We too in Nation Building

Date: November 27, 2026

To,
The Listing Department
National Stock Exchange of India Limited,
Exchange Plaza, 5th floor,
Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai 400 051

Respected Sir/Ma'am,

Subject: Submission of Investor Conference Call Transcript

Ref: V.L.INFRAPROJECTS LIMITED **SYMBOL: VLINFRA**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the transcript of the Investor Conference Call held on Wednesday, 25th November, 2026, to discuss the Unaudited Standalone Financial Results of the Company for the half year ended 30th September, 2026.

The transcript is also available on the website of the Company i.e. www.vlil.in

You are requested to kindly take the same on your records.

For, V.L.Infraprojects Limited

RAJAGOPAL REDDY ANNAM REDDY
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Date: 2026.11.27 17:42:30 +05'30'

Rajagopal Reddy Annam Reddy
CEO & Managing Director
DIN: 07039573

"VL Infraprojects Limited

H1 FY27 Results Conference Call"

November 25, 2026

MANAGEMENT: **MR. RAJAGOPAL REDDY – CHAIRMAN, MANAGING DIRECTOR AND CHIEF EXECUTIVE OFFICER – VL INFRAPROJECTS LIMITED**
MR. T. VAMSHIKRISHNA – CHIEF FINANCIAL OFFICER – VL INFRAPROJECTS LIMITED

MODERATOR: **MR. RUDRA PRATAP SINGH – KIRIN ADVISORS**

Moderator: Ladies and gentlemen, good day and welcome to the H1 FY27 Results Conference Call of VL Infraprojects Limited hosted by Kirin Advisors Private Limited. As a reminder, all participants will be in listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during this conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded.

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

Rudra Pratap Singh: Good day. On behalf of Kirin Advisors, I welcome you all to the H1 FY27 Conference Call of VL Infraprojects Limited. From the management team, we have Mr. Rajagopal Reddy, Chairman, Managing Director and CEO; Mr. T. Vamshikrishna, CFO.

Now I hand over the call to Mr. Rajagopal Reddy sir for opening remarks. Over to you, sir.

Rajagopal Reddy: Thank you. This is Rajagopal Reddy. Good morning, everybody. Thank you for joining us today for VL Infraprojects Limited H1 financial year 2027 earnings conference call. On behalf of the entire VL Infra team, I warmly welcome all our investors, analysts, shareholders and other participants.

We listed on the NSE Emerging Platform in July 2024 and have now proudly completed more than two years as a listed company. I sincerely thank all our stakeholders and shareholders for the trust, confidence and support you have shown us throughout this journey. Your encouragement continues to inspire our commitment to building a scalable, disciplined and execution-focused infrastructure company.

For those joining us for the first time, let me briefly introduce our business, VL Infraprojects. It is a specialized EPC company with a strong focus on water infrastructure. Our work covers water supply, sewerage network, pipeline procurement and laying, irrigation, civil works, electromechanical, installation and operation-maintenance for the projects.

Over the years, we have successfully completed more than 30 projects and in financial year '26 alone we executed over INR150 crores of orders. We have served more than 25 clients, mainly government, semi-government bodies such as water supply, sewerage boards and municipal corporations.

We are an AA-class government contractor with licenses across Gujarat, Telangana, Madhya Pradesh, Andhra Pradesh and Karnataka, and we now have a presence in eight states. Clients choose VL Infra for our proven execution track record, our integrated in-house EPC model, which gives us greater control over quality, cost and timeline and our long-standing relationship with the government and institutional customers.

Coming to our H1 FY27 performance, I am pleased to share that we continued our growth momentum during the first half of this financial year. Total income grown to 14.14% year-on-year to INR71.79 crores, up from the previous year INR62.90 crores in financial year '26.

Revenue from operations was INR71.70 crores, EBITDA was INR6.70 crores with an EBITDA margin of 9.36% and the PAT was INR3.18 crores.

This half also included our investments in scaling up execution across a larger number of sites and new geographies. These projects mature and building pickups, we expect operating leverage to support our margins going forward. Water infrastructure remains the backbone of our business, while our presence across complementary segments continues to strengthen.

In H1 financial year '27, water pipeline projects contributed 67.33% of our revenue, civil works 20.31% and irrigation and sewerage 12.36%. This multiple segment compatibility allows us to participate in a wide range of government infrastructure opportunities while staying anchored in our core water expertise. On the order book, we have strong revenue visibility as of 30th September 2026.

Our order book stands to INR200 crores which we expected to execute over the next 12 months to 18 months. We received healthy new orders of INR67.05 crores during H1 financial year '27 and we have an active bid pipeline of around INR63 crores. By segment, water pipeline projects make up 80% of the order book, civil works around 15% and irrigation and sewerage 5%. Government client accounts for 80.76% of the order book.

Gujarat remains our core market at 71.77% with Madhya Pradesh, Telangana, Andhra Pradesh contributing a growing share. Several free projects are progressing well and are due for completion between December 2026 and August 2027. These include the Telav water supply, Jalundra water supply, Shela, Adas -- and Abdasa water supply projects and Balasinor water supply and sewerage projects. The outlook for our sector has never been more exciting.

The union budget 2026-'27 has set a record capital expenditure of INR12.2 lakh crores. With this, the allocation for the Jal Jeevan Mission has risen nearly 4 times to about 1INR6,670 crores from INR17,000 crores in previous year allocation. Allocations for Namami Gange, SBM Grameen, PMKSY and National Water Mission have also increased. Together with AMRUT 2.0 and national goal of universal access to safe drinking water by 2030, this creates a strong multi-year growth runway for specialized water EPC companies like Real Infra Projects Limited.

The industry is also moving towards EPC plus operation maintenance model which suits our integrated capabilities perfectly. Going forward, our growth strategy is clear. We will speed up execution across our ongoing projects and convert our order book into revenue. We will grow our order book with disciplined bidding targeting large government contracts. We will deepen our presence in Telangana, Hyderabad, Andhra Pradesh and enter new high potential markets such as Bihar and Odisha.

We will accept our O&M business and repeat orders from existing clients for recurring annuity like revenue. We will improve margins and cash flows through operating leverage, cost efficiency and better working capital management. And we will invest in project management systems, manpower and equipment to support our next phase of growth. With a healthy order book, a strong policy tailwind, a growing multi-state presence and proven execution capability, we are confident about the road ahead.

We are excited about creating long-term value for our stakeholders. Before I conclude, I would like to thank our employees, customers, partners, bankers and shareholders for their continued trust and support. Their contribution has been instrumental in our progress. With that, I thank you all for joining us today. I now open the floor for questions-and-discussions. Thank you. Thank you very much.

Moderator: Thank you very much. We will now begin with the question-and-answer session. The first question is from the line of Madhav Menon, an Individual Investor. Please go ahead.

Madhav Menon: Hello. Good afternoon, sir.

Management: Good afternoon.

Madhav Menon: So, my question is related to as if -- last time you guided like around 20% to 25% revenue growth for FY27. But the H1 only grew by 14%. So, we think this is like we need H2 revenue of around INR110 crores against the INR72 crores which happened in H1. So, what was the reason because behind the slowness in H1 also, which projects will drive H2 and also do you still stand by the guidance of 20% to 25% growth?

Management: We are projecting 20% growth rate year on year. So, usually in the last quarter of the financial year will be more crucial for the any company -- any EPC company. So, if you compare in previous year also, first half in compared to first half, in second half that too in last four months, so revenues are very competitively very...

Madhav Menon: So, H2 -- how much we can expect in H2 year on year basis?

Management: We are targeting 20% growth.

Madhav Menon: 20%, okay. And also last time you said EBITDA margin can be above 12% to 13%. So, but H1 margin was very slightly less like 10.5 against the 12.2 last year. So, what was the reason for the fall and what margin can we expect?

Management: In many of the projects, supply portion was almost completed. Very few supply portion is there. At present, major work is on civil work. Civil work means like construction of civil buildings, pumping stations, these works are there. Expenditure is more competitive.

Madhav Menon: So, can we expect...

Management: This can be increased. I am getting new orders. Supply portion will be more, this can be converted.

Madhav Menon: So, actually like in our system, the lowest person will get the bid. So, how will you protect the margin as we grow?

Management: Actually, whatever we are bidding, whatever other people are doing, percentage, how much below, above, whatever it may be, we will quote our costing.

Madhav Menon: Okay, sir.

Management: So, we fix it and go. In general, whatever percentage we get to take, we put it and go. We are not on that.

Madhav Menon: Okay. So, other expense rose 46 year-on-year to INR5 crores. Much faster than the revenue growth. So, this increase is bigger than the fall in our EBITDA. So, what draw and how much of it is like one-time expense?

Management: One-time expense?

Madhav Menon: Like in case other expense, if you cater, how much will be the one-time expense and can you explain about that?

Management: I did not get that. One-time expense?

Madhav Menon: Sir, can you elaborate on what was the reason behind the other expense rising this much?

Management: What is it?

Madhav Menon: Other expenses. I am talking about the other expense part.

Management: The other expenditure includes professional expenses and our IPO expenditures. It includes all other expenditures such as site expenses, everything.

Madhav Menon: So, what was the reason for the higher like -- got an increase of 46% year-on-year? Can you say the reason for that?

Management: 46%?

Madhav Menon: I think...

Management: Last year it was around INR3.55 crores.

Madhav Menon: Last year I am not aware, but this year it was 14% year...

Management: In the last year H1 we had around INR3.55 crores and currently we have INR5.18 crores.

Madhav Menon: INR5.2 crores, yes.

Management: INR5.2 crores, INR5.3 crores, INR3.55 crores, INR1.65 crores. Yes, one minute. Give me a second. The major reason here it is.

Madhav Menon: Sir, I have not taken the subcontract charges.

Management: No, not about subcontracting, like the other charges like we have renewal charges for this year or bank renewal charges, so that is why the expenses are increased.

Madhav Menon: Okay sir, got it.

Management: Due to our bank limit, working capital limit, renewal charges, so that is why increased our expenditure.

Madhav Menon: Okay sir, I got it. So, that's it from my side. Thank you.

Moderator: The next question is from the line of Yash Rathod from Unique Solutions. Please go ahead.

Yash Rathod: Hello, am I audible?

Moderator: Yes, sir.

Yash Rathod: Good day sir. I have a set of questions with me. Sir our order book has come down from INR218 crores in March to INR200 crores in June with H1 inflow of INR67 crores. How much order inflow do you expect in H2 and full FY27? And how much of the current order book will be executed in H2?

Management: We are targeting a revenue of 20% growth compared to the previous financial year. And many tenders are we are participating around INR200 crores to INR250 crores tenders now. Coming quarter, we are expecting at least INR100 crores. In the total financial year we consider, we are targeting for around INR200 crores new order.

Yash Rathod: Okay. And sir our bid pipeline was about INR150 crores in March and is now INR63 crores. What happened to the remaining bids? Did we win, lose or drop them? With our bid to win ratio still around 25 and which big tenders are we bidding for in H2?

Management: A few tenders we got, few tenders we didn't get.

Yash Rathod: And sir bid to win ratio is still around 25?

Management: Around 20.

Yash Rathod: Okay. And sir which big tenders…

Management: Now the competition is more. Earlier two years back our strike rate was 40% around. Due to the competition, we are quoting more tender.

Yash Rathod: And sir the JGM budget has gone up from INR17,000 crores to INR670 crores. But last time you said only about 10% of work is JJM?

Management: Yes. Financially, in the starting, it was a new start. JJM was not getting funded for almost two years. It has almost stopped. It has started again. New tenders will come again for JJM.

Yash Rathod: Okay. And sir how do you see the tender activity in Gujarat and MP this year?

Management: In MP not a lot, but in Gujarat tender activity is continuing.

Yash Rathod: Okay. Thank you sir that was it from my side.

Moderator: Thank you. The next question is from the line of Venkat Ram, an Individual Investor. Please go ahead.

Venkat Ram: Hello.

Moderator: Yes, sir, you are audible.

Venkat Ram: My question is, what is the average size of the projects we bid on today? Are we moving to larger projects? I would like some idea about that.

Management: Based on our credentials, generally we are qualifying for around INR60 crores value tender. In few places we are qualifying for INR150 crores also. We are calling around INR150 crores also in few places like Bihar. In some places, we qualify for up to INR150 crores. That is also being tried. In Bihar also.

Venkat Ram: Right, I got it. How much of your order book is to the joint ventures?

Management: Many of tenders are in joint venture at present. For qualification purpose, there will be a similar nature of work and some physical items will be there. In one or two items we are not qualifying, then we will do JV for credential purpose only. Not for execution.

Venkat Ram: Right. So sir what are the key parameters that we are evaluating before participating in a tender? I mean do we follow any minimum profitability or project size criteria while selecting the projects? What is that like?

Management: First of all we will see whether we are qualifying or not. If we are qualifying, then we will visit the site over there. Physical visit will be there decide according to condition like civil activities are based on the local conditions only. If you want piping, you can take piping from Gujarat, Hyderabad, Karnataka almost price remains the same, but onsite activity there will be a difference.

Venkat Ram: Right. I mean nothing around minimum profitability metric something like that?

Management: I can say this is confidential. We cannot disclose the figures, but we will keep some profitability in each project. It varies from project to project.

Venkat Ram: I understand that. So my last question is sir our operating cash flow was negative INR8 crores in H1 which is much lower than what it was in FY26. Our actually working capital was the top priority this year. What is the typical payment cycle on a government water project is like? I mean can we expect positive cash flow going forward in the H2?

Management: Positive cash flow is not practical. As you turnover increases your cash flow will be like the same. At present understand one project, execution on supply of any pipe was or whatever it maybe. In supply terms there is a part payment. In execution portion balance amount will get release. So supply portion we will be in negative cash flow in 60% will get released and remaining 40% will be in minus. So when it gets released at that time also to get positive we have to supply to different supply then same scenario will be there.

Venkat Ram: Right.

Management: It is a continuous process. To stop the business that time it will be a positive cash flow, but nobody will stop.

Venkat Ram: Thank you for clarifying all my queries.

Management: Thank you.

Moderator: Thank you. The next question is from the line of Dhwani Patel, an Individual Investor. Please go ahead.

Dhwani Patel: Hello. Good afternoon sir.

Management: Good afternoon please.

Dhwani Patel: So my question is trade receivable have gone up almost 17% in 6 months to about INR27 crores. Which states or client are delaying the payments? And last time you said that Telangana and MP pay later than Gujarat, right? So is that still a case or and how much we have collected since September?

Management: After half yearly. After 2026 September means October and November. October end we got many payments, which were in process earlier.

Dhwani Patel: Oh I'm asking like which state or client delayed the payment?

Management: Payment delays JJM related October almost release and almost October month everything has been released. In May the bill which was raised that payment has been released in October and from the government we got a confirmation that it will get regularize on monthly basis monthly means at least in 2 months payment will be released.

Dhwani Patel: Okay from September how much you have collected?

Management: 70 till September 30th INR66 crores we have in this financial.

Dhwani Patel: Okay sir and my next question is inventory also has tripled in 18 months from INR3 crores to almost INR10 crores. Why are we holding this much inventory? And is any of it lying at this low or stuck site?

Management: That inventory continue process as we have to supply, we purchase steel, we will purchase from all. After onset, it will take time for execution. Okay. as I told for the previous question on supply products part payment it will be released, balance will be remained in inventory. So it is a continuous process, that will get plus minus, but every activity inventory is there, unbilled revenue will be there in this way it will be continued. As the company grows, its figure will increase. If we look at the percentage wise, it will be almost the same.

Dhwani Patel: Okay. And sir, that also has gone up like almost from INR28 crores to INR38 crores in 6 months. And about the INR12 crores is unsecured loan, right, from the financial institution. So, what interest are the company paying on this?

Management: Total in average it will be around 12%.

Dhwani Patel: Okay. So, 12% is currently paying as interest?

Management: Yes.

Dhwani Patel: And when can we shift to the cheaper bank loans and what big debt do you expect this year?

Management: Pardon?

Dhwani Patel: Like when can company, like, shift to the cheaper bank loans and what big debt do you expect this year?

Management: Cheaper bank loans. Cheaper bank loans, who will give them, I will take whatever cheap money I get, madam. Myself. Not specified.

Dhwani Patel: Okay. Thank you.

Management: Where are you getting it from, now I am here as per the present that I told you. It we get 10% then we will take 10%, 12% will close slowly.

Dhwani Patel: So, like overall, how much debt do you expect for this year?

Management: Based on the time-to-time, it will vary, ma'am.

Dhwani Patel: Okay. Thank you, sir. Thank you for the answers.

Moderator: Thank you. The next question is from Keval Gala of Gala Ventures. Please go ahead.

Keval Gala: Yes. Hello sir. Good afternoon, sir.

Management: Good afternoon, please.

Keval Gala: Sir, I want to know that some subcontract cost has risen to 43% of revenue from 30%. So there is an increase of 13%. So, last year -- and civil works are now about 20% of revenue. Why are we subcontracting more? So, can you give some limelight on this?

Management: Our subcontractor -- we are getting subcontractor. We are getting the subcontractor work.

Keval Gala: Like are we doing the civil works or subcontractor for other work?

Management: See, we are doing building work. We are doing building construction.

Keval Gala: Building construction.

Management: On subcontractor base. Private work. You can say private work, instead of government. Government has competition. I already told the previous question. Competition has grown. Before our strike rate was 40% and now it is 20%.

Keval Gala: Okay.

Management: And other people are doing 10% below quote. We will do 12% below quote. We will not do such a tender.

Keval Gala: Okay.

Management: Our costing will be the same.

Keval Gala: Okay.

Management: Due to that, we did not take building construction railway work. We are still trying. We are trying to take work related to building construction at a slightly higher level. Right now, the work of INR10-INR20 crores is going on. So, by expanding it further, the target is to take work of INR50-INR100 crores. That 20% you are saying, in the future it will be 40%-50%.

Keval Gala: 40%-50%, means?

Management: It maybe, not exactly, I am just saying. But it will increase definitely.

Keval Gala: Means almost 20-30% more increase.

Management: Yes, we will do increase in civil work. That too in the water sector, unvalued revenue is more. So, there is an option to reduce it a bit.

Keval Gala: Okay. And in this, what margins can you earn? Can you tell the probability of this? Any specific number, sir?

Management: I can't tell the specific number. But almost, compare it to waterworks, it will be a little better.

Keval Gala: Waterworks, okay.

Management: There is no problem of waterworks. Due to competition only.

Keval Gala: And how much percent will be it around?

Management: Water sector is a never-ending story. I can't say about it. For me, it can be 20% strike rate. But the project will come 50 first. In the future, it will come 100, something like that.

Keval Gala: Okay. Gujarat is 72% of your order book. So, above its 62% share of FY26 revenue. So, your Top 5 clients are also coming from 43%. So, can you tell us something about your diversification? Is it slowing down so much? Or are you entering new states by FY30?

Management: No, I had filed a tender. I did it in Odisha, I did it in Bihar, but I didn't get it. So, I won't be able to say from one or two tenders. It will come. I will get work in Odisha and Bihar in the future.

Keval Gala: Okay. Okay. I mean, how much revenue share are you...

Management: We are participating in new tenders in Andhra Pradesh, Telangana, Odisha and Bihar. We are participating in new tenders in all these four states. We are putting up tenders. So, in the future, we are expecting to get new projects in the next half-yearly in all these four states. At least one or two places.

Keval Gala: Okay.

Management: Gujarat is the best state. So, we will always stay there. We just have to establish a second place.

Keval Gala: Okay. Okay. And Andhra Pradesh, 6% of your order book is coming from there as well. I was looking at your order book's bifurcation properly. So, which is— I mean, Andhra Pradesh, which is new for us? Like, what is this project? I mean, our...

Management: The building I told you about is 20% civil work, building construction related. That is subcontracting work. What I am saying is new tenders. We will put up tenders in water supply. Because our tradition is in water supply projects. If we take government projects, we will be able to take water projects.

Keval Gala: Okay. So, in Andhra Pradesh, you are mostly...

Management: Andhra and Telangana.

Keval Gala: Andhra and Telangana. Both are mixed states. Okay. Okay. Okay. Got it, sir. Thank you. Thank you so much, sir.

Management: Okay.

Moderator: Thank you. The next question is from the line of Shruti Jain from Apex Capital. Please go ahead.

Shruti Jain: Hello.

Moderator: Yes, you are audible, please.

Shruti Jain: Yes. Good afternoon, sir.

Management: Good afternoon.

Shruti Jain: So, Jalundra and Shela projects are due in December and Telangana in January. Will they be completed on time? Or are we seeing any delay? How much also— Like, how much work is left on them?

Management: They are near closing, ma'am. We are expecting to close Jalundra by this January. Telangana by March. Okay. Sheila also by March.

Shruti Jain: Okay. And...

Management: In general way, I am telling that the government orders are in a scattered way in water supply projects. There won't be any workers in one place in the water sector. In one place, only a civil work, water treatment plant will be made in one place. Due to that, due to being scattered, there will be a lot of ROW issues. There will be land acquisition issues also. In each of our projects, we have to make 25-30 underground sumps. In one project, we have to make five, six overhead tanks. Due to the issue of location, the projects get delayed. By this time, only 10% of the projects get completed. Only 10% of the projects get completed. The rest will remain. We do casting also in the same way.

Shruti Jain: Okay. Okay. And in H1, irrigation and sewage its contribution was 12% of the revenue. Though it is only 5% of the order book. While the water pipeline contributed 57% of the revenue. 80% of the order book. Is the execution on water pipeline project slowing down?

Management: We are trying to increase it in other places. As I told you in the previous question, we are trying to increase it in civil works. Building construction also.

Shruti Jain: So, how are we protecting project profitability against fluctuations in steel, cement, pipes, fuels and transportation costs? What are the proportions?

Management: There will be a variation in pipes.

Shruti Jain: Sorry?

Management: There will be a price variation in pipes.

Shruti Jain: Okay.

Management: If there is a decrease, it will be reduced. If there is an increase, it will be enhanced by the government.

Shruti Jain: Okay.

Management: The major item will be the water supply sector.

Shruti Jain: Okay sir. Thank you.

Moderator: The next question is from the line of Tashar, an Individual Investor. Please go ahead.

Tashar: Hello, good afternoon sir.

Management: Good afternoon.

Tashar: In the last interaction, you had mentioned that the revenue of FY '27 would come from mostly power and railway projects. But as you just said that we are not doing anything for railway projects. So, my question is, are you exploring any new segments currently?

Management: We are working on power to buy EPC. Otherwise, there are other options. We will pursue solar power projects in the present market, which is dependent on competition.

Tashar: Okay. And I think, correct me if I am wrong, you said that we will work as a subcontractor. So, like what kind of margins are we expecting and how will the payment terms be? The power projects that you are talking about.

Management: It depends, sir. It won't be that much because the present market is dependent on competition. Okay. I will consider something and go to someone for the rate. Then we will see. More than me, there will be other people who will come. As I told you, my first and second person I will take a casting and go. If I get casted, I will do it. Otherwise, I won't do it.

Tashar: Okay.

Management: I can be 5% or 10%. I will consider something in my working. If I get casted, I will do it.

Tashar: Okay.

Management: If you just want to take work, you can take INR100 crores worth of work tomorrow, but we are not taking it.

Tashar: Okay. That's it from my side. I will get back in the queue.

Moderator: Thank you. The next question is from the line of Abhishek Malhotra from Capital Advisors. Please go ahead.

Abhishek Malhotra: Yes, hello. Good afternoon, sir.

Management: Good afternoon.

Abhishek Malhotra: Yes, thank you for the opportunity. So, I just have a couple of questions. So, last time you mentioned that you want to reach INR500 crores in revenue by like in 4 years, 5 years, by 2030. How much of this will come from water or civil works or any new sector that you are exploring?

Management: Abhishek ji, as I told you, different states, different fields, building construction, railway, power projects, Present qualification point of view, VL is an expert company in water sector and irrigation and sewerage works. As we enter Iran Air, the field will be beneficial and we will be able to do well. Based on that, we will be able to advance by enhancing that field. In today's date, we cannot say that we will power INR1 crores. We are trying in 2-3 different sectors. If we start working, you will get a good idea in a year or 6 months. I will get a good idea. Based on that, we will enhance that field. Till then, water will continue

Abhishek Malhotra: Okay sir. For growth, will we have to take funding from equity or debt?

Management: Immediately not, but definitely in future.

Abhishek Malhotra: Okay. Can you give us an idea what you prefer? Debt or equity?

Management: Debt is better than equity, isn't it? It depends on the situation at that time. It will be based on the requirement.

Abhishek Malhotra: Sir, in Gujarat's water project, who are our main competitors and where are we in the bidding?

Management: There are a lot of local players in the competition. In every project, there are 5 to 10 bidders in today's date. Most of them will be local players. Gujarat tenders are from Gujarat.

Abhishek Malhotra: There are new players in water infrastructure. There is a lot of government spending. Do you see any pressure on the bid prices due to that?

Management: Yes, that's what I told you. Earlier, there were 20,000-22,000 bidders. We are not compromising in casting. We are doing our own casting. We didn't get a tender. Anyway, we will get a tender. We will get a tender based on the case and location. Instead of depending on one state, going to different states and different fields will be an advantage in the future. If you go to the railway, you will go to the building, power, and even water. If there is a slight slowdown here, then you can increase the power sector. Otherwise, you can work in the building sector.

Abhishek Malhotra: Are there any big risks for the next 2-3 years that you can see? Like payment delays or material costs will have to increase. Are there any such risks for the next 2-3 years?

Management: I don't know in advance. The last time there was Corona, there was a problem. Generally, the steel price was INR50,000 per ton. At that time, it was almost INR80,000 per ton to INR85,000 per ton. It was a bit slowdown at that time. We won't be able to assess such situations earlier. Generally, it doesn't happen in the routine.

Abhishek Malhotra: Thank you for your time, sir. That's all.

Management: Thank you.

Moderator: Thank you. Ladies and gentlemen, that was the last question for the day. I would now like to hand the conference over to Mr. Rudrapratap Singh for closing comments. Over to you.

Rudrapratap Singh: Thank you, everyone, for joining the conference call of VL Infraprojects Limited. If you have any further queries, you can write to us at research@kirinadvisors.com. Once again, thank you, everyone, for joining the conference.

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