

Expect 10% sales growth in FY12: SPML Infra



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In an interview to CNBC-TV18, Rishabh Sethi, executive director of [SPML Infra](#) says, the company's current order backlog is of Rs 3,500 crore.

He further says, the company expects 10% growth in sales in FY12.

Below is the edited transcript of his interview with CNBC-TV18's Reema Tendulkar and Ekta Batra. Also watch the accompanying video.

Q: Where does your order book stand at?

A: We currently have an order backlog of Rs 3,500 crore. These four orders, which we have won, will start execution from the Q4 of this year itself. We will see revenues flowing in from January itself.

Q: You had a bit of a difficult quarter and the quarter gone by where your net sales were down around 42%. What is the entire FY12 looking like?

A: The last couple of quarters were slow because of the seasonality of our business as well as the fact that the order inflow has been slower in the last year or so. That's mostly due to slow government policy decision.

With these orders and our backlog, we should be able to achieve a stable growth of about 10% from last year. But right now the main focus is just execution of current orders, improving the cash flow position and not taken much of an impact because of the interest rate hikes that we are seeing.

Q: If you do 10% growth in your sales, what would the EBITDA margins stand at, what is the target?

A: We have been constantly having an EBITDA margin of around 10-12%. We look to achieve that and better that as well.