Sunil Hi Tech
Engineers Limited

Ref.: SHEL/CS/SE/2013-2014/Date: 30.05.2013

To,
The Manager
The Department of Corporate services (Listing)
**National Stock Exchange of India Ltd.**
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), **Mumbai – 400051.**

**BSE CODE: 532711** **NSE CODE: SUNILHITEC**

Dear Sirs,

**Subject:- Recommendation of dividend for financial year ended on 31st March 2013 & Submission of Audited (standalone & consolidated) Financial Result for the financial year ended on 31st March 2013 & Press Release**

This is to inform you that the Board of Directors at the meeting held on 30th May 2013 has recommended a dividend of Rs. 1.20 per share for the financial year ended on 31st March 2013 and approved the audited (standalone & consolidated) financial result for the quarter & financial year ended on 31st March 2013. We are submitting herewith the audited (standalone & consolidated) financial result for the quarter & financial year ended on 31st March 2013 & Press Release.
The silent features of the result are;

1. The Company has registered a net turnover (standalone basis) of Rs. 1096.02 crores for the financial year ended on 31st March 2013, increase in net turnover by 28.10% on Y to Y basis
2. The Company has registered EBITDA (standalone basis) of Rs. 131.58 crores, increase of 8.40% on Y to Y basis.
3. EPS of Rs. 22.75 per share, (standalone basis) against EPS of Rs. 19.01 per share of last year.
4. Net turnover of Rs. 1252.82 crores (consolidated) increase of 30.80% on Y to Y basis.
5. EBITDA (consolidated basis) of Rs. 153.81 crores, increase of 12.92% on Y to Y basis

This is for your information & record.

Thanking You.
Yours faithfully,
**For Sunil Hitech Engineers Limited**

SUNIL HITECH ENGINEERS LTD. 115155 NAGPUR

**Sandip K Mishra**
**Company Secretary**

97, East High Court Road, Ramdaspeth, Nagpur - 10 Tel : 91-712-2562087 / 88, 3045200 (300 lines) Fax : 2562091 E-mail : info@sunilhitech.com; sunilhitechngp@gmail.com • www.sunilhitech.com
E-mail : investor@sunilhitech.com (Only for Investors) Regd. Office : Parli Vaijnath, Dist. Beed, Pin - 431515.

## SUNIL HITECH ENGINEERS LIMITED

### STATEMENT OF STANDALONE AND CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2013

(₹ In Lacs)

| SR. NO. | PARTICULARS | STANDALONE QUARTER ENDED | | | STANDALONE YEAR ENDED | | CONSOLIDATED YEAR ENDED | |
|---|---|---|---|---|---|---|---|---|
| | | 31/03/2013 | 31/12/2012 | 31/03/2012 | 31/03/2013 | 31/03/2012 | 31/03/2013 | 31/03/2012 |
| | | Audited | Unaudited | Audited | Audited | Audited | Audited | Audited |
| | | (Refer note 5) | | (Refer note 5) | | | | |
| 1 | **Income from operations** | | | | | | | |
| | a) Net sales / income from operations (net of excise duty) | 24,322.81 | 34,495.93 | 30,650.53 | 1,08,923.83 | 85,169.01 | 1,23,497.15 | 95,205.57 |
| | b) Other operating income | 257.70 | 193.67 | 153.70 | 677.72 | 390.26 | 1,784.54 | 576.06 |
| | **Total income from operations (net)** | **24,580.51** | **34,689.60** | **30,804.23** | **1,09,601.55** | **85,559.27** | **1,25,281.69** | **95,781.63** |
| 2 | **Expenses** | | | | | | | |
| | a) Cost of materials consumed | 8,537.36 | 7,461.36 | 9,615.56 | 30,427.40 | 24,757.00 | 42,108.61 | 31,863.82 |
| | b) Purchase of stock in trade | 1,245.81 | 15,068.07 | 6,548.02 | 28,487.72 | 9,726.72 | 28,487.72 | 9,726.72 |
| | c) Changes in inventories of finished goods, work-in-progress and stock-in-trade | - | - | - | - | (300.94) | (341.97) | (482.95) |
| | d) Employee benefits expense | 1,502.85 | 1,603.40 | 1,609.21 | 6,431.73 | 6,462.54 | 7,126.25 | 6,872.60 |
| | e) Depreciation and Amortisation | 786.38 | 751.48 | 876.95 | 2,959.09 | 3,084.18 | 3,304.91 | 3,257.94 |
| | f) Contract and site expenses | 7,873.91 | 6,002.74 | 7,877.69 | 25,568.23 | 27,403.53 | 26,544.80 | 28,378.83 |
| | g) Other expenses | 1,697.80 | 1,699.99 | 1,726.73 | 6,436.18 | 7,348.45 | 6,864.76 | 7,741.32 |
| | **Total expenses** | **21,644.11** | **32,587.04** | **28,254.16** | **1,00,310.35** | **78,481.49** | **1,14,095.09** | **87,358.28** |
| 3 | **Profit / (Loss) from operations before other income, finance costs and exceptional items (1 - 2)** | **2,936.40** | **2,102.56** | **2,550.07** | **9,291.20** | **7,077.78** | **11,186.60** | **8,423.35** |
| 4 | Other income | 294.46 | 91.07 | 168.37 | 907.79 | 1,976.44 | 889.03 | 1,939.68 |
| 5 | **Profit / (Loss) from ordinary activities before finance costs and exceptional Items (3 + 4)** | **3,230.86** | **2,193.63** | **2,718.44** | **10,198.99** | **9,054.22** | **12,075.63** | **10,363.03** |
| 6 | Finance costs | 1,506.03 | 1,440.00 | 1,318.08 | 5,832.34 | 4,708.07 | 6,517.96 | 5,148.04 |
| 7 | **Profit / (Loss) from ordinary activities after finance costs but before exceptional Items (5 - 6)** | **1,724.83** | **753.63** | **1,400.36** | **4,366.65** | **4,346.15** | **5,557.67** | **5,214.99** |
| 8 | Exceptional items - expenditure / (income) | - | - | - | - | - | - | - |
| 9 | **Profit / (Loss) from ordinary activities before tax (7 - 8)** | **1,724.83** | **753.63** | **1,400.36** | **4,366.65** | **4,346.15** | **5,557.67** | **5,214.99** |
| 10 | **Tax expense** | 651.38 | 348.42 | 514.95 | 1,573.44 | 2,012.61 | 1,951.08 | 2,349.18 |
| 11 | **Net Profit / (Loss) from ordinary activities after tax (9 -10)** | **1,073.45** | **405.21** | **885.41** | **2,793.21** | **2,333.54** | **3,606.59** | **2,865.81** |
| 12 | Extraordinary income/(expenses) (Net of tax expense ₹ 30.34 Lacs for previous year) | - | - | - | - | 63.18 | - | 63.18 |
| 13 | **Net Profit / (Loss) for the period (11 + 12)** | **1,073.45** | **405.21** | **885.41** | **2,793.21** | **2,396.73** | **3,606.59** | **2,928.99** |
| 14 | **Share of profit / (loss) of associates** | | | | | | **49.29** | **119.38** |
| 15 | **Minority Interest** | | | | | | **92.52** | **35.34** |
| 16 | **Net Profit / (Loss) after taxes, Minority Interest and share of profit / (loss) of associates (13 + 14 - 15)** | **1,073.45** | **405.21** | **885.41** | **2,793.21** | **2,396.73** | **3,563.36** | **3,013.03** |
| 17 | Paid-up equity share capital (Face value ₹ 10/- each) | 1,227.52 | 1,227.52 | 1,227.52 | 1,227.52 | 1,227.52 | 1,227.52 | 1,227.52 |
| 18 | Reserves excluding revaluation reserves as per balance sheet of previous accounting year. | | | | 26,706.64 | 24,085.76 | 29,442.79 | 25,959.25 |
| 19 | Earnings per share (EPS) (not annualised) (in ₹) | | | | | | | |
| | a) Basic and diluted EPS before extraordinary Items | 8.74 | 3.30 | 7.21 | 22.75 | 19.01 | 29.03 | 24.03 |
| | b) Basic and diluted EPS after extraordinary Items | 8.74 | 3.30 | 7.21 | 22.75 | 19.53 | 29.03 | 24.55 |



Sunil HiTech Engineers Ltd. ★ Nagpur ★

| SR. NO. | PARTICULARS | STANDALONE | | | STANDALONE | | CONSOLIDATED | |
|---|---|---|---|---|---|---|---|---|
| | | QUARTER ENDED | | | YEAR ENDED | | | |
| | | 31/03/2013 | 31/12/2012 | 31/03/2012 | 31/03/2013 | 31/03/2012 | 31/03/2013 | 31/03/2012 |
| | | Audited | Unaudited | Audited | Audited | Audited | Audited | Audited |
| A | PARTICULARS OF SHAREHOLDING | | | | | | | |
| 1 | Public Shareholding | | | | | | | |
| | - Number of shares | 57,44,170 | 57,44,170 | 57,44,170 | 57,44,170 | 57,44,170 | 57,44,170 | 57,44,170 |
| | - Percentage of shareholding | 46.80% | 46.80% | 46.80% | 46.80% | 46.80% | 46.80% | 46.80% |
| 2 | Promoters and Promoter Group Shareholding | | | | | | | |
| | a) Pledged / Encumbered | | | | | | | |
| | - Number of shares | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| | - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| | - Percentage of shares (as a % of total share capital of the company) | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| | b) Non-encumbered | | | | | | | |
| | - Number of shares | 65,30,990 | 65,30,990 | 65,30,990 | 65,30,990 | 65,30,990 | 65,30,990 | 65,30,990 |
| | - Percentage of shares (as a % of total shareholding of promoter and promoter group) | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| | - Percentage of shares (as a % of total share capital of the company) | 53.20% | 53.20% | 53.20% | 53.20% | 53.20% | 53.20% | 53.20% |

| B | INVESTOR COMPLAINTS | QUARTER ENDED 31/03/2013 |
|---|---|---|
| 1 | Pending at the beginning of the quarter | Nil |
| 2 | Received during the quarter | 1 |
| 3 | Disposed of during the quarter | 1 |
| 4 | Remaining unresolved at the end of the quarter | Nil |



Sunil HiTech Engineers Ltd. * Nagpur *

## SUNIL HITECH ENGINEERS LIMITED
## STATEMENT OF ASSETS AND LIABILITIES AS AT 31 MARCH 2013

(₹ in Lacs)

| PARTICULARS | Standalone | | Consolidated | |
|---|---|---|---|---|
| | 31/03/2013 | 31/03/2012 | 31/03/2013 | 31/03/2012 |
| | Audited | Audited | Audited | Audited |
| **A EQUITY AND LIABILITIES** | | | | |
| **1 Shareholders' funds** | | | | |
| (a) Share capital | 1,227.52 | 1,227.52 | 1,227.52 | 1,227.52 |
| (b) Reserves and surplus | 26,763.34 | 24,143.38 | 29,499.49 | 26,016.87 |
| (c) Money received against share warrants | 547.50 | - | 547.50 | - |
| **Sub-total-Shareholders' funds** | **28,538.36** | **25,370.90** | **31,274.51** | **27,244.39** |
| **2 Minority interest** | | | **1,264.74** | **1,172.23** |
| **3 Non-current liabilities** | | | | |
| (a) Long-term borrowings | 2,097.12 | 2,085.93 | 5,070.37 | 3,758.59 |
| (b) Deferred tax liabilities (net) | - | - | 85.23 | 47.78 |
| (c) Other long-term liabilities | 7,599.97 | 6,478.27 | 9,151.11 | 6,478.27 |
| (d) Long-term provisions | 213.89 | 204.80 | 257.77 | 228.97 |
| **Sub-total-Non-current liabilities** | **9,910.98** | **8,769.00** | **14,564.48** | **10,513.61** |
| **4 Current liabilities** | | | | |
| (a) Short-term borrowings | 35,963.33 | 28,861.37 | 39,746.38 | 32,379.59 |
| (b) Trade payables | 25,254.61 | 14,639.19 | 28,214.57 | 18,517.01 |
| (c) Other current liabilities | 9,211.86 | 13,071.43 | 11,511.94 | 15,303.73 |
| (d) Short-term provisions | 217.46 | 223.28 | 278.76 | 276.35 |
| **Sub-total-Current liabilities** | **70,647.26** | **56,795.27** | **79,751.65** | **66,476.68** |
| **TOTAL- EQUITY AND LIABILITIES** | **1,09,096.60** | **90,935.17** | **1,26,855.38** | **1,05,406.91** |
| **B ASSETS** | | | | |
| **1 Non-current assets** | | | | |
| (a) Fixed assets | 11,836.62 | 14,117.46 | 19,749.95 | 21,124.51 |
| (b) Non-current investments | 3,226.94 | 2,968.90 | 3,452.33 | 3,143.81 |
| (c) Deferred tax assets (net) | 808.66 | 450.02 | 808.66 | 450.02 |
| (d) Long-term loans and advances | 2,033.16 | 2,630.89 | 2,195.35 | 2,704.71 |
| (e) Other non-current assets | 3,897.45 | 3,612.64 | 3,897.45 | 3,612.64 |
| **Sub-total-Non-current assets** | **21,802.83** | **23,779.91** | **30,103.74** | **31,035.69** |
| **2 Current assets** | | | | |
| (a) Inventories | 9,511.42 | 11,334.67 | 13,054.67 | 12,386.73 |
| (b) Trade receivables | 37,529.20 | 35,066.29 | 42,380.21 | 41,267.50 |
| (c) Cash and cash equivalents | 7,794.04 | 3,818.47 | 8,181.80 | 4,080.72 |
| (d) Short-term loans and advances | 8,455.57 | 6,680.52 | 9,119.09 | 6,374.29 |
| (e) Other current assets | 24,003.54 | 10,255.37 | 24,015.87 | 10,261.98 |
| **Sub-total-Current assets** | **87,293.77** | **67,155.26** | **96,751.64** | **74,371.22** |
| **TOTAL-ASSETS** | **1,09,096.60** | **90,935.17** | **1,26,855.38** | **1,05,406.91** |

Sunil HiTech Engineers Ltd. ★ Nagpur ★

## SUNIL HITECH ENGINEERS LIMITED

### STANDALONE SEGMENT WISE REVENUE,RESULT AND CAPITAL EMPLOYED FOR YEAR ENDED 31 MARCH 2013

(₹ in Lacs)

| SR. NO. | PARTICULARS | QUARTER ENDED | | | YEAR ENDED | |
|---|---|---|---|---|---|---|
| | | 31/03/2013 | 31/12/2012 | 31/03/2012 | 31/03/2013 | 31/03/2012 |
| | | Audited | Unaudited | Audited | Audited | Audited |
| | | (Refer note 5) | | (Refer note 5) | | |
| 1 | **Segment revenue** | | | | | |
| | (Net sales/income from each segment) | | | | | |
| | a. Project | 22,269.79 | 18,378.62 | 23,051.52 | 77,125.23 | 72,223.91 |
| | b. Overhauling and maintenance | 650.41 | 1,020.92 | 1,130.80 | 3,021.09 | 3,095.66 |
| | c. Supply | 1,402.61 | 15,096.39 | 6,468.21 | 28,777.51 | 9,849.44 |
| | **Total** | **24,322.81** | **34,495.93** | **30,650.53** | **1,08,923.83** | **85,169.01** |
| | Less:Intersegment revenue | | | | - | - |
| | **Net sales /income from operations** | **24,322.81** | **34,495.93** | **30,650.53** | **1,08,923.83** | **85,169.01** |
| 2 | **Segment results** | | | | | |
| | (Profit before tax and finance cost) | | | | | |
| | a. Project | 3,595.95 | 2,572.06 | 3,111.57 | 12,691.64 | 11,741.45 |
| | b. Overhauling and maintenance | 216.47 | 350.13 | 664.17 | 480.26 | 1,199.22 |
| | c. Supply | 121.67 | 89.08 | 179.23 | 580.66 | (93.86) |
| | **Total** | **3,934.09** | **3,011.27** | **3,954.97** | **13,752.56** | **12,846.81** |
| | Less: i) Finance cost | 1,506.03 | 1,440.00 | 1,318.08 | 5,832.34 | 4,708.07 |
| | ii) Other un-allocable expenditure net off un-allocable income | 703.23 | 817.64 | 1,236.52 | 3,553.57 | 3,699.07 |
| | **Profit before tax** | **1,724.83** | **753.63** | **1,400.36** | **4,366.65** | **4,439.67** |
| 3 | **Capital employed** | | | | | |
| | (Segment assets - Segment liabilities) | | | | | |
| | (Based on reasonable estimate) | | | | | |
| | a. Project | 37,491.82 | 34,022.05 | 32,086.30 | 37,491.82 | 32,086.30 |
| | b. Overhauling and maintenance | 1,798.71 | 1,714.41 | 1,854.12 | 1,798.71 | 1,854.12 |
| | c. Supply | (205.09) | 675.43 | 2,309.40 | (205.09) | 2,309.40 |
| | **Total** | **39,085.44** | **36,411.89** | **36,249.82** | **39,085.44** | **36,249.82** |
| | d. Unallocated | (13,772.16) | (9,378.85) | (10,936.54) | (10,603.78) | (10,936.54) |
| | **Total capital employed** | **25,313.28** | **27,033.04** | **25,313.28** | **28,481.66** | **25,313.28** |

**Notes :**

1 Board of Directors have recommended Dividend of ₹1.20 per share for the year ended 31 March 2013

2 The above results have been reviewed by the Audit Committee and thereafter approved and taken on record by the Board of Directors at their meeting held on 30 May 2013.

3 The Consolidated Financial Results includes the financial results of Subsidiaries-SEAM Industries Limited, Sunil Hitech Energy Private Limited & SHEL Investment Consultancy Private Limited and Associates- Gangakhed Sugar & Energy Limited, all are incorporated in India

4 The Consolidated financial statements are prepared in accordance with Accounting Standard-21 "Consolidated Financial Statements" and Accounting Standard-23 "Accounting for Investments in Associates in Consolidated Financial Statements"

5 The figures pertaining to the last quarter are the balancing figures between the audited figures in respect of the full financial year and the published year to date figure upto the third quarter of the financial year.

6 The previous period's figures have been regrouped/ rearranged wherever necessary.

For Sunil Hitech Engineers Limited

( Sunil R. Gutte)
Joint Managing Director
Nagpur, 30 May 2013

Sunil HiTech Engineers Ltd. ★ Nagpur ★

Sunil Hi Tech
Engineers Limited

# Sunil Hitech booked a Net Turnover of Rs. 1,252.82 crores (consolidated) for the financial year ended on 31.03.2013

- **Net Turnover (Consolidated) for the financial year ended on 31.03.2013, is Rs. 1,252.82 crores, increase of 30.80% over the Net Turnover of last financial year.**
- **EBITDA (consolidated) for the financial year ended on 31.03.2013, is Rs. 153.81 crores, increase of 12.92% over last financial year.**
- **Profit before tax (consolidated) for the financial year ended on 31.03.2013, is Rs. 55.58 crores, increase of 6.57% over the PBT of last financial year.**
- **Net Turnover (Standalone) for the financial year ended on 31.03.2013, is Rs. 1,096.02 crores, increase of 28.10% over the Net Turnover of last financial year.**
- **EBITDA (standalone) for the financial year ended on 31.03.2013, is Rs. 131.58 crores, increase of 8.40% over last financial year.**
- **EPS (Standalone) for the financial year ended on 31.03.2013, is Rs. 22.75 per share, with increase from Rs. 19.01 per share in the last financial year.**
- **Orders book - Rs. 2300 Crores**

Nagpur, May 30th, 2013: For the financial year ended on 31.03.2013, Sunil Hitech Engineers Limited, one of the leading Power and Infrastructure Project executor in India, has registered a turnover of Rs. 1,096.02 crores and PBT of Rs. 43.67 crores.

Shri Sunil R. Gutte, Joint Managing Director of Sunil Hitech Engineers Ltd. said, turnover of company has registered fair increase over last financial year, Performance of the Company over last financial year is satisfactory as the last year was full of challenges and uncertainties.

He further added Company has been working in sectors like EPC/turnkey projects, Civil, Roads, Mechanical, Transmission, Distribution, Manufacturing, O & M, NDT, etc. and there are lots of opportunities in these sectors. He also added the outlook for the construction sector in the coming years is growing. In the coming years not only the monetary / financial conditions are likely be better but also the Government is also taking various initiatives to improve delaying infrastructure projects in India, as the infrastructure segment drives the economy of our nation. The Construction segment of India shall register more than 7% growth in coming years with the innovations in construction technology and design along with attractive pricing. In the Union Budget 2013-14 the Government has priorities the Infrastructure sector meet the growing demand of energy and to boost the road / highways / bridge construction segment.

He lastly added Company is looking forward and having continuous surveillance over building its strength and abilities to grab opportunities and face future challenges. Company is committed to its stakeholders and stands to create value for them.

**About Sunil Hitech Engineers Ltd.**

Since last decade, Sunil Hitech Engineers Ltd. has emerged as one of the leading Power and Infrastructure Project executor in India, mainly dealing with fabrication, erection, testing and commissioning of thermal power plants and also entered in the Steel & Sugar Industries. The Company has also been awarded with new ISO: 9001:2008 certificates from DNV (DET NORSKE VERITAS AS), Netherland.

Sunil Hitech Engineers Ltd. also designs, supplies, transports and provides commissioning of EHV lines of substations, CW pipelines, large diameter piping, bunker belts, EPC work for transmission and distribution lines, transformers sub-stations and allied works as well as executing EPC contract for fuel oil system and erection of turbine generators.

SUNIL HITECH ENGINEERS * NAGPUR 115155