Date: November 20, 2026

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

SYMBOL: SATTVAENGG

Dear Sir/Madam,

Sub: Transcript of H1 - FY2027 Earnings Conference Call

Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Transcript of the Company's H1 FY 2027 Earnings Call held on **Monday November 16, 2026**.

The transcript of the earnings call is also available on the Company's website at: https://sattvaengg.in/information-pursuant-to-sebilodr-regulations/

We request you to kindly take the above information on records.

Yours faithfully,

FOR SATTVA ENGINEERING CONSTRUCTION LIMITED

SURAJ DUBEY
Digitally signed by SURAJ DUBEY
Date: 2026.11.20 14:53:13 +05'30'

SURAJ DUBEY
COMPANY SECRETARY AND COMPLIANCE OFFICER
M. NO: A73320

Encl. as above

“Sattva Engineering Construction Limited H1 FY2027 Earnings Conference Call”

November 16, 2026

Management: Mr. S. Seshadri - Whole-Time Director
Mr. R. Sekar - Whole-Time Director
Mrs. G. Sujatha - Whole-Time Director & Chief Financial Officer
Mr. Suraj Dubey - Company Secretary and Compliance Officer

Investor relations advisor: Ms. Harsha Hotwani - Atlas Capital
Mr Rutul Shah - Atlas Capital

Moderator: Ladies and gentlemen, good day and welcome to the Sattva Engineering Construction Limited H1 FY27 Earnings Conference Call hosted by Atlas Capital. 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. Please note that this conference is being recorded. I will now hand the floor to Mr. Suraj Dubey, Company Secretary. Thank you and over to you, sir.

Suraj Dubey: Thank you, madam. Good afternoon, everyone and thank you for joining us today. I hope you had an opportunity to go through our financial results and investor presentation, which is available on the website. Joining me on this call today, Mr. S. Seshadri, Whole-Time Director and Mr. R. Sekar, Whole-Time Director and Mrs. G. Sujatha, Whole-Time Director and Chief Financial Officer, and Ms. Harsha Hotwani from Atlas Capital, our Investor Relations Consultant. I will now hand over the call to Mr. S. Seshadri for his opening remarks. Over to you, sir.

S. Seshadri: Thank you, Suraj. Good afternoon to everyone. First of all, I hope all of you had a wonderful Diwali and got an opportunity to spend some quality time with your family. Thank you for joining us on Sattva Engineering Construction Limited H1 FY27 Earnings Conference Call. First half of FY27 has been a period of continued operational progress for the company. We had delivered healthy revenue growth, improved profitability, strengthened our cash flow position and continued to expand our presence in North India. Moreover importantly, we have remained focused on building a business where growth is supported by a sustainable margin, disciplined project execution, and stronger cash conversion. Let me briefly take you through the key developments.

During H1 FY27, revenue from operations has increased 25% year-on-year to ₹81.1 Crores compared with ₹65 Crores in the corresponding period of last year. Our profitability grew at a faster pace than revenue with profit after tax increasing approximately 64% to ₹7.4 Crores compared with ₹4.5 Crores in FY26. PAT margin improved approximately 9.1% compared with 6.9% corresponding period last year. We continue to remain focused on maintaining the EBITDA margin around 15% and PAT margin around 9% as we scale up our operations. One of the most encouraging developments during the first half has been the improvement of our operating cash flow. We generated positive cash flow from our operating activities of ₹15.9 Crores during H1 FY27 compared with negative operation cash flow of ₹12.7 Crores for the full year FY26. We also made a progress in reducing our borrowings and improving the overall financial positions of the company.

As September 30, 2026, we have collected 95% of our FY26 outstanding trade receivables. Collections have continued thereafter and our focus remained on maintaining this momentum. Based on the current collection position, we expect to release approximately

80% of our September, 2026 receivable by the end of November. For us, the object is not merely to grow the business, but to ensure the growth translates into cash generation and supported by efficient working capital management. On the operational front, we have continued to strengthen our position in water and wastewater infrastructure segment. Our project wins in Karnataka and Tamil Nadu during the first half have further strengthened our execution portfolio. These projects also include long-term operation and maintenance commitments, which provide an opportunity to gradually develop a more diversified revenue profile. We have also re-entered in the industrial and utility building segment through our contract with Bimbo Bakeries India, providing additional avenue for business development. Alongside our established market, we are actively pursuing opportunities in Bihar, Jharkhand, Uttar Pradesh, our approach to expansion remains selective. We intend to prioritize opportunity where project funding, execution, requirements and payment visibility and adequacy evaluated.

I would also like to address the revision of our growth expansion. Earlier, we had indicated aspiration of 60% revenue growth for FY27 and FY28. However, certain development during the year, largely outside the control of our company, have impacted the timing of project approvals and execution. Specifically, in May and June 2026, we have secured two STP projects from BWSSB in Karnataka and one STP project in Thiruverkadu Municipality in Tamil Nadu. All these projects involve design, construction, long-term operation and maintenance under their respective contract structures. At the time of securing these projects, we had expected a complete initial design activity for the BWSSB project by September. However, progress has been slower than anticipated, primarily due to delays in obtaining statutory clearances including approvals from the pollution control board and handover the land acquisition for the project execution. There are external developments are largely beyond our control. We received possession of the land of one of the projects towards the end of August, while possession of the remaining two projects is still awaited. Since land possession and necessary statutory approvals are pre-requisites for progressing with design and subsequent executions activities, these delays have impacted commitment timelines of the project. Continuously, while these projects remain part of our secured order book, the committed, execution and the associated revenue conversion have been deferred.

Based on the current status, we expect the revenue contribution from these projects begin towards end of Q4 FY27 with progressively build thereafter. While these developments have not been altered our assessment of long-term opportunity in this sector. They have influenced near term revenue visibility and pace with which project can be executed. Accordingly, we believe the company adopts more measured and relative approach to our growth aspiration. We are now guiding our 30% revenue growth in FY27. For FY28, our current growth aspiration is in range of 30% to 35%, supported by our existing execution basis, anticipated tender activity and opportunity across our newer geographies. We believe this revised outlook provided more calibrated assessment of the business, considering the

current operating environment, project execution timelines and the visibility available to us today while the timing, project approvals and tender award can be influencing the pace growth. We remain confident in long term demand for water, wastewater and environmental infrastructure in India. Our priorities remain consistent, execute the project efficiently, sustained profitability, improve cash conversion, build a stronger platform for long-term growth. Our focus on delivering sustainable growth without compromising the execution quality, profitability, cash flow, discipline. With that, I request. Mr. Sekar, Whole-Time Director to take you through the operational developments and project profile and business outlook in greater detail.

R. Sekar: Thank you Mr. Seshadri ji and good evening to everyone on the call. I will now take you through the key operational developments for project portfolio and the opportunity we are perceiving across our business segments. We as Sattva continue to benefit from a healthy project portfolio, providing visibility for execution over the coming years. Our order book stood at ₹ 486 Crores as of September 30, 2026. During the first half, we secured important contracts that have strengthened our presence in the water and wastewater infrastructure segment. In May 2026, we received two orders from the Bangalore Water Supply and Sewerage Board with a combined order value of ₹123.9 Crores. The project comprises the 20 MLD STP at Koramangala and 10 MLD STP in Basavanapura. Both projects involve design, construction and commissioning along with seven years of operation and maintenance. These awards represent an important milestone in our expansion into Karnataka and strengthen our relationship with a major urban water utility. Subsequently, in June 2026, our consortium secured ₹108.4 Crores wastewater treatment project that is in Thiruverkadu Municipality in Tamil Nadu. The project involves the development of a 46 MLD sewage treatment plant at Koladi village under the design build operate transfer model. The contract includes a construction component of ₹78.8 Crores and an O&M component of ₹ 29.6 Crores with a 10-year operation and maintenance period. These projects are strategically important because they combine our engineering and construction capabilities with the long duration operational responsibilities. We see this as an opportunity to progressively build our O&M portfolio alongside our core EPC business model. Over the time, this can contribute to greater revenue visibility and a more diversified business model. Another important development has been our re-entry into the industrial and utility building segment. In August 2026, we secured an order from Bimbo Bakeries India Private Limited, for civil construction works at its manufacturing facility in Tamil Nadu on the northern side. The contract value is ₹ 9.51 Crores with an execution period of 20 weeks. The project provides an opportunity to strengthen our credentials with the private sector manufacturing customers and re-establish our presence in industrial civil construction. We intend to pursue such opportunities selectively while continuing to build on our established capabilities in water and wastewater infrastructure.

Our approach is to balance order book expansion with execution capability, project economics and quality of counterparties. Coming to our current business development pipeline, we have quoted for projects with an aggregate value of ₹225 Crores. Based on our current assessment, we are confident of converting about 40% to 50% of these in our order book. I would also like to address the operating environment, particularly in Tamil Nadu. During the first half tendering activity in the state remained relatively subdued following the change in government. Several projects have been progressive administrative approvals, technical evaluations, financial assessments and funding arrangements. Consequently, the pace of new tender releases has been slower than initially anticipated. We understand that necessary processes are progressing and we expect tendering activity to improve over the coming months. However, the actual timing will depend on the relevant government departments and project authorities. And we also would like to mention here, we are actively pursuing the possibility of establishing our footprint in Bihar, Uttar Pradesh and Jharkhand. For information, we have already quoted a tender in Bihar in the surface water sector system. We are actively exploring the possibility of participating in few more tenders in the same states and the other states I mentioned else.

Looking ahead, our focus remains on executing the existing project portfolio, improving geographical diversification and converting suitable opportunities from our bidding pipeline into awarded contracts. We believe that our engineering capabilities, project execution experience and growing presence across water and wastewater infrastructure provide a sound foundation for participating in the sector's long-term opportunities. With that, now I will request Mrs. Sujatha madam, the Whole-Time Director and CFO, to take you through the performance of financial and balance sheet developments in detail. Thank you very much.

G. Sujatha: Thank you Mr. Sekar sir and Seshadri sir for giving me an opportunity and good afternoon to everyone. I will now take you through the company's financial performance for the first half year of FY26-27 along with the key developments in our profitability, balance sheet and cash flow statements. Starting with H1 FY27, performance, revenue from operations stood at ₹81.1 Crores compared with ₹65 Crores in the corresponding period of last year, representing a year-on-year growth of 25%. Our profitability grew at a faster pace than revenue. Operating EBITDA stood at ₹12.8 Crores compared with ₹8.4 Crores in H1 FY2026, representing growth of approximately 52%. EBITDA margin improved to 15.8% compared with approximately 13% in the corresponding period of last year. Profit before tax for the period stood at ₹10.15 Crores compared with ₹6.10 Crores in H1 FY26, registering growth of 66%. Profit after tax increased to ₹7.38 Crores compared with ₹4.5 Crores in the corresponding period of last year, representing a growth of 64%. Our PAT margin improved to 9.1% compared with 6.9% in H1 FY26. The improvement in profitability reflects the growth in our operating scale and our continued focus on maintaining cost discipline.

Going forward, we remain focused on sustaining EBITDA margins around 15% and PAT margins around 9% as we expand our business. Moving to the balance sheet, we have continued to make progress in strengthening our financial position. Total borrowings reduced from approximately ₹30.1 Crores as of March 31, 2026 to approximately 20.4 Crores as of September, 2026. This represents a reduction of approximately ₹9.7 Crores during the first half. Our short-term borrowings declined from ₹29.9 Crores to ₹17.7 Crores, while long-term borrowings stood at ₹2.6 Crores at the end of September. The reduction in overall borrowing reflects our continued emphasis on financial discipline and reducing dependency on external funding. Our cash and bank balances stood at approximately ₹10.65 Crores at the end of the first half year. One of the most encouraging developments during H1 FY27 has been improvement in our operating cash flow. Cash flow from operation activities stood at a positive of ₹15.9 Crores during the first half, while as compared with negative ₹12.7 Crores for the full year FY26. Cash generated from operations before direct tax payments stood at approximately ₹18.6 Crores. The improvement reflects the combined impact of operating profitability and working capital movements during the period. While receivables and certain current assets continue to absorb funds, this was offset by the improvements in operating liabilities, including trade payables and current liabilities. We have also continued to focus on the collections of outstanding receivables. As previously communicated, 95% of FY26 outstanding trade receivables had been collected by September 30, 2026. Collections have continued thereafter. We remain focused on improving collection efficiency, maintaining tighter working capital discipline and ensuring that incremental business growth translates into operating cash generation. This has contributed to the reduction in overall borrowings and improvements in our balance sheet position. To conclude, H1 FY27 has been a period of improved financial performance for Sattva. As we move into the second half, our financial priorities remain focused on sustaining profitability, improving cash conversion, maintaining an efficient capital structure and supporting growth through disciplined working capital management. We believe these measures will be important in building a financially stronger and more scalable business. With that, we will now open the floor for questions. Thank you.

Moderator: Thank you. Ladies and gentlemen, we will now begin the question and answer session. Anyone who wishes to ask a question may click on the raise hand icon from the participant tab on your screen. We will wait for a moment until the queue assembles. We take the first question from Vishvender Singh of Prudent Equity.

Vishvender Singh: Sir, congratulations on a good set of numbers. Just a clarification on the consortium order book. We have received like two orders from two different set of companies, In other words, the share we see in the order book is just ours or are we booking for the whole consortium?

G. Sujatha: Sir, we are looking for the whole consortium sir. We are only executing.

Vishvender Singh: So what is our share from the total order in both of them madam?

G. Sujatha: Both orders, however, we take the least consortium since we executed 100%, the entire 100% revenue will flow down to our system.

Vishvender Singh: Okay, so we receive 100% of the order. So how does that nature work for the joint venture partner? What will they receive in like participating in the order? Do we pay out some monetary?

S. Seshadri: I am Seshadri here to answer your question. The JV will be on paper for some arrangements, and we take their part also on us to execute it. And they will give the NOC in such a way the entire thing will be handled by Sattva, and all the payments will be routed through them. So that is how we operate, where we have some lapses in meeting the qualification criteria.

Vishvender Singh: Okay, so there is no any cash outflow to these parties after the completion of these projects?

S. Seshadri: Yes, we also obtain certificate from the end customer saying that the entire operation is done by Sattva, payments are routed, we have full proof for that.

Vishvender Singh: Okay, got it. And can you share the bifurcation between Karnataka and Tamil Nadu of our current order book?

S. Seshadri: In Karnataka, we have just received ₹123.9 Crores from Karnataka, where we just received and work is started. Out of ₹486 Crores, in Karnataka, we have obtained ₹123.9 Crores, rest and all in Tamil Nadu only.

Vishvender Singh: Got it. And in one of the last calls, you mentioned that..

S. Seshadri: What is that, you are not audible to me?

Vishvender Singh: You said that we are into our legacy business. Is it better now?

S. Seshadri: No, I am not still clear about your question. Yes, sir. Go ahead. I am not still clear about your question, I said.

Vishvender Singh: Okay, sir. On the margin side, you mentioned in one of the last calls that the new segments like odour control will have higher margins than our legacy business, but it has not reflected in our H1 numbers. So, what is the take on that?

S. Seshadri: To the best of my knowledge, I do not know. You should be correct, but we are making overall profit as sustainable as we had been doing in the last financial year. Okay, sir. So there will be about 1% or 1.5%, individually, it will be more. Collectively, when it comes to the system in the balance sheet, we ensure that the same percentage is sustained.

Vishvender Singh: Got it, sir. And lastly, on the recent bakery order that you received, it was such a small order. So, was it just testing the waters? Was it a onetime order?

S. Seshadri: No, it is not exactly so. We did not test the water. It is from our renowned, known consultant from Delhi to whom we had been working several years. Since we called them, they enquired, I mean, floated the enquiry to us also. We became alone and got the order. And other quoting process is underway. Already we have quoted for two private projects, one in Tuticorin and one in Chennai. Each are about 40-50 Crores in volume.

Vishvender Singh: Okay sir, that will be all. Thank you sir.

Moderator: We take our next question from Mr. Mitesh Vora.

Mitesh Vora: Thanks for giving me the opportunity. Now with regards to the project that was stuck up and you said you had received plan for one of the projects and you are going to start by the end of the year so with the execution being pushed to next year, will the next year's growth rate be higher than the current rate?

S. Seshadri: Growth rate not exactly same, growth rate will be between 30% to 35% only sir.

Mitesh Vora: Okay and what is the EBITDA and profit margin and the growth you expect going forward for the next two or three years?

S. Seshadri: CFO will answer this.

G. Sujatha: It will be sustained there between, we will maintain the EBITDA between 15% to 16%, and same way, PAT also 9% to 9.5% to 9.8% like that

Mitesh Vora: And will you be able to execute the current order book from the existing internal accruals, or will there be any need for raising of funds going forward?

S. Seshadri: We will execute with the internal accruals also. We are not in the mood of going for fund generation in the near future.

Mitesh Vora: Okay. Thank you sir. That is it from my end.

Moderator: Our next question is from Harshil Patel of Strata Capital.

Harshil Patel: My question is on our revenue growth that we achieved in this half yearly, 25%, while we guided around 35% earlier. So given the current situation, what will be our revenue trajectory in second half and what level of confidence do we have to achieve that?

G. Sujatha: In the second half, we will be achieving that 30% revenue growth, sir. Because earlier also, the second half will be better than the first half, traditionally, it is like that only. And we have got an increase of 25% growth in the first half and a second half, it will be a little bit more than this. And anyway, on an average, we will achieve this 30% and we are confident of doing so.

Harshil Patel: Okay, great. Second question is regarding our order book, which stands around ₹500 Crores currently. Could you throw some light on composition of current order book across the key business segments? And additionally, how we are targeting to achieve or complete the order book by next 12 to 18 months.

G. Sujatha: Our current order book position is ₹486 Crores and it spans around 18 to 24 months and we have also bid for some project's worth of ₹225 Crores and with that we can give you the expected growth of 30% by FY27 and going forward also we can do so.

Harshil Patel: Can you provide bifurcation of business segments like how much is coming from WSS and WTP?

S. Seshadri: Sir, when by and large that other than the Bimbo factories, rest and all in you know same sector only, EPC and general construction of water line distribution system. So, if you want the number, we can work out and share. We are right now the EPC contracts are 147 MLD WTP, 120 MLD STP, 12 MLD STP under construction, and the rest and all are pipeline projects and a surface water and distribution system.

Harshil Patel: Okay sir, helpful. And my last question is on we have seen meaningful shift in revenue mix during this half-yearly towards the STP and WTP. So, but our WSS and UGSS revenues declined year-on-year, right? So, in terms of profitability, could you quantify how much this change benefited us on margin level and going forward, how we are targeting this mix to evolve?

G. Sujatha: Overall, in all these segments, the margin levels are almost the same. For me, some 0.35% like that, there will be a difference, but on average, the margins are the same in all the sectors.

Harshil Patel: In previous con call, we indicated that WTP margins were impacted by initial ramp-up and commencement-related expenses. So, could you provide an update on stabilization of operations and why margins are not seen in P&L?

S. Seshadri: Margins are not seen?

G. Sujatha: The margins are almost the same when we do STPs or WSS or something.

S. Seshadri: Sir, as I told you, when we do 10 to 12 projects. In one project, there will be 12%, one project, there will be 9%, one project will be 8.5%, one will be 11%. So, on an average, the company is capable of maintaining 9 to 9.5% profit after tax. So, that is what we would like to present you, sir.

Harshil Patel: Okay and thank you. That is all from my side. All the best for the future.

S. Seshadri: Thank you, sir. Thank you very much.

Moderator: We move forward to our next question from Darshan Chandra of Om Investment. Mr. Chandra, please unmute your connection. As there is no response from Mr. Chandra, we will take our next question from Tejas Singh.

Tejas Singh: I just have one question. So, we had won the order on the 12th of June for ₹108 Crores. So, the filing says that we, along with JSR Infra Developers, have won the orders. So, what is the revenue? So, I wanted to know our revenue share from this order.

S. Seshadri: So, our revenue on paper, it is 51%. Being the JV agreement, it is 51-49. But on execution part, we have an agreement with them and then we will be doing the, their portion of job also. On end, it can be 96% for Sattva, 4% to JSR.

Tejas Singh: So we will do all the work and on the PAT, we will share 4% with JSR is it?

S. Seshadri: Not on this PAT, on the working itself and the total volume, it will be divided into 4% and 96%.

Tejas Singh: Okay. So, on the PAT, will we be sharing anything with JSR?

S. Seshadri: No, on our 96%, we will be only doing it.

Tejas Singh: Okay, I understood.

S. Seshadri: 4% is their scope of work, which they will do it.

Tejas Singh: Okay, sir. Understood.

Moderator: Our next question is a follow up question from Vishvender Singh of Prudent Equity.

Vishvender Singh: Just a clarification, as the previous participant on the JSR Infra Developers. So, what is the percentage share of our Sattva like with Liku-Tech Environment order that we receive?

S. Seshadri: So with the Liku-Tech, it was 20% and 80%, right?

Vishvender Singh: Can you please repeat the percentage numbers?

S. Seshadri: You are asking about JSR or Liku-Tech.

Vishvender Singh: Liku-Tech.

S. Seshadri: Liku-Tech, JV portion was 20% by them and 80% by Sattva, they will do 20% of the contract and we will do the 80% of the contract.

Vishvender Singh: Okay. And is there any profitability share in this order or is it same structure as the JSR?

S. Seshadri: No, Liku-Tech, there is no profit sharing. They are the manufacturers. They are our sub-vendor also. For technical qualification, we brought them for 20% share. And then we are buying the equipment and then membranes from them. That way we are giving business. And there is no question of or there is no contractual obligation with them for sharing the PAT.

Vishvender Singh: Got it. Just confirmation on what you said, you mentioned that 20% will be with Liku-Tech and 80% will be Sattva for this order and for the JSR it will be 51% with Sattva and the rest with JSR. But on the profitability 96% will be retained by Sattva and 4% will be by JSR order. Is that correct?

S. Seshadri: No, I have a clarification on this. See, on the overall contract between Sattva and JSR, their question of job, even though if it is there in the paper, on the execution part, Sattva will do the execution of 96%, JSR will do only 4%. And there is no question of profit sharing and all that. We will be executing total 96%. On Liku-Tech, revenue part, it is 96% we will get, 4% they will get it. That is all.

Vishvender Singh: Got it, sir. Thank you, sir, for the clarification. Thank you.

Moderator: Our next question is from Darshan Chandra of Om Investment.

Darshan Chandra: Madam, congrats on maintaining the margins and a little bit of miss on the revenue side of 30% growth to 25% maybe you cover in the H2. My question is, madam, on the bidding pipeline of ₹224 Crores, maybe something that, you said the 50% will be the coming. When we expect that order to come as an announcement?

S. Seshadri: Maybe around two to three months, it will take, sir.

Darshan Chandra: Not more than that, right?

S. Seshadri: Yes, not more than that.

Darshan Chandra: After the tender application process and announcement of the tender going to Sattva, right?

S. Seshadri: Already tender has been come and then we have bid for all the core projects. It is on the evaluation stage.

Darshan Chandra: Okay, within two or three months we can know the tender has come to us, right know?

S. Seshadri: Yes, you are right.

Darshan Chandra: And when will the execution of that project will be, we can start in the FY28 or it will take more than one year from that announcement of the tender?

S. Seshadri: No, most likely end of the financial year.

Darshan Chandra: As soon as the tender is issued, the order will start, the execution will start, right?

S. Seshadri: After the finalization of the tender, the process for signing on the LOA and then agreement, all those things takes around 45 days to 60 days. Once it is completed, then we will start the work.

Darshan Chandra: I am asking because in this H1, because of the Karnataka land issue and approval, we got delayed by five or six months. And according to financials, H2 will be much better than H1, madam?

S. Seshadri: Obviously.

Darshan Chandra: And on the operational efficiencies also, if the H2 revenues are better, can we have an increase in the margin a little bit from 15% to say a bit of 16% or more than that and a PAT will be around 10%?

S. Seshadri: Already we have made a budget and everything has been done. And the increasing trend will be there on the H2. But the PAT margin and the EBITDA margin will be sustainable.

Darshan Chandra: Okay, it will not fall below 15% right sir?

S. Seshadri: Yes.

Darshan Chandra: Thank you sir. I will be in queue if another question comes.

Moderator: Our next question is again a follow up question from Vishvender Singh of Prudent Equity.

Vishvender Singh: I had a question on the bid pipeline. So you mentioned we have a strong bid pipeline as of now. So you previously mentioned you will be moving away from lower margin WSS segment, so in what category are we targeting future order bids?

S. Seshadri: These tenders, which are in pipeline, two of them are private, okay. Part of this last question answer is two of them are private job. Immediately after placing the order we can start the work. Two of them are government, which are to be designed, approved and started the work.

Vishvender Singh: Okay, so what sort of order inflow do you expect in the second half of this financial year sir?

S. Seshadri: This financial year, out of these tenders quoted, we expect about 40% to 50% conversion. That will happen in two to three months. And still, we are in the process of quoting many tenders now. So we are vigorously working on capturing orders before this financial year ends.

Vishvender Singh: Okay, and is it fair to assume that Karnataka and Tamil Nadu will be sole focus for at least two years?

S. Seshadri: Tamil Nadu, yes, when the tenders are floated, we will be actively involved in quoting here. Right now, since there is subdue in this state, we are seriously and actively focusing on Karnataka and specifically in UP and Bihar, also in Jharkhand.

Vishvender Singh: Okay and lastly, are we in L1 in any of the orders that we have bid for?

S. Seshadri: It is in the evaluation stage sir. We are not aware of this. It is all under the evaluation.

Vishvender Singh: Okay, that is helpful sir. Thank you.

Moderator: We take our next question from Kinjal Jain of InvestNova Advisory.

Kinjal Jain: Thank you for the opportunity. And, sir, our OCS business contributed ₹18.3 Crores in our H1 FY27. It is emerging as a meaningful addition to our business mix. Could management elaborate on the profitability achieved in this segment so far?

S. Seshadri: CFO will answer on this.

G. Sujatha: Madam, see in H1, we have made around ₹18 Crores and the balance will also fall in line in the next half year. Balance order is there, which will fall in line in the next coming year. In FY27, it will be closed. And going forward for FY28 mainly it will contribute around 20% to 25% in the overall revenue of FY27, this OCS portion and for the next years and all we are awaiting some tenders in these sectors in these segments so FY28 and all we cannot give any picture, we are not able to give any picture about it right now, but we are expecting some orders in FY28 also. The tenders are yet to be floated in these areas.

Kinjal Jain: Okay, madam. And regarding our O&M business, so it has contributed 10% to 12% of overall revenues over the medium term. With the addition of projects carrying seven-year O&M obligations in Karnataka, how does management envisage the recurring revenue base evolving?

G. Sujatha: After the completion of these projects which we have taken recently, after that only the O&M revenues will start flowing into our revenue system. So it will take another two years at least.

Kinjal Jain: And madam, what margin profile and cash flow contribution can this segment deliver?

G. Sujatha: It is also the same as construction only, it is also around 15% EBITDA margin. So we are bidding for O&M also.

Kinjal Jain: Madam, do you have any timelines for this?

G. Sujatha: O&M for the Karnataka is of seven years O&M. Just after the completion of the construction of the plant, we will be starting this O&M.

Kinjal Jain: Okay, madam. Thank you.

Moderator: Our next question is again a follow up question from Vishvender Singh of Prudent Equity.

Vishvender Singh: Just a confirmation, out of a total order book, what is the portion of the O&M part?

G. Sujatha: ₹140 Crores is our O&M portion of total order book of ₹486 Crores.

Vishvender Singh: Okay, sir. So, ₹340 Crores is the executable part, sir?

S. Seshadri: Yes. That is the capex.

Vishvender Singh: Got it. And just a small suggestion if you could like re-upload the results with the cash flow statement being expanded and showing the bifurcation of that that would be much helpful

for us instead of the condensed form we have uploaded. So, if you could do that that would be helpful.

S. Seshadri: Bifurcation of the order status is it?

Vishvender Singh: No, the cash flow statement, items of the cash flow statement. So, we have given the condensed form.

G. Sujatha: Yes, we have given the condensed form and we will check and do it.

S. Seshadri: We will discuss with our advisory committee and do that.

Vishvender Singh: Got it. Thank you.

Moderator: Our next question is from Vishrut Shah of VFS Advisory.

Vishrut Shah: Congratulations on a great set of numbers. I just have one question related to the balance sheet. So, the cash conversion cycle improved significantly by approximately 50 to 60 days, right? And our operating cash flow also increased to ₹16 Crores. So, while our other current assets remain at ₹68 Crores approximately, could you help us understand the composition of the other current assets?

G. Sujatha: Yes. Our borrowings have got decreased this time. Do you want the breakup for other current asset?

Vishrut Shah: Yes, if you could provide the breakup for that?

G. Sujatha: Other current asset, it comprises of retention money, receivables under the unbilled revenues. Unbilled revenue is at ₹48 Crores and the retention money receivables will be around ₹27 Crores.

Vishrut Shah: Okay, and how do you compare it, Y-o-Y has it increased, decreased, or?

G. Sujatha: Due to the change in unbilled revenue, it got increased. The unbilled revenue got increased by 2 crores and the retention money receivables also got increased. For the rate of interest, that will be again the retention money received.

Vishrut Shah: Okay, they have increased by how much approximately? If you could give a percentage?

G. Sujatha: Percentage of increase, I need to check back that percentage wise.

Vishrut Shah: Okay, no worries. Thank you for the opportunity and all the best for the future.

G. Sujatha: Thank you.

Moderator: We take our last question from Darshan Chandra of Om Investment.

Darshan Chandra: Sir, just I want to know that for odour control, the business line, for FY28, how much of the order can you, means, are looking to acquire in the tender base? In this year, we have ₹40 Crores. For FY28, how much order do you see Sattva getting?

S. Seshadri: Sir, I will explain the whole history of this business, how it evolves. So, in certain states all over India, wherever the public nuisance are there, the system is implemented. In Tamil Nadu, especially in Chennai, about 46 stations we took, about 60 stations some other contractors took. So, now-a-days, what the government is strategizing is that when they float the tender for STPs, they include this part along with the tender. So now all tenders are carrying the provision of odour control system itself, 1 Crore, 2 Crore. So that way it is reducing. But however, for the existing old pumping station, sewage pumping station, which are placed amongst the residential cluster, separate tenders are being floated. So next financial year also, we are trying to bag the same volume or little less. We are working on it sir. Now we are not able to commit any number over that business, but we are actually working anywhere in India we will be working on it sir.

Darshan Chandra: That is what I was asking. All over India, are you bidding for this existing sewage treatment or odour control business in Maharashtra also, in Gujarat also?

S. Seshadri: Yes. We will be bidding there.

Darshan Chandra: Okay. How much big opportunity in the last con call or two con call you said the opportunity is very big? Means for Sattva so, how much year-on-year growth do you see? You see from ₹40 Crores to ₹80 Crores jump in the order book next year?

S. Seshadri: Next year, not exactly, sir. At least about ₹10 Crores to ₹15 Crores we expect in the same line.

Darshan Chandra: Okay, from ₹40 Crores, you may expect ₹50 Crores to ₹60 Crores of order from odour control business, right?

S. Seshadri: No, no, sir. A total revenue for odour control will be ₹15 Crores to ₹20 Crores, I said.

Darshan Chandra: Okay.

S. Seshadri: As a minimum benchmark. But based on the opportunities, we will be bidding more also that we are not able to commit now.

Darshan Chandra: Okay, sir. Thank you.

Moderator: Ladies and gentlemen that was the last question for today. I now hand over to the management team for their closing remarks.

S. Seshadri: We earnestly thank the entire team and all the shareholders and advisory committees for putting forth their valuable questions. Hope we three have answered them well. So, we request all the shareholders to keep supporting Sattva for better performance still. That is it, from Sekar.

R. Sekar: Yes, we also request all investors to support us as we are doing and definitely we will prove the point whatever we said. We are there to do that and we will do that. Thank you very much.

S. Seshadri: We will keep performing well. We will also keep securing good orders. That is for sure.

Moderator: Thank you. On behalf of Atlas Capital, that concludes this conference call. Thank you for joining us and you may now disconnect your lines.