



Investor Presentation

Q2 FY22

Strong performance on all parameters on YoY basis



Highest ever Q2 and H1 results

Q2 FY22

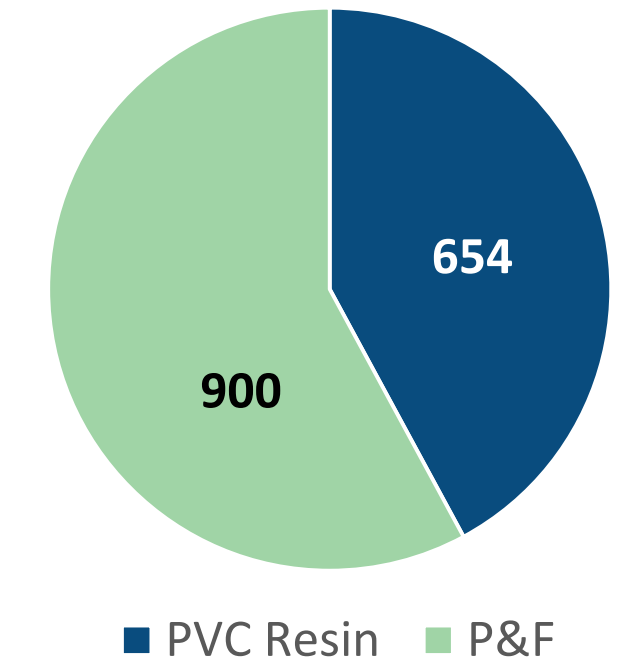
- Total revenue registered a y-o-y growth of 84.9% to Rs. 1,083 Cr

H1 FY22

- Total revenue registered a y-o-y growth of 78.5% to Rs. 2,049 Cr

Segment Revenue - Q2 FY22

Rs Cr



Significant Improvement in operational performance

- EBITDA more than doubled to Rs 301 Cr (vs. Rs. 145 Cr)
- PAT grew by 96.4% from Rs 120 Cr to Rs 235 Cr

- EBITDA more than doubled to Rs 511 Cr (vs. Rs. 233 Cr)
- PAT grew by 118.4% from Rs175 Cr to 382 Cr

Segment Volume – Q2 FY22

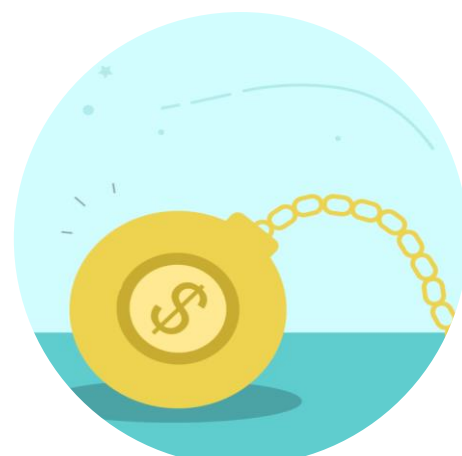
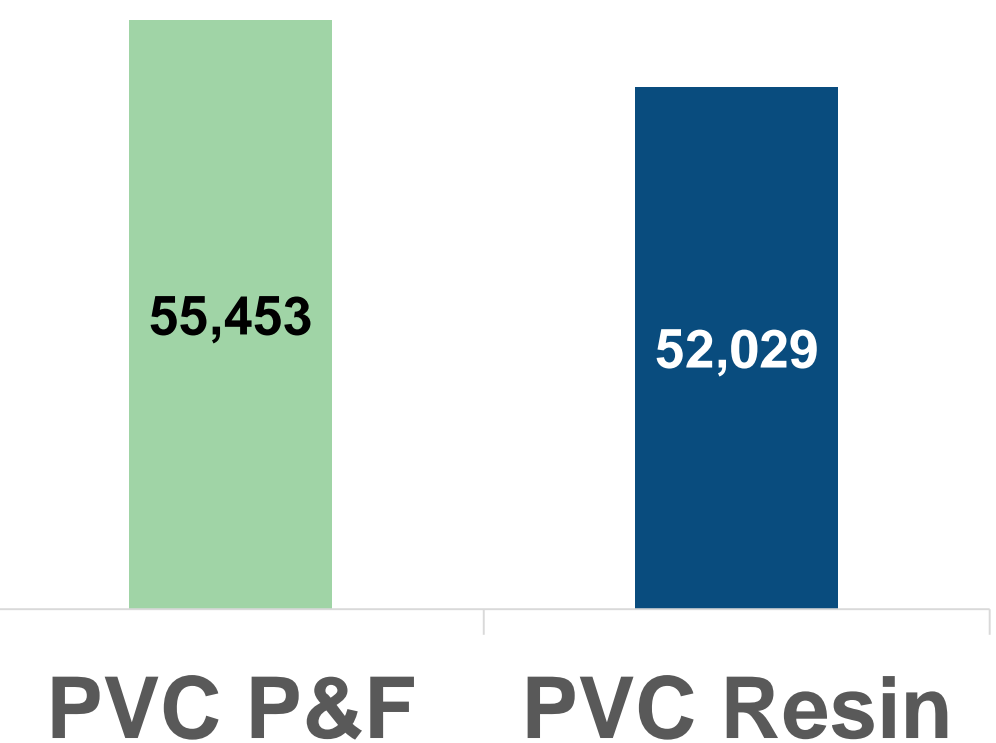
MT



Double digit growth in P&F segment

- PVC Pipes & Fittings volume registered a y-o-y growth of 27.1% to 55,453 MT.
- PVC Resin volume registered a y-o-y growth of 9.2% to 52,029 MT

- PVC Pipes and Fittings volume registered a y-o-y growth of 15.3% to 1,11,272 MT.
- PVC Resin volume registered a y-o-y growth of 9.9% to 1,02,278 MT



Strong liquidity and healthy balance sheet

- Liquid Investments (Net of Borrowings) at Rs 916 Cr on 30 Sep 21

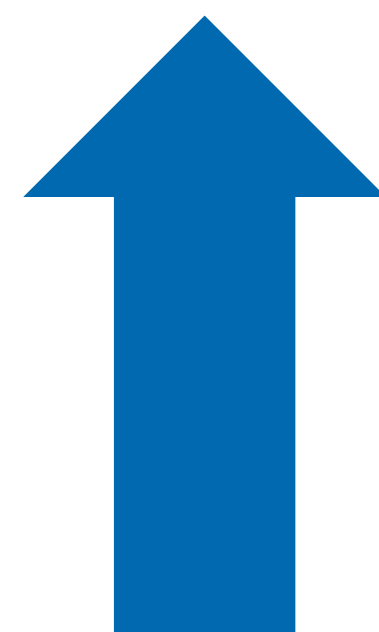
- Net Cash inflow from operating activity (before taxes) Rs 531 Cr

Segment Performance – Key highlights Q2 FY22

Pipes and Fittings

899.63 Cr

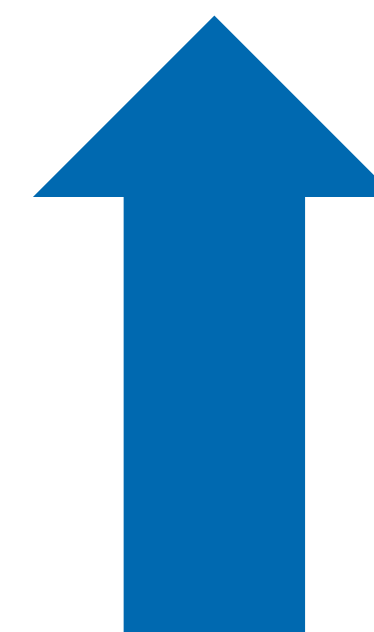
79.6% y-o-y



Revenue

55,453 MT

27.1% y-o-y



Volume

57.45 Cr

46.2% y-o-y

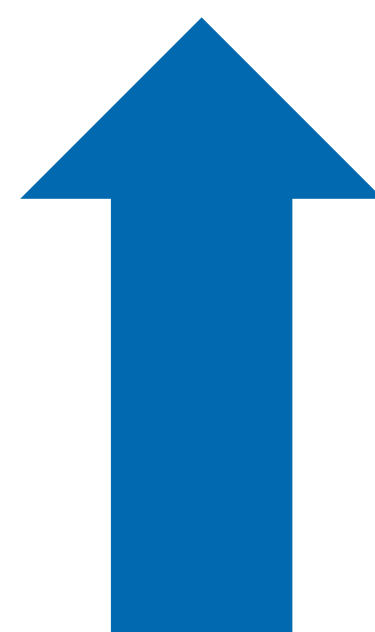


EBIT

Resin

654.34 Cr

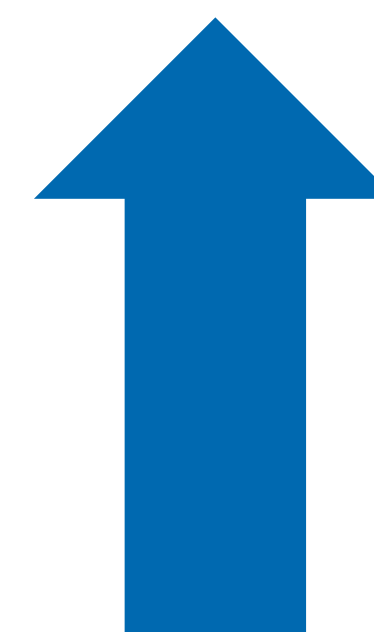
77.9% y-o-y



Revenue

52,029 MT

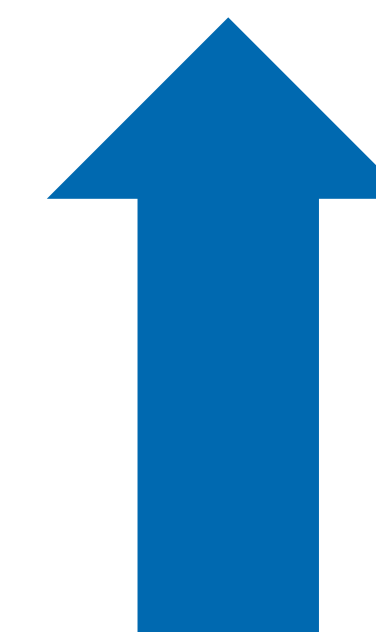
9.2% y-o-y



Volume

230.59 Cr

132.7% y-o-y

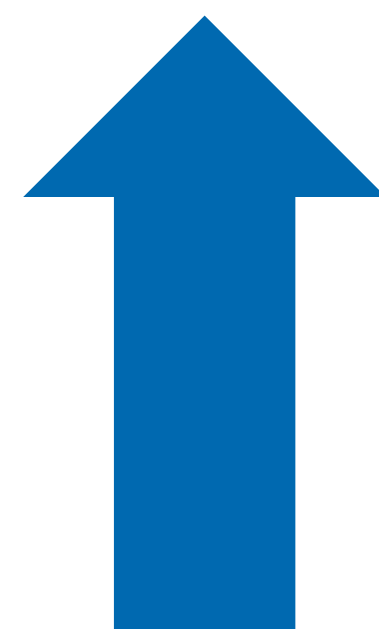


EBIT

Segment Performance – Key highlights H1 FY22

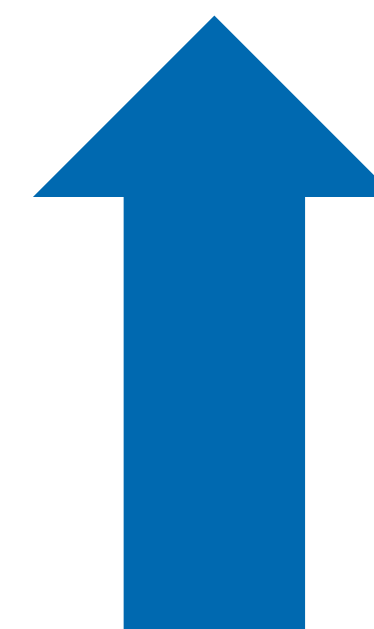
Pipes and Fittings

1,745.02 Cr
73.1% y-o-y



Revenue

1,11,272 MT
15.3% y-o-y



Volume

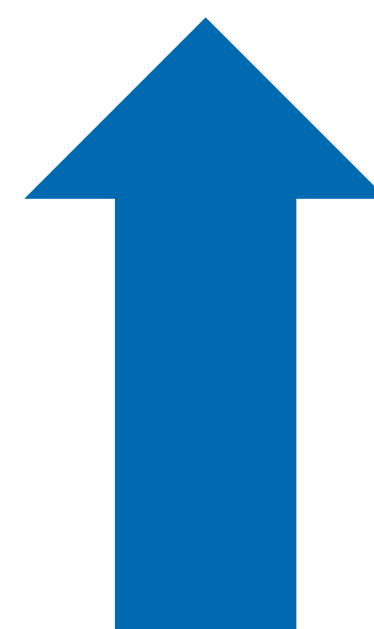
101.09 Cr
11.4% y-o-y



EBIT

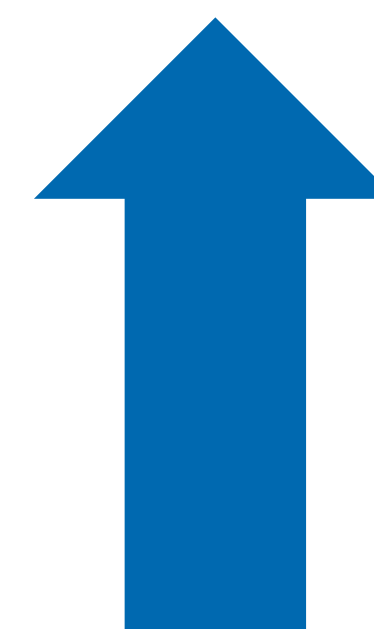
Resin

1,281.45 Cr
93.6% y-o-y



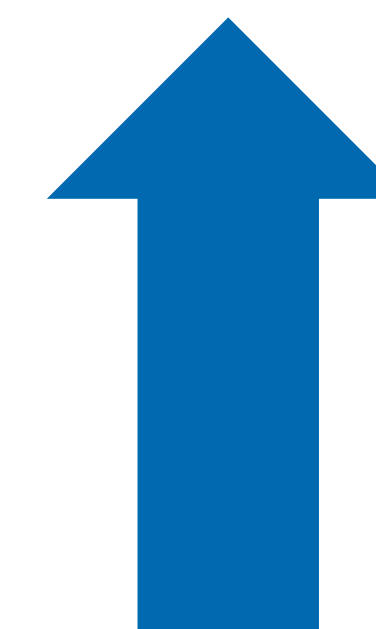
Revenue

1,02,278 MT
9.9% y-o-y



Volume

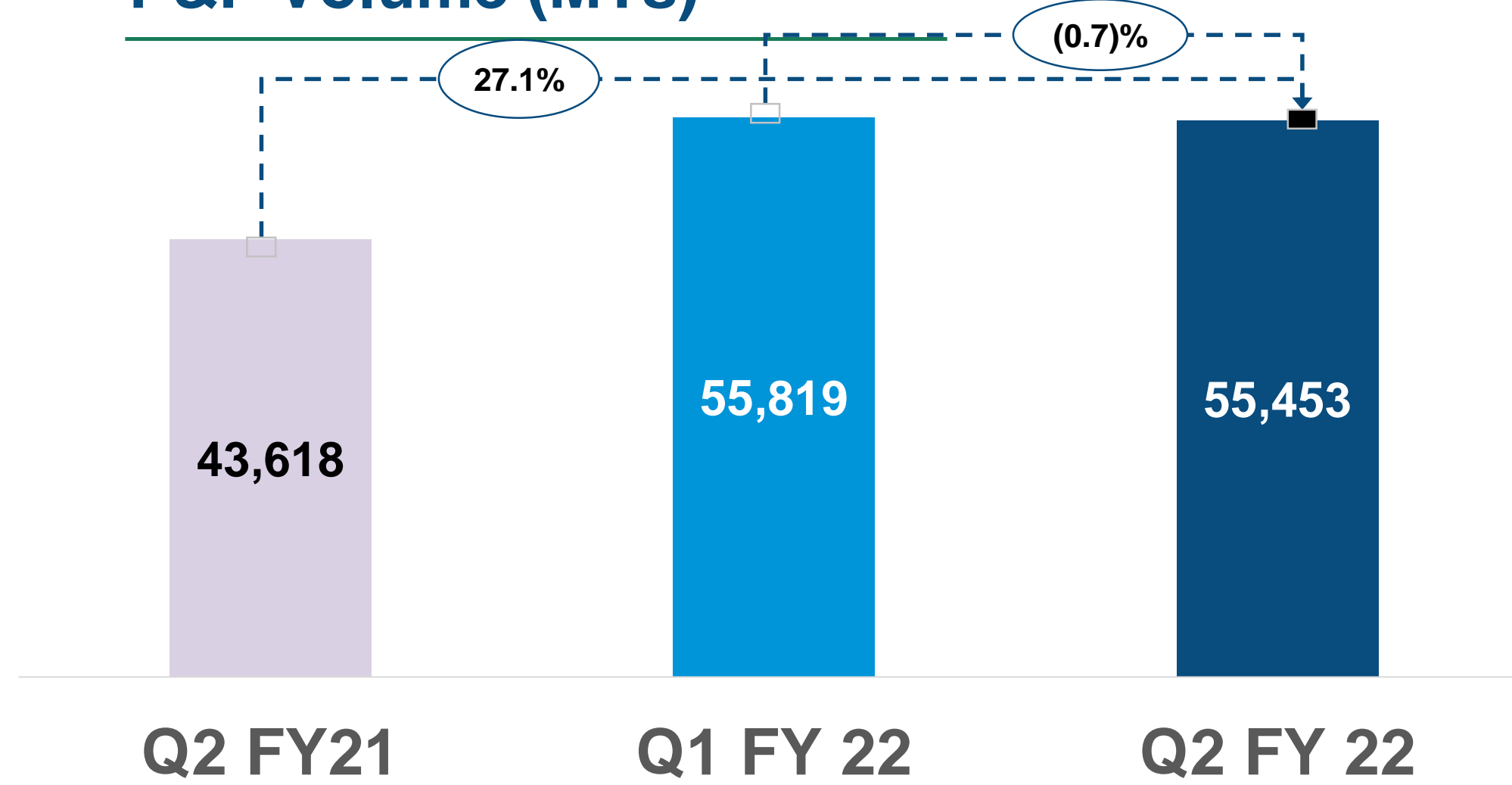
388.44 Cr
217.6% y-o-y



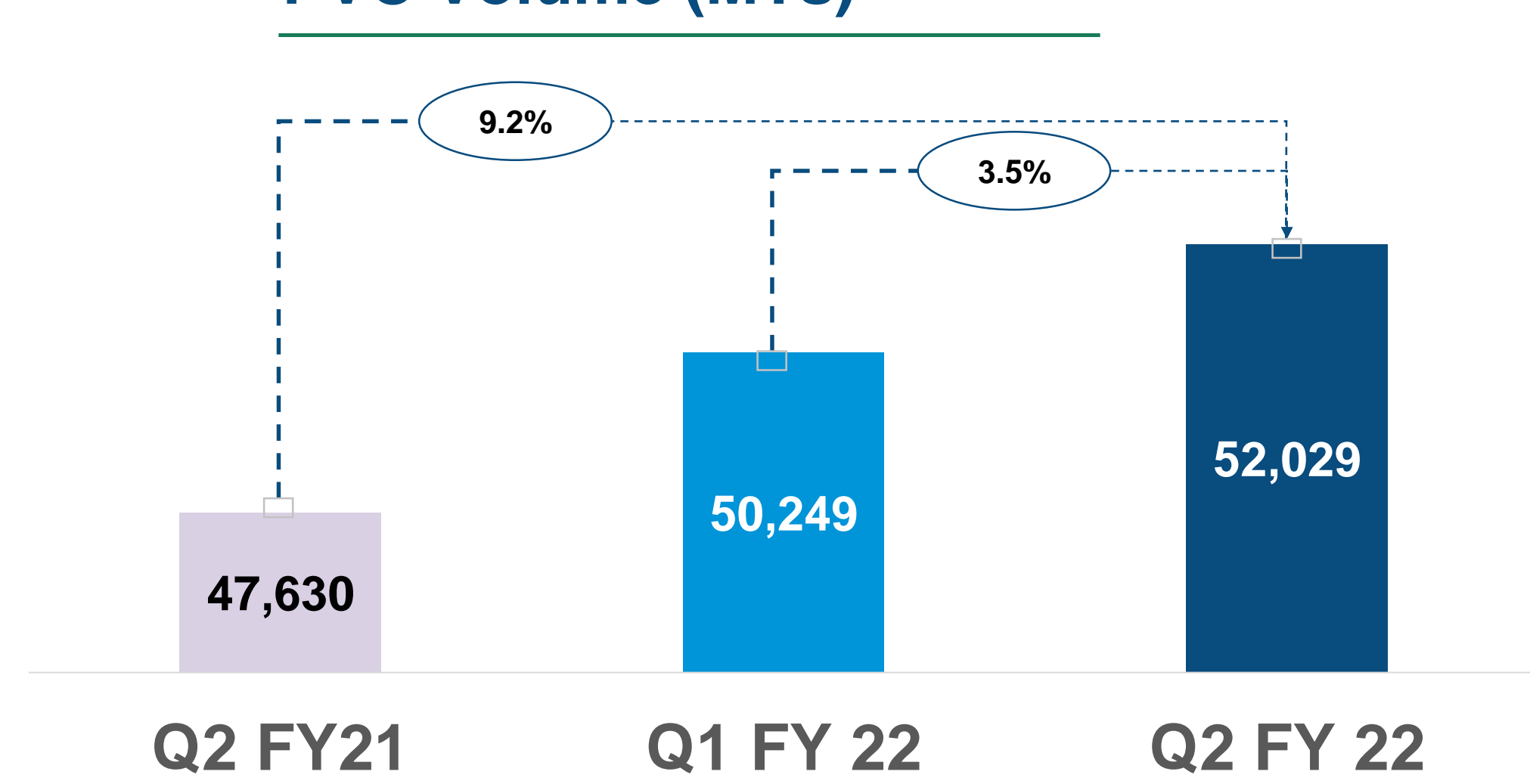
EBIT

Business Performance by Segment

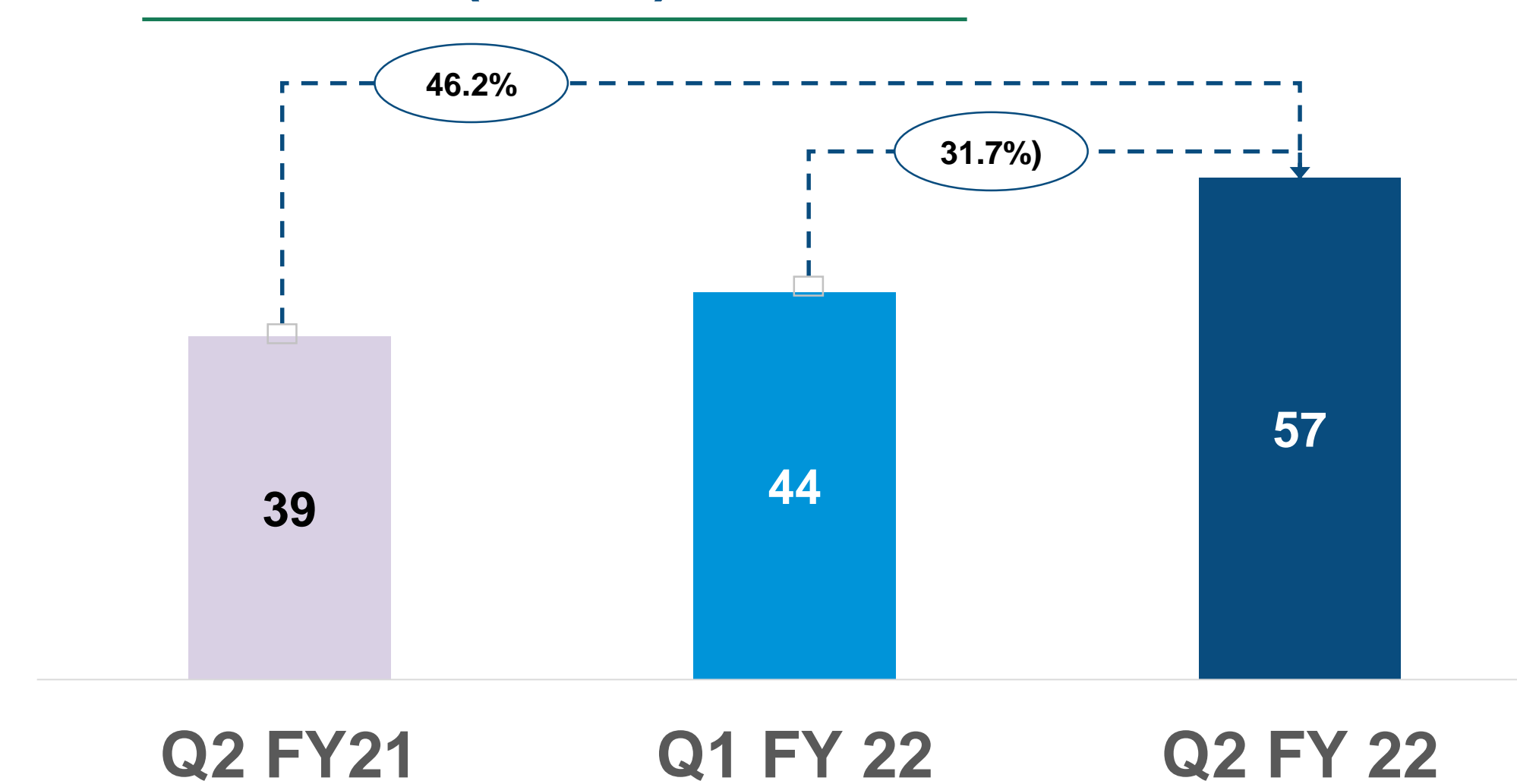
P&F Volume (MTs)



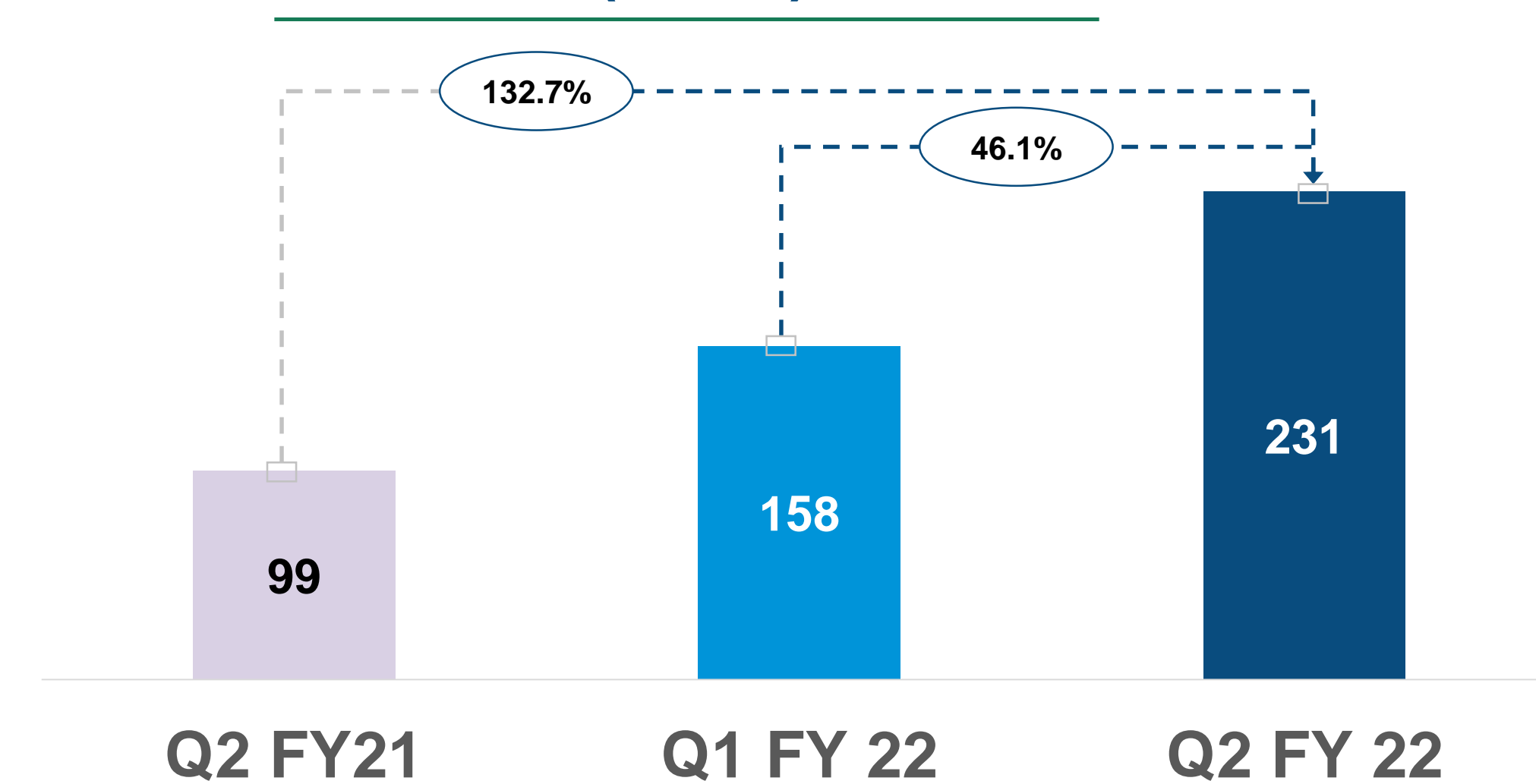
PVC Volume (MTs)



P&F EBIT (Rs Cr)

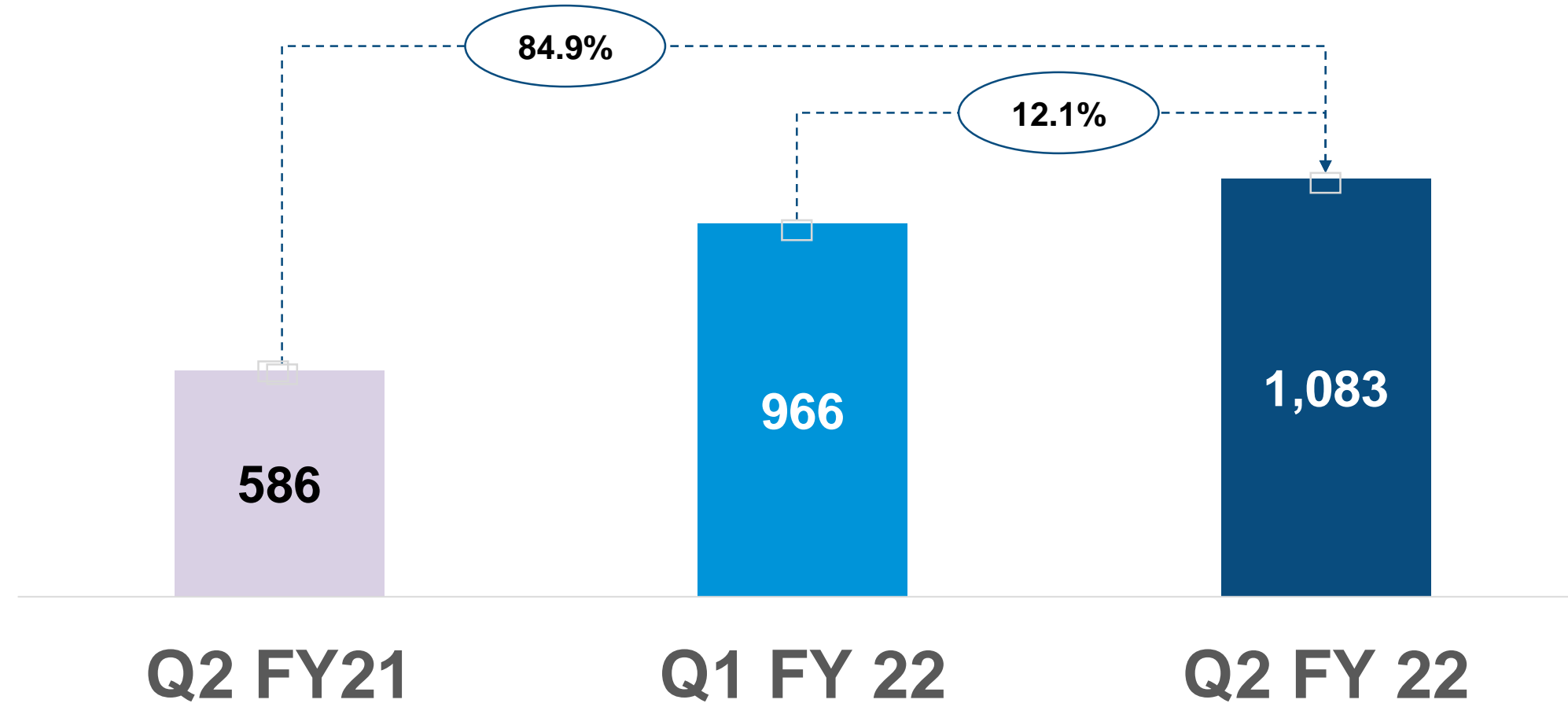


PVC EBIT (Rs Cr)

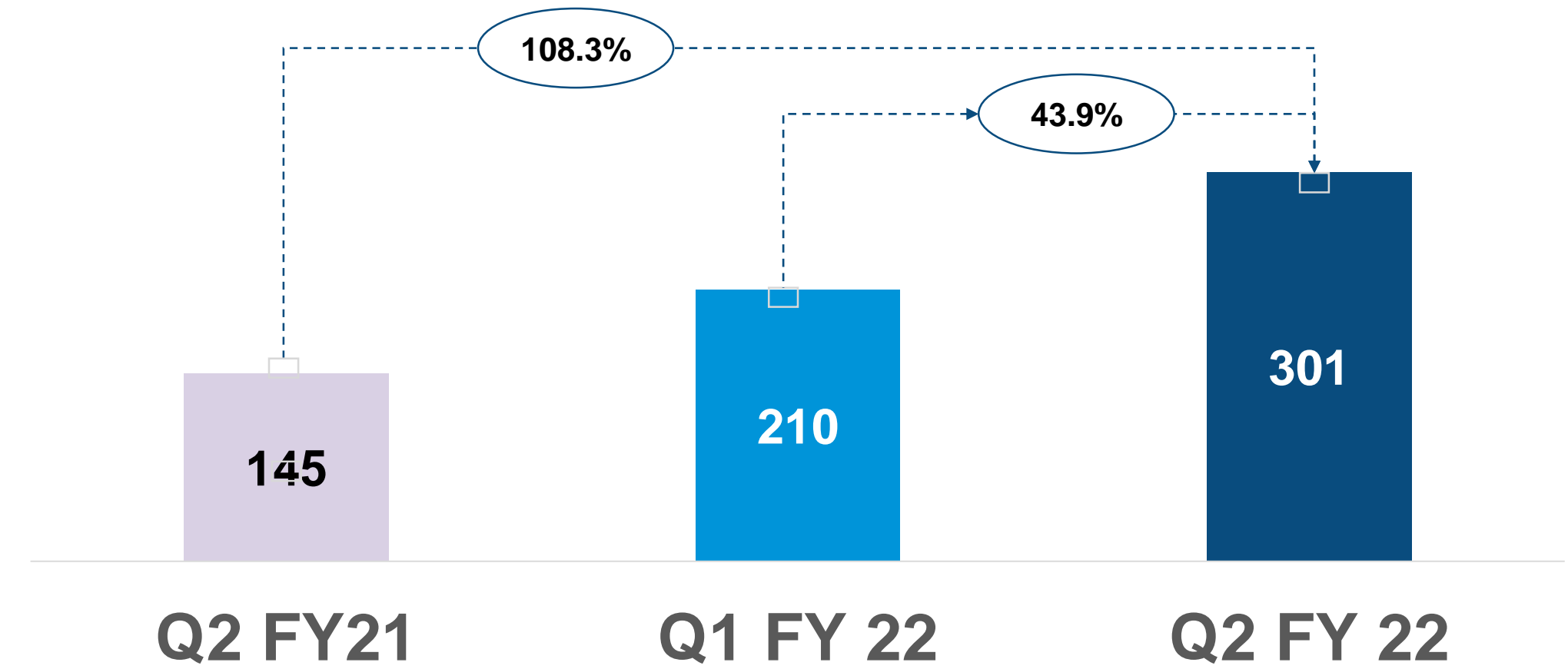


Business Performance of the company

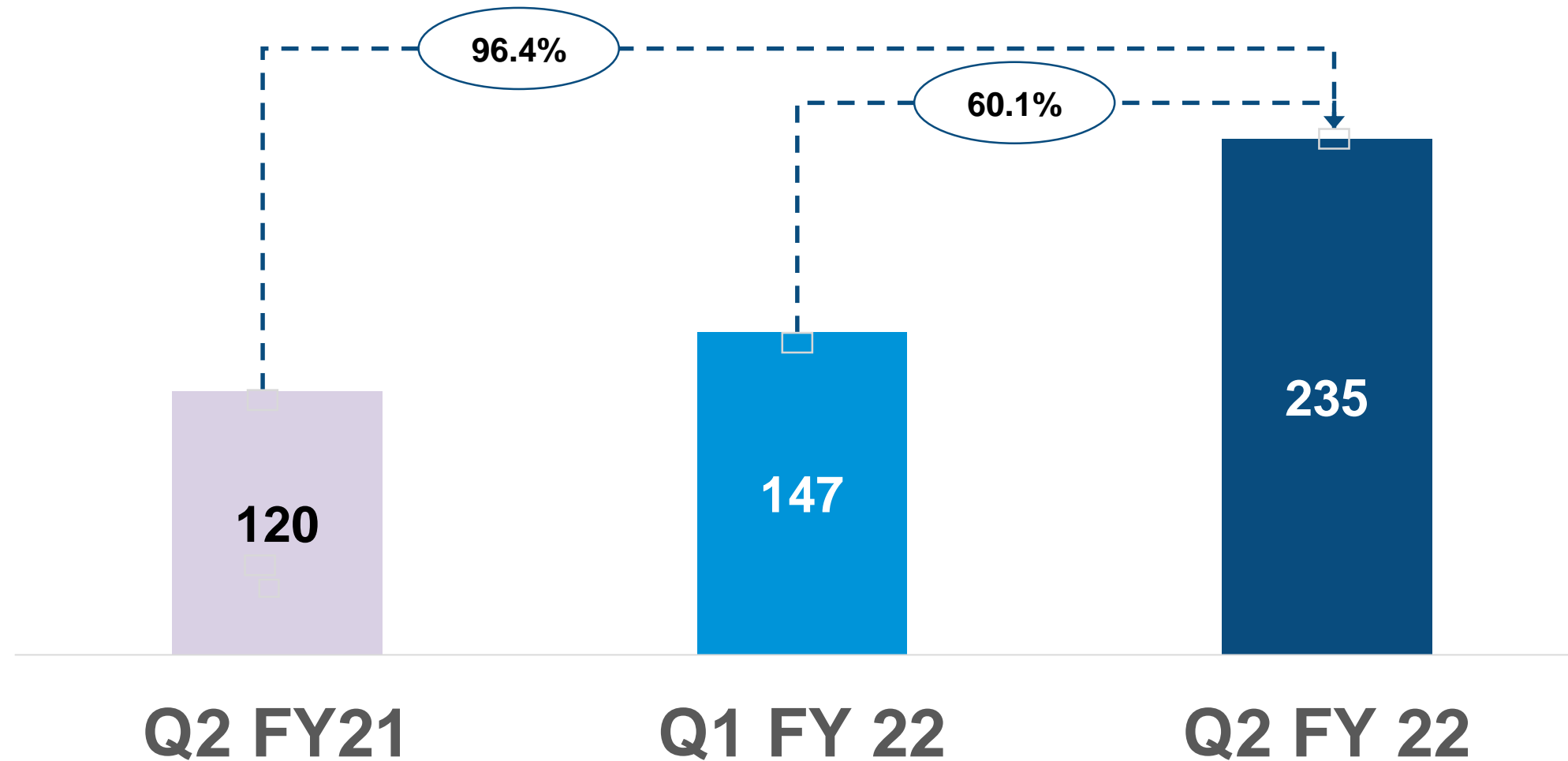
Revenue (Rs Cr)



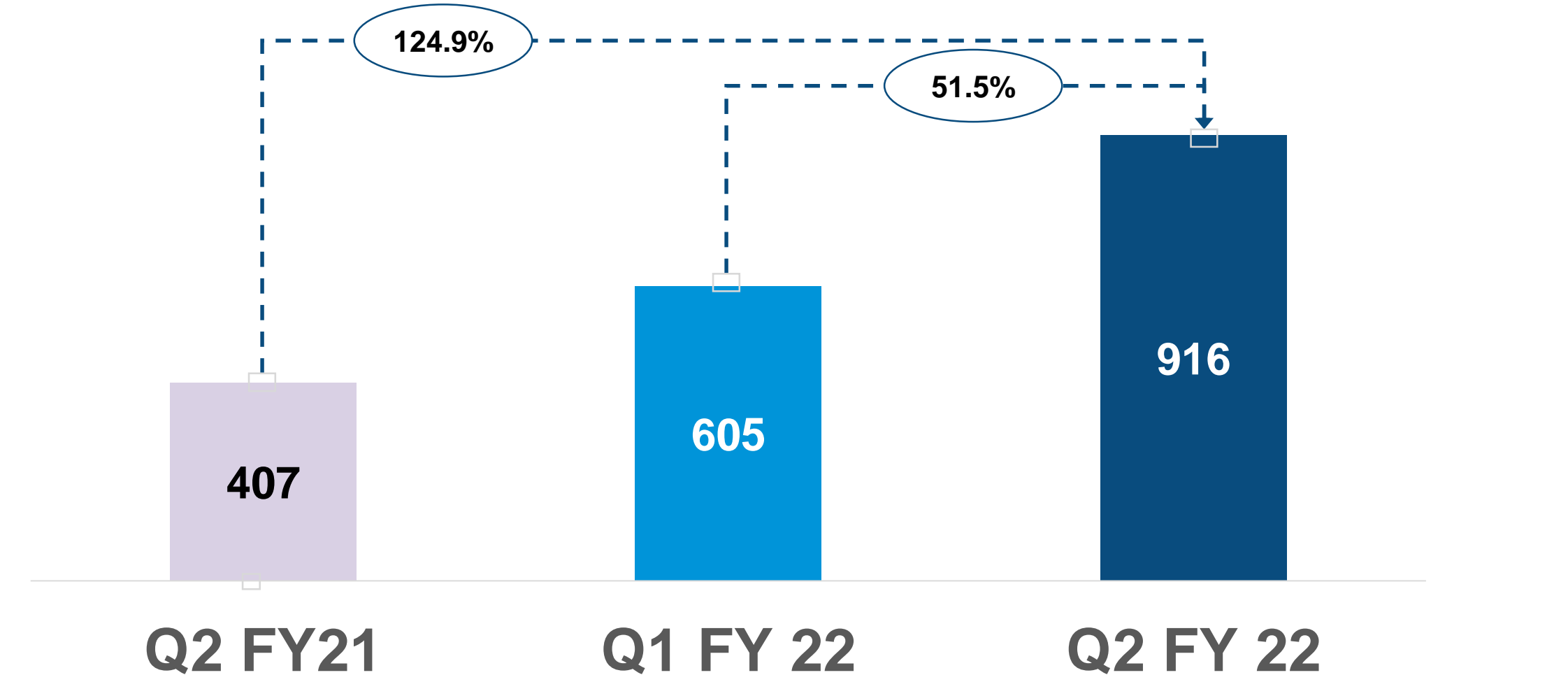
EBITDA (Rs Cr)



PAT (Rs Cr)

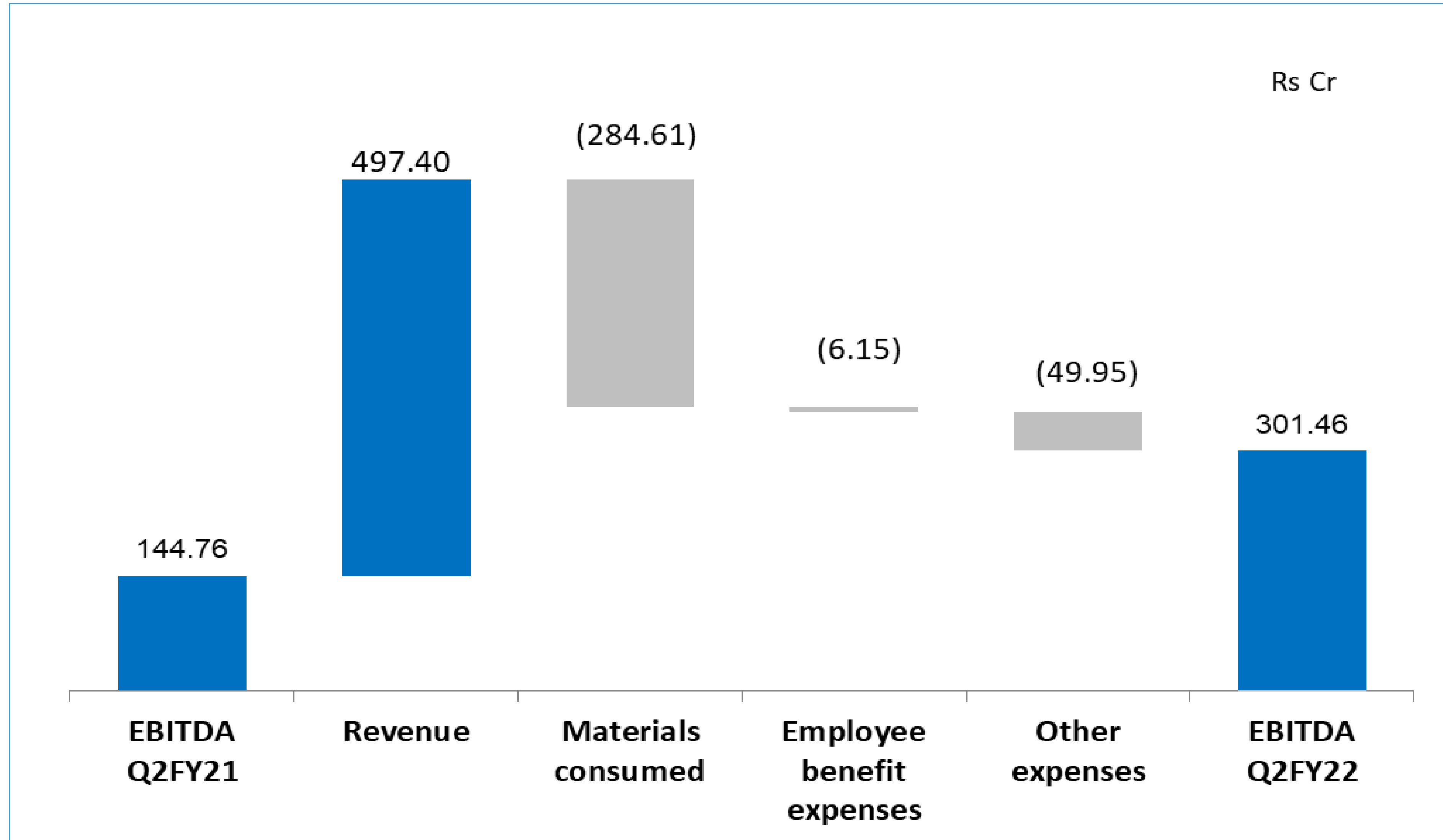


Liquid Investments* (Rs Cr)



*Liquid investment net of borrowings

EBITDA Movement Q2 FY22 vs. Q2 FY21



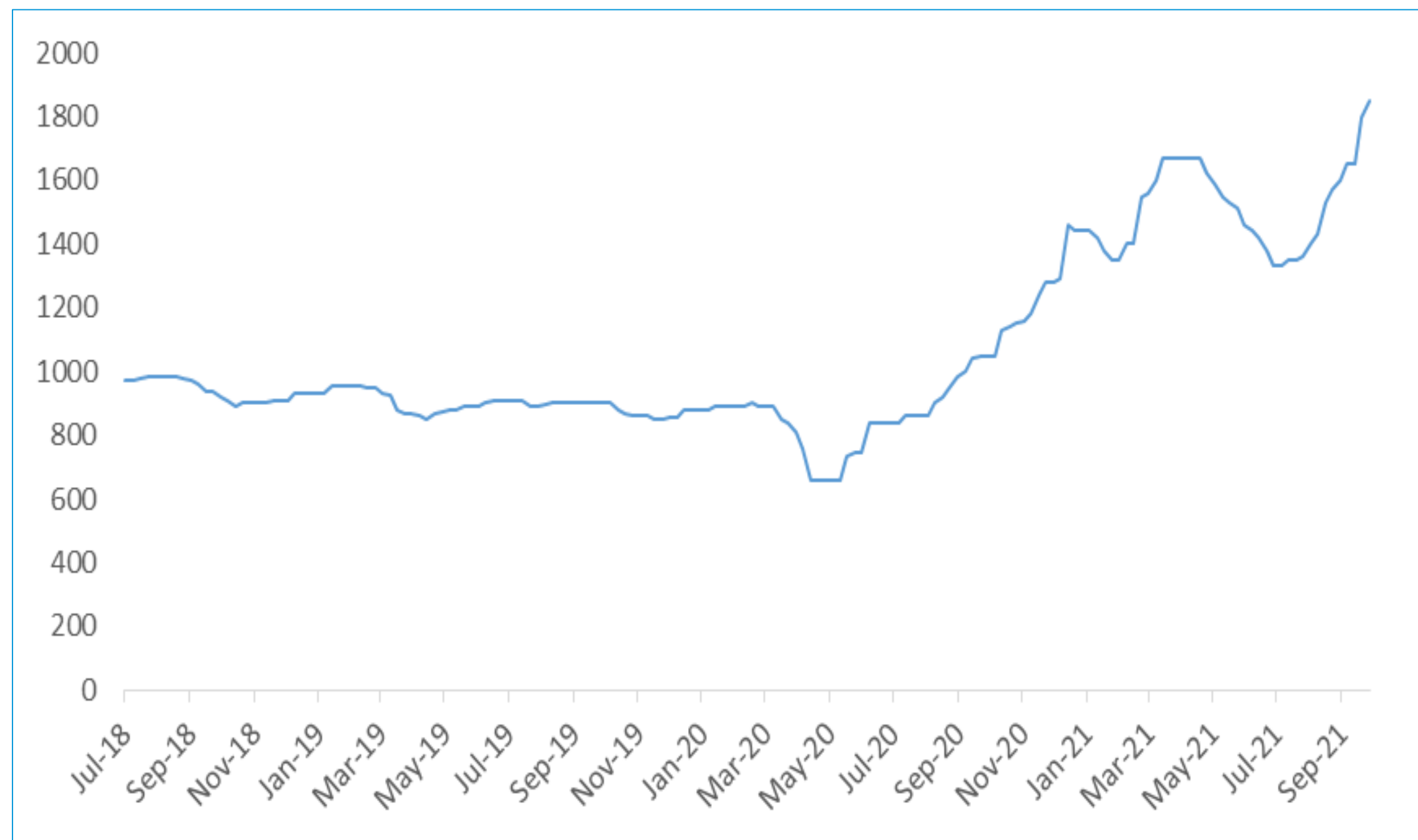
Summarised Income Statement

Rs. In Crores	Q2FY22	Q2FY21	YOY Change	H1FY22	H1FY21	YOY Change
Total Income from operations	1,082.95	585.55	85%	2,048.67	1,147.44	79%
EBITDA	301.46	144.76	108%	510.98	233.02	119%
EBITDA margin (%)	27.8%	24.7%		24.9%	20.3%	
Depreciation	20.61	19.34		40.67	38.17	
EBIT	280.85	125.42	124%	470.31	194.85	141%
EBIT %	25.9%	21.4%		23.0%	17.0%	
Finance costs	0.41	0.77		5.17	4.05	
Other Income	29.87	32.46		45.22	40.78	
Profit before tax	310.31	157.12	97%	510.35	231.57	120%
PBT %	28.7%	26.8%		24.9%	20.2%	
Tax	75.23	37.40		128.47	56.74	
PAT	235.08	119.72	96%	381.88	174.83	118%
PAT %	21.7%	20.4%		18.6%	15.2%	



PVC Prices & PVC/EDC Delta

PVC (USD/MT)



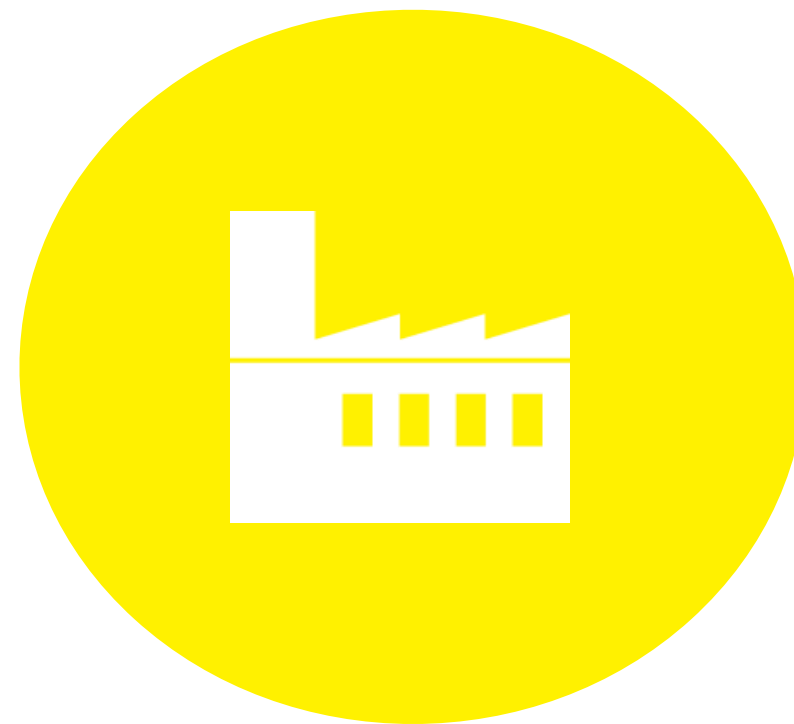
PVC/EDC Delta (USD/MT)





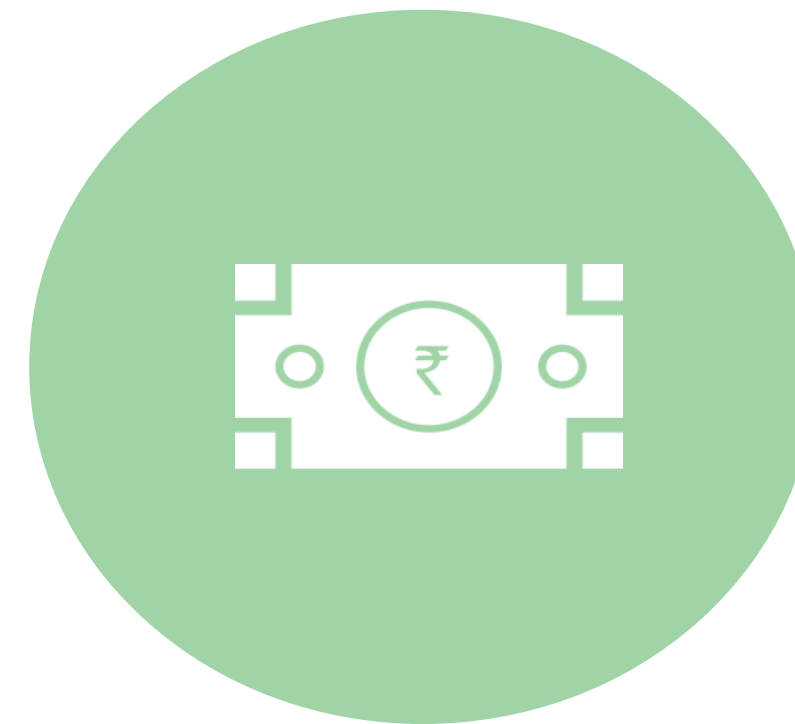
EXPANDING FOOTPRINT

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



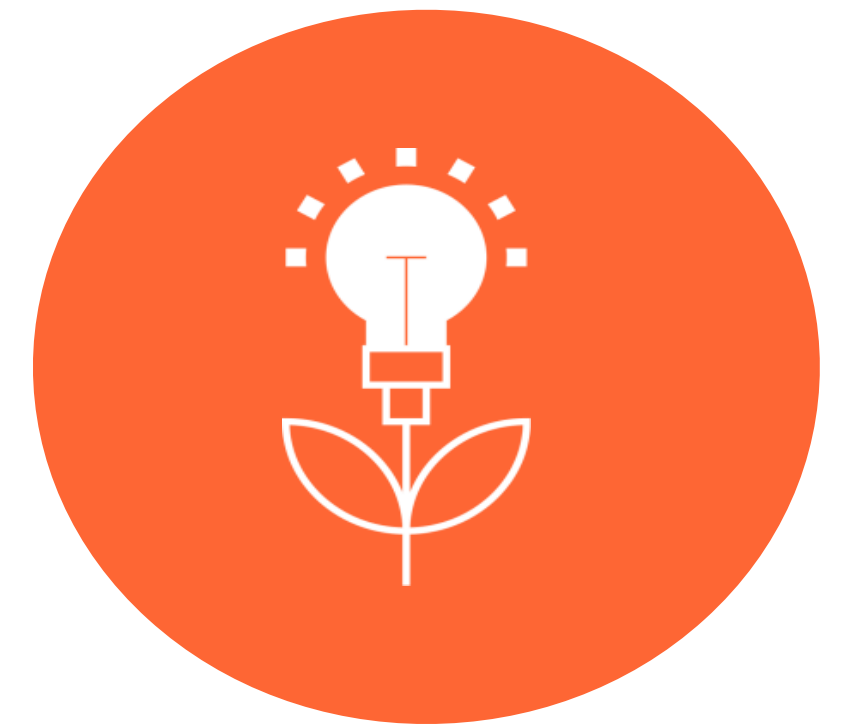
CAPACITY EXPANSION

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

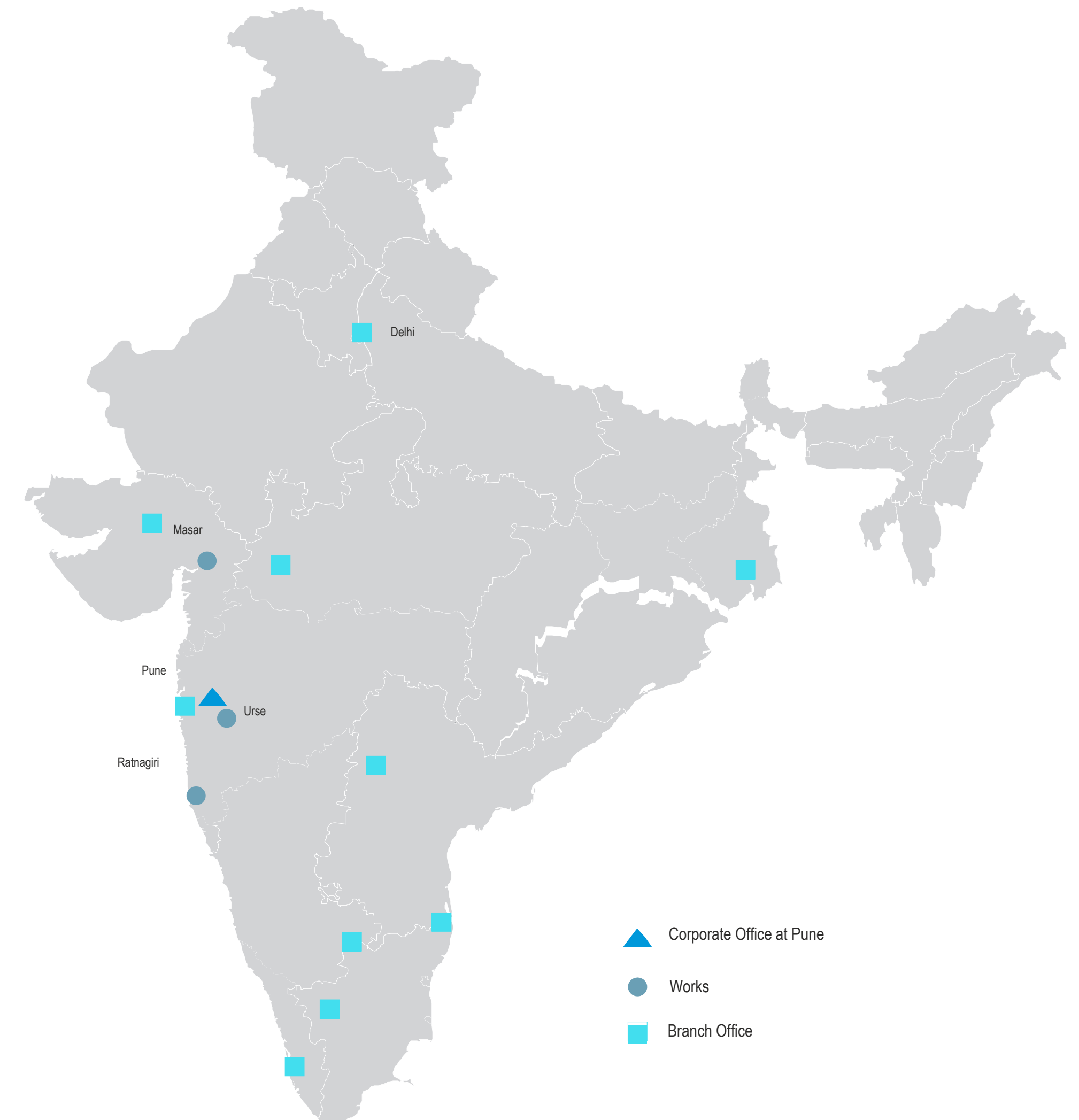
Promote brand and quality consciousness amongst consumer.

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 Q2 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.
- 4 Computers to Dyangana Education of Social Institute
- Laptop support to Student Lalit Kanth
- Teachers Salaries support at ROBA Trust, Dehradun, Mahatma Gandhi School & Bavdhan Anganwadi

Eradicating Extreme Hunger and Poverty

- 1 Crore individual impacted in our endeavour in eradicating hunger and poverty over the years.
- Grocery Support – 300 Kgs of Dal, 300 Litres of Oil to MG School.
- 130 Meals 4 times a week through Sadhu Waswani Mission
- Through Annamrita Foundation, we have provided support : 100 Cows fed daily, 7200 meals for Children at Gurukulam, 13500meals for daily wagers

Promoting Preventive Healthcare

- 60 Cataract surgeries, 6,500 Diabetic patients were financially supported
- Mission Cerebral Palsy continues impacting 1077 kids over years
- Medical Assistance to the underprivileged at various hospital
- Supported P D Hinduja Hospital with Wellness Session for 5 days
- Over the years MMF has been instrumental in training Medical Professionals, supporting Hospital infrastructure and other activities

CSR Activities in Q2 FY22 – some snapshots

Mukul Madhav Foundation
Established 1999

invites you to celebrate our
FOUNDER'S DAY

During times like these, we are supporting performing artists, gymnasts and everyone who strives to make Rambo Circus a success giving them an opportunity for livelihood.



We invite children from various schools to experience the extravaganza of

RAMBO CIRCUS

26TH JULY 2021

Founders Day /Awards/Partnership

- Virtual Circus on 23rd Founders Day organised by Rambo Circus for MMV students
- Virtual Yoga and Dance Sessions by esteemed guest
- Winner of ET Shark Awards to MMF and Schbang



8 DECENT WORK AND ECONOMIC GROWTH



Promoting Gender Equality and Empowering Women

- Partnered with British Asian Trust to Tackle Child Trafficking & Child Labour Project has begun and is in progress
- Pan India Support with Action Aid for Covid relief activities
- Talks in progress for a project to support women from trafficking



Other Key Initiatives

- Support to Galwan Valley Widows for 12 beneficiaries
- Rambo circus artists were provided financial help during the pandemic
- Continued support to Differently abled .
- Ongoing Maharashtra Flood relief Efforts –impacting 11,000 beneficiaries

CSR Activities in Q2 FY22 – some snapshots

BAPIO Award



Glimpse of GWD



Glimpse of GWD



Newspaper Ads

Magazine Ads

Gifting to Dealers & Retailers



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७५ वे वर्ष स्वातंत्र्याचे



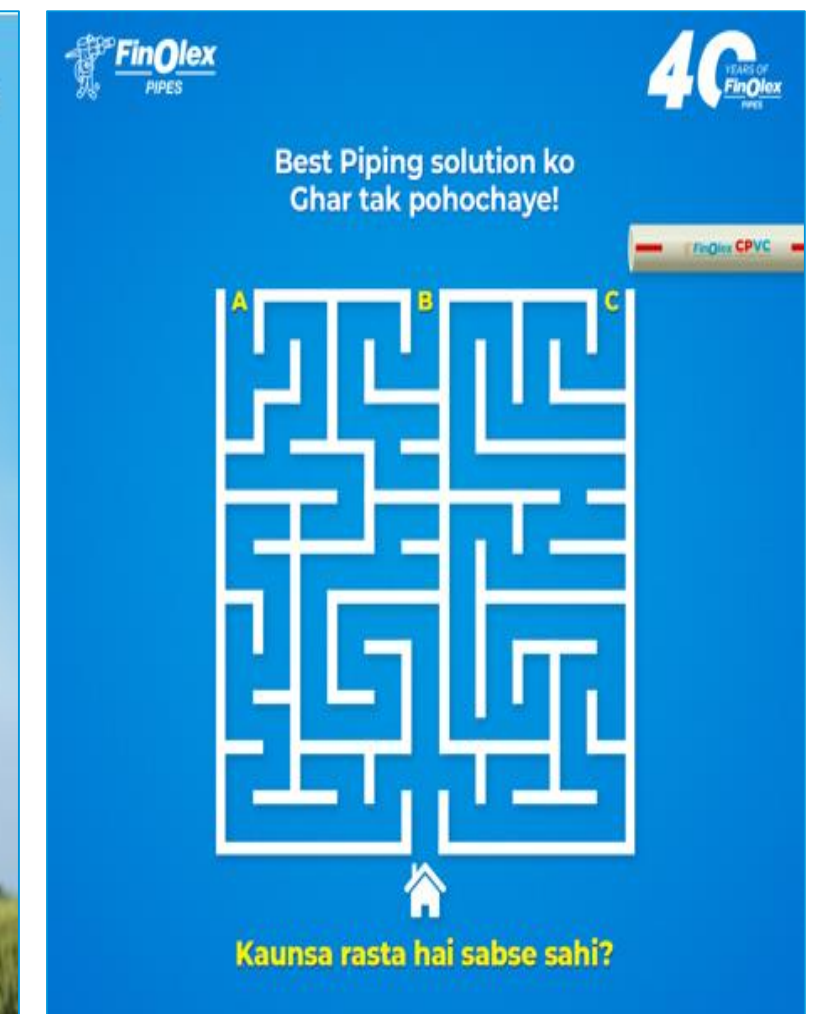
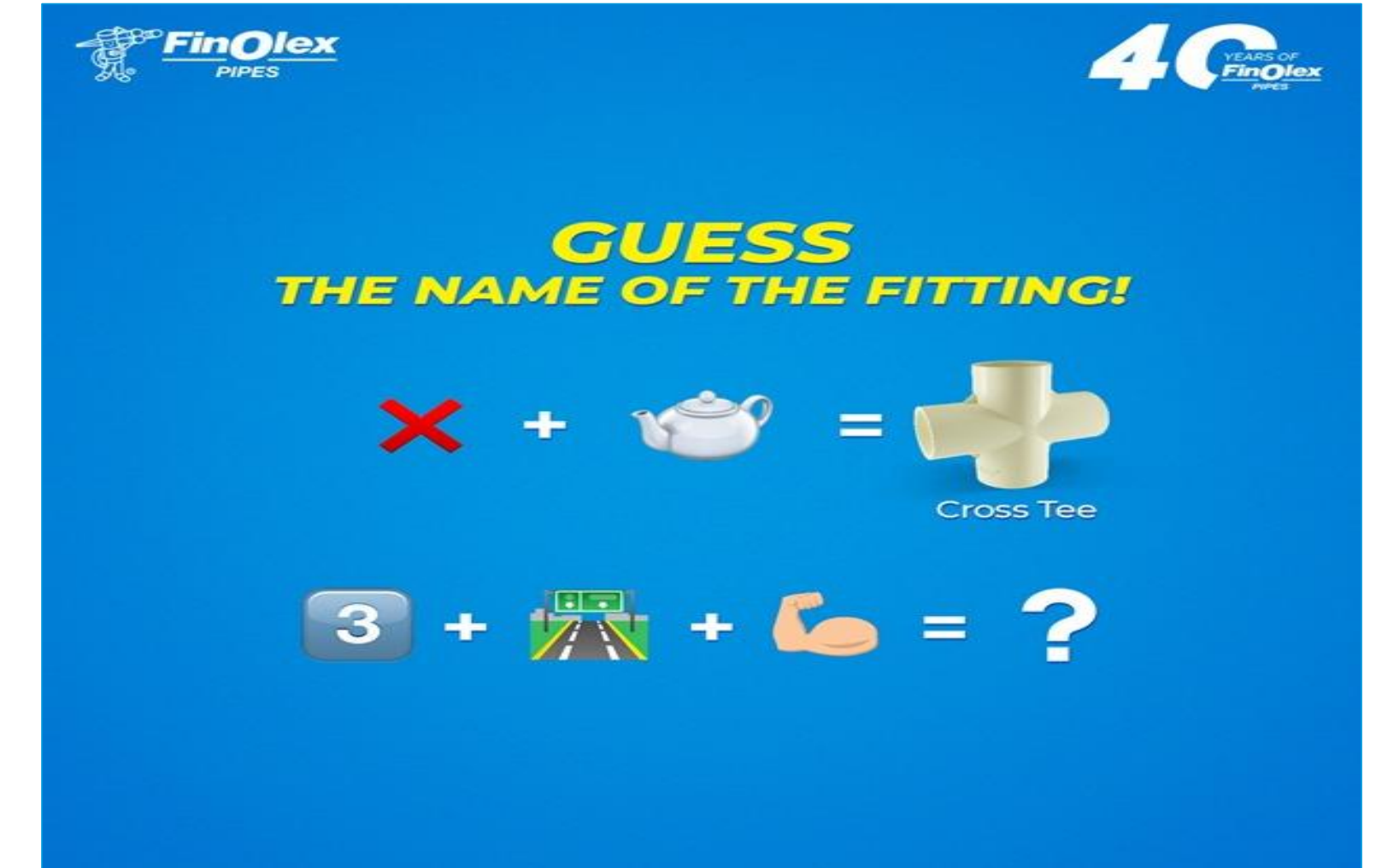
Strategic Micro Marketing



Bus/Retail Branding



Digital Marketing





CPVC PIPES & FITTINGS



CASING PIPES



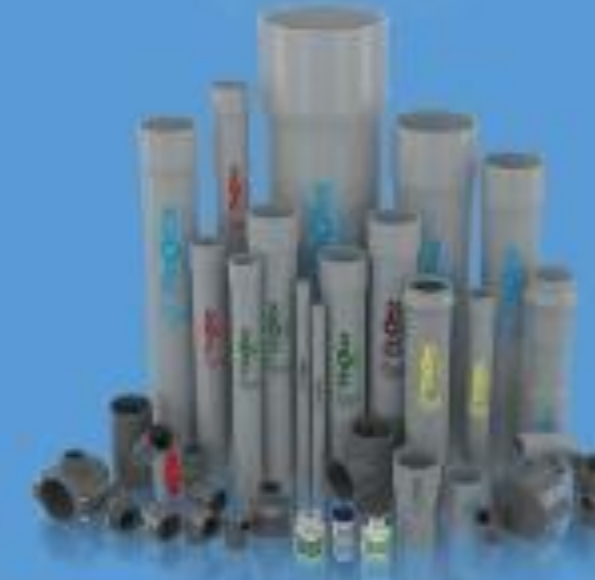
**ASTM
PIPES & FITINGS**



COLUMN PIPES



**SWR
PIPES**



AGRI PIPES & FITTINGS



SEWERAGE PIPES



SOLVENT CEMENT

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