



**Shareholder Information for the
1st Qtr. of Financial Year 2011-12**

Summarized results (Amt. in Rs. Cr.)

Particulars	Q1 2011-12	Q1 2010-11	FY 2010-11
Net Turnover	240.08	168.21	726.34
EBDITA	23.16	20.26	74.74
PBT	17.05	16.10	55.47
As a % to Turnover	7.10%	9.57%	7.64%
PAT	12.34	11.08	42.64
As a % to Turnover	5.14%	6.59%	5.87%

Selling and distribution expenses during the quarter includes an expenditure towards advertising in the Indian Premier League (IPL) TV Campaign and sponsoring of one team in IPL 2011, amounting to Rs.634.18 lakhs (Previous year – Rs. Nil)

Product wise Turnover (Amt. Rs. Cr.)

Productwise Sales	Q1 2011-12	Q1 2010-11	% Growth	FY 10 -11
Stb	58.24	50.59	15.12%	166.82
Pump	35.68	29.62	20.47%	207.81
Insulated Cables	64.68	43.72	47.92%	41.79
L.T Cable	16.26	7.65	112.67%	121.31
WH	14.44	8.66	66.69%	60.04
SWH	5.24	3.14	66.75%	21.52
UPS	8.62	5.65	52.45%	27.20
FAN	20.19	11.33	78.18%	53.32
Digi UPS	15.32	6.85	123.60%	21.61
Others	1.41	0.99	42.16%	4.92
	240.08	168.21	42.72%	726.34

Product wise % to Total Turnover

PRODUCT	Q1 FY 11-12	Q1 FY 10-11	FY 10 -11
Stabilizer	24%	30%	23%
Cable	27%	26%	29%
LT Cables	7%	5%	6%
Pump	15%	18%	17%
WH	6%	5%	8%
SWH	2%	2%	3%
UPS	4%	3%	4%
FAN	8%	7%	7%
DUPS	6%	4%	3%
Others	1%	1%	1%
TOTAL	100%	100%	100%

**Geographical Comparison of Gross Turnover
– Amt. in Rs. Cr.**

Zones	Q1 2011-12	Q1 2010-11	FY 2010-11
South	179.95	129.73	575.37
North	26.55	16.25	56.46
West	21.21	14.47	62.90
East	15.66	10.38	42.87
	243.37	170.83	737.60



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