

Date: 25th May, 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 Q4 & FY24 (Quarter Fourth and Financial Year ended 31st March, 2024).

Dear Sir/Madam,

This is in continuation of our letter dated May 24, 2024 regarding Outcome of Board Meeting held on May 24, 2024 wherein the Company had approved the Audited Financial Results (Standalone and Consolidated) for the Quarter Fourth and Financial Year ended 31st March, 2024.

In this regard, please find enclosed the Press Release made by the Company on the Highlights of Q4 FY24 Audited Financial Results.

You are requested to take the same on your records.

For FOCUS LIGHTING AND FIXTURES LIMITED

DRASHTI SENJALIYA
COMPANY SECRETARY

Corporate Office

Focus Lighting & Fixtures Limited
A1007-1010, Corporate Avenue
Sonawala Road, Goregaon East
Mumbai 400063, India

Work

Survey No.396/24, Plot no.71/72,
New Ahmedabad Industrial estate,
NH8A, Behind Zydus research centre,
Moraiya, Dist.Sanand,
Gujarat - 382213, India

CIN L31500MH2005PLC155278

T +91 22 2686 5671-6 **E** info@pluslighttech.com
W focuslightingandfixtures.com

FOCUS

LIGHTING & FIXTURES LTD

Focus Lighting & Fixtures Reports 99% Increase in Q4 FY24 Net Profit

Mumbai 25th May 2024 - Focus Lighting & Fixtures Limited. (NSE - FOCUS), engaged in manufacturing & innovative lighting solutions of LED lights and fixtures, announced its Audited Financial Results for Q4 & FY24.

Key Consolidated Financial Highlights

Particulars (₹ Cr)	FY24	FY23	YoY
Total Income	230.04	169.96	35.35%
EBITDA	52.68	34.85	51.19%
EBITDA Margin (%)	22.90	20.50	240 Bps
Net Profit	39.21	23.60	66.12%
Net Profit Margin (%)	16.83	13.35	348 Bps

Particulars (₹ Cr)	Q4 FY24	Q4 FY23	YoY
Total Income	60.30	41.11	46.69%
EBITDA	13.87	8.08	71.68%
EBITDA Margin (%)	23.00	19.65	335 Bps
Net Profit	10.76	5.42	98.57%
Net Profit Margin (%)	17.27	12.55	472 Bps

Other Key Highlights:

- Operating Cash Flow stood at ₹ 6 Cr
- Segment-wise Revenue Breakdown:
 - Retail Lighting: ₹ 137.56 Cr
 - Home Lighting: ₹ 70.03 Cr
 - Infrastructure: ₹ 15.28 Cr
 - Railways: ₹ 0.93 Cr
- Geographical Revenue Distribution:
 - India: ₹ 138.04 Cr
 - UAE: ₹ 57.97 Cr
 - Singapore: ₹ 34.02 Cr

Commenting on the performance, Mr. Amit Sheth, Managing Director of Focus Lighting & Fixtures said, "We are delighted to announce our robust financial performance in FY24. We've seen a substantial increase in our net profit and a significant rise in EBITDA, coupled with improved margins, which underscore the effectiveness of our strategic initiatives.

The growing market demand for our innovative LED lighting solutions has been a key driver behind these achievements. Moreover, our Operating Cash flow turning positive demonstrates a significant improvement in our operational efficiencies.

As we look ahead, I am excited about the opportunities that lie on the horizon. With plans for global expansion and a continued focus on innovation, I am confident that Focus Lighting & Fixtures will continue to thrive and create value. We are excited to continue leading Focus on its path to even greater success.”

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 FY24, the Company had reported Total Revenues of ₹ 230 crore, EBITDA of ₹ 53 crore and Net Profit of ₹ 39 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

Sunil Mudgal - Director

sunil@kirinadvisors.com

+91 98692 75849

www.kirinadvisors.com