



## Press Release

August 9, 2015

### Results Update:

Rs. In Lacs

| CONSOLIDATED<br>(3 MONTHS) | Three Months<br>Ended June 2014 | Three Months<br>Ended June 2015 | Growth<br>% |
|----------------------------|---------------------------------|---------------------------------|-------------|
|                            | Amount                          | Amount                          |             |
| Gross Sales                | 9,038.94                        | 7,235.55                        | -19.95%     |
| EBIDTA (operational)       | 843.83                          | 812.97                          | -3.66%      |
| PBT                        | 424.51                          | 277.62                          | -34.60%     |
| PAT                        | 244.21                          | 84.29                           | -65.48%     |

| STANDALONE<br>(3 MONTHS) | Three Months<br>Ended June 2014 | Three Months<br>Ended June 2015 | Growth<br>% |
|--------------------------|---------------------------------|---------------------------------|-------------|
|                          | Amount                          | Amount                          |             |
| Gross Sales              | 6,009.63                        | 5,420.55                        | -9.80       |
| EBIDTA (operational)     | 1,021.51                        | 862.31                          | -15.58%     |
| PBT                      | 807.46                          | 502.25                          | -37.80%     |
| PAT                      | 652.07                          | 328.27                          | -49.66%     |

| STANDALONE<br>(Quarter on Quarter) | Q4 March 2015 | Q1 June 2015 | Growth<br>% |
|------------------------------------|---------------|--------------|-------------|
|                                    | Amount        | Amount       |             |
| Gross Sales                        | 6,511.58      | 5,420.55     | -16.76%     |
| EBIDTA (operational)               | 795.07        | 862.31       | 8.46%       |
| PBT                                | 519.38        | 502.25       | -3.30%      |
| PAT                                | 417.11        | 328.27       | -21.30%     |



## Business Update:

1. Post acquisition by Suprajit Engineering Limited after completion of all the requisite formalities under all applicable laws, new management has positioned itself and has been carrying out careful evaluation of the business and the operations.
2. Based on Current assessment, sales & profitability position for the year appear to be challenging due to the following:
  - a) Pricing pressures in both global & domestic markets.
  - b) Competitive Market environment.
  - c) Higher quality expectations from customers.
  - d) Higher integration related costs.
  - e) Cross Currency effects especially Euro.
3. The Company is working on multiple fronts to combat this situation as under:
  - a) Aggressive customer approaches through improved customer contacts.
  - b) Reduce various costs by streamlining operations and processes.
  - c) Improving quality levels, through various quality initiatives.
  - d) Fresh investments to meet higher customer expectations.

The Company expects that the new initiatives may yield positive results over the medium to longer term. However, the current year's performance may be materially lower as compared to that of the previous year.

### **About Phoenix Lamps Limited:**

Phoenix Lamps Limited is the leading manufacturer of Automotive Lamps catering to the Original Equipment Manufacturer (OEM) and Aftermarket across the globe, with a production capacity in excess of 80 million Lamps/year.

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A handwritten signature in black ink, appearing to be "Aditya Rungta", is written over the bottom right corner of the contact information box.