



# HERCULES HOISTS LIMITED

Head Office: CTS No.43/2B, 43/5, 45/2, Kharpada - Savroli Road,  
At Village-Dhamani, Taluka-Khalapur, Dist: Raigad, Khopoli-410202.

Registered Office: Bajaj Bhavan, 2nd Floor, 226, Nariman Point, Mumbai-400021.  
Tel.No.022-22023626 ; Fax No. 022-22025160

## Bajaj Group

### UNAUDITED FINANCIAL RESULTS FOR QUARTER / NINE MONTHS ENDED 31st DECEMBER, 2012

(Rs. in Lakhs)

| Sr. No. | Particulars  | Quarter Ended   |                 |                 |                 |                 |                  | Previous Year Ended |
|---------|--|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|---------------------|
|         |  | 31.12.2012      |                 | 30.09.2012      |                 | 31.12.2011      |                  |                     |
|         |  | (Unaudited)     | (Unaudited)     | (Unaudited)     | (Unaudited)     | (Unaudited)     | (Audited)        |                     |
| 1       | <b>Income from operations</b>  |                 |                 |                 |                 |                 |                  |                     |
|         | (a) Net Sales/Income from Operations (Net of excise duty)  | 3,269.96        | 3,242.30        | 2,899.61        | 9,321.22        | 9,007.14        | 12,065.45        |                     |
|         | (b) Other Operating Income   | 6.35            | 4.61            | 24.02           | 16.37           | 27.97           | 34.70            |                     |
|         | <b>Total Income from operations (net)</b>  | <b>3,276.31</b> | <b>3,246.91</b> | <b>2,923.64</b> | <b>9,337.59</b> | <b>9,035.11</b> | <b>12,100.14</b> |                     |
| 2       | <b>Expenditure</b>   |                 |                 |                 |                 |                 |                  |                     |
|         | (a) Cost of Materials Consumed   | 1,800.74        | 1,675.98        | 1,507.79        | 4,852.00        | 4,465.22        | 6,005.92         |                     |
|         | (b) Purchase of stock-in-trade   | 0.00            | 9.74            | 5.97            | 9.74            | 28.26           | 33.25            |                     |
|         | (c) Changes in Inventories of finished goods and work-in-  | (64.54)         | (84.70)         | (12.13)         | (157.82)        | (24.55)         | 68.86            |                     |
|         | (d) Employees benefits expenses  | 162.72          | 155.27          | 147.27          | 501.08          | 432.24          | 584.39           |                     |
|         | (e) Depreciation & amortisation expense  | 50.83           | 50.38           | 51.32           | 151.02          | 152.35          | 203.32           |                     |
|         | (f) Other Expenses   | 508.45          | 415.65          | 359.32          | 1,358.81        | 1,265.14        | 1,692.76         |                     |
|         | <b>Total Expenditure</b>   | <b>2,458.21</b> | <b>2,222.32</b> | <b>2,059.54</b> | <b>6,714.84</b> | <b>6,318.66</b> | <b>8,588.50</b>  |                     |
| 3       | <b>Profit / (Loss) from Operations before Other Income, finance costs and exceptional item (1-2)</b>   | <b>818.10</b>   | <b>1,024.59</b> | <b>864.09</b>   | <b>2,622.75</b> | <b>2,716.45</b> | <b>3,511.64</b>  |                     |
| 4       | Other Income   | 237.18          | 388.79          | 228.98          | 895.46          | 645.48          | 920.51           |                     |
| 5       | <b>Profit / (Loss) from ordinary activities before finance costs and Exceptional Items (3+4)</b>       | <b>1,055.28</b> | <b>1,413.39</b> | <b>1,093.08</b> | <b>3,518.21</b> | <b>3,361.93</b> | <b>4,432.15</b>  |                     |
| 6       | Interest Expense   | 0.35            | 0.61            | 0.82            | 1.10            | 5.33            | 5.51             |                     |
| 7       | <b>Profit / (Loss) from ordinary activities after finance costs but before Exceptional Items (5-6)</b> | <b>1,054.93</b> | <b>1,412.78</b> | <b>1,092.26</b> | <b>3,517.11</b> | <b>3,356.60</b> | <b>4,426.64</b>  |                     |
| 8       | Exceptional Items  | -               | -               | -               | -               | -               | -                |                     |
| 9       | <b>Profit / (Loss) from Ordinary Activities before tax (7 + 8)</b>                                     | <b>1,054.93</b> | <b>1,412.78</b> | <b>1,092.26</b> | <b>3,517.11</b> | <b>3,356.60</b> | <b>4,426.64</b>  |                     |
| 10      | Tax Expense  | 353.96          | 371.24          | 365.89          | 1,038.82        | 994.95          | 1,334.98         |                     |
| 11      | <b>Net Profit / (Loss) from Ordinary Activities after tax (9-10)</b>                                   | <b>700.97</b>   | <b>1,041.55</b> | <b>726.36</b>   | <b>2,478.29</b> | <b>2,361.65</b> | <b>3,091.66</b>  |                     |
| 12      | Extraordinary Items (net of tax expense)   | -               | -               | -               | -               | -               | -                |                     |
| 13      | <b>Net Profit / (Loss) for the period (11-12)</b>  | <b>700.97</b>   | <b>1,041.55</b> | <b>726.36</b>   | <b>2,478.29</b> | <b>2,361.65</b> | <b>3,091.66</b>  |                     |
| 14      | Paid-up Equity Share Capital (Face Value Rs. 1 each)   | 320.00          | 320.00          | 160.00          | 320.00          | 160.00          | 160.00           |                     |
| 15      | Reserve excluding Revaluation Reserve as per Balance Sheet   |                 |                 |                 |                 |                 | 13,627.57        |                     |
| 16(i)   | Earnings Per Share (Before Extraordinary items)  |                 |                 |                 |                 |                 |                  |                     |
|         | (a) Basic  | 2.19            | 3.25            | 2.27            | 7.74            | 7.38            | 9.66             |                     |
|         | (b) Diluted  | 2.19            | 3.25            | 2.27            | 7.74            | 7.38            | 9.66             |                     |
| 16(ii)  | Earnings Per Share (After Extraordinary items)   |                 |                 |                 |                 |                 |                  |                     |
|         | (a) Basic  | 2.19            | 3.25            | 2.27            | 7.74            | 7.38            | 9.66             |                     |
|         | (b) Diluted  | 2.19            | 3.25            | 2.27            | 7.74            | 7.38            | 9.66             |                     |

### PART II

| Information for the quarter and year ended 31-03-2012 |  |            |            |            |            |            |            |
|---|--|------------|------------|------------|------------|------------|------------|
| A   | Particulars of shareholding  |            |            |            |            |            |            |
| 1   | Public shareholding  |            |            |            |            |            |            |
|   | - Number of Shares   | 9,751,270  | 9,751,270  | 4,875,635  | 9,751,270  | 4,875,635  | 4,875,635  |
|   | - Percentage of holding  | 30.47%     | 30.47%     | 30.47%     | 30.47%     | 30.47%     | 30.47%     |
| 2   | Promoters and Promoter group shareholding-   |            |            |            |            |            |            |
|   | (a) Pledged/Encumbered   |            |            |            |            |            |            |
|   | - Number of Shares   | -          | -          | -          | -          | -          | -          |
|   | - Percentage of Shares (as a % of the total shareholding of promoter and promoter group) | -          | -          | -          | -          | -          | -          |
|   | - Percentage of Shares (as a % of the total share capital of the company)                | -          | -          | -          | -          | -          | -          |
|   | (b) Non - Encumbered   |            |            |            |            |            |            |
|   | - Number of Shares   | 22,248,730 | 22,248,730 | 11,124,365 | 22,248,730 | 11,124,365 | 11,124,365 |
|   | - Percentage of Shares (as a % of the total shareholding of promoter and promoter group) | 100.00%    | 100.00%    | 100.00%    | 100.00%    | 100.00%    | 100.00%    |
|   | - Percentage of Shares (as a % of the total share capital of the company)                | 69.53%     | 69.53%     | 69.53%     | 69.53%     | 69.53%     | 69.53%     |

| Particulars                                    | Quarter Ended 31.12.2012 |
|--|--------------------------|
| <b>B INVESTOR COMPLAINTS</b>                   |                          |
| Pending at the beginning of the quarter        | Nil                      |
| Received during the quarter                    | Nil                      |
| Disposed of during the quarter                 | Nil                      |
| Remaining unresolved at the end of the quarter | Nil                      |

### SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED, UNDER CLAUSE 41 OF THE LISTING AGREEMENT

(Rs. in Lakhs)

| Sr. No. | Particulars  | Quarter Ended    |                  |                  | Nine Months Ended |                  | Previous Year Ended |           |
|---------|--|------------------|------------------|------------------|-------------------|------------------|---------------------|-----------|
|         |  | 31.12.2012       |                  | 30.09.2012       |                   | 31.12.2011       |                     |           |
|         |  | (Unaudited)      | (Unaudited)      | (Unaudited)      | (Unaudited)       | (Unaudited)      |                     | (Audited) |
| 1       | <b>Segment Revenue (Net Sales and Income)</b>                        |                  |                  |                  |                   |                  |                     |           |
|         | (a) Material Handling Equipment                                      | 3,262.76         | 3,116.94         | 2,915.52         | 9,057.05          | 8,786.32         | 11,824.38           |           |
|         | (b) Windmill Power   | 13.55            | 129.97           | 8.12             | 280.54            | 248.79           | 275.76              |           |
|         | <b>Net sales/Income from Operations</b>                              | <b>3,276.31</b>  | <b>3,246.91</b>  | <b>2,923.64</b>  | <b>9,337.59</b>   | <b>9,035.11</b>  | <b>12,100.14</b>    |           |
| 2       | <b>Segment Results</b>   |                  |                  |                  |                   |                  |                     |           |
|         | (a) Material Handling Equipment                                      | 940.06           | 998.78           | 961.47           | 2,687.47          | 2,801.41         | 3,729.88            |           |
|         | (b) Windmill Power   | (35.94)          | 80.83            | (14.33)          | 132.71            | 126.14           | 103.48              |           |
|         | <b>Total</b>   | <b>904.12</b>    | <b>1,079.60</b>  | <b>947.14</b>    | <b>2,820.18</b>   | <b>2,927.55</b>  | <b>3,833.37</b>     |           |
|         | Interest Expense   | 0.35             | 0.61             | 0.82             | 1.10              | 5.33             | 5.51                |           |
|         | Other Un-allocable Corporate Expenditure net off Unallocated Income  | (151.17)         | (333.78)         | (145.94)         | (698.04)          | (434.38)         | (598.78)            |           |
|         | <b>Total Profit (+)/Loss (-) before Tax and extra ordinary items</b> | <b>1,054.93</b>  | <b>1,412.78</b>  | <b>1,092.26</b>  | <b>3,517.11</b>   | <b>3,356.60</b>  | <b>4,426.64</b>     |           |
| 3       | <b>Capital Employed (Segment Assets Less Liabilities)</b>            |                  |                  |                  |                   |                  |                     |           |
|         | (a) Material Handling Equipment                                      | 5,377.84         | 5,154.24         | 5,469.29         | 5,377.84          | 5,469.29         | 4,828.12            |           |
|         | (b) Windmill Power   | 1,647.01         | 1,794.39         | 1,731.24         | 1,647.01          | 1,731.24         | 1,753.06            |           |
|         | (c) Unallocated  | 9,241.01         | 8,616.25         | 6,507.88         | 9,241.01          | 6,507.88         | 7,206.39            |           |
|         | <b>Total Capital Employed in the Company</b>                         | <b>16,265.86</b> | <b>15,564.89</b> | <b>13,708.41</b> | <b>16,265.86</b>  | <b>13,708.41</b> | <b>13,787.57</b>    |           |

### Notes :-

- The above unaudited results were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 7th February, 2013.
- The result for the quarter and nine months ended have been reviewed by the Statutory Auditors of the Company.
- Segment Revenue, Result and Capital Employed figures include the respective amounts identifiable to each of the segments. Other allocable expenditure mainly includes expenses incurred on common services.
- The Company has issued Bonus shares to existing shareholders in the ratio of 1:1, as per the approval of the shareholders in Extra-Ordinary General Meeting held on 3rd July, 2012. Accordingly, Earnings Per Share has been restated for all periods reported.
- Previous period figures have been regrouped / rearranged wherever necessary to make them comparable with those of the current period.

Place : Mumbai  
Dated : 07.02.2013

For Hercules Hoists Limited

(Shekhar Bajaj)  
Chairman