TBI CORN LTD
THE BEST AT CORN MILLING

TBI CORN LIMITED
(FORMERLY KNOWN AS THE BEST INDIA)

CIN: L15400PN2022PLC212368

Regd. Office: A5/3 & A5/4, MIDC, Miraj, Tal- Miraj, Dist- Sangli – 416410 Maharashtra

Email: cs@tbicorn.com **(M):** +91-9423036063 **Website:** www.tbicorn.com

To,

Date: June 08, 2026

The Manager,
Listing & Compliance Department,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra Kurla Complex, Bandra,
Mumbai – 400051.

Dear Sir/Madam,

Sub: Transcript of the Investors' Earnings Call held on June 03, 2026 on the Audited Standalone & Consolidated Financial Results for half year and year ended March 31, 2026.

REF: TBI CORN LIMITED (Scrip Code: TBI)

Please find enclosed herewith the copy of transcript of the Investors' Earnings Call held on June 03, 2026, with respect to the Audited Standalone & Consolidated Financial Results for half year and year ended March 31, 2026.

The transcript of the aforesaid earnings call with Investors/Analysts is available on the Company's website and can be accessed on the following link: https://tbicorn.com/investor-corner/

We request you to take note of the same.

Thanking you,
For, TBI CORN LIMITED

YOGESH LAXMAN RAJHANS
Digitally signed by YOGESH LAXMAN RAJHANS
Date: 2026.06.08 13:08:13 +05'30'

YOGESH LAXMAN RAJHANS
MANAGING DIRECTOR
DIN: 09408693

DATE: JUNE 08, 2026
PLACE: SANGLI

TBI Corn Limited

H2 & FY26

POST EARNINGS CONFERENCE CALL

June 3, 2026

Management Team

Mr. Ninad Yedurkar - Whole Time Director and CFO

Mr. Yogesh Rajhans - Managing Director and Chairman

Call Coordinator

Strategy & Investor Relations Consulting

Presentation

Moderator: Ladies and gentlemen, on behalf of Kaptify Consulting Investor Relations team, I welcome you all to the H2 and FY26 post-earning conference call of TBI Corn Limited.

Today on the call from the management, we have with us Mr. Yogesh Rajhans, Managing Director and Chairman, and Mr. Ninad Yedurkar, Whole Time Director and Chief Financial Officer.

As a disclaimer, I would like to inform all of you that this call may contain forward-looking statements which may involve risk and uncertainty. Also, this is a reminder that this call is being recorded.

I would now request the management to detail us about the business performance highlights for the period ended March 2026, the growth perspective and the vision of the coming years, post which we will open the floor for Q&A. Over to the management team.

Ninad Yedurkar: Thank you Aniketji. Good afternoon everyone. I am Ninad Yedurkar. I am the Whole Time Director at TBI Corn Ltd. I welcome all of you and thank all of you for joining the first post earnings concall for our company. Today marks an important step for TBI Corn Limited in becoming an investor friendly company. For much of the time after our IPO, we were focused on doing the work, but we have taken on board the feedback received from many of you that apart from doing the work, we need to showcase the work as well. We need to highlight. We need to share the good work that the company is doing.

In line with this, we have prepared and uploaded the investor presentation that we are watching right now on the screen. As well as, through this concall, we will discuss much of the progress that we have made, the planning that we have for future, any other questions that you may have.

We are single-mindedly focused on the goal that we mentioned before our IPO and that is to become a INR1,000 crore company and over the last couple of years since the IPO, your company has made tremendous progress. Some of this progress is captured in the numbers that we have given. At the same time, much of the progress is still work in progress. And so that means in near future as well as in the long term, we will be able to see good results of this.

For example, we have invested heavily in research and people. Our work in terms of research, for example, has helped us in, there is a high-yield product, later on we will share on the screen as well, there is a high-yield product for us which is known as Corn Germ and our research on that has managed to help us increase the percentage generated of that particular product. At the same time, our investment in people, for example, has given us support of excellent best of the industry milling teams and the milling teams together with their joint work have managed to reduce our by-product generation and help company focus mainly on the main products that we sell to our customers.

We will discuss a lot more things as we go along, but let me start by giving a brief view of what our company does. We are mainly operating out of Miraj which is in Sangli district in South of Maharashtra. This is Karnataka border, Maharashtra-Karnataka border and that is why you see in the sourcing regions as well, Karnataka remains the main source for us. In fact, some of you must be aware of this, but Karnataka is known for the best quality of corn across the entire world. So, Karnataka corn is considered the best quality corn in the world. And Karnataka, Maharashtra, some parts of Maharashtra as well we source from, these are the main sourcing regions for us.

Our capacity is 390 tonnes per day, so this is across our three plants, we have two plants in Sangli and a plant in Malkapur. All these plants are now in hand, all these plants are now operational. The work that we are putting in capacity increase for after IPO has now come to fruition.

When it comes to core values, I would really like to share this with you because this is what we strongly believe in, customer satisfaction for example, customer service for example. While we are very proud that we are probably the most cost-efficient dry milling company in the entire world, but at the same time what we are really known for in the industry, when it comes to our buyers is the kind of quality that we provide. In fact, we find it always a matter of pride for us that whenever somebody talks to a miller in a company like ITC for example, these millers always say that we need ‘Best India’ quality. And that ‘Best India’ quality is when they are referring to our company because TBI Corn Limited as you know was earlier The Best India that was the name of the firm before we became a limited company. So, these are the core values that we take pride in.

Can we go to next slide, Aniketji? This is a quick snapshot of our journey. This company was started in 1999 by Yogeshji and it started in Sangli working with maize and that is because as I said earlier, we are at the border of Maharashtra and Karnataka. And since Karnataka remains a major producing center of corn, we have many businesses related to corn in our area. So, he also started in corn. He is a first generation entrepreneur, so started with the INR30,000 kind of investment. And gradually he took some good decisions, some good progress that we have made, managed to attach with good customers and today we are where we are. So, as we said, before IPO, we had one plant in Sangli, after IPO we have established another plant in Sangli and at the same time using internal accruals, we have established another plant in Malkapur which is in Buldhana district of Maharashtra. So, we have all the ISO standards and certifications and everything else that generally our customers require.

Next slide please. I will hand this over to Yogeshji now, so he will quickly tell you about what the company does in detail. Next slide please.

Yogesh Rajhans: So, in 90 days, the crop of maize is of 90 days and in 90 to 100 days, when the farmers sow it, then in 90 to 100, it can be sold in the market. And the farmers of Karnataka and this area have complete awareness, they have good training, which company needs which quality of maize. There are different varieties of maize that we make flakes, it is premium grade, it is called Poha quality. The second quality that we use for grits, for broken or flour, that quality is there. And whatever animal feed quality or starch quality is required, as per segregation whatever drying has to be done according to that, the farmers of Karnataka have proper training, they have complete knowledge. So, according to that, the farmer producing company also processes it completely.

In our APMC mandi, its day-to-day auctions are also there. Similarly, in Malkapur, in Buldhana district, the farmers bring it all with a lorry. And the drying and bagging of that thing is done by the trader. According to that, the raw material that comes in the market, which quality is good in it, what are the parameters in quality has to be seen. In this, normally if you see for any commodity, there is moisture content. What is the moisture content we have to take, its size, that is, what is the count size to be taken. And the percentage of foreign particles should be kept minimum.

For this we have our procurement teams across entire Karnataka, Maharashtra, in Maharashtra, Jalgaon, Muktai Nagar, in MP also, in different districts, whatever warehouses are there in different districts, along with that, whatever companies are there, like Cargill India, with them also our team does day-to-day communication, whatever material is coming in the market, whatever quality we need on it, its procurement is done by our entire team. And I also mainly work in sourcing / procurement. So according to that, whatever material we have to take for our company, the quality required, and then there is storage. In storage, we have silos as well as internal warehouses and external warehouses. Both these facilities are available. In the silos, excellent storage results at minimum cost. Later, if it is needed, it has to be fumigated. And after fumigation, we can take it in the process. When we started the dry milling plant, after starting we have taken machines from various companies. Stage by stage, every year, we did our surveys regarding which company has a specialty in which machine, which company has experts for which machines. For example, which company works in destoning. For magnets, which company is good. Which company is good for de-germination. So according to that, in Sangli plant, stage by stage, we have installed the machines from the companies with expertise. So, the new capacity we have in Sangli plant is through and through semi-automized and the related hygiene is maintained as well.

In packing and storage, we have finished products. For the finished products, as per the requirements of MNC companies, they are stored in gangways as per storage conditions. Also, they are stored according to the FSSAI rules and their life cycle. For example, maize that we take from the farmer, we can store it for a year, two years, 2.5 years, because it is a whole commodity. But once we take it for the processing, as we get closer to the finished product, its shelf life decreases. So as the shelf life decreases, required fumigation has to be done with methyl bromide or aluminium phosphate, according to the standards and procedures. We have a whole skilled team in the finished good godowns and they complete the entire process with proper fumigation will dispactch.

Ninad Yedurkar: Next slide please.

Yogesh Rajhans: Now in this, we have developed the procedure for manufacturing customized flakes, different from the market procedure. We have customized according to the requirements of buyer in terms of the size of the flakes or the thickness of the flakes needed by the buyer. If they want poha from maize flakes, then buyer need thick flakes. For namkeen or farsana, less thickness is required. Based on colour or ingredients required, machine has been customized. From the de-stoner to polisher, our R&D team has taken the polisher from China, some required machinery from Turkey. So it is designed in a unique way. Then before finalising, we have the cooking procedure and the procedure of drying. This is called raw maize flakes because we supply it to the namkeen industry and companies that make flakes from it. If we roast it, then it can be sold as 'ready to eat'.

Next slide please,

Ninad Yedurkar: Next slide please,

Yogesh Rajhans: If you look at Maize as a raw material and its capacity requirements & utilization from the customer's viewpoint, for example, in Yemen or Colombo, Sri Lanka countries, the premium quality maize from Karnataka goes directly into food after pre-cleaning and cleaning. This blood-reddish maize variety is the set quality across 12 months of the year and available only in Karnataka. This way, our export division works on the pre-cleaned & cleaned Indian yellow maize which is exported as well as sold domestically. If you see, Indian maize is completely non-GMO. Non-GMO means that there is nothing genetically modified in it.

If you see the agreements and contracts going on between America and India in agriculture, then it was the pressure of America on India that you take our maize, because their maize is GMO, it is genetically modified. Where Indian farmers produce from 50 quintals to 60-70 quintals in an acre, the GMO that these countries make, they produce minimum of 200, 250 quintals. So even their import price at JNPT for India, they are more efficient in parity than our own maize price. But ours is organic, we do not modify it genetically, so this seed is the best quality for the whole dairy industry, poultry industry and humans. So for this quality, we get an extra premium of $25 to $40.

The corn germ that we are seeing, what happens with corn germ is that our automized plant in Mumbai, and the customization we have done in the domestic plant, we are maintaining the percentage of corn germ at 4%, 4.5%. The value of corn germ in the oil industry is good. The by-product that comes out of corn germ is also for animal feed, its also good, And for germ, our R&D team has been working for 3 years. While we were at 1% or 2%, now we have achieved 4 - 4.5%. Our target is to achieve 6% to 8% germ. The endosperm in the maize, as we separate the endosperm, in wet milling, it can be easily separated after de-germination. In dry milling, we give it only as much moisture as is necessary. The germ quality that we have to extract, and the percentage of oil that has to be maintained, we have developed and customized the machines for this. So overall the germ percentage and the value addition to our company has been good.

If you look at broken maize as a product, broken maize, domestically, in India, is used by small grih udyogs and SSI industries to make extruded snacks; corn pipe, cheese balls, all these things are made from broken maize, by domestic small industries. Now Corn grits. If you see stage by stage, for maize, we do pre-cleaning and cleaning, after that we do degermination. In degermination, a portion is extracted for animal feed. In the animal feed industry, it is used as a filler as well as directly fed to buffalo and cow for milk. They like it a lot. To increase the production of milk, it is used in all places. For this, in Mumbai, since 2001, we supply to all the buffalo sheds in Goregaon, Aarey Colony, outside Mumbai, on Gujarat Highway, in Vasai, we supply there. Now along with Maharashtra and Mumbai, we have developed new market in Gujarat. And in Maharashtra, in Vidarbha, Marathwada, we have developed good parties for cattle feed.

Lastly, we have corn grits - our hot product. Corn grits is a running product in extruded snacks. For Corn grits customers have different specifications. Like in MNC's, ITC has launched Bingo, in Prataap Snacks, they have launched their own brand. So according to their certificate of analysis, we make grits according to their requirements, from 101 to 110, there are different varieties. And the market of extruded snacks is growing so much, that every year, in Dubai, they have their own Gulfood, so in Gulfood, from all over the world, all the companies come to present, what is the new development in extruded snacks, what new products are they launching. Along with this, Corn Grit is being used in breweries, pizza base, pizza base also uses corn grits, whwere fine grits are being used.

So the market of extruded snacks, if we look at it day to day, the market is growing day to day. And in grits, we have complete capacity. So in the market, we can target new buyers, small scale industry, and we are able to supply it to as many customers as possible.

Ninad Yedurkar: Next slide please.

Yogesh Rajhans: We have all the required licenses, from FSSAI, and our Spice Board, the IEC. We have all the permissions for all the licenses from all authorities. There are companies, MNC's companies, export companies, with whom we have ongoing relationship for 10, 12 years. Our presence in exports, is in the Middle East, Africa, the Gulf, and in the Far East, Malaysia, Vietnam, and we are capturing other countries too.

Ninad Yedurkar: Next slide.

Yogesh Rajhans: Competitive advantage, in this slide, main is the procurement skill of The Best India, and TBI Corn. In the skill of procurement, it is commodity market. Our procurement team works on the basis of the government's policies for ethanol, for the starch industry, and what we need to do in food industry. Mainly, the market has ups and downs. In this, there are two proper crops of maize. In Maharashtra, there is Kharif and Rabi. The Kharif crop comes from October-November. From October-November, the Kharif crop goes till January-February.

The second crop of Rabi, comes from March 15, March 20. It goes till June 15 to the end of June. Just like Maharashtra's Kharif and Rabi seasons, but before October, from August 15 to the end of August, Nizamabad, and the entire Andhra area, has crop availability. After Nizamabad and Andhra, the crop of Maharashtra and Karnataka comes out. Maharashtra and Karnataka crop is available till January-February, after that, MP enters. The crop of MP starts in December. In some districts, in Chhindwara and the belt around, the second crop comes after March-April. In March-April, crop of MP and Maharashtra as well as the crop of Karnataka and Nizamabad-Telangana, is also available. After that, the crop of Bihar also comes out in the month of May. In Bihar, Gulab Bagh, Purnia, in this mandi, the crop is available. As the pressure of Bihar decreases, immediately after that from June 15 or the end of June, the crop of UP comes out.

In all of India, if you say that you want corn, then the crop of corn is available always. What is the expertise in this, depending on the season in an area, selecting corns, the quality corns that are required, those quality corns are separated, transported from the local warehouse to the silo, and the storage or warehousing wherever our arrangement is. There's our whole procurement team in, the up-downs of commodities, the market survey. If you see in the market survey in the prices of maize, last year when the ethanol industry was in full support, the ethanol industry was buying at INR24, INR25, and the price for food variety was INR28, INR29.

So when the prices get so high that minimum 30%, 40% of the prices are hiked, then here our whole expertise comes in. In the season, whatever storage we did from INR20, INR22, to INR23, INR24, our whole 90 to 100 days storage, it supports us a lot that we can supply the same quality consistently to our MNC customers, export customers at the same rate.

So this way, our raw material procurement continues with our district-wise, region-wise heads, and the whole raw material procurement team, through 365 days, depending on the quality at every place.

Ninad Yedurkar: Next slide please. Thank you, Yogeshji. So this is a quick snapshot of the business highlights, that we've achieved in second half of last year, and the entire financial year, 2026. As the first point says, some of you might remember that in the last presentation that we'd uploaded, we had mentioned that our capacity was 350 TPD. The 40 TPD additional capacity that we wanted to activate in Malkapur plant has now been operationalized. So that has come in hand now at the end of March 2026. Our volume growth has been extremely strong, as these numbers highlight as well, so about 44% year-on-year increase is what we have witnessed.

About direct procurement, this is something that we are especially focused on and proud about, because I mean direct procurement as you can imagine means buying directly from farmers, and the more we buy directly from farmers, we are going to get better rates. Obviously having said that this can never be a huge number. I think we are nearing the maximum number that we could achieve because we need to find bigger farmers, we need to find farmers who will be able to provide this kind of quantity that is required for us. And so obviously this number can never become 75% or whatever. This number will always be in this range but we have now reached 25% which I think is a significant improvement that we have made in this year. Rest of the points I think are pretty self-explanatory.

Another point that we are quite pleased about and I think our investors would also be pleased about is operating cash flow. So, that has become positive now at INR33.41 crores.

Should we open this for question-answer now? Probably we have taken more time than we were allotted.

Moderator: Yes, sir. Yes, sir. I think we can start the question-and-answer session. [Operator Instructions] We'll take the first question from Murtaza. Please go ahead.

Murtaza: Hi, sir. Good afternoon. Congratulations on the good set of numbers and the strong volume growth. I remember we had met in the investor conference in Delhi. So, sir, I just wanted to understand a little better regarding our TBI maize processors unit that is 100% export-oriented unit. So, earlier last time you had mentioned that there were some approvals and paperwork pending for it to operationally start and I just wanted to understand what sort of progress has there been and where exactly are we?

Ninad Yedurkar: Yes, thank you. The entity that we are talking about, TBI Maize Processors Private Limited., that plant is now operationalized. So, that's the progress that we have made. So, that is now operationalized. It has started production. It has started exports as well. And in 2025-2026, TBI Maize Processors Private Limited has generated a revenue of INR12 cr. So, that entity has become operational. Where it is right now in terms of documentation, in terms of the permissions is we have applied for the full OC. So, I think we had discussed last time possibly this part as well. And the occupancy certificate, full occupancy certificate that we need to get from JNPA authorities, we are waiting for that. And probably it will take another one and a half months, couple of months or so. And once the OC is complete, then we will be able to bring it under TBI Corn Limited.

Yogesh Rajhans: Sir, I would like to add a little to this. TBI Maize Processors Private Limited, was awarded by JNPA authorities and the Port Minister three days ago that in the SEZ, our unit became operational fastest. In Mumbai, was received by Ninadji and Avanti ma'am by attending that award function. In SEZ, we have shown the same performance as we have done expansions here. All the units in SEZ till date, it takes them 6 to 8 years to become fully operational. For TBI Maize Processors, we have made it operational before 36 months from the land procurement. This is a very proud thing for the company and family.

Murtaza: Yes sir. That's very great. Sir and others just wanted to understand better regarding this only. So sir, what are exactly the geographies where we have tapped in in terms of export oriented, because earlier you were mentioning that we will be able to see better margins here. So sir, if you can throw some light on that.

Ninad Yedurkar: Yes sir. As you correctly said, we have obviously Gulf, entire Gulf area, GCC area and East Asia as well, Southeast Asia. So for example, Malaysia, Vietnam, these remain the focus, Cambodia as well. So these remain the focus and these remain our main export zones as well. But as you correctly said, export is something that we need to work heavily on, because by nature, by culture, our company was never export-oriented. So that's something that we are trying to change and TBI Maize Processors Mumbai unit, because it's 100% export oriented unit, things are now falling in place that has pushed us as well to look at export as an important area of growth. So I mean, our exports, for example, have now almost become two and a half times this year as compared to last year.

It obviously still is a very insignificant number as compared to the total revenue that company is able to bring in. But still, from about INR12 cr., kind of export revenue, we have reached about INR30 cr., kind of revenue this year. So now we have a dedicated export marketing team as well, which is working on these things, developing new markets. And to come to your point, I mean, we are precisely looking at Japan and Korea, these kind of markets or Kellogg's and Nestle kind of companies as well, which are more premium, which are more -- they're not that margin sensitive, but they are more hygiene-sensitive. So these kind of companies and these kind of markets, we were not able to penetrate using TBI Corn Limited's current facilities till now. That hygiene sensitivity, that quality that they need is something that we'll be able to definitely achieve from our Mumbai plant.

Some of you who have recently joined us and probably were not a part of earlier investor conferences, TBI Maize Processors in Mumbai is an entirely 100% export oriented unit and it's an entirely automized Bühler designed plant. Bühler is a Swiss company, which is a leader in manufacturing of milling machines. So that will help us, as I said, get into premium markets.

Murtaza: Understood sir and, roughly, what kind of margins can we expect? I mean, just from the export department, I mean, vertical.

Ninad Yedurkar: So if we look at GCC and for example, East Asia, it doesn't make a lot of difference in margins. Because honestly, I mean, GCC, as you know very well, most of the purchase managers are Indians anyway, right? So they know what is happening in India. They know what are the prices that are prevalent in India. So the margins in export are not really significantly different from margins in India. But as we said, once we manage to get into Japan, Korea kind of markets, then things will definitely change, one. And second is when we will be able to use import in JNPA, things will definitely change. So as Yogeshji said sometime back as well, in India, genetically modified corn, we are not allowed to import.

So we are not allowed to import maize in India. But the JNPA SEZ is, because it's an SEZ, it's considered foreign territory. And so that is where we will be able to bring maize as well, as long as we process it and send it again outside of India. So the things like this, this year, we are hoping will be able to contribute significantly.

Murtaza: Understood. Sir just a final question, are there any factory audits going on from our international clients regarding, as you said, they really care about the hygiene and the facility cleanliness. So are there any big brands currently undergoing something of this sort?

Ninad Yedurkar: Yeah, they do. We are now in the stage of talking to them, showcasing to them what we have. We have completed a couple of rounds of video call, where on video calls, they check the kind of facilities that they have, sending samples to them for testing. We have reached that stage right now. The audit stage will come after this. So it typically will take another three, four months, six months or so for the entire contact to become operational.

Murtaza: Understood. And just roughly what sort of mix are we seeing in the export? What can we expect export to as a percentage of revenue to be by end of FY '27, '28?

Ninad Yedurkar: What we're targeting right now is 20%. That's the target that we have kept for ourselves. Right now, our exports are about 10% of the entire revenue. So that's the target with which we are working on this year.

Murtaza: Understood. And sir, are we planning for some sort of additional, I know it's not dry milling the corn flakes part of it, but from what I recall, it has good margins. So for the export oriented unit, are we planning to add on such machinery or something like that?

Ninad Yedurkar: Our export oriented unit has a capacity of 240 tons per day, in terms of not the production capacity, but in terms of space and the machine layout and half of the machines. So we can increase the capacity as we go along. Right now, 120 tons per day is what we will operate with. And then gradually as we go along, we'll add the capacity. But to be honest, this decision of that additional capacity, should it come with corn grit kind of products, the dry milling products, or the corn flake kind of product is something that we are right now not 100% sure of. We kept the both options open. So we are flexible in terms of the machinery there that once we make a decision, we will be able to implement it either of the ways.

Murtaza: Understood. Sir, but it's currently 120 tons per day is totally dry milling for now, with a new facility. Understood. Thank you very much. Thank you..

Moderator: We'll now take next question from Shubham Agarwal. Please go ahead.

Shubham Agarwal: Hello. Am I audible? Okay, great. Good afternoon, Ninadji and Yogeshji. Congratulations on a great set of numbers you have given for H2 FY26. And really heartening to see company recording a positive operating cash flow in the full year as well. As at the same time recording such healthy growth in top line and bottom line as well. So, I must say this is one of the most consistent agro processing companies that I have been tracking and it's great to see the results.

So I had a couple of questions. My first question was on the utilization numbers that you have posted. The 72% utilization number, is this on the 350 TPD capacity or the Malkapur capacity is added when you say 72%?

Ninad Yedurkar: It is on 350 tons per day. So right now, I mean, when we look at 350 tons, we say that 150 tons per day was our old capacity in Sangli. Another 120 tons per day capacity we have added in Sangli after IPO. And Malkapur plant is 120 tons per day. But out of that only 80 tons per day was available to us in FY26. So that 150, 120 and 80. So that's the 350 tons per day capacity that this 72% number is based on. The additional 40 tons per day Malkapur has come in hand at the end of March. So this year we will able to utilize it.

Shubham Agarwal: So 72% is without the addition and this year you will have the whole of the 40 TPD as well to add in your production capacity. Okay. Just another question I had was you mentioned that you had applied for your OC of the TBI Maize plant. So when can we expect it to come like and when are we planning to consolidate in this half year into TBI Corn as well?

Ninad Yedurkar: That's what we are targetting Shubhamji, this half year. So we are following up on this quite rigorously. But the process takes a bit of a time with all the rules and everything else that are in place. But couple of months is what we are hoping to achieve it in. Second quarter, I mean first half year, I think we should be able to consolidate.

Shubham Agarwal: Okay. So basically H1 we have taken the target that we will try to consolidate. Great, great. I think once that happens, there will be a good room for us to grow further our business. So okay. Thank you so much for taking my questions.

Ninad Yedurkar: Yes. Thank you Shubhamji.

Moderator: Thank you. Now we will take next question from Madhur Rathi. Please go ahead.

Madhur Rathi: Sir, thank you for the opportunity. Sir, I'm trying to understand the gross margin have decreased during this second half, whereas I look at any other corn processing player, although in wet milling side, everyone's margin has improved. So why is this difference versus the industry for us?

Ninad Yedurkar: So there are two reasons we feel for this. One is, I mean, if you look at our EBITDA margin, it's almost the same as last year. Minor reduction, but almost the same. But higher depreciation this year, I think has reduced gross margin a bit. So that's one reason. Second is, we had a bit of a problem, a bit of an issue to deal with in last month, 1.5 months or so of last year as well. So that is where, especially with the increased prices of plastic, for example, the bagging, because all our bags are PP bags, which are typically 50 kg, 55 kg, 60 kg bags. So those kinds of issues have troubled us a bit. So those are some smaller things that have contributed.

Part of our export, as we just discussed, has gone into TBI Maize Processors as well. So these are the kinds of things that have affected it a bit. But EBITDA margin, by and large, has remained constant. Madhurji?

Moderator: We'll take next question from Udit Sehgal. Please go ahead.

Udit Sehgal: Yeah, good afternoon, sir. Sir, you have given a guidance of 35% growth FY28. What exactly are our capacities and how do we intend to achieve this? Like what's the roadmap for that?

Ninad Yedurkar: I mean, as we were just discussing, currently we are at 72% capacity utilization. So if I break it across plants, then our old Sangli plant, 150 tons per day plant, it is running at almost 96%, 97% capacity utilization. And the new Sangli plant, as well as the new Malkapur plant, they are yet to reach that kind of level. And that's why the average capacity utilization is about 72%. So this year will be a year of consolidation for us. So this capacity utilization will definitely increase. So that's one source of growth that will come in. And as we were just discussing, TBI Maize Processors will also get consolidated this year. So effectively, once it happens at 390 tons per day plus 120 tons per day, that will be our capacity. So that will be another source of growth that you mentioned.

Udit Sehgal: So that 120 tons, sir, how will that come in? It's like a wholly-owned subsidiary or some share swap?

Ninad Yedurkar: Yeah, it will be a share swap. So it will be a completely 100% owned subsidiary of TBI Corn Limited.

Udit Sehgal: And how do we see the margins going forward, sir? Like maize prices are pretty benign. And so, I mean, is there any scope for increase in the margins? And suppose the maize prices go up, is it a direct pass-through or there could be a lag in that?

Ninad Yedurkar: That is where I mean, we would really like to be honest and tell you that we don't expect margins to increase much. And that is because our customers, for example, if we take ITC, they are quite well aware, in fact, more knowledgeable sometimes than us about maize prices, the trends and everything else. So our relationship with these big clients, our margins with these big clients are pretty straightforward. I mean, it's really raw material price plus the processing cost that we have, which they are well aware of, plus the margins that we require. So it's really that straightforward. So the percentage margins kind of remain constant. So they will never go below 5%, 5.5%, 5% or so, they will never go above 9% or so. So that's the range that we will always remain in.

Udit Sehgal: So the margins that were slightly down in H2, is that like a seasonal trend or, I mean, it doesn't matter?

Ninad Yedurkar: No, it does matter. It does matter. I mean, for example, if you look at the two halves of the year, in second half of the year, our volumes and revenue is always a lot higher as compared to first half. And at the same time, in first half, the margins are a lot better. And that happens because as earlier Yogeshji was mentioning, the two main crop periods for maize in India coincide with the second half of financial year. And so that is where corn is available in huge quantities. And that is where the margins are lesser because many people will be in the market to sell. Whereas in the first half, only those people who have considerable stock in hand will be able to serve customers. And that is where margins are a bit higher.

I think our margin increase will substantially come as we had just discussed with -- if we make headwinds in export market with some premium customers and premium markets that is where it will come from. Or another plan that we're working on is opening, for example, a subsidiary abroad, for example, where we will be able to store. And then once we have the storage available, we will be able to sell it quickly at higher prices.

So right now, typically the way export works is we get an order for 10 containers, 20 containers, we produce it and we produce it and then we ship it. Whereas if we have 10, 20 containers standing there, then people who are buying regularly from the market, will be able to serve and will generally produce higher margins.

Udit Sehgal: Okay, sir. Thank you. That's it from my end.

Ninad Yedurkar: Thank you.

Moderator: Thank you. Now we'll take next question from Darshan Chandra. Please go ahead.

Darshan Chandra: Yeah. Congratulation on the great sets of numbers. As said in the investor presentation of 35% growth, you have delivered 44% or 45% growth, volume growth. But sir, as we met in the earlier conference now, you had said that your CapEx is done fully, so due to operational efficiency, can we see a little bit increase in the EBITDA margin from 11% to 12%? And the corn prices has also been stuck in the range of 20 to 22. So can it be possible a little bit of that?

Ninad Yedurkar: We will try, sir. Definitely. We are working hard for it. But practically, honestly, there is some doubt about it. We'll see how things go. Because, as I just explained, the percentage of margin is kind of fixed with the big customers. We can get more margins from the small customers but the big customers the margins get fixed, so it won't make much of a difference. But some of the activities that I mentioned that we want to do, we are thinking about it, working on it. If it is fruitful, then it will reflect in the results.

Darshan Chandra: Sir, in the last H1 result, in the investor presentation, you had written that due to some operational starting of the new plant, it was a little bit operating margin was less. Now everything has been done. So we can see a little bit of a jump up in the margin.

Ninad Yedurkar: That I agree with. That's something that we also...

Darshan Chandra: Because what the market like, a little bit increase in the EBITDA margin, it already reflects in the bottom line. And when the bottom line increases, the investor and the company already means it performs well.

Ninad Yedurkar: That I agree with. Because obviously, I mean, most of the expenses will kind of remain fixed while more revenue will come in. So from there, we'll definitely see this coming in. That's what we're targeting now.

Darshan Chandra: So operationally, it can increase, no, sir? Thank you. Thank you. If another question, I will be in a queue.

Ninad Yedurkar: Thank you. Darshanji.

Moderator: Thank you. Now we'll take next question from Gunit Singh. Please go ahead.

Gunit Singh: Can you please share the current financials of our associate, the TBI Maize Processors, which we plan to merge?

Ninad Yedurkar: Financials in the sense, right now, I mean, this FY25-'26, the total turnover is about 12 cr., INR11.89 cr., if I remember correctly. So that is the revenue that we have generated. Obviously, this is the first year of operational, first year of operations for it. I think we started in December, January-- December last couple of days or January that is when actually the production started. So we got about three months or so, kind of March kind of was lost somewhat with the war issues and those kind of things. But that is how the unit is operational right now. Was that the question?

Gunit Singh: Yeah. So, I mean, if we annualize it, we can expect about INR50 crore, INR60 crore revenue in FY27. Is that fair or something more than that? And what's the revenue potential and margin profile there EBITDA margins?

Ninad Yedurkar: So eventually, the number that you quoted, we are also targeting. But whether that will happen this year, we have doubts about it. Because generating a INR150 cr., kind of revenue from a 120 TPD unit...

Gunit Singh: No, I said INR50 cr., sorry.

Ninad Yedurkar: INR50 cr. Oh yeah, yeah. I thought you mentioned INR150 cr., sorry. But yes, once we obviously have it entirely operational, and once we manage to reach 96%, 97% kind of capacity realization, then even a 130, 140, 150 number will be able to achieve out of that plant. And again, as we just discussed, we have an option of increasing capacity in TBI Maize Processors. It will not happen this year, but once everything is stabilized and once we feel that we are able to utilize it well, we will be able to increase from 120 to 240 as well. That will require about 3 months, 3 months of work or so. Once we decide to do it, we will be able to increase the capacity.

Gunit Singh: Got it. So what is the margin profile there? I mean, pardon me if I missed it.

Ninad Yedurkar: So margin, as long as we serve the same customers that we are serving right now will remain the same. It's only as we discussed, it's only when we get into premium customers, premium markets, then we'll be able to see a slightly different margin.

Gunit Singh: So it's similar to our TBI listed company margins.

Ninad Yedurkar: Otherwise, right now, if we serve the same customers, it will be similar. As I said, a couple of points. One is that premium market point and the second is if Indian prices go high, and then if we're able to bring import corn from outside - South America or North America, then margins will be heavy.

Gunit Singh: Got it. And the merger, that will be done on the net asset value of the TBI Maize Processors? Or I mean, will it be margin, I mean, margin accretive for the listed company or…?

Ninad Yedurkar: The current, the team is working on it. CS / CA team is working on it. So probably in a month's time, , I'll be in a better position to share exact details with you. But it will be at really the least possible value. Promoter is really not trying to make any money out of it. Our focus remains TBI Corn Limited.

Gunit Singh: Got it. So basically, what is the net block of that TBI Maize Processors, the value, total CapEx that went into that?

Ninad Yedurkar: It's about INR32 cr., because it's a completely Bühler designed plant, as we said, completely automized plant. All the machinery is imported machinery. So that's a higher investment kind of unit.

Gunit Singh: Got it. So, I mean, from the discussion, is it fair to assume that the merger would be closer to such a valuation?

Ninad Yedurkar: Sorry, closer to?

Gunit Singh: Closer to such a valuation, I mean, the CapEx to put in that plant.

Ninad Yedurkar: Yeah, but not entirely. INR32 cr., was put in by promoters. So obviously, we will take into account that as well. And accordingly, we will have the ratio decided.

Gunit Singh: Got it. And you directly procure 25% of maize requirements. So I want to understand what kind of margin benefits do we get from direct procurement? And like Madhur mentioned earlier, most of the listed players in the, I mean, which use maize as their raw materials, they have shown better margin profiles. So are there any efforts to increase direct processing -- direct procurement, sorry, direct procurement of maize?

Ninad Yedurkar: Yes, we do have a plan to increase direct procurement. We try to do that. Direct procurement increases the margin a bit as compared to buying it from suppliers, brokers.

Yogesh Rajhans: We are trying to work out agreements directly with the big farmers for 3 months, six months, according to the quantity, so they also get assured a fixed price and they also increase the production in the area. We are still in talks but we have not got results till now.

Gunit Singh: So generally, what is the margin difference if we procure directly?

Ninad Yedurkar: Generally, what happens is, you might know that when a farmer brings a truck to the factory, we have to immediately pay for it. He has to immediately get the cash. The only thing is, if we have cash available, we will pay it. So we will get the cash discount. And if we don't, then the broker will pay the farmer. We have to pay the broker. So the cash discount is the main difference in terms of margin. That is when it comes to the ability to pay. If we do direct purchase, what happens is that we save broker's commission. So that is the difference. So typically, we are looking at an increase of about 1, 1.2 percentage.

Gunit Singh: Got it. So what are the targets? I mean, do we plan to increase direct procurement above 25%? What are the targets? I mean, if you have any internally?

Ninad Yedurkar: We are continuously working on it. Before two years we had 12%, 13% we have brought it gradually to 25%. But we feel the next growth in that number will not be really that quick, that high because it might get difficult. Because as I said earlier, we need big farmers who can supply this much quantity regularly. So there is a bit of a problem there. And we have also explored this option that contracting with a farmer and those kind of things, as Yogeshji mentioned. We are thinking a little bit about how we can do it. Because as you know, farming community is slightly unreliable, if you don't mind the word. They are very well protected as well. So we have to be very sure that whatever agreement we get into, we get good results of it eventually.

It shouldn't happen that the price increases in the market and we don't get it and they sell it outside. So that's a bit of a risk. So that's why we are going slow and steady, making sure that we get good results.

Gunit Singh: Got it. And you had mentioned previously that the germ extraction used to be 0%. And we have taken it up to 4.5%, which has increased the margins by about 75 basis points. So, and you also mentioned that the target is to reach 8% germ extraction, which will add 100 basis points to the margin. So, have we made any progress in this?

Ninad Yedurkar: Yes, there is a lot of work going on for the germ percentage. We are extremely proud of what we have achieved till now. And as you correctly said, there is a lot of room for improvement. Most of the companies in India who operate in this sector generally have 0% corn germ production. So it used to be the case with us as well, 4, 5 years back. But gradually we are putting work, a good team is in place to look absolutely at this only. So they focus on this particular part only. So that is happening now, gradually increasing. From 4.5% to 8% is a kind of ideal dream scenario. We don't know when we will reach it. But definitely 6%, 7% we feel are reasonable targets to keep. We should reach in 2 years.

Gunit Singh: Got it. And FY27, what should be our germ extraction percentage? And what benefit can we see in terms of EBITDA margins from this, if any?

Ninad Yedurkar: So 5.5% is what we have kept as a target, 5.5%. So it seems that it will definitely cross 5%. 5.2% looks like definitely achievable again. 5.5% is the target for this year.

Gunit Singh: Got it. And how would this impact EBITDA margins? What is the benefit?

Ninad Yedurkar: Benefit will come, sir. Because otherwise, corn germ, typically if we don't separate it, then it will go to cattle feed only, to animal feed. So animal feed, as you know, will be the lowest price item for us, whereas corn germ is the highest price item. So we are expecting another at least 25 kind of points contribution from this.

Gunit Singh: Got it. So I mean, according to you, we are on track for this 33% revenue growth and better margins in FY27.

Ninad Yedurkar: That's the target, definitely.

Gunit Singh: Got it. And in terms of working capital, what exactly have we done? Have we renegotiated contracts? Because if we look at the trade payables, they have increased. So I mean, is it so that we have renegotiated contracts with our dealers? And also, I mean, what have we exactly done which has led to this positive operating cash flow?

Ninad Yedurkar: Can you repeat?

Gunit Singh: So this positive operating cash flow that has happened, so what steps did we take for this? What initiatives did we take in this financial year? Did we renegotiate any contracts? What are the main reasons for this? And is this sustainable in FY27?

Ninad Yedurkar: Definitely, sir. Now we feel it's sustainable. I mean, as you correctly said, we've kind of reached a volume stage where with suppliers as well as with the customers, we are able to better negotiate the rates. We always see this with the customers as well. So ITC, for example, if someone is taking INR26, they will buy from us at INR26.10, INR26.25, that kind of range as well. And that typically happens because they know that we will be able to supply consistently the same quality, ensuring that their plant never shuts off, keeps on running. So this happens with the suppliers as well. If we have a big contract with the suppliers, it makes a difference. That is what we are witnessing quite regularly.

Our inventory control has also improved. For a good volume where our business was, we were having a slightly higher level of inventory because of that worry, because it's a very…. however proud we are about our knowledge about maize finally, it's an agro-commodity. Prices can fluctuate, prices can change. So that's why we kind of we're playing always the safe game of having inventory in hand. But now we feel that the inventory in hand is kind of sufficient even though volumes are increasing. So volumes have increased, but in the same percentage, inventory has not increased. So that I think is one main reason.

Apart from it, as one of the earlier investor friend was asking and we talked about it, that suppliers, farmers or our suppliers, if we can pay them immediately. So for example, if you see in payables, then the number of payables will increase a bit. So part of it is with RXIL, we have taken a new facility. It is a non-recourse facility given by RXIL.

So that means we use the farmers for immediate cash payment. So we get good returns from there, for example.

Gunit Singh: Okay, got it. Thank you very much, sir. I will join back the queue.

Ninad Yedurkar: Thank you, Gunitji.

Moderator: Thank you. We'll take questions from the chat. It's from Gursidak Makhija. What is the volume and revenue expectation for FY27?

Ninad Yedurkar: Like we have given in the presentation, so this is the -- I mean, we kind of have that as a target. So if I remember correctly, we have given 35% in the presentation, can we go back to it or should I just read out the numbers?

Vinay Pandit: Sir you can just read off the numbers.

Ninad Yedurkar: Okay. Sir, when you see the presentation, you will see that we have given it on page number, just a moment. Apologies, I am not able to, yeah, got it now. So it is on page number 30. So typically that 35% CAGR target till FY28. So that's what we had put in last year and same progress that those kind of numbers is what we are generating and those kind of numbers is what we are targeting as well going forward.

Moderator: Sir, we'll take one last question from Darshan Chandra. Darshan, you can go ahead, please. Darshan, please unmute your line.

Darshan Chandra: Yeah, I'm audible, sir.

Ninad Yedurkar: Yeah,

Darshan Chandra: Sir, you have told us two things and I want to ask two questions. With a capacity of 390, we can reach INR550 crore turnover from TBI Corn?

Darshan Chandra: For this year 35 -- 300 to it will go to 410 and from 410 to it can go to 550 turnover,

Ninad Yedurkar: Sir, with a capacity of 390, roughly I would say around 480 we can go. That is obviously when all plants are running completely operational and those kind of things, 96%, 97% kind of utilization which we are targeting eventually. So that much can go, definitely.

Darshan Chandra: Okay. And sir, you had told us and now Yogesh sir has told us, there were a lot of questions about the TBI Maize Processor, everyone was worried that the promoter will reverse merger it and increase its stake in the market. So you have told us that nothing of that sort is going to happen which will be right for us because TBI Corn is the parent company and it will remain the parent company. So investors now do not have to worry on that part. Is it right?

Ninad Yedurkar: Absolutely, sir.

Darshan Chandra: Absolutely. Thank you, Yogesh sir. Once again, lots of investors are worried on that kind of thing, reverse merger or lots of promoters are also doing little bit of bad things nowadays in the SME segment. So it was a lot of worry and that was showing on the price in our prices also. Thanks for the confirmation to the investor community and congrats once again to the company.

Ninad Yedurkar: Thank you, Darshanji. Thank you.

Moderator: Thank you, Mr. Darshan. Sir, would you like to give any closing comment before we end this call?

Ninad Yedurkar: Definitely. I mean, I thank everyone who was present today and not only today, but across all the conferences, across all the calls. Your guidance, I think, is very important for us. I mean, I might have grey hair myself and Yogesh is also not very young now, but as a company in the listing space, we are very young. So it is something that is new to us as well. So, for example, as I said at the beginning, this guidance about the need for us to share with the market good work that we are doing, that has come from your inputs only.

So I really thank all the investors who have been attached to us, who have been with us for this entire period of time through the market ups and downs, which you know more about. But one thing we are very certain about is that your company is doing exceptionally well and it is on the right track with the kind of goals that we have kept for ourselves.

Moderator: Thank you. Thank you to the management team for your valuable time and thank you to all the participants for joining on the call. This brings us to the end of today's conference call. You may all disconnect now. Thank you.