

**4<sup>th</sup> February, 2021**

**Bajaj Electricals Posts Strong Q3 Results**

**Consumer Products (CP) Revenues up 34%, CP EBIT up by 115%**

**Profit Before Tax increased from Rs. 15 Cr. to Rs. 134 Cr.**

Bajaj Electricals Ltd has declared its results for the nine months and quarter ended 31<sup>st</sup> December, 2020.

For the third quarter of 2020-21, the Company has achieved Sales/income from operations of Rs. 1,500 Cr. as against Rs. 1,284 Cr., an increase of 16.8% over the third quarter of the previous year. For the quarter, the company has made profit before tax and profit after tax of Rs. 134 Cr. and Rs. 98 Cr. respectively as against profit before tax and profit after tax of Rs. 15 Cr. and Rs. 9 Cr., in the corresponding third quarter of the previous year.

For the quarter, Consumer Products (CP) segment of the Company has earned total revenue of Rs. 1,153 Cr. as against Rs. 860 Cr., a growth of 34% over the corresponding quarter of the previous year. CP recorded an EBIT of Rs. 142 Cr. as against Rs. 66 Cr., a growth of 115% over the corresponding third quarter of the previous year. CP Operating Margins are at 12.3%. EPC segment has achieved a total revenue of Rs. 347 Cr. as against Rs. 423 Cr., registering a de-growth of 18% over the corresponding quarter of the previous year. EPC recorded a loss of Rs. 9 Cr. as against loss of Rs. 14 Cr. over the corresponding third quarter of the previous year.

For the nine months ended 31<sup>st</sup> December, 2020, the Company has achieved Sales/income from operations of Rs. 3,326 Cr. as against Rs. 3,687 Cr., a decrease of 9.8% over the corresponding nine months of the previous year. For the nine months ended, the company has made profit before tax and profit after tax of Rs. 174 Cr. and Rs. 135 Cr. respectively, as against profit before tax and loss after tax of Rs. 9 Cr. and Rs. 9 Cr., in the corresponding nine months ended of the previous year.

For the nine months ended, Consumer Products segment of the Company has earned total revenue of Rs. 2,340 Cr. as against Rs. 2,348 Cr., a de-growth of 0.3% over the corresponding nine months ended of the previous year. CP segment recorded an EBIT of Rs. 235 Cr. as against Rs. 150 Cr., a growth of 56.9% over the corresponding nine months ended of the previous year. CP Operating Margins are at 10.1%. EPC segment has achieved a total revenue of Rs. 986 Cr. as against Rs. 1,338 Cr., registering a de-growth of 26.3% over the corresponding nine months ended of previous year.

**For the nine months ended FY21, the Company generated positive Cashflow from Operations of Rs. 609 Cr. as against Rs. 499 Cr. in the corresponding nine months ended of the previous year. Debt has reduced from Rs. 962 Cr. as at 31<sup>st</sup> March, 2020 to Rs. 441 Cr. as at 31<sup>st</sup> December, 2020.**

The outbreak of COVID-19 globally and in India has caused significant disturbances and slow-down of economic activity. The Company's operations were also impacted in Q1 due to temporary suspension of manufacturing facilities, sales and distribution and execution of EPC contracts. However, the Company has resumed operations at all its manufacturing units, branches and warehouses across the country. All of the Company's EPC sites are also operational now. The business has normalised from the previous quarter which has resulted in positive EBIT for CP Segment.

**Mr. Shekhar Bajaj, Chairman and Managing Director of Bajaj Electricals Limited,** said "I am very pleased with our extremely strong performance in this quarter. The Consumer Products business has delivered a strong growth in this quarter despite continuing supply challenges and increase in commodity prices and has delivered its highest ever quarterly EBIT of Rs. 142 Cr. Our EPC segment has reduced its loss, while continuing to focus on execution and working capital. Further, we have maintained our strong focus on cashflows from operations in this quarter too, generating a healthy Rs. 142 Cr., thereby further reducing our debt significantly. Our excellent performance in this quarter is testimony to the focused strategy and executional excellence demonstrated by our team."

The order book as on 1<sup>st</sup> January 2021 stands at Rs. 1,220 Cr., comprising of Rs. 388 Cr. for Transmission Line Towers, Rs. 501 Cr. for Power Distribution, and Rs. 331 Cr. for Illumination Projects.