August 18, 2026

The Manager, **Dept. of Corporate Services** **B S E Limited** **25th Floor, P. J. Towers, Dalal Street,** **Fort, Mumbai - 400 001** **[BSE Code: 532768]**	**The Manager,** **Listing Department,** **National Stock Exchange of India Ltd.** **Exchange Plaza, Bandra Kurla Complex** **Bandra (East), Mumbai -400051** **[NSE Symbol: FIEMIND]**

Dear Sir,

Sub: **Q1FY27 Earning Call: Transcript.**
Ref: **Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (referred herein as Listing Regulations).**

An Earning Call was held on August 13, 2026, to discuss Operational and Financial performance of the Company for Q1FY27. Pursuant to Regulation 46(2)(oa) of the Listing Regulations, the copy of Transcript of above Earning Call has been made available on the website of the Company under Investors section.

The web link of the above Transcript is as under:

Link: https://fiemindustries.com/analyst-meet-audio-recording-written-transcript/

Pursuant to Regulation 30(6) read with Schedule III [Part A, Para A, sub-para 15] of the Listing Regulations, copy of the Transcript is also being submitted herewith.

This is for your information and records please.

Yours faithfully
For Fiem Industries Limited

Arvind Kumar Chauhan
Digitally signed by Arvind Kumar Chauhan
Date: 2026.08.18 17:35:06 +05'30'

Arvind K. Chauhan
Company Secretary

Encls: A/a

Fiem Industries Limited

Q1 FY27 Earnings Conference Call

August 13, 2026

COMPANY MANAGEMENT

- MR. J.K. JAIN– EXECUTIVE CHAIRMAN
- MR. RAJESH SHARMA– JMD
- MR. ARVIND CHAUHAN– CS
- MR. RAHUL JAIN- MD
- MS. AANCHAL JAIN - JMD
- MR. O.P. GUPTA– CFO
- OTHER FINANCE TEAM MEMBERS

HOSTED BY

MR. SAHIL SANGHVI – MONARCH NETWORTH CAPITAL

Moderator: Ladies and gentlemen, good day, and welcome to the Q1 FY '27 Earnings Conference Call of Fiem Industries Limited hosted by Monarch Networth Capital Limited. This conference call may contain forward-looking statements about the company, which are based on the beliefs, opinions and expectations of the company as on date of this call. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict.

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. I now hand the conference over to Mr. Sahil Sanghvi. Thank you, and over to you, sir.

Sahil Sanghvi: Thank you, Anushka. Good evening, everyone. On behalf of Monarch Networth Capital, I welcome you all to the Q1 FY '27 conference call of Fiem Industries Limited. We will start the call with the initial comment about the results and the future outlook of the company, and then we'll open the floor for question and answers. Now I hand over the call to Mr. J.K. Jain, the Executive Chairman of the company. Over to you, Jain sir.

J. K. Jain: Thank you. Good afternoon, and welcome to the Q1 FY '27 Earnings Call of Fiem Industries Limited. Joining me on today's call are Rahul Jain, Managing Director; Rajesh Sharma, Joint Managing Director; Aanchal Jain, Joint Managing Director; Arvind Chauhan, Company Secretary; O.P. Gupta, CFO; and other members of the finance team. Our investor presentation and the results are now available on our website and the stock exchange. We trust you must have reviewed the same. Let me start with the broader economic backdrop.

Geopolitical conflicts continued trade and tariff tensions remain elevated and the global supply chain faces fresh disturbance. At the same time, we saw significant increase in the input cost and continued pressure from the weaker rupee. Despite these headwinds, the Indian 2-wheeler industries delivered a record first quarter. Industry's volume reached to 7.25 million units, the highest ever for a first quarter. Growth was supported by GST rationalization, India retail financing and strong rural demand, while export and electric vehicles grew even faster.

For us, this is an important signal. It demonstrates the underlying strength and resilience of the Indian automotive market even when the global backdrop remains uncertain. Against this backdrop, Fiem has a strong start to FY '27. Our sales grew 18.6% to INR770 crores, while margins remained stable at 13.5%. TVS has an excellent quarter. The iQube crosses 1 million cumulative sales and the second model of the Norton Manx was launched for export to U.K. We are proud to be a part of this program with more projects expected to launch in the coming quarters. Honda remains a valued and long-standing partner. Our business grew in line with their volumes with several new models in pipeline. Hero remains our fast-growing customer with our business growing strongly, led by Vida EV platform.

From next quarter, we will supply all Vida lamp for Hero new plant in Andhra Pradesh from our Hosur facility. The recent launch X440, which Hero is exporting to U.S. market also features Fiem front and rear lighting. Now let me turn my attention to the electric vehicle segment. The EV accounts for more than 9% of the 2-wheeler volume in Q1, up from around 6% a year ago.

We believe EV adoption is a structural shift and an important opportunity for Fiem because EV platforms typically carry higher LED intensive lighting content.

As we are participating across the EV ecosystem during the quarter, we commenced supplies for Ather new model, Konarc. We are also supplying to River for their new launch RX02 model. In addition, we have also commenced supply for Royal Enfield EV Flying Flea model. Our customers have also announced significant enhancement in their capacities. TVS is expanding 2-wheeler capacity from 6.8 million to 8.3 million units by year-end. Hero is tripling Vida's capacity from 15,000 to 45,000 units a month.

These investments give us the confidence about the underlying growth opportunity. We are also enhancing our capacity by expanding our Hosur footprint at both our plants situated at Kelamangalam and Thally Road. While 2-wheeler remains our core growth engine, we continue to focus on building the 4-wheeler industry business. Supplies to Mahindra and Mahindra, we are scaling up as planned, while several other projects are progressing well.

Our development program with Force Motors and other leading OEMs are also moving forward. As we look ahead, we see strong momentum across the industries and a healthy opportunity for Fiem. The festive season is starting on a strong footnote and the shift towards the premium and electric vehicle is increasing the content opportunity. With a strong order book and pipeline, we are well-positioned to deliver the next phase of growth.

With this, I now hand over to Mr. O.P. Gupta and the finance team to take you through the detailed financial performance.

O. P. Gupta: Thank you, sir. Good afternoon to everyone. I would like to present the Q1 numbers for FY27 in comparison to the corresponding quarter of last year. The company has registered quarterly sales of INR769.9 crores in Q1 of FY27 as compared to INR649.07 crores over same quarter last year, registering a growth of 18.62%.

The EBITDA in Q1 is INR104.06 crores translating into an EBITDA margin of 13.5% as compared to INR87.36 crores over same quarter last year with EBITDA margin of 13.46%. The PAT of the company has also increased to INR65.19 crores as compared to INR56.05 crores, representing an increase of 16.31%. The LED lighting share in total automotive lighting remained at 63% during the quarter. During the quarter, the company has made a capex of INR41.15 crores.

With this, I end the financial brief, and now the floor is open for question and answer.

Moderator: Thank you very much. We take the first question from the line of CA Garvit Goyal from Serene Alpha. Please proceed.

Garvit Goyal: Hi. Am I audible?

Management: Yes, please.

Garvit Goyal: Thanks for the opportunity. I have 2 questions. One is on the cost side of it, like, you mentioned, there is a significant increase in the cost due to slight adverse currency movement. How do you see margins for the rest of the quarter, sir, for this financial year?

Management: Yes. So the margin guidance for the year is approximately around...

Garvit Goyal: Sir, your voice is low, sir. Hello?

Management: Yes. The margin -- can you hear us now?

Garvit Goyal: Yes, absolutely.

Management: Okay. So the margin guidance for the year is around 14%. You would see that the first quarter has been generally a quarter where there is cost increase around employee cost and so on. But for the full year, we believe that we should be averaging around 14-odd percent.

Garvit Goyal: So the cost increase that you witnessed in Q1, are we able to pass on the same to the customers? And if yes, then how many months it usually take, sir?

Management: Yes. So there is 2 kinds of cost increase in Q1. One is employee cost and the other is raw material cost. The raw material cost, we believe, is something that we will be able to pass on to customers. It does happen with a lag with a couple of quarters it happens. So over the -- that's why we said over the full year, we should be able to realize this raw material cost.

Garvit Goyal: Got it. And sir, in this quarter, what was our revenue contribution from 4-wheelers, sir?

Management: 4-wheeler revenue contribution is similar to what it has been over the last 1 year, which is around 2.5%. It is not significant at this point of time. We believe that 4-wheeler business will really start being meaningful over the next 2 years. This year as well, we believe that it should be around the similar level. But next year onwards, we should see some significant increase.

Garvit Goyal: Sir, I just wanted to understand more on 4-wheeler side. As far as I remember, last year, you said we will see meaningful contribution in 4-wheeler from FY27 onwards. The reason I'm asking this question is, if you look at your peers, they are growing significantly better. And I raised this point earlier also in the con call.

So the point here is, what kind of challenges are we facing in the 4-wheeler segment to scale up? Because now we are further delaying it by 1 year, right? We are saying, we will be growing FY28 onwards, right? So can you help us to understand what kind of challenges are there -- we understand this is a new segment we enter.

Management: So you are absolutely right in asking the question. The 4-wheeler business is something that we have embarked upon. We do have a meaningful target in mind. We do have a business strategy. However, just as we look to scale up, there are a lot of initial sort of checklist. There are many processes to be followed, which is taking longer than what we would have expected.

So we would have ramped up, as you rightly said, in FY27 to a significant number, but that number will probably come next year now. But we continue to work very hard. We continue to put a lot of resources, and we continue to be very hopeful. It is just that the conversion cycle with customers is taking longer.

Garvit Goyal: Okay. And just last thing, what kind of...

Management: The way we look at this business is, we actually look at it from a 10-year lens, whether it's another 12 months or 18 months…

Garvit Goyal: Why I am asking this is, see, what is happening, LED penetration in every industry level is rising, right? So if the competitor will keep on increasing the market share, it will be -- over the period of time, it will be becoming difficult for us to get those market shares from them, right? Is what I am understanding, you can correct me if I am wrong, sir.

Management: Again, you are right, it is never going to be easy. When we entered, we knew it is not going to be an easy market to get into. But I think our last 3 years of work will help us. Whether it takes another year or 18 months, we are committed to work hard in this segment, but it is challenging. And yes, you are also right that competition does keep -- there are more capacities coming and so on. So those are challenges which we'll be able to handle.

Garvit Goyal: Got it. And full year top line target will be for this year?

Management: Just say that again, we couldn't hear.

Garvit Goyal: Top line target for this year, sir?

Management: We look at overall revenue guidance of around 15% to 20%.

Garvit Goyal: Okay, got it. Thank you sir and all the best for the future. I will join to the queue.

Moderator: Thank you. We take the next question from the line of Anubhav Mukherjee: from Prescient Capital. Please proceed.

Anubhav Mukherjee: Congrats on a decent set of numbers. My first question is that in the Q4 FY26 earnings call, just the previous quarter, management had given a guidance of INR100 crores to INR150 crores of revenue from the 4-wheeler lighting segment. So has there been any significant changes because we are like downgrading that guidance in just 1 quarter. So if you could give some color on that, that what has changed in just 1 quarter that we are sort of decreasing that guidance?

Management: Okay. I think the -- in some part, we answered that question in the last question as well. What we are saying is that our revenue target is perhaps pushed out by 2 quarters. What we expected for it to fully materialize in FY27 will spill over in 2028 and which is why we believe that 4-wheeler business at a headline level will still be around 2.5% of our revenue, which is slightly lower.

But again, the way to think about it is that what is the long-term trajectory, what are we doing over the next 2, 3 years, which we believe that we still have -- we are in a well positioned to capture market. And you must appreciate that some of these orders are going to be lumping. At one point of time, we will end up with a large order. So sometimes it takes more time. So we do expect FY27 to be slightly lower than what we had indicated on the 4-wheeler.

Anubhav Mukherjee: Got that. And HMSI has announced a very solid launch pipeline of 10 models, including like 7 models. So can you give some color on to, like, are we in product development for these new models? And also, how do you see your share of business in the new model compared to your existing share of business in HMSI?

Management: Yes. Our overall wallet share, if you see the current quarter, overall wallet share has remained same or better and in line with the customer requirement. And we are working on few models which are launched, and there are a few models which will be launched in the near future.

So we are into pipeline, but of course, there are projects which are coming out with the LED lamps are under development and our RFQ stages. So we are together with HMSI and we are working very closely with them.

Anubhav Mukherjee: So, do we see like maintaining our wallet share in HMSI in all of these new models as well?

Management: We are very hopeful and we are working on that.

Anubhav Mukherjee: Great. And sir, for Mercedes, we were doing some prototype development work. So can you share some progress on that? Has that progressed into actual order win?

Management: Yes. See, Mercedes prototyping is already being done. The samples we have submitted for their testing and evaluation. This is almost 1.5 year to 2 years time to need for their testing and validation at the vehicle level. And thereafter, they will issue the actual RFQ, RFI to proceed further on this actual product for mass production.

Anubhav Mukherjee: Okay. And sir, you mentioned Ather. So are we the sole supplier of auto lighting for Ather?

Management: Yes. The project which is being launched, we will be the sole supplier for that model.

Anubhav Mukherjee: And for earlier existing models?

Management: No. Existing model with some other competitors, but this is a model which is being gained by us with the latest technology, whatever is being required for the real market.

Anubhav Mukherjee: Okay. And sir, Yamaha this quarter was flat year-on-year. And in the previous quarter, you had mentioned that we have a very healthy pipeline with Yamaha for 8, 9 models. So can you give some color on how do you see revenue with Yamaha in the rest of the financial year?

Management: Yes. Yamaha, this financial year, we hope, we will be the same and with growth, whatever is being presented during our last quarter. We have export model as well as domestic model. And during last quarter, export model is being reduced a little bit of and there are model which is being -- did good during domestic market, our presentation was a little less on that. If we ask clearly the Fascino model, we are not there, which is being done well, wherein R15 and XSR, Aerox, these were the model which is being launched last-to-last quarter, a little bit slow during this quarter. And we hope the time to come, these all models will run good, and we will be achieving the target, which is being required for this year -- financial year.

Anubhav Mukherjee: Thanks, I will get back in the queue.

Moderator: Thank you. We take the next question from the line of Viraj Kacharia from SiMPL. Please proceed.

Viraj Kacharia: Thanks for opportunity.

Moderator: Sorry to interrupt Mr. Viraj, we are not able to hear you.

Viraj Kacharia: Market share.

Moderator: Sorry to interrupt Mr. Viraj, but your voice is breaking, I would request you to join back the queue.

Viraj Kacharia: Is it better now.

Moderator: Actually your voice is breaking when you are speaking.

Viraj Kacharia: Is it better now.

Moderator: Can you speak again? Okay can you please join back the queue till then. Till then, we proceed with the next question. It is from the line of Arun Agarwal from Kotak Securities.

Arun Agarwal: Thanks for the opportunity. Sir, my first question is on the auto light revenue. Now the share of the LED lights when you look auto lights revenue, for the past 7 quarters, they have been ranging in a band of 61% to 64%. But in the previous few years, we have seen a very sharp acceleration there. Now we understand one reason would be the improved demand for the entry-level 2-wheelers that have halogen lamps.

But again, simultaneously, we are also seeing EVs doing very well. They are growing and outperforming the industry. So just wanted to understand how do you see this transition happening over the next 2 to 3 years? I mean what sort of -- how the share do you see moving this year and next year based on the order books that you have?

Management: See, now the market is moving towards LED and in all the customers who is introducing new models are coming with LEDs only. And further on, EV market has been growing from 6% to 9%, wherein LED is mandatory, and we are working together with them. So we hope this is what being declared by market is by 2030 market will be almost 90%, 95% will be with LED only.

Arun Agarwal: Okay. So even a lot of...

Management: We are working on that and our share of business with respect to that will remain increasing trend only.

Arun Agarwal: So I mean, we should understand that possibly you're saying that by 2030, 90%, 95% of our auto revenue should come from the LED segment. That's my understanding, correct?

Management: No. Let me rephrase that. So a, LED will progressively move higher. In the last 2 years, you're right, it has stagnated because some models have continued to do well. But that trend should go towards more LED as we move forward in the next few years. And by 2030, it's not like that everything will move 100% to LED, but the new models are increasingly moving there. But the old existing model might remain. But if you see the next 24-month trend, we think we must -- we should move towards 70% kind of a figure going forward in the next 24 to 30 months towards LED.

Management: But another point is like SPD, if you see spare market, spare market is being liable to be together with them for 15 years or more. We have to be run both models also and cater the market -- aftermarket business of all the OEM customers.

Arun Agarwal: Yes, I understand that. But the question was that in the last 2 years, it's been a bit stagnant. So I just wanted to understand if there's anything we're missing out on that. Anyway, sir, next question is on the employee cost. Now we saw a pretty sharp jump. I think a part of that would be the minimum wage hike that we have seen. And we also had the annual increments as well in this, right, sir?

Management: That's right in this quarter.

Arun Agarwal: Sure. And sir, so I mean this minimum wage hikes have been done across all our plants in all the states or there are some more we can expect in the coming quarter?

Management: No, Arun, this is Arvind. See, the first state who implemented this revision in the minimum wages is the Haryana and our 2 factories are in Haryana Rai and Kundli and this is progressively done by other states also, but it is not in that %. Almost 35% increase in Haryana and other states are also following the same-- Tamil Nadu...

Arun Agarwal: But that impact has come in Q1 or we'll see a little bit spillover in Q2? Just trying to understand that -- let me put the question in another way. The run rate of employee cost this quarter, will that be similar in the next 3 quarters or we could see a bit of increase in second quarter as well from what was in Q1?

Management: Yes, you are correct in the reading. It will remain in the same range in the next 3 quarters also.

Arun Agarwal: Okay. Okay. And my last question is with respect to Yamaha. Now I understand you have already answered that question. But just wanted to understand that any specific reason for why the exports suffered for Yamaha because I mean, we have seen a very huge variation. The domestics were up by 40%, 50%, but exports were sort of 2%, 3% up. So based on the current monthly production schedule, do you see that trend improving immediately in the coming quarters or there's some more time for exports to improve?

Management: I think we had already replied this. Answered. Another point is like export model is based on the cycle, which is being required by the continents. Europe is always be growing during winter seasons, wherein others are growing during the summer season. So this is a cycle wherein we hope -- we see always 6 months is very good for export market, another 6 months for Europe and U.S. is always a little less.

And similarly, like in India market, as of now, XSR, FZ, Aerox, wherein we are 100% is a little bit lower during this quarter, wherein model R15 and Fascino did well. So yes, so we are very much bullish about Yamaha business, and we hope we will recover each and everything during next quarters coming year.

Arun Agarwal: Sure sir, thank, just one last thing. full year capex would be how much, we did INR41 crores, I think in Q1. So full year guidance?

Management: This year, we should target around INR100-odd crores. We did about INR110-odd crores last year. This year, again, it should be INR100 crores.

Arun Agarwal: And this would include the capex -- sorry, capacity increase in Hosur plant we are talking about?

Management: Yes. It's a large proportion of it is going towards South India Hosur, where there is a significant capacity requirement for EVs for TVS and many other OEMs that we deal with. So most of this capex, some part of it is also in Tapukara, but most of it is towards Hosur.

Arun Agarwal: Alright sir, thank you, sir.

Moderator: Thank you. We take the next question from the line of Viraj Kacharia from SiMPL. Please proceed.

Viraj Kacharia: Yes. Just 2 questions. Most of my questions have been answered. See, if we look at the space, competitive space for the 2-wheeler lighting, especially the top 4 customers we cater to, what we've seen is that the competition has been having a very high win rate, be it with -- or now similarly with TVS or Suzuki.

So just trying to get a perspective in terms of market share, if you can give some color, have you seen any share erosion or so any color you can give on that? That is one. And Second is in the annual report, we talked about us launching this hands-off detection system with sensors and small PCU. So is it something a new product initiative, which we have come up with?

Or any color you can give what is the thinking? And could we see something similar range being expanded and launched in the market?

Management: Yes. So the wallet share, which with the new -- with all customers, whatever 4 new -- 4 customers -- top line 4 customers are similar, and we are growing together with them in the same pace what we did in last so many years. We are very closely working and all new models, which is being required, which is coming out with all customers like Honda, Yamaha, Suzuki or TVS, we are together with them and more than -- more than 100 models are together with us.

Viraj Kacharia: Okay. Can I just make one small request. See, I think 2, 3 years back, we used to share this segment [Inaudible 0:30:42]

Management: Viraj, your voice is breaking in between.

Viraj Kacharia: Sir, am I [Inaudible 0:30:54].

Management: Yes go ahead please.

Viraj Kacharia: [Inaudible 0:31:02] share this segment-wise wallet share with the top 4, 5 customers, head lamp, tail amps, our wallet share. Maybe on an annual basis, you could say something similar. Why I say that is because it gives an impression when we kind of scan the competitive environment and we keep on mapping our segment sales versus customers' production run rate, somewhere it gives an impression that there has been a share loss, with HSMI or -- so I think if you can give some color on an annual basis, what is our wallet share, it will probably give more concrete relevance to our positioning.

So I mean, just a suggestion, if we can probably start with that practice again, that will be quite helpful in getting a clarity with a lot of other investors as well -- so that is one. And second on the question which I asked on the -- this hands-off detection system with sensors and small PCUs. So any color you can give? Is this kind of a new initiative we are kind of starting with?

Management: Yes. We are -- I'll just, first of all, reply your second question. Hands-off detection is -- POC is being already done, and it is being presented to our -- almost all the customers. And very closely, we are working with them. Other than that, LCM, the light control module, which is very closely we are working with 2 or 3 customers, which will be launched soon, which will give the additional enhancement of our technology, which is available as of now.

That is being supported by the system which is being created in-house, especially the EMC/ EMI lab, which is really be giving us a boost wherein we can do the testing and validation quickly and reducing the overall development time as per the customer requirement. The second point is because highlighting the wallet share in advance really be difficult because of customer confidentiality.

It is very difficult for us to explain the additional models which are coming in the near future because customer is launching first thereafter, we are declaring our volumes and models.

Viraj Kacharia: [Inaudible 0:33:32] On the light control module or the hands-off detection, we started this EMI/EMC lab, right? And there's a lot of capability which we have invested and developed in-house. What kind of [Inaudible 0:34:06] ...

Moderator: Sorry to interrupt Mr. Viraj. Your voice is breaking a lot while speaking.

Viraj Kacharia: Is it better now?

Moderator: Yes, it is better now. But when you are speaking, your voice is breaking. Can you...

Viraj Kacharia: Yes. What I was asking is we have invested a lot in the EMI/EMC lab and other capabilities we have developed in-house. So based on these capabilities, what other product categories you think we can leverage in addition to lighting for supply to existing customers?

Management: We are as of now focusing on our core business, which is lighting. Together with that, the LCM is again the light control module, which is as of now with the individual lamp, it is been consolidating in the module, which will be reducing overall development time of individual customers and individual models. So we will be focusing this -- and parallelly, we are working for other segments also. And as and when it will be discussed we'll definitely be close and disclose these all kind of business further.

Viraj Kacharia: Okay thank you, good luck.

Moderator: Thank you. We take the next question from the line of Jinesh Chopra from Chopra Capital Partners. Please proceed.

Jinesh Chopra: Thank you for the opportunity. I just wanted to ask, I can see a lot of cash and cash equivalents in balance sheet roughly around INR280 crores and we effectively don't have any debt in the balance sheet. So what is like our capital allocation priority here? Are we looking for more ramp-up of 4-wheeler capex or maybe an acquisition or capex of any other sort in fixed assets?

Management: Yes. So there are many opportunities in pipeline, both organic and inorganic. There is a normal capex that we are undertaking. There could be potential capex at some point when 4-wheeler business may require. So all of that plus opportunities around electronics and other segments. So because of that, at this point of time, we would like to evaluate that and be ready when that opportunity arises. So from that perspective, we'd like to focus on using this cash for growth going forward.

Jinesh Chopra: Okay. Sir, I just wanted to know that like if you compare with peers, so they are funding similar type of growth through debt. And they are expanding like -- they are doing capex very rapidly. So like what are our plans with regards to like -- would we be raising debt in the future?

Management: We are also undertaking the capex that is required for our business. I think it has been highlighted that most of our OEMs are expanding and we are also expanding alongside that. So under no scenario, will we have a scenario where there is a demand and we don't have the capacity. So I think -- but capex, we will do judiciously, not over capex. So -- and given that the internal accruals right now are strong, we'd like to use that. But at some point of time, if this cash is utilized for other organic, inorganic or other electronic-related activities, then we might -- if that is required, we shall absolutely take.

Jinesh Chopra: Okay. Thank you.

Moderator: Thank you. We take the next question from the line of Khush Nahar from Electrum. I would request Mr. Khush to unmute and then speak.

Khush Nahar: Yes, thank you for the opportunity, sir, so my question was could you give us a mix of motorcycle and scooter in terms of our revenues and the current order book that we have? And what is the market share that we have with the OEMs in particular segment?

Management: So, Kush, as of now, we don't differentiate in the motorcycle and scooters -- whatever is given in the overall 2-wheeler pie, you can see in the presentation.

Khush Nahar: Okay, so just to better understand the growth because I think in Q1 motorcycle vendor performed as well as scooters, so just wanted to judge the growth of the company in that respect.

Management: No, we do cater to the customers as per their requirement.

Khush Nahar: Alright sir, and sir, secondly these new products that you are working on, which will be the LCM and hands-off detection, so what kind of content or variable increase we can see going ahead or what is the additional value that you can provide for the vehicle, any sense of that?

Management: Hands-off detection is very much on preliminary stage right now. It is being discussed with the customer. It is being integrated with the vehicle to the component -- so it is very premature as of now. There are sensors, there are different technology which is being adopted based on the customer input received from their ECU or from other resources. So we have already developed our POCs. It is being presented, but we are just waiting for the feedback from our customers to implement in our development stage.

Khush Nahar: Alright sir, thank you.

Moderator: The next question is from the line of from CA Garvit Goyal from Serene Alpha. Please proceed.

Garvit Goyal: Hi, thank for the follow up. Sir, two more questions. One is on, I think a few years back, we were speaking about initiative like hub motors, right? So are we looking to enter into any other areas to increase our content per vehicle in 2-wheelers...

Management: So it is, this hub motor we initiated with Gogoro, together with them, hub motor and motor controller. But Gogoro is no more in India right now, and we have also stopped and we are not working as of now for [Knox 0:41:10] -- any of our model for this segment.

Garvit Goyal: Okay. And I think in response to my earlier question, sir has mentioned that there were some procedural delays and because of that 4-wheeler segment business is getting delayed. Can you put some more color on that what kind of delays are these?

Management: There are no procedural delays. Getting a new order has its own time line, has its own cycle and you can't predict that cycle sometimes you'd like it to. The development time of an average 4-wheeler new thing would be 3 years. And since you are starting afresh plus you're getting a new client onboarded. So there are many processes and which we've highlighted in the past that it's going to be a long-term business for us. So there is no one procedural delay or any other thing. I think it's an ongoing sort of a journey for us, which is taking longer than what we had thought.

Garvit Goyal: Got it sir, thank you sir.

Moderator: We take the next question from the line of Akshaj Shah from Ashika Investment Managers.

Akshaj Shah: Thank you for taking my question sir, so my question is regarding the 2-wheeler industry production volumes this quarter. So please correct me if I'm wrong, but in your opening comments, you had said that 7.25 million units were produced in Q1. So I'm just curious to know, were we able to outperform the industry volume growth? Or how is it this quarter?

Management: Yes. So the total industry volume is 7.25 million, which at a production level is approximately a 22.8% growth. If you look at it client by client, whether it is TVS, whether it's Honda or Suzuki, we are in line with those volumes. Yamaha is different because Yamaha India volumes are significantly higher than what our volumes are. And we've explained why that volume gap is there and why that is contributing for us not to be able to match up to that.

Akshaj Shah: Okay. Got that, sir. Second question, so out of what raw materials are we primarily using? And what sort of pricing pressure do we see over here? Because quarter-on-quarter, if we go to see there is a compression of about 130 basis points.

Management: Yes. So I mean, if you see the current prices, the input cost, almost every other input cost, I mean there's -- we have about 20% of input contents. There is a lot of input, be it -- all of that along with currency difference. So there is an input cost pressure across the industry, not just us, across the industry, across various industry beyond automotives also.

But for us, the good news is that we should be able to pass this on with the lag and which is what has happened in the past. So there is this 80 basis points of raw material cost increase and overall increase, like you mentioned of 120. All of that, we should be able to hopefully pass on and recover over the next few quarters. So at a normalized full year level, we should be able to make do this.

Akshaj Shah: Okay, sir fine, thank you for that. All the best.

Moderator: Thank you. The next question is from the line of Aditya Kondawar from Complete Circle Capital.

Aditya Kondawar: Hi team, sorry I joined a bit late. So please excuse me if this is a repeated question. But just wanted the revenue and PAT guidance for this year and what kind of growth projection are we seeing for the next 3 to 4 years?

Management: So our guidance remains the same. The top line, we guide around 15% to 20% top line growth and an EBITDA margin of around 14%.

Aditya Kondawar: And the same guidance stays for this year and the years to come, right?

Management: That's right.

Aditya Kondawar: Thank you.

Management: We mentioned that till the time we do anything significant in any other business, be it 4 wheeler or any other business, till that, in our 2 wheeler business, we continue to maintain this.

Aditya Kondawar: All the best, thank you.

Moderator: We take the next question from the line Khush Nahar from Electrum.

Khush Nahar: Thank you for the follow up opportunity. Just wanted to understand about the new tech apart from the LCM. I think previously you have spoken about, focused lighting and projection light etcetera. So and based on that and terms of development in what stage are we in?

Management: Can you repeat once again?

Khush Nahar: My question is regarding the new technology that we were talking about in the last couple of quarters, which is the focus lighting and the projection lighting that is there. So any update on that in terms of product development or customer approval is pending, at what stage are we in?

Management: Yes. This is -- these are all business which is being introduced to the customers who are available in India. And we are just waiting for their feedback to implement those things.

Khush Nahar: So more on the approval stage from the customer.

Management: Yes. We are closely working and we are presenting the data, which is being required, and we are waiting for their feedback to proceed further.

Management: This is a new technology.

Khush Nahar: So the next step in this ideal process would be in the RFQs only for mass production? Or is there something in between.

Management: In between every customer needs their POCs, some proto samples to be implemented to be checked at their end because every lamp is being integrated with the mechanical, optical and electronics. So everything should be aligned with their requirement and their system that is most important to be judged and to be finalized with RFQ stage.

Khush Nahar: Right sir, but that is exactly the stage we are in today. And after that, what you will be waiting for is the mass production only is what I'm trying to understand. Like what will be the next step with that only?

Management: Next step will be RFQ. RFQs will be converted into the cost factor, valuation at vehicle level, valuation at product level -- and the product which is being launched together with this kind of technology is again adding the cost. So these are the few factors which has definitely come out in front of customers. And it is totally dependent on the customer when they will implement this kind of technology.

Khush Nahar: So do we think that this will first go more on the premium models and then slow down on the mass market? That is what we're targeting.

Management: We are, of course, hopeful and we are working closely with customers.

Khush Nahar: Alright sir, thank you sir.

Moerator: Thank you. We take the next question from the line of Tushar Verma from SDG Investments. Please proceed.

Tushar Verma: Yes, thank you for the opportunity. Good evening sir, my question is on the LED penetration. When you say LED share is 63% in total lighting and it will go up directionally. What I want to know is this at company level or industry level? And is it on value basis or volume basis?

Management: Yes. First of all, this is on company level, and this is on value basis, not the volume basis.

Tushar Verma: And what is the industry level penetration for the 2-wheeler industry? LED penetration.

Management: It is very difficult to estimate the volume level.

Tushar Verma: Okay sir, this is from my side.

Moderator: Thank you. We take the next question from the line of Akshaj Shah from Ashika Investment Managers. Please proceed.

Akshaj Shah: Thank you for the follow up. My question is regarding the ambient lighting. So, I think a couple of quarters back, we had mentioned that we have this technology that we are looking to develop, et cetera. So just in the broader scheme of things, if we look at the opportunity, so this was a feature, I think that was largely for premium cars, but now even we're seeing cars that are around INR15 lakh to INR20 lakh come with these features. So, I think this can also be a way to premiumize, etcetera. So what are our plans now and what stage are we at currently?

Management: We are working as of now with ambient lighting, the project, which is being initiated by us with the optical fiber. wherein as of now is very nominal technology is being used, which is not giving the uniformity in the ambient lighting. So we are working, and we hope -- very closely, we are working with together with customers and might be in this next year or so, we will be able to crack the business on that.

Akshaj Shah: Okay. So sir, is it possible we see inroads over here before we see it in lighting equipment compared to lamps? Is it possible we see it here first?

Management: It is totally depend on the customers' requirement, customer input, which is being needed inside the lamp -- inside the vehicle, which is being designed based on the vehicle performance, vehicle requirement only.

Akshaj Shah: Okay sir …

Management: And specific demand of the customers also.

Akshaj Shah: Okay, got it sir. Thank you.

Moderator: Thank you. As there are no further questions from the participants, I would now like to hand the conference over to the management for the closing comments. Over to you sir.

J.K. Jain: I would like to thank everyone for participation in today's conference call. I hope that we have adequately addressed all your queries. If you have any further questions, please don't hesitate to contact us. Thank you, and have a good evening.

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

Note: There has been some disturbance in audio during the call. For sake of clarity, transcript has been corrected as per audio at some places, post receipt from Chorus Call.