

# Performance Review

## 3<sup>rd</sup> Quarter ended 31<sup>st</sup> December 2007

Investors Presentation



Mumbai, 30<sup>th</sup> January 2008

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## Key Highlights

### ● Telecom – Expansion of customer reach on track

- Covered 2,691 new towns through launch of 4,188 new cell sites during the quarter
- Mumbai & Bihar circles to commence operations by June'08 for which spectrum is already received
- Letter of Intent for remaining 9 circles received; awaiting spectrum for rolling out services
- Tower business to be de-merged into a 16:42:42 JV with Vodafone and Bharti Airtel for 16 circles which include all 13 existing circles of Idea except Bihar, Madhya Pradesh and Himachal Pradesh

### ● Financial Services – Expanding distribution reach to regain market share

#### ➤ Life Insurance

- ◆ 6.6% market share YTD (Till Dec'07) up from 5.3% in FY07 in terms of new business premium amongst private players; “Gold Plus” and “Saral Jeevan” have major share in new business
- ◆ Distribution reach scaled up to 339 branches and over 86K direct selling agents

#### ➤ Asset management

- ◆ 5.8% share in domestic AUM after launch of Birla Sunlife International Equity Fund which collected over Rs. 1,300 Cr. in Oct'07
- ◆ Birla Sunlife Special Situations Fund launched in Dec'07 with collection of over Rs. 900 Cr.
- ◆ Total equity AUM increased to Rs. 12,422 Cr. from Rs. 6,536 Cr. in March 2007
- ◆ Strengthened distribution network with over 13K financial advisors and 74 branches up from 32 branches in Mar'07
- ◆ Superior Fund performance – On an average 30% of number of funds are in 1<sup>st</sup> quartile and 35% in 2<sup>nd</sup> quartile

## Key Highlights

### ● **BPO – Scaling delivery capacities**

- In India, one new site (350 Seats) launched while existing seats expanded by 200 seats in Jan'08
- Business impacted by forex fluctuations, under utilisation of capacity and attrition
- Special efforts initiated to improve profitability
  - ◆ *Expected to break-even in second quarter of the next fiscal year*

### ● **Garments – Continued focus on building sizeable presence in apparel retailing**

- 95 stores launched YTD taking retail presence to 4.7 Lacs sq. ft. across 235 stores
- Louis Philippe launched sub-brand “Young” in October 2007
- Delay in opening of malls and high lease rentals affected profitability

### ● **Insulators – Set to tap sector growth through capacity addition**

- Capacity expansion at Rishra by 12,000 MT (in two phases) progressing well
- Equipments ordered for polymer insulators plant

### ● **Linen yarn and fabrics capacity increased by 1,940 spindles (YTD – 5,268 spindles) and 15 looms (YTD – 45 looms) respectively during the quarter**

### ● **Carbon black business, though received environmental clearance for greenfield expansion by 120K MT in Western India, will decide after examining other sites**

### ● **Promoters agreed to put Rs. 4,200 Cr. (approx.) through preferential allotment**

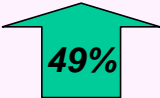

- EOGM on 6<sup>th</sup> Feb'08 to consider issue of 2.05 Crores warrants convertible into equity shares within 18 months at a price determined as per SEBI guidelines

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# Business-wise Performance



# Quarterly Performance – Growth Businesses



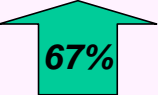
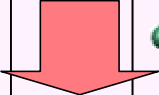
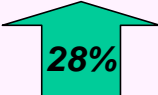

Business	Over Q3FY07		Highlights
	Revenues	PAT	
<b>Telecom</b>	 <b>49%</b>	 <b>108%</b>	<ul style="list-style-type: none"> <li>● <b>Subscribers base at 21.05 Mn with 9.2% Pan India share</b> <ul style="list-style-type: none"> <li>➤ Growing at a pace higher than industry garnering 10.5% all India share in net subscribers additions since Apr'07</li> <li>➤ Market share in 11 operating circles increased from 14.9% in Mar'07 to 15.8% in Dec'07</li> <li>➤ Cell sites increased to 21,511 covering 11,104 towns                             <ul style="list-style-type: none"> <li>◆ 4,188 new cell sites launched in the quarter covering 2,691 new towns</li> </ul> </li> </ul> </li> <li>● <b>Revenues up by 49% at Rs. 1,708.1 Cr.</b></li> <li>● <b>Net Profit up by 108% at Rs. 236.7 Cr.</b> <ul style="list-style-type: none"> <li>➤ Despite rapid network expansion and deferred tax liability (Rs. 25 Cr.)</li> </ul> </li> <li>● <b>Roll out in Mumbai &amp; Bihar circles expected by June 2008</b></li> <li>● <b>Targeting roll out in remaining 9 circles after allocation of spectrum</b></li> </ul>



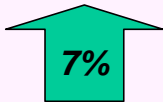
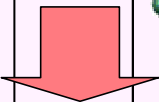
## Quarterly Performance – Growth Businesses

Business	Over Q3FY07		Highlights
	Revenues	PAT	
Life Insurance	 *Premium Income 96%	 308%	<ul style="list-style-type: none"> <li>● <b>Distribution reach expanded to 339 branches &amp; over 86K direct selling agents</b> <ul style="list-style-type: none"> <li>➤ Targeting to launch 250 more branches by year end</li> </ul> </li> <li>● <b>New business premium rose by 163% to Rs. 498 Cr.</b> <ul style="list-style-type: none"> <li>➤ Growth driven by Gold plus launched in June'07 and new OTC product "Saral Jeevan" launched in Oct'07</li> </ul> </li> <li>● <b>Revenues up by 185% at Rs. 1,484.7 Cr.</b></li> <li>● <b>Net loss higher at Rs. 125.8 Cr.</b> <ul style="list-style-type: none"> <li>➤ Aggressive ramp up of distribution reach and growing share of new business premium have put strain on profitability</li> </ul> </li> </ul>

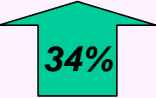

## Quarterly Performance – Growth Businesses

Business	Over Q3FY07		Highlights
	Revenues	PAT	
Asset Management	 67%		<ul style="list-style-type: none"> <li>● 8 branches added in the quarter to reach 74 branches</li> <li>● Birla Sunlife International equity fund collected over Rs. 1,300 Cr. in Oct'07</li> <li>● Birla Sunlife Special Situations Fund collected over Rs. 900 Cr. in Jan'08</li> <li>● Total AUM (including offshore funds) is at Rs. 34,918 Cr. with 5.8% share in domestic AUM               <ul style="list-style-type: none"> <li>➤ Domestic AUM grew by 87% in last one year</li> <li>➤ Share of equity AUM rose to 36% from 31% in Mar'07</li> <li>➤ High marketing &amp; distribution costs lowered profitability</li> </ul> </li> </ul>
Other Financial Services	 28%	 * 39% *PBIT	<ul style="list-style-type: none"> <li>● Strengthening position in Collateral finance               <ul style="list-style-type: none"> <li>➤ Managing Loan against Securities portfolio of Rs. 812 Cr as on Dec'07 against Rs. 587 Cr. as on Sep'07</li> </ul> </li> <li>● Distribution Company mobilised Rs. 27,455 Cr. during the quarter against Rs. 24,773 Cr. in last quarter</li> </ul>


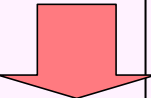
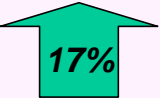
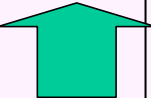
## Quarterly Performance – Growth Businesses

Business	Over Q3FY07		Highlights
	Revenues	PAT	
BPO	 7%		<ul style="list-style-type: none"> <li>● <b>3 logo wins during the quarter (YTD – 8 logo wins)</b> <ul style="list-style-type: none"> <li>➤ 3 Fortune 500 clients added year to date</li> </ul> </li> <li>● <b>Capacity in India augmented by launching one new site with 350 seats &amp; expanding existing seats by 200 seats in Jan'08</b></li> <li>● <b>Weak dollar impacted both revenues and profitability</b></li> <li>● <b>Revenues grew by 7% to Rs. 403.1 Cr. from Rs. 377.5 Cr.</b> <ul style="list-style-type: none"> <li>➤ North America (NA) : Rs. 359.8 Cr. (Rs. 327.8 Cr. in Q3FY07)</li> <li>➤ Asia Pacific (APAC) : Rs. 43.3 Cr. (Rs. 49.8 Cr. in Q3FY07)</li> </ul> </li> <li>● <b>Net loss higher at Rs. 38.2 Cr. from Rs. 21.3 Cr. in Q3FY07</b> <ul style="list-style-type: none"> <li>➤ NA : Net loss at Rs. 27.6 Cr. (Net loss of Rs. 28.4 Cr. in Q3FY07)</li> <li>➤ APAC : Net loss at Rs. 10.6 Cr. (Net profit of Rs. 7.1 Cr. in Q3FY07)</li> <li>➤ Ramp up costs consequent to site rationalisation efforts and higher manpower costs impacted margins</li> </ul> </li> <li>● <b>Efforts are on to improve profitability</b> <ul style="list-style-type: none"> <li>➤ Renegotiation of contracts on pricing</li> <li>➤ Improving seats/sites utilisation</li> <li>➤ Exiting loss making sites</li> </ul> </li> </ul>

## Quarterly Performance – Growth Businesses

Business	Over Q3FY07		Highlights
	Revenues	PBIT	
Branded Garments	 34%	 7%	<ul style="list-style-type: none"> <li>● <b>Controlled Retail space 4.7 Lacs Sq. Ft. (235 EBOs)</b> <ul style="list-style-type: none"> <li>➤ Locked additional 3.5 Lacs Sq. Ft.</li> </ul> </li> <li>● <b>Retail sales up by 51% (44% of total sales) in Q3FY08</b> <ul style="list-style-type: none"> <li>➤ Expanded retail space and improved sales</li> </ul> </li> <li>● <b>Revenues at Rs. 221.5 Cr. up by 34%</b> <ul style="list-style-type: none"> <li>➤ Fashion Brands grew by 32% in revenues</li> <li>➤ Peter England sales revenues rose by 40%</li> </ul> </li> <li>● <b>Operating profit at Rs. 19.8 Cr. is under pressure</b> <ul style="list-style-type: none"> <li>➤ Higher lease rentals &amp; opening of new stores</li> <li>➤ Higher discounts to meet market dynamics</li> </ul> </li> </ul>
Apparel Retail	New initiative		<ul style="list-style-type: none"> <li>● Launch of large format family stores for Peter England and Mens Lifestyle Stores for Fashion brands early next year             <ul style="list-style-type: none"> <li>➤ Pre-launch spends of about Rs. 35 Cr. incurred till date including registration expenses and security deposits</li> </ul> </li> </ul>

## Quarterly Performance – Growth Businesses

Business	Over Q3FY07		Highlights
	Revenues	PBIT	
Garments Contract Exports	 36%		<ul style="list-style-type: none"> <li>● Added 4 new customers (YTD 10 new customers)</li> <li>● Revenues at Rs. 60.2 Cr. up by 36% on back of higher volumes</li> <li>● Weak dollar affected top-line growth and profitability</li> <li>● Full Service Provider business is growing gradually</li> </ul>
IT Services	 17%		<ul style="list-style-type: none"> <li>● Revenues at Rs. 25.6 Cr. and net profit at Rs. 0.6 Cr.</li> <li>● Offshore business which has high margins, improved its share in revenues to 61% from 50% in full last year</li> <li>● Acquired 13 new clients year to date</li> </ul>

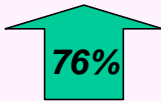


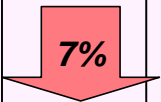
## Quarterly Performance – Value Businesses

Business	Over Q3FY07		Highlights
	Revenues	PBIT	
Carbon Black	↑ 25%	↑ 18%	<ul style="list-style-type: none"> <li>● <b>Best ever quarterly revenues and profitability</b></li> <li>● <b>Revenues at Rs. 245.3 Cr. up by 25%</b> <ul style="list-style-type: none"> <li>➤ Export volumes more than doubled during the quarter                             <ul style="list-style-type: none"> <li>◆ <i>Exporting surplus volumes post-expansion in last quarter</i></li> </ul> </li> <li>➤ Exports realisation, however, impacted by weak dollar</li> </ul> </li> <li>● <b>Operating profit at Rs. 43.2 Cr. up by 21%</b> <ul style="list-style-type: none"> <li>➤ High input costs lowered operating margin</li> </ul> </li> </ul>
Fertilisers	↑ 17%	↓ 13%	<ul style="list-style-type: none"> <li>● <b>Plant stabilised after breakdown in the preceding quarter and running at full capacity</b></li> <li>● <b>Revenues up by 17% reflecting high energy costs</b></li> <li>● <b>Operating profit lower at Rs. 34 Cr.</b> <ul style="list-style-type: none"> <li>➤ Lower sales volumes and higher energy costs</li> </ul> </li> <li>● <b>Fertiliser bonds worth Rs. 15 Cr. received in Dec'07</b></li> </ul>

## Quarterly Performance – Value Businesses

Business	Over Q3FY07		Highlights
	Revenues	PBIT	
Rayon	↑ 10%	↓ 20%	<ul style="list-style-type: none"> <li>● Revenues at Rs. 120 Cr. grew by 10%</li> <li>● VFY revenues up by 13% on back of higher volumes                             <ul style="list-style-type: none"> <li>➤ Export volumes up by 34% to improve market mix                                     <ul style="list-style-type: none"> <li>◆ 53% share in VFY volumes exported from India</li> </ul> </li> <li>➤ VFY realisation is on improving trend</li> </ul> </li> <li>● Chlor-alkali segment's revenues were marginally higher</li> <li>● Operating profit (PBDIT) lower at Rs. 27.5 Cr.                             <ul style="list-style-type: none"> <li>➤ Rising pulp and sulphur costs</li> <li>➤ Higher energy costs due to higher coal prices and planned annual shutdown of boiler</li> </ul> </li> </ul>

## Quarterly Performance – Value Businesses

Business	Over Q3FY07		Highlights
	Revenues	PBIT	
Insulators	 76%	 237%	<ul style="list-style-type: none"> <li>● <b>Revenues at Rs. 98.2 Cr. rose by 76%</b> <ul style="list-style-type: none"> <li>➤ Yield improved through lower rejections</li> <li>➤ Last year's production was impacted by strike at Halol plant</li> </ul> </li> <li>● <b>Record quarterly operating profit at Rs. 35.2 Cr.</b></li> <li>➤ Focus on high rating insulators fetched better realisation</li> <li>● <b>Accelerating capacity expansion by 12K MT in two phases</b></li> </ul>
Textiles	 5%	 7%	<ul style="list-style-type: none"> <li>● <b>Revenues at Rs. 147.9 Cr. and PBDIT at Rs. 17.1 Cr.</b></li> <li>● <b>Revenues from continued operations (excl. Synthetic segment) grew by 11%</b></li> <li>● <b>Weak dollar impacted bottom-line across all segments</b></li> <li>● <b>Linen Segment</b> <ul style="list-style-type: none"> <li>➤ Fabrics volumes increased on the back of increased capacity               <ul style="list-style-type: none"> <li>◆ <i>Focus on retail penetration which is high paying segment</i></li> </ul> </li> <li>➤ Lower volumes and higher input costs affected profitability in Linen yarn</li> </ul> </li> <li>● <b>Wool Segment : Higher wool prices and low off-take of value added products lowered profitability</b></li> </ul>

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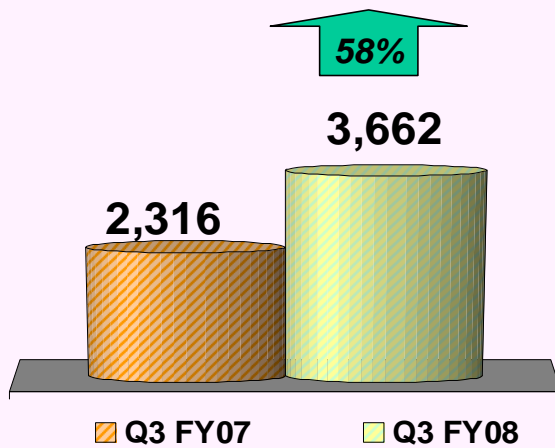
# Financial Performance

# Consolidated Revenues

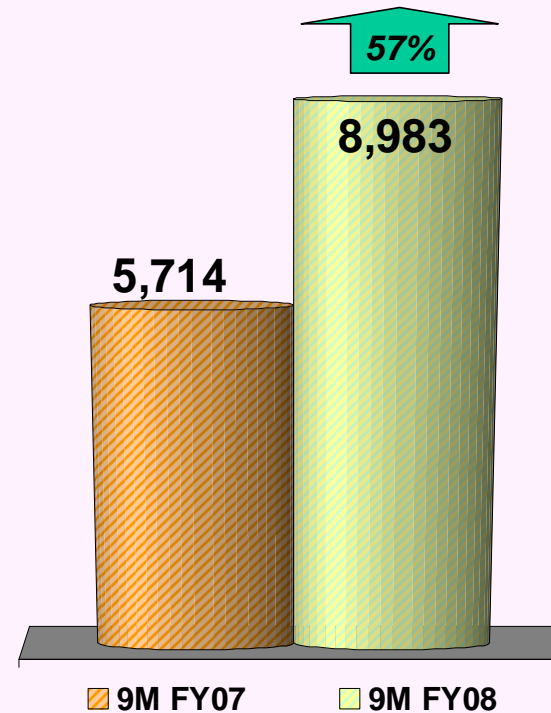
Rs. Cr.



Quarter-3




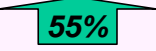
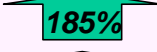
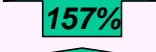


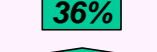
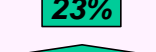
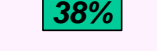
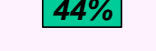
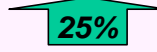

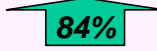
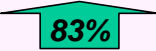
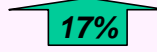
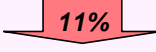
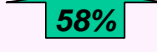
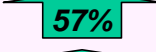
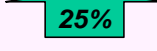
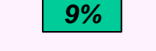
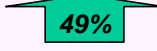
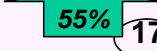
Year-To-Date



*Growth businesses - Telecom, Life Insurance & Garments driving consolidated revenue growth*

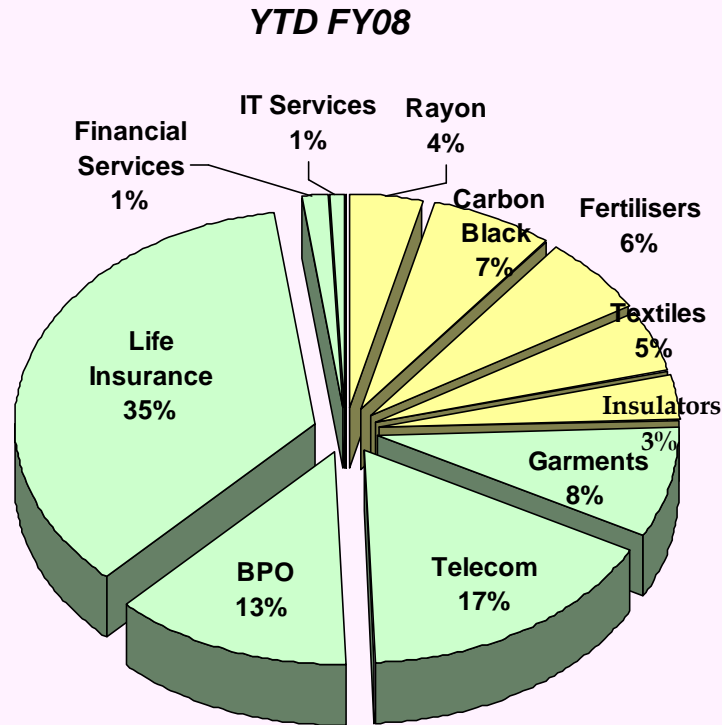
# Consolidated Revenues - Segmental

Rs. Cr.

	3rd Quarter		Revenues	Nine Months		
	2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual	
	542.8	410.4	Telecom (Nuvo's share 31.78%) @	1,508.8	972.7	
	1,484.7	521.8	Life Insurance	3,188.3	1,239.8	
	403.1	377.5	BPO (Minacs acquired w.e.f 18th Aug'06)	1,149.2	641.7	
	278.8	204.7	Garments	749.6	611.4	
	53.9	39.0	Financial Services	131.6	91.7	
	25.6	21.8	IT Services	74.3	68.7	
	120.0	109.5	Rayon	347.4	334.0	
	245.3	196.9	Carbon Black	596.8	557.6	
	98.2	53.5	Insulators	283.5	155.1	
	147.9	155.9	Textiles	439.1	462.4	
	263.5	226.1	Fertilisers	518.3	580.8	
	(2.1)	(1.0)	Inter-unit Elimination	(3.9)	(2.1)	
	3,661.6	2,316.1	<b>Consolidated Revenues</b>	8,982.9	5,713.9	
	1,097.4	881.1	<b>Standalone Revenues</b>	2,793.5	2,560.8	
	1,708.1	1,148.2	Idea Cellular (Telecom)	4,747.6	3,058.0	

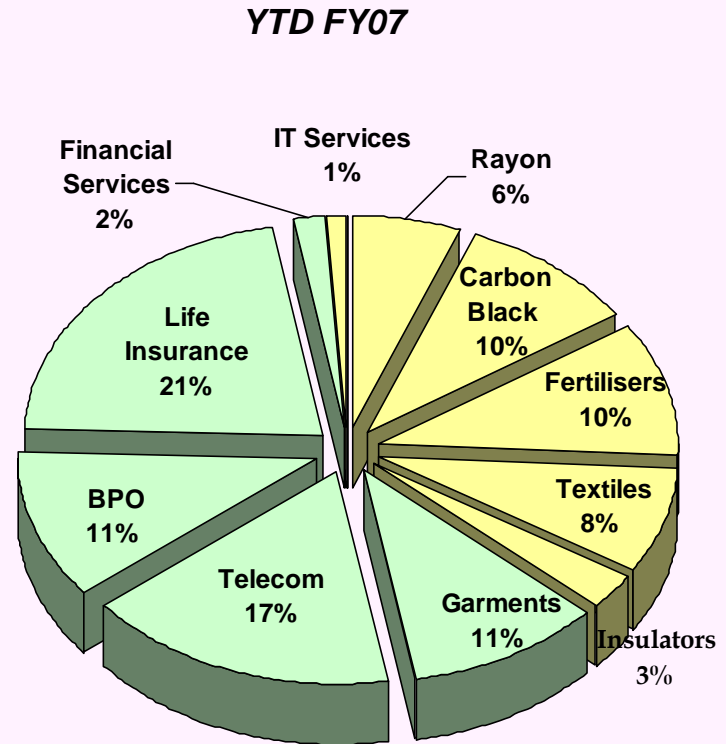
@ Pro-rata share; full financial numbers are as under :

# Consolidated Revenues - Composition



Growth Businesses  
75%

Value Businesses  
25%



Growth Businesses  
63%

Value Businesses  
37%

# Consolidated Financial



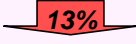
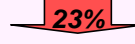
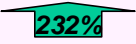
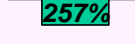
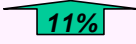

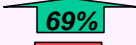

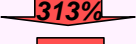








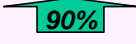
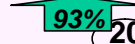
Rs. Cr.



3rd Quarter		Particulars	Nine Months			
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual		
	3,661.6	2,316.1	Revenues	8,982.9	5,713.9	
	<b>265.2</b>	<b>307.9</b>	<b>PBDIT</b>	<b>860.3</b>	<b>834.1</b>	
	135.2	119.3	Depreciation	374.8	305.8	
	<b>130.0</b>	<b>188.6</b>	<b>PBIT</b>	<b>485.4</b>	<b>528.3</b>	
	105.0	112.9	Net Interest	292.8	253.4	
	<b>25.0</b>	<b>75.8</b>	<b>Profit Before Tax</b>	<b>192.7</b>	<b>274.8</b>	
	-	(1.1)	Exceptional Gain / (Loss)	0.7	(2.0)	
	31.9	29.2	Provision for Taxation (Net)	90.4	95.1	
	(6.9)	<b>45.4</b>	<b>Net Profit before minority interest</b>	<b>103.0</b>	<b>177.7</b>	
	(37.1)	(9.9)	Minority Interest	(69.6)	(21.0)	
	<b>30.2</b>	<b>55.3</b>	<b>Net Profit after minority interest</b>	<b>172.6</b>	<b>198.7</b>	

# Consolidated PBIT

Rs. Cr.

3rd Quarter		PBIT	Nine Months		
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual	
	37.4	31.8	99.4	86.6	
	29.2	33.4	53.3	69.7	
	19.3	24.0	66.1	76.4	
	11.9	12.8	37.3	41.0	
	31.9	9.6	85.2	23.9	
	10.7	11.5	18.6	40.5	
	(5.1)	(0.7)	(9.3)	29.4	
	135.3	122.5	350.6	367.6	
	119.9	71.0	338.2	175.3	
	(122.5)	(29.7)	(237.1)	(70.6)	
	(23.4)	5.4	(17.8)	25.9	
	(5.3)	3.4	(14.2)	7.5	
	8.2	7.0	27.3	30.4	
	1.6	(0.7)	3.6	2.1	
	2.3	(0.3)	2.5	(11.4)	
	(19.2)	56.1	102.5	159.2	
	(17.9)	55.4	101.2	148.4	
	12.6	10.7	33.6	12.2	
	130.0	188.6	485.4	528.3	
	377.2	198.6	1064.2	551.4	

@ Pro-rata share; full financial numbers are as under :

# Consolidated Net Profit



Rs. Cr.

3rd Quarter		Net Profit	Nine Months		
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual	
85%	75.2	40.7	243.3	98.8	146%
	-38.2	-21.1	-66.4	-10.2	
308%	-125.8	-30.8	-243.3	-73.7	230%
	-1.2	0.3	0.0	7.4	
	7.1	5.9	17.8	6.8	
	-2.7	1.3	-21.4	2.2	
	0.6	-1.6	0.7	-0.4	
	-5.7	-1.5	0.7	-5.0	
	-90.6	-7.0	-68.6	25.8	
	-36.7	-9.7	-68.6	-10.2	
	-53.8	2.6	0.1	36.0	
59%	84.0	52.7	172.6	162.7	6%
45%	30.2	55.3	172.6	198.7	13%
@ Pro-rata share; full financial numbers are as under :					
108%	236.7	113.8	765.6	309.8	147%
	-2.4	0.5	0.0	14.7	

# Standalone Financial

Rs. Cr.



	3rd Quarter		Particulars	Nine Months		
	2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual	
↑ 25%	1,097.4	881.1	Revenues	2,793.5	2,560.8	↑ 9%
	1.9	2.0	Other Income	14.7	33.9	
↑ 14%	172.4	151.5	Operating Profit (PBDIT)	454.0	459.9	↓ 1%
↑ 9%	51.8	56.7	Less: Interest & Finance Expenses	149.1	144.2	↓ 3%
	13.7	11.1	Add: Interest Income	20.3	22.1	
↑ 27%	134.3	105.9	Gross Profit (PBDT)	325.2	337.9	↓ 4%
	37.1	29.1	Depreciation/ Amortisation	103.4	92.3	
	97.2	76.9	Profit Before Tax and Exceptional Items	221.8	245.5	
	-	(0.6)	Exceptional Items	0.7	(1.2)	
	97.2	76.3	Profit after Exceptional Items	222.5	244.3	
	13.1	23.6	Provision for Taxation (Net)	50.0	81.6	
↑ 59%	<b>84.0</b>	<b>52.7</b>	<b>Net Profit</b>	<b>172.6</b>	<b>162.7</b>	↑ 6%

# Capex and Investment Plan

Rs. Cr.



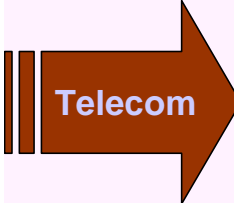
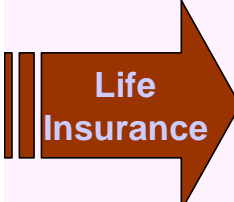
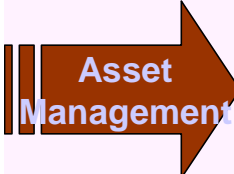
S.N.	Description	Plan	Net Capex Plan *	Committed	Spent in FY2008	To be spent	
						FY 2008	FY 2009/10
i)	<b>Aditya Birla Nuvo Limited</b>						
	<b>Project Based</b>						
	Rayon	14.6	14.2	3.7	3.3	0.7	10.3
	Branded Garments	297.3	291.2	42.6	36.4	41.6	213.2
	Carbon Black	183.3	81.6	80.6	49.2	1.6	30.8
	Fertilisers	73.7	48.4	8.5	6.9	1.1	40.4
	Insulator	32.9	32.9	13.2	8.5	1.4	22.9
	Textiles	72.1	44.3	32.3	26.1	11.0	7.2
	<b>Sub-Total (i)</b>	<b>674.0</b>	<b>512.7</b>	<b>181.0</b>	<b>130.5</b>	<b>57.4</b>	<b>324.8</b>
ii)	<b>Modernisation &amp; maintenance</b>						
	Rayon	29.3	23.6	16.3	11.8	11.9	-
	Branded Garments	69.5	69.0	5.2	5.2	31.2	32.5
	Carbon Black	17.9	12.6	6.2	5.2	7.4	-
	Fertilisers	48.3	22.2	16.1	16.1	6.1	-
	Insulator	20.6	19.8	12.1	6.2	13.5	-
	Textiles	38.4	33.4	27.3	15.5	17.9	-
	Others	1.6	1.6	0.3	0.3	1.3	-
	<b>Sub-Total (ii)</b>	<b>225.6</b>	<b>182.2</b>	<b>83.6</b>	<b>60.4</b>	<b>89.3</b>	<b>32.5</b>
<b>A</b>	<b>Nuvo's Capex (i) + (ii)</b>	<b>899.6</b>	<b>694.9</b>	<b>264.6</b>	<b>190.8</b>	<b>146.7</b>	<b>357.3</b>
<b>B</b>	<b>Major Capex (Direct Subsidiaries)</b>						
	Apparel Retail	244.4	244.4	24.7	24.7	64.9	154.7
	Garment Manufacturing	39.9	36.9	11.2	8.1	17.0	11.8
	Contract exports	59.6	52.8	30.8	25.5	20.4	6.9
	BPO	170.5	167.1	87.0	85.2	62.1	19.8
	Software	7.1	7.0	2.2	2.2	4.7	-
<b>C</b>	<b>Grand Total (A+B)</b>	<b>1,421.1</b>	<b>1,203.0</b>	<b>420.5</b>	<b>336.5</b>	<b>316.0</b>	<b>550.5</b>

Note : 1) Insurance business is fast forwarding its growth plan for which it will need funding of upto Rs. 450 Cr. from Nuvo in FY08

2) Idea will invest over \$ 2 billions in next two years out of internal accruals and own borrowings

\* Plan less spent upto 31.03.2007

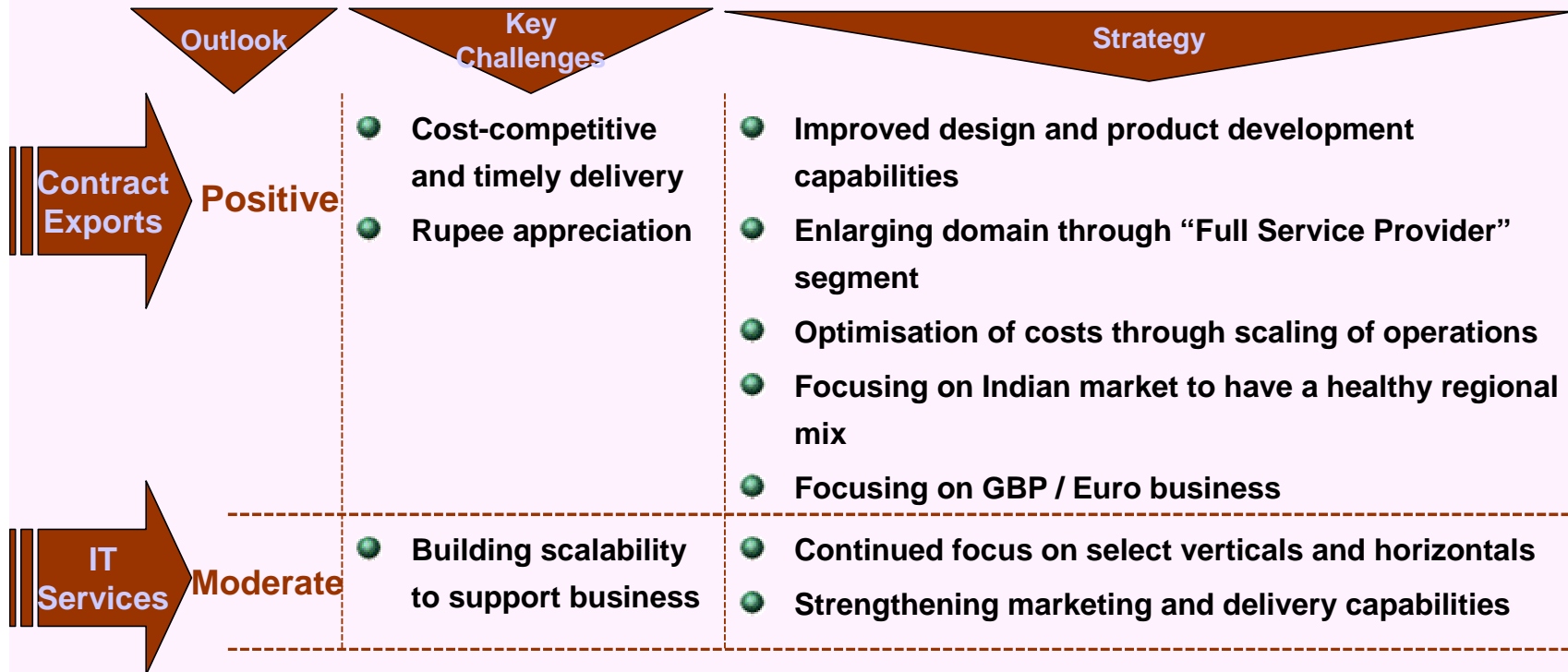
# Growth Businesses

	Outlook	Key Challenges	Strategy
 <b>Telecom</b>	Positive	<ul style="list-style-type: none"> <li>Exploiting the peak growth phase amidst heating competition</li> </ul>	<ul style="list-style-type: none"> <li>Speedy rollout of services in Mumbai &amp; Bihar circles</li> <li>Expediting plans for roll out in remaining 9 circles to achieve Pan India presence on receipt of spectrum</li> <li>Enhance value added services to drive customer loyalty</li> <li>Build stature from regional to national power brand</li> </ul>
 <b>Life Insurance</b>	Positive	<ul style="list-style-type: none"> <li>Regain market share by building distribution infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>Aggressively expand distribution reach                             <ul style="list-style-type: none"> <li>Expanding DSF &amp; growing AC relationships</li> <li>Speedy opening of low cost branches</li> </ul> </li> <li>Product innovation &amp; differentiation</li> <li>Process improvement for efficient policy administration</li> </ul>
 <b>Asset Management</b>	Positive	<ul style="list-style-type: none"> <li>Building distribution and product portfolio</li> <li>Strengthen team</li> </ul>	<ul style="list-style-type: none"> <li>Innovative product launches</li> <li>Enhance distribution network &amp; augmenting advisors force</li> </ul>

# Growth Businesses



# Growth Businesses



# Value Businesses

	Outlook	Key Challenges	Strategy
<b>Carbon Black</b>	Positive	<ul style="list-style-type: none"> <li>● Tap industry growth</li> <li>● Volatile CBFS prices</li> </ul>	<ul style="list-style-type: none"> <li>● Leveraging expanded capacity through volume growth and launching new grades</li> <li>● Evaluating greenfield expansion by 120K MT in Western India along with other sites</li> <li>● Optimising market- product-logistic mix &amp; managing CBFS procurements</li> </ul>
<b>Fertilizer</b>	Positive (within regulated industry growth)	<ul style="list-style-type: none"> <li>● Highly regulated sector</li> </ul>	<ul style="list-style-type: none"> <li>● Pursue with Govt. authorities on regulations impacting industry &amp; new fertiliser policy</li> <li>● De-bottlenecking to increase urea capacity to 1.10 Million Tons</li> </ul>
<b>Rayon</b>	Positive (Moderate Industry Outlook)	<ul style="list-style-type: none"> <li>● Extract premium out of matured markets</li> </ul>	<ul style="list-style-type: none"> <li>● Thrust on improving intrinsic yarn quality</li> <li>● Increasing share of Value added yarns</li> <li>● Expanding exports market aggressively</li> </ul>

# Value Businesses

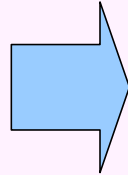
	Outlook	Key Challenges	Strategy
 <p><b>Insulator</b></p>	<p><b>Positive</b></p>	<ul style="list-style-type: none"> <li>● Yield improvement; reducing rejections</li> <li>● To tap international markets</li> </ul>	<ul style="list-style-type: none"> <li>● Extending product range to high rating insulators</li> <li>● Capacity expansion by approximately 12,000 MT (in two phases) to support growth and leverage on the power reforms; foray in polymer insulators</li> <li>● To re-establish relationship with international buyers</li> </ul>
 <p><b>Textiles</b></p>	<p><b>Positive</b></p>	<ul style="list-style-type: none"> <li>● Sustain leadership position in Linen segment</li> <li>● Improve delivery capability &amp; quality of fabric</li> </ul>	<ul style="list-style-type: none"> <li>● Improving OTIF in Linen segment</li> <li>● Thrust on improving product and design development and enhancing quality</li> <li>● Increasing share of value added products in worsted segment</li> <li>● Leveraging expanded capacity in linen yarn and fabrics capacity</li> </ul>

# Vision and Strategy

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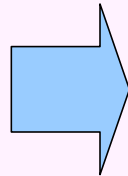


**Vision**



*To become a premium conglomerate with market leadership across businesses delivering superior value to shareholder on sustained basis*

**Strategy**



*To increase the share of High growth businesses in total revenue by deploying surplus cash from Value businesses to grow the high growth businesses of tomorrow*

***Dedicated to deliver better results quarter after quarter***

# Business Financials

# Telecom

Rs. Cr.



3rd Quarter		Particulars	Nine Months	
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual
21.05	12.44	No. of Subscribers (Mn)	21.05	12.44
1,708.1	1,148.2	Revenues	4,747.6	3,058.0
604.9	378.6	PBDIT	1,681.3	1,047.1
35.4	33.0	OPM %	35.4	34.2
377.2	198.6	PBIT	1,064.2	551.4
236.7	113.8	PAT	765.6	309.8
8,545.7	5,457.1	Capital Employed	8,545.7	5,457.1
18.4	15.5	ROACE (Annualised) (%)	18.9	14.9

49%

55%

108%

147%



# Birla Sun Life Insurance Company Ltd

Rs. Cr.



3rd Quarter		Particulars	Nine Months	
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual
		<u>Individual Business</u>		
459.9	165.3	First Year Premium	1,025.3	438.0
272.6	194.9	Renewal Premium	720.5	458.3
732.5	360.1	Total Individual business	1,745.8	896.3
		<u>Group Business</u>		
38.1	24.1	First Year Premium	69.5	69.5
8.9	12.5	Renewal Premium	27.0	24.2
47.0	36.6	Total Group business	96.5	93.8
779.5	396.7	Total Premium Income	1,842.3	990.0
<b>(125.8)</b>	<b>(30.8)</b>	Net Profit/(Loss)	<b>(243.3)</b>	<b>(73.7)</b>
1,000.0	602.0	Share Capital	1,000.0	602.0
6,564.0	3,469.4	Fund under management	6,564.0	3,469.4

103%

95%

96%

86%

308%

230%

89%

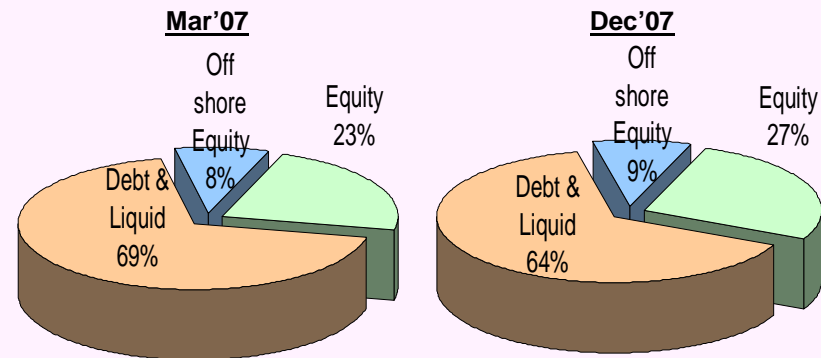
# Birla Sun Life Asset Management Co. Ltd

Rs. Cr.

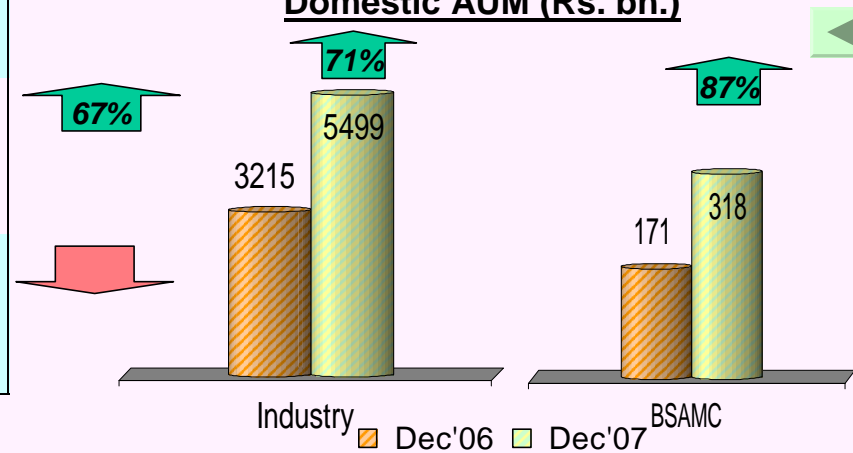


Particulars	As on 31st December		
	2007-08 Actual	2006-07 Actual	
Equity	9,323	5,738	
Debt & Liquid	22,496	11,316	
<b>Domestic AUM</b>	<b>31,819</b>	<b>17,054</b>	
Off shore (All Equity)	3,099	1,650	
<b>Total AUM</b>	<b>34,918</b>	<b>18,704</b>	
<b>Revenues</b>	Quarter 3	33.7	20.1
	9 Months	78.5	57.3
<b>PAT</b>	Quarter 3	(2.4)	0.5
	9 Months	(0.0)	14.7

**Category-Wise AUM (%)**



**Domestic AUM (Rs. bn.)**



Source : AMFI

# BPO – Aditya Birla Minacs

Rs. Cr.



3rd Quarter		Particulars	Nine Months		
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual	
9,556	8,037	Operating Seats (Nos.)	9,556	8,037	
12,583	11,138	Employees (Nos.)	12,583	11,138	
<b>403.1</b>	<b>377.5</b>	<b>Revenues</b>	<b>1149.2</b>	<b>1140.7</b>	<b>7%</b>
89.3	83.3	North America	262.5	246.3	
359.8	327.8	{ CAD Mn			
		{ Rs. Cr.	1,020.7	993.5	<b>10%</b>
43.3	49.8	Asia Pacific	128.5	147.3	<b>3%</b>
<b>(18.4)</b>	<b>5.4</b>	<b>PBIT</b>	<b>(6.8)</b>	<b>40.4</b>	
<b>(13.6)</b>	<b>(6.7)</b>	- North America	<b>(4.5)</b>	10.7	
<b>(4.8)</b>	12.1	- Asia Pacific	<b>(2.3)</b>	29.7	
<b>(33.2)</b>	<b>(11.2)</b>	<b>Net Profit/(Loss) before non-recurring items</b>	<b>(50.0)</b>	<b>(0.6)</b>	
<b>(4.9)</b>	<b>(10.0)</b>	Non-recurring gain / (loss)	<b>(16.5)</b>	<b>(43.2)</b>	
<b>(38.2)</b>	<b>(21.3)</b>	<b>Net Profit/(Loss) after non-recurring items</b>	<b>(66.4)</b>	<b>(43.8)</b>	
402.8	371.0	Capital Employed	402.8	371.0	

Note: Minacs acquired w.e.f. 18<sup>th</sup> August 2006. Minacs performance has been included wherever necessary to make the performance comparable

# Branded Garments

Rs. Cr.



3rd Quarter		Particulars	Nine Months		
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual	
108.5	77.5	Shirts (A)	331.9	273.3	
48.6	41.2	Trousers (B)	143.9	124.2	
30.5	21.4	Suits (C)	56.9	41.0	
34.0	25.6	Others (D)	70.8	58.8	
<b>34%</b>		<b>Revenues (A+B+C+D)</b>	<b>603.4</b>	<b>497.2</b>	<b>21%</b>
38.0	31.6	Operating Profit before adspend	84.8	95.9	
18.1	13.5	Advt. Expenses	42.3	39.3	
19.8	18.1	PBDIT	42.5	56.6	
<b>7%</b>		<b>PBIT</b>	<b>18.6</b>	<b>37.7</b>	<b>51%</b>
414.7	290.0	Capital Employed	414.7	290.0	
10.3	16.1	ROACE (Annualised) (%)	6.7	16.8	

Note: Garments' Contract export business has been transferred to wholly owned subsidiary w.e.f July 1, 2006.  
Contract export performance has been excluded wherever necessary to make the performance comparable



# Garments Contract Exports

Rs. Cr.



3rd Quarter		Particulars	Nine Months	
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual
23.0	13.2	Sales Volume (Lacs Pcs)	50.7	33.6
60.2	44.2	Revenues	154.5	126.4
(2.3)	2.8	PBDIT	(3.3)	9.3
(3.4)	1.7	PBIT	(6.5)	6.8
180.9	110.2	Capital Employed	180.9	110.2

36%

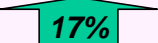



22%



# IT Services

Rs. Cr.



	3rd Quarter		Particulars	Nine Months		
	2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual	
 17%	25.6	21.8	Revenues	74.3	68.7	 8%
	1.6	(0.7)	PBIT	3.6	2.1	
	0.6	(1.6)	PAT	0.7	(0.4)	
	26.3	24.7	Capital Employed	26.3	24.7	



# Carbon Black

Rs. Cr.



3rd Quarter		Particulars	Nine Months			
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual		
58,428	46,061	Production (Tons)	155,299	137,089		
101.6	108.4	Capacity Utilization %	101.8	107.5		
↑ 35%	60,838	45,111	Sales Volumes (Tons)	154,485	135,611	↑ 14%
30%	19%	Share of Exports volumes	26%	19%		
40,324	43,649	Realisation (Rs./Ton)	38,629	41,118		
↑ 25%	245.3	196.9	Revenues	596.8	557.6	↑ 7%
43.2	35.8	PBDIT	115.0	98.5		
17.6	18.2	OPM (%)	19.3	17.7		
↑ 18%	37.4	31.8	PBIT	99.4	86.6	↑ 15%
563.5	466.3	Capital Employed	563.5	466.3		
26.5	26.0	ROACE (Annualised) (%)	25.2	26.4		



# Fertilisers

Rs. Cr.



3rd Quarter		Particulars	Nine Months	
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual
279	286	Production ('000 Tons)	615	752
276	286	Sales Volumes ('000 Tons)	603	766
263.5	226.1	Revenues	518.3	580.8
34.0	39.0	PBDIT	66.5	95.1
12.9	17.3	OPM (%)	12.8	16.4
29.2	33.4	PBIT	53.3	69.7
359.1	315.3	Capital Employed	359.1	315.3
34.4	42.9	ROACE (Annualised) (%)	18.7	30.1

17%

11%

13%



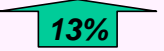
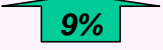
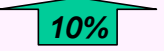
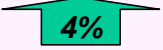


23%



# Rayon

Rs. Cr.



3rd Quarter		Particulars	Nine Months			
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual		
4,133	4,474	VFY Production (Tons)	12,895	13,298		
100.8	111.8	Capacity Utilization (%)	104.8	110.8		
	4,524	4,118	VFY Sales Volumes (Tons)	13,640	12,573	
175.5	171.2	VFY Realisation (Rs./Kg.)	169.9	168.6		
21,306	21,065	ECU Realisation (Rs./MT.)	20,103	21,463		
	79.4	70.5	Revenues - VFY	231.7	212.0	
40.6	39.0	- Chemicals	115.7	122.0		
	120.0	109.5	Revenues	347.4	334.0	
27.5	32.2	PBDIT	90.6	99.1		
22.9	29.4	OPM (%)	26.1	29.7		
	19.3	24.0	PBIT	66.1	76.4	
430.4	434.5	Capital Employed	430.4	434.5		
17.6	22.6	ROACE (Annualised) (%)	20.0	24.2		



# Insulators

Rs. Cr.



3rd Quarter		Particulars	Nine Months	
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual
8,666	5,395	Production (Tons)	24,889	14,714
7,709	5,523	Sales Volumes (Tons)	23,614	16,350
98.2	55.9	Revenues	283.5	160.1
35.2	12.6	PBDIT	95.3	31.0
35.8	22.6	OPM (%)	33.6	19.4
31.9	9.5	PBIT	85.2	21.9
222.9	164.1	Capital Employed	222.9	164.1
58.9	23.2	ROACE (Annualised) (%)	55.5	16.7

40%

76%

237%

44%

77%

289%

Note : Manufacturing business (formerly 50:50 JV) became subsidiary of Nuvo w.e.f. 29<sup>th</sup> Nov'06 and merged with Nuvo w.e.f. 1<sup>st</sup> April'07. However, figures shown above are on comparable basis.



# Textiles

Rs. Cr.



3rd Quarter		Particulars	Nine Months	
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual
48.1	49.4	Linen Segment	124.3	129.2
99.4	83.9	Wool Segment	295.9	256.1
147.5	133.3	Continued operations (Linen and Wool)	420.2	385.3
0.4	22.6	Others (Synthetic Yarn)	18.8	77.1
147.9	155.9	Revenues	439.1	462.4
17.1	16.6	PBDIT	51.2	52.1
11.9	12.8	PBIT	37.3	41.0
363.0	306.3	Capital Employed	363.0	306.3
13.4	17.8	ROACE (Annualised) (%)	14.8	20.3

11%

5%

7%

9%

5%

9%





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# Annexure

# Consolidated Profit and Loss and Balance Sheet Snapshot



Annexure I

Rs. Cr.

Particulars	3rd Quarter		Nine Months	
	2007-08 Actual	2006-07 Actual	2007-08 Actual	2006-07 Actual
Gross Turnover	3,718.5	2,360.6	9,138.2	5,841.5
Net Turnover	3,661.6	2,316.1	8,982.9	5,713.9
PBDIT	265.2	307.9	860.3	834.1
PBDIT Margin (%)	7.2	13.3	9.6	14.6
Net Interest	105.0	112.9	292.8	253.4
PBDT	160.2	195.0	567.5	580.6
Net Profit (after Minority Interest)	30.2	55.3	172.6	198.7
Annualised EPS (Rs.)	12.8	24.0	24.6	29.3
Annualised CEPS (Rs.)	76.9	75.9	82.7	75.1

Particulars	December	March
	2007	2007
Equity	93.3	93.3
Preference Share Capital	75.0	-
Net Worth	3,435.8	3,119.6
Minority Interest	158.2	143.3
Total Debts	6,129.5	5,461.6
Deferred Tax Liabilities	212.9	179.6
Capital Employed	9,936.4	8,904.1
Policyholders' funds	6,266.6	3,762.0
Total Liabilities	16,203.0	12,666.1
Goodwill on consolidation	2,580.9	2,594.9
Net Block	4,899.8	3,777.6
Net Working Capital	1,576.7	1,750.2
Investments	7,145.6	4,543.4
Life Insurance Investments	6,564.0	4,020.0
Other Investments	581.6	523.3
ROCE (at PBIT) (%)	6.7	8.3
RONW (at PAT) (%)	6.7	9.0
Book Value (Rs.)	368.2	334.3
Total Debt Equity (x)	1.8:1	1.8:1

# Standalone Profit and Loss and Balance Sheet Snapshot



## Annexure II

Rs. Cr.

Particulars	3rd Quarter		Nine Months	
	2007-08 Actual	2006-07 Actual	2007-08 Actual	2006-07 Actual
Gross Turnover	1,154.3	921.9	2,948.8	2,679.0
Net Turnover	1,097.4	881.1	2,793.5	2,560.8
PBDIT	172.4	151.5	454.0	459.9
PBDIT Margin (%)	15.7	17.2	16.3	18.0
Net Interest	38.2	45.6	128.8	122.1
PBDT	134.3	105.9	325.2	337.9
PAT before exceptional items	84.0	53.3	171.9	163.9
PAT	84.0	52.7	172.6	162.7
PAT Margin (%)	7.7	6.0	6.2	6.4
Annualised EPS (Rs.)	36.0	24.3	24.7	25.0
Annualised CEPS (Rs.)	56.0	39.0	42.0	40.3
Interest Cover (x) (PBDIT/ Net Interest)	4.5	3.3	3.5	3.8

Particulars	December	March
	2007	2007
Equity	93.3	93.3
Net Worth	3,298.0	3,124.5
Long Term Debt	1,743.8	1,869.2
Short Term Debt	1,100.4	962.7
Total Debts	2,844.2	2,831.8
Deferred Tax Liabilities	193.0	174.1
Capital Employed	6,335.2	6,130.5
Net Block	1,491.3	1,308.1
Net Working Capital	1,105.5	972.9
Strategic Investment	3,706.2	3,477.0
Treasury Investments	32.2	372.4
Total Investments	3,738.4	3,849.4
ROACE (at PBIT) (%)	7.8	10.1
ROANW (at PAT) (%)	7.2	8.4
Book Value (Rs.)	353.5	334.9
Total Debt Equity (x)	0.9:1	0.9:1
Long Term Debt Equity (x)	0.5:1	0.6:1
Market Capitalisation (Rs. Cr.)	18,822	9,907.5

# Segment Results –Nuvo Standalone



## Annexure III

Rs. Cr.

### 3rd Quarter

Particulars	Revenues		PBIT		Avg Capital Employed		ROACE (PBIT basis)	
	2007-08	2006-07	2007-08	2006-07	2007-08	2006-07	2007-08	2006-07
Garments	221.5	165.8	10.7	11.5	414.6	286.1	10.3%	16.1%
Rayon	120.0	109.5	19.3	24.0	436.8	425.7	17.6%	22.6%
Carbon Black	245.3	196.9	37.4	31.8	565.2	488.3	26.5%	26.0%
Textiles	147.9	155.9	11.9	12.8	353.6	287.5	13.4%	17.8%
Fertilizers	263.5	226.1	29.2	33.4	339.8	311.3	34.4%	42.9%
Financial Services	1.1	4.6	0.2	3.1	8.5	59.6	7.6%	20.8%
Insulators	98.2	22.4	31.9	9.6	216.7	19.8	58.9%	193.9%
<b>Total Operating Assets</b>	<b>1,097.4</b>	<b>881.1</b>	<b>140.6</b>	<b>126.2</b>	<b>2,335.3</b>	<b>1,878.3</b>	<b>24.1%</b>	<b>26.9%</b>
Corporate Assets	-	-	(5.3)	(3.8)	3,584.8	3,199.1	-0.6%	-0.5%
<b>Nuvo Standalone</b>	<b>1,097.4</b>	<b>881.1</b>	<b>135.3</b>	<b>122.5</b>	<b>5,920.1</b>	<b>5,077.3</b>	<b>9.1%</b>	<b>9.6%</b>

### Nine Months

Particulars	Revenues		PBIT		Avg Capital Employed		ROACE (PBIT basis)	
	2007-08	2006-07	2007-08	2006-07	2007-08	2006-07	2007-08	2006-07
Garments	603.4	526.5	18.6	40.5	372.9	298.8	6.7%	18.1%
Rayon	347.4	334.0	66.1	76.4	440.5	421.4	20.0%	24.2%
Carbon Black	596.8	557.6	99.4	86.6	525.4	437.7	25.2%	26.4%
Textiles	439.1	462.4	37.3	41.0	337.1	269.4	14.8%	20.3%
Fertilizers	518.3	580.8	53.3	69.7	379.9	309.3	18.7%	30.1%
Financial Services	5.0	24.8	2.3	20.0	11.8	87.1	26.4%	30.6%
Insulators	283.5	74.6	85.2	23.9	204.5	22.2	55.5%	143.1%
<b>Total Operating Assets</b>	<b>2,793.5</b>	<b>2,560.8</b>	<b>362.3</b>	<b>358.2</b>	<b>2,272.1</b>	<b>1,846.0</b>	<b>21.3%</b>	<b>25.9%</b>
Corporate Assets	-	-	(11.7)	9.5	3,723.9	2,476.2	-0.4%	0.5%
<b>Nuvo Standalone</b>	<b>2,793.5</b>	<b>2,560.8</b>	<b>350.6</b>	<b>367.6</b>	<b>5,996.0</b>	<b>4,322.1</b>	<b>7.8%</b>	<b>11.3%</b>

Note : Insulators manufacturing subsidiary merged with Nuvo w.e.f. 1<sup>st</sup> April'07

# Operating Margin - Nuvo Standalone

## Annexure IV



3rd Quarter		Operating Margin	Nine Months	
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual
9.0%	10.9%	Garments - Branded	7.0%	11.4%
22.9%	29.4%	Rayon	26.1%	29.7%
17.6%	18.2%	Carbon Black	19.3%	17.7%
12.9%	17.3%	Fertilisers	12.8%	16.4%
11.5%	10.6%	Textiles	11.7%	11.3%
35.8%	43.0%	Insulators	33.6%	32.0%
15.6%	16.9%	Nuvo Standalone	16.1%	17.5%

Note : Insulators manufacturing subsidiary merged with Nuvo w.e.f. 1<sup>st</sup> April'07

# Exports - Nuvo Standalone

## Annexure V



3rd Quarter		Exports (Rs Crores)	Nine Months	
2007-08	2006-07		2007-08	2006-07
10.0	11.2	Garments	26.4	31.1
20.2	14.8	Rayon	59.4	33.0
58.7	34.2	Carbon Black	123.2	91.8
68.9	61.4	Textiles	201.7	193.8
15.6	-	Insulators	47.1	-
173.4	121.6	<b>Nuvo Standalone</b>	<b>457.8</b>	<b>349.7</b>

3rd Quarter		Exports (% of Sales)	Nine Months	
2007-08	2006-07		2007-08	2006-07
4.5%	6.7%	Garments	4.4%	5.9%
16.9%	13.5%	Rayon	17.1%	9.9%
23.9%	17.4%	Carbon Black	20.6%	16.5%
46.5%	39.4%	Textiles	45.9%	41.9%
15.9%	-	Insulators	16.6%	-
15.8%	13.8%	<b>Nuvo Standalone</b>	<b>16.4%</b>	<b>13.7%</b>

Note : Insulators manufacturing subsidiary merged with Nuvo w.e.f. 1<sup>st</sup> April'07

# Sales Volume - Nuvo Standalone

## Annexure VI



3rd Quarter		Particulars	Nine Months	
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual
23.9	19.9	Garments (lacs Pcs)	78.7	72.0
4,524	4,118	VFY (MT)	13,640	12,573
16,929	16,851	Caustic (MT)	52,520	49,997
60,838	45,111	Carbon Black (MT)	154,485	135,611
276	286	Fertilisers ('000 MT)	603	766
7,709	4,772	Insulators (MT)	23,614	13,307

Note : Insulators manufacturing subsidiary merged with Nuvo w.e.f. 1<sup>st</sup> April'07

# Sales Volume - Nuvo Standalone

## Annexure VI

Cont...



3rd Quarter		Particulars	Nine Months	
2007-08 Actual	2006-07 Actual		2007-08 Actual	2006-07 Actual
<b>Garments (Lac Pcs)</b>				
13.5	10.7	Shirts	46.8	43.1
5.1	4.7	Trousers	16.4	15.0
0.7	0.5	Suits	1.3	1.0
4.6	3.9	Others	14.2	12.8
<b>Textiles</b>				
1,351	1,220	Linen Fabric ('000 Mtrs)	3,405	3,562
619	711	Flax Yarn (MT)	1,583	1,625
732	665	Worsted Yarn (MT)	2,101	1,992
1,011	1,144	Wool Combing (MT)	3,259	3,314

# Production - Nuvo Standalone

## Annexure VII

Quarter-3 FY 2007-08			Particulars	Nine Months FY 2007-08		
Effective Capacity	Production	Utilisation		Effective Capacity	Production	Utilisation
4,100	4,133	101%	VFY (MT)	12,300	12,895	105%
20,531	17,422	85%	Caustic (MT)	61,594	53,723	87%
57,500	58,428	102%	Carbon Black (MT)	152,500	155,299	102%
216	279	129%	Fertilisers ('000 MT)	648	615	95%
9,750	8,666	89%	Insulators (MT)	27,750	24,889	90%

# Production - Nuvo Standalone

## Annexure VII

Cont...



Quarter-3 FY 2007-08		Particulars	Nine Months FY 2007-08	
Effective Capacity	Production		Effective Capacity	Production
MT / '000 Mtrs.		Textiles	MT / '000 Mtrs.	
27 Looms	1,294	Linen Fabric ('000 Mtrs)	66 Looms	3,464
3228 Spindles	576	Flax Yarn (MT)	8107 Spindles	1,624
5916 Spindles	723	Worsted Yarn (MT)	17748 Spindles	2,145
1.5 Cards	1,010	Wool Combing (MT)	4.5 Cards	3,259

# Cautionary Statement

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Statements in this “Presentation” describing the Company’s objectives, projections, estimates, expectations or predictions may be “forward looking statements” within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include global and Indian demand supply conditions, finished goods prices, feed stock availability and prices, cyclical demand and pricing in the Company’s principal markets, changes in Government regulations, tax regimes, economic developments within India and the countries within which the company conducts business and other factors such as litigation and labour negotiations. The Company assume no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.

Aditya Birla Nuvo Limited

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