



# TILAKNAGAR INDUSTRIES LTD.(TI)

REGD.OFFICE : P.O. TILAKNAGAR, TAL. SHRIRAMPUR, DIST. AHMEDNAGAR, MAHARASHTRA - 413 720.

**PART I** (Rs. in Lacs)

Statement of Consolidated Audited Financial Results for the Year ended March 31, 2013						
	Particulars	Quarter ended			Year ended	
		31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012
		Audited	Unaudited	Audited	Audited	Audited
1	Income from operations					
(a)	Net sales / income from operations (Net of excise duty)	23,874.37	18,163.09	14,852.88	73,749.56	54,779.27
(b)	Other operating income	186.96	60.49	472.13	1,492.40	609.73
	Total Income from operations (net)	24,061.32	18,223.58	15,325.01	75,241.95	55,389.00
2	Expenses					
(a)	Cost of materials consumed	11,995.79	7,928.37	7,437.44	33,472.18	23,083.79
(b)	Purchases of stock-in-trade	-	-	-	-	-
(c)	Changes in inventories of finished goods, work-in-progress and stock-in-trade	1,443.72	(615.53)	(1,082.06)	1,287.34	(3,451.45)
(d)	Employee benefits expense	850.38	737.34	612.75	2,979.09	2,924.24
(e)	Depreciation and amortization expenses	626.88	600.92	614.28	2,418.25	2,225.97
(f)	Other expenses	5,698.15	5,473.26	4,427.30	20,442.93	18,149.68
	Total expenses	20,614.92	14,124.36	12,009.71	60,599.79	42,932.23
3	Profit from operations before other income, finance costs and exceptional items (1-2)	3,446.41	4,099.22	3,315.30	14,642.17	12,456.77
4	Other income	92.27	22.50	71.11	216.34	165.84
5	Profit from ordinary activities before finance costs and exceptional items (3 + 4)	3,538.68	4,121.72	3,386.41	14,858.51	12,622.61
6	Finance costs	1,426.28	1,684.02	1,254.85	6,354.70	5,622.15
7	Profit from ordinary activities after finance costs but before exceptional items (5 - 6)	2,112.40	2,437.70	2,131.56	8,503.81	7,000.46
8	Exceptional items	-	-	-	-	-
9	Profit from ordinary activities before tax (7 - 8)	2,112.40	2,437.70	2,131.56	8,503.81	7,000.46
10	Tax expense	411.61	758.00	883.36	2,443.76	2,283.36
11	Net Profit from ordinary activities after tax (9 - 10)	1,700.79	1,679.70	1,248.20	6,060.05	4,717.10
12	Extraordinary items (net of tax expenses)	-	-	-	-	-
13	Net Profit for the period before share of profit of associates and minority interest (11-12)	1,700.79	1,679.70	1,248.20	6,060.05	4,717.10
14	Share of Profit of associates	(12.86)	12.86	-	-	-
15	Minority interest	0.49	-	0.62	0.49	0.62
16	Net Profit after taxes, minority interest and share of profit of associates (13+14-15)	1,687.44	1,692.56	1,247.58	6,059.56	4,716.47
17	Paid-up equity share capital(Face value of the share Rs.10/- each)	12,188.01	12,131.79	12,000.18	12,188.01	12,000.18
18	Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year				35,308.93	28,468.70
19	(i) Earnings per share of Rs. 10 /- each(EPS) (before extra-ordinary items) (not annualised)					
(a)	Basic	1.39	1.40	1.07	5.02	4.08
(b)	Diluted	1.33	1.36	1.04	4.86	4.02
19	(ii) Earnings per share of Rs. 10/- each (EPS) (after extra-ordinary items) (not annualised)					
(a)	Basic	1.39	1.40	1.07	5.02	4.08
(b)	Diluted	1.33	1.36	1.04	4.86	4.02

**PART II**

Select Information for the Year ended March 31, 2013

A	<b>PARTICULARS OF SHAREHOLDING</b>					
1	Public Shareholding					
-	Number of shares	53,308,467	53,018,968	52,342,197	53,308,467	52,342,197
-	Percentage of Shareholding	43.74%	43.70%	43.62%	43.74%	43.62%
2	Promoters and Promoter Group Shareholding					
(a)	Pledged/ Encumbered					
-	Number of Shares	36,404,866	29,512,520	23,091,944	36,404,866	23,091,944
-	Percentage of shares ( as a % of the total shareholding of the promoter and promoter group)	53.09%	43.21%	34.13%	53.09%	34.13%
-	Percentage of shares ( as a % of the total share capital of the Company)	29.87%	24.33%	19.24%	29.87%	19.24%
(b)	Non encumbered					
-	Number of Shares	32,166,802	38,786,365	44,567,631	32,166,802	44,567,631
-	Percentage of shares ( as a % of the total shareholding of the promoter and promoter group)	46.91%	56.79%	65.87%	46.91%	65.87%
-	Percentage of shares (as a % of the total share capital of the Company)	26.39%	31.97%	37.14%	26.39%	37.14%
	<b>Particulars</b>	<b>Quarter ended March 31, 2013</b>				
B	<b>INVESTOR COMPLAINTS</b>					
	Pending at the beginning of the quarter			Nil		
	Received during the quarter			10		
	Disposed of during the quarter			10		
	Remaining unresolved at the end of the quarter			Nil		

- Notes:**
- The above Audited Consolidated Financial Results reviewed by the Audit Committee have been approved and taken on record by the Board of Directors at its meeting held on May 30, 2013.
  - The Company in compliance with the provisions of Clause 41 of the Listing Agreement, has opted to publish the consolidated financial results. The standalone financial results will, however, be made available to the Stock Exchanges where the Company's securities are listed and will also be posted on the Company's website i.e. www.tilind.com.
  - The consolidated financial results are prepared in accordance with the principles and procedures set out in Accounting Standard (AS-21) on "Consolidated Financial Statements" issued by the ICAI.
  - The Board of Directors has recommended a final dividend of Rs.0.80 per equity share of Rs.10/- each (8 %) for the financial year 2012-13 subject to the approval of shareholders at the ensuing Annual General Meeting.
  - The Company is predominantly engaged in the business of manufacture and sale of Indian Made Foreign Liquor (IMFL) and its related products, which constitute a single business segment and therefore, disclosure under Accounting Standard (AS-17) on "Segment Reporting" issued by the ICAI is not applicable.

**6 Standalone Information** (Rs. in Lacs)

	Particulars	Quarter ended			Year ended	
		31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012
		Audited	Unaudited	Audited	Audited	Audited
1	Net sales/ income from operations	15,829.36	14,607.94	12,301.86	55,636.01	45,285.44
2	Profit before tax	1,952.09	1,908.20	2,156.29	7,197.20	5,806.35
3	Profit after tax	1,485.37	1,304.20	1,430.31	5,034.32	3,875.37

- 7 The Company has franchisee arrangements in some States and in respect of such arrangements the turnover of Rs. 24,268.40 lacs ( Rs. 14,091.04 lacs ) during the quarter ended March 31, 2013 and Rs. 54,013.40 lacs ( Rs. 68,960.17 lacs ) during the financial year ended March 31, 2013 has not been treated as 'Sales'. However, the surplus generated out of these arrangements is included in the 'Sales/Income from Operations'.

**8 Statement of Outstanding Stock Options :**

Particulars		ESOP Scheme 2008	ESOP Scheme 2010	ESOP Scheme 2012
1	Outstanding Stock Options as on January 01, 2013	2,701,244	3,624,121	2,981,239
2	Stock Options Granted during the quarter	-	-	1,000,000
3	Stock Options Exercised during the quarter	223,352	338,930	-
4	Stock Options Exercised during the quarter, pending for allotment	135,230	16,725	-
5	Stock Options Cancelled/Lapsed during the quarter	29,640	36,110	38,369
6	Outstanding Stock Options as on March 31, 2013	2,313,022	3,232,356	3,942,870

- 9 During the quarter, the Company has allotted 562,282 equity shares to option grantees against exercise of vested stock options.
- 10 Other operating income for the nine months ended December 31, 2012 and year ended March 31, 2013 includes Rs 1,098.39 lacs on account of entitlement of MVAT and CST refund for the previous year 2011-2012 pursuant to the grant of Mega Project Status under Package Scheme of Incentives 2007 by the Government of Maharashtra vide its eligibility certificate dated April 11, 2012.
- 11 The figures of the last quarter for the current financial year are the balancing figures between the audited figures in respect of the full financial year ended March 31, 2013 and the the unaudited published year to date figures upto the third quarter ended December 31, 2012 which were subjected to limited review.
- 12 The previous period's figures have been regrouped and reclassified wherever necessary.
- 13 **Consolidated Audited Statement of Assets and Liabilities as on March 31, 2013:**

(Rs. in Lacs)

	Particulars	As at Year Ended	
		31.03.2013 Audited	31.03.2012 Audited
A	<b>EQUITY AND LIABILITIES</b>		
1	<b>Shareholders' Funds</b>		
a)	Share capital	12,188.01	12,000.18
b)	Reserves and Surplus	42,033.59	35,494.17
c)	Money received against share warrants	-	-
	<b>Sub-total- Shareholders' funds</b>	<b>54,221.60</b>	<b>47,494.35</b>
2	<b>Share application money pending allotment</b>	<b>39.76</b>	<b>16.75</b>
3	<b>Minority interest</b>	<b>0.79</b>	<b>0.30</b>
4	<b>Non-current liabilities</b>		
a)	Long-term borrowings	21,117.97	11,455.45
b)	Deferred tax liabilities (net)	3,304.48	2,807.96
c)	Other long-term liabilities	4,519.41	3,218.91
d)	Long-term provisions	84.38	82.33
	<b>Sub-total- Non-current liabilities</b>	<b>29,026.25</b>	<b>17,564.65</b>
5	<b>Current liabilities</b>		
a)	Short-term borrowings	41,997.88	36,708.42
b)	Trade payables	9,899.96	4,915.79
c)	Other current liabilities	4,926.32	5,353.18
d)	Short-term provisions	1,263.82	3,290.69
	<b>Sub-total- Current liabilities</b>	<b>58,087.99</b>	<b>50,268.08</b>
	<b>TOTAL-EQUITY AND LIABILITIES</b>	<b>141,376.40</b>	<b>115,344.14</b>
B	<b>ASSETS</b>		
1	<b>Non-current assets</b>		
a)	Fixed assets	56,147.79	51,490.68
b)	Goodwill on consolidation	2,542.78	2,542.78
c)	Non-current investments	172.77	3.77
d)	Deferred tax assets (net)	-	-
e)	Long-term loans and advances	6,536.26	630.16
f)	Other non-current assets	-	-
	<b>Sub-total- Non Current assets</b>	<b>65,399.60</b>	<b>54,667.39</b>
2	<b>Current Assets</b>		
a)	Current investments	-	25.00
b)	Inventories	13,315.35	13,029.26
c)	Trade receivables	20,199.74	12,913.43
d)	Cash and cash equivalents balances	2,527.76	1,980.60
e)	Short-term loans and advances	39,930.73	32,716.01
f)	Other current assets	3.22	12.46
	<b>Sub-total- Current assets</b>	<b>75,976.80</b>	<b>60,676.75</b>
	<b>TOTAL-ASSETS</b>	<b>141,376.40</b>	<b>115,344.14</b>

By Order of the Board  
For **TILAKNAGAR INDUSTRIES LTD.**  
Sd/-  
**AMIT DAHANUKAR**  
**CHAIRMAN & MANAGING DIRECTOR**

Place : Mumbai  
Date : May 30, 2013