Ref. No.: SIL/CHD/2026-27/10112026
Date: November 10, 2026

To,

The Manager
Listing Department
BSE Limited (BSE)
Corporate Relation Department
Phiroze Jeejeebhoy Towers, 25th Floor
Dalal Street, Mumbai – 400001

BSE Scrip Code: 526951

The Manager
Listing Department
National Stock Exchange of India Ltd (NSE)
Exchange Plaza, C-1 Block G, Bandra Kurla
Complex, Bandra, Mumbai – 400051

Trading Symbol : STYLAMIND

Subject: Transcript of Investor and Analyst Meet

Dear Sir/Madam,

In terms of Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the transcript of the conference call with Investors and analysts held on **Wednesday, November 04, 2026** in respect of Unaudited Financial Results of the Company for the Second Quarter (Q2) and Half Year ended September 30, 2026.

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

Thanking you,

Yours sincerely**,**

For **Stylam Industries Limited**

DHIRAJ KHERIWAL
Digitally signed by DHIRAJ KHERIWAL
Date: 2026.11.10 15:11:45 +05'30'

Dhiraj Kheriwal
Company Secretary & Compliance Officer

Encl: As above

“Stylam Industries Limited

Q2 & FY27 Earnings Conference Call”

November 04, 2026

MANAGEMENT: **MR. JAGDISH GUPTA – MANAGING DIRECTOR – STYLAM INDUSTRIES LIMITED**
MR. MANIT GUPTA – WHOLE-TIME DIRECTOR – STYLAM INDUSTRIES LIMITED
MR. KISHAN NAGPAL – CHIEF FINANCIAL OFFICER – STYLAM INDUSTRIES LIMITED
MR. SANJEEV MADAN – VICE PRESIDENT – STYLAM INDUSTRIES LIMITED

MODERATOR: **MS. RISHAB BOTHRA – SYSTEMATIX SHARES & STOCKS LIMITED**

Moderator: Ladies and gentlemen, good day, and welcome to Stylam Industries Limited Q2 FY27 Earnings Conference Call hosted by Systematix Shares & Stocks Limited. As a reminder, all participants lines will be in the listen only mode and there will be an opportunity for you to ask questions after the presentations conclude. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touch-tone phone. Please note this conference is being recorded.

I now hand the conference over to Mr. Rishab Bothra from Systematix. Thank you, and over to you, sir.

Rishab Bothra: Thank you. On behalf of Systematix Institutional Equities, we welcome you all to the Q2 FY27 Earnings Conference Call of Stylam Industries Limited. From the management side, we have Mr. Jagdish Gupta, Managing Director; Mr. Manit Gupta, Whole-Time Director; Mr. Kishan Nagpal, Chief Financial Officer; and Mr. Sanjeev Madan, Vice President.

I will now hand over the call to Jagdishji for his opening remarks, followed by Q&A session. The call will be scheduled for about 45 minutes and no repetitive questions be asked. Over to you, sir.

Jagdish Gupta: It is my pleasure to welcome you to Stylam Industries Limited earnings conference call for the second quarter and half year ending September 30, '26. On behalf of the entire leadership team, I would like to extend my sincere appreciation for your continued trust and confidence and support in Stylam Industries.

In the interest of time rather than taking you through the presentation in detail, we would like to make the session interactive and engaging with a focus on addressing your question and sharing our perspective on the company's performance, business outlook, growth opportunity and strategic priorities.

With this opening remarks, I would now request the moderator to take over and open the floor for question-and-answer session. Thanks again for joining us today. We look forward to insightful and interaction with all of you.

Moderator: Thank you very much. The first question is from the line of Keshav from HDFC Securities.

Keshav: Sir, first thing I want to understand now the new plant has commissioned. What is the outlook for the same? How is it ramping up? Has it started commercial production? And what sort of revenue are we expecting for this year from that plant?

Management: Plant is already start one by one, 2 presses already start. Third one is going within 2, 3 days and fourth also within a few days. Within this month, plant will be fully operational. But the problem we have an order in hand for export. But the problem we are facing is due to this war, ocean

freight and non-availability of vessels to Middle East countries. So even then we are expecting INR250 crores to INR300 crores turnover this year from the new plant.

Keshav: Understood. Sir, tell me one thing if I see your export realization per sheet by the volume data what you have reported that is just up 1% year-on-year. So ideally considering that now ocean freights are up, chemical prices have increased, ideally export realization per sheet should have increased by double digit. So what am I missing? Or has the product mix more like a low margin product or more like low revenue product you have sold in this quarter?

Management: No, no. I think, can you -- look here.

Kishan Nagpal: Keshav-ji, good afternoon. Kishan here, actually, the last time the average realization from exports was INR161 per kg. In Q1, our per kg realization from exports was INR186, and in Q2, the realization is coming to INR191. So, there has been an increase in realization.

Keshav: So, if I compute the number per sheet for exports, in Q2 FY26, a year ago, it was 1039, and this quarter it is 1052. So, a 1% increment is visible year-on-year.

Management: Keshav ji, I told you last time as well that taking per kg realization is more appropriate than per sheet realization. And I mentioned that last year, your average realization was INR161 per kg, which is INR191 in Q2. So, if you calculate exactly, there is an increase of 19%, 20% in that.

Keshav: Okay. Got it. Okay. I will take it offline. And one last question from my side. We have seen EBITDA margin, which used to be around 19%, 20%. This quarter it is down to 17%. We have seen a sharp increase in other expenses by 40%. What is the reason for that, and what is the margin outlook in upcoming quarters?

Management: First of all, it is 18%, not 17%.

Management: Keshav ji, I explained this in our previous discussion; the EBITDA margin is 18 point something percent. The 17% figure is because you are subtracting other income. Actually, other income should not be subtracted because what we are receiving in other income is export incentives. Export incentives are a part of your business; they are operational profit, not part of other income. So, the EBITDA is 18 point something percent.

Keshav: I understood. But the outlook is what like last quarter, it was 21%. So, should we expect this to be back to 20%, what we are doing in a couple of quarters earlier year, this the new normal 18%.

Management: No, we can't give an answer to this in any board, as long as this war situation is going on and everyone knows what is happening with the crude and the raw material prices. So, if we say that the next quarter will be 20% again, there is nothing like that. So, we really can't comment on this particular point, whether it will be 18, 16, 15, 10 or 20.

This situation is happening on a day-to-day basis. If you see, our top line has increased. So, that means we are doing something good. EBITDA margin will drop. Not only Lambert industry, it would be any industry in the world, only due to the crude prices.

Management: And another thing you will notice that if you compare last half year versus this half year, we are better off in this half year in comparison with the previous half.

Keshav: Right, sir. Got it. Okay. Thank you so much.

Moderator: Thank you. Next question is from the line of Aditya from MSA Capital Partners. Please go ahead.

Aditya: Yes. Am I audible?

Management: Yes.

Moderator: Yes, you are.

Aditya: Yes. Thank you so much for the opportunity. Sir, great set even after this macroeconomic setup. So, just wanted to understand from you that exports -- so it's a tale of two stories, right? Export is doing really well, domestic is still subdued. So, if I want to double-click on exports and try to understand what is really driving this growth, and once the new plant comes in, how large can export again -- how fast can export grow? So that is two. One is understanding what is driving this growth? And second, a forward-looking outlook on exports?

Management: So I think firstly, I'll talk about the domestic point, which you said. Domestic, I think we are actually revamping it and which was not going okay since the last so many years. So, I think it will take another one quarter.

I think in the last call also, we said that it might take two to three quarters to get it revamped and you will see a drastic change in the domestic market as well. I would say, this coming quarter as well as Q4. So that is the domestic point which you didn't ask, but I would like to highlight that.

Now, talking about the export, in export market also, the global manufacturing is getting a little bit affected by multiple reasons. It can be energy cost, it can be labor cost, it can be different raw material prices everywhere in the world due to which European or other manufacturers are facing a problem manufacturing and competing it with India. So, I think that would be one of the points where we as a manufacturer are taking their market share.

And as of now, it looks okay, but no one knows what will happen as per the global issues happening in each and every region. But from our side, we don't think any issues going forward as well for the export market and domestic market to which are in.

Aditya: Understood. Sir, my second question, thank you so much for answering on the domestic point as well. If I look at your gross profit, or what you call internally, contribution margins, they've not budged even in these difficult times. So yes, we have taken a hit on EBITDA margins, but contribution margin has remained steady.

So, two points on this that I want to understand. One is the new plant is coming and there would be some teething issues, there would be -- could be working in a lower capacity utilization for the first half at least till you ramp up.

How do you see the margin profile in terms of the -- contribution margin profile for the company, both the new plant coming in and the raw material scenario that we are in? Do you think we can hold on to this all…

Management: Yes. I'll answer…

Aditya: Just one more…

Management: We will hold on…

Aditya: And once the capacity utilization of the new plant reaches your optimum utilization, can be better for them?

Management: Can be better. First of all, we try to -- or not we try, we will definitely make it that we will hold at least this much of the margins you're talking about. Secondly, the ramp-up or the teething issues, I think there won't be any teething issues. There might be issues of just a few weeks, because this is not a new product what we are manufacturing. It's exactly same product, and we know how to do so.

So, it might not take us half a year or 1 year to get the plant stabilized. Yet, if the market reacts in a proper way, the global geopolitical issues, whatever is happening, definitely, the margins might be better as well.

Aditya: Understood. If I can just squeeze in one more question?

Management: I think you can ask the moderator one…

Aditya: Yes. So…

Moderator: Sir, should you have the follow-up question, please rejoin the queue.

Aditya: All right. Thank you.

Moderator: Thank you. Next question is from the line of Surender Singh from My Equity Sherpa. Please go ahead.

Surender Singh: Yes. Thank you. Sir, you mentioned that this worldly disorder is leading to other expenses elevation. Yes, a lot of folks are facing it. I was just wondering whether it is leading to only headwinds or we are getting some better opportunities to make inroads into new clients for increasing our exports because of this.

Management: Yes, it would be that way also.

Surender Singh: Okay. Second thing, sir, Yes, congratulations on this new plant. It was something which was going on for a long time. With this in place now, I'm just looking for your views that what are the things which are exciting you today because of which our numbers will improve in coming times? So, your thought process around it?

Management: No, sorry, I couldn't understand your question. Exciting as in?

Surender Singh: At management level, many things happen today. The results of those will come 2 years later and all, right? So, once this plant is in place, we have this bandwidth available now. So, what are the areas which are kind of exciting for us today, which will show up in numbers, but in future not…

Management: In future, there are multiple things we have already considered, and we were just waiting for this plant to start within the next 2 to 3 months, once the plant is completely stabilized with all the presses running properly. We are looking for other revenues as well side-by-side.

Surender Singh: Okay, sir. Thank you. Thanks a lot.

Moderator: Thank you. Next question is from the line of Chirag Shah from White Pine Investment Management. Please go ahead.

Chirag Shah: Yes. Thank you for the opportunity. Sir, just a clarification before I ask a question. Sir, if you can just quantify if sequentially there is almost 300 bps margin decline and it appears everything is coming from other expenditure, maybe some staff costs because of new plant. So, this freight-related issues, what was the impact, if you can just quantify, because it will help us to understand that once the issue goes away, how should we look at it? And any other major one-off which lead to this 300 bps decline in margin?

Management: No. We also mentioned in the presentation very clearly that almost 3%, 3.5% is due to energy cost and freight cost. It was clearly mentioned…

Chirag Shah: Sorry. I missed that.

Management: It was ocean freight and second thing is the energy cost. Energy cost means use of pet coke or coal or gas, what we are using. So there is no other…

Chirag Shah: Whatever you -- okay. That is the biggest driver. Great.

Management: There is no other…

Chirag Shah: Sir, my question is actually now that globally has come in, what kind of discussions till now you had with respect to integration, be it product, be it sales, anything that you would like to highlight what are the -- because there are opportunities in terms of products which are available to us even in terms of geographies are available to us, if you can just talk about that.

Management: Are you talking here about Aica or?

Chirag Shah: Aica. The other new…

Management: Okay. As of now, sir, I think it's been just another -- just been 4 months. So, they came on board on 15th or 16th of June. So, it's been just 4 months. So, there are still multiple talks or multiple discussions happening, but nothing as of now, But all the efforts are going on by Stylam itself directly in the market.

Chirag Shah: Fair point. And sir, my question is on exports. Sir, Middle East including Israel used to be a big part of our revenue. And because of Israel war, we had lost some part of Israel revenues. So today, given the war situation, are we affected even in the rest of the Middle East area in terms of our revenue? So the export number that we see…

Management: Not yet.

Chirag Shah: Not yet?

Management: Not yet. But again, we might lose if there is a war again, which everyone was predicting. So, even the -- if this is blocked or something happens there in the Middle East, it would be affected to everyone, not only specifically Stylam, so that would be for every product being supplied from India. As of now, it doesn't seem to be, but we cannot predict the future of the next 2, 3 months.

Chirag Shah: So as of now, our revenues are not really affected. There is only shipping…

Moderator: Sorry to interrupt, sir. Should you have a follow-up question, please rejoin the queue. Next question is from the line of Rahul Singh, an Individual Investor. Please go ahead.

Rahul Singh: Yes. Good afternoon, and thanks for the opportunity. And first of all, heartiest congratulations on the commissioning of the new plant. And what I've heard from sources that it is one of the best plants using the latest technology in the world. And I would like the management to comment on that also.

Management: Correct.

Rahul Singh: And my question is particularly related to the -- first part is related to your CWIP of INR12.41 crores. So, I'd like to know if that is pertaining to the new plant or you are upgrading the earlier plant also as per the latest standards? And…

Management: No. This is primarily related to the new plant.

Rahul Singh: So, there is some works which are still pending at the plant. It's not commissioned at the…

Management: Yes. So far as operational plant is concerned, that is complete. So, as informed by our Managing Director that two presses are still in the pipeline that is related to those presses only. And there are some other construction work, some outside wall and other improvement in roads and all that, that relates to that.

Rahul Singh: Okay. And any plans of upgrading your old plant also to the latest standards?

Management: Yes. We are doing so side-by-side a little contribution in this, also for both the old plants. Just -- you can say, filling up the bottlenecks wherever we can just to have more capacity in the old plant or maybe able to utilize more there.

Rahul Singh: Okay. And I'd like you to comment on your solid acrylic surfaces business, like it's been very small and contributing very little to the overall business. So, like with Aica Kogyo coming up,

is there any synergy coming up where Aica would be opening new ways for this business to prosper?

Management: Nothing, sir. As of now, there is nothing. Again, domestic acrylic surfaces business is just similar to -- as we were talking earlier, similar to domestic market. So we're actually revamping it because we didn't do any domestic or export sales in the last 2, 3 years for this particular product. So, as and when we are revamping the domestic laminate business, you will see a change in the domestic acrylic as well in the coming one to two quarters. And same what we are doing for export.

Rahul Singh: Understood. And like my earlier thing, like the new plant is as per the latest technology and the best in the world, I hope so…

Management: Correct.

Rahul Singh: Because that's what I heard from -- Yes.

Management: Yes, you're right. I think this is by far the largest and the most advanced plant.

Rahul Singh: Okay. So, my heartiest congratulations to the team, and I wish you all the success in the business. Thanks a lot.

Management: Thank you, sir.

Moderator: Thank you. Next question is from the line of Rudraksh Raheja from iThought Financial Consulting. Please go ahead.

Rudraksh Raheja: Yes. Thank you for the opportunity, sir. Sir, I wanted to ask on the exports volume growth that we have witnessed. It's actually more than 30%, 35% in this first half. So, what would be the rate that we would be actually comfortable? You mentioned that we are gaining market share because of all the uncertainty going on in global markets. But let's say, in this uncertainty subsides a little. What is the kind of volume growth that we should witness in exports?

Management: Sir, it's again very difficult to actually answer it. But yes, there has been a volume growth for us. We are targeting more markets wherever we could, looking at different product segments in our HPL as well. Going forward, we will try to keep or manage the same or maybe even increase more volumes in different parts and different products.

Rudraksh Raheja: Got it, sir. And sir, any price increases that we have taken to manage this stress on the cost side? And how do you look at price increases going forward as well?

Management: In domestic, yes, we have taken a few price increases, but our domestic market share is very less, so I think that won't be very much. And export, it is very difficult. We are trying our best wherever we can. That is why our focus would be more on volumes and trying to look at the bottom line as well.

But the competition is not only with organized players, now the competition is with local Indian unorganized players as well as -- that is the main competition we are facing now. So, difficult to have a complete price push in the market for export.

Rudraksh Raheja: Got it, sir. And sir, on the fixed cost side that might have impacted our P&L because of the new plant coming in, is everything now visible in Q2 numbers with respect to whether it be depreciation, other expenses or employee costs, are we factored in all the expenses that should come in our P&L because of new plant?

Management: These have been -- if you can see the P&L, the fixed expenses, of course, these are primarily relating to new plant and all that, but we don't foresee much increase, except that as explained, primarily relating to fuel cost and ocean freight going up due to Middle East factors.

Rudraksh Raheja: Understood, sir. And sir, are we on track for whatever numbers we gave earlier for new plant utilization in FY27?

Management: Yes.

Rudraksh Raheja: Got it, sir. And sir, could you maybe help us understand a bit more on the domestic market? You said that we are doing some big…

Moderator: Sir, sorry to interrupt. Should you have follow-up question, please rejoin the queue. Next question is from the line of Pritesh Chheda from Lucky. Please go ahead.

Pritesh Chheda: Sir, just one clarification. I'm unable to comprehend the conversion that is going on the new plant. So, when I look at the depreciation number, there is no depreciation which has come in still. So, what is the status of new plant? When it is becoming fully operational? And when should we start seeing the costs associated with new plant to be built in the P&L?

Management: See, this plant became operational on 22nd September 2026. That's why you could see very little depreciation increase in this relating to new plant. So, as informed earlier also by our Managing Director that production in two presses have already started and another two presses will start in a few days' time.

Pritesh Chheda: Okay. And on the fixed cost side, because it's the plant at the same location, do we have to build any extraordinary large fixed cost because this plant itself is a very big plant with many presses. So will there be a large fixed cost or it's a number which may not be so significant?

Management: No, there will not be much of fixed cost increase due to new plant. Only increase will be primarily on account of direct costs.

Pritesh Chheda: Okay. And my last question is on the margin corrections that we are seeing because of whatever other expense increases and a little bit GP also. So what are the corrective actions in terms of pricing, if any, which -- or it's a passing phase where a few things have to normalize for the margins to go up. So which one is more plausible, a price hike or the second event?

Management: See, it will be a combination of many factors. One, if you will observe previous half year versus current half year, we are much better off in EBITDA margin or operational margin even in PAT

margin also. So it is a combination of -- it will be -- and because of new plant coming up and all that, there will be operational efficiencies, economies of scale also.

Management: We are -- we feel proud that if we see the world total HPL plants in the world, not in India, our EBITDA margin is much more even than Aica, our new partner, Wilsonart our partner. Their EBITDA is around 12%, 13% maximum under these so big circumstances of oil, ocean freight, still we have 18%. Many around our Aica congratulating us every day. And this is a war situation. Whenever it will improve, I think not 3%, 4%, 5% is very easily can be plus.

Pritesh Chheda: Okay. And what is your half yearly volume growth and volume number, sir, in sheets, if you could?

Management: Yes. Half yearly, last year, it was 5.83 million sheets. And this year, it is 6.96 million sheets. But if you go by kg numbers...

Management: And it is even there is no much contribution of this in new plant contribution in this.

Management: Yes, and this has grown by more than 1 million sheets actually.

Pritesh Chheda: So 6.96 million versus 5.3 million sheets.

Management: 5.83.

Pritesh Chheda: 5.83, okay. Thank you very much, and all the best and Happy New Year, sir. Happy Diwali and Happy New Year.

Moderator: Thank you. Next question is from the line of Adityapal from MSA Capital Partners. Please go ahead.

Adityapal: Thank you so much for the follow up. For taking the follow up. Sir, on acrylic solid surfaces, so it's been now -- we have this -- we started this business now a little more than 5 years. And how do we plan to scale it up? We have -- if I'm not wrong, we have more than INR300 crores of revenue potential of capacity in this business.

So are we thinking of -- if domestic is not working, are we thinking of starting to exports? Or how are we thinking about this? If you can just help me understand on this?

Management: Hi. See, we know that this business was started in 2019, '20 and almost 5 years. That is why I answered this question earlier as well that we are taking this, to be honest, as a fresh business right now after what we are doing in the domestic market. So to be honest, you have to wait maybe another 1 quarter or 2 quarters.

As and when the Indian domestic market is revamping, solid surface is a complete important part, and we have targeted ourselves in the next 2 quarters, and you will see a drastic change only in solid surface as well. As far as export is concerned, again, as we were not focusing on this due to our family compulsions.

So we really don't have an answer of what to say for the last 4 years. But going forward, yes, it is an important part to be done for both export as well as domestic.

Adityapal: Understood. This is really heartening. Sir…

Management: I will be honest rather than saying something else. We'll be honest here that going forward, you'll see a change even this quarter, October Q3, you'll see a change in domestic. It will be gradual. It won't be a magic, but you will see a change in both export and domestic in solid.

Adityapal: Perfect. That sounds really good. For Middle East, Middle East as a whole has been a very large market for us and a very big growth driver as well for export engine. So if I was to say with all this war, if I was just to say a silver lining, so there will be a lot of reconstruction effort going on after entire war comes to an end. So do we see that -- or do we see at least some bit of hope that we think Middle East can be a much larger geography because of the entire reconstruction?

Management: You are correctly right, Middle East can or is still a very big geography for us. The last Q2, I think there has never -- there has not been a downfall in the Middle East market, Gulf market. And even right now, there is nothing at all like this. It is just that we are just taking precaution that if the war happens again in the air space, if everything is shut down just like it happened in Q1 when all the seaports were closed in Middle East, then it might be a problem. Else as of now, we are not seeing any problem there at all.

It can be an opportunity also. It is not good to say that, but it can be -- it is an opportunity for companies for -- building material companies because definitely, there will be construction happening again there. And your other question was during -- due to this price raw material prices going up, sometimes it is an opportunity for all the organized players for any industry who are into Indian and export market because in such case, an organized company has the capacity or the capability to actually play the market in a proper way.

So in terms of volume, so that is where we can -- now we are focusing more on volumes so that our top line increases, definitely, the margin would further increase. And whenever there is a slight reduction in any of the raw material, there will be a jump on the entire margin.

Adityapal: Perfect. Thank you so much for taking all my questions so patiently and wish you and the team, a very Happy Diwali.

Management: Thank you, Adityapal.

Adityapal: Thank you. All the very best.

Moderator: Thank you. Next question is from the line of Yogansh from Mittal Analytics. Please go ahead.

Yogansh: Hi. Thanks for the opportunity. Firstly, congratulations to the entire team for commercializing this much awaited new plant of us. Really excited to see the performance of this one and all the best to you. Sir, just one question. In the last couple of calls, we had mentioned that going forward, our focus would improve on domestic business as well, and we were looking to take some price increase.

So -- and like you mentioned to a previous participant that you had taken some price increase. But then when we see the sheet, the volume data, we see some slight dip. So is this because of the price increase as we have been facing issues to push sales? Or is it more of a mix change or more of a demand situation on the ground? If you could just help clarify that, please?

Management: We have taken the price increase as of any other organized player. If I talk about the volume dip, we have actually stopped selling the commodity product in the market, which generally you call it as liners. Earlier, we were selling almost 300,000 sheets every month of liners. So just to change the market perception that we are not a liner king anymore, we are just focusing on the value addition product. That is why you will see the volume decrease, but the value would be the same.

So we are not focusing -- if you want, we can right now also just open the market, sell 300,000 sheets every month immediately without any problem, but we are not doing so. So we have -- that is why we are revamping everything. We have taken some steps where the reputation -- the Indian domestic reputation changes for Stylam. That is why it might take 1 quarter or 2 quarters more, and you will see a drastic change in value as well as volume in the Indian market.

Yogansh: That's really good to know, sir. And I'm sure with a couple of quarters, we'll be able to do domestic much better. Sir, similarly, on the export side, if you could just help us understand stepping aside from the whole logistics issue and all of those things in terms of now with the new lines coming up, do we expect better realizations? I know our realizations are already top notch.

But now with the kind of presses that we have added, do we see value growth along with volume growth also as a possibility in coming 2 quarters, 3 quarters as the new plant scales up? If yes, if you could just quantify how you're looking at it?

Management: See, you're correct. See, firstly, I'll say with the new plant coming, it's a complete new plant, latest machine, latest technology. That means the maintenance cost will be almost 0 in the new plant for the next 1 year or 2 years. So in this case, you can see that automatically, the margins will be better there. Secondly, if there is a slight decrease in raw material anywhere, you will -- I think we expect better margins there in the second plant.

Yogansh: Got it, sir. Any numbers you'd like to add on to that? Or will you wait…

Management: The numbers we cannot commit because, again, depending on the situation, the raw material situation, if there is a slight decrease anywhere, you'll immediately see the numbers in any of the months. Right now, what is happening, the raw material is at the peak. I think you can say it is more of a -- sometimes it is more of a cartel also by all the traders, by all the raw material suppliers, but it is at the peak right now.

Yogansh: Got it, sir. That is from my side. Thank you, and all the best to you and your entire team.

Management: Thank you.

Moderator: Thank you. Next question is from the line of Resha Mehta from GreenEdge Wealth. Please go ahead.

Resha Mehta: Hello? So first is just a suggestion. I think since you are saying that realizations per kg is the right metric to look at, it would be great if you all can start disclosing the volumes in terms of kg or tonnage, right? Because what -- the data that we get, I think, is just the sheets. That was one suggestion.

My question is basically on the export side because of whatever disruptions that we are seeing, have you lost out on any revenues in the second quarter, meaning that the 16% reported revenue growth that we are seeing, could this have been much higher?

Management: Thank you for the suggestion. Definitely, we will start doing so from Q3 because in our case, maybe a sheet value is not an appropriate or a correct way because it's always a mix of thin laminates, compact laminates. So we -- there is no point discussing, you're right, and we will definitely make it a point to make it in our presentation in kg as well.

For the second thing, yes, we have also seen a drop, a little bit drop in Q2 because in such, we were not able to get containers from Middle East as well as Europe because it was just not only due to the ocean freight, but even there were multiple vessels being skipped for India. So there was a -- I would say not a big amount, maybe 2% to 3%, we would have definitely increased our sales more in the export part.

Resha Mehta: And would you say that the container availability issue has kind of been mitigated to some extent? Because I think that's what we are hearing from a few companies across different industries that the situation has got better. So just thinking from your side.

Management: It has gone better, but we won't say...

Management: From worse to better.

Management: Yes. From worse to better.

Resha Mehta: Got it. And lastly, on this 16% revenue growth that we are seeing, can you quantify what would be the breakup in terms of price realizations or product mix and volume growth in terms of tonnage?

Management: Ma'am, we can send you that data. If you can just e-mail us, we'll send you the data separately.

Moderator: Next question is from the line of Keshav from HDFC Securities.

Keshav: My question is already answered.

Moderator: Next question is from the line of Lovish from Burman Capital Management.

Lovish: Sir, I think you mentioned in your PPT as well as on the call that freight cost and ocean -- sorry, freight cost and gas prices affected our margins. So I just wanted to understand how much of the increase in other expense, which was INR58 crores last quarter and INR77 crores this quarter.

How much of the increase in absolute terms would be due to these 2 factors? If you can help us quantify that?

Management: Whatever has happened because of ocean spread was INR8.15 crores. With PNG it was INR2.5 crores. In total it was INR11 crores ocean spread is coming because of PNG.

Lovish: And the rest of the other expense increase was because of which factor, sir?

Management: This is purely any increase in other expenditure. This is primarily increase in ocean freight and fuel expenses.

Management: 4% EBITDA.

Lovish: So if I see the numbers reported in 1Q of this year, we had around INR58 crores of other expenses. 2Q this quarter, it is INR77 crores. So that the delta is around INR19 crores. And from what the numbers have told me, INR11 crores is because of ocean freight and from PNG price increase. I'm understand -- trying what's the other part which has increased?

Management: Some of the -- if you see the volumes have also gone up. Some of the expenses, of course, they move up according to volume basically. Primarily, this is INR11 crores is disproportional expenses that we have explained. Rest are proportional to the increase in basically production and sales.

Lovish: Understood. Understood. So sir, for the increased INR11 crores that we have seen, by when can we expect...

Moderator: Sorry to interrupt, sir. Should you have a follow-up question, please raise your hand in the queue.

Lovish: I just had one question. That's my second question that I'm asking. If you can allow, please.

Moderator: Sorry, sir, please re-join the queue. Next question is from the line of Vipin Vijay from DSP Mutual Fund.

Vipin Vijay: My question is pertaining to the finance cost last year. In H1 FY26, it has shown INR9 crores. But in full year basis, it is INR3 crores. So what led to this decrease of finance cost of INR6 crores in the second half of FY26?

Management: See, earlier, we were having surplus in our hand basically. And now you have seen that new plant has come up on that. Whatsoever surplus was lying, that has been used for our basically new plant, and now we have started utilizing the working capital limits to some extent.

Vipin Vijay: That should increase the -- should not decrease the cost. Finance cost has decreased from INR9 crores in H1 to INR3 crores on a full year basis.

Management: Actually, there was a loss on the trade amount…

Vipin Vijay: Sorry, I didn't get it. Can you please repeat that?

Management: We book it in freight forward -- there was a loss of approximately INR7 crores to INR8 crores. That's why…

Vipin Vijay: When was that sir, last year you're talking about?

Management: Last year. The finance cost was higher because of the forward contracts we book; there was a loss of INR7-INR8 crores. Which is not there this year.

Vipin Vijay: I'll just clarify, sir, so that it is better for you to understand. H1 FY26 had a finance cost of INR9 crores. Full year FY26 a cost of INR3 crores – so if the loss is there H1 also, it should reflect in the full year also. It's the question?

Management: It will be the same answer.

Vipin Vijay: Okay. If I get this right, sir, H1, we had a loss on forward contracts. Then in H2, we would have had some profit which recovered that loss. Is that understanding right?

Management: Yes.

Vipin Vijay: And this kind of volatility in the forward contract profit loss is kind of normal course of business or how we should look at it?

Management: It all depends if dollar or euro price is increasing then there will be definitely a contract loss. If dollar or Euro price is reduced then there will be profit because we are booking the forward contract...

Vipin Vijay: That I understand, sir. The cumulative loss of INR6 crores, INR7 crores will be probably more profound than it is -- the currency movements are higher, right, when they are much volatile...?

Management: Usually, such kind of volatility is not there. This is primarily the war started last year end of February. And by that time, dollar, euro, everything went up. That's how we were able to recover those. But if you know currently, the situation is so far as dollar and euro status, it is not that volatile. That's why this is not appearing in first half of this year.

Vipin Vijay: Okay. Okay. Second question is regarding the cash generated from operations this year. I think it is around INR26 crores. Out of this INR26 crores, INR15 crores is coming from one-line item itself, the change in other current financial liabilities. I think from negative INR5 crores, it has gone to almost INR12 crores. So can you just explain what is this? What includes this other current financial liabilities and why this...?

Management: Can you please repeat the question?

Vipin Vijay: Sure. This year's cash from operating activities is INR26 crores. Within that INR15 crores is coming from just one line item, which is other current financial liabilities. It was negative INR5 crores in March and now it is positive INR12 crores. So what is this other current financial liabilities and why so much delta here?

Management: We will come back on this, please send us the mail we will reply with it.

Moderator: The last question is from the line of Deepak Ajmera from Elpro International Limited.

Deepak Ajmera: Sorry, I joined late. So in case the question is answered, please pardon me. My question is largely on the JV partner. How we are planning to utilize their strength? Second question is on the new plant. What percentage utilization by this year and by FY28? And on the domestic side, what is our plan? And going forward, those 3 areas where you were focused?

Management: You're right. I think all the questions have exactly been answered twice or thrice in this 45-minute call. But anyhow, for AICA, there is nothing as of now. We are still discussing and talking to them if any opportunities are there with them.

The second question, the plant, I think we are expecting maybe 25%, 30% utilization of the new plant in this year, definitely 60% to 70% plus in FY28. Third question answer is domestic. We are revamping it as we've already told, and you will see the numbers in Q3 and Q4 going forward.

Moderator: As that was the last question for today, I now hand the conference over to the management for closing comments.

Management: Thank you so much. Thank you very much, everyone, and hope to see you again in the next conference call.

Moderator: Thank you. On behalf of Systematix Shares & Stocks Limited, that concludes this conference. Thank you for joining us, and you may now disconnect your lines.