Management Discussion

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
Yeah, thanks, Siddhanth. On behalf of ICICI Securities, we welcome you all to Q2 '27 and H1 FY '27 results conference call of Laser Power& Infra Limited. We have with us today senior management represented by Mr. Deepak Goyal, Chair and Managing Director, and Mr. Amit Kumar Goyal, CFO. Now I hand over the call to Mr. Deepak Goyal for his comments on the quarterly performance. Then we will open the floor for question and answer session. Thanks, and over to you, sir.

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
Good morning everyone. On behalf of the entire team at Laser Power and Infra, I welcome you to our earnings call for the 2nd quarter and half year ended September 30th, 2026. This is our 2nd earnings call as a listed company and I thank all the shareholders including those joining us for the first time, for their trust and for their support. If I have to sum up this quarter in one sentence, I would say that Laser Power has taken an important step forward in its journey to step into high voltage transmission business.

During the period, we secured our first commercial HTLS conductor order from Power Grid and our first 220 kV underground transmission project from CESC, and took a concrete step towards new manufacturing facility at Kharagpur. Together, these developments move us up the value chain from a company known largely for distribution-grade products and EPC to one with credentials in high voltage transmission. I will spend most of my time on these developments and then briefly cover the headline numbers and order book, after which Amit will take you through the financial details.

Why transmission and why now? India's power sector is seeing a rising electricity demand rapid renewable energy addition, and a large program for transmission network expansion and grid modernization. Transmission is where much of this investment is headed because of new generation, especially renewable energy. We can deliver full value only if the grid can carry the power reliably, and that At the same time, building new transmission corridors is increasingly constrained by land availability, right-of-way approvals, and long, uh, implementation timelines.

This is creating demand of 2 kinds of solutions: technology that can carry more power through the existing corridor and specialized Uh, execution capabilities for congested urban locations. Our developments this quarter addresses both, building on our integral platforms. For those new to Laser, please, uh, let me please provide you brief context. Over- with over 3 decades of experience, we operate across manufacturing and EPC. Our manufacturing business produces power cables, conductors, and specialized products.

Our EPC business delivers power infrastructure projects from supply through installation, testing, commissioning, and handing over. This integration is what makes us, uh, makes our company specialized high voltage transmission company. Transmission customers value suppliers who understand both products and how it performs in the network, and we can take responsibility of quality delivery from end to end. Our long-standing relationships with utilities, distribution companies, and EPC participants gave us a strong foundation to build on.

First HTLS order from Power Grid. The most significant development of the period was the award of a contract aggregating to Rs 72.76 crores from power grid for supply of high temperature low sag or HTLS conductors and reconducting, reconducting of the existing transmission lines. This is Laser's first commercial HTLS order. It marks the transition of our advanced conductor platform from development qualification to commercial execution. And it comes from India's largest transmission

utility. Through our licensing agreement with TS Conductors USA, we have access to advanced conductor technology design to address the practical challenges the utilities face.

Over approximately 18 months, our team has worked through the product testing, qualification, execution readiness to reach this stage. Power Grid's order provides commercial validation of this effort. As HTLS and G-conducting tender increase, utilities will compare technologies on measurable parameters: power transmission capabilities, efficiencies, life cycle economics, installation requirements, and execution performances. If the expected technical and economic benefits of the TS conductor platforms are demonstrated consistently on the field, we believe this technology can reach an important inflection point and support a wider adoption.

Early entry into 220 kV underground transmission, CESC. Alongside our advanced conductor, we have also entered into specialized EPC. During this period, we received Rs 44 crores order from CESC Limited for EPC work involving 33 kV and 220 kV underground cabling. This is Laser's first 220 kV underground transmission project, and its strategic value goes beyond the order size. Extra high voltage underground cabling is increasingly needed in dense land-constrained cities where overhead expansion is difficult.

Successful execution will add to an important specialty- specialized credentials and our position for similar projects. There, these orders broaden our presence in transmission across specialized products and projects execution and provide operating references needed for completion for large opportunities coming ahead. Capacity enhancement, Kharagpur facility. To support the next phase, we are also expanding our manufacturing platform. During the quarter, we have received provisional letter of intent and in-principle approval from West Bengal Industrial Development Corporation Limited for allotment of approximately 40 acres of land at Vidyasagar Industrial Park in Kharagpur on long-term lease.

The site is intended for an integral power cable conductor manufacturing facility. Kharagpur is intended to expand our manufacturing capability and broaden our project range- product range, including higher-value transmission products that our recent order calls for. Our approach will remain phased and disciplined. The timing and scale of investment will be aligned with demand visibility, product strategy, customer requirement, and expected returns. Q2 and H1 financial year '27 performance. Coming to our performance during Quarter 2 of FY27 standalone revenue from operating stood at around Rs 628 crores, growth of around 2% over quarter 2 of FY26.

EBITDA was Rs 76 crores with an EBITDA margin of around 12.1% compared to 13% in the corresponding quarter last year. Profit stood at Rs 31 crores for the, uh, for H1 FY27, and standalone revenue from operations stood at Rs 1,150 crores with EBITDA margins at Rs 140 crores with a margin of 12.3%, and profit after tax of, uh, tax at Rs 52 crores. Amidji will cover the financial and key drivers in more details. Order book and execution visibility. As September, uh, as of September 30th, 2026, our order book stood at approximately Rs 2,543 crores, comprising approximately Rs 1,303 crores from manufacturing, Rs 1,240 crores from EPC.

During Q2 of FY27, we secured new orders of approximately Rs 357 crores, and taking our inflow of H1 financial year FY27 to approximately Rs 449 crores. To sum up this half of the year marks Laser's entry into transmission with commercial HTLS and 220 kV underground credentials, supported by a clear plan to enhance capacity in the second half. Our priority is clear: execution of power grid and CESC projects, successfully converting these references into further transmission opportunities Progress, uh, progress, progress in the Kharagpur facility in a phased manner, increase the contribution of specialized higher value products, and we will bring selective orders we pursue and

discipline on the working capital and capital allocation.

I thank employees, customers, suppliers, bankers and shareholders for their continued trust and support. With this, I will hand over to Amit ji, who will take us through the Q2 H1, uh, FY27 financial performance in details. Amit, over to you.

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
Thank you, thank you, Deepak sir, uh, and good morning to everyone. MD sir has outlined how Laser Power has entered the transmission business through our first HTLS order from Power Grid, our first 220 kV underground project from CESC, and the planned expansion at Kharagpur. My remarks will cover how this quarter reflects in our financials and how our balance sheet is being positioned to support the next phase. There are 3 key messages from the quarter. First, revenue and profitability improved meaningfully on sequential basis.

Second, finance costs have started come down following the IPO-funded repayment of borrowing, with only partial quarter benefits so far. Third, working capital rose in absolute term to support higher execution and converting into cash is our main financial priority for second half. Let me begin with our financial performance. Standalone revenue from operations for Q2 stood at Rs 628 crore, registering sequential growth of 20.5% and YOY growth of 2.1%. Of this, manufacturing revenue stood at Rs 524 crore compared with Rs 404 crore in Q2 FY26, representing a YoY growth of 29.9%.

This reflects the higher level of manufacturing activity and dispatches during the quarter. EPC revenue stood at Rs 104 crore compared to Rs 212 crore in previous year, uh, same quarter, representing a debt in YOY basis. The moderation in EBITDA revenue was primarily attributed to execution delays caused by heavy rains in the areas of project. We expect the execution momentum to improve, with the deferred revenue expected to be recovered over coming quarters. Accordingly, the movement should be viewed in a context of execution stage of individual projects rather than as a change in underlying opportunities.

For H1, manufacturing revenue stood at Rs 906 crore, uh, compared with Rs 797 crore in H1 FY26, representing YOY growth of 13.8%, and EPC revenue with Rs 243 crore in compared to Rs 272 crore previous year, representing a dip of 10.7%. Coming back to our standalone performance, EBITDA for the quarter is Rs 76 crore, increasing by 15.2% sequentially while moderating from Rs 80 crore of previous year. This represents a year-over-year decline by 5% roughly. The EBITDA margin stood at 12.1%. In Q2 FY27. The dip in EVZ revenue and overall EBITDA was primarily attributed to execution delays caused by heavy rains.

We expect the execution momentum to improve, with the deferred revenue and EBITDA expected to recover in the coming quarters. Profit before tax for the quarter stood at Rs 31 crore. Compared to Rs 29 crore in Q1 and Rs 45 crore in Q2 last year. Profit after tax stood at Rs 31 crore, representing sequential growth of 44% and remaining broadly stable compared to Rs 32 crore in Q2 FY26. The PAT margin improved sequentially, uh, to 4.9% from 4.1% in Q1 FY27. The sequential improvement in profitability was supported by higher operating performance and lower finance costs during the quarter.

For H1, revenue of- revenue from operation stood at Rs 1,150 crore, representing a YOY growth of 7.5%. EBITDA increased by 7% to Rs 142 crore. With EBITDA margin remaining broadly at 12.3%. Profit before tax stood at Rs 70 crores, representing a growth of 3.7%, while profit after tax increased by 7.2% to Rs 52 crores. Having covered our H1 performance, let me briefly share our

outlook for H2. Typically, we achieve around 40 to 42% of full year revenue in first half, with the balance coming in second half, reflecting execution cycle of our business.

Looking ahead, we expect EBITDA margin to stabilize in the range of 12.5 to 13%. Further, the interest cost saving from the repayment of borrowing through IPO proceeds will reflect more fully in H2, together with the expected improvement in operating performance, which could support an improvement in our overall PAT margin in H2. Coming to our finance cost during Q2 FY27, which stood approximately at Rs 33 crore compared to Rs 36 crore in Q1 and Rs 34 crore in Q2 last year. The sequential improvement reflects the initial benefit of repayment, uh, of borrowing using the IPO proceeds.

Since the repayment was completed in- during Q2, the quarter captured only the partial period benefit. The full impact will come more visible in subsequent quarters. For H1, the finance cost is Rs 2.68 crore. Compared to 64 crore, uh, in H1 FY26. This YOY increase reflects the finance cost incurred during Q1 before IPO proceeds. During Q2, we utilized approximately 490 crore from our IPO proceeds towards repayment of identified borrowings. As on September 30th, the total borrowing stood at approximately 499 crore.

Our focus is to maintain prudent leverage while progressively realizing the finance cost benefit from the repayment of borrowings. Working capital remains an important focus, financial focus for us. As on September 30th, 2026, working capital stood approximately at Rs 1,159 crore compared with approximately Rs 1,059 crore at the end of Q1. While the absolute working capital increased approximately by Rs 100 crore, working capital days reduced to 166 days from 183 days in Q1 FY27, mainly reflecting by the higher revenue days during the quarter.

The main movement of inventory was in inventory, which increased approximately, uh, to Rs 946 crore from Rs 710 crore. Inventory levels are temporarily elevated due to the execution delays caused by the heavy rains and during the period. Trade receivable, however, reduced to Rs 1,382 crore from Rs 1,416 crore at the end of quarter 1. The increase in working capital, particularly inventory, affected our operating cash flow during the period. However, we have already started seeing the improvement in working capital position as execution and billing have picked up.

The manufacturing orders are completed and dispatched. EPC projects progress through installation, certification, and billing, we expect the related inventory and receivable to progressively convert into cash. Accordingly, we expect operating cash flow to turn positive for FY27. We are also targeting improvement of approximately 25 to 40 days in working capital days by Q4 FY27. This, this will be driven by disciplined procurement, improvement education, faster certification and timely billing, and stronger collections.

In order book front, as on September 30, 2026, our total order book stood approximately at Rs 2,543 crore, comprising approximately Rs 1,303 crore from our manufacturing and Rs 1,240 crore from APC. The order book provides a healthy visibility across both the businesses. With recent power grid and CSE wins, we also adding to the contribution from the specialized transmission opportunities. Our approach on investment will remain phased and disciplined, as we were speaking about the expansion at Karakpur.

The timing and scale of capital expenditure will be aligned with demand visibility, the utilization and capabilities of our existing facilities, the proposed product mix, and expected returns. We will evaluate the fund- funding plan while maintaining an appropriate balance between growth, working capital requirements, and leverage. To sum it up, to sum it up, going forward our financial focus will be on improving the conversion of inventory and receivables into cash, realizing the full benefit of

debt repayment, supporting disciplined execution of order books, and maintaining prudent capital allocation as we evaluate future capacity expansion.

With this, we conclude our opening remarks and will be happy to take your questions. Thank you.

Questions & Answers

Operator
Thank you. We will now begin the question and answer session. Anyone who wishes to ask a question may press star and 1 on their touchtone telephone. If you wish to remove yourself from the question queue, you may press star and 2. Participants are requested to use handsets while asking a question. Ladies and gentlemen, we will wait for a moment while the question queue assembles. The first question is from the line of Vidit Trivedi from Asian Market Securities. Please go ahead. Hi sir, thank you for the opportunity.

My first question is with respect to the margins. So, you know, with the increasing contribution from the specialized conductors, HTLS products, and higher voltage cables, I just wanted to check what is the potential margin improvement we can see over the next 2 to 3 years? And can the company structurally move towards a 13-14% kind of EBITDA margin?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
Yeah, sure, sure. So, so we see that improvement to happen as we were discussing that we are coming into that specialized product, uh, which is a CLS and underground cabling. So those products are definitely a high margin product, and as the mix improves, uh, we can see that improvement in our, uh, P&L going forward.

Operator
Yeah, uh, got it. So secondly, you know, you've recently secured your first 220 kV underground transmission project from CESC. So just wanted to check what's the project value, execution period, and the expected profitability. And does this provide us an entry into larger EHV underground cabling opportunity? And secondly, could you please give a- give us the order book split between government and non-government projects?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So as far as order book split is concerned, so I'll take one by one. So our typical revenue mix is 50-50% on manufacturing side between government and private sector. And order book also reflect the same. But EPC is the last customer, is always government. So EPC projects are executed for government only, uh, majorly for government. Yeah, so apart from some private player like Tata Power and, uh, CEC, which are the utility vendors. Now coming to our 220 kV project, that, that stood approximately at a value of set this one second so I

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
Think it's around 42 crore summit

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
Or it's around 42 crore 44 crore and the execution timeline would be one year software from today so [Foreign Speech] we start

Operator
And so what's the expected profitability

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So expected profitability would be very, uh, like at this stage we, we expect any, uh, you know, any EPC project, uh, typically give- provide us somewhere, I bet, the range between 14 to 16%. And as the project progresses, we'll be able to, um, move. And, and it's very difficult to identify because there are a lot of common resources being used. So for a single project, but these are going to be a little bit better margin, uh, projects. For sure.

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
This project is actually going to qualify the company for the next phase of expansion that the company is planning. So today, if I have 220 KB underground experience, it does help me in the product side and in the execution capability side going forward. That's something.

Operator
Got it, sir. Thanks a lot and all the best.

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
Thank

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
You.

Operator
Thank you. A reminder to all the participants that you may press star and 1 to ask a question. The next question comes from the line of Siddhanth Lodhaya from Sanshi Fund. Please go ahead.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
Yeah, hi sir. So as you mentioned, we do 42%, approximately 42% revenue in H1. So assuming 58% in H2 would be would take our entire year revenue to somewhere around Rs 2,700 crores. On that, if we- is it right to assume a Rs 340 crore EBITDA number for FY27?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So EBITDA range, as I mentioned, it is like 12.5 to 13%, and that's fine. So that, that will remain like that. Yeah.

Operator
Okay, thank you. Thank you. A reminder to all the participants that you may press star and want to ask a question. The next question comes from the line of Divesh Sheth from Walbert Trading and Consultant Private Limited. Please go ahead, Mr. Sheth. Please go ahead. Mr. Sheth, please, in mutation. [Foreign Speech] audible? yes, [Foreign Speech] audible now.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
Yes, so please go ahead. good good afternoon team, I just congrats [Foreign Speech] good set of numbers [Foreign Speech] I just a few questions regarding what would be our utilization and volume volume growth this time [Foreign Speech] more improvement in the conductor business, volume growth in more volume growth in conductor business and if so what would be EBITDA per turn in the conductor business.

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So currently so we we don't measure conductor division separately for equity process because So it's very difficult for us to measure the profitability of conductors separately. But overall basis, if I have to talk on our business side, our continuous aim or strategy is to drive high, high temperature and specialized product and conductors chain and lowering the base of the conventional conductor which fetch very less amount of EBITDA. Correct. And cable, cable focus will remain same. We are bullish on HTL cable, which is the highest revenue contributor to our top line, and it will continue like that.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
So what would be the utilization this quarter and volume growth in this quarter, if I may understand? Utilization

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
Of capacity, as, as we mentioned, uh, in previous calls also, so we keep, uh, TAP at roughly 70-75%, and as soon as we achieve, and we try to expand our uh, planned. This year also we have enhancement planned. So on full year basis, we can see the utilization of, uh, production would be roughly at 70%, and that's the way we will keep it,

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
70%. So, uh, and volume growth, sir, this volume for this quarter?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So, so volume growth is- volume growth would be similar in that because what happens in our case, uh, since most of the contacts are pass-through. So whatever we see in our top line, and, and the aluminium metal prices are very stable during the quarter, so, uh, it's a similar, uh, growth in volume as well what we have reported in our numbers.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
Uh, so because of stable, uh, RM cost, the volume growth is in line with the revenue growth? Yes, yes, yes,

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
Yes. I also

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
Just wanted to understand, moving forward, are we more focused on conductors conductors than cables, or there would be a similar mix moving forward? In last conference, I guess you've given an understanding that currently within manufacturing, 90% is cable and 10% is conductors. So will that conductor part grow and that mix will evolve over the period of time? If you can give that understanding.

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So, so our mix will be dominated by cable, uh, 90% cable. It should remain 90- the cable should remain between 80 to 90%. Percent, and conductor will remain between 10 to 15%. And, uh, as, as, as I mentioned, that gradually though, all those conductor business will be, you know, contributed by our specialized conductor instead of conventional conductor. So our all endeavor towards reduction of conventional conductor and picking up the specialized conductor, but mix between cable and

conductor should remain like that.

That's what we expect.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
And also, I just want you to understand, we did a tie-up with TS Conductors. One of our related companies also got listed recently. They went for ACCC. Why the tech difference that we chose? Uh, and also, what is the competition are we seeing within this conductors and tendering? As many have received this licensing in recent years. Are we seeing some price competition at tender levels as well within this conductors?

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
Amit, I'll take that. Yeah, please, sir. Yeah, yeah. So just to tell you a bit, see, the technology that we have tied up with has been a new generation technology. So we would not be able to comment on the earlier technology, but we would definitely be letting you know that the newer generation of this technology has a lot of advantages. And those advantages, as I already told you in my opening statement, those advantages are yet to be recognized by the utility. As, as and when the project goes on flow and as utilities start recognizing the advantages of the new technology it will bring about a better acceptance and a better margin for the company.

And we do see utilities adopting the newer technology because of its advantages. That's the basic reason.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
Okay, so currently utility is more inclined towards ACCC, but you are saying there will be a lot more adoption in AUCC moving forward because then they recognize the advantages.

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
Yeah, yeah, this is the second generation of the, uh, of the same technology. So of course every, every technology coming up in a new generation has its advantages. So that's something that needs to be recognized by the utilities.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
Understood, sir. Understood. Uh, and, uh, just want to mention, do we see some price competition at that level? Because it'll be a very limited set of manufacturers that this kind of technology, but now There have been a lot more licensing, so will we see some competition at price level during L1?

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
I will, I will put it in another way. The newer generation technology and comparing it with the earlier one, or there are also cost advantages attached to the new technology. So even if competition is there, the new technology is giving us an advantage. An edge over the earlier technology as far as cost is concerned. So those advantages we still hold, and we feel with those advantages, the earlier generation technologies, we'll always be able to compete with them.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
I understood, sir. Any outlook for exports that we are looking in, in a bit longer term as well, after 2 years, or will be more into domestic business?

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
Yes, yes, we are looking at that opportunity also.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
Okay, so thanks. Thank you.

Operator
Thank you. A reminder to all the participants that you may press star and 1 to ask a question. The next question comes from the line of Nishta from Sapphire Capital. Please go ahead.

Nishta - Analyst, Sapphire Capital
Um, yes, hello, am I on the list?

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
Yeah,

Nishta - Analyst, Sapphire Capital
Yeah. So I just wanted to know, so our EPC revenues, so it's down 51%. So just wanted to understand why that is, and are we consciously trying to reduce revenue contribution from EPC and increase revenue contribution from manufacturing?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So both things are there. So as far as our mix is concerned between EPC and product manufacturing. So we, we foresee that it should remain between like 75-25 kind of ratio because that is the optimal, uh, you know, mix for us where we can fetch, maximize our profit. And, uh, we are using our- and to add it, like, uh, we use only our own produced cable and conductor for EPC. So those kind of EPC we are taking and we see that as a forward integration to our business, so which is helping our business.

So that, as far as mix is concerned, we see- we try to drive, uh, at 75-25 level. Uh, as far as the revenue drop is concerned in EPC in Q2, as I was mentioning during my opening speech, it is mainly due to heavy rains in the affected area where our projects are going. So there are a lot of supplies happen, but erection could not happen because of those calamities. Now those will be speed up and those can be covered in Q2 and Q3. So that's how we expect,

Nishta - Analyst, Sapphire Capital
Right? So, uh, like what sort of revenue delay, uh, if you could quantify the revenue delay from this in Q- in H1?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So, so at least, at least my, my revenue were deferred for, uh, roughly 100 crores. 100 crores EPC revenue which were deferred because of these delays. Yeah,

Nishta - Analyst, Sapphire Capital
Okay, okay, understood. Um, and I wanted to ask, so this new manufacturing facility that they are progressing in Kharagpur, what sort of capacity will we have there and what sort of CAPEX do we require for the capacity?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So, so we, we just got the land approval from the government and we are having an existing existing facility at Kharagpur, and we have enough land bank available in that piece also. So, uh, so this is not completely planned yet. So once we do our entire planning about the CapEx and financial

arrangements, we will discuss about it properly the next quarter,

Nishta - Analyst, Sapphire Capital
Right? So this new capacity is going to be, uh, at our existing plant or at the new land parcel that we got approval from? Actually

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
Both are adjacent, so that's why we, uh, we got this, because these are adjacent to our current, uh, land. That's how current- okay, yeah,

Nishta - Analyst, Sapphire Capital
Okay, understood. So we will, we will,

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
We will, we will, we will make a plan to how to optimize that, uh, entire production capacity, and accordingly we will comment on that.

Nishta - Analyst, Sapphire Capital
Okay, understood. And my next question is, so you mentioned that in EPC we generally get EBITDA margins of around 14-16%. So what sort of EBITDA margin do we get for our manufacturing segment?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
Yeah, manufacturing segment typically remain, uh, between 10 to 11% and 11% roughly, and hence the mix land up to 13%. So that's how we, uh, we always speak. Yeah, that's how we see our business.

Nishta - Analyst, Sapphire Capital
Okay, understood. And, uh, so for overall, uh, FY27, what sort of revenue growth can we expect? Can we expect around 10 to 15% revenue growth in FY27?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So, so as I mentioned that we can, uh, our typical seasonal impact where H1 is typically 42% and H2 is the rest. So that's how it works. So we can, we can draw from there. Yeah.

Nishta - Analyst, Sapphire Capital
Okay, okay. Right. Uh, and the order book that we currently have What is the order book breakup? If you could give- actually, I was not able to hear you properly when you gave the order book breakdown.

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
It's roughly Rs 2,500 crore order book we have. Out of that, Rs 1,300 crore pertains to manufacturing and Rs 1,200 crore pertains to EPC.

Nishta - Analyst, Sapphire Capital
Okay, understood. Perfect. Yeah, thank you so much.

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
Thanks.

Operator
Thank you. A reminder to all the participants that you may press star and 1 to ask a question. The next question comes from the line of Rahul Chakraborty from Equintas. Please go ahead.

Rahul Chakraborty - Analyst, Equintas
Hi, I'm audible?

Operator
Yes, you're audible. Please go ahead.

Rahul Chakraborty - Analyst, Equintas
Yeah, thank you for the opportunity. Uh, my first question would be on the working capital. As you see, the days have been stretched to to 181, uh, currently in H1. Uh, what I tried to understand is, uh, there is a change in the, uh, recognition of revenue for manufacturing and EPC. Is this why the working capital has been stretched? And how should one look at it, uh, to be normalized by the year end?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
Uh, yes. So, so working capital is stretched, uh, because as I said that, uh, since our operations got delayed in EPC and which hampered our inventory, you know. So we see that to be normalized by Q4, and that's how we expect our cash flow, operating cash flow, also to be positive by the year end. So, and it already started normalizing. So by September it peaked out actually, and, uh, now it started normalizing already.

Rahul Chakraborty - Analyst, Equintas
Could you give a range or any guidance of how a normalized working capital days should be looking?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So from Q2, we expect, uh, 25 to 40 days lower by year-end. Yeah, that's what, uh, improvement we can see.

Rahul Chakraborty - Analyst, Equintas
Okay, uh, thanks. And my second question was, uh, regarding- there's, there's an order pipeline that was discussed in the previous quarter around 1,250+ crores in order pipeline, uh, that is expected. If you could shed some light of when one should expect this to be converted into the order book? Like, how- what timeline would this be?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So, uh, so there are various levers to it, uh, you know. So order pipeline is there, but once the bid is open and there are various processes to be followed- so once it is open, so we, we see this by year-end, uh, they should have, uh, further orders. And orders inflow also is a continuous process. See, this year also, this quarter also, we received roughly Rs 350 crore of order, correct? So it's a continuous process. We keep bidding and we keep getting, uh, orders, especially on the manufacturing cycle, because manufacturing cycle is always shorter in tenure.

Uh, it takes roughly 6 months to deliver the order, and EPC cycle usually between 1.5 to 2 years. So that's how order book also keep replenishing every month, every quarter. And we'll keep updating you about the specifics whenever it comes.

Rahul Chakraborty - Analyst, Equintas
Yeah, uh, okay, uh, I got that, sir. But, uh, currently, as we can see, I think your order recognition, uh, is currently slower than your execution and revenue. You're converting your existing orders to revenue much quicker than, uh, new order inflows that are coming in. So my concern, or what I'm trying to understand, is any bigger orders currently in the pipeline that we should expect in H2 FY27.

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
Yes, yes, yes, yeah yeah we we will we will keep announcing. as I said by the year end, this order book is going to be further improved. yeah, that's what we expect. [Foreign Speech] Thank you.

Operator
Thank you. A reminder to all the participants that you may press star and one From one up, please go ahead.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
Yeah, hi. Thanks for this call. Just wanted to check when I look at segmental numbers, the manufacturing margins are dropped a bit and EPC margins are very good and it kind of offsetting. So was there any one-off that explains this differences in the margins?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
So typically, maybe what happens in our business, those are so well integrated, so we don't look at margins individually. Between the business. For the segment and reporting purposes, we have to do it for statutory purpose. But as far as KPI is driving, because a lot of things are common, you know, plants are common, and it's completely integrated business, we don't look at it separately. So at overall basis, uh, we always say our EBITDA to be stable between 12.5 to 13%, and that's how we keep guiding our investors on this.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
Yeah, okay,

Operator
Thank

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
You.

Operator
Thank you. The next question comes from the line of Divesh Sheth from Walbert Trading and Consultant Private Limited. Please go ahead.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
Thank you so much for once again taking my question. Actually, my question was answered regarding the segment margin itself. Manufacturing. But other than that, within our Rs 2,500 crore order book and Rs 1,300 crore manufacturing, out of Rs 1,300 crore, would you be able to give us a split between conductors and cables? Or is it the same, 90-10, 85-15?

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
Hi, it would be roughly like 85% would be cable and 15% conductors. That's how, that's how the current order book reflects for manufacturing.

Divesh Sheth - Analyst, Walbert Trading and Consultant Private Limited
Okay, okay. Thank you.

Operator
A reminder to all the participants that you may press star and 1 to ask a question. A reminder to all the participants That you may press star and 1 to ask a question. Ladies and gentlemen, as there are no further questions, we have reached the end of question and answer session. Sorry, we have one more participant before we conclude the call. It's Yash from Mavira. Please go ahead.

Yash - Analyst, Mavira
Uh, hi sir, uh, thank you for the opportunity. So sir, my question was, uh, mainly broad-based with respect to the underground cabling. So basically what we have been hearing, uh, over multiple calls in multiple companies is that a lot of projects in multiple states are now, you know, underground cabling for transmission. So can you just explain what is changing. So generally what we have seen is that the transmission is generally the overhead transmission lines that we see. So what is changing and what is the technological change and why is it happening now?

If you can just throw some light on that. Swami,

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
I'll take that.

Rahul Chakraborty - Analyst, Equintas
Yeah, yes, sir.

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
Uh, let's tell you a bit about how, uh, how the transmission and distribution infrastructure has been built in our country. So over the past few years, most of the infrastructure that was built was built with bare, bare conductors which were running over poles. Gradually, with natural calamities increasing Their stability, their, uh, reliability was going down. So the need for more stable power distribution system arose, and ultimately the utilities realized that underground cabling would be the right process in which we would be able to get stable and reliable power distribution networks across the country.

That is the reason why gradually every utility is now starting to adopt, uh, underground cabling over overhead, uh, overhead distribution lines. As far as transmission lines are concerned, which are interstate, they are still dominated mostly by overhead transmission lines. Only where there are right-of-way issues or issues where land acquisition is very difficult. There we are able to provide specialized solutions. Those are the solutions which we have brought about with the technological tie-up from a company in USA, and that's the solution for which we've got one first order from power grid, uh, for a transmission line in Assam.

So those are the kind of solutions that are going to get, uh, get more value because right-of-way issues for transmission lines are going to become difficult in times to come, to acquire land, to install new transmission lines. So gradually that business is also going to increase. So this is how I would address it. I hope, uh, you are able to get a clearer picture.

Yash - Analyst, Mavira
Yes, absolutely, sir. So, so basic understanding is that we will see more of the underground transmission projects slowly growing in terms of volume and value in the coming times, correct?

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
Yes. Yes. Okay.

Yash - Analyst, Mavira
Thank you. Thank you so much. That was very helpful.

Operator
Thank

Deepak Goel - Chairman & Managing Director, Laser Power & Infra Limited
You.

Operator
Thank you. That was the last question for today. Ladies and gentlemen, we have reached the end of question and answer session and now hand the conference over to management for closing comments.

Amit Kumar Goel - Chief Financial Officer, Laser Power & Infra Limited
Yeah, thank you everyone for joining us today and wish you all happy Diwali from Laser Power and Infra team. Hope to connect with you all again in, in our Q3 earning call. Thanks a lot. Thanks for joining.

Operator
Thank you. On behalf of ICICI Securities Limited, and Laser Power Limited. That concludes this conference. Thank you for joining us, and you may now disconnect your lines.