

FOR IMMEDIATE RELEASE

Havells India Q4 Net Profit up by 35%; Revenues grew by 9%

New Delhi, May 11, 2016: Havells India Limited, a leading Fast Moving Electrical Goods (FMEG) Company, today announced its financial results for the fourth quarter and the financial year ended March 31, 2016.

Q4FY16 vs. Q4FY15 (Standalone basis)

- **Net Revenue** for Q4FY16 grew by 9% to Rs. 1,475 crore as compared to Rs. 1,349 crore in Q4FY15
- **EBIDTA** for Q4FY16 grew by 22% to Rs. 220 crore as against Rs. 180 crore in the corresponding quarter previous year
- **Net profit (PAT)** before exceptional item grew by 35% to Rs. 164 crore as compared to Rs. 122 crore in Q4FY15

Commenting on the financial performance Mr. Anil Rai Gupta, Chairman and Managing Director (CMD), Havells India Limited, said, “The performance in Q4 underlines an encouraging trend of positive revenue and profitability growth. We have implemented several structural decisions which should support growth going forward as well”.

Standalone basis FY16 vs. FY15

- **Net Revenue** for the year ended March 2016 grew by 4% to Rs. 5,437 crore compared to Rs. 5,239 crore in the corresponding period of the previous financial year
- **Earnings before Interest, Depreciation and Taxation (EBIDTA)** grew by 7% to Rs. 749 crore as against Rs. 699 crore in the corresponding period of the previous financial year 2015
- **Net Profit (PAT)** for FY16 **before exceptional item** grew by 10% to Rs. 513 crore as compared to Rs. 465 crore in the corresponding quarter of previous financial year. The exceptional item of Rs. 202 crore is the result of profit on 80% stake sale in Sylvania.
- Value growth was impacted by the drop in commodity prices, thereby offsetting higher volume growth.

Business Segments (FY16 vs. FY15)

- Electrical Consumer Durables grew by 11% to Rs. 1,141 crore in FY16 as compared to Rs. 1,028 crore in FY15.
- The lighting and fixtures business grew by 8% to Rs. 802 crore in FY16 as against Rs. 741 crore in FY15. Within this, LED lighting grew by 100% and this comprises 51% of lighting division's total revenues.
- The revenue growth for both switchgear and cable divisions remained flat year on year. However, in volume terms, industrial cable grew by 14% and domestic cable grew by 11% but this did not translate into revenue growth due to downturn in commodity prices.

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Other Highlights

- During the year, the company divested 80% stake in Sylvania Malta
- Expanded Havells Galaxy chain by taking the total number of such stores to 375 across the country
- Launched a innovative range of domestic switchgears like distribution boards, ACCL and Circuit Breakers (MCB/RCCB) in various markets across India
- The company also launched Solar & LED street lighting solutions
- Launched innovative range of products such as 'ES 40' Fans which consumers only 40 watt of electricity, Brightest LED light range 'Lumeno', a revolutionary product in LED segment which offers 110 lumens per watt . Also added first 'made in India' MCBs to its portfolio
- Strengthened presence at regional level by opening new offices in Raipur, Haldwani, and Srinagar
- Launched World's most modern Electric Water Heater Plant in Neemrana, Rajasthan.

ABOUT HAVELLS

Havells India Ltd is a leading FMEG company (Fast moving electrical goods) with presence across India. Its product range includes Industrial & Domestic Circuit Protection Switchgear, Cables & Wires, Motors, Fans, Power Capacitors, CFL Lamps, Luminaires for Domestic, Commercial & Industrial applications, Modular Switches, Water Heaters and Domestic Appliances covering the entire gamut of household, commercial and industrial electrical needs. Havells owns prestigious brands like Havells, Crabtree and Standard.

With 40 branch offices and over 4000 professionals Havells has achieved rapid success in the past few years. Its 12 state-of-the-art manufacturing units in India located at Haridwar, Baddi, Noida, Sahibabad, Faridabad, Alwar and Neemrana are manufacturing globally acclaimed products, synonymous with excellence and precision in the electrical industry.

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