

FinOlex

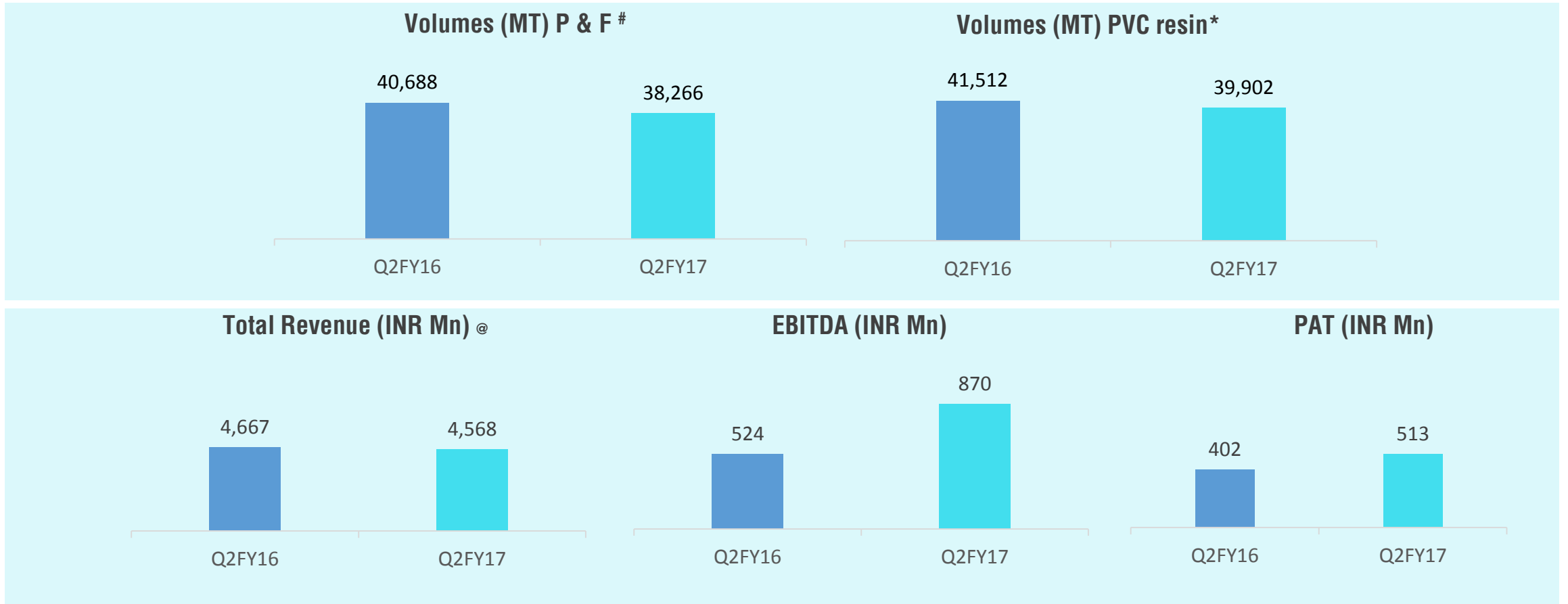
INDUSTRIES



**FINOLEX INDUSTRIES
LIMITED**

Q2FY17 RESULTS

Q2FY17 Results Summary



Management Comment: While the volumes in Q2FY17 were marginally lower compared to Q2FY16, the profitability improved due to higher spread in PVC segment. We expect pipes & fittings demand to pick up in the coming months.

* Including inter segment transfer

P&F represents Pipes and Fittings

@ Net off excise duty

Profit & Loss Account

Particulars (INR mn)	Q2FY17	Q2FY16
Net Sales (net of excise duty)	4,568	4,667
EBIDTA	870	524
EBIDTA margin (%)	19.05%	11.23%
Depreciation	139	126
EBIT	731	398
EBIT %	16.00%	8.53%
Other Income	89	114
Finance costs	33	164
Exceptional items (gain)/loss	-	(245)
PBT	788	592
PBT %	17.25%	12.68%
Tax	275	190
PAT	513	402
PAT %	11.23%	8.61%

Profit & Loss Account

Particulars (INR mn)	H1FY17	H1FY16
Net Sales (net of excise duty)	11,297	11,001
EBIDTA	2,462	1,797
EBIDTA margin (%)	21.8%	16.3%
Depreciation	271	251
EBIT	2,191	1,546
EBIT %	19.4%	14.1%
Other Income	121	168
Finance costs	83	323
Exceptional items (gain)/loss	-	(245)
PBT	2,229	1,637
PBT %	19.7%	14.9%
Tax	736	514
PAT	1,494	1,122
PAT %	13.2%	10.2%

Operating Highlights

Particulars	Q2FY17			Q2FY16			Growth Y-o-Y	
	INR Mn.	MT	Rs./Unit	INR Mn.	MT	Rs./Uni	Value	Volume
PVC resin	2,562	39,902	64,207	2,581	41,512	62,175	-2%	-4%
PVC pipes & fittings	3,628	38,266	94,810	3,525	40,690	86,631	3%	-6%
Power	321	-	-	299	-	-		-

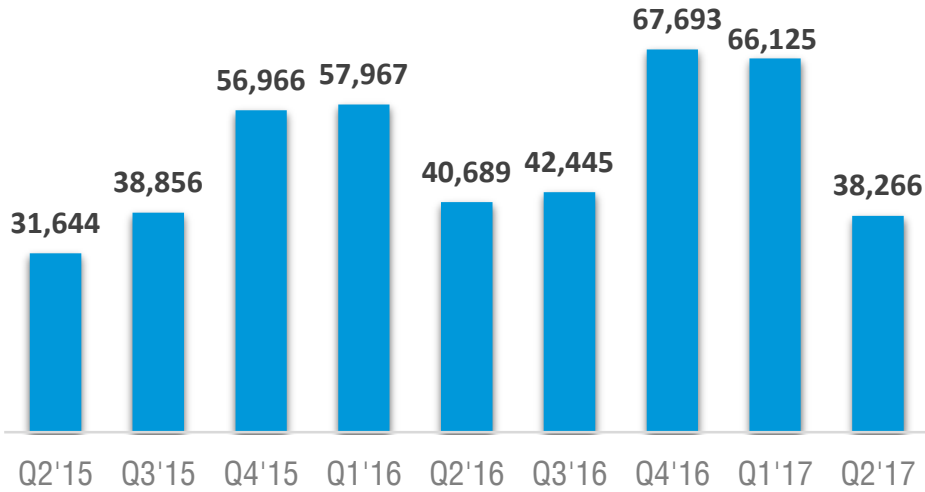
EBITDA Bridge Chart (INR mn)



*Sales net of excise duty

Business Scenario

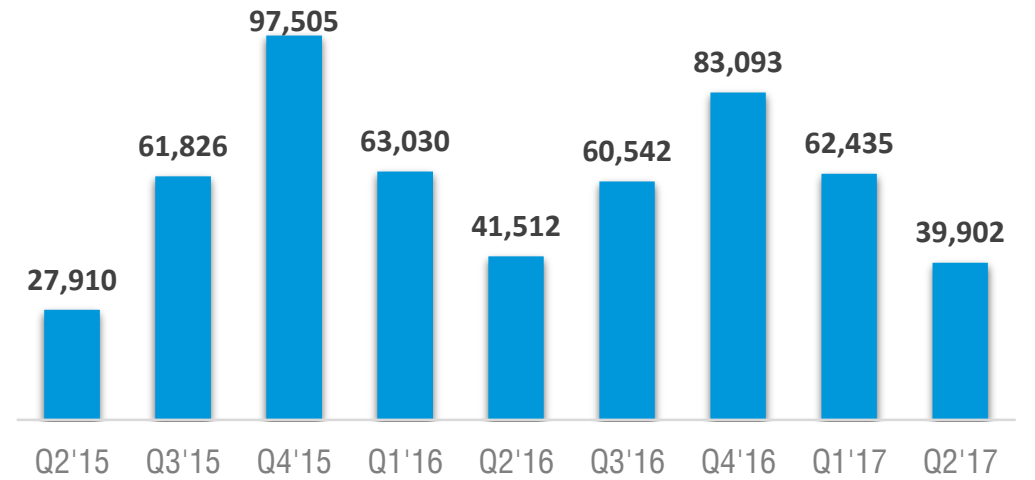
Pipes & Fittings Volumes (MT)



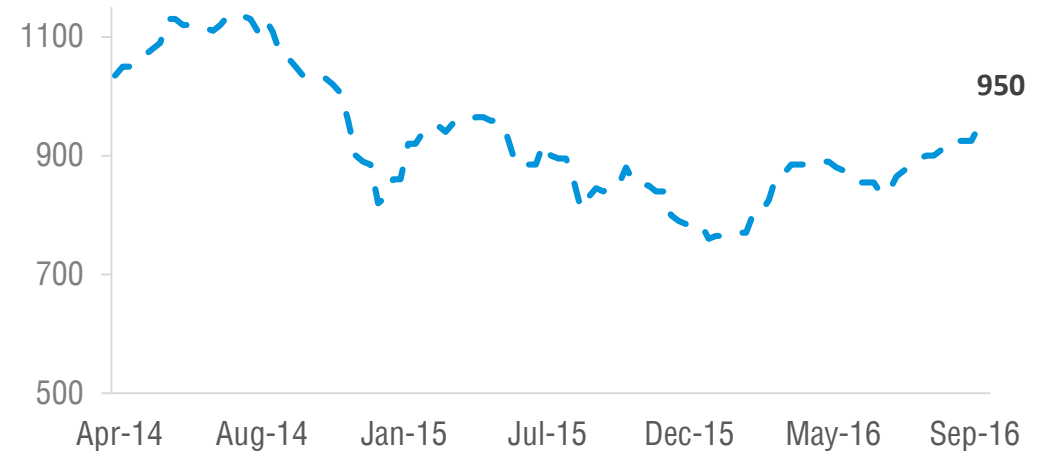
PVC/EDC Delta (USD/MT)



PVC Volumes (MT)



PVC (USD/MT)



Quarterly – Profit & Loss

Particulars (INR mn)	Q3FY15	Q4FY15	Q1FY16*	Q2FY16*	Q3FY16	Q4FY16	Q1FY17*	Q2FY17*
Net Sales	6,429	7,846	6,334	4,667	5,472	8,055	6,729	4,568
EBIDTA	(220)	714	1,273	524	841	1,114	1,592	870
<i>EBIDTA margins (%)</i>	-	9.1%	20.1%	11.2%	15.4%	13.8%	23.7%	19.1%
Depreciation	146	143	125	126	127	127	133	139
Other Income	14	50	54	114	35	188	32	89
Finance costs	287	104	158	164	80	45	50	33
PBT	(639)	517	1044	592	669	1,130	1,441	788
<i>PBT margins (%)</i>	-	6.6%	16.5%	12.7%	12.2%	14.0%	21.4%	17.3%
Tax	(201)	241	324	190	238	345	461	275
PAT	(438)	277	721	402	430	785	980	513
EPS	(3.5)	2.2	5.8	3.2	3.5	6.3	7.9	4.1

* Figures as per IndAS

Quarterly segmental – Profit & Loss

Particulars (INR mn)	Q3FY15	Q4FY15	Q1FY16*	Q2FY16*	Q3FY16	Q4FY16	Q1FY17*	Q2FY17*
Segmental revenues								
PVC	3,664	5,721	4,149	2,581	3,567	4,538	4,049	2,562
PVC pipes & fittings	3,480	4,862	5,100	3,525	3,611	5,585	5,829	3,628
Power	175	486	385	299	357	355	388	321
Segmental profits								
PVC	(456)	216	692	198	462	536	890	550
% of Revenues	(12.5%)	3.8%	16.7%	7.7%	12.9%	11.8%	21.9%	21.5%
PVC pipes & fittings	254	321	492	279	315	512	568	249
% of Revenues	7.3%	6.6%	9.7%	7.9%	8.7%	9.2%	9.7%	6.9%
Power	(41)	145	81	42	61	92	129	58
% of Revenues	(23.4%)	29.9%	21.0%	14.1%	17.1%	25.9%	33.3%	18.1%
Capital employed								
PVC	7,221	6,060	7,167	5,660	5,649	4,673	5,214	5,056
PVC pipes & fittings	4,789	4,649	4,302	4,337	4,730	4,250	5,210	5,218
Power	2,650	2,552	2,772	2,527	2,500	2,488	2,674	2,374

* Figures as per IndAS

Profit & Loss – Key indicators

Profit & loss account (INR mn)	FY12	FY13	FY14	FY15	FY16*	FY16 (cons.)*
Net Income	20,998	21,448	24,530	24,761	24,528	24,528
Growth in sales (YoY %)	6.20%	2.10%	14.40%	0.94%	-0.95%	-
EBIDTA before exceptional items	2,313	3,587	3,966	2,111	3,751	3,751
EBIDTA margins before exceptional items (%)	11.02%	16.72%	16.17%	8.52%	15.29%	15.29%
EBIDTA after exceptional items	2,168	2,626	3,268	1,896	3,996	3,996
PBT	967	1,902	2,419	808	3,435	3,426
PBT Margin (%)	4.60%	8.90%	9.90%	3.26%	14.00%	13.97%
PAT	752	1,361	1,701	478	2,336	2,389
PAT Margin (%)	3.60%	6.30%	6.90%	1.93%	9.52%	9.74%

Note: As per the provisions of section 129 (3) of the Companies Act, 2013, the Company has prepared consolidated financials statements (includes Finolex Plasson Industries Pvt Ltd) for the first time in the current year and as such previous years' figures have not been disclosed.

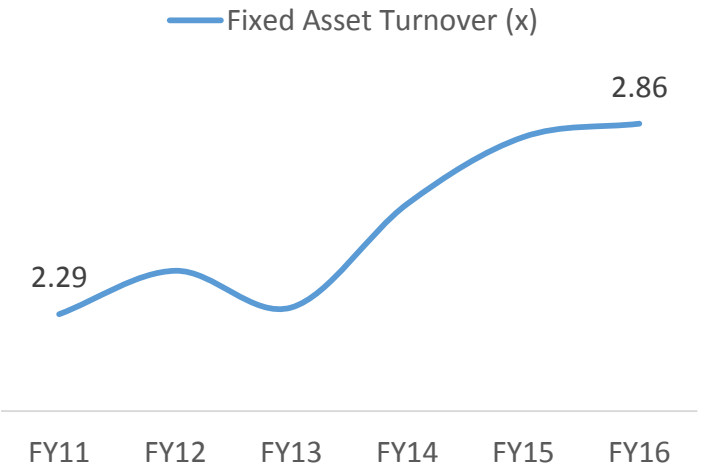
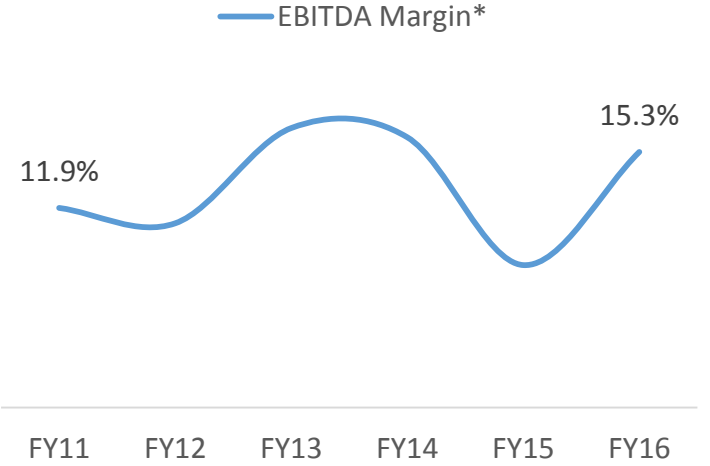
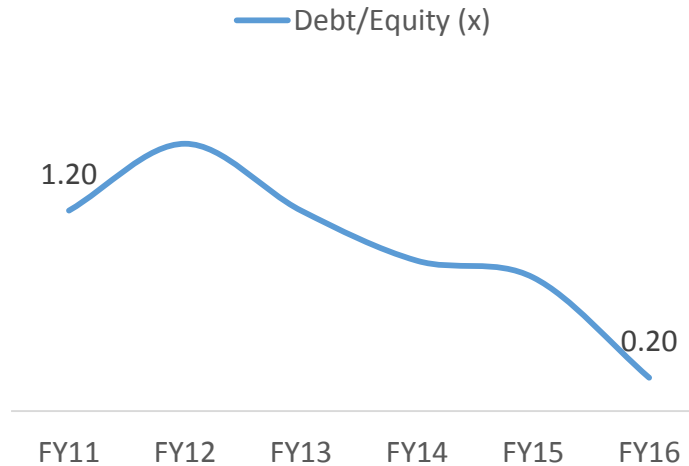
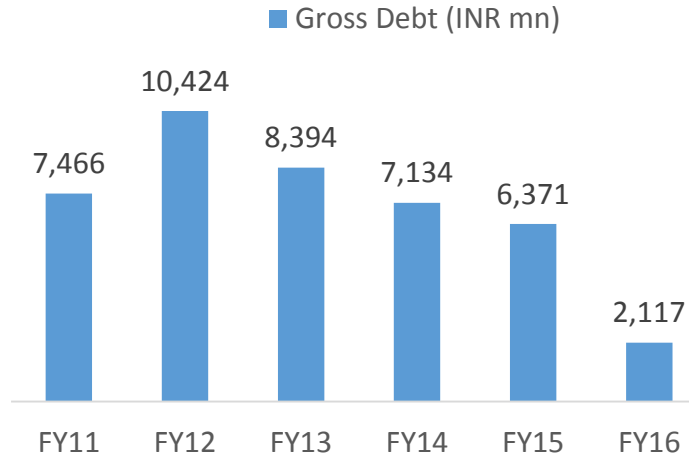
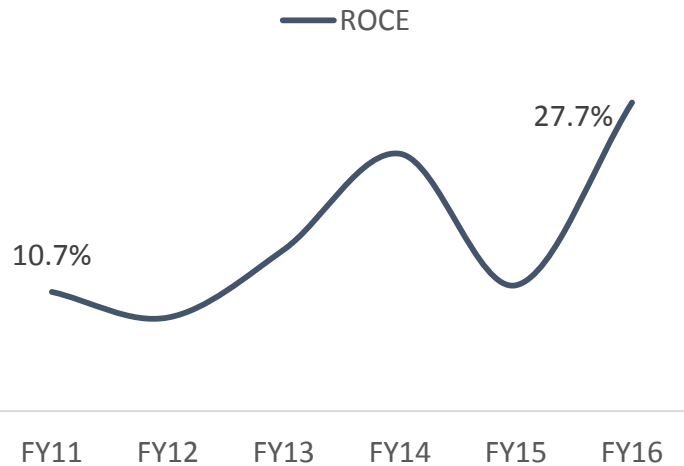
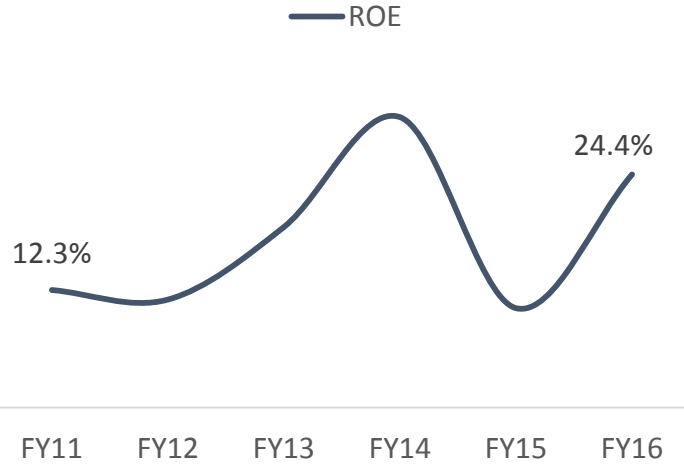
*Figures as per IndAS

Balance sheet - Key Indicators

Balance Sheet (INR mn)	FY12	FY13	FY14	FY15	FY16	H1FY17*
<i>Equity and liabilities</i>						
Share capital	1,241	1,241	1,241	1,241	1,241	1,241
Reserves and surplus	5,381	5,971	6,656	6,633	8,337	18,783
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	2,117	1,598
Total borrowings	10,424	8,394	7,134	6,371	2,117	1,598
<i>Assets</i>						
Fixed assets (Net block)	7,840	8,795	9,052	8,678	8,496	8,498
Capital WIP	854	506	325	104	66	85
Non current investments	1,221	1,274	1,274	1,246	1,204	10,074
Current investments	3,711	2,322	941	551	1,677	156

*Figures as per IndAS

Key Ratios



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

Key Strategies

MARGIN IMPROVEMENT

Increase sales of higher margin products. Scale up share of fittings in sales mix.

CASH-N-CARRY

Cash-n-carry model to keep the balance sheet light



CAPACITY EXPANSION

Increase installed capacities of PVC pipes and fittings in order to capture expected increase in demand

BRANDING

Growing brand and quality consciousness amongst consumer

Future Outlook: Though demonetisation has created a temporary setback, the long term impact will be positive

Agriculture

Government Initiatives taken for farmers:

- Number of initiatives for irrigation schemes under ‘Pradhan Mantri Krishi Sinchai Yojana’ to be implemented. 28.5 lakh hectares will be brought under irrigation.
- Farmers adopting the formal banking channel for transactions
- Measures like unified agricultural market, INR 8.5 tn target for farm loans and investment in rural infrastructure to benefit the company
- Focus on increasing irrigation in non-rainfed areas
- Measures like unified agricultural market, large outlay of farm loans and investment in rural infrastructure
- Water management programs initiated by the Government

Construction

- Real estate regulatory bill coupled with GST and demonetization is likely to reduce the gap in primary and secondary market transactions.
- Organized players turn out to be eventual winners as cash usage declines.
- Housing for all by 2022 to provide 20 million houses in urban areas and 40 million houses in rural areas.
- Initiatives such as “Smart Cities” will increase demand for Company’s products.
- Atal Mission for Rejuvenation and Urban Transformation (AMRUT) targets 500 cities to raise water supply, sewerage, urban transport system

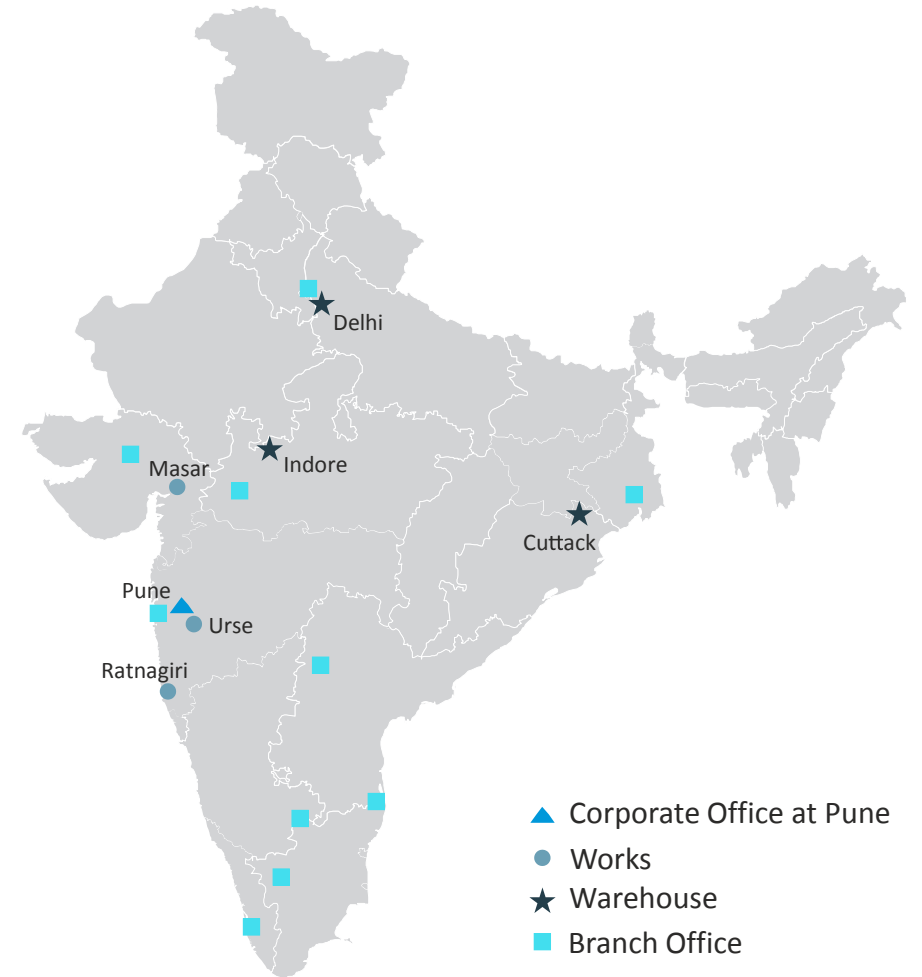
Distribution reach

- FIL is on track in terms of expanding its scale of operations by increasing production capacity and distribution reach
- Wide network of 17,000 retail touch points

Images of warehouses



Offices, Works and Warehouses



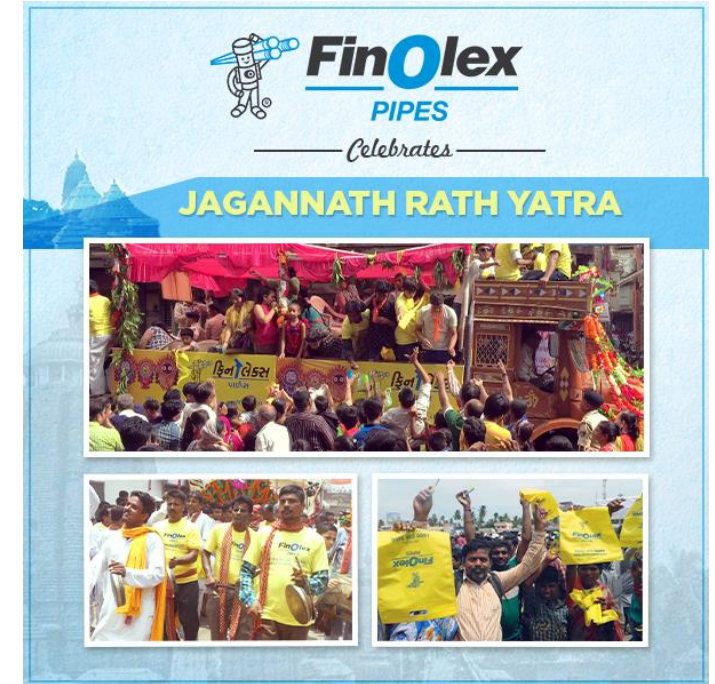
Branding & advertisements – some snapshots

Finolex pipes at Agri-Asia exhibition on Agriculture Technology



Endorsing Finolex Pipes in the movie M.S Dhoni the untold story starring Sushant Singh Rajput in the month of September 2016.

Finolex Pipes celebrates Jagannath Rath Yatra



Corporate Social Responsibility – some snapshots



Finolex Pipes' CSR partner Mukul Madhav Foundation being awarded the category of "WATER COMPANY OF THE YEAR"

Finolex Pipes and Mukul Madhav Foundation celebrates world cerebral palsy day.



Mukul Madhav Foundation initiates a physiotherapy session at Finolex Rehabilitation center, Wai

Accolades and awards



Mr. Prakash Chhabria being awarded at [Credai National The President's Conclave](#) held in September 2016 by our Chief Minister Mr. Devendra Fadnavis.

Accolades and awards



India's most Trusted Brand in the category "Manufacturing – Pipes" awarded by Brand Trust Report 2015

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

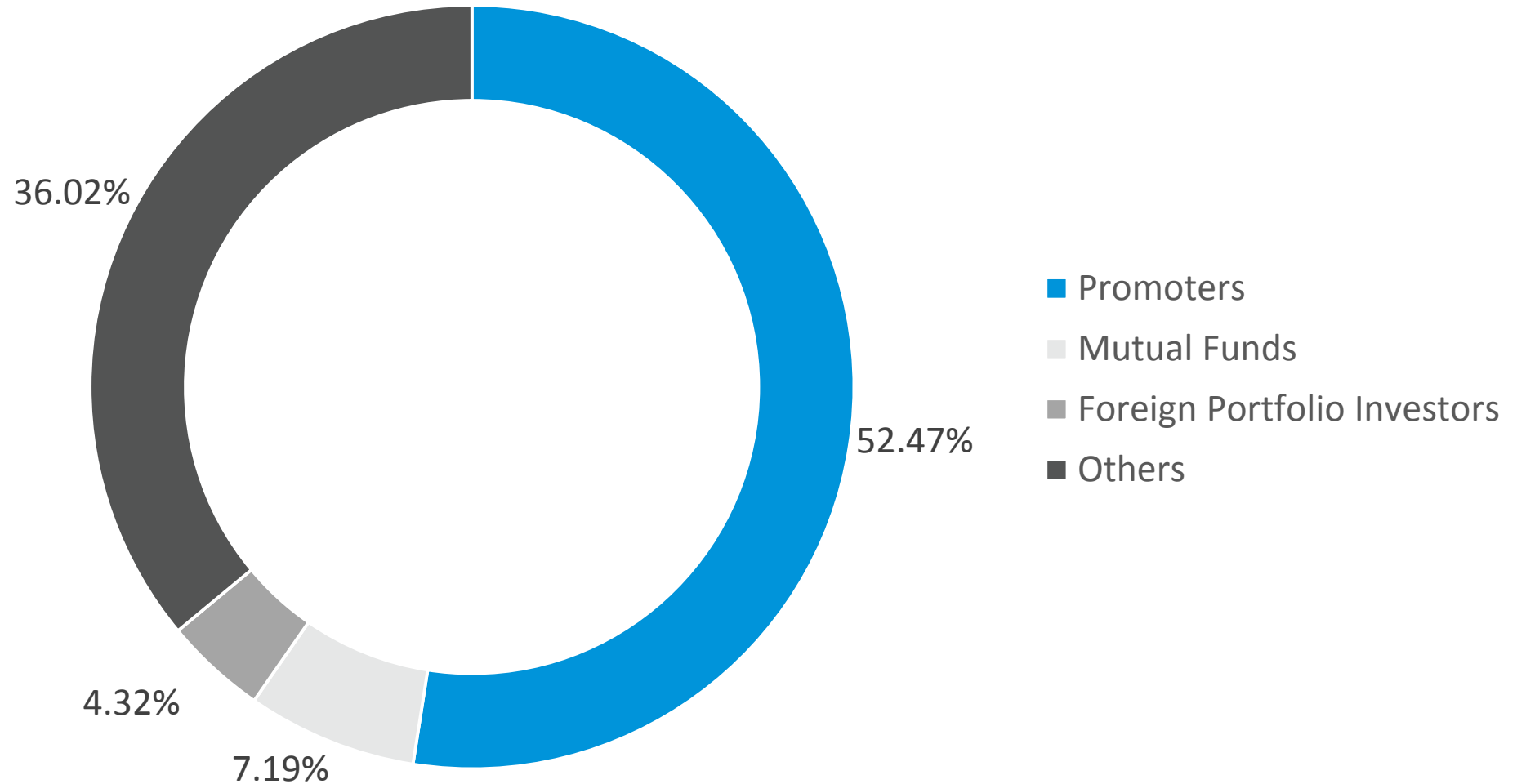


"Best Safety Practices Award – 2015" by National Safety council Maharashtra Chapter & Directorate of Industrial Safety & Health, Maharashtra State

Recognized by Economic Times as Top 100 Brands in the Architecture and Design Sector.



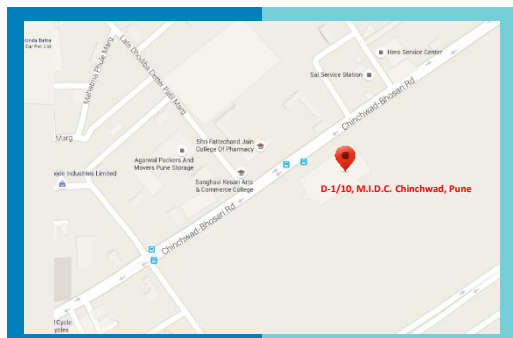
Shareholding Pattern as on September 30, 2016










FINOLEX INDUSTRIES LIMITED

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