



Quality Par Excellence



CHAIRMAN'S SPEECH

Dear Shareholders,

I am glad to welcome you to the 28th Annual General Meeting of your Company.

The Directors' and Auditors' report along with the Audited Financial Statements of your Company for the year ended 31st March, 2012 are already in your hands and with your permission, I shall take the same as read.

Firstly, I would like to review the operations of your Company during the financial year 2011-12. Your Company has achieved total revenue of Rs.865 crores as against Rs.692 crores recorded in the last year which reflected a growth of 25%. The net profit grew to Rs.39 crores as compared to Rs.26 crores in last year that resulted a growth of 50%. We sold 9.25 Crore pairs of footwear as compared to 8.65 crore pairs in the last year. This year your Company has increased manufacturing capacity from 352000 pairs per day to 377000 pairs per day.

Today, your Company is standing firm to serve the footwear needs of 1.2 billion people of our country with 7 manufacturing plants, a portfolio of 10 brands, a family of 8000 plus employees and an extended family of over 50000 distributors and retailers across the length and breadth of India. Your Company's products are strategically positioned as 'Value for money' products across all the target market segments of this large potential market.

During the year under review, we added 25 new stores to take our number of own Exclusive Outlets to 149. With plans to add another 25 Stores in FY 13, the expansion of our own Exclusive Retail Network is going to continue in same pace.

I am pleased to inform you that the Board has recommended dividend of 30% for the financial year 2011-12.

Current fiscal year is challenging for your Company in view of present global economic environment and downtrend in Indian GDP growth. Despite this, your Company is confident of achieving Rs. 1000 Crore turnover in current financial year.

I would like to take this opportunity to express my gratitude to the Board of Directors, bankers, suppliers, customers, employees, distributors, shareholders and various government departments for their continued support & the confidence reposed on us.

Thank you

Ramesh Kumar Dua
Chairman

Hawaii

FLITE
FASHIONABLE & LITE

SPARX
GO FOR IT

SCHOOLMATE
A STEP AHEAD