



Gokaldas Exports Ltd
Performance Review
Q1 – 2011-12

Gokaldas Exports Limited has achieved a sales turnover of Rs.254 Cr in Q1 FY12. Total exports and domestic sales of merchandise have shown a growth of 2% over corresponding period previous year. With our key markets of US and Europe still not picking up, we have been able to show marginal growth in our topline.

From an industry perspective, the apparel industry is confronted with several challenges. Global demand has not shown signs of revival and consequently retail pricing continues to be depressed. This quarter also saw revision in minimum wages resulting in wage hike impact. In the backdrop of above, we have posted EBIDTA of Rs.1.6 Cr for the quarter against a loss of Rs. 3.4 Cr in Q1 of FY11.

Our focus on cost management and operational efficiencies are yielding results. With our stepped up focus on acquiring new customers, the outlook is expected to improve in the subsequent quarters.