

**FINOLEX PIPES**

# **FINOLEX PIPES**

**Investor Presentation  
Q1 FY 2023-24**

# Strong margins with volume growth



**Stable revenue despite correction of PVC prices by more than 30% since Jul 22**

- Total revenue marginally lower y-o-y at Rs.1,179 Cr vs Rs.1,190 Cr in Q1FY23 due to PVC price correction.



**Operating margin improvement**

- EBITDA increased by 21% y-o-y to Rs.152 Cr vs. Rs.126 Cr LY and decreased 30% from Rs.217 Cr in Q4FY23
- PBT was Rs.149 Cr (vs Rs.118 Cr LY and Rs.216 Cr in Q4FY23)



**Volumes demonstrate strong growth on a y-o-y basis**

- PVC Pipes & Fittings volume registered a growth of 28% y-o-y to 92,181 MT
- PVC Resin volume decreased 27% y-o-y to 46,074 MT

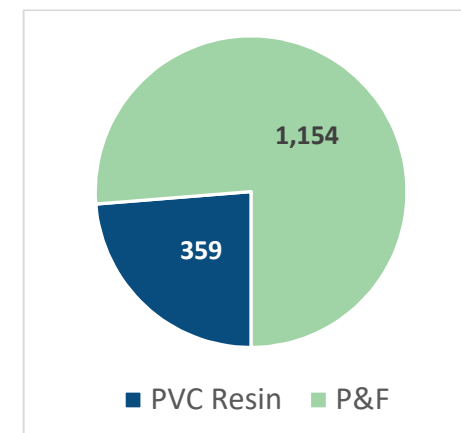


**Liquidity of the company remains strong**

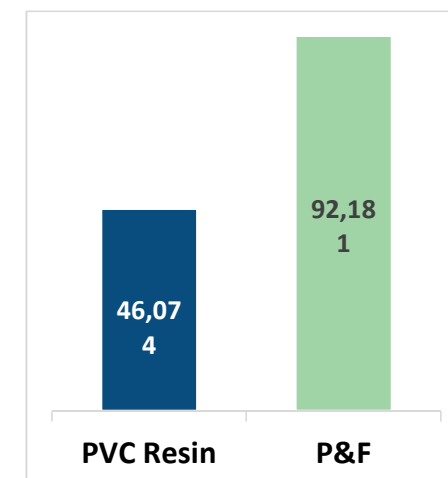
- Strong balance sheet with free cash (net) of ~ Rs. 1,650 cr.

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**Segment Revenue – Q1 FY24**



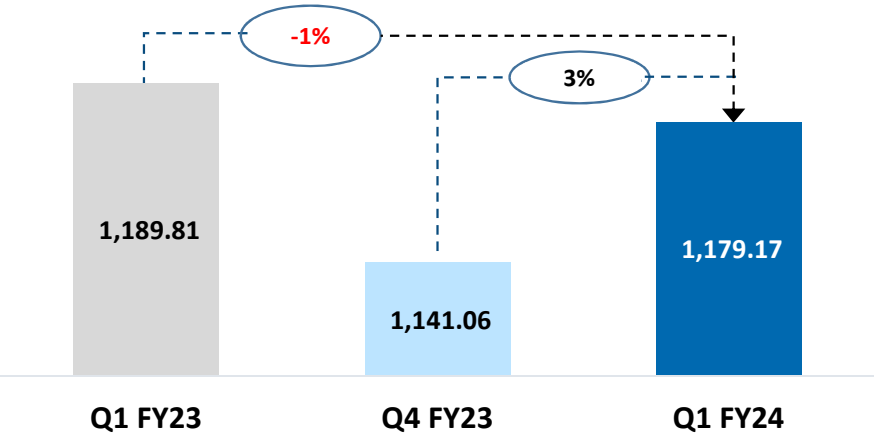
**Segment volume – Q1 FY24**



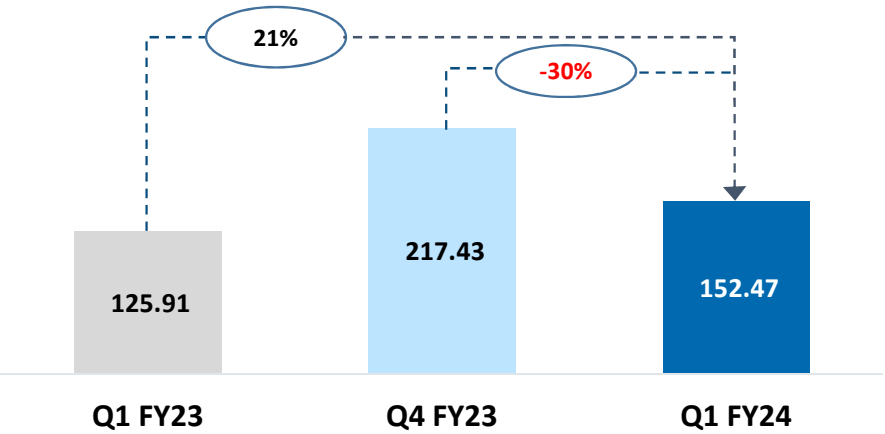
# Business Performance of the Company (Total)

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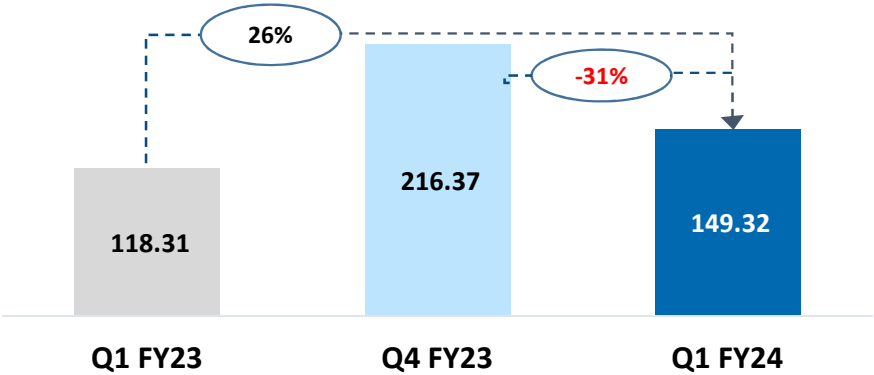
Revenue (Rs Cr)



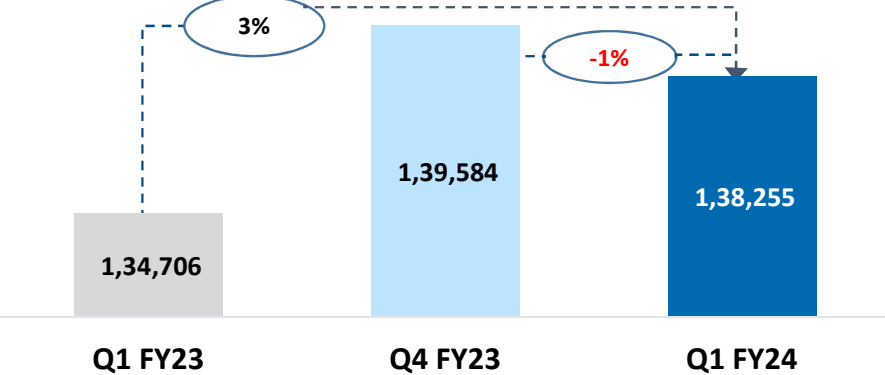
EBITDA (Rs Cr)



PBT (Rs Cr)



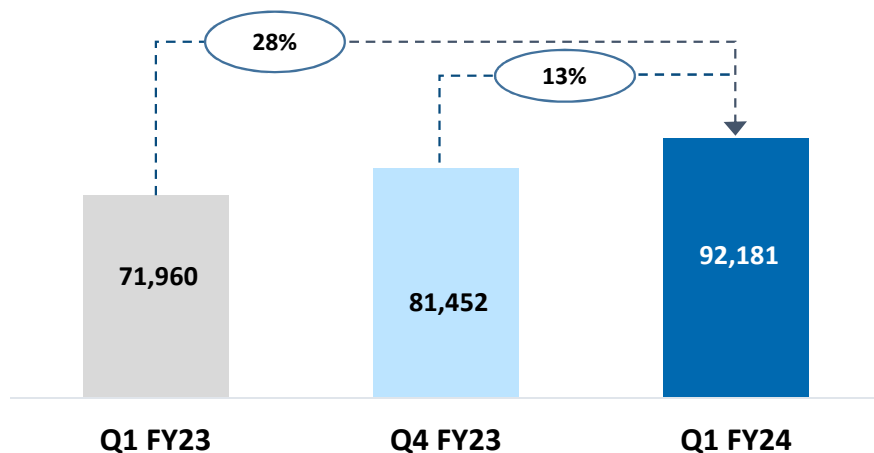
Sales volumes (in MT) [P&F + Resin]



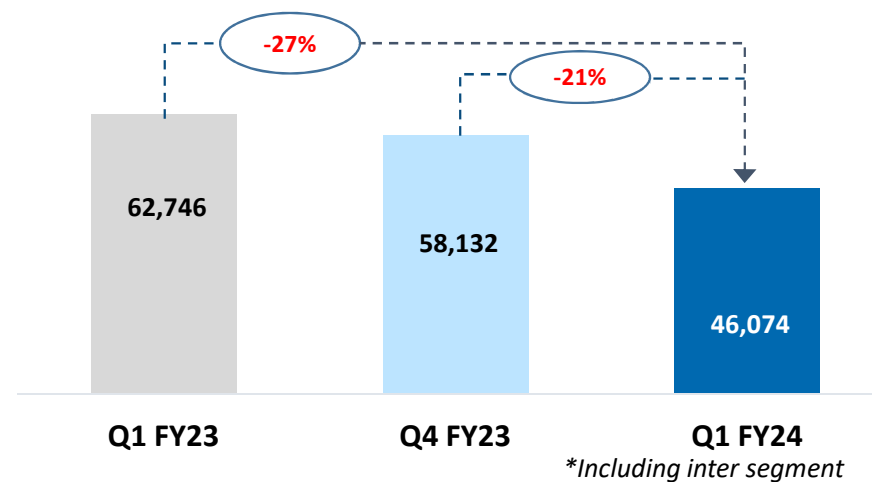
## Segment Performance – Key highlights Q1 FY24

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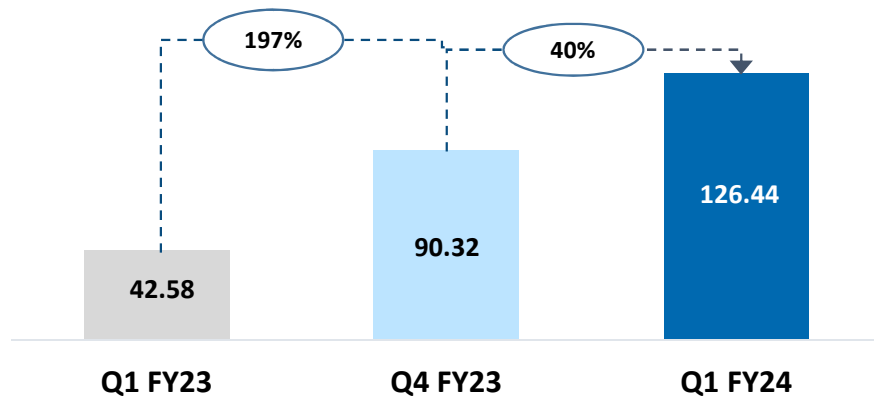
P&F sales volume (MTs)



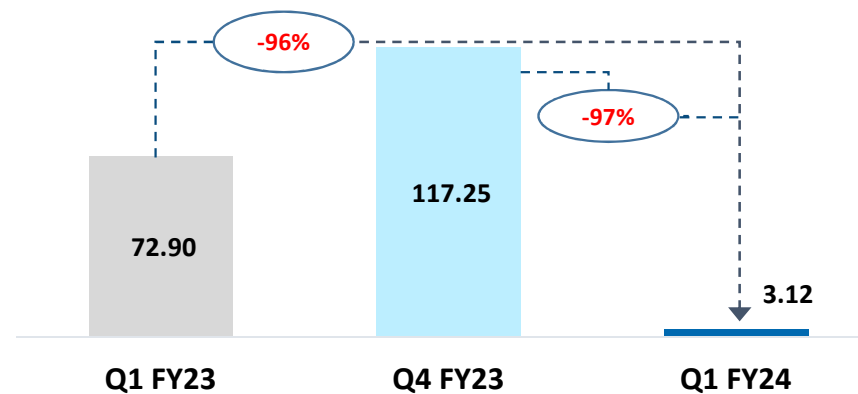
PVC sales volume (MTs)\*



P&F EBIT (Rs Cr)



PVC EBIT (Rs Cr)



# Segment Performance – Key highlights Q1 FY24

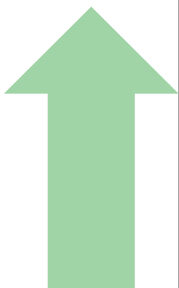
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Pipes and Fittings

1,154.21 Cr

2% y-o-y

Revenue



92,181 MT

28% y-o-y

Volume



126.44 Cr

197% y-o-y

EBIT

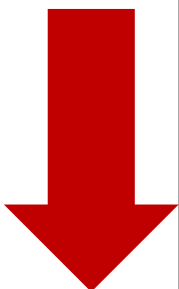


Resin

359.41 Cr

(54%) y-o-y

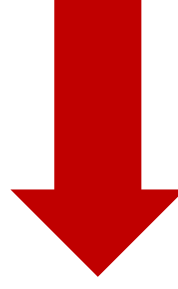
Revenue



46,074 MT

(27%) y-o-y

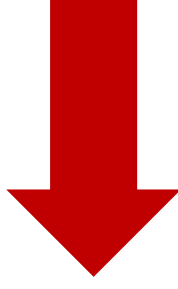
Volume



3.12 Cr

(96%) y-o-y

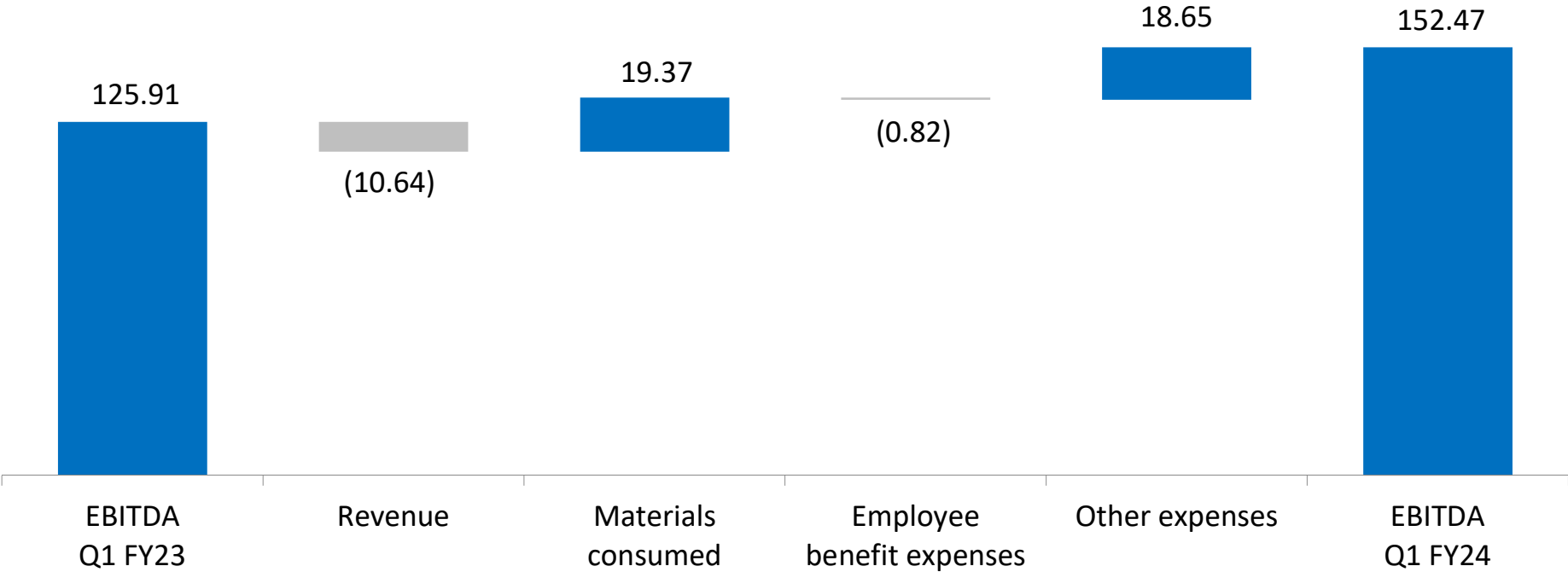
EBIT



# EBITDA Movement Q1 FY24 vs. Q1 FY23

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Rs Cr



# Summarised Income Statement

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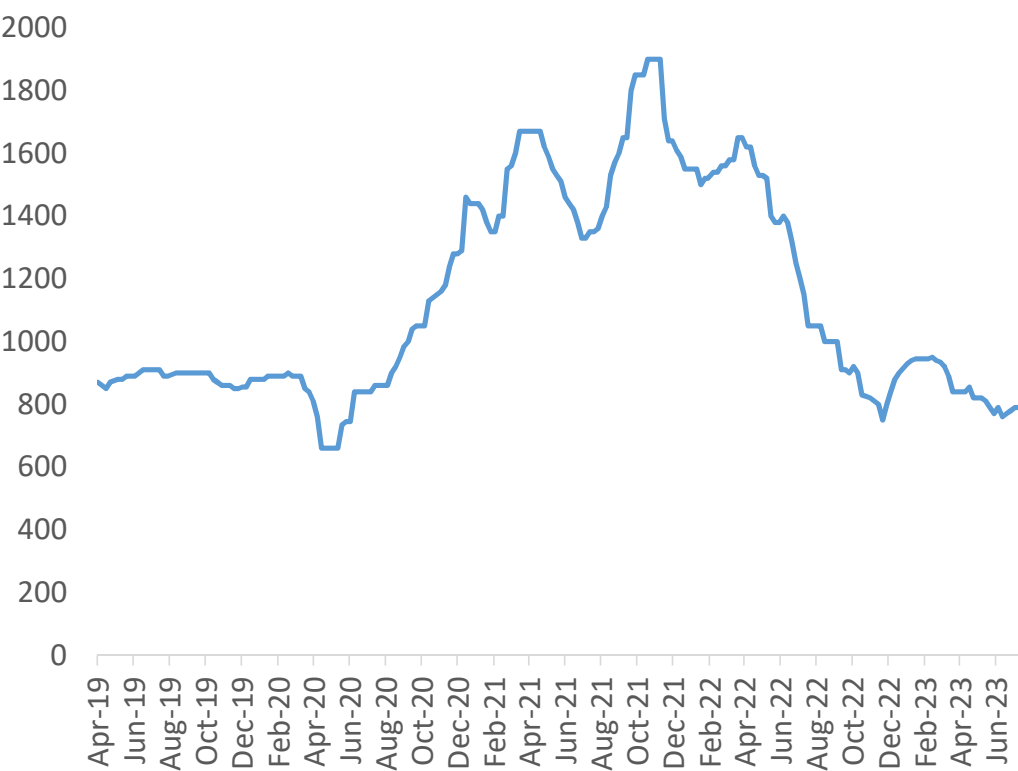
Rs. Crores	Q1 FY24	Q4 FY23	Q1 FY23	YOY Change
Total Income from operations	1,179.17	1,141.06	1,189.81	-1%
EBITDA gain/ (loss)	152.47	217.43	125.91	21%
<i>EBITDA %</i>	<i>12.93%</i>	<i>19.06%</i>	<i>10.58%</i>	-
Depreciation	34.39	23.80	21.34	61%
Profit/(loss) before Interest and taxes	118.08	193.63	104.57	13%
<i>EBIT %</i>	<i>10.01%</i>	<i>16.97%</i>	<i>8.79%</i>	-
Finance costs	9.02	6.46	11.33	-20%
Other Income	40.26	29.20	25.07	61%
Profit/ (loss) before tax	149.32	216.37	118.31	26%
<i>PBT %</i>	<i>12.66%</i>	<i>18.96%</i>	<i>9.94%</i>	-
Tax	38.44	58.02	18.22	111%
Profit/ (loss) After Tax	110.88	158.35	100.09	11%
<i>PAT %</i>	<i>9.40%</i>	<i>13.88%</i>	<i>8.41%</i>	-

*All numbers on Standalone basis*

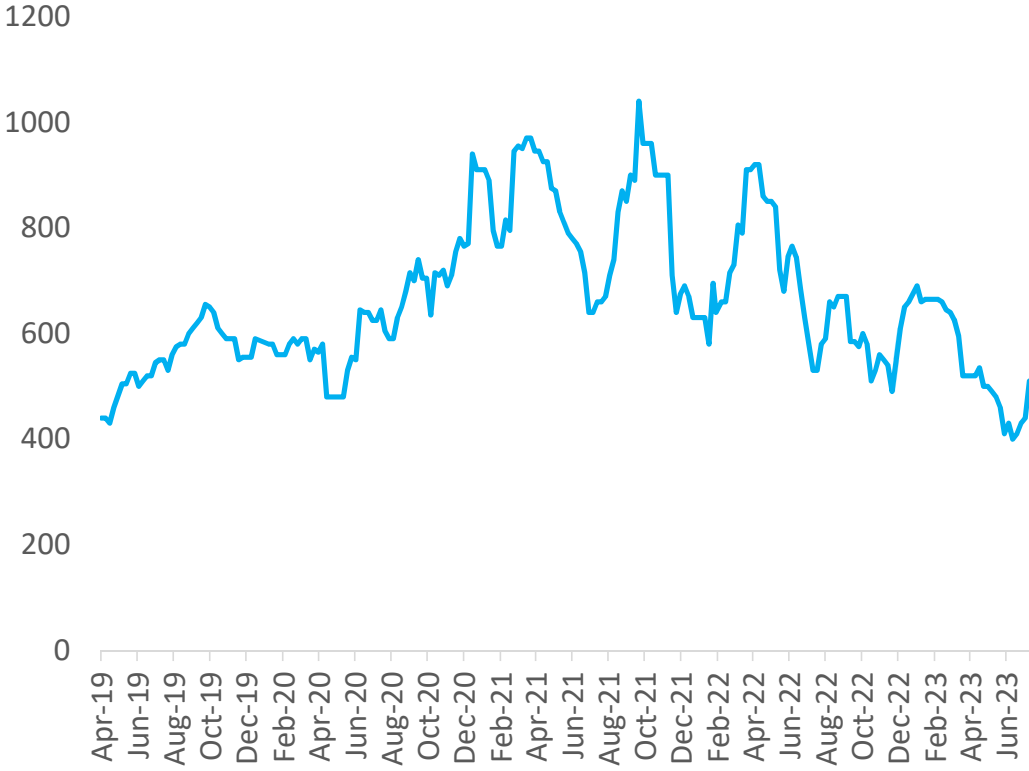
# PVC Prices and PVC/EDC Delta

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PVC (USD/MT)



PVC/EDC Delta (USD/MT)





## Select Marketing Initiatives

# Brand promotion through Festival Celebrations

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- Tapped diverse cultural cues and stakeholder sentiments during festive period across multiple locations
- Distribution of Finolex Pipes merchandise such as caps, PP bags, Raincoats & Hand fans to the devotees



Jagannath Rath Yatra, Puri  
Odisha – 20th June'2023

Pandharpur wari – Maharashtra  
22nd May'2023 to 04th Jul'2023

Chardham yatra – UP and  
Uttaranchal 22nd April'2023

Chithirai Festival –Madurai ,  
Tamilnadu -May,2023

# Increasing brand recall through Cinema Screening | Topical communication | Digital amplification of on ground events

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- High affinity integration in cinemas.
- Topical wishes through digital media and print ads in various newspaper publications



LONG LASTING PIPES,  
LONG LASTING RELATIONSHIPS

We are happy to take an opportunity to display our renowned brand in South India, during the most awaited blockbuster film Adipurush from 16<sup>th</sup> June 2023.

Adipurush is an Indian mythological action film based on the Hindu epic Ramayana. The film is shot simultaneously in Hindi and Telugu. The film features Prabhas along with Kriti Sanon, Saif Ali Khan, Sunny Singh and Devdatta Nage.

Adipurush is one of the most awaited film in 2023 with big budget and special effects. The film is based on theme of victory of good over evil.

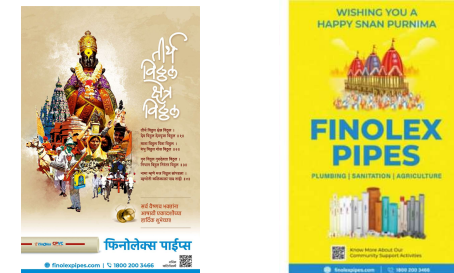


**1 Film** South India  
**1886** Screens  
**7 Days** 16 - 22 June

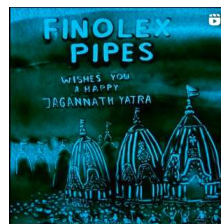
Adipurush Cinema Screening  
in south markets – Jun 2023



Social media Posts- Festive Wishes



Print ads – Tarun Bharat & The prameya



Jagannath Rath Yatra June'23



Pandharpur Wari June'23





## Campaigns – Radio, Retail, on-ground events for branding

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### My FM Radio Dekhta Hai Activity – On Ground & Radio activity

9 cities (Jaipur, Jpdpur, Ahmedabad, Raipur, Indore, Kota, Bilaspur, Udaipur, Nagpur)

Duration- May to July 2023



MY FM Haritwari Activity,  
Maharashtra



Participation in 10th Edition Of  
Vinyl India



### PAN India Retail branding

Retail branding completed for 6,136 counters in focused markets

## Awards and Recognition

## Awards and recognition

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Finolex Industries has won '**Green Excellence**' award.

The award was received from honorable Minister of Road Transport and Highways, **Mr Nitin Gadkari** on 24<sup>th</sup> June 2023

## CSR Update

# Presence of Mukul Madhav Foundation in India

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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

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## Actively engaged in 15 out of 16 CSR Mandated Areas

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- ✓☐ **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 Q1FY23 - some snapshots

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### Agriculture and rural development

- 76 students benefited from an informative session on agricultural pipes at Agriculture College, Pune, Maharashtra
- 45 farmers were provided with rice seeds at Kasop and Phansop villages in Ratnagiri,
- Continued our support to 75 women from Kallam and welcomed a new batch of 379 women from Bhoom and Paranda blocks

### Support for Differently-Abled

- Supported 1,587 persons with disabilities
- Agreement Signing with Navale Hospital, Pune to continue free physiotherapy services at Wai and Panchgani Cerebral Palsy Rehabilitation Centres
- Participated at Cerebral Palsy Rehab Centre, Sharda Social Welfare Trust, Gujarat and celebrated 6 years of Cerebral Palsy, Ratnagiri,

### Promotion for Education

- 3500+ individual students supported with scholarships and honorariums
- 90+ educational institutes supported across 7 states
- 160 students benefited from the construction of a shed for residential purposes at Shivar Ambere School, Ratnagiri,
- Participation in KAYAKALP mission launched by the Ministry of Health and Family Welfare, Govt. of India, 5400+ students from 9 Govt schools in Lucknow have been supported



# CSR activities Q1FY23 - some snapshots

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## Eradicating Extreme Hunger and Poverty

- Continuously and dedicatedly working to ensure communities lead a life of dignity
- 3 individuals provided with ration and medicine on a monthly basis
- 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

## Ensuring Environmental Sustainability

- Recently completed desilting and widening of a percolation tank. Benefiting over 2000 +villagers
- MMF supported and ensured to complete various projects after signing agreements with various gram panchayats. Projects such as Bichukale Village Water Project, Water Irrigation Project in Bojarda, Water Supply Scheme (benefiting 60 families in Masar), access to safe water and provision of a bore well and plumbing material activities (benefiting 1500 families)

## Promoting Preventive Healthcare

- MMF has been supporting individuals in promoting preventive health care by providing training to medical professionals, infrastructural support at hospitals, support to individual patients.
- agreement signed with Udayan Trust, Kolkata to support 15 children for their Education:
- Support provided with the set up of an Ophthalmic Clinic in Dehu Gaon, Pune
- Conducted Medical Camp at Dr. D.Y. Patil Medical College, Pune

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**THANK YOU**



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**FINOLEX INDUSTRIES LIMITED**

 Mr. Abhay Amlekar  
 aba@finolexind.com  
 D-1/10, MIDC Chinchwad, Pune 411 009  
 020 2740 8200 | 1-800-2003266  
 [www.finolexpipes.com](http://www.finolexpipes.com)

