



# **Shareholder Information for the 1<sup>st</sup> Qtr. of Financial Year 2012-13**

# Summarized results

Figures in Rupees Crores

Particulars	Q1 2012-13	Q1 2011-12	Q4 2011-12	FY 2011-12
Net Turnover	329.07	240.08	280.96	993.38
EBDITA	34.80	23.16	33.83	95.89
as a % to Turnover	10.57	9.65	12.04	9.65
PBT	27.56	17.05	26.78	69.17
as a % to Turnover	8.38	7.10	9.65	6.96
PAT	20.65	12.34	19.47	50.80
as a % to Turnover	6.28	5.14	7.02	5.11

# Q1 2012-13 Vs. Q1 2011-12

Figures in Rupees Crores

PARTICULARS	Q1 2012-13	Q1 2011-12	% Change
Net Turnover	329.07	240.08	37.07%
EBIDTA	34.80	23.16	50.26%
PBT	27.56	17.05	61.64%
PAT	20.65	12.34	67.34%

# Q1 Sales –12-13 Vs. 11-12

Figures in Rupees Crores

PRODUCT	Sales in Crores		% Growth
	Q1 2012-13	Q1 – 2011-12	
Stabilizer	80.35	58.24	38
Cable	81.50	64.68	26
LT Cables	18.83	16.26	16
Pump	48.64	35.68	36
WH	19.78	14.44	37
SWH	4.60	5.23	-12
UPS	11.53	8.62	34
FAN	23.19	20.19	15
DUPS	38.40	15.32	151
Others	2.25	1.42	58
<b>TOTAL</b>	<b>329.07</b>	<b>240.08</b>	<b>37</b>

## Product wise % to total turnover

Figures in Rupees Crores

Product Vertical	Q1 -2012- 13	% of total
Stabilizers	80.35	24.4
wires	81.50	24.8
LT Cables	18.83	5.7
Pumps	48.64	14.8
Water heaters	19.78	6
Solar Water Heater	4.60	1.4
UPS	11.53	3.5
Fan	23.19	7
Digital UPS &Battery	38.40	11.7
Others	2.25	0.7
Total	329.07	100

# Geographical Comparison of Gross Turnover

Figures in Rupees Crores

Zones	Q1 12-13	Q1 11-12	Growth Q1 12-13 over Q1 11-12
South Zone	244.28	179.95	36%
Non South Zones	92.58	63.43	46%
Total	334.89	243.38	38%
South %	73%	74%	-
Non south %	27%	26%	-



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