

**RPG
Cables
Limited**



Management Discussion & Analysis

Quarter ended 31st December 2007



Quarter ended 31st December 07 at a glance

■ Summary of performance

Rs. Lacs

Particulars	Q3 FY`08	Q3 FY`07	% Increase	YTD FY 08	YTD FY 07	% Increase
Gross Revenue	11,929	5,853	104%	25,615	15,191	69%
Net Revenue	10,326	5,092	103%	22,418	13,598	65%
PBDIT	668	247	171%	1,224	793	54%
PBDIT %	6.47%	4.85%		5.46%	5.83%	
PBT	(176)	(643)		(1,117)	(2,006)	
PAT	(179)	(646)		(1,125)	(2,012)	

■ Operational highlights Q3

- For the first time after a gap of 5 years company has achieved a turnover of more than Rs.100 crs in a quarter.
- 70% of Rs.33 crores order received from MTNL for PIJF cables has been despatched in Q3 FY 08.
- Over 10% of the company's revenue for the quarter has come out of exports.

- The Company is looking at selling its surplus land at Thane and relocate its HT cables facility to a Greenfield location.
- The company is exploring the possibility of manufacturing power cables from its Mysore facility in next financial year.
- The company is focusing on increasing revenue from its Extra High Voltage (EHV) cables business at significantly higher margin.

■ Future Outlook

- The Company has an order book position of approximately Rs.80 crs currently.
- In view of the rapid GDP growth in the country and the Government's commitment to improve power availability, opportunity for the growth of the business remains aggressive.

Cautionary statement

Statement in this " Management Discussion and Analysis" describing the company's objectives, projections, estimates, expectations or predictions may be " forward looking statements" within the meaning of applicable securities law 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 demand supply conditions, finished goods prices, availability and prices of raw materials, changes in the government regulations, tax regimes, economic development within India and the countries within which the company conducts business and other factors such as litigations and labour negotiations.