

**ANALYSIS OF Q110 PERFORMANCE**

The consolidated performance pertaining to AIAEL for Q110 is as under

**1) Consolidated Performance:**

On a consolidated basis, AIAEL achieved net sales of Rs226.67 crores in Q110, which represents 13.39% growth over the sales achieved in Q109.

The other key parameters are as under

(Rs.in Crore)

Particulars	Q110	Q109
Sales	226.67	199.90
EBIDTA	65.04	60.87
%of sales	28.69	30.45
PBT	58.30	55.99
%of sales	25.72	28.01
PAT (AMI)	40.63	39.80
%of sales	17.92	19.91

**2) Consolidated Production:**

AIAEL achieved a production of about 22619 MTs in Q110 as compared to about 23987 MTs achieved in Q109.

**3) Exports:**

On a consolidated basis, sales outside India for Q110 is 119.13 crores compared to 101.92 crores for Q109 constituting 52.56 % and 50.99 % respectively of the total consolidated revenues of the respective periods. This represents 16.89% growth over the corresponding quarter of the previous year.



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**4) Composition of sales:**

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For Q110 the segmental break-up of Sales within India was as under:

Consolidated

(i)	Cement	56.05 %
(ii)	Utilities	32.80 %
(iii)	Mining	11.15 %