

FCL: SEC: SE: 2021:22

17th February 2021

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,

In continuation of our earlier letter Ref. No. FCL:SEC:SE:21:20 dated 15th February, 2021 we enclose a copy of the presentation to be made by the Company who will be represented by Mr D K Chhabria, Executive Chairman and Mr Mahesh Viswanathan during the said Conference call to be held at 4.00 p.m. on Wednesday, 17th February 2021.

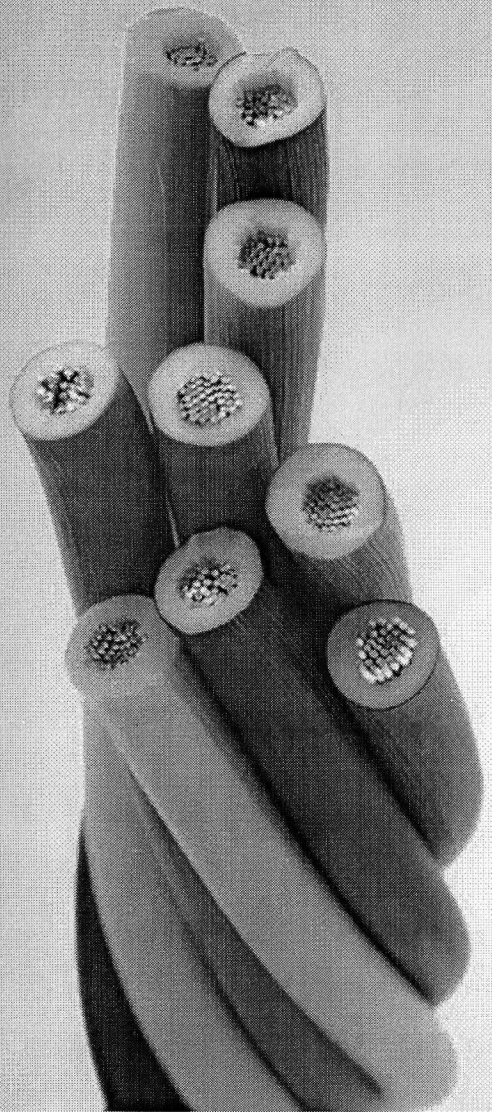
This is for your kind information and updating on the website of the Exchange.

Thanking you,

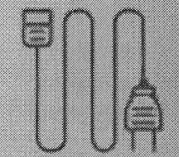
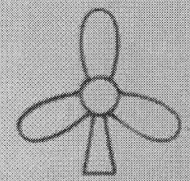
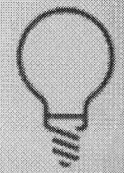
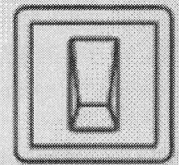
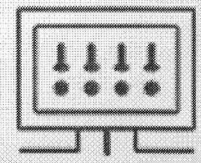
Yours faithfully
For FINOLEX CABLES LIMITED

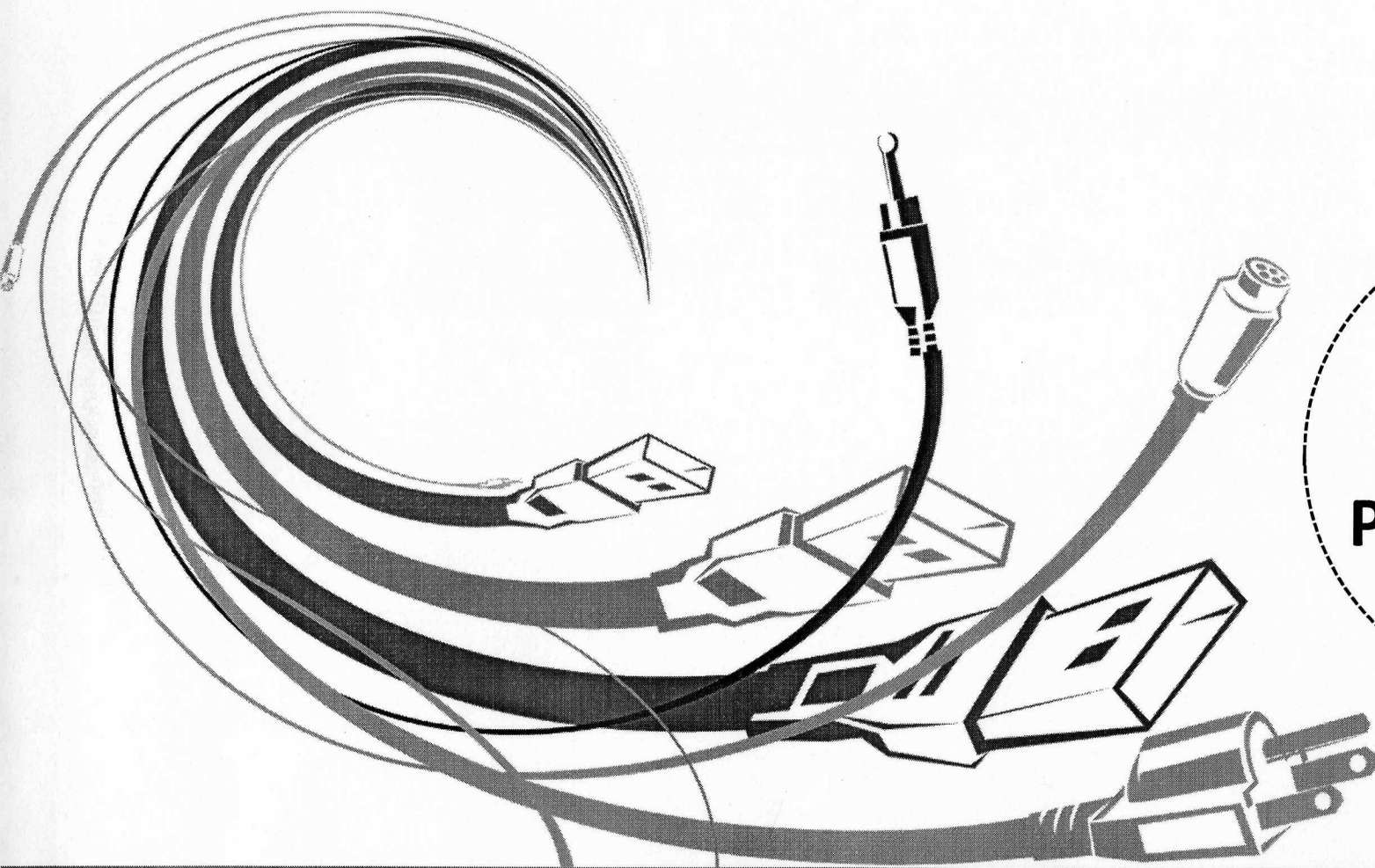


Gayatri Kulkarni
Compliance Officer
Encl: As stated above



Q3 FY2021
**Earnings
Presentation**





Q3 FY2021
**Earnings
Presentation**

Key Highlights

Top Line (Revenue)

Q3FY21 : 830 Crore

↑ **18% Y-o-Y**

↑ **30% Q-o-Q**

9MFY21: 1847 Crore

↓ **17% Y-o-Y**

Operating (EBITDA)

Q3FY21 : 125 Crore

↑ **5% Y-o-Y**

↑ **23% Q-o-Q**

9MFY21: 285 Crore

↓ **28% Y-o-Y**

Profitability (PAT)

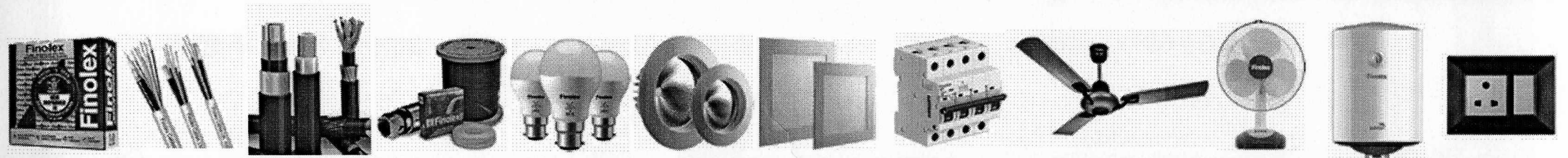
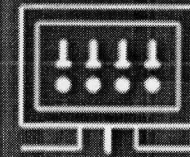
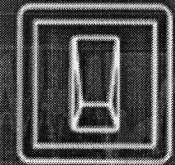
Q3FY21 : 83 Crore

↑ **3% Y-o-Y**

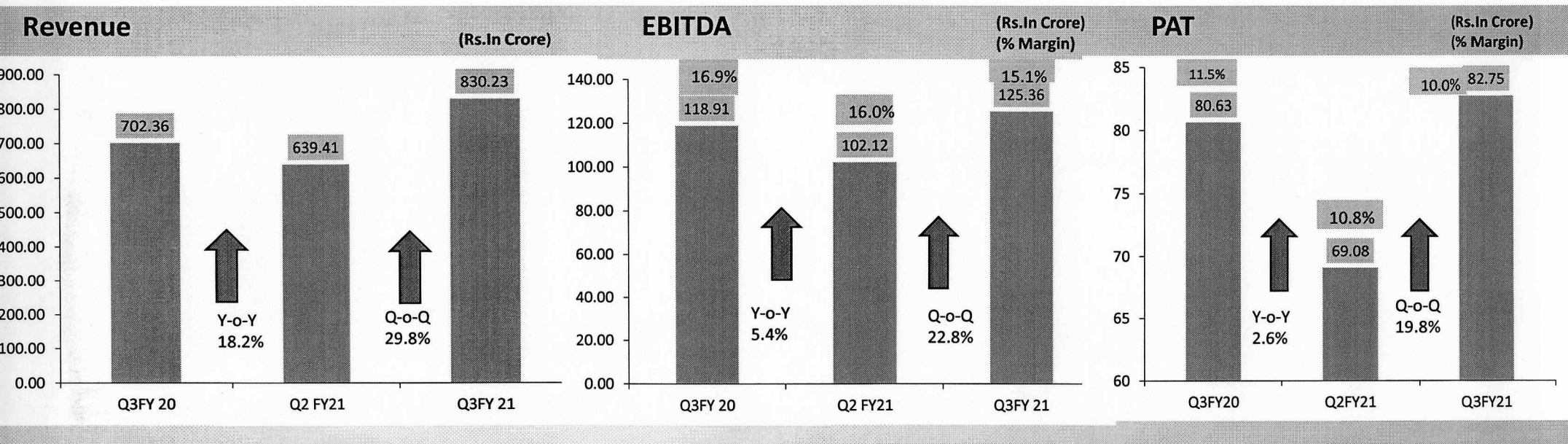
↑ **20% Q-o-Q**

9MFY21: 187 Crore

↓ **35% Y-o-Y**



Key Highlights-Q3FY21

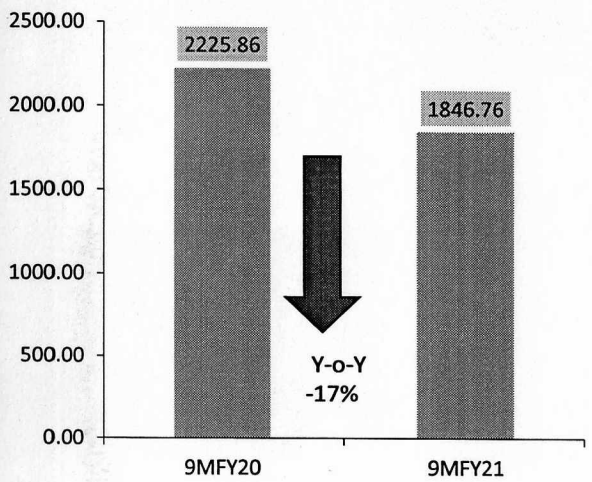


- Revenue increased by 18% YoY and 30% QoQ in Q-3 with healthy growth across all segments.
- EBITDA margins increased 5% YoY and 23% QoQ due to better performance in current quarter and cost saving initiatives.
- PBT at 116.71 Crore higher than previous quarter by 21%.

Key Highlights-9MFY21

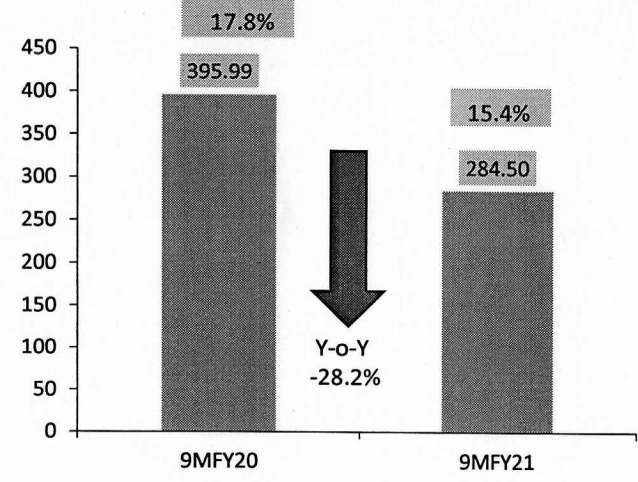
Revenue

(Rs.In Crore)



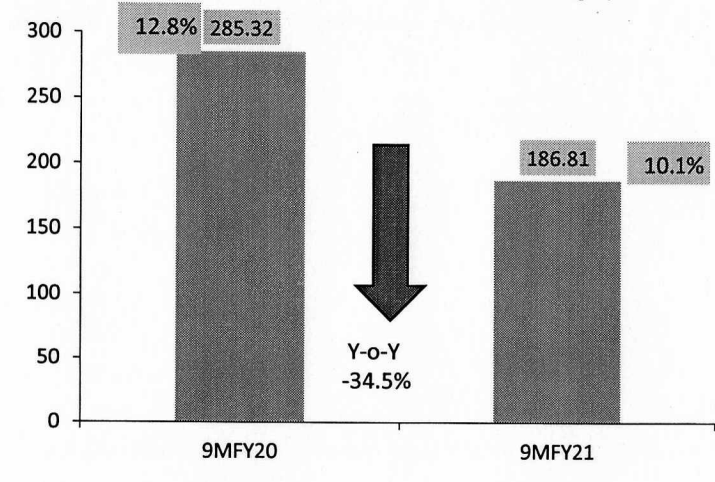
EBITDA

(Rs.In Crore)
(% Margin)



PAT

(Rs.In Crore)
(%Margin)



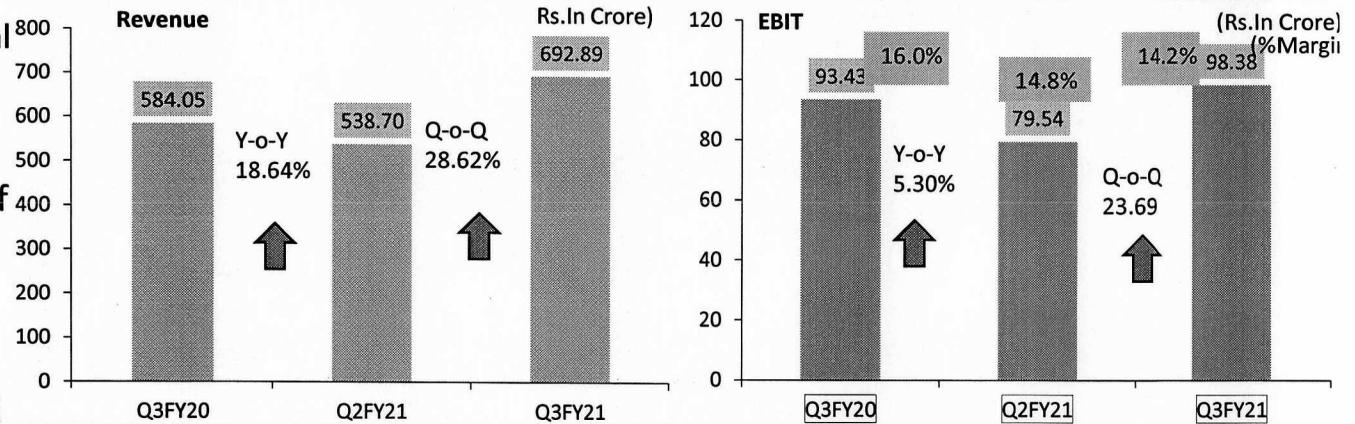
- Revenue declined by 17% YoY due to business impacted by COVID-19 and Lockdown in first half of FY21.
- EBITDA margins declined by 240 bps YoY due to lower dividend income and lower volume in first half of FY21.

Electrical Cables

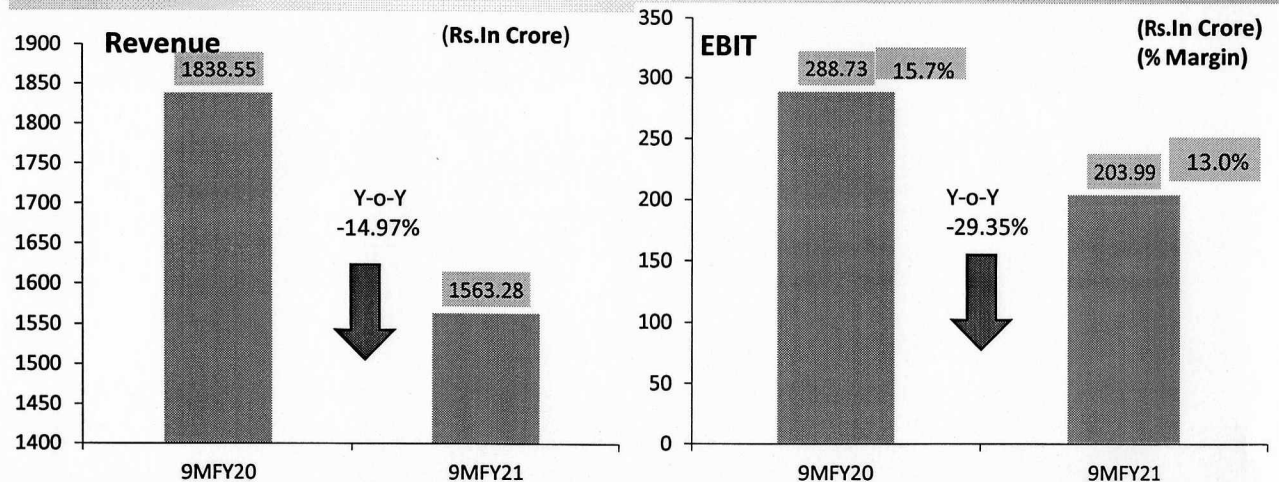
- Electrical cables segment improved with gradual resumption of economic activities.
- Revenue improved by 29% QoQ but yet to catch up previous YoY level. Post unlocking of economy, volumes nearing pre-COVID levels.
- Widespread investments in infrastructure, strong emphasis on universal electrification, urbanization, and housing sector growth, and renewable energy from government of India will push the growth in electric cables in days to come.



Q3FY21

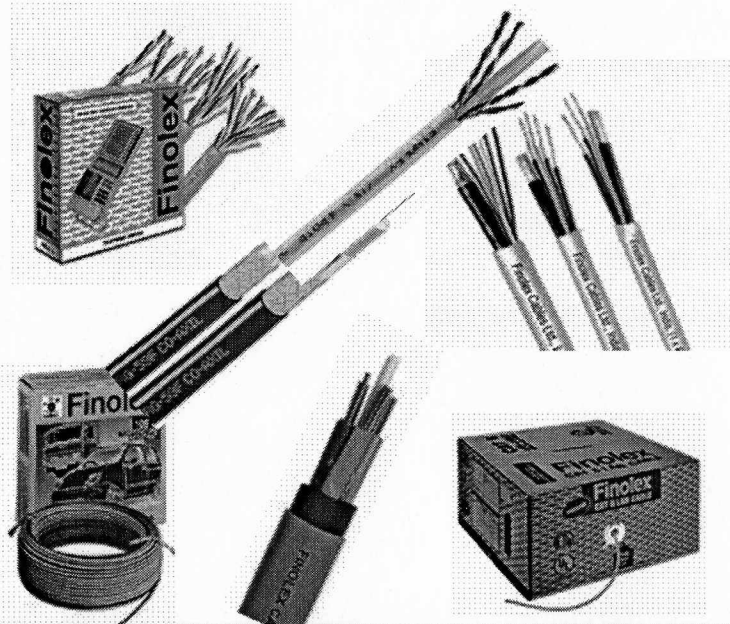


9MFY21

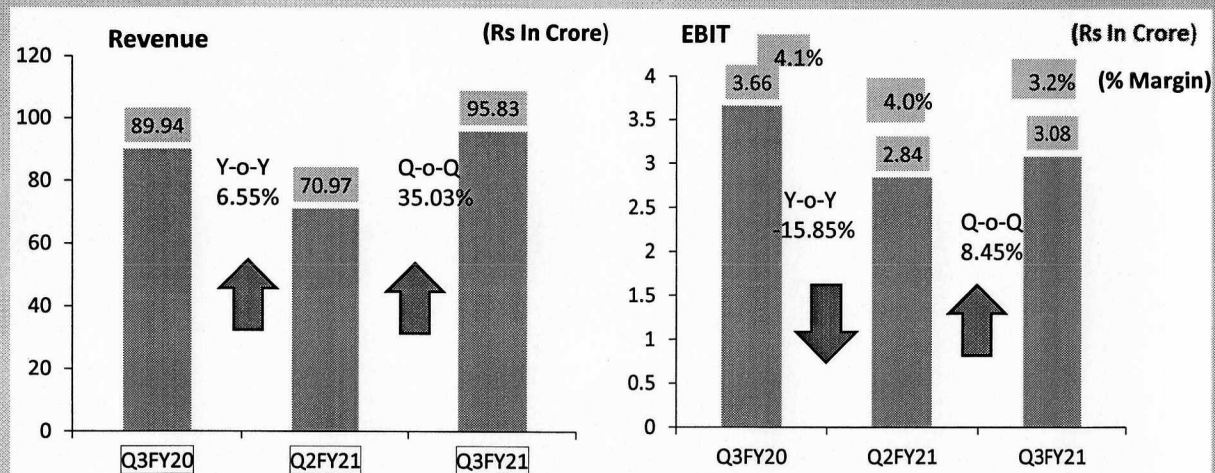


Communication Cables

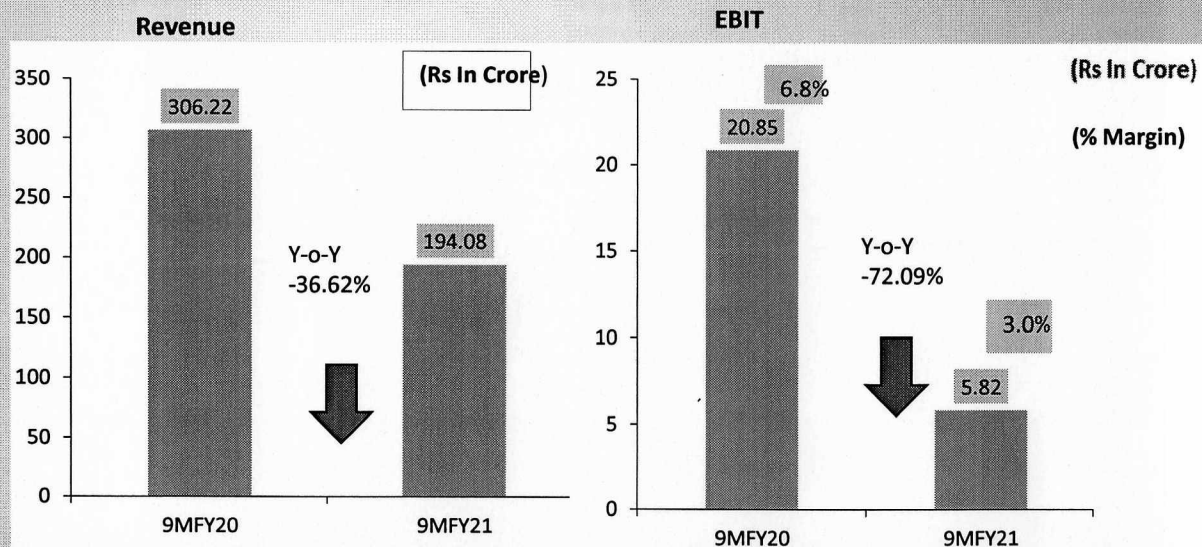
- Both COVID related disruptions as well as structural issues in the industry continue to adversely impact this segment. However, revenue improved by 35% QoQ and yet to catch up previous YoY level.
- With higher revenues in the current quarter, EBIT levels also returned to positive territory.



Q3FY21

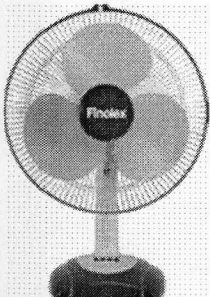
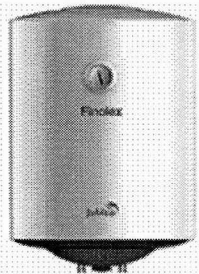
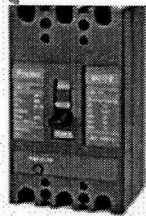
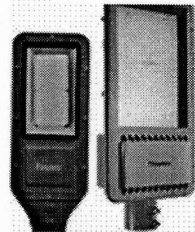
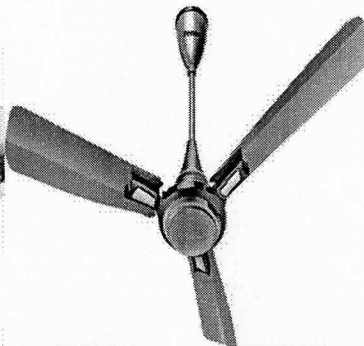
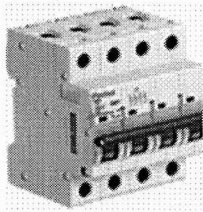
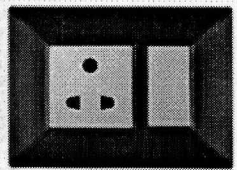
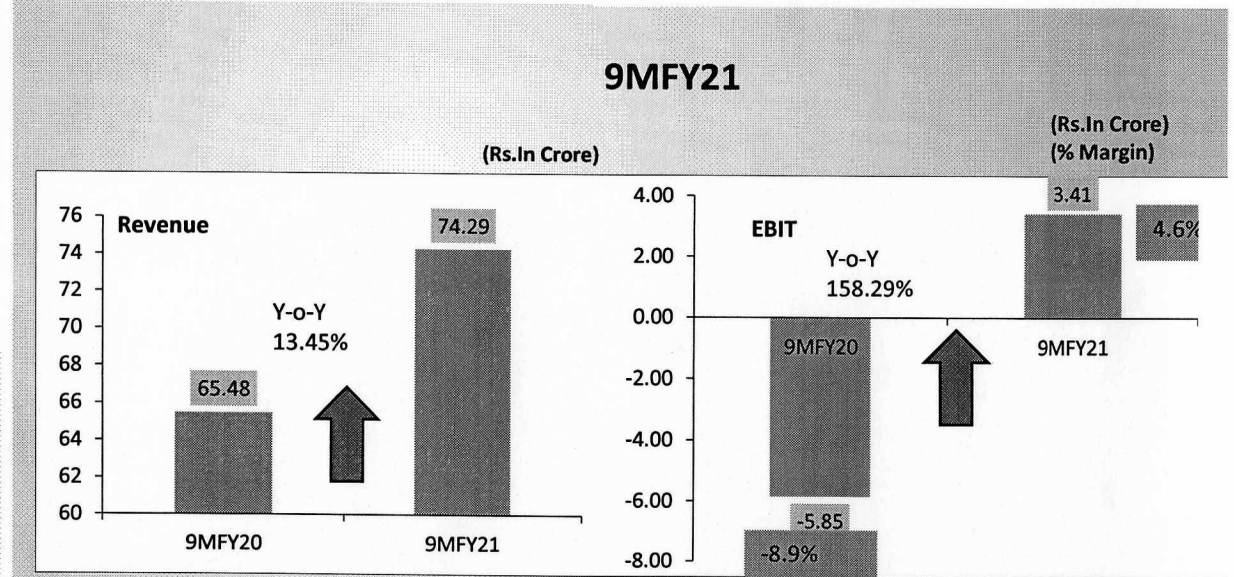
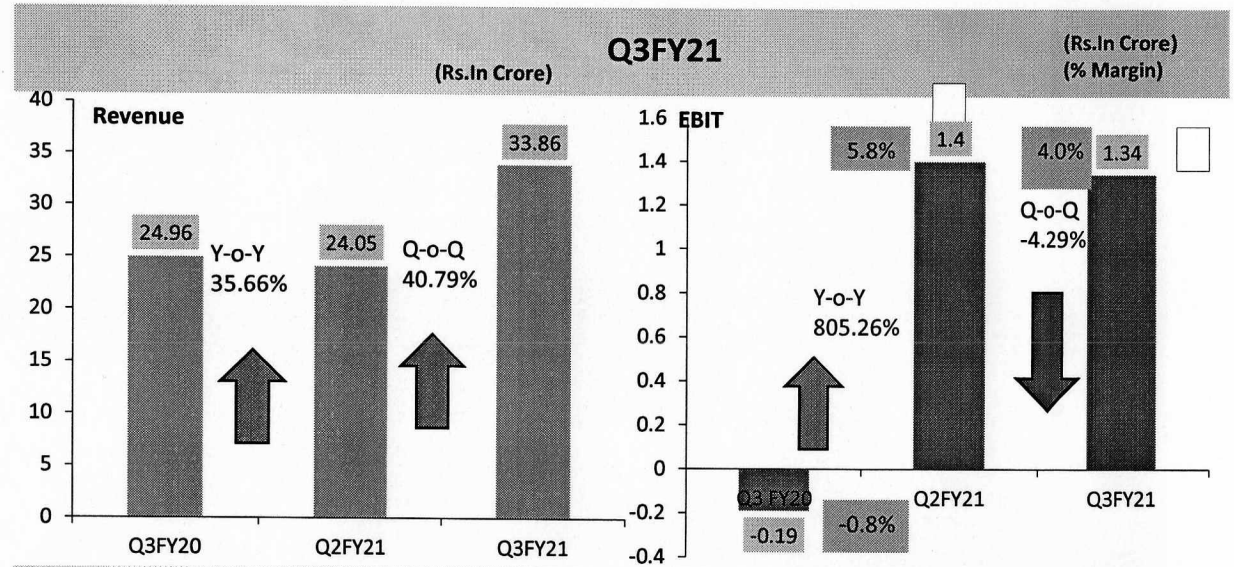


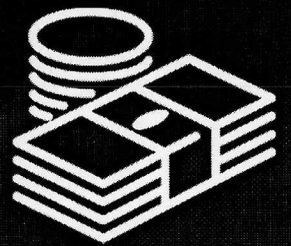
9MFY21



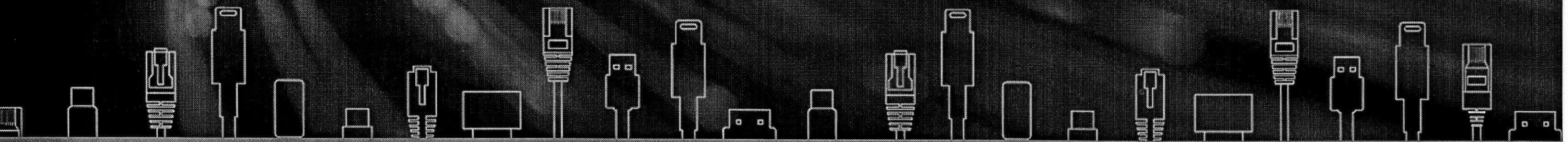
Others

- Other segment comprise of Fans, Water Heaters, Lamps, Switches and Switchgear offerings. Improved distribution efforts is starting to pay off as volumes have begun to pick up. Revenue increased by 11 % YoY and 40%QoQ.





Financial Statements

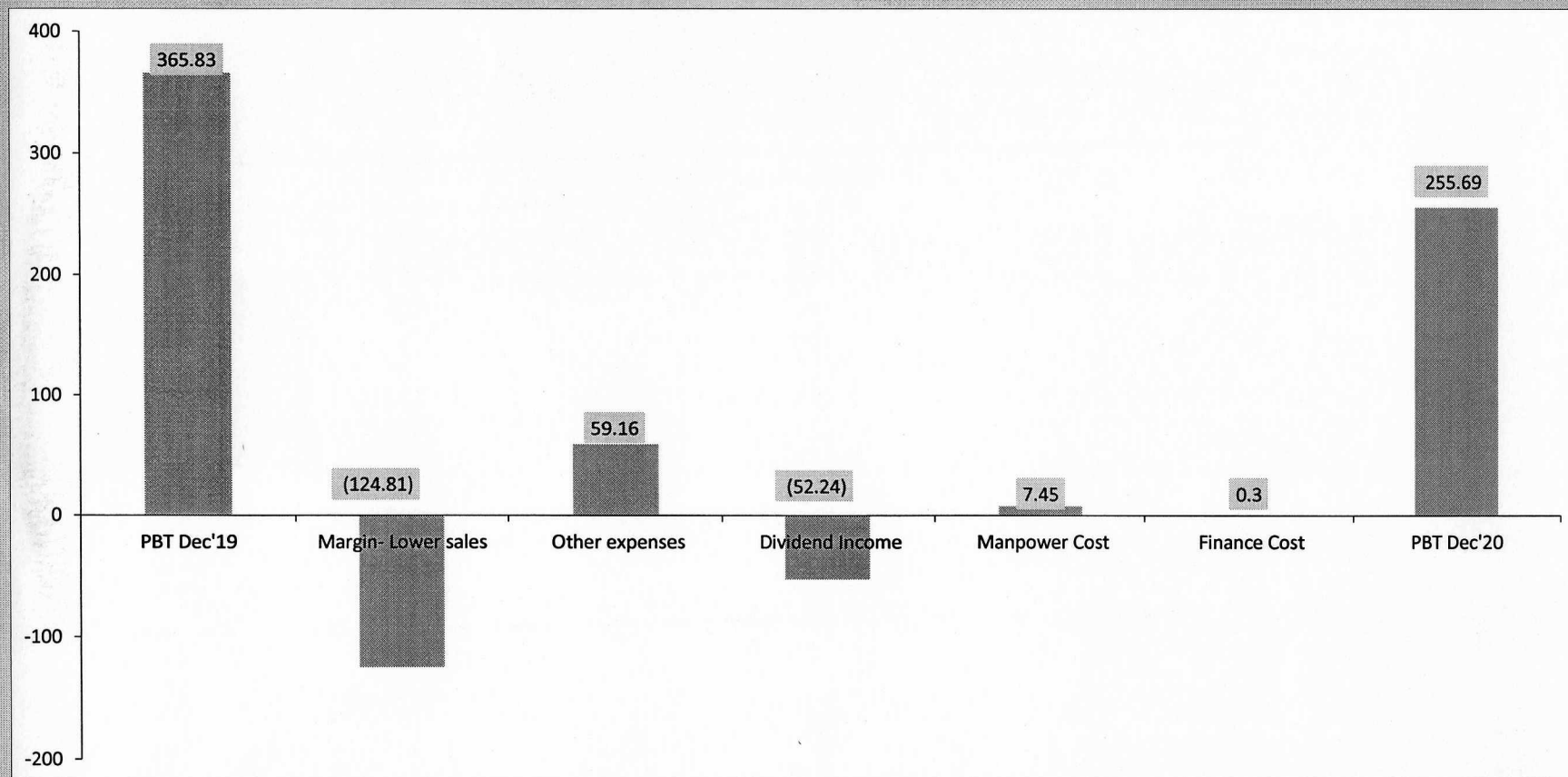


Standalone statement of Profit and Loss Statement



Particulars	Quarterly						Year to Date			
	Q3FY21	%	Q2FY21	%	Q3FY 20	%	9MFY21	%	9MFY20	%
Revenue from operations	830.23	98%	639.41	97%	702.36	96%	1846.76	97%	2225.86	95%
Other income	18.72	2%	19.76	3%	26.52	4%	60.96	3%	113.2	5%
Total income	848.95	100%	659.17	100%	728.88	100%	1907.72	100%	2339.06	100%
EXPENSES										
(a) Cost of material consumed	620.73	73%	464.66	70%	514.33	71%	1368.84	72%	1622.08	69%
(b) Employee benefits expense	38.25	5%	33.91	5%	36.88	5%	106.12	6%	113.57	5%
(c) Finance Costs	0.17	0%	0.18	0%	0.37	0%	0.52	0%	0.82	0%
(d) Depreciation and amortization expenses	8.48	1%	9.79	1%	9.64	1%	28.29	1%	29.34	1%
(e) Other Expenses	64.61	8%	58.48	9%	58.76	8%	148.26	8%	207.42	9%
Total Expenses	732.24	86%	567.02	86%	619.98	85%	1652.03	87%	1973.23	84%
Profit before Tax	116.71	14%	92.15	14%	108.90	15%	255.69	13%	365.83	16%
Tax Expense										0%
(a) Current tax	34.49	4%	25.82	4%	24.93	3%	73.31	4%	88.89	4%
(b) Deferred tax	-0.53	0%	(2.75)	0%	3.34	0%	(4.43)	0%	(8.38)	0%
Total Tax	33.96	4%	23.07	3%	28.27	4%	68.88	4%	80.51	3%
Profit for the period	82.75	10%	69.08	10%	80.63	11%	186.81	10%	285.32	12%

Profit Bridge YTD Dec'20 Vs Dec'19



Standalone Balance sheet

Finolex
Cables Limited

(Rs.In Crore)

Particulars	As at 31-Dec-2020	As at 31-March-2020	As at 31-Dec-2019
ASSETS			
Non Current Assets			
Fixed assets	858.42	916.54	983.55
Other Non-Current Assets	29.57	26.08	27.88
Total Non Current Assets	887.99	942.62	1,011.43
Current Assets			
(a) Inventories	629.72	593.06	517.20
(b) Trade Receivables	124.06	187.02	176.08
(c) Investments & Cash and Cash Equivalents	1476.53	1236.33	1201.29
(e) Other Current Assets	59.69	52.76	46.70
Total Current Assets	2,290.00	2,069.17	1,941.27
Total Assets	3,177.99	3,011.79	2,952.70

(Rs.In Crore)

Particulars	As at 31-Dec-2020	As at 31-March-2020	As at 31-Dec-2019
Equity & Liabilities			
Equity			
(a) Equity Share Capital	30.59	30.59	30.59
(b) Other Equity	2,816.85	2,688.04	2,603.57
	2,847.44	2,718.63	2,634.16
Non Current Liabilities			
(a) Lease Liabilities	4.50	5.23	5.44
(b) Other Non current Liabilities	45.49	48.67	59.14
(C) Borrowings	0.31	0.34	0.37
Total Non Current Liabilities	50.30	54.24	64.95
Current Liabilities			
(a) Trade payables	185.68	158.68	192.08
(b) Provisions	9.14	6.61	7.40
(c) Other Current Liabilities	85.43	73.63	54.11
Total Current Liabilities	280.25	238.92	253.59
Total Equity & Liabilities	3,177.99	3,011.79	2,952.70

Cash Flow statement

(Rs. In Crore)

Particulars	Q3 FY21	Q2 FY21	Q3 FY20
Net cash generated from operating activities	226	147	350
Net cash generated/(used in) investing activities**	(828)	(990)	(284)
Net cash (used in) financing activities	(86)	(2)	(85)
Net Increase /(Decrease) in cash and cash equivalents	(688)	(844)	(19)

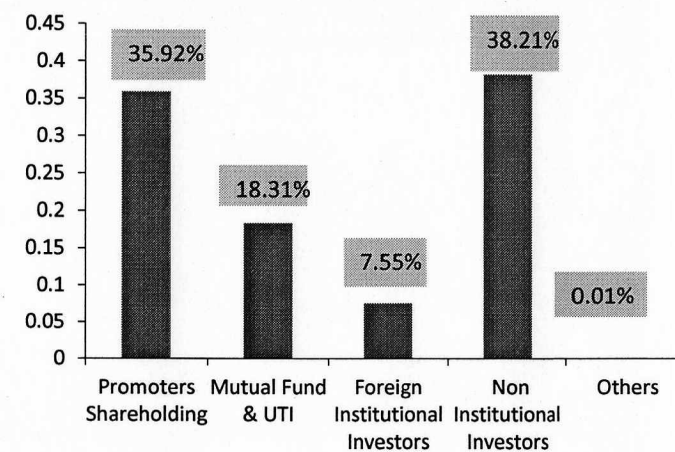
Other data points

(Rs. In Crore)

Particulars	Q3 FY21	Q2 FY21	Q3 FY20
Advertisement and sales promotion expense	4.60	4.76	7.49
Capital expenditure	30.28	13.12	22.84

Notes:** Investment redeemed and put into Fixed Deposit.

Shareholding Pattern



Other Financial Metrics

Working Capital in days

	Q3 FY21	Q2 FY21	Q3 FY20
Receivable Days	14	17	23
Payable Days	27	26	34
Inventory Days	69	80	67
Net working Capital Days	52	55	57

Other Income

(Rs. In Crore)

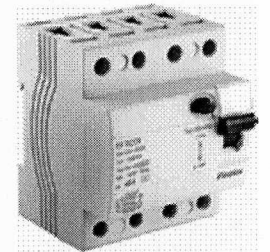
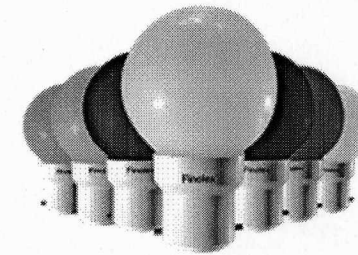
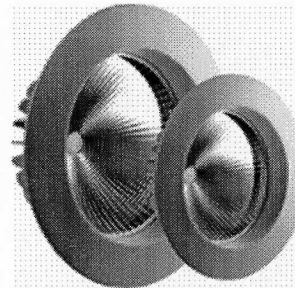
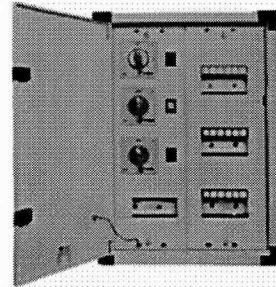
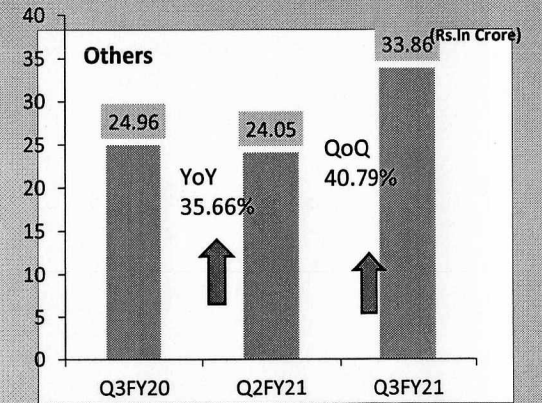
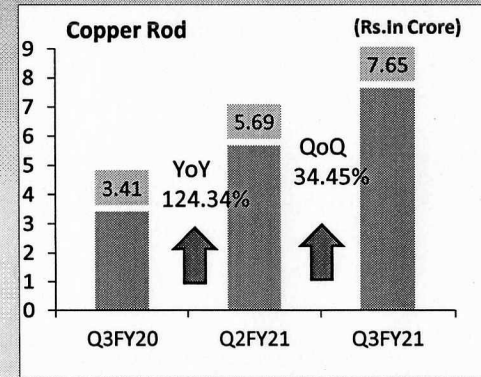
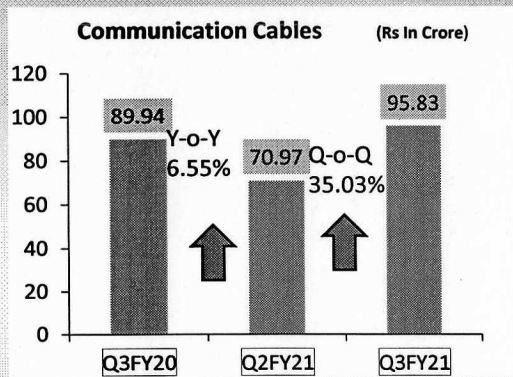
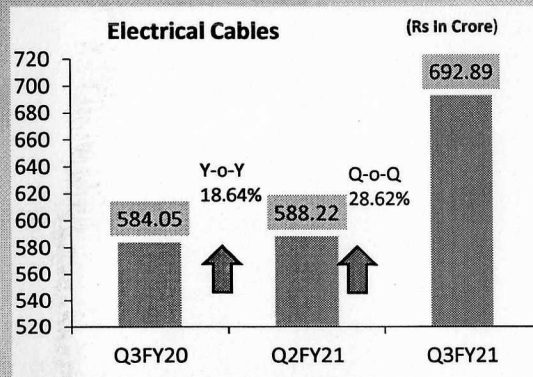
Particulars	Q3 FY21	Q2 FY21	Q3 FY20
(a) Interest Income	13.11	14.20	2.48
(b) Dividend Income	0.19	-	0.49
(c) Net gain/(loss) on investments classified at FVTPL	4.57	4.11	18.16
(d) Exchange gain/(losses) on translation of Assets and Liabilities	0.45	(0.01)	0.36
(e) Others	0.40	1.44	5.03
Total	18.72	19.76	26.52

Finance Cost

(Rs. In Crore)

Particulars	Q3 FY21	Q2 FY21	Q3 FY20
Interest others	0.17	0.17	0.37
Total	0.17	0.17	0.37

Key Highlights Revenue of all product





Union Budget direct benefits to various segments of Finolex Cables Ltd

Input Cost

- Import duty on copper scrap reduced from 5% to 2.5% to boost recycling of Copper.
- Above budget changes will help to reduce raw material buying cost.

Power

- Rs 3.05 lakh crore for the power distribution, to be released over five years. Funds will be released based on financial performance and viability demonstration by the distribution companies (DISCOMS).
- Above budget allocation will help us to generate more demand for electrical cables and accessories.

Vehicle Scrapping Policy

- Vehicle scrapping policy to phase out old and unfit vehicles – all vehicles to undergo fitness test in automated fitness centres every 20 years (personal vehicles), every 15 years (commercial vehicles).
- Above policy will generate higher demand for Auto cable.

Agriculture

- Agriculture infrastructure fund to be made available for APMCs for augmenting their infrastructure.
- 1,000 more Mandis to be integrated into the E-NAM market place.
- Above policy will generate higher demand for optic fiber cable.

Employment

- A portal to be launched to maintain information on gig workers and construction workers.
- Social security to be extended to gig and platform workers.
- Above policy changes facilitated increase demand for affordable housing which in turn increase demand for electrical Cables. .

Safe Harbour

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.

Thank you

Finolex
Cables Limited

Finolex Cables Limited

Regd. Office:

26-27, Mumbai-Pune Road, Pimpri,
Pune - 411 018.

Tel.: +91-20-27475963

CIN: L31300MH1967PLC016531

