ENCOMPASS

To,
The Manager
Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor Plot No. C-1,
Block G Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051

Date: November 23, 2026

Company Symbol: **ENCOMPAS; ISIN: INE433T01015**

Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Transcript of Earnings Call for H1 FY27.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit the transcript of the earnings conference call held with investors on Thursday, November 19, 2026, at 4:00 P.M. (IST), to discuss the Company's financial performance for the half-year ended September 30, 2026 (H1 FY27).

The same shall also be made available on the website of the Company at https://encompass.co.in/.

Kindly take the same on your record and acknowledge the receipt.

For Encompass Design India Limited

AMIT RAJENDRAPRASAD DALMIA
Digitally signed by AMIT RAJENDRAPRASAD DALMIA
Date: 2026.11.23 18:10:05 +05'30'

Amit Rajendraprasad Dalmia
Chairman & Managing Director
DIN: 00210919

Encl.: As above

ENCOMPASS

Encompass Design India Limited H1FY27 Earnings Call

November 19, 2026

ENCOMPASS

Atlas Capital
CAPITAL MARKETS & STRATEGIC ADVISORY

Management: Mr. Amit Dalmia - Chairman & Managing Director
Mr. Yogendra Vashishtha - Chief Strategy Officer
Mr. Ruman Agarwal - Whole-Time Director
Mr. Krishnan Gopalakrishnan – Principal, Finance & Capital
Mr. Tarak Nagda - Chief Financial Officer

Moderator: Ms. Harsha Hotwani – Atlas Capital

Moderator: Ladies and gentlemen, good day and welcome to the Encompass Design India Limited H1 FY27 earnings call hosted by Atlas Capital. As a reminder, all participants' lines will be in the listen-only mode and there will be an opportunity for you to ask a question after the presentation concludes. Please note that this conference is being recorded. I will now hand over the floor to Mr. Amit Dalmia, Chairman and MD. Thank you and over to you, sir.

Amit Dalmia: Thank you. Good afternoon, ladies and gentlemen, and thank you for joining Encompass Design India Limited's first earnings conference call. I am joined today by Mr. Yogendra Vashishtha, our Chief Strategy Officer, Mr. Ruman Agarwal, Whole-Time Director, Mr. Krishnan Gopalakrishnan, Principal - Finance and Capital, and Mr. Tarak Nagda, Chief Financial Officer. We are also joined by Ms. Harsha Hotwani of Atlas Capital, our Investor Relations Advisor. As this is our first call as a listed company, I will spend a little more time than usual setting out the opportunity we are pursuing, why we believe Encompass is built to capture it, and how our brands are performing. Krishnan will then take you through the financials, after which, we will take your questions.

A brief note on our origins. Encompass began in 2010 as a trading business and later expanded into e-commerce services. These businesses provided the corporate platform, digital commerce expertise, and cash flows from which we launched our consumer brands business in 2022. Today, they operate smoothly while leadership attention and growth capital are focused on consumer brands, which contributed 43% of revenue in H1 FY27 and which we expect to account for the majority of our revenue from this Financial Year itself.

Let me now turn to the opportunity because it shapes everything we do. We see three structural shifts in Indian consumption. First, the rise of affluent India. India's top 10, roughly 130 to 140 million people, is comparable in size to the population of Mexico and already accounts for about two-thirds of the country's discretionary spending. Household earnings over 15 lakhs a year at 2020-2021 prices are expected to grow from about 24 million to about 65 million by 2030-31, more than two-and-a-half times today's number. Within this group, rich households earning over 30 lakhs represent under 4% of Indian households, yet account for about 17% of all household spending. This consumer is well travelled and globally exposed. They are seeking better design, better ingredients, better experience and are willing to pay for them. Second, growth is shifting towards new age brands. India's established consumer companies were built to serve mass India and have done so exceptionally well. Their portfolios, supply chains, and cost structures are optimized for scale and affordability. Serving the new aspirations calls for substantially different products, price points, and channels, and adapting a mass market model to meet those needs takes time.

India's new age brands reached about US $7.5 billion in revenue in 2025, up from about $2 billion five years earlier, and are growing more than three times faster than their categories, yet still hold less than 2% share of most of them. The runway remains long. Third, established companies are increasingly acquiring in this new age brand led growth. About two thirds of FMCG acquisitions over the last five years were of direct-to-consumer brands, most aimed at premium segments. Buyers include India's leading consumer companies, global majors, and private equity firms, with recent examples including Hindustan Lever's acquisition of Minimalist, Tata Consumers' acquisitions of Capital Foods, the owners of Ching's Secret, and L'Oreal's investment this year in Innovist, the company behind Bare Anatomy. Consistently, buyers have paid a premium for brands that combine scale, differentiation, and profitability. Together, these shifts create a large underserved market and an active route to value realization for the brands that succeed in it. With this backdrop, let me talk about how Encompass is building to address precisely this opportunity with premium brands designed from the ground up for affluent India.

Encompass is a brand asset creation engine that builds, scales, and monetizes new age brands. We identify categories where the affluent consumer is underserved, build differentiated brands, scale them across digital and offline channels and at the right stage, realize value through strategic exits, recycling that capital into the next generation of brands. Four features make this model distinctive. First, a shared platform across design, creative performance marketing, marketplace management, technology, and supply chain is built once. Each new brand therefore requires lower incremental investments than a standalone business would. The sourcing, design and distribution capabilities built for Stoa, for instance, underpinned the launch of QuirkLoom and Blisshome. Second, profitability from the outset. Only about a third of direct-to-consumer brands report operating profits. Our Consumer brand segments, by contrast, have delivered an EBITDA margin of over 45% in H1 FY27. We build for unit economics, not just growth. Third, a disciplined playbook. We select categories based on consumer demand, repeat potential, high gross margin, competitive intensity, and platform fit. We validate through digital channels and we scale investment only once product market fit is established. We do not launch brands simply to add to the portfolio. Fourth, a route to value creation is through strategic transactions in a market that, as I have described, is already active. We will divest a brand only when its maturity, buyer interest and achievable value warrant it, not merely because it has reached a particular size.

Let me walk you through our brands and their operating performance. Stoa Paris, launched in 2022, is a premium design-led home furnishing brand. It has grown from 25 SKUs to more than 400 SKUs today, with presence across marketplaces, its own digital channels, quick commerce, and 65 offline stores, including Reliance, Centro, and Home Town. In H1 FY27, revenue grew 62% year-on-year to ₹14.6 crores at a gross margin of 68.3% and a

contribution margin of 41.3%. Leveraging the Stoa platform, QuirkLoom with playful design forward products for younger consumers, and Blisshome, focused on functional essentials such as fitted bedsheets, extend our presence in home with minimal additional infrastructure. Both are at an early stage with focus on building their portfolios and distribution.

Small Batch, launched in 2023, is a gourmet food brand offering chef-led sauces, chilli oils, premium ketchups, condiments, and now extending into cocktail mixers and chocolates. Food adds higher purchase frequency and repeat to our portfolio. In H1 FY27, revenue grew 199% year-on-year to ₹6.1 crores at a gross margin of 74.6% and a contribution margin of 54.8%. Two very different categories, one playbook, and in both cases, gross margin of 68% to 75% with strong contribution margins. Our next category is the men's innerwear and loungewear, through the proposed acquisition of Ballr Apparels, the company behind Bummer. We believe this is another category in which affluent consumers are underserved. Our immediate priority is to complete the transaction and integrate the business onto our platform. Looking ahead, our priorities are clear. Scale our existing brands through distribution, product innovation, and brand awareness. Enter new categories where affluent India is underserved and our platform gives us an advantage. Drive operating leverage as the portfolio grows and allocate capital with discipline, including pursuing value realization opportunities as our brands mature. We believe affluent India is one of the most significant consumer opportunities of this decade, and Encompass has been purpose-built to capture it. With that, I will hand it over to Krishnan.

Krishnan: Thank you, Amit, and good afternoon, everyone. H1 FY27 was a strong half. Revenue from operations grew 69% year-on-year to ₹47.5 crores. EBITDA grew 74% to ₹15.5 crores with the margin expanding to 32.6% from 31.4%. Profit after tax grew 86% to ₹9.3 crores with the PAT margin improving to 19.5% from 17.9%. Profits are growing faster than revenue because the mix is shifting towards the consumer brands, our highest margin segment. Consumer brands revenue grew 148% to ₹20.7 crores, comprising ₹14.6 crores from Stoa Paris and ₹6.1 crores from Small Batch. Segment EBITDA rose to ₹9.4 crores from ₹3.8 crores at a margin of 45.3%. Consumer brands now contribute 43% of group revenue, up from approximately 30% a year ago, and over 60% of group EBITDA. Our established businesses performed steadily. Gated markets and e-commerce revenue grew 10% to ₹10.8 crores, with EBITDA of ₹2.97 crores at a 27.6% margin. Trading revenue was ₹16.1 crores against ₹10 crores last year, with EBITDA of ₹3.2 crores at a 19.7% margin. On the balance sheet, cash and bank balances stood at ₹45.2 crores against total borrowings of ₹18.9 crores, comprising ₹5.9 crores long term and ₹13 crores short term, giving us a net cash position of approximately ₹26 crores. Borrowings increased from ₹13 crores at the end of FY26, reflecting investments and working capital to support growth. Inventory rose to ₹23.3 crores from ₹16.3 crores with the scale up in operations, while debtor days remained stable at 57.

Improving cash conversion is a clear priority through tighter inventory planning, disciplined receivables management and keeping working capital aligned with growth. As we look ahead for FY27, we expect consolidated revenue to grow by approximately 50% to 55%. As we expect H1 momentum to strengthen in the second half, with consumer brands contributing close to 60% of H2 revenue and over half of full year revenue up from 43% in H1. For FY28, we expect growth to accelerate further to over 60%. This will be led by consumer brands, which we expect to more than double and to account for close to 80% of group revenue. Our e-commerce services business is expected to remain broadly stable, while trading revenues are expected to reduce proportionally as we deliberately deploy working capital towards our brands. We are also broadening the channel mix of our brands to build a more resilient and scalable business. For Stoa Paris, we expect offline retail to grow from about 3% of sales to about 15% and marketplaces beyond Amazon from about 9% to about 15%. With our own direct-to-consumer channel moving from about 60% to about 50%. Small Batch on a similar path with offline expected to rise from about 5% to 15% of sales. As consumer brands become a larger share of the business, we expect consolidated EBITDA margin to expand progressively even as we continue to invest in building our brand. Thank you. I would now request the moderator to open the line for questions.

Moderator: Thank you, ladies and gentlemen. We will now begin with the question and answer session. Anyone who wishes to ask a question may click on the raise hand icon from the participant tab on your screen. We will take our first question from Mr. Tushar Agrawal from TrueTribe Advisors.

Tushar Agrawal: Hi Amit ji and hi Krishnan ji. Good set of numbers. So, I have a bunch of questions. I will start with my first one. So, in your model, when you think about selling a brand, what are the parameters on which you decide that you are going to sell the brand? I mean, what scale, what profitability, any other parameters in mind when you think that you should let go of a brand?

Amit Dalmia: Sure, Tushar. Let me contextualize this as a fundamental to start. First of all, we will not sell a brand just because it reaches a particular size. So there is no single revenue number that triggers an exit. We look at a set of markers together right? Which is traction in the market, recent deals, buyer interest, etc, right? The main ones essentially are achieve scale in what is relevant to the category, healthy gross margins and contribution margins with steady state growth and strong repeat customer base. Typically, this is what we have found to be very attractive for buyers. We then look for an opportunity where the multiple of a certain value the brand fetches is attractive and we have an equally or more compelling opportunity to deploy the capital in another brand in our flywheel. So, we are a bit flexible

there. Today our focus is on scaling Stoa Paris and Small Batch and we are not actively marketing any brand for sale. Does that broadly answer your question Tushar?

Tushar Agrawal: Okay and what kind of multiple would we look at?

Amit Dalmia: They are market dependent. Typically, most of the deals today, which we have seen in the market over the last two years, and even in the current year, typically it has ranged between 3x to 8x of revenue.

Tushar Agrawal: Okay. A follow up on that. So let us say if we decide to sell a particular brand, how do we backfill the same, you know, numbers in our business? Because if we see today, brands are doing like 60% of EBITDA and if we decide to sell one of our brands then how do we fill this leakage of top line, bottom line, which happens in our business? I am sure you would be building other brands, but what is the strategy around that? How do we build a pipeline? And at what stage are we comfortable with the pipeline so that we can go and sell one of our businesses?

Amit Dalmia: We look at ourselves as a house of brands and we need to have a Flywheel of brands. We have two brands that are scaling up, and the two that will reach the same potential this time next year. So, when we say a flywheel, we have identified certain opportunities which will unveil as we feel the time is right. So, right now, we have two that are really scaling up well, and the two that will be pushing forward. We intend to plan exits so that they do not leave a gap. So, you know, like I said, since it is a flywheel, the maturity of the brands will be such that there would not be any, we do not expect any dramatic changes in the revenue trends to happen. We would sell only when other brands are scale enough to carry growth and when proceeds can fund new launches that start contributing. So, broadly, that will be, I mean, it would not be a knee-jerk kind of thing unless the opportunity is too good. So, at any point of time, we will have something better to reinvest in. That is when we will look at exiting the brand. We are confident that our flywheel of brands will provide us one exit opportunity every year, if not at least once in two years. And while the multiples, the brand fetches may vary, the brands in the bouquet will continue generating revenues. So it is not a question of one or two brands. We will have, like I said, a flywheel. So, one after another, they will kind of replace which brand we exit from. So that is the broad plan to keep things steady.

Tushar Agrawal: Okay. And last one from my side, and then I will re-join the queue. So when we look at a cost base today, how are we dividing that across brands and how much portion is the shared platform in that? So let us say our employee base and other expenses which we have today, how do we define when it comes to accounting what portion is brand specific, what portion is shared platform? Any thoughts on that?

Yogendra Vashishtha: So, very quickly, like, you know, we have a structure wherein the brands operate with clearly identified people who drive the distribution, the production and the logistics of that particular brand. The shared platform is the obvious ones like finance and treasury and human resources. Besides that, the shared platform is our warehouse. These are the ones that are the user functions. From a brand perspective, the key one is the creators, the marketing, i.e., performance marketing, creative design. All the shared functions are the operating platform. So, it is very clearly identifiable when the expenses are the same as to which one pertains to which is common and which pertains to a particular brand.

Amit Dalmia: So, let me just add to what Yogi sir is saying. First of all, we have a very clear definition of what is shared services and what are brand functions. A brand function typically, each brand at a category level has 10 to 15 people broken up into eight to nine people within a brand under that category. These all sit on a shared agency functions which we have created internally. Now, we work largely on a strict budget, and then provide model. So, cost centres are very well captured within each sort of brand ledger, if you may call it so.

Tushar Agrawal: Okay. I mean, if we have to just separate our brand business from a trading business, what is the EBITDA margin today which includes you know all the shared platform cost as well. So, after shared platform and all the cost, what is the EBITDA margin today in the brand business?

Amit Dalmia: EBITDA margin for the brands is about 45%.

Tushar Agrawal: And this includes all the cost, I mean, employee cost and other expenses?

Amit Dalmia: Yes.

Tushar Agrawal: Okay. That is it from my side. Thank you for answering my question. I will join back in the queue later.

Moderator: Thank you. We take our next question from Saurabh Vyas, Systematix AIF.

Saurabh Vyas: My question is regarding the consumer brands. It is right now consisting of 43% of our revenue. So, how fast do you see the thing that this mix will shift and what happens in the coming quarters or maybe in a few years that this mix will shift towards the trading and e-commerce sector. This is my first question I will follow up on the second question.

Amit Dalmia: Let me address this so our brands business grew about 148% to ₹20.7 crores in H1 FY27 and it was 43% of H1 FY27 the revenue, we expect the share to keep rising over time to become majority of the group revenue 52% for this financial year. Trading and e-commerce

business will keep serving their markets and contributing to profit, but their relative share would fall as the brand's business grows. So, for example, in 2027-28, we are targeting revenue contribution by brands to about 80% of group revenue.

Saurabh Vyas: Got it. And my second question is regarding the mix between the D2C online, other marketplaces, and offline specifically for Stoa Paris, and Small Batch. And how do you expect that the mix will change in lets say, coming next two years from now, or maybe three years from now?

Amit Dalmia: Currently, both Stoa and Small Batch have a different share of D2C versus other marketplaces versus offline. Stoa today is about 62% D2C online, 34% with other marketplaces and quick commerce, and 3% offline. And Small Batch, similarly is at 72% D2C, 23% other marketplaces and quick commerce, and about 5% offline. Now, we see that this in the next two to three years, the channel mix will evolve. Stoa will go to 50% in D2C from 62% and will remain about 35% with the other marketplaces but its offline business will grow from the current 3% to 15%. So, a lot of shift is likely to happen from D2C to offline for Stoa Paris. For Small Batch, the D2C percentage contribution will come down from current 72% to 60% and this will shift more and more to other marketplaces and quick commerce and significantly to offline. Because offline is, I mean, number of stores and number of doors that are available for Small Batch is also very significant. So that is how we foresee the change of mix over the next two to three years.

Saurabh Vyas: Got it. My last question is on a bit of a strategic point like, how many brands does the company as of now want to build and operate at a particular point of time, and how do we decide that? At what point at what certain point of level will be okay to expand our brand or add on the next one into our portfolio?

Yogendra Vashishtha: Well, currently our thinking is that we should have a good, robust portfolio of three, four, maybe five brands set at any point in time. We will not have a huge number of brands, but this going forward might change. But as of now, this is what we are thinking about. Okay, currently we have like Krishnan and Amit mentioned Stoa Paris and Small Batch and there are two sub-brands of Stoa Paris, QuirkLoom and Blisshome. So these are the brands that we have which we call as two brands and we are in the early stage of, like Krishnan mentioned, acquisition of Bummer which will become our third brand really. So, we kind of add brand only when the earlier ones have reached a stage where our shared platform cost can support another launch. So, when we have that infrastructure that can support another launch without adding too much additional cost or without stretching the team or the working capital that we currently have. So, each new brand will have clear thesis, will be a consumer demand? Do we have repeat purchase potential? Does that brand and that

category offer good gross margin and room to differentiate? So, this is how we will look at our portfolio at any point in time.

Saurabh Vyas: Got it. Thank you so much. And I will join back in the queue.

Amit Dalmia: You are welcome. Thank you.

Moderator: Thank you. Our next question is from Ayush Nagotkar from Analayam Capital.

Ayush Nagotkar: I have just a bunch of questions that over the next three to five years what should the investor use as a primary measure of success? Will it be the number of brands, scale revenue contribution from own brand, portfolio level profitability, cash generation, or just strategic exits and capital recycling? What should we see over the next three to five years in this?

Amit Dalmia: I think with the thesis that we have and that we are looking at building and monetizing brands, so the most important metric for us is our ability to scale brands and manage one to two exits in the foreseeable future that I think would be the most important metric for us. The exit potential for the brands that we would be looking at would be category specific, but with the current brands we look at an approximate ARR of ₹ 75 odd crores when we think the brand should be in the consideration for an exit. So, our ability to therefore scale the brand to that ARR and manage one or two exits is what we are looking at as a very laser sharp success metrics in the coming recent future.

Ayush Nagotkar: Okay. And my next question is that inventory and trade receivables have increased. So is this increase primarily driven by higher business volumes, new brand launches, channel expansion or longer capital cycle? So, what is expected normalized better and inventory levels as business scales up forward?

Yogendra Vashishtha: Actually, it has been a mix of most of the points that you have raised. Higher business volume of course, because dramatically we have grown. While new brand launches would not be the right way of putting it, we launched a lot of new designs and hence the SKUs increased. Channel expansion has also been because the terms of operation of a D2C online is very different from an offline or a marketplace. So, it is a combination of all these points that have been further, we kind of plan to have watches from the inventory point of view because there was a lot of volatility early in the financial year, April, May, June, because of the international issues. And then by the end, we did scale up quite dramatically, and we are also in preparation for the festival season that is going on now. And so that has primarily been the result, the drivers for the higher inventory stocking. Going forward in terms of receivable days, we have been stable wherever we have been there may be a slight change.

Right now we are around the 60 days mark. We may be thereabouts or depending on the offline growth, we may get to probably 70 on the outside. Having said that for inventory, it is a little trickier because it is a function of what kind of growth we expect in the future versus if it is a festival season or an Amazon big sale day or things like that. So it is difficult to predict the point of time. But at any stage, I think as a usual, this thing we feel a four months stock of inventory is a reasonable because designs and this thing picks up based on campaign, so you have got to be prepared at all points of time.

Ayush Nagotkar: Okay and my last question is that what is the long-term strategic role of our non-brand business within Encompass? So, is it primarily a cash flow engine or a distribution platform or you intend to scale it independently?

Amit Dalmia: So, the non-brands have very steady ecosystems. It has been like, you know, consistent for quite some time. So, we will let it be. We do not see any reason to kind of alter the thing. Having said that, if any opportunity presents itself, we may utilize that opportunity, but our focus will be primarily on growth of the brands.

Ayush Nagotkar: Okay. Thank you. That is it from my side.

Amit Dalmia: Thanks.

Moderator: Thank you. We take our next question from Tushar Agrawal, follow up question from TrueTribe Advisors.

Tushar Agrawal: I have two small follow-up questions. One, I was looking at the balance sheet and I can see some 24, 25 crores of capex. Can you explain what is that? I mean, what are those fixed assets?

Amit Dalmia: The tangible assets, comprises of building premises that we own and we work out of. The intangible assets are our brand expenses which we believe will give us enduring benefits as we build the brand and it will give us benefits over a period of time. And as we exit the brand those expenses will get knocked off against the capital receipts of that particular brand exit.

Tushar Agrawal: Yes, so we have 25 crores of building and infra in our fixed assets?

Krishnan G: Yes.

Tushar Agrawal: Okay. And on these intangibles, so how do we look at return on capital? So, we make an acquisition. How do we think about a return on capital target from that particular

acquisition once we exit that, any thoughts or any benchmarks that you have in mind for that?

Yogendra Vashishtha: So, like Amit referred to earlier, see the exit out of, I presume you are meaning the exit that we make for a brand?

Tushar Agrawal: Yes.

Yogendra Vashishtha: Because we are not like, the proposed acquisition is just a good opportunity that we felt, otherwise, we would not be acquiring brands. But having said that, for the brands in a bouquet, it is a function of the multiple that we get, the interest that is shown because there are only established industry players who would like to buy a brand who do not want to go through the entire cycle of trying and failing at creating a brand. So that is the reason we see these recent spate of acquisitions of like Minimalist, Innovist, and Ching's Secret that Amit mentioned. So, as I said, our idea is to grow a brand, continue growing the flywheel of brands. So the steady state revenues are taken care of, but whenever there is an exit of a brand, that will go into developing new brands. So, the capital receipt will take care of, you know, so there is no specific aim in terms of the ROCE to be achieved. It is a function of the multiple that we get and the kind of business interest that we get. And if you feel it is the right opportunity then we will go ahead with it. So primarily it is the multiple that we get and the interest that is shown from this thing. Amit, any other?

Amit Dalmia: Yes, broadly, that is the goal.

Yogendra Vashishtha: Like we said, the other thing is, like, recently we are seeing anything from 3 to 8x, like the FMCG kind of this thing gets a higher multiple. The other staples, like furnishings and all, have a lower multiple. So it depends, and that too depends on the urgency and the need of the buyer. So that is how we look at it. But in terms of normal revenue projection, we will go with the brand sales and with the revenue sales from the SKUs. And brand sales will be an opportunity that comes and we have not specifically planned a particular ROCE on that.

Moderator: Thank you. Our next question is from Dhruman Jethwa from Centra Insights LLP.

Dhruman Jethwa: My first question is regarding the EBITDA margin, and the EBITDA margin has risen to 32.6% from 31.4%. So, what drove it, and is this level sustainable?

Amit Dalmia: The consumer brand's sale is increased, which has a higher EBITDA, right? So that is come in the presentation. It is about 45% against a much more muted this thing. And as we grow, we are looking at, like the brand is contributing to about 60% later next year, probably 70% to 80% of our sales. So, the margins should go up. So, my point is that if the brands, as they

move up from the current levels to probably 60%, 80% as we go forward, obviously their margins are higher. So, our margins will tend to move higher. Having said that, it is a function of competition and this thing, but we are fundamentally very good earning margin brands. So I think we can safely presume it will go higher as a contribution of brand sales increases.

Dhruman Jethwa: Okay. And my second question is related to that you have planned to raise ₹95 crores through a preference issue, but raised ₹44 crores less than a half. So why was the issue only partly subscribed at 250? And what did you cut as a result? And do you need more capital to fund the working capital, new brands or acquisition? And if so, how and when will you raise it?

Amit Dalmia: So, yes, we did short close on that. I think it was purely, we have all witnessed the volatility markets had over the last quarter or so. In fact, even going before that, specifically in the last quarter. So, because of these broader capital market impacts, we did close short. But because we raised less, we reprioritized the use of funds. Working capital is now at ₹20 crores, which is the largest item because inventory and receivables grow as the brand scale. Loan repayment is ₹10 crores, which lowers borrowings, new consumer categories is now around ₹6 crores. IT infrastructure spend is about ₹2 crores, coupled with warehouse repairs, general, etc., amounting to another 1.5 to 1.7 crores.

Dhruman Jethwa: Okay and what is our outlook for H2 FY27 which segment are expected to drive one growth and are there any seasonal factor or planned investment that investor factor into their expectation?

Amit Dalmia: So from a growth point of view as I mentioned in my speech earlier we will look at brand business closing at about 52% of this year's revenue. We do have seasonality typically we look at a 60/40 ratio of H2 to H1 and as far as the new capital, yes, typically brands business are capital hungry so it will be an option, which we will explore since we are planning to launch a flywheel of brands it is also a function of any of our brand exiting so there are a couple of moving pieces to the whole thing. We are keeping all our options open.

Dhruman Jethwa: Okay. That is all from my side. All the best for the future.

Amit Dalmia: Okay. Thank you all for your participation and your questions. We appreciate your interest in Encompass and will continue to keep our investors informed of our progress. Thank you all and have a good day.

Moderator: Thank you. On behalf of Atlas Capital, that concludes this conference call. Thank you for joining us, and you may now disconnect your lines. Thank you.