

FCL:SEC:SE:20:145
20th August, 2020

Corporate Relationship Department
BSE Limited
1st Floor, New Trading Ring
Rotunda Building, P J Towers
Dalal Street, Fort
Mumbai – 400 001

Ref: Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Regulations"),

Dear Sirs,

Sub: Conference Call organized for 20th August, 2020

We refer to our earlier letter Ref. No. FCL:SEC:SE:20:144 dated 19th August, 2020 regarding intimation of Conference Call to be held at 11.30 a.m. on Thursday, 20th August, 2020 and enclose a copy of presentation to be made by the Company. The Company will be represented by Mr D K Chhabria, Executive Chairman and Mr Mahesh Viswanathan, Chief Financial Officer of the Company during the said Conference Call.

This is for your kind information and updation on the website of the Exchange.

Thanking you,

Yours faithfully
For FINOLEX CABLES LIMITED



R G D'SILVA
Company Secretary &
President (Legal)

Encl.: As stated above.

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Finolex Cables Limited

Earnings Presentation
June ,2020

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Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Impact of COVID 19

- The Company's operations and financial results for the quarter have been adversely impacted by the lockdown imposed to contain the spread of COVID-19. The operations gradually resumed in line with the directives of the Government. This was done with requisite precautions ensuring safety of employees. However, despite resumption of operation, there were disruptions due to limited availability of work force, containment zones and curfew restrictions coming up from time to time. The results for the quarter are therefore not comparable with those for the previous periods.
- The Company has considered the possible effects that may result from the pandemic relating to COVID-19 on the carrying amounts of its assets. In developing the assumptions relating to the possible future uncertainties in the economic conditions because of this pandemic, the Company, as at the date of approval of these financial results has used internal and external sources of information. The Company has performed sensitivity analysis on the assumptions used and based on current estimates expects to recover the carrying amounts of these assets. The Company will continue to closely monitor any material changes to future economic conditions.

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EXECUTIVE SUMMARY

One of India's leading Electricals brand - a market leader in India's Wires & Cables (W&C) industry and fast growing player in the FMEG category

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Diversified product portfolio

- **Wires and cables:** Light duty cables, power and control cables and communication cables.
- **FMEG:** Electric switches, switchgears, LED Lightings, Fans, water heaters.
- Leveraging the brand equity of Finolex, extended our brand offerings to home appliances

Multi location manufacturing

- 5 manufacturing plants
- 28 depots
- JV with Sumitomo, Japan for EHV cables
- Marketing JV with Corning for Optic Fibre technology
- Technical collaboration with NSW, Germany for manufacture of cables for submersible pump industry.

Widespread distribution network

- 380 distributors
- 4000+ dealers
- 40000+ retailers
- Launched our own e-retail site

Q1- FY 20-21 (Cr)

Revenue	399.60
EBITDA	57.02
PAT	34.98
EPS	Rs. 2.29



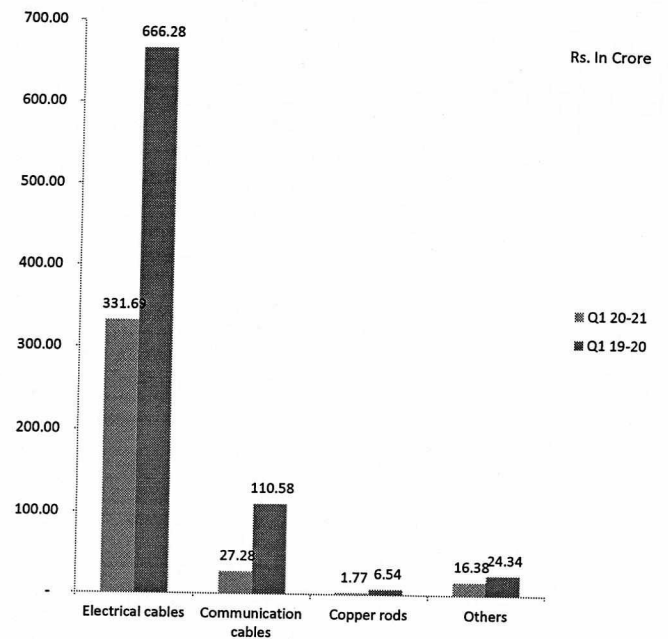


COMPANY OVERVIEW

Premium Player – Cables and Wires Industry

Electrical Cables and Wires

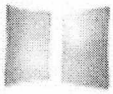
- Leader in the electrical housing wires segment and commands a premium over its peers
- Strong brand positioning and superior product quality enabled the company to achieve higher margins
- This segment accounts for 87.5% of the company's revenues and offers a wide range of products in each of the segments
- Reported 87.5% in electrical W&C segment.



Emerging Player - FMEG

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- Finolex entered the FMEG segment to capitalize on the strong brand recall and sales network
- The company first entered the electrical switches and lighting segment, leveraging its widespread distribution network in the country. The company then introduced switchgears, fans and water heaters
- New products within FMEG sector grew by more than 24% y-o-y each in F Y 20-21 Vs F Y 19-20
- These products have been well accepted, along with that the distributors have expanded and continued presence in visual media have contributed to the Finolex brand recognition.
- For these products the company has setup a different channel.



Category & Product Portfolios

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WIRES & CABLES

Light Duty Cables

- FR PVC insulated industrial cables
- Flexible cables
- Solar cables
- Elevator cables
- 3CF & WW cables for agricultural sector
- Auto & Battery cables for automobile sector

Power & Control Cables

- LT & HT Power and Control cables

Communication Cables

- Co-axial cables
- Speaker cables
- CCTV cables

- Jelly Filled Telephone Cables (JFTC)
- LAN cables
- Telephone cables
- Optic Fibre cables

LIGHTING

- CFL range
- T5 & T8 tubes
- Ballast Fittings
- Luminaries
- LED products

ELECTRICAL SWITCHES

- Switch range
- Mounting boxes

SWITCHGEAR

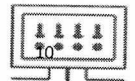
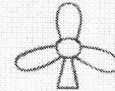
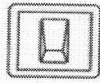
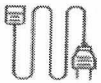
- MCB
- RCCB
- DB

FANS

- Ceiling fans
- Table fans
- Wall fans
- Pedestal fans
- Exhaust fans

WATER HEATERS

- Instant
- Storage



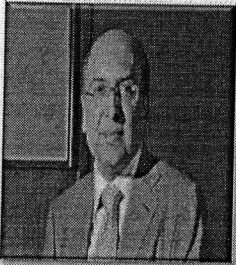
Group	Product Covered	Applications
<ul style="list-style-type: none"> • Electrical Cables 	<ul style="list-style-type: none"> • 1100 V PVC Insulated Cables • Motor winding PVC insulated • Automotive/battery cables • UPS cables • Heavy duty, underground, low voltage and control cables • Heavy duty, underground, high voltage, power cable • Elevator cables • Solar Cables 	<ul style="list-style-type: none"> ➔ Electrification of industrial establishments, used by construction industry, electrical panel wiring and consumer electrical goods ➔ Submersible pumps and electrical motors ➔ Wiring harness for automobile industry and battery cables for various applications ➔ For providing power from the UPS to the computer / appliances in the networking environment ➔ Connection to the user point from main supply of power ➔ Intra-city power distribution network ➔ For use by Elevator industry ➔ Specially insulated cables for use in solar parks

Group	Product Covered	Applications
<ul style="list-style-type: none"> • Copper Rods Electrical Switches Lamps 	<ul style="list-style-type: none"> • CCC rods of 8 mm diameter • Premium and classic switches, sockets, regulators, etc • Retrofit/non-retrofit CFL lamps and T5 Tube Lights and Fittings, LED based lighting solutions 	<ul style="list-style-type: none"> ➔ Raw material for manufacturing copper-based Cables ➔ For power supply to equipment in domestic, commercial and industrial environment ➔ Lighting for homes, hotels, shops, offices and factories (both indoor and outdoor applications). Also available for street light applications
<ul style="list-style-type: none"> • Electrical Fans 	<ul style="list-style-type: none"> • Ceiling Fans, Portable Fans, Exhaust Fans • Miniature Circuit Breakers (MCB), Residual Current Circuit Breakers (RCCB), Moulded Current Circuit Breakers (MCCB) and Distribution Boxes 	<ul style="list-style-type: none"> ➔ For use in domestic, commercial and industrial environment ➔ For use in voltage surge protection and safety applications in domestic and commercial environment
<ul style="list-style-type: none"> • Water Heaters 	<ul style="list-style-type: none"> • Instant and Storage Water Heaters 	<ul style="list-style-type: none"> ➔ For use in domestic and commercial environment

Group	Product Covered	Applications
<ul style="list-style-type: none"> • Communication Cables ➔ 	<ul style="list-style-type: none"> • Jelly filled telephone cables (JFTCs) ➔ • Local area network (LAN) cables ➔ • PE insulated telephone cables ➔ • Coaxial cables ➔ • Speaker cables ➔ • Optic Fibre ➔ • Optic Fibre cables ➔ • V-SAT cables ➔ • CCTV cables ➔ 	<ul style="list-style-type: none"> Telephone line connections to exchanges and users Indoor and outdoor networking, voice and data transmission, broadband usage Telephone instrument connections to EPABX Cable TV network solutions, microwave communications, mobile towers Broadcasting applications in buildings and electronic goods Principal raw material for Optic Fibre cables Networks requiring high speed transfer of large bandwidth for voice image and data transmission For connecting V-SAT dish to base station For better quality of CCTV images

Key Management Team

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Mr. Deepak Chhabria

He joined Finolex Cables Ltd as Deputy Production Manager in 1986. Deepak was actively involved in setting up 9 different manufacturing Plant across 4 locations in India. Under his able guidance, the Company now produces a variety of electrical and communication cable products, copper rods, electrical switches, Compact Fluorescent lamps and PVC Sheets. Mr. Chhabria is also the Chairman of Finolex J-Power Systems Pvt. Ltd. A Project has been set up in a Joint Venture with J-Power Systems, Japan to produce power cables up to 500 KV, the only Indian Company to have this capability. J-Power Systems is a 100% subsidiary of Sumitomo Electricals of Japan. Mr. Chhabria has also served as the Chairman of CII-Pune Chapter in 2008. S.S.C – Loyola High School, Pune A-Levels – Seven Oaks School, Kent, England Bachelors in Engineering Management – University of Evansville, Indiana, USA.



Mr. Mahesh Viswanathan

He joined Finolex Cables Ltd in October 2008. A Chartered Accountant by profession, he has many years of experience in the industry and in various aspects such as Management, Taxation and Finance. He has worked with several Multinational companies.

Timeline

The business was started as a partnership firm "Indian Cables Industries.. The journey begins..

Indian Cable Industries acquired Alpha Rubber Co. and thereafter company name changes to Finolex Cables Ltd.

Low Voltage Power Cable Plant, Pimpri, Maharashtra

Technical Collaboration with NSW, Germany

AT&T Finolex JV, Optical Fibre Cables Plant, Urse, Maharashtra

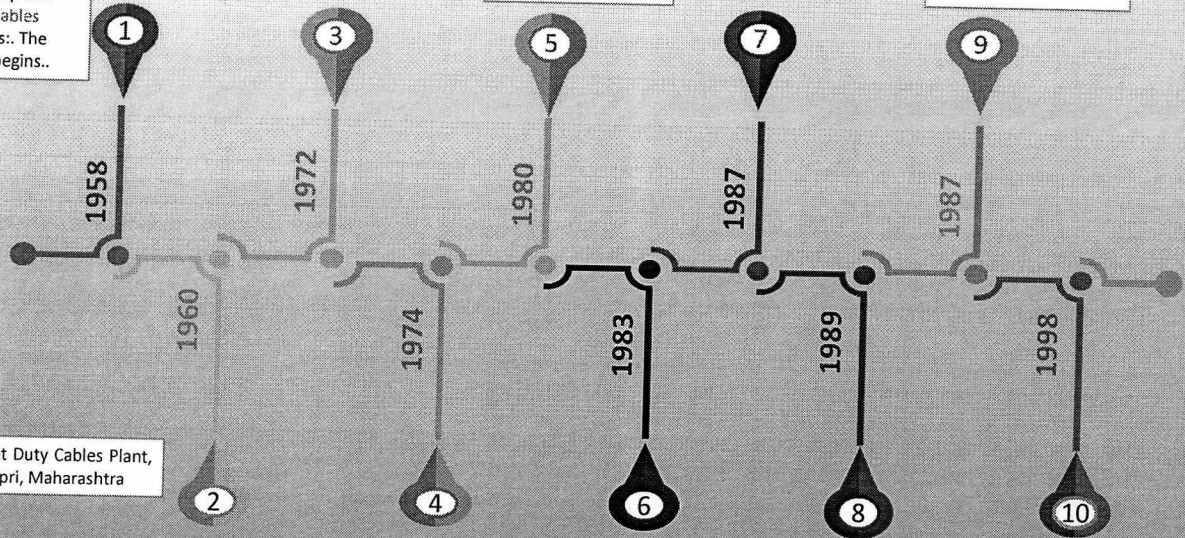
Light Duty Cables Plant, Pimpri, Maharashtra

Indian Cable Industries was dissolved and the business was taken over by Finolex Cables Ltd.

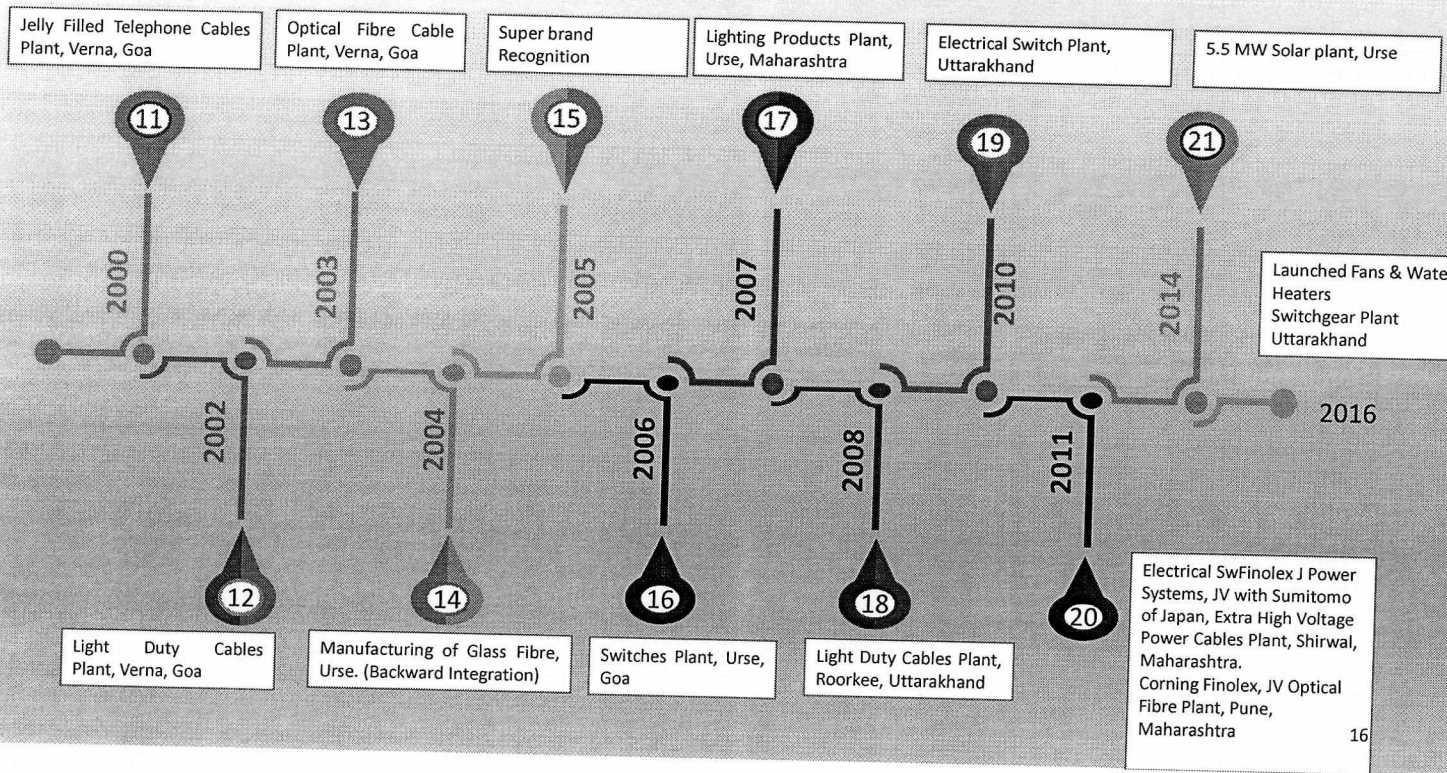
Finolex Cables Ltd. got listed via a maiden Public Issue Jelly Filled Telephone Cables Plant, Pimpri, Maharashtra

Jelly Filled Telephone Cables Plant, Urse, Maharashtra

Finolex Essex JV, Copper Rod Plant, Goa (Backward Integration)

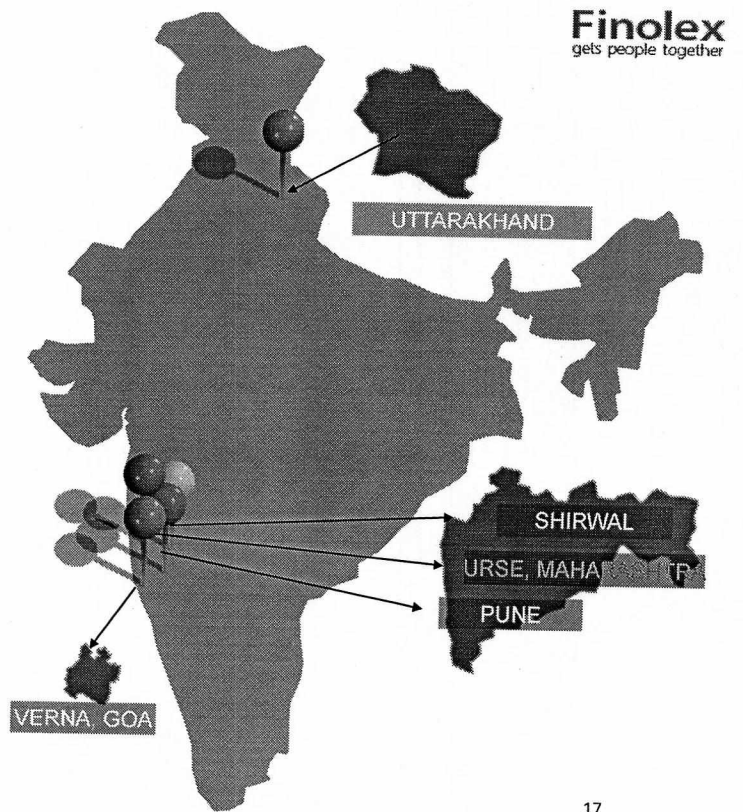


Timeline



GEOGRAPHICAL FOOTPRINT

6	28
Manufacturing Plants	Depots
4000+	40000+
Channel Partners	Dealers

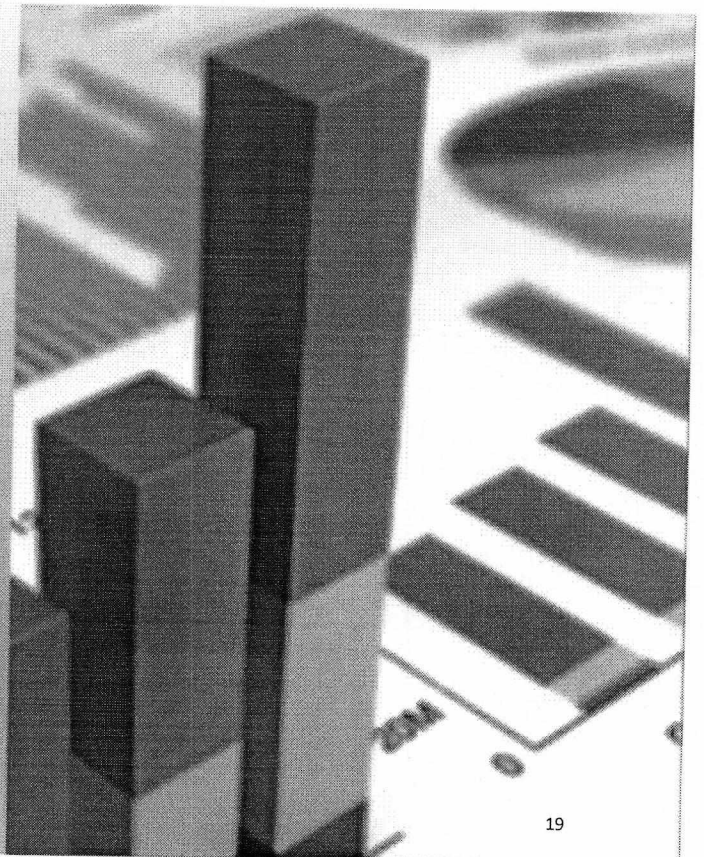


Geographical Footprint

LOCATION	PRODUCT
Uttarakhand	Electric wire for construction; wires for automobile; switches; switchgear and Agricultural applications
Shirwal, Maharashtra	Extra High Voltage (EHV) cables (JV with Sumitomo, Japan)
Urse, Maharashtra	All electrical cables, optic fibre cables and all communication cables
Pune – Pimpri	Minimal manufacturing, telephone cables; winding wire for pump-set industry
Verna Goa	All electrical products except power cables, communication cables except lan cables
Ponda Goa	Copper Rods

Note: Capacity utilization levels at all manufacturing facilities around 65% during 2019-20

FINANCIAL OVERVIEW



FY 2019-20

• Revenue

- Total Revenue registered a y-o-y decline of 53.31% to Rs 399.60 Cr.
- Electrical Cable Revenue decreased in Q1 of FY 2020-21 as compared to Q1 of FY 2019-20 from Rs 666.28 to Rs 331.69 Cr.
- Communication Cable Revenue decreased in Q1 of FY 2020-21 as compared to Q1 of FY 2019-20 from Rs 110.58 to Rs 27.28Cr

• Profit Margin

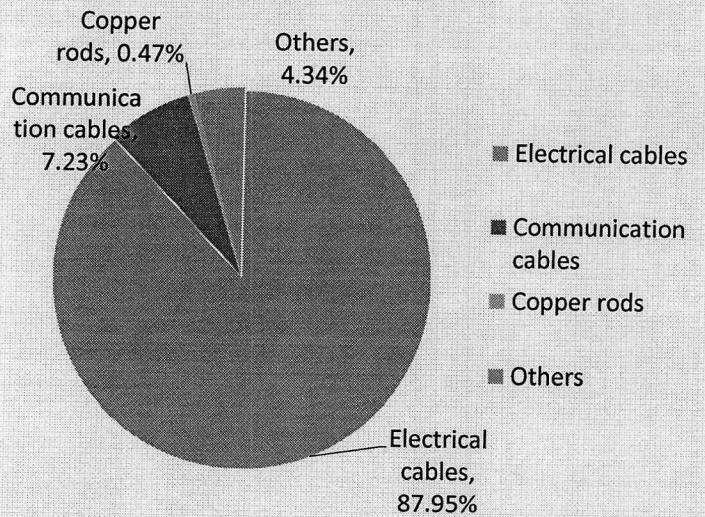
- Electrical Cable EBIT decreased in Q1 of FY 2020-21 as compared to Q1 of FY 2019-20 from Rs 111.16 to Rs 26.07 Cr.
- Communication Cable EBIT decreased in Q1 of FY 2020-21 as compared to Q1 of FY 2019-20 from Rs 9.37 to Rs (0.10) Cr.
- Profit after tax for the year stood at Rs 34.98 Cr.

• Inter segment Revenue

- Inter segment revenue pertaining mainly to copper rods' consumption stood at Rs. 56.14 Cr.

- Company business was impacted by lockdown on account of COVID-19 with significant decline in sales. In June-20 gradual relaxations in lockdown witnessed in all regions however overall normalcy is yet to return.

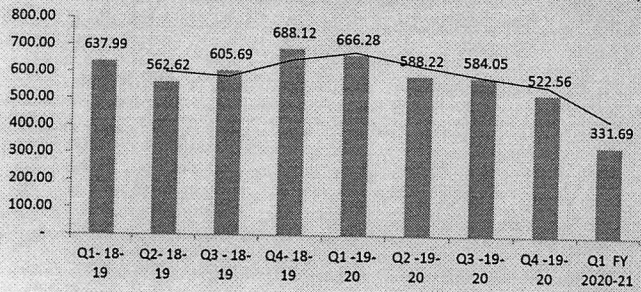
Quarterly Performance



Quarterly Segment Revenue

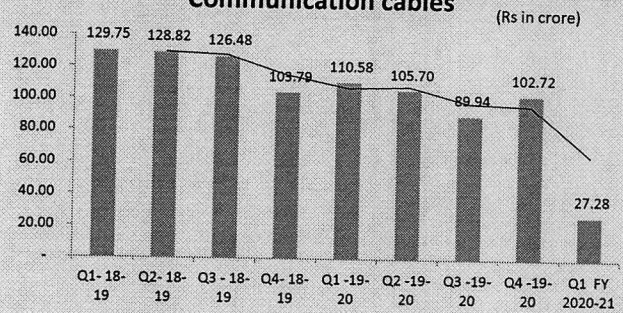
Electrical cables

(Rs. in crore)



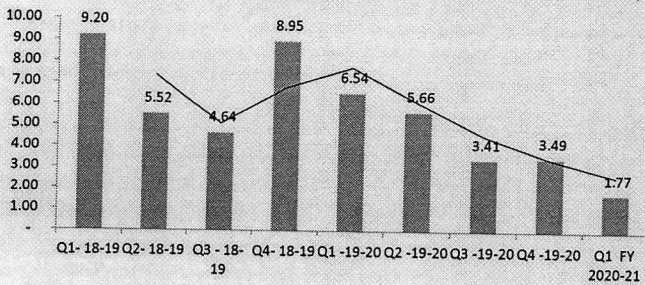
Communication cables

(Rs in crore)



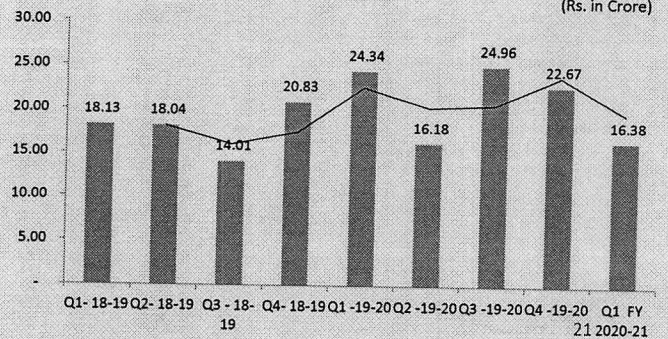
Copper rods

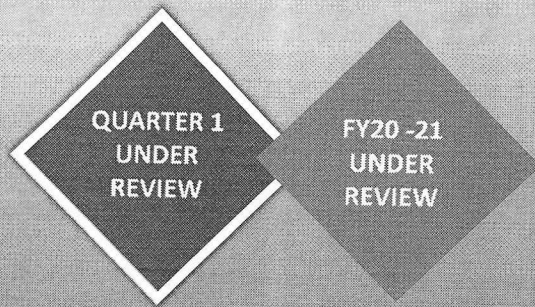
(Rs. in Crore)



Others

(Rs. in Crore)





STANDALONE FINANCIAL HIGHLIGHTS Q1-FY20-21 (IND-AS)

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INCOME STATEMENT (INR Cr)	Q1-FY21	Q4-FY20	Q-o-Q	Q1-FY20	Q-o-Q
Total Income*	399.60	710.13	(43.7)%	829.71	(51.8)%
Total Expenses	342.58	564.33	(39.3)%	701.74	(51.2)%
EBITDA	57.02	145.80	(60.9)%	127.97	(55.4)%
EBITDA Margins (%)	14.27%	20.53%	(626)Bps	15.42%	(115)Bps
Depreciation	10.02	9.57	4.70%	9.90	1.2%
EBIT	47.00	136.23	(65.5)%	118.07	(60.2)%
EBIT Margins (%)	11.76%	19.18%	(742)Bps	14.23%	(247)Bps
Finance Cost	0.17	0.73	(76.7)%	0.22	0%
Profit Before Tax	46.83	135.50	(65.4)%	117.85	(60.3)%
Tax	11.85	18.34	(35.4)%	36.28	(67.3)%
Profit After Tax	34.98	117.16	(70.1)%	81.57	(57.1)%
PAT Margins (%)	8.75%	16.50%	(775)Bps	9.83%	(108)Bps
Other Comprehensive Income/ (Expenses)	7.89	(32.69)		(14.39)	
Total Comprehensive Income	42.87	84.47	(49.2)%	67.18	(36.2)%
EPS Basic (INR)	2.29	7.66	(70.1)%	5.33	(57.0)%

*Includes other income

LIGHTING PRODUCT



HIGHBAY



LED SLIM
PANELS ROUND



NEW LED BULB
BLISTER PACK

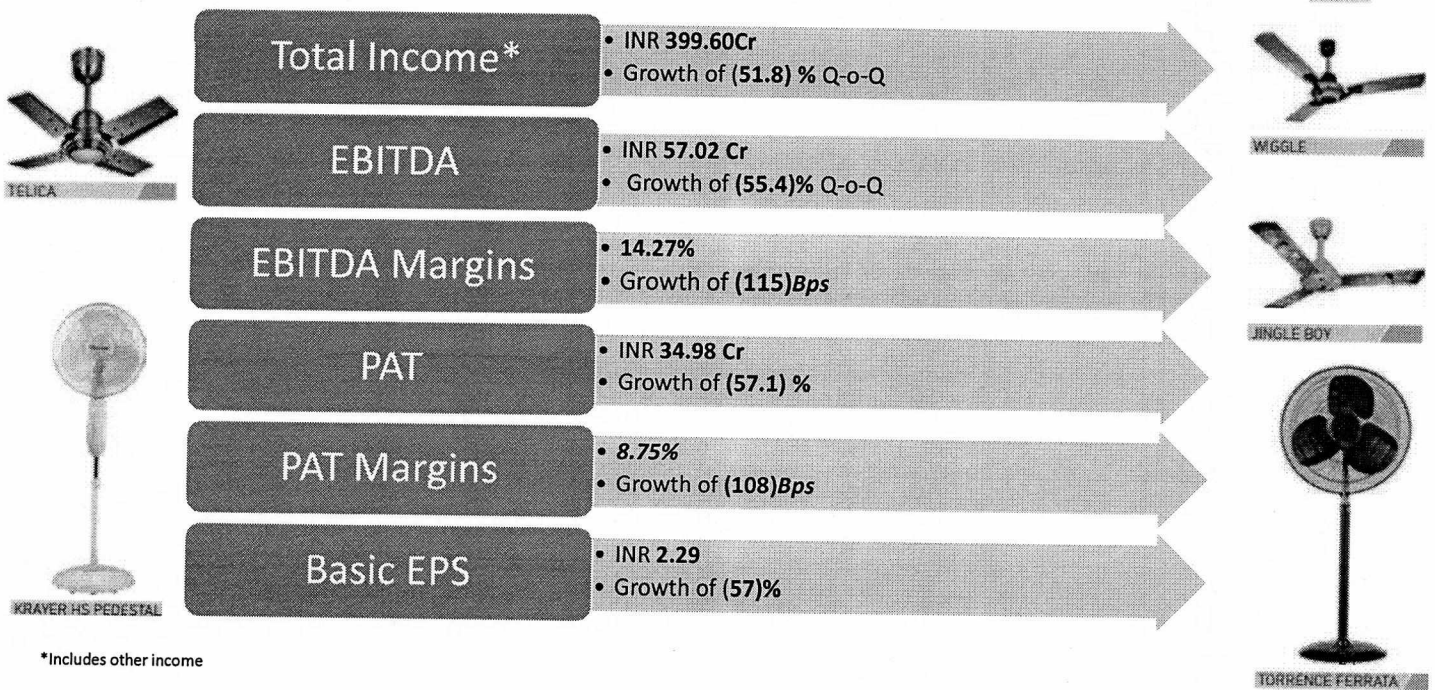


23
LED TRACK LIGHT

Q1-FY20 -21KEY FINANCIAL HIGHLIGHTS

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(Standalone Q1 FY 2020-21 Vs Q1 FY 2019-20 Performance) (INR Cr)

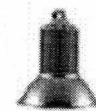


CONSOLIDATED FINANCIAL HIGHLIGHTS Q1 FY 20-21 (IND-AS)

INCOME STATEMENT (INR Cr)	Q1-FY21	Q4-FY20	Q-o-Q	Q1-FY20	Q-o-Q
Total Income*	399.60	669.93	(40.3)%	829.71	(51.8)%
Total Expenses	342.58	570.91	(40.0)%	701.74	(51.2)%
EBITDA	57.02	99.02	(42.4)%	127.97	(55.4)%
EBITDA Margins(%)	14.27%	14.78%	(51)Bps	15.42%	115Bps
Depreciation	10.02	9.57	4.70%	9.90	1.21%
EBIT	47.00	89.45	(47.4)%	118.07	(60.2)%
EBIT Margins (%)	11.76%	13.35%	(159)Bps	14.23%	(173)Bps
Finance Cost	0.17	0.73	(76.7)%	0.22	(22.7)%
Share of net Profit of an Associate & JV	14.08	8.19	71.9%	20.15	(30.1)%
Profit Before Tax	60.91	96.91	(37.1)%	138.00	(55.9)%
Tax	16.42	32.42	(49.4)%	41.05	(60.0)%
Profit After Tax	44.49	64.49	(31.0)%	96.95	(54.1)%
PAT Margins (%)	11.13%	9.63%	150Bps	11.68	(47)BPS
Other Comprehensive Income/ (Expenses)	7.68	(32.83)		(14.9)	
Total Comprehensive Income	52.17	31.66	64.8%	82.05	(36.4)%
EPS Basic (INR)	2.91	4.22	(31.0)%	6.34	(54.10)%

*Includes other income

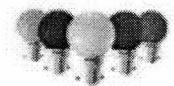
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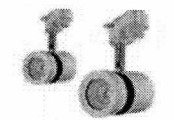
HIGHBAY



LED SLIM
PANELS ROUND



NEW LED BULB
BLISTER PACK

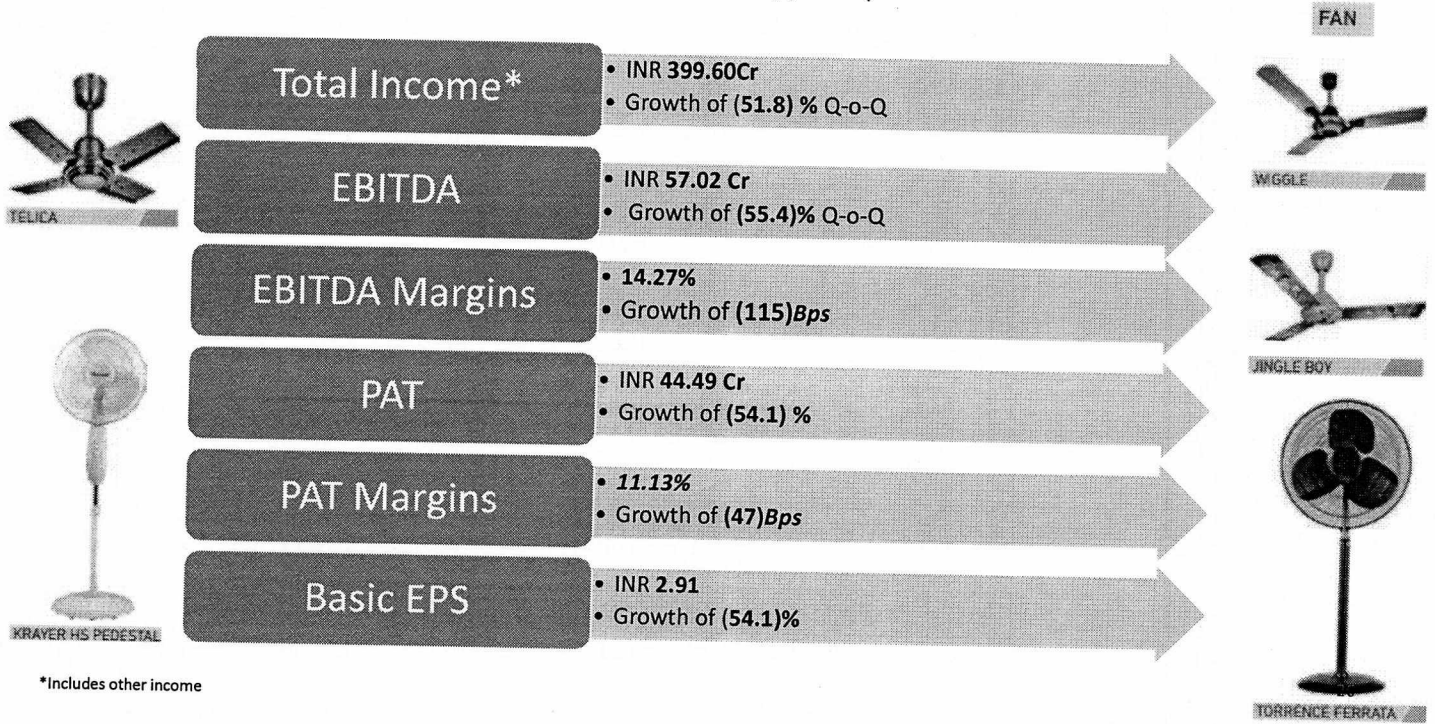


LED TRACK LIGHT

Q1-FY20 -21KEY FINANCIAL HIGHLIGHTS

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(Consolidated Q1 FY 2020-21 Vs Q1 FY 2019-20 Performance) (INR Cr)



Business performance Trend(Q-0-Q)

Product Segment	UOM	Qtr 2020-21	Qtr 2019-20
Electrical cables	Tons	9,273	16,452
Comm(Copper) cables	Tons	747	2,427
Comm(Optic Fiber) cables	FKM	77,392	522,884



Quarterly Performance

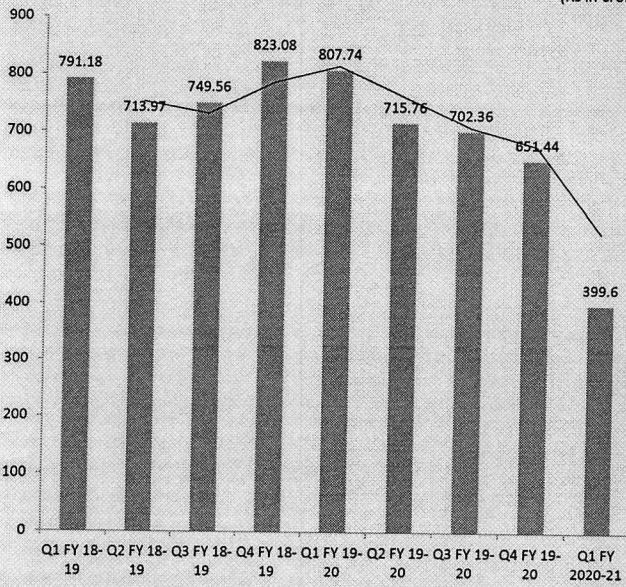
Quarterly Profit & Loss- Standalone Financial Statement

Particulars (INR in Cr)	Q1 FY 20-21	Q4 FY 19-20	Q3 FY 19- 20	Q2 FY 19-20	Q1 FY 19-20	Q4 FY 18-19	Q3 FY 18- 19	Q2 FY 18-19	Q1 FY 18-19
Revenue from Operation	377.12	651.44	702.36	715.76	807.74	823.08	749.56	713.97	791.18
EBITDA	57.02	145.80	119.51	149.11	127.97	150.26	128.93	144.26	149.88
EBITDA Margins (%)	14.27%	21%	16%	19%	15%	18%	17%	19%	18%
Depreciation	10.02	9.57	9.64	9.80	9.90	10.05	9.73	11.03	9.74
Other Income	22.48	58.69	26.52	64.71	21.97	23.97	19.34	58.42	20.10
Finance Cost	0.17	0.73	0.37	0.23	0.22	0.27	0.03	0.32	0.30
Profit before tax	46.83	135.50	108.90	139.08	117.85	139.94	119.17	132.91	139.84
PBT Margin	11.72%	19%	14%	18%	14%	17%	15%	17%	17%
Tax	11.85	18.34	28.27	15.96	36.28	55.04	43.23	40	49.50
Profit after Tax	34.98	117.16	80.63	123.12	81.57	84.90	75.94	92.91	90.34
PAT Margin	8.75%	16%	11%	16%	10%	10%	10%	12%	11%
EPS	2.29	7.66	5.27	8.05	5.33	5.55	4.97	6.07	5.91

Quarter-wise Result Summary

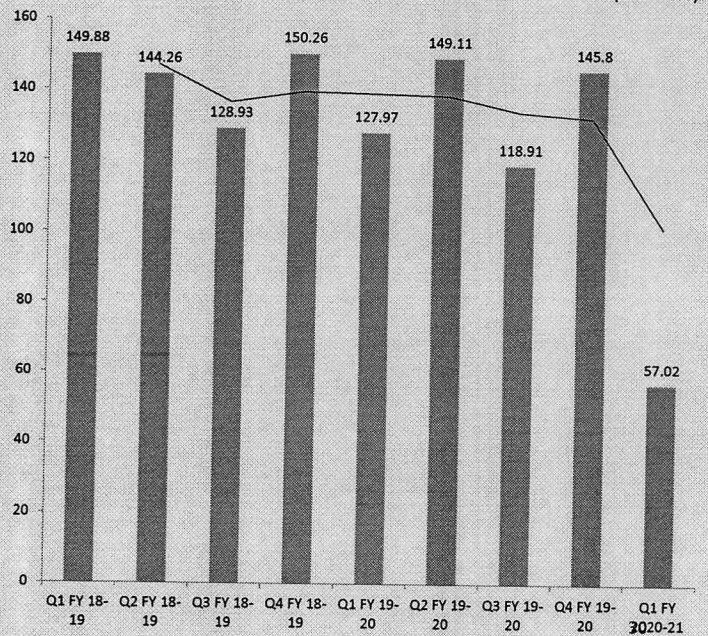
Revenue

(Rs in crore)

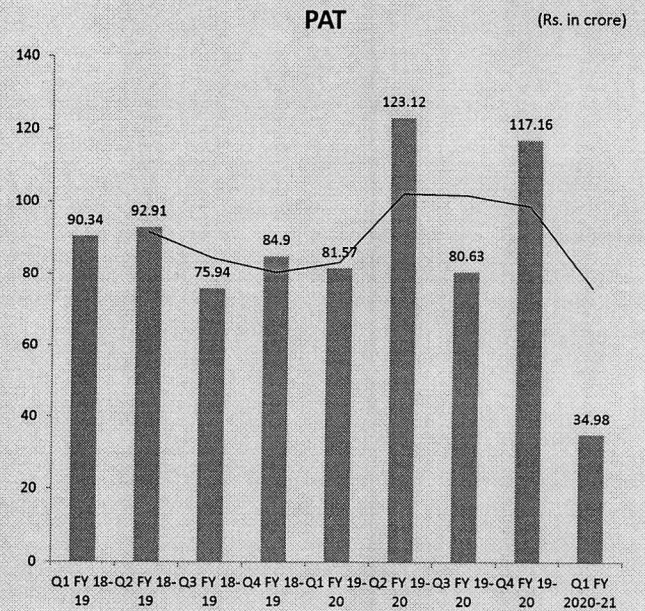
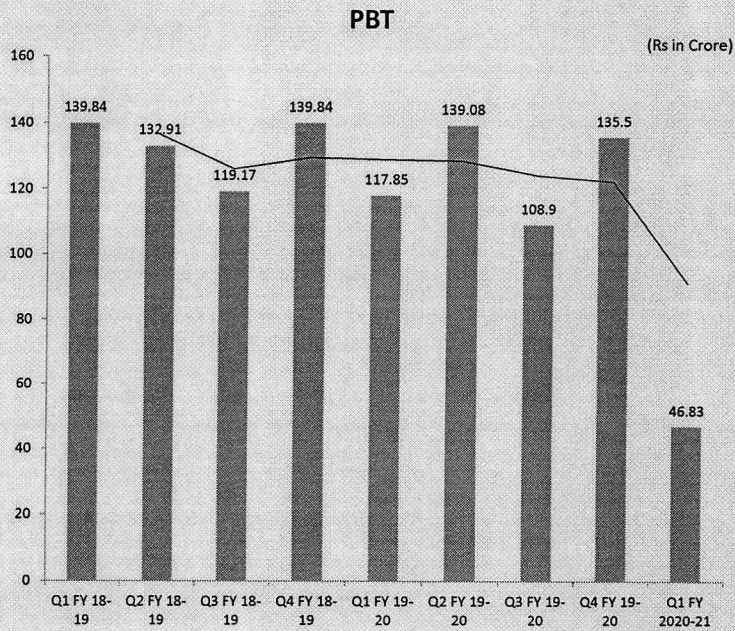


EBIDTA

(Rs in crore)



Quarter-wise Result Summary





Key Indicators from FY
2012-13 to FY 2019-20

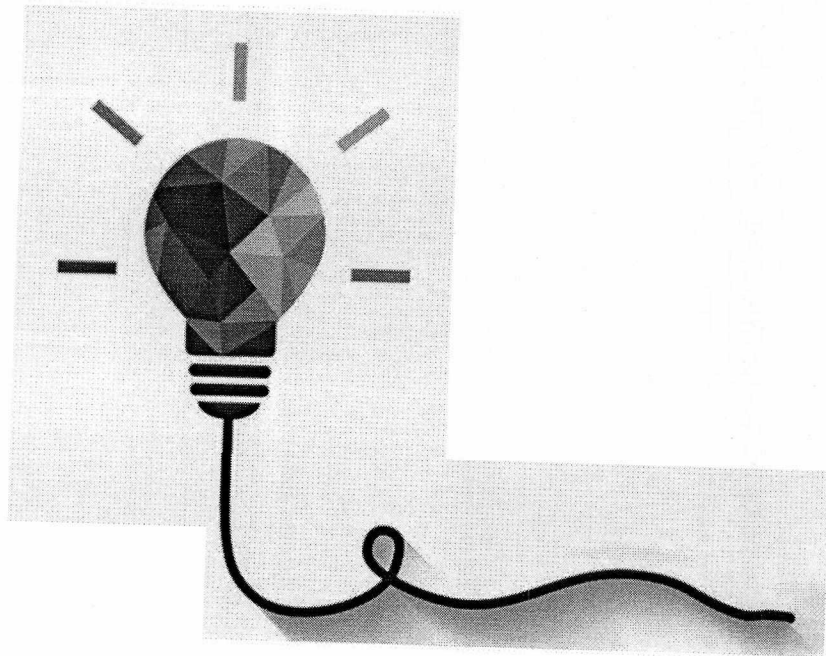
Standalone Profit & Loss Account- Key Indicators

Particulars(Rs. In Crore)	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
Gross Revenue	2,447.70	2,558.30	2,633.30	2,676.50	2,770.95	3,011.63	3,199.62	3,049.19
EBIDTA	230.80	306.90	340.80	403.00	471.66	549.72	573.32	541.79
EBIDTA Margin	9%	12%	13%	15%	17%	18%	18%	18%
Profit Before Tax	170.80	244.00	263.10	336.30	419.34	504.48	531.86	501.33
PBT Margin	7%	10%	10%	13%	15%	17%	17%	16%
Profit After Tax	145.30	207.70	198.60	248.75	315.90	358.20	344.09	402.48
PAT Margin	6%	8%	8%	9%	11%	12%	11%	13%

Standalone Balance Sheet – Key Indicators

Particulars (Rs.in Crore)	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
Share Capital	30.59	30.59	30.59	30.59	30.59	30.59	30.59	30.59
Reserves	893.70	1,072.80	1,234.20	1,437.00	1,846.85	2,163.31	2,409.08	2,688.04
Net Worth	924.29	1,103.39	1,264.79	1,467.59	1,877.44	2,193.90	2,439.67	2,718.63
Loan Funds	180.60	147.00	126.70	51.20	-	-	-	-
Other Liability	-	-	-	-	6.58	7.52	9.80	18.18
Deferred Tax (Net)	34.50	29.50	30.00	23.00	18.93	34.93	58.34	36.06
Total Liabilities	1,139.39	1,279.89	1,421.49	1,541.79	1,902.95	2,236.35	2,507.81	2,772.87
Gross Block	977.70	1,072.80	1,096.00	1,107.40	1,148.48	1,186.70	1,226.38	1,238.56
Net Block	460.70	507.40	470.40	424.80	414.87	414.18	414.57	404.50
Investments	324.09	403.10	494.20	619.50	895.87	1,214.82	1,381.86	725.89
Net Current Assets	314.79	304.53	443.08	475.62	558.81	530.48	665.00	786.46
Cash & Cash Equivalent	39.81	64.86	13.81	21.87	32.4	76.87	46.38	856.02
Total Assets	1,139.39	1,279.89	1,421.49	1,541.79	1,902.95	2,236.35	2,507.81	2,772.87

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