



Forever growing. Forever advancing.  
annual report 2010-2011



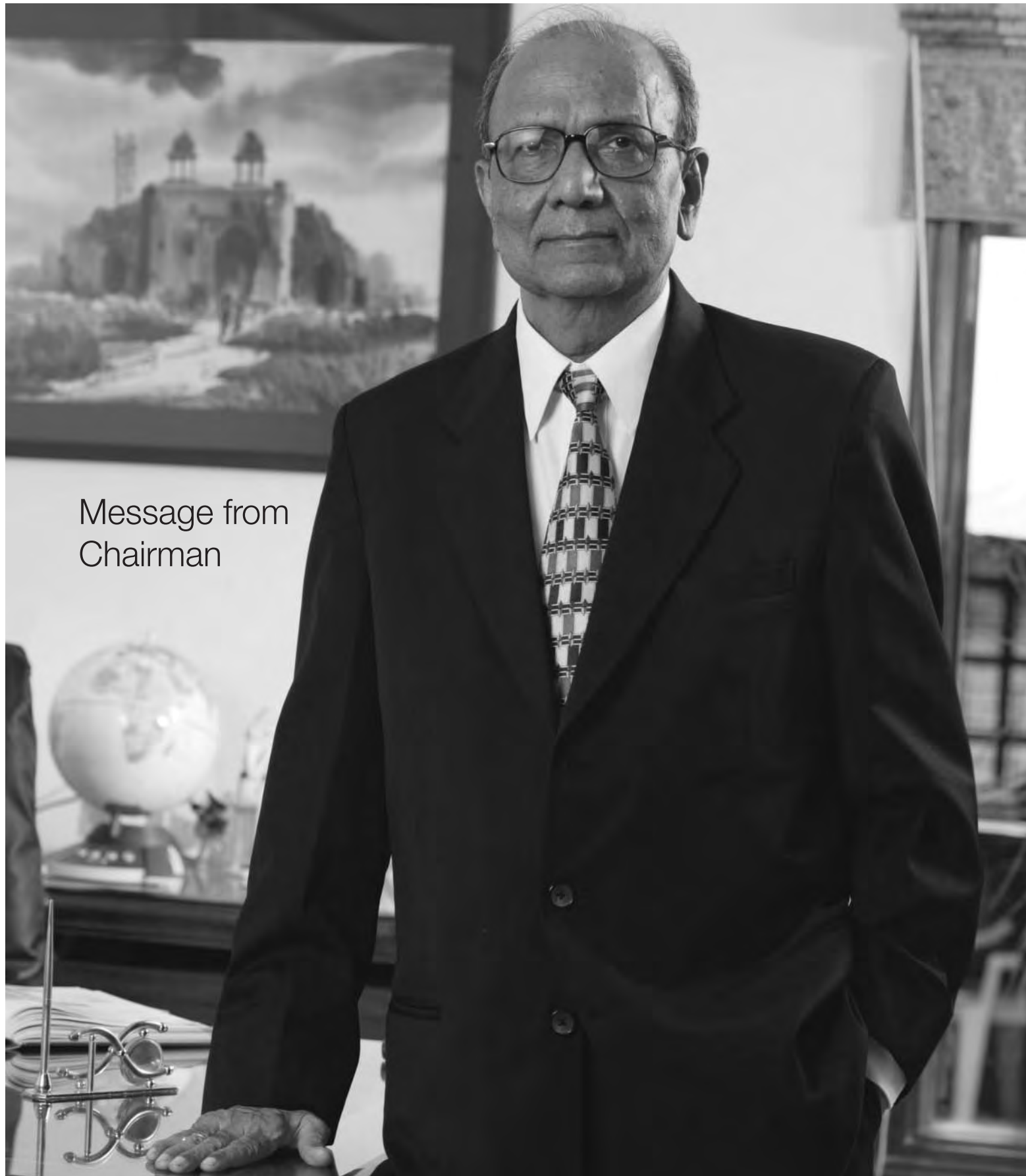
**HAVELLS**



annual report 2010-2011

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Message from  
Chairman

“If your mind can conceive it,  
and your heart can believe it,  
you can achieve it.”

Dear Shareholders,

I am pleased to share your Company performance and our quest for continuous improvement. Havells has always believed in simplicity of thoughts and action plan. We strive to improve constantly and continuously as improvement has no target or threshold. It may be simple yet a powerful tool to achieve the complex tasks and challenging objectives.

This quest for improvement enabled Havells to turnaround Sylvania in a difficult environment. We laid clearly our objectives and transparently communicated with all stakeholders including employees, vendors, customers and bankers. It is a continuous process at Sylvania and while we have achieved initial success, we recognize that there is much to further achieve and we are focused on the task ahead.

We are leveraging Sylvania brand to launch products in Asia including Malaysia and Indonesia. In China, we are focusing on domestic markets to capitalise on emerging opportunity. In line with our strategy to utilise Sylvania distribution network for Havells range of products, we would shortly be launching Switchgear in UK under Havells brand. The initial feedback has been positive and based on our experience, we would decide on roll out in other countries as well.

In India, we are further broadening our product portfolio through launch of domestic appliances. You would recall that we had launched lighting & fans in 2005 which in a short period, are now amongst the top 3 players in their respective industries. We aim to similarly manage Appliances business and earn customer delight and respect for our products.

We have integrated our global R&D initiative in Europe, India and China to drive synergies on product innovation and launches. We would be able to adapt global launches to Indian requirements in a more efficient and timely manner.

We continue to contribute towards a Greener and Energy efficient environment through our products and manufacturing practices. Further, as a responsible and conscious corporate citizen, we have been initiating several projects towards primary education in rural areas, healthcare and malnutrition.

Havells is now a national household brand and we would continue to improve to meet customer expectations. I can assure you that the management team is solely and singularly focused on driving and communicating continuous improvement in each and every action of the Company.

I would like to dedicate this spirit to our employees who have been tirelessly working to secure a better future for the Company and its Shareholders.

I would express my gratitude to our diverse stakeholders, our customers, vendors, bankers and the Board of Directors for their continued support, enthusiasm and guidance.

I look forward to your continuing patronage and trust in our mission.

Regards,

**Qimat Rai Gupta**

Chairman & Managing Director



## Board of Directors





**Qimat Rai Gupta**  
Chairman & Managing Director



**Anil Gupta**  
Joint Managing Director



**Surjit Gupta**  
Director



**Rajesh Gupta**  
Director (Finance)



**S B Mathur**  
Director



**S K Tuteja**  
Director



**A P Gandhi**  
Director



**Niten Malhan**  
Director



**V K Chopra**  
Director



**Dr. Adarsh Kishore**  
Director

Company Secretary	Sanjay Gupta
Auditors	M/s V.R.Bansal & Associates Chartered Accountants B-11, Sector-2, Noida
Bankers	Canara Bank, PCB-II, Barakhamba Lane, New Delhi-110 001 IDBI Bank Ltd., Red Cross Building, New Delhi-110 001 Corporation Bank, G-28-29, Sector 18, Noida State Bank of India, IFB, New Delhi-110 001 Yes Bank Ltd., South Extn., Part-II, New Delhi-110 049 Standard Chartered Bank, 23, Barakhamba Road, New Delhi-110 001 Union Bank of India, IFB, New Delhi-110 001
Share Transfer Agent	MCS Limited (Unit Havells India Ltd.) F-65, Okhla Industrial Area, Phase-I New Delhi-110 020 Tel: 011-41406149, Website: www.mcsind.com
Listed on	The National Stock Exchange of India Limited The Bombay Stock Exchange Limited
Registered Office	1/7, Ram Kishore Road, Civil Lines, Delhi-110 054
Corporate Office	QRG Towers, 2D, Sector - 126, Expressway, Noida - 201 304, U.P. Tel: +91-120-4771000, 4772000 www.havells.com



# INDUSTRIAL SWITCHGEAR







## Pursuit of accuracy, that never switches off.

Havells is a leader in the industrial switchgear category, as India's No. 1 MCCB manufacturer and as having the first ACB with  $C^2$  technology. The state-of-the-art new industrial switchgear plant at Sahibabad complete with new tool room, CNC machines, test labs and a design lab is a highlight of our extensive industrial switchgear portfolio. Extensive investments were made to improve the manufacturing infrastructure, machinery and test labs at the Faridabad plant. Another highlight of this year was the launch of the new contactors range.



# DOMESTIC SWITCHGEAR





## Making life shockproof.

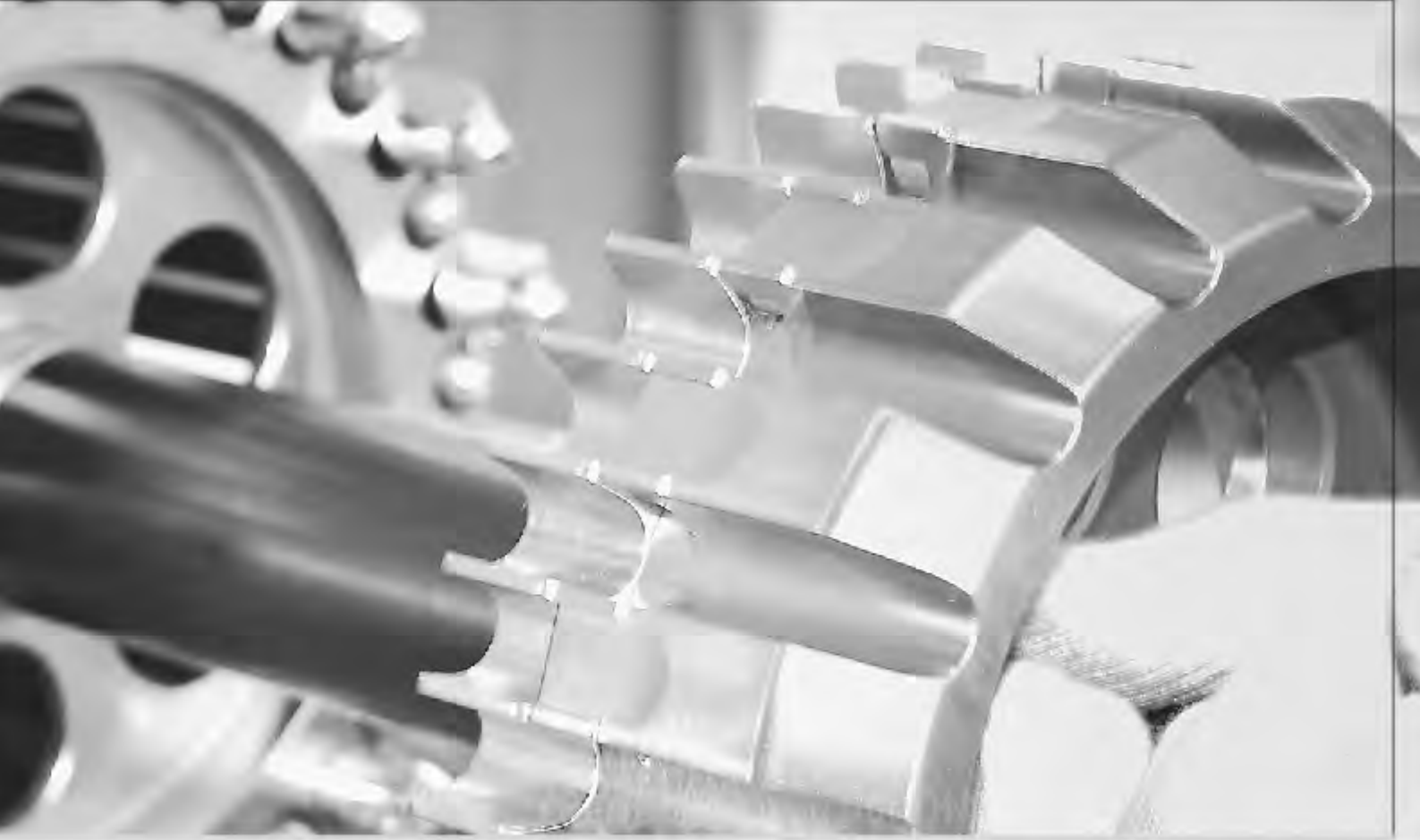
Havells Domestic Switchgear is a leading name in circuit protection devices in India. Havells is proud to be India's largest manufacturer and exporters of MCBs. These world class MCBs along with RCCBs, RCBOs and ACCL are manufactured at India's first fully automated plant at Baddi in Himachal Pradesh. A unique feature of our manufacturing process is that a 100% product testing is carried out to ensure superior quality of these products.



# MOTORS







## Operating profits ensured with Havells motors.

Havells Motors are manufactured at the ultra modern plant at Neemrana. This state-of-the art plant has Asia's biggest testing bench and boasts of automated processes like automated copper winding, impregnation, paint shop and testing. Our motors are manufactured in technical collaboration with AEG Motors from Spain. Approximately 30% of the motors manufactured here are exported. Our motors are one of the most energy-efficient in India and are available in EFF1 and EFF2 ranges.



# CABLES





## Cables that don't catch fire.

Havells is India's second largest manufacturer of cables. Our Cables Plant is one of the biggest manufacturing infrastructure in the industry with cutting-edge technology and latest machinery like the CVV line. To ensure our customers receive the best cables and wires every time, only the purest of copper is used as raw material. Our flame-retardant promise is ensured by the in-house production of flame-retardant PVC to provide consistent quality. That's not all, Havells was the first brand to get BASEC certification for its cables.



# FANS





## Summers are cool with Havells fans.

Havells fans are manufactured at Haridwar, which is the largest integrated fan manufacturing plant in India. The plant employs state-of-the-art CNC winding machines, CNC Machining Centre and also has a fully automated Paint Shop. All fans go through a number of in-house quality control tests at the fully automated test lab. Havells fans are known for their wide range, energy-efficiency and superior finish.



CFLs







## Save more with India's greenest CFLs.

Havells is one of the dominant players in the CFL segment. Its Neemrana Plant is a Global Manufacturing Hub with a current capacity of 4 million per month, slated to go up to 10 million per month. It boasts of an automated assembly line to deliver world class products. This plant prides itself over the revolutionary Pill Dozing Technology, the ROHS Certificate and the individual testing of every single CFL. The CFLs manufactured here are India's first truly green CFLs.



# LIGHTING







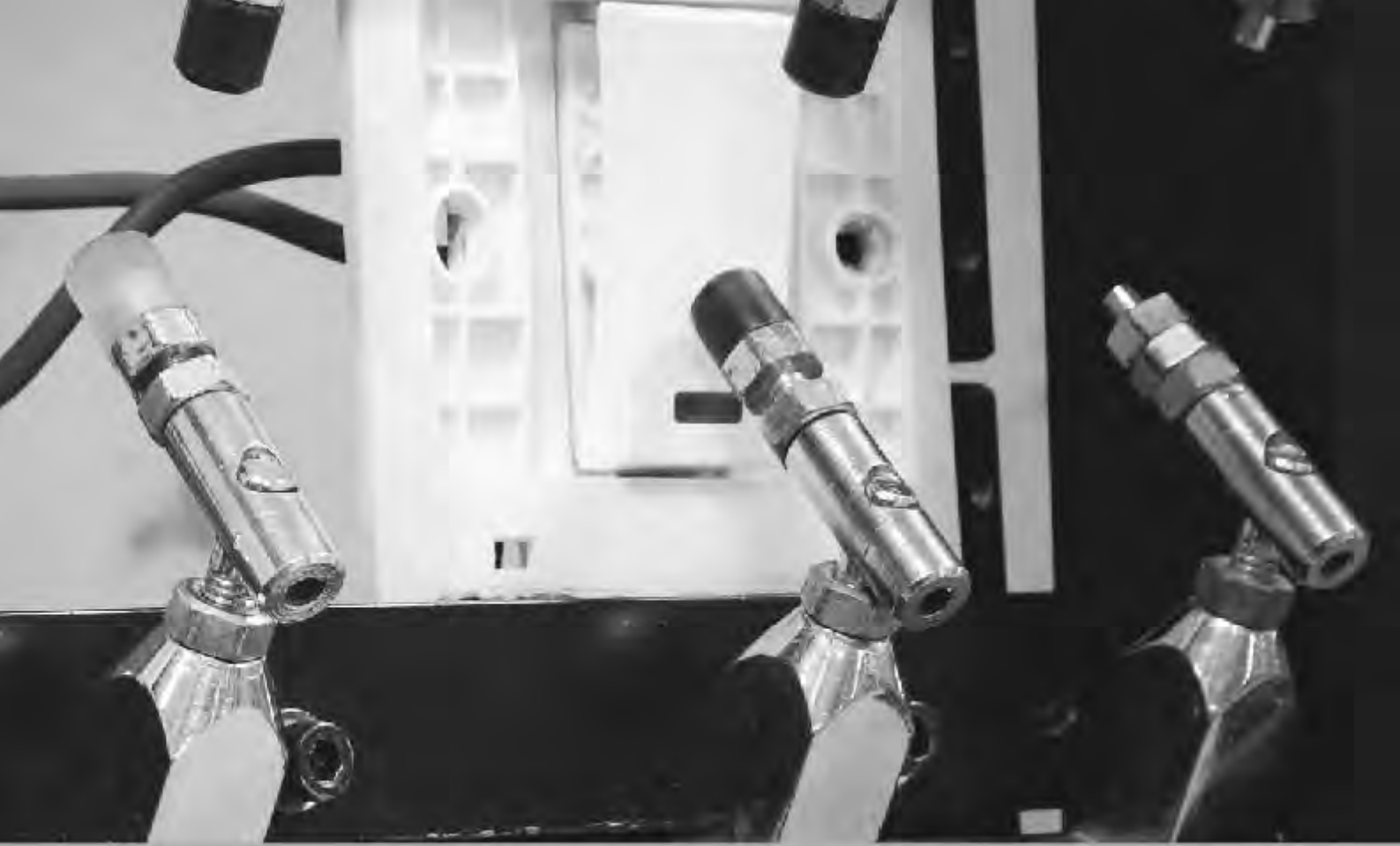
## Lighting up the world.

Havells offers a wide range of energy-efficient lighting solutions. These lights and fixtures are made with the utmost accuracy to get right reflections. Be it the range of LED lights or Havells CMI lamps, they are all aesthetically designed and technologically superior. Havells lighting solutions include lights for domestic, commercial, industrial, street, landscape, malls and museums.



# SWITCHES





## Switches - blending aesthetics with perfection.

Crabtree, the premium range of switches from Havells, is proud of being fire-retardant, dust-free, shock-proof and child tamper-proof. Made of superior quality raw materials, these switches come with a guarantee of 1 Lakh operations.

Havells also manufactures Coral and Pearlz modular switches which are known for their durability and superior finish.