STEAMHOUSE INDIA LIMITED

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To	**To**
Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001 **Scrip Code: 544914 (BSE)**	National Stock Exchange of India Limited Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (E), Mumbai – 400 051 **Symbol: STEAMHOUSE (NSE)**

ISIN: INE0FRO01022

Subject: Submission of Transcript of Earnings Call on the Unaudited Financial Results (Standalone and Consolidated) for the quarter and half year ended September 30, 2026

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the transcript of the Earnings Call of Steamhouse India Limited ("the Company") held on Friday, October 30, 2026, in relation to the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2026.

The transcript is also available on the Company's website at www.steamhouse.in.

This is for your information and records.

Thanking You,
For Steamhouse India Limited

SHYAM BHADRESH KAPADIA
Digitally signed by SHYAM BHADRESH KAPADIA
Date: 2026.11.03 14:59:30 +05'30'

Shyam Bhadresh Kapadia
Company Secretary & Compliance Officer
FCS No.: 13082

“Steamhouse India Limited

Q2 FY27 Earnings Conference Call”

October 30, 2026

MANAGEMENT: **MR. VISHAL S. BUDHIA – CHAIRMAN AND MANAGING DIRECTOR – STEAMHOUSE INDIA LIMITED**
MR. VAIBHAV GATTANI – CHIEF FINANCIAL OFFICER – STEAMHOUSE INDIA LIMITED

MODERATOR: **MR. AMIT SHARMA – ADFACTORS PR**

Moderator: Ladies and gentlemen, good day and welcome to Steamhouse India Limited Q2 FY27 Earnings call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Amit Sharma from Adfactors PR. Thank you, and over to you, sir.

Amit Sharma: Good afternoon, everyone. Welcome to the Q2 and H1 FY27 Earnings Conference call of Steamhouse India Limited. Today, from the management side, we have with us Mr. Vishal S. Budhia, Chairman and Managing Director, Mr. Vaibhav Gattani, Chief Financial Officer of Steamhouse India Limited.

We also have the Adfactors PR team on the call today. We will begin the call with the opening remarks from the management, after which we shall open the forum for the Q&A session. I must remind you that this conference may include forward-looking statements about the company which are based on the beliefs, opinions and expectations of the management as on the date of this call. These statements are not a guarantee of future performance and involve risks and uncertainties that are difficult to predict.

I now hand the conference to Mr. Vishal S. Budhia for his opening remarks. Thank you and over to you, sir.

Vishal S. Budhia: Thank you, Amit ji, for the introduction. Good afternoon, everyone and a warm welcome to Steamhouse India Limited Q2 and H1 FY27 Earnings Conference call. Thank you for taking out the time to join us today. I would also like to extend my sincere thanks to our investors, analysts and stakeholders for their continued interest, trust and confidence in the company.

Let me begin by sharing our perspective on the progress we have made, our key business developments and the opportunities ahead as we continue to build Steamhouse into a scalable industrial steam and infrastructure platform. As you know, the community boiler concept is still at a relatively nascent stage in India.

However, we believe it has significant potential as industries increasingly look for reliable, cost-efficient and environmentally responsible energy solutions. Under this model, steam is generated centrally and distributed to multiple- industrial customers through a common pipeline network.

This can help customers reduce the need for individual boiler infrastructure, while supporting more efficient use of resources. We believe that the combination of industrial growth, increasing focus on energy efficiency and development of organized industrial parks can create a favorable environment for the adoption of this model.

Government initiatives to promote industrial infrastructure sustainability and more efficient energy solutions could further support this opportunity. Steamhouse is well positioned to participate in transition given our operating experience, established customer relationship and expertise in developing and managing steam infrastructure.

We are encouraged by the traction we are seeing. The community boiler project at Bulk Drug Park Una, Himachal Pradesh represents an important milestone for us. It provides an opportunity to demonstrate our capabilities beyond our established markets in Gujarat and to build a presence in a new industrial geography.

More recently, we signed an MOU with the Haryana Enterprise Promotion Center, Government of Haryana to explore the industrial infrastructure opportunity in state involving a proposed investment of INR500 crores. The MOU establishes a framework for cooperation and government facilitation to evaluate potential opportunities including common boiler infrastructure for industrial clusters.

We view this as an encouraging step towards exploring new markets. Despite geopolitical uncertainties including tensions in the Middle East, we believe India's continued economic and industrial development provides a supportive long-term backdrop for our business. The development of industrial parks and manufacturing clusters can create opportunities for centralized steam infrastructure, and we intend to pursue these opportunities in a disciplined manner.

Now coming to Q2 and H1 business performance. The second quarter for Steamhouse is a part of seasonal industrial cyclical phase, particularly the monsoon period where the industrial demand of tends to be on the lower side. Despite these conditions, we are very happy to have the best Q2 in our history.

We delivered year-on-year growth in steam volumes during Q2, reflecting continuous strength of our business for the first half of FY27. Steam volumes grew by 14.35% year-on-year. The continued progress we are making in expanding our customer base and infrastructure is reflective of the inherent strength.

While volumes moderated marginally on a quarter-on-quarter basis in Q2, our focus remains on maintaining operational reliability, improving efficiency and strengthening profitability as the business scales. We are also seeing progress in our operating performance: EBITDA per ton has improved significantly compared with the corresponding period last year.

Reflecting our ongoing focus on operational efficiency, cost management, and better utilization of infrastructure. We continue to evaluate alternative fuels that are economically viable and environmentally responsible. Our objective is to manage operating costs while maintaining reliable service for our customers.

Let me now take you through our key expansion and project execution updates. Our Jhagadia facility is progressing towards commissioning with approximately 14.8 tons per hour of capacity already contracted out of the planned 30 tons per hour. This gives us a foundation of customer demand as we bring the facility into operation.

We are also progressing with our planned expansions at Nandesari and Vapi. These projects are being developed alongside customer discussion and contracting so that we can align new capacity with demand and build utilization in a measured manner. Beyond these projects,

Tarapur and Pirana are currently under construction, while steam purchase and distribution operations at Dahej SEZ and Haldia are also being planned.

Additionally, the company plans to execute its IPO-funded projects at Ankleshwar Phase 3, Panoli Phase 2 and Dahej GIDC Phase 2. Steamhouse continues to explore opportunities across the industrial markets to capitalize on emerging growth opportunities and further expand its geographical presence.

Our approach remains disciplined. We want to add capacity where we see credible customer demand, execute projects efficiently and build utilization progressively. We believe that this approach will help us manage capital prudently while creating a platform for sustainable growth.

As our network expands, we expect the combination of customers' relationship, pipeline infrastructure, and operating expertise to remain an important competitive advantage for us.

I would like to now discuss how we are building complementary growth avenues for Steamhouse.

Alongside our core steam business, we are exploring opportunities in industrial gases. At our existing Ankleshwar facility, an additional 750 nm^3 per hour PSA plant is planned, with commissioning expected by the end of calendar year 2026. Our existing industrial customer relationships and infrastructure provide a foundation for exploring complementary opportunities in nitrogen and other industrial gases as well.

However, steam will remain our core business and we will approach these additional opportunities with the same emphasis on commercial viability, operational execution and capital discipline. As far as expanding beyond our established markets is concerned, I would like to highlight the significance of the Una project in Himachal Pradesh.

The project involves a 300 tons per hour community boiler facility with an EPC mandate of approximately INR311 crores inclusive of GST along with the long-term operations and maintenance responsibilities. The project cost is to be funded by Himachal Pradesh Bulk Drug Park Infrastructure Limited.

For Steamhouse, this is an important opportunity to apply our technical and operating capabilities in a new geography. It also allows us to build experience in delivering and operating large-scale centralized steam infrastructure beyond our existing markets. Our priority will be to execute the project, responsibly meet the required milestones and establish a strong operating track record.

To conclude, let me share the outlook and priorities going forward. Our priorities are clear.

First, we will continue to grow steam volumes and improve utilization across the existing network.

Second, we will focus on timely and efficient execution of our expansion projects with an emphasis on customer contracting, commissioning and operational reliability.

Third, we will evaluate opportunities in new industrial clusters and geographies, including those where government initiatives and industrial park development could support the community boiler model.

Finally, we will continue to explore industrial gases and alternative fuel solutions as complementary opportunities while maintaining financial discipline and keeping our core steam business at the center of our strategy.

We believe Steamhouse is operating in a market with meaningful long-term potential. Our focus is not simply on adding capacity but on building a reliable, scalable, and profitable platform, one that combines customer demand, efficient infrastructure, and disciplined execution. With that, I would like to thank our employees, customers, business partners, and shareholders for their continued support.

I will now hand over to our Chief Financial Officer, Mr. Vaibhav Gattani, who will take you through the detailed financial and operating performance of Q2 and H1 FY27. Thank you.

Vaibhav Gattani: Thank you, Vishal sir. Good afternoon everyone. I'll take you through Steamhouse India Limited's operating and financial performance for Q2 and H1 FY27. I'll begin with our operating performance followed by the financial results for the quarter and the first half and then briefly cover customer retention, our balance sheet, and capital allocation priorities.

During Q2 FY 2027, Steamhouse sold 3,01,642 tons of steam, representing year-on-year growth of 12.06%. On a sequential basis, steam volumes declined by approximately 1.36% during the quarter.

In addition to the seasonal impact of the monsoon, our steam purchase and distribution volumes were affected by the temporary shutdown of one of the facilities from which we procure steam for a few days due to scheduled maintenance.

This temporarily impacted supply and distribution volumes during the quarter. The facility resumed operations following the maintenance period, and we continue to focus on maintaining steam supply reliability and minimizing the impact of such plant shutdowns on our operations.

For H1 FY 2027, the total steam sales reached 6,07,459 tons compared with 5,31,240 tons in H1 FY 2026, representing growth of 14.35% year on year. This performance reflects the continued contribution of our existing customer base, new customer additions, and sustained demand from our industrial customers.

In terms of capacity utilization, we achieved 42.41% in Q2 FY27 compared with 35.28% in Q2 FY26 and 41.40% in Q1 FY2027. For H1 FY 2027, capacity utilization improved to 41.91% compared with 37.03% in the corresponding period of last year. Although utilization has improved, we continue to see opportunities to increase it further.

As volumes grow across our existing facilities, we can spread fixed infrastructure and operating costs over a larger volume of steam. This operating leverage is an important contributor to improving profitability.

Coming to our financial performance, revenue from operations for Q2 FY27 stood at INR128 crores compared with approximately INR124.94 crores in Q2 FY26, representing year-on-year growth of 2.4%.

Within this, revenue from steam generation and distribution was INR96.97 crores, while steam distribution contributed INR25.56 crores. The balance came from the other activities including nitrogen and other reported items.

EBITDA for the quarter increased to INR24.68 crores compared with INR14.24 crores in Q2 FY2026, registering growth of 73.38% year-on-year. EBITDA margin improved to 19.28% compared with 11.39% in the corresponding period last year, [inaudible 0:14:02] in view of underlying operating performance, Clean Ebidta stood at INR22.50 crores, an increase of 79.15% from INR12.56 crores in Q2 FY 2026.

Profit after tax for Q2 FY 2027 stood at INR7.77 crores compared with INR2.91 crores in the corresponding period last year, representing growth of 167.14%. PAT margin improved to 6.07% compared with 2.33% a year earlier.

These year-on-year improvements reflect the progress we have made in strengthening operating profitability and managing costs as our business grows. On a sequential basis, however, EBITDA moderated from INR30.93 crores in Q1 FY27 to INR24.68 crores in Q2 FY27.

PAT also moderated from INR18.34 crores to INR7.77 crores, while EBITDA per ton declined compared with the previous quarter. This moderation needs to be viewed in the context of monsoon-related operating challenges and movements in operating costs during the quarter. We remain focused on improving fuel utilization, operating efficiency, and the performance of individual facilities to support more consistent margins.

Turning to our first half performance, revenue from operations increased to INR256.62 crores in H1 FY27 compared with INR238.42 crores in H1 FY26, representing growth of 7.63% year-on-year. EBITDA increased to INR55.62 crores compared with INR33.56 crores in the previous year period, registering growth of 65.72%.

EBITDA margin expanded to 21.67% compared with 14.08% in H1 FY26, an improvement of approximately 759 basis points. Profit after tax increased to INR26.11 crores compared with INR13.09 crores in H1 FY26, representing growth of 99.56%.

PAT margin improved to 10.18% compared with 5.49% in the corresponding period last year. Clean EBITDA for H1 FY27 stood at INR51.72 crores, up 71.13% from INR30.22 crores in H1 FY2026.

Another important indicator is EBITDA per ton. For H1 FY 2027, EBITDA per ton increased to approximately INR916 compared with INR632 in H1 FY 2026, representing growth of 44.93% year-on-year. Overall profitability has grown faster than revenue during the first half. Improved capacity utilization, higher steam volumes, and operating efficiencies have contributed to this performance.

Our focus is to sustain these improvements as we expand our network and bring additional capacity into operation. An important strength of our business is the continuity of our customer relationships, approximately 99.48% of H1 FY27 revenue came from repeat customers, highlighting the recurring nature of demand for our services.

Our steam supply agreements also generally include mechanisms to pass through change in coal prices. These arrangements help us in managing fuel price volatility, although the specific mechanisms and timing can vary customer to customer.

Let me turn now to our balance sheet and capital position. At the end of H1 FY27, our net debt-to-equity ratio stood at 0.16x compared with 1.57x in FY26. This improvement reflects the reduction in debt following our capital raise and resulting strengthening of our balance sheet.

Our priority remains to maintain a prudent capital structure while ensuring that we have the resources required to execute our growth plans. Following the IPO and the resulting increase in shareholders' equity, our return ratios have moderated. Our reported ROCE was 12.97% while ROE was 4.53%. These figures are not annualized.

As the capital raised is deployed in growth projects and as new facilities are commissioned and utilization improves, we expect these investments to contribute to the business over time. The pace and extent of any improvement in return ratios will depend on project execution, customer ramp-up, and operating performance.

We are therefore maintaining a disciplined approach to capital allocation Our priorities include funding committed projects, managing debt and borrowing costs, and retaining sufficient liquidity for day-to-day operations. We shall continue to assess new investments against customer demand, expected utilization, and their potential contribution to long-term profitability.

To conclude, Q2 FY27 delivered year-on-year growth in steady volumes, EBITDA, and PAT although profitability moderated sequentially compared with Quarter 1. For H1 FY27, we have achieved healthy growth in revenue and a stronger improvement in profitability supported by better utilization and operating efficiencies.

For the remainder of FY27, our priorities are to increase utilization across our existing network, maintain operating efficiency, execute our expansion pipeline in a disciplined manner, and continue strengthening our balance sheet. We believe that these priorities will be important in converting our growth opportunities into sustainable financial performance and creating long-term value for our shareholders.

Thank you for your time and attention. We'll be now happy to take questions from the participants.

Moderator: Thank you very much. We will now begin the question-and-answer session. The first question is from the line of Krisha Kansara from Boring AMC. Please go ahead.

Krisha Kansara: Am I audible? Yes. Okay, thank you. So my first question is that based on the current contracts that we have with our clients, what is the kind of volume growth that we can expect for the second half of FY27 and for FY28 as well? I'm completely aware that the revenue you know, price of the coal, which obviously you will not be able to forecast. Hence, my question is more on the volume guidance for the next 1, 1.5 years based on the contracts that we have with our clients. Thank you. That is my first question. I have a second question as well.

Vaibhav Gattani: Vishal sir, are you taking that question, or should I?

Vishal S. Budia: You go ahead.

Vaibhav Gattani: Yes, so this for the entire financial year FY27, we are targeting a volume growth of 25% compared with FY 2026. We did 10.66 lakh tons of steam, in FY26, so we are targeting 25% above that for current financial year. And the trajectory should improve, because we have few facilities which are going live from now till the end of financial year. So those facilities will be, contributing to the revenue for next full financial year. Along with it, the customers which have joined us in current financial year will also be taking steam for next full financial year. So the volume for next financial year, it should be upwards of 35% for next financial year.

Krisha Kansara: Okay, okay, that was helpful, sir.

Moderator: Thank you very much. The next question is from the line of Rabindra Nath Nayak from Nirmal Bang Institutional Equities. Please go ahead.

Rabindranath Nayak: Thank you for the opportunity, sir. Am I audible?

Vaibhav Gattani: Yes,

Vishal S. Budia: Yes.

Rabindra Nath Nayak: Okay, thank you for the opportunity, sir. I'm new to the company, so that actually, I don't understand whether your capacity utilization has increased from 40%, 42%, and your realization has increased from INR4,200 per ton. Realization has gone up marginally, it has gone up, but the EBITDA actually has come down.

So you can explain that, you know, on that front. So what is the coal cost? Whether this is -- I know it is a pass-through, so what is the coal cost you have built in in this quarter? Whether the pass-through is expected in the coming quarters? And what is the total steam generation from your own plant and the purchased steam?

That is the thing. So that will tell why the EBITDA per ton has come down from INR1,000 to around INR818 in this quarter. And secondly, about this the interest cost, because you have raised funds. So despite that, our interest cost has gone up in this quarter, particularly from INR6 crores to INR9.6 crores. And also another thing, the cash generated for operation, you have mentioned in that they have paid the liability.

So whether the further repayment of the debt is expected in the coming quarters so that the interest cost will go down, or how we should look at it? You can -- if you can answer those questions, that would be helpful. Thank you, sir.

Vaibhav Gattani: Yes, so I think, sir, there were, 4 or 5 questions in one question, so I'll try to address all of them. If I miss, you may please ask the question again. So first, on the, on the interest cost, sir, we had raised, debt in the in the quarter ended June, which, was to the tune of INR130 crores, and part of which was paid off through IPO proceeds in at the end of September quarter, because the IPO happened on September 17th.

So the impact, the interest cost was charged to the P&L for Q2, but the impact of that should be visible in Q3, the reduction in interest costs pertaining to those, projects pertaining to those loans which were, paid through IPO proceeds. I think the second question, the...

Rabindra Nath Nayak: Sir. Can I interrupt? Sorry.

Vaibhav Gattani: Yes, please.

Rabindra Nath Nayak: What would be the run rate for interest in our expenses for the coming quarters? In the next 2 quarters?

Vaibhav Gattani: So, on the quarterly front basis, the interest cost which was there, around INR6 crores, I think we should be a tad below, that number. The quarter 1 number was around INR6 crores, so we should be tad below that number.

Rabindra Nath Nayak: Okay, okay. Can go ahead with the EBITDA numbers and all the steam, yes, steam generation?

Vaibhav Gattani: So, in our case, as you rightly pointed out, that the EBITDA, the coal prices is pass-through. So, whatever was the cost, it got passed on. But even in these tough, challenging scenarios wherein the fuel kept on increasing, we were able to increase our GP along with the EBITDA per ton. And there is no lag as such. The lag would be of 15 days kind [Inaudible 0:26:39]

Rabindra Nath Nayak: Your voice got disconnected.

Vaibhav Gattani: Sorry. Am I audible?

Rabindra Nath Nayak: It is still breaking. Can you please...

Vaibhav Gattani: Hello, am I audible?

Rabindra Nath Nayak: Yes, yes, now it is. Okay.

Vaibhav Gattani: Yes, so, I'll start again. Yes, so EBITDA, per ton improved, year on year, significantly. GP per ton, gross profit per ton, improved, significantly year on year due to 2 reasons. First, we shifted from, credit purchases of coal to cash purchases, so that, helped us in improving that number. Second, the [Inaudible 0:27:30]

Rabindra Nath Nayak: Sorry, voice is not clear.

Vaibhav Gattani: So I'll log out and I'll rejoin again. Allow me.

Rabindra Nath Nayak: Yes, sir.

Vaibhav Gattani: Yes, so, the gross profit -- I'll start again. So, the, EBITDA per ton and, gross profit per ton increased almost by INR300. In fact, more than INR300 per ton year on year. Because of 2 factors.

One, we started procuring coal on cash basis, which we were doing on credit basis, so we were able to get that price advantage.

The second, one was our waste-to-steam facility utilization was, optimal, at optimal level, and that contributed to the overall increase in GP per ton and EBITDA per ton.

With regards to your question about steam generation and distribution, we sold 3,01,642 tons of steam in Q2, out of which our own generation was 2,31,775.59 tons, and the steam purchase and distribution was 69,866.67 tons. I think that answers your question. If you have any, please let me know.

Rabindra Nath Nayak: Okay, and the coal cost, what is the coal cost in this quarter and what was the last quarter? And if you can give that data, your own, your own steam realization, if the data is similar your blended realization or say talking about, can you please give me the, your own steam realization and the purchase steam realization? Is there any difference or it is the same, similar?

Vaibhav Gattani: Sir, that number of realization at the, our purchase is, or our own generation We won't be able to give that difference due to customer-sensitive information, competitive-sensitive information. But you can safely assume that it is more or less in line with our blended realization. So that is point number 1. And the point number 2, the coal cost which was there for 2 months past financial of the last quarter, was more or less in line.

So, 4,200 GCV coal was around INR9,000 to INR10,000 per ton, which temporarily increased to around INR10,500 to INR11,000 per ton by the end of September. It is still around INR10,000 to INR10,500 per ton as we speak, for 4,200 GCV coal.

Rabindra Nath Nayak: Okay, so you procure the coal from, Indonesia or export from the import market, right?

Vaibhav Gattani: Yes.

Rabindra Nath Nayak: Or you are using domestic coal?

Vaibhav Gattani: No, no, we are purchasing, we are purchasing imported coal and utilizing the Indonesian imported coal only, sir, as of present.

Rabindra Nath Nayak: Okay, okay, sir. Is it possible to give up your purchase steam cost per unit, per ton? Is it possible or it is…

Vaibhav Gattani: Not? No, apologies, sir. Apologies, that, that information we won't be able to share, sir.

Rabindra Nath Nayak: Okay, should we calculate in this way that your purchase cost, raw material cost divided by the new steam purchased, is it the right metrics to track?

Vaibhav Gattani: So, I won't be able to tell that, apologies, sir, because I think that bifurcation -- this is the steam sales data which I had shared with you, but I haven't shared you the steam purchase data, what was the quantum of steam we have purchased. So, I don't know if you'll be able to make out that number or not, sir.

Rabindra Nath Nayak: Okay, okay. So, you said this year in FY27 we will be doing…

Moderator: I'm so sorry to interrupt but you please come back.

Rabindra Nath Nayak: Last question only. So, what is the total number of steam sales for this year as a guiding for '27?

Vaibhav Gattani: So, we are targeting 25% plus volume growth for current financial year.

Rabindra Nath Nayak: It would be okay. So then, around we can say, 13 lakhs…

Vaibhav Gattani: Tons. Yes, we did 10.66 lakhs tons last year, so around 13,25,000 tons kind of number which we are targeting.

Rabindra Nath Nayak: Okay, okay, sir. Thank you. I will come back in. Thank you, sir.

Vaibhav Gattani: Thank you.

Moderator: Thank you very much. The next question is from the line of Rushin from Molecule Ventures. Please go ahead.

Rushin: What EBITDA per ton are we expecting from GIMAT and EPC contract post 9% revenue share to government because as you mentioned that we use imported coal and transporting that coal from nearest port to Himachal, plant will impact our EBITDA pattern materially. So, will it be in line with our current blended EBITDA pattern or it will be lesser than that?

Vaibhav Gattani: Yes, please, please, sir. Yes,

Vishal S. Budhia: So in the Himachal Pradesh tender, final agreement on exact pricing mechanism and the markup that would be passed on to us is still under negotiation, number one. So that markup number will come which will be, not really in line with the exact numbers that we are doing right now. It will be fairly dependent on the, cost of steam, as you would appreciate that, number one.

Number two, we also are not looking at, same margin because that's an EPC project where we do not have to invest. We are going to use the asset invested by the government, and the government's idea is again to have a reasonable cost of steam for the industries there, and that's the reason the government has invested there.

Rushin: So, we'll be majorly an operating partner post-construction of the plant?

Vishal S. Budhia: Yes.

Rushin: So, we'll ideally be generating slightly lower EBITDA on that as we have not done the capex from our book.

Vishal S. Budhia: Yes, but not exactly. Yes, it's going to be not as good as that.

Rushin: Sorry, sir, your voice is not audible.

Vishal S. Budhia: Mostly because the investment is not there, so there will not be depreciation in our books and those things. So maybe on PBT basis we fall in, in line with our current business model.

Rushin: So, what is the difference in our EBITDA pattern for coal steam, for nitrogen, and waste to steam?

Vaibhav Gattani: So, with regards to coal and waste-to-steam, the numbers are significantly different in waste and significantly high in waste. You can understand that the coal cost is almost replaced by waste. In our coal-fired project, we are making between INR800 to INR1,000 per ton, whereas in waste, since this cost is getting replaced, I'll not be able to exactly tell the number, but again, from the commentary you can understand that the number is significantly high vis-à-vis what we are making in our coal-fired projects.

And the best part is, out of the 3 under-construction facilities, once the Jhagadia facility gets live in next 2 to 3 days, the 3 under-construction facilities are on waste and those the revenue visibility is there considering the contracts are already signed with the end consumers. The EBITDA per ton should jump, significantly high, for next full financial year. And obviously for Q4 also, the impact should be visible, in the numbers.

Rushin: And for nitrogen, sir?

Vaibhav Gattani: So, nitrogen is not measured in, on per ton basis. We are billing it on, nm^3 per hour. So, the, the, the quantum, it is not getting, measured on per ton basis.

Rushin: But, is there any way to compare it on like-to-like basis, any sort of conversion?

Vaibhav Gattani: No, I think, the units would remain in tons nitrogen.

Rushin: Okay. And sir, do we have any softer commitment from government for the Himachal Pradesh plant for offtake?

Vaibhav Gattani: For Himachal Pradesh you're talking about?

Rushin: Yes.

Vaibhav Gattani: So as of now, there is no commitment as such from government that what would be the quantum of offtake. It all depends upon the industries that would be setting up their facilities in Una-Bulk drug Park. But you can understand that, Baddi, which is there in Himachal Pradesh, houses almost all the, all the pharmaceutical companies.

So, the intent or the idea of Himachal Pradesh is to pitch, this, idea, the, the idea of setting up, units of pharmaceutical companies in Una will first, go to these companies which are based out of Baddi. And the government department, the government officials are very gung-ho that they'll be able to, garner good amount of interest considering the incentives they are planning to give to the industries.

Rushin: Okay, congratulations. And all the best.

Vaibhav Gattani: Okay, thank you.

Moderator: Thank you very much. The next question is from the line of Aakash Raval from Sanghvi Family Office. Please go ahead.

Aakash Raval: Thank you, sir, for the opportunity. Sir, I wanted to understand regarding the penetration on the existing clusters. So, the volume growth guidance which you have given to us, so that volume growth will come from new capacity addition, or are you targeting any, the existing clusters also? Our penetration is going to increase. I just want to understand the breakup between those 2.

Vaibhav Gattani: So Yes, please, sir.

Vishal S. Budhia: Yes, so the, see, this business has a last mile connection possibility all the time. So, all the plants are always on a slight ramp-up mode, slight or more in various cases. For example, Panoli commissioned just last year, so the ramp-up possibilities there are much higher. And, and we keep getting opportunities from people who are shifting or expanding. So same, same facilities are always into deeper penetration mode, number one.

Number two, yes, we are also going to get good revenue, and good sales from the, projects that are under commissioning right now. So as, our CFO said recent, just now, that, Jhagadia, we are expecting to, start selling steam within this month, November. So, and the other 3 projects as well are expected to be commissioned in the financial year and calendar year.

So, all these numbers will keep adding from both the directions, one from the deeper penetration in a better utilization of the existing plant as well as new facilities being added. And two trading business opportunities that we have already sealed, signed, and are into construction of those pipelines. So, we are expecting the good number of revenue generation from those 2 projects as well, Dahej SEZ and Haldia.

Vaibhav Gattani: Just to add to what Vishal sir said, you can look at our utilization the existing facilities, in, as in Q2 or H1, only the older facilities were live and the utilization has been improving. If you look at year-on-year in H1, the utilization improved by almost 500 basis points. If you look at sequentially quarter-on-quarter, the utilization improved by almost 100 basis points. And if you look year-on-year on quarterly basis, the utilization improved by more than 700 basis points.

So, the -- this is what we are trying to, say, that utilization will increase at existing locations because we have already agreements signed with a few marquee names at existing location. But -- and the new capacity which is coming up will definitely add to the overall volume number.

Aakash Raval: Got it, sir. And sir, which sectors or new sectors which you are adding to your client list, if you can, apart from pharma and chemicals?

Vaibhav Gattani: So, food processing is one thing which will be there in the portfolio very soon. We have already signed agreement for that. Then apart from that, the adhesive unit has also signed agreement. So, these are to food processing. And apart from the -geography wherein we are situated is predominantly dominated by, chemical, agrochemical, and pharmaceutical.

Vishal S. Budhia: And over and above this, the Pirana project is basically predominantly targeted on the textile cluster. Pirana is in Ahmedabad. Across the road is the Narol Textile Cluster, which is a major addition of textile cluster to our business.

Aakash Raval: Got it, sir. And sir, on the industrial gas piece, so we'll be selling nitrogen. So, I wanted to understand the infrastructure and additional capex which is required. So, are we utilizing the existing pipelines or we have to lay new pipelines for the same?

Vishal S. Budhia: For infrastructure, we are going to use the same. So, the idea is to leverage the current infrastructure. We have to keep adding new pipes for different gases. So, the current pipes that we have added are only good for steam. So, one pipe can carry one material at a time. So, the other pipe, and these pipes are much cheaper, the nitrogen pipes that we are talking about right now.

So, these products are going by a PPR pipe. So, we just have to keep adding pipes. And on the machinery side, we have just added a PSA plant in Ankleshwar unit, while other projects, other gases like pure, purer nitrogen and oxygen with 99.999% purity, we are still evaluating, and we are still evaluating on are we exactly going to add immediate ASU plants, or are we going to build some other infrastructure, buy gases and supply? Because that can happen even faster to start with.

Aakash Raval: Got it, sir. And so, my last question is, how are we going to…

Moderator: Sir, sorry to interrupt. But can you please rejoin the queue?

Aakash Raval: Okay.

Moderator: Thank you very much. Ladies and gentlemen, in order to ensure that the management is able to address all questions, kindly limit your questions to two per participant. Thank you. The next question is from the line of Alex Matthews from Trinity Capital. Please go ahead.

Alex Matthews: Am I audible, sir?

Vishal S. Budhia: Yes, you are.

Alex Matthews: Sir, this is our second concall in the month of October, and earlier we guided that we'll have EBITDA margins in the similar range or will improve. But within the span of 15 days, our EBITDA margins have quite declined. So, how realistic are we in guiding that 25% volume growth will be achieved this financial year? And secondly, what is our achievable EBITDA

margins which we really believe that we could achieve so that the street does not get negatively surprised?

Vishal S. Budhia: No.

Alex Matthews: So, these are my questions.

Vaibhav Gattani: Should I take that question?

Vishal S. Budhia: Yes, please.

Vaibhav Gattani: Yes, so Alex-ji, just to confirm from our side, sir, we have always been vocal about the Q2 softness. The Q2 would be soft. We have been vocal. I think this was also communicated in Q1 earnings call. We had mentioned that the yearly EBITDA per ton should be in the range which we have delivered in Q1, because Q2 is a cyclical quarter. Year-on-year, that has been the trend. In fact, we have done significantly better this year.

The EBITDA per ton increased significantly high in Q2 vis-à-vis last year, and this is what we had guided the street on. If you'll, refer our TV interviews or even the earnings call, we were always of the view that Q2 would be soft in terms of EBITDA, but on the yearly basis we would be able to deliver what, we had committed. So, I think market may have reacted it or may, may not have, understood what we tried communicating back in Q1 earnings call.

But this is the trend historically, and the Q3, Q4, would obviously be significantly higher in terms of the season is not, wet. We'll have the dry season, so we'll be able to utilize the fuel better, the transmission losses will go down drastically. So, we are still on the same, what we had guided. In Q2 also, we had guided very clearly and categorically that it will be soft. Yes, so that's what we wanted to emphasize upon.

Vishal S. Budhia: And I would just like to add one thing. Sir, we have to appreciate that this is a business model which we have -- the market is still understanding, and this business model will always have this Q2. Of course, we will try to learn and improve even better next year, as we already did, last year.

In my speech, I said that we are actually celebrating that we did Q2, last year versus this year. We did it better, and we are sure we will do better things even next year. But still, we have to accept that Q2 is going to be soft in the going years, upcoming years as well.

Alex Matthews: Very well explained, sir. Now, sir, do we still maintain the realisticness of our guidance of 25% volume growth and improvement in EBITDA? I'm talking about EBITDA margins, sir.

Vishal S. Budhia: Both in terms of EBITDA margin and in terms of volume growth, we are very much on track and we are confident.

Alex Matthews: My best wishes to you, sir. Thank you so much for patiently answering me.

Vishal S. Budhia: See you in the next call as well.

Moderator: Thank you very much. The next question is from the line of Pawan Kumar from Shade Capital. Please go ahead.

Pawan Kumar: Am I audible?

Moderator: Yes, sir.

Pawan Kumar: Thank you for the opportunity. Sir, first question is like, there is a negative operating cash flow and you have alluded that trade payable was paid. So, would we be expecting the same in the coming quarters?

Vaibhav Gattani: So, the negative cash flow was because of the reason we had IPO money and we had used that for early paying of the creditors, and in turn we had availed cash discount. So, that was the reason you'll see that the trade payables decreased drastically. Almost trade payables have become zero as we speak. And we are getting cash discount on our purchases. So, this current financial year, you will see that the number may look to be on a negative side, but again, once the next year is there, -- there will not be any reduction in payables.

The payables would more or less remain in the single digit. So, you will again see the pre -- this reduction of creditors level coming back in terms of operating cash flows. And again, this is just because of the changes in working capital that has resulted into it. There is nothing on the business side which has resulted into this.

Pawan Kumar: Okay. And sir, regarding this quarter-on-quarter drop in EBITDA margins, is that something to do with also the coal prices or just due to the monsoon impact?

Vaibhav Gattani: Sir, it is just because of the monsoon impact. In fact, we had increased our steam prices by almost, if we'll compare, quarter one to quarter two, we had increased prices by almost 17%, 17%-18% from quarter one to quarter two. At the same time, in the last month we increased by 17%-18%, whereas the coal prices also went up to be similar -- to similar extent.

So, we have that advantage, we have that pricing power that is given to us by way of agreement. So, it is purely because the coal, which is there to be utilized during monsoon season, because we are based out of an area which receives significantly good amount of rainfall, so the coal which is available to use is wet. The transmission losses are significantly high during monsoon season. So, these 2-3 factors contribute to the decline in the efficiency on steam-to-fuel conversion. Otherwise, the pass-through has been there and will be-- as it is already guided by the agreements.

Pawan Kumar: Okay. And some last question is, if you really see, steam sold versus the revenue, there was a significant delta quarter-on-quarter and even year-on-year. So, would this be continuing for next quarters also?

Vaibhav Gattani: So, I, can you please repeat? I did not get that question.

Pawan Kumar: Like, if I see the Steam sold, which is increased by 12%, and revenue from Steam has increased by roughly 43%. There is significant delta in terms of the revenue?

Vaibhav Gattani: Got it. So 43%, again, we should not look at it because it is, because of 2 factors. One, because of the increase in, volume. The other one is because of the increase in fuel prices. So our request would be not to evaluate in terms of how much value has increased, how much sales value has increased.

The important factor would always be to evaluate how has EBITDA per ton moved. That is what we would want to guide, because in case the coal prices goes down, the sales value will have to be revised downwards as per the agreement. But the margins, the EBITDA per ton, not in percentage term but absolute term, those margins would more or less remain in similar range.

Pawan Kumar: Okay, thank you for all the answers. Thank you.

Vaibhav Gattani: Thank you.

Moderator: Thank you very much. The next question is from the line of Vibhor Talreja from Nest Amplifier. Please go ahead.

Vibhor Talreja: Hi, am I audible?

Moderator: Yes, sir.

Vibhor Talreja: Okay, thank you. Thank you for, sharing the results. And I think my question is with respect to the guidance on volume growth, which is approximately 25% for this year, and for H1 we have achieved close to 14-ish percent. What that would mathematically imply is that H2 volume growth would be more like 35%, and on H2, H1, the growth will be pretty massive. I guess all that is a function of your new capacity coming in, but I just wanted to make sure that I got my numbers right and we are expecting over 30% volume growth on a Y-o-Y basis in H2.

Vaibhav Gattani: So you were spot on. You rightly calculated, you rightly did the math. So this is what the numbers should look like because of the factors you have already mentioned, the new capacity coming up, the existing locations ramp up the utilization will increase. It is getting increased at existing location. So the H2 will have to be delivered at 35% growth vis-à-vis H1, to have an overall increase of 25% year-on-year. And this is what the internal planning is on monthly basis.

Vibhor Talreja: Thank you very much.

Moderator: Thank you very much. The next question is from the line of Mihir from Prithvi Finmart. Please go ahead.

Mihir: Thanks for the opportunity. In terms of working capital, how should we look at trade payables going ahead? So will you be purchasing coal on credit going forward? How do you foresee managing your working capital requirement, cash requirements going ahead?

Vaibhav Gattani: So we would be purchasing -- the intent would be always to purchase coal on cash basis. So on the creditor front, you can consider either zero or, INR5 crores, INR10 crores kind of. Apart from that, I think there should not be any creditor for fuel outstanding on our balance sheet date or on any particular day.

Mihir: So on the utilization also, like, there is existing facilities are underutilized, and what's the rationale behind going ahead and putting up capacities while existing capacities are underutilized?

Vaibhav Gattani: So the existing capacities were planned to take care of the future potential future business requirement of a particular industrial estate so that the utilization levels will, has been increasing. If you will see, as, as I mentioned earlier, the utilization levels have been increasing, but the new capacities which are coming up, if I will, go location by location, the Vapi location, the Vapi facility which is coming up, it is in the same GIDC, but it is almost 7, 8 kilometers away from our already operational facility.

So, and it is on the other side of the highway. So we may be setting up in the same GIDC, but it is a bit far from our existing facility. So this facility should take care of the nearby demand. The second one is Jhagadia, wherein we came for the first time. The third one is Pirana. Pirana, we were anyways not there. So this is the first facility which is coming up.

The Nandesari facility, which is going live since we already have significant amount of, volume consumption there, if we will evaluate individual plant-wise, we required setting up a new facility in, Nandesari, and hence we are on track. And the new facility is also almost sold out in terms of revenue tie-up. So that's the thesis. We are not looking to do projects at locations which are saturated. We are trying to do projects at locations which have— the market has potential there to be catered by setting up additional facilities.

Mihir: So would it be fair to say that, is it the constraint of the business that you can't, service the customers beyond the range of 7, 8 kilometers like you mentioned?

Vaibhav Gattani: Not really. The Vapi location was, predominantly the new GIDC, the new area was targeted because it was on the other side of highway, and transporting a pipeline, the transporting of steam or laying down the pipeline, from one side of the NHAI road to other side of the NHAI road, it requires permission from NHAI authority, and that typically takes around, 1.5 to 2 years.

This is what we have seen in past, that is what we experienced in past, and the customer which was there which is our customer in the new upcoming facility, is a marquee name and we did not want to miss out that opportunity. The revenue, the realization overall, it was adding significant value to the overall Steamhouse brand and hence we opted of setting up a project. And anyways, we are also getting good demand on that particular side also.

So it made sense to set up a facility nearby to the facility of the end consumer. And in a 1.5 kilometer pipeline network, we will be able to sell out the entire, entire steam which is getting installed here.

Mihir: And what kind of

Moderator: Sir sorry to interrupt, but can you please rejoin the queue?

Mihir: Just the last question from my side. What is the reason for not aggressively expanding in Sachin, as the demand is the highest of all the locations that you have mentioned?

Vaibhav Gattani: Vishal sir, if you will take this question and if you can guide, please.

Vishal S. Budhia: So Sachin GIDC comprises of 2 kinds of business models. One is the chemical industry where we have major concentration. We have almost touched all the industries here in Sachin GIDC which are into chemical pharma. The second big cluster, you very rightly said, is the textile cluster, which is much bigger in volume as compared to the chemical volume that we have currently.

And this volume is very price sensitive because the pie of steam in their revenue is very high. Therefore, for them, we are evaluating right now a big project where we might we will be able to use the industrial and municipal waste of the city and supply steam to these industries.

Two things. One, the cost of steam will go down, therefore we will be able to leverage that cost and address all these customers, number one. Number 2, we will also be able to complement the city where a good solution will come out for both industries. So yes, you very correctly said that Sachin, GIDC is our next good bet to, do work on.

Mihir: Okay, thank you so much for the opportunity.

Moderator: Thank you very much. The next question is from the line of Krisha Kansara from Boring AMC. Please go ahead.

Krisha Kansara: Yes, thank you for a follow-up. So, in the public interactions, you have clearly mentioned about the penalty clause, which gets triggered when, Steamhouse fails to receive steam under steam purchase agreement. So that part is clear, that penalty is I think around 12% interest. My question is more from the steam generation and distribution point of view.

So in cases of any supply disruptions at the client's plant because of issues which are related to our pipelines or in cases where we are not able to supply the pre-decided quantity of steam, what are the penalty clauses in such cases? And have we faced any such kind of incident recently?

Vaibhav Gattani: In most of the cases, we do not have any penalty clauses. The steam will be supplied subject to availability. That is clearly mentioned in the agreement. In fewer agreements the steam supply, the quantum or the minimum guaranteed supply is to be calculated on quarterly basis. So, the, let's say the contracted capacity is 10 tons per hour, the minimum guaranteed supply, let's say, is 60% of the contracted capacity, which is, let's say, 6 tons per hour.

So, if we are not able to supply 6 tons per hour on a quarterly basis then only penalty can be levied, can be recovered by the customer. We have not seen any instance in past wherein we had paid any penalty for non-supply of steam. And there are exclusions in that particular calculation in case the plant is to be taken under annual mandatory maintenance. those periods will be excluded while calculating. So, we asked about any issues with regards to penalty.

Krisha Kansara: Okay, understood. Thank you, sir. Thank you so much.

Moderator: Thank you very much. The next question is from the line of Rabindra Nath Nayak from Nirmal Bang Institutional Equities. Please go ahead.

Rabindra Nath Nayak: Thank you, sir. Am I audible?

Vaibhav Gattani: Yes, sir.

Rabindra Nath Nayak: Yes. Sir, thank you. So, you -- 2 plants, that is waste-to-energy plants are coming. One is, Nandesari Phase 2, and the other one is Vapi Phase 3 -- Phase 2 -- Phase 3 perhaps. Yes, Phase 3 in GIDC, right?

Vaibhav Gattani: Yes, sir.

Rabindra Nath Nayak: They are expected in the second half of this year, right?

Vaibhav Gattani: Yes, sir.

Rabindra Nath Nayak: Okay, they are on track. Now, you mentioned that if we'll…

Vaibhav Gattani: Sir, just to add, sorry, sorry to interrupt. Just that there is one more, waste-to-energy plant which is expected to go live, in next calendar year. So just wanted to add, there are 3 under construction facilities and not 2 for waste to steam.

Rabindra Nath Nayak: Okay…

Vaibhav Gattani: Yes, please, sir, please go ahead, sir.

Rabindra Nath Nayak: But these 2 facilities are coming in the second half, which you [inaudible 1:03:02].

Vaibhav Gattani: Yes. Yes, that's true sir.

Rabindra Nath Nayak: Okay, so that -- now coming back to this facility, your fuel cost here whether it is lower than the -- definitely it should be lower, or how the project economics works in terms of output. If you are selling the steam at INR4,000 per ton like your current capacity, then fuel cost will be lower in this curve, or the capacity cost is high so that the margin will be lower. How the economics will work on the margin front? Can you please explain a bit on this?

Vaibhav Gattani: On the waste-to-steam front you are asking about, sir?

Rabindra Nath Nayak: Yes, waste-to-energy,

Vaibhav Gattani: Sir. Okay, got it, sir. So, on the waste-to-steam front, sir, capex is, almost 1.5x, to 1.75x of our coal-fired projects if we compare apple to apple in terms of capacity. But on the, on the opex front, sir, the, the opex cost goes down by almost 50%, 55%. So that's the advantage we have in our waste-to-steam facility. Capex-wise, it is higher, but again, even at such capex level, we are able to have our payback within 2.5 to 3.5 years once the project is stabilized.

Rabindra Nath Nayak: Okay. So, we -- if you go by the H2 performance, these 2 facilities will come, which will also reduce your coal dependency on this project, will be almost nil. There is no coal cost involved. So, then there will be some expansion in the margin front. Is it the right understanding?

Vaibhav Gattani: Yes, sir, that's what we are trying to guide the street that, be an increase in absolute -- there should be an increase in absolute EBITDA per ton than what we had done in quarter 2. Quarter 2 is an abnormal quarter, I would put it that way, or is an exceptional quarter, not abnormal, is an exceptional quarter historically because of the monsoon challenges.

And also, just to, add two things, because as I told in my speech also, that the steam supplier, one of the steam suppliers, was not able to supply steam for one particular month. Otherwise, the volume growth would have been much higher. It would have been higher than what we did in, Q1. Also, if you would have seen the TV channels, news channels, and if you would have read the newspapers, there were periods in the month of July, in Surat, Vapi, Ankleshwar, Nandesari wherein the industries, the industrial estate got, shut down.

The industries were filled with water. This happened post-1968. This was very, the flood kind of situation in this part of the world, in this part of the country, and hence the volume, utilization although it grew by 1%, but this could have been much better. But because of these challenges, and hence the Q3 and Q4 -- the Q4 in particular, once these waste-to-steam facility, the 2 of these waste-to-steam facility, start generating revenue, the EBITDA per ton should increase significantly higher.

And hence we are guiding see that the next full year's EBITDA per ton should be between INR1,100 to INR1,200 per ton. Because these, 3 plus 1, 4 waste-to-steam facilities should be operational for next full year, and hence we are very confident on achieving that number.

Rabindra Nath Nayak: Okay, sir. So, the 2 monitorables for the second half. One is your cost reduct…

Moderator: Sorry to interrupt.

Rabindra Nath Nayak: Just last question, the, cost reduction through interest, the finance cost will go down, and the EBITDA per ton will expand in the second half. Is it the correct understanding, sir? For a second half?

Vaibhav Gattani: Yes, sir.

Rabindra Nath Nayak: Okay.

Vaibhav Gattani: That is perfectly what we are trying for.

Rabindra Nath Nayak: Okay. Thank you. Thank you very much, sir. Thank you.

Vaibhav Gattani: Thanks a lot, sir. Thank you. Thank you, sir. Thank you.

Moderator: Thank you very much. The next question is from the line of Pawan Kumar from Shade Capital. Please go ahead.

Pawan Kumar: Thank you for the follow-up opportunity. Sir, as you are telling that waste-based plants having with better economics. Can you highlight any limiting factor in this?

Vaibhav Gattani: Sir, waste is the only limiting factor. In case if we have waste available nearby an industrial estate which has steam demand, the intent of company would be to set up waste-to-steam projects there. The waste is the only limiting factor. Apart from that, nothing. It's a -- in fact, much profitable business opportunity for us, and the target is to develop this model multifold in times to come.

Vishal S. Budhia: I would like to add on this. Waste quantity and waste quality, these both have been the most important factors on setting up waste-to-steam projects, number one. But what we have also done differently is we have added industrial waste to our basket. So, whenever you read about waste-based projects they are generally targeting municipal waste. Municipal waste generally has a lower calorific value in India.

What we are doing is we are trying to mix industrial waste with municipal waste, which is one, solving the local problem. So, when we set up a project in Vapi, it is solving the issues of the industries that are generating waste in Vapi as well as the city nearby. So, it's a multifold solution that we have brought, and this is very good economics for us.

The calorific value of overall feed increases in this case. So, waste-to-steam model is -- the only limitation is that we should find such opportunities. We cannot have it everywhere.

Pawan Kumar: Okay. And sir, the last question is -- an assumption of capacity, we are assuming that plant has to be used for 24 hours. Can you just tell us how many customers are using this facility for maybe 24 hours? Some color on that.

Vaibhav Gattani: I think…

Pawan Kumar: Yes.

Vishal S. Budhia: Approximately, yes, I am saying I will not be able to challenge this number, but hardly 87% of the industries would be 10% max. In the number of industries, hardly 10 percent do not consume, not 20%, They are intermediate consumers. The volumes, as you say, almost 95% would be continuous usage customers, steam sale volume-wise.

Pawan Kumar: Okay. So, what I'm getting is like your current customers are using it for 24 hours?

Vishal S. Budhia: Majorly, yes.

Pawan Kumar: Okay. Thank you, sir. Thank you, thank you for all answers.

Moderator: Thank you very much. This was the last question. I would now like to hand the conference over to Mr. Vishal S. Budhia, Chairman and Managing Director, for closing comments. Thank you.

Vishal S. Budhia: Yes. Thank you everyone. Thank you, Amit ji. Thank you, Adfactors team. Thank you, the analysts and participants, in the earnings call. We really appreciate the time and the interest.

Rather, some of the questions that were brought by the analysts and the participants were really good opportunity for us to explain our business model.

And I think we will need a complete 1-year-round to explain what Steamhouse is, what community boiler business is. And but once again, I really appreciate and thank the investors for investing, for all of you to participate here, and the whole team everywhere. Thank you so much.

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

Vishal S. Budhia: Thank you.