

Date: October 27, 2022

To,
Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, Plot no C/1, G Block,
Bandra Kurla Complex, Bandra (E),
Mumbai - 400051

Scrip Symbol: FOCUS

Series: EQ

Sub: Press Release on H1-FY23 (Quarter and Half Year ended September 30, 2022) Financial Results

Dear Sir/Madam,

This is in continuation of our letter dated October 21, 2022 regarding Outcome of Board Meeting held on October 21, 2022 wherein the Company had approved the Statement showing the Unaudited Financial Results (Standalone and Consolidated) for the quarter and half year ended September 30, 2022.

In this regard, please find enclosed the Press Release made by the Company on the Highlights of Q2FY23 Financial Results.

You are requested to take the same on your records.

For FOCUS LIGHTING AND FIXTURES LIMITED

AMIT VINOD SHETH
MANAGING DIRECTOR
DIN: 01468052

FOCUS

LIGHTING & FIXTURES LTD

Focus Lighting H1 FY23 EBITDA up by 638%

- Revenue for H1 FY23 at ₹ 67.55 Crore, 50% YoY growth
- EBITDA for H1 FY23 at ₹11.59 Crore, 638% YoY growth
- Net Profit for H1 FY23 at ₹ 6.83 Crore, 16,975% YoY growth

Mumbai, October 27, 2022, Focus Lighting & Fixtures Limited. (NSE – FOCUS), engaged in manufacturing & innovative lighting solutions of LED lights and fixtures, announced its unaudited Financial Results for the Quarter and Half Year ended September 30, 2022.

Key Financials at a Glance:

Particulars (₹ Crore)	Q2 FY23	Q2 FY22	YoY Change
Total Income	40.61	23.15	↑ 75%
EBITDA	8.30	1.86	↑ 346%
EBITDA Margin	20.44%	8.03%	↑ 1240 bps
Net Profit	4.59	1.58	↑ 191%
Net Profit Margin	11.30%	6.83%	↑ 448 bps
EPS (Rs.)	4.53	1.56	↑ 190%

Particulars (₹ Crore)	H1 FY23	H1 FY22	YoY Change
Total Income	67.55	45.18	↑ 50%
EBITDA	11.59	1.57	↑ 638%
EBITDA Margin	17.16%	3.47%	↑ 1,368 bps
Net Profit	6.83	0.04	↑ 16,975%
Net Profit Margin	10.11%	0.09%	↑ 1002 bps
EPS (Rs.)	6.74	0.04	↑ 16,750%

Key Financial Highlights:

For H1 FY23 **Cash Flow from Operation** stood at ₹ 5.02 Crore against ₹ 0.61 Crore in H1 FY22

For H1 FY23 **Revenue from Manufacturing activities** contributed ₹ 49.54 Crore against ₹ 19.65 Crore in H1 FY22

For H1 FY23 **Revenue from Trading activities** contributed ₹ 17.32 Crore against ₹ 25.12 Crore in H1 FY22

For H1 FY23 **Manufacturing activities** contributed ₹ 8.67 Crore in PBT against a loss of ₹ 0.73 Crore in H1 FY22

For H1 FY23 **Trading activities** contributed ₹ 0.98 Crore in PBT against ₹ 1.24 Crore in H1 FY22

Commenting on the performance, Mr. Amit Sheth, Managing Director of Focus Lighting And Fixtures said,

“For the H1 FY22 we have seen demand coming back to the pre-pandemic levels and our margins have improved significantly on the back of diversifying into new business verticals like Projects and Railways which will also provide good margin business because of the government’s push towards increasing make in India contribution.

Also, our thrust on increasing manufacturing contribution has helped us achieve higher operating margins.

Further our innovative lighting solutions are making us one of the preferred brands among leading retail giants and this has helped us increase our turnover and margins over the previous year.”

About Focus Lighting & Fixtures Limited:

Focus Lighting & Fixtures Limited (NSE – FOCUS) The company was established in 2005 and the company currently provides a wide range of products which includes recessed adjustable spotlights, recessed downlights, surface mounted spotlights, surface-mounted / suspended downlights, system-based spotlights/wall washer, track-mounted spotlights, etc. each with different working capabilities. Its comprehension of lighting technology, the influence it can have on the viewer and the techno-aesthetic requirement of the market has enticed it to develop lighting solutions where the criteria are efficiency, color rendition and trouble-free service life to achieve optimum lighting parameters such as luminous intensity, maintenance-friendliness and freedom from glare. The new range of luminaires have been designed and developed by the finest product designers from Germany, proficient in the field of lighting design; supported by a proficient team of Indian Professionals. The company is having its manufacturing unit at Sanad Gujarat.

Post pandemic, the Company has emerged strongly by doubling its revenues to ₹ 106.6 Crore in FY22 compared with ₹ 60.84 Crore in FY21 while bottomline is back in black at ₹ 4.10 Crore as against a loss of ₹ 2.28 Crore in the same period.

Safe harbour statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.
