



FCL:SEC:SE:24:44

27th May, 2024

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	

Sub.: Investor Presentation - Conference call with Analysts & Investors scheduled on 27th May, 2024

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.

Dear Sirs,

In continuation to our prior intimation dated 22nd May, 2024 and 24th May, 2024 and in terms of the above referred regulation, please find enclosed a copy of the investor presentation for the quarter and Financial Year ended on 31st March 2024.

Please note that the said presentation will be uploaded on the website of the Company at <https://www.finolex.com/View/Page/Analyst-meeting-presentation> .

You are requested to take the same on your records.

Thanking you,

Yours faithfully,

For FINOLEX CABLES LIMITED

Siddhesh Mandke
Company Secretary
& General Manager (Legal)

Encl.: As Above

Registered Office:

26-27, Mumbai-Pune Road, Pimpri, Pune – 411018. Tel: 020 27506200.
Visit us at: www.finolex.com | Email: sales@finolex.com | CIN: L31300MH1967PL016531

**XCEEDS
EXPECTATIONS**

FINOLEX CABLES LTD

XCEEDS XPECTATIONS

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INTRODUCTION

Founded in 1958, Finolex cable is one of the most diversified and leading manufacturer of electrical and telecommunication cables in India. Over the years, we have established ourselves as a reputed and quality manufacturer supported by our strategic pillars of manufacturing excellence, innovation and technical expertise. We ventured into the business of fast-moving electrical goods (FMEG) to become a full-service electrical products company and capitalize on rising prospects in the B2C consumer segment. Our commitment to maintaining the highest standards of quality and corporate governance practices has helped foster trust and a deep connection with our customers.

Finolex House



Experience Shops are now available at Bengaluru, Chennai, Ghaziabad, Raipur, Ranchi, Vadodara and Vishakhapatnam.

Expansion Programs

The previously announced plans to set up E-beam facility and Preform manufacturing plant are progressing well. The first of the E-beam equipment is currently under commissioning and is expected to be in production shortly. The second equipment is expected to arrive in June 24. It is expected that market offering should start by August/September 2024. Further, Phase – I of the Preform facility should be operational by end Calendar 2024. Overall capex for these programs will be within the estimates provided and will be funded from accruals.

CSR Engagements



Diabetic Foot Lab
A CSR Initiative - By
Finolex
Cables Limited





NEW LAUNCHES

FINO GREEN WIRE: ECO-SAFE INDUSTRIAL CABLES



Social Media Posts

Finolex
XCEEDS EXPECTATIONS

FINOGREEN
Green wires that don't just connect, but also protect.

HALOGARD
HALOGEN FREE FLAME
RETARDANT (HFFR)
HIGH
SAFETY
WIRE

Finolex
HALOGARD

A roll of green cable and a box of Halogard cables are shown against a dark green background.

Finolex
XCEEDS EXPECTATIONS

Wiring the life-force of your home

A 3D wireframe illustration of a living room with colorful lines representing electrical wiring running through the walls, ceiling, and floor.

Finolex
XCEEDS EXPECTATIONS

Wiggle ES
Finolex

Stay Cool, Stay Green.
Energy Efficient.
#WorldEarthDay

A brown fan with green leaves on its blades is shown against a light blue background. A small award icon is visible in the bottom right.

Finolex
XCEEDS EXPECTATIONS

Our favourite duo has a smart way to take all your stress away!
ARE YOU READY?

A woman in a pink dress is sitting on a white sofa with a small dog, holding a smartphone. The background is a bright blue wall.

Finolex
XCEEDS EXPECTATIONS

Craving a #NoStresslife? Bring home Finolex cables and wires.

Craving a soup? Order now.

Craving a soup? Watch now.

NETFLIX SWIGGY

Three billboards are shown on a highway. The first is black with white text, the second is red with white text, and the third is blue with white text.

Finolex
XCEEDS EXPECTATIONS

Revamp your house with a touch of elegance!

DOB Cabinet Light

A modern kitchen cabinet with a white countertop and a white cabinet light fixture is shown. The background is a light blue wall.

KEY Highlights

Top Line (Revenue)

Q4 FY 24 : 1,401 Crore

↑ 14% Y-o-Y

↑ 15% Q-o-Q

FY24: 5014 Crore

↑ 12% Y-o-Y

Operating (EBITDA)

Q4 FY 24 : 209 Crore

↑ 10% Y-o-Y

↑ 17% Q-o-Q

FY24: 799 Crore

↑ 15% Y-o-Y

Profitability (PAT)

Q4 FY 24 : 146 Crore

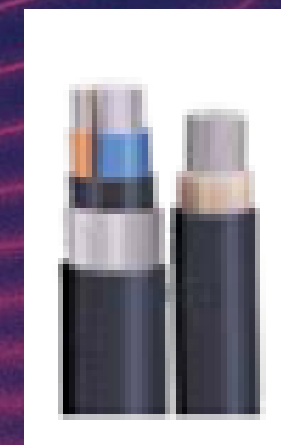
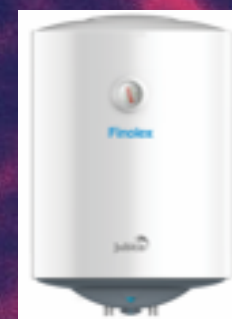
↑ 9% Y-o-Y

↑ 15% Q-o-Q

FY24: 572 Crore

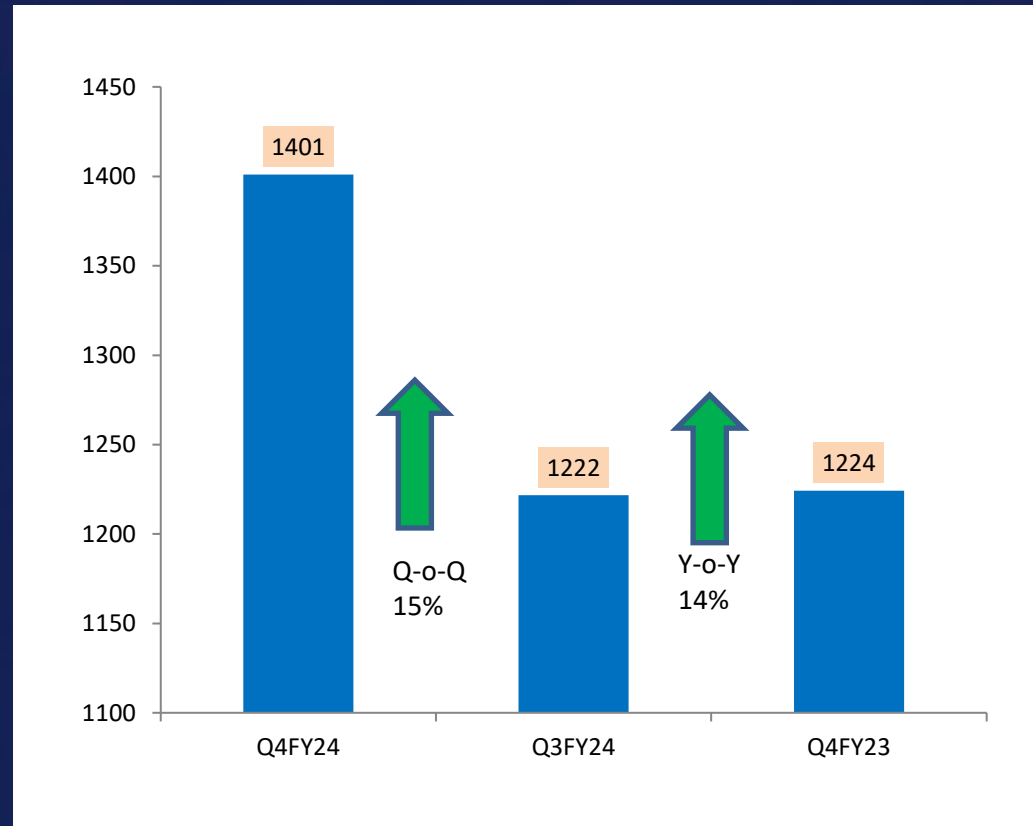
↑ 14% Y-o-Y

Quarter 2 EBITDA includes Annual Dividend Income from Associate Company and JV Rs. 43.33 Crore.

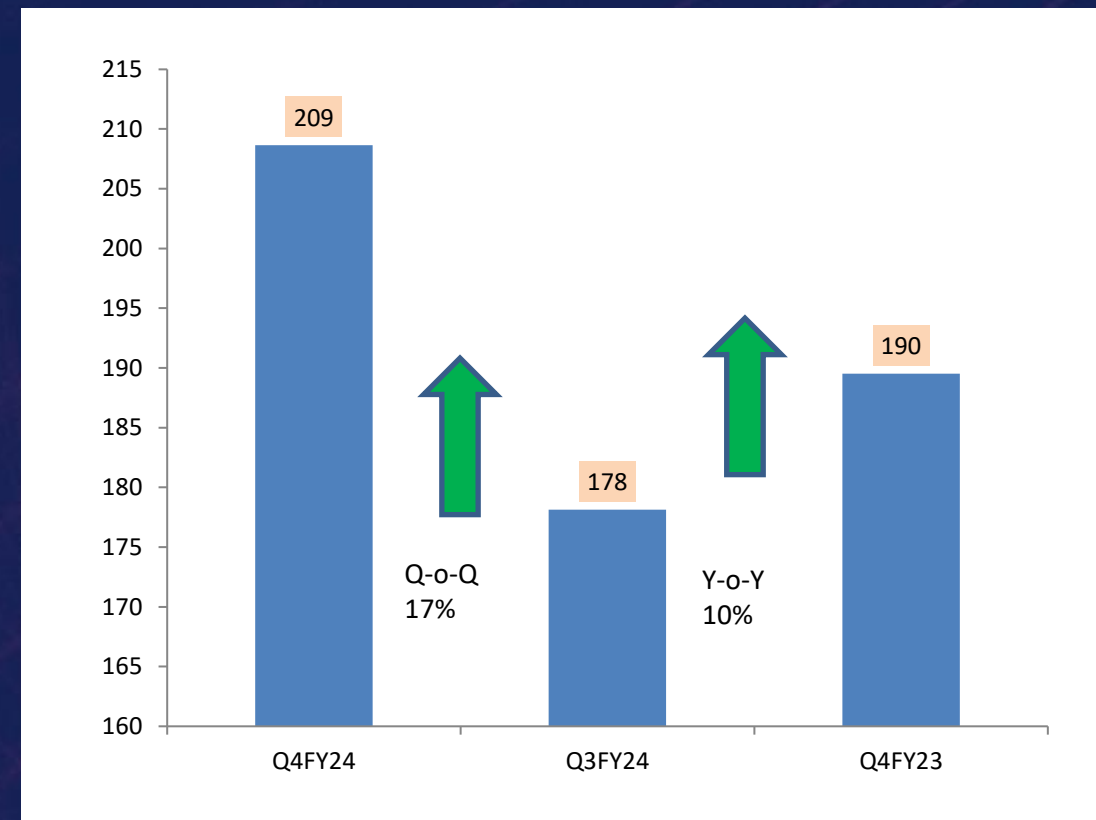


KEY Highlights

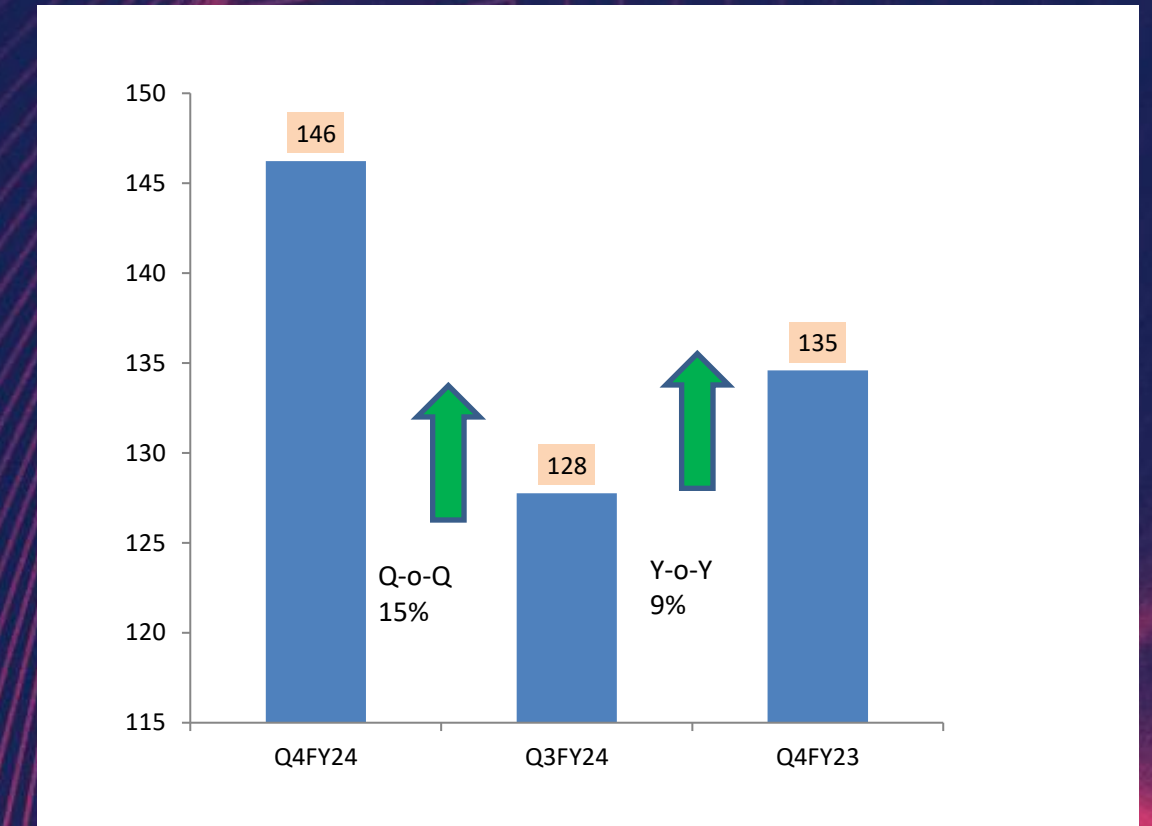
REVENUE



EBITDA



PAT



Rs (In Crore)

- Revenue for the quarter ended March'24 were Rs. 1401 Cr as against Rs. 1224 Cr representing 14% growth in value terms.
- EBITDA margins increased by 8% YoY and increased 14% Q-o-Q in Q-4/24.
- PAT for Rs. 146 Cr – Q4/24.

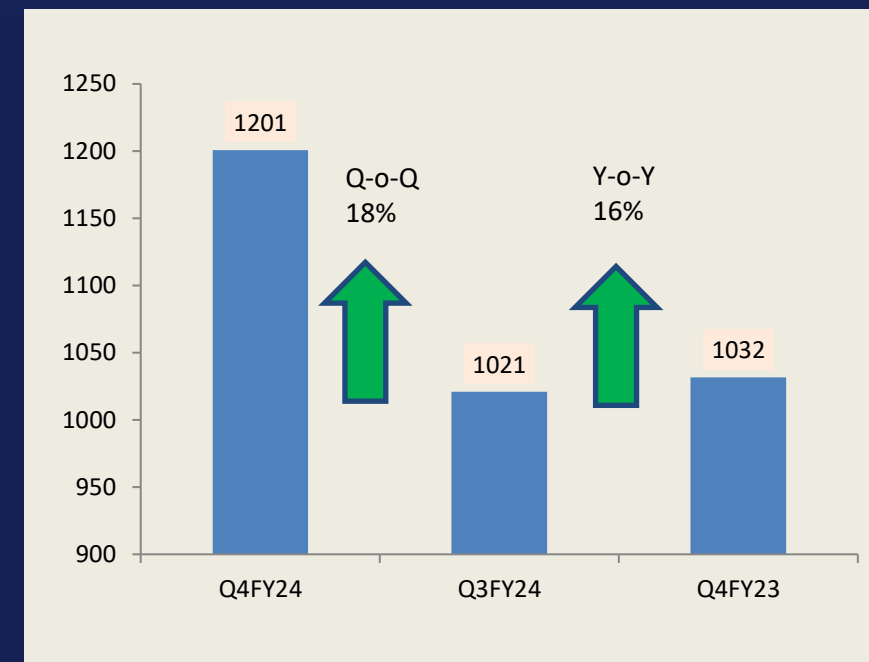
Electrical Cables

- Q4 Volume of electric cable segment improved by 16% due to improvement in construction and infrastructural development activities. Revenue Q-o-Q increased by 18%.
- For the full year in volume terms, Electrical Wires were up by 15% and Cables were up by 26%.
- Volatility in commodity prices were managed with appropriate changes to selling prices and tight inventory management.

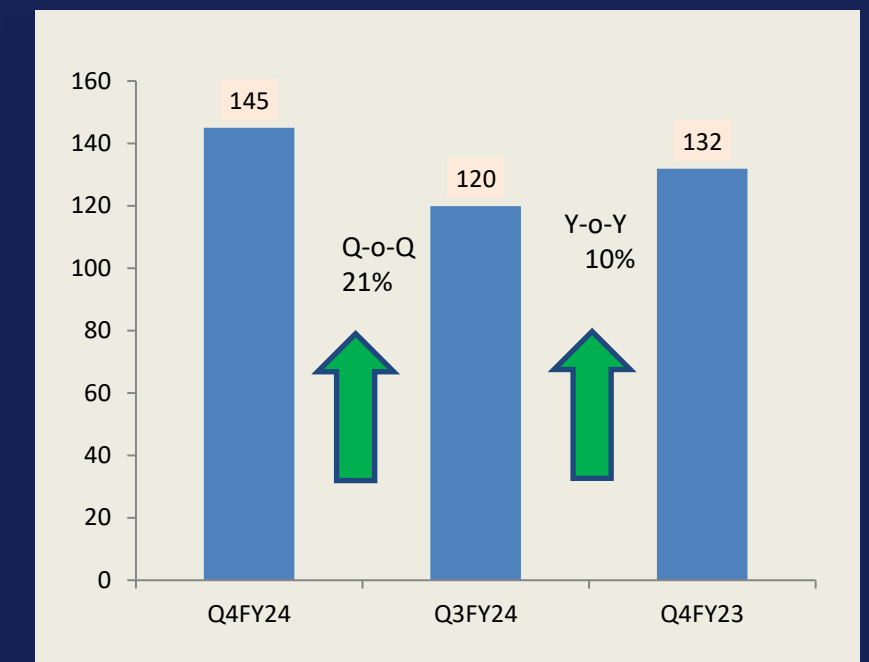


Q4 FY24

REVENUE

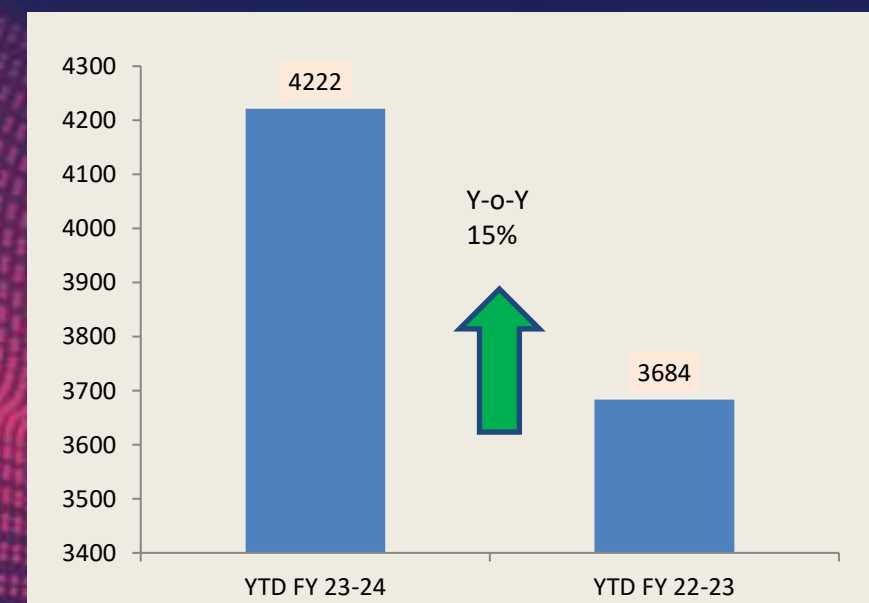


EBIT

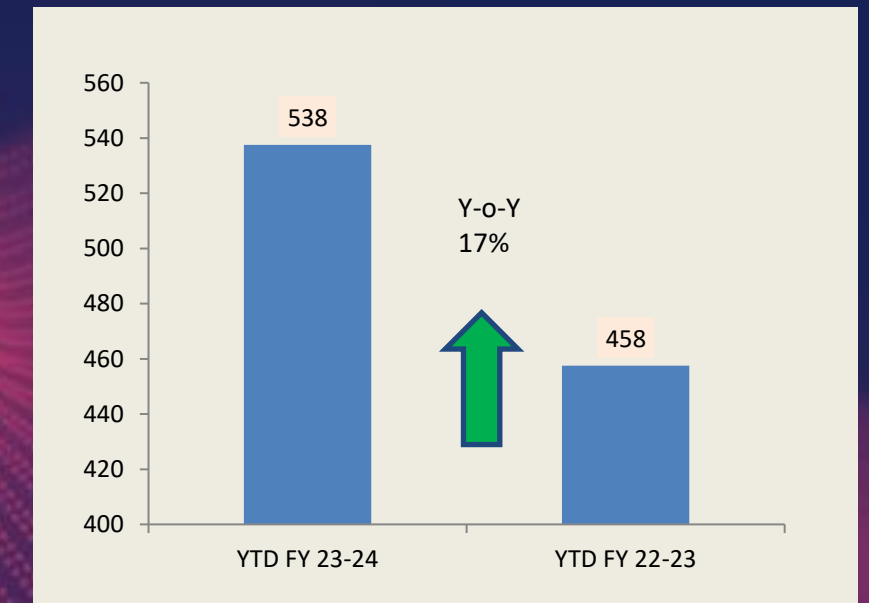


YTD FY24

REVENUE



EBIT



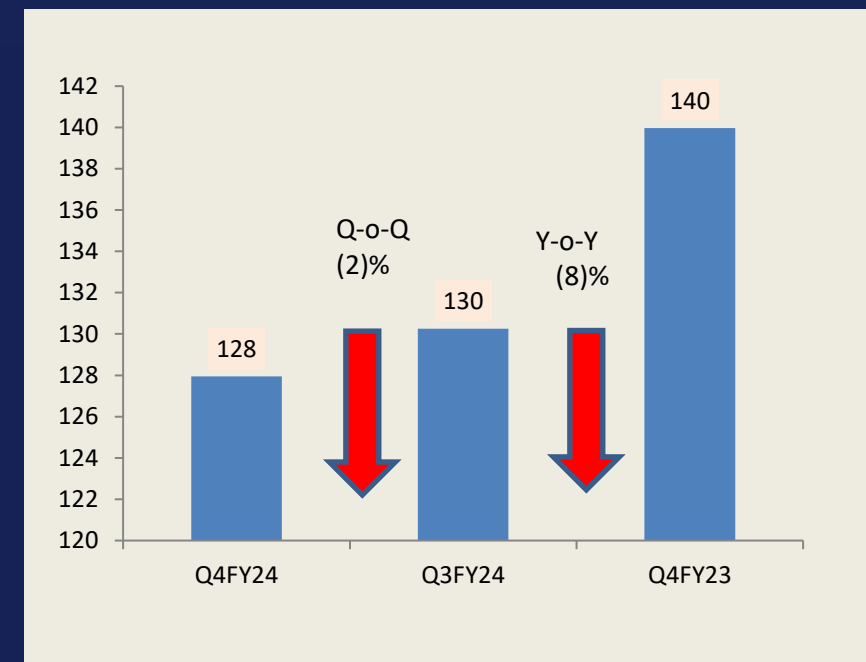
Communication Cables

- Within communication cables segment volume of optic fiber cable decreased during the year primarily due to delay in tender both from the Govt as well as from private telecom players. Q4 saw some pick up and improvement over corresponding period of 2023; however volumes were lower for the full year.
- Metal based products, however, showed reasonable growth of 10% in volumes.

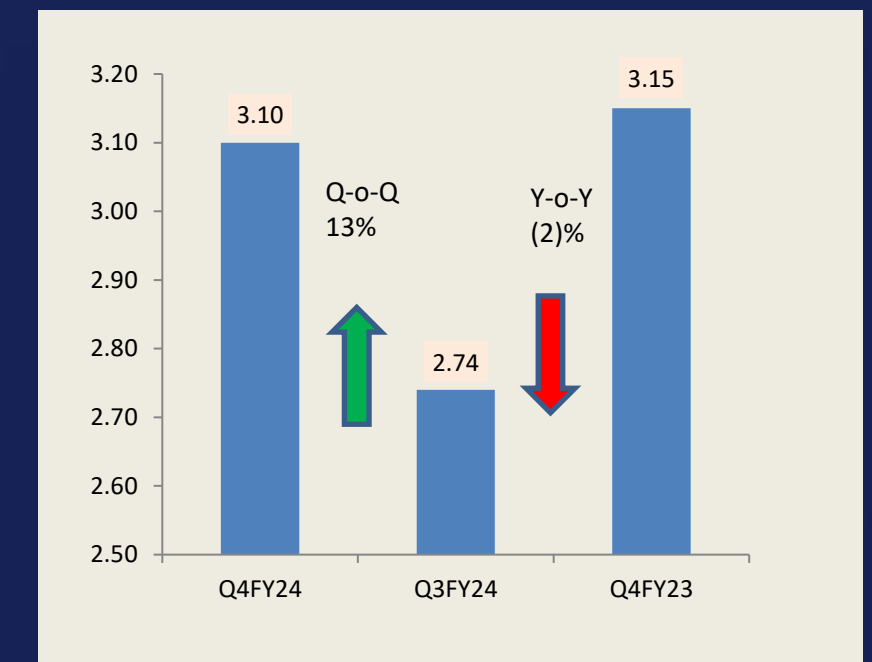


Q4 FY24

REVENUE

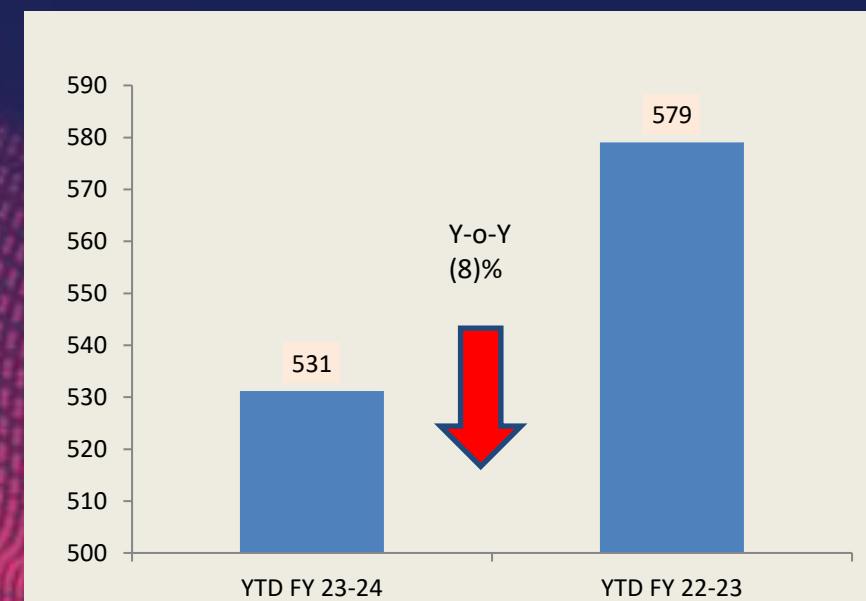


EBIT

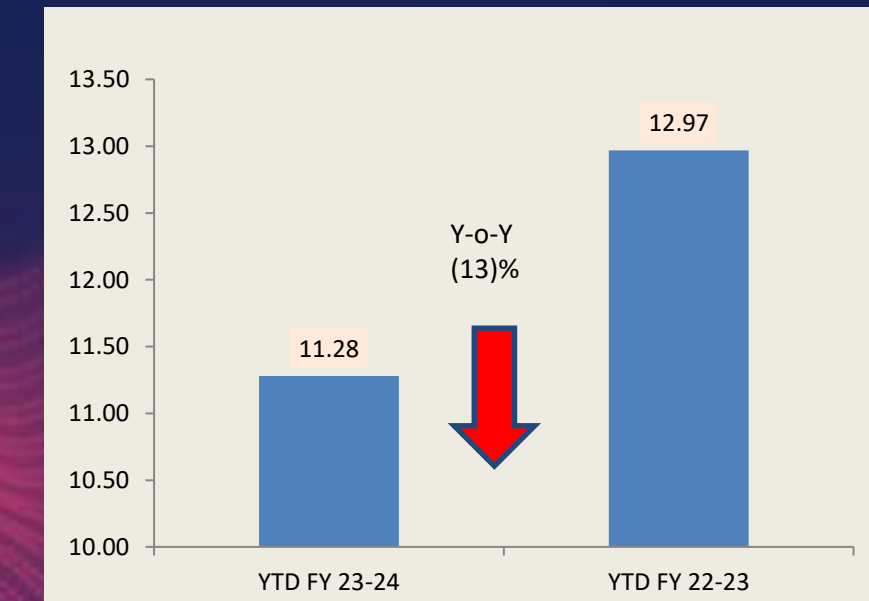


YTD FY24

REVENUE



EBIT



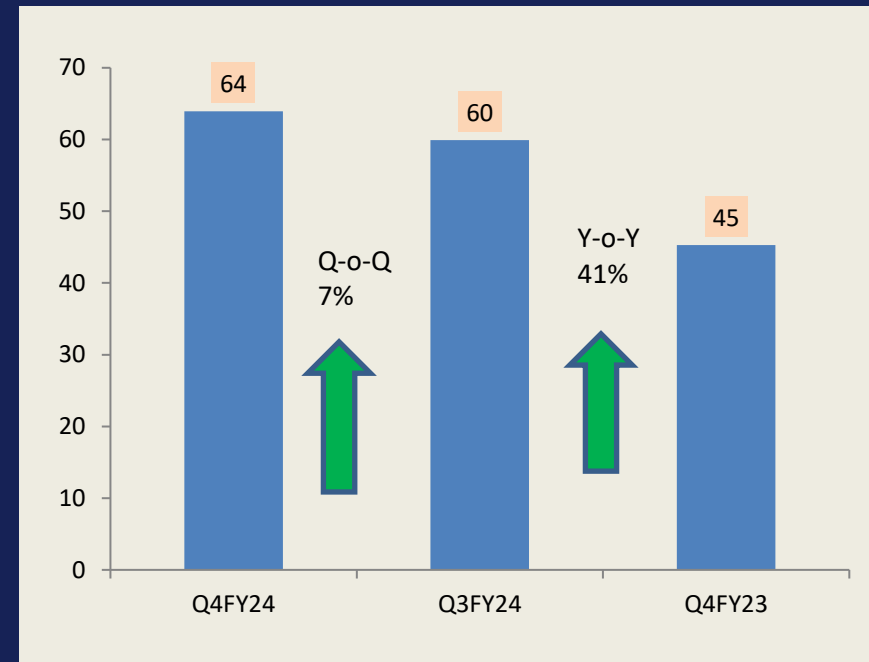
Others

- ❑ Additions to product range, and expansion of distribution network have all contributed to the better revenues and volumes within these product segments.
- ❑ Lighting and Conduit products saw significant volume growth; however, price erosion was severe in Lighting.

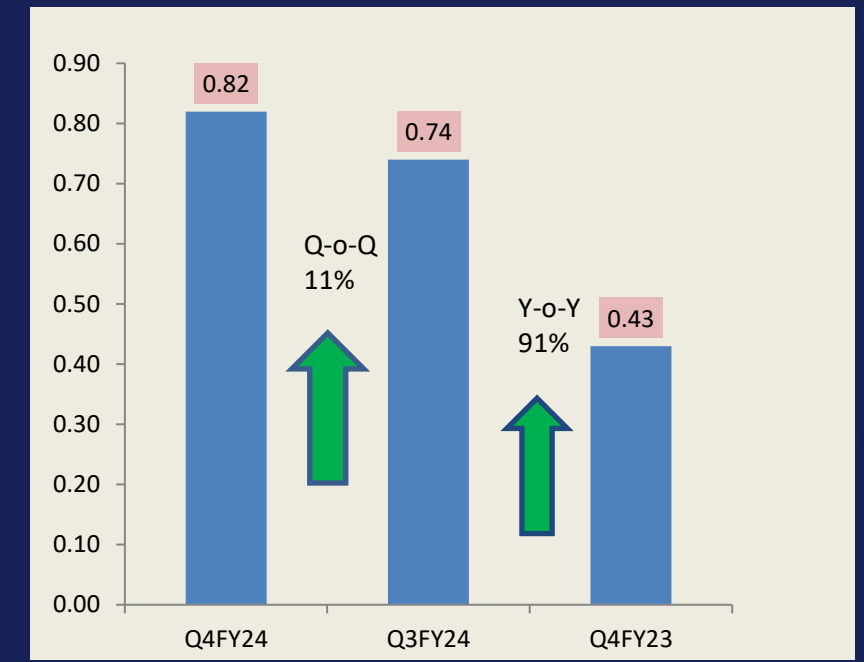


Q4 FY24

REVENUE

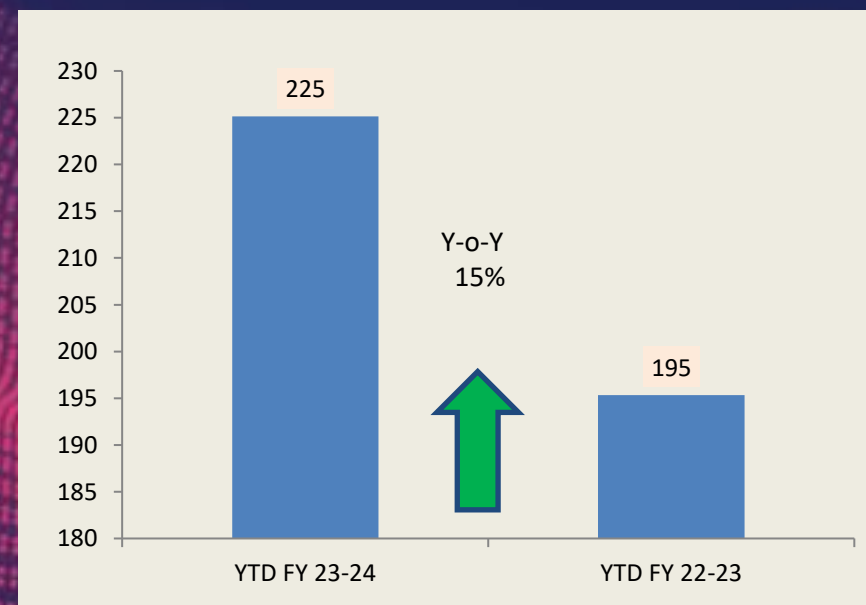


EBIT

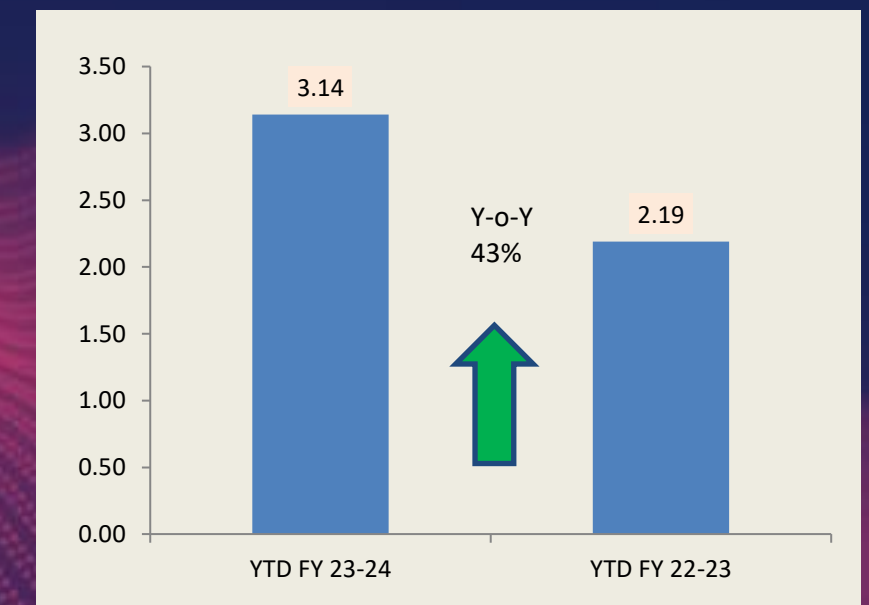


YTD FY24

REVENUE

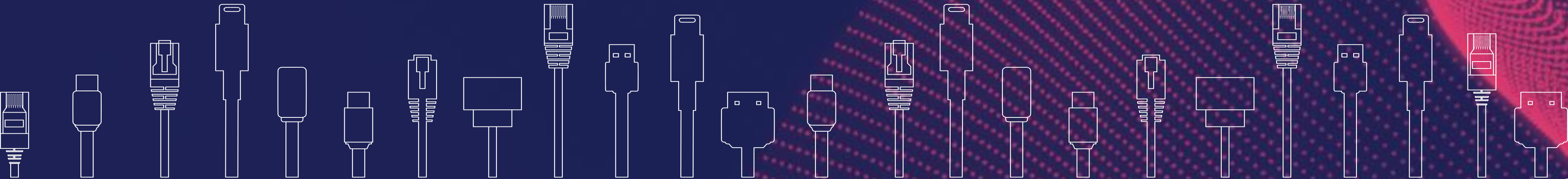


EBIT





Financial Statement



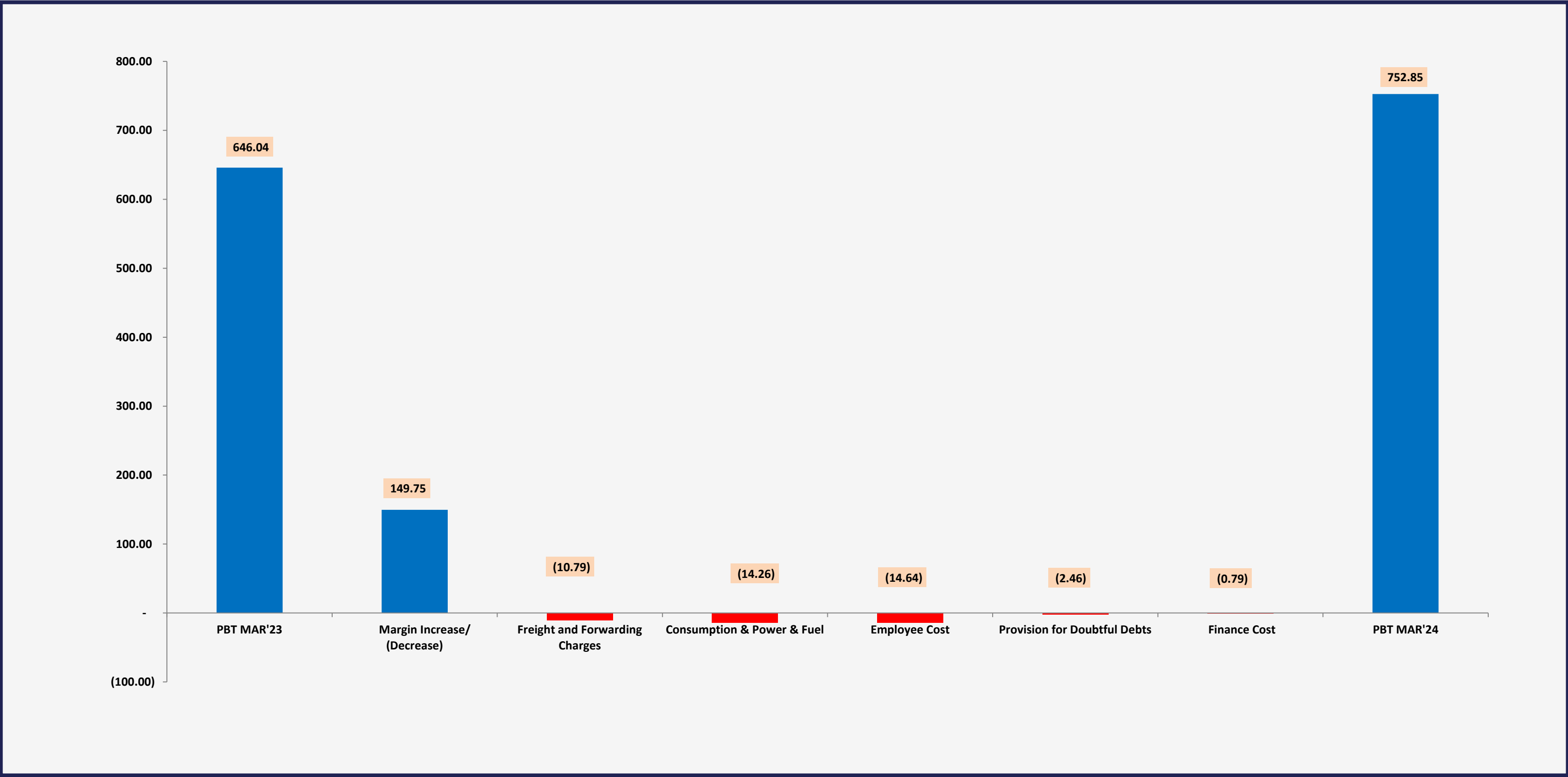
Standalone Statement of Profit and Loss Statement

Particulars		Quarterly						Year to Date			
		Q4FY24	%	Q3FY24	%	Q4FY23	%	YTD 24	%	YTD 23	%
	Revenue from Operations	1,401.02	100%	1,221.68	100%	1,224.32	100%	5014.39	100%	4,481.11	100%
	Other Income	49.67	4%	45.03	4%	41.82	3%	218.05	4%	198.13	4%
Total Income (I+II)		1,450.69	104%	1,266.71	104%	1,266.14	103%	5,232.44	104%	4,679.24	104%
Expenses											
	Cost of material consumed	1,034.50	74%	901.93	74%	939.24	77%	3817.42	76%	3,459.32	77%
	Purchase of stock-in-trade	19.09	1%	21.10	2%	17.88	1%	75.92	2%	78.59	2%
	Changes in inventories of finished goods, stock-in-trade and work in progress	55.97	4%	42.78	4%	6.29	1%	54.99	1%	6.57	0%
	Employee benefits expense	46.94	3%	45.11	4%	39.29	3%	177.31	4%	162.67	4%
	Finance costs	0.88	0%	0.42	0%	0.85	0%	2.03	0%	1.24	0%
	Depreciation and amortization expense	11.65	1%	10.86	1%	15.14	1%	43.85	1%	46.40	1%
	Other expenses	85.55	6%	77.65	6%	73.91	6%	308.07	6%	278.41	6%
Total Expenses (IV)		1,254.58	90%	1,099.85	90%	1,092.60	89%	4,479.59	89%	4,033.20	90%
Profit before tax (III-IV)		196.11	14%	166.86	14%	173.54	14%	752.85	15%	646.04	14%
Tax expense											
	(1) Current tax	42.40	3%	30.64	3%	39.09	3%	158.04	3%	145.04	3%
	(2) Deferred tax charge/(credit)	7.49	1%	8.47	1%	(0.13)	0%	23.21	0%	(0.74)	0%
Total Tax		49.89	4%	39.11	3%	38.96	3%	181.25	4%	144.30	3%
Profit for the year (V-VI)		146.22	10%	127.75	10%	134.58	11%	571.60	11%	501.74	11%

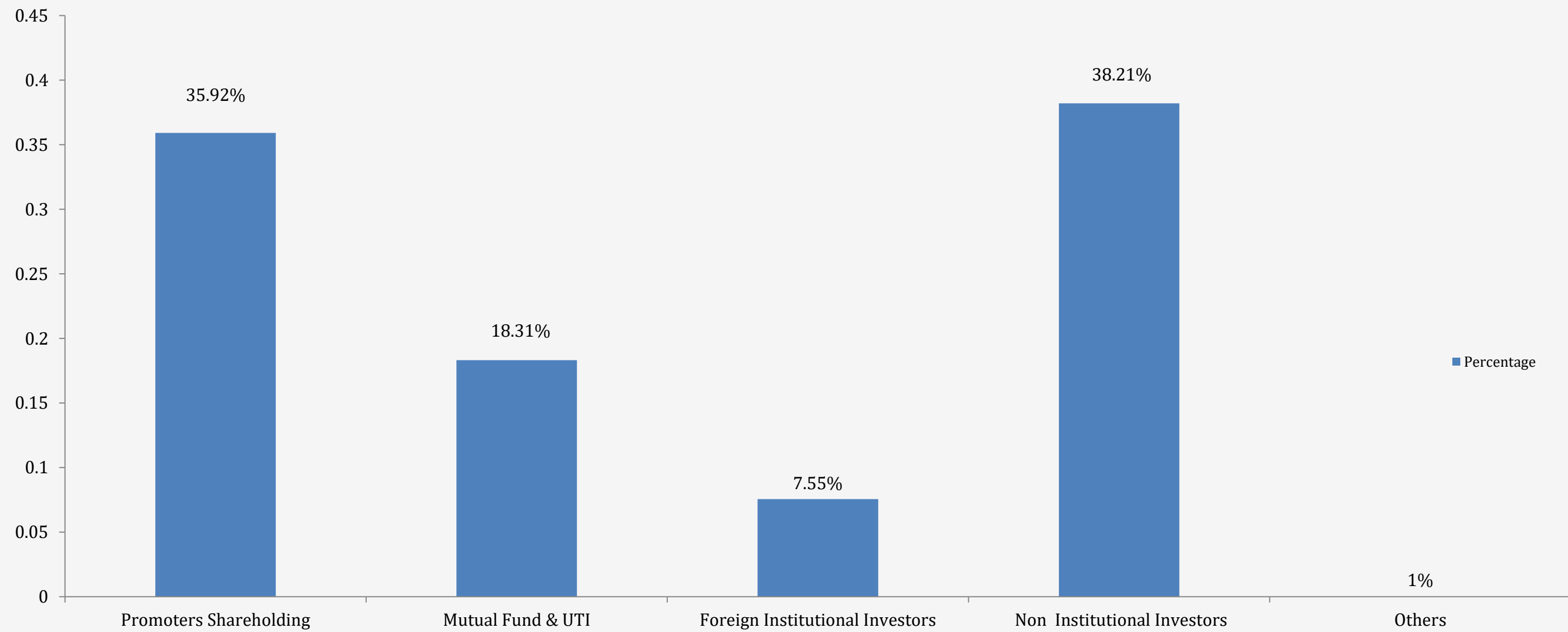
Standalone Statement of Asset and Liabilities

		As at 31st March 2024	As at 31st March 2023			As at 31st March 2024	As at 31st March 2023
I	ASSETS			II	EQUITY AND LIABILITIES		
	NON CURRENT ASSETS				EQUITY		
	(a) Property, Plant and Equipment	427.93	421.75	(a)	Equity Share Capital	30.59	30.59
	(b) Capital Work-in-Progress	167.51	21.04	(b)	Other Equity	4175.29	3679.05
	(c) Intangible Assets	1.19	1.43		Total equity	4,205.88	3,709.64
	(d) Right of use Asset	15.38	11.77		LIABILITIES		
	(e) Financial Assets				NON CURRENT LIABILITIES		
	i) Investment in Associate and Joint Ventures	186.56	196.31	(a)	Financial Liabilities		
	ii) Other Investments	210.21	170.67		i) Borrowings NC	0.81	0.25
	iii) Other Financial Assets	5.83	4.54		ii) Lease Liabilities NC	13.79	9.79
	(f) Non-Current Tax Assets (net)	17.21	20.78	(b)	Provisions	11.83	10.45
	(g) Other Non-Current Assets	47.89	23.40	(c)	Deferred Tax Liabilities (Net)	59.44	33.06
	Total Non Current Assets	1079.71	871.69		Total Non Current Liabilities	85.87	53.55
	CURRENT ASSETS				CURRENT LIABILITIES		
	(a) Inventories	576.33	674.62	(a)	Financial Liabilities		
	(b) Financial Assets				i) Borrowings	0.07	0.03
	i) Investments	2179.61	1345.75		ii) Lease Liabilities C	3.39	3.54
	ii) Trade Receivables	177.47	217.76		iii) Trade Payables		
	iii) Cash and Cash Equivalents	93.08	67.41		(a) Total Outstanding Dues of micro enterprises and small enterprises	25.61	19.30
	iv) Other Bank balances	4.91	5.94		(b) Total Outstanding Dues of Creditors other than micro enterprises and small enterprises	208.60	189.40
	v) Other Financial Assets	475.74	877.55		(iv) Other Financial Liabilities	4.52	4.60
	(c) Other Current Assets	41.02	22.55	(b)	Other Current Liabilities	52.86	57.20
				(c)	Provisions	7.75	7.06
				(d)	Current tax Liabilities (net)	33.32	38.95
					Total Current Liabilities	336.12	320.08
	Total Current Assets	3,548.16	3,211.58		TOTAL LIABILITY	421.99	373.63
	TOTAL ASSETS	4,627.87	4,083.27		TOTAL EQUITY AND LIABILITIES	4,627.87	4,083.27

Profit Bridge for March'24 Vs March'23



Shareholding Pattern



Financial Metrics

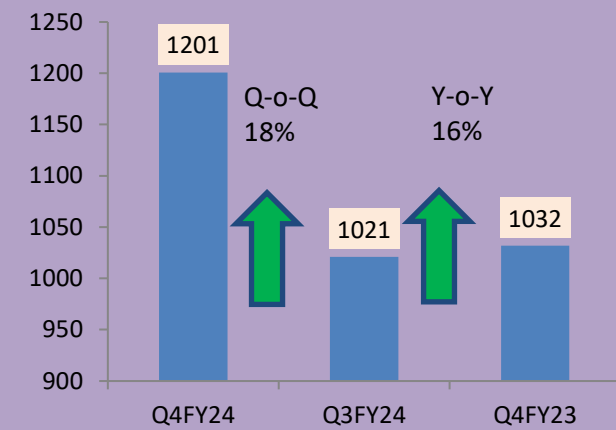


Working Capital in days

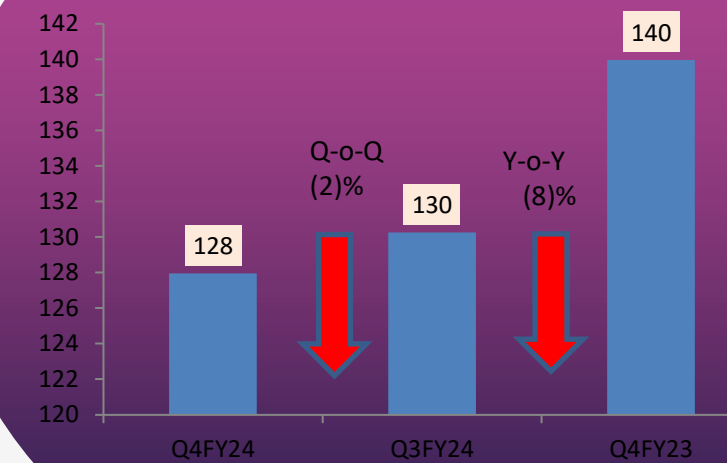
Particulars	Q4FY24	Q3FY24	Q4FY23
Receivable Days	11	13	16
Payable Days	15	14	15
Inventory Days	47	58	63
Net working Capital Days	27	39	42

Key Highlights – Revenue All Product

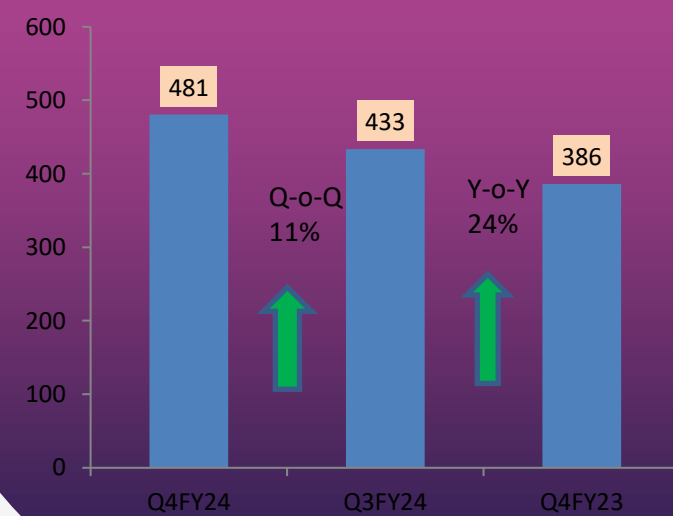
Electrical Cables



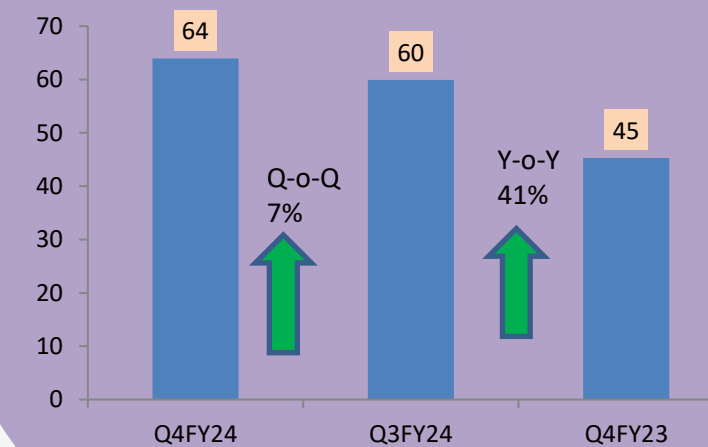
Communication Cables



Copper Rod



Others



Product Portfolio

Wire And Cable



FR PVC Insulated Industrial Cables



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



3 Core Flat Cables

Communication Cable



CCTV Cable



CAT6 LAN Cable



Speaker Cable



Optic Fiber Cable



RG6 Coaxial Cable



Telephone Cable

Water Heater



Conduit and Fittings



Conduit



Inspection Bend



Circular Box - Tee



Coupler

Switchgear



Phase Selector DB



SP MCB



4 Pole RCCB



DP MCB Isolater



FP MCB



Single door SPN DB

Lighting Products



COB Downlight



LED Bulb



LED PC Panel Square



LED Street Light



2W Cabinet Light - Round



Flicker Control Concealed Light



LED Spot Light



Track Light

Accessories



Ding Dong Bell Selfie



PVC Insulation Tape



Fancy Batten Holder



Spike Guard



Extension Board



3 Pin Multiplug



32A Surface DP

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

Power Cable



Power & Control Cables

Iron



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.

Finolex Cables Ltd

Thank You



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