



Gokaldas Exports Ltd Performance Review Q4 2012-13

Key highlights:

Revenue growth of 21% in Q4 FY13, 70% reduction in Q4 FY13 PBT loss

Gokaldas Exports Limited (GEX) has achieved total revenue of Rs.282 Cr on a consolidated basis in Q4 FY13 as compared to Rs.232 Cr in the previous quarter, showing a **growth of 21%**.

Q4 FY13 PBT loss is at Rs.11 Cr as against a loss of Rs. 41 Cr in the previous quarter – a **reduction of 70%**. Q4 FY13 PBT loss is also lower by 78% as against the loss in the corresponding quarter of FY12.

FY13 Full year PBT loss stands at Rs. 109 Cr as against a loss of Rs. 131 Cr in FY12 – a 17% reduction in loss. Merchandise sales have been flat in FY13 compared to previous year despite difficult conditions in the global markets.

On a macro basis, there has been no improvement in the apparel segment over the past few quarters. Garments exports from India have declined by 8% in first 9 months of FY13 driven by a steep 22% decline in exports to Europe.

Against this backdrop of declining exports, there has been growth in order book particularly in H2 of FY13 resulting in revenue growth in Q4 FY13.

However market challenges continue with retail prices in the global markets showing flat to declining trend for all major brands. In India, inflationary conditions continue to persist leading to rise in wages and salaries as well as other operational expenses.

Our focus continues to be on stronger customer connect, improvement in productivity, cost management measures and growth in top line.

Date: May 20, 2013