SELECTED
Superbrand
INDIA 2009-10
CONSUMER VALIDATED

Finolex
Cables Limited
AN IS/ISO 9001 COMPANY

FCL:SEC:SE:20:145
20th August, 2020

The Manager
Listing Department
National Stock Exchange of India Ltd
`Exchange Plaza', C-1, Block G,
Bandra – Kurla Complex,
Bandra (E),
Mumbai – 400 051

Ref: Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Regulations"),

Dear Sirs,

Sub: Conference Call organized for 20th August, 2020

We refer to our earlier letter Ref. No. FCL:SEC:SE:20:144 dated 19th August, 2020 regarding intimation of Conference Call to be held at 11.30 a.m. on Thursday, 20th August, 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.

Finolex
gets people together



Finolex Cables Limited

Earnings Presentation
June ,2020

Disclaimer

Finolex
gets people together

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Finolex Cables Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

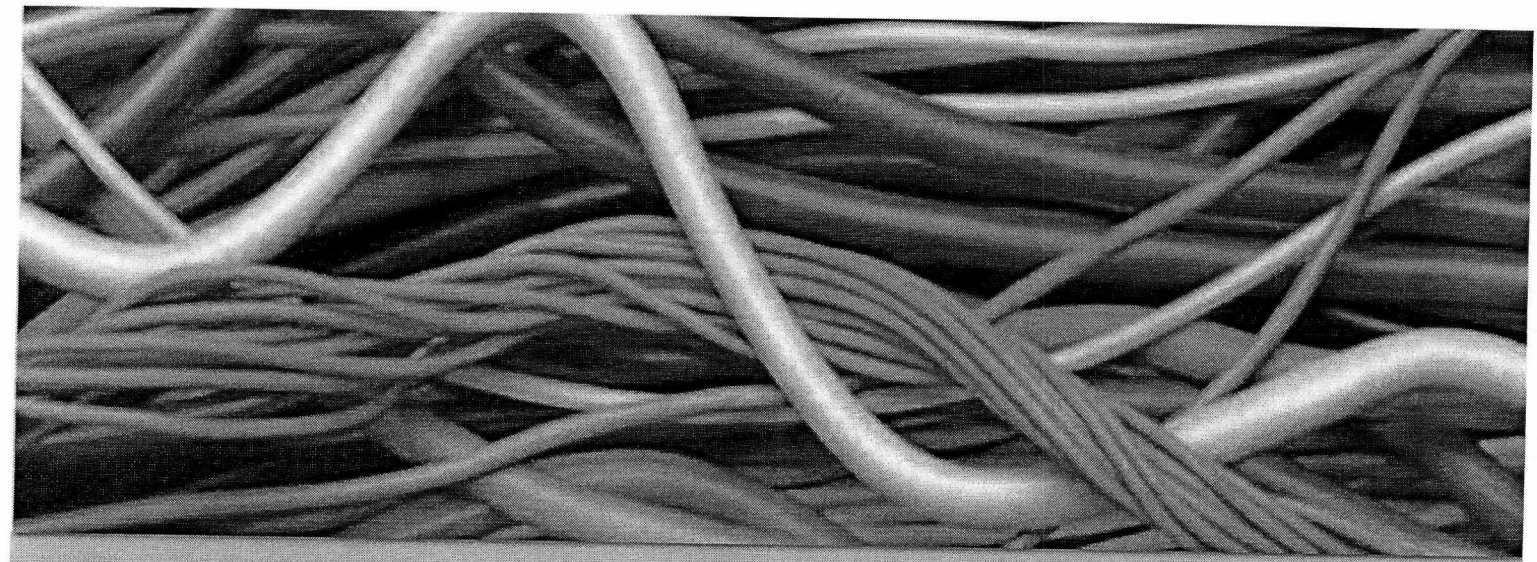
Impact of COVID 19

- The Company's operations and financial results for the quarter have been adversely impacted by the lockdown imposed to contain the spread of COVID-19. The operations gradually resumed in line with the directives of the Government. This was done with requisite precautions ensuring safety of employees. However, despite resumption of operation, there were disruptions due to limited availability of work force, containment zones and curfew restrictions coming up from time to time. The results for the quarter are therefore not comparable with those for the previous periods.
- The Company has considered the possible effects that may result from the pandemic relating to COVID-19 on the carrying amounts of its assets. In developing the assumptions relating to the possible future uncertainties in the economic conditions because of this pandemic, the Company, as at the date of approval of these financial results has used internal and external sources of information. The Company has performed sensitivity analysis on the assumptions used and based on current estimates expects to recover the carrying amounts of these assets. The Company will continue to closely monitor any material changes to future economic conditions.

TABLE OF CONTENT

Finolex
gets people together

Executive Summary	5
Company Overview	7
Category & Product Portfolio	10
Key Management	14
Timeline	15
Geographical Footprint	17
Financial Overview	19



EXECUTIVE SUMMARY

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

Multi location manufacturing

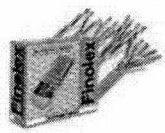
- 5 manufacturing plants
- 28 depots
- JV with Sumitomo, Japan for EHV cables
- Marketing JV with Corning for Optic Fibre technology
- Technical collaboration with NSW, Germany for manufacture of cables for submersible pump industry.

Widespread distribution network

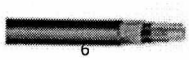
- 380 distributors
- 4000+ dealers
- 40000+ retailers
- Launched our own e-retail site

Q1- FY 20-21 (Cr)	
Revenue	399.60
EBITDA	57.02
PAT	34.98
EPS	Rs. 2.29









Finolex
gets people together



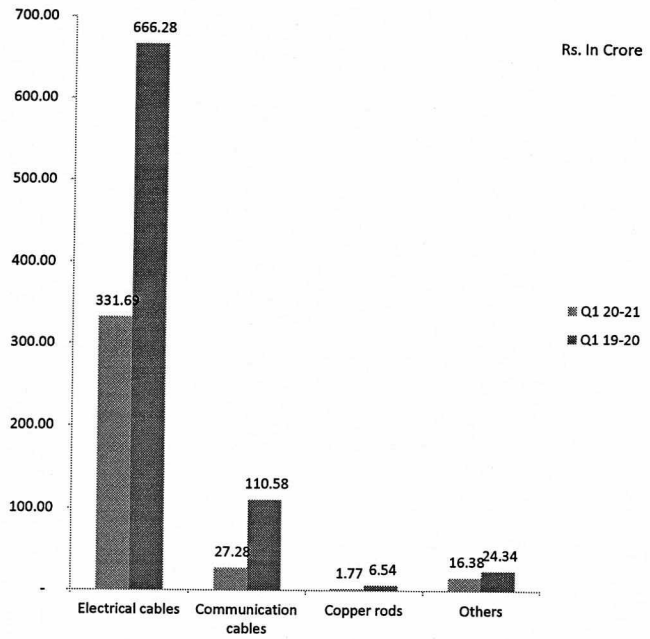
COMPANY OVERVIEW

Premium Player – Cables and Wires Industry

Finolex
gets people together

Electrical Cables and Wires

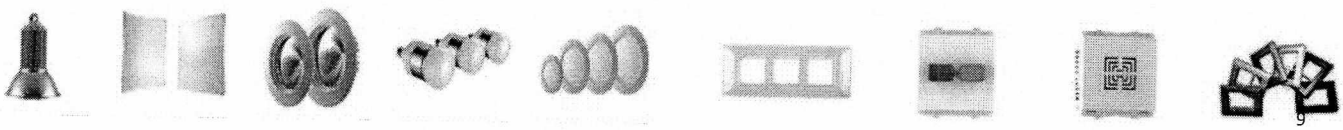
- Leader in the electrical housing wires segment and commands a premium over its peers
- Strong brand positioning and superior product quality enabled the company to achieve higher margins
- This segment accounts for 87.5% of the company's revenues and offers a wide range of products in each of the segments
- Reported 87.5% in electrical W&C segment.



Emerging Player - FMEG

Finolex
gets people together

- 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 F Y 20-21 Vs F Y 19-20
- These products have been well accepted, along with that the distributors have expanded and continued presence in visual media have contributed to the Finolex brand recognition.
- For these products the company has setup a different channel.



Category & Product Portfolios

Finolex
gets people together

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 sector

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

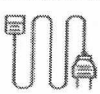
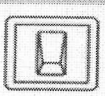
- MCB
- RCCB
- DB

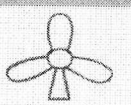
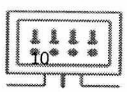
FANS

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

WATER HEATERS

- Instant
- Storage

Group	Product Covered	Applications
• **Electrical Cables**	• 1100 V PVC Insulated Cables	Electrification of industrial establishments, used by construction industry, electrical panel wiring and consumer electrical goods
	• Motor winding PVC insulated	Submersible pumps and electrical motors
	• Automotive/battery cables	Wiring harness for automobile industry and battery cables for various applications
	• UPS cables	For providing power from the UPS to the computer / appliances in the networking environment
	• Heavy duty, underground, low voltage and control cables	Connection to the user point from main supply of power
	• Heavy duty, underground, high voltage, power cable	Intra-city power distribution network
	• Elevator cables	For use by Elevator industry
	• Solar Cables	Specially insulated cables for use in solar parks

Group	Product Covered	Applications
• **Copper Rods Electrical Switches Lamps**	• CCC rods of 8 mm diameter	Raw material for manufacturing copper-based Cables
	• Premium and classic switches, sockets, regulators, etc	For power supply to equipment in domestic, commercial and industrial environment
	• Retrofit/non-retrofit CFL lamps and T5 Tube Lights and Fittings, LED based lighting solutions	Lighting for homes, hotels, shops, offices and factories (both indoor and outdoor applications). Also available for street light applications
• **Electrical Fans**	• Ceiling Fans, Portable Fans, Exhaust Fans	For use in domestic, commercial and industrial environment
	• Miniature Circuit Breakers (MCB), Residual Current Circuit Breakers (RCCB), Moulded Current Circuit Breakers (MCCB) and Distribution Boxes	For use in voltage surge protection and safety applications in domestic and commercial environment
• **Water Heaters**	• Instant and Storage Water Heaters	For use in domestic and commercial environment

Group	Product Covered	Applications
• **Communication Cables**	• Jelly filled telephone cables (JFTCs)	Telephone line connections to exchanges and users
	• Local area network (LAN) cables	Indoor and outdoor networking, voice and data transmission, broadband usage
	• PE insulated telephone cables	Telephone instrument connections to EPABX
	• Coaxial cables	Cable TV network solutions, microwave communications, mobile towers
	• Speaker cables	Broadcasting applications in buildings and electronic goods
	• Optic Fibre	Principal raw material for Optic Fibre cables
	• Optic Fibre cables	Networks requiring high speed transfer of large bandwidth for voice image and data transmission
	• V-SAT cables	For connecting V-SAT dish to base station
	• CCTV cables	For better quality of CCTV images

Key Management Team

Finolex
gets people together



Mr. Deepak Chhabria

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

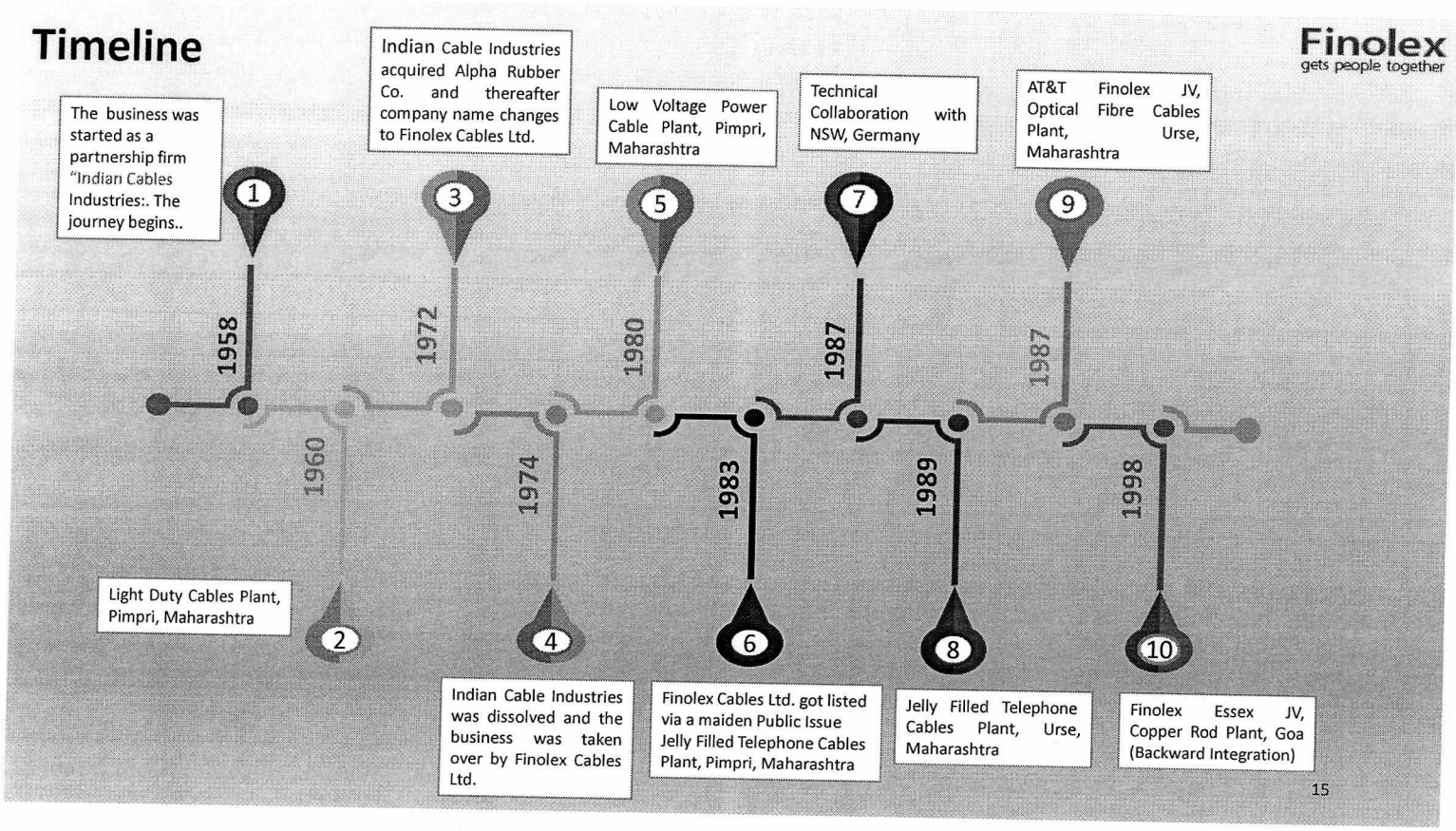


Mr. Mahesh Viswanathan

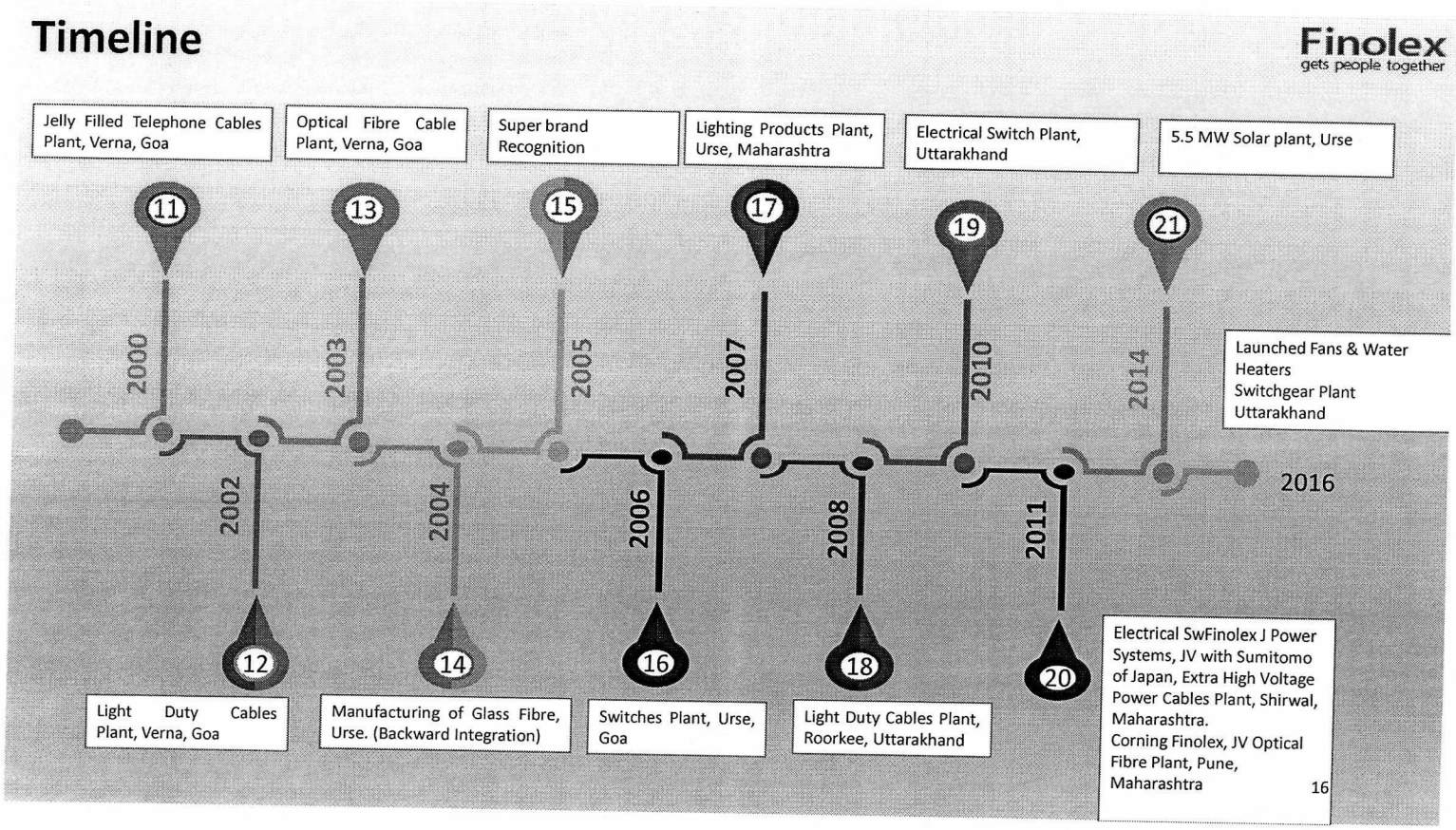
He joined Finolex Cables Ltd in October 2008. A Chartered Accountant by profession, he has many years of experience in the industry and in various aspects such as Management, Taxation and Finance. He has worked with several Multinational companies.

Timeline

Finolex
gets people together

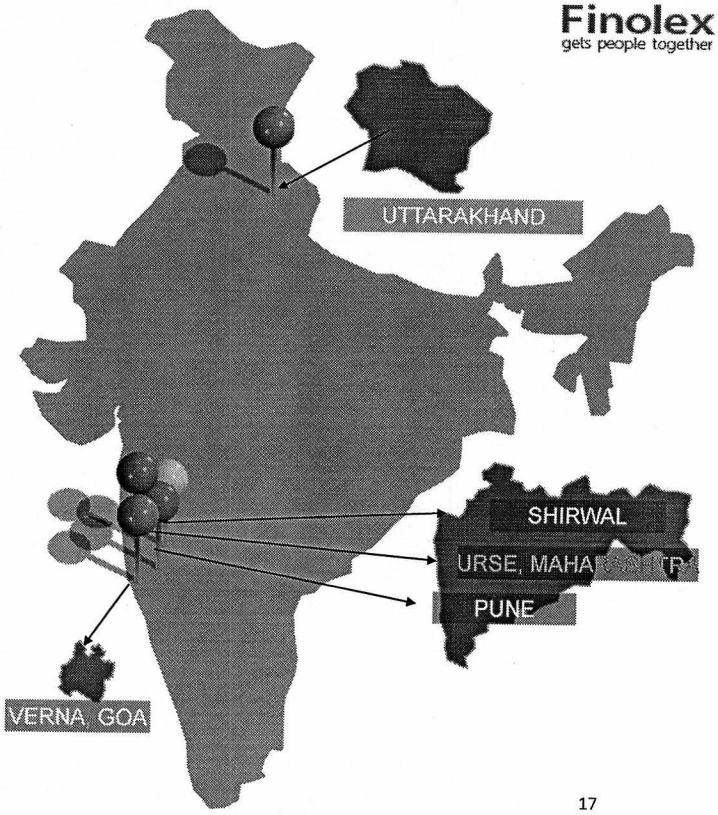


Timeline


Finolex
gets people together
Jelly Filled Telephone Cables Plant, Verna, Goa
Optical Fibre Cable Plant, Verna, Goa
Super brand Recognition
Lighting Products Plant, Urse, Maharashtra
Electrical Switch Plant, Uttarakhand
5.5 MW Solar plant, Urse
11
13
15
17
19
21
2000
2003
2005
2007
2010
2014
Launched Fans & Water Heaters Switchgear Plant Uttarakhand
2016
2002
2004
2006
2008
2011
12
14
16
18
20
Light Duty Cables Plant, Verna, Goa
Manufacturing of Glass Fibre, Urse. (Backward Integration)
Switches Plant, Urse, Goa
Light Duty Cables Plant, Roorkee, Uttarakhand
Electrical SwFinolex J Power Systems, JV with Sumitomo of Japan, Extra High Voltage Power Cables Plant, Shirwal, Maharashtra.
Corning Finolex, JV Optical Fibre Plant, Pune, Maharashtra

GEOGRAPHICAL FOOTPRINT

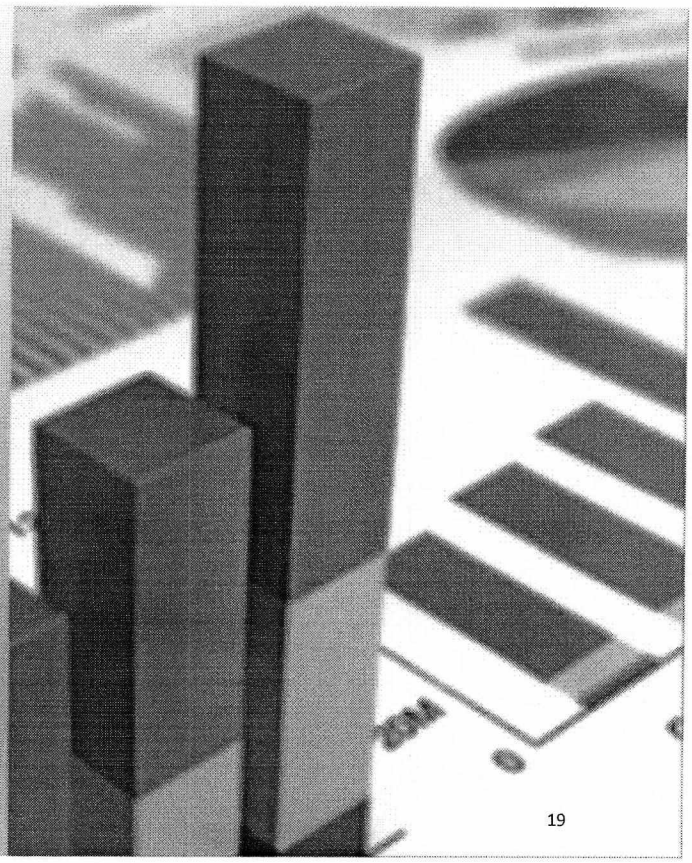
6	28
Manufacturing Plants	Depots
4000+	40000+
Channel Partners	Dealers



Geographical Footprint

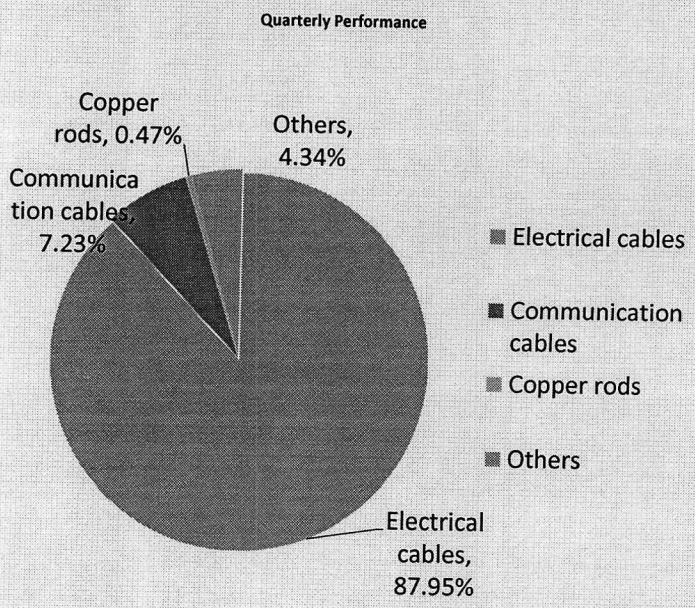
LOCATION	PRODUCT
Uttarakhand	Electric wire for construction; wires for automobile; switches; switchgear and Agricultural applications
Shirwal, Maharashtra	Extra High Voltage (EHV) cables **(JV with Sumitomo, Japan)**
Urse, Maharashtra	All electrical cables, optic fibre cables and all communication cables
Pune – Pimpri	Minimal manufacturing, telephone cables; winding wire for pump-set industry
Verna Goa	All electrical products except power cables, communication cables except lan cables
Ponda Goa	Copper Rods
Note: Capacity utilization levels at all manufacturing facilities around 65% during 2019-20	

FINANCIAL OVERVIEW



FY 2019-20

- **Revenue**
- Total Revenue registered a y-o-y decline of 53.31% to Rs 399.60 Cr.
- Electrical Cable Revenue decreased in Q1 of FY 2020-21 as compared to Q1 of FY 2019-20 from Rs 666.28 to Rs 331.69 Cr.
- Communication Cable Revenue decreased in Q1 of FY 2020-21 as compared to Q1 of FY 2019-20 from Rs 110.58 to Rs 27.28Cr
- **Profit Margin**
- Electrical Cable EBIT decreased in Q1 of FY 2020-21 as compared to Q1 of FY 2019-20 from Rs 111.16 to Rs 26.07 Cr.
- Communication Cable EBIT decreased in Q1 of FY 2020-21 as compared to Q1 of FY 2019-20 from Rs 9.37 to Rs (0.10) Cr.
- Profit after tax for the year stood at Rs 34.98 Cr.
- **Inter segment Revenue**
- Inter segment revenue pertaining mainly to copper rods' consumption stood at Rs. 56.14 Cr.

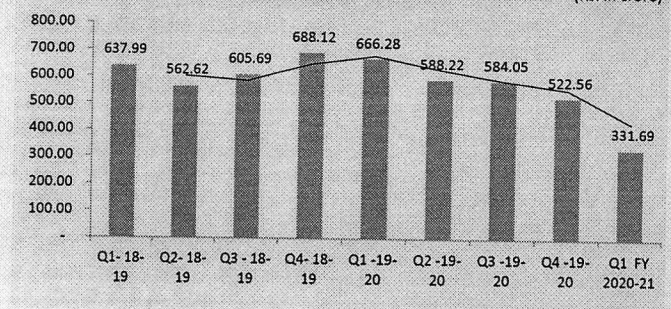


- Company business was impacted by lockdown on account of COVID-19 with significant decline in sales. In June-20 gradual relaxations in lockdown witnessed in all regions however overall normalcy is yet to return.

Quarterly Segment Revenue

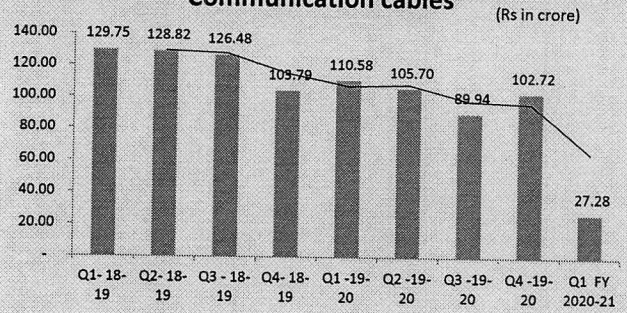
Electrical cables

(Rs. in crore)



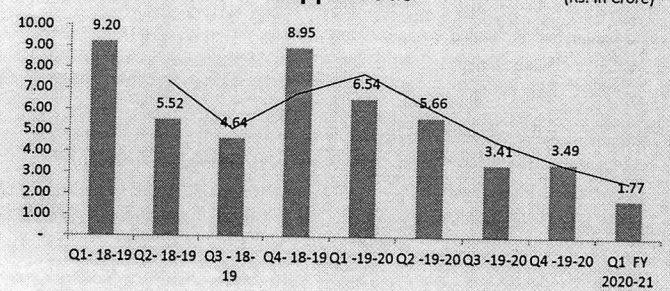
Communication cables

(Rs in crore)



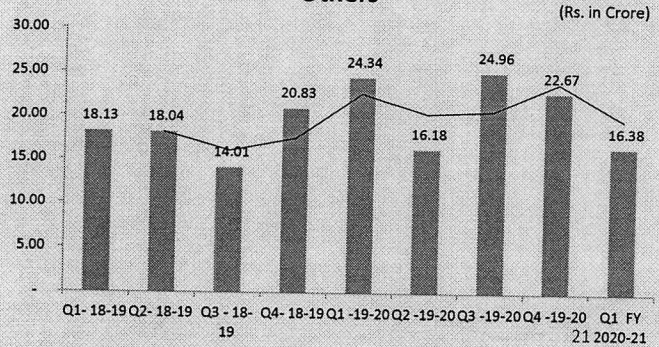
Copper rods

(Rs. in Crore)

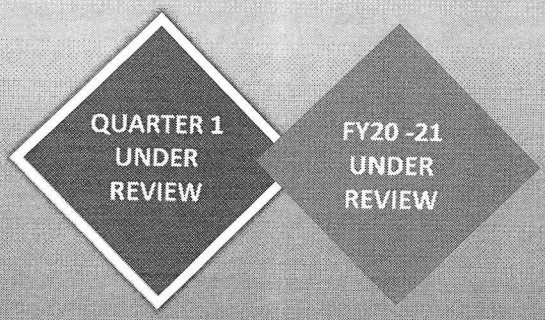


Others

(Rs. in Crore)



Finolex
gets people together

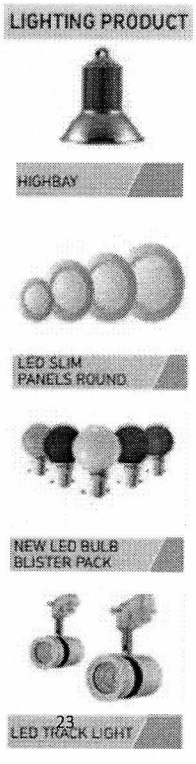


STANDALONE FINANCIAL HIGHLIGHTS Q1-FY20-21 (IND-AS)

Finolex
gets people together

INCOME STATEMENT (INR Cr)	Q1-FY21	Q4-FY20	Q-o-Q	Q1-FY20	Q-o-Q
Total Income*	**399.60**	**710.13**	**(43.7)%**	**829.71**	**(51.8)%**
Total Expenses	342.58	564.33	(39.3)%	701.74	(51.2)%
EBITDA	**57.02**	**145.80**	**(60.9)%**	**127.97**	**(55.4)%**
EBITDA Margins (%)	***14.27%***	***20.53%***	***(626)Bps***	***15.42%***	***(115)Bps***
Depreciation	10.02	9.57	4.70%	9.90	1.2%
EBIT	**47.00**	**136.23**	**(65.5)%**	**118.07**	**(60.2)%**
EBIT Margins (%)	***11.76%***	***19.18%***	***(742)Bps***	***14.23%***	***(247)Bps***
Finance Cost	0.17	0.73	(76.7)%	0.22	0%
Profit Before Tax	**46.83**	**135.50**	**(65.4)%**	**117.85**	**(60.3)%**
Tax	11.85	18.34	(35.4)%	36.28	(67.3)%
Profit After Tax	**34.98**	**117.16**	**(70.1)%**	**81.57**	**(57.1) %**
PAT Margins (%)	***8.75%***	***16.50%***	***(775)Bps***	***9.83%***	***(108)Bps***
Other Comprehensive Income/ (Expenses)	7.89	(32.69)		(14.39)	
Total Comprehensive Income	**42.87**	**84.47**	**(49.2)%**	**67.18**	**(36.2)%**
EPS Basic (INR)	2.29	7.66	(70.1)%	5.33	(57.0)%

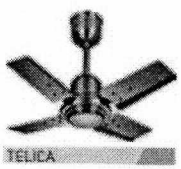
*Includes other income



Q1-FY20 -21KEY FINANCIAL HIGHLIGHTS

Finolex
gets people together

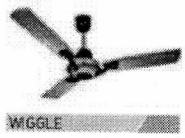
(Standalone Q1 FY 2020-21 Vs Q1 FY 2019-20 Performance) (INR Cr)

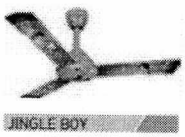


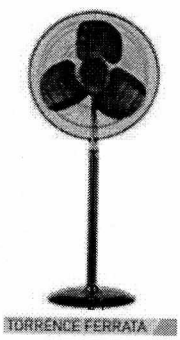
Total Income*	• INR **399.60Cr** • Growth of **(51.8) %** Q-o-Q
EBITDA	• INR **57.02 Cr** • Growth of **(55.4)%** Q-o-Q
EBITDA Margins	• **14.27%** • Growth of **(115)*Bps***
PAT	• INR **34.98 Cr** • Growth of **(57.1) %**
PAT Margins	• ***8.75%*** • Growth of **(108)*Bps***
Basic EPS	• INR **2.29** • Growth of **(57)%**



FAN







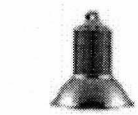
*Includes other income

CONSOLIDATED FINANCIAL HIGHLIGHTS Q1 FY 20-21 (IND-AS)

INCOME STATEMENT (INR Cr)	Q1-FY21	Q4-FY20	Q-o-Q	Q1-FY20	Q-o-Q
Total Income*	**399.60**	**669.93**	**(40.3)%**	**829.71**	**(51.8)%**
Total Expenses	342.58	570.91	**(40.0)%**	701.74	(51.2)%
EBITDA	**57.02**	**99.02**	**(42.4)%**	**127.97**	**(55.4)%**
EBITDA Margins(%)	***14.27%***	***14.78%***	***(51)Bps***	***15.42%***	***115Bps***
Depreciation	10.02	9.57	4.70%	9.90	1.21%
EBIT	**47.00**	**89.45**	**(47.4)%**	**118.07**	**(60.2)%**
EBIT Margins (%)	***11.76%***	***13.35%***	***(159)Bps***	***14.23%***	***(173)Bps***
Finance Cost	0.17	0.73	(76.7)%	0.22	(22.7)%
Share of net Profit of an Associate & JV	**14.08**	**8.19**	**71.9%**	**20.15**	**(30.1)%**
Profit Before Tax	**60.91**	**96.91**	**(37.1)%**	**138.00**	**(55.9)%**
Tax	16.42	32.42	(49.4)%	41.05	(60.0)%
Profit After Tax	**44.49**	**64.49**	**(31.0)%**	**96.95**	**(54.1)%**
PAT Margins (%)	***11.13%***	***9.63%***	***150Bps***	***11.68***	***(47)BPS***
Other Comprehensive Income/ (Expenses)	7.68	(32.83)		(14.9)	
Total Comprehensive Income	**52.17**	**31.66**	**64.8%**	**82.05**	**(36.4)%**
EPS Basic (INR)	**2.91**	**4.22**	**(31.0)%**	**6.34**	**(54.10)%**

*Includes other income

Finolex
gets people together



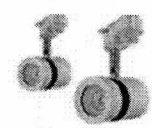
HIGHBAY



LED SLIM PANELS ROUND



NEW LED BULB BLISTER PACK

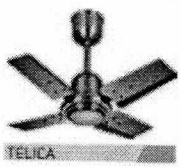


LED TRACK LIGHT

Q1-FY20 -21KEY FINANCIAL HIGHLIGHTS

Finolex
gets people together

(Consolidated Q1 FY 2020-21 Vs Q1 FY 2019-20 Performance) (INR Cr)

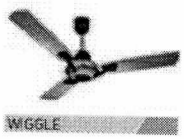


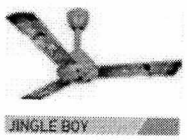
Total Income*	• INR **399.60Cr** • Growth of **(51.8) %** Q-o-Q
EBITDA	• INR **57.02 Cr** • Growth of **(55.4)%** Q-o-Q
EBITDA Margins	• **14.27%** • Growth of **(115)*Bps***
PAT	• INR **44.49 Cr** • Growth of **(54.1) %**
PAT Margins	• ***11.13%*** • Growth of **(47)*Bps***
Basic EPS	• INR **2.91** • Growth of **(54.1)%**

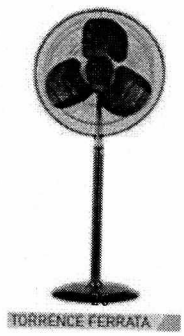


*Includes other income

FAN



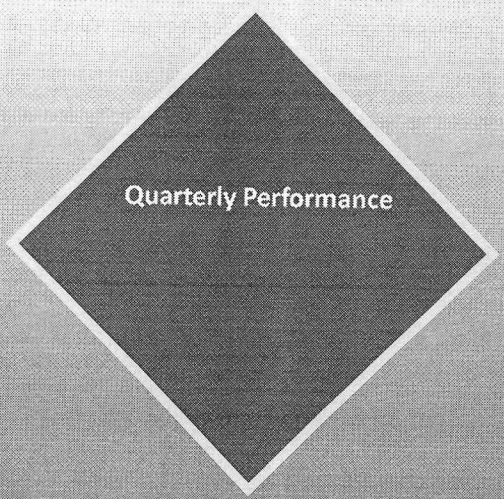




Business performance Trend(Q-0-Q)

Product Segment	UOM	Qtr 2020-21	Qtr 2019-20
Electrical cables	Tons	9,273	16,452
Comm(Copper) cables	Tons	747	2,427
Comm(Optic Fiber) cables	FKM	77,392	522,884

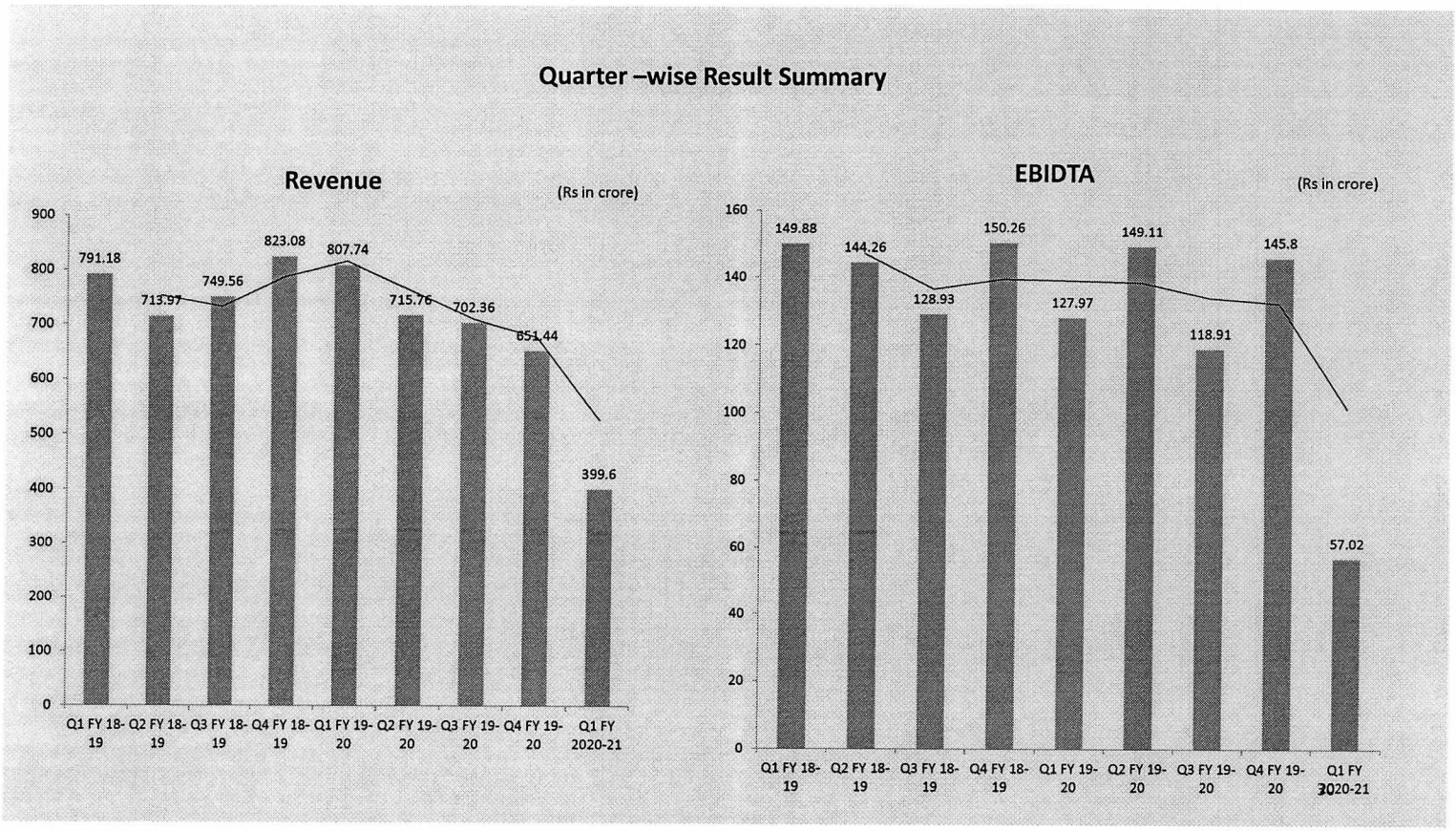
Finolex
gets people together



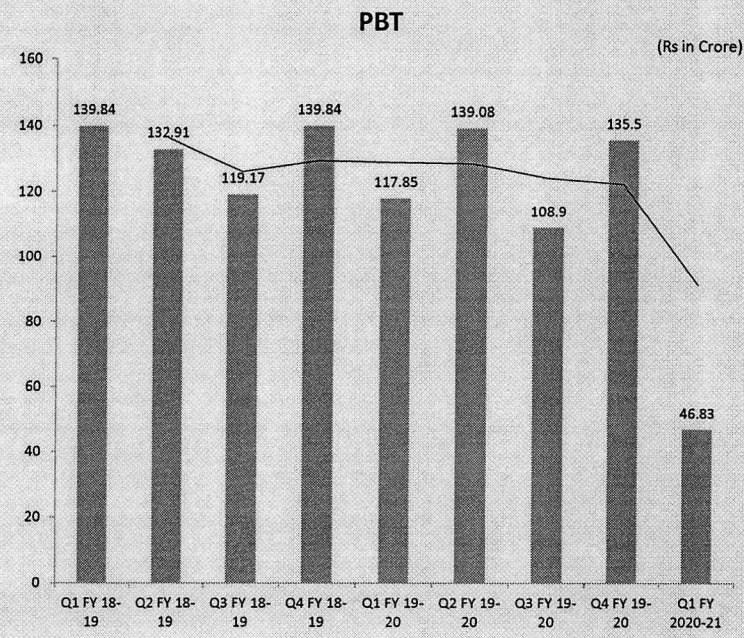
Quarterly Profit & Loss- Standalone Financial Statement

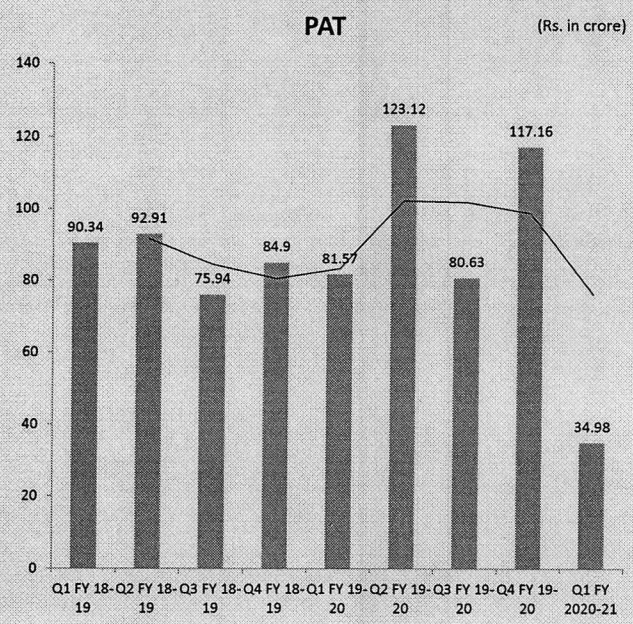
Particulars (INR in Cr)	Q1 FY 20-21	Q4 FY 19-20	Q3 FY 19-20	Q2 FY 19-20	Q1 FY 19-20	Q4 FY 18-19	Q3 FY 18-19	Q2 FY 18-19	Q1 FY 18-19
Revenue from Operation	377.12	651.44	702.36	715.76	807.74	823.08	749.56	713.97	791.18
EBITDA	57.02	145.80	119.51	149.11	127.97	150.26	128.93	144.26	149.88
EBITDA Margins (%)	14.27%	21%	16%	19%	15%	18%	17%	19%	18%
Depreciation	10.02	9.57	9.64	9.80	9.90	10.05	9.73	11.03	9.74
Other Income	22.48	58.69	26.52	64.71	21.97	23.97	19.34	58.42	20.10
Finance Cost	0.17	0.73	0.37	0.23	0.22	0.27	0.03	0.32	0.30
Profit before tax	46.83	135.50	108.90	139.08	117.85	139.94	119.17	132.91	139.84
PBT Margin	11.72%	19%	14%	18%	14%	17%	15%	17%	17%
Tax	11.85	18.34	28.27	15.96	36.28	55.04	43.23	40	49.50
Profit after Tax	34.98	117.16	80.63	123.12	81.57	84.90	75.94	92.91	90.34
PAT Margin	8.75%	16%	11%	16%	10%	10%	10%	12%	11%
EPS	2.29	7.66	5.27	8.05	5.33	5.55	4.97	6.07	5.91

Quarter –wise Result Summary



Quarter –wise Result Summary





Finolex
gets people together

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

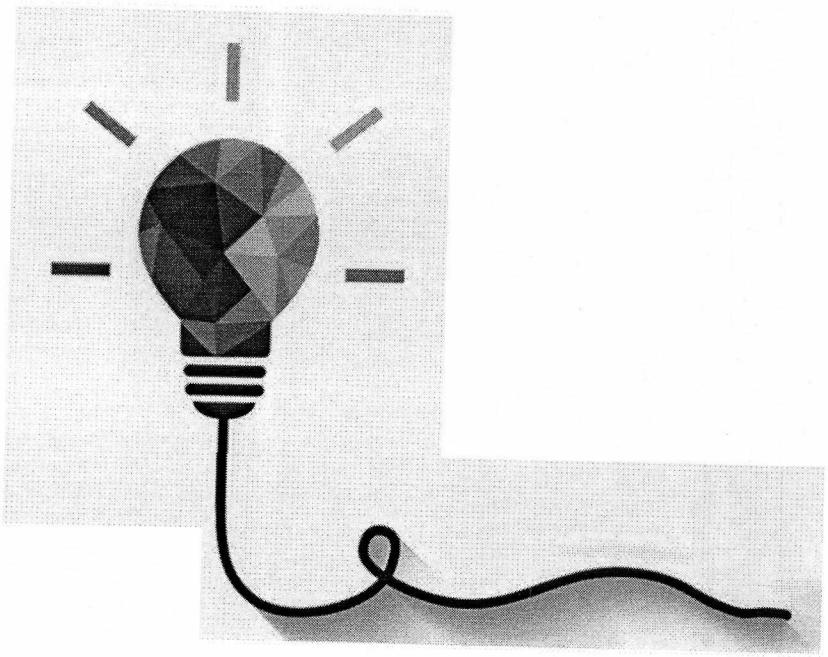
Standalone Profit & Loss Account- Key Indicators

Particulars(Rs. In Crore)	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	2,676.50	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%

Standalone Balance Sheet – Key Indicators

Particulars (Rs.in Crore)	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	2,772.87
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	414.18	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	2,236.35	2,507.81	2,772.87

Finolex
gets people together



THANK YOU