



Finolex
Cables Limited
AN IS/ISO 9001 COMPANY

FCL:SEC:SE:19:179
21st August, 2019

BSE Limited
National Stock Exchange of India Ltd
Luxembourg Stock Exchange

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

Dear Sirs,

Sub: Conference Call organized for 21st August 2019

We refer our earlier letter Ref.No. FCL:SEC:SE:19:177 dated 19th August, 2019 and enclose a copy of presentation to be made by the Company who will be represented by Mr D K Chhabria, Executive Chairman and Mr Mahesh Viswanathan, Deputy Managing Director & Chief Financial Officer during the said Conference call to be held at 3.00 p.m. on Wednesday, 21st August, 2019.

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.



Finolex Cables Limited

Earnings Presentation
August 2019

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TABLE OF CONTENT

Executive Summary	4
Company Overview	6
Category & Product Portfolio	9
Key Management	13
Timeline	14
Geographical Footprint	16
SWOT Analysis	17
Financial Overview	20
Capital Market Data	31



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

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

- 800 distributors
- 4000+ dealers
- 30000+ retailers
- Launched our own e-retail site

FY19 Financial (Cr)

Revenue

3199.62

EBITDA

573.33

PAT

344.09

EPS

22.50





COMPANY OVERVIEW

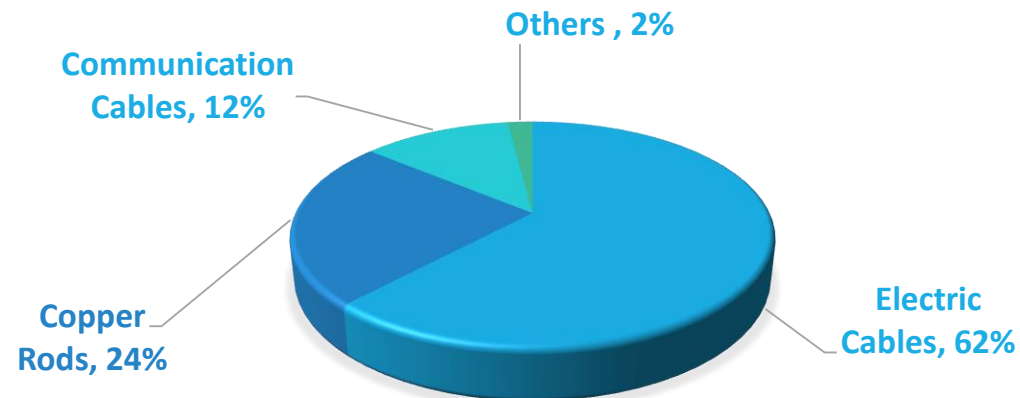
Premium Player – Cables and Wires Industry

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 80% of the company's revenues and offers a wide range of products in each of the segments
- The company managed to report 80.91% in electrical W&C segment.

Communication Cables

- Revenues growth was led by ramp up of its communication cables business.
- Rising volume of mobile data traffic coupled with government's thrust on digitization has led to a surge in demand.
- OFCs accounts for 70% of communication cables and is largely B2B business.
- Finolex is increasing its OFC capacity to 60% as its current unit is operating close to capacity.



Emerging Player - FMEG

- 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 10% y-o-y each in FY19
- 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 and is using asset light model.



Category & Product Portfolios

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

• Electrical Cables



- 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



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
-------	-----------------	--------------

- **Copper Rods Electrical Switches Lamps**



- 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



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

- **Electrical Fans**



- Ceiling Fans, Portable Fans, Exhaust Fans



For use in domestic, commercial and industrial environment



- Miniature Circuit Breakers (MCB), Residual Current Circuit Breakers (RCCB), Moulded Current Circuit Breakers (MCCB) and Distribution Boxes



For use in voltage surge protection and safety applications in domestic and commercial environment

- **Water Heaters**



- Instant and Storage Water Heaters



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



Mr. Deepak Chhabria, Executive Chairman

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, Deputy Managing Director and Chief Financial Officer

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

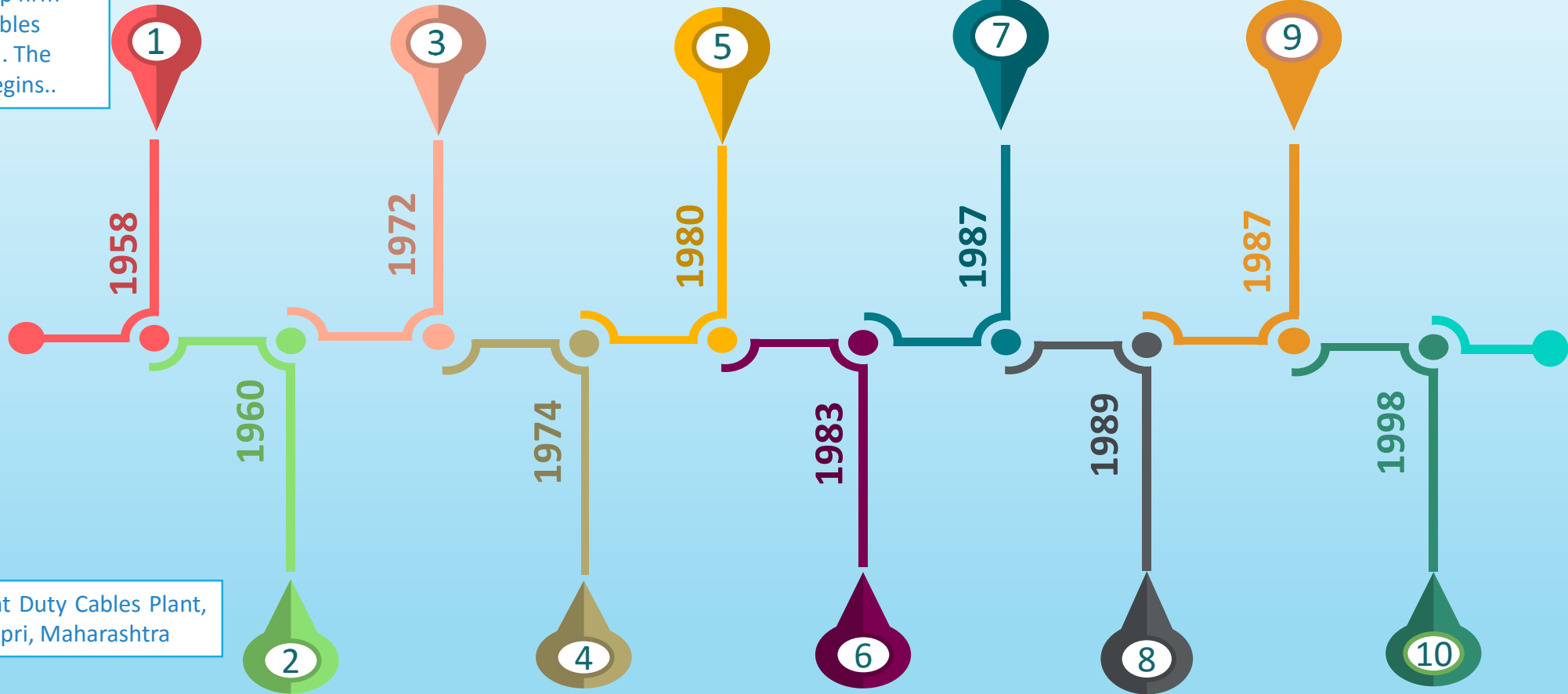
Light Duty Cables Plant, Pimpri, Maharashtra

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)



1958

1

1960

2

1972

3

1974

4

1980

5

1983

6

1987

7

1989

8

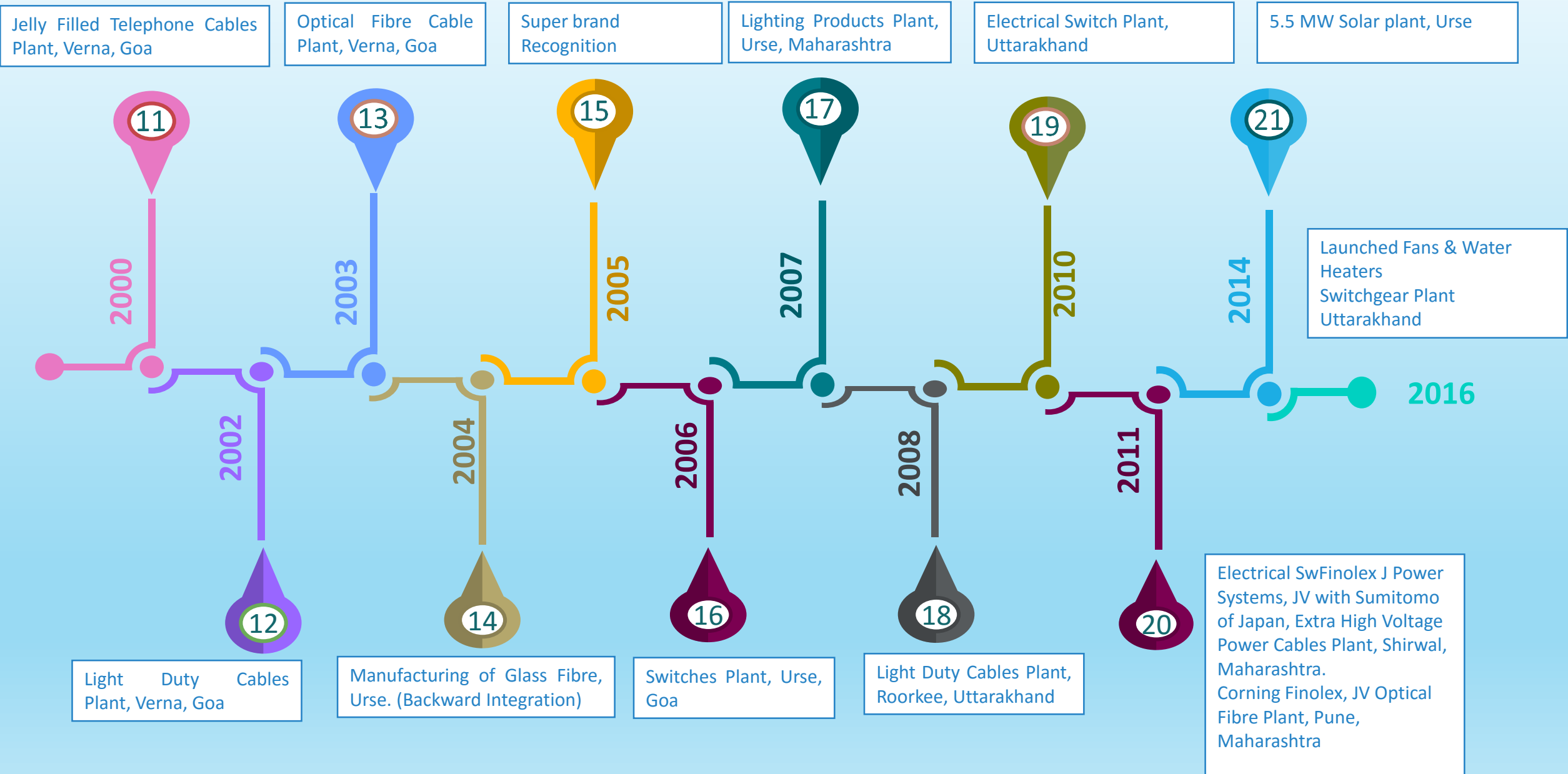
1987

9

1998

10

Timeline



GEOGRAPHICAL FOOTPRINT

6

Manufacturing Plants

28

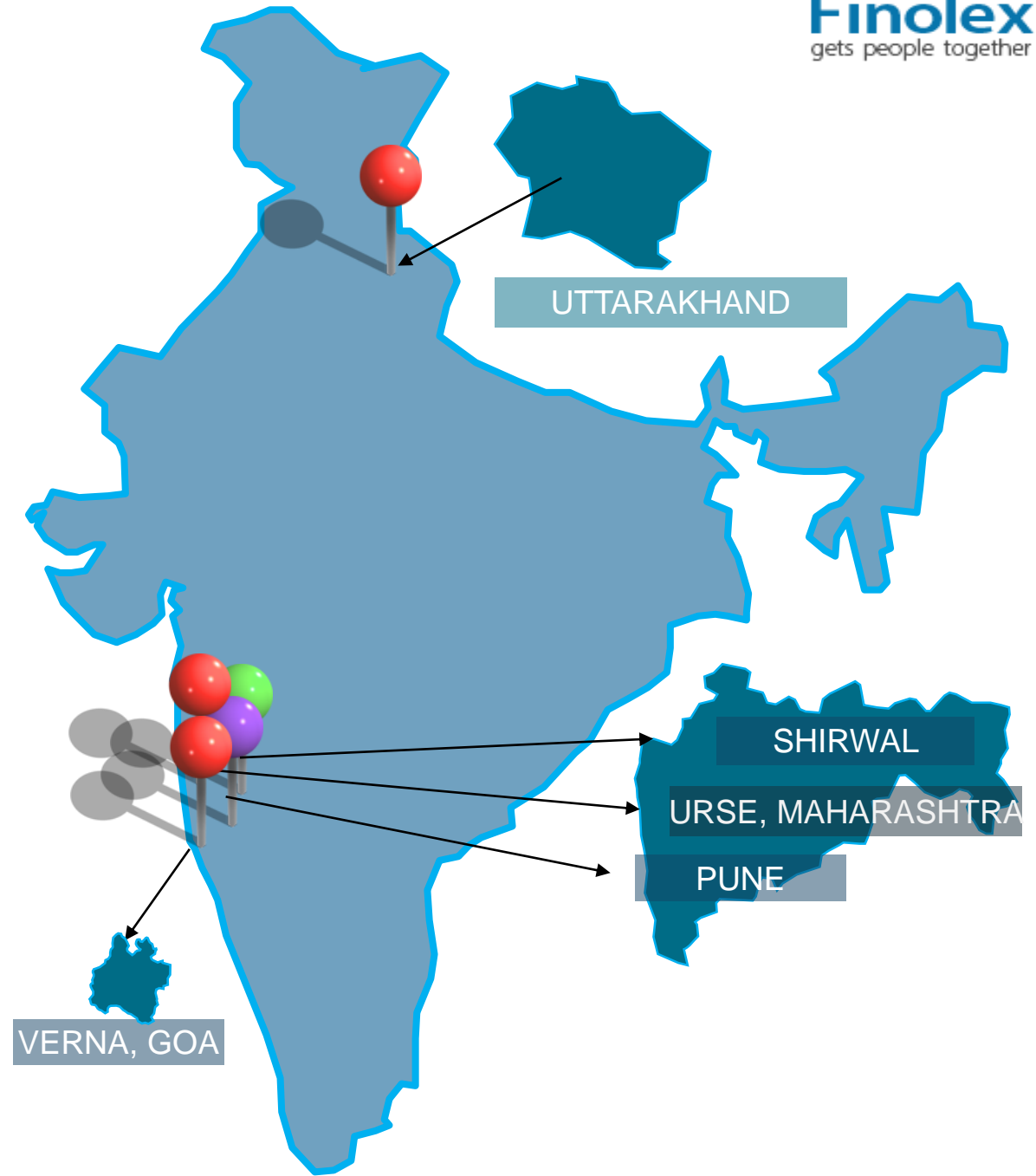
Depots

4000+

Channel Partners

30000+

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
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 at 75% except Ponda Goa

FINANCIAL OVERVIEW



Q1FY20 – Operational Highlights

- Revenue**

- Revenue registered a modest Y-o-Y growth of 2.1 %

- Volume**

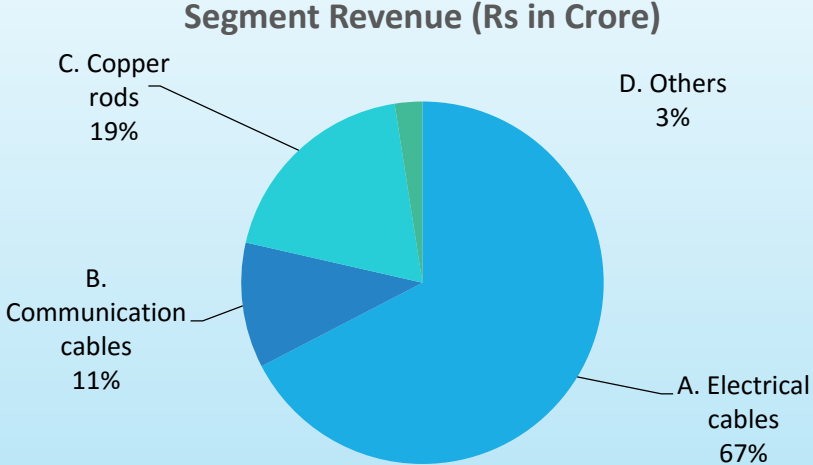
- Electrical Cable Volume registered a Y-o-Y growth of 3% led primarily by agricultural applications. Slowdown in construction reflected by lower volumes in building wires

- OFC volumes declined due to fall in both government spending as well as private telecom companies.

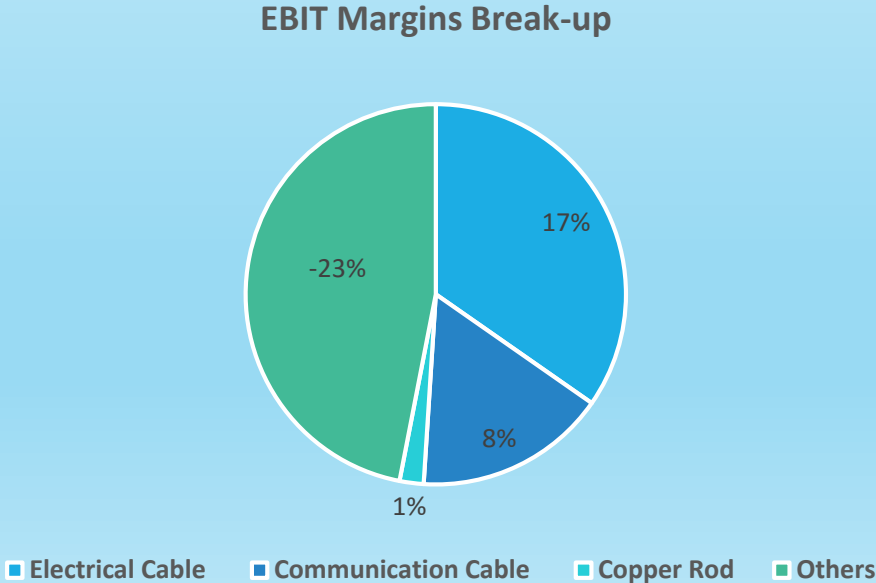
- Profitability**

PAT was lower by 10% to Rs 81.57 crore as against Rs 90.34 crore in Q1 FY 19 due to higher spend on advertisement & distribution initiatives

Q1FY20- Segmental Revenue Break-up

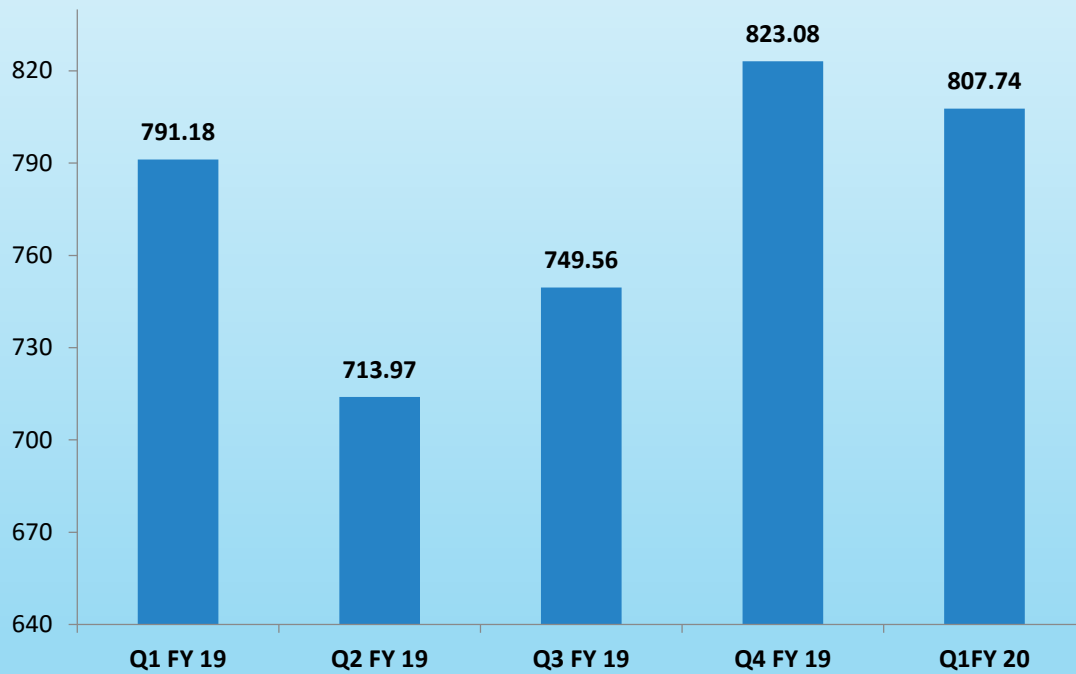


Segmental EBIT Margin Break-up

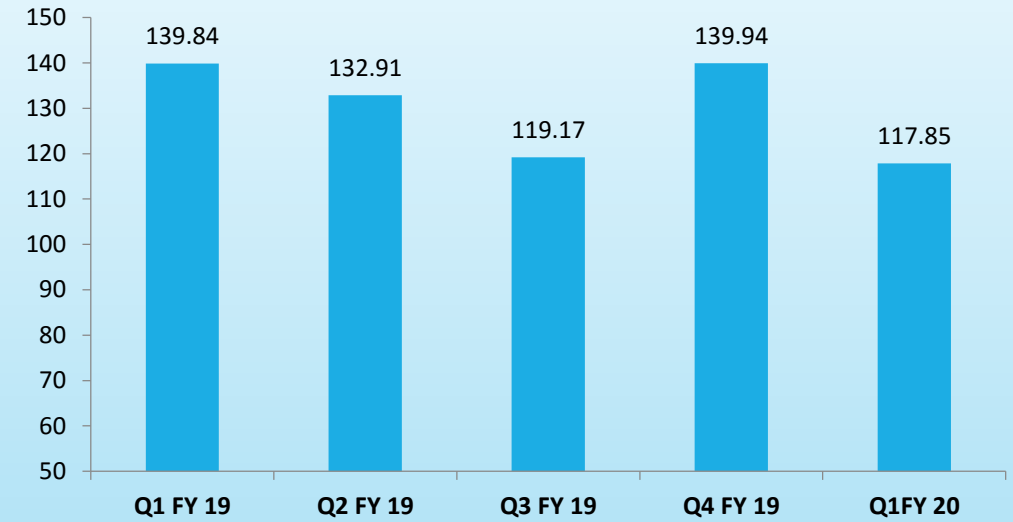


Q1FY20 – Financial Snapshot

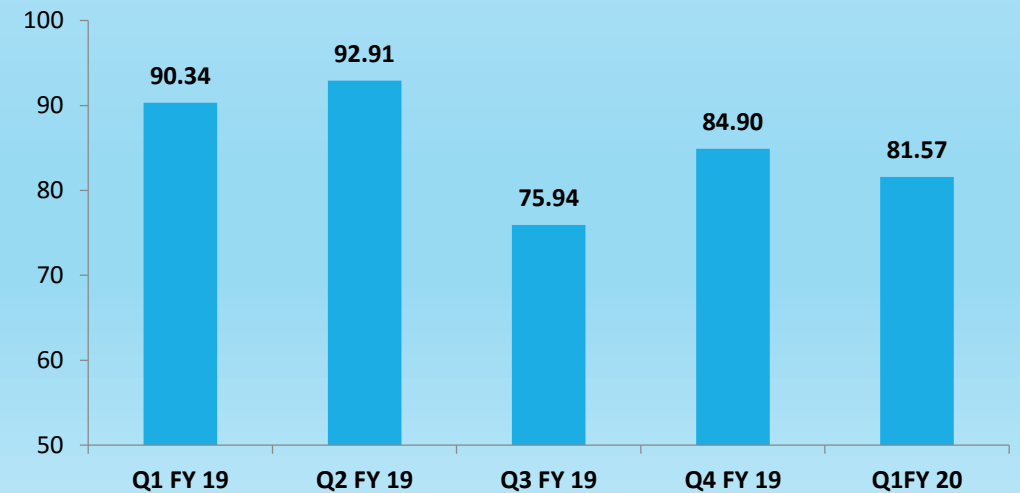
Revenue (Rs in Crore)



PBT (Rs in Crore)



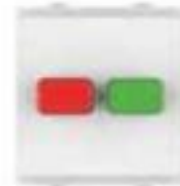
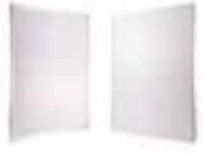
PAT (Rs in Crore)

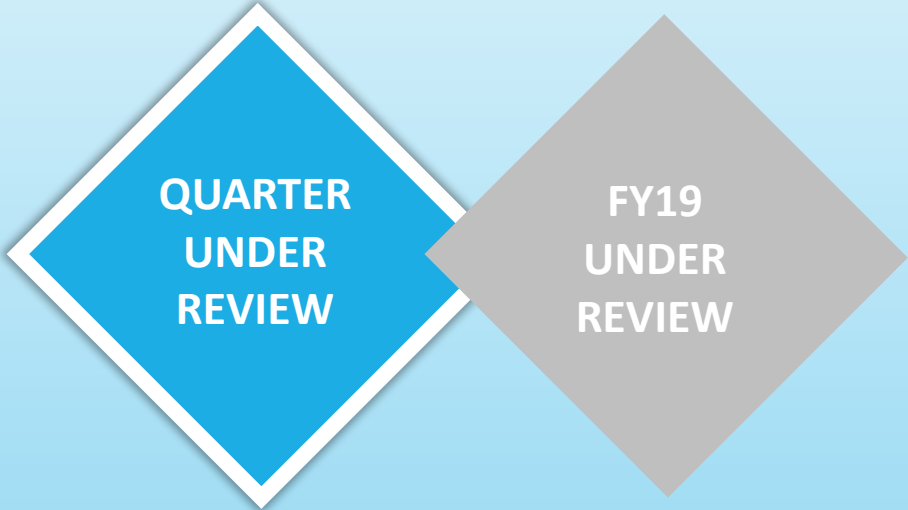


Q1FY20 – Financial Snapshot

PROFIT & LOSS - KEY INDICATORS

Profit and Loss account (Rs in Crs)	Q1 FY 19	Q2 FY 19	Q3 FY 19	Q4 FY 19	Q1FY 20
Revenue From Operations	791.18	713.97	749.56	823.08	807.74
Growth in sales (QOQ)%	-1%	-10%	5%	10%	-2%
PBT	139.84	132.91	119.17	139.94	117.85
PBT Margin (%)	18%	19%	16%	17%	15%
PAT	90.34	92.91	75.94	84.9	81.57
PBT Margin (%)	11%	13%	10%	10%	10%





Q1-FY20 KEY FINANCIAL HIGHLIGHTS

(Standalone Quarter Performance)



TELICA



KRAYER HS PEDESTAL

FAN



WIGGLE



JINGLE BOY



TORRENCE FERRATA

<p>Total Income*</p>	<ul style="list-style-type: none"> • INR 829.71 • Growth of 2.3% Y-o-Y
<p>EBITDA</p>	<ul style="list-style-type: none"> • INR 127.97 • Growth of (14.60%) Y-o-Y
<p>EBITDA Margins</p>	<ul style="list-style-type: none"> • 15.42% • Growth of (305Bps) Y-o-Y
<p>PAT</p>	<ul style="list-style-type: none"> • INR 81.57 • Growth of (9.7%) Y-o-Y
<p>PAT Margins</p>	<ul style="list-style-type: none"> • 9.83% • Growth of (131Bps) Y-o-Y
<p>Basic EPS</p>	<ul style="list-style-type: none"> • INR 5.33 • Growth of (9.8%) Y-o-Y

*Includes other income

STANDALONE FINANCIAL HIGHLIGHTS Q1-FY20 (IND-AS)

INCOME STATEMENT (INR Cr)	Q1-FY20	Q4-FY19	Q-o-Q	Q1-FY19	Y-o-Y
Total Income*	829.71	847.05	(2.0)%	811.28	2.3%
Total Expenses	701.74	696.79	0.7%	661.4	6.1%
EBITDA	127.97	150.26	(14.8)%	149.88	(14.6)%
EBITDA Margins (%)	15.42%	17.74%	(232Bps)	18.47%	(305Bps)
Depreciation	9.9	10.05	(1.5)%	9.74	1.6%
EBIT	118.07	140.21	(15.8)%	140.14	(15.7)%
EBIT Margins (%)	14.23%	16.55%	(232Bps)	17.27%	(304Bps)
Finance Cost	0.22	0.27	(18.5)%	0.3	(26.7)%
Profit Before Tax	117.85	139.94	(15.8)%	139.84	(15.7)%
Tax	36.28	55.04	(34.1)%	49.5	(26.7)%
Profit After Tax	81.57	84.9	(3.9)%	90.34	(9.7)%
PAT Margins (%)	9.83%	10.02%	(19Bps)	11.14%	(131Bps)
Other Comprehensive Income	(14.39)	8.12	(277.2)%	1.65	(972.1)%
Total Comprehensive Income	67.18	93.02	(27.8)%	91.99	(27.0)%
EPS Basic (INR)	5.33	5.55	(4.0)%	5.91	(9.8)%

LIGHTING PRODUCT



HIGHBAY



LED SLIM
PANELS ROUND



NEW LED BULB
BLISTER PACK



LED TRACK LIGHT

*Includes other income

CONSOLIDATED FINANCIAL HIGHLIGHTS Q1-FY20 (IND-AS)

INCOME STATEMENT (INR Cr)	Q1-FY20	Q4-FY19	Q-o-Q	Q1-FY19	Y-o-Y
Total Income*	829.71	847.05	(2.0)%	811.28	2.3%
Total Expenses	701.74	678.62	3.4%	661.4	6.1%
EBITDA	127.97	168.43	(24.0)%	149.88	(14.6)%
EBITDA Margins(%)	15.42%	19.88%	(446Bps)	18.47%	(305Bps)
Depreciation	9.9	10.05	(1.5)%	9.74	1.6%
EBIT	118.07	158.38	(25.5)%	140.14	(15.7)%
EBIT Margins (%)	14.23%	18.70%	(447Bps)	17.27%	(304Bps)
Finance Cost	0.22	0.27	(18.5)%	0.3	(26.7)%
Share of net Profit of an Associate & JV	20.15	27.27	(26.1)%	34.25	(41.2)%
Profit Before Tax	138	185.38	(25.6)%	174.09	(20.7)%
Tax	41.05	61.25	(33.0)%	56.84	(27.8)%
Profit After Tax	96.95	124.13	(21.9)%	117.25	(17.3)%
PAT Margins (%)	11.68%	14.65%	(297Bps)	14.45%	(277Bps)
Other Comprehensive Income	(14.9)	7.56	(297.1)%	1.33	NA
Total Comprehensive Income	82.05	131.69	-37.7%	118.58	(30.8)%
EPS Basic (INR)	6.34	8.12	(21.9)%	7.67	(17.3)%

LIGHTING PRODUCT



HIGHBAY



LED SLIM
PANELS ROUND

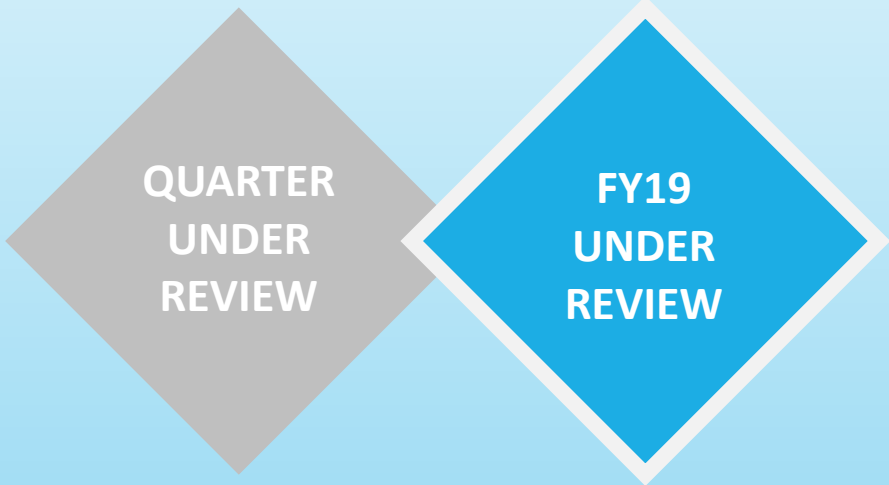


NEW LED BULB
BLISTER PACK



LED TRACK LIGHT

*Includes other income



STANDALONE FINANCIAL HIGHLIGHTS FY19 (IND-AS)

INCOME STATEMENT (INR Cr)	FY19	FY18	Y-o-Y
Total Income*	3,199.62	3,011.63	6.2%
Total Expenses	2626.29	2,461.91	6.7%
EBITDA	573.33	549.72	4.3%
EBITDA Margins (%)	17.92%	18.25%	(33Bps)
Depreciation	40.55	43.8	(7.4)%
EBIT	532.78	505.92	5.3%
EBIT Margins (%)	16.65%	16.80%	(15Bps)
Finance Cost	0.92	1.44	(36.1)%
Profit Before Tax	531.86	504.48	5.4%
Tax	187.77	146.28	28.4%
Profit After Tax	344.09	358.2	(3.9)%
PAT Margins (%)	10.75%	11.89%	(114Bps)
Other Comprehensive Income	(24.57)	13.47	(282.4)%
Total Comprehensive Income	319.52	371.67	(14.0)%
EPS Basic (INR)	22.5	23.42	(3.9)%

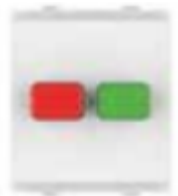
SWITCHES



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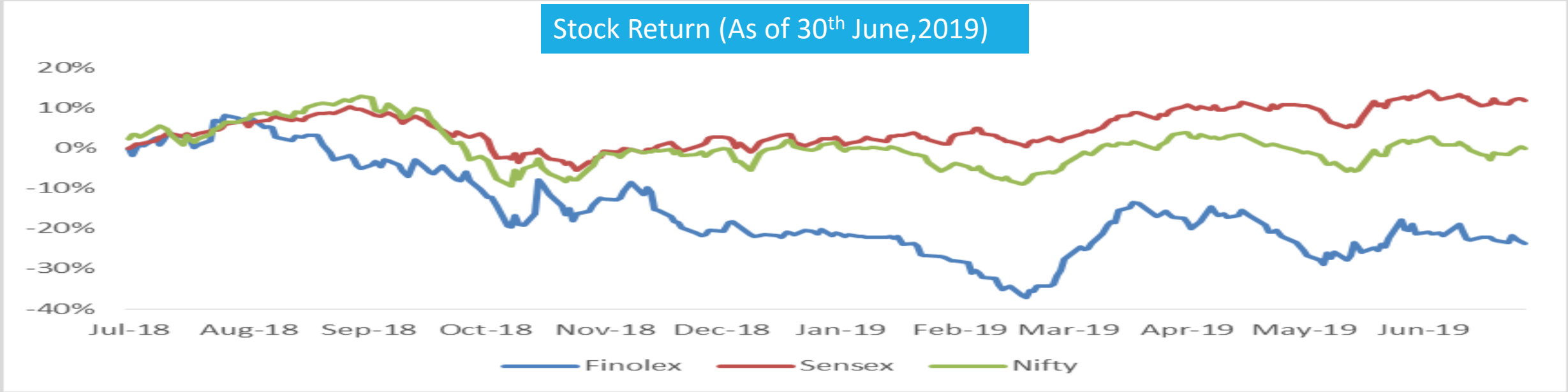
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Premium Plus Color Plates

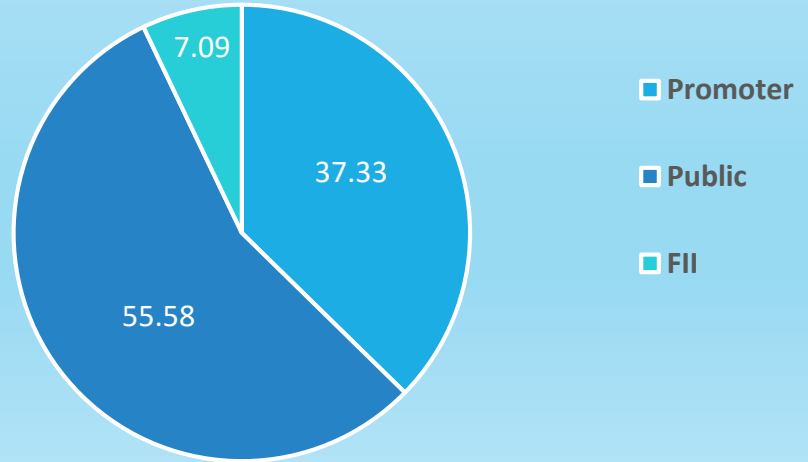
*Includes other income

Stock Return (As of 30th June, 2019)



Price Data (As on 30th June, 2019)	
Face value (INR)	2.00
Market Price (INR)	440.3
52 Week H/L (INR)	623.3/356
Market Cap (INR Cr)	67,339.2
Equity Shares Outstanding (Mn)	152.93
1 Year Avg. trading volume ('000)	79.94

Shareholding Structure (As on 30th June, 2019)





THANK YOU