Marc Technocrats Limited

AN ISO 9001:2015 Certified Company

CIN: L74210HR2007PLC125245

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Dated: 27.11.2026

To,
The National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai-400051.

SYMBOL: MARC
ISIN: INE0TD401015

Dear Sir/Ma'am,

Subject: Submission of Transcript of Earnings Conference Call under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to the provisions of Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Company has conducted an Earnings Conference Call with analysts and institutional investors on Monday, November 23, 2026, at 05:00 PM (IST), and discussed the financial and operational performance of the Company for the second quarter and half-year ended September 30, 2026 (Q2 & H1 FY 2026-27).

In this regard, please find enclosed herewith the transcript of the aforesaid Earnings Conference Call for your information and records.

The transcript is also being made available on the Company's website at www.mtplonline.in.

You are requested to kindly take the above information on record.

Thanking you,

Yours faithfully,

For Marc Technocrats Limited

Chetna

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Date: 2026.11.27 15:01:43 +05'30'

Chetna
Company Secretary and Compliance Officer
M.no. A69524

Encl.: Transcript of Earnings Conference Call

Ref No ..... Date.....

MARC Technocrats Limited
Q2 FY'27 Earnings Conference Call
November 23, 2026

Moderator: Ladies and gentlemen, good day and welcome to Q2 FY'27 Conference Call of MARC Technocrats Limited.

As a reminder, all participants' 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.

I now hand the conference over to Mr. Hitender Kumar. Thank you and over to you, sir.

Hitender Kumar: Good evening, everyone. I am introducing myself. I am Managing Director of the company named MARC Technocrats Limited.

First of all, I want to brief you about the company's overview, what MARC Technocrats works. Basically, MARC Technocrats is an engineering consulting company that participates in India's infrastructure and provides advisory services to the government sectors. Our major clients are NHAI, NHIDCL, Ministry of Road Transport and Highways, State PWDs, MPRDC, MSRDC, etcetera. Presently, we provide services in infrastructure like site supervision, design, detailed project reports, third-party techno-financial audits, and pre-bid advisory also.

For Marc Technocrats Limited

Managing Director

Fact and figures, recently, we have completed 40-plus projects of DPR and construction supervision. We have 156 ongoing projects. We have five government clients, which I just mentioned. Presence is in four sectors. The first major is supervision and quality control. When we make highway projects, the government appoints us as an engineer and our complete team of engineers supervises the projects. Under our supervision, we supervise major infrastructure projects in India and the government provides us with contracts.

The second vertical is detailed project reports. If a project is to be made, a project report is made, a design is made, a cost estimation is made, and the viability of the project is also checked on the basis of the project. So, we make the first detailed project reports.

After that, we also conduct third-party techno-financial audits. For example, if a government project is being made, the government officials supervise it. So, we conduct third-party audits so that we can ensure the quality of the project. And then there is pre-bid advisory. Whenever a highway project comes for bidding, in which construction companies bid, just like GR Infra, L&T, Cloud Construction Company, HG Infra. When these types of companies bid for big highway projects, they take pre-bid advisory from us. What amount should we quote on this? What will be our expenditure? What will be our profitability? So, we give them those advisory services.

Right now, our presence is in 15 states in India. And our team size is 270 plus. Our H1, our financial year 2027 H1 result, our revenue is Rs. 43.63 crores, EBITDA is Rs. 8.45 crores, PAT margin 7.13, EBITDA margin 19.37%, EPS 4.12. Right now, our mission is to enter the top four, five in engineering consulting companies in the next year, in the next financial year 2027-2028. Our rating will be, basically the rating is done by the government, what is the creditability of the consulting firm. So, our estimation is that in the next financial year, our rating will be in the top five consulting firms.

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Managing Director

And in our management, as I told earlier, I am Promoter, Chairman and Managing Director of this company. Ms. Suman Rathee is also Promoter and Executive Director. Ms. Norang Rai Loohach is a Promoter and Non-Executive Director. And Mr. Ramesh Shah is our Independent Director who is also a Chartered Accountant. Mr. Paramvir Singh is our Independent Director who has more than 20 years of experience in the construction industry. And Mr. Vijay Kumar is our Whole Time Director and also looking after the finance also, from last 15 years he is with us.

Now, I have given you our business verticals just like that. We have majorly 4 pointers. Supervision and Quality Control, Detailed Project Reports, Third-Party Techno-Financial Audit, Pre-bid Advisory Services. Our business model is basically business to government. Our company has B2G model. In this, majorly Ministry of Road Transport, Highways, I have already told you, National Highway Authority of India, National Highway Infrastructure Development Corporation, State PWDs, Railways also. In our business model, first of all, we have to submit an EOI for our projects or submit a tender to the government. First of all, the process we start is tender searching. Where all the advisory services are required by the government. So, after doing the tender search, we identify our eligibility or with which company we can go and do the best project. After checking our eligibility requirement, we participate in the bid process. In this field, in engineering consultancy firms, even low-cost bidders are not accepted. Basically, there is a mechanism in which technical scores have to be established by the government based on our past projects. Technical scores, our ratings, and then financials. After mixing all three, we are awarded the project. Then, we get the letter of awards. After the LOA, the contract agreement is signed with the government. Then, the project execution starts. Basically, the duration of project supervision is 48 months to 84 months. four years to seven years. Because we have to supervise the project during construction. Which will take around two to four years depending

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Managing Director

upon the availability of land with the government. And thereafter, after completion, two to four years of maintenance period. Where we have to provide advisory services in its maintenance. Then after we get the completion certificate.

We have been participating in non-government projects for the past two years. In which our private construction companies are our clients, and the private consulting firms, we work for them too. Because it is a specialized job. Some of our expertise is specialized. In the parallel companies, some senior experts are there. Some business they do with us. And some business we do with them. We provide our expertise to them. So, for the past two years, we have been regularly outreaching in our private non-government contracts. And our percentage is increasing in this. Basically, the projects are of the government. Just like, you see, if GR gets a contract. Then they will give us design services. That you should design this. Or if a contractor gets a project and they want project management services in that. So, the projects are of the government. But they come to us through private entities. So, in this, we have an equal share. We are expanding it by not depending on one. We are expanding it through private business also. Our competitive strength is, we have an experienced management team. We have a wide range of services. We have a strong client base. India's major clients are our clients. Basically, they are the main executives of the country. Our major focus is on business consultancy. And hence, our projects. Our focus is on increasing the execution capability of our projects. We want to develop and maintain our relationship. Continuously, our relationship is increasing. Even in the private sector as well as in the government sector.

Industry's overview - India's infrastructure is a key enabler in helping India become a $26 trillion economy. In roads and highways, the $152 billion CAPEX was expected in 2024. And $266 billion by 2030. Which is the focus of the government. Infrastructure development is the

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Managing Director

government's top priority. We can see it in India. Expressways are being built everywhere. And this is just the start. By 2047, the government has a massive plan to develop infrastructure. Basically, highways, maximum fund outflow is in highways, bridges, and tunnels. Recently, the MoRTH Minister Shri Nitin Gadkari ji said that more than 200 projects worth 15 billion. Rs. 1,25,00,000 has been identified over the next five years under the national ropeway development. There is an allocation of Rs. 1,25,00,000 for roadways in India which will be executed by 2030. This is a great opportunity. The government has announced a program called Parvatmala.

The recent development of the highway sector - In February 2026, the NHAI accepted InvITs offer of Rs. 6,220 crore. Acquisition of Rs. 6,220 crore to the National Highway Stretches spanning 310 km. They have monetized 310 km long stretch worth Rs. 6,220 crores from Andhra Pradesh to Maharashtra. In December 2025, the Ministry highlighted that BOT models of concession agreement has been revamped for the first time since 2007-2008.

I would like to tell all my participants, recently, MARC Technocrats has prepared a BOT project in Assam in Chariali which is worth Rs. 5208 crore, BOT project. We have started the bidding process. We have designed the entire project. After the bidder comes in the future. We also have to do supervision. We have a 10th year contract. Which has been recently approved by the government, BOT project. Then, NHAI. The recent major development is National Highway Infra Trust raised $1.92 billion in InvIT three rounds. By selling projects in InvIT government has acquired $1.92 billion for further highway development which will be spent on infrastructure.

Our revenue bifurcation by summary - Rs. 162 crore is from our detailed project reports. Which we have in order in hand. Construction supervision Rs. 361 crore. And third party techno projects is worth Rs. 6.82 crore. The detailed project report which is worth Rs. 162 crore, we

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Managing Director

have 30 projects in it and its consultancy fees is Rs. 162 crores. Construction supervision has 55 projects and its consultancy fees is Rs. 361 crores. And third party techno financial audit has 71 projects and its fees is Rs. 6.82 crores. Number of projects are more because these projects are made under the supervision of the government. We only have to do technical audit. We do not have that much involvement. We are involved only as an auditor. If a project is completed then we have to check that whether it is properly made or not. These projects are just like a third party audit type. The presentation that we showed you all ongoing projects are mentioned in it. We have our presence in more than 15 states. We have executed more than 40 projects. We have completed it successfully.

Now I come to the orders. In the current year we have got the order worth Rs. 26 crore from government sector. And around Rs. 18 crore, Rs. 20 crore from private sector. We have acquired project worth Rs. 46 crore to Rs. 50 crore in this recent financial year. And it is expected that most probably we will acquire fresh projects worth Rs. 50 crore up to 31st March. Recently we are about to get a LOA in Bihar around Rs. 6.5 crore. It is in process. We will declare when we get the LOA. We will be H1 in that project. Government proceedings are going on for issuing the LOA. Let us hope for the best.

If I talk about the revenue bifurcation geography wise. Our maximum revenue is from Haryana state, that is Rs. 14.63 crore. Then Uttar Pradesh Rs. 7 crore. Then Maharashtra, Bihar, Assam around 8%. Madhya Pradesh 6%, Arunachal 4.43%, Punjab 4.16%, Jammu Kashmir 3%, Mizoram 2.58%, West Bengal 2%, Telangana 2%, Odisha 1%, Andhra Pradesh 0.36%, Jharkhand 0.18%. You can see we have much presence. In more than 15 states we have presence right now. We will expand it very soon. We are targeting to get it done with 20 states. First of all, when we have presence then we have opportunities there. Because we have offices there. Then we will start looking for states business.

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Managing Director

If I do segment wise revenue bifurcation then supervision and quality control segment, it is our major percentage. 53.90% of revenue is generated from it. Detailed project reports, pre-bid advisory, design and investigations has 40% approximately 39.37% revenue. Project management services has around Rs. 3 crore. So, this is segment wise revenue bifurcation.

If we will look at customer type then in government, we have 61.21% government contracts worth Rs. 26.7 crore. Around Rs. 17 crore is in H1 up to September. 38.79% is in non-government contracts from private industries. Then we are looking forward in this sector also. We will see much growth in non-government contracts right now. If I talk about contracts with joint ventures then our joint ventures some foreign companies are there like **(inaudible: 19:23)** they are our major JV partner. And we have tied up with a company from Singapore, which is Amberg. Bloom, URS we have a project with them. We are designing a tunnel in Guwahati under which there will be undersea tunnel and in that undersea tunnel and in that undersea tunnel there is a twin tube tunnel. From one tube train will move and from the other four lane highway. We are planning India's major project of 5km in Assam.

Now I will explain H1 2027 financial highlights. Revenue from operations as compared to H1-26 has grown 35.5% on year-on-year basis. Last year we had a revenue of Rs. 32 crore and in this H1 we have a revenue of Rs. 43.63 crore. EBITDA in the last financial year H1-26 was Rs. 7.77 crore. And in H1-27 it is Rs. 8.45 crore. PAT margin in the first half of financial year'26 stood at Rs. 5.75 crore and in H1 financial year'27 it stands at Rs. 7.13 crore. Revenue from operations for H1-27 is Rs. 43.63 crore. Then PAT is Rs. 7.13 crore. This is the major highlights of this H1 financial year'27-28. Now I request you, the presenter to start Q&A session, question and answer session.

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Managing Director

Moderator: Thank you very much sir. We will now begin the question and answer session. First question comes from Sunil Gupta an individual investor. Please go ahead.

Sunil Gupta: Hello. First of all congratulations sir.

Hitender Kumar: Thank you.

Sunil Gupta: Sir. My main question was. The contract you have, the biggest five contracts. What will be the value of it?

Hitender Kumar: Around Rs. 50 crore.

Sunil Gupta: Sir, pending contract. How much will it be this year?

Hitender Kumar: Pending. Our contracts are long term, as I told you 48 to 84 months. Almost 40 projects are completed which is given in my presentation. Rest is ongoing. These are long term contracts. When highway is made government gives 48 to 84 months contracts.

Sunil Gupta: Okay sir. What will be the working capital requirement by the company?

Hitender Kumar: Working capital. Recently, government has changed RFP. Recently, government has made changes in our segment. So, working capital in it, our project size which was Rs. 7 crore, which we quoted presently. That same project's consulting fees will be around Rs. 20 crore to Rs. 25 crore. In which performance bank guarantee is major, so there is a 20% markup. So. If we get five projects, right now we have many projects. But in coming time if we get five projects also that means Rs. 100 crore business and Rs. 20 crore performance bank guarantee which is against FD we have to give because you know the process. In government contracts, first of all we have to submit performance guarantee. And we are looking forward to around Rs. 200 crore projects in next financial year because everything should be streamlined by the government by March'27. Then we will aggressively bid and we hope we will get more

For Marc Technocrats Limited
Managing Director

than 10 contracts worth Rs. 250 crores. And we have to submit Rs. 50 crore performance bank guarantee. We are planning for that also.

Sunil Gupta: Thank you.

Hitender Kumar: Just a minute. In this there is a major shift in PAT margins. Now we are working with 10% to 12% bracket. By acquiring those projects our PAT margin goes up to 25% to 40%.

Sunil Gupta: Okay. Thank you.

Moderator: Thank you, sir. Next question comes from Meet Gada from Bajaj Capital. Please go ahead.

Meet Gada: What are the key business segments, sir?

Hitender Kumar: Pardon.

Meet Gada: What are the key business segments?

Hitender Kumar: Key business segment is. We are engineering consultancy firm. In the field of civil engineering basically.

Meet Gada: Okay.

Moderator: Thank you, sir. Next question comes from Deepak Chawla from Smart Wealth Management. Please go ahead.

Deepak Chawla: Hello.

Hitender Kumar: Hello. Yes sir.

Deepak Chawla: How are you sir?

Hitender Kumar: Fine.

Deepak Chawla: In which sectors company is working and making profit margin?

For Marc Technocrats Limited

Managing Director

Hitender Kumar: Highways. Bridges and tunnels. These are our three segments on which we are working. And in third party audits we have buildings, water resources, public health engineering. But this segment, if you will look at work order, we have that segment worth Rs. 8 crores only. It is in small size. Our major chunk is in highways, bridges and tunnels.

Deepak Chawla: Are you thinking of venturing into Railways?

Hitender Kumar: We have in railways. We have a project going on with USA firm, Dimapur to Kohima. Railway line is being made which has four tunnels. We are in railway and we are aggressively bidding.

Deepak Chawla: What are we doing so that our EBITDA margin will increase?

Hitender Kumar: To increase margin, we are expanding our business sir. We are using it in railways. I told you that we have started in tunnel also. We have designed tunnels. As company is working, experience will increase and margins will increase of all the mega projects.

Deepak Chawla: Okay. Thank you.

Moderator: Thank you, sir. Next question from Vikas Agola from Om Enterprise. Please go ahead.

Vikas Agola: Hello. Good evening, sir.

Hitender Kumar: Good evening.

Vikas Agola: My question is what is the full order book of the company?

Hitender Kumar: I told you the full order book recently. Just wait a minute. Just a minute. Just a second. It is Rs. 400 crore plus recently.

Vikas Agola: Okay.

For Marc Technocrats Limited

Managing Director

Moderator: Thank you, sir. There is no further question. I now hand the conference over to Mr. Hitender Kumar from MARC Technocrats Limited for closing comments.

Hitender Kumar: First of all, as I already explained and given much details. I want to intimate investors that government has recently changed our business document, tender document in which they have put some things which, our normal business, we take Rs. 7 crores, Rs. 8 crores bid now from the government its price will be around Rs. 25 crores in which we have expected PAT margin increase from 12% to 20% to 25% more than this. This is the major breakthrough which the government works in favor of the engineering consulting firm and it has been implemented and majorly in all the projects of ministry of road and transport, highways, National Highway Authority of India and NHIDCL in all major projects this type of documents is mandatory for bidding. Then we will grow at a very fast pace. We will expect very much growth in next financial years ahead. And this is our first earning call If I have made any mistake then excuse me. Thank you for attending our first conference call. We will improve our performance in the further years ahead. Thank you.

Moderator: Thank you, sir. On behalf of MARC Technocrats Limited that concludes this conference. Thank you for joining us and you may now disconnect your lines.

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