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To,

Date: 16.11.2026

The Manager,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai- 400051.
(NSE Symbol: SUMAX)

ISIN: INE11Z001019

Unit: Sumax Engineering Limited

Dear Sir/ Madam,

Sub: Transcript of the Earnings call held on 13th November, 2026 under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ["Listing Regulations"]

With reference to the subject cited, this is to inform the Exchanges that pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the transcript of the Post Earnings (Group Conference) Call for half year ended 30th September, 2026 held on Friday, 13th November, 2026.

This is for the information and records of the Exchange, please.

Thanking you.

Yours faithfully,
For Sumax Engineering Limited

SUDEEP MEHTA
Digitally signed by SUDEEP MEHTA
Date: 2026.11.16 16:43:16 +05'30'

Sudeep Mehta
Chairman and Managing Director
(DIN: 00483072)

"Sumax Engineering Limited
Q2 & H1 FY27 Earnings Conference Call"
November 13, 2026

MANAGEMENT: **MR. SUDEEP MEHTA –CHAIRMAN AND MANAGING DIRECTOR – SUMAX ENGINEERING LIMITED**
MR. VLS GURUNADHA RAO ADURI– CHIEF FINANCIAL OFFICER – SUMAX ENGINEERING LIMITED

MODERATOR: **MS. DHRUVI – EQUIBRIDGEX ADVISORS PRIVATE LIMITED**

Moderator: Ladies and gentlemen, good day, and welcome to Sumax Engineering Limited Q2 and H1 FY27 Earnings Conference Call hosted by EquiBridgeX Advisors Private Limited. 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 this conference call, please signal an operator by pressing star, then zero on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Ms. Dhruvi from EquiBridgeX Advisors Private Limited. Thank you, and over to you, Dhruvi.

Dhruvi: Thank you so much. A very good afternoon to everyone. Welcome to the H1 FY27 Earnings Call of Sumax Engineering Limited. From the management team, we have with us, Mr. Sudeep Mehta, the Chairman and Managing Director, also, Mr. Gurunadha Rao, the Chief Financial Officer. We will have the opening remarks from the management team, post which we will open the floor for Q&A session.

With that, I would like to hand over the call to Mr. Sudeep Mehta for opening remarks. Over to you, sir.

Sudeep Mehta: On behalf of Sumax Engineering, a very warm welcome to our first-ever earnings call. This is a very special moment for us. For more than three decades, we have built this business quietly, one customer, one product at a time. Today, as a listed company, we get to share that journey with you, our investors. Thanking you for taking this time to join us. Thank you for your trust placed in us during the listing. Let me begin with a quick introduction.

Sumax is an integrated manufacturer and supplier of automotive products that are used by both automotive original equipment manufacturers and in the after-market. In other words, our products are used during the manufacturing process of a vehicle and during the after-market beautification and maintenance of any product. In the manufacturing process, our products are used for surface preparation, painting, transit protection and for beautification of your car or motorcycle.

Our business has two parts: In manufacturing, we produce adhesive tapes, die-cuts, pre-taped masking films, rubbing and polishing compounds, buffing pads, reflective tapes, domes and graphics and car care products and accessories. In trading, we supply electrical and pneumatic tools, coated abrasive products, body shop consumables, and aerosol products. Our plants are located in SIPCOT, Sriperumbudur, in Chennai, and in IMT Manesar.

We're an ISO certified 9001:2015, ISO 14001, IATF 16949:2016 certified company. That meets the global's approval standards of all automotive OEMs and can supply worldwide. We sell our products across 26 states in India and export to over nine countries. We focus on products that our customers order regularly. That has been the base of our business, along with high quality, innovative products that our customers have been buying from us for years now.

Before I get to the numbers, a quick word on our IPO. We are overwhelmed with the response that we had from our shareholders. The issue was oversubscribed by 162.88 times, and the shares were listed on the NSE Emerge. We are truly grateful to every investor who placed their trust in

us. The proceeds are going mainly towards two new manufacturing units in RIICO, Bhiwadi, in Rajasthan, and Reliance MET in Haryana, which will increase our production capacities and for a new product development and business from these facilities, which are going to be established in the next year.

I'm happy to share the first year results ended September 30th, 2026. Total income stands at INR77.49 crores. Our EBITDA rose by 39% to INR11.99 crores, up from INR8.59 crores last year. Our EBITDA margin improved by 356 basis points from 11.9% to 15.5%. Net profit grew by 60% to INR8.44 crores against INR5.26 crores in the same period last year. Net profit margin went up by 360 basis points from 7.3% to 10.9%.

EPS was at 4.44 compared with last year of INR3.57, increase of about 24%. Our first-yearly results for this year shows a significant high growth in profits, with improved margins across the board. Let me also share a few developments that have taken place recently. We received the approval from Tata Motors for the paint protection film, which we sell through their BTST model, which is the bill to, ship to model.

We offer the paint protection film for both 5 years and 10 years warranty. We participated in the Automechanika Frankfurt in 2026, one of the biggest global events for the automotive aftermarket in Frankfurt. We attended as an exclusive distributor partner of INDASA Portugal for India, with whom we have been associated and partnered since 2006. Our plant in Chennai and Manesar are running at about 92% capacity utilization.

We're working for die-cuts at 95%, polishing and adhesive tapes at about 92%, buffing pads at 91%, pre-taped films at about 90%. Due to the high demand, our new units that are coming up in Reliance MET, Jhajjar, and RIICO in Bhiwadi, Rajasthan, funded through our IPO proceeds, matter so much for our next phase of growth. The listing has given us a strong platform and the capital for growth.

Together, with our new upcoming facilities, we're in a good place for business growth in the auto sector in India and also for export. We keep doing what we worked best for us in the past three decades: staying close to our customers, staying focused on quality and innovative products and growing in a disciplined way. I would like to thank you once again for joining the first earnings call. We now look forward to your questions. Over to the moderator.

Moderator: Thank you very much. We will now begin the question-and-answer session. First question is from the line of Nitin, Individual Investor. Please go ahead.

Nitin: Hi, sir. Congrats on very good set of numbers especially on the PAT front. So sir, my question is, are we looking to increase our top line in H2 as well? How does H2 look like?

Management: Thank you. See, at the moment, we're working around 92% capacity utilization.

Nitin: Right.

Management: For us to go to the increase in the sales figures, we need the next plant to come up in production.

Nitin: Right.

Management: We can definitely increase a little bit of sales, but the aggressive sales growth what we are looking at needs the new plant to come up. What we're focused on is to optimize the products which are giving us higher revenue and profitability.

Nitin: Okay. Got it. And sir, for FY28, as our new plant would be, I think it would start in -- start from March onwards, so how much is the percentage growth we're looking to target in FY28? And any new products that would help us increase margins next year?

Management: There are a lot of investments being done in new customers not only in India and abroad also. So, for us to get these orders, normally what happens is the order start very quickly. So once you go to a company, you do all the testing and trial, then the supplies have to start in a few weeks or months. So, for us to do that, the plant for them to also come and audit our plant and see the facility is mandatory because their production is dependent on us.

Nitin: Correct.

Management: So, this is a cycle for us to get the plant up and going, and we're putting in all the efforts to see that the plant comes up quickly and all effort -- all-out efforts are being put for that. And I'm sure the numbers will be encouraging because as we have shared in our prospectus, the new facility which is coming in Jhajjar is almost going to be about 80,000 square feet. So, there's a lot of scope of expansion and growth, and we are also eagerly looking forward to getting the new plant up and going as soon as possible.

Nitin: Okay. So, how much is the peak revenue we can do including the new plant?

Management: See, that will be a staged story because if you say that in first year, I'm at the moment, I won't be able to share once the whole thing comes. You are most welcome to come and see the facility and you can have an idea yourself what will be there.

Because ours is a business which is a little complex model, but the volumes will definitely go very high because if you can see today we are having at around 55,000 square feet we are achieving these numbers with an expansion of about 80,000 plus another 30,000. So, the scope is very high, and also is that we are focusing on global markets and the other products that we can introduce to the existing customers.

Nitin: Okay. So…

Management: So, exact thing in percentage, we'll have a very good growth, but exactly I won't be able to share with you at the moment.

Nitin: Okay. And sir, also are we looking to introduce any precision engineering products as well? Or do we already have some of these products?

Management: See, at the moment, we have over 3,000 SKUs different products in our range. Our motto has been to increase the sales of this products which are in great demand. And if you look at the

automotive sales in India also over 40 lakh cars are sold and over 2.5 crore bikes are sold. So, there's lot of existing scope for the existing products itself which we have.

So, one of the constraints what we are having is the capacities. And also, these processes, the quality has to be very consistent. So, we're focusing on doing everything in-house, improving our production capacities and also at the same times ensuring that the material is supplied in time.

Nitin: Okay. See, the reason I ask that because in Europe as well, there is a lot of hope for products from India, especially critical products like precision engineering and the automotive and non-automotive sector also contributes towards that. So, that's the reason I was asking. Any super critical products that you're looking to introduce from next year?

Management: We have those products in our range. Several products for development with the OEMs are also in the process. So, we're working with the larger OEMs. For example, we're working with Maruti. We're working with Mahindra, with Tata Motors, Royal Enfield, BYD and MG and JSW. So, all these are new customers and new products also are in the pipeline.

So, all those products, yes, we're focusing primarily on the Indian market, and the products that we have also we've been selling for years to companies like Toyota, to Kia, Hyundai, Suzuki, now even Nissan, we've also, we started exporting to some of the countries, and we have inquiries for the existing product which are used by the Indian plants because the manufacturing process remains the same. These products can be exported to several countries. So, we're focusing on them as well.

Nitin: Okay. Good to hear that you're looking to get some high quality precision engineering products as well. Okay, sir. Thank you, sir.

Management: Thank you so much, sir.

Moderator: Thank you. Next question is from line of [Ronak Sarda from Art AIF 0:14:29]. Please go ahead.

Ronak Sarda: Hello. Hi, sir. Am I audible?

Moderator: Sir, your voice is echoing. Can you speak through the handset, please?

Ronak Sarda: Sure. One second. Hello. Am I …

Moderator: Yes, go ahead.

Ronak Sarda: Audible? Yes. Congratulations, sir, for the IPO listing. So, I would like to ask that as you have gotten approval from Tata for the PPF films in H1. So, what is the revenue we are targeting to do from that PPF films through Tata? And also, what are the EBITDA and PAT we can project on those sales?

Management: See Tata Motors is making about million cars. Okay. So, this product which we're selling in the BTST that is bill-to/ship-to model all the dealerships of Tata, they have given approvals to us so

that we can go and approach them, and we can partner with them, and we do the apply and supply. That means we supply the products to them, and we do the application.

Now, what happens is if you're looking at the market size, it depends on how many of the people who would like their car to be put the PPF, because it's growing up, and it's a great protection for your car against scratches and a lot of other contaminants and protection. So, what happens is the market size, if you look at the, they've already listed down the price at which we can do.

So, it's been fixed by Tata Motors. Now, if you look at that vehicle volumes, which is going to be about a million pieces. Okay, because you can do technically for the number of cars sold. You can do it for every vehicle. Now, how much out of that we are able to convert, that will depend on two strategies. One is the drive and push from the dealership because we're working with the dealerships. We support them in marketing, training the people, but the sale is done by the dealership.

Second is, which dealership would like to, this is a drive from Tata, which forces them to only use our products. Certain times, what happens is they also have other approved vendors who are there for this. So, how much of the share we are able to do. So, the volume is going to be quite a bit, and this is a new concept because everybody's now looking at putting the film. So, the response is going to be very, very nice. And the numbers are going to be very encouraging. That is why we, to get this approval itself has taken us over one and a half years.

Ronak Sarda: Right.

Management: And not only this. We also share with you that not only we are looking at one products. The other products also we have like the AC disinfectant we have already got this, and there are couple of other products also approved by Tata Motors. We're just going to put in the BTST model. So, it's going to be not a single product just PPF.

It's going to be at least a few other products also part of that. So, that's going to be big trust for us because that's a great market potential for us to go as authorized partners and approved vendor of Tata Motors. So, we are working with Tata Motors. We are working with the dealerships and our whole team with the ecosystem, we're working on this. The numbers are going to be encouraging and it's a great product to get inside with.

Ronak Sarda: So, sir when till when are we assuming that the sales will be coming from the PPF films, PPF films?

Management: The sales is already started.

Ronak Sarda: Sales has already started. So, you are in tie up with some of the dealerships from Tata, in of Tata?

Management: What we're doing is we are doing it for several products of that as I said. Like for example, the AC disinfectant, we have been selling it for the last couple of months. And now, we are introducing all these new products and we'll have to set it up there. And we are starting already selling these to the dealerships.

So, it's not a new thing which is happening, and we're used to this process. And we were also doing the value-added service for several dealerships over the past few years. The bill-to/ship-to model has been just introduced by Tata Motors and we're going moving in that process. It's more controlled and more secure on payments and so and so forth.

Ronak Sarda: Understood. Sir, one thing that if you are saying that PPF films have this huge market that we can cater to. So, are we also planning to deal with some of the other OEMs like Tata?

Management: Yes.

Ronak Sarda: Are we in talks with some of them?

Management: Yes. We have already started the person process of getting ourselves registered and every OEM, the larger ones, want their products to be tested as per their paintings and as per their process. So, we already doing it with two other plants. We're working with them. And hopefully we'll get some good news. So, we're trying this effort because it's a continuous effort and the company then makes their own call. So, we're doing all the testing. We've started doing it with two more OEM's as well.

Ronak Sarda: Okay. So, do we have some numbers that how much PAT and EBITDA we can do from it? Not numbers, but in percentage terms EBITDA would be this and PAT could be this from this sales of PPF?

Management: See, what happens is the company works on a decent margin, right? If you've seen that what we've been doing in the last six months, if you've seen the increase in the profit what is happening. So the, we are only introducing those products which will not only give us, we're not looking at a very high sales figure with a lower margin, but we're looking at a high return with a reasonable sales. You understand? For me, the profitability is more critical than just the sale. So, this product is one of the products like that and I'm sure by next year after March, you'll see some encouraging results, which we can share with you.

Ronak Sarda: Sure. Thank you, sir. That was all from my side.

Management: Thank you so much. Yes.

Moderator: Thank you. Next question is from line of Rishabh Agarwal from Agarwal Family Office. Please go ahead.

Rishabh Agarwal: Thanks for the opportunity. Sir, I have couple of questions. Like I see, sir, H1 numbers, like total income has grown by around 7%, but EBITDA has increased by almost 39%. So, while the improvement in profitability is encouraging and revenue growth has been relatively moderate. So, is that mainly because of better margins and cost effectiveness or there's some segment where volume growth is still not picking up as expected?

Management: Focus was to optimize the productions capacities available with the products what we do. We have a lot of SKUs, we have a lot of products. But the main constraint what we've had been having is the production capacities. Okay, and that is the reason why we came up with the IPO

for the amount which we received from the IPO has we've already started constructing the factory, and we're trying to finish it in a war space.

You know, just came in September, so we are targeting very aggressively till March end. And the process is going on quite a bit actually, okay. Now, the reason why we've, we looked at those products which we could, get a higher return. So, with the existing capacities and little bit of increase of the production, we're exploring what can increase our profitability and that is what has been the focus for the year 2026.

Now, once the capacity is come up, we will also increase our sales and the profitability also will increase, but they are those products which we are taking in category two. First, we are focusing on the products which are low lying fruits and we can make decent returns and we can cater to the market.

Rishabh Agarwal: Understood.

Management: I'll also share something with you. See the market is growing at an alarming pace, the auto market in India. As I said to the other gentleman before you, so, about 45 lakhs of cars are going to come and about 2.5 million bikes are coming. So, you're looking at the market grow at an enormous pace and the vehicles which are coming now are not only sold at a competitive price, so the middle segment and the higher segment also is increasing.

So, the market for our products, innovative, is going to grow phenomenally high. And one of the main reason why we are gone is in the production capacities of the die cut. That production has increased drastically and today we really don't have the capacities to meet the demand. So, for us, the priority is to get that plant up and going as soon as possible to meet the requirement.

Rishabh Agarwal: Understood. And sir, currently you have like two manufacturing facilities and also you are mentioned in your last night like Rajasthan and Haryana you are increasing that expansion plan. So, can you give some clarity on that expansion plan, like timelines and additional capacity that facilities will bring?

Management: See, presently the two existing plants which is in Chennai and in Manesar, we are doing, we have a space about 55,000 square feet. The plant which is coming in Reliance MET is about 80,000 square feet. And the one which is going to come in RIICO, Bhiwadi, is going to be another 30,000 square feet. So, from 55,000 square feet we'll be coming to about 1,65,000 square feet.

Rishabh Agarwal: Expected timeline of that new plants?

Management: We are planning to finish this project by the Jhajjar one, we are expecting it to be done by March end.

Rishabh Agarwal: By March.

Management: And the 80,000 square feet which we're doing, the other one also is in the process and that also will be done by next year itself. So, we are working on that and first was to get this up and going,

so even the slab has been casted for the on the mezzanine floor. So, there is lot of work happening. So, we're focusing on this and not only this, a lot of other equipments and machinery in order planning everything is in the pipeline. So, we're going stage-by-stage so that we are able to optimize everything quickly.

Rishabh Agarwal: So in this both expansion plan, what will be the key products? What are you manufacturing over there?

Management: Products that we are existingly manufacturing. So, the tapes and die cuts, the car care products, we'll add a few more SKUs and different models in that, but the range remains the same.

Rishabh Agarwal: Okay. Categories are same.

Management: Segment remains. For example, if I'm making some products for, example, for Royal Enfield, for Maruti, we have added one more product to Maruti, we'll add a few more products to Maruti in the car care itself because car care has over 200 SKUs-300 SKUs you can have. So, it becomes easier for us. One large customer, payment is secure. We go in for volume products, and then we keep adding on to the same existing customer.

Rishabh Agarwal: Okay. And sir, what will be your current pipeline till now that will help you to support this expansion?

Management: Pipeline means the source?

Rishabh Agarwal: The order book, sir.

Management: Okay, the order book is there know? Because normally the contracts which we have from OEMs are for a long term. So, some companies, we've been having for 10 years, 15 years, and the products continue. So, unless the model is phased out. So, the advantage, the USP of our business is unless the model is phased out, the product won't be stopped. So, for example, if you are having a shape for a product done, they will not change because it's spec'd in also.

Rishabh Agarwal: Okay. Sir, as this OEMs relate I have one question, like you have many orders from your existing OEM customers. So, is there any new increasing business?

Management: Yes, the capacities of this plants are increasing. The SKUs which we are doing to them, they're also increasing. So, as a company, if you see the car models are changed, motorcycle models are changed, so the volumes have increased. To give you an example, almost 20% increase in the sales to one few of the companies for the existing models, do their sales also are going up. They model, they are adding on new models. So, we are also doing innovation for the same things.

Rishabh Agarwal: My question is related to new customers. Any new customers are onboarding?

Management: New customers, we are not focusing at the moment because we are already doing over 450 OEM Tier 1, Tier 2. So, going to this existing, the new customer will be for example, we have started with the Nissan facilities in Egypt. So, we supply to Nissan in India being the mother plant, and they have set up a facility there making about 240,000 cars installed capacity. And it's a new

facility. So, they have given us the order to supply the die cuts from India to Nissan, which we already started. So, two batches have already gone to them.

Now similarly, we can go to, we are doing it for VinFast. So, we, and the next thing is once the capacity is all installed and increased, we are doing for VinFast in India, we can go to VinFast in Vietnam also.

Rishabh Agarwal: Understood. And, sir like I see…

Management: We do not really need to go to too many new customers. With the existing customer itself, the scope of growth is very high.

Rishabh Agarwal: Got it, sir. One more last question, related to this export business, we are already into five countries, correct? So, any the plans to grow from 5 to 10 or something?

Management: We are already with nine countries at the moment. Yes, we are going to increase our business and we are going to focus and that is going to be the main focus for 2027. We have already started. We have already getting a team put together and from 2027, we are going to do that. And that was one of the reasons why we participated in Automechanika in Frankfurt also, where over, visitors from 200 countries come with a partner who's based in, having their presence in several parts of the world. And they are a preferred partner from 2006.

So, we are using their connections, their distribution also to enter into new markets where we can synergize our strength. They manufacture some products and we also have some products and we can go through their existing channels, which they have established in all the rest of the world. So, that was the idea for participating in Automechanika Frankfurt.

Rishabh Agarwal: Nice. And, sir, a question from our corner, investor corner, like what milestones we can track next 2 to 3 years from Sumax? Any range?

Management: I understand because see what happens from the return point of view and other things, see, we are focusing on the reason first is all the money which is coming to the company is going into the plants and for the working capital, right? So, our main focus is to look at how we can expand the business. And if you have seen, if we were at 55% 55,000 square feet, we are going not for 20%, 30%, 50%, 100%, we are almost attempting 200% expansion of all capacities.

Why we are doing this is because there is an enormous potential, otherwise there is no point in doing it. Because the money should be used judiciously, right? Any shareholders' money must be taken care of. And even the promoters and the shareholders who are there from the board, everybody is very, very cautious about this and we are going step-by-step. So, the numbers will be very encouraging. I think the real, as we also spoke in the prospectus and during the IPO, the main thing is we need the facilities to come in and in the facilities we need to get all the approvals, which will not take very long because we are an ISO TS certified companies.

So, once all this comes, the results will start coming in from next year. So, the real growth, what you are looking at, the story will start from -- once the plant is up and going. 2027 we will see something and 2028 will be quite remarkable.

Rishabh Agarwal: Okay. All the best, sir. Thanks. That's it from my end.

Management: Yeah, thank you, sir.

Rishabh Agarwal: Yeah, all the best. Thank you.

Moderator: Thank you. Next question is from the line of [Vinay Jain from K R S Growth Opportunity 0:32:08]. Please go ahead.

Vinay Jain: Good evening, sir. Sir, I was just looking at the numbers. We have posted healthy growth in EBITDA and PAT, but the top line remains almost flat. So, can we conclude that we are running at full capacity and once your new factories come up, then only we can see the increase in soft line because the quarter has been phenomenal for automobiles. So, why was there no growth in top line?

Management: Correct, because that's if you have seen, that's what we said. We are working at about 92% efficiency, so we need to put the whole expansion in growth. So, if you look at it, what we have done is see the land was purchased last year, okay. And now we have already started building the facility. To put up the whole facility can't be done in a few months. It takes a little bit of time. So, the process was there that we need the working capital, we need the investment to put it in the plant and the building also.

It's a process which we have done. And we anticipated that the growth will come in the automotive areas in India in a big way. And we are also increasing our presence with the other products also, which we feel that we can enter into the existing customers of ours. So, it's a consolidated, continuous effort in various departments at the same time.

Vinay Jain: So, it will take a year almost, when you could see revised numbers or we can see a big jump in top line.

Management: It won't be a revised numbers if you are looking at only numbers, it will start coming very quickly so because I think by March we should be we will try and finish it, so by April and May once the plant is done, so results will start coming instantly, after that because we have orders which we are not taking also. [Inaudible 0:34:10] having challenges and all those things, and but I think there is going to be there and we have also started planning it for the growth also.

It's not that we once the plant is up and going then we will start looking for customers. So, we are looking at other markets and other things like we started Egypt, we have looking at three other plants there is another couple of countries where we are exploring and even in African markets, there's huge potential there. We have already started exploring and identifying. And that was one of the reasons, as I said earlier, we exhibited in Frankfurt.

So, we meet these people from all over the world who come and say, are you a vendor to Toyota or Nissan or Kia? So they ask us, okay, these are the products that you do, so they are buying with our competitors, who are global companies. Can you offer to us? And we are now exploring the possibility how we can simultaneously start on that. So, the numbers till March, okay, will be a slight growth of course, but after that it we don't have to wait till October.

Vinay Jain: Okay. So, the first quarter, FY27, would show the numbers. Nice. And I was going through the balance sheet, sir. From March '26 to September '26, there's a huge jump in a long-term loan and advances, almost 20x. So, could you throw some light on that as well, sir?

Management: Gurunad-ji, I think you can take that and you can explain?

Management: Yeah. Fine. Regarding this INR9 crores 50 lakhs which we have shown in the long-term…

Vinay Jain: [INR43 lakhs 0:35:43] to INR9.5 crores.

Management: Yes. That is the capital advance we have given to construct the Jhajjar plant, at Reliance Met plant. INR9 crores 48 lakhs has been given as a advance to the contractor. Yeah, it will be capitalized once this Chartered Engineer certificates, all statutory obligations fulfilled, it will go into the capital work-in-progress.

Vinay Jain: Okay. Thank you so much, sir.

Moderator: Thank you. Next question is from line of Ananya Mehta, an Individual Investor. Please go ahead.

Ananya Mehta: Yeah. So, my first line of question is despite of 60% rise in profits, revenue grew only 7%. What factors limited sales growth?

Management: Ma'am, the main factor was the capex capacity what we have.

Ananya Mehta: Okay.

Management: We are already working at 92%.

Ananya Mehta: Okay. So, what is the revenue contribution from OEM, refinished, and aftermarket segment?

Management: So, revenue is about from the OEM is about 72%, and the aftermarket is about 28%. See, ma'am, in our business, just to explain everybody is asking the same question. In our business, we are predominantly an OEM company, okay? We manufacture innovative products, that's why our profitability and other things are better. The main challenge is that when you have this manufacturing, everything is auditable.

So the consistency of the product, the innovation, quality, and everything have to be very, very consistent. So it's not possible for us, we shouldn't outsource this because then we disclose the technology and all other things. We want to do it in-house. Now for doing this, you need the extra space, extra capacity, all the approvals, and all the other things infrastructure to be put in place.

So what we thought was that, though it might be a slow process for 1 year or 1.5 years, which has already started. But now the results from next year is going to start. So buying the land, setting up the location, setting up in a industrial zone, all those challenges what we had have already been met. Now the construction is already started. Now the next challenge is to ensure that we complete it as quick as possible, and then we continue to get the new orders from other markets and expand our business.

Ananya Mehta: Okay. So what percentage of revenue comes from manufacturing versus trading?

Management: Manufacturing is about 60% and trading is about 40%.

Ananya Mehta: Okay. So, what are the key reasons behind the 365 bps improvement in EBITDA margin?

Management: See we have optimized the first is the product we are going to supply to the OEMs. So the margins which were lower, because we already have so many orders, some of them we have said, okay, we are not very keen to pursue because we are only focusing on better margin products.

At the same time, we have also expanded our a lot of with the existing capacity also, what we could maximize, we have done that, whether it be the production the optimization of production, number of hours working, whatever we could do with the products which we have, that is what we have done. So even the product, you know, the various parameters which constitute for increasing the profitability, we have optimized that.

Ananya Mehta: Okay. So, what are your major raw material requirements and how easily can cost increase be passed on the customers?

Management: We are in OEM company. So normally what happens in OEM companies, you go to the companies and you plan and you budget everything. So when we place orders also, for example, we buy the raw materials from Nichiban, which is a global player, we are exclusive partners for India or INDASA, and so and so forth, so many companies. We are long-term planning of orders because even the raw material at times takes about between anything between 60 to 90 days.

So all the orders, pricing, everything is decided prior. So if you want to do any price change by the global company, that's only going to be after a period of time. Normally, we ask for between 12 months to 18 months, a price to be locked in. Okay?

The only changes happen when the currency fluctuates a lot. That's the only challenge we have. And when we have a currency fluctuation, like in this case, we see the dollar go up, euro go up, and we go back to our OEMs. And we are happy to inform you like larger companies like Tata Motors have also been fair enough. When the currency has fluctuated, they have a formula by which they say, okay, the average currency was so much, and now it's increased to so much, and they pass on the difference in currency from the dates.

For example, now we have got a increase on prices from 1st of April 2026. So they might take a couple of months because then we have to discuss and we have to share all the information, but they give us a price increase. That's not a challenge for us.

Ananya Mehta: Okay, sir. Thank you.

Moderator: Thank you. As there are no further questions, I will now hand the conference over to the management for closing comments.

Management: Thank you, for your time, and thank you, we much appreciate. And wishing you all the best.

Moderator: Thank you very much. On behalf of EquiBridgeX Advisors Private Limited. That concludes this conference. Thank you for joining us, and you may now disconnect your lines. Thank you.