

4th February, 2020

**Q3 Consumer Products (CP) Revenue grow by 12.7%,
CP Operating EBIT up by 27.5%, CP Operating margins expands to 7.7%**

Bajaj Electricals Ltd has declared its results for the third quarter and nine months ended 31th December, 2019.

For the third quarter of 2019-20, the Company has achieved Sales/income from operations of Rs.1,283.86 Cr as against Rs. 2,164.49 Cr, a decrease of 40.7% over the third quarter of the previous year. For the quarter, the company has made profit before tax and profit after tax of Rs. 15.28 Cr. and Rs. 9.37 Cr. respectively as against profit before tax and profit after tax of Rs. 96.73 Cr. and Rs. 60.52 Cr., in the corresponding quarter of the previous year.

For the quarter, Consumer Products segment of the Company has earned total revenue of Rs. 860.21 Cr as against Rs. 763.23 Cr, a growth of 12.7% over the corresponding previous quarter. EPC segment has achieved a total revenue of Rs. 423.45 Cr as against Rs. 1401.18 Cr, registering a de-growth of 69.8% over the corresponding quarter of the previous year. CP Operating EBIT registered a growth of 27.5% over the corresponding previous quarter. Margins have grown to 7.7%

For the nine months ended 31st December, 2019, the Company has achieved Sales/income from operations of Rs. 3,686.56 Cr as against Rs. 4,904.23 Cr, a decrease of 24.8% over the corresponding period of the previous year. For nine months, the company has made profit before tax and loss after tax of Rs. 9.23 Cr and Rs. 9.47 Cr respectively, as against profit before tax and profit after tax of Rs. 209.42 Cr and Rs. 130.50 Cr, in the corresponding period of the previous year.

For the nine months, Consumer Products segment of the Company has earned total revenue of Rs. 2,348.00 Cr as against Rs. 2,003.75 Cr, a growth of 17.2 over the corresponding period of the previous year. EPC segment has achieved a total revenue of Rs. 1,337.96 Cr as against Rs. 2,900.04 Cr, registering a de-growth of 53.9% over the corresponding period of the previous year.

For nine months, the Company generated positive Cashflow from Operations of Rs 499.41 cr (versus a cash outflow from operations of Rs 486.10 cr in the corresponding period of the previous year).

Mr. Shekhar Bajaj, Chairman and Managing Director of Bajaj Electricals Limited, said “We have been pursuing our stated path of a strong focus on positive cashflow from operations, reducing our debt and strengthening our balance sheet. I’m glad to note that we have done well on all of these parameters and remain committed to it. We continue to drive growth in our Consumer Products segment while adopting a more risk-calibrated approach for the EPC segment with a focus on completion of existing projects on hand. Our Consumer Products segment has registered a growth of 12.7% in top line, while the EPC segment has registered a planned de-growth due to selective bidding for fresh contracts. In the near term this will continue to impact profitability, but we remain confident about a healthy bounce back as our strategic shift plays out.”

The order book as on 1st January 2020 stands at Rs. 1,742 Cr., comprising of Rs. 726 Cr. for Transmission Line Towers, Rs. 860 Cr. for Power Distribution, and Rs. 156 Cr. for Illumination Projects.