

Sub : Reply to queries on March 2014 quarter financials

Question	Company's Reply																					
1. What was the breakup of sales across the three segments - rail & metro, mining and defense?	<table border="1"> <thead> <tr> <th align="center" colspan="3">Revenue Breakup : 2013-14 (Rs. Crs)</th> </tr> <tr> <th align="center">Sector</th> <th align="center">3QR14</th> <th align="center">4QR14</th> </tr> </thead> <tbody> <tr> <td>Rail & Metro</td> <td align="right">345.57</td> <td align="right">272.67</td> </tr> <tr> <td>Defence</td> <td align="right">38.14</td> <td align="right">63.94</td> </tr> <tr> <td>Mining</td> <td align="right">397.43</td> <td align="right">440.11</td> </tr> <tr> <td>Others</td> <td align="right">2.16</td> <td align="right">2.90</td> </tr> <tr> <td>Total</td> <td align="right">783.30</td> <td align="right">779.62</td> </tr> </tbody> </table>	Revenue Breakup : 2013-14 (Rs. Crs)			Sector	3QR14	4QR14	Rail & Metro	345.57	272.67	Defence	38.14	63.94	Mining	397.43	440.11	Others	2.16	2.90	Total	783.30	779.62
Revenue Breakup : 2013-14 (Rs. Crs)																						
Sector	3QR14	4QR14																				
Rail & Metro	345.57	272.67																				
Defence	38.14	63.94																				
Mining	397.43	440.11																				
Others	2.16	2.90																				
Total	783.30	779.62																				
2. Please provide operating margins for each of the segments for the quarter.																						
3. 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.	<table border="1"> <thead> <tr> <th align="center" colspan="2">Order Book Position as on 31.05.2014</th> </tr> <tr> <th align="center">Segment</th> <th align="center">(Rs. Crs)</th> </tr> </thead> <tbody> <tr> <td>Rail & Metro</td> <td align="right">1869</td> </tr> <tr> <td>Defence</td> <td align="right">2557</td> </tr> <tr> <td>Mining</td> <td align="right">1457</td> </tr> <tr> <td>Others</td> <td align="right">1</td> </tr> <tr> <td>Total</td> <td align="right">5884</td> </tr> </tbody> </table>	Order Book Position as on 31.05.2014		Segment	(Rs. Crs)	Rail & Metro	1869	Defence	2557	Mining	1457	Others	1	Total	5884							
Order Book Position as on 31.05.2014																						
Segment	(Rs. Crs)																					
Rail & Metro	1869																					
Defence	2557																					
Mining	1457																					
Others	1																					
Total	5884																					
4. Gross margin for the quarter has declined from 43% in the previous quarter to 35% in Q4 FY14. Any particular reason for this reduction, and what is the forecasted gross margin for FY15?	The reduction is mainly due to some material shortage accounted during the year.																					
5. What are the components of the 'other operating income' head?	Sale of scrap and Export incentive are the components of other operating income.																					
6. What are the components of the 'other income' head? What has resulted in the increase in this head from INR 8.6 cr in the previous quarter to INR 35.6 cr in Q4 FY14?	There were write back of certain provisions, interest income on IT refund, LD recovery from suppliers etc.																					
7. What has resulted in the decline in 'employee benefit expenses' from INR 187.9 cr in the previous quarter to INR 149.7 cr in Q4 FY14? Similarly what has resulted in the decline in 'other expenses' in the current quarter over the previous quarter?	The decline is due to reduction in actuarial valuation liability for retirement benefits like Gratuity, Leave, Post retirement medical insurance scheme etc.																					
8. What are the components of the 'exceptional items' head?	There were write back of old liabilities/provisions.																					
9. What is the expected Sales and PAT margin for FY15?	Expected net sales for FY 2014-15 as per MoU with the ministry is Rs. 3600 crores.																					