

Press Release

## Havells India announce Q3 results for the financial year 2017

- PAT grew by 12%
- Net Revenue grew by 13%

**New Delhi, 17th January, 2017:** Havells India Limited, a leading Fast Moving Electrical Goods (FMEG) Company today announced its third quarter performance ended 31st December, 2016.

### Standalone Performance (Q3FY17 VS Q3FY16)

- **Net revenue** grew to Rs 1506 crore during the third quarter ended 31<sup>st</sup> December 2016 compared to Rs 1330 crore in the corresponding quarter last year, **higher by 13%**.
- **EBIDTA grew by 4%** to Rs 191 crore as against Rs 184 crore in the corresponding quarter previous year.
- **Net Profit (PAT)** (before exceptional item) for the quarter **grew by 12%** to Rs 134 crore as compared to Rs 120 crore in the corresponding quarter of previous year.
- **Net Profit (PAT)** (including exceptional item) stood at Rs 153 crs. This was on account of an **exceptional profit of Rs 19 crs due to divestment of remaining 20% stake in Havells Exim Ltd.**

**Commenting on the financial performance, Anil Rai Gupta, Chairman and Managing Director, Havells India Limited said,** “The recent Demonetization event in Nov 2016 caused severe anxiety and uncertainty in the industry particularly with dealer fraternity. Havells, in line with its philosophy, acted swiftly and connected with its trade partners with an extensive outreach plan.”

He further added, “We recognized market constraints and hardships faced by dealers for an intermittent period. We thus decided to offer certain relaxations under ongoing trade schemes to alleviate their concerns amidst lower secondary offtake & likely fund crunch. We believe that our outreach initiative has strengthened & reinforced our longstanding trade relationships”.

### Business Segment Performance (Q3FY17 VS Q3FY16)

- Electrical Consumer Durables grew by 18% to Rs. 330 crore in Q3FY17 as compared to Rs. 280 crore in Q3FY16.
- The Cable division registered 18% growth to Rs 609 crore as compared to Rs 518 crore in Q3FY16.
- Lighting and Fixtures segment grew by 2% to Rs. 212 crore as against Rs. 209 crore in Q3FY16. While the LED Lighting and Fixtures segment grew by 22%, this was offset by the declining CFL business.

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