



**SILKY OVERSEAS LIMITED**

Jawahra Pardhana Road, Village Jawahra,  
Tehsil Khanpur, Dist. Sonipat, Haryana-131305

CIN: U17110DL2016PLC298888  
PAN: AAXCS0302D

Date: 24.01.2026

To,  
The Listing Compliance Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex  
Bandra (E), Mumbai - 400051  
Maharashtra, India

**SYMBOL: SILKY**

**Subject: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015—Submission of Recording of Earning Conference Call Titled “VALUEPORTAL EVENT”**

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform that the Company's Management participated virtually in an investor interaction titled "Valueportal Event", organized by Finportal Investments Private Limited, on Wednesday, January 21, 2026, from 4-5 pm (IST). The Transcript of the conference call is available on the website of the Company.

Link of the Transcript of conference call held on, 21<sup>ST</sup> JANUARY, 2026 From 4-5 pm:

[https://cdn.shopify.com/s/files/1/0727/7448/4284/files/TRANSCRIPT\\_OF\\_SILKY\\_FINAL.pdf](https://cdn.shopify.com/s/files/1/0727/7448/4284/files/TRANSCRIPT_OF_SILKY_FINAL.pdf)

Please take this on record and oblige.

**Thanking You.**

**Yours Faithfully,  
For SILKY OVERSEAS LIMITED**

**HARSHIT GUPTA  
Company Secretary & Compliance Officer  
Encl: A/a**



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**“SILKY OVERSEAS LIMITED  
EARNING CONFERENCE CALL  
VALUEPORTAL EVENT”  
21<sup>ST</sup> JANUARY, 2026**

**MANAGEMENT: MR. ANANYA GOYAL - CHIEF FINANCIAL OFFICER  
AND DIRECTOR – SILKY OVERSEAS LIMITED  
MR. AMALENDU KUMAR - FINANCIAL ADVISOR -  
SILKY OVERSEAS LIMITED**

**MODERATOR: BHUMIKA MAHESHWARI – IR HEAD –  
FINPORTAL**



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**Finportal:** We'll wait for participants to join.

Hello, everyone. Apologies for the delay. We'll now begin the session.

Good day, ladies and gentlemen. On behalf of Finportal, I extend a warm welcome to you all, to our first ever Investor Company Connect virtual event called Value Portal, where capital meets businesses. Our fifth company of the day is Silky Overseas Limited, from Panipat, Haryana.

Silky Overseas Limited is India's only listed Mink blanket manufacturer, delivering 124 crore revenue and a 10 crore PAT in FY25, with integrated manufacturing facility from Panipat, powering scale and course leadership under its brand, Rian Decor.

With focus on e-commerce execution, Silky's products emerged as one of the best sellers on Flipkart, earning them a platinum seller status in December 2022. Silky is thus transitioning from traditional text rights player into brand-led, digital-first home furnishing growth story.

Before we proceed, please note that this call is being recorded. Some of the statements made during this call may be forward-looking and are based on current assumptions which involve risk and uncertainty. Actual results may differ. The company assumes no obligation to update these statements as required by law.

We encourage all the participants to consider these factors and avoid placing undue reliance on forward-looking information.

From the company's side, joining us on the call today is Mr. Ananya Goyal, Whole-Time Director and CFO, and Mr. Amalendu Kumar, Financial Advisor. I will now hand over to Floor to Management for their opening remarks. After the presentation, we will move to the Q&A session.

Participants who wish to ask a question may type them in the chat box from now onwards. Thank you, and over to you, sir.

**Mr. Ananya Goyal:** Good afternoon, everyone. This is Ananya Goyal, Whole Time Director and CFO of Silky Overseas Limited. Thank you for joining us for this event.

I'll give you a brief about this company, and then we can begin our presentation. So, Silky Overseas Limited was incorporated in 2016 as Silky Overseas Private Limited, and we are a Delhi-based manufacturer company. Our factory is in Sonipat, Haryana, and we started our production in 2017, and as ma'am already mentioned, we are the first and the only listed company of mink blanket manufacturer, and our brand name is Rian Decor, and we converted our company from Private Limited to Limited in November 2023, and launched



our IPO in July 2025 on the NSE Emerge platform. And our main product is mink blankets, and we manufacture mink blankets in all varieties. 97% of our sales is B2B sales via distributors and wholesalers. 3% is through our e-commerce platform, our e-commerce platform from Flipkart and Myntra and, yeah, we have next slide, please.

So, as you mentioned, I'm Ananya Goyal, founder and whole-time director, and my father, Mr. Samar Mal Goyal, is the chairman and managing director of this company. He has over 40 years of experience in business, and he's been instrumental in major policy decisions and business and strategic formulation, and I look after the manufacturing and budgets along with Marketing and production. Next slide, please.

So, our business model is a B2B distribution model. We have PAN-India B2B Distribution Network covering states such as Ludhiana, Raipur, Siligodi, Guwahati, West Bengal.

And we have a direct sales to wholesalers and retailers or home furnishing products. We have long-term relationships with our distributors. We have had relationships ever since the incorporation of the company, and our supply chain is very efficient, which allows us to consistently deliver our orders to our customers, and our e-commerce model is a direct-to-consumer sales model. We sell under our own brand name on Flipkart, Myntra.

We also have our own website, known as riandecor.com. And hamne Flipkart ko last do saal me, we have started a new thing called an FBF, which is called Fulfillment by Flipkart. So, we have partnered with West Bengal Flipkart, Karnataka Flipkart, Maharashtra Flipkart, and Waha Warehouses se hamne, We have partnered with them, we are selling, we have expanded our e-commerce presence through our fulfillment by Flipkart model, which allows us to deliver our product at a faster turnaround time, and that helps us in increasing our sales. Next slide, please.

So, our product portfolio. So, our main product is mink blankets. Jaisa ki maine bataya ki hum mink blanket ki manufacturing hai hamari and hamare pas bahot sare SKUs hai mink blanket ke Starting from 1.3KG single bed, and it goes up to 8KG double bed. So, we have under our own brand, we have more than 20 SKUs of blankets in different weights and all, and our blanket is made from polyester, and our designs are soft, so our designs are floral and geometric and hum plain designs bhi banate hai, and our blankets are soft, durable, and machine washable. Other products that we have are called baby blankets, which are ideal for cribs and strollers, and their weight starts from 300 grams and it goes to 600 grams.

And, another thing we've added in our product portfolio is called Pow Comforters and bed sheets and curtains. We are buying from, from manufacturers in Panipat, as we are in the hub of textile. Panipat is known as the hub of textile in India, so we are procuring these products at a very low cost, and are selling them under our brand name, Rian Decor on Flipkart and other portals as well. Next slide.



We procure our raw material from Panipat only. Our main raw material is yarn, which we purchase from companies like Reliance, Belosa, Alok Industries. These are our main supplier, and the other raw materials are our color chemicals and all, which we procure from Panipat. So the process goes to raw material procurement, then warping is the process then knitting is the process then printing and packaging.

The entire process is in-house. Nothing is done out sourced, nothing is outsourced from other company or other manufacturer. From Raw material procurement to final packing everything is done in-house. So, a production cycle, raw material to finished goods ka production cycle, 10 to 15 days ka rehta hai.

And as our product is seasonal, so we have to maintain inventory, for approximately 60 to 90 days. Our installed capacity is, approximately 6,000 tons and Hamari Jo utilization, Rahi abhi tak ki vo, as you can see, 67% to 68%. Next slide, please.

So, yeah, so the location. Our factory is located in Panipat. We are the 4 acres ki hamari facility here. This was approximately 1.5 acres which we've dedicated for our production and machines. The rest of the area, we've covered for, storage of our raw materials and finished goods. And our technology is state-of-the-art, imported from China, and automated high-speed production. We are ISO qualified.

And recently, we've installed a 750kW solar power around factory, which has helped us in reducing our carbon footprint and our energy costs. We have a skilled workforce of more than 130 people, which ensure operational excellence. And, as mentioned before, 10 to 15 days per production cycle and, the current capacity utilization has been for FY24-25, 68%. Next slide, please.

So, Panipat is the hub for textile industry. That's why we chose Panipat for our factory location, because procurement of raw material and labour and supply chain was very easy in Panipat compared to other states. India's total approximate capacity has 8 lakh kg of daily production of mink blankets, export bhi hota hai ye blanket middle east me, and African country me bhi export kafi start ho chukka he, we're looking to expand in that area as well hamara maximum product 50-60%, panipat se PAN India distribute ho jata he next slide, please

So, operations are the catalyst for the next phase of production.

IPO proceedes se hamne apna 2.5 acres jo open space tha usme hamne sara shed construction karvaya. Which is helping us to store our raw materials and our finished goods more efficiently. Hamare ko pahle problem hoti thi in a production process because we had open spaces and wo construction nahi thi and now construction has completed which has enhance our operational efficiency.

And we have starting partnership with Flipkart in 3 new states in Rajasthan, Jaipur, Ahmedabad, and lucknow. Jo hamne FBF meh hamare pas 3, West Bengal, Karnataka, and



Maharashtra, thi uske sath hum 3 aur add kar rahe he, jise hamari sales, e-commerce boom karegi and myntra me hum Rian decor ke name se listed he hi but hame myntra ka khudka brand he waha si bhi ham ek strategic partnership kar rahe he, jise hume kafi benefit future me milne wala hai.

And the company is actively pursuing incentives from state government or central government schemes, 8 hours schemes hai, we have invested a lot of money in our ETB plant, ETP and UFRO plant uska bhi hame state government se 70% capital subsidy incentive scheme me vo kar rakha hai use hume future me kafi savings ayegi. We have, next slide, please.

So, as I mentioned before, e-commerce Hamara sabse bada USP raha hai, because we are the only blanket manufacturer, joh e-commerce mein hai. No one else, blanket manufacturer jo hai wo e-commerce mein se sell nahi kar raha. Johi bhi players hai e-commerce mein, wo retail sellers and distributors hi hai wo manufacturer se purchase karke karte hain. To hum use jyada sales kar lete hai, obviously, as being a manufacturer, ham prices ko control kar sakte hain. Toh, that is a thing that we're, looking, going to increase in the next couple of years. Abhi hamara, the total sales ka jo he e-commerce 3% hi hai. Jo hamara next couple of years me target hai with the Flipkart, FBF enrollment, jo 10% he humara next USP yahi hai ki ham e-commerce mein isko jitna Zada badha sake, wo hum badhayenge. Next slide, please.

Yes, jesa ki humne bataya, ye Middle East me export kafi hone lagy gaya he, last couple of years me, hamne bhi, last year, 2024 mein ek shipment, hamneh bi ek UAE mein export kari thi aur usme hame, acha response aya toh hum ab usko or target karnehi koshish karne hai, ki ham is meh, Middle East ko or expand kare jise hume export me duty drawbacks or jo incentives hote hai, woh aur mile. And jo product portfolio ka hai, hamara expansion plan hai, blankets mai be both category hoten hai, super soft blanket hote hai, flannel blanket hote hain, cloudy hote hai, semi-cloudy blanket hothe hai. Premium blanket hote hain. Isme hum apni selling start kar rahe he. Super soft blanket hum apni factory me hi manufacture kar rahe hai.

So, I'll give you an industry overview. Jo, global market share blanket ka he is approximately \$18 billion. Jo is projected to increase to \$26 billion at a CAGR of 7.5%. And, the global Mink Blanket's expected CAGR is expected to rise to 10.3%, driven by consumer preference for luxury and premium comfort. Rising disposable income in emerging markets will fuel the demand of Mink blankets in the future. Next slide, please.

So, industry's India home textile's market size is \$4.5 billion, which is projected to rise to \$7 billion at a CAGR of 4.65%. Key drivers, again, as we hear rising disposable incomes here, evolving consumer preferences and urbanization hai. India blanket and Quilts market is expected to rise at a CAGR of 10%, from \$0.43 billion to \$0.92 billion. And the e-commerce penetration in India has B2C outlets collectively deliver 81.3% of home textile sales. Market is expected to grow at a CAGR of 19% and e-commerce is growing faster than the traditional retail challenge. Residential buyers account for 74% of the market, driving home improvement spending. Next slide, please.





So, revenue makes our B2B accounts for 97% of our, revenue. E-commerce, we currently accounts for 3%. And, Jo hamara product, blankets hai, but blankets mai obviously Kar rahe hai, but Hamne, last, couple of years mai dekha hai ki semi-finished goods ki demand kafi increase ho gayi hai because exporters or ye big buyers hote hai, they buy semi-finished goods from us. And wo apna brand labeling karke bhi wo sell karte he so semi-finished goods hamne ek market explore kiya or usme hamko achha response aya, toh hamne semi-finished goods me bhi apni sales ko kafi badhaya hai. Sathme hamne panipat me kafi explore kar rahe the and humne dekha ki fabric ki kafi demand hai like Holland fabric and ye bad sheet ka fabric or cotton ka fabric in sabki bhi panipat me kafi demand hai. This is the another bifurcation of our business ki hum trading bhi kar rahe hai that has also been a huge driver in our sales, and next slide, please.

Yeh hamare fiancials hai, revenue and EBITA hai and past ka ap dekh sakte hai, hamne kafi improve kiya hai 2023 se leke 2025 tak and margins hamare ese rahe hai for the last 3-4 years.

So... Next slide, please.

This is our balance sheet, and yeah, thank you very much.

**Finportal:**

Thank you so much, sir, for such a detailed presentation. I will now request participants to type in their question in the chat box, and I'll take it from there.

So, this is a big question, I'll take it in parts. There's one question. You mentioned a focus on B2C via e-commerce. What is your average sales return rate across these platforms? If it is above industry standards, which is 15-20%, how are you accounting for the reverse logistic cost and degradation of returned inventory?

**Mr. Ananya Goyal:**

So, Hamara jo return, wo hamara customer returns is only for 3-4%. Customer and courier returns, milake, vote 10-12 percentile, which is very good, which is considered very good in the e-commerce industry. And because FBF me hum zyada target kar rahe hai, toh waha pe hum ek hi SKU's jo hamara top-selling SKU's hai, usipe hum focus kar rahe hai.

Jo hamari return cost hai courier returns mein koi charge ni hota, and customer returns jo hoti hai, wo humari itni kame ki hume zyada effect nahi kar raha, kyo samneeh woh bhi apne cost selling price mein, already past data ko humne jo first year amne jab start kia tha, humne woh data ko dekha ki kitna wo hamari returns jo customer returns hai hamare ko cost.

Jo customer returns ka jo reverse charge lagta hai, wo hamne incorporate kar diya hai apne selling price me or hum usko incorporate karke hi chalte hai. Hamne, first year jumari customer returns ki percentage thi, aur jo hamari cost lagi humne calculate karke aapne selling price mein corporate kar lia he au ab hum usko manage karke hi chalte hai .

**Finportal:**

For your B2B vertical, what percentage of revenue comes from your top 5 clients?



**Mr. Ananya Goyal:** From our top 5 clients, it's, final figures, I'll have to confirm, but it'll be close to around 40 to 50%, Jo B2B, Me hamara rehta hai, exact figures, I'll have to check with my team, and I'll share the data with you.

**Finportal:** Do these contracts include pass-through clauses for raw material volatility? Example, if crude polyester, crude slash polyester prices spike, does the price adjust automatically? Or is there a lag between, lag where you have to absorb the cost?

**Mr. Ananya Goyal:** Price adjust automatically, hojata he jaise, crude ka price, kam hota hai, crude ka price increase hota hai, adjust automatically ho ja thai.

**Mr. Amalendu Kumar:** update. Actually, agar aap mere creditors ko dekhenge to mostly hum advance diye rehte hai taki hum apne is factor ko age kar sake. Waha pe advance se hum apne rate ko fix karna chahte hai. Baki age jo fluctuations aye uska bahot zyada negative impact hamare pe na aye jo bhi ho wo ek calculative ho.

**Mr. Ananya Goyal:** Yes, yeh bhi ek update tha jo Amalendu sir has pointed out ki hum apne supplier ko advance de rahe he jisse hum ache price pe raw material procure kar paye.

**Finportal:** Next question, it's a part of this question. The home textile market in India is flooded with unorganized players from hubs like Panipat and Ludhiana, who operate with low compliance costs. What is your specific right to win against them? Is it a specific technology in your knitting slash dyeing process that they cannot replicate, or is it a purely distribution advantage?

**Mr. Ananya Goyal:** it's a mix of both, distribution advantage we have, and, distribution advantage, and humne apni jo production process me improvement or advancements kar rakhi hai, so it's a mix of both so that we mitigate our compliance cost.

**Finportal:** What is the maximum revenue that we can achieve at 100% capacity utilization?

**Mr. Ananya Goyal:** At 100% capacity utilization, I think, We could be at, more than 150 crores, it'll be 150 to 170 crores is the figure that we can achieve if 100% capacity utilization, if we are able to achieve 100% capacity utilization.

**Finportal:** Okay, is the EBITDA margin of 15% sustainable if cotton and polyester prices revert to meal levels?

**Mr. Ananya Goyal:** Jessaki Amalendu sir pointed out key the hum advance purchase karke ham price factor ko hum control karte hain. But, yeah, Amalendu Sir, if you have anything to, add to this?

**Mr. Amalendu Kumar:** Ma'am, jaise ki question ke pahle ye bataya ki yaha pe unorganized market hai to unorganized market ki sabse badi bat yeh hai ki waha pe chhote players bahot hai to chhote players ke liye advance karna sabse liye asan nahi hain. To hum waha pe advantage





lene ke liye price fixation pahele hi kar chuke hote hai. Jaise agle ek or 2 month ke procurements liye dekhonge to ek mahine ke jyada ka advance pahele se diye rehte hai. Or, uske bad jo costing pattern hai, jab hamari bedhti hai cost. Purchase cost, material consumption joki manufacturing ka product ka, to subse jada hai. Toh baki log bhi price kar rahe hote he zyada toh hamare ko extra advantage, profit margin ke rup me bhi hota he, toh ye profit margin ye batana hai ki sustainable margin hona chahiye. Growth bhi hai sir ne jaise bataya ki capacity utilization apna zyada se zyada bhadhayee.

**Finportal:** Okay.

**Mr. Amalendu Kumar:** And ek, or update dena chahunga joke hamara IPO proceeds ke under tha ki warehouses kafi jaruri hota he ki ap chizo ko joki bahor zyada seasonality impact nahi hai lekin yah ape chizo ko store karna padta he toh hamne IPO issue se jobhi funds aye use hamari store capacity badhayi hai. Toh unorganized sector se hum is tarah se different hai scale of work ki wajah se.

**Finportal:** Sir, storage facility ke liye ek aur question hai. A portion of our IPO proceeds is allocated for storage facility. Is it purely for warehousing, finished goods to manage seasonality or is it a precursor to expand manufacturing capacity?

**Mr. Ananya Goyal:** Nahi nahi wo storage facilities jo humne invest kiya use hamare raw material or finished goods ka jo current level hai use manage karne ke liye storage facilities to expand kiya hai.

**Finportal:** Okay, next question is, how many shifts are being currently run at the plant?

**Mr. Ananya Goyal:** Oh, it's, 3 shifts, 8 hours of 3 shifts.

**Finportal:** Okay. If our current capacity utilization is below 70, why prioritize a new storage facility over demand generation? If it is about 90%, where is the next volume growth coming from without significant new capex for the machinery?

**Mr. Ananya Goyal:** Because the problem with the product is that yeh volumetric space kafi leta hai, raw material, and semi-finished goods, and finished goods, volumetric space, bohot lete hai. So that was the reason to increase our storage facilities, because hamara Raw Material or ko hum store karne mein pehle hume production process bhi, problem ati thi. So, that is why we had to expand to our storage facility because the volumetric size of the product is very large. So that's why we had to increase our production capacity, warehouse in storage capacity.

**Finportal:** From where do you source your key raw materials, and how diversified is the supplier base?

**Mr. Ananya Goyal:** As I mentioned, we are raw materials, where we have distributors, Reliance Belosa are the main companies, Jo Raw Material Banati hai and distributors are based in Panipat only and it's quite diverse, it depends upon the price, which supplier gives us the better price and a



better payment terms and conditions, and all of that. So that's how we, select Jaha se hume best benefit mil sake. So we purchase from that. Main manufacturer of our raw materials are three folk, huge players, such as Reliance Industries and Belosa. And another thing, India me bhi BIS ho chukka hai, December mei, I think November me Bis hata diya gaya tha to China se bhi raw material import hone ko lag gaya hai. And we are also looking in that aspect that hamne china ka bhi sample raw material ka container banaya tha, uspe bhi hamari trial chal rahi hai, if it's better for our product quality. So we might be looking at China as well to import our raw materials. Prices kaafi reduce ho chuke hai BIS hatne se. Yarn polyester se BIS hatne se prices pr kafi effect aya hai.

**Finportal:** Okay. Now, sir, another question is related to USP only, but it is specifically asked for in terms of product quality, cost, and services.

**Mr. Ananya Goyal:** Okay, so USP would be... we have our strong relationships with our buyers. Jesa ki maine bataya ki jabse humne company incorporate hui hai, jo bhi hamare buyers hai because hamare supply chain itne efficient hai toh unko kabhi dusre manufacturer ke pass jana nahi padta. Also we have huge blanket ke sare SKUs hai hamare pass. As I mentioned, single bad, double bad going from 1KG to 8KG. So, because we have all types of blankets available, so that is a very big USP. Not every manufacturer can maintain an inventory of so many SKUs of blankets when the volumetric size of the product is so huge, so that's our main USP.

And, e-commerce has been our USP. Joe, Koi nai kar raha e-commerce mai. Rian has... we have, like, 40,000 ratings on Flipkart. Our top-selling product has more than 40,000 ratings. If you, Google, Rian blankets, you'll find 1.6KG Tiger as the highest selling product. Yeh hamara USP hai.

Compliance-wise, we are very strong. I would feel we have all kinds of compliances in place, our ETP compliance, and all our compliance-wise hum kafi strong hai, sare compliances hum follow karte hai. So, yeh hamare kuch USP hai.

**Finportal:** Okay. Your receivable days, that is debtors days, have been historically high, rising from 60 to 77 days recently. With revenue scaling up, are we seeing a stretch in working capital cycles?

**Mr. Ananya Goyal:** This year receivable days high hone ka 2-3 reason rahe hai ekto north india me kafi barish hui he august or September mai, barish ki wajah se jo floods aye uski wajah se product all over india timely dispatch nahi ho paya matlab dispatch hone mai kafi time laga like job hi product 4-5 days me pochahtha hai usko double din lag jate hai, woh ek bada factor tha. Pluse reciprocal tarrif jo US ne import kar diye the textile pe or wo sab pe use jo kafi exporter hai unka product domestic market mai aa gaya unki wajah se receivable high huye hai or sales pe thoda effect aya hai. But going forward I don't feel that future me working capital ka stretch hoga. Amalendu sir, can you please give some opinion

**Mr. Amalendu Kumar:** Actually, historically, jese apne bataya ki process jo hai hum distributor network pe kam



karte hai jese ki distributor then sub-distributor and actual payment jo realize hoti hai wo bottom line se upper ki taraf ati hai. Hum chizo ko advance me kharidte hai or waha pe hamare pass negative days hote hai or jo hum chizo ko age bhejte hai to hume recovery mai time lagta hai isliye hume working capital ki requirement hoti hai. But jese chize chal rahi hai, hopefully hamare ko additional working capital lene ki jarurat na pade.

**Finportal:** Okay, next question is, since B2C typically command higher margins, but requires high marketing spend, what is the long-term target mix we are aiming for?

**Mr. Ananya Goyal:** Okay, so the marketing spend jo B2C mein hota wo only hamari website pe hota hai, and jo marketing spend B2C mein from... if you sell on Flipkart, Amazon, or jitne bhi portals ke through sale karte hai to wo apne charges deduct karke hume bank me transfer karte hai per order or hum wo chizo ko incorporate karke selling price set karte hai portal pe and apni website pe hume pahle spend karna padta hai uske bad order ate hai and future ke liye target ye hai ki hum un portal ke through hi apni sale increase kare. So that hume waha pe pahle spend karna na pade. So I personally prefer flipkart where you don't have to burn so much money to get order and the burn is done by this aggregators and on your own website you have to burn lot of money to get order, toh waha pe customer acquisition kafi high hota he, future me bhi hamara yahi target rahega ki third party aggregator pe apna sale increase kare.

**Finportal:** What is your strategy to expand exports, and what changes in design, styling, or specifications are required to address global markets?

**Mr. Ananya Goyal:** Yes, export me, designs or buyers ke preference rehte hai and which is not a big issue. Designs mai there's nothing proprietary about the designs, and we can buy, we can manufacture any type of we can buy any type of design we want from Panipat. Again, Panipat may designs has never been an issue, and yes, they obviously want better finishing and better, quality inspection at stages, which we have a team for, and our team is well dedicated and trained and highly trained and experienced, so we don't see any issues in quality, in manufacturing the kind of quality that they require.

And, designs is, designs, maybe, as I mentioned, there's nothing proprietary, so we can do any type of designs matlab kesi bhi specification ho buyers ki, we can address that, as long as it's a mink blanket, the core is a mink blanket. And in terms of strategy that we look to expand as to like, participate in more trade shows, jo yeh trade show hote hain, where we can connect with buyers, and so, yeah, that would be the strategy to increase our exports to connect with the buyers through trade shows.

**Finportal:** Also, any guidance on the order book, current order book, domestic and export, and the expected execution timeline?

**Mr. Ananya Goyal:** Current order book, domestically, we have, order book, January is, complete, and we have orders for the next month, and we're on track to fulfill those orders and export me we have in the pipeline, we have no such orders as of now. But domestic me we have orders,



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and we plan to execute the orders in the next couple of months. And holi time, jo march ka month hota hai wo thoda sa slow hota hai but abhi February me we have a sufficient order book to run for the bulk company.

**Finportal:**

Okay, I think I've covered mostly all the questions. Some of them were repeated, which were already covered before.

Thank you, thank you so much, Ananya sir, for answering all the queries in a detailed way, and thank you to all the participants for joining in and giving their time. If there are any questions unanswered, please reach out to us at the email ID that I've typed in the chat box. You can email us at that ID, and we'll contact you.

Done. Thank you so much, sir. Thank you, Amalendu sir.

**Mr. Ananya Goyal:** Thank you, Ma'am. Thank you so much.