

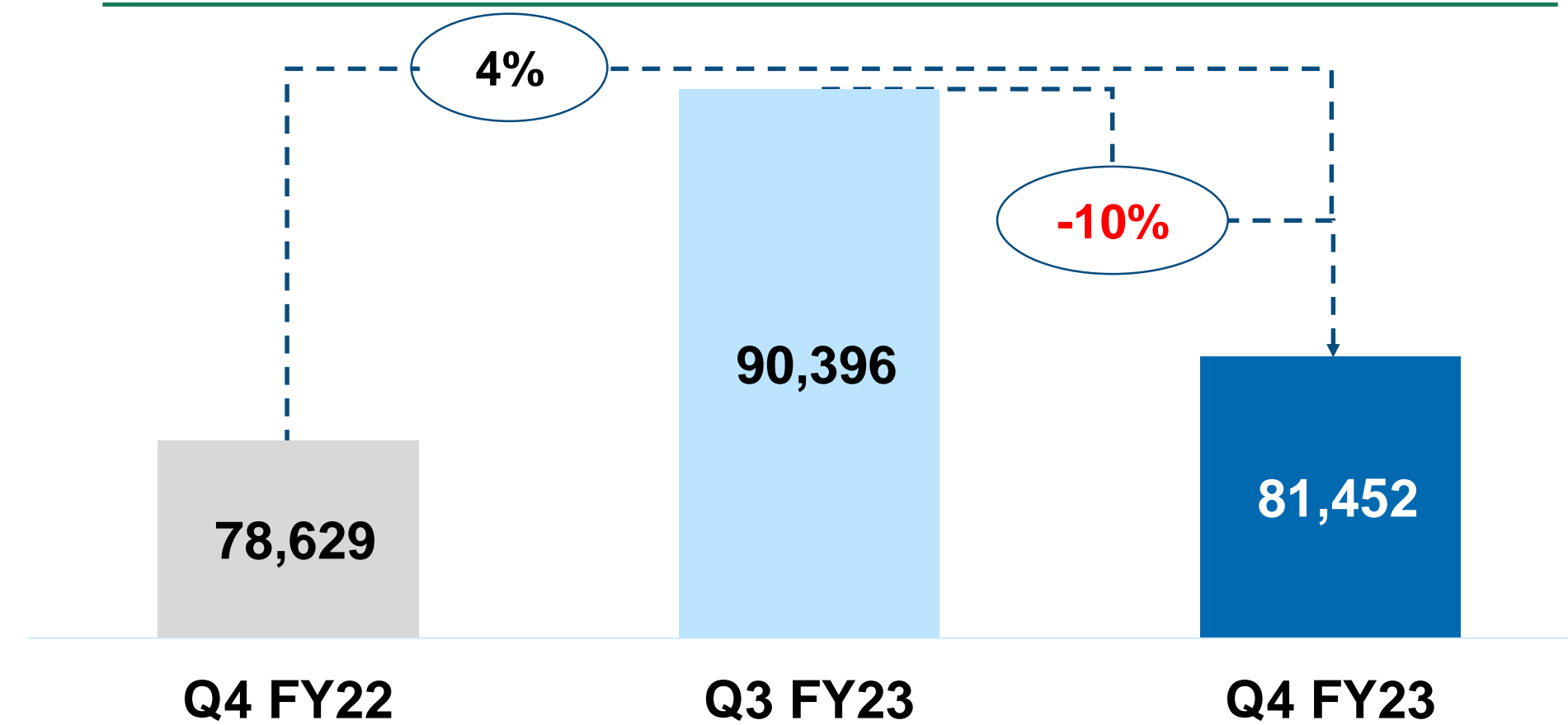
PLUMBING | SANITATION | AGRICULTURE

Investor Presentation

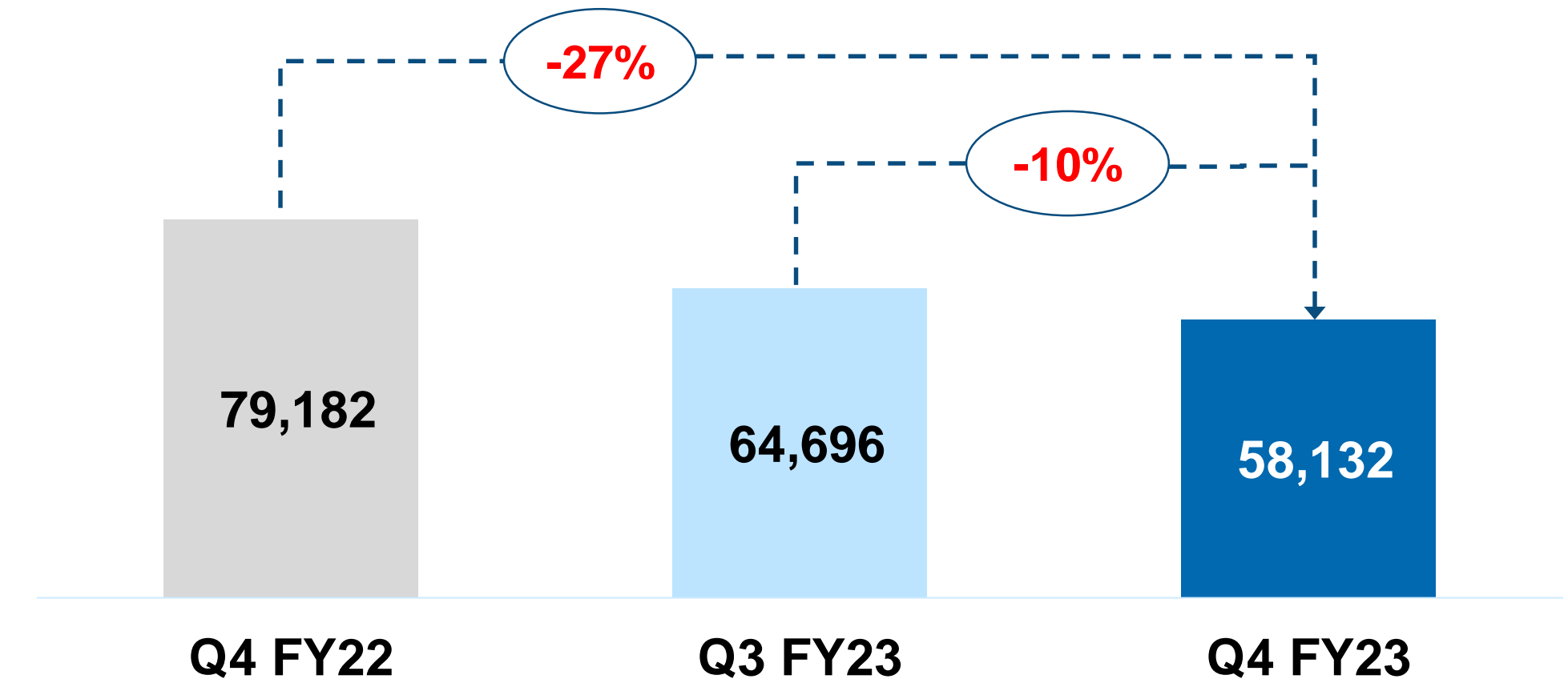
Q4 FY 2022-23

Segment Performance – Key highlights Q4 FY23

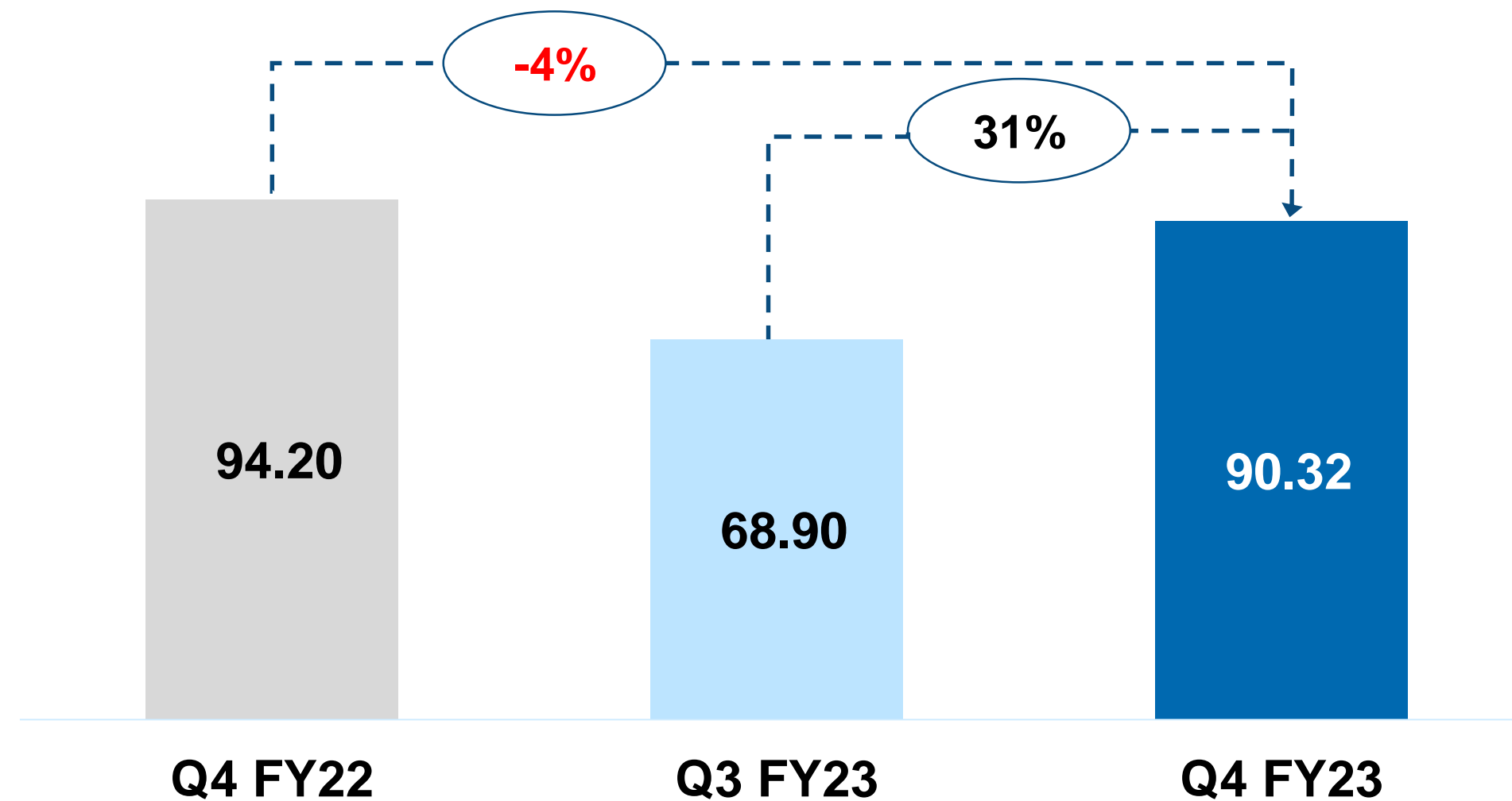
P&F sales volume (MTs)



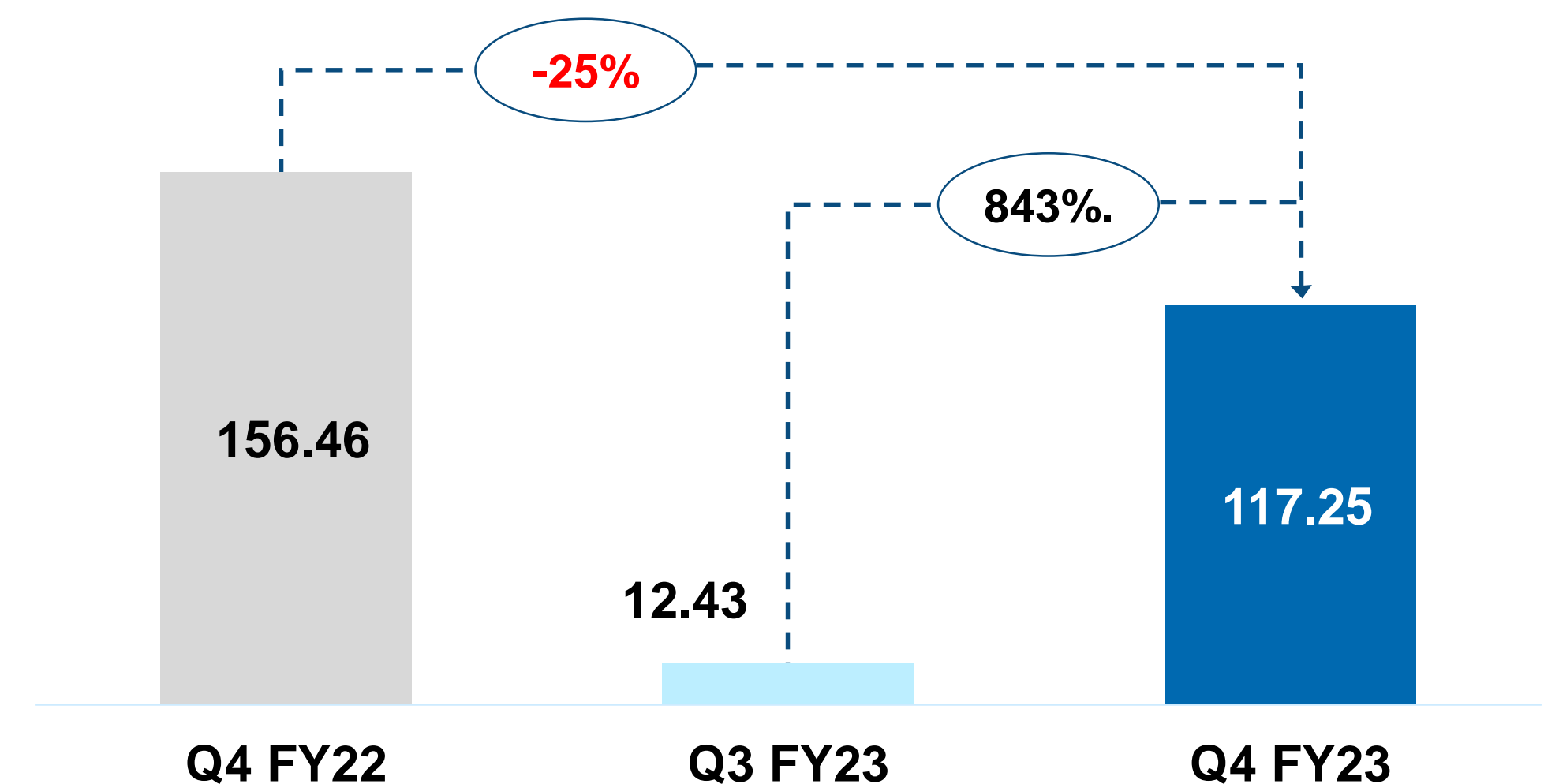
PVC sales volume (MTs)



P&F EBIT (Rs Cr)

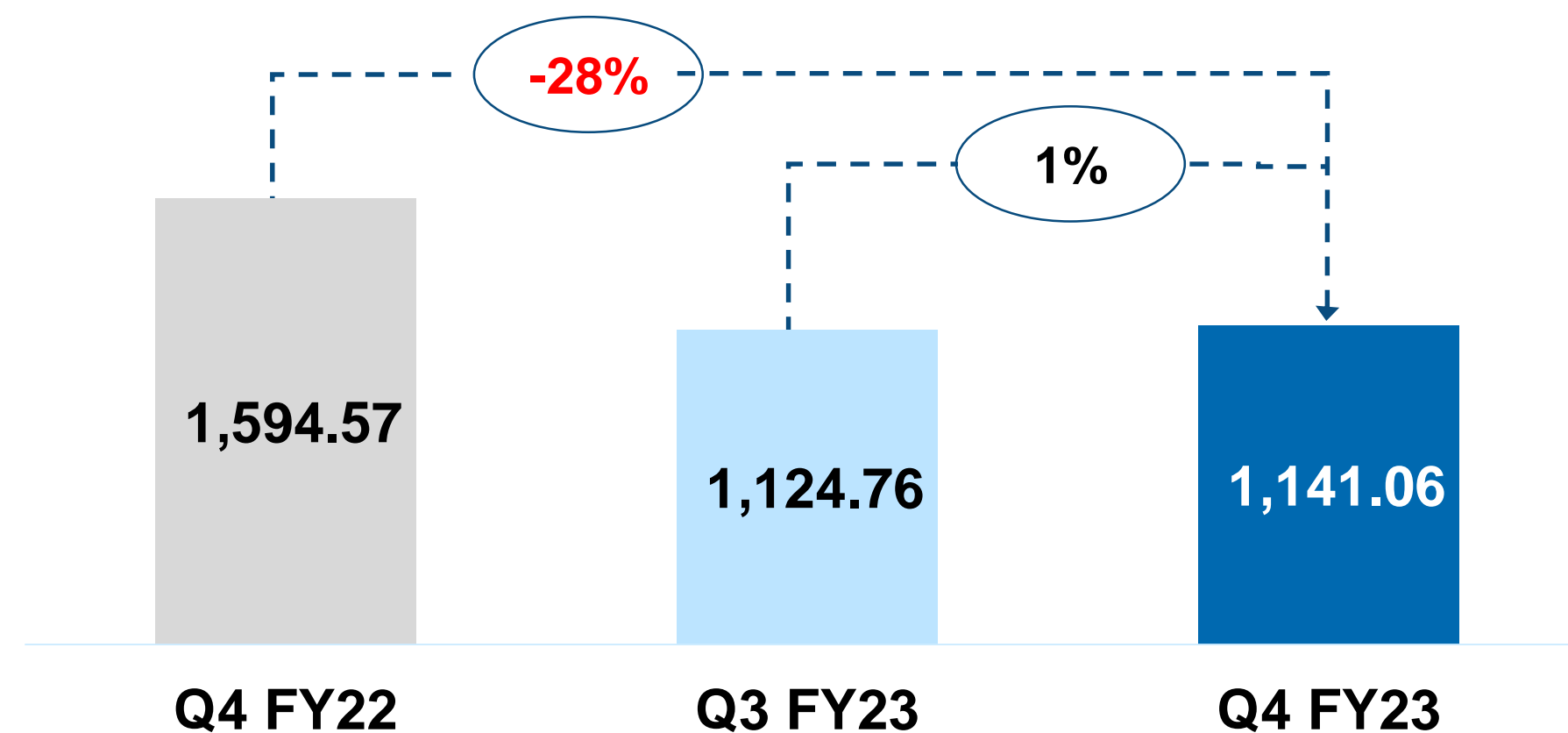


PVC EBIT (Rs Cr)

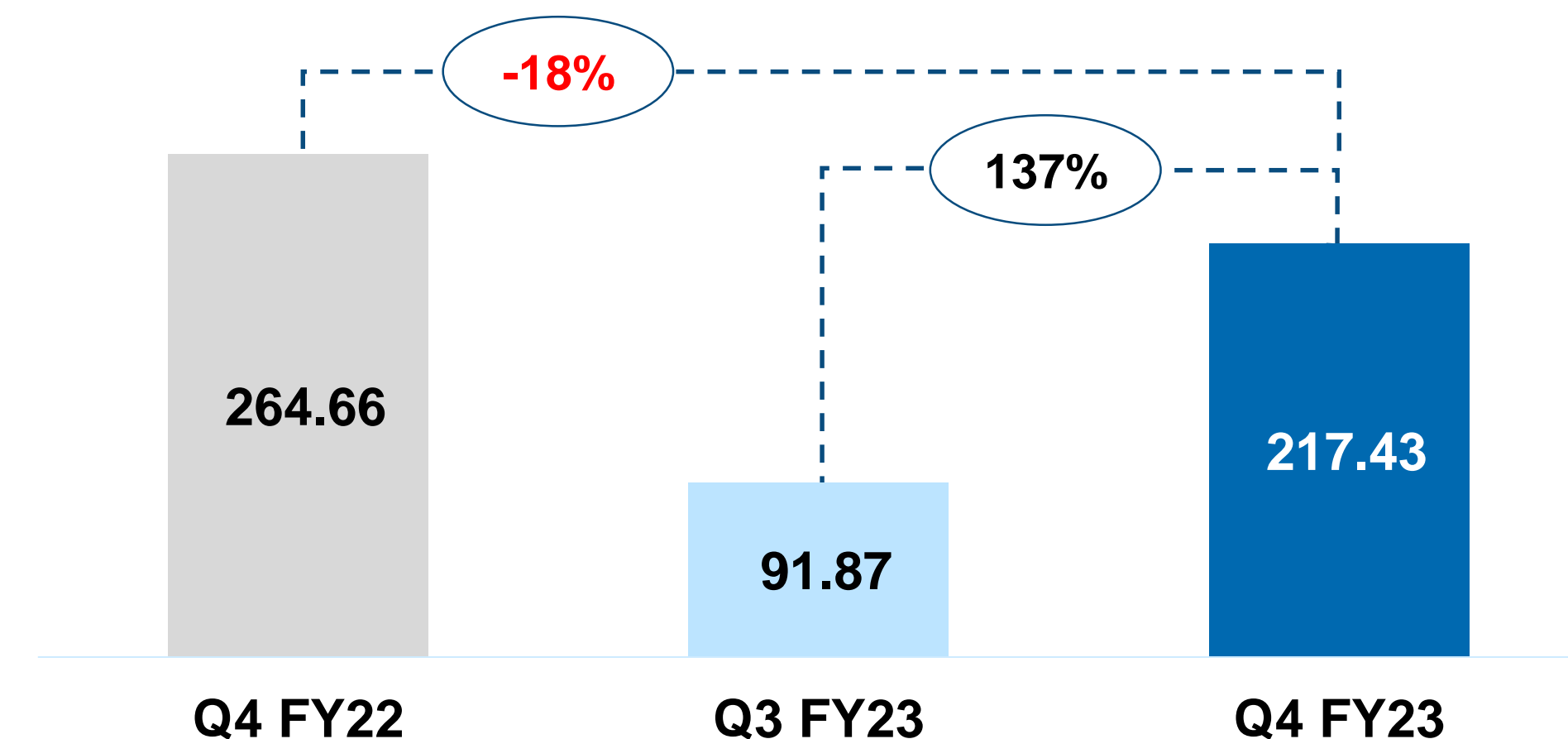


Business Performance of the Company (Total)

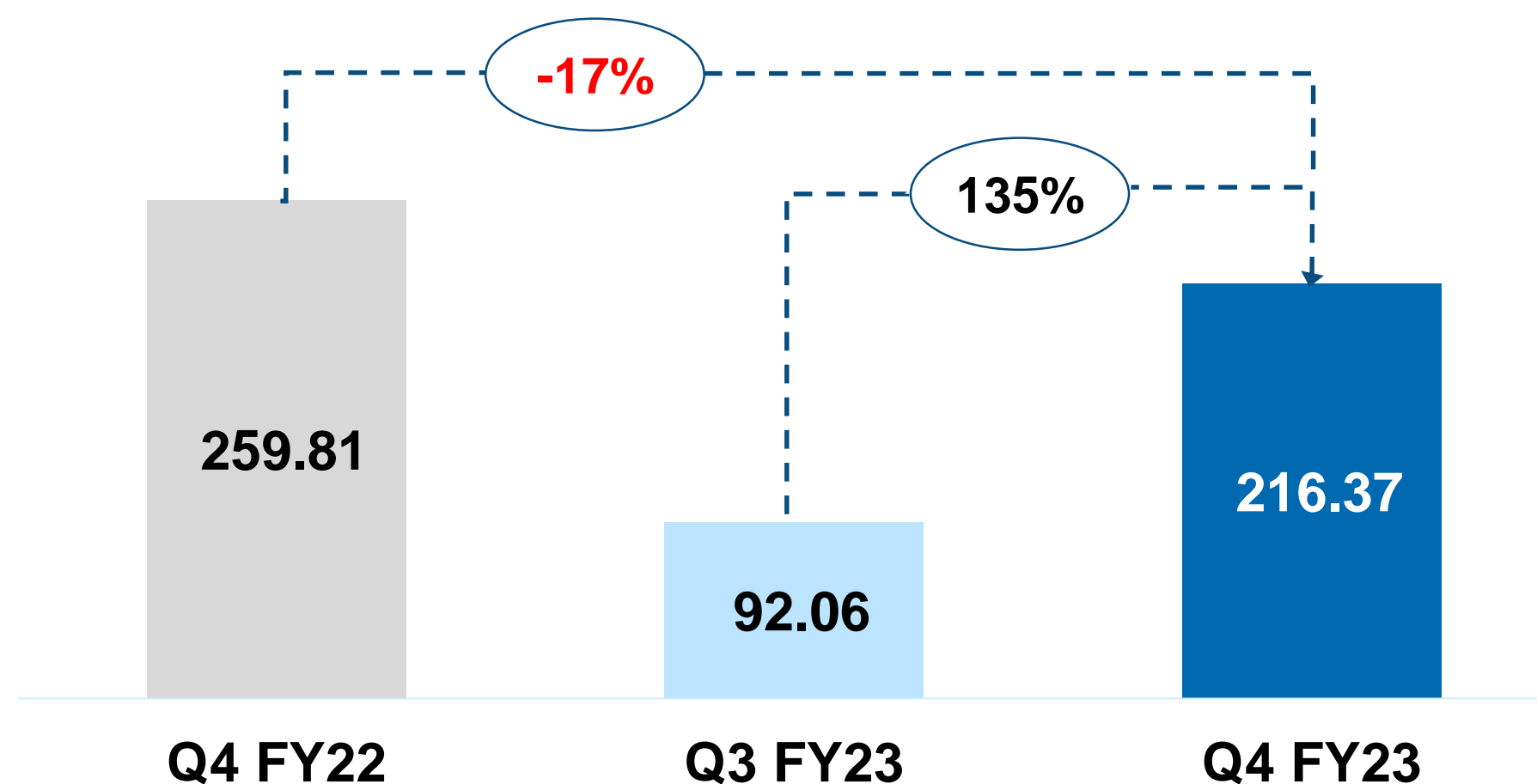
Revenue (Rs Cr)



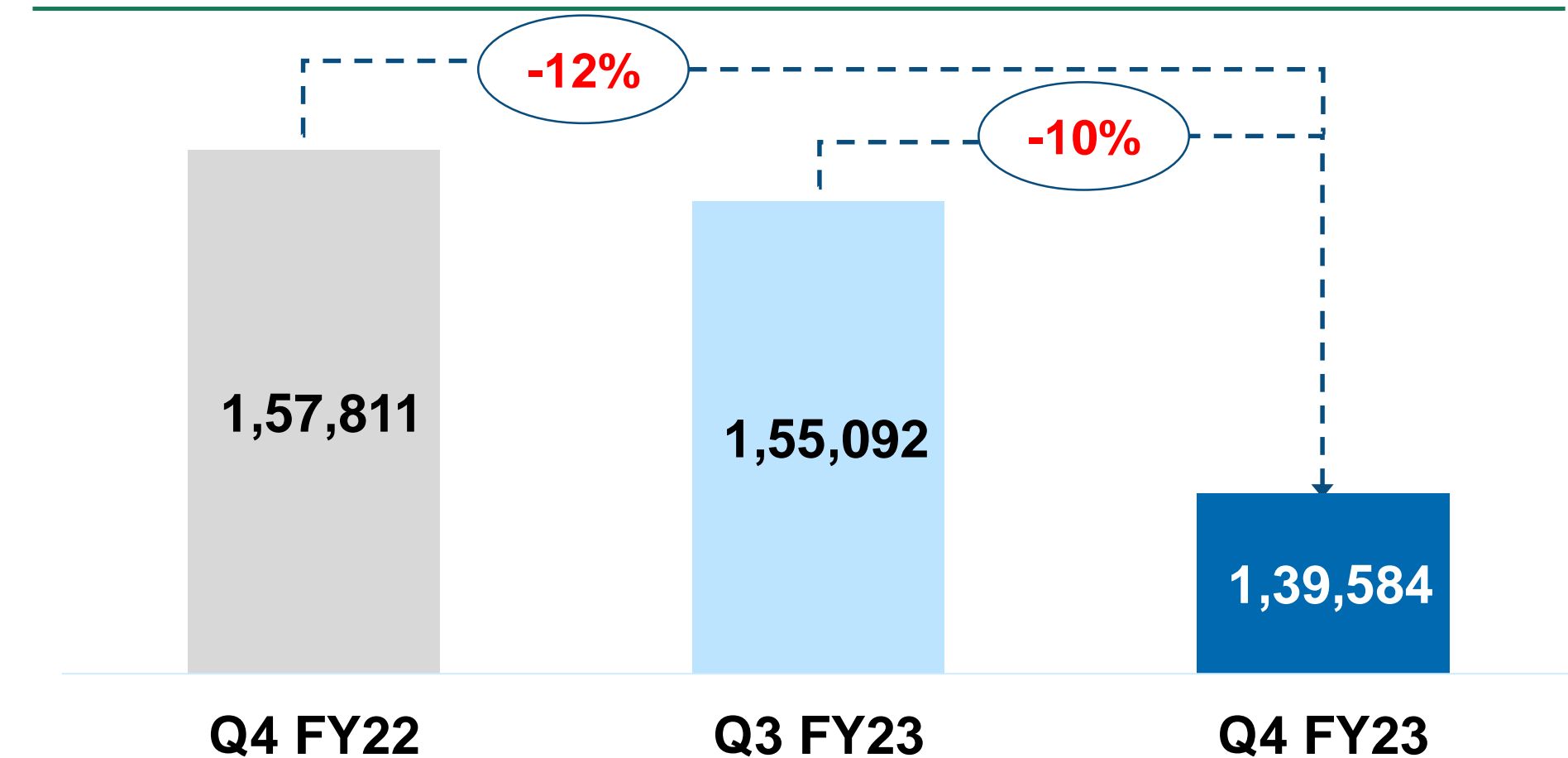
EBITDA (Rs Cr)



PBT (Rs Cr)



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



Reported record volume growth supported by a healthy demand

Q4 FY23

FY23

Segment Revenue – Q4 FY23

- Total revenue decreased by 28% y-o-y to Rs.1,141 Cr from Rs.1,595 Cr.

- Total revenue decreased by 5% y-o-y to Rs.4,397 Cr compared to Rs.4,647

- EBITDA of Rs.217 Cr (vs. Rs.265 Cr LY and Rs.92 Cr in Q3FY23)
- PBT of Rs.216 Cr (vs Rs.260 Cr LY and Rs.92 Cr in Q3FY23)

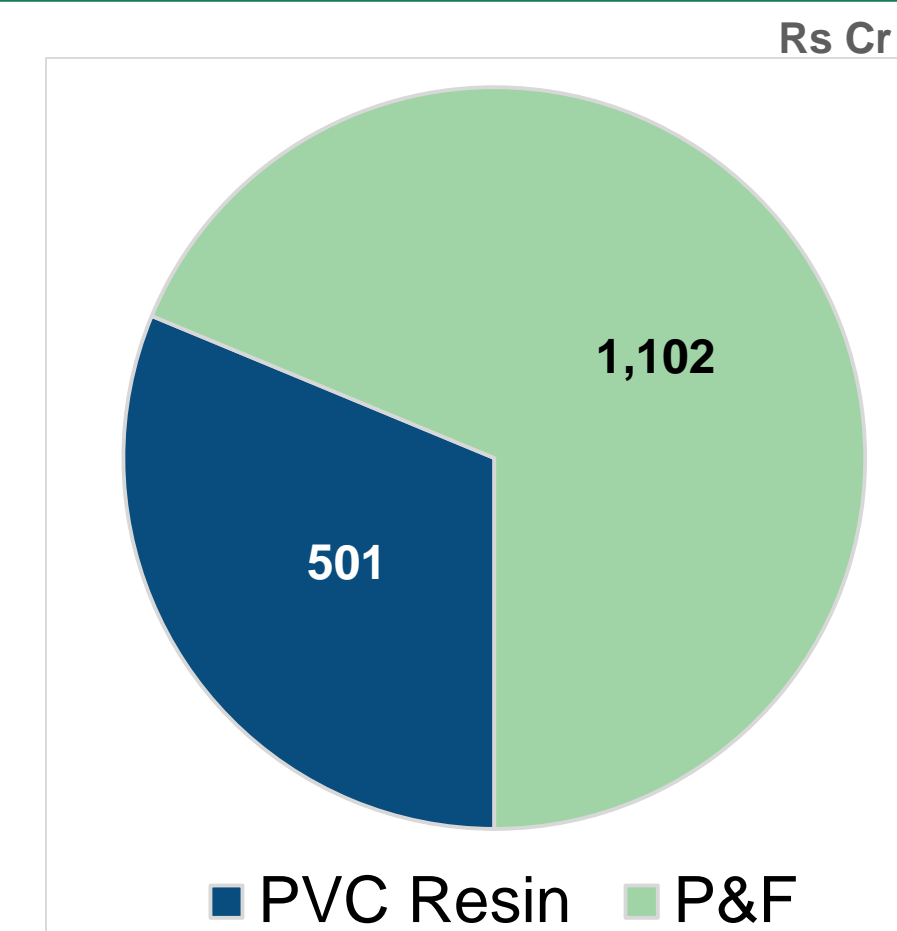
- EBITDA of Rs.293 Cr (vs. Rs.1,024 Cr LY)
- PBT of Rs.297 Cr (vs Rs.1,009 Cr LY)

- PVC Pipes & Fittings volume registered a growth of 4% y-o-y to 81,452 MT
- PVC Resin volume decreased 27% y-o-y to 58,132 MT

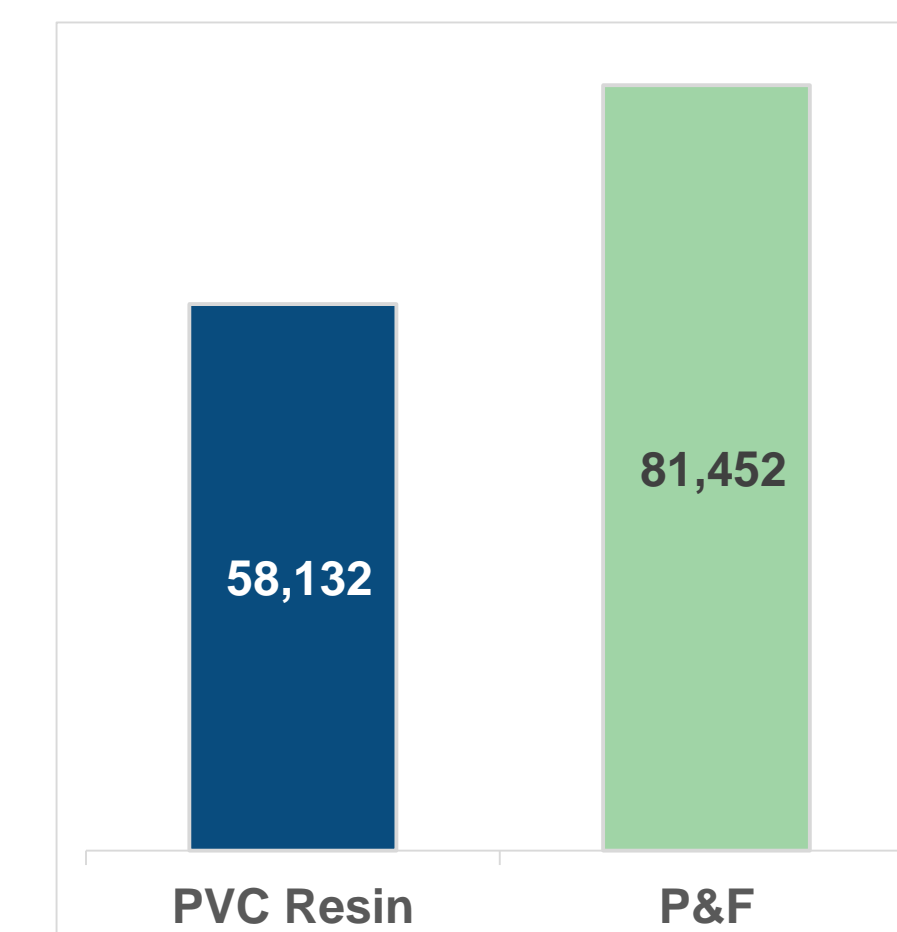
- PVC Pipes and Fittings volume grew 28% y-o-y to 3,03,026 MT.
- PVC Resin volume registered a y-o-y growth of 7% to 2,39,638 MT

- Strong profit improvement during the quarter in both the segments

- Free cash (net) of Rs.1,514 Cr as on 31 Mar 2023



Segment Volume – Q4 FY23



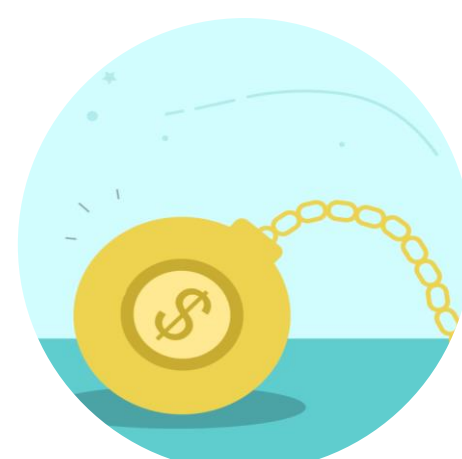
Strong volumes coupled with muted PVC prices



Profit improvement vs. Q3FY23 on stabilisation of PVC prices and higher volumes



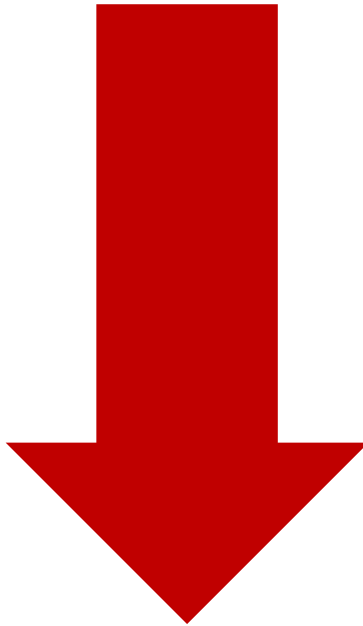
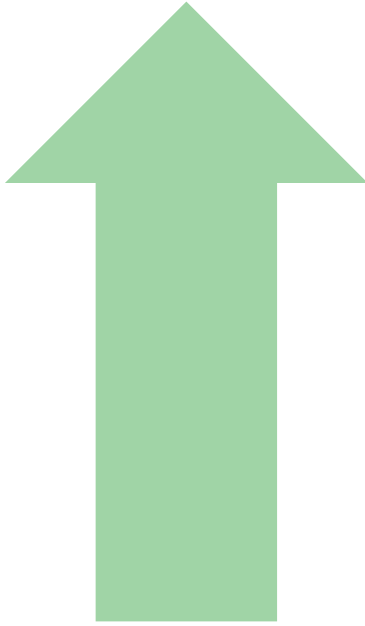
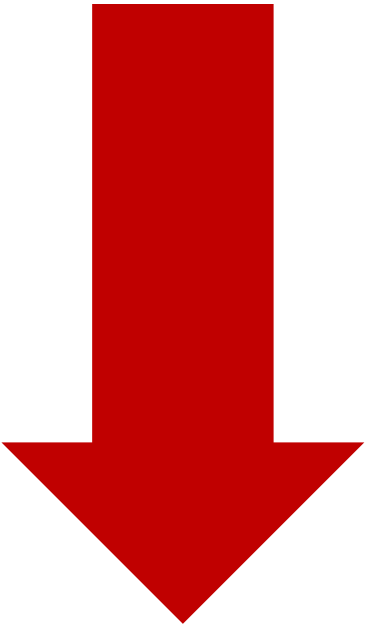
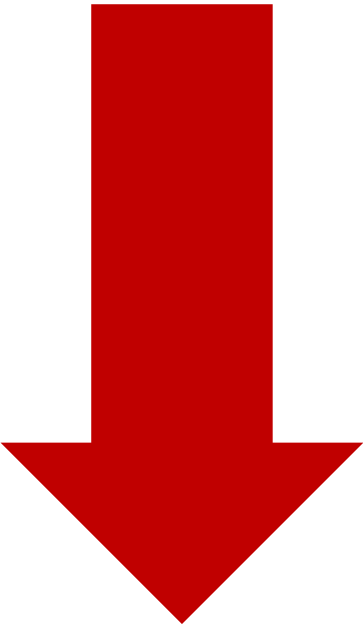
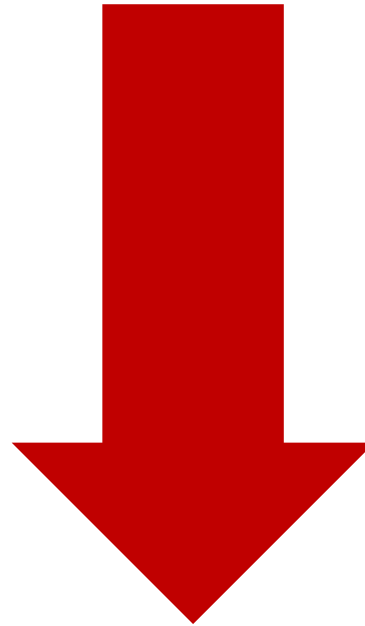
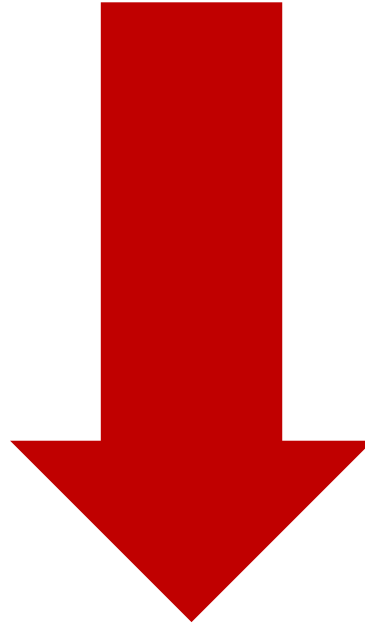
Strong volumes backed by demand pull and stability in prices



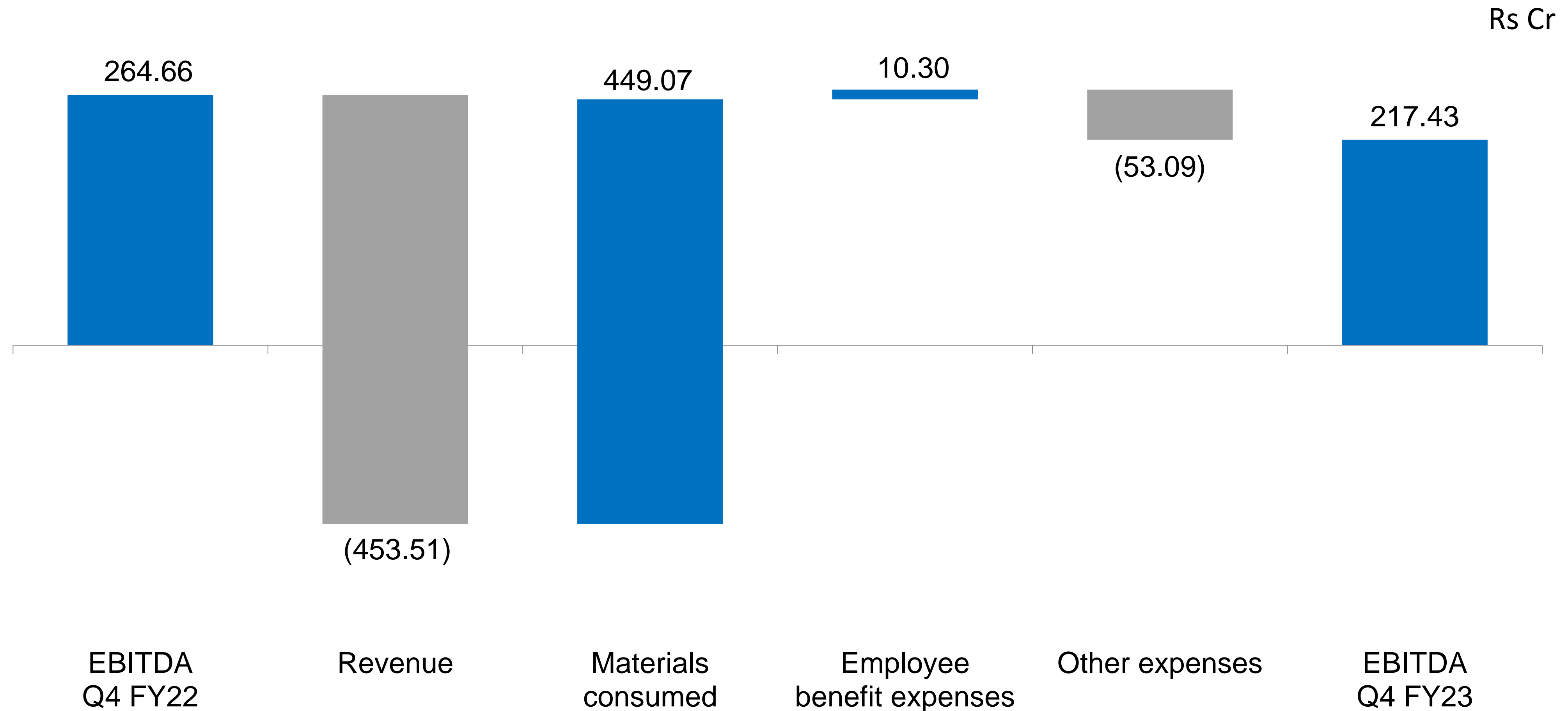
Strong liquidity and healthy balance sheet

Note: Figures excluding exceptional items

Segment Performance – Key highlights Q4 FY23

Pipes and Fittings	1,102.11 Cr (14%) y-o-y <u>Revenue</u>		81,452 MT 4% y-o-y <u>Volume</u>		90.32 Cr (4%) y-o-y <u>EBIT</u>	
	501.29 Cr (52%) y-o-y <u>Revenue</u>		58,132 MT (27%) y-o-y <u>Volume</u>		117.25 Cr (25%) y-o-y <u>EBIT</u>	

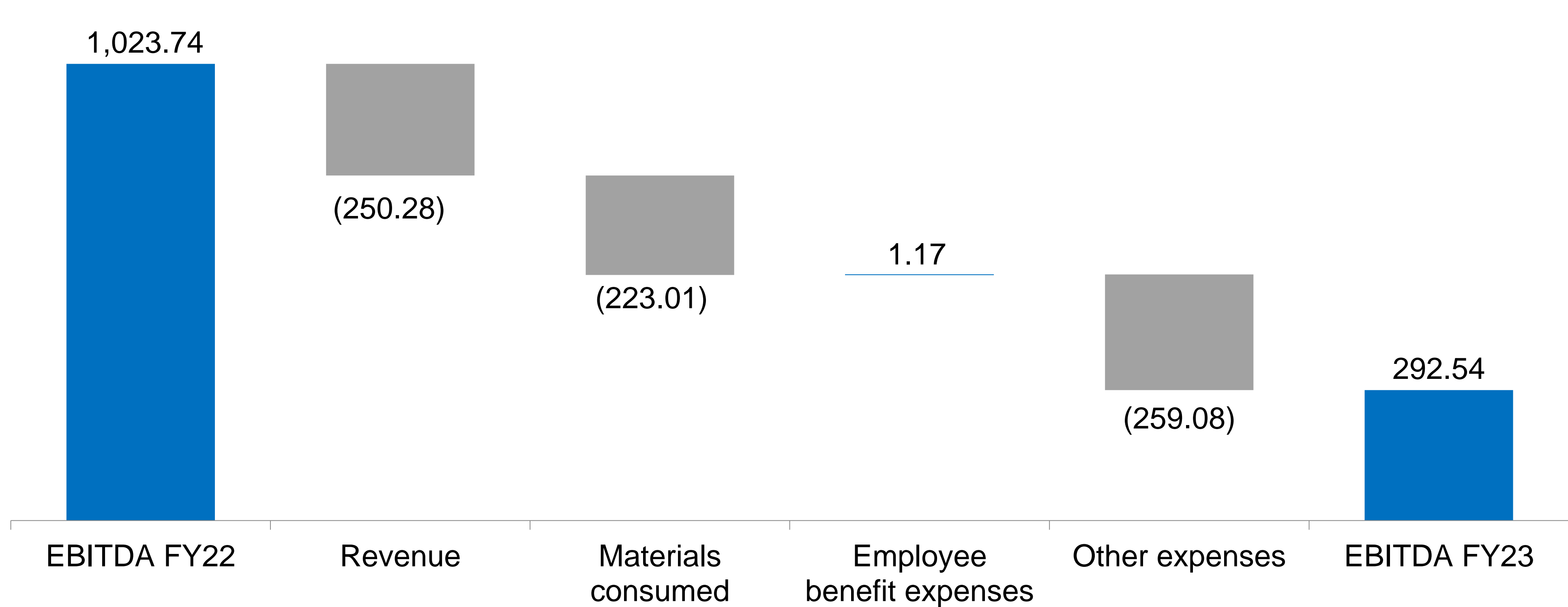
EBITDA Movement Q4 FY23 vs. Q4 FY22



All Numbers are on standalone basis, excluding exceptional items

EBITDA Movement FY23 vs. FY22

Rs Cr



All Numbers are on standalone basis, excluding exceptional items

Summarised Income Statement

Rs. Crores	Q4 FY23	Q4 FY22	YOY Change	FY23	FY22	YOY Change
Total Income from operations	1,141.06	1,594.57	-28%	4,397.05	4,647.32	-5%
EBITDA gain/ (loss)*	217.43	264.66	-18%	292.54	1023.74	-71%
EBITDA %	19.06%	16.60%	-	6.65%	22.03%	-
Depreciation	23.80	21.55	10%	89.20	83.40	7%
Profit/(loss) before Interest and taxes	193.63	243.11	-	203.34	940.34	-78%
EBIT %	16.97%	15.25%	-	4.62%	20.23%	-
Finance costs	6.46	8.06	-20%	27.23	14.09	93%
Other Income	29.20	24.76	18%	121.38	83.16	46%
Exceptional item gain	-	376.06	-	-	376.06	-
Profit/ (loss) before tax	216.37	635.87	-66%	297.49	1385.47	-79%
PBT %	18.96%	39.88%	-	6.77%	29.81%	-
Tax	58.02	142.07	-59%	60.9	332.00	-82%
Profit/ (loss) After Tax	158.35	493.80	-68%	236.58	1053.47	-78%
PAT %	13.88%	30.97%	-	5.38%	22.67%	-

All Numbers are on standalone basis

Exceptional item gain is in relation to proceeds from land sale in Mar 2022

*Excluding exceptional items

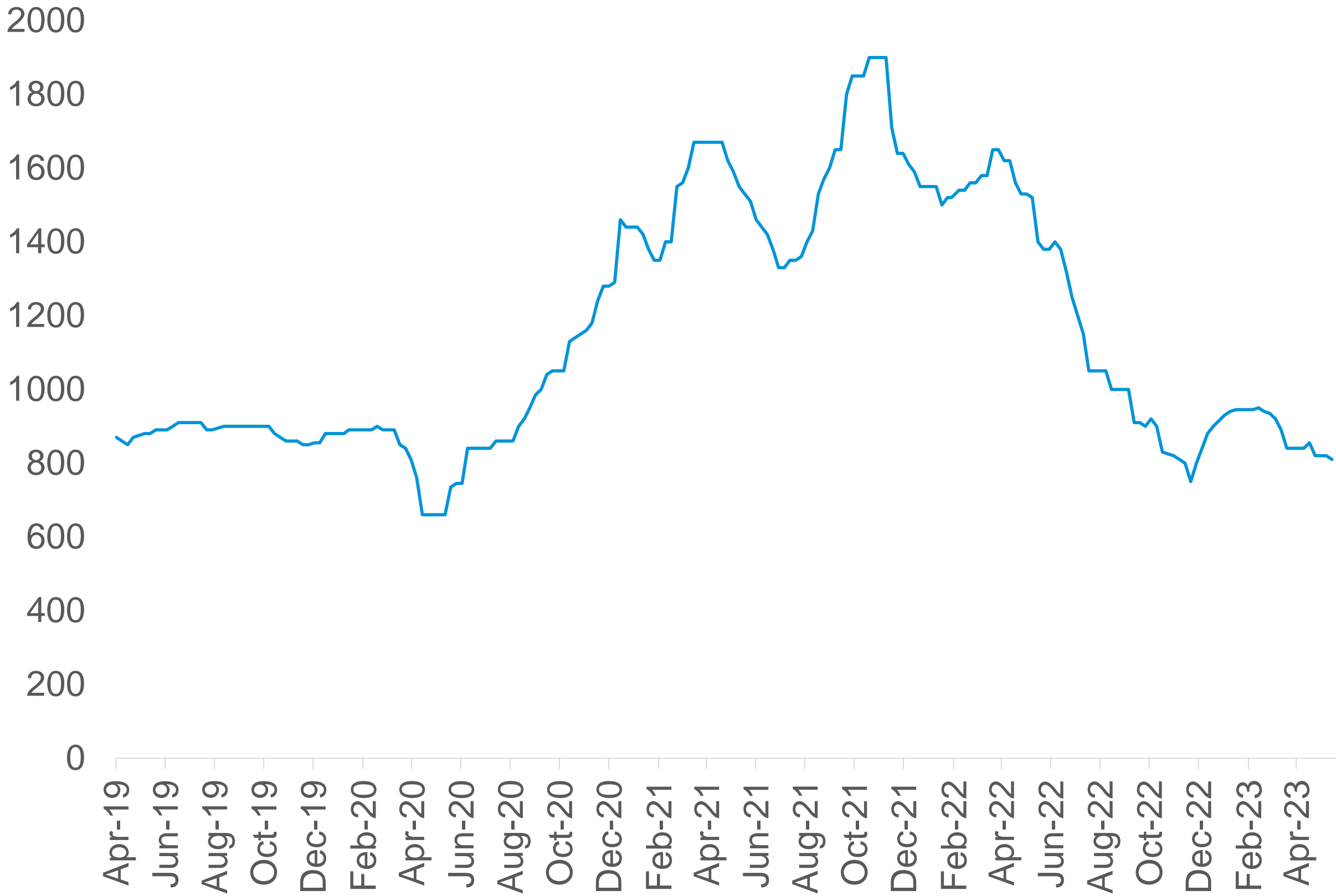
Balance sheet – Key indicators

Rs. Crores	31-Mar-23	31-Mar-22
<i>Equity and liabilities</i>		
Share capital	123.67	124.10
Reserves and surplus	4,701.23	3,739.66
Long term borrowings	-	
Short term borrowings (including loans repayable in one year)	526.41	278.03
<i>Assets</i>		
Fixed assets (Net block)	1,037.57	992.33
Capital WIP	43.82	9.46
Non current investments	2,076.98	1,080.77
Current investments	1,767.07	1,552.52
Debt/Equity	10.91%	7.20%

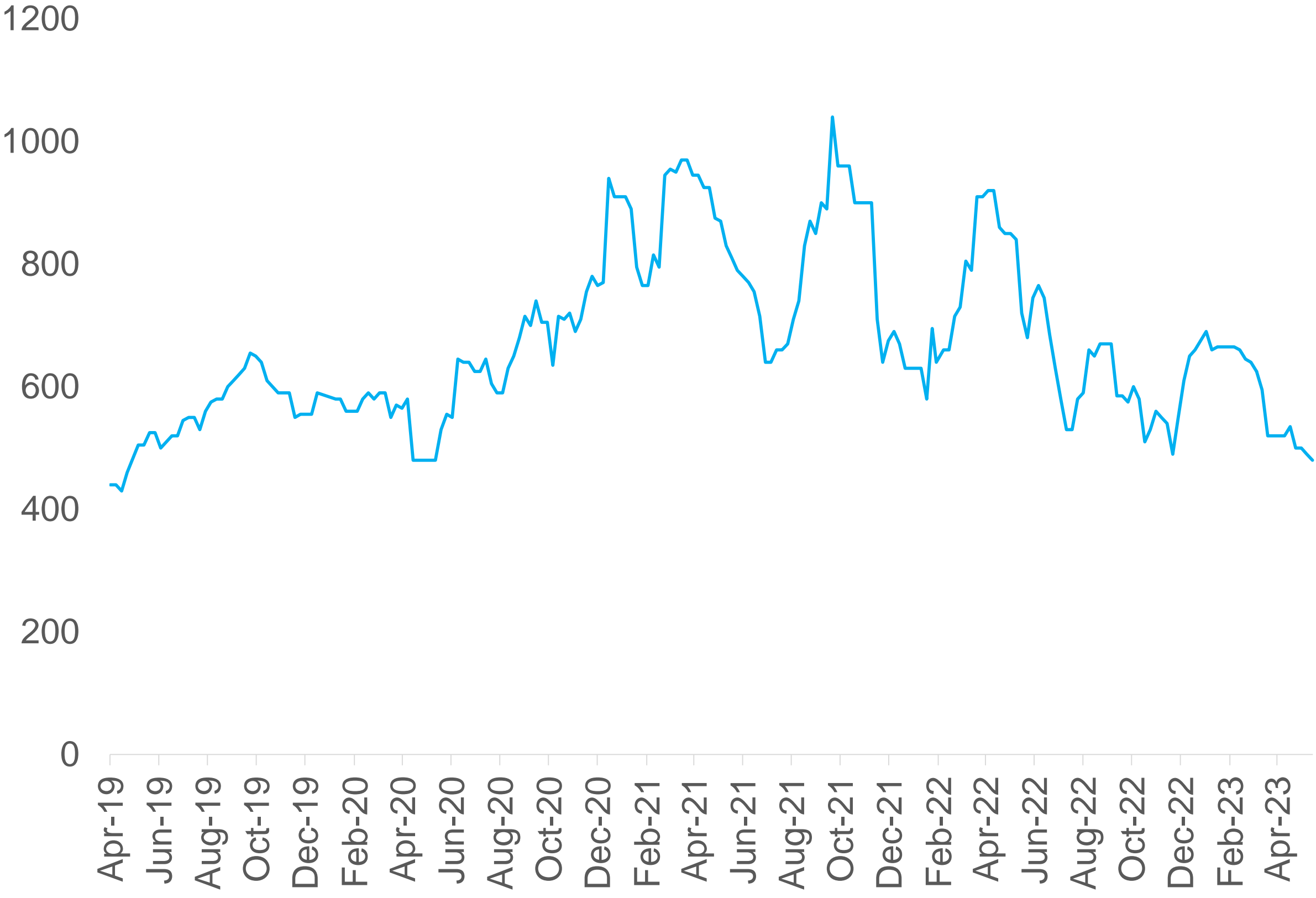
All Numbers are on standalone basis

PVC Prices & PVC/EDC Delta

PVC (USD/MT)



PVC/EDC Delta (USD/MT)



Select Marketing Initiatives

TV & Digital ad campaigns | Outdoor marketing activities

**FINOLEX
PIPES**



TV campaign (FCT & NFCT)



Festive & topical ads on digital channels



Retail branding and outdoor marketing activities

Brand Integration | Festival Celebration | Topical communication

FINOLEX
PIPES



In-film Integration



BIGG BOSS Marathi -Grand Finale

‘Finolex Pipes’ in film integration and
reality shows



Social media Posts- Festive Wishes



Print ads –Navbharat &
Saamna

Various Other Events



Plumber meets



Cinema screening, Particiaption in local festivals & popular exhibitions



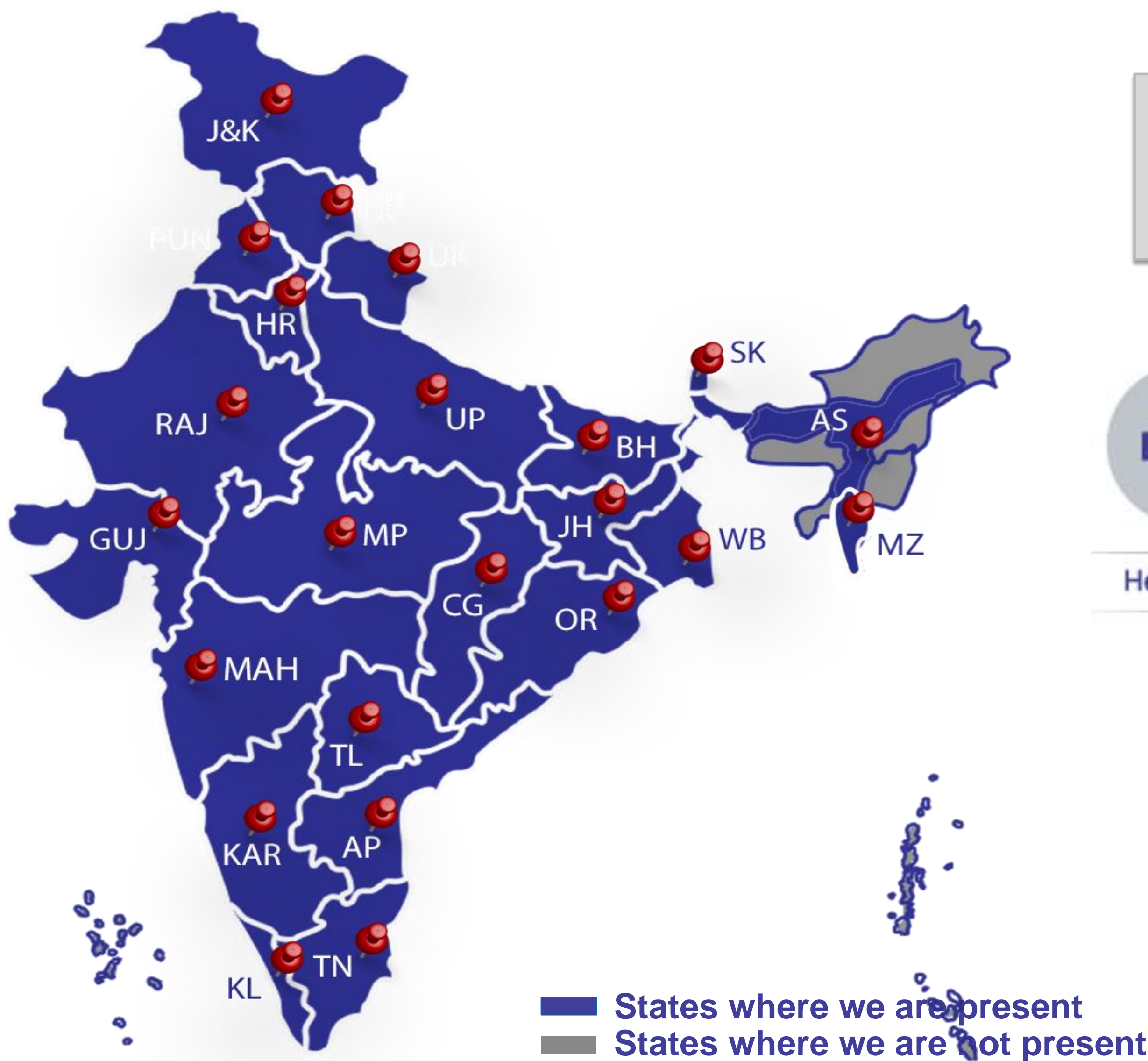
Mega Retailer Meet



Amplifying on ground events across digital platforms

CSR Update

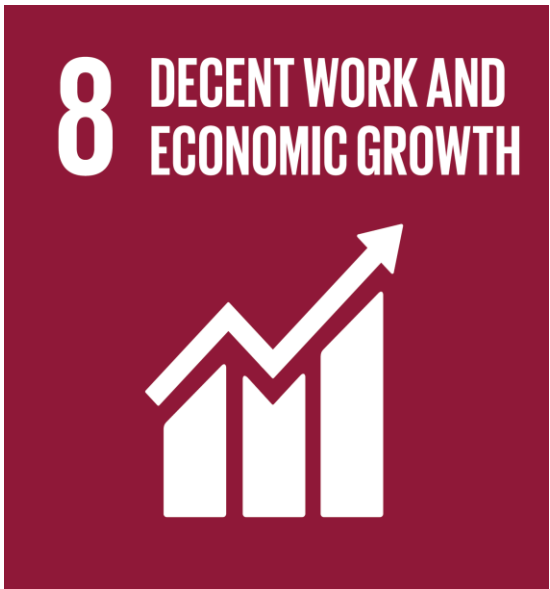
Presence of Mukul Madhav Foundation in India



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		

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



Actively engaged in 15 out of 16 CSR Mandated Areas

- ✓☐ **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 Q4 FY23 – some snapshots

**FINOLEX
PIPES**



Eradicating extreme hunger & poverty

- 82 holistic nutrition kits provided to Tuberculosis patients
- Nutrition kits provided to 50 HIV+ women at Maria Asunta Convent, Pune
- 60+ institutions for the visually impaired, differently-abled, and leprosy homes are provided with monthly ration
- 9 senior citizen homes provided with infrastructure support and diapers on a monthly basis impacting 208 elderly

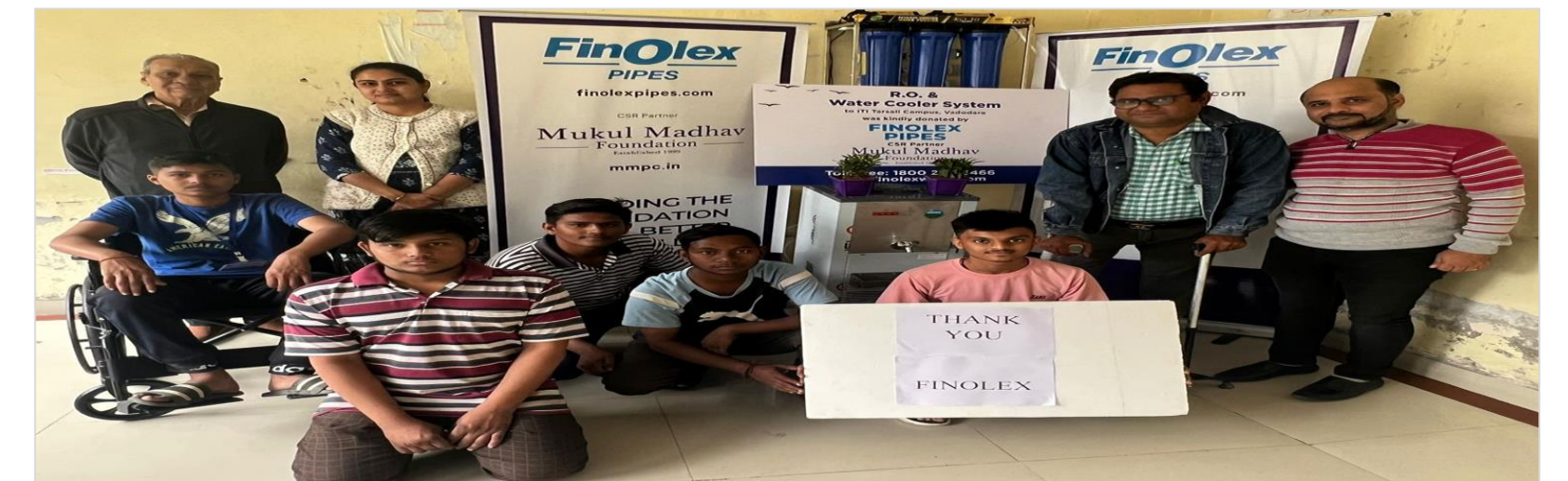
Support for Differently-Abled

- Signed an agreement to provide healthcare and vocational training support to 66 individuals with deaf-blindness in collaboration with SENSE INDIA
- 138 children were assessed through a Cerebral Palsy Camp
- 40 children with Clubfoot in Jamnagar & Gandhinagar, Gujarat, were aided with their surgeries and provided with post-surgery support in collaboration with Cure India.

Promotion for Education

- 3500+ individual students supported with scholarships & honorariums
- 90+ educational institutes supported across 7 states
- An agreement was signed for the construction of a Science Lab at a school in Bangalore, Karnataka, benefiting 350 students.
- To promote sustainable educational infrastructure, 3 KW rooftop solar panels were provided at School in Masar, Gujarat

CSR Activities in Q4 FY23 – some snapshots



Promoting Preventive Healthcare

- 15,936 individual patients supported; 1,750 medical professionals trained under the mission of promoting preventive healthcare
- Conducted various health camps during the quarter, benefiting various elderly and other patients.
- 65 villages in Kanyakumari, Tamil Nadu will benefit from a van provided for palliative care
- Trainings is conducted for ASHA Workers in Satara

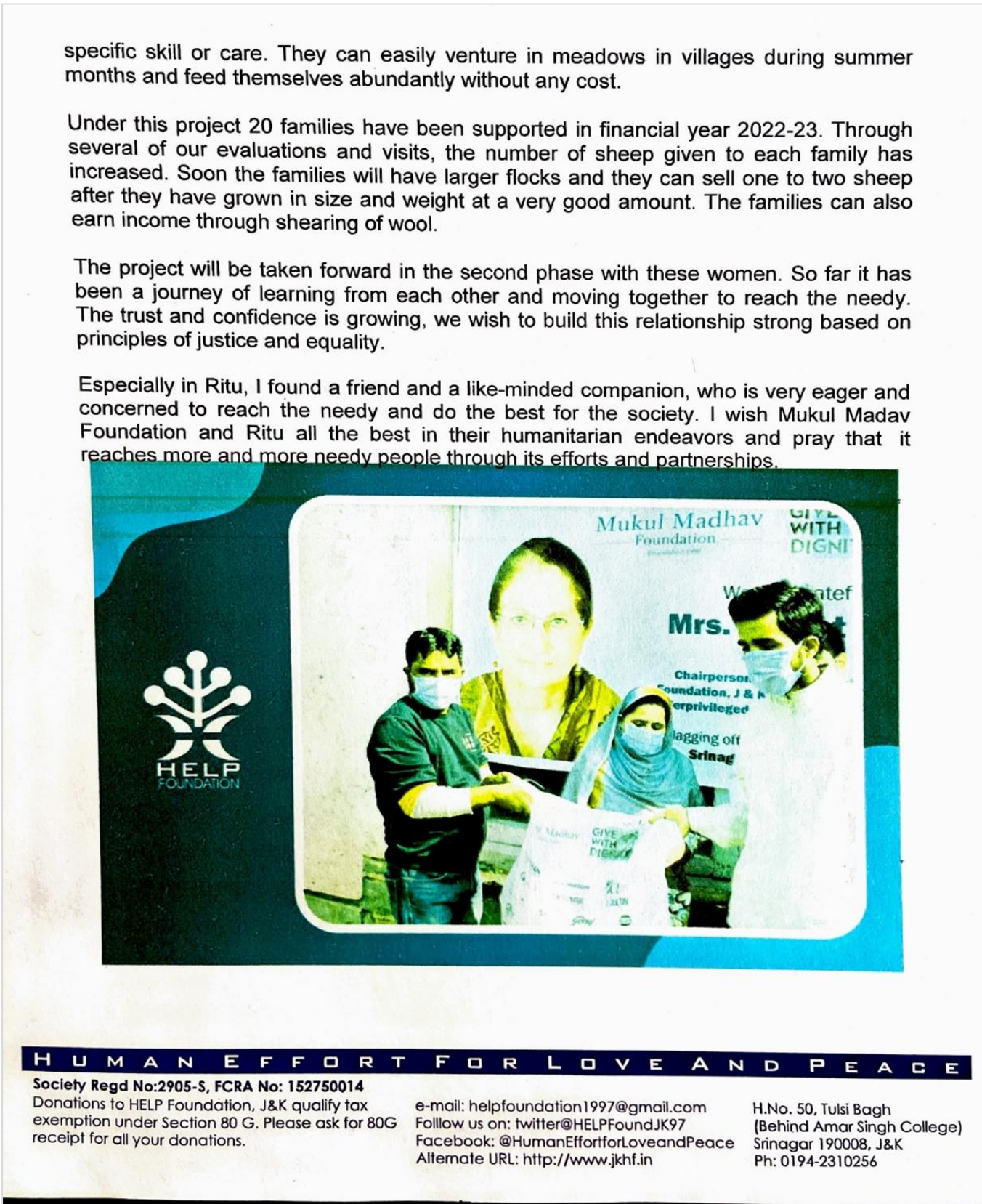
Promoting Gender Equality

- 31,577 women benefited under this program.
- 900+ children rescued and rehabilitated through a collaborative project with British Asian Trust, UK. MMF signed an agreement to continue support with the Prevention of Child Trafficking in Bihar project
- Carried out other initiatives such as singing competition for elderly women & sight seeing trip for old age persons.

Safe Drinking Water & Sanitation

- MMF is continuously working towards providing communities across India with access to water and sanitation facilities
- Kaftal Water Project Inauguration, Kaftal, Solapur, Maharashtra
- RO Water Cooler provided to Tarsali ITI, Gujarat
- Contribution to Swachh Bharat Kosh Ganga Clean Fund

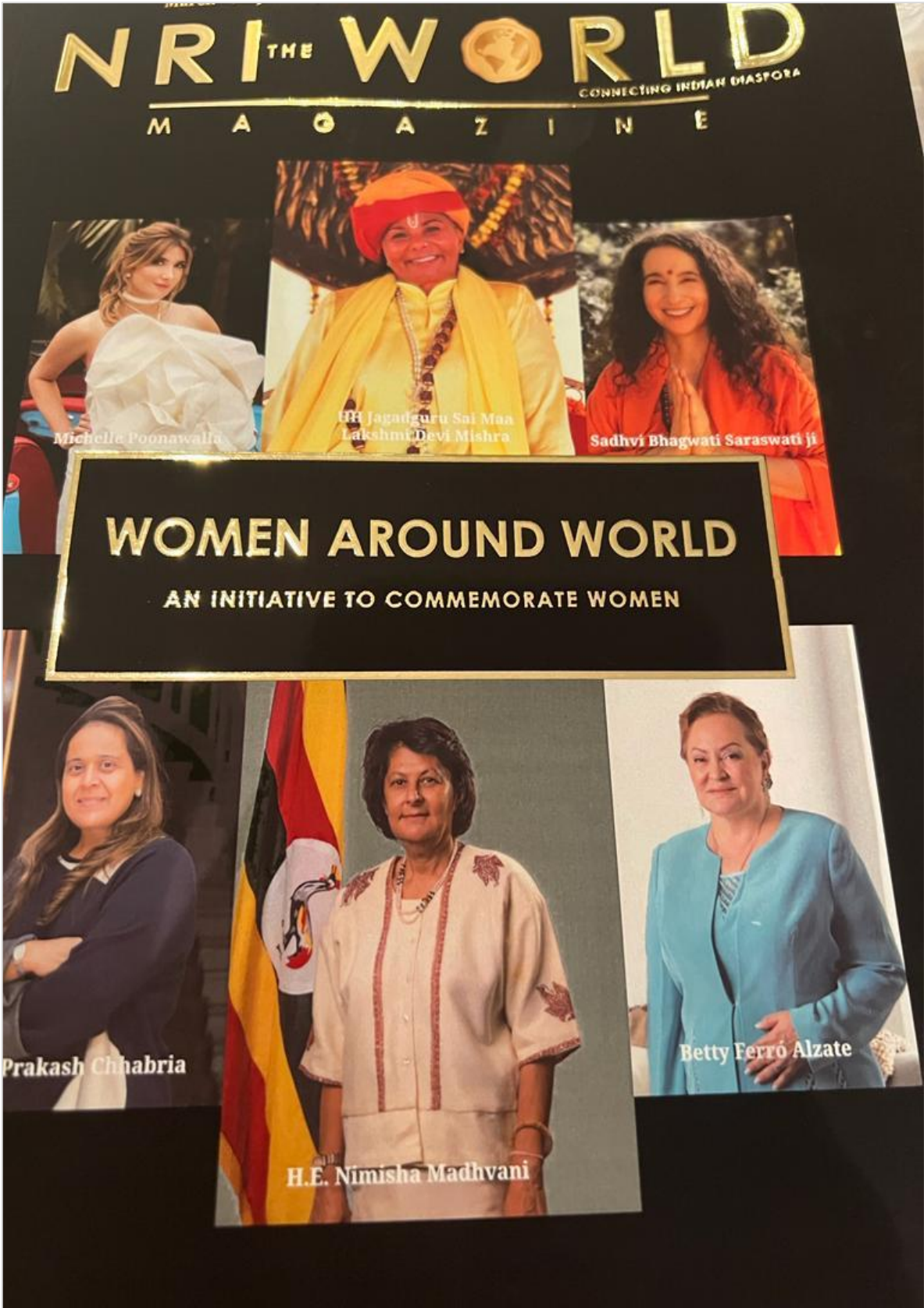
CSR- Awards and Recognitions



Letter of appreciation is received from HELP Foundation, Jammu and Kashmir highlighting MMF’s partnership and continued association from the COVID-19 pandemic



Managing Trustee, Mrs. Ritu Prakash Chhabria featured in the Women’s Day Edition of the NRI World Magazine



**CPVC PIPES & FITTINGS****ASTM
PIPES & FITTINGS****SWR
PIPES****SEWERAGE PIPES****CASING PIPES****COLUMN PIPES****AGRI PIPES & FITTINGS****SOLVENT CEMENT**

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