



Shareholder Information for the 4th Qtr. / Financial Year 2011-12

Highlights of performance

Amount in Rupees Crores

Particulars	Q4 11-12	Q4 10-11	% Growth
Sales (Net)	276.46	222.35	24%
PBT	26.84	15.26*	86%
PBT %	9.71%	6.86%	-
PAT	19.17	11.29*	70%
PAT %	6.93%	5.08%	-
Particulars	FY 11-12	FY 10-11	Growth
Sales (Gross)	1006.53	737.47	36%
Sales (Net)	986.56	723.32	37%
PBT	69.17	56.26	25%
PBT %	7.01%	7.78%	-
PAT	50.80	39.70	28%
PAT %	5.15%	5.49%	-

* Excluding exceptional items

Q4 Sales – 11-12 Vs. 10-11

PRODUCT	NET SALES IN CRORES		% GROWTH
	Q4 2011-12	Q4 2010-11	
Stabilizer	53.92	47.04	15%
Cable	74.90	65.59	14%
LT Cable	14.68	14.15	4%
Pump	49.12	43.83	12%
Water Heater	11.48	8.98	28%
Solar Water Heater	6.21	5.91	5%
UPS	10.77	5.89	83%
Fan	22.41	21.00	7%
DUPS	30.47	8.27	268%
Others	2.50	1.68	49%
TOTAL	276.46	222.35	24%

Product wise Sales growth

Amount in Rupees Crores

Product Vertical	2011- 12	2010-11	% Growth
Wires	277.91	206.05	34.88%
Stabilizer	200.65	166.74	20.34%
Pump Single	137.26	113.14	21.32%
Water Heater	86.25	60.03	43.69%
Digi UPS & Battery	72.67	21.61	236.24%
FAN	63.70	53.22	19.68%
L.T Cable	56.96	41.05	38.75%
UPS	42.06	27.20	54.63%
Solar Water Heater	25.65	21.34	20.20%
Pump Three	14.26	8.04	77.28%
Switch Gears	2.37	-	-
Induction Cook top	1.09	-	-
Others	5.72	4.89	17.01%
TOTAL	986.56	723.32	36.39%

Product wise % to total turnover

Amount in Rupees Crores

Product Vertical	FY 11-12	% of Total	FY 10-11	% of Total
Wires	277.91	28%	206.05	28%
Stabilizer	200.65	20%	166.74	23%
Pump Single	137.26	14%	113.14	16%
Water Heater	86.25	9%	60.03	8%
Digi UPS & Battery	72.67	7%	21.61	3%
FAN	63.70	6%	53.22	7%
L.T Cable	56.96	6%	41.05	6%
UPS	42.06	4%	27.20	4%
Solar Water Heater	25.65	3%	21.34	3%
Pump Three	14.26	1%	8.04	1%
Switch Gears	2.37	0%	-	0%
Induction Cooktop	1.09	0%	-	0%
Others	5.72	1%	4.89	1%
TOTAL	986.56	100%	723.32	100%

Geographical Comparison of Gross Turnover

Amount in Rupees Crores

Zones	FY 2011-12	% to Total	FY 2010-11	% to Total
South	791.88	78.67	575.27	78.01
Rest of India	214.65	21.33	162.20	21.99
Total	1006.53	100	737.47	100



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