



# TILAKNAGAR INDUSTRIES LTD. (TI)

REGD.OFFICE : P.O. TILAKNAGAR, TAL. SHRIRAMPUR, DIST. AHMEDNAGAR,  
MAHARASHTRA- 413720

PART I (Rs. in Lacs)

## Statement of Consolidated Unaudited Financial Results for the Quarter & Nine months ended December 31, 2013

Particulars	Quarter ended			Nine months ended		Previous Year Ended	
	31.12.2013	30.09.2013	31.12.2012	31.12.2013	31.12.2012	31.03.2013	
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	(Audited)	
<b>1</b>	<b>Income from operations</b>						
(a)	Net sales / income from operations (Net of excise duty)						
	22,331.62	19,850.41	18,163.09	58,884.81	49,875.19	73,749.56	
(b)	Other operating income (Refer Note 10)						
	136.07	130.96	60.49	1,578.02	1,305.44	1,492.40	
	<b>22,467.69</b>	<b>19,981.37</b>	<b>18,223.58</b>	<b>60,462.83</b>	<b>51,180.63</b>	<b>75,241.96</b>	
<b>2</b>	<b>Expenses</b>						
(a)	Cost of materials consumed						
	11,391.42	9,228.74	7,928.37	28,684.57	21,476.39	33,472.18	
(b)	Purchases of stock-in-trade						
	-	-	-	-	-	-	
(c)	Changes in inventories of finished goods, work-in-progress and stock-in-trade						
	(394.49)	(439.79)	(615.53)	(872.67)	(156.38)	1,287.34	
(d)	Employee benefits Expense						
	925.22	835.10	737.34	2,644.21	2,128.71	2,979.09	
(e)	Depreciation and amortization expense						
	635.52	592.03	600.92	1,831.79	1,791.37	2,418.25	
(f)	Other expenses						
	5,667.85	5,956.76	5,473.26	16,718.43	14,744.78	20,442.93	
	<b>18,225.52</b>	<b>16,172.84</b>	<b>14,124.36</b>	<b>49,006.33</b>	<b>39,984.87</b>	<b>60,599.79</b>	
<b>3</b>	<b>Profit from operations before other income, finance costs and exceptional items (1-2)</b>						
	<b>4,242.17</b>	<b>3,808.53</b>	<b>4,099.22</b>	<b>11,456.50</b>	<b>11,195.76</b>	<b>14,642.17</b>	
<b>4</b>	Other income						
	149.43	56.24	22.50	289.45	124.07	216.34	
<b>5</b>	<b>Profit from ordinary activities before finance costs and exceptional items (3 + 4)</b>						
	<b>4,391.60</b>	<b>3,864.77</b>	<b>4,121.72</b>	<b>11,745.95</b>	<b>11,319.83</b>	<b>14,858.51</b>	
<b>6</b>	Finance costs						
	1,813.63	1,477.69	1,684.02	4,734.19	4,928.42	6,354.70	
<b>7</b>	<b>Profit from ordinary activities after finance costs but before exceptional items (5 - 6)</b>						
	<b>2,577.97</b>	<b>2,387.08</b>	<b>2,437.70</b>	<b>7,011.76</b>	<b>6,391.41</b>	<b>8,503.81</b>	
<b>8</b>	Exceptional items						
	-	-	-	-	-	-	
<b>9</b>	<b>Profit from ordinary activities before tax (7 - 8)</b>						
	<b>2,577.97</b>	<b>2,387.08</b>	<b>2,437.70</b>	<b>7,011.76</b>	<b>6,391.41</b>	<b>8,503.81</b>	
<b>10</b>	Tax expense						
	836.57	782.71	758.00	1,938.57	2,032.15	2,443.76	
<b>11</b>	<b>Net Profit from ordinary activities after tax (9 - 10)</b>						
	<b>1,741.40</b>	<b>1,604.37</b>	<b>1,679.70</b>	<b>5,073.19</b>	<b>4,359.26</b>	<b>6,060.05</b>	
<b>12</b>	Extraordinary items						
	-	-	-	-	-	-	
<b>13</b>	<b>Net Profit for the period before share of profit of associates and minority interest (11-12)</b>						
	<b>1,741.40</b>	<b>1,604.37</b>	<b>1,679.70</b>	<b>5,073.19</b>	<b>4,359.26</b>	<b>6,060.05</b>	
<b>14</b>	Share of Profit of associates						
	-	-	12.86	-	12.86	-	
<b>15</b>	Minority interest						
	-	-	-	-	-	0.49	
<b>16</b>	<b>Net Profit after taxes, minority interest and share of profit of associates (13+14-15)</b>						
	<b>1,741.40</b>	<b>1,604.37</b>	<b>1,692.56</b>	<b>5,073.19</b>	<b>4,372.12</b>	<b>6,059.56</b>	
<b>17</b>	Paid-up equity share capital (Face value of the share Rs.10/- each)						
	12,321.66	12,272.23	12,131.79	12,321.66	12,131.79	12,188.01	
<b>18</b>	Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year						
	-	-	-	-	-	34,175.73	
<b>19 (i)</b>	<b>Earnings per share of Rs. 10/- each (EPS) before extra-ordinary items (Rs.) (not annualised)</b>						
(a)	1.42	1.30	1.40	4.14	3.63	5.02	
(b)	1.40	1.29	1.36	4.06	3.53	4.86	
<b>19 (ii)</b>	<b>Earnings per share of Rs. 10/- each (EPS) after extra-ordinary items (Rs.) (not annualised)</b>						
(a)	1.42	1.30	1.40	4.14	3.63	5.02	
(b)	1.40	1.29	1.36	4.06	3.53	4.86	

## PART II Select Information for the Quarter & Nine months ended December 31, 2013

A	Particulars	Quarter ended December 31, 2013					
<b>1</b>	<b>PARTICULARS OF SHAREHOLDING</b>						
	Public Shareholding						
	- Number of shares	54,644,937	54,150,666	53,018,968	54,644,937	53,018,968	53,308,467
	- Percentage of Shareholding	44.35%	44.12%	43.70%	44.35%	43.70%	43.74%
<b>2</b>	<b>Promoters and Promoter Group Shareholding</b>						
(a)	Pledged/ Encumbered						
	- Number of Shares	32,313,923	31,813,923	29,512,520	32,313,923	29,512,520	36,404,866
	- Percentage of shares ( as a % of the total shareholding of the promoter and promoter group)	47.12%	46.40%	43.21%	47.12%	43.21%	53.09%
	- Percentage of shares ( as a % of the total share capital of the Company)	26.23%	25.92%	24.33%	26.23%	24.33%	29.87%
(b)	Non encumbered						
	- Number of Shares	36,257,745	36,757,745	38,786,365	36,257,745	38,786,365	32,166,802
	- Percentage of shares ( as a % of the total shareholding of the promoter and promoter group)	52.87%	53.60%	56.79%	52.87%	56.79%	46.91%
	- Percentage of shares ( as a % of the total share capital of the Company)	29.43%	29.96%	31.97%	29.43%	31.97%	26.39%
<b>B</b>	<b>INVESTOR COMPLAINTS</b>						
	Pending at the beginning of the quarter	Nil					
	Received during the quarter	6					
	Disposed of during the quarter	6					
	Remaining unresolved at the end of the quarter	Nil					

## Notes :

- The above Consolidated Unaudited Financial Results reviewed by the Audit Committee have been approved and taken on record by the Board of Directors at its meeting held on February 08, 2014.
- 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 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.

## 5 Standalone Information (Rs. in Lacs)

Particulars	Quarter ended			Nine months ended		Previous year ended	
	31.12.2013	30.09.2013	31.12.2012	31.12.2013	31.12.2012	31.03.2013	
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	
1	Net sales/ income from operations	16,422.67	14,646.28	14,607.94	44,104.22	39,806.65	55,636.01
2	Profit before tax	2,130.58	2,039.73	1,908.20	6,023.78	5,245.11	7,197.20
3	Profit after tax	1,439.31	1,377.94	1,304.20	4,410.66	3,548.95	5,034.33

6 The Company has franchisee arrangements in some states and in respect of such arrangements the turnover of Rs. 15,521.68 lacs (Rs 10,242.29 lacs) during the quarter ended December 31, 2013 and Rs. 45,844.59 lacs (Rs. 29,744.99 lacs) during the nine months ended December 31, 2013 has not been treated as 'Sales'. However the surplus generated out of these arrangements is included in the ' Sales/Income from Operations'.

7 The statutory auditors have carried out a "Limited Review" of the Consolidated Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2013.

8 Pursuant to the sale of entire stake held by the Company in its wholly owned subsidiary i.e. P.P. Caps Private Limited("PPCPL"), PPCPL has ceased to be subsidiary of the Company w.e.f. January 16, 2014.

## 9 Statement of Outstanding Stock Options :

Particulars	ESOP Scheme 2008	ESOP Scheme 2010	ESOP Scheme 2012	
1	Outstanding Stock Options as on October 01, 2013	1,751,141	3,083,931	4,679,460
2	Stock Options Granted during the quarter	-	-	-
3	Stock Options Exercised during the quarter*	54,340	370,706	50,659
4	Stock Options Cancelled/Lapsed during the quarter	26,970	57,972	33,708
5	Outstanding Stock Options as on December 31, 2013	1,669,831	2,655,253	4,595,093

\* includes 19,110 stock options(ESOP Scheme 2008), 82,466 stock options(ESOP SCHEME 2010) and 10,442 stock options (ESOP SCHEME 2012) exercised during the quarter and pending for allotment.

10 Other operating income for the nine months ended December 31, 2013 includes Rs 1,237.55 lacs on account of entitlement of MVAT and CST refund for the previous year 2012-2013 as compared to Rs 1,098.35 lacs included in the nine month ended December 31, 2012 and year ended March 31, 2013 for the 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 During the quarter, the Company has allotted 494,271 equity shares to option grantees against exercise of vested stock options.

12 Employee benefits expense includes the provisions for Employee Retirement Benefits on pro-rata basis.

13 The previous period's figures have been regrouped and reclassified wherever necessary.

BY ORDER OF THE BOARD  
FOR TILAKNAGAR INDUSTRIES LTD.

SD/-

Place : Mumbai  
Date : February 08, 2014

AMIT DAHANUKAR  
CHAIRMAN & MANAGING DIRECTOR