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## Limited Review Report

## Review Report to <br> The Board of Directors <br> Havells India Limited

I. We have reviewed the accompanying statement of unaudited financial results of Havells India Limited ('the Company') for the quarter ended September 30, 2014 (the "Statement"), except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been reviewed by us. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited financial results prepared in accordance with recognition and measurement principles laid down in Accounting Standard 25 "Interim Financial Reporting", [specified under the Companies Act, 1956 (which are deemed to be applicable as per section 133 of the Companies Act, 2013, read with rule 7 of the Companies (Accounts) Rules, 2014)] and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For S.R. BATLIBOI \& CO LLP
ICAI Firm registration number: 301003E
Chartered Accountants

per Manoj Kumar Gupta
Partner
Membership No.: 83906

For V.R. Bansal \& Associates
ICAI Firm registration number: 016534 N


# Havells India Limited 

## Q2 2014-15 \{SEPTEMBER 30, 2014\} \{Un-Audited Financial Results\}

We recommend that readers refer to the Havells India financials to get a better appreciation of the business performance. A copy of the latest quarterly/ yearly Financial Results of Havells India Limited are available on Havells website - http://www.havells.com. The results are Limited Reviewed by the Auditors of the Company and approved by the Board of Directors in their meeting held on $22^{\text {nd }}$ October 2014.

## TABLE OF CONTENTS

## Section 1 Havells India - Performance at a glance - stand alone

Quarterly [July-September 2014]
1.1 Summary of Financial Statements-quarterly
1.2 Segment wise revenue analysis-quarterly
1.3 Segment wise contribution margin analysis-quarterly
1.4 Summary of Financial Statements-half yearly
1.5 Segment wise revenue analysis-half yearly
1.6 Segment wise contribution margin analysis-half yearly
$1.7 \quad$ Balance sheet highlights
$1.8 \quad$ Cash flow analysis
1.9 Net Debt
1.10 Financial Ratios

## Section 2 Sylvania-Global

Quarterly [July-September 2014]
2.1 Summary of Financial Statements-quarterly
2.2 Region wise revenue and margin analysis-quarterly
2.3 Summary of Financial Statement-half yearly
$2.4 \quad$ Balance sheet highlights
$2.5 \quad$ Total Net Debt
2.6 Financial Ratios

## Section 3 - Shareholders information

3.1 Shareholding Pattern
3.2 Stock Price Performance

Annexure - Detailed financial information
A. 1 Havells standalone financial results
A. 2 Havells consolidated financial results

## QUARTERLY RESULTS HIGHLIGHT

| (Rs in crores) | Q2-FY14 | Q2-FY15 | Change\% |
| :---: | :---: | :---: | :---: |
| Havells (Standalone) |  |  |  |
| Revenue | 1,174 | 1,365 | 16\% |
| Contribution Margins | 258 | 307 | 19\% |
| Operating Profit (EBIDTA) | 169 | 180 | 7\% |
| Profit before tax | 155 | 166 | 7\% |
| Profit after tax | 126 | 120 | (5)\% |
| ( l E Euro mn) |  |  |  |
| Sylvania Global |  |  |  |
| Revenue | $€ 106.8$ | $€ 112.5$ | 5\% |
| Operating Profit (EBIDTA) | $€ 3.1$ | $€ 4.6$ | 48\% |
| Profit before tax | $€(0.8)$ | $€ 0.2$ | - |
| Profit after tax | $€(1.6)$ | $€(1.1)$ | - |
| (Rs in crores) |  |  |  |
| Consolidated |  |  |  |
| Revenue | 2,030 | 2,207 | 9\% |
| Operating Profit (EBIDTA) | 195 | 220 | 13\% |
| Profit before tax | 148 | 170 | 15\% |
| Profit after tax | 112 | 113 | 1\% |

Section 1. Havells India (Standalone)

## A. Q2 2014-15 RESULTS ANALYSIS

## Table 1.1: P\&L Summary (Havells India) - Quarterly

| In crores of rupees | $\begin{array}{r} \text { Q2 } \\ \text { FY14 } \end{array}$ | $\begin{array}{r} \text { Q2 } \\ \text { FY15 } \end{array}$ | Change <br> (\%) | $\begin{array}{r} \text { Q1 } \\ \text { FY15 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Net Revenue | 1,174.0 | 1,365.1 | 16\% | 1,276.9 |
| Contribution Margin as a \% of NR | $\begin{array}{r} 257.9 \\ 22.0 \% \end{array}$ | $\begin{array}{r} 307.0 \\ 22.5 \% \end{array}$ | 19\% | $\begin{gathered} \mathbf{2 8 2 . 1} \\ 22.1 \% \end{gathered}$ |
| Advertisement and Sales Promotion as a \% of NR <br> Other SG\&A | $\begin{array}{r} 15.2 \\ 1.3 \% \\ 73.6 \end{array}$ | $\begin{array}{r} 47.3 \\ 3.5 \% \\ 79.4 \end{array}$ |  | $\begin{array}{r} 46.9 \\ 3.7 \% \\ 74.1 \end{array}$ |
| EBIDTA <br> as a \% of NR | $\begin{gathered} 169.1 \\ 14.4 \% \end{gathered}$ | $\begin{array}{r} 180.3 \\ 13.2 \% \end{array}$ | 7\% | $\begin{gathered} 161.1 \\ 12.6 \% \end{gathered}$ |
| Depreciation | 15.9 | 22.5 |  | 20.8 |
| Interest expense (A) | 3.4 | 3.4 |  | 3.2 |
| Foreign exchange gain)/ loss (B) | 2.7 | 2.5 |  | 0.1 |
| Finance Cost (A)+(B) | 6.1 | 5.9 |  | 3.3 |
| Foreign Exchange (gain)/ loss | (0.5) | (3.0) |  | (1.1) |
| Interest Income (C) | 6.1 | 9.0 |  | 10.3 |
| Others (D) | 1.7 | 2.5 |  | 1.2 |
| Add: Other Income (C)+(D) | 7.8 | 11.5 |  | 11.5 |
| Profit before tax | 155.4 | 166.4 | 7\% | 149.6 |
| as a \% of NR | 13.2\% | 12.2\% |  | 11.7\% |
| Tax | 29.6 | 46.8 |  | 42.3 |
| Net Profit | 125.7 | 119.6 | (5)\% | 107.3 |
| as a \% of NR | 10.7\% | 8.8\% |  | 8.4\% |

## Results summary

- The company continues to invest aggressively in brand Havells. This would help in expanding our brand further to capture the next level of growth by reaching out to a larger cross section of the market audience and help us in ushering the next phase of consumerism.
- Thus the advertisement and sales promotion expense in the current quarter has increased and has impacted the EBIDTA margins.
- There has been an increase in tax rate during the year due to reduction or expiry of available tax exemption in certain manufacturing plants of the company. Higher tax rate drove lower PAT growth. The tax amount has been calculated based on certain applicable rate $\sim 28 \%$ for the full year 2014-15.
- Under the new Companies Act 2013 there has been a change in calculation of depreciation. Thus depreciation in Q2FY15 has increased by Rs 4.8 crores.

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

|  | Q2 <br> FY14 | Q2 <br> FY15 | Change <br> (\%) |
| :--- | ---: | ---: | ---: |
| In crores of rupees |  |  |  |
| Switchgears | 313.5 | 338.7 | $8 \%$ |
| Cable | 487.4 | 591.4 | $21 \%$ |
| Lighting \& |  |  |  |
| Fixtures | 179.8 | 193.6 | $8 \%$ |
| Electrical |  |  |  |
| Cons. <br> Durables | 193.3 | $\mathbf{2 4 1 . 4}$ | $25 \%$ |
| Total | $1,174.0$ | $1,365.1$ | $\mathbf{1 6 \%}$ |

Table 1.3: Segment wise contribution margin analysis (Havells India) - Quarterly

|  | Revenue Mix \% | Q2 FY14 Contribution Margins | Contribution Margins \% | Revenue Mix \% | Q2 FY15 Contribution Margins | Contribution Margins \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Switchgears | 27\% | 114.6 | 36.6\% | 25\% | 123.9 | 36.6\% |
| Cable | 42\% | 49.9 | 10.2\% | 43\% | 70.9 | 12.0\% |
| Lighting \& Fixtures | 15\% | 40.5 | 22.5\% | 14\% | 52.1 | 26.9\% |
| Electrical Cons. Durables | 16\% | 52.9 | 27.4\% | 18\% | 60.1 | 24.9\% |
| Total | 100\% | 257.9 | 22.0\% | 100\% | 307.0 | 22.5\% |

## Contribution by Segment

- Contribution margins are derived after deducting material cost, manufacturing variables, direct selling variables and depreciation from the net revenue.
- Focus on profitability in both industrial and flexible cables. Higher growth in Flexible cable favoring product mix change led to improvement in margin in cable division.
- Improvement in margin in lighting \& fixtures segment resulted from efficiencies drawn from cost management and shifting towards in-house manufacturing.
- In Electrical Consumer durables there has been aggressive campaigning for new products launched i.e appliances along with increased service activities resulting in higher cost during Q2FY15 and will normalize in the festive season.

Table 1.4: P\&L Summary (Havells India) - Half Yearly

| In crores of rupees | $\begin{array}{r} \text { H1 } \\ \text { FY14 } \end{array}$ | $\begin{array}{r} \mathrm{H} 1 \\ \text { FY15 } \end{array}$ | Change (\%) |
| :---: | :---: | :---: | :---: |
| Net Revenue | 2,225.3 | 2,642.0 | 19\% |
| Contribution Margin as a \% of NR | $\begin{gathered} 494.9 \\ 22.2 \% \end{gathered}$ | $\begin{array}{r} \mathbf{5 8 9 . 1} \\ 22.3 \% \end{array}$ | 19\% |
| Advertisement and Sales Promotion as a \% of NR <br> Other SG\&A | $\begin{gathered} 60.2 \\ 2.7 \% \\ 124.7 \end{gathered}$ | $\begin{array}{r} 94.2 \\ 3.6 \% \\ 153.5 \end{array}$ |  |
| EBIDTA <br> as a \% of NR | $\begin{array}{r} 310.0 \\ 13.9 \% \end{array}$ | $\begin{array}{r} 341.4 \\ 12.9 \% \end{array}$ | 10\% |
| Depreciation | 31.5 | 43.3 |  |
| Interest expense (A) | 6.4 | 6.6 |  |
| Foreign exchange gain)/ loss (B) | 5.3 | 2.6 |  |
| Finance Cost (A)+(B) | 11.7 | 9.2 |  |
| Foreign Exchange (gain)/ loss | 7.1 | (4.1) |  |
| Interest Income (C) | 8.6 | 19.3 |  |
| Others (D) | 2.4 | 3.7 |  |
| Add: Other Income (C)+(D) | 11.0 | 23.0 |  |
| Profit before tax as a \% of NR | $\begin{gathered} 270.7 \\ 12.2 \% \end{gathered}$ | $\begin{gathered} 316.0 \\ 12.0 \% \end{gathered}$ | 17\% |
| Tax | 50.3 | 89.1 |  |
| Net Profit as a \% of NR | $\begin{array}{r} 220.4 \\ 9.9 \% \end{array}$ | $\begin{array}{r} 226.9 \\ 8.6 \% \end{array}$ | 3\% |

- Continued positive growth momentum led by improvement in consumer sentiment.
- Consistent brand building with advertising in H1FY15.The advertisement and sales promotion expenses during H1FY15 increased to Rs 94.2 crores ( $3.6 \%$ of net revenue) from Rs 60.2 crores ( $2.7 \%$ of net revenue) in H1FY14.
- With a change in calculation of depreciation under new Companies Act 2013, there has been an increase in the depreciation by Rs 9.7 crores in H1FY15.
- Higher applicable tax due to reduction /expiry of available tax exemption in certain manufacturing plants of the company i.e. $\sim 28 \%$ for the full year 2014-15 drove lower Profit after Tax.

Table 1.5: Segment wise Revenue analysis (Havells India) - Half Yearly

| In crores of fupees | $\begin{array}{r} \mathrm{H} 1 \\ \text { FY14 } \end{array}$ | $\begin{array}{r} \mathrm{H} 1 \\ \text { FY15 } \end{array}$ | Change (\%) |
| :---: | :---: | :---: | :---: |
| Switchgears | 589.5 | 646.0 | 10\% |
| Cable | 892.3 | 1126.2 | 26\% |
| Lighting \& Fixtures | 328.0 | 359.0 | 9\% |
| Electrical Cons. Durables | 415.5 | 510.8 | 23\% |
| Total | 2,225.3 | 2,642.0 | 19\% |

- Growth in cables aided by better growth in flexible cables.
- The lighting product portfolio has been diversifying more towards LED.

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

|  | Revenue Mix \% | H1 FY14 Contribution Margins | Contribution Margins \% | Revenue Mix \% | H1 FY15 Contribution Margins | Contribution Margins \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Switchgears | 26\% | 214.2 | 36.3\% | 24\% | 236.0 | 36.5\% |
| Cable | 40\% | 90.4 | 10.1\% | 43\% | 129.6 | 11.5\% |
| Lighting \& Fixtures | 15\% | 77.7 | 23.7\% | 14\% | 95.1 | 26.5\% |
| Electrical Cons. Durables | 19\% | 112.6 | 27.1\% | 19\% | 128.4 | 25.1\% |
| Total | 100\% | 494.9 | 22.2\% | 100\% | 589.1 | 22.3\% |

## Contribution by Segment

- Focus on profitability in both industrial and flexible cables. Higher growth in flexible cable favoring product mix change led to improvement in margin in cable division.

The lighting \& fixtures margins improved as a result of the product mix shift towards better margin fixtures and efficiencies drawn from cost management and shifting towards in-house manufacturing.

Table 1.7: Balance Sheet highlights (Havells India standalone)

|  | As at | As at | Summary |
| :---: | :---: | :---: | :---: |
| In crores of rupees | March 14 <br> Audited | Sept 14 <br> Un-Audited |  |
| Shareholders' Fund |  |  | Rs 17.7 crores (Euro 2.2 million) was invested in Q2FY15 in Havells Holdings Limited to repay the installment of recourse debt of Euro 26 million which reduces the Havells guarantee by the same amount. As on $30^{\text {th }}$ September 2014 total outstanding principal amount is Euro 13.0 million. |
| Share Capital | 62.4 | 62.4 |  |
| Reserves and Surplus | 2,067.5 | 2,300.8 |  |
|  | 2,129.9 | 2,363.2 |  |
| Loan Funds |  |  |  |
| Term loans | 120.1 | 102.7 |  |
| Working Capital Loan | - | - |  |
| Fixed Deposit | 63.0 | - | - Fixed deposits under loan funds are from |
| Deferred Tax Liability | 51.7 | 45.7 | dealers under dealer incentive scheme. |
| Other Non-current |  |  | The funds under the scheme have been |
| liabilities | 42.5 | 6.0 | deployed under separate scheme |
| Current Liabilities |  |  |  |
| Short term borrowings | 12.4 | 23.2 |  |
| Trade Payables | 439.6 | 469.0 |  |
| Others | 538.9 | 514.0 |  |
| Total | 3,398.1 | 3,523.8 |  |
| Fixed Assets | 934.1 | 965.0 |  |
| Investments | 882.5 | 918.6 |  |
| Other non-current assets | 71.5 | 48.5 |  |
| Current Assets |  |  |  |
| Inventories | 682.7 | 891.6 |  |
| Trade receivables | 136.5 | 169.5 |  |
| Cash \& Bank balance | 626.1 | 438.3 |  |
| Others | 64.7 | 92.3 |  |
| Total | 3,398.1 | 3,523.8 |  |


| In crores of rupees | Sept 13 | Sept 14 |
| :---: | :---: | :---: |
| Profit before tax | 270.7 | 316.0 |
| Unrealised foreign exchange (gain)/loss(net) | 13.7 | 0.1 |
| Other Adjustments | 37.3 | 29.8 |
| Operating Profit before working capital changes | 321.7 | 345.9 |
| Movement in working capital |  |  |
| (Increase)/Decrease in trade receivables | 8.5 | (31.8) |
| (Increase)/Decrease in inventories | (60.7) | (208.9) |
| Increase/(Decrease) in trade payables | 52.4 | 30.1 |
| Others | 47.9 | 73.4 |
| Cash generated from/(used) in operations | 369.8 | 208.7 |
| Direct taxes paid(net of refunds) | (42.1) | (75.9) |
| Net cash flow from/(used)in Operating Activities(A) | 327.7 | 132.8 |
| Cash Flow from Investing Activities |  |  |
| Capital Expenditure | (44.3) | (75.2) |
| Investment in shares of subsidiary companies | (38.3) | (36.1) |
| Others | 9.1 | (24.1) |
| Net Cash flow from/(used)in investing Activities (B) | (73.5) | (135.4) |
| Cash Flow from Financing Activities |  |  |
| (Repayment)/Proceeds of borrowing | 46.3 | (72.3) |
| Dividend payout | (93.6) | (124.8) |
| Interest expenses | (6.4) | (8.2) |
| Others | (12.8) | (11.3) |
| Net cash flow from/(used)in Financing Activities(C) | (66.5) | (216.6) |
| Net increase/decrease in cash \& cash equivalents (A+B+C) | 187.7 | (219.2) |
| Opening Cash | 246.5 | 399.7 |
| Others | 0.6 | 0.1 |
| Closing Cash | 434.8 | 180.6 |

## Cash Flow - Highlights

- Continued stronger cash flow in business although there has been an increase in inventory and applicable tax rate, impacting cash flow from operations. Cash deployment has increased mainly due to higher stocking of inventory to cater to the approaching festive season.
- Cash flow from investing activities includes capex of Rs 36.6 crores for water heater plant being set up at Neemrana.
- Higher dividend payout and repayment of debt impacted net cash flow from financing activities.

Table 1.9: Total Net Debt (Havells Standalone)

| In crores of rupees | $\begin{array}{r} \hline 31 \text { March } \\ 2014 \end{array}$ | $\begin{array}{r} 30 \text { Sept } \\ 2014 \end{array}$ | - Term loan includes External Commercial Borrowing of USD 20 million from HSBC |
| :---: | :---: | :---: | :---: |
| 1. Short Term | 12.4 | 23.2 | bank (Mauritius) Limited repayable in 12 equal quarterly repayment of USD 16,66,667 |
| 2. Term loan | 120.1 | 102.7 | rted from |
| 3. Deposits | 63.0 | - | As on $30^{\text {th }}$ September 2014 total outstanding principal amount is USD 16.7 million. |
| Total debt | 195.5 | 125.9 | - Repayment of Rs 10.0 crores done in |
| Less: Cash | 626.1 | 438.3 | Q2FY15. |
| Total Net debt | (430.6) | (312.4) |  |

Table 1.10: Financial Ratios (Havells Standalone)

|  |  |  | Key Ratios |
| :---: | :---: | :---: | :---: |
| Financial Ratios Profitability | Q2FY14 | Q2FY15 |  |
| OPM (\%) <br> \{EBIDTA/NR\} | 14.4\% | 13.2\% | Improvement in return on average capital employed. |
| PAT \% \{PAT/NR\} | 10.7\% | 8.8\% |  |
| ROCE \% <br> \{EBITDA TTM/ Average CE\} | 29.4\% | 30.0\% | capital in Q2FY15 mainly because of the increase in inventory days. |
| RONW \% \{PAT TTM/ Average NW\} | 22.0\% | 21.8\% |  |
| Liquidity Ratio |  |  |  |
| Current Ratio \{CACL $\}$ | 1.6 | 1.5 |  |
| Debtors days \{Debtors /NR TTM\} | 10 | 12 |  |
| Inventory days \{Inventories NR TTM\} | 59 | 62 |  |
| Creditors days \{TC /COGS TTM\} | 59 | 54 |  |
| Net Working Capital - days | 10 | 20 |  |
| Leverage Ratio |  |  |  |
| Debt/Total Equity | 0.1 | 0.1 |  |

## Section 2. sylvania (Standalone)

Table 2.1: P\&L Summary (Sylvania standalone) - Quarterly

| In millions of Euro | Q2FY14 | Change |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Q2FY15 | \% | Q1FY15 |
| Net Revenue | $€ 106.8$ | $€ 112.5$ | 5\% | $€ 107.2$ |
| Operating expenses | $€ 103.7$ | $€ 107.0$ |  | $€ 101.7$ |
| Pension liability | - | $€ 0.9$ |  | $€ 0.9$ |
| EBIDTA | € 3.1 | $€ 4.6$ |  | € 4.6 |
| as a \% of NR | 2.9\% | 4.1\% |  | 4.3\% |
| Depreciation | $€ 1.7$ | $€ 1.7$ |  | $€ 1.6$ |
| Finance Cost | $€ 1.3$ | $€ 1.3$ |  | $€ 1.2$ |
| Foreign Exchange (gain)/Loss | € 1.0 | € 1.3 |  | $€ 0.4$ |
| Add: other Income | $€ 0.1$ | $€(0.1)$ |  | - |
| Profit before tax | $€(0.8)$ | $€ 0.2$ |  | $€ 1.4$ |
| as \% of NR | - | 0.2\% |  | 1.3\% |
| Tax | $€ 0.8$ | $€ 1.3$ |  | € 1.1 |
| Net Profit | $€(1.6)$ | $€(1.1)$ |  | € 0.3 |

## Results Summary

- Improvement in topline and margins.
- Comparable EBIDTA in Q2FY15 without provision for pension of Euro 0.9 million would have been Euro 5.5 million ( $4.9 \%$ of net revenue).


## Table 2.2: Region wise revenue and margin analysis (Sylvania)

## Europe results highlights

| In millions of Euro | $\begin{array}{r} \text { Q2 } \\ \text { FY14 } \end{array}$ | \% | $\begin{array}{r} \text { Q2 } \\ \text { FY15 } \end{array}$ | \% | Growth | $\begin{array}{r} \text { Q1 } \\ \text { FY15 } \end{array}$ | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | $€ 59.8$ |  | $€ 65.1$ |  | 9\% | $€ 64.3$ |  |
| Operating profit- EBIDTA | $€ 1.0$ | 1.7\% | € 1.7 | 2.6\% |  | € 2.1 | 3.3\% |

## Americas (Latin America \& USA) results highlights

| In millions of Euro | $\begin{array}{r} \text { Q2 } \\ \text { FY14 } \end{array}$ | \% | $\begin{array}{r} \text { Q2 } \\ \text { FY15 } \end{array}$ | \% | Growth | $\begin{array}{r} \text { Q1 } \\ \text { FY15 } \end{array}$ | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | $€ 40.2$ |  | $€ 41.0$ |  | 2\% | $€ 35.8$ |  |
| Operating profit- EBIDTA | $€ 2.5$ | 6.3\% | $€ 2.7$ | 6.5\% |  | $€ 2.1$ | 5.8\% |
| Financials In US\$ million |  |  |  |  |  |  |  |
| Net Revenue | \$ 53.6 |  | \$ 53.5 |  | (0.2\%) | \$ 49.1 |  |
| Operating profit- EBIDTA | \$ 3.4 | 6.3\% | \$ 3.5 | 6.5\% |  | \$ 2.8 | 5.8\% |

Table 2.3: P\&L Summary (Sylvania standalone) - Half Yearly

|  | H1FY14 | H1FY15 | Change <br> \% |
| :---: | :---: | :---: | :---: |
| Net Revenue | $€ 213.5$ | € 219.7 | 3\% |
| Operating expenses | € 206.2 | $€ 208.7$ |  |
| Pension liability | - | $€ 1.8$ |  |
| EBIDTA | € 7.3 | € 9.2 |  |
| as a \% of NR | 3.4\% | 4.2\% |  |
| Depreciation | $€ 3.4$ | $€ 3.2$ |  |
| Finance Cost | $€ 2.6$ | $€ 2.6$ |  |
| Foreign Exchange (gain)/Loss | $€ 2.5$ | $€ 1.7$ |  |
| Add: other Income | $€ 0.2$ | $€(0.1)$ |  |
| Profit before tax | $€(1.0)$ | € 1.6 |  |
| as \% of NR | - | 0.7\% |  |
| Tax | $€ 1.4$ | $€ 2.4$ |  |
| Net Profit | € (2.4) | € (0.8) |  |

- Improvement in topline and margins.
- Comparable EBIDTA in H1FY15 without provision for pension of Euro 1.8 million would have been Euro 11.0 million (5.0\% of net revenue).

Table 2.4: Balance sheet - Highlights (Sylvania standalone)

|  | As at March 14 | As at Sept 14 | Summary |
| :---: | :---: | :---: | :---: |
| Shareholders' Fund |  |  |  |
| Share Capital | $€ 141.3$ | € 141.3 | The standalone balance sheet provides operational performance of Sylvania business along with its subsidiaries up to Malta level. |
| Reserves and Surplus | $€(78.1)$ | $€(76.7)$ |  |
|  | $€ 63.2$ | $€ 64.6$ |  |
| Non-current liabilities |  |  |  |
| Long term borrowing | $€ 59.5$ | $€ 53.0$ |  |
| Deferred Tax |  |  |  |
| liability(net) | $€(0.6)$ | $€(0.8)$ |  |
| Others | $€ 46.9$ | $€ 48.5$ |  |
| Current Liabilities |  |  |  |
| Short term borrowings | $€ 12.8$ | $€ 14.7$ |  |
| Trade Payables | $€ 95.1$ | $€ 91.9$ |  |
| Others | $€ 62.6$ | € 70.7 |  |
| Total | $€ 339.5$ | $€ 342.6$ |  |
| Fixed Assets | $€ 32.0$ | $€ 31.7$ |  |
| Other non-current assets | € 1.1 | $€ 1.0$ |  |
| Goodwill | $€ 53.0$ | $€ 53.0$ |  |
| Current Assets |  |  |  |
| Inventories | € 98.6 | € 100.7 |  |
| Trade receivables | € 106.4 | € 107.6 |  |
| Cash \& Bank balance | € 28.8 | $€ 25.3$ |  |
| Others | $€ 19.6$ | $€ 23.3$ |  |
| Total | $€ 339.5$ | € 342.6 |  |

## Table 2.5: Total Net Debt

31 March 2014

|  | 31 March $\mathbf{2 0 1 4}$ | $\mathbf{3 0}$ Sept $\mathbf{2 0 1 4}$ |
| :--- | :---: | ---: |
| In millions of Euro | $€ 72.5 \mathrm{mn}$ | $€ 66.9 \mathrm{mn}$ |
| 1.Term Loan | $€ 12.8 \mathrm{mn}$ | $€ 14.7 \mathrm{mn}$ |
| 2. Other short term | $€ 1.2 \mathrm{mn}$ | $€ 1.0 \mathrm{mn}$ |
| 3.Capital lease obligation | $€ 86.5 \mathrm{mn}$ | $€ 82.6 \mathrm{mn}$ |
| Total debt | $€ 28.8 \mathrm{mn}$ | $€ 25.3 \mathrm{mn}$ |
| Less: Cash | $€ 57.7 \mathrm{mn}$ | $€ 57.3 \mathrm{mn}$ |
| Net Debt |  |  |

Table 2.6:Financial Ratios(Sylvania standalone)

| Financial Ratios Profitability | Q2FY14 | Q2FY15 |
| :---: | :---: | :---: |
| OPM (\%) | 2.9\% | 4.1\% |
| $\underset{\{\text { PAT } / N R\}}{ }$ | - |  |
| ROCE \% <br> \{EBITDA TTM/ Average CE\} | - | - |
| RONW \% <br> \{PAT TTM/ Average NW\} | - |  |
| Liquidity Ratio |  |  |
| Current Ratio \{CACL\} | 1.6 | 1.4 |
| Debtors days \{Debtors/NR TTM\} | 86 | 87 |
| Inventory days \{Inventories/NR TTM\} | 80 | 81 |
| Creditors days \{TC/COGS TTM\} | 137 | 144 |
| Net Working Capital-days | 29 | 24 |

## SECTION 3. SHAREHOLDING RELATED INFORMATION

## Table 3.1: Shareholding Pattern

Shareholding Pattern as on 30.9.14


## 3.2: Stock Price Performance

The graph below depicts the Havells stock price performance vis-à-vis NSE during Sept 13-Sept 14.


## 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. Sushil Singhal, DGM (Investor Relations) at Havells India Limited, QRG Towers, 2D Sector 126, Expressway, Noida UP (India), Tel: +91-120-4771000 Fax no.: +91-120-4772000; E-mail : ir@havells.com.

HAVELLS INDIA LIMITED
Regd. Off. : 1, Raj Narain Marg, Civil Lines, Delhi - 110054
Corporate Off. : QRG Towers, 2D, Sector - 126, Expressway, Noida - 201304
Tel. \# 0120-3331000; Fax \# 0120-3332000, Email: investors@havells.com
CIN: L31900DL1983PLC016304
UNAUDITED STANDALONE FINANCIAL RESULTS
FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2014

\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \& \& \& \& \& \multicolumn{3}{|r|}{(Rs.in Crores)} \\
\hline S.N. \& Particulars \& \multicolumn{3}{|c|}{Quarter Ended} \& \multicolumn{2}{|c|}{Year to Date} \& Year ended \\
\hline \& \& 30-Sep-14 \& 30-Jun-14 \& 30-Sep-13 \& 30-Sep-14 \& 30-Sep-13 \& 31-Mar-14 \\
\hline \& \& \multicolumn{3}{|c|}{(Unaudited)} \& \multicolumn{2}{|l|}{(Unaudited)} \& (Audited) \\
\hline 1 \& Income from operations \& \multirow[b]{3}{*}{\[
\begin{array}{r}
1353.12 \\
11.97 \\
\hline
\end{array}
\]} \& \multirow[b]{3}{*}{\[
\begin{array}{r}
1267.05 \\
9.82 \\
\hline
\end{array}
\]} \& \& \multirow[b]{3}{*}{\[
\begin{array}{r}
2620.17 \\
21.79 \\
\hline
\end{array}
\]} \& \multirow[b]{3}{*}{\[
\begin{array}{r}
2210.11 \\
15.14
\end{array}
\]} \& \multirow[b]{3}{*}{\[
\begin{array}{r}
4684.23 \\
35.46
\end{array}
\]} \\
\hline \& a) Net Sales/Income from Operations (Net of excise duty) \& \& \& 1166.05 \& \& \& \\
\hline \& b) Other Operating Income \& \& \& 7.90 \& \& \& \\
\hline \& Total income from operations (net) \& 1365.09 \& 1276.87 \& 1173.95 \& 2641.96 \& 2225.25 \& 4719.69 \\
\hline \multirow[t]{10}{*}{2} \& \multirow[t]{9}{*}{\begin{tabular}{l}
Expenditure \\
a) Cost of materials consumed \\
b) Purchases of stock-in-trade \\
c) Change in inventories of finished goods, work-in-progress and stock-in-trade \\
d) Employee benefits expense \\
e) Depreciation and amortisation expense \\
f) Foreign Exchange Fluctuation loss/(gain) \\
g) Other expenses
\end{tabular}} \& \& \multirow{5}{*}{\[
\begin{array}{r}
757.32 \\
84.76 \\
(65.47)
\end{array}
\]} \& \& \multirow{5}{*}{\begin{tabular}{l}
1518.00 222.52 \\
(140.63)
\end{tabular}} \& \multirow{5}{*}{1186.80 197.17 (24.68)} \& \multirow{5}{*}{2546.21 359.69 (4.19)} \\
\hline \& \& 760.68 \& \& 670.80 \& \& \& \\
\hline \& \& 137.76 \& \& 106.50 \& \& \& \\
\hline \& \& (75.16) \& \& (57.86) \& \& \& \\
\hline \& \& \& \& \& \& \& \\
\hline \& \& 78.26 \& 73.44 \& 60.03 \& \multirow[t]{2}{*}{\[
\begin{array}{r}
151.70 \\
43.27
\end{array}
\]} \& \multirow[t]{2}{*}{\[
\begin{array}{r}
121.11 \\
31.50
\end{array}
\]} \& \multirow[t]{2}{*}{247.48
63.63} \\
\hline \& \& 22.48 \& 20.79 \& 15.92 \& \& \& \\
\hline \& \& (2.96) \& (1.09) \& (0.53) \& (4.05) \& \[
7.12
\] \& (8.41) \\
\hline \& \& 283.19 \& 265.80 \& 225.54 \& 548.99 \& 434.84 \& \[
928.90
\] \\
\hline \&  \& 1204.25 \& 1135.55 \& 1020.40 \& 2339.80 \& 1953.86 \& 4133.31 \\
\hline 3 \& Profit from operations before other Income, finance costs and exceptional Items (1-2) \& 160.84 \& 141.32 \& 153.55 \& 302.16 \& 271.39 \& 586.38 \\
\hline 4 \& Other Income \& 11.45 \& 11.54 \& 7.85 \& 22.99 \& 11.04 \& 35.65 \\
\hline 5 \& Profit from ordinary activities before finance costs and exceptional items (3+4) \& 172.29 \& 152.86 \& 161.40 \& 325.15 \& 282.43 \& 622.03 \\
\hline 6 \& Finance Costs \& 5.91 \& 3.31 \& 6.05 \& 9.22 \& 11.69 \& 26.93 \\
\hline 7 \& Profit from ordinary activities after finance costs but before
exceptional items (5-6) \& 166.38 \& 149.55 \& 155.35 \& 315.93 \& 270.74 \& 595.10 \\
\hline 8 \& Exceptional items \& - \& - \& - \& - \& - \& - \\
\hline 9 \& Profit from ordinary activities before tax (7+8) \& 166.38 \& 149.55 \& 155.35 \& 315.93 \& 270.74 \& 595.10 \\
\hline 10 \& Tax expenses \& 46.77 \& 42.28 \& 29.63 \& 89.05 \& 50.36 \& 116.41 \\
\hline 11 \& Net Profit from ordinary activities after tax (9-10) \& 119.61 \& 107.27 \& 125.72 \& 226.88 \& 220.38 \& 478.69 \\
\hline 12 \& Extraordinary Items (net of tax expenses) \& - \& - \& - \& - \& - \& - \\
\hline 13 \& Net Profit for the period (11+12) \& 119.61 \& 107.27 \& 125.72 \& 226.88 \& 220.38 \& 478.69 \\
\hline 14 \& Minority interest \& - \& - \& - \& - \& - \& - \\
\hline 15 \& Net Profit after taxes and minority interest (13-14) \& 119.61 \& 107.27 \& 125.72 \& 226.88 \& 220.38 \& 478.69 \\
\hline 16 \& Paid-up Equity Share Capital (Face value of Re.1/- each) \& 62.44 \& 62.40 \& 62.41 \& 62.44 \& 62.41 \& 62.39 \\
\hline 17 \& Reserves excluding revaluation reserves as per balance sheet of previous year \& - \& - \& - \& - \& - \& 2,067.46 \\
\hline 18 \& \begin{tabular}{l}
Earnings per share (EPS) before extraordinary items ( of Re.1/-each) (not annualised) : \\
a) Basic and Diluted \\
Earnings per share (EPS) after extraordinary items ( of Re.1/-each) (not annualised) : \\
a) Basic and Diluted
\end{tabular} \& 1.92
1.92 \& 1.72
1.72 \& 2.01
2.01 \& 3.64
3.64 \& 3.53
3.53 \& 7.67
7.67 \\
\hline \[
\begin{gathered}
\hline \text { A. } \\
1
\end{gathered}
\] \& \begin{tabular}{l}
PARTICULARS OF SHAREHOLDING \\
Public shareholding \\
- Number of Shares \\
- Percentage of shareholding
\end{tabular} \& \[
\begin{array}{r}
239530115 \\
38.36 \\
\hline
\end{array}
\] \& \[
\begin{array}{r}
239145835 \\
38.32
\end{array}
\] \& \[
\begin{array}{r}
239145835 \\
38.32
\end{array}
\] \& \[
\begin{array}{r}
239530115 \\
38.36
\end{array}
\] \& \[
\begin{array}{r}
239145835 \\
38.32 \\
\hline
\end{array}
\] \& \[
\begin{array}{r}
239145835 \\
38.32 \\
\hline
\end{array}
\] \\
\hline \multirow[t]{7}{*}{2} \& \multirow[t]{7}{*}{\begin{tabular}{l}
Promoters and Promoter Group Shareholding \\
a) Pledged/Encumbered \\
- Number of shares \\
- Percentage of shares (as a \% of the total shareholding of promoter and promoter group) \\
- Percentage of shares (as a \% of the total share capital of the company) \\
b) Non - encumbered \\
- Number of shares \\
- Percentage of shares (as a \% of the total shareholding of the promoter and promoter group) \\
- Percentage of shares (as a \% of the total share capital of the company)
\end{tabular}} \& \& \multirow[b]{7}{*}{NIL
N.A.
N.A.

384957920
100.00
61.68} \& \& \& \multirow[b]{4}{*}{NIL
N.A.
N.A.} \& \multirow[b]{7}{*}{$\begin{array}{r}\text { NIL } \\ \text { N.A. } \\ \text { N.A. } \\ \\ 384957920 \\ 100.00 \\ 61.68 \\ \hline\end{array}$} <br>
\hline \& \& NIL \& \& NIL \& NIL \& \& <br>
\hline \& \& N.A. \& \& N.A. \& N.A. \& \& <br>
\hline \& \& N.A. \& \& N.A. \& N.A. \& \& <br>
\hline \& \& \& \& 384957920 \& 384957920 \& 384957920 \& <br>

\hline \& \& $$
100.00
$$ \& \& 384957920

100.00 \& 384957920
100.00 \& 384957920
100.00 \& <br>

\hline \& \& $$
61.64
$$ \& \& 61.68 \& 61.64 \& 61.68 \& <br>

\hline
\end{tabular}

| B. | INVESTORS COMPLAINTS | Quarter |
| :--- | :--- | :--- |
|  | Ni |  |
| Pending at the beginning of the quarter | $\mathbf{4}$ |  |
| Received during the quarter | $\mathbf{4}$ |  |
| Disposed of during the quarter | $\mathbf{N i l}$ |  |
| Remaining unresolved at the end of the quarter |  |  |

1. During the quarter, the Company has made further investment of Rs. 17.70 crores in its wholly owned subsidiary "Havells Holdings Limited".
2. During the quarter, the Company have sub divided the face value of company's equity share from Rs. 5 each to Re. 1 each fully paid up. Accordingly, EPS has also been adjusted.
3. During the quarter, employees covered under "Havells Employees Long Term Incentive Plan 2014" have exercised their options and accordingly $3,84,280$ equity shares are transferred in the name of employees
4. Effective from April 1, 2014, the Company has charged depreciation based on the revised remaining useful life of the assets as per the requirement of Schedule II of the Companies Act, 2013. Due to above, depreciation charge for the quarter ended September 30, 2014, is higher by Rs. 4.83 crores. Further, based on transitional provision provided in Note 7(b) of Schedule II, an amount of Rs. 3.42 crores (net of Deferred Tax) has been adjusted with retained earnings.
5. In accordance with the opinion of Expert Advisory Committee (EAC) of 'The Institute of Chartered Accountants of India' (issued in the month of March 2014), the Company has during the period, consolidated the financial statements of 'Havells Employees Welfare Trust' in the financial statements of the Company.
6. Tax expense includes current tax, deferred tax and is net of MAT credit if any.
7. Figures for the previous periods have been regrouped and reclassified to conform to the classification of the current period, where necessary.
8. The above financial results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 22 nd October,2014. The statutory auditors of the Company have conducted limited review of these financial results.

For and on behalf of the Board Havells India Limited

| HAVELLS INDIA LIMITED <br> Regd. Off. : 1, Raj Narain Marg, Civil Lines, Delhi - 110054 <br> Corporate Off. : QRG Towers, 2D, Sector - 126, Expressway, Noida - 201304 <br> Tel. \# 0120-3331000; Fax \# 0120-3332000, Email: investors@havells.com CIN: L31900DL1983PLC016304 <br> SEGMENTWISE REVENUE, RESULTS AND CAPITAL EMPLOYED |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| S.N. Particulars |  |  | Quarter Ended |  | Year to | Date | (Rs.in Crores) |
| 1 | Net Segment Revenue <br> a) Switchgears <br> b) Cable <br> c) Lighting \& Fixtures <br> d) Electrical Consumer Durables <br> Total <br> Less: Inter Segment Revenue | 30-Sep-14 | 30-Jun-14 | 30-Sep-13 | 30-Sep-14 | 30-Sep-13 | 31-Mar-14 |
|  |  |  | (Unaudited) |  | (Unaud | ted) | (Audited) |
|  |  | $\begin{aligned} & 338.68 \\ & 591.44 \\ & 193.56 \\ & 241.41 \end{aligned}$ | $\begin{aligned} & 307.31 \\ & 534.80 \\ & 165.42 \\ & 269.34 \end{aligned}$ | $\begin{aligned} & 313.52 \\ & 487.38 \\ & 179.79 \\ & 193.26 \end{aligned}$ | $\begin{array}{r} 645.99 \\ 1126.24 \\ 358.98 \\ 510.75 \\ \hline \end{array}$ | $\begin{aligned} & 589.49 \\ & 892.26 \\ & 327.99 \\ & 415.51 \end{aligned}$ | $\begin{array}{r} 1219.19 \\ 1926.43 \\ 720.69 \\ 853.38 \\ \hline \end{array}$ |
|  |  | 1365.09 | 1276.87 | 1173.95 | 2641.96 | 2225.25 | 4719.69 |
|  |  |  |  | - |  |  |  |
|  | Sales/ Income from Operations | 1365.09 | 1276.87 | 1173.95 | 2641.96 | 2225.25 | 4719.69 |
|  | Segment Results <br> (Profit(+)/ Loss(-) before Tax and Interest from each Segment) <br> a) Switchgears <br> b) Cable <br> c) Lighting \& Fixtures <br> d) Electrical Consumer Durables <br> Total <br> Less : (i) Finance cost <br> (ii) Other un-allocable expenses net of un-allocable income | $\begin{array}{r} 123.93 \\ 70.91 \\ 52.08 \\ 60.04 \\ \hline \end{array}$ | $\begin{array}{r} 112.03 \\ 58.78 \\ 43.01 \\ 68.33 \\ \hline \end{array}$ | $\begin{array}{r} 114.62 \\ 49.90 \\ 40.53 \\ 52.88 \\ \hline \end{array}$ | $\begin{array}{r} 235.96 \\ 129.69 \\ 95.09 \\ 128.37 \\ \hline \end{array}$ | $\begin{array}{r} 214.19 \\ 90.41 \\ 77.74 \\ 112.57 \\ \hline \end{array}$ | $\begin{aligned} & 403.17 \\ & 210.99 \\ & 178.70 \\ & 230.40 \\ & \hline \end{aligned}$ |
|  |  | 306.96 5.91 | 282.15 3.31 | 257.93 6.05 | 589.11 9.22 | 494.91 11.69 | 1023.26 26.93 |
|  |  | 134.67 | 129.29 | 96.53 | 263.96 | 212.48 | 401.23 |
|  | Total Profit before Tax | 166.38 | 149.55 | 155.35 | 315.93 | 270.74 | 595.10 |
| 3 | Capital Employed <br> (Segment Assets - Segment Liabilities) <br> a) Switchgears <br> b) Cable <br> c) Lighting \& Fixtures <br> d) Electrical Consumer Durables |  |  |  |  |  |  |
|  |  | 310.75 | 305.40 | 354.91 | 310.75 | 354.91 | 302.71 |
|  |  | 445.78 | 426.51 | 317.71 | 445.78 | 317.71 | 329.63 |
|  |  | 276.71 | 259.20 | 269.43 | 276.71 | 269.43 | 252.60 |
|  |  | 206.31 | 158.12 | 156.33 | 206.31 | 156.33 | 164.78 |
|  |  | 1239.55 | 1149.23 | 1098.38 | 1239.55 | 1098.38 | 1049.72 |
|  | e) Others-Unallocable | 1123.67 | 1085.80 | 995.29 | 1123.67 | 995.29 | 1080.13 |
|  | Total | 2363.22 | 2235.03 | 2093.67 | 2363.22 | 2093.67 | 2129.85 |
|  |  |  |  |  |  |  |  |
| STATEMENT OF ASSETS AND LIABILITIES |  |  |  |  |  | (Rs.in Crores) <br> Standalone |  |
|  |  |  |  |  |  |  |  |  |
| Particulars |  |  |  |  |  | $\begin{array}{\|r\|} \hline \text { As At } \\ 30.09 .2014 \end{array}$ | $\begin{array}{\|r\|} \hline \text { As At } \\ 31.03 .2014 \end{array}$ |
| A |  |  |  |  |  |  |  |
|  | Shareholders' funds |  |  |  |  |  |  |
|  | (a) Share capital |  |  |  |  | 62.44 | 62.39 |
|  | (b) Reserve and surplus |  |  |  |  | 2300.78 | 2067.46 |
|  | Sub-total-Shareholders' funds |  |  |  |  | 2363.22 | 2129.85 |
| 2 | Minority interestNon-current liabilities |  |  |  |  | - | - |
|  |  |  |  |  |  | 61.61 | 143.08 |
|  | (b) Deferred tax liabilities (net) |  |  |  |  | 45.71 | 51.74 |
|  | (c) Other long-term liabilities |  |  |  |  | 2.12 | 40.30 |
|  | (d) Long-term provisions |  |  |  |  | 3.86 | 2.26 |
|  | Sub-total- Non-current liabilities |  |  |  |  | 113.30 | 237.38 |
| 4 | Current liabilities <br> (a) Short-term borrowings <br> (b) Trade payables <br> (c) Other current liabilities |  |  |  |  | 23.16 469.00 422.52 | 12.37 439.58 305.13 |
|  | (d) Short-term provisions |  |  |  |  | 132.55 | 273.79 |
|  | Sub-total- Current liabilities |  |  |  |  | 1047.23 | 1030.87 |
|  | TOTAL- EQUITY AND LIABILITIES |  |  |  |  | 3523.75 | 3398.10 |
| B1 | ASSETS |  |  |  |  |  |  |
|  | Non-current assets |  |  |  |  |  |  |
|  | (a) Fixed assets |  |  |  |  |  |  |
|  | (b) Non-current investments |  |  |  |  | 918.61 | $882.52$ |
|  | (c) Long-term loans and advances |  |  |  |  | 48.15 | 71.16 |
|  | (d) Other non-current assets |  |  |  |  | 0.39 | 0.35 |
|  | Sub-total- Non-current assets |  |  |  |  | 1932.15 | 1888.09 |
| 2 | Current assets |  |  |  |  |  |  |
|  | (a) Inventories |  |  |  | (b) Trade receivables | 169.53 | 136.49 |
|  | (c) Cash and bank balances |  |  |  |  | 438.29 | 626.16 |
|  | (d) Short-term loans and advances |  |  |  |  | 68.33 | 44.92 |
|  | (e) Other current assets |  |  |  |  | 23.86 | 19.73 |
|  | $\begin{aligned} & \text { Sub-total- Current assets } \\ & \text { TOTAL- ASSETS } \end{aligned}$ |  |  |  |  | 1591.60 | 1510.01 |
|  |  |  |  |  |  | 3523.75 | 3398.10 |

## HAVELLS INDIA LIMITED

Regd. Off. :1 Raj Narain Marg, Civil Lines, Delhi - 110054
Corp Off. : QRG Towers, 2D, Sector - 126, Expressway, Noida - 201304
CIN No. : L319000DL1983PLCO16304
UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER ENDED SEPTEMBER 30,2014

| s.No | Particulars | Quarter Ended(Consolidated) 30 -Sept-14 |  |  |  | Quarter Ended(Consolidated) $30-$ Sept-13 |  |  |  | Period ended Ended (Consolidated) $30-$ Sept-14 |  |  |  | Period ended Ended (Consolidated) 30 -Sept-13 |  |  |  | Year Ended (Consolidated) 31-March-14 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Havells | Sylvania | Elimination | Consolidated | Havells | Sylvania | Elimination | Consolidated | Havels | Sylvania | Elimination | Consolidated | Havells | Sylvania | Elimination | Consolidated | Havells | Sylvania | Elimination | Consolidated |
| 1 | Net Revenue | 1,365.1 | 903.8 | 62.3 | 2,206.6 | 1,174.0 | 879.0 | 22.6 | 2,030.4 | 2,642.0 | 1782.4 | 88.5 | 4,335.9 | 2,225.3 | 1,667.8 | 40.1 | 3,853.0 | 4,719.7 | 3,575.1 | 109.0 | 8.185 .8 |
| 2 | Earning before finance cost, depreciation, tax and amortisation | 180.3 | 36.7 | -2.7 | 219.7 | 169.1 | 25.6 | -0.4 | 195.1 | 341.4 | 74.4 | -5.4 | 421.2 | 310.0 | 56.6 | -0.8 | 367.4 | 641.5 | 129.9 | -7.7 | 779.1 |
| 3 | Less: Depreciation | 22.5 | 13.5 | -0.3 | 36.3 | 15.9 | 14.3 | -0.1 | 30.3 | 43.3 | 26.3 | -0.5 | 70.1 | 31.5 | 26.8 | -0.2 | 58.5 | 63.6 | 51.6 | -0.3 | 115.5 |
|  | Less: Finance cost | 5.9 | 10.5 107 | ${ }_{-0.7}^{-0.7}$ | 17.1 <br> 7 | ${ }_{-0.1}$ | 10.6 | -1.2 | 17.9 79 | 9.4 |  | -1.3 | 31.2 97 | 11.7 | ${ }_{19}^{20.6}$ | -2.7 | $\begin{array}{r}35.0 \\ 26 . \\ \hline\end{array}$ | 26.9 <br> -8.4 | 42.1 | -5.1 |  |
| 6 | Less : Foreign Exchange Fluctuation (net) | -3.0. | 10.7 <br> -0.7 | -0.8 | 11.6 | ${ }_{-0.8}$ | 0.8 | -0.2 | 8.8 | 23.0 | -0.7 | -0.6 | 22.9 | 11.0 | 2.4 | 0.1 | ${ }_{13.3}$ | --0.7 | 7.5. | 2.0 | 41.2 |
| 7 | Add: Exceptional item |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 0.0 | 0.0 | 0.0 |  |
| 8 | Profit Before Tax | 166.4 | 1.3 | -2.4 | 170.1 | 155.4 | -6.7 | 1.0 | 147.7 | 316.0 | 13.0 | -4.1 | 333.1 | 270.7 | -7.7 | 2.4 | 260.6 | 595.1 | -1.3 | -0.3 | 594.1 |
| 9 | Less: Tax expenses | 46.8 | 10.1 | -0.1 | 57.0 |  |  | 0.0 | 36.0 | 89.1 | 19.1 | 0.0 | 108.2 | 50.3 | 11.5 | 0.0 | 61.8 | 116.4 | 31.4 | 0.0 |  |
| 10 | Net Profit after tax | 119.6 | -8.8 | -2.3 | 113.1 | 125.7 | -13.1 | 0.9 | 111.7 | 226.9 | -6.1 | 4.1 | 224.9 | 220.4 | -19.2 | 2.4 | 198.8 | 478.7 | -32.7 | -0.3 | 446.3 |

