November 03, 2026

The Manager (CRD) **The BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai- 400001	The Manager – Listing Department **National Stock Exchange of India Ltd** Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (East) Mumbai - 400 051
Scrip Code: 530117	**Symbol: PRIVISCL**

Dear Sir / Madam,

Ref: Letter dated October 30, 2026, providing Audio link of the Analyst / Investors Meet

Sub: Transcript of Analyst/ Investors Meet held on Friday, October 30, 2026

In addition to Audio Link shared via letter dated October 30, 2026, please also find enclosed the transcript of the Analysts/Investors Call on the Un-audited Standalone and Consolidated Financial Results of Privi Speciality Chemicals Limited for the quarter and half year ended September 30, 2026, held on October 30,2026.

You are requested to kindly take the same on record.

Thanking you.

Yours Sincerely,
For **Privi Speciality Chemicals Limited**

Ashwini Saumil Shah
Digitally signed by Ashwini Saumil Shah
Date: 2026.11.03 17:35:47 +05'30'

Ashwini Saumil Shah
Company Secretary

Encl: As above

PRIVI SPECIALITY CHEMICALS LIMITED

Privi Speciality Chemicals Limited

Q2 & H1 FY27 Earnings Conference Call

October 30, 2026

PRIVI SPECIALITY CHEMICALS LIMITED

ADFACTORS PR
Reputation & Critical Issues Advisory

CHORUS CALL

MANAGEMENT: **MR. MAHESH BABANI – CHAIRMAN AND MANAGING DIRECTOR – PRIVI SPECIALITY CHEMICALS LIMITED**
MR. R.S. RAJAN – PRESIDENT – PRIVI SPECIALITY CHEMICALS LIMITED
MR. NARAYAN S. IYER – CHIEF FINANCIAL OFFICER – PRIVI SPECIALITY CHEMICALS LIMITED
MR. SANJEEV PATIL – EXECUTIVE VICE PRESIDENT, STRATEGY AND BIOTECHNOLOGY – PRIVI SPECIALITY CHEMICALS LIMITED
MS. ASHWINI SHAH – COMPANY SECRETARY AND COMPLIANCE OFFICER – PRIVI SPECIALITY CHEMICALS LIMITED

Moderator: Ladies and gentlemen, good day, and welcome to Privi Speciality Chemicals Limited Q2 and H1 FY27 Earnings Conference Call. 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. 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.

From the management, we have with us Mr. Mahesh Babani, Chairman and Managing Director of the company; Mr. R.S. Rajan, President of the company; Mr. Narayan S. Iyer, Chief Financial Officer of the company; Mr. Sanjeev Patil, Executive Vice President, Strategy and Biotechnology; Ms. Ashwini Shah, Company Secretary and Compliance Officer.

And before we begin the conference call, I would like to mention that some of the statements made during the course of today's conference call may contain forward-looking statements about the company, which are based on beliefs, opinions and expectations of the company as on date of this call. These statements are not the guarantees of future performance and may involve risks and uncertainties that are difficult to predict.

I would now like to hand the conference over to Mr. Mahesh Babani, Chairman and Managing Director of Privi Speciality Chemicals. Thank you, and over to you, sir.

Mahesh Babani: Thank you, ma'am. Good evening, everyone. This is Mahesh Babani. Thank you for joining Privi Speciality Chemicals Q2 H1 '27 Earnings Conference Call. I'm pleased to share that we have delivered our strongest ever quarterly performance, notwithstanding very adverse global headwinds. We have achieved our highest ever sales and profitability. At the same time, we have been continuing to build capabilities which will support the next phase of our growth.

The performance reflects the strength of our underlying business, the relationships we have built with our customers and the investments we have made in our manufacturing capabilities. Over the past few years, our focus has been building a broader, more resilient and more differentiated specialty aroma chemical business.

Reflecting our confidence in the business and our commitment to creating value for shareholders, the Board has declared the company's first ever interim dividend of INR5 per share of face value INR10 for the financial year '26-'27. We remain encouraged by the opportunities ahead while staying focused on disciplined execution.

With that, I would like to invite my team, Mr. Rajan, Sanjeev and Narayan, to discuss our operational development and the progress we are making across our expansion and product initiatives. Thank you.

Sanjeev Patil: Thank you. This is Sanjeev Patil. Good afternoon to all the listeners and investors. As Mahesh bhai mentioned, we have achieved our highest ever quarterly total revenue of INR773 crores and EBITDA of INR212 crores. This performance has been delivered against a global backdrop

shaped by geopolitical uncertainty, changing trade flows and volatility in the input and logistic cost.

At the same time, customers continue to place strong emphasis on dependable supply and consistent quality. For a global specialty aroma chemical supplier like Privi these conditions reinforce the importance of operation reliability, diversified sourcing and process efficiency and close partnership. During Q2 and H1 of '27 our operational priorities remained firmly focused on preparing Privi for its next stage of growth. This involves adding capacity in a major manner, ensuring operational readiness, strengthening our product portfolio and building the capabilities required to scale efficiencies.

Our Phase 1 program is designed to increase install capacity from 48,000 metric tons per annum to 54,000 metric tons per annum, representing an addition of 6,000 metric tons per annum. As of 30th September 2026, this project has been completed. We are on course for implementing maltol, ethyl maltol, ethyl vanillate, that is Musty, and cyclopentanone along with other molecules planned as part of subsequent phases of expansion.

Moving products through development, sampling, customer qualification, and commercialization takes time. Each successful transition has the potential to broaden our portfolio and deepen our engagement with customers. At PRIGIV, our joint venture with Jeevadan, we remain focused on scaling the existing business and building a stronger portfolio of higher value products. The joint venture had achieved its first profitable quarter in Q4 FY26, and indeed in Q2 FY27, PRIGIV has made profit. Our focus is now on building scale, improving consistency, and supporting its continued development.

Alongside these growth initiatives, we continue to prioritize reliable supply, disciplined raw material sourcing, process efficiency, and operational excellence. These capabilities are particularly important in an environment where feedstock prices, logistic cost, and geopolitical developments can change very quickly. By strengthening these fundamentals, we aim to maintain service reliability and customer confidence while continuing to invest in future growth. To summarize, we are on track towards our 5K 1K plus vision.

With that, I will hand over to Mr. Narayan Iyer, our CFO, to take you through our financial performance. Thank you.

Narayan S. Iyer: Good evening to everyone of you, and thank you, Mahesh bhai, and thank you, Sanjeev, for the insights. And a warm welcome to all my investors in this Privi Speciality Chemicals Limited quarter 2 earnings call. I'm Narayan S. Iyer, the Chief Financial Officer, and I would like to give certain highlights with regard to the financial performance.

I'm pleased to report that quarter 2 for financial year '26-'27 was a record quarter in terms of both sales and profitability. This is an important milestone and reflects the strong operating momentum of our business and our company. Quarter 2 in financial year '26-'27 extended our strong operating momentum with a total income of INR773.16 crores, up 13.9% year-on-year and EBITDA achieved was INR212.49 crores, up 16.66% and a profit after tax of INR117.03 crores, reflecting a 24.61% growth over the previous year.

These performances were supported by broad-based demand across domestic and export markets, reflecting the resilience of our business model and our continued focus on achieving a higher profitable growth. In the previous year, out of the total revenue that we earned, an amount of INR9 crores was on account of state incentives received. And during the current year, an amount of INR1.62 crores has been received. We expect to receive more going forward during the financial year.

All our expenses during the year have been under control and in fact, have come down. And if we compare as a percentage of sales, it works to 9.72%. This has been possible due to the constant and focused monitoring of expenses and optimum utilization of our capacities, thereby reducing the fixed cost over a larger base. This has helped to ensure maintain our margins. Apart from this, the RMC as a percentage of sales has come down to about 52% as compared to 54% in quarter 1 and as against 51% for September '25 of the previous year.

EBITDA margins remained a healthy 27.48% in quarter 2 of financial year '27 as against 26.12% for the financial year '26-'27. Despite volatility in feedstock and freight costs and uncertain market conditions, we have been able to ensure to maintain our overall margins during this quarter and for the first half of the year '26-'27. We continue to focus on operational efficiencies, disciplined expense management and improving the quality of our earnings by good product mix.

We expect to maintain the momentum of growth in the near future and are working towards achieving our vision set about of the 5K:1K plus and are very confident of achieving the same by 2030. Profit after tax achieved during the quarter 2 was INR117 crores, which is up by about 25% year-on-year, while PAT for the first half year of '26-'27 was INR201 crores, up by about 29% compared to the previous year.

Now coming to some of the balance sheet items. Our balance sheet remains strong, supported by healthy financial returns and prudent leverage of operations. As on 30th September 2026, our ROCE stood at 24.30%, an improvement of 216 basis points year-on-year, while ROE increased by 134 basis points, and we have achieved a figure of 26.34%. Our net debt-to-EBITDA ratio stood at 1.07x, and our net debt to equity was 0.51x. Together with our focus on cash generation, these metrics provide a sound financial foundation to support our planned investments while maintaining balance sheet discipline.

In absolute terms, our net debt as on 30th September 2026 was INR814.51 crores. Our working capital cycle has also come down to less than 100 days during this quarter from the 124 days, which we achieved in the same period in the previous year. Our cash generated from operations for the first 6 months was INR445 crores, showing remarkable improvement over previous year, mainly on account of higher profits earned during this year.

Looking ahead, we will continue to allocate capital towards capacity expansion, new specialty products and operational improvements while maintaining a strong focus on profitable growth and cash generation. As discussed earlier by both Mr. Mahesh bhai and Sanjeev Patil, our capacity expansion program and the development of our specialty portfolio remains an important

enabler for our long-term growth ambition. We hereby reiterate that Privi is confident of achieving a growth going forward, and we expect to maintain the 20% growth overall in the coming years.

Thank you, everyone. And with that, I would request the moderator to open the floor for questions. Thank you.

Moderator: Thank you very much. We will now begin the question-and-answer session. The first question is from the line of Krish Salot from Veer Growth AIF. Sir, can you please be a little loud?

Krish Salot: Yes. Sir, based on our commissioning, so debottlenecking plant that was going to commission by September '26, hasn't been commissioned? And what would be the utilization when we can see a ramp-up in that particular debottlenecking expansion that we did?

Sanjeev Patil: Yes. The expansion has been completed. You will see part of it coming through in quarter 3, but a significant part would come in quarter 4 because that's when the new contracts really start, which are annual contracts. So we are very positive about those contracts. And you will see significant impact of that capacity utilization of almost 85% to 90% during that quarter for the expanded capacity also.

Krish Salot: So sir, we will be looking to expand a bit more debottlenecking capacity in Q4?

Sanjeev Patil: No. The capacity expansion has been completed. Now I am saying that the volumes will come in quarter 4 when we get the new contracts. So in quarter 4, you will find significant volume growth.

Krish Salot: Okay, sir. And sir, secondly, on the question was that what would be our asset turns and how are we looking to improve our asset turns further?

Narayan S. Iyer: Asset turnover has already been improved and it is really doing well. And as informed going forward, with the new molecules coming in and the high speciality chemicals also setting up, we expect a better asset turnover going forward in the Phase II and Phase III also. But as we speak, our asset turnover is at 1.7x on the fixed asset base, in fact.

Sanjeev Patil: You can see into ROCE, the ROCE is at 25% almost, 24.3%, which is a reflection of how well we are using our assets, including both working capital as well as fixed assets.

Krish Salot: And sir, just one last question. Last quarter, I had asked you regarding new kind of JVs and you had given us some understanding that we are working on 2 new partnerships that we are signing, and we are close to signing those partnership kind of agreements, strategic agreements. So have you signed those agreements? And what is the status for the same?

Sanjeev Patil: So we are working on those. It takes time, as you know, and it is work in progress. And in due course of time, we will inform you about those. But we are obviously working on the opportunities, there are opportunities on hand.

Krish Salot: Okay. And sir, lastly, are we facing some raw material tension from the freight perspective because of still the extended war scenarios in the West Asia region?

Sanjeev Patil: As we always maintain that 2/3 of our revenue, almost 70% of our revenue comes from non-petroleum source raw materials. So we do not have significant impact of this war and the situation like that.

Krish Salot: Okay sir. Thank you so much.

Moderator: The next question is from the line of Ram Arvind from iThoughtPMS.

Ram Arvind: Yes. So my first question is on the growth guidance that we have. So if I am not wrong, for the past 3, 4 quarters, we have been guiding about 20% growth, right? And so but H1 actually grew about like 15%. And if we have to reach 20% for the close of FY27, we would have to be growing way above 22% or 23%. So does the management still hold that 20% guidance?

Narayan S. Iyer: Yes, we still continue to maintain the 20% guidance. As you are aware, that normally, the first half is lower than the second half for us, and we are confident of showing a 20% growth on an annual basis. And we have always been reiterating that you have to look at us as in yearly numbers rather than only looking at quarter-on-quarter performance.

Ram Arvind: Right. And just to follow up on that, any specific segments that you see the growth coming from apart from -- we know that Pinene is the largest segment. But apart from that, do we see any other specific segment where this growth is going to come from?

Narayan S. Iyer: As informed, the overall utilization of all our plants has been around the 85%, 90%. So we expect to maintain the momentum of growth in all. And Mr. Mahesh bhai will also add to what I said.

Mahesh Babani: See, our market's usage of aroma chemicals is increasing significantly. Lots of new things are coming, new people are using more and more pinene. Africa market is growing. So for us, we supply to markets -- customers who supply to Africa. So the markets are really growing well, and we hope to maintain the 20% target as committed.

Ram Arvind: So do you want to comment on any particular segments that this growth is coming from or?

Sanjeev Patil: We do not give any segmental guidance. But overall, we will be able to maintain that 20% growth.

Ram Arvind: All right, sir. Understood. And the second question will be on the Phase 2 and Phase 3 capex plan. So can you just give us a time line as to when we could see this finishing up? And when will we see commercial production for the chemicals that is going for this capex?

Sanjeev Patil: Phase 2 will happen, and it will be effectively available for commercial sales from second half of next financial year. So we are planning to complete everything by June and from September onwards because there will be trial production and all of that. So from second half of next financial year, we are looking to have additional revenues as well as margins from the new expansion.

Ram Arvind: Right. So is this for the furfural-based derivatives? Or is that separate?

Sanjeev Patil: That's correct. That's furfural-based derivatives, maltol, ethyl maltol, cyclopentanone, and a couple of specialty molecules as well.

Ram Arvind: All right. I will back on the queue if I have a question.

Moderator: The next question is from the line of Sudhir Bheda from Bheda Family Office. Please go ahead.

Sudhir Bheda: Good afternoon. And Hearty congratulations to entire Privi team for posting the outstanding results under the very volatile circumstances right now we are experiencing in terms of high freight and also volatility in the market, European and U.S. as well. So my first question is, sir, there is a slight bit of dip in the EBITDA. If we strip off the other income, there has been a slight dip in the EBITDA compared to last year. So is it a case where last year, I think we have said we have received some incentive capex-based incentive. But what is this year position? Have we received the incentive or incentive is yet to come?

Narayan S. Iyer: Good evening, sir. As indicated, we have received in this first half only INR1.62 crores as against INR9 crores that we received in the previous year. We expect to receive more incentive going forward in the next 6 months or so, in fact. So the amount will be, I think, higher than what we have earned in the previous year. So that's one part.

Second, with regard to the percentage dip that you talked about, I tried to clarify in my speech because if you remove the INR9 crores, what was also considered as a revenue vis-a-vis the INR1.62 crores this year. If you see the RMC as a percentage is about 52% in this quarter. And in the previous year, likewise, if we do, it comes to about 51%.

As you know, 1%, 2% because of so much of CST and GTO coming from various mills from various locations, there could always be that factor that will come about in fact. However, we were able to ensure to maintain and improve the EBITDA margins on the other expenses because with the higher base that we have been able to do, we have been able to amortize the fixed expenses, and that's how the EBITDA margins have improved, in fact.

Sanjeev Patil: And also conversion of EBITDA into PAT also has been improving if you see for the last 4 or 5 quarters, which reflects that we use assets much better and also the interest cost is coming down. So as a result, between from EBITDA to PAT also our conversion has improved significantly in the last 4 quarters.

Sudhir Bheda: Yes, sir. And EBITDA to cash has also improved because your cash from operation has gone to INR360 crores level, which is very good.

Sanjeev Patil: That's correct, sir. Yes, sir.

Sudhir Bheda: Yes. Sir, so can you quantify what is the balance outstanding incentive which we are likely to receive in the next 2 quarters?

Sanjeev Patil: The amount should be in the range of about INR12 crores to INR15 crores.

Sudhir Bheda: Great, sir. And sir, for the next year, what is your guidance for the year '27-'28 as far as revenue growth is concerned, and also if possible, EBITDA guidance, if you can give?

Mahesh Babani: So, we have a very positive outlook. We are confident of maintaining 20% or beating 20%, be honest. We are confident that we'll be able to be close to INR4,000 crores, maybe INR3,750 or some number, but we are close to guidance what we have given. 20% will be surely maintained. And we have got first cuts from the customers that they are going to buy more, and we are happy to say that our guidance is a positive outlook.

Sanjeev Patil: And also, we will be able to maintain the EBITDA margin where we are right now. So that is the guidance on the EBITDA.

Moderator: The next question is from the line of Yash from Mavira AMC. Please go ahead.

Yash: Congratulations on a great set of numbers, sir. Sir, my question is more from a macro perspective or industry perspective. So, we have been hearing a lot about the various headwinds that the European markets are facing. So how as a company do you think we can benefit from this situation of the labor crisis, the energy crisis and such?

Sanjeev Patil: So, we always maintain that we touch your life every single day, and we are in products which we use on a day-to-day basis. So, to that extent, some of these crises that we talk about may not affect us. And in terms of our future outlook, we see great opportunities coming forward because all those things that you mentioned, create a huge amount of opportunities for manufacturers in India who are compliant, who are quality conscious and who follow all the sustainability norms.

As a result of that, Privi is well positioned to capitalize on all these opportunities. And that is why we are so positive about the future. And we have been delivering that. This first half, we have done a growth of 15% and we are confident that end of the year, the growth will be 20%. We see substantial opportunities coming on our way, and we are well positioned. We have created enough infrastructure to capitalize on that.

Moderator: The next question is from the line of Mahima Gidwani from PhillipCapital PMS. Please go ahead.

Mahima Gidwani: Congratulations on the good set of numbers. My first question is on the freight cost. So, do our contracts with customers include fixed freight cost built in or can we pass through any adverse variation to the customers? And also, are you experiencing any challenges in the CST procurement due to disruption in the shipping routes because of geopolitical situation?

Sanjeev Patil: Okay. So, answering the second question first, we are not seeing any challenges there in terms of procurement of our raw materials, okay? Now coming to the first question, I think Narayan will guide you.

Narayan S. Iyer: So as far as the freight costs are concerned and passing it on to the customers, as informed in the earlier investor calls. We learned from our mistakes in the past. And now definitely, when we also enter into contracts, we ensure to have a quarterly pricing mechanism for the freight.

So, if at all, there is a freight which is exceeding and increasing drastically, definitely, we are in a position to go back to our customers and ask for that increase or decrease whatever it may happen around. Having said that and also reiterating that freight for us, the disturbance has not been to that extent what others are facing currently, in fact.

Mahima Gidwani: Okay. Got it. Lastly on the margin profile, so the margin profile of the new products that will be coming in the next year, so are the margin profile on these products at similar level as current?

Sanjeev Patil: So, we expect the margins to continue in the range at which we are right now, okay, for the new products coming up.

Moderator: The next question is from the line of Nirav Gandhi from Sunidhi Securities.

Nirav Gandhi: Am I audible?

Narayan S. Iyer: Yes.

Nirav Gandhi: Yes. My first question is on other income. So, we have seen a higher number in Q1 and Q2. So, is there any specific reason for the same?

Narayan S. Iyer: Yes, sir. Nirav, this is Narayan here to answer that. Prima facie, reason that our exports are high, and you know that dollar has been in our favor. And being a net exporter, it always helps us around. So, the other income, prima facie, consists a major part on account of foreign exchange gains, in fact.

Nirav Gandhi: The second question is regarding the EBITDA margins. So, if we see Q2 FY27 with Q2 FY26, both these quarters have seen EBITDA margins in excess of 25%, 26%. So, is there any seasonality in terms of EBITDA margins?

Narayan S. Iyer: Here also, I explained in maybe a little different pattern. Last year, said Q2, we were able to get that INR9 crores of state incentives. So that's why that a little bit of EBITDA margins also improved on account of that. And we were also helped with overall RMC prices used from the inventory. So that was the reason that we had this. And definitely higher volume of sales achieved in this quarter because this quarter normally is a better quarter for us as compared to Q1.

Sanjeev Patil: Yes, there is that what you are saying is right. It cannot be called a seasonality. But if you look at our last 4, 5 financial year, quarter 2 has always been superior in terms of financial numbers. One of the key reasons for that would be that we often get second calendar year contracts with some of the customers. And newer products come in, and that's how it results into better margins and better profitability.

Nirav Gandhi: Right, sir. And if you can share the volume growth numbers for Q2 and H1 FY27, a rough guidance would be helpful.

Narayan S. Iyer: So broadly, Q2, there has been a growth of 4%. And overall, on H1, if you had to talk about last year vis-a-vis the current year, the growth has been in the range of about 7% and 7.5% or so.

Nirav Gandhi: Right, sir. So that 4% in Q2 is on a year-on-year basis, right, growth...

Narayan S. Iyer: That's correct. That's correct.

Nirav Gandhi: And sir, revenues from Prigiv joint venture, revenues and EBITDA?

Narayan S. Iyer: So as indicated by Mr. Sanjeev, in this quarter, we have achieved a sales of about INR28 crores with a positive PBT of about close to INR2 crores or so. And overall, for first 6 months, we have achieved a sales of about INR47 crores and a negligible loss of INR0.02 lakhs or so, in fact.

Moderator: The next question is from the line of Nikhil Porwal from Perpetual Capital. Please go ahead.

Nikhil Porwal Congratulations to the entire team for posting a strong set. My first question is on the working capital cycle. So Narayanji, I think you're trending close to 90 days now, and this was at almost 160 days 3 years ago. So, are we at the bottom now or maybe we see a slight increase in coming times?

Narayan S. Iyer: Nikhil, you've done a good analysis. I should say that, thanks. And you've been always a good well-wisher, so are all the other investors. Yes, definitely this time. So that's the reason in my speech also, I muted it by saying less than 100 days or so. You should, on a long term, on an annual basis, expect a working capital cycle in the range of about 105 to 110 days broadly.

Nikhil Porwal Okay. And there's also a decline in your debtors. I mean, the receivables has declined versus March, while the sales have moved up. So, have you changed some terms with your customers or what's the reason for this?

Narayan S. Iyer: So, I have to say that Privi stands for quality on delivery time, and expectations of the customers have been so good with us that they have been helping us in ensuring that the money is paid to us on time and in some cases, maybe a few days before time also. So that's the reason why you see receivables have come down in this first half.

Nikhil Porwal Okay. And the next question is on the expected deleveraging in Prigiv. I think you all are looking to convert the debt into an advance or something, I don't know. Has that already happened or it's yet in process?

Narayan S. Iyer: So, it is in process. It is in process. It takes some time when we are talking with large multinational companies.

Nikhil Porwal Okay. Sure. Looking forward for strong performance in coming times.

Moderator: The next question is from the line of Krish Salot from Veer Growth AIF. Please go ahead.

Krish Salot: I just wanted to know more on the merger of Privi Fine Sciences and Privi Biotechnology. And the earlier 2 years back when we had decided that we are going to do this merger, our plan was that Privi Fine Sciences can do around INR100 crores of turnover by FY25.

But however, we still see that it's doing around close to INR68 crores of turnover in FY26 and around INR34.28 crores of loss. So post-merger, we can see some effect on our consolidated books. And how are we seeing that utilization and those ramp-up can improve because the maximum target was around INR300-odd crores of revenue from that particular plant.

Sanjeev Patil: Yes, yes. You're right, Krish. We had given that guidance. So, it is waiting for some regulatory approvals. Otherwise, in terms of products, we are good, okay? But in terms of some regulatory approvals, we faced some delays, which are now nearing completion. So that next year, you will see significant improvement in these numbers.

But what is important is that we have 5 different products, out of which 4 products are already being supplied to the top multinationals. We have not been able to expand the capacity because of those regulatory approvals that I'm talking about, so which would be in place during the next few months. And then next financial year, you will definitely see numbers which are closer to what you said.

Krish Salot: So sir, can you just give me some understanding what would be the utilization over there right now at what capacity and the product portfolio that particular capacity holds?

Sanjeev Patil: So, we don't normally give product names around that, but these are product based out of isobutene and other things. And capacity utilization is as much as 85%. We are not able to expand the capacity. Everything is ready, but there are some permissions which we are waiting for. Once those are in place, then the expansion will happen.

Krish Salot: So, we'll conduct some debottlenecking or some additional capacity over there apart from the capex plan that we have given already.

Sanjeev Patil: That is correct. But then you require permissions for expanding capacity also from the Pollution Control Board and others, which are expected any time now. Once we have those in place, then it will result into expanded growth.

Krish Salot: Understood. And just one last understanding on that. The capacity over there will be around 6,000 MTPA?

Narayan S. Iyer: That's correct. So Krish, to answer you specifically, yes, the capacities are already put in place. That's what Sanjeev is trying to say. So, we have about 6,000 tons of capacity, which is there, which can possibly give us a potential revenue of about INR300 crores, INR350 crores, which we've been talking about basis the prices that is there.

Certain regulations, certain things which are in pipeline, we expected those bottlenecks to be resolved as we speak. And by the time the entire merger process happens, which we expect that it should happen before this financial year ending, we will be in a position to really go all out on manufacturing and achieve the so-called 80%, 85% of the capacities so that our revenue from so-called INR100-odd crores, what we could achieve can go to the INR250crores, INR300 crores mark, in fact.

Krish Salot: Okay. But sir, currently also, we are doing around 85% utilization, I guess, if I heard it right, why is the loss of around INR34 crores at PAT level?

Sanjeev Patil: The full capacity is not yet realized. That will be realized only when we get those permissions, and that's when it will break even and be in that.

Krish Salot: Okay. Thank you so much. That's one of the understandings.

Moderator: Thank you very much. The next question is from the line of Anirudh Sharma from Ekaant Investments.

Anirudh Sharma: Yes. So I just had a couple of questions. So, first question is on the capex front. What is the total remaining capex? And what is the expected commissioning time line and incremental revenue potential that you are seeing from the ongoing projects?

Narayan S. Iyer: Okay. See, as mentioned by us and also indicated in the investor presentation, the overall outline for all the 3 phases put together was close to about INR1,400 crores. The Phase 1 is already completed. And some of the Phase 2 also, we have incurred expenses. So broadly, as we speak, we expect INR1,000 crores going forward to be spent on Phase 2 and Phase 3. All these 3 phases put together has the potential revenue to be generated of about close to INR1,700 crores to INR1,800 crores or so.

Anirudh Sharma: Okay, sir. Understood. And sir, additionally, how much revenue contribution can we expect from maltol, ethyl maltol and other speciality chemicals over the next 2 years, 3 years, if you can give some indication on that front?

Narayan S. Iyer: So that's what I indicated, right? So, the Phase 2 is going to be the Maltol, Ethyl Maltol, Furfural, Cyclopentanol, what Mr. Sanjeev Patil was saying. So this is the Phase 2 of expansion, which we expect it to be completed next year between June and September, and the revenue contribution will start from October '27 onwards. We expect that entire Phase 2 to contribute about close to INR1,000 crores of revenue once it is in full capacity of 12,000 metric tons.

And Phase 3, as we are talking about, where we indicated a broad capex of about INR400-odd crores, INR400 crores to INR425 crores, that will give an additional revenue of close to another INR450 crores to INR500 crores, broadly about that. So this INR1,000 crores plus that INR500 crores of the specialty and the Phase 1, which has the potential of generating about INR450 crores. So if you add this up, all these 3 phases of capex will give us a revenue of about INR1,900 crores, and we expect this INR1,900 crores to be completely in sync by 2030, it should allow our company to reach the INR5,000 crores mark.

Anirudh Sharma: Understood, sir. Understood. So, that's it from my side, sir. Thank you for the opportunity.

Narayan S. Iyer: Thank you, Ekant.

Moderator: Thank you very much. The next question is from the line of Dharmendra Dave from JM Financial Limited.

Dharmendra Dave: Thank you for the opportunity and congratulations on a good set of numbers, sir.

Sanjeev Patil: Thank you.

Dharmendra Dave: Just I wanted to know on the initial, how has been the response from the client for the next year contract? Are they worried? Are they confident of increasing the offtake from there? What is the sense on that side?

Sanjeev Patil: No, as you can understand, this is a bit proprietary. So, I'll be very guarded in terms of what I'm saying. But situation is extremely good. All is well and better. So, we are seeing very positive outlook for the market and for our customers. Please appreciate, I cannot be more open than this at this scale. Yeah.

Dharmendra Dave: All right. Okay. Okay, sir. I got it. And since next year, this new capacity is coming on stream, so maybe probably near September, October '27, are there any offtake tied up on this business as well?

Sanjeev Patil: So, we are working on all of that. So, what the way we do it is during this 1 year that we will be putting up this project, we would be manufacturing these products on pilot basis and selling it to our customers so that in terms of quality, in terms of various other issues, those are all sorted out by the time the commercial production starts. And the response is positive, very positive.

Dharmendra Dave: Okay. So should I understand that approval cycle and everything is ongoing currently and then by the time...

Sanjeev Patil: Absolutely.

Dharmendra Dave: Okay. Understood. That's it from my side. Congratulations.

Moderator: The next question is from the line of Divesh Chainani from Equentis. Please go ahead.

Divesh Chainani: Hello. Am I audible?

Sanjeev Patil: Yeah.

Divesh Chainani: Hello, sir. Thanks for the opportunity**.** So, my first question is on your JV side. So, you rightly mentioned that in this quarter, your JV has earned a revenue of INR28 crores, right? So, on the full year basis, what kind of revenue can we expect from the JV?

Sanjeev Patil: In the JV, we are looking at 2 phases of expansion. One is already underway. And based on that, we see a revenue of around INR225 crores and somewhere there, okay? And there is also a 3rd phase on which we are right now working. We are doing some pilot studies.

We are doing some feasibilities. If that is completed, then about that guidance, we can give only after 3 months or more like 6 months because we are right now working on that in pilot. We are working out the economics and financials. So once that is in place, then we can go beyond INR225 crores also. But surely, we are confident.

Divesh Chainani: Sir, INR225 crores is the guidance for FY27, right?

Sanjeev Patil: Yes.

Divesh Chainani: Okay.

Sanjeev Patil: FY27-'28.

Divesh Chainani: FY27-'28. Okay, sir. And sir, my second question is on your CST and GTO side. So that is being imported, right? So, on that case, is there any concentration of the suppliers from being imported right now or it's diversified?

Sanjeev Patil: It's very diversified sourcing.

Divesh Chainani: Okay. Got it. So that's it from my side. Thank you.

Moderator: Thank you very much. As there are no further questions, I would now like to hand the conference over to Mr. Narayan Iyer for closing comments.

Narayan S. Iyer: Thank you. And on behalf of Privi Speciality Chemicals Limited and the management, I would like to thank everyone for taking the time to join us on this call. It has been a pleasure interacting with all of you, especially backed with sound financial numbers put forth by the entire team of Privi. I look forward to be engaging with you all very soon.

Meanwhile, I wish you and all your families a very happy Diwali and a wonderful New Year and compliments of the season. Thank you, everyone. Once again, have a great day. Good evening.

Moderator: Thank you very much. On behalf of Privi Speciality Chemicals Limited, that concludes this conference. Thank you for joining us, and you may now disconnect your lines.