

**ANALYSIS OF Q210 PERFORMANCE**

The consolidated performance pertaining to AIAEL for Q210 is as under

**1) Consolidated Performance:**

On a consolidated basis, AIAEL achieved net sales of Rs218.30 crores in Q210, compared to Rs. 286.07 crores in Q209.

The other key parameters are as under

(Rs.in Crore)

Particulars	Q210	Q209
Sales	218.30	286.07
EBIDTA	63.27	69.38
%of sales	28.98	24.25
PBT	57.60	63.27
%of sales	26.39	22.12
PAT (AMI)	41.97	44.42
%of sales	19.23	15.53

**2) Consolidated Production / Sales :**

AIAEL achieved a production of 22004 MTs in Q210 and Sales of 23118 MTs in Q210.

**3) Exports:**

On a consolidated basis, sales outside India for Q210 is 130.94 crores compared to 158.58 crores for Q209 constituting 59.98 % and 55.43 % respectively of the total consolidated revenues of the respective periods.



**4) Composition of sales:**

For Q210 the segmental break-up of Sales within India was as under:

Consolidated

(i)	Cement	58.40 %
(ii)	Utilities	30.90%
(iii)	Mining	10.70%