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Finolex Industries Limited
Gat No. 399, Village Urse, Tal.-Maval,
Dist. Pune 410 506, Maharashtra, India
CIN L40108PN1981PLC024153

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FIL: SEC: LODR R 30&33:FR
May 21, 2016

To
BSE Limited
Floor 25
P J Towers
Dalal Street
Mumbai 400 001

To
National Stock Exchange
of India Limited
Exchange Plaza
Bandra Kurla Complex
Bandra (E)
Mumbai 400 051

Scrip Code:		Scrip Code:	
Equity	500940/FINOLEXIND	Equity	FINPIPE
		NCDS	FIN16
ISIN:		ISIN:	
EUIITY	INE183A01016	EQUITY	INE183A01016
		NCDs	INE183A07047

Re: Presentation relating to the investors' conference call on the Financial Results for the quarter and year ended 31st March, 2016.


Dear Sir,

Please find attached the presentation relating to the investors' conference call scheduled on Monday, 23rd May, 2016 on the Financial Results for the quarter and year ended 31st March, 2016.

Kindly take a note of the same and arrange to display this information appropriately.

Thanking you,

Yours truly,
For Finolex Industries Limited


Umesh M. Gosavi
General Manager (Legal) &
Company Secretary

Encl: As above

Corporate Office
Finolex Industries Limited
D-1 / 10, M.I.D.C.
Chinchwad, Pune 411 019
Maharashtra, India

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Web finolexwater.com

 ISO 9001:2008 CERTIFIED
Pipes Division, Ratnagiri



ISO 14001 CERTIFIED
PVC, CPP & Pipes Plant,
Ratnagiri





FINOLEX INDUSTRIES LIMITED

Q4 & FY16 RESULTS



Q4 & FY16 Results Summary



Management Comment: Based on robust demand for Pipes and Fittings, the company has shown all-round growth. We expect strong demand to continue in the coming quarters.

* Including inter segment transfer

P&F represents Pipes and Fittings

Profit & Loss Account

Particulars (INR mn)	Q4FY16	Q3FY16	Q4FY15	FY16	FY15
Net Sales	8,055	5,472	7,846	24,528	24,761
EBIDTA before exceptional items	1,114	841	683	3,751	2,111
EBIDTA margin (%)	13.83%	15.37%	8.71%	15.29%	8.52%
Exceptional gains/(loss)	-	-	31	245	-215
EBIDTA after exceptional items	1,114	841	714	3,996	1,896
Depreciation	127	127	143	506	587
EBIT before exceptional items	987	714	541	3,245	1,524
EBIT margins	12.26%	13.05%	6.90%	13.23%	6.16%
Other Income	188*	35	50	391	202
Finance costs	45	80	104	446	704
PBT	1,130	668	517	3,435	808
PBT margins	14.03%	12.21%	6.59%	14.00%	3.26%
Tax	345	238	241	1,099	330
PAT	785	430	277	2,336	478
PAT margins	9.74%	7.86%	3.53%	9.52%	1.93%

*Note: The Company has during the current year repaid sales tax deferral loan of Rs. 211.58 mn at the net present value of Rs. 105.91 mn and has taken the balance amount of Rs. 105.66 mn to the Statement of Profit and Loss under the head other non operating income.

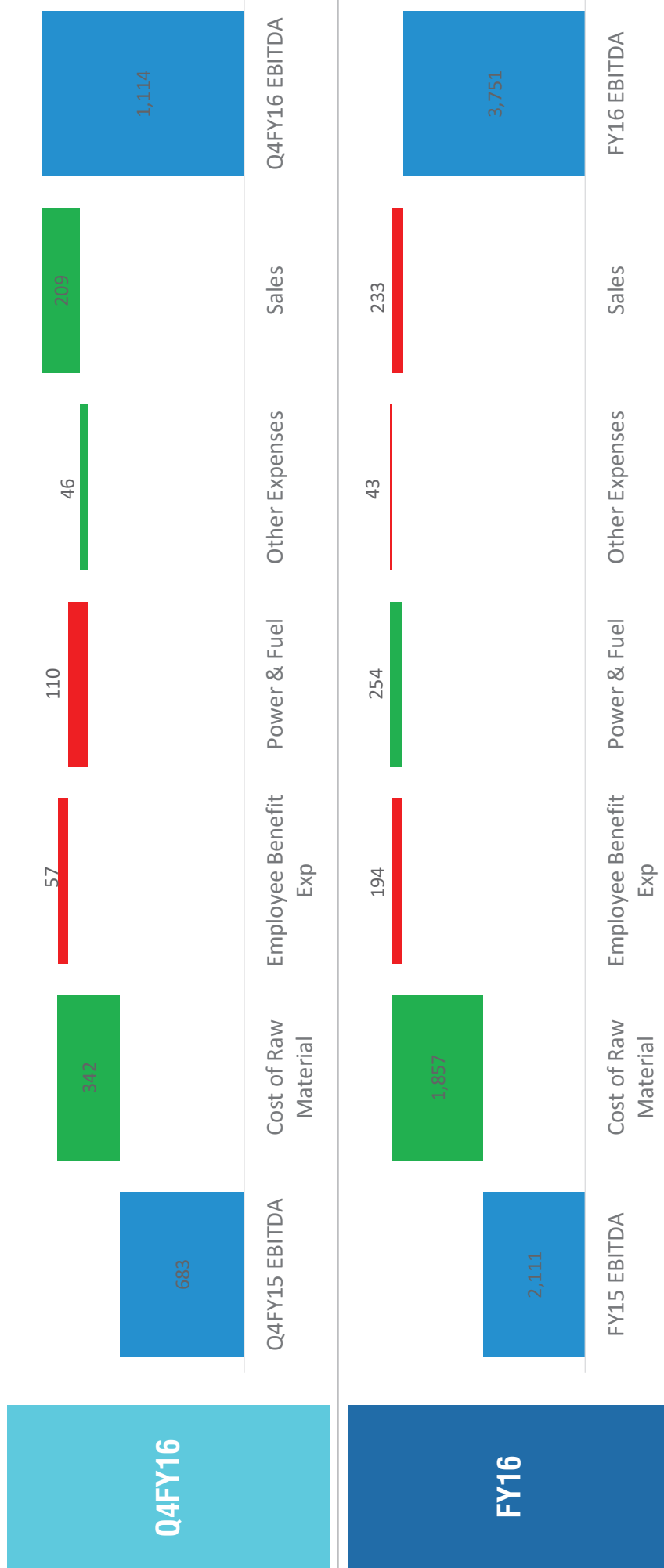
Operating Highlights

Particulars	Q4FY16			Q4FY15			Growth Y-o-Y	
	INR Mn.	MT	Rs./Unit	INR Mn.	MT	Rs./Unit	Value	Volume
PVC resin	4,538	83,093	54,613	5,721	97,505	58,674	-21%	-15%
PVC pipes & fittings	5,585	67,693	82,509	4,862	56,966	85,349	15%	19%
Power	355			486			-27%	
Particulars	FY16			FY15			Growth Y-o-Y	
	INR Mn.	MT	Rs./Unit	INR Mn.	MT	Rs./Unit	Value	Volume
PVC resin	14,835	2,48,177	59,777	15,601	2,43,155	64,161	-5%	2%
PVC pipes & fittings	17,822	2,08,764	85,368	16,938	185,786	91,170	5%	12%
Power	1,395			1,307			7%	

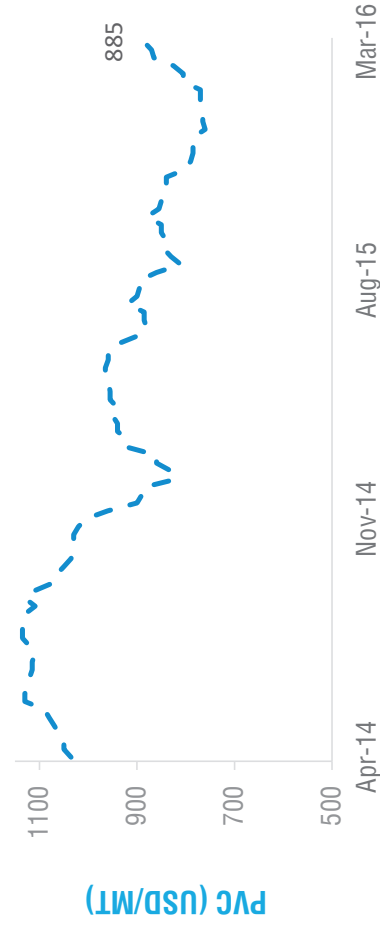
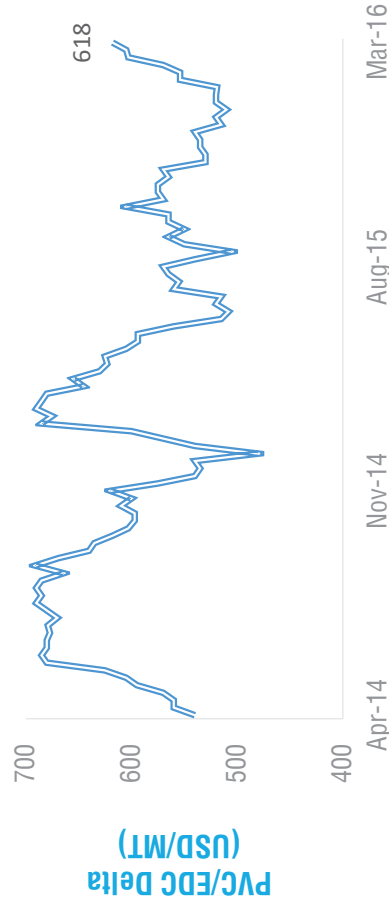
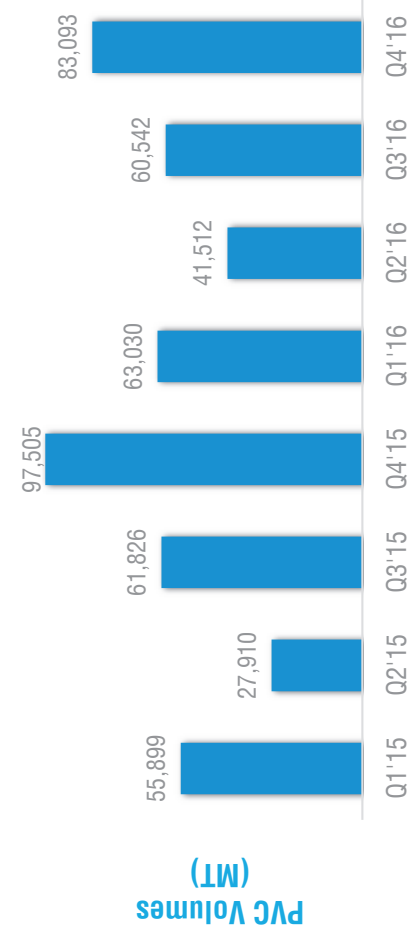
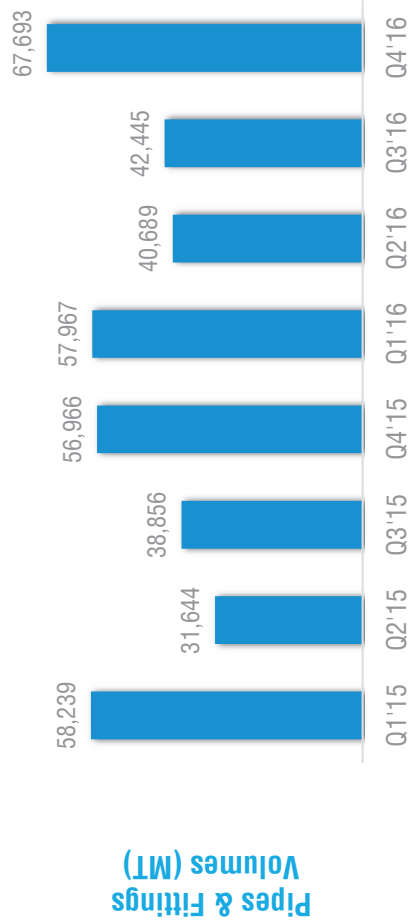
30,000MT of Pipe and Fittings capacity added during FY16. The total capacity of Pipe and Fittings stands at 2,80,000MT as on 31st March 2016.

During the year fittings sales volume grew by 23% YoY.

EBITDA Bridge Chart (INR mn)



Business Scenario



Source: Platts Polymerscan weekly reports

Quarterly – Profit & Loss

Particulars (INR mn)	Q1FY15	Q2FY15	Q3FY15	Q4FY15	Q1FY16	Q2FY16	Q3FY16	Q4FY16
Net Sales	6,627	3,859	6,429	7,846	6,334	4667	5,472	8,055
EBIDTA before exceptional items	1,258	471	(89)	683	1,274	522	841	1,114
<i>EBIDTA margins (%)</i>	<i>18.98%</i>	<i>12.21%</i>	-	<i>8.71%</i>	<i>20.11%</i>	<i>11.18%</i>	<i>15.37%</i>	<i>13.83%</i>
Exceptional items	-165	-	(131)	31	-	245	-	-
Depreciation	149	149	146	143	125	126	127	127
Other Income	52	86	14	50	27	141	35	188
Finance costs	282	194	287	104	158	164	80	45
PBT	715	215	(639)	517	1,019	618	668	1,130
PBT margins (%)	10.79%	5.57%	-	6.59%	16.09%	13.24%	12.21%	14.03%
Tax	213	77	(201)	241	316	199	238	345
PAT	502	137	(438)	277	703	419	430	785
EPS	4.5	1.1	(3.5)	2.2	5.7	3.4	3.5	6.3

Quarterly segmental – Profit & Loss

Particulars (INR mn)	Q1FY15	Q2FY15	Q3FY15	Q4FY15	Q1FY16	Q2FY16	Q3FY16	Q4FY16
Segmental revenues								
PVC	4,139	2,076	3,664	5,721	4,149	2,581	3,567	4,538
PVC pipes & fittings	5,438	3,158	3,480	4,862	5,100	3,525	3,611	5,585
Power	353	293	175	486	385	299	357	355
Segmental profits								
PVC	597	124	(456)	216	692	198	462	536
% of Revenues	14.42%	6.00%	(12.45%)	3.78%	16.68%	7.67%	12.95%	11.81%
PVC pipes & fittings	520	242	254	321	492	297	315	512
% of Revenues	9.56%	7.70%	7.30%	6.60%	9.65%	7.91%	8.72%	9.17%
Power	62	9	(41)	145	81	42	61	92
% of Revenues	17.56%	2.90%	(23.43%)	29.84%	21.04%	14.05%	17.09%	25.88%
Capital employed								
PVC	8,480	7,277	7,221	6,060	7,167	5,660	5,649	4,673
PVC pipes & fittings	3,063	3,899	4,789	4,649	4,302	4,337	4,730	4,250
Power	3,098	2,512	2,650	2,552	2,772	2,527	2,500	2,488
Other than segments	1,381	3,051	3,413	2,096	3,577	2,289	1,941	1,462

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%

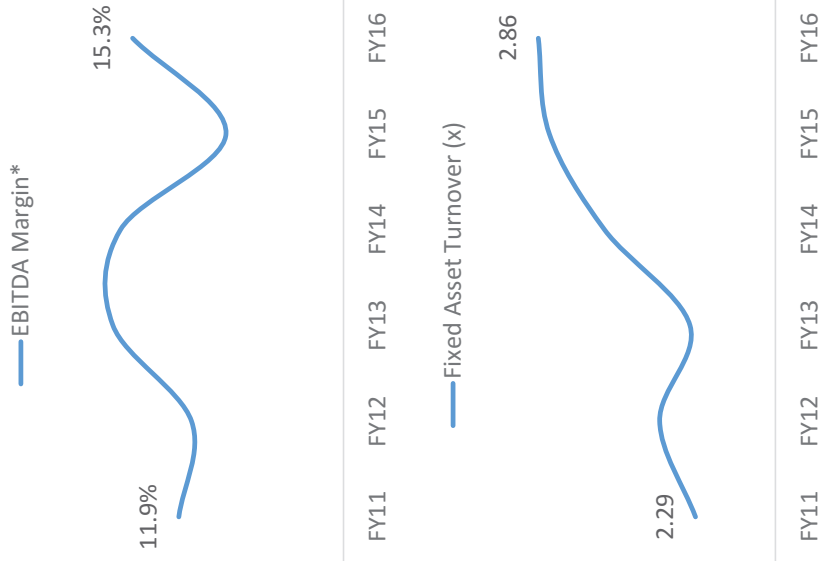
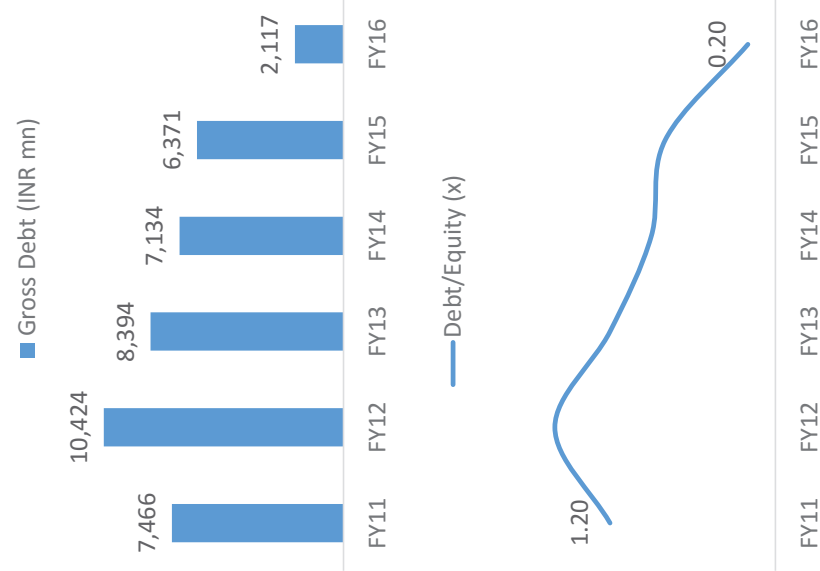
Note: As per the provisions of section 129 (3) of the Companies Act, 2013, the Company has prepared consolidated financials statements (includes Finolex Plasson Industries Pvt Ltd) for the first time in the current year and as such previous years' figures have not been disclosed.

Balance sheet - Key Indicators

Balance Sheet (INR mn)	FY12	FY13	FY14	FY15	FY16	FY16 (cons.)
Equity and liabilities						
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	8,702
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	2,117
Total borrowings	10,424	8,394	7,134	6,371	2,117	2,117
Assets						
Fixed assets (Net block)	7,840	8,795	9,052	8,678	8,496	8,496
Capital WIP	854	506	325	104	66	66
Non current investments	1,221	1,274	1,274	1,246	1,204	1,604
Current investments	3,711	2,322	941	551	1,677	1,677

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.

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 by 30,000 MT each year till FY18E with a capex at INR 300 mn p.a

BRANDING

Growing brand and quality consciousness amongst consumer

Union Budget 2016-17 Highlights

Agriculture Sector

- Allocation for Agriculture and Farmers' welfare is INR 35,984 crore
- 'Pradhan Mantri Krishi Sinchai Yojana' to be implemented in mission mode. 28.5 lakh hectares will be brought under irrigation.
- A dedicated Long Term Irrigation Fund will be created in NABARD with an initial corpus of about INR 20,000 crore
- Programme for sustainable management of ground water resources with an estimated cost of INR 6,000 crore will be implemented through multilateral funding
- A provision of INR 15,000 crore has been made in the BE 2016-17 towards interest subvention Allocation under Prime Minister Fasal Bima Yojana INR 5,500 crore

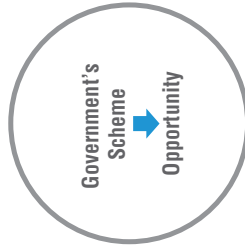
- Implementation of 89 irrigation projects under AIBP will be fast tracked. This will help to irrigate 80.6 lakh hectares. These projects require INR 17,000 crore next year and INR 86,500 crore in the next five years. To ensure that 23 of these projects are completed before 31st March, 2017
- To support farmers in the aftermath of natural calamities, Government has revised the norms of assistance under the National Disaster Response Fund in April 2015
- Special focus has been given to ensure adequate and timely flow of credit to the farmers. Against the target of INR 8.5 lakh crore in 2015-16, the target for agricultural credit in 2016-17 will be an all-time high of INR 9 lakh crore

- Allocation for rural sector - INR 87,765 crore.
- Every block under drought and rural distress will be taken up as an intensive Block under the Deen Dayal Antyodaya Mission
- Krishi Kalyan Cess, @ 0.5% on all taxable services, w.e.f. 1 June 2016 for resource mobilisation
- Surcharge levied at 7.5% of undisclosed income will be called Krishi Kalyan surcharge to be used for agriculture and rural economy

Other highlights

Focus on enhancing expenditure in priority areas of - farm and rural sector, social sector, infrastructure sector employment generation and recapitalisation of the banks.

Government policy initiatives – Agriculture sector



Government's focus on increasing irrigation in non rain-fed areas through PMKSY (allocation of INR 500 bn) is expected to increase demand for PVC pipes and keep the industry growth strong over the next 5 years

At 157.35 mn hectares, India holds one of the largest agricultural land in the world. The PMKSY scheme assumes importance as less than 50% of agricultural land in India is under irrigation

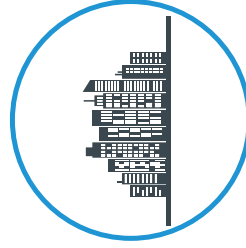
Measures like unified agricultural market, INR 8.5 tn target for farm loans and investment in rural infrastructure to benefit the company

State Govt. declared drought in Maharashtra in Oct'15. An estimated INR 1.35 tn will be needed in the next 5 years to fight the drought. Maharashtra State Govt. has started "Jalayukta Shivar" which covers localised, smaller, & need-based water management programmes

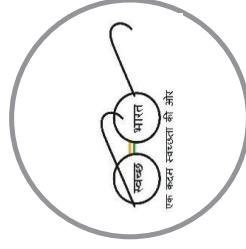
Government policy initiatives – Construction and Non Agriculture



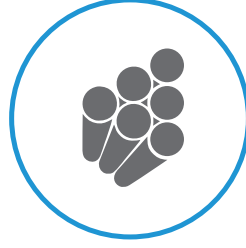
“Housing for All” by 2022 to provide 20 million houses in urban areas and 40 million houses in rural areas, in turn generate fresh demand for pipes



Initiatives such as “Smart Cities” will increase the demand for the company’s products in the years to come



Swachh Bharat Mission (SBM) is flagship programme of the government aimed to stop open defecation through construction of individual household latrines (IHL), cluster toilets and community toilets (especially via PPP mode)



Atal Mission for Rejuvenation and Urban Transformation (AMRUT) targets 500 cities to raise water supply, sewerage, urban transport system



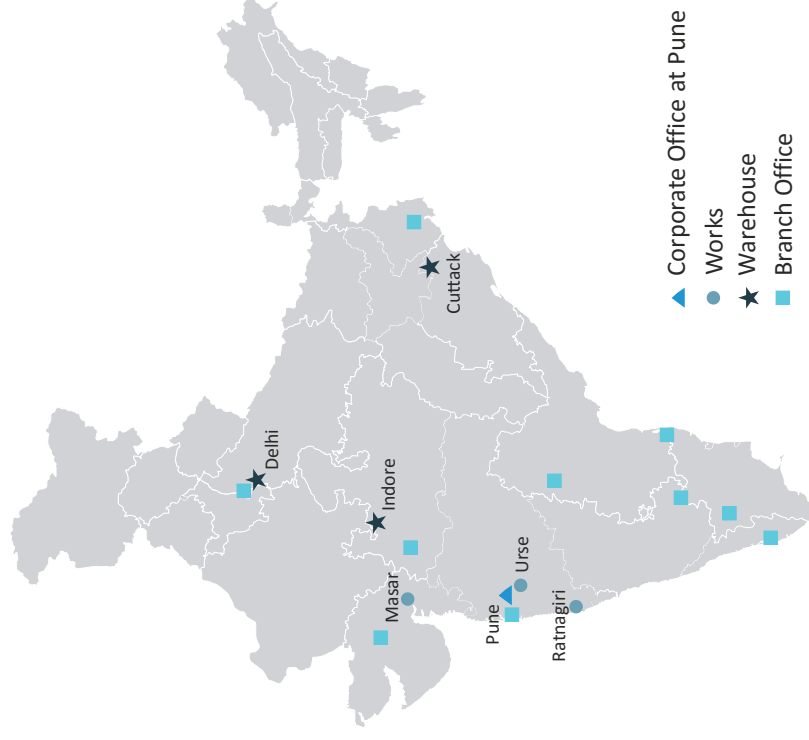
Being India’s leading PVC pipe & Fittings manufacturer with high brand recall and enhanced distribution reach, Finolex Industries is well positioned to gain from the given opportunities

Distribution reach

- FIL is on track in terms of expanding its scale of operations by increasing production capacity and distribution reach.
- Recently commissioned warehouses at Indore (MP), Delhi (NCR) and Cuttack (Odisha) will ensure faster delivery and enhanced distribution reach



Offices, Works and Warehouses



- ▲ Corporate Office at Pune
- Works
- ★ Warehouse
- Branch Office

Branding & advertisements – exhibitions, events & social media – some snapshots



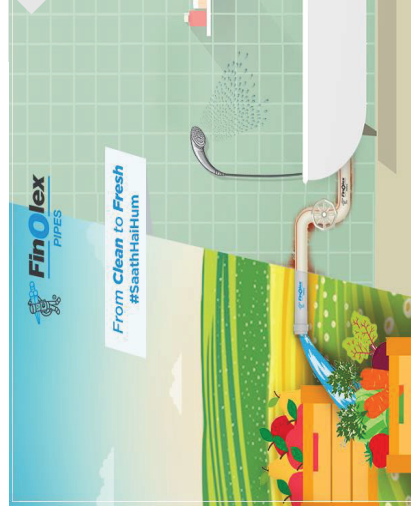
Traditional festival celebration at Gujarat



Cultural event "Swazankar" organized at Pune



FIL's participation at Annual Agri Exhibition



Social media campaign "From Clean to Fresh" #SaathHaiHum

Corporate Social Responsibility – some snapshots



Distribution of special white canes made from PVC pipes to the blind on World White Cane Day



Assessment of Cerebral Palsy affected children for treatment

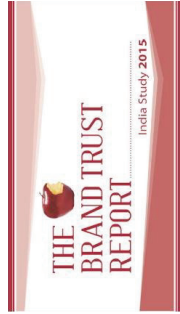


Cochlear Implant sponsored by FIL and MMF to a needy student from Ratnagiri



Sponsored Marathon for the cause of "Breast Cancer"

Accolades and awards



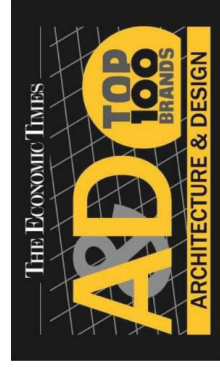
India's most Trusted Brand in the category "Manufacturing – Pipes" awarded by Brand Trust Report 2015

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

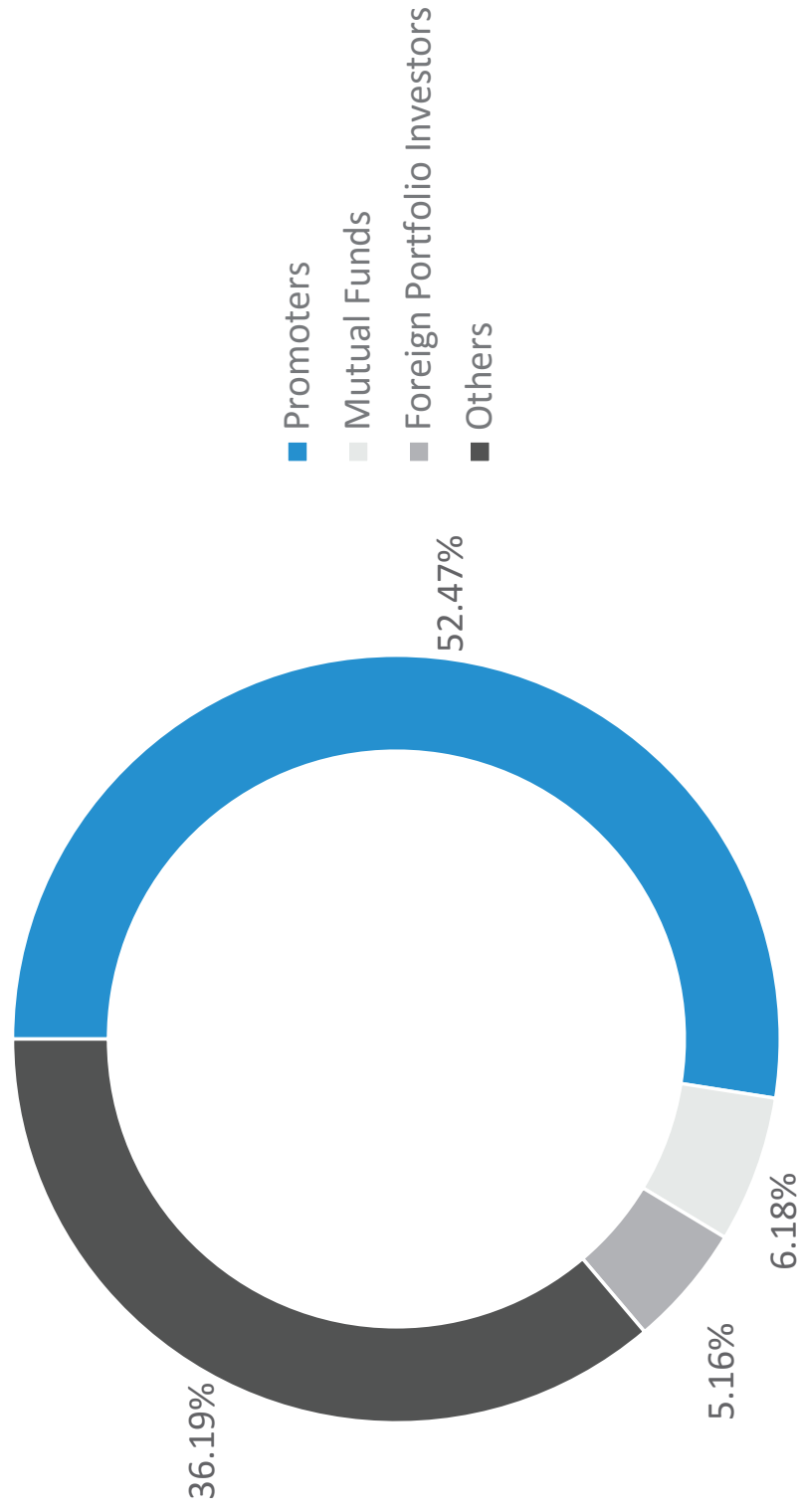


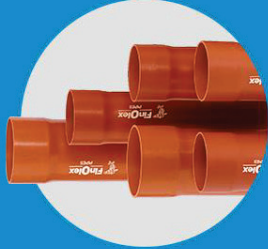
"Best Safety Practices Award – 2015" by National Safety Council Maharashtra Chapter & Directorate of Industrial Safety & Health, Maharashtra State

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



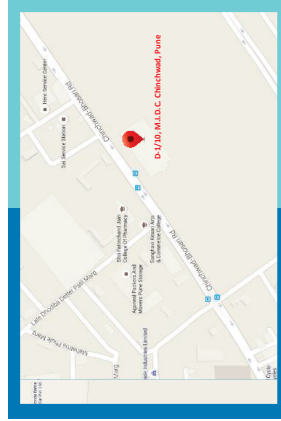
Shareholding Pattern as on 31st March 2016





FINOLEX INDUSTRIES LIMITED

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

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 020 2740 8200 | 1-800-2003466

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Investor Relations

S-Ancial Global Solutions Pvt. Ltd

Contact No.: 022 6143 2352

fil@s-ancial.com

Profit After Tax for FY16 at INR 2,336 mn, up 389% YoY**Debt reduced by INR 4,260 mn during FY16**

EARNINGS RELEASE

FOR IMMEDIATE RELEASE

Finolex Industries Limited, Pune, India, May 21, 2016:

Finolex Industries Limited (NSE: FINPIPE | BSE:500940), India's leading manufacturer of PVC Pipes & Fittings, at its Board Meeting held today announced audited Financial results for Quarter and Year ended 31st March, 2016.

Q4FY16 HIGHLIGHTS

- The sales volumes for PVC Pipes & Fittings was at 67,693 MT in Q4FY16 against 56,966 MT in Q4FY15.
- Total income from operations was at INR 8,055 mn for Q4FY16 against INR 7,846 mn in Q4FY15.
- EBITDA for the quarter stood at INR 1,114 mn for Q4FY16 against INR 683 mn for Q4FY15.
- Profit After Tax was at INR 785 mn for Q4FY16 against INR 277 mn for Q4FY15.

FY16 HIGHLIGHTS

- 30,000MT p.a of Pipe and Fittings capacity added during FY16. The total capacity of Pipe and Fittings stands at 2,80,000MT p.a. as on 31st March 2016.
- The sales volumes for PVC Pipes & Fittings was at 2,08,764 MT in FY16 against 1,85,786 MT in FY15.
- Total income from operations was at INR 24,528 mn for FY16 against INR 24,761 mn in FY15.
- EBITDA stood at INR 3,751 mn for FY16 against INR 2,133 mn for FY15.
- Profit After Tax was at INR 2,336 mn for FY16 against INR 478 mn for FY15.
- Debt reduced by INR 4,260 mn during FY16.

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

“Based on robust demand for Pipes and Fittings, the company has shown all-round growth. We expect strong demand to continue in the coming quarters. .”

QUARTERLY CONFERENCE CALL

We will hold an earnings conference call on Monday, May 23, 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

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

Primary Number: +91 22 3960 0672; Secondary Number: +91 22 6746 5872

PROFIT AND LOSS ACCOUNT SUMMARY






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EBIDTA margins (%)	13.83	15.37	9.10	16.29	7.66
Depreciation	127	127	143	506	587
EBIT before exceptional items	987	714	541	3,245	1,524
EBIT margins (%)	12.26	13.05	6.90	13.23	6.16
Other Income	188	35	50	391	202
Finance costs	45	80	104	446	704
PBT	1,130	668	517	3,435	808
PBT margins (%)	14.03	12.21	6.59	14.00	3.26
Tax	345	238	241	1,099	330
PAT	785	430	277	2,336	478
PAT margins (%)	9.74	7.86	3.53	9.52	1.93

*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 PVC pipes and fittings company with 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 16,000 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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 020 2740 8200 | 1-800-2003466
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Investor Relations

S-Ancial Global Solutions Pvt. Ltd
 Contact No.: 022 6143 2352
 fil@s-ancial.com

FORWARD LOOKING STATEMENT

SAFE HARBOR STATEMENT: Certain part of this presentation describing estimates, objectives and projections may be a "forward looking statement" within the meaning of applicable laws and regulations. Actual results might differ materially from those either expressed or implied. 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.