



Press Release

Mumbai
May 19, 2011

Pratibha Industries on an aggressive growth path: *Healthy order book supports growth*

For the financial year ended March 31st, 2011, Sales Turnover of Pratibha Industries Ltd. rose to Rs. 12,681 million (Rs. 1268 crore), an increase of 26% over the previous financial year. Net Profit After Tax rose by a healthy 26 % to Rs. 714 million (Rs. 71 crore) despite higher input costs.

Sales Turnover of Pratibha Industries increased by 26% and stood at Rs. 12681 million (Rs. 1268 crores), for the year ended March 31st 2011 as compared to Rs. 10072 million (Rs. 1007 crore) in the corresponding period of the previous year. For the fourth quarter, Sales Turnover increased by 30% to Rs. 3886 million (Rs 388 crore) as compared to Rs. 3002 million (Rs. 300 crore) for the same period of the previous fiscal.

For the year ended March 31 2011, the Company's Profit Before Tax stood at Rs. 968 million (Rs. 97 crore) as compared to Rs 766 million (Rs 76 crore) in the previous year, registering an increase of 26%. For the fourth quarter ended March 31, 2011 Profit Before Tax stood at Rs 342 million (Rs 34 crore), a rise of 18% as compared to Rs. 290 million (Rs. 29 crore) in the last quarter of FY 10.

The Profit After Tax rose by a healthy 26% and stood at Rs. 714 million (Rs 71 crore) as compared to Rs. 565 million (Rs 57 crore) in the previous year. While for the last quarter ended March 31 2011, Profit After Tax was Rs 274 million (Rs 27 crore) as compared to Rs. 209 million (Rs.21 crore) in the corresponding period of the previous year, registering rise of 31%

The Unexecuted Order Value as of March 31, 2011 stood at Rs 36220 million (Rs 3622 crore).

Pratibha Industries Ltd.

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For the year ended 31st March 2011, the company had an improved debtor's turnover ratio of 54 days as compared to 70 days for the previous year. Also, the inventory turnover ratio improved from 164 days in the previous year to 152 days in the current fiscal year, reflecting an improved financial management.

The Board of Directors have recommended a final dividend of 20 % for an equity share of Rs.2/- each for the financial year ended 31st March 2011. Earlier the company declared an interim dividend of 10%, making the total dividend for the year at 30%.

Mr. Ajit Kukarni, Managing Director, Pratibha Industries Ltd. said, " Our performance has been good in the last year as we had a three pronged strategy. First, we focused on increasing our market share by diversifying and getting into new geographical areas, including overseas markets. Second, we strengthened our execution to ensure timely delivery with higher quality standards. And third, we optimized our internal costs to remain profitable, despite the inflationary trends. This strategy yielded satisfactory results as we were able to have a healthy topline and bottom-line growth.

He further added, "Going forward, we are very optimistic with the growth opportunities and we will remain focused on the quality of our results by securing a healthy order book and not just volumes. We will look at enhancing our footprint in the overseas market and also look at opportunities to diversify our portfolio.

Pratibha Industries Ltd is the listed flagship company of the group in India. The Company is a leading player in the area of urban infrastructure, including water, waste water as well as construction and saw pipe manufacturing. The company has 3 manufacturing plants and employs about 2200 people directly.
