

## Gokaldas Exports Ltd

### Performance Review – Q3 FY 2015-16

Gokaldas Export Limited (GEX) has posted revenue of Rs. 244 Cr in Q3 FY 16, 9% increase on a YoY basis. Year to Date, the Company has registered a marginal decline of 1% in the revenue.

The Company has now significantly intensified its efforts to increase sales, both through increased share of business from existing customers by superior customer service and efficient execution as well as penetration in new accounts. Also, the Company's sharp and relentless focus on Quality and On-time performance, stronger processes and building effective management team has enhanced its competitiveness and starting to bear fruits. The company is realigning its product strategy in line with global sourcing pattern of the large US and Europe clients which can provide sustainable growth.

The Company continues to make steady progress on improvement in profitability. The PBT for Q3 FY 16 is reported at Rs 25.92 Cr. The Operational PBT for Q3FY 16 stands at Rs 13.42 Cr as compared to the loss of 1.05 Cr in Q3 FY 15.

The Management has drawn up comprehensive blueprint of Profit improvement plan including numerous cost reduction initiatives to ensure improved performance. Many of these initiatives are underway. While impact of some of these initiatives has already borne results in Q3, impact of others should start reflecting in the results from coming quarters.

Date: Feb 12, 2016