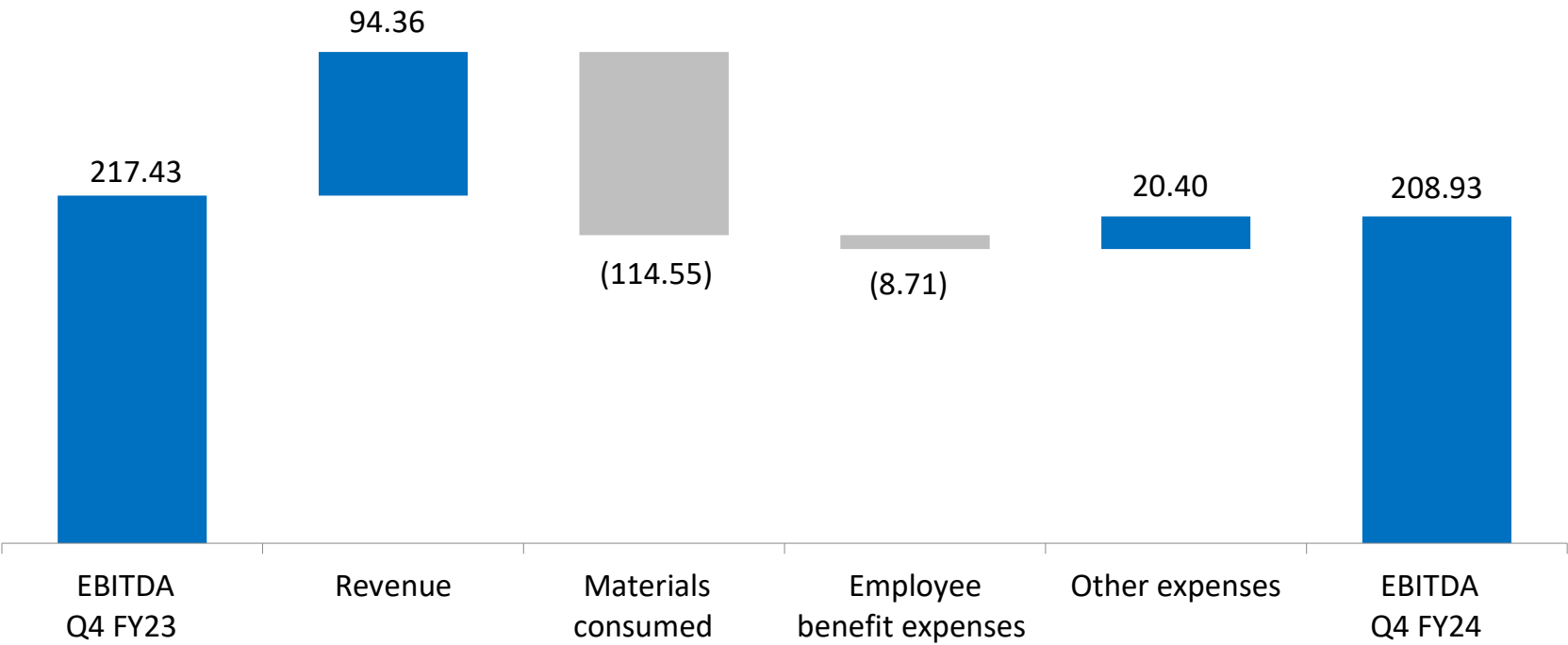
(44%) y-o-y

EBIT

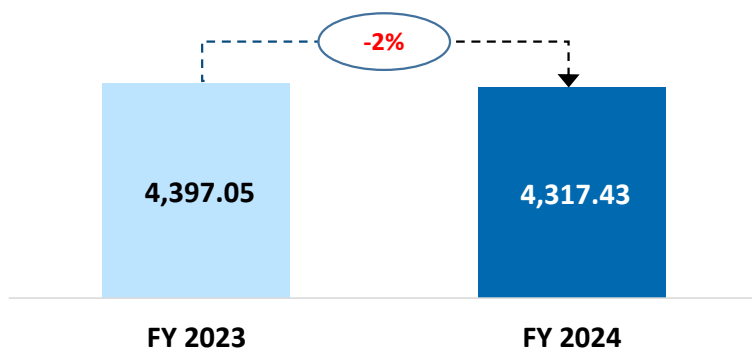


EBITDA Movement Q4 FY24 vs. Q4 FY23

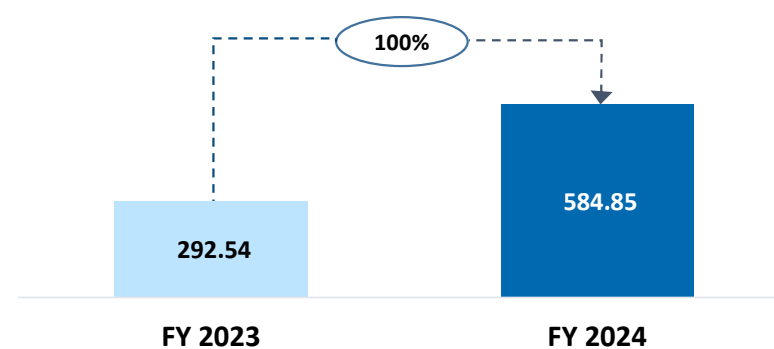
Rs Cr



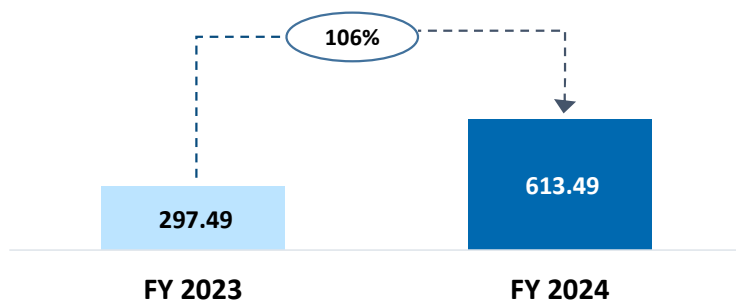
Revenue (Rs Cr)



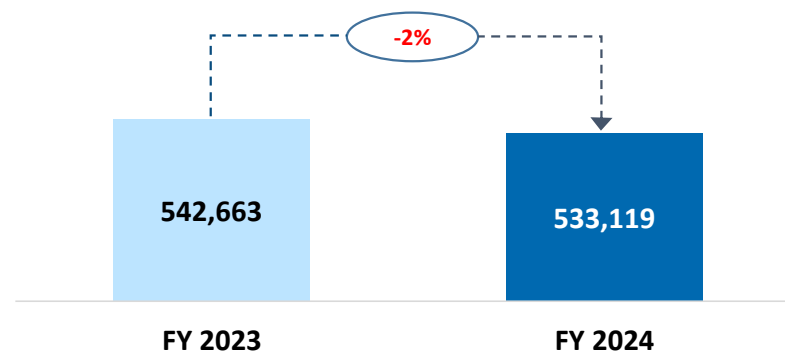
EBITDA (Rs Cr)



PBT (Rs Cr)

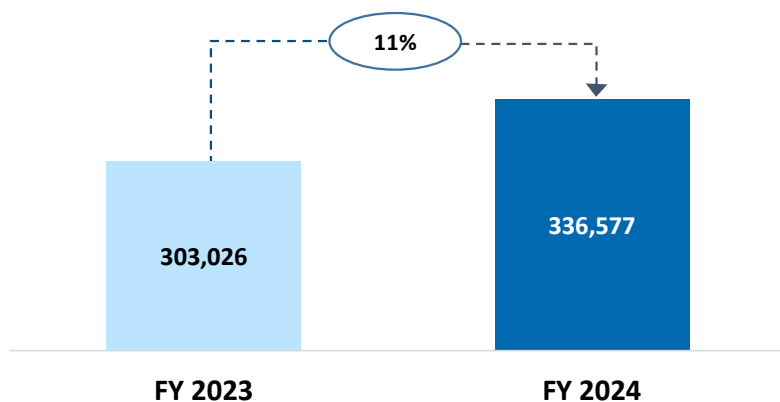


Sales volumes (in MT) [P&F + Resin]

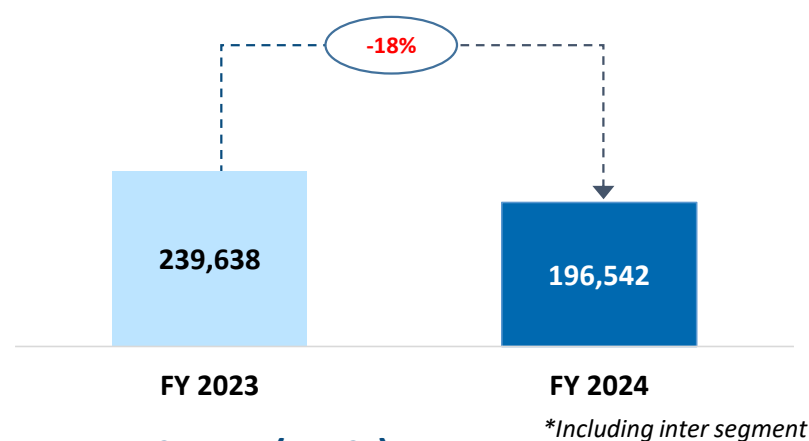


Segment Performance – Key highlights (FY 2024 vs. FY 2023)

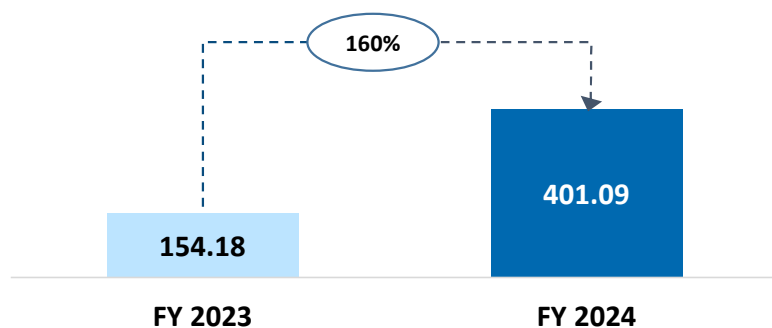
P&F sales volume (MTs)



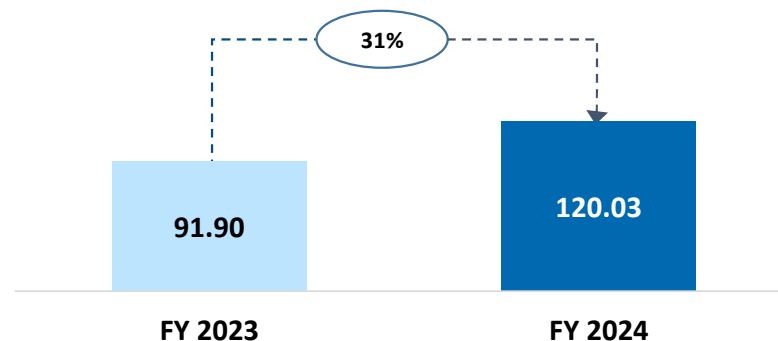
PVC sales volume (MTs)*



P&F EBIT (Rs Cr)



PVC EBIT (Rs Cr)



Segment Performance – Key highlights FY 2024

Pipes and Fittings

4,185.15

2% y-o-y

Revenue



3,36,577 MT

11% y-o-y

Volume



401.09 Cr

160% y-o-y

EBIT

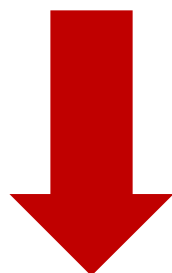


Resin

1,485.81 Cr

(35%) y-o-y

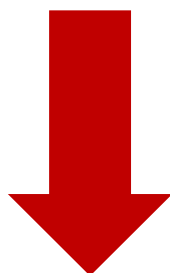
Revenue



1,96,542 MT

(18%) y-o-y

Volume



120.03 Cr

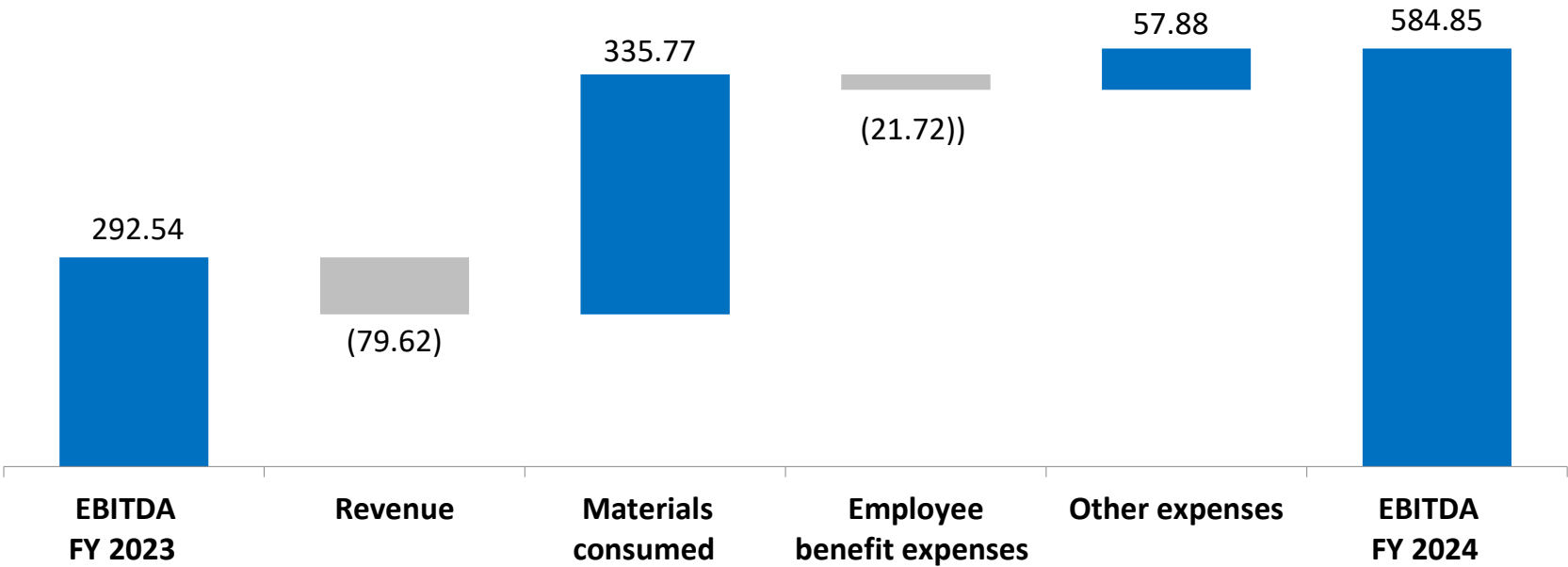
31% y-o-y

EBIT



EBITDA Movement FY 2024 vs. FY 2023

Rs Cr



Summarised Income Statement

| Rs. Crore | Q4 FY24 | Q4 FY23 | YOY Change | FY2024 | FY2023 | YOY Change |
|---|----------|----------|------------|----------|----------|------------|
| Total Income from operations | 1,235.42 | 1,141.06 | 8.3% | 4,317.43 | 4,397.05 | (1.8%) |
| EBITDA gain/ (loss) | 208.93 | 217.43 | (3.9%) | 584.85 | 292.54 | 99.9% |
| EBITDA % | 16.9% | 19.1% | | 13.5% | 6.7% | |
| Depreciation | 26.68 | 23.80 | | 116.02 | 89.20 | |
| Profit/(loss) before Interest and taxes | 182.25 | 193.63 | (5.9%) | 468.83 | 203.34 | 130.6% |
| EBIT % | 14.8% | 17.0% | | 10.9% | 4.6% | |
| Finance costs | 7.31 | 6.46 | | 36.45 | 27.23 | |
| Other Income | 43.79 | 29.20 | | 181.11 | 121.38 | |
| Profit/ (loss) before tax | 218.73 | 216.37 | 1.1% | 613.49 | 297.49 | 106.2% |
| PBT % | 17.7% | 19.0% | | 14.2% | 6.8% | |
| Tax | 57.30 | 58.02 | | 158.19 | 60.90 | |
| Profit/ (loss) After Tax | 161.43 | 158.35 | 1.9% | 455.30 | 236.59 | 92.4% |
| PAT % | 13.1% | 13.9% | | 10.5% | 5.4% | - |

All numbers on Standalone basis

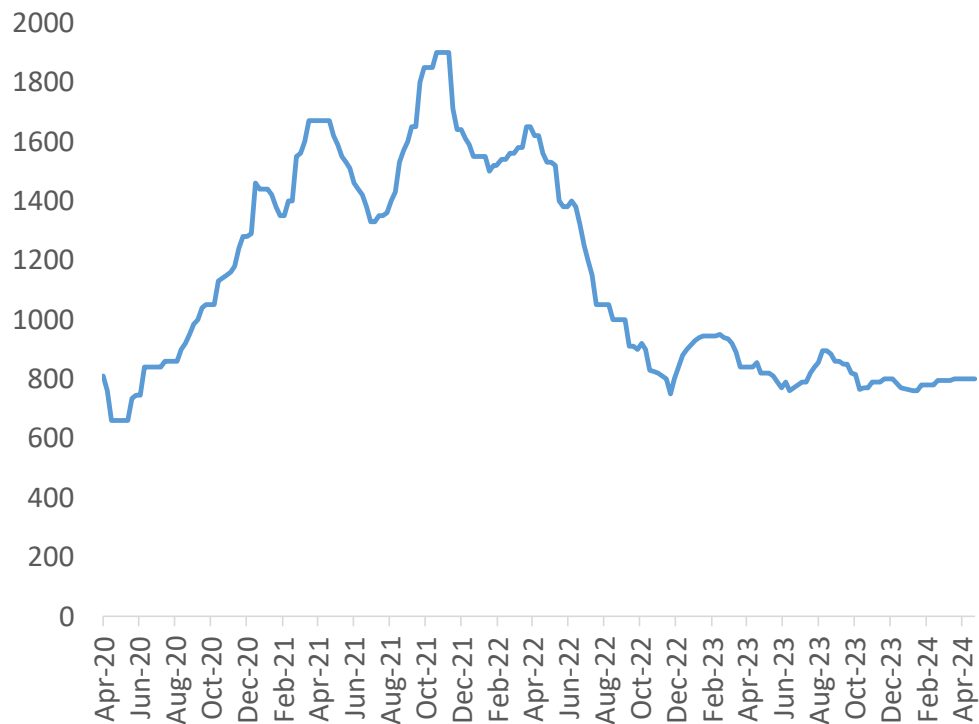
Summarised Balance Sheet

| Rs. Crore | 31-Mar-24 | 31-Mar-23 |
|---|-----------|-----------|
| Equity and liabilities | | |
| Share capital | 123.67 | 123.67 |
| Other Equity | 5,414.17 | 4,701.23 |
| Long term borrowings | - | - |
| Short term borrowings (including loans repayable in one year) | 381.95 | 526.41 |
| Assets | | |
| Fixed assets (Net block) | 1,040.08 | 1,037.57 |
| Capital WIP | 18.87 | 43.82 |
| Non current investments | 2,550.66 | 2,076.98 |
| Current investments | 1,905.15 | 1,772.58 |
| Debt to Equity | 6.90% | 10.91% |

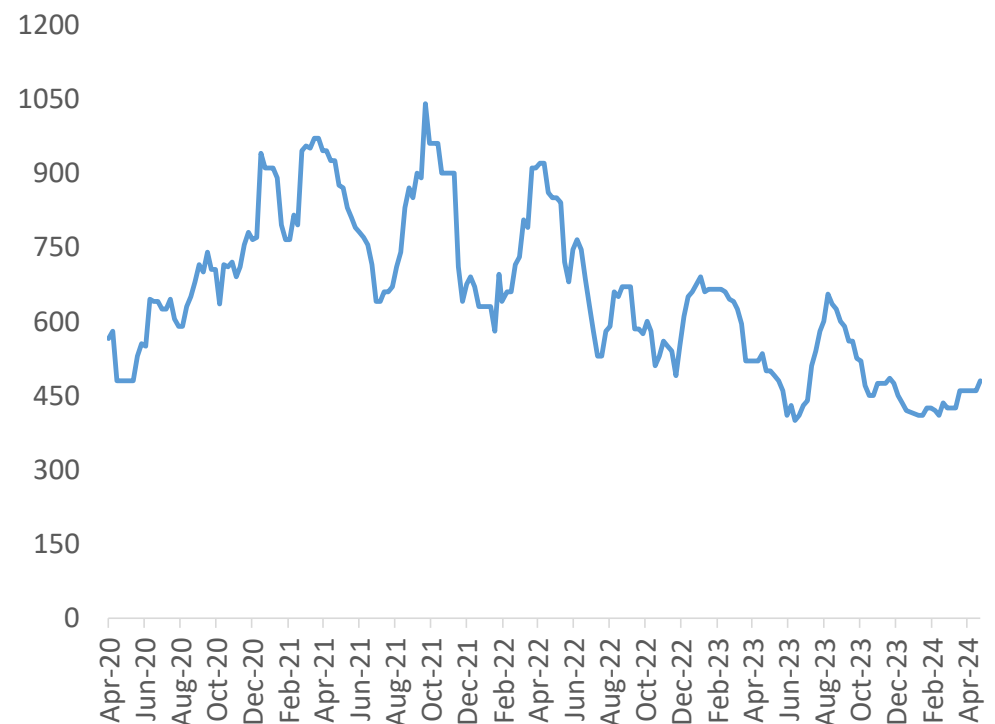
All numbers on Standalone basis

PVC Prices and PVC/EDC Delta

PVC (USD/MT)



PVC/EDC Delta (USD/MT)



Select Marketing Initiatives

Brand visibility through presence on popular news and entertainment channels

FINOLEX
PIPES & FITTINGS

Witness | Devote | Celebrate
Ramlalla Pran-Pratishta Ceremony

Join the buzz of our exclusive
TV & Digital campaign in the top channels in
this historic moment !

Spot us on :

DOORDARSHAN DD NEWS Aaj Tak NEWS 18 इंडिया

जय श्री राम

Ram Mandir Inauguration
Presence on prominent news
channels and digital platforms

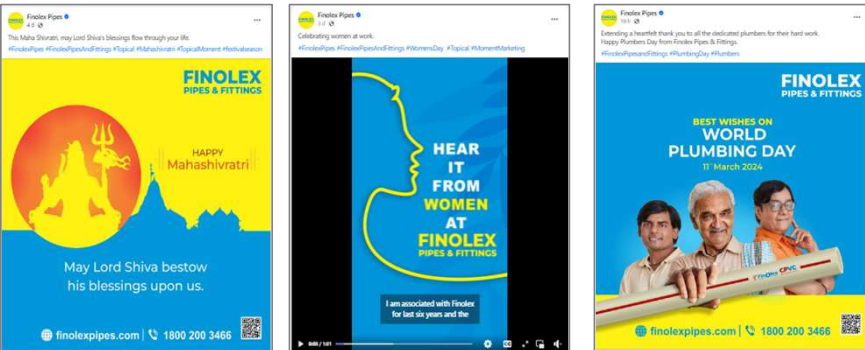
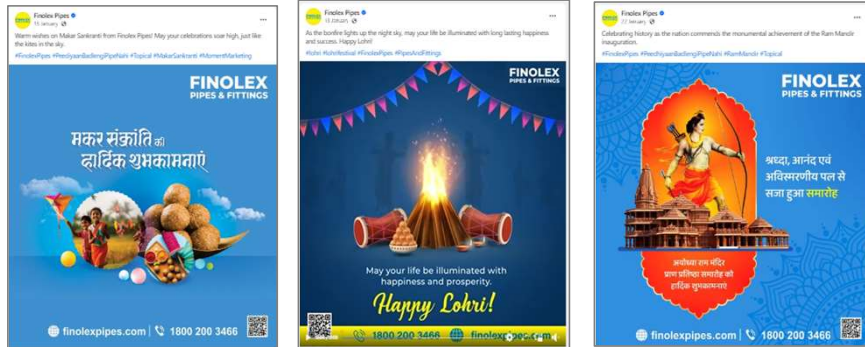
TV Ad campaigns on majority of regional channels across major states

Reach:

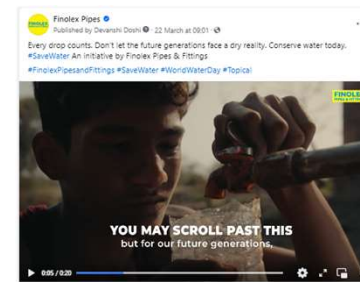
The collage consists of six weather forecast posters for PTC News India. Each poster features the 'FINOLEX PIPES & FITTINGS' logo and the 'PTC NEWS INDIA' logo.

- Top Left:** A sunny day with a temperature of 26°C. The text 'നാരിക 26°C' is displayed. Below the poster, there is a line of Malayalam text: 'മേരിക്കാ കടലിലെ വാണിത്തല മേരിക്കാ കടലിലെ വാണിത്തല'.
- Top Right:** A woman in a red sari standing at a podium with the PTC News India logo. The text 'FINOLEX PIPES & FITTINGS' is visible on the podium.
- Middle Left:** A night sky with a temperature of 24°C. The text 'ലോകം/24' is displayed. Below the poster, there is a line of Malayalam text: 'കാലാവസ്ഥാ മാറ്റം... കടലിലെ വാണിത്തല'.
- Middle Right:** A map of India with a temperature of 28°C. The text 'കാലാവസ്ഥാ 28°C' is displayed. Below the poster, there is a line of Malayalam text: 'കാലാവസ്ഥാ മാറ്റം... കടലിലെ വാണിത്തല'.
- Bottom Left:** A sunrise scene with the text 'വാണിത്തല നീലവരമ്പ്' (Morning Blue Wave). Below the poster, there is a line of Malayalam text: 'കാലാവസ്ഥാ മാറ്റം... കടലിലെ വാണിത്തല'.
- Bottom Right:** A 'WEATHER UPDATE' poster featuring a woman's face. Below the poster, there is a line of Malayalam text: 'കാലാവസ്ഥാ മാറ്റം... കടലിലെ വാണിത്തല'.

Weather branding on TV9, News 18 network, PTC news & News Tamil



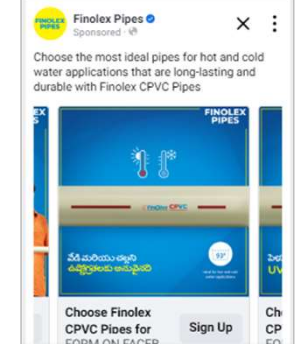
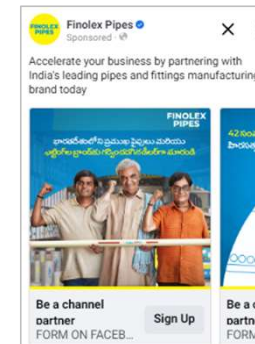
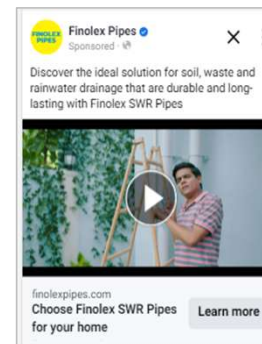
Festive & Topical communication on Social media



World Water Day
Views: 22.5 Lakh



Holi 2024
Views: 43.7 Lakh



CPVC & SWR Product campaigns in various cities

Brand Sponsorships & Integrations



DCCI Disability Cup
Contributed to brand awareness & fostered positive sentiment in the CSR sphere



Pune Cyclothon



IPL Campaign- Mar'24

- Participated in leading industry exhibitions & Topical Occasions



Pongal Festival gates, Tamilnadu



Indian Plumbing Conference,
Ahmedabad



Kisan Agri Show - Hyderabad



PAN India Pumber meet on
World Plumbing day

Retail branding & OOH in important clusters



Delhi | Indore | Ahmedabad | Surat | Rajkot | Bhopal
| Chennai
Umbrella distribution



Auto branding in some of the cities



PAN India Retail branding



Bus shelters in Karnataka , Bus panel branding, Bus wrap
branding in Coimbatore & Indore



OOH branding in Raipur, Coimbatore, Thiruvanamalai, Ahmedabad, Surat, Baroda & Rajkot.

CSR Update

Presence of Mukul Madhav Foundation in India



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



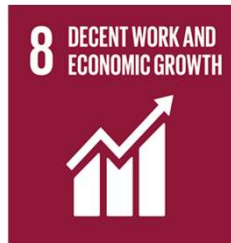
Skill Development



Disaster Relief

Moving towards bright future

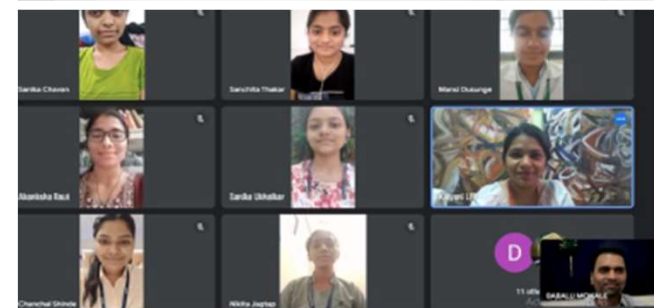
Continue to Strengthen Our Commitment Towards 17 out of the 17 UN Sustainable Development Goals



- ✓ ☒ 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

As per Govt of India 2014 Mandate

CSR activities Q4 FY24 - some snapshots



Agriculture and rural development

- MMF organized a 10-day intensive training in beekeeping and honey production for men and women of Jor village in Satara in association with the Maharashtra State Khadi and Gramodyog Mandal Honey Directorate, Mahabaleshwar.
- On 21st March 2024, MMF joined hands with the Maharashtra Khadi Gramodyog Mandal in Jambhori village, Bhimashankar District, Pune to uplift tribal women with beekeeping initiative & by distributing Honey Bee Kits to farmers.

Promotion of Sports for differently abled

- MMF has supported more than 9,500 persons with disabilities, 320+ Cochlear Implants facilitated to make the world more accessible and inclusive.
- In further support of this initiative, in Q4FY24 recently, MMF partnered with the Differently Abled Cricket Council of India's (DCCI) 1st International T20 Trophy tournament, as their Title Sponsor and Co-sponsor.

Promotion for Education

- MMF, in its various initiatives, extended its support in education to 20 engineering students for pursuing Mtech at the College of Engineering, Pune through the Late Smt. Mohini Pralhad Chhabria Scholarship
- In collaboration with the Lila Poonawala Foundation, MMF extended our support to 20 Nursing Students by providing each one of them with a 4-year-long financial needs scholarship.

CSR activities Q4 FY24 - some snapshots



Eradicating Extreme Hunger and Poverty

- Working consistently to ensure communities can lead a life of dignity.
- MMF, in collaboration with the Hope Welfare Trust, provided blankets to 500 Sadhu Babas in Varanasi and 250 blankets in tribal families in Tripura
- In response to a request from Shri Samarth Shripati Baba Janta Vidhyalaya School on Tadiwala Road, Pune, MMF donated 381 sweaters.

Ensuring Environmental Sustainability

- MMF, to promote environmental sustainability and protect life-carrying aquatic bodies, undertook the responsibility of cleaning Mula Mitha river in Pune with the support of over 200 volunteers.
- On the occasion of World Pulses Day, MMF organized an awareness drive on the nutritional benefits of pulses and their significance in sustainable food production. With majority participation from women, the session was attended by 25 learners

Promoting Preventive Healthcare

- MMF has completed screening camps in 16 colleges in Pune, Ratnagiri and Satara with 1807+ blood samples collected and 37 Thalassemia minors being identified. These students were provided with counselling and prognosis thereafter.
- Organized the 6th geriatric camp sub-PHC Dhoni, Wai, Maharashtra, for senior citizens. A total of 162 senior citizens were screened, which consequently led to 15 cataract surgeries and 2 life-saving surgeries

On 12 March 2024, MMF, in collaboration with Finolex Industries Limited commemorated the birth anniversary of our Founder, Late Shri Pralhad P Chhabria, with several projects and initiatives: -



Inauguration of NICU at Symbiosis Hospital, Pune



Roti Making Machine for Tribal Girls At Rashtriya Bal Kalyan Samiti



Blood Donation & Health Check-Up Camp At I2it College



Upgradation Initiative for Sassoon General Hospital Ophthalmology Department

FINOLEX PIPES

THANK YOU



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@FinolexPipe



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Finolex Industries Ltd



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