

**KS Oils Limited**

Jiwajiganj, Morena - 476001 (MP) India.

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Press Release

# K S Oils registers volume growth and profits through its sustainable FMCG brands in the mustard and soybean edible oil segment

The Company's FY 10 sales cross Rs. 4,000 crore.

Annual highlights:

- Net sales increase by 28 per cent to Rs. 4,027 crore
- Net profit increases by 12 per cent to Rs. 190 crore
- EPS at Rs. 4.90

Quarter highlights:

- Net sales increase by 20 per cent to Rs. 1,062 crore
- Net profit decreases by 21 percent to Rs. 37 crore
- EPS at Rs. 0.93

**New Delhi, May 31, 2010:** K S Oils Limited, one of India's leading FMCG-led edible oil companies and a leader in branded mustard oils, registered volume growth and profits on the back of a strong consumer demand for its brands in the edible oil segment in the financial year 2009-10. The company surpassed the Rs. 4,000 crore sales mark with a turnover of Rs. 4,027 crore, increasing 28 per cent from Rs. 3,147 crore reported in the previous year.

The company's net profit grew 12 per cent to Rs 190 crore as compared to Rs 170 crore recorded in the same period in the previous year.

The company reported an EPS of Rs. 4.90 for the year ended March 31st, 2010 as compared to Rs. 4.94 in the previous year.

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K S Oils achieved its sales and profitability target during the year with its strategy of increasing sales by penetrating into newer Indian markets such as Tier II and Tier III cities along with strengthening and launching brands in its current markets. Its two flagship brands Kalash and Double Sher, have performed exceptionally well among the consuming class even as the company forayed into the branded soybean oil segment for the first time during the year.

Sales for the fourth quarter ended March 31, 2010 increased by 20 per cent and stood at Rs. 1,062 crore, as compared to Rs. 887 crore, during the same period in the previous financial year. Net profit for the quarter ended March 31st, 2010 stood at Rs. 37.84 crore, a decrease of 21 per cent from Rs. 48 crore during the corresponding quarter of the previous financial year. The company reported an EPS of Rs. 0.93 for the quarter as compared to Rs. 1.35 in the corresponding quarter.

Announcing the results, Mr. Sanjay Agarwal, Managing Director, K S Oils said, "The Company's growth and thrust on expansion and consolidation are reflected in our results. During the year, we saw a strong consumer demand for branded edible oil, and we, as leaders in the mustard segment, benefitted the most. Our foray into the branded soybean oil segment has been well received. Today, we are able to serve the consumer with the entire offering of edible oil - mustard, soybean and palm refined oil under our own brands. Going forward, our focus will be on building profitable brands across edible oil segment and reaching out to untapped consumers in Tier II and Tier III cities."

### **International:**

#### **• IHQ at Singapore**

The Company commenced its trading operations in Singapore during the year and has a risk management team and raw material procuring team in place. The two are working in tandem to create buying efficiencies to deliver value to the Indian company.

#### **• Plantations in Indonesia and Malaysia**

The plantation work in Indonesia and Malaysia is progressing as per schedule. The local subsidiary has already planted 600 hectares as of March 31st, 2010 and will plant a total of 5,000 hectares of the targeted 38,000 hectares by March 31st, 2011. Currently 400 employees are directly employed in the company's international operations.

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**About K S Oil Limited ([www.ksoils.com](http://www.ksoils.com)):** K S Oils Limited is a leading Fast Moving Consumer Goods edible oil player from India with its premium brand Kalash. It has product offerings across all edible oils - mustard, soybean and palm (refined) oil. With an FMCG-led brand focus, the company's promise is to deliver purity, nutrition and health to millions of Indian consumers. Additionally, over the past two decades, the company has built significant market share across product categories. A professionally managed company, with operations across four countries in South Asia - India, Singapore, Indonesia and Malaysia, K S Oils is creating value across the entire edible oil food supply chain. Its international operations driven through its wholly owned subsidiary, K S Natural Resources Pte., Singapore [www.ksnr.com.sg](http://www.ksnr.com.sg). The company has three leading Private Equity players, CVC International, Barings Private Equity and The New Silk Route Partners (NSR) owning significant stake in the company and partnering in its growth. The company follows a sustainable environment-friendly business practice which ensures a better and healthier tomorrow for its consumers and other stakeholders.

