# Havells India Limited 

Q2 FY19 \{SEP 30, 2018\}<br>\{Un-Audited Financial Results\} results are approved by the Board of Directors in their meeting held on $17^{\text {th }}$ Oct 2018

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## Section 1. havells India (Standalone)

Table 1.1: P\&L Summary (Havells India) - Quarterly
$\left.\begin{array}{lrrrrrrrrr}\hline \text { In crores of Rupees } & \begin{array}{r}\text { Q2 } \\ \text { FY 19 } \\ \text { (Havells) }\end{array} & \begin{array}{r}\text { Q2 } \\ \text { FY 18 } \\ \text { (Havells) }\end{array} & \begin{array}{r}\text { Change } \\ \text { \% }\end{array} & \begin{array}{r}\text { Q2 } \\ \text { FY 19 } \\ \text { (Havells) }\end{array} & \begin{array}{r}\text { Q2 } \\ \text { FY 18 } \\ \text { (Lloyd) }\end{array} & \begin{array}{r}\text { Q2 } \\ \text { FY 19 } \\ \text { (Total) }\end{array} & \begin{array}{r}\text { Q2 } \\ \text { FY 18 } \\ \text { (Total) }\end{array} & \begin{array}{r}\text { Change } \\ \text { \% }\end{array} \\ \text { (Total) }\end{array}\right)$

## Results Summary

- Growth across categories, channels and territories
- Lloyd had a muted quarter owing to adverse season, channel inventory and forex headwinds
- Overall margins impacted with escalation in commodity prices, Rupee depreciation and a general lag effect to pass on increased costs

Table 1.2: Segment wise net revenue analysis (Havells India) -Quarterly

|  | Q2 <br> FY19 | Q2 <br> FY18 | Change <br> $(\%)$ |
| :--- | ---: | ---: | ---: |
| In crores of rupees | 423.1 | 329.9 | $28 \%$ |
| Switchgears | 766.5 | 569.3 | $35 \%$ |
| Cables | 284.4 | 241.9 | $18 \%$ |
| Lighting \& Fixtures |  |  | $42 \%$ |
| Electrical Cons. Durables | 457.9 | 321.5 | $\mathbf{4 2 \%}$ |
| EESL | $\mathbf{1 . 2}$ | 45.0 | $28 \%$ |
| Sub Total | $\mathbf{1 , 9 3 3 . 1}$ | $1,507.6$ | $(5 \%)$ |
| Lloyd | 257.8 | 269.8 | $23 \%$ |
| Total | $\mathbf{2 , 1 9 0 . 9}$ | $\mathbf{1 , 7 7 7 . 4}$ |  |

- Government focus on electrification assisted better growth in switchgear
- Cables registered a decent volume growth further aided by rising commodity prices
- ECD remains growth bellwether with contribution from each sub-category. Recent launches of water purifiers and personal grooming have been enthusiastically supported by trade and consumers

Table 1.3: Segment wise contribution margin (as a \% of net revenue) analysis (Havells India) - Quarterly update

|  | Revenue Mix \% | Q2 FY19 <br> Contribution | Contribution Margins \% | Revenue Mix \% | Q2 FY18 <br> Contribution | Contribution Margins \% | Q1 FY19 Contribution Margins \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Switchgears | 22\% | 162.8 | 38.5\% | 22\% | 136.3 | 41.3\% | 38.3\% |
| Cables | 40\% | 107.0 | 14.0\% | 38\% | 113.3 | 19.9\% | 17.0\% |
| Lighting \& Fixtures | 14\% | 84.7 | 29.8\% | 16\% | 74.5 | 30.8\% | 27.6\% |
| Electrical Cons. Durables | 24\% | 125.0 | 27.3\% | 21\% | 89.4 | 27.8\% | 28.7\% |
| EESL | 0\% | - | - | 3\% | 3.0 | 6.7\% | 8.7\% |
| Sub Total | 100\% | 479.5 | 24.8\% | 100\% | 416.5 | 27.6\% | 26.0\% |
| Lloyd | - | 47.6 | 18.5\% | - | 52.7 | 19.5\% | 19.3\% |
| Total | 100\% | 527.1 | 24.1\% | 100\% | 469.2 | 26.4\% | 24.2\% |

## Contribution by Segment

- Cable margins in Q2FY18 were unusually higher owing to favourable commodity prices on inventory. The current quarter margins have been impacted by sharp fluctuations in commodity prices.

Table 1.4: P\&L Summary (Havells India) - Half Yearly
$\left.\begin{array}{lrrrrrrrr}\hline \text { In crores of Rupees } & \begin{array}{r}\text { H1 } \\ \text { FY 19 } \\ \text { (Havells) }\end{array} & \begin{array}{r}\text { H1 } \\ \text { FY } 18 \\ \text { (Havells) }\end{array} & \begin{array}{r}\text { Change } \\ \%\end{array} & \begin{array}{r}\text { H1 } \\ \text { FY 19 } \\ \text { (Havells) }\end{array} & \begin{array}{r}\text { H1 } \\ \text { (Lloyd) }\end{array} & \begin{array}{r}\text { H1 } \\ \text { FY 19 } \\ \text { (Lloyd) }\end{array} & \begin{array}{r}\text { H1 } \\ \text { FY 18 } \\ \text { (Total) }\end{array} & \begin{array}{r}\text { Change } \\ \text { (Total) }\end{array} \\ \text { (Total) }\end{array}\right)$

| Depreciation / Amortization | 64.1 | 60.7 |  | 10.1 | 7.8 | 74.2 | 68.5 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Expense | 6.2 | 10.1 |  | 0.0 | - | 6.2 | 10.1 |  |
| Foreign Exchange (gain)/loss | (5.1) | (8.8) |  | 8.9 | (4.0) | 3.7 | (12.8) |  |
| Interest Income (C) | 45.0 | 22.2 |  | - | - | 45.0 | 22.2 |  |
| Others (D) | 18.4 | 28.5 |  | - | - | 18.4 | 28.5 |  |
| Add: Other Income (C) + (D) | 63.4 | 50.7 |  | - | - | 63.4 | 50.7 |  |
| Profit before tax | 502.5 | 386.2 | 30\% | 55.3 | 28.0 | 557.9 | 414.2 | 35\% |
| as a \% to NR | 13.2\% | 12.5\% |  | 5.7\% | 5.2\% | 11.7\% | 11.4\% |  |


| Tax | 168.9 | 121.8 |  |
| :--- | ---: | ---: | ---: |
| Net Profit | 389.0 | $\mathbf{2 9 2 . 4}$ | $\mathbf{3 3 \%}$ |
| as a \% to NR | $8.1 \%$ | $\mathbf{8 . 0 \%}$ |  |

Other Comprehensive
(Income)/Expense
$1.3 \quad$ (2.9)
$\begin{array}{lll}\text { Total Comprehensive Income } & 387.7 & 289.5\end{array}$

[^0]Table 1.5: Segment wise net revenue analysis (Havells India) -Half Yearly

| In crores of rupees | $\begin{array}{r} \text { H1 } \\ \text { FY19 } \end{array}$ | $\begin{array}{r} \text { H1 } \\ \text { FY18 } \end{array}$ | Change (\%) | Adjusted for excise (\%) |
| :---: | :---: | :---: | :---: | :---: |
| Switchgears | 827.2 | 668.8 | 24\% | 27\% |
| Cables | 1,516.4 | 1,205.7 | 26\% | 26\% |
| Lighting \& Fixtures | 541.7 | 447.1 | 21\% | 21\% |
| Electrical Cons. Durables | 933.8 | 679.8 | 37\% | 43\% |
| EESL | 2.2 | 99.5 | (98\%) | (98\%) |
| Sub Total | 3,821.3 | 3,100.9 | 23\% | 25\% |
| Lloyd | 966.0 | 537.0 | 80\%^ | 80\%^ |
| Total | 4,787.3 | 3,637.9 | 32\% | 33\% |

${ }^{\wedge}$ Lloyd revenue in H1 FY18 is from $8^{\text {th }}$ May 2017 onwards, hence not comparable.

Table 1.6: Segment wise contribution margin analysis (Havells India) - Half Yearly

|  | Revenue Mix \% | H1 FY19 Contribution | Contribution Margins \% | Revenue Mix \% | H1 FY18 <br> Contribution | Contribution Margins \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Switchgears | 22\% | 317.6 | 38.4\% | 22\% | 267.0 | 39.9\% |
| Cables | 40\% | 234.9 | 15.5\% | 39\% | 199.2 | 16.5\% |
| Lighting \& Fixtures | 14\% | 155.8 | 28.8\% | 14\% | 136.6 | 30.6\% |
| Electrical Cons. Durables | 24\% | 261.7 | 28.0\% | 22\% | 171.0 | 25.2\% |
| EESL | 0\% | - | - | 3\% | 17.4 | 17.5\% |
| Sub Total | 100\% | 970.0 | 25.4\% | 100\% | 791.2 | 25.5\% |
| Lloyd | - | 184.7 | 19.1\% | - | 92.1 | 17.1\% |
| Total | 100\% | 1,154.7 | 24.1\% | 100\% | 883.3 | 24.3\% |

Table 1.7: Balance Sheet highlights - Standalone

| In crores of rupees | As at Sep 18 | As at Mar 18 |
| :--- | ---: | ---: |
| Unaudited | Audited |  |

## ASSETS

## Non-current assets

Property, plant and equipment
Capital work in progress
Investment property
Goodwill
Other intangible assets
Investment in subsidiaries
Financial assets
(i) Other financial assets
5.56
(ii) Other bank balances

Other non-current assets

## Current assets

Inventories
Financial assets
(i) Trade receivables
(ii) Cash and cash equivalents
(iii) Other bank balances
(iv) Loans
(v) Other financial assets

Other current assets
Assets classified as held for sale
Total Assets
EQUITY AND LIABILITIES

## Equity

Equity share capital
Other equity

## Liabilities

## Non-current liabilities

Financial liabilities
(i) Borrowings
(ii) Other financial liabilities

Provisions
Deferred tax liabilities (Net)
Other non-current liabilities
62.55
62.51

3,780.70
3,676.64
3,843.25
3,739.15

## Current liabilities

Financial liabilities
(i) Borrowings
(ii) Trade payables
(iii) Other financial liabilities

Other current liabilities
Provisions
Current tax liabilities (Net)
Total Equity and Liabilities

| 54.00 | 81.00 |
| ---: | ---: |
| 5.35 | 5.48 |
| 18.43 | 23.88 |
| 255.43 | 206.95 |
| 17.71 | 17.71 |
| $\mathbf{3 5 0 . 9 2}$ | $\mathbf{3 3 5 . 0 2}$ |

54.00
27.00

1,401.82 $\quad 1,633.99$
512.63
513.29
80.85
107.55
$172.63 \quad 154.09$
54.45
31.32

2,276.38
6,470.55
6,541.41

Table 1.8: Cash flow highlights - Standalone

| In crores of rupees | Sep 18 YTD | FY 18 |
| :---: | :---: | :---: |
| PBT | 558 | 1,015 |
| Exceptional items | - | (12) |
| Depreciation | 74 | 140 |
| Others | (44) | (48) |
| Working Capital Changes | (405) | 257 |
| Taxes Paid | (97) | (245) |
| Operating Net Cash Flow (A) | 86 | 1,107 |
| Capex | (143) | $(1,596)$ |
| Proceeds from Sylvania / Exim stake sale | - | 198 |
| Others | 3 | 237 |
| Net Cash Flow from Investing Activities (B) | (140) | $(1,161)$ |
| Dividends paid | (302) | (263) |
| Repayment of borrowings | - | (198) |
| Proceeds from borrowings | - | 108 |
| Others | 5 | (5) |
| Net Cash Flow from Financing Activities (C) | (297) | (358) |
| Net Cash Flow (A+B+C) | (351) | (412) |
| Opening Cash | 1,526 | 1,938 |
| Closing Cash | 1,175 | 1,526 |

- Working capital increased in line with trends during this time of the year. Net working capital days based on TTM revenue in Sep-18 have improved YoY, from 34 to 29 days
- Capex for the quarter mainly includes Rs. 62 crores advances for Lloyd AC plant

Table 1.9: Total Net Debt (Havells India Standalone)

| In crores of rupees | 30 Sep <br> 2018 | 30 Sep <br> $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: |
| 1. Short Term | 54.0 | 296.2 |
| 2. Term loan | 54.0 | - |
| Total debt | 108.0 | 296.2 |
| Less: Cash | $1,175.5$ | 597.0 |
| Total Net debt | $\mathbf{( 1 , 0 6 7 . 5 )}$ | $\mathbf{( 3 0 0 . 8 )}$ |

Table 1.10: Financial Ratios (Havells Standalone)

| Financial Ratios | Q2 FY19 | Q2 FY18 |
| :---: | :---: | :---: |
| Profitability OPM (\%) \{EBIDTANR\} | 11.8\% | 14.5\% |
| ROCE \% \{EBITDA TTM/Avg. CE\} | 31.8\% | 25.8\% |
| RONW \% \{PAT TTM/ Avg. NW] | 21.5\% | 19.0\% |
| Liquidity Ratios |  |  |
| Current Ratio \{CACL $\}$ | 1.5 | 1.2 |
| Debtors days <br> \{Debtors /NR TTM\} | 11 | 17 |
| Inventory days \{Inventories /NR TTM\} | 73 | 71 |
| Creditors days \{TC INR TTM\} | 55 | 54 |
| Net working capital days | 29 | 34 |

## SECTION 2. SHAREHOLDING RELATED INFORMATION

## Table 2.1: 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. Manish Kaushik, GM (Finance) 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.







[^0]:    * $25 \%$ growth, adjusted for excise impact in exempted zones

