

FCL:SEC:SE:21:144  
15th November, 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,

Sub: Intimation of Conference Call – Q2 FY21 Earnings Conference Call

In continuation of our earlier letter Ref. No. FCL:SEC:STOCK-EXCH:21:143 dated 13th November, 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, Chief Financial Officer during the said Conference Call to be held on Monday, 15th November, 2021 at 4.00 p.m.

This is for your kind information and updating 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

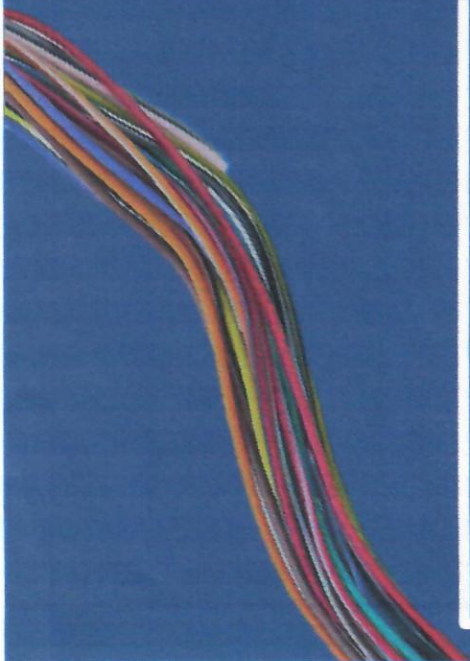


**Finolex**  
Cables Limited

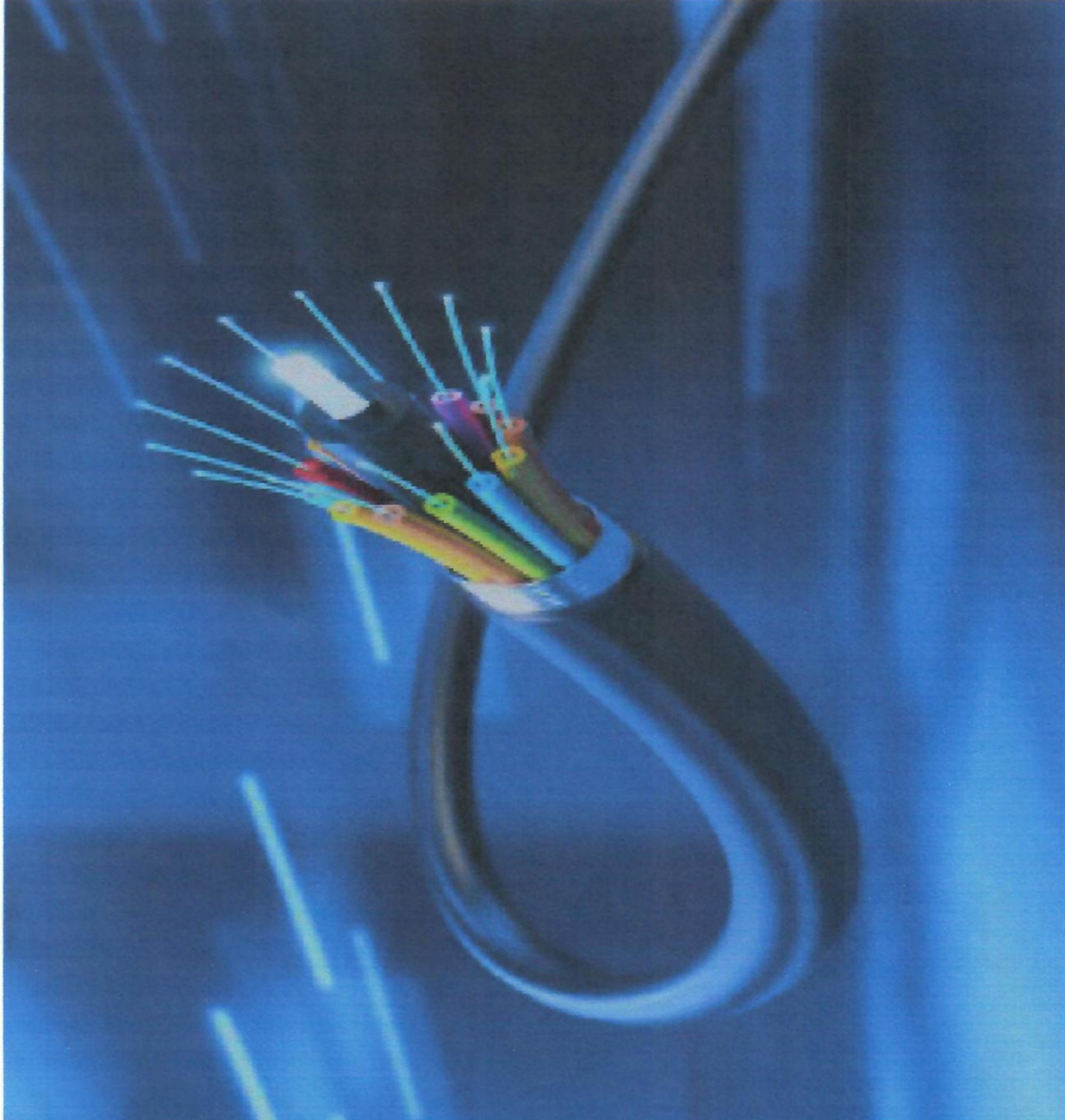


**Q2 FY 2022  
Presentation**

*15 November 2021*



**Q2 FY 2022  
Financial  
Performance**



# Key Highlights

## Top Line (Revenue)

**Q2FY22: 932.9 Crore**

↑ **46% Y-o-Y**

↑ **38% Q-o-Q**

**FY22: 1608.3 Crore**

↑ **58% Y-o-Y**

## Operating (EBITDA)

**Q2FY22 :217.3 Crore**

↑ **113% Y-o-Y**

↑ **153% Q-o-Q**

**FY22: 303.2 Crore**

↑ **91% Y-o-Y**

## Profitability (PAT)

**Q2FY22 : 149.7 Crore**

↑ **117% Y-o-Y**

↑ **172% Q-o-Q**

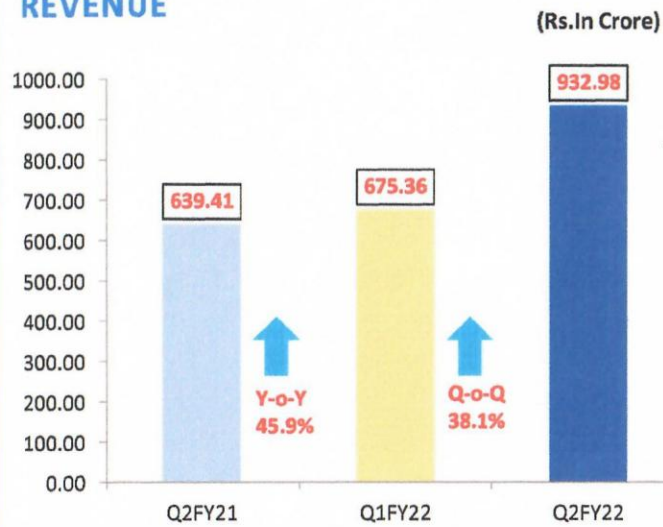
**FY22: 204.8 Crore**

↑ **97% Y-o-Y**

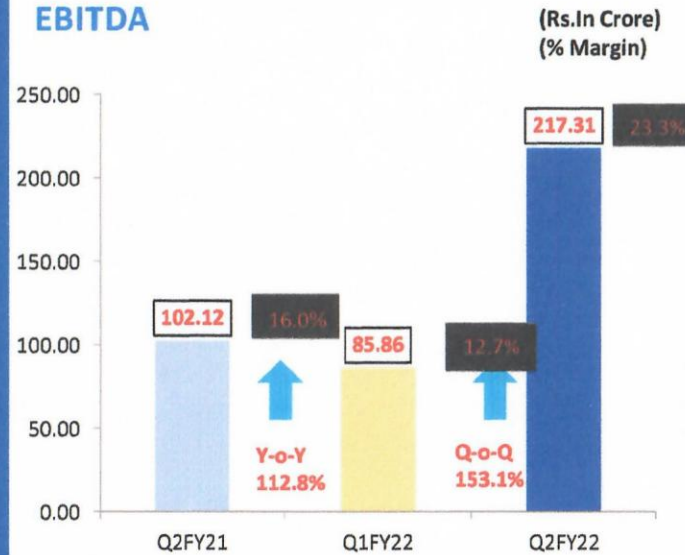


# Key Highlights-Q2FY22

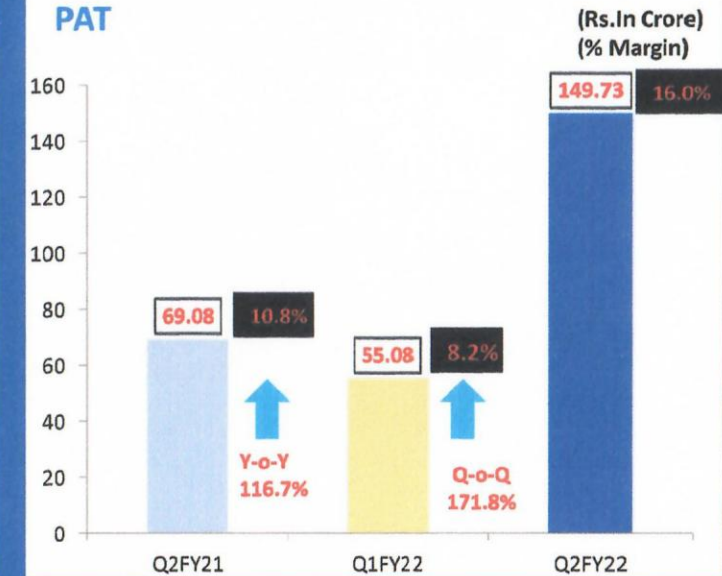
## REVENUE



## EBITDA



## PAT



- Revenue increased by 46% YoY and 38% QoQ in Q-2 with healthy growth across all segments.
- EBITDA margins increased 113% YoY and 153% QoQ due to better performance in current quarter .

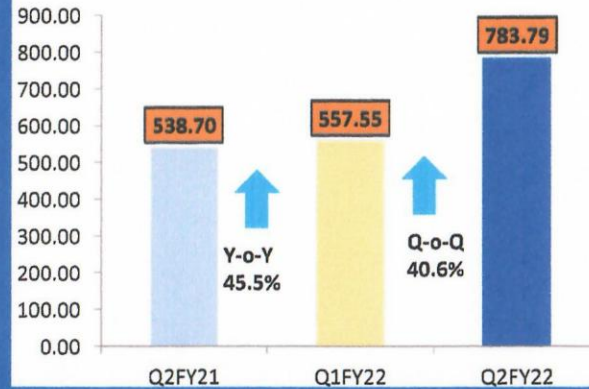
# Electrical Cables

- Electrical cables segment improved due to economic activities across the country. Most markets opened up completely by the second week of July following improvements in control over the corona epidemic.
- Revenue improved by 40% QoQ and 46% increase against previous YoY level. Electrical cables business in volume terms increased by 5% mostly driven by improvement in economic activities in Real-estate and Auto sector.
- Current quarter witnessed steep increases in commodity prices (Copper, Steel, Aluminum, PVC, Fuel etc.) as also some supply chain constraints on imported material. Thus, while volumes climbed, so did the costs.

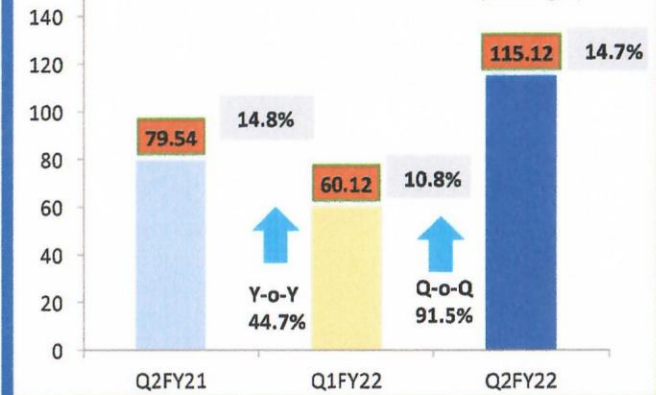


## Q2FY22

### REVENUE (Rs.In Crore)

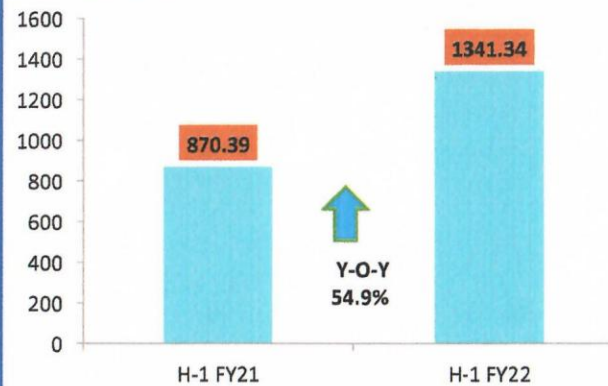


### EBIT (Rs.In Crore) (% Margin)

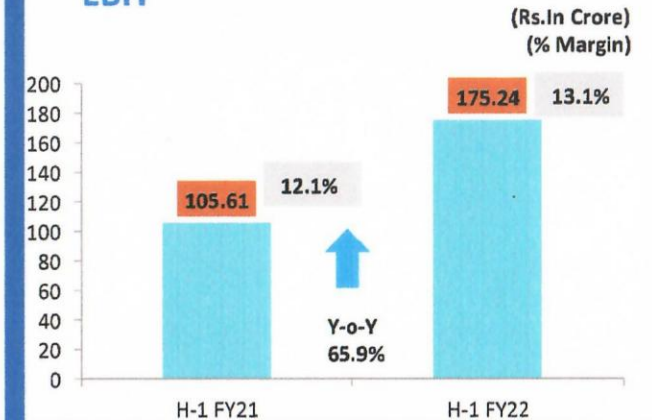


## 9MFY22

### REVENUE



### EBIT

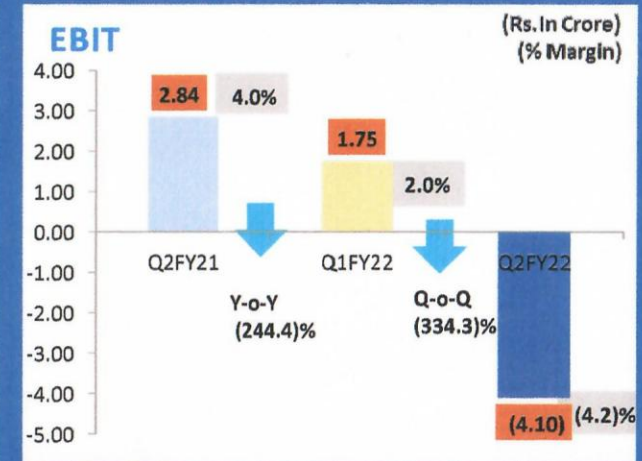
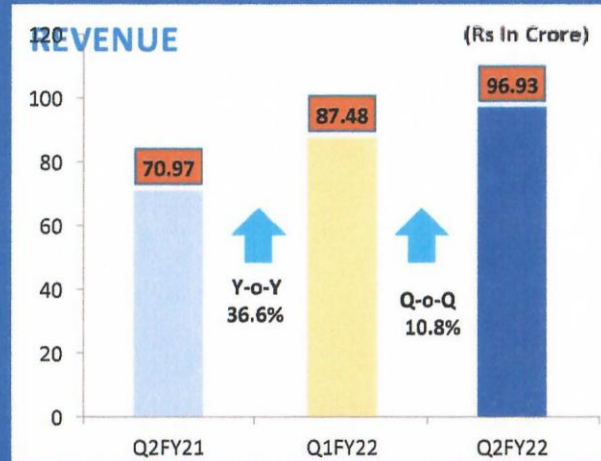


# Communication Cables

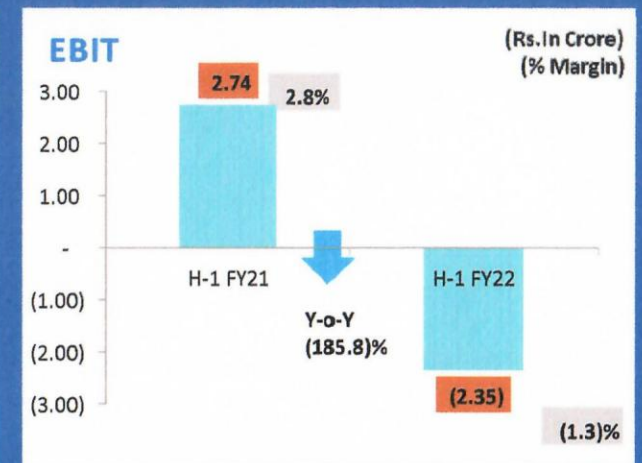
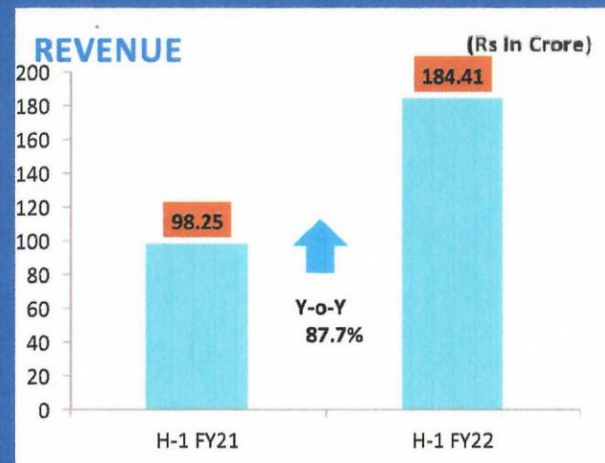
- Structural issues in the industry continue to adversely impact this segment, especially OFC. However, revenue improved by 11% QoQ.
- In Communication Cables segment, volume of metal-based products improved by 4% during the quarter. Optic Fiber Cable volumes grew by over 80% during the quarter.
- In current quarter one time major provision for delay in collection from Government debtors impacted margins negatively.



## Q2FY22



## 9MFY22

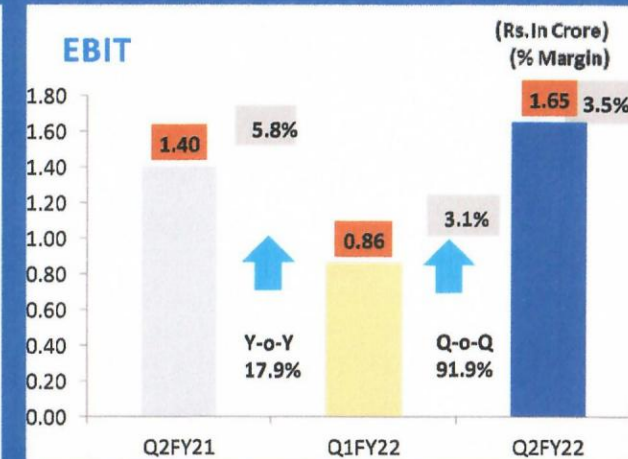
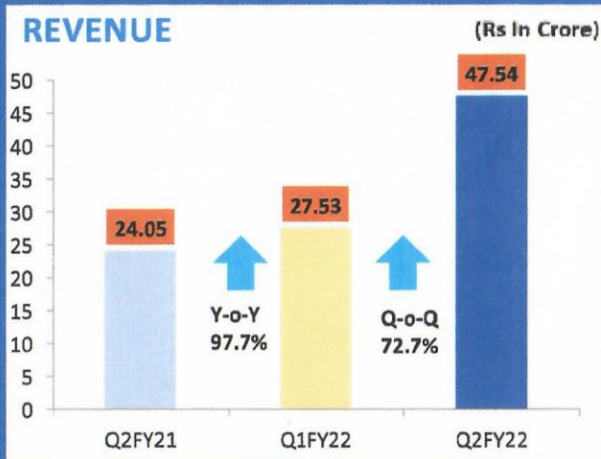


# Others

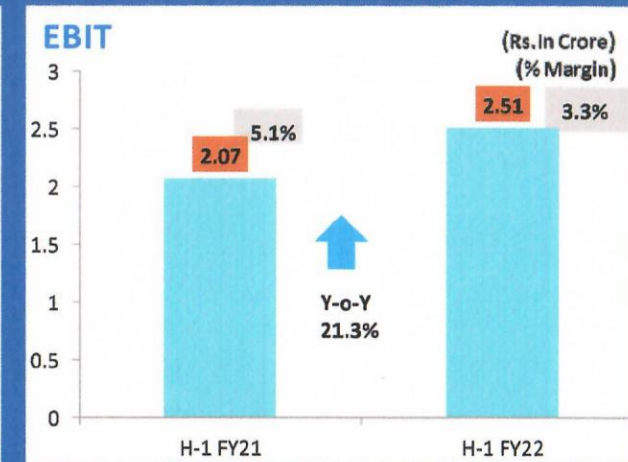
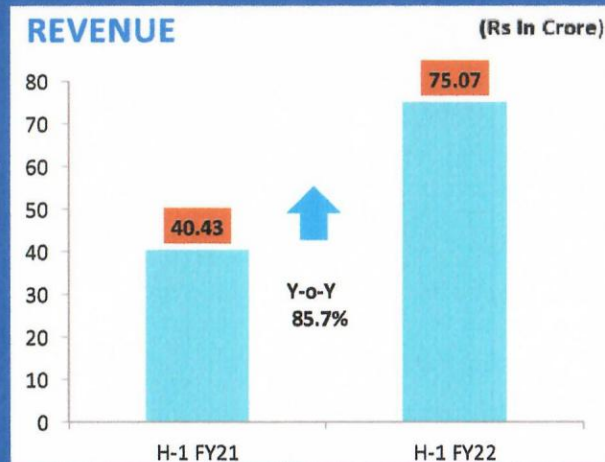
- Other segment comprise of Fans, Water Heaters, Lamps, Switches ,Switchgear and Conduit Pipes. Improved distribution foot print is starting to pay off as volumes have begun to grow. All products in this segment grew by between 6% and 15%. Revenue increased by 93% YoY and 73%QoQ.



## Q2FY22



## 9MFY22





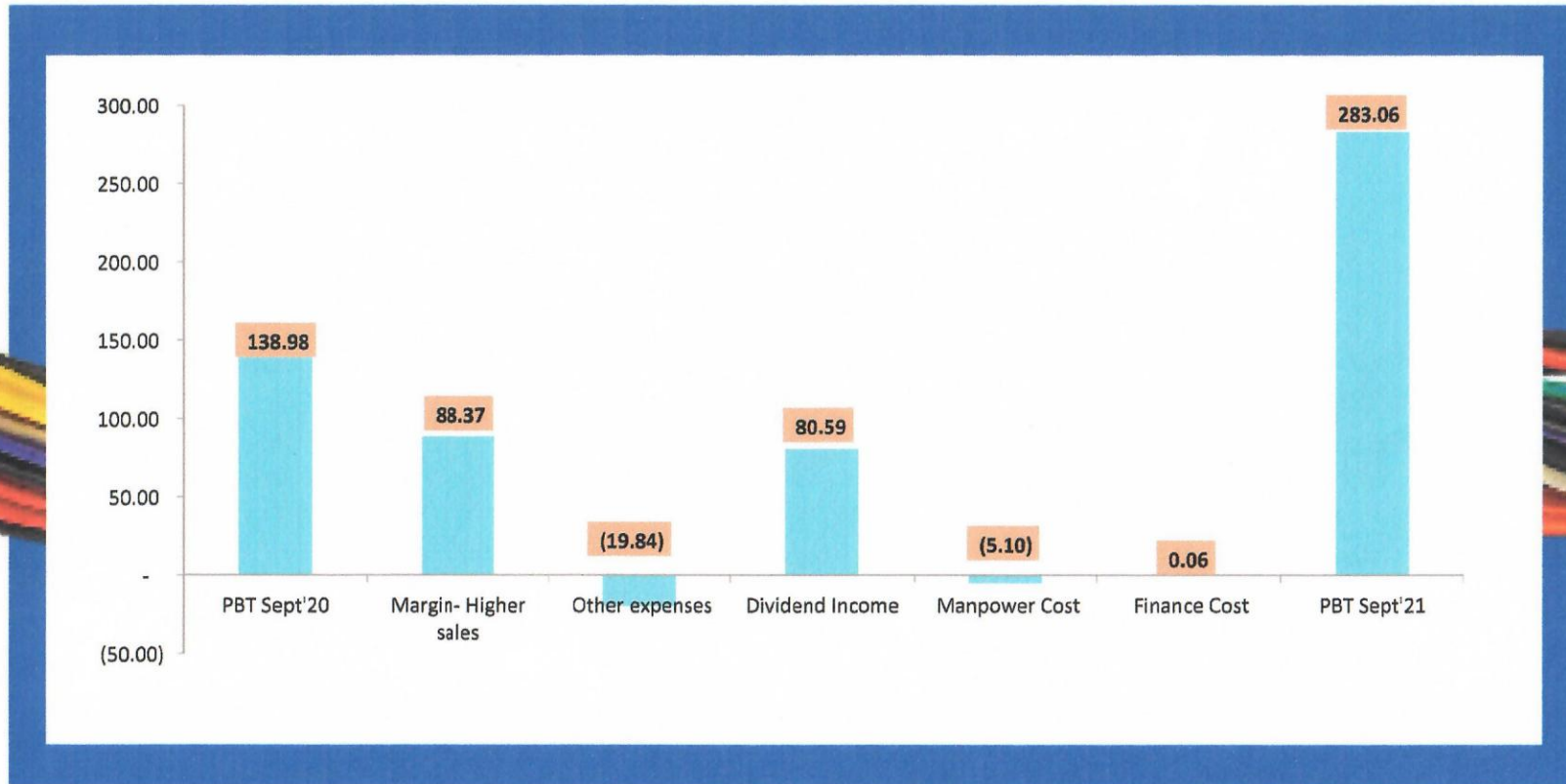
# Financial Statements



# Standalone Statement of Profit and Loss Statement

Particulars	Quarterly						Yearly			
	Q2FY22	%	Q1FY22	%	Q2FY21	%	FY22	%	FY21	%
Revenue from operations	932.98	91%	675.36	98%	639.41	97%	1,608.34	93%	1,016.53	96%
Other income	97.72	9%	15.55	2%	19.76	3%	113.27	7%	42.24	4%
<b>Total income</b>	<b>1,030.70</b>	<b>100%</b>	<b>690.91</b>	<b>100%</b>	<b>659.17</b>	<b>100%</b>	<b>1,721.61</b>	<b>100%</b>	<b>1,058.77</b>	<b>100%</b>
<b>EXPENSES</b>										
(a) Cost of material consumed	715.03	69%	526.96	80%	464.66	70%	1,241.99	72%	748.11	71%
(b) Employee benefits expense	37.84	4%	35.13	5%	33.91	5%	72.97	4%	67.87	6%
(c) Finance Costs	0.15	0%	0.14	0%	0.18	0%	0.29	0%	0.35	0%
(d) Depreciation and amortization expenses	9.93	1%	9.89	2%	9.79	1%	19.82	1%	19.81	2%
(e) Other Expenses	60.52	6%	42.96	7%	58.48	9%	103.48	6%	83.65	8%
<b>Total Expenses</b>	<b>823.47</b>	<b>80%</b>	<b>615.08</b>	<b>93%</b>	<b>567.02</b>	<b>86%</b>	<b>1,438.55</b>	<b>84%</b>	<b>919.79</b>	<b>87%</b>
<b>Profit before Tax</b>	<b>207.23</b>	<b>20%</b>	<b>75.83</b>	<b>12%</b>	<b>92.15</b>	<b>14%</b>	<b>283.06</b>	<b>16%</b>	<b>138.98</b>	<b>13%</b>
<b>TAX EXPENSES</b>										
(a) Current tax	58.96	6%	21.20	3%	25.82	4%	80.16	5%	38.82	4%
(b) Deferred tax	(1.46)	0%	(0.45)	0%	(2.75)	0%	(1.91)	0%	(3.90)	0%
<b>Total Tax</b>	<b>57.50</b>	<b>6%</b>	<b>20.75</b>	<b>3%</b>	<b>23.07</b>	<b>3%</b>	<b>78.25</b>	<b>5%</b>	<b>34.92</b>	<b>3%</b>
<b>Profit for the period</b>	<b>149.73</b>	<b>15%</b>	<b>55.08</b>	<b>8%</b>	<b>69.08</b>	<b>10%</b>	<b>204.81</b>	<b>12%</b>	<b>104.06</b>	<b>10%</b>

# Profit Bridge YTD Sept'21 VS Sept'20



# Standalone Balance sheet

(Rs.In Crore)

(Rs.In Crore)			
Particulars	As at 30-Sept-2021	As at 30-Jun-2021	As at 30-Sept-2020
<b>ASSETS</b>			
<b>Non Current Assets</b>			
Fixed assets	836.81	814.52	826.70
Other Non-Current Assets	31.73	38.15	25.00
<b>Total Non Current Assets</b>	<b>868.54</b>	<b>852.67</b>	<b>851.70</b>
<b>Current Assets</b>			
(a) Inventories	671.86	786.33	562.94
(b) Trade Receivables	176.45	168.24	116.36
(c) Investments & Cash and Cash Equivalents	1,771.40	1,443.15	1,495.37
(e) Other Current Assets	28.43	56.98	65.02
<b>Total Current Assets</b>	<b>2,648.14</b>	<b>2,454.70</b>	<b>2,239.69</b>
<b>Total Assets</b>	<b>3,516.68</b>	<b>3,307.37</b>	<b>3,091.39</b>

Particulars	As at 30-Sept-2021	As at 30-Jun-2021	As at 30-Sept-2020
<b>Equity &amp; Liabilities</b>			
<b>Equity</b>			
(a) Equity Share Capital	30.59	30.59	30.59
(b) Other Equity	3,053.16	2,986.16	2,718.48
	<b>3,083.75</b>	<b>3,016.75</b>	<b>2,749.07</b>
<b>Non Current Liabilities</b>			
(a) Lease Liabilities	3.80	3.79	4.14
(b) Other Non current Liabilities	43.15	46.42	44.59
(C) Borrowings	0.31	0.31	0.31
<b>Total Non Current Liabilities</b>	<b>47.26</b>	<b>50.52</b>	<b>49.04</b>
<b>Current Liabilities</b>			
(a) Trade payables	170.60	171.96	130.78
(b) Provisions	6.75	7.56	7.84
(c) Other Current Liabilities	208.32	60.58	154.66
<b>Total Current Liabilities</b>	<b>385.67</b>	<b>240.10</b>	<b>293.28</b>
<b>Total Equity &amp; Liabilities</b>	<b>3,516.68</b>	<b>3,307.37</b>	<b>3,091.39</b>

(Rs.In Crore)

**Cash Flow statement**

Particulars	Q2FY22	Q1FY22	Q2FY21
Net cash generated from operating activities	287	30	147
Net cash generated/(used in) investing activities**	(287)	(33)	(990)
Net cash (used in) financing activities	(1)	(1)	(2)
Net Increase /(Decrease) in cash and cash equivalents	(2)	(4)	(844)

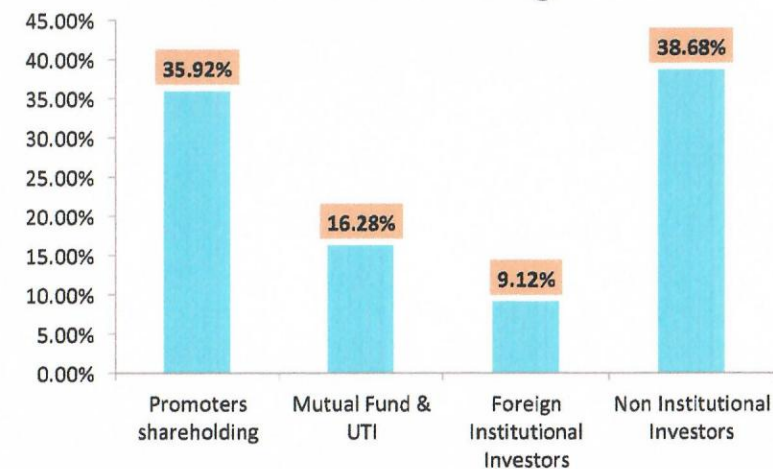
**Other data points**

(Rs.In Crore)

Particulars	Q2FY22	Q1FY22	Q2FY21
Capital expenditure	24.78	6.25	13.16

Notes: \*\* Fixed Deposit matured and amount invested in Investment.

**Shareholding Pattern**



# Other Financial Metrics

## Working Capital in days

Particulars	Q2FY22	Q1FY22	Q2FY21
Receivable Days	20	23	21
Payable Days	25	30	31
Inventory Days	75	106	100
Net working Capital Days	52	96	68

## Finance Cost

(Rs. In Crore)

Particulars	Q2FY22	Q1FY22	Q2FY21
Interest others	0.15	0.14	0.18
<b>Total</b>	<b>0.15</b>	<b>0.14</b>	<b>0.18</b>

# Key Highlights Revenue of all product

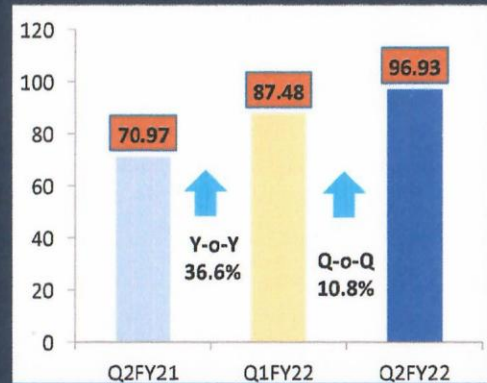
**Electrical Cables**

(Rs.In Crore)



**Communication Cables**

(Rs.In Crore)



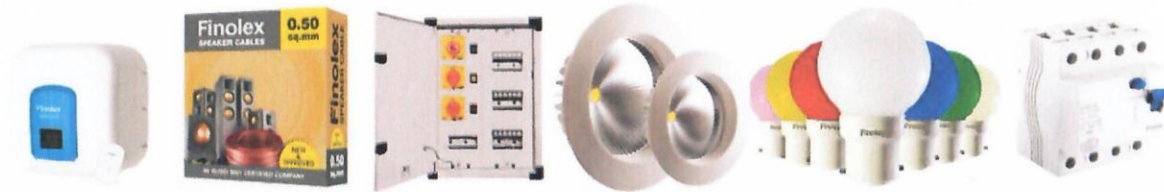
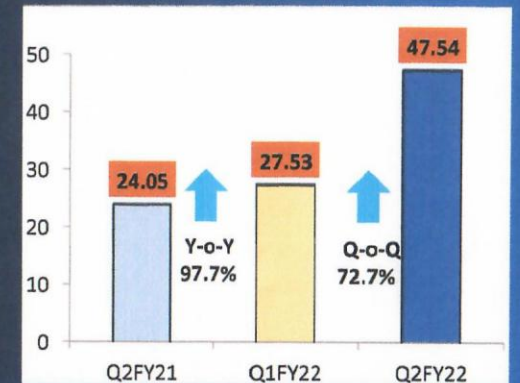
**Copper Rod**

(Rs.In Crore)



**Others**

(Rs.In Crore)



# 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

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