



# VISHNU PRAKASH R PUNGLIA LIMITED

ENGINEER, CONTRACTOR & DESIGNER

An ISO 9001: 2015 Certified Company

November 18, 2025

To,  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
21<sup>st</sup> Floor, Dalal Street, Fort,  
Mumbai – 400 001

BSE Scrip Code: 543974

To,  
National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1,  
Block G, Bandra-Kurla Complex,  
Bandra (East), Mumbai – 400 051

NSE Scrip Symbol: VPRPL

**Sub: Transcript of earnings conference call held on Monday, November 17, 2025.**

**Ref: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”)**

Dear Sir/Ma’am,

Pursuant to clause 15 of Para A of Part A of Schedule III with Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, please find enclosed transcript of earnings conference call held on Monday, November 17, 2025 at 05.00 PM (IST). It is also available on the website of the Company at [www.vprp.co.in](http://www.vprp.co.in)

You are requested to take the same on record.

Thanking you

**For VISHNU PRAKASH R PUNGLIA LIMITED**

Manohar Lal Punglia  
Managing Director  
DIN: 02161961

CIN: L45203MH2013PLC243252

Corporate office: B-31/32, Second Floor, Industrial Estate, New Power House Road, Jodhpur-342003, Rajasthan  
Telephone: 0291-2434396, Email: [accounts@vprp.co.in](mailto:accounts@vprp.co.in)

Reg. Office – Unit No. 3, 5th Floor, B Wing, Trade Star Premises Co-Opeartive Society Limited, Village Kondivita,  
Mathuradas Vasanji Road, Near Chakala Metro Station, Andheri (East), Mumbai 400059 Maharashtra

**Vishnu Prakash R Punglia Limited**  
**Q2 and H1 FY'26 Earnings Conference Call**  
**November 17, 2025**

---

**Moderator:** Ladies and gentlemen, good day and welcome to the Vishnu Prakash R Punglia Limited's Q2 and H1 FY'26 Earnings Conference Call.

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. Should you need assistance during the conference call, please signal an operator by pressing “\*” and then “0” on your touchtone phone.

Please note that this conference is being recorded. I now hand the conference over to Ms. Hena Khatri from Valorem Advisors. Thank you and over to you, ma'am.

**Hena Khatri:** Thank you, Sagar. Good Evening everyone and a very warm welcome to you all. My name is Hena Khatri from Valorem Advisors.

We represent the investor relations of Vishnu Prakash R Punglia Limited or VPRPL. On behalf of the company, I would like to thank you all for participating in the company's earnings call for the 2nd Quarter and first half of the financial year 2026.

Before we begin, let me mention a short cautionary statement. Some of the statements made in today's earnings call may be forward-looking in nature. Such forward-looking statements are subject to risk and uncertainties, which could cause actual results to differ from those anticipated. Such statements are based on management beliefs as well as assumptions made via an information currently available to the management. Audiences are cautioned not to place any undue reliance on this forward-looking statement and making any investment decisions. The purpose of today's earnings call is purely to educate and bring awareness about the company's fundamental business and financial quarter under review.

Now let me introduce you to the management participating with us in today's earnings call and hand it over to them for opening remarks. We have with us Mr. Manohar Lal Punglia, Managing Director, Mr. Jayant Punglia, Project Coordinator, and Mr. Sarfaraz Ahmed, Chief Financial Officer.

Thank you and over to you sir. Mr. Manohar.

**Manohar Lal Punglia:** Thank you ma'am. I would like to welcome all the participants in this virtual call.

I would like to start with a brief description of the company. We have been operating since 1986. We are an infrastructure development company. We work in 11 states and 1 union territories in India. We provide various services to the central government, state governments, local offices, private sector companies, World Bank schemes, and private offices. We have experience of implementing various schemes on EPC mode. We have experience of implementing various schemes on EPC mode. The company benefits from the active contribution of 13 members of the promoter and promoter group across different age groups, along with more than 115 experienced engineers, managers, and finance professionals. Through their dedication, commitment, and hard work, the company is continuously progressing towards growth.

As you all are aware since the last 21-22 months, the infrastructure sector has been under a lot of pressure. And our company is also facing a lot of difficulties. Payments are getting delayed. This has increased the company's working capital and it has also impacted the company's turnover and margins. It is also affecting the company's turnover and margin. Despite these challenges, our basic principles have been strengthened.

Our order book is of Rs. 5,001 crore by September 30, 2025. With this, there is a possibility of success for the next two to three years. We have received more than Rs. 1850 crores worth of 14 schemes in water, railway, road, and Infrastructure sectors during the last year. Among the schemes to be mentioned are the Bikaner Railway Station Renovation Project of Rs. 382 crore, the Ajmer-Chanderiya Railway Track-Dohri Karan Pariyojana of Rs. 270 crore, and a large civil scheme of Rs. 248 crore from BHEL Chattisgarh. In Jaipur, along with 30 MLD sewerage treatment plants, our elevation works of academic blocks of Fintech Digital Institute is also included. This scheme not only reflects our capacity, but also reflects the development of our portfolio. It expands our presence in 12 states, and strengthens our position as an independent Indian EPC player. The total revenue from these scheme from the first six months of 2025-26 is Rs. 572 crore, which is about 3% less than the previous year's revenue. The revenues have increased from state governments after the month of September. In the coming time, there is an increase in the possibility of the company's work and payment. However, during the year, the increase in receipt has also been a challenge. In the payment from some state departments, the government put pressure on the cash flow and also influenced the profits in an unfair manner. However, we have resolutely resolved this situation. We have decided on a new banking system, established a close relationship with the departments, and we have to put more efforts for recovery our money from the states.

Along with this, the promoters' investment has increased from around ₹59 crore up to March 2025 to ₹229 crore by September 2025, which has resulted in a significant improvement in the company's operational liquidity. Additionally, this has reduced our dependence on borrowings, and in the coming period, the financial cost will decrease, leading to improved efficiency in the smooth implementation of projects. In the Financial Year 2025-26, the VPRPL will recognize the present opportunities of the Indian Railway. In this financial year 2.52 lakh crores capital is

allocated by the government focusing on schemes such as expansion of the railway, redevelopment of the railway station, and security support. While taking advantage of its partnership in civil and basic data schemes, the VPRPL will also take advantage of the availability of modernization of railway networks and will be politically ready.

In the same way, our steel structure and girder plants are working on their full capacity. With these new in-house capabilities, we are able to reduce the cost of the scheme. In the past three years, the Railways had about 15% to 17% contribution to the company's order book. Now, in September 2025, it has increased to 33%. In these works, the construction of the railway track, construction of railway station, and the construction of the platform, etcetera are all included.

The company has an unprecedented opportunity to participate in new orders. In the coming months, there is a possibility of acquiring new works. This situation will provide a new opportunity for the company to move towards continuous development. Our company is committed to completing this task with full capacity, including all its human and mechanical equipment, through various agencies. I am confident that with the strength of our long experience and equipment, we will definitely succeed in fulfilling our objectives. I would like to thank all of you once again for your trust in the company.

Now, I would like to request our Chief Financial Officer, Mr. Sarfaraz Ahmed to share the financial highlights for the quarter under review. Thank you.

**Sarfaraz Ahmed:**

Thank you. Good evening everyone. The operating revenue for the 2nd Quarter stood at Rs. 296 crores, which decreased by around 12% year-on-year basis. EBITDA for the quarter stood at Rs. 24 crores, declining by around 50% year-on-year basis, with EBITDA margin at 8.25%. Net profit for the quarter was Rs. 4 crores, with a PAT margin of 1.25%.

For the first half, revenue stood at Rs. 572 crores, declining by 3% year-on-year. EBITDA stood at Rs. 56 crores, down 32% year-on-year basis, with EBITDA margin of 9.84%. Profit after tax stood at Rs. 11 crores, with a PAT margin of 1.87%.

Before moving ahead, I would like to briefly address the movement in margin during the quarter. The moderation in EBITDA and PAT margin was largely due to higher working capital utilization during the early part of the quarter, slower repayment releases from free water supply projects, and initial mobilization expenses on newly commenced projects. These are temporary impacts.

Additionally, we have recognized an ECL provision of Rs. 8.5 crores, based purely on the aging of receivables. This is a notional conservative provision and does not reflect any concern regarding recoverability. With receivable inflows improving significantly from October, and with external borrowing reducing due to increased promoter support, we expect interest costs

to be declined and margins to gradually improve as execution picks up in the second half of the year.

Now, coming to the liquidity and balance sheet updates. We have demonstrated strong financial discipline during the first half of the financial year. Total banking and non-banking financial company exposure reduced to Rs. 488 crores as of September'25 compared to Rs. 648 crores in March'25. Promoter support has been significant, with interest-free unsecured loans increasing from Rs. 60 crores in March'25 to around Rs. 229 crores in September'25. This reduction in external borrowing coupled with higher promoter support will meaningfully lower interest costs in the coming quarter. Receivable collections have also improved, added by significant payment release from Rajasthan government in October. Execution has been stable across water supply and railway segments. And we expect further improvement as fund flow normalize heading into Q3 and Q4.

Now, I will request Mr. Jayant Punglia to provide operational highlights for the quarter under review.

**Jayant Punglia:**

Thank you sir. Good evening everyone. During the quarter, project execution remained steady across our ongoing works. We achieved an on-time delivery rate of over 90%, supported by efficient deployment of manpower, machinery and materials. Our teams have been working across multiple states and overall site progress has been stable despite the industry-wide challenges earlier in the year. Our order book stands at over Rs 5,001 crores, providing clear visibility for the next two to three years. The mix continues to remain well diversified across water supply, civil infrastructure and railway related projects, along with specialized works for public sector undertakings. This balanced portfolio supports execution stability and gives us strong visibility across segments.

On the business development side, our bidding pipeline remains healthy at over Rs 3,000 crores with tenders submitted in roads, bridges, urban infrastructure and renewable link construction. We continue to evaluate opportunities selectively, aligned with our strategy and execution capabilities. Internally, our focus remains on operational efficiency, backward integration and disciplined cost control. Our in-house manufacturing, testing and maintenance facilities continue to support delivery quality and help us maintain cost competitiveness. By distributing pipelines and improving liquidity across key states, we expect execution momentum to strengthen further in the coming quarters.

With this, we can now open the floor for the question-and-answer session.

**Moderator:**

Thank you very much. Our first question comes from the line of Rajesh Bhandari from Nakoda Engineers. Please go ahead.

**Rajesh Bhandari:**

Namaskar Sir and Good Evening.

**Manohar Lal Punglia:** Good Evening Sir.

**Rajesh Bhandari:** Can you hear me, Sir?

**Manohar Lal Punglia:** Yes, we can hear you.

**Rajesh Bhandari:** Sir, this order book is around Rs. 5,000 crores. And our quarterly execution is approximately Rs. 300 crores. So, it will take four years. And if there is an order booking for two, three years, then there will be a penalty.

**Sarfaraz Ahmed:** No, sir, it is worth 5,000 crores. So, there will be a lot of execution in this year. There will be execution of orders pending for more than 1,500 crores. After that, in the next year, there will be an execution of approximately 50% combining both the years.

**Rajesh Bhandari:** So, in the next six months, it will be Rs. 1,500 crores?

**Sarfaraz Ahmed:** Sir, in the next six months plus FY'27, overall 50% of the order book will be executed.

**Rajesh Bhandari:** No. The Rs. 1,500 crores that you are talking about, will it be done in the next six months?

**Sarfaraz Ahmed:** I am not talking about six months, Sir. Sir, I am talking about the pending execution, which is due for completion.

**Rajesh Bhandari:** Yes, Sir.

**Sarfaraz Ahmed:** So, I am talking about overall from last March'26 and March'27, there will be an execution of approximately 50% to 55%.

**Rajesh Bhandari:** Okay. And in the next 12 to 18 months, what order is expected, Sir?

**Sarfaraz Ahmed:** Sir, our bidding pipeline is worth Rs. 3,000 crores. Some orders are still under evaluation. Our success ratio is 17%, 18%. We are also hoping for that, Sir. We are not doing aggressive bidding, because we have sufficient order book.

**Rajesh Bhandari:** Yes. And our payment which is outstanding, due to which our position is also not good, because that is reflecting on to the net profit. Till when is there a chance to improve, Sir?

**Sarfaraz Ahmed:** Sir, as it has accumulated since the last 22, 23 months.

**Rajesh Bhandari:** Yes, Sir.

**Sarfaraz Ahmed:** Some improvements have been there and till September, many payments have been released, even from the Rajasthan government. We hope that in two, three quarters, there will be a normal situation.

**Rajesh Bhandari:** Where is the main problem, Sir? Is it in Jal Jeevan?

**Manohar Lal Punglia:** Yes, Sir. The problem is in Jal Jeevan.

**Rajesh Bhandari:** So, how much payment is there in Jal Jeevan, and why are we not getting, Sir? Jal Jeevan is not only your problem, Sir. It is the problem of many big companies, Sir.

**Manohar Lal Punglia:** Yes, it is a problem in the infrastructure, Sir.

**Rajesh Bhandari:** Yes, why is the government not able to see this, Sir?

**Manohar Lal Punglia:** For that, what can I say?

**Sarfaraz Ahmed:** Representations are going, Sir.

**Rajesh Bhandari:** Yes, yes. So, can we hope that in the next six months, things will improve?

**Manohar Lal Punglia:** Yes, a lot has happened, and it will happen in the future.

**Rajesh Bhandari:** Yes. And Sir, I have two more questions. One is about the joint venture with Kalpataru.

**Sarfaraz Ahmed:** Yes.

**Rajesh Bhandari:** What is the dispute in that, Sir? Why it cannot be resolved?

**Sarfaraz Ahmed:** Sir, let me tell you. Two, three years ago

**Rajesh Bhandari:** Yes sir. I cannot hear you, Sir.

**Moderator:** Rajesh Sir, the line for the management has been disconnected. Please stay connected while we reconnect the line for the management back.

**Rajesh Bhandari:** Okay.

**Moderator:** Ladies and Gentlemen, we have the line for the management reconnected. Yes, Sir, please go ahead.

**Rajesh Bhandari:** Yes, Sir. You were talking about Kalpataru, Sir.

**Sarfaraz Ahmed:** Yes, Sir. This was a small project of Rs. 28 crores, four years ago. Kalpataru was executing it. Kalpataru was a different company. It is an individual proprietorship firm. So, they slowed down the work because of which we gave them notice. Bank has frozen that to remove that they have made an appeal in the court. Now the work is done now.

**Rajesh Bhandari:** Yes. So, is the chapter closed now, Sir?

**Moderator:** Sorry to interrupt, Rajesh Sir. Rajesh Sir, may we request you to return to the queue for any follow-up questions?

**Rajesh Bhandari:** Yes, I just want the answer to this question. I will come back later, Sir. I just want to know whether Kalpataru is resolved now.

**Sarfaraz Ahmed:** Yes, Sir.

**Rajesh Bhandari:** Okay. Okay, Sir. Because you have written a point that it has not been resolved yet.

**Sarfaraz Ahmed:** No, Sir. It is written in the books of the audit.

**Rajesh Bhandari:** Okay, Sir. Okay, Sir. I will come back in the queue for two, three questions, Sir.

**Sarfaraz Ahmed:** Sure, Sir.

**Moderator:** Thank you. Our next question comes from the line of Lokesh Kashikar from SMIFS Institutional Equities. Please go ahead.

**Lokesh Kashikar:** Hi, Sir. Thank you for giving me the opportunity. Sir, we have receivables worth Rs. 790 crores. Out of those, how much will be in the water segment and how much will be in the railways?

**Sarfaraz Ahmed:** Major it is in water supply. In Rs. 790 crores, let me tell you the bifurcation. Around Rs. 260 crores is our retention part. Out of the remaining Rs. 500 crores, water supply is around 70% for water supply project.

**Lokesh Kashikar:** But, Sir, the portion of receivables of Rs. 790 crores will not have retention, right? Retention will be in other current assets, right?

**Sarfaraz Ahmed:** Including retention.

**Lokesh Kashikar:** Okay. So, you are saying that water segment is around 70%.

**Sarfaraz Ahmed:** Yes, Sir.



**Lokesh Kashikar:** So, around Rs. 500 crore is for water segment. So, you were saying that in six, eight months, the normalization of payments that you were seeing, you said in the last quarter, what is the position now? Payments are getting released or it is still stuck?

**Sarfaraz Ahmed:** Sir, they are getting released but partially released. In October also, a lot of payments have been released, especially from Rajasthan government.

**Lokesh Kashikar:** Sir, how much did we get in the last quarter? In the water segment.

**Sarfaraz Ahmed:** Do you want to know the quantum in the quarter?

**Lokesh Kashikar:** Sir, I want to know how many receivables we have received in the water segment and how much we have executed against it.

**Sarfaraz Ahmed:** Sir, yesterday we received between Rs. 300 crore to Rs. 325 crore.

**Lokesh Kashikar:** Rs. 300 crores receivables we have received. From the water segment only?

**Sarfaraz Ahmed:** No, I am telling you overall.

**Lokesh Kashikar:** Sir, how much will be the water segment in this?

**Sarfaraz Ahmed:** I will tell you the receivables of the water segment. Sir, it was around 55% from the water.

**Lokesh Kashikar:** Okay. You are saying that around Rs. 350, approximately 55%. You have received around Rs. 180 crores or Rs. 190 crores. Sir, how much work have been done on that in this quarter? How much will be your revenue contribution from the water segment?

**Sarfaraz Ahmed:** We have done the same work according to the amount of funds we have received and also the execution. That is regular. We have not slowed down the execution.

**Lokesh Kashikar:** Okay. Sir, we can see that your borrowings are elevated. So, what is the next strategy? Whatever execution will be there, you were saying that you were looking at the revenue of Rs. 1500 crores to Rs. 1600 crores in FY'26. So, if you hold that run rate, we have to do execution of almost Rs. 1000 crores in H2. So, for that, what is your strategy? Because you are facing cash flow issues. You are not getting money. Your borrowings are increasing. Sir, what is the execution strategy? Will you execute the borrowings again? Do you think that the payment will be normalized? Because the run rate should increase. I agree that you are getting the payment and you are executing against it. But if you have to do Rs. 1000 crores in H2 then you should get the payment then will be able to do a revenue of Rs. 1000 crores. Or you will have to take borrowings. So, what is your next strategy? What is your outlook?

**Sarfaraz Ahmed:** My work in progress is already of Rs. 749 crores. It is already executed. Just certifications and some approval spending are going on. A lot of funds will be released from there. As you can see, my traction has reduced by Rs. 50 crore for WIP. So, we will do the work according to the payments released. Earlier, suppose, if Rs. 5 is released, then we used to do work around Rs. 7 or Rs. 10. That was the aggression. But now, we are doing the work according to the payments released.

**Moderator:** Sorry to interrupt, sir. You are sounding a little bit distant right now.

**Sarfaraz Ahmed:** Okay, is it clear now?

**Lokesh Kashikar:** Yes, sir. Can you repeat your answer? I did not understand anything.

**Sarfaraz Ahmed:** Sir, I will repeat it again. My work in progress is around Rs. 750 crores. So, that work is already executed. But certifications and approvals are pending. Plus the amount of funds I am getting from water supply related activities, we are deploying the same fund back because earlier, I used to get a payment of Rs. 5, I used to cover Rs. 10. So, now, we are paying back the amount we are getting. We are also focusing on railway projects. Because cash flow pass is generated from there, payments are also released immediately from there. So, we are increasing our focus there. So, if you look at the next strategy, we have also received some payments from October onwards. So, we have also invested more funds in railway projects. So, it will be better going forward sir.

**Lokesh Kashikar:** But you are saying, your work in execution is Rs. 750 crores. where will you see that in the balance sheet? Because I understand that it can be in unbilled revenue.

**Sarfaraz Ahmed:** No, sir. Sir, look at the work in progress Lokesh ji.

**Lokesh Kashikar:** Where is it in work in progress? Can you clarify me? If I look at the balance sheet.

**Sarfaraz Ahmed:** Yes, sir. Look at the stock.

**Lokesh Kashikar:** Okay. I will look at that offline. Secondly, sir, how confident are you that you will achieve this Rs. 1600 crores in FY'25-26? And sir, what is the margin you are looking at? Because in this quarter, your margin was a little muted. So, do you think that 13%, 13.5% margin during H2 is the possibility?

**Sarfaraz Ahmed:** Sir, it is like this. In the last quarter also, promoters have infused a lot of funds. The gap of the working capital has been reduced substantially. And our flow is normalizing again. So, we are hoping that our revenue should increase by 10%, 20%.

**Lokesh Kashikar:** Okay. And sir, what is your view on the margin?

**Sarfaraz Ahmed:** On the margin, sir, interest-free funds have been made. So, my interest cost was increased. The debt that was there has been reduced. It has reduced. The interest cost has been reduced. So, the reflection will also come. So, obviously, the margin level will also increase.

**Lokesh Kashikar:** No, but sir, at EBITDA level what are you seeing, your interest will come below EBITDA.

**Sarfaraz Ahmed:** There will be impact on the operational cost.

**Lokesh Kashikar:** Okay. But do you see, our normalized level let us say 13%, 13.5% will be achieved in H2?

**Sarfaraz Ahmed:** Sure, sir. Absolutely.

**Lokesh Kashikar:** Okay. That is the question from my side. Thank you.

**Sarfaraz Ahmed:** Thank you.

**Moderator:** Thank you. Our next question comes from the line of Shashikant Srinivasan, an investor. Please go ahead.

**Shashikant Srinivasan:** Hey, hello.. My main question is I totally appreciate the promoter's infusion in the month of September. The only challenge I faced was I have been invested from 250 levels. I think the stock price came all the way from Rs. 180 to Rs. 90, right? Day in, day out, there was continuous selling day in, day out, right? Was there no other way to infuse the money which led to so much drop in the stock price from 180 levels to 90 levels, right? It is very, very sad and disappointing as a retail investor who put so much faith in the company because nowhere else you will see this kind of heavy selling in the market crashing the stock price by 50%. That is all is my question.

**Sarfaraz Ahmed:** Yes, sir. Thank you for your appreciation. There are multiple options we are looking for but as of now you know that this is in need of time and this investment supports a lot to the company. That is why we have taken this type of decision and this is a big support from the promoter.

**Shashikant Srinivasan:** Okay, sir. Thank you. I will continue to remain invested. I hope that from Q3 the numbers become better so that the stock price goes back to the earlier levels. Thank you.

**Sarfaraz Ahmed:** Definitely, sir. Thank you.

**Moderator:** Thank you. Our next follow-up question comes from the line of Rajesh Bhandari from Nakoda Engineers. Please go ahead.

**Rajesh Bhandari:** Sir, thank you for giving me a chance once again. Sir, in Q2 FY'26 the turnover is approximately Rs. 300 crores, Rs. 297 crores. But the profit after tax, the net profit is Rs. 3.3 crores. The finance cost is Rs. 17.8 crores which is more or less similar to the last quarter and the quarter before

last. So, why is the profit so low? This is my question. Secondly, the joint ventures that you have mentioned, which are the three, four joint ventures and which are of use, please tell us and in FY'26-27 can we expect that the position will be good?

**Sarfaraz Ahmed:** Sir, the major profitability impact is interest cost plus we have focused more on the mobilization cost because of that there is an impact on the profitability. And the interest cost obviously in coming quarters we expect to be less than before. So, profitability will be at the same level. As far as the JVs are concerned, we have 18 JV operations.

**Rajesh Bhandari:** So, every project is a kind of a JV?

**Sarfaraz Ahmed:** No, not every project. For eligibility we need technical support. Execution is 100% ours.

**Rajesh Bhandari:** Okay. Like BNG, what is BNG? What is RBI, PL, JDA?

**Sarfaraz Ahmed:** These are the technical support companies.

**Jayant Punglia:** Basically, in the project we do not individually qualify. We look for partners who give technical support.

**Rajesh Bhandari:** Technical support, okay.

**Jayant Punglia:** Yes, technical support. Execution is done 100% by us.

**Rajesh Bhandari:** So, there is no execution interference?

**Jayant Punglia:** No, sir.

**Sarfaraz Ahmed:** There is no execution interference.

**Rajesh Bhandari:** Sir, what can we expect in FY'25-26?

**Sarfaraz Ahmed:** We are hoping it will be better than this.

**Rajesh Bhandari:** It will be better than this. How much low we will go than this?

**Sarfaraz Ahmed:** We will come with 15%, 20% growth.

**Rajesh Bhandari:** All right sir.

**Sarfaraz Ahmed:** Thank you.

**Rajesh Bhandari:** Okay, sir. Thank you. Thank you, sir.

**Moderator:** Thank you. Our next question comes from Akhil Jain, an investor. Please go ahead.

**Akhil Jain:** Hello.

**Moderator:** Yes, sir, please go ahead.

**Akhil Jain:** Yes, actually

**Moderator:** Sorry to interrupt, sir. Your line was breaking and we could not get the first part of the question. Please repeat.

**Akhil Jain:** Yes, so my question was on the inclusion of funds from the promoters. So, how much of that is actually used as working capital and how much of that is used to repay debts? And my second question is that, sir we are already facing a trade receivables problem from the past couple of quarters. And right now we see that there is a 56 crores increase from last quarter Q1 to Q2 in terms of trade receivables. So, shouldn't it come down as a soothing factor? I mean, why are the trade receivables still going up? Shouldn't it come down in the downward trajectory and when can we expect that?

**Sarfaraz Ahmed:** Sir, your first question, what we have infused, the infusion that has been done by promoters, Rs. 60 crores we have done debt payment and rest we have infused in working capital and your second question is that our debtors level has increased, if you will see that our traction in work-in-progress is around Rs. 50 crores to Rs. 60 crores, it has reduced from before. The bills which has been certified their debtors has increased. Rest the execution is normal. So, now traction has started, we are hoping that going forward it will be realized.

**Akhil Jain:** One more question sir. You mentioned that you received some funds in October. Can you give us any idea how much has been recovered?

**Sarfaraz Ahmed:** Sir, we have received around Rs. 100 crore to RS. 125 crore, out of which around 50% has been received from Rajasthan government.

**Akhil Jain:** Okay. And how much more are you expecting in the current quarter?

**Sarfaraz Ahmed:** Sir, the budget allocation has been done and further funds are yet to come. So we are looking forward to the third and fourth quarter.

**Akhil Jain:** Okay, thanks. All the best. Hoping for a good quarter.

**Moderator:** Thank you. Our next question comes from the line of Devesh Rathi, an investor. Please go ahead.

**Devesh Rathi:** Hello.

**Sarfaraz Ahmed:** Yes, sir.

**Devesh Rathi:** Sir, when we had to infuse funds, why did not we considered stock pledging? Promoters have done such a heavy selling because of that the share price has come down so much. Instead, would not it have been better if we had pledged the stock and infused the funds?

**Sarfaraz Ahmed:** Sir, we were checking multiple capital market instruments. Initially, according to the requirement promoters took the decision.

**Devesh Rathi:** That is right, sir. But the small investors, if the stock falls, it has a psychological effect on them.

**Sarfaraz Ahmed:** Yes, sir.

**Devesh Rathi:** Secondly, I wanted to ask, the 15% to 20% growth guidance that we gave earlier, are we still maintaining that we will grow that much in the current year, or will it stay down this year?

**Sarfaraz Ahmed:** As it was discussed in the last call as well, you asked this question or some investor asked this question, what do we see in the next quarter? As we said earlier, the next quarter will be at a similar level. But going forward, the third and fourth quarter will be good, sir.

**Devesh Rathi:** So, will there be a growth in revenue from the 3rd Quarter?

**Sarfaraz Ahmed:** Sir, we are hoping so because the government has also started plus there is support from the government that we should do execution are they arranging the funds for us. So, there are high-level authorities in support.

**Jayant Punglia:** Sir, even the state governments are supporting us a lot. The central government is not able to release it, so all the state governments are giving their shares from the central government.

**Devesh Rathi:** Okay. So, where do we see the fund infusion done by the promoter in the balance sheet?

**Sarfaraz Ahmed:** Sir, it is in the unsecured loan. And it is interest-free.

**Devesh Rathi:** It is interest-free. Okay, so that will help in reducing the interest cost.

**Sarfaraz Ahmed:** Yes, yes.

**Devesh Rathi:** Sir, I wanted to know one last thing. Earlier, our stance was clear that we do not bid in private projects. But now that there is an issue of funds, and there are no payments from the government, are we considering bidding in private projects because the payment cycle there will be better?

**Sarfaraz Ahmed:** Sir, from the beginning, we did not have the intent that we will not do it. I mean, if there is a good opportunity, then obviously we will do it. For example, we are doing work in PSUs as well. For example, we are doing a project for BHEL of Rs. 250 crores. Apart from that, the projects that come in private, if they look suitable, then we will do it.

**Devesh Rathi:** So, the company is taking up private projects as well?

**Sarfaraz Ahmed:** If they come, they are not in my books right now, but if they come, we will do it 100%.

**Jayant Punglia:** Apart from centre and state, we are focusing on PSUs as well.

**Devesh Rathi:** Does the payment for PSUs come on time?

**Jayant Punglia:** Yes, it comes on time in PSUs.

**Devesh Rathi:** Okay. All right sir. Thank you.

**Sarfaraz Ahmed:** Thank you, sir.

**Moderator:** Thank you. Next question. Next follow-up question comes from the line of Lokesh Kashikar from SMIFS Institutional Equities. Please go ahead.

**Lokesh Kashikar:** Yes, hi. Thank you for giving me the opportunity once again. Sir, how much is our inflows so far? One project came in at Rs. 77 crores, is that only, or we have got more projects during H1.

**Sarfaraz Ahmed:** That is all that we have bid for. As I said, we are not bidding with aggression right now because we already have visibility. We have a healthy order book. So, we are bidding based on the appropriate profitability. So, I have a bidding pipeline of around Rs. 3,000 crores which is still under evaluation. The results are yet to come.

**Lokesh Kashikar:** Okay, okay. Sir, if you look at it, even in the last quarter, we had a yield of around Rs. 3,000 crores. So, is the understanding correct that we are not getting awarded for the bidding or the awards are still happening there?

**Sarfaraz Ahmed:** Let me tell you. Two or three projects have been declared which we have not come for. And we have bid for two or three more projects. That is how it is.

**Lokesh Kashikar:** So, all of them are under evaluation?

**Sarfaraz Ahmed:** Yes.

**Lokesh Kashikar:** Sir, in Rs. 3,000 crores, how many projects will be under water and how many projects will be under railways? Or are you saying that there is no awarding in water?

**Sarfaraz Ahmed:** No, sir. There are projects under water.

**Manohar Lal Punglia:** Jal Jeevan projects are not in this.

**Sarfaraz Ahmed:** ADB funded is there.

**Jayant Punglia:** World Bank, JICA and AMRUT schemes, sir, they are in water segment. The rest are of railways and civil infrastructure.

**Lokesh Kashikar:** Okay. And how is the competitive intensity here, sir? Because a lot of players that we see, because order inflows and order awarding has been dried up during the last two years. So, the competition we are seeing that it will be very healthy and controlled. So, do you think that there is a lot of competition in your segment as well and there will be undercut of the pricing because of which our margin can also come under pressure? So, what is your view on that?

**Jayant Punglia:** Sir, there is no impact on the competition as such. It is as usual. It is the same in every segment.

**Lokesh Kashikar:** Sir, how many competitors are there in our segment? What is the number of players when we bid?

**Jayant Punglia:** Sir, it depends. If it is below Rs. 200 crores, then there are five to seven competitors. And geographically, there is a lot of difference. If we bid for North-East, then there are two, three competitors. If we bid for North India, then there are seven, eight competitors.

**Lokesh Kashikar:** Okay. But do you think that our 15% to 20% strike rate is continuing.

**Jayant Punglia:** Yes.

**Lokesh Kashikar:** Okay, sir. That is all the questions from my side. Thank you.

**Moderator:** Thank you. Ladies and gentlemen, we will take that as the last question for today. I now hand the conference over to the management for closing comments.

**Jayant Punglia:** Thank you all for participating in this earnings conference. I hope we have been able to answer your questions satisfactorily. If you have any further questions or would like to know more about the company, please reach out to our IR managers as well as managers. Thank you.

**Moderator:** Thank you. On behalf of Vishnu Prakash R. Punglia Limited, that concludes the conference call. Thank you for joining us and you may now disconnect your lines.