Management Discussion

Sanjiv - Investor Relations, Evergrow Partners
Yeah, hi, uh, good afternoon everyone, and a very warm welcome, uh, to the Q2 and H1 FY27 earnings conference call of Bansal Roofing Products. So today we have with us Mr. Kaushal Kumar Gupta, Chairman and Managing Director, and Mr. Kailash Bansal, the Whole-Time Director. So management will first begin with an overview of the broad company's operational and financial performance of Q2 FY27, and followed by some updates on manufacturing capacity expansions, new business initiatives, and strategic priorities going forward.

So, but before we begin, I would like to also mention that certain statements made during today's discussion may be forward-looking in nature. Actual results may vary materially due to various risks, uncertainties, and external factors. A detailed disclaimer is included in the company's investor presentation that is filed with the stock exchange. We'll first have the management's opening remarks and business updates, following which the floor will be opened for an interactive Q&A session. I would now like to invite Mr.

Kaushal Kumar Gupta, Chairman and Managing Director of Bansal Roofing, to deliver his opening remarks. Over to you, sir.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Thank you, Sanjiv. Good afternoon, namaste, jai hind to everyone. On behalf of the entire team at Bansal Roofing Products Limited, I welcome all to our Q2 and H1 FY26-27 earnings conference call. BIP is growing, and I will let you know the manufacturing opportunities, market opportunities new ideas and ventures. The first half of FY27 has been encouraging. We have delivered strong year-on-year growth in the revenue and profitability while strengthening project execution, progressing manufacturing infrastructure, and developing new business opportunity.

I will just brief you about the financial performance. Revenue from operation stood at Rs 4,968.76 lakhs compared with Rs 3,408.56 lakhs in Q2, representing year-on-year growth of 45.77%. EBITDA increased by 64.95% compared with- uh, EBITDA increased by 64.95% to Rs 422.78 lakh compared to Rs 256.31 lakh in the corresponding quarter last year. EBITDA margin improved to 8.47% from 7.5%, an expansion of 97 basis points. Profit before tax increased by Rs 69.43 to Rs 356.97 lakh, while profit after tax grew up by 79.19% to Rs 261.82 lakhs, compared with Rs 146.11 lakhs in Q2 FY26.

PAT margin improved to 5.27% from 4.29%, an expansion of 98 basis points. Diluted EPS increased to Rs 1.99 per share from Rs 1.11 Per share. Now I will give you the detail of financial performance for 6 months FY27. For the first half of the financial year, revenue from operation reached Rs 9,557.8 lakh, Rs 95.57 crore, compared with Rs 7,028.23 lakh in H1 26. Resisting growth of 35.99%. EBITDA increased by 48.67% to 835.21 lakh compared with 561.77 lakh a year earlier. EBITDA margin improved by 75 basis points to 8.74% from 7.99%.

Profit before tax grew up by 40 52.68% to 14.12 lakh compared with 467.72 lakh in H1 FY26. Profit after tax increased by 51.77% to 528.29 lakh from 348.09 lakh. PAT margin expanded by 58 basis points to 5.53% from 4.95%. While diluted EPS increased to Rs 4.01 per share from Rs 2.64 per share. These results reflect a larger operating scale and improved year-on-year profitability. Our aim is to sustain this progress, rather improving it, while ensuring that additional volume translates into efficient capital utilization and healthy cash generation.

Now I will tell something about business performance and project executions. During the quarter, we

continued executing projects across our pre-engineering building and roll-forming product segments. Roll-forming products contributed approximately 55% of Q2 FY27 product mix, while PB accounted for remaining 45%, as presented in our investor presentation. Our sales are 91% from Gujarat itself. In Gujarat province, in Gujarat state, we sell 91% of our total revenue in Q2. While it remains an important industrial market for us, we are working to develop business relationship in other regions in a measured manner, supported by our manufacturing and execution capabilities.

The new product solar structure market development and marketing. An important initiative during this period has been development of our solar module mounting structure, that is MMS business. The dedicated high-speed roll forming machinery for this product category became operational in Q1 FY27. The trail production is successful, the trial production is successful, and BIRPL is looking for the orders. With manufacturing capabilities established, our attention is now on customer engagement, market visibility, and developing executable opportunities.

To develop market, BIRPL participated in Global Solar Expo event in Delhi, Gandhinagar, Jaipur, and Indore. Showcasing solar mounting structure and related manufacturing capabilities. These events enabled interactions with solar sector participants, helped us understand customer requirement, and improved awareness of the new product line. We have also launched the dedicated website www.bansalsolarstructure.com and commenced requirement of marketing personnel- recruitment of marketing personnel. For the division as discussed in our investor presentation.

Now we have full-fledged marketing team, production team. Production has already started, marketing is going on alongside solar. Our wider marketing program continue to include platform such as Indiamart, Just Dial, and the government e-marketplace website and search campaigns, campaigns, social media, technical seminars, industrial publications, and engagement with architects, structural engineers, consultants, and EPC contractors. In our industry, customer decisions are often technical and relationship-driven.

We therefore evaluate these initiatives by their ability to build relevant inquiries, relationships, and executable business opportunities rather than visibility alone. Solar MMS remains in a market development phase. We will share more specific commercial progress when the business contribution becomes measurable. As on date, we have produced and supplied 135 metric tons of MMS, and further 200 metric ton orders are in hand. And till end of the year, we expect 1,000 metric ton production and supply of MMS structure.

Now about the expansion, manufacturing expansion and plant investments. Phase 5 and Phase 6 manufacturing program is over, it is done and is operational now. These facilities are intended to improve production flow internal fabrication capabilities and project execution. Capital expenditure in Q2 was limited primarily to routine machinery additions. No major new capacity expansion was undertaken during the quarter. We are also evaluating a proposed continuous insulated panel manufacturing facility through DuraPuff Insultech Panels Private Limited, envisages a jointly owned entity with an individual partner responsible for operations.

Estimated project capex is Rs 25 to Rs 30 crore. This is the proposal investment, proposed investment. The investment structure, final capex, and timeline timetable remain subject to finalization and execution. The cost may little increase, time may little go up. Balance sheet financial ratios and capital disciplines. Our net worth increased to Rs 4,483.44 lakh as of September 2026 compared to Rs 4,220.37 lakh in March 2026. Reported net debt to equity stood at 0.13 times versus 0.07 times at the end of March.

Based on the consolidated financial highlight slides, the current ratio moderated from 1.57 times in

March to 1.45 times in September. Trade receivables reduced from Rs 350.47 lakh to Rs 162.8 lakh, while inventory stood at Rs 1,987.5 lakh compared to Rs 1,945.68 legged at the end of March. The historical financial highlights chart in the presentation also reports return on capital employed, ROC, of approximately 31% and return on equity of approximately 24% for H1 FY27. These measures reinforce why we assess our future growth not only through sales and profit but also through return on the capital deployed.

As our manufacturing operations expand, working capital, collections, inventory, plan- planning, and prudent investment decisions will remain important. We intend to support growth without losing sight of balance sheet strength or operating risk. Looking ahead, the priority is to improve utilization of our existing infrastructure, strengthen project executions, deepen customer relationship, and develop adjacent opportunities where our manufacturing capabilities are relevant. The additional manufacturing facilities and machinery commissioned over the past several years provide a platform for future growth.

We now need to translate those capabilities into consistent throughput, efficient production, and sustainable profitability. We are encouraged by the first half results, particularly the growth in revenue and earnings over the corresponding period last year. At the same time, sequential margin movements remind us that disciplined execution and cost management remain essential. With that, I would request Mr. Kailash Bansal, our whole-time director, to provide an update on manufacturing operations, expansion progress, and execution priorities.

Thank you, and over to Kailash Bansal.

Kailash Gupta - Whole Time Director, Bansal Roofing Products Limited
Thank you, sir. Good afternoon, everyone. I will briefly cover the operational developments during Q2 FY27, particularly the progress of our manufacturing expansion, production efficiency, and project execution activities. So Phase 5 and Phase 6 expansion- our, our Phase 5 and Phase 6 expansion projects are completed and now operational. With this, we will, uh, in Phase 6, we are also adding approximately 300 to 400 tons per month of lightweight fabrication in PB. These additions are intended to improve production flow, reduce operational bottlenecks, and enable more fabrication activity to be undertaken internally.

Once commissioned, our priority will be to integrate the capacity into regular operations and increase utilization progressively as customer requirements develop. Production efficiency and resource optimization. We continue to operate in a 2-shift production model to support asset utilization and delivery timelines. Better production planning, precision, metal utilization, and scrap control remain ongoing priorities. Steel is a major manufacturing input, so effective material handling and waste reduction are important for operation efficiency.

We are also working to improve machinery performance and process consistency while maintaining quality and safety standards. Regarding rooftop and factory operations- rooftop solar and factory operations- our installed rooftop solar capacity stands at approximately 300 kilowatts. During Q2 FY27, rooftop solar met approximately 53% of our factory power consumption, compared with approximately 45% reported in Q1 FY27. This helps reduce dependency on conventional electricity sources and contributes to more efficient energy use within the factory.

Now we'll talk about project execution and workforce. During the quarter, our teams continued work on fabrication, dispatch, and execution across various customer requirements. The completed project examples in the investor presentation reflect this activity. Coordination between engineering,

procurement, manufacturing, and installation teams remains central to timely project delivery. We are also focusing on workforce availability, technical training, and safety as production requirements grow.

Our immediate operational priorities are to complete the remaining expansion activities, integrate additional capacity, improve production efficiency, and support timely customer delivery. Thank you. I would now request the moderator to open the floor for questions.

Questions & Answers

Operator
Thank you very much, sir. Ladies and gentlemen, we will now move to the Q&A segment. Anyone who has a question may click on the raise hand icon located at the bottom toolbar on your screen. When called upon, you will receive a prompt to unmute.

Sanjiv - Investor Relations, Evergrow Partners
Before we begin, uh, there are some questions that we have received prior from investors. We would like to take them if okay in bar. So, uh, we'll begin with first few questions. So, um, what were the key factors that have driven the strong revenue and profitability in this quarter, Mr. Kaushal?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
It was a long journey, Sanjeev. In coming days, the revenue will keep on growing because what we did first, we made infrastructure. Market was already there. Now infrastructure is there, orders are there, so growth is very much expected. So the growth was very simple, that we have infrastructure, we have good, uh, orders in hand. So that is the reason that growth has increased and profit- profitability

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Because, uh,

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
The overheads are limited. In coming months also, this trend will be maintained that revenue will be more and profitability will be more.

Sanjiv - Investor Relations, Evergrow Partners
Okay, so moving on to the next question. Despite higher sequential revenue and EBITDA margins have just moderated slightly, so what has contributed or what has led to such a decline?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
You are telling about, you are asking about this quarter 2, na?

Sanjiv - Investor Relations, Evergrow Partners
Yes.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yeah, quarter 2. See what happened, the finance cost has increased little bit and steel prices, whenever there is a fall or rise in steel prices, we have pressure on margins. So that is a major reason in any PB or any steel company. If the prices are stable, then the margins are good, or it is, uh, it can be maintained. But when steel prices moves up and down, the profit margin are decline or

up.

Sanjiv - Investor Relations, Evergrow Partners
Okay, so, uh, also, what is the current order book and how much revenue visibility it's giving for, uh, the second half of year in FY28?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yeah, we are- see, we are trying to reach, uh, the magical figure. We, I think, committed Rs 180 crore in our last presentation, but we will cross, I think, Rs 200 crore, and, uh, margin will be good. Revenue in first half 6 months, I think we reached to 98. So in 7, in second half, we'll be having sales revenue of more than 100 crore.

Sanjiv - Investor Relations, Evergrow Partners
Okay, so what's the completion timeline for Phase 5 and 6, and when can, you know, revenue contribution come in?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
It is done, it is done, sir. It is now operational.

Sanjiv - Investor Relations, Evergrow Partners
Okay.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
And the, uh, see, revenue takes some time. See, What happened, we have to major shift because of- because now we don't have any space in our premises. All the 3 lakh square feet is fully utilized. So 5 and 6 is complete. So now we are in the process of moving, uh, the department from here to there. For example, now the painting and blasting department is shifted to 6. The light fabrication is shifted to Phase 5. So the shifting and this process is going on. So you can say it is operational, but revenue contribution we can expect, expect in coming 2 to 3 months.

Sanjiv - Investor Relations, Evergrow Partners
Okay, so, uh, with additional manufacturing capacity, what is the capacity utilization that's targeted for the next 1 to 1.5 years?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yeah, capacity utilization is almost 50% right now. And in coming 12 to 18 months, we will try to increase it to 15 to 20% because it is totally a labor-oriented factory where a lot of labors are involved in this. So sometimes it becomes difficult to increase the utilization immediately. But yes, 15 to 20% we are expecting in coming 12 to 8 months at the rate of, you can say, 2 to 3% per month.

Sanjiv - Investor Relations, Evergrow Partners
Okay, uh, so next question is, what is the initial response from, you know, the customers, uh, towards the solar module mounting, you know, structures business? And when could that vertical, uh, you know, contribute meaningfully?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yeah, it has already started. We have already supplied 35 tons of material to the different EPS contractors. And around 200 tons orders are in hand, and we are expecting around 1,000 tons. This is the minimum we are expecting because the machines are very high capacity, and if we get order,

we may reach to 2,000 tons as well. So 1,000 tons is very- you can say I, I have given very safe tonnage to you. So the future will be bright, and the customer response is very good. Our first customer I forget the name of customer.

Jyoti, correct?

Jignesh Bansal - Head of Finance, Bansal Roofing Products Limited
Tanvolt. Yes, Tanvolt Energy. Tanvolt Energy.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Ah, the response is very good. He's very happy that all the parts which we supplied fitted to farm very well and, uh, given very good review. So in future, we are very much positive about this MMS structures.

Sanjiv - Investor Relations, Evergrow Partners
Okay, so we'll move to next question. With borrowing that is increasing and current ratio that's moderating, what is the steps that we are planning to manage our working capital and maintain cash flows?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
We have good working capital with us. We don't have any problem related to working capital. Borrowing has increased because of Tamlon, the machines which is added, that is solar, solar MMS machines. See, loan we take from the government, loan we take from the bank because of 2-3 reasons. Because now in Gujarat Industrial Policy, there is a capital subsidy of 25%, interest subsidy of 5%. So here in current balance sheet, you may see that yes, the borrowing cost is increased, but in coming times, uh, this interest will be given back to us.

So, uh, it is not actually cost, it is a time being cost, and in future we will get it back.

Sanjiv - Investor Relations, Evergrow Partners
Okay,

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Cash flow is not at all problem.

Sanjiv - Investor Relations, Evergrow Partners
Okay, so what are the key growth priorities for, uh, the next year, uh, in the coming year, and how is the proposed CAPEX of Rs 25 to Rs 30 crores that's fitting into the broader expansion strategy?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
See, the priority for FY28 is to increase the capacity utilization because we are equipped, frankly speaking, for the bigger revenue compared to what we are expecting in '27. In '27, we are expecting Rs 200 crore revenue, and we are expecting more than double in coming years. So our priority is to utilize the, uh, space machines which we already have. And about the proposed CapEx, Rs 25-30 crore, that is for the insulated panels. So we are investing in a company, DuraPuff. The reason is very simple, that there will be a separate person who will be handling Uh, this unit under the banner of Bansal Roofing Products Limited.

The talks are going on and yet nothing is finalized, but yes, very soon, uh, we will be giving you good news.

Sanjiv - Investor Relations, Evergrow Partners
Okay, so, uh, also what is the order book that will help us reach Rs 200 crores of top line and what is the margin expectation by FY27?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
See, order book, right now we have order book of around Rs 30 crore. And we have already done revenue of 120 crore rupees. So 150 [Foreign Speech] So 200 crore [Foreign Speech] Margin, margin I think we will maintain little bit here and there, and if things are in our favor like Steel rates are- if steel rates are stable, we will have more margin. If steel rate fluctuates, there are chances that we may have down or upward of 0.5 to 1%, not more than that, because we make- we keep huge inventory to maintain the rate.

See, our modus operandi is very clear. I'll tell you, for example, today I, uh, have order of Rs 3 crore with me. So what I do, I purchase maximum item of that particular order because we take around 30% advance from the client. So we invest from our side and keep the stock. So the chances though- so the, uh, chances of losing money, losing money because of the price rise is not there. And if the price goes down, I don't have any problem because my order is of fixed price. So, um, margin may fluctuate 0.5 to 1% if the steel price fluctuates.

If not fluctuates, yes, certainly I will get the same upward.

Sanjiv - Investor Relations, Evergrow Partners
Okay, uh, and, uh, the last question is same as the previous one. So what's the steady-state EBITDA Uh, you know, or can it improve, uh, going ahead, or is this one time? Yes,

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yes, yes, EBITDA is going to improve in future. Even the margins, we'll see once we start utilizing the capacity which we already built. 100% EBITDA and profit both will increase, sir.

Sanjiv - Investor Relations, Evergrow Partners
Fair. So, uh, we can now begin with the questions from, you know, um, the attendees. First, we can take questions from Mr. Keshav Garg from Counter Cyclical PMS. Please, Mr. Keshav.

Keshav Garg - Analyst, Counter Cyclical PMS
I wanted to talk to ask about our new subsidiary that we have floated, and I understand we are holding 80%, for which we have paid around Rs 4 crore. So, so is this a new company, or we is there an existing operational ongoing concern in which we have bought? 80% for 4 crore plus.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
See, first of all, we have not paid anything to anybody till date. It is just a board approval we have taken, right? So that is the first. Second thing is, it is ongoing company which is doing trading of PUF panel, insulated panel. Now the idea came to mind that there is a person who is experienced, there is a person who is ready to invest. So why not to make it subsidiary of Bansal? And, uh, that person will take care of the company in total, and the Bansal will have major stake in that company.

So that is the idea which is still on concept, uh, stage yet not materialized. So we are going towards that, and probably in coming month or 2 months we will, uh, convert it, we will invest in that company. So right now we have not invested a single penny in that.

Keshav Garg - Analyst, Counter Cyclical PMS
Understood, sir. And sir, also in our investor presentation page number 18, we have described described our major products. So for example, this polycarbonate roofing, sir, are we manufacturing these products ourselves or we are trading in these products?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
See page number 8, the first structure we are making, purlins we are making, roofing sheet we are making, solar structure we are making, skylight, polycarbonate. See what happens Polycarbonate sheets are available in the market. We are profiling it. Are you getting my point? We are making it suitable to our roofing sheets. So we are converting it from plain to corrugated. So in the terms of manufacturing, we are manufacturer of polycarbonate sheet because we are changing the shape of, uh, sheet.

Ventilation we are making ourselves, roofing sheets we are making ourselves, insulation we are not making anything, but again the same thing, we are buying insulation, pasting it on sheet and supplying to others. So we are manufacturer of that.

Keshav Garg - Analyst, Counter Cyclical PMS
And sir, the roofing accessories and the mezzanine floor,

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Everything we are manufacturing. This is our own manufacture.

Keshav Garg - Analyst, Counter Cyclical PMS
Great, sir. I wanted to congratulate you for great numbers. And sir, our working capital management is totally excellent. And sir, uh, when 10 years back when our net worth was nothing and revenue was very small, sir, that was the real challenge. Now with a debt-free status, with such a great, uh, net worth, sir, I think now it's a growth phase. And sir, I think, uh, Very bright future is ahead under your leadership for the shareholders. Thank you, sir.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Thank you. Thank you, Keshav ji. Thank you. Always inspire us.

Sanjiv - Investor Relations, Evergrow Partners
Next, we can take from Manish Kela, an individual investor.

Manish Kela - Individual Investor
Thank you for the opportunity. Am I audible, sir?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yes, yes, yes, Manish ji.

Manish Kela - Individual Investor
Yeah. So I had a couple of questions. One is, can you share updates on the solar structure business? Like, what is our current revenue? And what is the growth that we expect this year from that business?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Sure, sure, sure. So first, shall I answer about this question?

Manish Kela - Individual Investor
Yeah, yeah, please.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
See, solar, we commissioned the machine in first quarter on, I think, 30th June itself. So first quarter was almost over. Then we run a trial production and we already supplied 135 metric tons of material MMS material, and it is successfully installed. Right now we have orders of 200 metric tons with us, and by end of, uh, this financial year, we are expecting around 1,000 tons to be supplied on very conservative side. It may be double, it may be triple, and the response is very good from the market.

Manish Kela - Individual Investor
Okay, so in terms of, uh, sales right not in volume terms but in terms of amount will you be able to configure 90

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] 90 [Foreign Speech]

Manish Kela - Individual Investor
X monthly target of 5 crore from solar structures so correct my understanding [Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] but it is again a very competitive market low margin product but fast moving pr

Manish Kela - Individual Investor
Sure, got it. Thank you sir. [Foreign Speech] question was on the capacity utilization. You mentioned 50%, so is that without the incremental capacity from phase 5 and phase 6 or 50% with the incremental capacity?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] with incremental capacity [Foreign Speech] with incremental capacity [Foreign Speech]

Manish Kela - Individual Investor
40 percent

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Something [Foreign Speech]

Manish Kela - Individual Investor
Important [Foreign Speech] if is capacity utilization was let's say 50 percentage what gives us the confidence [Foreign Speech] phase setup [Foreign Speech] because I am sure [Foreign Speech] 50 percentage is [Foreign Speech] maybe you will wait for yoon construction would take maybe one one and a half years [Foreign Speech] maybe in excess of that

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
So what gives

Manish Kela - Individual Investor
Us the confidence to do face dalke

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech]

Manish Kela - Individual Investor
[Foreign Speech] That has been fantastic and H2 [Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
H2 will be better because now the expansion headache is gone

Manish Kela - Individual Investor
Everything is

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
In line so now my job is and Kailash bhai's job is Kailash bhai is looking after marketing and execution so Kailash bhai's job is to bring more and more orders and my job because I am handling the plant my job is to convert that order into reality because see [Foreign Speech] but [Foreign Speech]

Manish Kela - Individual Investor
You [Foreign Speech] 200 crore [Foreign Speech] estimate [Foreign Speech] date on a conservative basis [Foreign Speech] sales [Foreign Speech] it almost touched 50 crore Q3 and Q4 [Foreign Speech] 50 crore touch [Foreign Speech] each [Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech]

Manish Kela - Individual Investor
[Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] conservative [Foreign Speech]

Manish Kela - Individual Investor
Okay and sir [Foreign Speech] final question [Foreign Speech] steel steel [Foreign Speech] right? steel prices kind of swing [Foreign Speech] margins impact [Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech]

Manish Kela - Individual Investor
Steel prices [Foreign Speech] pass [Foreign Speech] immediately [Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech]

Manish Kela - Individual Investor
[Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] plus

Sanjiv - Investor Relations, Evergrow Partners
Uh, one by one. So, um, next, uh, we have, uh, Mr. Lakshman Eswaran. Please go ahead,

Lakshman Eswaran - Individual Investor
Sir. First of all, uh, can you hear me, both- all of you? Yeah, yeah, yeah. Lakshman, welcome. Good afternoon, sir. Uh, I can't tell you congratulations again and again and again. You know, it's been like 6 years now, uh, seeing this fantastic growth with amazing balance sheet and cash flow. So congrats to you on that. I have, I think, many questions for cover, but I'm very interested in this new initiative of Puff Panels. I just want to understand if you can tell us, does- like, what was the reason to go for the Puff Panels?

Is it somewhere integrating in our PEB as a product? Can you explain the product a bit for us, sir? And also Uh, in terms of its potential, uh, in a yearly contribution, uh, what would you expect from a product perspective? I want to understand.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Perfect. See, thank you, Lakshman. It is very good that investor will now understand what is we are going to manufacture. So PUF is constitute of 2 components. One is the top sheet and bottom sheets. So both are metal sheets which we are already dealing in. The core is of PUF, that is polyurethane foam. So this continuous sandwich panel line, what it will do, the top layer and bottom layer, and in between it will fill the PUF. Now where it is, it is directly related to PV because nowadays because of the heat concern, now mainly most of the multinational companies are using PUF panel to reduce the temperature inside the workshop, all warehouses, all cold storages, all data centers.

Everybody is now going for cold storage, these PUF insulated sheets. Now, PUF, even in- even we made 3 structures this year which is- which has consumed PUF sheets. One is the game zone. In game zone, we supplied pop sheets of around Rs 1.5 crore. Then we made one factory for processing of copper material, so that company also used pop sheets. We make one ESIC hospitals- we, we have not made, but we supplied material to the government contractor who made ESIC hospital. Total hospital is made of This puff sheet.

So these are the uses of puff sheets, and in future it is going to increase. Even the export market of this product is good. With addition of this line, our minimum revenue will increase by Rs 50 crore in first year. Minimum revenue, I'm telling you. And maximum, we make around Rs 2,000 meter we can make 2000 meter in one shift 2000 meter into 25 into 12 into 1250 so we can add 75 crore in next year and the increment of 25 crore every year

Lakshman Eswaran - Individual Investor
Got it sir

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yes or this is the statistics

Lakshman Eswaran - Individual Investor
Thank you thank you for that sir the second the question which I had is Uh, which we are running. Uh, I'm so happy to see that we attended some expos and, you know, I've been seeing some traction there. Uh, I wanted to understand, uh, so far in revenue terms how much we have achieved. And I also request the team to put that split up in the presentation moving forward whenever the

presentations come, right? I just wanted to inform the team if you can provide a segment, because now I'm sure that the solar itself will become a giant by itself eventually and Right, as we move forward.

So that is one feedback I wanted to give to the presentation team. Yeah,

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Lakshman, actually the first supply is made in October, so that is why it is not there in presentation.

Lakshman Eswaran - Individual Investor
Okay, okay, great, great.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
So in October month itself we supplied, uh, MMS material worth Rs 1 crore. Now we have order of around 200 ton worth Rs 2 crore, and we are negotiating order worth around Rs 8 to Rs 10 crore with different client. So by end of this year, we will be having sale of solar MMS in tune of 10 to- between 10 to 15 crore rupees.

Lakshman Eswaran - Individual Investor
Wonderful, sir. Wonderful, wonderful. In fact, uh, sir, this, uh, the pricing is dependent on kilowatt, is it? Is that how they decide? See what

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Happened, it is for the EPS contractors. The price of a price in kilowatt is to- is for EPS contractor. For us, no. But I, I'll tell you, in 1 megawatt, uh, approximately 18 tons of the material goes in 1 megawatt.

Sanjiv - Investor Relations, Evergrow Partners
Okay.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
So suppose if some EPS contractor has received order of 10 megawatt, so he will buy around 180 tons of MMS structure from us. So right now, because we are new, we are getting a small, small order, but in future we may get order of 400 tons, 500 tons, 1,000 tons, something like that. So the future is very bright. See, initially people don't trust you, na? That [Foreign Speech] once we are stabilized, once people say no, there is no problem in Bansal's structure, then we may get very big orders.

Lakshman Eswaran - Individual Investor
Got it, sir. Got it. Thank you so much, Kaushal ji, for your time. I'm so happy to see this and wish you a lot of you know best wishes from my side. Thank you so much. Thank

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
You. Thank you, Lakshman ji. Thank you.

Sanjiv - Investor Relations, Evergrow Partners
Next, we can take from Mr. Vaibhav Kapoor from Swaraj Holding Private Limited. Mr. Vaibhav.

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Yeah, good afternoon, sir.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Very good afternoon.

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
My first question is just a follow-up to the insulation question that was asked. What kind of margins have you all, you know, anticipated here, and what would be your percentage contribution in the Uh, subsidiary?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
You were talking about the insulation or, uh, MMS? Insulation

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Piece. Yeah, yeah, the insulation piece. Okay,

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Okay. See, the negotiation is going on, but our contribution in any case will be more than 50%.

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Okay,

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Our, our part will be more than 50%, and the margin will be somewhere between- gross margin will be somewhere between 15 to 20%, net between 6 to 7%.

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Okay, and the other question I had is that do we need to make such a large investment or can we go in phases? Uh, is this a one-shot investment that we need to make? No,

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
No, we cannot go in part investment in this insulated panel line, sir, because the panel line itself costs Rs 20 crore.

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Okay, so

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
We cannot buy in part.

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Okay, so, uh, Are you what is your in terms of the surety of sale or you know how fast you can you know get to the full capacity utilization? How has that been thought of or structured?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
See, this DuraPuff is already into the market of selling pop panels.

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Okay,

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Right. So. And we as Bansal also buy around Rs 4 to Rs 5 crore worth material every year for our projects, because in many projects people ask for the insulated panels. So, and we did some market

study as well, so we are confident that in, uh, once the line is established, in a year we can sell material worth Rs 50 crore. So

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
You'll be utilizing their distribution channel?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
They are in ours both.

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Okay, okay, okay. The other question I had is, uh, with respect to the size of the projects and the number of projects that have received, you know, your, your trailing turnover, uh, or, you know, this 50 crores in the quarter that you've done. So if you take this as a yearly basis, how many contracts were there in these, uh, and how, how has this ratio been 5 years back?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Sir it is very difficult to say because the contract I tell you [Foreign Speech] and we make recently we are doing a project worth 25 crore rupees in single project in each company name is RBM

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
So you're right, uh, in what you're saying. Let me put this question a little differently. So what I'm trying to understand is that in this Rs 50 crores, if you take for example probably Rs 30 or Rs 40 crores, this has been from how many, uh, you know, customers? I just want to understand the concentration of the revenue, uh, you know, in, uh, different contracts.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
So you are telling about insulated panel or totally,

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Totally [Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] so 50 crore.

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Okay.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] average [Foreign Speech] project size [Foreign Speech]

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Okay. [Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] customer [Foreign Speech]

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Good, good.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] customer [Foreign Speech] Because we do retail also.

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Okay, okay,

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Okay.

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Got it. This clears it perfect. And just one kind request. So I was looking at your investor presentation. My request is that just along with the sales volume and EBITDA margins, if you can state the same in metric ton, it would be very helpful. The EBITDA per metric ton and the sale in metric ton. Yes,

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yes, we can put only in three this thing. One is PV structure, second is roll forming, and third in solar structure. These three things are going in metric ton. Other things are going in meter, none, [Foreign Speech] total quantity [Foreign Speech] But if you get square meters

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Also, that is also helpful. See, the reason why I'm saying this is that many times what happens is we see a fluctuation in the EBITDA and we feel that you know the EBITDA margins have changed. But, but for example, what will happen is suppose we are making a margin of Rs 5 per kg and steel price was at Rs 50, that makes it, that makes it a 10% EBITDA margin. But if the steel price becomes Rs 17, then that EBITDA margin looks lower. So if the metric ton is there and the EBITDA margin per metric ton is there, then that becomes a more accurate picture of the business.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
But I think if I give you metric ton price, no sir, you will be more confused.

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Because

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Steel prices are also from fifty rupees to eighty rupees. For example, I'll give you an example. [Foreign Speech]

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
But sir [Foreign Speech] EBITDA [Foreign Speech] metric ton [Foreign Speech] charging EBITDA [Foreign Speech] metric ton [Foreign Speech] accurate picture [Foreign Speech] margin [Foreign Speech] fluctuate [Foreign Speech] but EBITDA [Foreign Speech] margin fit [Foreign Speech] stable [Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] next [Foreign Speech] investor presentation [Foreign Speech]

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Okay

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech]

Jignesh Bansal - Head of Finance, Bansal Roofing Products Limited
Okay

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech]

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
Meters that is also that [Foreign Speech] sir [Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Square meter [Foreign Speech]

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
[Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] sir [Foreign Speech]

Vaibhav Kapoor - Analyst, Swaraj Holding Private Limited
[Foreign Speech] thank you [Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Thank

Sanjiv - Investor Relations, Evergrow Partners
You will take some questions from the chat, will take from Swan Investments Janam Ghilani, so how much of the total manufacturing work is outsourced versus completed in-house sir

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] two three percent something like very less very less in terms of [Foreign Speech]

Sanjiv - Investor Relations, Evergrow Partners
Okay so next question is from Govind Jain Amritkal think tank solutions the first question is with solar MMS requiring thirty to forty five days of credit what is your target working capital cycle and blended EBITDA margin once the new line hits 70% utilization? And the second question is, at full capacity on 2,000 metric ton solar line, do you expect it to remain ROCE accretive at your historical 30% benchmark?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
First of all, we don't offer any credit. Our company is debt-free. Our company is- we, we don't have any bad debts. So in solar structure, we keep ourselves away from the buyer who want credit. So we don't supply material on credit. That is one of the reason why we are little slow. We supply material on credit to only EPS contractors who are very good payment master and not to everybody. Second is with full, uh, utilization. The field utilization will take some time, sir. Because we have started and we are right now, you can say, a bit very low utilization of these machines.

So next year we will, we will be able to give you the exact figure in coming, yeah, next quarter after quarter completion of quarter 3.

Sanjiv - Investor Relations, Evergrow Partners
Okay, now we'll take one question from, you know, the attendees. Miss Aditi Gadge from Edelweiss Mutual Fund. Please unmute yourself and ask the question.

Aditi Gadge - Analyst, Edelweiss Mutual Fund
Hi sir, firstly congratulations on the outstanding set of results. Thank you. Yeah, so I have a couple of questions. So starting with, I want to understand what is the revenue structure for PEV structures, roll forming products, and the other products?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Okay, yeah, means you want to know the contribution?

Aditi Gadge - Analyst, Edelweiss Mutual Fund
Yeah, revenue contribution first. Yeah, revenue

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Structure for, uh, for, uh, fabricated structure is 45% of

Aditi Gadge - Analyst, Edelweiss Mutual Fund
The total

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Revenue.

Aditi Gadge - Analyst, Edelweiss Mutual Fund
Okay.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
And roll forming is around 50%, and rest is 5%,

Aditi Gadge - Analyst, Edelweiss Mutual Fund
The other products. Okay.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yeah,

Aditi Gadge - Analyst, Edelweiss Mutual Fund
Uh, so, uh, the other question that I had is, uh, so what is the percentage of revenue, uh, that comes from repeat customers versus the new customers which we have, which we'll get?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
See, for roll forming products, we have repeat customers, lot of repeat customers. You can say almost 80% repeat customers. But in fabricated structure, once you make your factory Then you wait for 3 to 4 years for expansion. So it is every time a new customer. So structure steel pre-engineering building, we have almost, you can say, 90% new customer, 10% repeat customer. For roll forming, we have around 80% repeat customer, 20% new customer. And for others also same, 80% new customer, 20% repeat customer.

Aditi Gadge - Analyst, Edelweiss Mutual Fund
Okay thanks so next question that I had how much revenue comes from manufacturing compared to

installation and project project execution services

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech]

Aditi Gadge - Analyst, Edelweiss Mutual Fund
Exactly [Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
6 to 7 percent. 6 to 7

Aditi Gadge - Analyst, Edelweiss Mutual Fund
Percent of

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Total sales.

Aditi Gadge - Analyst, Edelweiss Mutual Fund
Okay.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] 9 percent

Aditi Gadge - Analyst, Edelweiss Mutual Fund
So yeah, thank you. So that, and all the best. So

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Thank you

Aditi Gadge - Analyst, Edelweiss Mutual Fund
And congratulations once again.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Thank you. Thank

Sanjiv - Investor Relations, Evergrow Partners
You. We'll take again from the chat. Uh, so this question is from an HNI investor, Manoj, uh, Alim Chandani, AFRS. So the question he is asking is, uh, please share more details of the JV you proposed with an, uh, with an individual investors on insulation. What is the investment, uh, by the investor and, uh, when the project is expected to be commissioned and what is the turnover expected, uh, year-wise for the first 2 years and profitability metrics for the project that, uh, this proposed investment that's happening?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yeah, first of all, till date we have not invested anything. BRPL has not invested anything. Second, if we invest in this company, then the first year- in first, not financial year, first year means the day from the machine installed- we expect turnover of around Rs 50 crore, sales revenue of Rs 50 crore, increased by Rs 25 crore every year. About the margin, the gross margin is around 15%. And the PAT is roughly 5 to 6%, same what we are getting in this. So this is the answer of your question.

Sanjiv - Investor Relations, Evergrow Partners
Okay, uh, so the next question is from Mr. Lakshman Eswaran again. So with capacity increase, what is the marketing team efforts to increase the new client base?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yeah, marketing team [Foreign Speech] capacity [Foreign Speech] 200 crore [Foreign Speech] marketing [Foreign Speech]

Kailash Gupta - Whole Time Director, Bansal Roofing Products Limited
Yeah so your

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Call yeah

Kailash Gupta - Whole Time Director, Bansal Roofing Products Limited
So our focus will be first to target the Gujarat region and outside the Gujarat region That is first we'll try try to you know like target Maharashtra meanwhile [Foreign Speech] now we are going to target Wapi and Surat because our major projects as on date in Gujarat the region are like Baroda, Dahed, Ahmedabad, Gandhinagar, Kutch these are the major regions in which we are doing PEB projects so now If you want to increase the revenue, we have to- because Wapi and Surat are the major areas of development as on date.

So we are meeting consultants and, and we are also successful in getting the inquiries from the consultant just now. And the only thing is pending now, we have to convert the orders. That's it. So we are trying to meet new consultant, new clients, especially in Wapi and Surat region.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Now, Jignesh, Jignesh bhai is looking after- Jignesh is chartered accountant but also looking after MMS structure. So what is your plan to increase the sale of MMS solar structure?

Jignesh Bansal - Head of Finance, Bansal Roofing Products Limited
Yes, so, uh, the solar market is, uh, mostly acquired by the, uh, EPC contractors, the one who does engineering, procurement, and commissioning. So they buy panels, they buy electricals, they buy solar structures, and they commission at site. So we have gathered data of more than 1,000 EPCs all over India. We have hired a dedicated experienced marketing team for the solar MMS structure. They have started meeting all the EPC contractors. We are introducing ourselves that we have been into structure line since many years, and since we have high-speed machines and best quality machines, And we also have the benefit of listing and quality management system.

We are able to gather good inquiries and we are now in process to convert them. Right now we are sitting on approx 1,000 to 2,000 metric tons of inquiry currently we have in hand which we are trying to convert by quoting them the best price. So efforts are going in all directions. We are trying our best to convert whatever inquiries we are receiving.

Sanjiv - Investor Relations, Evergrow Partners
Okay, um, so next question is again from, uh, Mr. Lakshman. His question is, does puff sheet will be the future and non-puff sheet wiped from the market slowly? In that case, any idea of manufacturing foam sheet?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
No, no, see, nothing wiped out. Even the cement sheet which was introduced during the Independence Day, since 1940 is still working, so nothing will wipe out. Yes, but the market share of Puff Sheet will be, uh, sizable compared to the sheet without insulation. It will not wipe out, but it will be having good market in future, Puff Sheets.

Sanjiv - Investor Relations, Evergrow Partners
Okay, uh, we will take some, uh, so there is one question from Suyesh Bhawe. With almost all PEB players setting up huge capacities in Gujarat, How do you see the competition going forward?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Very good question, Bhavij. See what happened. PEB is a segmented business. So the big companies, I'll name it Phoenix MB. It is a listed company as well. Interark. Now all the big company Kirby. Everybody is having plant in Gujarat. Because Gujarat demand is very high. Before that, they have plant in Delhi, in Chennai, or some somewhere like this. Now they all have plant in Gujarat, but they are not our competitor. Why? Because they take order worth 10,000 ton, 20,000 ton, 50,000 ton, very big order, which is not in our basket.

Our basket is order up to 3,000 ton, 2,000 ton, 5,000 ton maximum. So we are into different category, they are into different category. They don't take order of 1,000 ton or 500 ton or means less quantity. They are not very much interested. They are interested in big quantity. Their prices are also very high. Our prices are very, uh, quite competitive than their prices because they have the pressure of completing such a big project in limited time. So their expenses, their everything is so high.

So it is a segmented business. So in our segment, we are leader, we don't have any problem.

Sanjiv - Investor Relations, Evergrow Partners
Okay, uh, we'll take some further questions from the chat. We have received quite a few. So this one is from Amit Patil from Patil Family Office. Uh, Mr. Jignesh has answered a few, but I'll still be taking few questions. Any measures Uh, that will be taken to reduce labor and fabrication cost? Uh, and also, will this increase going forward? That's the first question.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
It's a very typical question. Labor cost- labor cost is not being reduced, it is rather increasing every day because of the government policies. Now, you must have heard that PF We have to give even if the worker works for one year. Sorry, gratuity, PF amount has increased. Lot of compliances are there. So labour cost is not going to decrease. But yes, we have done automation by which [Foreign Speech] We have H beam machine, welding machine. Now we are thinking of robotic welding. We are thinking of robotic welding.

So in coming one or two year, we will be having two to three robots. We are. This is just on concept basis, concept stage [Foreign Speech] in future we have to do because the way labour cost is increasing, we have to do something to reduce the cost.

Sanjiv - Investor Relations, Evergrow Partners
[Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Labour cost [Foreign Speech]

Sanjiv - Investor Relations, Evergrow Partners
OK, next question from Amit itself is how are other expenses changing with the addition of new manufacturing facilities?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Other expenses actually reduces with new manufacturing facilities, [Foreign Speech] sweeper [Foreign Speech] in in very less percentage but [Foreign Speech] manufacturing facility [Foreign Speech] other expenses [Foreign Speech] phases complete [Foreign Speech] by I think end of this year

Sanjiv - Investor Relations, Evergrow Partners
So the next question is, does the company earn different margins on manufacturing only orders compared to turnkey PEB projects? And also, how is the profitability generated within Gujarat and compared to other states?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Gujarat [Foreign Speech] in suppose I have to send material to Maharashtra, so it is 3.5 rupees kg. You have to send material to Dahej, it is only 1.5 kg. [Foreign Speech] So naturally that is why we always try to get maximum orders from Gujarat region rather than going out. But yes, because now Maharashtra is our neighbor, MP and Rajasthan is our neighbor, we are try to trying to fetch order from There also.

Sanjiv - Investor Relations, Evergrow Partners
Okay, so, uh, this question is from Mr. Lakshman Eswaran. Uh, advance, why are not we able to take instead of 30% on higher side, say 50% or only 70% to cover raw material fluctuation?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Please repeat the question.

Sanjiv - Investor Relations, Evergrow Partners
Advance, why we are not able to take instead of 30%, instead of that we can take a higher side, say advance of 50% to 70% [Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Market [Foreign Speech] thirty percent [Foreign Speech] seventy percent [Foreign Speech]

Sanjiv - Investor Relations, Evergrow Partners
Not possible

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Because capex [Foreign Speech] see they also have some limitations suppose one project is see [Foreign Speech] average project cost 2 crore rupees What other competitors are charging? So [Foreign Speech] nobody gives actually thirty percent is market standard and people give happily seventy percent is difficult but [Foreign Speech] okay

Sanjiv - Investor Relations, Evergrow Partners
So one question is from Naman Jain who is an individual investor what's the payment term for to suppliers as compared to receive from customers?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] customer supply [Foreign Speech] supplier [Foreign Speech]

Sanjiv - Investor Relations, Evergrow Partners
[Foreign Speech]

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] seven days [Foreign Speech] some of the companies like POSCO [Foreign Speech] so they don't give credit [Foreign Speech] 80 [Foreign Speech] 100 [Foreign Speech] 20 [Foreign Speech] thirty days [Foreign Speech] thirty days [Foreign Speech]

Sanjiv - Investor Relations, Evergrow Partners
Okay now will take questions from the attendees Mr. SP who Bahusenia who is from AB group please unmute

S P Bahusenia - Analyst, AB Group
Am I audible?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yes sir yes sir.

S P Bahusenia - Analyst, AB Group
Sir congratulations Year on year. So what is the typical time required to execute a PB project from order confirmation to delivery?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
4 months, sir.

S P Bahusenia - Analyst, AB Group
4 months, okay. And are there any major production bottlenecks at the existing manufacturing facilities, or do you expect any bottlenecks?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
No, no, nothing. The labor is the only concern. See what happened, we have a lot of migrated labor, we have a lot of local labor. [Foreign Speech]

S P Bahusenia - Analyst, AB Group
So what percentage of production is currently used internally for projects?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
100 percent sir.

S P Bahusenia - Analyst, AB Group
100 percent?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yes sir. okay.

S P Bahusenia - Analyst, AB Group
You do For continuous insulated panels?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Uh, data centers are now- lot of data centers are coming, cold storages, pharmaceutical cleanroom panels, game zones, then the factory which require temperature control, and all MNCs, they prefer now insulated panels. These are the warehouses, these are the major, uh, customers.

S P Bahusenia - Analyst, AB Group
Sir, thank you very much and all the best for the future.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Thank you, sir. Thank you, Mr.

Sanjiv - Investor Relations, Evergrow Partners
So we have last few questions that have come in the chat by Shashank A, who is also a retail investor. So any key operating metrics that the management is tracking for manufacturing efficiency?

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech]

Sanjiv - Investor Relations, Evergrow Partners
[Foreign Speech] So any key metrics that the management is tracking to measure the manufacturing, the new manufacturing facilities? Efficiency?

Jignesh Bansal - Head of Finance, Bansal Roofing Products Limited
The production and the capacity utilization, these are the main metrics that we usually monitor.

Sanjiv - Investor Relations, Evergrow Partners
Okay, uh, and, uh, so does the solar structure business require any different, uh, raw material or any manufacturing process compared to existing products?

Jignesh Bansal - Head of Finance, Bansal Roofing Products Limited
No, the process is same. Uh, the material is, you could say, it's a similar material. It is available from the same supplier who provides us material for the PVN roofing sheets.

Sanjiv - Investor Relations, Evergrow Partners
Okay, so one more questions over here. which customer segments are being targeted for solar structures?

Jignesh Bansal - Head of Finance, Bansal Roofing Products Limited
It's they are all EPC customers. the agencies who make solar farms and solar parks. so they are our target customers.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] What I will do? I will give it to the person who are experienced in that. [Foreign Speech] Now Sanjiv what will do? He will buy panels, he will buy electricals, he will hire labour contractor and he will buy MMS structure from me and make the five megawatt solar structure and hand over to client. So my client is not direct client, my client is contractor, EPS contractor.

Sanjiv - Investor Relations, Evergrow Partners
Okay, so any opportunities do you see to cross-sell solar structures to existing, uh, PB customers?

Jignesh Bansal - Head of Finance, Bansal Roofing Products Limited
No, the, the PB customers and the solar structure customers are not same. They are, they are both different segment.

Sanjiv - Investor Relations, Evergrow Partners
Okay, so, uh, this is coming from, uh, Nisha Savla. Uh, are you targeting any major cities Going forward in the future, besides Gujarat.

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
Yeah, Mumbai, Maharashtra and MP and Rajasthan is our target. See, we we have supplied to south also, to Punjab also, to Rajasthan, Uttar Pradesh everywhere we have supplied. [Foreign Speech] supply, but [Foreign Speech] profitability [Foreign Speech] export [Foreign Speech] export [Foreign Speech] export [Foreign Speech] export [Foreign Speech] but supplying in Gujarat is more profitable so we are first targeting Gujarat market and then two other states

Sanjiv - Investor Relations, Evergrow Partners
Okay since there are no further questions I believe we can move towards closing comments I would like to pass to Mr. Kaushal for closing comments Kaushal sir

Kaushalkumar Gupta - Chairman and Managing Director, Bansal Roofing Products Limited
[Foreign Speech] thank you everybody [Foreign Speech] for joining us today and for your questions and continued interest in Bansal Roofing Products Limited. We are encouraged by our performance in the first half of F strengthening project execution, expanding our market reach, and developing new business opportunities while maintaining financial disciplines. We look forward- we look forward to keeping you updated on your- on our progress in the coming quarters. Thank you once again for your time and support.

Have a good day. Bye-bye.

Operator
Uh, thank you, ladies and gentlemen. On behalf of the leadership team, I would like to thank you for your time and for your continued interest in Bansal Roofing Products Limited. Should you have any follow-up queries that were not addressed, feel free to reach out to the Investor Relations team at cs@bansalroofing.com. Thank you. You may now click on the leave icon to exit the meeting. Goodbye.