



## Q2FY18 Earnings Release

Revenue	INR 4,753 mn
EBIDTA	INR 496 mn
PAT	INR 283 mn

### Finolex Industries Limited, Pune, India, November 10, 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 second quarter ended September 30, 2017.

### Highlights

- The sales volume for PVC Pipes & Fittings was at 47,246 MT in Q2FY18 up by 23.5% against 38,266 MT in Q2FY17.
- Total income from operations excluding excise duty and taxes was at INR 4,753 mn for Q2FY18 up by 4.0% against INR 4,568 mn in Q1FY17.
- EBITDA stood at INR 496 mn for Q2FY18 down 43.0% against INR 870 mn for Q2FY17.
- Profit after tax was at INR 283 mn for Q2FY18 down 44.8% against INR 513 mn for Q2FY17.

### Management Comments

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

“In the past five years, the PBT of Finolex Industries has shown a CAGR of 40% with pipes and fittings volume CAGR of 7%. During the last six months, we have consciously focused on volume growth for the pipe segment, initiated by a moderation in the net realization, which we will watch carefully over the next two quarters.”

### Profit and Loss Account Summary Table

Particulars (INR Mn)	Q2FY18	Q2FY17	Inc./ (Dec.) %
Total Income from operations *	4,753	4,568	4.05%
EBIDTA	496	870	-42.99%
EBIDTA margin (%)	10.44%	19.05%	
Depreciation	151	139	
EBIT	345	731	-52.80%
EBIT %	7.26%	16.00%	
Other Income	109	89	
Finance costs	38	33	
PBT	416	788	-47.21%
PBT %	8.75%	17.25%	
Tax	133	275	
PAT	283	513	-44.83%
PAT %	5.95%	11.23%	

\* excluding excise duty and taxes.

### 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

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## Forward Looking Statement



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