

FOR IMMEDIATE RELEASE

Havells India Q3 FY19 Net Revenue up by 29% Ex-Lloyd, 28% including Lloyd

- Q3 FY19 Profit before tax and exceptional items grew by 16%

New Delhi, January 22, 2019: Havells India Limited, a leading Fast Moving Electrical Goods (FMEG) Company, today announced its financial results for the third quarter and the nine month ended December 31, 2018.

- **Commenting on the financial performance Mr. Anil Rai Gupta, Chairman and Managing Director, Havells India Limited, said,** "We are encouraged with Q3 performance delivering sustained growth across products verticals and channels. Growth is predicated on continued thrust on product development, channel engagement & expansion and motivated employees."

Q3FY19 vs. Q3FY18 (Standalone basis)

- **Net Revenue ex-Lloyd** for Q3FY19 grew by 29% to INR 2,161 crore as against INR 1,673 crore in Q3FY18.
- **EBIDTA ex-Lloyd** for Q3FY19 grew by 12% to INR 285 crore as against INR 254 crore in the corresponding quarter previous year.
- **Net revenue including Lloyd** grew by 28% to INR 2,518 crore as against INR 1,966 crore in the corresponding quarter previous year.
- **EBIDTA combined** grew by 11% to INR 291 crore as against INR 262 crore in the corresponding quarter previous year.
- **Profit before tax and exceptional items including Lloyd** grew by 16% to INR 289 crore as against INR 248 crore in the corresponding quarter previous year.
- **Net Profit** for Q3 FY19 is INR 196 crore as against INR 173 crore (INR 194 crore including exceptional income) in the corresponding quarter previous year.

Business Segments (Q3 FY19 vs. Q3 FY18)

- Electrical Consumer Durables grew by 34% to INR 555 crore in Q3 FY19 as compared to INR 416 crore in the corresponding quarter previous year.
- Cable business grew by 31% to INR 820 crore in Q3 FY19 as against INR 626 crore in the corresponding quarter previous year.
- Switchgear business grew by 21% to INR 416 crore in Q3 FY19 as against INR 344 crore in the corresponding quarter previous year.

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- The Lighting & Fixtures business grew by 18% to INR 319 crore in Q3 FY19 as against INR 270 crore in the corresponding quarter previous year.

9M FY19 vs. 9M FY18 (Standalone basis ex-Lloyd)

- **Net Revenue** for 9M FY 19 grew by 25% (27% adjusted for excise) to INR 5,983 crore compared to INR 4,774 crore in the previous corresponding period.
- **EBIDTA** grew by 21% to INR 789 crore as against INR 652 crore in the previous corresponding period.
- **Profit before tax and exceptional items** for 9M FY 19 grew by 27% to INR 787 crore as compared to INR 621 crore in the previous corresponding period.

9M FY19 vs. 9M FY18 (Combined - including Lloyd)

- **Net revenue** grew by 30% to INR 7,306 crore as against INR 5,604 crore in the previous corresponding period.
- **EBIDTA** grew by 26% to INR 869 crore as against INR 692 crore in the previous corresponding period.
- **Profit before tax and exceptional item** for 9M FY19 grew by 28% to INR 847 crore as compared to INR 662 crore in the previous corresponding period.
- **Net Profit** for 9M FY19 is INR 585 crore as against INR 466 crore (INR 487 crore including exceptional income) in the corresponding period previous year.

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