

Date : 26.08.2015

Reply to query raised by M/s. Alchemy Capital Management Pvt. Ltd.

SI No	Query	Reply								
1	Revenue break up between Mining, Defence & Railways	Available in company website under Info. provided to Investors / Analysts 2015-16 1 st Quarter								
2	Export revenue during the quarter and break up between 3 segments	<p style="text-align: right;">(Rs Crs)</p> <table border="1"> <thead> <tr> <th>Segment</th> <th>Export Revenue (Net) 2015-16 Q1</th> </tr> </thead> <tbody> <tr> <td>Mining & Construction</td> <td style="text-align: right;">14.59</td> </tr> <tr> <td>Rail & Metro</td> <td style="text-align: right;">159.54</td> </tr> <tr> <td>Total</td> <td style="text-align: right;">174.13</td> </tr> </tbody> </table> <p>Above includes Deemed Export Rs.159.54 Crores</p>	Segment	Export Revenue (Net) 2015-16 Q1	Mining & Construction	14.59	Rail & Metro	159.54	Total	174.13
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Mining & Construction	14.59									
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3	Latest order book along with break up between 3 segments	Available in company website under Info. provided to Investors / Analysts 2015-16 1 st Quarter								
4	Inventory and debtor levels as on 30 th June, 2015	<p>Inventory - Available in company website under Info. provided to Investors / Analysts 2015-16 1st Quarter</p> <p>Debtor levels as on 30.06.2015 –</p> <table border="1"> <thead> <tr> <th>Particulars</th> <th>(Rs Crs)</th> </tr> </thead> <tbody> <tr> <td>Trade Receivables (including unbilled revenue)</td> <td style="text-align: right;">1168.15</td> </tr> </tbody> </table>	Particulars	(Rs Crs)	Trade Receivables (including unbilled revenue)	1168.15				
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5	Gross Debt level and Cash position as on 30 th June, 2015	<p>Gross Debt level – Available in company website under Info. provided to Investors / Analysts 2015-16 1st Quarter</p> <p>Cash Position as on 30.06.2015</p> <table border="1"> <thead> <tr> <th>Particulars</th> <th>(Rs Crs)</th> </tr> </thead> <tbody> <tr> <td>Cash & Cash equivalents</td> <td style="text-align: right;">58.95</td> </tr> </tbody> </table>	Particulars	(Rs Crs)	Cash & Cash equivalents	58.95				
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6	RM cost to sales at 63.1% is relatively higher compared to 56.3% in Fy15 – please explain and what steps are being taken to reduce the same – is old high cost inventory still present in the system or we have been able to reduce it?	Mainly due to change in product mix.								
7	Outlook for Fy16 in terms of sales and profitability	Sales - Available in company website under Info. provided to Investors / Analysts 2015-16 1 st Quarter								