

ION EXCHANGE

THE POWER BEHIND WATER (INDIA) LTD

Total Environment Solutions

Regd. Office : Ion House, Dr. E. Moses Road, Mahalaxmi, Mumbai-400 011

Visit us at www.ionindia.com

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2011

(Rs. in lacs)

| PARTICULARS | UNAUDITED | | | | | Year Ended 31.03.2011 (AUDITED) |
|---|---------------|------------|------------|-------------------|------------|---------------------------------------|
| | QUARTER ENDED | | | NINE MONTHS ENDED | | |
| | 31.12.2011 | 30.09.2011 | 31.12.2010 | 31.12.2011 | 31.12.2010 | |
| 1. a) Sales / Income from Operations | 15,975 | 16,458 | 13,709 | 46,172 | 40,271 | 59,051 |
| Less : Excise Duty | 547 | 499 | 552 | 1,512 | 1,451 | 1,982 |
| Net Sales / Income from Operations | 15,428 | 15,959 | 13,157 | 44,660 | 38,820 | 57,069 |
| b) Other Operating Income | 53 | 30 | 19 | 104 | 51 | 232 |
| | 15,481 | 15,989 | 13,176 | 44,764 | 38,871 | 57,301 |
| 2. Expenditure | | | | | | |
| a) (Increase)/Decrease in Stock-in-Trade and Work-in-Progress | 74 | (263) | 256 | (500) | 177 | 232 |
| b) Consumption of Raw Materials | 10,198 | 10,897 | 8,395 | 29,827 | 25,416 | 38,556 |
| c) Purchase of Traded Goods | 582 | 776 | 486 | 2,047 | 1,540 | 2,494 |
| d) Employees Cost | 1,589 | 1,604 | 1,394 | 4,740 | 4,085 | 5,324 |
| e) Travelling Expenses | 475 | 456 | 440 | 1,301 | 1,225 | 1,656 |
| f) Depreciation | 178 | 160 | 158 | 492 | 473 | 600 |
| g) Other Expenditure | 1,877 | 1,820 | 1,696 | 5,291 | 4,741 | 6,595 |
| Total | 14,973 | 15,450 | 12,825 | 43,198 | 37,657 | 55,457 |
| 3. Profit from Operations before Other Income and Interest (1-2) | 508 | 539 | 351 | 1,566 | 1,214 | 1,844 |
| 4. Other Income | 116 | 112 | 126 | 334 | 583 | 692 |
| 5. Profit before Interest (3+4) | 624 | 651 | 477 | 1,900 | 1,797 | 2,536 |
| 6. Interest | 188 | 194 | 108 | 527 | 457 | 596 |
| 7. Profit Before Taxation (5-6) | 436 | 457 | 369 | 1,373 | 1,340 | 1,940 |
| 8. Provision for Taxation (Includes Deferred Tax) | 131 | 141 | 122 | 427 | 442 | 727 |
| 9. Net Profit after Taxation (7-8) | 305 | 316 | 247 | 946 | 898 | 1,213 |
| 10. Paid up Equity Share Capital [Face Value - Rs.10 per share] | 1,354 | 1,352 | 1,340 | 1,354 | 1,340 | 1,343 |
| 11. Reserves excluding Revaluation Reserves | | | | | | 13,381 |
| 12. Basic and diluted EPS for the period and for the previous year | | | | | | |
| - Basic EPS (Rs.) | 2.25 | 2.34 | 1.83 | 7.00 | 6.78 | 9.13 |
| - Diluted EPS (Rs.) | 2.22 | 2.28 | 1.72 | 6.83 | 6.35 | 8.69 |
| 13. Public Shareholding | | | | | | |
| - Number of Shares | 8,018,768 | 8,006,768 | 7,882,518 | 8,018,768 | 7,882,518 | 7,908,518 |
| - Percentage of Shareholding | 59.24% | 59.20% | 58.83% | 59.24% | 58.83% | 58.90% |
| 14. Promoters and Promoter Group Shareholding | | | | | | |
| (a) Pledged / Encumbered | | | | | | |
| - Number of Shares | - | - | - | - | - | - |
| - Percentage of share (as % of the total shareholding of promoter and promoter group) | - | - | - | - | - | - |
| - Percentage of share (as % of the total share capital of the company) | - | - | - | - | - | - |
| (b) Non-encumbered | | | | | | |
| - Number of Shares | 5,517,393 | 5,517,393 | 5,517,393 | 5,517,393 | 5,517,393 | 5,517,393 |
| - Percentage of share (as % of the total shareholding of promoter and promoter group) | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| - Percentage of share (as % of the total share capital of the company) | 40.76% | 40.80% | 41.17% | 40.76% | 41.17% | 41.10% |

QUARTERLY AND NINE MONTHLY REPORTING OF SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED UNDER CLAUSE 41 OF THE LISTING AGREEMENT

(Rs. in lacs)

| PARTICULARS | UNAUDITED | | | | | Year Ended 31.03.2011 (AUDITED) |
|---|---------------|------------|------------|-------------------|------------|---------------------------------------|
| | QUARTER ENDED | | | NINE MONTHS ENDED | | |
| | 31.12.2011 | 30.09.2011 | 31.12.2010 | 31.12.2011 | 31.12.2010 | |
| 1. Segment Revenue | | | | | | |
| a) Engineering | 9,223 | 10,019 | 7,720 | 26,895 | 23,643 | 36,195 |
| b) Chemicals | 4,552 | 4,362 | 4,027 | 12,973 | 10,858 | 15,091 |
| c) Consumer Products | 2,441 | 2,495 | 2,128 | 7,161 | 6,121 | 8,176 |
| d) Unallocated | 61 | 48 | 66 | 156 | 168 | 315 |
| Total | 16,277 | 16,924 | 13,941 | 47,185 | 40,790 | 59,777 |
| Less : Inter segment revenue | 849 | 965 | 784 | 2,525 | 1,970 | 2,708 |
| Net Sales / Income from Operations | 15,428 | 15,959 | 13,157 | 44,660 | 38,820 | 57,069 |
| 2. Segment Results [Profit(+)/ Loss (-) before tax and interest from segment] | | | | | | |
| a) Engineering | 270 | 510 | 138 | 1,057 | 394 | 544 |
| b) Chemicals | 408 | 364 | 395 | 1,182 | 1,287 | 1,778 |
| c) Consumer Products | (12) | (108) | 4 | (89) | 112 | 62 |
| Total | 666 | 766 | 537 | 2,150 | 1,793 | 2,384 |
| Less: i) Interest Expenses | 188 | 194 | 108 | 527 | 457 | 596 |
| ii) Other unallocable expenditure net of unallocable income | 89 | 148 | 93 | 364 | 96 | 1 |
| Add: Interest Income | 47 | 33 | 33 | 114 | 100 | 153 |
| Total Profit (+) / Loss (-) Before Taxation | 436 | 457 | 369 | 1,373 | 1,340 | 1,940 |
| 3. Capital Employed (Segment Assets - Segment Liabilities) | | | | | | |
| a) Engineering | 6,507 | 7,044 | 5,647 | 6,507 | 5,647 | 4,914 |
| b) Chemicals | 6,238 | 6,520 | 4,926 | 6,238 | 4,926 | 5,114 |
| c) Consumer Products | 911 | 1,130 | 1,177 | 911 | 1,177 | 1,205 |
| Total Capital Employed in 'Segments' | 13,656 | 14,694 | 11,750 | 13,656 | 11,750 | 11,233 |
| Add: Unallocable corporate assets less corporate liabilities | 2,076 | 728 | 2,993 | 2,076 | 2,993 | 3,501 |
| Total Capital Employed in Company | 15,732 | 15,422 | 14,743 | 15,732 | 14,743 | 14,734 |

Notes:

- 1) Segments have been identified in line with the Accounting Standard on Segment Reporting (AS-17), taking into account the Organisation structure as well as the differential risks and returns of these segments.
- 2) Figures for the previous period / year have been regrouped / rearranged wherever necessary.

For Ion Exchange (India) Limited

Place : Mumbai
Date : January 25, 2012

Rajesh Sharma
Chairman and Managing Director

Notes:

- 1) The above results for the quarter ended December 31, 2011 have been subjected to "Limited Review" by the Statutory Auditors of the Company as required under clause 41 of the Listing Agreement.
- 2) The above results were reviewed by the Audit Committee at a meeting held on January 25, 2012 and were approved at the meeting of the Board of Directors held on January 25, 2012.
- 3) The Board of Directors of the Company at their meeting held on February 22, 2011, had, subject to the approval of the shareholders, accorded their approval for the proposal to transfer its Project Division (covering domestic turnkey projects) as a going concern under a "Slump Sale" basis to Ion Exchange Projects and Engineering Limited, a wholly owned subsidiary company being incorporated. Subsequent to the above, on April 11, 2011, the Company has received approval of the shareholders for the transfer of the Project Division (covering domestic turnkey projects) by way of postal ballot. The Company is in the process of completing all the necessary formalities for the above mentioned transfer. The Project Division is being reported as a part of Engineering segment under Segment disclosures.
- 4) During the nine months ended December 31, 2011, 4000 shares have been allotted pursuant to options granted under the Employees' Stock Option Scheme ESOS 2005 and 106,250 shares have been allotted pursuant to options granted under the Employees' Stock Option Scheme ESOS 2008. However no fresh options have been granted during the current period.
- 5) Investors Complaints Status

| | |
|-------------------------|-----|
| As at October 1, 2011 | Nil |
| Complaints Received | 1 |
| Complaints Redressed | Nil |
| As at December 31, 2011 | 1 |
- 6) Figures for the previous period / year have been regrouped / rearranged wherever necessary.



Zero B Intello



Zero B Emerald



Zero B Kitchen Mate

ZERO B
PURE WATER SOLUTIONS

From the house of
Ion Exchange (India) Ltd.