

**ELECON ENGINEERING COMPANY LTD**

14<sup>th</sup> February, 2012

**NOTE**

**FOR THE QUARTER**

(Rs. in Crores)

Particulars (TURNOVER)	Q3FY12	Q3FY11	Growth (%)
Material Handling Equipments	153	158	-3%
<b>GEAR</b>	<b>146</b>	<b>142</b>	<b>4%</b>
<b>Total</b>	<b>299</b>	<b>300</b>	<b>-0.11%</b>

(Rs. in Crores)

Particulars	Q3FY12	Q3FY11		Growth (%)	
<b>TURNOVER</b>	<b>299</b>	<b>300</b>		<b>-0.11%</b>	
<b>PBT</b>	<b>24</b>	<b>48*</b>	<b>27**</b>	<b>-50%*</b>	<b>-11%**</b>
<b>PAT</b>	<b>15</b>	<b>37*</b>	<b>16**</b>	<b>-59%*</b>	<b>-6%**</b>

\*Q3FY11 – PBT & PAT includes gain on sale of investments Rs.20.54 crores.

\*\* Q3FY11 – PBT & PAT excluding gain on sale of investments Rs.20.54 crores.

**FOR THE 9 MONTHS**

(Rs. in Crores)

Particulars (TURNOVER)	9MONTHFY12	9MONTHFY11	Growth (%)
Material Handling Equipments	470	457	3%
<b>GEAR</b>	<b>420</b>	<b>367</b>	<b>15%</b>
<b>Total</b>	<b>890</b>	<b>824</b>	<b>8%</b>

(Rs. in Crores)

Particulars	9MONTHFY12	9MONTHFY11		Growth (%)	
<b>TURNOVER</b>	<b>890</b>	<b>824</b>		<b>8%</b>	
<b>PBT</b>	<b>71</b>	<b>87*</b>	<b>67**</b>	<b>-19%*</b>	<b>8%**</b>
<b>PAT</b>	<b>46</b>	<b>64*</b>	<b>43**</b>	<b>-29%*</b>	<b>6%**</b>

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\*9MONTHSFY11 – PBT & PAT includes gain on sale of investments Rs.20.54 crores.

\*\* 9MONTHSFY11 – PBT & PAT excluding gain on sale of investments Rs.20.54 crores.

**ORDER BOOKED DURING THE YEAR**

(Rs in Crores)

Division	FY 12 Up to 31 Jan 2012	As on 31 <sup>st</sup> March 2011	As on 31 <sup>st</sup> March 2010
Material Handling Equipments	591	1085	311
GEAR	439	614	437
<b>TOTAL</b>	<b>1030</b>	<b>1699</b>	<b>748</b>

**UNEXECUTED ORDERS AS ON**

(Rs. in Crores)

Division	As on 31 Jan 2012	As on 31 Jan 2011	As on 31 <sup>st</sup> March 2011	As on 31 <sup>st</sup> March 2010
Material Handling Equipments	1082	1031	1059	674
GEAR	329	337	325	246
<b>Total</b>	<b>1411</b>	<b>1368</b>	<b>1384</b>	<b>920</b>

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**QUARTERWISE ORDERBOOKING**

(Rs. in Crores)

<b>Division</b>	<b>Dec-08</b>	<b>Mar-09</b>	<b>Jun-09</b>	<b>Sep-09</b>	<b>Dec-09</b>	<b>Mar-10</b>	<b>Jun-10</b>	<b>Sep-10</b>	<b>Dec-10</b>	<b>Mar-11</b>	<b>June-11</b>	<b>Sep-11</b>	<b>Dec-11</b>
<b>MHE</b>	195	45	66	75	81	89	414	96	287	288	329	116	126
<b>Gear</b>	106	84	81	117	112	127	185	136	136	157	150	124	106
<b>Total</b>	301	129	147	192	193	216	599	232	423	445	479	240	232

**QUARTERWISE UNEXECUTED ORDERS**

(Rs. in Crores)

<b>Division</b>	<b>Dec-08</b>	<b>Mar-09</b>	<b>Jun-09</b>	<b>Sep-09</b>	<b>Dec-09</b>	<b>Mar-10</b>	<b>Jun-10</b>	<b>Sep-10</b>	<b>Dec-10</b>	<b>Mar-11</b>	<b>June-11</b>	<b>Sep-11</b>	<b>Dec-11</b>
<b>MHE</b>	1570	1388	1269	1177	1105	674	930	843	962	1059	1228	1170	1118
<b>Gear</b>	242	239	223	247	257	246	329	335	325	325	376	345	306
<b>Total</b>	1812	1627	1492	1424	1362	920	1259	1178	1287	1384	1604	1515	1424

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The Company is having live enquiries of more than Rs.5500 Crores as on January 31, 2012.

In the current year i.e. FY12 the company intends to incur Capex to the tune of about Rs. 70 to Rs.80 Crores.

The company expects to grow at around 13% to 15 % over last year's turnover i.e. approximate Rs.1300 -1350 Crores.

**Recent Major Orders**

<b>Customers</b>	<b>Description</b>	<b>Value (Rs. in Crores)</b>
<b>NMDC Ltd.</b>	<b>Downhill conveying system Engineering, Design Manufacturing Procurement, Testing at works/site, Installation, erection, testing, commissioning as per technical specification, For the Kumaraswamy Iron Ore Project, Karnataka State.</b>	<b>176.49</b>
<b>Mundra Port and SEZ Ltd.</b>	<b>For Design and Engineering, and supply of Materils Handling System for Mundra Port &amp; Special Economy Zone Ltd, Mundra</b>	<b>29.82</b>
<b>Lanco Infratech Ltd.</b>	<b>For Design, engineering Manufacture, inspection and Testing at works, Transportation, supervision of erection, testing, commissioning and performance of complete Wagon Tippler packages along with side arm charges, Apron Feeder, dribble conveyor etc. alongwith all Auxiliaries &amp; Accessories for LVPL : 2*660 MW thermal Power Plant at Mandav, District – Wardha Maharashtra.</b>	<b>25.46</b>
<b>Ultra Tech Cement Ltd.</b>	<b>Supply of 5 Nos Coal &amp; Additives Stacker &amp; Reclaimer for unit: Rajashree Cement works – IV, Aditya Nagar, supply of 3 Nos Coal Stacker &amp; Reclaimer for Unit: Rawan Cement Works – II, Raipur, Chhattisgarh.</b>	<b>23.49</b>
<b>BHEL, Bangalore</b>	<b>Supply of CHP Machines , Ballary TPS UNIT-3 of 700 Mw</b>	<b>39.39</b>
<b>ADANI Hazira Port Pvt Ltd. (AHPPL)</b>	<b>Design, Engineering and Supply of Material Handling System (Supply of Pulleys, Idlers &amp; Internal) scrapper.</b>	<b>9.80</b>

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<b>BHEL, Barauni Sept.'11</b>	<b>Design, Engineering, manufacture, supply &amp; Erection &amp; Commissioning of Wagon Tippler, Side arm charger with guide rails, Apron feeder with Dribble Conveyor, Crushers with GERB V I S, Vibrating Screen and Stacker Cum Reclaimer</b>	<b>29.72</b>
<b>UltraTech, Gujarat Sept.'11</b>	<b>Supply of Jetty Conveyor Material</b>	<b>8.90</b>
<b>BHEL-ISG Banglore NMDC Steel Plant at Nagamar Sept'11</b>	<b>Supply Erection &amp; Commissioning of 4 sets wagon tippler with side arm charger and commissioning spares for RHMS pkg. 1 project of M/s. NMDC steel plant at Nagamar, C.G.</b>	<b>28.16</b>
<b>Shri Bajrang Power and Ispat Oct.' 11</b>	<b>Supply of design engineering manufacture and supply of stacker cum reclaimer machines total 2 quantity price per set 7,75,00,000</b>	<b>15.5</b>
<b>Reflecting Blue Technologies Oct.' 11</b>	<b>Six Turbowinds T600-48DS</b>	<b>16.50</b>
<b>Mcnally Bharat Engg Co ltd,- Kolkata-Nov 2011</b>	<b>Supply Of 2 No.S Barrel Type Blender Reclaimers For BHEL NMDC Iron &amp; Steel Plant,Nagmar Project A/C MBE</b>	<b>17.00</b>
<b>Tec Pro-Chennai</b>	<b>Supply of 1 No .Reversible Stacker –cum-Reclaimer With bucket wheel,Hydraulic &amp; VVvf Drives</b>	<b>10.48</b>
<b>The Indure Private Limited-Feb 2012</b>	<b>Transportation &amp; Erection &amp; Commissioning of Reversible Stacker Cum Reclaimer for 2*525 MW Monnet Thermal Power Project, Angul, Orissa.</b>	<b>12.95</b>

**Market Capitalization as on 13 February, 2012 was around 594 Crores.**