



AMARA RAJA
Gotta be a better way

Hannover, Germany
May 25, 2016

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Scrip Code: 500008

Dear Sirs,

Sub: Media release

Please find enclosed herewith a copy of the media release being given out by the Company.

Thanking you,

Yours faithfully,
For Amara Raja Batteries Limited

M R Rajaram
Company Secretary

Encl.: as above

AMARON®

 **AMARA RAJA** |  **Johnson Controls**
An Amara Raja - Johnson Controls Company

Amara Raja Batteries Limited | An Amara Raja Group Company

Corporate Operations Office:

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Amara Raja Batteries Limited (Amara Raja) clocks HIGHEST EVER revenue and Profit in a financial year 2015-16

- 11% revenue growth.
- 19% growth in net profits
- EPS improved from Rs. 24.05 to Rs.28.65

Hanover, Germany - May 25, 2016: Amara Raja Batteries Limited, India's leading Industrial and Automotive Battery major (**BSE Code: 500008 & NSE Code: AMARAJABAT**) today announced annual revenue of Rs. 4,691 Cr (excluding other income) with a growth of 11% in Financial Year (FY) 2015-16 as compared to Rs.4,211 Cr in FY 2014-15. The Profit After Tax stood at Rs. 489 Cr, recording a growth of 19% as against Rs. 411 Cr of the previous year. The Earnings Per Share (EPS) for the year grew by 19% from Rs. 24.05 to Rs. 28.65

For the fourth quarter of FY 2015-16, the Company recorded net sales of Rs.1,170 Cr (Rs.1,067 Cr for the previous year) and net profit after tax of Rs.109 Cr (Rs. 102 Cr for the previous year).

The Board of the Company, which met in Johnson Controls Inc (JCI), Power Solutions head-quarters, Hanover, Germany yesterday reviewed the technology improvements in JCI and also approved the audited financial statements for the financial year ended March 31, 2016.

Particulars	Fourth Quarter ended		Full Year ended	
	31-Mar-16	31-Mar-15	31-Mar-16	31-Mar-15
Net Sales (excluding other income)	1,170	1,067	4,691	4,211
Profit Before Tax (PBT)	163	149	722	610
Profit After Tax (PAT)	109	102	489	411

Automotive Battery Business

The Company's Automotive Battery business again reported strong double digit revenue growth supported by very good volume increase in four wheeler and two wheeler batteries, over the previous financial year.

Every business segment contributed to the volume growth. In four wheeler and two wheeler aftermarket segment, both the brands, Amaron® and PowerZone™, continued their high growth, supported by introduction of newer products, expansion of channel and leveraging the strong brand and customer relationships. The OEM business also grew due to introduction of the batteries to newer platforms and turnaround in the new vehicle sales. Higher penetration in focused countries led to high growth in exports business.

Owing to the above, the company increased its market share substantially across business segments.





In view of the anticipatory growth in demand for two-wheeler battery, the Board reviewed a proposal for expansion of two-wheeler battery capacity to be implemented in four phases, staggered over a period of four years, which would on completion take the capacity from existing 11 million units p.a to 25 million units p.a. The Board approved the setting up of necessary infrastructure for the entire expansion and first phase comprising of 3 lines which would take the capacity to 15 million units p.a.

The Board had already approved at its meeting held on March 19, 2016 the expansion of four-wheeler battery capacity from 8.25 million units p.a to 11 million units p.a.

Industrial Battery Business:

The Company's **Industrial Battery business** registered double digit growth over the previous financial year, in challenging & competitive market conditions. The industrial battery business improved in overall performance by virtue of its "preferred supplier status" with all major customers, efficient after sales service, customer relationship management and consistent product performance of its flagship brands PowerStack®, Quanta® and QRS Series batteries.

The Company has progressively started providing total solutions to customers enabling it to forge strategic alliances.

Commenting on the full year performance, **Mr. Jayadev Galla, Vice Chairman and Managing Director, Amara Raja Batteries** said, "We are pleased to continue the growth momentum of the company's turnover and profits and achieve impressive all round growth despite uncertainties in the economic conditions. We have created adequate capacities for further growth of business and also brand visibility. In tune with our philosophy, we are continuously innovating and finding better ways for improving performance of the company. We have further strengthened the core management team who will be working on making the management systems and processes more robust. The year has also earned the company several prestigious awards and recognitions giving a boost to the entire team Amara Raja"

Commenting on the full year performance, **Mr. S.V. Raghavendra, Chief Financial Officer**, said, "The Company completed expansion of all major projects during the year within the budgeted costs. Operating efficiencies in all plants and functions have been diligently controlled resulting in improved profitability. The company continues to be debt free and has surplus cash available to the tune of over Rs.150 Cr billion at the end of the financial year. All the financial parameters are at healthy levels."





About Amara Raja Batteries Limited

Amara Raja Batteries Limited, a company with 26% equity each from Galla Family and Johnson Controls Inc, USA, is the technology leader and is one of the largest manufacturers of lead acid batteries for both industrial and automotive applications in the Indian storage battery industry.

In India, Amara Raja is the preferred supplier to major telecom service providers, Telecom equipment manufacturers, UPS sector (OEM & Replacement), Indian Railways and to Power, Oil & Gas among other industry segments. Amara Raja is a leading manufacturer of automotive batteries under the brands - Amaron® and Powerzone™ which are distributed through a large pan - India sales & service retail network.

The Company supplies automotive batteries under OE relationships to Ashok Leyland, Ford India, Honda, Hyundai, Mahindra & Mahindra, Maruti Suzuki, and Tata Motors. The Company's Industrial and Automotive batteries are exported to Asia Pacific, Africa and Middle East.

Johnson Controls is a global leader in Power Solutions, Automotive Seating Systems and Building Efficiency. Johnson Controls provides batteries for automobiles and hybrid electric vehicles, along with system engineering and service expertise. The Company provides innovative automotive interiors that help driving more comfortable, safe and enjoyable. For buildings it offers products and services that optimize energy use and improve comfort and security. Johnson Controls (NYSE: JCI), founded in 1885, is head quartered in Milwaukee, Wisconsin. Its net sales for the year ended ended September 30, 2015 is US\$ 37.18 billion.

Safe Harbor

Some of the statements in this news release that are not historical facts are forward looking statements. These forward looking statements include our financial and growth projections as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate. These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward looking statements. These risks include, but are not limited to, the level of the market demand for our products, the highly competitive market for the types of the products that we offer, market condition that would cause our customers to reduce their spending for our products, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and otherwise not specifically mentioned herein but those that are common to industry.

