

Market data

| Current price* | Rs 34.2 (BSE) | | | |
|----------------|---------------|--|--|--|
| Market cap * | Rs 107.2 m | | | |
| Face value | Rs 10 | | | |
| BSE Code | 530853 | | | |
| No. of shares | 3.1 m | | | |
| Free float | 27.3% | | | |
| 52 week H/L* | Rs 44.7/25.5 | | | |

^{*}as on 25th Mar 14

Rs 100 invested is now worth



Shareholding (Dec-2013)

| Category | (%) |
|-----------|-------|
| Promoters | 72.7 |
| FIIs | 0.0 |
| DIIs | 0.0 |
| Others | 27.3 |
| Total | 100.0 |

Report prepared by

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Hipolin Limited.

Quarter results overview

Result performance review

- Hipolin's net sales declined by 11.4% on a year on year (YoY) basis during the December 2013 quarter. Its expenses declined by 9.8% during the same period.
- As a result, the company's operating loss increased to Rs 2.3 m during the quarter as compared to a loss of Rs 1.2 m during the same quarter of the previous year.
- Its other income increased to Rs 3.3 m as compared to Rs 1.1 m last year.
- Depreciation and interest charges declined by 12.5% YoY and 26.7% YoY respectively for the December 2013 quarter.
- The company pared some of its losses on account of non operating income. Its net loss stood Rs 0.9 m during the quarter ended December 2013 as compared to a loss of Rs 2.4 m during the same quarter of the previous year.

Quarter result comparison snapshot

| Rs m | Dec-12 | Sep -13 | Dec-13 | QoQ ch | YoY ch |
|-------------------------|--------|---------|--------|--------|--------|
| Net Sales | 80.5 | 67.6 | 71.3 | 5.5% | -11.4% |
| Other income | 1.1 | -1.1 | 3.3 | NA | 200.0% |
| Total Income | 81.6 | 66.4 | 74.6 | 12.3% | -8.6% |
| Expenses | 81.7 | 64.7 | 73.7 | 13.9% | -9.8% |
| Operating profit | -1.2 | 2.9 | -2.3 | NA | NA |
| Depreciation | 0.8 | 0.7 | 0.7 | 0.0% | -12.5% |
| Interest | 1.5 | 1.3 | 1.1 | -15.4% | -26.7% |
| Profit before tax | -2.4 | -0.3 | -0.9 | NA | NA |
| Tax | 0.0 | 0.0 | 0.0 | | |
| Profit after tax | -2.4 | -0.3 | -0.9 | NA | NA |
| Operating profit margin | -1.5% | 4.2% | -3.3% | | |
| Effective tax rate | 0.0% | 0.0% | 0.0% | | |
| Net profit margin | -3.0% | -0.4% | -1.3% | | |
| Diluted EPS | -0.8 | -0.1 | -0.3 | | |

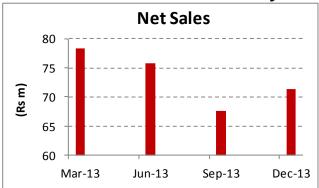
Note: Quarter results exclude extraordinary / exceptional items | Wherever the results are consolidated we have taken consolidated numbers else standalone. NA = Not applicable

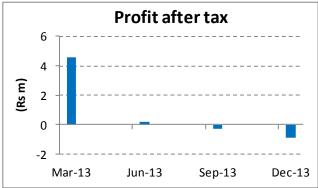
Current valuation

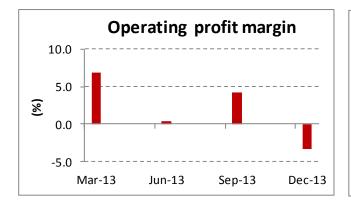
At the current price of Rs 34.2, the company's stock trades at 28.5 times its trailing twelve month earnings.

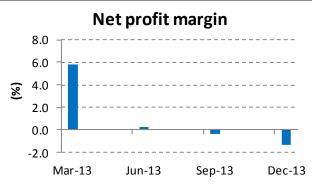


Quarterly financial trend charts









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