



FINOLEX INDUSTRIES

INVESTOR
PRESENTATION
Q2 FY 2022-23

Sales volumes maintains growth trajectory; sharp price correction impacted earnings

Q2 FY23

H1 FY23

Segment Revenue – Q2 FY23

- Total revenue declined **13%** y-o-y to Rs. 941 Cr from Rs. 1,083 Cr

- Total revenue registered a y-o-y growth of 4% to Rs. 2,131 Cr

- Negative EBITDA of **Rs 143 cr** (vs. EBITDA of Rs. 300 Cr LY)
- Loss of **Rs 129 Cr** (vs PBT Rs 310 Cr LY)

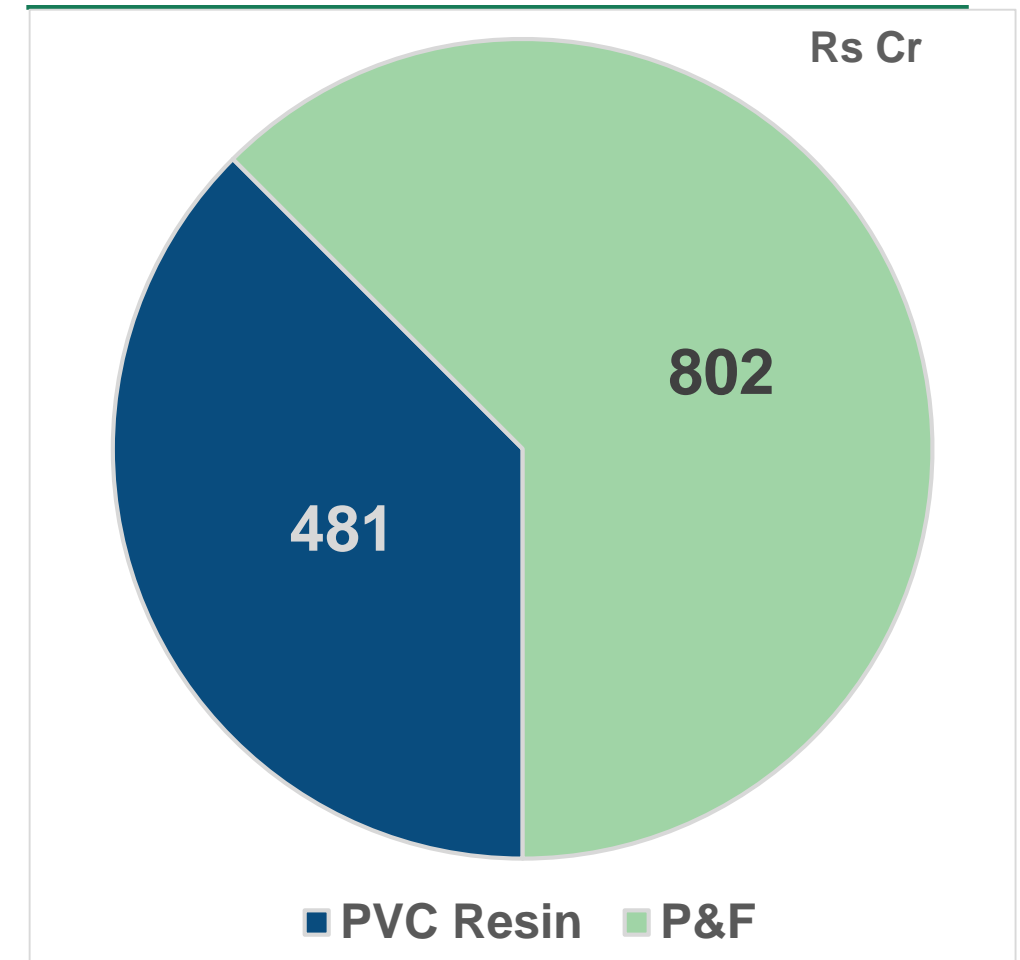
- Negative EBITDA of **Rs 17 Cr** (vs. EBITDA of Rs. 511 Cr LY)
- Loss of **Rs 11 cr** (vs PBT Rs 510 Cr LY)

- PVC Pipes & Fittings volume grew 7% to 59,218 MT.
- PVC Resin volume registered a y-o-y growth of 4% to 54,063 MT

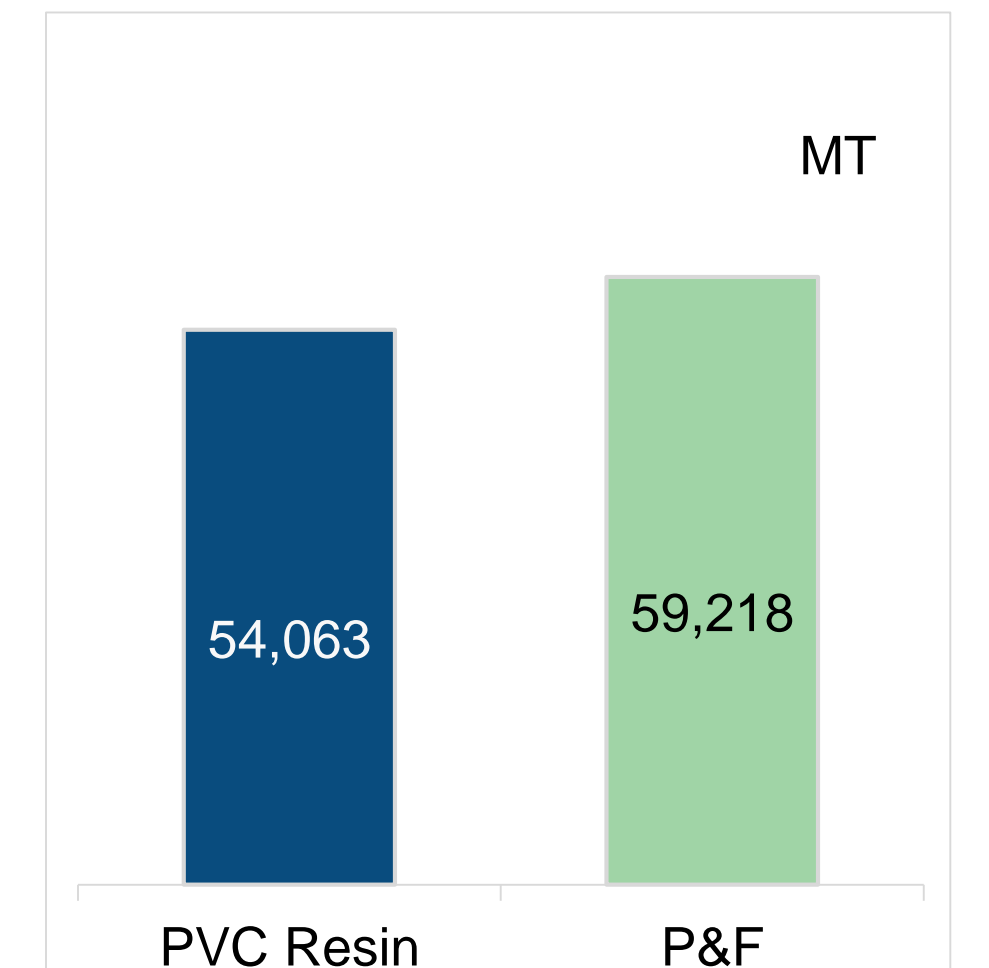
- PVC Pipes and Fittings volume registered a y-o-y growth of 18% to 1,31,178 MT.
- PVC Resin volume registered a y-o-y growth of 14% to 1,16,809 MT

- Net Cash flow during the quarter (including short term debt repayment) **Rs -470 Cr**

- Free cash of Rs 1,318 cr as on 30 Sep 22



Segment Volume – Q2 FY23



Sharp correction in prices impacted Revenues



Profit margins impacted by steep fall in product prices



Volumes maintains its growth path

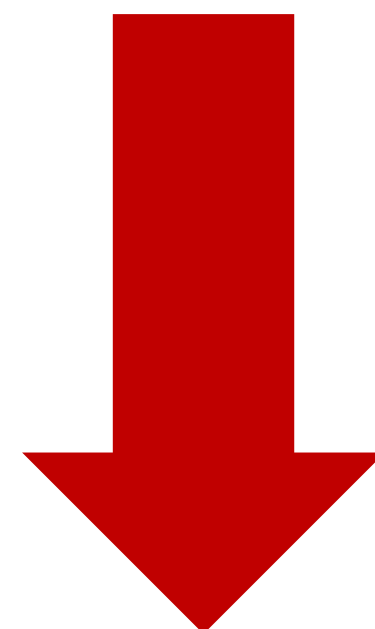


Strong liquidity and healthy balance sheet

Segment Performance – Key highlights Q2 FY23

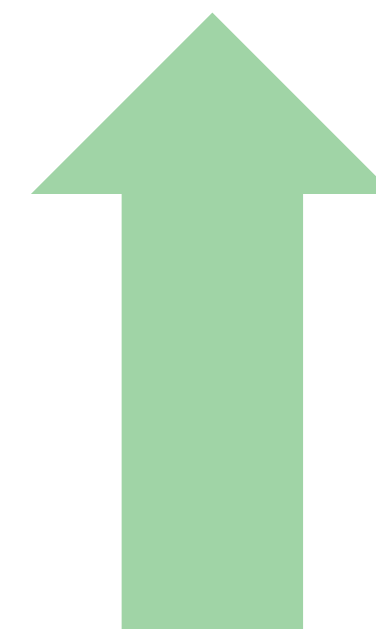
Pipes and Fittings

801.73 Cr
(11%) y-o-y



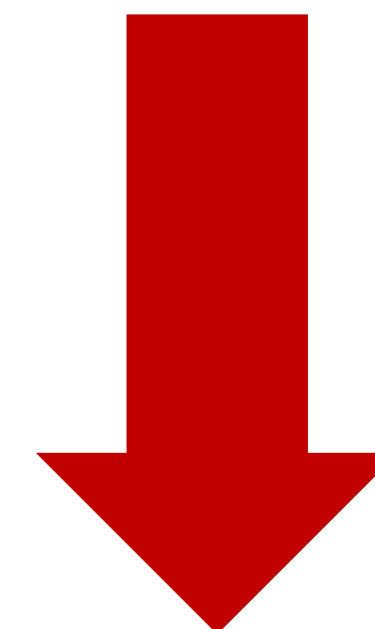
Revenue

59,218 MT
7% y-o-y



Volume

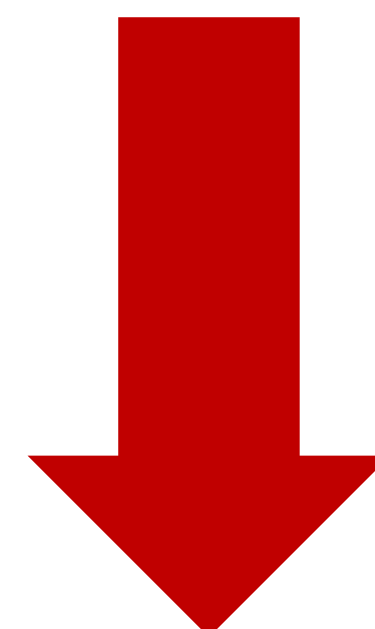
(47.63) Cr
(183%) y-o-y



EBIT

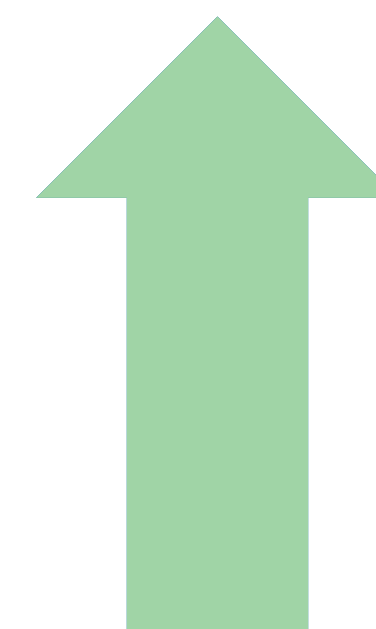
Resin

481.07 Cr
(27%) y-o-y



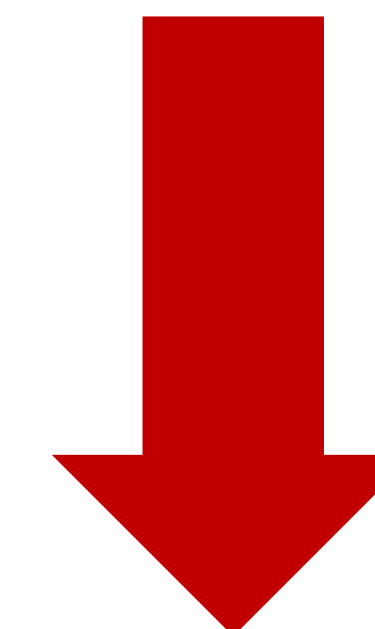
Revenue

54,063 MT
4% y-o-y



Volume

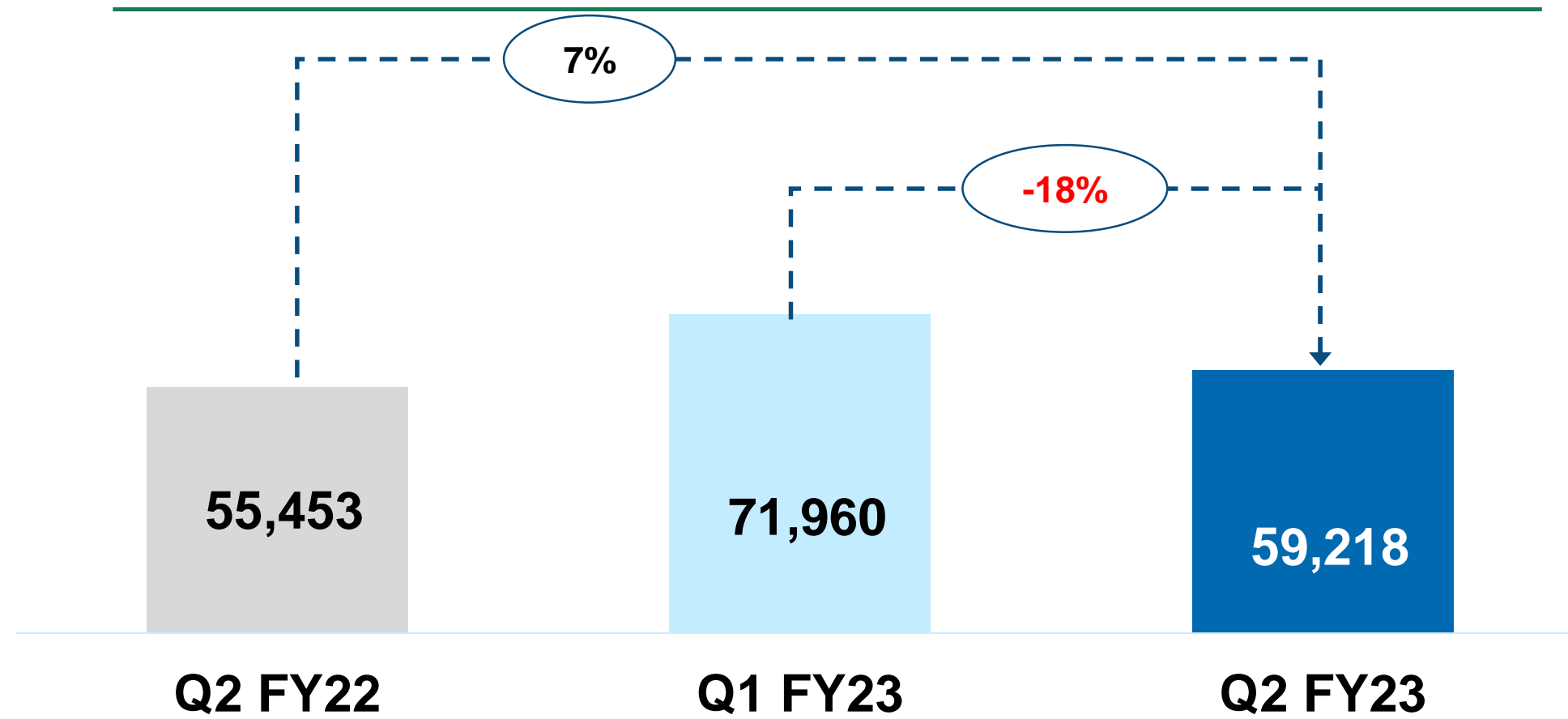
(110.68) Cr
(148%) y-o-y



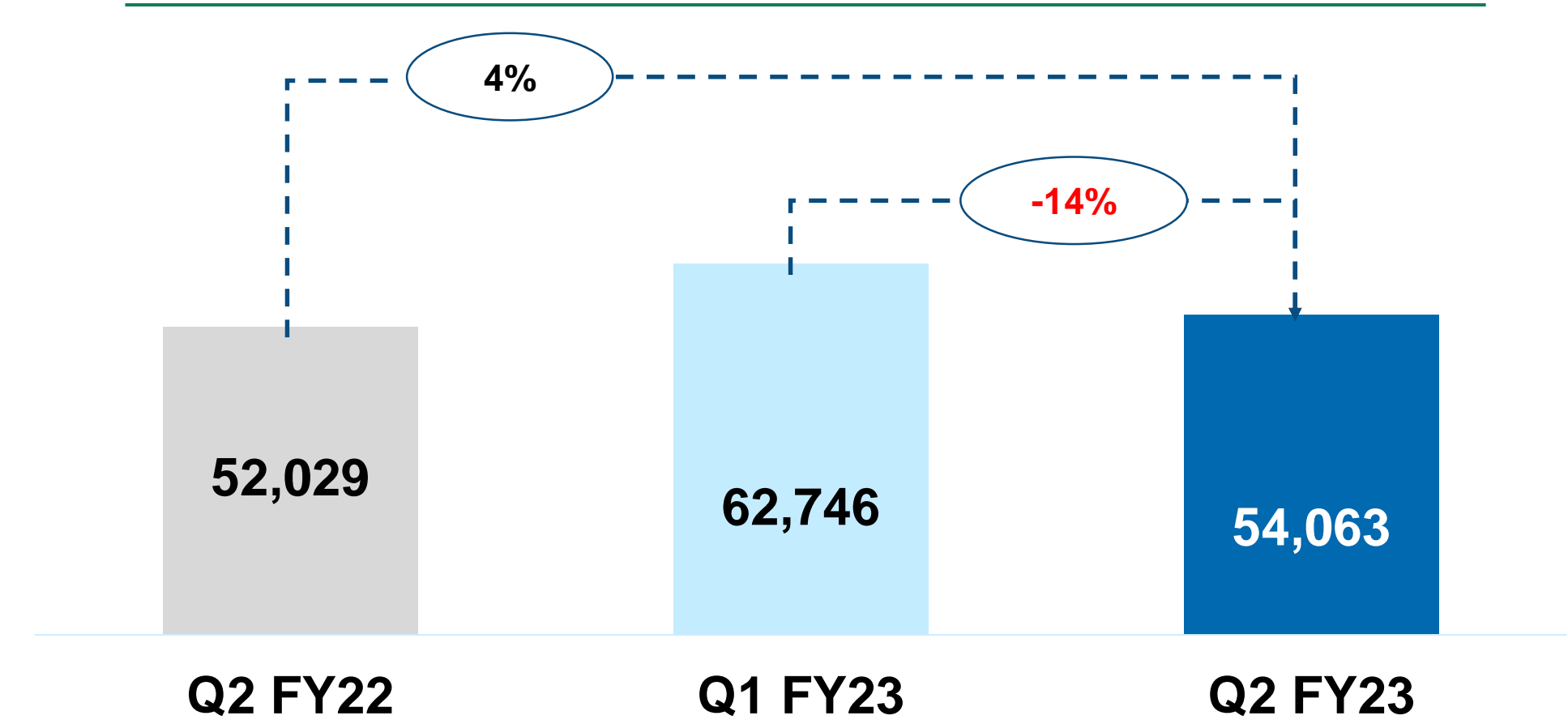
EBIT

Business Performance by Segment

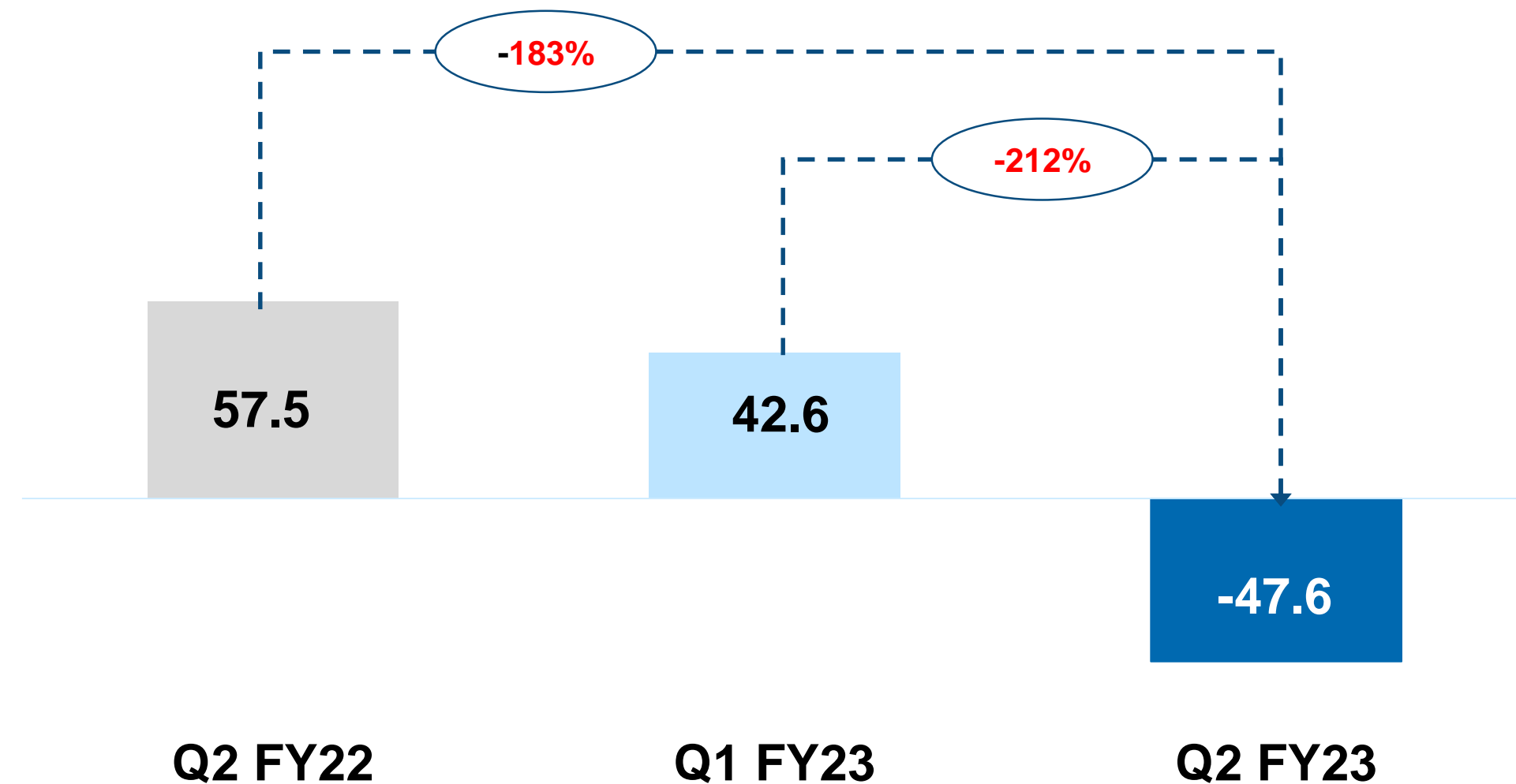
P&F Volume (MTs)



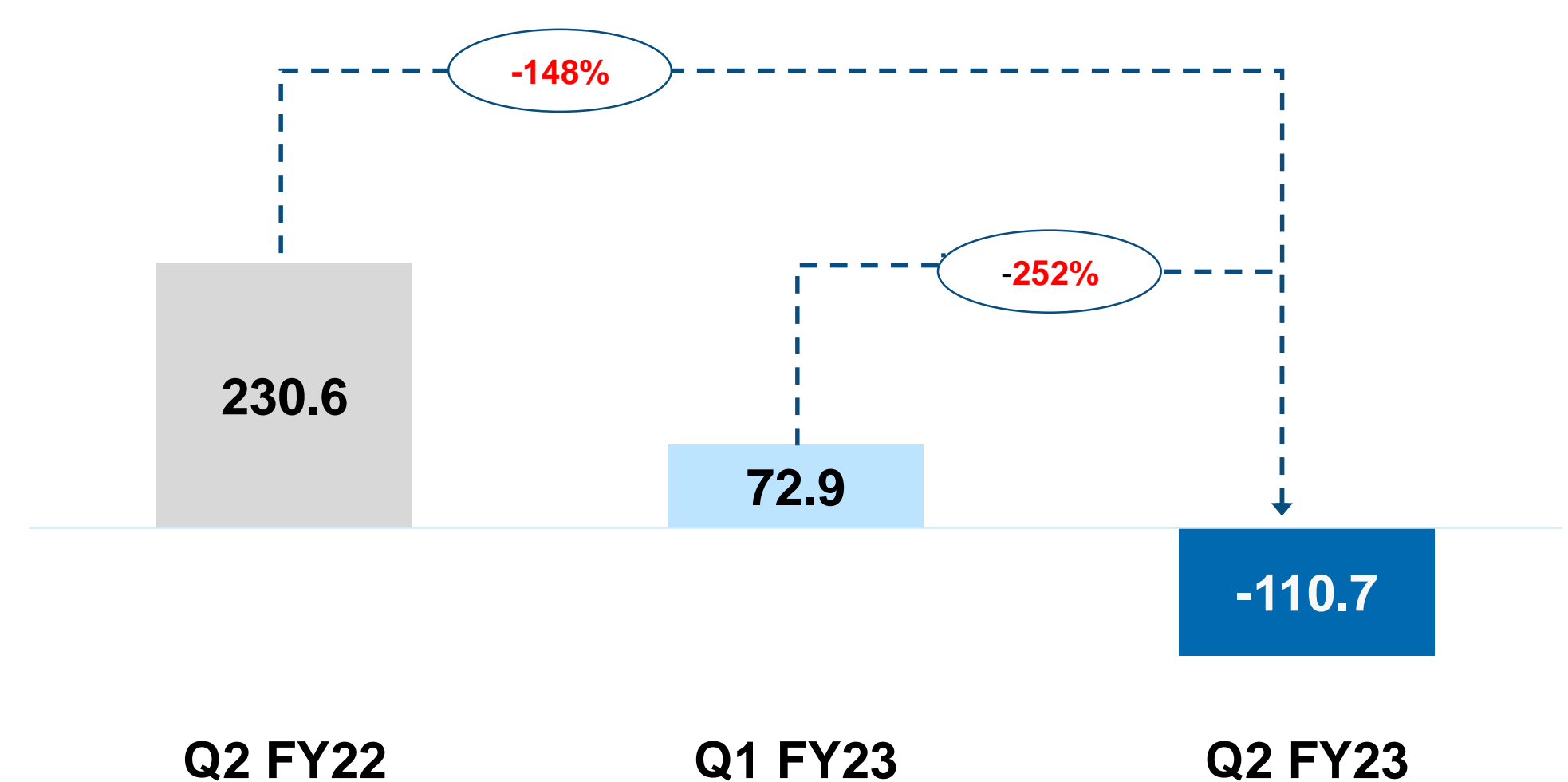
PVC Volume (MTs)



P&F EBIT (Rs Cr)

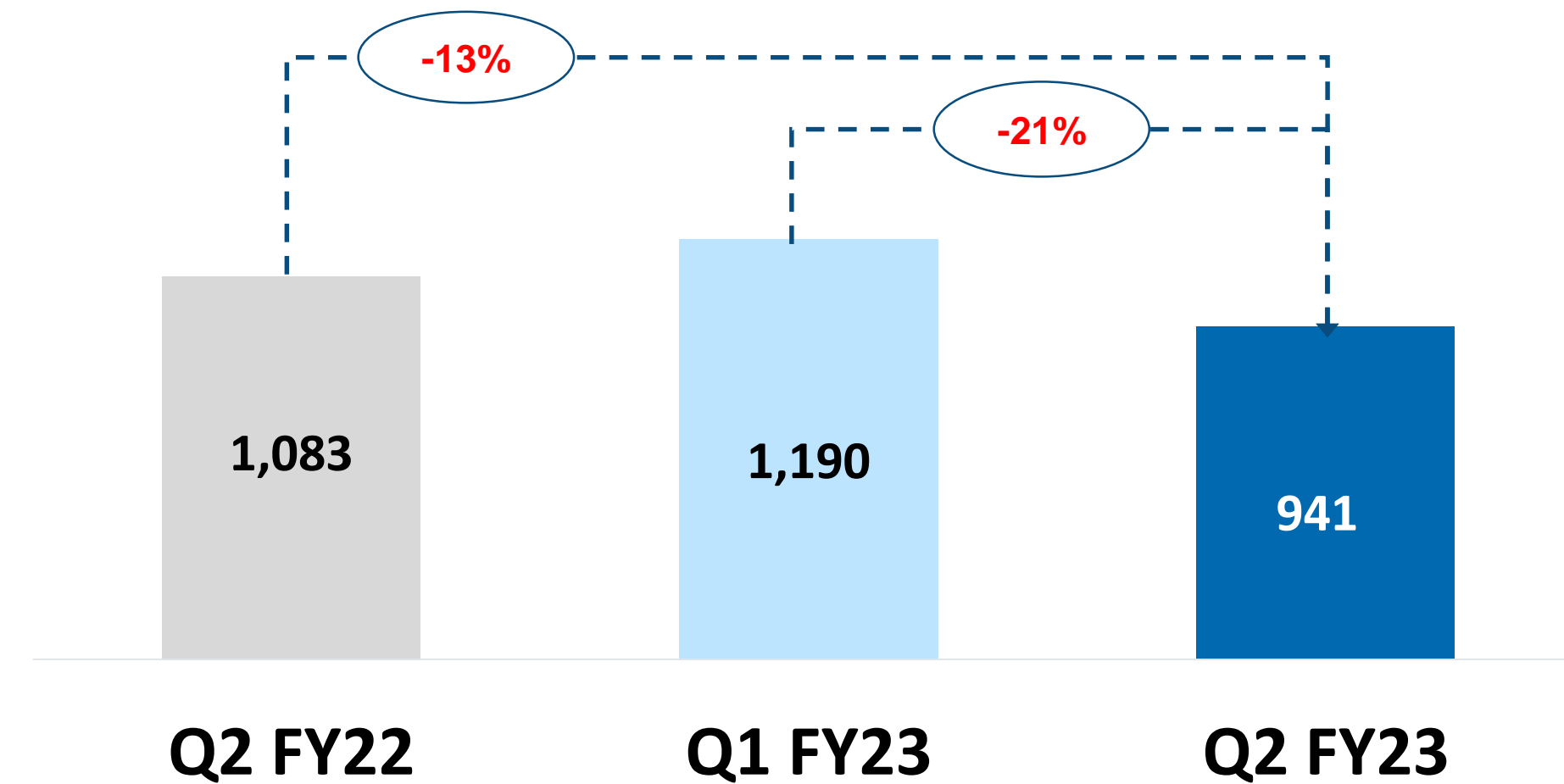


PVC EBIT (Rs Cr)

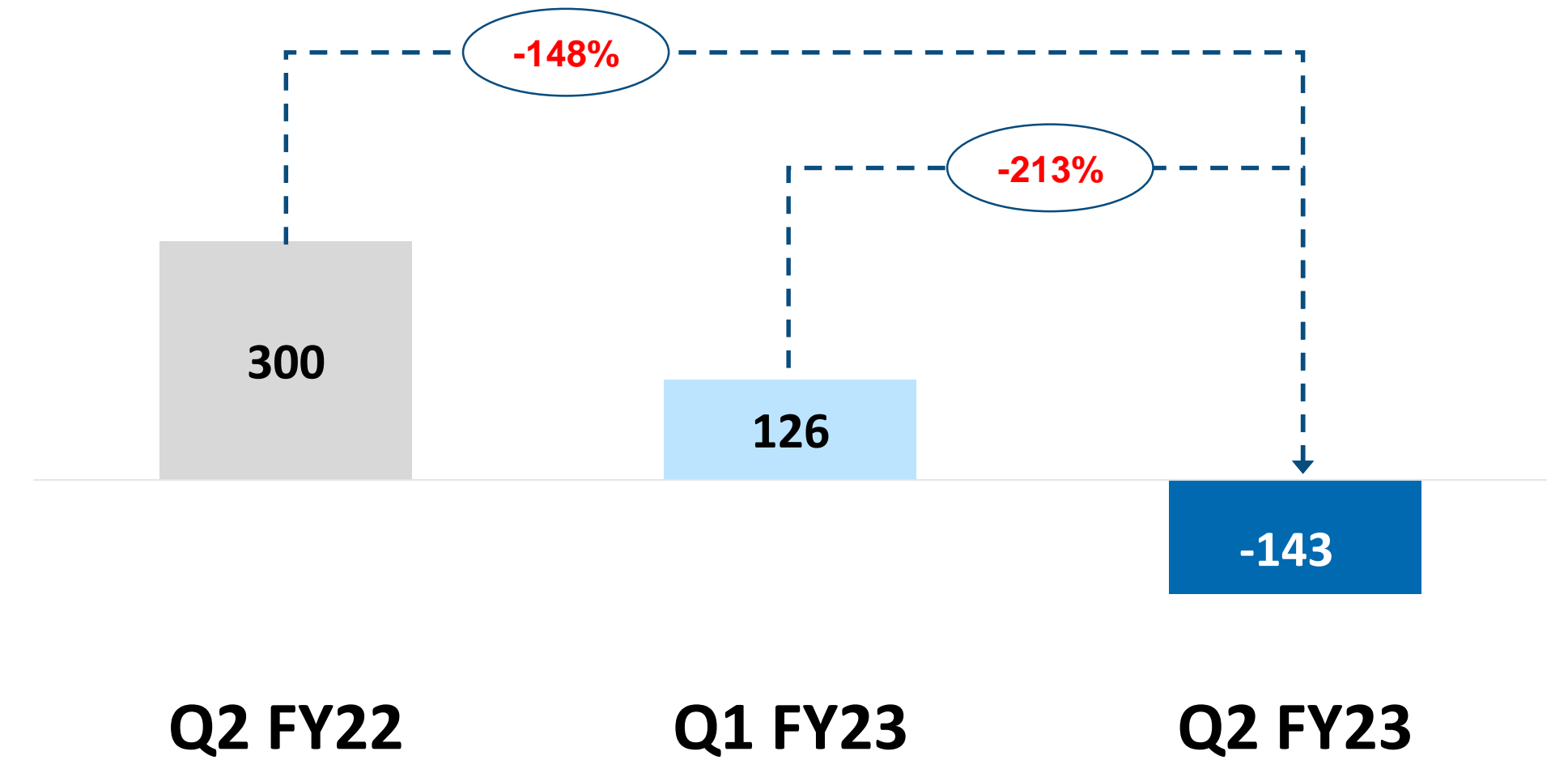


Business Performance of the Company (Total)

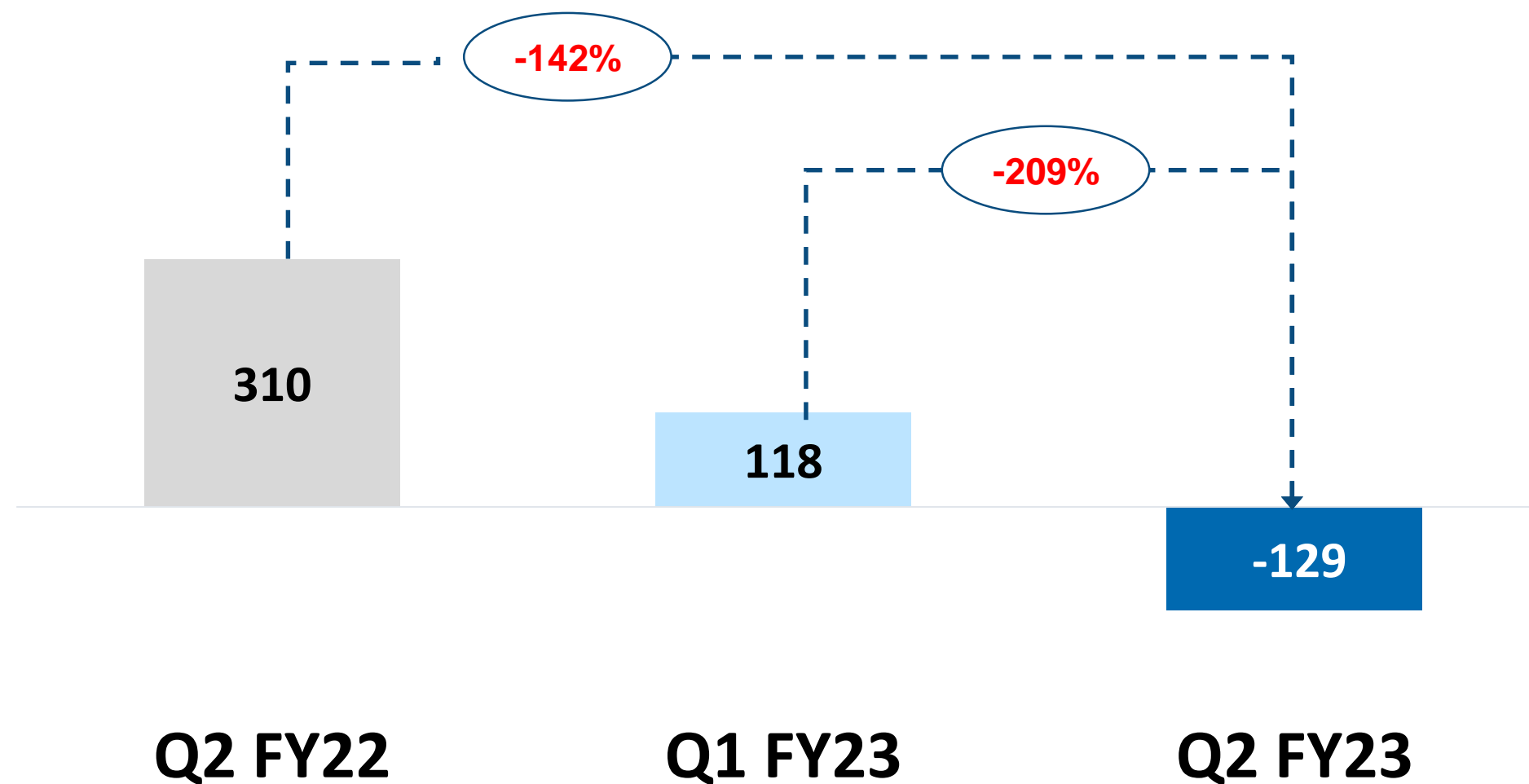
Revenue (Rs Cr)



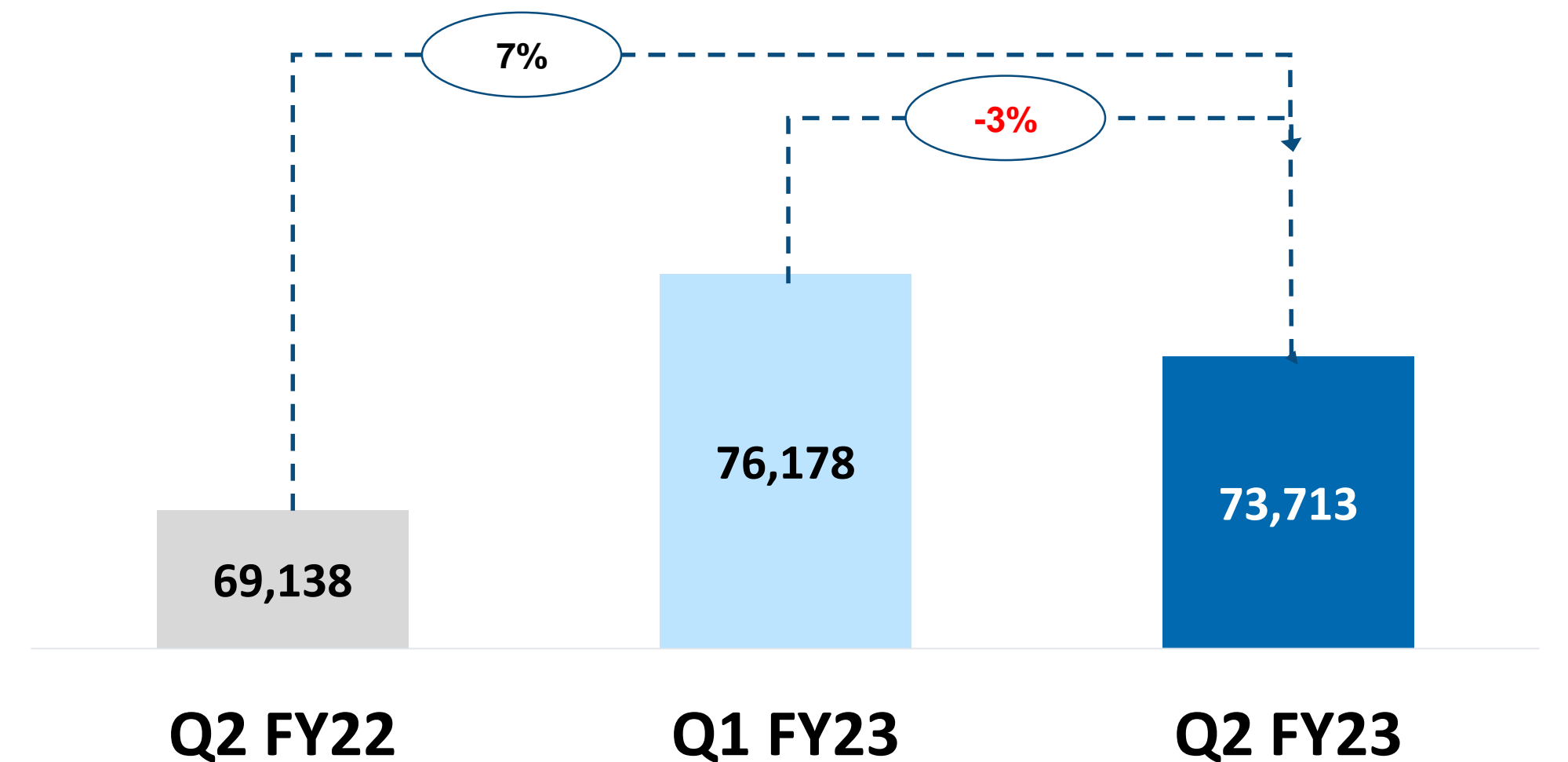
EBITDA (Rs Cr)



PBT (Rs Cr)

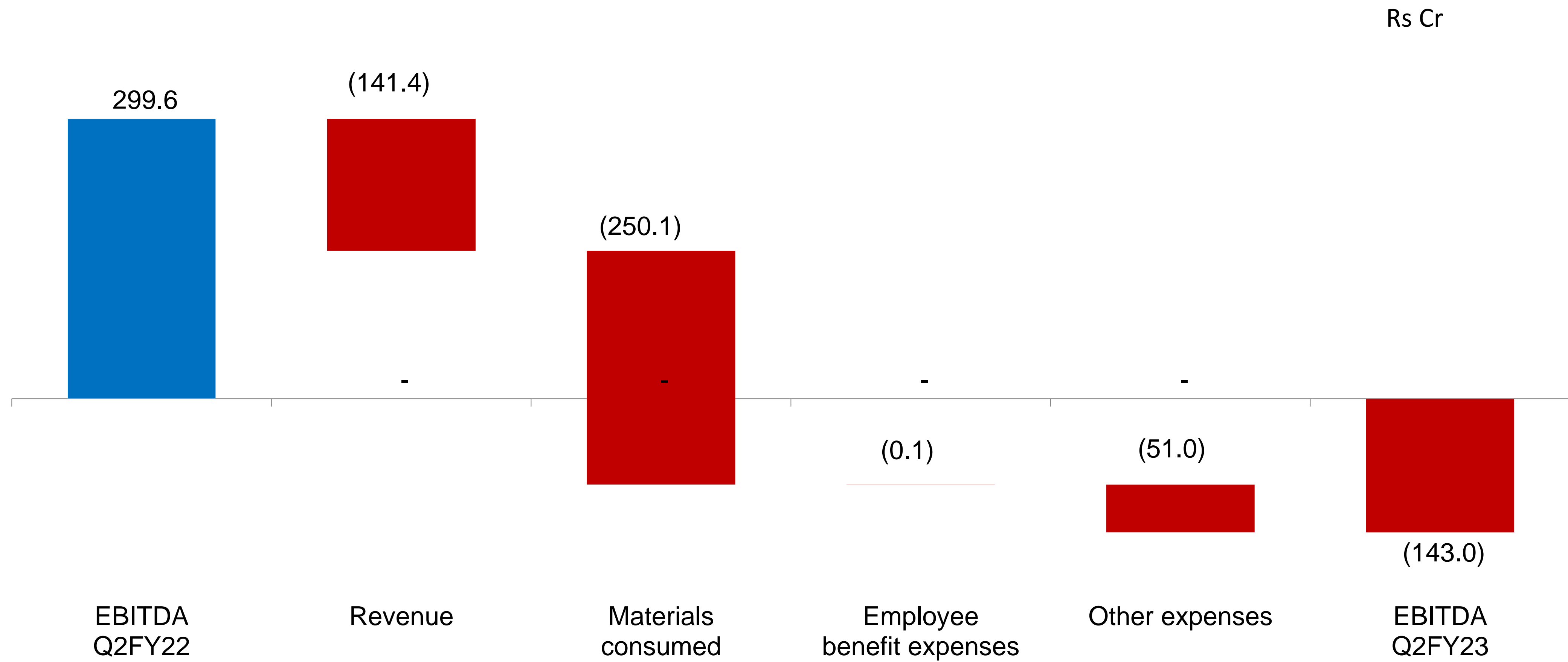


Sales volumes (in MT)



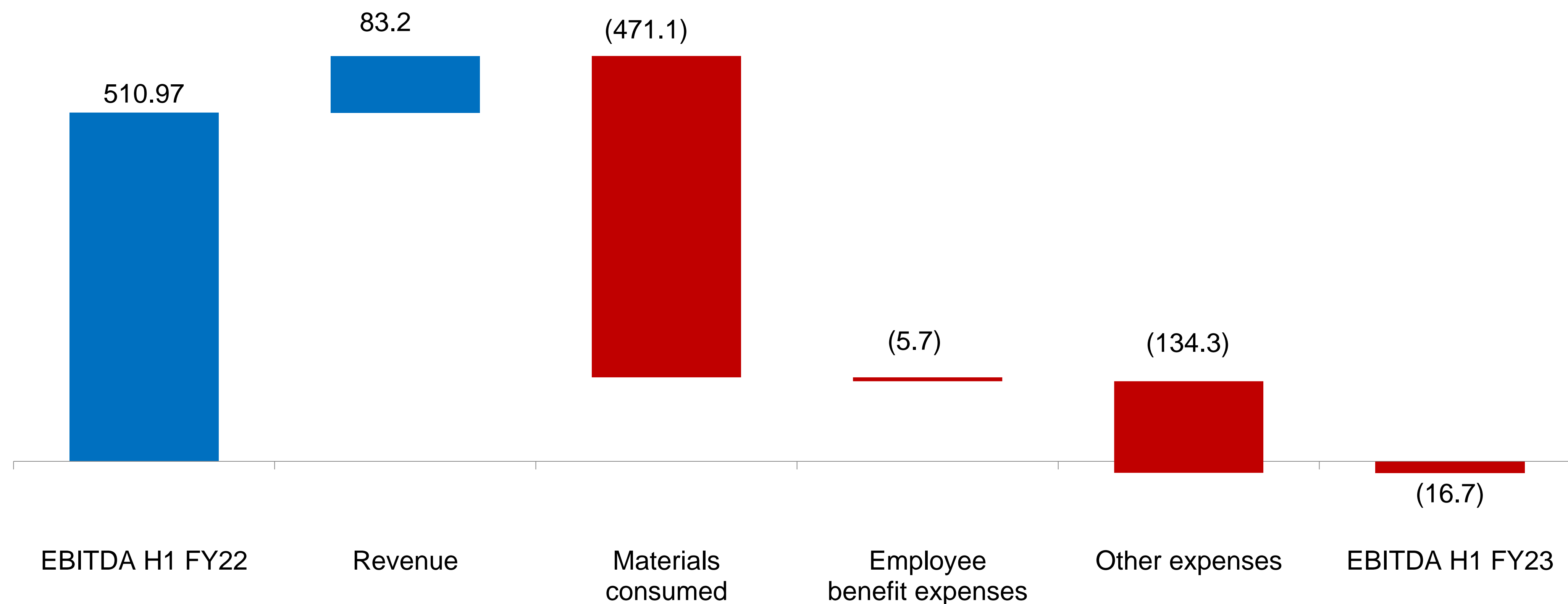


EBITDA Movement Q2 FY23 vs. Q2 FY22



EBITDA Movement H1 FY23 vs. H1 FY22

Rs Cr



Summarised Income Statement

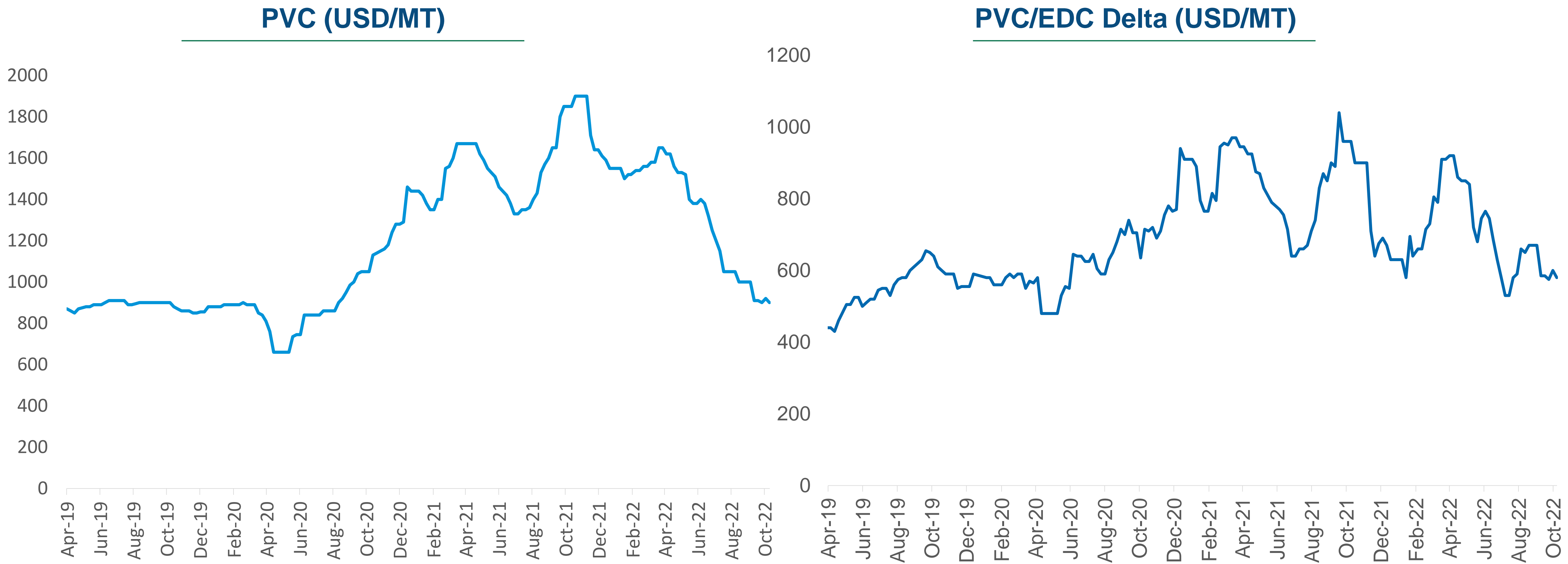
Rs. Cr	Q2 FY23	Q2 FY22	YOY Change	H1 FY23	H1 FY22	YOY Change
Total Income from operations	941.13	1,082.57	(13%)	2,130.94	2,048.02	4%
EBITDA gain/ (loss)	(142.67)	299.51	(148%)	(16.76)	510.97	(103%)
<i>EBITDA %</i>	(15%)	28%		(1%)	25%	
Depreciation	21.56	20.61		42.90	40.67	
Profit/(loss) before Interest and taxes	(164.23)	278.90	(159%)	(59.66)	470.30	(113%)
<i>EBIT %</i>	(17%)	26%		(3%)	23%	
Finance costs	4.31	0.41		15.64	5.17	
Other Income	39.29	31.82		64.36	45.22	
Profit/ (loss) before tax	(129.25)	310.31	(142%)	(10.94)	510.35	(102%)
<i>PBT %</i>	(14%)	29%		(1%)	25%	
Tax	(35.33)	75.23		(17.11)	128.47	
Profit/ (loss) After Tax	(93.92)	235.08	(140%)	6.17	381.88	(98%)
<i>PAT %</i>	(10%)	22%		0.3%	19%	

Balance Sheet – Key indicators

Rs. Cr	30-Sep-22	31-Mar-22
<i>Equity and liabilities</i>		
Share capital	123.67	124.10
Reserves and surplus	3,709.14	3,739.66
Long term borrowings	-	-
Short term borrowings (including loans repayable in one year)	27.16	278.03
<i>Assets</i>		
Fixed assets (Net block)	984.99	992.33
Capital WIP	31.07	9.46
Non current investments	1,331.27	1,080.78
Current investments	1,050.78	1,552.52

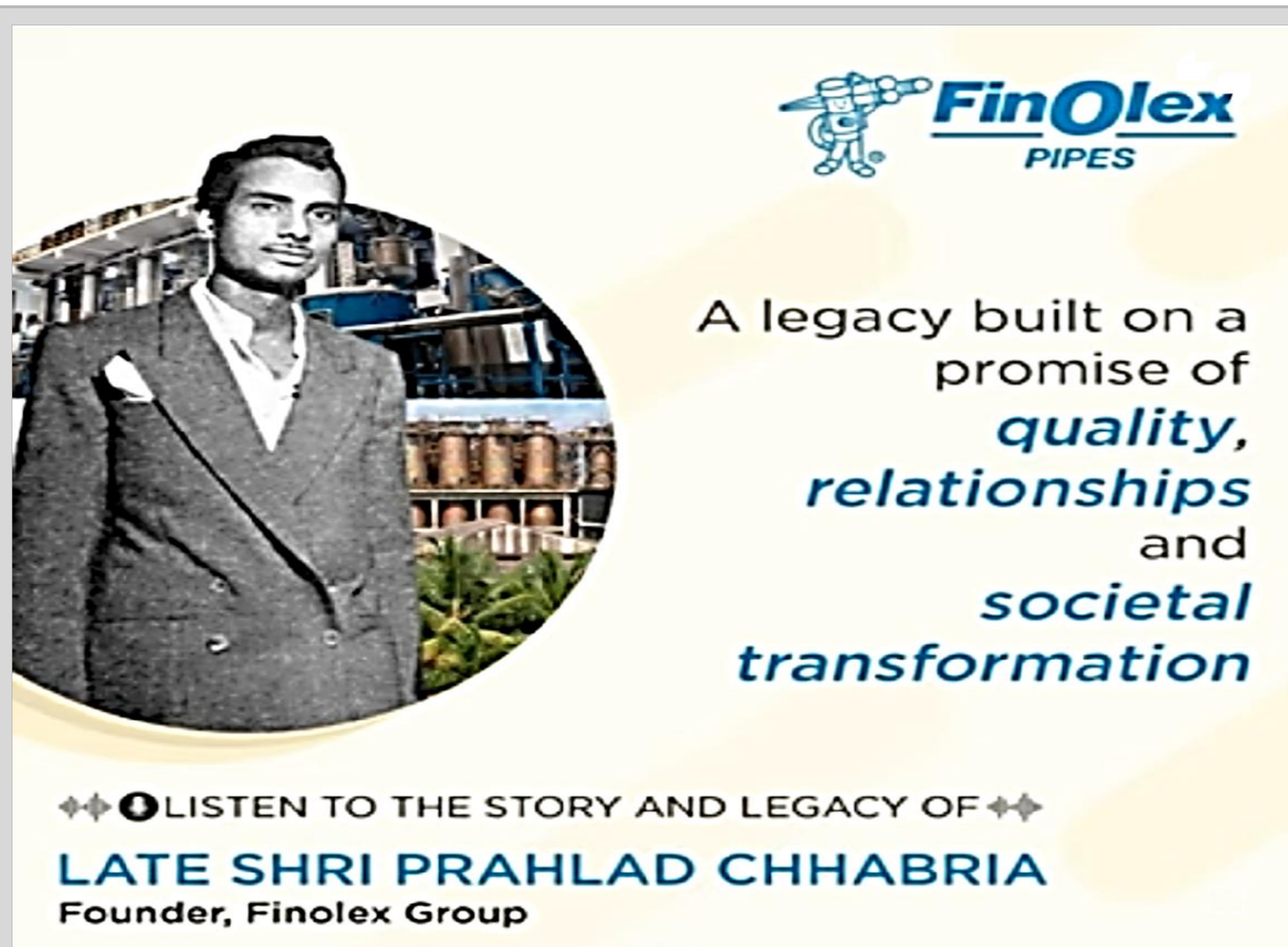


PVC Prices & PVC/EDC Delta



Select Marketing Initiatives

Engaging storytelling of the brand by reinforcing core values of Founder of Finolex Group



Podcast- Legacy of Late Shri Prahlad Chhabria
On Spotify & Youtube



Pralhad Movie- More than 5.6 M views on Youtube



Key objectives and initiatives

To continue building visibility & improve awareness in the market

To strengthen relationship with key stakeholders using on-ground and digital activations



Ashadhi Wari
Pandharpur, Maharashtra



Jagannath Rath Yatra
Puri, Odisha



Onam Festival
Kerala



Brand Integration | Festival Celebration | Topical communication

- Impactful integration in TV shows with strong affinity.
- Tapped diverse cultural cues and stakeholder sentiments for nation wide celebration during festive period across multiple platforms



Print Ad – PM Birthday wishes



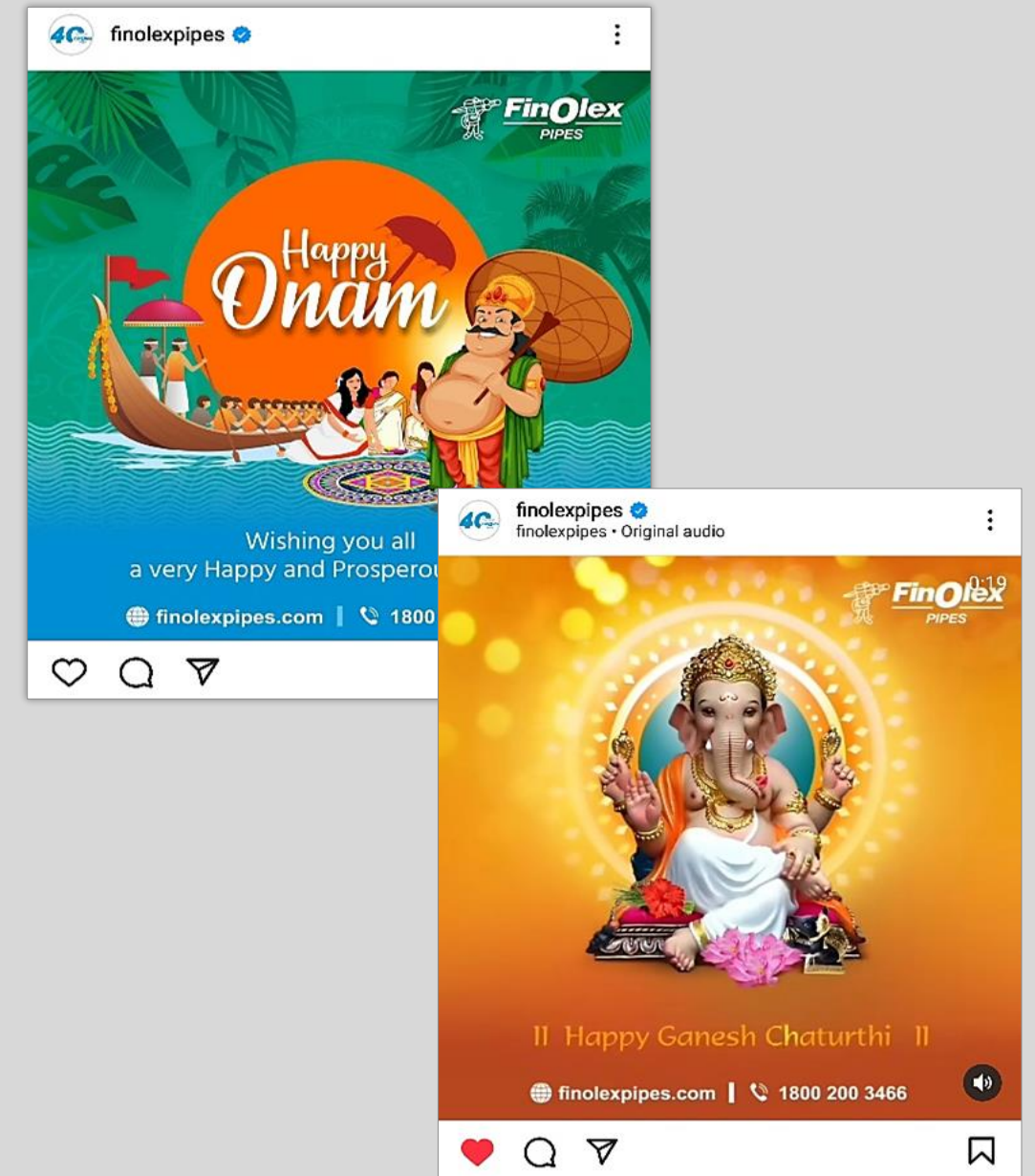
Brand Integration – Swaraj – DD National



Brand Integration – Bigg Boss



Print Ad – Independence day



Social Media Posts – Festive wishes



Awards and Recognitions

We are happy to be a place where employees feel happy.

Great Place To Work.®

Certified
SEPT 2022 - SEPT 2023
INDIA

FINOLEX PIPES WINS 'GREAT PLACE TO WORK' CERTIFICATE.

Great Place To Work Certification

FINOLEX PIPES
IS RECOGNISED AS ONE OF
'ICONIC BRANDS OF INDIA'
BY THE ECONOMIC TIMES

Iconic Brands of India 2022
by The Economic Times

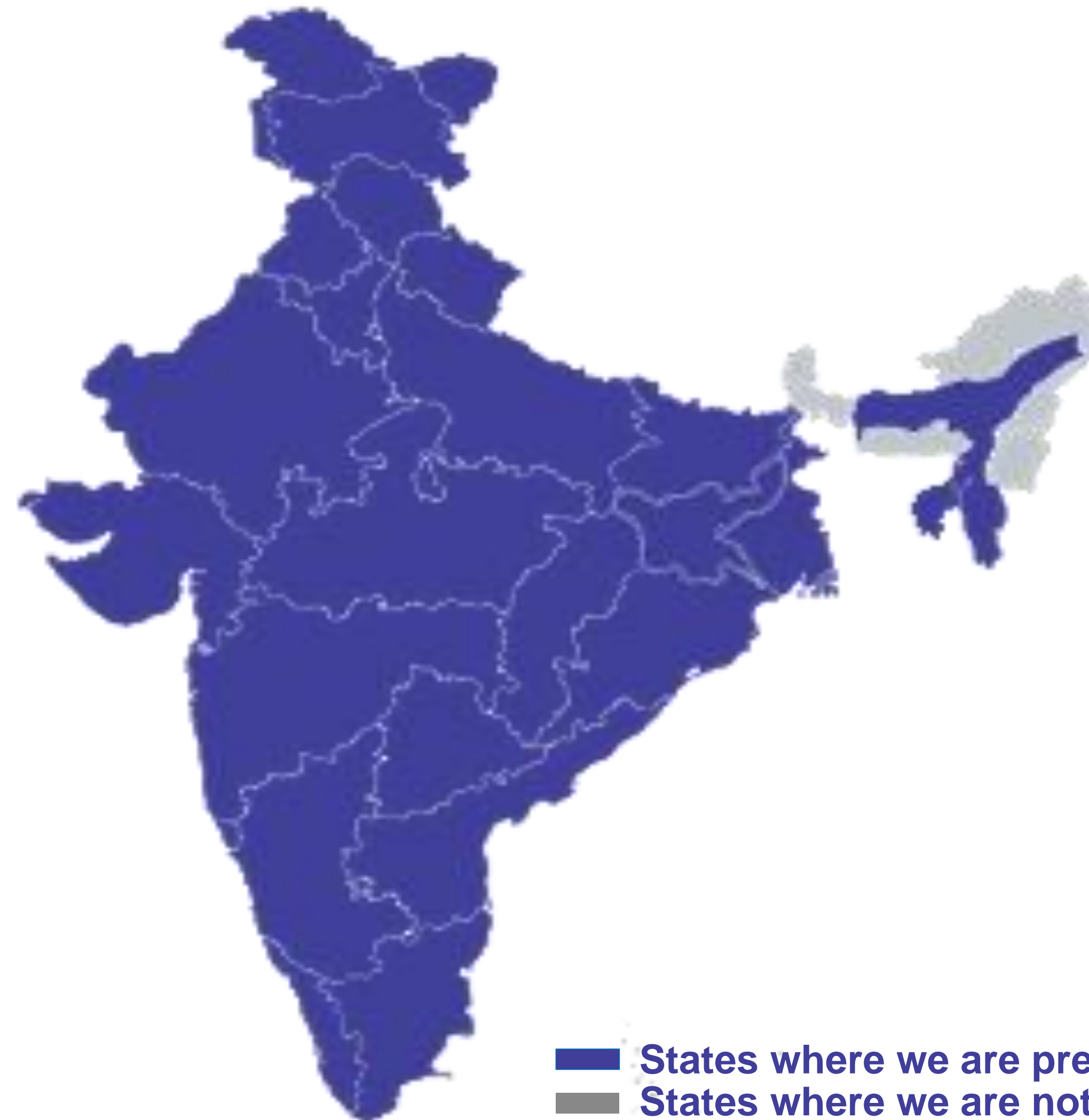
FINOLEX PIPES
WINS BEST FINANCIAL
PERFORMANCE AWARD

Best Financial Performance Award
Entrepreneur Awards 2022

Best Financial Performance
Entrepreneur Awards 2022

CSR Update

Presence of Mukul Madhav Foundation in India



Mukul Madhav Foundation (MMF), a 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

Strengthening Our Commitment Towards 16 out of the 17 UN Sustainable Development Goals



Actively exploring opportunities to cater the remaining spectrum: -



- ✓☒ 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 in Q2 FY23 – some snapshots



Eradicating extreme hunger & poverty

- 575 children received access to nutrition through inauguration of a mid-day meal program at Poona Women's Council School, Pune
- Support with hot meals was provided to Annamrita Foundation, Sai Ashray and homeless people on the streets of Pune and Shirdi
- 39 institutions were supported with monthly ration and groceries

Support for Differently-Abled

- Ongoing support being provided to 1,541 CP patients.
- 159 new patients were impacted through a CP camp.
- Surgery & therapy support, orthotic devices provided to 14 children.
- 50 children with Clubfoot were supported through Clubfoot India in Gujarat, Telangana and Tamil Nadu
- 20 tech devices were provided to support visually impaired children

Promotion for Education

- Supported 88+ educational institutes and 3000+ individual students across 7 states with scholarships, infrastructural support, access to drinking water and sanitation facilities
- Students of Mukul Madhav Vidyalaya, Ratnagiri being guided and encouraged
- Financial support was provided to SAMPARC, Pune to aid 20 girls from marginalised backgrounds with school supplies, food and stay.

CSR Activities in Q2 FY23 – some snapshots



Promoting Preventive Healthcare

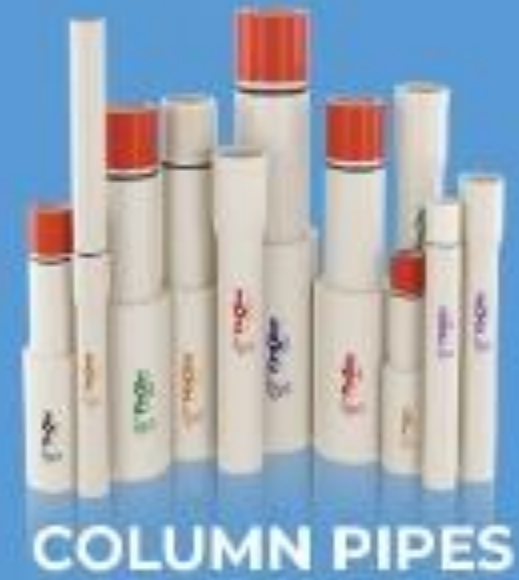
- Blood donation camps were held at BT Shahani School, Pune, and Agricultural College, Pune. 138 people participated
- A mammography machine was donated to Bharati Hospital, Pune.
- A cataract screening for older citizens was organised in collaboration with Nav Bharat Jagriti Kendra, Jharkhand.
- A health camp organised at Takari Village, Sangli, Maharashtra. 258 people benefited.

Supporting and encouraging small businesses

- To encourage thriving small businesses, 5 institutions supported by MMF for skill-building participated in the Yellow Ribbon Fair, Pune and sold their handicraft products.
- An international level Under & Postgraduate conference – MediACE – was organised to promote medical learning amongst students.
- Supported a mime play competition called 'Maunantar' in collaboration with FTI India






Other support

- 2 widows were provided with an employment opportunity at Ex-Servicemen Contributory Health Service by setting up of a canteen.
- 3 water coolers to support devotees at ISKCON temple, Pune and Shri Trimbakeshwar Devasthan Trust temple in Nashik, Maharashtra
- Students doing Plumbing course at ITI, Pune visited FinOlex Urse Plant to get hands on training



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