

23rd May 2025

The Manager – Listing Department
National Stock Exchange of India Limited
5, Exchange Plaza,
Bandra-Kurla Complex,
Bandra (East), Mumbai - 400 051

The Manager – Listing Department
BSE Limited
Floor 25, P. J. Towers,
Dalal Street,
Mumbai - 400 001

Symbol: FINPIPE

Scrip Code: 500940

Sub.: Investor Presentation on Audited Financial Results for the Quarter and Year ended 31st March 2025

Dear Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please enclosed herewith the Investor Presentation on Audited Financial Results (Standalone & Consolidated) of the Company for the Quarter and Year ended 31st March 2025.

The aforesaid information is also being made available on the website of the Company at <https://www.finolexpipes.com/>.

You are requested to kindly take the above on your records.

Thanking you,

For **Finolex Industries Limited**

Dakshinamurthy Iyer
Company Secretary and Compliance Officer
M. No.: A13004

Encl.: As above

Corporate Office

Finolex Industries Limited
IndiQube 'The Kode' - 11th Floor,
S. No. 134, Hissa No. 1/38,
Baner Pashan Link Road,
Pune - 411045,
Maharashtra, India

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FINOLEX

PIPES & FITTINGS

Investor Presentation
Q4 FY 2024-25

Business Performance

Q4 FY25

FY25



Modest Volume growth in Pipe & Fitting (P&F) both in Q4 FY25 and FY25 inspite of weak demand scenario

- P&F volume increased by 2% during the quarter. (Q4 FY25: 102,253 MT vs. Q4 FY24: 100,171 MT)
- PVC Resin volume decreased by 19% (Q4 FY25: 56,018 MT vs. Q4 FY24: 69,215 MT)
- P&F volume increased by 3% (FY25: 347,982 MT vs. FY24: 336,577 MT)
- PVC Resin volume increased by 13% (FY25: 222,708 MT vs. FY24: 196,542 MT)



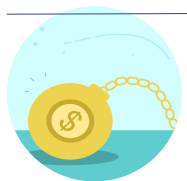
Lower revenue on account of weaker realisation

- 5% lower revenue mainly on account of weaker realisation during the quarter due to volatility in PVC prices (Q4 FY25: ₹ 1,172 Cr vs. Q4 FY24: ₹ 1,235 Cr)
- 4% lower revenue mainly on account of weaker realisation during the year due to volatility in PVC prices. (FY25: ₹ 4,142 Cr vs. FY24: ₹ 4,317 Cr)



Muted operating performance due to lower revenue

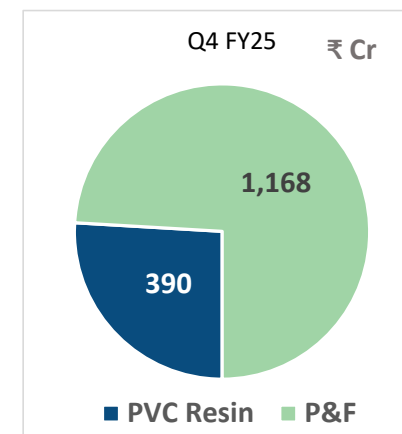
- EBITDA stood at ₹ 171 Cr in Q4FY25 compared ₹ 209 Cr in Q4 FY24.
- PBT stood at ₹ 203 Cr in Q4 FY25 vs ₹ 219 Cr in Q4 FY24
- EBITDA stood at ₹ 476 Cr in FY25 against EBITDA of ₹ 585 Cr in FY24.
- PBT(before exceptional item) is ₹ 588 Cr in FY25 vs. ₹ 613 Cr in FY24.



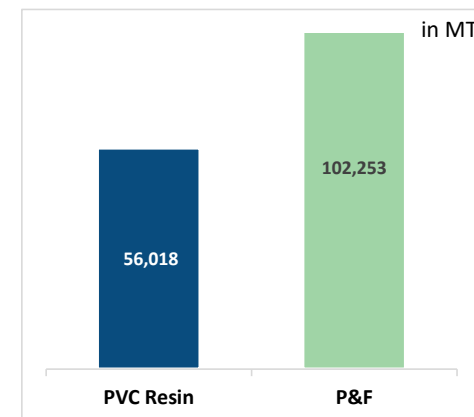
Liquidity of the company remains strong

- Strong liquidity with free cash (net) of ~ ₹ 2535 Cr (LY : ~ ₹ 1,820 Cr)
- Net operating Cash flow of ~ ₹ 382 Cr during the year (LY : ~ ₹ 354 Cr)

Segment Revenue – Q4 FY25

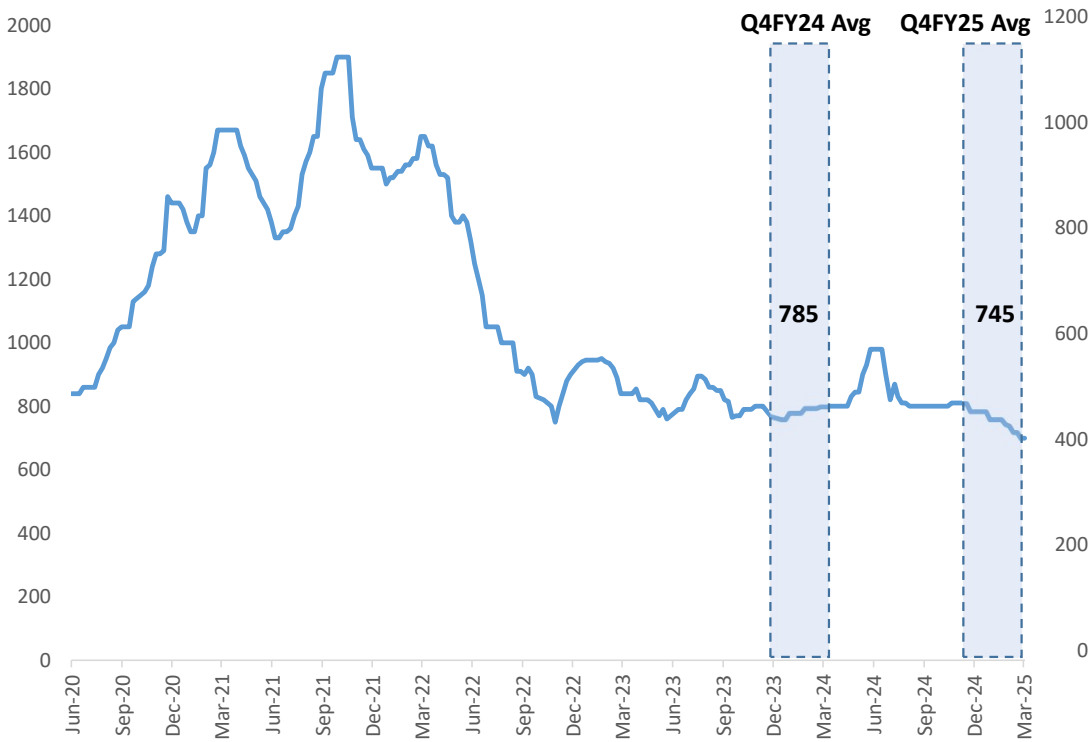


Segment volume – Q4 FY25

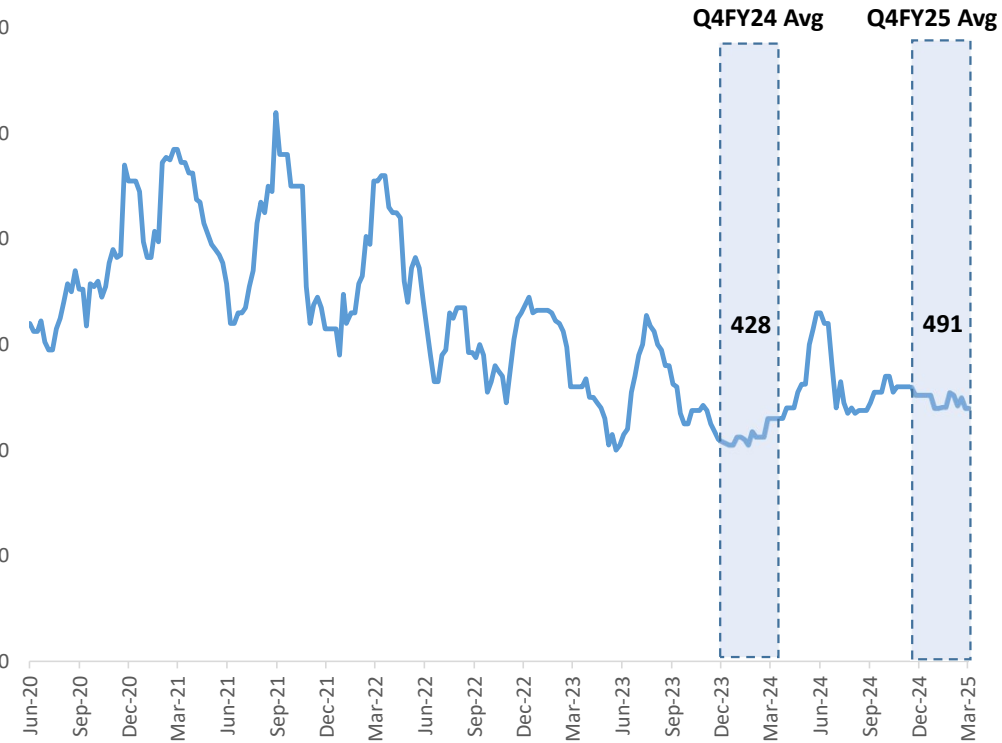


PVC Prices and PVC/EDC Delta

PVC (USD/MT)

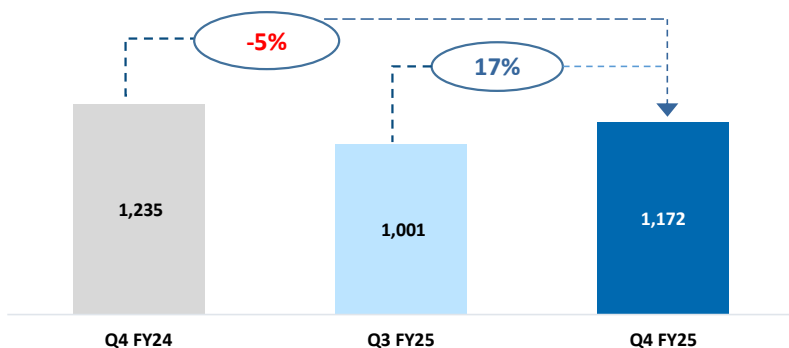


PVC/EDC Delta (USD/MT)

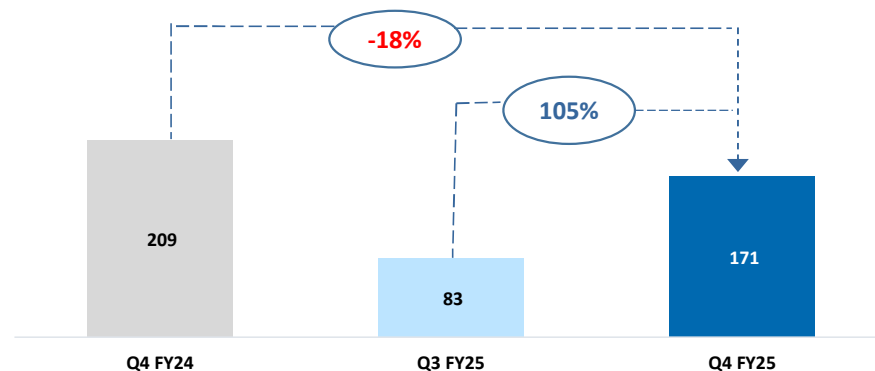


Business Performance of the Company (Total)

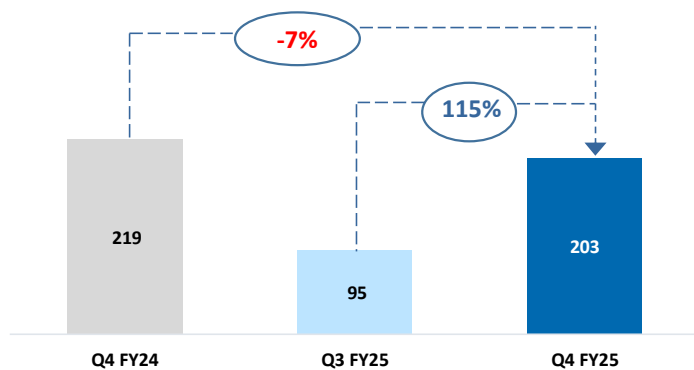
Revenue (₹ Cr)



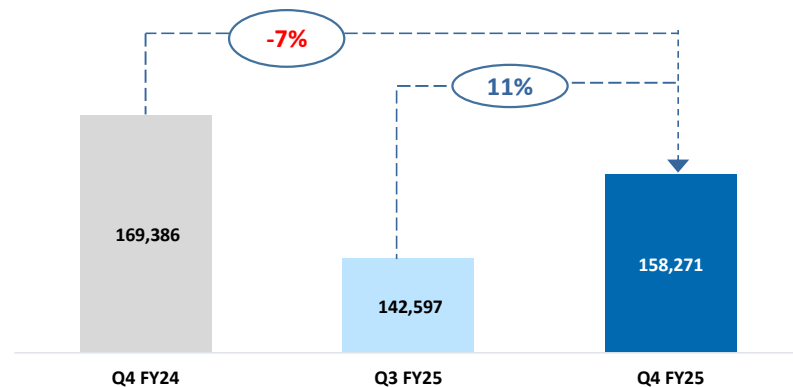
EBITDA (₹ Cr)



PBT (₹ Cr)

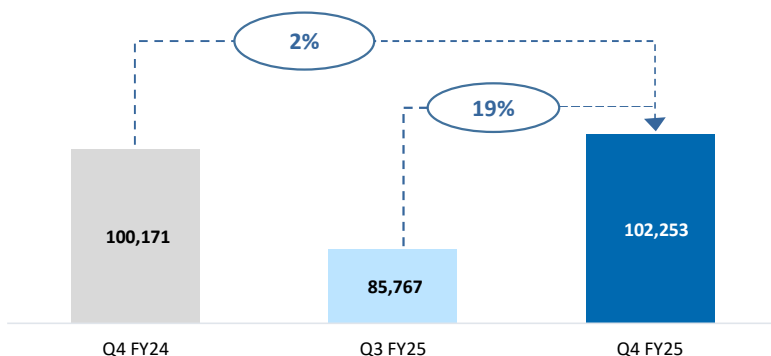


Sales volumes (in MT) [P&F + Resin]

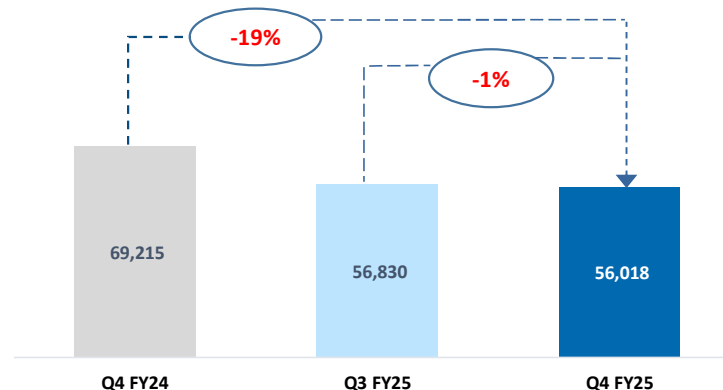


Segment Performance – Key highlights Q4 FY25

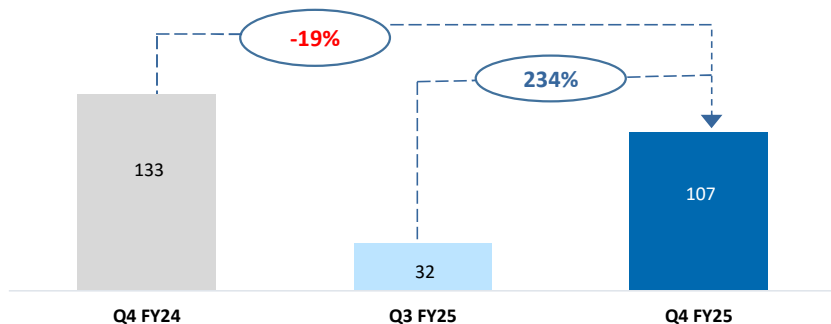
P&F sales volume (MTs)



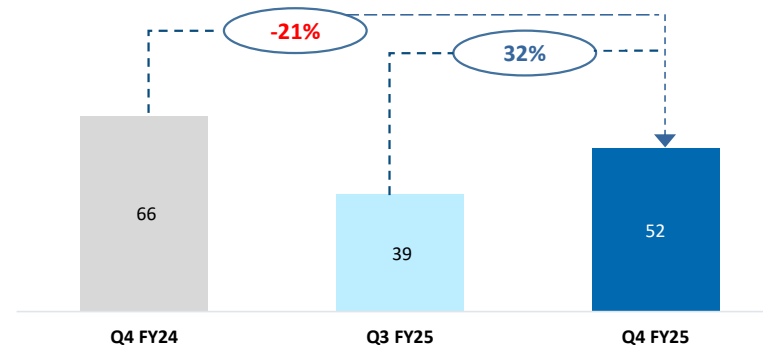
PVC sales volume (MTs)*



P&F EBIT (₹ Cr)



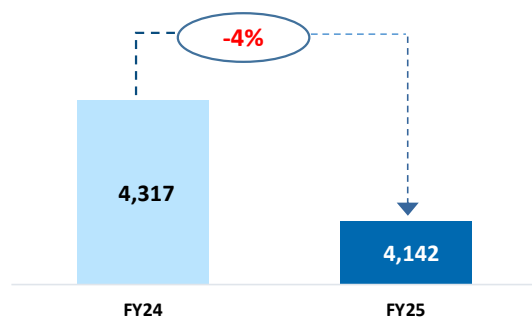
PVC EBIT (₹ Cr)



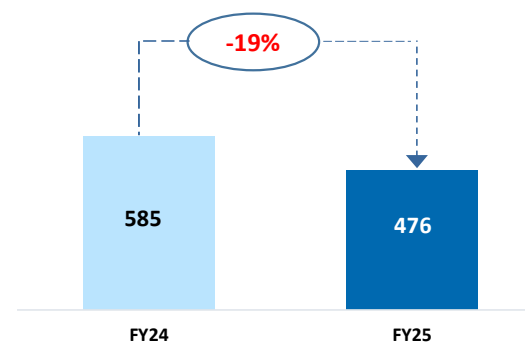
*Including inter segment

Business Performance of the Company (FY25 vs. FY24)

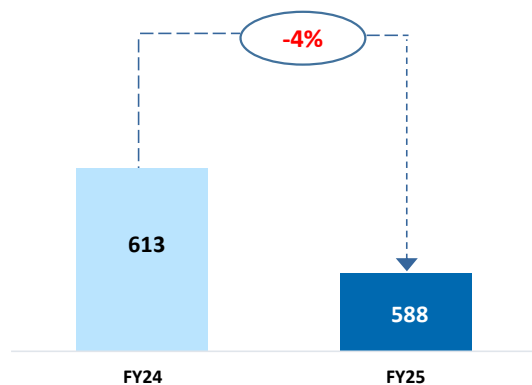
Revenue (₹ Cr)



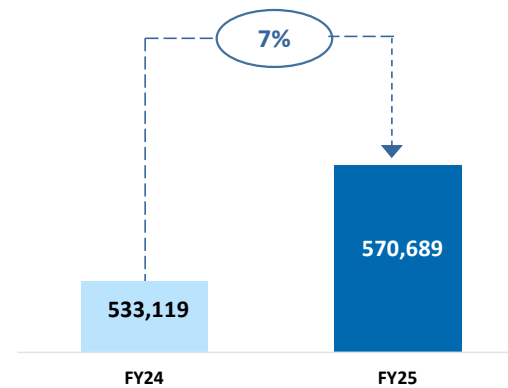
EBITDA (₹ Cr)



PBT (₹ Cr)

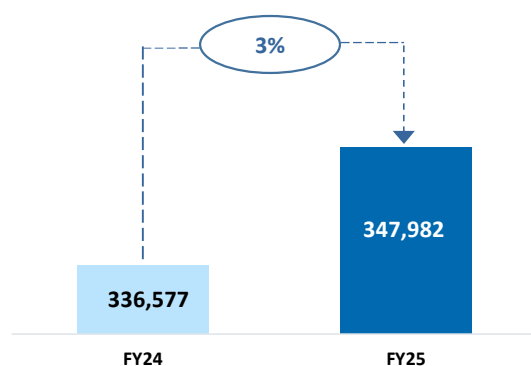


Sales volumes (in MT) [P&F + Resin]

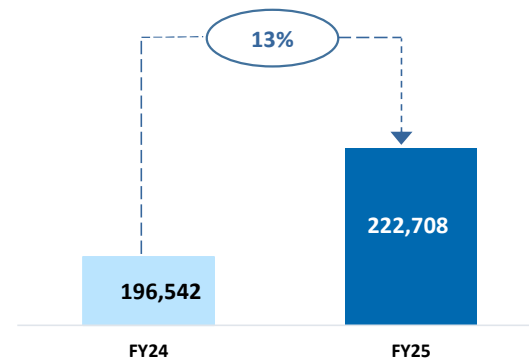


Segment Performance – Key highlights (FY25 vs. FY24)

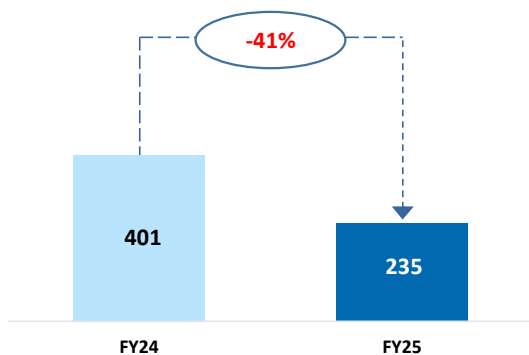
P&F sales volume (MTs)



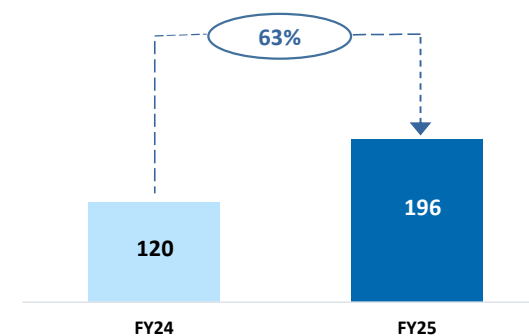
PVC sales volume (MTs)*



P&F EBIT (₹ Cr)

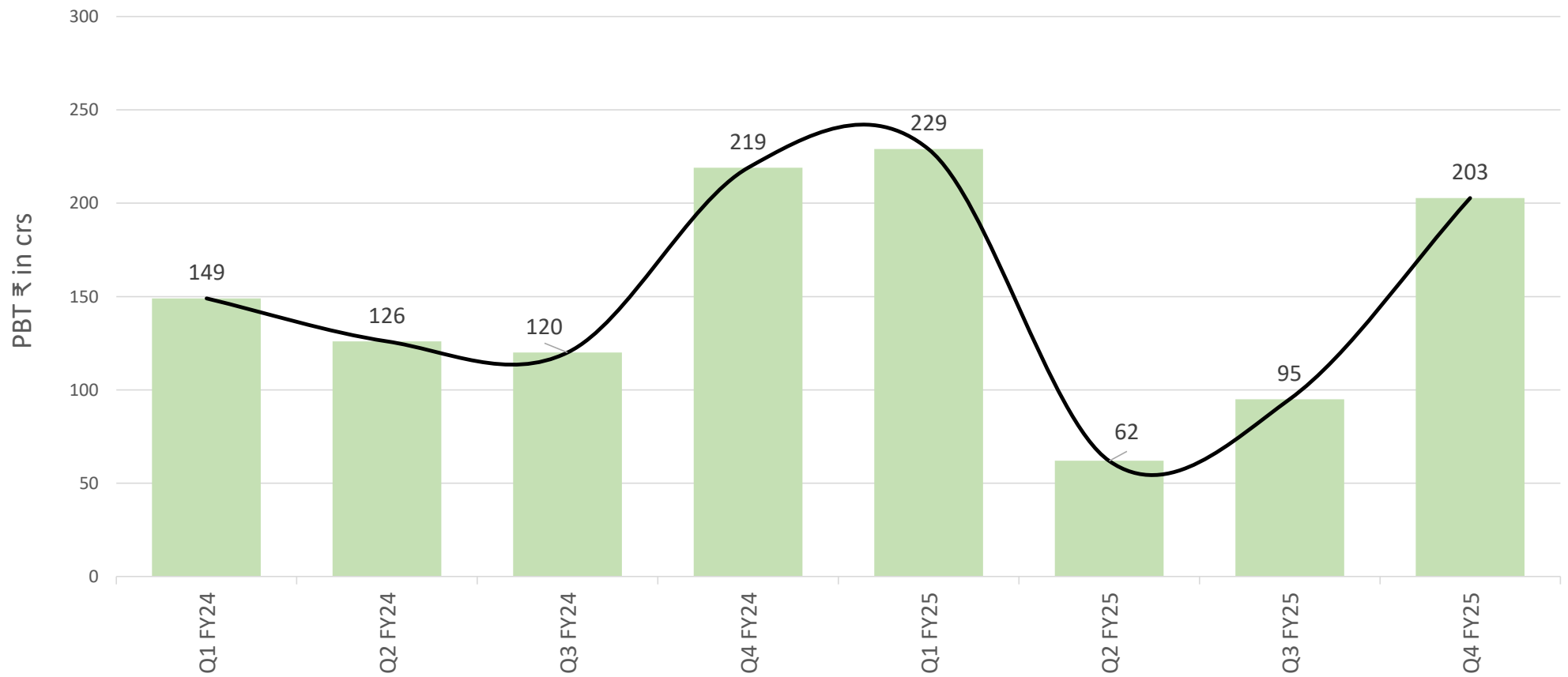


PVC EBIT (₹ Cr)



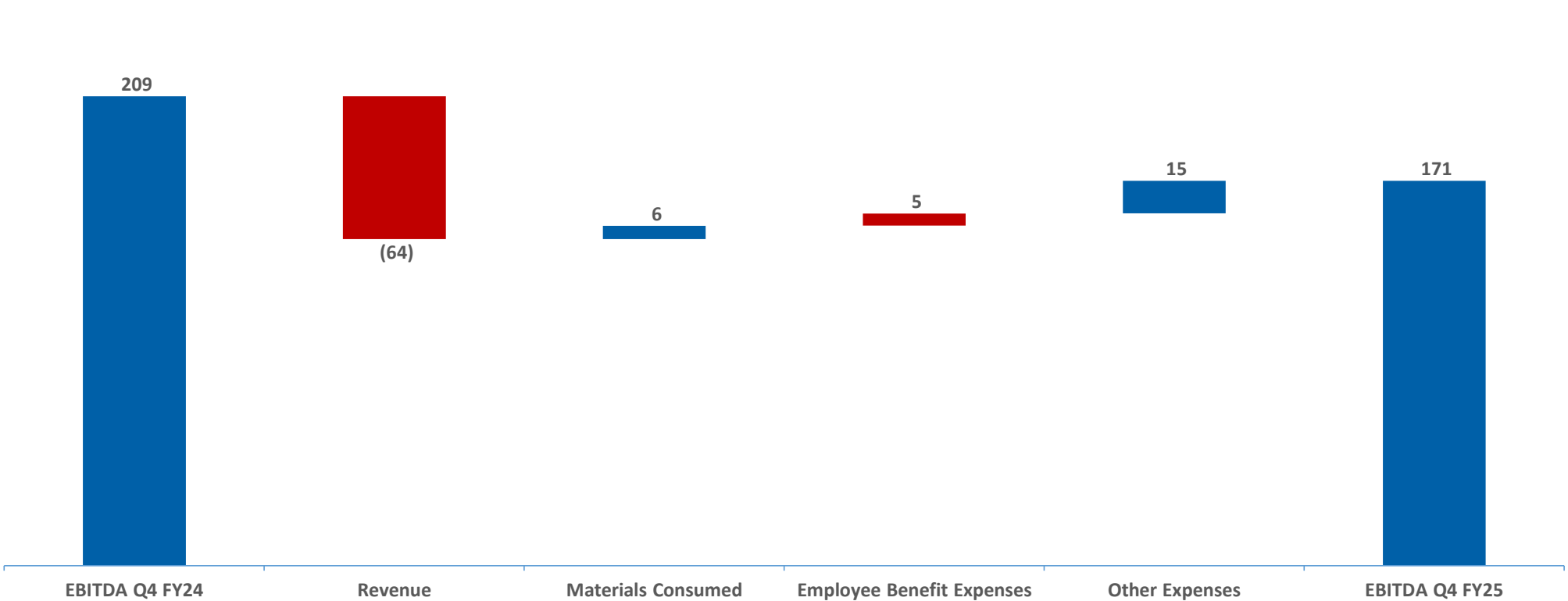
**Including inter segment*

FIL Qtr wise PBT trend



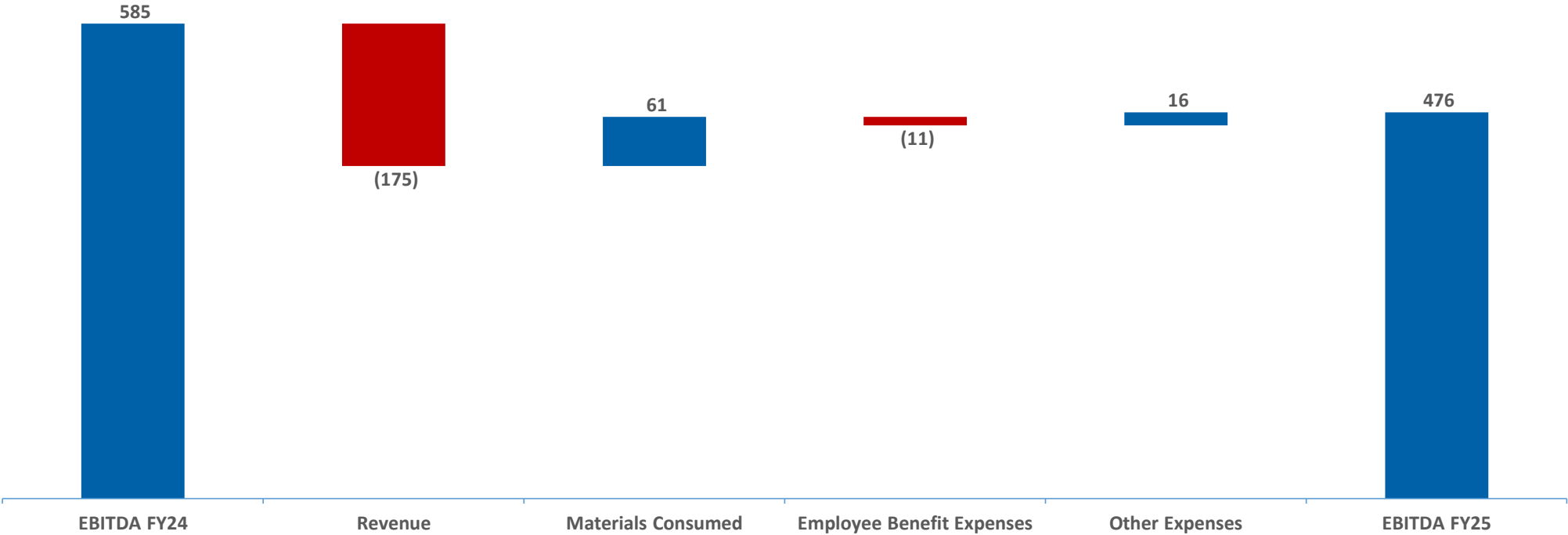
EBITDA Movement Q4 FY25 vs. Q4 FY24

₹ Cr



EBITDA Movement FY25 vs. FY24

₹ Cr



All numbers on Standalone basis excluding exceptional items

Select Marketing Initiatives

Highlights

People reached
through ATL,
sponsorships and
social media

7 Cr+*

People reached
through on-ground
events & exhibitions
across India

2.0 Cr+*

Retail counters
branding completed

400+ Nos

*The data mentioned above are not unique & may contain overlaps within the platforms



Brand Integrations and Campaigns

TV campaigns, Festive Campaigns, OTT brand integration campaigns

TV campaigns- Weather branding in regional news channels in 13 states



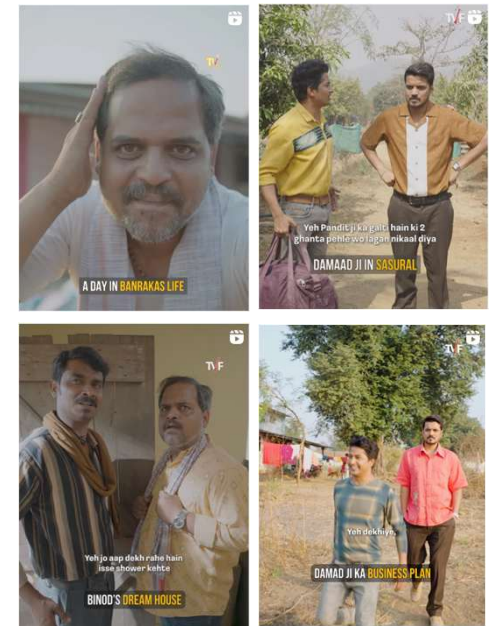
Maha Kumbh Mela digital campaigns in association with Big FM.

Total Reach: **2.3 Cr**



TVF campaign- Digital campaign promoting Finolex product attributes.

Total Reach: **3.2 Cr**
Video Views: **2.7 Cr**



Makar Sankranti Festival Digital campaign:

Total Views: **20K+**





Brand Integration

TVF digital campaign

A story-driven content campaign set in the Panchayat Universe. The campaign seamlessly integrates Finolex's product attributes.

Overview:

7 Reels | 27M+ Views | 16M+ Engagements | 32M+ Reach

- Engagement Rate - **4%**
- Stories posted from TVF sister channels – **31**
- Shares by Celebs/Actors – **10**
- YT Community Posts – **21**
- PR Article Coverage – **14**
- Insta Broadcasts - **18**

Total Views: 52,41,050 Total Likes: 2,71,360 Total Comments: 490 Total Shares: 1,817	Total Views: 82,02,033 Total Likes: 2,97,143 Total Comments: 490 Total Shares: 14,980	Total Views: 30,76,899 Total Likes: 1,28,111 Total Comments: 1,054 Total Shares: 7,249	Total Views: 23,94,646 Total Likes: 1,03,011 Total Comments: 666 Total Shares: 23,765	Total Views: 30,37,454 Total Likes: 1,33,598 Total Comments: 711 Total Shares: 15,201	Total Views: 48,96,258 Total Likes: 1,66,408 Total Comments: 377 Total Shares: 6,242	Total Views: 9,16,063 Total Likes: 38,085 Total Comments: 215 Total Shares: 1,158

Reference Link https://www.youtube.com/shorts/_TkPGOkWw_Q

TVF sister channels



Social Media comments

@Ssagarmaha 1 month ago
Finolex brought water
The field is ripe with gold...

@shriekshlala3091 2 weeks ago

Ab to finolex ka pipe lena hi padega 🤔🤔🤔

@Witty100RAB · 3 wk ago

मैं तो लेने जा रहा हूँ Finolex Pipe 🤔

@chaganmeena1848 · 2 wk ago

But honestly speaking finolex is the oldest pipe making company

Festive Branding

Sankranti and Maha Kumbh On-ground activities

Mahakumbh:

We distributed our merchandise to the Mahakumbh devotees on the major snan days.

5 stalls were set up in different sectors for the distributions.

- 2 stalls at Arail Ghat,
- 2 stalls In George Town (inside Prayagraj)
- 1 stall at Dealer point

VIP guests attended our Arail Ghat stall (Stall#1) and also took our merchandise.

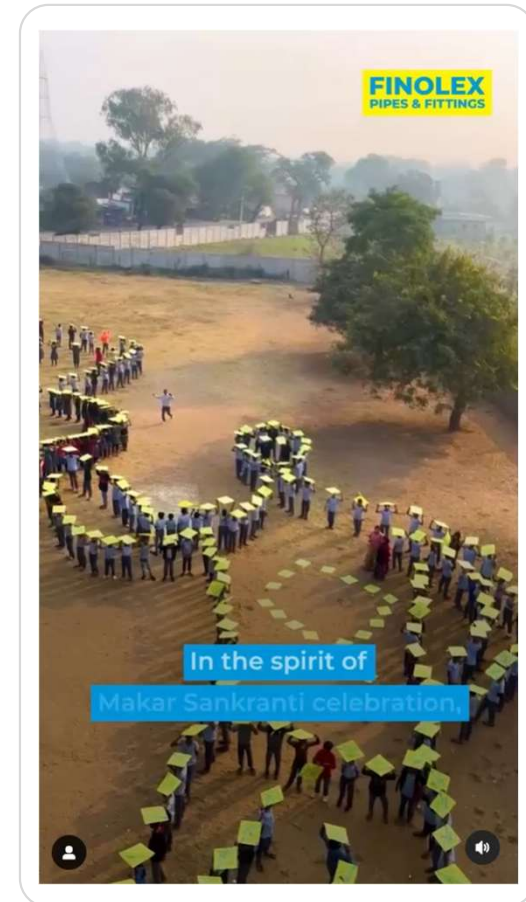
Merchandise details:

- FIL Mahakumbh Branded caps – **4.5 lac Nos**
- Walking Stick (made up of FIL Pipes) – **15 K Nos**



Makar Sankranti Celebration:

Expert Handicraft artists were given orders for making authentic kites in a mission to revive the art of kite making.





Branding

Retail Branding, Wall wrap branding, On-ground, Exhibitions

Shreya Ghoshal

We conducted an engagement activity for our top retailers of Indore. Around 60 Nos of retailers joined us for the event. It was fun filled & the guest enjoyed the event.



Retail Branding

We installed retail boards in 282 Nos at Bangalore & 32 Nos at Chennai. Also, we did 50 Nos of Bus Shelter Branding at Bangalore



Bus Branding

Did 41 Nos Bus Branding at Delhi NCR & 35 Nos at Chennai Markets



Auto Branding

Branded 400 Nos of Autos at Dharbhanga & Bhagalpur, Bihar Market



Outreach Programs

Apla Pune Cyclothon 2025

Pune Cyclothon 2025 held on 16th Mar'25 aimed to promote healthy living and environmental awareness through cycling.

Deliverable details:

- Digital and social media coverage
- Venue branding and logo presence
- Audio-visual promotions
- Participant giveaways (Medals, jerseys, Sling Bag etc.)
- Additional opportunities for company branding and employee participation

Campaign KPIs:

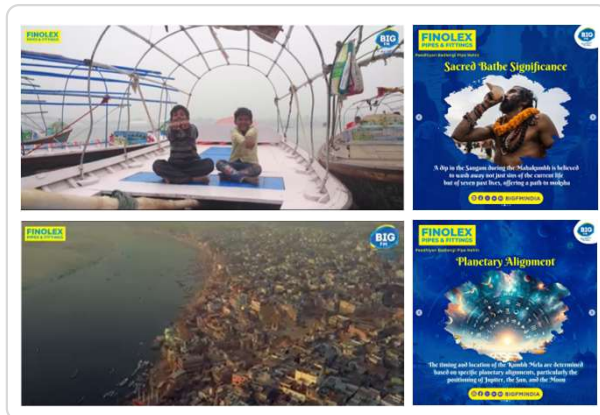
- Event Footfall: **Approx. 16,000**
- Total Participants: **5,200**
- Company Participants (Finolex & MMF): **42**



Social Media Communications

Digital amplification of on-ground events and communication

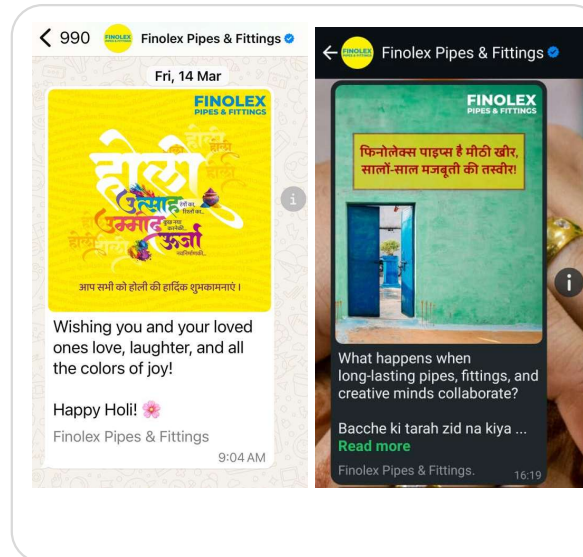
Maha Kumbh in association with Big FM



International Womens Day



Whatsapp communication: Product, Notifications, campaign & festive communication



Regular Social media communication –





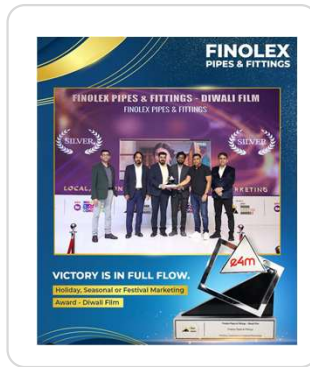
PR Outreach

Finolex TVF Campaign-
Adgully, Brandwagon, Afaqs!, LinkedIn

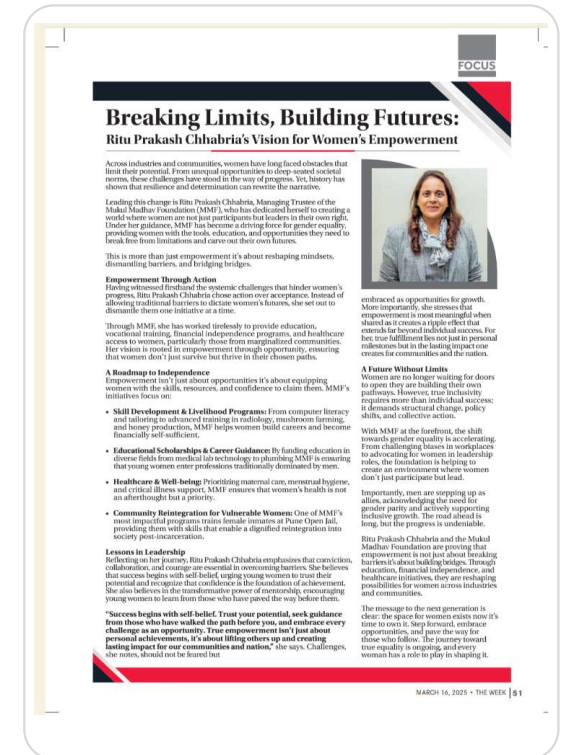


Awards for Makar Sankranti and Diwali Ad campaigns:

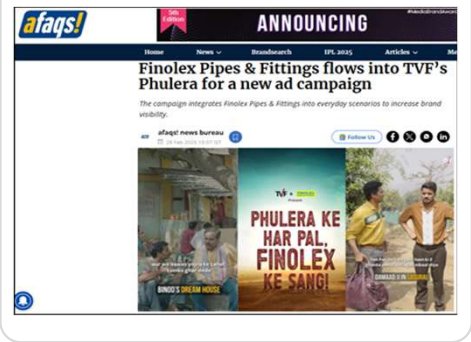
1. E4M Indian Marketing Award
2. Eggfirst Chalo Bharat Conclave! – Gold and Bronze



The WEEK
Women's Day Special

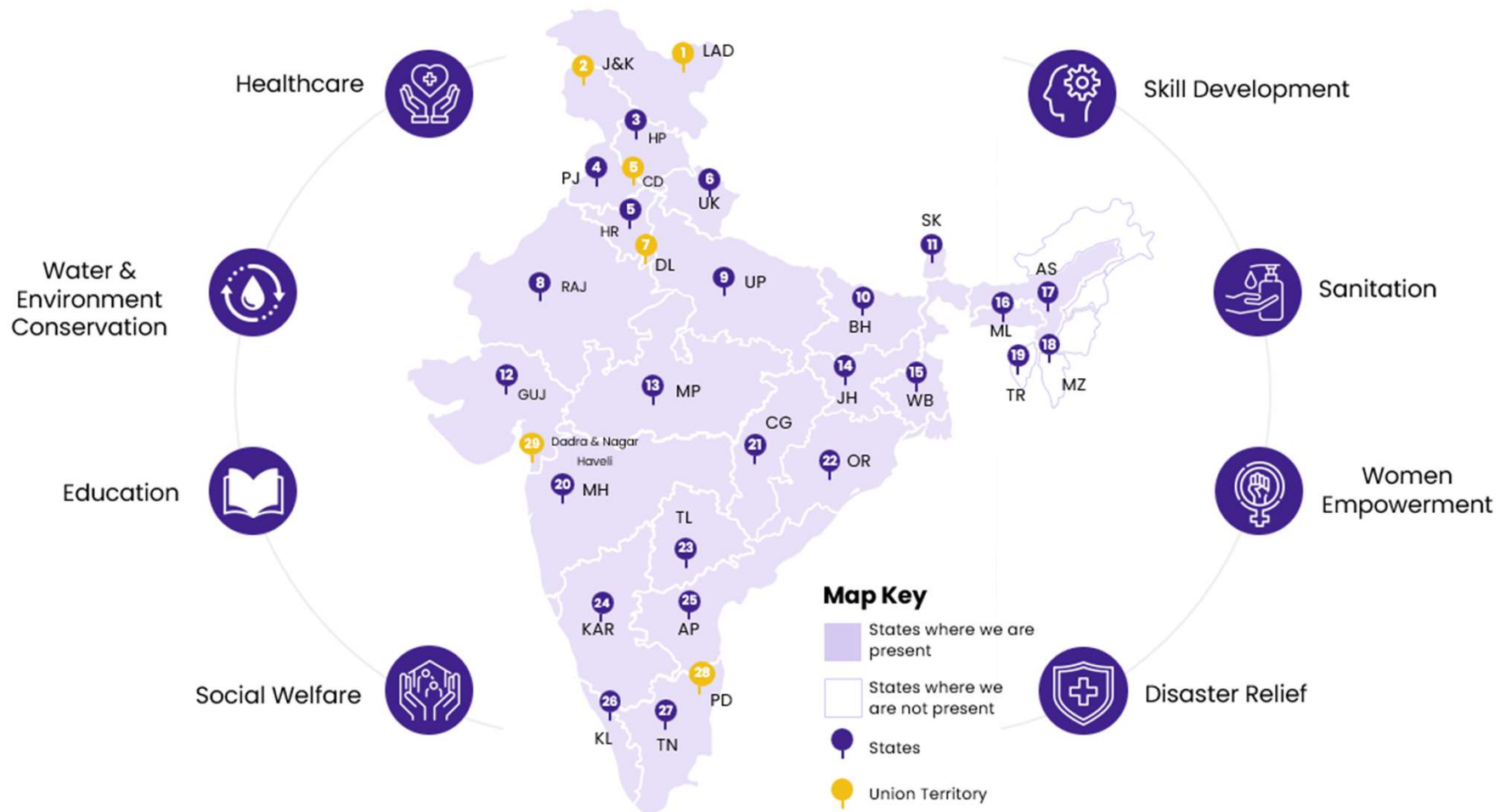


Budget 2025 Reaction Mr. Saurabh Dhanorkar-
Maharashtra Times, Navabharat, Punyanagri , Deccan Herald



CSR Update

Presence of Mukul Madhav Foundation in India



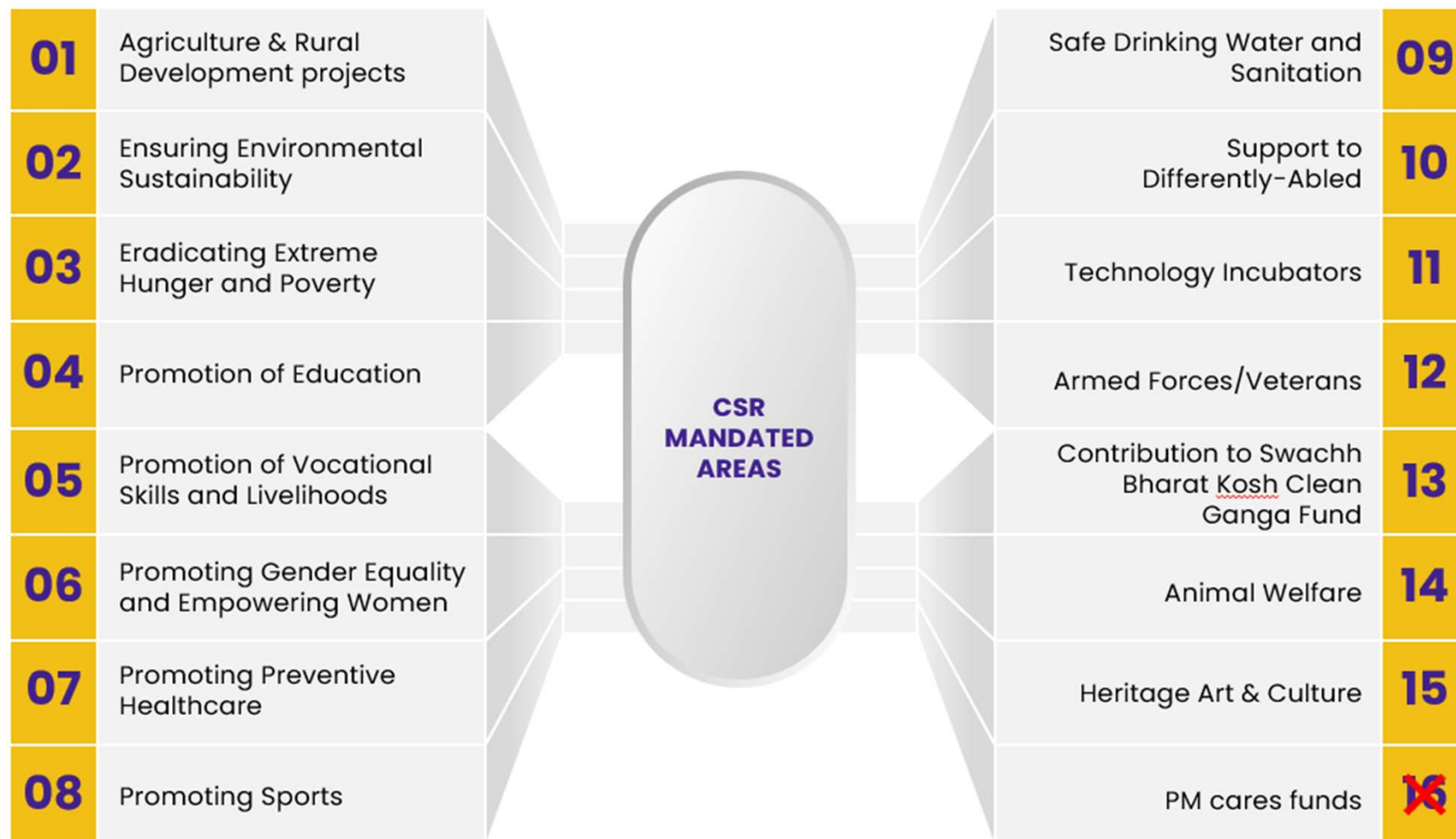
SUSTAINABLE DEVELOPMENT GOALS (SDGs)

**STRENGTHENING OUR COMMITMENT TOWARDS 17 OUT OF
THE 17 UN SDGs**

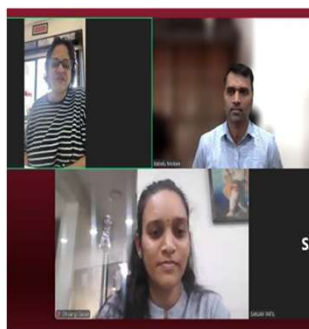


UN SUSTAINABLE DEVELOPMENT GOALS (SDGs)

Working in 15 out of 16 CSR Mandated Areas



CSR activities Q4 FY25 - some snapshots



Promotion of Education

- Donated 10 computers in association with FICCI FLO Kanpur Chapter and launched a Digital Literacy Program at Nagar Nigam School, Kanpur and Ratnagiri
- Conducted Employee Engagement for "Save Water" theme to life through vibrant wall paintings. Under Learning Link Foundation Project at Padra

Agriculture & Rural Development

- Conducted awareness sessions in association with BAIF, on modern farming techniques and sustainable livelihood for women at Masar
- Empowering tribal women through Honey Beekeeping and provided them essential Beekeeping Kits to 30 beneficiaries.
- Organised Program in association with BAIF-Silvassa for Strawberries introduction by providing 10 plots to 10 women for strawberry plantation.

Promoting Gender Equality and empowering women

- Launched the second phase of a livelihood project for Youth & Women from the most vulnerable families in association with ActionAid Association at Odisha
- Signed agreement to build their capacity for economic self-reliance and provide support in establishing forward and backward linkages with FICCI Flo Jammu Chapter for women empowerment
- Inauguration of Period Positive Holiday Homes in association with KSWA

CSR activities Q4 FY25 - some snapshots



Promoting Preventive Healthcare

- Organised Geriatric Health Camp Follow-Up under which 27 senior citizen underwent free cataract surgeries.
- Organised Geriatric Health Camp Individuals received physiotherapy and orthopedic consultations, dental treatment, ENT consultations and scheduled cataract surgeries at Satara
- Organised Cervical vaccination program with partner Serum Institute & Villo Poonawala Memorial Hospital at Pune. (Delivered 2nd dose of vaccine)
- Conducted mammography camp for women's health at Bharti Hospital, Pune.
- Organised screening and medical assessment under expert supervision in association with Sancheti under Mission Cerebral Palsy
- Organised Ophthalmic Camp for screenings for diagnosing senior citizens with conditions such as cataract, pterygium, refractive errors, and other infections at Dehu, Maharashtra
- Organised surgical camp and completed pediatric heart surgeries in association with Healing Little Hearts (HLH), UK, at Manipur
- Monthly Thalassemia support to 275 beneficiaries, Monthly TB support by distributing 1405 kits at various states, Monthly diabetic support to 278 beneficiaries and Monthly medical support to 21 children

CSR activities Q4 FY25 - some snapshots



Clean Water & Sanitation

- Revived a well at Saylawas Jail under Well Renovation & Revival project at Jaipur
- Conducted activity of deepening and widening of Izar and Dambhir Odha at Korti and Taratgaon under water project deepening at Solapur district

Support to Differently Abled

- Empowering Visually Impaired Students (Poona School and Home for the Blind) by donating secure lockers
- Supported 6 differently-abled couples by providing 6 cupboards in association with Zunj Divyang Sanstha at Ravet, Pune
- Designed & delivered Cerebral Palsy chairs to 313 beneficiaries at Satara
- Organized in association with Divyang Pratishthan a mass wedding for differently abled couples and donated cupboards

Promotion of Vocational Skills, Livelihoods

- Special lecture was organized under Empowering Change Through Education for 80 inmates undergoing plumbing training at Vadodara Central Jail
- Inauguration of the training program to train 80 inmates in preparing various fast-food items at Satara Jail

CSR activities Q4 FY25 - some snapshots



Animal Welfare

- Took initiative in association with SJAP, Padra Taluka, by providing Bird rescue cage and 75 injured birds rescued and treated by Govt. veterinary doctor and released.
- Participated in Olive Ridley Conservations project in association with forest department by safely relocating 4000 turtle eggs to a hatchery at Gaonkhadi beach, Ratnagiri.

Eradication of Hunger and Poverty

- Sweater & Ration distribution for HIV affected children at Rays Boys and Girls Home
- Monthly diaper support to 10 institutes.
- Monthly grocery support to 58 institutes.
- Hot meals arrangements to children

Environment Sustainability

- Organised "River Cleanup Drive" at Mula Mutha Rivers to restore the natural Ecosystem in association of FIL/ MMF CSR collaboration

CSR activities Q4 FY25 - some snapshots



Other Key Impact Initiatives

- On the birth anniversary of our founder Shri P. P. Chhabria Sir, Finolex Industries Limited (FIL) and Mukul Madhav Foundation (MMF) proudly inaugurated three impactful projects dedicated to his memory — driving energy conservation and illuminating lives by;
 1. Installation of 120 LED streetlights at Kahanva and 40 at Lola Village
 2. Rooftop Solar Project at Ram Kumar Hostel: Solar rooftop system was installed to help the hostel save on electricity costs — allowing these savings to be redirected toward the students' development and welfare.
 3. Monthly grocery support to Anjuman-I-Islam's V.M. & D.M. PM Muslim Girls Orphanage in Pune: The 100-year-old institution is dedicated to the education and social welfare of underprivileged Muslim girls. This initiative reaffirms our commitment to serving communities beyond barriers of caste, creed, race, or religion—true to the vision of our founder, who believed in uplifting society as a whole.
- Since May 2023, FIL and MMF have been supporting Ganga Prem Hospice (GPH), a sanctuary for cancer patients in Rishikesh. On the birth anniversary of Late Shri P.P. Chhabria, a Glow Sign Board has been mounted at GPH, marking a lasting tribute to his vision of compassionate care.
 1. May 2023- Bringing care home:- A minivan was donated to enable home care services, ensuring patients receive essential medical attention at their doorstep.
 2. June 2024- Expanding Capacity:- Facilitated the inauguration of the ground floor of a new palliative care wing, followed by the first floor in September 2024. Additionally, MMF connected a donor for ration kits and medicines to sustain patient care.
 3. November 2024- The Finolex Wing—was inaugurated, further expanding GPH's capacity. In February 2025, a fire safety system was installed, ensuring enhanced security.

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THANK YOU

www.finolexpipes.com

