



Press Release

February 8, 2016

Results Update:

CONSOLIDATED

(Amount in Lacs)

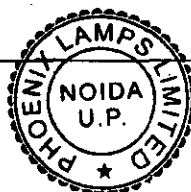
CUMULATIVE GROWTH – YTD	Dec – 2014		Dec -2015		Growth Rate
	Amount	%	Amount	%	
Sales (Net)	27,513.11		23,518.54		-14.52%
EBIDTA	3,936.62	14.31%	3,307.47	14.06%	-15.98%
PBT	2,601.74	9.46%	2,119.20	9.01%	-18.55%
PAT	1,749.83	6.36%	1,245.04	5.29%	-28.85%

STANDALONE

STANDALONE - YTD NINE MONTHS	Dec - 2014		Dec - 2015		Growth Rate
	Amount	%	Amount	%	
Sales (Net)	18,351.67		15,999.63		-12.82%
EBIDTA	3,888.25	21.19%	2,917.86	18.24%	-24.96%
PBT	3,114.97	16.97%	2,200.55	13.75%	-29.36%
PAT	2,330.65	12.70%	1,453.19	9.08%	-37.65%

STANDALONE - Q3	Dec - 2014		Dec - 2015		Growth Rate
	Amount	%	Amount	%	
Sales (Net)	6,377.17		5,693.28		-10.72%
EBIDTA	1,468.53	23.03%	1,274.77	22.39%	-13.19%
PBT	1,224.55	19.20%	1,114.24	19.57%	-9.01%
PAT	881.24	13.82%	742.79	13.05%	-15.71%

STANDALONE - Q3 vs Q2 (Quarter on Quarter)	Sep - 2015		Dec - 2015		Growth Rate
	Amount	%	Amount	%	
Sales (Net)	5,309.47		5,693.28		7.23%
EBIDTA	780.78	14.71%	1,274.77	22.39%	63.27%
PBT	584.06	11.00%	1,114.24	19.57%	90.78%
PAT	382.13	7.20%	742.79	13.05%	94.38%





Business Update:

February 8, 2016

Phoenix :

- Capital expenditure plan to enhance process efficiency and quality, as announced earlier, is progressing as per plan and expected to be completed by December 2016.
- Shareholders have approved the proposal to shift Registered Office from 59-A, Noida Special Economic Zone, Phase-II, Noida District, Gautam Budh Nagar 201 305, Uttar Pradesh to Karnataka at No. 101, Bommasandra Industrial Area, Bangalore 560 099. Necessary process has commenced to implement this proposal.
- Operational performance at current lower levels of revenue has stabilized.

Subsidiaries :

- After careful assessment and approvals from the Board, the Company is taking following steps with regard to restructuring of the subsidiaries:
 - a. Phoenix will acquire balance 83.33% of Trifa shares held by Luxlite to make Trifa a wholly owned subsidiary of Phoenix.
 - b. A process has been initiated to restructure International Lamps Holding Company S.A., a wholly owned investment subsidiary (ILHC) and Luxlite, a wholly owned subsidiary of ILHC, with an aim to retain a single entity Luxlite as a wholly owned subsidiary of Phoenix.
 - c. Upon completion of the entire restructuring process, after due consideration of tax and regulatory clearances, Phoenix is expected to have two wholly owned subsidiaries – Trifa and Luxlite.
 - d. An in-depth analysis is being done currently to execute this plan with due external valuations on investment made by Phoenix in ILHC. An appropriate provision will be made for diminution in value of investment at the end of the year.
- Board has appointed a sub-committee of Directors to oversee this entire process.

