

FOR IMMEDIATE RELEASE

## Havells India Q4FY18 Net Revenue up by 18% Ex-Lloyd on adjusted basis, 48% including Lloyd

- **Combined PAT before exceptional items including Lloyd grew by 37%**
- **Announces dividend of Rs. 4 per share**

**New Delhi, May 11, 2018:** 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, 2018.

**Commenting on the financial performance Mr. Anil Rai Gupta, Chairman and Managing Director, Havells India Limited, said,** "We are enthused with Q4 performance as it delivers growth across verticals in both revenue and profitability. We hope that GST is stabilizing and government focus on economy revival should lend tailwinds to next financial year.

Over the last few months, we have prepared ourselves with innovative & technology enabled products along with expanding our traditional product portfolio. And now with the growth picking up with better consumer demand, our goal is to offer best to the consumers and have a deeper reach into their households."

### Q4FY18 vs. Q4FY17 (Standalone basis)

- **Net Revenue ex-Lloyd** for Q4FY18 grew by 14% (18% excise adjusted) to INR 1,951 crore as against INR 1,710 crore in Q4FY17
- **EBIDTA ex-Lloyd** for Q4FY18 grew by 24% to INR 285 crore as against INR 230 crore in the corresponding quarter previous year
- **Net revenue including Lloyd** grew by 48% to INR 2,535 crore as against INR 1,710 crore in the corresponding quarter previous year.
- **EBIDTA combined** grew by 56% to INR 358 crore as against INR 230 crore in the corresponding quarter previous year.
- **Profit before Tax and Exceptional Items including Lloyd** grew by 46% to INR 340 crore as against INR 234 crore in the corresponding quarter previous year.
- **Net Profit before Exceptional items** grew by 37% to INR 235 crore from INR 171 crore in Q4FY17.
- **Net Profit** after Exceptional items stood at INR 226 crore as compared to INR 95 crore in Q4FY17.

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### **Business Segments (Q4 FY18 vs. Q4 FY17)**

- The Lighting and Fixtures business grew by 20% to INR 323 crore in Q4 FY18 as against INR 268 crore in the previous quarter.
- Electrical Consumer Durables grew by 19% (29% adjusted for excise) to INR 465 crore in Q4 FY18 as compared to INR 389 crore in the previous quarter.
- Switchgear business grew by 5% to INR 394 crore (12% adjusted for excise) in Q4 FY18 as against INR 375 crore in the previous quarter.
- Cable business grew by 13% to INR 769 crore in Q4 FY18 as against INR 678 crore in the previous quarter.

### **FY18 vs. FY17 (Standalone basis ex-Lloyd)**

- **Net Revenue** for the year ended March 2018 grew by 10% (13% adjusted for excise) to INR 6,724 crore compared to INR 6,135 crore in the previous financial year.
- **EBIDTA** grew by 14% to INR 937 crore as against INR 824 crore in the previous financial year.
- **Profit before Tax and Exceptional Items** for FY18 grew by 8% to INR 893 crore as compared to INR 827 crore in the previous financial year.

### **FY18 vs. FY17 (Combined - including Lloyd)**

- **Net revenue** grew by 33% to INR 8,138 cr as against INR 6,135 crore in the previous financial year.
- **EBIDTA** grew by 27% to INR 1,049 crore as against INR 824 crore in the previous financial year.
- **Profit before Tax and Exceptional Items** for FY18 grew by 21% to INR 1,003 crore as compared to INR 827 crore in the previous financial year.
- **Net Profit before Exceptional items** grew by 17% to INR 701 crore from INR 597 crore in FY17.
- **Net Profit** after Exceptional items grew by 32% to INR 713 crore as compared to INR 539 crore in the previous financial year.

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