MAIDEN FORGINGS LIMITED
Formerly Known As Maiden Forgings (P) Ltd.
(AN ISO 9001: 2015 COMPANY)
CIN No. L29810DL2005PLC132913
Regd. Office : B-5 Arihant Tower, Block-D, Vivek Vihar, Delhi - 110092
Corporate Off. : E-201-Sec.-17, Industrial Area, Kavi Nagar, GZB.-201 002 (U.P.)

November 19, 2026

To,
Department of Corporate Services/ Listing
BSE LIMITED
25th Floor, P J Towers
Dalal Street Mumbai-400001

Subject: Submission of Transcripts of Earnings Conference Call held on November 17, 2026 at 04:00 PM.

Scrip Code: **543874**

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company is hereby submitting a transcript of the Earnings Conference Call held on Tuesday, November 17, 2026, at 04:00 P.M. to discuss H1 FY 26-27 earnings with Investors and Analysts.

Submitted for your kind information and necessary records.

Thanking you

For and on behalf of
Maiden Forgings Limited

Monika Negi
Digitally signed by Monika Negi
Date: 2026.11.19 15:33:48 +05'30'

Monika Negi
(Company Secretary and Compliance Officer)
M.No: A42847

“Maiden Forgings Limited

H1 FY27 Earnings Conference Call”

November 17, 2026

MANAGEMENT: **MR. NISHANT GARG – MANAGING DIRECTOR – MAIDEN FORGINGS LIMITED**
MS. SHRUTI GOEL – ASSISTANT CHIEF FINANCIAL OFFICER – MAIDEN FORGINGS LIMITED

MODERATOR: **MR. PARTH ACHARYA – KIRIN ADVISORS**

Moderator: Ladies and gentlemen, good day and welcome to Maiden Forgings Limited's H1 FY27 Earnings Conference Call. As a reminder, all participants in 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 star then zero on your touchtone phone. Please note that this conference is being recorded.

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

Parth Acharya: Yes. Thank you. On behalf of Kirin Advisors, I welcome you all to the conference call of Maiden Forgings Limited. From the management team, we have Mr. Nishant Garg, Managing Director, and Ms. Shruti Goel, Assistant to CFO.

With that, I now hand over the call to Mr. Nishant. Over to you, sir. Thank you.

Nishant Garg: Good afternoon, everyone. I warmly welcome all the investors, analysts, and participants joining us today for Maiden Forgings Limited's Q2 and H1 FY27 earnings conference call. Thank you for taking the time to be with us and for your continued interest in the company.

I would like to begin with a brief overview of our business, share the important developments during the first half, and discuss our priorities going forward. Thereafter, Shruti will take you through the detailed financial results.

Our manufacturing journey began in 1988, and the company was formally established in 2005. Over more than three decades, we have developed a strong presence in the manufacturing of bright steel bars, stainless steel, and carbon and alloy steel wires and pneumatic nails. Today, we operate three manufacturing facilities with an aggregate installed capacity of approximately 53,000 metric tons per annum and serve more than 450 customers across domestic and international markets.

Our products cater to a wide range of industries including automotive, engineering, railways, defense, power, hardware, and general manufacturing. One of our key strengths is the ability to manufacture different steel grades, sizes, and product profiles under one roof. This allows us to address diverse customer requirements, maintain long-term relationships, and develop a higher value product portfolio. Over the years, our focus has remained on product quality, dependable delivery, and progressively expanding into specialized steel applications.

Coming to the first half of FY27, we are encouraged by the progress made both financially and operationally. Sales volumes increased by approximately 14.2% year-on-year to around 19,239 metric tons, while revenue from operations grew faster by approximately 22.43%. This reflects an improvement in sales realizations and product mix, alongside higher business volumes.

Reported profitability has also improved compared with the corresponding period last year. We see the combination of volume growth and a richer product mix as an important direction for the business. I would, however, like to clarify one aspect of our reported performance. Our

total income for H1 financial year '27 includes other income of INR5.05 crores, which contains a one-time gain from the sale of our vacant land parcel in Ghaziabad.

This non-recurring gain has contributed to reported earnings and should be distinguished from the performance of our core manufacturing operations. Shruti will explain the reported financial numbers in detail shortly.

The most important operational development during the first half was the commencement of operations at our new manufacturing facility in Bhojpur on 18th July 2026. With this development, we successfully completed Phase 1 of our Unit II consolidation. This is a key step in our longer-term strategy of creating a more efficient and scalable manufacturing infrastructure.

The facility offers larger operational space, improved layouts, and upgraded infrastructure to support both our existing operations and future expansion. As the consolidation progresses, we expect better coordination between manufacturing processes, more streamlined production workflows, and faster delivery timelines.

Once the overall consolidation is fully completed, we anticipate cost savings of at least INR25 lakhs per month through better resource utilization, reduced overheads, and improved operating efficiencies. These benefits are expected to build progressively as operations stabilize at the consolidated facility.

Importantly, the largest site also provides us with space to add capacity and introduce further value-added products over the coming years. Another priority is strengthening our product mix. We continue to expand our presence in stainless steel specialized bright bars and wires and pneumatic nails, alongside our established carbon and alloy steel business.

Compared with the standard products, specialized grades and customized profiles can command higher realizations, while also helping us address more technically demanding applications. Our manufacturing breadth, supported by in-house quality and processing capabilities, allows us to offer customers a wide range of products under one roof.

Exports are also an important part of this strategy. We continue to build opportunities in pneumatic nails, stainless steel and bright bars, particularly in the US and European markets. Our emphasis is on consistent quality, competitive deliveries and an increased contribution from value-added products, rather than just dependent on volumes alone.

We believe there is scope to gradually increase the role of exports in our revenue mix as our capabilities and customer relationships expand. We also see attractive longer-term opportunities in the government and defense segments.

Over the past few years, we have strengthened our position through registrations and product approvals with defense establishments including ordnance factory entities. We have also commenced supplies to organizations such as; Hindustan Aeronautics Limited, BHEL, and NTPC. Although this business currently represents a relatively small part of our overall operations, it provides an opportunity to participate in specialized higher-value applications.

The qualification process in these segments requires consistent quality, technical capabilities, approvals, and reliable execution. Our focus is therefore on deepening customer relationships, participating in new opportunities and developing products that meet the required specifications.

We believe an expanded manufacturing infrastructure and improved operating processes can help us meet demanding plant audits and support a stronger presence in defense, railways, power, and other specialized industries over time.

Now during the first half, we also completed the sale of vacant land parcel in Ghaziabad for INR12.90 crores. The proceeds are deployed towards the expansion and development of our manufacturing facilities. This is aligned with our approach of unlocking capital from non-core assets and directing it towards productive investments, while maintaining financial discipline.

CRISIL, also reaffirmed our long-term credit rating at BBB Stable for rated bank facilities of INR42.50 crores. As we pursue expansion, prudent working capital management and a balanced funding approach will remain important priorities.

Turning to the broader operating environment, India's long-term focus on infrastructure, industrial manufacturing, automotive production, railways and defense continues to create opportunities for steel and engineering suppliers. For a company like ours, which serves several end-use industries, this diversified demand base is an advantage. At the same time, the operating environment remains competitive and subject to fluctuations in steel prices, raw material costs and customer demand.

The procurement cycle can be longer for certain specialized stainless steel grades, making sourcing and inventory planning particularly important. We are therefore focused on maintaining reliable raw material availability, managing working capital carefully, and ensuring timely deliveries to our customers. During the first half, encouraging demand across our customer base supported higher sales volume.

Our objective is to use this operating momentum to build a better product mix and stronger execution capabilities, rather than relying only on broader market growth. Looking ahead, our immediate priority is to complete the remaining stages of manufacturing consolidation, stabilize operations at Bhojpur, and progressively realize the expected cost and productivity benefits. The additional space and infrastructure will also support selective capacity expansion, improved utilization, and the development of new product lines.

We intend to continue investing in the areas where we can combine manufacturing capability with better customer value and sustainable profitability. This is our highest priority initiative because it will enable us to first, achieve a significant speed in growth as the new plant addresses inefficiencies in the earlier facilities, including constraints related to the size and layout.

Second, secure orders more quickly from key clients, particularly in sectors such as defense and power. The new facility is designed to facilitate faster approvals from these clients. Third, realize savings of at least INR50 lakhs per month following consolidation. While we had

previously indicated savings of at least INR25 lakhs per month compared with the original status quo, that estimate predates the current status quo in which Phase 1 of consolidation has already been completed.

From this point onwards, savings are expected to reach a minimum of INR50 lakhs per month, reflecting higher power and interest costs incurred during construction and the completion of Phase 1. Fourth, improve ROI upon completion of the consolidation by maximizing output from productive assets. Fifth, make use of the additional space at the new facility to support the expansions planned over the next five years, enabling their rapid execution.

These plans will be greatly supported by the state-of-the-art research and innovation center planned for the new facility. This is, therefore, a game-changing initiative and our foremost [priority 0:12:43] at present as it will propel MFL forward. Rest, we will continue expanding our focus on the stainless steel and other value-added products, strengthening our export business, and developing opportunities in government, defense, and specialized engineering applications.

Across these initiatives, our aim is to grow business volumes while improving realizations, operational efficiency, and the quality of our revenue mix. We believe our manufacturing experience, broad product offering, and long-standing customer relationships give us a strong foundation for the future.

As we move into the second half of financial year '27, we remain focused on disciplined execution of our expansion plans, maintaining service quality, and creating long-term value for our shareholders. I would like to thank our employees, customers, suppliers, business partners, and shareholders for their continued trust and support.

With this, I would now hand over the call to Ms. Shruti Goel, Assistant to the CFO, who would take you through the results. Shruti, I hand over the call to you.

Shruti Goel: Thank you, sir. Good afternoon, everyone. I will now take you through the key financial highlights of Maiden Forgings Limited for the first half ended 30th September 2026. Starting with revenue, revenue from operations stood at INR133.99 crores compared with INR109.44 crores in H1 financial year '26, registering growth of 22.43% year-on-year.

Other income stood at INR5.05 crores compared with INR1.92 crores in the corresponding period last year. Accordingly, total income increased by 24.86% to INR139.04 crores from INR111.36 crores. Moving to profitability, reported EBITDA stood at INR14.20 crores compared with INR6.74 crores in H1 financial year '26, an increase of 110.81%.

The reported EBITDA margin improved to 10.21% compared with 6.05% in the corresponding period last year, an expansion of approximately 416 basis points. Finance cost during the period was INR3.33 crores and depreciation was INR1.78 crores. Profit before tax stood at INR9.09 crores compared with INR2.50 crores in H1 financial year 2026.

Profit after tax increased to INR6.99 crores from INR2.10 crores, representing growth of 233.12% year-on-year. The reported net profit margin improved to 5.02% to 1.88%, an

expansion of approximately 314 basis points, while earnings per share stood at 4.92 compared with 1.48 in H1 financial year 2026. As explained earlier, reported other income and profitability include one-time gains from the sale of the vacant land parcel. This completes the financial performance highlights for the first half of financial year 27. Thank you, everyone. We can now open the floor for the questions.

Moderator: Thank you very much, ma'am. We will now begin with the question and answer session. The first question is from the line of Amit Kumar from Family Office. Please go ahead.

Amit Kumar: Yes, thank you for the opportunity. And first of all, congratulations on a good set of numbers.

Nishant Garg: Thank you Amit Ji, how are you?

Amit Kumar: Yes sir, great. So like one question I have, that you are at INR134 crores revenue in the first half, which is already about 58% of last year's full revenue. Which full year targets are you confident on?

Nishant Garg: This 15% to 20% growth annually standard, overall. And based on the historic data basis, H2 is always around like INR134 crores have been H1, so around INR150 crores to INR155 cores is normally goes as it is in second H2. Like 10% increase, it is like always in H2, in H1 of the year. So historic data basis for 2, 3 years you can say that around that target of INR270 crores to INR280 crores.

Amit Kumar: Yes, okay.

Nishant Garg: Total overall annually.

Amit Kumar: Okay. So raw material cost fell to about 87% of the revenue from 90% which was a year ago. So about 330 bps of [inaudible 18:25] spread, while steel prices rose sharply. How much of this structural mix makes them like specialty or stainless or defense?

Nishant Garg: Sorry, I am not able to understand what you are saying. What did you ask at the end?

Amit Kumar: I am telling you, regarding the raw material cost that has fallen?

Nishant Garg: Yes, that is around 87% to 90% of our total sales, right?

Amit Kumar: Yes. So what is the structural mix, like our stainless and in this, are we able to gain something in inventory?

Nishant Garg: Yes, definitely we are able to gain in inventory and that is why, in this, whatever inventory we look at in terms of the maximum amount-wise, it is the contribution of stainless steel, because the raw material comes to us in 75 to 90 days and we have to maintain the supply chain intact, because we, being a processor, that is our main core function.

If we manage that well, then definitely, we gain customers like we are doing, right? So we get a premium for that, plus we get good customer retention, plus it helps in acquisition of new customers. So, if we talk about the scale, volume-wise what you perhaps want to know about

the structure is that, in our sales, volume-wise the contribution of SS would be 15%, but in terms of revenue, the amount we are talking about, it would have a contribution of around 35% to 40%.

Because the value is higher, and the margin is higher, and from the last one and a half years or so, 18 months or so, our intent is how we can improve our product mix, not just SS, there are also some profile segments, in alloys etcetera, where we have a very good margin, meaning that also has an EBITDA of 25% to 30%.

So, we are improving that, and that is it, I think it will take yet another 18 months, for us to have that ideal mix, so that our EBITDA looks good, right now it is coming at 10%, 11%, it should look like at least 20% to 25%, so that, I think, will start showing in 18 months to 24 months. So that is our primary intent in this, and with the new facility, the layout would be better, so because of that, we can generate more output there for this facility.

Amit Kumar: Right. Just want to take one more idea, so how would the spread look if my steel prices remain flat in H2?

Nishant Garg: Sorry? What remains flat?

Amit Kumar: If steel prices remain flat in H2, so how would the spread look like?

Nishant Garg: Even in the bare minimum, as it has been 134, 135, so in the bare minimum it should reach 270, regarding the top line. And the bottom line, the operational profit will improve, it is happening, but as I just mentioned, if you heard me at the end, I said that we say there will be savings of INR25 lakhs, we have been saying this for 12 months that a new plant will come, both facilities will be consolidated, so there will be savings of INR25 lakhs.

But now I said that those INR25 lakhs will happen, but actually monthly savings from today's date, from this point, like if we talk about the last 6 months, because at that time construction was on finalization in the last 6 months and then it became operational in July, the first phase that we completed, right?

So because of that, some expenses of INR20 lakhs per month to INR25 lakhs per month have increased, right? So the total net impact will be INR50 lakhs, so the operational profit in our bottom line that we are not seeing increasing suddenly, that is due to this temporary phase where the consolidation is not fully completed.

As soon as Phase II is completed, that impact will come immediately, so I think, it is possible that in the last quarter, like in the last 3 months of H2, that impact will also come, so the bottom line should also see a good improvement.

Amit Kumar: Okay. So the other expense that rose to around 51.03% against the revenue, which is up to about 22%. So is this the Bhojpur startup and shifting cost, job work, etcetera?

Nishant Garg: Yes, there are numerous. Under that head, there will be many, but obviously, if something has grown outstandingly, that is because of some extraordinary activity that is going on, so those are majorly shifting and startup of the new plant, and those costs are there.

Amit Kumar: Right. So what will be the normalized level in H2?

Nishant Garg: Normalized level of what?

Amit Kumar: Normalized level of the other expenses?

Nishant Garg: Other expenses, see that is hard to predict at the moment, but definitely I can get back to you on that after looking deeply into the balance sheet once, like, on a one-on-one discussion. Explaining that on this call would be a bit difficult.

Amit Kumar: Okay. All right. So will the land proceeds go to the capex or debt reduction?

Nishant Garg: Sorry? See, there will be more vacant land parcels when the full consolidation is done, from which we can do that. These are already being deployed in growth and expansion, the realization that has happened, the 12.90 that I spoke about, INR12.90 crores, so that is already happening in capex etcetera.

Yes, temporarily, maybe for 2 months the cost of funds might have decreased because overall utilization of limits etcetera has decreased, so that is being deployed. Yes, from the second land parcel, it will have to be seen whether we use it for further expansion or if we do some debt reduction, that is still to be decided.

Mostly our plan is growth, so I don't think that, regarding the total loan of INR62 crores to INR63 crores that we have, because financially, we are extremely disciplined at the moment, not at the moment, from the beginning actually. So if we assume we do sales of INR400 crores next year, then if there is a loan of only INR62 crores to INR63 crores on that, or if it becomes INR65 crores, that is not bad and for reaching that target of INR400 crores, definitely we will require funds.

So if it comes from the other land parcel and we put it in expansion, then if we assume a loan of INR65 crores and sales of INR400 crores, then the ratios come out very well, the deployment of capital comes out very well.

Amit Kumar: Yes, so for the Ghaziabad land parcel, are there any other ideal assets you have, any surplus land?

Nishant Garg: There will be, as I said, it will take 4-6 months and once consolidation is complete, then there will be more land parcels.

Amit Kumar: Okay. So total, approximately how much could this be? What is the land value currently? The surplus land you have?

Nishant Garg: That will have to be seen once, but in total, I think there will be a realization of at least INR15 crores to INR20 crores more.

Amit Kumar: Okay, INR15 crores to INR20 crores, right?

Nishant Garg: Yes, further. I mean, what is done is done, and there will be another INR15 crores to INR20 crores.

Amit Kumar: Okay. So, I was actually asking this because I just wanted to get an idea of whether you need to raise funds for expansion or if you can finance it just through land sales as well.

Nishant Garg: Yes, currently, as of now, it is not on that basis, however, one specific thing for me was that we are looking into the B2G segment, defense, and all of that. And now, I think, the operational capabilities that have been built with this new unit, right? So we can develop many more things, right? Depending on, like, there are many things for which the government is seeking import substitution, right, which are aligned with our current business also, somewhere, right?

Amit Kumar: Okay.

Nishant Garg: So right now, with many, I mean, with DRDO, etcetera, etcetera, we are in conversation regarding what exact products they need. And we are also somewhere waiting for this consolidation to complete, okay, which is not a long-term thing now, where we are sitting. So after that, it may be possible that we get an opportunity where some more capital is required, then we might go for raising of funds. Otherwise, for the current expansion plans, I think the current accruals and whatever accruals we are expecting from vacant land parcel sales and all, that should be enough.

Amit Kumar: Okay, okay. So I just wanted to get an idea, like what would be the debt-to-equity by the end of this financial year or by March '27?

Nishant Garg: Again, I will only comment on that after sitting down and checking it once. Right now, as of now, on an IR call generally I don't expect these kinds of questions.

Amit Kumar: So no problem, you can speak to the Kirin team, we will get back to you on that. Thank you.

Nishant Garg: Thank you, Amit.

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

Keval Gala: Yes, hello sir, good evening, sir.

Nishant Garg: Hello Keval-ji, good evening.

Keval Gala: Sir, after excluding other income, your EBITDA margin was around 6.8%. So after the consolidation of Unit 2 is complete, at what level do you expect the margin to reach?

Nishant Garg: Bare minimum 10%. I am talking about the operational margin. The 6.8 figure that you are mentioning, if you even notice, in the last H1, in H1 FY26, at that time it was around 6.1. Regarding 6.8 now, it had gone as low as 6.1 at that point of time. So it has become 6.8. After

consolidation, bare minimum, I mean, our operational margin, I expect it to go beyond -- not even 10, it will go above 11% at least.

Keval Gala: You are expecting it around 10% to 11%?

Nishant Garg: No, near that, it will go above that only. I mean, I am telling you 11% on the lowest side. Because roughly speaking, if you look at it, I told you there will be a saving of INR50 lakhs based on today's current status, right? So INR50 lakhs comes to around INR6 crores, so yes, it will go above 11% to 12%.

Keval Gala: Okay. So, operating cash flow, if I look at it, it was also around INR13.9 crores, almost INR14 crores negative. So, other current liabilities also fell from INR9 crores to below INR1 crores. So, what was included in this liability? And is there hope for positive cash flow in H2?

Nishant Garg: No, I will have to thoroughly check the liability point once, but somewhere it is related to this only, the extraordinary transactions that have taken place, meaning the consolidation and capitalization that happened, so it must be linked to that somewhere. But I will have to recheck that. What was the last question you asked after that?

Keval Gala: Sir, is there any possibility of positive cash flow?

Nishant Garg: Not specifically, but it could be at par. But to say positive, that I will also have to check. Because the capex is still ongoing, so that is that.

Keval Gala: Got it. So, around, it will be nil, I suppose.

Nishant Garg: Yes, it should come down to nil. It should come around. The completion of the capex would happen, and it should reach a point where it is nil.

Keval Gala: Understood. And about the INR12.9 crores land sale announced, why has only INR10.9 crores been received as per the cash flow? When will the remaining amount be received?

Nishant Garg: That could have been received by now, or maybe something is yet to come within the end of this calendar year.

Keval Gala: Okay. And regarding the INR4.87 crores gain, what will be the tax impact? How much tax will be levied?

Nishant Garg: What is this?

Keval Gala: I am asking that on the INR4.87 crores gain, what will be the tax?

Nishant Garg: 12.5%,

Keval Gala: 12.5%. Got it. And for total capex apart from phase 1, what is the capex plan?

Nishant Garg: This total we have mentioned, it will be around INR26 crores to INR27 crores, including all land. The new two products we are bringing their machinery, etcetera, it has been about INR20

crores to INR21 crores approximately so far. To the best of my knowledge, it will close around INR27 crores.

Keval Gala: INR27 crores. Okay. And this INR27 crores, then I want to understand this a little deeper, meaning you can look at this investment like internal accruals or…?

Nishant Garg: Yes, yes. This one is through internal accruals.

Keval Gala: Okay.

Nishant Garg: Land sale proceeds of INR13 crores, plus our profitability over the last 2 to 3 year. All that is included, somewhere from there.

Keval Gala: Okay. Are you planning to raise debt or funds for this, sir?

Nishant Garg: Not for this. Just last time Amit-ji had asked me a question, so I had told him that, we are waiting for this consolidation to complete. Then we are right now in a very good momentum in terms of the conversations going on with the B2G segment.

So in that we are talking about a lot of things and I also said a line that, Research and Innovation Centre we are bringing there. Its primary agenda is that the government organizations are importing many such things which they are importing even without wanting to, right, which aligned with the current industry somewhere.

Like you say, there is 20% alignment, not 100% but 20% alignment. So by doing a little research and development, they can cater to those needs and their buying pattern or size annually is quite big.

Keval Gala: Understood.

Nishant Garg: Understand? In defense or in that, meaning, in the power sector. In those type of sectors, the buying pattern is very good. Like, Maiden is doing INR250 to INR260 to INR270 crores of sales this year, let's say. Okay? So, that means if the order comes in, your sales increase by INR100-INR150 crores. Right?

So if a product like this gets developed in like another 6 months, right? Something like that and yes, this is a game changing move, EBITDA margins will land up to 40%-50% for that particular product, right? So, definitely for that, we might raise funds.

Look, this business is very straightforward? I am a businessman. Right now, the business is well-managed in terms of, operationally, after the consolidation, my team gets a lot of relaxation. Because the profitability will increase on its own due to cost savings, etcetera, factors, whatever we are listing, right?

So along with that, I have to see for the future growth, right? And if we are finding business somewhere, then raising funds for that has no downsides. Right? If the company's value is increasing a lot after that, then regarding fundraising, I don't think there is any issue with that, right?

Keval Gala: Got it. Okay. Understood, sir.

Nishant Garg: Thank you, Keval ji.

Keval Gala: Yes. That's all from my side, sir.

Nishant Garg: Thank you.

Moderator: The next question is from the line of Sejal from Apex Capital. Please go ahead. Please go ahead.

Sejal Hello.

Nishant Garg: Hello.

Sejal Hi, sir. Sir, who are the company's top 5 customers? And what is their contribution to total revenue?

Nishant Garg: Top 5 customers, please complete.

Sejal And has your company become significantly dependent on any single customer?

Nishant Garg: So, your question has three parts to it. Okay. Top 5 customers, apparently, because they keep on changing, so I can't commit that. If we speak brand-wise, okay, so there is an international, US-based customer in our stock exchange list companies, Fastenal. So, that is there.

Then we have got TTK Prestige, KVB, Interarch, Everest. Such customers are there. And they keep on changing because top 5 customers contribute only about maybe 7% or 8% of the total sales. So, like we said, the total sale is, let's say, INR270 crores this time, right? And out of that, we cater to 450 customers regularly. So, you can imagine that we don't rely on any particular top five or ten customers, such as this one. It's quite diversified

So, I think that answers the two parts of your question, that reliance is not high on any one particular customer. That was the third part. And like I have enlisted few customers who might be the top 5 customers at the moment. So, that part also answered. And what was the third part, please? Hello?

Moderator: Sejal, you're on mute.

Sejal: Hello.

Nishant Garg: I think I answered all three parts.

Sejal: Yes, sir. And the second is, the inventory is around INR87 crores. So the current sales of the company seem quite high as per the sales?

Nishant Garg: So, madam, last year it was around -- in the last result, it was around 130 days of inventory. Now, it has gone to 121 days, I guess. There is a reduction of 9 days, which is not much of a reduction, but we are already -- I mean, you can understand that I particularly know this data

because in last 6 months, despite increasing the sale, despite the price fluctuations and all, we tried to control it and we have brought it down by about 9 days. Okay?

So now what we are trying is, we are targeting maximum in amount terms. An inventory of 100 days or so. Because volume wise, it is at around 75 days only. But as I asked the first caller, I told them that in the stainless steel market, the delivery of raw materials is around 75 days to 90 days. I buy from all the renowned steel makers such as Mukand and Jindal and all. So their delivery time is around 75 days to 90 days, approximately. So we have to keep an inventory of that much because my customers rely on me for running their entire line, production line.

So we supply them say in maximum of 30 days. So due to this model of ours that we supply in 30 days despite the raw material delivery being 75 days to 90 days. Due to this, we retain most of our customers. Our retention rate is above 95%. Secondly, we also get a premium because they don't have to keep that much longer inventory. Third thing is that acquisition time is also easy. We don't have to sell anything. He asked for it and we said that we will give it in a week or 10 days. So easily the customer gets on board with us.

So you can see the inventory cost versus the advantage. The advantage is very heavy over the cost. So that is why we keep such a heavy inventory. But still we are trying to optimize. Last time it was 130 days. Now, we have gone to 121 days or so. And the target is to go about 100 days-105 days of inventory in amount terms. But in volume terms, it is around 75 days-80 days of inventory actually. Because the value of SS is 6 times that of mild steel or alloy steel. So that is why it looks heavy in amount terms on the balance sheet.

Sejal: Okay. So, do you send it to Europe or the US directly or through your customer supply chain?

Nishant Garg: Sorry?

Sejal: Do you sell to Europe or the US, and is it directly or through your customer's supply chain?

Nishant Garg: No. Customer supply chain, they are there, but whatever claims, and whatever like 10% or whatever the export has happened that is all directly valid actually.

Sejal: Okay.

Nishant Garg: Like they are directly customers to Maiden, the customers sitting in the US or the Europe, wherever they were, they are direct customers to Maiden.

Sejal: Okay. So with the US carbon orders…

Nishant Garg: Indirect, if I go for indirect, then we will go for maybe 40% of sales through export sales only.

Sejal: So sir, I mean with the EU's carbon border adjustment mechanism steel and US tariff, did any of your customers push back on costs?

Nishant Garg: Push back on? I did not understand your question clearly.

Sejal: I mean sir, EU's carbon border adjustment mechanism cost and any – did any of your customers – because your customer, pricing or cost…

Nishant Garg: No. That is not applicable on our product line.

Sejal: Okay. And sir, are you on BSE SME listing for 3 years and already 3 years completed, so import migration?

Nishant Garg: We are completely eligible, right? But the thing is that I see a huge improvement in the coming results, right? So, frankly telling the board -- we had a discussion on this, but ultimately, it was decided maybe in the beginning of next financial year, we plan this switch. Once you know these consolidated plant's result is there, because I see a huge, huge improvement from business perspective. So, we wish that, okay, before going to the main board, we shouldn't – we don't jump in the results and everything in the number.

Sejal: Okay. Thank you.

Nishant Garg: That's an intentional pause that we have taken for the shifting.

Sejal: Okay. Thank you, sir. I will...

Nishant Garg: Thank you, Sejal.

Moderator: Thank you. We'll take the next question from the line of Priyanka Singh from Singh Limited. Please go ahead.

Priyanka Singh: Good evening, sir.

Nishant Garg: Good evening ji.

Priyanka Singh: So, sir, my question is that you have said that the consolidation, the delivery timeline improvements will happen. What is the average lead time, and what customers with expectation that they have?

Nishant Garg: Lead time in raw materials or the one we are giving to our customers?

Priyanka Singh: Customers are giving – that's what, sir.

Nishant Garg: See, we have MS, alloy, and stainless steel and pneumatic nail. So, all four categories that you are talking about, we are working in industries where all four product lines have different industries in somewhere, overlapping but different. So, all four industries are one of the fastest in terms of lead time and delivery, okay, on-time delivery. So, if we talk about carbon steel, we supply maximum in 3 days to 4 days.

Earlier it was 2 days, now it's about 3 days to 4 days, whereas the industry standard is about 2 weeks. And in stainless steel, we are about less than 30 days of lead time delivery time, whereas the industry standard is about 75 days to 90 days. That is around 8 weeks to 10 weeks. So, the industry standard is there, and in alloy steel, it's just-in-time delivery. It's the standard,

right? The schedule usually starts in the beginning of the month because most of them are auto OEMs.

So, just-in-time delivery operates. Supposingly, the customer is sitting in Delhi NCR, so we have to supply if the order comes today, we have to supply within 48 hours. So, the just-in-time concept operates. So -- and if the client is based in South, maybe within say 10 days, we have to deliver it to them.

Priyanka Singh: Okay, sir. And H1 revenue– how much is the defence or government customers that came?

Nishant Garg: That is nominal, around 2% to 3%.

Priyanka Singh: Okay, sir. And what about their margins and payment cycle on the government?

Nishant Garg: Payment cycle – because we are still in the MSME segment. So, it gets realized in 30 days, 35 days maximum. Because 45 days is the maximum clause, 30 is the average. So, that we get. Plus, secondly, the margins are definitely far, far more better than the normal. But that's not because government sector is more, it's because their demands are very tailor-made. They're not the general demands that we cater to the market. So, that is why the margins are far better.

Priyanka Singh: Okay, sir. And, your closest competitors, who are they, sir? And, on what basis do they choose you, like, quality, delivery time, or something else?

Nishant Garg: Sorry?

Priyanka Singh: Who are your closest competitors, sir?

Nishant Garg: If you talk about the MS and wire segments, then there is Bansal Wire. All right. If you talk about nails, then there is Geekay Wire. If you talk about stainless steel bright bars, let's see, in this, I am not remembering. There is Mangalam Worldwide. So, it's like, because we are providing more than 3,000 SKUs under one roof. So, there is no apple-to-apple comparison for our particular company. So, I have given you two or three names.

Priyanka Singh: Okay, sir. Thank you.

Nishant Garg: Thank you.

Priyanka Singh: Thank you.

Moderator: Ladies and gentlemen, that was the last question. I would now like to hand the conference over to Mr. Parth Acharya for closing comments. Thank you and over to you, sir.

Parth Acharya: Yes. Thank you. Thank you, everyone, for joining the conference call of Maiden Forgings Limited. If you have any further queries, you can write us at research@kirinadvisors.com. Once again, thank you, everyone, for joining the conference.

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

Nishant Garg: Thank you.