



**MAN Industries (India) Ltd
Q1FY26 Earnings Conference Call**

Event Date / Time: 12/08/2025- 16:00 Hrs.

Management:

Dr. Ramesh Chandra Mansukhani
Chairman

Mr. Nikhil Mansukhani
Managing Director

Mr. Sandeep Kumar Garg
Chief Financial Officer

Mr. Rahul Rawat
Company Secretary

Mr. Vijay Gyanchandani
DGM- Investor Relations

Moderator:

Mr. Tanmay Choudhary- Ventura Securities

Moderator:

Ladies and gentlemen, good day, and welcome to the MAN Industries India Limited Q1 FY26 conference call hosted by Ventura Securities 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 the conference call, please signal an operator by pressing * then 0 on a touch-tone phone.

Please note that this conference is being recorded. Before we begin, I would like to point out that this conference call may contain forward-looking statements about the company, which are based on the belief, opinions and expectations of the company as on date of this call. These statements do not guarantee the future performance of the company, and it may involve risks and uncertainties that are difficult to predict. I would now like to hand the conference over to Tanmay from Ventura Securities. Thank you, and over to you, Tanmay.

Tanmay:

Thank you, Karthik. Good day, everyone. On behalf of Ventura Securities, I'm pleased to welcome you all to the MAN Industries India Limited Q1 FY26 Earnings Conference Call. Today, we have with us the management Dr. Ramesh Chandra Mansukhani, Chairman, Mr. Nikhil Mansukhani, Managing Director, Mr. Sandeep Kumar Chief Financial officer, Mr. Rahul Rawat, Company Secretary, Mr. Vijay Gyanchandani, DGM Investor Relations. Now I would like to hand over the call to Dr. Ramesh Chandra for his opening remarks. Thank you and over to you sir.

Mr. Nikhil Mansukhani:

Good afternoon, everyone. This is Mr. Nikhil Mansukhani here. So, as we've delivered a strong profitability and margin expansion, driven by a favourable product and geographic mix, the YoY revenue declined 0.6%, largely due to the deferment of export shipment worth around INR 150 crores and due to geopolitical disruptions. As of 30th June 2025, our order book stands at around INR 3,200 crores with an additional INR 15,000 crores in our bid pipeline.

Currently, we are L1 in few high value projects, which are at advanced stage, so we expect these to convert and hopefully to announce these orders very soon. Our internal production schedule shows promising momentum in H2 with both LSAW Mills fully booked. This backlog coupled with enhanced capacity utilization is expected to deliver meaningful operational leverage. Exports account for approximately 80% of the order book, a strong testament to our global positioning in key markets.

In our LSAW Pipe business, demand is surging for both pipeline infrastructure and oil and gas transmission projects. Our technical strength across LSAW or HSAW and coated pipe solutions must fully capitalize on this growth. Our strategic expansions initiatives in Saudi Arabia and Jammu are progressing well and they are on track with operation expected to commence by Q3/Q4 FY26.

We are establishing a 300,000 tonne per annum capacity facility in Damam, Saudi Arabia, with a Capex of around INR 630 crores. This is scheduled to be completed by FY26. This facility will help us offset import duties and big production closer to the core demand centers in Saudi Arabia and an approximate estimated turnover incremental turnover would be approximately INR 3,000 crores.

Also, we are in discussion with the Saudi government for certain orders and hopefully, before the plant comes online, we should have something in hand. On the other hand, Jammu, the stainless-steel

seamless plant, the production, the construction is going well and that plant should also be up and running by FY26.

The total Capex for these two projects is approximately INR 1,200 crore. With that, I now hand over to our CFO, Mr. Sandeep Kumar, to review the financials. Over to you, Sandeep.

Mr. Sandeep Kumar:

Thank you, Mr. Nikhil. Good evening, everyone. Let me take you through the financial highlights. I am pleased to begin by highlighting the financial year, financial resilience and strategic progress we have achieved this quarter. In a challenging environment marked by the deferred exports and moderation in raw material costs, our financial performance stands testimony to disciplined execution and operational agility.

Let me briefly walk you through the key performance highlights. Total consolidated income grew modestly to INR 774 crores. Our EBITDA surged by 39% YOY to INR 80.6 crores, reflecting substantial margin expansion of 290 basis points to 10.86% from 7.73% in the same period last year. Notably, our PAT also increased by 45% YoY to 27.6 crores with net margin improving by 110 basis points to 3.6% from 2.59%. These results are merely numbers. These are indicators of our strength and capacity utilization, optimization cost structure, and strategic product and geographical mix. With this, we would like now open the floor for Q&A Session. Thank you.

Moderator:

Thank you, sir. Ladies and gentlemen, we will begin the question-and-answer session. If you have a question, please press * and 1 on the telephone keypad.

Ladies and gentlemen, if you have a question, please press * and 1 on the telephone keypad. We will wait for a moment while the question queue assembles. We have the first question from Darshil Pandia from Finterest Cap.

Darshil Pandya:

Hi am I audible, sir?

Mr. Sandeep Kumar:

Yes.

Darshil Pandya:

Hi sir, I wanted to understand, since, you know, our business are affected last quarter, how are they for this quarter? Are we seeing some normalizing trend?

Mr. Nikhil Mansukhani:

So, Darshil, the Q1, Q2, the backlog is still there. So, quarter is likely better or similar to the current one, approximate and Q3, Q4 are very, very robust because of all the deliveries and multiple shipment and new orders. The Q3, Q4 are much going to be higher than the Q1, Q2. The entire revenue would be approximately 20% higher than what was there last year.

Darshil Pandya:

Correct. Got your point. And, sir, also, to understand what is the other income that we are getting and, you know, since we're including it in the EBITDA margins, wanted to report that.

Mr. Sandeep Kumar:

Other income is part of the operation. It is incentive, Forex, other things, which is forming part of the operations only. This is not from the leasing or some interest income or something. This is operational other income. That's why we are adding that to our operation from operations only for all our calculations.

Darshil Pandya:

Understood. Final question would be on the real estate type, sir. What is the, you know, number that we're expecting this year because last quarter cannot remember, around 360 or below we had accrued. So, what are we expecting for this financial year?

Mr. Nikhil Mansukhani:

Real estate, for this financial year, the launch is going to be in quarter two, quarter three. So once the launch is done, we will be able to give you a clearer picture. But I think approximately INR 70 to 80 crores should be there. Again, that would come in Q3, Q4 because the launch of the project is, I think, in Q3 start of Q3.

Darshil Pandya:

Got it sir all right. Thank you. I'll get back in the queue. Thank you so much for taking the questions.

Moderator:

Thank you. The next question comes from Shubham Purohit from SBI Securities.

Shubham Purohit:

Hello, sir, a few questions from my Could you please provide the product wise sales volume for the quarter?

Mr. Sandeep Kumar:

We operate only one segment, which is the steel pipe, and total revenue is coming from the steel pipe segment only.

Shubham Purohit:

So in that the total volumes in let say LSAW, HSAW and ERW?

Mr. Sandeep Kumar:

We don't disclose that number because that number is coming from the total business together. So as a policy, we are disclosing the total revenue number only, which is the rules.

Shubham Purohit:

So, my next question is could you elaborate on the Jammu plant, the GST arrangement, and, the calculation for the rebates?

Mr. Nikhil Mansukhani:

So, Jammu, we are in the NCSS scheme, which is National Centre scheme. Basically, it is 18% gross GST on every sale that you do in the country and that is, you can take the benefit of over 10 years. So, suppose you have an investment of machineries of INR 100 crores, you get a grant of around INR 300 crores, which can be utilised over 10 years. So, you would get INR 30 crores in the form of entire 18% GST, number one. Number two, you would get a 6% interest subsidiary if you borrowed from bank. These are the two main subsidiaries.

Shubham Purohit:

So, sir, this 18% GST would be on the sales, right?

Mr. Nikhil Mansukhani:

Yes.

Shubham Purohit:

And what would be your investments in the plant and machinery?

Mr. Nikhil Mansukhani:

Around INR 430 crores.

Shubham Purohit:

Okay, sir that would be all from my end.

Mr. Sandeep Kumar:

Thank you.

Moderator:

Thank you. Your next question coming from the line of Yash Sinha from MIPL Family Office.

Yash Sinha:

Hi, am I audible?

Mr. Nikhil Mansukhani:

Yes, I can hear you.

Mr. Nikhil Mansukhani:

We can't hear you, Yash.

Yash Sinha:

Hi. Am I audible?

Mr. Nikhil Mansukhani:

There is a lot of noise in the background noise

Yash Sinha:

I'll join back in the queue.

Mr. Nikhil Mansukhani:

Hello Yash. I think it's got disconnected probably. You can take the next.

Moderator:

Yes, sir. The next question comes from Bharat Kumar from Choice Institutional Equities.

Bharat Kumar:

Hello.

Mr Sandeep Kumar:

Yes, Mr. Bharat.

Bharat Kumar:

So, the geopolitical mission you have mentioned in the call. So, what was that like you can tell.

Mr. Sandeep Kumar:

Sir, Bharat, you are not clearly audible. Can you please repeat?

Bharat Kumar:

Hello, can you hear me now?

Mr. Sandeep Kumar:

No, your voice is cracking still. We cannot hear you.

Moderator:

Thank you, sir. The next question comes from Mr. Gopani from Capri Global.

Riken Gopani:

Hi, sir. Thank you so much for the opportunity. Sir, firstly, if you could help understand for the first quarter, what would the volume performance be compared to the same quarter last year?

Mr. Nikhil Mansukhani:

We share those details independently.

Riken Gopani:

Okay and what we are saying is, of course, the 3rd and 4th quarter will be relatively stronger. So you still see I mean, of course, there was some slippage because of the disruption in Q1. Q2, are there any specific factors that will still sort of drive broadly steady numbers YoY?

Mr. Nikhil Mansukhani:

So the reason is basically a lot of backlog gets created once the first quarter so, second quarter is pretty much pushing through what the first quarter has been done. And Q3, Q4, a lot of the new orders, the production is going on in Q2 and the shipment is in Q3 and Q4. So, pretty much all the mills are busy in Q3, Q4. So, in fact, Q2, but the shipment will be in Q3, Q4. So, we are seeing quite a sharp uptrend on Q3, Q4. Q1, Q2 will be similar, though whatever is missed in Q1 is going to be coming ahead in Q2.

Riken Gopani:

Okay and secondly, if you can help understand in terms of margins, while we did say that even in Q1, there was some impact because of the export shipments getting delayed, what has helped the overall gross margin and the operating margins in this quarter?

Mr. Nikhil Mansukhani:

Basically, we are working towards getting orders, whether it be local or export, value added products, the product quoted, and then CWC, some offshore pipeline work which we are doing. So overall, this year, the margins will be probably north of the numbers which are already come this quarter.

So like we even said previously that we are working on the higher margins, and we are working on big also on the projects which are higher margins. And currently, we are doing a little bit of less of water orders also locally. So that is also, in fact, not, you know, really bringing down our EBITDA. So that's why EBITDA margins are, in fact, highest, I think, more than 11% at a standalone, I think, approximately 10.8% on a consolidated point.

Riken Gopani:

Okay. So that's actually supported by the mix change within the domestic business also, not just the higher margin business because that is still to be executed in Q3 and Q4. So you will see further improvement in operating performance, is it?

Mr. Nikhil Mansukhani:

I think actually, all the orders, as 80% of our revenue comes from exports. So, all the orders, whatever is going out, are all good margin orders. So like we said, domestic as well as export, all the orders which are taken at a better margin. We expect this to continue.

Riken Gopani:

Got it. And lastly, if you could throw some more light on the Saudi commissioning in terms of, would you start seeing this generating business in this year in any way, or it will only be from next year that you would see any meaningful contribution?

Mr. Nikhil Mansukhani:

It would be next year.

Riken Gopani:

Got it thank you.

Moderator:

Thank you. The next question comes from Pritesh Chheda from Lucky Investments.

Pritesh Chheda:

Have you started executing the South Asian order which you announced some quarter back?

Mr. Nikhil Mansukhani:

Yes, we have started execution in this quarter so, that would be coming up in the coming quarters.

Mr. Sandeep Kumar:

You want executing this order in this quarter, and we expect this order to complete by this year end. So current quarter Was this the

Pritesh Chheda:

So the question was, was this the first quarter of that execute?

Mr Sandeep Kumar:

Yes, this is the first quarter. We have started executing this Southeast quarter.

Pritesh Chheda:

Okay. So, basically, what you're calling out also to the previous participant is that this year, largely, we'll see better margin orders getting executed throughout the year. So the operating profit growth will be much faster than the top line growth. Is it correct?

Mr. Sandeep Kumar:

Yes, that's correct.

Pritesh Chheda:

And on the top line front, it says we are calling 15 to 20% top line growth. Correct?

Mr. Nikhil Mansukhani:

Yes, that's correct.

Pritesh Chheda:

Okay. Now on the Jammu plant, in terms of the plant status, has it arrived for you guys or what is the exact plant status of Jammu?

Mr. Nikhil Mansukhani:

The majority of the machines are being delivered. The construction of NPEB has already started. We should be in Q4 ready for hot trials. And for some approvals as well, we will apply them.

So three months I should there because of the problem of the war, all the manpower and everyone had left practically from that state, and then it was quite a big task for us to get them back. But now they're back to policy, and that is why the slight amount of delay. But all the machines and everything, all the major equipment's are already delivered on

Pritesh Chheda:

All the equipment's are already delivered on-site?

Mr. Nikhil Mansukhani:

Yes, all the major equipment's are delivered on-site.

Pritesh Chheda:

So the all the extrusion press, is it delivered or that is yet to be delivered?

Mr. Nikhil Mansukhani:

That is getting shipped out on first week of September. It's under trial right now in Europe, and our people are already there. And it should get shipped out around September; some date in September.

Pritesh Chheda:

Thank you very much, sir.

Mr. Nikhil Mansukhani:

Thank you.

Moderator:

Thank you. The next question comes from Prithishka Singivi, an Individual Investor. Please go ahead.

Prithiska Singivi:

Hello. Am I audible?

Mr. Nikhil Mansukhani:

Yes, please go on.

Prithiska Singivi:

I wanted to ask that given the recent US tariffs and position on Indian exporters, there is likelihood of market shift from US to non-US destinations. Now you will even emerging potential alternative. How is your company planning to address the anticipated increasing competition in such markets?

Mr. Nikhil Mansukhani:

So, definitely, there will be slightly bit more competition. But, under the product which we sell, which is API, we've been, selling majority of the sales in UAE in the last 5 years has been by us. And in our business, the past track record creates a big differential on getting the business and not getting the business. But we keep working hard towards it. We have some value-added plans which we are putting in Middle East for getting the ICB so that we also get that business because now every country is protecting themselves, including Middle East and GCC.

So we have a small investment of a coating plant for getting the ICB so that we get the pipes also. So but US doesn't affect us because US, we were not selling because of the duty in the past also. So currently, also, we would not be no exposure in the US.

Prithiska Singivi:

Okay understood. Next, that I wanted to ask was that in the recent, like, last conference call, management indicated that current inventory build-up, it will be shipped in next quarter. I wanted to ask that what proportion of current quarter's revenue attributed to such inventory build-up.

Mr. Sandeep Kumar:

What we said last time is true because inventory build-up in last quarter has been liquidated as I told in the previous question that we have started executing Southeast order. So if I say total turnover, around 30% is coming from that particular order in this quarter.

Prithiska Singivi:

Okay. Thank you. That's it from my side.

Moderator:

Thank you. The next question comes from Yash Sinha from MIPL Family Office. I repeat, the question comes from Yash Sinha from MIPL Family Office. Please go ahead with your question. Sir, there seems to be no response. So, the next question from Jayashree from Trinetra Asset Managers. Please go ahead.

Jayashree:

My question is answered. Thank you.

Moderator:

Ladies and gentlemen, if you have a question, please press * and 1 on the telephone keypad. I repeat, ladies and gentlemen, if you have a question, please press * and 1 on the telephone keypad. The next question comes from Prithiska Singivi an individual investor.

Prithiska Singivi:

Sorry, I missed the question. Last question that I wanted to ask from my end was that company operating profit margin, if we exclude other income, it has declined from, like, 10% to 7% QoQ. So what was the reason behind this divergence and, also, you mentioned before that inventory was around 30% So, like, material costs would also have been declined because of this inventory build-up. So I want you to elaborate on that one.

Mr. Sandeep Kumar:

First of all, the other income, as I explained earlier, has been part of our business operation. It includes incentives and other export incentives plus forex. So, you cannot when you're doing the analysis, please add other income also because this other income is not coming from the non operating assets. All the other income is contributing from the operations only.

Mr. Nikhil Mansukhani:

Correct from the only current business only. It is not getting generated.

Mr. Sandeep Kumar:

Add that into your business, part of sales, and then you add so there is a positive in the EBITDA to 10.86% at Consolidated level, 11.71% at the Standalone level.

Prithiska Singivi:

Okay.

Moderator:

Thank you. We have the next question from Pritesh Chheda from Lucky Investments.

Pritesh Chheda:

Can you call out your outlook on the Saudi market in terms of the annual market size currently there and what do you see the annual market size heading towards the next few years?

Mr. Nikhil Mansukhani:

So, if you talk about the LSAW, pretty much the market is around 2 million tonnes and HSAW is around 1.5 to 2 million tonnes as well. That is the market trend over the last 3 years and we expect it to continue for the next 3 to 4 years with a lot of large orders already out and negotiations from the government.

Pritesh Chheda:

So, basically a INR 3.5 million tonne market will stay 3.5 from the next three years or what?

Mr. Nikhil Mansukhani:

These three, around INR 3.5 million are YoY. The timeline to execute would be between 12 to 24 months for each order. And that's why if you see last couple of years, there has been a large backlog because that's the quantity and the capacity is lesser. So a lot of the mills are full for three to four years. That's one of the main reasons why we want to go there because there is excess business, and we hope to get that.

Pritesh Chheda:

Okay. So what is so this is the demand, and what is the annual supply usually that happens in Saudi?

Mr. Nikhil Mansukhani:

The annual supply in LSAW is approximately 800 to 900 thousand tonnes on the higher side and spiral is approximately 800,000 tonnes, 700 to 800,000 tonnes

Pritesh Chheda:

So, you said 0.8 million tonnes in LSAW and even in HSAW 0.8 million tonnes. So, basically the demand is 3, 3.5, the supply is 1.5.

Mr. Nikhil Mansukhani:

Correct.

Pritesh Chheda:

Okay, and that is where you are putting up that 300,000 capacity and any other capacity which is coming up in the system because I think we heard on Welspun also wanting to expand.

Mr. Nikhil Mansukhani:

Welspun is putting an LSAW mill because they already have equity in Eastpide who has got around 400,000 to 500,000 tonnes already. They are putting an LSAW plant I think of the capacity 350,000 tonnes and Jindal in partnership is putting around 300,000 tonnes as well for spiral.

Pritesh Chheda:

I missed, Welspun is putting LSAW, how much 300,000?

Mr. Nikhil Mansukhani:

350,000 approximately.

Pritesh Chheda:

Okay, and you said Jindal is putting 300,000?

Mr. Nikhil Mansukhani:

300,000 or 400,000. 300,000, spiral.

Pritesh Chheda:

Spiral and they are putting LSAW and what are you putting?

Mr. Nikhil Mansukhani:

We are putting the phase one is spiral.

Pritesh Chheda:

Okay. Thank you.

Mr. Sandeep Kumar:

Thank you.

Moderator:

you. The next question comes from Darshan Gangar from First Water Capital. Please go ahead.

Darshan Gangar:

Thank you for the opportunity. Just wanted to know, out of the INR 12,000 crores Capex you have marked, how much has been incurred till date for Saudi as well as Jammu separately?

Mr. Nikhil Mansukhani:

So, Jammu around INR 590 crores, 350 crores have been expensed and committed and another 240 crores would be done in the next three to four months. Saudi, approximately out of the INR 630 crores, 300 crores is committed and expensed and another INR 330 crores over the next six months.

Darshan Gangar:

Okay got it. And, secondly, like, to the previous participant you mentioned, the capacities, but broadly, say 3 years down the line with the additional capacities coming up, is there a risk of overcapacity, like, maybe 3 to 5 years down the line or not outside?

Mr. Nikhil Mansukhani:

With these numbers, no. But if more and more players come, there's always a risk. With the current numbers and the current people also, who are putting it up, which will probably be the plants their plants will be operational in, you know, 16 to 24 months. I'm assuming we should be okay, but, obviously, any other further new plants, probably this would create, but the demand is I think, currently, they're growing at around 6% CAGR. More than that. Would be minimum. So, 6.8% CAGR is something around water, and then they have oil, gas, hydrogen, carbon capture, a lot of them. So, I think for now, the next 10 to 12 years, we don't find that there would be a overcapacity.

Darshan Gangar:

Got it. Thank you.

Mr. Nikhil Mansukhani:

Thank you.

Moderator;

Thank you. The next question comes from Sahil Chopra KIFS Trade Capital.

Sahil Chopra:

Thanks for taking my question. So, my question is related to this recognition of real estate transaction. So how this real estate transaction will get recognized this year and in subsequent years?

Mr. Nikhil Mansukhani:

It depends that the total last year when we did the agreement, based on the agreement for the inventory in the property. That inventory has been shown as a total of floating area inventory we got into our balance sheet. And as this balance inventory getting sold after the launch, the revenue for

the differential amount at which we are recognized by inventory minus the market price will be shown as a sale in the balance sheet, and profit will also be accrued accordingly.

Sahil Chopra:

So approximately INR 400 to 500 crores PBT revenue would be coming in, and then accordingly, the profit of that would be reflected

Mr. Nikhil Mansukhani:

That will come maybe after 5 years in one particular year or one week.

Sahil Chopra:

Every year?

Mr. Nikhil Mansukhani:

It comes every year. This year will be slightly lower because it is the launch year. It will get October with all approvals. September, October, it should be launched. And then YoY it will be approximately INR 80 to 100 crores. The total cash revenue with the company would be approximately INR 700 to 800 crores. The and then the tax amount would be obviously less.

Sahil Chopra:

And what about that INR 70 crore upfront payment?

Mr. Nikhil Mansukhani:

That is already received.

Sahil Chopra:

We have already received?

Mr. Nikhil Mansukhani:

Yes, we already received in March itself, in last quarter.

Sahil Chopra:

What kind of margins we can expect on it?

Mr. Nikhil Mansukhani:

It is market driven but we are expecting a good income to the company the site is very close to new airport. That area is coming in with a big development, and we see quite good surge in the prices after the launch in September.

Sahil Chopra:

Understood.

Mr. Nikhil Mansukhani:

The revenue which is invested, we are making much larger return on it. The revenue which was invested, which has come back to the company is almost going to be INR 200 crores and above that everything is profit.

Sahil Chopra:

Okay, understood thank you.

Moderator:

Thank you. We have the next question from Aditya Pandya from Vyom Partners. Please go ahead.

Aditya Pandya:

Hello.

Moderator:

Hi. Could you speak a bit louder sir.

Aditya Pandya:

Hi. I am audible now.

Mr. Nikhil Mansukhani:

Yes, go on.

Aditya Pandya:

Thanks for the opportunity. And, sorry, I joined the call a little bit late. So I see from your current presentation, we have about INR 3200 crores of order book in the pipeline. So what is the time period of, this order being executed?

Mr. Nikhil Mansukhani:

Between 6 to 12 months.

Aditya Pandya:

From quarter first. So most of it, 70 to 80% would be recognized this year, I believe.

Mr. Nikhil Mansukhani:

Yes.

Aditya Pandya:

Got it. And, you know, this quarter has been a little stringent for us. So are we looking to expand it in new geographies?

Mr. Nikhil Mansukhani:

Sorry. Come again?

Aditya Pandya:

Are we looking to expand it in new geographies based on, current quarter's performance?

Mr. Nikhil Mansukhani:

We are already expanding in the nearby geography. When you talk about business and going and taking business in the nearby geographies, we are pretty much there most of the places. And wherever we are not qualified, we are also working on it. So there is there are a lot of orders in pipeline. Like, you can see the big book is quite high currently.

So we are very optimistic, and we are very hopeful that few orders which we should receive very soon.

Aditya Pandya:

Understood. Okay. And what is the EBITDA margin you are targeting on these new orders?

Mr. Nikhil Mansukhani:

The EBITDA margin would be north of 10%.

Aditya Pandya:

Got it. I think that's it from my side. Thank you.

Moderator:

Thank you. We have a follow-up question from Riken Gopani from Capri Global.

Riken Gopani:

Sir, just I had one question on the order book and the order inflow. You've indicated the current order book size at about INR 3200 crores. What is in the order inflow growth this year and what kind of order inflow do you expect for the full year?

Mr. Nikhil Mansukhani:

So we should expect approximately around INR 2,000 to 2,500 crores of new orders by this year so that we would have a robust order book by the end of the year, and the opening order book should be quite robust. As most of our orders, when we are bidding, once we get the order, we place the

steel, it's between 6 to 12 months. So approximately, like we said, around INR 2,000 to 2,500 crores and should have an order opening book of around INR 2500 to 3,000 crores for next year, hopefully.

Riken Gopani:

So just to clarify this, so 2,500 crores is your expectation for the full year?

Mr. Nikhil Mansukhani:

New orders.

Riken Gopani:

New order inflow for the full year.

Mr. Nikhil Mansukhani:

For this year now, existing ongoing year.

Riken Gopani:

So because if I were to understand, I think in the first quarter itself, you would have done about 1400 crores plus of new order inflow?

Mr. Nikhil Mansukhani:

We have received this order in the Q1, 1,400 crores.

Riken Gopani:

That's what I'm trying to understand. So 1,400 crores is what you have received in terms of new orders in first quarter. And for the full year, we are expecting to add another 1,000, crores of additional order inflow.

Mr. Nikhil Mansukhani:

2,500 more now from here. The total will be around 3,900.

Riken Gopani:

And would this number, let's say for the first quarter, 1,400 crores, how has it performed let's say compared to the same quarter last year?

Mr. Nikhil Mansukhani:

Compare see, the problem in our business is a lot of times, the orders from the client, though it is confirmed every it, you know, it comes in very pieces because some orders, we need the advance. Some order, we need the LC. Till the time we don't have the payment tool, we try not to announce those orders until this is a government order but it is varied. But if you see the strike rate, pretty much, we've been there around for the whole year between last couple of years as we are growing.

We've been continuously increasing the order book. Even in fact, this year, the order book is pretty much higher than last year. And going forward also next two quarters, I think we'll probably have the highest order book of the company from the past. So I think we are doing better, already.

Riken Gopani:

Okay, got it. And in terms of if you could give some color in terms of whatever new bid pipeline that you are seeing, which geographies and what margins do you expect from the bid pipeline that is which geographies are seeing more bids opening up and there, what do you see the prospects for margins?

Mr. Nikhil Mansukhani:

In the MENA region, it's most bullish. A lot of orders. And then a slight bit of even Southeast Asia.

Riken Gopani:

Worldwide means.

Mr. Nikhil Mansukhani:

Worldwide, a lot of activity. But these two areas would be pretty much hotter zone.

Riken Gopani:

And both MENA as well as Southeast Asia would be superior margins for us in terms of overall company level margins. Right?

Mr. Nikhil Mansukhani:

Yes, better margin.

Riken Gopani:

Okay. Got it. Thank you.

Moderator:

Thank you. The next question comes from Harsh Vasa from SBI Securities. Please go ahead.

Harsh Vasa:

Good afternoon, sir. Thank you for the opportunity. Sir, just one question regarding the Jammu plant, like, you know, how is the GST calculation example, in the first year, we do a sale of 100 crores. So like 18% on 100 crores, 18 crores will be the GST, which will we can get a deduction, or if you need to do minimum percentage of, like, minimum sales need?

Mr. Nikhil Mansukhani:

Harsh, we need to do the minimum sales. Suppose we do 100 crores worth of sales, and we have 18 worth of GST, that's the credit we get. We have to pay the GST. We have to take the GST accountability from the grant. We have to pay the taxes or whatever we get, and then we have to apply after paying the GST to get the rebate from the government that the standard.

Harsh Vasa:

Sir, example if we do 500 crores of sales, so that will be, so 18% on that will be 90 crores. So that will be the cap, right?

Mr. Nikhil Mansukhani:

Correct. For us, pretty much, it is round about the right number which you put in.

Harsh Vasa:

Okay. Thank you.

Moderator:

Thank you. We have follow-up question from Bharat Kumar from Choice Institutional Equities. Please go ahead.

Bharat Kumar:

Yes. Hello Am I audible?

Mr. Nikhil Mansukhani:

Bharat, sorry. we can't hear you. If you have a particular question, you can put a email, and we'll definitely reply back to you.

Moderator:

Ladies and gentlemen, if you have a question, please press * and 1 on a telephone keypad. I repeat, ladies and gentlemen, if you have a question, please press * and 1 on a telephone keypad. We have a question from Yash Mehta from AART Ventures.

Yash Mehta:

So, sir, I wanted to ask that what is the geopolitical reason that led to the delay in shipments, was it Iran-Iran war?

Mr. Nikhil Mansukhani:

It was all of them put together. It was the India, Pakistan. It was the Israel, Iran due to which the shipping liners were affected. The ships coming, which we had booked were affected. Also, was due

to the shipment issues, there was a backlog even in Kandla Mundra And that's the one of the main reasons why we could not though the material was at port, we could not load it and send it out.

Yash Mehta :

Okay. And, sir, what is the outlook on the US market? I think we don't have any exposure in the US market. Yeah. But do you think the recent the recent tariffs will put Indian completely disadvantage in the US?

Mr. Nikhil Mansukhani:

So I think the outlook of US is quite good, to be honest. For US per say, this looks okay. We don't have any investment yet in the US or exposure. Hopefully, once we are done with the Capex and the company is doing better, maybe we will review to go to U.S.

Yash Mehta:

Thank you very much.

Mr. Nikhil Mansukhani:

Thanks.

Moderator:

That was the last question for the day. Now I hand over the floor to Dr. Ramesh Chandra Mansukhani, chairman, for the closing comments.

Dr. Ramesh Chandra Mansukhani:

So, I thank you all the investors and our directors and board to be part of the call. Thank you.

Moderator:

Thank you, sir. Ladies and gentlemen, this concludes the conference call for today. Thank you for your participation. You may disconnect your lines now. Thank you and have a good day.

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- Note:**
1. This document has been edited to improve readability
 2. Blanks in this transcript represent inaudible or incomprehensible words.