



PERFORMANCE REVIEW OF Q3 – 2010 -11

Gokaldas Exports Limited achieved a apparel sales turnover of Rs.270 Crores as against the figure of Rs. 247 Crores when compared to last year's same Quarter figures.

On the EBIDTA level our profit is about Rs. 1 Crore and on the PBT level our loss is Rs. 16 Crores. Price squeeze from customers and high wage costs were the two prime reasons that have affected our profits adversely.

We have gone through a difficult and challenging year, and presently we find both our markets, viz. the U.S. and E.U. improving in terms of demand and also pricing.

Our order book for the next 2 Quarters stands at Rs.500 Crores and new bookings are still on. A lot of orders are being shifted from other countries to India. The year ahead seems to be optimistic and buyers are indicating increased sourcing from India. However, Vietnam and Bangladesh are strong contenders and are geared to offer more competition to India.

From the beginning of the new year 2011, the industry is gearing up for a fresh and optimistic start. After a prolonged slow down, India is showing a revival. Hopefully, cotton prices will stabilize and we can focus on value addition and better profitability.