

June 10, 2025

To,
BSE Limited
Listing & Compliance Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai, 400001,
Maharashtra, India

Company Symbol : **NACDAC**
Company Scrip Code : **544313**
Company ISIN : **INE0LB101011**

Dear Sir / Madam,

Subject: Transcript of the Investors' Earnings Call held on Wednesday, June 04, 2025, on the Audited Standalone Financial Results for half year and year ended March 31, 2025

Please find enclosed herewith the copy of transcript of the Investors' Earnings Call held on Wednesday, June 04, 2025, with respect to the Audited Standalone Financial Results for half year and year ended March 31, 2025.

The transcript of the aforesaid earnings call with Investors/Analysts is available on the Company's website and can be accessed on the following link: <https://www.nacdacinfrastructure.com/>

We request you to take note of the same.

Thanking you.

Yours faithfully,
For **NACDAC Infrastructure Limited**

Hemant Sharma
Managing Director
DIN: 05304685

Place: Ghaziabad

Encl.: as stated above



“Nacdac Infrastructure Limited
H2 & FY '25 Earnings Conference Call”
June 04, 2025



**MANAGEMENT: MR. HEMANT SHARMA – CHAIRMAN AND MANAGING
DIRECTOR – NACDAC INFRASTRUCTURE LIMITED
MR. ASHISH SAXENA – WHOLE-TIME DIRECTOR –
NACDAC INFRASTRUCTURE LIMITED**

MODERATOR: MS. RUCHIKA SHAH – EQUIBRIDGEX ADVISORS

Moderator: Ladies and gentlemen, good day and welcome to the H2 and FY '25 Earnings Conference Call of Nacdac Infrastructure Limited hosted by EquiBridgex Advisors. 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 star then zero on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Ms. Ruchika Shah from EquiBridgeX Advisors. Thank you and over to you, ma'am.

Ruchika Shah: Thank you and good afternoon, everyone. Welcome to the H2 and FY '25 earnings call of Nacdac Infrastructure Limited. From the management team, we have with us today, Mr. Hemant Sharma, Chairman and MD and Mr. Ashish Saxena, Whole-Time Director. Before we begin, I would like to mention a brief disclaimer.

This conference call may include certain forward-looking statements which are based on the current views and expectations of the company. A detailed disclaimer is available in the investor presentation that has been uploaded on the stock exchange.

With that, I now hand over the call to Mr. Hemant Sharma for his opening remarks.

Hemant Sharma: Hello. Thank you, Ruchika. Hi, good afternoon, everyone. Myself Hemant Sharma from Nacdac. So, to start with this earnings call, first I would like to give a brief introduction for my company. The name of the company is Nacdac Infrastructure Limited. It deals in the infrastructure development, like buildings, bridges, residential buildings, hospitals, etcetera. Our company is in operation since 2017. This was the year when we took our first contract for the building project and since then we are working regularly.

So currently, we have around INR118 crores of order book. And last year, we closed our revenue on INR48.57 crores. Right now, we have 11 different projects that are undergoing. Majorly, these projects are from the government organizations. Majorly, we work for the Indian railways, to be specific, the northern railways and then with Uttarakhand Peyjal Nigam. Then organizations we have worked with is Bharat Electronics Limited in the government sector. And recently, we have taken a project from NBCC India Limited. That's also a government enterprise.

Apart from this, we work with the private and public clients also, like we have worked for GMR, Apollo Group. Even we have worked with Jubilant in past times and there is Tosha International and FCS. These are among few for which we are working. We also worked last year with L&T also. So, all these projects are mainly for the building and renovation and development. And for the future aspect, we are looking to enter into the roads and highway segment as well. These are coming year definitely.

And as the revenue and earnings is to be told, the revenue has increased by 33.84% from last year. EBITDA has also increased by 31.93%. The bottom-line PAT has also been increased by 38.97%. This year, we have closed our PAT at INR4.15 crore approximately. So, for the forward-looking statement, we are targeting say minimum 35% to 45% of revenue growth in next year.

And we'll be growing at this pace minimum. We can achieve a better result from this also. But this is the minimum that we are targeting. We can -- if everything is in line, we can easily reach to 50% at least. Otherwise, this is the minimum that we are targeting 35%-40% for the next years. So, this would be all from the company. Ms. Ruchika, back to you.

Ruchika Shah: Thank you. I would like to ask the Chorus to take over.

Moderator: The first question is from the line of Abhishek, an Individual Investor. Please go ahead.

Hemant Sharma: Hello, good afternoon.

Abhishek: Hello. Abhishek, here. Given the 104% increase in net worth and 38%-39% growth impact, what are the company's capital allocation priorities for FY '26? Will it focus on reinvestment or dividends or something?

Hemant Sharma: No, it is for the reinvestment in the working capital only, sir.

Abhishek: Okay, reinvestment in the working capital, right. And the company reported a strong order book. Okay. What is the expected timeline for execution?

Hemant Sharma: So, the average timeline for a project in this government sector is approximately 18 months. So, you can just break down in 18 months. So, 118 would be around, say, if you divide by 18, it will become around INR65 crores-INR70 crores for a year. And not only this, we have other also projects that are under evaluation. There are 4-5 tenders that we have already bid with the government. Those are under evaluation.

And this order book is apart from the private sector. Because the private sector works that we complete, like, say, there are the companies like L&T, GMR, Apollo, whom we are, say, registered vendors. So, the work which we get from them, those are for the 2 months, 3 months, 4 months. For, say, INR3 crores, INR5 crores, INR6 crores short project, we also complete those projects within a year. So, those works are apart from this.

Abhishek: Okay. With a targeted growth rate of 30% for FY '26, right, what are the key drivers expected to continue like to this new geographic and public sector project?

Hemant Sharma: See, geographically, we are targeting a new state, Haryana and Madhya Pradesh. We are getting also registered in those states to bid for the tenders. And for this, say, to achieve this 30% minimum, it is the minimum, then we are targeting for, say, 50%. But this will -- this is the order that will be achieved in any scenario, with the same order book only. So, on a very side note that we did not receive, we are not going to receive any further orders. Still, we are able to target that growth rate in the next coming year.

Abhishek: Okay. And can you elaborate more on margins across different project segments? And are margins expected to remain stable or improve with this new contract?

Hemant Sharma: For the next year, the margins may improve with a percent or 2%, not more than that. It will be, say, around between 9 to 11 or 9 to 10.5 [B-PAT 0:08:31], I am talking about the bottom line. But it will gradually increase when we will be able to bid a project, say, a single project of

INR100 crores, but that it will take time for at least a couple of years. Then the margins will definitely be good.

Abhishek: Okay.

Hemant Sharma: Because the overhead costs will get reduced.

Abhishek: Okay. Got it. Okay. Okay. That's all from my side. Thanks a lot.

Hemant Sharma: Thank you.

Abhishek: And all the best.

Hemant Sharma: Thank you, Abhishek.

Moderator: Thank you. The next question is from the line of Noel Shah from JSR Investments. Please go ahead.

Noel Shah: Yes. Thank you. Thank you. Is my voice audible?

Hemant Sharma: Yes. Yes. Noel, you are audible. Good afternoon.

Noel Shah: So, my question is regarding the execution efficiency. So, what's your current average execution cycle for projects? Have you taken any specific steps to reduce that delay or any cost overruns?

Hemant Sharma: Yes. See, we work closely on the target. We make small targets. Let's say we are getting a project of 18 months. We cut down that project of 18 months into 16 months at the initial stage. So, step by step, we track our progress within our company, within people. And even the se the -- there are departments, government departments who are very strict on timelines. Like Indian Railways is very strict. They don't allow you to surpass the timeline.

And even more than Indian Railways that we have recently come in contact with the organization named NBCC. That is even more aggressive towards the series timeline. We have just taken over a project from NBCC. It is a construction of 8-story building for the judges of the Uttarakhand, Deharadun district.

So, we are developing a group housing for those judicial officers and magistrates and district judges. So, it is a tender for say, I guess, 18 months. So, we have gotten a timeline chart that has been made for the 16 months that we have signed and given to this NBCC company.

Noel Shah: Got it. So, you are focusing on the timelines very, very strictly on that.

Hemant Sharma: Yes, yes.

Noel Shah: Yes. So, my second question is on the trade receivables. Your trade receivables and inventories means both increased significantly. So, how are you managing that working capital and the collections, given that you have a good order book size of more than INR100 crores?

- Hemant Sharma:** Yes. To manage the working capital was the reason that we had gone for the IPO last December. So, we got our funds in January. So, it was not very difficult to manage since then. And still because the payments are not stuck anywhere. So, we can say that once the payment is -- so once the bill is made and presented to either private client or say government client, our payments get done by say 25 days, 30 days maximum. It is a maximum period that we receive our payment back.
- Noel Shah:** Okay. Any steps that you have taken to reduce it means, say, since in the construction industry as the order book grows, so the need for funds also grows. So, you are taking any actions to reduce that working capital day's cycle?
- Hemant Sharma:** I guess, this is the minimum that we can expect from the government.
- Noel Shah:** Yes.
- Hemant Sharma:** Yes, 20 days, 25 days is the minimum the government will take anyhow. So, we have no control over it.
- Noel Shah:** Okay, okay. Got it. Got it. Yes. And thank you, sir. And all the best, sir. All the best.
- Hemant Sharma:** Thank you, Noel. Thank you. Thank you very much.
- Moderator:** Thank you. Our next question is from the line of Noel Shah from JSR Investments. Please go ahead.
- Noel Shah:** So, there are two more questions, actually. So, your top 5 and top 10 customers still represent a large part of the revenue. Is there any steps that you have taken? In the new financial year that you will be able to see new customer line, new customer?
- Hemant Sharma:** Yes, definitely. So, when we are talking in the current year that we are in FY '26, in top 5 customers, there will be addition of 2 names. So, one for sure NBCC that we have started a project with them in this end of March only. And the other one is Swiftstack Warehousing. These are the 2 big projects that we are undertaking, that we have to finish in this financial year only, till March. Till next March, we'll be finishing. So, yes, 2 more customers have been added to the top 5 and 10.
- And moreover, there are a couple of tenders with Bharat Electronics Limited that we have bided for, say, INR30 crores and INR20 crores. Yes, yes. So, we have a few tenders there under the evaluation with Bharat Electronics Limited that from among which we'll definitely get 1 or 2 contracts from them. So, definitely, they'll also add within the top 5 clients as well.
- Noel Shah:** Okay. And regarding the joint ventures, for a large firm, are you forming any?
- Hemant Sharma:** No, not for now. We are not looking for any JV right now. We are just focusing on the stand-alone works only.
- Noel Shah:** Okay. So, and you have outlined a strategy too that you are investing in any equipment and machinery. So, could you quantify that applying capex for the financial year?

- Hemant Sharma:** Yes, sir. Yes, for the machinery. Last year also, in the last financial year also, we have purchased few machineries for the concrete plants, pumps, DGs, like those. And for this year also, we are planning to buy a few machines like JCBs excavators and one more concrete plant and pump also. So, these are the few machines that we are keen on purchasing more to increase the profit margins.
- Noel Shah:** So, any ballpark amount that you can mention which you see that...
- Hemant Sharma:** Yes, maximum INR1 crore.
- Noel Shah:** Okay, INR1 crore. Okay. Got it. Got it. Yes. Thank you, sir. Thank you.
- Hemant Sharma:** Thank you, Noel. Thank you.
- Moderator:** Thank you. As there are no further questions from the participants, I now hand the conference over to Ms. Ruchika Shah for closing comments.
- Ruchika Shah:** Thank you. On behalf of Nacdac Infrastructure Limited, I sincerely thank all of our investors and analysts for taking the time to join us on today's earnings call. Your trust, interest, and continued support mean a great deal to us. We look forward to growing stronger together and keeping you well informed on our journey ahead. Thank you once again for being a valued part of our story. Thank you.
- Moderator:** Thank you. On behalf of EquiBridgeX Advisors, that concludes this conference. Thank you for joining us and you may now disconnect your lines. Thank you.