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FIL/SEC/SEs/2021-22/017

25th June, 2021

The Manager – Listing Department National Stock Exchange of India Limited 5, Exchange Plaza Bandra-Kurla Complex Bandra (East), Mumbai 400051	The Manager – Listing Department BSE Limited Registered Office: Floor 25 P.J.Towers Dalal Street Mumbai 400 001
Scrip Code: FINPIPE	Scrip Code: 500940/FINOLEXIND

Sub: Presentation on Audited Financial Results for the quarter and financial year ended on 31st March, 2021

Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

In terms of the subject referred regulation, a presentation on Audited Financial Results (both Standalone & Consolidated) along with the volume data and earning release of the Company for the quarter and financial year ended 31st March, 2021, is enclosed.

You are requested to kindly take the above on your records.

Thanking you,

Yours truly,

For **Finolex Industries Limited**

Ashutosh Kulkarni
Company Secretary & Compliance Officer
ACS No.: 18549

Encl.: As above





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

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

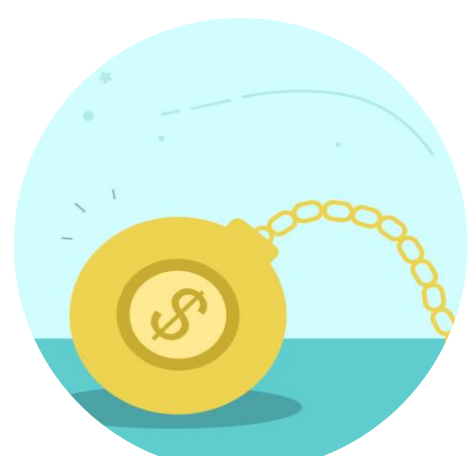
- EBITDA grew by 122.0% to Rs 1,062 Crs
- PAT grew by 124.6% from Rs 324 Crs to 728 Crs



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



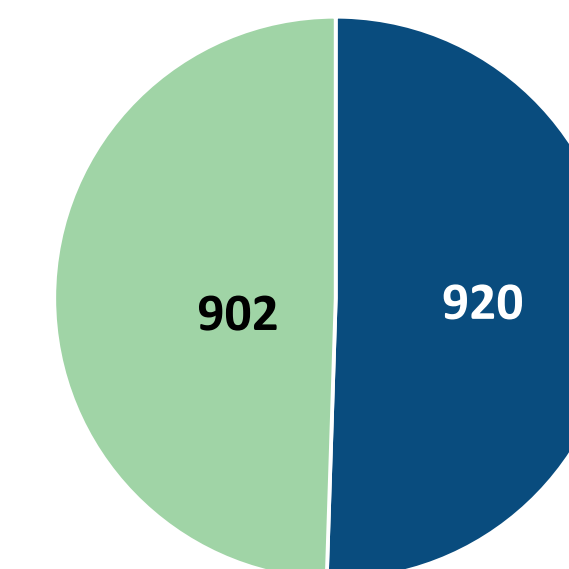
Continues to be Net Zero Debt Company

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

- Net Cash generated from operating activity Rs 941 Crs

Segment Revenue - Q4 FY21

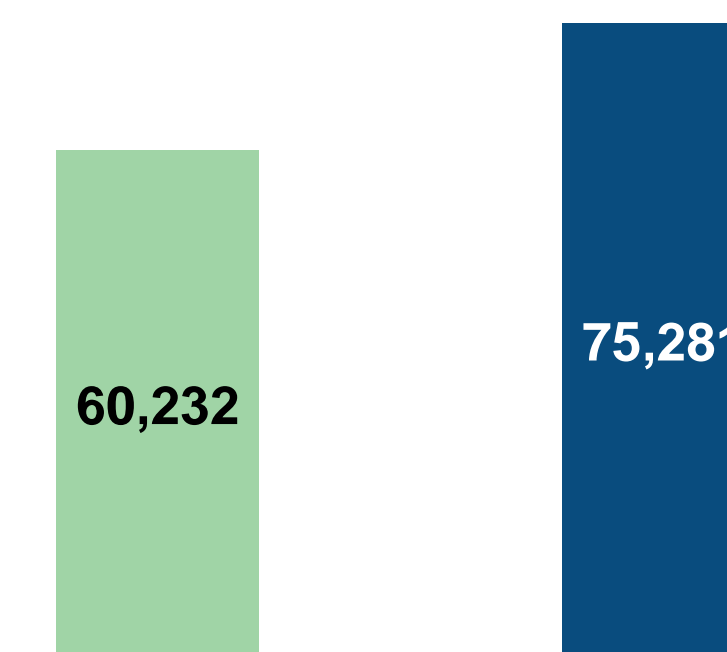
Rs Crs



■ PVC Resin ■ P&F

Segment Volume - Q4 FY21

MT



PVC P&F PVC Resin

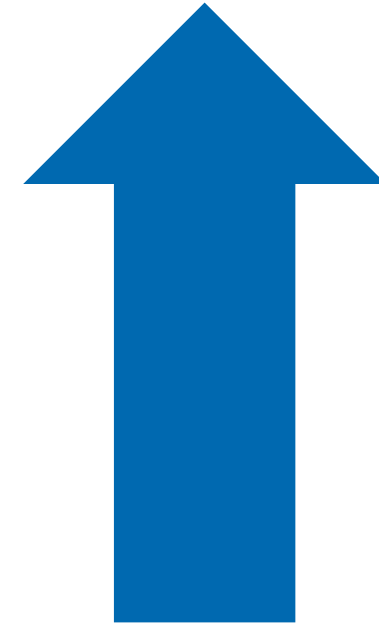


Segment Performance – Key highlights Q4 FY21

Pipes and Fittings

901.70 Crs

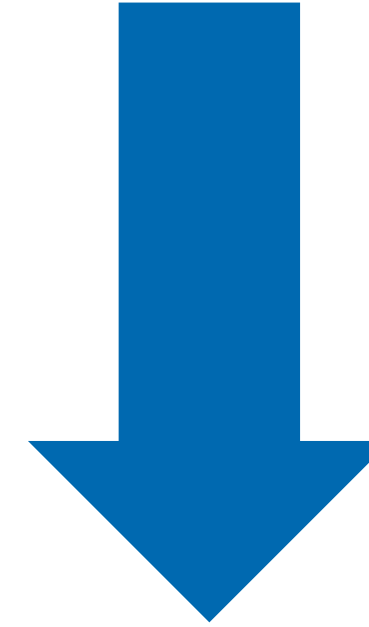
42.6% y-o-y



Revenue

60,232 MT

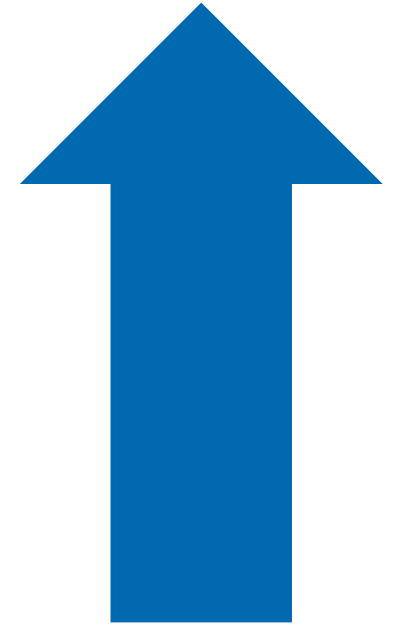
(3.6%) y-o-y



Volume

69.49 Crs

11.1% y-o-y

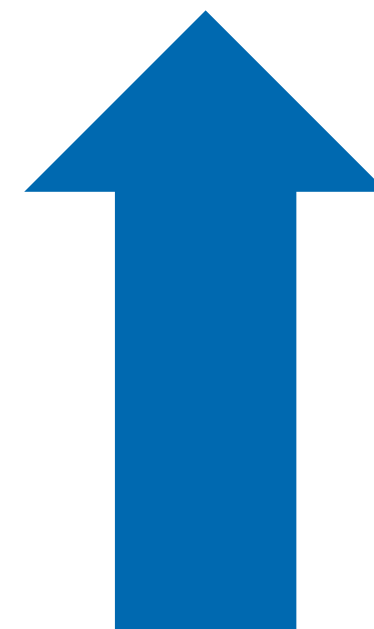


EBIT

Resin

920.24 Crs

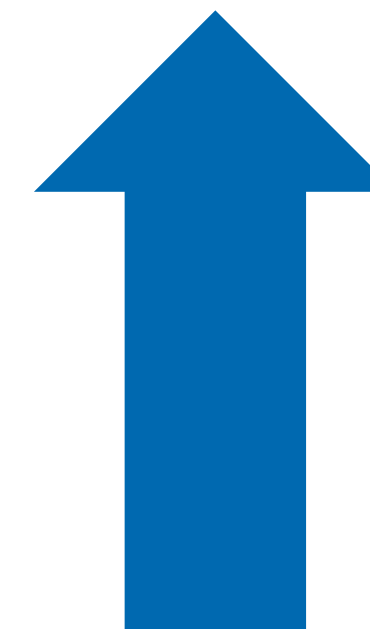
111.0% y-o-y



Revenue

75,281 MT

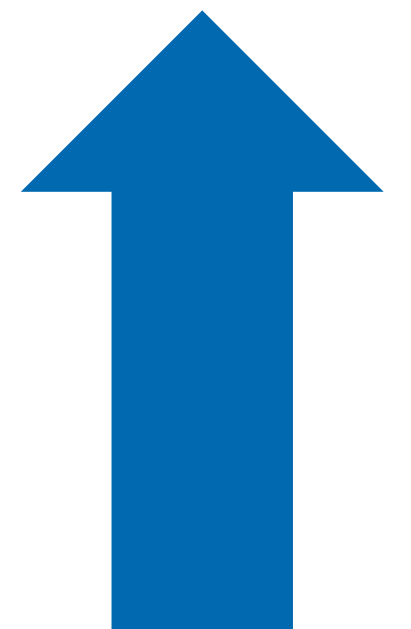
25.3% y-o-y



Volume

328.46 Crs

947.6% y-o-y



EBIT

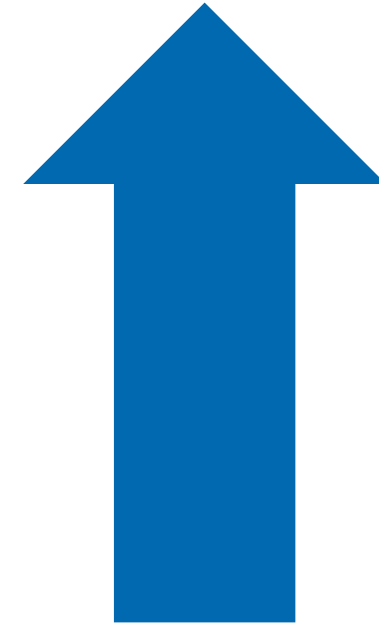


Segment Performance – Key highlights FY21

Pipes and Fittings

2,635.30 Crs

3.2% y-o-y



Revenue

2,12,060 MT

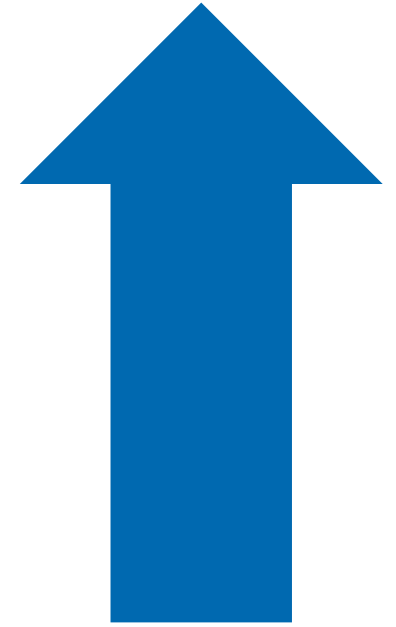
(16.8%) y-o-y



Volume

251.19 Crs

24.2% y-o-y

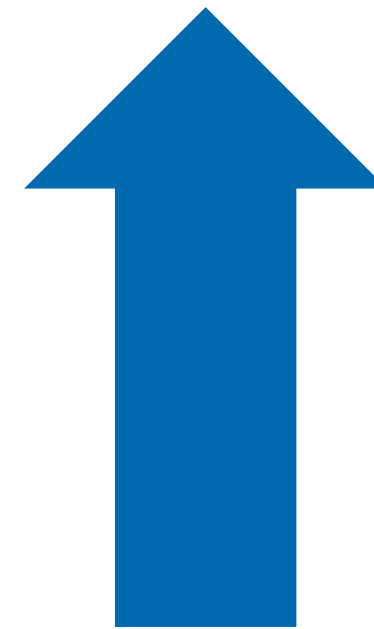


EBIT

Resin

2,273.31 Crs

35.5% y-o-y



Revenue

2,36,086 MT

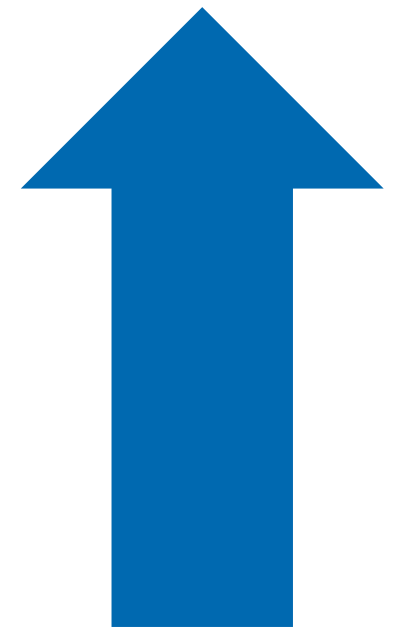
(1.3%) y-o-y



Volume

696.40 Crs

248.9% y-o-y

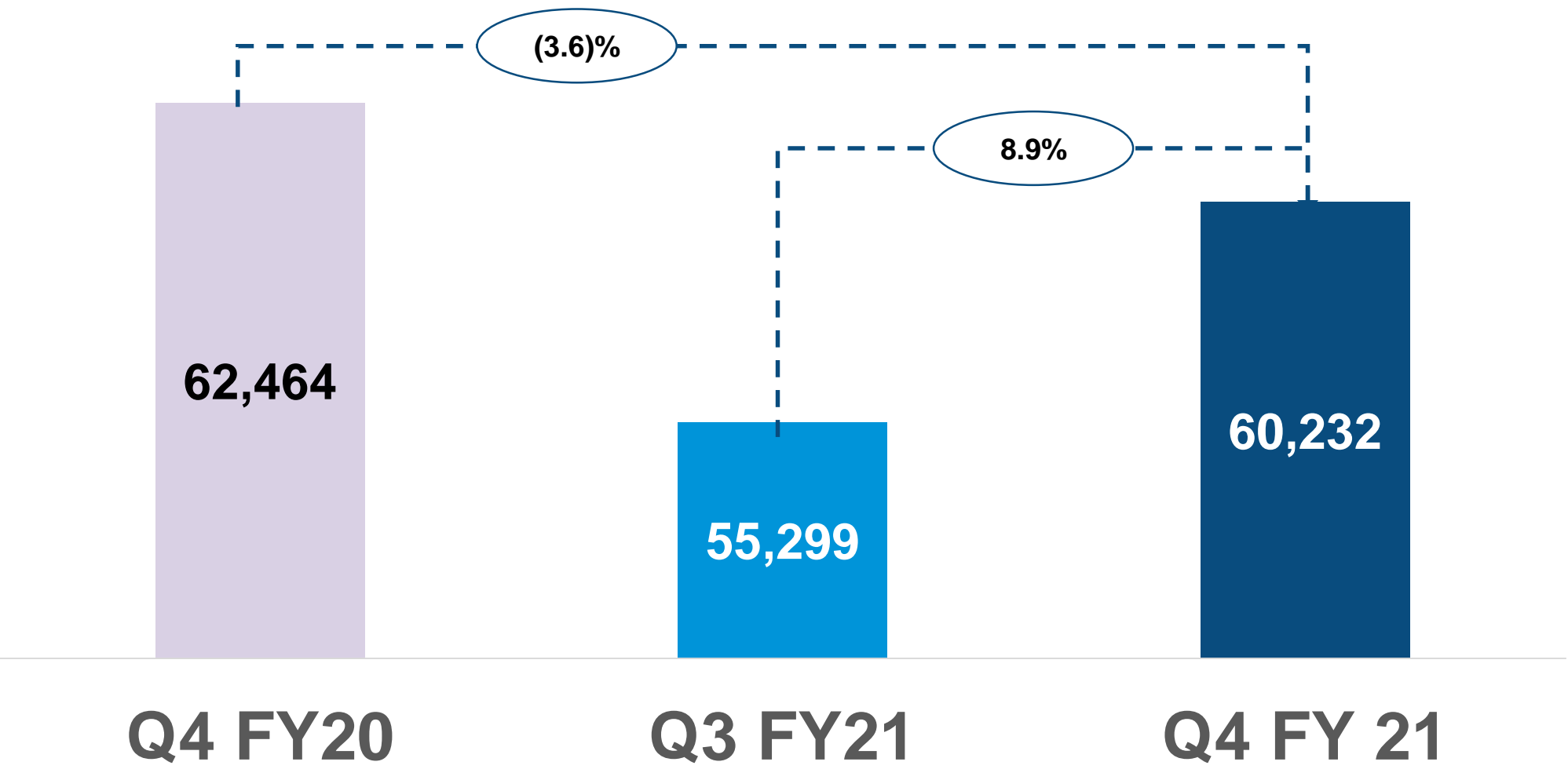


EBIT

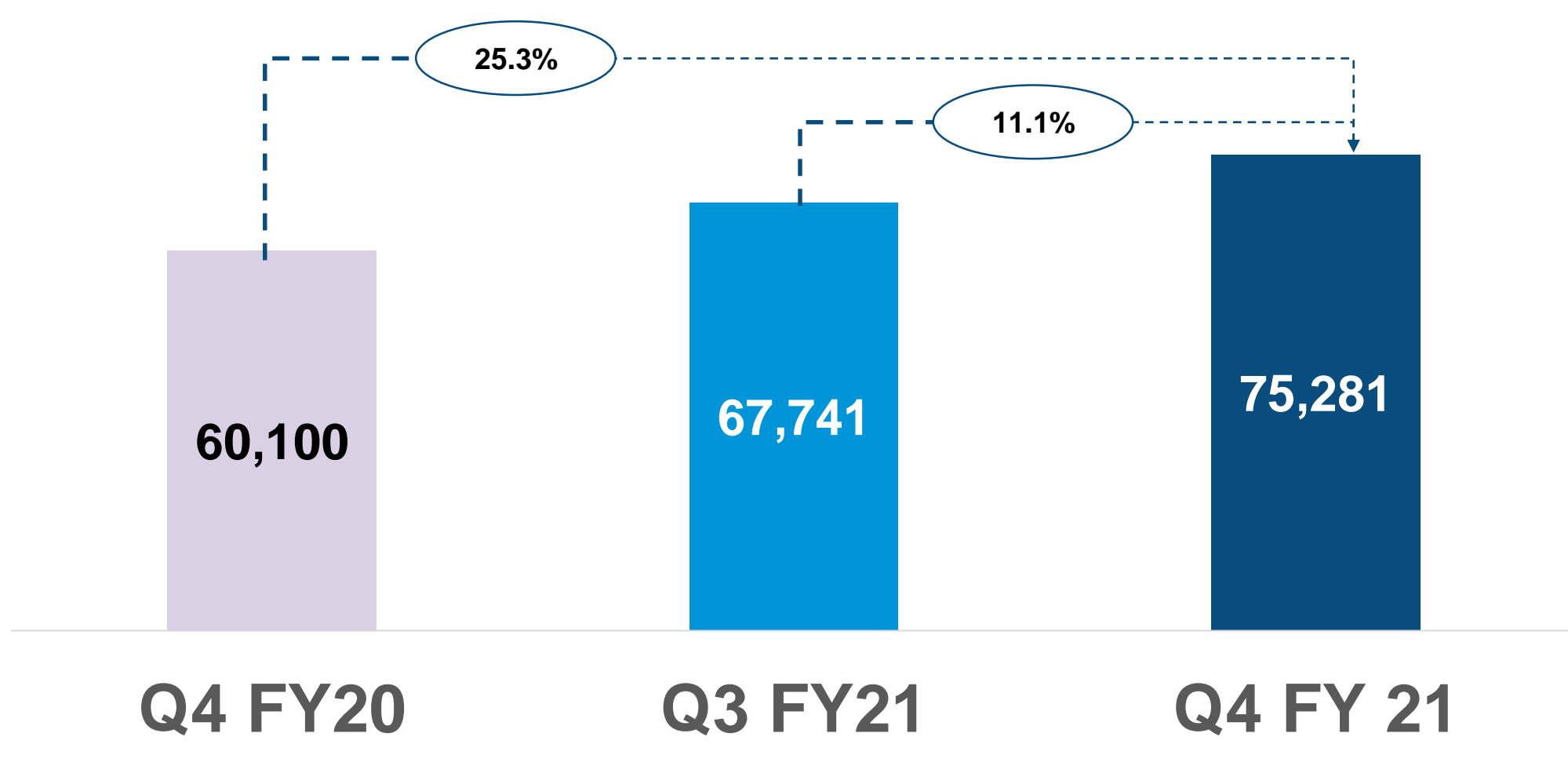


Business Performance- Segment

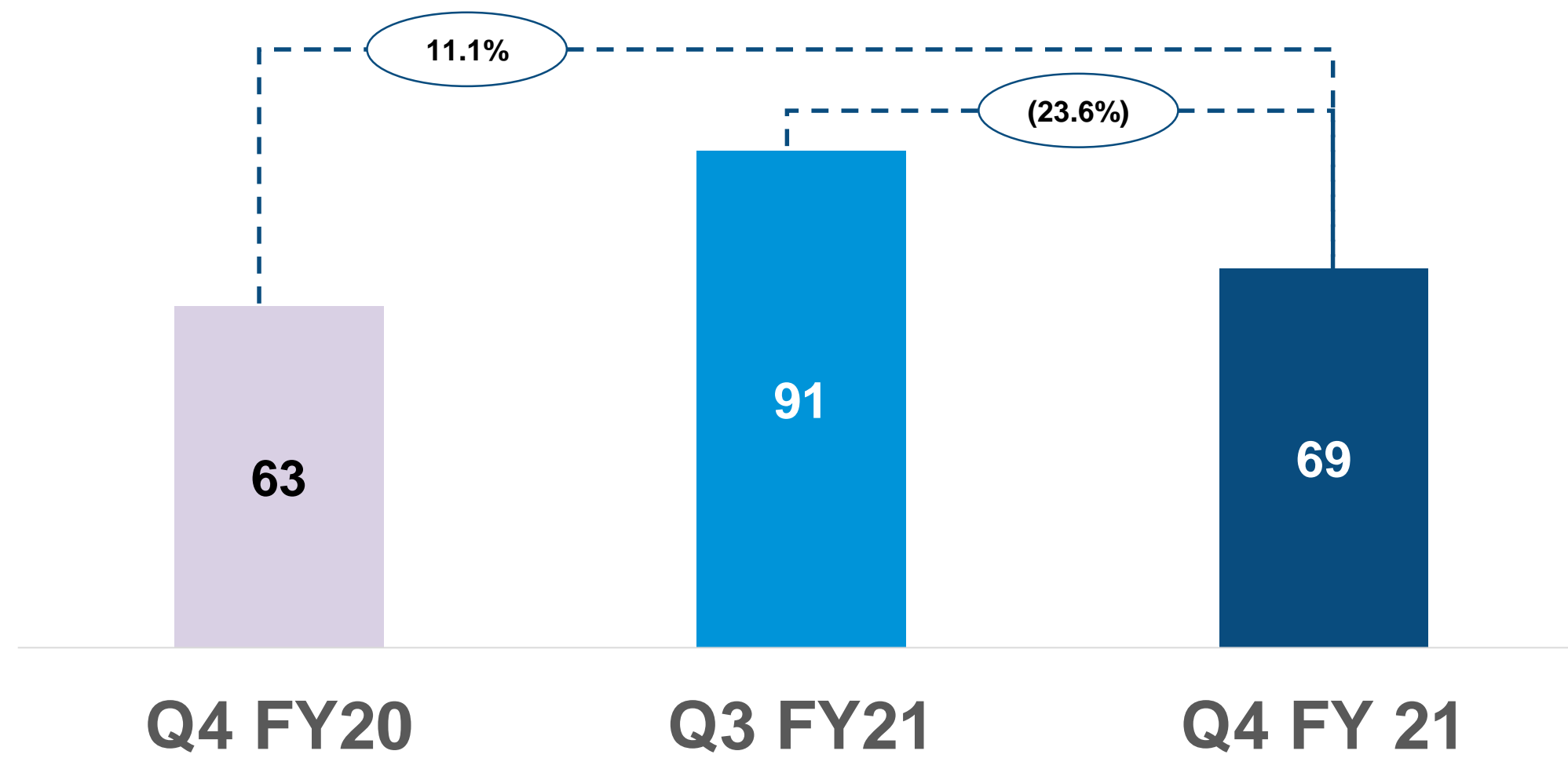
P&F Volume (MTs)



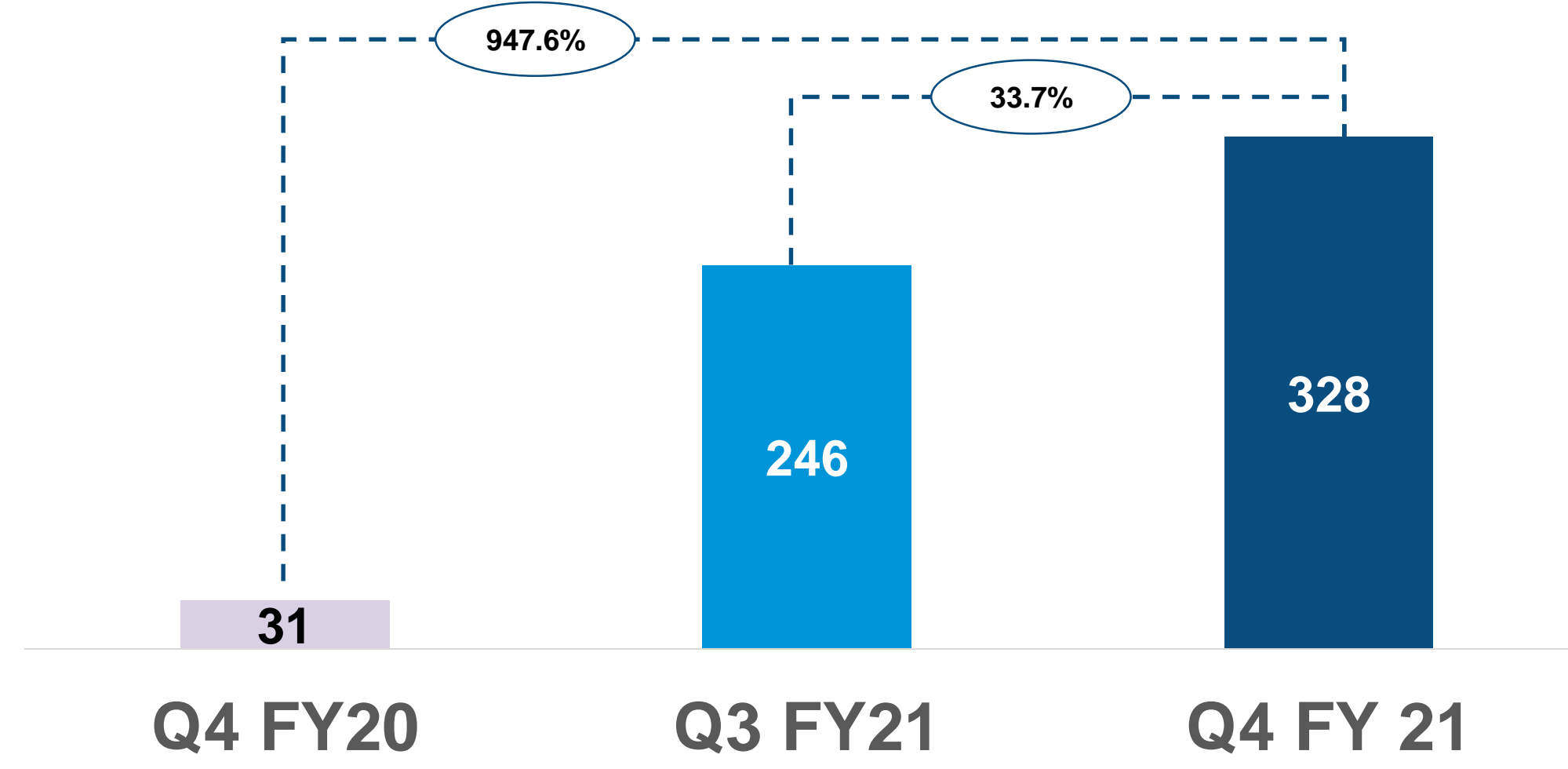
PVC Volume (MTs)



P&F EBIT (Rs Cr)



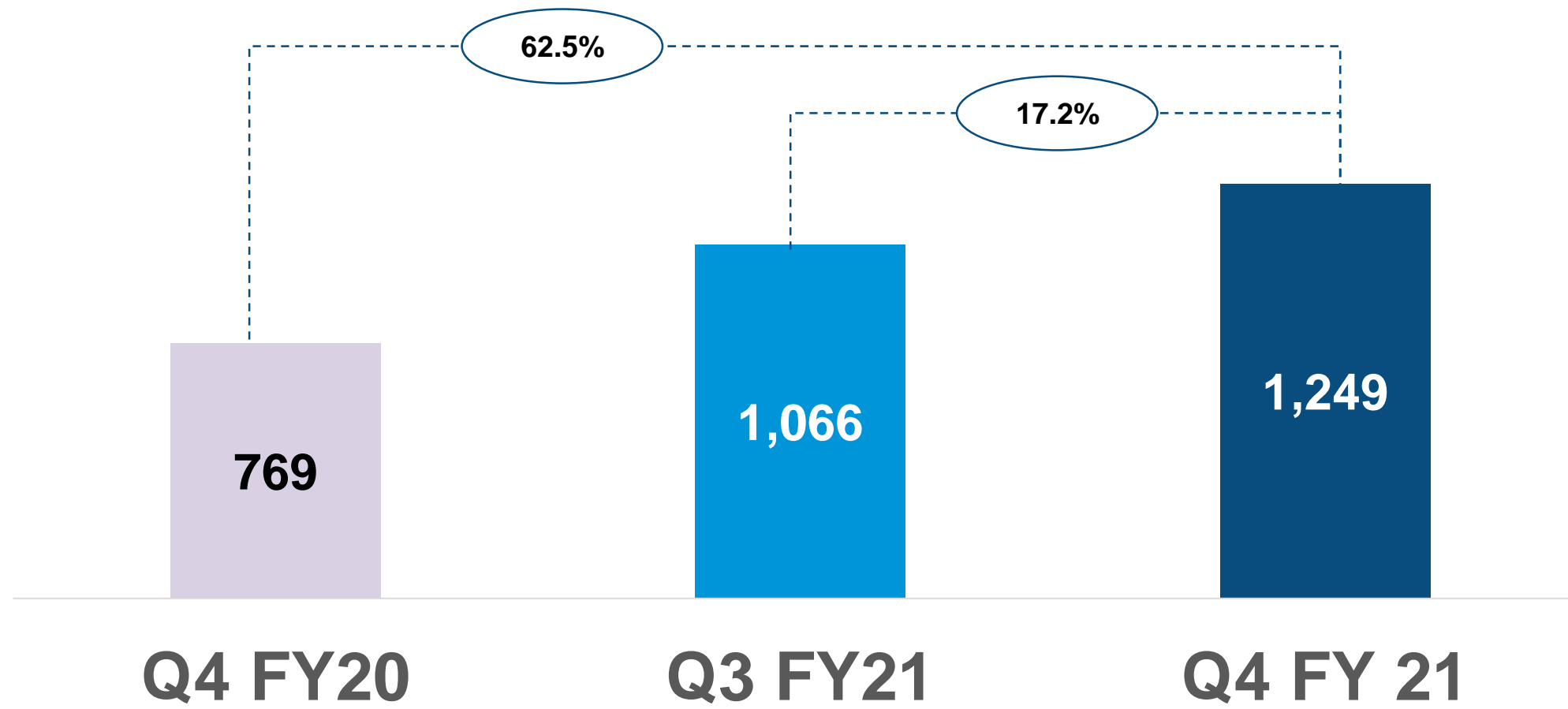
PVC EBIT (Rs Cr)



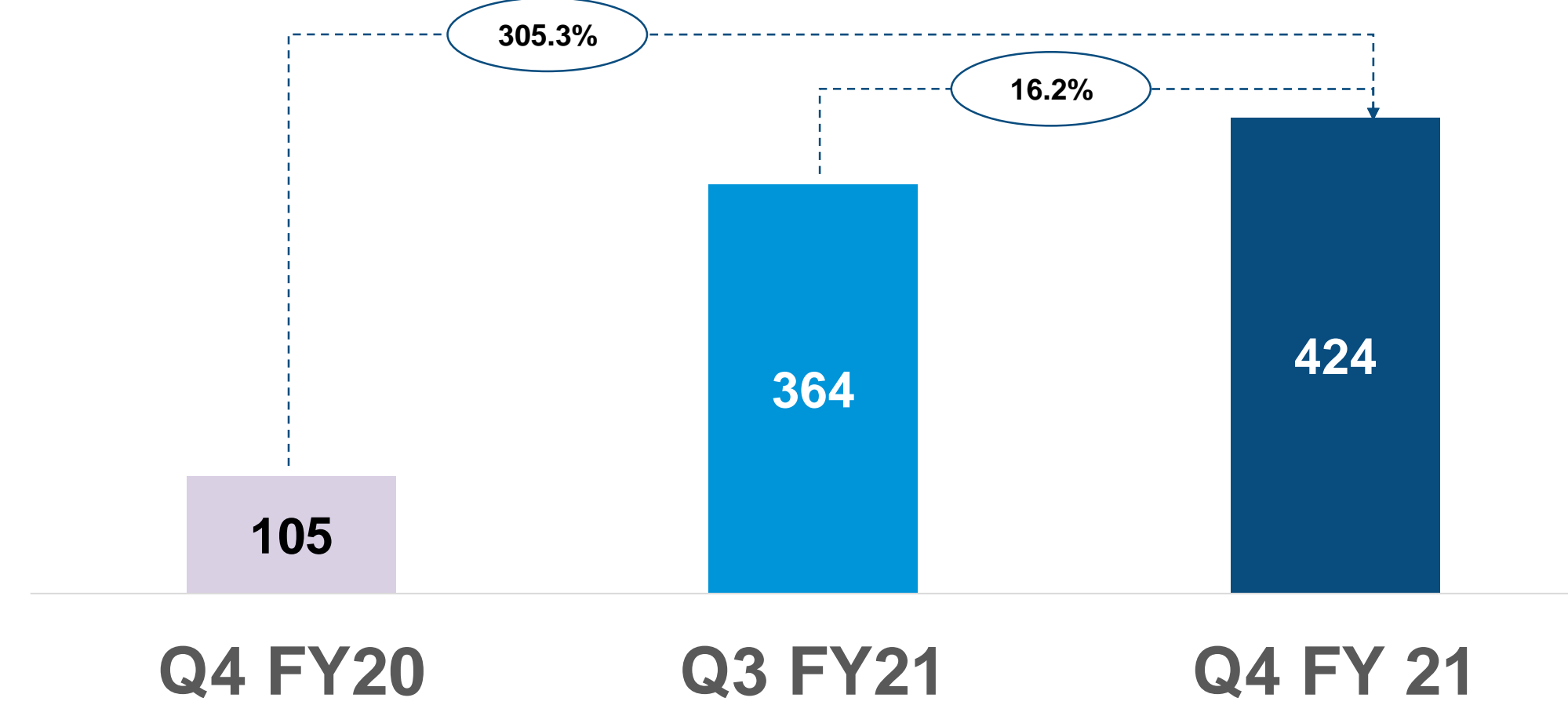


Business Performance of the company

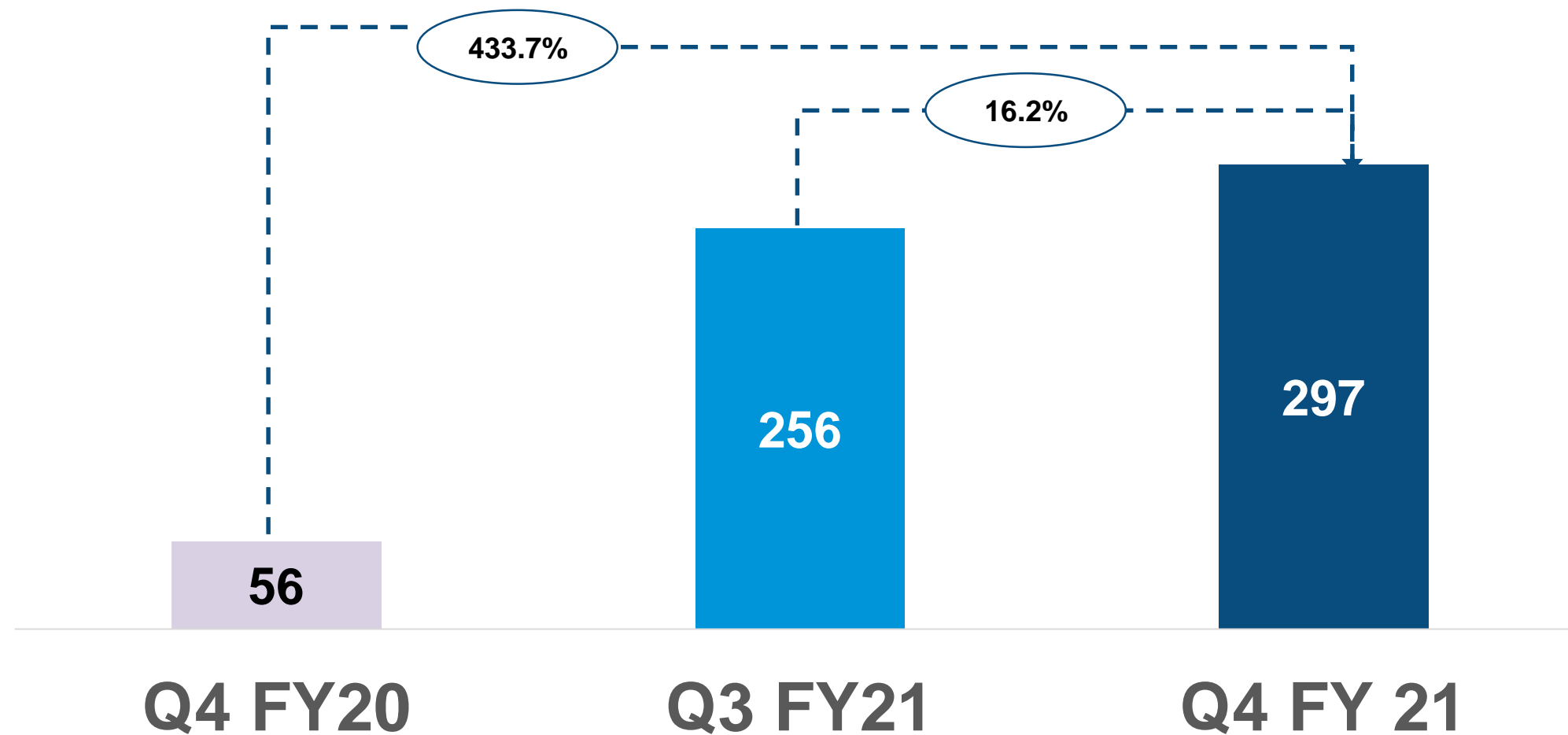
Revenue (Rs Cr)



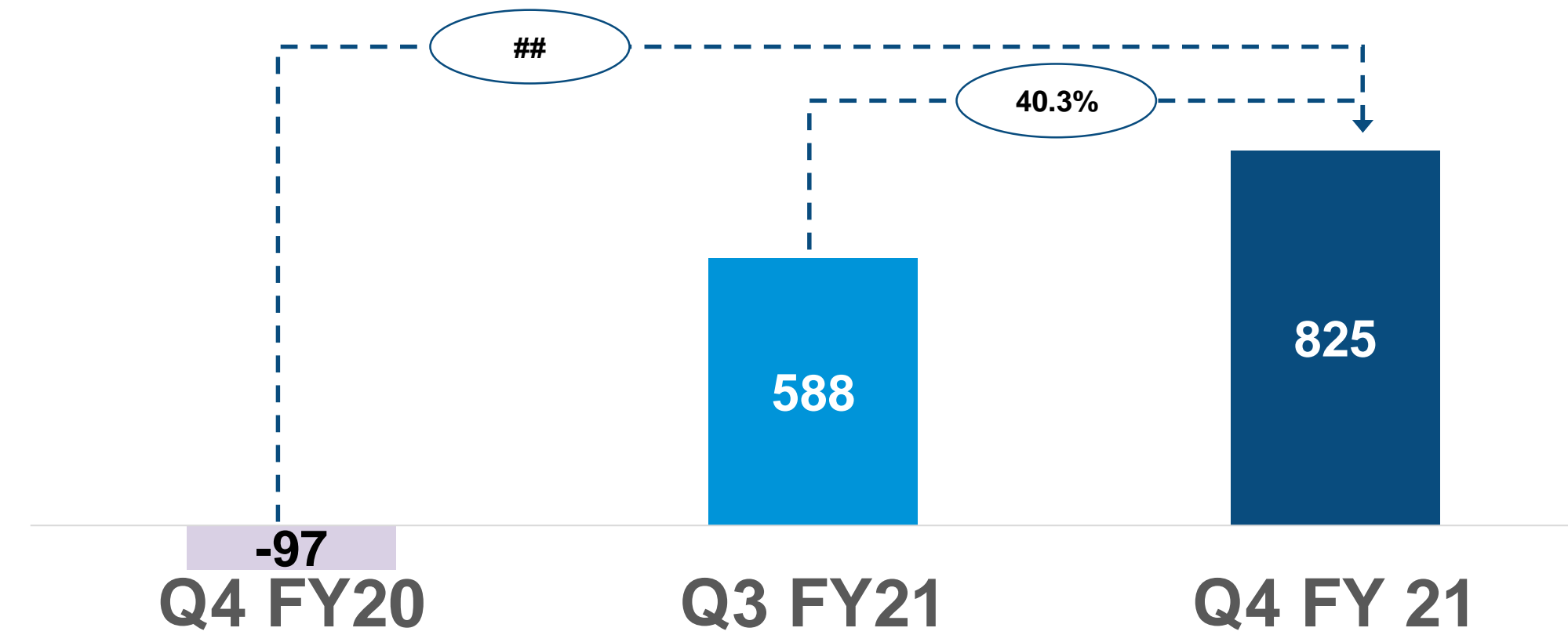
EBITDA (Rs Cr)



PAT (Rs Cr)



Net Investments (Rs Cr)

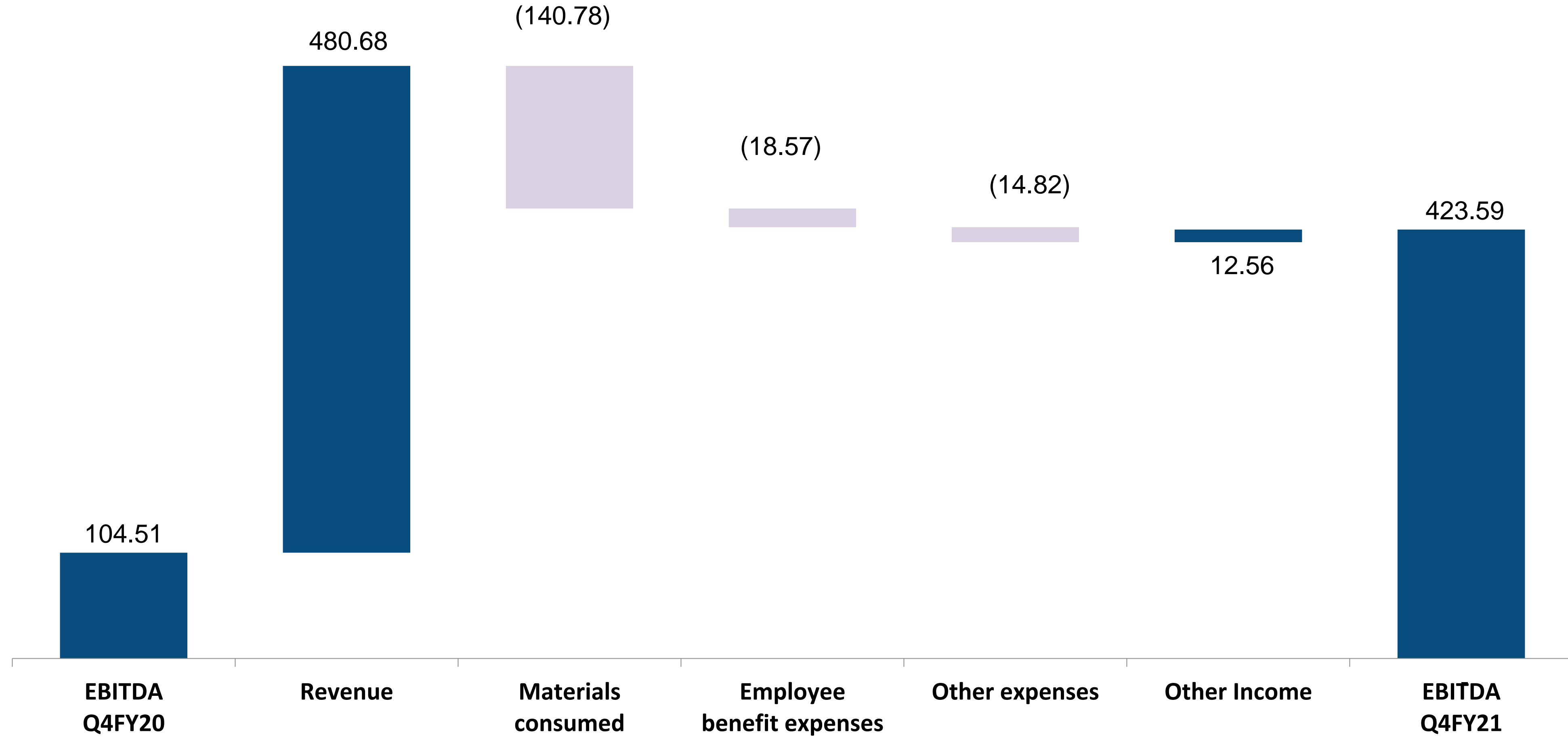


The company had net debt as on 31st March 2020



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%
EBITDA margin (%)	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%
EBIT %	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%
PBT %	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%
PAT %	23.8%	7.2%		21.0%	10.9%	



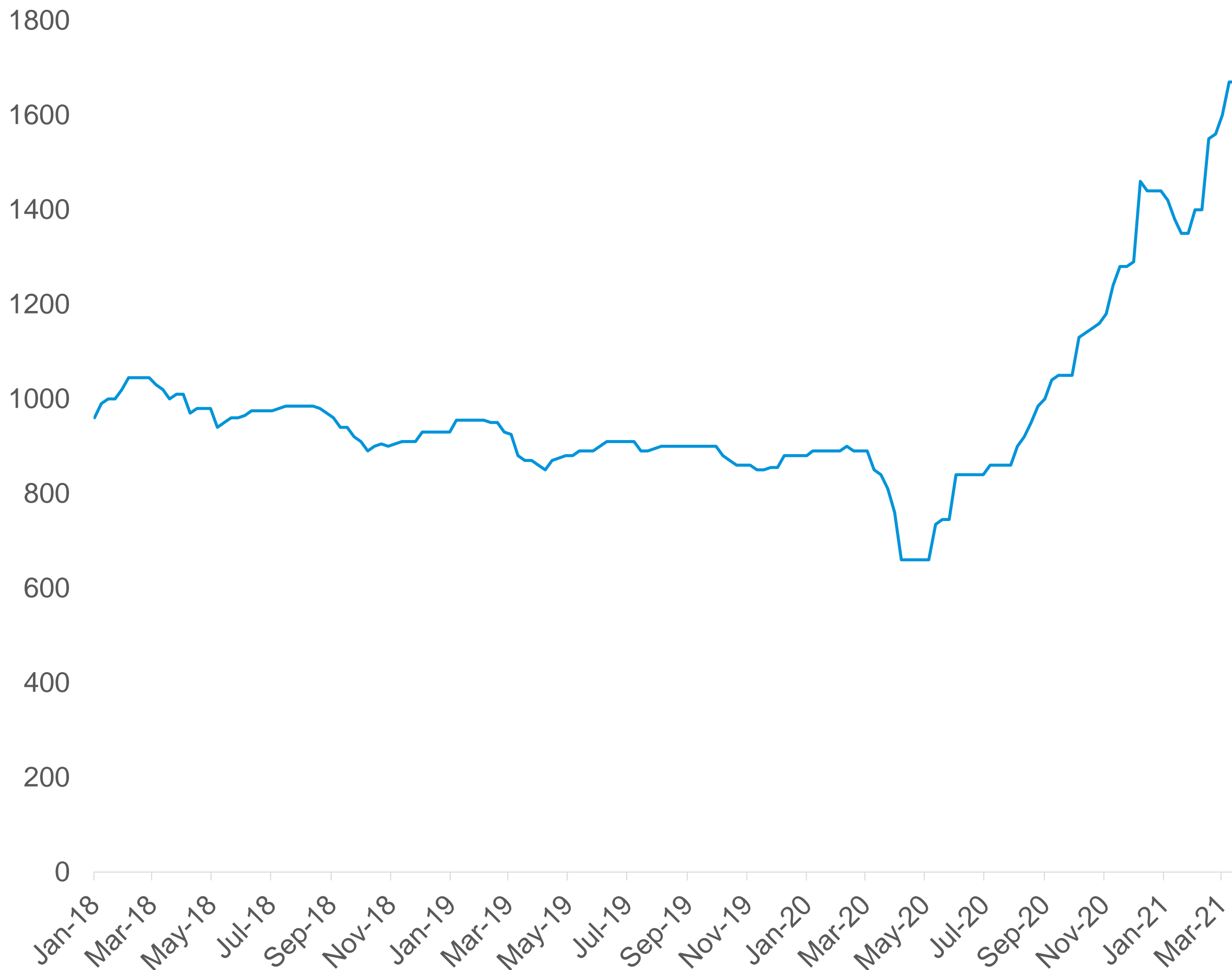
Balance Sheet - Key Indicators

Rs. In Crores	31 st March 2021	31 st March 2020
Equity and liabilities		
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
Assets		
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)



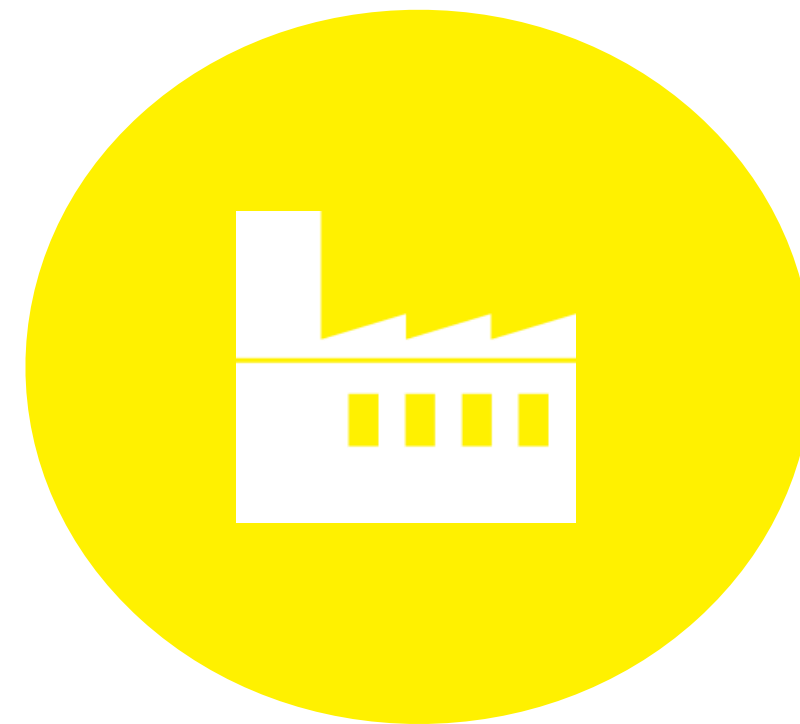
PVC/EDC Delta (USD/MT)





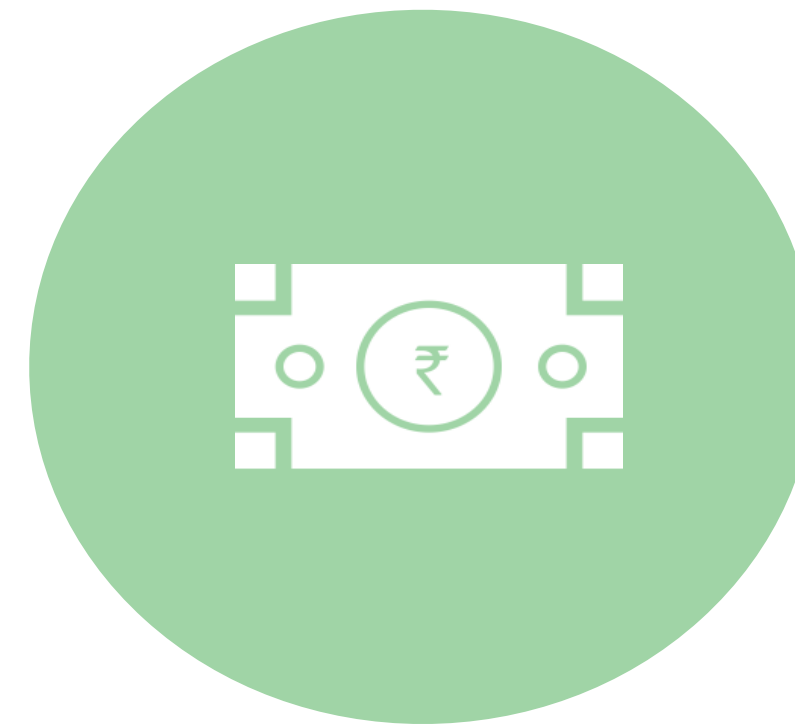
EXPANDING FOOTPRINT

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



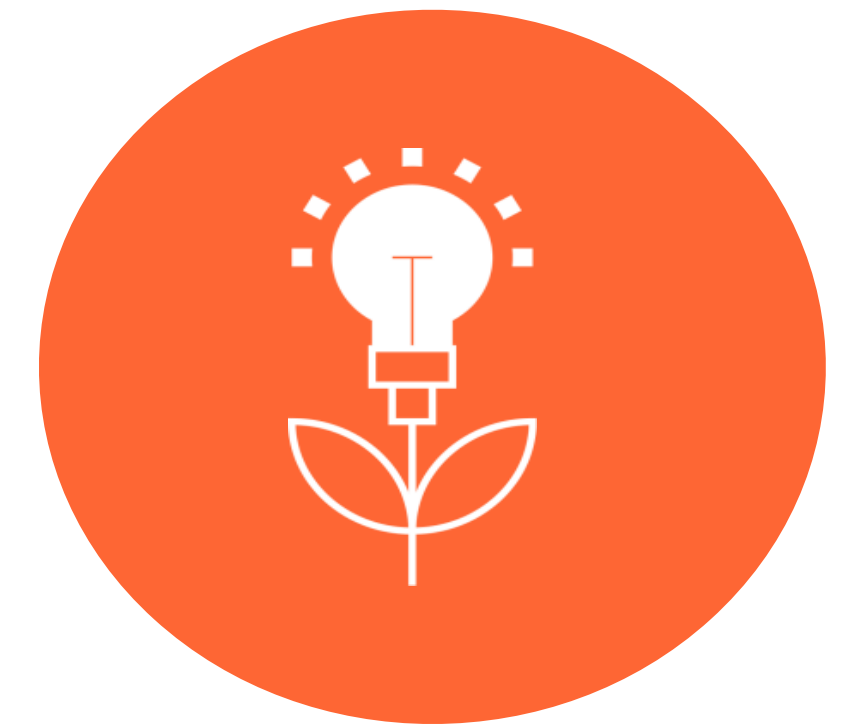
CAPACITY EXPANSION

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

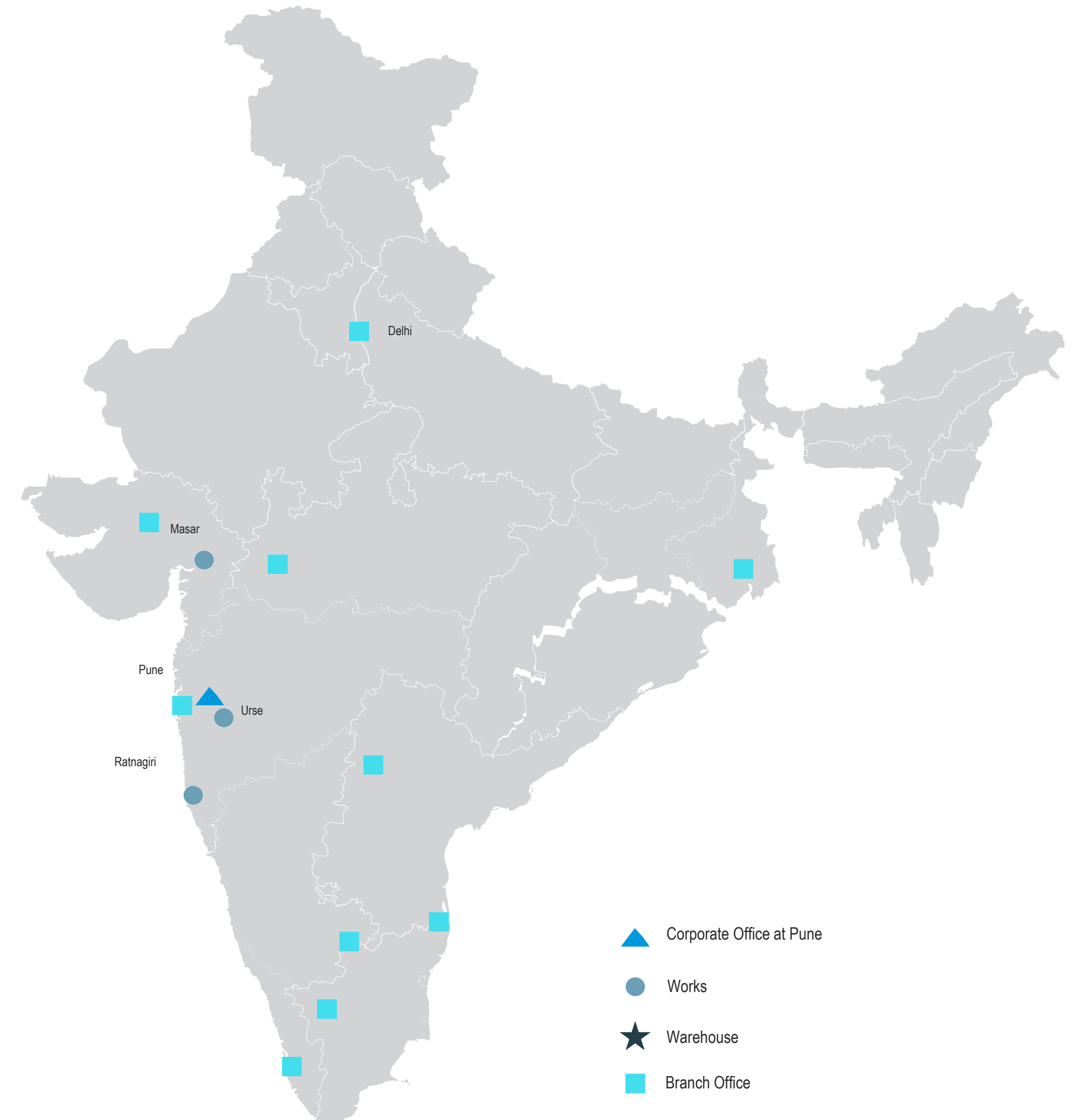
Promote brand and quality consciousness amongst consumer.

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



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



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 4th 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
20th 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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Finolex Industries Ltd.

Volume Data

Sr. No.	Particulars	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21
1	Production in MT													
a	PVC Resin	82,672	52,757	45,839	76,686	84,221	51,785	41,347	83,370	70,891	13,785	43,338	84,016	83,896
b	PVC pipes & fittings	71,774	73,276	54,714	63,525	67,814	88,297	62,786	53,355	59,250	44,697	54,406	51,702	61,901
2	Sales in MT													
a	PVC Resin-External	17,126	13,048	8,781	22,211	22,640	11,618	6,997	19,908	17,076	7,853	9,665	31,475	26,825
	PVC Resin-Inhouse	54,997	55,406	34,680	44,627	53,909	66,894	34,425	39,246	43,025	37,582	37,965	36,266	48,456
	Total PVC	72,123	68,454	43,461	66,838	76,549	78,512	41,422	59,154	60,100	45,435	47,630	67,741	75,281
b	PVC Pipes	66,753	73,065	40,648	54,309	75,043	86,349	43,255	47,328	57,361	49,856	38,503	49,426	54,189
c	PVC Fittings	5,005	4,571	4,625	4,869	5,728	5,306	4,769	5,487	5,104	3,054	5,115	5,873	6,042
	Total Pipes and Fittings	71,758	77,636	45,272	59,179	80,771	91,655	48,024	52,815	62,464	52,911	43,618	55,299	60,232