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CIN :- L74120MH2011PLC216096

BEW ENGINEERING LIMITED

ORIGINAL EQUIPMENT MANUFACTURERS OF PHARMACEUTICAL & CHEMICAL PROCESS MACHINERY.

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Friday, November 20, 2026

To,
Listing Compliance Department,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra East, Mumbai – 400051, Maharashtra, India.

Dear Sir/Madam,

NSE Symbol: BEWLTD
ISIN: INE0HQI01014

Subject: Transcript of H1 FY 27 Earnings Conference call held on November 16, 2026

Ref: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed, the transcript of H1 FY27 Earnings Conference call held on November 16, 2026.

The above information will also be made available on the website of the Company at https://www.bewltd.com/schedule-of-analyst.php

This is for your information and record.

Thanking you,
Yours truly,
For BEW Engineering Limited

BHAVNA DWARKADAS KUKREJA

Digitally signed by BHAVNA DWARKADAS KUKREJA
Date: 2026.11.20 15:12:05 +05'30'

Bhavna Dwarkadas Kukreja
Company Secretary and Compliance Officer

BEW Engineering Limited
H1 & FY '27 Earnings Conference Call
November 16, 2026

Moderator: Ladies and gentlemen, good day and welcome to the H1 & FY '27 Earnings Conference Call of BEW Engineering Limited.

This conference call may contain forward-looking statements about the company which are based on the beliefs, opinions and expectations of the company as on date of this call. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict.

As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing "*" then "0" on your touch-tone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Rohan Prakash Lade – Managing Director from BEW Engineering. Thank you and over to you, Mr. Lade.

Rohan Prakash Lade: Good evening, everyone. I welcome you all to the BEW Engineering Limited's Earnings Conference Call for the first half and year end of FY '27.

Today I am joined hereby with our CFO – Mr. Yogesh Darekar, and CA – Mr. Anuj Kanodia, who is our financial consultant.

Before we begin, I would like to take a moment to acknowledge and thank all our stakeholders, our customers, employees, partners, bankers and investors for their continued trust and support. Your encouragement has been instrumental in helping BEW sustain its growth momentum and execute our long-term vision.

Prior to this call, we have uploaded the updated presentation. I believe you have had the opportunity to go through it.

To start with, I would like to provide a concise summary of who we are, the market dynamics we are navigating, key recent achievements and our strategic outlook. BEW has continued to strengthen its position as a leading engineer solutions provider for the pharmaceuticals, chemicals and specialty chemicals industries.

Since our inception in 2011, we have built strong capabilities in the design and manufacturing of high performance process equipments tailored to diverse industrial requirements. Our portfolio comprises 9 specialized product categories including 6 dryer variants and 3 filtration solutions, all focused on delivering superior efficiency, reliability and customization with a market share of nearly 40% in our core segment. We have established a strong presence in the industry through consistent quality, engineering excellence and customer centric innovation.

Our engineering equipment caters to a wide range of sectors including pharmaceuticals, sterile applications, fine chemicals, agrochemicals, pesticides, dyes and food processing industries. Since becoming an ASME U&R stamp certified manufacturer in 2016 and subsequently getting listed on the NSE SME platform in 2021, we have remained focused on enhancing technological capabilities and strengthening customer trust. Today, our products are supplied across multiple international markets including Japan, Germany, Israel, USA and South East Asia, reflecting the growing global acceptance of BEW Engineering plus equipments and solutions.

Now coming to the market environment and demand trends. In HY FY '27 remained a very difficult year from the margin perspective due to the sharp volatility in stainless steel, Hastelloy and other specialty metal prices. But since many of our projects have had longer execution cycles, the unforeseen and steep increase in raw material costs impacted profitability during the year.

However, we consciously adopted a balanced and relationship oriented approach with customers in order to protect long-term business opportunities and maintain our strong market position. Despite the temporary cost pressures, our operational foundation has become significantly stronger. Our order books stood at approximately INR 65 crores as on 30th September 2026, providing a good visibility for the coming period.

We continue to witness healthy inquiry generations for pharmaceuticals, specialty chemicals, API and agrochemical customers, especially for advanced filtration and drying systems. The overall market environment for process equipments manufacturers remains encouraging. India continues to emerge as a global manufacturer hub for pharmaceuticals, specialty chemicals and intermediates.

Capacity expansion across API, CRAMs, specialty chemicals and high value chemical segment is driving increasing demand for sophisticated filtration, drying and mixing solutions. Many global companies are also diversifying supply chains beyond China and this is creating incremental opportunities for Indian manufacturers like us. In the pharmaceutical sector, increasing focus on containment systems, sterile manufacturing, environment automation and higher process efficiencies is driving demand for advanced dryers and filter segments.

Similarly, in specialty chemicals and agrochemicals, customers are increasingly investing in higher-capacity and corrosion-resistant process equipments, using materials such as Hastelloy,

Duplex, Titanium, and some lined equipment as well. These industry trends align well with our engineering strength and product portfolio. The filter and dryer industry is also undergo a structural transformation.

Customers today are looking for integrated solutions that improve the product recovery, reduce contamination risk, optimize energy consumption, and improve batch efficiency. Demand is steadily shifting towards higher automation, closed-loop systems, GMP-compliant equipments and customized process solutions. This is particularly positive for companies like us because we are not merely fabricators but engineering-led solutions provide us with strong design and customer capabilities.

Now coming to the operational and strategic developments, we are among the leading players in the filtration and drying equipment segments with one of the widest product portfolios in the industry. Our dryer contributes around 73% of H1 FY '27 revenues, while filters contribute 4.6%, demonstrating the strong acceptance of our core product categories. Our products such as agitated Nutsche filter dryer, Rotary Vacuum Paddle Dryers, Rotocone Vacuum Dryers, Cone Mixer Dryers, and our proprietary special Spherical Dryers continue to see healthy demand across industries.

One of our key differentiators remains our strong engineering and innovation capabilities. Our unique spherical dryer design and customized filter systems continue to receive strong customer response, particularly in pharmaceutical applications requiring efficient discharge and contamination control.

Another important area of progress during FY '27 was operational transformation. We are in the final phase of testing of SAP Business 1 implementation and engaged leading consultants for operational process enhancement, financial planning and organizational scalability. These initiatives are expected to improve production planning, inventory control, execution monitoring, working capital management and overall operational efficiencies over the coming years. We also continue to strengthen our management infrastructure.

During the year, we expanded our production floor capacity and improved plant layout efficiency to support larger order executions and higher throughput. This positions us well to cater to the growth demand from both domestic as well as international markets.

On the export side, we are steadily expanding our global footprint. We have already supplied equipment to markets including USA, Russia, Thailand, Bangladesh, Israel, Indonesia, Saudi Arabia, Brazil and others.

We are also focusing on approvals and audits from global pharmaceuticals and chemtech companies which can become an important growth driving going forward. Looking ahead, our focus remains clearly on improving operational efficiencies and margin profile, expanding

exports and global partnerships, strengthening our position in high-value filters and dryers, developing new engineering products and product solutions, enhancing automation system integrated capabilities, building a stronger leadership and execution platform for long-term scalable growth.

While near-term profitability was impacted due to unprecedented raw material volatility, we believe the long-term industry opportunity remains very strong. With our engineering expertise, diversified customer base, integrated management capabilities, and growth market presence, we are confident of creating sustainable values over the coming years.

Now coming to the half-yearly financial performance, revenue from the operations for the half-year was INR 64.12 crores in H1 '27, as against of INR 98.44 crores in H2 FY '26, driven by a combination of new customer additions and healthy order execution momentum reflected sustained demand across the key segments. EBITDA excluding other income was at INR 6.1 crore in H1 FY '27. Profit after tax stood at INR 1.71 crore in H1 FY '27.

Coming to the yearly financial performance, profit after tax stood at INR 3.78 crores in FY '26.

So, this is it. Now I am happy to open the floor for any questions you may have. Thanks.

Moderator: Thank you. We will now begin the question-and-answer session. The first question comes from the line of Shreya Bajaj with Nvest Analytics. Please go ahead.

Shreya Bajaj: My question is on the financial performance of the company. Despite having CapEx in pharma and chemical sectors, which are our key…

Actually, my question is about the financial performance. Despite having CapEx in pharma and chemical sectors, which are our key end-user sectors, both our top line and bottom line declined sharply. So, what is the reason behind it? And even our presentations also used to explain the reason behind changes in performances, but the current presentation doesn't address this decline at all. So, can you explain about the specific reason for this fall and also explain the new capacity to start contributing to growth and profit?

Anuj Kanodia: Anuj Kanodia here. So, thank you for throwing this very valid question. So, as you would go through our previous investor discussion, where we had mentioned that we are now currently not focusing purely on the top line, but what we are looking forward is to maintain good margins. So, hence, we were not very aggressive in scoring our top line.

However, what we have successfully managed to do is that we have achieved an EBITDA of around 10%, circa 10%. Where we have recovered from our previous, if you see, H2 FY '26 numbers, we had done a negative PAT, which we have turned it around in the H1 '27. So, in

spite of being not aggressive in terms of from the sales perspective, however, we have performed well from the bottom line perspective, if you compare it with the H2 FY '26.

And going forward also, we want to be a little cautious in terms of executing our orders and we want to focus on good margin products. And since we all know that because of the geopolitical situations in the previous year, the metal prices volatility has been quite steep. And the company has successfully been able to manage that volatility because it has actually even continued, the volatility has continued to play. However, the impact is not as deep as it was in H2 FY '26. However, the company was able to manage the volatility and execute its orders profitably during H1 FY '27.

Shreya Bajaj: So, can you give any margin guidance and top line guidance for FY '27 and for the next 2-3 years? What can we expect?

Anuj Kanodia: So, what we have projected is that we are trying to match the revenue of our previous year. However, it can be a little lesser than the previous year by around 10%. That is what we are looking at. However, in the bottom line, we are definitely looking forward to perform better.

Moderator: Ms. Bajaj, are you done with the questions?

Shreya Bajaj: Yes. I am done with the questions.

Moderator: Thank you. Next question comes from the line of Manish Kela, an individual investor. Please go ahead.

Manish Kela: So, sir, I have a couple of questions. One is because of the impact on sales and in your opening remarks, you also talked about letting go some orders because I think you wanted to kind of maintain margins. How easy or how difficult has it been to pass on the increase in raw material prices to your customers?

So, first question is, have we been able to pass on those costs? And if yes, is it only partially? And again, do we think we will be able to pass on further hike in raw material prices to the customers going forward as well? So, if you can answer that question.

Anuj Kanodia: Sure. So, see, whenever there is high volatility and there has been a steep increase in the raw material prices, the markets take some time to accommodate, accept, and adjust. So, that is a similar situation of consumer behavior in every field.

So, yes, definitely, we were not able to completely, completely pass on the increase and it hasn't been a very smooth road in terms of acceptance of orders. However, slowly and steadily, the market is also accommodating to it because whenever there is a steep increase in the raw material prices, people are always waiting for the correction and delaying their orders.

However, now, since we look forward that the geopolitical situation is mellowing down and we are looking forward for more stability in international trade, so, definitely, people are going to get adjusted and accommodated to this particular price range and the orders are going to flow well. So, that is what our expectations are. But as you know, the world is becoming very dynamic. So, we are just hoping for the best.

Manish Kela: And my second question is on the inventory that is sitting in our books. Now, because we have seen an increase in the price of commodities over the past six or seven months, has there been any resultant increase in the inventory that we are holding in terms of the cost?

Anuj Kanodia: See, inventories have been in line with our previous closing balances. So, there has not been any significant movement in the inventory. Sorry, can you repeat the question? What exactly do you mean by that?

Manish Kela: My question was essentially in terms of, so, let's say, the inventory volume is staying static. Have you seen any increase in the price of the inventory because of the increase in commodity costs that we have seen over the last six or seven months?

Anuj Kanodia: Yes, of course. Yes, yes, definitely. So, of course, our procurement cost has increased. So, definitely, our inventory books, since you see that our inventory books sitting at a similar level of March 27.

However, if you see the notes, the composition of the inventory has changed significantly. So, yes, it has. It has definitely our procurement costs have increased for sure.

Manish Kela: Let me ask you the specific question. Yes, I will ask you this specific question. So, we were sitting with sizable inventory in our books as of 31st March 2026. And that was the historical, or you can maybe call it as the low-cost inventory. Now, I am sure the value of this inventory would have gone up, especially after the spike in raw material prices that we have seen post the war. So, my question is, have you seen any advantages or benefits of that inventory because the prices would have preferably risen up? Is that making sense now?

Anuj Kanodia: See, if you compare the pricing of 31st March and 30th September, the increase is not very significant. However, the availability has been more of a challenge and the volatility has been more of a challenge. So, it has not impacted too much. If you will see the figures of 31st March 2026, and if you will see the figures of 30th September 2026, the cost of inventory has not changed quite significantly. However, our availability of material has caused a little delays in terms of production. Also, since because of the volatility, the timing of purchase has to be very much pre-planned and very much looked after to get to have the procurement at a better price.

Manish Kela: That answers my question. And if I can squeeze in one final question, so we were taking services of this advisory firm Leap2Excel. Now, is that over? Because I think in your previous

presentation you talked about it concluding by the end of Q2 FY '26. And if yes, what are the benefits that we have derived so far, and what are the benefits that we see going forward? So, when will we see the actual benefit of the services that you have taken from that advisory? Will it be in H2 this financial year or will it be the subsequent financial year?

Anuj Kanodia: Yes, definitely. So, as we said, Leap2Excel is a firm which comes with a combined experience of more than 200 years where very senior officials of, who are ex-employees of Mahindra and Tata and Blue Star and so on, they are consulting us to improve our efficiency and in various functions, right from the production planning, sales, marketing, HR, as well as operations.

However, all these activities and what we are conducting with Leap2Excel, and we are trying to implement some systems based on the recommendation and based on their assessment, these are getting implemented phase-wise. So, it will definitely have an impact. It has already started showing the impact, which we can see from our EBITDA numbers also. And we are making a lot of changes which are not only reflecting in our balance sheet but also off balance sheet because we have streamlined our production line. Even the additional facility that we are about to start, there are a lot of floor changes that we have made which will increase our production efficiency.

From the HR front also, we have made certain appointments as well as certain restructuring where again efficiencies are going to come. However, if you evaluate the result of it, it will actually start reflecting from the, maybe some of it is already reflected, but going forward it is going to reflect even more. So, it is not something which is going to have a very sudden impact in the short term, but in the long run, in the next 1 year or 2 years' time, you will see the impact coming and showing us on our balance sheet.

Manish Kela: And the new production facility, right? So, again, our PPT says that we get to see full utilization benefits of that facility from April 2027. So, what gives us the confidence? Because our order book has not been at very high levels, and also our sales for this quarter, understandably for the reason that you highlighted, wherein we wanted to protect our margins have not been that great. So, what gives us the confidence that we can make optimum use of this new facility? And also your guidance for the year has not been, what do you say, the sales that you have expected, that you are expecting for this year is going to be almost similar to previous financial year.

Anuj Kanodia: Definitely. So, what we are looking forward is basically, see, the order book what we have maintained right now is in line with our continuous level order book which has been maintaining. But it is at par because we have been a little skeptical and we have been a little cautious in terms of booking our orders.

Now going forward, if you see the pipeline what we have has actually swollen a lot, but we have been very selective and we have been very, very cautious in taking our orders, especially

because we want to focus more on the margins rather than on the quantity, rather than just increasing our top line, which we had even iterated in our previous investor calls.

So, what we look forward is that once our facility comes into picture, we are going to achieve more production efficiency. The movement of goods are going to be better. We can have a lot of synergies in terms of our production processes, and so that our costs are more rationalized, and then we can go ahead and book more orders at competitive pricing with confidence. So, from that perspective, we had given that statement about.

Manish Kela: That makes more sense. I think the immediate focus of the management should be on preserving margins. Top line, I guess, can always come. So, thank you so much for answering my questions.

Anuj Kanodia: Absolutely, absolutely.

Moderator: Next question comes from the line of Rajesh with NB Investments. Please go ahead.

Rajesh: My first question is regarding a small clarification regarding the target you gave for FY '27. You said 10% lower than last year, so we may achieve around INR 160 crores to INR 170 crores, is what you are saying?

Anuj Kanodia: So, when I said, 10% lower is the floor that we are setting, but we look forward to achieve the revenues of our previous years. However, that is a bracket that we are looking at.

Rajesh: No, so that is fine. So, you are saying with respect to March '26 figures, right?

Anuj Kanodia: Yes. March '26 figures.

Rajesh: So, 10% less than that, right? But with better margins.

Anuj Kanodia: I am saying up to. Yes, so we might, we might.

Rajesh: Plus or minus will always be there.

Anuj Kanodia: But our target, see, otherwise, we are confident to achieve our previous year's sales. However, it can have a delta of 10% because we are focusing more on the margin.

Rajesh: Because already you have done INR 64 crores and you have, I think, INR 60 crores of orders in hand. So, only thing is you would require another 40 or plus crores of orders to win during the remaining 4-5 months, correct no?

Anuj Kanodia: Yes.

Rajesh: Now once this year is passed, and hopefully irrespective of the war situation, the raw material prices would have stabilized by then, thereafter can we expect minimum 20% of growth for future?

Anuj Kanodia: Absolutely, that is what we are looking at. So, what we foresee is that once we stabilize with our margins and once we stabilize with our operations with the additional facility coming into picture, definitely that is what we are going to target. The company is going to target a growth of at least 20% on the top line.

Rajesh: The second question is about this additional facility. See, this facility was supposed to come almost 2 years back. More than 2 years back and it got delayed because of heavy monsoon and so on so forth. And I believe there was some delay in getting permission from MSIDC to merge with the existing location.

All in all, it has taken more than 2 years which is quite long. I don't know why the management took so much of time in getting this new place commissioned and start using it. Anything you can share?

Anuj Kanodia: Maybe Rohan can give you a better insight on that. Rohan, would you like to add?

Rohan Prakash Lade: Yes, you are correct. It took more time than expected. But I think you only gave us a reason for the same. Because of the MSIDC approvals and the amalgamation and the monsoon season as well, the amalgamation itself took us around some 6-7 months to get it done. So, because of that, we were not able to conclude the last leg of the completion and that got heavily delayed also in between. And as the monsoon came, we had to stop the work during that period as well.

So, because of all those issues and not only that, 2 years back when my father was there, he was the one who was handling all the complete project. I would say, of the expansion and everything. So, after him passing away, I had to change my focus towards it. So, that also, and at the same time, the March was approaching. So, all those things does took additional time to get me on track of all those things. So, yes, it should have been completed by March '26 only itself. But yes, that is the reason it took more time than expected.

Rajesh: Now that you have given the schedule that it should be 100% ready by this March '27, are you foreseeing any more difficulty challenges or?

Rohan Prakash Lade: No, no, no. Now no. Now, we don't foresee any difficulties. In fact, we would love to inform you also, we have also gone ahead with the solar also for the new expanded plant. So, we are putting solar system also. That also will be under operation in the next 3-4 months.

Rajesh: And my next question is about the inventory. If you see in FY '25, when the year-end was over, we were stuck up with a huge inventory of Hastelloy, the special type of steel which we use. And thereafter, the prices had fallen down and also the Bangladesh orders that we were expecting, that did not materialize. So, we ended up having a huge stock of that.

So, now, with the price having moved up, I don't know whether it is, so you have given FY '25, it was around 4,650, now it is around 5,000. Did we able to dilute that stock?

Anuj Kanodia: So, I will just brief you. See, the stock of that Hastelloy product, what we had, they were not raw material plates. So, they were Hastelloy which were bonded with steel and cut into a specific size. So, it is not a kind of material which can be used for any product. It has to be used only for a particular specification of that product.

However, the good thing is that this year, we have utilized a portion of it in some of our existing orders on which we definitely, since we wanted to have the inventory moving and rolling, so even if we were not getting the full exact price of that particular product, however, we still executed that product so that we can efficiently use that particular inventory and we can have our inventory turnaround in a faster way.

Rajesh: So, if I have to ask you, like in March '25, when they said how much value-wise if you can share some details, how much of Hastelloy we were stuck and as on September '26, what is the Hastelloy stock we are holding? Maybe value-wise or volume-wise, quantity-wise also, whichever way you feel comfortable and you have the information, you can share it with us.

Anuj Kanodia: I don't have the numbers right in front of me for FY '25. However, just to give you an approximate number, it was around INR 38-40 crores in FY '25 and in September, it is close to around INR 28-29 crores.

Rajesh: So, during the course of the last 1.5 years, we were able to dilute almost INR 10-15 crores, something like that.

Anuj Kanodia: Yes, INR 9-10 crores is what we have diluted.

Rajesh: And my last question is about the financial position of the company. I know the prices have gone up and we are not taking much of the orders, but if you see your own presentation, the chart that you have given in the slide number 16, if you see the parameters, either inventory, receivables, net working capital, and the previous slide, ROA, ROE, everything doesn't indicate good status. So, without delving into the reasons, because most of them we are already aware, by when do you think these things will start improving?

Anuj Kanodia: See, if you see the net working capital also, it shows you the figure as of 30th September, which can significantly, because we had revenue of a very significant amount of around INR 18 crores

in September itself. That is why your data are a little high, but if you see over a period of time, that will subside down and it will come to the normal levels.

However, that is also one of the areas where we acknowledge that there is a concern and we are working on it to improve our working capital cycle so that we can turn around our capital in a more efficient way and utilize our capital in an efficient way to give better results.

Rajesh: So, when that can happen? Is it by this year-end or maybe it will take some more time?

Anuj Kanodia: It will take some more time. Definitely, it will take some more time. Because, see, this will be an outcome of a lot of connected functions where we need to bring in efficiency, which will eventually result in a better working capital management.

Rajesh: Sorry, if I could squeeze in the last question. Two years back, we had done a continuous drying product, drying vessel or reactor for Aarti Industries also, and it had got very good customer compliments and all the comments and so on. And it was said that we were supposed to get more and more orders for that product. So, have you received any orders for those products or nothing has happened in that?

Rohan Prakash Lade: No, see, definitely, because any new product when you bring into development and you get a particular order, it does take a lot of time for the customer to convince that, yes, this can be a much, much better product for you to going ahead, which can provide you better efficiencies also.

Aarti, yes, they gave us an order because they had been using a similar kind of a dryer, which they had to import from one of the European manufacturers. So, in that particular order, they had given us a lot of inputs also to manufacture that.

But after that, we have been receiving a lot of requirements for such kind of products. But yes, these are not some standardized equipments which you manufacture. These are completely based on the customer requirements. So, we have to collect a lot of data from the customers for that.

Yes, we have got a handful of requirements in the last couple of years for such kind of a dryer. And with Aarti, we didn't supply the same kind of a dryer. But yes, currently also we have an order worth of around INR 10 CR with them for some different type of dryers. So, yes, but that particular product has opened up doors for other products also with Aarti. That we are definitely doing.

And as you correctly spoke of the continuous dryer, we are definitely working on that with various requirements also going ahead. Because such kind of dryers will require a lot of support from some consultants also going ahead. Because designing of such products has to be done

by an expertised consultant only. So, then only we can proceed with this. So, yes, definitely these products do take a lot of time for the customer also to get very sure whether they can go ahead with such kind of a dryers or not.

Rajesh: No, since your father who used to look after the R&D part and other things, so with the current demise, has those works also got hampered with that?

Rohan Prakash Lade: No, no, no. See, we currently have a person who is looking after the R&D also. In fact, when my father was there, this one dryer we had supplied to Aarti, but he had one more dryer he was making that is called a continuous tool dryer also. So, that also he was making and that was almost 50% done by him. But that balance 50% was done by me and my R&D team. So, we have hired a R&D person who is looking after the R&D division and he is working on those products also.

So, yes, after that we have done couple of R&Ds also for different products which you will come to know also. We will be sharing soon for one of the products also which we have supplied to a good pharmaceutical company, different kind of a dryer with different kind of a customization in that. So, that also we are doing.

And the one which my father has done, we are developing a very small pilot scale equipment for the same so that we can put those pilot scale modulators or dryers with various customers because we do got requirement from customers for dryers for that kind of a dryer as well. And unfortunately, we are not having the pilot scale dryer, so we are not able to offer that.

Rajesh: Thank you very much for the detailed answer.

Moderator: Next question comes from the line of Kapil Aggarwal with Daksh and Associates. Please go ahead.

Kapil Aggarwal: My first question is regarding the current year guidance which you have given around INR 170 crore of top line, and right now we are, in H1, we have achieved gross margin of 10%. So, in H2, I think it should also be improved due to you can say the revenue will increase. Can we see 12% to 13% kind of margin in H2?

Anuj Kanodia: Well, it all depends upon we are targeting, definitely. If you look at the targets, we are targeting an EBITDA of around 14%. But again, it all depends upon the volatility and the availability of raw material.

Kapil Aggarwal: I think for H2 everything will be in our control, we can say. Like, orders are there, prices of orders are there, inventory is there. So, I think we can predict quite good for H2. I am not asking for FY '28 or FY '29 right now.

Anuj Kanodia: Yes, we are optimistic about it. So, we might, we are looking forward to achieve that numbers.

Kapil Aggarwal: And what kind of top line and margin we can expect in FY '28 and '29?

Anuj Kanodia: So, FY '28, since we will be also commencing with our additional facility and looking forward for a lot of efficiency, definitely we are looking forward for a growth of around 20%, 15% to 20% in the next 2 years.

Kapil Aggarwal: And margin?

Anuj Kanodia: Margin definitely will be in the lines of around 14% EBITDA.

Kapil Aggarwal: And what is the plan to reduce our debt in near future?

Anuj Kanodia: So, in the near future, we are not looking forward to reduce our debt. We are looking forward to maintain our debt. And, if required, we might go for an additional funding once we feel that our working capital cycle is exhausted.

However, in the next 1 or 2 years, we are not looking forward to reduce our debt. In fact, we are looking forward to increase our revenue, bring efficiency, and increase our margins and utilize our capital in a better way.

Kapil Aggarwal: So, as on September 26th, our inventory is around INR 128 CR. So, can you give some idea that how much of this inventory will be older than more than 12 months or so, if something is there like that?

Anuj Kanodia: So, what you can do is you can drop an email regarding this. We can give you a complete aging of that.

Kapil Aggarwal: And on the orders right now, we are having around INR 60 crore of orders. So, what is the execution period for that?

Anuj Kanodia: So, normally, the turnaround period of this order, we are looking forward to close this order close to around February.

Kapil Aggarwal: Sorry.

Anuj Kanodia: February 27 max.

Kapil Aggarwal: February 27. Okay, within this year only. And what is the order pipeline, if you can say something? And what kind of conversion we are expecting for FY for, we can say, year-end '27, what kind of order book or things will be there?

Anuj Kanodia: From April FY '27 onwards, we are targeting to build our order book to at least INR 85 crores to INR 90 crores at any given point of time.

Kapil Aggarwal: What is the order pipeline right now, if something is there?

Anuj Kanodia: So, order pipeline right now is around INR 171 crores.

Kapil Aggarwal: And what kind of conversion we can expect out of it?

Anuj Kanodia: Well, there is no thumb rule as such. It all depends upon the market scenario and the product pricing that we are offering. But more than pricing, it is also about the quality and how soon the investment decisions are made from the industry end.

Kapil Aggarwal: That's it from my side.

Moderator: Next question comes from the line of Alok, an individual investor. Please go ahead.

Alok: I think some of the questions I have already got answers on. Just a couple of things. One is on aging of receivables, are there any receivables which are overdue for a long period now? Because the number of receivables has not come down despite the global sale.

Anuj Kanodia: So, there is one receivable which is a little old. However, that is not sticky because the reason the receivable has not materialized is because that pertains to one order what we had exported to Russia. And that was the last due amount which we have not received because our bank was not able to coordinate with the bank of the party to provide him the bank guarantee. And only because of that, that particular amount is pending, which amounts to around INR 13 lakh.

Alok: 13 lakhs. Okay. Otherwise, there are no overdue.

Anuj Kanodia: Otherwise, all it is a good and they are not pretty old.

Alok: In terms of cash, we are having very less cash at the end of the month, end of the half year. So, how does the cash outlook look like? Are there plans to raise more debt to manage cash?

Anuj Kanodia: Sorry, come again.

Alok: I was saying the cash balance seems to be very low at the half year end. Is there a plan to raise more debt to fund cash and operations?

Rohan Prakash Lade: So, not really. We might need funds. We might need to raise funds to rationalize our interest cost as well as raise some additional capital to achieve better procurement to get our upper hand in terms of procurement of goods.

However, if you look at the cash balance, it is dynamic. As soon as the billing happens and the debtors get materialized, the cash balance is sufficient enough to fulfill our expenses.

Alok: And in terms of ROE and ROCE, it has been continuously on a downtrend. It was from 25%-26%, it has come down to single digits, lower single digits. What is the broad plan to pick up the ROE and ROCE?

Anuj Kanodia: So, the broad plan is to focus on the margins rather than the top line. As I had also reiterated earlier, our main focus will be to increase the margins, bring more operational cash flow in the company. And that is how automatically our ROE, ROE and ROCE will definitely improve over a period of time.

Alok: Margin improvement is the single focus.

Anuj Kanodia: Yes.

Moderator: Next question comes from the line of Rohan, an individual investor. Please go ahead.

Rohan: Sir, firstly, I just wanted to understand on the revenue breakdown on a product level, right? So, while ANFD, I think, would have slightly higher margins and the Rotocone vacuum dryers, these are more crowded spaces, right? So, what is basically a very broad level breakdown, you know? Because on the last call also you mentioned you are facing some very strong competition from 2-3 players in Gujarat, right?

And while we, when we look at, when we study the company in detail, it seems that you have a lot of know-how and designs are done in-house, right? For the equipments and even when it comes to Hastelloy, the welding is a very difficult thing. So, where exactly is that gap is what I am trying to understand? When we have so much design know-how, then why are we, how is our small, we are facing competition from smaller guys and how much is the specialized product part of our revenue, basically?

Rohan Prakash Lade: Yes, see, with respect to ANFDs, I will say we are not facing competition from the smaller players. We are facing the competition from the bigger players also. Because, yes, yes, because to get more revenue, because they have outgrown themselves and they are in the race to generate more and more revenue. So, in doing that, they have come down on their margins also.

And when it comes to, and whenever there is a big quantum order going on in discussion, so definitely there you will see a very fierce competition in such kind of orders. And we also aim to get such kind of orders because, yes, instead of hopping in with 5 customers for 5 different orders, if you get a 5 order from a common customer, it is more better for us.

So, definitely we try to get such orders more. But, yes, similarly, the bigger players, they try to somehow get that order because they want to get more revenue. But then, we also have to

think twice before leaving those orders because then we have to see how much margin we can work for those orders and then take a call whether to leave, get that order or leave the order.

So, that also becomes a problem even though NFD is a very good product, but simultaneously the competition is increasing there also. So, where we get better margins is products like, different products like our cone mixer dryer, our spherical dryer. That products are giving us a very good margin.

And, yes, Hastelloy, we do get a better margin than the SS equipments. But there also we are facing competitions from these bigger, bigger, bigger players also, because they also have that sort of expertise going ahead at their end also. So, definitely any customer will always compare with the best who are best in the business of giving such kind of dryers.

So, obviously we have to face such competitions going ahead. So, that also sometimes do take a hit on the margins also. So, we have to take a call whether to go ahead with that margin or not or to leave the order. So, that sometimes we have to decide with the size of the order.

Rohan: So, sir, looking at the current scenario, right, so this was happening, I don't know when it started, whether it started one year back, or this price cutting from the larger players, because earlier our margins were much more stable and much more better.

So, looking at this scenario, what is your strategy going forward, right? If this continues, because when we read GMM's con call, it seems like they are focusing on other industries, where it does not seem that they are going aggressive on pharma as such. But if the ground level situation is like this.

Rohan Prakash Lade: No, see, it is not just one. There is not only GMM, there are others also, other 2 more big players also. So, it is not just GMM and with GMM and others, they have multiple product portfolios, right? As you said, they are focusing into some other division, other industries also because of that. Like glass lining, we do not manufacture. They are doing that. So, that also helps them out in that part.

But what we are doing now is that to try to cope up with this is that, yes, two things are that we have to bring down the rotation cycles, we have to bring down our delivery cycles to generate better margins. And also simultaneously, we are working on our designs to make it more customer-centric with the least cost cuttings keeping in mind the quality and everything. So, there we are working over there.

Then simultaneously, we are trying to bring in efficiencies in our production departments, that there we can save a few of the margins. And also simultaneously, we are trying to approach to customers for complete packages also. Like whenever you go, whenever a project comes, it is not just the filter dryers. So, there are vessels, reactors. Then there are mixers, blenders, along

with the filters and dryers also. And we have a good range of all these equipments also which we do manufacture.

Earlier we are not focusing on this because space was a big hurdle for us going ahead. So, now the space, I think, is there. So, yes, we have started focusing as a whole to all the customers. So, we have started approaching customers that give us a whole package where you can get a single window and you can get all the things. So, that way also we are trying to improve on our margins also.

Rohan: Okay, sir, trying for turnkey solutions basically. But, sir, how, like within pharma, this I think will be a very tough thing to crack, right, especially with well-established brands and MNCs.

Rohan Prakash Lade: No, see, we are not going complete turnkey, we are not saying that you get the whole project done from us. What we are telling that you give us a block. So, there are blocks, there are multiple blocks in that whole project. So, suppose in that block you are having some 4 or 5 NFD requirements. So, along with that 4 or 5 NFDs, there will be 10 reactors, there will be 4 or 5 mixers, there will be couple of blenders, there will be couple of 4 or 5 tanks also. So, like that we are approaching.

We are not approaching the full turnkey because I know it is a little tough nut to crack for the full turnkey also, and you require that sort of a bigger team also if you want to execute such kind of turnkey. So, that definitely we don't want to enter into. But yes, as already we are trying to execute a common block for a particular product.

Rohan: So, sir, going forward, are you confident you can get back to that 12%, 13% EBITDA margins? Are these initiatives being taken internally? Are these actually--

Rohan Prakash Lade: Yes, with all those things only we are trying to see how we can improve our margin. These are the multiple ways which we can see, yes, we are going ahead, this can help us to increase our margins.

Rohan: And sir, in the H2, broadly, I think you are targeting INR 100 crore sort of top line. Can we expect slightly better margins than H1, especially considering that the shocks will normalize, right, to some extent? Customers will start accepting all of that. So, in the second half, can we expect EBITDA margins to go up to, say, at least the 11% mark, and it will remain at the H1 level?

Anuj Kanodia: Definitely we are working on that EBITDA margins. We have definitely improved the EBITDA margin compared to the previous half year. And yes, we are very positive that we are going to cross the double digit in the coming half year of this particular year.

Rohan: And sir, second, now coming to the exports piece, right, you mentioned this Japan, you guys had signed an NDA with the customer, and further that you were planning to do some

exhibitions in Japan, right? So, right now our export revenue is quite minuscule. So, are we able to crack the export market? Because capital goods in general, cracking the export market is quite a big feat for anyone. So, what is the status on that?

Anuj Kanodia: We have already. Yes.

Rohan Prakash Lade: Yes, please go ahead.

Anuj Kanodia: Rohan, it is absolutely brief.

Rohan Prakash Lade: So, yes, definitely with the Japanese market we have signed NDA with them, so definitely that is very much looking good for us because we got order also, one order also from them six months back. And in fact, we delivered the equipment also last month to them. And right this month, we will be participating also in one of the exhibitions in Japan by the end of this month. So, definitely you will come to know about that also in the next few months. Yes.

And not only that, to target more on the export parts, we have appointed an export manager also to look into the export order also. So, he has just joined one month back itself. So, that is how we will be going ahead and see how to and we are targeting particular regions also for the export also. So, going ahead in the next year also, you will see we will be participating across the globe in some exhibitions also. And definitely we will see a better export turnover in the next coming year.

Rohan: And sir, the single order was what value which you got?

Rohan Prakash Lade: Which one? This Japan one? This was around close to INR 1 CR.

Rohan: INR 1 CR, okay. Sir, one request actually, I will send you guys a mail. Can you provide the revenue breakdown by product for, say, the last 2 or 3 years?

Rohan Prakash Lade: Yes.

Moderator: Next question comes from the line of Shreya Bajaj with Nvest Analytics. Please go ahead.

Shreya Bajaj: I just wanted to understand on FY '28 and onwards, I am seeing there is a lot of CapEx happening in pharma and followed by chemicals. So, how do you see the order pipeline, the order inflow kicking in going forward, particularly from the perspective of '28 and '29, sir? How we should think about that?

Anuj Kanodia: So, even the order pipeline currently is quite healthy. What we are looking at is that from '28-'29 it is going to become even better, and definitely, a lot of demand is going to come from the pharma and the chemical industry as there is a lot of initiative which has been driven in that particular industry. So, yes, we look forward that our order pipeline is also going to increase,

and because of our efficiency, we are going to obtain some efficiency in our costs, and we will be able to turn around or materialize more of it.

Shreya Bajaj: And when do you see touching the earlier peak bottom line which we did in '24, somewhere around INR 15 CR? That kind of number is again, if you look at the margins you are speaking about, once those margins recover, can we expect that those kind of bottom lines?

Anuj Kanodia: Yes, so once the stability comes in the commodities market, and the demand is strong, and our efficiency works in our favor, and so definitely we can achieve that going ahead.

Shreya Bajaj: And will you be able to put some timeline to it.

Anuj Kanodia: Well, it will be very difficult for us to put timeline in the current scenario because a couple of things definitely are internal, but there are lots of factors which are external to the company.

Moderator: We have a question that is from the line of Rohan, an individual investor. Please go ahead.

Rohan: One thing on the competition side, apart from the larger names we know, right, from whom else are you facing competition? So, basically, what I want to try to understand is, are we playing only in the big league or even the smaller guys we are competing against? And secondly, even which are the MNCs against which we are competing, you know?

Rohan Prakash Lade: See, we have to compete with everyone because when you go to big corporates, big giants in pharmaceuticals there we have to compete with the big players. But when you go to a B-grade and C-grade customers, so they always look to buy a very cost-competitive equipment. So, obviously, there we do face competition from the local market also.

So, as I told you, that is why we are trying to optimize our designs also based on the customer requirements. So, we are making changes in our designs also based on the customers. Like if it is a different customer, the requirement is also accordingly, we will make a difference or different type of equipment. And in any case, we will always emphasize that the quality doesn't get hampered. So, quality will be the utmost priority for us. Keeping in that mind, we are doing design changes, which can make the equipment more cost competitive.

Rohan: And sir, from our current facility, like with the new facility as well, so total what kind of revenue can our infrastructure support? Can it support a INR 300-350 crore sort of revenue in the future?

Rohan Prakash Lade: Yes, right now can't put any figures, but yes, nearby what you said, definitely it can do that. We can do that with the new expansion happening and with the efficiencies and everything coming up, definitely we can put us on that sort of figure.

Rohan: Sir, the order books looks quite small at INR 60 crore. Are you still confident of closing at INR 100 crore for this H2?

Rohan Prakash Lade: See what we are currently yes, Anuj, go ahead.

Rohan: Yes, because we have been tracking the company and we have always been falling short of our guidance. Of course, now we have cut down our guidance again, but the fact remains the same, right? Then that is why we need to--

Rohan Prakash Lade: Currently, we have a good pipeline also and not only that, we are seeing a lot of bigger requirements going for closures also in next couple of months also. And not only that, we are targeting Hastelloy orders also in that because Hastelloy will help us to achieve that revenue very fast. That is why we are more focusing on the Hastelloy orders, even though with Hastelloy orders little bit with margin we can play.

Because just to give a simple comparison, making one Hastelloy equipment and making 3 SS equipments requires, that is a comparison you can say. So, to make 3 equipments you will require that sort of manpower and that same revenue can be generated through one equipment. So, that will definitely help us. So, that is why we are more focused on getting those sort of orders.

Rohan: You are saying the turnaround time is quicker for Hastelloy orders?

Rohan Prakash Lade: Not quicker, it is the same, pretty much the same, a little bit higher. But the revenue, because as I told you, the price which 3 SS equipments can give you, that is a single equipment of Hastelloy can give you, just to give you a rough idea. That helps to achieve that revenue also.

Rohan: So, till now, how much are these Hastelloy equipments part of our revenue? Very broad figure, like say 20% or 30%?

Rohan Prakash Lade: We don't have the breakup right now, but yes.

Anuj Kanodia: I do have. It is close to around 28%.

Rohan Prakash Lade: Yes.

Rohan: 28%. Okay.

Anuj Kanodia: Yes.

Rohan: And our margins on this product, on these equipment is slightly higher or slightly lower?

Rohan Prakash Lade: Yes, are better than the SS equipment.

Anuj Kanodia: So, what happens is these products help us to gain more volume in the similar operational period.

Rohan: Yes.

Anuj Kanodia: So, what SS design takes the same amount of effort and time and the labor is taken by the Hastelloy. I mean, there is not much delta. It can be a 15%-20% delta to it, but the price recovery is better in Hastelloy products.

Rohan: And finally is on the customer side, right. Now, we have put in the big names, pharma sector big names, right? Cipla, Lupin, everyone is there in our presentation. Now I wanted to understand first is on the two parts. One is on the customer concentration as to who are our top five or if not with names, at least what percentage these guys contribute. See, the top one and two and then the top five.

And secondly is, how much of our orders are actually coming from these giants and how much are coming from the smaller pharma players? Because many times it happens the bigger guys are only part of the presentation, but the smaller guys are taking a major chunk of the revenue. So, just an understanding on these two aspects.

Anuj Kanodia: So, Yash, actually, see, our customers are not, these are not regular buys. These are capital goods, okay? So, our customer profile changes from period to period. So, it might happen, maybe the Lupin is a top buyer in a particular month. However, it can be another pharma company which is again the top buyer which is not listed. Maybe some other company will be a top buyer.

So, our customer, if you see our top 5 customers, it will be highly dynamic if you compare it with the previous quarter or even the previous half-year period. You will not get that consistency in the name of the customers and the order value. So, if you want for the H2, we can definitely share it with you. However, you might have to drop an email and we can share that.

Rohan: Yes. And on the quality of customers, like I mentioned, some sort of breakdown, the larger guys, the more well-known guys, how much they contribute to our revenue versus the smaller players?

Anuj Kanodia: So, see, again I am telling you, because this is highly dynamic.

Rohan: No, even a broad range over the last 2-3 years.

Anuj Kanodia: So, there are a lot of larger players where the order value is very stable. However, there are a lot of smaller players who are looking forward to become larger players. They are the ones who invest more into the capital goods. So, that is where this data can actually change.

Rohan Prakash Lade: See, one thing I would like to tell you, larger players will always, they will always keep on having some more CapEx, some more expansion or greenfield projects. So, to have those sort of customers is very much important going ahead over the years and years. Because see, whenever a boom, like you take the COVID era, when the COVID happened, after COVID there was sudden boom in the pharma market. Everyone was into the expansion mode, everyone was putting smaller, big plants. But that got slowed down after a couple of years then.

But even when it got slowed down, these big giants, they will still have putting projects. Because small customers, they won't come up every year and put projects. They might have a project once in 5 years, but big giants always will have requirements, as I told you. So, that is why the more focus is always on the big giants, and also the margins can come better with big giants as compared to the smaller players, small customers.

Moderator: Thank you. Ladies and gentlemen, due to time constraints, we have reached the end of question-and-answer session. I now hand the conference over to Mr. Rohan Prakash Lade, Managing Director from BEW Engineering, for closing comments.

Rohan Prakash Lade: So, thank you, everyone, for the Q&A session. So, in my closing remarks, I would like to say that our foundation remains strong to build on engineering excellence, customer trust, and disciplined execution. And with our new facilities set to come online and a robust pipeline in place, we are entering an exciting phase of scalable growth as well. So, I would like to thank you all out to take the time and attend this call. Also, thankful to each member of BEW as well as our client, creators, bankers, financial institutions, and our stakeholders. Thank you.

Moderator: Thank you. On behalf of BEW Engineering Limited, that concludes this conference. Thank you for joining us. You may now disconnect your lines.