



# Hawkins Cookers Ltd.

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## FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DEC 31, 2016 (Rs. LAKHS)

|   | QUARTER ENDED<br>(Unaudited) |                 |                 | NINE MONTHS ENDED<br>(Unaudited) |                 | YEAR ENDED<br>(Audited) |
|---|------------------------------|-----------------|-----------------|----------------------------------|-----------------|-------------------------|
|   | Dec.2016                     | Sep.2016        | Dec.2015        | Dec.2016                         | Dec.2015        | Mar.2016                |
| <b>1. Income from Operations</b>  |                              |                 |                 |                                  |                 |                         |
| a) Net Sales/Income from Operations<br>(Net of Excise Duty)   | 139,14.4                     | 154,06.9        | 140,37.2        | 395,55.1                         | 381,66.2        | 536,65.4                |
| b) Other Operating Income   | 1,81.8                       | 1,70.9          | 1,90.6          | 4,99.1                           | 5,47.9          | 7,69.9                  |
| <b>Total Income from Operations (Net)</b>   | <b>140,96.2</b>              | <b>155,77.8</b> | <b>142,27.8</b> | <b>400,54.3</b>                  | <b>387,14.1</b> | <b>544,35.2</b>         |
| <b>2. Expenses</b>  |                              |                 |                 |                                  |                 |                         |
| a) Cost of materials consumed   | 43,35.4                      | 39,05.4         | 47,44.1         | 117,70.0                         | 131,51.3        | 174,74.9                |
| b) Purchase of stock-in-trade   | 15,95.1                      | 13,79.9         | 14,00.1         | 39,67.5                          | 39,22.2         | 51,88.0                 |
| c) Changes in inventories of finished goods,<br>work-in-progress and stock-in-trade                               | -7,86.5                      | 9,89.8          | -6,28.8         | -10,29.3                         | -15,10.3        | -12,23.0                |
| d) Employee benefits expense  | 16,96.7                      | 17,49.1         | 17,04.9         | 51,00.8                          | 48,85.0         | 69,62.5                 |
| e) Depreciation and amortisation expense  | 87.6                         | 87.4            | 92.2            | 2,59.8                           | 2,63.5          | 3,45.0                  |
| f) Discounts  | 14,59.5                      | 19,66.7         | 14,60.3         | 44,44.4                          | 37,88.9         | 57,74.5                 |
| g) Advertising  | 13,44.2                      | 1,66.2          | 11,01.2         | 19,27.0                          | 16,76.1         | 23,33.5                 |
| h) Other Expenses   | 27,08.6                      | 35,10.4         | 29,70.1         | 87,00.9                          | 80,45.2         | 111,33.4                |
| <b>Total Expenses</b>   | <b>124,40.5</b>              | <b>137,54.8</b> | <b>128,44.1</b> | <b>351,41.1</b>                  | <b>342,21.9</b> | <b>479,88.9</b>         |
| 3. Profit from Operations before other income,<br>finance costs and exceptional items (1-2)                       | 16,55.7                      | 18,23.0         | 13,83.7         | 49,13.2                          | 44,92.2         | 64,46.3                 |
| 4. Other Income   | 1,14.9                       | 65.0            | 79.1            | 3,06.7                           | 2,31.9          | 3,25.1                  |
| 5. Profit from ordinary activities<br>before finance costs and exceptional items (3+4)                            | 17,70.6                      | 18,88.0         | 14,62.8         | 52,19.9                          | 47,24.1         | 67,71.5                 |
| 6. Finance costs  | 97.2                         | 1,00.6          | 96.4            | 2,94.5                           | 2,34.2          | 3,44.6                  |
| 7. Profit from ordinary activities after<br>finance costs but before exceptional items (5-6)                      | 16,73.3                      | 17,87.4         | 13,66.4         | 49,25.4                          | 44,89.9         | 64,26.9                 |
| 8. Exceptional items  | NIL                          | NIL             | 4,04.2          | NIL                              | 4,04.2          | 4,04.2                  |
| <b>9. Profit from ordinary activities before tax (7-8)</b>  | <b>16,73.3</b>               | <b>17,87.4</b>  | <b>9,62.2</b>   | <b>49,25.4</b>                   | <b>40,85.7</b>  | <b>60,22.7</b>          |
| 10. Tax expense   | 5,38.0                       | 5,88.0          | 3,01.0          | 16,05.0                          | 13,25.0         | 19,88.9                 |
| 11. Net Profit from ordinary activities after tax (9-10)  | 11,35.3                      | 11,99.4         | 6,61.2          | 33,20.4                          | 27,60.7         | 40,33.8                 |
| 12. Extraordinary Items (net of tax expense)  | NIL                          | NIL             | NIL             | NIL                              | NIL             | NIL                     |
| <b>13. Net Profit for the period (11-12)</b>  | <b>11,35.3</b>               | <b>11,99.4</b>  | <b>6,61.2</b>   | <b>33,20.4</b>                   | <b>27,60.7</b>  | <b>40,33.8</b>          |
| 14. Paid-up equity share capital<br>(Face value of Rs.10 per share)   | 5,28.8                       | 5,28.8          | 5,28.8          | 5,28.8                           | 5,28.8          | 5,28.8                  |
| 15. Reserves excluding Revaluation Reserves   |                              |                 |                 |                                  |                 | 55,78.0                 |
| 16. Earnings Per Share (of Rs.10 each) in Rs.<br>Basic and diluted before Extraordinary items<br>– not annualised | 21.47                        | 22.68           | 12.50           | 62.79                            | 52.21           | 76.28                   |
| 17. Earnings Per Share (of Rs.10 each) in Rs.<br>Basic and diluted after Extraordinary items<br>– not annualised  | 21.47                        | 22.68           | 12.50           | 62.79                            | 52.21           | 76.28                   |

**NOTES:** 1. These results were approved at the meeting of the Board of Directors held on January 31, 2017. 2. The Company operates in a single segment: manufacture, trading and sale of Kitchenware. 3. Previous periods' figures have been regrouped wherever necessary to conform to this period's classification. Certain figures apparently do not add up because of rounding off but are wholly accurate in themselves. 4. As required under Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Limited Review by the Statutory Auditors has been completed and the Report forwarded to BSE Ltd. The Report does not have any impact on the above Results and Notes which needs explanation.

**For Hawkins Cookers Limited**

**Mumbai**  
**January 31, 2017**

**Sudeep Yadav**  
**Executive Director**  
**Finance & Administration**