

HSIL REPORTS STRONG GROWTH IN Q3 2013 -14

Financial Results for Q3, FY'14

- ❖ Gross sales for the quarter stands at INR 389.04 cr
- ❖ Total turnover (Net sales and other operating income) INR 366.55 cr
- ❖ Profit Before Tax (PBT) stands at INR 19.02 cr
- ❖ Net Profit After Tax (PAT) stands at INR 11.79 cr

New Delhi, January 31, 2014: HSIL Limited, India's leading Sanitaryware Company and second largest in Container Glass today announced the results for the third quarter and nine months of FY 2013-14. YOY Sales has declined by 9.35% for Q3 and grew by **3.63%** for 9 months ended 31.12.2013.

The company registered a total turnover (Net Sales & other Operating Income) of **INR 366.55 Cr** and net Profit After Tax (PAT) of **INR 11.79 Cr**.

The cumulative sales for the first three quarters of the year (April-December'13) stand at:

- ❖ **Gross Sales grew 3.63% from Rs 1146.22 cr to Rs 1187.88 cr for the nine months ended December 31st 2013.**
- ❖ **Operating profit (EBITDA) decreased by 10.71% from INR 183.98 cr to INR 164.27 cr.**
- ❖ **Building Products Division Revenue witnessed significant growth of 15.90% from INR 526.19 cr to INR 609.85 cr.**
- ❖ **Container Glass Division Revenue decreased by 6.28% from INR 540.09 cr to INR 506.17 cr.**

Mr. Sandip Somany, Jt. Managing Director, HSIL, said "We are pleased to share our performance for Q3 FY 2013 - 14. While our Building Products Division demonstrated a significant growth our Container Glass division is picking up momentum and we expect better results in Q4. He further added, in this challenging environment, we will continue to focus on improving margins through better product mix, costs rationalization & improvement in plant efficiencies. The market potential in tier II and III cities holds great

opportunities and strengthening our distribution channel will continue. The civil work on the greenfield faucet plant in Kaharani, Distt. Bhiwadi, Rajasthan is in progress & the plant is expected to be commissioned soon, which will be an added boost for the overall growth of the company’.

About HSIL Limited:

HSIL Limited constitutes two primary business divisions, Building Products and Container Glass. Within the ‘building products division’ the product line includes; sanitaryware, faucets, wellness and other allied products, tiles and kitchen appliances. And, they are available under the brands; Hindware Italian Collection, Hindware Art, Hindware, Amore, Vents and Benelave. The “container glass division”, India’s second largest caters to container glass bottles and PET bottles from brand AGI and Garden Polymers respectively.

For further information please contact:

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Note: Chart below.

Financials at a Glance (Standalone)

In Rs. Lakhs

	Q3 ending on			Nine Months ending on		
	31.12.2013	31.12.2012	Growth %	31.12.2013	31.12.2012	Growth %
Gross Sales	38,904	42,917	-9.4%	118,788	114,622	3.6%
Net Sales	36,129	39,324	-8.1%	109,953	105,559	4.2%
EBITDA	6,137	5,774	6.3%	16,427	18,398	-10.7%
PBT	1,902	1,810	5.1%	4,525	7,504	-39.7%
Net Profit	1,179	1,226	-3.8%	2,684	5,101	-47.4%
Building Products Division Revenue	21,334	18,400	15.9%	60,985	52,619	15.9%
Container Glass Division Revenue	15,311	21,032	-27.2%	50,617	54,009	-6.3%