

BY E-MAIL/FAX/COURIER

08th February, 2012

✓ To,
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers
Rotuda Building, Dalal Street,
Mumbai-400 001

Fax-022-22722039

BSE Code-533292

Sub: Press Release

Dear Sir


Please find enclosed herewith Press Release dated 08th February, 2012 regarding announcement of Unaudited Financial Results for the quarter and Nine Months period ended 31st December, 2011 and updates on business operation.

This is for your information and records.

Thanking you,

Yours Truly

For A2Z Maintenance & Engineering Services Limited


(Atul Kumar Agarwal)
Company Secretary cum Compliance Officer
FCS-6453



A2Z Maintenance & Engineering Services Limited

Regd. Office : 0-116, First Floor, Shopping Mall, Arjun Marg, DLF City, Phase-1, Gurgaon-122002, Haryana (INDIA)

Corporate Office : Plot No. 44, Sector-32, Institutional Area, Gurgaon-122001, Haryana (INDIA),
Tel. : 0124-4517600, Fax : 0124-4380014, Website : www.a2zgroup.co.in

February 08, 2012

A2Z Maintenance and Engineering Services Limited

Press Release: Q3 FY 12 Results and update on business operations

The company has released its standalone results today which primarily comprise its Engineering Services (ES)/Engineering, Procurement and Construction (EPC) business.

Please visit investor section on the company website, www.a2zgroup.co.in, for the corporate presentation that explains in more detail the company's strategy and its various business units.

Standalone results for quarter ended December 31, 2011

Amounts in Rs Cr

| Particulars | Q3 FY12 | Q2 FY12 | Change (%) |
|---------------------------------------|---------|---------|------------|
| Total Income (including Other Income) | 254.79 | 217.50 | 17.14% |
| EBITDA | 24.24 | 21.44 | 13.08% |
| Interest | 16.59 | 11.37 | 45.90% |
| PBT | 5.62 | 8.22 | -31.64% |
| Tax | 1.16 | -0.23 | -599.57% |
| PAT | 4.46 | 8.45 | -47.20% |

On a standalone basis, total income for quarter ended December 31, 2011 is Rs 254.79 Cr, up 17.14% from Rs 217.50 Cr in Q2 FY 12. Profit before tax for quarter ended December 31, 2011 stood at Rs 5.62 Cr, down 31.64% from Rs 8.22 Cr in Q2 FY 12 while Profit after tax for the quarter is Rs. 4.46 Cr, down 47.20% from Rs 8.45 Cr in Q2 FY 12.

Commenting on the results, Amit Mittal, Managing Director, said "A2Z is in the midst of transforming itself from an EPC company to an Infrastructure company focused around energy conservation and clean energy generation. In a very tough environment we have increased our Revenues & EBITDA as compared to last quarter. We expect to do much better going forward as we will shortly start commercial generation of Power from our power plants and hope to speed up execution in our projects. We are confident of demonstrating significant improvement in the quarters ahead".



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Highlights of various business units

The progress of each business unit is discussed below:

Parent Entity: A2Z Maintenance & Engineering Services Limited (A2ZMES)

The standalone parent legal entity comprises of 3 segments: Engineering Services (ES/EPC), Renewable power generation and others. Summary of the quarterly results is given below -

Total income from operations for quarter ended December 31, 2011 is Rs 249.80 Cr, an increase of 15.84% from Rs 215.64 Cr in Q2 FY 12. ES/EPC contributed Rs 246.06 Cr to the income from operations this quarter, up 22.96% from Rs 200.11 Cr in Q2 FY 12. EBIDTA for this quarter stood at Rs 24.24 Cr, up 13.08% from Rs 21.44 Cr in Q2 FY 12. Others mainly comprise trading of materials used by our suppliers and O&M services provided to some clients.

Sundry Debtors as on December 31, 2011 are Rs 761.50 Cr, down 0.85% as compared to Rs 768.04 Cr as on September 30, 2011. Retention Money, out of total debtors, was Rs 367.54 Cr as on December 31, 2011 as compared Rs 360 Cr as on September 30, 2011.

Order-book Position

| Particulars | Amount in Rs Cr |
|--|-----------------|
| Opening order book as of 1 April, 2011 | 1,397 |
| New firm orders between 1 April, 2011 and 31 January, 2012 | 585 |
| Orders executed and recognized as revenue (1 April, 2011 to 31 December, 2011) | 635 |
| Reduction in Value of Orders due to revision | 62 |
| Unexecuted Order Book as on 31 January, 2012 after excluding revenues recognized till 31 December 2011 | 1,285 |

The Company executed orders worth Rs 246 Cr while it received new orders worth Rs 129 Cr for the period between 01 October 2011 & 31 January 2012.

The industry continues to be competitively intensive resulting in a slow order intake. The company continues to stay away from any irrational bidding due to increase in competition and it continues to keep focus on getting fair margin orders with moderate capital working requirements.

The execution of orders increased in the quarter as compared to last two quarters of the financial year. Certain orders continue to experience delays in receiving corresponding work order revisions.



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