

Selected  
**Superbrand**  
INDIA  
2006-07

Consumer Validated

# Hindware

ALSO SELECTED AS INDIA'S  
100 MOST VALUABLE BRANDS

**NET SALES**  
34%

**PBT 30%**

## Hindustan Sanitaryware & Industries Limited.

Regd. Office: 2, Red Cross Place, Kolkata-700 001.

### Unaudited Financial Results for the quarter ended on 30.09.2006

(Rs. / Lacs)

S. No.	Particulars	Quarter Ended		6 Months Ended		Year ended 31.03.2006 (Audited)
		30.09.2006 (Unaudited)	30.09.2005 (Unaudited)	30.09.2006 (Unaudited)	30.09.2005 (Unaudited)	
1	Gross Sales	13010	9995	25846	19361	43832
	Less: Excise Duty	1177	963	2368	1894	4180
	Net Sales	11833	9032	23478	17467	39652
2	Other Income	202	140	310	205	742
	<b>Total Net Receipts</b>	<b>12035</b>	<b>9172</b>	<b>23788</b>	<b>17672</b>	<b>40394</b>
3	Expenditure					
	a) (Increase)/Decrease in Stock-in-Trade	(362)	(1308)	(348)	(2268)	(2968)
	b) Goods Purchased for Resale	1987	1339	3553	2317	5576
	c) Consumption of Raw Material	2063	1694	3957	3327	6999
	d) Staff Cost	1193	1037	2340	2020	4236
	e) Power & Fuel	2416	2083	4666	3854	8495
	f) Other Expenditure	2722	2395	5437	4836	10210
	Total Expenditure	10019	7240	19605	14086	32548
4	<b>Operating Profit-EBITDA</b>	<b>2016</b>	<b>1932</b>	<b>4183</b>	<b>3586</b>	<b>7846</b>
5	Interest	339	300	690	629	1293
6	Depreciation and Amortisation	582	607	1247	1234	2513
7	<b>Profit Before Tax</b>	<b>1095</b>	<b>1025</b>	<b>2246</b>	<b>1723</b>	<b>4040</b>
8	Provision for -Income Tax (including Fringe Benefit Tax)	220	423	713	592	1504
	-Deferred Tax	161	(90)	54	2	(46)
9	<b>Net Profit After Tax</b>	<b>714</b>	<b>692</b>	<b>1479</b>	<b>1129</b>	<b>2582</b>
10	Paid-up Equity Share Capital (Share of Rs.2/- each)	1100	935	1100	935	935
11	Reserves excluding Revaluation Reserve	18343	11205	18343	11205	12006
12	<b>Earning Per Share - Basic (not annualised) (Rs.)</b>	<b>1.35</b>	<b>1.48</b>	<b>2.97</b>	<b>2.41</b>	<b>5.52</b>
	<b>Earning Per Share - Diluted (not annualised) (Rs.)</b>	<b>-</b>	<b>1.34</b>	<b>-</b>	<b>2.30</b>	<b>5.09</b>
13	Aggregate of Non-promoters' Shareholding					
	- No. of Shares	24,415,463	16,158,315	24,415,463	16,158,315	16,158,572
	- Percentage of Shareholding	44.37	34.54	44.37	34.54	34.54

### Segment-wise Revenue, Results and Capital Employed

(Rs. / Lacs)

S. No.	Particulars	Quarter Ended		6 Months Ended		Year ended 31.03.2006 (Audited)
		30.09.2006 (Unaudited)	30.09.2005 (Unaudited)	30.09.2006 (Unaudited)	30.09.2005 (Unaudited)	
1	Segment Revenue:					
	a) Building Products	6951	5502	13578	10537	23593
	b) Glassware	6228	4583	12500	8976	20751
	c) Others	33	50	78	53	230
	Total	13212	10135	26156	19566	44574
	Less: Inter Segment Revenue	-	-	-	-	-
	Net Sales / Income from Operations	13212	10135	26156	19566	44574
2	Segment Results: (before Tax and Interest)					
	a) Building Products	1218	1128	2492	1877	4523
	b) Glassware	395	355	865	776	1391
	Total Profit before unallocable expenditure	1613	1483	3357	2653	5914
	Less: Interest	339	300	690	629	1293
	Less: Unallocable Expenditure, Net of Unallocable Income	179	158	421	301	581
	Total Profit Before Tax	1095	1025	2246	1723	4040
3	Capital Employed:					
	a) Building Products	16694	12324	16694	12324	14488
	b) Glassware	20206	20934	20206	20934	21637

#### NOTES:

- On 24th July, 2006, 33,00,000 - 4% Fully Convertible Debentures issued to M/s HPC (Mauritius) Ltd. were converted into 82,50,000 equity shares of Rs.2/- each fully paid up thereby increasing the Company's paid up capital to Rs.1100.55 lacs.
- Earning Per Share (EPS) and total no. of shares outstanding for the quarter and half year ended on 30.09.2005 have been calculated on post split number of equity shares (Rs.5/- equity shares were split into Rs.2/- equity shares w.e.f. 6th January, 2006).
- Out of the proceeds of Preferential issue of Rs.5288.25 lacs, made during the financial year 2005-06, Rs.150.39 lacs was incurred as debenture issue expenses, Rs.2925.73 lacs was utilised for capital expenditure and repayment of loans, and balance Rs.2212.13, pending utilisation, has been invested in short term treasury instruments.
- Pursuant to AS-15 (revised 2005) on "Employee Benefits" issued by The Institute of Chartered Accountants of India, which is applicable w.e.f. 1st April 2006, the adjustment on account of transitional provision will be dealt with in the general reserve at the year end.
- There were no investor complaints pending at the beginning of the quarter. 34 complaints were received during the quarter and all complaints were disposed of. No complaint is lying unresolved at the end of the quarter.
- Previous year's/period's figures have been re-grouped /re-arranged wherever considered necessary.
- The statutory auditors of the Company have carried out a limited review of unaudited financial results for the quarter ended 30th September, 2006.
- The above financial results and this release have been reviewed by the Audit Committee at its meeting held on 31st October, 2006 and were taken on record by the Board of Directors at its meeting held on the same day.

New Delhi  
Dated: 31st October, 2006.

sd/-  
R. K. SOMANY  
Chairman & Managing Director