

# SAAKSHI MEDTECH AND PANELS LIMITED

(formerly known as Saakshi Machine and Tools Private Limited)

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To,  
Listing Compliance Department,  
National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai – 400051, Maharashtra, India.

**Scrip Code:** SAAKSHI-EQ

**Company Symbol:** SAAKSHI

**ISIN:** INE0PSK01027

**Subject:** Transcript of post-results Conference Call held on 11th day of December, 2024.

**Reference:** Investors Meeting held on 11th day of December, 2024, as intimated to NSE Ltd.

Dear Sir,

Pursuant to Regulation 30 read with Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, please find attached transcript of above conference call as Annexure-1.

You are requested to kindly take the same on record.

Thanking You,

For **SAAKSHI MEDTECH AND PANELS LIMITED**

(Formerly known as Saakshi Machine and Tools Private Limited)

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**ANIKET VIJAY LATKAR**

Chairman and Managing Director

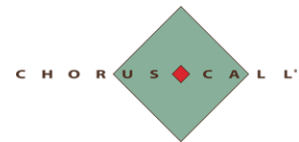
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“Saakshi Medtech and Panels Limited  
H1-FY '25 Earnings Conference Call”

December 11, 2024



**MANAGEMENT:** **MR. ANIKET LATKAR – CHAIRMAN AND MANAGING DIRECTOR – SAAKSHI MEDTECH AND PANELS LIMITED**  
**MRS. MAYURI LATKAR – WHOLE-TIME DIRECTOR AND CHIEF FINANCIAL OFFICER – SAAKSHI MEDTECH AND PANELS LIMITED**  
**MRS. PRADNYA MODI – CONSULTANT – SAAKSHI MEDTECH AND PANELS LIMITED**  
**MR. KISHOR VINGDE – CONSULTANT – SAAKSHI MEDTECH AND PANELS LIMITED**

**MODERATOR:** **MS. BHUMIKA MAHESHWARI – HEM SECURITIES**



**Moderator:**

Ladies and gentlemen, good day and welcome to the Saakshi Medtech and Panels Limited H1-FY25 Earnings Conference Call hosted by HEM Securities. As a reminder, all participant lines will remain 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 the operator by pressing star, then zero on your touchtone telephone. Please note that this conference is being recorded.

I will now hand the conference over to Ms. Bhumika Maheshwari from HEM Securities. Thank you and over to you.

**Bhumika Maheshwari:**

Good evening, everyone. On behalf of HEM Securities, I thank you all for joining the Saakshi Medtech and Panels Limited H1-FY25 Earnings Conference Call.

Joining us on the call today are Mr. Aniket Latkar, Chairman and Managing Director and Mrs. Mayuri Latkar, Whole-Time Director and CFO of the company. For the participants, here's a brief overview. The company has a diversified portfolio that includes electrical control panels and cabinets, medical x-ray systems, fabrication services, and fire harness solutions.

We will commence the call with opening thoughts from the management, post which we will open the forum for Q&A session, where the management will be glad to respond to any of your queries that you may have. I would like to add that some of the statements made or discussed on the conference call may be forward-looking in nature, which involves risks and uncertainties. The actual results may vary from these forward-looking statements.

I would now like to hand over the call to Mr. Aniket Latkar, sir. Over to you, sir.

**Aniket Latkar:**

Thank you, Bhumika. Good evening, everyone. I am Aniket Latkar, Chairman and Managing Director of Saakshi, and I have along with me Mayuri Latkar, Whole-Time Director and CFO.

Along with us, we also have CA Pradnya Modi and Mr. Kishor Vingde, who are the consultants to Saakshi Medtech and Finance Limited. So I would like to start with the financial performance. In the first half of the fiscal year, we have reported a total income of INR4,473 lakhs compared to INR6,134 lakhs in the same period last year. This was making a decline of 27%.

This was primarily due to market-specific demand fluctuations, temporary stop in operations for few of our bigger customers. We are anticipating regular production orders from our newly onboarded customers, which also have delayed for operational reasons. Our profit before tax stood at INR478 lakhs, down 33.5% from last year, while profit after tax was INR345 lakhs, reflecting a decline of 37.6%.

Earnings per share for this period are INR1.96 compared to INR3.14 last year. While these numbers reflect the challenges we faced, they have also brought out resilience, which has been supported by a robust cost management. Total expenses have been decreased by 26.21%, demonstrating our ability to adapt to the evolving environment. Notably, the finance cost also has been reduced by over 74%, reflecting improved debt management. In terms of the operational efficiencies, key focus has been put on maintaining efficient operations. Our raw



material and consumable costs have declined in line with the reduced revenue, while we sustained critical investments in talent and technology.

Strengthening of the balance sheet. Shareholder funds have been increased to INR9,678 lakhs, up 7.69% from last year. This has been supported due to prudent management of retained earnings. Long-term borrowings have been decreased by 31.26%, demonstrating our commitment to reducing debt and strengthening our financial position. Strategic investments.

During this period, INR407.84 lakh was allocated to capital work in progress, ensuring our infrastructure and manufacturing capacity, aligning with the future demand. Focus on innovation.

We have continued to invest in intangible assets, which has rose to INR103.6 lakhs, driving technology upgrades and innovation in our product offerings. Market challenges and adaptations.

So this year we have experienced a reduction in revenue, particularly in key segments. However, our cost structure adjustments and strong operational controls allowed us to navigate these conditions while maintaining the profitability. At the same time, we are leveraging our investments in infrastructure and talent to enhance production efficiency and service levels, positioning ourselves to capture future growth opportunities.

So looking ahead, as we enter into the second half of 24-25, we remain optimistic about achieving our long-term growth targets. Key priorities here include enhancing our market penetration and diversifying our customer base, continuing to optimize the working capital and improve cash flow management, accelerating ongoing capital projects to unlock production capacity and cater to evolving market demands. Our financial foundation is strong and we are confident in our ability to deliver sustainable growth and value for all our stakeholders.

In conclusion, while the first half of 24-25 came with challenges, we have used this period to strengthen our core and prepare for the opportunities ahead. I would like to take this opportunity to thank our employees, customers and shareholders for their unwavering trust and support. I would like to pass on the call now to Mayuri.

**Mayuri Latkar:**

Good evening, everyone. Let's have a quick relook at the key financials for H1 FY25. Revenue for first half stands at INR44.73 crores. EBITDA for H1 FY25 is INR6.49 crores. PAT comes in at INR3.45 crores. Turning now to our segment performance, we have seen a notable shift in our revenue mix.

Let's have a look at the breakdown of the revenue shared by Vertical. Control panels remain our largest contributor, accounting for 54.3% of total revenue. This continues to be a vital area for us with consistent demand across key industries.

Fabrication and locomotive has seen a significant increase in its share of total revenue, growing from almost 21% in H1 FY24 to 39.3% in H1 FY25. This surge reflects the increasing demand for our fabrication capabilities, and we are excited about the opportunities in this space. Wire



harness has contributed to 2.16% of our total revenue, medical devices 1.96%, and others have contributed to 2.3% of the revenue. That's all from my side.

**Aniket Latkar:** So with that, we look forward to addressing your questions during the Q&A session. Thank you.

**Moderator:** Thank you. The first question comes from the line of Tushar from KamayaKya Wealth Management. Please go ahead.

**Tushar;** Good afternoon and thank you for the opportunity. Sir, congratulations for the big order again from Mahindra and Mahindra Finance. I just wanted to know, is this like INR50 crores annual order -- per se on that what would be the margin profile [inaudible 0:08:47]?

**Aniket Latkar:** So I'd like to take this. First of all, Tushar, thank you for the question. Just an apology from our side is that we have been advised presently to restrict on this information. So maybe we are going to update the same on the portal. And I think so in the next coming weeks' time, I think so we'll be able to give you more detailed information about this.

**Tushar:** And so you mentioned in the presentation that one of your product in the turbine has been approved. Just wanted to know exactly what sort of growth you are expecting from that?

**Aniket Latkar:** So Tushar, presently there have been two ranges of wind turbine WTGs that we have been working on. The one which was a 5.5 megawatt wind turbine control system that has been regular and that has been productionized for us now. So we had supplied prototypes for this in the last quarter.

And so that has been successfully approved from the customer side. And now we have received a further order for 23 sets for this 5.5 megawatt. So that is something that we have started producing and that will start reflecting in the revenues from this quarter itself. Apart from that, there has been another size of the WTG, which is a 3.3 megawatt.

For which we had also made a bid. And glad to also announce here that we have been chosen for supplying the wind turbine 3.3 megawatt control system. And we have just received a prototype order for two numbers. Once we are able to successfully complete the production and once it gets tested.

Post that we will get some clarity in terms of what would be the number exactly for the 3.3 megawatt. But presently for the one that we have already been qualified, as I mentioned, around 23 sets, so roughly an order book of around INR10 crores is what we are looking at presently. And post that in the next financial, I think, so we have got some projections.

Which will be to the tune of around INR20 crores.

**Tushar:** So I just wanted to know, in the past you have added some numbers for the financial year. So, I just wanted to know why there was a disconnect, like in FY23-FY24 the numbers are flat and H1, you know, the revenues were not that good. If you analyze that, I think that would be near



about INR90-INR100 crores of revenue in order to give the same number which you were giving earlier financial year.

I just wanted to know why there is a disconnect in that. And the order which you mentioned, it's delayed, right? And not cancelled, if I'm not mistaken.

**Aniket Latkar:**

So Tushar, your voice was breaking, but I was able to get the gist of your question. So pardon me, I mean, if I'm not able to answer it to the full extent. But what I understood is first in terms of this year's performance H1. So what has happened is that, as I mentioned last time in the earlier calls is that one of our bigger customers who has had a global realignment is now putting up a new facility.

And due to that, what has happened is that all the existing orders that we were supposed to deliver, those were basically being put on hold. While I say that these orders have not been cancelled, to answer your second part of the question, it has been deferred. And one site is up, which should be around April of 2025.

That order flow will start, we will start realizing the order flow for those numbers.

**Tushar:**

I just wanted to know, for the H2, there is a huge pressure in terms of revenue numbers. If you want to maintain the, at least if you want to keep that flat, like FY23 is INR143 crores, FY24 is INR143 crores. And if you want to maintain that INR143 crores, still you have to have INR100 crores of revenue in H2.

So are you seeing FY25 as a growth year and the growth will start coming from FY26?

**Aniket Latkar:**

Right. So Tushar, two things. Last year and the year prior to that, the numbers you just mentioned were around INR143 crores. I think so that number is wrong. I mean, I think so probably got that from screener. Probably the numbers over there were reflected wrongly. The numbers that we did last year were INR121 crores.

Yes, rightly as you said that there seems to be a pressure on the H2 due to the reasons that we had a low number on the H1. So yes, I mean, H2 will also be, we are seeing that there is going to be a dip as compared to what was our last year numbers. And the actual realization, we see that from H1 of next year is when we'll see the revenue growth really coming in.

**Moderator:**

The next question comes from the line of Brijesh, an Individual Investor. Please go ahead.

**Brijesh:**

First of all, once again, congratulations on the order which you received from M&M. My question and also thanks for organizing this call. My question was, last on con-call, you had mentioned about the data center business and also on the defense side. So can you just throw some light in terms of where we are and how is that progressing?

Especially you had mentioned something in relation to the Rolls-Royce for the data center, for the radiator business, anything and the Siemens one. If you can just share some thoughts and what's happening around that, it will be helpful?



**Aniket Latkar:**

Brijesh Ji, thank you. So yes, on the data center side, this was basically after we had this licensing agreement done with Siemens, is when we have tried to really get into the data center business. As I mentioned that this being a project business, that there is a tendering process that needs to be followed and which is more of a longer duration time as compared to regular OEM orders.

So we have actively participated in a few tenders and we are waiting for the tender to be closed. And then post that, we should get some clarity in terms of how the numbers would come from the data center business. However, we are confident that over a period of time, this is going to really become a big revenue area for us.

In terms of the Rolls-Royce radiator business, again, we have some good news here is that very recently we were able to fulfill the prototypes for this and now the prototype that we have been built will be supplied to Rolls-Royce by the end of this month. And hopefully after that gets tested and commissioned at their end, we will see an order flow coming from their side.

From January of 2025 onwards. In total, this was the order that they had was that they have is of around 44 radiators, 44 DG sets for the data center business and we are hopeful that the majority of that we will be able to do from the India center now. Bear in mind that earlier these used to be imported from the customer's UK-based facility.

We will be also having some high-level management team who will be visiting us for reviewing the development on this particular business by the next week. And that's one area of opportunity that we see is going to really grow fast for us. And in terms of the different side of the business, so yes, we have been mainly working with L&T in this case.

And we have been seeing order flow coming from them, which is also, I don't have the number right now for you exactly because again this being a project business, it will be more of RFQ-based. So as of today, we have around INR2 crores of order worth to be executed for the defense business. Does that cover most of the part of your question?

**Moderator:**

Sir the participant has left the question queue. We'll move on to our next question which is from the line of Dheeren Bhadada from Carnelian Asset Management and Advisors. Please go ahead.

**Dheeren:**

So congratulations on the order you've received from [inaudible 19:55]. I just wanted to as a newcomer, it would be really helpful if you could just write about the potential business and [inaudible 20:01] 1 or 2 years.

**Aniket Latkar:**

Dheeren sorry, could you please repeat that?

**Dheeren:**

If you could just, it would be really helpful for us if you could just tell us and guide us about the potential business revenue in the coming years and also about the L&T orders which got delayed?

**Aniket Latkar:**

So as I said, for the order that we have mentioned, we have been advised that presently we would not be divulging more information about that. Maybe as I mentioned, next week we will probably come up with some report on the portal for that particular order. Apart from that, what we see is



that for this financial year, as I mentioned in the answer earlier that we are seeing pressure to fulfil the target that we had advised earlier.

However, in terms of the long run, we don't see that there is any significant deviation from what we have projected because next year onwards, I think what we believe is that our regular customers orders will get streamlined and plus all the new developments that we have been working like what I mentioned about Rolls-Royce and Siemens, so that those will be something that we will be able to convert those and we are looking forward that in the long run, whatever targets that we have mentioned, we should be in a position to fulfil them.

**Dheeren:** Okay, thank you so much.

**Moderator:** Thank you. The next question is from the line of Jatinder Agarwal from Relax Capital. Please go ahead.

**Jatinder Agarwal:** I have to question you again on the M&M this thing. I am so sorry. So I am just asking you as a layman. So this is the business that will be related to those fast charges?

**Aniket Latkar:** Jatinder, unfortunately as I mentioned we have been advised not to really talk a lot about this. I am sorry. As of now, maybe next week, I will be able to really give you insights into this and we will publish that on the portal.

**Jatinder Agarwal:** So other than this so now a very general question related to the same business. So you have this EV charger businesses that you will have. Is this patent protected by M&M or is it something that you can also do for other companies? So, let's say I am a ONC or I am a third party. Is there a patent that is involved from your side or from the side of M&M that you cannot copy this to someone else? How does that work basically in terms of a business model?

**Aniket Latkar:** So what I can probably answer is that what we have been doing here, we will be able to replicate that across different customers.

**Jatinder Agarwal:** Got it. Perfect. I think that is helpful. We will wait for the notes then to publish.

**Aniket Latkar:** Thank you, Jatinder.

**Jatinder Agarwal:** Okay. Thank you.

**Moderator:** Thank you. The next question is from the line of Prashant, an Investor. Please go ahead.

**Prashant:** My question was related to this degrowth, sir. I just wanted to understand that what was the exact challenge because the industry is growing, all others are reporting good numbers. I think I couldn't access the previous con call?

**Aniket Latkar:** So Prashant, typically the business that we have been into was more of a long-term association business that we have with our customers. So typically what happens is that, I agree that although the market sentiment overall seems to be in a very positive mode and there has been growth.





For us, typically what happens is that any of these particular customers, although they have good orders on hand, but if there has been some operational delay at their end, that gets reflected back towards our revenue. And hence, that is the reason why our orders also get pushed back. So I agree that in spite of the fact that the market sentiment seems to be on the positive side, we are more dependent on how our customers operational efficiencies or operational conditions drive the growth that we are having.

However, we are also trying to deleverage ourselves from this exposure. And that is also one of the major reasons why we are now, we have taken that initiative almost a year back now where we are getting into the projects business, wherein apart from our 100% business which was earlier dependent on OEM customers, we will now be also able to get into the project side of the business which will be more relevant to how the industry growth is happening.

So we acknowledge that our dependency has been there and we have made a very concentrated effort to try and see how we are unlocking that or deleveraging that effect on us.

**Prashant:** Okay, perfect. So what I understood that the challenge was related to a single customer who has postponed the orders from us?

**Aniket Latkar:** A couple of customers who had some operational issues at their end and these orders, let me again say that these orders have not been cancelled, but they have been deferred. So once these issues are taken care of, we will see that there will be an order flow that will start coming in. I mean, the orders are already there, we will be able to start seeing that the revenue realization happens.

**Prashant:** Understood. So they haven't changed their sourcing strategy or I mean, gone to some other vendor or something like that?

**Aniket Latkar:** So the orders continue to be held by us and once we see that they are giving us a clearance, we will be able to start doing the revenue realization for these.

**Prashant:** Okay, sir. Thank you.

**Aniket Latkar:** So there has been no alternate change in the supply chain strategy at the customer end.

**Prashant:** Okay, sir. Understood. Thank you so much.

**Moderator:** Thank you. The next question is from the line of Nishant from Minerva Global Capital. Please go ahead.

**Nishant:** I just started to read about your company. So can you explain like who are your competitors in the electric panel segment and how do your product is differentiated? I understand that all other M&M etc. detail you will share later. But I want to understand more about your company in terms of like what is the competitive landscape and how your products are looking?



**Aniket Latkar:**

So Nishant, primarily because this needs a long answer, I'll probably try and shorten it. We are mainly in three verticals. One is on the electrical panel side, the other is into medical and the third one was on the fabrication. So on the electrical side, typically, there are two aspects to it. One is the OEM business and the other one is the project business. So in OEM business, generally these are long term relationships that happen.

So once there is a supplier onboarding that happens at the customer end, we will typically see that the maximum or 100% share of the business remains with us or if the customer has a dual source strategy, then they might be another vendor on this. So that's how the OEM business typically happens. And in that space, we don't have any listed peers, but if you want to -- if there are, if we want to say someone like in the private listed firm, then there would be companies like Oneness Controls or Venkateshwara Private Limited.

In the listed space, there are companies who are there on the project side of the business. So the development that we have started with Siemens. So similarly, there are listed space, there have been companies such as Marine Electricals, Shivalik Power Controls. So these are typically the competitors with whom we will be able to start competing in the project side of the business.

**Nishant Gupta:**

So, but if I'm not wrong, Shivalik Power Control also into manufacturing, right? They're doing white labeling as well as they're selling their own brand. So are their panels both LTHT different than your panels or like you are in the same category of the electrical panels what they are making?

**Aniket Latkar:**

So as far as I understand, the majority of the business of Shivalik comes from the projects business where they are associated with Schneider, I believe. And those are mainly LTHT panels, which is different from our major business today. So our major business comes from control systems that we are offering to customers, which is a customized solution, which is specifically made to build for the customer application. The project side of the business that we are entering into, which will be the LT side is something that we will be competing with, as I mentioned, someone like Shivalik.

**Nishant Gupta:**

And how do you see the mix of your business going forward? Now, I understand, it is a bit to a lot of industry, headwind, tailwind, but in terms of these three, verticals, like, where should the majority of the growth comes from, like 1, 2, 3, if you could probably guide.

**Aniket Latkar:**

So the major growth definitely is being presently driven from the electrical control panel side of the business, because that's where we are seeing a lot of opportunities and avenues opening up. The medical side of our business has been really, unfortunately, plagued with a lot of regulatory changes that are happening. And that is why we have seen a very sudden de-scale of growth, or rather de-scale of our revenue on the medical side of the business.

However, we are very hopeful that there are a couple of developments that we have already initiated on the medical side. And there are some new developments that presently we continue to do. And that will probably, however, is a long-term view for us in terms of the revenue



realization in terms of the contributions. So the major growth will still presently be driven from the electrical panels business.

And of course, the development that we are doing, what I mentioned earlier about the radiators business is also a new area of opportunity that has opened up for us in our fabrication sector. So through that, we are seeing growth coming in, which we are also attributing for our railways business, which is also more on the mechanical assemblies. So if I have to put a number, it will be first is electrical panels. The second will be the mechanical fabs that we are doing for radiators and railways, and subsequently followed by the medical part of the business.

**Nishant Gupta:** Got it, sir. And just can you also tell what is your capacity of electrical panels and what has the utilization been of that?

**Aniket Latkar:** So Nishant, presently, because these are, as I mentioned, major part of the business that we are doing is customized panels for OEM requirements. So that is why this gets driven more from the OEM requirement. And hence, we have not built in a capacity, per se, because this is basically, as I mentioned, what gets driven from the customer side is what we have been delivering.

**Nishant Gupta:** Okay. I wanted to understand, you have three manufacturing facilities, right, in Pune? Yes.

**Aniket Latkar:** Yes

**Nishant Gupta:** So what is the total installed, like how much can you, like I understand there is a play of customization here, depending upon the OEM, but there will be an installed capacity, right? Which will be having that much amount you can manufacture quantity.

**Aniket Latkar:** Okay. So let me answer it this way that presently, yes, we are having three facilities out of Pune and the existing customer requirements, we are fulfilling through a single shift that we are operating out of. So we always have the potential of adding another shift. So effectively, if I have to put capacity utilization in terms of the total plant, we would be at around 40% to 50%.

**Nishant Gupta:** 40 to 50%. That's basically considering the single shift, right?

**Aniket Latkar:** No. So the single shift is fully booked. So the second shift is what I am saying, if we consider that as another entire eight hours, then we are at around 50% in terms of capacity utilization.

**Nishant Gupta:** Got it. And what's the total capacity, sir, installed?

**Aniket Latkar:** In what sense?

**Nishant Gupta:** As in, what is the total, like, I'm just trying to understand, what is the total capacity and how much you can manufacture, let's say if you run both the shifts, like what is the potential that the business can generate?



- Aniket Latkar:** So typically, we could, being a second shift, maybe we might not be able to exactly double it, but let's say that around 75% to 80% from where we are presently is what we will be able to generate by adding another shift. And subsequently, if there is another more demand, we can always add on to the third shift.
- Nishant Gupta:** Got it. Thank you for answering the question.
- Aniket Latkar:** Thank you, Nishant.
- Moderator:** Thank you. The next question is from the line of Pawan Kumar from RatnaTraya Capital. Please go ahead.
- Pawan Kumar:** Hi. I just wanted to understand whatever has been the impact due to that Boeing factory, I mean, consolidation and stuff. When is that particular element expected to be, I mean, that hindrance on the customer side expected to conclude? And when do we expect business as usual to start for us going forward?
- Aniket Latkar:** So Pawan, if I understand, I think, so you mentioned Boeing. So this was not Boeing. We are talking over here, GE Aviation. So, right. So that particular business is basically because of the realignment, there is a new factory that is being set up in Pune itself. And we have been intimated that somewhere around April to May, April of 2025 is when the factory gets commissioned and post that the production would start in next one or two months.
- So what we anticipate is that somewhere around May to July is where we will see operationally coming back to what the earlier numbers were. And however, having said that, all the developments that I spoke about in the earlier questions, that is something that is parallelly continuing to have. So the GE part of it will be adding back somewhere around June to July of next year.
- Pawan Kumar:** Okay. So is this understanding currently right that currently we would be doing development projects for them, but we would not be involved in those commercial production in the factory?
- Aniket Latkar:** Correct, because the factory is still not up. So whatever is happening is more on the development side, for which once it is up, the qualification activity starts. However, just wanted to also clear that the development on the WTG, what we have been doing is for another customer. So it has got no correlation with the GE factory per se. So once the GE factory comes up, whatever was our regular production business with them, that is something that will continue for that particular model from June onwards.
- Pawan Kumar:** Apart from this, is there any other customer or anything that similar kind of issues you have with or is it only GE right now?
- Aniket Latkar:** What issues?
- Pawan Kumar:** Delay in projects or where you would have lost some business.



**Aniket Latkar:** Yes, so that is one. And there was another customer that we mentioned on the textile side, which had given us certain projections, but due to multiple reasons, they were also unable to really convert those into orders for us. So these are mainly the two customers from which side we have faced revenue losses. Rest at the other customer end and I think so it is business as usual. And the regular production continues to happen and there are multiple new development activities that are also being taken place.

**Pawan Kumar:** Aniket, can you just correct me if I am wrong? My understanding would be GE would be around 30% of your revenues, if I am right. And going forward from the next year, do we expect once this new factory is in place, do we expect a ramp up and maybe growth in terms of multiples of that particular piece of revenue?

**Aniket Latkar:** Yes, correct. So presently that is the percentage of business that we are doing. However, once the new factory comes up and with a couple of orders that we are expecting, I think so that percentage, the chunk of the 30% might reduce, but in terms of the overall revenue number of the GE business, that is something that will continue.

**Pawan Kumar:** Okay. No, what I am trying to understand is, with the new factory coming up and maybe some new production in place, can we expect, let us say, our revenues are currently, let us say, INR50 crores from GE. Can we expect that particular portion of revenues to grow in terms of multiples, let us say INR100 crores or INR200 crores, that kind of number in a short span? I am talking about not this year, of course, next year or the year next to that. Can there be growth in terms of multiples in terms of the GE revenue?

**Aniket Latkar:** So yes, in fact, I have probably, maybe I was not able to explain it correctly first time. So yes, if we take an example, if it was INR50 crores, that number will continue. What I was mentioning is the percentage correlation I was trying to build in, but that particular revenue number will continue.

And because now this becomes an exclusive only wind factory, that is also another big advantage that we see is that a lot of focus in terms of the new development will also start happening at this particular factory, because the earlier one was a shared resource between multiple GE facilities. But now, since it becomes a more dedicated factory, a lot of focus is there in terms of new developments as well.

So we are positive that apart from the regular business that we have been doing, we will definitely see a lot of new opportunities coming our way. Of course, we will have to successfully get qualified for that new business that also comes in. But given our track record, that most of the business that we had been quoted for, we were able to convert. If we are able to fulfill the same track record, then I think so yes, we'll see a spurt in growth coming from that particular site.

**Pawan Kumar:** Okay, and this factory you said was dedicated to wind?

**Aniket Latkar:** Yes, the new factory that is coming.



**Pawan Kumar:** And there was another portion of the GE business which also came or maybe the potential project which we were supposed to do on aviation side, right? A small portion or part of the engine somewhere, I don't remember exactly. What happens to that portion exactly?

**Aniket Latkar:** So that portion is continuing to work. Because that factory has become an aviation factory, so that part of the business is still operational. We are continuing to work with them and also new developments, new part number qualifications continue to happen for the aerospace business.

The new factory that we have been speaking about is a dedicated only wind turbine factory. And the old facility which was, as I mentioned earlier, was a shared facility now continues to become an exclusive only aviation facility. And our business that we started last year with them on the aviation side, we continue to do that.

**Pawan Kumar:** Do we expect very fast growth in that particular aviation piece of the business? I think it is currently very, very small if my understanding is right.

**Aniket Latkar:** Right, Pawan. So because that was a labor business, as I mentioned earlier, not on this call, but earlier, and hence the revenue number is on the lower side. But yes, we have been seeing multiple qualifications. So we probably have doubled in terms of what the business that we did last year on that particular sector with new part number qualifications of components also happening. And so yes, I mean, just to answer your question, we are seeing growth in that area, and we will continue to see that happening at least in the next couple of years.

**Pawan Kumar:** Okay. Thanks, Aniket.

**Moderator:** Thank you. The next question comes from the line of Gaurav Jain from Citibank. Please go ahead.

**Gaurav Jain:** Yes. Hi, Aniket. So I had a quick question on the medical side of the business, right? So could you just throw some light on how that business is building up on and what's the status on there?

**Aniket Latkar:** So Gaurav, that has been a low revenue contributor for us. As I mentioned, because of a lot of regulatory challenges, or not challenges, but a lot of regulatory developments that have been happening. A lot of the business that we have been doing has taken an impact on that. However, with a lot of new policy changes that are happening, like you might have read about the PLI and other medical related developments that are happening, we are seeing that there is that business part of it is something that is slowly starting to again gain traction for us.

Again, while I say that, I don't see that that number is going to really significantly improve for us immediately in the next couple of quarters. But the developments that we are trying to do in that area is something which is going to be there for us. And in the long term, for sure, that is an area of positive growth for us.

**Gaurav Jain:** Got it. And just on the revenue side, so just wanted to understand, I mean, we have already given the third month of this second half, right? So any some rough estimate of where we could see



this year end and probably what could be the growth for the next financial year? Just a rough estimate.

**Aniket Latkar:**

So this year, we are going to see an impact on our revenues, which could probably be to the tune of around 20%. So, yes, I mean, this year, I think, so we will probably be somewhere around that. Next year, for sure, with whatever things that are coming back for us and the new development, I think so we will be definitely be able to improve on last year's numbers.

**Gaurav Jain:**

Got it. Thanks.

**Moderator:**

Thank you. The next question comes from the line of Dheeren from Carnelian Asset Management and Advisors. Please go ahead.

**Dheeren:**

So as you mentioned on the 11th page of the PPT, that the prototype approved for a leading turbine OEM. So can you just throw some light about what kind of prototypes has been approved and what kind of revenue we can see in the coming future from this approval?

**Aniket Latkar:**

Yes. So I think so during the first question, we did address that, which that there's a 3.3 megawatt WTG prototype that we are right now working on. And that is what the development is. As I mentioned, we have received a prototype order for that. And that prototype order will be executed by next month, which will be January. And subsequently post that, we will see order flow coming from that particular WTG for us.

As of now, I am not in a position to give you what would be the exact revenue realization coming from that particular order, because too early for us to also understand in which direction that particular development is heading to. But looking at, if we are able to draw parallels from some other WTGs, what we would typically see is around in an annually close to around 150 to 200 numbers of these WTGs could get installed.

**Moderator:**

Thank you. The next question comes from the line of Brijesh, an Investor. Please go ahead.

**Brijesh:**

Yes. Sorry, I had to drop off and there were some issues in the rejoining. Yes. A few questions in terms of, so you are expanding in various places and in various, like the medical, defense, data center, business, everything. How do you plan to grow the organization in terms of the second layer? Because you being one individual, how are you planning and what are your plans towards that?

**Aniket Latkar:**

Right, Brijesh-ji. So, although the spread seems to be very thin across different areas, but conceptually, if you see it, it will be more on the electrical panel side or the fabrication side where different industries we are trying to cater like the wind turbines or the data centers. Coming back to your question of what we are trying to, how are we trying to really build up the organization for the second layer to start functioning and really putting up in the business.

So, we already have a good team that is there at the backend supporting us. However, because it's mainly on the front end, that's me who's been projected. So, maybe it might seem that the team is, the second layer is something that is not available, but we are definitely having a team



that is there and we are trying to see how we can really ramp them up so that they also at some point of time start becoming the face of the company.

What we intend to do with that, I mean, what we are trying to do is that we are trying to build in development programs for these employees that we are already having. And we are also trying to see that how could they be a part of the profit-sharing business. So, that is something that we are also actively trying to see so that we are also able to build a strong team at the second level.

**Brijesh:** Great. That's good to hear. The second question is, is there any new clients which you have added in this year, like any new names which you would like to tell? Because last time in the con-call, you had mentioned about all these Rolls-Royce, Adani and Siemens and GE business. Is there any new one which you have added or is there anything happening there?

**Aniket Latkar:** So, Brijesh-ji, because I've probably learned the hardware this time, looks like we'll have to take permission from the clients before we are able to really talk about them. So, I won't be able to give you any names as of now, but we are having two customers that we have and we have had some advanced level discussions which may be getting converted into we might be able, we will be in a position to get ourselves converted onto their vendor portal.

**Brijesh:** Okay. And so, how is the export orders? Are we seeing any traction out there? Because that was also one of our focus area?

**Aniket Latkar:** Yes. So, there has been a definite growth. I'll just hand over the call to Mayuri. She'll give you the exact number in terms of what percent we've grown. But yes, we are seeing development that is happening on the export side as well.

**Mayuri Latkar:** Hello, Mr. Brijesh. This is Mayuri here. So, if you just have a look at the last FY23-24, in H1, we clocked sales of about INR1.65 crores, which translated to around 2.7% of the total sales. This 1.65 is export I'm talking about. In H2, it was around INR2.34 crores of exports, which translated to 3.88%. So, in the last FY, we have had a collective share of exports of 3.29% of the total sales. In this present H1, we have recorded around INR2.32 crores as exports. So, as you can see from H1 of last year to this year, there's a jump of around 40% on that. So, for the total year, we are at a percentage of 5.23% of exports.

**Brijesh:** Okay. But there is a high level of focus, which you are seeing. And you are seeing the tenders and the bids coming in for the export orders, right?

**Aniket Latkar:** Yes, Mr. Brijesh-ji, we are. And we are actively trying to look at new opportunities on the export side as well with new customers.

**Brijesh:** One last question from my side. We moved into the fabrication side of it, considering that a lot of the customers were requesting that you do the panel, why don't we do the fabrication side of it? Are you seeing attraction out there as well? Are you seeing that now the customers are seeing you as a complete package and trying to engage more with you? Are you seeing more business flow because of that?





**Aniket Latkar:**

Yes, most definitely. So, all the developments that we have had with Rolls-Royce is basically they have been generated through this medium only, through this medium. And we are slowly trying to also project ourselves as more of a packaged, packaging kind of a solution provider where not only the panels, but we would like to get somewhere on the skid or the assembly side of the business.

So, that's definitely the vision within which we are trying to project this fabrication part of the business to our customers as well. And as you rightly said, we don't want to just project it as a fabrication per se. It is more like a value add on the electrical part is what we are trying to do. So, precisely a point that we would want to be more of a package solution provider.

**Moderator:**

Thank you. The next question comes from the line of Nikunj, an Investor. Please go ahead.

**Nikunj:**

Congratulations, sir, for getting a new order. And actually, my question has been already answered. So, thank you and best of luck.

**Aniket Latkar:**

Thank you, Nikunj-ji.

**Moderator:**

Thank you. The next question comes from the line of Prashant, an Individual Investor. Please go ahead.

**Prashant:**

Thanks for the opportunity, sir. Sir, my question, now I could access the investor presentation. I was just asking about the new facility which was under construction and in presentation it has been shown that it is now operational. So, just wanted to understand that with existing capacity underutilized, how will we use that new facility?

**Aniket Latkar:**

Right, Prashant. So, you are right on the front that there is a new facility that is coming up. I am not sure in the presentation where we have mentioned that it is already operational. I mean, if you could just direct that, we will have a look at it. But just to give you an update where we are. So, April, May of '25 is when this new facility gets completely functional for us.

And so, somewhere around second quarter is where of '25 is when we will see production happening from that location. So, what effectively that means is that one of our facilities out of the three which was a rented facility, we would be shutting that down and we will be moving into this facility. So, part of the business that is currently being carried out from this factory gets shifted to this new location.

However, in terms of the capacity build that we have done, this would be a significantly larger facility that we are coming up with which will effectively be able to give us additional opportunity to grow our numbers. And if I have to put a number to it, so this will generally be 2x of what are existing capacity utilizations.

**Moderator:**

Thank you. As there are no further questions, I would now hand the conference over to Bhumika Maheshwari from HEM Securities for closing comments.



**Bhumika Maheshwari:** On behalf of HEM Securities Limited, I thank Aniket sir and Mayuri ma'am for giving their time and responding to all the questions in a detailed way. I would also like to thank all the participants for joining us on this call. Now, we will end the call. Thank you so much, Aniket sir and Mayuri ma'am.

**Aniket Latkar:** Thank you, Bhumika.

**Moderator:** Thank you. On behalf of HEM Securities, that concludes this conference. Thank you for joining us and you may now disconnect your lines.