

FCL:SEC:SE:PRSN:23:21

13<sup>th</sup> February, 2023

Corporate Department BSE Limited 1st Floor, New Trading Ring Rotunda Building, P J Towers Dalal Street, Fort Mumbai – 400 001	Relations	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 Exchange PO Box 165 L-2011 Luxembourg Grand-Duchy Luxembourg EUROPE	Stock of
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 11th February, 2023, the Earnings presentation on the Unaudited Financial Results for the quarter/period ended 31<sup>st</sup> December, 2022 for the scheduled Conference Call with Analysts & Investors on Monday, 13th February, 2023 at 4.00 pm is enclosed.

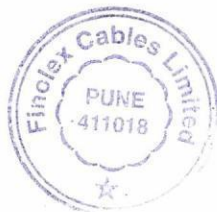
Kindly arrange to have the same updated on the Website of the Exchange at the earliest.

Please acknowledge receipt and oblige.

Thanking you,

Yours faithfully,

**For FINOLEX CABLES LIMITED**



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

**Q3 FY 2023  
PRESENTATION**

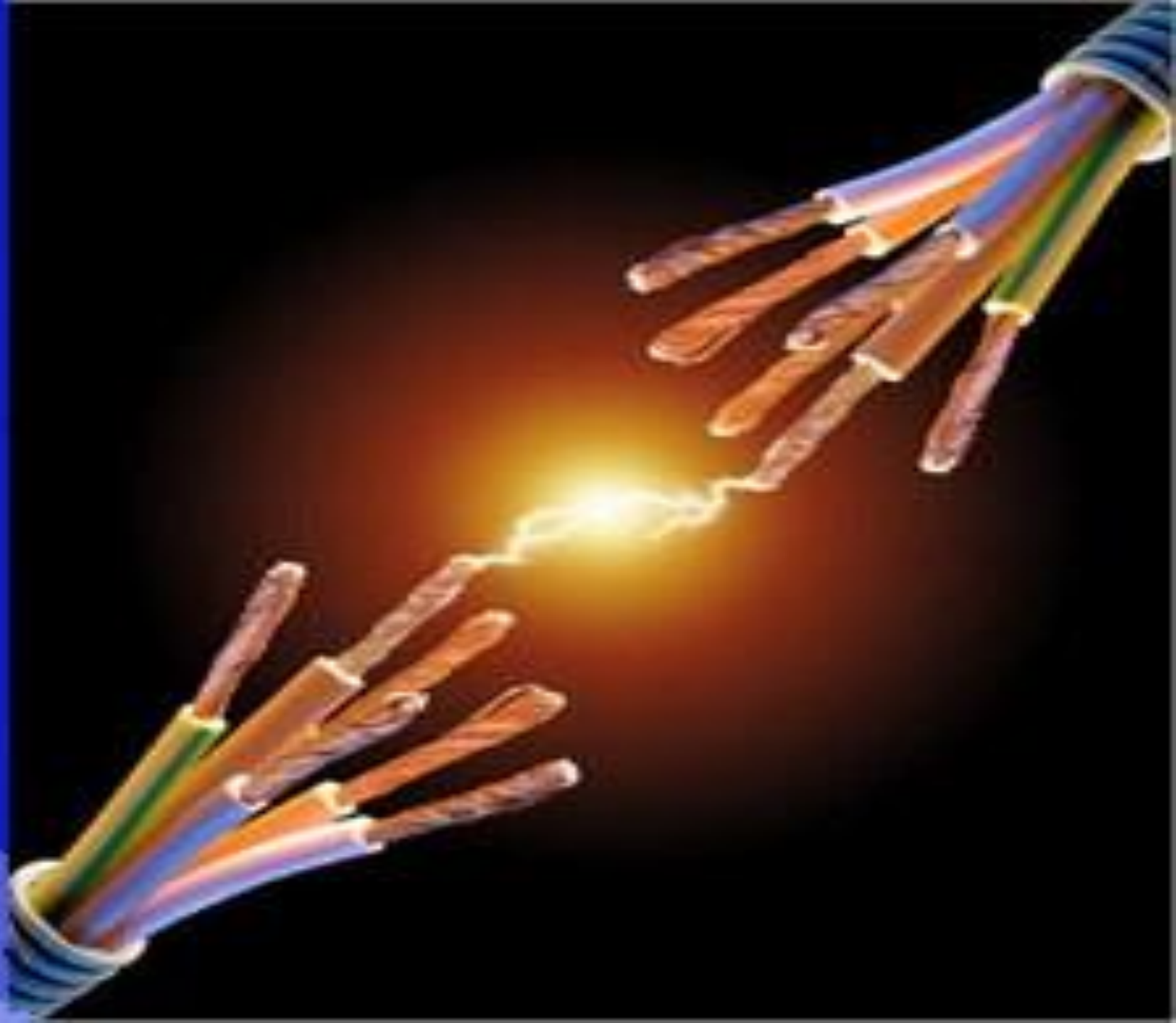


**Finolex**

Cables Limited

XCEEDS  
EXPECTATIONS

**Q3 FY 2023  
Financial Performance**





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Our Key Figure-  
Q3 FY 23

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## Finolex in Numbers



**5**

Manufacturing sites



**26**

Depots



**5,000**

Channel Partners



**1,50,000**

Retailers



**1,589**

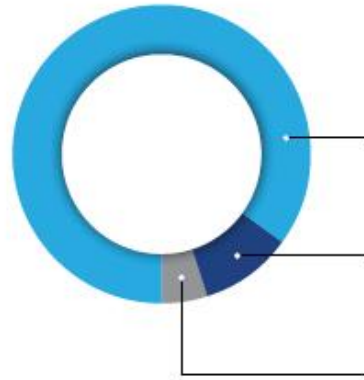
Employees



**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.

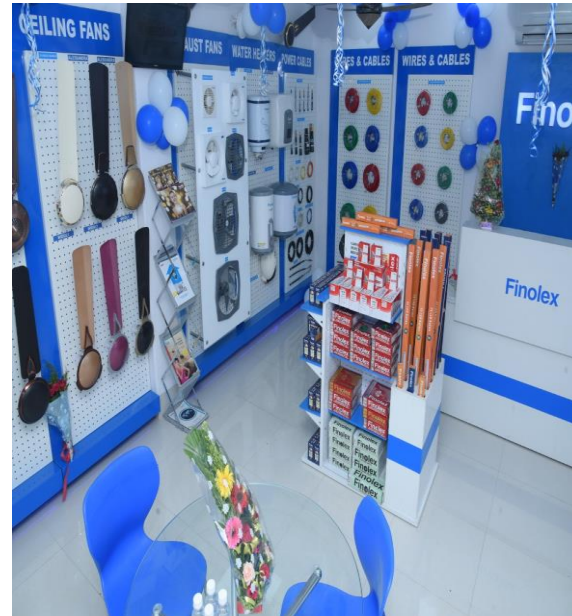
### Manufacturing Excellence

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





# DRIVING STRONGER IMPACT IN OUR COMMUNITIES



As a responsible corporate, we endeavour to achieve holistic development of the communities in which we operate and improve the livelihoods of the marginalized and vulnerable sections. Our dedication to creating value for stakeholders is evident in our meaningful and purposeful community development projects.



# Our Upcoming Product Launch: Crease Free - Stress Free

## Finolex

XCEEDS XPECTATIONS

Step into the world of wrinkle-free clothes with **crease-free irons.**



Temperature Control



360° Cord Swivel Movement



Fast & Powerful Crease Removal



Alluring Design



Suitable For Multiple Fabric Types



Non-stick Coating



Horizontal and Vertical Steam Burst



Self-clean Function

[/finolexcables](#) [/finolexcables](#) [/finolex\\_cables](#) | [www.finolex.com](http://www.finolex.com)

\*The product and features illustrated on this carton may vary slightly from the actual product owing to continued product improvements.  
\*These features may vary from product to product.

# No Stress. Finolex

# Key Highlights

## Top Line (Revenue)

**Q3 FY 23 : 1,150 Crore**

↑ 18% Y-o-Y

↑ 6% Q-o-Q

**FY23: 3257 Crore**

↑ 26% Y-o-Y

## Operating (EBITDA)

**Q3 F Y 23 :174 Crore**

↑ 37% Y-o-Y

↓ (12)% Q-o-Q

**FY23: 504 Crore**

↑ 17% Y-o-Y

## Profitability (PAT)

**Q3 FY 23 : 135 Crore**

↑ 42% Y-o-Y

↓ (1)% Q-o-Q

**FY23: 367 Crore**

↑ 22% Y-o-Y



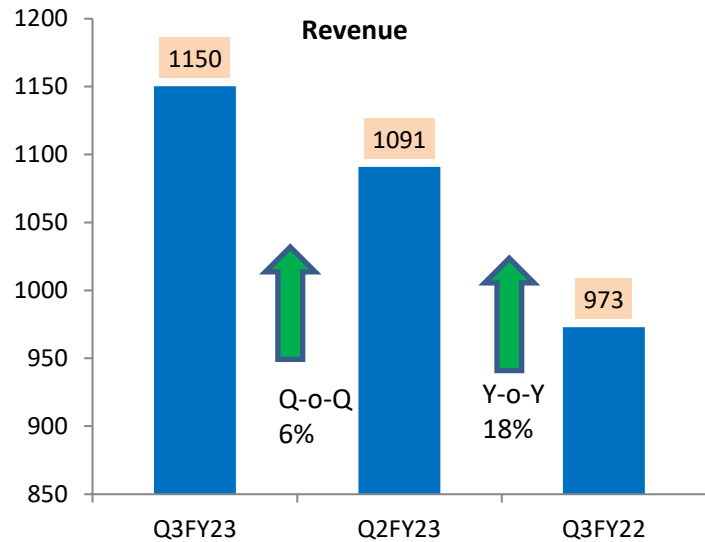
Quarter 2 EBITDA includes Annual Dividend Income from Associate Company Rs. 80.39 Crore.



# Key Highlights-Q3FY23

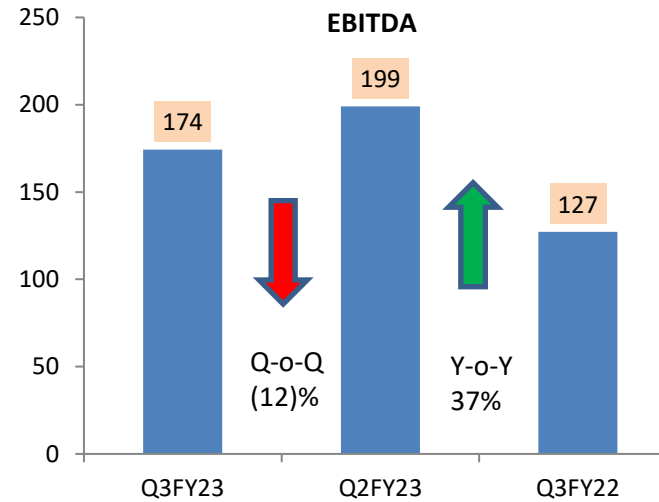
## REVENUE

(Rs. In Crore)



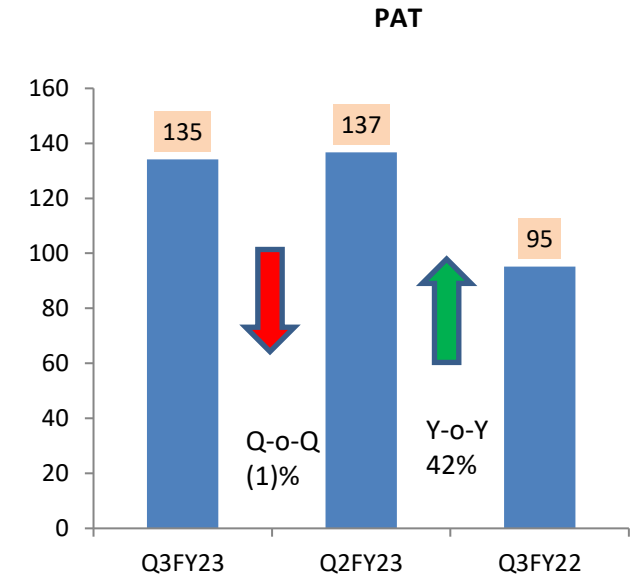
## EBITDA

(Rs. In Crore)  
(% Margin)



## PAT

(Rs. In Crore)  
(% Margin)



- During Q3, product sales amounted to Rs.1150 Crore against Rs.973 Crore for the corresponding period of the Previous Year - an increase of 18% in revenue. Sequential revenue increase was 6%.
- Focus on improving distribution network is ongoing; results visible in larger geographical coverage and improving wallet share.
- EBITDA margins returning to normalcy – 15%.
- PAT at Rs. 135 Crore – improvement of 42% YoY.

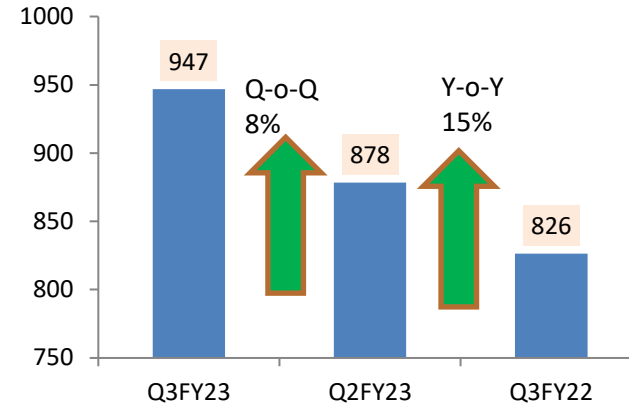
# Electrical Cables

- Revenue increase led by volume increase – 24% in wires.
- Revenue improved by 8% Q-o-Q and 14% increase against previous Y-o-Y level.
- Distribution push beginning to contribute to revenue share improvement.
- Profitability returning to normalcy at 14%.

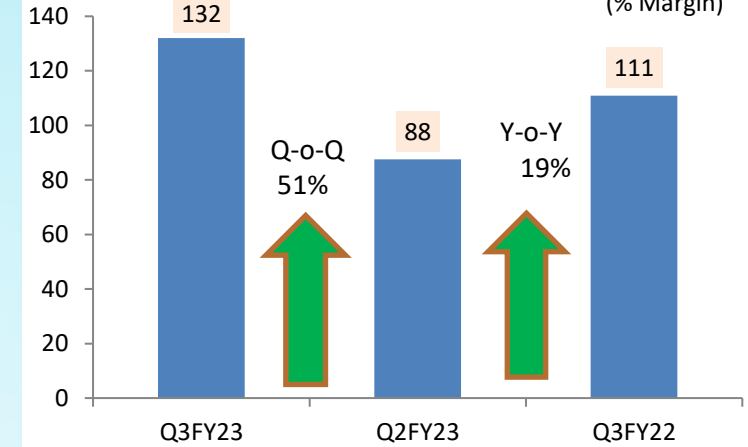


## Q3 FY23

### REVENUE (Rs. In Crore)

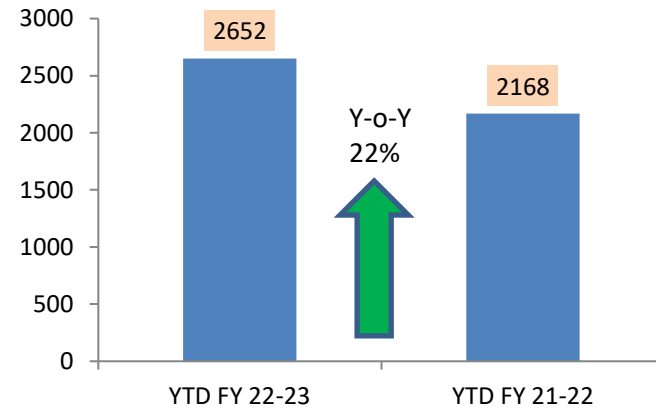


### EBIT (Rs. In Crore) (% Margin)

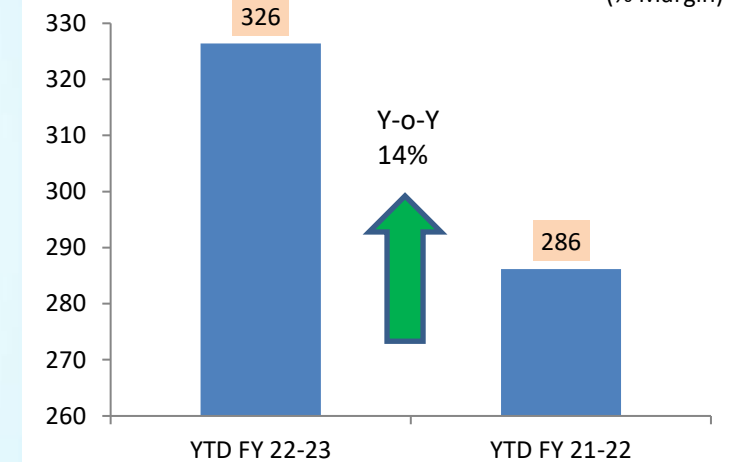


## YTD DEC FY23

### REVENUE (Rs. In Crore)



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

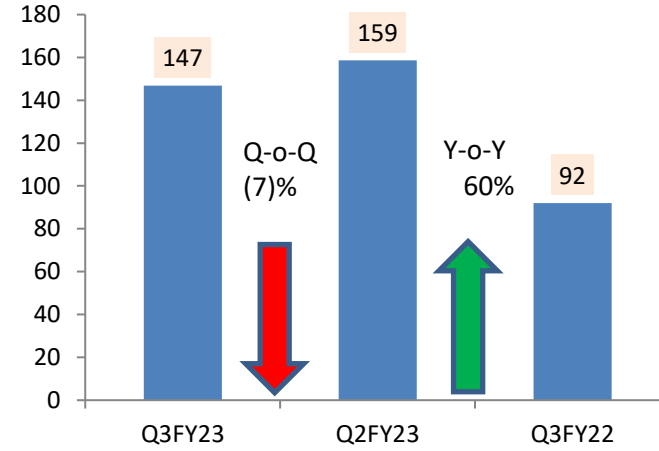


# Communication Cables

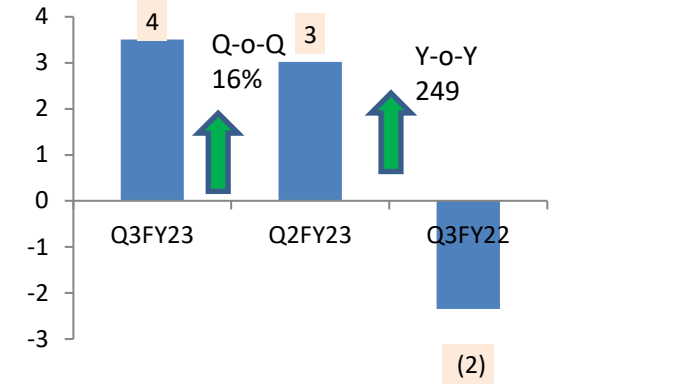
- Most product lines showed volume expansion.
- Volume of metal-based products improved by 27% during the quarter and Optic Fiber cable volume grew by over 70%.
- Return to profitability.

## Q3 FY23

### REVENUE (Rs. In Crore)

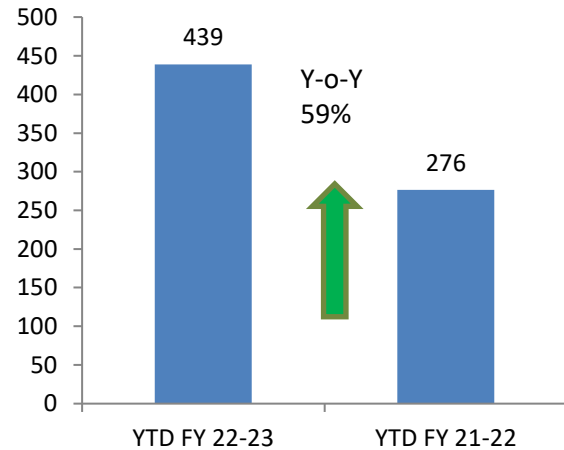


### EBIT (Rs. In Crore) (% Margin)

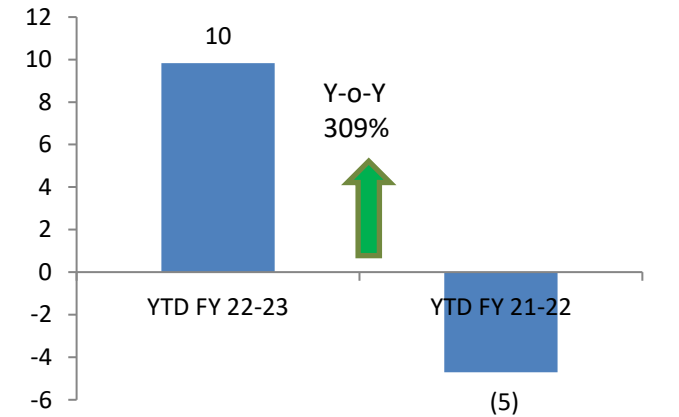


## YTD DEC FY23

### REVENUE (Rs. In Crore)



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

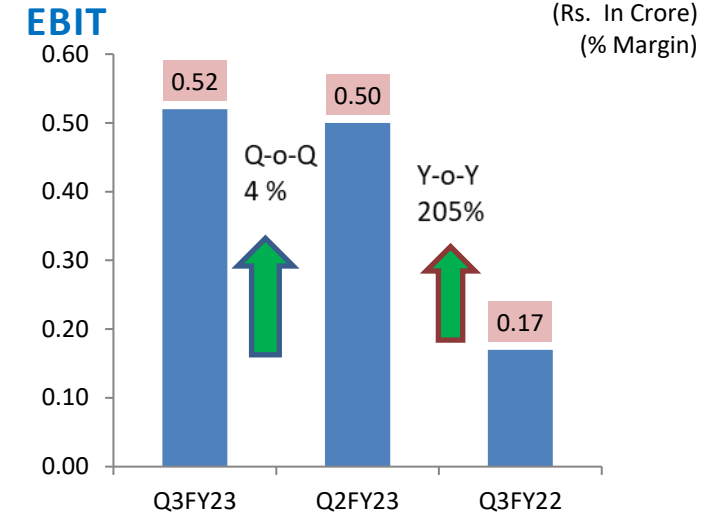
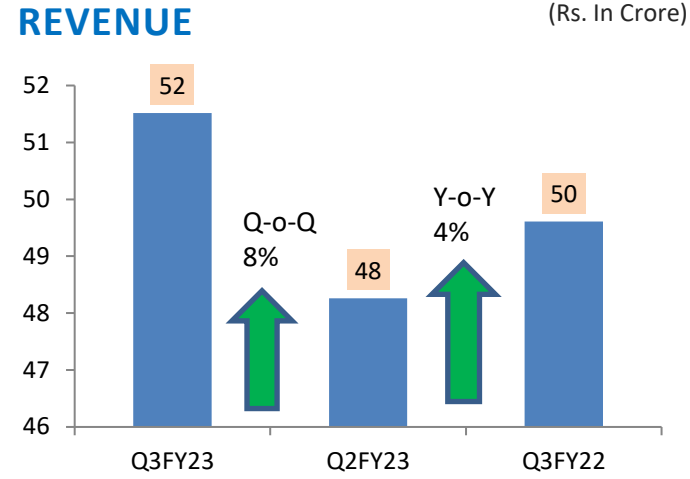


# Others

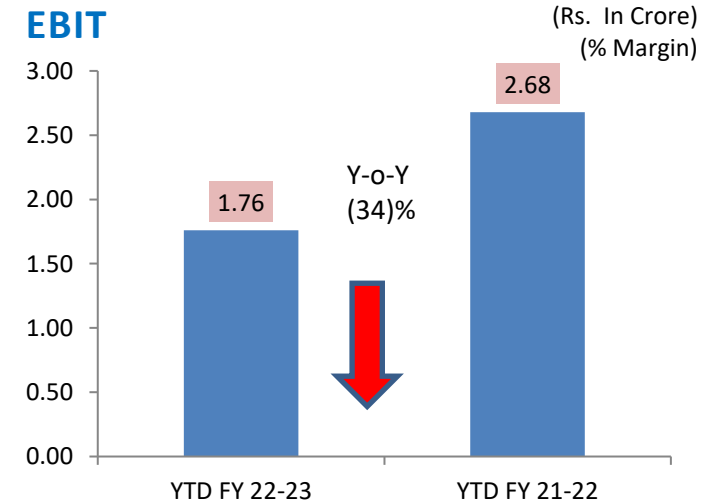
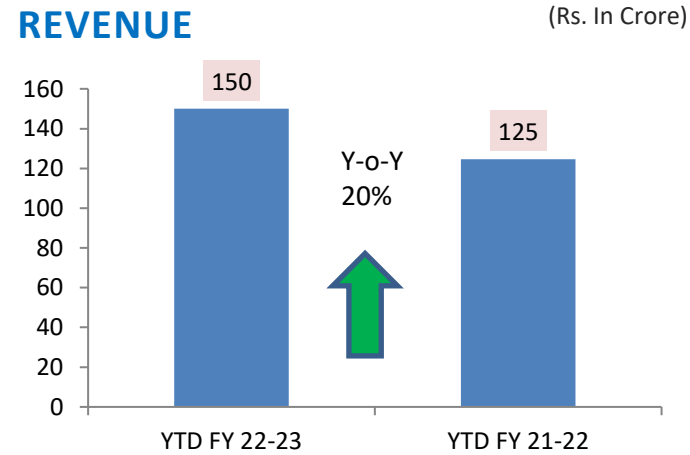
- Continued focus on distribution network; improvement in geographical coverage and increasing wallet share from retailers.
- Volume growth in new products within the FMEG sector was generally affected by inflationary pressure as well as subdued consumer sentiment as well as destocking in the case Fans due to expected changes in BEE Norms.



## Q3 FY23



## H1 FY23





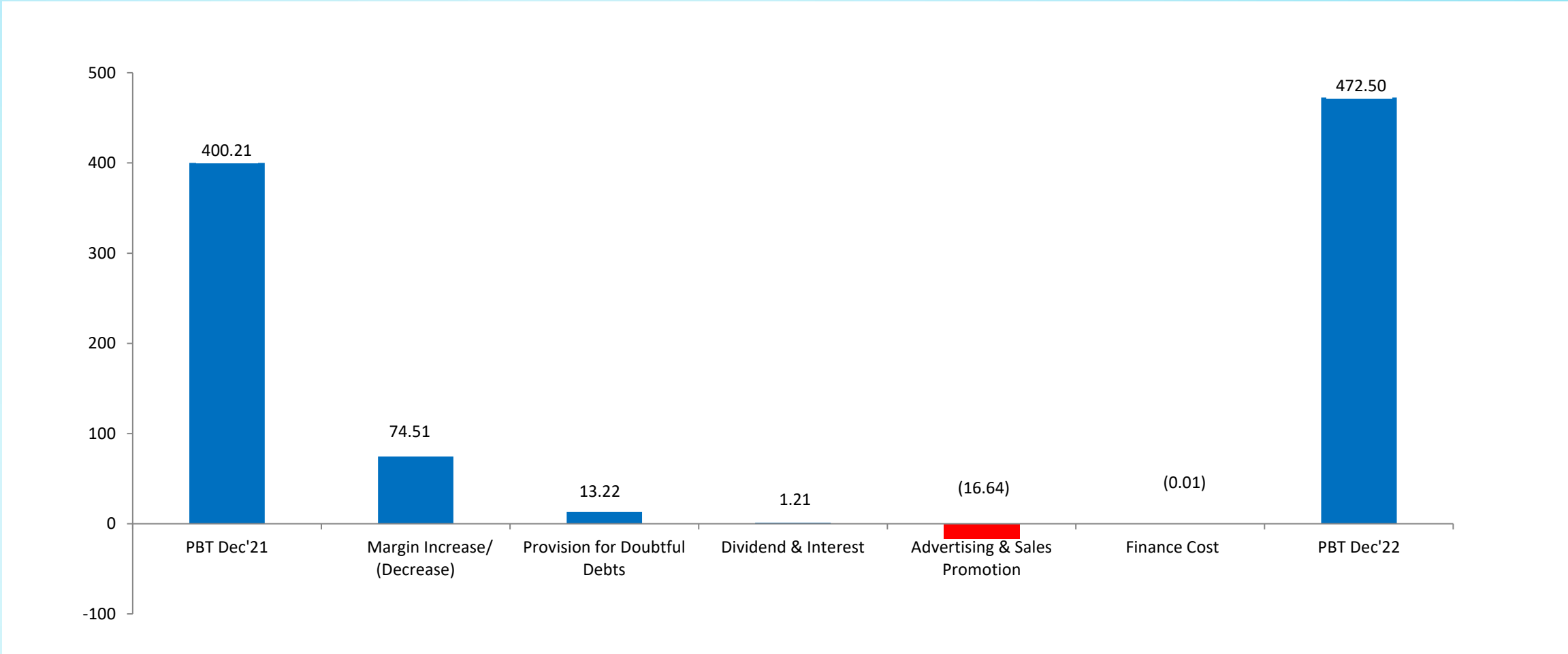
# Financial Statements



# Standalone Statement of Profit and Loss Statement

Particulars		Quarterly						Year to Date			
		Q3FY23	%	Q2FY23	%	Q3FY22	%	YTD 23	%	YTD 22	%
	Revenue from Operations	1,150.31	97%	1,090.83	91%	972.95	98%	3,256.79	95%	2,581.29	95%
	Other Income	32.98	3%	106.17	9%	18.59	2%	156.31	5%	131.86	5%
<b>Total Income (I+II)</b>		<b>1,183.29</b>	<b>100%</b>	<b>1,197.00</b>	<b>100%</b>	<b>991.54</b>	<b>100%</b>	<b>3,413.10</b>	<b>100%</b>	<b>2,713.15</b>	<b>100%</b>
<b>Expenses</b>											
	Cost of material consumed	904.42	76%	743.90	62%	769.75	78%	2,520.08	74%	1,916.83	71%
	Purchase of stock-in-trade	15.82	1%	20.47	2%	25.08	3%	60.71	2%	69.14	3%
	Changes in inventories of finished goods, stock-in-trade and work in progress	(27.58)	-2%	121.74	10%	(31.25)	-3%	0.28	0%	19.60	1%
	Employee benefits expense	42.13	4%	40.48	3%	39.95	4%	123.38	4%	112.92	4%
	Finance costs	0.13	0%	0.13	0%	0.09	0%	0.39	0%	0.38	0%
	Depreciation and amortization expense	11.20	1%	10.69	1%	10.05	1%	31.26	1%	29.87	1%
	Other expenses	74.23	6%	71.36	6%	60.72	6%	204.50	6%	164.20	6%
<b>Total Expenses (IV)</b>		<b>1,020.35</b>	<b>86%</b>	<b>1,008.77</b>	<b>84%</b>	<b>874.39</b>	<b>88%</b>	<b>2,940.60</b>	<b>86%</b>	<b>2,312.94</b>	<b>85%</b>
<b>Profit before tax (III-IV)</b>		<b>162.94</b>	<b>14%</b>	<b>188.23</b>	<b>16%</b>	<b>117.15</b>	<b>12%</b>	<b>472.50</b>	<b>14%</b>	<b>400.21</b>	<b>15%</b>
<b>Tax expense</b>											
	(1) Current tax	33.42	3%	45.36	4%	24.22	2%	105.95	3%	104.38	4%
	(2) Deferred tax charge/(credit)	(5.35)	0%	6.15	1%	(2.27)	0%	(0.61)	0%	(4.18)	0%
<b>Total Tax</b>		<b>28.07</b>	<b>2%</b>	<b>51.51</b>	<b>4%</b>	<b>21.95</b>	<b>2%</b>	<b>105.34</b>	<b>3%</b>	<b>100.20</b>	<b>4%</b>
<b>Profit for the year (V-VI)</b>		<b>134.87</b>	<b>11%</b>	<b>136.72</b>	<b>11%</b>	<b>95.20</b>	<b>10%</b>	<b>367.16</b>	<b>11%</b>	<b>300.01</b>	<b>11%</b>

# Profit Bridge YTD Dec'22 VS Dec'21



# Standalone Statement of assets and Liabilities

			Note	As at	As at				Note	As at	As at
			No.	31st Dec 2022	31st March 2022				No.	31st Dec 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	419.68	369.66	(a)	Equity Share Capital	16	30.59	30.59		
(b)	Capital Work-in-Progress	3.1	25.53	86.77	(b)	Other Equity	17	3,525.07	3,233.20		
(c)	Intangible Assets	4	1.49	0.27		<b>Total equity</b>		<b>3,555.66</b>	<b>3,263.79</b>		
(d)	Right of use Asset	5	11.73	10.25		<b>LIABILITIES</b>					
(e)	Financial Assets					<b>NON CURRENT LIABILITIES</b>					
	i) Investment in Associate and Joint Ventures	6	196.31	201.53	(a)	Financial Liabilities					
	ii) Other Investments	7	107.81	91.6		i) Borrowings NC	18	0.28	0.28		
	iii) Other Financial Assets	9	4.76	4.33		ii) Lease Liabilities NC	5	7.17	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	22.33	19.37	(c)	Deferred Tax Liabilities ( Net)	20	26.39	26.14		
	<b>Total Non Current Assets</b>		<b>810.42</b>	<b>802.92</b>		<b>Total Non Current Liabilities</b>		<b>44.2</b>	<b>42.74</b>		
	<b>CURRENT ASSETS</b>						<b>CURRENT LIABILITIES</b>				
(a)	Inventories	11	638.8	653.11	(a)	Financial Liabilities					
(b)	Financial Assets					(i) Borrowings	18	0.03	0.03		
	i) Investments	8	1327.37	827.32		(ii) Lease Liabilities C	5	2.85	2.14		
	ii) Trade Receivables	12	189.51	177.15		(iii) Trade Payables					
	iii) Cash and Cash Equivalents	13	58.63	32.39		(a) Total Outstanding Dues of micro enterprises and small enterprises	21	17.67	16.29		
	iv) Other Bank balances	14	6.26	5.55		(b) Total Outstanding Dues of Creditors other than micro enterprises and small enterprises	21	185.15	173.76		
	v) Other Financial Assets	9	861.24	1057.14		(iv) Other Financial Liabilities	22	4.22	4.29		
(c)	Other Current Assets	15	20.94	44.6	(b)	Other Current Liabilities	23	55.8	68.02		
					(c)	Provisions	19	8.13	5.08		
					(d)	Current tax Liabilities (net)		39.46	24.04		
						<b>Total Current Liabilities</b>		<b>313.31</b>	<b>293.65</b>		
	<b>Total Current Assets</b>		<b>3102.75</b>	<b>2797.26</b>		<b>TOTAL LIABILITY</b>		<b>357.51</b>	<b>336.39</b>		
	<b>TOTAL ASSETS</b>		<b>3913.17</b>	<b>3600.18</b>		<b>TOTAL EQUITY AND LIABILITIES</b>		<b>3,913.17</b>	<b>3,600.18</b>		

See accompanying notes to the Standalone Financial Statements

# Shareholding Pattern



# Other Financial Metrics:-

## Working Capital in days

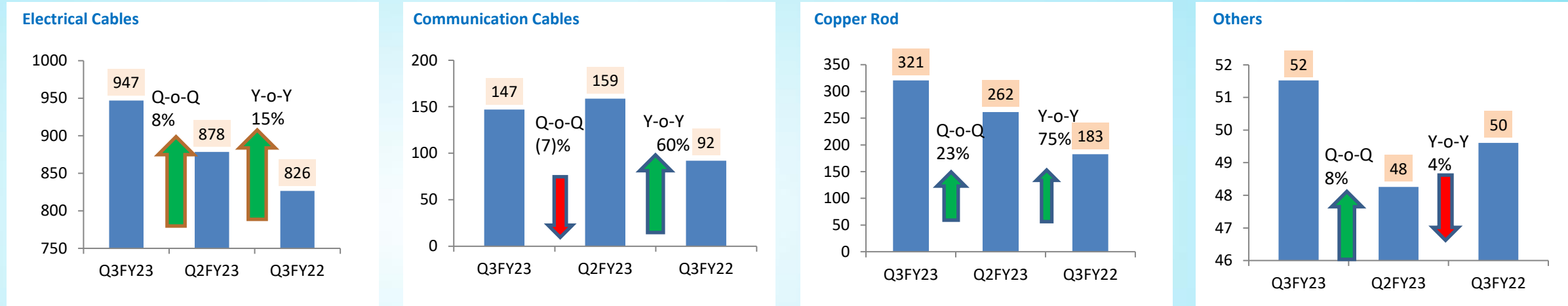
Particulars	Q3 FY23	Q2 FY23	Q3 FY22
Receivable Days	15	19	18
Payable Days	21	19	19
Inventory Days	64	64	83
Net working Capital	41	55	43

## Other Income:

Particulars	Q3 FY23	Q2 FY23	Q3 FY22
(a) Interest Income	13.10	11.28	12.21
(b) Dividend Income	0.11	80.80	0.04
(c) Net gain/(loss) on investments classified at FVTPL	18.95	14.06	5.34
(d) Exchange gain/(losses) on translation of Assets and Liabilities	0.19	(0.46)	0.05
(e) Others	0.60	0.49	0.93
<b>Total</b>	<b>32.95</b>	<b>106.17</b>	<b>18.57</b>

# 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



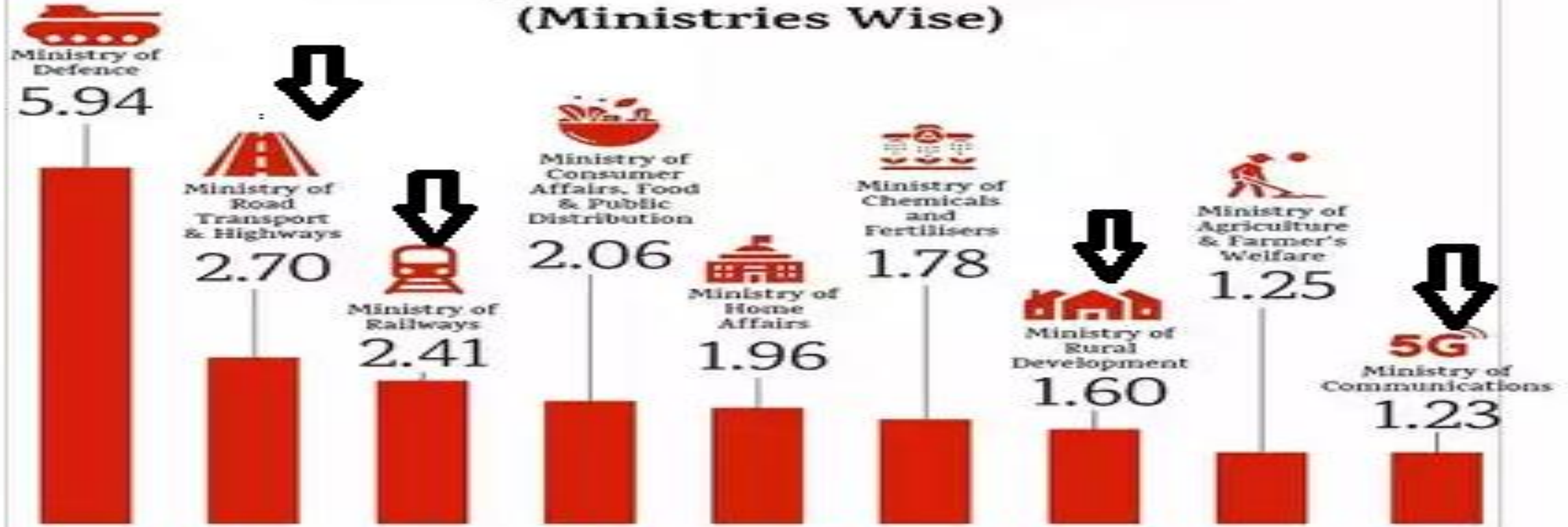


**Union Budget  
2022-2023  
Potential Business  
Opportunity**





# Budget Allocations (Ministries Wise)



₹ in Lakh Crore

# Union budget direct benefits to various segment of Finolex Cables Ltd

## Economic Stimulants

The Finance Minister forecasts 7% economic growth for fiscal years 2023-24. More development would be seen across the country with a planned capital expenditure of Rs 10 lakh crore, a Y-o-Y increase of 33%, attracting more investors. This would improve cash liquidity in the market, benefiting the real estate sector. This changes will leads to development in infrastructure housing sector, Smart city projects, Metros & Telecommunication sector (5G). This is really a great opportunity for FCL to grow demand of various cables and other products.

### Focus on growth of Green infrastructure & Real Estate Development

The Union Budget 2023-24 includes a Rs 79,000 crore commitment for PMAY houses. This represents a 66 percent increase over the previous year. The funds will be used to expand the supply of low-cost housing under the Pradhan Mantri Awas Yojana. The finance minister emphasised development and urban planning in Tier 2 and Tier 3 cities in this year's Budget. With a focus on sustainable and planned development, the housing sector could benefit.

Above policy changes would lead to an increase in demand for affordable housing which in turn increase in demand for electrical cable.

### Infrastructure Development in Metro

The government had allotted Rs 19,518 crore to all metro projects around India in the Union Budget 2023-24.

Above policy changes facilitated increase in demand for our various types of electrical cable as well as HT & LT Cable.

### Vehicle Replacement Policy

Vehicle replacement allocated funds for scrapping old vehicles owned by the central government, and will also provide support to states in replacing their old vehicles and state ambulance.

Above policy will generate higher demand for auto cable.

### Government to set up 100 5G labs to develop new apps

The Government proposes to set up 100 labs for developing applications using 5G services in various engineering institutions across the country. Three Centers of Excellence for AI will also be set up. These measures will realize a new range of opportunities, business models, and employment potential.

Above policy changes facilitated increase in demand for our optic fiber cables.

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

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Pune - 411 018.

**Tel.:** +91-20-27475963

**CIN:** L31300MH1967PLC016531

