

**Date: 15<sup>th</sup> February, 2024**

**To,**  
**Listing Department,**  
**National Stock Exchange of India Limited**  
Exchange Plaza, C-1 Block G  
Bandra Kurla Complex, Bandra (E),  
Mumbai- 400051.

**Scrip Symbol: FOCUS**  
**Series: EQ**

**Sub: Press Release on Financial Results for Quarter ended 31<sup>st</sup> December, 2023.**

Dear Sir/Madam,

This is in continuation of our letter dated February 13, 2024 regarding Outcome of Board Meeting held on February 13, 2024 wherein the Company had approved the Unaudited Financial Results (Standalone and Consolidated) for the Quarter ended 31<sup>st</sup> December, 2023.

In this regard, please find enclosed the Press Release made by the Company on the Highlights of Financial Results for the Quarter ended 31<sup>st</sup> December, 2023.

You are requested to take the same on your records.

**For FOCUS LIGHTING AND FIXTURES LIMITED**

**AMIT VINOD SHETH**  
**MANAGING DIRECTOR**  
**DIN: 01468052**

**Corporate Office**

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Mumbai 400063. India

**Work**

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# FOCUS

LIGHTING & FIXTURES LTD

## Focus Lighting & Fixtures' Net Profit Soars by 56% in 9M FY24

Mumbai 15<sup>th</sup> February 2024 – Focus Lighting & Fixtures Limited. (NSE – FOCUS), engaged in manufacturing & innovative lighting solutions of LED lights and fixtures, announced its Unaudited Financial Results for 9M FY24.

### Key Financial Highlights

Particulars (₹ Cr)	9M FY24	9M FY23	YoY
Total Income	169.73	128.85	31.73%
EBITDA	38.81	26.88	44.37%
EBITDA (%)	22.86	20.86	200 Bps
Profit Before Tax	32.96	23.01	43.23%
Net Profit	28.45	18.19	56.42%
NPM (%)	16.76	14.12	265 Bps

**Commenting on the performance, Mr. Amit Sheth, Managing Director of Focus Lighting & Fixtures said,** " We're thrilled to announce outstanding financial performance in the first nine months of FY24, marked by significant growth across key indicators. Achieving milestones in revenue and net profit compared to FY23 reflects our dedication to continuous improvement and success, this underscores our unwavering dedication to innovation, product excellence, and customer satisfaction. Our sustained efforts, combined with the introduction of our revolutionary 'Optical' outdoor technology, have not only enabled us to seize market opportunities effectively but also propelled us towards long-term sustainable growth. As we continue to set new industry standards and redefine possibilities in LED lighting, we remain steadfast in our mission to drive innovation."

### Highlights for Q3 FY24 (October 2023 – December 2023)

<b>ACETECH 2023</b>	The Company participated in Ace Tech 2023, a major architectural exhibition in India held at the Bombay Exhibition Centre from November 2nd to 5th.
<b>Introduces Optical technology.</b>	The company unveils 'Optical,' a revolutionary Outdoor Technology with unprecedented narrow beam color mixing (3 degrees) and dynamic beam angle adjustments, setting new industry standards in LED lighting.

## About Focus Lighting & Fixtures Limited

**Focus Lighting & Fixtures Limited (NSE - FOCUS)** The company was established in 2005 and the company currently provides wide range of products in different vertical in field of lighting which includes Retail, Home, Railway and Outdoor - landscape. The Company is further expanding with patented technology in outdoor facade lighting. 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, colour 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.

For FY23, the Company had reported Total Revenues of ₹ 169.94 crore, EBITDA of ₹ 34.84 crore and Profit After Tax of ₹ 22.69 Crore.

## Disclaimer

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

## For Further Information Please Contact Corporate Communication Advisor



### **Kirin Advisors Private Limited**

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