

27<sup>th</sup> July, 2019

The National Stock Exchange of India Limited  
Exchange Plaza, 5th Floor  
Plot No. C/1, G Block  
Bandra Kurla Complex  
Bandra (E)  
**Mumbai- 400 051**  
  
**NSE Symbol : HAVELLS**

BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
**Mumbai- 400 001**  
  
**Scrip Code : 517354**

**Sub: Information Update on the Unaudited Financial Results Q1 2019-20**

Dear Sir,

In furtherance to the un-audited standalone and consolidated financial results of the Company viz. Havells India Limited already forwarded to the stock exchanges this day in compliance of Regulations 30 and 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, also please find enclosed herewith an information update on the financial results of the Company for the first quarter ended 30th June, 2019.

The above is for your information and records.

Thanking you.

Yours faithfully,  
for **Havells India Limited**



**(Sanjay Kumar Gupta)**  
**Company Secretary**

**Encl: as above**

**HAVELLS INDIA LTD.**

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CIN: L31900DL1983PLC016304

GSTIN: 09AAACH0351E1Z3

# Havells India Limited

Q1 FY20 {JUNE 30, 2019}  
{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 27<sup>th</sup> July 2019.

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## SECTION 1. HAVELLS INDIA (STANDALONE)

Table 1.1: P&L Summary – Quarterly

In crores of Rupees	Q1 FY 20 (Havells)	Q1 FY 19 (Havells)	Change % (Havells)	Q1 FY 20 (Lloyd)	Q1 FY 19 (Lloyd)	Q1 FY 20 (Total)	Q1 FY 19 (Total)	Change % (Total)
<b>Net Revenue</b>	<b>2,060.0</b>	<b>1,888.2</b>	<b>9%</b>	<b>652.0</b>	<b>708.1</b>	<b>2,712.0</b>	<b>2,596.3</b>	<b>4%</b>
<b>Contribution as a % to NR</b>	<b>531.6 25.8%</b>	<b>490.5 26.0%</b>	<b>8%</b>	<b>104.9 16.1%</b>	<b>137.0 19.3%</b>	<b>636.5 23.5%</b>	<b>627.5 24.2%</b>	<b>1%</b>
Add: Depreciation / Amortization	40.4	30.0		6.5	5.1	46.9	35.1	
Less: Advertisement and Sales Promotion as a % to NR	70.1 3.4%	65.6 3.5%	<b>7%</b>	66.8 10.2%	50.0 7.1%	136.9 5.0%	115.6 4.5%	<b>18%</b>
Less: Other SG&A as a % to NR	235.2 11.5%	199.9 10.6%	<b>18%</b>	35.7 5.5%	26.2 3.7%	270.9 10.0%	226.1 8.7%	<b>20%</b>
<b>EBIDTA as a % to NR</b>	<b>266.7 12.9%</b>	<b>255.0 13.5%</b>	<b>5%</b>	<b>8.9 1.4%</b>	<b>65.9 9.3%</b>	<b>275.6 10.2%</b>	<b>320.9 12.4%</b>	<b>(14%)</b>
Depreciation / Amortization	40.4	30.0		6.5	5.1	46.9	35.1	
Interest Expense	4.7	2.5		-	-	4.7	2.5	
Foreign Exchange (gain)/loss	(2.0)	0.0		(8.7)	8.5	(10.7)	8.5	
Interest Income (C)	23.8	24.6		-	-	23.8	24.6	
Others (D)	5.2	4.5		-	-	5.2	4.5	
Add: Other Income (C) + (D)	29.0	29.1		-	-	29.0	29.1	
<b>Profit before tax as a % to NR</b>	<b>252.6 12.3%</b>	<b>251.6 13.3%</b>	<b>0%</b>	<b>11.1 1.7%</b>	<b>52.3 7.4%</b>	<b>263.7 9.7%</b>	<b>303.9 11.7%</b>	<b>(13%)</b>
Tax	-	-		-	-	89.8	93.5	
<b>Net Profit as a % to NR</b>	<b>-</b>	<b>-</b>		<b>-</b>	<b>-</b>	<b>173.9 6.4%</b>	<b>210.4 8.1%</b>	<b>(17%)</b>
Other Comprehensive (Income)/Expense	-	-		-	-	(1.4)	(0.5)	
<b>Total Comprehensive Income</b>	<b>-</b>	<b>-</b>		<b>-</b>	<b>-</b>	<b>172.5</b>	<b>209.9</b>	

## Results Summary

- The demand continues to be weak, aggravated by real estate slow down, liquidity squeeze and delays in projects, post elections

**Table 1.2: Segment wise Revenue analysis – Quarterly**

In crores of Rupees	Q1	Q1	Change (%)
	FY 20	FY 19	
Switchgears*	377.5	375.8	0%
Cable	778.5	749.9	4%
Lighting & Fixtures	271.2	257.3	5%
Electrical Cons. Durables*	623.5	504.2	24%
Others^	9.3	1.0	-
<b>Sub Total</b>	<b>2,060.0</b>	<b>1,888.2</b>	<b>9%</b>
Lloyd	652.0	708.1	(8%)
<b>Total</b>	<b>2,712.0</b>	<b>2,596.3</b>	<b>4%</b>

- Switchgears being related to construction have been subdued owing to realty and project slow down
- Industrial cable and Professional lighting demand impacted by delay in fresh government projects since elections
- ECD delivered a superior performance amidst tepid market scenario. Investments in distribution, new products and teams have contributed to the growth. Apart from Fans, there is high growth from SDA, Water Heater, Water Purifier and Air Coolers
- AC offtake recovered from Q4 albeit continued to be soft. The steep decline in LED panels has caused overall lower sales for Lloyd

\*The Company has re-organised its internal reporting effective April 01, 2019 and accordingly, Pump business which was earlier clubbed under Switchgear segment is being shown under "Electrical consumer durables" Segment. The comparative figures for earlier periods have been accordingly re-stated

^Others refers to B2G project business

**Table 1.3: Segment wise contribution margin analysis – Quarterly**

	Revenue Mix %	Q1 FY20		Revenue Mix %	Q1 FY19		Q4 FY19 Contribution Margins %
		Contribution *	Contribution Margins %		Contribution *	Contribution Margins %	
Switchgears	18%	149.1	39.5%	20%	149.3	39.7%	39.3%
Cable	38%	129.1	16.6%	40%	127.8	17.0%	17.5%
Lighting & Fixtures	13%	77.2	28.4%	13%	71.0	27.6%	26.9%
Electrical Cons. Durables	30%	173.2	27.7%	27%	142.3	28.2%	25.7%
Others	1%	3.9	41.6%	0%	0.1	8.7%	31.9%
<b>Sub Total</b>	<b>100%</b>	<b>531.6</b>	<b>25.8%</b>	<b>100%</b>	<b>490.5</b>	<b>26.0%</b>	<b>25.2%</b>
Lloyd	-	104.9	16.1%	-	137.0	19.3%	15.0%
<b>Total</b>	<b>100%</b>	<b>636.5</b>	<b>23.5%</b>	<b>100%</b>	<b>627.5</b>	<b>24.2%</b>	<b>23.2%</b>

## Contribution by Segment

- Contribution margins for Havells have been maintained both sequentially and Y-o-Y
- Lloyd contribution margins sequentially improved.

\* Contribution margins are derived after deducting material cost, manufacturing variables, direct selling variables and depreciation from the net revenue

**Table 1.4: Balance Sheet highlights**

In crores of Rs.	As at June 19 Unaudited	As at March 19 Audited
<b>ASSETS</b>		
Fixed Assets (incl. Intangibles)	3,351	3,133
Other long term assets	236	235
<b><u>Current assets</u></b>		
Inventories	1,830	1,917
Trade receivables	385	405
Other financial assets	<u>271</u>	<u>204</u>
	<b><u>2,486</u></b>	<b><u>2,526</u></b>
Cash and cash equivalents	1,408	1,285
<b>Total Assets</b>	<b><u>7,481</u></b>	<b><u>7,179</u></b>
<b>EQUITY AND LIABILITIES</b>		
Equity share capital	63	63
Reserves and Surplus	<u>4,376</u>	<u>4,180</u>
<b>Equity</b>	<b><u>4,439</u></b>	<b><u>4,243</u></b>
<b><u>Non-current liabilities</u></b>		
Borrowings & other liabilities	27	41
Other non-current liabilities	40	54
Deferred tax liabilities	352	322
<b><u>Current liabilities</u></b>		
Borrowings & other liabilities	339	351
Trade payables	1,496	1,559
Other financial liabilities	<u>788</u>	<u>609</u>
	<b><u>2,623</u></b>	<b><u>2,519</u></b>
<b>Total Equity and Liabilities</b>	<b><u>7,481</u></b>	<b><u>7,179</u></b>

- Fixed assets
  - Includes Rs. 146 crores towards addition in plants, mainly Fans (Rs. 45 crores), Cables (Rs. 32 crores) and AC (Rs. 16 crores)
  - Also includes Rs. 127 crores for creation of lease assets on account of adoption of Ind-AS 116 with corresponding impact in other financial liabilities

**Table 1.5: Cash flow highlights**

	June-19 YTD	FY19
PBT	264	1,155
Depreciation	47	149
Others	(24)	(69)
<b>Working Capital Changes</b>	9	(475)
Taxes Paid	(54)	(247)
<b>Operating Net Cash Flow (A)</b>	<b>242</b>	<b>513</b>
Capex	(146)	(501)
Others	18	58
<b>Net Cash Flow from Investing Activities (B)</b>	<b>(128)</b>	<b>(443)</b>
Dividends paid	-	(302)
Others	9	(9)
<b>Net Cash Flow from Financing Activities (C)</b>	<b>9</b>	<b>(311)</b>
<b>Net Cash Flow (A+B+C)</b>	<b>123</b>	<b>(241)</b>
Opening Cash	1285	1,526
<b>Closing Cash</b>	<b>1,408</b>	<b>1,285</b>

**Table 1.6: Net Debt (Havells India Standalone)**

(in crores of rupees)	30 <sup>th</sup> June 2019	31 <sup>st</sup> March 2019
1. Short Term	54	54
2. Term Loan	27	41
Total Debt	81	95
Less: Cash	1,408	1,285
<b>Total Net Debt</b>	<b>(1,327)</b>	<b>(1,190)</b>

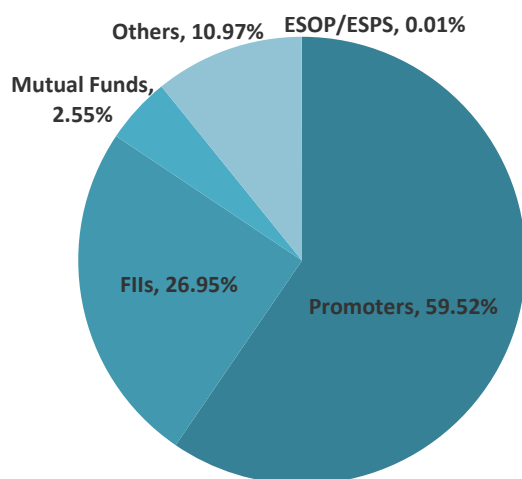
**Table 1.7: Financial Ratios (Havells India Standalone)**

Financial Ratios	Q1 FY20	Q1 FY19
<b>Profitability</b>		
OPM % {EBIDTA/NR}	10.2%	12.4%
RONW % {PAT TTM / Avg. NW}	19.0%	22.8%
ROCE % {EBIDTA TTM / Avg. CE}	28.1%	32.8%
<b>Liquidity Ratio</b>		
Current Ratio {CA/CL}	1.5	1.5
Debtor Days {Debtors/NR TTM}	14	12
Inventory Days {Inventories/NR TTM}	66	69
Creditor Days {Creditors/NR TTM}	54	67

## SECTION 2. SHAREHOLDING RELATED INFORMATION

**Table 2.1: Shareholding pattern**

### Shareholding Pattern as on 30.06.2019





**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, Senior General Manager 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](mailto:ir@havells.com)**.