



FCL:SEC:12:134  
3<sup>rd</sup> May 2012



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

Fax No(s).022 - 26598237 - 8238 -  
8348/ 66418124 -25 - 26

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

Dear Sirs,

We refer to the meeting of the Board of Directors of the Company held today.

We are pleased to fax herewith the statement of Audited Financial Results for the year ended 31<sup>st</sup> March 2012 and of the Press Release in this regard which were taken on record by the Board of Directors at the said meeting.

We have taken necessary steps to publish these financial results in the Newspapers as per the provisions of the Listing Agreement.

Kindly arrange to take on record the aforesaid financial results and the other matters, *inter alia*, considered and approved by the Board at the above meeting as set out in the Notes thereto including the following:

- (a) Recommendation of dividend @ 40 % (Rs. 0.80 per equity share of Rs.2/- each fully paid up) for the financial year ended 31<sup>st</sup> March 2012.
- (b) 44<sup>th</sup> Annual General Meeting of the Company has been scheduled for Tuesday, 14<sup>th</sup> August, 2012 at Pune.
- (c) The Register of Members and the Share Transfer Books of the Company will be closed from Saturday, 28<sup>th</sup> July, 2012 to Tuesday, 14<sup>th</sup> August, 2012 (both days inclusive) for the purpose of Annual General Meeting (AGM) and payment of Dividend, if any, approved by the Members in ensuing AGM.

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

Please acknowledge receipt and oblige.

Thanking you,

Yours faithfully  
For FINOLEX CABLES LIMITED

R G D'SILVA  
Company Secretary &  
Vice President (Legal)

Encl : As above.

| FINOLEX CABLES LIMITED                                                                                   |                         |                           |                         |                         |                         |
|----------------------------------------------------------------------------------------------------------|-------------------------|---------------------------|-------------------------|-------------------------|-------------------------|
| Regd. Office - 26/27 Mumbai Pune Road, Pimpri, Pune 411018                                               |                         |                           |                         |                         |                         |
| PART I                                                                                                   |                         |                           |                         |                         |                         |
| AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST MARCH, 2012                                            |                         |                           |                         |                         |                         |
| (Rs. in Million)                                                                                         |                         |                           |                         |                         |                         |
| Particulars                                                                                              | Quarter Ended           |                           |                         | Current Year Ended      | Previous Year Ended     |
|                                                                                                          | 31.03.2012<br>(Audited) | 31.12.2011<br>(Unaudited) | 31.03.2011<br>(Audited) | 31.03.2012<br>(Audited) | 31-03-2011<br>(Audited) |
| <b>1 Income from Operations</b>                                                                          |                         |                           |                         |                         |                         |
| a) Net Sales / Income from Operations (Net of excise duty)                                               | 5,967.3                 | 4,937.6                   | 5,319.0                 | 20,384.7                | 20,084.8                |
| b) Other Operating Income                                                                                | 80.3                    | 57.1                      | 75.0                    | 254.8                   | 272.7                   |
| <b>Total Income from operations (Net)</b>                                                                | <b>6,047.6</b>          | <b>4,994.7</b>            | <b>5,394.0</b>          | <b>20,639.5</b>         | <b>20,357.5</b>         |
| <b>2 Expenses</b>                                                                                        |                         |                           |                         |                         |                         |
| a) Cost of materials consumed                                                                            | 4970.2                  | 3,320.2                   | 4,423.0                 | 15,533.6                | 16,365.9                |
| b) Purchases of stock-in-trade                                                                           | 6.7                     | 5.9                       | 2.6                     | 24.0                    | 23.8                    |
| c) Changes in inventories of finished goods, work-in-progress and stock-in-trade                         | (446.2)                 | 516.8                     | (200.7)                 | 126.9                   | (640.6)                 |
| d) Employee benefits expense                                                                             | 185.2                   | 173.2                     | 189.0                   | 694.8                   | 647.4                   |
| e) Depreciation and amortisation expense                                                                 | 71.4                    | 128.2                     | 90.5                    | 394.7                   | 387.8                   |
| f) Other Expenses                                                                                        | 289.4                   | 145.7                     | 195.0                   | 921.8                   | 849.1                   |
| g) Consumption of Packing Material                                                                       | 76.4                    | 53.0                      | 65.7                    | 235.9                   | 231.1                   |
| h) Power & Fuel                                                                                          | 93.6                    | 75.8                      | 92.3                    | 325.7                   | 332.4                   |
| i) Sales Incentive                                                                                       | 290.1                   | 264.1                     | 229.7                   | 1,038.8                 | 825.7                   |
| <b>Total Expenses</b>                                                                                    | <b>5,536.8</b>          | <b>4,682.9</b>            | <b>5,087.1</b>          | <b>19,296.2</b>         | <b>19,022.6</b>         |
| <b>3 Profit / (Loss) from Operations before Other Income, finance costs and exceptional Items (1-2)</b>  | <b>510.8</b>            | <b>311.8</b>              | <b>306.9</b>            | <b>1343.3</b>           | <b>1334.9</b>           |
| <b>4 Other Income</b>                                                                                    | <b>93.6</b>             | <b>39.8</b>               | <b>42.3</b>             | <b>364.0</b>            | <b>260.9</b>            |
| <b>5 Profit / (Loss) from ordinary activities before finance costs and exceptional Items (3+4)</b>       | <b>604.4</b>            | <b>351.6</b>              | <b>349.2</b>            | <b>1,707.3</b>          | <b>1,595.8</b>          |
| <b>6 Finance costs</b>                                                                                   | <b>74.6</b>             | <b>80.6</b>               | <b>38.5</b>             | <b>251.0</b>            | <b>179.6</b>            |
| <b>7 Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5+6)</b> | <b>529.8</b>            | <b>271.0</b>              | <b>310.7</b>            | <b>1,456.3</b>          | <b>1,416.2</b>          |
| <b>8 Exceptional Items - Income / (Expenses)</b>                                                         | <b>(101.0)</b>          | <b>(105.9)</b>            | <b>(119.6)</b>          | <b>(363.6)</b>          | <b>(344.4)</b>          |
| <b>9 Profit / (Loss) from Ordinary Activities before Tax (7+8)</b>                                       | <b>428.8</b>            | <b>165.1</b>              | <b>191.1</b>            | <b>1,092.7</b>          | <b>1,071.8</b>          |
| <b>10 Tax expense</b>                                                                                    | <b>(16.8)</b>           | <b>28.1</b>               | <b>4.3</b>              | <b>110.8</b>            | <b>203.7</b>            |
| <b>11 Net Profit / (Loss) from Ordinary Activities after tax (9 - 10)</b>                                | <b>445.6</b>            | <b>137.0</b>              | <b>186.8</b>            | <b>981.9</b>            | <b>868.1</b>            |
| <b>12 Extraordinary Items (net of tax expense Rs. --- Lakhs)</b>                                         | <b>-</b>                | <b>-</b>                  | <b>-</b>                | <b>-</b>                | <b>-</b>                |
| <b>13 Net Profit / (Loss) for the period (11-12)</b>                                                     | <b>445.6</b>            | <b>137.0</b>              | <b>186.8</b>            | <b>981.9</b>            | <b>868.1</b>            |
| <b>14 Paid Up Equity Share Capital</b>                                                                   | <b>305.9</b>            | <b>305.9</b>              | <b>305.9</b>            | <b>305.9</b>            | <b>305.9</b>            |
| <b>15 Paid Up Debt Capital</b>                                                                           | <b>500.0</b>            | <b>500.0</b>              | <b>500.0</b>            | <b>500.0</b>            | <b>500.0</b>            |
| <b>16 Reserve excluding revaluation reserves as per balance sheet of previous accounting year</b>        |                         |                           |                         | <b>7,840.6</b>          | <b>6,868.9</b>          |
| <b>17 Debenture Redemption Reserve</b>                                                                   |                         |                           |                         | <b>250.0</b>            | <b>250.0</b>            |
| <b>18 Earning Per Share (before &amp; after extraordinary Items) (of Rs.2/- each) (not annualised):</b>  |                         |                           |                         |                         |                         |
| (a) Basic                                                                                                | 2.9                     | 0.9                       | 1.22                    | 6.42                    | 5.68                    |
| (b) Diluted                                                                                              | 2.9                     | 0.9                       | 1.22                    | 6.42                    | 5.68                    |
| <b>19 Debt Equity Ratio</b>                                                                              |                         |                           |                         | <b>0.35</b>             | <b>0.36</b>             |
| <b>20 Debt Service Coverage Ratio</b>                                                                    |                         |                           |                         | <b>3.18</b>             | <b>1.85</b>             |
| <b>21 Interest Service Coverage Ratio</b>                                                                |                         |                           |                         | <b>5.35</b>             | <b>7.16</b>             |

18 8

| PART II                                                                                  |                         |                           |                         |                         |                         |
|------------------------------------------------------------------------------------------|-------------------------|---------------------------|-------------------------|-------------------------|-------------------------|
| Select Information for the 31st March 2012 Quarter and 12 Months Ended 31/03/2012        |                         |                           |                         |                         |                         |
| Particulars                                                                              | Quarter Ended           |                           |                         | Current Year Ended      | Previous Year Ended     |
|                                                                                          | 31.03.2012<br>(Audited) | 31.12.2011<br>(Unaudited) | 31.03.2011<br>(Audited) | 31.03.2012<br>(Audited) | 31-03-2011<br>(Audited) |
| <b>A PARTICULARS OF SHAREHOLDING</b>                                                     |                         |                           |                         |                         |                         |
| <b>1 Public Shareholding</b>                                                             |                         |                           |                         |                         |                         |
| - Number of Shares                                                                       | 98,410,875.0            | 98,411,375                | 99,218,268              | 98,410,875.0            | 99,218,268              |
| - Percentage of shareholding                                                             | 64.35%                  | 64.35%                    | 64.87%                  | 64.35%                  | 64.87%                  |
| <b>2 Promoters and Promoter Group Shareholding **</b>                                    |                         |                           |                         |                         |                         |
| a) Pledged / Encumbered                                                                  |                         |                           |                         |                         |                         |
| - Number of Shares                                                                       | NIL                     | NIL                       | NIL                     | NIL                     | NIL                     |
| - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | NA                      | NA                        | NA                      | NA                      | NA                      |
| - Percentage of shares (as a % of the total share capital of the company)                | NA                      | NA                        | NA                      | NA                      | NA                      |
| b) Non-encumbered                                                                        |                         |                           |                         |                         |                         |
| - Number of Shares                                                                       | 54,528,470.0            | 54,527,970                | 53,721,077              | 54,528,470.0            | 53,721,077              |
| - Percentage of shares (as a % of the total shareholding of promoter and Promoter Group) | 100.00%                 | 100.00%                   | 100.00%                 | 100.00%                 | 100.00%                 |
| - Percentage of shares (as a % of the total share capital of the company)                | 35.65%                  | 35.65%                    | 35.13%                  | 35.65%                  | 35.13%                  |

\*\* Includes 22,187,075 shares (14.51%) held by Associate Company - Finolex Industries Limited

| Particulars                                    | 3 months ended (31/03/2012) |
|------------------------------------------------|-----------------------------|
| <b>B INVESTOR COMPLAINTS</b>                   |                             |
| Pending at the beginning of the quarter        | NIL                         |
| Received during the quarter                    | NIL                         |
| Disposed of during the year                    | NA                          |
| Remaining unresolved at the end of the quarter | NIL                         |

| SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED,<br>AS PER CLAUSE 41 OF THE LISTING AGREEMENT |                         |                           |                         |                         |                         |
|--------------------------------------------------------------------------------------------------|-------------------------|---------------------------|-------------------------|-------------------------|-------------------------|
| (Rs. in Million)                                                                                 |                         |                           |                         |                         |                         |
| Particulars                                                                                      | Quarter Ended           |                           |                         | Current Year Ended      | Previous Year Ended     |
|                                                                                                  | 31.03.2012<br>(Audited) | 31.12.2011<br>(Unaudited) | 31.03.2011<br>(Audited) | 31.03.2012<br>(Audited) | 31-03-2011<br>(Audited) |
| <b>1 Segment Revenue</b>                                                                         |                         |                           |                         |                         |                         |
| A. Electric Cables                                                                               | 5,059.7                 | 4,172.0                   | 3,626.2                 | 17,115.0                | 13,476.9                |
| B. Communication Cables                                                                          | 370.1                   | 406.5                     | 510.0                   | 1,482.3                 | 1,924.9                 |
| C. Copper Rods                                                                                   | 2,314.5                 | 1,525.2                   | 3,655.7                 | 9,328.2                 | 13,358.9                |
| D. Others                                                                                        | 345.3                   | 313.0                     | 396.9                   | 1,513.2                 | 1,852.3                 |
| <b>Total</b>                                                                                     | <b>8,089.6</b>          | <b>6,416.7</b>            | <b>8,188.8</b>          | <b>29,438.7</b>         | <b>30,613.0</b>         |
| Less : Inter Segment Revenue                                                                     | 2,042.0                 | 1422.0                    | 2794.8                  | 8,799.2                 | 10,255.5                |
| <b>Net Sales / Income from Operations</b>                                                        | <b>6,047.6</b>          | <b>4,994.7</b>            | <b>5,394.0</b>          | <b>20,639.5</b>         | <b>20,357.5</b>         |
| <b>2 Segment Results (Profit/Loss)</b>                                                           |                         |                           |                         |                         |                         |
| <b>Before interest and tax</b>                                                                   |                         |                           |                         |                         |                         |
| Profit (+) / Loss (-) :                                                                          |                         |                           |                         |                         |                         |
| A. Electric Cables                                                                               | 640.4                   | 453.4                     | 469.2                   | 1,950.8                 | 1,708.7                 |
| B. Communication Cables                                                                          | 38.1                    | 25.0                      | 75.0                    | 105.0                   | 311.5                   |
| C. Copper Rods                                                                                   | 22.4                    | 7.4                       | 37.2                    | 60.1                    | 15.5                    |
| D. Others                                                                                        | (28.8)                  | (22.8)                    | (14.8)                  | (89.3)                  | (29.8)                  |
| <b>Total</b>                                                                                     | <b>672.1</b>            | <b>463.0</b>              | <b>566.6</b>            | <b>2,026.6</b>          | <b>2,005.9</b>          |
| Less : Interest                                                                                  | 74.6                    | 80.6                      | 38.5                    | 251.0                   | 179.6                   |
| Other Unallocable expenditure net off unallocable income                                         | 168.7                   | 217.3                     | 337.0                   | 682.9                   | 754.5                   |
| <b>Total Profit before Tax</b>                                                                   | <b>428.8</b>            | <b>165.1</b>              | <b>191.1</b>            | <b>1,092.7</b>          | <b>1,071.8</b>          |
| <b>Capital Employed</b><br>(Segment assets - Segment liabilities)                                |                         |                           |                         |                         |                         |
| <b>3</b>                                                                                         |                         |                           |                         |                         |                         |
| A. Electric Cables                                                                               |                         |                           |                         | 4,959.2                 | 4,888.7                 |
| B. Communication Cables                                                                          |                         |                           |                         | 1,764.2                 | 2,061.0                 |
| C. Copper Rods                                                                                   |                         |                           |                         | 495.1                   | 428.1                   |
| D. Others                                                                                        |                         |                           |                         | 622.4                   | 779.9                   |
| E. Other than Segments ( Refer Note 4)                                                           |                         |                           |                         | 4,322.3                 | 4,058.5                 |
| <b>Total capital employed</b>                                                                    |                         |                           |                         | <b>12,163.2</b>         | <b>12,196.2</b>         |

6 10

| Standalone / Consolidated Statement of Assets and Liabilities |                                       | As at              | As at               |
|---------------------------------------------------------------|---------------------------------------|--------------------|---------------------|
| Particulars                                                   |                                       | Current Year Ended | Previous Year Ended |
|                                                               |                                       | 31.03.2012         | 31.03.2011          |
| <b>A</b>                                                      | <b>EQUITY AND LIABILITIES</b>         |                    |                     |
| 1                                                             | Shareholders funds                    |                    |                     |
| (a)                                                           | Share capital                         | 305.9              | 305.9               |
| (b)                                                           | Reserves and surplus                  | 7698.4             | 6868.9              |
|                                                               | Sub-total-Shareholders funds          | 8004.3             | 7174.8              |
| 2                                                             | Non-current liabilities               |                    |                     |
| (a)                                                           | Long-term borrowings                  | 1162.2             | 970.4               |
| (b)                                                           | Deferred tax liabilities (net)        | 326.1              | 310.4               |
| (c)                                                           | Other long term liabilities           | 343.9              | 529.9               |
| (d)                                                           | Long-term provisions                  | 2.7                | 6.1                 |
|                                                               | Sub-total - Non - current liabilities | 1834.9             | 1816.8              |
| 3                                                             | Current liabilities                   |                    |                     |
| (a)                                                           | Short-term borrowings                 | 383.2              | 291.9               |
| (b)                                                           | Trade payables                        | 563.8              | 306.9               |
| (c)                                                           | Other current liabilities             | 1189.9             | 2443.4              |
| (d)                                                           | Short-term provisions                 | 187.1              | 162.4               |
|                                                               | Sub-total - Current liabilities       | 2324.0             | 3204.6              |
|                                                               | <b>TOTAL - EQUITY AND LIABILITIES</b> | <b>12163.2</b>     | <b>12196.2</b>      |
| <b>B</b>                                                      | <b>ASSETS</b>                         |                    |                     |
| 1                                                             | Non-current assets                    |                    |                     |
| (a)                                                           | Fixed assets                          | 4412.5             | 4220.9              |
| (b)                                                           | Non-current investments               | 2188.8             | 2090.3              |
| (c)                                                           | Long-term loans and advances          | 40.2               | 142.9               |
| (d)                                                           | Other non-current assets              | 0.0                | 0                   |
|                                                               | Sub-total - Non-current assets        | 6641.5             | 6454.1              |
| 2                                                             | Current assets                        |                    |                     |
| (a)                                                           | Current investments                   | 183.3              | 361.2               |
| (b)                                                           | Inventories                           | 2811.4             | 2808.4              |
| (c)                                                           | Trade receivables                     | 1140.9             | 1302.4              |
| (d)                                                           | Cash and cash equivalents             | 490.0              | 212.9               |
| (e)                                                           | Short-term loans and advances         | 896.1              | 1051.6              |
| (f)                                                           | Other current assets                  | 0.0                | 5.6                 |
|                                                               | Sub-total - Current assets            | 5521.7             | 5742.1              |
|                                                               | <b>TOTAL - ASSETS</b>                 | <b>12163.2</b>     | <b>12196.2</b>      |

1) Exceptional items indicate losses on account of foreign exchange derivative transactions.

2) In line with the provisions of AS11 as read with The Companies (Accounting Standards) Amendment Rules 2009, the Company has adjusted foreign exchange gain of Rs 141.7 million in the quarter and a loss of Rs 111.9 million for the year against the value of fixed assets purchased out of such loan. During the quarter, company has further opted to follow the extension of provisions of AS 11 and given similar treatment to foreign currency borrowings made after April 1, 2009. Accordingly the foreign exchange loss has been capitalised for the year amounting to Rs. 17.6 million while amount of Rs. 10.2 million pertaining to previous accounting years for which accounts have been finalised, has been debited to General Reserve being transitional in nature.

3) In line with the provisions of AS 16 read with ASI 10, the Company has treated Rs 45.8 million in the quarter as interest cost in respect of foreign exchange loss on the foreign currency loan availed by the Company. For the full year, an amount of Rs 82.4 million has been similarly recognised.

4) Tax expenses have been arrived after considering MAT credit entitlement of Rs. 79.2 million and prior year adjustment of Rs. 21.9 million.

5) The above financial results have been audited by the Company's Statutory Auditors, reviewed by the Audit Committee and taken on record by the Board of Directors at their meeting held on 3rd May, 2012.

6) Previous period's figures have been regrouped wherever necessary to conform to the current period's classification.

7) The Board of Directors have recommended a dividend of Rs 0.80 per Share.

Place : Pune  
Date : 3rd May, 2012

For and on behalf of the Board of



Deepak K. Chhabria  
Managing Director

## **FINOLEX CABLES LIMITED**

### **PRESS RELEASE**

#### **FINOLEX CABLES LTD RESULTS**

- **Sales grew 12% in the quarter as compared to the corresponding quarter of the previous year.**
- **PAT for the quarter up 225% and for the year up 13% as compared to the year 2010-11.**

**Pune, May 3, 2012**

Finolex Cables Ltd., (FCL) at the meeting of its Board of Directors held today approved results for the fourth quarter and year ended March 31<sup>st</sup>, 2012.

Net Sales for the quarter ended March 31st 2012 were Rs 5967.3 million as against Rs 5319.0 million for the corresponding period in year 2010-11. Net Sales in the current quarter shows an increase of 12% compared to the corresponding period of the previous year. Profit for the quarter, after taxes, increased to Rs. 445.6 million as compared to Rs. 186.8 million for the corresponding period in the year 2010-11.

Net sales for the year 2011-2012 stood at Rs.20639.5 million as against Rs.20357.5 million for the year 2010-11, registering a modest increase of 1% over previous year. Profit for the year 2011-12 after taxes, increased to Rs.981.9 million as compared to Rs.868.1 million for the year 2010-2011 registering a growth of 13%.

The Board of Directors have recommended a dividend of 40% for the year 2011-12.

#### **ABOUT FCL**

Finolex Cables Limited is India's largest and leading manufacturer of Electrical and Communication cables. Finolex offers a wide range of Electrical and Communication cables. Its wire and cable products are used in applications such as automobile, lighting, cable TV, telephone and computers to industrial applications touching every person in his daily life. Finolex has added Electrical Switches and Compact Flourescent Lamps (CFL) to its range of products.



FINANCIAL HIGHLIGHTS+

(Rs. in million)

|                                                                   | Quarter<br>Ended<br>31.03.12 | Quarter<br>Ended<br>31.03.11 | Year<br>Ended<br>31.03.12 | Year<br>Ended<br>31.03.11 |
|-------------------------------------------------------------------|------------------------------|------------------------------|---------------------------|---------------------------|
| Net Sales / Income from Operations                                | 6047.6                       | 5394.0                       | 20639.5                   | 20357.5                   |
| Other Income                                                      | 93.6                         | 42.3                         | 364.0                     | 260.9                     |
| Profit before Exceptional item, Interest,<br>Depreciation and Tax | 675.9                        | 439.7                        | 2102.0                    | 1983.6                    |
| Deductions for :                                                  |                              |                              |                           |                           |
| • Exceptional Item                                                | 101.1                        | 119.6                        | 363.6                     | 344.4                     |
| • Interest                                                        | 74.6                         | 38.5                         | 251.0                     | 179.6                     |
| • Depreciation                                                    | 71.4                         | 90.5                         | 394.7                     | 387.8                     |
| Profit before Taxation                                            | 428.8                        | 191.1                        | 1092.7                    | 1071.8                    |
| Tax Expenses                                                      | 16.8                         | (4.3)                        | (110.8)                   | (203.7)                   |
| Profit After Tax                                                  | 445.6                        | 186.8                        | 981.9                     | 868.1                     |

✓

*Shubhi*  
3/5/2012