Management Discussion

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Hello all, very good evening to everybody. I am Nigam Gupta, Chairman and Managing Director of Visdem Technosys Limited, formerly known as Kundan Edify Limited. We are a company based out of Mumbai and we are into manufacturing of flexible linear LED lighting solutions. And electronic power supplies for these lighting solutions. We started in 2016 and we started supplying one product. I identified some key areas in the lighting segment, which is the flexible linear lighting, which was not present in the Indian market at that time.

And we started our journey from there. And we have grown from, from there on. And we got listed in the year 2003, and after that we rebranded ourselves as Visdem Technosys Limited for our much of the global approach that we are going to be taking going forward from here. So, uh, what we do predominantly is we do OEM and ODM services for the top brands in the Indian market, which are household names and AA-rated companies like the Havells and the Panasonics and Wipros and Cromptons and Orients. So these- the category of lights that we manufacture, we are the largest and the leading manufacturer in the country for that particular category.

And we are the most trusted partner with all of these leading brands in India. With our journey over the years and with the legacy that we have built and the vintage that we have built in this industry, Now, Visdem Technosys Limited is moving towards a global approach where we are- our current companies, because they are conglomerates, MNCs, they have- some of these companies have global presence where they have started exporting our product into international markets. And we have also started working with some of, uh, other companies which are based out of Europe, Middle East, and some in Africa as well.

So by that, Visdem Technosys has started its journey into the global business. And to give you more little insights on the product, for those of you all who don't know what is flexible linear lighting, so basically flexible linear lighting comprises of a lot of categories of products. Basically, The name is self-explanatory. It's flexible because of the nature of the product, that it is flexible in nature in terms of the physicality of the product. Linear because it is straight, a linear light kind of a product.

Like when you say a tube light, tube light is linear. So something similar which is linear, but it is also flexible. Tube lights are not flexible, they are rigid. So that's self-explanatory. And the power supplies that we make along with that, because each lighting product or each electronic product requires a power supply. So flexible linear lighting is something that started off as a decorative lighting product, which I think most of us would have either used, if not used, then we would have seen where lights are being used during festival times for decoration purposes in our homes or in public areas or in our offices.

And this flexible linear lighting, which started as a decorative lighting category, has evolved much into a, what do you say, a hardcore or a primary lighting product where it is now being used in every household, every office, every commercial residential space, even beautification spaces where- so basically it comes in multiple shapes, multiple forms where you can use it in your coves, in your housing your false ceilings. Now you would have seen these lights being used in aluminum profiles, in every office.

This is, uh, it's being used in the streets. Sir, your connection-

Operator
Sorry to interrupt, but your connection is not proper. Your voice is breaking and you Your video is going off.

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Am I audible now?

Operator
Yeah, now you're audible. Okay, please continue, sir.

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Yeah, so these are some of the applications. Now, these lights also have flexible linear lights other than homes and offices. They also have applications now which have been developed for wardrobe and your shelves and cupboards and these kind of places. So where lights are now getting integrated in the cupboards in cupboards, in shelves. That's another application for flexible linear lighting. It's also being used for beautification on building facades and public infrastructure where we see that the building and its- the lights are being used to highlight its borders and facades of buildings.

It's also being used with an underwater application where it's being used in swimming pools. It's being used in automobile space. Where in the inside and the interior of the cars or vehicles it is being used. It is also being used in cold storages where you see that refrigerators, or we see when we go to a general store, general convenience store, we see that the fridge that they have over there or the cold storages, lights are being used in that. So it has got multiple applications. As a company, we have not been able to cover all the applications, but yes, This is just for an understanding that what is the kind of spectrum that this light covers.

Because when we say, when we think about lighting, it's just, we don't really understand, you know, we have very limited imagination as to what the light could do and where it could be used. But with this flexible linear category, the applications are numerous. And so the opportunities and possibilities are also numerous. So having said that, this was a basic introduction about our company and the product. And as far as the work that we have been doing and the industry outlook is concerned, our company has been doing decently well and we have been growing year on year.

And what we see over the coming years is even further excellent growth. We previously- we right now, we have been growing around like compared to H1 last year, we have done around 20-22% growth, whereas the overall this year we look to do around 50% growth compared to our numbers of the last year. And similarly, we see furthermore growth in the coming years. We hope and we see that we could do around roughly around Rs 400 to Rs 450 crores by the year 2030 is what our anticipation is. This is what we are looking at as we are going ahead with our product categories in the flexible linear lighting in export market and the power supply space.

And we are opening all of these segments where we mentioned about facade application, underwater application, cupboard and wardrobe and these kind of applications. And we have, as a company, we have already started work with some of the people, some of the companies who are into these spaces, who are into facade application or into furniture and wardrobe application. So, and also in the festive lighting space. In this year, in H1, we did some some very- we created some amazing opportunities in the festival lighting space, which we see that will fructify in H2.

And we got some results in H1 as well. And we see that that is a very big segment which is opening

up in the coming years. We see that the Indian consumer is willing to spend and is using these lights for- during the time of festivals. So there are- there is multiple avenues of growth that we are seeing in the coming years, and the projection that we look forward to is somewhere around Rs 400 to Rs 450 crores by the year 2030. Like I said, in H1 of this year, what we have done is we have done some amazing work in the festival lighting category.

We have onboarded some clients for the furniture lighting category. We have onboarded some clients which are from the international markets. We have onboarded some clients who are doing into facade lighting, and we have onboarded some clients for our electronic power supply. So all these segments are relatively very small as compared currently in our overall product segment. So which we see have tremendous growth opportunity. So our order book for Q3 also looks pretty strong. We see that Q3 and even Q4.

So we see that our performance in Q3 and Q4 is comparatively going to be much better compared to Q1 and Q2. That's the kind of visibility we have got for the coming 2 quarters, and we are on track to achieve the numbers as we have, uh, we have thought of. So if we have done around Rs 67 crores, uh, of top line with an EBITDA of around 13.5% in H1, um, we look at better numbers. We are anticipating better numbers compared to this, uh, in, uh, H2. So if we say that we would do around 50% growth compared to last year, that would mean around our top line being anywhere around 150-155 crores.

So out of which we have done around 67 to 70-odd crores. So that means we have to do another 80-85 crores in H2, and our order book as of now for Q3 seems like it is on track for achieving such numbers. So going forward, our strategy that we are working on is that we would be growing all of these segments that we have mentioned. We will be working on our core competency, which is the flexible linear lighting category and electronic power supplies. We will be working on the segment-wise, application-wise markets.

Currently, 90% or 95% of our business comes, or I would say 90% of our business comes from only the retail application or a household application of these products. But these other segments like the furniture application, the facade application, underwater application, automobile application, festive lighting application, these each can have the potential of being similar size of business that we are doing for the generic lighting. So our intention is to capitalize on these segment-wise applications and become a solution provider for the flexible linear lighting category in India, the number one solution provider for that.

So this is, this is what has been our history, our product, what have been, what we have done in H1, and this is what we intend to do in the the coming, uh, next 2 quarters and the coming years as well. As far as the financial performance of the company is concerned, I would like Tejal Diaz, who is the Chief Financial Officer, CFO of our company, to give you certain insights on the financial performances of the company. Tejal, on to you, please.

Tejal Dais - Chief Financial Officer, Visdem Technosys Limited
Thank you for joining us today. I will take you through our financial performance for the half-yearly, uh, half-year ended 30th September 2026, followed by our margin and key financial highlights, and then I will open up the floor for the questions. Uh, our headlines numbers for H1 FY27. Our revenue is Rs 67.14 crores compared with Rs 54.64 crores in H1 FY26. Uh, healthy growth of percentage 23%, uh, we are achieving. Uh, our EBITDA increase of Rs 9.9 Rs 9.09 crores from Rs 8.0 crores, reflecting growth of approximately 13.06%.

The EBITDA percentage of our is Rs 13.55 against Rs 14.73 of last year's. Moving to profit, uh, profitability, our PBT is Rs 6.54 crores compared with Rs 6.02 crores in the corresponding period of last year's. While PAT increasing to Rs 4.9 crores from Rs 4.51 crores. On the margin front, our gross margin is 37.70% compared with 41.89% in FY26. PBT margin shoot 9.73% compared with 11.03% while PAT margin was 7.33% against 8.26%. We are closely monitoring our cost structure, product mix, and operating efficiency with continued focus on improving profitability while maintaining our growth.

We would like, uh, we would also like to highlight our sale performance up to October 2026 is, uh, 63.24 of compare of October 2020- October 2026, 81.58 compared to October 2025, 63.24 crores. Overall, we are deliver healthy revenue growth during H1 FY27, improving absolutely beta and PAT, and remain focused on strengthening our margins, operational efficiency, sustainable growth. With that, I would like to hand it back to the moderator for the question and answer

Questions & Answers

Operator
Session. Thank you very much, sir and ma'am. We will now begin the question and answer round. Ladies and gentlemen, please raise your hands to join the queue. We will be taking questions one at a time in order to allow everyone to ask their questions. So the floor is open for the question and answer round. So the first question is from the line of Aruna Pilaka. She asks, during this call you mentioned a revenue estimate of Rs 450 crore for FY30. However, in the previous quarter's PPT, the target was mentioned as Rs 500 crore.

Could you please clarify the reason for this difference?

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
So we are just- there's no- actually, it's just, uh, there's no difference as such. Uh, we are on track for that. That's the intention, uh, that we want to do Rs 500 crores. Uh, we- I didn't really, as I think I was I was not really careful in saying that. Our target is actually Rs 500 crores. Good you kind of highlighted that. Um, it's- I think it was just an error that while saying that I mentioned, uh, Rs 450, but that's the target that we're working towards is Rs 500 crores.

Operator
Thank you, sir. The next question is from the line of Abhishek Bansal. Mr. Abhishek, please unmute yourself and speak. Hello? Yes, you're audible, sir.

Abhishek Bansal - Analyst
Hi, hi, Divyansh. Pleasure to connect to you. This is the first time that I, I'm speaking to and I got to know about your company. I just wanted

Subramanian - Analyst
To, uh,

Abhishek Bansal - Analyst
Yes, uh, so I have 3-4 questions in place. Uh, first would, like you've mentioned that our goal is from now 100 50 CR to scale up to 500 CR in the next 3-4 years. Uh, we have historically seen a very, you know, decent growth in progress. So which wanted to understand now how exactly, a lot more deeper onto the strategy level, on how have we come up to this 500 CR aspiration. A, is it a

top-down approach that we have taken or a bottom-up approach? And second, like a lot more on the strategy depending on increasing our wallet share of our existing customers and how we are digging deeper into the new verticals like you mentioned, which is furniture and fittings and collaborating with players like Hettich.

So just wanted to dig a little more deeper into the strategy on how we are aspiring for a 500 CR target.

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
So I'll tell you, so it's something which we have tried and tested already. Our journey has taught us this, that what we have done is firstly we get into a market segment and we establish ourselves with one major player because since we are an OEM-ODM company, we establish ourselves with one top company in that particular segment. Like for furniture segment, we have Hettich. Now we've already started business with them and the kind of commitments that we have discussed about with them, they have shared with us and the kind of business that they're looking to do.

Those itself are some really good numbers. And as we then talk about the furniture segment other than Hettich, we already have 4 more companies that we are in touch with and we are trying to develop business with them. So then we- that's how we see. We see that the furniture category only based on the numbers that we see that we are talking with Hettich and subsequently the other companies who are of similar stature or at a regional level, at a domestic Indian level, or at an international level.

So we see that the furniture lighting category itself would give us at least Rs 100 crore of revenue over the next 3 to 4 years. So that's how similarly when we talk about facade lighting or we talk about power supplies or we talk about festival lighting, Or we talk about the decorative lighting category. That's how we go about it. And as I told you that the 90% of business that we're doing is the generic lighting. Here we try to increase our wallet share with our existing customers by adding new products, by adding- because now since we've been working with most of our clients with over more than 5 years, 6 years, some of them we've been working around 8 to 9 years now.

So in this OEM-ODM business space, what happens is it takes a lot of time to build trust. It takes a lot of time to onboard any client. And once the relationship is established, then it's all about how we can just keep on increasing the business and increasing the wallet share. Because even for our clients, it is not very easy, or they don't look at multiple partners. And that's the kind of, that's the kind of strategy that we have gone about because we don't only work with our clients on in giving them the product that, okay, this is the product.

It's not like that they ask us and we give them the product. It's more like that our team, they work on the marketing part, they do the market surveys that how the trends working globally, and then we tell our clients that these are the products that you should be coming up with in the next 3 months, in the next 6 months, in 1 year. So we create the complete product pipeline. So So it's not- we are not like- we don't work like a supplier. We work like a solution provider, like an extended R&D team or extended manufacturing partner for the companies that we work with.

So that kind of gives us a forecast or a visibility that, okay, what are we going to achieve with our current client in the next 6 months? And what are we intending to achieve in the next 1 year and the coming 2 years? Because for them subsequently, even they intend to increase their business in those particular segments in the coming So we discuss, we always are working on a long-term strategy. Yes, we also get short-term opportunities where we see where we can capitalize on things.

Like that's what we saw in this year when it came to the festival lighting.

This is the first time when we saw that the festival lighting saw a great demand and it was very unexpected. It was, we weren't expecting, but with that opportunity and after capitalizing that opportunity, we have identified a new space completely altogether that what can be done in festival lighting. So now we are deploying a special team who will be working on festival lighting category, how we can, if we have done X business in this year, how we can make it 3x, 4x, 5x in the coming years and how we can add more clients in that space, how we can add more products in that space.

So I think every bit like the brands that I mentioned, they are household names, they are more consumer-oriented brands. But a brand like Hettich is not a consumer-oriented brand. It's more about- the category is different. Similarly, for the facade lighting or the infrastructure lighting, there's one more European company that we're working with. They have just ventured out into India. They already have presence in Middle East. So what we're talking about and the kind of business that they're talking about, it gives us an understanding that, okay, this is the kind of volume we can anticipate with this client in this particular relevant industry.

And if this client can do this much, we have got 4 more players or 4 more people of similar stature or similar size who we can work with. So these are the- this is how we kind of make an estimate and draw a plan. And that's how our teams work accordingly, right from our sales team to our marketing team, to our design and development team, to our operations team as to what kind of infrastructure that needs to go in in the coming years, what kind of CapEx planning, our finance team, what kind of CapEx would be required to to be going there, what kind of working capital.

So it's all like a- what do you say? So it comes very easily to us because that's what we have done in the work that we have done already so far. So we now have an understanding, you kind of get an understanding of how things are going to be moving ahead.

Abhishek Bansal - Analyst
Understood. So just a follow-up, like for these brands like Hettich and, uh, Pears, like, we'll be doing not just the India but the entire, uh, global market with them? Like, that's what the intention

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Is, that's what the idea is, because with, with, with Hettich as a company, as a client, we have got global approvals. We have got approvals from their head offices in Germany also, and as a company policy, whatever they procure, they, they, they sell it in the local market as well as they export it globally. So by default, we've got a global approval which gives us an advantage, which gives us credentials for our other clients also for global business. We have also got in touch- it's just very fortunate that we have also gotten in touch.

We have always experienced this, that as we venture out into a space, we kind of get traction because see, all these industries- lighting is not a very mass business, it's a very niche business. So people from the similar industry move around in the similar businesses. They move from one company to another. They hear, they know about us, they know the kind of work we are doing. So our credibility travels through word of mouth more, even more, and which gives us easy access to in a lot of places.

So

Abhishek Bansal - Analyst
Understood. And just another thing, like how many such vendors do such players like Hitech have

that they're procuring our LED lighting products from India? Do you have any sense on that? That gives us an estimate on how much wallet share we can eventually go and capture from their overall LED spend.

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Right now, so when you talk about lighting, so let me talk about the general lighting space. If you look in your house or any place, so the flexible linear lighting category is one kind of product, and you will see spotlights. Maybe you will see some kind of fancy lights and decorative light on your wall. Maybe you will see a bulb in your house. So there are many different kinds of products in lighting itself. Okay, when it comes to all the other products, we don't- we are not involved in those categories.

We are involved in the flexible linear lighting category. Wherever we are working with our partners or companies or clients, we are the number one supplier with whoever we are working in the flexible linear lighting category. Either we have 100% wallet share of their business in that flexible linear lighting category. If not 100%, then maybe the lowest that we have is around 80% of the wallet share. Because if they're- because these are big companies, big corporates, they also have a 2-vendor policy.

And, you know, so, and things like that. But still, we've been fortunate and that we have always been the number one choice and we have never been the second number preference, but always been the first preference with whoever we have worked with. And even especially for Hettich, in the flexible linear lighting category, we are the only vendor they are working with in India. And maybe for other categories, because furniture also includes these spotlights and stuff, that maybe they are working with some other people.

Abhishek Bansal - Analyst
Understood, perfect, thank you. Another thing that I wanted to- I was like, I was reading a little on the industry and I came to this, I got across that Dixon has also partnered with one company called Signify in the similar space as an ODM player. Right now this industry is getting a lot of tailwinds from the BIS certification and the import substitution theme that the government is playing around. Now with these big players like Dixon partnering up with Signify and, you know, setting up similar product line Do we see any major competitive or industry threat, or do you see that the segment is so big that it can easily accommodate multiple players?

What's your take

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
On that? So both the companies that you're talking about, like for us, Visdem, the model that we work on is very different. The model that you're talking about where Signify and Hexin have collaborated is a very different model. Philips. Philips in India has now become Signify. Signify and Dixon have come together so that they can do joint manufacturing collaboration for Signify's global business. That is specifically for Signify where they would not only be doing the product that we are making but they will also be making all these tube lights, these bulbs, these spotlights.

So it's basically about a joint collaboration for Signify to secure and, and consolidated all its manufacturing. And for Dixon to work, to be able to work with a global player like Philips and, uh, maybe, maybe sell all the lighting product categories for Signify and Philips. Whereas what we are working on is on the product category, where one product category, we are not restricted to one

brand. We are rather working with numerous brands, which gives us a varied understanding of the market, of different cultures, different product applications.

So these 2 things are completely separate. Yes, I might have mentioned the name of Dixon and Signify collaborating because when people ask me that who are the people who are doing similar work, so I have to say something. I have to After your name. So, but the models that we work on are completely different.

Abhishek Bansal - Analyst
Perfect, thank you. And, and one last question, uh, like, sorry to

Operator
Interrupt, Mr. Abhishek, but you're asking really great questions, but due to time constraints, we will have to let other participants also.

Abhishek Bansal - Analyst
Sure, ma'am. Thank you. Thank you. Yeah,

Operator
Thank you so much, Mr. Abhishek. So the next, uh, question is from the line of Mr. Sakshit Goyal. Mr. Sakshit, uh, you could unmute yourself and ask questions. Thank you.

Sakshit Goyal - Analyst
Yeah, hi, uh, thanks for the opportunity. Uh, so my first question, I wanted to understand how much contribution are you expecting this year from furniture lighting?

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
We have just started We are not anticipating any big number from furniture lighting. I would not like to put a number to that, honestly. We would like to see how it goes because, you know, with a lot of things that are happening in the global market, supply chains getting affected, you know, crude oil prices going here and there, volatility in currency and everything. So because, you know, similar kind of expectation we had set for ourselves in the previous year, we were actually supposed to start furniture lighting business in the previous year, but for- because of the global scenarios, it couldn't happen.

So we wouldn't like to put a really number to that. We are hoping that we are able to do good numbers. The business has already started, our supplies have already started, and once, you know, things fall in place over a couple of months, then ideally we would like to talk about exact numbers in that category.

Sakshit Goyal - Analyst
Got it. So this expectation of, let's say, 50% full year growth or around 80 crores of revenue in second half. So like, do we have the entire order book visibility for that? Like in our business, how is the order book done? That's

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Never the case. We always have a month-on-month kind of an order book with a tentative understanding of what will be a rollover forecast for 2 months after that. So we more or less have a visibility of how this quarter is going to be. And based on the trends of the previous year, we have anticipated some numbers for the 4th quarter, and that's how we see that it is going to be around Rs

150 crores plus. There are certain developments that are going on with our clients where they have certain targets which they want to, you know, launch certain products in the next quarter, they want to do certain things.

So based on these things, we kind of draw our numbers. It's never the case that you tell me that if we have a fixed order book for the month of December Oh no, sorry, right now we are towards November end, so yeah, December we can say. But if you tell me like what is the order book for January, that's never the case that we are able to, you know, tell those, tell those kinds of things because it's never like fixed. So you, like I also mentioned in my conversation earlier, like since we are like, we become extended arms of our clients, so we kind of have a good understanding as to what needs to be done, and they kind of communicate with us on a regular basis.

We are on calls with our clients every second day, every third day, so we know, okay, this is what they want to do in January, this is what they want to do in February. But it's never a document, it's never like an order copy that we have in hand or we put it down in our order book. These are all numbers, we know what's happening.

Sakshit Goyal - Analyst
Got it, got it. And sir, on the working capital on the balance sheet, like even in our previous calls, I think we have indicated that we might need some external fundraise. And since we are growing also very fast, so what's the plan on that? And even on mainboard migration, how do you see that?

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Is it- we, we- our first idea would be to, uh, get on the mainboard. Uh, we would start our process to migrate to the mainboard very soon. And, uh, right now we are not looking to do any kind of fundraise, uh, in the, in the, in the in the short term. I think our internal accruals or things like that, our supply partners, we have got enough working capital available which can, uh, which, which can, uh, you know, take us through the targets for this year. And, um, if, if, if everything goes well, we intend to migrate on the main board by the end of this financial year once the if in case we are unable to meet our targets, if in case for whatsoever reason, then maybe by September 2027.

So our target is, so we have enough capital to sustain that kind of growth and that kind of numbers. And once we have migrated to the main board, then that is when probably we'd be looking to do some fundraise at a better valuation, possibly.

Sakshit Goyal - Analyst
Got it. And, and you don't see internal accruals reducing borrowings?

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Sorry,

Sakshit Goyal - Analyst
And on our borrowings right now, on our debt right now, uh, is there scope to reduce our debt through internal accruals from the business plan visibility which we have?

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
So, uh, we would actually, uh, what's happening is whatever borrowings we have or whatever internal accruals we have, this is, this is like a quite capital-intensive, working capital-intensive kind of a business, uh, and working with such big companies companies, it's very demanding. They are very demanding. So we need to kind of, uh, I think most of our money gets piled up in the

inventories because as we increase our product categories, as we increase the industries we are servicing, we have to keep furthermore inventory to maintain that kind of serviceability.

We are trying to work on how we can optimize our working capital cycles. Having optimized, so if we are able to optimize our working capital cycles, then maybe we will- our borrowings would not reduce, but the utilization of, you know, the banking limits that we have would be would be lesser as compared to like, you know, if they are being used to, uh, to 95%, 90 to 100%, it would come down to 60%, 70%. That would be the idea. But, uh, other than that, I think whatever borrowings we have in forms of term loans are getting paid.

It's like a monthly thing, it's happening. It's more about the working capital efficiency that we need to manage better.

Sakshit Goyal - Analyst
Got it. And just last on On the first half, what would be the split between volume and value growth, and how should we think about margins going forward considering commodity pressure?

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Sorry,

Sakshit Goyal - Analyst
The split between volume and realization growth in the first half for our revenue growth of let's say 22% on a YOY basis, what we have posted, how much would be the volume growth which we have done, and how should we think about margins going forward? Are you seeing any commodity pressure or something like that?

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
See, we, we first, I'd like to answer about the margin situation, uh, because this is an ongoing challenge that we've been facing. Previous year we saw the dollar getting- dollar increased by around 10%. Uh, this year we, of lately, we have seen, you know, commodity prices like the LME costs going up and the crude prices going up. So this is like a constant struggle that is something that, you know, that goes on, uh, because our customers, they also expect us to, you know, when there's a certain X increase in the cost, they- it gets difficult for everybody in the value chain to kind of absorb.

So even for our suppliers, for us, for our customers, it's an entire supply chain. So we all try to support each other, try to see what best can be done in what situation, and everybody's numbers are kind of working out. So we always try to maintain those Uh, the costs are going up, but I think we would- we always try to maintain our margins. But if it gets hit, it gets hit because there's a transition. Sometimes we buy raw material at a higher price, but we have certain commitments which we've made to a client at previous prices.

We have to honor that. Sometimes it's vice versa. We, you know, our suppliers have given us commitment, but the prices have gone up, so we get a price benefit over there. So it's like, you know, till the time this entire thing is not stabilized, we hope we- so it's- we try to balance that and keep it the same. Our idea would be to increase our margins, you know. It's not to- with all these new kind of product categories that we're talking about, about the furniture lighting, about facade lighting, about power supplies, our anticipation is that our margins our bottom lines are going to increase.

But with the current product categories, what is happening is this, what I told you. This is the

situation with the margins. But with the new products, we see that our margins going, getting stronger, getting healthier, getting better. And as far as the volume growth is concerned, see, I don't have the exact numbers at the 22% revenue growth that has happened. What is the volume growth and What is the, uh, what was the other, other thing you said? Uh,

Sakshit Goyal - Analyst
Very like split between volume and value. Like value, we are posting 92%.

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Yes, yes. So I, I think our costs have gone up around- I see volumes are increasing. Uh, I don't know the exact number, I don't have the exact split right now, but I think, uh, if I'm not wrong, it's around 10% is because of the volume increase, and I think around 10% is because of the cost increase.

Sakshit Goyal - Analyst
Got it, got it. Great, thank you so much.

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Thank you.

Operator
Thank you, Mr. Sakshit. Uh, the next question is from the line of Mr. Subramanian. Sir, could you please unmute yourself? Mr. Subramanian. Sir, please unmute yourself.

Subramanian - Analyst
Hello. Yeah, can you hear me?

Operator
Yes. Yeah,

Subramanian - Analyst
Yeah, good evening, Divyansh. So first, my, um, so my first question is, uh, the first of all, despite of having such a big aspirational target, we have grown only by 22%, and that too value-wise we are grown by 10%. So what would be the reason and how we are going to overcome that? Because Every year we have to grow by at least 50 to 60% to achieve this target more. So what are our plans for that?

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
I think, Subramanianji, I don't know if you heard me in the previous conversation, but I exactly shared what we are planning to do and how we are planning to do and, uh, how we intend to do that. And I also kind of mentioned that, you know, things have- even these numbers, the growth that we have seen is even after some of our projects getting slowed down, like I mentioned the furniture lighting category, which we have just started business, was supposed to kind of technically start in the last financial year, but because of the global scenarios got pushed to this year.

So I don't know, like, you know, I didn't really- I mean, so I have kind of explained everything, like, you know, for each of the categories, that what is the numbers, like, you know, what is the kind of and how we are estimating such numbers. So I don't know, uh, how do I explain it? Yeah, no, I

Subramanian - Analyst
Got it, I got it. So whether in next 2 years also we can have at least a 50% growth, right? So that we

can able to be there at least.

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Yes,

Subramanian - Analyst
Exactly,

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Exactly what we are, what we are working towards, Subramanyam ji. And, uh, we see that with our, with, in, in all of our discussions with all of our clients. And our business partners, we see that kind of possibility, and that's how we are estimating those numbers. And it's okay,

Subramanian - Analyst
Sir. Yeah, so one next question is, what is the CapEx requirement would be required for that, uh, 5-year growth, as well as, and how we are going to manage the working capital requirement? Because that is also will increase along with this revenue, right? So how, what we plan to regarding that, we kind of,

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
We can We kind of intend to- so there is- the CapEx plans are already being drawn currently till FY28, till the end of FY28. The kind of CapExes that would be required would be very minimal, maybe to the tune of 3 crores, 5 crores would be the CapExes that would be required. We intend to do around 250 crores or maybe around 225 crores worth of business, 225 to 250 by FY28. For that we don't really require much of capexes, 3 to 5 crores which probably we could do through our internal accruals or maybe some small borrowings.

And as far as working capital is concerned for this 200 to 225 crores 225 to 250 crores. It is possible in our existing infrastructure, so our internal accruals would help us for that, and maybe support from our bankers would help us to do that, and some suppliers with extended credit lines is- would- it should be able to do that with better management of our working capital cycles. Any major fund that would be required to fuel our growth for 500 crores would be required I think in H2 onwards of FY28, for which our CapEx plans are being drawn already, our working capital requirements are being planned.

So these, I think we would be in a better position to tell you these things by the end of this year. But till FY28, We don't see any major requirement as such. Post that, we might look at some kind of fundraise from the markets also.

Subramanian - Analyst
Got it, sir. And so one may last question: whether the shifting of unit to the new facility is completed totally?

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Absolutely.

Subramanian - Analyst
Absolutely. Okay. Okay. Okay. All the best, sir.

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
Thanks, sir.

Operator
Thank you so much, Mr. Sripal Mani. The next question is from the line of Kit Podar. Sir, he asks, could you elaborate on what truly differentiates Visdem from other LED lighting manufacturers, particularly in terms of proprietary technology, product customization, customer switching costs, and pricing power?

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
So what really differentiates Visdem Technosys is is our, I think, our vision, our team, our approach. And these are the things that I would say, these are the things that I'm saying from what is the kind of feedback we get from our customers. Thing is that we have got a very A team which specializes in this category. We have built our expertise over the years in this category. So one example that I can kind of give you, if you if I think that would make it easier. Our customers or people who were working with other suppliers when they come to us, they say that Divyansh, we when we go to other companies, we go to other suppliers.

They tell us ki they tell us sir, you please tell us. They tell their clients, please tell us what do you want, and whatever you want, we can make and we can give you. But when we come to Visdem, we are spoiled for choices. You would give us 50 choices on table. We have this, we have this, we have this, we have this, we have this, and you give us 50 choices and we don't have to think about anything. We know, okay, if we do out of the 50 products, we can do 5 now, 5 in next quarter, 5 in the quarter after that.

So we know that our are like, you know, we do have to switch off our brain and we have to come here because then you have, uh, it gives us, gives us clarity as to what, what we have to do over the next 1 year or 2 years. That's one thing when it comes to the specialization, when it comes to the product. Uh, I think we are, we are a team, uh, and, uh, who, who understands the global vision and we are trying to get what is happening globally which can come to India and maybe also take the Indian manufacturing prowess to the global stage.

So it's the right blend of everything. I don't think there's any other company in India who's kind of looking at doing something like that with this category. And we have the kind of product category that we are in is a very niche category and we're in the right place at the right time, I would think. And it's also because of the kind of choices we have made. So I think that's what differentiates us. And we are a very young team, we are quite adaptable. That's also one of the feedback that we get from our clients that, you know, that we are a very young team, and we have the right balance of the enthusiasm and, you know, flexibility of the young team that we have.

We have many experienced people on our team who get that kind of stability in our team. So I think that, that is what differentiates. Other companies are not very flexible and open to the kind of expectations that people have or, or clients have. So I think that's what kind of differentiates us.

Operator
Great, sir. He also adds further, how do these advantages translate into measurable benefits such as higher margins, repeat business, reduced import dependence, and superior return on capital?

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
So I think these advantages we see is repeated business is there because most of our clients we are

working with, we are working since a long term, and the kind of discussions we are having are also for long term. Uh, in the past we have had people, because it's trade, it's business, we have had, uh, how do I say that, you know, we have had people who are working with us, they kind of questioned our you know, the kind of services that we were providing. They tried other supply partners, they burned their hands, they came back to us again.

So I think these are the things that we see that when it comes to the repeated business. For margins, the thing is that once we build trust with people, with our clients, it becomes easier to increase the wallet share. Because then there's that comfort because it's not one person dealing with one person when we work with a client. It's not Divyansh working with one client or it's not one sales or marketing representative working with our client. Right from our quality team to our development team, to our production PPC team, to our costing team, to our sales team, to our accounts team, everybody's involved with multiple stakeholders in the other company.

So the relation that is built is quite deep-rooted. There's a lot of understanding that is built between the organizations. So yes, that gives us repeated business, that gives us benefit for additional wallet share and for better margins because then with time we add more products like new product categories that we are now adding is our are some further more niche products with higher selling ticket price, higher margins. So these are the things that kind of convert into these things, where, where, how you can see that these are measurable in terms of what Visdem gets on the table.

Operator
Yeah, thank you, sir. So there are questions that are repetitive. Which you've already answered. So I'm just taking the last question. So the last question is from the line of Rambabu Aravetti. So he asks, what is the effect of trade agreements with different countries and how much we get international orders the next year?

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
See, again, like I said, we cannot put any number to it and we have not yet evaluated the trade agreement benefits, uh, that we could- like, you know, recently India did a trade agreement with Europe, so we have not really evaluated or we have not really taken into consideration that what are the kind of benefits we could get from that. Uh, I think, I think, I think I don't have all the answers, like, you know, when it comes to these trade agreements for this question as of now. Maybe if that gentleman can drop their email ID, maybe we can try to connect with them later and answer to them as to what, how we are evaluating.

And we cannot put a number, we don't have an estimation of the number of export business that we are intending to do. It's a sizable business. I think we'll be in a better position to answer these questions after this quarter is what I can say.

Operator
Thank you, sir. So due to the time constraints, we will have to conclude the question and answer session. However, if your questions are unanswered, the questions will be- you may write your questions to us. The mail has been dropped on the chat box. You can revert to all, back all your queries. We will answer them. So Thank you so much. And with that, we conclude our question and answer session, and I hand over the conference to the management teams for their closing remarks.

Divyansh Gupta - Chairman and Managing Director, Visdem Technosys Limited
So we would firstly like to thank Financial Minds for hosting this event, and thank you everyone for

participating and taking out time from your busy schedules to come and hear what we are doing as a company and to try to understand better what we are doing as a company. In the past, we have- in the recent past, we have heard that people have gotten introduced to our company very recently. So I think it's a good thing that we are reaching out to people and people are getting to know about us. One thing that I can tell you is that lighting is not a very big industry as such where people show interest, but It's a very interesting space and the kind of work that we're doing is very interesting.

And one thing that I can tell you is we are one company that you should look out for. We have many good opportunities, many strong business plans, and I think those are going to convert into very good numbers. And we would like, you know, to talk and interact with as many people as we can and put out our story out there. Thank you. Everyone for participating and coming out here today. Thank you.

Operator
Thank you, Mr. Vivan, sir, and Tejal, ma'am, for joining us today. Thank you for your insights. Uh, thank you. You may discontinue, sir. Thank

Sakshit Goyal - Analyst
You.

Operator
So any of the questions that have been unanswered, your questions, you can revert to us at ir@financialminds.com. That is ir@financialminds.com. You can revert your queries on this mail ID. So moving on, I now welcome our next company, that is Lord's Mark Industries Limited, which is a diversified conglomerate with a legacy spanning over 25 years, founded under the leadership of Dr. Sachitranand Upadhyay sir. The group has transformed from traditional business into sectors such as in vitro diagnostics, IVD, advanced medical technology, precision genomics, and renewable energy.

On that note, we are representing the management team today. We have Mr. Subodh Gupta as a Chief Technology Officer. Sir, and Mr. Sumeet Rastogi as a financial committee of the company. I now hand over the conference over to the management team. Over to you, sir.

Subodh Gupta - Chief Technology Officer, Lord's Mark Industries Limited
Hello, good evening everyone. Uh, am I audible? There was

Operator
A- yes, sir-

Subodh Gupta - Chief Technology Officer, Lord's Mark Industries Limited
Changeover of the, you know, controls.

Operator
Good evening, sir. Sir, yes, Your Honour.

Subodh Gupta - Chief Technology Officer, Lord's Mark Industries Limited
Good evening. Uh, at the outset, I along with my colleagues