

“Kamat, Laxmi”

Sub : Queries on September, 2014 quarter financials.

SI No	Question	Company's Reply										
1	What was the breakup of sales across the three segments - rail & metro, mining and defense?	End Sept'14, net sales of three segments are as under – <table border="1"><thead><tr><th>Segment</th><th>(Rs. Crs)</th></tr></thead><tbody><tr><td>Mining & Construction</td><td>655.99</td></tr><tr><td>Defence</td><td>34.79</td></tr><tr><td>Rail & Metro</td><td>262.19</td></tr><tr><td>Total</td><td>952.97</td></tr></tbody></table>	Segment	(Rs. Crs)	Mining & Construction	655.99	Defence	34.79	Rail & Metro	262.19	Total	952.97
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2	Sales have dropped further in Q2FY15 versus Q1FY15. From our earlier discussions, understand that this could be on account of lower Rail & Metro sales. Have sales from new orders for Rail & Metro segment commenced? Can you please let us know the projected sales for Q3 FY15.	Sales from new orders for Rail & Metro segment have commenced.										
3	What is the current order book position breakup across the three segments?	The order book position as of 01.10.2014 is Rs. 6433 Crs.										
4	Can you please provide a breakup of inventory across segments.	The total inventory as on 30.09.2014 is Rs.2122 crs.										
5	Has the Sales and profit projection for FY15 been revised based on H1 FY15 performance? If yes, can you please advise on the revised nos.	-----										
6	What is the breakeven sales for BEML?	The breakeven sales are dependent on product mix and sales.										