## Performance for the quarter ended June 30, 2012

## Order inflow grows 21% Revenue up 26% Recurring PAT increases by 19% LOP9F)FE<del>In Arj **JAP**/B9X min F94/B94</del> on the back of a healthy International Sales const

Order inflow at ₹ 19594 crore record the weak investment sentiment and orders came from Infrastructure, Bu Distribution sectors.

Order Book stood at ₹ 153095 crore a

Recurring Profit after Tax (PAT) for increase of 19% over the corresponding market conditions. After considering overall PAT for the quarter stood at ₹

## Engineering & Construction (E&C) Se

The E&C Segment achieved Net Segn ended June 30, 2012 registering a y projects progressed well as schee Hydrocarbon and Minerals & Metals j the sales growth of the segment during

Notwithstanding the subdued econo capital expenditure and expansion d garnered fresh orders of ₹ 17804 cror growth of 24%.

		June 30, 2012	March 31, 2012	June 30, 2011	Year ended March 31, 2012 (Audited)
1	Gross Sales / Revenue from operations	1207833	1864577	957787	5373778
	Less : Excise duty	12298	18487	9576	56726
	Net Sales / Revenue from operations	1195535	1846090	948211	5317052
2	Expenses:				
a)	i) Consumption of raw materials, components, and stores, spares & tools	372005	331373	219614	1176458
	ii) Sub-contracting charges	249050	392066	190690	1064754
	iii) Construction materials consumed	208914	482461	202304	1247779
	iv) Purchases of stock-in-trade	50166	76196	54928	236940
	v) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(51151)	11704	(29368)	(53977)

Segment-wise Revenue, Result and Capital Employed in terms of clause 41 of the listing agreement:

Segment-wise Revenue, Result and Capital Employed in terms of clause	e 41 of the listing	agreement:		<b>`</b> Lakh
				Year ended
	June 30,	March 31,	June 30,	March 31,
	2012	2012	2011	2012
Gross segment revenue				
1 Engineering & Construction	1048976	1670850	809918	4697882
2 Electrical & Electronics	76027	114345	74616	357943
3 Machinery & Industrial Products	57529	81690	69018	285382
4 Others	36302	27488	19898	96302
Total	1218834	1894373	973450	5437509
Less: Inter-segment revenue	11001	29796	15663	63731
Net segment revenue	1207833	1864577	957787	5373778
Segment result (Profit before interest and tax)				
1 Engineering & Construction	98829	226523	80643	539252
2 Electrical & Electronics	4036	15943	6225	36421