



## **SKP BEARING INDUSTRIES LIMITED**

**Q2 & H1 FY26**

### **POST EARNINGS CONFERENCE CALL**

November 14, 2025 10:00 AM IST

#### **Management Team**

Mr. Shrinand K. Palshikar - Chairman & Managing Director

Ms. Shripada Patil - Chief Financial Officer & Director,  
Business Development

**Call Coordinator**



Strategy & Investor Relations Consulting

## **Presentation**

### **Vinay Pandit:**

Ladies and gentlemen, on behalf of Kaptify Consulting Investor Relations team, I welcome you all to the H1 FY 2026 Post Earnings Conference Call of SKP Bearing Industries Limited. Today, on the call from the management team, we have with us Mr. Shrinand Palshikar, Chairman & Managing Director; Ms. Sangita Palshikar, part of the Promoter Group; and Ms. Shripada Patil, part of the Finance team.

As a disclaimer, I would like to inform all of you that this call may contain forward-looking statements, which may involve risk and uncertainties. Also, a reminder that this call is being recorded. I would now request the management to run us through the investor presentation, key slides highlighting the business and performance highlights for the period ended September 2025, the growth plan and vision for the coming year, post which we will open the floor for Q&A. Over to the management team.

### **Shripada Patil:**

Okay. Very good morning to everyone present here. Thank you for joining us for the earnings call of quarter two and half year presentation. I would like to go through our financial highlights. Next slide, please. Some of the key highlights of quarter two, as we can see, the numbers are improving from quarter one to quarter two.

Quarter two, we have revenue from operations as ₹150 million. EBITDA margin has increased to 40.9%, and earnings is ₹61 million. Also, profit before tax and profit after tax margins are as shown in the slides. Even for the consolidated, we are seeing a similar trend, which is on the improving side compared to quarter one to quarter two. In front of you, the income statement for quarter two and H1 comes standalone. As we can see, overall there is a improvement in the revenue of operations. Quarter one was 13.6, now it is 150.

For profit before tax was 41, now 69. And similar PAT is compared to last quarter, which was 25.5. This time it is 45.5. In a half yearly, if we compare, similar for the consolidated, similar.

Next slide, please. Our capacity utilisation as we know that both plants has commenced, so the capacities are shown in this slide. Our geographical breakup for domestic and export sales as compared to last year and this year. Some of the key highlights, in the past quarter, as mentioned earlier as well in the calls, France business integration and turnaround is ongoing.

We are ramping up with production and customers. Also, for Plant 3 has now started. So there again, the utilisation has started. Also, some debottlenecking operations which were there, that capacities have been increased.

And on the front side, we are improving the margin and sustainability. And PM-KUSUM scheme has now started generating a substantial portion of the revenue. Next, please. A brief on the about us for the new investors here. So we are manufacturers of rolling elements, primarily needle, cylindrical, steel ball, and special chemistry balls.

Next, please. A small journey. We started in the 1991, which we started with needles, then we expanded into cylindrical steel balls, and renewable energy sector. And in 2024, we acquired a French company, Valette & Gaurand Industries which expanded our portfolio to oversee this one.

Next, please. Our Board of Directors remains the same. Next, our manufacturing facility as you can see, this is the latest photo of Plant 3. Yes. Next, please. Our product range for those new over here, needle rollers are parts which go into needle bearings, single row, double row, and caged needle complements as well.

Next, please. Cylindrical rollers are rollers which are going into cylindrical roller bearings. Next, precision pins. Precision pins is a wide variety. They go into not just automotive, but other applications as well, gearboxes, industrial machineries, and many more. Next, please. Balls, we are making balls from 4 mm to 22.25. Balls, again, find their application in variety of industries.

So besides the automotive, we're going to accelerator, water pumps, steering, brakes, as well as the French portfolio which considers of satellites, glass balls, plastic coated. These find their applications in pharmaceutical as well as cosmetic and many other industries. Next, please. Our French plant and its range. Our strategy, so basically -- please go ahead.

Next slide, please. Yeah. So these are some of our key strengths which we have told time and again in the calls, but we are just repeating once again over here. So, we are one of the only manufacturers with such a wide range of products under one manufacturing roof.

Also, we are having manufacturing facilities in two continents, in two different countries, which we pitch ourselves as a stable global supplier for a global customer. Next, please. Some of the industry overview. Next, please.

Our Green Energy segments, windmills and solar, Way Forward. So the Way Forward from now, Zammar plant has already commenced its operation in March. So now we are expecting to increase the utilisation in the coming quarters. Also, the France subsidiary has completed its one year of operations, and now we are seeing improvement in margin and revenue. Capacity expansion at existing roller plant is being started because the boiler plant has shifted.

So now we have space for capacity expansion. [Technical Difficulty] vision also global exports. So that France and Indian synergy, we are leveraging that in the coming years. Next, please. Some of our certifications. Thank you.

With this, I would like to transfer the dais to Mr. Palshikar, our MD to give his insights. Over to you, sir.

**Shrinand Palshikar:**

Good morning, everyone. Thank you for joining early time of the morning because it's very tough to join so early in the morning because people are busy traveling, and it's a lot of pressure, end of the week, last day of working of many of people.

So thank you for joining. I would like to give certain futuristic approach, and you must have seen the figures are now improving. Our strategy of acquiring French plant, integrating both the facilities, providing solutions to the customers, which is having multiple site. So a global supplier to global customers now is bringing fruits. Over a period of time, we have even more good potentials and volumes for the exports.

New customers will be, we are very confident that they will be coming to our portfolio. Also, our French operations are now slowly taking a shape. It's getting better and better. Of course, we are facing global challenges. It's not that easy. A lot of challenges has been in past six months or so where it's all global challenges. So we are facing these all global challenges with a very positive side.

All customers which where we have approached, where we have proposed the solutions slowly they are bringing, they're coming back and putting faith in SKP. They have seen we have delivered it last one

and a half year, almost one and a half year, and we see a very positive side of SKP.

Again, we are doing expansion now in the Rollers segment. We have very good growth potential, and we are doubling all capacities, and this all process is on currently. Ball facilities are now already fully operational. All customer approvals and sample submissions, this process is on. It's complex process. Of course, it takes time because it's a pure engineering solutions and customer need to do a validation, do audit, testing like that.

So this process is on. So we are very confident that over a period of time, the ball utilisation also will be at very good level, and the roller utilisation will be at also very good level in time to come. So this is our future plan. I think now we can...

### **Question-and-Answer Session**

**Moderator:** Thank you. Thank you, sir. We'll now open the floor for question-and-answers. Anybody who wishes to ask a question, please use the option of raise hand. If you are unable to use the option of raise hand, you can put your question in the chat also. Yes, Mr. Varun.

**Varun Mahajan:** Yeah, Varun. Good morning. Thank you for this call, and I must say an encouraging set of numbers. I have two questions. One is on the French entity, and the second question is from the guidance aspect. So the first question on French entities is, from the numbers point of view that if we subtract the standalone numbers from the consolidated numbers, I presume this would be the revenue coming in from the French entity. So the current quarter looks like we have ₹2 crores of top line from the French entity vis-a-vis ₹8 crores in the previous quarter. So would like to have your views as to the reason for this fluctuation. That is one.

Second question on the guidance would be, previously, we've mentioned an aspiration of ₹100 Cr top line in the current year. With the first half, we are at roughly ₹40 Cr. So are we still on the course to meet that aspiration? And a bit more from a longer term perspective, does the company have an aspirational revenue projections, targets four, five years down the line or right now, it is too early to ask about that question? These two things, sir. Thank you.

**Shrinand Palshikar:** Thank you. Good questions because these are the questions which will be there in almost 80% of investors because, as I will answer point by

point. First, your question was a fluctuation of revenue compared in between quarter one and quarter two of French entity. So the question is, if you do a subtraction, you will have the revenue of around ₹2 crores or something like that from French entity. That's correct.

There are two reasons. One reason is fluctuations in French customers' orders because of various global situations. This is a one major reason because some of our customers are also facing the same problem of tariff, which our European customers are supplying to U.S., and they are facing huge fluctuations. The customers were not very confident. So this was a situation in Q2 everywhere. This was one of the main reasons. So we have a customer demands fluctuating between quarter-to-quarter, number one.

Number two, we have a big holiday. If everybody is aware that Europe, you would have a holiday in month of July, August. So we were something like four weeks of holidays, something like that. So we have a drop in demand, number one. And number two, we have a holidays. So actual operations are very less in this particular period. So these two are the reasons which are basic contributing towards dropping the revenue from quarter-to-quarter basis because you are doing a quarter-to-quarter comparison. This was one question, which is second.

Second, your question is about the targets, the yearly targets. Again, this is also a very, very important milestone. Our target was something which we already explained in our previous analyst calls also that we are targeting for migrating to the main mode. This was our target. Yes. To be very practical looking at the number, we have a big now target. If you have to achieve that particular target of ₹100 Cr for this particular financial year, we have balanced six months, so we need to achieve a very big targets. This target is not easy.

Already, our team is working how to achieve this particular target. The target remains the same, but a practical approach will be if you do a 40 in first six months, we will do a much better in second half. That's what I can say. Because now we have all holiday season over in India, in France. We will have some little holiday in France end of the year, but that is a very short period usually. And we have a very good visibility of orders of future for France, also for India, a very good visibility. So we have a good booking. There's no problem for anything for that.

So our team focus is to produce and supply in time, and meet customers' requirement. This is what is our focus, and the results should be very promising. That's what we're targeting. I hope I've answered all of your three questions.

**Varun Mahajan:** Yes. Thank you so much, and wishing you all the best.

**Shrinand Palshikar:** Thank you.

**Moderator:** Thank you, Varun. Anybody who wishes to ask a question, please use the option of raise hand. Yes, Jaideep.

**Jaideep Merchant:** Hi, Mr. Palshikar? Jaideep Merchant here.

**Shrinand Palshikar:** Yes. Good morning, Jaideep.

**Jaideep Merchant:** Good morning. My question was related to the QC order, which has got delayed now, the implementation of which. Let us know the long-term impact of this order implementation and how the larger bearing companies are preparing for this and the impact on our business?

**Shrinand Palshikar:** First thing, at SKP, we do not feel any impacted because of the competition. That's number one. What we believe in deliverance to customers. So customer has to come back. He has to give us a target, which we have to meet. So we are not afraid of competition, number one.

What is most important is the productivity level, quality levels. These are the requirements. Customers have no, the quality control order has been delayed because there has been a lot of resistance from major clients, importers, everybody to bearing in its commodity, bearing quality control order more or less has been eared, but a component quality control orders still being not eared. There is another new hurdle which is now coming. Okay, the ministries are working. The associations are working, both the sides. So we are not afraid of the competition. That's number one. Even if it is a Chinese competition, we are not afraid. We have to see that we have to deliver a quality product at value for money at customers' requirement. This is our focus. So we are not afraid of competition.

We give solutions to our customers which are long-term and sustainable. So this is our focus. There is a process of implementation. So even with the OEMs where we are approached for a roller, there is no problem. For ball, we have a huge gap to meet. So there, we are

working very hard to meet all the requirements of customers in shortest possible period of time so that we have all approvals from major customers and the utilisations will reach to the required levels very soon. So this is our focus.

But quality control order, when it is implemented, it will be a boon for all Indian manufacturers because the size of the industry for bearing and components is as on rate is more than ₹10,000 crores. So this particular volume, even if it is shifted 50% to Indian manufacturers, Indian manufacturers are immensely going to be benefited. And it is going to be good for all major customers, major manufacturers, midsize manufacturers, and small size manufacturers.

**Jaideep Merchant:** Thank you.

**Moderator:** Thank you, Jaideep. Anybody who wishes to ask a question, please use the option of raise hand. We'll take the next question from Shubham Upadhyay. Please go ahead.

**Shubham Upadhyay:** Yeah. Hi, good morning, everyone. Thank you for the opportunity. So I wanted to know, what is exactly the utilisation level for H1 FY 2026 for roller plant and ball plant because I don't see it in the presentation?

**Shrinand Palshikar:** Only one question Shubham.

**Shubham Upadhyay:** Yeah. Then I have a follow-up question. So, like, you have been talking about the world challenges, especially regarding your French plant also faced some challenges due to geopolitical situation. But I think there is an already established free trade agreement between U.S. and EU. So do we see those challenges persisting, or do we see it subsiding over the next few quarters?

**Shrinand Palshikar:** Okay. So your first question was related to. Can you just repeat the first question.

**Shubham Upadhyay:** Utilisation levels for H1 FY 2026?

**Shrinand Palshikar:** Okay. For the roller plant, already we are at a very good level close to 90 level, 90 plus level. Ball plant utilisation, we are at a very low level because our capacities earlier was low. We have now expanded to 200 tons per month. The order cycle, it is increasing, the trend is increasing, of course, but the trend compared with the previous capacity and the current capacity, it is not in line. So we are focusing



on very high volumes, the time to come because we have established the capacity something like 200 tons per month.

Currently, we maybe have operating around 40, 50 tons per month. So this is what is currently operating level, and we have to reach a 200 tons per month. This is the gap. So we have a huge opportunity for ball plant. Roller, we are already at the highest levels. We are expanding our capacities, to a twice. So this is what is our focus, whatever we are doing currently around 100 tons. So we are expanding to 200 tons. In principally, if you take for both the plants together, we will be from 125 to 130 tons two years back to 400 tons in next one year to two year period.

Regarding French entity, geopolitical situation, yes, everybody was very afraid all our customers, end customers not our direct customers, but the end customers also had this particular volume forecast decreased. So they were also playing very cautious. But now we have very clear vision for the balance of 2025, the volumes and 2026. So we have very good visibility for 2026 now on our customers, which we are focusing now slowly are coming back.

**Shubham Upadhyay:** Okay. That helps. And final question, regarding your Phase 2, which we have mentioned in for the ball plant like up to 4,800 ton per annum, like what is the timeline for this, if you can?

**Shrinand Palshikar:** The process is customer approvals. Customer approvals is the process. So we are in that particular phase. The plant is fully operational. Now it's a question of customer audits, like customer visits, the samples approval. This is all. And the customer also will not give 100% volume on day one. They will also will do a testing, okay, on some particular SOB levels, but we are targeting larger level of customers. So, this is a process is on. Process is on.

**Shubham Upadhyay:** Okay, okay. Thank you so much, and all the best for the future.

**Moderator:** Thank you, Shubham. Anybody who wishes to ask a question, please use the option of raise hand. We'll take the next question from Anubhav Jain. Please go ahead.

**Anubhav Jain:** Yeah. Hello. So my question is that, we have some initial glimpses of improvement in your consolidated as well as standalone. How do you see this playing out for the remaining part of the year?

**Shrinand Palshikar:** Oh, I'm very positive. Very positive.

**Anubhav Jain:** Yeah, I have some follow-up questions. So where are we on the overall reduction in employer part in the international subsidiary, and how will the margin profile change?

**Shrinand Palshikar:** See, margin profile is again, is a resultant of your cost, sales, and a cost. There are certain sales part which when we are talking to the customers, we have to meet their expectations. Now what is left with us is the cost part. So we have to be very cost effective and give the solution so the resultant remain the same. So people who are with us since a very long period and those who have seen us, this question was there since last more than two and a half years when we got listed.

So everybody had asked always the questions. Your margins are which is unimaginable type. Do you have the long-term sustenance for this type of margins? Now it's third year we are now into. The margins people have studied, who have analysed, you must have seen the margins are quite sustained. Yes, there will be for a few percentage point fluctuations here or there, but yes, over a period of time, we have performed.

**Anubhav Jain:** Yes, my last question is that, are we working on the strategy to reduce the cost by offshoring to India?

**Shrinand Palshikar:** See, we are already at the highest level of the costing structures. Of course, there are other measures also which are available. It is like when the right time comes, we implement those particular measures. So you have to have the stability of some particular model and then when the stability achieves, so then we do implementation. So we have a very proper planned activities for all these models to implement, so we do a cost optimisation.

**Anubhav Jain:** Okay. Thanks for the opportunity.

**Moderator:** Thank you, Anubhav. We'll take the next question from Ashish Kumar. Please go ahead.

**Ashish Kumar:** Yes, so my question is that, in Q1 concall, you had indicated that the margin is sustainable at 40% in standalone business, which we have seen in Q2. Consolidated EBITDA margin is at 25.4%. So where do you see consolidated EBITDA margins with gradual improvement in international subsidiary?

**Shrinand Palshikar:** See, international subsidy, our focus is the revenue. It's a top line. The cost structure over there is more or less it's fixed, number one. Number two, the cost structure will reduce because of retirement or because of optimisation of the resources which are available. So now our focus for the French entity is very simple, top line. That's it. You achieve hit, hit, hit the new line, new targets, new customers, and we're constantly focused on this particular line. We are contacting all our old customers.

Those who are new, I would like to update you. This particular entity in 2010 was operating around €16 million. This was operating. Over a period of time, this got reduced to a level of around €8 million before we took over. When we took over customer approvals, many, many, complex procedures has taken a hit, we went down. Now we are coming up. Our target is to reach to the all four levels in period to come. This is our target. We have to bring back, win back the customers with all the solutions. We are very flexible. We are dedicated. We have all new technologies to be implemented and to offer to our customer and customers have liked it.

I will not say that the customers have liked it. They put faith in us. They are coming back with the higher volumes, even higher volumes. The old customers are coming back with the higher volumes for 2026. We have much better visibility for 2026.

**Ashish Kumar:** That's good to hear. So my other question is that with the new expansion in rolling bearings, how do you see this utilisation level changing?

**Shrinand Palshikar:** Sorry, repeat.

**Ashish Kumar:** With the new capacity expansion in roller bearings, so how do you see this utilisation level changing?

**Shrinand Palshikar:** We have a good visibility. That is why we are expanding. So it's not like, we have a customer order and then we do expansions. So first, we do the expansions, and then we offer our capacities to our existing customers, new customers and these are pure engineering products. So these have got lot of quality requirements. This has got a very, variety requirements also, performance requirement also, but these are engineered and manufactured products.

So the process is on, it's never a trader product, traded product. So it's not like  $X + X = 2X$ . It's not like that. So it's always a slow

and steady growth. The customers win backs, we never loses. This is a very simple theory. The customer who comes back will always have a increased faith and increased turnover on size of the business. So it's long-term. It's not short term.

**Ashish Kumar:** Okay. For all you said, so if you could tell me what is your revenue guidance target in standalone and a consolidated basis for this year and also for over like next three years?

**Shrinand Palshikar:** I always believe in working, means producing results by means of customer confidence and revenues. The figures will automatically will get generated because when you have a customer confidence, you have the business automatically, the top line and the bottom line will increase. I cannot give any figures because I always say it's not okay to give disclose figures, anything but our future levels are very bright and very optimistic.

**Ashish Kumar:** Okay. Sure. That's it from my side. Thank you so much for it.

**Moderator:** Thank you, Ashish. Anybody who wishes to ask a question, please use the option of raise hand. We'll take the next question from Majid Ahamed.

**Majid Ahamed:** Thank you for the opportunity. Good set of numbers. I just want to understand especially from the working capital and cash flow point of view. I'm seeing that in terms of, even though you're able to improve your margins to 25% in EBITDA, but I'm seeing your working capital is quite stretched due to higher working capital debt. How are we going to manage, sustain your margins and improving your working capital together?

**Shrinand Palshikar:** Working capital means what do you mean by the amount, or what do you mean by it?

**Majid Ahamed:** The working capital days. The working capital overall days I'm talking about.

**Shrinand Palshikar:** Those who know us, we do our lot of product. We have our own processing. We have our own product we develop. So because of that, our inventory levels are higher. And because of those, our margins are very sustainable. So we do lot of product engineering by ourselves. So because of that, our inventory levels are on a higher side. We develop products. We provide solutions to the customers, which other manufacturer, other competitors do import solution like that.

We develop ourself, and we provide equivalent solutions. So there are two different strategies which are present. One, import work. We believe in develop and offer. So this is why we have better margins. That is why we have a better operational excellence, but we have a little higher inventory levels. Of course, my team works always on optimisation of inventory levels, but then, yes, this is more or less with little on higher side.

**Majid Ahamed:** So going forward, this will maintain in the coming years?

**Shrinand Palshikar:** There will be some fluctuation, but it will be more or less same.

**Majid Ahamed:** Got it. Like apart from that, to sustain margins, what type of, like any raw materials or anything, which affects your gross margins or because I see your gross margins on a H1 to H2 basis, so last H1 FY 2025 is around 78% of gross margin. And this time, if I see it's around 66%. So this quarter, you have made 25%, but on a H1 FY 2026, it is slightly moderated. Due to some operation efficiency, EBITDA was improved. Just want to understand that part.

**Shrinand Palshikar:** There is some fluctuations on because you cannot have very one to one relationship. But if you take overall bottom line or overall top line, overall so you will see a very, very moderate level. There will be some fluctuations, but it will be always in the same range.

**Majid Ahamed:** Got it. Finally, as in your French subsidiary, what type of revenue are you looking in the coming year? What type of growth would you look at?

**Shrinand Palshikar:** I just now was saying the same. This entity on one point of time was 16 million. As the owner of that particular entity, SKP should target the same level, this is a very optimistic, a very strong. Why not? So this is, what is our long-term strategy? So all customers to come back, new capacities to be added. We reached to those levels at one point of time.

**Majid Ahamed:** Thank you, and all the very best. Thank you so much.

**Moderator:** Thank you, Majid. We'll take the question from chat. It's from Mr. Rajesh Jain. He's asking in the consolidated results, stock in trade has gone up, and employee costs have come down for the quarter. What is the reason for it?

**Shrinand Palshikar:** On consolidated basis?

**Moderator:** Yes.

**Shrinand Palshikar:** Stock in trade is the inventory is the same thing which is happening. There will be some fluctuations. There'll be some positive side, some negative side means fluctuations, both sides. For the employees, yes, as everybody is aware. Okay, I would like to again brief, because our revenue top line not so higher, we had gone for certain economic dismissal as per the French law. So this particular economic dismissal has resulted to lower employee cost. So we are already at the best levels of employee, which is required over there to operation. So that is why there will the structures and overall performance has increased.

**Moderator:** Thank you. We'll take the next question from Mr. Pankit Shah. Please go ahead.

**Pankit Shah:** Yeah. Good morning. Great set of numbers. I just wanted to know, regarding our new ball plant. I believe we already have identified few big customers, right? And we are in the process of submitting our samples and get the audits done for our plan. So, I mean, where are we exactly into that process? I mean, are we expecting any material, I mean, any substantial order maybe in this quarter or the next quarter or will it take next financial year?

**Shrinand Palshikar:** A very difficult question to answer, okay. When?

**Pankit Shah:** It's okay.

**Shrinand Palshikar:** When is a very good question. See our approach should be to do act as fast as possible. We have all the set of customers identified, the volumes identified, commercials, sample submissions already done to some customers for some, the process is on, okay? Our target is to achieve to the utilisation level as fast as possible because the capacities are already available. When we have the capacity available, customer satisfied with his quality requirements, because it's your engineering product, high quality performance requirement.

So once he's satisfied, he releases order to certain SOB levels, receive those. So this process is on. It's not like it is, so it is different for different customers. So larger customers, we have one customer which is something like 50% of our total manufacturing capacity. It's like, he takes more time because he is doing evaluation. He will do everything to -- because his dependency on us will become a large, So it is his

requirement. So they need to do their own due diligence for testing, approval, everything, all parameters. So this process is normal.

**Pankit Shah:** Okay. Just wanted to understand, these big customers currently must be buying from someone, some other supplier, right?

**Shrinand Palshikar:** Major import?

**Pankit Shah:** Okay. So they are majorly importing it right now, okay. And we are replacing import items. Great. Okay. And I have one more question regarding our roller expansion. So when will it complete? I mean, when the new machines would start, would commission?

**Shrinand Palshikar:** We were targeting for year end, but there is some delay in some machineries which are coming. So let us hope in first quarter, we should be in a position to have these particular increased capacities because we are working on different level with different suppliers where we have our highest bottleneck. We had started where the lead time is eight months to nine months. We had started eight months, nine months back. So there we have a delay. It's like the different, different stages, different, different suppliers. So we are working with all those.

**Pankit Shah:** Okay. And for these new machineries, will it also require to pass through these process of, I mean, a sample submission and again, audit by.

**Shrinand Palshikar:** No, no.

**Pankit Shah:** Okay. Great. That were my questions. Thanks a lot for your time.

**Moderator:** Thank you. We'll take the next question from Rudraksh Raheja. Please go ahead.

**Rudraksh Raheja:** Yeah. Thank you for the opportunity. Do we share numbers on how much roller and ball division is contributing to revenues?

**Shrinand Palshikar:** You mean to percentage?

**Rudraksh Raheja:** Yes.

**Shrinand Palshikar:** If you take value wise, I think the current ratio, I think Shripada would be a better person to answer this question. Shripada, if you can answer this question.

**Shripada Patil:** Yes. So we have put in the segment reporting. In fact, if you can see Mulchand plant and Zammar plant. So considering our ball plant has commenced operation in...

**Shrinand Palshikar:** Mohsin can you share the screen.

**Moderator:** Yes.

**Shripada Patil:** So ball plant itself, the Zammar plant is the ball revenue. So if you consider standalone, so it's comprising around 7.5% to 8% of the revenue. And it's uploaded as well, segment report.

**Rudraksh Raheja:** Got it. I'll take it from there.

**Shripada Patil:** Okay.

**Rudraksh Raheja:** So what would be the peak capacity utilisation we can go in our plants?

**Shrinand Palshikar:** So you can see these are the numbers.

**Rudraksh Raheja:** Got it. Thank you so much.

**Shrinand Palshikar:** Okay. So you will see a lot of changes taking place in this particular reporting also, because over a period of time because this particular shifting some process on, so all these changes are going to -- this is for six months. Correct, Shripada?

**Shripada Patil:** Yes.

**Shrinand Palshikar:** This is for six months. Okay. Yes, Rudraksh. Any other question?

**Rudraksh Raheja:** What would be the peak capacity utilisation we can go in our plants?

**Shrinand Palshikar:** That's what we have described. For 200 tons is the target for ball, and 200 tons is for the roller. When it is fully expanded, currently, we are operating around 90 to 100 tons for the roller currently, our operational level. Per ball, we are operating around 35, 40 tons we are operating. The value the ball is lower compared to the roller. So because of that, you will see there is a difference between these two products.



**Rudraksh Raheja:** Got it. What I meant was whatever the nameplate capacity is, can we utilise 100% of that?

**Shrinand Palshikar:** See what happens in the engineering industry, when we describe the capacities usually on a bottleneck machines, bottleneck assets. Whichever is a bottleneck, the capacity is defined on those. Usually, for all manufacturing plants, where you have the costliest machine or costliest assets or critical processes, those are the bottleneck and that governs the capacities. Same is the case with us. So the capacities which we define is based on certain bottleneck, and this governs the capacity.

Our target is for the utilisation. Once we reach to the highest level for this particular bottleneck operations, we do a debottlenecking. This is usually the engineering system. So this is what we are working. So utilisation, we already explained to you. We have a good visibility for future orders. There is no problem for the orders where, we have very clear visibility. Our target is to reach to those levels as early as possible.

**Rudraksh Raheja:** Got it. When we say we have good visibility on future orders, do we share some numbers on our order book?

**Shrinand Palshikar:** Usually, we believe in proving ourself rather than giving the numbers, withdrawing numbers. We believe in proving ourselves. So giving numbers, prove yourself, show to the investors that we have proven. That's what we believe.

**Rudraksh Raheja:** Got it. And okay. No numbers on whatever the order book is. But in general, what time do we take to convert that order book into revenues?

**Shrinand Palshikar:** I can tell only one thing. We have very good visibility. Not good visibilities, very good visibility. When we say very good visibility, there is an advanced stage of product and validations.

**Rudraksh Raheja:** Got it. Thank you so much.

**Moderator:** Thank you, Rudraksh. Anybody who wishes to ask a question, please use the option of raise hand. Since there are no further questions, would you like to give any closing comments?

**Shrinand Palshikar:** Yes. Thank you, all the investors who have joined today. In the morning time, I think lot of results and lot of hectic schedule for

everyone. But I can assure you only one thing to my investors. Our future strategy is very clear. Our focus is very clear. Our visibility also is very clear, and our drive also is very clear. We are down to earth. We give good solutions to our customers, and all our customers are liking that.

We are flexible. We are dedicated and we have positive attitude. So every customers, even the big names, which I'm also not allowed to say in public places also, such big customers are coming back to us, even though, the volumes may not be very big. But this is some sort of a confidence which our customers are now placing back to us. And we have very good and very bright future. I can say only one thing.

**Moderator:** Thank you to the management, and thank you to all the participants for joining on this call. This brings us to the end of today's conference call. Thank you.

**Shrinand Palshikar:** Thank you.