



**Management Note: Mumbai, November 06, 2012 :**

Kabra Extrusion Technik Ltd is part of the Kolsite group, engaged in the manufacture of Plastic Extrusion machinery in India.

For the second quarter of FY 13 ended September 2012, the company reported Total Income from Operations of Rs. 3,798.97 lakh as against Rs. 3,633.27 lakh in the corresponding quarter last year; reflecting an increase of 4.56%. For the same period, Net Sales grew by 7.4%. This was primarily on account of price hikes undertaken by the Company.

Notably, Domestic Sales saw an improvement of 20.2% y-o-y due to improvement in demand from the irrigation sector as India witnessed good monsoon towards the end of the season. Export Sales dropped by 11.4%. All other items in the expenses segment followed the trend in sales. Inflationary trends continue to put pressure on the profitability especially due to recent increase in diesel prices.

EBIDTA for Q2 FY13 stood at Rs. 122.41 lakh while at the bottom-line level for Q2 FY13 we reported a gain of Rs. 334.35 lakh, helped by Other Income.

The Company is constantly making efforts to improvise its working capital and specifically inventory management systems. Lean Manufacturing processes have been implemented which encompasses hike in advance from customers on placing of orders and including milestone payments in contracts in conjunction with just in time purchases of raw materials and key components. This enhances the working capital position of the Company by reducing the quantum of blocked funds in-case of order delays and cancellations. These practices are expected to benefit the Company in the long run.

**Mr. Jayant Sarpotdar, the Chief Financial Officer of Kabra Extrusiontechnik Ltd** said "The initiatives taken during the quarter like lean manufacturing systems and changes implemented in pricing as well as payment policies are expected to benefit the Company in the long run."

**Mr. S. V. Kabra, Chairman & Managing Director of Kabra Extrusiontechnik Ltd** said "Due to recent policy measures taken or proposed by the Government, we are reasonably confident of the prospects of our industry over a longer time frame."





**About Kabra Extrusiontechnik :**

Kabra Extrusiontechnik is a part of the Kolsite group and manufactures Plastic Extrusion machinery in India. It has over 4 decades of experience in plastic industry. KET has a joint venture with global leaders in plastics extrusion machinery viz. Battenfeld Cincinnati , Germany & Austria and American Maplan Corporation, USA for manufacture of Pipe plants. It also has a joint venture with Gloucester Engineering Co., USA for mono and multi layer film plants.

The Company manufactures hi-tech HDPE pipe plants. It offers multi-layer blown film plants, which has applications in lamination, milk and edible oil packing industries. The Company's two major products include plastic processing machineries and spares & parts of plastic processing machineries.

**FOR MORE INFORMATION PLEASE CONTACT:**

Mr. Jayant Sarpotdar  
CFO - Kolsite Group  
Tel : +91-22-2673 4822 - 24  
e-mail : [jayant@kolsitegroup.com](mailto:jayant@kolsitegroup.com)

