



# Investor Presentation

Q4 FY21

# Business delivers strong performance

## Q4 FY21

## FY21



**Highest ever quarterly & annual revenue**

- Total revenue registered a y-o-y growth of 62.5% to Rs. 1,249 Crs

- Total revenue registered a y-o-y growth of 16.0% to Rs. 3,463 Crs



**Significant Improvement in operational performance**

- EBITDA grew by 305.3% to Rs 424 Crs
- PAT grew by 433.7% from Rs 56 Crs to Rs 297 Crs

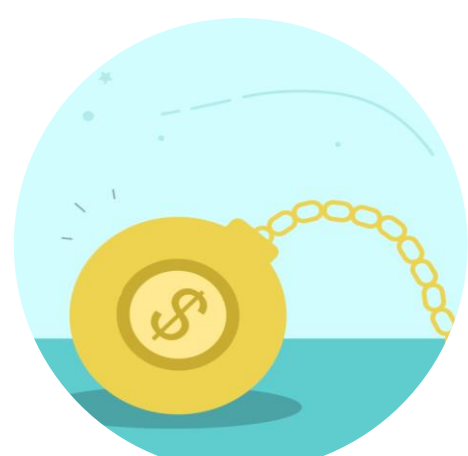
- EBITDA grew by 122.0% to Rs 1,062 Crs
- PAT grew by 124.6% from Rs 324 Crs to 728 Crs



**Good volume despite lock downs**

- PVC Pipes & Fittings volume registered a y-o-y decline of 3.6% to 60,232 MT.
- PVC Resin volume registered a y-o-y growth of 25.3% to 75,281 MT

- PVC Pipes and Fittings volume registered a y-o-y decline of 16.8% to 2,12,060 MT.
- PVC Resin volume registered a y-o-y decline of 1.3% to 2,36,086 MT



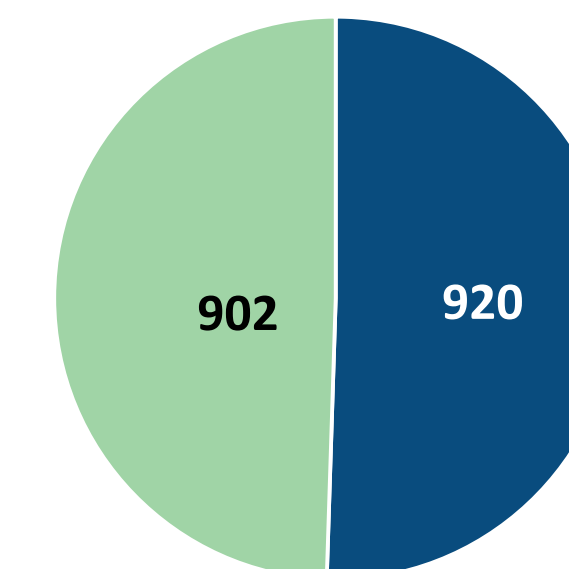
**Continues to be Net Zero Debt Company**

- Liquid Investments (Net of Borrowings) at Rs 825 Crs on 31<sup>st</sup> March 2021

- Net Cash generated from operating activity Rs 941 Crs

## Segment Revenue - Q4 FY21

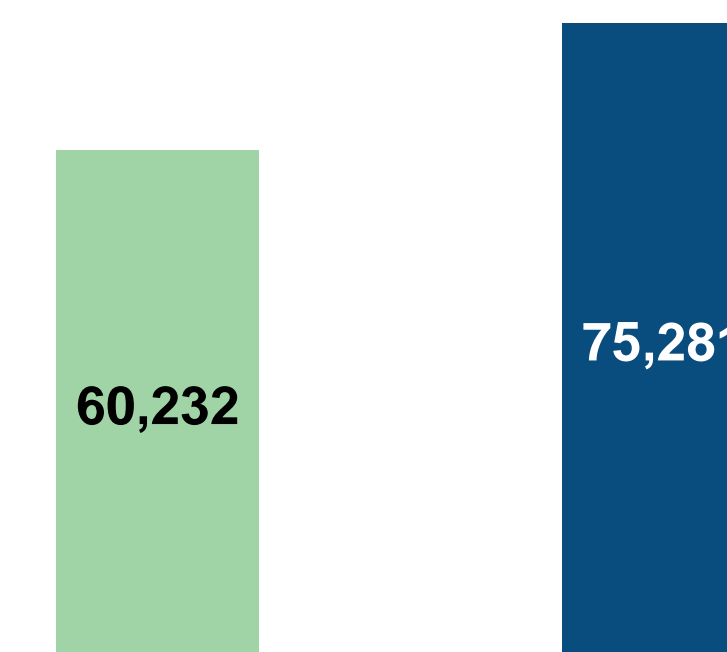
Rs Crs



■ PVC Resin ■ P&F

## Segment Volume - Q4 FY21

MT



PVC P&F PVC Resin

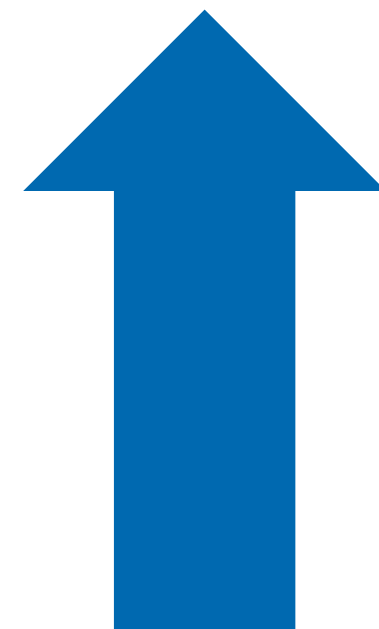


# Segment Performance – Key highlights Q4 FY21

Pipes and Fittings

**901.70 Crs**

**42.6% y-o-y**



Revenue

**60,232 MT**

**(3.6%) y-o-y**



Volume

**69.49 Crs**

**11.1% y-o-y**

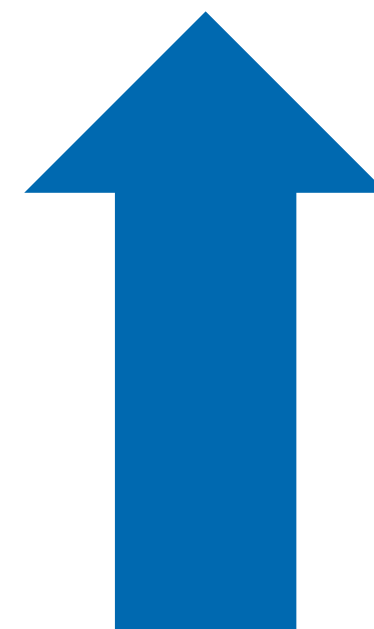


EBIT

Resin

**920.24 Crs**

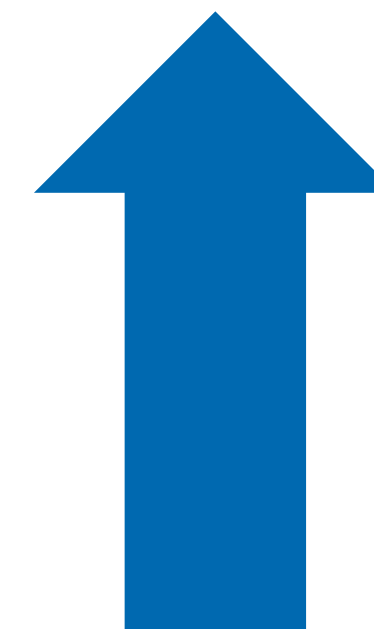
**111.0% y-o-y**



Revenue

**75,281 MT**

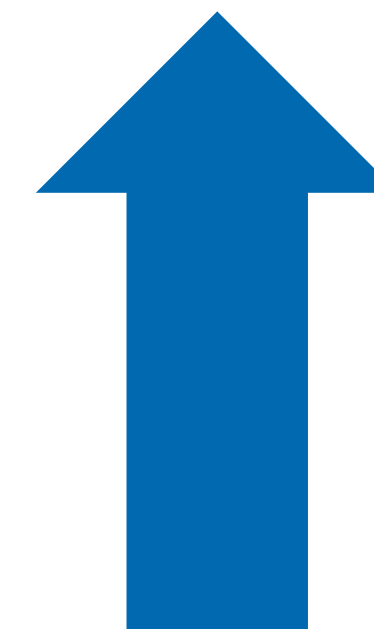
**25.3% y-o-y**



Volume

**328.46 Crs**

**947.6% y-o-y**



EBIT

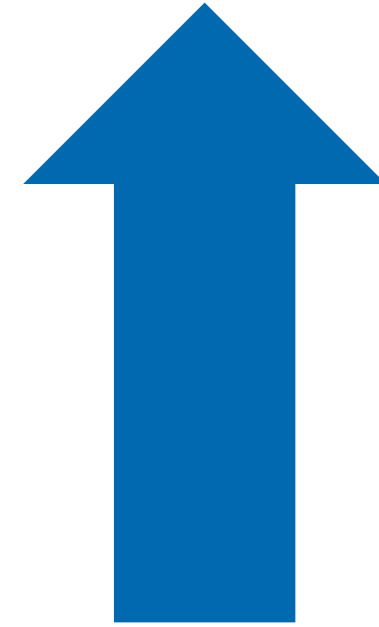


# Segment Performance – Key highlights FY21

Pipes and Fittings

**2,635.30 Crs**

**3.2% y-o-y**



Revenue

**2,12,060 MT**

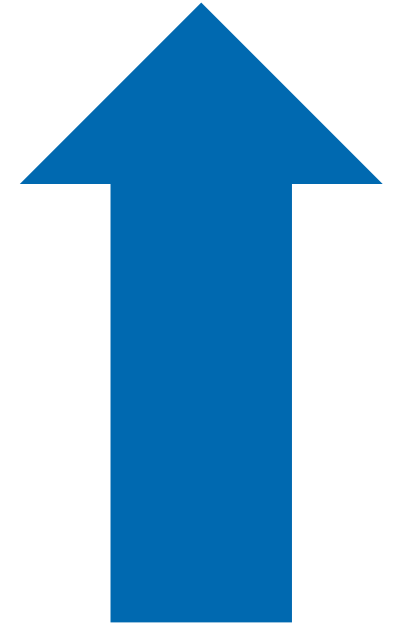
**(16.8%) y-o-y**



Volume

**251.19 Crs**

**24.2% y-o-y**

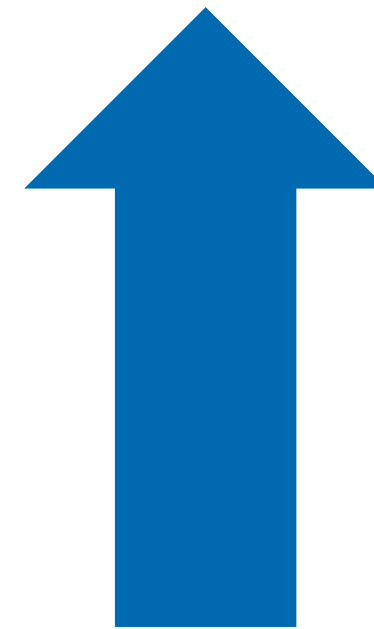


EBIT

Resin

**2,273.31 Crs**

**35.5% y-o-y**



Revenue

**2,36,086 MT**

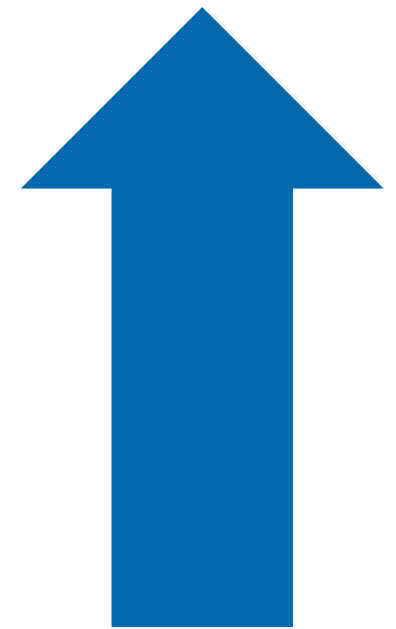
**(1.3%) y-o-y**



Volume

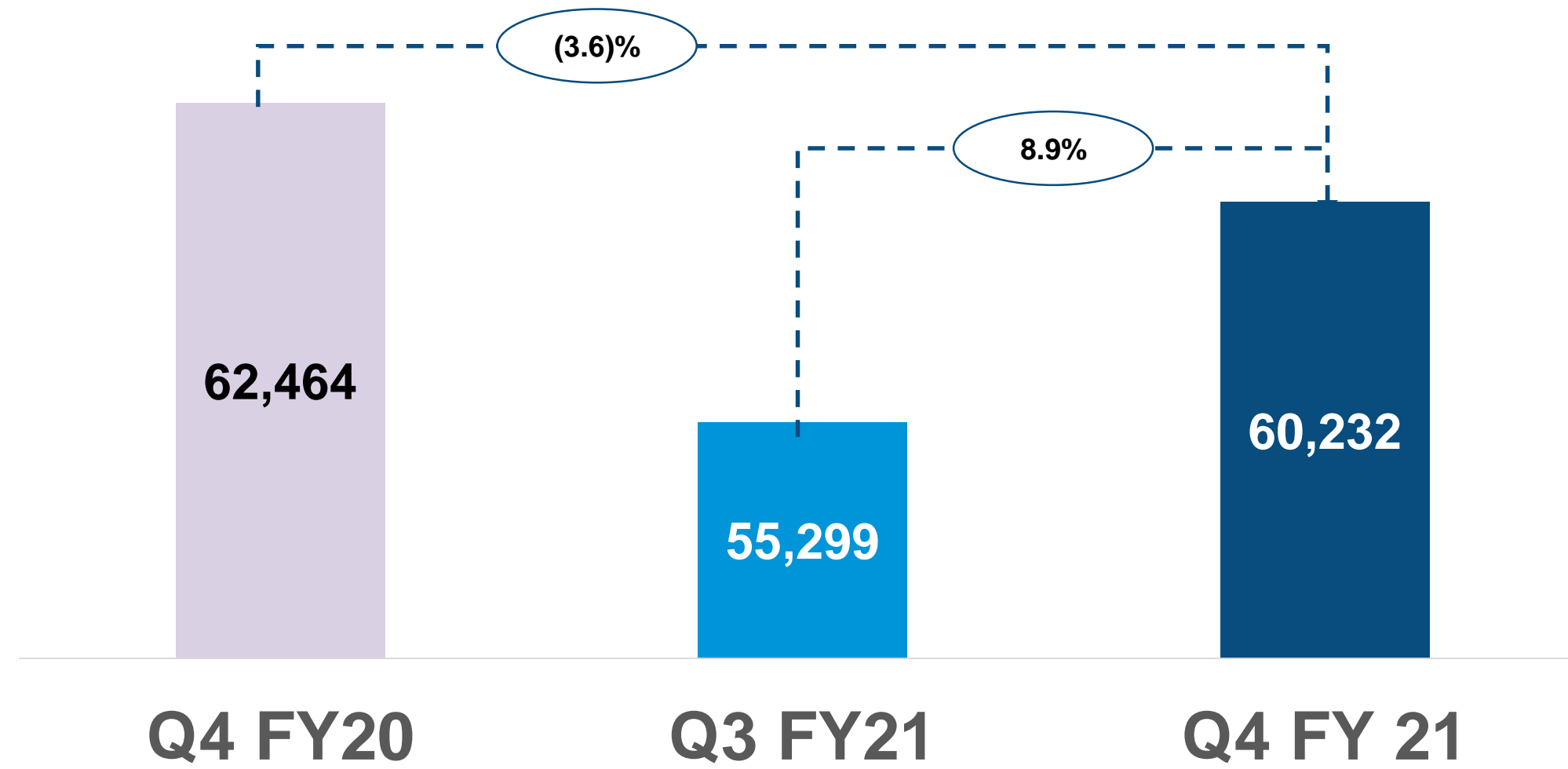
**696.40 Crs**

**248.9% y-o-y**

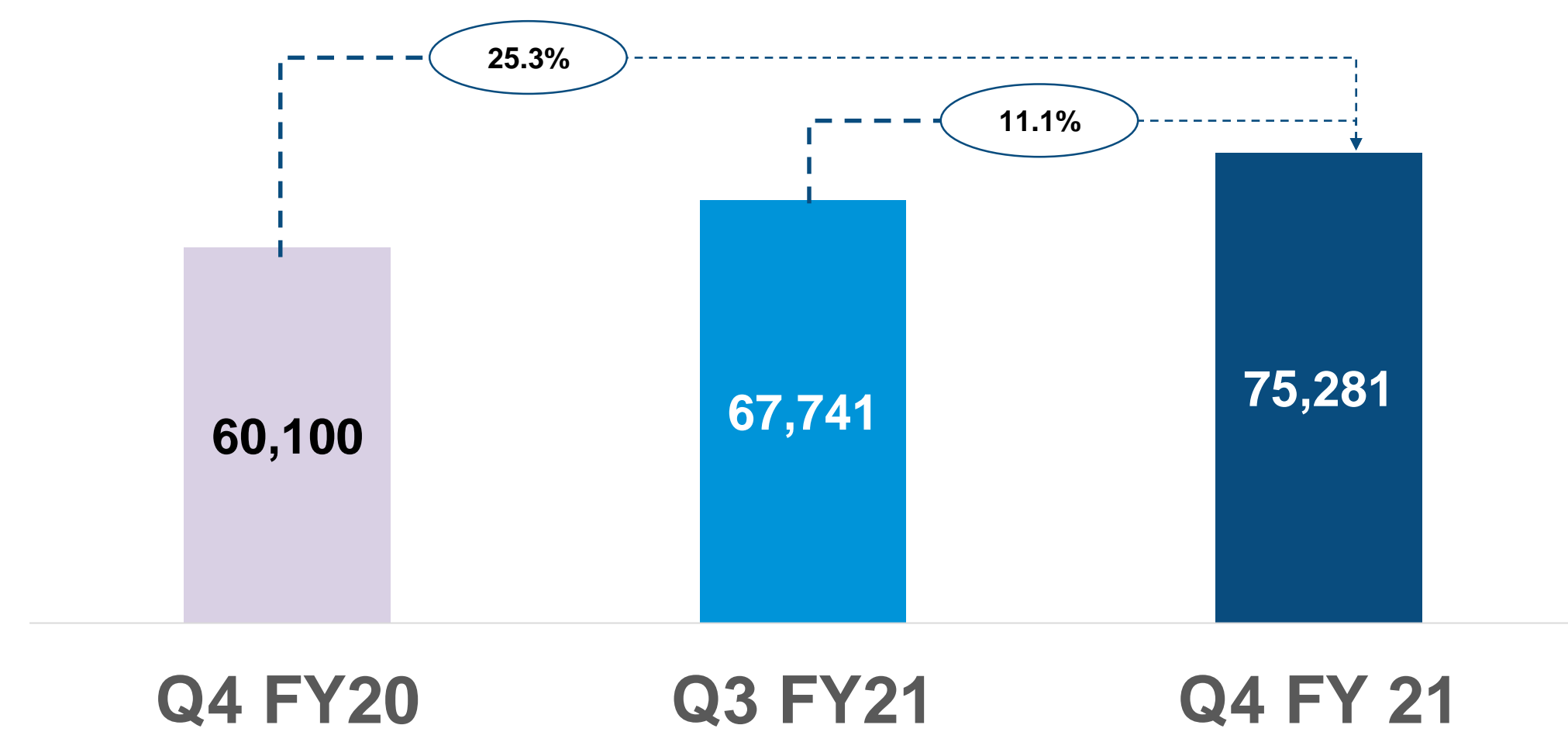


EBIT

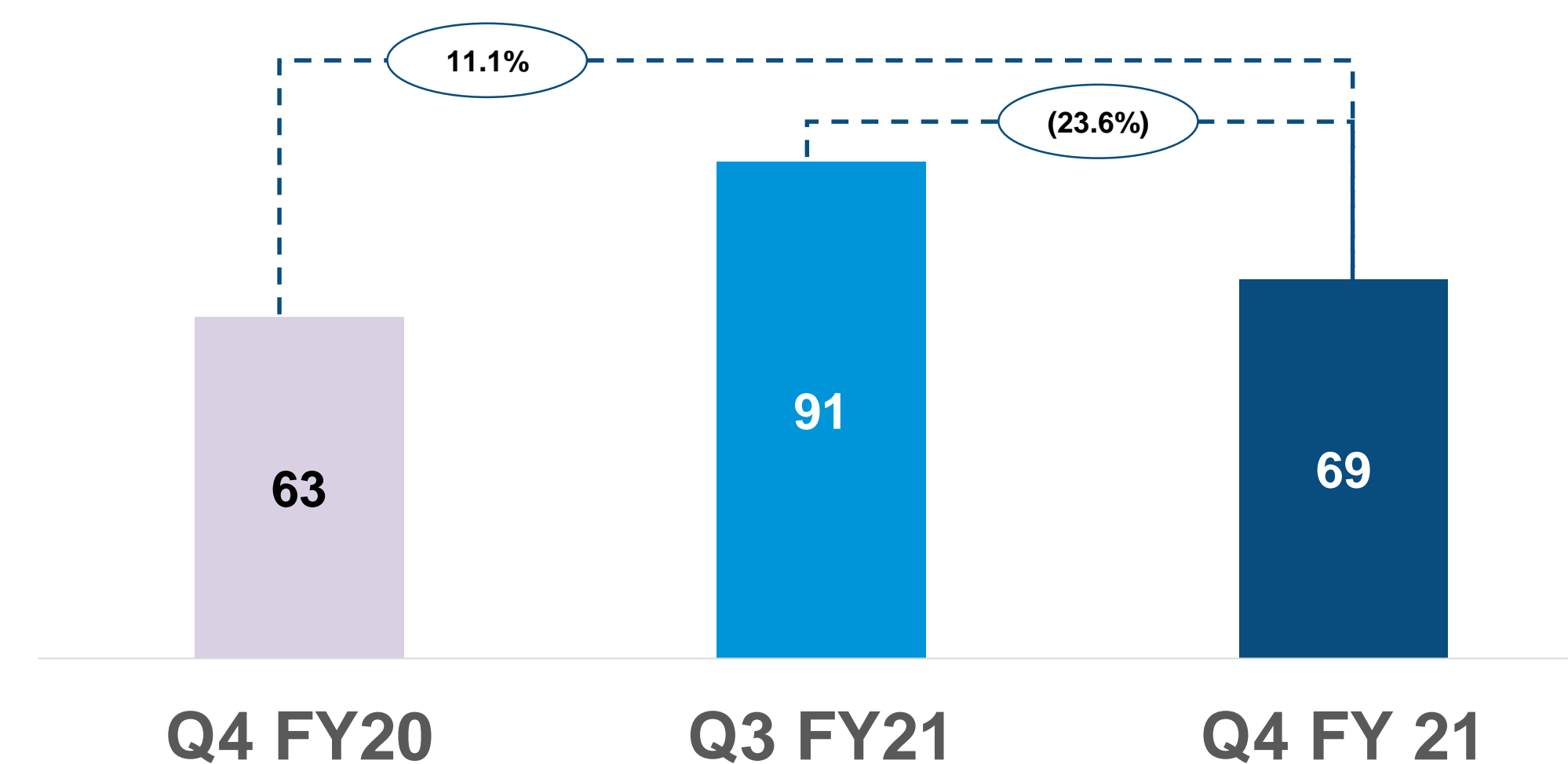
## P&F Volume (MTs)



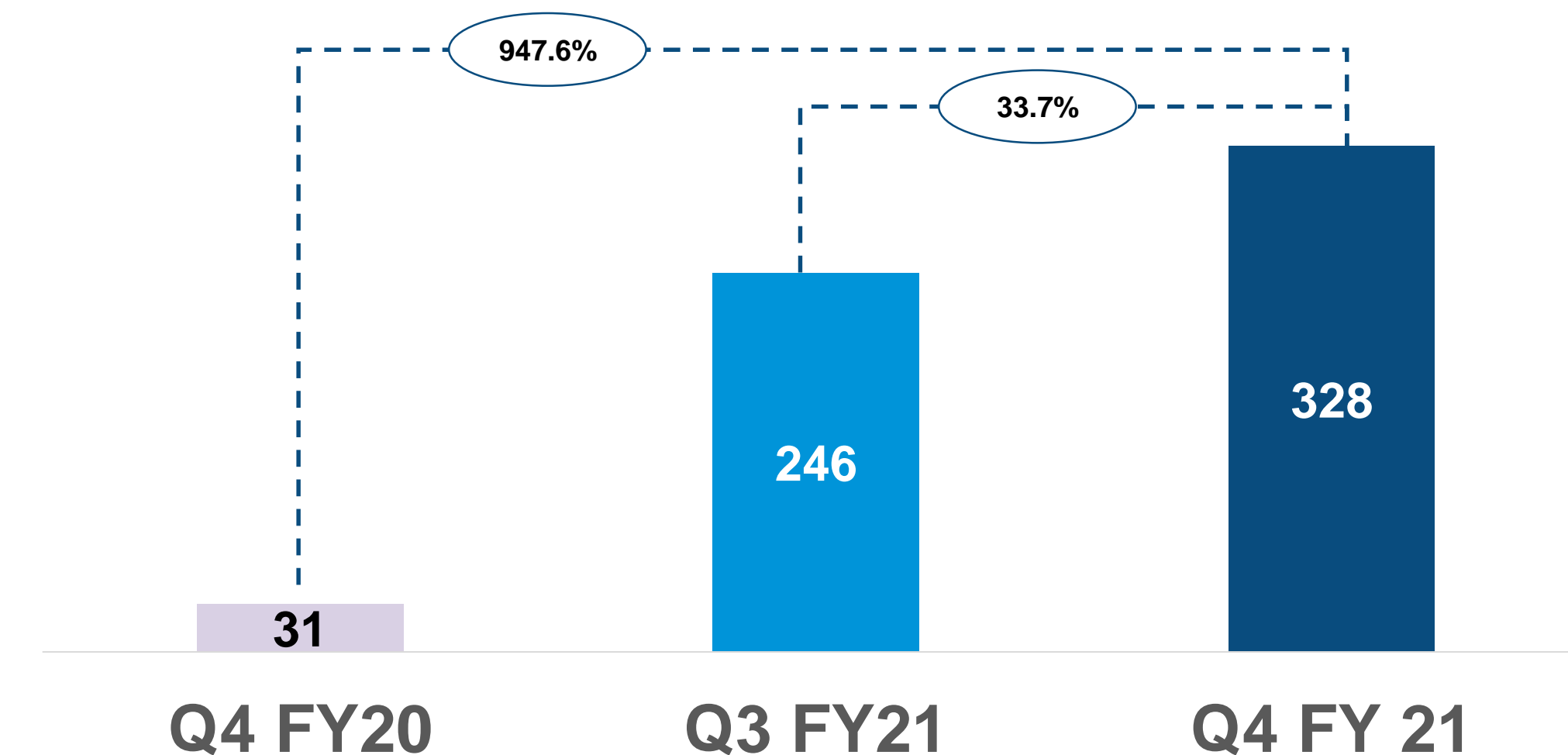
## PVC Volume (MTs)



## P&F EBIT (Rs Cr)



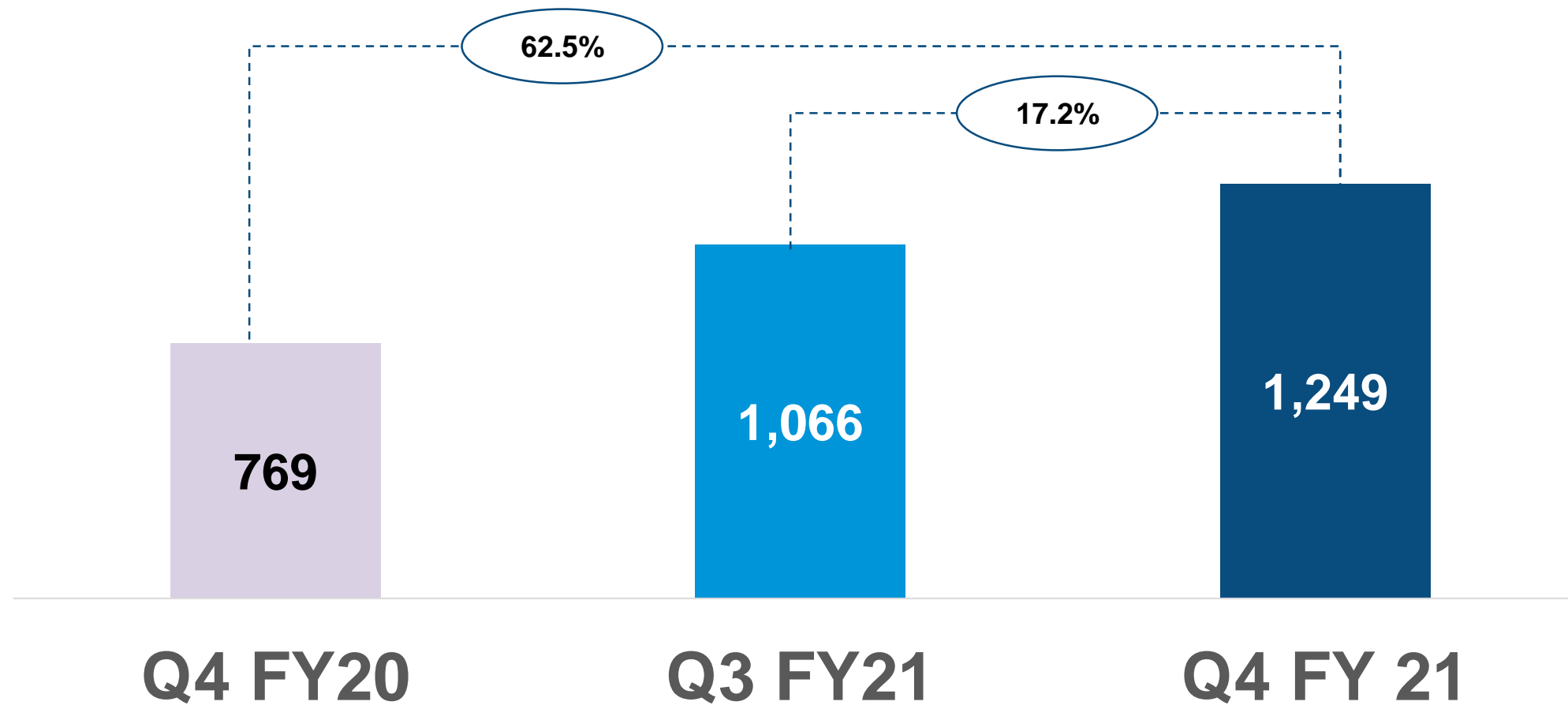
## PVC EBIT (Rs Cr)



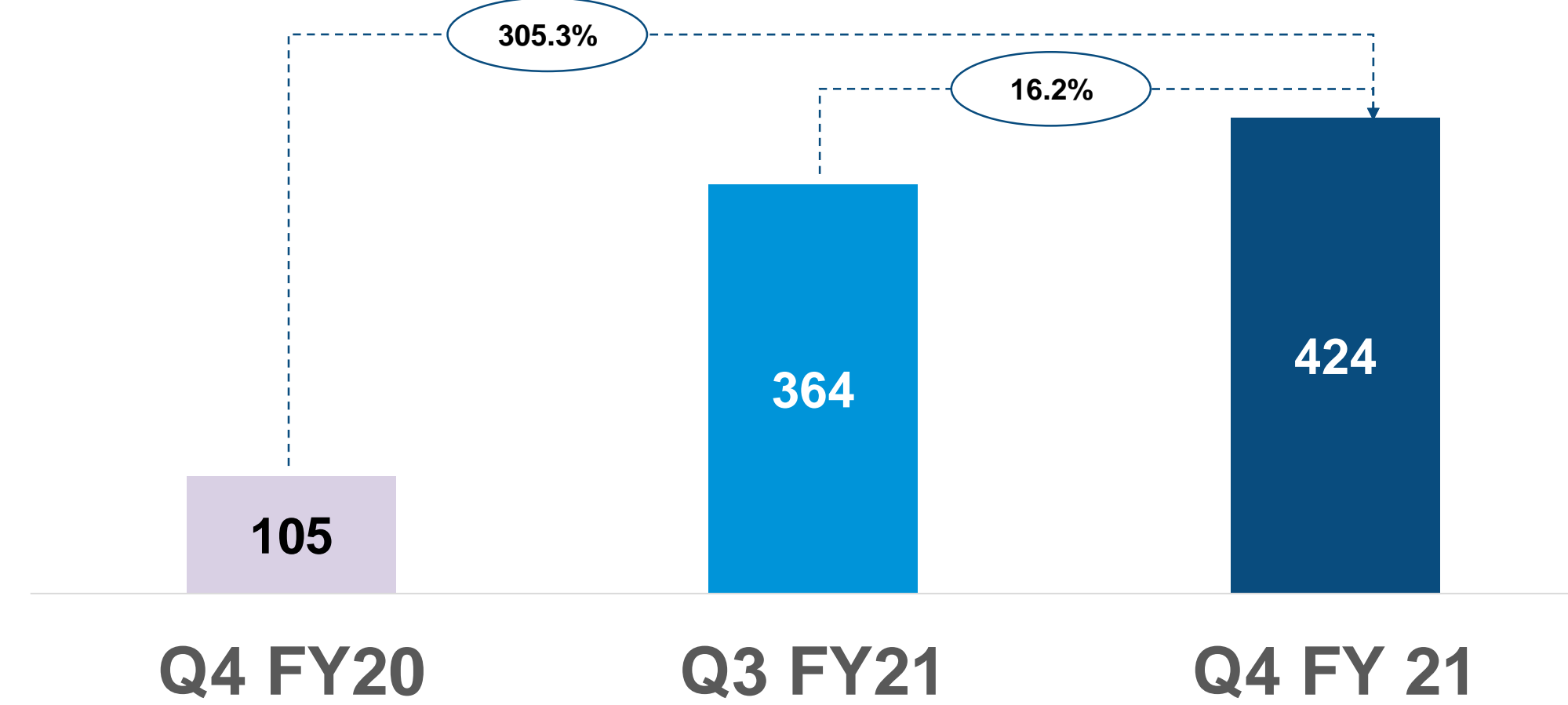


# Business Performance of the company

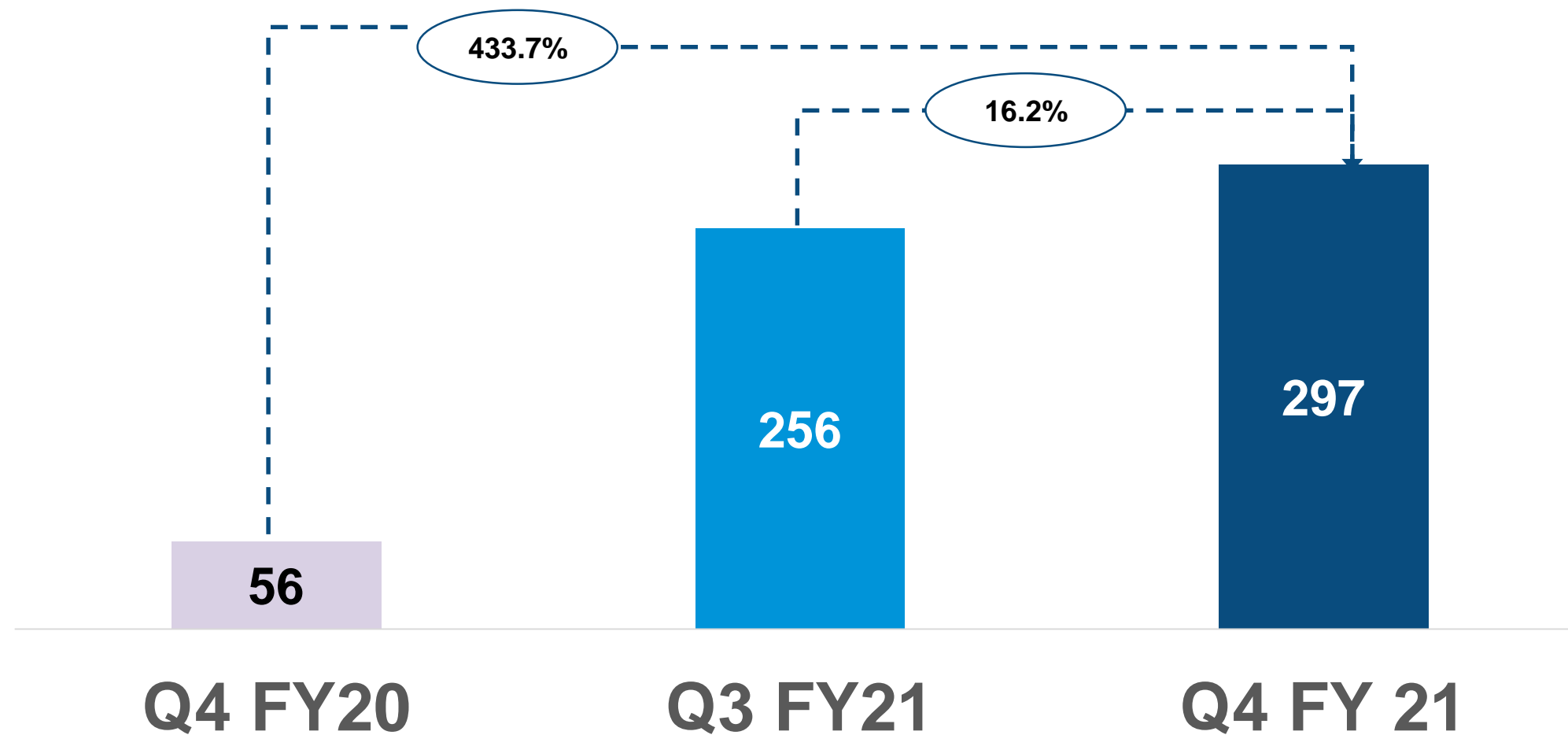
### Revenue (Rs Cr)



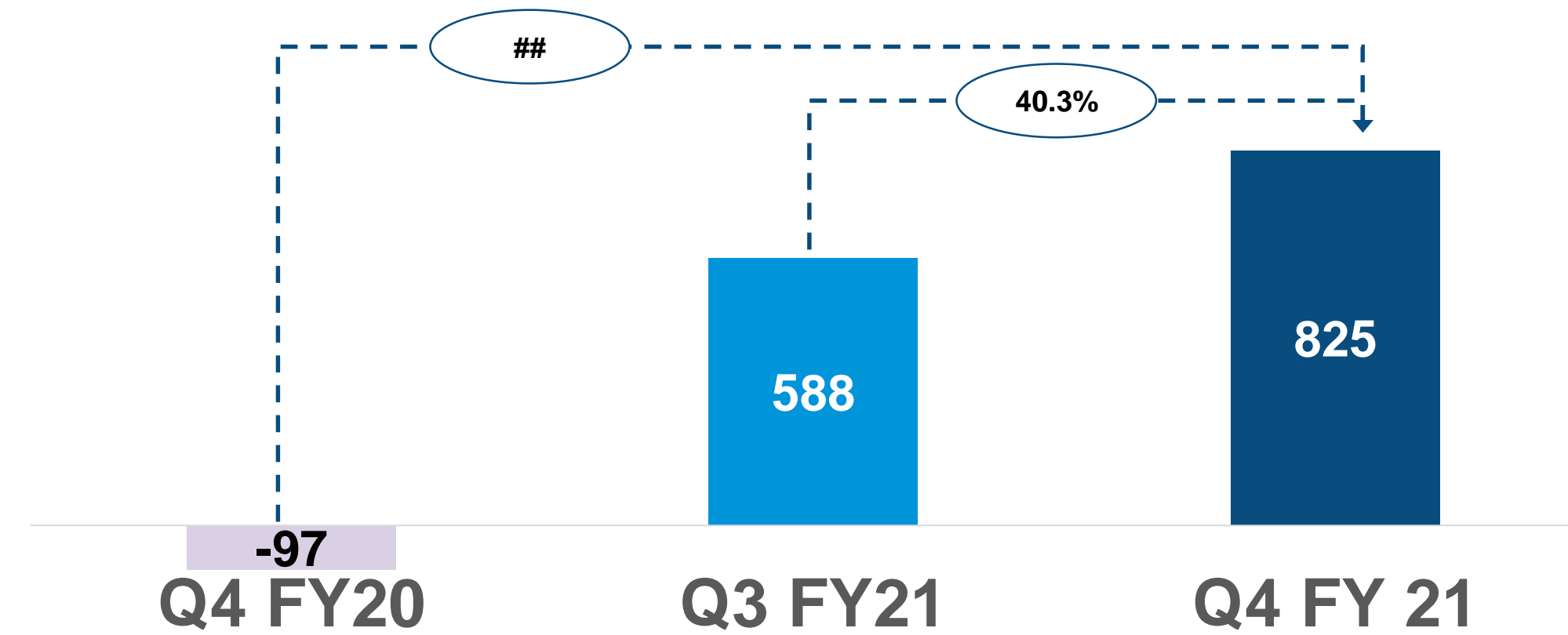
### EBITDA (Rs Cr)



### PAT (Rs Cr)



### Net Investments (Rs Cr)

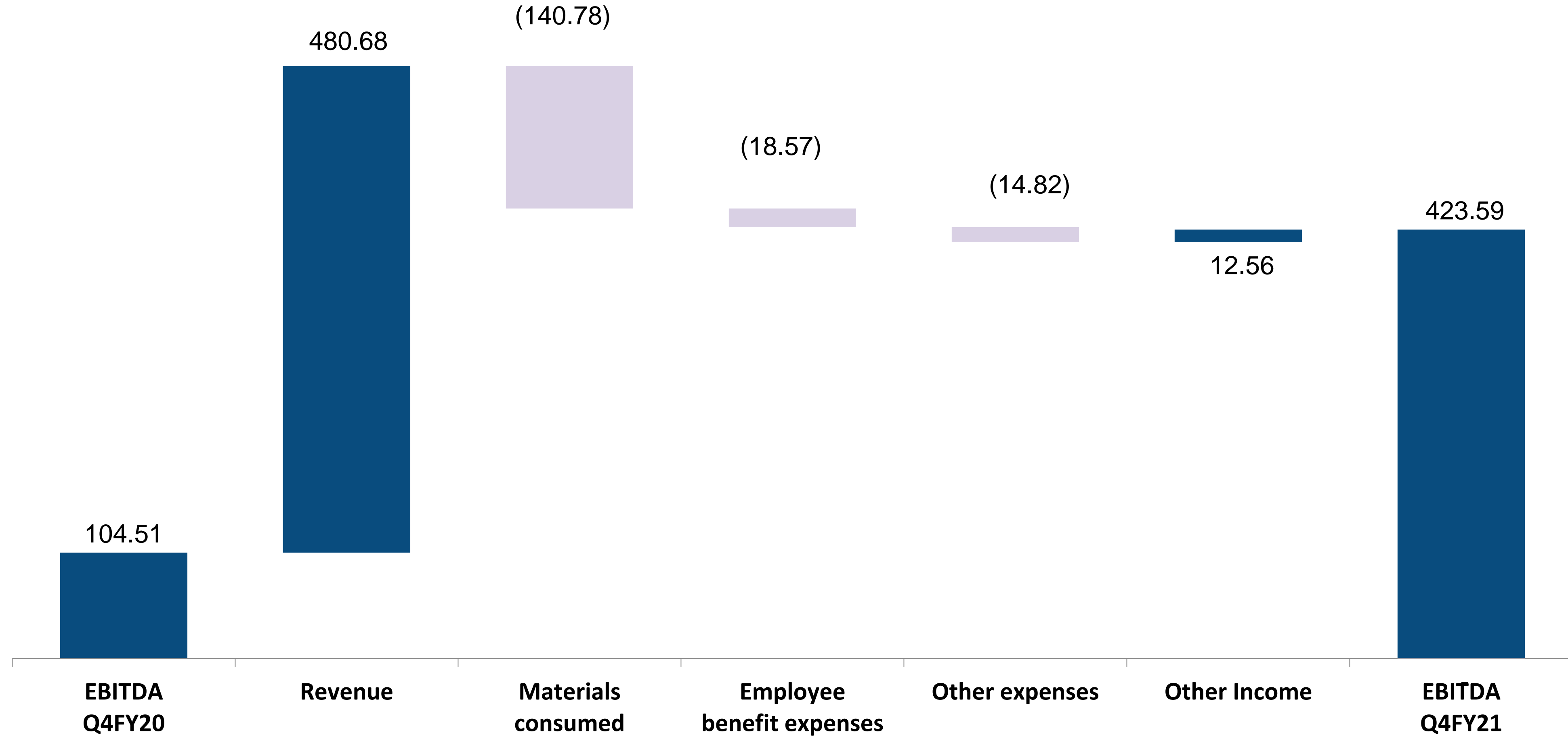


## The company had net debt as on 31<sup>st</sup> March 2020



# EBITDA Movement Q4 FY21 vs Q4FY20

Rs Crs





# Summarised Income Statement

Rs. In Crores	Q4FY21	Q4FY20	YOY Change	FY21	FY20	YOY Change
Total Income from operations	1,249.34	768.66	62.5%	3,462.82	2,984.51	16.0%
Other Income	13.54	0.98		72.48	30.84	
EBITDA	423.59	104.51	305.3%	1,061.79	478.28	122.0%
<b>EBITDA margin (%)</b>	33.9%	13.6%		30.7%	16.0%	
Depreciation	19.70	18.88		77.72	73.81	
EBIT	403.89	85.63	371.7%	984.07	404.47	143.3%
<b>EBIT %</b>	32.3%	11.1%		28.4%	13.6%	
Finance costs	1.84	8.49		7.27	11.28	
Profit before tax	402.05	77.14	421.2%	976.80	393.19	148.4%
<b>PBT %</b>	32.2%	10.0%		28.2%	13.2%	
Tax	104.72	21.43		248.78	68.99	
PAT	297.33	55.71	433.7%	728.02	324.20	124.6%
<b>PAT %</b>	23.8%	7.2%		21.0%	10.9%	





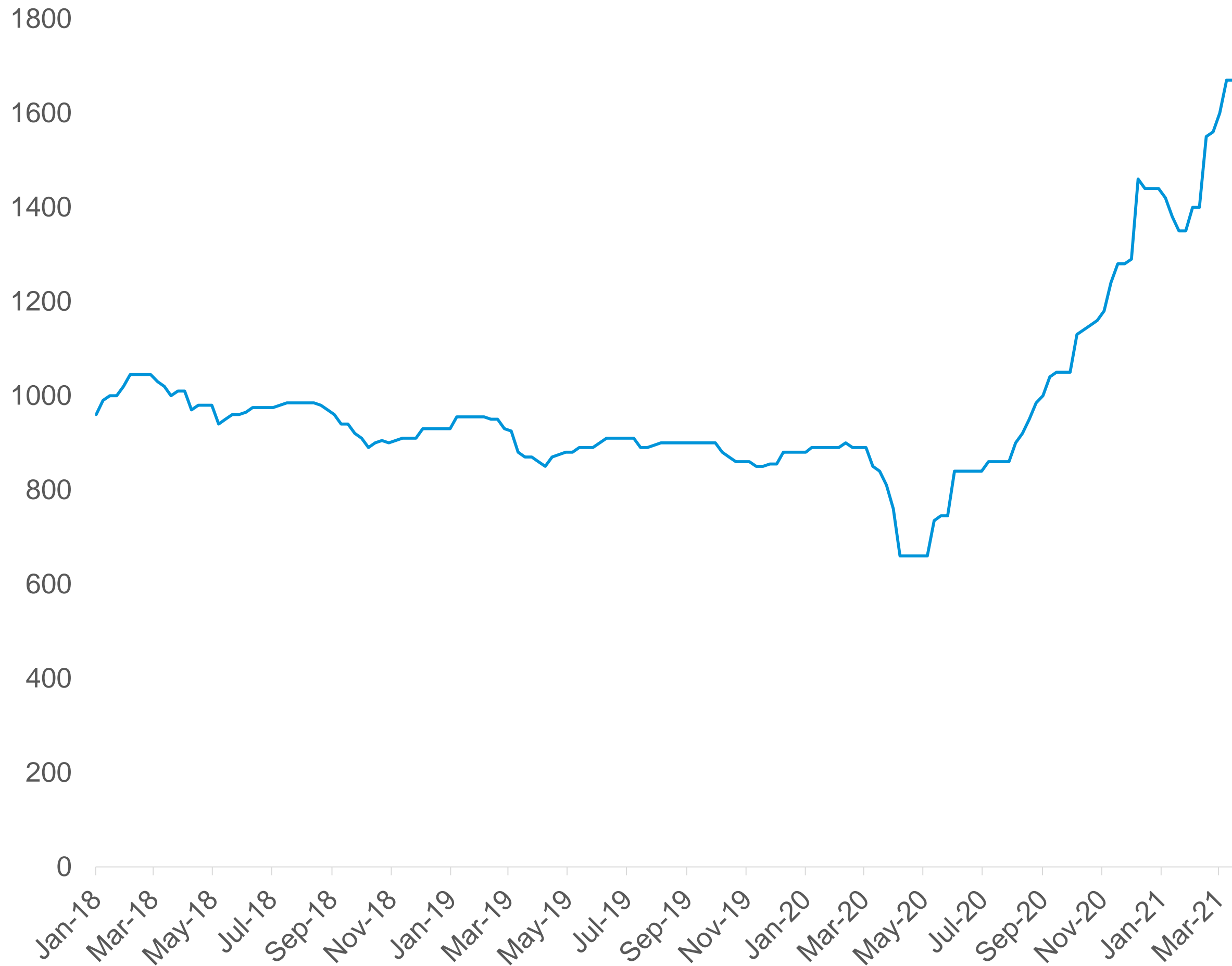
## Balance Sheet - Key Indicators

Rs. In Crores	31 <sup>st</sup> March 2021	31 <sup>st</sup> March 2020
<b><i>Equity and liabilities</i></b>		
Share capital	124.10	124.10
Reserves and surplus	2,948.78	1,805.71
Long term borrowings	-	-
Short term borrowings (including loans repayable in one year)	203.85	282.67
<b><i>Assets</i></b>		
Fixed assets (Net block)	1,002.35	1,016.89
Capital WIP	8.15	7.28
Non current investments	1,085.26	455.53
Current investments	506.94	124.53
Debt/Equity	6.6%	14.6%

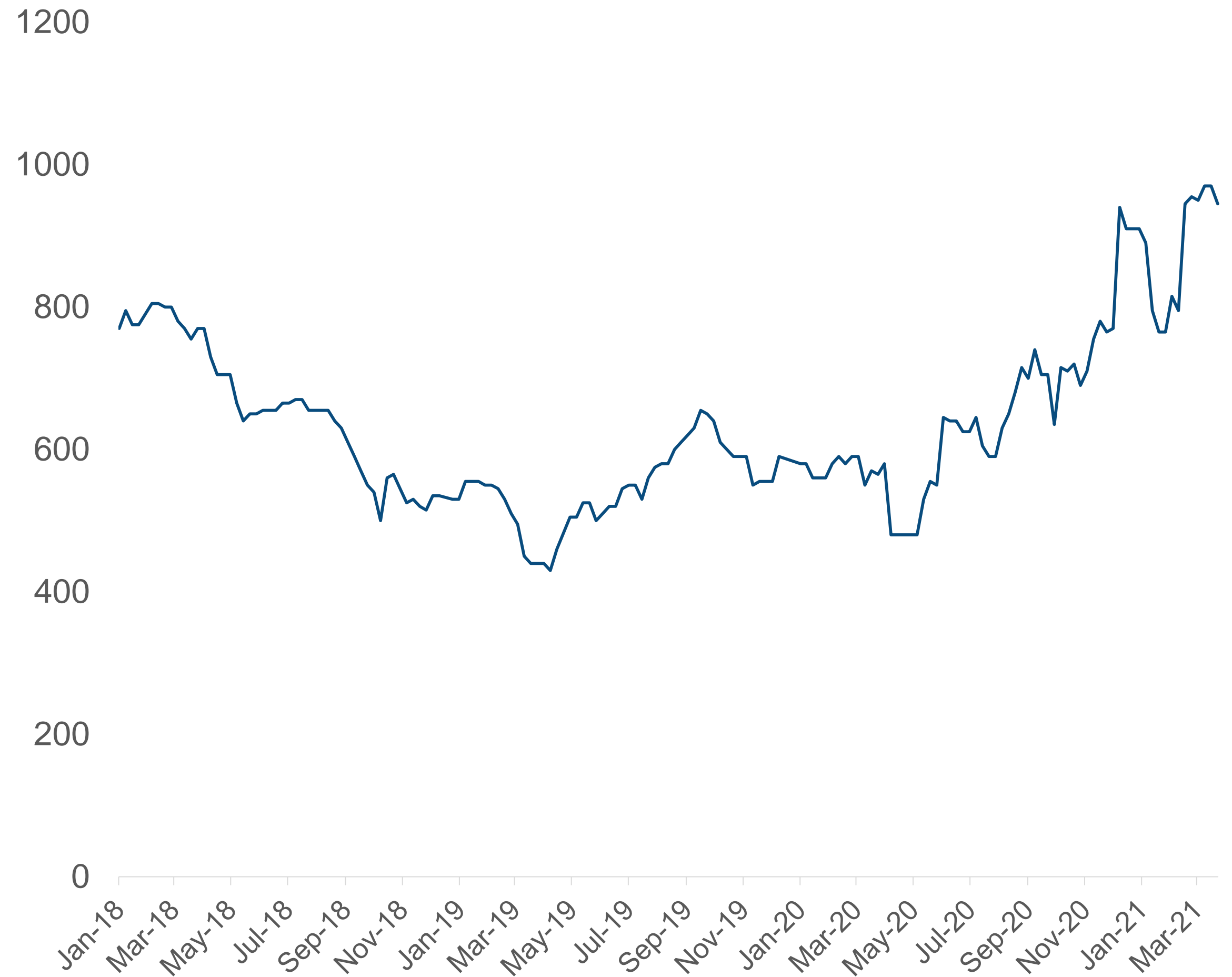


# PVC Prices & PVC/EDC Delta

## PVC (USD/MT)



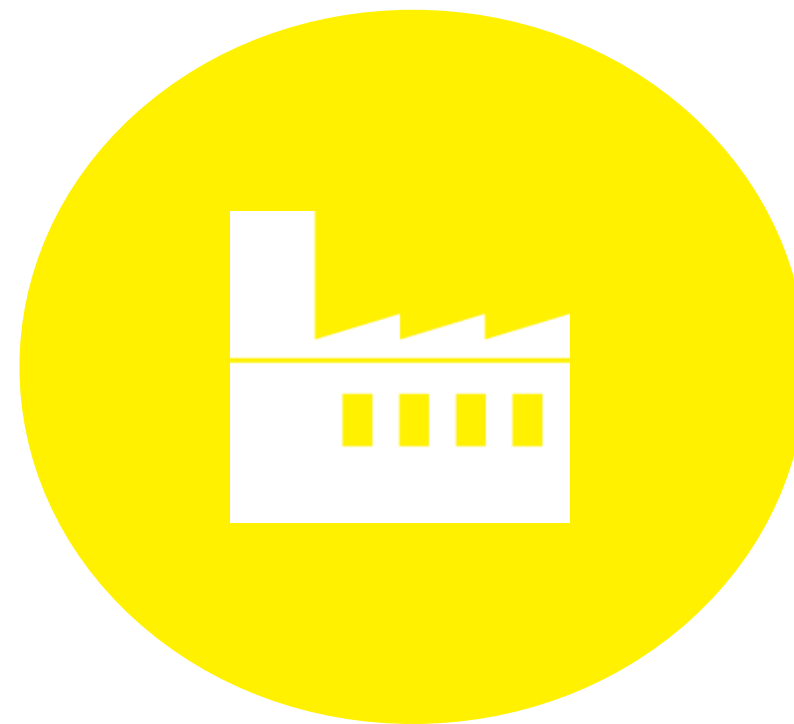
## PVC/EDC Delta (USD/MT)





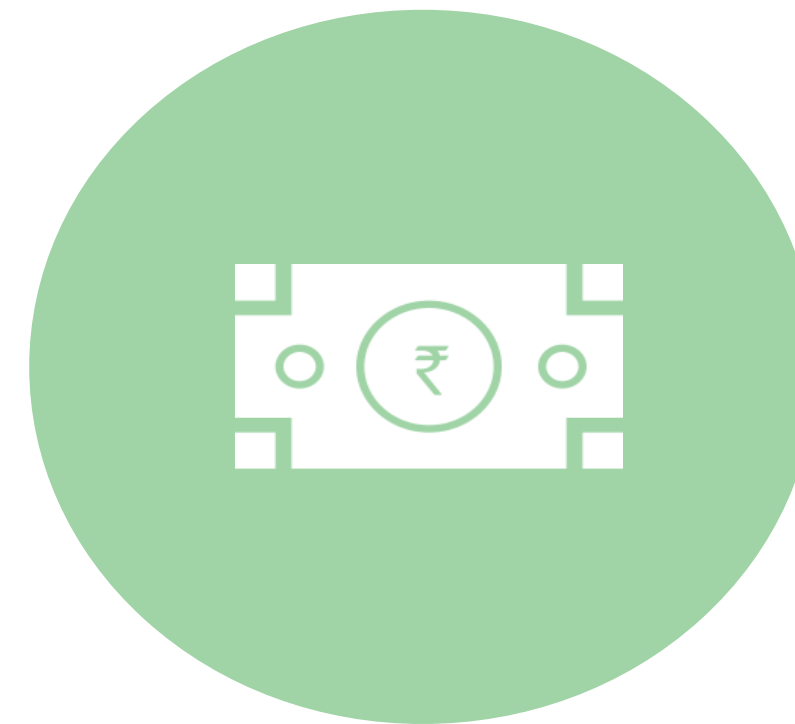
## EXPANDING FOOTPRINT

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



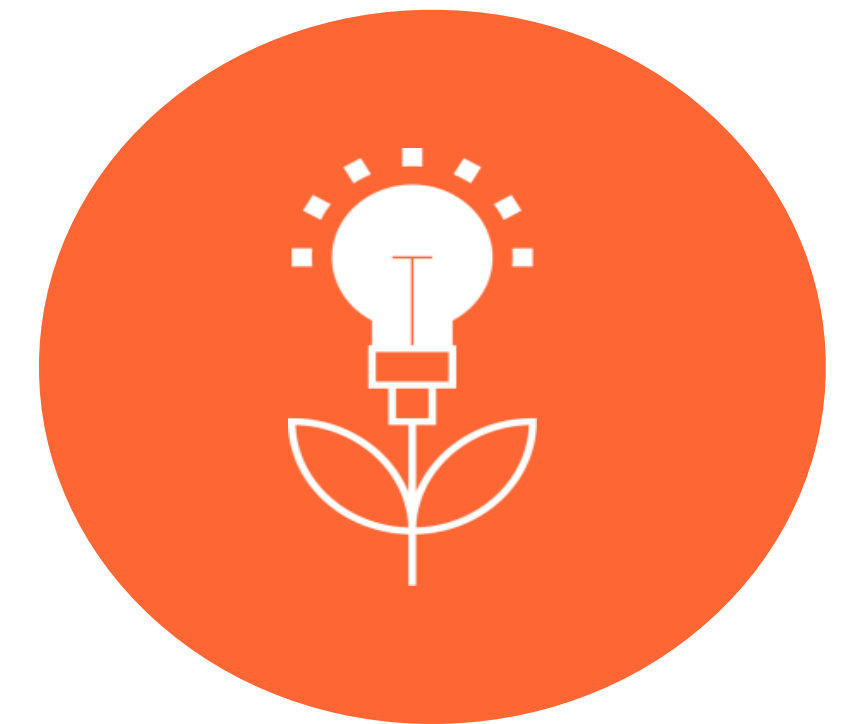
## CAPACITY EXPANSION

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

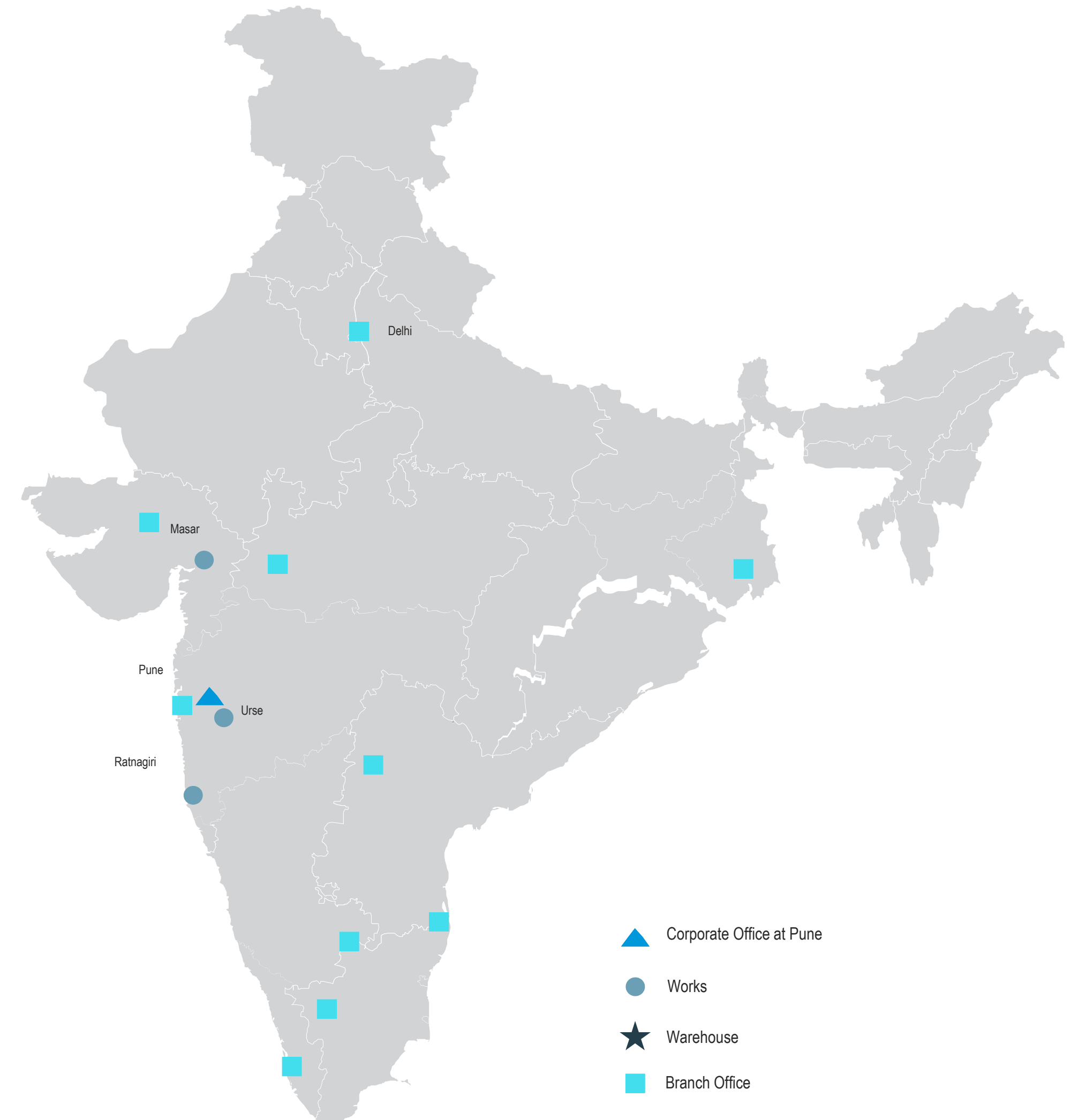
Promote brand and quality consciousness amongst consumer.

## 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, Works and Warehouses





# CSR Activities in Q4 FY21 – 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 to 13 Nursing Girl Students & 50 BSC Agriculture students
- 165 students at Nidhal Primary School, 25 benches at Mahatma Gandhi School, Teachers salary at ROBA Trust Dehradun

## Eradicating Extreme Hunger and Poverty

- 1 Crore individual impacted in our endeavour in eradicating hunger and poverty over the years.
- Grocery support to 20 institutes in Pune, Ratnagiri.
- Diaper support to 8 senior citizen homes, Pune
- Through Annamrita Foundation, we have given over 13,500 meals and fed 9000 Cows

## Promoting Preventive Healthcare

- 75 Cataract surgeries, 75 insulin distribution, 3 Diabetic Camps & 39 Blood test sponsored in the last quarter.
- Financial support to 79 patients, in total 783 patients supported.
- Inauguration of Human Milk Bank Command Hospital in Pune.
- Over the years MMF has been instrumental in training Medical Professionals, supporting Hospital infrastructure and other activities

# CSR Activities in Q4 FY21 – some snapshots



Partnership with Action Aid to Extend the Gamut of Our COVID Relief Efforts Through 27 Volunteers Enabling On-Ground Support Across 3 States



### Pan India Support With Action Aid



Masks



Gloves



Oxygen Concentrators



PPE Suits



Ventilators

Mukul Madhav



### Partnership with British Asian Trust to Tackle Abuse Against Children & Child Labour



BRITISH ASIAN TRUST  
TRANSFORMING LIVES TOGETHER



Elimination of Child Labour and Protection of Children in Alirajpur, Madhya Pradesh



Prevention of Child Trafficking in Vulnerable Districts in Bihar

Mukul Madhav Foundation

### Partnership with Prince's Trust International, UK to Tackle the Global Crisis of Youth Unemployment



Prince's Trust International

YOUTH CAN DO IT



Skill Development of Youth & Women



Extending talks for future interventions

Mukul Madhav Foundation

#### Promotion of Vocational Skill and Livelihoods

- Installed a pipeline network to the hostel and plantation area at ITI College Aundh, Pune
- Supported 10 para-medical students at Aradhana Skills, Pune who recently graduated in the 4<sup>th</sup> Convocation ceremony

#### Promoting Gender Equality and Empowering Women

- Infrastructure Elevator support for Anand Ghar Old age Home, Kolambe in Ratnagiri, Maharashtra
- 13 villages supported with home based healthcare for women in collaboration with SEARCH, Gadchiroli, Maharashtra
- 17 tribal women farmers supported with 170 honey bee boxes.

#### Other Key Initiatives & Partnerships

- Under Mission Cerebral Palsy – 606 Physiotherapy sessions, 436 speech sessions. Support to 1012 kids
- Partnership with British Asian Trust, Actionaid, & Prince's trust International having impact in various key issues impacting mankind.



## CSR Activities in Q4 FY21 – Covid -19 Relief Efforts



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

- 417 Oxygen concentrators, 32 Ventilators
- 5,500 Warrior Kits,
- Support extended to 10 states

- 100 PPE Kits & Safety gears
- 250 Masks
- 300 Paracetamol strips

- 250 Gloves
- 2 Thermo scanners
- 2 Oximeters



# Print, Magazine Ads, & Other Branding Activities

## Indian Plumbing Association

## Magazine/Epaper Ads

## Festive Ads





# Electronic Coverage, Outdoor Advertising, Event Promotion


## Events Association



## Outdoor Advertising/Events




## Digital Events




**Shaam-e-Sangram**

Motivation,  
Fitness,  
Life Lessons  
& more for the  
**Finolex Parivar.**



**Block your date!**  
Saturday  
20<sup>th</sup> February, 2021  
4:30 pm  
Viewing links to follow soon

Moderated by  
**RJ Tarun**  
Radio One, Pune





**CPVC PIPES & FITTINGS**



**ASTM  
PIPES & FITTINGS**



**SWR  
PIPES**



**SEWERAGE PIPES**



**CASING PIPES**



**COLUMN PIPES**



**AGRI PIPES & FITTINGS**



**SOLVENT CEMENT**

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