



## **SKP BEARING INDUSTRIES LIMITED**

**Q1 FY26**

### **POST EARNINGS CONFERENCE CALL**

August 11, 2025

#### **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 Q1 FY '26 Post Earnings Conference Call of SKP Bearing Industries Limited. Today, on the call we have with us Mr. Shrinand Palshikar, Chairman & Managing Director, along with the management 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 quickly run us through the presentation, uploaded to the exchanges with a growth plan and vision for the coming year, post which we will open the floor for Q&A. Over to you. Over to the management team, please go ahead.

### Shripada Patil:

Yes, hello. Very good afternoon to all present here. We have gathered here today for the earnings call for quarter one FY '26 of SKP Bearing Industries Limited. How we will move forward, some key highlights about us, business overview, etc. Our main key highlights for the quarter one this year is that the France entity is improving on the strategies which we had planned. So we are focusing on technology exchange.

There is no change in methods or manpower, but some projections of customers is a bit changed. But otherwise, it's on ramp. Our Plant 2 is optimised. We have started working and production from Plant 3 has also started. Because of the capacity, the space which was packed because of the ball production has now opened up. So now we can plan for further lines and Plant 2 as well.

France turnaround is expected in next few results. Also, PM-KUSUM scheme initiation has also been started. Revenue is also expected from this scheme. We can see that in this year, this quarter's highlights. Our standalone income statement, revenue from operations has become ₹13.6 crores as for our expenditure and EBITDA is on screen. This is our consolidated statement. So on a consolidated revenue is around ₹22.1 crores.

A brief highlight about SKP for those who are new with us. SKP was founded in the year 1991. We began with needle rollers, which we gradually expanded into cylindrical steel balls, pins, and many others. We are a high quality manufacturer of rolling elements with IATF

certification. We are giving it to various sectors. Also, we are a global source for global customers.

Our brief journey, we were established in the year '91. In 2004, we expanded to a new facility on Mulchand Road. In 2006, we started our renewable energy initiative. In 2007, we were QMS certified in Plant 2 as well. In 2010, we installed windmills in various other locations. So we have expanded the renewable energy front. In 2011, our Founder received the national award for Outstanding Woman Entrepreneur of India.

In 2014, we, we ventured into solar. So solar was installed in Madhya Pradesh in 2014. In 2018, we acquired a steel ball manufacturing plant. So in 2018, our ball journey started. In '20, we further expanded both the Unit 2 as well as the ball capacity. In '22, we became listed on NSE SME platform, July 2022. And in 2024, we acquired a company, French company, Valette et Gaurand Industries.

Our Board of Directors, Mr. S.K. Palshikar; Ms. Sangita Palshikar, Mr. Kishor Parikh and Mr. Rajeev Lokare. A brief overview of our manufacturing facilities. Plant 1 is specialised in needles and cylindricals. Earlier, we started with needles, then that entire facility was shifted to Plant 2. Now Plant 1 is being used as a research and development facility.

Plant 3 is specially dedicated for ball manufacturing. Some of our product range, needle rollers, cylindrical rollers, precision pins. These pins are used for various applications like gearbox, etc., and steel balls. Our France portfolio, it's complementary products. So on France portfolio, making of various chemistries, like stainless steel, brass, aluminium, coated balls, etc.

And also miniature balls, so from 0.6 mm up to 16 mm. Our current utilisation of existing roller plant is approximately around 89%, ball utilisation for the previous plant. New plant is not considered over here. Our domestic and export breakup. Some of our strategies for a profitable growth, we here at SKP diversify our products into complementary as well as value addition for our customers.

So, customer we are offering tailor made solution for certain customers. In that case, we have a high margin on such products. Operational efficiency as a part of our green energy initiative and the reduction of our operational cost, we are focusing on energy as well as on latest technologies for improved operational efficiency.

Also, we are adding considering our global leverage. So we have a plant in India. We have a plant in France in two different continents. So we are leveraging the strength for acquiring new overseas and global customers, which form a stable revenue pipeline. Also, some other technologies transfer from France and India.

Cross technology synergy is ongoing between the two plants. Some of our key strengths, like we mentioned, we are one of the major manufacturer of multiple rolling elements under a single roof. Also, we are one such company with two manufacturing plants in two different continents. Also, our overall team is more than 135 five years of collective experience.

A bit on the industry overview. Some of our green energy initiatives. So the way forward, looking forward, we are planning to fully bring the Zamar plant, the Plant 3 to ramp up. Also, the France subsidy, while it's completed its first year, it's loss making, but we are expected to turn around in the coming year, like you mentioned in the slide.

Renewable energy sector is also ramping up because of our PM-KUSUM Yojana, which has started generating revenue. Also, considering our export-oriented vision, so that front is also expected to improve despite the choppy waters ahead. And considering both the plants, we are in the process of technological synergies. So the technology transfer is happening between the two plants.

Some of our annual financials as well. Just fast forwarding because we've seen this already.

**Vinay Pandit:** Shall we move to the Q&A?

**Shripada Patil:** Yes, please. No problem.

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

**Moderator:** Yeah. Just end this share. Thank you. We'll take the first question from Saumil Shah. Saumil, please go ahead.

**Saumil Shah:** Yeah, hi. Good afternoon. As we are seeing our France plant will be, I mean, you are saying that it will be breakeven by next year. So how much revenues can we expect for this year and for the next year overall on a company level, and at what EBITDA margins?

**Shrinand Palshikar:** For the France plant, what we have planned around the revenue targets for the current financial year that is '25-'26 is between €3 million to €4 million, that is the current year target. Next year, we target to increase this particular revenues. This is -- the increase, how much it will be, giving the projections right now is very, very difficult because we have a very big global situation right now. All the countries are facing the same situation, but this is -- when it was not there, we were projecting something like between €5 million to €6 million projection target for next year. That was a situations few months back.

And when we were going to do between €5 million to €6 million, it was a green situation. Current year, it will be like just around -- '25 and '26 it would have been just sufficient turnaround like that.

**Saumil Shah:** And at what EBITDA margins for this year?

**Shrinand Palshikar:** This is no EBITDA considered. It will be loss. It will be less loss.

**Saumil Shah:** Okay. And how about our India plan? So on an overall basis, what is your revenue projection for FY '26 and FY '27?

**Shrinand Palshikar:** Yes. So current year, we have a projection of 100 plus. This is what is for the consolidated level where all the entities put together is 100 plus for this particular year, which was last year we were projecting 100, 200 and 400 that was a projection. But then we have so many delays and so many challenges what we are facing. Because of that, we will have to revise all our projections now.

But overall a period of time, the growth will be like that, but utilisation and actual performance will be -- this year, we are projecting 100 plus that is '25-'26, '26-'27 we will be anywhere between 150 to 200. This is what is our projections.

**Saumil Shah:** This year, since you are saying from the France project, we'll be having EBITDA negative. So on our consol basis, what are we targeting? So even our PAT will be negative?

**Shrinand Palshikar:** No, no. So consol level, it will be still -- this was a most challenging period. So consol level, we are still positive. So now I think will be positive.

**Saumil Shah:** Okay. And how about our debt levels? What is our current debt on both?

- Shrinand Palshikar:** Shripada, can you just show?
- Shripada Patil:** Yes, sir. I'll show the presentation.
- Shrinand Palshikar:** Just that data. Otherwise, you can just say also what is the current debt level in the quarter.
- Saumil Shah:** Okay. And what are we projecting by end of the year? Will it be reduced?
- Shrinand Palshikar:** No, we are investing hugely, because we are currently focusing on our all expansions, because ball expansion is more or less is on completion side, Plant 3 all. Our reinvestments is more or less on completion side. We are talking of utilisation of that particular plant. We are now hugely investing already in Plant 2 to expand our current capacities from the level what we are to doubling our capacities that is what was our plan. And you were not there in previous sessions. We are not aware.
- But we are planning to increase our capacities because we already running at around 90% levels in current plan. And when you are in Indian industries, the utilisation of around 80%, 90% is considered to be very, very good. But we have a good projections for next years. So we are expanding our capacities and our plan too. We already have huge CapEx plan for next one or two years. So we will not be reducing our debt level. Of course, we can do that thing anytime, but then we are investing more in our CapEx. This is what is ours. The current level, Shripada, what is current level? Around ₹25 crore? I think so. What is the current...
- Shripada Patil:** Around ₹28 crores.
- Shrinand Palshikar:** Around ₹28 crores. Correct?
- Saumil Shah:** So by year end, what are we targeting? How much...
- Shrinand Palshikar:** Yes, because we are doing CapEx.
- Saumil Shah:** So it will be increased, or it will be similar level?
- Shrinand Palshikar:** Same level.
- Saumil Shah:** Okay. That's it from my side. Thank you and all the best.

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

**Suruchi Parmar:** Yeah. Good afternoon. Actually, I'm new to the company. So just like to have a view on your strategy of acquiring the France business, regarding the products and regarding the customers, and your strategy of expanding in exports in next two to three years view?

**Shrinand Palshikar:** Good question. The French company acquisition, which itself is very risky and very challenging type of takeover. This particular acquisition is done with a very clear futuristic view. Technologically, we have very good assets base over there. So the technology, what we have over there can be transferred to India. That's number one.

Number two, since this company is in existence since past 80, 90 years, so we have a clientele which is spread over globally. Global clientele base. We have all premier customers to this particular organisation. From India, we have been trying for some customers even that we couldn't able to crack for past many, many years. We could able to go those customers on board to in India also now. So we have the customer serving from France also and from India also. So these are the things advantages.

We have integration. We can do supply raw materials from India to that plant. We can utilise to those. We can bring down our cost. We have many cost advantages. So those cost advantages can be shifted from India to France. So these are the synergies which is there. So for any organisations, you need revenue. So for that, we have a very clear view as to, okay, we can have this particular revenue target. This particular company VGI was doing something like €16 million 10 years back. In 2010, they were at the level of around €16 million. So these are the potentials.

Now how do you reach to that particular potential is to bring back all the customers which are lost, which we already working, number one. Number two, get all the business volumes which we have lost over a period of time and to get new businesses. Thirdly, to offer the two sites to the customers from India site and the French site. The customer got a very advantage. I'll give you a very, very typical example of current situation.

We have been subjected to a big duty structure to export to USA. We have a clientele base, which our competitor supplying from India site

to the USA is now subjected to 50% duties, okay? As a country, it does not look okay. But when you take as a consolidated view as a multi-national, you have advantage to supply to them from France unit to them because that customer is also approved. We are approved supplier to the same customers for the USA. So he has normal advantage. He can source from India. He can source from European site. So these are the advantages what we are supplying to our customers.

So the deadline, which is a global supplier to our global customers is, this is a very clear, and this was a drive. Those who are there since many years or those who are in sales, they were present in our previous earnings calls also, they must have seen. We always use a deadline of global supplier to our global customers. So this is the advantages what we are providing. And this is a strategic view for the global customers. I hope I've answered all your questions.

**Suruchi Parmar:**

Yeah. Just one more thing. You have a balls capacity utilisation of right now 50%. So still you have a scope to increase it. Still you have added a more capacity of 2,000 tons per annum. So are you seeing a major, like an order or something coming in before which you have already planned this capacity utilisation?

**Shrinand Palshikar:**

Okay. Another good question. I would like to -- this particular thing, I would like to elaborate more. I'm not sure many of investors or many of people who are present over here are aware about the situation. Okay. India is driving towards quality control orders for bearings and elements. So this particular order is under implementation stage now.

It's already gone through various phases because this is a big implementations. It has to be done through our WTO. It's countrywide objections in national levels and international levels. So these are the stages. And this particular orders, once implemented, all the companies globally, India and outside India has to comply with the standards, the requirements.

We've been, quality manufacturers are already compliant to all the requirements of the standards. So our advantage is that, number one. Number two, there are many companies which are in India, but importing on a large basis on large, large basis, very large basis. I can give you just one example. A global import for just commodity bearing and rolling elements in just one calendar month, one calendar month is in crores.



It's more than 1,000 crores, okay? So this is the potential, what is available now. We have already projected this particular futuristic requirement two years back, three years back. And in this particular line, we have created capacities which is available to our customers, our quality customers when the need is going to be arrived. So we are right now in gearing up stage for all our rolling elements to offer to all our customers a quality product for future.

**Suruchi Parmar:** Okay. Thank you so much, sir, and all the very best.

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

**Nikhil Asrani:** Yeah. I have a couple of questions. Maybe I joined a little late, sir. Sorry if I am asking the same question again. For Q1 FY '26, you have done ₹22 crores in revenue on a consolidated level, right? What is the projection you see if you can give any guidance for the next two years? First question. And [Technical Difficulty] come from volume mainly or pricing power?

Second, for the CapEx, are there any fundraisers planned? And if yes, how? And the third thing, what you mentioned in your PPT is the PM-KUSUM Scheme, which you're seeing some order inflow or whatever. Can you guide specifically what are the on that scheme, particularly how much we can plan to make? So these are my three questions.

**Shrinand Palshikar:** Sorry. I'll start from the bottom. That's very quick. So PM-KUSUM is basically a pure restoration of our revenue. So this is a very fixed income type of a thing, which is we have a very clear top line and a bottom line. There is no fluctuation in this particular, everything is natural.

So all solar energy generation, this is a first project being commissioned in this particular scheme. So this is a fixed income sort of a thing. So it is purely in investment, which is solar and getting diverted to -- sold to government., okay?

Number two, you asked one question for the CapEx. Yes. I already highlighted to you. We have a huge CapEx plan for roller. We have already placed order with multiple segments where debottlenecking is required. So these all, so we are investing hugely into AI functions for next generation. So this is already being done. Implementation, everything is in advanced stage. We are projecting the implementations in Q3 and Q4. This is a phased manner. Similarly,

we are expanding our capacities in various segments where we are already bottlenecking.

Okay. So more or less, our projection, our increase is what is we are supposed for the roller. And currently, we are at level of 100. We are projecting to double the capacities in the next one to two years period of time, okay? Now for the ball, we have already created the capacities. I've already broadly outlined how we are going to utilise offering the solutions to the customers. We are in a stage of commissioning, improvisations, meeting customer requirement. We are in sample submissions, discussion with customers for auditing, approving. So all these phase is right now on.

Customer also is about the QCO, those people who are aware about the QCO, Quality Control Order for bearings and component. So this will be the implementation by the end of the year from the government. So before this implementation is fully done, we will be fully ready to receive the orders and serve to the customer. So our capacity is of 200 tons, what is there for the ball plant is already identified customer wise, allocated customer wise. We are talking of them about sample submissions and utilisation of this particular once the approval is done. So this process is on for ball.

For roller, already CapEx is going on, so we are not going to borrow additionally from outside. We are going to do with internal resources and from directors. So this is the way we are going to meet our requirement. We are not going to take any new funding or nothing like that right now. We have no plans currently as on date.

**Nikhil Asrani:**

Okay. Thank you. And what is the revenue projection and PAT projection you see for the next two years after the France turnaround? Sorry if I missed.

**Shrinand Palshikar:**

Yeah. That's what I have already brought broadly. So we have planned for this current year, 100 plus. This is what is our plan, number one. Number two, we had projected certain revenues for France, but the current situations, I'm not sure as to what exactly affects are going to come from globally for India entity and for our French entity. It could be very positive also. So projections is okay. I can project. Maybe this year, we are doing for a 100 plus for this. Next year, we were doing for France, we were projecting something like five to six.

If we keep that suppose we keep it at level of five, we do around 80 or 90 for India entities. So we'll be something like 140, 150 for the next

year. So this is roughly is all other projections. And next to that, we'll be something like in the line with this.

**Nikhil Asrani:** And you see the France, French subsidiary being EBITDA positive next year?

**Shrinand Palshikar:** This is what the plan is.

**Nikhil Asrani:** Okay. And just last thing, currently, what is our domestic and export split if you have a split currently how much we are exporting, how much percentage of revenues, and what is the prediction for the next two years?

**Shripada Patil:** Yes. The last year FY '25 end, the export was around 5% of the overall revenue. And this year is expected to be on the same level.

**Nikhil Asrani:** Technically, tariffs anyways, we are not going to affect it anyways right now because where export is only 5% right now, the total revenue. As of now, the tariffs anyway, don't impact us. Usually, we don't know, but we have a plan to increase the exports.

**Shripada Patil:** Yes. But the export is not to U.S. directly. We are exporting to other continents.

**Nikhil Asrani:** Okay. Fair enough. Thank you.

**Moderator:** Thank you, Nikhil. We'll take the next question from Mohit Shah. Please go ahead.

**Mohit Shah:** Thank you for the opportunity. Can you throw some light on what led to the growth in Q1 since we don't have a competitive quarter available? And can you share some thoughts on how have you grown in Q1 for standalone business and what is the profitability and growth status for this France business?

**Shrinand Palshikar:** We were projecting a larger positive side. We couldn't able to do it on that much of high utilisations because of we have limitations. Our ball plant is not in a position to fully receive the customers because we are in sample submission stage, customer approval stage. These are all big OEMs, not small OEMs. So the capacity of 200 tons will be consumed fully by just three or four customers, not much.

So this is already, it takes little time for them. Already visits are undertaken. Evaluation is going on. Sample submission is going on.

So this process is already on. So this is for ball. For the roller, we are already at fully utilised capacity. So whatever gaps were there, little, little gaps were there. If you would have seen our previous thing, we were utilisation around 85%, and we are now closer to 90%.

So we are stretching all our limit of the current capacities to make it fully utilised. So this is why you see what is little growth. The real growth will come when we will implement the new, the lines which new AI lines, which is going to come in Q3 when we are going to give a substantial increase in the revenues, when the new lines will fully start functioning.

**Mohit Shah:**

Okay. And my other question is like, what is the view considering the current tariff uncertainties and how much of this will impact our exports or business from France?

**Shrinand Palshikar:**

I have already explained to you. If you have seen my tagline, a global supply to global base, global customer. A customer is for which I'm approved in India or which I'm approved in Europe or for which I'm approved in USA, Latin America, Japan, China, okay?

I have offered them two sites, two manufacturing sites. If he finds, it's not competitive to get it from India. He can get it from France. You understand? So these are the opportunities which we offer to our customers. We are already highlighting to them. Okay. This is approved plant, this is approved plant. If you have a problem from this country specific importation, please start importing from that.

We can do a capacity allocation from that. So this is the opportunity we are presenting, but this is right now, a transition state. It's not an implementation state. So when you start implementation, still USA is giving windows to country wide. Okay. You have this window, this window, this window. So this type of decision making at such a level, it takes little time also. Not everybody is so quick to take the decisions, and these are critical components. So but this space is going on right now.

So revenue shifts from this continent to that continent, opportunities for both the plants, these are the opportunity which are available, then we are gearing up ourselves to receive all the opportunities wherever we get.

**Mohit Shah:**

Okay, sir. Got it. Thank you.

- Moderator:** Thank you, Mohit. We'll take the next question from Pooja Kadam. Please go ahead.
- Pooja Kadam:** Hello. Good afternoon. Sir, how is this France unit helping us to transfer the technologies & use those technologies in India?
- Shrinand Palshikar:** See, there are certain very good points. When you say a technology, just not the technologies which we call it in our industries, a good point. So we have many, many good points, which we can call it as a technologically upper hand. So these are the things which were available over there. It's not like that we don't have certain good points. We have certain good points, so that is being implemented in over there. Certain good points, which is over there, I don't want to go into much detail because this is like a something give business special. So I don't want to discuss those things in detail. But, yes, there are technological many advantage available over there and technological many advantage available in India. We are integrated in those.
- Pooja Kadam:** Okay. And how is a new plant 3 ramping up in India?
- Shrinand Palshikar:** 200 tons is the projected volumes. We are just sample submissions. There are certain quality requirements, which customer requires. Already visits are going on. So the customer specified, okay, we have this requirement. You need to fine tune. These are the things, all these things going on, right?
- Pooja Kadam:** And what is the total revenue potential of the new plant?
- Shrinand Palshikar:** Yes. That's a good question. So if you take the capacity is around 200 tons, because it fluctuates depending on the sizes what you get, the volume requirement from certain sizes from certain sizes. If you do make more larger sizes, the quantity means the tonnage will increase. But if you do a smaller sizes, the tonnage -- but it is we are projecting something like 200 tons. You can take the average value realisations of around something like 220 per kg, something like ₹45 crores, ₹47 crores is the potential stage one.
- Pooja Kadam:** Okay. Thank you.
- Moderator:** Thank you, Pooja. We'll take the next question from Aayush Khanna. Please go ahead.

**Aayush Khanna:** Good afternoon. So my first question is, what would be the current capacity utilisation of those local plants, Plant 1, Plant 2, and Plant 3 in India?

**Shrinand Palshikar:** Plant 1 is basically, we do our own R&D, we do our own machine building, something like that. So this is the very old plant. When we started in '91, this is very limited. Plant 2 is a proper manufacturing plant where currently ball and roller manufacturing is being done. The ball plant is -- all lines are getting shifted to Plant 3. The phase is already 80% is completed, still 20% of some certain machines are still balanced, which is to be shifted. So we are focusing on -- these all activities, and Plant 3 is a proper broom skin high quality manufacturing plant. And this is the current focus.

**Aayush Khanna:** All right. So my other question is that what can be the projected capacity utilisation for FY '26?

**Shrinand Palshikar:** I already explained, I'll explain again. For Plant 3, which is a 200 tons full potential volumes, we have already customer time. That customer has identified, we have volume this much, this much. So customer tie up is already done. Commercial is already settled. Now it's a phase of sample submissions, quality approvals, testing. This is not done. Once that is done, we have a production runs. We have initial small production runs, then you have a regular production run. So these are the phases. So we are in the phase up with different customers in different stages.

**Aayush Khanna:** All right. And my last question would be that what are the key industries contributing to SKP Bearing in terms of revenue and how diversified it is in the revenue mix?

**Shrinand Palshikar:** Globally?

**Aayush Khanna:** Yeah like.

**Shrinand Palshikar:** Well diversified. We have presence in pharma. We have presence in cosmetics. We have presence in ET. We have presence in defence sector. We have presence in automotive. We have presence in textile. We have presence in industrial. I'm not sure which sector is left.

**Aayush Khanna:** Okay. That's it from my side. Thank you so much.

**Moderator:** Thank you, Aayush. We'll take the follow-up question from Mohit Shah. Please go ahead.

- Mohit Shah:** My follow-up question is, how has the company's focus on high quality and low friction products with global certifications affected its market share in client base?
- Shrinand Palshikar:** We are on the highest level of quality.
- Mohit Shah:** Okay. And what are the company's plans to improve its operating margins, particularly in its India business?
- Shrinand Palshikar:** I think, we are at a very good margins. I think you need to analyse it properly. See, we have first time declaring Q1, and this was a requirement. This was the request from many of my old investors to have a more transparency and more to reach to the company progress on a better scale. So even though we are in SME, we have done first time a quarterly results. We will be doing, henceforth, the quarterly results.
- But if you will see on quarter-to-quarter, see there are certain factors which are once in a year, you do this particular pro -- you do this type of like O&M contracts with major agencies are that usually in first quarter. So these are the things like, but their margins are -- I think we are one of the best industry margins.
- Mohit Shah:** This is great. Thank you.
- Moderator:** Thank you, Mohit. We'll take the follow-up question from Suruchi Parmar. Please go ahead.
- Suruchi Parmar:** Yeah. Thank you for putting me again. Just wanted to have a view on your standalone operating margins from year 2002. It was around about 48%, and it has now dropped up to 39%. So can you give a view on this?
- Shrinand Palshikar:** I've just answered this question. Just now I answered this question.
- Suruchi Parmar:** Okay.
- Shrinand Palshikar:** The question is the same.
- Suruchi Parmar:** And what about this taxation part, in the consolidated portion when we are looking for this quarter also. It's going up to 67%, 70% taxation. So, at what percentage we can consider it?

**Shrinand Palshikar:** When you do a clubbing and when you do a consolidations, you're clubbing all the things. This is -- regularly, you have to analyse standalone individually, you have to do analysis. Do a subsection and do a analysis like that. You have to do analysis. It's the same stand, right? Because in France, we are loss making, so there is no question of taxation. In India, we are a regular taxpayer so that the standard so you need to analyse that independently and then do a club.

**Suruchi Parmar:** Okay. Thank you so much.

**Moderator:** There's one question in the chat from Mr. Srinivasan. What is the company's plan for migration to main board as we are completing three years in SME? And any timeline that we can expect for the same?

**Shrinand Palshikar:** We have a plan to do it next year, because we completed three years just now. So the requirement from the NSE is three years of complete, so we complete it now. And in previous financial, we should be 100 plus. So these are the two other criteria's we already fulfilled. So that is why I said we are already targeting for 100 plus this year. So let us hope, when we do this, we will be migrating to the network.

**Moderator:** Thank you. Anybody 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:** I just want to say one thing to my long-term investors. See, we are an engineering focused product manufacturing company. We are not like, you do and you get it very quick results like that. It takes time. There are certain machines. There are certain production lines. The lead time is more than one year, maybe two years also. It takes time. To stabilise those things also takes time. So the investors who want to work with us, they need to have patience, number one. That's very important.

Number two, they have to see overall what is our drive. Our drive is very clear global supply to global customers. We are receiving in approvals for such customers do we are global. We can supply from India to China. Such an engineering project, we can supply. This is opportunity we are working on. From here, we can supply to Japan. We can supply to Mexico, Brazil, like many countries. So these are the opportunities we are working on. These are the opportunities for which we are gearing up ourselves and for futuristic we are creating our capacities so it is available at the right time.



When we started our expansion of Plant 3, which is a chrome steel plant, it was initiated three years back. It takes time for establishment of such an investment, such a quality infrastructure, it takes time. And we have taken a lot of efforts to stable our line to create capacities, which is of next level of requirement.

When a customer comes, when I describe to him that, okay, we are creating such thus thing, they itself appreciate it. You're creating this sort of capacities, this type of infrastructure itself is a -- I can give you one example, very small example. For steel ball checking, you need to have a testing requirement, which is we are currently having probably globally. We are one of the few suppliers which we are having at the start of the plant. So this type of testing facility is not available. And when a customer knows, okay, you have this particular testing facilities, it's obviously you are afford quality product. You are a competitive product. You are a very reliable supplier. What else customer needs?

So we are giving all the solutions to the customers, and our focus is very clear. My team is geared up. Whenever you want to visit, you all can visit us. Not a problem at all. Please take a time appointment and visit us. But we are very clear drive for futuristic, and there is no going back on that. Thank you very much. We can close for the day.

**Moderator:**

Thank you. Thank you to the management, and thank you to all the participants for joining on this call. This brings us to the end of this conference call. Thank you.

**Shrinand Palshikar:**

Thank you very much.