

PROSPECT

Date: 03/06/2026

To,
Department of Corporate Services,
BSE Limited
P.J. Towers,
Dalal Street, Fort,
Mumbai - 400 001

Security ID: PCL

Security Code: 543814

Subject: Transcript of Earning Conference Call for H2 FY26 held on 28th May, 2026

Dear Sir/ Madam,

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit the transcript of the Earnings Conference Call conducted on Thursday, 28th May, 2026 at 4:00 PM IST, wherein the financial results for the half year ended 31st March, 2026 were discussed with analysts and investors.

This is for your information and record.

Thanking you,

Yours faithfully
For, PROSPECT CONSUMER PRODUCTS LIMITED

Bhargavi Pandya
Company Secretary

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Prospect Consumer Products Limited
H2 & FY'26 Earnings Conference Call
May 28, 2026

Moderator: Ladies and gentlemen, good evening and welcome to Prospect Consumer Products Limited H2 and FY26 conference call hosted by Confideleap Partners. As a reminder, all the participants' line will be in listen-only mode and there will be an opportunity for you to ask the questions after the presentation concludes. Please note that this conference is being recorded. Before we begin, I would like to point out that this conference may contain forward-looking statements about the company, which are based upon the beliefs, opinion, and expectation of the company as of the date of the call. These statements do not guarantee the future performance of the company and it may involve risks and uncertainties that are difficult to predict. We represent the Investor Relations for Prospect Consumer Products Limited. The company is represented by Mr. Vimal Mishra, who is the Managing Director. I would now like to hand over the call to Mr. Vimal Mishra for his opening remarks. Thank you, and over to you, Vimal sir.

Vimal Mishra: Thank you, Abhinav. Good afternoon, everyone, and a warm welcome to the H2 and financial year 26 earnings conference call for Prospect Consumer Products Limited. I am Vimal Mishra, promoter and managing director. Thank you for taking time to join us today to discuss our financials and operational performance for the fiscal year ended 2026. FY26 has been a defining year for our company, characterized by robust financial scaling and significantly enhanced operational execution. Our financial results reflect our ability to scale efficiently while improving our operating leverage across all business verticals. We recorded an exceptional total income of 57.62 crores in financial year 26, representing a substantial year-on-year growth of 85%. Our operating profitability also improved, with EBITDA witnessing a strong year-on-year increase of 48.34%, reaching to 6.31 crores. Furthermore, our profit after tax grew by 14.76% year-on-year to stand at 2.44 crores. These financial achievements are firmly backed by substantial operation advancement on the ground. A key highlight for financial year 26 was the modernization and expansions of our state-of-the-art manufacturing facility in Changodar, Ahmedabad. We successfully increased our total installed capacity to 4,800 metric tons per annum. More importantly, we rapidly scaled our capacity utilization to the 2,500 to 3,000 metric ton per annum range during this period. By integrating advanced automation system at this facility, we have reduced manual processing requirements and achieved approximately 80% automation. This operational efficiency directly supports a leaner cost structure, consistent product quality, and a long-term business scalability. On the market expansion front, we are aggressively capitalizing on the premium and health-conscious snacking segment. We successfully accelerated our direct-to-consumer market expansion by launching new products category including dried berries, seeds, and innovative flavoured cashew variant under the flagship brand of 'DriFrutz'. To deepen our multi-channel market penetration, we officially listed on the digital B2B procurement platform like Hyperpure. Simultaneously, we actively enhanced our premium brand visibility by receiving contracts for sponsoring and curating customized gift hampers for prominent golf tournaments and major corporate events. As we look forward, we remain firmly committed to a disciplined capital allocation strategy and continuous supply chain optimization. We plan to scale our capacity utilization to 3,500 to 4,000 metric ton per annum by this financial year. We are structurally positioning ourselves to target 40 to 45% CAGR over the next three years while delivering sustainable high-margin growth. Thank you for your continuous trust and support. I would now like to open the floor for questions.

Moderator: Thank you. Participants are requested to raise their hand for the questions. Also one can request their questions in the question box. We will wait for two minutes for the queue to form. First question comes from Mr. Abhishek Shah. Sir, you may kindly unmute and introduce yourself.

Abhishek Shah: Hi, am I audible?

Moderator: Yes.

Vimal Mishra: Yes, Mr. Abhishek, you're audible.

Abhishek Shah: Yes, yeah, thank you for giving me the chance and congratulations on a good set of numbers. So my main question was on the operating margins, like especially on the H2 side, why have they decreased with respect to H1?

Vimal Mishra: All right, so there are actually multiple reasons why the PAT has been reduced actually in H2, especially for 26. First, we have a depreciation effect of roughly around 1.5 crores coming. Secondly, mainly because we are mostly dependent on the import material. So when exchange rate last year when we started, the exchange rate was stood somewhere around 84-85, and by the year, by the March 2026, it reached somewhere around 93-94 something. And our accounting mainly runs on average. It's not a FIFO, it's an average-based actually accounting. Where whatever the imports has come after second half, what we have received, the exchange rate fluctuation that has actually that has pushed the average down where the cost has been cost of the goods, it got increased. Because in first half, we didn't had that much debt available actually for working capital which we have raised through bank last year. It was not there, but in second half, we got that fund and we utilized it fully. So that's where the interest cost has also come also came there. And third is the aggressive spending on the marketing for D2C branding or the retail segment FMCG through other corporate events as well. We have developed so many SKUs in compared to last year because last till last year we had only three SKUs. Now we have total 24 SKUs which we have developed in second half. We have spent for that. All those product are already listed on the Amazon platform, Flipkart platform, and on DriFrutz website as well. So we want to increase our portfolio in D2C segment as we want to establish ourselves as FMCG player rather just being in the commodity. We want to expand more products in our category as far as whatever the dry fruits we can cater in that and wherever we can sell it. So we want to increase that share. So in making all this points actually together, that has actually pushed our PAT margin a little bit on a lesser side what we have delivered in first half.

Abhishek Shah: Okay, so understood on the margins. But then ideally your H2 should be stronger than H1? On the revenue side also, but that has also not happened.

Vimal Mishra: No, because the Diwali festival was actually just at the end of the first H1 at that time. So if you see majority sale has already been done that time. Now secondly from February onwards, the market has started going down. So there was a pressure on sale side as well, on margins as well. So both the effect came together actually because if you see majority selling, we complete our selling just prior to Diwali, 10 days before the Diwali, not after Diwali.

Abhishek Shah: Actually, your voice is breaking in between. Is it just me or everyone is facing the issue?

Moderator: Yeah, it's fine now.

Vimal Mishra: Okay.

Abhishek Shah: Yeah, it seems to be fine now. So basically you were saying that that Diwali period was in H1 that is why all the sales were much more in H1, correct?

Vimal Mishra: Yes. And after Diwali, it took 10-15 days to start the plant and everything so that's okay. That's a routine actually year-on-year business thing. So that is okay but main sale mainly because for cashew, it's a mainly sold for gift purpose as well. So Diwali is the main time period for us as a selling scale. So before Diwali, you can you can consider 10 days before Diwali, the most of the sales are getting done and it's close actually. That's why first half was quite good, second half it was a little bit less.

Abhishek Shah: Okay, and going forward so what are we expecting? Like going forward, what type of EBITDA margins are we expecting? And what is the impact of the war since we our raw materials are kind of imported so what is the impact of the war on the business?

Vimal Mishra: The effect is there because the exchange rate it has jumped like anything. So still market is in middle of accepting those increase because it's not a festival season right now. So maybe another month something it will take to absorb that cost. Secondly, the fuel prices have gone up so definitely transport cost will also get increased. So overall the cost has to get increase, that is for sure. It's a question that when the demand will start in the market in a big way actually, in a flow, that time the acceptance will be there. Till that time the war will be continued like to get more margin out of the same sale. So it is going on right now, that is there. Impact will be there. But still we are trying to increase our EBITDA margin from we try to maintain it between to 12 to 15%. That's what we are targeting right now. We will have a retail spending actually just to increase our retail portfolio where we can have some support from the sales as well on the PAT level with increased sales of B2C segment in the B2C segment. So that may help us, but again that spend will be there as far as the retail is concerned. So EBITDA will be somewhere around 12 to 15% you can consider that.

Abhishek Shah: Okay, so you're saying the EBITDA will be 12 to 15%.

Vimal Mishra: Yeah.

Abhishek Shah: And on the capacity side so it is like currently we are utilizing around 2500 to 3000 metric ton, correct?

Vimal Mishra: Correct. So last year when we started this new facility, prior to that we had a capacity of 1200 tons. So rather going straight away, big facility, new plant, new facility so we were knowing we will have so many challenges once we start the production. So we absorbed everything, we learned what we need to improve. We have done lot of correction actually in the process as well. Now we are gone through everything so this year we are targeting 3500 to 4000 tons something and next year it will be somewhere around 4500 to 5000 tons. That's what we are going to utilize.

Abhishek Shah: Okay. Yeah, I will come back in the queue if I have questions.

Moderator: Thank you. Participants are requested to raise their hands for their questions. Also one can request their questions in the question box. Next we have Mr. Ajay Pandit. Sir, kindly unmute and introduce yourself.

Ajay Pandit: Hello, am I audible?

Moderator: Yes.

Ajay Pandit: Thank you for the opportunity. Firstly, I would like to congratulate the management for achieving such a good set of numbers. Even I had questions relating to the capacity utilization. So the Changodar facility which has been recently modernized to handle around 4800 metric tons per annum which is currently operating at approximately 80% automation around 3000 metric tons. How much of the specific stages of the seven-step cashew processing cycle like deshelling, moisture control, or sorting have benefited from this automation? And earlier you mentioned that this financial year would be expected to scale the utilization up to 3500 metric tons. Could you also let me know what month are you aiming for this operational timeline?

Vimal Mishra: See as far as the utilization is concerned, the setup what we have done in Changodar, it's a completely new setup. So we have done the automation in all the seven areas. Whether it is deshelling, whether we are doing boiling, whether we are going for moisturizing or the new peeling machine, the new colour sorter, everything we have done actually. So the utilization has improved, automation has been done in all the segment for that. Secondly, the utilization what you mentioned, so 3500 to 4000 metric ton, that will get divided in 12 months period. So we try to maximize the production in first six months of the year. Like from this month the production has started picking up a lot actually. So we will try to utilize this capacity as much as we can. And going forward after Diwali, we

may see a at least 15-20 days break in that. Just because of the Diwali holidays and everything and after that to again start a production on a full scale capacity it will take another 10 days or something. So we want to utilize this period and have at least 300 to 400 between 300 to 400 tons per month production cutting facility deshelling at our plant for first six months at least. So whatever we can increase that will help us in H2 as well.

Ajay Pandit: I think even I faced some interruption. If I am not wrong you said you're expecting it after six months, right?

Vimal Mishra: No no, we have already started utilizing it.

Ajay Pandit: Okay, sure. Okay. The second question was relating to the DriFrutz brand. Your entry into the B2C and D2C segment has introduced value-added cashew variants like the Peri Peri, cheese, or the chocolate one which are targeting the premium markets. I wanted to ask that are you planning or testing any additional flavours currently or maybe have you received any early feedback from the listings on Hyperpure and quick commerce platforms? Any colour on that would be helpful.

Vimal Mishra: So far we have not received any feedback from e-commerce platform so far actually. But yes, in the retail market here, we have distributed in gifting in gifting as well. So far the feedback what we have received is quite positive and that has pushed us actually to go for a particular this flavoured cashew on the e-commerce platform. So we tried it for last one year actually. We can say that we have tried it in retail market here. We have offered this in our giftings as well. We got some positive reply positive feedback. We have sponsor few golf tournaments as well where we have offered this product to the golfers so that we can get the feedback from those premium segment as well. So far it's quite a positive feedback what we have received in compare and it's there on Amazon and Flipkart platform right now.

Ajay Pandit: Okay, sure, okay. And lastly if I am allowed I would like to understand the competitive landscape in the B2C segment. Like which brands do you consider your key competitors? Is it Farmley and Jabsons? And moving forward what is your strategy to compete and increase your market share?

Vimal Mishra: See we don't see or probably I should not say that anyone is in competition. The market is quite huge. It's a buying pattern which is getting shifted now. We have seen this trend from last one year. So if you see even in my home, daily basis actually two or three times we are we are ordering from Blinkit. So it's a shift in a buying pattern where going forward we feel that on a day-to-day basis people will prefer quick commerce rather actually going into retail shop and buy the material. So that shift is there and we feel that going forward that's the future where the most of the sales may get done. And that's why we want to emphasize our sale on online platform. As far as the big brands are concerned like you were saying actually who are already established in the market from last four five years or more than that. So it's too early for us to say that we are in competition. We are just trying to position ourselves first with our premium segment premium snacking products, the quality because we are directly processor. We are not buying from any third party, we are directly processing in our plant and we are selling in the market. There is a big difference in quality what we can see right now, as of now what we have understood. We have got the very positive feedback on our packaging as well. In fact we had a meeting with Blinkit as well where they also appreciated the packing what we are using and the quality what we are delivering right now. Though it is yet to scale on that level where competition level will come actually that's on a later on stage. Right now our priority just to position ourselves in a D2C segment.

Ajay Pandit: Okay, do you just the last question do you plan any healthier alternatives like zero cholesterol or maybe new flavours? Just any information on that.

Vimal Mishra: So in H1 call of 2027 you may get some update about the new products as well. So we are working on something, so let's see how we get the result. So you may see something coming there as well.

Ajay Pandit: Okay, okay, thank you so much. Thank you so much, that's all from my side.

Vimal Mishra: Thank you Ajay.

Moderator: Thank you. Just a quick reminder to everyone. If you have a question, please raise your hand using the reactions tab. Also one can request their questions in the question box. Next we have Mr. Raghav Shrivastava. Sir, kindly unmute and introduce yourself.

Raghav Shrivastava: Hello, am I audible?

Moderator: Yes.

Raghav Shrivastava: Yeah, so first of all congratulations on the amazing set of results. So my first question was your total income has grown up to 57.62 crores that is it has grown by 85.14%. Could you just give a breakup of it? Like was it due to volume expansion or price realization or a product mix change?

Vimal Mishra: Raghav ji, I couldn't hear you clearly, but what I understood you are asking about the bifurcation of sales for the 57 crores whether it is B2B or B2C something like that or if you can just repeat the question because I couldn't hear you clearly.

Raghav Shrivastava: No, so I wanted to understand what does the breakup of the I mean the your revenues? So the revenue has increased due to volume expansion or due to price hike or due to specific product mix changes?

Vimal Mishra: No, it's with the production expansion actually what we have done because we have utilized this capacity this year 2500 to 3000 tons. This is actually more than double what we have utilized last year. That is mainly because of that. It's not the same volume what we have traded this year actually.

Raghav Shrivastava: Okay, so it was purely due to volume increase.

Vimal Mishra: Yeah, absolutely.

Raghav Shrivastava: There was one question on EBITDA margin but you have already answered it. My last question was so you have recently entered into the B2C segment retail segment. So what was the mix between B2B and B2C? What was share of revenue was from B2B and what was from B2C? And what can we expect in the next financial years to just give some information on it if possible.

Vimal Mishra: See right now B2C segment is very less. If you actually combine the gifting as well because we are actually pushing really hard for gifting as well. Because that is one of the area where we can increase our profitability as well. So we have started working for gifting from last four months. We are already on it. So we are already in discussion with few of the buyers as well who required corporate gifting as well. We are in a discussion with the Blinkit as well if we can get our product listed on their platform. Amazon we are already there, Flipkart is there. So far the sales what we have done is very less to be honest. It's not even you can say roughly it's around 50-60 lakh rupees in terms of value for that. But we are targeting as a first threshold what we are targeting is somewhere around 10% of our revenue. That's what we want to achieve in a B2C or D2C sale and including the gifting as well.

Raghav Shrivastava: Okay. Yeah yeah, that's all from my side sir. Thank you sir and all the best.

Vimal Mishra: Thank you so much Raghav.

Moderator: Thank you. Just a quick reminder to everyone. If you have a question, please raise your hand using the reactions tab. Also one can request their questions in the question box. Next we have Ms. Riya Shah. Ma'am, please unmute and introduce yourself.

Riya Shah: Hello. Good evening, my name is Riya Shah. So first of all congratulations on your result. And I wanted to know about the specific steps that you're taking for your sourcing networks in like Africa, South Asia, and India. Like what percentage are being sourced and from where? Can you throw some light on that?

Vimal Mishra: Madam, right now most of the material is coming from Africa only. Because the cost wise what we are processing right now if you look at the other market right now even including the local crop then also the costing is getting a little bit on a higher side. That's where on the last financial year the entire material it came from the West African and East African countries. So in the first six months, it was mainly West Africa. After that from December, January, February so we had material from Tanzania and after that from Ghana as well.

Riya Shah: Okay. Okay sir. And one question I had about cashew by-products like there are cashew husk pellets and cashew nut shell liquid, CNSL. So currently like what they contribute in your revenue mix and any growth outlook in these specific industrial segments you're hoping?

Vimal Mishra: So generally when we process raw cashew, approximately 70% is cashew shell what we get out of it. So we are selling it to the CNSL processor directly. We are not processing in our plant for CNSL oil. We are directly selling it right now. And the same ratio proportionate will continue going forward no matter we increase our production to 4000 tons or 5000 tons. Roughly around 70% material it will be cashew shell which we are directly selling. Same goes with the husk as well. When we are processing, we are peeling the cashew. So somewhere around 2% of the raw cashew, 2 and a half% around that cashew husk is coming out of that and that's what we are selling in the market as well. So that ratio is confirmed. It depends on how much production we increase on a raw cashew side. Basis on that we will have the output of cashew shell and husk.

Riya Shah: Okay understood and okay sir so that's all my other two questions were answered. So thank you and all the best for your company.

Vimal Mishra: Thank you ma'am, thank you so much.

Moderator: Thank you. Just a quick reminder to everyone. If you have a question, please raise your hand using the reactions tab. Also one can request their questions in the question box. Next we have Mr. Jayesh Shah. Sir kindly unmute and introduce yourself.

Jayesh Shah: Yeah hi, congratulations on a good set of numbers. Just a few questions. First one is given the recent introduction of DriFrutz brand and new products like dried berries and seeds, what is the expected revenue by the end of this financial year?

Vimal Mishra: So we just mentioned retail B2C segment overall we are targeting to reach 10% of our actual sale. Whatever the revenue we generate that is our first target. It may take six months, a year, or couple of years I we don't know. We are really pushing hard to get position ourselves in the retail segment for D2C branding as well. So that is our core priority right now because we want to establish ourselves in FMCG market rather being a commodity player.

Jayesh Shah: Okay, next is you recently listed on the digital B2B procurement platform Hyperpure and earlier partnered with Amazon, JioMart, and ONDC. What is the initial traction and what is the CAC, that is the customer acquisition cost looking like across these channels? If you can throw some light on this.

Vimal Mishra: We already listed on Hyperpure, Amazon we are already there. We are even trying with the Blinkit as well. Though on a Blinkit we are in discussion so far. So it is yet to get close. So right now we are just trying to get into that. We have not figured out any customer acquisition cost so far to be honest. Because right now our priority to get onto those platforms and increase our sale. Hyperpure is just couple of months when we got listed on that platform. We have started selling them as well. So right now they are taking somewhere around 15 to 20% margin to get listed on their platform and selling. So our cost has not significantly increase on those platform as of now because the sales it is yet to reach on certain level where we can do some analysis on that. So we will wait for that for some more time period actually for this just to get the accurate numbers. Right now our priority just to start selling on those platform. We are taking this from our marketing budget as of now. And we are pushing ourselves to get available in the market under the brand name of DriFrutz.

Jayesh Shah: Okay, and this is in regards to the quick commerce logistics. With your plans to expand into quick commerce apps, how is the company managing supply chain logistics to ensure shelf life and quality of premium products?

Vimal Mishra: So on a quick commerce platform, we have tie up with those player like Blinkit if you are saying or probably Amazon you're saying. So we have tie up with those player. So whenever we get the order, so we always ensure that whatever material we are supplying that is within those shelf life of the product. Because usually we mention six months timeline shelf life for the particular product. And everything is manage in our own warehouse right now. So whenever we are shipping to their warehouse, we ensure on a monthly basis we take a track we keep a track on it. We take reports on a monthly basis. Whatever material is lying there, whatever is not sold. So we don't prefer to keep those material there for more than two months. So that's where we are right now we are managing this in maximum period of two months, two and three months between. Because the shelf life is six months right now. So we prefer to keep a low stock with those quick commerce warehouses and we are mostly dispatching from our own facility only.

Jayesh Shah: One last question regarding the corporate events and golf tournaments. What level of marketing and brand building expenditure is forecasted for FY27? Will this impact near-term profitability?

Vimal Mishra: Yeah sure, because whoever is coming to play golf, those are mainly those are the decision makers in their respective roles. Whether they are working as a professional or they are actually owning the company or running any firm. So when this product get highlight there so definitely it gives an advantage that they see the product, they see the branding there, they have appreciated as well actually. So this is not the first time we have done actually we are doing this from last one and a half year for golf event because the Mercedes, BMW, Audi, these all people they are doing actually branding in golf tournaments. So yes, we are not spending that much to be honest, not even 10% of them what they are selling they are spending to this golf tournaments. But we are trying to maximize the output where everyone will have the product of DriFrutz on and in the name of DriFrutz with them. Maybe it's a 25 gram pouch what we are delivering to them or the gifting hampers for the winners who are winning the tournaments. So our branding will be there, they get the products. Right now actually in last two three months, people started calling us "Dry Fruits wale actually yaha pe hai". So they started getting the name in their mouth. So we are spending very less on that. It will be continued for sure. But in near future, we feel that we will have some really good response in terms of sales in actual numbers from golf tournaments.

Jayesh Shah: That's it from my side all the very best to you.

Vimal Mishra: Thank you so much Jayesh ji, thank you.

Moderator: Thank you. Just a quick reminder to everyone. If you have a question, please raise your hand using the reactions tab. Also one can request their questions in the question box. Next we have Mr. Rahul Singhania. Sir, kindly unmute and introduce yourself.

Rahul Singhania: Hi, Rahul this side. I am calling from a family office in Chhattisgarh. First, I wanted to understand about the inventory buildup. So inventory values have nearly doubled from the last year. Now it's around 18 Cr. So is this strategic or as you mentioned because of the expanded product portfolio, so what is it?

Vimal Mishra: So because we have expanded our facility, so the production got increased and in cashew generally we have one big challenge that almost 30% of our inventory which required manual intervention. Because there are few cashews where the testa, their husk basically, it will remain on it even though you try for to get into clear in the peeling machine for twice or thrice. So those sort of material, it's the value of that material in terms of volume is somewhere around 25 to 30%. That remain in the in the stock with you. So we have to send this material to labour at their home. It's on a contractual mode. They process that material. One labour can maximum they can do around 5 to 7 kg in a day. So when we have a stock pile up actually when other material is running in the in the market. So again this material will be there. So this material is creating a dead stock as you mentioned actually right the stock pile up in our books actually. This is mainly because of this 30% material which is going there in the labour's house. So to sort this out, because we face this issue after Diwali or nearby Diwali because the material started getting up ramping up stock like anything. So we started to increase the manpower what we used to earlier we had 30 or 30 odd employees, labourers who were who used to do this. Now we have trained further, right now we have somewhere around 80 something employees actually who are working on this. So on a daily basis, we try to complete this material as much as we can. We are sending them on per kg basis, we are taking the material on per kg basis from them as well. So this is mainly because of that. And we are actually desperately pushing this thing to reduce this stock in our books inventory.

Rahul Singhania: All right. And also the debt profile. So our borrowings also have jumped from nearly 5 crores last year to over 10 Cr now. So this is also pushing our debt to equity ratio. So what is the peak debt level that you anticipate as we scale up this B2C operations and in the future?

Vimal Mishra: See we raised the fund because of the working capital. Because in cashew generally couple of years back the raw material price was somewhere around 110-120 rupees. Last year it went to 140-150 rupees. This year it's around 170-175 rupees right now. So every year the raw material price is going up. Secondly, we are increasing our production. Till couple of years back it was 1200, last year it was 2500 to 3000 tons, this year 3500 to 4000 ton. So definitely that gap will be there, plus this 30% material which is lying in the stock. So the cycle get increased it got stretch. So that's where we had to go for the debt. We have gone for the working capital from the bank which we raised actually last year. And that will be there going ahead this year as well. And breakeven if you really ask me when we see so probably I think by this year end I think we should be at par with that.

Rahul Singhania: At peak debt level?

Vimal Mishra: Sorry?

Rahul Singhania: At peak debt level as a debt to equity ratio you're saying by year end will be at the maximum and then it will reduce?

Vimal Mishra: So maximum I think it should not be more than 0.6. It won't cross 1:1 for sure, it's maximum it may reach to 0.6 something.

Rahul Singhania: Yeah, that's okay. All right understood. And lastly there are I want to ask there are a lot of government initiatives so there was a program in Feb if I'm not wrong to enhance the raw cashew nut production. So how do we see this as a industry tailwind and how does this affect us as a company?

Vimal Mishra: No, it's a good initiative by the government of India because the cashew which we process in India is roughly around 2.4 million tons, that's what we process in a year. And in opposite of it, the harvested cashew what we get in India is somewhere around 800,000 tons. So rest of all the material is being imported from West

African countries or from the Asian countries. So we are importing. Same goes for the Vietnam as well. So if we have a more cultivation of raw cashew in India so that will help us to fill this gap because year-on-year basis the demand is going to get increase. The people they are trying to find out the ways to use maximum utilize they want to utilize maximum dry fruits in other snacking products as well. Right now we have seen in bakery products as well. They started using cashew almonds it is already there. So we have seen so many people they are trying to take maximum use of this product in their routine life. So the usage, the consumption is going to get increased. It's roughly 3.8% CAGR for cashew industry till 2029. That's what we have seen and that is what it is estimated. And against that if the raw cultivation if it get increase even by 10% year-on-year basis. So that will definitely help as an industry and same time it will help to the farmers as well in India. Because as a cashew processor, our process our payment cycle get stuck because from the when we import from West Africa, it takes around 40-45 days a transit time, another 5 to 7 days for custom clearance, and when they start preparing for loading, they take another 10 to 15 days. So for roughly around 60-70 days, that's gone actually before we get the material. But if we have that material ready available in India, it may take three or four days just to reach our factory. So that is definitely very good initiative that will that is going to get help. We as an industry we are going to get help from that.

Rahul Singhania: Yeah, agree that is a boost to us. All right, that's it from my side. Thank you sir for your answers and best of luck for the future.

Vimal Mishra: Thank you so much Rahul ji, thank you.

Moderator: Thank you. We believe there are no further questions from any anyone. We will now take questions from the Q&A box. So the first question is from Mr. Jatin Navlani. What is our PAT margin guidance for next year considering we are expanding into B2C and what will be the proposition of B2B and B2C in FY27?

Vimal Mishra: So Jatin ji, as I mentioned, we are trying to expand in B2C segment. Our first target is to achieve 10% of the revenue what we are delivering on a year-on-year basis. We are not sure actually how far we will reach there, but we will continue spending on the FMCG side, D2C side actually just to get the our footprint in this category. Because I we feel going forward that will be very important going after next two three years or five down the line five years. B2C or quick commerce business will be much more compared to the B2B side. So we want to spend as much as to get our entry in this particular segment. Same time that will help us to increase our profitability as well. But right now we are targeting on the volume side so that's what we are targeting 10% of the volume what we are generating or the revenue we are generating. That's what we are targeting for this year for the financial year 27 for the B2C side. Rest everything will be on a B2B side. And on the PAT margin side, so just because of this spending and the global situation, it may have a little bit impact. But we are right now focusing more on a EBITDA side rather actually looking directly on PAT margins. So EBITDA we are we are focusing 12 to 15% at this stage. So around roughly PAT will be will be somewhere around 5 to 7% that's what we may reach we will be there. But as I mentioned, we are focusing more on a EBITDA side at the moment.

Moderator: Okay, next two questions are from Ashish Thakur. First question is, finance costs have increased significantly from 0.48 Cr in FY25 to 1.3 Cr in FY26. What is the average cost of debt currently and how does the management plan to optimize interest expenses in the coming quarters? And second question is, under the DriFrutz brand, what is the upcoming offerings looking like for new flavour variants planned in future?

Vimal Mishra: So as far as the finance costs is concerned, as I just answer answered just now, the debt to equity ratio still looks quite good. We are targeting not to increase it more than 0.6%. So the finance costs has increased just because of that interest portion which is there actually as a working capital what we took to run the business to fill the gap and because we increased the capacity. So this year also it will be there. We are trying to reach on the particular break breakthrough level actually by this year end where we may not be required to raise further debt from the market just to reach on a maximum capacity. Because our plant we still have 1800 tons capacity as unutilized in our factory. So we are trying to utilize it fully. So whatever profit margins we are generating and whatever the gap we have. So we're trying to fill those gap with the debt instrument as of now rather just going for

the going to raise fund through equity at this stage. So that's why the finance cost will be there. As far as the DriFrutz brand name upcoming offers. So we are open for the offers actually. We are as a Diwali season will come or the gifting will come. So whenever we are discussing with the customers so one is the market offer is there, we are providing some discounts on that as well. And when we have some bulk deal actually under the brand name of DriFrutz. We are definitely open for a discussion and we are offering them very good discounts as well. So if you have anything you can directly reach to us we can definitely work out here.

Moderator: Okay. As there are no further questions, we would now like the management to give the closing remarks.

Vimal Mishra: Well, thank you all for your time and insightful questions today. As we move into the next fiscal year, we remain focused on our strategic expansion into B2C segment and maximizing the operational efficiency of our modernized automated facility. By prioritizing our product quality, supply chain efficiency, and strong partnership, we are committed to maintaining our unique brand identity and remaining the preferred choice for reliable cashew solutions. Thank you once again for your continued trust in our journey. Thank you, everyone.

Moderator: Thank you for joining Prospect Consumer Products Limited H2 and FY26 conference call hosted by Confideleap Partners. Participants may kindly sign off.