

M/s.Renjith Sivaram, Sr. Research Analyst

Query	Reply
<p>What is the breakup of the “Other expenses”? Why has it increased significantly this year? What is the likely trajectory in absolute terms and as % of sales going ahead?</p>	<p>Increase in Other Expenses is mainly on account of higher freight expenses, excise duty on FGI, warranty provision, provision for doubtful debts and advances, etc.</p>
<p>Is there any change to the revenue guidance for this year? Have their earlier concerns about order intake in railways reduced?</p>	<p>Concern on orders from Railways continues.</p>
<p>What is our order book and intake target for FY16E? How do we foresee this going forward?</p>	<p>Information available in Company’s website under “Information provided to Investors / Analysts 2015-16”.</p>
<p>What is the margin guidance for 16E/17E?</p>	<p>--</p>
<p>How has the margins moved for railways, earthmoving and defence segment versus FY15? When can we expect the problem in defence to get sorted out?</p>	<p>Exempted from reporting as per Companies Act, 2013 / SEBI.</p>
<p>How were the volumes in Bangalore and Delhi metro for 1HFY16?</p>	<p>DMRC - 40 Cars BMRC - --</p>
<p>The growth in volume of dumpers, bull dozers, excavators in 1HFY16? Which segment did we witness demand? Current market share and how do we see this going forward?</p>	<p>Exempted from reporting as per Companies Act, 2013 / SEBI.</p>
<p>What was the growth in spares and services for 1HFY15?</p>	<p>--</p>

<p>What is the current working capital outlook in terms of debtor days, inventory days and payable days? For FY16E, what is our target in terms of inventory, debtor and payable days?</p>	<p>Debtors & Inventory - Information available in Company's website under "Information provided to Investors / Analysts 2015-16". Trade Payable as on 30.09.2015 – Rs.484.79 crores.</p>
<p>How much of provisions had we provided for during 1hfy16?</p>	<p>--</p>
<p>How is the traction from Coal India in terms of order offtake? Are the order traction in line to meet our earthmoving segment revenue guidance?</p>	<p>--</p>
<p>Overall what is our broad segment wise trend in terms of growth and margins?</p>	<p>Exempted from reporting as per Companies Act, 2013 / SEBI.</p>