

## Strong CV sales to boost volumes in FY17: Wheels India

The commercial vehicles market witnessed a growth of 28 percent in the last year. Srivats Ram, Managing Director, Wheels India, expects the market to remain strong in the current year as well, boosting company's growth in volumes.

Ram said the company is facing a slowdown in its construction and mining segment and this may continue for the coming months due to low commodity prices.

The company's net profits for FY16 rose by 34 percent to Rs 39.9 crore from Rs 29.7 crore in FY15.

**Below is the verbatim transcript of Srivats Ram's interview with Sonia Shenoy & Anuj Singhal on CNBC-TV18.**

**Sonia: Take us through what the outlook is for FY17 in terms of volume growth and what lead to the good performance this quarter?**

**A:** In this quarter we benefited from commercial vehicle growth. The commercial vehicle market is one of our major markets that we serve and that had significant growth of almost 28 percent last year. So that helped us in the last financial year. In the coming year we expect the market to continue to be strong albeit at a lower growth percentage than last year because of the base effect but in the next year also some of the other segments may do well following what is predicted to be a normal monsoon.

**Anuj: What kind of earnings per share (EPS) do you think you will be able to post in next financial year? This year was quite good for you. On a consolidated basis we have an EPS of Rs 34. Would that be right?**

**A:** I would not like to comment on that but definitely we should be able to show some reasonable growth in the coming year. If you look at Q4 per se, I also need to point out that other than the market growth there is also some amount of foreign exchange loss in the Q4 of last year which shows the growth percentage to be significant, but it's not just the market growth which allowed us to show Q4 to Q4 growth; it also a certain amount of forex loss that was there in the Q4 of last year.