



FCL:SEC:SE:20:112 30<sup>th</sup> June, 2020

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: Conference Call organized for 30th June, 2020

We refer to our earlier letter Ref. No. FCL:SEC:SE:20:111 dated 30<sup>th</sup> June, 2020 regarding intimation of Conference Call to be held at 4.00 p.m. on Tuesday, 30<sup>th</sup> June, 2020 and enclose a copy of presentation to be made by the Company. The Company will be represented by Mr D K Chhabria, Executive Chairman and Mr Mahesh Viswanathan, Chief Financial Officer of the Company during the said Conference Call.

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 &

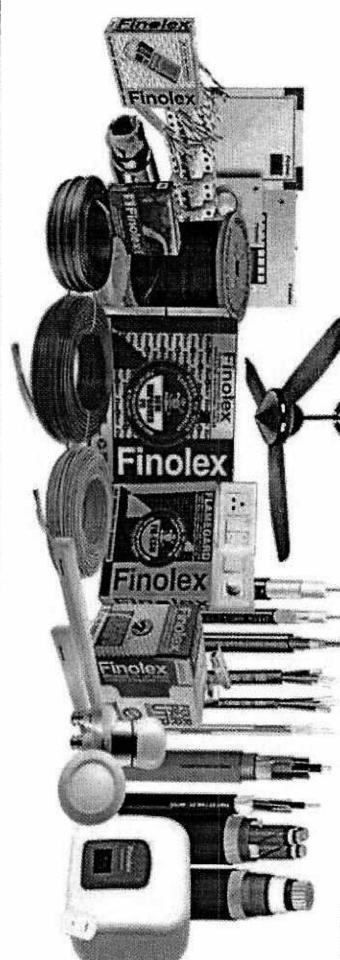
President (Legal)

Encl: As stated above.

Fax: 020-27470344, 27472239, Website: www.finolex.com Email: sales@finolex.com

CIN No.: L31300MH1967PLC016531





Earnings Presentation

March,2020

#### Disclaimer



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### Impact of COVID 19

- offices etc. were also shut down, resulting in an absolute halt in operations lockdown from March 24, all the other operations viz, Goa and Roorkee Plants, all depot/Branch Pimpri Plants and Pimpri Corp. office) from March 22. With the declaration of the nationwide With the increasing COVID cases in Pune, company decided to close its Pune operations (Urse,
- During the shutdown period, although manufacturing, marketing and logistics had come to a shutdown, paid full wages and salaries to all its employees without any lay-offs. standstill, FCL encouraged its employees to work from home. The Company however, despite the
- preparing for life post lockdown, in order to bring the operations of the Company back to normal. The Company Management and function-heads, worked on strategically planning the future and
- FCL opened up its Urse, Goa and Roorkee plants in the second week of May, 2020 followed by the Pimpri Plant and Office in the third week of May 2020
- This started with strict procedures and practices in place with the 'FCL Safe Practices Manual' as well as the 'COVID 19 Response Strategy' and covered all the plant sites, offices, depots and stores, maintaining both productivity and safety.

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EXECUTIVE SUMMARY

## Wires & Cables (W&C) industry and fast growing player in the FMEG One of India's leading Electricals brand - a market leader in India's category

#### Finolex gets people together

### 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

## Widespread distribution network

- 380 distributors
- 4000+ dealers

40000+ retailers

Launched our own e-retail site

EPS P	PAIT	EBITDA	Revenue	FYZU Financiai (Cr)
Rs. 26.32	402.48	541.79	3049.19	ii (cr)

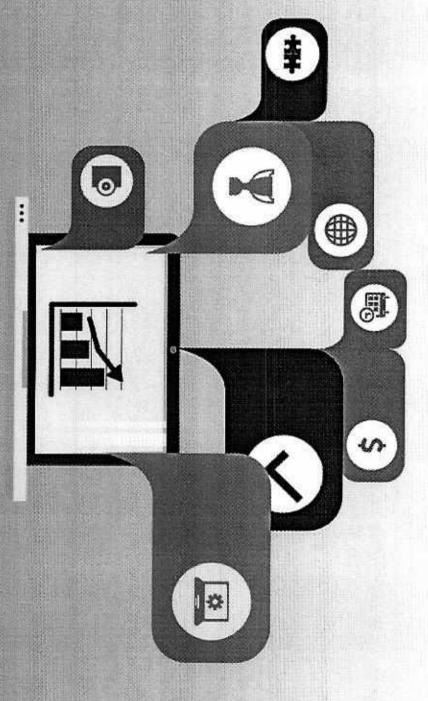








- 5 manufacturing plants
- 28 depot
- JV with Sumitomo, Japan for EHV cables
- Marketing JV with Corning for Optic Fibre technology
- Technical collaboration with NSW, Germany for manufacture of cables for submersible pump industry.



COMPANY OVERVIEW

Finolex gets people together

# Premium Player – Cables and Wires Industry

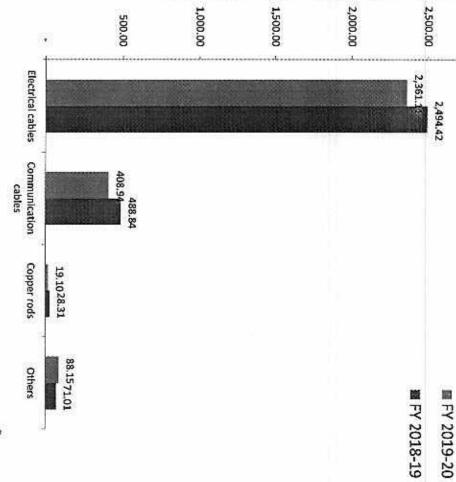


Segment wise Revenue Performance

Rs. In Crore

## **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 82% of the company's revenues and offers a wide range of products in each of the segments
- Reported 82% in electrical W&C segment.



# **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 than introduced switchgears, fans and water heaters
- New products within FMEG sector grew by more than 24% y-o-y each in FY19
- media have contributed to the Finolex brand recognition. These products have been well accepted, along with that the distributors have expanded and continued presence in visual
- For these products the company has setup a different channel.







# 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

### 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





- Ceiling fans
- Table fans
- Wall fans
- Pedestal fans
- Exhaust fans

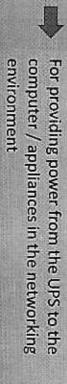
#### WATER HEATERS

- Instant
- Storage





Wiring harness for automobile industry and battery cables for various applications



- 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

- **UPS** cables
- Heavy duty, underground, low voltage and control cables
- voltage, power cable Heavy duty, underground, high
- Elevator cables
- Solar Cables

Copper Rods Electrical Switches Lamps



CCC rods of 8 mm diameter

based Cables

Raw material for manufacturing copper-



commercial and industrial environment

For power supply to equipment in domestic,

- solutions Fittings, LED based lighting and T5 Tube Lights and Retrofit/non-retrofit CFL lamps
- Ceiling Fans, Portable Fans,

applications

applications). Also available for street light

Electrical Fans

Exhaust Fans

- factories (both indoor and outdoor Lighting for homes, hotels, shops, offices and
- For use in domestic, commercial and industrial environment
- Current Circuit Breakers (MCCB) Breakers (RCCB), Moulded and Distribution Boxes Miniature (MCB), Residual Current Circuit Circuit Breakers
- Instant and Storage Water

Water Heaters

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

## Communication Cables



- Jelly filled telephone cables (JFTCs)
- Local area network (LAN) cables
- PE insulated telephone cables
- Coaxial cables
- Optic Fibre
- Optic Fibre cables
- V-SAT cables
- CCTV cables



- Telephone line connections to exchanges and users
- transmission, broadband usage Indoor and outdoor networking, voice and data
- Telephone instrument connections to EPABX
- mobile towers Cable TV network solutions, microwave communications,

Speaker cables

- goods Broadcasting applications in buildings and electronic
- - 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**





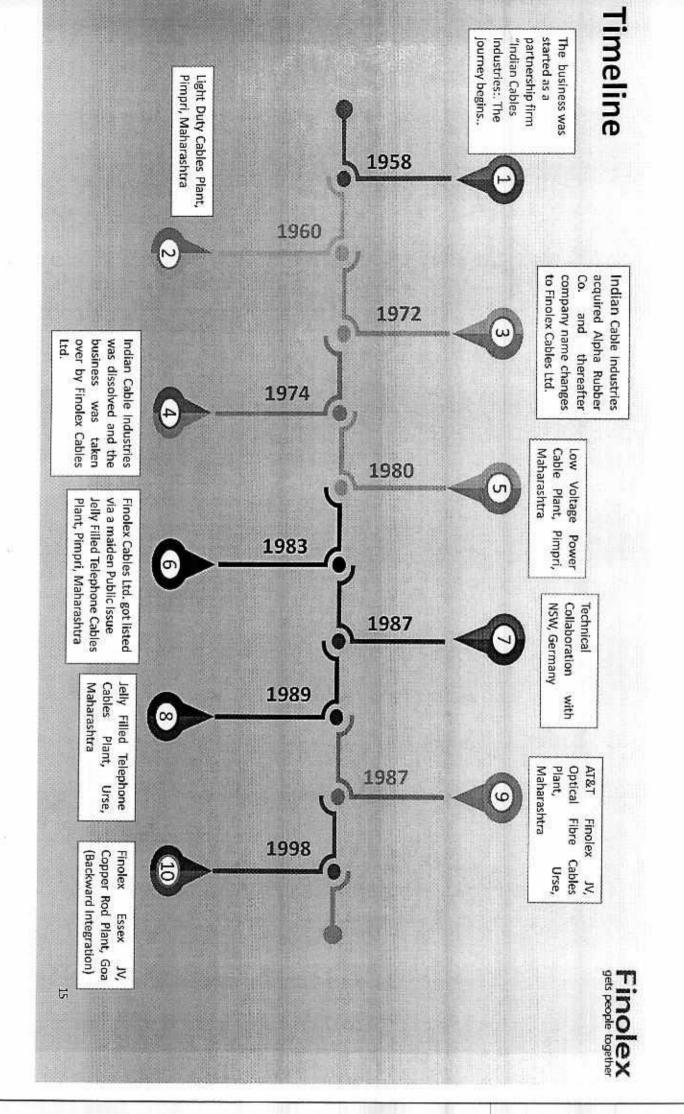
### Mr. Deepak Chhabria

set up in a Joint Venture with J-Power Systems, Japan to produce power cables up to 500 KV, the only Indian variety of electrical and communication cable products, copper rods, electrical switches, Compact Fluorescent different manufacturing Plant across 4 locations in India. Under his able guidance, the Company now produces a He joined Finolex Cables Ltd as Deputy Production Manager in 1986. Deepak was actively involved in setting up 9 Seven Oaks School, Kent, England Bachelors in Engineering Management – University of Evansville, Indiana, USA. Company to have this capability. J-Power Systems is a 100% subsidiary of Sumitomo Electricals of Japan. Mr. lamps and PVC Sheets. Mr. Chhabria is also the Chairman of Finolex J-Power Systems Pvt. Ltd. A Project has been Chhabria has also served as the Chairman of CII-Pune Chapter in 2008. S.S.C – Loyola High School, Pune A-Levels



### Mr. Mahesh Viswanathan

several Multinational companies experience in the industry and in various aspects such as Management, Taxation and Finance. He has worked with He joined Finolex Cables Ltd in October 2008. A Chartered Accountant by profession, he has many years of

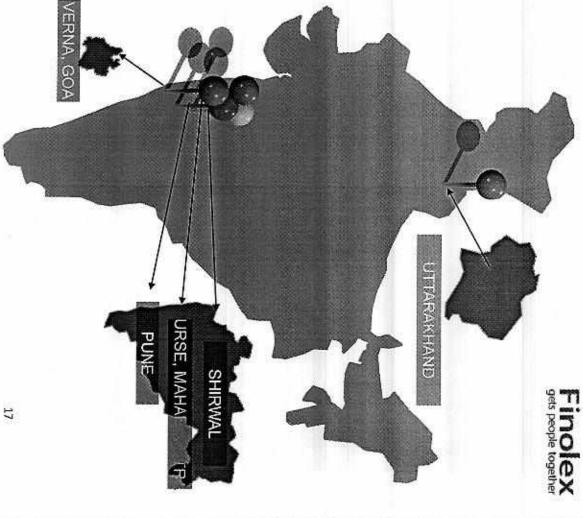


#### Plant, Verna, Goa Jelly Filled Telephone Cables Plant, Verna, Goa Light 2000 Duty 2002 Cables Optical Fibre Cable Plant, Verna, Goa 2003 Urse. (Backward Integration) Manufacturing of Glass Fibre, **3** 2004 Super brand Recognition 2005 Goa Switches Plant, Urse, 2006 Urse, Maharashtra Lighting Products Plant, 2007 Roorkee, Uttarakhand Light Duty Cables Plant, 2008 Electrical Switch Plant, Uttarakhand 19 2010 2011 Fibre Plant, Pune, Maharashtra. of Japan, Extra High Voltage Systems, JV with Sumitomo Electrical SwFinolex J Power Maharashtra Corning Finolex, JV Optical Power Cables Plant, Shirwal, 2014 (2) 5.5 MW Solar plant, Urse Heaters Switchgear Plant Uttarakhand Launched Fans & Water 2016 16

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# **GEOGRAPHICAL FOOTPRINT**

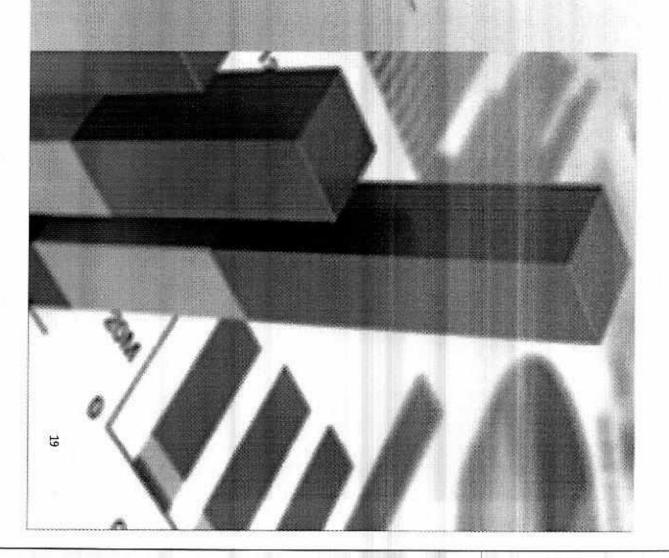
Manufacturing Plants
Depots
4000+
Channel Partners
Dealers



# **Geographical Footprint**

Ponda Goa	Verna Goa	Pune – Pimpri	Urse, Maharashtra	Shirwal, Maharashtra	Uttarakhand	LOCATION
Copper Rods	All electrical products except power cables, communication cables except lan cables	Minimal manufacturing, telephone cables; winding wire for pump-set industry	All electrical cables, optic fibre cables and all communication cables	Extra High Voltage (EHV) cables (JV with Sumitomo, Japan)	Electric wire for construction; wires for automobile; switches; switchgear and Agricultural applications	PRODUCT

# FINANCIAL OVERVIEW



### FY 2019-20 – Segment Revenue Breakup

#### Margins

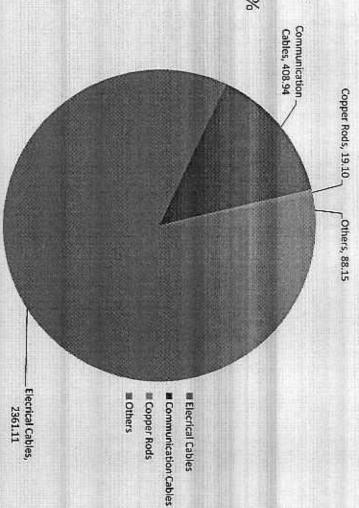
- Electrical Cable EBIT margin improved from 15% to 16% due to better product mix
- Communication Cable EBIT margin decreased from 14% to 6% due to reduction in supply order from telecommunication & government companies and secondly fall in fiber prices globally.

#### Profitability

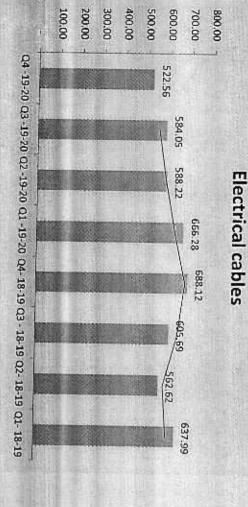
- Total revenue for the year stood at Rs 3049.19 Cr
- Profit for the year stood at Rs 402.48 Cr

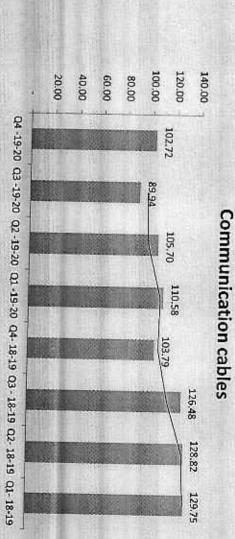
### Inter segment Revenue

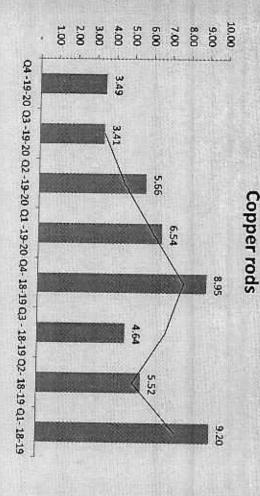
 Inter segment revenue pertaining mainly to copper rods' consumption stood at Rs. 539.73 Cr

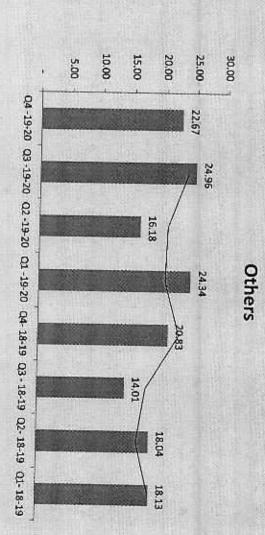


## **Quarterly Segment Revenue**



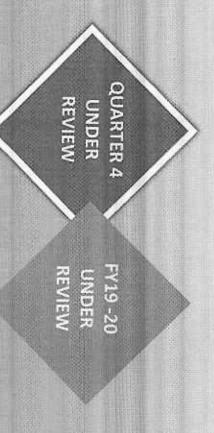






\*All the amounts are INR in Crore





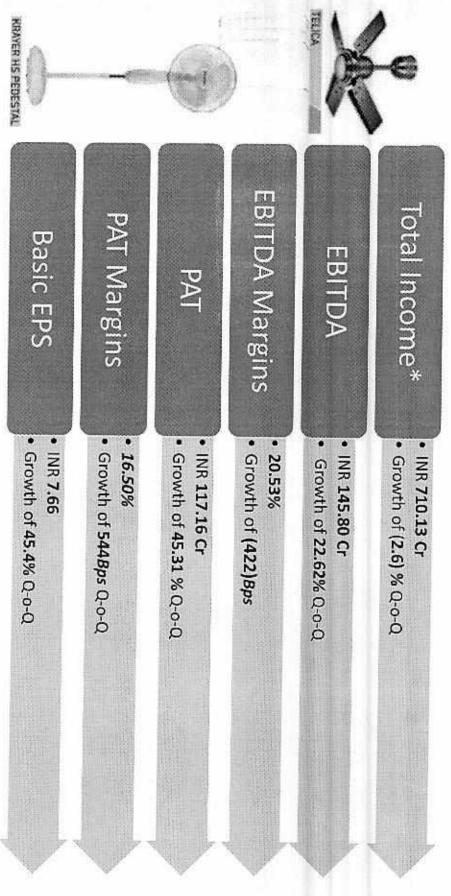


# Q4-FY20 KEY FINANCIAL HIGHLIGHTS

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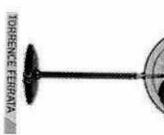
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(Standalone Q4 Vs Q3 FY 2019-20 Performance) (INR Cr)



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<sup>\*</sup>Includes other income

# STANDALONE FINANCIAL HIGHLIGHTS Q4-FY20 (IND-AS)

Market Control of the						
INCOME STATEMENT (INR Cr)	Q4-FY20	Q3-FY20	Q-o-Q	Q4-FY19	Y-0-Y	LIGHTING PRODUC
Total Income*	710.13	728.88	(2.6)%	847.05	(16.2)%	<b>D</b> o
Total Expenses	564.33	609.97	(7.5)%	696.79	(19.0)%	
EBITDA	145.80	118.91	22.6%	150.26	(3.0)%	
EBITDA Margins (%)	20.53%	16.31%	422Bps	17.47%	306Bps	HIGHBAY
Depreciation	9.57	9.64	(0.7)%	10.05	(4.8)%	
EBIT	136.23	109.27	24.7%	140.21	(2.8)%	3
EBIT Margins (%)	19.18%	14.99%	419Bps	16.55%	263Bps	-
Finance Cost	0.73	0.37	97.3%	0.27	170.4%	PANELS ROUND
Profit Before Tax	135.50	108.9	(24.4)%	134.94	0.4%	8
Tax	18.34	28.27	(35.1)%	55.04	(66.7)%	
Profit After Tax	117.16	80.63	45.3%	84.90	38,0%	
PAT Margins (%)	16.50%	11.06%	544Bps	10.02%	648Bps	NEW LED BULB BUSTER PACK
Other Comprehensive Income	(32.69)	8.28	(494.8)%	8.12	(502.6)%	命
Total Comprehensive Income	84.47	88.91	(5.0)%	93.02	(9.2)%	9-  -
EPS Basic (INR)	7.66	5.27	45.4%	5.55	38.0%	
includes other income						LED TRACK LIGHT

<sup>\*</sup>Includes other income



















# CONSOLIDATED FINANCIAL HIGHLIGHTS MARCH 20 ( IND-AS)

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INCOME STATEMENT (INR Cr)	Q4-FY20	Q3-FY20	Q-o-Q	Q4-FY19	Y-0-Y
Total Income*	669.93	728.88	(8.1)%	847.05	(20.9)%
Total Expenses	570.91	602.47	(5.2)%	678.62	(15.9)%
EBITDA	99.02	126.41	(21.7)%	168.44	(41.2)%
EBITDA Margins(%)	14.78%	17.34%	(256)Bps	19.88%	(510)Bps
Depreciation	9.57	9.64	(0.7)%	10.05	(4.8)%
EBIT	89.45	116.77	(23.4)%	158.39	(43.5)%
EBIT Margins (%)	13.35%	16.02%	267Bps	18.70%	(535)Bps
Finance Cost	0.73	0.37	97.3%	0.27	170.4%
Share of net Profit of an Associate & JV	8.19	19.43	(57.8)%	27.27	(70.0)%
Profit Before Tax	96.91	135.83	(28.7)%	185.38	(47.7)%
Tax	32.42	33.11	(2.1)%	61.25	(47.1)%
Profit After Tax	64.49	102.72	(37.2)%	124.13	(48.0)%
PAT Margins (%)	9.63%	14.09%	(446)Bps	12.13%	(250)Bps
Other Comprehensive Income	(32.83)	8.23	(498.9)%	7.56	(133.7)%
Total Comprehensive Income	31.66	110.95	(71.5)%	131.69	(76.0)%
EPS Basic (INR)	4.22	6.72	(37.2)%	8.12	(48.0)%

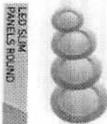
<sup>\*</sup>Includes other income



















FY19 -20 UNDER REVIEW

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# **FY2019-20 KEY FINANCIAL HIGHLIGHTS**

(Standalone Year Performance) (INR Cr)



Total Income\*

INR3,049,19 Cr

Growth of (4.7)% Y-o-Y



INR 541.79 Cr

BTBBJM

Growth of (5.5)% Y-o-Y



• 17.77%

**EBITDA Margins** 

Growth of (105)Bps



INR 402.48 Cr

Growth of 17% Y-o-Y



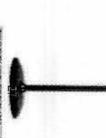
• 13.20%

Growth of 118Bps Y-o-Y



INR 26.32

Growth of 17% Y-o-Y



\*Includes other income

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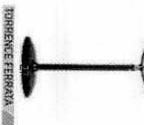


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# STANDALONE FINANCIAL HIGHLIGHTS MARCH 20 (IND-AS)

INCOME STATEMENT (INR Cr)	MARCH 20		
	MAINCH 20	IVIANCH 19	Υ-0-Υ
Total Income*	3049.19	3199.62	(4.7)%
Total Expenses	2507.40	2626.30	(4.5)%
EBITDA	541.79	573.32	(5.5)%
EBITDA Margins (%)	17.77%	17.92%	(15)BPS
Depreciation	38.91	40.55	(4.0)%
EBIT	502.88	532.77	(5.6)%
EBIT Margins (%)	16.49%	16.65%	16BPS
Finance Cost	1.55	0.92	68.5%
Profit Before Tax	501.33	531.86	(5.7)%
Tax	98.85	187.77	(47.4)%
Profit After Tax	402.48	344.09	17%
PAT Margins (%)	13.20%	10.75%	245BPS
Other Comprehensive Income	(40.55)	(24.57)	65.0%
Total Comprehensive Income	361.93	319.52	13.3%
EPS Basic (INR)	26.32	22.50	17.0%

<sup>\*</sup>Includes other income



LIGHTING PRODUCT



HIGHBAY











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# CONSOLIDATED FINANCIAL HIGHLIGHTS MARCH 20 ( IND-AS)

INCOME STATEMENT (INR Cr)	MARCH 20	MARCH 19	Y-o-Y
Total Income*	2968.80	3159.43	(6.0)%
Total Expenses	2493.88	2608.13	(4.4)%
EBITDA	474.92	551.30	(13.9)%
EBITDA Margins(%)	16.00%	17.45%	(145)BPS
Depreciation	38.91	40.55	(4.0)%
EBIT .	436.01	510.75	(14.6)%
EBIT Margins (%)	14.69%	16.17%	(148)BPS
Finance Cost	1.55	0.92	68.5%
Share of net Profit of an Associate & JV	77,59	100.38	(22.7)%
Profit Before Tax	512.05	610.22	(16.1)%
Tax	98.85	187.77	(47.7)%
Profit After Tax	391.00	407.47	(4.0)%
PAT Margins (%)	13.17%	12.90%	27BPS
Other Comprehensive Income	(41.40)	(25.60)	61.7%
Total Comprehensive Income	349.60	381.87	(8.5)%
EPS Basic (INR)	25.57	26,66	(4.0)%

<sup>\*</sup>Includes other income



LIGHTING PRODUCT



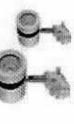
HIGHBAY





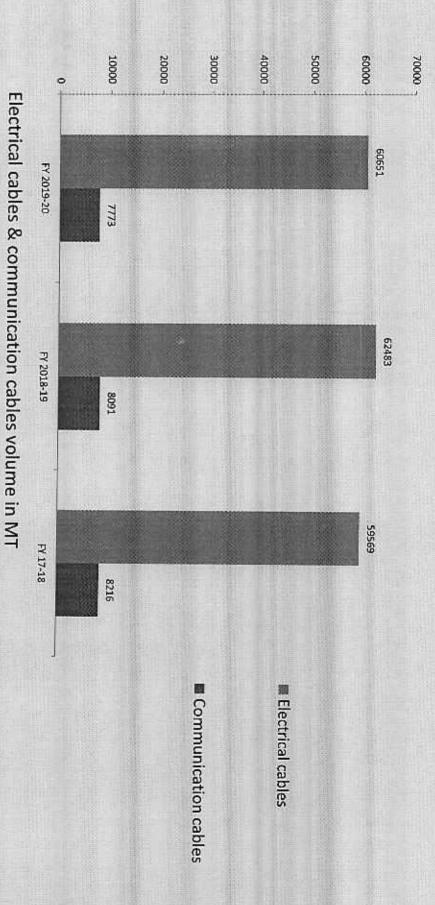




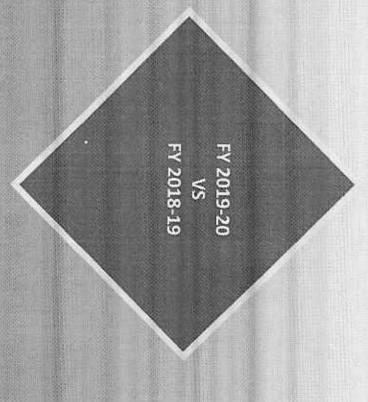


LED THOLK USHT

### **Business Performance Trend**



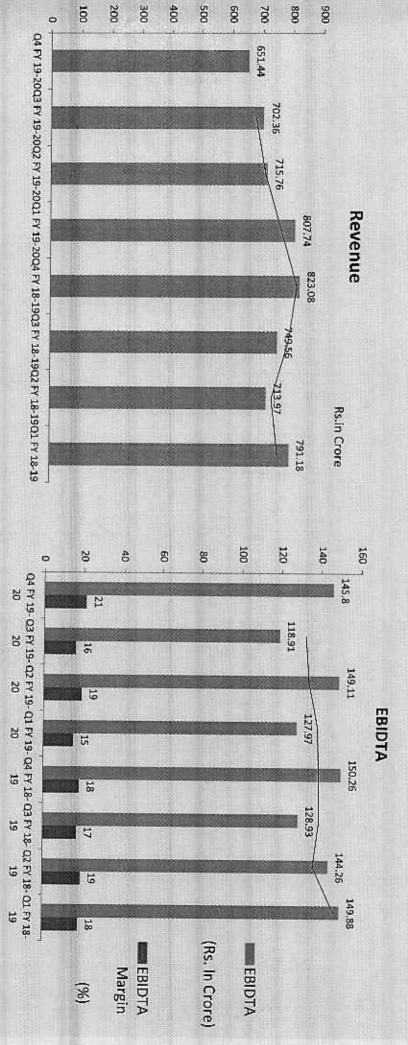




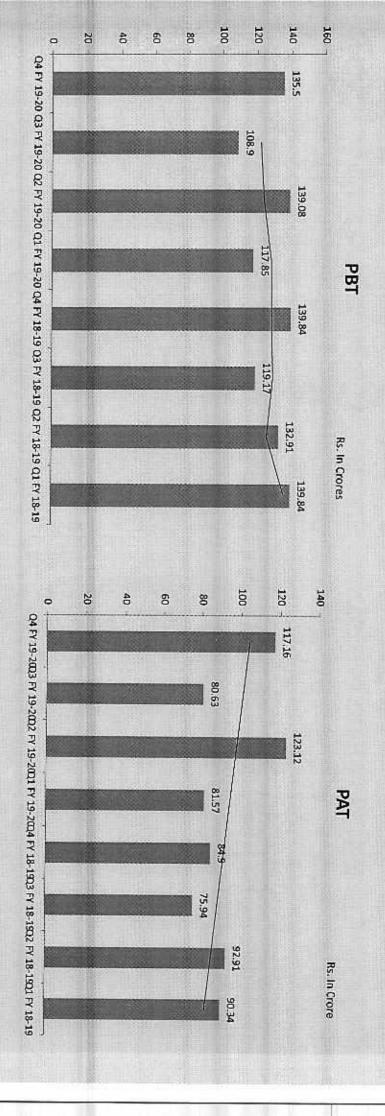
# Quarterly Profit & Loss- Standalone Financial Statement

Particulars (INR in Cr) Revenue from Operation EBITDA EBITDA Margins (%)	Q4 FY 19-20 651.44 145.80 21%	Q3 FY 19-20 702.36 119.51 16%	Q2 FY 19-20 715.76 149.11 19%	Q1 FY 19-20 807.74 127.97	Q4 FY 18-19 823.08 150.26	Q3 FY 18-19 749.56 128.93 17%	Q2 FY 18-19 713.97 144.26 19%
EBITDA Margins (%)	21%	16%	19%	15%	18%	17%	19%
Depreciation	9.57	9.64	9.80	9.90	10.05	9.73	11.03
Other Income	58.69	26.52	64.71	21.97	23.97	19.34	58,42
Finance Cost	0.73	0.37	0.23	0.22	0.27	0.03	0.32
Profit before tax	135.50	108.90	139.08	117.85	139.94	119.17	132.91
PBT Margin	19%	14%	18%	14%	17%	15%	17%
Tax	18.34	28.27	15.96	36.28	55.04	43.23	40
Profit after Tax	117.16	80.63	123.12	81.57	84.90	75.94	92.91
PAT Margin	16%	11%	16%	10%	10%	10%	12%
EPS	7.66	5.27	8.05	5.33	5.55	4.97	6.07

### Quarter -wise Result Summary



## Quarter –wise Result Summary





Key Indicators from FY 2012-13 to FY 2019-20

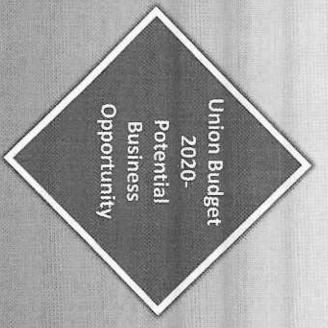
# Standalone Profit & Loss Account- Key Indicators

Particulars(Rs. In Crore) 2012-13	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
Gross Revenue	2 447 70	2 558 30	2 633 30	2 252 5				
Gross Revenue	2,447.70	2,558.30	2,633.30	2,676.50	2,770.95	3,011.63	3,199.62	3,049.19
EBIDTA	230.80	306.90	340.80	403.00	471.66	549.72	573.32	541.79
EBIDTA Margin	9%	12%	13%	15%	17%	18%	18%	18%
Profit Before Tax	170.80	244.00	263.10	336.30	419.34	504.48	531.86	501.33
PBT Margin	7%	10%	10%	13%	15%	17%	17%	16%
Profit After Tax	145.30	207.70	198.60	248.75	315.90	358.20	344.09	402.48
PAT Margin	6%	8%	8%	9%	11%	12%	11%	13%
				3			11/0	

# Standalone Balance Sheet – Key Indicators

Particulars (Rs.in Crore)	2012-13	2012-13 2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
Share Capital	30.59	30.59	30.59	30.59	30.59	30.59	30.59	30.59
Reserves	893.70	1,072.80	1,234.20	1,437.00	1,846.85	2,163.31	2,409.08	2,688.04
Net Worth	924.29	1,103.39	1,264.79	1,467.59	1,877.44	2,193.90	2,439.67	2,718.63
Loan Funds	180.60	147.00	126.70	51.20		-		•
Other Liability					6.58	7.52	9.80	18.18
Deferred Tax (Net)	34.50	29.50	30.00	23.00	18.93	34.93	58.34	36.06
Total Liabilities	1,139.39	1,279.89	1,421.49	1,541.79	1,902.95	2,236.35	2,507.81	2,772.86
Gross Block	977.70	1,072.80	1,096.00	1,107.40	1,148.48	1,186.70	1,226.38	1,238.56
Net Block	460.70	507.40	470.40	424.80	414.87	414.19	414.57	404.50
Investments	324.09	403.10	494.20	619.50	895.87	1,214.82	1,381.86	725.89
Net Current Assets	314.79	304.53	443.08	475.62	558.81	530.48	665.00	786.46
Cash & Cash Equivalent	39.81	64.86	13.81	21.87	32.4	76.87	46.38	856.02
Total Assets	1,139.39	1,279.89	1,421.49	1,541.79	1,902.95	2,236.36	2,507.81	2,772.87

Finolex gets people together



# Union Budget direct benefits to various segments of Finolex Cables Ltd

#### Digitization

- Government Net Scheme Rs 6000 Cr to Bharat proposed to allocate
- Union Budget to and UPI digitalization through Broadband foucs on
- Above initiatives will increase demand for connected through Panchayats to be in order to

this route

demand for solar

Optic Fibre Cables

#### Agriculture

- Government scheme for push to declares 16 action renewable energy is the PM Kusum resources points, first of which
- solar energy now be utilized for Barren lands can production

One Lac Gram

- seasonality dependence on agriculture's provided to farmers 15 Lac pumps to be
- Focus on renewable energy will increase cables.

#### Infrastructure

- projects Further expenditure with 6500 infra **Economic Corridors** for setting up of
- Increased focus of construction of expected to boost and Ports to give is Corridors, Airports housing projects Dedicated Freight
- Above initiatives will electrical cables. increase demand for

#### Real Estate

- Stamp duty rates provisions gains/ Other income attracting capital from 5% without increased to 10%
- Govt to focus on budget allocation in the with 8.5% increased Affordable Housing
- Govt to allocate Rs Scheme Cities and AMRUT 14000 Cr for Smart
- Urban Affairs 50039.90 Cr Ministry to outlay Rs

Power

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Concessional tax power cables. electricity - This will create demand for companies engaged in generation of rate of 15% for new

# Building Atmanirbhar Bharat & Overcoming COVID -19

#### **Business Including** MSIME

- Vocal for local them global. products and make
- Sanction Rs. 15000 package crore for emergency health response
- Above initiatives appliances. electrical cables and demand for will increase

agricultural sectors

#### Agriculture

#### **Emergency working** through NABARD capital for farmers Additional Rs,. 30000 crore

- Above initiatives Scheme. credit boost to Rs. 2 Lac Crore will increase Kisan Credit Card farmers through
- required for demand for cables

#### Migrant Farmers

- Liquidity support to various products. demand of our economy which will farmers & rural lead to increase in
- demand for battery advanced cell such as solar PV battery which will manufacturing, increase the launched in sectors Sectors will be **New Champion** for promotion of Incentive schemes

#### New Horizons of Growth

Reforms & Enablers

Government

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- Launching of Aarogya Setu App
- Databank of directors is independent & contact tracing for self assessment launched

Special economic and comprehensive package of Rs 20 lakh crores - equivalent to 10% of India's GDP introduced by Union Government to address post COVID -19 reviva

THANK YOU

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