Management Discussion

Vaishnavi Vaity - Investor Relations Advisor, AKMIL Strategic Advisors
Good evening, everyone and thank you for joining us. I'm Vaishnavi Vaity from AKMIL Strategic Advisors and it's my pleasure to welcome you all to the Q1 FY27 Earnings Conference Call of Fabtech Technologies Limited. Today we are joined by Mr. Ashwani Singh, Chief Executive Officer, Mr. Aman Anavkar, Chief Growth Officer, Mr. Karan Doshi, Head Investor Relations and Finance Strategy, and Mr. Chirag Doshi, Non-Executive Director. The management will begin the call with an overview of the company's operational and financial performance for the quarter, followed by Q&A session.

Thank you. Now I would like to hand over this session to Ashwani sir to take the discussion forward. Over to you, sir. Thank you.

Ashwani Singh - Chief Executive Officer, Fabtech Technologies Limited
Thank you, Vaishnavi. Good afternoon, everyone, and thank you for for joining us for Fabtech Technologies Q1 FY27 earning call. Let me begin with the headline. Despite a challenging global environment, geopolitical uncertainty, warlike situation in parts of our operating geography, a sharp increase in freight cost, we have delivered a resilient and importantly a profitable quarter. Consolidated revenue for Q1 FY27 stood at INR74.98 crore, a 10% year-on-year growth over INR68.01 crore in Q1 FY26.

Below the revenue line, the store the story is very strong. We reported a consolidated net profit of INR4.21 crore against a net loss of INR6.13 crore in the corresponding quarter last year. EBITDA came in at INR7.41 crore with a margin of nine point percent, a decisive recovery from a negative EBITDA of INR5.27 crores in Q1 FY26.

Before I go further, I want to frame one point clearly because it matters for how you read these numbers. Our business is inherently Q3 and Q4 weighted. This is the nature of an EPC business. Revenue and profitability are recognized against project milestones and customer approvals, and those milestones are structurally concentrated in the second half of the financial year. The right comparison for Q1 is therefore with the corresponding quarter of the previous year, not with the Q4 or with the immediate preceding year -- quarter.

On that basis, we have delivered 10% year-on-year revenue growth and a full turnaround from a loss to a profit. This seasonality is a feature of our order execution cycle, not a signal of momentum, and it is precisely why we remain confident of meeting our full-year guidance of 20% to 25% organic growth.

Now let me spend a moment on how this turnaround happened because it speaks directly to our strategy. Our total cost of goods sold actually declined by 3.35% year-on-year to INR41.62 crores, even as revenue grew 10%. This is not a coincidence. It is the direct result of our geographical mix shifting towards higher value market. Contribution margin expanded from 37.6% to 46.7%. Nearly 900 bps of structural margin improvement and driven by where we are choosing to compete.

The 10% headline growth also masks significant underlying movement. The return to profitability was driven by stellar performance from our Saudi operations, a substantial scale-up in Africa, and a strong standalone turnaround in the core FTL business, which together more than offset severe regional head wins in our UAE FTS segment. Saudi Arabia recorded 130% year-on-year growth, reaching INR17.14 crores. New markets like Morocco and Kenya contributed a combined INR27.94 crores. Our becoming local strategy is no longer a slide in a presentation, it is showing up in the P&L.

I want to dwell on Saudi Arabia for a moment because it is the clearest demonstration of what becoming local actually means in practice. And because we did not simply report growth this quarter, we acted on it. During the quarter, we expanded our Middle East presence by incorporating Specialized Contracting Activities LLC in the Kingdom of Saudi Arabia, with Fabtech Technologies LLC holding a 51% stake. This gives us a licensed local platform to pursue MEP and civil infrastructure projects in our own right.

Strategically, this matters for two reasons. First, it takes us beyond pharmaceutical cleanroom EPC into the far larger built infrastructure opportunities that the Kingdom's Capital Investment Program is generating. Second, in Saudi Arabia, local content and in-Kingdom presence are increasingly hard qualification criteria but not the preference.

Having a majority-owned local entity changes which tenders we are eligible for, not just how competitively we bid on them. To support this, we have approved an investment of up to INR24 crores into Fabtech Technologies LLC, along with additional investment into FT Institution Private Limited. This is deliberate capital allocation. We are not asking our international subsidiaries to grow on a thin balance sheet. We are capitalizing them properly so they can bid larger, execute fast faster, and stand on their own credentials in front of the local client.

Taken together with the proposed acquisition in Saudi Arabia that I will come to shortly, we are building a kingdom on two tracks in parallel: an organic local platform we have now established, and an inorganic step-up in capability and customer reach. Both are aimed at the same outcome making Fabtech a Saudi company operating in Saudi Arabia rather than an Indian company exporting projects into it.

On the balance sheet, finance costs fell 36% year-on-year -- year-on-year to INR0.86 crore from INR1.34 crore. This reflects more efficient use of working capital and external borrowing facilities enabled by the strategic deployment of IPO proceeds. Our strengthened post-IPO balance sheet has also allowed us to negotiate materially better credit terms with our banking partners, and we expect the benefit of an optimized working capital cycle to continue flowing through it coming quarters.

Turning to visibility, our open order book stood at over INR900 crores as of June 30, 2026. Behind that, total active inquiries exceeds INR9,300 crores, of which we are actively advancing hot leads worth overINR3,800 crores That gives us exceptionally strong business visibility over the next two years. On a new order intake, I would highlight that theINR31.23 crore veterinary vaccine manufacturing facility project which we secured in Botswana during the quarter, which further strengthened our footprint across Africa growing healthcare manufacturing ecosystem. I want to be clear on one point. While the prevailing geopolitical situation has delayed the finalization of certain large orders, we have seen no cancellation and customer engagement remains actively active.

On a strategic front, I am pleased to share that our proposed acquisition in Italy and Saudi Arabia are progressing well. Business due diligence is underway and detailed integration strategies are in place to ensure the fastest possible transition post-completion. Subject to customary approvals and closing conditions, we remain on track to complete both before the end of the current financial year. This will -- these will materially strengthen our local execution capability, broaden our technology offering, and expand our customer reach in the strategically important pharmaceutical and emerging market.

Looking ahead, we expect Q2 to remain steady with significant stronger execution in Q3 and Q4 as deferred orders are finalized and execution accelerates, consistent with the H2-weighted nature of our business. On that basis, management remains confident of delivering year-on-year organic

growth in the range of 20% to 25% for the full financial year.

Our focus is unchanged: profitable growth, disciplined execution, stronger working capital efficiency, and a localized geographic diversification to create sustainable long-term value for all stakeholders.

I will now hand over to our Chief Growth Officer, Mr. Aman Anavkar, to take you through the Fabtech introduction and the order book picture in more detail. Thank you very much. Over to Aman.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Thank you, Ashwani sir. Thank you, appreciate it. I hope I'm audible. I hope my screen is visible. Yes. For everyone who's joined us for the first time, uh, let me briefly explain and frame what Fabtech does. We're a turnkey engineering, design, and build company for the pharmaceutical healthcare, biotech, and the life sciences industry. We design and build the facilities in which medicines, vaccines, medical devices are manufactured. The cleanrooms, HVAC, process utilities, containment suites, and complete greenfield GMP plants are delivered by us on a single point responsibility basis.

Our clients are pharmaceutical manufacturers, national vaccine institutes, development finance-backed public health organizations and programs, governments that are building sovereign healthcare and manufacturing capacity in their own countries. We operate through local entities across India, the GCC, and Africa, and the structure is central to how we win these projects.

With this context, let me take you a level deeper into where the growth is coming from and what sits behind as well. We have created an ecosystem that drives in-house manufacturing of process air and water that enables us to go after high-value projects in the pharmaceutical emerging markets.

When we talk about the pharmaceutical emerging markets, post-COVID, the regions of Middle East, Africa, Southeast Asia have gone into a drive of localizing medicine production, and 78% of our revenue comes from MENA, GCC, ECO, and the Persian Gulf. We are already operating in over 62 countries now, and the ecosystem that we have built enables us to operate in these large emerging geographies. The platform that we have built, it's a life sciences platform that focuses on critical infrastructure manufacturing, which is in-house, utilities and process machines, which is in-house, that allows us to qualify for prerequisites in large-scale vaccine tenders as well.

Now coming to the quarter, the Q1 that you've seen of FY27. This year, this quarter, the revenue has been INR74.98 crores, which has been a 10.3% growth from last year's Q1, which was INR68.01 crores. Repeating what Mr. Ashwani Singh had said, our EBITDA has gone to a profitability of INR7.41 crores and a PAT of INR4.21 crores compared to last year's quarter one, which was the loss of INR6.13 crores. The contribution margin has grown 910 points year-on-year from 37.6% to 46.7%. Something that is most important in this development of the quarter is that our revenue has genuinely diversified.

12 months ago, our performance was dependent on a narrow set of geographies And now it is going towards Saudi Arabia, Africa, which is carrying the growth, and they are doing so with better margins. This is why a 10% revenue increase has translated into a swing from a loss of last year's INR6.13 crores.

I would also like to note that the UAE FTS segment faced genuine regional headwinds this quarter. Due to the Middle East war that we've all been seeing, we're not going to dress that up. But what the quarter demonstrates is that the diversification that we have built now has built one region's weakness to be absorbed without derailing the group performance. That resilience is the entire point

of our strategy.

On Saudi Arabia, I would like to add on to what our CEO described. It grew 130% year-on-year toINR17.4 crores this quarter. But the more important development structure is crucial. With the acquisition that we had in Specialized Contracting Activities LLC, this changes for us on the ground, the conversation that we are getting invited into.

Previously, we were bidding as a specialist contractor inside someone else's project. Now, with a majority-owned vehicle, local, covering MEP and civil, we can hold a wider scope engage earlier in the design cycle, and critically, carry the client relationships ourselves rather than sitting one tier down. That is what moves us from being a vendor to being a partner. It is also what protects contribution margin because early engagement is where specifications get shaped.

Under Vision 2030 and the localization agenda in pharmaceutical manufacturing, clients are no longer indifferent to where their engineering partners sit, and being local has become a qualification criteria for us. It's not a preference. We've positioned ourselves ahead of that curve. Africa has been our second search engine or growth engine, with Morocco and Kenya alone combining INR27.94 crore this quarter two markets that were not material contributors a year ago.

Across the continent, we are engaged with national vaccine institutes, development finance-backed health programs, and private pharmaceutical groups building first-of-its-kind sterile and biologics capacities and capabilities in their home markets. And we proved this by the order that we bagged in Botswana for the veterinary vaccine manufacturing facility. These are long gestation relationships, but they convert into large multi-year projects and they bring a level of client stickiness that transactional work simply does not offer. Africa's push towards local manufacturing is a structural decade-long shift, and we intend to be the execution partner of choice.

Let me add one point on how the order book is translating into reported numbers because it is central to reading our quarterly results correctly. An order book of INR900 crores does not convert linearly across four quarters. Revenue recognition in our business follows engineering milestones, site readiness, and customer approvals. And in project execution, these clusters in the second half of the year, H2.

Q1 by design is our lightest quarter, and what Q1 tells you is the quality of what we are executing. Contribution margin at 46.7% against 36.7% -- 37.6% last year. What the order book and pipeline tells you is the volume still sits ahead of us in H2. On the pipeline itself, I want to be precise because these numbers often get confused. We're tracking three different layers. Just to specifically show here, right, we have a INR900 crore plus order book, open order book, contracted and executable business. Our active inquiries are exceeding INR9,300 crores.

The total addressable funnel that we are tracking, and the hot leads are over INR3,800 crores, which are the opportunities at advanced commercial or technical stages where we have defined a path to conversion. This is what our CEO was mentioning, the middle to late funnel. This is our two-year visibility. Several large-ticket opportunities have slipped due to the geopolitical conditions and some of the donor and government funding cycles. But that has not affected our quarter or our business. There have been no cancellations.

I must repeat. Client teams have remained engaged, technical discussions are ongoing, and in a number of cases, specifications have continued to firm up during the delay period, which typically strengthens our position rather than weaken it. Growth priorities: firstly, deepening the localization, which we have been doing investing further in our international subsidiaries so we can execute

faster and closer to the client.

Second, converting the hot lead pipeline with discipline, prioritizing quality of order over volume, and because contribution margin is now a governing metric in how we select the work.

And third, integrating the incoming acquisitions in a way that adds genuine local execution capability Not just a piece of paper. We're entering the balance of FY27 with a stronger order book, a healthier margin profile, and a broader geographic base at any point in the company's history.

I would like to hand over to Karan Doshi to go through how the reading of the year-on-year growth has been. Karan?

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
Thank you, Aman. Am I audible?

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Yes.

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
So, I'll quickly run you all through the financials for the Q1, the highlight. So, you know, as the CEO and Aman said, we've grown by 10.3% year-on-year from INR68 crores to INR75 crores. We've become profitable. We were loss-making at INR6.13 crores previous year same quarter against profit of INR4.21 crores this quarter. Our contribution margins have expanded by 910 basis points from 37% to 47%. This has been primarily because of the geography mix and project mix. You know, our dependence on Dubai has reduced and we've diversified into Saudi and North Africa regions.

Our employee costs have reduced due to, you know, restructuring of the size localization, which has given us an operating leverage. Our finance costs have reduced by 35%, 36% from INR1.4 crores to around INR90 odd lakhs, primarily on account of effective utilization of our IPO funds.

On looking at our overall business, Q4 is typically the strongest quarter, which we've been communicating to the markets for last six months, which continues to hold. We've been discussing, we've been trying to renegotiate customers where we can start revenue recognition on monthly basis.

But, you know, that is a couple of years to go as and when the contracts change. So once that happens, we can, you know, then have some more visibility on our quarter-on-quarter business. Currently, as we discussed, revenue is recognized on shipment basis, you know, basis our BLs. Seasonal concentration is S2.

Next slide. I think we've covered this more or less. You know, if you look at Q4, even if you look at our contribution margin, we've done better than our Q4. That is the highest quarter, 38% to 47%, 46.7%. As discussed earlier, the improvement is purely because of better projects, execution quality, scope mix, and procurement efficiency. So these are the four reasons why, you know, we've done better than our previous quarter as well as previous year same quarter.

Next slide. Aman, I think Aman has covered this slide.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Yeah, yeah, this has also been covered. We've just kept the slides for when the questions come in, right? Talking about the geography revenue mix, talking about the localization that we have been doing in Saudi, ongoing process in Europe as well, and the Africa initiatives, how our Q1 quarter's revenue mix has been in terms of the geographies. This is the slide we took you through to the open

order book, the new order inflows, which you can see INR96.5 crores which got added in Q1 of FY27. Some of these were predictably larger orders that were supposed to get finalized in Q1, but due to the geopolitical conditions, they were pushed not canceled, they were pushed to the next quarters.

Now, the business...

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
Ineffective -- ineffective. We have added INR20 crores. So if you look at it, we, we were at around INR900 plus. We've added 96, and we've delivered INR75 crores of orders. However, because exchange rate keeps fluctuating, we've been more or less been conservative, and we know giving INR900 plus crores as our outstanding order book. Ideally, it should be INR920 plus crores.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Yeah. Now the business at a glance. We stick to the core sectors, which is life sciences, pharmaceutical, healthcare, and biotech. Our business type is in turnkey EPC design and build. The services that we're going after is greenfield and brownfield projects in cleanrooms, HVAC, process machines, utilities, and turnkey projects. The project duration once civil readiness is complete is 12 to 24 months. If the civil is fresh and it's a greenfield project, it can go between 12 to 36 months. The revenue model, as Karan mentioned, is milestone-based billing and upon BL, and the geographic reach has been growing.

The capital allocation philosophy, the screen is self-explanatory. It is deployed against execution. The working capital is only released when the order book growth and real project requirements are falling in. Acquisitions are based on strategies and fitting, not based on where we structurally think it will grow, but where the alignment of mergers and integrations will be there. Where, as the due diligence goes forward, as the acquisitions come to light, that is when the capital will be deployed. Until then, the idle capital will be in the FD, and it will have a scalable growth. And every quarter the board is having its reviews to check the active cash flow.

Apart from this, just to reiterate before we move to the questions, the global expansion is happening in the GCC, in Eastern and Southern Africa, with Fabtech Life Care in Saudi Arabia. It has become our vehicle for Saudi development-led growth. Our operational excellence is growing, project management systems are being integrated, the procurement discipline is coming in for higher value projects, and the execution quality is something that we standby. Quality over quantity, always.

Technology adoption we are going digital with tools across delivery to design to commissioning, with 3D modeling, with AI integration in our software, so that we can reduce the comeback time and the turnaround time for the customers, who are reaching out to us. In terms of the people and leadership, we are investing in the right talent, and post-IPO investment in the leadership has been vital for us.

The industry itself is now growing with biologics and specialty high-tech facilities coming in, capex in these projects are growing. With healthcare infrastructure investment coming in GCC, Africa, and the Middle East, all of the growth from European funding agencies, from World Bank agencies, from DFIs is coming into the pharmaceutical emerging markets, and we are at the taking end of it because we are taking on through those projects. Regulatory pressure across the globe is ensuring that companies have to be aligned with compliant facilities, and that is where we're positioned really well.

And as we go forward, we're looking at a 20% to 25% year-on-year growth. Q2 is steady, H2 will be

stronger. As we mentioned and repeated in the past, H2 is always stronger for a design and build EPC organization. And there are larger opportunities in Africa that we are going after that are to convert in the next two quarters. The focus is fixed. We're focused on profitable growth. We're focused on disciplined execution. We're focused on ensuring working capital efficiency and localized geographic diversification.

We want to drive and we will drive the long-term value for all the stakeholders. We are building infrastructure. We're enabling science, and we're engineering life. Our aspiration is not to just become larger, it is to become stronger, more admired, more resilient. And we want to become a life sciences platform, an institution that commands trust and stand as a global benchmark in life sciences engineering.

We thank you for your time, and we would love to have your questions.

Questions & Answers

Vaishnavi Vaity - Investor Relations Advisor, AKMIL Strategic Advisors
Thank you. Investors, the floor is now open for Q&A session. You can raise your hand or drop your questions in the chat box. Thank you.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Believe there are already some questions in the chat box. Karan, if you can -- yeah

Vaishnavi Vaity - Investor Relations Advisor, AKMIL Strategic Advisors
So do you want me to read it out?

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Yes, please.

Vaishnavi Vaity - Investor Relations Advisor, AKMIL Strategic Advisors
Okay. So first question is from Mr. Vikas Gupta. I have raised the stock's poor performance in previous calls, the repeated response that updates are shared on Twitter has not helped shareholders, current facts, and despite earlier assurances, shareholder value continues to erode. What concrete time-bound steps will management take in next two to three quarters to improve institutional participation and restore investor confidence?

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
So Vikas, we have been conducting meetings with various investors and that is exactly what we can do. We are confident on delivering numbers, but you know, the stock is something, which we really can't control. The stock prices is where, you know, the investors should pitch in. But if you look at our performance, we've grown 10%, we've turned profitable, margins are in place, everything is back to normal. Having said that, the performance of stock prices is something which, you know, is beyond the management's control.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
I'd like to add something here. Thank you for your question, and I remember, Vikas ji, you have been answering and questioning our strategies and the growth plans as well. If something that you are noticing that we are becoming more stable, we are looking at more growth, we are closing more orders, and we are planning and executing projects correctly so that there is quarter-to-quarter

growth also visible, right?

We want to ensure that shareholder value increases, and we're doing our best as a business, as an organic business to grow and scale. We cannot give you shareholder value like the unicorns of the industry, which are loss-making and still shareholder value is going up. We are a genuine business which is profitable, which is growing, which is actually delivering substance in the right markets. We are positioned really well in all the right markets as well. Something that is based on sentiment is the FII holding and the DII holding that you've mentioned, and I would be more than happy if you are able to introduce the right investors to us who understand this story as well and who trust the growth process.

We are not constantly looking at the stock price and planning our decisions. We're looking at what is right and growth-oriented for the business and taking those decisions. And that is something that should be looked at by the investors. We're not a monitored stock. We are a genuine growth engine focused in markets, focused in the life sciences space. So in the next two to three quarters, what will we be doing to improve institutional participation, we'd love to meet more investors. That's what we're doing.

We're engaging more investors, as you've been seeing in the uploads that we've done. And something that we want to do, and we will do is focus on our business, which is life sciences, design and build. That's our core. We stick to that, and that's what we'll keep doing. This quarter was a result. It performed better than last quarter, and it performed better than last year's quarter one and quarter four, which is a clear indication of how our strategies are working for us. So I think we need to follow what we're doing and do better as well. I hope that, Vikas ji, if we can have a conversation, we'd be very much open to it, right?

The next question, and we'll just go a little quicker, Vaishnavi, because all the questions would be glad. Karan, trade receivables have increased slightly from INR211 crores at March end to about INR215 crores despite the return to profitability. Could you help us to understand how much of the receivables are within contractual credit terms versus overdue? Also, what specific actions are we taking to improve cash conversion, and what should investors expect for receivable days by the end of FY27? Question is asked by Mr. Chandrashekhar Daga [Phonetic].

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
So, Mr. Daga, our receivables, you know, we do not have any open credit. So most of our receivables are backed by LCs or CAD. So the contractual credit terms, the most of our aging credit is on account of our retention period. So there are, we have typical retention period of one to two years, which is around where our, you know, delivery, which is around 10% to 15% of our retention period. So that is where our receivables get stuck, point one. Point two, normally our LC terms are at site of documentation. So once 30, 40 days is what additional we take on delivering our goods to the port, and therefore that those are our standard receivables, you know, what we end up paying, receiving.

On the next question regarding Saudi. The receivables are INR72.57 crores, almost total revenue of this quarter. So Saudi, we have a very large contract of around INR120 crores with one of the customers. So that is whereas and when we keep -- so as and when we keep shipping from here, we raise an invoice. Without that, we cannot ship the goods. However, the installation and delivery of the entire project takes time, and therefore the receivables is stuck at Saudi, which we expect I think the order is supposed to be delivered by this Q3. So that is something which will get executed,

and we'll start receiving the collections on those front. So, we've already received advances from them, which is not knocked off against them. As and when we deliver the entire goods, entire shipment, all the shipments, that will get knocked off.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Great. A question by Mr. Raju Pathak [Phonetic] is, if we meet again five years from today and the company has significantly outperformed investors' expectations, what would have been the key strategic decisions and the execution milestones that made the difference? And what measurable indicators should investors monitor each quarter to assess whether you are on the path?

To add on to that, very good question, Raju Pathak ji, also. There are certain indicators of growth and there are certain indicators of unlocking potential. It's always related to positioning markets, reference building that we already have and how fast we're able to close the orders in the pipeline that we have.

Currently, if you can see, we're positioned in the right markets that everybody can see are growing, be it Africa, Saudi, Southeast Asia. We are picking on the right projects, which position us as the right partner for important value-added projects globally. If you see the talent acquisition part, we're not onboarding everybody. We're onboarding the right people at the right time as per the project requirements. And there are measurable decisions that we are taking to protect ourselves from global volatility right.

Five years later, positively and optimistically, you will see the unlocked potential, and you will see the outperformance from the investor expectations as well, because we're already walking the path. As we've said earlier, we're in the inflection point. Post-COVID, all countries have realized that pharmaceutical manufacturing is extremely important. Medicinal independence is extremely important. Something that you must look at is as an option when India is currently producing pharmaceutical goods. If there is a global situation like a pandemic, which arises again and China stops supplying API, then India would also be stuck in its ways right.

Now same story applied to all the countries that are not even producing 20% of what India is currently producing. So we are positioned correctly. We're going after the right projects. There are deliberate decision-making that we're currently doing so that we are aligned on the vision that you see five years later as well.

Mr. Chandrashekhar Daga has asked Saudi has grown strongly while UAE has remained weak. Is the UAE weakness cyclical, customer-specific, or industry-wide? When do you expect UAE execution to normalize?

Okay. To address your question, Daga ji, UAE is currently focused on high-tech facilities, cell and gene therapy labs, products and projects, which are not generic pharmaceuticals because they are positioned on the world map really well. UAE population is also not extremely large, so they're not generally investing in their own ecosystem.

So the projects that we are currently doing for compounding pharmacies, because we're a local there, the projects that we're doing for HDF high-tech facilities, the projects that we're doing for cell and gene therapy labs, medical device testing labs, those are the projects that UAE is investing in. Those are the projects that we're closing as well.

The one-off and a few projects that come up every two to three years in the pharmaceutical landscape, those projects are already in our hot pipeline and in our hot leads. The reason that they have been delayed is because of the geopolitical condition right now. Honestly, when do we expect

UAE execution to normalize? That question I would not be able to answer till we speak to the President of the US, right? Things as they normalize, they will, and we're hoping it happens extremely fast. That being said, UAE's positioning next to Oman, next to Saudi Arabia, is the benefit that we have received very strongly because UAE is a melting pot. Customers from Africa, customers from UAE, customers from Middle East, they come to Dubai just so that they can work and meet with contractors like ourselves.

We're able to show them every single type of facility in UAE, from nutraceuticals, tablets, capsules, generic pharma, injectables, biosimilar injectable contained projects. two nutra and medical device projects. So UAE has become such a good USP for us that any customer that comes in, we're able to show them all the references, our local strength, and then they trust us even further. So even if the UAE execution normalization takes a little bit longer, we have taken the right decisions to balance this in normalization that has taken place.

Could you split the INR900 crore order book into vaccines, biotech, pharma, healthcare, and other segments? Also, what percentage comes from repeat customers?

For this quarter, around eight point-something crores came from repeat customers. 10% came from repeat customers, we would say. And the reason that repeat customers is not a majority is because when a customer puts up one pharmaceutical plant, they've invested, let's say, $10 million into a plant hypothetically, and then they will take at least one year or two years to expand or to invest again. So every two years we have this stickiness factor with our customers.

Number two, to give you an exact split of vaccines, biotech, pharma, healthcare, that would be complex. Majority is pharmaceuticals and biotech, right. Vaccines, if you've seen the recent ones, we've just closed an order close to INR30 plus crores for Botswana Vaccine Institute, which is only the infra part. And we're currently negotiating and discussing three more vaccine projects in Africa. Simultaneously, we've just closed a large, close to $7 million veterinary vaccine facility in Saudi Arabia, which is called BioBago, which we had announced also. So the split specifically, I will not be able to give or we would not be able to give, but we have it. Chandrasekhar Daga ji, I hope that answers your question as well.

Just something that I would like to mention is repeat customers until last two years were higher, and now as a strategy we decided to not depend on repeat customers. We want to diversify our portfolio and go after the new projects so that they can also become our repeat customers later on. So that is an active decision that we took to grow our numbers, to grow our pipeline, and to ensure that we deliver properly.

And repeat customers, there's only one prerequisite: you deliver properly and you make them happy. That's when they'll come back. So in the process of trying to make our investors happy, if we start billing faster and we're not able to deliver quality work, the repeat orders would take a hit. And we know what clients want. It's a B2B business. We're focused on being profitable and ensuring that the customers are always happy. The customer delight factor. I hope that addresses your question, Mr. Daga.

Santosh has asked, has our company been able to close any civil contracts apart from any clients as you mentioned in earlier investor meets?

We have not been able to close any civil contracts, but we have close to INR400 crores currently bid projects in Africa and Middle East for pre-engineered buildings, not civil, PEB scope, and they are going positively. So we're happy because this has happened over the last two quarters and it has

grown really well in terms of proposed projects. So we're hoping for positive. Yeah,

Ashwani Singh - Chief Executive Officer, Fabtech Technologies Limited
Last week, newly acquired company in Saudi Arabia, actually, we now 10 days before we acquired one civil order.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Oh, superb. Sorry.

Ashwani Singh - Chief Executive Officer, Fabtech Technologies Limited
In Saudi.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Great.

Vaishnavi Vaity - Investor Relations Advisor, AKMIL Strategic Advisors
So can we take question from Mr. Vignesh Iyer, as he has raised his hand?

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Yes, yes, please. Sorry, Mr. Vignesh, please go ahead.

Unidentified Participant
Hi, am I audible?

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Yes, sir, you are.

Unidentified Participant
Yeah. So just wanted to understand the split of order book on the basis of geography, if you could share how much is from Middle East, how much is from India, if you could share that.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
For this quarter, I'd love to -- we'll come to that Karan. What you see on the screen is this year, this quarter's geography revenue mix. Can you see my screen, Vignesh?

Unidentified Participant
Yeah, yeah, yeah, I can see, right.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Primarily, and I'd like to repeat this, we're not an India-focused business. We focus on the international pharmaceutical emerging geographies. Karan will add on to why you see India here.

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
So we have one specific contract for India. Rest, we are not Indian-specific, as Aman mentioned. And, you know, 70% of our -- sorry, 78% is from Middle East and North Africa.

Unidentified Participant
Okay. So I mean, I know we are targeting around 20%, 25% for the entire year, as on the execution side of this. But just wanted to understand, uh, is there any slowdown on the execution part because of the West Asia war that we are not able to execute. I mean, we have all the resource, but due to the ongoing war, that the execution has got delayed for some reason, since we earn -- majority of

the book is Middle East, right again?

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Correct. We have seen that. We have seen that happen in the last quarter in which the Middle East war did impact our execution cycle. But more than the execution cycle, for all the materials that was already on site, we were able to build and we were able to execute the project because our team was already on site. For example, in Iraq, in Saudi Arabia, in Oman, in Bahrain, in UAE.

That being said, something that the West Asia war has taken more of a hit on is the conversion. We were expecting quicker conversions this quarter, but because of the war stopping, starting, and there being volatility in terms of what is actually happening, Investors slowed down their decision-making, not cancelled. I'll repeat, slowed down their decision-making so that they also don't face issues once the projects are finalized, right? Because their delays also do have an impact on their cash flow.

Unidentified Participant
But this will also be a drag on your working capital, right? Because your resources is planned and deployed according to your ongoing order book. And when you have deployed that resources, but the execution doesn't happen, not because of you or the client, but because of some things that is not outside your control, right? So can you say how the working capital has panned out in last two quarters and what is usually your working capital cycle in a normalized environment?

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
So Vignesh, our working capital cycle has not impacted much. We normally operate on a 120-day working capital cycle. So even if you see around INR210 crores, INR214 crores of our debtors, but we already have INR110 crores of advances from our customers. So customers where orders are in place, we keep receiving advances.

As Aman said, I think the biggest challenge is, you know, the shipments. So even by end of the quarter, we had around INR20 crores, INR22 crores of our goods lying at the port. We are not getting the availability of the shipments. So team on the ground is functioning. There are orders which are working on very strict deadlines, which needs to be get completed within particular timelines. So as such, and also lot of labor cost is outsourced, which helps us on selective basis.

Unidentified Participant
Okay. So these wins that we have got in UAE or Saudi or other part of the Middle East, are this tender-based wins or how is the order win in nature of?

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
So I would say they are private, they are private tenders, right? When even when a private institution goes for a project, they tender the RFP, their request for proposal. And then there's an L1, L2, L3 factor, T1, T2, T3 factor, technical and commercial. Those are the projects that the way that we've been winning them. Government projects also the ones that we've won, that's based on L1 and T1. But the Middle East ones, some of them are private where the pitch of the project, they've directly approached us because they've seen the work that we've done in Saudi Arabia, and just for market survey, they keep the prices in check.

Unidentified Participant
So then how...

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
[Indecipherable] balanced.

Unidentified Participant
How is the escalation clause built in, in all these contracts? Because the ongoing war has certainly, you know, put some, a lot of pressure in certain raw materials, right? So how has that sorry, sorry, sorry -- how has that impacted our...

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
There is direct terminologies in the contracts that we sign off and the proposals that we submit that due to any unforeseen circumstances, if there is an RMC increase of over 5%, and at any given point of time, there would be a passing over of the costs. And the offers that we submit are not valid for more than two or three weeks, right? So we ensure that there is seriousness from the customer sides as well. And simultaneously, the customers that we're currently dealing with, they are balanced in sorts of their business.

They are understanding in sorts of our business as well, because they understand that we're not vendors, we're partners. So if I'm not able to deliver, their project is also getting hit, and timelines is directly relative to cash flow. So they want to ensure that they succeed and finish the project on time. We want to ensure the same.

So if there is and I'd like to address one of the questions if RMC increases, do we pass them on fully? Many situations we do, some situations we don't, because they are also understanding on behalf of us of when they want to receive the materials. So if they are not understanding, then they face delays. And we ensure that they understand. We educate our customers in the process.

Unidentified Participant
Okay. Okay. Just one last question. So in this tender, I mean, on the raw material part of the procurement, is it the client who decides which vendor? Do they give you a choice or do they have a dedicated vendor in place from whom you can procure?

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
So that's a very good question. So we deal with both sets of clients. For example, when a customer is entering a project, let's say in Saudi Arabia, many of our projects are turnkey, but those turnkey projects are integrated with European machineries, but the infrastructure comes from us, right? In this scenario, the client tells us his preferences, he gives us options, can, and it's a communication, it's a cycle, it's a conversation with them. Can you please select between these four? Because this is what we like about these products. They are also open to suggestions from our side if we have better value addition there. So -- and there are some customers who rely completely on us to deliver the right quality in the right timeline and the right productivity for their project. So both set of customers we deal with.

Unidentified Participant
Okay. Got it, sir. That's all from my side. Thank you.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Perfect. Dia Jain [Phonetic], I hope we addressed your question related to the RMC, right? Raw material costs. Do we pass them on fully? In the previous scenarios we have because there's an inbuilt clause related to that. And in some scenarios we've just waited with the customer Because

there is volatility which always normalizes, right? So customers have also understood that.

But before we take that, there are some questions that have been asked earlier by Santosh. Can you tell us what the market size is of the industry and where what we're operating in, and what would be the top line in the coming two, three years?

The first question, market size, is a multi-billion dollar industry in the next 10 years. It's been addressed as a -- over north of $30 billion industry in the pharmaceutical emerging markets, be it Middle East, Africa, Southeast Asia. And the West is a different ball game, more than $70 billion in the next 10 years, right? We're positioned really well for these projects and we're bidding for the right projects in this pipeline as well.

What would the top line be in the coming two, three years? And you've mentioned INR12,000, God willing, but the year-on-year answer that Karan will give.

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
I think we should look at INR1,000 crores plus by 2030. I know a bit conservative approach, but that is what you know our internal communication you know within the meetings has been that we are looking at a INR1,000 crore plus top line by 2030 organic growth -- organic top line.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
I'd love to take this. Mr. Vikas Gupta has replied. Thank you for taking the question and addressing management stand of supporting core growth. To clarify this, you have been a long-term investor from last one year and echo management vision, and I appreciate that, Mr. Vikas. Despite that, it's a pain to see the stock below IPO price when company is executing at this stage, fair at this stage. He would like to share his view that share price is important barometer of reflection of company success, probably management can look if current communication strategy is effective or has room for improvement, for example media coverage.

First point, again, thank you, Mr. Vikas, for being part of our journey over the last year and being part of our cycle of every earnings call and addressing questions, because they can see that you actually take an interest in our growth. Number two, imagine if it's painful for you to see the stock below the IPO price how it is for us, right? Because we are seeing that we're taking the right decisions. We are seeing, because we are close to the picture while we're taking a step back as well, we can see what actions we are taking to ensure that the company grows and the shareholder value increases, and still the IPO price is lower.

So my question would actually be to the fraternity of investors, where what is it that you can guide us in which will actually help us in that barometer of reflection, right? Because the share price currently is not equating directly to the company's success because the company is growing conventionally and as per commitment, and organically.

Inorganic growth we have not even mentioned, right? But I would love to know from you and be educated by you because we are core business people, right? We're not investors. We're not from the market. We'd love to learn with you, and 100% we are involved for the shareholder value. And we're currently working on our IR, PR, media coverage strategies as well, and hopefully in the next coming quarter, you will see this effect.

Before we take Neeraj -- Neeraj [Indecipherable] there is a question by Mr. Daga, where do you think Fabtech has a sustainable competitive advantage? Cost, execution speed, integrated process air and water capability, or customer relationships?

Mr. Daga, all of it. All of it is our competitive advantage. And one point that is not mentioned is we're local. The references that we've already built. We have built the first and the largest and the only some of the only US FDA-approved plants in the Middle East, largest IV solution plants in the Middle East, first biosimilar oncology plant in Northern Africa. So one referral always is asked and then referral spreads, right? That has been our USP. It's not being followed by any Indian or Chinese company. That's why we don't compete with Asians; we compete with Europeans.

And Fabtech Technologies Limited and Fabtech Cleanrooms what is common and how are they different from each other? They're, they're very different from each other because Fabtech Technologies Limited, we are only focused in the international design and build life sciences space, which is our plate is full with that.

And Fabtech Technologies Cleanrooms Limited is focused in the India cleanroom space, right? That cleanroom space is for data centers, solar, pharmaceuticals, life sciences, but only cleanroom and HVAC. Because India is not a turnkey design and build market. It is a product and a contractor-driven market. And that is how India is positioned, FTCL. And Fabtech Technologies Limited, FTL, is positioned as the Asian design and build life sciences platform in the international market. Very different space. There is a relative party transaction that takes place here for cleanroom panels, which is not more than 11%. Just to clarify, because it's a preemptive question.

And Dia Jain has asked, do we stick to targets of 9.5% to 10% PAT for this year and 12% next year? Karan?

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
Our guidance is 9% to 11% PAT with a growth of around 25% is what we've been looking forward.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
And to just add some qualitative sparkle over that Dia ma'am, you can target 9.5% to 10% for us. We are targeting more, right, to address that better, because we want again, to address Mr. Vikas Gupta we want shareholder value to be seen, and we want to be seen as the exponential growth engine in this space.

Mr. Neeraj Chajer [Phonetic], please, can you ask your question?

Unidentified Participant
Hi. So a couple of things. One, uh, one of the IPO proceeds was an organic purchase or organic, inorganic growth opportunity, if I recall it correctly. And what's the progress on that? Because we haven't seen any announcement. Last time you were saying that you were looking into some of the acquisition opportunity, but any, any further development on those aspects?

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Okay. Great. There were two opportunities. Number one. First one we've already acted on that took place in Saudi Arabia, Mr. Neeraj. That was it's called Specialized Activities Contracting Establishment, SACE, which we acquired majority of so that we can become a local in Saudi Arabia and bid for all of the pharmaceutical and non-pharmaceutical HVAC MEP and civil projects. And like Mr. Ashwani Singh said, our CEO, that one civil order has already been finalized, right. So one, we already acted on that, and we had announced that around a month and a half back right.

And the second opportunity was the European acquisition, which is going to be our driver. Currently, we're in the due diligence phase, and I'm sure you've heard me say this before, but I'd like to reiterate, it is better to know who you're getting married to, right. So we are taking our good time to

ensure that it is the right fit, it is the strategic fit, and the structure is set correctly before we start attacking the market from the European acquisition. So that you will see in the next two to three quarters.

Unidentified Participant
Okay. Another question is, you follow the milestone-based accounting, which results into quite a lumpier quarter, and that you yourself might not be knowing whether it will be Q4 where the shipment goes up, or it will be Q3 or Q2, because typically while in your -- in your line of business, might be Q4 is the most heaviest, but you never know. Can -- there was some discussion in the previous call also, can you evaluate to see if because most of the EPC contractor, turnkey contractors do follow percentage completion method rather than milestone-based accounting system. So is any progress on that part? Because that will more or less even out your profitability and make your company much more easier to understand for the investor end?

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
So, Neeraj, basically we are evaluating that, you know, so two fronts. One, we need to rework on our agreements, so all our contracts needs to be reworked. So that is anyway just under evaluation phase. So that is, you know, point number one. So once that happens, all our new contracts are now getting reworded accordingly so that we can, you know, do my -- we can do percentage completion method with more control. But the ones, which we have already, you know, executed contracts, they are on shipment basis and milestone basis.

Unidentified Participant
Okay. Okay. So how will that work with the accounting system? So there will be a gradual transmission happening under the accounting system because at one point of time you need to follow one of the two methods. You can't have different method followed for each of the contract under the accounting treatment.

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
So we are getting that evaluated through our auditors as well. So, you know, even the auditors basically, you know, it will be a contract base. For example, a contract with a customer A in Saudi, if it is, you know, depending on the percentage completion. So we are trying to split our work into various percentage so that which can be captured in the agreement and therefore we can raise an invoice.

Unidentified Participant
Got it.

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
So, you know, if that if a particular contract is executed up, you know, level A, level B, then that is what we, you know, trying to put it as a revenue. And we are also, you know, taking the auditor's view on the same while redrafting the entire contract.

Unidentified Participant
Okay. Okay. understood.

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
. So we expect to see the changes in next few years is what I would say. Because our, you know, we

have orders when today will mostly try to execute next year.

Unidentified Participant
Okay. One question that asks what should we do to gain the confidence of the investor is couple of things. One is a long-term, where do you see the company in five years, that maybe you should put in front of the investors in your presentation at least. Your long-term goal, not the short-term goal of this year we intend to grow at a 20%, 25%, but maybe a five-year plan, where you want to see the company out there in terms of revenue, in terms of top line, in terms of additional businesses. That is one option.

The second thing is also I see company not to participate that much onto the roadshow, meeting institutional investors and so on and so forth. So that also because unless until you reaches out to mutual funds and, and institutional investor to explain and tell them the story, which you must have done during the IPO roadshow, they will not be aware how the story has progressed and how the company, and especially the integrity of the businesses, where the revenue is not evenly distributed. So that all needs to be explained because someone looking onto a quarterly number will not appreciate enough of the quality of the company that has been built. Since I am a pre-IPO investor into your company, I know the company reasonably well. So, so I continue to hold the shares out there. I appreciate that. Those two suggestions would be surely, you should implement out there. One, a long-term story, and second is more participation towards the institutional investors.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
This is very well taken. Yeah. Just to add one thing here, there's a Vision 2030, Vision 2035 document that we are currently working on, the management is currently working on, that would also be part of something that you just mentioned, the first point. So that it adds a lot of value to our investors.

The second one that you mentioned, the roadshows and the engaging off the roadshows and the investors. I was having a conversation with one of the investors earlier and it has become a chicken and egg story, right? Where you have to have a certain market cap to be able to sit with certain mutual funds and certain DFIs. And to get to that market cap, there are investors that are not getting onboarded. And so, we've been advised that, okay, stick to your core business, things will follow. And simultaneously, we also have the other advice, which is...

Unidentified Participant
No only a little bit of difference there I will make is let's assume you are less than INR1,000 crore or market cap. In that case, you reach out not to the mutual funds and those things. You reach out to family offices, AIF, and those kind of thing, or PMS, right. Once you cross the INR1,000 crore, you go to the microcap, small cap mutual funds, and institutional investors. So there is no -- and nowadays, even the mutual funds also participate into the small and midcap, though in a very small amount. But for, for the size of investment or the fund that they manage, they will be able to buy a very significant chunk. So moment there is a demand and supply mismatch, the price gets reflected out there.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Understood, Understood. Fair enough. This point is well taken. Yeah. There was a question by Raju Pathak, and I think that's the last question here. Whether there exists a scope for margin expansion, and if so, is it an outcome of gross margin expansion or operating leverage? KD?

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
So, Raju ji, we basically looking on both. So for the gross margin expansions, we are evaluating to evaluating procurement from countries like China, where our customers are comfortable. That will help us expand our gross margin. At the same time, we have we are pretty much, you know, controlling all our fixed costs so that, you know, the operating as soon as, you know, top line kicks in, our operating leverage starts kicking in. So I think that is any which way, in Q1 we've seen the operating leverage kicking in -- operating leverage kicking in. We've been able to manage our other costs, we're able to manage our employee costs both.

Vaishnavi Vaity - Investor Relations Advisor, AKMIL Strategic Advisors
I think we have covered all the questions. Investors, if you have any more questions, you can write to us at info@akmiladvisors.com. Thank you to the Fabtech's management team. Thank you, investors, for your participation.

Ashwani Singh - Chief Executive Officer, Fabtech Technologies Limited
Thank you so much, everyone and wish you a great day.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Thank you.

Ashwani Singh - Chief Executive Officer, Fabtech Technologies Limited
Nirav has sent a message.

Vaishnavi Vaity - Investor Relations Advisor, AKMIL Strategic Advisors
Nirov sir, if you can unmute your line, you can ask the question. Aman, I guess he's done with his question.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Okay. His question is, when we see all the companies relying more in India for pharmaceuticals, how the base thought that we are aiming that we shall go abroad?

To frankly answer your question, we have been doing business abroad for the last 30 years. When the company was founded, it started off with projects in India, which was cleanroom projects. But in the '90s itself, in 1997, '98, '99, we started doing projects in countries like Syria, Iraq, Iran, Lebanon back in the '90s right. So it is not a new foundation that we started. Let's do projects abroad.

If you see, it's a decision actively taken because the countries that need turnkey handholding and project management is not in India. Our education cycles are very good. And companies have their in-house project management companies, entities, employees. Internationally, there is a lot of need for handholding. There is a lot of need for turnkey guidance, end-to-end guidance, end-to-end project responsibility. And that is what we provide. So it was not the first thought recently.

It's the foundational thought since we started business globally. And that is why we have a different entity that focuses on the India cleanroom business. In pharmaceuticals, healthcare, biotech, semicon, data centers, solar, everything. So we're quite diversified in that sense because we've understood the culture and the DNA required for international market and India market. I hope that answers your question, Mr. Nirav.

Vaishnavi Vaity - Investor Relations Advisor, AKMIL Strategic Advisors
Yes, we are done with the questions.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Perfect.

Vaishnavi Vaity - Investor Relations Advisor, AKMIL Strategic Advisors
If you have some time, can it be possible to share some real good story that we can remember in times to come what Fabtech has done?

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Yes. This would be great. We, if everybody has time, or of course, people are leaving, that's okay. But Mr. Nirav, just to add value here, there are countries like Kenya, there are countries like Djibouti, there are countries, which we've never heard of, right? India, everybody's heard of. Bharat, everybody's heard of. But if you see the map of Africa, there are more than 20 countries, which people don't even, aren't even aware that there is a population of let's say 1 million, 2 million, 5 million people living there.

I'd only add one story, a very small one. We recently finalized a project in Djibouti that will be manufacturing life-saving IV solutions, intravenous solution products, dialysis products for kidney dialysis patients, for syringes, for small volume parenterals, for water for injection for kids and for adults. During COVID that country lost close to 2% of its population right? The country population is not very large. It's less than one million people, right? It's less than the population of let's say Andheri itself, right? But 2% of the population passed away.

So when they reached out to us and when we proposed this project, this was the government of Djibouti funded by the government of Djibouti. It was purely so that if international exporting is blocked India, China, US, Europe UK stops exporting essential medicines to countries like this in simplest words, the people there die. And I don't know if there's anything more important than life, right? And that is where and why we call ourselves life engineers. The project that we're currently doing ensures that Djibouti will be strong enough to take care of itself, medicinally independent in this product lis.

So that if a pandemic comes, if an epidemic comes, if there is a war and global lines are shut, they don't have to rely on anybody else to save their people. So this is only one story, but we have 2,000 stories like this. So I'd love to for you to see our LinkedIn page, and we're posting those stories there. So it will be great, Mr. Nirav, if you can go through our LinkedIn and add on to a follower, because each follower matters, each investor matters. But thank you for your time, and I think we can conclude now.

Vaishnavi Vaity - Investor Relations Advisor, AKMIL Strategic Advisors
Yes. Thank you. Thank you, everyone.

Aman Anavkar - Chief Growth Officer, Fabtech Technologies Limited
Thank you, everyone. Thank you so much. Have a good day.

Ashwani Singh - Chief Executive Officer, Fabtech Technologies Limited
Thank you, everyone.

Karan Doshi - Head Investor Relations and Finance Strategy, Fabtech Technologies Limited
Great. Thank you.