

# Bajaj Electricals eyes 35pc growth in FY12

Our Correspondent

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**Kolkata:** Geared with the new range of home decorative lighting, Bajaj Electricals (lightings division) is aiming for a turnover of ₹800 crore during the current fiscal, a 35 per cent growth over the previous year.

"Last year, our turnover from lighting was close ₹580 crore and in the current fiscal, we are aiming for ₹800 crore. We have already achieved ₹550 crore till December," said C G S Mani, president and head (Lightings), Bajaj Electricals here during the launch of its new range of lights. For the home lighting division the company aims to clock in ₹435 crore with a growth of 30 per cent.

Mani said the consumer segment was witnessing healthy growth of 30 per cent and it contributes 50 per cent to total sales from lightings.

"Growth in the commercial segment is a bit subdued due to the current market," he said.

The company has a 4 million CFL capacity in Nasik and sells three million in the domestic market. The company has a market share of 15 pc in CFL lights.

"We are exporting CFLs to a few overseas companies and are now trying to negotiate with a few domestic lamp makers for OEM supplies to utilise the excess capacity," Mani said.

The industry installed capacity of CFL lights in India is around 600 million, while more than 56 crore users are still waiting for CFL lamps. Around 65 per cent of the CFL produced is from the organised market.