



**Finolex**  
**Cables Limited**  
AN IS/ISO 9001 CERTIFIED COMPANY

FCL:SEC:SE:PRSN:24:11

14<sup>th</sup> February 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	

Dear Sir/Madam,

**Sub.: Investor Presentation - Conference call with Analysts & Investors scheduled on 14<sup>th</sup> February 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.**

In continuation to our prior intimation dated 09<sup>th</sup> February 2024 and in terms of the above referred regulation, please find enclosed a copy of the investor presentation for the quarter ended on December 31, 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

**Registered Office:**

26-27, Mumbai-Pune Road, Pimpri, Pune – 411018. Tel: 020 27506200.

Visit us at: [www.finolex.com](http://www.finolex.com) | Email: [sales@finolex.com](mailto:sales@finolex.com) | CIN: L31300MH1967PL016531

**XCEEDS**  
**EXPECTATIONS**

# FINOLEX CABLES LTD

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XCEEDS XPECTATIONS



# Table of CONTENTS

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01

Introduction

02

Finolex House

03

CSR

04

Social Media Post

05

Our Key Figure

06

Our Key Figure Q3-  
2024

07

Electrical Cable

08

Communication  
Cable

09

Other

10

Financial Statement

11

Profit Bridge

12

Financial Metrics

13

Key figure all  
product

14

Shareholding Pattern

15

Product Portfolio





# INTRODUCTION

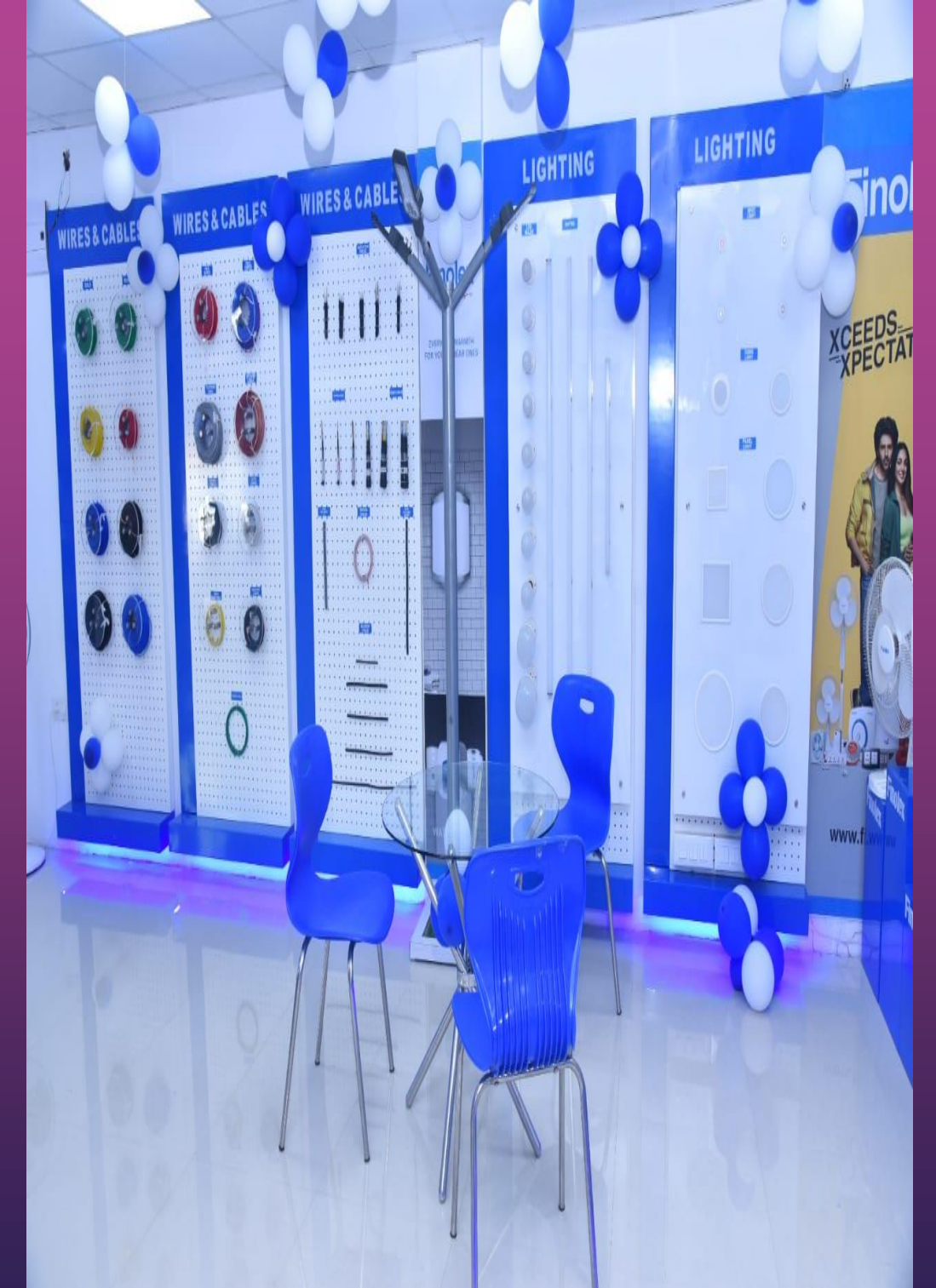
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**Founded in 1958, Finolex cable is most diversified and leading manufacturer of electrical and telecommunication cables in India. Over the years, we have established ourselves as a reputable and quality manufacturer supported by our strategic pillars of manufacturing excellence, innovation and technical expertise. We ventured into the manufacturing 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.**

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# Meet – Finolex House



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



# Our Social Responsibility













# KEY Highlights

## Top Line (Revenue)

Q3 FY 24 : 1222 Crore

↑ 6% Y-o-Y

↑ 3% Q-o-Q

FY24: 3613 Crore

↑ 11% Y-o-Y

## Operating (EBITDA)

Q3 FY 24 : 178 Crore

↑ 2% Y-o-Y

↓ (22)% Q-o-Q

FY24: 590 Crore

↑ 17% Y-o-Y

## Profitability (PAT)

Q3 FY 24 : 128 Crore

↓ (4)% Y-o-Y

↓ (23)% Q-o-Q

FY24: 425 Crore

↑ 16% Y-o-Y

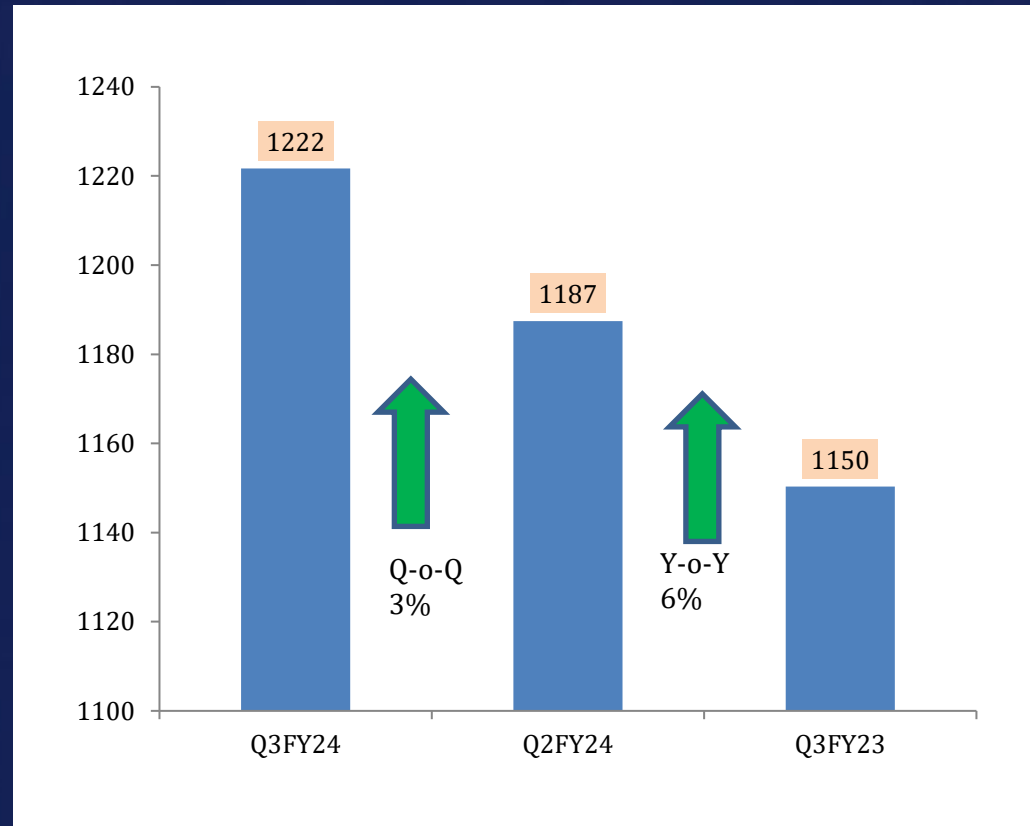
Quarter 2 EBITDA includes Annual Dividend Income from Associate Company and JV Rs. 43.33 Crore.



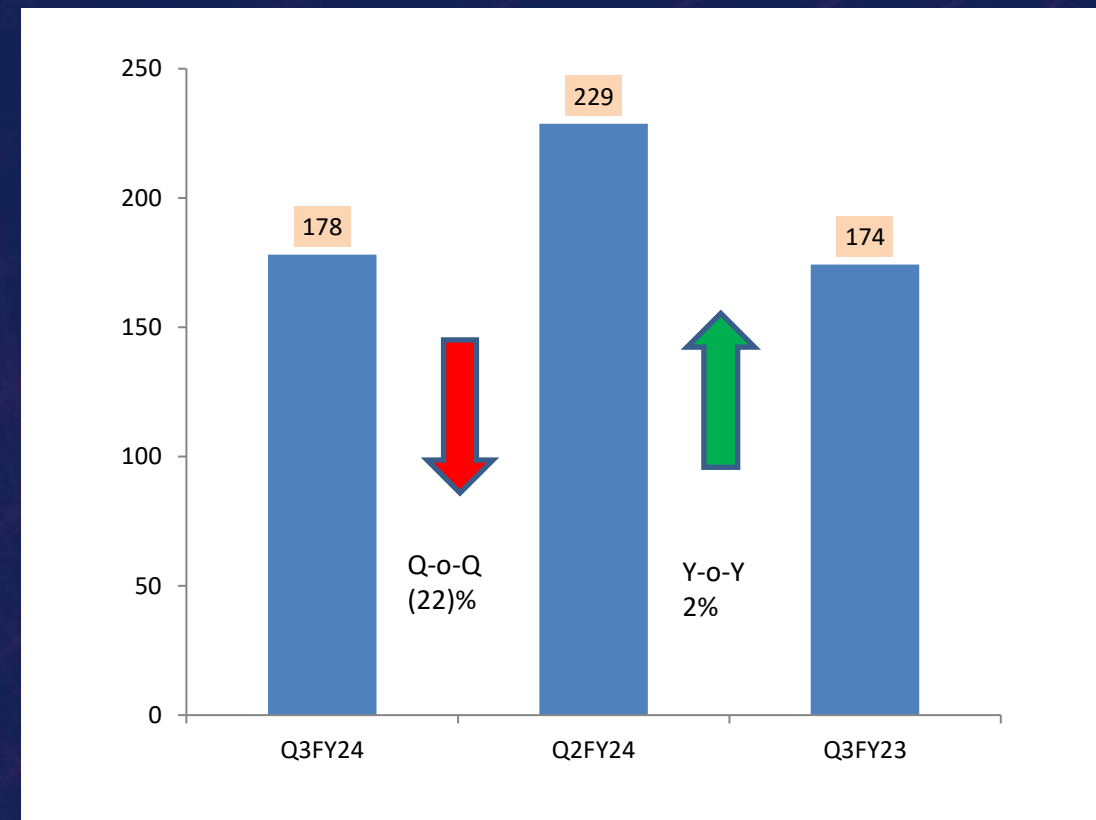


# KEY Highlights

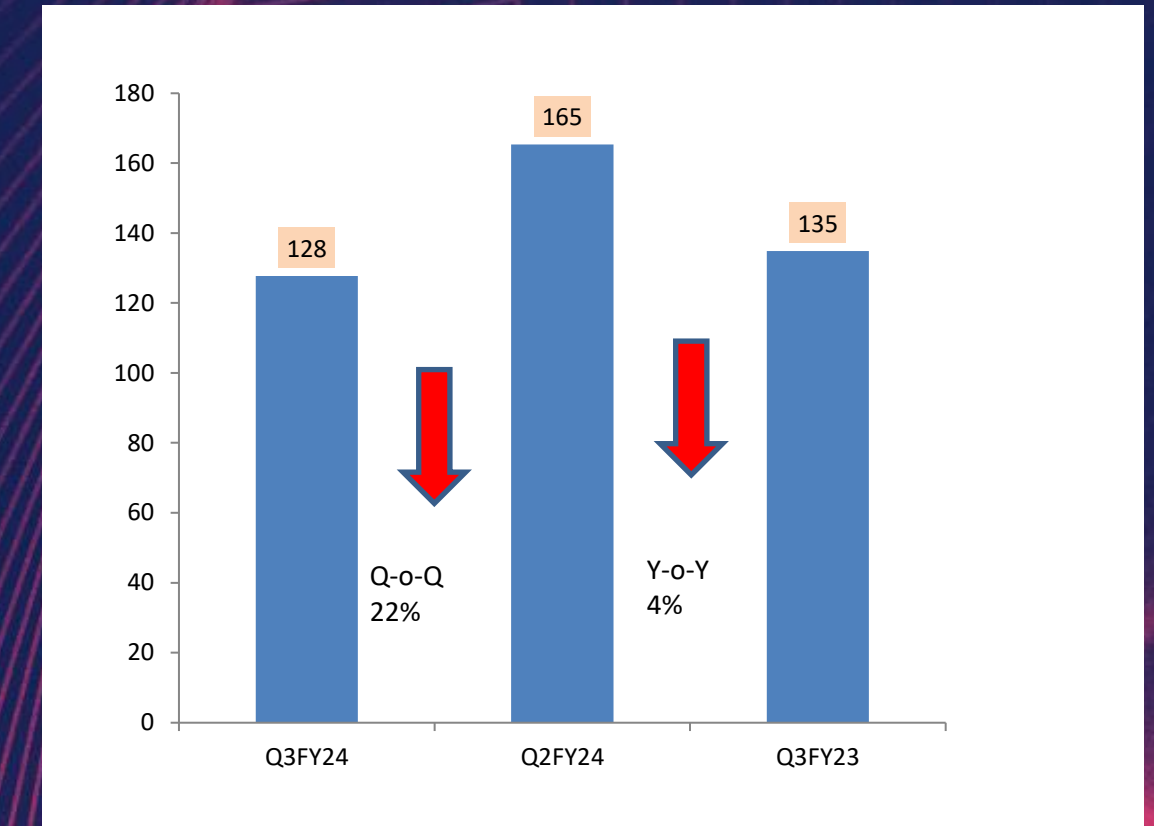
## REVENUE



## EBITDA



## PAT



- Revenue for the quarter ended Dec'23 was Rs. 1222 Cr as against Rs. 1150 Cr representing 6% growth in value terms.
- EBITDA margin was higher by 2% YoY and lower (22)% Q-o-Q in Q-3/24. Quarter 2 EBITDA includes Dividend Income from Associate Company and JV Rs. 43.33 Crore.
- PAT for Rs. 128 Cr – Q3/24.



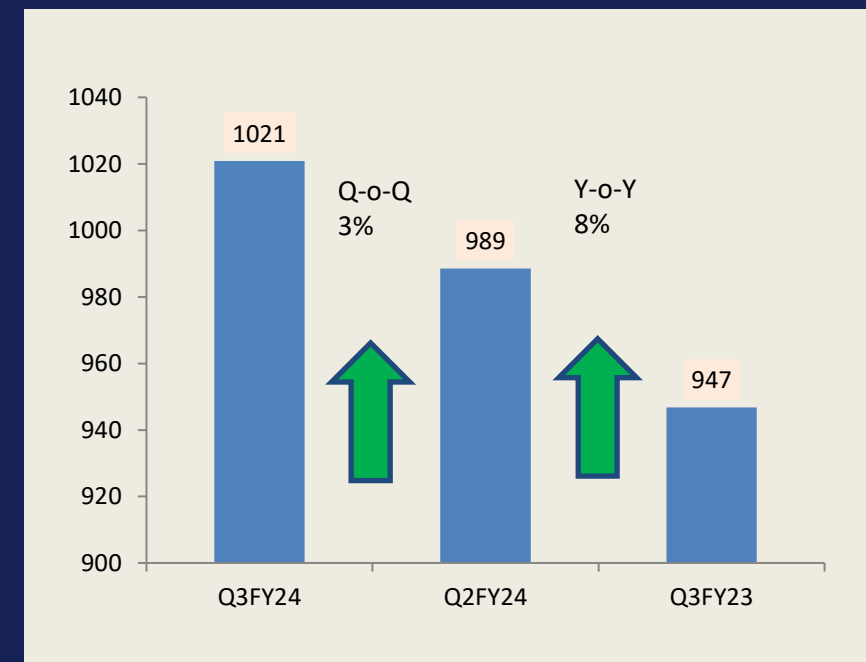
# Electrical Cables

- ❑ Volume of electric cable segment improved by 8% with the visible improvement in construction activity. It is expected that this will sustain in upcoming quarters. Revenue Q-o-Q increased by 3%.
- ❑ In volume terms, Electrical Wires were up by 13% and Cables were up by 35%.
- ❑ The margin was lower due to product mix changes.

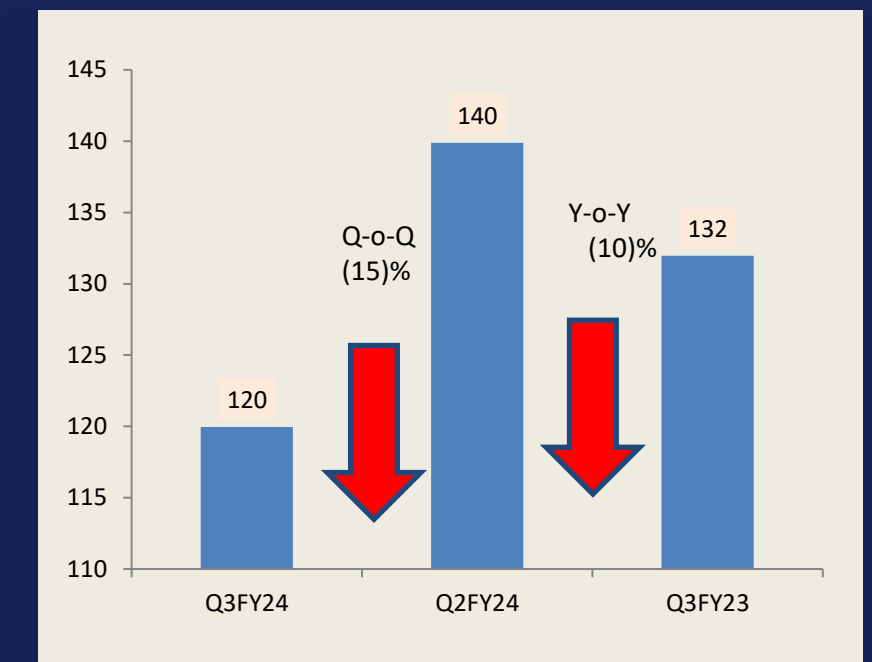


## Q3 FY24

### REVENUE

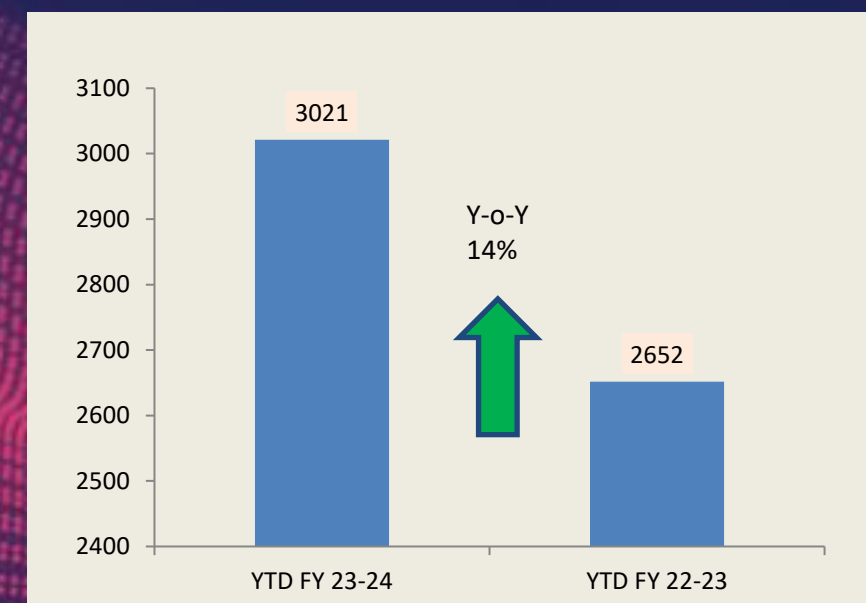


### EBIT

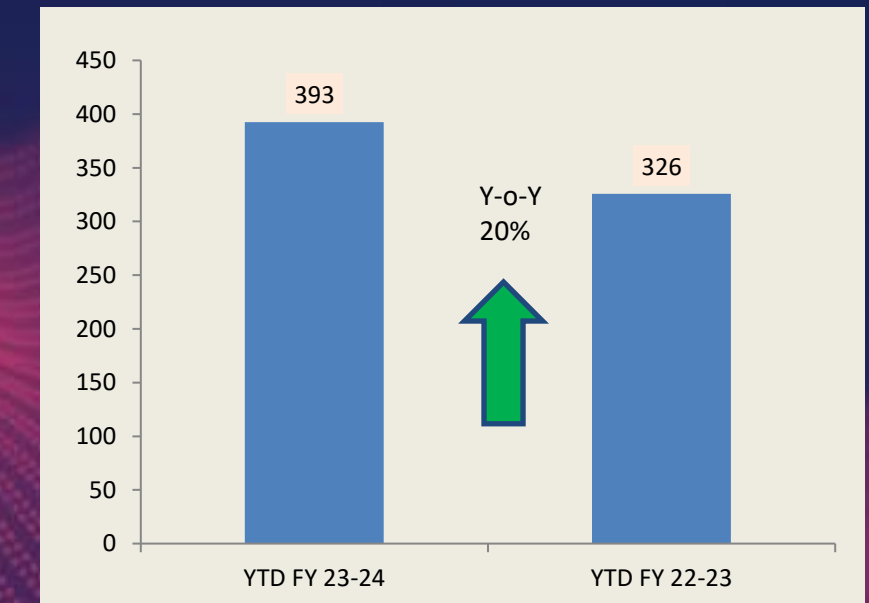


## YTD FY24

### REVENUE



### EBIT



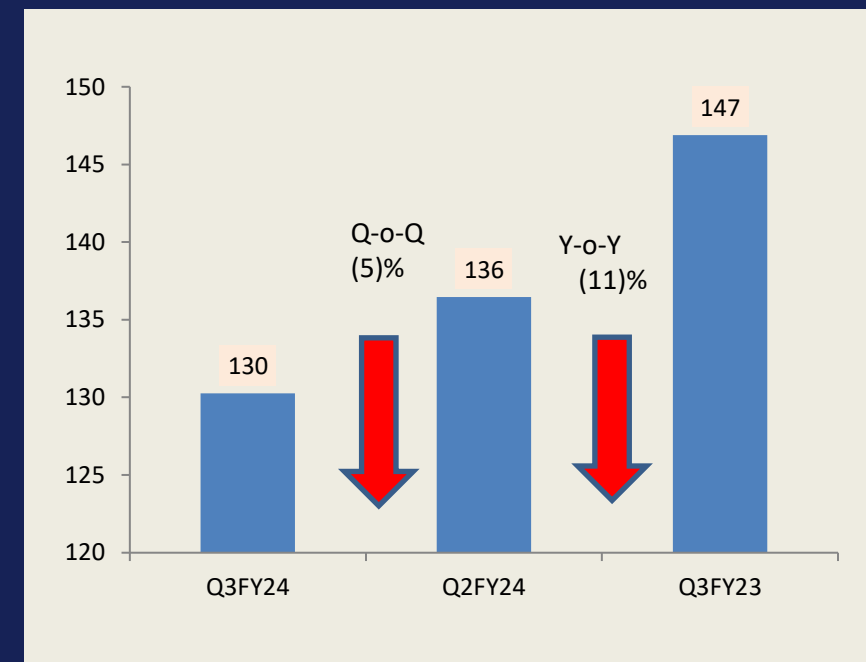


# Communication Cables

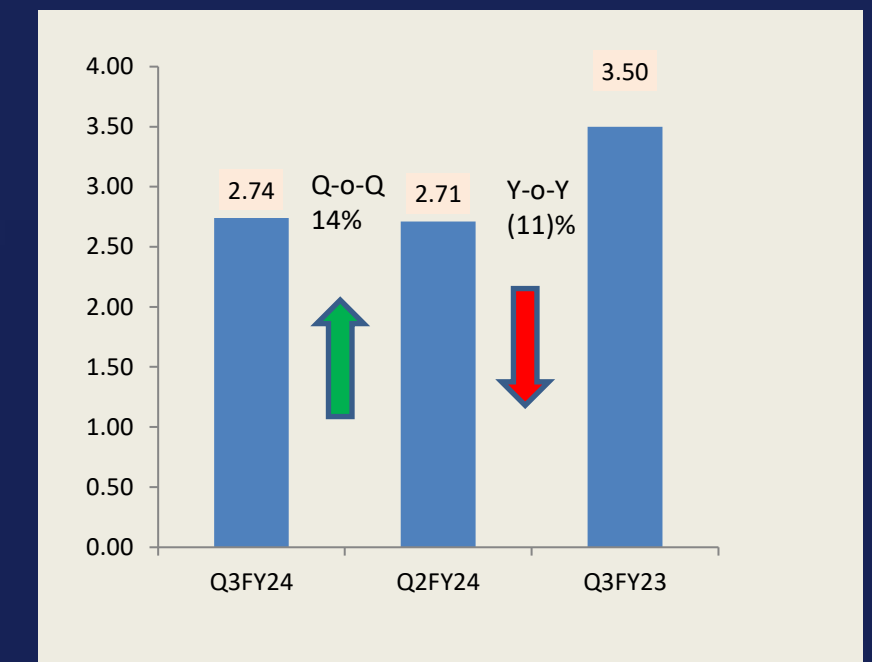
- ❑ Revenue from metal based product lines, was stable during the quarter.
- ❑ Volume of optic fiber cable was lower – tender for govt. sponsored Bhartnet project has been delayed and is now expected to be floated towards end Feb'24 with possible decision of 2 to 3 months post tender flotation; further procurement by pvt. Telecom operators also has been slow as they seem to be concentrating on operationalizing the initial phase of their 5G rollouts.



## REVENUE

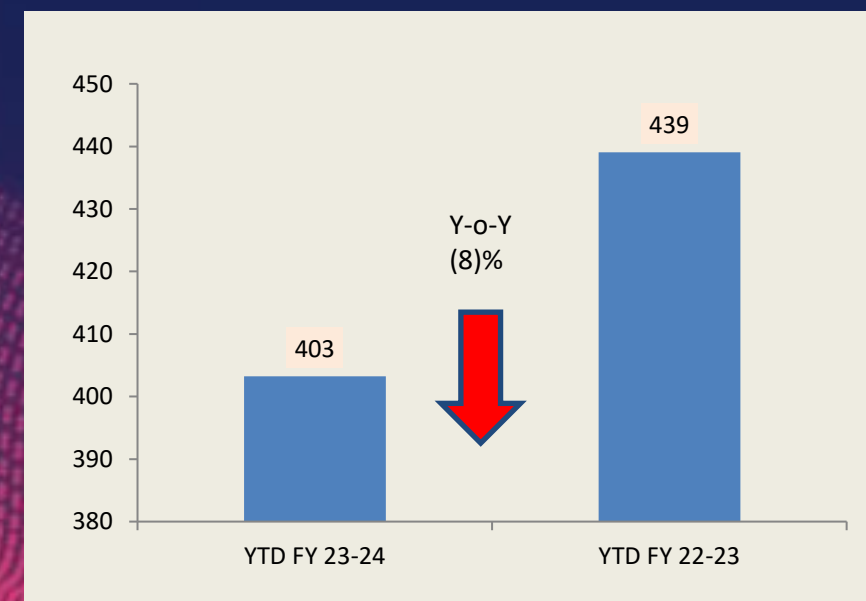


## EBIT

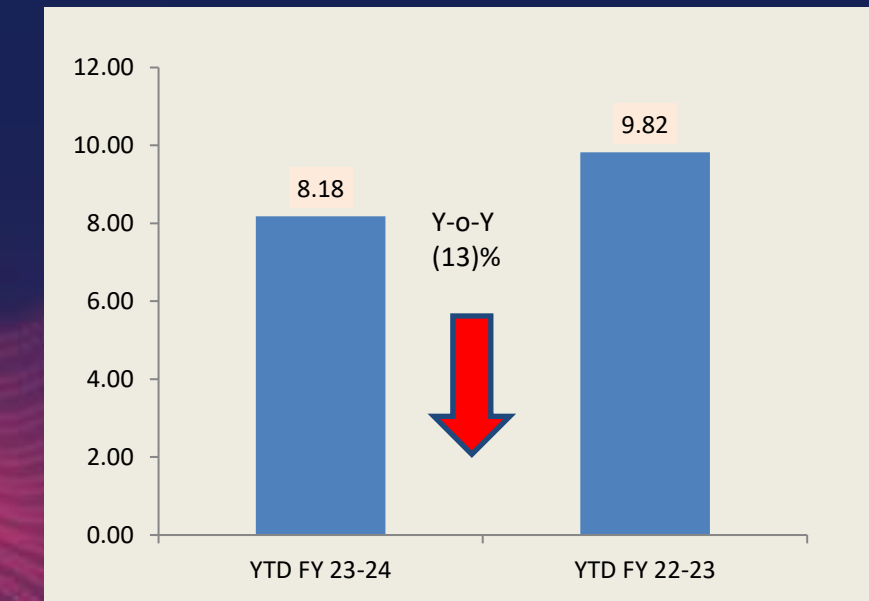


## YTD FY24

## REVENUE



## EBIT





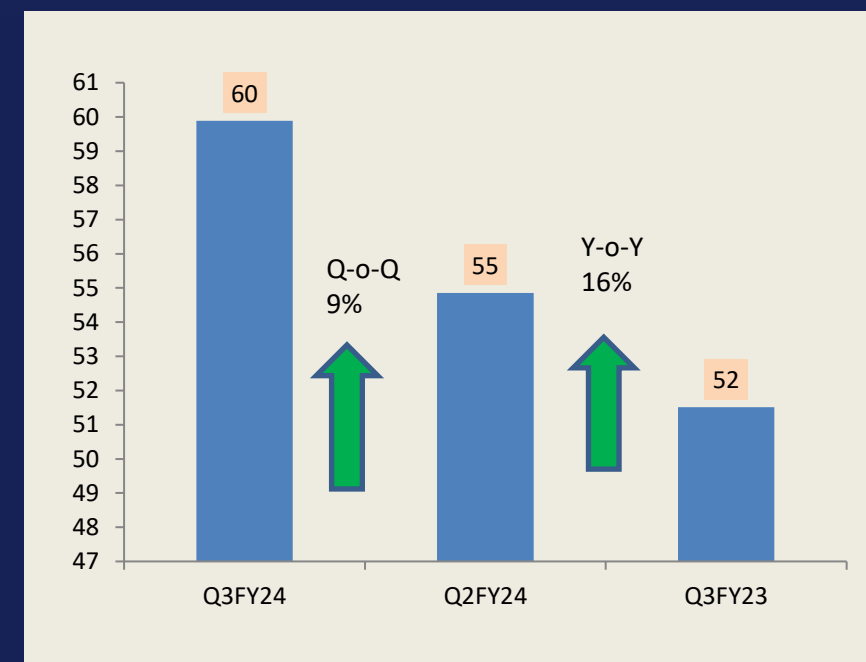
# Others

- ❑ Lighting and Conduit products saw significant volume growth; however, price erosion was severe in Lighting.
- ❑ In case of Fan and Water heater overall industries in negative growth.

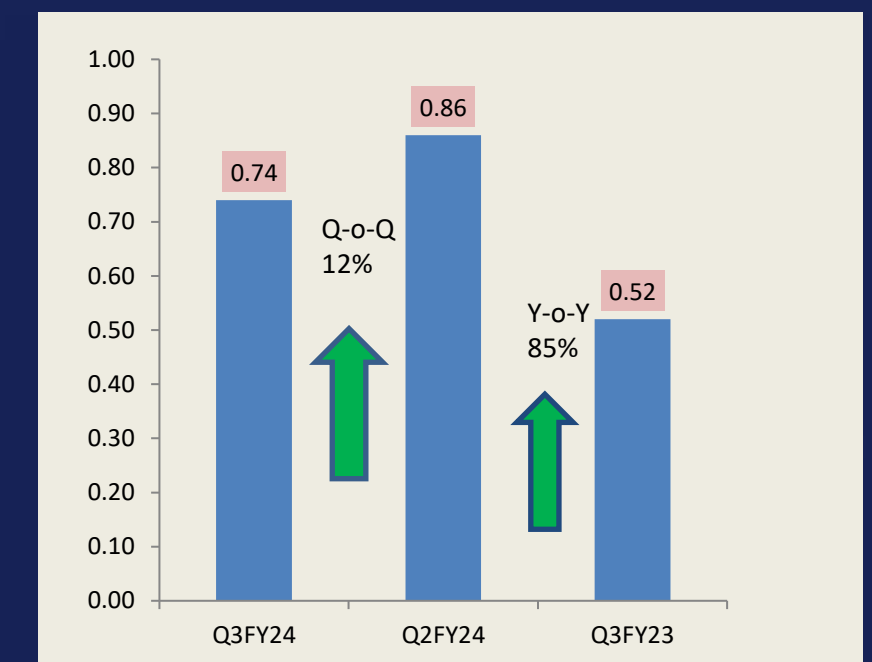


## Q3 FY24

### REVENUE

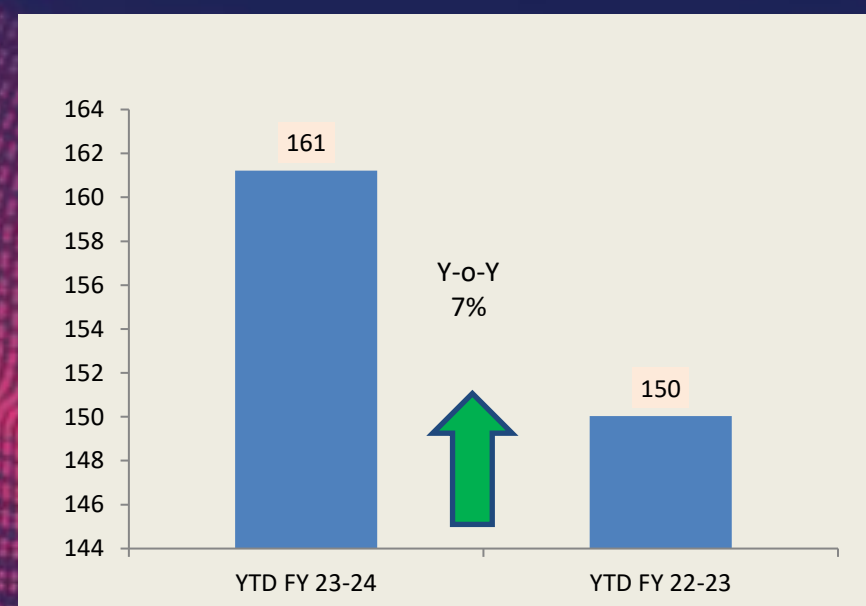


### EBIT

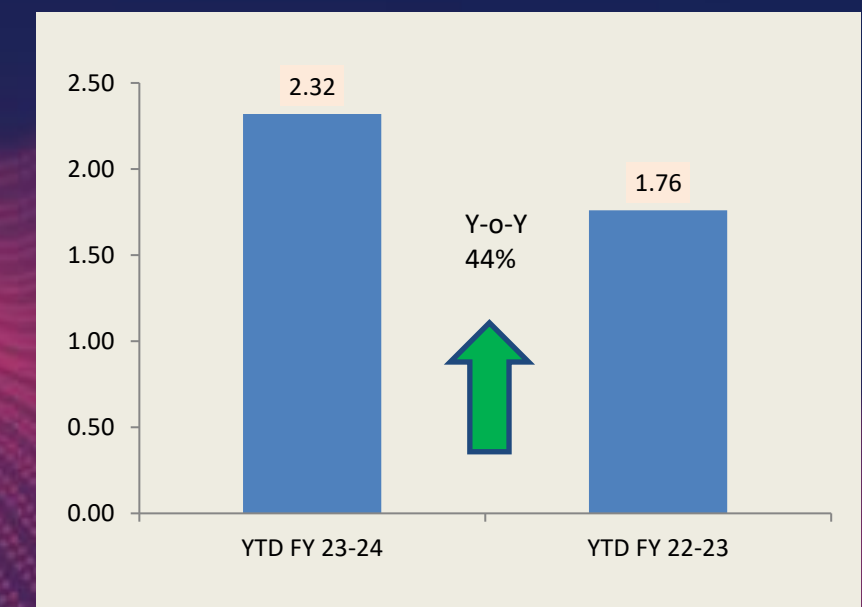


## YTD FY24

### REVENUE



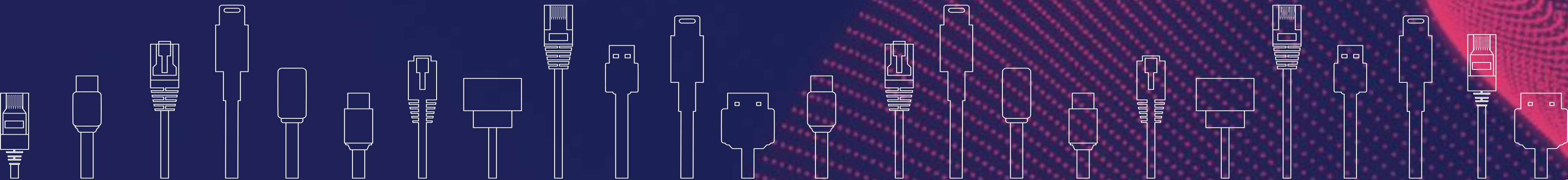
### EBIT







# Financial Statement





# Standalone Statement of Profit and Loss Statement

Particulars		Quarterly						Year to Date			
		Q3FY24	%	Q2FY24	%	Q3FY23	%	YTD 23	%	YTD 22	%
	Revenue from Operations	1,221.68	100%	1,187.44	100%	1,150.31	100%	3613.37	100%	3,256.79	100%
	Other Income	44.96	4%	84.54	7%	32.98	3%	168.31	5%	156.31	5%
<b>Total Income (I+II)</b>		<b>1,266.64</b>	<b>104%</b>	<b>1,271.98</b>	<b>107%</b>	<b>1,183.29</b>	<b>103%</b>	<b>3,781.68</b>	<b>105%</b>	<b>3,413.10</b>	<b>105%</b>
<b>Expenses</b>											
	Cost of material consumed	901.93	74%	997.70	84%	904.42	79%	2782.92	77%	2,520.08	77%
	Purchase of stock-in-trade	21.10	2%	18.18	2%	15.82	1%	56.83	2%	60.71	2%
	Changes in inventories of finished goods, stock-in-trade and work in progress	42.78	4%	(92.92)	-8%	(27.58)	-2%	-0.98	0%	0.28	0%
	Employee benefits expense	45.11	4%	42.60	4%	42.13	4%	130.37	4%	123.38	4%
	Finance costs	0.42	0%	0.44	0%	0.13	0%	1.15	0%	0.39	0%
	Depreciation and amortization expense	10.86	1%	10.84	1%	11.20	1%	32.2	1%	31.26	1%
	Other expenses	77.58	6%	77.68	7%	74.23	6%	222.45	6%	204.50	6%
<b>Total Expenses (IV)</b>		<b>1,099.78</b>	<b>90%</b>	<b>1,054.52</b>	<b>89%</b>	<b>1,020.35</b>	<b>89%</b>	<b>3,224.94</b>	<b>89%</b>	<b>2,940.60</b>	<b>90%</b>
<b>Profit before tax (III-IV)</b>		<b>166.86</b>	<b>14%</b>	<b>217.46</b>	<b>18%</b>	<b>162.94</b>	<b>14%</b>	<b>556.74</b>	<b>15%</b>	<b>472.50</b>	<b>15%</b>
<b>Tax expense</b>											
	(1) Current tax	30.64	3%	45.60	4%	33.42	3%	115.64	3%	105.95	3%
	(2) Deferred tax charge/(credit)	8.47	1%	6.47	1%	(5.35)	0%	15.72	0%	(0.61)	0%
<b>Total Tax</b>		<b>39.11</b>	<b>3%</b>	<b>52.07</b>	<b>4%</b>	<b>28.07</b>	<b>2%</b>	<b>131.36</b>	<b>4%</b>	<b>105.34</b>	<b>3%</b>
<b>Profit for the year (V-VI)</b>		<b>127.75</b>	<b>10%</b>	<b>165.39</b>	<b>14%</b>	<b>134.87</b>	<b>12%</b>	<b>425.38</b>	<b>12%</b>	<b>367.16</b>	<b>11%</b>



# Standalone Statement of Asset and Liabilities

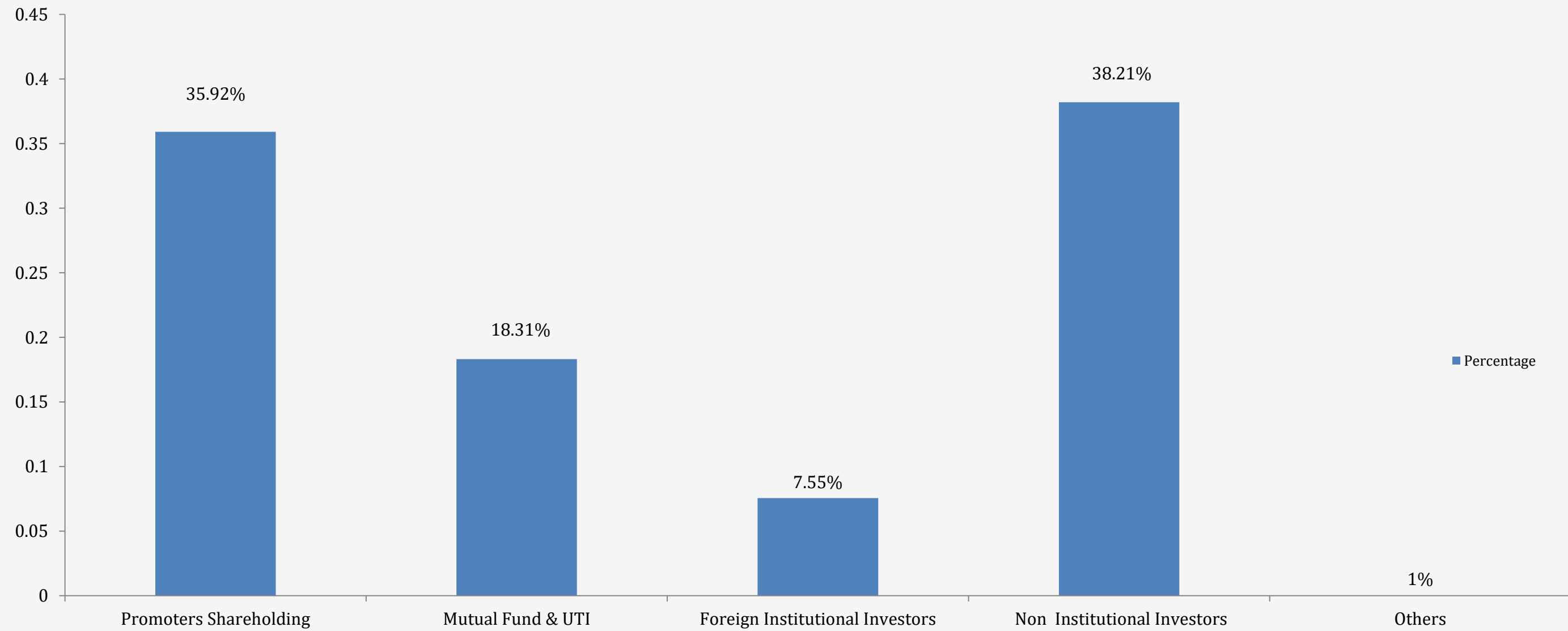
		Note	As at	As at			Note	As at	As at
		No.	31st December 2023	31st December 2022			No.	31st December 2023	31st December 2022
<b>I</b>	<b>ASSETS</b>				<b>II</b>	<b>EQUITY AND LIABILITIES</b>			
	<b>NON CURRENT ASSETS</b>					<b>EQUITY</b>			
(a)	Property, Plant and Equipment	3	428.21	419.68	(a)	Equity Share Capital	16	30.59	30.59
(b)	Capital Work-in-Progress	3.1	26.11	25.54	(b)	Other Equity	17	4026.98	3525.08
(c)	Intangible Assets	4	1.25	1.49		<b>Total equity</b>		<b>4,057.57</b>	<b>3,555.67</b>
(d)	Right of use Asset	5	16.44	11.73		<b>LIABILITIES</b>			
(e)	Financial Assets					<b>NON CURRENT LIABILITIES</b>			
	i) Investment in Associate and Joint Ventures	6	187.56	196.31	(a)	Financial Liabilities			
	ii) Other Investments	7	203.81	107.81		i) Borrowings NC	18	0.25	0.28
	iii) Other Financial Assets	9	5.48	4.75		ii) Lease Liabilities NC	5	14.53	7.17
(f)	Non-Current Tax Assets (net)		17.07	20.78	(b)	Provisions	19	10.45	10.36
(g)	Other Non-Current Assets	10	168.71	22.11	(c)	Deferred Tax Liabilities (Net)	20	49.59	26.39
	<b>Total Non Current Assets</b>		<b>1054.64</b>	<b>810.20</b>		<b>Total Non Current Liabilities</b>		<b>74.82</b>	<b>44.20</b>
	<b>CURRENT ASSETS</b>					<b>CURRENT LIABILITIES</b>			
(a)	Inventories	11	624.27	638.80	(a)	Financial Liabilities			
(b)	Financial Assets				(i)	Borrowings	18	0.03	0.03
	i) Investments	8	1985.47	1327.37	(ii)	Lease Liabilities C	5	3.69	2.85
	ii) Trade Receivables	12	176.03	189.51	(iii)	Trade Payables			
	iii) Cash and Cash Equivalents	13	67.52	58.63	(a)	Total Outstanding Dues of micro enterprises and small enterprises	21	19.66	17.67
	iv) Other Bank balances	14	6.08	6.26	(b)	Total Outstanding Dues of Creditors other than micro enterprises and small enterprises	21	165.72	185.14
	v) Other Financial Assets	9	468.04	861.24	(iv)	Other Financial Liabilities	22	4.05	4.22
(c)	Other Current Assets	15	26.97	21.16	(b)	Other Current Liabilities	23	54.34	55.80
					(c)	Provisions	19	7.19	8.13
					(d)	Current tax Liabilities (net)		21.95	39.46
						<b>Total Current Liabilities</b>		<b>276.63</b>	<b>313.30</b>
	<b>Total Current Assets</b>		<b>3,354.38</b>	<b>3,102.97</b>		<b>TOTAL LIABILITY</b>		<b>351.45</b>	<b>357.50</b>
	<b>TOTAL ASSETS</b>		<b>4,409.02</b>	<b>3,913.17</b>		<b>TOTAL EQUITY AND LIABILITIES</b>		<b>4,409.02</b>	<b>3,913.17</b>







# Shareholding Pattern





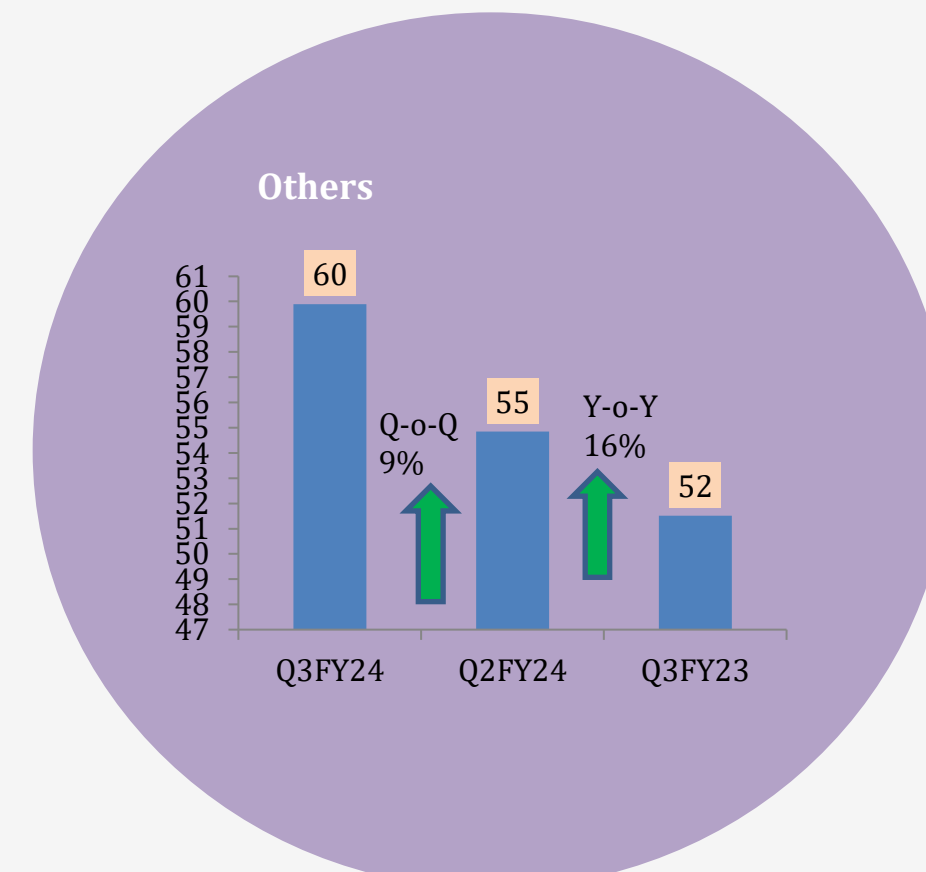
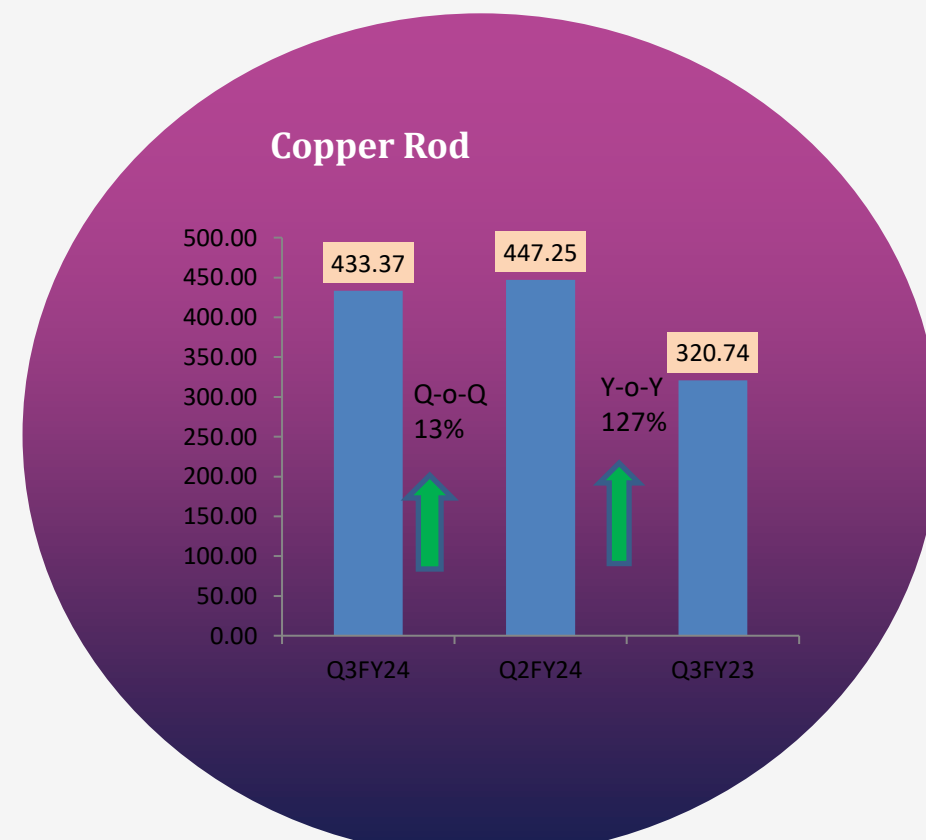
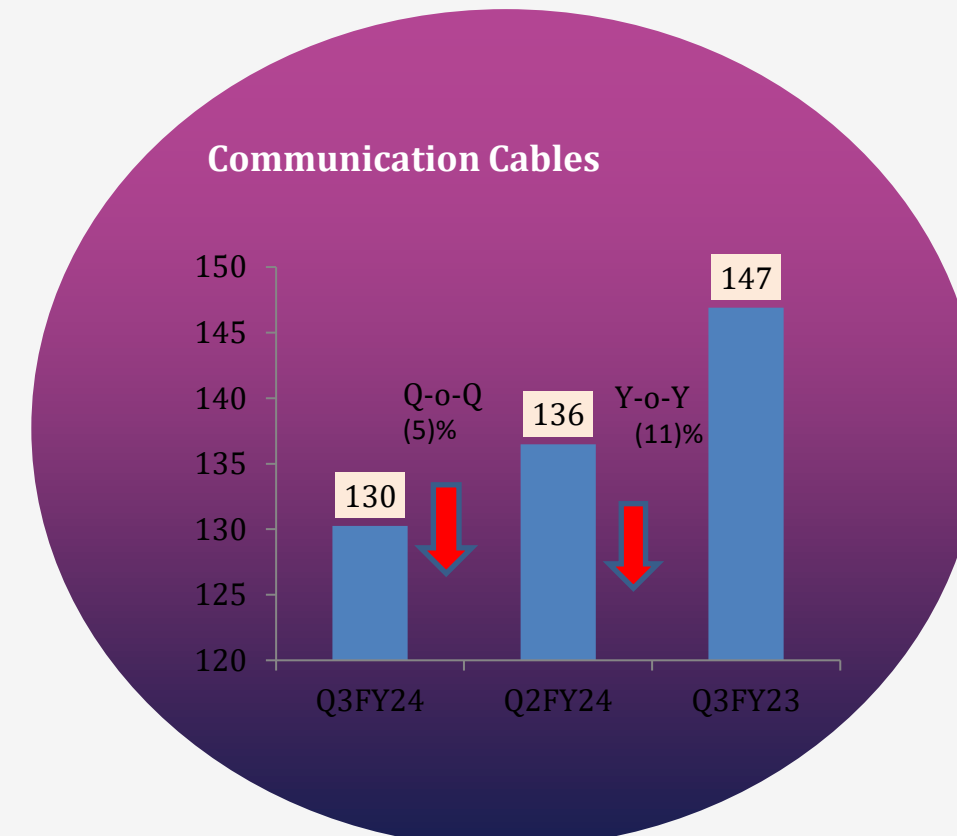
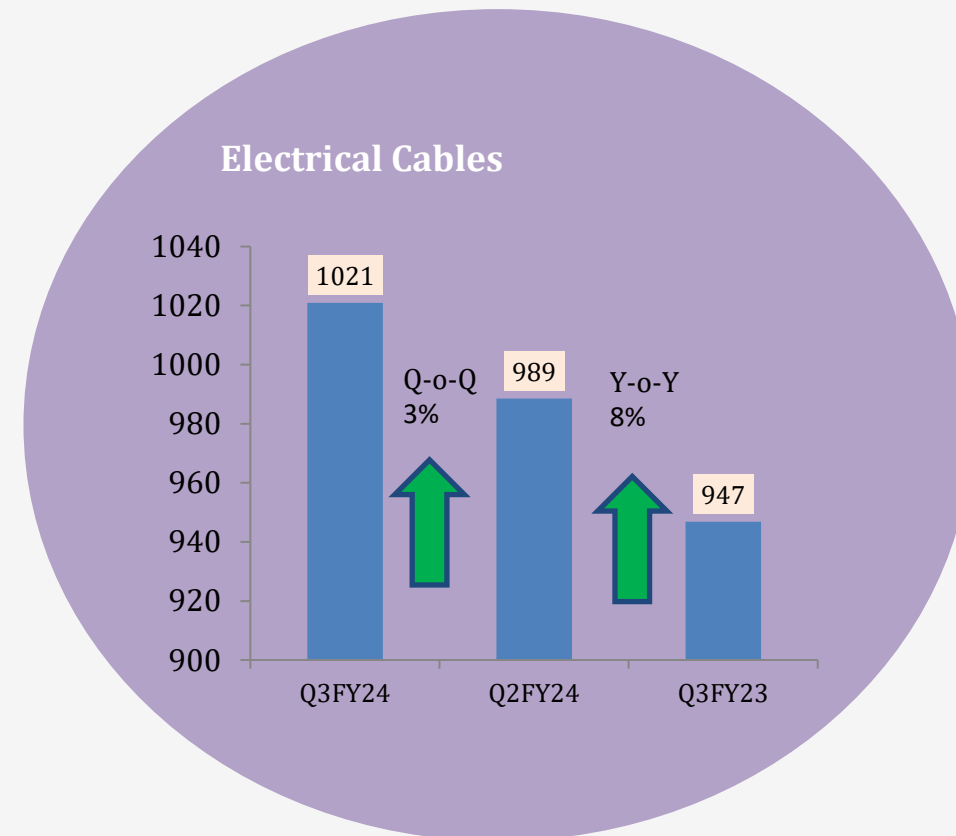
# Financial Metrics

## Working Capital in days

Particulars	Q3FY24	Q2FY24	Q3FY23
Receivable Days	13	15	15
Payable Days	14	13	16
Inventory Days	58	58	64
Net working Capital	39	38	40



# Key Highlights – Revenue All Products





# 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

## Power Cable



Power & Control Cables

## 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

## 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

## 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

## Water Heater



Alessandro Instant Water Heater & Immersion Rods

## Iron





# NEW LAUNCH

## FINO GREEN WIRE: ECO-SAFE INDUSTRIAL CABLES





# 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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Pune - 411 018.**

