

Havells India Limited

Q1 FY17 {JUNE 30, 2016}
{Un-Audited Financial Results}

We recommend that readers refer to the Havells India financials to get a better appreciation of the business performance. A copy of the latest quarterly/ yearly Financial Results of Havells India Limited are available on Havells website – <http://www.havells.com>. The results are approved by the Board of Directors in their meeting held on 23rd July 2016.

CIN: L31900DL1983PLC016304

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SECTION 1. HAVELLS INDIA (STANDALONE)

With effect from 1 April 2016 Havells adopted new accounting standard Ind-AS. The financial results summary for the period ended 30 June 2016 and corresponding period of last year 30 June 2015 are prepared in accordance with Ind-AS. For better understanding, the change in respective heads are provided separately.

Table 1.1: P&L Summary (Havells India) – Quarterly

In crores of rupees	Q1 FY16 As Previously Reported	Change	Q1 FY16 Ind AS	Q1 FY17 Ind AS	Change (%)
Net Revenue-India	1,203.0		1,188.2	1,386.3	17%
Export	64.1		64.1	80.5	25%
Net Revenue- Total	1,267.1	(14.8)	1,252.3	1,466.8	17%
Contribution	293.9	(2.3)	291.6	365.9	25%
<i>as a % of NR</i>	23.2%		23.3%	24.9%	
Add: Depreciation	22.5	2.3	24.8	28.0	
Less: Advertisement and Sales Promotion	47.5	-	47.5	48.6	2%
<i>as a % of NR</i>	3.7%		3.8%	3.3%	
Less: Other SG&A	108.3	(1.4)	106.9	144.9	36%
<i>as a % of NR</i>	8.5%		8.5%	9.9%	
EBIDTA	160.6	1.4	162.0	200.4	24%
<i>as a % of NR</i>	12.7%		12.9%	13.7%	
Depreciation	22.5	2.3	24.8	28.0	
Interest expense (A)	1.5	-	1.5	1.0	
Foreign exchange (gain)/ loss (B)	1.5	-	1.5	0.6	
Finance Cost (A)+(B)	3.0	-	3.0	1.6	
Foreign Exchange (gain)/ loss	2.3	-	2.3	(0.8)	
Interest Income (C)	12.9	-	12.9	26.0	
Others (D)	3.9	0.2	4.1	4.7	
Add: Other Income (C)+(D)	16.8	0.2	17.0	30.7	80%
Profit before tax	149.6	(0.7)	148.9	202.3	36%
<i>as a % of NR</i>	11.8%		11.9%	13.8%	
Tax	42.2	(0.1)	42.1	56.7	
Net Profit	107.4	(0.6)	106.8	145.6	36%
<i>as a % of NR</i>	8.5%		8.5%	9.9%	
Other comprehensive income			(0.9)	(0.9)	
Total comprehensive income			105.9	144.7	

Results Summary

- 17% revenue growth registered in Q1FY17 with noticeable growth across each product segment.
- The annualized saving of Rs. 40 crores accrued from 1 April 2016 due to discontinuation of brand royalty payment.
- Increase in other SG&A is due to higher employee cost as per planned strategic initiatives.
- Under Ind-AS, depreciation has increased due to treatment of fair value as deemed cost of property, plant & equipment which has dropped PBT margins by (0.2%) in both the periods.

Table 1.2: Segment wise Revenue analysis (Havells India) –Quarterly

In crores of rupees	Q1 FY16	Q1 FY17	Change (%)
Switchgears	293.5	352.9	20%
Cable	507.8	532.9	5%
Lighting & Fixtures	160.7	196.2	22%
Electrical Cons. Durables	290.3	351.4	21%
Others	-	33.4	-
Total	1,252.3	1,466.8	17%

- Low base of Q1FY16 and 34% growth in export led growth in switchgear division.
- Volume growth in cable division offset by decline in commodity prices as compared to corresponding quarter of last year.
- Growth in LED lamps offset by decline in CFL, fixtures grew by 32%
- ECD segment registered growth across sub divisions.

Table 1.3: Segment wise contribution margin analysis (Havells India) – Quarterly

	Q1 FY16			Q1 FY17		
	Revenue Mix %	Contribution	Contribution Margins %	Revenue Mix %	Contribution	Contribution Margins %
Switchgears	23%	112.4	38.3%	24%	143.5	40.7%
Cable	41%	71.7	14.1%	36%	71.9	13.5%
Lighting & Fixtures	13%	34.4	21.4%	14%	51.3	26.1%
Electrical Cons. Durables	23%	73.1	25.2%	24%	91.3	26.0%
Others	-	-	-	2%	7.9	23.7%
Total	100%	291.6	23.3%	100%	365.9	24.9%

Contribution by Segment

- Contribution margins are derived after deducting material cost, manufacturing variables, direct selling variables and depreciation from the net revenue.
- Time lag in passing on the increase in commodity prices impacted margins in cable division.
- Consistent improvement in margins in lighting division. Havells is participating selectively and only in profitable business with EESL.

Table 1.4: Reconciliation of profit between previous GAAP and Ind AS

In crores of rupees	Q1FY16
Net profit as reported under previous GAAP	107.4
1. Depreciation on fair value as deemed cost of property, plant and equipment	(2.3)
2. Actuarial loss on gratuity	1.3
3. Income tax	0.2
4. Others	0.2
Net profit for the period under Ind-AS	106.8
Other comprehensive income (net of tax expense)	(0.9)
Total comprehensive income under Ind-AS	105.9

Table 1.5: Balance Sheet highlights - Standalone

In crores of rupees	As at March 16 <i>Audited</i> <i>As previously reported</i>	<i>Change</i>	Note No.	As at March 16 <i>Provisional</i> <i>Ind AS</i>	As at June 16 <i>Unaudited</i> <i>Ind AS</i>
Assets					
Non-current assets					
Property, Plant & Equipment	1,082.0	126.6	1	1,208.6	1,206.3
Investments	460.2	2.5	2	462.7	473.7
Others	73.5	(0.3)		73.2	80.8
Current Assets					
Inventories	784.3	--		784.3	938.8
Trade Receivables	157.6	--		157.6	202.8
Cash and Bank Balance	1,344.5	20.7	3	1,365.2	1,358.6
Others	92.4	(22.9)		69.5	73.1
Total	3,994.5			4,121.1	4,334.1
Equity and Liabilities					
Equity					
Share Capital	62.5	--		62.5	62.5
Other Equity	2,581.7	308.9	4	2,890.6	3,044.5
	2,644.2	308.9		2,953.1	3,107.0
Liabilities					
Non current Liabilities					
Deferred Tax Liabilities	74.9	44.1		119.0	113.0
Others	10.7	(0.7)		10.0	10.8
Current liabilities					
Trade Payables	436.3	--		436.3	493.8
Provisions	387.6	(296.2)	5	91.4	91.5
Others current/ financial liabilities	440.8	(0.2)		440.6	488.7
Current Income Tax Liabilities (net)	-	70.7		70.7	29.3
Total	3,994.5			4,121.1	4,334.1

Summary

- Havells adopted Indian Accounting Standard (Ind-AS) with effect from 1 April 2016. The balance sheet under Ind-AS for the period ended 31 March 2016 is provisional and have been compiled by the management after making necessary adjustment. This information has not been subject to any limited review or audit
- Note:-
 1. Property, plant and equipment are now stated at deemed cost based on fair value
 2. Investment in bonds includes interest accrued till date.
 3. Cash & bank balance includes interest accrued on fixed deposits with banks
 4. Increase in reserve due to fair valuation of property, plant & equipment by Rs. 126.6 crores, exclusion of provision of dividend payable for the financial year 2015-16 of Rs.225 crores and change in deferred tax liability by Rs. 44.1 crores.
 5. Provisions excludes Rs. 225 crores provision of final dividend and Rs.70 crores reclassified under current income tax liabilities
- Other current/ financial liabilities includes loan of Rs. 44.1 crores in March 2016 and Rs. 33.7 in June 2016

Table 1.6: Cash flow highlights - Standalone

In crores of rupees	FY16	Q1FY17
Profit before tax	909	202
Less: Profit from exceptional items	(202)	-
Profit before exceptional items	707	202
Unrealised foreign exchange (gain)/loss(net)	3	1
Other Adjustments	56	4
Operating Profit before working capital changes	766	207
Movement in working capital		
(Increase)/Decrease in trade receivables	(28)	(49)
(Increase)/Decrease in inventories	(95)	(154)
Increase/(Decrease) in trade payables	43	58
Others	(17)	57
Cash generated from/(used) in operations	669	119
Direct taxes paid(net of refunds)	(145)	(85)
Net cash flow from/(used)in Operating Activities(A)	524	34
Cash Flow from Investing Activities		
Capital Expenditure	(177)	(54)
Investment in shares of subsidiary companies	(29)	(11)
Proceeds from redemption/ sale of equity shares invested in subsidiaries company	934	-
Others	53	26
Net Cash flow from/(used)in investing Activities (B)	781	(39)
Cash Flow from Financing Activities		
(Repayment)/Proceeds of borrowing	(43)	(11)
Dividend payout	(451)	-
Interest expenses	(6)	(0)
Others	4	9
Net cash flow from/(used)in Financing Activities(C)	(496)	(2)
Net increase/decrease in cash & cash equivalents (A+B+C)	809	(7)
Opening Cash(Including fixed deposit in banks)	707	1,365
Investment in Bonds	(152)	-
Others	1	-
Closing Cash	1,365	1,358

- During Q1FY17 Rs. 11 crores was invested further in Promptec Renewables to acquire additional 17.47% stake.

Table 1.7: Total Net Debt (Havells India Standalone)

In crores of rupees	30 June 2015	30 June 2016
1. Short Term	-	-
2. Term loan	74.7	33.7
Total debt	74.7	33.7
Less: Cash	732.2	1,358.7
Total Net debt	(657.5)	(1,325.0)

- Term loan includes External Commercial Borrowing of USD 20 million from HSBC bank (Mauritius) Limited repayable in 12 equal quarterly repayment of USD 16,66,667 started from April 2014.

Table 1.8: Financial Ratios (Havells Standalone)

Financial Ratios	Q1 FY16	Q1 FY17
Profitability		
OPM (%) {EBITDA/NR}	12.9%	13.7%
PAT % {PAT/NR}	8.5%	9.9%
ROCE % {Annualized EBITDA/ CE}	23.1%	25.8%
RONW % {Annualized PAT/ NW}	15.3%	18.8%
Liquidity Ratios		
Current Ratio {CA/CL}	2.2	2.3
Debtors days {Debtors /NR}	10	12
Inventory days {Inventories /NR}	55	57
Creditors days {TC /COGS}	51	52
Net Working Capital - days	14	17
Debt/Total Equity	-	-

SECTION 2. UPDATE ON SYLVANIA BUSINESS

Stabilizing operations in subsidiaries based in Brazil and Thailand

Table 2.1: Financial Highlights- Brazil

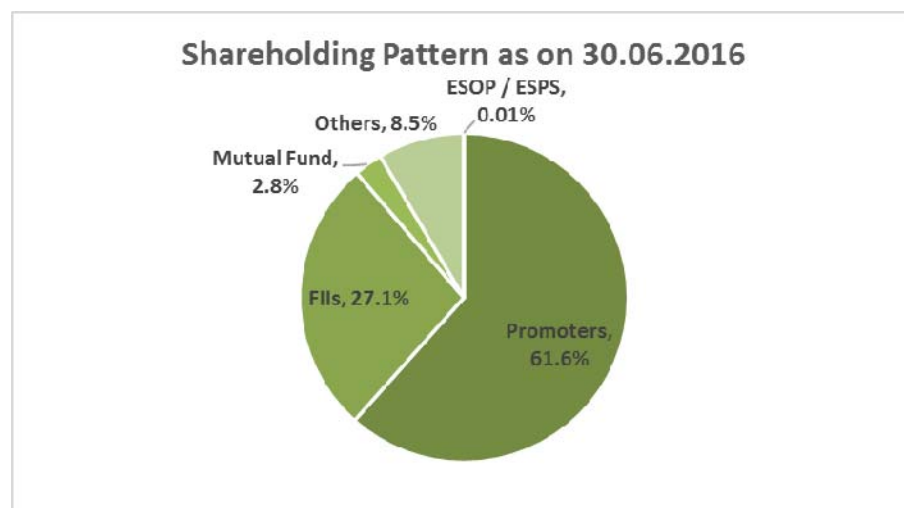
Brazil In million euro	Q4 FY16	Q1 FY17
Net Revenue	2.8	2.8
EBIDTA	(0.02)	0.05

Table 2.2: Financial Highlights- Thailand

Thailand In million euro	Q4 FY16	Q1 FY17
Net Revenue	2.9	2.7
EBIDTA	0.06	0.05

SECTION 3. SHAREHOLDING RELATED INFORMATION

Table 3.1: Shareholding Pattern



DISCLOSURE OF INFORMATION, COMMUNICATION WITH INVESTORS / ANALYSTS / FINANCIAL COMMUNITY

Havells will be issuing fresh information Update, like the one you are reading now; on the day it declares its Quarterly/ Half Yearly Financial Results. Some forward looking statements on projections, estimates, expectations, outlook etc. are included in such updates to help investors / analysts get a better comprehension of the Company's prospects and make informed investment decisions. Actual results may, however, differ materially from those stated on account of factors such as changes in government regulations, tax regimes, economic developments within India and the countries within which the Company conducts its business, exchange rate and interest rate movements, impact of competing products and their pricing, product demand and supply constraints. The information contained in such updates is made public and does not therefore constitute unpublished price sensitive information under the SEBI (Prohibition of Insider Trading) Regulations, 1992. For further information / clarification, you may contact Mr. Sushil Singhal, GM (Investor Relations) at Havells India Limited, QRG Towers, 2D Sector 126, Expressway, Noida UP (India), Tel: +91-120-3331000 Fax no.: +91-120-3332000; **E-mail : ir@havells.com**.

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**UNAUDITED FINANCIAL RESULTS
 FOR THE QUARTER ENDED JUNE 30, 2016**

(Rs.in Crores)

S.N.	Particulars	Quarter Ended	
		30-Jun-16 (Unaudited)	30-Jun-15 (Refer Note 2)
1	Income from operations		
	a) Net Sales/Income from Operations(Net of Excise Duty)	1455.38	1243.30
	b) Other Operating Income	11.43	9.04
	Total income from operations (net)	1466.81	1252.34
2	Expenditure		
	a) Cost of materials consumed	850.08	734.40
	b) Purchases of stock-in trade	116.79	64.23
	c) Change in inventories of finished goods, work-in-progress and stock-in-trade	(120.14)	(57.39)
	(A) Total material cost (a+b+c)	846.73	741.24
	d) Employee benefits expense	123.89	86.55
	e) Depreciation and amortisation expense	27.98	24.77
	f) Foreign exchange fluctuation loss/(gain)	(0.76)	2.32
	g) Advertisement and sales promotion	48.63	47.51
	h) Other expenses	247.16	215.00
	(B) Total other cost (d to h)	446.90	376.15
	Total expenses (A+B)	1293.63	1117.39
3	Profit from operations before other Income, finance costs and exceptional Items (1- 2)	173.18	134.95
4	Other Income	30.68	16.96
5	Profit from ordinary activities before finance costs and exceptional items (3+4)	203.86	151.91
6	Finance Costs	1.62	3.03
7	Profit from ordinary activities after finance costs but before exceptional items (5-6)	202.24	148.88
8	Exceptional items	-	-
9	Profit from ordinary activities before tax (7+8)	202.24	148.88
10	Tax expenses	56.66	42.05
11	Net Profit from ordinary activities after tax (9-10)	145.58	106.83
12	Extraordinary Items (net of tax expenses)	-	-
13	Net Profit for the period (11+12)	145.58	106.83
14	Other Comprehensive Income/(Loss) (after tax)	(0.94)	(0.90)
15	Total Comprehensive Income for the period [Comprising Profit/(Loss) for the period (after tax) and Other Comprehensive Income (after tax) (13+14)	144.64	105.93
16	Paid up Equity Share Capital (Face value of Re.1/- each)	62.49	62.46
17	Reserves excluding revaluation reserves as per balance sheet of previous year		
18	Earnings per share (EPS) before extraordinary items (of Re. 1/-each) (not annualised) :		
	a) Basic (Rs.)	2.33	1.71
	b) Diluted (Rs.)	2.33	1.71
	Earnings per share (EPS) after extraordinary items (of Re.1/-each) (not annualised) :		
	a) Basic (Rs.)	2.33	1.71
	b) Diluted (Rs.)	2.33	1.71

Notes:

- The Company adopted Indian Accounting Standards ("Ind AS") effective April 1, 2016 (transition date being April 1, 2015) and accordingly, the financial results for the quarter ended June 30, 2016 have been prepared in accordance with the recognition and measurement principles laid down in the Ind AS 34 "Interim Financial Reporting" prescribed under section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India. The Ind-AS financial results and financial information for the quarter ended June 30, 2015 have been compiled by the management after making necessary adjustments to give a true and fair view of the results in accordance with Ind AS. This information has not been subject to any limited review or audit.
- Reconciliation between financial results as previously reported (referred to as 'Previous GAAP') and Ind AS for quarter ended June 30,2015 is as below :

Particulars	(Rs. In crores)	
	Quarter ended June 30, 2015	
Net profit as reported under Previous GAAP	107.37	
Depreciation Impact of Fair Value as deemed cost of Property, Plant & Equipment	(2.32)	
Actuarial Loss on Gratuity	1.37	
Income tax (including deferred tax)	0.21	
Others gains/ (Loss)	0.20	
Net profit for the period under Ind AS	106.83	
Other Comprehensive Income (net of tax expense)	(0.90)	
Total Comprehensive Income under Ind AS as reported	105.93	

- During the quarter, the Company has further invested Rs.10.67 crores to acquire additional 17.74% stake in its subsidiary company 'Promptec Renewable Energy Solutions Private Limited'.
- During the quarter, employees covered under "Havells Employees Long Term Incentive Plan 2014" and "Havells Employees Stock Purchase Scheme 2015" have exercised their options and accordingly 2,67,562 equity shares are issued by the company.
- Tax expense includes current tax, deferred tax and is net of MAT credit, if any.
- Figures for the previous periods have been regrouped and reclassified to conform to the classification of the current period, wherever considered necessary.
- The above financial results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on July 23, 2016. The statutory auditors of the Company have conducted limited review of the financial results of quarter ended June 30, 2016.

For and on behalf of the Board
 Havells India Limited

Noida, July 23, 2016

(Anil Rai Gupta)
 Chairman & Managing Director

HAVELLS INDIA LIMITED

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SEGMENTWISE REVENUE, RESULTS, ASSETS AND LIABILITIES

(Rs.in Crores)

S.N.	Particulars	Quarter Ended	
		30-Jun-16 (Unaudited)	30-Jun-15 (Refer Note 2)
1.	Net Segment Revenue		
	a) Switchgears	352.85	293.55
	b) Cable	532.96	507.86
	c) Lighting & Fixtures	196.21	160.66
	d) Electrical Consumer Durables	351.42	290.27
	e) Others	33.37	-
	Total	1466.81	1252.34
	Less : Inter Segment Revenue	-	-
	Sales/ Income from Operations	1466.81	1252.34
2	Segment Results (Profit(+)/ Loss(-) before Tax and Interest from each Segment)		
	a) Switchgears	143.47	112.48
	b) Cable	71.94	71.67
	c) Lighting & Fixtures	51.33	34.35
	d) Electrical Consumer Durables	91.27	73.05
	e) Others	7.91	-
	Total	365.92	291.55
	Less : (i) Finance costs	1.62	3.03
	(ii) Other un-allocable expenses -net of un-allocable income	162.06	139.64
	Total Profit before tax and exceptional items	202.24	148.88
	Segment Assets		
	a) Switchgears	619.51	589.38
	b) Cable	739.58	598.98
	c) Lighting & Fixtures	394.94	371.01
	d) Electrical Consumer Durables	440.55	381.20
	e) Others	33.46	-
	f) Unallocated	2228.04	1940.57
	Total	4334.07	3940.91
4.	Segment Liabilities		
	a) Switchgears	196.36	263.36
	b) Cable	201.45	179.95
	c) Lighting & Fixtures	145.74	132.69
	d) Electrical Consumer Durables	205.37	159.56
	e) Others	7.46	-
	f) Unallocated	756.38	735.56
	Total	1227.07	1139.27