

Reply to queries on June 2014 quarter financials of BEML Ltd.

1. What was the breakup of sales across the three segments - rail & metro, mining and defense?

Reply : The Net Sales of the Three Segments are as under –

Mining & Construction	-	Rs.336.38 crs
Defence	-	Rs. 14.74 crs
Rail & Metro	-	Rs. <u>150.57</u> crs
Total	-	Rs. <u>501.69</u> crs

2. Understand that Q1 is historically a slow quarter, however sales have dropped by 16% over Q1 FY14 – what was the reason for this drop?

Reply : Reduction in sales is mainly in Rail & Metro segment due to completion of the existing orders. New orders are being taken up for manufacture from II Qtr onwards based on customers delivery schedule.

3. Employee expenses increased by 27% over the previous quarter. What caused the significant increase in this quarter?

Reply : Employee benefits for IV Qtr of FY 2013-14 & for FY 2013-14 were made as per annual actuarial valuation. Pending actuarial valuation, the estimated expenditure on conservative basis has been provided for I Qtr of FY 2014-15.

4. What is the current order book position breakup across the three segments? Could you please provide us with details of any new orders obtained in the quarter or thereafter.

Reply : The order book position as on 01.07.2014 is as under –

Mining & Construction	-	Rs. 1532 crs
Defence	-	Rs. 2558 crs
Rail & Metro	-	Rs. <u>1899</u> crs
Total	-	Rs. <u>5989</u> crs

5. What is the current working capital debt and cash balance?

Reply : The current working capital borrowings is Rs.392 crs as on 30.06.2014.