



**MONOLITHISCH
INDIA LIMITED**

(Formerly known as Monolithisch India Private Limited)

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Date: 29th October 2026

To,
The Manager,
National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra - Kurla Complex,
Bandra (E), Mumbai - 400051, Maharashtra, India.

Scrip Symbol: MONOLITH

ISIN: INE1DV401010

Subject: Submission under Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 – Transcript of Investor Call.

Dear Sir/Madam,

Pursuant to Regulation 30 and Part A of Schedule III of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find below (Annexure A) transcript of Company's Earning call held with Investors/Analysts on October 27, 2026.

In Compliance with Regulation 46(2) (oa) of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, the transcript will also available on the website of the Company.

You are requested to take the above on your record.

Thanking You.

Yours faithfully,

For Monolithisch India Limited

Deepa vijay
agrawal

Digitally signed
by Deepa vijay
agrawal

(Deepa Vijay Agrawal)
Company Secretary and Compliance Officer
Membership no. – A41252



“Monolithisch India Limited
Q2 H1 FY27 Earnings Conference Call”
October 27, 2026



MANAGEMENT: **MR. PRABHAT TEKRIWAL – CHAIRMAN –
MONOLITHISCH INDIA LIMITED**
**MR. HARSH TEKRIWAL – MANAGING DIRECTOR –
MONOLITHISCH INDIA LIMITED**
**MR. KRITISH TEKRIWAL – DIRECTOR INVESTOR
RELATIONS – MONOLITHISCH INDIA LIMITED**
**MR. KRITIKA BORA – ASSOCIATE COMPANY
SECRETARY– MONOLITHISCH INDIA LIMITED**

MODERATOR: **MR. HIRAL KENIYA – EY**

Moderator: Ladies and gentlemen, good day and welcome to Monolithisch India Limited Q2 H1 FY27 Earnings Conference call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star, then zero on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Hiral Keniya from EY. Thank you, and over to you, Hiral.

Hiral Keniya: Thank you, Danish. Good afternoon, everyone. On behalf of Monolithisch India Limited, I welcome you all to the company's Q2 and H1 FY27 Earnings Conference Call. To discuss the performance of the company, we have with us from the management team Mr. Prabhat Tekriwal, Chairman; Mr. Harsh Tekriwal, Managing Director; Mr. Kritish Tekriwal, Director, Investor Relations and Ms. Kritika Bora, Company Secretary and Compliance Officer.

Before we proceed with this call, I would like to draw your attention to the fact that today's discussion may contain some forward-looking statements that are subject to various risks, uncertainties and other factors, which would be beyond management's control. We kindly request to bear in mind that there might be some uncertainties while interpreting such statements. We will now start the session with opening remarks from the management team. Afterwards, we will open the floor for an interactive Q&A session. I will now hand over the conference call to Harsh sir for his opening remarks. Thank you and over to you, sir.

Harsh Tekriwal: Thank you, Hiral. Good afternoon, everyone. Our ambition is to build Monolithisch into advanced handling and silica manufacturing business with a growing presence Pan-India. We are working towards this ambition by strengthening our raw material foundation and extending manufacturers' processes closer to customers.

Our main target is to invest wherein it is required. We are investing in research and development capabilities and building a new Monolithisch. Firstly, I'd like to talk about the backward integration. The mining block allotted to the company in Bihar is very critical. As our manufacturing footprint expands, the availability and consistency of critical inputs become even more important.

Through this backward integration, we expect to strengthen raw material security and gain greater visibility over costs. The proposed beneficiation and storage facility should help us connect sourcing more effectively with plant requirements and manage inventories more efficiently than ever before.

This is the practical value we intend to create through integration a stronger supply foundation for the business as it grows with the most sought-after quality. Commercial mining is targeted to begin around mid-January 2027, subject to the necessary approvals. Our priority is to progress the approvals and operating arrangements required to bring the initiative into commercial operations somewhere near Makar Sankranti.

Now let us talk a little bit about the expanding approach that the company has reflected on. Our proposed facilities in Karnataka and Rajasthan are intended to bring Monolithisch closer to

major industrial consumption centers in Southern, Western parts of India. This will give us a new market in the Southern region, in the Western region and in the Middle East and African subcontinents.

Customer proximity has a direct commercial purpose. It should support more efficient deliveries, better rates and closer engagement with customer requirements. We want to become a dependable supply partner to the entire world with product, quality and service that earns repeated business. Monolithisch is ready for this.

Commercialization is targeted for July 2027 near Hospet in Karnataka and November 2027 in Udaipur, Rajasthan, subject to project executions and commissioning. These proposed facilities are important steps towards a national manufacturing presence. They are also expected to strengthen our access to potential export markets as we develop our capabilities.

Let us now talk about the Greenfield facility for which the management has been waiting for since the IPO came into existence. Our Greenfield capacity commenced commercial production on 10th October 2026. After immense hard work of our team, we are delighted that now we are ready to serve the customers from there. This manufacturing facility draws vendor capabilities and technology from Australia, Finland and, of course, India.

We intend to build on this practical experience and the best technology possible in the planet as manufacturing size grows. As told before, the land available at the site also provides scope for a lot of future developments of higher value silica products. We see this Metallurgica unit to be called as one of India's finest silica complexes which will add to Monolithisch's long-term development values.

Capital discipline and execution is going to be central to what we are planning on. Internal accruals are central to our funding plan, supported by efforts to release cash through inventory optimization. The proposed mining raise model is intended to limit direct infrastructure expenditure, while our regional expansion is planned to be financed largely through internal accruals.

Our responsibility is to make the capital productive. That requires careful commissioning, effective working capital management, and the conversion of manufacturing capability into lasting customer business. The competitive position we are looking forward to combines dependable raw materials, efficient manufacturing, and closer access to the entire region.

We believe these capabilities will reinforce on one another and build an integrated business model that has never existed in the silica platform. We will pursue that opportunity with ambition and accountability. Our subject is to turn the investment underway into stronger customer relationships, sustainable earnings, creating lasting value to our shareholders. I thank our employees, customers, and business partners for their support, and our shareholders for their continued confidence. I will now hand over to Mr. Kritish Tekriwal, who will take you through the financial performance for Q2 and H1 FY '27. Thank you.

Kritish Tekriwal:

Thank you. Good afternoon, everyone. I will take you through the consolidated results beginning with the second quarter. Second quarter financial performances. Revenue for Q2 FY27 was

INR53.6 crores compared with INR28.5 crores in Q2 FY26, representing a year-on-year growth of 88.2%. EBITDA increased by record volumes at 192.2% to INR15.8 crores from INR5.4 crores in the corresponding quarter last year.

EBITDA margins improved to 29.5% compared with 19% on year-on-year basis. Profit after tax increased by 145.1% to INR11.2 crores compared with INR4.6 crores in Q2 FY26. PAT margins improved to 20.8% from 16% on a year-on-year basis. First half financial performance. For H1 FY27, revenue was INR100.8 crores compared with INR57.3 crores in H1 FY26, an increase of a staggering 75.9% on a year-on-year basis.

EBITDA increased from 141.1% to INR28.9 crores from INR12 crores in the corresponding period last year. EBITDA margins improved to 28.7% compared to 20.9% on a year-on-year basis. Profit after tax increased by 141.3% to INR21.24 crores compared with INR8.80 crores in H1 FY26. PAT margins improved to 21.1% from 15.4% on a year-on-year basis.

I would also like to take this opportunity to inform that our customer base has increased by substantial number on a year-on-year basis. We are also engaging in new territories, establishing our quality and product prowess across industry. We are excited to embark on a backward integration journey as this will take MIL to new heights, not in terms of not just quality and quantity, but also in terms of creating an ecosystem that will benefit all.

That concludes our opening remarks. We would now be happy to take your questions. I will hand over the call to the moderator again.

Moderator: Thank you so much, sir. Ladies and gentlemen, we will now begin with the question-and-answer session. The first question comes from the line of Shaurya Yadav with GrowthSphere Ventures. Please go ahead.

Shaurya Yadav: Yes. Am I audible, sir?

Harsh Tekriwal: Loud and clear.

Shaurya Yadav: Yes. Thank you. Congratulations for the good set of numbers. My first question is on the competition. What if our existing competitor goes and acquire more mine in the east? Will that create a pricing pressure for us? Recently, Raghav has done JV with TRL Krosaki for the same.

So how do you see the pricing situation in Eastern belt, where our company is already operating at a lower cost and it will operate post the mine gets started? Or do you think that since majority of our industry is unorganized, so the player which have raised the capital at the right time and do the expansion, they can easily corner the market?

Harsh Tekriwal: Sir, there are two aspects to what you are asking. First is regarding the competitor. It's not appropriate for me to comment on anyone's business, how they are going to build their business. A, we are the only company till now who's acquired the mines, who has the mines. There might be many JVs and many things that listed and unlisted companies would be playing on, but I don't think that affects our ambition and our story even 1% by any chance.

The second part that you said that raising capital at the right time, this is also not very relevant because of the fact that it is not about investing in this business or raising capital at the right time. It is about who has given a good amount of time to this industry. So as I have told before, that the listed entity looks like it has just started in 2018.

But the promoters, they have given 30 years, 35 years, 40 years to establish this industry. And that has been passed on to us, and we are trying to create value in the new age. So, this difference this is I mean, I don't know if, you know, I was able to answer your question or not, but, moreover, this is about who has the right quality, the right approach, and the goodwill which is said. Of course, there could be nine new players who'll try to create it, but I don't see there's any industry in the planet where there could be anyone who's not entering and exiting. If your business fundamentals are right, I don't think these things should matter.

Shaurya Yadav: Got it. The second question is on the optionality. What optionality do we see in our industry apart from the running mark? Do you think this silica can be a sizable TAM for us going ahead?

Harsh Tekriwal: Yes, sir. This is going to be one of the most sought-after chemical compound for the new age that we are in. So I think there's a whole lot of opportunity that is lying not only in India, but around the world, and players who would be engaged in the silica business would definitely have a head start and a lot to go ahead in the faster region.

Shaurya Yadav: Got it, sir. Understood. Yes, sir. Thank you.

Moderator: Thank you. Our next question comes from the line of Naman Desai with Sunrise India Growth Fund. Please go ahead.

Naman Desai: Hello? Good afternoon, sir.

Harsh Tekriwal: Good afternoon. My voice is clear, right?

Naman Desai: Yes, I can hear you, sir. Congratulations on a very good set of numbers. Sir, I have two questions. First one is absolute inventory value target for fiscal 2027 at group level.

Harsh Tekriwal: Sir, you are slightly less audible right now.

Naman Desai: Okay. Sir, I just wanted to know, what will be our absolute inventory value target for fiscal 2027 at group level?

Harsh Tekriwal: Sir, you are slightly less audible right now.

Naman Desai: Okay. Sir, I just wanted to know, what will be our absolute inventory value target for fiscal 2027 at group level?

Harsh Tekriwal: Sir, I think should be around -- you're talking about absolute number basis, right?

Naman Desai: Inventory value, yes, sir.

- Harsh Tekriwal:** So, the absolute inventory value should be somewhere around INR30 crores to INR32 crores on a group level.
- Naman Desai:** Okay. Understood, sir.
- Harsh Tekriwal:** I'll tell you the arithmetic also behind that. So generally, how we tend to keep the inventories is very different from how we are keeping from last 2 years or something because one month you feel that there's no inventory requirement, the other months it is required.
- But things are changing for us, and we have targeted that we are going to reduce our raw materials, especially the stone that we have, substantially, because that is something which we can play on, and it is going to be safe for us. So, you can expect that somewhere around INR32 crores to INR34 crores should be the target by which we should be ending this on a group level.
- Naman Desai:** Fair enough. So second thing, I wanted to ask that when I went to the annual report, we mentioned regarding high-quality silica-based products. I would appreciate if you can brief us about the developments on this front?
- Harsh Tekriwal:** Sir, there are developments that are happening. We are talking to two of the companies, one in Europe and one in China, and we are supposed to finalize on one of the other in the next 15 to 20 days. But it wouldn't be appropriate for me to go down on the names as of now, but you'll see it very, very soon. We are engaging with technology partners for the high-value products, and that will be visible to you very shortly.
- Naman Desai:** I wish you all the very best. I'll get back in queue, sir. Thank you, and have a nice day.
- Harsh Tekriwal:** Thank you so much.
- Moderator:** Thank you. Our next question comes from the line of Prince Bhandari with Keynote Capitals. Please go ahead.
- Prince Bhandari:** Hi. Congratulations on a great set of numbers, first of all, and thank you for taking my question. So my question was on the lines of the volume growth. So we all know that we are increasing our capacity more than we are doubling our capacity and even going further than that, and expanding to various geographies. We are going to the west and also the south.
- Harsh Tekriwal:** Sir, can you just hold the phone a little closer? Your voice is staggering, sir. Sorry.
- Prince Bhandari:** Yes, sir. Am I audible now?
- Harsh Tekriwal:** Yes, sir. You're very much audible now. Please go ahead, sir.
- Prince Bhandari:** Okay. Yes. So my first question was around the volume growth. As we all know that we are doubling our capacity, and we are going to different geographies. When I talk about going to the west, we already have one of our biggest competitors who comes out of west. And that competitor is again coming to the east, which is your geography.

Just wanted to know how we are going to differentiate. First, if I talk about the west, if we go to their market, how are we going to acquire the new customers? And do we feel any competition from the competitors if they come to the east? Just wanted some light on those parts.

Harsh Tekriwal:

Sir, as I told before, that first of all, we are expanding in two regions. One is the southern part, and one is in the Rajasthan region, okay? And the capacities that we are bringing in is pretty small to what we intend to in the largest feature. So, we are an established brand. We are doing a good amount of business from territories where we are expecting to go into. And now also those territories have already options to procure from A, Y, X, Z vendors, but they still chose to take from us. So, I think that defines why we are interested in going there.

The second bit, what you're asking, that if someone is going to start a plant in this territory, that is going to be immaterial for us because the cost of producing the products for us is almost going to be the cost of raw material for any customer after the mines acquisition. So, there's a huge difference of pricing that we have. There's going to be a huge difference of product quality.

So, the mines, this is not a new virgin mine that we are operating on. This has operated from 2015 to 2020. In that 2015 to 2020 times, there was not even 1 gram of ramming mass that ever traveled from anywhere in the planet to the eastern region. And, of course, every management can have their perspective, but the best would be if you go to the ground, ask the customers that, how do you rate the products that are available from the mines that you're talking about? There's no point telling anyone good or bad and anything. The best thing is go for a neutral approach, try to ask 10 people out in the eastern India, and you'll get your answer.

Prince Bhandari:

Understood, sir.

Harsh Tekriwal:

Yes, sir.

Prince Bhandari:

Understood. Okay. And my second question was on the line of the mine which you have acquired. Just wanted to know that how much of the total existing capacity which we have right now can be supported by the mine which we have acquired? And my second question was, do we plan to add any mines going ahead in the future?

Harsh Tekriwal:

Sir, we are at present at mine surplus capacity of around 1.5 lakh tons of what or 2 lakh tons maybe of what we would require because, as the greenfield has started, it'll take good, sweet 8, 10 months time to ramp up, and the capacity of mines is much larger. So, I don't think that is going to be a point.

Regarding the mining opportunity, so we are building on different or new products, and if we feel that, okay, for the new products, there is a different grade of things that are required, then we might go. Our concept is very clear. Number one, we never want to be at our high leverage. We want to grow internally as fastest as possible.

So when we are targeting the revenues that we are guiding on, we see good accruals that are going to come into picture. Might be at one quarter, you would see a little extra deployment on anything or anything less on one quarter. But, in totality, at a whole year, this is the basic

fundamental in which we are going to drive. And the second question was, sir? Sorry. Can you repeat that?

Prince Bhandari: No, you already answered the questions. The question was -- that first question was that how much capacity does the mine support? And the second was, are we planning to acquire any new capacity? So you answered that question. Just one last question. Are we looking at any export opportunities right now and where are those opportunities coming from?

Harsh Tekriwal: I have previously mentioned, that there is export opportunity available in the western part. We are not viable at the moment because the costing that comes, so, the product cost would be INR7. The traveling from here would be INR4, then again exporting another INR4, INR5, which is giving a competitive advantage to people who are sitting at those belts.

So, that competitiveness will come after we have our presence in the in that coast regions. That is A point. B point, we are doing business with Nepal and Bangladesh. We are doing through Indian trading houses where we take the money on cash basis, and we sell it off here and they take it for us because we feel that at present, Nepal and Bangladesh are two avenues where you can get stuck if you're working on LC or any kind of other source of fund. So, this is where we stand at if you talk about the export part.

Prince Bhandari: Understood. Okay. Thank you so much for answering my questions. I'll get back into the queue.

Harsh Tekriwal: Thank you.

Moderator: Thank you so much. Our next question comes from the line of Bhavik Shah with Choice Equity Broking. Please go ahead.

Bhavik Shah: Good afternoon, sir. Congratulations for stellar set of numbers. Sir, my question is related to the SGB series.

Harsh Tekriwal: Good afternoon, sir.

Bhavik Shah: How much is the contribution from SGB series?

Harsh Tekriwal: Sir, roughly around 60% to 62%, you could say.

Bhavik Shah: Okay. And could you please break down the margins which have been improved from FY26 to TTM basis? So, as we can see that margins have improved from 24% to 27%. Could you please break down that this is because of raw material price lag or how much is because of the shift to premium series and/or operating leverage?

Harsh Tekriwal: Sir, I would say 35% would be of the operating leverage, 35% to 40% would be of the premiumization of better rate realization, and the next 10%, 20% is, again, we are being ahead in terms of inventory. We are procuring at the time where the procurement is quite low. So, I'll just give you a rough example. In the additives perspective, if you say we do good business with Indo Borax.

So, they might be able to guide you that during the rainy seasons, their prices are comparatively lesser than the year-around season. So, we tend to stack up at the times where the prices are better. And this is how it is. It's a different kind of industry in terms of what you are selling and how you're procuring. So, there's mix of seasonality. There's mix of world economics. All the four things come into play.

Bhavik Shah: Great, sir. Sir, any product mix target for SGB series? It has reached till 60%. So, this can move up to?

Harsh Tekriwal: Sir, not really, but once we are able to revamp...

Bhavik Shah: Okay. So, this is a fair product mix which we can assume going forward?

Harsh Tekriwal: Sir, you would definitely get to know if there is any development on that part. At present, we would try to start the manufacturing of this series in the Metallurgica unit also. And definitely we are slowly trying to shift our entire product base to this series because end of the day, the prices of the product matter 20% and 80% is the quality that matters, so.

Bhavik Shah: So, slowly and steadily, customers are also getting used to this product, and they are accepting the product pretty much well. So, I think it can improve, right?

Harsh Tekriwal: Sir, should improve. I'm not sure. I can give you a number on it. That should improve. Yes.

Bhavik Shah: That's all from my side, sir. Thank you so much.

Harsh Tekriwal: Thank you.

Moderator: Thank you. Our next question comes from the line of Charchit Maloo with Genuity Capital. Please go ahead.

Charchit Maloo: Hi, sir. Thanks a lot for the opportunity, and congrats for the...

Moderator: I'm sorry, Charchit, but your voice is very low. We can't hear you.

Charchit Maloo: Hi. Am I audible now?

Moderator: Yes, you are.

Charchit Maloo: Hi.

Harsh Tekriwal: Good afternoon, sir.

Charchit Maloo: Good afternoon, sir. Thanks a lot for the opportunity, and congrats for the good set of numbers. Sir, my first question is regarding the volumes. So, in Q2, what was our volume that we have clocked, and what was the average realization?

Harsh Tekriwal: Sir, Q2 was around 55,000. And I would give you a ballpark number on average realization because in the past quarter, the rate revolution hampered our company, by the terms of our rates

got disclosed. So, you could expect somewhere around INR8,700 to INR9,000. That was the average realization.

Charchit Maloo: So, this 55,000 that we have done, what was from the old historical plant and from the added capacity? Just wanted to understand the utilization level.

Harsh Tekriwal: The utilization level, so, on our entire group basis would be around 68%, 69%. The new plant has started. The greenfield one if you're talking about has started from 10th of October. So, that is not going to be considered in the previous one.

And if you're talking about the MIGPL Ranchi plant and the MIL Silvassa plant, I think this Ranchi plant since it has not gone through major transformations should be around 90%, 95% of capacity utilization. And as mentioned in this previous concalls as well, the Monolithisch plants should be roughly around 55% or 60%, the main plant, because we are still waiting for some roads to be developed there. And once the Metallurgica comes in full swing, then we'll take 6, 7 days off, and we'll be able to ramp that up to 75%, 80%.

Charchit Maloo: Understood. And if I'm not wrong, we are expanding our capacity, and the plant will be starting from Q2 FY28, right? The addition capacity that we are putting.

Harsh Tekriwal: Yes, sir. So, there are different timelines for both of them. One is somewhere around July, I feel, and the second one is in November.

Charchit Maloo: Okay. And how fast we're going to ramp up that?

Harsh Tekriwal: Sir, it's a very small plant compared to the capacity we are handling. So, I don't know. See, setting up a capacity is one thing in our industry, and then ramping up is the second part. So, as I've mentioned before also, and it is important for you to know that the new greenfield also should be expected to reach its peak utilization in 12 to 18 months.

So, if you see the Monolithisch brownfield that we did, we are upping the game slowly and nicely from there in terms of utilization. So, whatever new projects we bring, you could expect 10 to 12 months from there to see good utilization out there.

Charchit Maloo: Great, sir. Just one last quick question. So, this current realization of INR9,000 up, will we carry forward at the same level or we can see some variations?

Harsh Tekriwal: No, sir. This is the realization that you're seeing, I'm giving you, is on FOR basis. So, it can vary largely. So, suppose that in this quarter, if we are selling more to the local people, to the people around us, then the realization would look small, but the actual ex-plant basis rate remains the same.

If I'm sending it out, then the rate might go to INR10,200, INR10,500, but I'm going to pay to the transporter, so my realization again remains the same. Because the business is such that the customer wants that you add the freight and give them the product, so not a very good parameter to understand the rates. You can have a trend from it, but you cannot jot down on rates. Did you get what I'm trying to tell you?

Charchit Maloo: Yes. Broadly, yes. And yes, that's it from my side. Thanks a lot.

Harsh Tekriwal: Thank you.

Moderator: Thank you. Our next question comes from the line of Utkarsh Somaiya with Eiko Quantum Solutions. Please go ahead.

Utkarsh Somaiya: Thank you for this opportunity. I am Utkarsh from Eiko Quantum Solutions, not Elko Quantum Solutions. I had two questions, sir. Your...

Harsh Tekriwal: Good afternoon, sir.

Utkarsh Somaiya: Good afternoon. How are you doing, sir?

Harsh Tekriwal: I'm good, sir. Please go ahead, sir.

Utkarsh Somaiya: Thank you. So, our current capacity of 5,76,000, what is the optimum utilization one can go in your kind of business in your plant? They can go all the way to 100%?

Harsh Tekriwal: No, sir. Can't go. I would be seeing because we are multi-locational, so I would be seeing somewhere around 85%, 90% to be a good capacity utilization on a year-round basis.

Utkarsh Somaiya: Okay. So, by FY28, we can expect this 5,76,000 to be 85% to 90% utilized? Is that fair?

Harsh Tekriwal: Sir, partly fair. Might take another two, three months.

Utkarsh Somaiya: Yes, that's all right, just a ballpark. And the 8,75,000, which is going to come next year, can that be optimum utilized in FY29? Around 85%, 90%, give or take?

Harsh Tekriwal: Yes, sir. I'm not bothered about that capacity because, see, to look at the ramming mass industry, the best way is to think about the capacity on a monthly basis, okay? So, if you break down 3 lakh tons on a monthly basis, that's going to be less than what, 10,000. So, I think that's going to be what, 25,000 tons something that we'll have to do on a quarter basis, right?

Utkarsh Somaiya: Extra, right? Incrementally, you mean, right?

Harsh Tekriwal: Incremental, yes. So, the brand is set for it, and should not be a problem to, you know, penetrate that much. I mean, I'll give you a simple thing. Might be that, you know, we are working on a different zone right now. There's 100% brand awareness in the belts of Chhattisgarh, Telangana, Odisha, then Jharkhand, whichever is West Bengal, of course, our main sectors.

But if we go to the new sector, the steel industry broadly remains the same, so people are aware that, okay, this manufacturer is already supplying there. So, it is not going to be very difficult or very easy or anything. We would definitely get good entries, and we are already supplying good amount of number in terms of if you see the distance. So, I think that capacity absorption should not be a big deal.

- Utkarsh Somaiya:** Fair enough. Understood. Sir, one more question. I wanted to I want you to spend a little time on explaining a little more about your backward integration. So, once your integration is over, I believe you had mentioned that this is going to save you around INR1,400 per tonne on a realization of approximately INR9,000. So, which comes up to approximately 15% on the margin basis. So, is it fair to assume that on a base of 28% today of 15% will be added, which takes you to 43%? Can you just please spend some time explaining if this is true and how will it play out?
- Harsh Tekriwal:** Yes, sir. I will explain that to you. The basic fundamental is, right now, the raw material cost could be attributed to somewhere between I'm just talking about the raw material, the stone part, yes. So, that is somewhere around INR2,700 to INR3,200 based on how we are procuring, from where we are procuring distance, and all that, okay? So, now this INR2,700 to INR3,200 is going to get slashed and will remain INR1,400/INR1,500 only.
- Why this is happening? Because we have the mines, so we know how much we have to pay to the government. We are going to go for a fixed contract agreement of the raising, so we know that how much we are paying for, you know, raising the product. And then we'll have contracted tipper dumpers for them to take it to our site. So, the entire model will somewhere lie around INR1,400 to INR1,500. So, this is how the math is going to lie on.
- Utkarsh Somaiya:** Wow. And this will be effective from FY29 Q1 onwards, right? Sorry, FY28 Q1.
- Harsh Tekriwal:** No, sir. This is going to be live from FY27 Q4 somewhere around Feb or something.
- Utkarsh Somaiya:** Amazing.
- Harsh Tekriwal:** January 15th is a date given, but if you're doing any kind of modeling, may take 15 days more.
- Utkarsh Somaiya:** Yes, yes, fair enough. Sir, I don't know if you'll be able to answer this question, but if this is going to improve your operations drastically by INR1,400 per tonne, how come your competition is not doing something like this? I'm not sure if you can answer this. It's okay if you can't, but if you can probably help us understand, because it's massive. That's what I'm trying to understand.
- Harsh Tekriwal:** Yes, sir, it is massive, number one. Number two, the translation of this entire cost is not going to come to our books. So, we are here for a very long period. We have got good credentials in the market, and most of our customers are also aware that we are going to be integrated, so we are going to pass INR300, INR400 to them also.
- So, it's going to be a win-win situation for the company and for the customers, all of us. So, I'm not going to tell you that that entire INR1,400 is going to come to me. We'll definitely give some or the other portion to our customers, and that will create an ecosystem where they will not even put their brain to go anywhere because we are already at a cost-effective level basis.
- I'll just give you an example. When we opened Monolithisch plant in 2018, in the area around 100 km of our region, the average consumption of the product would have been hardly 4,000 to 5,000 tons a month, okay? Now come case two. In the district where our plant is, that region I

think that district would be around 60 km to 70 km, roughly I'm telling. This is not something I've prepared for, I'm just giving you an example. In that 60 km, in the next 2 years, there's going to be monthly demand of 20,000 to 25,000 tons of ramming mass in that district, not even talking about the state or going forward.

And if you take around 200 km, then that's going to be 30,000, 35,000 tons. So, we are sitting at the heart of it, and we want our customers all to perceive us in a way that, you know, that this is a recurring business and should be a recurring business. Should not look like a one-off anywhere.

Utkarsh Somaiya: Fantastic, and thank you for such a good explanation, and I wish you all the best for everything you're trying to execute.

Harsh Tekriwal: Thank you so much, sir.

Moderator: Thank you. Our next question comes from the line of Swaraj Mehta with Perpetual Capital Advisors. Please go ahead.

Swaraj Mehta: Hi, Harsh ji. How are you?

Harsh Tekriwal: Sir, I'm good. How are you doing? Very good afternoon.

Swaraj Mehta: Good. Good afternoon. Congratulations on a great set of numbers. I just had one question on our realization. What factor one is SGB Limited has contributed because of its premium price. What other factors other than SGB Limited contributed to the increased realization? Because I think our costs have remained the same and the incremental realization is superbly flown to the EBITDA. What has contributed to this increased realization, and how sustainable is it?

Harsh Tekriwal: Sir, please mind I would again So, this has been the second, third quarter where we have guided for a lesser EBITDA and we have been able to achieve better one. So, I would guide you for the conventional one only. That that keeps the hopes at a normal pace, number one.

Number two, as you will see that, you know, the efficiency is improving. If we are doing volumes of 65,000, 70,000 in in the coming quarters from the same facilities, that'll automatically improve because of the economies of scale. Because this is a bulk-handling product, so things change very differently when you're doing on a bulk. Say that I'm I gave a contract to my transporter to take 500 tons, then he might charge me INR400.

If I tell that, okay, I give you 1,500 tons for the same route, might charge me INR300. So, that INR100 saving would attribute to in totality to a very good number. As the scale will grow big, things will look different. Of course, there's a negative part to it as well. Suppose that we are ramping up Metallurgica right now, so I think the optimum level once it reaches, then the the economies of scale will come effect in that particular unit. But, moreover, the industry basics would remain the same, if I've been able to answer you, sir.

Swaraj Mehta: And as -- but freight -- higher freight cost been any component in this quarter?

Harsh Tekriwal: This one, sir? Current one?

Swaraj Mehta: Yes.

Harsh Tekriwal: Yes. I think we have sent material to far-off places more in this quarter, trying to explore new things. So, I think the freight cost, I have not worked on it, but should be at a good pace. 1 second. I might have the working, so.

No, sir. In this particular quarter, this has almost remained same, but the material that we have procured has been partly on FOR basis and partly on material plus freight basis. So, I think effective from 27th of August onwards, we have procured on a FOR basis, so that is why, you know, the COGS expenses component would look in a different way. So, for us, it would be the best. I think that is why we have deliberately added that on the PPT as well...

Swaraj Mehta: Right.

Harsh Tekriwal: That whenever you want to take out the maths, freight inward, freight outward and should be taken into the factor when you're taking COGS and other expenses.

Swaraj Mehta: Right. So, how much would the freight inward and outward this quarter?

Harsh Tekriwal: I don't have the numbers, but the average freight outward would be somewhere around, say, INR1,100 to INR1,200, and freight inward -- the landed cost, again I told you that the material reaches between INR2,800 to INR3,200, something like that, so there's a break-up to it which I wouldn't like to disclose on the cost, okay?

Swaraj Mehta: Okay. Right. Was there any trading component in the revenue this quarter?

Harsh Tekriwal: Yes. I think there's INR5 crores, INR6 crores of trading that has been done partly on the lower grade of ramming mass and additives. 1 second. How much is it? Around 655, yes.

Swaraj Mehta: INR655 lakhs, you're saying?

Harsh Tekriwal: No, sir. INR655 lakhs, yes.

Swaraj Mehta: Okay.

Harsh Tekriwal: Yes.

Swaraj Mehta: And the volume of trading component, how much that would that be?

Harsh Tekriwal: It's difficult to give you the breakdown, but this has additives. This has the trading of the lower-grade material. So, the lower-grade material is somewhere around INR5,000 per tons, and the additives would be around INR130 to INR150 per kg, so you can do the math.

Swaraj Mehta: Okay. Thank you so much. All the best for the upcoming quarter.

Harsh Tekriwal: Thank you so much.

- Moderator:** Thank you. Reminder to all the participants, please restrict your question to two questions only per participant. If you have a follow-up question, please rejoin the queue. Our next question comes from the line of Priyam Shah with Trinetra Asset Managers. Please go ahead.
- Priyam Shah:** Yes. Hi. Thank you for the opportunity. Sir, a few con calls ago, you had mentioned that your average customer retention rate is 60%, 70%.
- Harsh Tekriwal:** Yes, sir.
- Priyam Shah:** Now, you alluded to this question in this concall, but I just wanted to understand in more depth with new competitions coming into the east. Now, ramming mass is more or less a low-value, high-volume consumable. Chemistry be proprietary -- is not there, dozens of unorganized suppliers. So, just wanted to understand the sales cycle.
- When you win or when someone else wins a new induction furnace customer, what happens? How long is the trial? How many heats do they run against the existing supplier? What metric decides that, you know, this conversion will happen? And second thing is that while you're not giving a clear guidance, what could be our more or less steady-state EBITDA post the mining is fully integrated? Thank you.
- Harsh Tekriwal:** So, number one, that since you asked about customer retention rate, so our customer retention rate for this quarter would be around 73.6%, which would be highest till date. So, that is number one. Number two, when you go procure a customer, so there are two things: either the plant is new or you are new to that plant. So, if the plant is new, then definitely they will see that what price, what material is available. Every plant -- every steel plant has a costing sheet where they see per tons of steel produced to the cost incurred for ramming mass. And that metric decides that who's going to win over. That is the answer to the number second question.
- The number third question is how much EBITDA margins improvement would happen from the mines is -- I mean, it is impossible for me to give you a direct guidance on something which we are not sitting on right now because businesses are done on the field and not on the paper. So, it's not possible for us to, you know, tell that we are going to set up EBITDA at this percentage or that percentage.
- We are expecting this. Might be 2%, 3% plus or minus. It is practically impossible for the management, at least without working 1 quarter or 2 quarters on that particular thing, to let you know how much we'll gain. We are giving you a guidance of this much gain could be done, but there will always be a accuracy margin that we will keep with us.
- Priyam Shah:** Sure. Thank you.
- Moderator:** Thank you. Ladies and gentlemen, in order to ensure that the management will be able to address all the questions on the participant, we request you to kindly limit your question to only one question per participant. If you have a follow-up question, please rejoin the queue. Our next question comes from the line of Nikhil Chowdhary with Toro Wealth Managers. Please go ahead.

Nikhil Chowdhary: Yes. Hi. Good afternoon, and congratulations on a good set of numbers. I had just two questions.

Harsh Tekriwal: Good afternoon, sir.

Nikhil Chowdhary: Yes. Good afternoon. So, wanted to understand, the SGB series has been doing really well on the product differentiation and has contributed well to our revenues. I just wanted to understand what new product developments or R&D or probably new capabilities we are developing, and how much we are spending annually to probably improve our ramming mass products like in terms of lining life and heat performance?

And second question is, how are unorganized or probably, say, other organized players responding to the large capacities that we are adding? Like, are they also doing similar capex? Like, what is the competitive environment -- how is the competitive environment responding to probably our -- or probably other players' capex actions? Yes. These were the two questions.

Harsh Tekriwal: Sir, number one question was -- can you just repeat the first question again? Sorry.

Nikhil Chowdhary: Yes. So, since probably our the SGB series is contributing to 60% and of our revenues, like you said in Q2, I just want to understand how -- like, how much are we investing in probably new products out of our total annual top line to get new products to the market so that we offer differentiated products versus the competition, be it organized, be it unorganized, like to increase the lining life?

Harsh Tekriwal: Okay, sir. I got you. So, I'll tell you. So, number one, our product is largely based on the fact that, you know, how you're maintaining the current quality, and simultaneously you are developing new products which can suit to the new challenges that the furnaces might face, okay? So, we have set of team which keeps on exploring different kinds of configurations. We have a small in-house capacity furnace where we try to line, we try to see. So, all these things are part of the company.

In terms of new products and new value addition, as I told before, that we are going ahead with technology partners either based in Germany or China. So, we are currently speaking to couple of vendors on both the fronts, and you would see some good progressive development in the next 1 month to 2 months. So, this is on the new product line.

The SGB Limited line has to do with the kind of quality of machines that we have established, which are resulting in lesser iron content, better configuration, better granularity, better SS numbers, and things like that. So, this is not a product which is developed over a lab continuously. You can check the parameters in lab, but you have to keep addressing, keep trying.

So, what we do is there are few customers who tend to provide us new varieties of trials. So, might be they will give us one or two furnaces where you can try whatever you want to try on because there's a trust that is involved that, okay, they might be trying for something better only. So, I think I have addressed both the points that you wanted me to. Have I? Or is there anything left?

- Moderator:** Thank you. Participant has left the queue. Our next question comes from the line of Harshit Meharwal, an individual investor. Please go ahead. Harshit, you may please proceed with the question.
- Harshit Meharwal:** Yes. Good afternoon, sir. Congratulations for the fabulous results.
- Harsh Tekriwal:** Thank you, sir.
- Harshit Meharwal:** My question is, by the end of this year, we would be doing ROCEs of above 40%. So, I want to understand what our competitive advantage or moat is that would allow us to sustain these ratios going forward?
- Harsh Tekriwal:** Sir, this is a mix of a lot of things. A, product quality. B, the mass at which you can manufacture the same quality. C, the goodwill that you have developed and D, the location where you are. So, all these things add up to it, and see, the numbers like ROE and ROCE, they tend to develop with the business.
- So, I mean, we have been running this one from last seven, eight years now, more than that. So, as a management, we look upon how much more we can sell, how much better pricing we can have, and these numbers are subsequent to it. So, I mean, I think you would you would understand what I am trying to tell.
- Harshit Meharwal:** Yes, sir. Thank you. That answered my question. Best of luck.
- Harsh Tekriwal:** Thank you, Harshit.
- Moderator:** Thank you. Next question comes from the line of Vignesh Iyer with Sequent Investments. Please go ahead.
- Vignesh Iyer:** Yes. Thank you. Just my one question from my end. It's on the cash flow part of it. So, I see that there has been, a reasonably high level of built-up in terms of receivables and some higher level of stocking in terms of inventory. Just wanted to understand I mean, if this is, as per if you have to see the trend that usually goes, this is kind of higher compared to the rates we which we were maintaining in terms of inventory earlier. So, could you give your insight on this on this higher inventory built-up?
- Harsh Tekriwal:** Sir, I will tell you. Number one, for the receivable part, so if you would see the books on a quarter basis, then I mean, I am very happy that you asked this question. So, if you see on this basis, quarter four, quarter three, and might be quarter one would be something where receivables will be at the same pace. Quarter two, how it happened, sir, most of the companies that we supply to are integrated steel units. So, their payments are deferred slightly by 20 days, 25 days.
- This is something which is very common to someone who's supplying to the steel industry, because they also have inventories at their end which they as the rain finishes. So, I mean, I might as well take this point to tell you that this is the quarter that passed on is one of the most, non-expected quarters for steel industry because there's a lot of rain.

There's demand for steel is comparatively low, but still we are blessed to have customers who do not shut their plants or do not put their capacity down, and we are supplying to them. So, and our payment terms are very clear with them. It is not possible for us, to nudge them on a quarter basis or anything.

So, when you see the full-year book, should be fine. And if you see on the receivable parts, I think there will be a 6 to 7 days difference that would come largely. So, I think receivables is we are working with more than A-rated customers, so that's not something for us to worry.

The second part, the inventory part, as I told you, that we do good amount of stocking of additives in this season because additive prices are tend to be the lowest at this season. So, every industry would have some kind of trade secrets why we are surviving wonderfully.

So, when we have given a clear guidance on the inventory that it would be somewhere around absolute numbers INR30 crores to INR35 crores, and on a day basis it will reduce to a great extent. We are going to pull the cash out as we want to invest that on the mines prepayment that we have to do. So, I think I have answered you.

Vignesh Iyer: Right. Got it. And on --

Moderator: Thank you, sir. You may please rejoin the queue for more questions.

Vignesh Iyer: I just asked only one question.

Harsh Tekriwal: Yes. Please ask, sir.

Vignesh Iyer: Yes. So, I just wanted to understand the H2 part, H1 I understand the cash flow that you have done around you have spent around INR16 crores on the fixed assets. So, what that number would look like for H2? Any kind of that?

Harsh Tekriwal: What, sir?

Vignesh Iyer: Capex, basically. So, what how what would be our capex spent that that would come in H2?

Harsh Tekriwal: Capex? Sir, capex is not coming anywhere, right? So, the mines is a prepayment of that we are going to give for 6 months in trenches. So, there is no capex that is coming in. Might be a small capex for of INR4 crores, INR5 crores that comes into picture, not more than that. Rest whatever is happening on the greenfield part from the IPO proceeds, it's going on parallelly.

Vignesh Iyer: Yes. So, basically, there would be any capex spend that would come for any future facility or any other aspect in H2, right? That is what I just wanted to understand on the cash flow perspective. So, I just wanted to understand there is no big capex spend that will come in H2, right?

Harsh Tekriwal: No, sir. The bigger whatever cash flow would be generated would be stacked for the prepayment of the mines.

Vignesh Iyer: Okay. Got it, sir. Thank you.

- Harsh Tekriwal:** Thank you.
- Moderator:** Thank you. Our next question comes from the line of Paras Chheda with Purpleone Vertex Ventures LLP. Please go ahead.
- Paras Chheda:** Yes. Good afternoon, Harsh-ji. And congratulations for a very strong set of results, sir.
- Harsh Tekriwal:** Thank you, sir.
- Paras Chheda:** Sir, just, I was trying to work out FY28 broadly in terms of utilization. If I, sort of broadly model for about 4,30,000 metric tons in FY28 in terms of products supplied and we will still be ramping up to the peak probably next year. And about, I mean it's again variable as you said, but about, from whatever we understand, about 40% EBITDA margin. Is that kind of a reasonable sort of an assumption to work with?
- Harsh Tekriwal:** Sir. I know it's a bit difficult, but I am just, sort of where we aim to ramp up, etcetera, and what kind of benefits we can accrue out of the raw material cost as well. Sir, there are few things that should be experienced and not spoken about, and, these 40% EBITDA on concalls will definitely lesser my customers to ask more discounts from me, so please. Please let this be.
- Paras Chheda:** Fair enough. Okay. So, that's one thing. And second, we are trying to understand, sir, in terms of our market share ambition, okay, we are currently at 10% of the Indian market share and we are aiming 35% over the next 3 to 5 years again of the Indian?
- Harsh Tekriwal:** Not 3 to 5 years, it's going to be 3 years.
- Paras Chheda:** Yes, 3 to 5.
- Harsh Tekriwal:** No, sir, 3 I think it's not 5.
- Paras Chheda:** Okay because I think the presentation mentioned 3 to 5, but anyways, let's put it 3 years, say.
- Harsh Tekriwal:** Yes, sir.
- Paras Chheda:** What kind of hurdles or challenges do you sort of expect to reach, because you'll be obviously competing with not only the established players, but also a lot of fragmented odd players, unorganized? I mean, what challenges do you expect to reach up to that kind of a market share?
- Harsh Tekriwal:** There will be a lot of challenges. No one is going to be sitting with a red carpet for the company. We have to pave our own way. We have to be best in the product quality. We have to be best in the rates. We have to be service available. So, there are going to be all the parameters which would require for us to expand ourselves.
- And we are trying to build a team which should be able to do all of those. And if we're able to do all of those, we'll definitely reach the goal. I mean the biggest part is best product at the best rate. So that drives India. So, even if your product is best and your rates are not competitive, then the ratio of how we say, steel to steel melt to ramming mass used should look interesting.

So, I think we are we are going to win on that on a very large level. That is the game on which we are playing on.

Paras Chheda: Right. And I mean, sir, any sense in terms of what higher value-added silica products are we planning to introduce now? I mean, I just heard about some technological sort of JVs that you might be looking at, but, I mean what are these products and where could the applications be?

Harsh Tekriwal: It's not It's not going to be a JV.

Paras Chheda: Okay, but technological support.

Harsh Tekriwal: So, we are going to have technological partner who's going to take the company from A to the Z part in terms of that product. So, that those people would be already established people who have set up good units across the globe. So we are evaluating on those credentials and once it is done, then it will be on the public domain.

Paras Chheda: But what kind of application areas do we sort of expect? Will be aligned with whatever we do currently?

Harsh Tekriwal: Sir, not going to be fair for the company to discuss on this.

Paras Chheda: Okay.

Harsh Tekriwal: Yes, sir.

Paras Chheda: And in general, I mean, if it succeeds, will that be a significant portion of our revenue going forward?

Harsh Tekriwal: Oh, yes, sir. That is going to be a -- that is going to be a huge stream that will open down the line. So, as I told you that it's been just 1.5 year we have been into the capital market and we are not going to keep us in the ramming mass industry for the next only ramming mass industry for the next 8 years and 10 years and grow here.

We are going to touch all the silica applications wherever high-value silica products are required. There are various -- so recently I went to an article which says that this is going to be the new gold. So we are going to try to do whatever we are able to do without going into any kind of extraordinary leverage and so the idea is you should be able to see Monolithisch as a specialized silica-based handler in the next 2, 3 years and not a ramming mass player.

Moderator: Thank you. You may please rejoin the queue for more questions. Our next question comes from the line of Aditya Mehta with GK Capital. Please go ahead.

Aditya Mehta: Yes. Good afternoon, sir and thanks for Good afternoon. So, my question is that after the mines are operational, we will be one of the least-cost producers in our industry. So is there any chance or are there any plans to go ahead with price war and in order to capture higher market share?

Harsh Tekriwal: Sir, we are not going to leave any stone unturned.

- Aditya Mehta:** No, what is our I just want to understand, what is our priority to capture higher EBITDA margins or lower the prices in order to capture the higher market share or a balanced approach?
- Harsh Tekriwal:** Sir, first of all, there's no need to lower the EBITDA margins. It's going to be a question of how much more EBITDA margins we want to be at. So, we are already procuring from a third party right now. We are at good EBITDA margins. So, once things get going, we'll be able to set up our minds based on that market dynamics and to ensure that if Eastern India requires X number of ramming mass, then 99% is supplied from us.
- We'll try to develop an ecosystem where both of them exist. So, not the right time to tell how the market dynamics would be because, see in the last 1.5 year, the prices have changed from around INR7,600 to INR8,500, INR8,600, then INR8,800 on the product selling price basis. So, in the next 5, 6 months, where the prices would be how things can develop, there's a little time where we can speak more clearly about it.
- Aditya Mehta:** Okay, got it. And secondly, revenue target for FY28 around INR500-plus crores stays intact?
- Harsh Tekriwal:** Yes, sir. Both the revenue targets for given for this financial year and the financial year upcoming remain intact.
- Aditya Mehta:** Okay. Thank you, sir and all the best to you.
- Harsh Tekriwal:** Thank you so much, sir.
- Moderator:** Thank you, sir. Ladies and gentlemen, that was the last question for today. I now hand the conference over to the Chairman for the closing remarks. Thank you and over to you, sir.
- Prabhat Tekriwal:** Thank you for your question and joining us today. Our immediate focus is to ramp up the newly commissioned facility, progress no other towards commercial mining and strengthen customer adoption of our premium products. We will continue to update you as we execute this plan with attention to capital discipline and operating performance. Thank you for continuing interest in Monolithisch India Limited. Jai Hind.
- Moderator:** Thank you so much, sir. Ladies and gentlemen, on behalf of Monolithisch India Limited that concludes today's call. Thank you for joining us and you may now disconnect your lines.