



FCL:SEC:SE:PRSN:23:

21<sup>st</sup> November 2023

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	

Dear Sir/Madam,

**Sub.: Investor Presentation - Conference call with Analysts & Investors scheduled on 21<sup>st</sup> November, 2023**

**Ref.: Regulation 30 (4) read with Clause 15(a) of PART A PARA A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

In continuation to our prior intimation dated 09<sup>th</sup> November 2023 and in terms of the above referred regulation, please find enclosed a copy of the investor presentation for the quarter ended on September 30, 2023.

Please note that the said presentation will be uploaded on the website of the Company at [www.finolex.com](http://www.finolex.com)

You are requested to take the same on your records.

Thanking you,  
Yours truly,  
**For FINOLEX CABLES LIMITED**

**Gayatri Kulkarni**  
**Assistant Company Secretary**  
**& Compliance Officer**

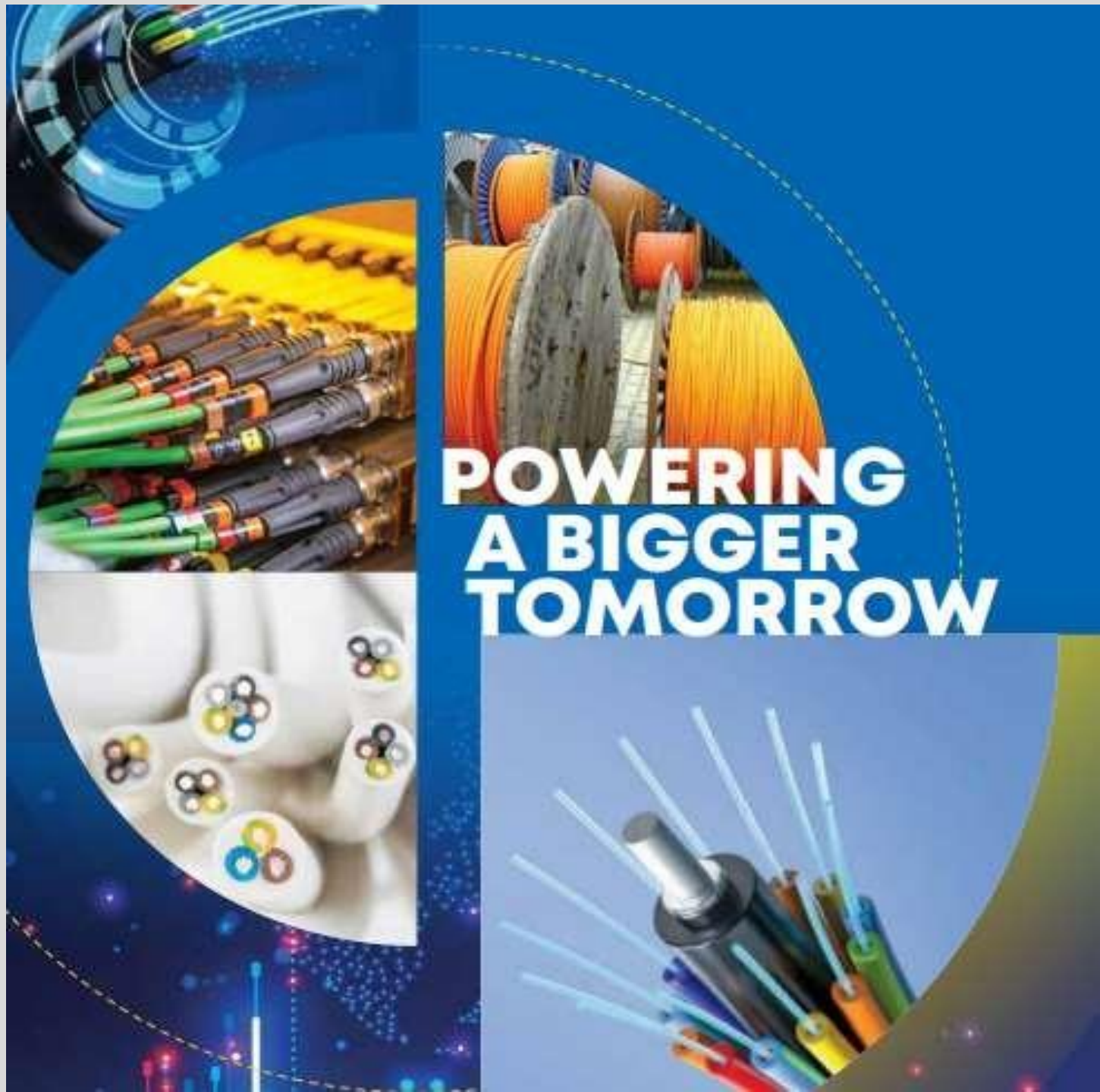
Encl.: As Above

# Finolex

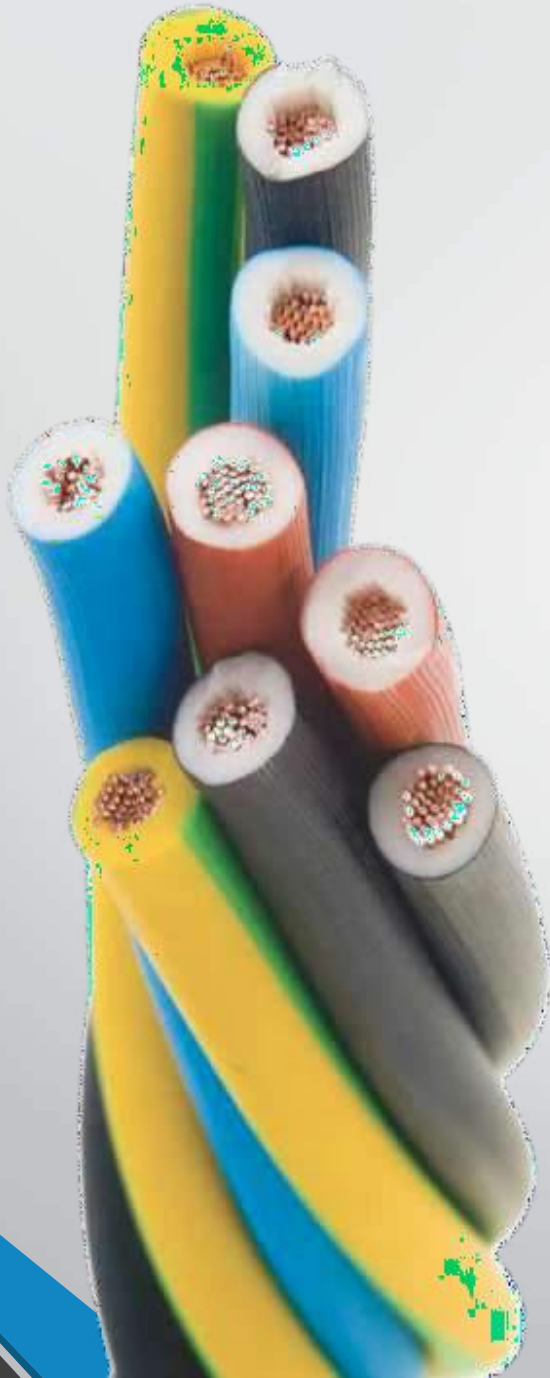
XCEEDS XPECTATIONS

Q2  
FY2024

PRESENTATION

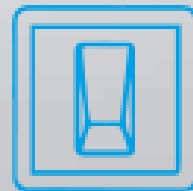


**POWERING  
A BIGGER  
TOMORROW**



Q2 FY  
2024

Earnings  
Presentation



# INDEX

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



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

# Finolex In Numbers

## OUR KEY NUMBERS

5

Manufacturing sites

26

Depots

5,000

Channel Partners

2,00,000

Retailers

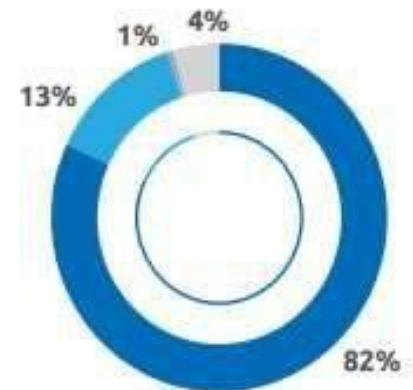
1,546

Employees

22%

Market Share in the  
organised wires industry

## Revenue break-up (as on FY 2023)



- Electrical Cables
- Communication Cables
- Copper Rods
- Other Products

# Our Key Differentiators

## EFFICIENT MANUFACTURING CAPABILITIES

Our five modern manufacturing facilities, strategically located, are equipped with the latest technology, to enable us to manufacture high-quality products and ensure timely delivery of products to our pan-India customers. We are actively expanding our existing capacities to enhance operational efficiencies and meet the growing demand.

## TECHNOLOGY PARTNERSHIPS

Our tie-ups with technology partners have helped us adapt and align our product and process capabilities to advanced technologies. Through our partnerships, we have developed innovative solutions to cater to the highly evolving Indian market segment.

## PROMINENT BRAND POSITIONING

Our customers strong trust and confidence in our commitment to quality, safety and resilience has helped us emerge as an established brand and resulted in sound growth.

## BACKWARD INTEGRATION

As part of our backward integration strategy, we manufacture compounds, copper rods, glass fibers and other raw materials in-house. It gives us greater control over raw material availability, pricing and quality, improving overall manufacturing efficiency and delivering high-quality products at affordable prices.

## DIVERSIFIED PRODUCT SUITE

As a complete electrical products company, we offer a wide array of products comprising wires, cables, lighting solutions, electrical accessories, switchgear, fans, water heaters, LAN passive components and irons to serve the various needs of our diverse customers.

## WIDESPREAD DISTRIBUTION NETWORK

Our focus on maintaining a diversified distribution network, with a specific emphasis on the FMEG sector has allowed us to deepen our market penetration and expand our customer outreach.



# Our New Launch



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## FINOTOUCH

- Remote access and control
- Voice control and smart assistants
- Customization and personalization

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## SMART DOOR LOCKS

- Convenience
- Security
- Multiple User Access
- Modern Aesthetics

**Main Door Lock (EL-01)**    **Main Door Lock (KI-5I)**    **Main Door Lock (KI-5 Pro)**    **Main Door Lock (KI-2 Pro)**

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**Oh the streak just got  
SMOOTHER...**



**Finolex**  
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**Always glowing,  
Always growing**



**Finolex**  
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LED Bulbs

**TEAM INDIA  
on**



**an Infinite  
winning streak.**

**Finolex**  
XCCEEDS XPECTATIONS

**Congratulations,  
Team India,**  
your thrilling performance has  
exceeded all expectations!



**Finolex**  
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# Key Highlights

## Top Line (Revenue)

Q2 FY 24: 1187 Crore

↑ 9% Y-o-Y

↓ (1)% Q-o-Q

FY24: 2392 Crore

↑ 14% Y-o-Y

## Operating (EBITDA)

Q2 FY 24: 229 Crore

↑ 15% Y-o-Y

↑ 25% Q-o-Q

FY24: 412 Crore

↑ 25% Y-o-Y

## Profitability (PAT)

Q2 FY 24: 166 Crore

↑ 21% Y-o-Y

↑ 25% Q-o-Q

FY24: 298 Crore

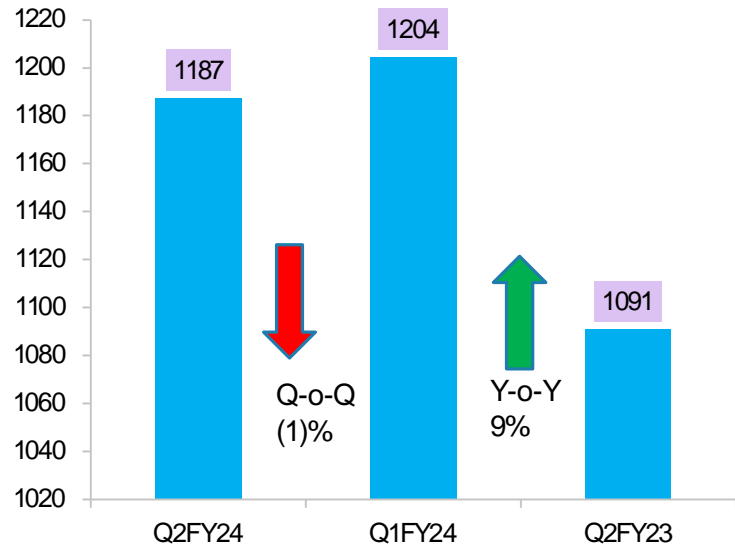
↑ 28% Y-o-Y



## Key Highlights-Q2 FY24

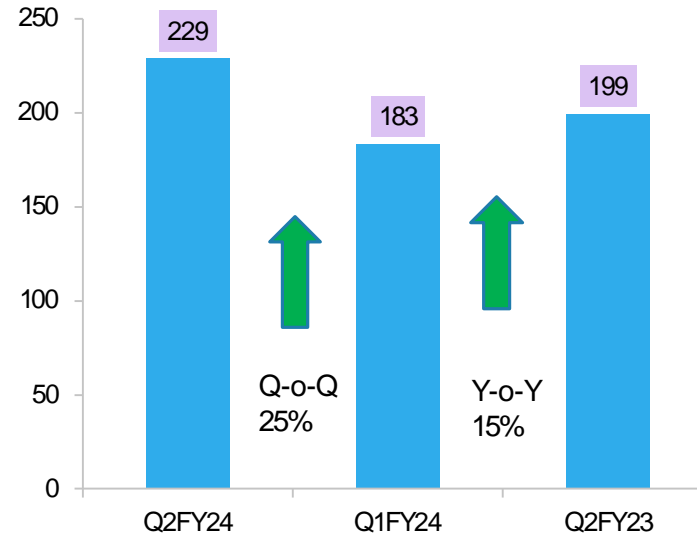
### REVENUE

(Rs. InCrore)



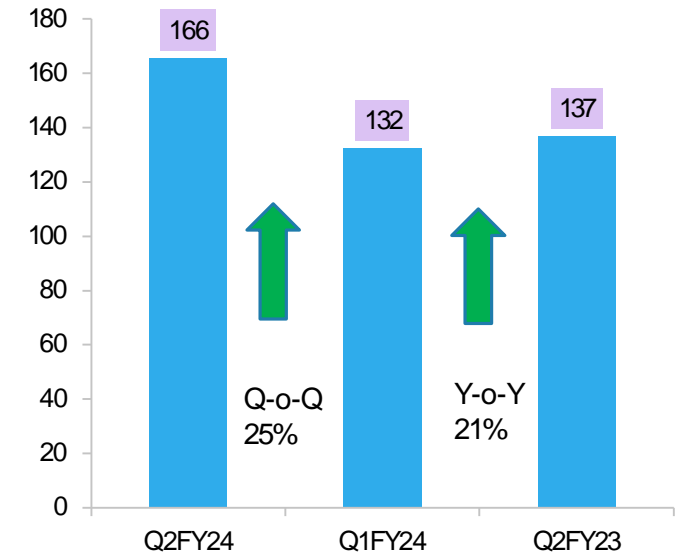
### EBITDA

(Rs. InCrore)  
(%Margin)



### PAT

(Rs. InCrore)  
(%Margin)



- In Q2, product sales amounted to Rs.1187 Crore against Rs.1091Crore for the corresponding period of the Previous Year 2022-23. i.e. an increase of 9%.
- EBITDA margins increased by 15% YoY and 25% Q-o-Q in Q-2/24.
- PAT improvement at 21% YoY and 25% QoQ.

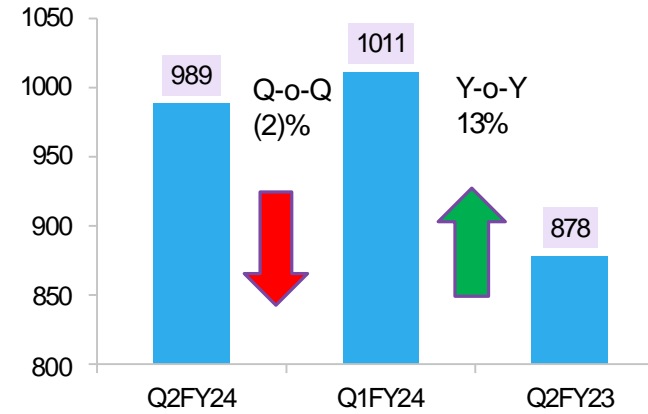
# Electrical Cables Q2

- Revenue Y-o-Y increased by 13%
- EBIT YoY up by 60%.
- In volume terms, Electrical Wires were up by 10% and Cables were up by 37% .

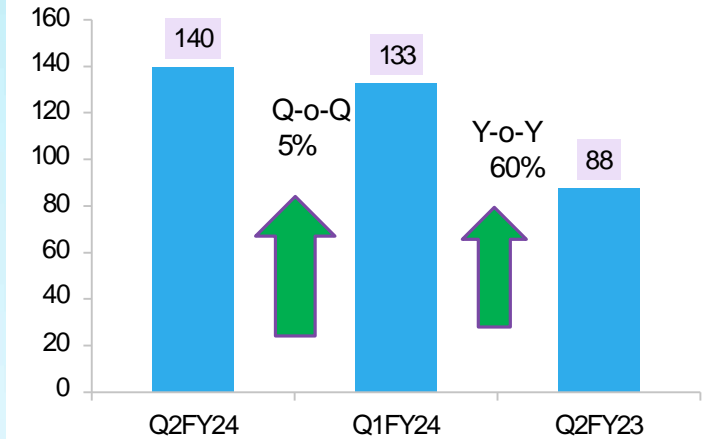


## Q2 FY24

### REVENUE (Rs. InCrore)

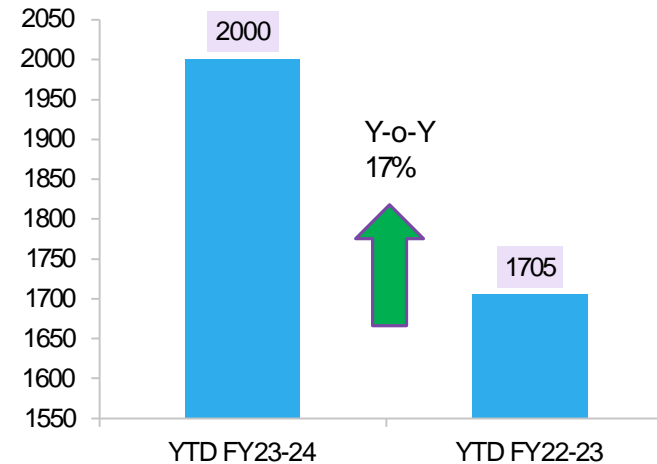


### EBIT (Rs. InCrore) (%Margin)

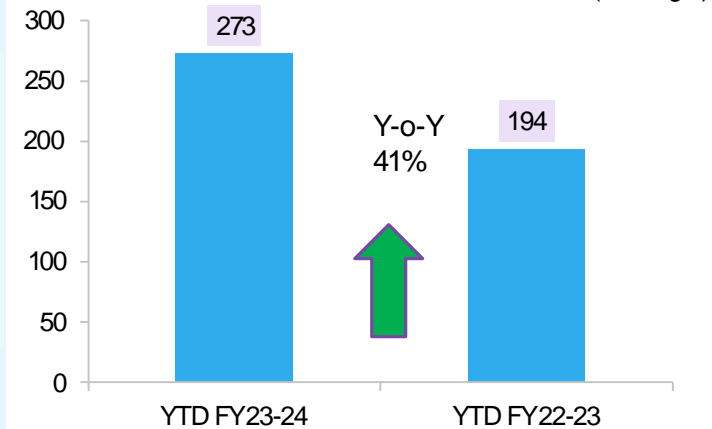


## YTD FY24

### REVENUE (Rs. InCrore)



### EBIT (Rs. InCrore) (%Margin)



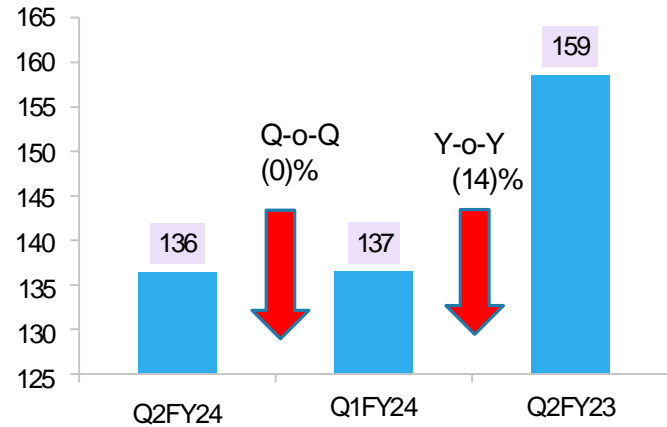
# Communication Cables

- Major OFC expansion expected from Govt tenders on the Bharatnet project – however, tenders are yet to be floated and hence the fall in revenue.
- Revenue from metal based product lines, was, however, stable during the quarter.

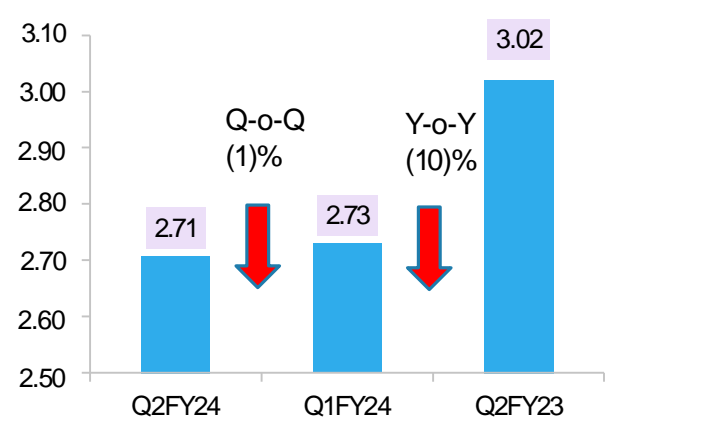


## Q2 FY24

### REVENUE (Rs. InCrore)

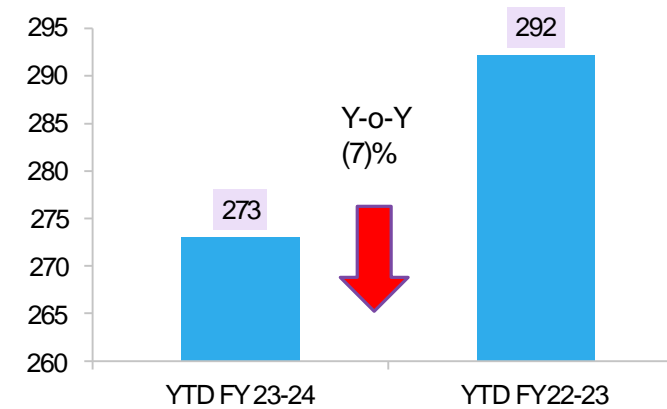


### EBIT (Rs. InCrore) (%Margin)

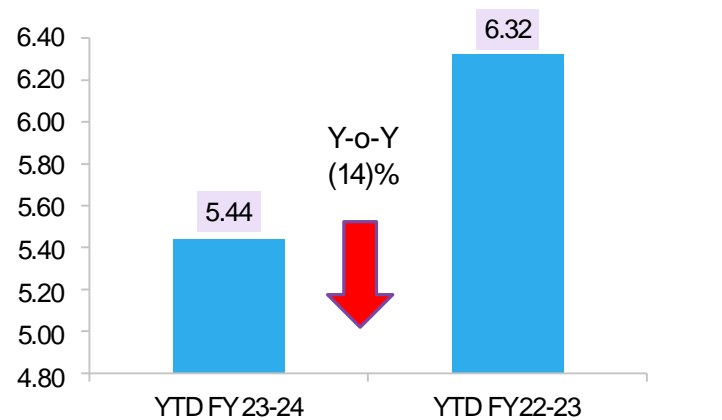


## YTD FY24

### REVENUE (Rs. InCrore)



### EBIT (Rs. InCrore) (%Margin)



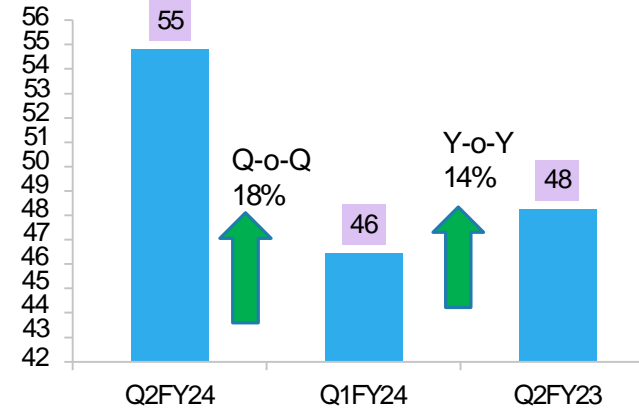
# Others

- Lighting and Conduit products saw significant volume growth; however, price erosion was severe in Lighting.
- Other appliances – muted volumes; effect of inflation still persists.

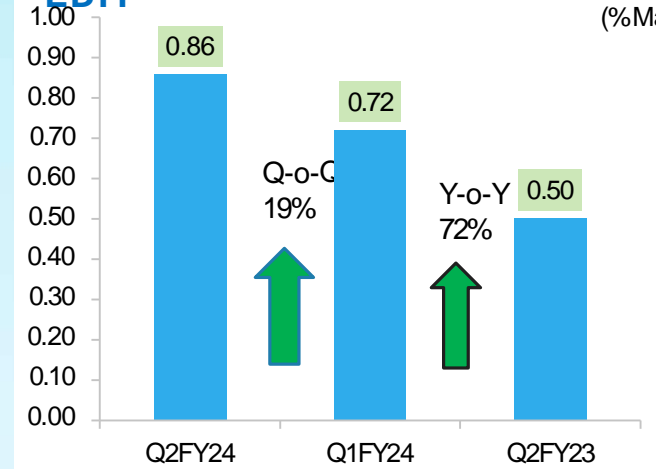


## Q2 FY24

### REVENUE (Rs. InCrore)

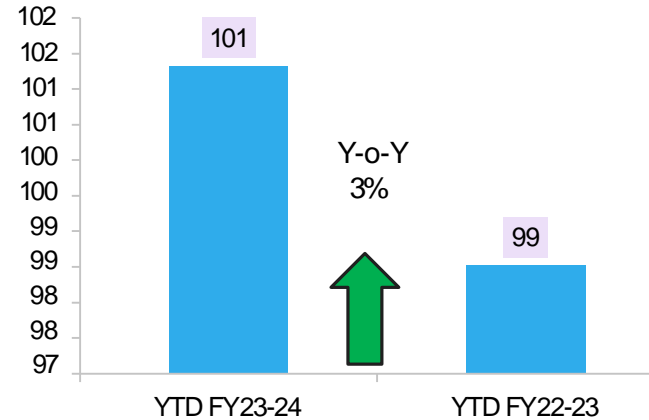


### EBIT (Rs. InCrore) (%Margin)

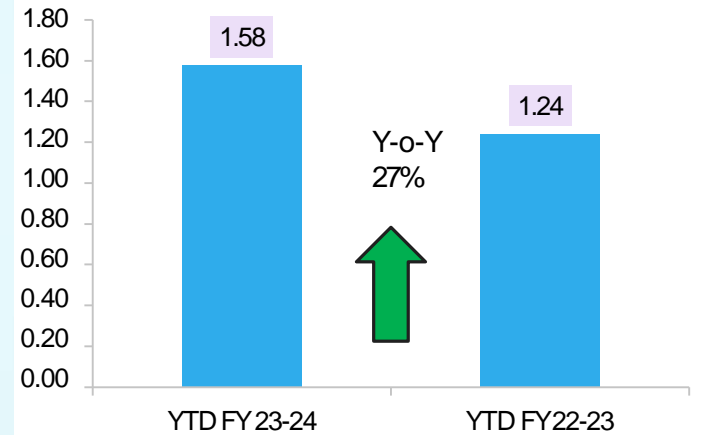


## YTD FY24

### REVENUE (Rs. InCrore)



### EBIT (Rs. InCrore) (%Margin)



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# *Financial Statements*

# Standalone Statement of Profit and Loss Statement

**Finolex**

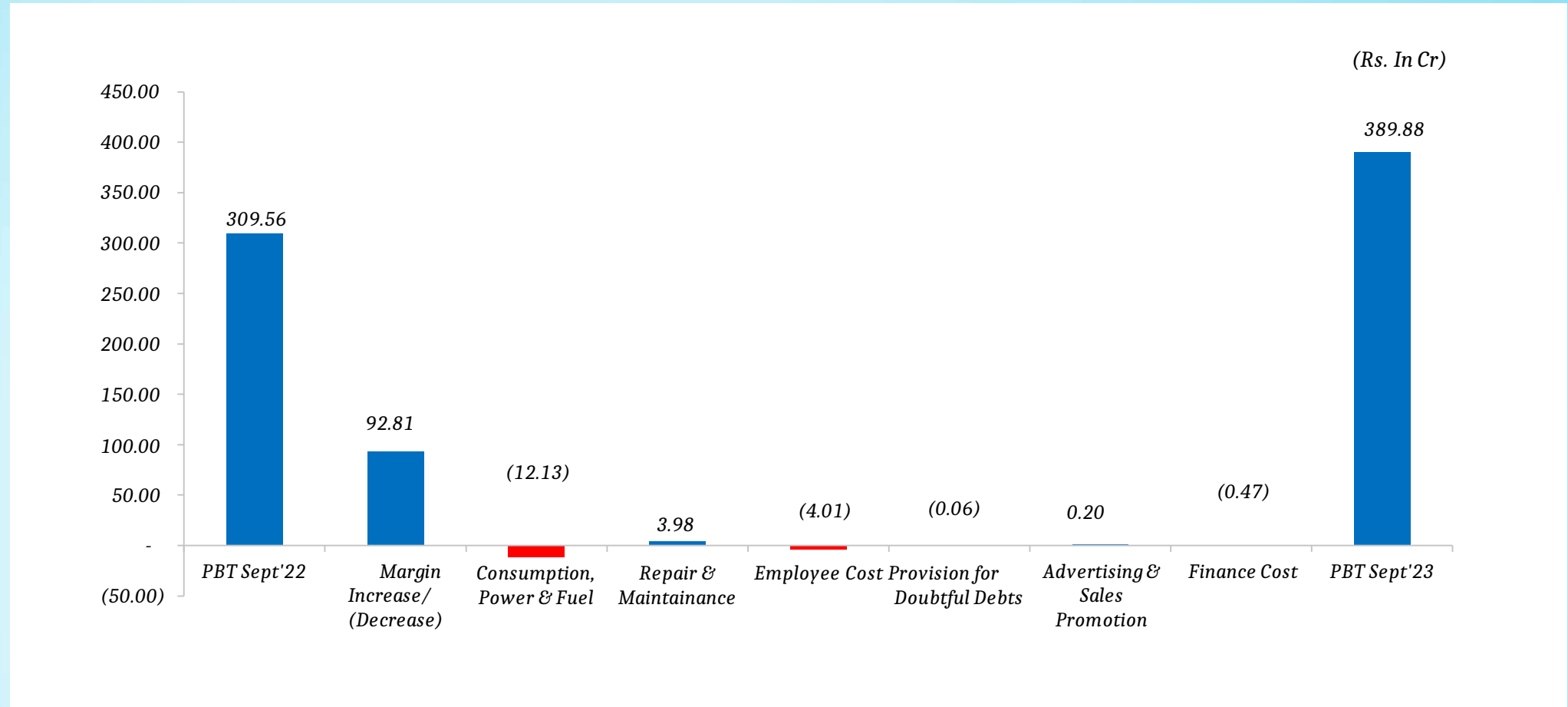
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(Rs. InCrore)

Particulars	Quarterly						Year to Date			
	Q2FY24	%	Q1FY24	%	Q2FY23	%	YTD 23	%	YTD 22	%
Revenue from Operations	1,187.44	100%	1,204.25	100%	1,090.83	100%	2391.69	100%	2,106.48	100%
Other Income	84.54	7%	38.81	3%	106.17	10%	123.35	5%	123.33	6%
<b>Total Income (I+II)</b>	<b>1,271.98</b>	<b>107%</b>	<b>1,243.06</b>	<b>103%</b>	<b>1,197.00</b>	<b>110%</b>	<b>2,515.04</b>	<b>105%</b>	<b>2,229.81</b>	<b>106%</b>
<b>Expenses</b>										
Cost of material consumed	997.70	84%	883.29	73%	743.90	68%	1880.99	79%	1,615.66	77%
Purchase of stock-in-trade	18.18	2%	17.55	1%	20.47	2%	35.73	1%	44.89	2%
Changes in inventories of finished goods, stock-in-trade and work in progress	(92.92)	-8%	49.16	4%	121.74	11%	-43.76	-2%	27.86	1%
Employee benefits expense	42.60	4%	42.66	4%	40.48	4%	85.26	4%	81.25	4%
Finance costs	0.44	0%	0.29	0%	0.13	0%	0.73	0%	0.26	0%
Depreciation and amortization expense	10.84	1%	10.50	1%	10.69	1%	21.34	1%	20.06	1%
Other expenses	77.68	7%	67.19	6%	71.36	7%	144.87	6%	130.27	6%
<b>Total Expenses (IV)</b>	<b>1,054.52</b>	<b>89%</b>	<b>1,070.64</b>	<b>89%</b>	<b>1,008.77</b>	<b>92%</b>	<b>2,125.16</b>	<b>89%</b>	<b>1,920.25</b>	<b>91%</b>
<b>Profit before tax (III-IV)</b>	<b>217.46</b>	<b>18%</b>	<b>172.42</b>	<b>14%</b>	<b>188.23</b>	<b>17%</b>	<b>389.88</b>	<b>16%</b>	<b>309.56</b>	<b>15%</b>
<b>Tax expense</b>										
(1) Current tax	45.60	4%	39.40	3%	45.36	4%	85	4%	72.53	3%
(2) Deferred tax charge/(credit)	6.47	1%	0.78	0%	6.15	1%	7.25	0%	4.74	0%
<b>Total Tax</b>	<b>52.07</b>	<b>4%</b>	<b>40.18</b>	<b>3%</b>	<b>51.51</b>	<b>5%</b>	<b>92.25</b>	<b>4%</b>	<b>77.27</b>	<b>4%</b>
<b>Profit for the year (V-VI)</b>	<b>165.39</b>	<b>14%</b>	<b>132.24</b>	<b>11%</b>	<b>136.72</b>	<b>13%</b>	<b>297.63</b>	<b>12%</b>	<b>232.29</b>	<b>11%</b>



# Profit Bridge YTD September'24 VS September'23



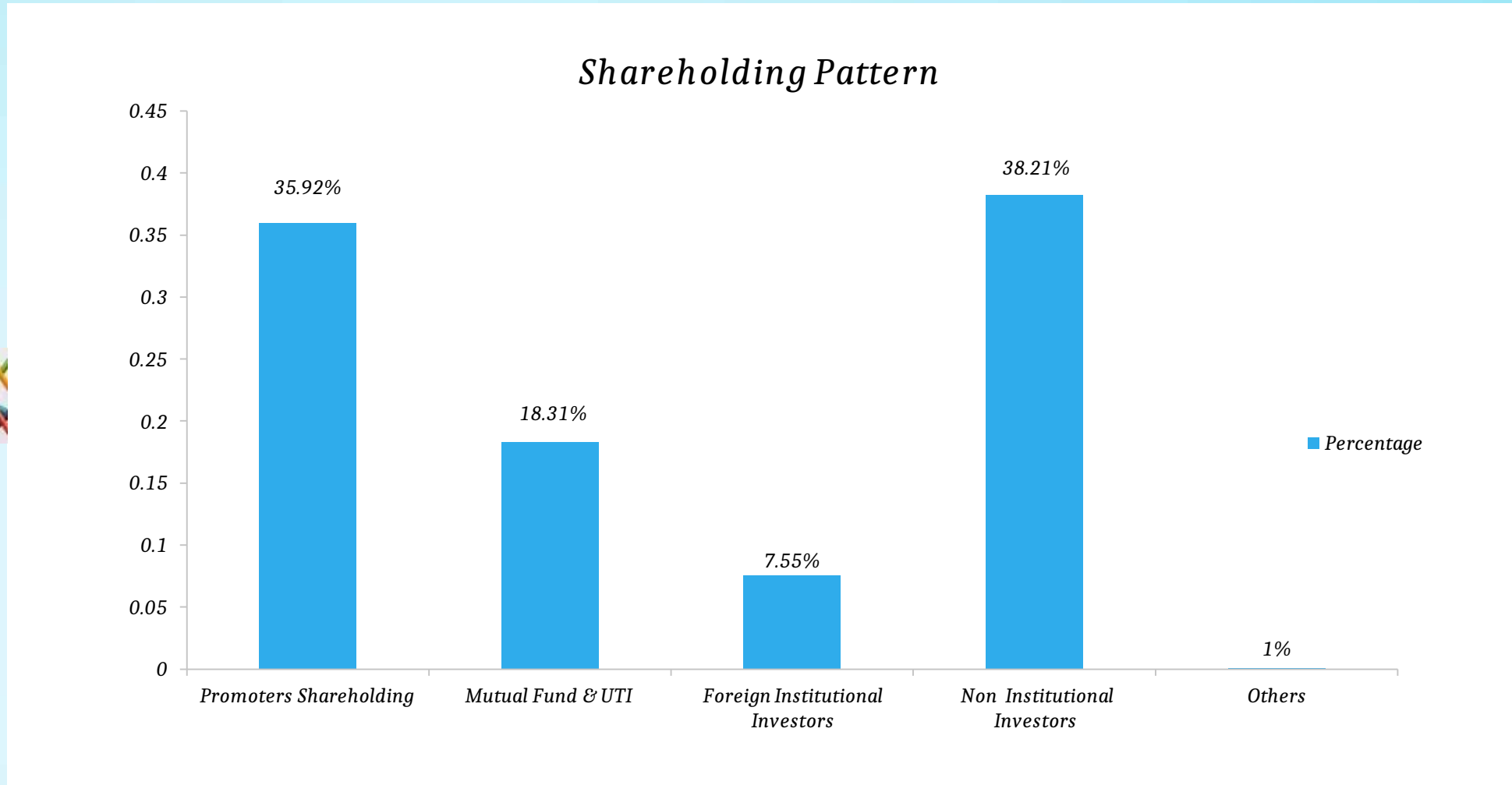
# Standalone Statement of assets and Liabilities

# Finolex

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(Rs. In Crore)

			Note	As at	As at				Note	As at	As at
			No.	30th September 2023	30th September 2022				No.	30th September 2023	30th September 2022
I	<b>ASSETS</b>					II	<b>EQUITY AND LIABILITIES</b>				
	<b>NON CURRENT ASSETS</b>						<b>EQUITY</b>				
	(a)	Property, Plant and Equipment	3	429.52	426.77	(a)	Equity Share Capital	16	30.59	30.59	
	(b)	Capital Work-in-Progress	3.1	23.23	22.10	(b)	Other Equity	17	3,892.05	3386.78	
	(c)	Intangible Assets	4	1.31	0.25		Total equity		3,922.64	3,417.37	
	(d)	Right of use Asset	5	17.16	12.57		<b>LIABILITIES</b>				
	(e)	Financial Assets					<b>NON CURRENT LIABILITIES</b>				
		i) Investment in Associate and Joint Ventures	6	187.56	189.53	(a)	Financial Liabilities				
		ii) Other Investments	7	195.23	103.84		i) Borrowings NC	18	0.25	0.28	
		iii) Other Financial Assets	9	5.49	4.62		ii) Lease Liabilities NC	5	15.04	8.49	
	(f)	Non-Current Tax Assets (net)		21.03	20.78	(b)	Provisions	19	10.30	10.36	
	(g)	Other Non-Current Assets	10	55.6	23.09	(c)	Deferred Tax Liabilities (Net)	20	40.61	31.18	
		Total Non Current Assets		936.13	803.55		Total Non Current Liabilities		66.2	50.31	
	<b>CURRENT ASSETS</b>						<b>CURRENT LIABILITIES</b>				
	(a)	Inventories	11	668.5	626.98	(a)	Financial Liabilities				
	(b)	Financial Assets					(i) Borrowings	18	0.03	0.03	
		i) Investments	8	1925.13	1222.06		(ii) Lease Liabilities C	5	3.81	2.14	
		ii) Trade Receivables	12	188.65	226.32		(iii) Trade Payables				
		iii) Cash and Cash Equivalents	13	75.79	123.57		(a) Total Outstanding Dues of micro enterprises and small enterprises	21	19.85	11.99	
		iv) Other Bank balances	14	6.64	6.45		(b) Total Outstanding Dues of Creditors other than micro enterprises and small enterprises	21	187.92	175.95	
		v) Other Financial Assets	9	567.26	807.55		(iv) Other Financial Liabilities	22	101.16	87.72	
	(c)	Other Current Assets	15	46.29	32.31	(b)	Other Current Liabilities	23	69.37	59.07	
						(c)	Provisions	19	5.32	6.21	
						(d)	Current tax Liabilities (net)		38.09	38	
		Total Current Assets		3,478.26	3,045.24		Total Current Liabilities		425.55	381.11	
	<b>TOTAL ASSETS</b>			4,414.39	3,848.79		<b>TOTAL LIABILITY</b>		491.75	431.42	
							<b>TOTAL EQUITY AND LIABILITIES</b>		4,414.39	3,848.79	



# Other Financial Metrics:-

(Rs. In Crore)

## Working Capital in days

Particulars	Q2FY24	Q1FY24	Q2FY23
Receivable Days	14	15	19
Payable Days	16	13	16
Inventory Days	65	56	64
Net working Capital	33	37	39

## Other Income

Particulars	Q2FY24	Q1FY24	Q2FY23
(a) Interest Income	24.84	12.59	22.35
(b) Dividend Income	43.33	0.00	80.80
(c) Net gain/(loss) on investments classified at FVTPL	54.16	25.79	18.67
(d) Exchange gain/(losses) on translation of Assets and Liabilities	0.33	0.19	(0.41)
(e) Net gain on disposal of property, plant and equipment	0.10	0.06	-
(e) Others	0.59	0.18	1.92
Total	123.35	38.81	123.33

## Finance Cost

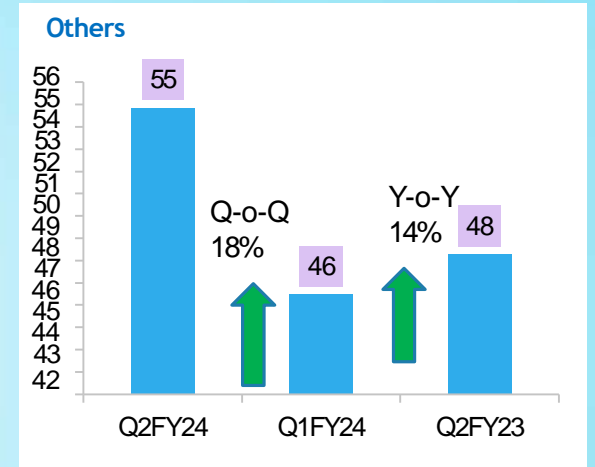
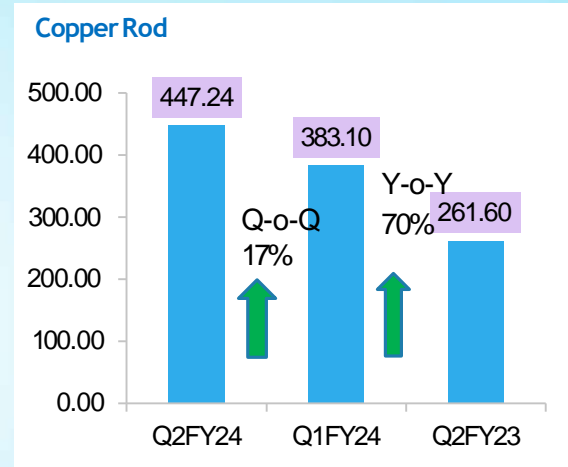
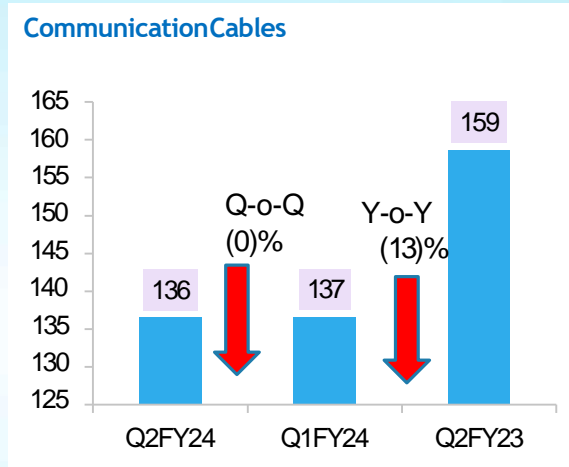
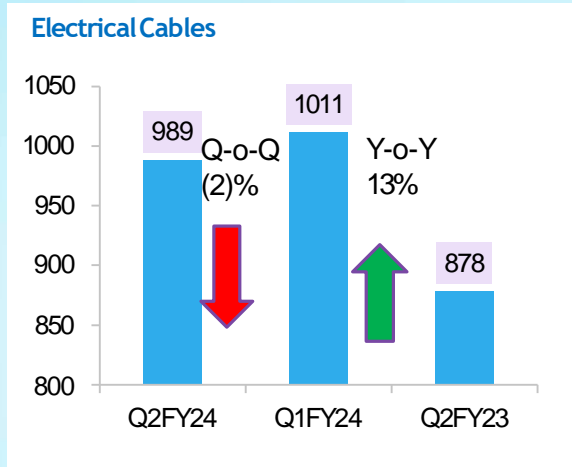
Particulars	Q2FY24	Q1FY24	Q2FY23
Interest others	0.44	0.29	0.13
Total	0.44	0.29	0.13

## Cash Flow statement

Particulars	Sept'23	June'23	Sept'22
Net cash generated from operating activities	220	165	133
Net cash generated/(used in) investing activities	(209)	(189)	(40)
Net cash (used in) financing activities	(2.75)	(1.18)	(1.63)
Net Increase / (Decrease) in cash and cash equivalents	8.38	(24.71)	91.18

# Key Highlights Revenue of all product

(Rs. In Crore)



# Our Product Port Folio

## WIRES & CABLES

### Light Duty Cables



FR PVC Insulated Industrial Cables



FLAMEGARD - Flame Retardant Low Smoke (FR-LSH) Insulated Industrial Cables



3 Core Flat Cables

### Communication Cables



CCTV Cable



CAT6 LAN Cable



Speaker Cable



Optic Fiber Cable



RG6 Coaxial Cable



Telephone Cable

### Power Cables



Power & Control Cables

## CONDUITS & FITTINGS



Conduit



Inspection Bend



Circular Box - Tee



Coupler

## LIGHTING PRODUCTS



COB Downlight



LED Bulb



LED PC Panel Square



LED Street Light



ZW Cabinet Light - Round



Flicker Control Concealed Light



LED Spot Light



Track Light

## FANS



Boomerang NS



Boomerang NS Table Fan



Pedestal Fan



Finfresh - Smasher



Flyneto Ceiling Fan



Fleenor Ceiling Fan



Cupid Anti-Bacteria Anti-Dust Fan



BLDC Fans- WIGGLE ES

## WATER HEATER



Alessandro Instant Water Heater & Immersion Rods

## SWITCHGEAR



Phase Selector DB



SP MCB



4 Pole RCCB



DP MCB Isolator



FP MCB



Single door SPN DB

## ACCESSORIES



Ding Dong Bell Selfie



PVC Insulation Tape



Fancy Batten Holder



Spike Guard



Extension Board



3 Pin Multiplug



32A Surface DP



# 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.*

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**Finolex**

XCEEDS XPECTATIONS

*Thank you*

*Finolex Cables Limited*

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