

**Date: 25<sup>th</sup> July, 2023**

**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: Investor Presentation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir /Madam,

Pursuant to Regulation 30 read with Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015. Please find enclosed herewith the “**Investor Presentation**” for the Quarter ended 30<sup>th</sup> June, 2023 of the Company.

The aforementioned presentation has been uploaded on the company’s website <https://www.focuslightingandfixtures.com/investors/soaim-fy-2023-24/>.

We request you to take the above on your records.

Thanking You,

Yours faithfully,

**FOR FOCUS LIGHTING AND FIXTURES LIMITED**

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

**FOCUS**<sup>®</sup>  
LIGHTING & FIXTURES LTD

**PLUS**<sup>®</sup>  
LIGHT TECH

**OTRIX**<sup>®</sup>



# Investor Presentation

Q1 FY24

[www.pluslighttech.com](http://www.pluslighttech.com)

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These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

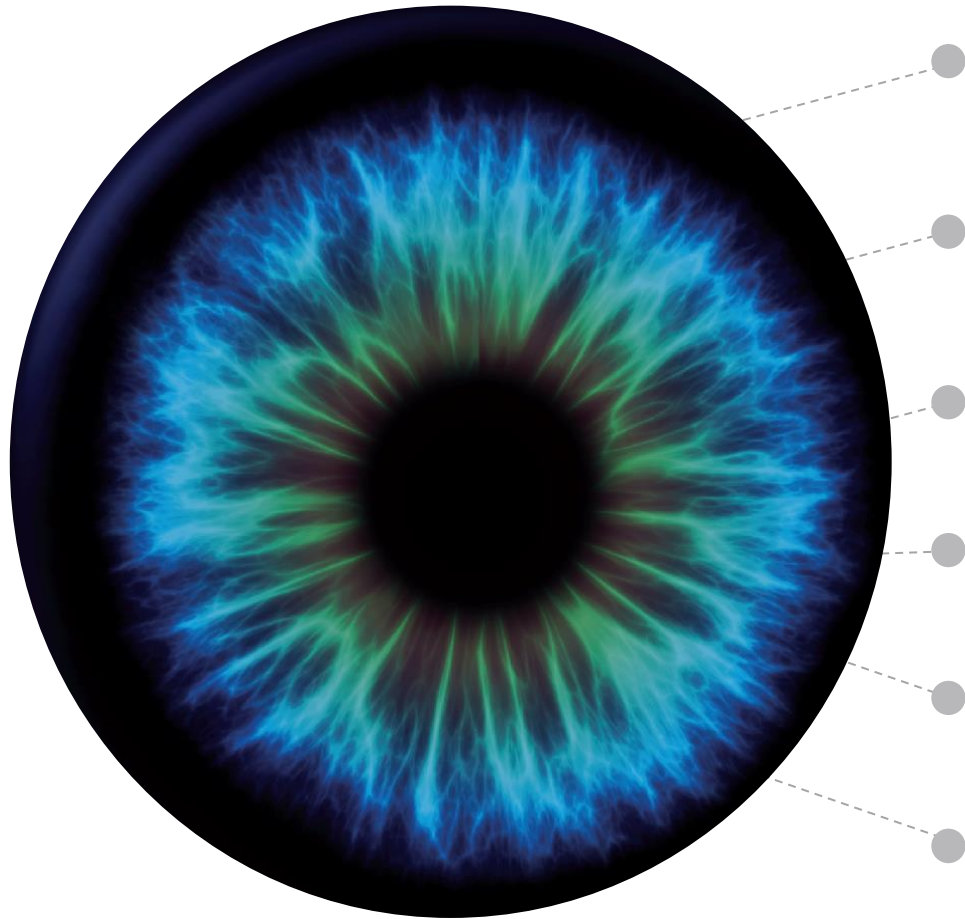
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# Company Overview

# Lights

# On!

SEE things better  
FEEL things better  
DO things better



Incorporated in 2005, Focus Lighting & Fixtures Limited is engaged in manufacturing and trading of innovative LED lights and fixtures with focus on indigenous high-end retail and architectural lighting at a competitive cost.

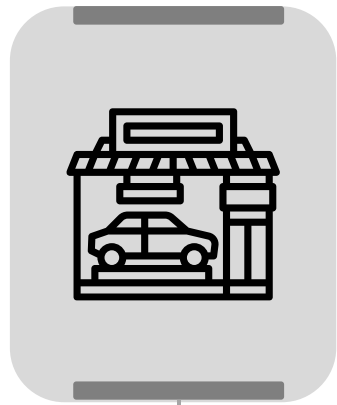
With keen sensibility and extensive research, we develop holistic lighting solutions that meet the highest international standards in terms of technology as well as aesthetics.

A major breakthrough was offered through the production of our innovative reflector technology with a higher efficiency level resulting in substantial reduction in power requirement.

In last five years we have started focusing on new segments like Home Lighting, Infrastructure Lighting & Railways with focus on innovative technologies like IOT.

We have pioneered in developing sustainable lighting concepts beyond current trends. Our standard 5 years warranty for all products serves as the promise of efficiency.

The company got listed on NSE Emerge in April 2017 & Migrated to Main Board of NSE in November 2021.



Retail Lighting



Home Lighting



Infrastructure Lighting



Railways

Our **response** to light depends on the aspects of colour spectrum, intensity and timing. Hence, it is important that the artificial lights in our surroundings consider these parameters. Human Centric Lighting solutions can support the human **circadian rhythm**, enhance concentration, prevent sleeping disorders and improve our **overall well-being**.



## Morning

Cool Light, High Intensity



## Afternoon

White Light, High Intensity



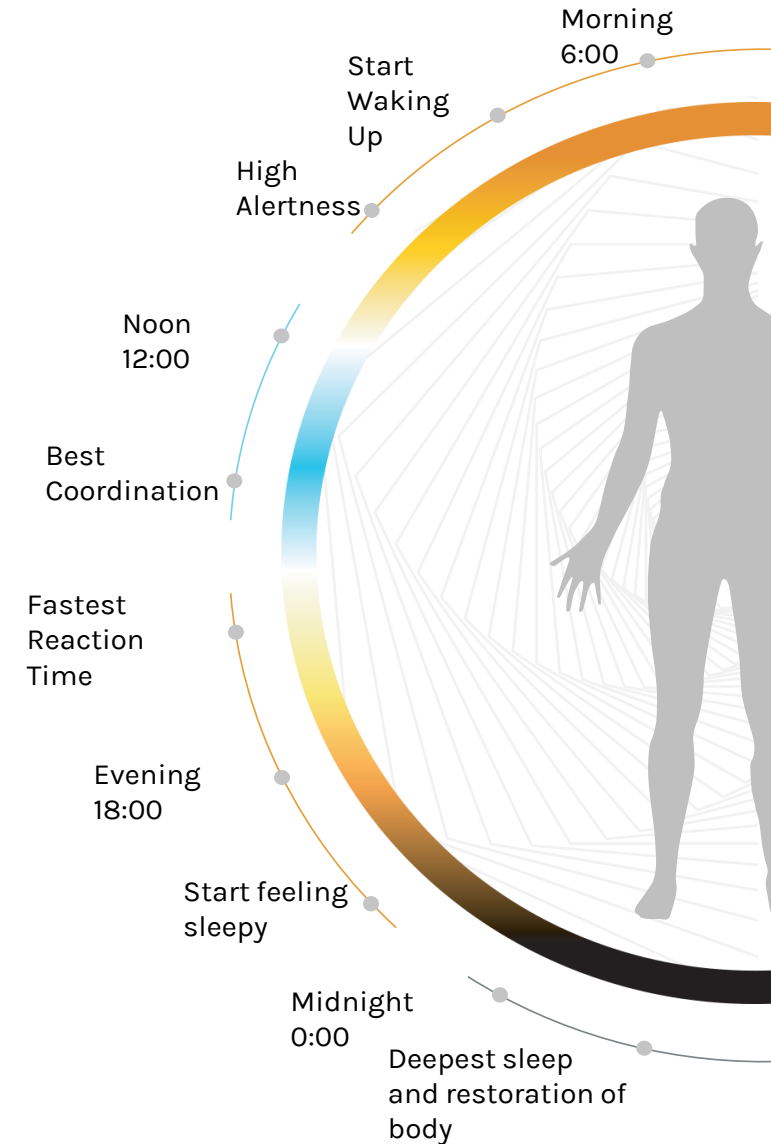
## Evening

Warm Light, Low Intensity



## Midnight

No Light





Regular Colour Corrected LED



Fluent Colour Corrected LED



Regular Colour Corrected LED



Fluent Colour Corrected LED



Regular Colour Corrected LED



Fluent Colour Corrected LED

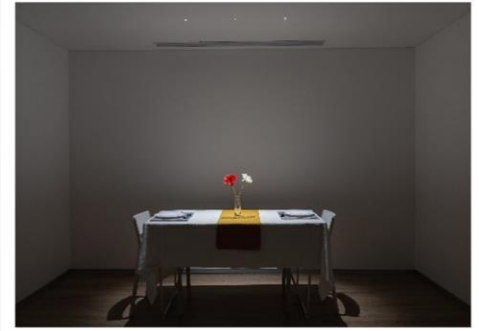
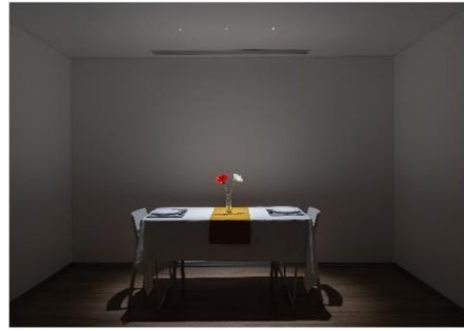


Regular Colour Corrected LED



Fluent Colour Corrected LED





Recreation of the room under different lighting conditions



# State Of The Art Manufacturing Facility





**ISO 9001** is the standard to which our Quality Management System is certified to enables consistent processes to ensure safe and reliable products.



**IECEE CB** scheme is the world's first international system for the mutual acceptance of product safety test reports and certificates for electrical and electronic equipment, devices and components.



**CE Mark** is manufacturer's declaration that products meets the requirements of the applicable European Directives related to health, safety and environmental protection standards.



**RoHS** is the directive on the restriction on the use of certain hazardous substances in electrical and electronic equipment.



**IP20** confirms touch safe design with protection against solid objects up to 12 mm.



**IP45** confirms protection against solid objects over 1 mm and limited liquid ingress protection.

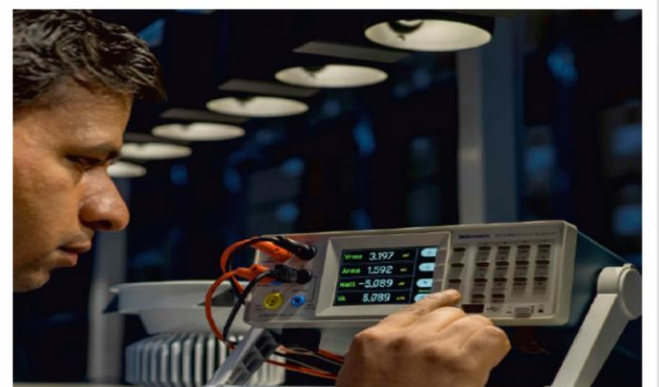


## PHOTOMETRY LAB

For the past few years, PLUS has invested in a state-of-the-art- R&D and testing facility in Mumbai. Our light fittings are subjected to a wide variety of test procedures; including tasks we carry out in our in-house Photometry Lab equipped with a Full-Field Goniophotometer and a Spectroradiometer with a 2 meter Integrated Sphere. This enables us to create even better, more energy efficient and higher quality products for our customers in the future.

## SUSTAINABILITY

Energy optimisation is central to retail lighting and is even more important today than it ever was. Our research and development work is geared towards ever more efficient and durable lighting solutions that go beyond short-term trends. Consequently, our focus on trendsetting LED technology and the desire to push future-oriented innovations encourages us to create new LED products - the perfect balance of efficiency and design.



BCBGMAXAZRIA

**MUJI**

*Brooks Brothers*

**DIESEL**

**Dune**

 **GAS**

**GUESS**

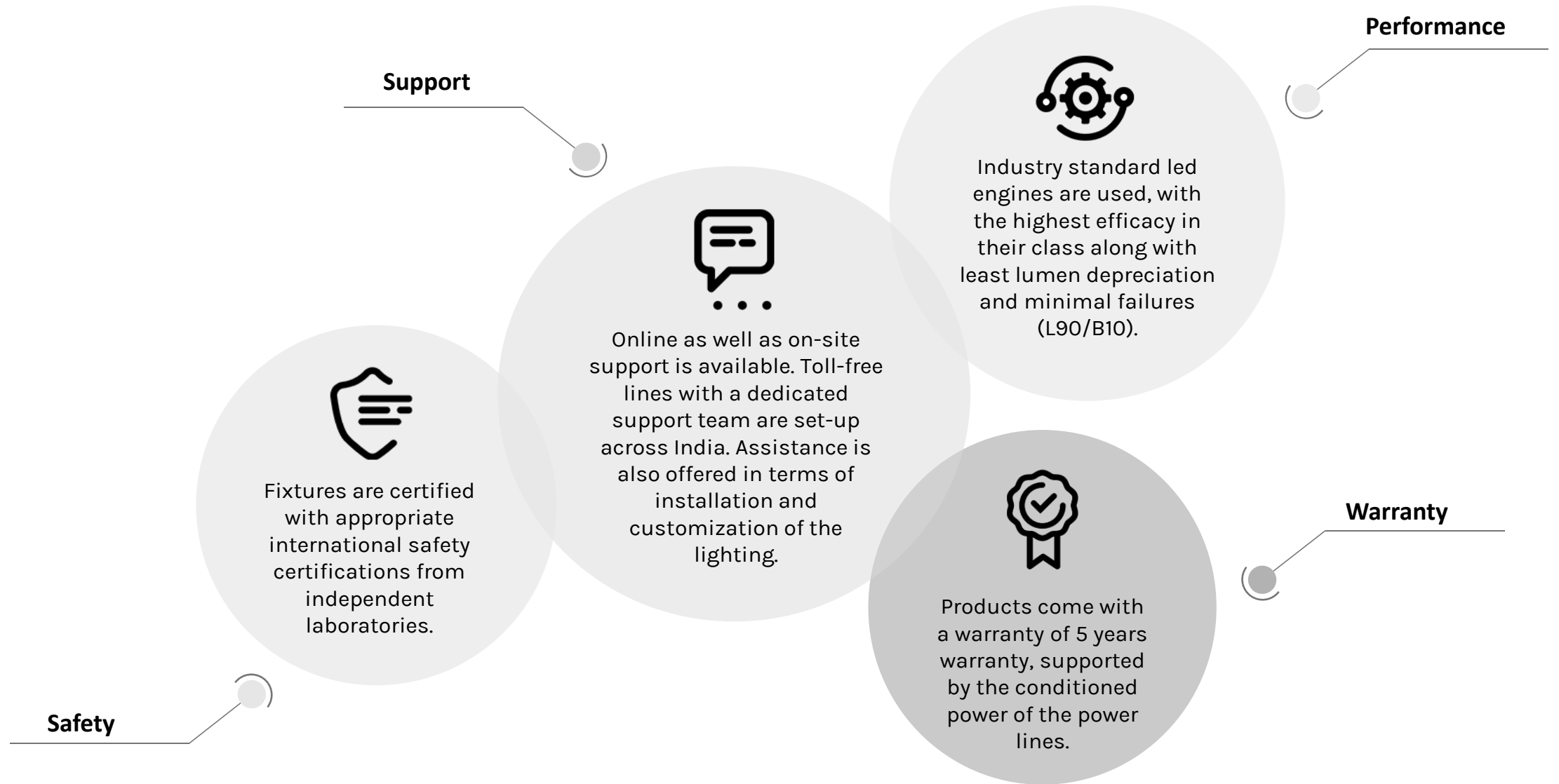
**TATA MOTORS**

kate spade

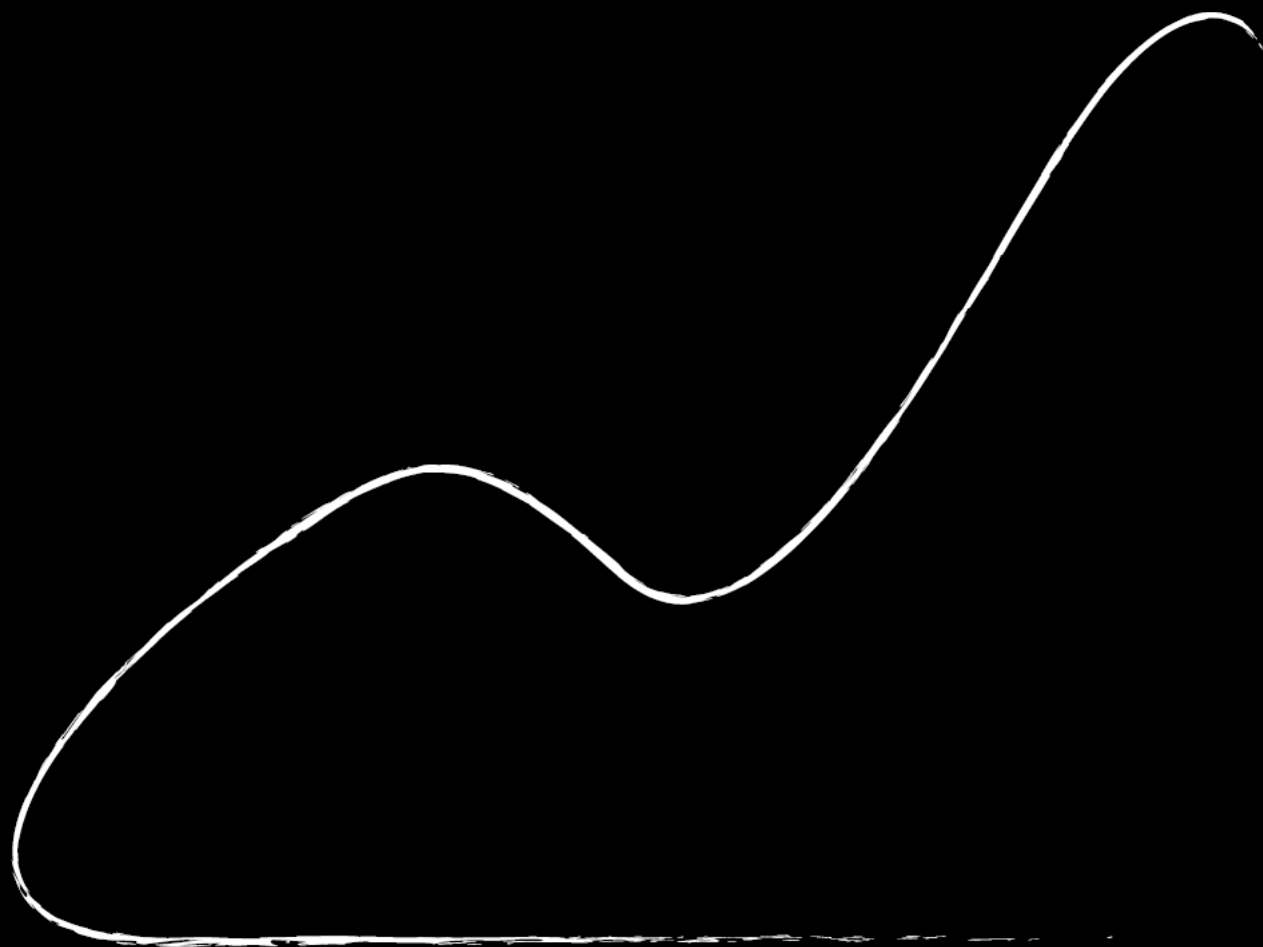
**KENNETH COLE**







# Management Overview



## Mr. Amit Sheth – Managing Director

Mr. Sheth has an important role in market development, brand development and product innovation.

Having specialization in marketing, Mr. Sheth has designed new processes in marketing, initiated value selling channel loyalty programs.

He was solely responsible for the launch of new product concepts such as Lighting System, Micro downlights, Human Centric Lighting and Smart Lighting Control.





Mr. Amit Sheth  
Managing Director



Mrs. Deepali Sheth  
Executive Director



Mr. Chetan Shah  
Non Executive Independent Director



Mr. Sanjay Gaggar  
Non Executive Independent Director

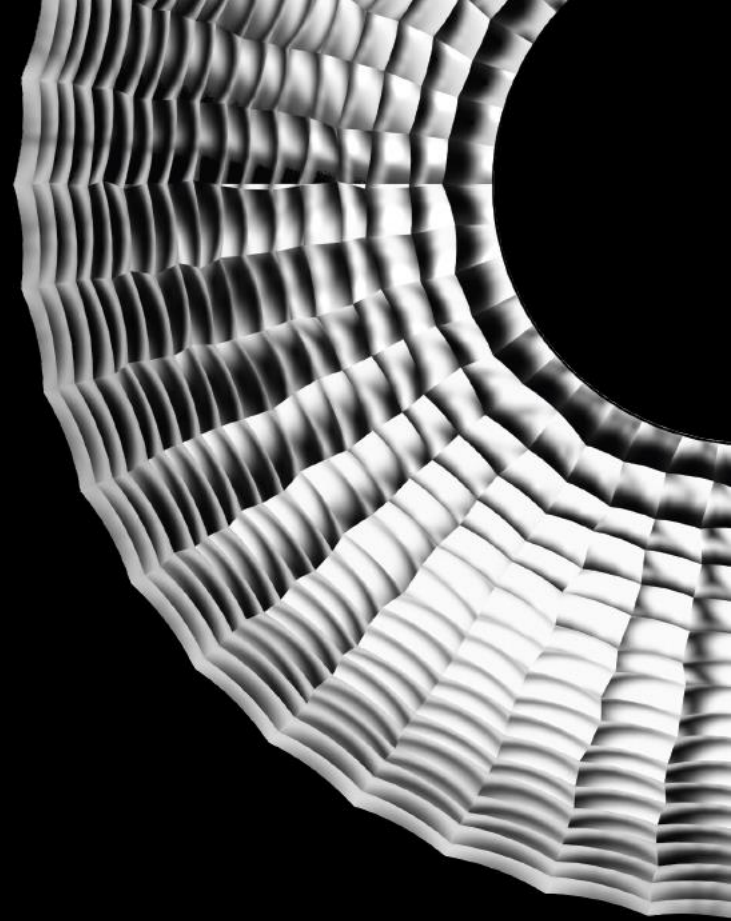


Mr. Mahesh Rachh  
Non Executive Independent Director



Ms. Khushi Sheth  
Non Executive Non Independent Director

# Business Overview





Our designs are deeply imbued with minimalism, conveying the message of simplicity and essential quality.



Array Pro



Dione Cove



Elite



EOS



Hyperway



Ilios



Magnus



NIX



Perdu

## Towards a Smart Future

No longer need to flick the switch! Lights can be controlled with hand-held devices, may it be smartphones or tablets, over Bluetooth or Wi-Fi.

**PLUS**  
LIGHT TECH

+

**L&B** Lumens  
& Beyond

### Partnership for co creation intelligent, more comprehensive lighting solutions

L&B's technology enables wireless lights to be controlled over Bluetooth and Digital Addressable Lighting Interface (DALI), as per the configuration of the lighting systems with smart accessories and devices.



## Accessories & Devices (Powered By L&B)



### **USB Bridge Device** WBUSBBD

- Easily connect Bluetooth to internet
- Manage connected devices through the cloud
- Remotely control BLE devices from anywhere
- Micro SD card slot for back-up memory in case of poor WiFi



### **Wireless Sensor** W2BPIRS

- Ambient light sensor for day light harvesting
- Trigger lighting with motion and send data to energy efficiency management platform for heat mapping
- 128 bit encrypted for device and network security



### **Remote** W5BBLER

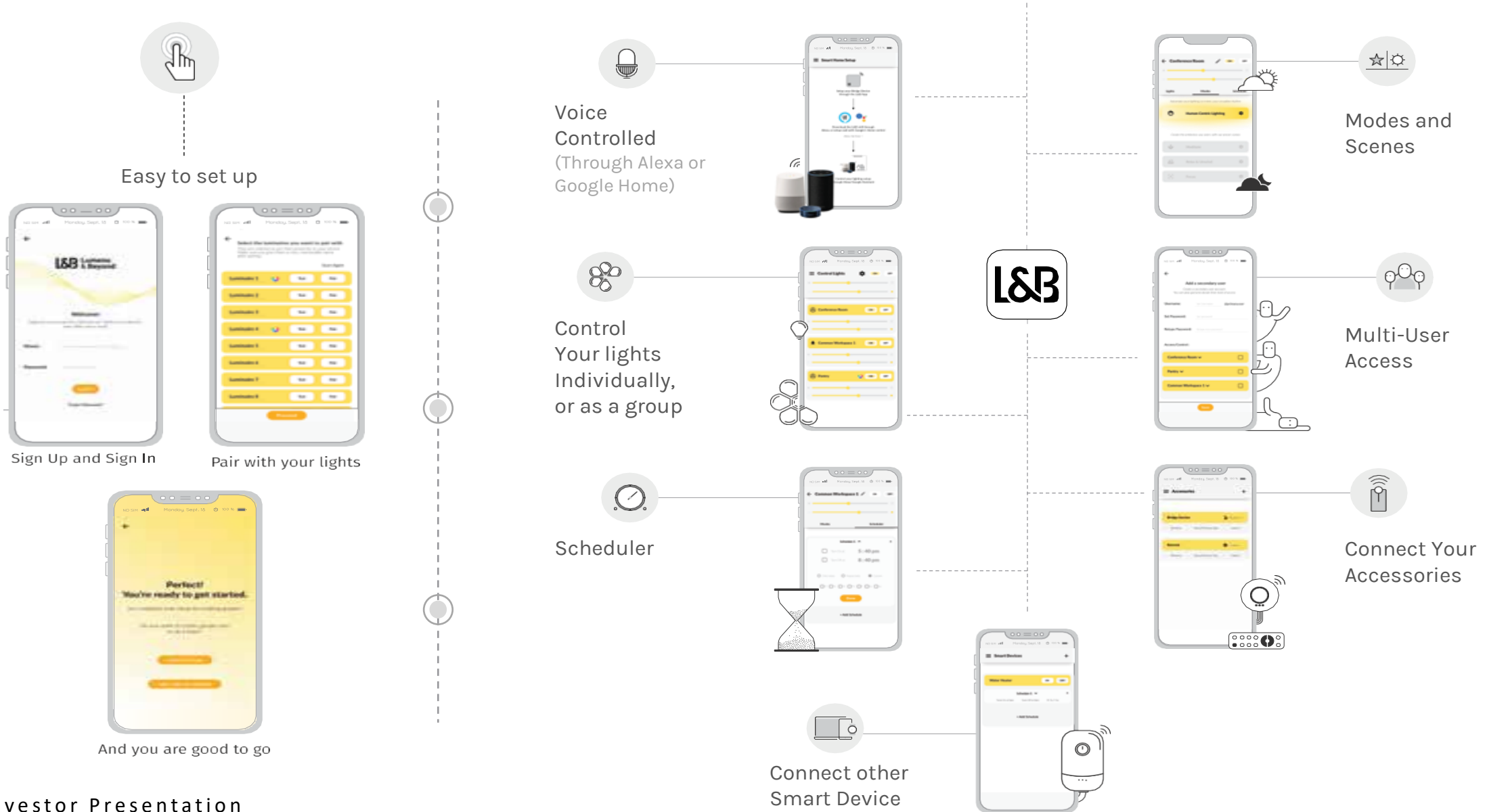
- Wireless remote with 5 buttons
- 2 Buttons for intensity control
- 1 Button for pairing and another for channel selection
- 1 Button for On/OFF



### BLE Controlled 0-10 V Dual Channel Dimming AC Device with DALI **BLEDCD-DALI**



### BLE Controlled 0-10 V Dual Channel Dimming Device with Micro Sensor **BLEDCD-MS**



**PLUS**<sup>™</sup>  
LIGHT TECH

+

**Bartenbach**<sup>®</sup>

## Unique patented optics

To realise the extraordinary potential of light, we have partnered with **Bartenbach** GmbH, an international leader in the creation and development of state-of-the-art optics

### Lens

- Unique focus lens
- Highly efficient and architecturally integrated
- Different beam angles



Wide

Narrow

### Reflector

The structure of complex surface facets and the highest surface quality allow perfect beam control and optimal colour mixing.



Medium

Wide

Narrow

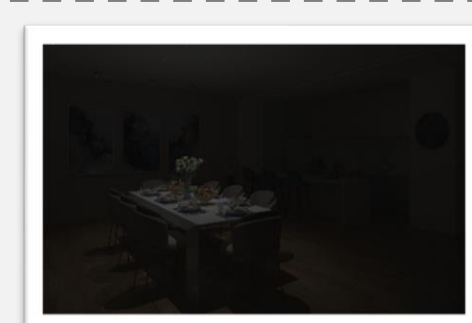
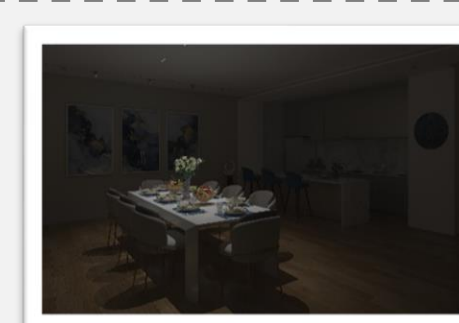
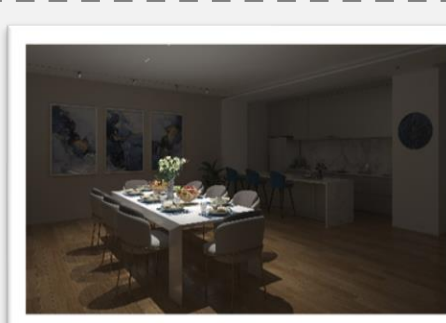
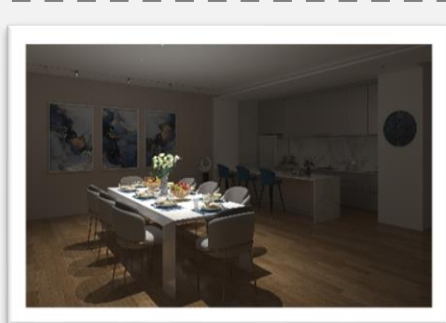
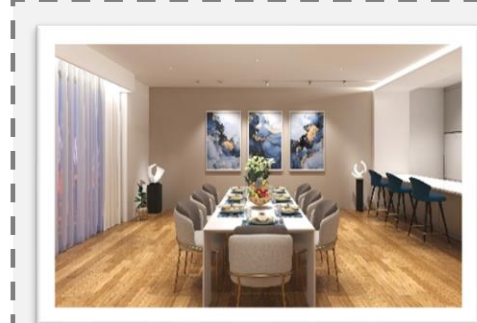
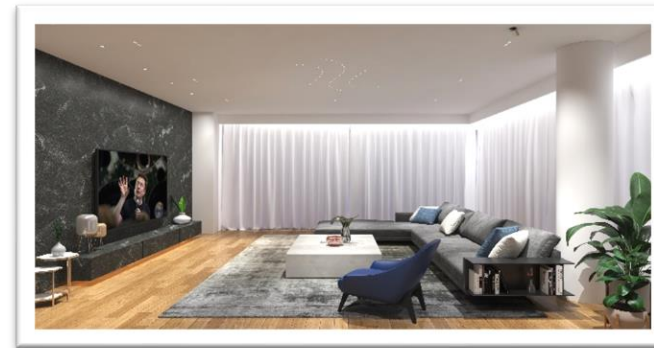
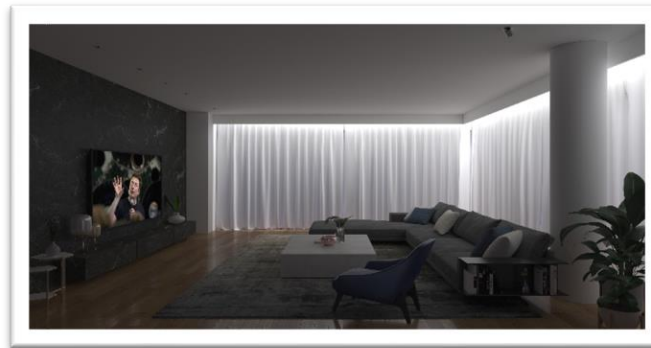
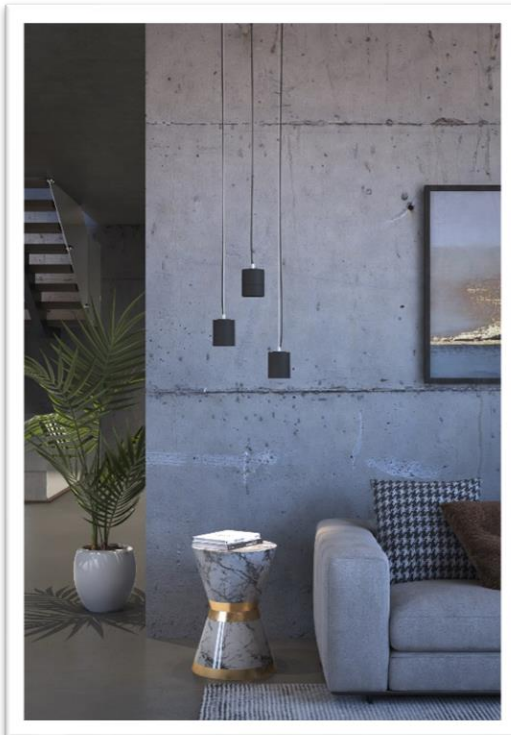
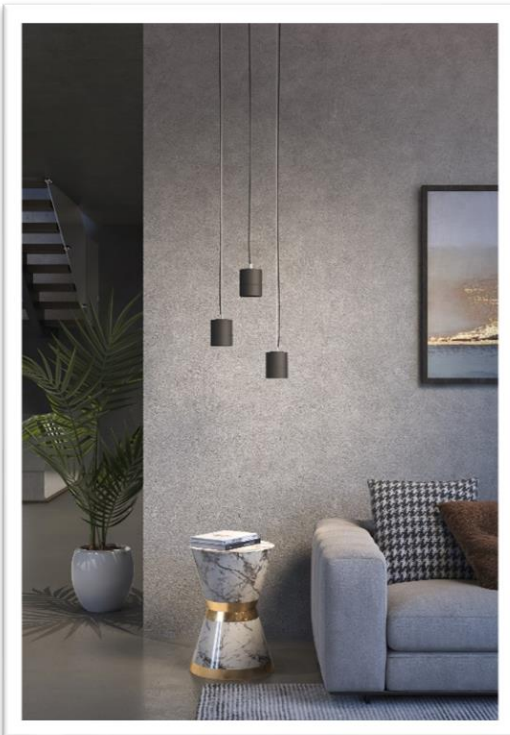
These reflectors are uniquely

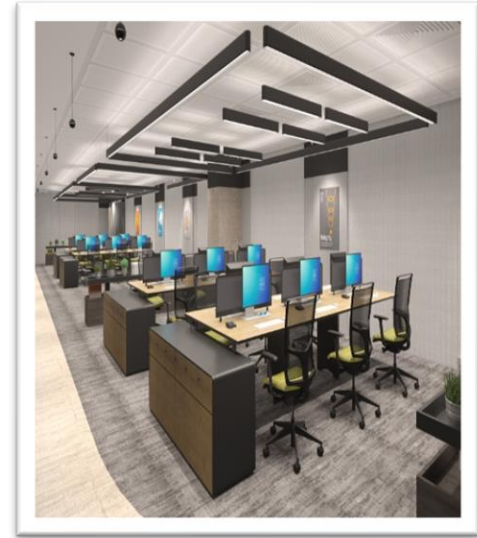
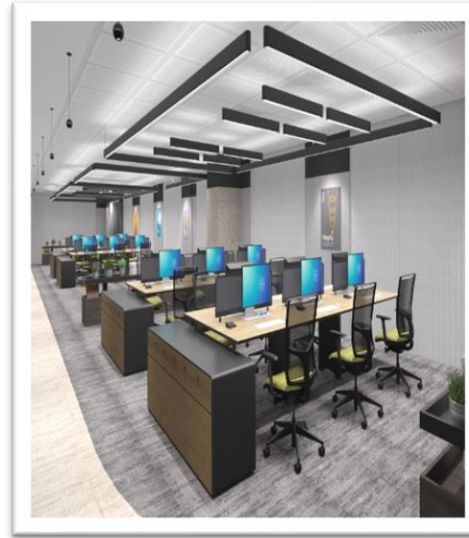
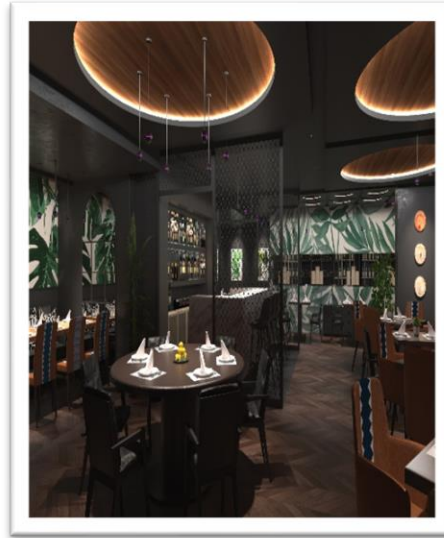
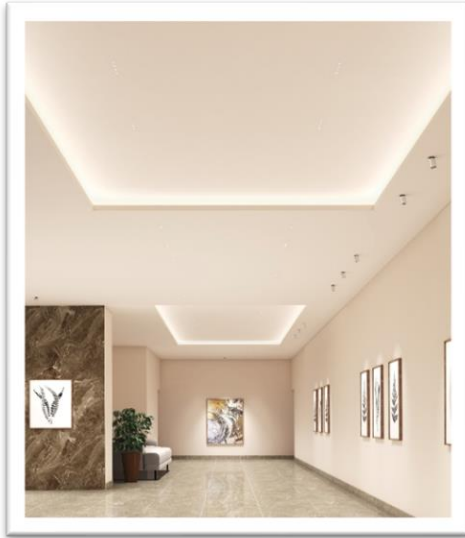
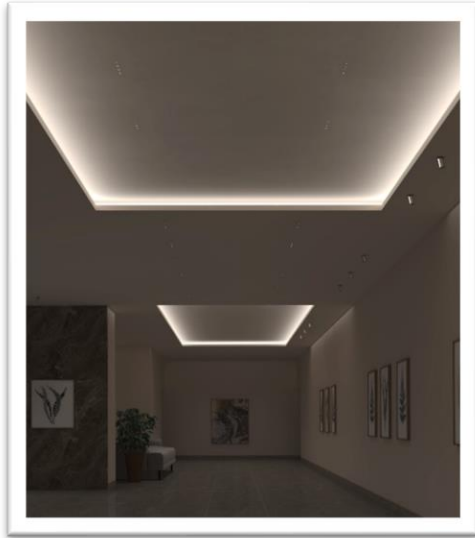
- **Modular**
- **Exact and compact**

### Modular

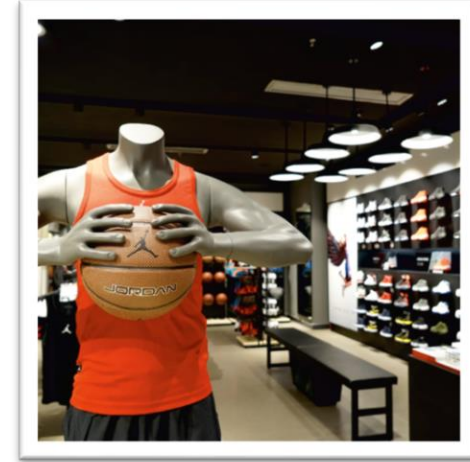
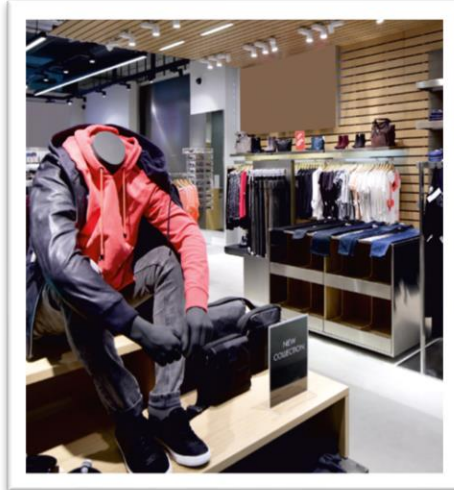
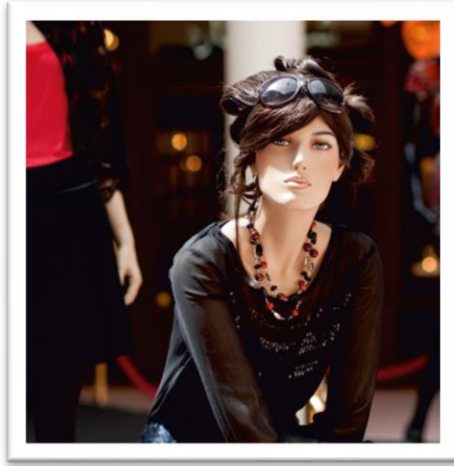
The precisely designed reflectors enable different beam angles in the same type of luminaire with similar appearance.



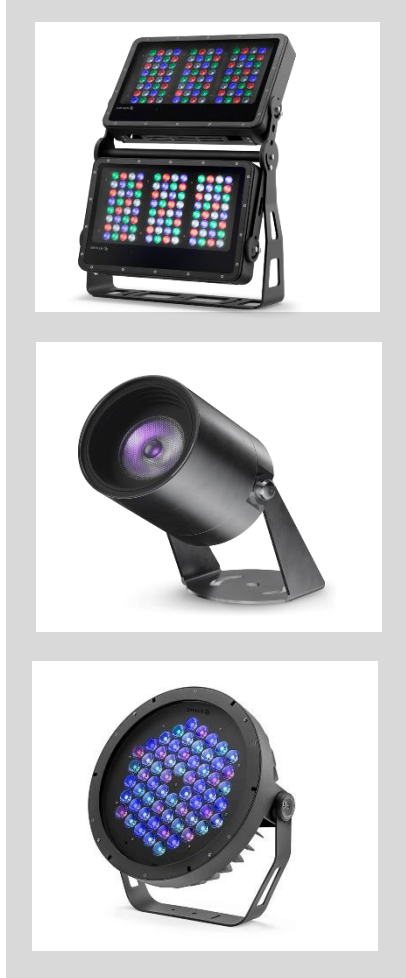








Façade Lighting



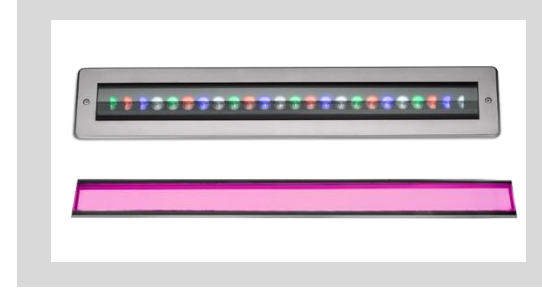
Linear Wall Grazing



Multimedia Pixel Lighting



Linear Recessed



In-ground Uplighters



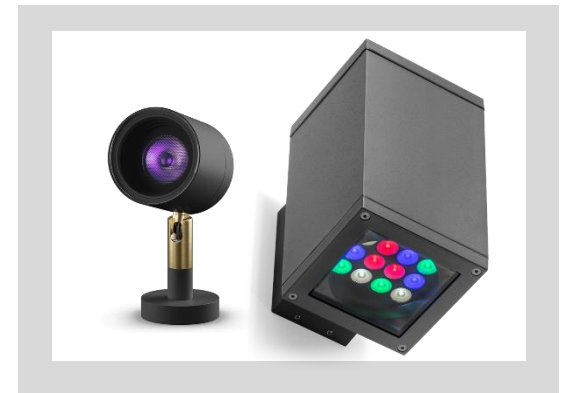
Underwater Lighting



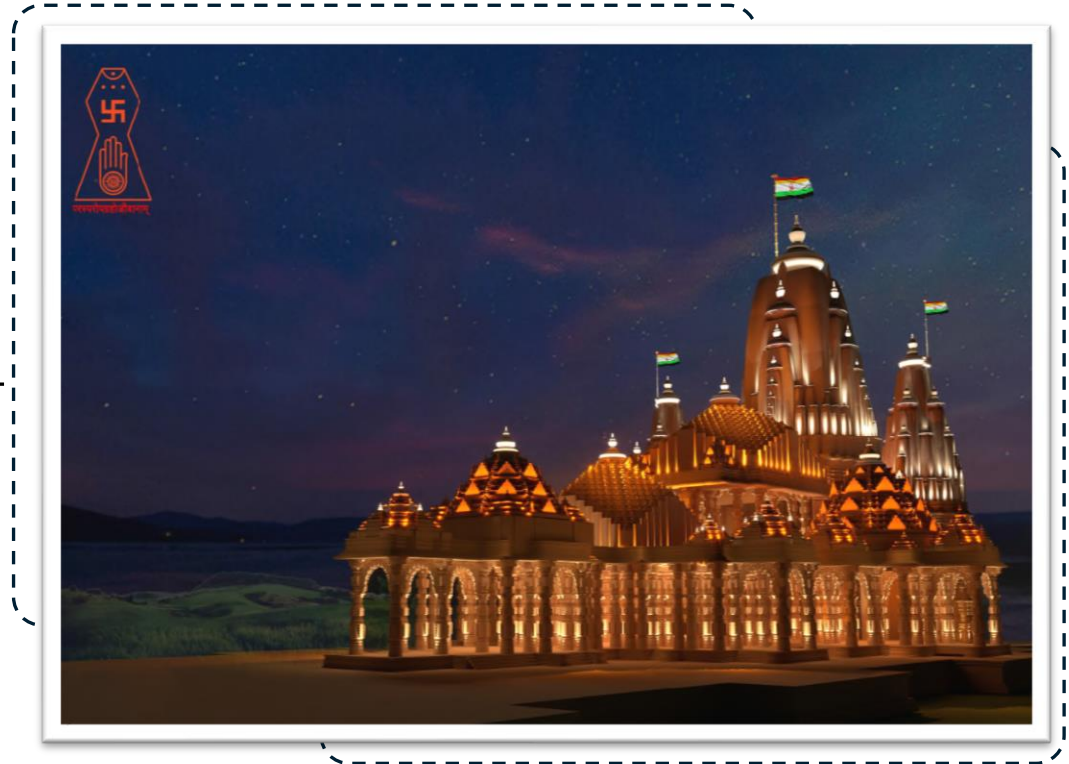
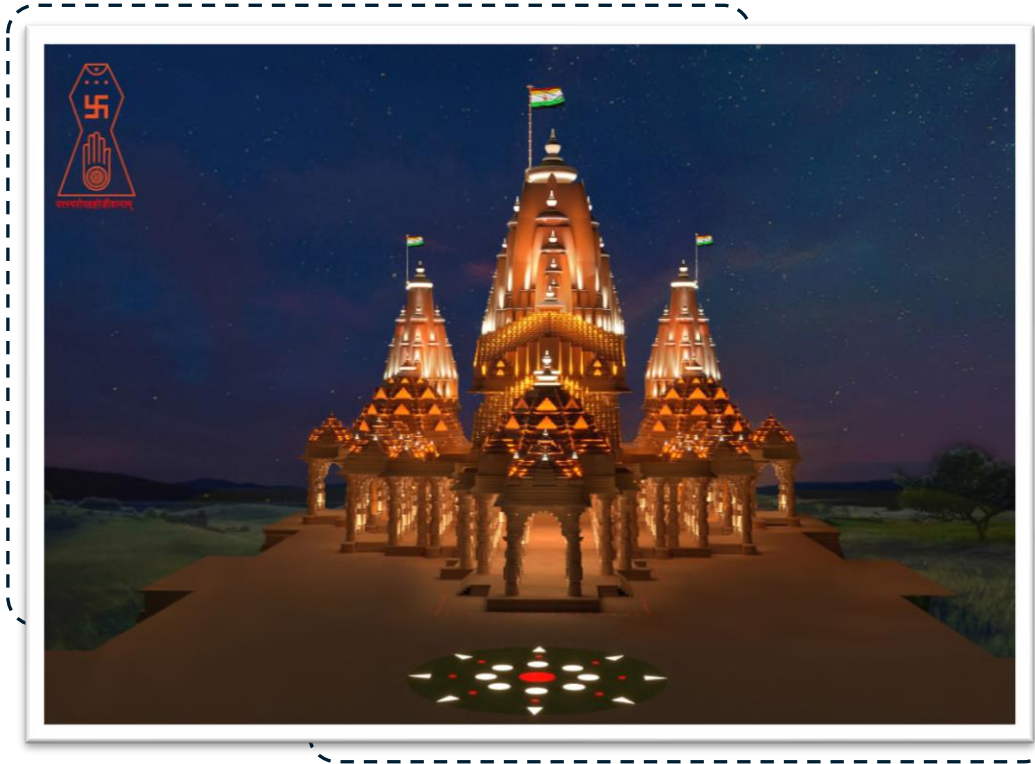
Image Projectors



Accent Lighting







**The Bade Baba (Lord Adinath) Mandir' (Jain Temple) located at Kundalpur, Madhya Pradesh**





**3-D Mapping Light and Sound Show at Surat Castle, Gujarat**

## Passenger Light



## Corridor Light



## Berth Reading Light



## Retrofit For Conventional Coaches



## At PLUS we are... Innovating for Efficiency



### Sustainable, Green Technology

LED technology is the light source of the future. A convenient, highly efficient energy-saving light source has along life cycle and an absence of mercury.



### Convenient

Well designed and easy to install. LED luminaires are compact and shock-proof. A long product life allows for extensive maintenance -free intervals.



### High Lumen Efficiency

The radiation pattern of the LED eliminates the need to direct the light around the source. As a result, there is no light loss at the source, thus increasing it's efficiency.



### Mercury Free

Mercury, known to be toxic, is harmful to humans as well as the environment. In comparison to other sources of light, LEDs contain absolutely no mercury.



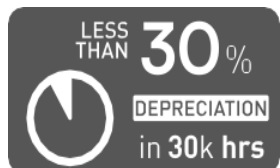
### Low Energy Consumption

When compared to conventional lighting system such as CFLs and Low-Voltage Halogens, LED's show a remarkable advantages in power consumptions.



### High Colour Rendering Index

The Colour Rendering Index (CRI) measures the ability of light to reproduce the colours in comparison with an ideal light source LED has a high CRI of about 80. Also available at high CR on customization.



### Long Product Life

LEDs have a long product Me of up to 50,000 hours with less than 30% drop in light output over its service Me. Life measured by burning hours of fixtures.



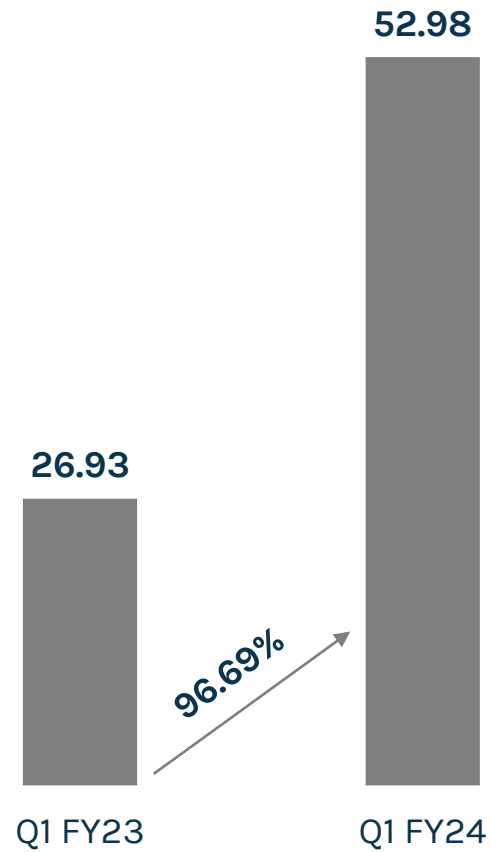
### 5 Years Warranty

We provide 5 years warranty on all our products.

# Financial Overview

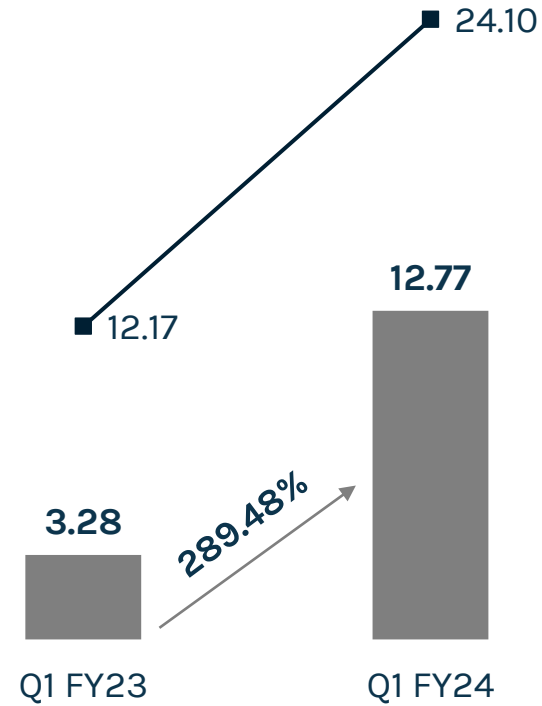


## Total Income



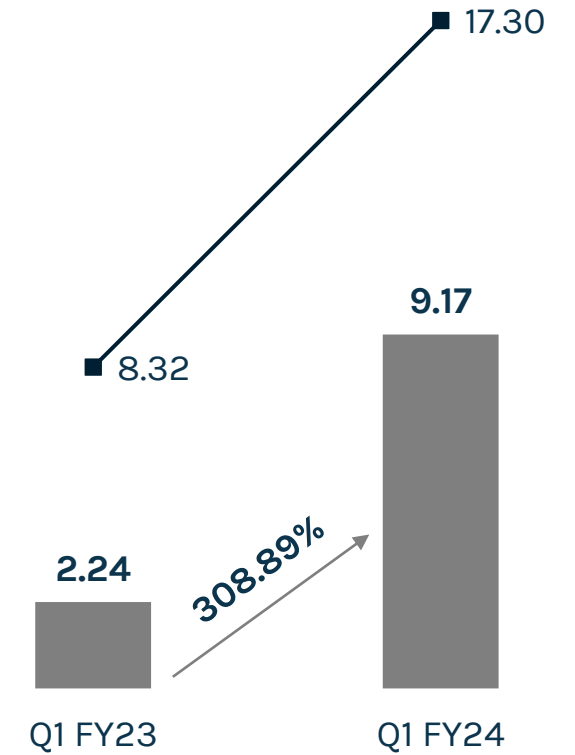
## EBITDA & EBITDA Margin

■ EBITDA ■ EBITDA Margin



## Total Comprehensive Income

■ TCI ■ TCI Margin



Amount In ₹ Cr & Margin in %

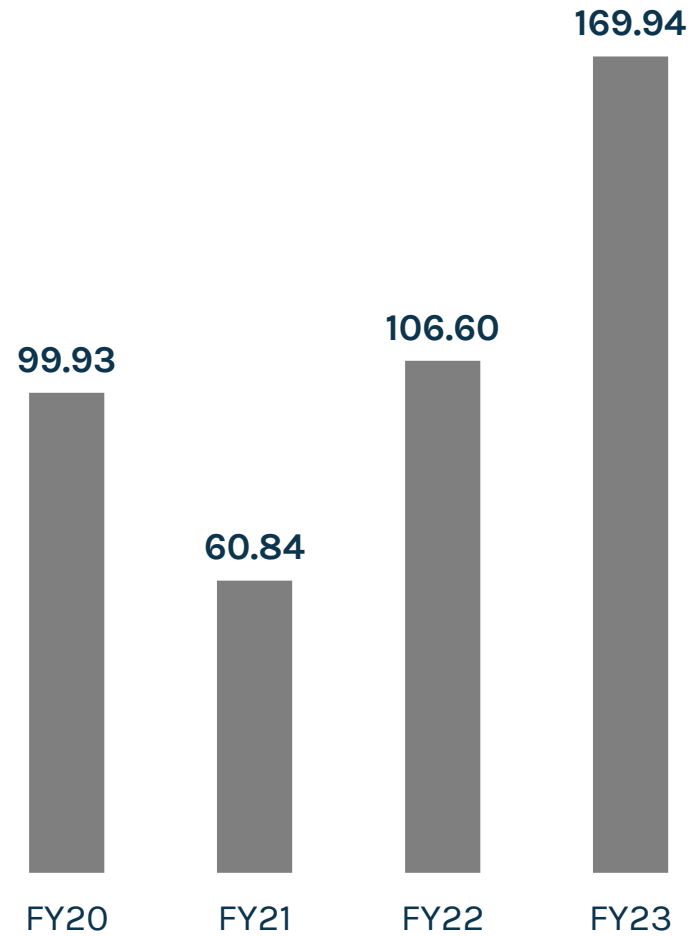


# Last Four Quarter Performance

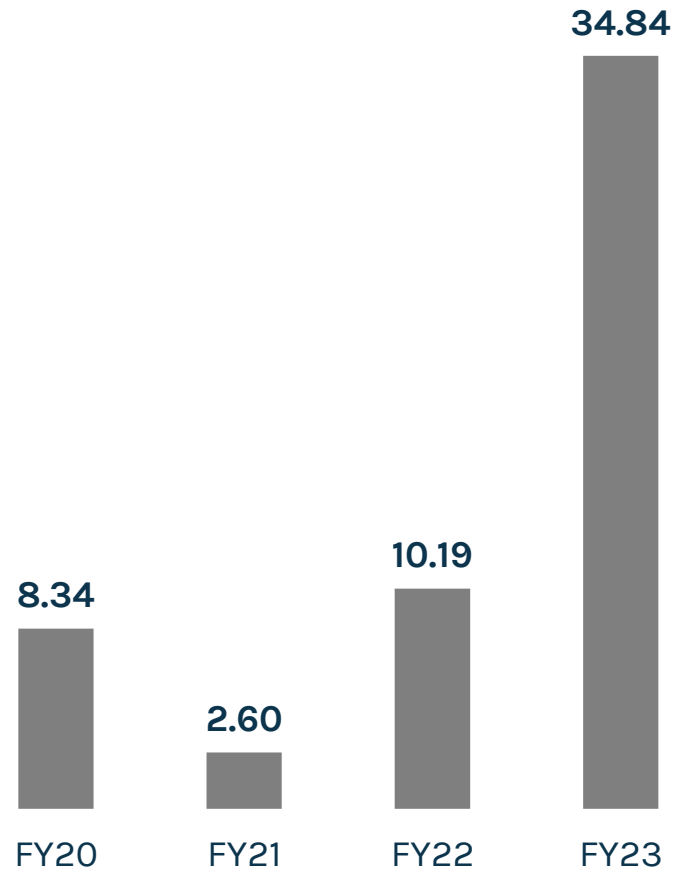
In ₹ Cr

Particular	Q1 FY24	Q4 FY23	Q3 FY23	Q2 FY23	Q1 FY23
Revenue	51.37	40.89	60.84	40.32	26.54
Other Income	1.61	0.22	0.47	0.29	0.40
<b>Total Income</b>	<b>52.98</b>	<b>41.11</b>	<b>61.31</b>	<b>40.61</b>	<b>26.94</b>
Total Expenditure	40.21	33.03	46.01	32.30	23.65
<b>EBITDA</b>	<b>12.77</b>	<b>8.08</b>	<b>15.30</b>	<b>8.31</b>	<b>3.29</b>
Interest	0.30	0.22	0.25	0.30	0.23
Depreciation	1.17	1.40	1.15	0.98	0.96
<b>PBT</b>	<b>11.29</b>	<b>6.46</b>	<b>13.90</b>	<b>7.02</b>	<b>2.09</b>
Tax	2.27	1.30	3.61	2.18	-0.56
<b>PAT</b>	<b>9.03</b>	<b>5.16</b>	<b>10.29</b>	<b>4.84</b>	<b>2.65</b>
<b>Profit After Comprehensive Income</b>	<b>9.17</b>	<b>5.42</b>	<b>11.35</b>	<b>4.59</b>	<b>2.24</b>

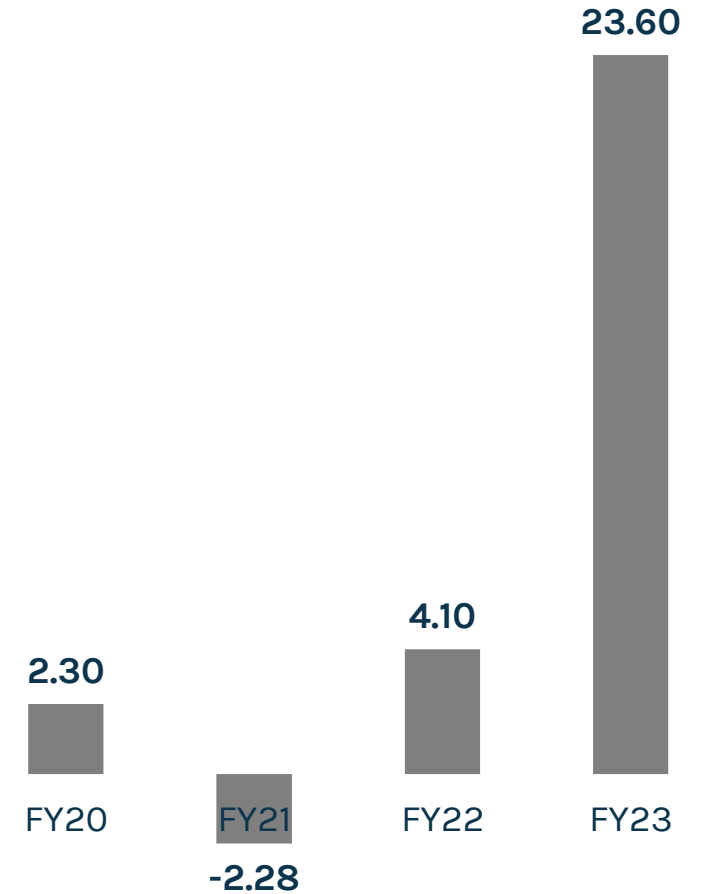
## Total Income



## EBITDA



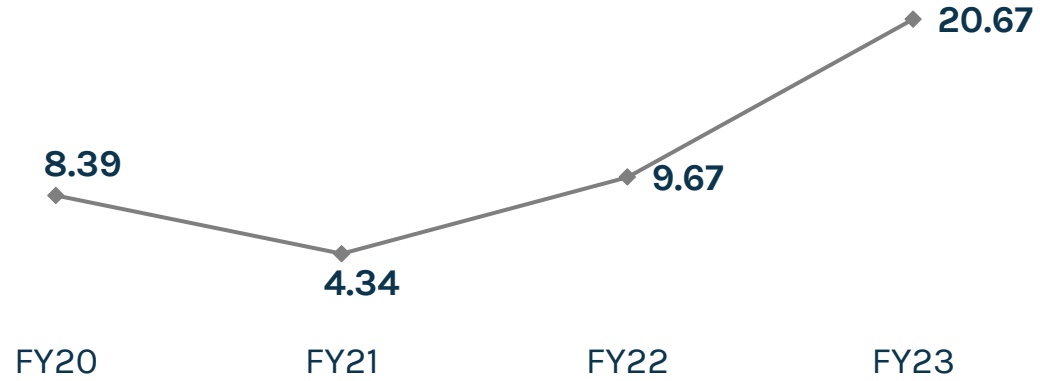
## Total Comprehensive Income



All Figures In ₹ Cr

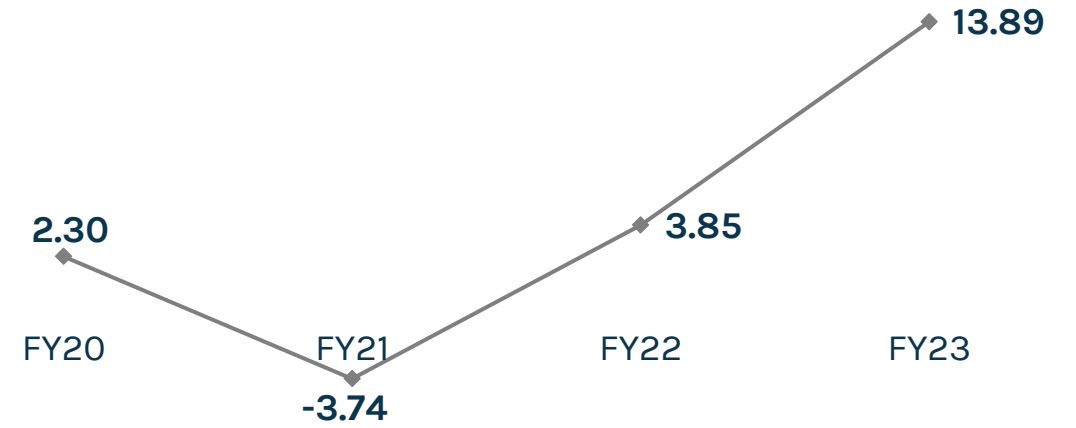
## EBITDA Margin

In %



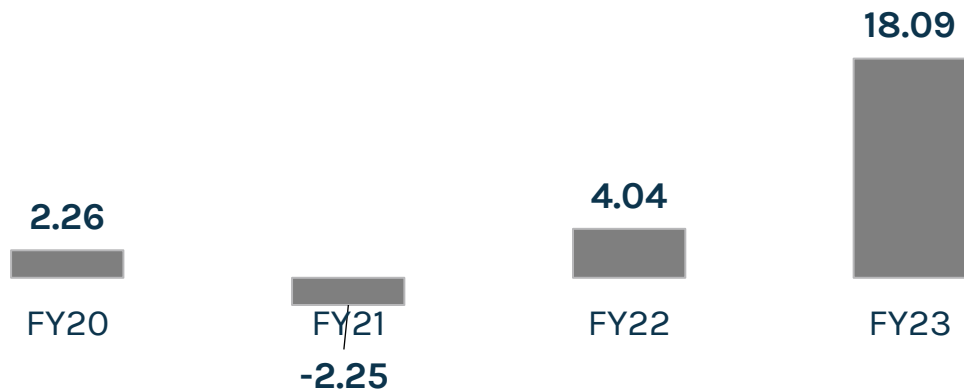
## PAT Margin

In %



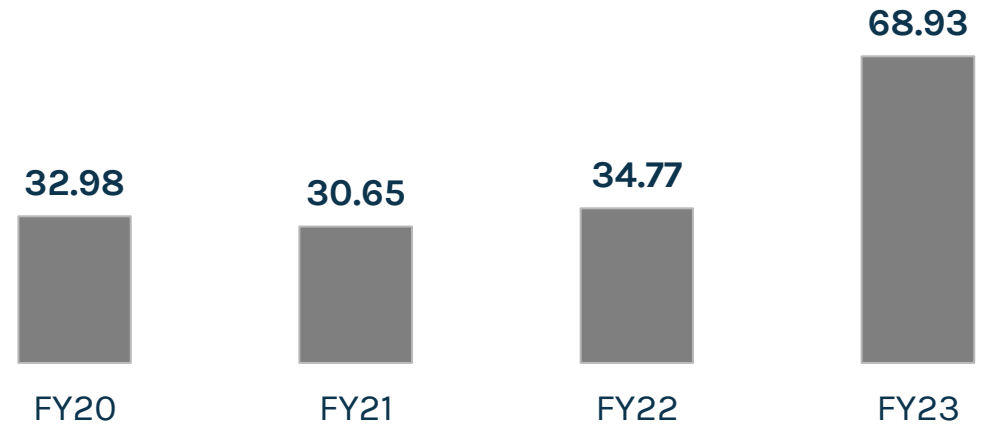
## EPS

In ₹



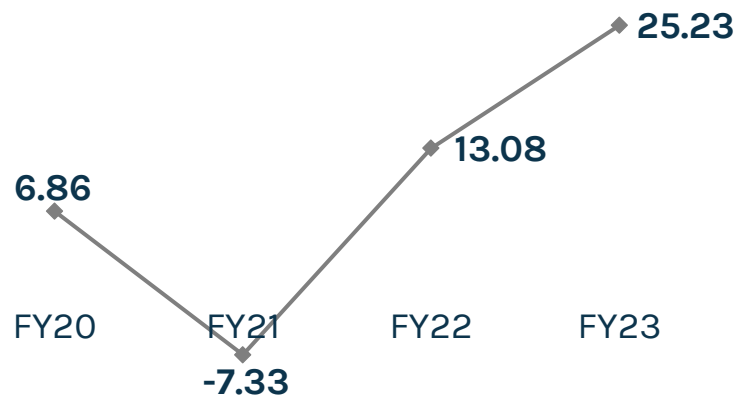
## Book Value

In ₹



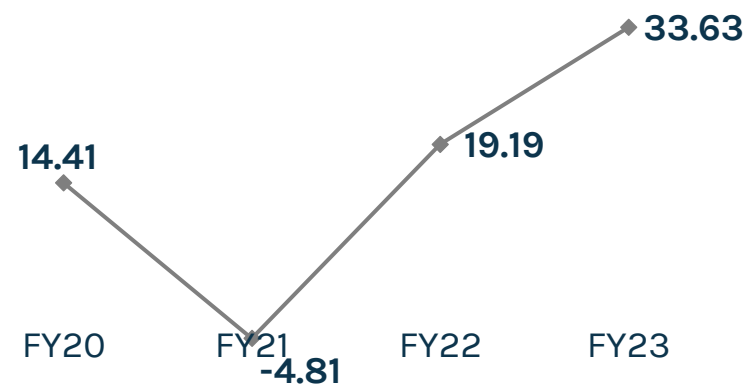
## ROE

In %



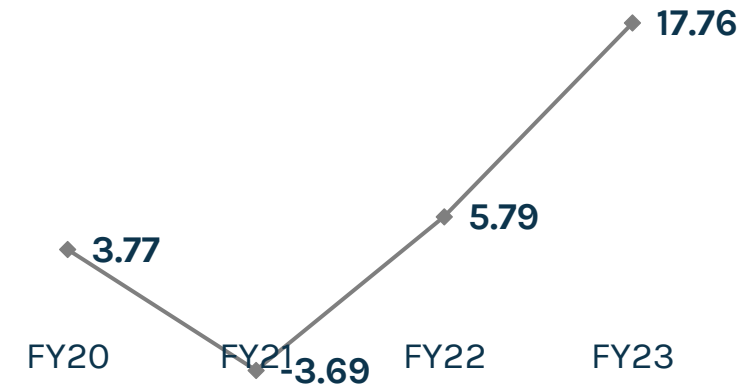
## ROCE

In %



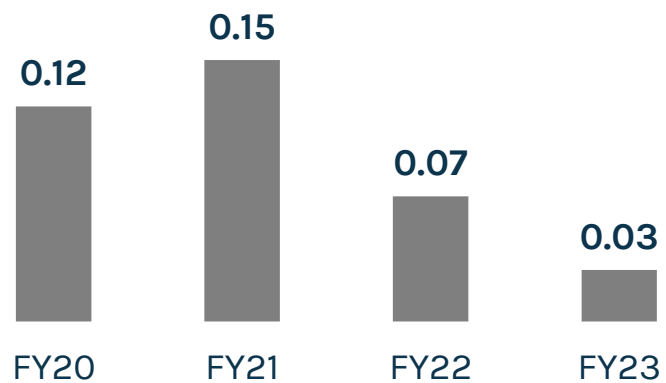
## ROA

In %



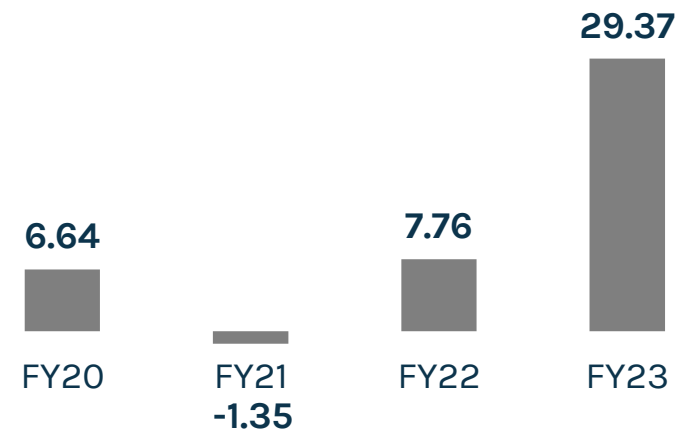
## Debt To Equity

In Times



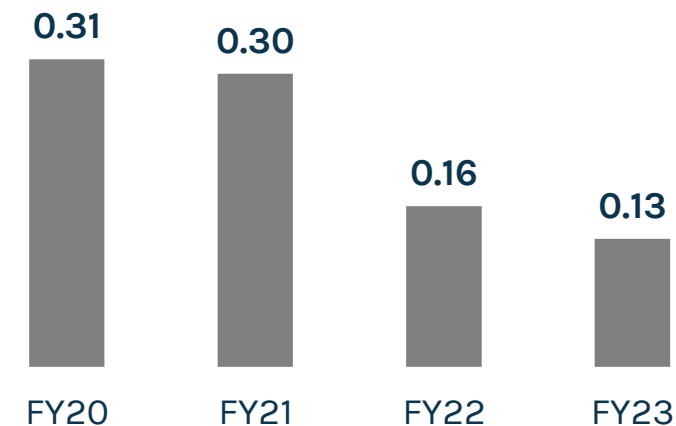
## Interest Coverage

In Times

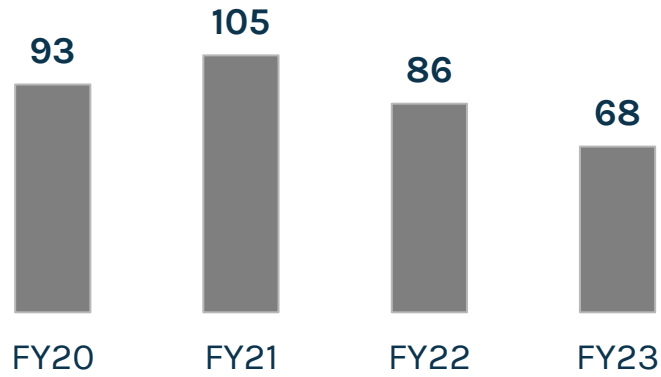


## Debt To Asset

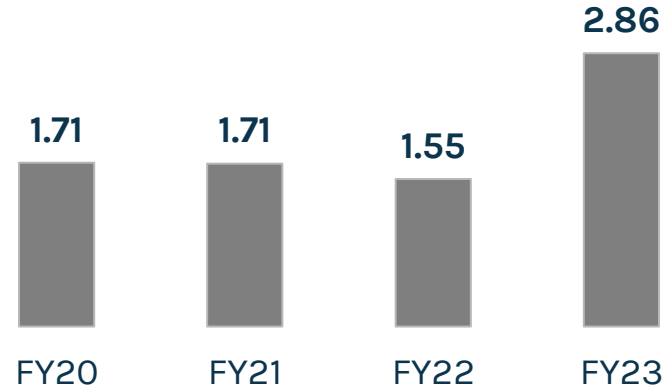
In Times



## Days Sales Outstanding In Days



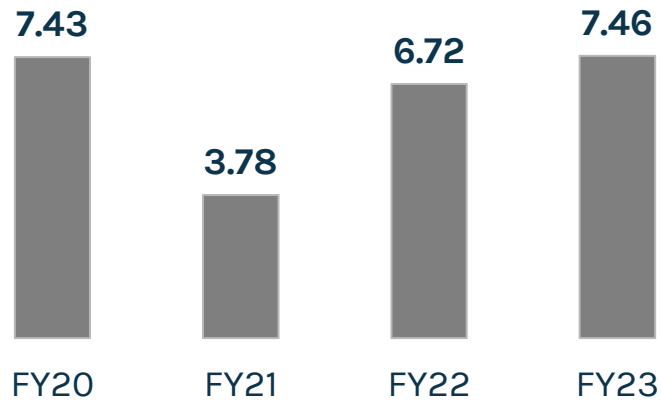
## Current Ratio In Times



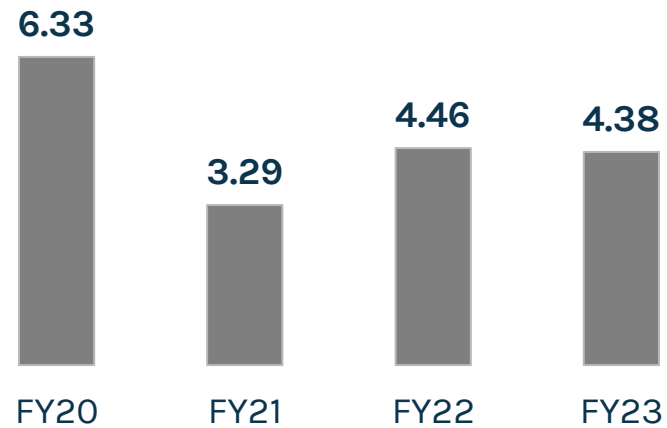
## Quick Ratio In Times



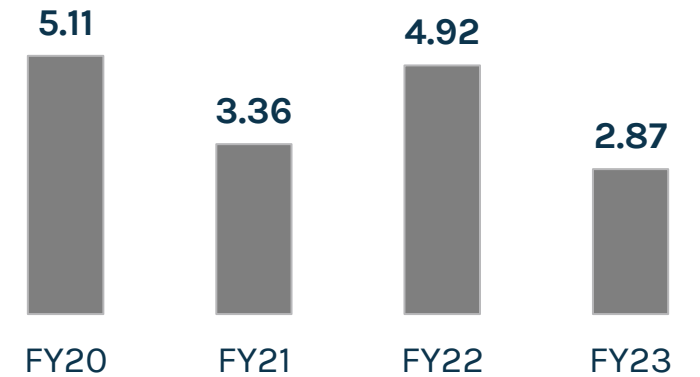
## Asset Turnover Ratio In Times



## Inventory Turnover Ratio In Times



## Working Capital Ratio In Times





In ₹ Cr

Particular	FY20	FY21	FY22	FY23
Revenues	99.32	59.96	105.39	168.56
Other Income	0.61	0.88	1.21	1.38
<b>Total Income</b>	<b>99.93</b>	<b>60.84</b>	<b>106.60</b>	169.94
Raw Material Costs	66.27	41.43	69.83	92.54
Employee Costs	12.65	9.32	13.58	21.05
Other Expenses	12.67	7.49	13.00	21.51
Total Expenditure	91.59	58.24	96.41	135.10
<b>EBITDA</b>	<b>8.34</b>	<b>2.60</b>	<b>10.19</b>	<b>34.84</b>
Finance Costs	0.73	1.13	0.88	1.03
Depreciation	3.52	4.13	3.36	4.59
Prior Period Adjustment	0.25	-	-	-
<b>PBT</b>	<b>4.34</b>	<b>-2.66</b>	<b>5.95</b>	<b>29.22</b>
Tax	2.05	-0.34	1.38	6.53
<b>PAT</b>	<b>2.30</b>	<b>-2.32</b>	<b>4.56</b>	22.69
Minority Interest	0.00	0.00	0.00	0.47
Total Comprehensive Income	2.30	-2.28	4.10	0.44
<b>Reported Net Profit (After Ext Ord Income + Min. Interest)</b>	<b>2.29</b>	<b>-2.28</b>	<b>4.10</b>	<b>23.60</b>

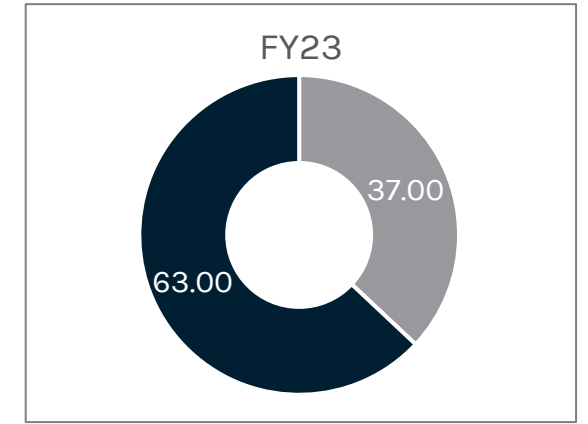
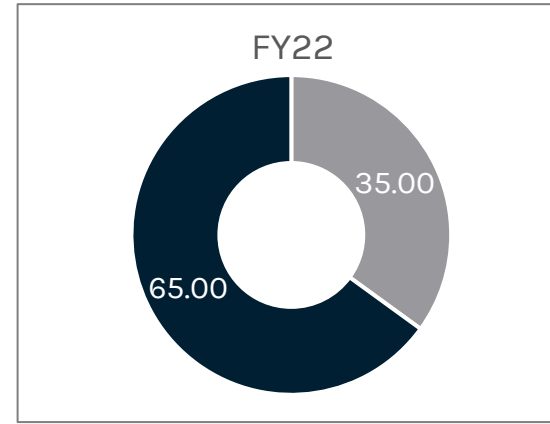
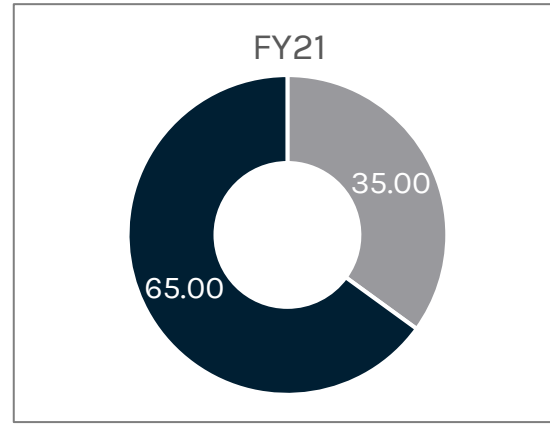
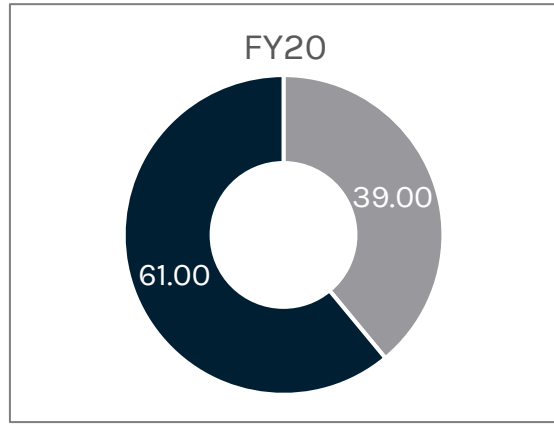
					In ₹ Cr				
Equities & Liabilities	FY20	FY21	FY22	FY23	Assets	FY20	FY21	FY22	FY23
Equity	10.14	10.14	10.14	13.05	Non Current Assets				
Reserves	23.29	20.93	25.10	76.90	Fixed Assets	13.37	15.86	15.69	22.60
<b>Net Worth</b>	<b>33.43</b>	<b>31.07</b>	<b>35.24</b>	<b>89.95</b>	Non Current Investments	0.00	0.00	0.00	0.00
Non Current Liabilities					Other Non Current Financial Assets	0.35	1.66	1.60	12.46
Long Term Borrowing	0.00	0.70	0.36	0.00	Deferred Tax Assets	0.40	0.95	1.40	2.28
Deferred Tax Liabilities	0.00	0.00	0.00	0.00	Other Non Current Assets	0.09	0.00	0.21	0.21
Other Long Terms Liabilities	0.21	4.56	3.70	1.18	<b>Total Non Current Assets</b>	<b>14.21</b>	<b>18.47</b>	<b>18.90</b>	<b>37.55</b>
Long Term Provision	0.00	0.00	1.03	5.13	Current Assets				
<b>Total Non Current Liabilities</b>	<b>0.21</b>	<b>5.26</b>	<b>5.09</b>	<b>6.31</b>	Inventories	15.68	18.22	23.63	38.51
Current Liabilities					Trade Receivables	25.43	17.33	24.71	31.61
Short Term Borrowings	4.18	4.02	2.20	2.95	Cash & Bank Balance	0.70	1.14	0.63	8.18
Trade Payables	17.03	16.81	26.08	17.21	Other Current Financial Assets	2.60	0.38	0.29	0.00
Other Current Financial Liabilities	0.00	1.73	3.32	3.78	Current Tax Assets (Net)	0.00	0.02	0.00	0.00
Other Current Liabilities	5.32	2.58	6.84	7.12	Other Current Assets	2.41	6.09	11.42	11.91
Short Term Provision	0.68	0.17	0.81	0.44	<b>Total Current Assets</b>	<b>46.63</b>	<b>43.17</b>	<b>60.68</b>	<b>90.21</b>
<b>Total Current Liabilities</b>	<b>27.20</b>	<b>25.31</b>	<b>39.25</b>	<b>31.50</b>	<b>Total Assets</b>	<b>60.84</b>	<b>61.64</b>	<b>79.58</b>	<b>127.76</b>
<b>Total Liabilities</b>	<b>60.84</b>	<b>61.64</b>	<b>79.58</b>	<b>127.76</b>					

In ₹ Cr

Particular	FY20	FY21	FY22	FY23
Cashflow from Operations	2.76	2.30	4.20	-13.52
Less: Investment in Fixed Assets	3.00	1.38	3.64	10.43
Free Cash flow	-0.24	0.92	0.56	-23.95
Cashflow from Investments	-3.00	-1.38	-3.49	-10.39
Cashflow from Financing	0.20	-0.10	-1.22	30.63
Net Cash flow	-0.04	0.82	-0.51	6.72
Opening Cash Balance	0.75	0.70	1.14	0.63
Closing Cash Balance	0.70	1.51	0.63	7.35

## Revenue From Top 10 Clients

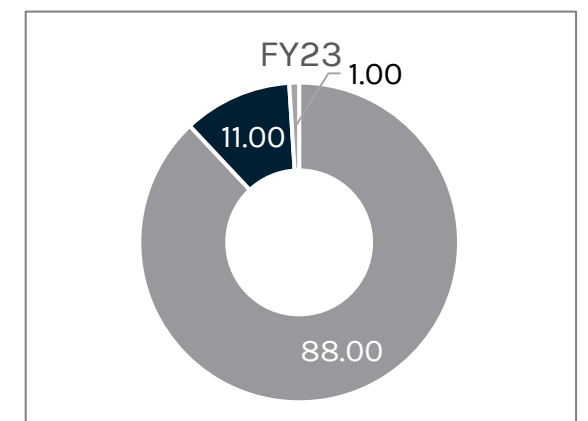
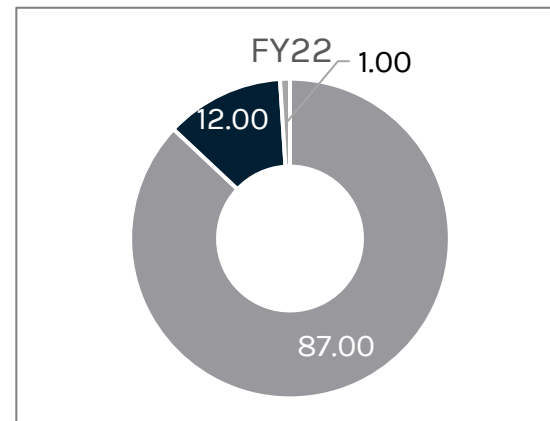
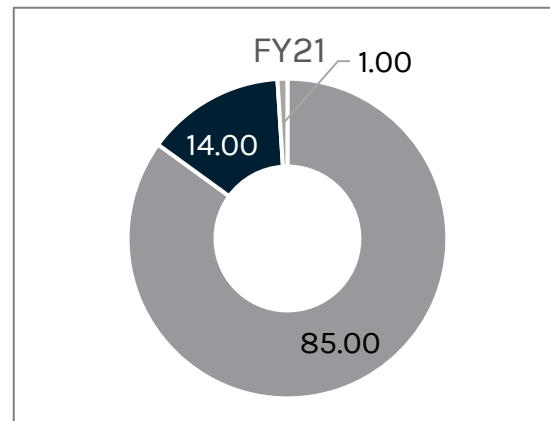
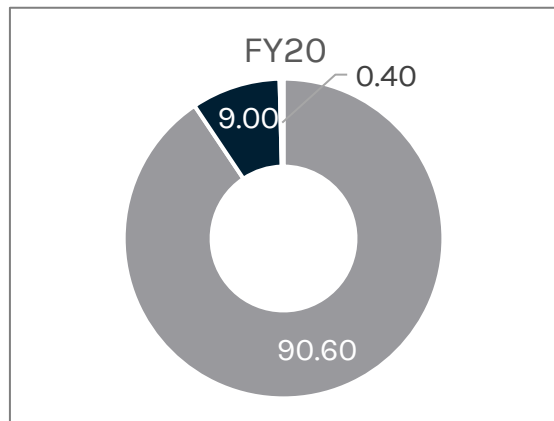
In %



■ Top 10 Clients ■ Others

## Geography Wise Revenue

In %



■ India ■ Dubai ■ Singapore

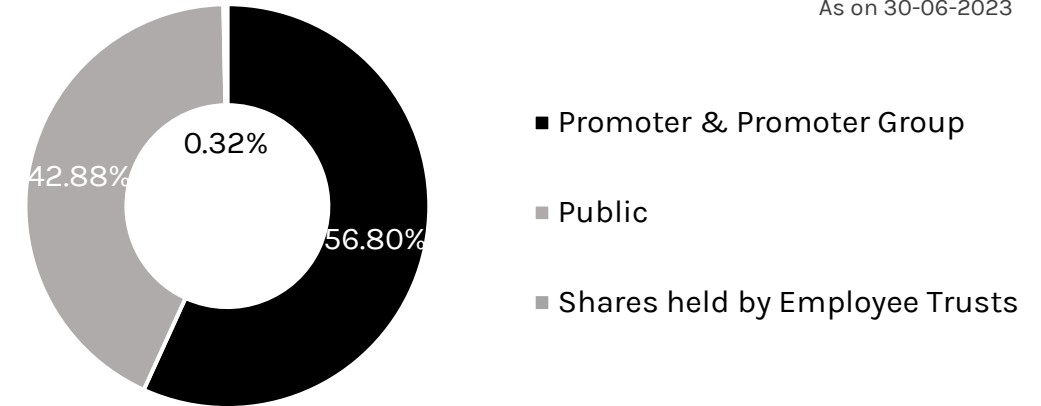
## NSE: FOCUS ISIN: INE593W01010

As on 24-07-2023

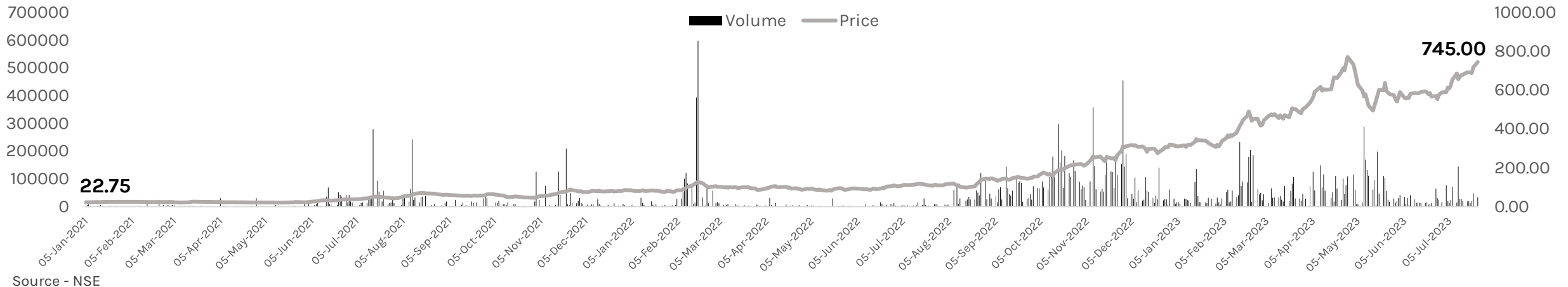
Share Price (₹)	745.00
Market Capitalization (₹ Cr)	975.36
No. of Shares Outstanding	1,30,92,115
Face Value (₹)	10
52 week High-Low (₹)	785.00 - 96.95

## SHARE HOLDING PATTERN

As on 30-06-2023



## Share Performance From 01 January 2021 Till Date





Thank You!

**FOCUS**  
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