

**Reply to Query raised by M/s. IIFL Private Wealth, AVP - Research**

<b>Sl. No.</b>	<b>Query</b>	<b>Reply</b>
1.	Order book position at the end of FY16. Segmentwise composition of order book (rail & metro, mining and defence).	The order book position at the end of FY 16 has been uploaded on our company website ( <a href="http://www.bemlindia.com">www.bemlindia.com</a> ) under “ <i>Investors’ Information / Material Events-Information / Presentation-Information to Investors &amp; Analysts / 2015-16 / Unpublished Price Sensitive Information-4<sup>th</sup> Quarter</i> ”. Company is exempted from furnishing segment-wise information.
2.	Order inflow in FY16. Segmentwise composition of order book.	Company is exempted from furnishing segment-wise information.
3.	FY16 revenue breakup segmentwise.	Company is exempted from furnishing segment-wise information.
4.	FY16 EBIT segmentwise.	Company is exempted from furnishing segment-wise information.
5.	MOU target set with Government for FY17.	“ <i>MOU target for FY 17</i> ” is yet to be finalised.
6.	Export revenue in FY16	Rs. 275.23 Crores
7.	New Geographies the company is entering.	Company is exploring the possibilities of entering into new geographies.