

## EARNINGS RELEASE

## FOR IMMEDIATE RELEASE

**Finolex Industries Limited, Pune, India, February 13, 2016:**

Finolex Industries Limited (NSE: FINPIPE | BSE:500940), India's leading manufacturer of PVC Pipes & Fittings, at its Board Meeting held today announced Unaudited Financial results for Quarter and Nine Months ended 31<sup>st</sup> December, 2015.

**QUARTER HIGHLIGHTS**

- The sales volumes for PVC Pipes & Fittings was at 42,445 MT in Q3FY16 against 38,856 MT in Q3FY15.
- Total income from operations was at INR 5,472 mn for Q3FY16 against INR 6,429 mn in Q3FY15.
- EBITDA before exceptional items stood at INR 841 mn for Q3FY16 against negative EBIDTA before exceptional items of INR 89 mn for Q3FY15.
- Profit After Tax was at INR 430 mn for Q3FY16 against loss of INR 438 mn for Q3FY15.

**MANAGEMENT COMMENTS**

**Mr. Prakash P. Chhabria**  
Executive Chairman

*“ Demand for pipes and fittings continues to be good and we are confident that going forward growth in this segment would be very encouraging. ”*

**QUARTERLY CONFERENCE CALL**

We will hold an earnings conference call on **Monday, February 15, 2016 at 11:30 AM** Indian Standard Time to discuss performance for the quarter. Transcript/Audio recording of the management discussions and the question and answer session will be available in the Investor Relations sections of our website [www.finolexwater.com](http://www.finolexwater.com)

Please dial the numbers at least 5-10 minutes prior to the conference schedule to ensure that you are connected in time.

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## PROFIT AND LOSS ACCOUNT SUMMARY






Particulars (INR mn)	Q3FY16	Q2FY16	Q3FY15	9M FY16	9M FY15
Net Sales	5,472	4,667	6,429	16,473	16,915
EBIDTA before exceptional items	841	522	(89)	2,637	1,641
Exceptional gains/(loss)	-	*245	(131)	*245	(296)
EBIDTA after exceptional items	841	767	(220)	2,882	1,345
EBIDTA margins (%)	<b>15.37</b>	<b>16.43</b>	-	<b>17.50*</b>	<b>7.95</b>
Depreciation	127	126	146	379	444
EBIT before exceptional items	714	396	(236)	2,258	1,196
EBIT margins (%)	<b>13.05</b>	<b>8.49</b>	-	<b>13.71</b>	<b>7.07</b>
Other Income	35	141	14	204	153
Finance costs	80	164	287	402	763
PBT	668	618	(639)	2,305	290
PBT margins (%)	<b>12.21</b>	<b>13.24</b>	-	<b>13.99</b>	<b>1.71</b>
Tax	238	199	201	754	89
PAT	430	419	(438)	1,551	201
PAT margins (%)	<b>7.86</b>	<b>8.98</b>	-	<b>9.42</b>	<b>1.19</b>

\*Represents subsidy pertaining to earlier years.

## ABOUT FINOLEX INDUSTRIES LIMITED

Finolex Industries Limited (FIL) is India's leading manufacturer of PVC Pipes & Fittings and the only company in the country with a backward integration. FIL is headquartered in Pune and operates through its state of the art manufacturing plants located in Pune, Ratnagiri in Maharashtra and Masar in Gujarat. FIL is the first Indian U-PVC Pipes manufacturer to be awarded the IS/ISO 9001:2008 certification. With its network of over 16000 direct and indirect retail outlets spread across India, Finolex U-PVC Pipes and Fittings of consistently superior quality are easily accessible throughout the country. Carrying water from the source to the destination, FIL has been helping millions across the country create wealth. Today with water being a limited resource the company's vision is to help every consumer find a more effective way of managing water by creating products across all touch points to manage water better.

## CONTACT DETAILS

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### Investor Relations

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## FORWARD LOOKING STATEMENT

*Except for the historical information contained herein, statements in this release and the subsequent discussions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, our ability to obtain regulatory approvals, technological changes, cash flow projections, our exposure to market risks as well as other risks. Finolex industries do not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof."*