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Corporate Relations Department BSE Limited 1st Floor, New Trading Ring Rotunda Building, P J Towers Dalal Street, Fort Mumbai – 400 001	The Manager Listing Department National Stock Exchange of India Ltd Exchange Plaza', C-1, Block G, Bandra – Kurla Complex, Bandra (E), Mumbai – 400 051
Scrip Code: 544046	Symbol: INOXINDIA

Subject: Transcript of Conference Call with the Investors / Analysts.

Dear Sir/Madam,

The Company had organized a conference call with the Investors/Analysts on Wednesday, 4th November, 2026. A copy of Transcript of conference call held with the Investors/Analysts is enclosed herewith and the same is also uploaded on the Website of the Company.

You are requested to take the same on your record.

Thanking you.

Yours faithfully,

For INOX India Limited

PATEL JAYMEEN MOHANBHAI

Digitally signed by PATEL JAYMEEN MOHANBHAI
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INOX INDIA LIMITED BARODA

Jaymeen Patel
Company Secretary & Compliance Officer

"INOX India Limited

Q2 FY27 Earnings Conference Call"

November 04, 2026

MANAGEMENT: **MR. DEEPAK ACHARYA – CHIEF EXECUTIVE OFFICER – INOX INDIA LIMITED**
MR. PAVAN LOGAR – CHIEF FINANCIAL OFFICER – INOX INDIA LIMITED
MR. SUNIL LAVATI – HEAD, INVESTOR RELATIONS – INOX INDIA LIMITED

MODERATOR: **MR. MOHIT KUMAR – ICICI SECURITIES LIMITED**

Moderator: Ladies and gentlemen, good day, and welcome to the INOX India Limited Q2 FY27 Earnings Conference Call, hosted by ICICI Securities Limited. As a reminder, all participant lines will be in the listen-only mode. There will be an opportunity for you to ask questions after the presentation concludes. Should you need any assistance during this conference, please signal for an operator by pressing star followed by zero on your touch-tone telephones.

I now hand the conference over to Mr. Mohit Kumar from ICICI Securities Limited. Thank you, and over to you, sir.

Mohit Kumar: Thank you, Sir. Good morning. On behalf of ICICI Securities, I welcome you all to the Q2 FY27 earnings call of INOX India Limited. Today, we have with us from the management, Mr. Deepak Acharya, CEO; Mr. Pavan Logar, CFO; and Mr. Sunil Lavati, Head, Investor Relations. We will begin with the opening remarks from the management, which will be followed by Q&A. Thank you, and over to you, sir.

Deepak Acharya: Thank you so much. Good morning, ladies and gentlemen, and a warm welcome to INOX India Limited Q2 and H1 FY27 earnings conference call. I hope you had an opportunity to review our financial results and investor presentation. I will begin by sharing an overview of the global business environment, our performance across the key business verticals, and the important developments that are shaping our growth trajectory.

Let me touch upon the global business and macroeconomic environment. As you are aware, the ongoing West Asia conflict has created additional challenges for the global economy, particularly in logistics and supply chains. These developments have made the operating environment more complex for everyone. We at INOX India are navigating these challenges with a focus on execution, operational efficiency, and customer commitments.

Despite this, underlying demand drivers across industrial gases, LNG infrastructure, aerospace, space applications, scientific research, and semiconductor manufacturing remain very encouraging. These sectors require increasingly sophisticated cryogenic systems, precision-engineered equipment, and reliable manufacturing capabilities. We believe these requirements create opportunities for us.

We continue to strengthen our position as a trusted partner for complex cryogenic equipment and engineered solutions, mainly due to our manufacturing infrastructure, technical expertise, and expanding presence across domestic and international markets. Let me now throw some light on our current order book.

During the quarter, we have achieved a significant milestone. Our order backlog crossed INR2,200 crores, making it the highest level in the company's history. Of these, orders from customers in the space sector comprise about INR1,100 crores, reflecting the growing traction of our offerings in this segment and being a partner of choice for customers.

Also, in the September quarter, we have received a mega order for subcoolers from a U.S. space company. We are planning to manufacture these at our Savli facility. This is an important

development for our business and further strengthens our position in specialized cryogenic equipment.

Let me now take you through the key developments across the business verticals, starting with industrial gas solutions. Our industrial gas solution business continued to see a healthy demand for equipment used in storage and transportation of industrial gases.

During the quarter, we received orders worth approximately INR60 crores from domestic players covering transportation equipment, train tanks, and large storage tanks. These orders reinforce the continued demand for reliable gas handling infrastructure. We have also made significant progress in liquid cylinder manufacturing.

Following the revamp of our manufacturing unit, production has ramped up meaningfully, with more than 1,500 liquid cylinders dispatched in the first half of FY27, worth more than INR25 crores, as against 1,600 in the last year. We are particularly encouraged by the progress of this business, as we are currently the only player with liquid cylinder manufacturing capabilities, positioning us uniquely in the Indian market.

We believe the enhanced production capacity will further strengthen our ability to cater to growing customer demand. Additionally, we secured repeat orders from the disposable cylinders from the U.S. market, along with repeat orders for DOT cylinders from existing customers. Repeat orders from established customers reflect the importance of product quality, delivery reliability, and consistent execution.

I'll now update you on the traction from the LNG solution vertical. The LNG solution business continues to benefit from the growing requirement of LNG transportation, storage, and fueling infrastructure. The current geopolitical environment has also reinforced the importance of energy security and reliable storage infrastructure. We are seeing increasing traction in LNG transportation, particularly in the semi-trailer segment.

During the quarter, we secured a combined order of 40-plus LNG semi-trailers from various customers. These orders demonstrate continued demand for LNG transportation solutions. We also secured orders aggregating approximately INR14 crores from a domestic customer for storage tank vaporization systems and unloading pump kits.

Additionally, we received an order from a leading city gas distribution company for an LNG fueling station, along with orders for vertical tank vaporizers for a glass plant at Bharuch. Another encouraging development is the emergence of LNG-powered railway applications in India.

Following the recent launch of an LNG train by Indian Railways, we have received 4 related orders, of which 2 have been dispatched. We view this as a promising beginning of a new application area and an opportunity to build our capabilities as the market develops. These developments demonstrate the breadth of our LNG portfolio spanning transportation, storage, fueling, and emerging applications.

Let me now take you through the development of Cryo-Scientific and advanced engineering solutions. Our Cryo-Scientific business continues to build capabilities in highly specialized applications that demand engineering precision, stringent quality standards, and the ability to operate under complex technical conditions.

During the quarter, we secured an order worth approximately INR35 crores for specialized cryogenic equipment for another important opportunity in India's scientific research ecosystem: the upcoming Laser Interferometric Gravitational-Wave Observatory project being established in Maharashtra to detect gravitational waves produced by cosmic events such as collisions of black holes and neutron stars.

It will become a part of the global network of gravitational wave observatories, significantly improving scientists' ability to locate and study such events. The project is a collaboration between the LIGO Laboratory, USA, and Indian institutions including RRCAT, IPR, and IUCAA.

Beyond its scientific importance, LIGO-India will strengthen India's capabilities in precision engineering, advanced instrumentation, and ultra-high vacuum technology, while providing opportunities for Indian scientists, engineers, and students to participate in frontier research. During the quarter, we also secured an order worth approximately INR12 crores from a European customer for prefabrication of TCWS piping, which is currently under manufacturing.

For INOXCVA, these projects demonstrate the relevance of our engineering and manufacturing expertise in demanding technology-intensive applications and support our ambition to participate in increasingly sophisticated scientific infrastructure projects. Let me update you on beverage kegs.

Our beverage keg business has continued to demonstrate strong momentum during the first half of FY27, supported by increasing traction from international beverage customers. During Q2 FY27, beverage keg sales grew approximately 446% year-on-year. Our beverage keg order book also recorded strong growth, increasing by approximately 155% year-on-year in Q2.

This trends reflects encouraging demand and the progress we are making in expanding our presence with global beverage companies. A significant development during this quarter was our entry into a 3-year global supply agreement with a leading global brewing company. The stated requirement for 2027 exceeds around 4 lakh kegs across 22 countries. This represents the customer's overall requirement under the agreement and not the volume exclusively allocated to us, as supplies are expected to be shared among multiple vendors. Our current allocation relates to 2027.

Given the 3-year nature of the agreement, we see potential to pursue additional business in 2028 and 2029, subject to customer requirements and further allocations . We are also targeting opportunities across the European market, Vietnam, and Singapore as we work to expand our international footprint. Customer approvals continue to be a key focus of our growth strategy.

We have made progress in securing approvals from leading global beverage companies, with 4 out of 5 targeted players having approved us. Securing approval from the remaining player remains an important milestone as we continue to expand our presence and pursue opportunities in the global beverage market.

We are seeing encouraging traction from repeat customers and remain focused on strengthening customer relationships, expanding our addressable market, and meeting the stringent quality and delivery requirements of international beverage companies. We believe the combination of growing demand, customer approvals and our manufacturing capabilities provide a sound foundation for the continued development of the beverage keg business.

Aerospace and Space sector opportunities. The aerospace and space sector continue to represent significant long-term opportunities to INOXCVA. These applications require highly specialized cryogenic systems, stringent quality standards, and exceptional reliability.

Our order book already reflects the growing importance of the space sector with approximately INR1,100 crores of orders from space sector customers. We have received an order from a leading Indian aerospace player for a vertical storage tank and are also engaged in discussions regarding additional requirements.

We are actively engaged with several companies across India's emerging private space ecosystem and see the potential for further opportunities as these businesses expand their launch capabilities and infrastructure. Another important development is our work on 2 large kettle-type cryogenic subcoolers for a leading U.S. aerospace company's launch infrastructure.

One subcooler is designed to cool liquid oxygen, or LOX while the other is designed for liquid methane, using liquid nitrogen as a cooling medium. These systems are critical to the handling of cryogenic propellants in launch infrastructure. The engineering challenge is to achieve the required thermal performance and extremely high flow rates while ensuring complete separation between oxidizers and fuel systems.

Manufacturing these subcoolers involves precision deep hole drilling, automated orbital TIG welding, hydraulic tube expansion, controlled tube bending, and stringent cleaning procedures. Quality assurance includes helium leak testing, borescopic inspection, and thermal cycling.

We also dispatched 2 tanks for the U.S. aerospace customer. This is an important execution milestone and reflects our ability to manufacture and deliver specialized equipment for demanding international applications.

Overall, we believe our experience in advanced cryogenic system together with our engineering capabilities and manufacturing infrastructure positions us well to participate in the growing requirement of global aerospace and space industries.

Let me talk about new opportunities emerging in the semiconductor space.

India's semiconductor manufacturing ecosystem is creating new opportunities for specialized infrastructure, process support systems, and precision engineering solutions. During the quarter,

we secured a key order and commenced execution for the initial piping scope at a leading semiconductor manufacturing facility in Dholera.

We also submitted bids for larger project scopes, which are currently under consideration. While these larger opportunities have not yet translated into confirmed orders, we believe semiconductor manufacturing represents a promising area for the application of our engineering and project execution capabilities. We will continue to engage with customers in this sector and evaluate opportunities that align with the technical strength and long-term business objectives.

I'm also happy to share that we recently inaugurated an Orbital Welding Skill Excellence Center under the name SemiOrbit at ITM SLS Baroda University. This institute will provide advanced welding skills to welders, which will help them become experts in orbital and IR welding and will make them capable of working in semiconductor fab infrastructure development teams, which require a high degree of precision and training.

When we have such a strong order book, our preparedness in manufacturing, execution, and delivery must also be spoken about. As our order backlog grows and the complexity of projects increases, our focus remains firmly on execution, manufacturing productivity, and timely delivery.

During September, we dispatched major equipment for the Bahamas project, along with the first 2 tanks of the U.S. aerospace customer, and equipment for Eleuthera and Great Abaco projects. We also dispatched 5 tanks for the Bahamas project, reflecting the progress made on these international deliveries.

Our teams continue to work closely with customers and logistic partners to manage production schedules, transportation, and delivery commitments. Our priorities remain disciplined execution, efficient working capital management, stringent quality control, and consistent delivery. As we convert our growing order backlog into revenue, maintaining these priorities will be essential to sustaining customer confidence and supporting the profitability growth.

Looking ahead, we remain encouraged by the range of opportunities emerging across all our categories. Our strong order backlog is very encouraging. We are also making progress in developing new application areas, expanding international customer relationships, and strengthening our manufacturing capabilities.

We will continue to navigate the external environment with a focus on operational discipline, customer commitments, and efficient resource utilization. With that, I will hand over to our CFO, Pavan Logar, to discuss the financial performance of Q2 and H1 FY27 in greater detail.

Thank you very much, and I wish you all a very Happy Diwali and a prosperous New Year ahead. Thank you so much.

Pavan Logar: Thank you, Mr. Acharya, and good morning, everyone. I shall have a summarized financial snapshot for the quarter and half year ended 30th September 2026. For Q2 FY27, total income stood at INR467 crores, representing a growth of 26.6% on a Y-o-Y basis, driven by strong

execution across key segments. EBITDA stood at INR100 crores, up by 10.8% Y-o-Y, reflecting improved operating efficiency and a better product mix.

The EBITDA margin for Q2 FY27 stood at 21.3%. The profit after tax was INR66 crores, growing 7.8% Y-o-Y. The PAT margin came in at 14.2%. For H1 FY27, total income for the half-year stood at INR849 crores. This is a record-high half-year performance, the performance reflects healthy performance across the industrial gas, LNG, and Cryo-Scientific divisions.

EBITDA for H1 was INR189 crores, also the highest-ever half-yearly EBITDA. The EBITDA margin in H1 FY27 was 22.3%. PAT for H1 stood at INR127 crores. The PAT margin was 14.9% in H1 FY27. As of 30th September 2026, our order backlog scaled a new peak of INR2,268 crores.

This reflects sustained order inflows and revenue visibility for the quarters ahead. Of this, 72% is from exports, reaffirming our strong global presence. Our total fund availability as on Q2 FY27 stood at INR384 crores, providing ample headroom to support future capacity expansion, ongoing project execution, and other strategic initiatives. That concludes my remarks on the financial performance for the quarter and half-year.

I will now request the moderator to open the floor for questions. Thank you so much.

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 Sameer Thakur from Ambit. Sameer, your line is unmuted, you may ask your question. As there's no response from this participant, we'll move on to the next question from the line of Mohit Surana from Monarch Networth.

Mohit Surana: Congratulations on strong top-line numbers. My first question is with respect to the profit margins. If we take out the other income, our EBITDA margin is now around 19.5%, which is roughly 230 basis points down Y-o-Y. And you mentioned in the notes that it could be because of the product mix, logistical costs, and other reasons. Can you just give some more explanation on whether this is a new normal for the company, or will we revert back to the earlier range of 21%, 22% EBITDA margin, excluding the other income? That is my first question, sir.

Deepak Acharya: Yes, very genuine question you asked. See, the margin dip is a mix of rate and strategic pricing and is not structural. H1 EBITDA margin is 22.3%, which is within the expected range. Forget about Q2 FY27, but if you consider the H1, we are still within 22.3%. And the balance sheet is debt-free with INR384 crores net cash.

I think this is definitely because of geopolitical uncertainties and some credit issues which have ramped up in the last quarter. I don't think we will have a severe impact because of this going forward. So we will be within our range going forward on the margin side.

Mohit Surana: Understood, sir. So that gives us some comfort on margin recovery. The next question is with respect to ISRO order. If you can give some understanding on when this ISRO order can be, you know, when the tender would be published, and when we can start bidding for the tenders.

Secondly, more on the U.S. space company side, what kind of opportunity do we expect? We already have some orders in hand which you are executing, but what order potential do we see in the next 1 or 2 years from the U.S. space company?

Deepak Acharya: We see the aerospace and space industry is very lucrative going forward, and a lot of such challenging projects are coming worldwide. As far as the question of the U.S., we have more than around INR1,100 crores of orders booked from the aerospace and space industry backlog we are having. And we will be delivering those equipment by next financial year March, that is 2028 March, okay. So we are within our expected timeline and delivery as required by the customer. As far as your request for ISRO, we have bid for the semi-cryogenic engine test facility, and we are awaiting the results of the outcome.

And for the third launch pad, you rightly asked, we are also chasing ISRO for a long time. Certainly, this is not in our hand, but hopefully in another few months, the tender will be out now, and we are preparing in advance for this tender.

Mohit Surana: Understood, sir. So one last question, if I may squeeze in. With respect to the small LNG terminal orders, which you earlier mentioned we are bidding for some Southeast Island, and that as well as Andaman Nicobar. Any update on those?

Deepak Acharya: Yes, we are very positive about the Andaman Nicobar tender. That also will be likely to be opened up. Technically, we are qualified now. On the commercial side, maybe in another 2 to 3 weeks, there will be some clarity. And we have already bid for Indonesia and other projects. Let us see how we progress on this matter, but we are very positive for projects.

Mohit Surana: So can you share what will be the amount of the orders, any order size for ISRO as well as this mini LNG terminals?

Deepak Acharya: Yes, the ISRO size what is publicly presented is around INR3,850 crores for the entire current launch pad. Because this was like 1.5-year or 2 years old press release ISRO has released. But because of the changes in the pricing and other things, it may slightly go up by 10% to 15%. So ISRO project, yes, it's a very big project for us. But I am not in a position to tell you the exact numbers on this.

Moderator: Thank you. The next question is from the line of Eshwar from ithought PMS.

Eshwar: Congratulations on the good top-line growth this quarter. So you said that the U.S. customer was around a 1,000 crores share of your order book. So how much do you expect to be executed by FY27 and how much by FY28? And also, in their last earnings call, now that they're public, they announced a massive spaceport in Louisiana. So are we getting any RFQ for that particular port for commercialization?

Deepak Acharya: Of this total order which we have received from this U.S. aerospace customer, around 10% to 15% will be completed this year by the end of March, that is FY27. And the balance will be spilled over into the next year. In the next year, we wish to complete the assignment. But at least 80% to 90% will definitely be done in the next year now.

And whatever you ask, this is only the first requirement which they have given us. There are 3, 4 more projects which are in the pipeline. And definitely we have very good chances because of our high-end engineering, customer support, and whatever products we have delivered so far. The quality requirements are very stringent, so we have demonstrated our capabilities, so we have very good chances going forward.

Eshwar: Right. And also, my second question would be regarding the beverage keg solution. Last quarter you had guided the utilization to rise to about 50% to 60% by the year-end. So are we on track for that?

Deepak Acharya: Yes, we are. We are on track for the yearly targets what we have considered. The beauty of this business is, for so many days or months, you can say. We are constantly checking for approvals with the major breweries. And out of 5, 4 approvals we've received.

And the fifth approval audit visit is likely to be planned in the coming months. So the visibility for this product and the market is improving now. The keg requirement in the world market is improving, and we are seeing good traction for this product. As our product is approved wherever we have sent the samples and the first orders we have received, so people are happy about the product and the delivery of our product.

Moderator: The next question is from the line of Sameer Thakur from Ambit. Sameer, your line is unmuted. Please ask your question. Please check if you're on self-mute. As there's no response, we'll move on to the next question from the line of Vinil Shah from Dalal & Broacha.

Vinil Shah: My first question is on the margins front. So we have highlighted that one of the factors which affected our profitability growth was aggressive pricing strategies. But given the complex and specialized manufacturing that we do, shouldn't we have better pricing power and stronger margins?

So I wanted to understand why we need to resort to such aggressive pricing strategies. And also that, for the new significant order wins that we have had from those global aerospace players, have we followed a similar aggressive pricing strategy? That's my first question.

Deepak Acharya: Good question. See, as you know, we manufacture 2 types of main products. One is standard equipment, another is non-standard equipment. Standard equipments are industry standards, so there we have reasonably good competition, whereas non-standard tanks or non-standard equipment are custom-built equipment which require very specialized engineering, execution, and project management skills. So definitely our margins are better in the non-standard tanks.

For standard tanks, yes, we do have to compete with worldwide players in the market. And we don't say we are very aggressive but offering competitive pricing to win strategic market share, because we want to maintain our market share in a variety of markets. So sometimes we have to work that way.

And this quarter may be not a regular feature of ours because there are some equipment which has come up into this quarter, but going forward, we don't see that it will be severely affecting

our margin. And if you see our H1 EBITDA margin for FY27, we are still at 22.3% as compared to our earlier expected range what we have declared.

So we don't think that we have any adverse impact because of this. However, you know very well that the product needs, geopolitical uncertainties, increased logistic cost, all these are playing a vital role in today's scenario, and this is the fact we have to live with.

Vinil Shah: Okay, sir. So just to follow-up, so could you give us a broad idea of our current order backlog, how much will be the standard order and what will be the complex manufacturing order?

Deepak Acharya: So out of the total backlog of around INR2,268 crores, around 30% to 40% will be our standard, whereas the balance will be custom-built products.

Vinil Shah: Yes, sir. And sir just a small question on the semiconductor opportunity. So you have told us that there are significant growth opportunities, but could you just help us understand what kind of opportunity we are targeting with the players, and by when shall we expect a meaningful contribution to the revenues?

Deepak Acharya: Yes. Semiconductor we see as a big opportunity going forward because, as you know, around INR1.6 lakh crores projects in semiconductor are already approved by the government. And 12 companies have already started their work. The majority of the work is happening in Gujarat, especially Dholera and Sanand. So almost 70% is happening in Gujarat.

And we are in very close proximity to both places, so we are very much positive about the progress of these projects. That being very close to their projects, we can give good service to the semiconductor projects. The first project which we have received again for the Dholera project of Tata Electronics, and we have already started our work.

And we have already bid for 2 bigger projects, especially for the ultra-high purity gases and conventional bulk gases. So results will be known in another 4 to 6 weeks. So let us hope and cross our fingers.

Moderator: The next question is from the line of Mohit Chugh from Subh Labh Research.

Mohit Chugh: Sir, congratulations on a good set of numbers. Sir, in quarter 2 we have seen a good order inflow. Can you give us an idea of order book pipeline visibility over the next 2 quarters, and would we be able to get such kind of inflows in coming quarters?

Deepak Acharya: Yes. Order inflow is good. And especially in this quarter, we have received an order book of more than INR1,000 crores. With this, our backlog is more than INR2,200 crores now. And yes, this is a very bulky and a lumpy order I can say in this quarter.

That does not mean that we'll continue at the same pace going forward. But at the same time, we are working on very complex and very bigger projects. So if something comes up, even if we can cross these numbers as well. So let us hope that we get good orders in the coming future and coming quarters. And certainly we will inform you once we have some positive indications on this.

Mohit Chugh: Okay, got it. And sir, my next question is, we entered into a partnership with Wayout to build a microfactory. Are there any significant developments?

Deepak Acharya: Come again. I could not hear you properly.

Mohit Chugh: Sir, we entered into a partnership with Wayout to build a microfactory. Are there any significant developments in that business segment?

Deepak Acharya: Yes. Wayout is a Swedish company which is dealing with microfactories. These microfactories are basically a 20-feet container which encapsulates all the equipment required for water treatment, and it gives clean, hygienic, potable water at the outlet. And you can fill up any sort of water, maybe river water, seawater, groundwater, lake water, or tap water, whatever it is. And you can change the parameters of the water through the PLC control, depending on the chemical composition or maybe some micronutrients addition or pH value addition or a change we can do.

So this is a very interesting project for us. And we have started manufacturing the first microfactory at our Savli plant. And recently, the scientists or the experts from the Wayout factory are in our factory. So we are working on how it can be made quickly, because a good amount of requirement has come up from Africa, Mexico, and so many other places and even the Middle East. So hopefully going forward, if we see a shortage of clean drinking water because of the rain shortage this year, and because of people are going for a clean drinking or maybe I can say, an experience, like we see in the cinema business also.

The old days, people were sitting in normal theaters. Now they shift to the multiplexes. Similarly, water is also having a good experience that you can have good taste of water with pH values and other things. And this is, you can shift that container from one place to another. It can manufacture around 20,000 liters of water in a day, so it's quite sufficient for around 10,000 people. And that's the advantage of this. And we see very good growth prospects, not only in India but the rest of the world.

Mohit Chugh: Okay, sir. Got it. My last question is...

Moderator: I'm sorry, sir. Could you please return to the question queue?

Mohit Chugh: Okay. Sure.

Moderator: The next question is from the line of Bhavika Singhvi from Niveshaay.

Bhavika Singhvi: Congratulations for a good set of numbers. Sir, basically, as you mentioned that the Q2 margin decline was temporarily driven by higher freight costs and strategic pricing. I just wanted to understand, as our order book is mostly around a INR1,000 plus crores on the space side, and it's more on the U.S. market. So I wanted to understand we will see the same impact going forward?

Also, if you can give an understanding on the margin profile over different segments, and how much margin we generally aim at in the space sector, particularly on the export side. Do we

receive a premium there? Just wanted to understand that even after this freight cost and pricing pressure, what margins we get from the space orders?

Deepak Acharya: I think you asked a very pertinent question here. And regarding this U.S. space order, this is very complex equipment This is the first time perhaps the product is being designed for such type of application because of the changing demand in the market for heavy payload satellites getting launched. So margins are relatively better as compared to standard products. That is one.

Secondly, here our scope is up to FAS delivery, or ex-works delivery. So the freight cost is in the customer's scope for this order. So we don't see any challenges in the freight cost for this project.

And going forward, yes, there are plenty of such opportunities coming not only in the U.S., but in many other countries, and even in India. Pertaining to your question of margins in different sectors, definitely yes. We have major 3 sectors: industrial gas, LNG, and Cryoscientific (CSD). The margin varies from IG to CSD on a higher basis. So, the more complex, the more critical the projects, the margins are better. The simple standard tanks have less margins.

Bhavika Singhvi: Okay. So we are confident that we will be able to achieve the guided 21 to 24 range of margin which you have said?

Deepak Acharya: So let us see. Hopefully, yes. But within situations that are so difficult to predict anything, we always hope for the best and work hard, and work backwards to see that we achieve the targets.

Bhavika Singhvi: I got it. And also, sir, in your initial commentary you mentioned about the subcoolers you added in the portfolio, and you got a customer for that. Just because this is the first time we have been shifting from the storage tank to the subcooler, which is a high-end product. What percentage or what is the order size of this particular project? And like how we are, scaling in this particular product and entering more critical products in the space side?

Deepak Acharya: This is a very specific project I can say. And we got almost 16 such subcooler orders, 12 for LOX and 4 for methane. And this is I mean design is very critical for this project. And this is required because whenever you are filling the cryogen into the propellant tanks, the temperature gets increased because of time lapse. So here these subcoolers will subcool the liquid, maybe oxygen or methane, to a lower temperature and in the process transfer it from one place to the propellant tank.

At the propellant tank, the temperature should be maintained. This is the function of these subcoolers. And I think going forward, such equipment will be definitely required for all other projects as well. And because the volume of these liquids are very, very high, earlier only smaller satellites were transferred to space, so small quantities of liquids were handled. But here the huge quantity of liquid has to be handled in a very small time, so very high flow rates are required and subcooled liquid is required.

So it's a very challenging opportunity for us and for the world, I can say. But we are very confident that whatever designs we have made, we have got our initial approvals from the customer and from the third-party agencies in place.

Bhavika Singhvi: Okay. But can you mention the order value we receive for this product?

Deepak Acharya: Out of the space order backlog, it's around 60% to 70%.

Bhavika Singhvi: 60% to 70% to the subcoolers only?

Deepak Acharya: Yes.

Moderator: The next question is from the line of Jay Negandhi from Ambit Capital.

Jay Negandhi: So, sir, just wanted to understand our contractual liability on the dispatch of large tanks, since you mentioned that higher freight costs affected our margins. So is our liability till the Indian port or till the U.S. port or any other country we are exporting to?

Deepak Acharya: So of the 2 orders which you are talking about, one is the U.S. aerospace customer and another is Bahamas. Our Bahamas order was FAS delivery, so it was just keeping the tanks across the port or the nearby jetty. And for the space customer, we have it on an Ex work basis, so all transport and logistic costs are to their account. So we are quite straight into this, at least for this project.

Jay Negandhi: Okay. Understood. Sir, my next question is on the Dholera semiconductor project. So wanted to understand the size of the initial order that we have got and what could be the potential value of larger orders that we will apply for in the future. And also, does this scope of work apply similarly for OSAT and fabrication projects, or does fab have a larger opportunity in size or vice versa?

Deepak Acharya: So very, very nice question you asked. And like you are learning about semiconductors, we are learning about semiconductors. The exact opportunity in semiconductor is very difficult to quantify at this stage. The only one thing in our mind was to enter into this sector. So even if it was a small order, the numbers are very small to mention here perhaps, but it was our entry into that market.

And with the work of the last 1.5 months, I can say I'm confident. Yesterday also I visited those guys and they said your team is doing a fantastic job on this project. So hopefully we should get good orders from this Dholera fab. And as you ask for other projects, yes, the quantity of piping which is there is almost like 500 kilometers or 600 kilometers in the first phase of Dholera fab. The quantity is not that high in other projects, such as OSAT and other things, but definitely they require cryogenic equipment as well as some piping.

And even not only this, but there are a lot of data centers which are coming in. So these data centers also require such similar type of piping. So we are entering into an area which is, I can say, very strong in such expertise which is required. And what I have seen in the last so many

months now, the availability of skilled manpower is not available in this sector. And to initiate that, we already started a SemiOrbit skill center near our factory.

And we will be supplying at least 30 to 40 welders per month. So just to give you an idea, for a place like the semiconductor industry in Singapore, there are around 5,000 welders are required. So that is the volume of work which is intended into such type of businesses. So we are in the process of developing these Welders to take this challenge.

Jay Negandhi: Understood. Sir, any update on the data center cooling prototype?

Deepak Acharya: Data center cooling prototype, we have just designed it now, and it will take around 6 to 8 months for conceptualizing finally.

Jay Negandhi: Okay. If I could just squeeze one more. You have gotten a strong foothold in the aerospace market on the export front. Can you help us understand how the opportunity pipeline is in the Indian market, or how should we look at it going forward?

Deepak Acharya: The Indian market is also growing very fast. As you know, there are startup companies, mostly 4, 5 startup companies which are working. We have received orders from all of them, maybe small quantities or bigger quantities. And our initiative of working with them and helping them in engineering and establishing the specification, as we have worked for the second launch pad.

So everybody is quite inclined to work with INOX India. And whatever the inquiries have been floated by these private small startup companies, we are backing all the orders. And from ISRO, yes, we are waiting for the final RFQ to come now.

Moderator: Thank you. The next question is from the line of Avadhoot Joshi from Trivantage Capital.

Avadhoot Joshi: Okay. So my question is on the data centers. So if we look at what's happening in the U.S., these data centers will be generating power from LNG, and pipelines are being laid out for that to the data centers. And of course, there will be the cryogenic tanks at the end to store the gas for contingency. So are we looking at any orders from that side because that capex looks huge in the U.S.? What is happening in that area, if you can throw some light on that?

Deepak Acharya: See, if you see this supply of power to the data centers, it's very important because you require 100% uninterrupted power supply to the data centers. And as you see, we have supplied similar parts in the Caribbean, where the power will be produced with the help of LNG as a fuel. So the project is, it may be say 50 megawatts, there it can be like 200 megawatts, 300 megawatts.

So we have our products ready for such projects, and we are trying to enter into this area as well now. And we will be definitely getting some inquiries for this project. Hopefully, this is the most effective way of handling the power requirement with the data centers.

Avadhoot Joshi: Understood, sir. And second question, as you mentioned about the freight cost, out of this INR2,200 crores order book, how much of it is exports? Any split on that side?

Deepak Acharya: Exports?

Avadhoot Joshi: Yes.

Deepak Acharya: I don't have that number, but whenever it is like, our 60% business is to the export market. And if you see the INR2,200 crores, almost 50% is to these 2, 3 major customers, where either we have exports or FAS delivery. And balance, when we have that, we have back-to-back agreements with them. And if suppose we have in our scope and if the prices are increasing, we definitely talk to the customer and resolve amicably.

Moderator: The next question is from the line of Bharat Sheth from Quest Investment.

Bharat Sheth: Congratulations, sir. Sir, as I see, I've been listening to you that whether in the, space, or data center, or semicon and water treatment, then kegs, for this brewery. Sir our opportunity side and the new verticals we are entering, so that is opening a large opportunity. So can you give some color that in the next 3, 4 years, how do we really see our company? And what are the challenges to meet without losing our EBITDA margin range what we are guiding?

Deepak Acharya: Okay. Very, very good question, and I think very futuristic. And hopefully, yes, we are working on various new areas or sunrise sectors, as you rightly said. And we are quite confident because we have solutions for these sectors, okay. And this is not the first time we have been doing such work.

We have been doing it for many such projects, such as the ITER project, the Launchpad project, the Caribbean project. So many projects we have done for the first time. And it is our engineering capabilities and manufacturing excellence, and the time to deliver a product, that has really put us at the forefront in all the sectors we are delivering.

And that is how it is, because our name is now among the few which you can count on your fingers as one of the leading companies in cryogenics and providing solutions to customer requirements. So that is the beauty of our company.

And secondly, yes, going forward, the business, as you are saying, we are growing at 18% to 20% minimum. But if some bigger opportunities come, our growth can be much faster than this. And hopefully, we'll be a very prominent player in this market now.

Bharat Sheth: And sir, what are the kind of capex or funding requirements that require, and what are the major challenges, I mean, to achieve those kind of -- I mean -- and second thing that? Yes.

Deepak Acharya: Yes. The capex, whatever is required, we don't have any constraint. We are a debt-free company and net cash is also in very good numbers with us. So we don't depend on any other funding requirements. We do major funding from our own internal accruals.

So that is not a problem at all. And regarding the facility you are asking about, the space and other things, so we already expanded our facility to Savli 2 years before. We have another 50% space available at Savli. We recently acquired land at Kandla near the port, where the construction work is going on, which will be finished most probably by March of this year. So for the next year, we have full-fledged availability of product available from this plant as well.

So going forward, whatever expectation we are having or the order book we are having, we are very, very well-placed from the manufacturing perspective. The only challenge is, we are seeing recently on the people front, availability of skilled manpower and all that. But to cater to that, we have started our own training center where we train every one, currently 40, 50 wielders and fitters, to take care of the requirement. So we are in line with whatever we want for the future.

Bharat Sheth: Sir, any room for automation? Of course, this is a critical nature, so I understand that...

Deepak Acharya: Almost 60% to 70% of our welding activities and fabrication activities is automated right from the beginning, not today. And wherever opportunities are there, we are going for a higher level of automation, even digital threads to control, and the AI tools which are required, and maybe the IoT tools for the machines, for controls, and everything. To see that we have minimum of skills which are required for the production. At the same time, we depend upon the data available, and it's more transparent from our side, so that the operations become very easy for understanding and maybe for regular work by all the people on the shop floor.

Bharat Sheth: And sir, with your permission, may I ask one more question?

Moderator: Mr. Bharat, please return to the question queue. The next question is from the line of Pravesh Kochar from FourLion Capital.

Pravesh Kochar: Just wanted some update on the launch vehicle LVM3 bidding, where that is heading? Did we have the site visit, and how do you see the competitive landscape there?

Deepak Acharya: Yes, the ISRO team visited our site. We explained them everything. But still they are in their own revaluation, evaluation method. And maybe it will take some time as it's not so fast on track. But yes, they have seen that INOX is having the capability to manufacture this equipment.

Pravesh Kochar: All right, understood. Any sense of the competitive landscape there? Because some of the other players are already manufacturing other launch vehicles. So do we have a decent chance here?

Deepak Acharya: Yes. Presently, they are doing the technical competency only. So we are now qualified to that extent, though it is not formally declared so far. But looking to the discussion when they were here, and earlier also we have submitted for such things earlier. That time also we were qualified.

The other players, definitely yes, they have a lot of money from the perspective of capex in addition. But from experience in cryogenics, they are lacking. So we have a better chance in all the bidding.

Pravesh Kochar: Understood. And second question is, the subcoolers now that we are going to be supplying to the U.S.-based customer, is the opportunity for some of those heat exchangers in other non-space applications as well? Because that was not a big part of our business earlier. Is there anything that you see opening?

Deepak Acharya: There are plenty of such opportunities available, but we restrict ourselves to where we have our competency and where we have expertise. So mostly we'll focus on the cryogenic type of equipment only.

Pravesh Kochar: Yes. I meant to ask this, the cryogenic heat exchangers, which are obviously cryogenic because it's liquid oxygen and methane subcooled. Are these applicable in non-space industries as well, or is this limited to just space?

Deepak Acharya: Normally, no. Not required.

Pravesh Kochar: Not required. Okay.

Moderator: The next question is from the line of Divyam Doshi from 9two3 Capital.

Divyam Doshi: Congratulations on the great results number. I just wanted 2 or 3 updates. I just want an update on the MRI machine that we had a prototype made for, and the LOX machine for submarine.

Deepak Acharya: Yes. On the MRI, yes, the first machine and that is under trials now. And the EoI for 5 machines is underway. So once that is released, I think we'll get that number. And working with other companies, we already started working with other companies as well.

So this project is low, but we are improving on the feasibility of these products. And on the oxygen tank for the AIP system, we have delivered this product to L&T, and it is under final testing. Once that final testing is over, the next course of action will begin for the next submarine, and tanks will be produced.

Divyam Doshi: Okay. And sir, one more question, can you explain the LIGO order which we got recently?

Deepak Acharya: Yes, Yes. So this LIGO order is basically a device which is like, it can detect the earthquake in advance. So this is a facility getting developed at Hingoli, near Nanded in Maharashtra. A big order has been received by L&T for around INR4,000 crores. And they are doing a lot of civil work there.

Because of cryogenic equipment supply, some cryo pump supply, and many other installations to our, I mean, to our manufacturing scope. They have not yet decided upon who will do the work at site. We are vetted for that. Let's hope that some more orders will come onto this. But this is a very prestigious project, and the one which is available is in LIGO, USA. A similar replica will be done over here with the help of RRCAT, Indore.

Divyam Doshi: So is this a single project or will there be more future projects on the same project?

Deepak Acharya: Because there is some, you know, the circuit or what they say is like the earth is divided into some zones, and 2 or 3 such equipments are sufficient to detect any sort of earthquake all over the world. So it is one of its kind, you can say.

Moderator: The next question is from the line of Abhinav Nalawade from ICICI Securities.

Abhinav Nalawade: Yes. I just have one question. Half of our order book is from the U.S. space currently. As you mentioned that 20% will be executed in FY27, that is the second half, and remaining 70%, 80% will be in FY28. So rough calculation gives me an understanding that it will be a meaningful contribution in both the second half as well as FY28 in terms of revenue from this space, right?

So given the complexity of this order that you mentioned, I mean, it will be fair to assume that these orders will fetch higher margins. So is it fair to assume that going forward, and even the freight cost is not in our scope, right? It is in the customer's socpe. So is it fair to assume that in H2 as well as in FY28, we can assume the margins to trend upwards compared to first half or even FY26 EBITDA margins?

Deepak Acharya: Yes. There should be. Margins will improve because of this order.

Abhinav Nalawade: Understood. Sir, in terms of execution, I mean, you mentioned the complexities there. In terms of execution, will there be any challenges or any surprises that you may face while executing these orders which may impact the margins? Any risk to that?

Deepak Acharya: No. The risk is like, it's a first of its kind order and very big size of coolers are there, so a lot of imported materials are there into this. Thick forgings are required. Multiple hole drilling is required. Orbital welding is required.

Cleanliness is required. So all these areas are very known to us. It's not that something which we are not aware of. Even from the design perspective, we have designed it very nicely depending on the TMR requirements. And the final design is also approved by our customer now.

So yes, there are challenges, but we are mitigating the challenges by proper planning, understanding the product well, and keeping the good quality material and reputed manufacturers this thing, and training our people, having trained people from the welding perspective and the test perspective.

So it's a challenge, but let us see. And we are confident that we have handled several such projects in the past with very complex nature very smoothly. So we will do this project also in a similar manner.

Abhinav Nalawade: Understood. So just one more question. You mentioned that there's a prospect of additional orders coming from this U.S. space. Any rough timeline in terms of when can we expect these orders? Any idea on that?

Deepak Acharya: No exact date on this one, but I have heard from X that he wants to deliver, I mean, launch at least a 1,000 such rockets every year. That means 3 rockets a day. So if 3 rockets per day, 1 or 2 launch pads are not sufficient. That much I can tell you.

Abhinav Nalawade: Understood. That's helpful. And Happy Diwali.

Deepak Acharya: Happy Diwali. Thank you, everybody. I think we have discussions now.

Moderator: Should we take more questions?

Deepak Acharya: I don't know. If you have, you can.

Moderator: The next question is from the line of Vandika from B.K. Shah

Vandika: Yes. Sir, the first question I want is, out of the approximately space orders which we have, what is the exact order value attributed to the major one U.S. customer which we are talking about, with whom we are like moving into another 3 to 4 projects in the pipeline? If you can share that information.

Deepak Acharya: So this is the first order where we have 16 subcoolers and 16 large capacity 1,500 cubic meter tanks weighing up to around 450 tonnes, which we normally use for oxygen and methane storage. So this is a project which is put together, LOX and subcooler and the tanks is more than a INR1,000 crores. And out of that, 15% to 20% will finish in this financial year, and the balance will be shifted to the next year. Maybe we will try to finish by March '28, but something 10% can shift to next year as well.

Vandika: So you say that INR1,100 crores are the space orders coming from one particular customer only, right?

Deepak Acharya: Yes.

Vandika: Okay. And also, sir, like as you mentioned that we are doing 3 to 4 projects in the pipeline, though like we don't have -- we can't give the order book size of that, but can you share the time of that opportunity for us? Because as you said that the space order will be lumpy for us. So one just wanted to understand, going forward, once this customer announces the projects are commercialized, how much size of orders we can expect from this particular customer?

Deepak Acharya: I think the opportunity-wise, if you see, if they have one such launch pad getting developed and similar 3, 4 launch pads they will develop in future. So in another 3 to 5 years, there'll be substantially good orders from this customer, provided we deliver the equipment of good quality and in time. So that is the most critical part of this order now.

So we recently supplied the 2 tanks in the last month now, and we have almost every second month or third month, we have dispatches from our place for this project. And hopefully we will be in a position to deliver as per time and as per the quality requirements. And if that goes well, yes, we have pretty good chances of getting the future orders.

Vandika: Got it. And so a lot of private players are also coming in the space side, especially if I talk about the domestic market. So are we seeing traction from that space? Like, how much orders we are getting? Like do we have any negotiations going on with those type of players on the private side who are coming in the space sector?

Deepak Acharya: Yes, we are working with all the top 5 startup private players in India, and we have delivered equipment to almost 4 of them so far. Maybe small quantities or small value, but whatever the projections they are giving us is very large for the next 3 to 5 years, maybe to the tune of around INR2,000 crores to INR3,000 crores put together with private sectors.

And it was our initiative that right from the beginning we were having the intention to catch them young so that we are into the business, and you never know who will be becoming bigger and bigger. So we are helping them out, and as we have good experience on the second launch

pad and experience of developing products for the space sector for the last 30 years, people are relying on our capabilities.

So hopefully, we get good orders from this private space sector as well as the Government of India, ISRO department as well.

Vandika: We got it. And also second question I have on the semiconductor side. So basically regarding the Tata Electronics order which we have received for the initial small piping order. It's not on the opportunity sizes like someone has asked, but I just wanted to understand what other products we can offer the semiconductor space.

Moderator: Ma'am, I'm sorry to interrupt. Can we take this offline? We would need to close the call now.

Vandika : Okay, no problem.

Moderator: Thank you so much. We take that as the last question. I now hand the conference over to the management for closing comments.

Deepak Acharya: Thank you very much and for your patience in hearing. I hope we have answered all your questions. If something is still remaining, you can ask the question in writing to our IR head, Mr. Sunil Lavati. We will be happy to answer this question to your satisfaction.

And I wish all of you Happy Diwali and a prosperous New Year ahead. And we invite you to our factory to visit if you are interested, so that we can showcase our capabilities to you. Thank you so much.

Moderator: Thank you very much, sir. On behalf of ICICI Securities Limited, that concludes this conference call. Thank you all for joining, and you may now disconnect your lines. Thank you.

Deepak Acharya: Thank you. Bye-bye.