

# ALOK INDUSTRIES LIMITED

Peninsula Towers, Peninsula Corporate Park, G. K. Marg, Lower Parel, Mumbai - 400 013.  
Tel.: 91 22 2499 6200 / 6500 Fax : 91 22 2493 6078



## ALOK

INDUSTRIES LIMITED

INTEGRATED TEXTILE SOLUTIONS

29 April 2011

✓ Bombay Stock Exchange Limited.  
Listing Department,  
P.J. Towers, Dalal Street,  
Mumbai - 400 001.  
Fax No.: 2272 2037 / 2272 2039

The Deputy General Manager,  
Bombay Stock Exchange Limited,  
Corporate Relationship Department,  
1st floor, Rotunda Building,  
Dalal Street, Fort, Mumbai- 400 001.  
Fax No.2272 3121 / 2272 2041

National Stock Exchange of India Ltd,  
Exchange Plaza, 5th Floor,  
Plot no. C/1, G Block,  
Bandra-Kurla Complex,  
Bandra (East), Mumbai-400 051.  
Fax No.: 2659 8237 / 2659 8238

Dear Sirs,

Sub: **Outcome of the Board Meeting for considering the un-audited quarterly results for the quarter ended 31<sup>st</sup> March, 2011.**

We request you to refer our letters of April 21, 2011 and April 14,2011 informing you about the meeting of the Board of Directors of our Company scheduled on April 29, 2011. We have to inform you that the said Board Meeting was held as scheduled and amongst other things, Un-audited Financial Results (Provisional) of the Company for the quarter ended 31st March 2011 were considered and adopted after review and approval by the Audit Committee; We are enclosing herewith a certified true copy of the said Un-audited results for your record;

We also inform you that the proposal for increase in remuneration of Whole -Time Directors and merger between the Company with M/s. Grabal Alok Impex Limited were once again deferred to a later date.

We also enclose herewith annexure containing details of Key Developments that took place during the quarter ended on 31st March 2011 and a copy of the Press Release which we intend to issue for your information and record.

Yours truly,  
For ALOK INDUSTRIES LIMITED

  
K. H. GOPAL  
PRESIDENT (CORPORATE AFFAIRS) &  
SECRETARY



Regd. Off.: 17/5/1, 521/1, Village Rakholi / Saily, Silvassa, Union Territory of Dadra and Nagar Haveli - 396 230.

Visit us at : [www.alokind.com](http://www.alokind.com)

# UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31 MAR 2011

| PARTICULARS (Rs. Crore) |                                                                                           | 4th QUARTER ENDED                         |                                           | TWELVE MONTHS ENDED                        |                                        |
|-------------------------|-------------------------------------------------------------------------------------------|-------------------------------------------|-------------------------------------------|--------------------------------------------|----------------------------------------|
|                         |                                                                                           | 31.03.2011<br>[3 months]<br>(Provisional) | 31.03.2010<br>[3 months]<br>(Provisional) | 31.03.2011<br>[12 months]<br>(Provisional) | 31.03.2010<br>[12 months]<br>(Audited) |
| 1.                      | Net Sales / Income from operations                                                        | 2,202.90                                  | 1,471.13                                  | 6,365.95                                   | 4,311.17                               |
| 2.                      | Other Income                                                                              | 0.93                                      | 1.69                                      | 4.96                                       | 64.02                                  |
| 3.                      | <b>Total Income</b>                                                                       | <b>2,203.83</b>                           | <b>1,472.82</b>                           | <b>6,370.91</b>                            | <b>4,375.19</b>                        |
| 4.                      | <b>Total Expenditure</b>                                                                  | <b>1,645.08</b>                           | <b>1,043.02</b>                           | <b>4,600.17</b>                            | <b>3,102.71</b>                        |
| a)                      | (Increase) / Decrease in Stock in trade and work in progress                              | -77.75                                    | -172.20                                   | -314.25                                    | -333.82                                |
| b)                      | Consumption of raw material                                                               | 1,306.62                                  | 849.55                                    | 3,628.29                                   | 2,338.81                               |
| c)                      | Employee Cost                                                                             | 55.61                                     | 46.95                                     | 197.15                                     | 153.73                                 |
| d)                      | Other Expenditure                                                                         | 360.60                                    | 318.72                                    | 1,088.98                                   | 943.99                                 |
|                         | <b>Profit Before Interest &amp; Depreciation</b>                                          | <b>558.75</b>                             | <b>429.80</b>                             | <b>1,770.74</b>                            | <b>1,272.48</b>                        |
| 5.                      | Depreciation                                                                              | 160.00                                    | 102.78                                    | 524.43                                     | 362.61                                 |
| 6.                      | Interest                                                                                  | 159.11                                    | 181.61                                    | 681.98                                     | 535.08                                 |
| 7.                      | <b>Profit from ordinary activities Before Tax</b>                                         | <b>239.64</b>                             | <b>145.41</b>                             | <b>564.33</b>                              | <b>374.79</b>                          |
| 8.                      | Provision for Tax – Current                                                               | 47.76                                     | 24.72                                     | 112.47                                     | 62.70                                  |
|                         | – MAT Credit                                                                              | 0.00                                      | 0.00                                      | 0.00                                       | -34.26                                 |
|                         | – Deferred                                                                                | 31.83                                     | 25.85                                     | 74.98                                      | 99.01                                  |
|                         | – Fringe Benefit Tax                                                                      | 0.00                                      | -0.49                                     | 0.00                                       | 0.00                                   |
|                         | <b>Net Profit from ordinary activities after Tax</b>                                      | <b>160.05</b>                             | <b>95.33</b>                              | <b>376.88</b>                              | <b>247.34</b>                          |
| 9.                      | Extra ordinary items (Net of tax)                                                         | 0.00                                      | 0.00                                      | 0.00                                       | 0.00                                   |
| 10.                     | <b>Net Profit for the period</b>                                                          | <b>160.05</b>                             | <b>95.33</b>                              | <b>376.88</b>                              | <b>247.34</b>                          |
| 11.                     | Paid up Equity Share Capital<br>(Face Value Rs.10/- per equity Shares)                    | 787.78                                    | 787.79                                    | 787.78                                     | 787.79                                 |
| 12.                     | Reserve excluding revaluation reserves (as per Balance Sheet of previous accounting year) | 1,928.40                                  | 1,410.39                                  | 1,928.40                                   | 1,928.40                               |
| 13.                     | Earning Per Share (Rs.)                                                                   |                                           |                                           |                                            |                                        |
|                         | Basic                                                                                     | 2.03*                                     | 1.60*                                     | 4.78                                       | 4.57                                   |
|                         | Diluted                                                                                   | 2.03*                                     | 1.59*                                     | 4.78                                       | 4.57                                   |
| 14.                     | Aggregate of public share holdings                                                        |                                           |                                           |                                            |                                        |
|                         | -Number of Shares                                                                         | 56,44,21,927                              | 56,44,21,927                              | 56,44,21,927                               | 56,44,21,927                           |
|                         | -Percentage of Shareholding                                                               | 71.65%                                    | 71.65%                                    | 71.65%                                     | 71.65%                                 |
| 15.                     | Promoter & Promoter Group Shareholding                                                    |                                           |                                           |                                            |                                        |
|                         | <u>a) Pledged/Encumbered</u>                                                              |                                           |                                           |                                            |                                        |
|                         | - Number of Shares                                                                        | 15,24,27,640                              | 20,30,65,454                              | 15,24,27,640                               | 20,30,65,454                           |
|                         | - Percentage of Shares (as a % of the total shareholding of promoter and promoter group)  | 68.24%                                    | 90.91%                                    | 68.24%                                     | 90.91%                                 |
|                         | -Percentage of Shares (as a % of the total share capital of the Company)                  | 19.35%                                    | 25.78%                                    | 19.35%                                     | 25.78%                                 |
|                         | <u>b) Non- encumbered</u>                                                                 |                                           |                                           |                                            |                                        |
|                         | - Number of Shares                                                                        | 7,09,48,711                               | 2,03,10,897                               | 7,09,48,711                                | 2,03,10,897                            |
|                         | - Percentage of Shares (as a % of the total shareholding of promoter and promoter group)  | 31.76%                                    | 9.09%                                     | 31.76%                                     | 9.09%                                  |
|                         | -Percentage of Shares (as a % of the total share capital of the Company)                  | 9.01%                                     | 2.58%                                     | 9.01%                                      | 2.58%                                  |

\* Not Annualised

**For Alok Industries Limited**

*Chopra*  
**President (Corporate Affairs) & Secretary**

**NOTES:**

1. The above results have been reviewed by the Audit Committee and taken on record by the Board of Directors of the Company at their meeting held on 29 April 2011. The same are subject to Limited Review by the statutory auditors of the Company.
2. For the Quarter: Total Income has increased by 49.63% over the corresponding quarter of the previous year to reach Rs. 2,203.83 crore. Domestic sales increased by 89.08% over Q4, 2009-10 to reach Rs.1,632.79 crore, while export sales was Rs.570.11 crore.  
For the Year: Total Income has increased by 46.61% over the previous year to reach Rs.6,370.91 crore. Domestic sales increased by 51.13% over 2009-10 to reach Rs.4159.39 crore, while export sales increased by 41.54% from Rs. 1,558.99 crore in 2009-10 to Rs.2,206.56 crore.
3. No. of investor complaints at the beginning of the quarter were **NIL**, received during the quarter were **38**, disposed off during the quarter were **38** and lying unsolved at the end of the quarter were **NIL**.
4. The entire operations of the Company relate to only one segment viz., textiles. The risk and returns are generally perceived by the management to be the same for all units and thus treated as one segment.
5. The figures of previous quarter/year have been reclassified/ regrouped wherever necessary to correspond with those of the current quarter/year.

By order of the Board  
For **ALOK INDUSTRIES LIMITED**

Sd/-

**DILIP B. JIWRAJKA**  
Managing Director

Place: Mumbai  
Date: 29 April 2011

**For Alok Industries Limited**

  
**President (Corporate Affairs) & Secretary**

## KEY DEVELOPMENTS IN THE QUARTER

- The company completed the milestone of 25 years of its existence in March 2011.
- New milestone of revenues crossing Rs. 6000 crores for the financial year.
- Certificate of Recognition as a STAR TRADING HOUSE from the Government of India.
- Appreciation Certificate from the Office of the Chief Commissioner of Central Excise, Customs & Service Tax, Vadodara Zone to the Vapi Unit for "Contribution of the Revenues with the Spirit of Cooperation and voluntary compliance with the laws during the Current Year".
- Opening of ALOK PUBLIC SCHOOL under the CBSE curriculum to be managed and administered by the BJJ Memorial Educational Charitable Trust.
- The 'H&A' chain of stores opened an additional 20 shops during the quarter; taking the total number to 291(including shop-in-shop); target is to have about 500 stores operational by March 2012



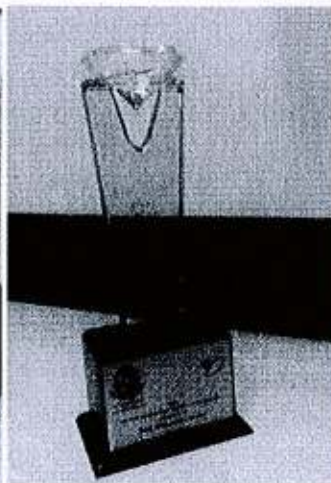
- Store Twenty One', the UK retail chain of value-format stores did reasonably well during the year. The company for the first time has sown a positive EBITDA of £ 0.01 mn. The sales for Q4 2010-11 was at £ 27.95 mln as compared to £ 22.76 mln in the corresponding quarter of the previous period, a growth of 22.80%. For the 12 month period ended March 2011, the stores have registered sales of £ 129.73 mln as compare to £ 117.06 mln in FY 2010, a growth of 10.83%

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- The Company is the proud winner of the IMC – Ramakrishna Bajaj National Quality (RBNQ) Performance Excellence Trophy – 2010 in its maiden attempt



- The Company has intensified efforts to sell / lease its prime commercial properties at Lower Parel, Mumbai (held by wholly owned subsidiaries) and is confident of making significant progress in this direction by the year end



PENINSULA BUSINESS PARK -640000 SQ.FT — ASHOFD CENTRE – 60000 SQ. FT

RESIDENTIAL: NAHUR, MUMBAI

**Alok Industries Limited**



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**PRESS RELEASE**

**Alok Industries Limited**

Q4 FY11 Net Sales up by 49.74% to Rs. 2202.90 crore  
Operating PAT up by 67.89% to Rs. 160.05 crore

**Editors Synopsis**

**For the Quarter ended March 31, 2011:**

- Net Sales up by 49.74% at Rs. 2202.90 crore
- Operating EBIDTA increased by 30% at Rs. 558.75 crore
- Operating PAT up by 67.89% at Rs. 160.05 crore

**For the fiscal ended March 31, 2011**

- Net sales for the twelve months was at Rs. 6365.95 crore, up by 47.66 %
- Operating EBIDTA was at Rs. 1770.74 crore, reflecting 39.16% growth
- Operating PAT at Rs. 376.88 crore, registering a growth of 52.38%

**Mumbai, 29 April, 2011:**

Alok Industries Limited, one of the leading integrated textile companies in India, today reported net sales of Rs. 2202.90 crore for the quarter ended March 31, 2011, as compared to Rs. 1471.13 crore in the corresponding period of the last fiscal, registering a growth of 49.74%.

Export sales for the quarter ended March 31, 2011 stood at Rs. 570.11 crore, as against Rs. 607.60 crore in the same period of the last fiscal, registering a growth of 6.17%.

During the quarter the company's net profit stood at Rs. 160.05 crore, higher by 67.89%, as compared to Rs. 95.33 crore posted in the same quarter of last fiscal year.

The EBIDTA for the quarter was at Rs. 558.75 crores as against Rs. 429.80 crores in the corresponding quarter of last fiscal year, registered a growth of 30%.

**Updates on the financial year ended March 31, 2011**

For the full financial year ended March 31, 2011, the company recorded net sales of Rs 6365.95 crore, up by 47.66%, as compared to Rs. 4311.17 crore of the previous financial year ended March 31, 2010.

Net profit for FY 2010-11 stood at Rs. 376.88 crore, as compared to Rs. 247.34 crore in FY10, registering a growth of 52.38 %.

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Export sales for the year ended March 31, 2011 stood at Rs. 2206.56 crore as compared to Rs. 1558.99 crore in the corresponding period of the last fiscal, a growth of 41.54%.

#### **EPS for the Quarter and Fiscal ended March 31, 2011**

Earning per share (EPS) for 3MFY11 stood at Rs. 2.03 and for 12MFY11 at Rs. 4.78.

#### **Management Comment**

Commenting on the results, Mr Dilip Jiwrajka, Managing Director, stated, "We continue to be satisfied with our company's performance. As a diversified textile enterprise, it is indeed gratifying to see our business being driven by the continued growth in the cotton and polyester segments, where we have a formidable presence. The world economy is expected to continue its recovery and this should further bolster growth potential in the textile sector. We expect our strong infrastructural platform, extensive product offering and customer relationship management skills to aid us in achieving sustained growth."

#### **About Alok Industries Limited:**

**(BSE Code: 521070) (NSE Code: ALOKTEXT) (Reuters Code: ALOK.BO) (Bloomberg Code: ALOK@IN)**

Established in 1986, Alok Industries Ltd. is amongst the fastest growing vertically integrated textiles solutions provider in India. A diversified manufacturer of world-class home textiles, apparel fabrics, garments and polyester yarns, Alok has capacities of 82.50 mn meters of sheeting fabric and 6700 tons of terry towels for its home textiles business, 105.00 mn meters of apparel width woven fabrics, 18200 tons per annum of knitted fabrics and 22 million pieces per annum of garments.

With the commencement of spinning of cotton yarn (58500 tons per annum), Alok has achieved complete integration. The company also has a strong presence in the polyester segment with a capacity of 1,14,000 tons per annum of polyester textured yarn supplemented by 2,00,000 tons per annum of POY. The company has a blue chip international customer base comprising of world renowned retailers, importers and brands.

#### **For More Information Please Contact:**

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