



AVP INFRACON LIMITED

Formerly - AVP INFRACON (P)LTD & AVP CONSTRUCTIONS (P)LTD

Reg. Off: E-30, IInd Floor, IInd Avenue, Besant Nagar,

Chennai-600090. Tel No: 044-4868 3999

CIN: L45400TN2009PLC072861

To,

Date: 11.11.2024

The Manager - Listing Department
National Stock Exchange of India Limited
'Exchange Plaza', 5th Floor, 'G' Block,
Bandra-Kurla Complex
Bandra (East), Mumbai 400051

Scrip Symbol: AVPINFRA

Subject: Submission of Transcript of the Earnings Conference call held on Wednesday, November 06, 2024 at 04:00pm.

Dear Sir /Ma'am,

In continuation of our earlier letter dated November 07, 2024 informing about the audio link of the Earnings 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 transcripts of Earnings Conference call of the analyst/investor conference call which was held on Wednesday, November 06, 2024 at 04:00 P.M. to discussed the Un-Audited Financial Results (Standalone and Consolidated) of the Company for the Half Year ended 30th September, 2024.

Kindly acknowledge and take the same on records.

Thanking you,

Yours faithfully,
For AVP Infracon Limited

PRIYANKA SINGH Digitally signed by
PRIYANKA SINGH
Date: 2024.11.11
18:06:58 +05'30'

Priyanka Singh

Company Secretary and Compliance Officer





“AVP Infracon Limited
H1 FY '25 Results Conference Call”
November 06, 2024



MANAGEMENT: **MR. PRASANNA D – CHAIRMAN AND MANAGING
DIRECTOR – AVP INFRACON LIMITED**
**MR. VASANTH D – DIRECTOR – AVP INFRACON
LIMITED**
**MS. PRIYANKA SINGH – COMPANY SECRETARY – AVP
INFRACON LIMITED**

MODERATOR: **MR. GANESH – KIRIN ADVISORS**

Moderator: Ladies and gentlemen, good day and welcome to AVP Infracon Limited. H1 FY '25 Results Conference Call hosted by Kirin Advisors. As a reminder, all participants lined will be in the listen only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star, then zero on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Ganesh from Kirin Advisors. Over to you, sir.

Ganesh: Thank you and good evening everyone. On behalf of Kirin Advisors, I welcome you all to the conference call of AVP Infracon Limited. From management team, we have Mr. Prasanna, Chairman and Managing Director, Mr. Vasanth, Director and Ms. Priyanka, Company Secretary.

With this introduction, now I hand over the call to Mr. Prasanna. Over to you, sir.

Prasanna D: Good evening, everyone. Thank you all for taking time to join us today. It's a pleasure to welcome you to AVP Infracon Limited. H1 FY '25 Conference Call. Before we get into the details of our performance, I'd like to give you a brief overview of who we are and what we have achieved so far. AVP Infracon Limited started its journey in 2009 with a simple but ambitious mission to create world-class infrastructure that drives India's growth.

Over the years, we have earned a reputation for taking on challenging, high-value projects across various sectors including expressways, highways, flyovers, bridges, urban development and commercial projects. We have worked closely with both government bodies and private clients, building a solid foundation as a trusted partner in infrastructure. Though Tamil Nadu is where most of our projects are based, we are constantly expanding our horizons from roads and bridges to irrigation and industrial development.

We have a proven track record of delivering projects on time, while maintaining strict safety and quality standards. Our in-house capabilities allow us to manage projects from concept to completion, which ensures smooth execution with a focus on maximizing the value for our stakeholders. Integrity, teamwork and a passion for excellence lie at the heart of everything we do at AVP.

We firmly believe in transparency and accountability in all our projects. Our team is deeply committed to not just meeting but exceeding expectations by delivering high-quality, on-time solutions that make a lasting impact. Over the past 15 years, we have successfully completed numerous projects and are currently working on contracts worth over INR250 crores.

A strong asset base, including batching plants, compactors, pavers, loaders and mixers, give us a competitive edge in terms of cost and efficiency. Our client list features prestigious names like the National Highways Authority of India, the Ministry of Road Transport and Highways, Tamil Nadu Government's Public Works Department and other corporations, which reflects the trust we have built in this sector.

Now, I'd like to highlight some recent achievements. We have made significant progress in the past few months, despite the challenging environment in the market. First, I'm proud to share that we secured two key contracts from NHAI. The first involves strengthening and overlaying of the Tiruvannamalai section, which is valued at INR33.93 crores, excluding GST. This project is a testament to technical expertise and commitment to delivering critical infrastructure. We are targeting completion of this project within the coming financial year.

The second contract is for the O&M of the Pondicherry-Tindivanam section of NH-32. The project value is approximately INR7.32 crores, excluding GST, for the strength of presence in Tamil Nadu and Pondicherry. I'm also pleased to announce that our credit rating has been improved. CRISIL upgraded our long-term rating from BBB stable to BBB minus stable, and the short-term rating from A4 plus to A3. This improvement reflects the financial discipline and operational strength we have maintained.

Additionally, we recently inaugurated our third ready-mix concrete plant in Dharapuram, Tirupur district, with a 90% stake in this partnership. We are well positioned to meet the growing demand for concrete in surrounding regions like Dharapuram, Palani, and Udumalaipet. We have secured two back-to-back contracts, one for construction of bypass from Bagalur town, and another for widening of Kallakurichi-Tiruvannamalai. The value is totalling up to INR70 crores. Both these projects are expected to be completed within a year.

To support our long-term growth, we have also invested strategically in Kanthan Blue Metals, securing a 90% stake with a capital contribution of approximately INR3.6 crores. The investment aligns with our broader vision of sustainable expansion and value creation. The financial performance of the company, let me now walk you through the financial highlights for the first half of FY '25.

A consolidated revenue for FY'24 stood at INR109.22 crores, reflecting a strong year-on-year growth of 63.05%. Our EBITDA grew by 63.19%, which is to INR23.95 crores, with the EBITDA margin improving slightly to 21.92%. Net profit for the year was INR12.76 crores, an impressive 75.37% growth over the previous year, with a net profit margin of 11.69%. Our earnings per share came in at INR5.11, a 26.39% increase year-on-year.

On a standalone basis, we reported revenue of INR95.89 crores, up 51.84% year-on-year. The standalone EBITDA rose by 71.36% to INR23.15 crores, with the margin expanding to 24.14%. Our standalone net profit stood at INR12.75 crores, with a net profit margin of 13.30%. This number reflects the progress we have made and our ability to stay resilient even in a challenging environment.

Looking ahead, as we move forward, we are excited about what lies ahead. We are actively pursuing larger, more complex projects to grow our presence beyond Tamil Nadu, with a specific focus on states like Madhya Pradesh, Andhra Pradesh, and Telangana.

We are also exploring opportunities for joint ventures and strategic investment to strengthen our capabilities further. Our order book for financial year '25 is expected to grow with fresh inflows of orders worth INR750 crores, with most of the projects coming from the road sector.

We have also expanded into Telangana through a joint venture, which will be soon in operation.

We remain focused on sustainable growth, maintaining financial prudence with tools like bank guarantees and escalation clauses to protect our interest. As a part of our long-term strategy, we are targeting INR500 crores turnover by FY '26. That will be backed by a strong order book of INR1,000 crores.

Now, before I open the floor for questions, I want to express my heartfelt thanks to all our employees, clients, partners, and shareholders for their continued trust and support. Your belief in our vision motivates us to aim higher and achieve more every day.

With that, I'd now like to invite any questions or comments you may have. Thank you one and all.

Moderator: Thank you very much. We will now begin the question-and-answer session. The first question is from the line of Agastya Dave from CAO Capital. Please go ahead.

Agastya Dave: Thank you very much, sir. Congratulations on a great set of results and thank you very much for giving me the opportunity and also for hosting the call. Sir, I have three quick questions. First question is that the margins have surprised again on the upside this half. So, what would be your margin guidance on a sustainable basis going forward?

Prasanna D: No, this will be sustained, sir. We are working hard to sustain all these margins. We cannot project any higher margins over and above all these things. We are already on a higher PAT and a higher EBITDA. We are sustaining -- we are working hard to sustain this margin, and we assume that these margins will be sustained at any point of time.

Agastya Dave: Excellent, sir. Sir, second question, you gave a list of projects that you have won. So what's the unexecuted order book as of now?

Prasanna D: So, it's approximately around 250 plus unexecuted.

Agastya Dave: And sir, this includes L1 -- projects where you are L1?

Prasanna D: No, this is all which is currently running projects. We are waiting for a few projects to be opened. The tenders has to be opened, and we don't have any unexecuted order as on date. We have received one order yesterday that is not added in any of these order of INR17 crores. That was not added in any of these things.

Agastya Dave: And sir, one final question. What is the progress on the solar EPC site? Any progress that you can share, sir? Or is it still too early to talk about?

Prasanna D: It is very new to talk about. We are working on it, and we are targeting -- as I mentioned in the previous con-call itself, we are targeting anything in solar EPC in the next financial year only. If anything happens in this financial year, it will be an added benefit.

Agastya Dave: So this financial year nothing and then next year onwards, we will have something?

- Prasanna D:** Yes. Next year, we will have a good number. But this year, we don't add anything to our calculation from that company in this year.
- Agastya Dave:** And sir, the pickup from the government side on the tendering side, post elections and monsoons that is as per your expectation?
- Prasanna D:** Yes, it is very good. It is now -- they have started going with their pace and we have applied for many projects. We are waiting for results of around four or five projects and hopefully, they will go in full swing in shorter term.
- Agastya Dave:** Excellent, sir. Congratulations again and thank you very much for answering my questions, sir. Thank you.
- Prasanna D:** Thank you. Thanks a lot for your questions.
- Moderator:** Thank you. The next question is from the line of Tara Kaur from Vy Cap. Please go ahead.
- Tara Kaur:** Thank you. Sir, first of all, congratulations on great set of numbers. My question is that what is the status and expected revenue contribution from our new Tirupur plant toward H2?
- Prasanna D:** Which plant? Dharapuram?
- Tara Kaur:** Yes, Dharapuram, correct.
- Prasanna D:** Yes, okay. So it is a new market. We have just ventured into it. We are expecting 10% of the contribution of the total turnover from that plant.
- Tara Kaur:** Okay, sir. And my next question is that what factors contributed to the 75% Y-on-Y growth in H1 FY '25?
- Prasanna D:** I am not clear. Can you be a little bit slower and audible?
- Tara Kaur:** Okay. My next question is that what factor contributed 75% of Y-on-Y growth in our half yearly results also in the bottom line? And can we expect the same growth to continue for the future quarters and results?
- Prasanna D:** Growth of 75% over the previous H1 in the net profit is that is because of the turnover increasing. Normally, when the turnover increases and when compared with the slope in lesser turnover last year, that have added advantage for us. And also, most of the machineries, the loans have been closed and the interest what we are paying on the bank loans of the machineries have come down drastically. And this is what have influenced the increase in profit percentage. And hopefully, we will have this maintained in the coming year also.
- Tara Kaur:** Okay. Thank you so much.
- Prasanna D:** Thank you.

- Moderator:** Thank you. The next question is from the line of Ajinkya Pawar, an individual investor. Please go ahead.
- Ajinkya Pawar:** First of all, congratulations for a great set of numbers. First question is regarding our guidance.
- Prasanna D:** Sir, if you do not mind, can you be a little bit louder? It is not audible for me.
- Ajinkya Pawar:** Okay, fine. It was INR500 crores of...
- Moderator:** Excuse me, sir. Sir, you are not audible. Can you please use the handset mode?
- Ajinkya Pawar:** Am I audible now?
- Moderator:** Yes, sir.
- Ajinkya Pawar:** Sir, as per our guidance for next year, we are targeting for INR500 crores of sales. For the half financial year, as per my calculation, we were around INR120 crores of order we won. So for next year to clock a sales of INR500 crores, we should have at least INR700 crores-INR800 crores of order book. So how it will go in H2? Are you looking for more number of order wins? What percent or what amount of bidding we already did? This is my first question.
- And second question is regarding loans. I can see short-term loan is increased drastically. As per my understanding, it is due to that you guided earlier that amount of money that we stuck in the receivable and as per your business that the billing happens in Q3 and Q4. So whatever the assumption I am doing, it is right or wrong?
- Prasanna D:** To your first question, as of now, we have done around 110 and odd in this H1. H2, we have a substantial amount of work orders with us, which will complete our H2. And for the next year, as you rightly said, we will be focusing to have at least order book of INR750 crores to INR1,000 crores with us to complete the next FY '26 with what we have planned and what we are aiming to achieve. That will be taken -- these tenders will be taken in due course of time.
- We are applying for tenders, and we are getting some also. And this will be happening in every quarter, so that there will not be any lag or there will not be any delay in procuring the books. So this work on hand will be surplus to execute what we have targeted. And your question number two, our short-term loans have increased because we are increased in terms of the top line also. So we are pumping in most...
- Priyanka Singh:** Can I just answer this?
- Prasanna D:** Yes, please.
- Priyanka Singh:** So actually the short-term borrowings is nothing, but we have a [bill de-factoring and bill discounting 18:35]. Since we have a data days of around 60 to 90 days, that is the reason the company has done co-factoring and bill discounting. That's the reason the short-term borrowings is in a higher compared to March '23.
- Ajinkya Pawar:** Okay. So there is no worry in long term, I guess, about loan?

Priyanka Singh: Yes, nothing. No, it is not long term.

Prasanna D: And also we have brought down our credit loss when compared to FY '24.

Ajinkya Pawar: Okay, sir. Sir, can you give me the -- now we are targeting for INR600 crores, INR700 crores of order book for next year. So I guess our win rate is about 30% to 40%. So what is the approximate estimate that we bid?

Prasanna D: Approximate?

Ajinkya Pawar: Means what is the amount for how we tender, what is the total amount that we already bid?

Prasanna D: So we have bid for around INR300 crores to INR400 crores. We have bid for around 400 plus.

Priyanka Singh: Sir, we are not supposed to say that being a listed company. So we can do that once we get the L1 status, we will make the announcement, sir.

Prasanna D: No, he is asking about the tender participation only.

Priyanka Singh: Yes, but I do not think -- we should not actually disclose it. So we can do it once we get the L1 status. I'll make an announcement and then report it, sir.

Ajinkya Pawar: Okay, no problem. All the best. I am a long-term investor looking forward to 2 to 3 years. Thank you very much.

Moderator: Thank you. The next question is from the line of Amit Bhatt from MIT engineers. Please go ahead.

Amit Bhatt: Yes, first, congratulations for the good set of growth in the H1 to H1. Now, sir, actually in the H1 of FY25, you clocked INR109 crores top line. And normally, most of the EPC companies, they are giving good numbers in the H2. H2 always high seasonality comes into the picture. So this year, suppose, we come with the INR250 crores top line.

Now your order book right now is INR250 crores. So, bill to book ratio is only one. Now you say that we are going to target INR750 crores. But actually, we talked to many other companies in the same sector. They are very large companies, Siegel and other companies.

Actually, on TTM basis, the top line of the company is INR250 crores, approximately. And our order book right now is of INR250 crores. So, bill to book ratio is one right now. Now, company is targeting INR750 crores order book, to deliver the desired growth.

As per the other players in the same sector, the bigger players, they are guiding and they are telling in their conclaves that after the election, government focus is not that much on the infrastructure spending. And that's why the new orders are not coming that easily. So, can you throw some light, sir, what is your experience and your inputs about that?

Prasanna D: Sir, I'm not into what you're talking about. I don't go with your views. We are receiving many tenders. We are bidding many tenders. The ratio of the tenders floated is normal and I don't think any slowdown in the tenders is being called for. And we are also bidding a quite a good number of contracts. And the bill to book value what you're talking about, we have already completed INR110 crores something and this INR250 crores of turnover will be what we have forecasted INR250 crores will be this INR110 crores already executed and our current order book of 250 plus.

We don't have the exact number in that 250 plus even if we take out 150, we will be having INR100 crores surplus order for the next financial year. And we are confident of securing a good number of orders in the coming two, three months itself. And there will not be any problem in having the order book substantiate and doing a number of INR500 crores what we have planned or estimated will be done in an easier way. We have a habit of maintaining our order books as 1:2 ratio. This we have been doing it for quite a long time and we have been succeeding in that.

Amit Bhatt: Okay. And sir, now to fuel your growth, you require capital. You require fresh money. So, is there any plan that the company dilutes its stake by preferential allotment in this coming year?

Prasanna D: No, we have not any immediate ideas about that. So, we have just six months and after our IPO and we are planning to complete a year with what we have done, and anything will be planned after that. Maybe after a year of completion of this IPO.

Amit Bhatt: Okay. Thanks a lot. All the best.

Moderator: Thank you. The next question is from the line of Bhavya Doshi from KRIIS PMS. Please go ahead.

Bhavya Doshi: Hi sir. So, just wanted to understand what are our current non-fund-based limits and how much are we currently utilizing and also with the current non-fund-based limits which we have, what is the maximum order book which we can cater to?

Prasanna D: So, we have a non-fund limit of INR55 crores.

Bhavya Doshi: And what is the utilization level and how much maximum can we bid through this?

Prasanna D: No, we have utilized around INR20 crores only. We have around INR35 crores of non-fund-based limit. We can bid around INR35 crores. Normally the bidding value will be 1%. So, INR350 crores we can bid, and we have also our surety bonds which are used for bidding and as of now we do not use our non-fund-based limit for any bidding. As we have got our surety bonds sanctioned, we are using that insurance surety bond which is way much cheaper than bank guarantees. So, all NHAI projects have been backed by insurance surety bonds.

Bhavya Doshi: Okay, got it. Thank you.

Moderator: Thank you. The next question is from the line of Jairaj Jain from EY Capital. Please go ahead.

- Jairaj Jain:** Thank you for the opportunity and congratulations for a very good set of numbers. So, my first question is, can you mention your regional diversification in the reported quarter as well as any plans for the next 2-3 years?
- Prasanna D:** We are planning to diversify in the other states also. So, we have bid for a project in Karnataka. Now we are waiting for the commercial opening. We have succeeded in technical round, and we are hopeful of getting that project to our company. And apart from that we are bidding in Hyderabad also. We are bidding one project in the recent future. And Maharashtra also we are planning, Uttar Pradesh we are planning. So, there is no boundary or there is no restriction on the state. It is just about the project. If the project is good to be executed, if we are ready to go, we are ready to go anywhere.
- Jairaj Jain:** Okay, great. So, sir can you like tell me about what is your RMC unit working at, like at an optimum utilization or underutilization?
- Prasanna D:** So, no RMC units work at optimum utilization because the capacity we have is 75 cubic meter per hour. If it is going to work for around 20 hours say day and night, it will be producing 1500 cubic meter of concrete. That will not be scalable and that will not be usable. So, we have a free capacity always and we are market leaders in the areas where we are set up in, set up our RMC units.
- Jairaj Jain:** Okay, so and can you give me bifurcation of your government and non-government contribution to your revenue order book?
- Prasanna D:** We have a 100% government order book as of now. We have we do not have any other private orders in our order book as of now.
- Jairaj Jain:** So, do you have any plans to go and have a partnership in private firms?
- Prasanna D:** We are also pitching our marketing team to go ahead for the private orders also.
- Jairaj Jain:** Okay, so great and so can you tell me like in how many days do you receive full payment from the government? In how many days do you receive full payment like whenever you go for an order book?
- Prasanna D:** Normally, we receive it in 60 days.
- Jairaj Jain:** Okay, so average collection period is of 60 days, right?
- Prasanna D:** Yes, few projects we reserve earlier, few projects we get it delayed. So, on an average, it works out to 60 days.
- Jairaj Jain:** Okay, sir. Thank you, sir.
- Moderator:** Thank you. The next question is from the line of Aryan an Individual Investor. Please go ahead.

- Aryan:** Good evening, sir. Excellent, response, sir. What about the competition in your road setter, sir? Is it easy to get orders or is it tough to get orders?
- Prasanna D:** Sorry, every field has its own competition, sir. It is easy as well as tough, sir.
- Aryan:** And what about the competition in solar EPC?
- Prasanna D:** Solar EPC is a real tough market and now it is venturing everywhere. Many people are venturing into solar EPC. And we are pretty new to that, and we are in the initial stages of assessment of the market and market study. We are doing everything. Hope to make it easier to bag few orders what is required to run the company.
- Aryan:** Okay. Other than the road setter, what are you doing in future?
- Prasanna D:** So, we are planning to venture into irrigation and as well as buildings and this plug and play things like high-rise towers and all.
- Aryan:** Thank you, sir. Happy New Year.
- Moderator:** Thank you. The next question is from the line of Rajendra Parsi, an individual investor. Please go ahead.
- Rajendra Parsi:** First of all, congratulations to you on this stellar performance for H1. My question is, are we still in line to achieve INR250 crores revenue in FY25 this year?
- Prasanna D:** Definitely, sir. 100%.
- Rajendra Parsi:** And as you have mentioned in the previous phone calls as well that, we expect to get an order book of INR400 crores to INR500 crores in this FY. And up until now, we have got almost INR130 crores order book. So, are we confident that we can cover the rest in H2?
- Prasanna D:** Yes, sir. Definitely. 100%, we'd be able to cover that, sir.
- Rajendra Parsi:** Thank you for the answers and wish you all the best.
- Prasanna D:** Thank you very much, sir. Wish you all the best too, sir.
- Moderator:** Thank you. The next question is from the line of Viraj Yadav, an Individual Investor. Please go ahead.
- Viraj Yadav:** Could you please share your approach to managing cost pressures in the face of fluctuating raw material prices? And what specific strategies are being deployed to protect margins?
- Prasanna D:** Sir, your voice is not clear. So, can you please repeat?
- Viraj Yadav:** Now it's audible?
- Prasanna D:** Yes.

- Viraj Yadav:** Could you please share your approach to managing cost pressures in the face of fluctuating raw material prices? And what specific strategies are being deployed to protect margins?
- Prasanna D:** So, margins are always protected with the escalation clause with respect to the departmental works or government contracts what we take. And as well as we have a rigid purchase team, which takes care of the purchase and the fluctuating markets, and they keep the study, and they keep a watch over the market. If the market is going to rise or something, we procure enough materials and we stock it when it comes to steel or something.
- And other raw material we have a good wrap around with the people who are suppliers, and we have our cost cut out before the project is started. So, whatever we do the estimation and quote before the tender, we very much stick on to that and we get it done at that market price, what we have quoted, what we have tendered or something like that. So, touchwood we have not faced any problem till date in this regard.
- Viraj Yadav:** Thank you.
- Moderator:** Thank you. The next question is from the line of Deepika Singh. Please go ahead.
- Deepika Singh:** So, first of all, thank you for the opportunity. Sir I would like to know about the margin improvement achieved in H1 and are these levels are sustainable?
- Prasanna D:** What you said the last line was not audible to me.
- Deepika Singh:** Sir I am asking about the margin improvement achieved in H1 and are these levels sustainable going forward?
- Prasanna D:** These margins are always sustainable, and we are beginning that striving hard and we are expecting to maintain this and sustain this margin levels at all point of time.
- Deepika Singh:** Okay. And what impact do you anticipate from the NHA of India contract on FY25 financial performance?
- Prasanna D:** I am sorry, can you please repeat this? Your voice is distorted.
- Deepika Singh:** Just one second. Is this fine now?
- Prasanna D:** Yes very much fine.
- Deepika Singh:** Okay. So, my next question is this. What impact do you anticipate from the National High Authority of India contract on FY25 financial performance?
- Prasanna D:** What is that NHAI?
- Deepika Singh:** Contracts on FY25 financial performance, so what will be the impact you are expecting?
- Prasanna D:** I am not getting your question. It is not clear.

- Deepika Singh:** I am saying what kind of – means what impact do you anticipate from the National High Authority of India contract on FY25 for financial performance?
- Prasanna D:** We have many NHAI contracts. We have around three to four contracts running at the current level and that will definitely help us to increase the top line of the company and having as a premium client for us, they support us in all ways. So, that will definitely have a positive impact on the balance sheet.
- Deepika Singh:** Okay, sir. Thank you so much, sir.
- Moderator:** Thank you. The next question is from the line of Nandan, an Individual Investor. Please go ahead.
- Nandan:** First of all, congratulations for the very good start. So, my question is on the fresh new orders that you have guided for. So, are you bidding for the HAM or EPC projects for this fresh new orders that you have guided for?
- Prasanna D:** No, it is all EPC as of now. The one HAM we are in the pipeline. It is not getting fruitful as of now. It is still in the pipeline only and we are all bidding for the EPC sector only.
- Nandan:** Okay. And will this be in the JV or on the individual capacity?
- Prasanna D:** We are bidding in both the capacity, even in JV and as well as in individual capacity.
- Nandan:** And I mean what will be sir our bid pipeline as of now current bid pipeline, if you can share?
- Prasanna D:** We have around INR600 crores to INR700 crores of bids in pipeline.
- Nandan:** Okay, sir. And sir where are we concentrating more apart from Tamil Nadu since you said that we are trying to establish into the other states..
- Prasanna D:** Yes, we are actually targeting a few projects in Karnataka, one in Hyderabad and in North also in Madhya Pradesh also.
- Nandan:** Okay sir. So, we can expect new INR750 CR orders by FY25?
- Prasanna D:** Yes, positively.
- Nandan:** And all the Solar and all other orders will be over and above that, if and when they come?
- Prasanna D:** Yes, of course, Solar we are targeting in a different venue and I'm not talking anything about Solar. Solar we will be positively doing a good number in the next year and this year we are hopeful of getting a few orders and I don't - I could not commit anything on the numbers of what we are going to complete this year.
- Nandan:** Okay sir. Yes, thank you very much. That's all from my side. Wish you all the best, sir.
- Prasanna D:** Yes, thank you very much. Wish you all the best too.

Moderator: Thank you. The next question is from the line of Nitin James, an individual investor. Please go ahead.

Nitin James: Hello, sir. I just have one question. I don't know if it was answered before. I kind of got dropped in between. So, as per your earlier concall you had mentioned that for FY25, that is this financial year you will be targeting a turnover of INR250 CR and for the next year, you would be doing INR500 crores. I just wanted to know if these numbers are still the aspiration what we have?

Prasanna D: Yes, sir. 100% this will be achievable. Anything in over and above that will be a bonus for the company.

Nitin James: Perfect, sir. Thank you for letting us know that and you will maintain the margins the net margins around 13%?

Prasanna D: It will be maintained.

Nitin James: Thank you so much sir.

Moderator: Thank you. The next question is from the line of Tara Kaur from [inaudible 42:01]. Please go ahead.

Tara Kaur: Sir my question is that is there any specific dividend policy in place for near future?

Prasanna D: Pardon ma'am.

Tara Kaur: Is there any specific dividend policy in the coming future?

Prasanna D: Your voice is not audible. If you are on speaker, can you just change it to the phone mode?

Moderator: Yes. Can you hear me?

Prasanna D: Yes.

Tara Kaur: I am saying that is there any specific dividend policies in the future?

Prasanna D: No, we have not thought about anything about the dividend since this being the first year after our listing, we have not given any thought about the dividend policies. We will let you know about this shortly.

Tara Kaur: And sir what is our debtors day?

Prasanna D: Priyanka can you answer this.

Priyanka Singh: Yes. So, it is an average it is around 81 days as of now.

Tara Kaur: Okay. And any improvement in the near future that we are going to see?

- Priyanka Singh:** Ma'am, we are actually basically between 60 to 90 days. But for our industry 81 days is a good to go, but we are trying to drop it down to 60. Hopefully, we will do it by March, ma'am.
- Tara Kaur:** Okay. Thank you so much.
- Prasanna D:** Thank you ma'am.
- Moderator:** Thank you. The next question is from the line of Ajinkya Pawar, an Individual Investor. Please go ahead.
- Ajinkya Pawar:** Simple question, sir. I wish I become a part of your company. If I see our company down the line 3 years to 5 years.
- Moderator:** Mr. Ajinkya, you are not audible. Can you please use your handset?
- Ajinkya Pawar:** Sir, I wish to be a part of your company. I just follow each and every activity you do on Twitter or anywhere. I just want to grow with you, and I just wanted a view from your side that how our company will shape in 3 to 5 years down the time.
- Prasanna D:** Sir, 3 years to 5 years down the line, we will be in the main board, sir. Our top line will be at least INR1000 crores.
- Ajinkya Pawar:** Okay. So that will be my dream.
- Prasanna D:** We are always happy to work with investors like you. You are most welcome anytime.
- Ajinkya Pawar:** Okay. Thank you so much.
- Prasanna D:** Thank you sir.
- Moderator:** Thank you. As there are no further questions from the participants, I now hand the conference over to Mr. Ganesh for closing comments.
- Ganesh:** Thank you everyone for joining the conference call of AVP Infracon Limited. If you have any further queries, you can write us at Research@kirinadvisors.com. Once again thank you everyone for joining the conference.
- Prasanna D:** Thank you all for joining.
- Moderator:** Thank you. On behalf of Kirin Advisors, that concludes this conference. Thank you for joining us and you may now disconnect your lines.
- Prasanna D:** Thank you.