GLASS WALL SYSTEMS®
Complete Solution For Facade Works

Date: November 7, 2026

To,
BSE Limited
Listing Department
Corporate Relationship Department
P. J. Towers, Dalal Street,
Fort, Mumbai - 400 001

BSE Scrip Code: **544913**

To,
National Stock Exchange of India Limited
Listing Department
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai – 400051

NSE Symbol: **GLASSWALL**

Subject: **Transcript of Earnings Call with respect to Financial Results for the quarter and half year ended September 30, 2026**

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find enclosed the transcript of the Earnings Call with respect to the financial results of the Company for the Quarter and Half Year ended September 30, 2026 held on November 4, 2026.

The above said details will also be posted on the Company's website at https://www.glasswallsystems.in/.

We request you to take the same on record.

Thanking You,

Yours faithfully,
For and on behalf of Glass Wall Systems (India) Limited

SAGAR LAMBOLE
Digitally signed by SAGAR LAMBOLE
Date: 2026.11.07 14:31:08 +05'30'

Sagar Lambole
Company Secretary and Compliance Officer
Membership No. A45005

Encl.: a/a

“Glass Wall Systems India Limited

Q2 FY27 Earnings Conference Call”

November 04, 2026

Disclaimer: E&OE - This transcript is edited for factual errors. In case of discrepancy, the audio recording uploaded on the stock exchange on 04th November 2026 will prevail.

MANAGEMENT: MR. ESHAN HEMRAJANI – MANAGING DIRECTOR AND CHIEF EXECUTIVE OFFICER – GLASS WALL SYSTEMS INDIA LIMITED
MR. AMIT HEMRAJANI – DIRECTOR – GLASS WALL SYSTEMS INDIA LIMITED
MR. SANJAY SAWANT – CHIEF FINANCIAL OFFICER – GLASS WALL SYSTEMS INDIA LIMITED

Moderator: Ladies and gentlemen, good day and welcome to Glass Wall Systems India Limited Q2 FY27 Earnings Conference Call hosted by Motilal Oswal Financial Services. 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 0 on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Sanjeev Singh from Motilal Oswal Financial Services. Thank you, and over to you, Mr. Singh.

Sanjeev Singh: Good afternoon, everyone, and thank you for joining this call. We have with us today, Mr. Eshan Hemrajani, Managing Director and CEO, Mr. Amit Hemrajani, Director and Mr. Sanjay Sawant, Chief Financial Officer of the company. With this, I hand over the call now to the management for their opening remarks. Over to you, sir.

Eshan Hemrajani: Thank you, Sanjeev ji. Hi, good afternoon, everyone. It is a pleasure to speak to you all again. This is Eshan Hemrajani here MD and CEO of the company. This is our second call post-listing for Q2. And I would like to brief and update all the investors as to what has happened in the previous quarter and what we see is going to happen ahead with the business.

I would start off by saying that from an industry perspective just to recollect quickly, we are operating in the domestic business where we are working pan-India for Grade A developers of the country. We also have an export business that we do in terms of the product supply to US, Australia, and other countries.

And we also have a luxury fenestration arm where we service high-end residential projects. All of this is for the facade solutions, which is the primary business that the company does. So maybe I can give you all a quick update of what we see is happening in the domestic and other markets from a demand perspective.

For the domestic market, what we see today in all the Tier 1 cities of the country is tremendous demand in terms of the new projects that are getting built on the commercial side as well as the hospitality side as well as the residential side. So in terms of what projects are getting launched, I see that there's a huge traction today in the domestic market.

So, our pipeline in terms of orders that we are bidding on the domestic side remains huge and healthy. So we see huge traction from the domestic segment as the market continues to grow. On the export segment, again, the demand remains strong. There are some challenges right now considering the ongoing war disruption to shipping, disruption in prices of commodities.

So especially the midterm elections in the US. So we see that there is certain -- I would not say a complete slowdown, but there's definitely some prudence around the international business where developers in the US and other countries are holding till there is some clarity or maybe a little bit of normalization of prices around the container cost and also commodities, right.

So it is obviously linked to how the war is going in Iran and US. So while that market is huge and remains tremendously huge for us right now, we are seeing that a lot of jobs that are basically

on the table to be launched are right now getting held back to a certain extent in order for some sort of clarity to come across the war and the commodity prices.

As a long-term view on this market, I think there is no doubt that this will remain one of our biggest traction factors and one of our major diversification factors. But I was in the US and Canada and Israel, so I found that at least in US right now people are a little bit cautious about launching new jobs.

That is not reflection of our performance, that is not reflection of our cost competitiveness, that is just how the market currently is with all the uncertainty around shipping and the other costs, right. We are also exploring a relationship into Israel, and that we find is very attractive. We had a very good trip into that country.

We are discussing with the company for potential jobs, and we see that maybe in quarter 3 and quarter 4 we should have some sort of an order booking into Israel as a start of entry into that market. So that market looks very promising as a firsthand view for us, and we expect that we should be able to convert some jobs in the next 2 quarters.

Even in the US, we are continuously bidding on jobs. I think there should be a couple of jobs that should get awarded to us in quarter 3 and quarter 4. So while there are some challenges specifically on the US side, I find that for next year we should be sorted from new order standpoint, even from US, and maybe to start with in Israel also.

The 3rd business is obviously the luxury penetration side, which is high-end residences and high-end residential projects. I think this particular segment is looking very promising. We have decent orders today on this segment, and we are bidding on luxury projects in Delhi and in Mumbai. And there is a huge market and traction around the premium penetration products.

So we again expect maybe in Q3 and Q4, a decent amount of order booking, substantial order booking in this particular segment. So as a whole, in terms of the pipeline and how we see the market, the domestic market, both on the commercial and residential side as well as the luxury penetration side seems extremely promising.

And on the export side also seems promising, but I think there are certain headwinds right now that we are experiencing. Our order book as of September end stands at around Rs.957 crores. We have booked around Rs.291 crores of orders since the beginning of this financial year. And our expectation around order booking would be close to Rs.500 crores and maybe more in the next two quarters.

So that will give us at the end of the year a good 18-month visibility in terms of the orders that we will have in hand at the end of this financial year. So there's greater confidence around at least new jobs coming in at the margin profile that we have been achieving historically. At the same margin profile, we are confident that we will be able to book jobs in the next two quarters, to maintain the 18-month visibility that our business requires.

In terms of how the H1 results have come through, I think it is fairly encouraging. Our H1 year-on-year from last year saw revenue growth of around 16% at Rs.239 crores. Our EBITDA

margin percent has increased to 25.3%, and in absolute terms has increased by around 22%. Our PAT margin has remained in the same sort of a region at around 19.6% as on H1 '27.

So from a margin standpoint and a revenue standpoint, the quality of the business remains the same and good. We have also mentioned in the last earnings call that from this particular year, we have started including freight as an income and as well as a cost for our export clients in order to help them get better deals on transportation.

So just by that nature there is definitely an equivalent amount of revenue as well as income added in the first 2 quarters. If we adjust for that freight, which is just a pass-through for us the margins look better obviously in comparison to along with the freight. So, if you adjust for freight, our EBITDA margins would have been 26.9%, which is a decent growth from last year H1.

So what I'm trying to say in summary is that the margin profile of the business remains strong. Revenue has grown 16% from our H1 '26 to H1 '27 basis. And as we discussed on the last call, Q3 and Q4 are going to be much stronger for us because there are a couple of projects that are going on full speed in our factory and on our sites today.

So the guidance around the revenue growth for this year remains the same as it was last time, that we expect to grow at between 20% to 22% in terms of the revenue while maintaining and sustaining the same margin profile for this year. So I don't think there is any change that I want to suggest that is going to happen for this particular financial year.

In terms of the glass processing unit, maybe I can speak about that a little while. That is why we had raised the primary money from the IPO. So that particular project is progressing very well. We are already in an advanced stage of civil construction. The building material has just started coming into our factory today, so we assume all the orders for the machineries have already been placed, the advances have been paid out.

So we are on track in terms of the timeline of delivery of the glass processing unit. And we are confident that the guidance that we have given, that maybe July, August of next year, we should be able to commission this plant, right. So that particular subject is going on track. That will obviously give us more control over our supply chain, and we are estimating at least 1%, 1.5% improvement on our EBITDA margins, right, which will be in effect maybe towards quarter 3 and quarter 4 of next year.

In terms of the Israel visit, I told you all that it was quite positive. And we see that we should be able to book something in the next 2 quarters. Overall, I think the business is looking strong. We are continuing to work hard. We are continuing to do what we've been doing for the past 2-3 years. So, I see no reason to change any sort of guidance for this year and even for the next year.

So I think that's all from my side. I'm going to hand it over to Sanjay Sawant, who's our CFO. Maybe he'll speak a little bit about the numbers. And then we can open it for a question-answer session.

Sanjay Sawant: Yes, thank you, Eshan, and good afternoon to everyone. Let me now take you through the key financial and operational highlights for the H1 FY27. For H1 FY27, revenue from operations Rs. 239 crores, registering a strong year-on-year growth of 16%. The revenue mix was as follows: revenue from domestic business Rs.140 crores, up 33% year-on-year basis, driven by the strong project execution.

Revenue from international business, stood at Rs.76 crores, down by 14% year-on-year basis due to timing of order execution. With delivery scheduled over the coming quarter, as Eshan said, we encourage everyone to assess this business on annualized basis. Then revenue from fenestration business, stood at Rs.22 crores, up 82% year-on-year, driven by the rising demand from the luxury residential segment.

EBITDA for H1 '27 at Rs.60 crores, reflecting a growth of 22% year-on-year basis. EBITDA margins stood at 25.3%, expanding by 138 basis points year-on-year basis. For H1, if we adjust the freight cost, which Eshan said that the freight is added in the income as well as the expenses, so if we adjust for the freight cost of Rs.14 crores from both revenue and the other expenses, EBITDA margin will have been 26.9%.

For FY27, profit tax to be Rs.46 crores, representing the growth of 13%. So, PAT margin remained at the 19.2%. So as on September 30th, September 2026, our total order book stands at Rs.957 crores. And we expect these orders to be delivered over the next 18 months to 24 months. This is all from our end. Now we can open the floor for the Q&A section.

Moderator: Thank you very much, sir. Ladies and gentlemen, we will now begin with the question-and-answer session. The first question is from the line of Harsh Kothari from MK Securities. Please go ahead.

Harsh Kothari: Yes, hello. So am I audible?

Eshan Hemrajani: Yes, you are audible, Harsh.

Harsh Kothari: Yes, so yes, thanks for the opportunity. So yes, as you mentioned that there's some lesser clarity in the international facade business due to the war and the election thing. So what I wanted to know that like in the last call you mentioned that our Q3-Q4 is going to be substantially well because of the order execution which is going to happen in our international facade business. And as far as I know, it's mostly related to the USA business. So I wanted to know that, are the customers denying for the orders which we already have, or is it related to the new orders which we are getting?

Eshan Hemrajani: No, it is not related to the existing orders. The existing orders are on the floor and getting dispatched on a daily basis. So there is no question of any stopping on the existing orders. What basically happens in the US is the job has to be funded 100% before they start the job building it out already. So all these jobs which are already on the floor are funded, so they are going in and going to happen as planned. And hence we are saying that Q3 and Q4 is going to be very strong.

What is happening on the newer jobs is, that even though the funding is done, the developers there are holding for a certain time till the prices normalize a little bit. This happened during COVID also, where there was a lot of jobs that were there at the last, let's say, 95%, but they wouldn't start the job. And post-COVID, we saw a huge influx of jobs because everything came at one time.

So I see a repeat of what has happened during COVID happening now, where there is huge demand of residential and commercial projects in the US. Developers have everything lined out but are holding for maybe some time if the prices normalize And what you could probably see is after this midterm elections, and maybe if the war stops, that there'll be huge pent-up demand coming all at once because all the jobs will go at once. So it is not a question of the existing business, it is a question of what we see upcoming in the next year or 2.

Harsh Kothari: Okay. So you mean your Q3, Q4 is going to be good, as you said in the last call, according to -- related to the…?

Eshan Hemrajani: It has nothing to do with this Q3, Q4.

Harsh Kothari: Okay. And the domestic business of the fenestration, it's looking good. Like, I mean, we see a good growth in the first year compared to the last half quarter. So we are seeing a good growth in the fenestration business. Are we expecting the similar growth year-on-year in the coming upcoming years as well?

Eshan Hemrajani: Yes. See, this particular segment looks very promising for us. Okay. We see that a lot of luxury residential projects are getting launched and we are in a sweet spot where we are amongst the very few guys in the country who can cater to this demand. So, while I don't look too much into a quarter-to-quarter 82% growth, I wouldn't want you to read into that too much because it is driven by project execution.

But as an overall segment, I find that this fenestration is hugely attractive and can show exponential growth. I mean, maybe I can tell you we are bidding on a couple of projects, right now as we speak, and I said that we could have order booking maybe in this quarter and the next quarter, and you would see that they are massive projects by size and obviously at a better margin just by the nature of that segment that we are in. So I see that as a huge growth driver for us maybe in the next year and continuing ahead.

Harsh Kothari: Okay. And just my last question. The thing you said is the 500 crores, is that total order book for the entire year booking or just Q3-Q4?

Eshan Hemrajani: It's Q3-Q4. You see, it is 18 months of visibility. So we have around Rs.950-960 crores of which we will execute a decent amount, uh, you know, Rs.300 plus crores in the next 2 quarters. A little bit more than that only, Rs.350 crores in the next 2 quarters. So, we have to book that and plus. So my guidance is around creating an order book at the end of the year to sustain for the next 18 months, and I think we are very confident that we will achieve that.

Harsh Kothari: All right. So that's it from my side. Thank you so much.

Eshan Hemrajani: Yes.

Moderator: Thank you. We'll take the next question from the line of Pritesh Chheda from Lucky Investments. Please go ahead.

Pritesh Chheda: Just 2 questions I have. One around the order book. Since your company is recently listed, so maybe you want to give us a trend in order book in terms of what you started at the beginning of, this year? And what will you end this year in terms of your calculations in terms of order book? And what was it last year when you started the year at?

Eshan Hemrajani: Okay. So Sanjay-ji, you need to help me with the beginning order book of this year, because I can take it from there.

Sanjay Sawant: Okay. Beginning order book was the Rs.383 crores last year FY26 in the first April 2025 we have order of the Rs.383 crores and the…

Eshan Hemrajani: No, no, one second. Sanjay-ji, in April 2026 what was the order book at the company level?

Sanjay Sawant: Rs.846 crores.

Pritesh Chheda: Okay.

Eshan Hemrajani: Rs.846 crores was our opening order book as of April '26.

Pritesh Chheda: This was versus Rs.383 crores last year, as Sanjay-ji said, right?

Eshan Hemrajani: Correct. FY25 was Rs.383 crores. FY26, April '26 was Rs.846 crores. As of today, it is Rs.957 crores, and what I see as the closing order book as it projected, give me a second.

Pritesh Chheda: And my second question around that is, whatever comments you mentioned on the market, etcetera with respect to the order in hand…

Eshan Hemrajani: Pritesh ji.

Pritesh Chheda: Go ahead sir.

Eshan Hemrajani: Let me answer this in a minute. It could be upwards of Rs.1,000 crores.

Pritesh Chheda: Okay. So basically, if you have upward of Rs.1,000 crores and Rs.940 crores type of order book today in hand and 6 months of execution, then your second half has to be a materially large revenue number, right?

Eshan Hemrajani: Yes.

Pritesh Chheda: Okay. My other question is, with whatever comments that you made about slightly future ahead, which is also a comment which changes with time, but with respect to the orders that you have today on the shop floor and the order that you have to deliver to your client because the site is on. Do you see execution there smooth or there are challenges? There is a slowdown in execution

there because considering your revenue projection, there doesn't seem to be slowdown, but yet I am asking a clarification?

Eshan Hemrajani: See, at the end of the day, we are a project business, right? So right now what I see is, as I told you, whatever orders we have on the export side are flying, right? There's no stopping that. On the domestic side, there are one or two projects that are going a little behind schedule, not from our end but from the client end. But it is nothing material in nature which I need to flag up on this call. It is just normal course of business.

Pritesh Chheda: Okay. This is good enough. And the material price rises if any, let's say, aluminum price, section aluminum price, because that's a bigger component. How does that get factored in the execution? So, is it a flow-through or is it an inventory buildup that you do before execution? What happens there?

Eshan Hemrajani: You are asking in terms of the base price calculation of aluminum, right?

Pritesh Chheda: Exactly.

Eshan Hemrajani: Right. So I'll explain again. We have a pass-through on aluminum and glass on all projects, right? So we have to collect all the invoices in terms of what we have procured. The base rate is mentioned in the contract, and then there is a process to be done with the client in terms of doing the math around what needs to be passed on.

And once that is done and we raise the invoice in terms of a claim, that gets paid out to us by the client, right. So this is how we are doing, and we are in that sense risk-free from a commodity price change across the projects that we are doing today.

Pritesh Chheda: Okay, good. Thank you very much and all the best for you, sir. Thank you.

Eshan Hemrajani: Yes. Thank you, Pritesh ji. Thank you.

Moderator: Thank you, sir. The next question is from the line of Priyanka Agarwal from Bank of India Mutual Fund. Please go ahead.

Priyanka Agarwal: Hello, I hope I'm audible.

Eshan Hemrajani: Yes, you are. Hi.

Priyanka Agarwal: Hi. So 3 questions from my side. Firstly, what percentage of our contracts are currently cost-plus? And specifically this quarter, how much of the escalation revenue booked represents a prior period catch-up?

Eshan Hemrajani: Great. So I'll answer that. None of our jobs are cost-plus. All our jobs are re-measurable item rate contracts. The only difference is that, even though it's an item rate contract, there are protection clauses around the commodity prices, specifically aluminum and glass. So we get the spec of a job, we quote for that spec, and we quote for that quantity.

So if the quantity changes or the spec changes, our price changes. And as I told you, there is protection in terms of the base price of aluminum and glass. So we declare what we have held in the quote in terms of the aluminum pricing, and any change that happens, we submit the relevant backup documents and we get paid.

So typically that process takes some time. So like for example, in this quarter those claims got certified, right, for Bagmane and a couple of other projects, but the cost was incurred in the previous quarter. So this is again normal course of business that just by the virtue of time taken to establish that claim, which is typically maybe anywhere between 45 to 60 days, we hold the cost till that time and then it gets reimbursed to us.

Priyanka Agarwal: Okay.

Eshan Hemrajani: And does that answer question? I'm happy to give more clarification if you have any doubts around this.

Priyanka Agarwal: No, I don't. Thank you.

Eshan Hemrajani: Okay.

Priyanka Agarwal: And secondly, on the glass processing unit, so what are the key milestones remaining before it becomes fully operational? What is left?

Eshan Hemrajani: So, we are right now on an advanced stage of civil construction, as we call that. We have casted the plinth beam, which is like the base of the civil. The PEB structure, which is the building on top, the material has started coming in. So in terms of how far along are we on the physical construction of the building, I would say fairly far ahead, right? Maybe next 2 to 3 months, I think we should be through with our civil and the factory construction.

The next milestone is the machinery coming in, the installation of the machinery, and commissioning, which we find that maybe starting from now, within the next 6 months, all the machinery should be available with us in the factory. Then there is a period of installation and commissioning. So all-in-all, we are looking at maybe July or August of next year end for the factory to start in a full-fledged fashion. Till then, it will be these milestones.

So civil construction, machinery arrival, and then installation and commissioning. Civil construction maybe next 2 to 3 months, machinery arrival next 6 to 7 months, and then commissioning and installation maybe another 2 to 3 months. So we are looking at around maybe around 11-odd months from now, 10-11 months from now.

Priyanka Agarwal: Okay. And one last one, if I may. So what could be the expected revenue contribution from this Israel pipeline? And also the ongoing US bids that we spoke of, like, are they targeting existing relationships or new client acquisition?

Eshan Hemrajani: We are doing both. We'll speak about Israel first. Israel, I think the last call I was there, it looks very promising. There's a lot of new construction happening in that country and they are short of capacity, right? So they are looking at us as an extension to their capacities, right? So there

are big jobs that they're bidding for. I envisage that they will start with us on a smaller job, maybe below Rs.50 crores. Maybe this is what I see.

But once we have sort of the first job through, I think the job sizes in Israel are huge. So from maybe a 1.5-2-year look ahead, I see that there'll be big jobs coming from there. Right now, as any relationship starts, I think they'll start with us maybe with something in the range of Rs.50-odd crores to start with.

In the US, again, the jobs are massive. Our clients, current ones and new ones, are bidding on a lot of jobs. It is just like built-up demand which could open up at any time. So when that does, I think it will be huge. Do I see that happening maybe in the next quarter or so? I feel like we should be able to get a couple of jobs over the line.

Priyanka Agarwal: Okay. Thank you.

Eshan Hemrajani: Thank you.

Moderator: Thank you. The next question is from the line of Shruti Mulchandani from Ikigai Asset Management. Please go ahead.

Shruti Mulchandani: Hi, Eshan. Hi, Sanjay. Good morning.

Eshan Hemrajani: Yes.

Shruti Mulchandani: Sir, I have a couple of questions starting with the escalation claims. Would it be possible to quantify the absolute amount, the benefit that you got in this quarter because of these things?

Eshan Hemrajani: Rs.6 crores.

Shruti Mulchandani: Rs.6 crores. Okay. And do we expect them to come ahead? Because I think some inflation was there in last 1 or 2 quarters. So do we expect this to happen again?

Eshan Hemrajani: Of course, there'll be some contribution on a quarterly basis around this because whenever the project reaches that milestone, we'll put the claim in. The cost would be incurred in history.

Shruti Mulchandani: Okay, got it. Secondly, I think you mentioned that you are looking for Rs.500 crores of order inflow for the next 2 quarters. Would it be possible to give a split how much will be coming from domestic, exports, and penetration?

Eshan Hemrajani: I would not like to comment right now on that, but I can tell you that there'll be a decent amount on all 3 sides. But maybe we can connect later and I can give you sort of a breakup because we are bidding on big jobs, right? Today my order pipeline that I'm bidding on domestic is upwards of Rs.3,000 crores.

So, the real question is, and I've said this before, is for us to choose the right job with the right execution timeline and at the right margin. So today we're in that zone that we have to pick the right job. And if I have a good job in the domestic side, sure. I'll go ahead and book it. If I have a good job on the fenestration side, I'll go ahead and book it. So, this is, this is what we need to

do in terms of Rs. 500 crores. We have a huge pipeline that we are bidding for. What job we want to convert depends on what the deal on the table is. The idea would be to pick up some on either all 3 segments. This is the aim.

Shruti Mulchandani: Understood. This sounds encouraging. Just last thing from my side, I think you have mentioned this before that Q3, Q4 will be a very strong growth for us. So just a clarification from my side, given, the kind of revenue we have done in H1 FY27, if I extrapolate, I can see maybe we can do upwards of 30% top line growth in H2 FY27. So just a clarification on that.

Eshan Hemrajani: That's true, that is ballpark accurate, correct.

Shruti Mulchandani: Got it, That's it from my side. Thank you so much. All the best.

Eshan Hemrajani: Thank you.

Moderator: Thank you. The next question is from the line of Srikanth from PinPoint X Capital. Please go ahead.

Srikanth Reddy: Thank you for opportunity, sir. Can you give an overview of what is the demand pipeline in sectors like hotel construction, airport, and data center buildout? What are the demand inquiries there?

Eshan Hemrajani: Sorry, sorry, sorry, I missed that question. Can you repeat again, please?

Srikanth Reddy: Yes, how is the demand inquiries from segments like hotel construction or airport construction, data center build-out for India and over the globe?

Eshan Hemrajani: That's a superb question. See, in this past quarter, Q2, we booked a hotel project in Mumbai, right. It's close to a Rs.90-crores job, and we booked 2 data center jobs in south of India, which is around Rs.35 crores, Rs.40 crores. So, both these segments look encouraging. Data center for us is going to happen, but I wouldn't expect some crazy sort of a demand on data center because just by the nature of that building, facade is something that is only done in a data center because there's no occupant in that building, right?

The product spec on the data center sort of buildings is very different to what you'd see on a commercial building where there are active occupants on the inside of the building. So why certain data center guys do it is to have a better aesthetic on their asset more than the function requirement needed on data centers, right.

So, while we have done data centers in even in the last year and we continue to book data centers, I would imagine –that it will continue, but not at the rate at which data centers are being built in the country. It will be a few jobs here and there. On the other hand, hospitality seems very promising for us. I think huge development there on the hospitality side, and same again on the commercial side as well.

Srikanth Reddy: Sure, thank you for this. And one more question is that how is the level of BIPV solar panel adoption as part of façade Industry growth rates, because there is some trend happening of BIPV solar adoption by commercial establishment.

Eshan Hemrajani: Yes, BIPV is a big thing. It's a thing of the future where we are going to put solar panels on the face of the building. So, we are already in our R&D team right now is working on BIPV technologies where we can use our machinery for glass and incorporate maybe a machinery, additional machinery for BIPV and start sort of producing it as a glass wall product. So right now, as we speak, there's our R&D team working across BIPVs.

I find that maybe from a 5-year standpoint, BIPVs will be huge. So, we are trying to get ahead of the curve in India and be the only person today who would go into active manufacturing of BIPVs. For architectural facades. We are exploring this angle right now.

Srikanth Reddy: Sure. And final question is that our company is very strong in facade system and fenestration. So, whether we have capabilities to provide architecture service to the same builder if they come to us to provide weather there are need of architecture service, whether we can provide similar service to them in addition to the facade and fenestration?

Eshan Hemrajani: No, I don't think we can do that. We are not architects by profession. We can give them we give them consultation around the facade elements, with regards to their architectural intent. So, we do a program called as a design assist program where we sit across from the building architect and suggest them solutions around the fenestration solutions. But as a whole trade of doing an entire architecture of a building, I don't think that is our key area of business, and I don't think we are venturing into that sort of a zone.

Srikanth Reddy: Sure, on one final clarification…

Moderator: I'm sorry to interrupt you, sir. Sir, I would request you to kindly rejoin the queue for follow-up questions. There are others who are waiting for their turn.

Srikanth Reddy: Sure, thank you.

Moderator: The next question is from the line of Sahil Garg from CCV Fund. Please go ahead.

Sahil Garg: Hi, sir, good afternoon…

Eshan Hemrajani: Hi, Sahil.

Sahil Garg: So, my question is on the margins specifically for Q2. If I compare the revenue from Q2 last year versus Q2 this year, so it is almost flat, but margins have increased tremendously, like EBITDA margins and the PAT margins specifically for Q2 this year. So, what is the reason for the increased margin, and are these margins sustainable?

Eshan Hemrajani: No. So again, I would encourage this entire investor community that we have today on board to look the business first of all from a yearly business, a yearly standpoint, right? While we can look and delve into the quarterly numbers and I can provide you answers, at the end of the day I think because this is a project business, it is milestone-driven. So, when you ask me a specific question as to the revenue was flat but the margin has increased, there are 2 things that have contributed here, right?

One was the escalation claims that has gone through in this previous quarter, right? for which cost was incurred earlier. So, there has been impact in terms of the margin percentage due to the revenue being recognized in this quarter, but the cost being recognized in the previous quarter, right? There is also elements around the product mix, right? Fenestration you see has grown at a decent amount for quarter, on a yearly basis.

Standpoint, which is a higher margin business for us. So, on account of that revenue being done greater, there is a greater contribution to the bottom line also. So, between the 2 things, you see that there is a spike in the margins in quarter 2. Our guidance still remains the same that we would deliver between 23% to 25% EBITDA. And around 18% to 20% PAT. I think at a consolidated level, that guidance doesn't change.

Moderator: Thank you. The next question is from the line of Ankur Kumar from Alpha Capital. Please go ahead.

Eshan Hemrajani: Hi, Ankur.

Ankur Kumar: Yes, actually in last TV interview I was listening and you guided for Rs.590 crores of revenue for this year. Am I right on those numbers?

Eshan Hemrajani: I don't know. I don't think I have spelled out a number in that clarity. But I have always promised that the growth in terms of what we've done historically is at around 22-odd percent in the past few years, and we would be in that ballpark.

Ankur Kumar: Got it, sir. And, sir, second half, would you like to give some closer, better number in terms of growth, etcetera, what all we should be looking at?

Eshan Hemrajani: I would like for it to be a positive surprise. But I can tell you that Q3 and Q4 is going to be strong. There were previous questions around what percentage of growth, and I think people have done the math that it should be. We are obviously looking at definitely 22% growth as of last year. So, I think it's an easier math for anyone to do because you have last year numbers.

Ankur Kumar: Got it. And sir, on this margin volatility, is it like export mix is much higher this quarter and that is why margins are higher? And how should we look at that?

Eshan Hemrajani: Not necessarily. Yes, there is a contribution towards certain segment being at a slightly greater margin than the other. So, as a result of what we have executed, definitely the margin could go up and down. Then as I told you, there are certain claims that go through at certain times, which could represent a spike in margins. But at the end of the day, if you see at a consolidated level, this business is fairly stable because we know at the end of the day what we're going to deliver with certain spikes and certain valleys also. So that's how I look at our business.

Ankur Kumar: And full year we expect…

Eshan Hemrajani: Yes, please go on.

Ankur Kumar: A full year we expect like last year's margin or like 25% type margins for this year?

Eshan Hemrajani: No, no, like last year, 23% to 25% EBITDA.

Ankur Kumar: Got it, got it, sir. Thank you, sir. Thank you.

Eshan Hemrajani: See, our working capital is strong. We still have cash in the bank. I was seeing my working capital days has now become negative 19 days. So, the quality of the business remains strong. It is only a question of executing the job which we are doing, and that depends on what the project schedule is.

Ankur Kumar: And you expected Rs.500 crores order win also into which?

Eshan Hemrajani: Yes, I'm quite fairly confident about that. Yes.

Ankur Kumar: Sure, sir. Thank you and all the best.

Eshan Hemrajani: Thank you.

Moderator: Thank you. The next question is from the line of Ankit Babel from Subhkam Ventures. Please go ahead.

Eshan Hemrajani: Hi, Ankit ji, how are you?

Ankit Babel: Yes, great, sir. Hi, Eshan. Just a couple of things. So, what is your current capacity utilization and what kind of peak revenue can you do from the current capacities?

Eshan Hemrajani: I think to sustain a growth of around 22% year-on-year, I think for the next 4 years we are sorted. Right? Today my capacity utilization is around 55%-60%. So, at peak revenue we are looking at Rs.1,000 plus crores of revenue happening from the same facility without material capEx to be done.

Ankit Babel: Okay, then what would be your capex plan including the maintenance capex for, say, this year, next year?

Eshan Hemrajani: So obviously the major capex is the glass processing, for which we have a project cost of around Rs.70-odd crores. For which we have raised money. So those monies are kept separate because they are going to be deployed there, right? Apart from that, our capex plan is as we are doing it. We have bought out a couple of machineries. I wouldn't imagine it to be above Rs.20 crores in the next year and a half, 2 years.

Ankit Babel: Okay.

Eshan Hemrajani: And obviously that would be funded through internal accruals. I don't see an issue in that at all.

Ankit Babel: Okay. And this 20%-25% revenue growth which you are targeting, I assume it is excluding the freight cost which you are booking it as a revenue…

Eshan Hemrajani: Of course, freight cost excluding -- freight is just a pass-through, right? Tomorrow the container cost drops down to USD4,000 and I get bunch of new jobs, but that will also show a decline in revenue. So, whatever I'm talking is net of freight.

Ankit Babel: Yes, all the revenue growth and the margins, everything is all net

Eshan Hemrajani: It's all net of freight. Freight, so we are doing it to help our clients out. Tomorrow, they want to go back to an Ex-works, I'd be more than happy to go back to an Ex-works.

Ankit Babel: Okay. And typically, what ticket size of orders you are looking at currently, and how is the market? Is there a market for a 100-200 crores order book, order ticket size, or they are in that 25-50 crores range, or what is the range which you are looking at?

Eshan Hemrajani: No, now the standard Maybe 5 years back the job range was maybe Rs.50 crores-Rs.60 crores, 100 plus crores job was considered to be a big job. Today I see that that Rs.80 crores-Rs.100 crores job has become a normal sort of a job, right? So, we are seeing average order sizes upwards of 60-70 crores today. So, and there are jobs that we are bidding for Rs.400 crores also, Rs.500 crores also, single job. So, the job sizes have increased, the scale of development in the country has increased, so the job sizes are becoming larger.

Ankit Babel: Okay, and other than the US part which you mentioned that there was a slowdown, which you are looking at that too for a short period of time, but any other risk which you foresee for your business in the near term?

Eshan Hemrajani: See, I would put it this way. The reason why we operate in 3 business verticals is to de-risk ourselves from such kind of scenarios, right? So today maybe US is looking a bit slow because they're waiting on things, but on the other hand, my domestic at a good margin is looking extremely solid. So, the question of us struggling on account of US maybe having a temporary slowdown is no big deal because our capacities across design and manufacturing are fungible. So, I'd be more than happy to pick up the jobs in the domestic side of things and wait for the right time to pick up the export jobs. I'm not saying that we are not going to pick up jobs. As I said earlier, we are expecting that some jobs should come through in quarter 3 and quarter 4, but that doesn't mean that we will have residual capacity left in my factory on account of one business vertical not going very strongly, right? So, there is no issue around those things.

Ankit Babel: Okay. And lastly, the margins in your international projects are relatively higher as compared to the domestic one. So, going forward in the coming years are you expecting this export, contribution to go up in your product mix? And also, the fenestration, which also has a higher margin, so the contribution of that segment also going up in the total revenue or you believe the…

Eshan Hemrajani: 100%. Sorry, with a 3-year view I see export and fenestration being solid growth drivers for us.

Ankit Babel: Okay, so there is some margin cushion.

Eshan Hemrajani: And obviously the export is a product business which is fairly scalable and the fenestration is a high margin sort of a business. So, I see that both these verticals should be strong growth drivers

for us. Having said that, even today the domestic projects that we are doing is not at bad margins by any, means. We are getting decent amount of value-add even on the domestic segment, and certain jobs that we are bidding now are at excellent margins.

Some maybe at par with export or maybe slightly better than the export margin also. So, I wouldn't discount the huge domestic growth story that we are having today. Because there are not enough good players in the market, I think the margin that we can enjoy is fairly decent even on the commercial domestic side.

Ankit Babel: Okay, that's it. Thank you, all the best.

Eshan Hemrajani: Thank you so much, Ankit. Thank you.

Moderator: Thank you. The next question is from the line of Rahul Maheshwari from Ambit Investment Advisors. Please go ahead.

Eshan Hemrajani: Hello. Good afternoon

Rahul Maheshwari: Hi, Eshan. Thanks for the opportunity and good set of results. Just couple of things. First, as you mentioned that the pipeline is there for Rs.3,000 crores and now you're cherry-picking the orders, can you explain in more detail that what kind of orders are you cherry-picking in terms of margins, in terms of and how big the size is increasing and this year as you're trying to close at Rs.1,000 crores, can this funnel size be increasing to what level in the coming 2 years, 3 years?

Eshan Hemrajani: So, while I don't want to name the projects by name because, that would be…

Rahul Maheshwari: I'm not naming it…

Eshan Hemrajani: But I can tell you there's a job in Mumbai that is a Rs.400-crores bid. There's a job in Amravati which today, to be honest, as a standalone job is a Rs.4,000-crores bid from our side. But obviously it will be split between a couple of guys, so we don't expect that to go to one person. There's a job in Mumbai right now on the fenestration side that is an Rs.85 crores plus job. There's a job of fenestration in Delhi that is a Rs.450-crores quote.

So, amongst that, then there are jobs in, in the range of Rs.100 crores and Rs.150 crores that are several in nature, several, many. I was just attending a client call before this call and it is for a leading developer in the country in Raidurg and our bid is a Rs. 225 crores bid and the guy has called me straight up and said that this is the price and if you can match it I'm happy to give the entire thing to you.

So, when I say I'm going to cherry-pick is a bunch of things, right? It has to be the right client, it has to be the right terms, it has to be the right margin profile, It has to be the right execution period. I don't want to build up an order book. We should not build up an order book which is not executable, right? Give or take a couple of months here and there, those orders should be good to go. Otherwise, you have an order book which does not go. So, when we cherry-pick, we see all these things and then we go for the right job. And even if then we have to, sort of make a deal -- we make a deal.

Rahul Maheshwari: Right. But what can be the win ratio? Suppose if a pipeline of Rs.3,000 crores is in there, what we should assume that going forward on a foreseeable future, not just for FY27 or FY28, what kind of win ratio the company can have when the pipeline is…

Eshan Hemrajani: I don't look at it as from a win ratio standpoint. The pipeline is obviously huge. If I were to drop my prices by 5%, I would get all of the Rs. 3,000 crores orders tomorrow itself. So, the question is not how much I'm converting in terms of a percentage. What we look at is exactly what we discussed earlier in the call.

If I need to maintain 18 months to 24 months of visibility, which is typically the timeline of the project execution, and I know what I'm going to execute in this year, I know how many orders I need to win at a minimum. And my focus is only to first get that 18 months to 24 months of visibility. There is no point for the company today to build up 5 years of visibility because then we'll be doing injustice to the project schedule.

Rahul Maheshwari: Right.

Eshan Hemrajani: So as opposed to talking about a win ratio percentage, which I have and I can give you, but we don't look at that too much. We look at, okay, we need to book at least Rs. 500 crores of jobs in the next 2 quarters So that when we are sitting in FY27, April '27, I know I have visibility for the next 18 months to 24 months.

Rahul Maheshwari: Right. And as you mentioned, your working capital has become negative. iIs it fair to assume that going forward basis across cycles it can be on a negative? I won't hold every quarter it should be negative, but as a direction…

Eshan Hemrajani: I wouldn't promise that. Last year we had 44 days working capital, today we are on minus. See, I would like you to assume that the working capital days is going to be around 45 days.

Rahul Maheshwari: Got it.

Eshan Hemrajani: Anything below than that is a bonus.

Rahul Maheshwari: Right? And just last question from my end. As your customers have asked for that freight cost to be borne and then recover back from the customer, does this involve a bit of working capital? Though you recover back from the customer, but it happens in a lag manner. So, is it a little bit working capital related that causes to the company, or it is very minuscule and negligible for you guys?

Sanjay Sawant: We are getting an advance against the freight cost, so there is no new working capital blockage on account of freight cost.

Rahul Maheshwari: Got it, Thank you so much, sir, and best wishes to the entire team.

Eshan Hemrajani: Yes, thank you.

Moderator: Thank You. Ladies and gentlemen, that was the last question. I now hand the conference over to the management for closing comments. Thank you, and over to you, sir.

Eshan Hemrajani: No, thank you so much, I would like to thank everyone whoever has come on this call. I reiterate the business remains strong, the principles remain strong, The next half looks promising, and I would encourage such conversations obviously in the future. And I'm happy to answer all sorts of questions and queries around our business. Thank you so much, once again for being on the call. Thank you.

Moderator: Thank you, sir. Thank you, members of the management. On behalf of Motilal Oswal Financial Services, that concludes this conference. We thank you for joining us, and you may now disconnect your lines. Thank you.