

# HINDUSTAN SANITARYWARE & INDUSTRIES LIMITED

REGD. OFFICE: 2, RED CROSS PLACE, KOLKATA-700 001

## AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31.03.2008

(RS./LACS)

## Segment wise Revenue, Results and Capital Employed

(RS./LACS)

Sr. No.	PARTICULARS	Stand-alone Company Accounts				Consolidated		
		Unaudited	Unaudited		Audited			
		Nine months ended	Quarter ended	Year ended		Year ended		
		31.03.08	31.03.07	31.03.08	31.03.07	31.03.08	31.03.07	
1	Gross Sales	40,396	17,231	14,058	57,627	52,675	57,627	52,675
	Less: Excise duty	3,904	1,639	1,365	5,543	4,899	5,543	4,899
2	Net Sales/Income from operations	36,492	15,592	12,693	52,084	47,776	52,084	47,776
3	Other Income	513	263	229	776	625	779	625
4	<b>Total Income (2+3)</b>	<b>37,005</b>	<b>15,855</b>	<b>12,922</b>	<b>52,860</b>	<b>48,401</b>	<b>52,863</b>	<b>48,401</b>
5	<b>Expenditure</b>							
a)	(Increase)/decrease in Stock in trade and work in progress	(2,003)	27	340	(1,976)	(954)	(2,304)	(954)
b)	Goods purchased for resale	5,954	2,111	2,113	8,065	7,426	8,393	7,426
c)	Consumption of Raw Material	6,270	2,219	2,171	8,489	8,133	8,489	8,133
d)	Staff Cost	4,055	1,542	1,381	5,597	4,891	5,743	4,891
e)	Depreciation	1,920	712	634	2,632	2,483	2,642	2,483
f)	Power & fuel	7,999	3,138	2,314	11,137	9,346	11,137	9,346
g)	Other Expenditure	8,224	4,451	2,695	12,675	11,089	12,794	11,216
6	<b>Total Expenditure</b>	<b>32,419</b>	<b>14,200</b>	<b>11,649</b>	<b>46,619</b>	<b>42,414</b>	<b>46,894</b>	<b>42,541</b>
7	<b>Earning before Interest, Tax (EBIT) &amp; Exceptional Items (4-6)</b>	<b>4,586</b>	<b>1,655</b>	<b>1,273</b>	<b>6,241</b>	<b>5,987</b>	<b>5,969</b>	<b>5,860</b>
8	Interest	1,234	396	336	1,630	1,425	1,633	1,425
9	Exceptional Items	118	-	-	118	-	118	-
10	<b>Profit (+)/ Loss (-) from Ordinary Activities before Tax (7-8-9)</b>	<b>3,234</b>	<b>1,259</b>	<b>937</b>	<b>4,493</b>	<b>4,561</b>	<b>4,218</b>	<b>4,435</b>
11	Provision for							
	-Income Tax (including fringe benefit tax)	1,237	467	187	1,704	1,336	1,706	1,336
	-Deferred Tax	(77)	1	147	(76)	315	(170)	315
12	<b>Profit (+)/ Loss (-) from Ordinary Activities after Tax (10-11)</b>	<b>2,074</b>	<b>791</b>	<b>604</b>	<b>2,865</b>	<b>2,911</b>	<b>2,682</b>	<b>2,785</b>
13	<b>Extraordinary Items (net of tax expenses Rs. Nil)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
14	<b>Net Profit (+)/ Loss (-) for the period (12-13)</b>	<b>2,074</b>	<b>791</b>	<b>604</b>	<b>2,865</b>	<b>2,911</b>	<b>2,682</b>	<b>2,785</b>
15	Paid up Equity Share Capital (Share of Rs.2/- each)	1,101	1,101	1,101	1,101	1,101	1,101	1,101
16	Reserves excluding Revaluation Reserve	-	-	-	20,967	19,068	20,656	19,430
17	<b>Basic &amp; diluted earning per share before &amp; after extra ordinary item for the period (not annualized)(Rs.)</b>	<b>3.77</b>	<b>1.44</b>	<b>1.08</b>	<b>5.21</b>	<b>5.55</b>	<b>4.87</b>	<b>5.55</b>
18	Aggregate of Public shareholding							
	- No. of Shares	24,416,963	24,416,963	24,408,758	24,416,963	24,408,758	24,416,963	24,408,758
	- Percentage of Shareholding	44.37	44.37	44.36	44.37	44.36	44.37	44.36

### Notes:

- The Board of Directors have recommended a dividend of 75% i.e.Rs.1.50 per equity share of Rs.2/- each subject to approval of shareholders.
- The Company's wholly owned subsidiary Hindware Home Retail Pvt. Ltd. has started operation at its Showroom at Faridabad from the month of May 2008.
- The work of setting up of green field plant for Container Glass is in progress as per schedule.
- Out of the proceeds of preferential issue of Rs. 5288.25 lacs, made during the financial year 2005-06, Rs. 150.39 lacs were incurred as debenture issue expenses and balance Rs. 5137.86 lacs were utilised for capital expenditures and repayment of long term loans.
- The above information regarding Segment wise Revenue, Results and Capital Employed is in accordance with AS-17 issued by ICAI.
- There were no investors complaints pending at the beginning of the quarter, 14 complaints were received during the quarter and all complaints were resolved.
- Previous year's/period's figures have been re-grouped /re-arranged, wherever considered necessary.
- Exceptional item represents one time loss on return of goods to Grohe due to termination of Long Term Agency Contract.
- Consolidation of financial statements of wholly owned subsidiaries with the company were made by applying AS 21 of ICAI.
- The above financial results and this release have been reviewed by the Audit Committee at its meeting held on 17th May, 2008 and approved by the Board.

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		Unaudited	Unaudited		Audited			
		Nine months ended	Quarter ended	Year ended		Year ended		
		31.03.08	31.03.07	31.03.08	31.03.07	31.03.08	31.03.07	
1	<b>Segment Revenue:</b>							
a)	Building Products	21,763	8,680	7,146	30,443	26,920	30,443	26,920
b)	Glassware	18,830	8,694	7,059	27,524	26,179	27,524	26,179
c)	Others	316	120	82	436	201	439	201
	<b>Total</b>	<b>40,909</b>	<b>17,494</b>	<b>14,287</b>	<b>58,403</b>	<b>53,300</b>	<b>58,406</b>	<b>53,300</b>
	Less: Inter Segment Revenue							
	Net sales/income from operations	40,909	17,494	14,287	58,403	53,300	58,406	53,300
2	<b>Segment Results:</b>							
	Profit(+)/Loss(-) (before tax and interest)							
a)	Building Products	3,566	1,330	897	4,896	4,748	4,896	4,748
	Less: Exceptional item	118	-	-	118	-	118	-
		3,448	1,330	897	4,778	4,748	4,778	4,748
b)	Glassware	1,390	592	663	1,982	2,106	1,982	2,106
	Total profit before unallocable expenditure	4,838	1,922	1,560	6,760	6,854	6,760	6,854
	Less: Interest	1,234	396	336	1,630	1,425	1,633	1,425
	Less: Unallocable expenditure, net of unallocable income	370	267	286	637	867	909	994
	<b>Total Profit Before Tax</b>	<b>3,234</b>	<b>1,259</b>	<b>937</b>	<b>4,493</b>	<b>4,561</b>	<b>4,218</b>	<b>4,435</b>
3	<b>Capital Employed:</b>							
a)	Building Products	19,265	19,830	17,901	19,830	17,901	19,830	17,901
b)	Glassware	20,085	21,749	18,907	21,749	18,907	21,749	18,907
	<b>Total</b>	<b>39,350</b>	<b>41,579</b>	<b>36,808</b>	<b>41,579</b>	<b>36,808</b>	<b>41,579</b>	<b>36,808</b>

# Hindware



Place: New Delhi  
Date: 17<sup>th</sup> May, 2008

**Rajendra K. Somany**  
Chairman & Managing Director

Hindware



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