## MANAGEMENT ACCOUNTS

Havells Sylvania Iluminacion (Chile) Limitada Balance Sheet December 2016 CLP 000's

		December 2016	December 2015
Cash and cash equivalents		-	58,234
Accounts receivable - trade		1,065,775	1,065,775
Allowance for doubtful accounts		(1,065,775)	(1,065,775
Accounts receivable, net			
Intercompany trade receivables			2,502
Net inventories			2,502
Prepaid and other			
Total current assets			60,736
Property, plant & equipment, net			
Intercompany loans receivable			
Investment in subs			1 1
Intangible assets, net			
Deferred Tax Asset	3		_
Other noncurrent assets			
Total assets		· .	60,736
7 5101 00010			00,730
Overdraft			
Short-term debt			
Current portion of capital lease oblig.			
Accounts payable - trade			
Intercompany trade payables		(397,113)	(436,853)
Accrued income taxes		-	
Other current liabilities			
Total current liabilities		(397,113)	(436,853)
Long town debt			-
Long-term debt			
Intercompany loans payable Capital lease obligations			
Pension and postretirement benefits			
Deferred income taxes			
Other noncurrent liabilities			
Total liabilities		(397,113)	(436,853.00)
		(007,110)	(430,033.00)
Equity:			
Share Capital		(334,630)	(334,630)
Additional Paid in Capital		-	
Retained Earnings		731,743	710,747
Other Reserves		(**)	×
Total equity (deficit)	,	397,113	376,117
Total liabilistas O '. '. o	191	Y	Western Stood Face
Total liabilities & equity (deficit)		200	(60,736)



## MANAGEMENT ACCOUNTS

Havells Sylvania Iluminacion (Chile) Limitada Income Statement December 2016

Net (income)/loss

	Dec-16	Dec-15
Brd party net sales		(433,457)
Commissionaire income		
ntercompany sales		(75,585)
Total net sales		(509,042)
9		
Commissionaire expense		
Cost of sales	A STATE OF THE STA	965,888
Gross (profit)/loss		456,846
Distribution costs		68,490
Research and development		
Selling expenses		1,345,854
Administrative expenses		33,168
Total SG&A	•	1,447,512
		1,904,358
Operating (profit)/loss	3	1,000
Europe HQ Mangement Fees		
Logistics/Warehousing Recharge	250	-
Other Recharges		
US Management fees	" c	* 2
Total Management Fees	/// lo <b>=</b> /	
	2 1	
Interest (income) - 3rd party		
Interest expenses - 3rd party	3,158	
Interest (inc.) exp intercompany	-	-
Total Interest Expense (Income)	3,158	
	17,838	479,815
(Gain) loss on foreign exchange	17,030	475,010
Restructuring costs	1 1	
(Gain) loss on sale of fixed assets	1 :1	(2,127,193
Other (income) expenses, net	17,838	(1,647,378
Total Other (Income)/Expense	17,000	(.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Pretax (income)/loss	20,996	256,980

