

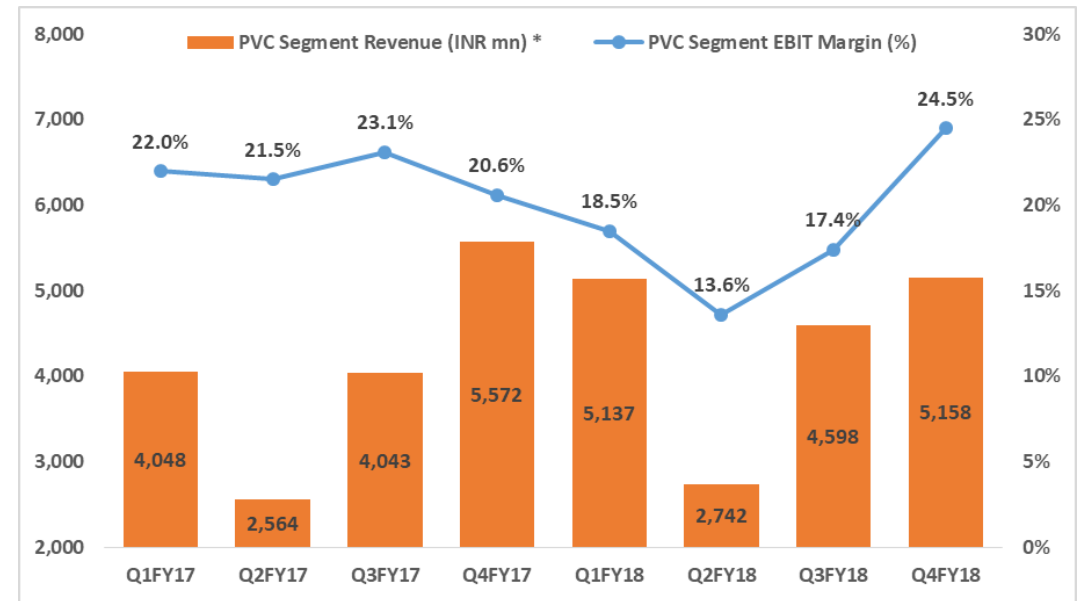
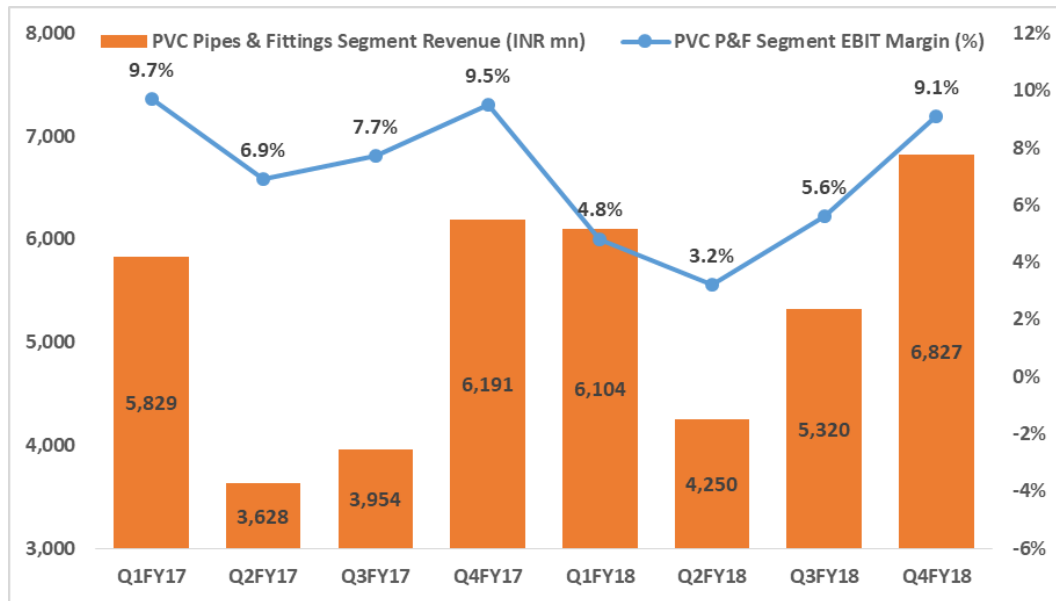
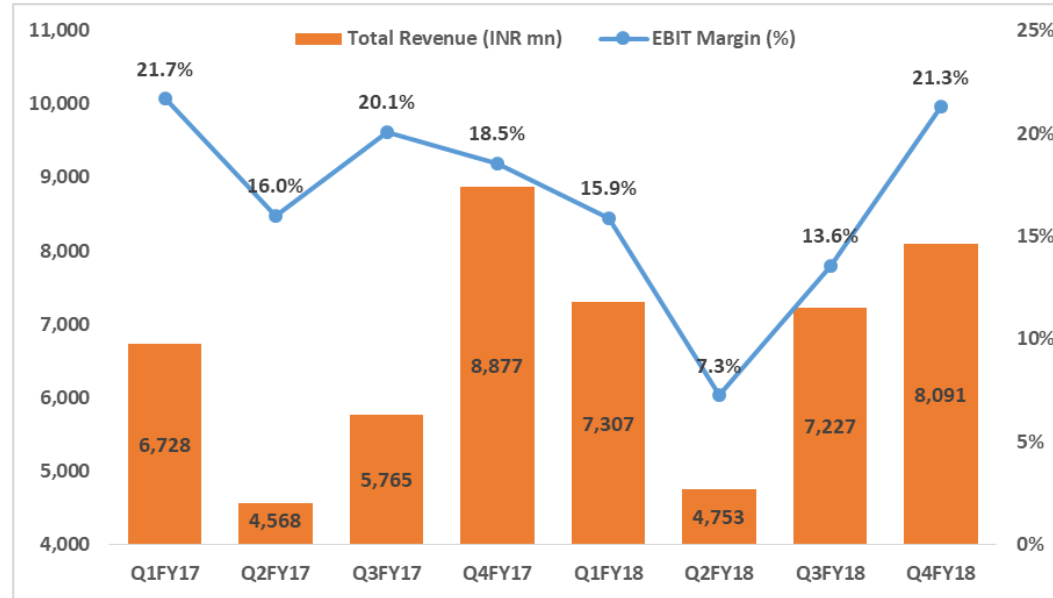


FINOLEX INDUSTRIES LIMITED

Q4FY18 RESULTS

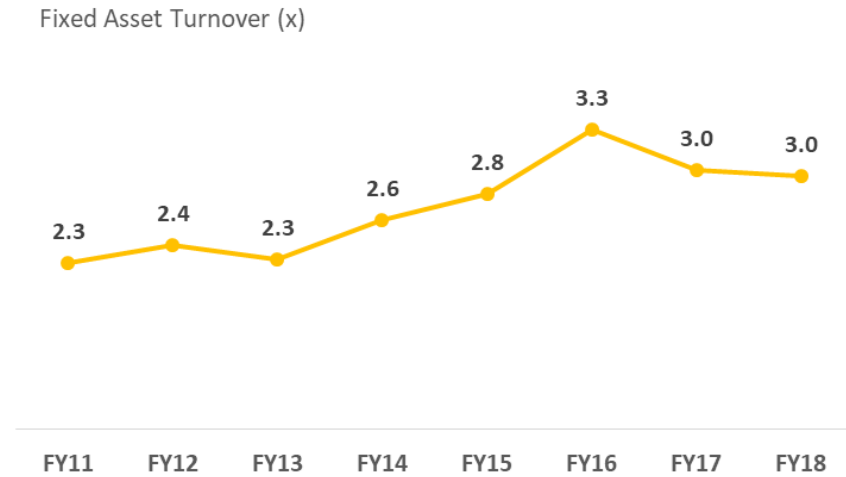
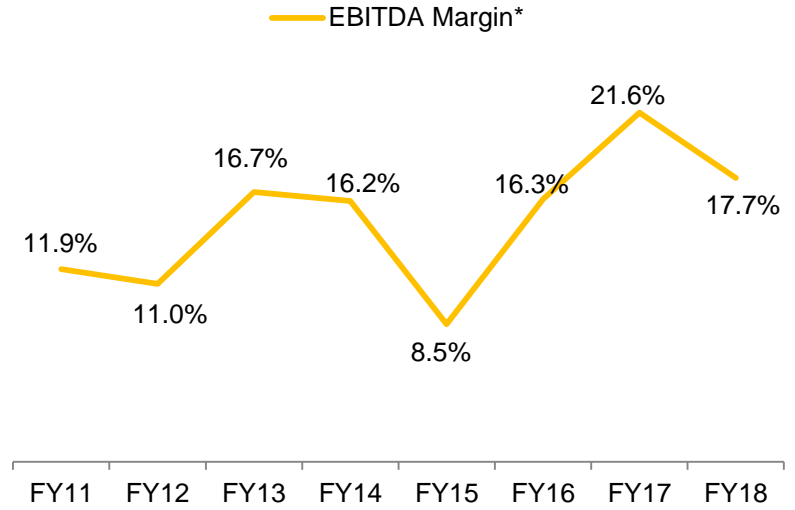
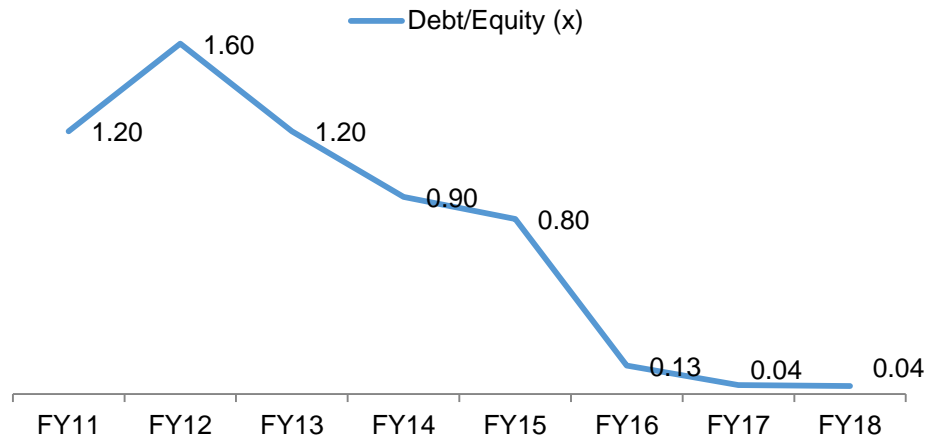
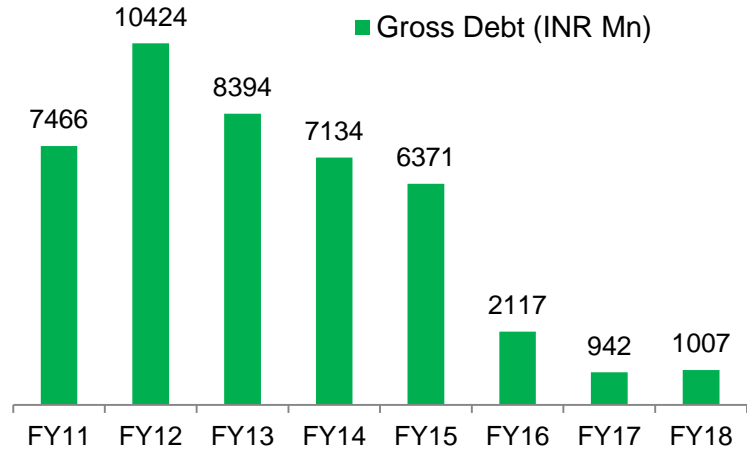


Business Performance – Q4FY18



* Including inter segment transfer

Trend in Key Ratios – FY18



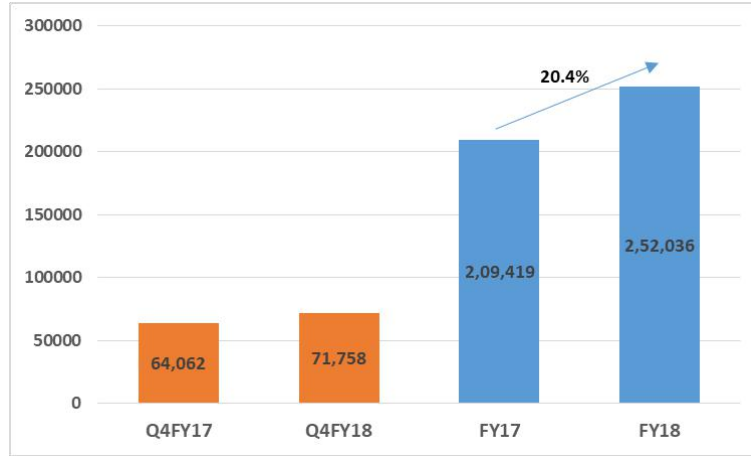
*Standalone EBITDA Margin (EBITDA before Exceptional item and other income)

Q4FY18 and FY18 Results Summary

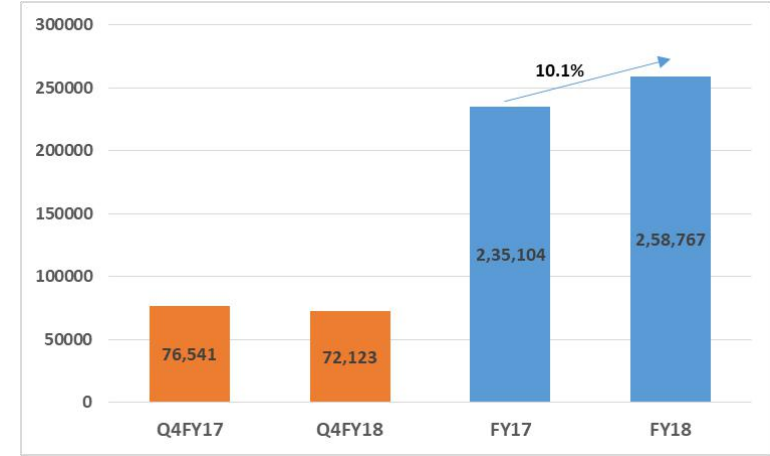
20.4%



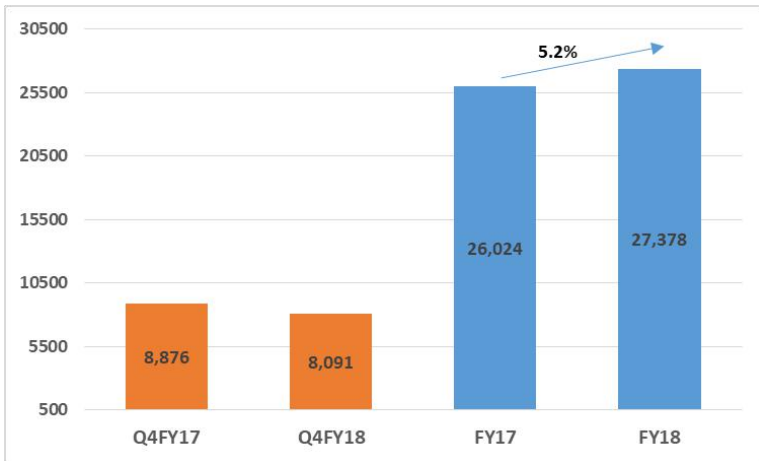
Pipes and Fittings volume growth (FY18 over FY17)



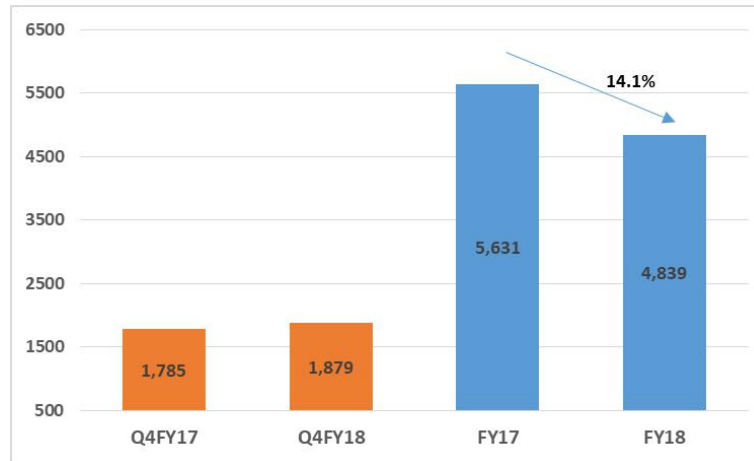
Volumes (MT) Pipes & Fittings



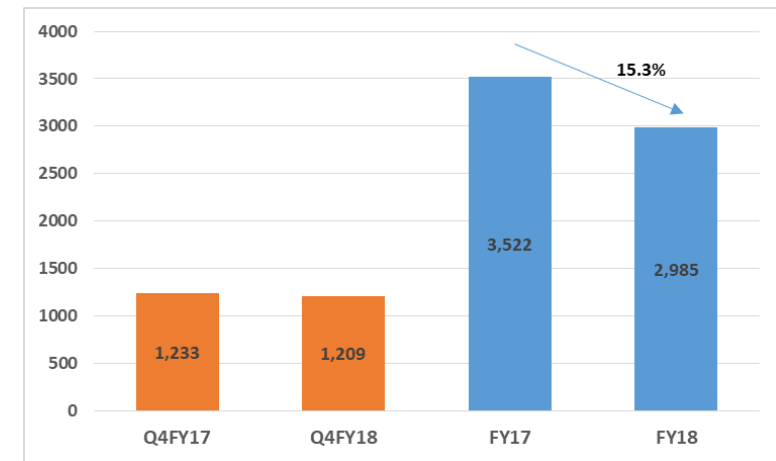
Volumes (MT) PVC Resin *



Revenue (excl. duties and taxes) (INR Mn)



EBITDA (INR Mn)



PAT (INR Mn)

Notes:

Results for the quarter are better compared to the last three quarters mainly on account of rise in PVC resin prices by around 10% during the quarter.

* Including inter segment transfer

Profit & Loss Account – Q4FY18

Particulars (INR Mn)	Q4FY18	Q4FY17
Total Income from operations *	8,091	8,876
EBIDTA	1,879	1,785
EBIDTA margin (%)	23.22%	20.11%
Depreciation	156	139
EBIT	1,723	1,646
EBIT %	21.30%	18.54%
Other Income	28	94
Finance costs	34	11
PBT	1,717	1,729
PBT %	21.22%	19.48%
Tax	508	496
PAT	1,209	1,233
PAT %	14.94%	13.89%

* excluding duties and taxes

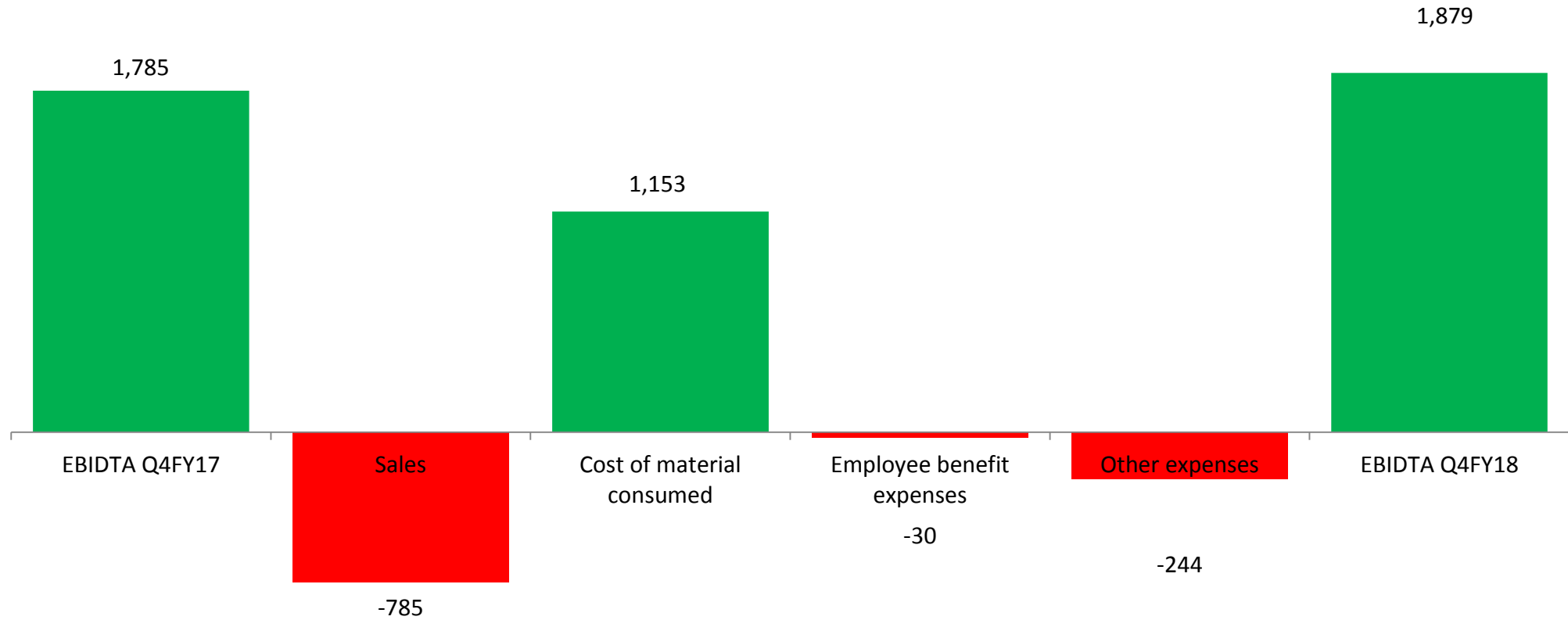
Profit & Loss Account - FY18

Particulars (INR Mn)	FY18	FY17
Total Income from operations *	27,378	26,024
EBIDTA	4,839	5,630
EBIDTA margin (%)	17.67%	21.63%
Depreciation	606	550
EBIT	4,233	5,080
EBIT %	15.46%	19.52%
Other Income	254	243
Finance costs	98	153
PBT	4,388	5,170
PBT %	16.03%	19.87%
Tax	1,403	1,648
PAT	2,985	3,522
PAT %	10.90%	13.53%

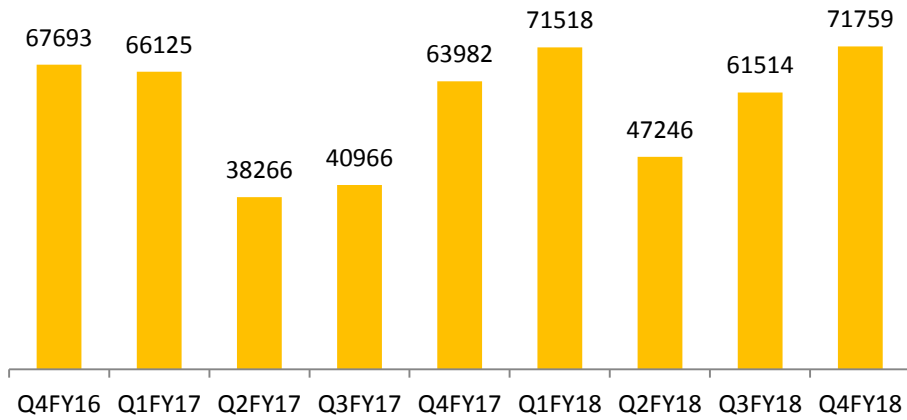
* excluding duties and taxes

EBITDA Bridge Chart Q4FY18

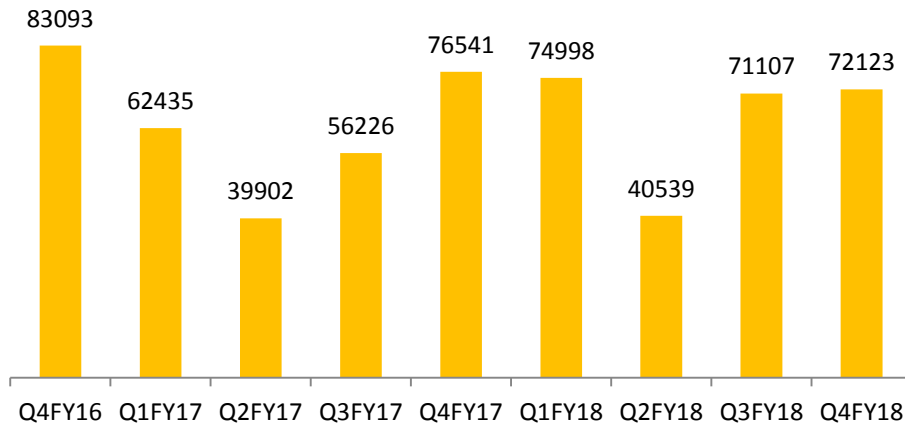
(INR Mn)



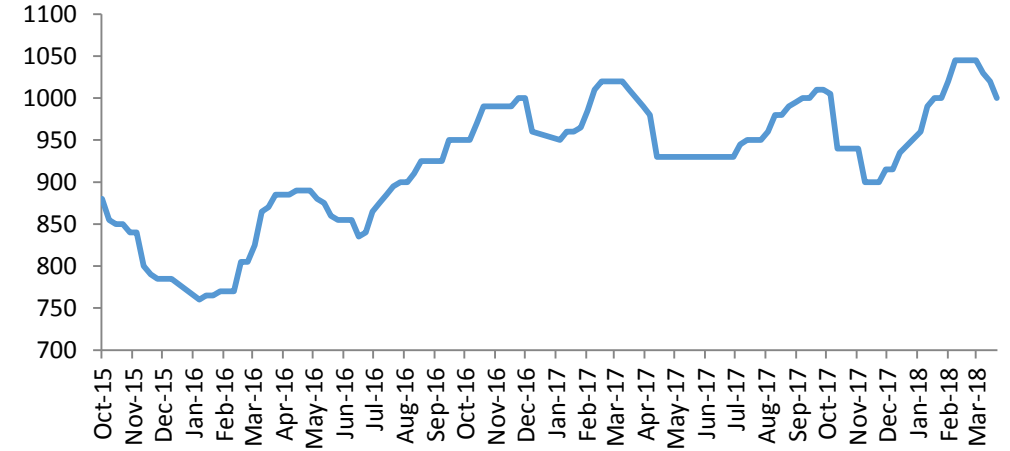
Business Performance Trends



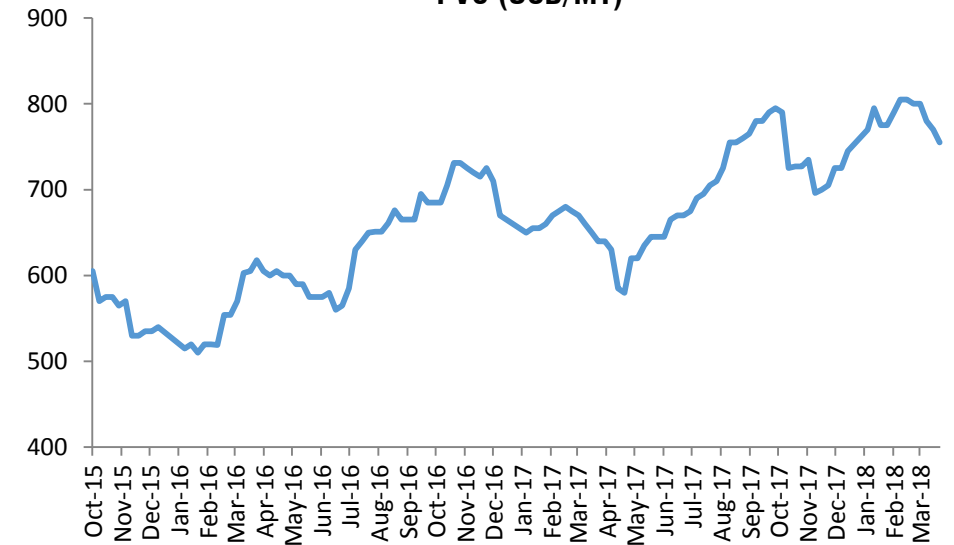
Pipes & Fittings Volumes (MT)



PVC Volumes (MT)



PVC (USD/MT)



PVC/EDC Delta (USD/MT)

Quarterly - Profit & Loss

Particulars (INR Mn)	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
Total income from operations *	6,728	4,568	5,765	8,877	7,307	4,753	7,227	8,091
EBIDTA	1,592	870	1,296	1,785	1,306	496	1,133	1,879
<i>EBIDTA margins (%)</i>	23.7%	19.0%	22.5%	20.1%	17.9%	10.4%	15.7%	23.2%
Depreciation	133	139	140	139	145	151	154	156
Other Income	32	89	29	94	38	109	103	28
Finance costs	50	33	59	11	30	38	(4)	34
PBT	1,441	788	1,126	1,729	1,170	416	1,086	1,717
<i>PBT margins (%)</i>	21.4%	17.3%	19.5%	19.5%	16.0%	8.8%	15.0%	21.2%
Tax	461	275	407	496	372	133	390	508
PAT	980	513	719	1,233	798	283	695	1,209
EPS	7.9	4.1	5.8	9.9	6.4	2.3	5.6	9.8

* excluding duties and taxes

Quarterly segmental - Profit & Loss

Particulars (INR Mn)	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
Segmental revenues *								
PVC	4,048	2,564	4,043	5,572	5,137	2,742	4,598	5,158
PVC pipes & fittings	5,829	3,628	3,954	6,191	6,104	4,250	5,320	6,827
Power	388	321	378	361	382	259	377	405
Segmental profits								
PVC	890	552	933	1,147	951	372	802	1,263
% of Revenues	22.0%	21.5%	23.1%	20.6%	18.5%	13.6%	17.4%	24.5%
PVC pipes & fittings	568	252	303	590	290	136	296	618
% of Revenues	9.7%	6.9%	7.7%	9.5%	4.8%	3.2%	5.6%	9.1%
Power	129	58	86	56	50	(7)	20	15
% of Revenues	33.3%	18.1%	22.8%	15.5%	13.1%	(2.7%)	5.3%	3.7%
Capital employed								
PVC	5,214	5,056	6,354	5,623	5,660	4,007	3,858	5,239
PVC pipes & fittings	5,210	5,218	5,860	5,683	5,449	5,939	5,946	6,690
Power	2,674	2,374	2,375	2,170	2,328	2,138	2,124	2,161

*excluding duties and taxes

Profit & Loss - Key Indicators

Profit & loss account (INR Mn)	FY13	FY14	FY15	FY16*	FY17*	FY18*
Revenue from Operations (excl. excise duty)	21,448	24,531	24,762	24,819	26,024	27,378
Growth in sales (YoY %)	2.15%	14.37%	0.94%	0.23%	4.85%	5.20%
EBIDTA before exceptional items	3,587	3,966	2,111	4,044	5,630	4,839
EBIDTA margins before exceptional items (%)	16.72%	16.17%	8.53%	16.29%	21.63%	17.67%
EBIDTA after exceptional items	2,626	3,268	1,896	4,289	5,630	4,839
PBT	1,902	2,419	808	3,733	5,170	4,388
PBT Margin (%)	8.87%	9.86%	3.26%	15.04%	19.87%	16.03%
PAT	1,361	1,701	478	2,544	3,522	2,985
PAT Margin (%)	6.35%	6.93%	1.93%	10.25%	13.53%	10.90%

*Figures as per IndAS

Balance sheet - Key Indicators

Balance Sheet (INR Mn)	FY12	FY13	FY14	FY15	FY16*	FY17*	FY18*
Equity and liabilities							
Share capital	1,241	1,241	1,241	1,241	1,241	1,241	1,241
Reserves and surplus	5,381	5,971	6,656	6,633	14,458	21,673	26,405
Long term borrowings	1,896	1,397	2,322	1,837	-	-	-
Short term borrowings (incl. loans repayable in one year)	8,528	6,997	4,812	4,534	1,117	942	1,007
Total borrowings	10,424	8,394	7,134	6,371	1,117	942	1,007
Assets							
Fixed assets (Net block)	7,840	8,795	9,052	8,678	8,496	8,551	8,842
Capital WIP	854	506	325	104	66	217	903
Non current investments	1,221	1,274	1,274	1,246	6,485	11,656	14,896
Current investments	3,711	2,322	941	551	1,687	566	656

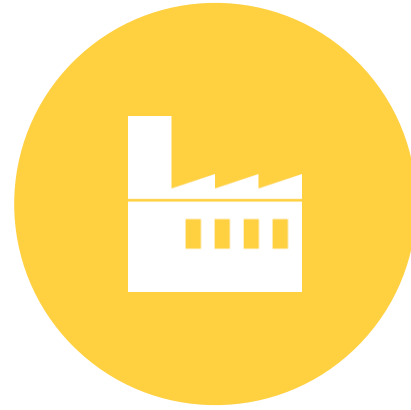
*Figures as per IndAS

Key Strategies



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.

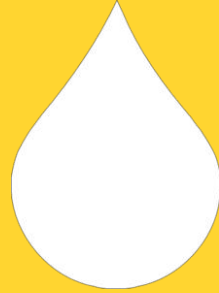


BRANDING

Promote brand and quality consciousness amongst consumer.



Total allocation for Rural, Agriculture sector is Rs.14.34 lakh crore. Institutional credit for agriculture sector raised to Rs. 11 lakh crore for 2018-19. Scope of Long Term Irrigation Fund to be expanded to cover specified command area development projects. An Agri-Market Infrastructure Fund with a corpus of Rs. 2,000 crore to be set up for developing and upgrading agricultural marketing infrastructure.



Under the Pradhan Mantri Krishi Sinchai Yojana, 48 AIBP priority projects of Rs. 15,000 crore to be completed by December 2019 and utilisation of irrigation potential of 15 lakh hectares (har khet ko pani) a project of Rs. 2,300 crores to be undertaken. Irrigation projects of Rs. 4,000 crore covering 17.2 lakh hectares to be implemented



Niti Ayog, in consultation with Central and State Governments, will put in place a fool proof mechanism so that farmers to get adequate price for their produce.



Extend facility of Kisan Credit cards to farmers to help them meet their working capital needs. Small and marginal farmers to benefit,

Opportunities - Non - Agriculture sector i.e. housing and infrastructure ... also continues to be thrust area



Under the Prime Minister Awas Scheme it is proposed to complete construction of one crore houses by 2019 in the rural areas. In urban areas 37 lakh houses has been sanctioned for construction. A dedicated Affordable Housing Fund in NHB to be established. Smart Cities Mission to build 100 smart cities with state-of-art amenities and the AMRUT program to provide water supply to



During the year, the Company tied-up with the American company Lubrizol Corporation, inventors and the largest manufacturers of the CPVC compound worldwide. The tie-up will strengthen the Company's track record of providing superior products for the domestic market. The products have been highly appreciated and has brought renewed interest among the existing and new dealers.



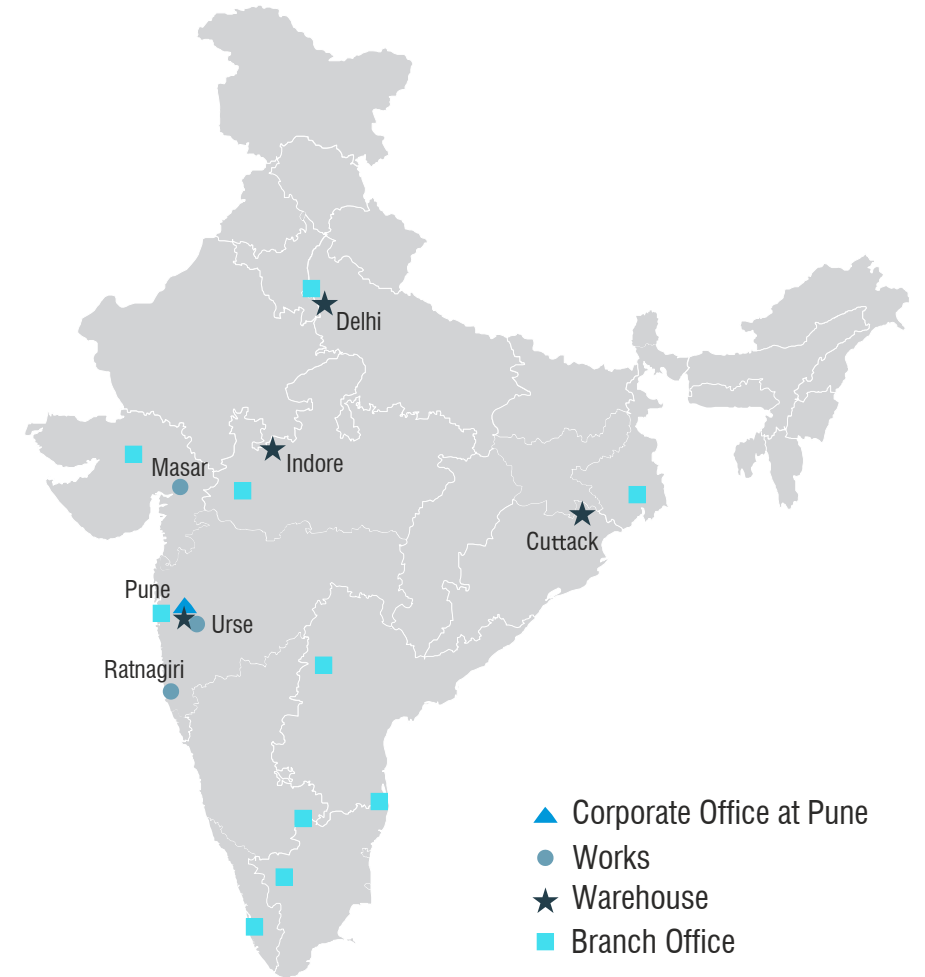
Swachh Bharat Mission (Gramin) has benefited all. Sanitation coverage in rural India has increased and government is focussed on covering a wider area.

Distribution reach

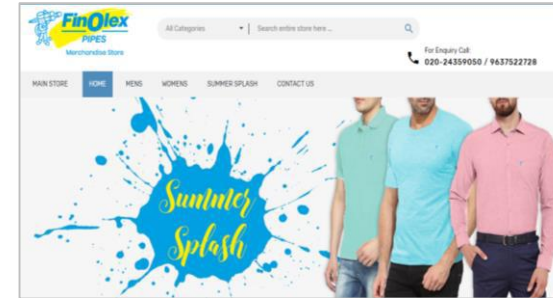
- FIL is on track in terms of expanding its scale of operations by increasing production capacity and distribution reach
- Wide network of 18,000 retail touch points



Offices, Works and Warehouses



Branding & advertisements in Q4FY18 – some snapshots



FIL was the Presenting Sponsor at NDTV Property Awards with exclusive branding rights for on-ground, outdoor, television and social media

Felicitation of Mr. Saurabh Dhanorkar at the Brand Vision Summit in Mumbai. The 2-episode series was covered on Times Now News Channel and also featured interviews of senior management focusing on growth philosophy of FIL

FIL was the proud sponsor of south pop star Antony Dasan's music video. The video was launched on Sony Music's south channel (digital) and fetched a cumulative social media reach of 13 Lakhs views

FIL merchandise store launch on corporate website along with the new Summer Splash collection. Since launch more than 100 orders from channel partners and employees have been catered to

FIL was special event partner at Arijit Singh show that took place at 5 metro cities across India. FIL invited 600+ top MEP consultants, builders, dealers and architects to the event as a relationship building initiative

Branding & advertisements in Q4FY18 – some snapshots



Festive greetings to channel partners and employees

Participation in Agri Expo 2018 at Baramati, Pune

Participation in Constro 2018 International Fair at Agricultural Ground, Pune

Participation at ISH India - International trade fair for plumbing, sanitation, bathroom & kitchen, renewable energy and home automation systems held in Bengaluru

MMF activities in Q4FY18 – some snapshots



FIL was awarded in the prestigious category of 'Best CSR Practices and Sustainability' at the ET NOW World CSR Day Awards event in Mumbai

FIL and Sassoon Hospital, Pune alongside *Concern for Mental Health* organised a 2 day workshop for physicians, psychologists, nurses, special teachers, health visitors, primary school teachers and other mental health care professionals

FIL and MMF partnered with Sassoon Hospital, Pune to upgrade the Endoscopy unit and inaugurated the Gastroenterology unit

FIL and MMF with the support of Kherwadi Social Welfare Association inaugurated 50 toilets and funded 50 beneficiaries with solar lights at Sonale village at Palghar district



Finolex Pipes and Mukul Madhav Foundation was recently awarded ‘Best CSR Integrated Business under National Excellence for CSR and Sustainability’ at the ‘National CSR Leadership Congress & Awards’ held in Bengaluru, September 2017.

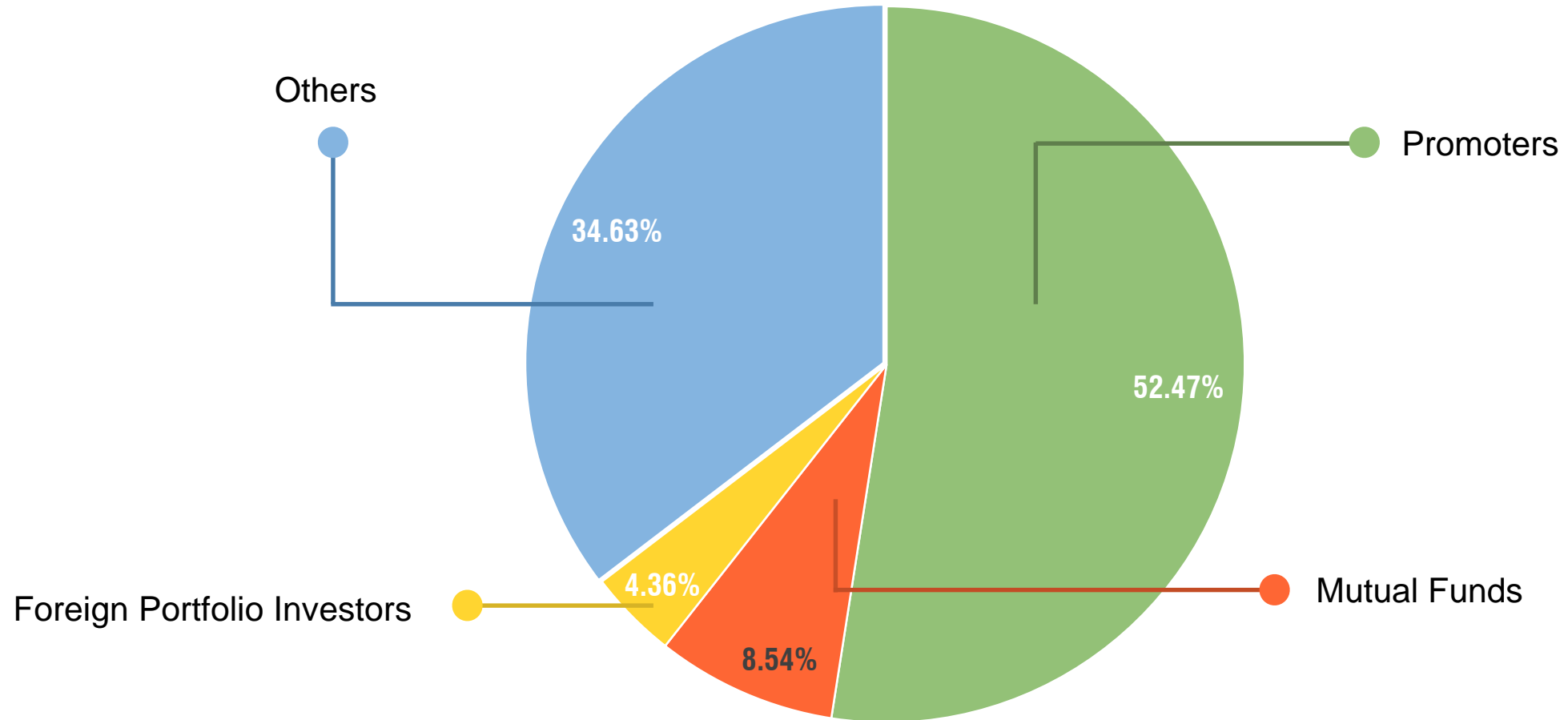
Recently Awarded with The Supply Chain Enterprise Icon of the Year - 2017” by Global Logistics Excellence Awards.

The National Record certificate by The Limca Book of Records for conducting the largest number of plumbers meets organised simultaneously across 26 states and 58 cities on 11 March, 2016.

Global CSR Excellence & Leadership Award at the 5th edition of Blue Dart World CSR day initiative.

India’s most Trusted Brand in the category “Manufacturing - Pipes” awarded by Brand Trust Report 2015.

Shareholding Pattern as on March 31, 2018





Agri Pipes and Fittings



Column Pipes



Casing Pipes



ASTM Pipes and Fittings



CPVC Pipes and Fittings




Sewerage Pipes




Solvent Cement


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FINOLEX INDUSTRIES LIMITED

 Mr. S. Krishnamoorthy (GM - Accounts & Finance)

 sk@finolexind.com

 D-1/10, M.I.D.C. Chinchwad, Pune 411 019

 020 2740 8200 | 1-800-2003466

 www.finolexwater.com



Finolex Industries Ltd.

Volume Data

Sr. No.	Particulars	Q1FY16	Q2FY16	Q3FY16	Q4FY16	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
1	Production in MT												
a	PVC Resin	60,048	38,815	67,892	80,147	59,756	40,937	83,266	67,143	63,805	34,528	81,839	82,672
b	PVC pipes & fittings	57,129	41,801	45,089	63,144	66,693	40,416	44,844	57,071	74,054	52,672	61,887	71,774
2	Sales in MT												
a	PVC Resin-External	17,866	17,535	29,952	41,418	12,751	13,080	25,281	36,124	15,725	6,494	27,967	17,126
	PVC Resin-Inhouse	45,164	23,977	30,590	41,675	49,684	26,822	30,945	40,417	59,273	34,045	43,140	54,997
	Total PVC	63,030	41,512	60,542	83,093	62,435	39,902	56,226	76,541	74,998	40,539	71,107	72,123
b	PVC Pipes	54,451	37,194	39,163	63,387	62,255	34,218	37,652	59,865	68,171	43,032	56,842	66,753
c	PVC Fittings	3,487	3,494	3,282	4,306	3,870	4,048	3,314	4,117	3,347	4,214	4,672	5,005
	Total Pipes and Fittings	57,938	40,688	42,445	67,693	66,125	38,266	40,966	63,982	71,518	47,246	61,514	71,758
	In MWH												
1	Power generated	53578	39428	49602	46180	55,243	46,909	55,710	53,640	57,999	36,277	56,559	57,912