

FCI:SEC:SE:PRSN:23:62

27<sup>th</sup> May, 2023

|  |  |  |
|--|--|--|
| Corporate Relations<br>Department<br>BSE Limited<br>1st Floor, New Trading Ring<br>Rotunda Building, P J<br>Towers<br>Dalal Street, Fort<br>Mumbai – 400 001 | The Manager<br>Listing Department<br>National Stock Exchange of<br>India Ltd<br>'Exchange Plaza', C-1, Block<br>G,<br>Bandra – Kurla Complex,<br>Bandra (E), Mumbai – 400<br>051 | Mr Tom Schmit<br>Luxembourg Stock<br>Exchange<br>PO Box 165<br>L-2011 Luxembourg<br>Grand-Duchy of<br>Luxembourg<br>EUROPE |
| Scrip Code: 500144   | Scrip Code: FINCABLES  |  |

Sub: Investor Presentation for Scheduled Conference call for Analysts & Investors.

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

Dear Sir/Madam,

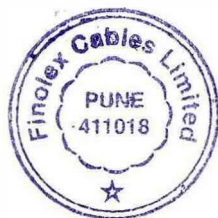
In continuation to our prior intimation dated 18th May, 2023, the Earnings presentation on the Audited Financial Results for the 4th Quarter ended 31<sup>st</sup> March, 2023 for the scheduled Conference Call with Analysts & Investors on Saturday, 27th May, 2023 at 4.00 pm is enclosed.

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

Thanking you,

Yours truly,

For FINOLEX CABLES LIMITED



Kamlesh M Shinde  
Assistant Company Secretary  
& Compliance Officer  
Encl: As Above.

The background of the slide is a close-up, artistic photograph of several bundles of fiber optic cables. The cables are illuminated from within, creating a warm, golden-orange glow. The light reflects off the glass surfaces, creating a bokeh effect of soft, out-of-focus circles. The cables are arranged in a way that suggests depth and movement, with some in sharp focus and others blurred in the foreground and background.

**Finolex**  
Cables Limited

No Stress Finolex

**Q4 FY 2023**

**PRESENTATION**



**Finolex**

Cables Limited

XCEEDS  
EXPECTATIONS

**Q4 FY 2023**  
**Financial Performance**



# INDEX

Finolex in  
Numbers

Forging ahead

Segment  
Overview

About the  
Company

Finolex House

Our  
Contribution to  
Society

Our Key Figure

Our Key Figure-  
Q4 FY 23

Key figure-  
Electrical Cable

Key figure-  
Communication  
Cable

Key Figure-  
Other Products

Financial  
Statement

Profit Bridge

Standalone  
Statement of  
Asset & Liability

Financial  
Metrics

Shareholding  
Pattern

Key Figure- All  
Product

Product  
Portfolio



## Finolex in Numbers



**5**

Manufacturing sites



**26**

Depots



**5,000**

Channel Partners



**1,75,000**

Retailers



**1,564**

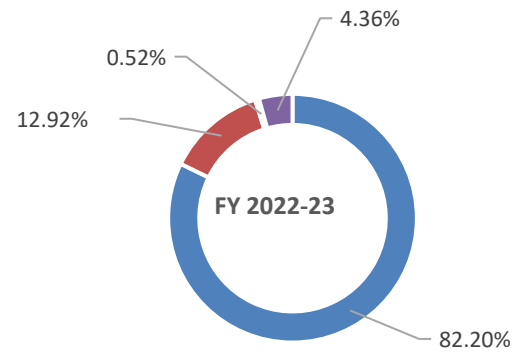
Employees



**22%**

Market Share in the organised wires industry

## Revenue Break-Up



■ Electrical Cables

■ Communication Cables:

■ Copper Rods:

■ 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.

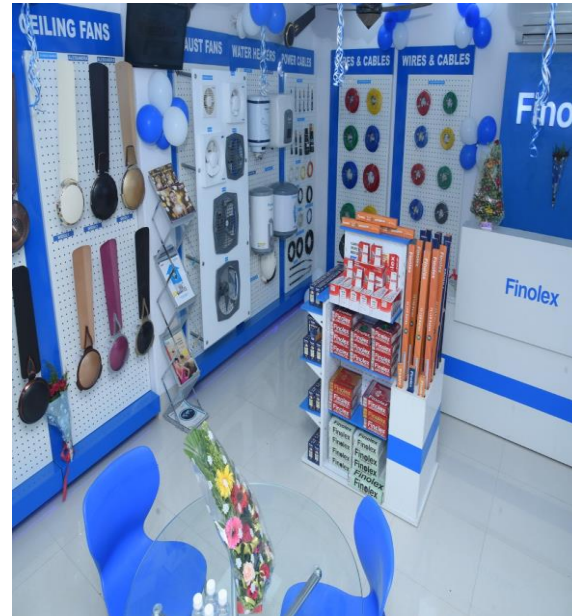
### Manufacturing Excellence

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, Gaziabad, Secunderabad, Raipur, Ranchi, Vadodara, Bhubaneshwar.

# 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



Suitable For Multiple Fabric Types



Non-stick Coating



Horizontal and Vertical Steam Burst



Self-clean Function

## No Stress. Finolex

[@finolexindia](#) [@finolexindia](#) [@finolexindia](#) | [www.finolex.com](http://www.finolex.com)

Finolex and Finolex XCEEDS XPECTATIONS are registered trademarks of Finolex India. All other trademarks are the property of their respective owners.

[www.finolex.com](http://www.finolex.com)



## 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



[/finolexcables](#) [/finolexcables](#) [/finolex.cables](#)



# DRIVING STRONGER IMPACT IN OUR COMMUNITIES



# Key Highlights

## Top Line (Revenue)

**Q4 FY 23 : 1,224 Crore**

↑ **3% Y-o-Y**

↑ **6% Q-o-Q**

**FY23: 4481 Crore**

↑ **19% Y-o-Y**

## Operating (EBITDA)

**Q4 F Y 23 :190 Crore**

↑ **38% Y-o-Y**

↑ **9% Q-o-Q**

**FY23: 694 Crore**

↑ **22% Y-o-Y**

## Profitability (PAT)

**Q4 FY 23 : 135 Crore**

↑ **29% Y-o-Y**

**0% Q-o-Q**

**FY23: 502 Crore**

↑ **24% Y-o-Y**



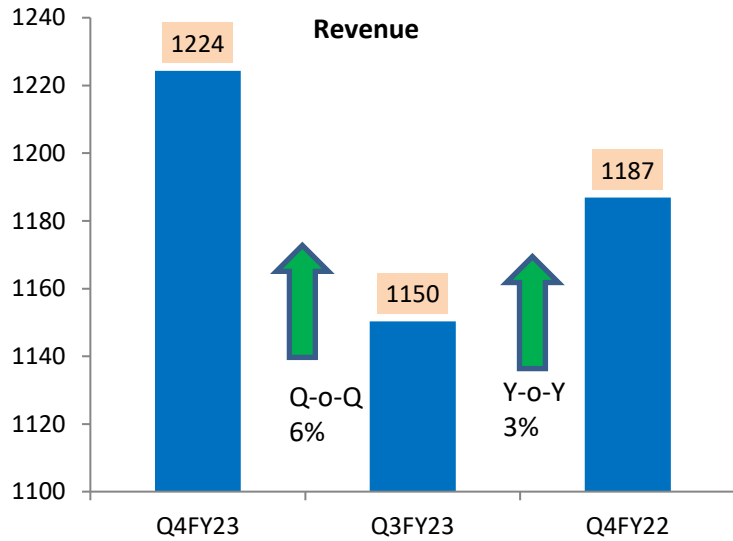
Quarter 2 EBITDA includes Annual Dividend Income from Associate Company Rs. 80.39 Crore.



# Key Highlights-Q4FY23

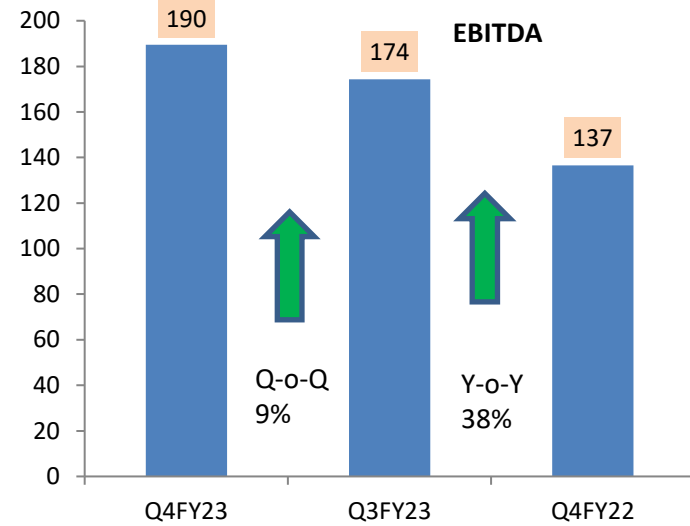
## REVENUE

(Rs. In Crore)



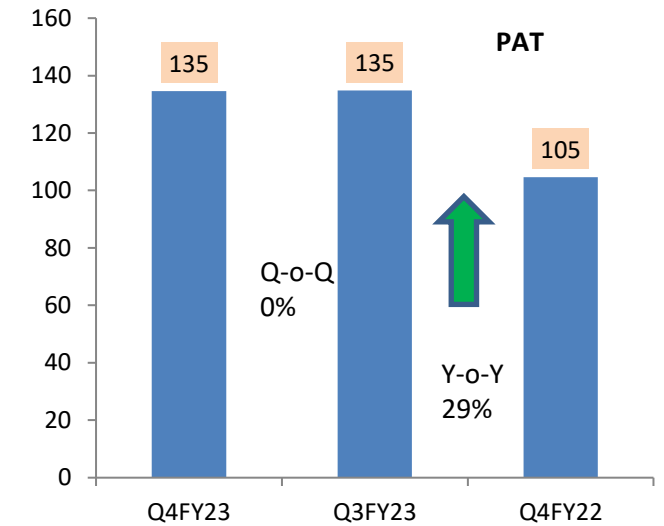
## EBITDA

(Rs. In Crore)  
(% Margin)



## PAT

(Rs. In Crore)  
(% Margin)



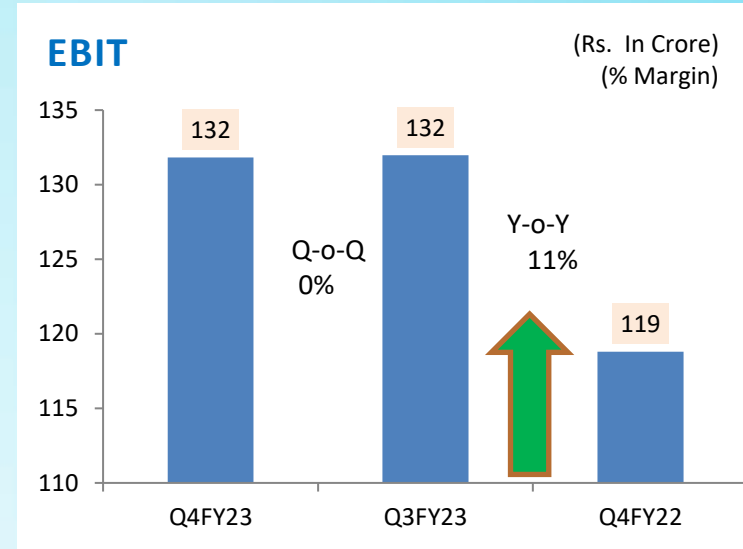
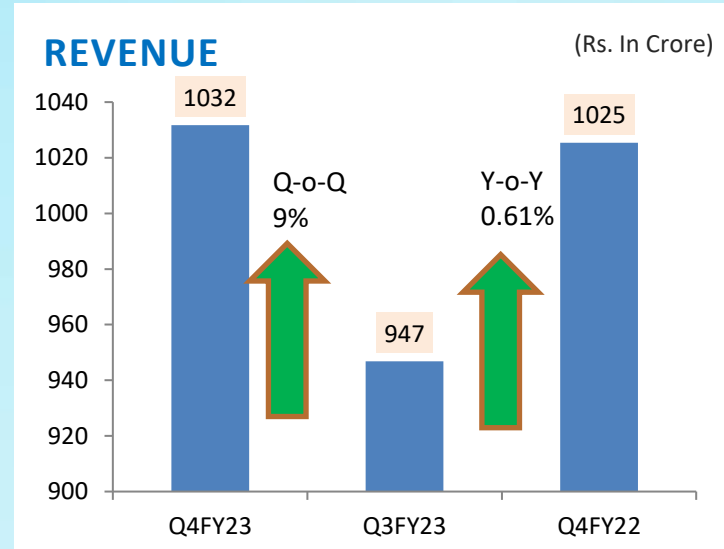
- Revenue at Rs.4481.11 Cr in 2022-23 against Rs.3768.14 Cr in 2021-22 represents an increase of 19%. Volume improvement and Network expansion contributed to the improvement.
- EBITDA margins increased by 38% YoY and 9% Q-o-Q in Q-4/23.
- PAT at Rs. 135 Crore is an improvement of 29% Y-o-Y.

# Electrical Cables

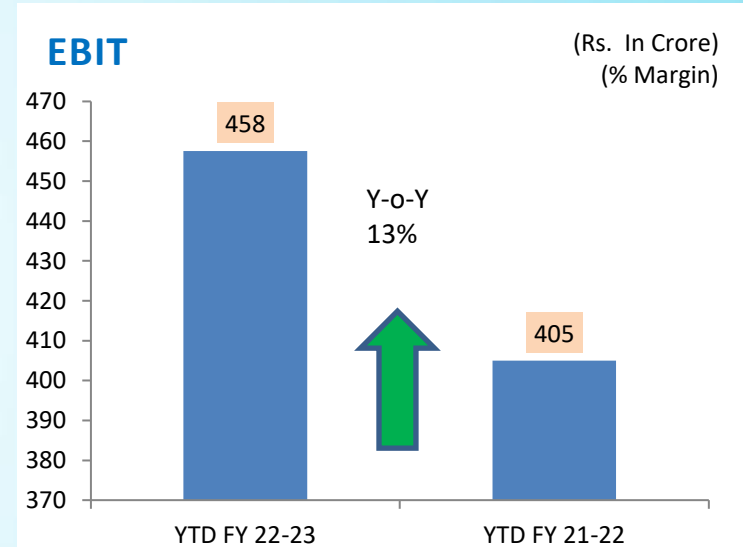
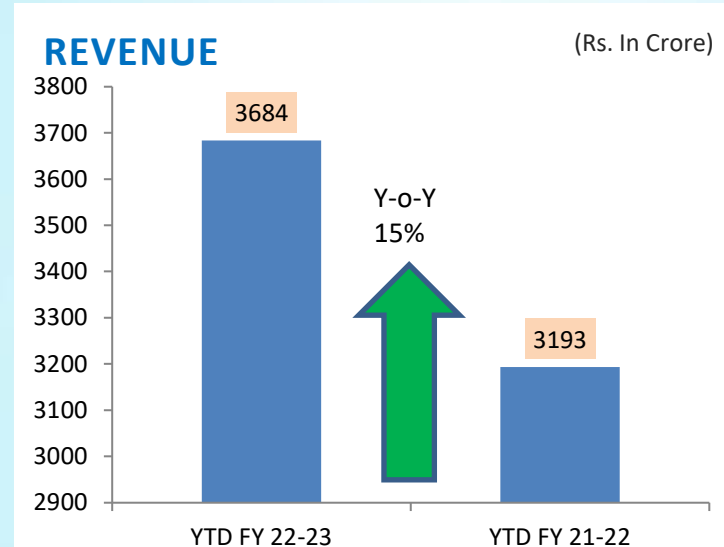
- The sale volumes have increased in a current period as distribution network is really paying off. Active participation of retailers has helped to boost the sales quantities of electrical cable for current period. Improved activity in Reality and Infrastructure sectors has helped to add volumes.
- In Q4, Sales improved by 9% Q-o-Q while for the year a growth of 15% was achieved.
- In volume terms, Electrical Cables increased by 7% in the quarter and 16% in the year.
- Automobile and Industrial applications were star performers for the year.



## Q4 FY23



## YTD FY23

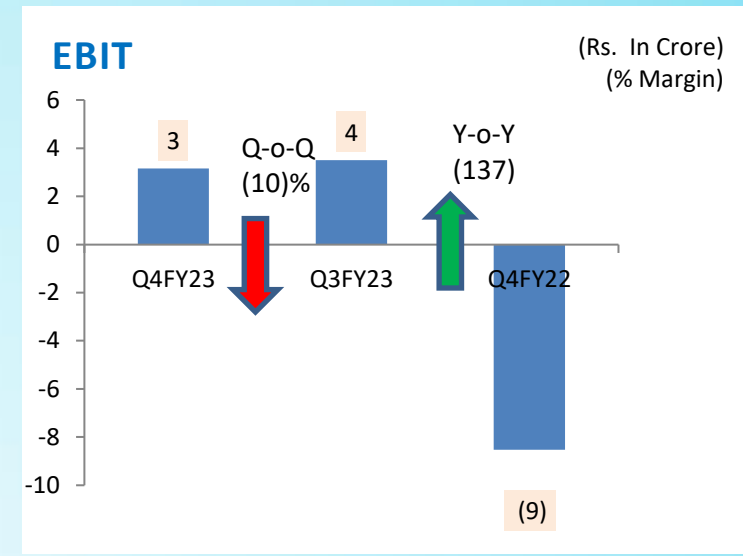
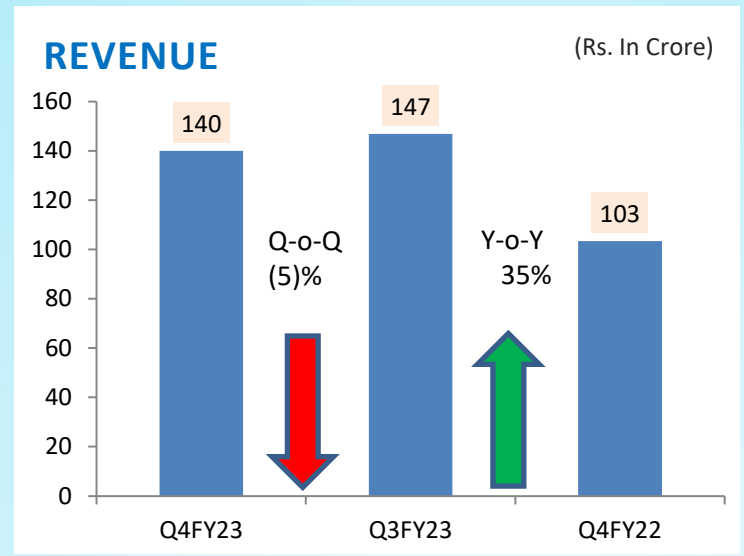


# Communication Cables

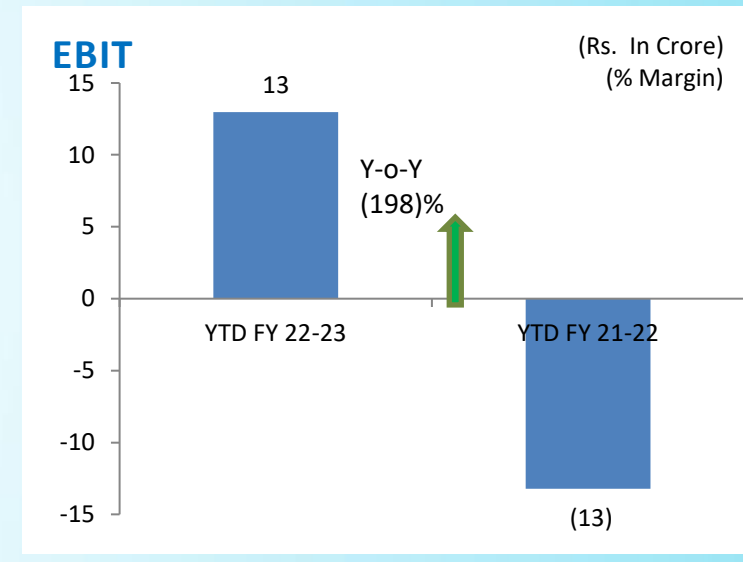
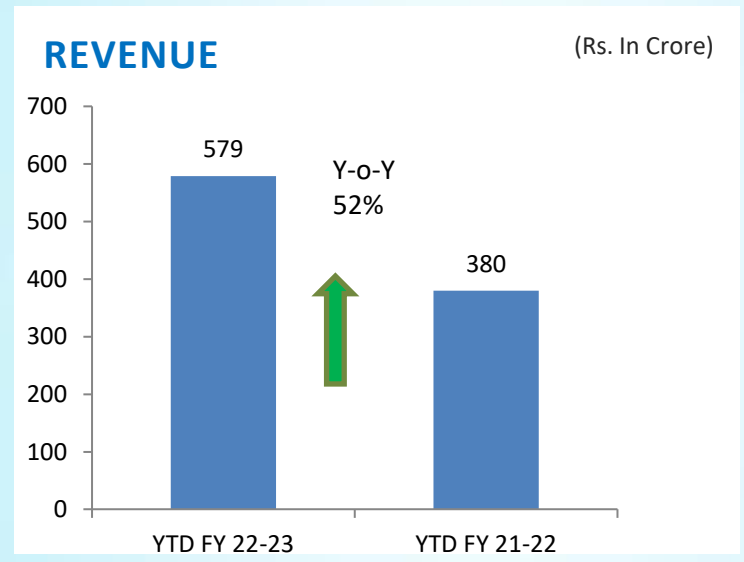
- Expansion of distribution network and big orders from OEM Customers in LAN Cable helped growth in this segment.
- This year FCL selected as a prime supplier for Bharti.
- In Communication Cable segment, OFC volume grew by more than 50% while all other products in the communication segment grew more than 25%.
- With improved volumes and better capacity utilisation, margins have recovered to positive territory.
- With an eye on potential post 5G rollout, FCL is investing in setting up a manufacturing facility for making Preforms.



## Q4 FY23



## YTD FY23



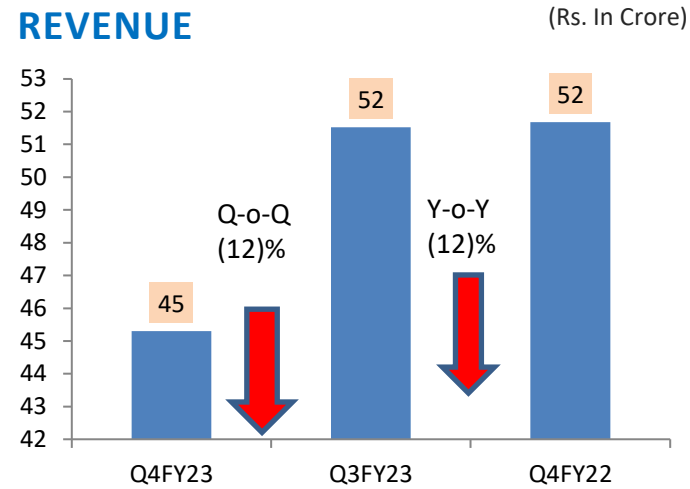
# Others

While headline inflation has started to drop, there still is sluggishness in consumer spending. Additionally, changes to Energy Efficiency norms which came into effect from 1.1.2023, have resulted in channel destocking and impacted overall growth.

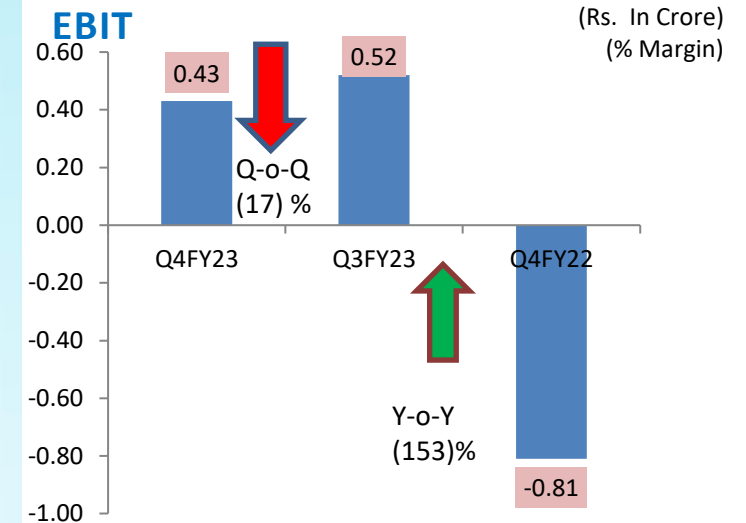


## Q4 FY23

### REVENUE

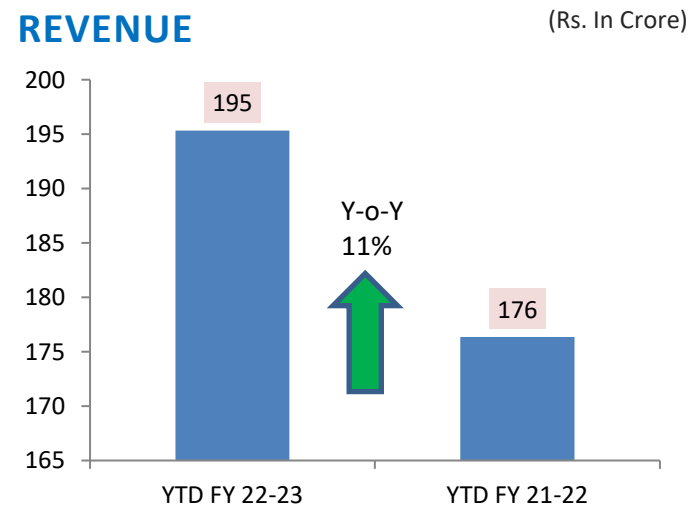


### EBIT

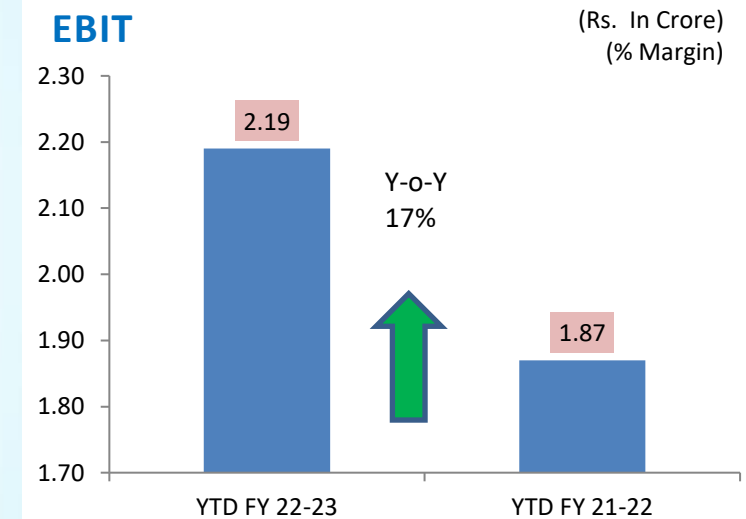


## YTD FY23

### REVENUE



### EBIT





# Financial Statements

# Standalone Statement of Profit and Loss Statement

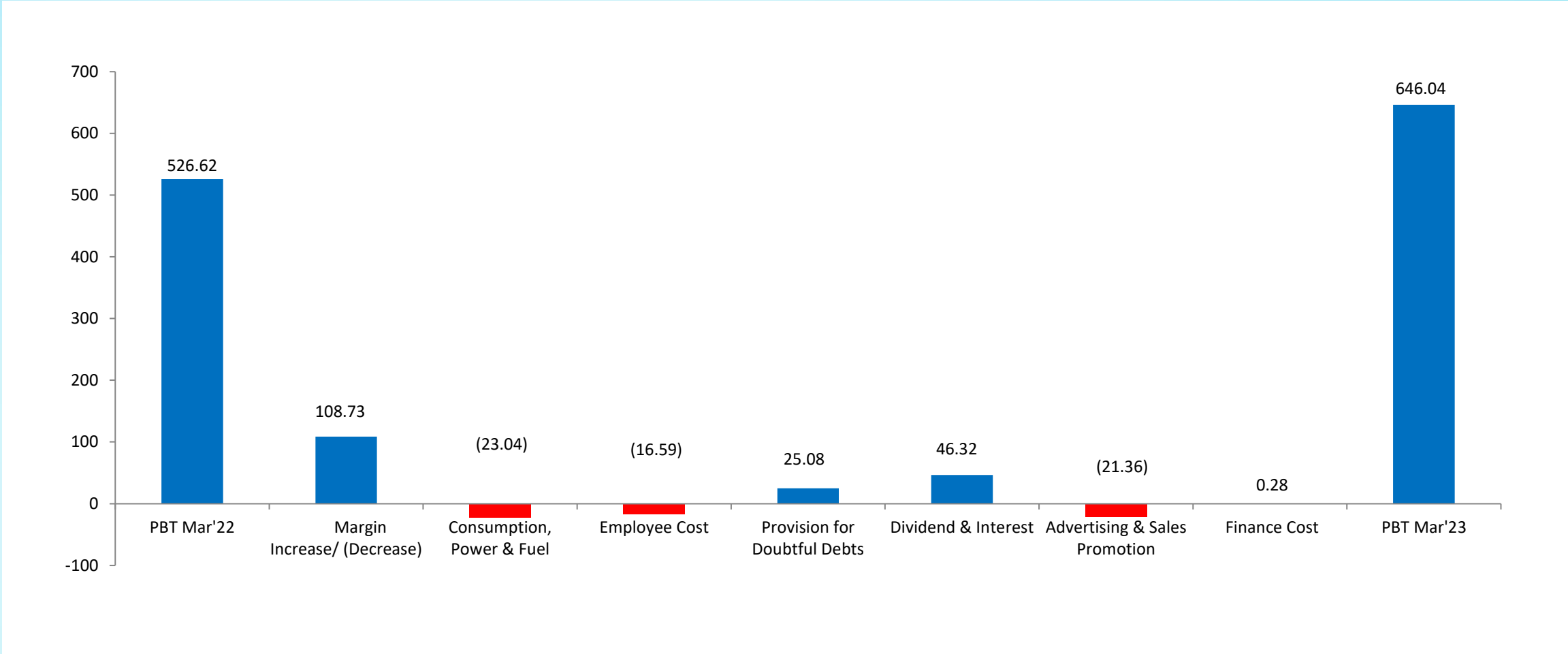
**Finolex**  
Cables Limited

(Rs. In Crore)

| Particulars                       |   | Quarterly       |             |                 |             |                 |             | Year to Date    |             |                 |             |
|-----------------------------------|---|-----------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|
|                                   |   | Q4FY23          | %           | Q3FY23          | %           | Q4FY22          | %           | YTD 23          | %           | YTD 22          | %           |
|                                   | Revenue from Operations   | 1,224.32        | 97%         | 1,150.31        | 97%         | 1,186.85        | 98%         | 4,481.11        | 96%         | 3,768.14        | 96%         |
|                                   | Other Income  | 41.82           | 3%          | 32.98           | 3%          | 19.95           | 2%          | 198.13          | 4%          | 151.81          | 4%          |
| <b>Total Income (I+II)</b>        |   | <b>1,266.14</b> | <b>100%</b> | <b>1,183.29</b> | <b>100%</b> | <b>1,206.80</b> | <b>100%</b> | <b>4,679.24</b> | <b>100%</b> | <b>3,919.95</b> | <b>100%</b> |
| <b>Expenses</b>                   |   |                 |             |                 |             |                 |             |                 |             |                 |             |
|                                   | Cost of material consumed   | 939.24          | 74%         | 904.42          | 76%         | 876.79          | 73%         | 3,459.32        | 74%         | 2,793.62        | 71%         |
|                                   | Purchase of stock-in-trade  | 17.88           | 1%          | 15.82           | 1%          | 24.69           | 2%          | 78.59           | 2%          | 93.83           | 2%          |
|                                   | Changes in inventories of finished goods, stock-in-trade and work in progress | 6.29            | 0%          | (27.58)         | -2%         | 59.23           | 5%          | 6.57            | 0%          | 78.83           | 2%          |
|                                   | Employee benefits expense   | 39.29           | 3%          | 42.13           | 4%          | 33.16           | 3%          | 162.67          | 3%          | 146.08          | 4%          |
|                                   | Finance costs   | 0.85            | 0%          | 0.13            | 0%          | 1.14            | 0%          | 1.24            | 0%          | 1.52            | 0%          |
|                                   | Depreciation and amortization expense   | 15.14           | 1%          | 11.20           | 1%          | 8.98            | 1%          | 46.40           | 1%          | 38.85           | 1%          |
|                                   | Other expenses  | 73.91           | 6%          | 74.23           | 6%          | 76.40           | 6%          | 278.41          | 6%          | 240.60          | 6%          |
| <b>Total Expenses (IV)</b>        |   | <b>1,092.60</b> | <b>86%</b>  | <b>1,020.35</b> | <b>86%</b>  | <b>1,080.39</b> | <b>90%</b>  | <b>4,033.20</b> | <b>86%</b>  | <b>3,393.33</b> | <b>87%</b>  |
| <b>Profit before tax (III-IV)</b> |   | <b>173.54</b>   | <b>14%</b>  | <b>162.94</b>   | <b>14%</b>  | <b>126.41</b>   | <b>10%</b>  | <b>646.04</b>   | <b>14%</b>  | <b>526.62</b>   | <b>13%</b>  |
| <b>Tax expense</b>                |   |                 |             |                 |             |                 |             |                 |             |                 |             |
|                                   | (1) Current tax   | 39.09           | 3%          | 33.42           | 3%          | 23.54           | 2%          | 145.04          | 3%          | 127.92          | 3%          |
|                                   | (2) Deferred tax charge/(credit)  | (0.13)          | 0%          | (5.35)          | 0%          | (1.73)          | 0%          | (0.74)          | 0%          | (5.91)          | 0%          |
| <b>Total Tax</b>                  |   | <b>38.96</b>    | <b>3%</b>   | <b>28.07</b>    | <b>2%</b>   | <b>21.81</b>    | <b>2%</b>   | <b>144.30</b>   | <b>3%</b>   | <b>122.01</b>   | <b>3%</b>   |
| <b>Profit for the year (V-VI)</b> |   | <b>134.58</b>   | <b>11%</b>  | <b>134.87</b>   | <b>11%</b>  | <b>104.60</b>   | <b>9%</b>   | <b>501.74</b>   | <b>11%</b>  | <b>404.61</b>   | <b>10%</b>  |



# Profit Bridge YTD Mar'23 VS Mar'22

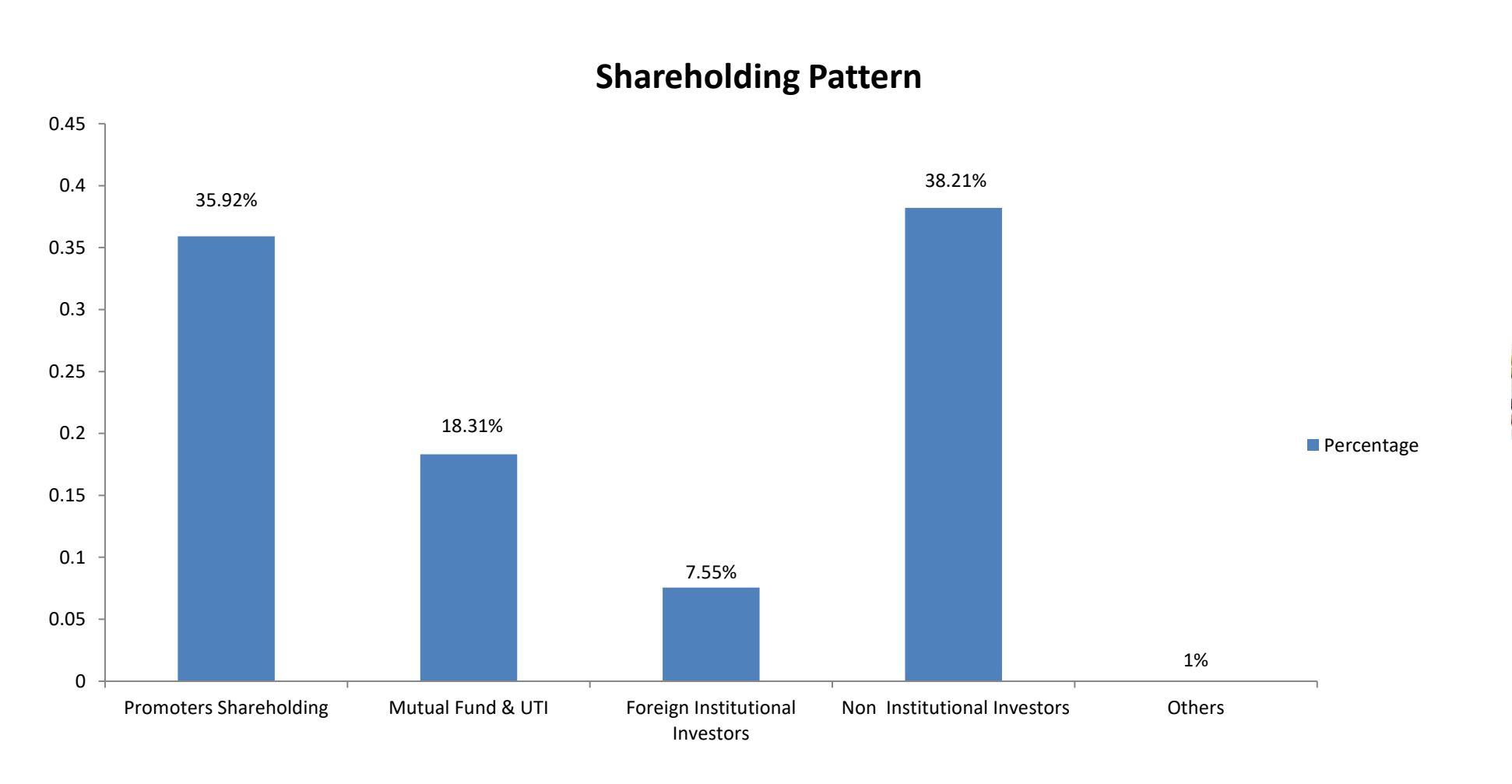


# Standalone Statement of assets and Liabilities

|          |                           |   | Note | As at           | As at           |           |                                     |  | Note | As at           | As at           |
|----------|---------------------------|---|------|-----------------|-----------------|-----------|-------------------------------------|--|------|-----------------|-----------------|
|          |                           |   | No.  | 31st March 2023 | 31st March 2022 |           |                                     |  | No.  | 31st March 2023 | 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    | 421.75          | 369.66          |           | (a)                                 | Equity Share Capital   | 16   | 30.59           | 30.59           |
|          | (b)                       | Capital Work-in-Progress                      | 3.1  | 21.04           | 86.77           |           | (b)                                 | Other Equity   | 17   | 3,679.05        | 3,233.20        |
|          | (c)                       | Intangible Assets                             | 4    | 1.43            | 0.27            |           |                                     | <b>Total equity</b>  |      | <b>3,709.64</b> | <b>3,263.79</b> |
|          | (d)                       | Right of use Asset                            | 5    | 11.77           | 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    | 170.67          | 91.60           |           |                                     | i) Borrowings NC   | 18   | 0.25            | 0.28            |
|          |                           | iii) Other Financial Assets                   | 9    | 4.54            | 4.33            |           |                                     | ii) Lease Liabilities NC   | 5    | 9.79            | 6.34            |
|          | (f)                       | Non-Current Tax Assets (net)                  |      | 20.78           | 19.14           |           | (b)                                 | Provisions   | 19   | 10.45           | 9.98            |
|          | (g)                       | Other Non-Current Assets                      | 10   | 23.40           | 19.37           |           | (c)                                 | Deferred Tax Liabilities ( Net)  | 20   | 33.06           | 26.14           |
|          |                           | <b>Total Non Current Assets</b>               |      | <b>871.69</b>   | <b>802.92</b>   |           |                                     | <b>Total Non Current Liabilities</b>   |      | <b>53.55</b>    | <b>42.74</b>    |
|          | <b>CURRENT ASSETS</b>     |   |      |                 |                 |           | <b>CURRENT LIABILITIES</b>          |  |      |                 |                 |
|          | (a)                       | Inventories                                   | 11   | 674.62          | 653.11          |           | (a)                                 | Financial Liabilities  |      |                 |                 |
|          | (b)                       | Financial Assets                              |      |                 |                 |           |                                     | (i) Borrowings   | 18   | 0.03            | 0.03            |
|          |                           | i) Investments                                | 8    | 1345.75         | 827.32          |           |                                     | (ii) Lease Liabilities C   | 5    | 3.54            | 2.14            |
|          |                           | ii) Trade Receivables                         | 12   | 217.76          | 177.15          |           |                                     | (iii) Trade Payables   |      |                 |                 |
|          |                           | iii) Cash and Cash Equivalents                | 13   | 67.41           | 32.39           |           |                                     | (a) Total Outstanding Dues of micro enterprises and small enterprises                      | 21   | 19.30           | 16.29           |
|          |                           | iv) Other Bank balances                       | 14   | 5.94            | 5.55            |           |                                     | (b) Total Outstanding Dues of Creditors other than micro enterprises and small enterprises | 21   | 189.40          | 173.76          |
|          |                           | v) Other Financial Assets                     | 9    | 877.55          | 1057.14         |           |                                     | (iv) Other Financial Liabilities   | 22   | 4.60            | 4.29            |
|          | (c)                       | Other Current Assets                          | 15   | 22.55           | 44.60           |           | (b)                                 | Other Current Liabilities  | 23   | 57.20           | 68.02           |
|          |                           |   |      |                 |                 |           | (c)                                 | Provisions   | 19   | 7.06            | 5.08            |
|          |                           |   |      |                 |                 |           | (d)                                 | Current tax Liabilities (net)  |      | 38.95           | 24.04           |
|          |                           | <b>Total Current Assets</b>                   |      | <b>3211.58</b>  | <b>2797.26</b>  |           |                                     | <b>Total Current Liabilities</b>   |      | <b>320.08</b>   | <b>293.65</b>   |
|          | <b>TOTAL ASSETS</b>       |   |      | <b>4083.27</b>  | <b>3600.18</b>  |           | <b>TOTAL LIABILITY</b>              |  |      | <b>373.63</b>   | <b>336.39</b>   |
|          |                           |   |      |                 |                 |           | <b>TOTAL EQUITY AND LIABILITIES</b> |  |      | <b>4,083.27</b> | <b>3,600.18</b> |

See accompanying notes to the Standalone Financial Statements

# Shareholding Pattern



# Other Financial Metrics:-

## Other Income:

| Particulars   | Q4FY23       | Q3FY23       | Q4FY22       |
|---|--------------|--------------|--------------|
| (a) Interest Income   | 13.07        | 13.10        | 11.81        |
| (b) Dividend Income   | 0.05         | 0.11         | 0.05         |
| (c) Net gain/(loss) on investments classified at FVTPL              | 21.05        | 18.96        | 6.49         |
| (d) Exchange gain/(losses) on translation of Assets and Liabilities | 0.32         | 0.19         | 0.25         |
| (e) Others  | 7.35         | 0.60         | 1.35         |
| <b>Total</b>  | <b>41.84</b> | <b>32.96</b> | <b>19.95</b> |

## Working Capital in days

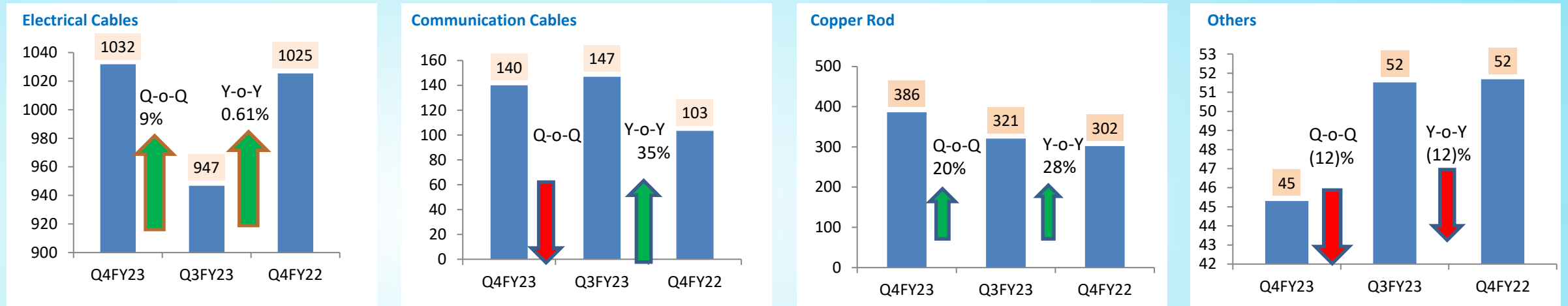
| Particulars         | Q4FY23 | Q3FY23 | Q4FY22 |
|---------------------|--------|--------|--------|
| Receivable Days     | 16     | 15     | 13     |
| Payable Days        | 15     | 16     | 14     |
| Inventory Days      | 63     | 64     | 61     |
| Net working Capital | 42     | 40     | 41     |

## Cash Flow statement

| Particulars   | FY23  | YTD DEC 22 | FY22  |
|---|-------|------------|-------|
| Net cash generated from operating activities          | 356   | 305        | 473   |
| Net cash generated/(used in) investing activities     | (225) | (184)      | (378) |
| Net cash (used in) financing activities               | (97)  | (94)       | (87)  |
| Net Increase /(Decrease) in cash and cash equivalents | 35    | 26         | 8     |

# 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



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

**Regd. Office:**

26-27, Mumbai-Pune Road, Pimpri,  
Pune - 411 018.

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

**CIN:** L31300MH1967PLC016531



/FinolexOnline



/FinolexOnline



/Finolex.Online