

FCL:SEC:SE:22:153

11<sup>th</sup> November, 2022

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	

Subject: Investor presentation for Scheduled Conference call for Analysts & Investors.

Dear Sirs,

In continuation to our prior intimation dated 10<sup>th</sup> November, 2022, the Earnings presentation on the Unaudited Financial Results for the quarter/period ended 30<sup>th</sup> September, 2022 for the scheduled Conference Call with Analysts & Investors on Friday, 11<sup>th</sup> November, 2022 at 4.30 pm is enclosed.

Kindly arrange to have the same updated on the Website of the Exchange at the earliest.

Please acknowledge receipt and oblige.

Thanking you,

Yours faithfully,

**For FINOLEX CABLES LIMITED**

**Kamlesh M Shinde**  
**Assistant Company Secretary**  
**& Compliance Officer**



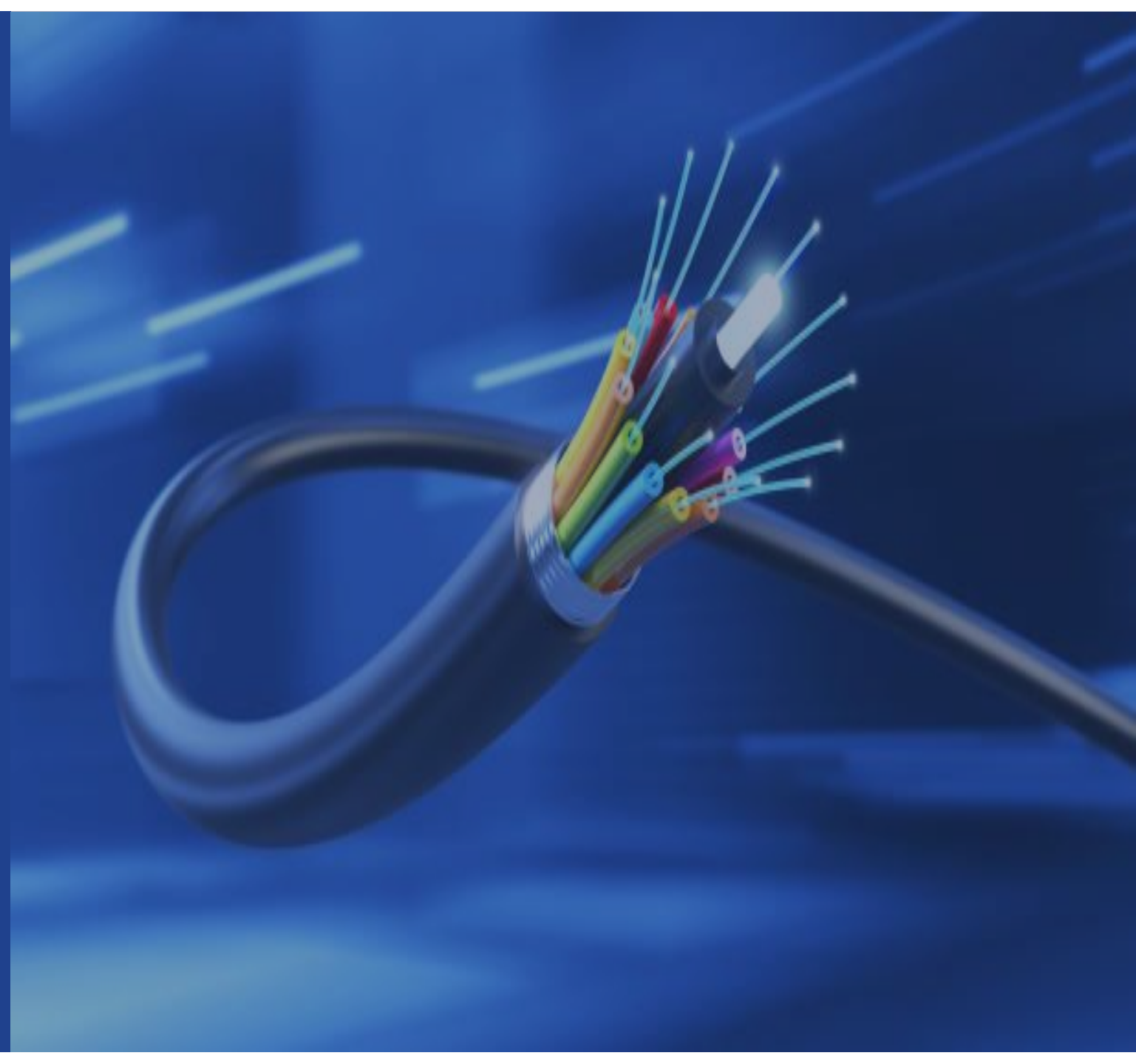
**Q2 FY 2023  
Presentation**

**Finolex**  
Cables Limited  
No Stress **Finolex**



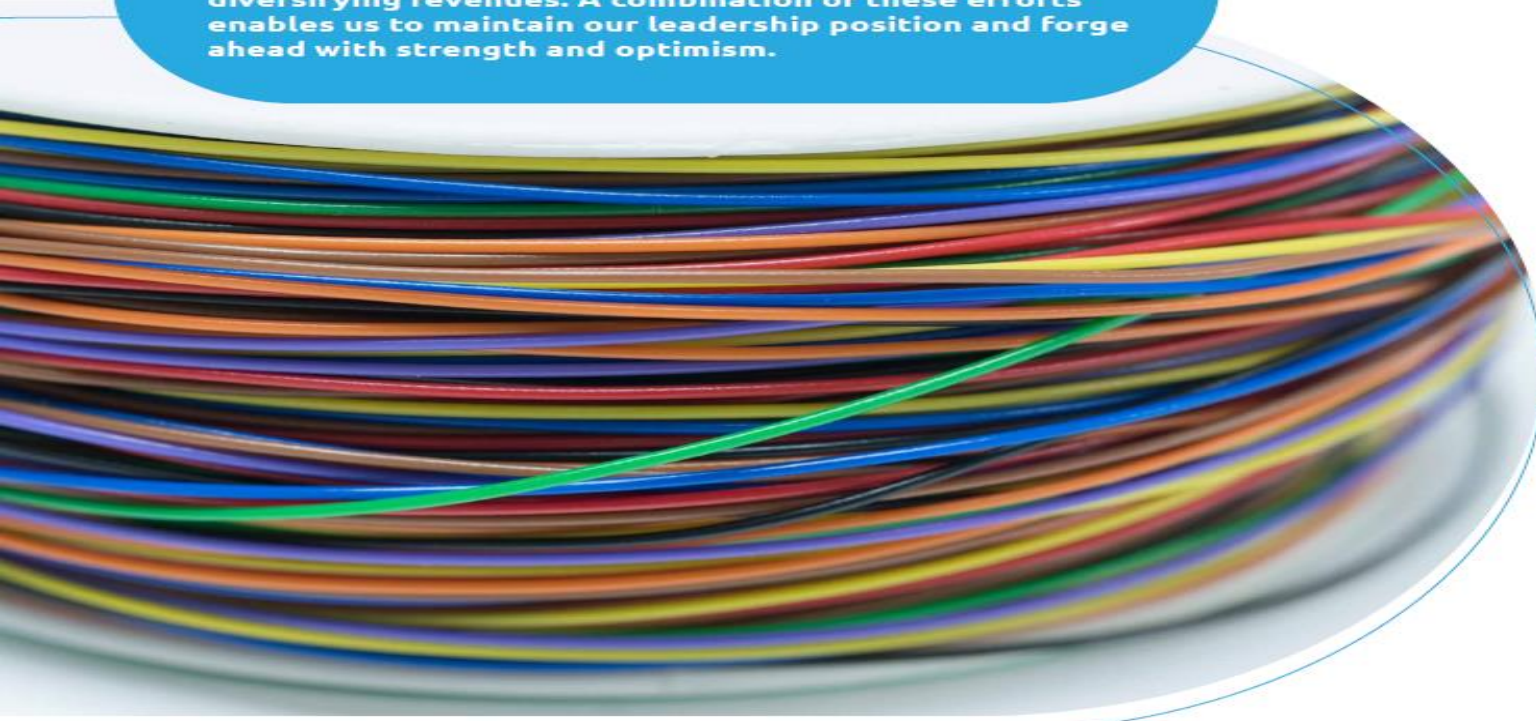


**Q2 FY 2023  
Financial  
Performance**





Forging Ahead Towards  
**A STRONGER FUTURE**



Over the course of our glorious journey, we have stayed focused on growing our market reach, expanding capacities, enhancing capabilities and efficiencies, and diversifying revenues. A combination of these efforts enables us to maintain our leadership position and forge ahead with strength and optimism.

**1<sup>st</sup>**  
**Industry-firsts**  
**to our credit**

.....	First in India to make multi-strand wires	.....	First in India to make aerial cable designs
.....	First in India to manufacture auto cables	.....	First in India to manufacture LAN cables with UL verification
.....	First in private sector to manufacture and supply JFTC to DoT	.....	First and only company in India to manufacture power cables up to 500 kV through Joint Venture
.....	First in India to launch FRLS wires and cables	.....	First in the industry to be integrated backwards, capturing entire value chain
.....	First in India to make co-axial cables using physical foam process	.....	.....

## Finolex in Numbers



**5**

Manufacturing sites



**26**

Depots



**5,000**

Channel Partners



**1,50,000**

Retailers



**1,589**

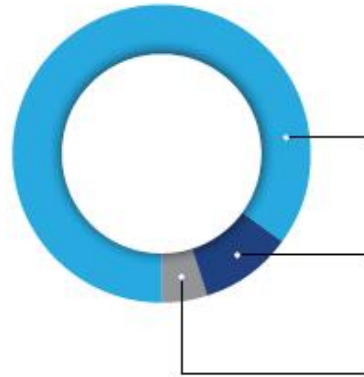
Employees



**22%**

Market Share in the organised wires industry

## Revenue break-up (as on FY 2022)



**85%**

Electrical wires and cables

**10%**

Communication cables

**5%**

Copper rod and Other products



## 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.

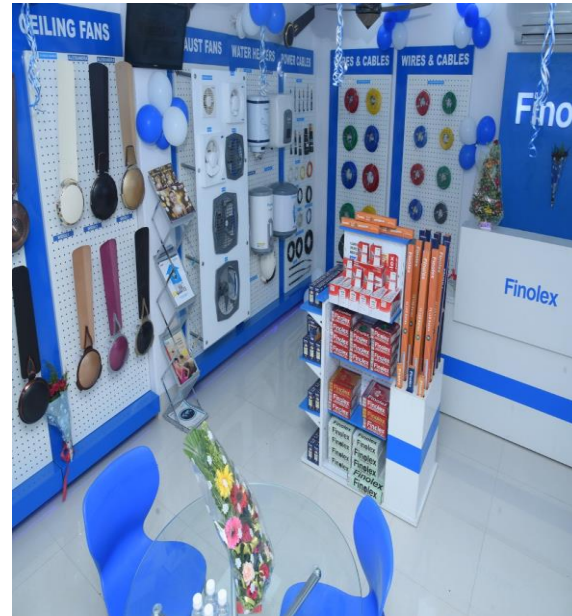
### Manufacturing Excellence

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.



**Finolex House**; Commitment to consumer to offer them the whole range of Finolex quality product under one range.



**Finolex House**:- Bangaluru, Chennai, Gaziabad, Secunderabad, Raipur, Ranchi, Vadodara, Bhubaneshwar.



# Trust the Experts to power your home.

Your smartest choice for energy efficient, super-safe and long lasting wires & cables.



## No Stress. Finolex



# Finolex

XCEEDS XPECTATIONS



High Insulation Resistance



High Grade 99.97% Pure Bare Copper Conductor



RoHS and REACH Compliant



Abrasion Resistant Grade Sheath Material



Anti Termite Rodent Repellent



Long Life and Highly Durable Wires

# Finolex

XCEEDS XPECTATIONS



## Super cool. Super stylish. Super silent.

The new secret of your coolness. It's calm, it's well-designed, and comes with the promise of excellent air delivery.



Unique Blade Design



Higher Air Thrust

## No Stress. Finolex



# Key Highlights

## Top Line (Revenue)

**Q2 FY 23 : 1,091 Crore**

**↑ 17% Y-o-Y**

**↑ 7% Q-o-Q**

**FY23: 2106 Crore**

**↑ 31% Y-o-Y**

## Operating (EBITDA)

**Q2F Y23 :199 Crore**

**↓ (8)% Y-o-Y**

**↑ 52% Q-o-Q**

**FY23: 330 Crore**

**↑ 9% Y-o-Y**

## Profitability (PAT)

**Q2FY23 : 137 Crore**

**↓ (9)% Y-o-Y**

**↑ 43% Q-o-Q**

**FY23: 232 Crore**

**↑ 13% Y-o-Y**

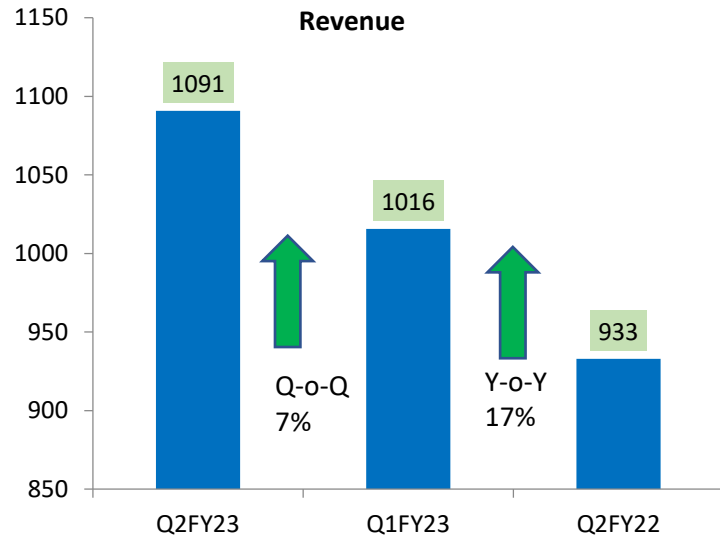
Quarter 2 EBITDA includes Annual Dividend Income from Associate Company Rs. 80.39 Crore.



# Key Highlights-Q2FY23

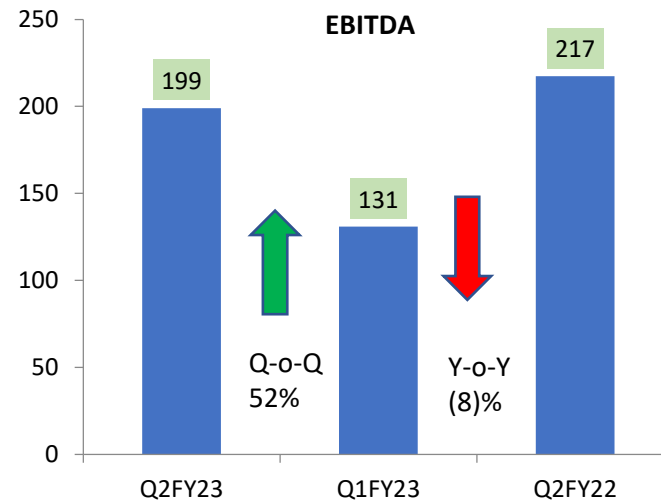
## REVENUE

(Rs. In Crore)



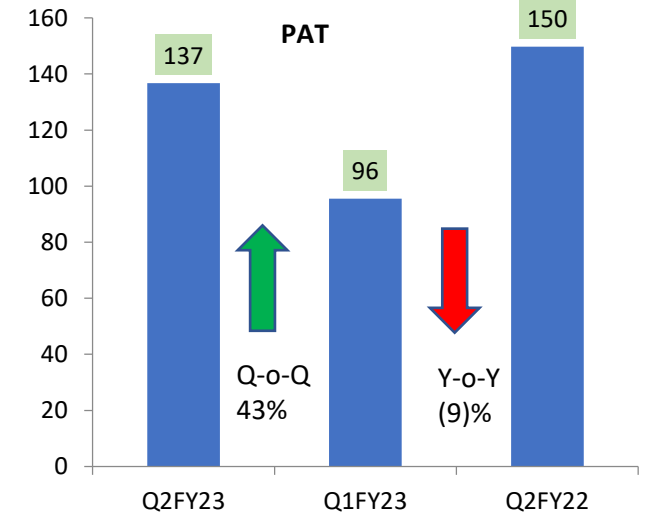
## EBITDA

(Rs. In Crore)  
(% Margin)



## PAT

(Rs. In Crore)  
(% Margin)



- Revenue increased by 17 % Y-o-Y and 7 % Q-o-Q in Q-2/23. Distribution network is really paying off well, active participation of retailers increase in the volume.
- In volume terms , Electrical Cables increased by 10%, while with in Communication Cables segment, volume of metal-based product improved by 24% during the quarter and Optic Fiber Cable volume grew by over 100% during the quarter.
- Lower EBITDA margins due to depletion of high cost inventory, change in product mix and increased marketing spends.

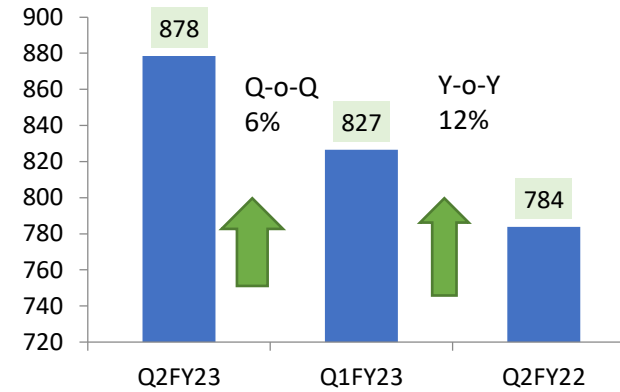
# Electrical Cables

- The sale volumes have increased during the quarter and are close to pre pandemic levels. Also active participation of retailers has helped to boost the sales quantities for the company for current period.
- Revenue improved by 6% Q-o-Q and 12% increase against previous Y-o-Y level.
- In volume terms, Electrical Cables increased by 10%.
- Net margin were impacted in cables due to change in product mix as well as liquidation of high-cost inventory. (Fall in copper price during the quarter)

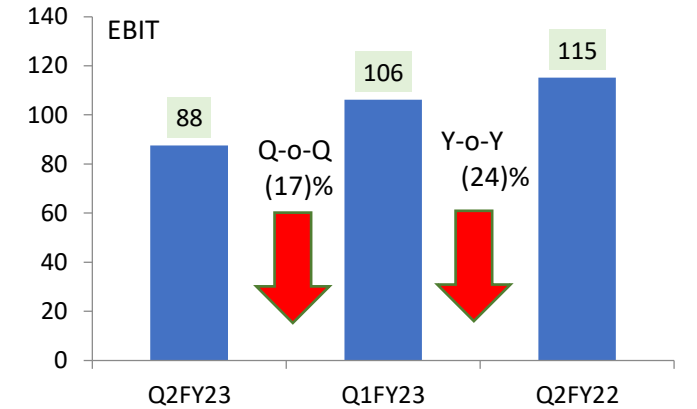


## Q2 FY23

### REVENUE (Rs. In Crore)

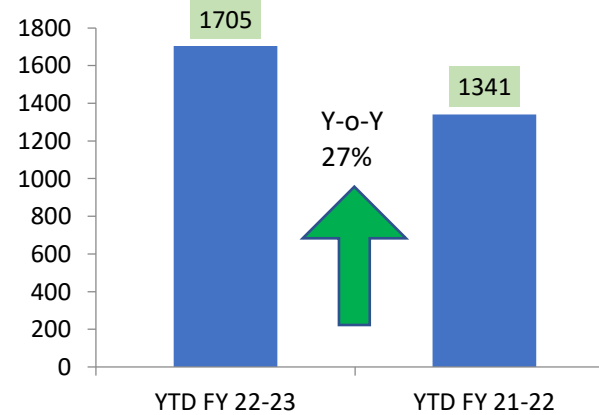


### EBIT (Rs. In Crore) (% Margin)

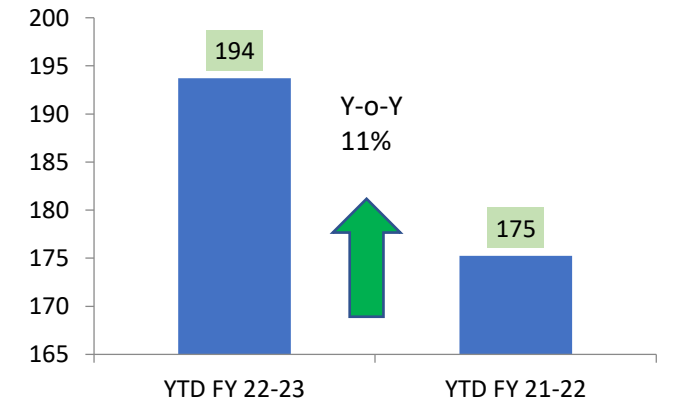


## H1 FY23

### REVENUE (Rs. In Crore)



### EBIT (Rs. In Crore) (% Margin)



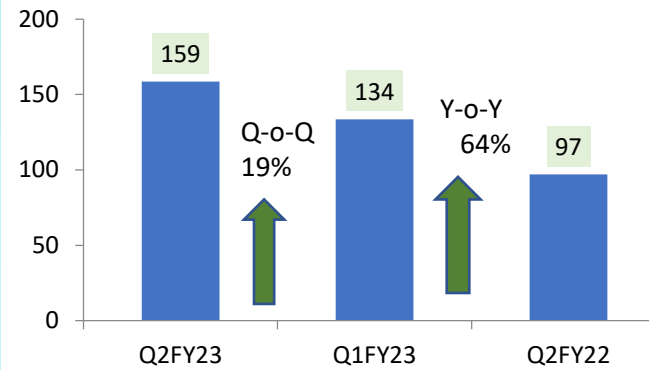
# Communication Cables

- In Communication Cable segment, volume of metal-based products improved by 24% during the quarter and Optic Fiber cable volume grew by over 100%.

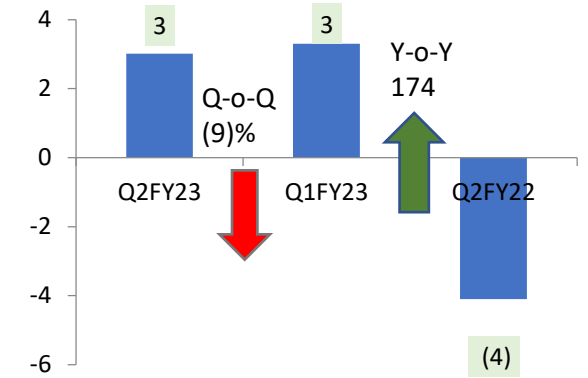


## Q2 FY23

### REVENUE (Rs. In Crore)

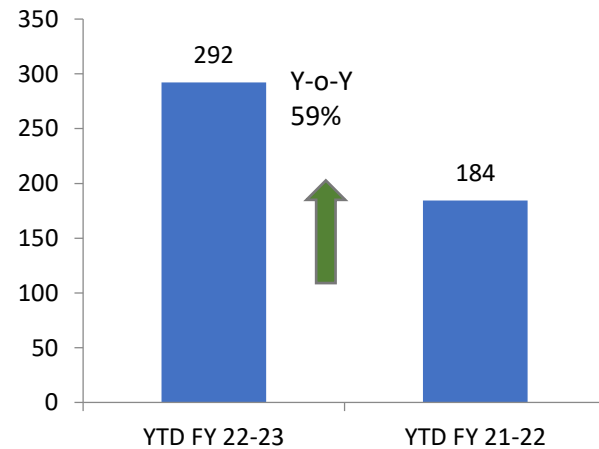


### EBIT (Rs. In Crore) (% Margin)

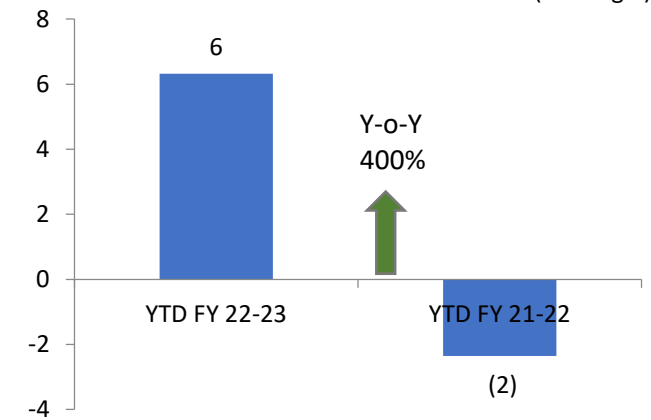


## H1 FY23

### REVENUE (Rs. In Crore)



### EBIT (Rs. In Crore) (% Margin)



During the period provision for delayed receivables provided for Rs 1.86 crores. Previous year Rs. 9.64 crores. This affects negative impacts on EBIT.

# Others

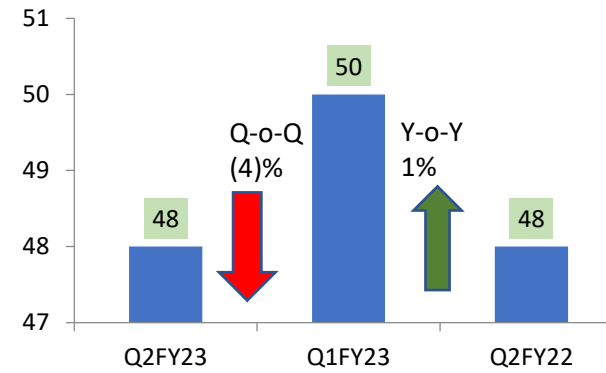
- Volume growth in new products within the FMEG sector was generally affected by inflationary pressure as well as subdued consumer sentiment as well as destocking in the case Fans due to expected changes in BEE Norms.
- Overall demand in the real estate market lead to positive growth in conduit pipes.



## Q2 FY23

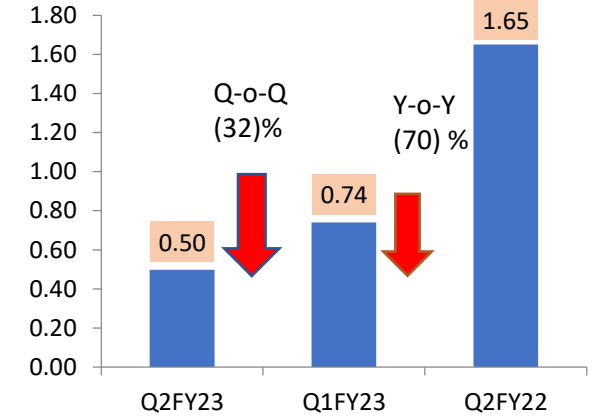
### REVENUE

(Rs. In Crore)



### EBIT

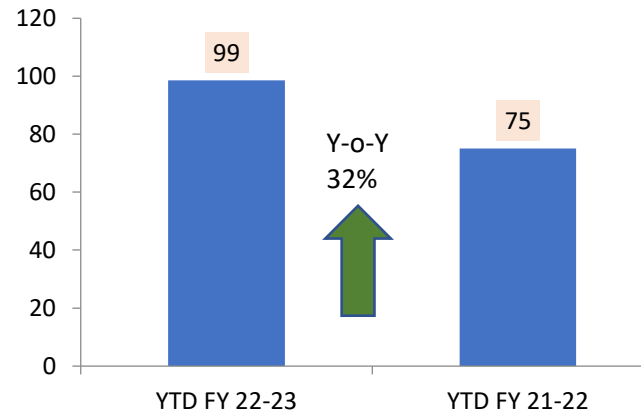
(Rs. In Crore)  
(% Margin)



## H1 FY23

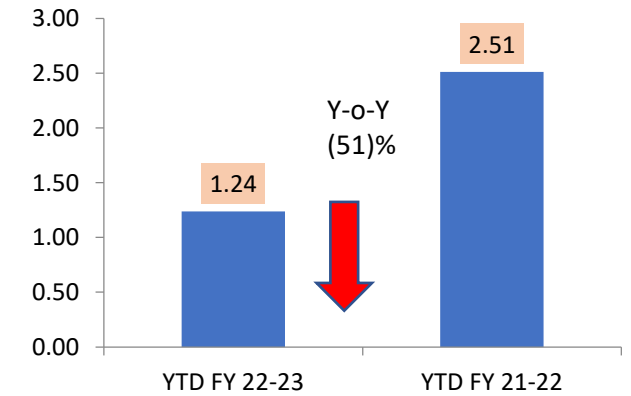
### REVENUE

(Rs. In Crore)



### EBIT

(Rs. In Crore)  
(% Margin)





# Financial Statements

# Standalone Statement of Profit and Loss Statement

**Finolex**  
Cables Limited

(Rs. In Crore)

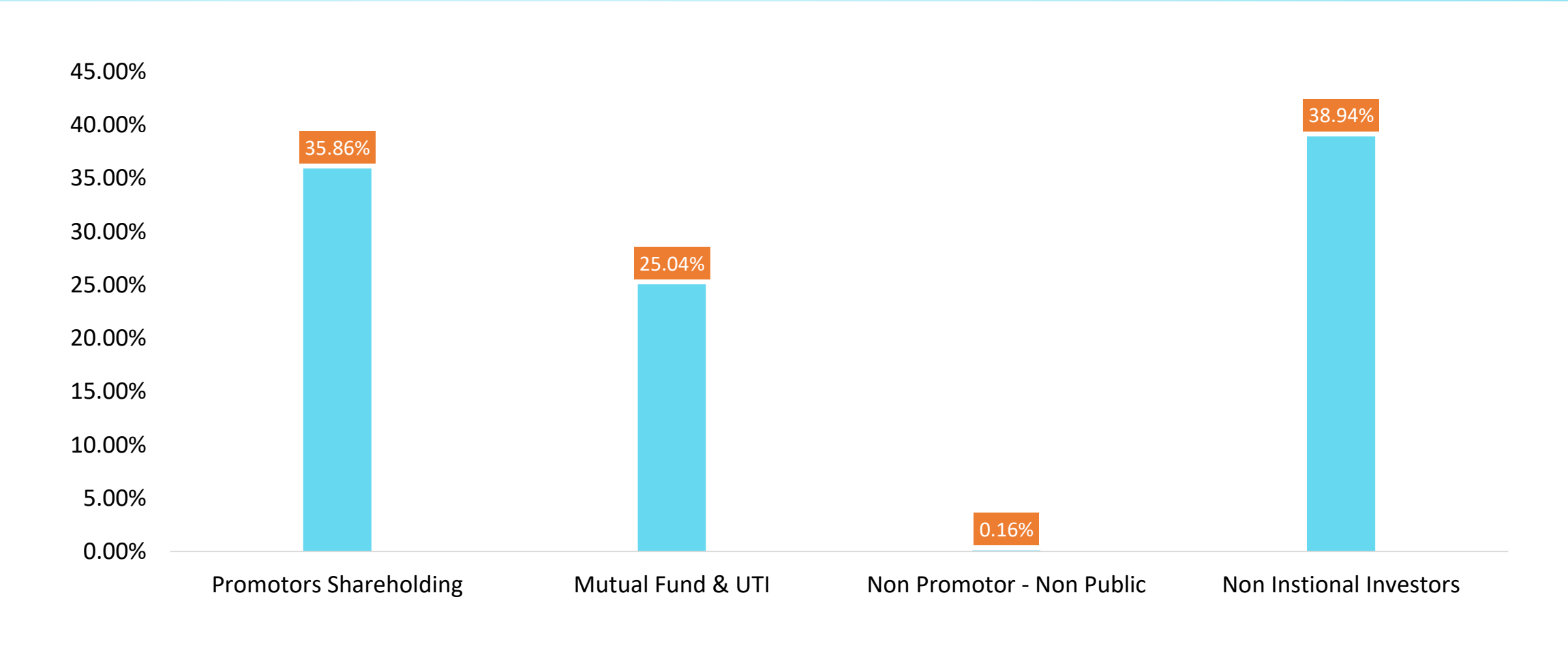
Particulars		Quarterly						Year to Date			
		Q2FY23	%	Q1FY23	%	Q2FY22	%	YTD 23	%	YTD 22	%
	Revenue from Operations	1,090.83	91%	1,015.65	98%	932.98	91%	2,106.48	94%	1,608.34	93%
	Other Income	106.17	9%	17.16	2%	97.72	9%	123.33	6%	113.27	7%
<b>Total Income (I+II)</b>		<b>1,197.00</b>	<b>100%</b>	<b>1,032.81</b>	<b>100%</b>	<b>1,030.70</b>	<b>100%</b>	<b>2,229.81</b>	<b>100%</b>	<b>1,721.61</b>	<b>100%</b>
<b>Expenses</b>											
	Cost of material consumed	743.90	62%	871.76	84%	611.91	59%	1,615.66	72%	1,147.08	67%
	Purchase of stock-in-trade	20.47	2%	24.42	2%	22.30	2%	44.89	2%	44.06	3%
	Changes in inventories of finished goods, stock-in-trade and work in progress	121.74	10%	(93.88)	-9%	80.82	8%	27.86	1%	50.85	3%
	Employee benefits expense	40.48	3%	40.77	4%	37.84	4%	81.25	4%	72.97	4%
	Finance costs	0.13	0%	0.13	0%	0.15	0%	0.26	0%	0.29	0%
	Depreciation and amortization expense	10.69	1%	9.37	1%	9.93	1%	20.06	1%	19.82	1%
	Other expenses	71.36	6%	58.91	6%	60.52	6%	130.27	6%	103.48	6%
<b>Total Expenses (IV)</b>		<b>1,008.77</b>	<b>84%</b>	<b>911.48</b>	<b>76%</b>	<b>823.47</b>	<b>80%</b>	<b>1,920.25</b>	<b>86%</b>	<b>1,438.55</b>	<b>84%</b>
<b>Profit before tax (III-IV)</b>		<b>188.23</b>	<b>16%</b>	<b>121.33</b>	<b>10%</b>	<b>207.23</b>	<b>20%</b>	<b>309.56</b>	<b>14%</b>	<b>283.06</b>	<b>16%</b>
<b>Tax expense</b>											
	(1) Current tax	45.36	4%	27.17	2%	58.96	6%	72.53	3%	80.16	5%
	(2) Deferred tax charge/(credit)	6.15	1%	(1.41)	0%	(1.46)	0%	4.74	0%	(1.91)	0%
<b>Total Tax</b>		<b>51.51</b>	<b>4%</b>	<b>25.76</b>	<b>2%</b>	<b>57.50</b>	<b>6%</b>	<b>77.27</b>	<b>3%</b>	<b>78.25</b>	<b>5%</b>
<b>Profit for the year (V-VI)</b>		<b>136.72</b>	<b>11%</b>	<b>95.57</b>	<b>8%</b>	<b>149.73</b>	<b>15%</b>	<b>232.29</b>	<b>10%</b>	<b>204.81</b>	<b>12%</b>



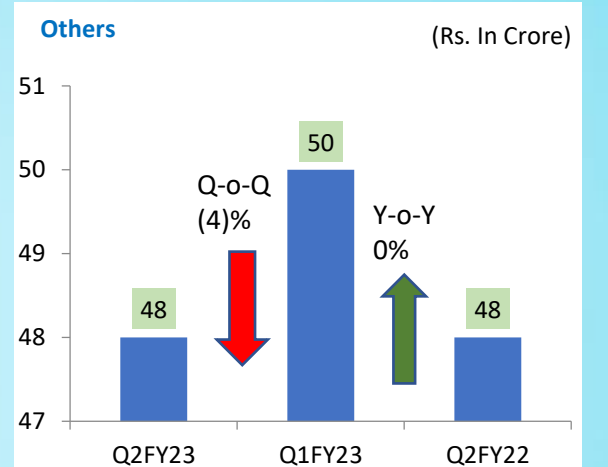
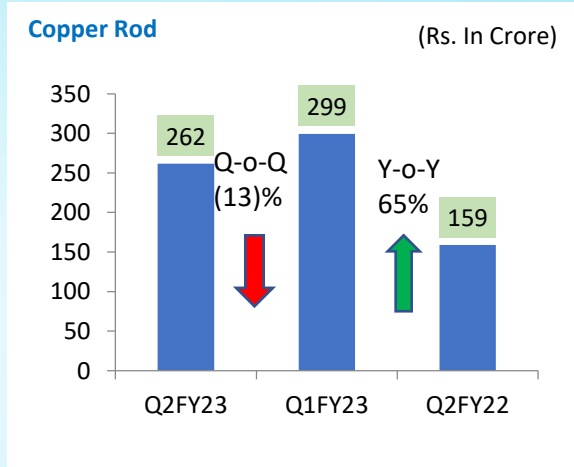
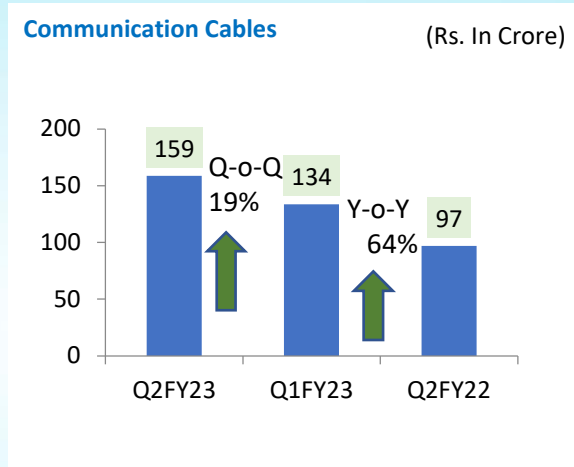
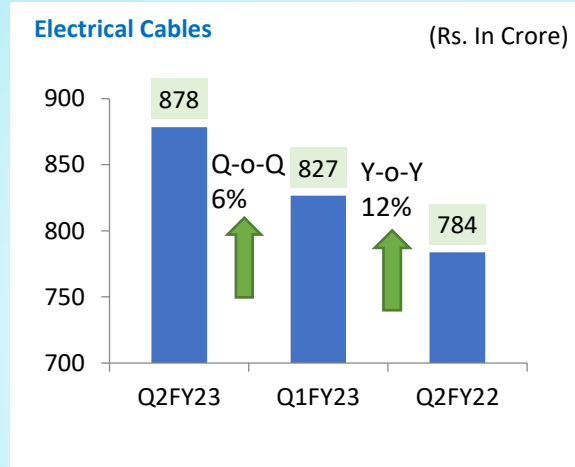
# Standalone Statement of assets and Liabilities

			Note	As at	As at				Note	As at	As at
			No.	30th Sep 2022	31st March 2022				No.	30th Sep 2022	31st March 2022
<b>I</b>	<b>ASSETS</b>					<b>II</b>	<b>EQUITY AND LIABILITIES</b>				
	<b>NON CURRENT ASSETS</b>						<b>EQUITY</b>				
(a)	Property, Plant and Equipment		3	426.77	369.66	(a)	Equity Share Capital	16	30.59	30.59	
(b)	Capital Work-in-Progress		3.1	22.10	86.77	(b)	Other Equity	17	3,386.79	3,233.20	
(c)	Intangible Assets		4	0.25	0.27		<b>Total equity</b>		<b>3,417.38</b>	<b>3,263.79</b>	
(d)	Right of use Asset		5	12.57	10.25		<b>LIABILITIES</b>				
(e)	Financial Assets						<b>NON CURRENT LIABILITIES</b>				
	i) Investment in Associate and Joint Ventures		6	189.53	201.53	(a)	Financial Liabilities				
	ii) Other Investments		7	103.84	91.6		i) Borrowings NC	18	0.28	0.28	
	iii) Other Financial Assets		9	4.62	4.33		ii) Lease Liabilities NC	5	8.49	6.34	
(f)	Non-Current Tax Assets (net)			20.78	19.14	(b)	Provisions	19	10.36	9.98	
(g)	Other Non-Current Assets		10	23.09	19.37	(c)	Deferred Tax Liabilities ( Net)	20	31.18	26.14	
	<b>Total Non Current Assets</b>			<b>803.55</b>	<b>802.92</b>		<b>Total Non Current Liabilities</b>		<b>50.31</b>	<b>42.74</b>	
	<b>CURRENT ASSETS</b>						<b>CURRENT LIABILITIES</b>				
(a)	Inventories		11	626.98	653.11	(a)	Financial Liabilities				
(b)	Financial Assets						(i) Borrowings	18	0.03	0.03	
	j) Investments		8	1222.06	827.32		(ii) Lease Liabilities C	5	2.14	2.14	
	ii) Trade Receivables		12	226.32	177.15		(iii) Trade Payables				
	iii) Cash and Cash Equivalents		13	123.57	32.39		(a) Total Outstanding Dues of micro enterprises and small enterprises	21	11.99	16.29	
	iv) Other Bank balances		14	6.45	5.55		(b) Total Outstanding Dues of Creditors other than micro enterprises and small enterprises	21	175.94	173.76	
	v) Other Financial Assets		9	807.55	1057.14		(iv) Other Financial Liabilities	22	87.72	4.29	
(c)	Other Current Assets		15	32.31	44.6	(b)	Other Current Liabilities	23	59.07	68.02	
						(c)	Provisions	19	6.21	5.08	
						(d)	Current tax Liabilities (net)		38.00	24.04	
	<b>Total Current Assets</b>			<b>3045.24</b>	<b>2797.26</b>		<b>Total Current Liabilities</b>		<b>381.1</b>	<b>293.65</b>	
	<b>TOTAL ASSETS</b>			<b>3848.79</b>	<b>3600.18</b>		<b>TOTAL LIABILITY</b>		<b>431.41</b>	<b>336.39</b>	
							<b>TOTAL EQUITY AND LIABILITIES</b>		<b>3,848.79</b>	<b>3,600.18</b>	

# Shareholding Pattern



# Key Highlights Revenue of all product



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

