



Gokaldas Exports Ltd
Performance Review
Q2 2011-12

Gokaldas Exports Limited has achieved a total revenue of Rs.278 Cr on a consolidated basis in Q2 FY12. Total merchandise exports and domestic sales have shown a growth of 14% over Q2 FY11 as well as 14% over Q1 of FY12. For the quarter, the company has clocked an EBIDTA of Rs.4.7 Cr. This compares favorably with Rs. (2.5 Cr) reported for Q1 FY12 and Rs. (12.0 Cr) for Q2 FY11.

On a half year basis, the consolidated sales turnover has been Rs.528 Cr for H1 FY12, showing a growth of 8% in merchandise exports and domestic sales, with marginally positive EBIDTA of Rs.2.2 Cr against a loss of Rs. (18.2 Cr) in H1 FY11.

With higher business from our existing customers as well as addition of certain new customers, the company has been able to show improved performance. Certain cost management initiatives taken in the previous quarters have also started yielding benefits. There has been significant reduction in finance costs in this quarter which is a result of better working capital management as well as change in working capital portfolio. However due to sharp movement in the currency rates, there has been mark -to-market losses on account of mandatory restatement of foreign currency denominated working capital loans.

Global economic situation continues to be uncertain adversely affecting consumer confidence. Consequently the demand in US and Europe is sluggish for the apparel sector. We continue our efforts towards working closely with our customers, to increase our share of business and also expand the categories serviced for them, while we intensify our focus on acquiring new customers.