

MANAGING DIRECTOR'S COMMUNIQUE

"With our experience and endeavours for the last 26 years and with all your continued and unstinted co-operation, we commit ourselves to continue our efforts for our successful future."

"Ours is a Socio-Economic Growth, fulfilling Government's Cooperation limits. Your company is currently implementing this project in Navi Mumbai. This system is proven to ensure to achieve not less than 30%-35% of saving in the electricity consumption in the mass lighting systems such as out-door street lighting management not only in the local corporation limits but also in the large Malls, Satellite Township, etc., Such newly developed products of your company has got a very good potential at the present juncture of our economy, where power crises is a common phenomenon. Your company is also capable of establishing projects for power generation, utilizing the renewable resources and definitely looks forward to participate in the project implementation being initiated by Government of India in the coming years."

My Dear Shareholders,

I always look for an opportunity to share my thoughts with all of you and through this communiqué, I would like to share with you the following:

For the last 26 years of corporate life, your company, with all your support and co-operation, is a vibrant one today and well poised to be competitive under the prevailing market conditions and economy both in domestic and international markets and sustained its growth inspite of the financial liquidity crunch and economic recessionary conditions throughout the globe during the last few years. I earnestly feel that this could be possible only by your unparalleled co-operation and trust in the company and on its Board of Directors having the multi-faceted skills and capabilities all these years. I take this opportunity to express my heartiest and sincere thanks and gratitude to all of you and also to my colleagues on the Board of the company. I further strongly believe and look forward that under such supportive vision of all of you and proficiency of my colleagues on the Board, your company will have all potentials to march ahead and achieve its corporate vision and mission for mutual benefit of all stake holders.

Your company has completed one more year of successful operation. Just concluded fiscal year of 2010-11, though resulted in a flat performance as that of last year, your company has a very progressive potentials in the years to come, in view of the well set manufacturing infrastructure facilities as well as strong fundamentals. Taking these factors into consideration, your company's R&D division is sparing no efforts in its stride to continuously improving the process techniques, developing higher variants of the products in line with innovative design and also developing new products to meet the customers' requirement keeping abreast itself with the technological advancements and development being taken place elsewhere. In this context, it may not be out of place for me to share my thought that the Energy Saving techniques and products developed by the R&D division are qualitatively well accepted by the market and your company is navigating this technique and product across the country, in addition to implementation of the Energy

Saving projects successfully in Madurai, Chennai and Coimbatore Corporation limits. Your company is currently implementing this project in Navi Mumbai. This system is proven to ensure to achieve not less than 30%-35% of saving in the electricity consumption in the mass lighting systems such as out-door street lighting management not only in the local corporation limits but also in the large Malls, Satellite Township, etc., Such newly developed products of your company has got a very good potential at the present juncture of our economy, where power crises is a common phenomenon. Your company is also capable of establishing projects for power generation, utilizing the renewable resources and definitely looks forward to participate in the project implementation being initiated by Government of India in the coming years.

The details regarding financial performance of your company during the year 2010-11 are highlighted in the Annual Report forwarded herewith. It may be observed there from that your company is maintaining its sustainability with a growth of around 7% and 9.3% in its net profit and EPS respectively over the last year.

I would like to take this opportunity to express my sincere gratitude and thanks, once gain, to all of you for your continuous support in our ventures at all times and also to my colleagues on the Board of Directors of the Company, customers, suppliers, our marketing associates, bankers and our employees at all levels for their continuous co-operation, unceasing confidence and support.

With kind regards



R DORAI SWAMY
MANAGING DIRECTOR