

**HAVELLS SYLVANIA GUATEMALA
BALANCE SHEET 2010**

As on 31st December 2011 (1st January 2010 to 31st December 2010)

US\$ 000's

CASH	13
TEMPORARY SECURITIES	0
TOTAL CASH	13
RECEIVABLES TRADE	1,248
RECEIVABLES INTERCO	33
ALLOWANCE FOR DOUBTFUL	(85)
TOTAL NET RECEIVABLES	1,196
FINISH GOODS	1,704
INVENTORY IN TRANSIT	0
INVENTORY RESERVES	(170)
TOTAL INVENTORIES	1,534
REORGANIZATION EXPENSES	
PREPAID & OTHER EXPENSES	526
TOTAL CURRENT ASSETS	3,269
PROPERTY, PLANT & EQUIPMENT	120
DEPRECIATION	(105)
NET PPE	15
INTERCO-LOAN RECEIVABLES	1,574
TOTAL ASSETS	4,857

PAYABLES TRADE	417,5491
PAYABLES INTERCO	1,760
TOTAL PAYABLES	2,177
ACCRUED INCOME TAX	(120)
ACRRUED LIABILITIES	100
SUB-TOTAL CUR LIABILITIES	(21)
TOTAL CURRENT LIAB	2,157
LONG TERM	124
RESERVES & DEF CREDIT	
TOTAL NON DEB LIABILITIES	2,280
CAPITAL STOCK	10
RETAINED EARNINGS-RESTRICTED	377
RETAINED ERANINGS-UNRESTRICTED	2,613
PROFITS & LOSS	(39)
TRASLATION ADJ-EQUITY	(115)
TRASLATION ADJ-EQUITY-2005	(269)
TOTAL EQUITY	2,577
TOTAL LIABILITIES & EQUITY	4,857



Karl scleel
Country Manager



Geovanni López
Controller

HAVELLS SYLVANIA GUATEMALA, S. A.

Profit & Loss 2010

As on 31st December 2011 (1st January 2010 to 31st December 2010)

US\$ 000's

Description	Amount
Gross sales Third Party	5,020
Rebates and other sales deductions	(1,483)
Net sales (third parties)	3,537
Interco-Central America & Domrep	
Interco-other	112
Net sales	3,649
Standard costs & ODC	
Direct material	2,694
% margen bruto	26%
Direct labour	
Other direct costs	200
Freight out costs	38
Total direct costs	2,932
Contribution	717
Overhead in inventory	0
Warehousing	134
Gross profit	583
Sales	313
Customer service	12
Marketing	170
Finance	32
Admin	82
Total SG&A	609
	16.7%
OI before restructuring	(26)
Management Fees	(1)
Restructuring and Others	0
Operating income	(25)
	-1%
Interest expense (third party)	20
Interest expense (intercompany)	(5)
(Gain)/ loss on foreign exchange	(1)
Total other expenses, net	14
Pretax income	(39)
Income tax expenses	0
Net income	(39)