



Investor Presentation

Q3 FY22

Strong business performance despite lower demand

Q3 FY22

9M FY22



Strong YTD performance; Q3 slightly impacted by lower demand

- Total revenue registered a y-o-y decline of 5.7% to Rs. 1,005 Cr from Rs.1066 Cr

- Total revenue registered a y-o-y growth of 38% to Rs. 3,054 Cr



Profitability slightly impacted by higher input prices

- EBITDA dropped to Rs 242 Cr (vs. Rs. 346 Cr)
- PAT decreased by 31% from Rs 256 Cr to Rs 178 Cr

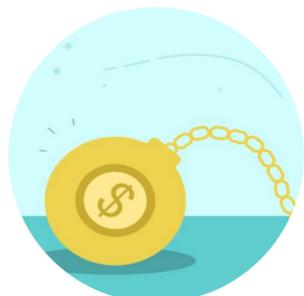
- EBITDA increased by more than 30% to Rs 753 Cr (vs. Rs. 579 Cr)
- PAT grew by 30% from Rs 431 Cr to 560 Cr



Weak demand resulted in lower volumes in Q3

- PVC Pipes & Fittings volume registered a y-o-y decline of 15.3% to 46,994 MT.
- PVC Resin volume registered a y-o-y decline of 36% to 43,464 MT

- PVC Pipes and Fittings volume registered a y-o-y growth of 4.2% to 1,58,266 MT.
- PVC Resin volume registered a y-o-y decline of 9.4% to 1,45,742 MT

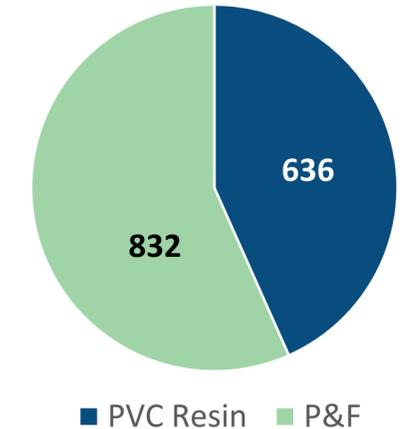


Strong liquidity and healthy balance sheet

- Business continues to be net debt free

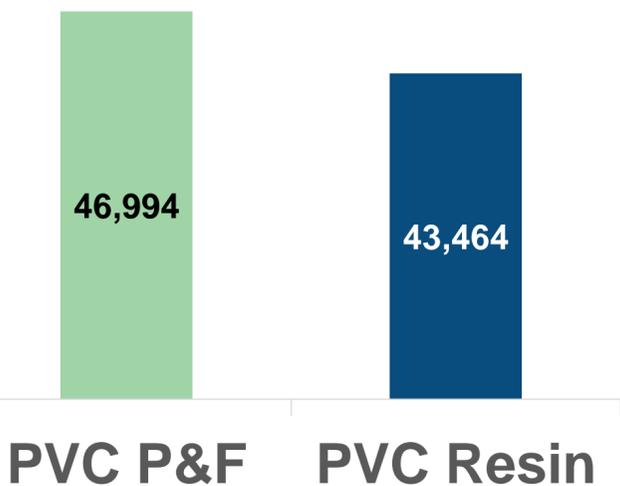
Segment Revenue – Q3 FY22

Rs Cr



Segment Volume – Q3 FY22

MT

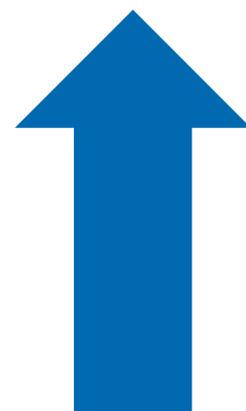


Segment Performance – Key highlights Q3 FY22

Pipes and Fittings

831.9 Cr

14.6% y-o-y



Revenue

46,994 MT

(-15.3%) y-o-y



Volume

54.9 Cr

(-39.6%) y-o-y

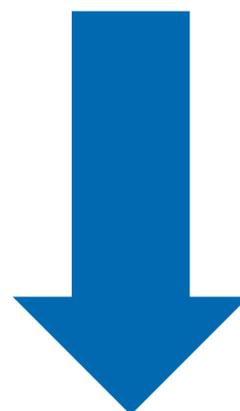


EBIT

Resin

636.2 Cr

(-7.9%) y-o-y



Revenue

43,464 MT

(-35.8%) y-o-y



Volume

177.9 Cr

(-27.6%) y-o-y



EBIT

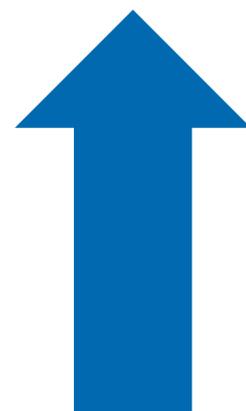


Segment Performance – Key highlights 9M FY22

Pipes and Fittings

2,576.9 Cr

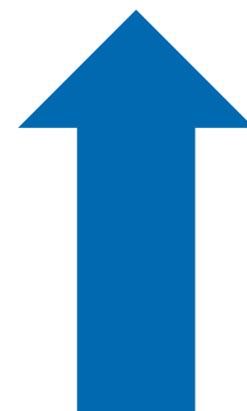
48.6% y-o-y



Revenue

1,58,266 MT

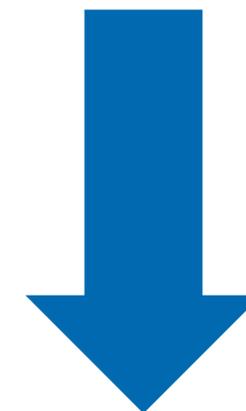
4.2% y-o-y



Volume

156.0 Cr

(-14.1%) y-o-y

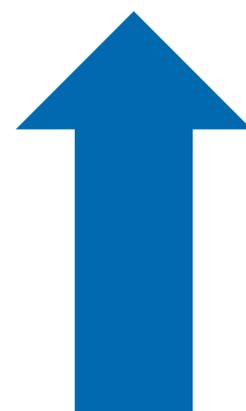


EBIT

Resin

1,917.7 Cr

41.7% y-o-y



Revenue

1,45,742 MT

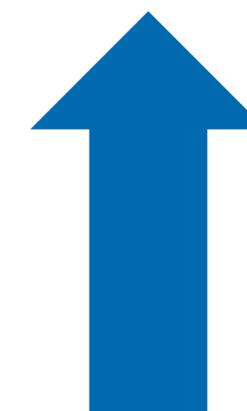
(-9.4%) y-o-y



Volume

566.3 Cr

53.9% y-o-y

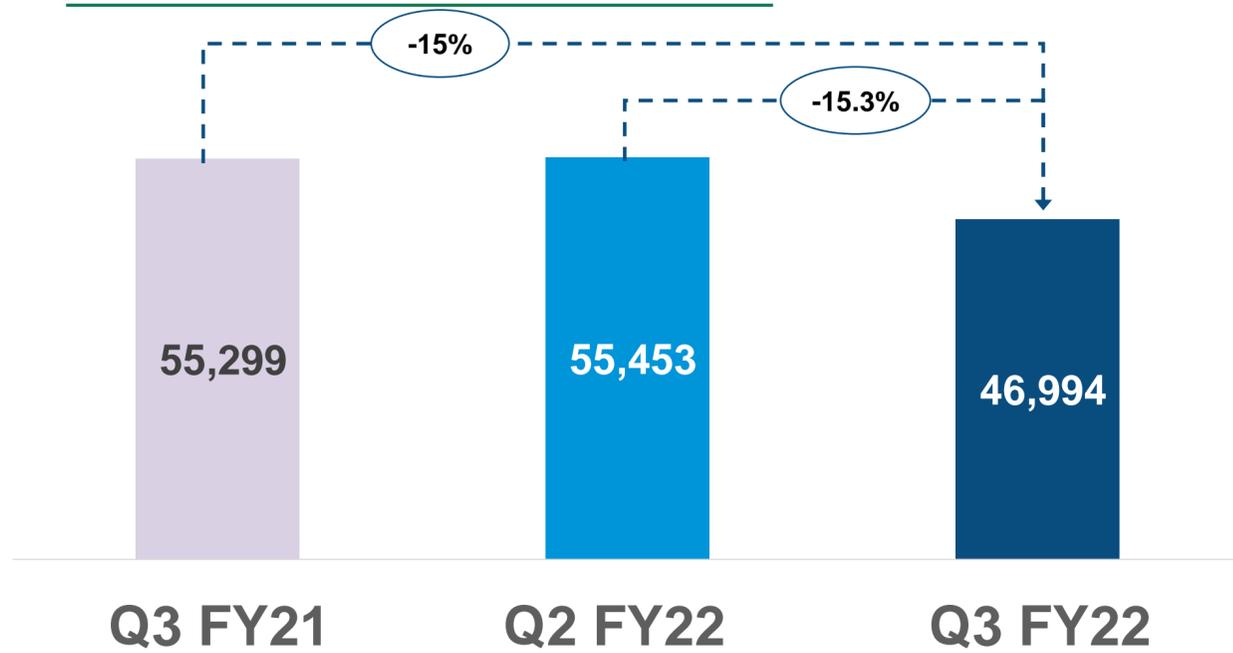


EBIT

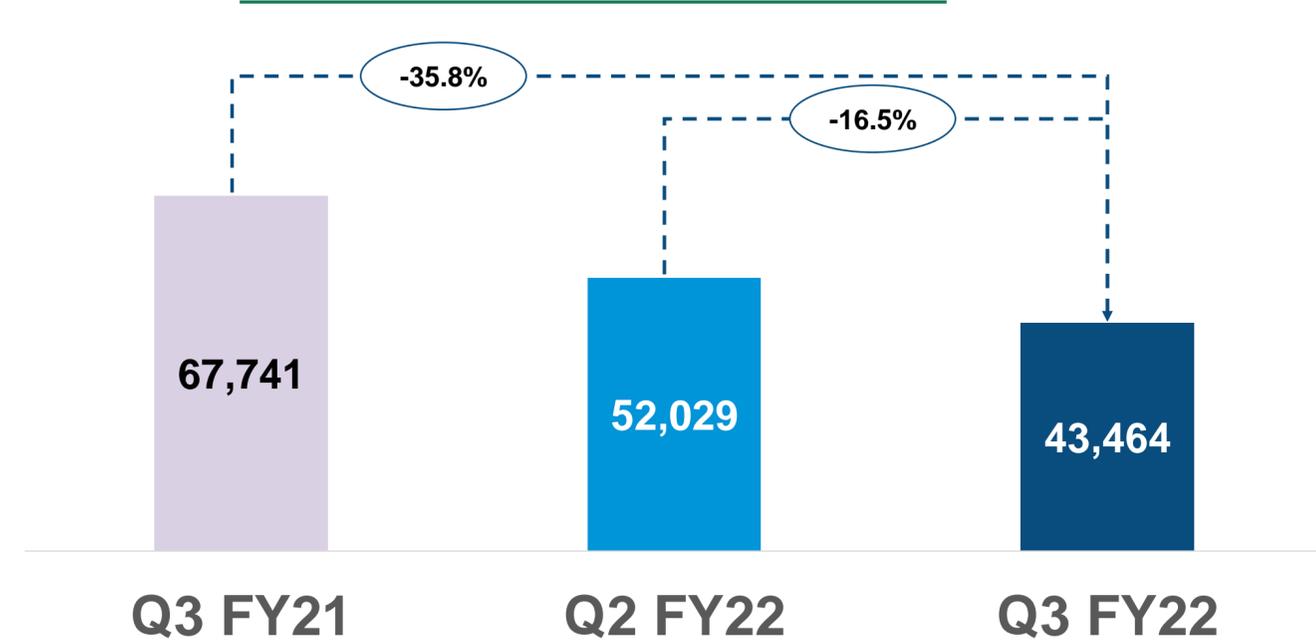


Business Performance by Segment

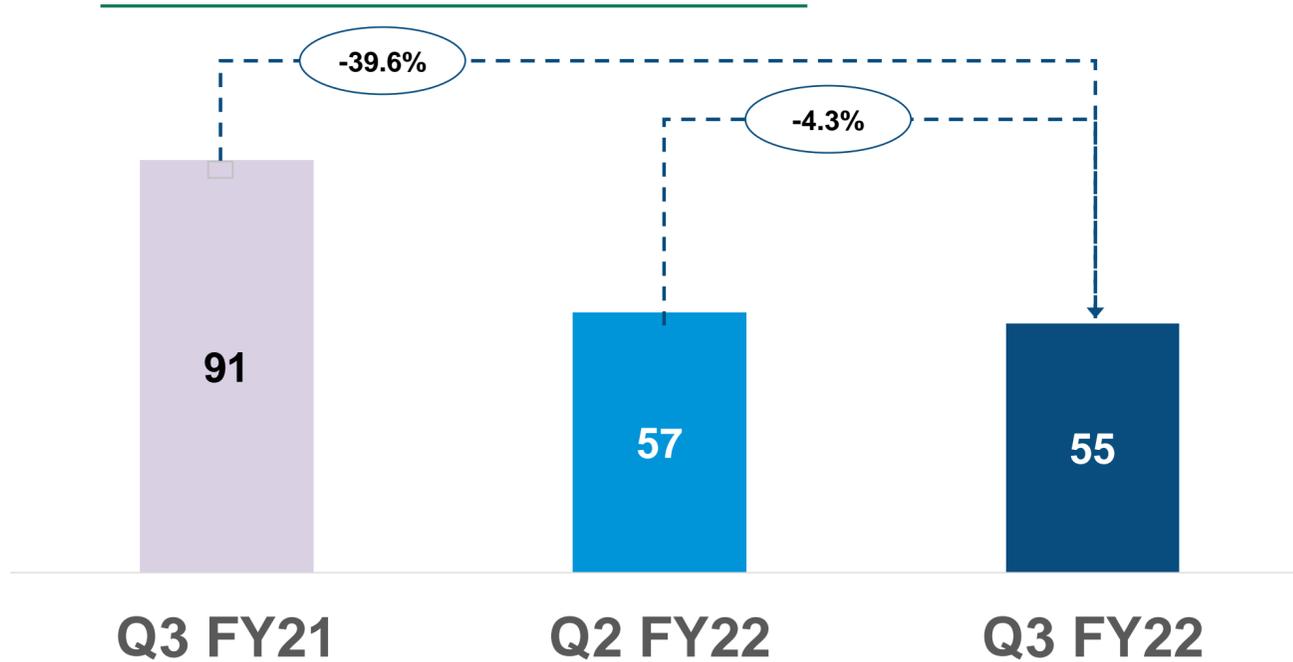
P&F Volume (MTs)



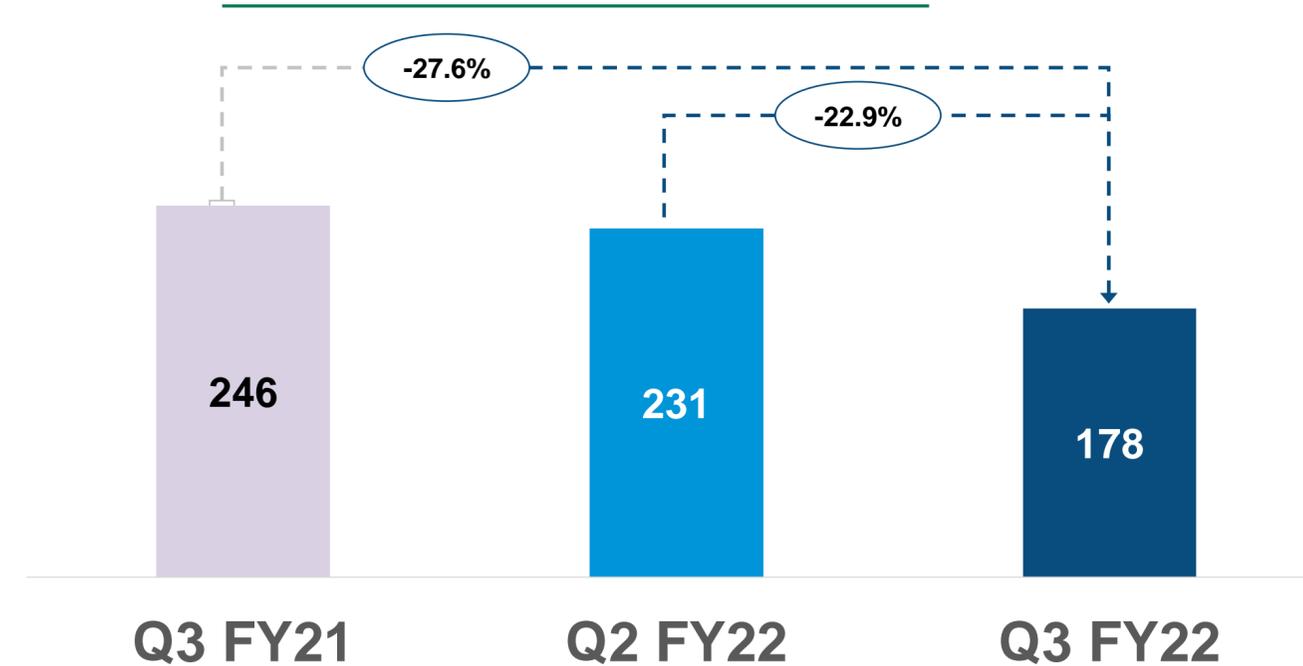
PVC Volume (MTs)



P&F EBIT (Rs Cr)



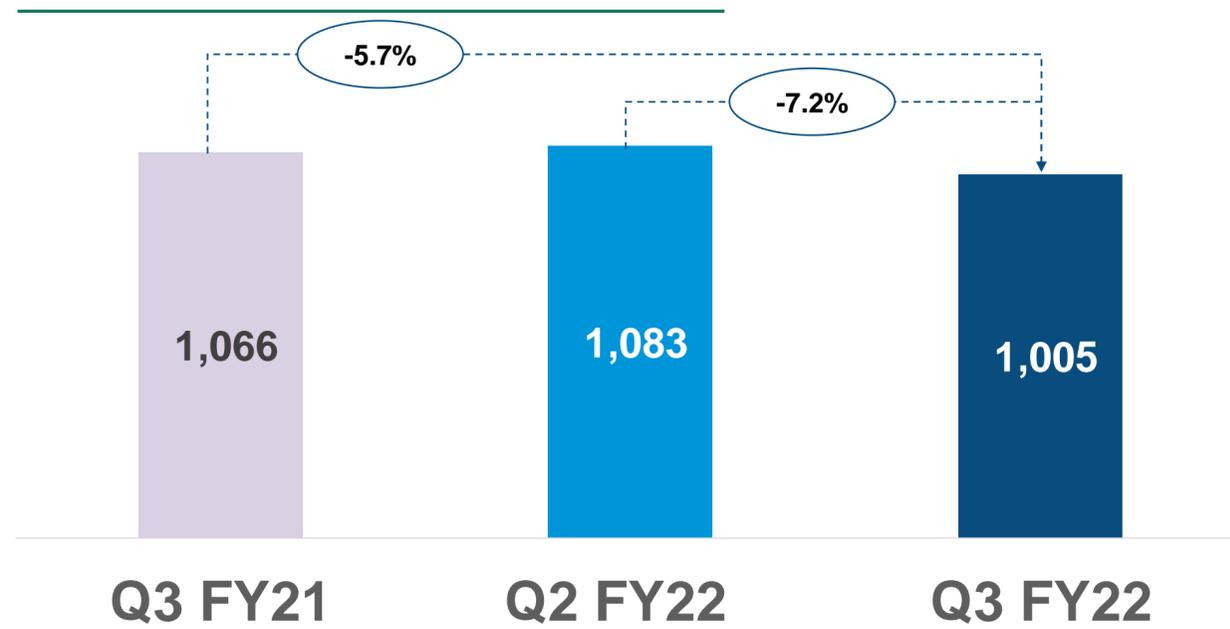
PVC EBIT (Rs Cr)



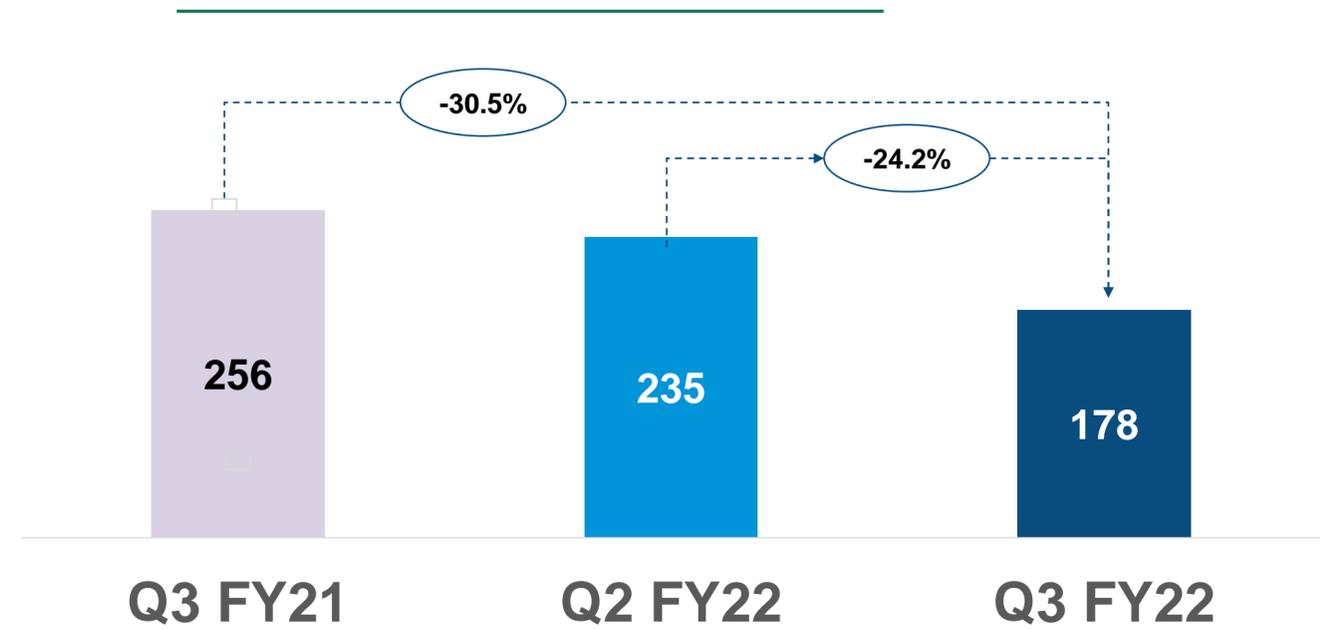
Business Performance of the company

Quarterly

Revenue (Rs Cr)

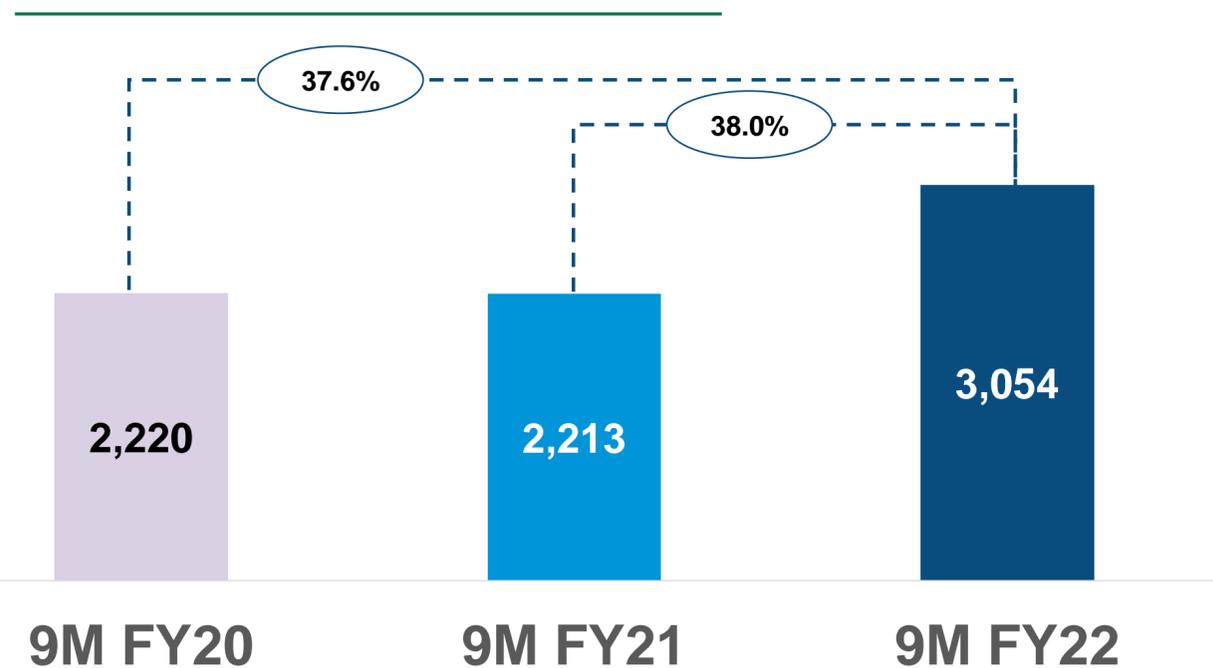


PAT (Rs Cr)

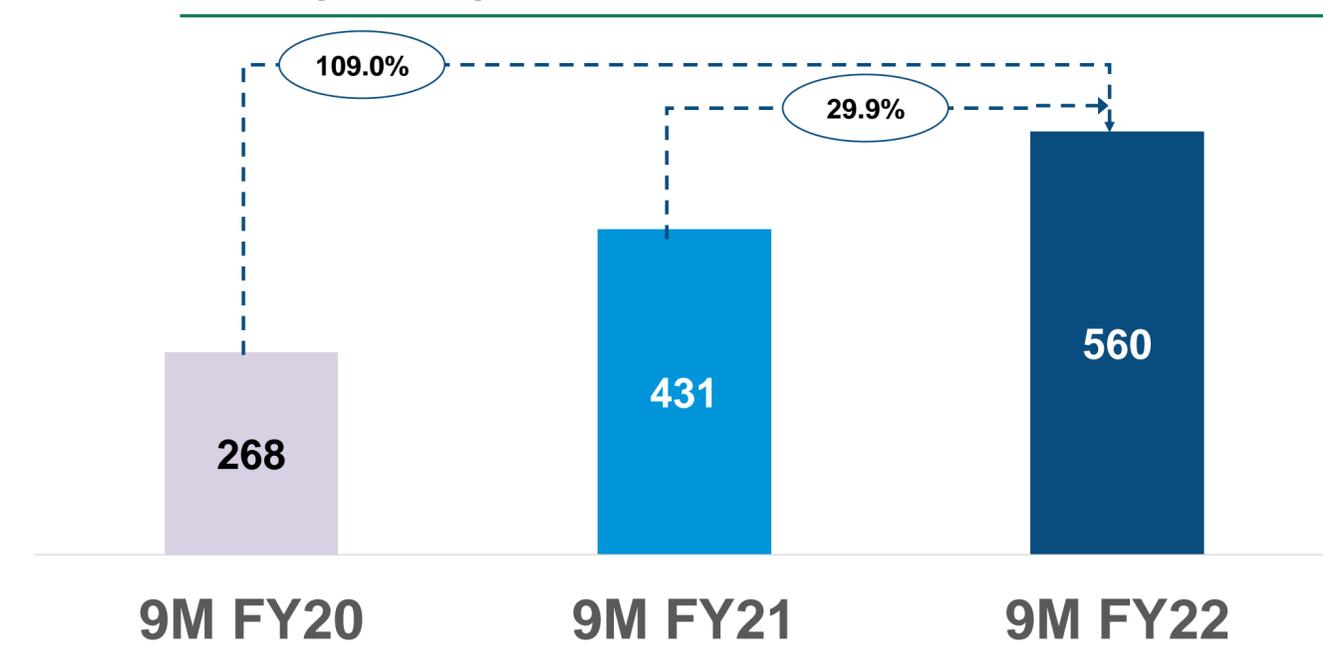


Year-to-date

Revenue (Rs Cr)

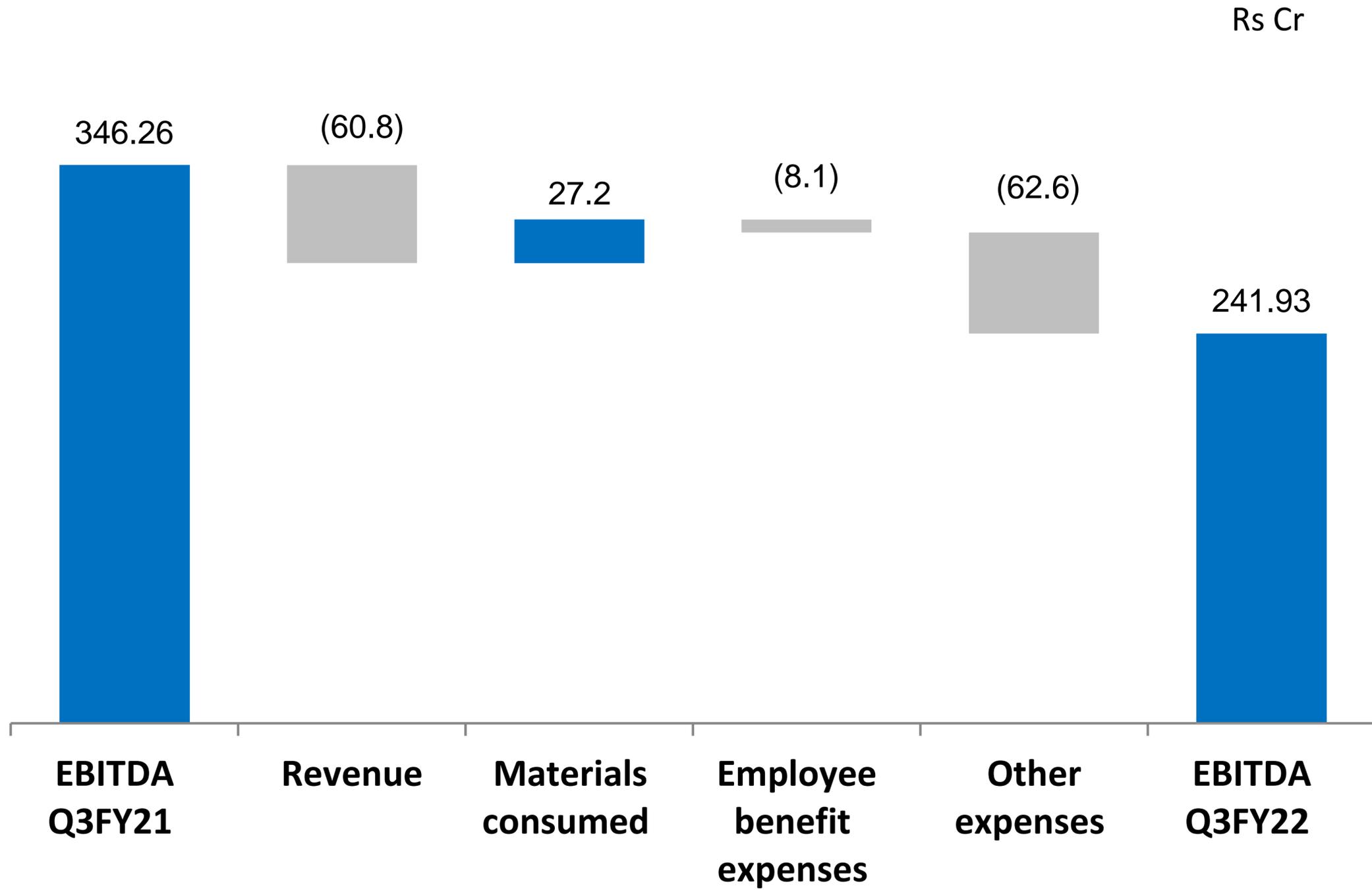


PAT (Rs Cr)





EBITDA Movement Q3 FY22 vs. Q3 FY21





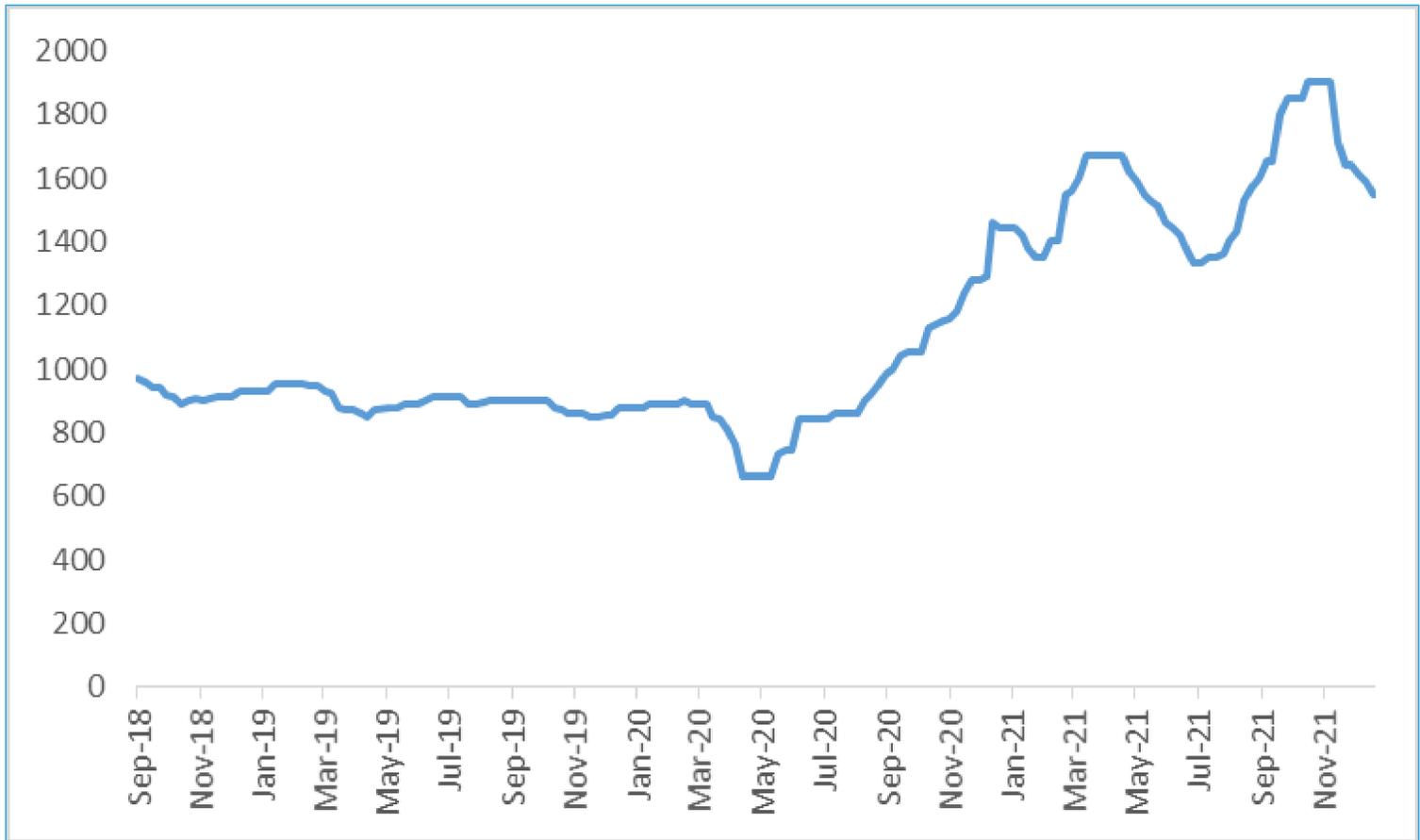
Summarised Income Statement

Rs. In Crores	Q3FY22	Q3FY21	YOY Change	9MFY22	9MFY21	YOY Change
Total Income from operations	1,005.25	1,066.06	-6%	3,053.93	2,213.50	38%
EBITDA	241.89	346.26	-30%	753.41	579.27	30%
EBITDA margin (%)	24.1%	32.5%		24.7%	26.2%	
Depreciation	21.18	19.85		61.85	58.02	
EBIT	220.71	326.45	-32%	691.56	521.26	33%
EBIT %	22.0%	30.6%		22.6%	23.5%	
Finance costs	0.85	1.39		6.02	5.43	
Other Income	19.37	18.16		64.06	58.94	
Profit before tax	239.23	343.18	-30%	749.66	574.75	30%
PBT %	23.8%	32.2%		24.5%	26.0%	
Tax	61.46	87.32		189.93	144.06	
PAT	177.77	255.86	-31%	559.67	430.70	30%
PAT %	17.7%	24.0%		18.3%	19.5%	



PVC Prices & PVC/EDC Delta

PVC (USD/MT)



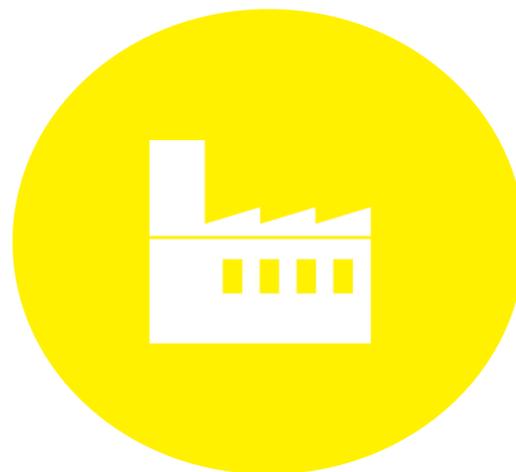
PVC/EDC Delta (USD/MT)





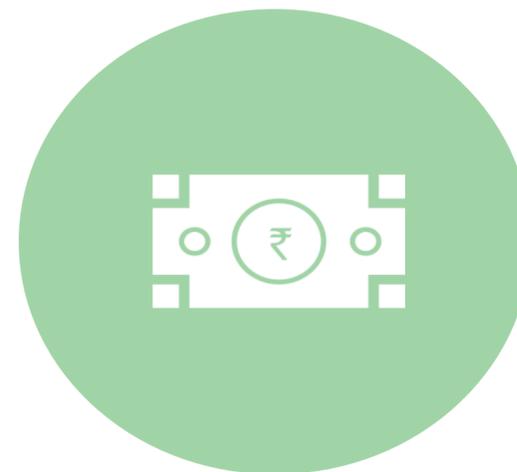
EXPANDING FOOTPRINT

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



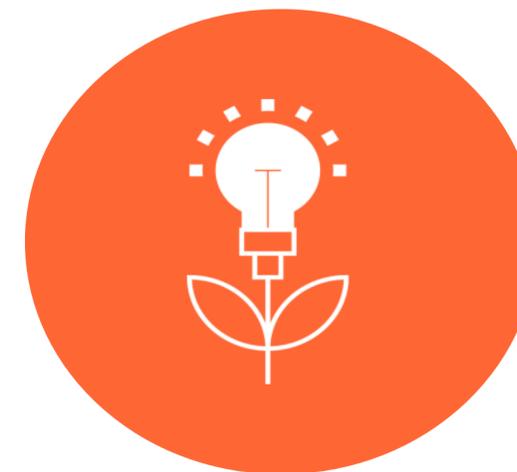
CAPACITY EXPANSION

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

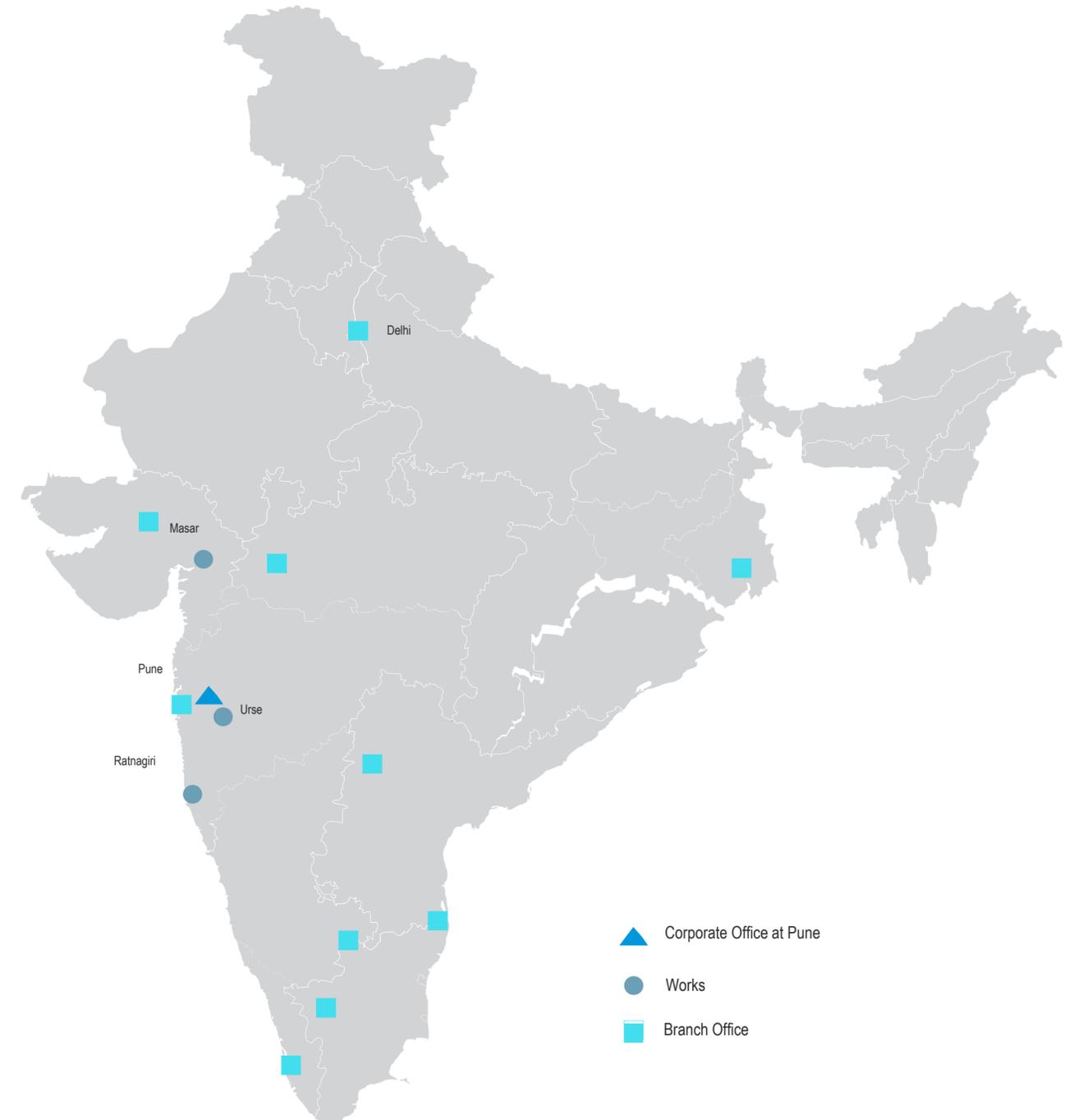
Promote brand and quality consciousness amongst consumer.

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





RO system - Kanzasat Primary Health Care Centre Masar, Gujarat



Meeting with toilet beneficiaries to increase awareness on sanitation and hygiene



RO donation, Umed Parivar, Pune



RO and Solar heater donation, Umed Parivar, Pune

Impact in Q3FY22

Water

- RO system provided to Kanzasat Primary Health Care Centre Masar, Gujarat
- RO water purifiers given to Umed Parivar Home for differently abled
- RO water cooler to Padra CTMC Ward, Gujarat Gram Swaraj Uttar Buniyadi Hostel, Gujarat

Sanitation

- 778 individual toilets built in in Palghar, Maharashtra
- 260 toilets constructed in 3 villages within Garhchiroli district
- 27 toilets constructed in collaboration with Kherwadi Social Welfare Associations's Yuva Parivartan in Khidsa Village, Palghar

Support to differently abled



Impact in Q3FY22

- Supported 8 cochlear implants
- Supported 5 patients with speech therapy
- Rehabilitation project of children with disabilities in Belgavi District
- Provided support to people with rare genetic diseases, autism and cerebral palsy
- Association with Snehalaya – Orhotics support to 12 children across 4 hospitals

Eradicating extreme hunger and poverty



Impact in Q3FY22

- 5,168 hot meals support
- Daily meals for 11 children in Gram Swaraj Uttar Buniyad Hostel, Masar
- 220 kids given midday meals across low-income schools
- Lunch at Shirdi every Thursday (1,800 beneficiaries)
- 238 beneficiaries of Thalassemia Support
- Supported 28 individuals/ institutions with groceries
- Supported 9 old age homes with diapers

Promotion of Education and Preventive Healthcare



Impact in Q3FY22

- Fellowship to a doctor at KEM hospital, Pune
- Nursing scholarship to 13 students at Lila Poonawalla foundation
- Salary support to 13 teachers across various locations
- 5,000 vaccines support in Ratnagiri
- 1,873 units of blood
- Cataract surgery support to 60 patients
- Distribution of 100 bike helmets and 500 reading spectacles at blood donation camp at Gokhale Nagar

Agriculture and Environment



Impact in Q3FY22

- 350+ spray pumps provided to farmers with less than 2 acres of land
- 97 trees planted at Mukul Madhav Vidyalaya, Ratnagiri
- Water project at Khed Shivapur inaugurated – 7,000 families benefited
- Constructed a new open community well and provided water pipeline to supply water to villages
- Solar water heater support for 520 beneficiaries

Other Activities



Impact in Q3FY22

- Provided 12 portable toilets to 3 Army Hospitals in Pune
- Supported Paraplegic Rehabilitation Centre with a Solar Heating Hydrotherapy Pool for Vetaran Paraplegics
- Feeding 100 cows daily at Alandi, Pune
- Supporting indigenous cattle research and Training Centre by construction of cowshed for 70 cows
- Support to Yash Aradhya (Car Racing) and Hruitvik Ambekar (Badminton)
- Supported 46 tribal women by providing Honey-Bee Boxes

Partnership with Prince's Trust International, UK



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

CSR TIMES Award



- Bronze award for Promotion of Education
- Special Jury award for promotion of preventive healthcare
- Mukul Madhav Foundation was conferred an award at the BAPIO (British Association of Physician of Indian Origin) National Conference for its “Phenomenal Humanitarian Work” for Covid-19 Relief in India

Facilitation for Relief Work

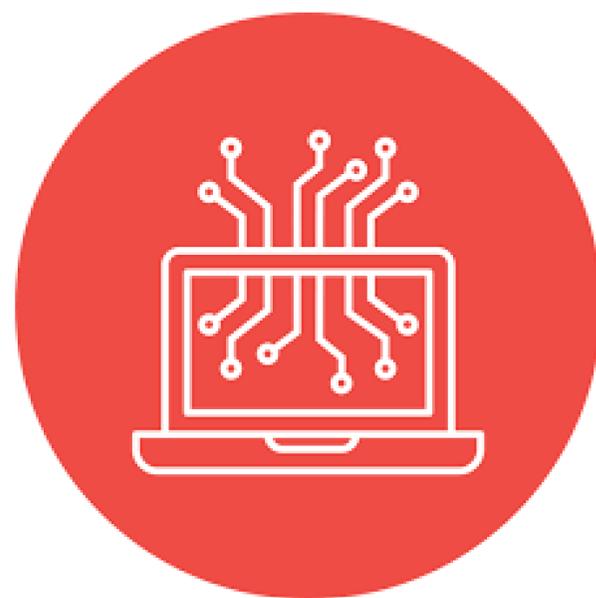


- Facilitated by her Excellency Smt. Anandiben Patel, Governor of Uttar Pradesh for relief work done during the Pandemic and contribution towards the vaccination program

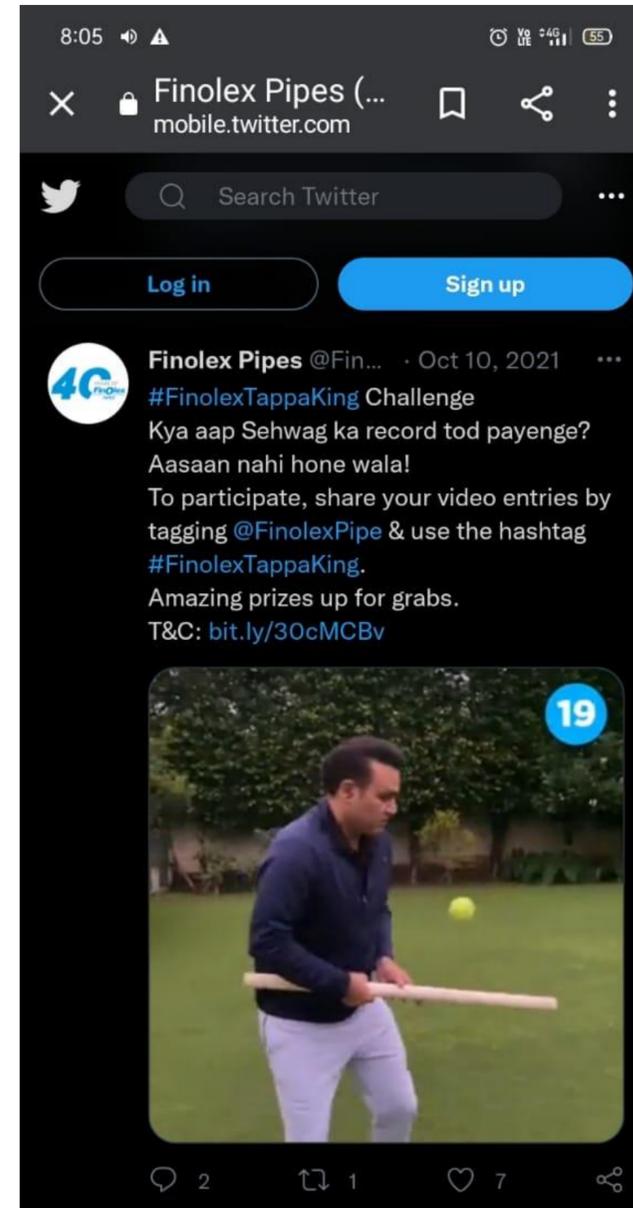
Facilitation for Supporting NDA Cadets



- Felicitated by officials at National Defence Academy for supporting cadets and faculties at the NDA with oxygen concentrators during the 2nd COVID wave

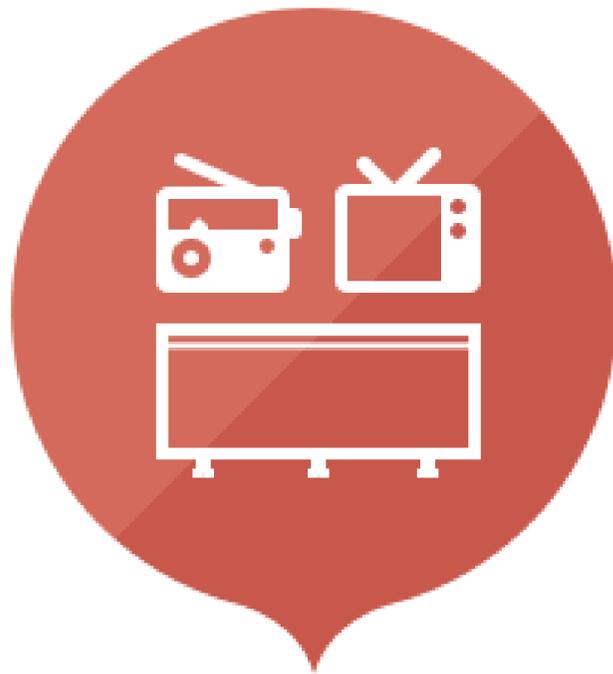


DIGITAL

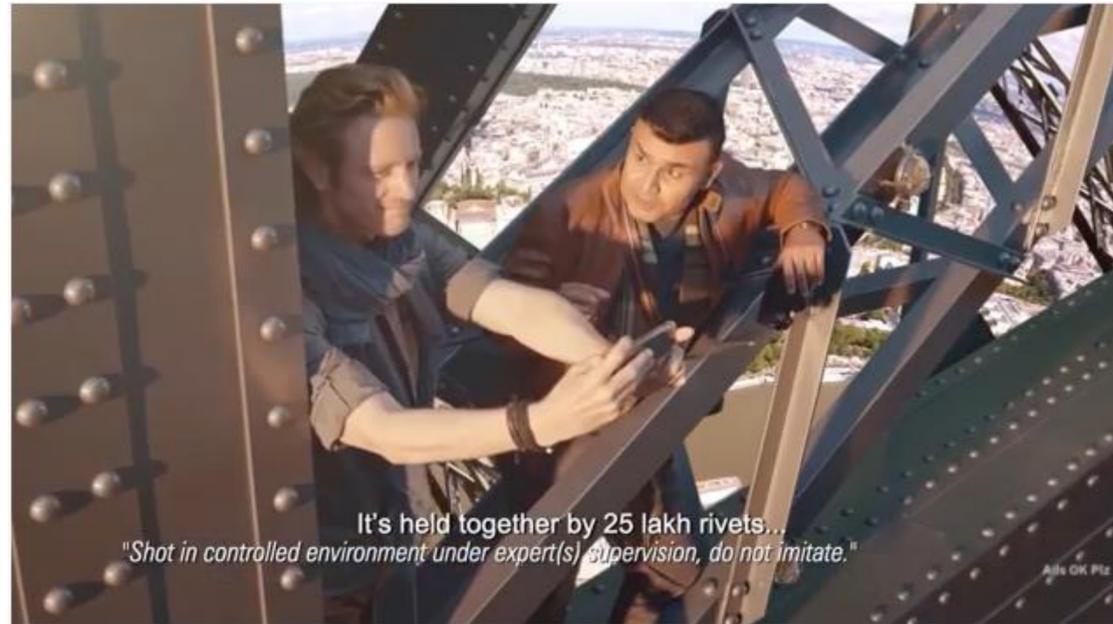


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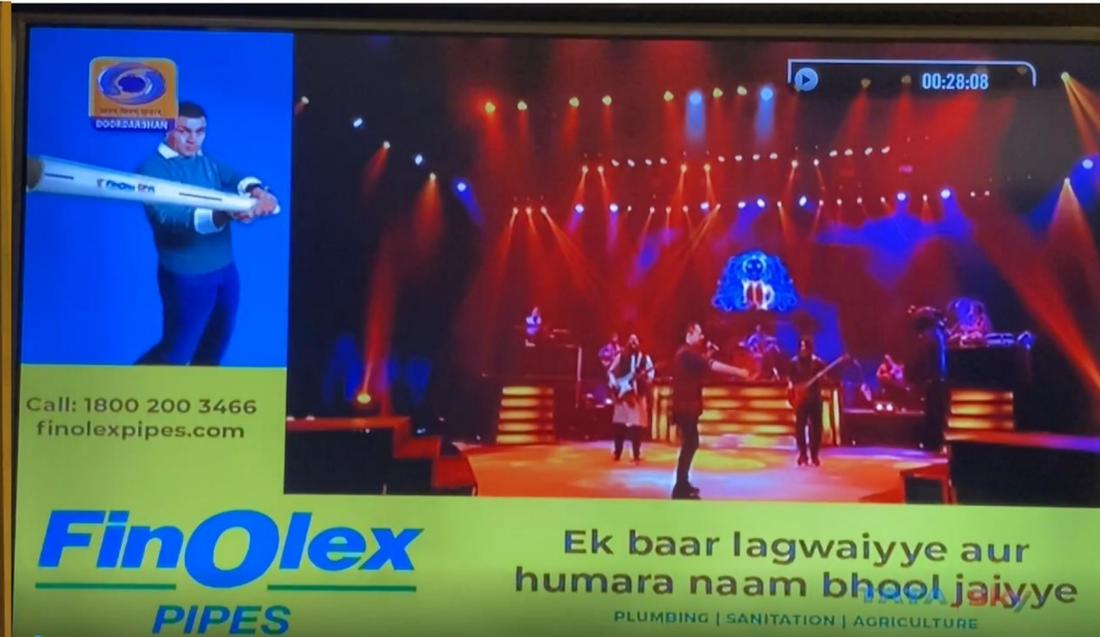
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