

# Investor Presentation

Q1 FY22



# Better performance led by volume recovery in both segments

## Q1 FY22



**Strong quarterly revenue**

- Total revenue registered a y-o-y growth of 71.9% to Rs 966 Crs



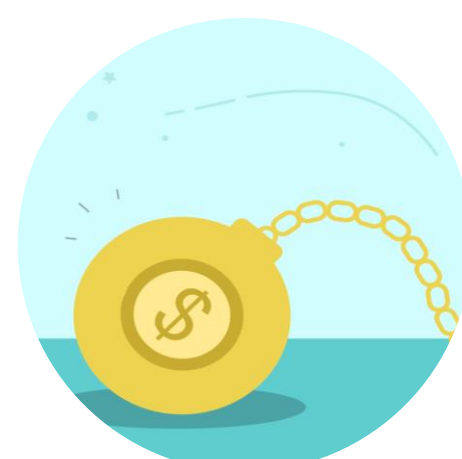
**Resulting in robust operational performance**

- EBITDA grew by 137.4% to Rs 210 Crs
- PAT grew by 166.4% from Rs 55 Crs to Rs 147 Crs



**Good volume despite lock downs**

- PVC Pipes & Fittings volume registered a y-o-y growth of 5.5% to 55,819 MT.
- PVC Resin volume registered a y-o-y growth of 10.6% to 50,249 MT

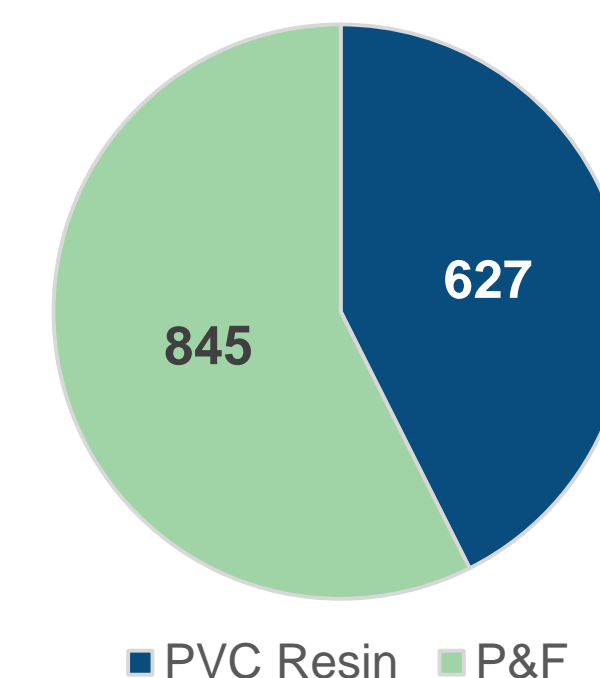


**Continues to be Net Zero Debt Company**

- Liquid Investments (Net of Borrowings) at Rs 606 Crs

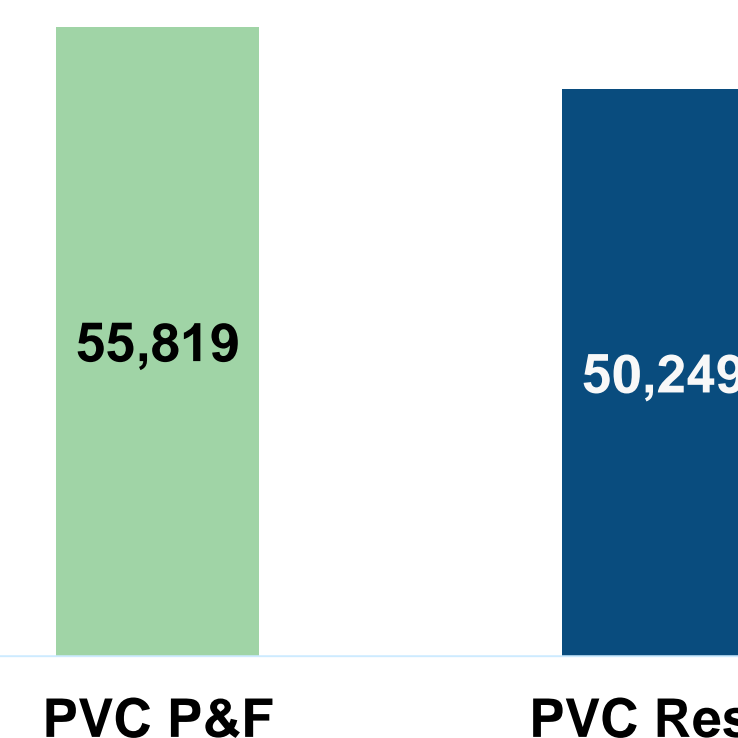
## Segment Revenue – Q1 FY22

Rs Crs



## Segment Volume – Q1 FY22

MT

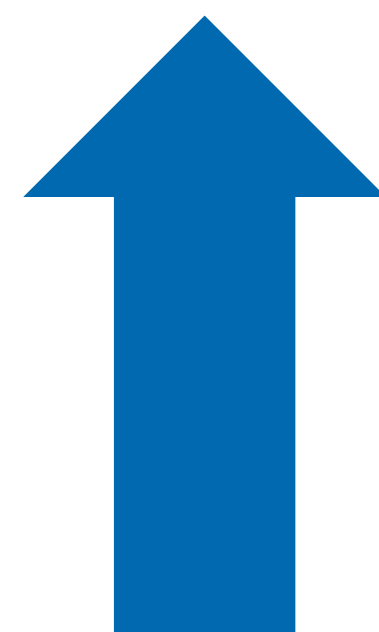


## Segment Performance – Key highlights Q1 FY22

Pipes and Fittings

**845.39 Crs**

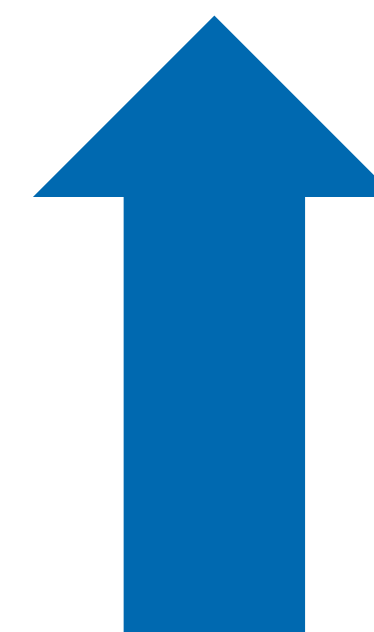
**66.8% y-o-y**



Revenue

**55,819 MT**

**5.5% y-o-y**



Volume

**43.64 Crs**

**(15.2%) y-o-y**

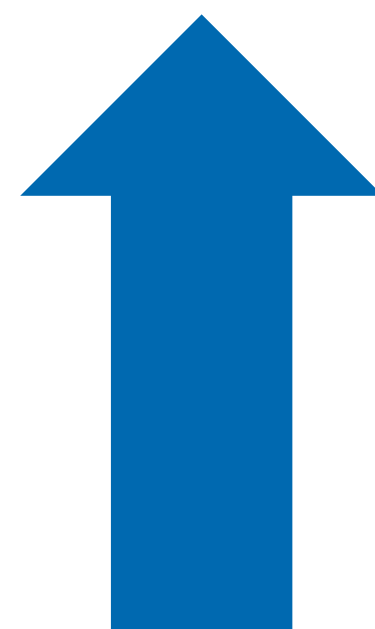


EBIT

Resin

**627.11 Crs**

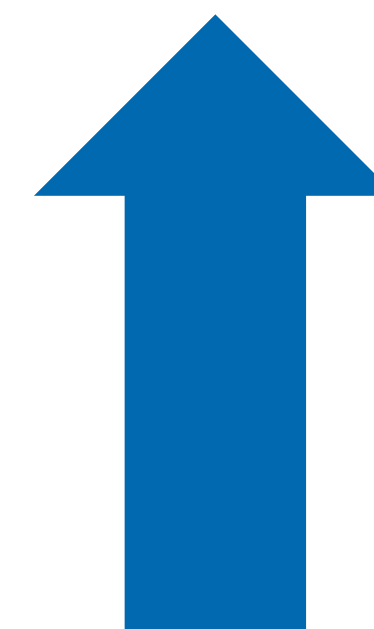
**113.2% y-o-y**



Revenue

**50,249 MT**

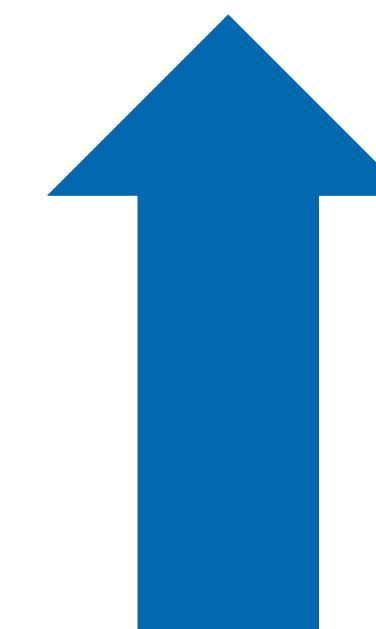
**10.6% y-o-y**



Volume

**157.85 Crs**

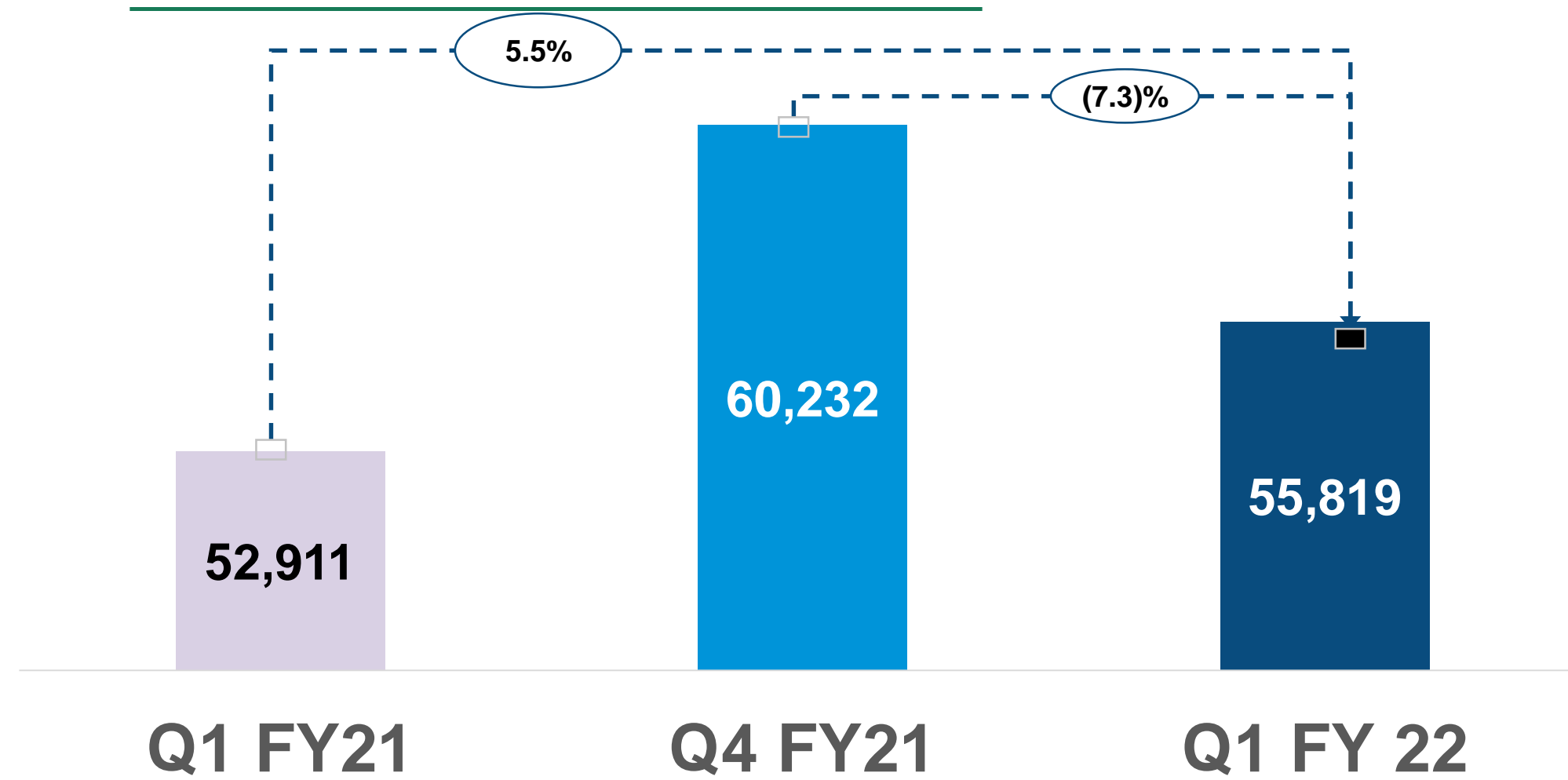
**580.1% y-o-y**



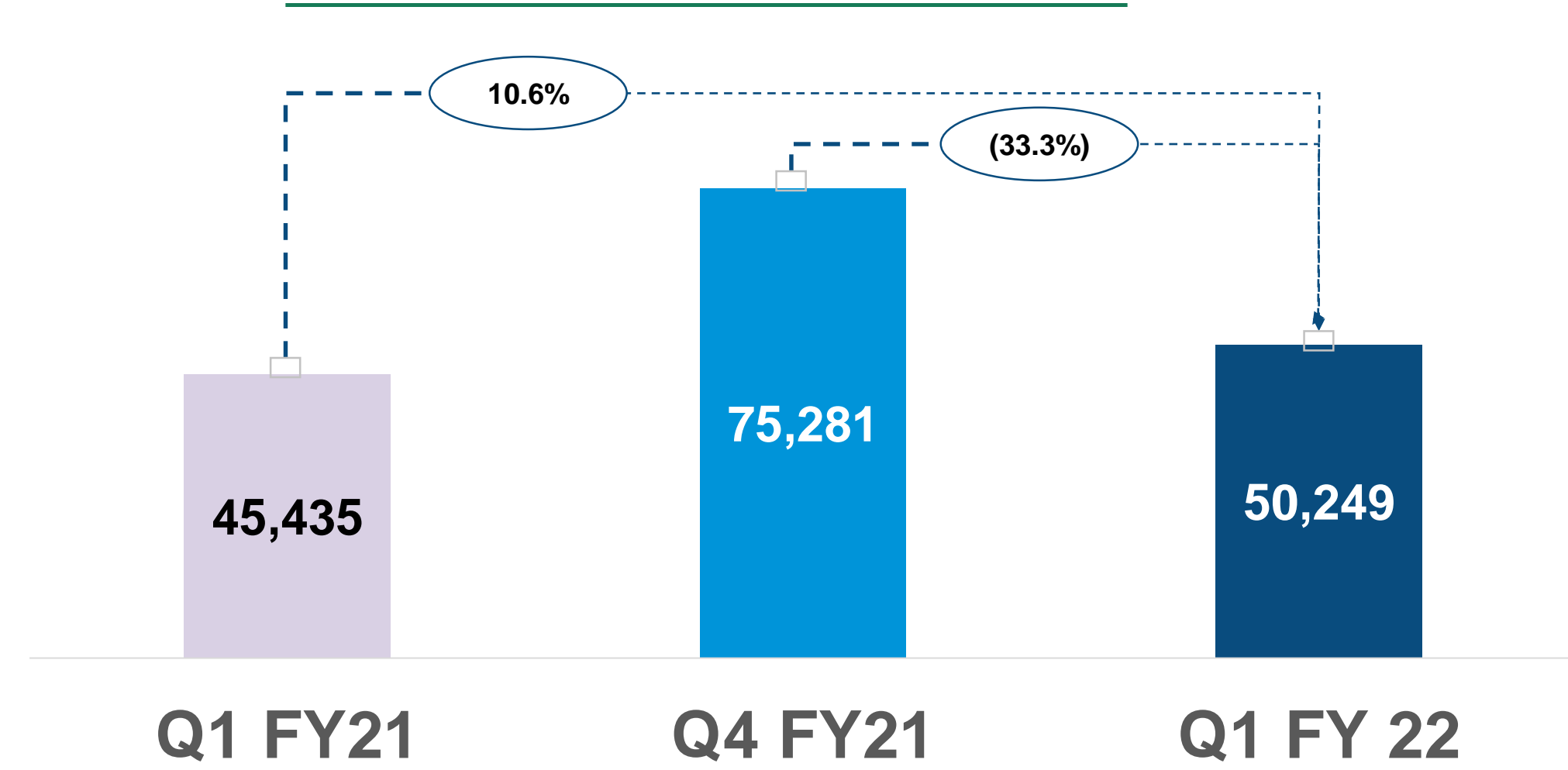
EBIT

# Business Performance by Segment

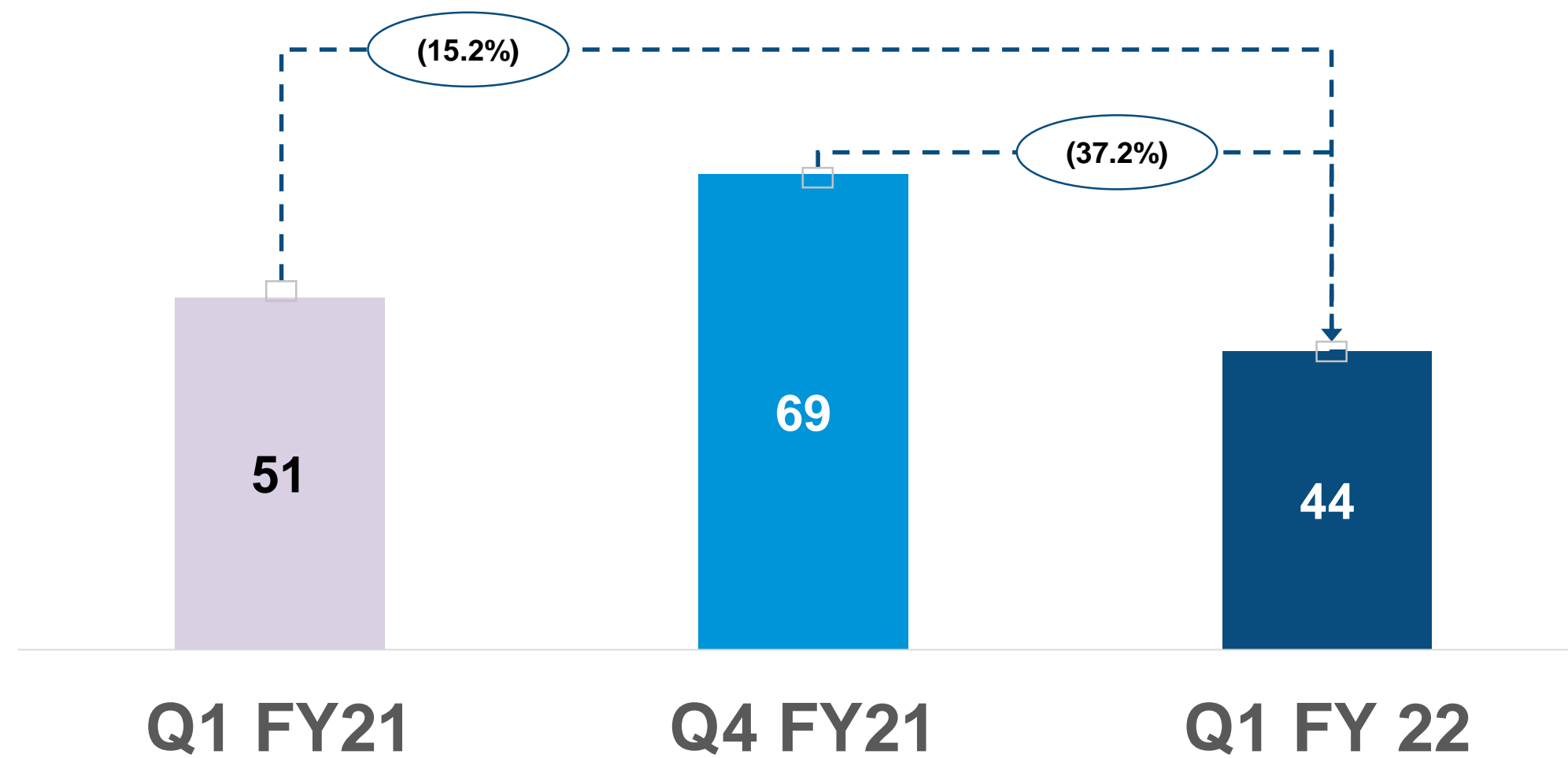
## P&F Volume (MTs)



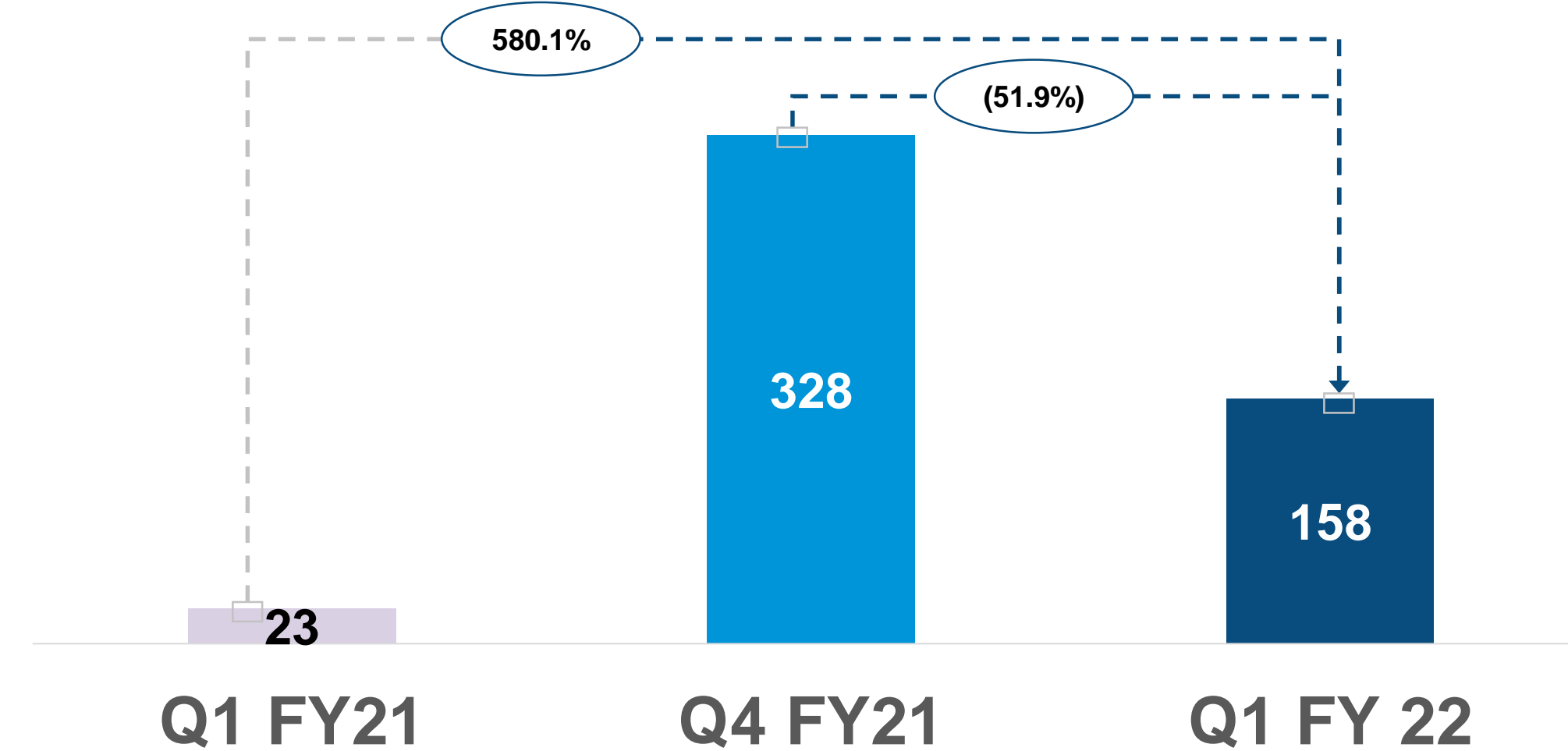
## PVC Volume (MTs)



## P&F EBIT (Rs Cr)

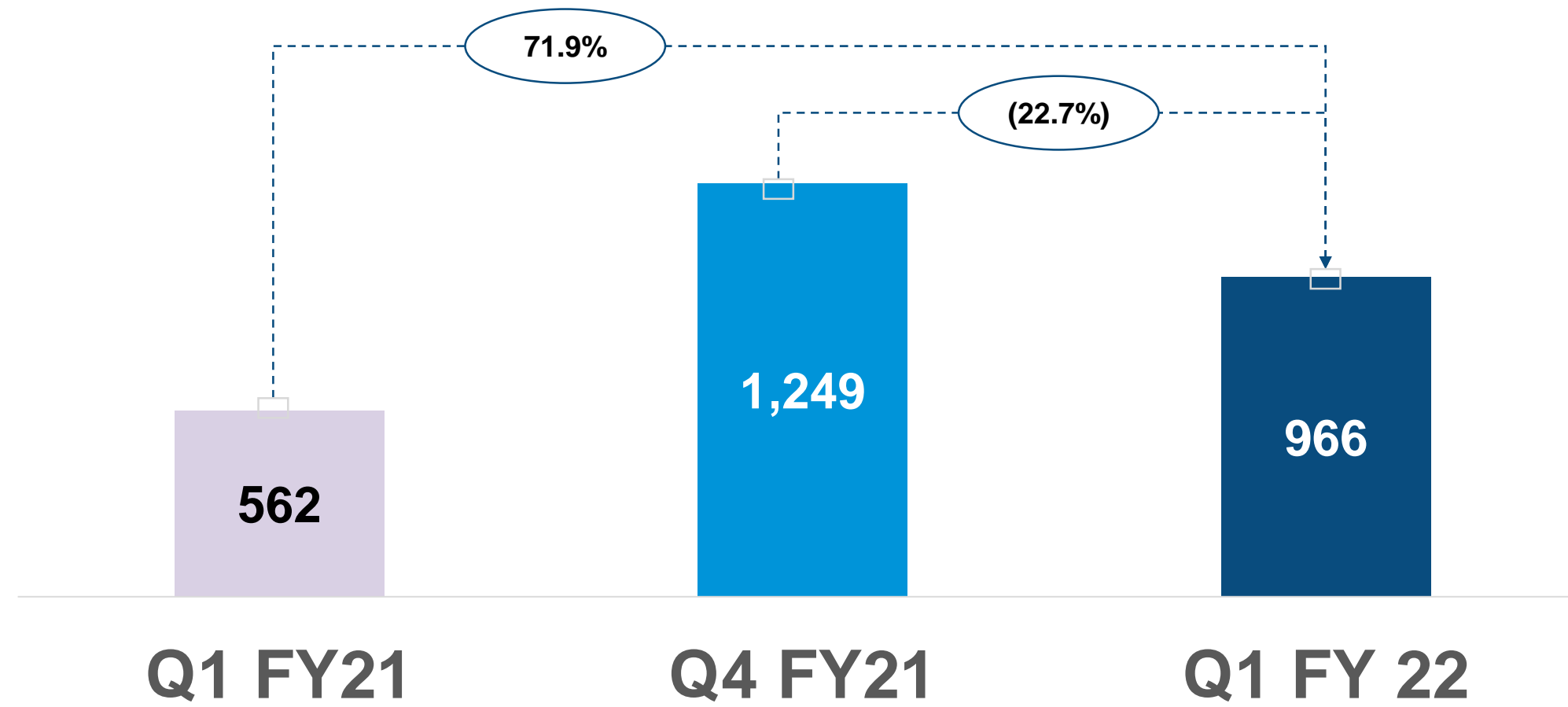


## PVC EBIT (Rs Cr)

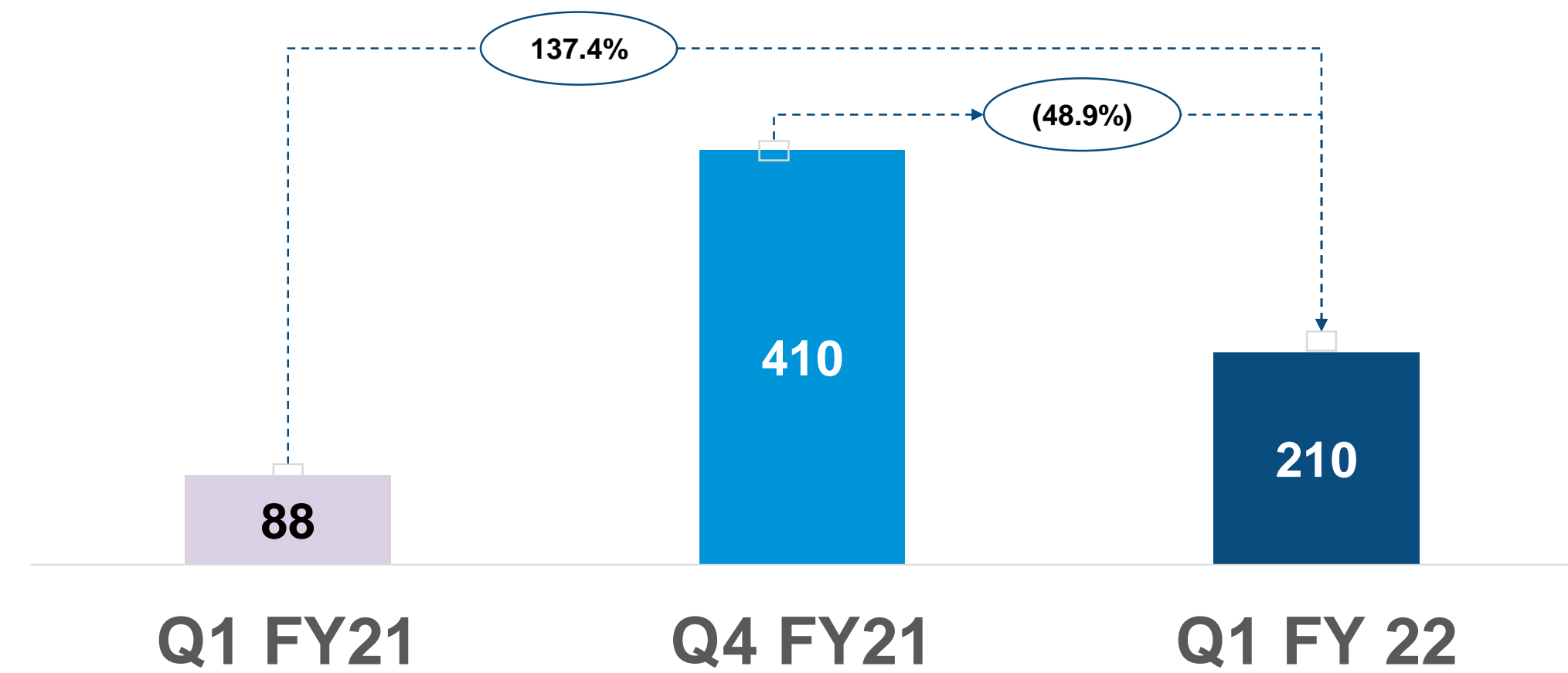


# Business Performance of the company

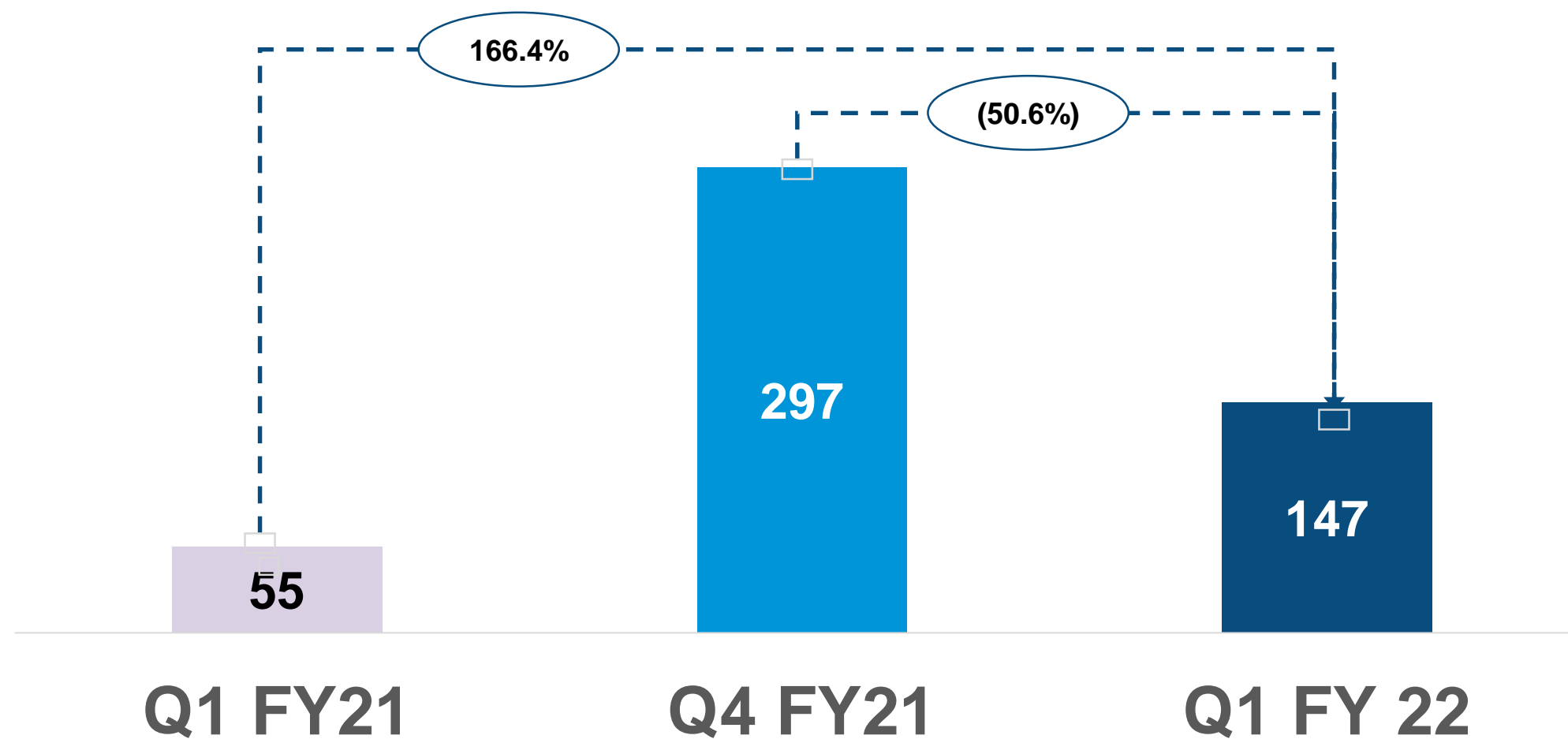
## Revenue (Rs Cr)



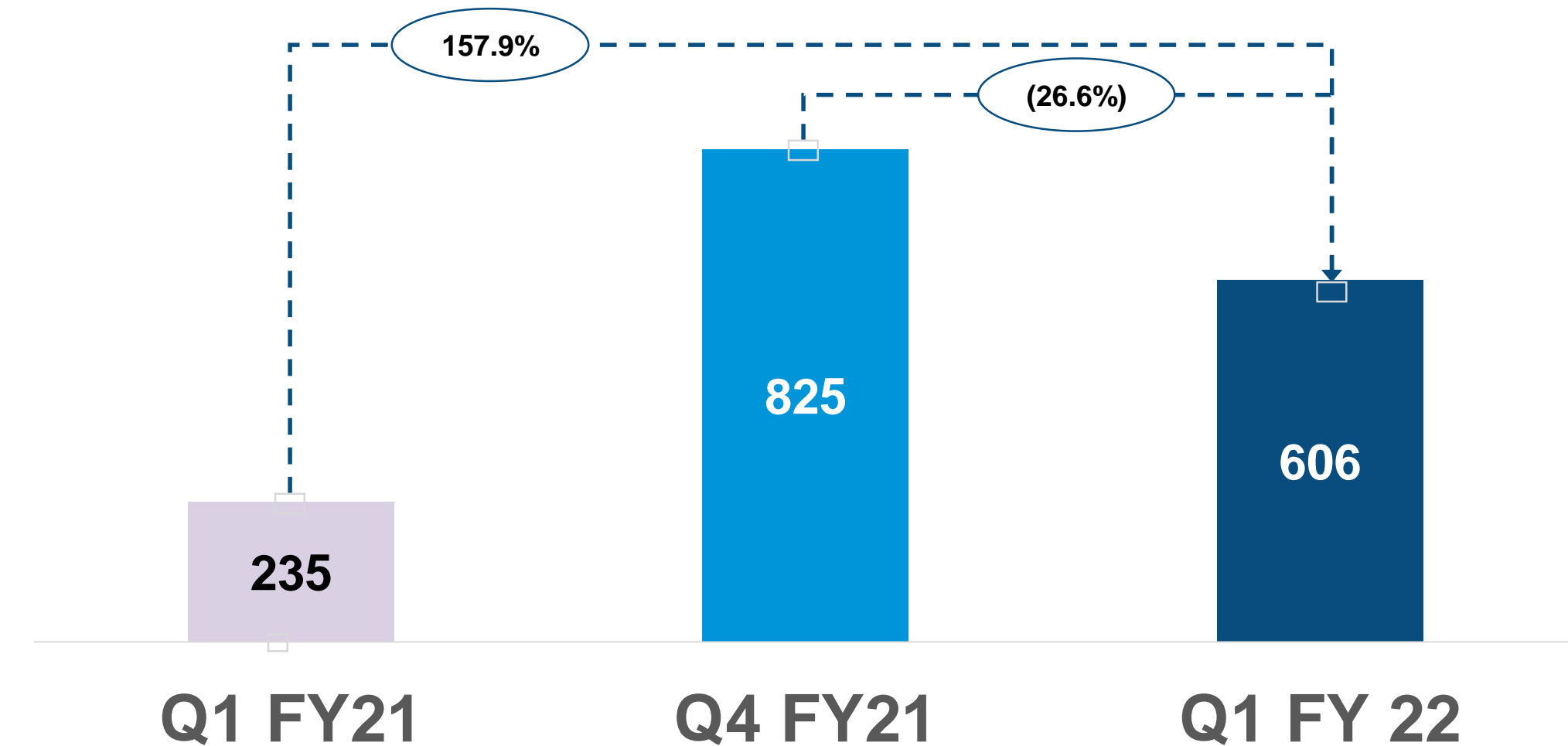
## EBITDA (Rs Cr)



## PAT (Rs Cr)

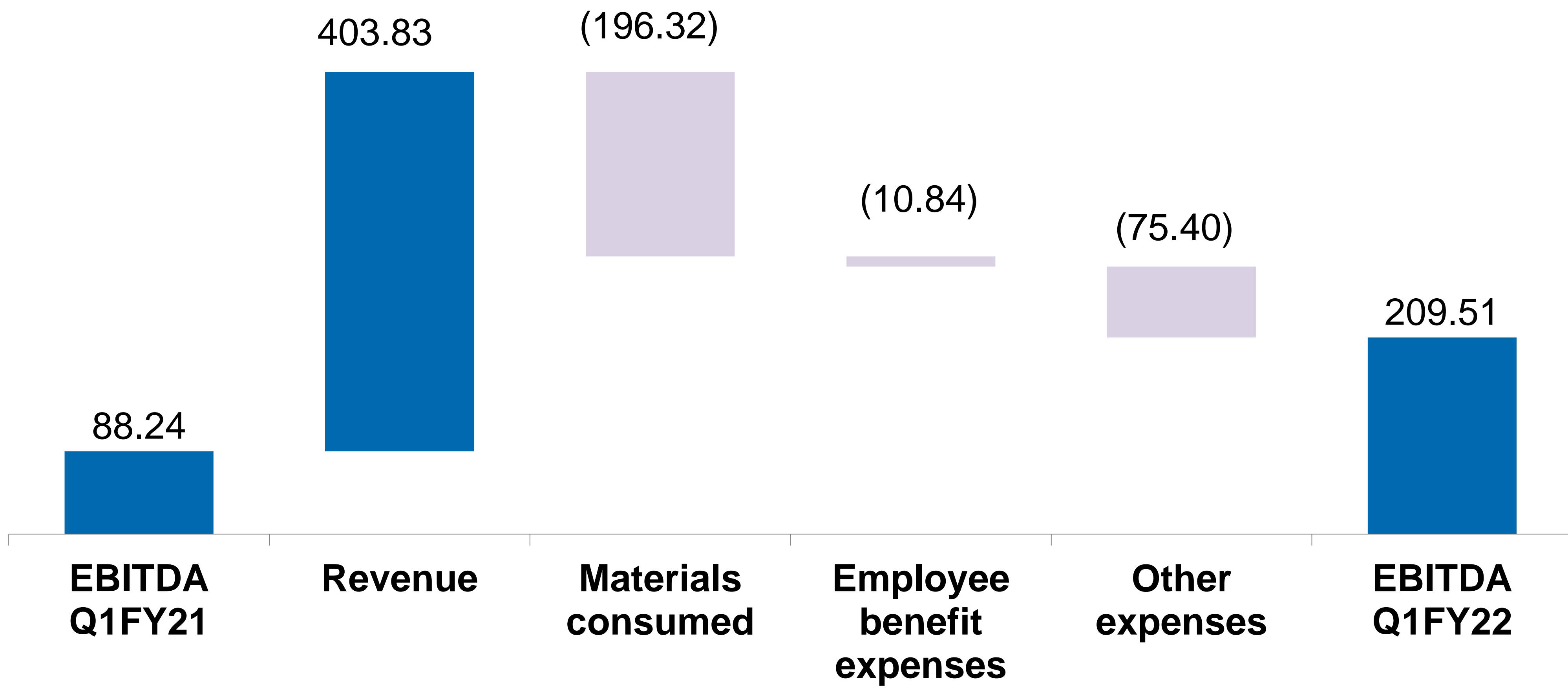


## Net Investments (Rs Cr)



# EBITDA Movement Q1 FY22 vs Q1FY21

Rs Cr



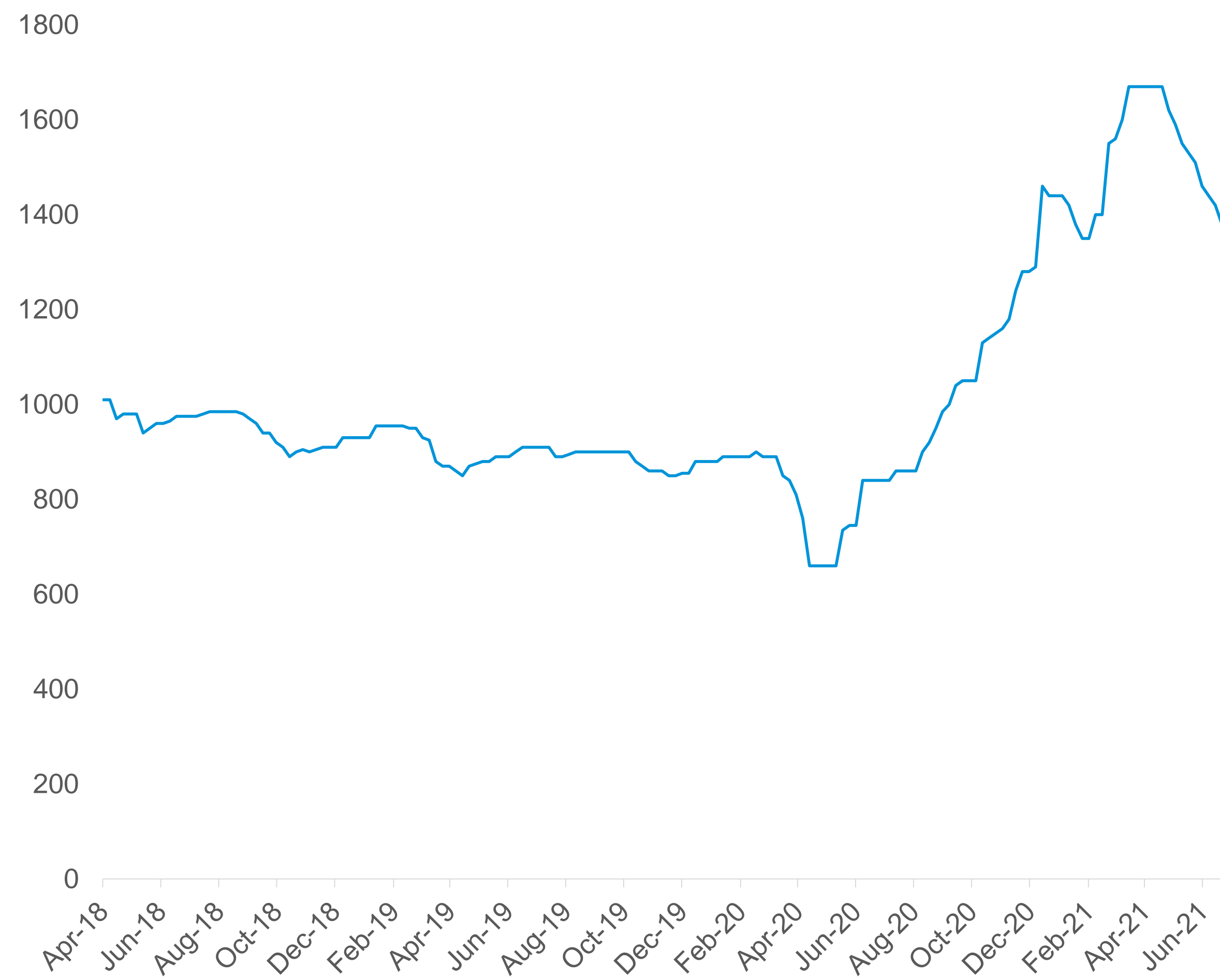
# Summarised Income Statement

Rs. in Crores	Q1FY22	Q1FY21	YOY Change
Total Income from operations	965.72	561.89	71.9%
EBITDA	209.51	88.24	137.4%
EBITDA margin (%)	21.7%	15.7%	
Depreciation	20.06	18.83	
EBIT	189.45	69.41	173.0%
EBIT %	19.6%	12.4%	
Other Income	15.35	8.32	
Finance costs	4.76	3.28	
Profit before tax	200.04	74.45	168.7%
PBT %	20.7%	13.2%	
Tax	53.24	19.34	
PAT	146.80	55.11	166.4%
PAT %	15.2%	9.8%	

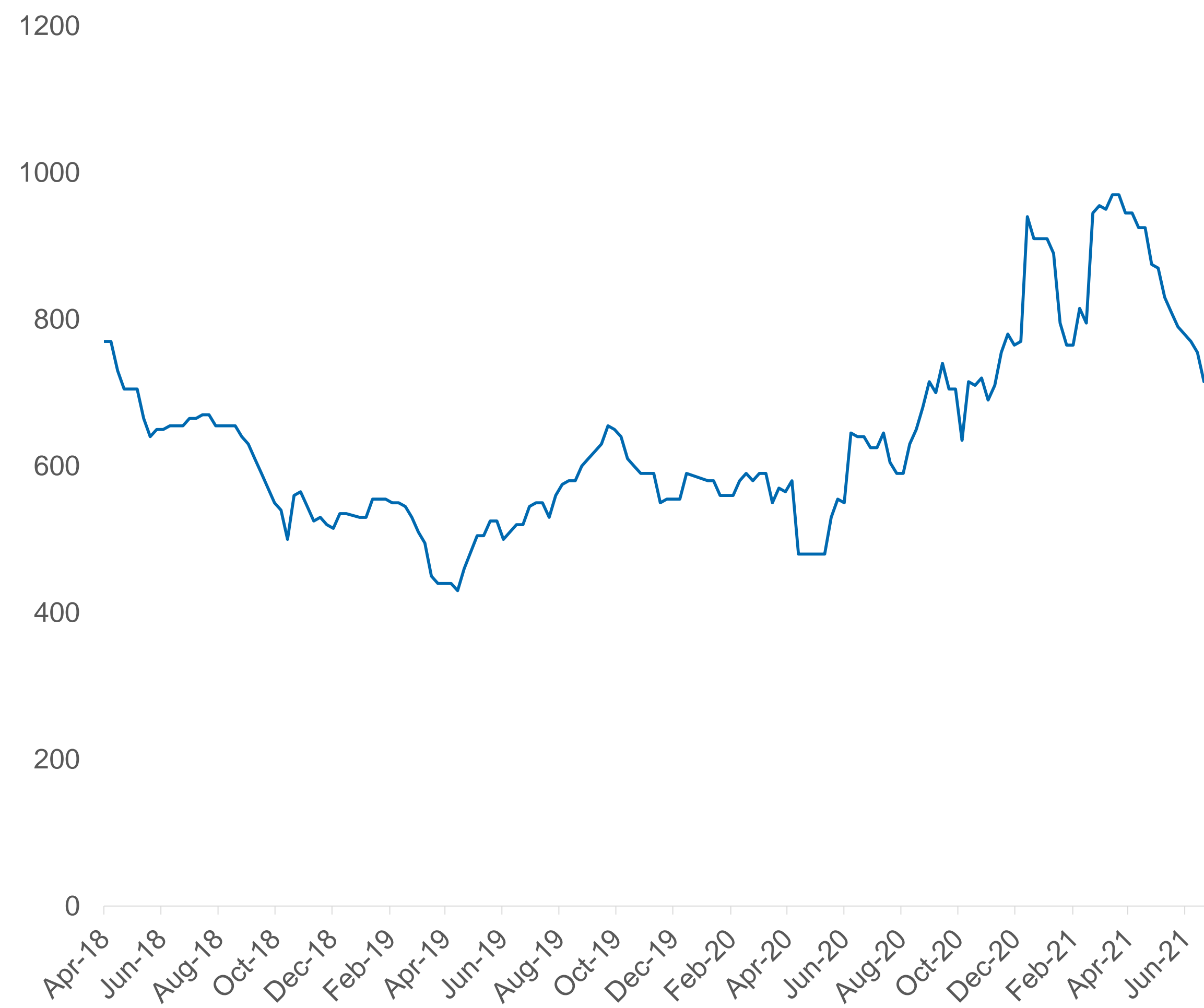


# PVC Prices & PVC/EDC Delta

PVC (USD/MT)



PVC/EDC Delta (USD/MT)

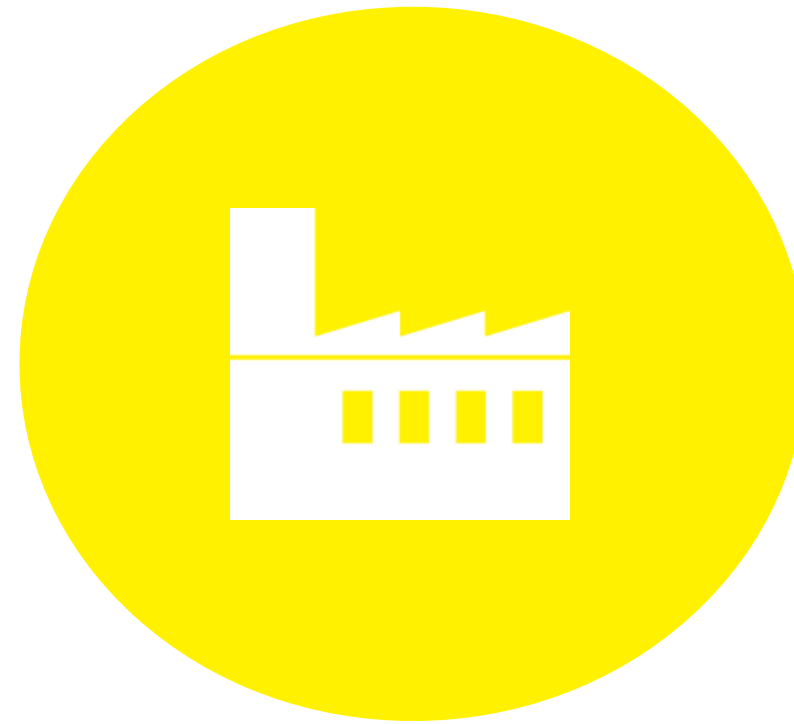






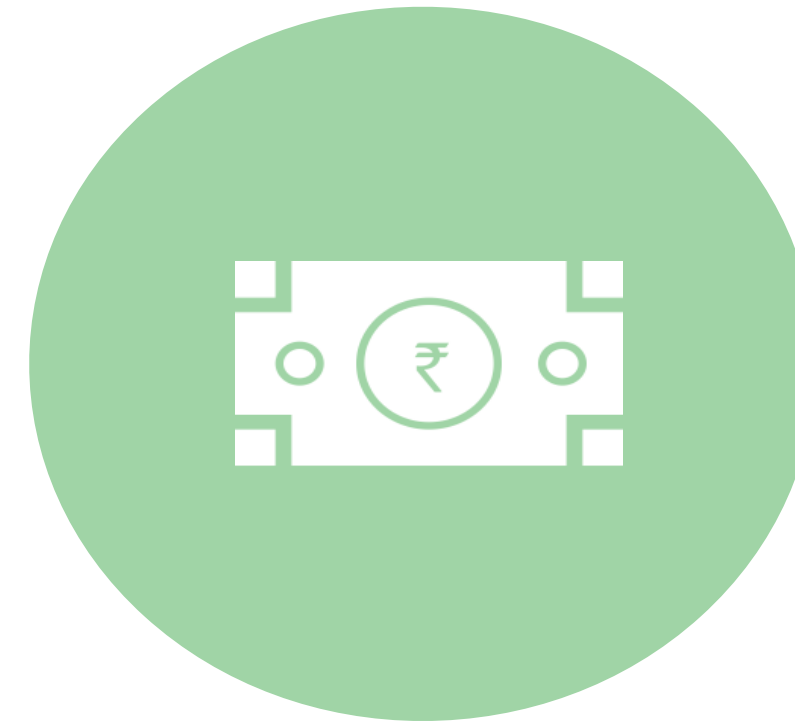
## EXPANDING FOOTPRINT

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



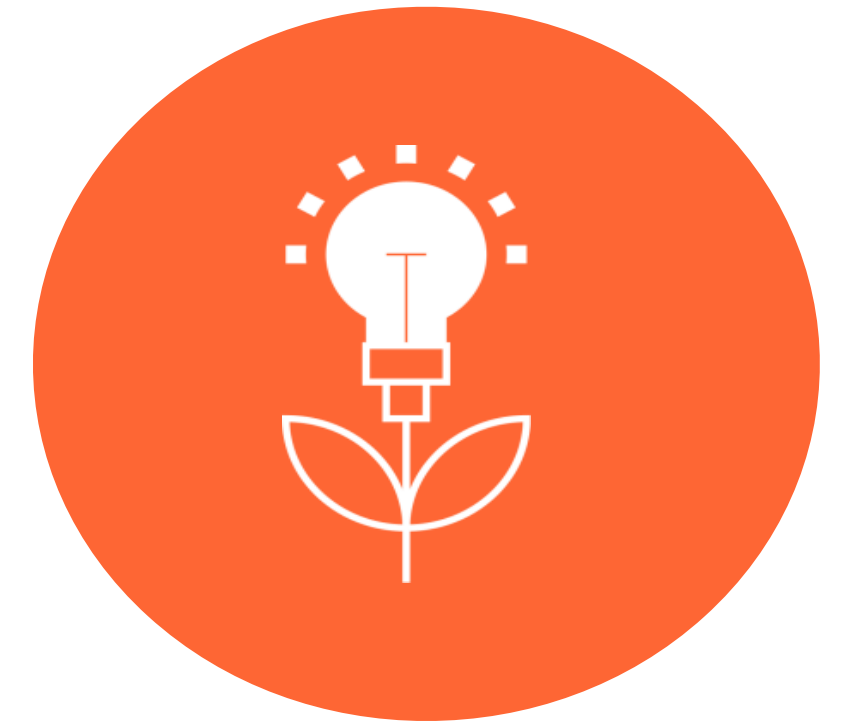
## CAPACITY EXPANSION

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

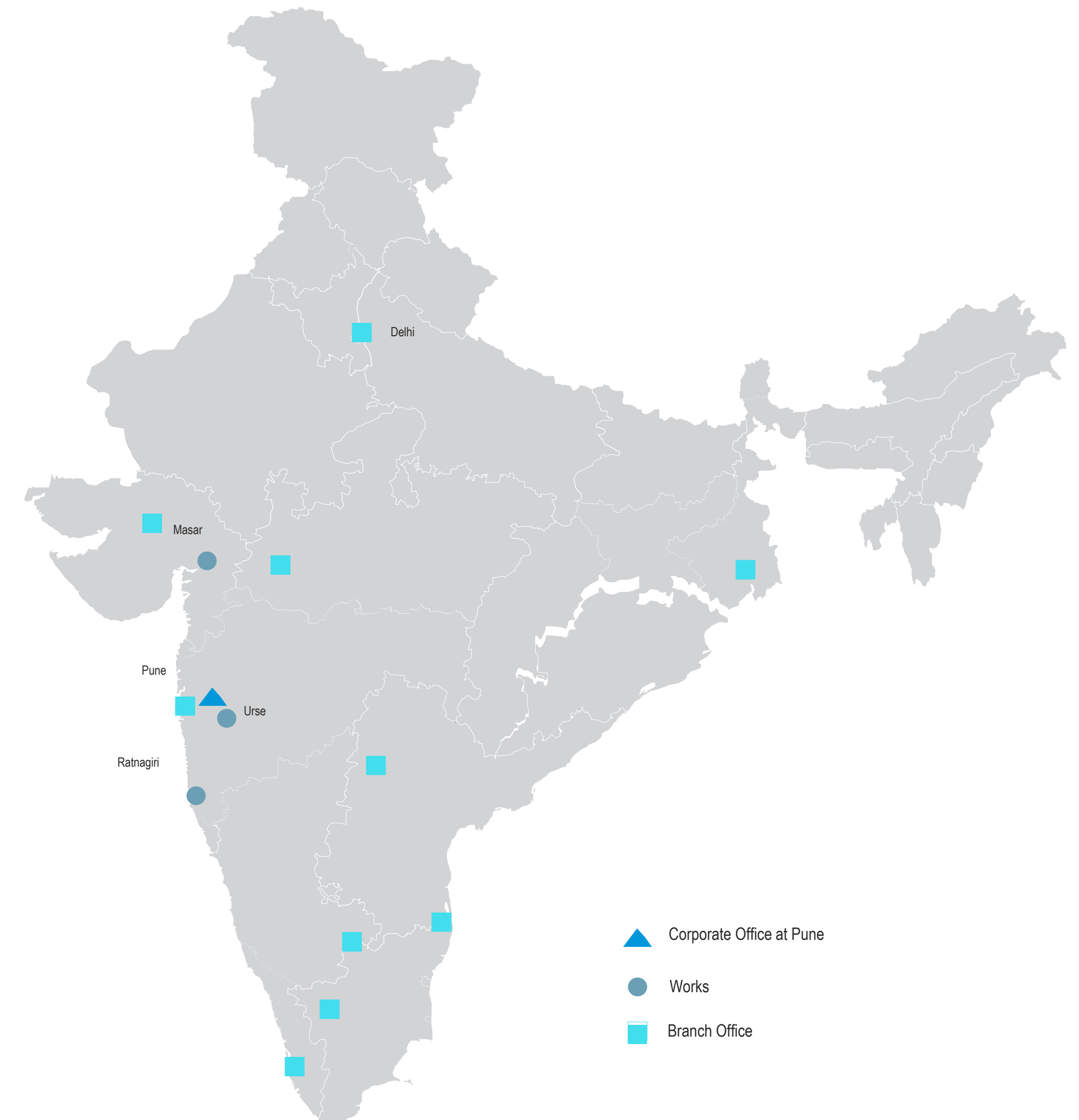
Promote brand and quality consciousness amongst consumer.

## 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







# CSR Activities in Q1 FY22 – some snapshots



## Promotion Of Education – Accessible and Quality Education

- Ensuring learning doesn't stop due to lockdown, world class amenities at MMV to provide holistic education.
- Scholarship for BSC and MSC students in 10 Agricultural colleges
- Pre School Block at Henk Bruna Swamy Vivekananda Roundtable school impacting 350 Children
- Teachers Salaries at ROBA Trust, Dehradun

## Eradicating Extreme Hunger and Poverty

- 1 Crore individual impacted in our endeavour in eradicating hunger and poverty over the years.
- 48,000 meals provided to street dwellers at JM Road Pune
- Ration Kit to 800 Transgender persons in Pune & Mumbai, 2,000 Frontline warriors in Gujarat, 100 slum dwellers in Pune
- Through Annamrita Foundation, over 13,500 & 7200 meals to daily wagers and children respectively along with Grocery and Diaper support to senior citizen homes in Pune

## Promoting Preventive Healthcare

- 56 Cataract surgeries, 4,500 Diabetic patients , 3 Diabetic Camps & 16 Blood test were financially supported
- 64 patients were supported for domestic expenses at Leprosy Rehabilitation Centre
- 515 Thalassemia patients supported.
- Over the years MMF has been instrumental in training Medical Professionals, supporting Hospital infrastructure and other activities





## CSR Activities in Q1 FY22 – some snapshots



### Promotion of Vocational Skill and Livelihoods

- 460 families supported with ration kits in Matheran Maharashtra
- 2 period positive holiday homes in Gadchiroli
- 109 women provided with sewing machine

### Promoting Gender Equality and Empowering Women

- Widowed Women farmers in Osmanabad, Maharashtra were supported with sarees on International Widows Day
- Total Women supported 424.
- Over the years MMF has been equipping women with necessary skills and providing them with employment opportunities

### Other Key Initiatives & Partnerships

- Cement Nala Band Construction at Katfal Solapur impacting 625 families
- ROs and water coolers provided to 18 schools in Gujarat impacting 3800 students
- Continued support to Differently abled .
- MMF and FIL encouraged its employee Shrikant Jadhav to follow its dream to mountaineering expeditions to summit 6 peaks



# CSR Activities in Q1 FY22 – Covid -19 Relief and Key Initiatives & Awards



FIL & MMF have been working relentlessly to support the society in the times of a global health pandemic through extending support in various needs for Groceries, PPE kits, Healthcare, Safety kits that has arisen from this pandemic across India. Over the last few months

- 478 Oxygen concentrators, 68 Ventilators
- 5,500 Warrior Kits,
- 96 Hospitals supported
- Support extended almost all states/UTs in India
- 250 PPE Kits to Sane Guruji Hospital Pune
- Covid Awareness campaign across 37 Locations in Pune
- Sassoon & Bella Air Hospital provided with body wraps
- Infrastructure support to Kanzar Public Health centre, Masar Gujarat.
- Action Aid – remunerated 27 volunteers, 9 centre





# Print, Magazine Ads, & Other Branding Activities

## Indian Plumbing Association

**FinOlex CPVC**  
PIPES AND FITTINGS

IDEAL FOR HOT AND COLD WATER PLUMBING APPLICATION

40 YEARS OF FinOlex

Lead free | High impact strength | UV stabilised

1800 200 3466 | finolexpipes.com

## Magazine Ads

**FinOlex PIPES**

SERIES OF PLUMBING AND SANITATION PIPES & FITTINGS

CPVC | ASTM | Heavy Plumbing | Drain | Sanitation

SERIES OF AGRICULTURE PIPES & FITTINGS

AGRICULTURE | IRRIGATION | RIGGING

MADE BY EXPERTS  
World's most advanced technology used in manufacturing FinOlex pipes and fittings.

MADE BY SCIENTISTS  
FinOlex pipes and fittings are made from the best quality raw materials.

MADE TO LAST  
FinOlex pipes and fittings are designed to last for many years.

MADE BY SCIENTISTS  
FinOlex pipes and fittings are made from the best quality raw materials.

40 YEARS OF FinOlex

1800 200 3466 | finolexpipes.com

**FinOlex PIPES**

Ek baar lagwaiyye aur humara naam bhoor jaiyye

PLUMBING | SANITATION | AGRICULTURE

40 YEARS OF FinOlex

1800 200 3466 | finolexpipes.com

## Newspaper Ads

**नवभारत**

**FinOlex PIPES**

एक बार लगवाइए और हमारा नाम भूल जाइए

प्लंबिंग | सेनिटेशन | एग्रीकल्चर

कॉल करें: 1800 200 3466 | finolexpipes.com

**केसरी**

**फिनोलेक्स पाइप्स**

फिनोलेक्सनं आणलं पाणी शेतं पिकली सोन्यावाणी

1800 200 3466 | finolexpipes.com

**FinOlex PIPES**

Ugadi

1800 200 3466 | finolexpipes.com

**FinOlex PIPES**

40 YEARS OF FinOlex

Happy Cheti Chand

1800 200 3466 | finolexpipes.com





# Outdoor Advertising, Event Promotion, Television Commercials

## Events Association



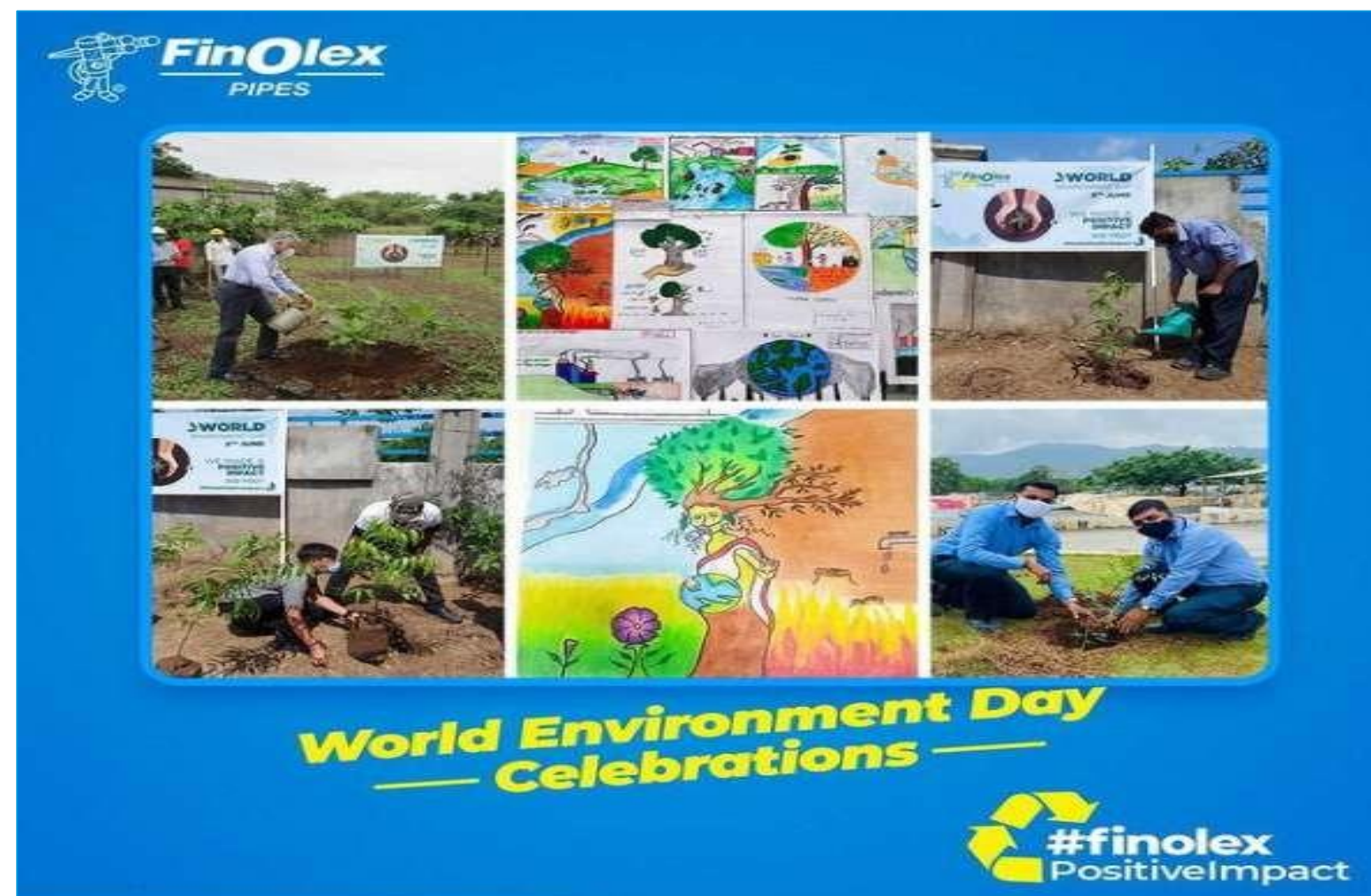
## Outdoor Advertising/Events



## Television Commercials



Finolex Pipes- Ek baar lagwayyie, aur hamara naa...



Finolex Pipes- Ek baar lagwayyie, aur hamara naa...

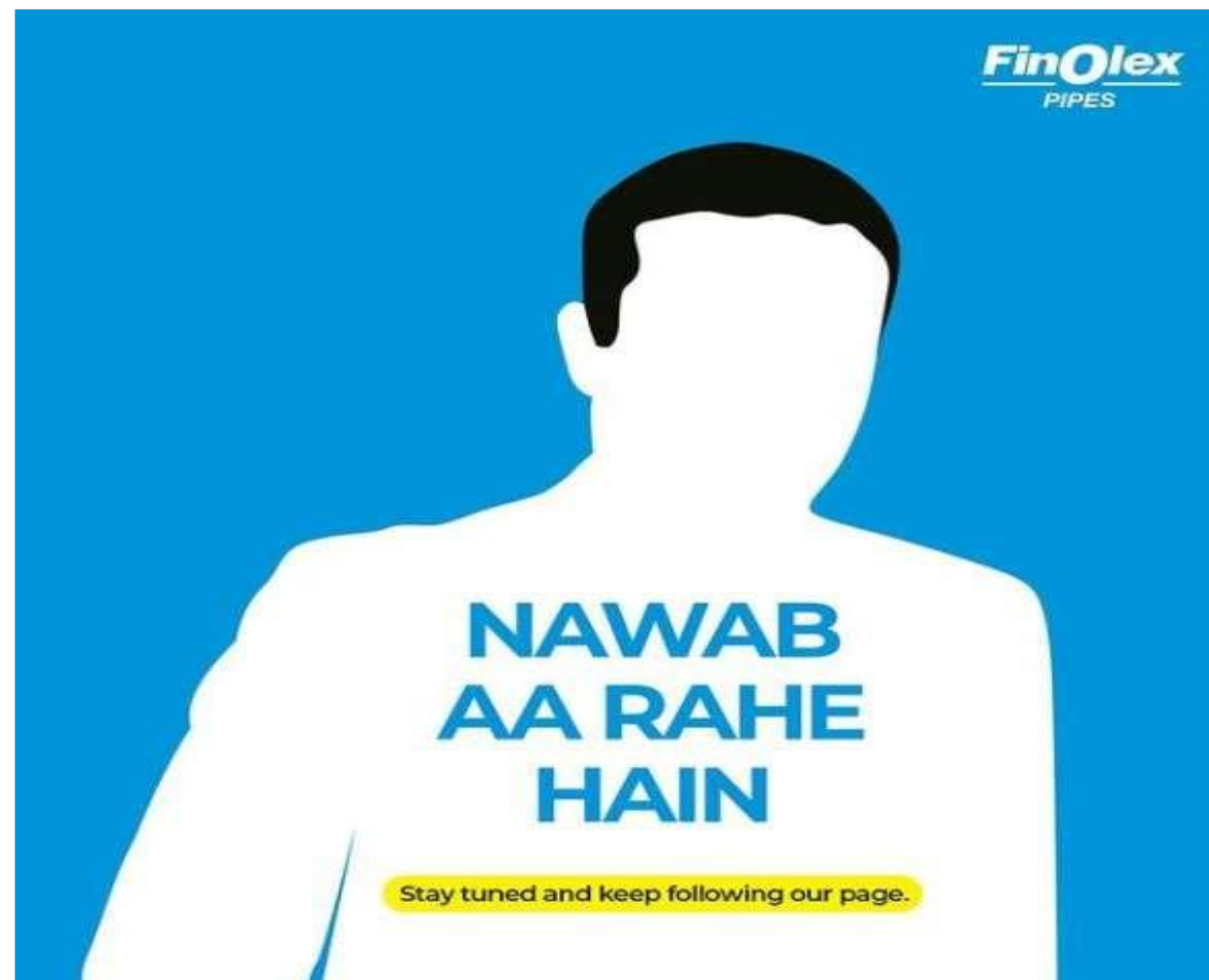
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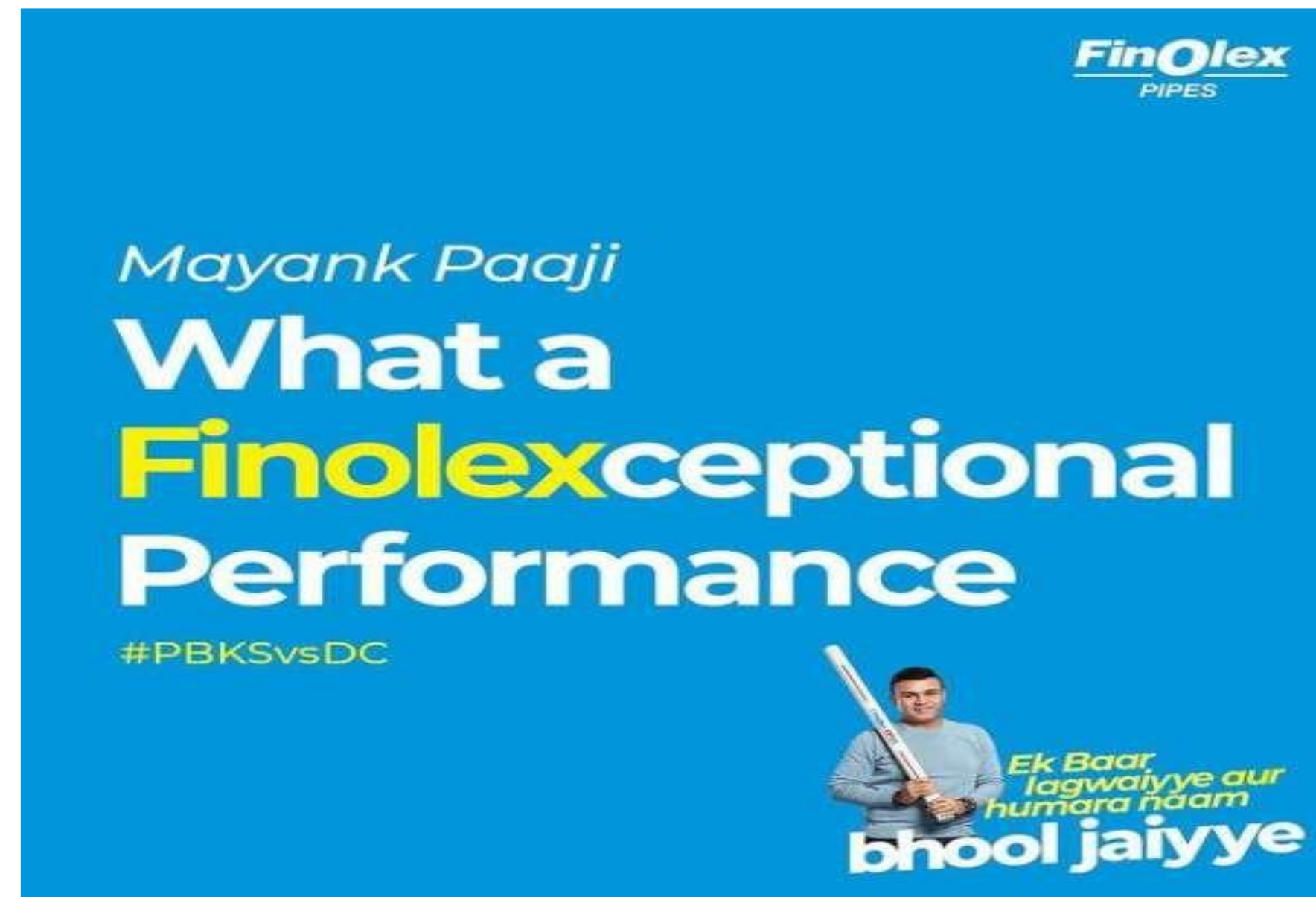


# Digital Marketing – IPL/ Campaigns

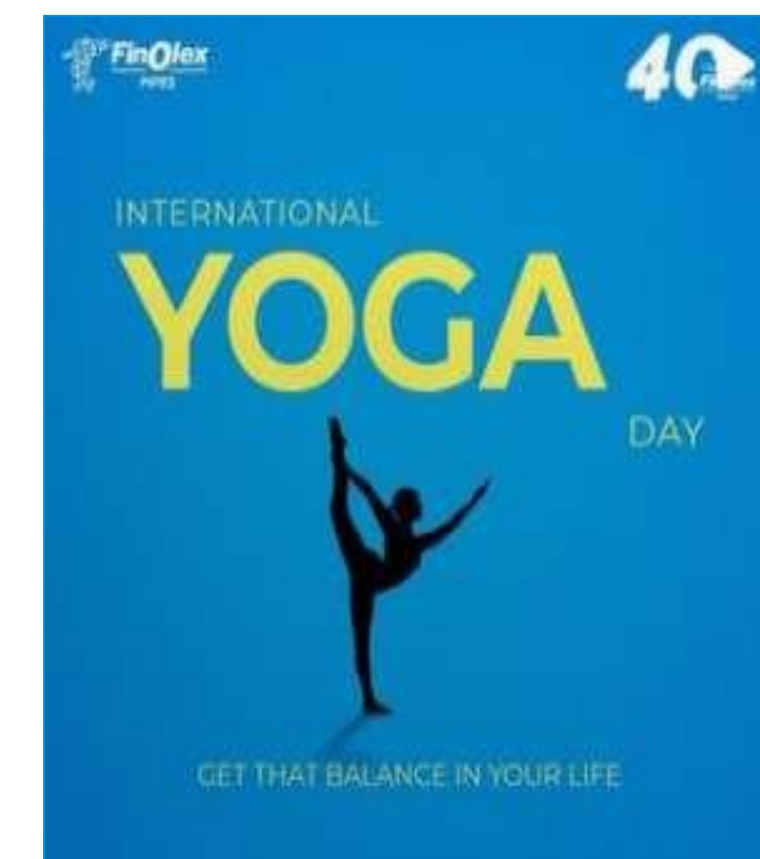
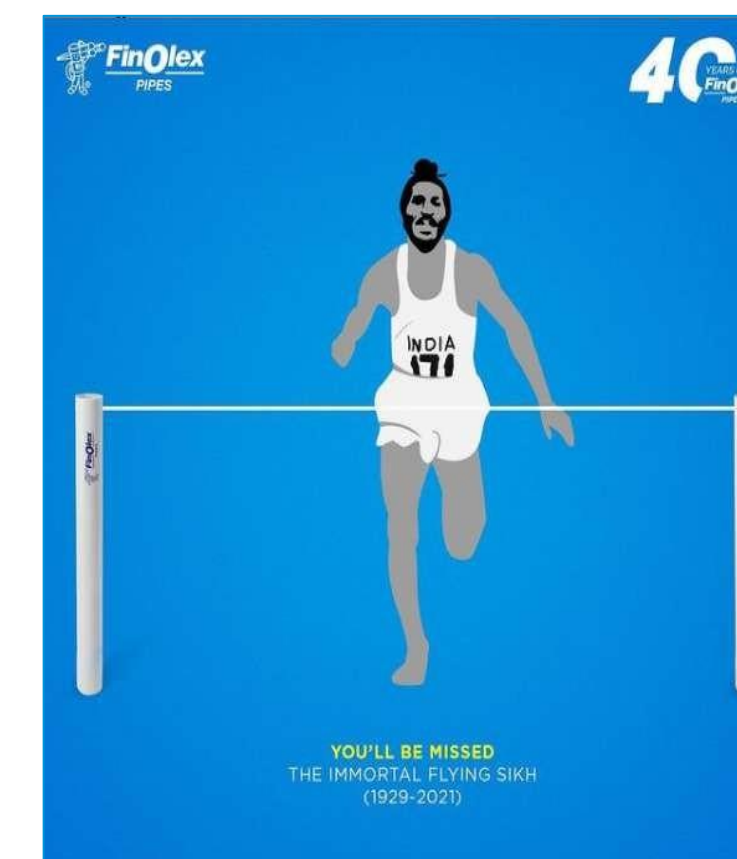
## Pre-Campaign Teasers



## IPL Theme Posts



## Television Commercials







**CPVC PIPES & FITTINGS**



**CASING PIPES**



**ASTM  
PIPES & FITINGS**



**COLUMN PIPES**



**SWR  
PIPES**



**AGRI PIPES & FITTINGS**



**SEWERAGE PIPES**



**SOLVENT CEMENT**

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