

**ANALYSIS OF Q3 10 PERFORMANCE**

The consolidated performance pertaining to AIAEL for Q310 is as under

**1) Consolidated Performance:**

On a consolidated basis, AIAEL achieved net sales of Rs 254.61 crores in Q310, compared to Rs 272.92 crores in Q309.

The other key parameters are as under

(Rs.in Crore)

Particulars	Q310	Q309
Sales	254.61	272.92
EBIDTA	76.30	72.55
%of sales	29.97	26.58
PBT	70.44	67.67
%of sales	27.67	24.79
PAT (AMI)	49.06	47.02
%of sales	19.27	17.23

**2) Consolidated Production & Sales :**

AIAEL achieved a production of about 28405 MTs in Q310 as compared to about 29280 MTs achieved in Q309. The year to date production as on 31-12-09 was 73028 MTs as compared to 83014 MTs. for the same period last year

AIAEL achieved a sales of about 29513 MTs in Q310 as compared to about 23928 MTs achieved in Q309.

**3) Exports:**

On a consolidated basis, sales outside India for Q310 is 146.75 crores compared to 156.11 crores for Q309 constituting 57.64 % and 57.20 % respectively of the total consolidated revenues of the respective periods.