

FIL: SEC: LODR-Reg30  
11<sup>th</sup> August, 2017

National Stock Exchange of India Limited Manager – Listing Department 5, Exchange Plaza Bandra-Kurla Complex Bandra (East), Mumbai 400051	BSE Limited Manager – Listing Department Registered Office: Floor 25 P.J.Towers Dalal Street Mumbai 400 001
Scrip Code: Equity: FINPIPE NCDs: FIN16	Scrip Code: Equity: 500940/FINOLEXIND

Dear sirs,

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“the Regulations”)

Pursuant to the applicable provisions of the Regulations, please find below the Schedule of the analyst and investors conference call.

Date and time	Details of the Conference call
16 <sup>th</sup> August, 2017 at 11.00 a.m.	The Company will host a conference call for analysts and investors to discuss their Q1FY18 Financial Results

The conference call invitation alongwith unaudited financial results for the quarter ended 30<sup>th</sup> June, 2017, presentation for Q1FY18 and Earnings Release for the same are enclosed. The volume data is also enclosed herewith.

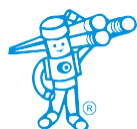
Thanking you,

For Finolex Industries Limited

  
Vidya Shembekar  
G.M. (Legal) & Company Secretary

Encl: As above





**FinOlex**  
**INDUSTRIES**

Investec India is pleased to host the management of  
Finolex Industries Limited for a conference call with  
investors and analysts to discuss their  
**Q1FY18 Financial Results**

**Date and Time:**

**Wednesday, 16<sup>th</sup> Aug 2017, at 11:00 AM IST**

**COMPANY PARTICIPANTS:**

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

**Mr. Anil V. Whabi** - Director (Finance) & CFO

**-: Conference Dial-in Numbers :-**

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

**Primary Number: +91 22 3960 0646**

The numbers listed above are universally accessible from all networks and all countries.

Toll Free Number:

**USA: 1 866 746 2133**

**UK: 0808 101 1573**

**Singapore: 800 101 2045**

**Hong Kong: 800 964 448**

**RSVP**

Investec India

Mr. Ritesh Shah

Tel. 022 6136 7418

Email: [ritesh.shah@investec.co.in](mailto:ritesh.shah@investec.co.in)



**Investec**



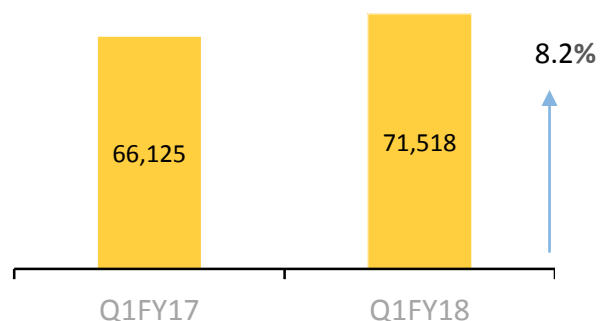
FINOLEX INDUSTRIES LIMITED

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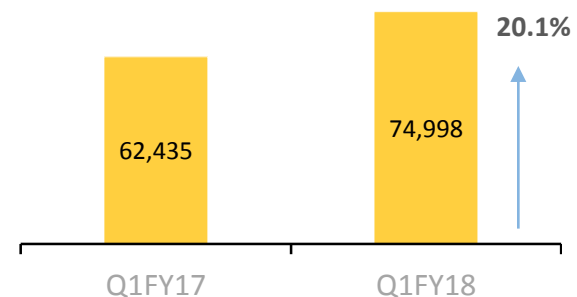
**Q1FY18 RESULTS**



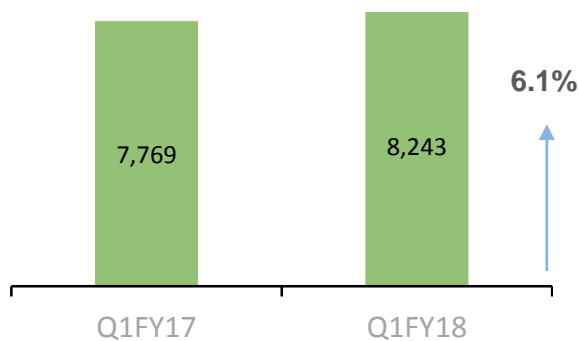
## Q1FY18 Results Summary



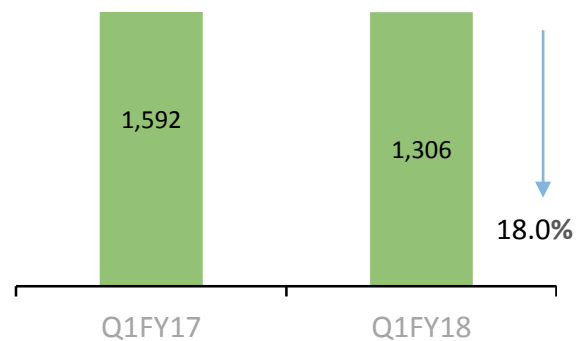
Volumes (MT) P & F #



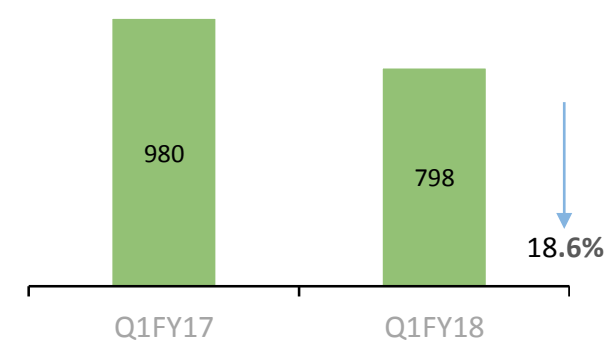
Volumes (MT) PVC resin\*



Total Revenue (INR Mn)



EBITDA (INR Mn)



PAT (INR Mn)

Management Comment: During the quarter the volume of pipes and fittings was higher by 8.2% on YoY basis. However due to prevailing market conditions and impending GST regime, the sales realisation was lower resulting in subdued profit.

# P&F represents Pipes and Fittings

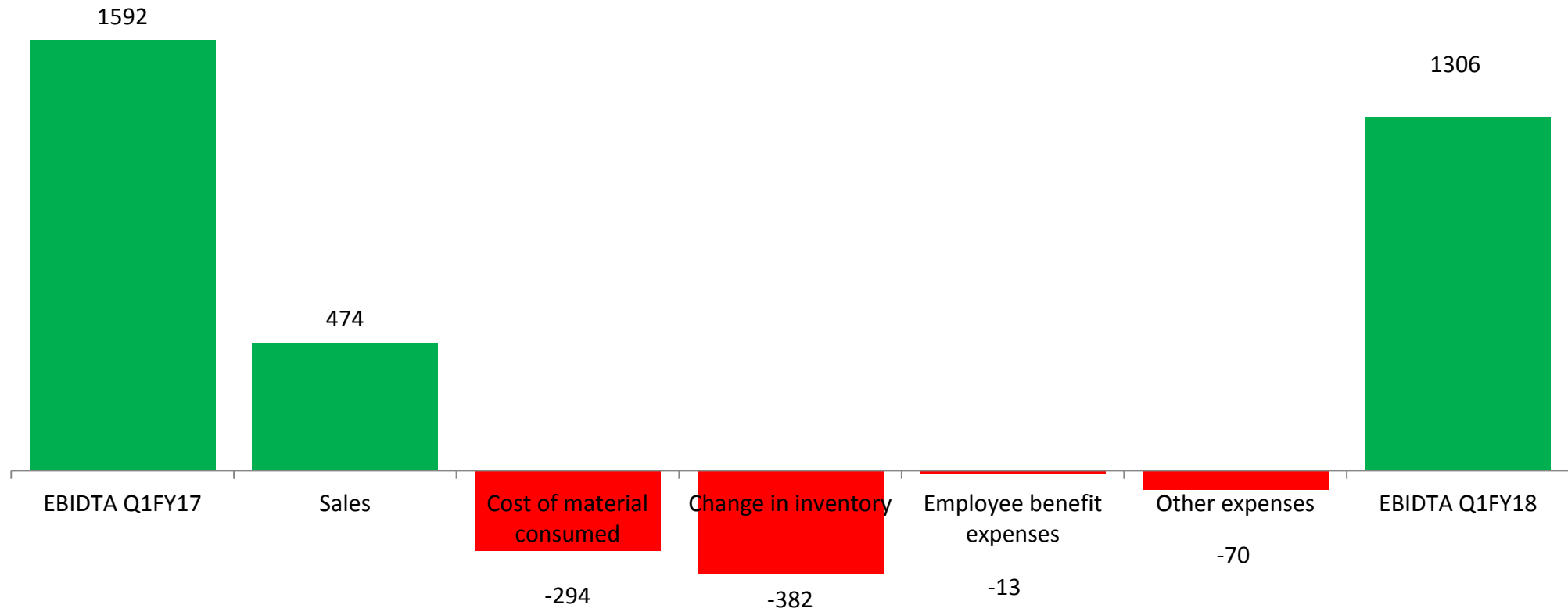
\* Including inter segment transfer

## Profit & Loss Account

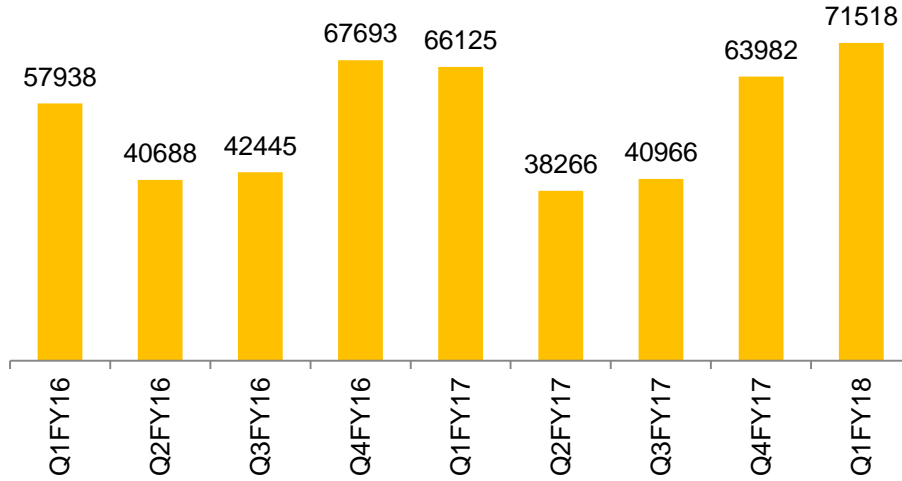
Particulars (INR Mn)	Q1FY18	Q1FY17
Total Income from operations	8,243	7,769
EBIDTA	1,306	1,592
EBIDTA margin (%)	15.84%	20.49%
Depreciation	145	133
EBIT	1,161	1,459
EBIT %	14.08%	18.78%
Other Income	38	32
Finance costs	30	50
PBT	1,170	1,441
PBT %	14.19%	18.55%
Tax	372	461
PAT	798	980
PAT %	9.68%	12.61%

## EBITDA Bridge Chart

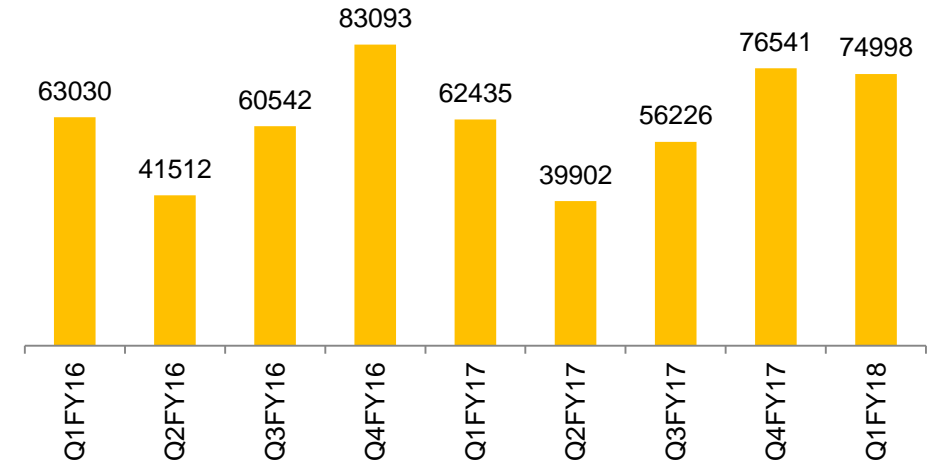
(INR Mn)



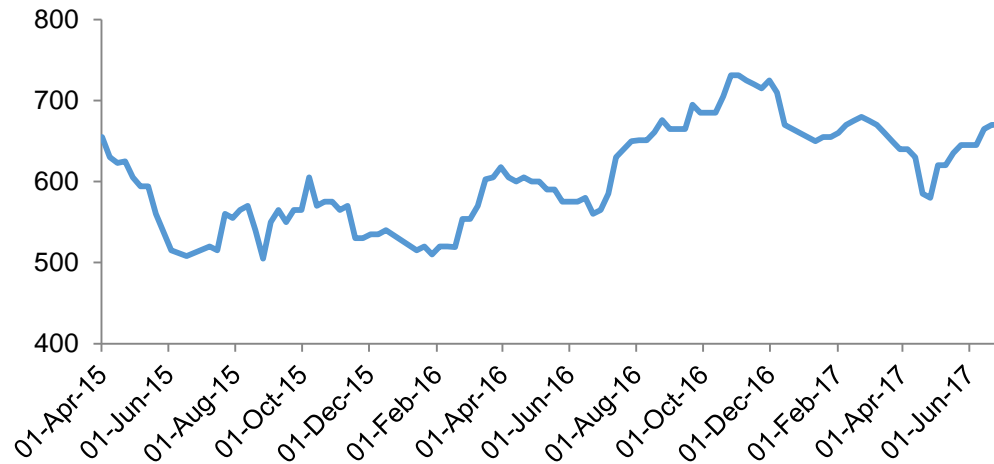
## Business Scenario



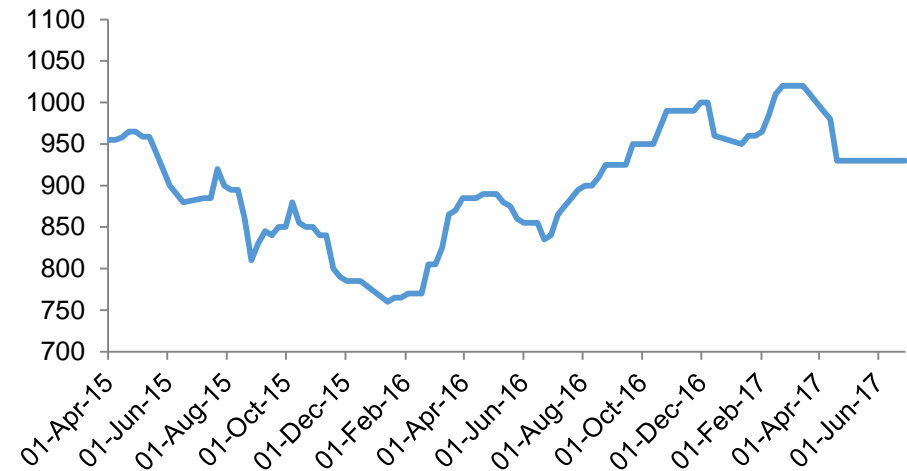
Pipes & Fittings Volumes (MT)



PVC Volumes (MT)



PVC/EDC Delta (USD/MT)



PVC (USD/MT)

## Quarterly - Profit & Loss

Particulars (INR Mn)	Q2FY16	Q3FY16	Q4FY16	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18
Total income from operations *	5,341	6,251	9,260	7,769	5,234	6,656	10,164	8,243
EBIDTA	524	841	1,156	1,592	870	1,329	1,785	1,306
<i>EBIDTA margins (%)</i>	9.8%	13.5%	12.5%	20.5%	16.6%	19.9%	17.6%	15.8%
Depreciation	126	127	127	133	139	140	139	145
Other Income	114	30	198	32	89	29	94	38
Finance costs	164	81	45	50	33	59	11	30
PBT	592	663	1,181	1,441	788	1,158	1,729	1,170
<i>PBT margins (%)</i>	11.1%	10.6%	12.8%	18.5%	15.1%	17.4%	17.0%	14.2%
Tax	190	238	361	461	275	416	496	372
PAT	402	424	820	980	513	742	1,233	798
EPS	3.2	3.4	6.6	7.9	4.1	5.9	9.9	6.4

\* Including excise duty



## Quarterly segmental - Profit & Loss

Particulars (INR Mn)	Q2FY16	Q3FY16	Q4FY16	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18
<b>Segmental revenues *</b>								
PVC	2,802	3,884	4,979	4,336	2,759	4,379	6,069	5,285
PVC pipes & fittings	3,978	4,073	6,310	6,581	4,100	4,446	6,981	6,892
Power	299	357	355	388	321	378	361	382
<b>Segmental profits</b>								
PVC	198	462	548	890	552	933	1,147	951
<b>% of Revenues</b>	<b>7.1%</b>	<b>11.9%</b>	<b>11.0%</b>	<b>20.5%</b>	<b>20.0%</b>	<b>21.3%</b>	<b>18.9%</b>	<b>18.0%</b>
PVC pipes & fittings	279	315	536	568	252	303	590	290
<b>% of Revenues</b>	<b>7.0%</b>	<b>7.7%</b>	<b>8.5%</b>	<b>8.6%</b>	<b>6.1%</b>	<b>6.8%</b>	<b>8.5%</b>	<b>4.2%</b>
Power	42	61	92	129	58	86	56	50
<b>% of Revenues</b>	<b>14.1%</b>	<b>17.1%</b>	<b>25.9%</b>	<b>33.3%</b>	<b>18.1%</b>	<b>22.8%</b>	<b>15.5%</b>	<b>13.1%</b>
<b>Capital employed</b>								
PVC	5,660	5,649	5,660	5,214	5,056	6,354	5,623	5,660
PVC pipes & fittings	4,337	4,730	4,337	5,210	5,218	5,860	5,683	5,449
Power	2,527	2,500	2,527	2,674	2,374	2,375	2,170	2,328

\*Including excise duty

## Profit & Loss - Key Indicators

Profit & loss account (INR Mn)	FY12	FY13	FY14	FY15	FY16*	FY17*
Revenue from Operations (incl. excise duty)	23,219	24,334	27,867	28,271	28,431	29,876
<b>Growth in sales (YoY %)</b>	<b>5.94%</b>	<b>4.80%</b>	<b>14.52%</b>	<b>1.44%</b>	<b>0.57%</b>	<b>5.08%</b>
EBIDTA before exceptional items	2,313	3,587	3,966	2,111	4,044	5,630
<b>EBIDTA margins before exceptional items (%)</b>	<b>9.96%</b>	<b>14.74%</b>	<b>14.23%</b>	<b>7.47%</b>	<b>14.22%</b>	<b>18.84%</b>
EBIDTA after exceptional items	2,168	2,626	3,268	1,896	4,289	5,630
PBT	967	1,902	2,419	808	3,733	5,170
<b>PBT Margin (%)</b>	<b>4.16%</b>	<b>7.82%</b>	<b>8.68%</b>	<b>2.86%</b>	<b>13.13%</b>	<b>17.30%</b>
PAT	752	1,361	1,701	478	2,544	3,522
<b>PAT Margin (%)</b>	<b>3.24%</b>	<b>5.59%</b>	<b>6.10%</b>	<b>1.69%</b>	<b>8.95%</b>	<b>11.79%</b>

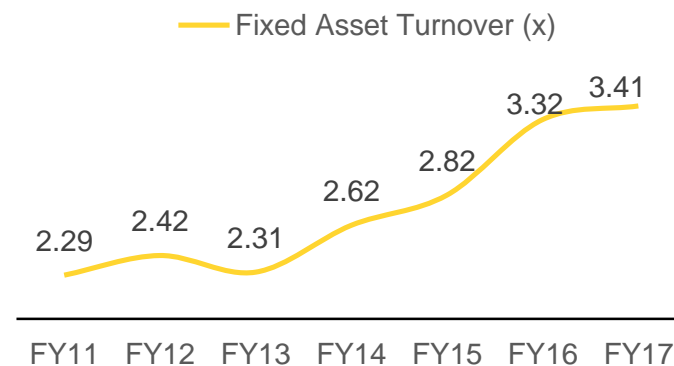
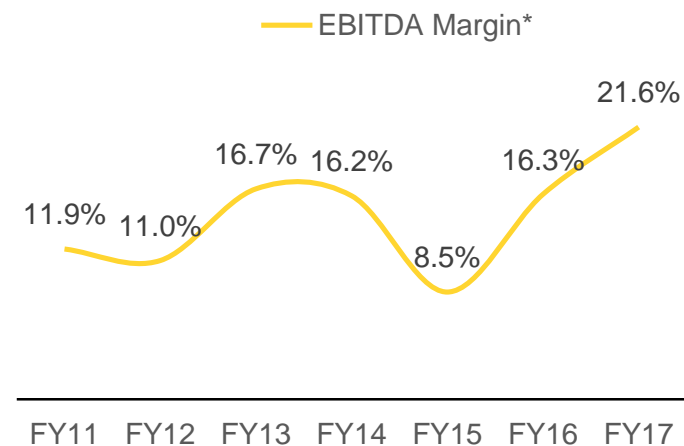
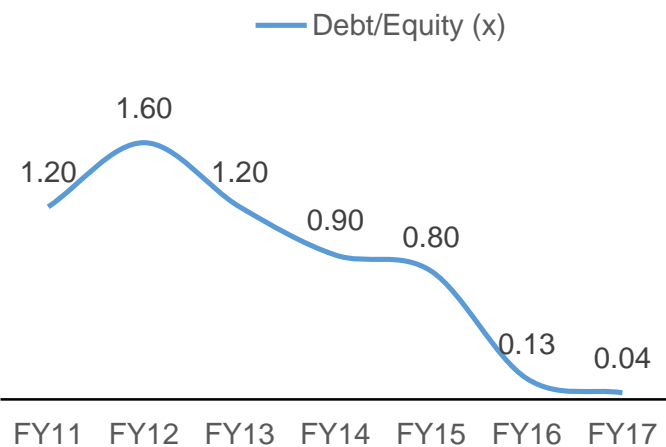
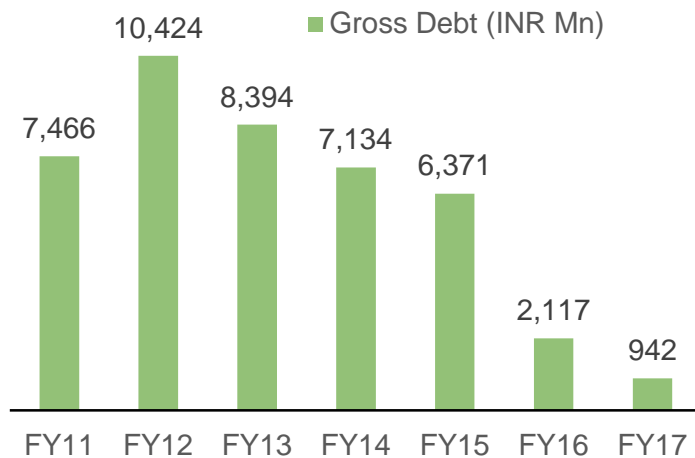
\*Figures as per IndAS

## Balance sheet - Key Indicators

Balance Sheet (INR Mn)	FY12	FY13	FY14	FY15	FY16*	FY17*
<b>Equity and liabilities</b>						
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	14,458	21,673
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
<b>Total borrowings</b>	<b>10,424</b>	<b>8,394</b>	<b>7,134</b>	<b>6,371</b>	<b>1,117</b>	<b>942</b>
<b>Assets</b>						
Fixed assets (Net block)	7,840	8,795	9,052	8,678	8,496	8,551
Capital WIP	854	506	325	104	66	217
Non current investments	1,221	1,274	1,274	1,246	6,485	11,656
Current investments	3,711	2,322	941	551	1,687	566

\*Figures as per IndAS

## Key Ratios



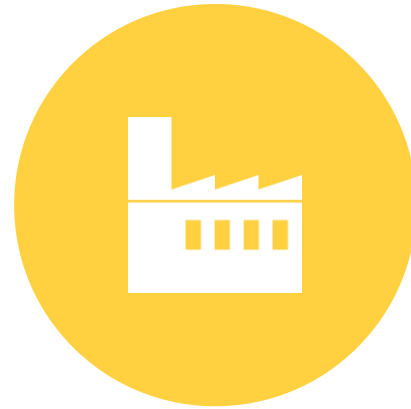
\*Standalone EBITDA Margin (EBITDA before Exceptional item and other income)

## Key Strategies



### EXPANDING FOOTPRINT

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



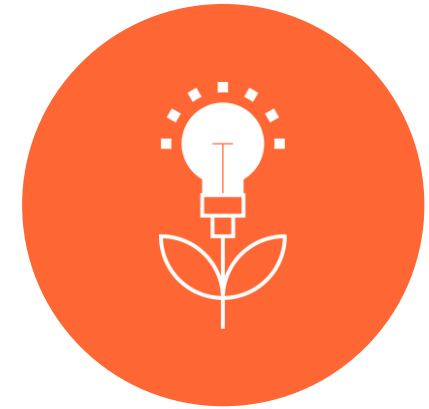
### CAPACITY EXPANSION

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.

## Opportunities – Agriculture sector



Total allocation for Rural, Agriculture sector is Rs.1,87,223 crores. MGNREGA allocation has also increased to its highest level at Rs.48,000 Cr this year. The Long Term Irrigation Fund (LTIF) set up in NABARD under Pradhan Mantri Krishi Sinchai Yojana, for financing and fast tracking the implementation of incomplete major and medium irrigation projects has been allocated an additional corpus of Rs. 20,000 Cr, thus doubling the corpus to Rs. 40,000 Cr



Pradhan Mantri Krishi Sinchai Yojana would allow maximising the reach of irrigation across the country, thus enhancing the ambit of area covered under the irrigation projects.



The coverage provided under the Fasal Bima Yojna Scheme has increased to 40% in the current year and 50% in 2018-19 to protect farmers from any accidental damage.



Over the next few months 3 crore Kisan credit cards will be converted to RuPay cards which shall enable farmers to buy/sell agricultural produce directly through the card and there will be no need to rush to banks.

## Opportunities - Non - Agriculture sector



Surplus liquidity post demonetisation, government initiates to provide houses in rural and urban areas which may have a fresh demand for pipes. Affordable housing to be given infrastructure status. Proposal to complete construction of one crore houses by 2019. Boost in housing due to refinancing by NHB.



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.



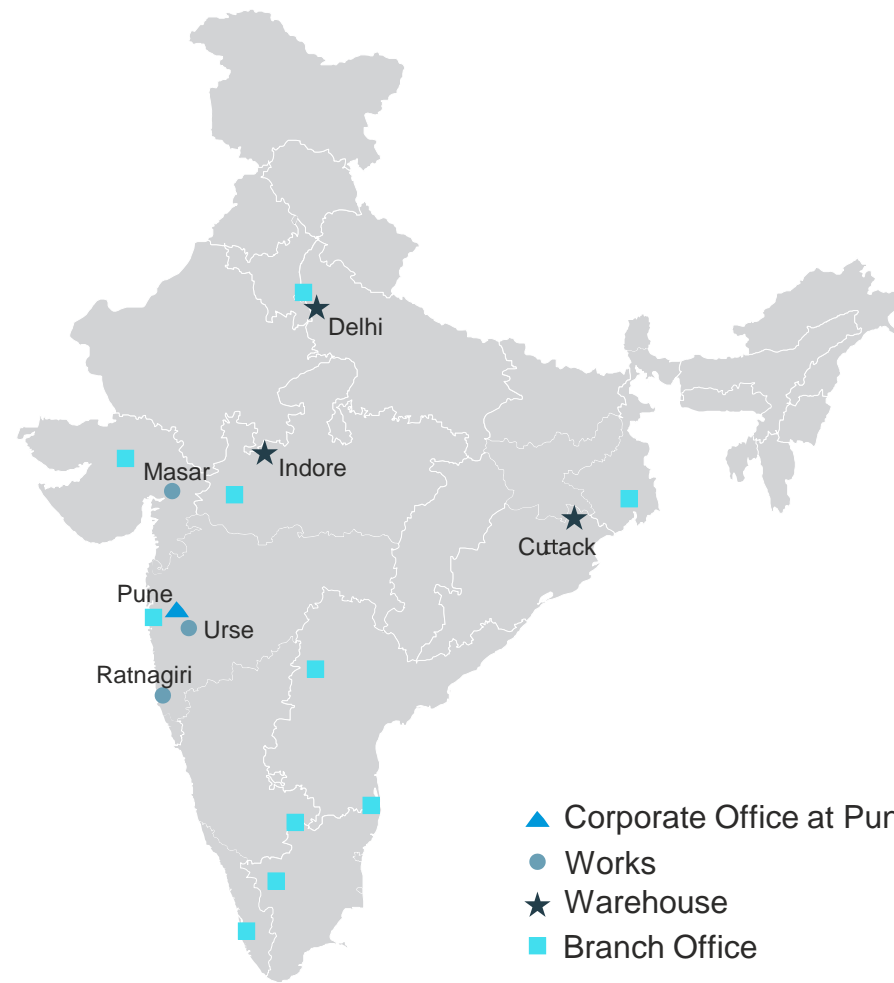
Swachh Bharat Mission (Gramin) has made tremendous progress in promoting safe sanitation. Sanitation coverage in rural India has gone up from 42% in October 2014 to 64%. Villages with sanitation coverage are now being given priority for piped water supply.

## 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 – some snapshots



Finolex Industries participated in in 'Vinyl India Exhibition' as Platinum Partner, Mumbai

Finolex Industries participated in a conference organized by RERA, Pune

Finolex Industries participated in in CREDAI - Game Changer event in Ahmedabad, Gujarat

TV branding in Champions Trophy-Finolex Industries Ltd. tied up with Star Sports Network for branding during the match- L bands and Squeeze-ups.



### Branding & advertisements – some snapshots



Finolex Pipes branding at Jagannath Rath Yatra, Odissa

Finolex Pipes branding at Pandharpur Waari



## Corporate Social Responsibility – some snapshots



59 Bedded NICU Ward Inauguration- Finolex Industries Ltd. along with Mukul Madhav Foundation and Shreemant Dagdusheth Halwai Trust donated towards NICU at Sassoon Hospital, Pune.

Finolex pipes and Mukul Madhav Foundation inaugurated our 5th Rehabilitation / Physiotherapy Center at the Finolex Colony, Ratnagiri. The facility was established after the growing success of the work done by us in the area of Cerebral Palsy within Satara district.

Ratnagiri Paryatan Mahotsav- Finolex Pipes supported the event as a goodwill gesture.



## Corporate Social Responsibility – some snapshots



IPL Meet and Greet-1: The event held at Sassoon Hospital, Pune was graced by Rahul Tripathy, Ajinkya Rahane and Ben Stokes. A Q/A session was arranged with the players and the staff of Sassoon General Hospital

IPL Meet and Greet-2: The event held at J W Marriott was graced by Jaydev Undadkat, Faf Du Plessis and Steve Smith, who interacted with 30 kids from Apang Kalyankari Sanstha.

## Accolades and awards



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

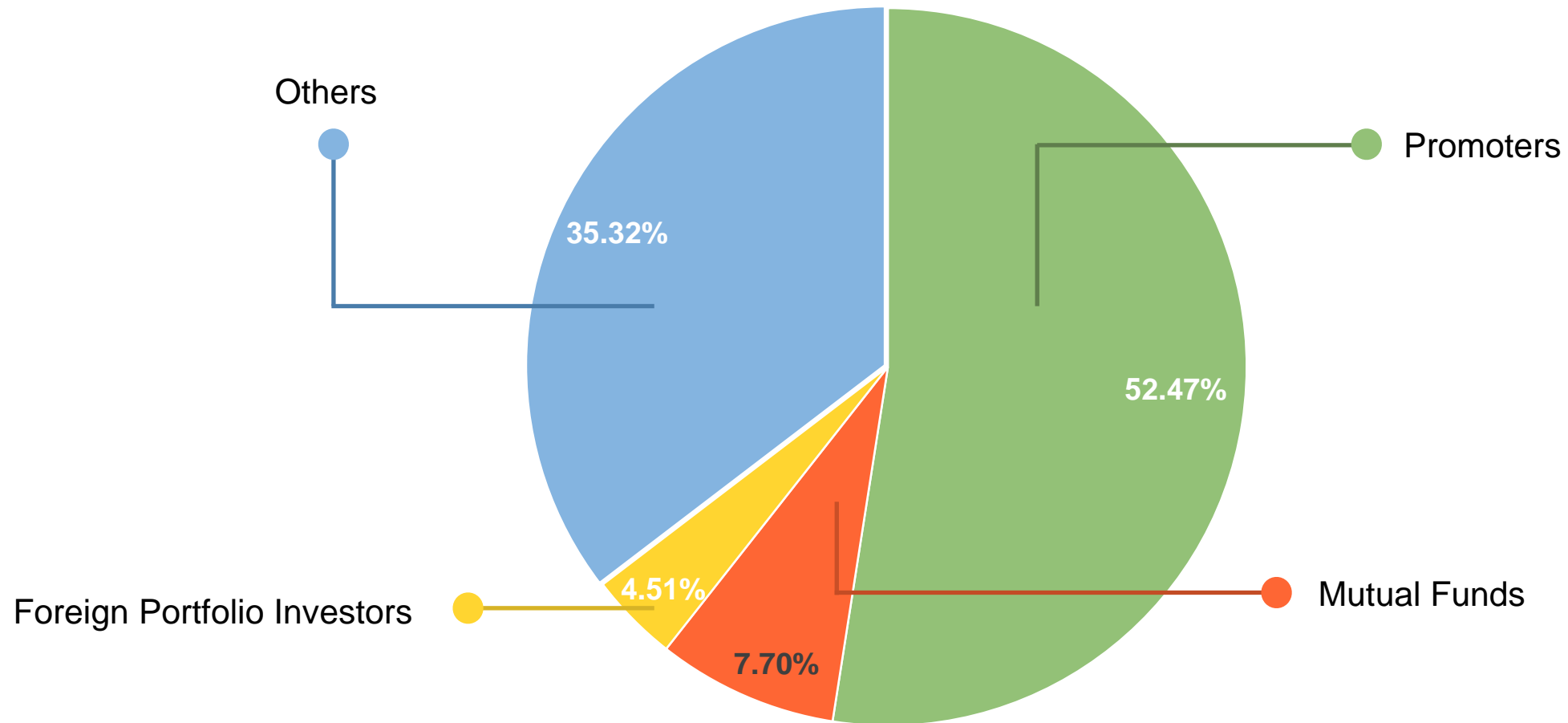
The National Record certificate by The Limca Book of Records for conducting the largest number of plumbers meets organised simultaneously across 26 states and 58 cities on 11 March, 2016.

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

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

## Shareholding Pattern as on June 30, 2017







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

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Revenue	INR 8,243 mn
EBITA	INR 1,306 mn
PAT	INR 798 mn

**Finolex Industries Limited, Pune, India, August 11, 2017:**

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 the first quarter ended June 30, 2017.

**Highlights**

- The sales volume for PVC Pipes & Fittings was at 71,518 MT in Q1FY18 up by 8.2% against 66,125 MT in Q1FY17.
- Total income from operations was at INR 8,243 mn for Q1FY18 up by 6.1% against INR 7,769 mn in Q1FY17.
- EBITDA stood at INR 1,306 mn for Q1FY18 down 18% against INR 1,592 mn for Q1FY17.
- Profit after tax was at INR 798 mn for Q1FY18 down 18.6% against INR 980 mn for Q1FY17.

**Management Comments****Mr. Prakash P. Chhabria**

Executive Chairman

“During the quarter the volume of pipes and fittings was higher by 8.2% on YoY basis. However due to prevailing market conditions and impending GST regime, the sales realization was lower resulting in subdued profit.”



### Profit and Loss Account Summary Table

Particulars (INR Mn)	Q1FY18	Q1FY17	Inc./ (Dec.) %
Total Income from operations	8,243	7,769	6.10%
EBIDTA	1,306	1,592	-17.96%
EBIDTA margin (%)	15.84%	20.49%	
Depreciation	145	133	
EBIT	1,161	1,459	-20.42%
EBIT %	14.08%	18.78%	
Other Income	38	32	
Finance costs	30	50	
PBT	1,170	1,441	-18.81%
PBT %	14.19%	18.55%	
Tax	372	461	
PAT	798	980	-18.57%
PAT %	9.68%	12.61%	

### About Finolex Industries Limited

Finolex Industries Limited, headquartered in Pune, is the leading supplier of PVC Pipes & Fittings for the agriculture and non-agricultural sectors. Our state-of-the-art manufacturing plants at Pune and Ratnagiri in Maharashtra and Masar in Gujarat provide excellent resources to better serve our customers. Our own PVC Resin manufacturing facility in Ratnagiri, set in technical collaboration with Uhde GmbH, with Hoechst technology, provides a consistent supply of superior quality resin to our pipe manufacturing plants. This ensures we are able to deliver quality, superior products to our customers. Our open sea cryogenic jetty, the first of its kind in the Indian private sector, has been the hallmark of our PVC Complex. We are the first Indian PVC Pipes manufacturer to have been awarded the ISO 9001:2008 Certification.

Our major strength lies in our skilled workforce. We recognize and attribute our operating excellence and success to our employees. We have a widespread presence throughout the country, with a wide network of over 18,000 retail outlets ably supported by dealers and sub-dealers. They work as our extended arm in bringing quality products to our customers. Our core values of quality, trust and integrity help us to build an unbreakable bond with both customers and stakeholders.

We believe in “Performance with Purpose” and are deeply concerned about society and our community. We have been actively working along with Mukul Madhav Foundation, our CSR partner, in contributing to the social and economic development of the underprivileged sectors of society in and around our plants in Ratnagiri, Pune and Masar. Our focus is on women and children in areas of education, healthcare, community development, environment and self-development.

Finolex Industries Limited most recently entered the “Limca Book of Records” for the largest number of plumber meets held in one day. The company has also been awarded ‘Water Company of the Year’ by The National CSR Leadership Congress & Awards, India’s most Trusted Brand in the category “Manufacturing – Pipes” by Brand Trust Report, “Excellence in CSR” by Amity Global School, “Support and Improvement in Quality of Education” by Global CSR Excellence & Leadership Awards, “Top 100 Brands in the Architecture and Design Sector” by Economic Times and has also been conferred the BT CSR Excellence Award 2016 in the category “The Physically Challenged.”

For more information, visit [www.finolexwater.com](http://www.finolexwater.com) or follow us on Twitter @finolexwater

## Contact Details

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Shilpa Sanghai, Perfect Relations | [ssanghai@perfectrelations.com](mailto:ssanghai@perfectrelations.com)

### Forward Looking Statement

**Safe Harbor Statement** – *Certain parts 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 defer 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, and our exposure to market risk as well as other risk. Finolex Industries does not undertake any obligation to update forward looking statements to reflect events or circumstances after the date thereof.*

**Finollex Industries Ltd.**  
Volume Data

Sr. No.	Particulars	Q2FY15	Q3FY15	Q4FY15	Q1FY16	Q2FY16	Q3FY16	Q4FY16	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18
1	<b>Production in MT</b>												
	a PVC Resin	31,609	82,034	78,125	60,048	38,815	67,892	80,147	59,756	40,937	83,266	67,751	63,805
	b PVC pipes & fittings	38,835	29,780	57,983	57,129	41,801	45,089	63,144	66,693	40,416	44,844	55,808	74,054
2	<b>Sales in MT</b>												
	a PVC Resin-External	8,951	47,183	49,723	17,866	17,535	29,952	41,418	12,751	13,080	25,281	36,124	15,725
	PVC Resin-Inhouse	18,958	14,643	47,782	45,164	23,977	30,590	41,675	49,684	26,822	30,945	40,417	59,273
	Total PVC	27,909	61,826	97,505	63,030	41,512	60,542	83,093	62,435	39,902	56,226	76,541	74,998
	b PVC Pipes	29,121	36,118	53,353	54,451	37,194	39,163	63,387	62,255	34,218	37,652	59,945	68,171
	c PVC Fittings	2,521	2,738	3,613	3,487	3,494	3,282	4,306	3,870	4,048	3,314	4,117	3,347
	Total Pipes and Fittings	31,642	38,856	56,966	57,938	40,688	42,445	67,693	66,125	38,266	40,966	64,062	71,518
	In MWH												
1	Power generated	43627	13362	58018	53578	39428	49602	46180	55,243	46,909	55,710	53,640	57,999