



# Shareholder Information for the 3<sup>rd</sup> Qtr. of Financial Year 2011-12

# Summarized results

Figures in Rupees Crores

Particulars	Q3 2011-12	Q3 2010-11	Q2 2011-12	Q1 2011-12	FY 2010-11
Net Turnover	256.86	176.79	219.02	240.08	726.34
EBDITA	23.39	16.80	15.45	23.16	74.74
As a % to Turnover	9.11%	9.50%	7.05%	9.65 %	10.29%
PBT	16.41	11.88	8.89	17.05	55.47
As a % to Turnover	6.39%	6.72%	4.05%	7.10 %	7.64%
PAT	12.45	8.55	6.84	12.34	39.70
As a % to Turnover	4.85%	4.84%	3.12%	5.14%	5.47%

# Product wise Turnover – Q3 Vs.Q3

Figures in Rupees Crores

Product Vertical	Q3 2011- 12	Q3 2010-11	% Growth
Wires	76.67	52.20	46.87%
Stab / Digital stabilizer	45.01	35.16	28.01%
Pump	37.75	24.03	57.09%
LT Cable	13.74	11.62	18.28%
Water Heater	34.46	25.67	34.26%
Solar Water Heater	7.81	7.03	11.16%
UPS	10.35	6.72	54.01%
Electric Fan	11.27	9.75	15.62%
Digital UPS, Battery & Trolley	16.43	3.32	394.73%
Others	3.37	1.31	157.07%
<b>Total</b>	<b>256.86</b>	<b>176.81</b>	<b>45.28%</b>

# Product wise Turnover – Q3 Vs.Q2

Figures in Rupees Crores

Product Vertical	Q3 2011- 12	Q2 2011-12	% Growth
Stab / Digital stabilizer	45.01	43.69	3.02%
Pump	37.75	29.12	29.65%
Wires	76.67	65.69	16.70%
L.T Cables	13.74	13.46	2.11%
Water heater	34.46	25.87	33.22%
Solar water heater	7.81	6.64	17.77%
UPS	10.35	12.32	-15.99%
Electric Fan	11.27	9.88	14.15%
Digital UPS, Battery & Trolley	16.43	10.45	57.13%
Others	3.37	1.90	76.89%
Total	256.86	219.02	17.28%

## Product wise % to Total Turnover

PRODUCT	Q3 FY 11-12	Q3 FY 10-11	Q2 FY 2011-12	FY 10 -11
Stabilizer	17.52	19.89	19.95	22.97
Pump	14.70	13.59	13.29	16.70
Wires	29.85	29.52	30.00	28.61
LT Cables	5.35	6.57	6.15	5.75
Water Heaters	13.42	14.52	11.81	8.27
Solar Water Heaters	3.04	3.98	3.03	2.96
UPS	4.03	3.80	5.62	3.75
FAN	4.39	5.51	4.51	7.34
Digital UPS, Battery & Trolley	6.39	1.88	4.77	2.98
Others	1.31	0.74	0.87	0.68
<b>TOTAL</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

# Geographical Comparison of Gross Turnover

Figures in Rupees Crores

Zones	Q3 2011-12	% to Total	Q3 2010-11	% to Total	FY 2010-11	% to Total
<b>South</b>	<b>202.29</b>	<b>77.76</b>	<b>141.37</b>	<b>78.78</b>	<b>575.37</b>	<b>78.00</b>
<b>Rest of India</b>	<b>57.84</b>	<b>22.24</b>	<b>38.12</b>	<b>21.22</b>	<b>162.23</b>	<b>22.00</b>
<b>Total</b>	<b>260.13</b>	<b>100</b>	<b>179.49</b>	<b>100</b>	<b>737.61</b>	<b>100</b>



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