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

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FinOlex INDUSTRIES

FIL: SEC: LODR-Reg30
8th March, 2016

National Stock Exchange of India Limited Manager – Listing 5, Exchange Plaza Bandra-Kurla Complex Bandra (East), Mumbai 400051	BSE Limited Manager – Listing 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 upcoming Investor Conference:

Sr.No	Analyst meet date and time	Details of investor conference
1	9th March, 2016 from 9.00 a.m. to 6.00 p.m.	The investor conference organized by Prabhudas Liladher. There will be a meeting with the following fund managers: 1. Principal 2. Union KBC 3. Mahindra MF 4. Can Rebeco 5. AUM 6. Kotak PMS 7. Mirae 8. Ambit 9. Max Life 10. Quest Invest 11. Pru MF

The presentation for the same is enclosed herewith.

Thanking you,
For Finolex Industries Limited

Umesh Gosavi
G.M.(Legal) & Company Secretary

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

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ISO 9001:2008 CERTIFIED Pipes Division, Ratnagiri
ISO 14001 CERTIFIED PVC,CPP & Pipes Plant, Ratnagiri
Raad Voor Accreditatie

FINOLEX INDUSTRIES LIMITED

INVESTOR PRESENTATION

MARCH 2016

FinOlex INDUSTRIES

Overview

Leading brand in Indian PVC pipe and fittings

Largest backward integrated pipe and fittings manufacturer in India with 250,000 MT p.a. production capacity

One of the largest PVC resin manufacturer in India with 272,000 MT p.a. production capacity

43 MW power plant for captive consumption in Ratnagiri

Pan India distribution network through wide network of dealers, sub-dealers and retail outlets – 16,000+ touch points

FinOlex INDUSTRIES

Company at a glance

Storage tanks for raw material

PVC resin Plant at Ratnagiri

Extruder lines

PVC resin storage section

Company at a glance

PVC pipe plant, Masar, Gujarat

Extruders at the plant

Storage area for PVC fittings

Storage area for PVC fittings

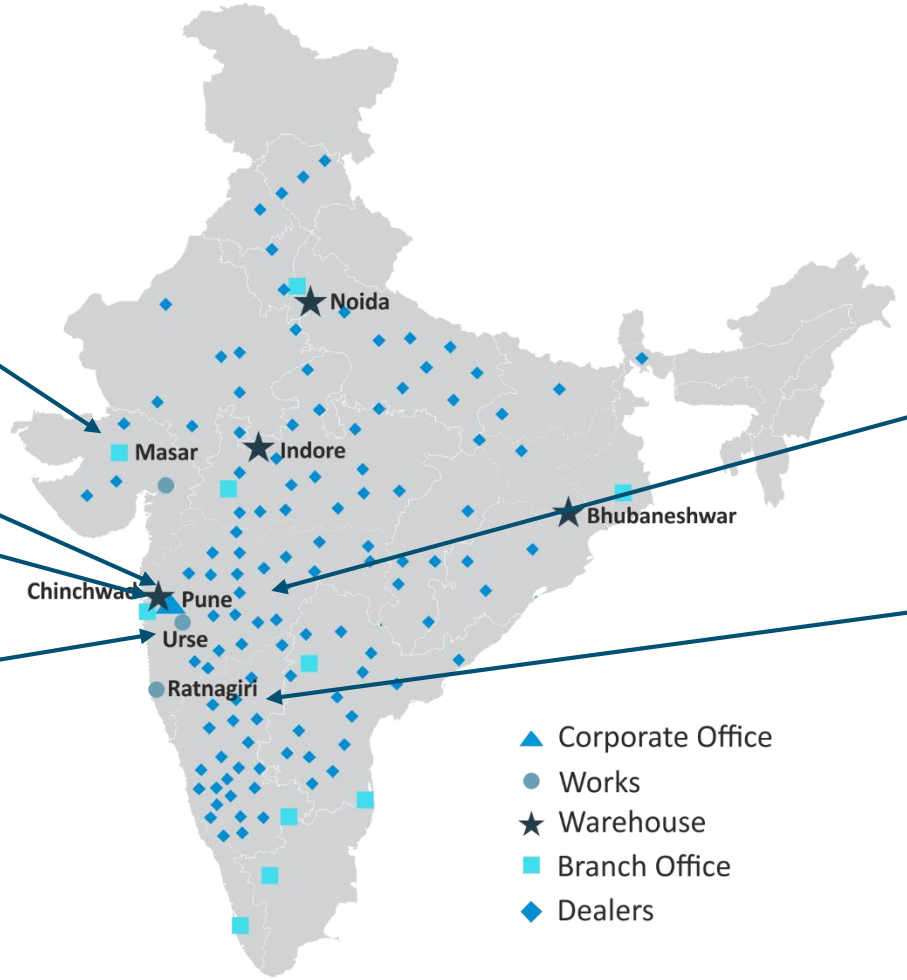
Pan India Reach

PVC Pipe Manufacturing Unit : Masar, Gujarat

Corporate Office: Chinchwad, Maharashtra

Warehouse : Chinchwad, Maharashtra

PVC Pipe Manufacturing Unit
Urse, Pune, Maharashtra



1,30,000 sq.ft. warehouse facility exclusively for PVC Fittings at Chinchwad, Pune, Maharashtra.

PVC Resin, PVC Pipe Manufacturing Unit & Captive Power plant at Ratnagiri, Maharashtra

Over 600 dealers and 16,000+ retail touch points across the length and breadth of the India

Business Model

Key revenue driver – mainly PVC pipes and fittings segment, with steadily increasing in-house consumption of the PVC resin

Key cost components - EDC, Ethylene and VCM are key raw materials for PVC production – mainly imported from middle east

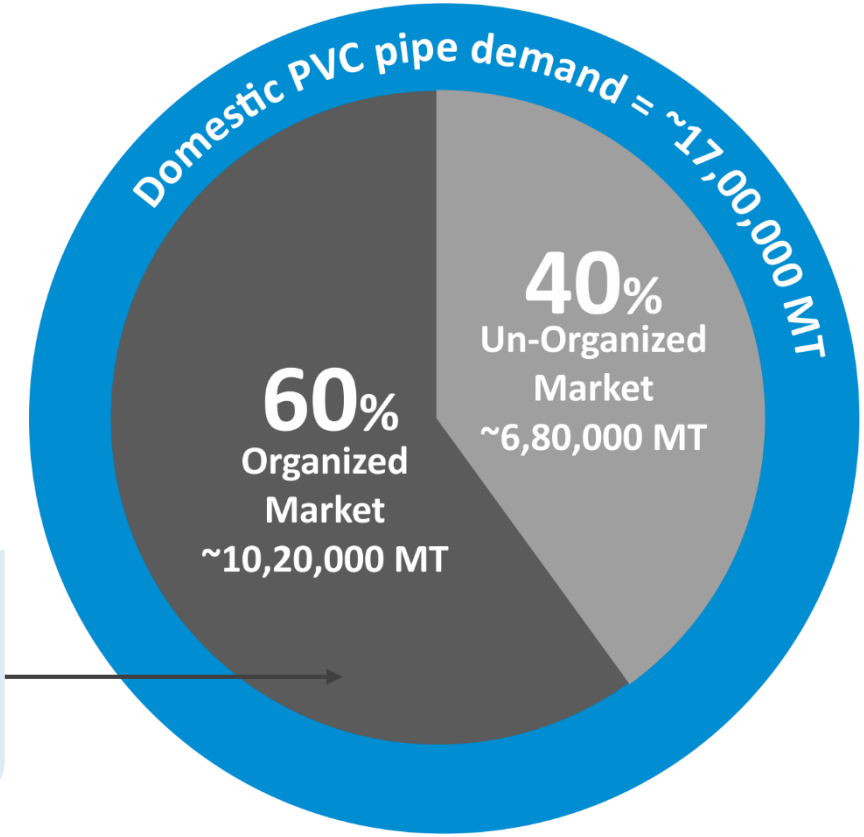
Market wise sales are distributed between Agriculture (70%) and Non-agriculture (30%). Non-agriculture is mainly construction

Margins improvement initiatives are underway, however, raw material prices movement does impact operating margins in PVC resin segment

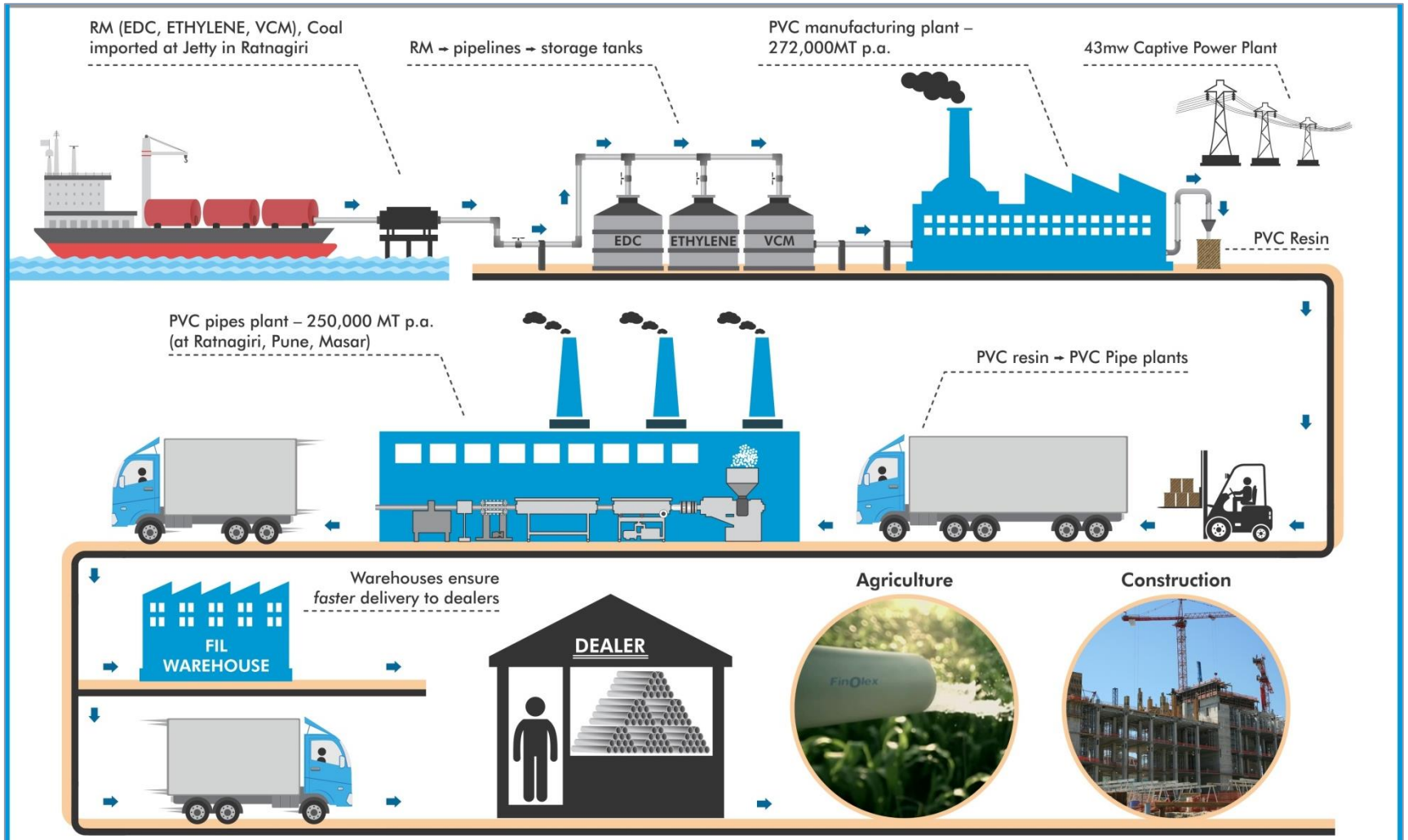
Operating under cash-n-carry model

PVC Pipe – Addressable Market

FIL – 250,000 MT p.a.
25% share in organised market



Value chain



EDC: ethylene dichloride, VCM: vinyl chloride monomer, PVC: polyvinyl chloride

Key Strategies

MARGIN IMPROVEMENT

Increase sales of higher margin products viz. fittings, column pipes, etc. Scale up share of fittings in sales mix to over 10%

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 p.a. till FY17E with a capex at INR 300 mn p.a

BRANDING

Growing brand and quality consciousness amongst consumer

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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

Agriculture Sector

- 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

Other highlights

- 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

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 Scheme
↓
Opportunity

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

Farm Loans

Measures like unified agricultural market, INR 9 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 (IHHL), 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

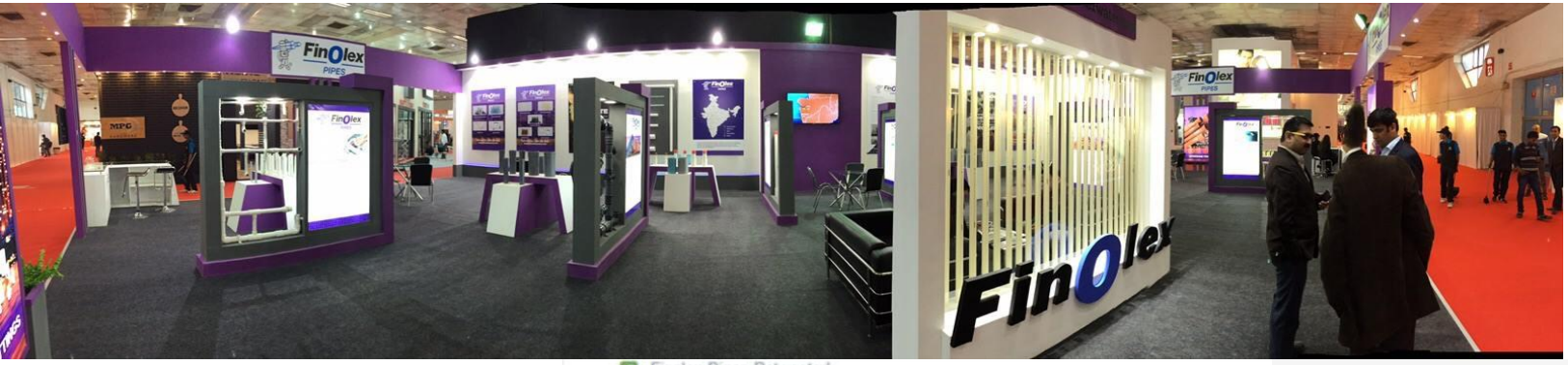
Distribution reach

- FIL is on track in terms of expanding its scale of operations not only by increasing production capacity, but also by setting up additional warehouses

- Recently commissioned warehouses at Indore (MP), Noida (UP) and Cuttack (Odisha) have ensured faster delivery and enhanced distribution reach

Plants and Warehouses

Branding & advertisements – exhibitions, events & social media



Sponsoring agri awards on ABP Majha channel

#FlyingWithFinolex twitter campaign

Advertisement in regional newspapers

FinOlex INDUSTRIES

Balance sheet – Key indicators

Balance Sheet (INR mn)	*FY12*	*FY13*	*FY14*	*FY15*	*H1FY16*
Equity and liabilities					
Share capital	1,241	1,241	1,241	1,241	1,241
Reserves and surplus	5,381	5,971	6,656	6,633	8,497
Long term borrowings	1,896	1,397	2,322	1,837	1,545
Short term borrowings (incl. loans repayable in one year)	8,528	6,997	4,812	4,534	*2,396
Total borrowings	**10,424**	**8,394**	**7,134**	**6,371**	**3,941**
Assets					
Fixed assets (Net block)	7,840	8,795	9,052	8,678	8,497
Capital WIP	854	506	325	104	70
Non current investments	1,221	1,274	1,274	1,246	1,246
Current investments	3,711	2,322	941	551	301

*Short term borrowings have reduced due to low inventory level during monsoon.

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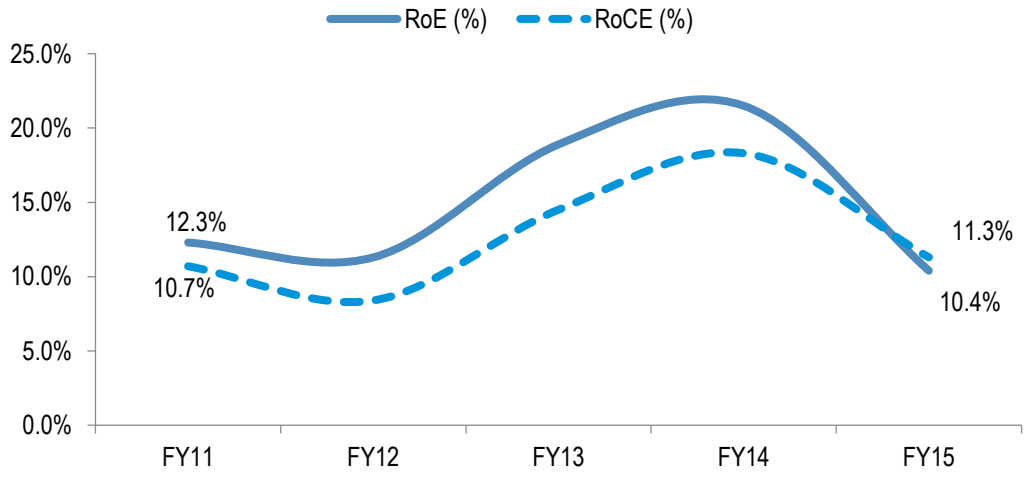
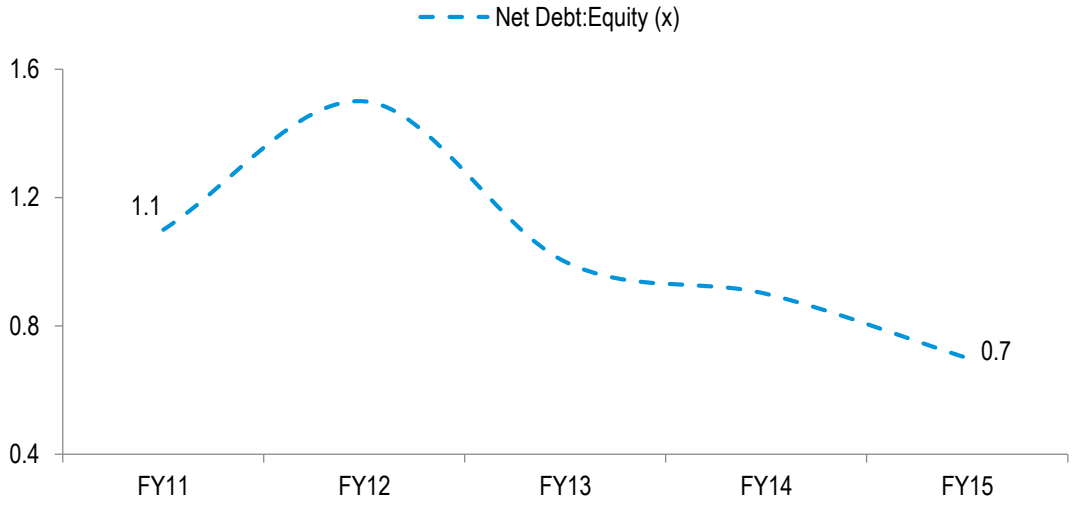
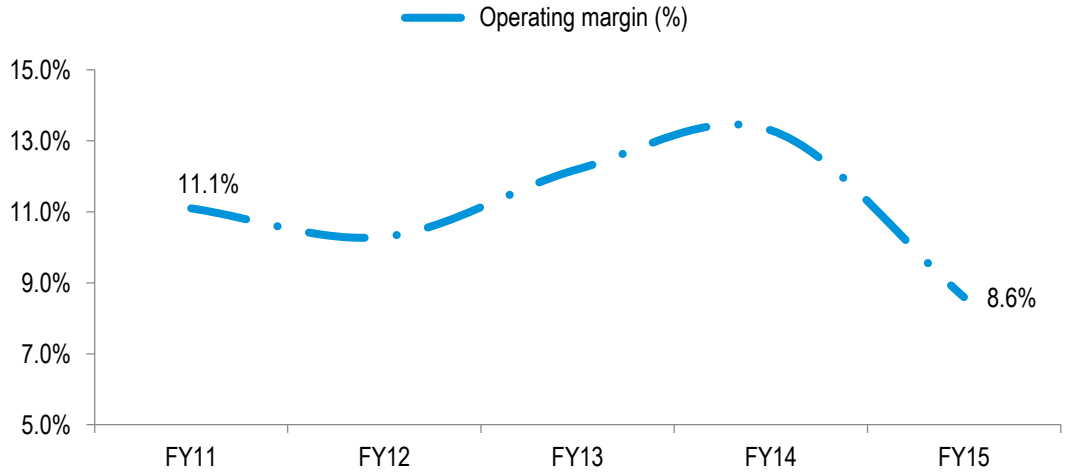
Profit & Loss – Key indicators

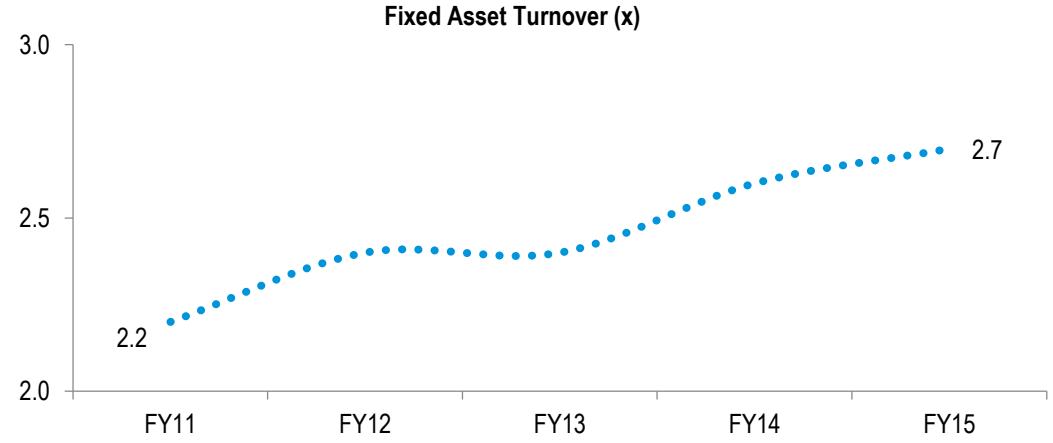
Profit & loss account (INR mn)	*FY12*	*FY13*	*FY14*	*FY15*	*9MFY16*
Net Income	20,998	21,448	24,530	24,761	16,473
Growth in sales (YoY %)	***6.20%***	***2.10%***	***14.40%***	***0.94%***	***(2.61)***
EBIDTA before exceptional items	2,313	3,587	3,966	2,111	2,637
EBIDTA margins before exceptional items (%)	***11.02%***	***16.72%***	***16.17%***	***8.52%***	***16.01%***
EBIDTA after exceptional items	2,168	2,626	3,268	1,896	2,882
PBT	967	1,902	2,419	808	2,305
PBT Margin (%)	***4.60%***	***8.90%***	***9.90%***	***3.26%***	***13.99%***
PAT	752	1,361	1,701	478	1,551
PAT Margin (%)	***3.60%***	***6.30%***	***6.90%***	***1.93%***	***9.42%***

Key performance indicators









Q3 & 9MFY16 Results Summary

	Volumes (MT) P & F #		Volumes (MT) PVC resin*		Total Revenue (INR Mn)		EBITDA (INR Mn) (before exceptional items)		PAT (INR Mn)	
Q3FY16	42,445	38,856	60,542	61,826	5,472	6,429	841	-89	430	-438
	Q3FY16	Q3FY15	Q3FY16	Q3FY15	Q3FY16	Q3FY15	Q3FY16	Q3FY15	Q3FY16	Q3FY15
9MFY16	141,071	128,820	165,084	145,651	16,473	16,915	2,637	1,641	1,551	201
	9MFY16	9MFY15	9MFY16	9MFY15	9MFY16	9MFY15	9MFY16	9MFY15	9MFY16	9MFY15

Management Comment:

Demand for pipes and fittings continues to be good and we are confident that going forward growth in this segment would be very encouraging.

* Including inter segment transfer

P&F represents Pipes and Fittings

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Profit & Loss Account

Particulars (INR mn)	Q3FY16	Q2FY16	Q3FY15	9MFY16	9MFY15
Net Sales	5,472	4,667	6,429	16,473	16,915
EBIDTA before exceptional items	841	522	(89)	2,637	1,641
EBIDTA margin (%)	*15.37%*	*11.18%*	-	*16.01%*	*9.70%*
Exceptional gains/(loss)	-	*245	(131)	*245	(296)
EBIDTA after exceptional items	841	767	(220)	2,882	1,345
Depreciation	127	126	146	379	444
EBIT before exceptional items	714	396	(236)	2,258	1,196
EBIT margins	*13.05%*	*8.49%*	-	*13.71%*	*7.07%*
Other Income	35	141	14	204	153
Finance costs	80	164	287	402	763
PBT	668	618	(639)	2,305	290
PBT margins	*12.21%*	*13.24%*	-	*13.99%*	*1.71%*
Tax	238	199	(201)	754	89
PAT	430	419	(438)	1,551	201
PAT margins	*7.86%*	*8.98%*	-	*9.42%*	*1.19%*

*Represents benefit by way of electricity duty exemption under package scheme of incentives for earlier periods.

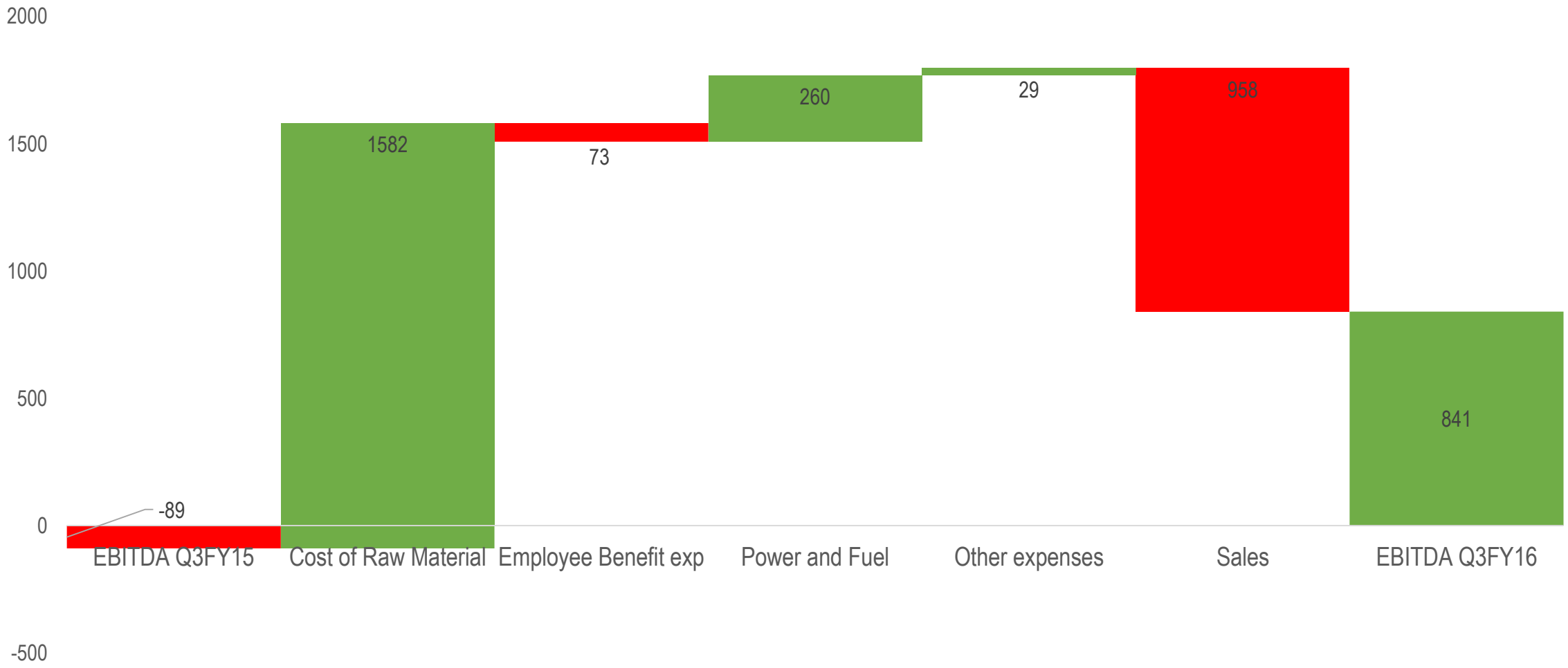
Operating Highlights

Particulars	Q3FY16			Q3FY15			Growth Y-o-Y	
Segmental Revenue	INR Mn.	MT	Rs./Unit	INR Mn.	MT	Rs./Unit	Value	Volume
PVC resin	3,567	60,542	58,918	3,664	61,826	59,263	(2.0%)	(2.1%)
PVC pipes & fittings	3,611	42,445	85,075	3,480	38,856	89,561	3.8%	9.2%
Power	357			175	11,418		104.0%	

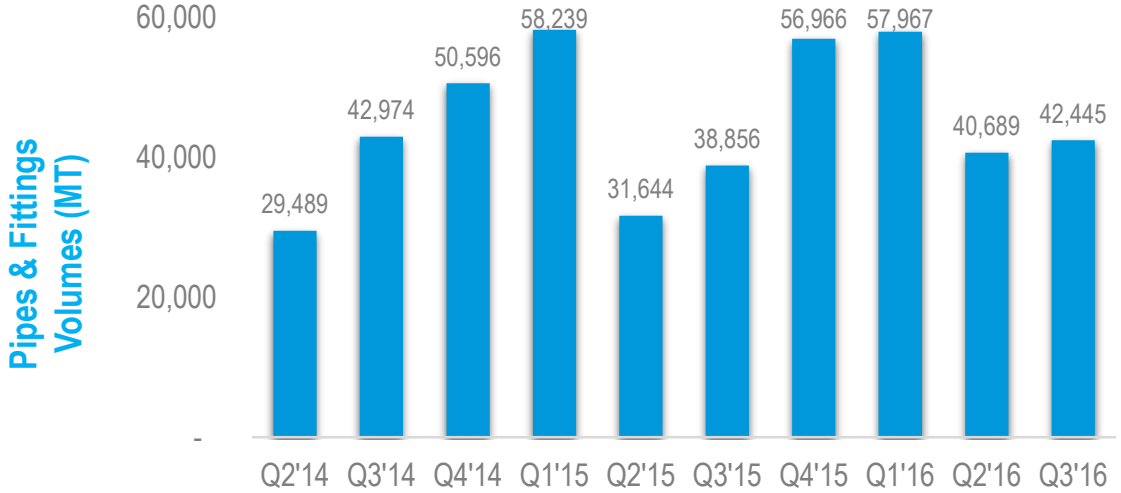
Particulars	9MFY16			9MFY15			Growth Y-o-Y	
Segmental Revenue	INR Mn.	MT	Rs./Unit	INR Mn.	MT	Rs./Unit	Value	Volume
PVC resin	10,297	165,084	62,374	9,880	145,651	67,833	4.2%	13.3%
PVC pipes & fittings	12,236	141,072	86,736	12,076	128,820	93,743	1.3%	9.5%
Power	1,040			822			26.5%	

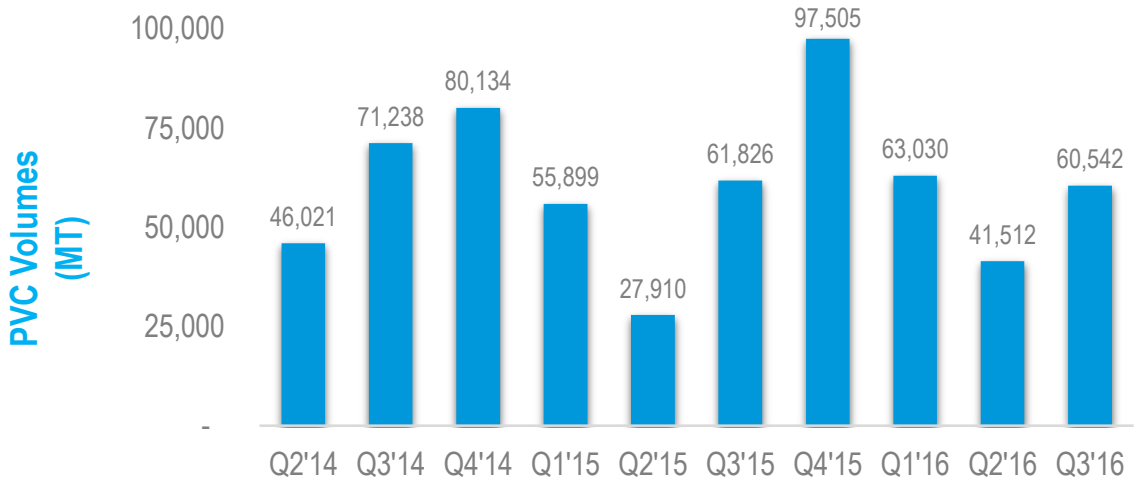
EBITDA Bridge Chart

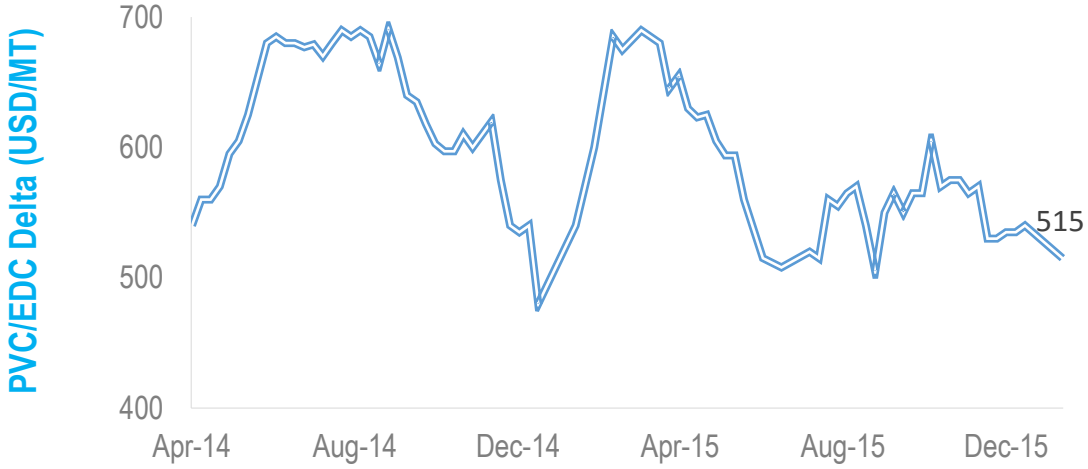
(INR mn)

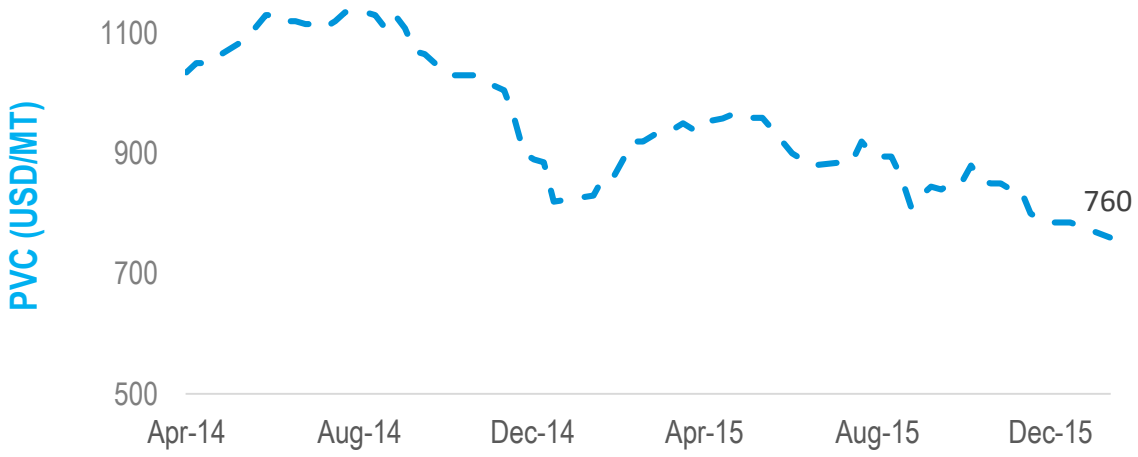


Business Scenario









Source: Platts Polymerscan weekly reports

FinOlex INDUSTRIES

Quarterly – Profit & Loss

Particulars (INR mn)	Q4FY14	Q1FY15	Q2FY15	Q3FY15	Q4FY15	Q1FY16	Q2FY16	Q3FY16
Net Sales	8,397	6,627	3,859	6,429	7,846	6,334	4667	5,472
EBIDTA before exceptional items	1,025	1,258	471	(89)	683	1,274	522	841
EBIDTA margins (%)	*12.21%*	*18.98%*	*12.21%*	-	*8.71%*	*20.11%*	*11.18%*	*15.37%*
Exceptional items	71	-165	-	(131)	31	-	245	-
Depreciation	151	149	149	146	143	125	126	127
Other Income	62	52	86	14	50	27	141	35
Finance costs	217	282	194	287	104	158	164	80
PBT	790	715	215	(639)	517	1,019	618	668
PBT margins (%)	9.41%	10.79%	5.57%	-	6.59%	16.09%	13.24%	12.21%
Tax	228	213	77	(201)	241	316	199	238
PAT	562	502	137	(438)	277	703	419	430
EPS	4.5	4.5	1.1	(3.5)	2.2	5.7	3.4	3.5

FinOlex INDUSTRIES

Quarterly segmental – Profit & Loss

Particulars (INR mn)	*Q4FY14*	*Q1FY15*	*Q2FY15*	*Q3FY15*	*Q4FY15*	*Q1FY16*	*Q2FY16*	*Q3FY16*
Segmental revenues								
PVC	5,347	4,139	2,076	3,664	5,721	4,149	2,581	3,567
PVC pipes & fittings	4,686	5,438	3,158	3,480	4,862	5,100	3,525	3,611
Power	443	353	293	175	486	385	299	357
Segmental profits								
PVC	494	597	124	(456)	216	692	198	462
% of Revenues	***9.24%***	***14.42%***	***6.00%***	***(12.45%)***	***3.78%***	***16.68%***	***7.67%***	***12.95%***
PVC pipes & fittings	389	520	242	254	321	492	297	315
% of Revenues	***8.31%***	***9.56%***	***7.70%***	***7.30%***	***6.60%***	***9.65%***	***7.91%***	***8.72%***
Power	113	62	9	(41)	145	81	42	61
% of Revenues	***25.54%***	***17.56%***	***2.90%***	***(23.43%)***	***29.84%***	***21.04%***	***14.05%***	***17.09%***
Capital employed								
PVC	7,775	8,480	7,277	7,221	6,060	7,167	5,660	5,649
PVC pipes & fittings	3,393	3,063	3,899	4,789	4,649	4,302	4,337	4,730
Power	3,131	3,098	2,512	2,650	2,552	2,772	2,527	2,500
Other segments	1,715	1,381	3,051	3,413	2,096	3,577	2,289	1,941

Green initiatives by FIL

ISO 14001

Internationally acclaimed Environment management system under ISO 14001, in place at the Ratnagiri plant.

0 Effluent Discharge

Achieved the goal of Zero effluent discharge at the Ratnagiri plant

Awarded with "Certificate of Merit – believers Category" by "Frost and Sullivan's Green Manufacturing Excellence Award 2014" for Golap, Ratnagiri plant

Won Bronze trophy in the National Safety Council Awards Competition 2013 for the PVC manufacturing plant at Ratnagiri

FinOlex INDUSTRIES

Corporate Social Responsibility (CSR)

2
Municipal Schools Adopted

2000
Scholarships Given

25
Hospitals Supported

12k+
Patients Treated

Mukul Madhav Foundation
Established 1999

49k
Trees Planted

1
Educational Tie Up

20k Sq.Ft
Size of School at Ratnagiri

1000s
of Lives Transformed

Health Care

Education

Environment & Safety Initiatives

Community Development

Cultural & Other Activities

Accolades and awards

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

'Excellence in CSR' award by Amity Global School

AMITY GLOBAL SCHOOL
वसुधैव कुटुम्बकम | THE WORLD IS ONE

National Safety Council - Maharashtra Chapter
&
Directorate of Industrial Safety & Health, Maharashtra State
Jointly Presents

Best Safety Practices Award - 2015

This certificate is presented to
M/s. Finolex Industries Ltd.,
Ratnagiri-Pawas Road, Ratnagiri
for winning First Prize in Petro Chemical Industrial Group in the
"Best Safety Practices Award - 2015"

P. R. MASURKAR
HON. SECRETARY
NSC-MC

J. M. MOTGHARE
DIRECTOR IC
DISH

ARVIND R. DOSHI
CHAIRMAN
NSC-MC

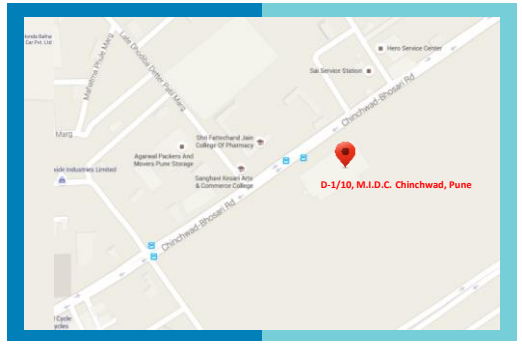
Date: 31st October 2015 at Pune

"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.

THE ECONOMIC TIMES
A&D TOP 100 BRANDS
ARCHITECTURE & DESIGN

FINOLEX INDUSTRIES LIMITED



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

sk@finolexind.com

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