



Finolex
Cables Limited
AN IS/ISO 9001 CERTIFIED COMPANY

FCL:SEC:SE:PRSN:23:86

16th August 2023

Corporate Relations Department BSE Limited 1st Floor, New Trading Ring Rotunda Building, P J Towers Dalal Street, Fort Mumbai – 400 001	The Manager Listing Department National Stock Exchange of India Ltd 'Exchange Plaza', C-1, Block G, Bandra – Kurla Complex, Bandra (E), Mumbai – 400 051	Mr Tom Schmit Luxembourg Stock Exchange PO Box 165 L-2011 Luxembourg Grand-Duchy of Luxembourg EUROPE
Scrip Code: 500144	Scrip Code: FINCABLES	

Dear Sir/Madam,

Sub: Investor Presentation - Conference call with Analysts & Investors scheduled on 17th August 2023

Ref: Regulation 30 (4) read with Clause 15(a) of PART A PARA A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

In continuation to our prior intimation dated 12th August 2023 and in terms of the above referred regulation, please find enclosed a copy of the investor presentation for the quarter ended on June 30, 2023.

Please note that the said presentation will be uploaded on the website of the Company at www.finolex.com

You are requested to take the same on your records.

Thanking you,

Yours truly,

For FINOLEX CABLES LIMITED

Gayatri Kulkarni

**Assistant Company Secretary
& Compliance Officer**

Encl: As Above.

Registered Office:

26-27, Mumbai-Pune Road, Pimpri, Pune – 411018. Tel: 020 27506200.

Visit us at: www.finolex.com | Email: sales@finolex.com | CIN: L31300MH1967PL016531

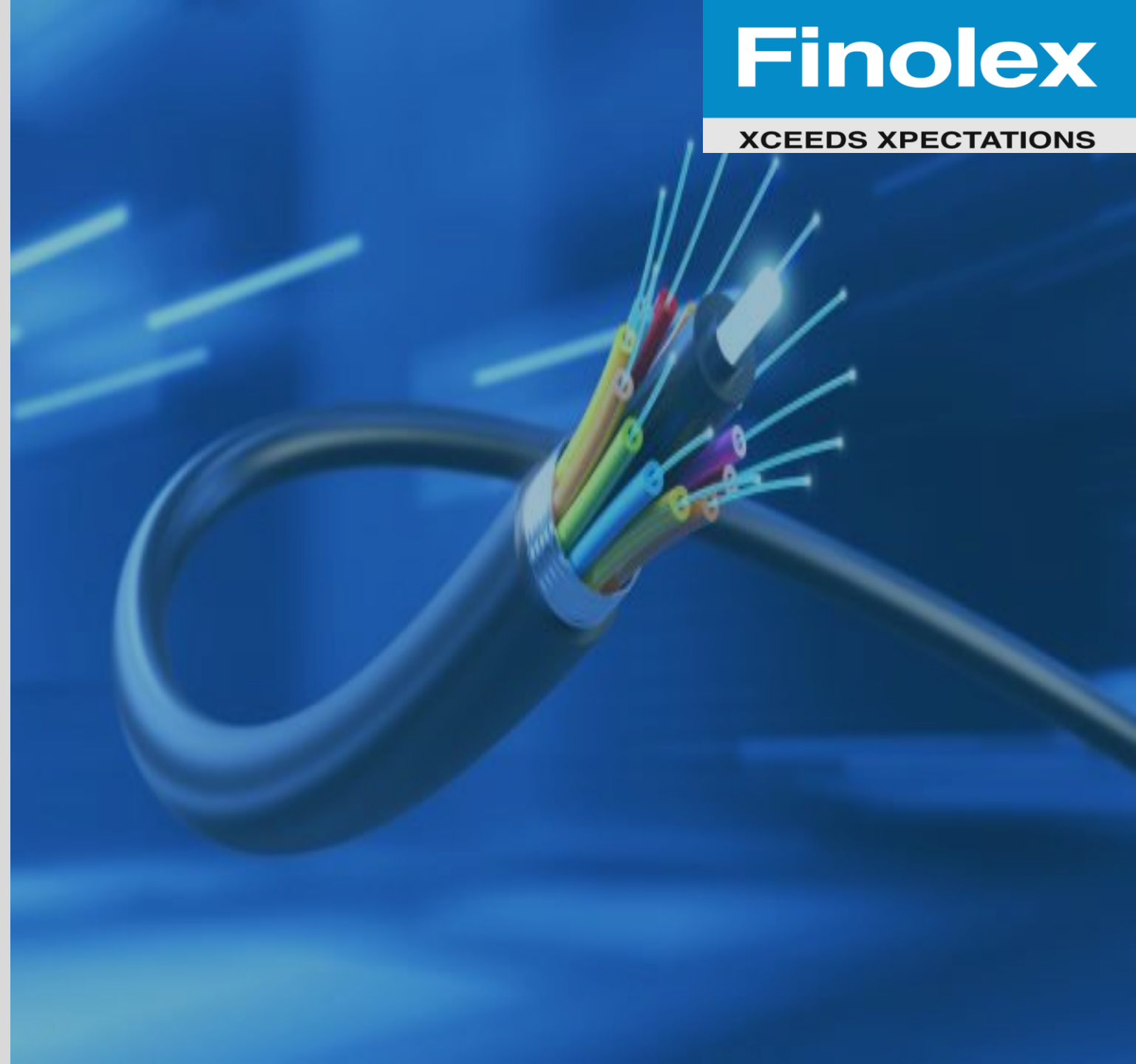
**XCEEDS
EXPECTATIONS**

Finolex

XCEEDS XPECTATIONS

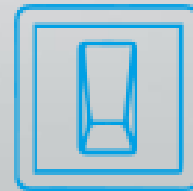
**Q1
FY2024**

PRESENTATION



Q1 FY
2024

Earnings
Presentation





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Finolex in
Numbers

Forging ahead

Finolex House

Our Social Media
Post

Our Contribution
to Society

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Our Key Figure-
Q1 FY 24

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Communication
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Key Figure-
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Key Figure- All
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Shareholding
Pattern

Product
Portfolio

Finolex in Numbers



5

Manufacturing sites



26

Depots



5,000

Channel Partners



1,75,000

Retailers



1,564

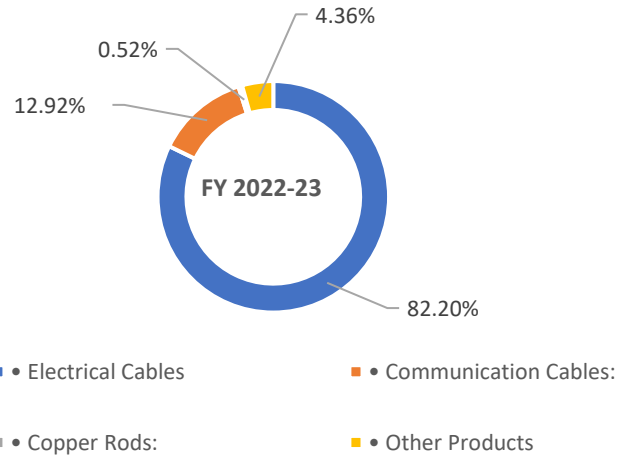
Employees



22%

Market Share in the organised wires industry

Revenue Break-Up



Forging Ahead with Strong Fundamentals

Strong Brand Positioning

Deep commitment to quality, safety, and reliability has helped us win overwhelming consumer loyalty and position ourselves as a powerful brand, resulting in sustained growth.

Sound Financials

Robust financials with zero net debt helps us grow aggressively and create lasting value for our stakeholders.

Manufacturing Prowess

Our manufacturing excellence is driven by five state-of-the-art and scalable manufacturing sites spread across strategic locations to cater to pan-India consumers while de-risking our operations.

Diversified Portfolio

A wide product portfolio comprising over 50,000 SKUs in wires and cables, FMEG, and home appliances segments establishes us as a one-stop solution for all electrical needs.

Backward Integration

In-house manufacturing of compounds, copper rods, glass fibres and many other raw materials enables us to ensure raw material availability, control quality, and provide superior products at a competitive cost.

Pan India Network

An extensive and far-reaching distribution network, including a distinct focus on the FMEG segment, empowers us to penetrate deeper into the market and enhance our consumer base.

Technological Collaborations

Partnerships with global leaders in technology has helped us evolve with the advancing technologies and deliver dynamic solutions suited to the emerging needs of the consumers.

Manufacturing Excellence

Our focus on quality is driven by five state-of-the-art manufacturing plants equipped with modern technology to meet the dynamic needs of customers. Strategically planned, our plants enjoy a great locational advantage and are well-positioned to ensure smooth and timely delivery of products throughout the country.

Over the years, we have consistently invested in backward integration as well as on enhancing our manufacturing capabilities. This gives us greater control on raw material availability and costs, improves process efficiency and enhance the quality of our products.

The company's expansion plans i.e. Preform facility, OFC Capacity expansion and E-Beam facility are on track. The E-Beam facility is expected to be operational in Q4 of this year while the others are expected to go live early next financial.

Finolex
XCEEDS EXPECTATIONS

**Finolex hai,
Toh aap relaxed hai!**

Wires

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XCEEDS EXPECTATIONS

Can you guess which wire leads to the light?

Can you guess which wire leads to the light?

A. B. C. D.

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XCEEDS EXPECTATIONS

**Two celeb dogs,
one common love - Finolex.**

#HappyInternationalPetDay!

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XCEEDS EXPECTATIONS

**Bathroom singing is
no fun in
cold showers!**

Finolex Water Heaters

Finolex
XCEEDS EXPECTATIONS

**Take a moment
to unwind.**

#HappyWorldHealthDay!

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XCEEDS EXPECTATIONS

**Your hardwork makes us shine.
Happy Labour Day**

DRIVING STRONGER IMPACT IN OUR COMMUNITIES



Key Highlights

Finolex

XCEEDS XPECTATIONS

Top Line (Revenue)

Q1 FY 24 : 1,204 Crore

↑ 19% Y-o-Y

↓ (2)% Q-o-Q

Operating (EBITDA)

Q1 FY 24 : 183 Crore

↑ 40% Y-o-Y

↓ (3)% Q-o-Q

Profitability (PAT)

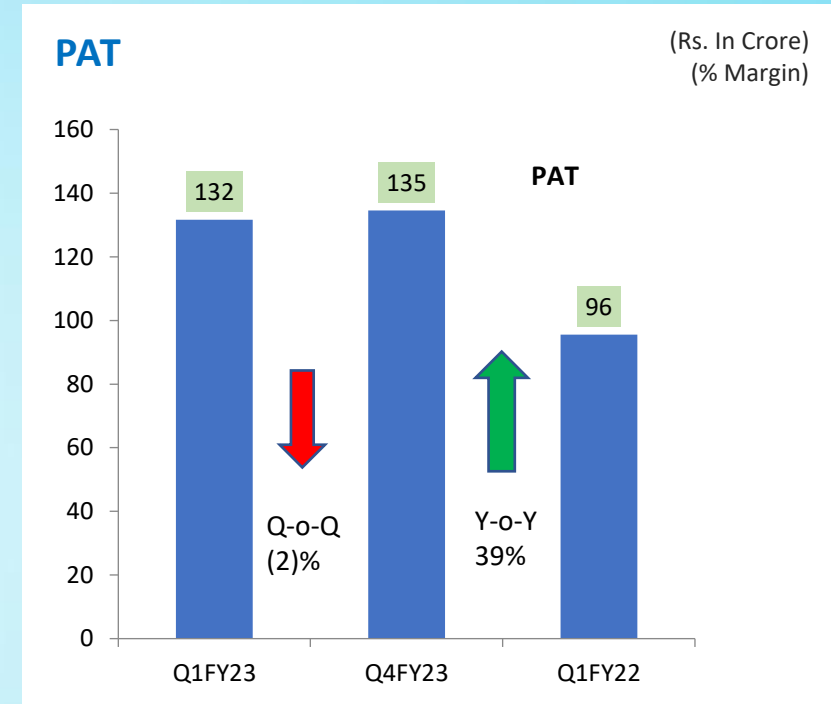
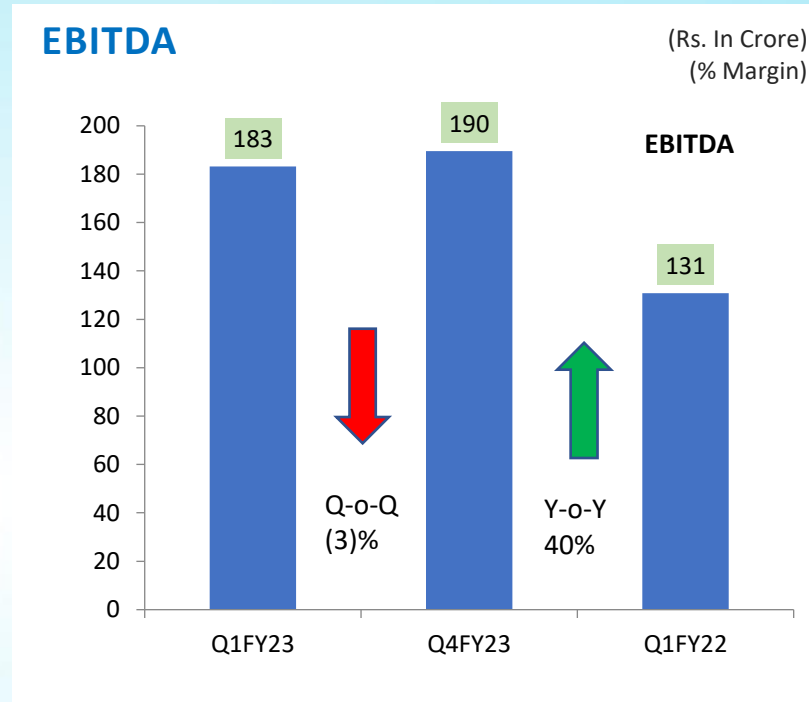
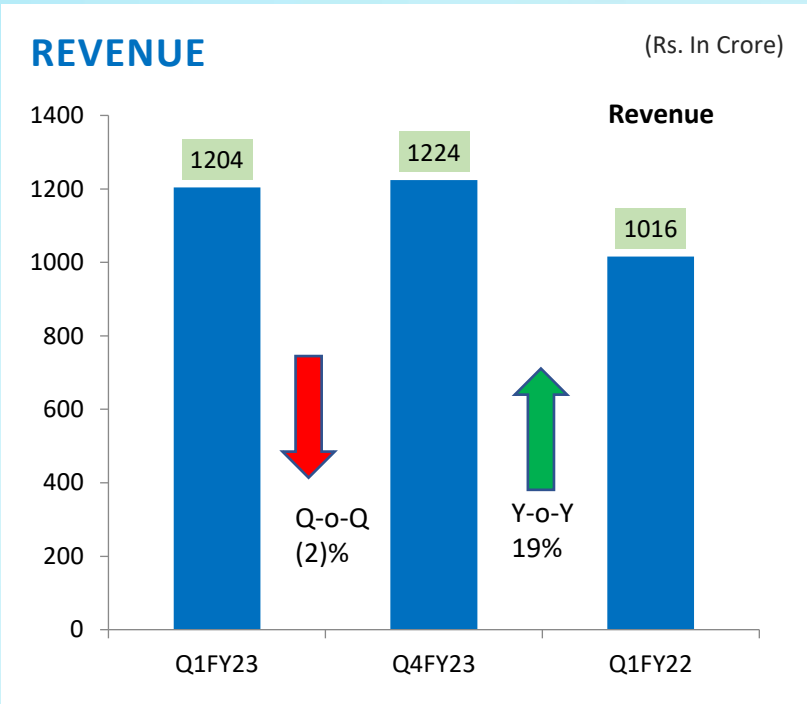
Q1 FY 24 : 132 Crore

↑ 39% Y-o-Y

↓ (2)% Q-o-Q



Key Highlights-Q1FY24



- During the quarter, product sales amounted to Rs.1204 Crore against Rs.1016 Crore in the corresponding period of 2022-23. I.e. an increase of 19%.
- Volume growth in the quarter was broad based – 29% in wires, 17% in metal based communication cables and over 50% in OFC.
- EBITDA margins increased by 40% YoY .
- PAT for Q1 FY2024 Rs. 132 Crore as compared to previous year Q1 FY2023 Rs. 96 Crore, an improvement of 39%.

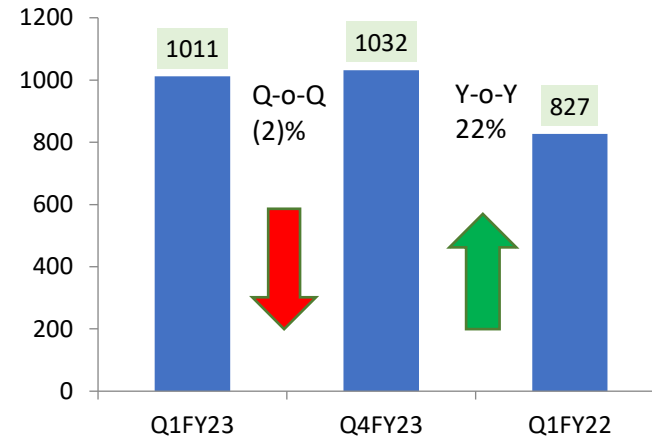
Electrical Cables

- Revenue up by 22% compared to Q1 of 22-23.
- In volume terms, Electrical cables increased by 29% while Power cables increased by 3%.
- All product lines showed volume increase.
- EBIT levels at 13%, return to normalcy.

Q1 FY24

REVENUE

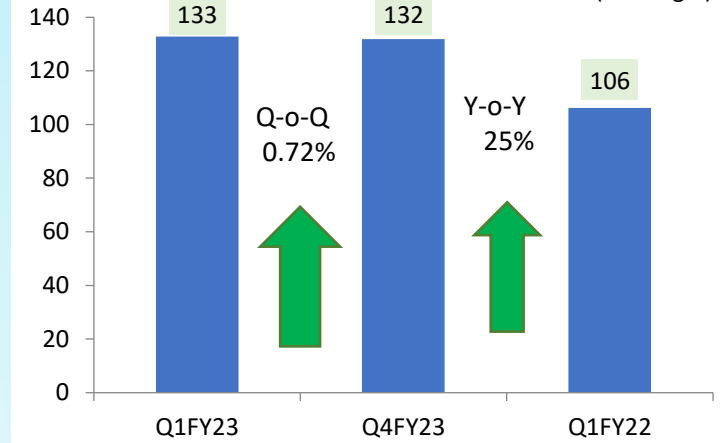
(Rs. In Crore)



EBIT

(Rs. In Crore)

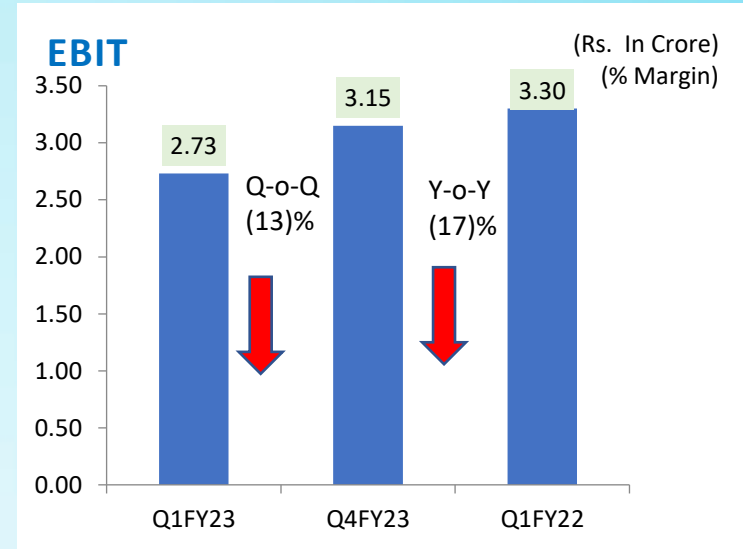
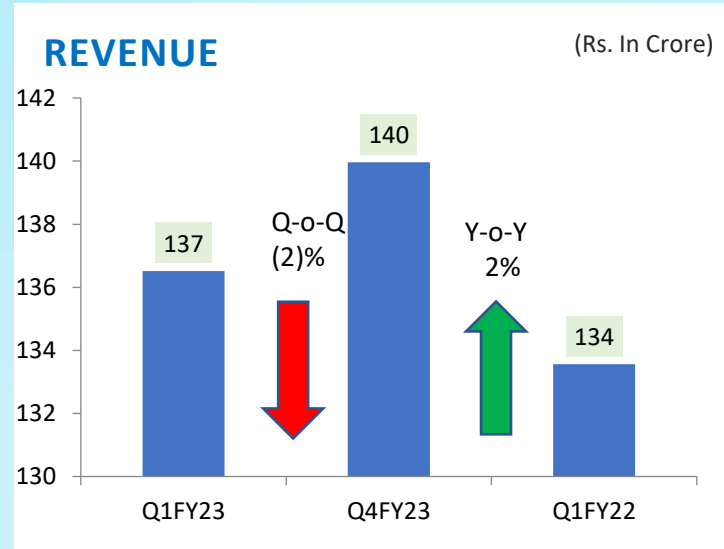
(% Margin)



Communication Cables

- All metal based product lines showed healthy volume increase – overall 17%.
- Falling fiber prices led to value stagnation on OFC.
- Company participated in a representation to GoI on fiber being “dumped” into the country from overseas at throwaway prices – recently GoI invoked anti-dumping measures, which hopefully will restore realisations to normal.
- Announcement that the cabinet has cleared a proposal for an investment of Rs 1.4 lakh cr in enabling last mile connectivity under the BharatNet program augurs well for all market participants including FCL.

Q1 FY24

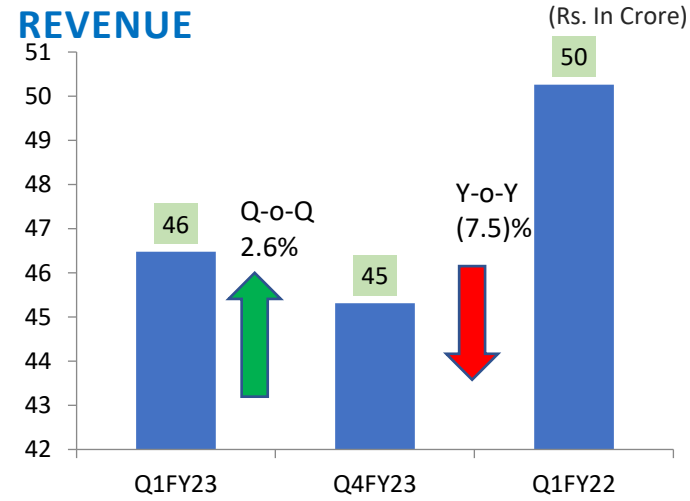


Others

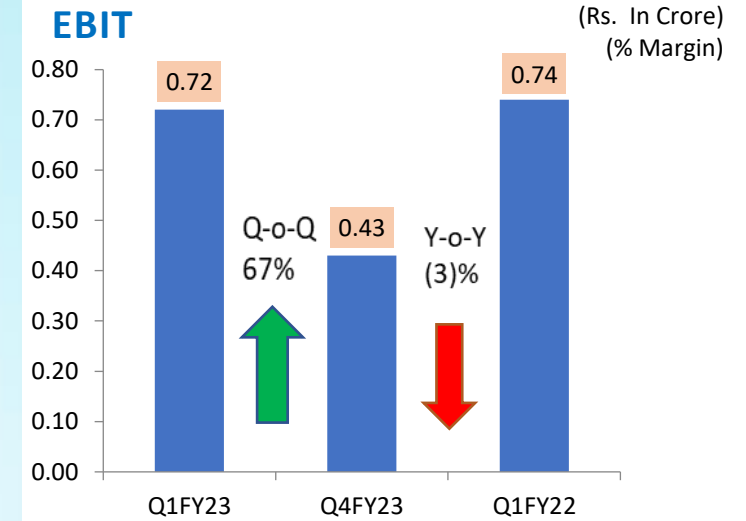
- Volumes in Fan category affected by unseasonal rains in summer.
- While headline inflation was lower than in the previous quarter, consumer sentiment was still depressed with lower discretionary spends.

Q1 FY24

REVENUE



EBIT





Financial Statements

Standalone Statement of Profit and Loss Statement

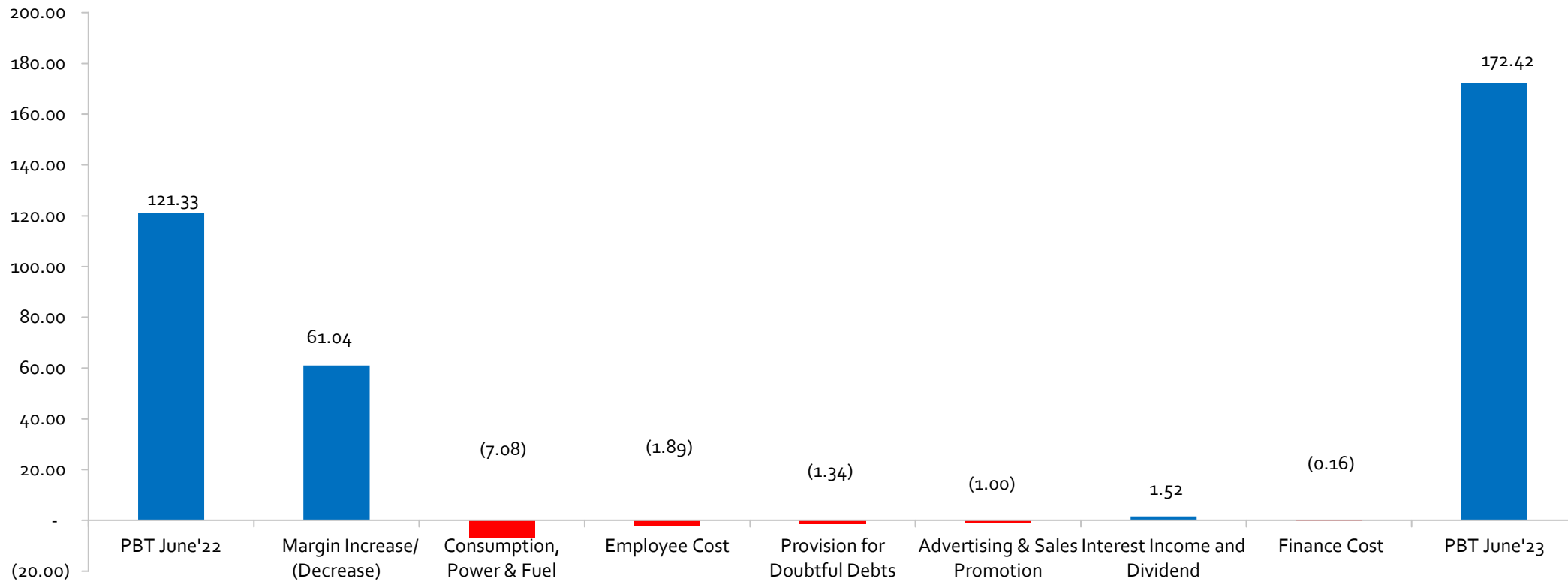
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XCEEDS XPECTATIONS

(Rs. In Crore)

Particulars	Quarterly						Year to Date	
	Q1FY23	%	Q4FY23	%	Q1FY22	%	YTD 23	%
Revenue from Operations	1,204.25	97%	1,224.32	97%	1,015.65	98%	4,481.11	96%
Other Income	38.81	3%	41.82	3%	17.16	2%	198.13	4%
Total Income (I+II)	1,243.06	100%	1,266.14	100%	1,032.81	100%	4,679.24	100%
Expenses								
Cost of material consumed	883.29	71%	939.24	74%	871.76	84%	3,459.32	74%
Purchase of stock-in-trade	17.55	1%	17.88	1%	24.42	2%	78.59	2%
Changes in inventories of finished goods, stock-in-trade and work in progress	49.16	4%	6.29	0%	(93.88)	-9%	6.57	0%
Employee benefits expense	42.66	3%	39.29	3%	40.77	4%	162.67	3%
Finance costs	0.29	0%	0.85	0%	0.13	0%	1.24	0%
Depreciation and amortization expense	10.50	1%	15.14	1%	9.37	1%	46.40	1%
Other expenses	67.19	5%	73.91	6%	58.91	6%	278.41	6%
Total Expenses (IV)	1,070.64	86%	1,092.60	86%	911.48	88%	4,033.20	86%
Profit before tax (III-IV)	172.42	14%	173.54	14%	121.33	12%	646.04	14%
Tax expense								
(1) Current tax	39.40	3%	39.09	3%	27.17	3%	145.04	3%
(2) Deferred tax charge/(credit)	0.78	0%	(0.13)	0%	(1.41)	-0.1%	(0.74)	0%
Total Tax	40.18	3%	38.96	3%	25.76	2%	144.30	3%
Profit for the year (V-VI)	132.24	11%	134.58	11%	95.57	9%	501.74	11%

Profit Bridge YTD June'24 VS June'23



Standalone Statement of assets and Liabilities

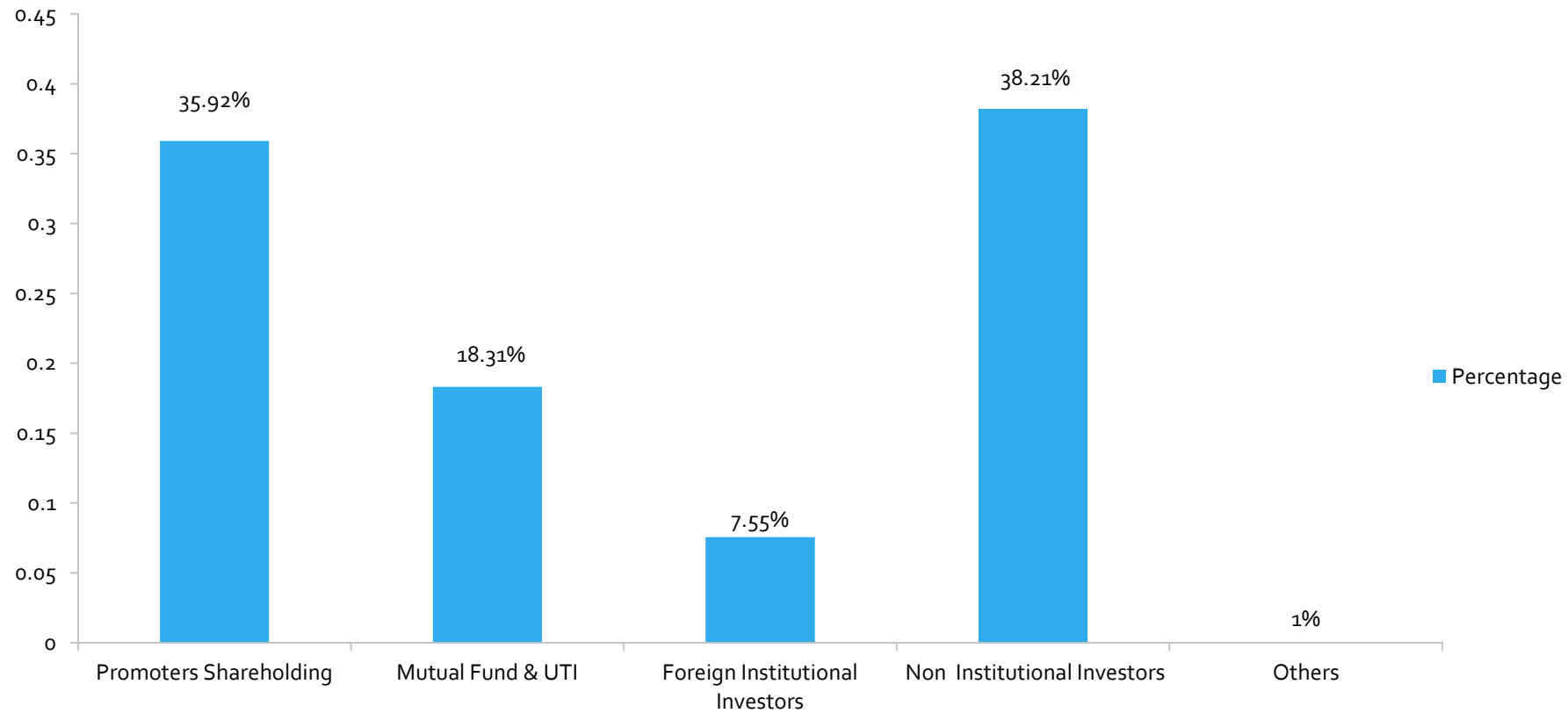
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XCEEDS XPECTATIONS

(Rs. In Crore)

			Note	As at	As at				Note	As at	As at
			No.	30th June 2023	30th June 2022				No.	30th June 2023	30th June 2022
I	ASSETS					II	EQUITY AND LIABILITIES				
	NON CURRENT ASSETS						EQUITY				
	(a)	Property, Plant and Equipment	3	424.83	391.98		(a)	Equity Share Capital	16	30.59	30.59
	(b)	Capital Work-in-Progress	3.1	28.15	60.36		(b)	Other Equity	17	3,823.81	3,322.60
	(c)	Intangible Assets	4	1.37	0.26			Total equity		3,854.40	3,353.19
	(d)	Right of use Asset	5	12.38	11.30			LIABILITIES			
	(e)	Financial Assets						NON CURRENT LIABILITIES			
		i) Investment in Associate and Joint Ventures	6	196.31	197.53		(a)	Financial Liabilities			
		ii) Other Investments	7	183.86	85.37			i) Borrowings NC	18	0.25	0.28
		iii) Other Financial Assets	9	4.88	103.40			ii) Lease Liabilities NC	5	10.5	7.27
	(f)	Non-Current Tax Assets (net)		20.78	19.96		(b)	Provisions	19	11.06	10.15
	(g)	Other Non-Current Assets	10	42.32	20.62		(c)	Deferred Tax Liabilities (Net)	20	33.76	24.67
		Total Non Current Assets		914.88	890.78			Total Non Current Liabilities		55.57	42.37
	CURRENT ASSETS						CURRENT LIABILITIES				
	(a)	Inventories	11	592.12	737.90		(a)	Financial Liabilities			
	(b)	Financial Assets						(i) Borrowings	18	0.03	0.03
		i) Investments	8	1747.39	1157.59			(ii) Lease Liabilities C	5	3.47	2.14
		ii) Trade Receivables	12	203.58	195.96			(iii) Trade Payables			
		iii) Cash and Cash Equivalents	13	42.7	27.93			(a) Total Outstanding Dues of micro enterprises and small enterprises	21	16.77	13.80
		iv) Other Bank balances	14	7.83	5.56			(b) Total Outstanding Dues of Creditors other than micro enterprises and small enterprises	21	155.26	164.22
		v) Other Financial Assets	9	672.5	598.40			(iv) Other Financial Liabilities	22	4.49	4.30
	(c)	Other Current Assets	15	24.48	50.43		(b)	Other Current Liabilities	23	63.77	45.91
							(c)	Provisions	19	7.81	5.74
							(d)	Current tax Liabilities (net)		43.91	32.85
		Total Current Assets		3,290.60	2,773.77			Total Current Liabilities		295.51	268.99
	TOTAL ASSETS			4,205.48	3,664.55			TOTAL LIABILITY		351.08	311.36
								TOTAL EQUITY AND LIABILITIES		4,205.48	3,664.55

Shareholding Pattern



Other Financial Metrics:-

(Rs. In Crore)

Other Income:

Particulars	Q1FY24	Q4FY23	Q1FY23
(a) Interest Income	12.59	13.07	11.07
(b) Dividend Income	0.00	0.05	0.00
(c) Net gain/(loss) on investments classified at FVTPL	25.79	21.05	4.61
(d) Exchange gain/(losses) on translation of Assets and Liabilities	0.19	0.32	0.05
(e) Net gain on disposal of property, plant and equipment	0.06	-	-
(e) Others	0.18	7.35	1.43
Total	38.81	41.84	17.16

Working Capital in days

Particulars	Q1FY24	Q4FY23	Q1FY23
Receivable Days	15	14	17
Payable Days	13	15	16
Inventory Days	56	60	83
Net working Capital	37	38	59

Finance Cost

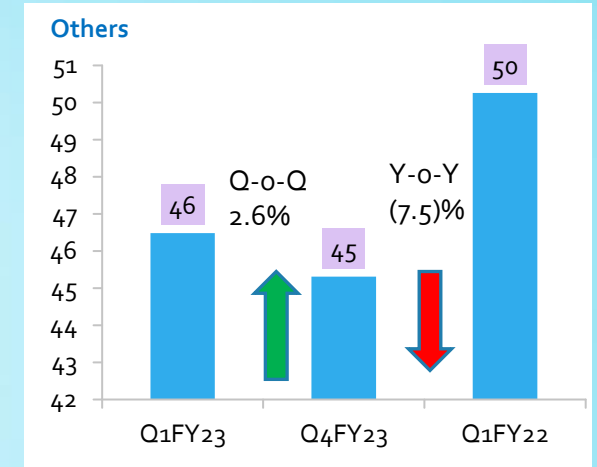
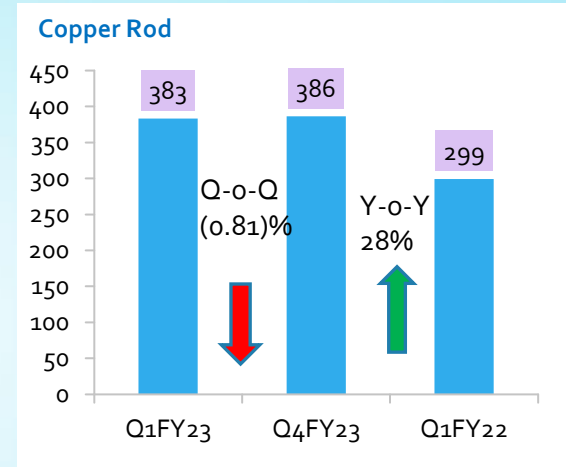
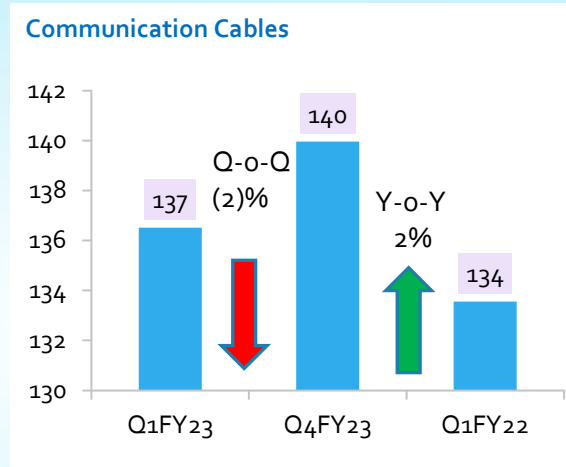
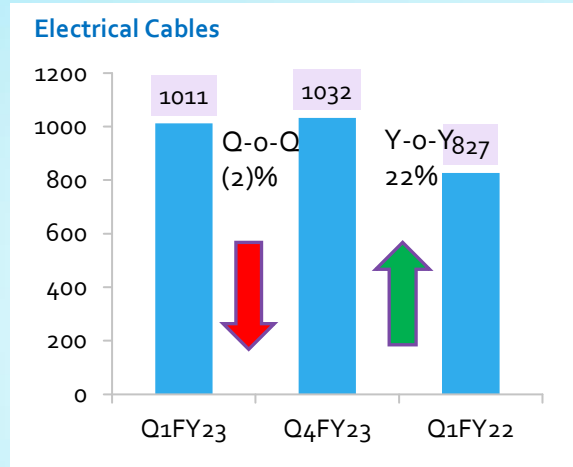
Particulars	Q1FY24	Q4FY23	Q1FY23
Interest others	0.29	0.85	0.13
Total	0.29	0.85	0.13

Cash Flow statement

Particulars	June'23	March'23	June'22
Net cash generated from operating activities	165	356	(47)
Net cash generated/(used in) investing activities	(189)	(225)	44
Net cash (used in) financing activities	(1.18)	(97)	(0.65)
Net Increase /(Decrease) in cash and cash equivalents	(24.71)	35.02	(4.45)

Key Highlights Revenue of all product

(Rs. In Crore)



Light Duty Cables



FR PVC Insulated Industrial Cables



FLAMEGARD - Flame Retardant Low Smoke (FR-LSH) Insulated Industrial Cables



3 Core Flat Cables

Wires & Cables

Power Cables



Power & Control Cables



Fans



Boomerang NS Pedestal Fan



Boomerang NS Table Fan



Boomerang NS Wall Fan



Finfresh - Smasher



Fleenor Ceiling Fan



Flyneto Ceiling Fan



Cupid Anti-bacteria Anti-Dust

Water Heater



Alessandro Instant Water Heater & Immersion Rods



Communication Cables



CCTV Cable



CAT6 LAN Cable



Optic Fiber Cable



RG6 Coaxial Cable



Speaker Cable



Telephone Cable



This report contains forward-looking statements, which may be identified by their use of words like 'plans', 'expects', 'will', 'anticipates', 'believes', 'intends', 'projects', 'estimates' or other words of similar meaning. All statements that address expectations or projections about the future, including but not limited to statements about the Company's strategy for growth, product development, market position, expenditures and financial results, are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realised. The Company's actual results, performance or achievements could thus differ materially from those projected in any such forward-looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events. The Company has sourced the industry information from the publicly available resources and has not verified those information independently.

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Thank you

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