



lean manufacturing & simplified processes  
controlled production cost  
precise quality control  
careful strategies  
conservation of natural resources  
community development

doing more  
with less



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### Turnover

increased by 44.82%  
to Rs. 4311.17 crores

### Exports

increased by 47.84%  
to Rs. 1558.99 crores

### EBITDA

increased by 54.69%  
to Rs. 1272.48 crores

### Profit After Tax

increased by 31.31%  
to Rs. 247.34 crores

### Dividend

at Rs. 0.25 per share

### Total Assets

at Rs.12176.85 crores

### Total Networth

at Rs.2716.19 crores

### Book Value

at Rs.34.48

EPS at Rs.4.57

CEPS at Rs.9.04

## PROFILE

Alok Industries Limited is one of India's largest vertically integrated textile companies. Alok is headquartered in Mumbai, with its manufacturing units in Navi Mumbai, Vapi and Silvassa. The Company is an 'end-to-end' provider of Integrated Textile Solutions, with five core divisions: Cotton Yarn, Apparel Fabric, Home Textiles, Garments and Polyester Yarn.

The following chart aptly brings out Alok's presence across the textile value chain.

### *Integrated Textile Solutions™*



With over two decades of experience, Alok is today a vendor of choice for quality textile products at internationally competitive prices and dependable delivery schedules. The Company has constantly adopted new technologies and widened its product range. Carefully planned expansion programme has made Alok a leading player in each of the product segments in which it operates.

Alok's large and varied customer base comprises of domestic and overseas retailers, garment exporters in India and converter countries who are vendors to major international labels, some of the world's largest retailers as also some of India's largest manufacturers of apparel and home textiles.

The Company exports about 35% of its products to over 70 countries, with major markets being US, Europe, Latin America, Asia and Africa.



# Vision Statement

To be the world's best integrated textile solutions enterprise with leadership position across products and markets, exceeding customer and stakeholder expectation

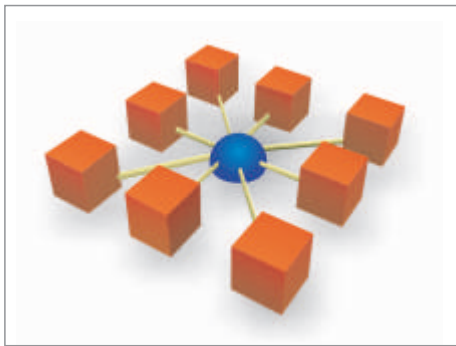
# Our Mission

We will:

- ✦ Be a knowledge leader and an innovator in our businesses
- ✦ Maximise people development initiatives
- ✦ Optimise use of all resources
- ✦ Become a process driven organisation
- ✦ Exceed compliances and global quality standards
- ✦ Actively explore potential markets and products
- ✦ Offer innovative, customised and value added services to our customers
- ✦ Be an ethical, transparent and responsible global organisation



# doing more with less



How different would Our Worlds be if we could all get 'More'... by putting in 'Less'?

It would mean Increased Profitability, Higher Sustainability,  
Cleaner and Greener Environment, Great Satisfaction, Faster Growth and Happier & Healthier Lives.

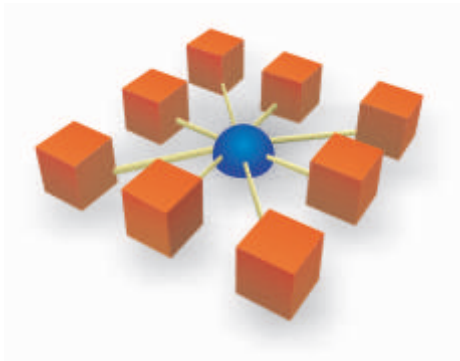


Doing more with less elaborately represents a 360 degree growth of a company achieved by stringent and appropriate strategy and practices.

It is about “focusing on the important things which are 20% of actions to produce 80% of results.

Thus the idea is not to “do more”, but to “accomplish more” with less, which is what ALOK INDUSTRIES LIMITED strives to achieve.





# RAPID GROWTH

## IN PRODUCTIVITY

with lean manufacturing  
& simplified processes

The key to success is to ensure that all existing resources perform to their maximum capability to attain maximum output.

Alok has readily adopted new and innovative technology, which has led to greater productivity with considerably reduced turn - around time.

Our team has ensured that the existing machinery perform better through advanced technical training to people and usage of quality products.

A combination of state-of-the-art high capacity production machinery, production control, IT enabled operations, waste management and stringent quality control has ensured augmentation of quantity and quality of production.

Increased output along with superior quality has ensured that Alok remains a preferred supplier for all its partners across businesses.









## HIGHER REVENUES

with controlled production cost

The measure of a successful business is its ability to augment and create maximum economic value.

Alok, having developed the ability to counter challenges, worked towards creating multi level strategies to combat and mitigate the effects on the company.

Alok grasped the opportunity in these market conditions and used it to its advantage.

From production to procurement and order to cash, every aspect of the business achieved more than that was expected through meticulous financial planning and guided implementation.

As a result of careful strategising and excellent implementation, Alok is now poised to sustain this growth and take it significantly higher.

