# Havells India Limited 

## Financial Year 2017-18 \{MAR 31, 2018\} \{Audited Financial Results\}

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## Section 1. havells India Limited

## Table 1.1: P\&L Summary: Quarterly

| In crores of rupees | $\begin{array}{r} \text { Q4 } \\ \text { FY18 } \\ \text { (Havells) } \end{array}$ | $\begin{array}{r} \text { Q4 } \\ \text { FY17 } \\ \text { (Havells) } \end{array}$ | Change <br> (Havells) | FY18 (Lloyd) | FY18 <br> (Total) | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | 1,950.7 | 1,710.1 | 14\%* | 584.1 | 2,534.8 | 48\% |
| Contribution as a \% of NR | $\begin{array}{r} 510.0 \\ 26.1 \% \end{array}$ | $\begin{array}{r} 399.8 \\ 23.4 \% \end{array}$ | 28\% | $\begin{gathered} 128.3 \\ 22.0 \% \end{gathered}$ | $\begin{array}{r} 638.3 \\ 25.2 \% \end{array}$ | 60\% |
| Add: Depreciation | 29.1 | 30.8 |  | 5.6 | 34.7 |  |
| Less: Advertisement and Sales Promotion | 67.5 | 40.4 | 67\% | 37.1 | 104.6 | 159\% |
| as a\% of NR | 3.5\% | 2.4\% |  | 6.3\% | 4.1\% |  |
| Less: Other SG\&A | 186.3 | 160.5 | 16\% | 24.4 | 210.7 | 31\% |
| as a \% of NR | 9.6\% | 9.4\% |  | 4.2\% | 8.3\% |  |
| EBIDTA | 285.3 | 229.6 | 24\% | 72.4 | 357.7 | 56\% |
| as a \% of NR | 14.6\% | 13.4\% |  | 12.4\% | 14.1\% |  |
| Less: Depreciation | 29.1 | 30.8 |  | 5.6 | 34.7 |  |
| Interest expense (A) | 8.4 | 7.1 |  | .- | 8.4 |  |
| Foreign exchange (gain)/ loss (B) | - | 0.1 |  | - | - |  |
| Finance Cost (A)+(B) | 8.4 | 7.2 |  | - | 8.4 |  |
| Foreign Exchange (gain)/ loss | (2.0) | (3.7) |  | (1.3) | (3.3) |  |
| Interest Income (C) | 14.5 | 27.4 |  | - | 14.5 |  |
| Others (D) | 8.0 | 10.8 |  | - | 8.0 |  |
| Add: Other Income (C)+(D) | 22.5 | 38.2 |  | - | 22.5 |  |
| Profit before tax and exceptional items | 272.3 | 233.6 | 17\% | 68.1 | 340.4 | 46\% |
| as a \% of NR | 13.9\% | 13.7\% |  | 11.7\% | 13.4\% |  |
| Exceptional items | (9.1) | (76.7) |  | - | (9.1) |  |
| Profit before tax | 263.2 | 156.8 | 68\% | 68.1 | 331.3 |  |
| as a \% to NR | 13.5\% | 9.2\% |  | 11.7\% | 13.1\% |  |
| Tax | - | 62.2 |  | - | 105.5 |  |
| Net Profit | - | 94.7 |  | - | 225.8 |  |
| as a \% of NR |  | 5.5\% |  |  | 8.9\% |  |
| Other comprehensive income | - | 2.7 |  |  | 6.0 |  |
| Total comprehensive income | - | 97.4 |  |  | 231.8 |  |

[^0]- Reduction in interest income is due to funds deployed for Lloyd acquisition

Table 1.2: Segment wise Revenue analysis: Quarterly

|  | Q4 <br> FY18 | Q4 <br> FY17 | Change <br> $(\%)$ | Adjusted for <br> excise |
| :--- | ---: | ---: | ---: | ---: |
| In crores of rupees | 394.6 | 375.3 | $5 \%$ | $12 \%$ |
| Switchgears | 768.8 | 678.0 | $13 \%$ | $13 \%$ |
| Cables | 322.7 | 268.0 | $20 \%$ | $20 \%$ |
| Lighting \& Fixtures |  |  |  |  |
| Electrical Cons. | 464.6 | 388.8 | $19 \%$ | $29 \%$ |
| Durables | $1,950.7$ | $1,710.1$ | $14 \%$ | $18 \%$ |
| Sub Total | 584.1 | - | - | - |
| Lloyd | $2,534.8$ | $1,710.1$ | $48 \%$ | $53 \%$ |
| Total |  |  |  |  |

Robust growth across business segments
Switchgears growth led by EWA
Lloyd growth has been flat owing to pre-buying in Q3

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

|  | Revenue Mix \% | Q4 FY18 <br> Contribution | Contribution Margins \% | Revenue Mix \% | Q4 FY17 <br> Contribution | Contribution Margins \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Switchgears | 20\% | 152.3 | 38.6\% | 22\% | 144.1 | 38.5\% |
| Cables | 39\% | 131.8 | 17.1\% | 39\% | 87.5 | 12.9\% |
| Lighting \& Fixtures | 17\% | 99.8 | 30.9\% | 16\% | 73.1 | 27.3\% |
| Electrical Cons. Durables | 24\% | 126.1 | 27.2\% | 23\% | 95.1 | 24.5\% |
| Sub Total | 100\% | 510.0 | 26.1\% | 100\% | 399.8 | 23.4\% |
| Lloyd | - | 128.3 | 22.0\% | - | - | - |
| Total | 100\% | 638.3 | 25.2\% | 100\% | 399.8 | 23.4\% |

[^1]Table 1.4: P\&L Summary: Yearly

| In crores of rupees | Change |  |  |  |  | Change \% (Total) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { FY18 } \\ \text { (Havells) } \end{array}$ | $\begin{array}{r} \text { FY17 } \\ \text { (Havells) } \end{array}$ | $\begin{array}{r} \% \\ \text { (Havells) } \end{array}$ | $\begin{aligned} & \text { FY18 } \\ & \text { (Lloyd) } \end{aligned}$ | $\begin{aligned} & \text { FY18 } \\ & \text { (Total) } \end{aligned}$ |  |
| Net Revenue | 6,724.4 | 6,135.3 | 10\%* | 1,414.1 | 8,138.5 | 33\% |
| Contribution as a \% of NR | $\begin{array}{r} \mathbf{1 , 7 5 1 . 0} \\ 26.0 \% \end{array}$ | $\begin{array}{r} \mathbf{1 , 5 0 1 . 1} \\ 24.5 \% \end{array}$ | 17\% | $\begin{gathered} 268.3 \\ 19.0 \% \end{gathered}$ | $\begin{array}{r} 2,019.3 \\ 24.8 \% \end{array}$ | 35\% |
| Add: Depreciation | 121.1 | 119.6 |  | 18.4 | 139.5 |  |
| Less: Advertisement and Sales Promotion | 210.3 | 190.6 | 10\% | 97.3 | 307.6 | 61\% |
| as a \% of NR <br> Less: Other SG\&A | $\begin{gathered} 3.1 \% \\ 725.2 \end{gathered}$ | $\begin{gathered} 3.1 \% \\ 605.9 \end{gathered}$ | 20\% | $\begin{gathered} 6.9 \% \\ 76.8 \end{gathered}$ | $\begin{aligned} & 3.8 \% \\ & 802.0 \end{aligned}$ | 32\% |
| as a\% of NR | 10.8\% | 9.9\% |  | 5.4\% | 9.9\% |  |
| EBIDTA as a \% of NR | $\begin{gathered} 936.6 \\ 13.9 \% \end{gathered}$ | $\begin{gathered} 824.2 \\ 13.4 \% \\ \hline \end{gathered}$ | 14\% | $\begin{gathered} 112.6 \\ 8.0 \% \end{gathered}$ | $\begin{array}{r} 1,049.2 \\ 12.9 \% \end{array}$ | 27\% |
| Less: Depreciation | 121.1 | 119.6 |  | 18.4 | 139.5 |  |
| Interest expense (A) | 24.0 | 11.6 |  | - | 24.0 |  |
| Foreign exchange (gain)/ loss (B) |  | 0.6 |  |  | - |  |
| Finance Cost ( A$)+(\mathrm{B})$ | 24.0 | 12.2 |  |  | 24.0 |  |
| Foreign Exchange (gain)/ loss | (17.3) | (13.7) |  | (15.6) | (32.9) |  |
| Interest Income (C) | 45.4 | 99.1 |  | - | 45.4 |  |
| Others (D) | 38.8 | 21.4 |  | - | 38.8 |  |
| Add: Other Income (C)+(D) | 84.2 | 120.5 |  | - | 84.2 |  |
| Profit before tax and exceptional items as a \% of NR | $\begin{gathered} 893.1 \\ 13.3 \% \end{gathered}$ | $\begin{gathered} 826.6 \\ 13.5 \% \end{gathered}$ | 8\% | $\begin{gathered} 109.8 \\ 7.8 \% \\ \hline \end{gathered}$ | $\begin{array}{r} 1,002.9 \\ 12.3 \% \end{array}$ | 21\% |
| Exceptional items | 11.9 | (57.8) |  | - | 11.9 |  |
| Profit before tax as a \% of NR | $\begin{gathered} 905.0 \\ 13.5 \% \end{gathered}$ | $\begin{aligned} & 768.8 \\ & 12.5 \% \end{aligned}$ | 18\% | $\begin{gathered} 109.8 \\ 7.8 \% \end{gathered}$ | $\begin{array}{r} 1,014.8 \\ 12.5 \% \end{array}$ | 32\% |
| Tax | - | 229.8 |  | - | 302.2 |  |
| Net Profit as a \% of NR | - | $\begin{aligned} & 539.0 \\ & 8.8 \% \end{aligned}$ |  | - | $\begin{array}{r} 712.6 \\ 8.8 \% \end{array}$ | 32\% |
| Other comprehensive income | - | (2.7) |  | - | 1.7 |  |
| Total comprehensive income | - | 536.3 |  | - | 714.3 |  |

*13\% growth over last year, adjusted for excise impact in exempted zones.

## Results Summary

- GST and demonetization impact subsiding, growth recovering and sustaining
- Growth across categories except switchgear which is disproportionately dependent upon new construction and real estate
- Intense cost pressure from escalating commodity prices.
- Sale of remaining stake in Sylvania, Thailand and Brazil entities consummated complete exit from international business.

Table 1.5: Segment wise Revenue analysis: Yearly

| In crores of rupees | FY18 | FY17 | Change <br> (\%) | Adjusted for <br> excise |
| :--- | ---: | ---: | ---: | ---: |
| Switchgears | $\mathbf{1 , 4 0 7 . 7}$ | $1,406.5$ | $0 \%$ | $7 \%$ |
| Cables | $\mathbf{2 , 6 0 0 . 2}$ | $2,379.4$ | $9 \%$ | $9 \%$ |
| Lighting \& Fixtures | $\mathbf{1 , 1 5 6 . 3}$ | 971.0 | $19 \%$ | $19 \%$ |
| Electrical Cons. Durables | $\mathbf{1 , 5 6 0 . 2}$ | $1,378.4$ | $13 \%$ | $21 \%$ |
| Sub Total | $\mathbf{6 , 7 2 4 . 4}$ | $6,135.3$ | $10 \%$ | $13 \%$ |
| Lloyd | $1,414.1$ | - |  |  |
| Total | $\mathbf{8 , 1 3 8 . 5}$ | $\mathbf{6 , 1 3 5 . 3}$ | $\mathbf{3 3 \%}$ | $\mathbf{3 7 \%}$ |

- Switchgears growth mainly led by EWA. Segment adversely impacted by continued sluggishness in new constructions
- Lloyd business had an adjusted growth of $11 \%$

Table 1.6: Segment wise contribution margin (as a \% of net revenue) analysis: Yearly

|  | Revenue Mix \% | FY18 Contribution | Contribution Margins \% | Revenue Mix \% | FY17 Contribution | Contribution Margins \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Switchgears | 21\% | 557.2 | 39.6\% | 23\% | 561.0 | 39.9\% |
| Cables | 39\% | 438.0 | 16.8\% | 39\% | 325.6 | 13.7\% |
| Lighting \& Fixtures | 17\% | 335.6 | 29.0\% | 16\% | 265.1 | 27.3\% |
| Electrical Cons. Durables | 23\% | 420.2 | 26.9\% | 22\% | 349.4 | 25.4\% |
| Sub Total | 100\% | 1,751.0 | 26.0\% | 100\% | 1,501.1 | 24.5\% |
| Lloyd | - | 268.3 | 19.0\% | - | - | - |
| Total | 100\% | 2,019.3 | 24.8\% | 100\% | 1,501.1 | 24.5\% |

## Contribution by Segment*

- Margin enhancement across verticals with greater consciousness among SBUs on cost management and profitability
*Contribution margins are derived after deducting material cost, manufacturing variables, direct selling variables and depreciation from the net revenue

Table 1.7: Balance Sheet highlights

|  | As at March 18 | As at March 17 |
| :--- | :---: | :---: |
| In crores of rupees | Audited | Audited |

## ASSETS

## Non-current assets

Property, plant and equipment
Capital work in progress
Investment property
1,247.90
1,191.67

Goodwill
Other intangible assets
Investment in subsidiaries

| $1,247.90$ | $1,191.67$ |
| ---: | ---: |
| 24.05 | 11.91 |
| 53.79 | 55.92 |
| 310.47 | - |
| $1,173.00$ | 18.16 |
| 41.70 | 227.41 |
|  | - |
| 17.21 | 161.66 |
| 0.41 | 13.55 |
| 40.15 | - |
| $\mathbf{2 , 9 0 8 . 6 8}$ | 88.59 |
| $1,621.65$ | $\mathbf{1 , 7 6 8 . 8 7}$ |
|  | 928.43 |
| 325.40 | 228.50 |
| 301.20 | 554.96 |
| $1,224.97$ | $1,382.57$ |
| 7.97 | 6.02 |
| 135.21 | 74.37 |
| $\mathbf{3 , 6 1 6 . 4 0}$ | $\mathbf{3 , 1 7 4 . 8 5}$ |
| 16.33 | 16.27 |
| $\mathbf{6 , 5 4 1 . 4 1}$ | $\mathbf{4 , 9 5 9 . 9 9}$ |

EQUITY AND LIABILITIES

## Equity

Equity share capital
Other equity

## Non-current liabilities

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

| 81.00 | - |
| ---: | ---: |
| 5.48 | 2.93 |
| 23.88 | 9.08 |
| 206.95 | 113.76 |
| 17.71 | 1.64 |
| $\mathbf{3 3 5 . 0 2}$ | $\mathbf{1 2 7 . 4 1}$ |

## Current liabilities

Financial liabilities

| (i) Borrowings | 27.00 | 198.05 |
| :--- | ---: | ---: |
| (ii) Trade payables | $1,675.41$ | 629.56 |
| (iii) Other financial liabilities | 471.87 | 444.29 |
| her current liabilities | 107.55 | 110.53 |
| cvisions | 154.09 | 110.19 |
| urrent tax liabilities (Net) | 31.32 | 66.38 |
| tal Liabilities | $\mathbf{2 , 4 6 7 . 2 4}$ | $\mathbf{1 , 5 5 9 . 0 0}$ |
|  | $\mathbf{6 , 5 4 1 . 4 1}$ | $\mathbf{4 , 9 5 9 . 9 9}$ |

Table 1.8: Cash flow highlights

|  | (in crores of Rs.) |  |
| :---: | :---: | :---: |
| In crores of rupees | FY 18 | FY 17 |
| PBT | 1,015 | 769 |
| Exceptional items | (12) | 58 |
| Depreciation | 140 | 120 |
| Others | (46) | (96) |
| Working Capital Changes | 240 | 132 |
| Taxes Paid | (246) | (205) |
| Operating Net Cash Flow (A) | 1,091 | 778 |
| Capex | (152) | (240) |
| Investment in intangibles | $(1,485)$ | - |
| Proceeds from Sylvania / Exim stake sale | 198 | 19 |
| Others | 295 | 88 |
| Net Cash Flow from Investing Activities (B) | $(1,144)$ | (133) |
| Dividends paid | (263) | (226) |
| Repayment of borrowings | (198) | (45) |
| Proceeds from borrowings | 108 | 198 |
| Others | (5) | (0) |
| Net Cash Flow from Financing Activities (C) | (358) | (73) |
| Net Cash Flow ( $\mathrm{A}+\mathrm{B}+\mathrm{C}$ ) | (411) | 572 |
| Opening Cash | 1,937 | 1,365 |
| Closing Cash | 1,526 | 1,937 |

- Investing Cash flow from Others relates to redemption of Fixed deposit
- Proceeds from borrowing relate to loan taken for Capex requirement

| In crores of rupees | 31 March | 31 March |
| :--- | ---: | ---: |
| 2017 |  |  |$|$| 1. Short Term | 2018 |  |
| :--- | ---: | ---: |
| 2. Term loan | 81.0 | - |
| Total debt | 108.0 | 198.1 |
| Less: Cash | $1,526.2$ | $1,937.5$ |
| Total Net debt | $\mathbf{( 1 , 4 1 8 . 2 )}$ | $\mathbf{( 1 , 7 3 9 . 4 )}$ |

Table 1.10: Financial Ratios

| Financial Ratios | FY18 | FY17 |
| :---: | :---: | :---: |
| Profitability OPM (\%) \{EBIDTANR) | 12.9\% | 13.4\% |
| ROCE \% \{EBITDA/ Avg. CE\} | 29.9\% | 26.9\% |
| RONW \% \{PAT/ Avg. NW\} | 20.9\% | 20.3\% |
| Liquidity Ratios |  |  |
| Current Ratio \{CACL\} | 1.5 | 2.0 |
| Debtors days \{Debtors NR) | 15 | 14 |
| Inventory days \{Inventories /NR\} | 73 | 55 |
| Creditors days \{TC /COGS\} | 123 | 63 |

## 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.

| Regd. Off. : 904, 9th Floor, Surya Kiran Building, K G Marg, Connaught Place, New Delhi - 110001 Corporate Off. : QRG Towers, 2D, Sector - 126, Expressway, Noida - 201304 <br> Tel. \# 0120-3331000; Fax \# 0120-3332000, Email: investors@havells.com CIN: L31900DL1983PLC016304 <br> AUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2018 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| S.N. | Particulars | Quarter Ended |  |  | Year Ended |  |
|  |  | 31-Mar-18 | 31-Dec-17 | 31-Mar-17 | 31-Mar-18 | 31-Mar-17 |
|  |  | (Audited) | (Unaudited) | (Audited) | (Audited) |  |
| 1 | Income <br> a) Revenue from operations <br> b) Other Income | $\begin{array}{r} 2534.90 \\ 25.74 \\ \hline \end{array}$ | $\begin{array}{r} 1965.77 \\ 27.76 \\ \hline \end{array}$ | $\begin{array}{r} 1831.51 \\ 41.93 \\ \hline \end{array}$ | $\begin{array}{r} 8260.27 \\ 116.99 \\ \hline \end{array}$ | $\begin{array}{r} 6585.96 \\ 134.28 \\ \hline \end{array}$ |
|  | Total income | 2560.64 | 1993.53 | 1873.44 | 8377.26 | 6720.24 |
| 2 | Expenses <br> a) Cost of materials consumed <br> b) Purchases of traded goods <br> c) Change in inventories of finished goods, traded goods and work in progress | $\begin{array}{r} 1043.78 \\ 572.67 \\ (43.68) \end{array}$ | $\begin{array}{r} 809.98 \\ 623.30 \\ (246.94) \\ \hline \end{array}$ | $\begin{array}{r} 913.56 \\ 109.53 \\ 18.39 \\ \hline \end{array}$ | $\begin{aligned} & 3586.69 \\ & 1719.96 \\ & (325.88) \end{aligned}$ | $\begin{array}{r}3268.69 \\ 493.30 \\ (113.52) \\ \hline 3648.47\end{array}$ |
|  | (A) Total material cost (a+b+c) | 1572.77 | 1186.34 | 1041.48 | 4980.77 | 3648.47 |
|  | d) Excise duty on sale of goods |  | - | 121.31 | 121.70 | 450.70 |
|  | e) Employee benefits expense | 163.70 | 162.49 | 131.15 | 649.73 | 500.40 |
|  | f) Finance Cost | 8.36 | 5.49 | 7.10 | 23.97 | 12.15 |
|  | g) Depreciation and amortisation expense | 34.74 | 36.31 | 30.77 | 139.52 | 119.63 |
|  | h) Advertisement and sales promotion | 104.60 | 78.64 | 40.40 | 307.58 | 190.60 |
|  | i) Other expenses | 336.11 | 276.08 | 267.56 | 1151.20 | 971.65 |
|  | (B) Total other cost (d to i) | 647.51 | 559.01 | 598.29 | 2393.70 | 2245.13 |
|  | Total expenses (A+B) | 2220.28 | 1745.35 | 1639.77 | 7374.47 | 5893.60 |
| 3 | Profit before exceptional items and tax (1-2) | 340.36 | 248.18 | 233.67 | 1002.79 | 826.64 |
| 4 | Exceptional items | (9.07) | 20.98 | (76.76) | 11.91 | (57.81) |
| 5 | Profit before tax (3+4) | 331.29 | 269.16 | 156.91 | 1014.70 | 768.83 |
| 6 | Income Tax expenses |  |  |  |  |  |
|  | a) Current tax | 73.55 | 46.30 | 57.16 | 208.99 | 234.48 |
|  | b) MAT credit | (13.88) | (3.81) | - | (43.09) |  |
|  | c) Deferred tax | 45.86 | 32.31 | 5.05 | 136.28 | (4.69) |
|  | Total Tax expenses | 105.53 | 74.80 | 62.21 | 302.18 | 229.79 |
| 7 | Net Profit for the year (5-6) | 225.76 | 194.36 | 94.70 | 712.52 | 539.04 |
| 8 | Other Comprehensive Income/(Loss) |  |  |  |  |  |
|  | Items that will not be reclassified to profit and loss in subsequent period, net of tax | 5.99 | (1.43) | 2.68 | 1.68 | (2.75) |
|  | Other Comprehensive Income/(Loss) for the year net of tax | 5.99 | (1.43) | 2.68 | 1.68 | (2.75) |
| 9 | Total comprehensive income for the year, net of tax (7+8) | 231.75 | 192.93 | 97.38 | 714.20 | 536.29 |
| 10 | Paid up equity share capital (Face value of Re.1/- each) | 62.51 | 62.51 | 62.49 | 62.51 | 62.49 |
| 11 | Earnings per equity share (EPS) ( nominal value of Re. 1/-each) (not annualised) : <br> a) Basic (Rs.) <br> b) Diluted (Rs.) | $\begin{aligned} & 3.61 \\ & 3.61 \\ & \hline \end{aligned}$ | 3.11 3.11 | 1.52 <br> 1.52 | $\begin{aligned} & 11.40 \\ & 11.40 \\ & \hline \end{aligned}$ | 8.63 <br> 8.63 |

Notes:
These financial results have been prepared in accordance with Indian Accounting Standards (Ind-AS) as prescribed under section 133 of Companies Act 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules 2015 and relevant amendment thereafter.
2 The above financials results have been reviewed by the Audit Committee at its meeting held on May 10, 2018 and approved by the Board of Directors at their meeting held on May 11, 2018.
3 According to the requirements of Ind AS and SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, revenue for period April 01,2017 to June 30 , 2017 and for the quarter \& year ended March 31, 2017 were reported inclusive of Excise Duty. The Government of India has implemented Goods and Service Tax ("GST") from Ist July 2017 replacing Excise Duty, Service Tax and various other indirect taxes. As per Ind AS 18, the revenue for the period July 01, 2017 to March 31, 2018 and quarter ended March 31, 2018 \& December 31, 2017, are reported net of GST. Had the previously reported revenue shown net of excise duty, comparative revenue of the Company would have been as follows:

|  | Quarter Ended |  |  | Year Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31-Mar-18 | 31-Dec-17 | 31-Mar-17 | 31-Mar-18 | 31-Mar-17 |
| Net Sales/ Revenue from Operations (Net of Excise Duty) | 2534.90 | 1965.77 | 1710.20 | 8138.57 | 6135.26 |

4 On May 08, 2017, the Company acquired Consumer durable business of LEEL Electricals Limited(Lloyd consumer segment) and trade mark "Lloyd" from Fedders Lloyd Corporation Limited for a composite consideration of Rs. 1547.38 crores. The acquisition has enabled the Company to enter into Electronic Consumer durable market in India Details of composite Purchase Price Allocation(PPA) done by the Company is as given below

| Particulars | (Rs. in Crores) |
| :--- | ---: |
| Tangible Assets | 4.35 |
| Intangibles Assets | $1,169.90$ |
| Current Assets | 460.72 |
| Total assets acquired | $\mathbf{1 , 6 3 4 . 9 7}$ |
| Less: Current liabilities | $(398.06)$ |
| Net assets at Fair Value (a) | $\mathbf{1 , 2 3 6 . 9 1}$ |
| Total Consideration (b) | $\mathbf{1 , 5 4 7 . 3 8}$ |
| Goodwill (b)-(a) | $\mathbf{3 1 0 . 4 7}$ |

5 Consequent to point no. 4 above, figures for quarter ended March 31,2018, December 31,2017 and year ended March 31,2018 includes financials of Lloyd Consumer Segment, and hence not comparable with previous periods to that extent.
6 During the quarter, Mr. U.K.Sinha has been appointed as an Independent director w.e.f 1st March 2018
7 During the year, Havells Holding Limited, a wholly owned subsidiary of the Company completed sales of remaining 20\% stake in Feilo Malta Limited and $100 \%$ stake in Havells Sylvania ( Thailand) Limited to Shanghai Feilo Acoustics Company Limited, China based listed Company for an agreed consideration of Euro 34.50 Million (Rs. 263.89 Crores) and Euro 1.60 Million ( Rs. 12.2 Crores) respectively. Consequent to this, the Company has done partial redemption of $3,00,23,710$ ordinary shares of GBP 1 each in Havells Holding Limited, resulting in redemption proceeds of Rs 198.25 Crores. Exceptional items of Rs 11.91 Crores represents reversal of impairment on investment provided in the previous year.
8 The figures for the quarter ended March 2018 are the balancing figures between audited figures in respect of full financial year upto March 31 , 2018 and the unaudited published year to date figures upto December 31, 2017, being the date of the end of the third quarter of the financial year which were subjected to limited review.
9 Subject to the approval of the shareholders in the ensuing Annual General Meeting of the Company, the Board of Directors has recommended a final dividend of Rs. 4/- per equity share of Rs.1/- each, aggregating to Rs 301.46 crores (including dividend distribution tax).

10 Previous period/ year figures have been regrouped/restated wherever necessary.


| Particulars |  | (Rs. In crores) |  |
| :---: | :---: | :---: | :---: |
|  |  | Standalone |  |
|  |  | As At | As At |
|  |  | 31-Mar-18 | 31-Mar-17 |
|  |  | (Audited) | (Audited) |
| $\begin{gathered} \hline \text { A } \\ 1 \end{gathered}$ | ASSETS |  |  |
|  | Non-current assets |  |  |
|  | Property, Plant and Equipment | 1,247.90 | 1,191.67 |
|  | Capital work in progress | 24.05 | 11.91 |
|  | Investment Property | 53.79 | 55.92 |
|  | Goodwill | 310.47 | - |
|  | Other intangible assets | 1,173.00 | 18.16 |
|  | Investment in subsidiaries | 41.70 | 227.41 |
|  | Financial assets |  |  |
|  | i) Investments | - | 161.66 |
|  | ii) Other financial assets | 17.21 | 13.55 |
|  | iii) Other bank balance | 0.41 | - |
|  | Other non-current assets | 40.15 | 88.59 |
|  |  | 2,908.68 | 1,768.87 |
| 2 | Current assets |  |  |
|  | Inventories | 1,621.65 | 928.43 |
|  | Financial Assets |  |  |
|  | i) Trade receivables | 325.40 | 228.50 |
|  | ii) Cash and cash equivalent | 301.20 | 554.96 |
|  | iii) Other bank balances | 1,224.97 | 1,382.57 |
|  | iv) Other financial assets | 7.97 | 6.02 |
|  | Other current assets | 135.21 | 74.37 |
|  |  | 3,616.40 | 3,174.85 |
| 3 | Assets classified as held for sale | 16.33 | 16.27 |
|  | Total Assets | 6,541.41 | 4,959.99 |
| B | EQUITY AND LIABILITIES |  |  |
|  | Equity |  |  |
|  | Equity Share Capital | 62.51 | 62.49 |
|  | Other Equity | 3,676.64 | 3,211.09 |
|  |  | 3,739.15 | 3,273.58 |
| 2 | Liabilities |  |  |
|  | Non-current liabilities |  |  |
|  | Financial Liabilities |  |  |
|  | i) Borrowings | 81.00 | - |
|  | ii) Other financial liabilities | 5.48 | 2.93 |
|  | Provisions | 23.88 | 9.08 |
|  | Deferred tax liabilities (Net) | 206.95 | 113.76 |
|  | Other non-current liabilities | 17.71 | 1.64 |
|  |  | 335.02 | 127.41 |
|  | Current liabilities |  |  |
|  | Financial Liabilities |  |  |
|  | i) Borrowings | 27.00 | 198.05 |
|  | ii) Trade payables | 1,633.99 | 629.56 |
|  | iii) Other financial liabilities | 513.29 | 444.29 |
|  | Other Current liabilities | 107.55 | 110.53 |
|  | Provisions | 154.09 | 110.19 |
|  | Current Tax Liabilities (Net) | 31.32 | 66.38 |
|  |  | 2,467.24 | 1,559.00 |
|  | Total Equity and Liabilities | 6,541.41 | 4,959.99 |


[^0]:    * $18 \%$ growth over same quarter last year, adjusted for excise impact in exempted zones

[^1]:    - Margin improvement sustaining over last year
    - Lloyd margins reflects a favourable seasonal uptick

