Management Discussion

Shashank Agrawal, - Director

Yes. Hello. Good evening all. I am Whole-Time Director, Agarwal and representing my company, Limited. Just a brief about my company. Let me start with it. The company -- my company is 35 plus years-old. This company was -- we have been into steel business from past more than 35 years and more. We haven't good experience. Our initial start, what we started into manufacturing was from steel itself. And at the time we have grown and we have been growing and Srikhana Stainless Limited is into manufacturing of stainless steel coils, sheets and circles. Currently, we have a production capacity of 14,000 tonnes per annum and we are into manufacturing of different grades like 2,200 series 300 series 400 series as you can see on the screen. Now a brief like currently, as I told you, we have a capacity of 14,000 tons. We are manufacturing up to from 0.08 mm till 2 mm. So the -- most of the manufacturers in India, which are -- our competitors are manufacturing above 0.15 mm and we have a precision cold-rolling meal. So we are manufacturing from 0.08 mm, which is as seen as your here one here.

And our financial -- the revenue, the top-line what we got was INR205 cr and our order book is approximately always around INR12 crores to INR13 crores. So also we have a capex, which we'll be doing. So our capacity will be increasing by 2.5x in the next one year time and from in 20 -- from 2024 to 2025, we have increased our top-line by 41%. The company overview, we are situated in Ringas industrial area, which is 55 kilometers from Jaipur.

Our main head office is in located in Jaipur itself. The rolling -- the strips what we are manufacturing from stainless steel is ultra-thin and engineered to our customer requirements. The industries what we are serving is textile industries, automotive industries, chemical, flexible tubes, locks, your electrical equipment, precision electronics, utensils, your sinks, elevators and many more. The capacity -- the area of a plant is approximately around 6,000 square meters. We have an employment of around 90, 80 to 90 people working under us and the grades what we are working, the around 200 series, 300 series, 400 series. These grades, we manufact, like I told you what we are -- industries, what we are serving for many different industries.

So each industries take different grades like utensil industry takes 200 series, the textile and where the more precision work is there, they take 300 series, the automobile industries take 400 series from us as per their requirements from us. Like the product portfolio under us is coils and strips like 0.08 mltill 2 mm. And the width what we manufacture is 3.5 mm, which is used in your -- the lock of your pens up to 750 mm, which is used in your dairy industries. The circles which are used in various automobile industries and utensil industries will manufacture from 5 mm till 27 inches. So we have got three cutting lines. These are all automatic cutting lines and also we manufacture stainless steel sheets.

The width what we make is 30 mm till 1250 mm. And also we can polish our sheets what we supply in the market. These sheets are mainly used in your -- you can say elevators and you can say in your houseware kitchenware items in the screen you can see the thickness what we make is like the standard -- the 80% market is manufacturing 0.2 mm plus and general industry like 5% is making 0.15 mm, like we are only one or two people who are manufacturing 0.0, mm till the minimum thickness till 0.08 mm, which is as thin as your razor blade or human air. And also we charge a premium niche pricing for these and as it is not easily available in the market, we are charging accordingly to the -- to the -- it's a niche market and we are charging premium price for the same.

This is our journey. Stainless was incorporated in 2015 and 2024, we got it listed. We -- it was formed in Public Limited 2025 December, we got listed and next year we are increasing our capacity by 2.5x times and it's a -- we have already paid a good amount in capex and we expect in next one year, we'll be installing this 1,250 mm for high AGC meal which will enhance our we can product portfolio to a large extent. As I told you, we always have an order in-hand of around INR12 to INR13 crores in-hand always. We are catering -- our major catering segment is into distribution. And the future we are -- the like 90% we are in -- our sales return distribution. But we have started and End-User accounts as well.

This is our value chain. So we -- all the in-house lab is there in our company. We have one rolling mill right now. It is up to 29 inches. We have two pickling lines and one analing pickling line. We have three slitting lines and three circle cutting machines. We have three -- one sheet cutting machine, polishing machine. We have a good complete set of various products what we can manufacture in one single place as well. Our target markets are automotive industries, textile industries, electronic industries, durables industry, licenc, your utensils, heat exchangers, etc.

So in the management, this company is majorly our company-owned around we diluted 33%. Currently we are my company is holding, it's all family -- all the families having majorly shares. We have -- we are owning around 68% to 69% of shares right now. Now this is like you can see, we have increased our revenue by 41% and profit by 51% in last one year. And we are working on a direction where the revenues and the profit will keep on increasing with the capex which is coming, which will help in growing the company smoothly in an organized way and very healthy and with good numbers in future. So this is the meal what we are taking is a 1,15 meal and we have already given a good advance to the manufacturer.

And this is like this meal only has one or two manufacturers of this segment, this width of the coils what they are manufactured will be the third in India, which will be coming up.

Questions & Answers

Operator
Okay. Thank you. So precision you can measure down 2.08 mm. Thank you, sir, for such a brief introduction. So now we can start the Q&A round. [Operator Instructions] We have our first question from Sameer Chheda. Please go-ahead.

Sameer Chheda - Analyst
Hello. Yes, sir. Yeah. MR., could you please explain what is the sales value per ton you get? What is the realization per ton? You're talking about the difference? No, it's like you have 14,000 tonnes of capacity. Yes, sir. Out of this capacity, so first of all, how much is the sales which happens means how much do you produce and how much is sold or is 100% capacity being utilized. So 100 -- like we are utilizing around 60% to 65%, about like 60% to 70% depending on the market. Currently, 70% Khmloka, Chalajata capacity utilization.

Shashank Agrawal, - Director
Okay. So your 70%. So yeah, per AKU per KG realization gonna -- Hamlog say, 200, 300, 400 series as I told you series make drove higher thickness 300 series OTA, 30 odd expensive Osma realization, 200 series Hotier Usman realization or plus.

Operator
[Foreign Speech] Okay. Thank you, sir. Thank you. So thank you, sir. Sir, we have our next question from Akshay Darjeev. Please go-ahead.

Analyst
Yeah, hi. Hello. Yeah, I have a question like post capex, how much incremental we can see in the EBITDA and PAT margin?

Shashank Agrawal, - Director
[Foreign Speech]

Operator
[Foreign Speech] Okay. Great, sir. Thank you so much. Thank you, sir. Sir, we will take this question as the last questions. I would like to thank the management on behalf of Ariant Capital for sparing time and sharing insight about their company. If the participants have any further doubt, they can get-in touch with team at Arihant Capital. Thank you, sir. Thank you, sir. Very nice talking to you. We look-forward to meeting you again.