

PROSPECT

Date: 16/11/2025

To,
Department of Corporate Services,
BSE Limited
P.J. Towers,
Dalal Street, Fort,
Mumbai - 400 001

Security ID: PCL

Security Code: 543814

Subject: Transcript of Earning Conference Call for H1 FY26 held on 13th November, 2025

Dear Sir/ Madam,

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we submit herewith transcript of the earnings conference call held on Thursday, November 13, 2025 at 01:00 PM (IST).

This is for your information and record.

Thanking you,

Yours faithfully
For, PROSPECT CONSUMER PRODUCTS LIMITED

Bhargavi Pandya
Company Secretary

PROSPECT CONSUMER PRODUCTS LIMITED (Formerly known as PROSPECT COMMODITIES LIMITED)

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GST NO : 24AAMCP5811D1ZM



PROSPECT CONSUMER PRODUCT LIMITED

Event Date / Time: 13/11/2025, 1:00 PM.

CORPORATE PARTICIPANTS:

Mr. Vimal Mishra- Promoter & Managing Director
Mr. Ronak Kambhati Finance and Compliance
Mr. Rishabh Rathod Confideleap Partners

Prospect Consumer Products Limited H1 FY26 Earnings Conference Call Transcript

Moderator: Ladies and gentlemen, good day, and welcome to Prospect Consumer Products Limited H1-FY26 Earnings Conference Call. As a reminder, all the participants line will be in listen mode only. And there will be an opportunity for you to ask the questions after the presentation concludes. If you have any questions, you may signal the operator by raising your hand. Please note that this conference is being recorded. Before we begin, I would like to point out that this conference may contain forward-looking statements about the company, which are based upon the beliefs, opinions, and expectation of the company, as on the date of this call. These statements do not guarantee the future performance of the company and involve risks and uncertainties that are difficult to predict. I would now like to hand over the floor to Mr. Rishabh Rathod from Confide leap Partner. Thank you, and over to you, Rishabh.

Rishabh Rathod: Thank you. Good day, ladies and gentlemen. I extend a warm welcome to participants joining the Prospect Consumers Product Limited H1FY26 earning conference call. We are pleased to have with us today Mr. Vimal Mishra, Promoter and Managing Director, Mr. Ronak Kambathi, Finance and Compliance Officer. I now invite Mr. Vimal Mishra to share his opening remarks and take us through the company's performance for the first half FY26. Over to you, sir.

Vimal Mishra: Thank you, Rishab. Good afternoon, everyone.

A warm welcome to all of our investors, analysts, and stakeholders joining us today. It is my pleasure to share with you the strong performance of Prospect Consumer Products Limited during the first half of FY26. A period that marks a new phase of accelerated growth for our company. In FY26, we have significantly expanded our manufacturing capacity from 1200 metric tons to 4,800 metric tons. Supported by a fully modernized and automated facility.

Our capacity utilization is expected to reach 2,500 to 3,000 metric ton this year, and further scale up up to 4,000 metric ton in next financial year. This transformation has strengthened our operational capabilities and positioned us for the sustained growth. On the market front, our B2C segment has gained strong momentum in Ahmedabad and Delhi. Driven by increasing consumer demand and successful initiatives such as influencer marketing, corporate gifting, these efforts are further enhancing our brand visibility and expanding our retail footprint under the Drifrutz brand name.

From the financial perspective, the total income surged 125.4% year-on-year basis to 29.69 crores and EBITDA grew at 125.6% to 3.97 crores and PAT has increased to 86.9% to 2.06 crore, compared to the 1.10 crores in H1 Financial Year 25. This growth underscores the impact of our strategic investment in automation, capacity enhancement, and market expansion. With a strong foundation in place, we are confident of maintaining our trajectory of profitability and sustainable value creation. Before we move to the question-and-answer session, I would like to take this opportunity to thank all of our stakeholders, investors, employees, and partners for their continued trust and support in our journey. With this, we can now open the floor for questions. Thank you once again for joining us today.

Moderator: A quick reminder for everyone, if you have questions, please raise your hand using the reaction tab.

Moderator: We have Mr. Jayesh Shah. Sir, please unmute and introduce yourself.

Jayesh Shah: Yeah, hi, Vimalji. Very good afternoon to you. I have a couple of, set of questions.

So, firstly, it's on margins. So, as I see, your margins have improved substantially. So, what's driving this margin expansion? Like, either it is efficient sourcing, or is it higher mix of B2C? and, can we expect margin expansion in coming futures, or will it sustain on current levels?

Vimal Mishra: Thank you, Mr. Jayesh, for your question. Well, on the margin side, so we have done two, three things, and it's a combination of all. So, to just elaborate more in that, first, the new facility, where we have done the automation, it has helped us to reduce our lead time substantially, which has helped us to, Process our processing cycle in a faster way compared to what we used to do in our last facility, and secondly, the backward integration, what we have done on the procurement side.

So it's a combination of both things, and same time, on a B2C segment, where we are pushing the things, where our profit margins are a little bit on a higher side compared to the B2B level. So that is a combination of everything, which has helped us to increase our profit margin, which we are showing in this result.

Jayesh Shah: Yeah, my next question is regarding, volatility. So, how are you able to manage, volatility in the prices of raw cashew, and do you have any long-term contracts? For the same, like, what are... like, do you resort to hedging mechanism, or what is it, like...

Vimal Mishra: Well, for the volatility, actually, if you really ask for current financial year, so prices are settled at the moment for raw cashew, and same time compared to the raw cashew, the finished prices are also settled at the moment. So, in near future, let's say for next 5 or 6 months.

We can see the market level on a same level, mostly. Next year, when the new crop will begin, so the prices will start coming once the new crop will arrive in the market.

So, we will take the call on a spot basis, that particular moment only, where what we are getting, if we are bringing the material directly import from Africa, what we can get, actually, if we are buying locally, if we are buying high seas, so what will the price benefit we will get? So, we compare everything, basis on the finished product market and that is what actually helping us, that we don't end up in blocking the much, required working capital, actually, in bringing the import from Africa. And same time, we don't want to end up paying high cost to the local importers from whom we are buying.

So it's a combination of everything, which is helping us to reduce the margin, to reduce the volatility in the market, because once the material will start coming from Africa, the market will get settled at that particular price. So, it may end up that we may have to stock a material a little bit, maybe a period of a month or something, but so far, it has not been done, because we are actually going for the forward orders. Once we have the order, we are starting, actually, based on the procurement, based on the orders, what we have, and

once we are ready with the material, we are arranging for the delivery. So we are trying to minimize the impact of volatility as much as we can.

Jayesh Shah: And my last question is, along with higher production, like, how is... how will your working capital cycle shape up for the remaining financial year? Like, for the 5-6 months?

Vimal Mishra: It will be in the same way what we have utilized, actually, in first half at the moment, so it will be a combination of everything. The import will be there, same time we will buy from the local importers who are bringing the material regularly here. We will go for ICs as well. So again, actually, we have seen good result. What we have utilized, actually, in the last 6 months. So we would like to continue in the same manner what we have done, actually, in the past.

Jayesh Shah: That's it from my side by vimalji. Thank you, and all the best to you guys.

Vimal Mishra: Thank you, Mr. Jayesh.

Moderator: Participants are required to raise their hands for the question. Also, one can request the question in the questionnaire.

Moderator: Next, we have Mr. Abhishek Shah. Sir, you may, introduce yourself.

Abhishek Shah: Hi, am I audible?

Moderator: Yes sir.

Abhishek Shah: Yeah, so, hi vimalji, Abhishek here, an individual investor.

Vimal Mishra: Abhishekji, good afternoon.

Abhishek Shah: Good afternoon. So, I wanted to... first, I wanted to ask you, currently, what is the installed capacity that we have?

Vimal Mishra: Well, we have installed 4,800 metric ton capacity in the plant. However, the utilization for this financial year, we are going with a 2,500 to 3,000 metric ton.

Abhishek Shah: So, 4800 is already installed.

Vimal Mishra: Correct. We just need a minor upgradation in that, with the supporting of few... more few more machineries, like the supporting dry or something. Those are the minor investments, but we have, actually, the major portion of the investment, the capex, has already been done, accordingly, 4,800 metric ton.

Abhishek Shah: Okay, okay, and so for this year, we will be using, like, 2500 to 3,000 metrics ton.

Vimal Mishra: yes.

Abhishek Shah: Okay. And, in terms of the outlook for FY this year, FY26, so since we clocked around 30CR in H1, so what are the expectations for H2?

Vimal Mishra: We're trying to actually go with the same numbers. nearby, roughly, actually, around the same numbers, because after this, first half, we had a Diwali season, so we had a really good, actually. sale in that period as well, which is helping us, and right now, actually, coming this festive, the marriage season is also already there, so we are very much optimistic till February for this year, and let's hope we are targeting roughly around in the same numbers for the next second half for financial year 26 as well.

Abhishek Shah: Okay, and is there any kind of bifurcation? How much of the revenue is coming from B2C?

Vimal Mishra: So the major portion is from the B2B segment only. B2C, we have actually recently started pushing the things strongly, so we have seen some good, actually, increase in the B2C segment as well. However, with a new capacity, the first priority is to stabilize the plant operation, which we are focusing in the last 3 to 6 months period, we have mainly focused on that particular activity, where we have done so many changes internally for the process. We have gone through that. Now we are slowly, steadily, we are going to stabilize that process in a more accurate manner, and same time, we'll increase our B2C sell as well. So, you can say roughly around, maybe still 90% of the sale is coming from B2B, 10% is somewhere around B2C.

Abhishek Shah: But going forward, we are kind of focusing more on B2C, correct?

Vimal Mishra: We have focused on B2C segment very strongly, because we know the brand presence and the approach directly towards the end customer is very much required, and we are committed for that.

Abhishek Shah: Okay.

Abhishek Shah: Understood, yeah. Thank you, Vimal.

Vimal Mishra: Thank you so much.

Moderator: Participants just a quick reminder, participants are required to, raise their hands, using the reaction using raise hands from the reaction tabs. Also, they can drop a question in the question-and-answer section. Next, we have Mr. Parmeet Jain. You can introduce yourself.

Prameet jain: Yeah, am I audible?

Moderator: Yes.

Prameet jain: Yeah, so, Prameet Jain from JM Financial. So, firstly, congratulations, for the good set of numbers. Actually, I just wanted to ask regarding the, the more clarity on the, especially on the distribution, partnership, influencer marketing and, offline retail expansion.

Vimal Mishra: We are yet to finalize the offline distributor for our retail product. However, the influencer marketing, if you have... if you are following the drifruit page, so you might have seen few videos where we are using Influencer, and few more videos are about to come as well. And, same time, actually, first, we are focusing on the online store. Once we are settled with that, all the packages, all the SKUs are intact, then actually we are targeting to go for offline mode as well.

Prameet jain: And, regarding the partnership with Africa.

Vimal Mishra: Yes, so imports is coming, actually. Import. It's not in a big way, because this current financial year, the local crop was available at a less price compared to the import price. So we immediately switched from import to domestic procurement that time, and we have seen success from that as well.

Prameet jain: Okay, so one last question, regarding the financials. Since recently you have raised money and your cost of borrowing has also been increased. So, can you provide me much more clarity on that part as well?

Vimal Mishra: So the fund we have raised, actually, that was the last financial year. The preferential has been done, and the same fund has been utilized for the plant expansion as well, and for the working capital. This year, actually, we have not raised any funding, that is for sure.

Prameet jain: Okay, thank you so much.

Vimal Mishra: Thank you.

Moderator: A quick reminder for everyone, participants are requested to raise their hands for their question, and also one can request the question in the question and answer box.

Rishabh Rathod: By the time question queue assembles, we have a few questions in the chat box. I'll just read it out. So, first question is from Bhavesh Rathod. He asks, what mainly drove the sharp jump in revenue? Was it higher volumes or better pricing?

Vimal Mishra: Well, it's a combination of both, because the new capacity, where we have done the automation, it has increased... helped us to increase our... reduce our lead time, which has helped us to increase our productivity as well. So, the higher the production, the higher the numbers, the higher the sales are there.

Rishabh Rathod: Yeah, the second question is, where does utilization stand as of day, and how are we planning to reach at 4,000 metric tons scale?

Vimal Mishra: So this year, we are going to utilize... our target is 2,500 to 3,000 tons. That's what we are going to utilize in this financial year. Next year, our target is to reach 4,000 plus metric tons.

Rishabh Rathod: Okay, sir. Another question is from an anonymous attendee. They ask, what does the customer feedback on your flavoured and gift product?

Vimal Mishra: Well, it's a combination of everything. Sometimes we receive the feedback on a product improvement as well. Sometimes we have received the feedback saying the product is very nicely flavored, the flavor, taste of the flavor is really good, the packing is excellent, because there are very few people, actually, manufacturers in India who are using such a premium packing in their dry fruits when it is going for a gifting as well.

So, it's a mixed combination, it's a combination of everything. We are looking more feedback towards the improvement size side, because we are still very new in the retail category, so we would definitely like to improve ourselves, so more the feedback we receive, it will help us to improve more. Going forward.

Rishabh Rathod: Another question is, are you planning to add more dry fruits? Like, apart from cashew, are you planning to add almonds and other, other dry fruits also?

Vimal Mishra: Of course, because we are into dry fruit industry, we cannot rely only on one product, though cashew is our main base at the moment. In retail, we already have other dry fruits in our belt, but going forward in a B2B segment as well, we are going to increase the products.

Moderator: Okay. We have a question from the chat box, you can unmute yourself, Mokshi Rathod, another participant.

Mokshi Rathod: Hello?

Moderator: Yes, ma'am, you are quite audible.

Mokshi Rathod: Hello, am I audible?

Vimal Mishra: Yes, ma'am.

Mokshi Rathod: Good afternoon, sir. Firstly, congratulations on your good set of numbers.

Vimal Mishra: Thank you so much, ma'am.

Mokshi Rathod: So my question was that now that your Capex is done, where will your focus be? Like, utilization, or brand building, or debt reduction?

Vimal Mishra: It will be a combination of everything, ma'am. The first priority is for the utilization of the capacity, what we have installed, and it will... indirectly, it will help us to reduce our debt as well, because it has helped, the automation has helped us to increase, either, to reduce our lead period, which has helped us to increase our numbers. So the more the number we will be able to deliver, it will help us to reduce our debt as well.

Mokshi Rathod: Okay, and are there any key milestones ahead, like new markets or partnerships?

Vimal Mishra: We are focusing on a B2C segment. Right now, actually, the main focus, what we are putting for next financial year, apart from the utilization of the capacity, is to increase ourselves in a B2C segment, where the brand visibility will be more highlighted towards the end customer.

Mokshi Rathod: Okay, thank you for answering my question, sir.

Vimal Mishra: Thanks so much.

Moderator: Just a quick reminder, participants are requested to raise their hands for their question. Also, one can request the question in the Q&A box.

Rishabh Rathod: We have few more questions in the chat box, so Any initial challenges after automation or capacity expansion that you are working on?

Rishabh Rathod: Hello, sir.

Rishabh Rathod: Hello.

Vimal Mishra: Yeah, sorry.

Vimal Mishra: So it's a routine, actually, day-to-day challenges what we face in the new manufacturing facility. So we have to set up the process, what we used to do, and now, with more automation, we have to do certain changes, so we have gone through that. It's a daily job where we can improve ourselves. So it is a continuous process. We have gone through it a lot in the last 3 to 6 months.

Further, we are actually expecting more challenges will be there, and we will deal... we are ready to deal with that as well. So it's a continuous process in the manufacturing.

Rishabh Rathod: what is the total revenue share from the B2C segment as compared to B2B, in the total.

Vimal Mishra: I only answered that, actually. Somewhere around 90%, you can say, is from the B2B only, and somewhere around 10% is coming from the B2C segment.

Rishabh Rathod: Okay, so that's it for the chat box.

Vimal Mishra: Yep.

Moderator: Just a quick reminder for everyone, participants are requested to raise their hands for their question. Also, one can request the question in the Q&A box.

Moderator: We believe there are no further questions from anyone. Would hand over the call to the management, for the concluding remarks.

Vimal Mishra: Yeah, thank you so much. We would like to thank you, all the investors, participants stakeholders here for trusting us and bearing in ourself. We are definitely looking forward to deliver better results in coming days. We'll keep on improving ourself. Thank you so much.