Date: May 30, 2025

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 & FY25 (Quarter Fourth and Financial Year ended 31st March, 2025).

Dear Sir/Madam,

This is in continuation of our letter dated May 29, 2025 regarding Outcome of Board Meeting held on Thursday, May 29, 2025, wherein the Company had approved the Audited Financial Results (Standalone and Consolidated) for the Quarter and Financial Year ended March 31, 2025.

In this regard, please find enclosed the Press Release on the Highlights of Q4 & FY25 Audited Financial Results.

You are requested to take the same on your records.

For FOCUS LIGHTING AND FIXTURES LIMITED

Amit Vinod Sheth
Digitally signed by Amit Vinod Sheth

AMIT VINOD SHETH
MANAGING DIRECTOR
DIN: 01468052

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Focus Lighting & Fixtures Limited
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Focus Lighting & Fixtures Reports Total Income of ₹186 Cr in FY25

Mumbai 30th May 2025 – Focus Lighting & Fixtures Limited. (NSE – FOCUS), engaged in manufacturing & innovative lighting solutions of LED lights and fixtures, announced its Audited Financial Results for Q4 FY25 and FY25.

FY25 Consolidated Key Financial Highlights

- Total Income of ₹ 186.19 Cr
- EBITDA of ₹ 29.04 Cr
- EBITDA Margin (%) of 15.59%
- Net Profit of ₹ 15.19 Cr
- Net Profit Margin (%) of 8.16%
- EPS of ₹ 2.28*

Q4 FY25 Consolidated Key Financial Highlights

- Total Income of ₹ 41.81 Cr
- EBITDA of ₹ 4.16 Cr
- EBITDA Margin (%) of 9.94%
- Net Profit of ₹ 1.18 Cr
- Net Profit Margin (%) of 2.81%
- EPS of ₹ 0.17*

(*Face Value of ₹2)

Other Key Highlights:

- Segment-wise Revenue Breakdown:
  - Retail Lighting: ₹ 140.44 Cr
  - Home Lighting: ₹ 26.88 Cr
  - Infrastructure: ₹ 15.65 Cr
  - Railways: ₹ 0.36 Cr

Commenting on the performance, Mr. Amit Sheth, Managing Director of Focus Lighting & Fixtures said, "We concluded FY25 with steady progress across our business segments, our focus on execution, client relationships, and product innovation helped us expand our order book with notable wins from both private and government clients. Securing contracts from reputed infrastructure players and being empanelled by a key state government department has strengthened our positioning in the public sector and large-scale projects. Internationally, we deepened our presence in the Middle East through orders via our subsidiary, on the innovation front, our patented retail lighting technology, which enhances energy efficiency and reduces fixture requirements, has gained strong traction with major retail brands. The successful performance of our experience centers and our balanced approach across segments have contributed to revenue visibility and reduced dependency on any single vertical. We remain focused on improving execution, strengthening client engagement, and leveraging technology to drive long-term growth across domestic and international markets."

ESOP	Approved the grant of 37,500 stock options, convertible into an equal number of equity shares, under the "FLFL ESOP 2019" at an exercise price of ₹12.6 per option.
Key Order Wins	• Secured order worth ₹71.61 lakh (excl. GST) from Gandhinagar Municipal Corporation for the supply, installation, testing, and commissioning of lighting and fixture. • Bagged a ₹5.72 Cr (excl. GST) order from Reloto Automation Solutions Pvt Ltd for the manufacture, supply, delivery, and installation of lighting and fixtures. • Secured a ₹14.59 Cr (excl. GST) order from Reloto Automation Solutions Pvt Ltd for the manufacture, supply, and delivery of lighting and fixtures.

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 Consolidated FY25, the company reported Total Revenues of ₹ 186.19 Cr, EBITDA of ₹ 29.04 Cr and Net Profit of ₹ 15.19 Cr.

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.

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