**Date:** 25th November, 2026

To,
**National Stock Exchange of India Ltd.**
**Address:** Exchange Plaza" Plot no. C/1,
G Block, Bandra-Kurla Complex, Bandra (E),
Mumbai – 400 051.

**NSE Scrip Symbol:** UHTL

**Sub: Submission of Transcripts of Post Earnings Conference Call for H1 FY 2027 held on Thursday, 19 November, 2026 at 2:00 PM. (IST)**

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

Respected Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations"), the Company is hereby submitting transcripts of Post Earnings Conference Call for H1 FY 2027 held on Thursday, 19 November, 2026 at 2:00 PM. (IST)with the Investors and Analysts.

The said information will also be uploaded on the website of the Company Home - United Heat Transfer .

Submitted for your kind information and necessary records.

Thanking you,

Yours faithfully,

**For UNITED HEAT TRANSFER LIMITED**
**(Formerly Known as United Heat Transfer Private Limited)**

MADHURA KAMALAKAR GAIDHANI
Digitally signed by MADHURA KAMALAKAR GAIDHANI
Date: 2026.11.25 11:26:33 +05'30'

**Ms. Madhura Gaidhani**
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# United Heat Transfer Limited

## H1 FY27

## POST EARNINGS CONFERENCE CALL

November 19, 2026 02:00 PM IST

## Management Team

Mr. Yogesh Patil - Chairman & Managing Director
Mr. Vinayak Parab - Chief Financial Officer

**Call Coordinator**

Strategy & Investor Relations Consulting

**Presentation**

**Moderator:** Ladies and gentlemen, on behalf of Kaptify Consulting Investor Relations team, I welcome you all to the H1 FY27 Post Earnings Conference Call of United Heat Transfer Limited. Today on the call from the management team, we have with us Mr. Yogesh Patil, Chairman and Managing Director, Mr. Vinayak Parab, Executive Director.

As a disclaimer, I would like to inform all of you that this call may contain forward-looking statements which may involve risks and uncertainties. Also, this is a reminder that this call is being recorded. I would now request the management to detail us about the business and performance highlights for the period ended September 2026, the growth perspective and the vision for the coming years, post which we will open the floor for Q&A. Over to the management team.

**Yogesh Patil:** Hello.

**Moderator:** Yes, sir, we can start with the management opening comments.

**Vinayak Parab:** Yes, you want us to run through the presentation or we will directly jump to the financial discussion?

**Moderator:** Sir, if you do not want to run the presentation, you can give a brief overview of the performance and then we can move into the Q&A.

**Vinayak Parab:** Okay. So, can we move to the slide where we have mentioned the financial data?

**Moderator:** Yes, sir. the financial performance highlights is there.

**Vinayak Parab:** Yes. So, the main highlights of the financial performance, the revenue has grown by 50% compared to last financial first half this year we have our revenue has grown by 50%. Then EBITDA is also we see the growth in a similar way. Net profit has improved drastically. Margins more or less remain the same as compared to the last year, little bit improvement. Net profit has also improved. With the growth in the sales and overall efficiency in managing the working capital, the inventory days has come down to a large extent. We have tried to improve the working capital cycle and resulted into the working capital days has come down to as compared to last year same period.

Overall, seeing the financials for the second half, we witnessed a reasonable growth compared to the last year. And as of now, we are having order worth say around INR 50 crores which are to be executed in this current financial year. As of now, we have booked revenue till date is around INR 37 crore. So, considering this, we are aligned to achieve the financial growth which we have projected or we can say 30%, 35% growth which we are targeting to achieve this financial year. This is the main financial highlights. Anything other than this? Kamlesh, can you move to next slide where we have planned for this CapEx and expansion?

**Moderator:** Yes, sir.

**Vinayak Parab:** So, we have successfully computed the expansion of Talegaon plant in terms of construction of building. Now, the machines, setting up the machines and equipment is in process that we will complete in say another one or two months' time and that plant will become fully operational. Other than this, for this Ambad plant, also we have improved the facility which is required for setting up the plant or production for Vertiv. The machines which we are planning that we already, the critical machines which we are looking for that we received yesterday and installation is in progress and at Talegaon plant, we have also received the laser cut machine which was also a critical machines which was required for the efficiency improvement or some approvals that has also received and it is under installations and we feel that in next one or two weeks, all these machines will become operational.

And that will give us additional support for next financial year, the growth which we are projecting or which we are targeting. This is from our side and anything specific if you want to discuss, we can discuss.

**Moderator:** Sure, sir. I will open the floor for Q&A then. [Operator Instructions]. We will take the first question from the line of Ayush Agrawal. Ayush, you can go ahead please.

**Ayush Agrawal:** Yeah, good afternoon, sir. And thanks for the opportunity. I hope I am audible.

**Vinayak Parab:** Yeah, you are audible.

**Ayush Agrawal:** Okay, great, sir. So, sir, first question that I want to understand is that the progress on the CapEx that we are doing for Vertiv. Have we ordered equipment? Have we created a separate clean room? One small clean room we had, but we wanted to expand that and grow that as well

and create different sections for all of the different processes. So, where is that in place and how much have we progressed?

**Vinayak Parab:** See, in terms of the clean room, it is not a clean room, dust free area that they are required. So, entire Talegaon plant is under this process and almost we have completed just only the ventilation systems which we need to install that is in progress or that may be completed in another one or two weeks' times. Other than this, we have shifted entire production of the existing production from this Ambad plant to Talegaon plant. We have done the basic infrastructure improvement like epoxy coating, cleaning, painting, then plumbing requirement, then gas line provisions and all these things that we have already completed. We have received in terms of machines, the critical machine which is ultrasonic cleaning which we received yesterday and the installation of that machine will be started from tomorrow and it may get settled in say another one week's time. Other than this, the machines which required for enhancement in the capacity already we have placed the orders to the suppliers and we expect these machines to be on the shop floor in another month's time. So, by December end, we will be ready for the production.

**Ayush Agrawal:** So entire Ambad plant then will then be converted for Vertiv?

**Vinayak Parab:** Yes, yes, yes. Already that is half a year. If you ask me, we have completely shifted the production here. It has been epoxied. If you have visited the entire Ambad, you would know that all the three workshops have been epoxied and we are getting it ready for Vertiv.

**Ayush Agrawal:** Sir, once this entire plant will be converted, then roughly how many sets will we be able to make per month here?

**Vinayak Parab:** It was already we have discussed in that way that we will be able to manufacture around 200 sets at this plant and with a little bit of another improvement, we can increase it to another 100 sets or like that. So, 300 sets per month capacity will come? Now, we will be ready by December end or maximum January, we will be ready for 200 sets.

**Ayush Agrawal:** So, sir, second question that I want to ask that for this entire capacity and everything, how much have we spent till now and how much is left?

**Vinayak Parab:** See, there are some orders which are already placed. So, exactly I am not able to tell you the figure, but around say, we can say around INR 5 crores or INR 6 crores we have already spent on this CapEx. Let me check with exact figures in this books.

**Ayush Agrawal:** And roughly how much would be left?

**Vinayak Parab:** That might be committed or maybe paid, either way.

**Ayush Agrawal:** Okay. And sir, third and final question before I come back in the queue is that where exactly we are in the process of getting fully approved with sampling and everything done from Vertiv and given the new facility and everything?

**Vinayak Parab:** Samples, samples already approved. Samples are already approved. Then what they suggested in the quality recycle audit, the things which is required, that is ultrasonic cleaning machines, which we have received and we have even called to them why after 23rd they can anytime visit and inspect.

**Ayush Agrawal:** But given we are putting up new facility and everything, they might want to check new samples from the new production facility and everything?

**Vinayak Parab:** We are not changing any process. We are not changing process. Process is same as earlier. There are some changes from their side in their drawings. For that, they might ask us to again submit the sample of that particular drawing of particular parts.

**Ayush Agrawal:** Of course, of course. Okay. Sir, in a way, we will be kind of ready by Q4, we start bidding for orders and everything with them.

**Vinayak Parab:** Yes, yes. By end of the Q4, we will be able to or we are expecting earlier to that. But by Q4, we will be ready for that.

**Ayush Agrawal:** Got it. Got it. I will come back in the queue, sir. Thank you. And this is like really good work and update.

**Vinayak Parab:** Thank you.

**Moderator:** Thank you, Ayush. We will take the next question from the line of Vedant Narola. Mr. Vedant, you can unmute and go ahead, please.

**Vedant Narola:** Hello. Yes, I had a question on the Vertiv order. So, like back in on the last call, you had mentioned that you had received some sample orders worth INR 10 lakhs, INR 20 lakhs. And it has been validated in the Indian plant, but it has been sent for a global quality check. So, has that been approved?

**Vinayak Parab:** See, that has been approved. Verbally, they have communicated us that the samples are physically the samples are approved. But what I earlier explained, we sent compliances for which we have purchased that machines. So, prior to compliance of that, they are not going to give us the what we can say written confirmation and flow of the orders.

**Vedant Narola:** Okay. And my second question would be that like right now, like when it comes to the CDU, we're seeing lots of design changes from Vertiv side. So, how does that affect the product pipeline which we are making?

**Vinayak Parab:** No, no. The series which they have shared with us right now. So, they have confirmed that these are the final drawings and there might not be much change with that. If at all the changes come, that is not that critical. There might be some changes in sizes or there might be some changes in the positions of the collars or joints.

**Vedant Narola:** Okay. And the last question.

**Vinayak Parab:** Within the given setup, it is possible.

**Vedant Narola:** Okay. And my last question would be that like once the inspection is done on 23rd, which you stated like...

**Vinayak Parab:** No, no. It is not on 23rd. We have given them a mail or that saying we will be ready by 23rd. So, they need to confirm the date when they are going to come. It is not planned on 23rd. From our side, we are doing everything.

**Vedant Narola:** Okay. But once that happens and everything hopefully is like approved, like you expect the order inflows to be better like earlier than Q4?

**Vinayak Parab:** Yes.

**Vedant Narola:** Okay. Thank you. That's all.

**Moderator:** Thank you. [Operator Instructions].

**Rohit Bahirwani:** Yeah. Hello. Am I audible? Thank you for giving me the opportunity and congratulations to the entire team for delivering such strong results in H1. From whatever soft commitments you have got, or any other data centre players, what could be your expectation, let's say for next full

year, assuming that the production starts from the April '27. How much this data center business can add to our current top line?

**Vinayak Parab:** Say, for full operational and next financial year, we expect, conservatively we expect around at least INR 50 crores will be added from this vertical.

**Rohit Bahirwani:** INR 50 crores?

**Vinayak Parab:** Yes.

**Rohit Bahirwani:** Okay. Okay. And what kind of EBITDA margins are we targeting? I'm assuming these are export orders and directly we are supplying to Vertiv. So obviously there will be some addition to our current margins.

**Vinayak Parab:** See, there will be, see, we expect EBITDA to improve by another 2% to 3% next financial year.

**Rohit Bahirwani:** From the last full year EBITDA margins?

**Vinayak Parab:** Yes. Last full year EBITDA.

**Rohit Bahirwani:** Okay. Okay. The working capital cycle, anything on that? Will it improve or will you need more funds? Because INR 50 crores is a big, big addition to our current top line.

**Vinayak Parab:** Working capital, we already had lined up for say, we are negotiating on this. In case of Vertiv, we have already communicated them what we expect on the dividends also. And again, from their side also, they have some tie-up with financial institutions where we can get this bills discounted.

**Rohit Bahirwani:** Okay. Okay. That answers my question. Thank you so much and all the very best.

**Vinayak Parab:** Thank you.

**Moderator:** Thank you, Rohit. We will take the next question from the line of Chirag Shah. Chirag, you can unmute and go ahead.

**Chirag Shah:** Hello. Am I audible? Yes, sir. I'm a bit new to the company. So apologies if I'm repeating some of the questions. See, question one, sir, is what is the actual constraint for you to grow? Is it the land available is the main constraint? Or it is working capital, which is the main

constraint, assuming everything is in place? Because for the land size that you have, and another question is, generally, what is the time you require to write from getting the order till supplying it or moving out of your factory? What is the general time? And if it varies from product to product, please indicate that. How do we look at it?

**Vinayak Parab:** See, if you ask me in terms of growth, considering the past history, so what you are saying it is not a land or with what we can say that. Land is not the constraint. Earlier, we were mainly in the business of customer equipment supply, which take a lot of time and energy and scaling up of this activity is a challenge. So strategically, since you are new to this discussion, I feel you are not aware of earlier discussion. So, I will brief in short. So over the period of last two years, we have systematically putting efforts to mobilize more standard type of business. That is why the Vertiv or Hitachi or other customers are we are aligning with our business growth.

And where once we start working with them, then the business growth will automatically reflected in our financials. So land or requirement of infrastructure was the limitations earlier also and a little bit till the time because of the customized productions. Now, we have abundant of land which we can develop, but it is not that way without having any backup or without any planning, we can construct and move ahead with the productions.

So, gradually we are going ahead with this is because our second plant is having 13 acres of land out of which we are hardly using one third of land. So, that was not the limitations. Only thing is that we need to align the requirements of the customers on the customer basis. Now, from last one or two years, we are trying to balance the portfolio by customized as well as standard products.

**Chirag Shah:** And so generally, what is the time frame to execute the order once you get it to move out of the space?

**Vinayak Parab:** See, we have two three type of products. See the CDU which we are discussing, it is a new product line we developed over the period of say one and a half years. So, in this case, the orders we need to deliver on a weekly or monthly basis once it started. Another order, is we are supplying to the engine manufacturers, which we need to supply on the monthly basis. And other than this, there are OEM and EPC based customers. So, in case of typically in case of OEMs, it is around say one month to three months. And in case of EPC project, it is ranged from say three months to six months or eight months.

**Chirag Shah:** So, basically depend in case of an EPC project, your factory space gets blocked for three to six months for a single project, correct?

**Vinayak Parab:** Not always correct, because see, real actual manufacturing time is more or less two, three months, but this drawing approval, then getting the material that inspection of material by this particular agency or the customer or their end user that takes time. And stage wise inspections also are constrained. So that is the main time taking activity. So, if you ask me in case of EPC or project based orders, in terms of real manufacturing, actual manufacturing time is say three to four months.

**Chirag Shah:** Three to four months. And similarly, actual manufacturing time in case of OEM and CDU would be how much actual, I know the supply is you talk about supply schedule, but the manufacturing time that you need is what?

**Vinayak Parab:** You see, in case of CDU or in case of engine basic equipment, it is a say three to four weeks is the manufacturing time, end to end manufacturing. Three to four weeks. And in case of OEM, it is say around 8 to 10 weeks.

**Chirag Shah:** Okay. And how can you shorten this time? Is it possible? I am not saying immediately, but say if you take a three, four year view, how can you?

**Vinayak Parab:** That is the reason we are that see, that is the reason we are upgrading our manufacturing capabilities at Talegaon plant where we are adding laser cut machines, which will say reduce my time processing. See, currently we are using some machines and some manual process. So, the three process which we do separately that can be carried out in a single machine. So, that is the way we are doing. Again, we are adding some SPMs to where we are depending on the persons to do the activity, where we will have that SPMs where dependency on the manual work will be reduced and it will improve the efficiency as well as it gives me the ability to operate 24 hours.

**Chirag Shah:** Okay. And sir, in the past, we have mentioned that margin will see an uptick subject to the volatility of raw materials. So, can you elaborate on that? Is it a fixed price contract that you have or how does it work? Given the time, given the long sequencing of manufacturing that you indicated. So, how come so, if you can just elaborate a bit more about it.

**Vinayak Parab:** In case of the schedule based order, which we have said that we are supplying to the engine manufacturers or for example, the CDU kind of things. So, there the prices are fixed and reviewed on the quarterly basis. And whatever the impact have in last quarter will be passed on in next quarter. So, if the prices goes down, next quarter we need to reduce the prices. If the material prices goes up, we will ask for the increase in price. That way it work in case of the schedule based orders and in case of the customized order or when we bid for the order or submit the offer and get the order. So, it is like that once we submit the quote, we get the orders here within months times. So during this month's time, if there is a drastic change in material, we may ask, but in that case, the price which we offer initially, that remains the same for the period of the 6 months. But what we do, once we get the order, we immediately book for the material.

But sometime it happens the engineering clearance or the manufacturing clearance may take time and during that period if the price goes up, we do not have any scope to renegotiate. But it is a rare case. So, we generally we keep little bit margin for this kind of volatility.

**Chirag Shah:** Okay. So, on the scheduled delivery, you said that you take around a month's time to make it, but price revisions are quarterly. So, that is what you indicated. So, it is not that every new order that you get, there is a new product.

**Vinayak Parab:** No, no, no. These are the standard products which is fixed by price. Once we fix the price, they give the schedules. If the material prices go, it is not practically feasible for the customer also, and for us to go and ask for every time for the price. So, in case of price, in this scenario, in case of increase of price, it will get postponed to next quarter. In case of decrease of price, it will also get postponed to the next quarter.

**Chirag Shah:** Postponed to the next quarter. So, over a period of time, it nullifies, fair point.

**Vinayak Parab:** That is correct.

**Chirag Shah:** And sir, you also indicated in the past that you are supplying components and not necessarily the entire unit, like be it heat exchanger or condenser, etc. Is it true for all the companies or it was more restricted to Vertiv?

**Vinayak Parab:** No, no. In Vertiv, we are not supplying heat exchanger. We are supplying the pipe assembly, which is required for CDU. Correct. So, they are using the heat exchangers and they are sourcing it from somebody else. They may come to us for the heat exchangers also. And if they come to us or we are trying, rather we are trying, but before rolling out the particular product, it is not advisable for anybody to go for another product. So we are trying to roll out this product and then we will go for other products.

**Chirag Shah:** Okay. Okay. And one last question, I come back in the queue. So, generally, who are the repeat customers for you? Because you have mentioned quite a big quality names. Then generally, how frequently the repeat customers come?

**Vinayak Parab:** The compressor manufacturers, which are in our list, all are repeat customers. They are frequently repeating. Every month we saw, or quarter we have orders. For example, Burckhardt Compression, there are one or two orders always there on the production. IR, they are floating or issuing the orders every month. So, their production always, whenever you come to the shop floor, you can see that we have some product manufacturing for IR, some products are manufactured for Atlas Copco, some products are manufactured for Kirloskar, Kirloskar Oil Engine, Pneumatics or Burckhardt Compression, Siemens is also there. So, that way it is. And few customers which are there for the for example, the National Compressor Canada, they started this year, but we have now three orders, another is in pipeline. So, it is like that once we started, we are get orders from the customer repeatedly on a frequently or particular intervals.

**Chirag Shah:** Who would be your competitors? This is the last question from my side. In general, who would you consider your competitors when you meet Atlas?

**Vinayak Parab:** If you ask, so then Patels Airtemp or we can say Loyal Equipments.

**Chirag Shah:** Listed players we are aware, but unlisted.

**Vinayak Parab:** Unlisted players, there are say, Enpro is there, they are sometimes competing with us. Then there are three, four small players who are competing sometimes with us.

**Chirag Shah:** Okay, great. Thank you very much. I will come back for more questions.

**Moderator:** Thank you, Mr. Chirag. We will take the next question from the line of Dakshita Mishra. Dakshita, you can unmute and go ahead.

**Dakshita Mishra:** Good afternoon, sir. Thank you for the opportunity. Sir, what are the current utilisation levels at the Ambad and Talegaon facilities each? And post expansion, what revenue can the existing manufacturing infrastructure support without requiring significant additional CapEx?

**Vinayak Parab:** See, as I said, Ambad facility we have completely vacated for this new set of productions of that for that CDU piping requirement. So, as of now, the capacity is less than zero. But with this, this capacity can generate a revenue of INR 100 crores or more than that.

**Dakshita Mishra:** Okay, sir. And what revenue contribution can the data centre cooling segment potentially make over the next two to three years? And also, are margins in the segment structurally different from our conventional heat exchanger and pressure vessel business?

**Vinayak Parab:** See, margin difference in heat exchangers also there are some products which are we are working on right now. So, that also improve our margin. But what I can say currently the heat exchangers margin and if you consider this CDU piping requirement or CDU piping assembly, it is a little bit better margin than other products.

**Dakshita Mishra:** Okay, sir. And our EBITDA has grown by 49.1%. And it has broadly grown in line with our revenue, indicating that operating margins have remained stable. So as the company scales up production and benefits from operating leverage, is there scope for EBITDA margins to improve beyond the current 11.9% level? And also, sir, what would be the key operational levers that could drive such improvement?

**Vinayak Parab:** See there is definitely there is a scope of improvement and that we are targeting also. The initial stage also, I explained that we expect another 2% to 3% improvement in the EBITDA margin in from next financial year onwards. So in this case, see we are now majority production is on the customer side, where automation or machine based operations are not that way feasible. Whereas in the case of the CDU piping or piping pipe assembly, and again, we are also trying to semi-automize or automize some processes in the existing plant also. So, that will give us an advantage and that will help us to improve the margins.

**Dakshita Mishra:** Okay, sir. Thank you for taking my questions and all the best.

**Vinayak Parab:** Yes, thank you.

**Moderator:** Thank you. We'll take the next question from the line of Diya Jain. Diya, you can unmute and go ahead, please.

**Diya Jain:** Sir, thank you for the opportunity. So, we have INR 50 crores of orders under execution, but what is our current order pipeline that we expect to convert into confirmed orders?

**Vinayak Parab:** See, that is the ongoing process, which where we are exact figures I am not able to share. But generally, it happens that we have another, say, INR 80 crores to INR 100 crores offer submitted or offers under discussions with the prospective customers.

**Diya Jain:** Okay, sir. And we have this new order in for supply of air trim cooler. So, can you elaborate a little more on that?

**Vinayak Parab:** Which one?

**Diya Jain:** The air trim cooler.

**Vinayak Parab:** That is from Blutek.

**Diya Jain:** Okay, and when do we?

**Vinayak Parab:** That is the export order, which we are -- that required a specialized material that is titanium. So, that is the opportunity once we start or supply the titanium heat exchangers or equipments, it will give another advantage to us because there are very limited players who are manufacturing titanium equipments.

**Diya Jain:** Sir, is this going to be a repeat business for us? Or is this just a one-time order?

**Vinayak Parab:** No, no, it is going to repeat, but it is not standard business.

**Diya Jain:** So, this is customized?

**Vinayak Parab:** So, the construction of metal is titanium. Where we use steel, there we use titanium metal.

**Diya Jain:** Okay, sir. And what sort of revenues and margins can you expect for FY28 and '29?

**Vinayak Parab:** '28, '29.

**Diya Jain:** Yes, sir for both years.

**Vinayak Parab:** For next financial year you are asking?

**Diya Jain:** Yes, yes.

**Vinayak Parab:** So, that we EBITDA improvement in that financial year, anywhere between 2% to 3% improvement we are expecting. And growth we are expecting 35% to 40% growth next financial year.

**Diya Jain:** Okay, sir. And any targets for FY29?

**Vinayak Parab:** We expect to continue in the same fashion, but right now it is very difficult to predict on that the growth, how much growth we see in next to next year. But we are targeting that we will at least grow by 30% for next 5 years, 30% to 35%. Our target is to grow at the CAGR of 30% for next 5 years.

**Diya Jain:** Okay, sir. Thank you so much. I will get back in the queue.

**Moderator:** Thank you. We will take the next question from the line of Neha Sharma. Neha, you can unmute and go ahead.

**Neha Sharma:** Hello, sir. Thank you for the opportunity. I wanted to understand is the company looking to increase its presence in international markets through OEM relationships and exports and what are the key market being targeted and what challenges does the management foresee competing with established international manufacturers?

**Vinayak Parab:** See, we are already targeting the international market. We are basically targeting the Europe and US market. This order just we discussed that titanium heat exchangers, it is from Italy. So, there are some customers or OEMs are visiting our plants or visited our plants or some are visiting our plants in coming years for the offloading their manufacturing to us or sourcing the material from us. Already we are in this line. So, Hitachi is also one of the customers for the export which we are in the process and that will be regularized. Vertiv again, we are supplying to USA. Then Blutek is from Italy. National Compressor from Canada. These are the export clients, and we see down the line growth in that export market or export business.

**Neha Sharma:** Yes, sir. I also wanted to understand considering the Ambad facility has exclusively allocated to the Vertiv project. Is the current engagement

limited to the gallery CDU product or are there opportunities to manufacture for additional CDU models and related cooling infrastructure components for Vertiv?

**Vinayak Parab:** We have Gallery CDU is the prototype right now. They are also in the process. But other than these two series for which we have already submitted the product for them.

**Neha Sharma:** Okay, sir. Thank you so much.

**Moderator:** Thank you. We will take the next question from the line of Ishpreet Kaur. Ishpreet, you can unmute and go ahead please.

**Ishpreet Kaur:** Hi, I just want to understand your product arrangement that is there for Hitachi.

**Vinayak Parab:** For Hitachi, we are manufacturing the air receivers. These are the special vessels.

**Ishpreet Kaur:** And this would be from the Talegaon facility?

**Vinayak Parab:** This will be from the Talegaon facility. Once it is settled, it is the schedule based requirement.

**Ishpreet Kaur:** Air receiver, you said?

**Vinayak Parab:** Air receiver tank. That is the in technical term, it is called the pressure vessels.

**Ishpreet Kaur:** Okay, and what is the end use of these products?

**Vinayak Parab:** These are used in compressors. Hitachi manufacture huge compressors and for that they require this.

**Ishpreet Kaur:** Sure. The supply of these products has already started?

**Vinayak Parab:** No, no, no. It is a prepaid order, trial order, which we have completed. They are under the process of validating the documentation and all this thing. They have changed. There are some changes in engineering from their side also and these all these equipment are CRN certified. So any change in the engineering need to be get validated by CRN. So that is in the process.

**Ishpreet Kaur:** Okay, and how big a revenue potential can be from this customer?

**Vinayak Parab:** We expect in next financial year, full operational year, we expect anywhere between INR 25 crores to INR 30 crores from this Hitachi business.

**Ishpreet Kaur:** In FY28?

**Vinayak Parab:** In FY28.

**Ishpreet Kaur:** And the CDU that you were mentioning around INR 50 crores could be the potential. That also could be done in FY28?

**Vinayak Parab:** That is for I am talking for FY28 only. That is for INR 50 crores potential, not potential is for more than INR 50 crores, but there minimum we are targeting to achieve INR 50 crores.

**Ishpreet Kaur:** So like you were mentioning, the Ambad facility can do somewhere around INR 100 odd crores now.

**Vinayak Parab:** Correct.

**Ishpreet Kaur:** Potential. And how about the Talegaon facility?

**Vinayak Parab:** Talegaon facility we have abundant of land available over there. If you want to add another workshop or practice shed, you can add it over there. There we have potential to grow to say INR 200 crores also or more than that to INR 300 crores also in that scenario. Based on the product line which we are trying to set, if we set -- settle down with Hitachi like product, it has a huge potential to grow.

**Ishpreet Kaur:** Okay, and INR 200 crores, INR 300 crores?

**Vinayak Parab:** And in Ambad, in Ambad plant also if there are some modifications which we need to do for which some CapEx may require, with that we will able to double the capacity at Ambad also, down the line in one or two years.

**Ishpreet Kaur:** So that can also be stretched till INR 200 crores you are saying?

**Vinayak Parab:** Yeah, yeah.

**Ishpreet Kaur:** Sure. The INR 200 crores, INR 300 crores Talegaon you mentioned, for that all the CapEx is already done?

**Vinayak Parab:** That is see the fund, what we did, we recently raised the funds which are the purpose for upgrading the Talegaon plant as well as the setting of the facility for CDU or piping manufacturing facility at Ambad. So all these facilities are sufficient for, or to achieve the revenue of INR 300 crores, INR 400 crores.

**Ishpreet Kaur:** Sure. Okay, great. Thank you so much.

**Moderator:** Thank you. We will take the next question from the line of Chirag Shah. Chirag, you can unmute and go ahead please.

**Chirag Shah:** Yeah, thank you for the opportunity sir. Actually I had a question on Hitachi. So it seems to be taking longer time for this validation trial to happen than our initial expectation. So can you just share sir what changes have happened from their side and what changes they asked us to do?

**Vinayak Parab:** See their equipments are they need the certification of for all world requirements certification. They require CEPD for Europe. They require U Stamp for USA and Asia or OPEC countries. They need a CRN for Canadian provinces. All Canadian provinces, there are 7 provinces in Canada which need approval of the drawings. In this scenario what happened, earlier they given the orders, then they put it on hold for some period, then it has started.

Now there are some minor changes which are operation during the operations identified and these are getting needed these modifications are needed in the drawings. And these drawings they are now seeking, asking or seeking approval from the Canadian provinces and that is taking time and that's way Hitachi, the European, USA people are taking their leisure time to respond and resolve or communicate.

**Chirag Shah:** That is the issue. So unless all these approvals, you can't start supplying. They can't take they can't supply to Europe.

**Vinayak Parab:** That is the reason we are not that aggressive on them because we targeted that, by the time their compliance are done, my financial will be over. We will get the orders from next financial year only.

**Chirag Shah:** Okay, but what I am asking is, if you are approved for Europe, they can source it for Europe at least, right?

**Vinayak Parab:** No, no, no. The equipment, they need all the certifications in the same equipment. Because when their compressor goes to any country, they

don't have to think again that they have to send it to the US or somewhere else.

**Chirag Shah:** And would the same issues crop up in Vertiv also, in terms of approval because, or it is more US specific, so the time requirement is lower or?

**Vinayak Parab:** No, no, no. These are, these are different requirements. These are the vessel, pressure vessels. For that, these are different guideline. And again, the data center development is coming up in the Asia specific region and African region. So there won't be that much constraint for that. And it is going on in US. So there won't be that much issue. And there is no issue for CEPD approval. Only time taking process is the Canadian approvals.

**Chirag Shah:** Okay, so Vertiv will not face this kind of unnecessary deal, approval.

**Vinayak Parab:** No, no, no. They don't have any requirement. Their requirement is because the components are all put in a different, so their approvals, they take at their end.

**Chirag Shah:** And what is the latest communication from Hitachi with respect to approvals falling in place? Any update coming from that that this will happen.

**Vinayak Parab:** See, in this scenario, they have given some changes which we have already communicated, or we have in the process of getting it validated from CRM. So CRM, generally CRM people take six months time to approve or modify anything. That is the problem.

**Chirag Shah:** So the approval has to be taken by us. It is not Hitachi on behalf of us.

**Vinayak Parab:** No, no, we have to take the approval for which they have already paid for us.

**Chirag Shah:** Okay. So it is not Hitachi who is taking approval. It is we who have to take approval. Okay.

**Vinayak Parab:** No, no. We are taking the approval.

**Chirag Shah:** Yeah. Okay. Great. So Hitachi is a very exceptional and odd case, which is not a normal approval cycle. Fair point.

**Vinayak Parab:** See, that way we are manufacturing for National Compressor Canada also, but they are based in Canada. So they are taking care of all these

things from their end. Hitachi is based in USA. So they don't want to take the headache of getting the approvals.

**Chirag Shah:** Okay. Sir any other entity under approval process or that can come under approval process for any new corporate, if you could share some name, it would be great.

**Vinayak Parab:** See, there are many people right now visiting our plant, our facilities. And it is now at the pre-mature stage to disclose the names and all those things, considering the business confidential and all these things.

**Chirag Shah:** Okay. Thank you. Thank you very much.

**Vinayak Parab:** Yeah.

**Moderator:** Thank you. We'll take the follow-up question from Mr. Vedant Narola. Mr. Vedant, you can unmute yourself.

**Vedant Narola:** I had one more question. So like when we had the audit facility check back in June or July, this would be, I think, our second audit facility check with all the equipment, which you mentioned, you ordered the ultrasonic machinery. So like what could be some of the challenges that could be incurred from Vertiv side, whether they did, they need new certifications or requirements, which could lengthen the process of the validation of the product?

**Vinayak Parab:** Going forward?

**Vedant Narola:** Yes.

**Vinayak Parab:** See, I don't see right now, other than the -- which political issue, US government or so, that is also over now, because now the government has changed or not changed, but there are some changes in their policies and process. So I don't see any limitations from their side because ultrasonic requirement is also not that as per the policy, earlier process was also as per their quality policy. Why the ultrasonic has come into picture? Because down the line for mass production, there should not be any limitations. That is the reason they have insisted for that. So I don't see any point from this time onward, where we get hold of.

**Vedant Narola:** Okay. And my last question would be that, like right now, from what you said, they're seeing a massive demand for their cooling units or CDUs, and they want to diversify their supply chain towards countries like India. So like there's a company called Aeroflex, which is already

an exclusive partnership they have. And right now, they're also facing various difficulties with other vendors because they are not able to mass produce the products up to the quality and standards Vertiv needs. So would our company be considered a second-best competitor to companies like Aeroflex, where if you want to mass produce and meet the standards of Vertiv, that would be possible from our end.

**Vinayak Parab:** See, again, I will say that Aeroflex manufacturing, the product or the piping or which we are manufacturing is all completely different in terms of the quality and manufacturing requirement. We manufacture product which is more stringent than what Aeroflex is manufacturing. So we are in the process of developing or setting up the plant in such a way that we will be able to meet the quality standard required by them.

That is the reason we are adding the machines or equipments and reduce the human intervention as much as possible. So we definitely align to deliver the product which Vertiv is expecting.

**Vedant Narola:** Okay, that's all. Thank you.

**Vinayak Parab:** Yeah.

**Moderator:** Thank you. We'll take one last question from Mr. Aditya Gupta. Mr. Aditya, you can unmute and go ahead please.

**Aditya Gupta:** Hi, sir. Many congratulations. Sir, just to follow up on the approval part. So how does the approval process work? So if a product for Hitachi has been approved in, let's say from authority in Canada or all the seven provinces in Canada, that same product has to go under some other approval for some other company? Or if that is approved, then it is that can be sold to ABB also or Bosch also or some other peer also?

**Vinayak Parab:** No, no, no, no, this product, this engineering, you see, what happened, the engineering which is the proprietary of a particular company. If we design for a particular company, it is our proprietary. If Hitachi designs and supplies to us, then they are our proprietors. So that product I cannot supply to another product than Hitachi. I need to supply to Hitachi only. And the approval is for the engineering part. Not for the manufacturing part.

Canadian approvals are generally for the engineering. They validate the engineering, that is the engineering is done in such a way that that complies with the Canadian requirement. That is the part.

**Aditya Gupta:** Okay. So basically approval is product specific and engineering specific.

**Vinayak Parab:** Engineering specific and product specific. As of now, I have 20 equipment requirements from Hitachi. Out of which I got approval for 7. Others are in the process. So these ones, these approved, engineering are approved, I need to manufacture according to that engineering. If I need to change any small change in that engineering which may have impact on the equipment, need to get approved or validated by the approving authority.

**Aditya Gupta:** Okay. So for those 20 products, if some other company approaches to us, we will have to take another approval for that company also?

**Vinayak Parab:** Correct. I cannot send this to them.

**Aditya Gupta:** Okay. We got it. Thanks.

**Moderator:** Thank you that was the last question for the day. Would you like to give any closing comments before we end this conference call?

**Vinayak Parab:** Thank you for the support of valued investors. We are trying our best to deliver the best results and expecting the support in our journey. That is all from our side.

**Moderator:** Thank you, sir. Thank you to the management team for giving us their valuable time. Thank you to all the participants for joining us on the call. This brings us to the end of today's conference call. You may all disconnect now. Thank you.