

SUPREME POWER EQUIPMENT LIMITED

Manufacturers of SPEL & ROWSONS Brand Power and Distribution Transformers

Registered Office and Factory :

No. 55, Sidco Industrial Estate, Thirumazhisai, Chennai - 600 124. Tamilnadu, India

Tel : +91 44 26811221, +91 44 26811212, +91 44 26811226,

E-mail: info@supremepower.in Website : www.supremepower.in



CIN : U31200TN2005PLC056666

Date: 20.08.2024

To,
The Manager - Listing Department
National Stock Exchange of India Limited
'Exchange Plaza', Bandra-Kurla Complex
Bandra (East), Mumbai 400051

(Script Symbol: SUPREMEPWR, ISIN- INE0QHG01026 & Script Name – Supreme Power Equipment Limited)

Subject: Submission of Transcript of the Earnings Conference call held on Friday, August 16, 2024 at 02:00pm.

Dear Sir /Ma'am,

In continuation of our earlier letter dated August 17, 2024 informing about the audio link of the Earnings Conference Call and Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015, the Company is hereby submitting transcripts of Earnings Conference call of the analyst/investor conference call which was held on Friday, August 16, 2024 at 02:00 P.M. to discussed the Un-Audited Financial Results (Standalone and Consolidated) of the Company for the quarter ended 30th June, 2024.

Kindly acknowledge and take the same on records.

Thanking you,

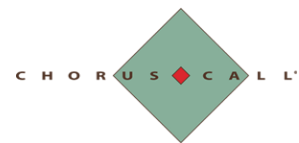
Yours faithfully,
For Supreme Power Equipment Limited

Priyanka Bansal
Company Secretary and Compliance Officer



“Supreme Power Equipment Limited
Q1 FY '25 Earnings Conference Call”

August 16, 2024



**MANAGEMENT: MR. VEE RAJMOHAN – CHAIRMAN AND MANAGING
DIRECTOR – SUPREME POWER EQUIPMENT LIMITED**

MODERATOR: MR. GANESH – KIRIN ADVISORS



Moderator: Ladies and gentlemen, good day, and welcome to Supreme Power Equipment Limited Q1 FY '25 Conference Call, hosted by Kirin Advisors. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touch-tone phone. Please note that this conference is being recorded. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes.

I now hand the conference over to Mr. Ganesh from Kirin Advisors. Thank you, and over to you, sir.

Ganesh: Thank you. Good afternoon, everyone. On behalf of Kirin Advisors, I welcome you all to the conference call of Supreme Power Equipment Limited. From management team, we have Mr. Vee Rajmohan, Chairman and Managing Director.

Now I hand over the call to Mr. Vee Rajmohan. Over to you, sir. Thank you.

Vee Rajmohan: Good afternoon, everyone. Thank you for joining us today for the Supreme Power Equipment Limited Earnings Conference Call for the First Quarter of FY '25. I am pleased to share our financial results and the key achievements for this period and provide a brief overview of our company's background and mission.

Supreme Power Equipment Limited, headquartered in Tamil Nadu and founded in the year 1994, has established itself as a significant player in the manufacturing of power and distribution transformers. With over 30 years of industrial experience, we have become a prominent supplier to local electric utility and extended our expertise to windmill segment.

Designing transformers that withstand switching challenges and voltage fluctuation. Renowned for our commitment to quality and reliability, we have a strong track record having manufactured and supplied over 17,000 units. Our current order book stands around INR48 crores positioning us to leverage raising opportunity in the transformer industry with a focus on innovation and precision in design. We are dedicated to achieving customer satisfaction by providing quality products through an effective quality management system.

Our goal is to achieve 100% delivery performance and zero rejection at the customer end. Currently, our production capacity is 2,500 MVA per year housed in a facility spanning 14,000 square feet. I am pleased to announce that we have embarked on a significant expansion project. We are developing a state of the art 6 acres facility that will enhance our production capability and lead to improved profit margin and increase business opportunities. This new facility is projected to be fully operational by December '25 with a production schedule to commence in January.

This expansion will allow us to scale up our manufacturing output and broaden our range of transformers, including products from 25 MVA to 160 MVA, catering to wider market segments. We are investing more than INR60 crores to INR65 crores in this expansion. We have significant commitment to our future growth and capacity building. At full capacity utilization, we expect



the new facility to generate substantial revenue projected between INR500 crores to INR550 crores, reflecting the scale of our growth potential.

Our strategic focus for the upcoming periods, including several key initiatives aimed at driving growth and strengthening our marketing position. We are committed to continuous enhancing our technology capability by investing in the latest advancement and incorporating innovative solutions. This will help us improve our product offering, increase efficiency and maintain our competitive edge in the industry.

We are also expanding our geographical footprints to capture new markets and serve a broader customer base. This involves entering new regions and strengthening our presence in the existing ones, thereby increasing our market share and tapping into emerging opportunities in the power infrastructure.

Building strong client relationships remains a top priority. We strive to understand our clients' unique needs and provide tailored solutions that exceed their expectations. By fostering long-term partnerships and maintaining open lines of communication, we aim to enhance customer satisfaction and loyalty.

The increasing demand for power infrastructure presents significant growth opportunities for our company. We are strategically positioned to capitalize on this trend by offering high-quality transformers that meet the evolving needs of the market. Our focus on innovation, precision in design and operational excellence will enable us to cater to the rising demand effectively.

Our deep industry knowledge, established relationships with key stakeholders, is a competitive advantage. We will leverage these assets to identify new business opportunities, negotiate favourable terms and drive growth. By utilizing our market skill and network, we aim to create value for our stakeholders. These strategical innovations are designed to position Supreme Power Equipment Limited for sustained growth and success in the dynamic core transformer industry.

As we move forward, we remain committed to our core values of quality, innovation and customer satisfaction, which is driving us towards our mission of being a leading manufacturer of power and distribution transformers. We are proud to announce the successful shipment of our first 50 MVA, that is 110 KV plus solar power transformer to solar energy form on June 29, 2024. As state of the art transformer, we will be instrumental in enhancing the efficiency and performance of solar power generation at the form.

By facilitating optimal energy conversion and transmission, it supports the form's capacity to produce clean, renewable energy. This contribution is a pivotal step towards our shared goal of a sustainable and greener future. By reducing carbon footprint and promoting environmental stewardship, we are pleased to report a stable financial performance for Q1 FY25.

On a consolidated basis, the total income increased slightly by 0.86% to INR27.53 crores compared to INR27.29 crores. In Q1 FY24, our EBITDA saw a significant rise of 17.64%, reaching INR5.81 crores, with the EBITDA margin expanding by 300.99 basis points to 21.7%. Our PAT included 25.66%, amounting to INR3.40 crores, with the PAT margin increasing to



12.36%, by up to 243.90 basis points. However, our diluted EPS was recorded at 1.36%, a decrease of 80.12%, from 6.84% to 8.4% in Q1 FY24, primarily due to changes in PBT.

On a standalone basis, our total income rose by 8.37% to INR26.21 crores, with the EBITDA increasing by 33.87% to INR5 crores, and the EBITDA margin improving by 363.57 basis points to 19.09%. The PAT grew up 25.56% to INR3.40 crores, with the PAT margin increasing by 177.48 basis points to 12.97%. The diluted EPS stood at 1.36%, reflecting a decline of 80.12% from 6.84% in Q1 FY24. These results underscore our continued focus on operational efficiency and growth, despite the challenges in the macroeconomic environment.

As we move forward, we remain focused on our strategical initiatives and confident in our ability to continue driving growth and profitability. Our venture into the windmill segment, as well as high-capacity transformers, will enhance our capability to serve a new set of clients, while enriching our bottom line for sustained growth. Before we delve into the question and answer session, I want to express my sincere gratitude to all our stakeholders for being an integral part of our growth journey.

Your support and involvement have played a crucial role in our success, and we genuinely appreciate your valuable contribution. With this, I would like to open the floor for questions and answers. Thank you once again for your presence and continued support.

Moderator: Thank you very much. We will now begin the question and answer session. The first question is from the line of [Shiv Kumar from Quarry Capital . Please go ahead.

Shiv Kumar: Thanks for the opportunity. I would like to ask couple of questions. So regarding the new client, capacity expansion what you are applying to do? Can you just give us the brief color of how is it progressing? Has the approvals been done for that? That's the first question and second question is regarding are the transformers what you are planning to have in the new segment. So will it be about solar power transmission and also the windmill sectors? Thank you.

Vee Rajmohan: Actually, now we got all the approvals from seven departments. That is the Town and Country Planning, Pollution Control Board, Industrial Safety, Fire and Health, and all seven approvals we have received. 10-15 days back we received all the approvals. Now the approval part is over and we will start.

Moderator: Ladies and gentlemen, the line for the Chairperson seems to have disconnected. Please hold while we reconnect. The line for the management has connected. You can go ahead, sir.

Vee Rajmohan: Yes. Now we have received seven approvals from the statutory bodies. And we have received the approvals for the establishment of the new facility, which we received over 15 days back. And now the construction has already started. And we have already finalized for the civil contracting people. And the construction has already started.

And in the new facility, as you asked, we will be able to do up to 160 MVA, 220 kV class. That is 220,000 voltage class we can make up to that. On that facility, as you asked, solar transformer also can be manufactured. And we are seeing a very good demand for solar transformers. I think I have answered your question.



- Shiv Kumar:** Thank you, sir. Just one last question, if I may squeeze in.
- Vee Rajmohan:** Yes, sir. Please.
- Shiv Kumar:** Sir, regarding the order book, do you see any risks for the demand? And you rightly pointed out that you are going to diversify your geographical supply. So would you be looking into Karnataka and other states? Or how exactly are you going to plan on that?
- Vee Rajmohan:** Yes. Actually, we have got approval. That is for 5-6 months back itself, we got approval from KPTCL. And this also I have shared in so many meetings. That is Karnataka Power Transmission Corporation. They have approved our company up to 20 MVA. And now we have posted tenders in Punjab and in Kerala. So we are expanding our footprints to the neighbour states and Maharashtra and Punjab also.
- Moderator:** Thank you. The next question is from the line of Kamaraj, an individual investor. Please go ahead.
- Kamaraj:** First of all, thanks for giving me the right opportunity to ask this question. In order book level, you told there is a INR50 crores order book. And now you told there is a INR66 crores order book in pipeline. So why that order book is drastically reduced? Then how the order book is pipelined? I want to hear how your marketing is working on that.
- Vee Rajmohan:** Yes. I got your question. See, earlier the order book was something above INR50 crores. Now it is little less. And due to this election process, first quarter most of the government projects are not finalised. So, in return with private players also, because of that election, the finalization of tenders and the orders are gone delayed.
- Now it is slowly picking up and it will rise. And we have quoted more than INR70 crores, INR80 crores all yet to finalize. Either it may come to us or go to others also. And we have quoted more than INR70 crores. It is not yet concluded. And the order book which we have secured the order is around INR48 crores as of now.
- Kamaraj:** 48 crores?
- Vee Rajmohan:** Yes, yes.
- Kamaraj:** Actually, when your project, the capacity expansion, the new infrastructure is, when will it be exactly completed? I think, I believe, last con call you told...
- Vee Rajmohan:** Voice is not clear, sir. I could not get your question.
- Kamaraj:** I want to know then, when your new plant will be operated 100%? Last con call you told December 2025 it will get operated. Am I clear? Right now, where we are? We are in right path or before the estimate we are planning to start? What is the -- can I know?
- Vee Rajmohan:** No, before that we are trying to commission the entire plant before 25 December. May be one or two months before we will do that. We are trying to pre-pone that. As committed in 2025 December it will be done.



- Kamaraj:** This is a question from my side. So, last time, recently, I think, July 9th, you posted in your website that I think 51 transformers, we are dispatched from your factory. That kind of any upstream order, did you receive any plan for that one?
- Vee Rajmohan:** No, I could not get your question correctly. Yes, we have posted in our website that we have the first shipment of our 50 MVA, 110 KV class, we are dispatched. That is the first time we are doing that 50 MVA in our existing plant.
- Kamaraj:** Yes, that is my question. So, did we receive that kind of order presently or any plan for...
- Vee Rajmohan:** Yes. Now I got it. Very recently in Coimbatore, we have a stall for this solar electro tech exhibition. There was a very good response for our product and our company. And what you asked rightly, we are receiving enquiries for that particular type of transformer. 50 MVA transformer, we are getting enquiries. Already we got three numbers from another solar company. And now also we are expecting two, three numbers additionally, not yet concluded. And three numbers we got in the past day solar. Similar to that.
- Kamaraj:** Okay. I am just curious, is there any chance to industrial visit is allowed in your company?
- Vee Rajmohan:** Yes, but for now the scheduling is difficult. So, if you can write a mail, then accordingly we will try to accommodate.
- Moderator:** The next question is from the line of [Kajal Prathik 0:26:14] from EY Capital. Please go ahead.
- Kajal Prathik:** Sir, I had several questions. What are the orders in hand for solar, wind and normal transformers as on today?
- Vee Rajmohan:** Total order is around INR40 crores, INR48 crore. And its government basis is something around INR15 crores, INR16 crore.
- Kajal Prathik:** Sir, INR15 crores is for wind, right?
- Vee Rajmohan:** No, no. It is from government.
- Kajal Prathik:** Okay, from government. Okay.
- Vee Rajmohan:** Yes, and something around INR28 crores, INR29 crores is from non-government sector. And it's almost on that INR14 crores from solar as you asked. And balance is from different sector.
- Kajal Prathik:** So, balance is from wind and transformers, right?
- Vee Rajmohan:** Yes, yes. All are transformers.
- Kajal Prathik:** Okay. Sir, an additional question was how many clients have been added for high power transformation? And what is the current order book for transformers?
- Vee Rajmohan:** Yes, current that is for power, you are asking about the power transformers.
- Kajal Prathik:** Yes. Correct.



- Vee Rajmohan:** Yes, that the value will be around INR20 crores. Around INR20 crores for the power transformers.
- Kajal Prathik:** Okay, sir. And sir, what is the likely margin in all these three segments of transformers like?
- Vee Rajmohan:** Yes, the PAT will be around 10% to 13%.
- Kajal Prathik:** And sir, what about EBITDA?
- Vee Rajmohan:** EBITDA is around 25%.
- Moderator:** Thank you. The next question is from the line of Jairaj Jain from [SBC Capital Limited 0:28:43]. Please go ahead.
- Jairaj Jain:** Sir, so my first question is like can you explain your entry in the wind energy segment? So, what are the reasons for the entries and what potential do you see in it?
- Vee Rajmohan:** Now in renewable energy solar is doing very good and there are a number of projects that are coming up on solar energy. So, we are seeing a very good demand in solar based energies and all. And equally from infrastructures like other industries also we are getting and we have already, we have supplied more than 500 megawatt of solar transformers and we have a very good name in the solar market and now we are improving more position on solar industry.
- Jairaj Jain:** Okay, great. So, sir, can you say me who are your top clients who purchase solar power from your plant?
- Vee Rajmohan:** Sorry?
- Jairaj Jain:** Who are your top clients whom you do you sell the solar power?
- Vee Rajmohan:** So, you want what is the percentage of contribution of solar transformers?
- Jairaj Jain:** Yes.
- Vee Rajmohan:** Now, it is around, last year it is less than 5%. Now it is something around 15% to 20%.
- Jairaj Jain:** Okay. And my next question is like what is your company's order procedure?
- Vee Rajmohan:** Order procedure is actually for government we will go by tenders. And for private customers we go for direct negotiation as per the comparable terms.
- Jairaj Jain:** Okay. So, sir can you give me a bifurcation of like what among like government versus private for revenue contribution?
- Vee Rajmohan:** Yeah, for revenue contribution as of now the government order is around INR16 crores. And balance is private. Almost less than 50% to 40% is government and balance is all other private sectors.



Jairaj Jain: Okay great. So sir like what is the outlook on EBITDA margin? Is it sustainable at 21% or have a headroom for further increase?

Vee Rajmohan: Yes, it is sustainable. What the figure which we have shown is sustainable.

Jairaj Jain: Okay. Thank you sir for answering my questions.

Moderator: Thank you. The next question is from the line of Avdhi from KRG consultancy. Please go ahead. Hello, Avdhi, please go ahead.

Avdhi: Congratulations, sir. And thank you for giving me opportunity. My question is can you name our top clients?

Vee Rajmohan: Top line for the first quarter?

Avdhi: Top clients.

Vee Rajmohan: Top clients. See in government it's TANGEDCO and TANTRANSCO is on the top line and Swelect Energy and Construction and Abirami Engineering and these are the major and we have so many other clients also.

Avdhi: Okay, sir. And I have another question. What is the contribution from top 10 clients?

Vee Rajmohan: Top 10 clients will be around 50% of the total revenue.

Avdhi: And being in our ancillary industry, do we receive any government subsidy?

Vee Rajmohan: Yeah, recently we got a small subsidy, but for this product, we don't have any.

Avdhi: Okay sir. Thank you sir.

Moderator: Thank you. The next question is from the line of Mahesh Atal from Atal Investments Manager. Please go ahead.

Mahesh Atal: Sir, congratulations on great set of numbers. Am I audible, sir?

Vee Rajmohan: Yeah, tell me, sir. Good afternoon.

Mahesh Atal: Good afternoon, sir. Am I audible to you?

Vee Rajmohan: Yes sir.

Mahesh Atal: Sir, my first question would be what is that we saw in this last quarter you just told in your comments that there is some delay from the government orders because of elections and all. Do you see that thing now it is like moved up, now government is again starting to put tenders and all? That is my first question. Second question I will just complete my question, sir then you can reply me on that.

Vee Rajmohan: Okay.



- Mahesh Atal:** My second question would be on the wind side and solar side what is the MVA that they use and because when you say that you are going to do it up to 160 MVA in the next capacity. So just wanted to know which MVA will be supplied to this wind and solar? What is the MVA that they use?
- Vee Rajmohan:** Yes the first question - the second is wind and solar MVA how much MVA?
- Mahesh Atal:** The government orders they have started because you said the first quarter it was due to elections and all?
- Vee Rajmohan:** Now they started releasing the purchase orders and they started processing the tenders on government side. So the position is improved now and as you asked, this wind and solar yes for both they will be buying two types of transformers. One is inverter duty transformer and another one is total solar pooling substation transformer, that is for power transformers. For generation transformer for the power solar energy and for connecting to the grid, it is power transformer. Both the transformers we have used and they are buying up to 50 MVA and 100 MVA also in solar and the smaller type transformers starting from 3 MVA to 6 MVA they are buying. Both the transformers they are buying.
- Mahesh Atal:** What is the current capacity utilization?
- Vee Rajmohan:** Current capacity utilization is something around 50% .
- Mahesh Atal:** So you are confident that this year we will be reaching 80%, 85%?
- Vee Rajmohan:** Yeah, at least minimum 10%, at least that will be increased.
- Mahesh Atal:** Alright. Thank you so much.
- Moderator:** Thank you. The next question is from the line of [Gaurav Gada], an individual investor. Please go ahead.
- Gaurav Gada:** Hi sir, I have two questions. One is like in one of the previous concall it was highlighted that our current capacity utilization level is 30% to 35%. So considering this 2500 MVA facility, do we plan to scale up revenues from the existing facility or do we look forward to the new facility for the incremental revenues? That is one. Second is regarding the new facility, so the existing peak rating transformer is around 25 MVA and we have already manufactured 50 MVA with support from certain external facilities.
- So what is the plan to scale the new facility up to 150 or 160 MVA and what will be the time frame during which we will be able to reach that 160 MVA capacity and complete utilization of 9500 MVA total capacity?
- Moderator:** Thank you. The next question is from the line of. Please go ahead.
- Unknown Analyst:** Yes, hello. My question is, how is the revenue model with the government and private players? Good afternoon, sir. My question to you is, how is the revenue model with the government and the private players?



- Vee Rajmohan:** Yes, it is something around, last year it was around 50 and 50. Government is 50 and non-government is 50. But this year it is slightly reduced to almost 40-60. 40 will be the government and balance 50 will be the private.
- Unknown Analyst:** Okay, then what about the contribution from the government and the private players to the total revenue?
- Vee Rajmohan:** Yes, that is what I am telling you. This 40% will be the government and balance 60% will be the non-government, private sectors.
- Unknown Analyst:** Okay, okay. I understood. That is it from my side.
- Vee Rajmohan:** Okay
- Moderator:** Thank you. The next question is from the line of Vinit, who is an individual investor, please go ahead.
- Vinit:** Good afternoon, sir. Sir, I just wanted to understand like, are we focusing too much on margins and losing out a little bit on the top line? I mean, just because like, if we see the larger players, like transformers, rectifiers, all these players, bigger players even they are guiding a little north of 30%-50% sort of a growth. And you are guiding on the lower end. From the current plant itself, I think we can do around INR250 crores-INR300 crores of top line.
- Vee Rajmohan:** So, yes, somewhat, yes. What you said is somewhat correct. We are more focusing on the margin also. So, in earlier days, we don't focus much on margin. We were running behind the orders. At any price, we will take the order and execute. But now, we are more focusing on profit-based order. And that's what sometimes we may lose some orders also.
- Vinit:** Yes, sir. I mean, given the demand is too good, like, would you be planning to even if the margins are slightly on the lower end, would you be able to -- are you planning to take the orders aggressively at this moment? Because there is global shortage and the private players are anyways willing to pay a little bit more for this.
- Vee Rajmohan:** Correct. Now, we are slowly switching over to that policy also.
- Vinit:** Okay. So, when can you expect irrespective of the new plan starting, when can you expect the current plan, the current existing plan, 2,500 MVA one? So, this plan to go to the 100% capacity utilization, by which year would you?
- Vee Rajmohan:** Actually, we need some buffer, unutilized capacity is needed. Because we are mostly, almost 40%-50% we are getting revenue from the government. And while posting the tender, we have to quote for the stipulated tender quantity as per the tender condition. We don't know whether we will be the L1, we will get the L1 status or we are in L2, L3. Suppose if we are in L1, the entire quantity may be placed on us.
- So, some sort of buffer utilization, unutilized capacity has to be maintained. And when comes to private, we can take the order accordingly. And while quoting tenders to government, they will be floating for 1000 numbers, 2000 numbers like that.



We have to quote for that. And most of the time, they will divide the orders to have multiple suppliers. Suppose, if somebody doesn't match or the management asked to place the entire order on one vendor at that time it will be difficult to manage. So, we need to have some, at least 10%-20% unutilized capacity to be maintained. And as you asked, year on year, some 20%-30% increase will be there.

Vinit: Okay, understood. And, I think you mentioned that you wouldn't be able to get the export orders from the current plant. So, on the upcoming plant, are you trying to get any overseas vendors for that?

Vee Rajmohan: Yes, we are working on that also. And as of now, we are moving forward and nothing is concluded. So, we are working on it. And the new plant, when the new plant comes up, definitely it will suit the overseas buyers requirement. Okay. We can show much interest on export also. So, we can get better margins.

Vinit: So, on the new plant, where you are venturing into power transformers, are you aiming for more of government orders through that, or is it private itself?

Vee Rajmohan: Both.

Vinit: Let's assume 2-3 years down the line, what we could expect from your order book? Is it 60%-40% private government, or 70%-30%? What can we expect?

Vee Rajmohan: We are trying to maintain 50-50 like that. At any point of time, we need the government support also. Because the government is the biggest purchaser of this capital goods. That is true.

Vinit: But don't you think like, depending on the government itself might because of the tendering process and as you said, the capacity that you have to keep for that, you might be losing some other clients from the private space due to this?

Vee Rajmohan: Yes, that is the reason actually, we are keeping some portion as uninfluenced capacity. And we need government for this, for getting approval, and for getting supply history for higher and higher, larger and larger transformer. We need to supply to the government also. And parallelly, based on that, we can enter to the private market.

Vinit: Okay, sir. That's it from my side. Thanks a lot.

Moderator: Thank you. The next question is from the line of Saurabh, an individual investor. Please go ahead.

Saurabh: Sir, actually, I had three questions. I'll ask the first one. So, I have been going through the conference calls of Supreme Power for the last two quarters also. And I saw that the order book has been consistently around INR50 crores, right? And obviously, they are executing orders also, somewhere in the range of INR25 crores or INR35 crores.

But we never hear any announcement regarding new projects. Just one project I have read in the last 5, 6 months or so. So, is there any place to know more about what kind of projects is Supreme Power getting? And what kind of projects is it getting?



- Vee Rajmohan:** Yes. Actually, very recently, that is 1 month back, we have posted an announcement for getting [50 MVA 3] numbers. That is something around INR11 crores order which we have received.
- Saurabh:** Yes. That was the only announcement I read regarding a new project in the last 6, 8 months...
- Vee Rajmohan:** When the purchase order is small, less than INR1 crores, generally, we don't post it on the website or something. If it is anything big, I thought that will be helpful. See, most of the purchase orders are less than INR1 crores or less than INR2 crores. So, if anything is very unique or any rare customer or a very good big customer is known to the people, so at that time, only we used to announce. So, generally, we get orders less than 2 crores overall like that. So, I don't feel it is necessary to post it.
- Saurabh:** That's fine. And sir, the second question was, in the last con call, you mentioned that the capacity utilization was somewhere around 30%, 40%? And just now, someone in the queue, you mentioned that the current quarter's capacity utilization was around 50%, 60%?
- Vee Rajmohan:** 50%.
- Saurabh:** 50%, right. But if we see the top line, right, it reduced drastically from last quarter. It was somewhere around INR35 crores in last quarter, somewhere around INR33 crores in last quarter. Sorry, somewhere around INR37 crores in last quarter. In this quarter, it was only INR27 crores. So, is there any specific reason for this around 20% decline in the top line?
- Vee Rajmohan:** That is, you are asking about the last quarter. Last quarter means that is March.
- Saurabh:** Yes.
- Vee Rajmohan:** Yes, absolutely correct. Because this is a capital goods oriented product. It's a capital goods. So, most of this transformer industry, they'll be doing, all the customers, they will insist to supply before March. And every year, the last quarter will be the highest revenue. And the first quarter will be less.
- This is the general trend in the industry. The last two quarters the orders booking is very good. Order booking will also be very good. And the revenue will also be very good. That is the second half. And generally, the first half will be less.
- Saurabh:** Okay.
- Vee Rajmohan:** So, they will be more concentrating on March, completion of the project in March. For the depreciation and other things. For claiming depreciation and other things. Generally, this type of project, they will try to complete it before March. So, this third and fourth quarter will be generally high when compared to first and second quarter.
- Saurabh:** And sir, my last question is that the new plant, it is expected to be running in good capacity somewhere around December of next year, right?
- Vee Rajmohan:** Yes, December of next year.



- Saurabh:** Are there any plans to capture the growth that is there in the market? We keep on reading that new tenders are being awarded to multiple players, whether it's for solar or wind or thermal, right? So, are there any plans to try to capture the most from the current plant itself so as to get the maximum growth by the end of 2025?
- Vee Rajmohan:** Yes, there will be significant growth. So, 10%, 30% we are expecting growth year-on-year.
- Saurabh:** Okay. But again, 10%, 30% is fine, but what I wanted to know more about is, are there any plans to capture more from the current demand in the market?
- Vee Rajmohan:** Yes, the market is good. We are trying hard to secure more orders.
- Saurabh:** Okay. Thank you, sir. Thank you very much for your answer.
- Vee Rajmohan:** Thank you, sir.
- Moderator:** Thank you. The next question is from the line of Lakshman, an individual investor. Please go ahead.
- Lakshman:** Sir, my first question is, what is the company's total addressable market, sir?
- Vee Rajmohan:** Addressable market?
- Lakshman:** Addressable market size, running? What is your company's addressable market size, sir?
- Vee Rajmohan:** That is market share, you are asking?
- Lakshman:** Yes, I mean, addressable market size, what is that you can kind of like get the maximum pipeline and the order book size, what it can be for the current capacity, sir?
- Vee Rajmohan:** Actually, now in the pipeline, a very good numbers and volume is very good. And it has to convert. And the inquiry is very good. Something around INR70 crores we have given offer to the customers. And it has to conclude. As of now, we have INR48 crores in our hand. And most of the INR48 crores orders in hand, confirmed purchase orders in our hand. And apart from this, something around INR60 crores to INR70 crores we have given offer to our customers.
- And gradually, this order book will also increase. So, the first quarter, because of the election, most of the tenders and finalization of these orders got delayed. So, now it is improved and we are expecting growth on that.
- Moderator:** Yes, sir. Thank you. As there are no further questions, I would now like to hand the conference over to Mr. Ganesh from Kirin Advisors for closing remarks.
- Ganesh:** Thank you, everyone, for joining the conference call of Supreme Power Equipment Limited. If you have any queries, you can write us at research@kirinadvisors.com. Once again, thank you, everyone, for joining the conference call.



Vee Rajmohan: Thank you very much. On management side, I really express my gratitude for spending this much time with us. And thank you, everyone. Thank you very much.

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