

Press release

## Havells Domestic Business Registers Double Digit Growth

- LED lighting grew by 100% in Q3FY16
- Domestic Revenue grew by 11%
- Electronic consumer durable grew by 23%

**New Delhi, 27th January, 2016:** Havells India Limited, a leading Fast Moving Electrical Goods (FMEG) Company and a major power distribution equipment manufacturer with a strong global footprint, today announced its third quarter performance ended 31st December, 2015.

### Standalone Performance (Q3FY16 VS Q3FY15)

- Stability in market place and improved consumer confidence has reflected in sequential growth in financial performance
- Net revenue grew to Rs 1,344 crore during the third quarter ended 31<sup>st</sup> December 2015 compared to Rs 1,247 crore in the corresponding quarter last year, **higher by 8%**. Drop in commodity prices and export numbers has affected the overall numbers.
- Contribution margins grew by 19%. Cyclical impact in advertisement led EBIDTA **grew marginally by 2%** to Rs 181.5 crore as against Rs 178 crore in the corresponding quarter previous year.
- Net Profit for the quarter **grew by 4%** to Rs 121 crore as compared to Rs 116 crore in the corresponding quarter of previous year.

### Divestment in Sylvania Malta BV

- Havells Holdings Ltd has informed the company that it has completed the transaction of divestment of 80% stake in Sylvania Malta BV.

**Commenting on the financial performance, Anil Rai Gupta, Chairman and Managing Director, Havells India Limited said,** “The domestic business has grown in line with our expectations with visible positivity in consumer confidence. While the drop in commodity prices has offset the volume growth; the better price management and multiple cost efficiency measures helped improve contribution margins during the quarter.”

He further added, “due to festive period, we invested heavily in our brand building initiatives that slightly impacted EBIDTA margins though overall ad spent is within budgeted range. We will continue to invest in brand and team building initiatives to expand our visibility and reach to tier-2 and tier-3 cities”.

### Business Segment Performance (Q3FY16 VS Q3FY15)

- Improvement is visible across all business verticals as compared to Q3FY15
- Electrical Consumer Durables grew by 23% to Rs. 283 cr. in Q3FY16 as compared to Rs. 231 cr in Q3FY15.
- The Cable division registered 6% value growth to Rs 523 Crores as compared to Rs 495 crore in Q3FY15. Industrial cable registered volume growth of close to 29% in Q3FY16 as compared to

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corresponding quarter last year and similar growth trend was seen in domestic cable business which registered volume growth of 9%.

- Lighting and Fixtures segment grew by 9% to Rs. 211 cr as against Rs. 194 cr. Although there is a growth of close to 17% in domestic lighting business, whereas overall growth of the division has been effected by decline in exports business.
- LED lighting continues to grow faster even at new base, grew by 100% during current quarter. 50% of Lighting division now constitutes LED lighting and fixtures.
- Switchgear division was flat at Rs. 328 cr in Q3FY16 as against Rs. 327 cr in Q3FY 15. Division witnessed 7% growth in domestic market.

### Other Highlights

- Launched new range of premium switchgears in Karnataka, Tamil Nadu, Chandigarh, Andhra Pradesh and Telangana
- Opened new office in Haldwani, Uttarakhand
- Expanded Havells Galaxy outlets to 350 stores across the country.

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