“WOL3D India Limited”

H2 & FY '25 Earnings Conference Call”

June 27, 2025

MANAGEMENT: **MR. RAHUL CHANDALIA – CHAIRMAN AND MANAGING DIRECTOR – WOL3D INDIA LIMITED**

MODERATOR: **MR. SUYASH SAMANT – STELLAR IR ADVISORS**

Moderator: Ladies and gentlemen, good day and welcome to the WOL3D India Limited H2 and FY25 Earnings Conference Call. As a reminder, all participant lines will remain 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 the operator by pressing star then zero on your touchtone telephone. Please note that this conference is being recorded.

I will now hand the conference over to Mr. Suyash Samant from Stellar IR Advisors for opening remarks. Thank you and over to you.

Suyash Samant: Thank you. Good evening everyone and thank you for joining us today. From the senior management team, we have with us on call Mr. Rahul Chandalia, Chairman and Managing Director of WOL3D India Limited. The management will be sharing operating and financial highlights for the full year ended 31st March 2025 followed by a question and answer session. Please note, this call may contain some forward looking statements which are completely based upon the company's beliefs, opinions, and expectations as of today.

These statements are not a guarantee of the company's future performance and involve unforeseen risk and uncertainties. The company also undertakes no obligation to update any forward looking statement to reflect developments that occur after a statement is made. I now hand over the conference to Mr. Rahul Chandalia. Thank you and over to you, Sir.

Rahul Chandalia: Thank you so much, Suyash. Good morning everyone and welcome to the maiden Earnings Call of WOL3D India Limited to discuss our fiscal year 2025 performance. I am delighted to speak with you all for the first time after a successful listing.

I trust you have had a chance to go through the results and the investor presentation available on the stock exchange. As this is our first earnings call, I would like to take a few minutes to walk you through our business and the journey we have taken so far. So when we started WOL3D, our vision was simple yet ambitious to make 3D printing accessible, affordable, and relevant to the Indian market.

We began by importing and distributing 3D printers, but very early on, we realized that to truly lead this space, we needed to build more than just a sales network. We had to build an ecosystem. So we set up experience centers across major cities, allowing people to see, learn, and experience 3D printing firsthand.

These experience centers became the foundation of customer education, service, trust, and also the sales points. As we scaled, we made a critical decision to move into filament manufacturing. We invested in backward integration by setting up our own PLA-based filament manufacturing plant in Bhiwandi, Maharashtra.

This gave us complete control over our pricing, quality, and also the supply chain efficiency, while also aligning with our commitment to sustainability. Today, we are happy to say that we

command over 60% to 70% of the organized market share of consumer 3D printing in India. For us, this journey is far from over.

We are building not just a product company, but a platform that empowers creators, educators, industry, and innovators across India. We are creating an ecosystem where we are not just selling products, but we want to empower our customers to create the next big thing. I will give you a company overview.

We have strategically positioned ourselves as leaders in the 3D printing solutions market, offering a comprehensive range of products and services, including 3D printers, consumables, laser engravers, and designing prototyping solutions. Our decision to partner and co-brand with international brands rather than manufacturing 3D machines ourselves in the early stages was driven by the rapidly evolving technology space.

This approach has allowed us to focus on building a distribution and service network, ensuring we stay at the forefront of the industry without the risk of obsolescence, and create a better ecosystem and supply chain.

The strength that we have, we currently operate about nine experience centers across India, and we aim to establish at least one in every state by the fiscal year 2027. These centers go beyond retail. They act as hands-on labs, providing training, support, and business guidance to customers, exploring the entire 3D printing technology.

Given the lack of skilled labor in this emerging industry, we have built a specialized team of technicians, designers, and educators from the ground up. This robust back-end infrastructure gives us a strong competitive edge and position us well for scalable growth. The government's initiatives, such as Atal Tinkering labs or the digital manufacturing hubs or the skill development skills are creating significant opportunities for growth, especially in the education sector.

We aim to drive widespread adoption of 3D printing by creating a network of 3D printers in every home and classroom across India. The growth strategies are recently launched initiatives, including VINGLITS. VINGLITS is a premium toy brand, which we are launching in India.

And we also have BRAHMA, one of India's largest 3D printing firms. These are strategic steps to expand the footprint across both B2B and B2C segments, and also a part of the forward integration.

So, BRAHMA. BRAHMA is a 3D printing firm. It is a centralized hub designed for innovation, quality control, and research and development. Housing over more than 200 plus 3D printers and powered by in-house manufactured filaments.

It will significantly reduce outsourcing costs, enhance operational efficiency, and strengthen product development capacity. It will allow us to test new materials, refine our printers, and prototype designs and concepts, which can be swiftly scaling up to production. BRAHMA is made for mass customization and manufacturing of products as end products.

Crucially, BRAHMA farm will support multiple industries like aerospace, automotive, healthcare, architecture, and manufacturing by offering customized solutions, rapid prototyping, small batch production, and customization. The facility will also serve as a training and demonstration zone, fostering collaboration among designers, engineers, and clients while building customer trust through hands-on engagement with advanced 3D printing technologies. Aligned with this infrastructure investment is the launch of VINGLITS.

VINGLITS is a make-in-India premium 3D printed toy brand that features product lines ranging from wild animals to aquatic animals, from fantasy figures to reptiles, and it will be available through online-channel distribution model, including we will also be on platforms like Zepto, Blinkit, QuickCommerce, and premium offline retailers like Hamley's. We will sell these products offline and online both. The BRAHMA firm will play a key role in the development, refinement, and rapid iteration of the VINGLITS product line, ensuring high quality and innovation.

These VINGLITS will be manufactured in a way where we cannot make it through mould. VINGLITS aim to offer export quality products, proudly Indian products that reflect innovation, sustainability, and creativity, also supporting Make-in-India and Atmanirbhar Bharat by reducing imports and boosting exports of toys. Now I will come up to the financials.

Coming to our financial performance for the second half of fiscal year 2025, our revenue from operations stood at about INR26 crores. The EBITDA was INR3 crores, reflecting an EBITDA margin of 11%. Profit after tax came up to INR2.66 crores.

For the full year of 2025, the company achieved its highest-ever revenue of INR48 crores, marking a 22% year-on-year growth. EBITDA came up to INR7 crores, up to 2% year on year, with an EBITDA margin of 15%. Profit after tax stood up to INR5.6 crores, which is up by 11% year on year.

In fiscal year 2025, our revenue mix continues to reflect the strength of our core business. Hardware contributed nearly 85% of total revenue, driven by steady volume growth and strong market demand. Consumables accounted for 12%, supported by in-house filament manufacturing, while prototyping services and after-sales contributed to about 1% and 2% respectively.

Over the last three years, we have maintained strong momentum with a robust CAGR of 35% in revenue, 83% in EBITDA, and 90% in PAT. We have delivered strong return ratios with ROE at 34% and ROCE at 42%. Additionally, we remain debt-free, maintaining a healthy and conservative balance sheet structure.

With enhanced production capabilities, a diversified portfolio, and a stronger supplier network, we are well positioned to meet the rising demand, enter high-value segments, and drive sustainable, scalable growth. That concludes my opening remarks. So now, the moderator, you may now open the floor for the questions.

Moderator: Thank you. The first question comes from Sanjay from Bastion Research. Please go ahead.

Sanjay: Yes, hi. Thank you for the opportunity, sir. So my question would be, so our growth is primarily driven by price of the printer rather than the volume growth. So could you please share your comment on that? Also, going forward, it is fair to assume that the price growth will be limited and we have to be, growth focused on the volume terms and how things are shaping on that side, if you can share your thoughts on that, sir?

Rahul Chandalia: Yes, so I think your question is more of that the price of the product and we need to increase the volumes. Is it the question?

Sanjay: Yes, sir.

Rahul Chandalia: Yes, so what is happening in 3D printing in India, the market is expanding. So also the volumes will expand. We see a very positive high volume in this year also. And with time, what we are doing as a company is also we are diversifying into new segments so that our volumes can be increased and there are more new market segments that we can cater to.

So with time, volumes are increasing and as you know, I said in the call that there are various initiatives like the Atal Tinkering Lab, which the government is saying 5 years, they want to put 50,000 schools. So these schools are going to have 3D printers.

So automatically 50,000 schools with 500 students each, the amount of 3D printers and the volume that can happen in the next 5 years is very high. So volumes will increase as well as the entire business model.

Sanjay: Agreed, sir. So sir, in the last 2 years, our B2C business is really doing well. We are growing more than 50% Y-o-Y basis. Want to understand what is driving this growth on B2C side and should we think this segment to grow on this pace only or because you know B2B is kind of stagnant for now and as you rightly mentioned, for the coming 5 years, you see opportunities over there as well for the education sector. Somehow, last 2 years was not that great for B2B. So how should one think on that side?

Rahul Chandalia: So it's a great question. So for 3D printing, I always 3D printing to the computer industry, like how computers were introduced in schools and colleges or corporates where a person used to go there, experience the computer and then he went back home, then he said I want a computer for myself. So a school or institute was always a B2B selling and then when he went back home, it was a B2C selling. That is what we are seeing in the coming time.

Hence, the volume in the B2C has increased because people have experienced these 3D printers in schools, colleges or corporates. Now, they are going back directly to buy for their personal uses. So that is one of the reasons why the B2C segment is increasing.

Also, because we have put in a lot of experience centers, these experience centers have a lot of walk-ins. So we are not catering to B2B, but with these experience centers, a lot of end customers

walk in, they learn and then they start procuring the machines. So I see in the coming time, the flow of 3D printers in the B2C segment will increase a lot because now people are accepting the technology, they are seeing it everywhere and hence the demand and the growth will be better.

Sanjay: So another would be, I am not sure, but our e-commerce business is degrowing rapidly while the growth is shifting to our own platform. So why this shift? Is this shift, how should one think of this? Are we not aggressing on e-commerce platform other than our platform or how should we one think of?

Rahul Chandalia: So e-commerce plays a very important pivotal role in our growth. E-commerce earlier used to focus on third-party e-commerce like Amazon, Flipkart. For the past one year, we have focused a lot on our own websites. Hence, you see B2C and also our website sales have increased a lot. In the coming time, we are also focusing on Quick Commerce as a platform. So the entire e-commerce or the online business will increase a lot in which we are more focusing on our own platform as the margins are better and also we can have a direct interaction with the clients.

Sanjay: My last question was, we are setting up BRAHMA 3D farm and we have already secured a land on that side. So you know how things are progressing, how the demand scenario you are seeing in terms of brand tie-up for toys or anything else has taken place in terms of collaboration. So you know we are setting up. When are we expecting revenue to start kicking from that segment? You can throw some light on that side.

Rahul Chandalia: So like you rightly said, we have procured the space, everything is now the work is going on and we are launching BRAHMA maybe in the middle of July as an open to the market. Right now, everything is in place from the product portfolio for VINGLITS and also the products which BRAHMA will make and also the prototyping part of it. So like you said about industry partners, we are already working with a lot of corporates for their design and prototyping.

So we already have people whom we have relation with. It is just when the BRAHMA launches, it is a much better space to have more relation, especially relation with real estate companies, with Pharma companies where they have huge demand for customization, gifting. As you know, Diwali is also coming around the corner.

So that will also boost the entire BRAHMA into production into mass customization. So all these factors coming into place, we expect a very good demand in BRAHMA. Hence, like initially we are launching the 200, 250 printers. Our aim is to multiply this production to have 1000 and 5000 printers. That is the dream of the brand and that is how we are focusing on being in more areas and more spaces.

Sanjay: Sir, could you also share…

Moderator: I would request you to join the queue. Thank you. The next question comes from the line of Faisal Hawa from HG Hawa and Company. Thank you.

Faisal Hawa: Good afternoon and congratulations on the great performance. My question is that, sir, are we targeting at also some large B2B contracts which could take care of our fixed overhead at the 3D farms so that we are not going into any kind of loss from day one? That's one.

Second is, how are you feeling that the international 3D printing market is panning out? Do you feel that this could now be into mainstream manufacturing from three years from today? And a lot of the old shop floor kind of manufacturing, which the CNC machines, etcetera, will be obsolete and 3D printing will replace it?

So is that a possibility in three years from today? Are we also taking new agencies or distributions from any kind of Chinese companies or any kind of Taiwanese or even US-based firms? So are we looking at tie-ups so that we can leverage our first mover advantage?

And the fourth question is, we have hired several people from very large organizations which are into hardware manufacturing as well as distribution. So how has been the performance of these people? And are we looking at hiring more such people?

Rahul Chandalia: Thank you, for your question. First, I would like to answer the 3D printing farm. So 3D printing farm is a segment where we are introducing about 200, 250 printers. In order to get the production in place and also the pipeline of the production, we have a lot of orders in place right now. We have some purchase orders from some clients where we want to manufacture 1000 pieces and 2,000 pieces. So that order we are taking.

But the commitment to take more orders, we are waiting for the farm to launch. So as I said in the earlier question also that pharma companies or corporates are looking at customization, especially for gifting. So that's a very good segment.

Recently, we participated in gifting exhibition in Mumbai. Again in July, we are part of GiftX. So we are also being in position to those places where we find such kind of customers. So we are making a pipeline stronger. Also, this BRAHMA is also going to manufacture the VINGLITS. So one of the production area of the BRAHMA farm is going to be VINGLITS as a toy industry.

So hence we are creating a brand VINGLITS. We are launching VINGLITS in the exhibition in the gift, one of the biggest toy exhibition that's happening in Delhi, 4th July to 7th July. We are launching VINGLITS as a brand there. So BRAHMA will also take care of the VINGLITS production.

So that's how the 3D printing farm is being given production capacity so that we can fulfill the capacity and hence grow to a higher number of 3D printers. Second thing is you asked me about, will this 3D printing replace your traditional subtracting manufacturing?

Just to tell you that it's very difficult to replace your traditional manufacturing. But yes, 3D printing can create something that your traditional manufacturing cannot. 3D printing can make

your design process faster, which traditional manufacturing cannot. 3D printing can give you validation of your products faster, which your traditional manufacturing cannot.

So 3D printing has its own benefits. It will be a niche category. And as time goes, as you know, like I would like to give examples of international countries like China, there are 3D printing farms, there are 20,000 3D printers running simultaneously, which are just making end products which are sold in the B2C segment.

So what I foresee in the next three years, there are going to be more than 100 3D printing farms, maybe across India, maybe more than that, which has capacity of more than 250 to 500 3D printers, which are making end products. So 3D printing is going to be coming, farms concept will come to India in a big way, because mass customization is what is the requirement of today.

So we can't replace subtracting, but a lot of work from subtracting will go to additive manufacturing. For looking for new vendors or new suppliers, right now, we have a good mix of suppliers for us, the printer, the laser engraver, scanners and the hardware segment. So we always look out for opportunities where we get somebody who can create some different product, or you know, different portfolio or a better quality product.

So new distributors, new vendors or manufacturers, we always look forward and as and when if you get any interesting product, we will surely update everybody about it. Secondly, I think the last question that you asked me about, your team and the people that are getting, I think the entire skeleton or the backbone of the company is the team that you have, it is the team that performance and gives you the right path.

We have recruited some of the top people from the industry like we got procurement from the GM electrical brand, we got, HR from some senior company from. So we have these people coming from different backgrounds who come with a lot of experience, so that when we want to come into the market, we should have these people which have higher bandwidth and experience and they come with their own network. Like an example I will give you, we right now recently recruited one of our, National Sales Head for the VINGLITS brand. He has 25 years of experience in the toy industry, one of the highest distribution network that he has.

So for us to introduce VINGLITS in the market, his network is so strong, it becomes easier for us. So obviously, the cost of recruitment is higher, but these people who come in, they are starting to perform from the first day. So they give us results on the first day, they use their distribution network, they use their supplier network and that is how we are leveraging on these kind of senior people.

Also, getting senior people, it also helps us to make our second level of employees also trained much better. So we are creating an incomplete hierarchy in the company so that the seniors are much qualified and then they train the second level and the third level in a much better way. So we are seeing good results and this year also I think we will see a very fabulous result coming in the 2026 year. I think I have answered all the four questions.

Faisal Hawa: Thank you for answering my questions so well. I have always felt that you have captured most of the inflection points of your business quite well and now you are giving this WOL3D another new avatar with professional people coming in, which is what is the need of the hour is to maintain our first-mover advantage. I have some more questions, but I will come back into the queue.

Moderator: Thank you. The next question comes from the line of Deepak Poddar from Sapphire Capital. Please go ahead.

Deepak Poddar: Thank you very much for this opportunity. Now, first of all, I just wanted to understand on the revenue mix. Currently, I think hardware is around 85% and consumables is around 12%, and others 3%. So how do you see…

Rahul Chandalia: Deepakji, your voice is breaking. Can you repeat the question, if you don't mind?

Deepak Poddar: Yes. So I just wanted to understand first in terms of revenue mix. How revenue mix will pan out in next 2-3 years? Currently, hardware is about 85%, right? Consumables 12% and other services 3%. So how do you see mix change going forward?

Rahul Chandalia: So Deepakji, right now, our hardware is obviously the highest. That is the core of the business. And as I said, the volume is increasing and also the value of the hardware is increasing. So hardware will always be a higher proportion. But this year, I feel as the new products are coming in, the work on the prototyping design and the other categories are increasing, I think the revenue will be moving to the other platforms like the prototyping, the VINGLITS, the BRAHMA, the design. So the revenue will distribute and not only focus on hardware, which was there last year.

Deepak Poddar: Correct, correct. So ideally, I mean, if you have to take two categories, one is your hardware and other would be consumables plus your prototyping and other toy brands. So the hardware is 85% this year...

Moderator: I do apologize to interrupt you once again. Your audio is not clear.

Deepak Poddar: Yes. So this mix, I mean, will it be 75-25 this year? I mean, 75% hardware and other services would be 25%.

Rahul Chandalia: So Deepakji, our dream is always to have the other part of the business having higher revenue, especially the entire BRAHMA category that we are creating. So we are focusing this year to be 70%-30%. The 70% maybe hardware, 30% we focus more on the other categories and hence we are getting such kind of professionals in place so that we can get these things in the right direction.

Deepak Poddar: Correct. That's wonderful. And what's the gross margin? I mean, can you say gross margin in each of these; in hardware, in consumables and in prototyping?

Rahul Chandalia: So you know, there are gross margins that vary. Hardware, maybe a gross margin of 30%-35% can come. Maybe prototyping is much higher gross margins because it's more of a customization. So hence we are focusing on getting into the BRAHMA because there are much higher margins. So the entire BRAHMA has a gross margin of 70%-80%.

So the idea is to focus more on this area. So as and when time comes in, where we have to increase the volume of the hardware, even if we have to play with the price, we have the other segment which has a higher more profitability. So that in the longer term, the profits are always maintained.

Deepak Poddar: Understood. So ideally, because mix will be more favorable towards this high margin, so your EBITDA margin should see an improvement, right, as we speak in FY '26?

Rahul Chandalia: Yes, Deepakji, our dream is to always achieve higher EBITDA and PAT. So with time coming, I'm sure that, you know, better things will happen.

Deepak Poddar: Okay, understood. And just one final question. This year, what sort of growth outlook we would have in FY '26 in terms of revenue?

Rahul Chandalia: Deepakji, we cannot give you the numbers of what we are expecting as a company because it doesn't allow me. But what we saw growth last year, we are expecting a much higher growth this year, considering so many areas that we have increased.

Deepak Poddar: Correct. But many of the companies do some kind of guidance, right?

Rahul Chandalia: We look at about 40% growth minimum to come this year, minimum 40%? Our numbers are higher, but minimum 40% is what we're looking at. Yes, in the six-monthly result, we'll get an idea of what we are going to do.

Deepak Poddar: Understood. With a higher EBITDA margin. Okay, understood.

Moderator: Thank you. The next question comes from the line of Tanmay from Aditya Birla Sun Life Pension Fund. Please go ahead.

Tanmay: Hi. Thank you for the opportunity. Actually, I just joined 5 to 10 minutes back, and I'm unsure whether these same questions were asked before. I just wanted to ask a question regarding the Atal Tinkering Labs. So under the Atal Innovation Mission, around 50,000 labs will be introduced by the government in government schools over the next five years.

So you are considering a revenue of INR30,000 to INR1 lakh for each lab. So let's say if that's INR50,000 of revenue per lab, then it goes to INR250 crores. And if INR1 lakh, then it's around INR500 crores of revenue in the next five years. So what kind of or what part of this revenue do you think you will be able to take for yourself?

Rahul Chandalia: So Tanmayji, just to give you a background, before this Atal Tinkering Lab was already there in place. They had done about 12,000 schools. In that 12,000 schools, we have catered through a B2B channel, through a B2B network of more than 100 resellers, we have sold about 6,000 to 7,000 3D printers. So in 12,000, if we have done about 6,000 also, we consider 50%.

So I hope and I feel that in the same kind of network and the same kind of relationship that we have built, we can do the same thing in the coming time with the 50,000 schools. I think the revenue -- I mean, even if we touch 40% of the schools that we are thinking out of 50,000, maybe 20,000 schools and average of INR50,000 revenue, we can -- it's a INR100 crores revenue that we see yet.

And that also, like I said, Tanmayji, that Atal Tinkering Lab is just one setup of a B2B network. But these Atal Tinkering Labs have 1,000 students, 500 students in every school. Even if I consider 1% of those people buying a 3D printer, this 50,000 is nothing. I mean, consider 50,000 schools, each school has 10 students buying a 3D printer. That's a 5 lakh volume of 3D printers that we are looking.

Tanmay: Okay. Also, I have a question. So what is BRAHMA 3D Farm, if I may ask you? What is your concept going ahead for the same?

Rahul Chandalia: So basically, BRAHMA is the creator, it is a platform which can manufacture anything and everything under the 3D printing category. We are completely looking at mass customization, and taking to various kinds of segments like aerospace, medical, pharma, and customized gifting. So these are the various categories that they're targeting on.

What we have done in BRAHMA is that firstly, we are launching our own toy brand called VINGLITS. So one of the production of the BRAHMA will be manufacturing VINGLITS. VINGLITS are basically a play for every age product, which is going to be into five various segments of animals like wild animals, farm animals, you know, stuff like that. And they're going to be launched in general trade as well as modern trade.

And BRAHMA is a farm which will launch in the 200 - 250 printers. Internationally, there are farms which are 1,000, 2,000, and even 20,000 3D printers. So with this being a pilot project, we look forward to become a much bigger farm with more number of farms across India, wherever we have an experience center.

Tanmay: So let's say if I have a 3D printer, and if I have enough filaments, then I can manufacture my own toys at home, if I have a creative mind. So then would it be reasonable to say that you can have many such competitors when you're selling 3D printers, you could also have a retail person, a person with just a basic small setup...

Rahul Chandalia: So Tanmayji, just to answer you, competition comes when all products are generic. We are looking to create a brand, first thing. Secondly, even if you have two or five printers, your daily manufacturing capacity can be 12 pieces, 20 pieces maybe. Where BRAHMA is a farm where

we are looking at about 200 to 250 printers, my daily capacity of production is about 2,000 pieces.

So when I'm looking to make a general trade product, when I'm looking to make a product, which will go to 350 stores across Maharashtra and Delhi, I cannot compete with somebody who can make it at home. You understand? So obviously, you can make it at home, he may sell it in his own network. But we are not planning to make a product which is only 10 pieces and 12 pieces. So the kind of number that we're looking at and the kind of product category that we want to create, it's about a brand that person wants to buy.

Tanmay: You know, what I'm looking at is not just, let's say one person creating 12 or 13 pieces, but someone coming up with similar sort of capacity and creating similar sort of brand, then what would be the USP for our brand?

Rahul Chandalia: So Tanmayji, it is about the first mover advantage, first of all. Secondly, we are creating our own concept of products, which we are having our own premium packaging, our own distribution network. So like, we are the biggest distributor of these 3D printers in India.

So if anybody is also looking at setting up a 3D printing farm, it will obviously help us in getting a revenue into the hardware segment of the business. But if somebody is coming, we'll get them aware of what is the category of product they're trying to create. So the product that we are creating, it's our own niche, own design, modified and concepted.

So if people want to copy, they can obviously copy, but by the time they copy, we have reached a long way ahead. So and as we are the first category creator, as well as the first mover advantage, people are going to come in the segment as and when there's time. But we are moving much faster than people even think they are going to do it.

Tanmay: So just last two questions, one regarding the customized sort of orders that you're looking from the corporates. So are you looking at any specific corporate tie-ups, let's say, an automotive manufacturer, two-wheeler manufacturer, where you are manufacturing a fiber component of that from a 3D printer? So such sort of orders are you looking at where you can provide in bulk?

Rahul Chandalia: Yes. So already, you know, just to give you an example, we work with the electric brand where we make the electric chargers. The front part of the electric charger is what we 3D print for them. So that is one example. Example, we are working with pharma companies. Right now, we are working with a pharma company where they are making one anatomical model 1200 pieces for them.

So there are various such kind of concepts that we are making -- using 3D printing which a mould and dye cannot make. So in order to get these orders, we are being in places where we can meet such people. So we are part of the Giftex India, we are part of Gift India. Right now, we are part of the toy exhibition happening in Delhi.

So we are coming to all these places where we find such kind of customers and if we can have a relationship building on making for them.

Tanmay: Okay. So and for the electric charger that you mentioned, what is the sort of volume that you are looking at on a yearly basis, if I may ask?

Rahul Chandalia: So what happens is initially they look at 100, 200 pieces because these are all new brands that are launching in India as an electric brand. So the first, the batch that they make is using 3D printing, we make it for them and then they promise us bigger numbers. So I always believe those numbers are given in order to get the first order. When it comes, it is better to feel it as a reality.

Tanmay: Okay. So and you have given a guidance of at least 40% revenue growth for FY26. So what is the growth driver for this particular year? What are the orders or the order book that you are looking at? And what are the growth areas?

Rahul Chandalia: So for the order book, we have already given numbers of, we are exporting some 3D printers to US, that is the concrete 3D printers, I have already announced on the NSE about the order book in that. Also, there are various B2B platforms which have given us a lot of verbal orders that these are the things that we are going to take in the year based on their past.

Also, because of the 50,000 schools of Atal Tinkering Labs, a lot of B2B channels have already started making orders for that. So we have a lot of orders in place as they have given us, these are the numbers we will need. So I think we are in a good space. And also, the first six months of this year, I think has been fabulous for us. Maybe in the six-monthly result, we will see what the growth of the brand is.

Tanmay: Okay. So these were the questions from my side. And thank you so much for connecting. Thank you so much for the opportunity. All the best.

Rahul Chandalia: Thank you so much Tanmayji for being a part of the call. Thank you so much.

Moderator: Thank you. The next question comes from the line of Parikshit Kabra from Pkeday Advisors. Please go ahead.

Parikshit Kabra: Hi, thank you so much and congratulations on your results.

Rahul Chandalia: Thank you so much Parikshitji.

Parikshit Kabra: Great. I just want to first understand big picture, you have said that with a INR40 crores revenue, you have a market share of about 60% to 70% in the 3D printing. How do you define the 3D printing market? What is the definition of B2B, B2C? And is there a third vertical called industrials, which is larger?

Rahul Chandalia: Okay, so thank you so much Parikshitji. So basically, what happened in India or anywhere across the world, 3D printing was always about industrial 3D printing. So industrial 3D printing, generally machines which are in the range of INR10 lakhs, INR15 lakhs, INR20 lakhs, it may go up to INR3 crores and INR4 crores.

Those machines are basically used for more B2B channels or B2G channels, they don't come into B2C, because they are used by corporates or they are used by bigger companies for their prototyping or in-house designing. So we don't come into the industrial grade 3D printer, that's not my niche and neither my focus. We are looking at becoming a B2C channel where anybody like you and me can buy a 3D printer. So that's how we have done.

Now, the market share that we talk about consumer 3D printing. So how do we calculate if we are a 60%-70%? What we do is that, we take the entire import data of 3D printing in India. Like you know, 3D printers are not manufactured in India, all are being imported within a very certain portion, may be made in India, but maximum portion, about 95% of the portion is 3D printed, which is imported.

What we do is that we take the entire import data of the year and we see what is our proportion of the import data that has happened. So with that proportion, we get an idea we are about 60%-70% in this segment.

Parikshit Kabra: Makes sense. So that's perfect. So the only reason I got slightly confused is because in your segment-wide slide, you have said you have a B2B segment revenue and then there's a B2C. So what is your definition of B2B when you're reporting it in this segment?

Rahul Chandalia: So B2B means anybody who's basically touching to my B2C. For example, a school or a college will be my B2B channel and the student in that school is my B2C segment. So basically what we also do is, B2B is also people who have a GST number.

So we consider them to be a corporate and hence they have a GST number. All those B2C channels are people like you and me who may not have a GST and we just buy it for personal use or home use or for just my R&D purposes. So we just divide it based on GST number as well as the category that they are into.

Parikshit Kabra: Perfect. Clear. This is very helpful. My second question is along the lines of, you have the distribution rights of certain brands of printers in India. These are exclusive partnerships and also these brands that you have, are you looking to expand the number of brands that you're tying up with or are you content with the kind of brands you have currently?

Rahul Chandalia: No. So Parikshitji, like I said in my call also, we are exclusive distributors of these brands but what happens is every brand has about 20, 30, 40 models. I don't believe in taking everyone, then you're married to one person. So we believe in taking the top notch of the brand. What is the product that we think meets our distribution network? So we take selected models as our exclusivity which has the highest volumes.

Secondly, in order to create more, see, I feel as a brand, we also have evolved in the last seven years. We have every year added new product, new category, new segment. So what we do is that, sir, we see the end customer. My end customer today, it's a college student or a school student. What are the other things that I can supply to him along with a 3D printer? So we got a laser engraver, we got a 3D scanner.

We are also looking at more products like these which can cater to the same end customer without disturbing any new kind of product, new sales team that I have to create. What can my existing sales team just add as a product to the same end customer? So we always look at new opportunities and year on year, we have increased our vendors, we have increased our suppliers. And increasing vendors and suppliers always increases the margins because your purchase power becomes better.

Parikshit Kabra: Perfect, perfect. So my last two questions, what has happened to the inventory days? Why are they so high in this business?

Rahul Chandalia: Sir, the inventory days are higher because earlier when we used to import, the product used to come within 40 days. Right now, the product timeline when they export from China, those products, everything is being checked at the customs. So that wasted my 15 days more. And also, we are manufacturing and procuring in a high volume. So my timeline to get from China from 45 has become 70 days. So we have to keep inventory high.

And also, sir, you see year on year, suppose last year we grew about 40%-35%. If my sales is increasing, this year we are looking at 40% growth. Automatically, your stocking has to be increased by 80% or a higher number because this market is growing at a very tremendous rate, which we are not able to catch what is the number.

So hence, I believe instead of having an opportunity loss, it is better to have more stocks in place. And also, because we are a debt-free company, my capital cost is not there as an interest. So we invest in stocks which have higher volume and higher profit for me.

Parikshit Kabra: So sir, then would it be fair to say that, okay, not would it be fair to say, could you then share how much of your inventory is more than six months old or more than a year old, whatever is relevant in this industry to get a sense of if there is any risk of dead inventory?

Rahul Chandalia: So Parikshitji, we are very lucky and maybe the entire business model we have created in a way where we don't have any kind of dead inventory. All our inventories get sold. So what we are doing is that, Parikshitji, like suppose a customer doesn't know which 3D printer is good or bad, it is up to us as a seller or a technology to provide what we think is good for them.

So sometimes some products which are older, maybe it is new for somebody else. So we are in a very good position as a new technology for us, dead inventory is not yet there in the past seven, eight years. And I don't see in the coming time that we will have any kind of dead inventory that is possible.

Parikshit Kabra: Okay. So okay. But would it be possible to share inventory that is older than six months?

Rahul Chandalia: So I will check with my team and if it is allowed to share, surely, I will ask my team, sir.

Parikshit Kabra: Great. And the last question, sir, is that I really like your idea of the BRAHMA, I forgot the full name.

Rahul Chandalia: 3D printing farm.

Parikshit Kabra: Yes, the BRAHMA Farm. And I understand that intuitively it feels right that there will be people who will have this need for custom manufacturing. I am not able to understand why you are opening a fifth front in your business with VINGLITS, which is a consumer brand, which is going to be extensive both in terms of marketing as well as management bandwidth, while you have already got a prototyping business, you have a manufacturing business coming up with BRAHMA, you have your B2B businesses, you have your B2C distribution channels. So why open up another front?

Rahul Chandalia: Sir, one of the reasons why we are creating VINGLITS as a brand, sir, because India doesn't have a toy brand, first of all. India focuses on Make in India Toys. 3D printing across the world has started manufacturing toys in the 3D printing farm. So the experience or the product that we are launching is not out of a very big risk that I'm doing.

It is just understanding internationally how these toys are being sold. So what we have done is that because I travel a lot to different countries, I have seen more than three, four 3D printing farms. And these farms are creating B2C products, which are a lot of toys. I felt India as a country where China export to India to toys is getting fully banned.

We don't have any in-house brand in India, which can create a collectible or a fidget as a category. If you see, sir, the entire concept of Pop Mart as a culture, it is a collectible. It is a category that is basically answering the need of Kidulting that is the adult wants to behave like a kid or the adult invest in a kid product.

So in order to have that emotion and we having the 3D printing knowledge of 8 years, why not leverage a brand where we get a higher brand profitability to create a brand for India as a toy brand, which can internationally be exported. So I felt it's more of a strategic decision. And also the bandwidth of the BRAHMA farm can be multiplied if you have a higher number of VINGLITS as a product sold.

Parikshit Kabra: Got it, sir. Thank you so much. I just leave a last request. Your business is so new and so interesting. There are so many questions. It would be good to have an investor day or maybe just a management meeting later on. I've already sent a request, if you could just respond to that?

Rahul Chandalia: Sir, which city are you based in, sir?

Parikshit Kabra: I am in Mumbai, but I can travel.

Rahul Chandalia: Okay, very good. Sir, we are also based in Mumbai. Stellar IR is my IR relation company. I'll ask them to get in touch with you, sir, whenever you want. We are happy to connect and meet you in person and show you around, sir.

Parikshit Kabra: Perfect. Thank you so much sir. Thank you.

Rahul Chandalia: Thank you, Parikshit ji. Thank you so much.

Moderator: Thank you. Ladies and gentlemen, in the interest of time and fairness to others, we request you to restrict to two questions per participant. The next question comes from the line of Akash Jain from Vijit Global Securities Private Limited. Please go ahead.

Akash Jain: Congratulation sir for very good set of numbers.

Rahul Chandalia: Akash, your voice is not audible.

Moderator: Yes, Akash. Please go ahead. Since there is no response, we move on to the next question, which is from the line of Sanjeev Pandiya from Lancers Impex Limited. Please go ahead.

Sanjeev Pandiya: Yes. So since you have allowed only two questions. Actually, I am new to this industry, to this as a concept. So one is just a hygiene issue. In H2 FY25, there seems to be a sharp drop in EBITDA margins. Is it just a one-time readjustment because it coincides with your IPO, does it?

Rahul Chandalia: Sir. I will give that answer. Can you give the second question also, so I can answer both together for you, sir?

Sanjeev Pandiya: No, the second question is forward-looking, which is that I noticed that the structure of your investments, your balance sheet, the FA to working capital and then the nature of working capital, because having a B2C element, I don't really know the full details, the operating details of your business. So I will refrain.

I will get a briefing from the IR before approaching you with specific questions about operations. But what I noticed was FA seems to be low, so that's one observation. Two seems to be that it seems to be a working capital and within working capital and inventory-oriented business.

You right now are debt-free and probably cash positive. And so, like you just explained, some of that excess cash is going into FA. Now, could you -- as you start growing from here, it's pretty obvious that in such a nascent industry, you will have modularity. There will be either new products, new businesses, new marketing strategies, etcetera.

Could you take us through the growth plan? How will you grow from here and what character will it take? Will it be fixed-asset intensive? Will it be inventory intensive? As you get into the B2B segment, you start developing, you know, debtors, etcetera. And then on the borrowing side, what kind of debt structure can we expect or will it all be, let's say, the best case could be

that it's all going to be internal accrual. How exactly do you see yourself evolving over the next three years?

Rahul Chandalia: Sir, I'll give you the answer to this. First is the EBITDA margin. So sir, in this year, the EBITDA has been little reduced because like I answered earlier, we have recruited a lot of senior people from the industry. And as you were part of the IPO in September, we had six months of time for the year result of March 25.

So we have increased a lot of employee benefits that came into the expenses and also the admin expenses increased a lot because of the new product introduction and the new experience center introduction. So our expenses were about 75 lakhs per month has been there on the employee benefit expense and admin expenses.

And now the results of these investments are coming in this year as a revenue increase that we are seeing. So EBITDA reduced because of higher expenses coming in as a one time that I've seen, which was not there earlier. And now they are variable and that's resulting in the revenue rate of it.

So I think in the longer term, your EBITDA should be better. Then, sir, you asked me about the net cash flow. I think the question.

Sanjeev Pandiya: No, basically how the balance sheet will evolve.

Rahul Chandalia: Sir, in the balance sheet, what I see is that our fixed assets will not be increasing much because the investment in the fixed assets is only the 3D printing farm, which will have a certain number of machines which are increasing as per the revenue increasing. Our variable assets will increase because we are more into the distribution network of the hardware segment.

And also this new BRAHMA as a segment will also have its own variable cost of higher stocking or maybe a limited stock that will be happening. So we will look at more variable assets than fixed assets coming into time. And for the money or the fund requirement, at present, we are a cash rich company. There's no debt.

We also have a lot of funds in hand, which will cater to my future expansion that we have studied and understood. And so right now, we are not looking at any debt, any kind of share selling, nothing like that. We are very positive about the cash that is there in hand, which will cater to all my needs, whether it is marketing, branding, fixed asset investment right now or any kind of variable cost.

Sanjeev Pandiya: I noticed that your trade payables are also dropping, which also gives me evidence that you are moving towards being cash rich. In this industry, as you grow, when will this reverse or will this continue? I mean, trade payables is a good place to keep your cash. Can we expect a reduction in trade payables over time?

Rahul Chandalia: No sir. Sir trade payables will increase because our volumes are increasing. And also, if you see, our receivables are very much in control, although my procurement has been so higher. Like my trade receivables have been in 2023-24, it has been about INR4 crores. In this year, it was INR4.8 crores. So the trade receivables are not much.

So trade payables are also because having cash in hand, we can have a better procurement, we can command better pricing and that is giving us a benefit in the trade payables also, sir. And also, just to tell you, sir, we are importing so much. Because of our import of such a high value number, in the March end, we had about INR1.1 crores of GST credit available with us.

And also, sir, what we have done is that in fiscal 2023-2024, so we had a provision made for in advance tax of INR1.42 crores, which has reduced to 42 lakhs in the 2024-25 year. So we have done all these payments, we have made sure that all the liabilities are lesser and we are moving in the cash rich kind of categories.

Sanjeev Pandiya: So just being provocative, can one expect that your delta growth will all be debt free? And therefore, we should be, I mean, this is a valuation issue for me that I'm not just looking at the current balance sheet, I'm trying to estimate what the modularity of the balance sheet growth will be.

I can expect that most of your cash will get redeployed into the working capital side and with minimal increase on trade payable. So it will all be working capital intensive, number one. And two, it will be relatively low debt intensity?

Rahul Chandalia: Yes, what you said is very correct. As you said, sir, most of the money will be in working capital, there will be less trade payable. And also, we are looking to be a debt free company. But if in the future, if you require any bigger investment that is to be done, that time we'll decide how the debt or the finance to be arranged. But right now, we are in a very positive position of the money as well as the working capital.

Sanjeev Pandiya: Thank you. I just needed a sense of that -- thank you...

Rahul Chandalia: Thank you so much.

Moderator: Thank you. The next question comes from the line of Rajneesh Sharma from Sharma Research. Please go ahead.

Rajneesh Sharma: Hi, so congratulations on strong financial results and on your drive to build what could be become the India's first homegrown toy brand. So congratulations on that.

Rahul Chandalia: Thank you so much, Rajneesh ji.

Rajneesh Sharma: Yes. So I have two questions. I will ask them at once and you can answer them accordingly. So my first question is that India's toy exports fell about 14% from financially at '22 to '24. And the budget '25 now aims to push India as a global toy hub. With the daily export excursion coming

up, as you mentioned, and the US order already secured, which new countries or regions are you targeting?

So this is specifically asking about the exports, and how will VINGLITS plus BRAHMA 3D farm use this tailwind to grow exports over the next 2 years? And are you expecting any further government incentives with this plan for something?

My second question is related to capital allocation beyond stores. So your balance sheet is debt free, which looks good, and store extension is heavy. So how will you split the reserve capital between scaling the filament plant based backward integration and extending your new R&D products? Are you working on R&D products and new products as well, SKUs?

Rahul Chandalia: Yes. Okay. Sir, I'll answer this question. First is the question of India toy industry. Sir, India toy industry is growing rapidly, export is increasing. We had opportunity as a company to manufacture OEM for international brands in the US. But right now, we are not creating an OEM category for ourselves, we want to make our own brand.

So what we are doing is that in the future coming in, I think the easier platform to export is maybe we are very strong on Amazon India, they have given us an opportunity to go into Amazon Dubai, and Amazon US. So maybe we look into these opportunities to come in to sell our toy brands first. So we may come into categories which are online selling and then gradually get into a retail or a general trade category for the export purpose what I'm talking about.

Also, for the government incentives, there are a lot of government incentives which are coming in the toy industry. When we were thinking of the government incentives, what we have realized is that maybe government incentives are in the category where you go to Category C cities and Category 4 cities. Although the incentives are higher, but the cost of labor, cost of electricity, and the other things that are required for a tech product like 3D printing technology, I think those costs will cover your incentive.

So we feel that government incentives are obviously beneficial, but we are in the discussion whether should we take that and then the other costs are higher. So government incentives are there, export incentives will be there. We will obviously try to see what are the opportunities and what are the middle path that we can take on taking these incentives.

For the capital allocation, sir, we invest a lot on the research and also what the product should be, category should be going to. So VINGLITS as a brand, obviously, there's been an investment on research, R&D, getting the product finalization and everything.

Backward integration also, we are looking at expansion of our 3D filaments manufacturing business, also to increase more types of 3D filaments, so that we are in the mode of expanding some kind of R&D instruments, which we can make our filaments in a more different types and categories and varieties, not only catering to basic material like a PLA ABS, but also try to manufacture industrial 3D filaments.

So capital allocation, like in the earlier question from Sanjay sir also I told, that we are looking into working capital as a higher investment, but R&D and forward and backward integration also, they're investing a lot for higher growth. As we being the category creator or industry leader, we are also trying to see new areas where we can invest and get a better result.

Rajneesh Sharma: All right, sir.

Rahul Chandalia: I hope I've answered both your questions.

Rajneesh Sharma: Yes, yes, you did. Thank you.

Rahul Chandalia: Thank you so much, Rajneesh ji. Thank you.

Moderator: Thank you. The next question comes from the line of Divyansh Gupta from Latent Advisors. Please go ahead.

Divyansh Gupta: Hi, a couple of basic questions. How should we understand the sales of consumables going up? Because if I see the sales of hardware going up, I would assume, let's say, in 6 months, 12 months, everyone will consume their consumables and will come back to you. But the sales of consumables is not going up. So how should we understand that phenomenon?

Rahul Chandalia: Okay. So see the sales of hardware is going on, sales of consumables are also going on. But what happens as the market is becoming mature, more people are getting into the industry as a consumer, we see that there is a price drop in the retail price of the consumer product. Hence, the volumes are increasing, maybe little price has been lowered. But we look at higher sales happening in the coming time considering the application and also better 3D printers which are available for regular use.

So consumables as a category also we are seeing good revenue. We have done 15% this year. Overall, the numbers have been higher than last year. And this year, we look to be better because of the opportunities in the consumer market.

Divyansh Gupta: If I look at your presentation only, your consumables is flat at 56 million for '24-'25. So you are saying growth, am I missing something or it's your category in some other place?

Rahul Chandalia: In the presentation, right? I don't have that in my hand right now. Is that okay if I give you a detailed explanation on that in a call?

Divyansh Gupta: Sure, no worries.

Rahul Chandalia: So it's easier for me.

Divyansh Gupta: Yes. That will be helpful. The second question is the consumables out of this 482 Mn of sales, how much will be for our own brand and versus let's say selling for someone else? And related

question is, are the consumables inter-usable across brands or each brand sells its own consumables and therefore, you will end up having a lot of inventory and things will not…

Rahul Chandalia: So consumables are inter-used. It can be used in any branded 3D printer. Similarly, any other consumable can be used in my 3D printer also. So consumables, I feel in the long run, consumables obviously is going to be a very competitive market because it is easy to be a part of it because the investment is very less.

So I feel consumables can become competitive and hence, we're seeing a lower, maybe I have to check the number exactly of the number of consumables last year and this year. And where is the proportion of the consumables? Mostly, it's our branded consumables only.

Divyansh Gupta: Got it. And on the hardware side, what is our proprietary brand sales?

Rahul Chandalia: So in the hardware, I will check the percentage and I'll share that data with you. So in the hardware, what we do is that every product that we sell, we have a co-branded on that. So it's a brand of the main brand. Also, our brand is associated on the same product. But there are various brands, maybe about 30% of the product we make under our own branding. So it's a completely OEM under the name of WOL3D.

Divyansh Gupta: Got it. Got it. And so, I'll get in touch with your IR or vice versa for next questions.

Rahul Chandalia: Yes. And then we can get more personal details and discussion on this.

Divyansh Gupta: Sure. Sure. Thank you.

Rahul Chandalia: Thank you so much. Thank you, Divyansh.

Moderator: Thank you. The next question comes from the line of Akash Jain from Vijit Global Securities Private Limited. Please go ahead.

Akash Jain: Sir, my question is regarding the launch of VINGLITS. So what is the status as of now? How many brands we have tied up with?

Rahul Chandalia: Hello? I didn't get your question. Sorry.

Akash Jain: Hello.

Rahul Chandalia: Yes. I didn't get your question. Can you repeat?

Akash Jain: My question is regarding the launch of VINGLITS. So at present, what is the status? How many brands have we tied up with?

Rahul Chandalia: Okay. So for the VINGLITS brand, we have done the entire R&D. The product is almost in the finalization stage. From July 4 to 7 is when we are launching the brand in the toy exhibition in Delhi, which is the biggest exhibition in India. And for the order placement, right now, we are

not taking any orders because we have just finished with the finalization of all the categories and also the packaging.

So maybe from the mid of July, when the entire farm is into, you know, action, 250 printers is when we take order placements so that we can fulfil the orders on time. But we are in discussion with a lot of brands like Crossword. Crossword is there. Then we are discussing the Hamleys and various A category stores where we can have these toys.

Akash Jain: Okay. And have you tested this product on pilot basis like in offline stores? Like, how is the response for this kind of products?

Rahul Chandalia: Yes. So we have already tested. Some of my products are already there on Amazon also, sir. They are just selling the Mystery Eggs on Amazon. So it's a very good response, so people are buying it. Also, for offline stores, we have shown it to various A category stores. They have loved the product. Now, they are waiting for the final packaging and how it will be catered to the entire demand of the manufacturing of it.

Akash Jain: Okay. And as you said earlier, like you have travelled across various countries and you have seen various 3D farms across countries. So how big can be the opportunity? As you said earlier, like India might has banned I think, toys from China. So how big can be this opportunity? Like...

Rahul Chandalia: Just to give an example, sir, when we are making a farm of 250 printers, weekly we have a production, maybe a capacity of about 12,000 pieces of toys that we are looking at. And the kind of demand that we got from those US clients, they wanted about 50,000 of pieces per week. So they already won four times in what we are already planning to start.

Across the globe, in China, there are farms which are 20,000 3D printers. Sir, a 1,000 printer farm can manufacture 20,000 3D printers as a farm, sir. Where a 1,000 printer farm can manufacture in a week about 60,000 pieces of toys. So you can imagine, sir, what we are looking at a 20,000 number farm. So hence, we are being aggressive on creating a brand and becoming more, not only into an online brand, but also to hit the offline market using the general trade as a base for us.

Akash Jain: Okay. And just one clarification required. Like India has stopped importing toys from China or it's still going on?

Rahul Chandalia: Sir, toys from China is not allowed. There are various restrictions. There are various requirements. There are other things. Maybe the other ways of importing may be there. But otherwise, toys are not allowed in India, sir. There are various restrictions to it. And there is higher, there is anti-dumping duty also, sir, very high.

Akash Jain: Okay. And my next question is regarding guidance for revenue mix. Like once we scale up BRAHMA 3D Farm, so what can be the revenue mix? Like, for example, at the moment, hardware contributes to your major top line, followed by prototyping services, which have come

on higher margins. Once you scale up BRAHMA business, then what kind of revenue mix are we targeting for the next 3 years down the line?

Rahul Chandalia: Sir, we are looking at about 70% to 30%. 70% is hardware, 30% is the other category, which is higher revenue. And gradually, with time being and more number of volumes being increased, maybe the proportion will get more better.

Akash Jain: Okay. As you said, gross margin prototyping is around 70% to 80%. And mass customization being offered in BRAHMA, that also I think margins are higher. So on a blended basis…

Rahul Chandalia: Sir, margins are very good in the entire BRAHMA as a segment for us.

Akash Jain: Okay. So on a blended basis, if we go down the line for next 3 years, so any internal target that you have?

Rahul Chandalia: Sir, that is very difficult to say. I mean, it doesn't allow me to say what are the targets that we have. But as I told you, the mix will change, hence the revenue and the profitability will change, sir.

Akash Jain: And also regarding the decent opening of experience centers in various cities, so what has been the response like B2C and B2B? How can you measure the response?

Rahul Chandalia: So sir, what we are doing is that any office or any experience center that is opening, our target is to have a 20x sales on the cost which is being applied to those centers on a monthly basis. All the cities are performing great. We have good numbers coming in. Example, maybe Bangalore as a city, the revenue is about 80 to 90 lakhs that is coming in with an expense of about 4 to 5 lakhs.

So sir, we are doing good in the numbers. What we are doing is that we are going only in that state which has a record of sales from our database. And hence we are investing in the state as a new experience center. So it is a more calculated risk that we are doing. Some cities may go slow because they do not have 3D printing as a concept or the education or the awareness is very low, but there also we are able to break even on the cost that we are incurring.

Moderator: Thank you. We take the next question from the line of Jitak Shah, an Investor. Please go ahead.

Jitak Shah: Hi, thanks for the opportunity. Most of my questions have been answered, but I just had one question on the import part. When you mentioned that most of the inventory pileup has happened because the inventory day is sort of having going up and all. So what proportion of the sourcing is sort of imported? If you could just give that clarity around that, it would be helpful.

Rahul Chandalia: All the products which are manufactured in the 3D printer segment is completely imported. 3D filament segment is manufactured in India in the factory. So maximum proportion of our business is imported because those machines cannot be made in India.

Jitak Shah: So do we face any challenges going forward if there are any sort of supply chain issues in any form?

Rahul Chandalia: I understand considering the relation of India, China or any other country also. What we are trying to do is that we are also trying to move out of China, find options in Vietnam and other countries where our relation is much better and we can import. These also manufacture which are based in different countries.

We are in the discussion or proposal of why not make it in India. So there are discussions, there are ways, and hence we are also trying to make sure that we secure ourselves in a much better way in the long run.

Jitak Shah: So any indicative timeline as to when you sort of plan to diversify and any concrete steps you have?

Rahul Chandalia: These are nothing for right now of anything concrete. But if anything comes in, we will be updating on the stock exchange on immediate and priority basis.

Jitak Shah: Got it. And just one final thing, could you give any ballpark range in terms of your margin split between B2B and B2C, be it at EBITDA level, if you can just give some idea around it?

Rahul Chandalia: See, margins are very difficult. It depends on B2B platform, B2B kind of customers that we have. So we play with, like I said, B2C maybe 35%, maybe a B2B can be 10%, 14%. It depends on customer. Basically, it's about how to take the market share in a much better way and also get the control of the market of 3D printing.

Jitak Shah: Got it. Okay. Thank you. That's all from my side.

Rahul Chandalia: Thank you so much, Jitak.

Moderator: Thank you. We take the next question from the line of Ashish Periwal, an Investor. Please go ahead.

Ashish Periwal: I think my most of the questions are answered, but I would still like to know more about your future guidance in particular and in terms of the sustainable EBITDA margin. So guidance you gave that you are looking for the 40% revenue, which I heard over the call, and most of the questions, but what is the sustainable EBITDA margin if we see the 30%, 70% breakup from both the business hardware as well as the BRAHMA 3D firm, then can we expect a margin out of 20% for EBITDA level, more than that?

Rahul Chandalia: So Ashish, it is very difficult to tell you because the stock exchange also does not allow me to give those numbers. We are trying to see the past and we want to maintain the same kind of minimum EBITDA margin that we have earned. Like, are is more of new technology and we are also learning new processes and new business.

So if the kind of margin which I already told you BRAHMA can have, if we hit it right, the margins will increase a lot. But we want to consider what we have seen in the past, we would like to maintain the same at least.

Ashish Periwal: Because the past margin, if I see is very…

Rahul Chandalia: It is about 13% on the PAT. But if the revenue increases in a much better number, automatically the entire PAT numbers will change. So it is a new category for us, new business and it is a very big scope that a growth hire can happen. So hence, giving you the exact number is very difficult at this time.

Ashish Periwal: Understood. Okay. Thank you and thanks for having this call. Because this is a good opportunity for us to, hear about this business, which is very new for most of us. So thanks for that.

Rahul Chandalia: Yes, it is a very new category and we are India's first listed 3D printing brand. So I mean, thank you so much for being on the call, sir. Thank you.

Ashish Periwal: Though, I heard about you from Shark Tank India, but it is good to know now from you about the business in more detail. So I appreciate it. Thank you.

Rahul Chandalia: Thank you so much.

Moderator: Thank you. Ladies and gentlemen, due to time constraint, we take that as the last question and we conclude the question and answer session. I now hand the conference over to Mr. Rahul Chandalia for his closing comments.

Rahul Chandalia: So thank you for attending our earnings call. It was great to meet everybody. For any further queries, you can feel free to reach out to Stellar IR Advisors. Thank you so much, everybody, and have a good day ahead.

Moderator: Thank you. On behalf of WOL3D India Limited, that concludes this conference. Thank you for joining us, and you may now disconnect your lines.