

BY E-MAIL/FAX/COURIER

12th May, 2012

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

Fax-022-22722039

BSE Code-533292

Sub: Press Release

Dear Sir

Please find enclosed herewith Press Release dated 12th May, 2012 regarding announcement of Standalone Unaudited Financial Results for the quarter and Year ended 31st March, 2012 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. B-38, Sector 32, Institutional Area, Gurgaon - 122001, Haryana (INDIA),
Tel : 0124-4617600, Fax: 0124-4617688, Website: www.a2zgroup.co.in

May 12, 2012

A2Z Maintenance and Engineering Services Limited

Press Release: Q4 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.

Standalone results for quarter ended March 31, 2012

Amounts in Rs. Cr

Particulars	Q4 FY12	Q3 FY12*	Change (%)
Total Income	314.65	254.79	23.49%
EBIDTA	39.72	28.12	41.25%
Finance Costs	23.87	20.47	16.61%
PBT	13.50	5.62	140.21%

*Reclassified as compared to last press release

On a standalone basis, total income for quarter ended March 31, 2012 is Rs. 314.65 Cr, up 23.49% from Rs. 254.79 Cr as in Q3 FY12. Profit before tax for the quarter stood at Rs. 13.50 Cr, up 140.21% from Rs. 5.62 Cr as in Q3 FY 12.

Commenting on the results, Amit Mittal, Managing Director, said *"The EPC business in Transmission & Distribution segment of Power Sector continues to face problems. Slow tendering activity has resulted in players bidding aggressively for the projects. A2Z, however, continues to concentrate on fair margin orders only. Besides, A2Z continues to focus on being an infrastructure company promoting energy conservation and clean energy generation. Even in this tough environment we have significantly improved our operational performance over the previous quarter. The company has successfully synchronized its two power plants to the grid. Post some minor modifications, as these plants go streamline soon, we expect to do much better going forward. Further, as we hope to speed up execution in our EPC 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 March 31, 2012 is Rs. 313.15 Cr, an increase of 25.34% from Rs. 249.84 Cr in Q3 FY 12. ES/EPC contributed Rs. 301.67 Cr to the income from operations this quarter, up 22.58% from Rs. 246.10 Cr in Q3 FY 12. EBIDTA for this quarter stood at Rs. 39.72 Cr, up 41.25% from Rs. 28.12 Cr in Q3 FY 12. Others mainly comprise trading of materials used by our suppliers and O&M services provided to some clients. Since we are yet to announce Commercial Operations start date for our renewable power projects, there is no P&L for this segment.

Trade Receivables as on March 31, 2012 are Rs. 779.04 Cr, up 2.30% as compared to Rs. 761.50 Cr as on December 31, 2011. Retention Money, out of total debtors, stood at Rs. 369 Crores as on March 31, 2012 as compared to Rs. 360 Cr as on December 31, 2011.

EPC 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	661
Orders executed and recognized as revenue (1 April, 2011 to 31 March, 2012)	935
Reduction in Value of Orders due to revision	94
Unexecuted Order Book as on 31 March, 2012	1,029

The industry continues to face slow tendering activity leading to a competitively intensive environment. 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. This has resulted in a slow order intake for the company. Despite this, the execution of orders increased in the quarter as compared to last two quarters of the financial year.




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Business Outlook

Power T&D

Power Transmission & Distribution space continues to present a great business opportunity for A2Z. The Company continues to be on the lookout for fair margin orders. The company is confident that the firms which are executing contracts at very low margins or on cost to cost basis will be forced to shut down shops soon. The availability of capital to such firms, which is paramount to successful timely execution, will be limited resulting in impending delays in execution. This will result in improved order inflow in the coming quarters. The company is also making good use of its experience in overseas projects thus far and making quick inroads in the markets outside specifically in Africa.

Renewable Energy Generation

The three renewable energy projects (2x15 MW biomass based co generation projects at Fazilka & Nakodar in Punjab, housed in A2ZMES, and 15 MW biomass based project in Kanpur, housed in A2Z Infrastructure Limited) aggregating to 45 MW have been synchronized to the grid and are under trial runs. The company is currently undertaking minor modifications in the fuel handling systems. Post these modifications, the company is hopeful that it will announce commercial operations start date by end of June 2012. The Power plant at Morinda in Punjab is likely to be synchronized to grid by July 2012.

The Municipal Solid Waste Management (MSW) Business - A2Z Infrastructure Limited & its subsidiaries

A2Z Infrastructure and its subsidiaries collectively have won Contracts (Integrated, Collection & Transport and Processing & Disposal combined) of capacity 8,588 MT/day from 27 urban local bodies (ULB) through competitive bidding under the JNNURM and UIDSSMT schemes. These are typically 25 – 30 year annuity projects with price escalation clauses.

The current list of contracted cities and their status is as under:

S. No.	City	Contract	Capacity MT/day	C&T Start date	P&D start date
1	Kanpur	Integrated	1,500	Operational	Operational
2	Indore	Integrated	600	Operational	Operational
3	Aligarh	Integrated	220	Operational	Operational
4	Muzaffarnagar	Integrated	120	Operational	Operational
5	Moradabad	Integrated	280	Operational	Operational
6	Varanasi	Integrated	600	Operational	Q1 FY 13
7	Ranchi	Integrated	500	Operational	Q4 FY 13
8	Meerut	Integrated	600	Operational	Q4 FY 13
9	Ghaziabad	Integrated	275	Operational	Land allotted but not handed over
10	Bihar Sharif	C&T	120	Operational	NA
11	Darbhanga	C&T	120	Operational	NA

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	Patna	C&T	800	Operations temporarily suspended	NA
13	Fatehpur	P&D	55	NA	Q1 FY 13
14	Mirzapur	P&D	100	NA	Q2 FY 13
15	Jaunpur	P&D	80	NA	Land Disputed
16	Sambhal	P&D	75	NA	Q2 FY 13
17	Badaun	P&D	55	NA	Q2 FY 13
18	Ballia	P&D	40	NA	Q2 FY 13
19	Nanded	Integrated	250	Operational	Q4 FY 13
20	Amravati	P&D	300	NA	Land allotted but not yet handed over
21	Firozabad	P&D	130	NA	Land allotment awaited
22	Loni	P&D	120	NA	Land allotment awaited
23	Basti	P&D	40	NA	Land allotment awaited
24	Ludhiana	Integrated	1,068	Operational	Q4FY13
25	Haridwar	Integrated	250	Matter Subjudiced	Matter Subjudiced
26	Nainital	Integrated	40	Partially Operational	Land allotment awaited
27	Ahmedabad (one Zone)	C&T	250	Letter of Intent received	NA

Operational Performance of the MSW Business

We continue to be very excited by prospects we see in the MSW business. We, steadily, continue to ramp the business aggressively. The growth of waste collection across all our contracts is shown below:

Aggregate Waste Collected in average MT/day

Month	Jul'11	Aug'11	Sep'11	Oct'11	Nov'11	Dec'11	Jan'12	Feb'12	Mar'12	Apr'12
Waste Collection	3,853	3,704	3,936	3,904	4,088	4,155	4,305	4,251	4,021	4,451

The ramp up in the projects will continue as we ramp both within each city as well as start operations in new cities.

Q.



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The Kanpur project, our first Integrated MSW project, is faring well. The average collection of Waste & user charge collection was as per table given below:

Kanpur City	Q4 FY 11	Q1 FY 12	Q2 FY 12	Q3 FY 12	Q4 FY 12
Waste Collection: MT/day	777	1,030	1,159	1,247	1,208
User charges collected & deposited in Escrow: Rs. in Lakhs	35.16	94.28	155.16	197.53	220.83

We have also commenced commercial operations in Aligarh & Moradabad cities where the production of compost & RDF has started.

The Facilities Management Services (FMS) Business - A2Z Infraservices Limited & its subsidiary; Imatek Solutions Private Limited & its subsidiary

A2Zs consolidated FMS business is one of the largest facilities management companies in India with a PAN-India footprint.

The company is in the process of consolidating its FMS business into one legal entity in order to benefit from economies of scale. The Process Automation is progressing well. Customer Segmentation is yielding positive results and some additional strategies around it are planned aggressively in the next 3 quarters. Furthermore, the company is creating cutting-edge IP and has started work on patenting the same.

The company is continuing to focus on Pioneering Innovation led Business models by deploying process excellence, service-add-on's and technology. The company is also trying to move up the service chains by making forays in to travel outsourcing and admin outsourcing. This is expected to result in bringing higher margin business to the company.

For further information, please contact:

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Forward Looking Statements: Certain statements in this release may refer to our future growth and profitability prospects and hence are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ significantly from directional indications stated above. Important factors that could make a difference to the Company's operations include general economic conditions, changes in Government Regulations and Tax Regime, competition etc. The company assumes no responsibility to publically amend, modify or revise any forward looking statements on the basis of subsequent developments, information or events.




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