BOROSIL renewables

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November 04, 2026

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Dear Sirs,

Subject: Transcript of Analysts / Investors Conference Call

Please find enclosed transcript of conference call with Analysts / Investors held on Friday, October 30, 2026.

You are requested to take the same on records.

Yours faithfully,

For Borosil Renewables Limited

KISHOR HARISH TALREJA
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"Borosil Renewables Limited

Q2 FY27 Earnings Call"

October 30, 2026

MANAGEMENT: **MR. P. K. KHERUKA – EXECUTIVE CHAIRMAN – BOROSIL RENEWABLES LIMITED**
MR. ASHOK JAIN – NON-EXECUTIVE DIRECTOR – BOROSIL RENEWABLES LIMITED
MR. MELWYN MOSES – CHIEF EXECUTIVE OFFICER – BOROSIL RENEWABLES LIMITED
MR. SUNIL ROONGTA – WHOLE-TIME DIRECTOR AND CHIEF FINANCIAL OFFICER – BOROSIL RENEWABLES LIMITED
MR. DHAVAL PATEL – ASSISTANT VICE PRESIDENT - INVESTOR RELATIONS – BOROSIL RENEWABLES LIMITED

MODERATOR: **MS. TANISHKA TANVI – GOINDIA ADVISORS**

Moderator: Ladies and gentlemen, good day and welcome to Borosil Renewables Q2 FY27 Earnings Call hosted by GoIndia Advisors LLP. 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 Tanishka Tanvi from GoIndia Advisors. Thank you, and over to you, ma'am.

Tanishka Tanvi: Thank you, Saisha. Good evening everyone and welcome to Borosil Renewables Limited earnings call to discuss Q2 and H1 FY27 results. We have the senior management of the company on call. Mr. P. K. Kheruka, Executive Chairman. Mr. Ashok Jain, Director. Mr. Melwyn Moses, Chief Executive Officer. Mr. Sunil Roongta, Whole Time Director and CFO. Mr. Dhaval Patel, AVP Investor Relations.

We must remind you that the discussion on today's call will may include certain forward-looking statements and must be therefore viewed in conjunction with the risks that the company may face. May I now request Mr. PK Kheruka, sir, to take us through the company's business outlook and financial highlights, subsequent to which we will open the floor for Q&A. Thank you, and over to you, sir.

P. K. Kheruka: Good afternoon. Welcome to the Borosil Renewables Q2 financial year '27 investor call. The standalone and consolidated results for the quarter and half year ended September 26, as approved by the Board today, and an updated presentation have been uploaded at both the stock exchanges and company's website.

We will now discuss the operations of the company on a stand-alone and consolidated basis. Standalone results half-yearly: sales at INR801.8 crores, including INR15.4 crores sales of solar kits, registered a rise of 12.8% versus INR710.7 crores in first half financial year '26. The EBITDA rose by 18.5% to INR258.3 crores from INR218 crores in first half year financial year 25-26.

Coming to the quarterly sales, total sales during the quarter stood at INR396.2 crores including solar kits which accounted for INR14.1 crores. Solar glass sales stood at INR382.1 crore versus INR378.4 crores in Q2 FY26 and INR405.7 crores in Q1 FY27.

There was negligible EBITDA in sales of solar kits. EBITDA INR116.34 crores stood at 30.4% based on sales of solar glass versus INR125.5 crores in Q2 FY26 at 33% and INR142.0 crores in Q1 FY27 at 33.8%. There was a small drop in margins compared to Q2 FY26 due to lower production. I should inform our investors that in the quarter that went by, we had a decline in solar glass volumes which was because of furnace maintenance and also a price decline of 2.8% as collection of fuel surcharge on sales was reduced looking at the correction in gas prices.

The production was also being adjusted by the production team to correct small anomalies and come to a finer tuning which would eventually result in higher production, which worked very well. And production has gradually increased from middle of September to levels which are higher than at any time before in the history of the company.

During the month of October, we have had exceptionally good production, which we hope is going to continue for the rest of the quarter. With more positive results in the current quarter, we feel it could be possible to make good the shortfall in the rest of the year.

The average ex-factory selling price during Q2 FY27 was INR155.9 per millimeter as compared to INR147.5 per millimeter in Q2 FY26 and against INR160.3 per millimeter in Q1 FY27. The surcharge levied to offset the fuel cost increase after outbreak of West Asia war was partially rolled back in July, looking at decline in gas prices on the hope of improvement in war situation. However, this was short-lived. Disturbances resumed after a brief time, taking prices of oil and gas to higher levels as compared to before, putting an additional cost burden on the company operations.

We have recently taken steps to raise the fuel surcharge to offset this. As production and selling prices have normalized in the current quarter, we expect the margins to move back to higher levels at the end of this quarter. Solar manufacturing continues to show strong growth on the back of government support.

The module manufacturing capacity on the support by way of PLI, BCD, and ALMM-I has reached 233 gigawatts as against annual installations of about 62 gigawatts on DC basis. Solar cell manufacturing supported by ALMM-II is leading to speedy increase in capacity, which is expected to rise to about 75 gigawatts by 2027 from about 38 gigawatts currently, as significant capacities are under installation.

We expect the annual solar installations to maintain at a level of 45 gigawatts on AC basis, which translates to 62 gigawatts on DC basis, while other emerging sectors like EV, data centers, and green hydrogen may take this to a higher level going forward. Thus, solar glass demand for domestic installations can be expected at least at 62 gigawatts, leaving a huge supply gap in glass.

In view of supply gap and its customer relationships, the company does not foresee any challenges in selling the additional production. Work on an ongoing 60% capacity expansion by adding production facilities of 600 tons per day at our existing location is in full swing, and we expect the commissioning of the project towards the end of Q4 FY27.

While the existing furnaces are operating at full capacity, we may have to take Furnace 1 and 2 for a temporary shutdown of 75 days each for rebuild, which may happen in first half of the next financial year 27-28.

The company is exploring further opportunities for the next round of growth.

Now I come to the consolidated results for the quarter. The overseas subsidiaries, including the step-down subsidiaries, did not generate any net revenue for Q2 FY27 and had a negative EBITDA of INR 0.11 crores as against net revenue of INR 0.43 crores and negative EBITDA of INR 5.08 crores in Q2 FY26.

The consolidated net revenue for the quarter stands at INR 396.7 crores and EBITDA of INR 116.22 crores as compared to net revenue of INR 378.88 crores and EBITDA of INR 120.42 crores in Q2 FY27. With that, I would now like to open the floor to questions that you may have.

Moderator: Thank you very much. We will now begin the Q&A session. The first question is from the line of Pankaj Kumar from Kotak Neo. Please go ahead.

Pankaj Kumar: Thank you. Thanks for taking my question. Good evening, sir.

Moderator: Mr. Pankaj, please go ahead.

Pankaj Kumar: Am I audible? Yes. Hello. Am I audible? Hello.

Moderator: Since Mr. Pankaj is not audible, the next question is from the line of Deepak Purswani from SVAN Investments. Please go ahead.

Deepak Purswani: Yeah, hi, thank you for the opportunity. Sir, just wanted to check it out. Hello, am I audible?

Ashok Jain: Yes, please carry on.

Deepak Purswani: Yeah, thank you for the opportunity. So just wanted to check it out regarding this production disruption which we saw, that you can also quantify what was the revenue loss in this quarter and what are the revenue and EBITDA loss in this quarter because of this. And secondly, there seems to be, power and fuel cost seems to be little on the higher side if I were to look at the percentage of revenue.

Just wanted to check it out whether incremental basis these all rise in power and fuel and other raw material cost. Is it getting passed on to the customers at the current juncture? And net of fuel surcharge, how are the realizations shaping up in the industry? If you can throw some light on all these aspects.

Ashok Jain: Yeah, the production was down by close to 4.5% because of this maintenance. But the good part is that after the repair is done, we have not only come back to the earlier levels, but we are actually exceeding, as Chairman just said in his opening remarks. So, that shortfall which has happened will be made good.

As regards the cost of gas and other items, the cost actually, as you know, initially in the beginning of July, because there was some understanding between the countries who are engaging in the war that there will be some peace, and that lived for only about 2 weeks or so. And after that, the prices again resumed and they are running at an even higher level.

So when the prices were down and there was a challenge in terms of module manufacturing because of the ALMM-II, we agreed to reduce the fuel surcharge. Post that, the fuel cost has remained elevated which has also impacted our profitability. But in October, we have again gone back to the customers to, come back to the original fuel surcharge.

So this was a temporary moderation, you can say, which happened in the last quarter. But we, we hope to be back to the previous levels in terms of the earnings, and also the turnover will increase because the production is rising, even higher than the earlier levels.

Deepak Purswani: Okay, and would it be fair to say, on the broad basis there could be a revenue loss of the direction of INR 20 crores because of the shutdown or dead tenants?

Ashok Jain: Well, this was about, INR15 crores.

Deepak Purswani: Okay. And secondly, I think on the new project we have revised the capex to the extent of INR 1,100 odd crores.

P. K. Kheruka: Yes, that was by adding equipment.

Deepak Purswani: Okay. And so if you can share a little more detail on that part, that would be really helpful.

Ashok Jain: So we had in the last board meeting which happened in September decided that the scope of the project needs to be widened a little bit to incorporate some costs which were not budgeted earlier. And a small part was regarding the exchange fluctuation which happened due to the devaluation of rupee vis-a-vis dollar. So that was about 20% of the increase of about INR150 crores. So about 20% was the increase on account of exchange, but the major part was on account of basically 2 factors. One was regarding some items of cost saving, fuel cost saving, which will have its own payback. That was a major part of the increase. And the second item was regarding building in more redundancies against the power failure, because a constant and robust power supply is very important in this industry, and fluctuations can cause serious disturbances in the furnaces. So we have to build even higher amount of redundancy in the project so that if we don't suffer any losses on account of power. So that also is about, say INR25 crores or so. So all this put together, Board has decided to increase the project cost by INR150 crores, which will of course be funded internally and without any increase in the loan amounts from the banks.

Deepak Purswani: Okay. Thank you and wish you the best, sir.

Ashok Jain: Thank you Deepak.

Moderator: Thank you very much. The next question is from the line of Kaushal Sharma from Equinox Capital Ventures Private Limited please go ahead

Kaushal Sharma: Hi sir, very good evening. I just want to know about your realization per unit in this quarter

Ashok Jain: Realization, you are saying realization per square meter?

Kaushal Sharma: Yeah, per square meter per ton basis.

Ashok Jain: So this quarter was INR155.9 and last quarter INR160.3. So there was a drop of about INR4.4 per square meter, which happened because the reduction in fuel surcharge as was communicated, and now we are back to the original numbers.

Kaushal Sharma: Okay, so in Q3 you are expecting the original number of 160?

Ashok Jain: Well we are gradually inching towards that, and by the end of quarter we will expect that the number is achieved.

Kaushal Sharma: Okay. And sir, the value for this would be commenced by February 27 so are we on track on this?

Ashok Jain: Can you say loudly? We are not able to hear properly.

Kaushal Sharma: I'm saying, sir, your new furnaces would be commenced in by the end of this year. So are we on track on this?

Ashok Jain: Yes, we are on track to fire the furnaces in February and March respectively. There are 2 furnaces. One we want to fire in February, another in March, and we are on course to be on time to do this.

Kaushal Sharma: So, you have said in your original remark that 75 days your furnaces would be on hold in the first half of the next year.

Ashok Jain: So the earlier furnaces, they're like what we call them Furnace 1, SG1, and SG2, have been in operation for 7 years. And after 7 years, they can fall due for repair or rebuild anytime depending on the health of the furnaces. So currently we have done the repair work already, and we expect the furnaces to continue production until at least March '27.

We will of course be monitoring continuously, but we'll take a call in February or March. Whether the furnaces have to be put down, in the next financial year. And gradually, one by one, we will plan that depending on the health of the furnace, of course. So this will be most likely done in next financial year first half.

And whenever we start doing that, for 75 days there will not be any production from that furnace. So we'll do furnace first, like SG1, and then do furnace 2. In the meantime, our additional production from the new plant will be already, coming in. So we will not be out of production, or we will maintain our supply to the customers seamlessly.

Kaushal Sharma: There would not be a production loss like in this quarter as we have seen in the next year?

Ashok Jain: Until March...

P. K. Kheruka: Current year, we do not expect any production loss. It is not planned nor expected.

Kaushal Sharma: Okay, the low production is because of this issue like repair and maintenance of the existing furnaces in the last quarter.

Ashok Jain: Yes, maintenance and all adjustment of parameters to fine-tune them to deliver a better performance. So both have been simultaneously done, which seems to be working very well, more than our expectation at this point in time. And we will make good the loss which has happened in the month of July and August in the rest of the year.

Kaushal Sharma: And we will be able to maintain our 31%, 32% of the EBITDA for this current year and the next year?

Ashok Jain: Yes, we hope to do that.

P. K. Kheruka: Based on current parameters. Yes,

Kaushal Sharma: Got it. Thank you very much for answering my question.

Moderator: Thank you very much. The next question is from the line of Sanyam Dhoka from Front Wave Research. Please go ahead.

Sanyam Dhoka: Hi, sir. Good evening. Thank you for the opportunity for this question line. Sir, based on our calculations, we expected that around, next year we'd have 60% increase in revenue with the 60% increase in our capacity. So, but with this, SG1 and SG2 going down for 75 days each, that brings down our growth from 60% to 48%.

P.K.kheruka: Actually, both these furnaces after repair are expected to give higher output.

Sanyam Dhoka: Okay.

P.K.Kheruka: So that remains to be seen whether there will be any decline or not. It may not be.

Sanyam Dhoka: So it may not be. So, we are saying that it would be giving out more output than it is like giving out currently. So, the growth remains constant even by them being down.

P. K. Kheruka: Correct.

Sanyam Dhoka: All right, my second question would be, sir, about the INR 600-odd crores that we have in our investments. So how are we handling that? I see they are in liquid mutual funds and debt market. So, are we seeing any higher realization from them?

Ashok Jain: So we are investing that money temporarily in secured investments because it's a project money. And we of course do not want to enter from the perspective of the money. So we are trying to increase revenue to the extent it is permissible within the guidelines given by the board, and of late we have been trying to invest into, say, triple A securities as well, where we can inch up the yield by about, say, 0.5% or so. But all said and done, the yield is going to be, say, within 7%, 7.5%.

Sanyam Dhoka: So right now it's at 7%, 7.5% is like what the INR600-odd crores are yielding us, right sir?

Ashok Jain: Right now they are at little less than 7%, but we want to raise it to 7.5%, 7.3% to 7.5%, that which we are doing already.

Sanyam Dhoka: Okay, so triple A securities is like our next thing to add on because of you know the repo rate and everything that is going on right now?

Ashok Jain: Yes

Sanyam Dhoka: All right. Noted. Thank you, sir. Thank you so much.

Ashok Jain: Okay.

Moderator: Thank you very much. The next question is from the line of Saket Kapoor from Kapoor & Co. Please go ahead.

Saket Kapoor: Yes, sir. Namaskar, sir. Hope I'm audible.

P. K. Kheruka: Namaskar.

Saket Kapoor: Firstly, but yeah, sir. So firstly pertaining to the previous reply, so the plant shut down we will take during the first quarter of next financial year. Year, the volume loss would be made up during that year itself, and for the next year we can look forward at 1,600-ton capacity to be fully available to us. That is what your reply was, sir?

P. K. Kheruka: This is a speculative answer. We cannot guarantee that we make up the volume loss. This is a question of what we are planning to do or what we are attempting to do. Our company is making glass at a higher rate than anywhere else in the world per square meter. We have the most efficient glass melting anywhere in the world, and we are going to make it even more efficient than what it is now.

So, this is a planned operation with a lot of thought and understanding. So, I hope that it works out. So, this is all speculative that we expect that we would be able to make up whatever we have lost at the time of shutdown by the operations of the furnace afterwards.

Saket Kapoor: Okay. And, sir, in your opening remark, you also mentioned that there were some underlying factors which give us the confidence that the expanded capacity will be also easily sold out. Can you just reiterate those three, four factors for the sake of repetition?

Ashok Jain: Yeah. So, actually, the demand for solar glass continues to be robust at about 62 gigawatt modules are being made. So, and the domestic supply is very limited at this point in time. The domestic players are able to supply about 18 gigawatt and rest is imported.

So, when we come into production by, say, end of March, even at that point in time, the demand will be higher and supply will be much lower than demand. So, there is no challenge in terms of the demand. Now, since we are the largest player, we have been the first mover, we have relationship with the customers, we are hopeful and we are, say, confident that we will be able to sell that volume, extra volume, without any problems.

And to do that, we are already in discussion with the customers and also additional customers whom we have not been able to supply so far because of the limited capacity to onboard them so that when it comes to start the furnace, we do not have any challenge in terms of the customers availability and to whom to sell to.

So, that confidence is available with our team and due to which we are confident that there will not be any issue in terms of selling the extra volume.

Saket Kapoor: Right, sir. Sir, when we look at our capital work-in-progress closing balance, as on September, it is at INR349 crores. So, this is up from INR107 crores for March. So, the entire INR349 crores is pertaining to the 600 ton capacity for which we have envisaged 1,100 as the total amount?

Ashok Jain: Yes, the entire amount is related to the project and a lot of LCs are in place, about INR150 crores plus, for which material is in pipeline. We also paid a lot of advances. So, all that is for the project only.

And we are expecting delivery of machines now. Building is more or less complete. So, we will have the construction in, we will have the installation starting somewhere in the end of the quarter.

Saket Kapoor: And, sir, for the entire project, what kind of debt have we looked into and have we tied up? And what is the rate and what is the thought process for the debt?

Ashok Jain: So, the entire funding is already in place. INR1100 crores will be funded internally by INR800 crores and INR300 crores is the debt which we had signed much earlier. So, we have not yet drawn the debt as such. But the equity is already arranged. We did preferential issue of warrants and preferential issue of equity and the money is already with us. So, it is fully funded and company does not foresee any challenge in meeting the fund requirement.

Saket Kapoor: Okay. Just to reiterate, sir, you mentioned that the kind of outage we had in Q2 have been overcome. The yields have improved for the month of October. So, H2 looks, as of today, on better efficiency terms and we are returning to our previous EBITDA margin trajectory of 31% plus. That should be the likelihood, barring unforeseen circumstances?

Ashok Jain: You are right.

Saket Kapoor: Right, sir. Okay, sir. I will just join the queue, sir. Thank you. and all the best.

Ashok Jain: Thank you.

Moderator: Thank you very much. The next question is from the line of Adit from AG Capital. Please go ahead.

Adit: Hello, sir. Am I audible?

Ashok Jain: Yes, please.

Adit: Okay. Sir, I had majorly two questions. One was, wanted some colour on the rooftop solar business and how do we, you know, intend to scale this new business?

Ashok Jain: Rooftop business?

Adit: Yes.

Ashok Jain: So, rooftop business, as we have been mentioning, it is more to use the experience and relationship which we have and the brand, Borosil, which is quite well recognized in the households to develop a business in our adjacencies of making solar glass.

So, this is how we have started. It has received very good response from the customers. In fact, a lot of distributors are very excited to associate with Borosil in this business. We have started in four states initially, where the demand, we perceive demand to be good. Also, the appointment of distributors has been done. Some projects have already been done by our team.

We have a lot of projects already signed up for the current quarter and the response is quite encouraging. Moreover, the performance of whatever equipment we have supplied in terms of the power output has been very encouraging. Customers are actually giving us signed letters that your modules have been performing very well and all and they are getting much better generation of power.

So, as you know, Borosil is recognized for its quality, maintenance of its quality and service, which is what we are providing over here. Although module manufacturing is done by many other people, but our quality control, our checks, our bill of material specification, everything is so robust that we are able to deliver a better product.

We hope to build this up to greater heights, but after we have reached a particular size, we will start thinking more about it, maybe by the end of the financial year, which will allow us to come back to you, how do we perceive for the next round of growth in this rooftop business.

Adit: Okay. So, sir, we are seeing a good response, right?

Ashok Jain: Yes, extremely good.

Adit: Okay. And sir, one was that how sustainable is the company's profitability, sir, and considering, you know, the volatility in gas prices and other energy costs, like what, how do we see the profitability being affected and all?

Ashok Jain: So, you see, for last six, seven quarters, we have been delivering very robust numbers, EBITDA in the range of 30% or thereabouts. And even after the gas price increase, which has been prevailing for last two, three quarters, we have been able to maintain the momentum.

So, obviously, there is a buoyancy in the market, and the demand is high, which is why we are able to get good working. Our anti-dumping duty, which is there against China and Vietnam, which is in place until December ‘29.

So, we don't foresee any challenge in terms of maintaining the margins, that the domestic solar gas capacity remains short of the demand, which gives an assurance that the prices will be maintained, and there should not be any challenge in maintaining the margins.

Adit: Okay. Got it, sir. And just one more question, if I can ask, what is the, you know, expected revenue contribution from the new capacity that we have? And any margin improvement that we can see from that?

Ashok Jain: So, we are expanding by 60%. So, similar percentage rise we can expect in the turnover. In terms of the EBITDA margins, I think we should be happy to have additional 2%, 3% operating leverage out of the new facility because of the distribution of overheads over a larger production. So, that's the range we can probably look at.

Adit: Okay, sir. Got it. Thank you, sir. And best of luck.

Ashok Jain: Thanks.

Moderator: Thank you very much. The next question is from the line of Pankaj Kumar from Kotak Neo. Please go ahead.

Pankaj Kumar: Yeah. Good evening, sir. Am I audible?

Ashok Jain: Yes.

Pankaj Kumar: Yeah. Sir, on this raw material cost, and if you look at the gross margins in this quarter, we have seen the quarter-on-quarter decline in the gross margin and the raw material costs have gone up. So, what could be the reason behind that? I understand that there was a shutdown for 15 days, but the raw material costs have also seen an increase. Please elaborate on that?

Ashok Jain: Yeah. So, raw material costs, basically, there are two, three cost drivers. One is the prices of soda ash have been slightly increased by the various vendors in India, and after a lot of negotiation, we have got a very good price, but still, it is higher than the previous quarter.

So, we accepted a certain price increase from the soda ash manufacturers. The second item is the import of dolomite and limestone, which we have to do because the quality and grade which we require for our quality, to maintain our quality of glass, we have to get from imported sources. Of course, partially, we mix it with the local material, but for the imported item, we are paying a much higher price.

As you know, in the last couple of months, the freight rates have gone up from China, and one of the items which is imported from China, the freight cost is substantially higher. So, these things are leading to a sudden rise in the cost. We, on our part, are making effort to minimize the base cost for raw material cost.

We are also taking steps to change the domestic and import mix in favor of domestic. We are currently doing about 30% to 40% domestic from, say, for dolomite, but we want to reverse it in the next couple of months. So, that will save us from this cost rise.

In terms of the soda ash, we have to live with it because this has been done after a lot of negotiation, and we don't foresee it to come down soon, but we will try to economize on other fronts by which we can offset these costs increases.

Like, say, if the production which is increasing substantially compared to the previous quarters, it will pay for itself in terms of the, or it will offset the increase in the cost.

Pankaj Kumar: So, these are not, with these we cannot pass like what we have seen in case of gas where we have a surcharge or something. Here, we don't have that kind of arrangement with the client?

Ashok Jain: In fact, there is no such arrangement of fuel cost surcharge also because the prices were being charged by us in par with the landed cost of imports. But this was like one-off situation, force majeure situation where the war was thrown on the entire world, and this became impossible for us to bear.

So, we requested the customers to bear this additional charge. And we were fortunate that during that time, in that sense that the rupee devaluation took place, which increased the cost for the imported glass also for the customers. So, they were able to agree to this.

But as we are selling the goods as per the market price, there is no cost-plus or pass-on, pass-through mechanism for the other items of cost. So, we have to improve our efficiency. We have to do productivity improvements in order to offset these costs which we are doing actively.

Pankaj Kumar: So, with this, all these productivity measures, we'll be able to cover that because if you see the quarter-and-quarter basis, there is a 400, roughly 500 basis points decline in the EBITDA margin. And the gross margin is around 400 basis decline. So, I mean, whether we would be able to go back to this 30% plus kind of EBITDA margin?

Ashok Jain: Yeah. We already said that this production deficit which took place is already out of the way. And in fact, we are producing more. So, obviously, it will generate more output and more sales. The second important item is about the selling price. So, we also have gone back to the earlier levels of fuel surcharge, which again protects the margin from that angle.

And with the other measures like making the or sourcing the products indigenously in terms of raw materials like dolomite and all, we will be having those savings. So, we expect to do much better actually, but we will certainly be able to reach the earlier margins.

Pankaj Kumar: Sir, you said you have increased the level of production with the modification which you did in the recent capacity shutdown that you had in the second quarter. So, what kind of increase in capacity that we saw?

Ashok Jain: See, this production dipped by about 5%, but we are actually up by about 15% from that. So, obviously, we are higher by 8% to 10% compared to the earlier levels. But this is very early to commit that number to you on sustained basis.

We are trying to work around it and trying to maintain that level of production. So, that means whatever loss has taken place in two months not only that will be recovered in terms of the plan for the year or plan for the next half, but we might do better actually.

Pankaj Kumar: And sir, we have also seen the increase in the employee expenses. So, this is largely for the new capacity or there is some one-off impact?

P.K.kheruka : So, employee headcounts were increased in between for certain extra work which we have to do around this furnace repair time and all. And also, there were some more people engaged to do

additional activity on the ground in terms of maintaining the production flow. But this was temporary, I think, and we should be able to come back to the earlier levels. For the new project, we are not yet hired so many people. We are going to do it now.

Pankaj Kumar: And one more question if I may ask. In terms of future capital allocation plan, of course, with this capex, we will be done with what we have announced. So, have you thought of the future capex or the growth plans if we have worked out on that or by when we can expect the same?

P. K. Kheruka: For the future, the option of increasing further production in solar glass is always there. We are meanwhile exploring other options. The company Borosil is well known for specialized or specialty glass. When we entered the field of solar glass in 2008, it was a brand new field and few people only had heard about it. And this was a very, very sunrise kind of a product.

As time goes by, two things have happened. Other people have entered, number one. Number two, the other thing that has happened is our skill in its production and reduction of cost has also taken place. So, we are much more efficient today than we have ever been in the past. So, we continue to be very well positioned if we were to increase in solar glass.

Meanwhile, the country has a new requirement. There are many new products which are hanging over our heads, and we are exploring many, many different opportunities. Perhaps within the end of this financial year, we should be a little better poised to take a call on what to do next. For the time being, our energies are focused on getting production up and running in the two new furnaces that are coming up and stabilizing on that.

So, I think in terms of time, our time will be spent a lot on ensuring that production takes place on time and good quality and good quantity. So, we are actively evaluating opportunities as they come by, and we are taking help of others also, like external consultants, to scout for the opportunity to suggest the areas of growth which will be suitable to Borosil Renewables, and also looking at the investment size and other things.

So, this work should get over by before end of the financial year and we should be in a position to that time take a call because we will remain net cash positive by end of March as we foresee, and the next financial year's cash flows will be available for us to deploy. For any new growth areas, on which we are already working upon, and we should be able to come back before end of financial year.

Pankaj Kumar: Okay, sir. Thanks. Thanks for answering the question. All the best to you.

P.K.kheruka: Yes.

Moderator: Thank you very much. The next question is from the line of Daksh Malhotra from Aadriv Global. Please go ahead.

Daksh Malhotra: Yeah. Namaskar, sir, and season greetings to all of you. my question was also centered mostly around FY27, you have given a fair enough outlook. FY28 also, even after the SG1 and SG2 production slowdown or going into maintenance for 75 days each, you have said, we mostly

make up and probably be able to do the 50%-60% growth, by the end of the year. That's really nice to hear.

As the previous participant asked, what beyond the '28, and you've explained you're looking at newer options, that's good. Just if you can add some more color here also on rooftop solar, that's the second question. The rooftop, we were anticipating the revenue of about INR100 crores from the first year. My numbers might be a little off, you can check.

And you are saying that the initial response is good. How big is this space? And because it is a B2C arena, are the margins much lower? Will it be quite dilutive? Just some light on this as well. Yeah. And once again, wish you all a Happy Diwali.

Ashok Jain: Thank you so much. So, rooftop, as we have been maintaining, that this is very early stage of our entry, and we have only the confidence of our team to talk to you, and they are quite confident about the numbers which they have spoken about. It's easier to get any contract in the demand, the way the demand is right now. PM Surya Ghar Yojana itself is very large, and the country has done only about, say, 50 lakh homes until now, and another 50 lakhs are proposed to be done.

So, there is a huge opportunity there which can be captured. And besides that, the C&I demands are very high. Large companies are even doing 100 megawatts and 120 megawatts of projects. We have entered for a smaller segment, like in C&I also we are doing smaller segments. But we are being cautious about it and we are building up slowly and gradually.

So, we can expect more contracts to come in. We already have a lot of other contracts in hand which will be executed in this quarter. In terms of the margins, yes, you're right, the margin are low because it's more of a trading. It's also that there are a lot of competitive strengths playing in this business because a lot of players are there in the market who are offering the same products, same means same solutions, but Borosil of course gives a much better product in that sense.

So, margins will remain low and there will not be supporting in terms of the growth in margins. But yes, once we have certain level of operations, then we can probably earn better margins and make it more profitable for the company. Does this answer your question?

Daksh Malhotra: Yes, sir, it does. And what about any light on any time beyond FY28, once we have ramped up the capacity? Is it only the efficiency improvements that we expect going forward, or are we…

Ashok Jain: FY28, we will have the production from the new line for the full year. And after that, whatever growth will come will be coming from the new investment which we hope to get into by March '27. So, whatever we plan will have certain period, certain gestation implementation period. After which the new area or new stream of revenue will come.

But for 27-28, I think that 1600 ton production is what we can expect. And for ensuing year from FY29, there could be something coming out from the new project which we, whenever we decide and implement it, that will generate additional revenue.

P. K. Kheruka: I have to say something here, that as a company in corporate philosophy, we do not believe in overstretching ourselves to the point that management suffers. So, with the 60% increase in production which is envisaged for the financial year '27-'28, that's going to be a big jump over what we are doing today. And we need to manage that and stand on our feet after taking that kind of a rise.

And we do not feel that it's appropriate for our investors based on the trust that they have on us to be reckless in any way. So yes, we will proceed in time, and we absolutely have every intention of continuing to expand in profitable directions.

Daksh Malhotra: Understood, sir. Thank you so much.

P. K. Kheruka: Thank you.

Moderator: Thank you very much. The next question is from the line of Saket Kapoor from Kapoor & Co. Please go ahead.

Saket Kapoor: Yes, sir. So, in response to a participant wherein you mentioned that there were some price changes in terms of soda ash. So, first this out of the total raw material basket, what percentage constitute soda ash contribution as a percentage of RM?

Ashok Jain: As a percentage of RM it is about 30%-32%.

Saket Kapoor: Okay. And what has been the price hike? Sir, so far if we take that into one into factor?

Ashok Jain: Price hike is about 10%. Yeah.

Saket Kapoor: There has been a 10% price hike from June to September quarter?

Ashok Jain: Yeah.

Saket Kapoor: And sir, secondly sir, when we look at our P&L, there is some purchase stocking credit component also for INR14 crores. What will you attribute this number?

Ashok Jain: So, this basically represents the solar module and solar inverters which we have bought for this kit business, solar kit business. So, this is a purchase cost of those items, against which the sales is reflected in the sales.

Saket Kapoor: Yeah. No, you continue, sir.

Ashok Jain: Against which the sales are already included in the revenue.

Saket Kapoor: Okay. So, that INR396 crores includes around INR14 crores-INR15 crores worth of the solar kit trading number.

Ashok Jain: That's right.

Saket Kapoor: Okay. And what is the thought process now, sir, going ahead? We will continue with this exercise or what are we trying to garner going ahead with solar kit as a vertical or what exactly is...

P. K. Kheruka: See, It's a very promising avenue for the company because if we are able to generate a strong sale of solar kits, then this is going to be very good for our sales of solar glass because the people from whom we are buying the solar modules currently, they always use our glass. So, this strengthens our supply chain position in the market, and also it brings us in direct touch with the customer to know exactly what the customer needs, what is valuable to the customer. And so, we become more market-friendly as a company.

Saket Kapoor: Okay. So, more of an awareness exercise this is translating into, and this is more of the entire solar module kit that we supply to the EPC player, that is what the end product is?

Ashok Jain: Yes. It is also deploying our glass into the manufacture of modules because we are buying these modules from our own customers to whom we sell glass.

Saket Kapoor: Okay. And this run rate will continue with quarterly run rate also. We can see the ramp up here also to get 13, 14 numbers?

P. K. Kheruka: Right now, we are very cautious in selling. We are not overselling at all. In case we open the floodgates, I think our sales will rise dramatically. We are not doing that. We are doing it in, in batches so that we evaluate the sale, we evaluate the customer response, we go back to the customer, ask him how, how was his experience. What is his ongoing experience.

We compare that with sales of other kits by other vendors because finally it is the customer who's paying for it. And there's a huge outlay from the government under the Pradhan Mantri scheme for solar households. And this is what Borosil specializes in because in our other businesses, we are customer-facing directly. So, here again we are going into a customer-facing situation.

Saket Kapoor: Sir, two small points. Sir, firstly, pertaining to the warrant issuance, so the full dilution has happened? There are no pending warrants or money pending from your investors or from the promoters?

P. K. Kheruka: No. Everything has been realized. Everything, it's all paid up. Some people who had been issued warrants were not able to pay the remaining amount for conversion. And according to the SEBI law, we were obliged to forfeit the initial deposit which we have reported.

Ashok Jain: And in the case of promoters, it was always equity issuance, not warrants. So, they had already paid in February '25, the entire money against the equity shares. So, as of date, nothing is outstanding from anybody.

Saket Kapoor: And no further dilution is anticipated since we have already tied up for everything for the capex that we have.

P. K. Kheruka: Yes. At the moment, in the foreseeable future there's no dilution.

Saket Kapoor: Okay. And lastly, about the tax rate, sir. Now, considering the current stand, now we have only the standalone and also the consolidated similar numbers. So, how is entity taxed at what rate? And yeah, please tell.

Ashok Jain: We are taxed at 25%.

Saket Kapoor: Okay. So sir, when we look at our cash flow, our direct tax payment is to the tune of INR39 crores. So, that is equitable to I think for September it is 45% advance tax that is to be paid. So, this amount is equitable to that that number of INR39 crores?

Ashok Jain: So, basically, we are liable to pay 25% tax on over income and I do not have exact understanding on that INR39 crores which you are saying. So, if you really want…

Saket Kapoor: Sir, if we look at the cash flow part, under the direct tax refund paid net, the number is INT39 crores for September '26 previous year it was INR42 crores this is that the cash flow is Page number 13 of the submission. But my point was that since -- yeah.

Ashok Jain: So, you can write to Mr. Dhaval, our Investor Relations AVP. He will get it clarified from the finance team and will answer your question on this.

Saket Kapoor: And lastly sir on the surcharge part of the…

Moderator: Sir, sorry to interrupt. Sorry.

Saket Kapoor: Ma'am, just to conclude, if you allow. Otherwise, if other participants are there, then I will...

Ashok Jain: Will you please complete your question?

Saket Kapoor: Yeah. Sir, for the power and fuel surcharge part, what we could understand is that it was a recovery exercise that we did because of the unexpected increase in the gas, which was again reversed in the next quarter. Now, how are the price trends currently for the input cost for gas currently and whether again we can go ahead with the pass on to our customers? What is the thought process currently?

Ashok Jain: So, the earlier levels, that means the levels prevailing in Q1, have been reached again in the last 1 month or 1.5 months because that how the brent price and how the gas price have gone up to USD115 in case of brent. And when we passed on the price to customers, that time it was at about USD100 or so. When we gave the price reduction, it went down to USD75, USD80 or so. So, this has been moving a number, but as we speak, the current gas prices are higher even compared to Q1.

So, we are trying to come to the Q1 level at least for the time being, and we'll see whether there is an opportunity to even close that because the cost per millimeter, which the increase which we saw in the first quarter, that has been exceeded already in the current month. So, we will have to work on that, whether we can increase by small percentage higher than the earlier fuel surcharge. But the good part is that in case of the consumptions or whatever parameters which

we can work upon in terms of operational efficiency, the team has been able to deliver substantial savings which will offset this difference.

Also, our power production from the captive power has been helping us to reduce our cost. In the last 6 months, we have saved close to INR10 crores on that. So, this is also helping us to cut down on the cost. So we have to balance it out between the selling price and operational efficiencies and optimizing the cost and try to ensure that we come to the level of at least 30% EBITDA going forward.

Saket Kapoor: Right, sir. Thank you. So, we'll take a call going ahead.

Ashok Jain: Yes.

Saket Kapoor: I will pass on the call.

Ashok Jain: Great.

Saket Kapoor: Thank you once again, sir, and best wishes to the team for a Prosperous Diwali and a Happy New Samvat coming ahead for us. All of us.

Ashok Jain: Thanks. Thank you very much. Thank you.

Moderator: Thank you very much. As there are no further questions, I would now like to hand the conference over to management for closing comments.

P. K. Kheruka: Thank you very much, dear investors, for all your questions. Thank you for studying the balance sheet and our performance, and we always look forward to the future with great anticipation and excitement. And so far it seems that everything is looking very good for us, for the future, for the country at large. So, thank you very much, and good luck to everybody. Wish everybody a Very Happy Diwali.

Ashok Jain: Wishing Happy Diwali to everyone.

Moderator: Thank you very much. On behalf of Borosil Renewables, that concludes this conference. Thank you for joining us and you may now disconnect your line. Thank you.