



# KWALITY LIMITED

(Formerly Known as Kwaliti Dairy (India) Limited)

**KDIL HOUSE: F-82, Shivaji Place, Rajouri Garden, New Delhi-110027**  
**Board: +91 11 47006500 (100 Lines) Fax: +91 11 25191800**  
**E-mail: info@kdil.in Website: www.kdil.in**  
**CIN : L74899DL1992PLC255519**

Date: February 17, 2015

<b>Bombay Stock Exchange Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001  <u>Fax No. 022-22721919</u>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, Plot No. C/1, G Block, Bandra- Kurla Complex Bandra (E), Mumbai – 400051  <u>Fax No. 022-26598120</u>
<b>Ref.: Kwaliti Limited</b> <b>(KWALITYLTD/INE775B01025)</b>	<b>Ref.: Kwaliti Limited</b> <b>(KWALITYLTD/INE775B01025)</b>

**Subject: Intimation of press release of Kwaliti Limited**

Dear Sir/Madam,

Please find enclosed media release of the Company in India Infoline.

Kindly take the above information on your record.

Thanking you,

For Kwaliti Limited

**Deepa Kapoor**  
**Company Secretary & Compliance Officer**





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## Media Release of Kwaliti Ltd

**Kwaliti Limited** is India's premier dairy product company. The product range includes milk (bulk pouched and tetra pack), pure ghee, pure cow ghee, Livlite-85% less cholesterol ghee, curd, skimmed milk powder, wake up creamer, chaach, lassi and other dairy products under its umbrella brand 'Dairy Best'. With six milk processing units in Uttar Pradesh, Haryana and Rajasthan and pan-Indian distribution network, the company caters to retail customers under its own brand 'Dairy Best' and supplies dairy products to institutional customers which includes leading MNCs & Indian companies. In Dun & Bradstreet Corporate Award 2014, Kwaliti Limited was selected as top Indian Company under sector "Food & Agro Processing" in May 2014.

### **Brief us about your Financials?**

We have reported Net Sales of Rs 1286.11 crores up by 12.7% for Q3FY15 as against Rs 1141.07 crores in the corresponding quarter of last year; Net Profit during the same period stood at Rs 36.12 crores up by 12.4% as against Rs 32.13 crores for the quarter ended 31st December 2013.

The EBIDTA is up by 22% as against Rs 69.70 crores in the corresponding quarter of last year. EPS (Basic) for the quarter was Rs 1.78 (Re 1 face value share) as against Rs 1.58 in the same period of last fiscal.

For Nine Months ended December 31, 2014, the company reported Net Sales of Rs 3909.21 crores up by 20% as against Rs 3256.37 crores in the corresponding nine months period of last year; Net Profit during the same period stood at Rs 106.79 crores up by 18% as against Rs 90.32 crores for corresponding nine months period of last year.

The EBIDTA is up by 24% as against Rs 194.76 crores in the corresponding period of last year

### **What is your focus area going forward?**

We will be focusing on launching various new products catering to the increasing health needs of the Indian Consumers. Launch of variants of flavoured milk for retail consumers, variants of cheese, drinking yogurt, butter in tubs, cream in tetra packs etc.

### **What is your revenue mix?**

About 58% of our revenue comes from liquid milk and remaining 42% of our revenue comes from SMP, butter, curd and another dairy products.





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## Media Release of Kwaliti Ltd

### **What is your current debt?**

Our current debt stands at Rs1160 crores approx

### **Your growth target for the current fiscal?**

We are growing at CAGR of 20% and in current nine months also our top line has grown by around 20% over the corresponding period of last year.

### **Comment on your Capex plans? Are you expanding its milk procurement and processing capacity?**

Capex plan includes setting up of MCC/strengthening farmer milk procurement process, expanding of capacity in existing units for existing and new products, setting up of new units by way of new investment / merger of existing units/ buyout.

