To,
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1,
G Block, Bandra Kurla Complex,
Bandra (E), Mumbai — 400051

November 12, 2026

Company Code: **ADISOFT**
ISIN: **INE20PL01012**
Sub: Transcript of Investor Conference Call held on November 12, 2026.

Dear Sir/Madam,

In continuation of our earlier letter dated November 06, 2026 informing about the audio link of the Investor Conference Call and Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015, the Company is hereby submitting transcript of Investor Conference call which was held on Friday, November 06, 2026 at 12:30 P.M.

The transcript may also be accessed on the website of the Company at https://adisoft.co.in/investors.php

Kindly consider this for your record and information.

Thanking you,
Yours faithfully,

For Adisoft Technologies Limited

AJAY CHANDRASHEKHAR PRABHU
Digitally signed by AJAY CHANDRASHEKHAR PRABHU
Date: 2026.11.12 17:47:27 +05'30'

Ajay Chandrashekhar Prabhu
Chairman & Managing Director
DIN: 06473412
Encl. As above

“Adisoft Technologies Limited
H1 FY27 Earnings Conference Call”
November 06, 2026

MANAGEMENT: **MR. AJAY CHANDRASHEKHAR PRABHU –CHAIRMAN AND MANAGING DIRECTOR –ADISOFT TECHNOLOGIES LIMITED**
MS. MAYURA DILIP DARVEKAR –CHIEF FINANCIAL OFFICER –ADISOFT TECHNOLOGIES LIMITED

MODERATOR: **MR. HARSH GOSAVI – KIRIN ADVISORS PRIVATE LIMITED**

Moderator: Ladies and gentlemen, good day and welcome to Adisoft Technologies Limited H1 FY27 Earnings Conference Call hosted by Kirin Advisors Private Limited. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Please note that this conference is being recorded.

I now hand the conference over to Mr. Harsh Gosavi from Kirin Advisors Private Limited. Thank you, and over to you, sir.

Harsh Gosavi: Good day. On the behalf of Kirin Advisors, I welcome you all to the H1 FY27 conference call of Adisoft Technologies Limited. From the management team, we have Mr. Ajay Chandrashekhar Prabhu, Chairman and Managing Director, Ms. CA Mayura Darvekar, Chief Financial Officer. Now, I hand over the call to Mr. Ajay Chandrashekhar Prabhu for opening remarks. Over to you, sir.

Ajay C. Prabhu: Thank you, sir. Good afternoon, everyone and thank you for joining us. I am Ajay Chandrashekhar Prabhu, Chairman and Managing Director. On behalf of the management team, I would like to welcome all our investors, analysts, and partners to Adisoft earnings call for the first half of financial year '27.

The first half of FY27 has been a strong period for Adisoft. Growth during this half came from a healthy demand across our customers, a richer mix of smart factory solutions, and a steady execution across our different projects. What makes this more encouraging is that the first half is usually our lighter part of our year, as large orders generally tend to come in the second half.

The quality of our business has also overall improved. A large share of our work is now coming from high-value smart factory solutions, where we connect to our customers' IT systems with their shop floors machines. As much of our design and software is developed in-house, we are able to reuse these proven solutions across different projects, and this has supported our margins as volumes have also grown.

Alongside our work with existing automotive customers, we are also focusing on greenfield projects of existing as well as new automotive customers. These include automotive plants focused primarily on manufacturing EV vehicles as well as in export vehicles. We are seeing growing interest from other sectors such as pharmaceuticals, packaging, warehouse logistics, and white goods. At the same time, we are also building our capabilities in robotics and machine vision, industrial IoT, and flexibility to serve these different sectors.

To support our growth, we are building a new 70,000 square feet integrated facility at MIDC Bhosari, Pune, and the overall work is progressing well. The facility will bring manufacturing, engineering, software, design, assembly, and testing under one roof.

It is expected to be partially operational from the end of quarter 3 financial '27 and is designed to support at least four to five times of our current revenue base. With the current premises nearly operating to full capacity, it will really allow us to take on larger and more complex projects. This half also has brought recognition for our work.

Adisoft received five national awards from Mitsubishi Electric India, including the President's Global Award for Industrial Digitalization Excellence, and was named the All India Number 1 Channel Partner for the third consecutive year. We also received the MSMECCII Bharat Ratna Award 2026 and the Best Sustainable Company of the Year 2026 at Vigyan Bhavan, New Delhi. Our quality management system was certified to ISO 9001:2015, and our listing on NSE Emerge has really strengthened our visibility and governance framework.

Now, coming to our financial performance. For H1 financial year '27, on a standalone basis, total income stood at INR73.52 crores, a growth of around 48.14% year-on-year from INR49.63 crores in H1 financial year '26.

EBITDA grew 106.17% year-on-year to INR17.05 crores, and EBITDA margin improved by 653 basis points to 23.19%. The net profit grew by around 117.89% year-on-year to INR11.57 crores, and the net profit margins improved by 504 basis points to 15.74%.

The first half has seen a really strong growth along with a clear improvement in our margins. The demand for automation and smart factory solutions remains healthy as manufacturers across different sectors continue to invest in productivity and quality.

As we move into the second half, traditionally our strong season, our focus will be on bringing the Bhosari facility on stream, widening our presence in non-automotive sectors, and growing our international projects. For the financial year '27, we are targeting a revenue growth of around 25%, a sustainable PAT margin of around 13% to 14% and a debt-free balance sheet by the end of this financial year.

Before I close, I would like to thank our employees, customers, partners for their continued support, and all of you for your trust in Adisoft. With that, we would be happy to take your further questions. Thank you.

Moderator: Thank you very much. We will now begin the question-and-answer session. The first question comes from the line of Preet Shah from Blue Star Capital. Please go ahead.

Preet Shah: Sir, my question is, as we can see in H1, we have done like PAT margin of 17%, and as you mentioned that we should expect 13% to 14% of PAT margin sustainable. So, sir, can you help me with, in H1 why the PAT margin has gone up, and in H2 what should we expect in terms of PAT margin?

Ajay C. Prabhu: So, if you see the H1, normally our H1 is slower as compared to H2. But the higher rate of PAT is because we were able to redeploy more solutions and more service components overall. Billing of the service components has been more in this first half. So, that's why you can see the service impact on this overall PAT margin improvement.

Preet Shah: Okay.

Ajay C. Prabhu: Whereas the overall, as we discussed earlier also, the overall what we are trying to do to the last year's PAT margin, we have tried to improve on that and at the same time increase our turnover also. So, we'll try to improve that, sir.

Preet Shah: So, sir, can we expect the same margins for H2?

Ajay C. Prabhu: Sir, overall, it will be as compared to last year's, it will be improved, sir.

Preet Shah: Yes. So last year H2 also we had good PAT margins, so…

Ajay C. Prabhu: Yes sir.

Preet Shah: Yes. And sir, this 25% guidance is on conservative basis or we can exceed that, if you could share on that?

Ajay C. Prabhu: Sir, since we are working into projects, so based on our capacity and manpower overall, so this is what we have planned like we have planned for around, last year we did around INR165 crores, INR166 crores, so this year we have planned for around INR215 crores. So we will reach that.

Mayura Darvekar: Yes. With the facility and under construction actually…

Preet Shah: Got it, sir. Okay. Thank you, sir.

Ajay C. Prabhu: Thank you, sir.

Moderator: Thank you. The next question comes from the line of Ashish Soni from MM Capital. Please go ahead.

Ashish Soni: Sir, you are guiding for 25% growth, but you have already done much more. Is it conservative guidance for the growth?

Ajay C. Prabhu: No, sir. So, overall we will achieve what we have targeted, sir.

Ashish Soni: And PAT margins?

Mayura Darvekar: Sir, if I may? So, we have also always maintained that our revenue in terms of half year one and half year two has been one-third to two-thirds. For first half it is one-third and second half it will be two-thirds. Roughly that has been the mix during the year.

Ashish Soni: But your guidance is quite conservative, right, in that scenario?

Ajay C. Prabhu: No, sir. No, it's not conservative. As per our capabilities and capacities, it is okay.

Mayura Darvekar: See, current year, we have the facility under construction. So, this does not seem to be conservative. So, this is what we'll be able to achieve in this year…

Ashish Soni: And in terms of after this expansion is in place, what growth rate are you targeting? Because the amount of opportunity available to the companies like us is humongous, so just can you give a rough idea on that?

Ajay C. Prabhu: Yes, sir. So, that's why we are constructing this new facility, because the existing capacities are completed. So, once we move to the new location, we can definitely plan more than 30%, sir.

Ashish Soni: And which industries will that growth come from?

Ajay C. Prabhu: Sir, as you know, we are very strong in automotive. At the same time, we are working in pharma, white goods, and then e-commerce. So, we are planning from these segments only.

Ashish Soni: Okay, sir. Thanks, and all the best for the future.

Ajay C. Prabhu: Thank you, sir.

Moderator: Thank you. The next question comes from the line of Rohan, an Individual Investor. Please go ahead.

Rohan: Hello. Yes, sir. Congrats on the strong set. Sir, firstly, I wanted to understand on the order book, right? So currently, I think we have disclosed an order book of INR50 crores and an active pipeline of probably INR40 crores.

So where, don't you think that the numbers we confirmed or what is the timeline around these? And from where will that additional, because now we have just like 4.5 months left in this financial year. So ideally, if we wanted to achieve, say, INR140 crores in the H2, we should have had those orders in hand, right? So, can you throw some color on this part? Because against the INR140 crores target in H2, current order book of INR50 crores, it does not…

Ajay C. Prabhu: Sir, current order book of INR50 crores. In discussions, We have a further pipeline of around INR40 crores. So, normally what we have is we have a visibility of 3 to 4 months, and based on that order conversion is there. So, we have approximately two quarters are there for getting orders and closing this.

And normally what happens is our H1 is one-third business and H2 is two-third business. So if you see overall, we are on track for that, sir. So look, H1 is around INR72 crores and the overall plan is around INR 215 crores. So, we are on track for that, sir.

Rohan: No. So, you are saying INR50 cores, out of this INR40 crores, what confidence you have on conversion, right? Generally, we see a lower conversion or success rate, so…

Ajay C. Prabhu: Conversion rate is around 95% to 98%.

Rohan: Okay.

Ajay C. Prabhu: So, out of the INR40 crores, it is not that we will get INR10 crores or INR20 crores. This INR40 crores is maximum we will get more than INR35 crores, INR36 crores, Yes, definitely.

Rohan: Okay, sir. So, we almost have 80, 85 of confirmed work?

Ajay C. Prabhu: Basically this INR40 crores orders are under negotiation or under quotation, that's why, so maximum are under negotiation, right.

Rohan: Okay. And sir, some breakdown on the sector, is it 80% automotive or is the mix a bit different on the order book and pipeline?

Ajay C. Prabhu: Sir, as of now we have not made that differentiation. Normally we will make at the year end, but right now it is not available.

Rohan: No. But some broadly you might know, right? It's majorly automotive or how is it like?

Ajay C. Prabhu: It is majorly automotive, sir.

Rohan: Okay. And sir, one thing I wanted to understand on the business side, like our current facility is just 12,000 square feet and we are talking about doing almost, say, INR200 crores, INR215 crores of revenue this year with huge PAT margin as well, 15% is very strong. So, how is this possible from such a small facility? Can you throw some light on that? How much work is done at the client's place? What exactly is, because I am new to the company actually, so just on an overall macro basis, I wanted to understand this thing.

Ajay C. Prabhu: Sir, basically, we provide total turnkey solutions and primarily working in a niche area of integrating your ERP system, IT systems with the shop floor system. Other than this, we do SPMs. And SPMs, which basically, which has more repeatability, like we'll design our system, but it has more, we can select different customers or same customer, different locations. So that is our focus.

Normally what happens is like once we start, once we get a PO, in normally 3 to 4 months we can dispatch those machines. What we are strong at, basically we are strong in the technical designs. We understand customers' problem and then to resolve that problem, we can give a solution. We can give a machine as per his requirement. So, we are very strong in , we have a strong in-house mechanical, electrical design team.

And what we do is like, out of that, whatever components are available locally, which we can outsource from, the design is ours, but we get outsourced. Then we get, we totally integrate it in-house, show to the customer, get approval from customer, and then dispatch that. So normally 3 to 4 months period maximum we require for new order to execute that.

So, up till now, if you see, like same facility we have used from INR75 crores, INR75 crores then INR100 crores, INR130 crores, INR165 crores and even this half financial year, INR72 crores we did from the same space. So, we are pretty much confident that we can manage. At the same time, we will be able to use this new facility, some part of that facility also we will be using in maybe January, February. So that will be helpful for us.

Rohan: Okay. And sir, on the product portfolio, right, say for last year the INR165 crores or for the current year INR215 crores, the presentation shows that we have these automated assembly lines, smart conveyors, special purpose machines. So firstly, I wanted to understand which is the larger part of the revenue, like a broad level revenue breakdown a cross these key products for us.

And secondly, how much of each of this, say, an automated assembly line, what components we procure, what do we do in-house? Like, okay, design is one part, but are we actually manufacturing, or what exactly are we doing? Just this is one question on the business side.

Ajay C. Prabhu: Okay, sir. So actually, what we manufacture? so the complete machine design, electrical, mechanical, we do that. On the electrical aspect, we do the complete thing. So as per our requirements, we'll get panels manufactured from our fixed vendors.

From the mechanical part, we outsource the complete manufacturing. Manufacturing means, different vendors will be having different parts and they will manufacture as per our design. Once the manufacturing is done, we'll get to our shop, integrate the mechanical thing, integrate the electrical thing, combine them, do the software application part, proving part and run the machine as per customers requirement, so this is what we do, sir.

Rohan: Okay. Yes. And sir, some breakdown on the revenue, like which is our major product, like, these seven, eight which have been mentioned?

Ajay C. Prabhu: As I told you, we are strong in interfacing your ERP system, your IT system with the shop floor system. So this central thing forms a major business for us. So whatever equipment, whatever SPM require interface with IT, that comes into this portfolio, major thing.

Rohan: So, you're saying the software part of it is a major part of our revenue then?

Ajay C. Prabhu: Complete thing. So for example, you can have different, different applications which requires the same thing, you take the data from your ERP system and then implement on the shop floor in different ways, that way, sir.

Rohan: Okay. So, this implementation of an ERP system integrating it basically with the shop floor, you are seeing that is a major part of our revenue?

Ajay C. Prabhu: No, sir. So, ERP system is there. We are not ERP implementer. So, your manufacturing process or manufacturing your daily schedule, it is in the ERP system, okay? So we take that data and ensure that your production line run as per that requirement.

Rohan: Okay. Understood. Okay. And sir, one part was on the replacement versus new, right? So, I was reading a few of your previous interviews, in that new capex say for a new automotive plant versus replacement say at an existing Maruti Suzuki plant or something like that. What would be the broad breakdown on that rate, revenue breakdown?

Ajay C. Prabhu: Sir, as of now that breakdown is not available, but you can say both type of business coexist at the same time. So, if you see the Indian automotive scenario, many big manufacturers, they are setting up new plants in different, different locations or at the same time expanding new shops in existing locations. So, what happens is that, this becomes the greenfield.

So for example, Suzuki is expanding in Gujarat, Toyota is expanding in Maharashtra, that way. But at the same time, what happens is this manufacturer, they are introducing new models because of their waiting time. They're introducing new models into their existing lines also.

So at the same time, we get parallelly new orders from the existing lines for, not for replacement but for upgradation. So, whatever systems we have given, so those need to be upgraded for the

new models. So, what we see is that it is a combination of both of these things which run the ultimate thing.

Rohan: Okay. Upgradation for new car models is basically a good part, you can say.

Ajay C. Prabhu: Yes.

Rohan: That is a recurring part. So, some of our key customers can you mention like who are the top customers for us over the years? And does it remain lumpy or is it same of Suzuki we get this much of business because of certain recurring nature?

Ajay C. Prabhu: I will not say exact name of customer, but we are working in automotive in two-wheeler domains and four-wheeler domains and we are working with all the market leaders in this segment.

Rohan: Okay. We are working with all the market leaders. Okay, sir. I'll join back in the queue and I'll ask a few questions later. Thank you so much, sir.

Ajay C. Prabhu: Thank you.

Moderator: Thank you. The next question comes from the line of Manav Kothari, an Individual Investor. Please go ahead.

Manav Kothari: Hello. Congratulations on a great set of numbers, sir.

Ajay C. Prabhu: Thank you, sir.

Manav Kothari: Sir, my question was regarding the capex part. When do we expect the plant to be live ramp up? Because I think there was an announcement around Q3, the plant can get live and we can expect that some revenue can be realized in quarter 4 from the new plant as well. And also the peak revenue possibility from the new plant, because I think we are all set to at least be ready for FY28 and FY29 from the new plant itself, correct?

Ajay C. Prabhu: Yes, sir. So, the plan is that like by Q3, it is overall 70,000 square foot construction. And out of which means it is total basement plus four floors. So, two floors for manufacturing and storage of ready material and two floors for sitting of manpower, so which is around having a 250 people sitting capacity maximum.

Right now in Pune we are around 100, 110 people, so that way we have planned for at least next 4, 5 years we will increase the manpower that way. So it is expected that out of this two floor for manufacturing, we get some space and in January and February we can start manufacturing from over there. Whereas the complete capacity facility, we are expecting to be this, we are shifting over there, it is planned by March end or April first week. That is the planning, sir.

Manav Kothari: Perfect. And the peak revenue possibility from new facilities?

Ajay C. Prabhu: Sir, the peak revenue maybe around 3 to 4 years time, 4 years.

Manav Kothari: So, that is what, can we do a top line of INR500 crores from this new facility, correct?

Ajay C. Prabhu: So we are planning around INR700 crores peak capacity.

Manav Kothari: Okay. Perfect. And then also I know the working capital, I mean the the average collection this year. So, just want to inquire the working average collection is around the same, that is around 50 to 60 days for H1 as well?

Ajay C. Prabhu: Yes, sir. It is.

Manav Kothari: So around 50 to 60 days, correct?

Ajay C. Prabhu: Yes, sir. Correct.

Manav Kothari: Perfect. And if I inferred correctly, I think FY28 we can do another 30%, 40% growth, right? Being conservative is fine, we can even comment on 15%, 20%, but 30%, 40% is what is achievable, correct?

Ajay C. Prabhu: See, that is what we are planning. Purpose of this new facility is that we see lot of opportunities, but then we are constrained with the manpower and space. So with this new facility, I don't see any limitations on that. Only thing is that what can be executed in a time. That is the only limit.

Manav Kothari: Yes. That is true. Once the new facility is live, then I guess the, not as of now, but the guidance can be revised to upwards if feasible?

Ajay C. Prabhu: Yes, sir. Sir, what happens is that the new facility, as I told you, it is quite big as compared, like right now, we have office of around 4,000 and 12,000 is the working space, okay? So, it is quite big compared to that. And the impact what it will have on the customers is also huge. So, customer will definitely see that we have more capacity, and that will definitely pull in more business.

Manav Kothari: Correct. And also the new plant is much more automated than the semi-automated plant. So, is the margin obtained because of the same reason?

Ajay C. Prabhu: Sir, margin is more improved if we redeploy our solutions, so the margins will be more improved on that.

Manav Kothari: Perfect. Yes. I got that. Yes. Correct. And so when we say 30% to 35% is H1 and 60%, 65% as in previous earnings calls also, so we stay on the same statement. So, can we expect a PAT of more than INR30 crores, right? Because even if I infer conservatively, it will easily surpass those numbers then.

Ajay C. Prabhu: Yes.

Manav Kothari: Okay, sir. Thank you so much, and all the best for the future.

Ajay C. Prabhu: Thank you, sir. Thank you.

Moderator: Thank you. The next question comes from the line of Avinash Mishra, an Individual Investor. Please go ahead.

Avinash Mishra: Yes. Good afternoon, sir. Am I audible?

Moderator: Yes, sir.

Avinash Mishra: Hello. Yes. So, thank you for the opportunity. So I just have couple of questions. On the Bhosari facility, so what is the total capex, and how is it being funded?

Ajay C. Prabhu: Sir, the capex is being funded by our IPO money.

Avinash Mishra: Okay. And what is the total?

Ajay C. Prabhu: Approximately INR33 crores.

Avinash Mishra: Okay. And how much you have spent so far?

Ajay C. Prabhu: Sir, approximately INR10 crores to INR12 crores.

Avinash Mishra: Okay. And sir, you mentioned that it will be operational by end of Q3, so how quickly do you expect the utilization to ramp up?

Ajay C. Prabhu: So, what we are planning is that like it is totally four floors, okay So, our main constraint is working space, for storage as well as working area. So, like out of this two floors, whatever space we can get that will be helpful for us, because last January, February, March, that is more important in the overall billing game. So, we expect that this new facility will help us in making fast billing.

Avinash Mishra: Okay. And you also mentioned being debt-free by the year end. So, what is the current debt position?

Mayura Darvekar: So actually, currently we only have a short-term working capital finance. All the long-term debts have already been closed with the IPO money.

Avinash Mishra: Okay. And you're not planning to get any long-term loans?

Mayura Darvekar: No.

Ajay C. Prabhu: No.

Avinash Mishra: And also just one last question. So, you have been Mitsubishi's number one channel partner. So, what is the share of revenue linked with this partnership?

Ajay C. Prabhu: The business what we give to Mitsubishi?

Avinash Mishra: Yes. So, what is the total revenue?

Ajay C. Prabhu: I'm sorry, I didn't understand. You are saying like what business give to, what is the share of Mitsubishi in our, you are asking that?

Avinash Mishra: Yes.

Ajay C. Prabhu: So, first of all, Mitsubishi is supplier for this FA, factory automation component. So, every machine has a part of Mitsubishi like, those are called as PLCs, HMIs, servo, drives, robots, those sides of things, so approximately whatever solution we give, it is roughly around , or it can vary from 25% to 30%, 35% is the Mitsubishi share of our overall solutions you can say.

Avinash Mishra: Okay. Sure, sir. Thank you.

Ajay C. Prabhu: Thank you, sir.

Moderator: Thank you. The next question comes from the line of Venkatesh, an Individual Investor. Please go ahead.

Venkatesh: Hello. Good afternoon.

Ajay C. Prabhu: Good afternoon, sir.

Venkatesh: I would like to know what is the dividend distribution policy going ahead over the next two financial years. And one more question will be that regarding the new facility, what kind of utilization rate we are expecting next financial year?

Ajay C. Prabhu: Just a minute.

Venkatesh: Hello?

Ajay C. Prabhu: Just a moment, sir.

Mayura Darvekar: Hello. So am I audible?

Moderator: Yes, ma'am.

Mayura Darvekar: Yes. So, dividend distribution policy is still under discussion, sir, and it will be informed to the exchange whenever it is finalized. And what was the second question?

Venkatesh: Utilization of our new facility for the next financial year?

Mayura Darvekar: In the next financial year, the capacity will be fully functional for usage.

Venkatesh: Okay, madam. Madam, one more question. Hello?

Mayura Darvekar: Yes, please.

Venkatesh: I would like to know who are the competitors in Indian market?

Ajay C. Prabhu: Sir, we are working in automation field, so there are many automation players, okay, big and small. But out of that, we are working in a particular niche area where we integrate ERP system, IT systems with your shop floor. So, the competitors, like the big players can compete. But the big players, they are more interested in selling products rather than selling solutions, so big players don't come in to this field. Whereas when small players come over here, we are having a good expertise, we are having the history of products and reliability aspect.

So on the commercial aspect, on the technical aspect, we can definitely come across and win against competition. So, anyone working in automation field, they can compete, but they need to have the right things.

Venkatesh: Okay, sir. Sir, regarding our order engagements, what is the conversion rate between the pipeline and the actual?

Ajay C. Prabhu: Sir, conversion rate is more than 95%.

Venkatesh: So, you mean that whenever any potential orders being engaged, we will mostly convert it into orders?

Ajay C. Prabhu: Yes, sir.

Venkatesh: Okay. That's very good. Thank you, sir. Congratulations on your good set of numbers.

Ajay C. Prabhu: Thank you, sir. Thank you very much.

Moderator: Thank you. The next question comes from the line of Ashish Soni from MM Capital. Please go ahead.

Ashish Soni: Sir, your PAT margins is at 13% to 14%, but your one of the competitors is having 10% to 11% PAT margins. So, can you elaborate what exactly do you do differently from them?

Ajay C. Prabhu: Sir, whom you are comparing against?

Ashish Soni: Patil Automation.

Ajay C. Prabhu: Okay. Patil Automation is like a peer, but actually there is a difference in what Patil Automation does and what Adisoft does. Like, Patil Automation, they are into automation space, but they are mostly into automating your weld shop lines and providing robotic welding cells, okay? So that aspect has more of a hardware.

So like you will be having robots, then you will be having more of jigs and fixtures and material over there. Whereas in our case, our focus is more on the software aspect. Of course, our solution will be having a hardware aspect, but the main game changer is our software, okay.

So, the hardware what we are using is general hardware and then we make a solution, but the main driving factor is our software solutions. And this software solutions, over the years we have made, we have a basket of these different solutions which, say, we are discussing new orders. So we can take something existing product from our basket and we can redeploy and then at least use 50%, 60% from this already made solution and then build on top of that.

So what happens is that, the service efforts is reduced and we can improve our margins over there on the software aspect. So that is the main difference, sir.

Ashish Soni: And you have a huge dependency of one of the customers in terms of your revenue. So, how do you plan to reduce that going forward?

Ajay C. Prabhu: Sir, if you see, Adisoft is in 13 years and this dependency is from day one sir. So what I see, this is not exactly a dependency, it is a pull from, like the customer, it is a market leader, okay, so it is having share of more than 50%, 55% and it is planning continuous growth and increase in shop floors across the India, okay So what is happening is does the pull from this customer and getting repeated orders from the same customer is not that easy, but so many years we are doing that.

So, of course we understand that all eggs in one basket, but the thing is that the customer is a big customer, a reputed customer, and we are a partner. It is not that we are a normal vendor, okay. The systems what we are providing, the systems what we are installing over there, the production is totally controlled by those systems. So we have a very good relation, very good trust.

And the management of our main customer, it has trust and that long-term visibility of Adisoft working. It is very much clear to them. So that we use to our advantage in getting more orders over there and working in new, new installations what are coming up. So, you can say that is a dependency, but what we see that is a pull, and that helps us in implementing new, new things, new technologies. That helps us, sir.

Ashish Soni: But if you are able to penetrate so much with the market leader, why are you not able to penetrate with others? Like, is there any particular challenge you are facing, or they don't want to partner with somebody who is entrenched? Just want to give some broad qualitative way.

Ajay C. Prabhu: Sure, sir. So, the question is not about not requiring or not wanting that way. See, the customer, if you see our main customer, the main customers, for example, every 50 seconds one vehicle comes out of their production lines. They're having so many different 17, 20 different lines across different, different locations, and from each line every 50 seconds one new vehicle comes out, okay?

So, for having such a fast production time and at the same time ensuring quality, they definitely require our kind of systems. So the systems are there. Without our systems, such kind of output will not be possible.

Now if you compare with other automotive makers, what happens is that the production volumes are less. Production volumes are less, and per vehicle, the available time for example, if you are making a high-end car, you are having 10, 15 minutes for each vehicle. And the volume is also very less, okay. So these people, they don't require such kind of systems. Our systems are required where you have high volume, where you are having mixed production, where you have very quality analysis in depth is being done. That's why, sir.

Definitely, we are going into different now. What is happening is that government has also made many traceability reports and data capturing at the production end. They have been made mandatory for this recall policy. So, we are going at different customers who are not having volumes or who are not having models, but they require this data capturing and traceability, and we are giving solutions over there.

Ashish Soni: But can we repeat same thing what we are doing with this market leader in two-wheeler space also?

Ajay C. Prabhu: Yes, sir. We are doing that also. In two-wheelers also we are doing, sir.

Ashish Soni: But can it scale like this? I'm just trying to understand. Not exactly that, but in terms of volume, at least the production, 5-minute sort of thing what you're talking?

Ajay C. Prabhu: Because the complexity is not that much. If you see a big vehicle and a small vehicle, it all depends on the complexity.

Ashish Soni: Okay. So, is it only software piece where you are entrenched more, or can you just, through qualitative aspect where exactly you're entrenched more with this customer?

Ajay C. Prabhu: No, sir, complete solution, so the hardware as well as software. So it is a complete package. Hardware, software, service, support, everything.

Ashish Soni: And can't we replicate that with their auto ancillaries, the partners, or sub-vendors?

Ajay C. Prabhu: In this coming few years, we are focusing on auto ancillaries and partners, sir. Last year also, we did a couple of, we worked with couple of partners, and going forward, we are working on that.

Ashish Soni: And pharma, any particular area of customers you are targeting? Because you said pharma is another growth area going forward.

Ajay C. Prabhu: Sir, the main reason for going for pharma is, of course pharma uses lot of automation, okay. But when you are trying to enter a new area, so you need to talk that language. Now in automotive, we are very strong on the data aspect, like capturing data and using that data for different operations. In pharma also, when you are manufacturing anything, you require to capture that data and you require those reports at the end of the manufacturing cycle.

So, we are particularly working in this domain, and then once we get a foothold over there and the end customers' management, they have a trust and faith in us, so we then use this foothold to expand into other areas where they might require some SPMs or, say, some jigs and fixtures that way.

Ashish Soni: Who are going to be your competitors in pharma space specifically? Can you name some companies?

Ajay C. Prabhu: Sir, lot of players are there, sir. Basically, many machine manufacturers also they provide this kind of services but they are not much focus on that, okay. So, our focus is that we provide these kind of services which we capture from, irrespective of the machine type we can capture the data, so that becomes the advantage.

Ashish Soni: But can you name one or two competitors at least in this space?

Ajay C. Prabhu: Not exactly, sir, right now.

Ashish Soni: Okay, sir. Thanks, and all the best.

Ajay C. Prabhu: Thank you, sir.

Moderator: Thank you. The next question comes from the line of Rahul Jain, an Individual Investor. Please go ahead.

Rahul Jain: Hello.

Ajay C. Prabhu: Yes, sir. Good afternoon.

Rahul Jain: Good afternoon. So first of all, sir, congratulations for such a great set of numbers.

Ajay C. Prabhu: Thank you, sir.

Rahul Jain: Yes. So sir, the total income which grew about 48% in H1, but you were guiding only 25% for the full year even though H2 is usually your stronger half. Is that guidance is conservative or should we expect a slow growth in the H2?

Ajay C. Prabhu: No, sir. We had given a guidance of around INR215 crores, so we need to look into the aspect that this new facility is not totally operational and it will be operational by this quarter 3 and we can utilize some part of that in the quarter 4. So, looking at overall scenario only that we are given this target.

Rahul Jain: Okay, sir. Yes. Understood. And could you share what is your current order book and how much do you expect to execute in H2?

Ajay C. Prabhu: Sir, our conversion ratio is quite high, so whatever is in the pipeline, more than 95% we get over there. So we have presently approximately INR50 crores orders are in hand, and around INR40 crores are in discussion. So we will get that soon.

Ajay C. Prabhu: Yes. So all this are, normally our cycle is around 3 to 4 months cycle, okay, maximum, so all this will be implemented in this financial year only.

Rahul Jain: The cycle also, the 5 to 6 months, the execution cycle will be , order to execution cycle is 5 to 6 months, right?

Ajay C. Prabhu: Sir, what happens is that when we dispatch machines from here, we prove that to the customer, okay? So the only part remaining is the installation at site. So, only that part remains for billing. Rest of the point, we bill before dispatch from our end. So, we can say that at least 80%, 85% maximum billing happens.

Rahul Jain: Okay. Understood. And what will be the split between the automotive and non-automotive revenue in H1?

Ajay C. Prabhu: Sir, we have not made that bifurcation right now, sir, because we normally make it at year end. But automotive will be major player in that.

Rahul Jain: Okay. And where do you see that non-auto share in pharma, packaging, warehousing, and white goods in 2 to 3 years from now?

Ajay C. Prabhu: Sir, the plan is that see, if you see overall business in India, automotive is growing year-on-year, okay. So, whatever you are planning, those are the low-hanging fruits what you can capture. At the same time, what we are trying to do is that, apart from automotive, we work in other domains. And at least from our 100% of basket, at least we have a respectable 15% to 20% share of nonautomotive also. So that is the next 3, 4 years plan is that way, sir.

Rahul Jain: Okay, sir. Sir, can you just tell me from getting an order and from execution, what are the processes that you follow? Like, suppose you are receiving an order, and then how much time it goes for planning and then execution of that, can you just tell me about that?

Ajay C. Prabhu: Normally, what happens is once we receive the PO from customer, so it goes to our technical team, and they will study that. Initially, we have given a rough estimate, rough designs for that. And once the order is received, then the technical team will make detailed designs and then a document for approval is made, which is sent to the customer. And once the customer's approval is received, so we then start the manufacturing and this purchase and manufacturing aspect.

Normally, after PO received, at least 15 days is required for sending this design approval document, another week also for getting approval from the customer. And next 45, maximum 45 to 60 days for making the solution ready at our end. So, roughly, you can say 3 months, we are ready for dispatch. This I am saying for all big orders, like, more than INR2 crores, INR4 crores, that kind of orders.

Rahul Jain: Okay. Thank you, sir. Okay.

Ajay C. Prabhu: Thank you.

Rahul Jain: I will be joining back in the queue, sir.

Moderator: Thank you. The next question comes from the line of Rohit Ranga, an Individual Investor. Please go ahead.

Rohit Ranga: Hi, sir. Congratulations for a good set of numbers. I have a couple of questions.

Ajay C. Prabhu: Yes, sir. Thank you.

Rohit Ranga: First question sir, when we are going to the customers from nonautomotive sector, are we getting any pushback from the technical knowledge? If we are getting so, how are we trying to overcome that?

Ajay C. Prabhu: Sir, presently, what we are focusing is that, when you go to a customer, so we go to the requirements where we are strong, okay? So, like I just told, we are very strong in the data aspect, so we are focusing on data type of requirements from customers, and we work on that because that is our core knowledge. So, we focus on that and give a solution to customer, engage with customer, give a good solution, just build up the trust, and then we can escalate over them.

Rohit Ranga: Okay, sir. Sir, my next question is, since we are completely into turnkey solutions, so do, as a company, we have any plan to get into the manufacturing of any of these products sometime down the line in the future, sir?

Ajay C. Prabhu: No, sir. Because presently, we are very light in capex, okay? And we intend to keep that way. So, we can focus on what the changing requirements of the customer and then adapt to that. And if you see, we are in MIDC Bhosari, so you have so many good vendors over here and we can the strength is your design, so you can change according to that. No point in investing in big capacities, manufacturing capacity.

Rohit Ranga: Okay. Got it, sir. Sir, if we take out our software aspect from our solutions, so what would be our PAT margin, sir, in that case? Like, let's assume we are not providing any software solutions to the customer.

Ajay C. Prabhu: Sir, if you see what happens is nowadays, everyone is aware of all things, okay? So if you are giving the solution, it is having a robot or, say, it is having a control panel or some jigs and fixtures, okay? In the common term its called iron and wood, okay? So, it is very easy for the customer to estimate the cost over there. Very easy, like, what cost you are buying and what margin he is, what handling charges he is willing to give on them.

So, if you are just going to give any hardware, okay, no software, then, of course, the customer will not allow you to charge more on that. So everything depends on the software, because the software is the main heart of the system, and that is going to give you some savings, some returns that way.

Rohit Ranga: Okay. Sir, one final question from my side would be like, from our complete revenue, do we have anything from the trading side, or it's completely from the turnkey solutions?

Ajay C. Prabhu: Sir, we have some trading also. Roughly, it is around 75%, 80% is the solution. 20%, 25% is the trading aspect. But the trading is also like we, the initial, we'll start with the trading aspect and then convert the customer to the solution aspects. So, trading is like, say, for example, we are selling some factory automation products, so we will sell to that customer, then we will have some relation, then try to give some value addition to that customer, okay? And by that value addition, we'll try to shift that customer to the solution base, that way.

Rohit Ranga: Got it. So, what would be the margins there, sir, in the trading side?

Ajay C. Prabhu: As it is trading normally, it is box selling, so the margins are less, so you can say approximately 10%.

Rohit Ranga: 10%? Okay. Got it. Sir, one final suggestion, if you can release the PPT little early to the con call, so we would be better prepared for that.

Ajay C. Prabhu: Yes, sir. Sure, sir. We'll take that. Thank you.

Rohit Ranga: Thank you, sir. Thank you.

Ajay C. Prabhu: Thank you, sir.

Moderator: Thank you. The next question comes from the line of Rohan, an Individual Investor. Please go ahead.

Rohan: Yes. Hi, sir. Sir, just wanted to understand firstly, like you mentioned, say, Maruti is coming up with a plant in Gujarat, I think, right? So, they have said that their total investment might be INR35,000 crores. So, while we are constrained with infra, etcetera, what would be our total addressable market?

Like, say, if we didn't have any infra constraints or team strength constraints, how much total could that, how much total can we win from that INR35,000? Basically, what is our TAM is what I'm trying to ask? Our addressable market, right? That is on the new plant side.

Ajay C. Prabhu: Okay. Sir, if you see that, the INR35,000 crores is a very big amount and that is basically when you are setting up full new shops so you're having press shop, paint shop, weld shop, assembly shop, engine shop, different, different shops, different, different machines.

Rohan: Correct.

Ajay C. Prabhu: Now all these, these are different, different level of expertise and different, different level of existing competition; players are also in those domains, okay? So, over the years, we have built our domain-specific knowledge, and we are working in a niche area over there, okay? So, what we try to do is that, present day, actually, we are doing ERP and data related work on that, and then whatever repeatability type of machines are coming from customers, those kinds of requirements we do over there.

So, addressable area is quite big because everything is used in automation domain only. So, for example, if you want to go into robotics or welding cells, we can definitely build up over there, but the margins, because there are existing players over there and the margins will be different from our niche area margins over there. So going forward, our focus is that be strong and get whatever new requirements are coming up in our area.

At the same time, we can focus on new requirements, new machines, which already some other competitor is providing. So provide some good value addition over there and try to get repeatability over there. So, definitely, if you see overall market is there, definitely, but it depends on our build up over there, that way, sir.

Rohan: So, basically, our capabilities you're saying is across the plants, say, across, say, the press shop, then the weld shop, paint shop, assembly shop, we have capabilities across, but we are, say, focusing on a specific area.

Ajay C. Prabhu: Yes, sir.

Rohan: And what would that area be like? In which exact, where is the automation highest and where are we focusing?

Ajay C. Prabhu: Sir, in automation, it's like, even your coffee vending machine has some sort of automation, okay, so automation can be used in making different machines. But again, then where you want to compete and with whom you want to compete and what margins you want to gain?

Like, in low level automation, there's no use competing because you don't get any good margins over there. So, we need to focus and build up on areas where we are strong, okay, where you can't have any competitor. And whatever is your history, whatever your basket of solutions is there, those solutions are going to help in creating new solutions. That is what we are focusing.

Rohan: Okay. Understood. Okay. And, sir, supposing, say, Maruti launches a new facelift, like, say, Baleno, so the upgradation across their plants, right? So, how much upgradation generally takes place, and say, they had taken the automation solution from us, do they again need to upgrade, and will we get another recurring order for that? How does it work exactly?

Ajay C. Prabhu: Normally, happens is that, say, a vehicle manufacturer, they set up a new plant, for example, say, you're setting up a new plant in Gujarat, okay? So, when you are setting up a new plant, the manufacturer does not manufacture all different types of vehicles at that line, okay, because you are at a new location, you are having new manpower, new suppliers over there.

So, what generally happens is that after installation of the plant, for the first year, you will be having, hardly one or two models working over there, okay, one or two models of vehicles being manufactured over there. So, once the stability is there, like, the people are trained and all your vendors are set up and material is coming on time and quality output is there, then the manufacturer will introduce other vehicles over here.

All manufacturers, they are having a huge delivery time, okay? So, what they will try to do is what is being selling fast, they will try to manufacture in this new location. So, when you're, this we call as introduction of new model. So, when you're introducing new models, the existing capacity is existing solution what we have installed, those require upgradations, because earlier it was handling two models, now it has to handle four models, so that upgradation is required, and there where we come in picture.

Rohan: Okay. Understood. And, sir, did you mention we have some 55% market share? I don't know. I missed that point somewhere you mentioned it or?

Ajay C. Prabhu: No, not our market share, our customers market share.

Rohan: Wallet share, basically, you're saying?

Ajay C. Prabhu: No. What we told is that, the question was upon dependency, like we are having a dependency on one particular customer. So, what I told is that our main customer that , okay, we are having dependency on that customer, but that customer is a market leader and who has his own share of around 50%, 55% of the market. So, that is quite big customer.

Rohan: Okay. And how much does that customer contribute to our revenue?

Ajay C. Prabhu: Approximately 70%, sir.

Rohan: Okay. So, we are having 70% from one customer?

Ajay C. Prabhu: Yes.

Mayura Darvekar: In automotive.

Ajay C. Prabhu: In automotive.

Rohan: Yes. And this has been over the years, over the last 5 years, and has it been growing? How has that number looked?

Ajay C. Prabhu: But it is growing.

Rohan: Yes. So, they have been our largest customer for a long time now?

Ajay C. Prabhu: Yes, sir. That is what I told. Like, from day one, it has been largest customer, okay.

Rohan: Okay. So 70%, that means almost INR140 crores, INR150 crores of top line will come from this one customer?

Ajay C. Prabhu: Sir, it was for, what we said is for last year…

Rohan: Okay. For automotive? Yes. Okay.

Ajay C. Prabhu: So this year, we will see. Overall, if you see, automotive is around 70%.

Mayura Darvekar: 70%.

Ajay C. Prabhu: And in automotive 70%, then customer is 65%, 70%.

Rohan: Okay. So almost 50% of our revenue, basically? So, that is why we have a good outlook even for the future years, right, over the 2, 3 years. Because if they are the largest, we would be in continuous discussion with them over their capex plans, right, for their next 3 years?

Ajay C. Prabhu: That's how the visibility is there.

Rohan: Okay. Finally, this puts things to perspective. Sir, one more thing now on the new segments, right? Like, you mentioned, pharma is one area. So, generally, when we look at capital goods, whenever they are entering a new segment, there is a leadership sort of ramp up, and there are new people onboarded, whether it's a new export market targeted or a new sector altogether?

So for us, pharma is completely , it might be quite new for us, so when we are trying to ramp up that, so are we looking for any leaders, new hires at the CEO level or something like that so that there could be a special focus? Or do you think the current team, like you and your team only have the capabilities to win some big orders that side?

Ajay C. Prabhu: Sir, pharma actually is not new to us, but last 4 or 5 years we are making inroads over there, okay? But post this IPO, we will be putting more focus on that and putting more people from our team with focus area on pharma. At the same time, we are also looking out for people from automation background, who have pharma experience.

And then, see, if you go to a new segment, if you are able to talk their language, then it becomes very easy to make business. So of course, we are looking for people, but not at very high level. At the execution level and at the working level, we are looking for people.

Rohan: Okay. Understood. And, sir, any broad breakup? Are we doing majorly for four-wheeler companies or for two-wheeler, what is that range?

Ajay C. Prabhu: Sir, we are working for all, majorly, if you see, of course, automotive, we're more focused on four-wheelers, but two-wheelers are also there, four-wheelers are also there.

Rohan: Okay, sir. Thank you so much, and all the best.

Ajay C. Prabhu: Thank you, sir.

Moderator: Thank you. The next question comes from the line of Venkatesh, an Individual Investor. Please go ahead.

Venkatesh: Hello.

Ajay C. Prabhu: Yes, sir.

Venkatesh: Sir, I would like to know what kind of opportunities that are opening up with respect to, if you see large number of EV vehicles are being sold, especially in two-wheelers, there are a wide number of brands and different companies out there. And also in Battery Energy Storage Systems, BESS is there, a majority of these BESS systems are going through the automated part of manufacturing, so where do we get these opportunities? What kind of opportunities are opening up? Can you say, please?

Ajay C. Prabhu: So for us, it really does not make a difference, like, the vehicle is EV or the vehicle is a normal conventional thing. Because our system, they help in manufacturing with efficient manufacturing and then tracking of our manufacturing processes and data. So, we have both kind of customers, conventional as well as EV also. So, for us, it does not make any difference, actually.

Venkatesh: And regarding BESS, we have seen new players are entering, most of them are having automated lines. So, are we getting enough opportunities there?

Ajay C. Prabhu: Yes, sir. This year, we are focusing on that and currently some discussions are also going on for EV maker. See, what is happening is not , if you see EV manufacturing is there, that kind of volume is not there if you compare with existing conventional output. For example, if you see, 10,000, 15,000 vehicles of EV are coming, say, per month from a particular manufacturer, but the conventional is coming in lakhs that way.

Venkatesh: But sir, we are seeing that sooner or later the EV adoption is going to get more concentrated...

Ajay C. Prabhu: Yes. So, what happens is that old existing players, they convert their existing lines to EV type of lines, okay? So, we get opportunities in those upgradations and those replacements, we get

opportunities over there. Once this EV thing, they will escalate the volumes increase and the mix of models increases, then that make good business for us.

Venkatesh: Sir, also, as I said earlier, utility-scale BESS is being widely adopted, and we are expecting, like, 200 gigawatt of a facility coming up in various parts of India. So that should also open up a big opportunity because we are seeing a lot of players doing BESS manufacturing in automotive clients.

Ajay C. Prabhu: Yes, sir. That is also good opportunities. Yes.

Venkatesh: Okay, sir. Thank you, sir.

Ajay C. Prabhu: Thank you, sir.

Moderator: Thank you. Ladies and gentlemen, we will take this as a last question for today. I now hand over to Mr. Harsh Gosavi, for closing comments. Over to you, sir.

Harsh Gosavi: Thank you, everyone, for joining the conference call of Adisoft Technologies Limited. If you have any queries, you can write to us at research@kirinadvisors.com. Once again, thank you, everyone for joining the conference.

Ajay C. Prabhu: Thank you, sir. Thanks for the opportunity.

Moderator: Thank you. On behalf of Kirin Advisors Private Limited, that concludes this conference. Thank you for joining us, and you may now disconnect your lines.