Date: 2nd November, 2026

To,
Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E)
Mumbai – 400 051

Scrip Code: NEOCHEM

Sub.: Transcript of Earning Call for the half year ended on September 30, 2026

Dear Sir/Madam,

We wish to inform you that pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the transcript of the earnings call with analysts and investors held on October 29, 2026 with respect to the Unaudited financial results of the Company for the Half Year ended on September 30, 2026, has been made available on the website of the Company at the link: https://www.neochem.in/

A copy of the transcript is annexed herewith. This is for your information and appropriate dissemination.

Thanking You,

Yours faithfully,
For NEOCHEM BIO SOLUTIONS LIMITED
(*Formerly known as Neochem Bio Solutions Private Limited and Neochem Technologies Private Limited*)

Swapnil Rameshbhai Makati

Digitally signed by Swapnil Rameshbhai Makati
Date: 2026.11.02 18:29:57 +05'30'

SWAPNIL RAMESHBHAI MAKATI
Managing Director
DIN: 00188382

"Neochem Bio Solutions Limited H1 FY2027 Earnings Conference Call"

October 29, 2026

Management: Mr. Swapnil Makati – Managing Director
Mr. Harshit Shah – Chief Financial Officer
Mr. Shamik Nagar – Associate Director

Moderator: Mr. Pranil Pandya – Analyst, Atlas Capital

Moderator: Ladies and gentlemen, good day, and welcome to the Neochem Bio Solutions Limited H1 FY2027 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. From the management team, we have with us today, Mr. Swapnil Makati, Managing Director, Mr. Harshit Shah, CFO, and Mr. Shamik Nagar, Associate Director. Please note that this call is being recorded. I now hand the conference over to Mr. Swapnil Makati. Thank you and over to you, sir.

Swapnil Makati: Thank you. Good afternoon and Namaste. Thank you for joining us for our second earnings call as a listed company. In May this year, we set out a clear set of operating and financial commitments. Our view is simple. A listed company should be measured not only on what it reports, but on whether it does what it said it would do. So, I will frame today's discussion around three things. The quality of our growth, the resilience of our margins and the strengthening of our balance sheet and institution.

Growth: Revenue from operations for H1 FY2027 grew by 50% year-on-year to Rs.68.9 Crores and profit after tax grew by 43% to Rs.7.8 Crores. In a seasonal business, the first half alone has already delivered approximately 62% of our full year's revenue of FY2026.

Resilience: We delivered this against a difficult backdrop. The escalation of the conflict in West Asia pushed up crude-linked raw material costs across the industry.

We made a deliberate choice to pass through the price increases in a measured way, protecting customer relationship, continuity of supply and volume momentum, rather than just chasing short-term margins. That choice supported our top-line customer engagement. The timing gap between our cost increase and the recovery did weigh on the gross margin a little and I want to be transparent about that.

Discipline: Looking into second half, our priorities remain unchanged. Sustained growth, improve product mix and tighten our grip on cost and working capital. I would like to share a scorecard with what we committed in May 2026 and where we stand today. Revenue growth was approximately committed at 30%. Today, I am glad to share that we are ahead of it and have delivered 50% revenue growth. EBITDA margin was range-bound 18%-20% while we still stand at 18%

EBITDA and we had committed a PAT margin of 10%-12% range bound. We are happy to share that we closed this H1 at 11.4% PAT.

Receivable days was a worry for the year and last year which was at 161 days. And while we had committed to ourselves that we would like to bring our receivable days up to 120 days by year-end FY2027, I am glad to share that as on H1, we are at 128 days and we are expecting that we would be sub-120 days in the coming H2.

Normalizing operating cash flow: Operating cash flow was negative by approximately Rs.17 Crores in last FY closing. We have done a significant improvement and we are almost neutral, negative by Rs.1 Crore only in H1 and we expect that it would be positive in H2.

Capacity utilization: We had committed that we would be running at an average of between 60% and 65% as on track at an ARR of 62% we have closed our H1. In short, growth is ahead of its plan, margins are holding within our guided range and working capital is moving in the right direction. Our job is now to convert that growth into durable profitability and stronger cash generation. Building the institution is also an important and integral part of Neochem's future strategy. Growth at this pace demands a leadership bench to match. On October 27th, the board appointed Mr. Vikram Nair as Chief Commercial Officer who has recently joined us, Mr. Siddharth Raj as Business Head for Textiles Business and CA Harshit Shah as the Chief Financial Officer.

Vikram brings over 30 years of experience in specialty chemicals. Siddharth brings over 20 years of experience in specialty dyes and chemicals working with a leading multinational company globally. Together, they strengthen two functions that matter most at our stage, financial governance and commercial scale. Harshit brings over 12 years of experience across financial planning, investor relationship, treasury, and SAP-led controls. Mr. Pradip Solanki, who till now was CFO of the company since 2018, has guided the company through its IPO, continues to serve us in future as Senior Vice President, Finance. On behalf of the board and management, I thank you for building the financial and operational foundations of the company where we stand now. I would like to hand over to my colleague Mr. Shamik Nagar about the operational updates.

Shamik Nagar: Thank you Swapnil sir and good afternoon everyone. I will cover four areas, capacity and volumes, business mix, exports and new products and quality and compliance. Let me begin with capacity and volumes. Our Moraiya facility has

installed capacity of 22,000 metric tons per annum. Utilization in H1 FY2027 is moving at an ARR of 62%, up from approximately 53% on an annualized basis in FY2026. Volumes grew 20% year-on-year. The balance of revenue growth came from richer product and customer mix and higher utilization, including the passthrough of input cost increases. In other words, this was not price-led growth alone. Real volume is moving through the plant. We continued to drive utilization through volume growth, customer development, and a broader portfolio, and we reaffirm our target of approximately 65% by the end of FY2027.

Let me now talk about the business mix for H1 FY2027. Textile stands 75.06% by share of revenue, non-textiles stand at 24.94%. Let me talk about chemistry wise. So Esters stands at 29.40% by the share of revenue, polymers stand at 24.34%, silicon stand at 21.20% and surfactants stand at 25.06%. This is our starting point not the end destination. Strategically, we intend to grow our presence in non-textile applications and broaden the contribution of the portfolio across end markets. Let me now talk about exports and new products. Our export business is on track so far this year. While we are maintaining and growing our businesses in other geographies, there is a significant improvement in business sentiments from Bangladesh and we are expecting a good turnaround in the second half of this year. New products are moving steadily through customer adoption and regional commercialization. Our focus is on customer qualification, application development and converting these into scaled commercial opportunities. Now I will talk about quality and compliance. All relevant certifications have been renewed following the applicable audits. For our customers, quality, operational discipline and compliance are not a differentiator, they are licensed to operate and we treat them that way. I will now hand over to our newly appointed Chief Financial Officer, Mr. Harshit Shah.

Harshit Shah: Thank you, Shamik and good afternoon, everyone. I formally joined NeoChem this week. My mandate is clear. To further strengthen our financial process, controls, and reporting as the business scales. Today I will take you through the P&L of H1 FY2027, the balance sheet and working capital. Our revenue from operations is Rs. 68.9 Crores versus Rs. 45.8 Crores, which shows a 50.4% incremental. Gross profit Rs. 20.4 Crores versus Rs. 15.7 Crores last year showing 29.9% growth. Our operating EBITDA is Rs. 12 Crores versus Rs. 8.6 Crores last year, showing a growth of 39.5%. Our profit after tax is Rs. 7.8 Crores versus Rs. 5.5 Crores last year, showing a growth of 41.8%. Our PAT margin is 11.4%, and last year it was 12%.

Three points stand out. First, operating EBITDA excluding other income grew 39.5%, which tells you the earning growth is coming from the core business.

Receivables: Trade receivables remain flat at absolute value of Rs. 48.1 Crores while half year revenue grew by 50%. As on March 2026, our trade receivable days were at 161 days and we are glad to update that we have brought it down to 127 days as on 30 September 2026 and we aim to further bring it down to sub-120 days level.

Capital expenditure: Being a manufacturing company, certain non-capacity expansion capex-linked expenditures is always an ongoing process to improve and enhance operational and warehousing efficiencies.

Cyber Incident: As disclosed in note 9 of our results, the company experienced a cyber fraud incident in July 2026 involving Rs. 1.47 Crores. We have recovered Rs. 80.58 lakhs to-date and recovery of balance has been pursued with the authority is Rs. 67.13 lakhs, we have added further to avoid such situations in future. I will now hand back to Swapnil sir for strategy and outlook.

Swapnil Makati: Thank you Harshit. Let me step back from the numbers. Neochem is in transition from a capable regional manufacturer to an institution built to compete for largest customers in India and globally. H1 showed both sides of our transition. Our growth engine is running ahead of its plan. Our margins were tested by external shock and they held within our guided band. Two strategic levers will carry us forward. First, an institution built to scale. We have reorganized our business leadership team in accordance to the vision of the company for the next five years, envisioning scalability. Historically, our growth had relied heavily on founder relationships. Going forward, it will be driven by systems, structure, and accountability. This is how a business becomes scalable and how it becomes investable for long term. Second, a structural shift in the mix. Our margin journey is a function of chemistries and industries we serve. As discussed earlier, Esters and Silicones were important to us. Home and personal care, coatings, and PFAS-free chlorine-free technology, all carry structurally higher value per kilo than our legacy textile range. Each half a larger share of revenue will come from these lines, and that is a labor that returns gross margin towards our 33% to 35% steady-state. Future outlook. Based upon current visibility and seasonality of the business, this particular year we are hopeful that we will grow by more than 40% CAGR this year and over the next 5-6 years as well. Gross margin will remain range bound between 30% and 35%, EBITDA margin will remain range bound between 18% and 20%, PAT margin should remain stable between 10% to 12%.

And as we have already demonstrated a spectacular improvement in our receivable days, we are hopeful to bring it down by less than 120 days by the end of coming year, and further down over a period of time. R&D remains an important and integral part of our expenditure, and we do not see it as an expenditure, but it is an investment, focusing on three key parameters, sustainability, bio-based and import substitutions. And we are still focused upon applied R&D based upon our customer's requirement. This outlook remains subject to operating environment, input cost movements, customer demand and the pace of commercialization across portfolio. Delivering this will require sustained investment in commercial capability, product development, customer partnerships and operational efficiency, and we will make those investments with discipline on working capital and capital allocation. To close we say what we would do in May and we are doing it. Our focus is to make that performance repeatable half after half, year after year. Thank you all. We are now open to all your questions.

Moderator: Thank you so much. Ladies and gentlemen, we will now begin with the question-and-answer session. Anyone who wishes to ask a question may click on the raise hand icon from the participants tab on your screen. We will wait for a few minutes until the question queue assembles. We will take our first question. We have Mr. Deepak Poddar of Sapphire Capital. Deepak, please go ahead with your question now.

Deepak Poddar: Thank you very much sir for this opportunity. So, just first I wanted to understand this gross margin you mentioned 33% to 35% on a steady state basis, right? And I think currently we are in the range of 30%-31%. So, what is the timeline where we can increase the gross margin from 30%-31% to 33%-35%.

Swapnil Makati: Mr. Deepak, if you can see our past performance, gross margin is a mixture of a lot of permutation combination and particularly because 30% of our raw materials are directly linked with crude. So, this variation happens. So, last year, H1 was 35% gross margin, but we ended the year at 33% gross margin. And because we are still facing the war escalation, this H1, we saw a little dip in our gross margin while maintaining a good growth and overall, PAT margins. So, we are still hopeful that even H2, by the end of H2, we should be at near 33% gross margin level for the full year numbers.

Deepak Poddar: In second half, you are expecting 33% gross margin?

Swapnil Makati: Absolutely.

Deepak Poddar: But this incremental gross margin going to your EBITDA, I mean directly whatever 2% extra in that.

Swapnil Makati: So, broadly there would be a natural impact on the EBITDA level also if the gross margin improves. So, that is the reason we are maintaining our commentary between 18% and 20% EBITDA levels.

Deepak Poddar: Yes, PAT margin range you have already mentioned, understood. And in terms of capacity, I think currently we are at about 22,000, so can you throw some more light on your expansion plan?

Swapnil Makati: So right now, we feel that until we reach 85%, there is no immediate requirement of capacity utilization level. However, at 70%, 72%, the company will start planning for further capex one year in advance. And we would be definitely ready for medium-term capex and long-term capex also till the time we reach around 85%.

Deepak Poddar: Sir, the reason I was asking because we plan to grow at 40% plus kind of the CAGR over the next five years, right? So ideally, you are already at 60% kind of the utilization level. So, in 1-1.5 years, your utilization level will improve to 80% to 90%.

Swapnil Makati: In the last call in May, one question was regarding this kind of query only, so I would like to rephrase it. In our scheme of things, you know consistently small capex can be done within a quarter. For example, a 2-ton reactor can be replaced with a 6-ton reactor. That can be done within a very short period of time. Apart from that, the existing facility, we have an adjacent land available, if we have two quarters of timeline, we can do further capex. And on the books of the company, there is a large industrial land available for further capex, which it has planned. Unfortunately, that land right now is going through certain government reorganization. But overall, the market value of the land has increased. So, if that land is not utilized, we will utilize that land for further, you know, any other industrial growth. So, broadly in terms of the land allocation, we are done for next 5 to 7 years and short- and medium-term capex will already happen in the existing facility as well.

Deepak Poddar: Okay, understood. And in terms of FY2028 next year, what sort of utilization level we are targeting? I think this year you mentioned by FY2027 and we are looking at around 65% in terms of capacity utilization. What about FY2028?

Swapnil Makati: So, we assume that we would be growing at a volume growth of 25% approximately and it should be around 75% capacity utilization.

Deepak Poddar: So, volume growth is 25%, right?

Swapnil Makati: 20% to 25% because you know we work with a large product mix. Products are ranging from Rs. 40 products to Rs. 2000 product. So, depending upon what gets marketed and what gets accepted. But we assume a 75% capacity utilization should be there.

Deepak Poddar: And just one final small thing. Who can we compare ourselves with? I mean any listed peers here?

Swapnil Makati: While we were doing our IPO, we had put in Rossari Biotech as a main board listed company and Indian Emulsifiers as a small SME listed company as our peers. But broadly, Fineotex Chemicals textile business and other allied business, Rossari's textile and other allied business, you have to segregate as our exact peers, not at a company level. But we are moving more towards performance chemical while Rossari made a backward integration and has become a surfactant company.

Deepak Poddar: That is very helpful, sir. That would be it from my side. We would like to wish you all the best. Thank you.

Swapnil Makati: Thank you so much.

Moderator: Thank you. We will take our next question. We have Mr. Mukesh Panjwani of Wealth Care Securities. Mukesh, please go ahead.

Mukesh Panjwani: Hi Sir, Good afternoon.

Swapnil Makati: Hello, Mukesh ji. Good afternoon.

Mukesh Panjwani: First of all, congratulations for a great set of numbers, like growing 50% in the middle of this kind of global turmoil. You and your team have done a really good job. So, my question is like, looking at our balance sheet, our tangible assets jumped from Rs. 20 Crores to Rs. 31 Crores in just these six months. So, can you throw some light on that?

Swapnil Makati: Sir, basically, at the management level and on the recommendation of the board, normally, Neochem has arrived as being a partnership firm to a private limited

company and now a public listed company. So, the recommendation of the board was that while the company was always growing, the promoter's house always remained as a leveraged asset towards the company's finances. And because the books improved significantly because of the fresh equity, the bank was kind enough to leave that and the offices that Neochem already possessed were in the name of personal names, and those offices were being transferred to the company. So it is towards building a larger corporate governance that personal assets remain personalized and corporate assets remain corporate. Because the facility was already being used by the company, so the board thought that because it is a registered address of the company, it would be wise to shift it to the company's name.

Mukesh Panjwani: Got it.

Swapnil Makati: The entire process was done with complete due diligence and keeping corprate governance in account.

Mukesh Panjwani: Got it. And sir historically, what percentage of annual revenue typically comes in H1 versus H2?

Swapnil Makati: Historically so far, it has been 45-55 and looking at this number, we are still hopeful that we will do 45-55 split and that is the idea.

Mukesh Panjwani: Okay and sir EBITDA margin have dropped from 21.7% in H1 FY 2026 to 18%, so, can you throw some light on this also?

Swapnil Makati: The consolidated EBITDA margin comes because the other income component has gone down but operational EBITDA margin has gone up actually. So, first there is a SGST subsidy that you know, we have a limited amount that, we can accrue on books. So, because we are on the verge of completion of that, the other income component is on the verge of coming out. But operational EBITDA margin has improved significantly.

Mukesh Panjwani: Got it, sir, got it. And this year, can we expect the operating cash flow to become positive?

Swapnil Makati: Sir, we have demonstrated negative Rs.17 Crores to just negative Rs.1 Crore. So I am sure.

Mukesh Panjwani: I appreciate this thing.

Swapnil Makati: I expect that we would close the year in a positive operational cash flow.

Mukesh Panjwani: That would be great, sir. Thank you. Thank you and all the best, sir.

Swapnil Makati: Thank you so much Mukesh.

Moderator: Thank you. We will move to our next participant. We have Ms. Shruti Malpani of Aarth AIF. Shruti, please go ahead. Please unmute your microphone, Shruti and you can go ahead with your question.

Shruti Malpani: Hello Sir. Congratulations on the great numbers.

Swapnil Makati: Thank you, Shruti.

Shruti Malpani: My first question is, sir, in a previous concall, you had mentioned that you are able to pass on approximately 10% to 12% of your costs. Correct. So, do we mean this at a selling price realization level or only part of the cost inflation?

Swapnil Makati: Broadly, in the previous call, the war was pretty much fresh because, in the call of May, we discussed the March numbers and it was only one month. And at that point of time, the level of escalation and the level of panic was such in the market that maximum passing on was allowed. After that war became a new normal and everyone planned for it, okay? And a lot of customer engagement happened. So, I would like to proactively say that the 50% growth that we are seeing in H1 has a component of around 7% to 8% of price increase that has been passed on an entire product mix average. Okay, certain products might have seen an increase of 25%, certain might only have seen an increase of 5%.

Shruti Malpani: Okay, understood.

Swapnil Makati: But overall, 42% is the actual volume led and product mix led and customer mix led group.

Shruti Malpani: Okay sir, understood. I have one more question. Let us say if chemical prices declined by 10% to 15% over the next quarter. So how long would it take for you to consume the existing stock since that high-cost inventory would have a margin impact, right?

Swapnil Makati: So, the good part about Neochem's business-wise is that all of our raw materials, finished goods and customer are so well dissected, so there will always be a marginal impact on positive or the negative side. So even if the declining starts, it

will not be entire fallout on the books. It will always be a marginal. It may see a decline of, say, 5%. So that is why I am reserving my commentary not to 50% growth, but a 40% growth. I am considering that in my mind.

Shruti Malpani: Okay, so sir, would it be safe to say that like the inventory that you have mentioned and they are currently high compared to last time, but also given that it is H1 numbers, is this like a volume requirement that you already had it in inventory or this is like procurement ahead of our expected price increase or you know supply chain concern?

Swapnil Makati: So the absolute value of inventory has gone up but if you count the number of days that we had inventory as on March 2026 and as on 30th September 2027 it remains range bound 0.1. Always H1 comes just before Diwali season. Okay. So, we always have to prepare for pre-Diwali and post-Diwali deliveries as well. So, we have to plan accordingly.

Shruti Malpani: Okay. Understood. Thank you so much.

Moderator: Thank you. Moving to our next participant, we have Love Gupta of Counter Cyclical Investments. Please unmute your microphone and go ahead.

Love Gupta: Thank you for the opportunity. So firstly, I want to understand what is the contribution from our partnership with Lamoral during the first half and during FY2026? And you know, what sort of margins does these products carry?

Swapnil Makati: So, Lamoral in FY2026 gave a contribution of around 2% to 3% of our annualized revenue. This year we had a target of doubling it and broadly we see that we are on that momentum. However, it is a seasonal business. As on H1, we are still at around 3.5% to 4% of our H1 revenue and we expect certain big orders in coming quarter and we should be there at our target.

Love Gupta: And what could be the margin?

Swapnil Makati: In terms of the margin, because it is not a manufactured product at Neochem, so the margin that we get is as good as an EBITDA and we are doing around 20% to 22% margin on Lamoral products.

Love Gupta: Alright sir. And just to understand, as we scale Lamoral, as we scale the home and personal care businesses and the bio-based, ester solution and silicone

products, can we expect the margin structurally to move beyond 18% to 20%? Post, like maybe 2-3 years as a utilization also improves?

Swapnil Makati: That is always you know an aspiration and expectation from all investors including the promoters but at the same time till the time we reach a good capacity utilization we would like to maintain a fine balance between top-line and bottom-line business.

Love Gupta: All right and we have a promoter group entity called Neochem specialty, so what business is this entity involved in? And I can see that the sales of the entity have decreased. Do we expect to stop selling products? What sort of business does this do?

Swapnil Makati: As on 30th September 2025, that was the last working day before our DRHP approval, the sales to that entity has already been stopped. Because it was an entity which was used for certain other arrangements prior to Neochem decided of coming IPO and as a part of being, future listed company and corporate governance, those transactions are already done.

Love Gupta: All right. And as of March 2026, we had about Rs. 22 Crores of receivable outstanding for over six months. So, have we been able to collect those?

Swapnil Makati: So, we are now less than Rs. 9 Crores in that and till March 2027, it should be zero.

Love Gupta: All right. Great sir. You said that we have a significant amount of land parcels still available. So how much of it is currently utilized and what is the total land parcel available with us?

Swapnil Makati: The future land parcel is 75,000 square metres of land which is not utilized at all because it is for long term provision and the current facility has around 2000 square metres of free land available.

Love Gupta: All right sir and given that we do not have any major capex requirements over the medium term can we expect to start paying dividends soon?

Swapnil Makati: We are on our growth journey this question always comes in our board meeting and we are still at a growth journey so while we would like to come to an early capex level, we may have committed next two years, but we may be in a position to start our capex next year as well. So, once the practice of dividend starts while

you want to do growth, so it is a fine balance. We are a newly listed company, allow us some time, but we definitely would like to share the profits with our shareholders.

Love Gupta: All right. Thank you.

Moderator: Thank you. Requesting participants if you wish to ask a question, please click on the raise hand icon from the participants tab on your screen. We will take our next question. We have Mr. Mahesh Attal of Dhairya Investment. Mahesh, please unmute your microphone and go ahead.

Mahesh Attal: When you say that we are at 60% capacity today and you are expecting that it might go to 75% next year. So, could we also see an upstream product selling or the products which are higher margin in this or do you see that these margins would be sustainable going ahead on that expanded base?

Swapnil Makati: It will be a mix of better customer acquisition, quality corporate customer acquisition where the entry is tough but even the exit is tougher and equally a mix of better product mix as well. So, we would like to reserve our profitability commentary in range bound. However, we will definitely try to do better than what we commit as we are demonstrating right away. But we would like to maintain the broad line picture as it is.

Mahesh Attal: Okay. And sir, how is the textile thing shaping up? What is the demand from the textile side looking? Is there any revival there or you see that the growth momentum picking up from the textile industry?

Swapnil Makati: So, at a macro level, this question is very valid, but if you look from Neochem's point of view, our size is still so small that we only have one direction which is growth, number one. We have been improving the quality of the products. We have moved out from commodity textile chemicals to mid-specialties and specialties. And we are moving away from C-category textile customers to mid-corporates and corporates. So definitely for us, for next three years, textile as an overall part of revenue in terms of percentage may come down, but absolute numbers of textiles will be on growth path only.

Mahesh Attal: And sir, how much percentage of our raw material would be petroleum downstream?

Swapnil Makati: Directly linked 30%.

Mahesh Attal: And our products would be categorized as petroleum downstream?

Swapnil Makati: Not really.

Mahesh Attal: And basically, our raw material would be the petroleum downstream, right?

Swapnil Makati: 30% of the raw material is directly petroleum downstream, directly related with crude pricing. 30% comes from vegetable sources like palm, soya, coconut, castor and rest 30% comes from a lot of other ancillary chemicals, basic fine chemicals and other things.

Mahesh Attal: All right. And sir, if I may ask you, what would be our working capital cycle today? Because it feels quite stretched in the first half.

Swapnil Makati: Sir, if you see what we were at March, there is a significant improvement and that always happens in a growth phase company. And we also changed our model three years back from a white label company to our own brand distribution led company. So naturally certain things went on relationship basis in the past. And if you heard my commentary, now the company is moving for next scale. So, systems are being in place and we are watching our working capital efficiency very, very closely.

Mahesh Attal: Fair enough, sir. Thank you so much and all the best.

Moderator: Thank you. We are moving to our next participant. We have Vishvender Singh of Prudent Equity. Please go ahead with your question.

Vishvender Singh: Sir, there is a 6.25 Crores of investment in some private companies. So, are we having charging them any interest payment and what is the repayment period from these companies like Punit Fintrade and Alfa Fiscal?

Swapnil Makati: Punit Fintrade transaction is already reversed and this was done because our finance team thought that using the IPO money wisely is the right decision and if the working capital limits are cheaper than what we can get in terms of investment, short term investment in other institution it was a decision by the finance team. So, these are not on a very long-term basis, these are on short-term call basis kind of transactions.

Vishvender Singh: So, do we expect them to close in this financial year?

Swapnil Makati: So, it is upon us one way to be required and at the right time we would take it back.

Vishvender Singh: Got it. And on the subsidy side, I believe our auditor has flagged 4.8 Crores of subsidy, which is received but not realized. So, what is the status on that?

Swapnil Makati: The good part is that the accrued subsidies are documented, now these are all government payments and we all know how their machinery works and we expect them to remit the fund as soon as possible. Gujarat is going for an election yes, to the extent, before election they will make everyone happy and we should be the beneficiary of that process.

Vishvender Singh: Do we expect some more subsidies going ahead in FY2028 also apart from this Rs. 5 Crores?

Swapnil Makati: Last subsidy will now depend upon what is the next level of capex that we do. So, no major subsidy income beyond this 5 Crores is expected as on stage, but naturally new capex and new project will attract better subsidies.

Vishvender Singh: Got it. And lastly, on the property plant investment, you mentioned that some of the title deeds have been transferred to company names. So, has there been some cash outflow on that as well?

Swapnil Makati: So naturally, the transaction has happened, so there has been cash outflow, but that is not from any IPO process, that is from the reserves and also some borrowings from the bank.

Vishvender Singh: Any rough estimate on hand between land and building of the total investment?

Swapnil Makati: Around 7.5 odd Crore transaction because the office is already a registered office of the company. And as I explained in the previous question, it was on the recommendation of the board for better corporate governance, private assets should be held privately and company assets should be held by the company. Even in the past, before going public, the factory land that Moraiya was in private names, that was transferred in the name of company earlier as well.

Vishvender Singh: Okay, got it. Just a confirmation, you mentioned on of the 75,000 odd square meter land, is it fully under company's name?

Swapnil Makati: Absolutely.

Vishvender Singh: Okay, thank you.

Moderator: Thank you so much. We will take our next question now. We have Apaar Bansal of Alpha AMC. Apaar, please go ahead and you can ask your question now.

ApaarBansal: Sir, many congratulations on the numbers you have achieved so far. So, my question is, is there any abnormal reason for change in CFO?

Swapnil Makati: There is no abnormal reason of change in the CFO. Mr. Pradip Solanki is 65 years of age and naturally succession planning as a CFO was planned before the IPO but because the IPO process started, we did not want any change then and Mr. Pradip Solanki remains as senior management personnel as on today as a Senior VP Finance. So, there is no change, but we also need to prepare for next 5 to 7 years and we wanted a fresh and young blood also into our system. And this was an ongoing vacancy which was already there. And as of now also, Senior VP Mr. Pradip Solanki is a part of this call very well.

Apaar Bansal: Thank you. Thank you, sir. And next question is, can you please describe the mix of polymer, esters and surfactants and other category? If it is available publicly, then I will take up from that. Please kindly mention the source.

Swapnil Makati: It was shared by my Associate Director Shamik Nagar in terms of the percentage of share of revenue and it will be part of the transcript.

Apaar Bansal: Okay, sir and also my last question is borrowings have improved so what is the asset against it?

Swapnil Makati: Long term borrowing is nothing basically but it is a war related ECLGS scheme that every bank gave to all their existing customers and it came at a very attractive rate of interest. So naturally we would like to use it and we have utilized it.

Apaar Bansal: Okay and short term is for like working capital only?

Swapnil Makati: Short term is working capital and you can see that this is an ongoing period where a better control on inventory will always help you to service your customers with an average pricing mechanism.

Apaar Bansal: Okay. Thank you so much for your time. I wish you the best.

Swapnil Makati: Thank you so much. Mr. Apaar.

Moderator: Thank you. Requesting participants if you wish to ask a question, please click on the raise hand icon from the participants tab on your screen. So, ladies and gentlemen, we will take this as the last question for today. I will now hand it over back to Mr. Swapnil Makati for the closing comments. Over to you, sir.

Swapnil Makati: Thank you all for your time, questions, and continued support. From the management and the board of directors of Neochem, we would like to wish you and your family a very happy Diwali and a prosperous New Year. Thank you all so much.

Moderator: Thank you. Ladies and gentlemen, on behalf of Atlas Capital, that concludes today's conference call. Thank you for joining us and you can now click on the leave icon to exit the meeting. Thank you.