

**HATSUN AGRO PRODUCT LIMITED**

Regd. Office: 5A, Vijayaraghava Road, T.Nagar, Chennai 600 017.

**AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2011**

(Rupees in lakhs except EPS and shareholding data)

S.No.	Particulars	Audited	
		Year ended March 31, 2011	Year ended March 31, 2010
1	Net Sales/Income from Operations	135,572.22	114,060.31
2	Expenditure		
	a. ( Increase ) / decrease in stock-in-trade and work in progress	193.28	(1,664.31)
	b. Consumption of materials	99,769.43	87,757.76
	c. Purchase - traded goods	1,711.68	761.35
	d. Employees cost	4,590.21	3,729.65
	e. Depreciation	3,706.02	2,681.17
	f. Other expenditure	19,896.03	17,151.09
	<b>g.Total ( a to f )</b>	<b>129,866.65</b>	<b>110,416.71</b>
3	Profit from Operations before Other Income, Interest & Exceptional Items	<b>5,705.57</b>	<b>3,643.60</b>
4	Other income	157.96	292.98
5	Profit before Interest & Exceptional Items	<b>5,863.53</b>	<b>3,936.58</b>
6	Interest	3,547.23	2,783.02
7	<b>Profit from ordinary activities before tax (5) - (6)</b>	<b>2,316.30</b>	<b>1,153.56</b>
8	Tax (expense)/credit	(441.75)	(884.63)
9	<b>Net profit from ordinary activities after tax (7)- (8)</b>	<b>1,874.55</b>	<b>268.93</b>
10	Paid-up equity share capital (Face Value of Rs. 2/- per share)	718.27	679.21
11	Reserves excluding revaluation reserves	8,561.20	4,672.50
12	Basic and diluted earnings per share (Rs.)		
	Earnings per share-Basic	5.42	0.74
	Earnings per share-Diluted	5.35	0.74
	(Face value of equity share - Rs. 2/-)		
13	Public shareholding		
	- Number of equity shares (Face Value of Rs.2/- per share)	11,086,439	9,133,323
	- Percentage of equity shareholding	30.88%	26.91%
	Promoters and Promoter Group Shareholding		
	a.Pledged / Encumbered		
	Number of shares	15,295,000	16,875,000
	Percentage of shares (as a % of the total shareholding of the Promoter and Promoter group)	61.65%	68.01%
	(as a % of the total share capital of the Company)	42.61%	49.71%
	b.Non - encumbered		
	Number of shares	9,515,777	7,935,767
	Percentage of shares (as a % of the total shareholding of the Promoter and Promoter group)	38.35%	31.99%
	(as a % of the total share capital of the Company)	26.51%	23.38%

*M. Chandrasekar*



**Segment wise Revenue, Results and Capital Employed**

S.No.	Particulars	Audited	
		Year ended March 31, 2011	Year ended March 31, 2010
<b>1</b>	<b>Segment Revenue</b>		
	a. Milk & milk products	131,668.49	110,570.61
	b. Others	3,903.73	3,489.70
	<b>Sales from operations</b>	<b>135,572.22</b>	<b>114,060.31</b>
<b>2</b>	<b>Segment results (Profit before tax and interest)</b>		
	a. Milk & milk products	7,600.34	4,511.03
	b. Others	406.55	819.04
	<b>Total</b>	<b>8,006.89</b>	<b>5,330.07</b>
	Less: Interest (net)	3,532.46	2,744.55
	Unallocable expenditure (net of unallocable income)	2,158.13	1,431.96
	<b>Total profit before tax</b>	<b>2,316.30</b>	<b>1,153.56</b>
<b>3</b>	<b>Capital employed</b>		
	a. Milk & milk products	40,228.39	35,794.82
	b. Others	375.96	463.90
	c. Unallocable	(31,324.88)	(30,907.01)
	<b>Total</b>	<b>9,279.47</b>	<b>5,351.71</b>

**Statement of Assets and Liabilities for the year ended March 31, 2011**

S. No.	Particulars	Audited	
		Year ended March 31, 2011	Year ended March 31, 2010
	<b>SOURCE OF FUNDS</b>		
<b>1</b>	<b>SHAREHOLDERS' FUNDS</b>		
	(a) Capital	718.27	679.21
	(b) Reserves and Surplus	8,561.20	4,672.50
<b>2</b>	<b>LOAN FUNDS</b>	29,556.25	31,373.85
<b>3</b>	<b>DEFERRED INCOME (NET)</b>	70.05	74.45
<b>4</b>	<b>DEFERRED TAX LIABILITY (NET)</b>	2,374.74	1,970.39
	<b>TOTAL</b>	<b>41,280.51</b>	<b>38,770.40</b>
	<b>APPLICATION OF FUNDS</b>		
<b>5</b>	<b>FIXED ASSETS (INCLUDING INTANGIBLES)</b>	34,867.73	32,213.40
<b>6</b>	<b>CAPITAL WORK-IN-PROGRESS (INCLUDING CAPITAL ADVANCES)</b>	1,442.49	3,305.67
<b>7</b>	<b>CURRENT ASSETS, LOANS AND ADVANCES</b>		
	(a) Inventories	6,431.59	5,706.16
	(b) Sundry Debtors	967.01	1,365.95
	(c) Cash and Bank balances	1,002.21	1,398.22
	(d) Other current assets	119.75	141.80
	(e) Loans and Advances	3,751.70	2,476.19
<b>8</b>	<b>LESS: CURRENT LIABILITIES AND PROVISIONS</b>		
	(a) Liabilities	(7,156.51)	(7,630.30)
	(b) Provisions	(145.46)	(206.69)
<b>9</b>	<b>MISCELLANEOUS EXPENDITURE (NOT WRITTEN OFF OR ADJUSTED)</b>	-	-
	<b>TOTAL</b>	<b>41,280.51</b>	<b>38,770.40</b>

*Ng. Chandrasekhar*



**Notes:**

- 1 The above audited financial results were reviewed by the audit committee and approved by the Board of Directors at their meeting held on May 25, 2011.
- 2 The auditors of the Company in the report for the year ended March 31, 2011 have qualified for certain income tax related matters which are under dispute. Management's estimate of the financial impact thereof is approximately Rs 150 lakhs. Based on legal advice, Management believes that no incremental provision is required for such income tax related matters.
- 3 The Company's operations predominantly relate to "milk and milk products". All other activities have been classified under "others" for segment reporting. Others include rural retail operations. The Company has decided to stop its rural retail operations from March 28, 2011. The closure of the rural retail operations does not have any significant impact on the operations of the Company.
- 4 During the year, the Company has converted 6% unsecured compulsorily convertible debentures ("UCCD") amounting to Rs. 2,500 lakhs into equity shares. The Company has allotted 1,953,126 shares against such unsecured compulsorily convertible debentures ("UCCD").
- 5 Previous year's figures have been reclassified/regrouped wherever necessary to conform to current year's presentation.
- 6 Status of investor grievances for the quarter ended March 31, 2011:  
No of Complaints pending as at January 1, 2011 - Nil; Received during the quarter - 4; Disposed during the quarter 4;  
Lying unresolved as at March 31, 2011 - Nil.

For and on behalf of the Board of Directors



*R.G. Chandramogan*

R.G.Chandramogan  
Managing Director

**Place : Chennai**

**Date : May 25, 2011**