



Date: 03.06.2026

To,
The Manager,
Listing Department,
National Stock Exchange of India Limited
'Exchange Plaza', C- Block –G
Bandrakurla Complex, Bandra (East)
Mumbai – 400051

SYMBOL: SONAMLT D

Dear Sirs,

Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Transcript

Transcript of the discussion on the Audited Financial Results (Standalone) of the Company for the quarter and year ended March 31, 2026, at the analyst meet held on June 1, 2026, is attached and also available on the website of the Company at www.sonamquartz.com .

The analyst meet, conducted through audio mode (Online), on June 1, 2026.

This is for information and records.

Yours faithfully,
For, Sonam Limited



Jayesh Chhabildas Shah
Managing Director

Sonam Limited

Formerly known as Sonam Clock Limited

CIN : L33302GJ2001PLC039689

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Sonam Limited
Q4 and FY'26 Conference Call
June 01, 2026

Moderator: Ladies and gentlemen, good day and welcome to Q4 FY'26 Conference Call of Sonam Limited.

As a reminder, all participant lines will be in 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 "*" and then "0" on your touch-tone telephone.

I now hand the conference over to Mr. Jayesh bhai Shah. Thank you and over to you, sir.

Jayesh Shah: Good evening to all our valued shareholders, customers, employees, partners and stakeholders. On behalf of Sonam Limited, I extend my sincere gratitude to our shareholders, customers, distributors, employees, suppliers and all stakeholders for their unwavering trust and continued support. Your confidence has been instrumental in our journey of growth excellence.

FY'26 has been a markable year for Sonam Limited, marked by strong financial performance, operational efficiency and sustained market expansion. Despite a dynamic business environment, the company delivered robust results, reflecting the strength of our business model and execution capability.

During the year, revenue from operations increased by 64.21% year-on-year to Rs. 171 crores. EBITDA stood at Rs. 1509 lakhs, registering a growth of 12.31% while profit after tax increased by 15.63% to Rs. 732 lakhs. The company reported an EBITDA margin of 8.79% and a PAT margin of 4.26%, demonstrating our focus on operational discipline, manufacturing efficiency and sustainable profitability.

A key focus area during FY'26 was strengthening our market presence across India. We continue to extend our distributors' network and defend our penetration in existing markets. Simultaneously, we identify reasons where our presence remains relatively.

On the presented and sustained strategic efforts to appoint additional distributors and channel partners, this approach is expected to significantly enhance market coverage and improve accessibility to our products across geographies. Looking ahead, we are highly optimistic about the growth opportunities available to the company over the next four to five years. Sonam Limited aims to significantly expand its product portfolio by introducing a wider range of

innovative clocks across various customer segments. We are particularly focused on strengthening our presence in the premium category through the launch of new designs, contemporary collection and value-added product during consumer expansion. In addition, we plan to further strengthen our distribution ecosystem by expanding into regions where our geographical penetration remains limited. By increasing our distribution network and enhancing channel relationships, we aim to build a stronger pan-India presence and accelerated revenue growth across domestic markets.

At Sonam Limited, we firmly believe that sustainable growth is achieved through strong governance, innovation and a customer-centric approach. As we move forward, our focus will remain on creating long-term value for all stakeholders while strengthening our position as a trusted and preferred brand in the clock and clock movement industries.

I would like to express my heartfelt appreciation to our employees, distributors, business partners, customers and shareholders for their continued confidence and support.

Together, we look forward to achieving new milestones and building a stronger future for Sonam Limited. Thank you.

Moderator: Thank you so much sir. Ladies and gentlemen, we will now begin the question and answer session. The first question comes from the line of Mr. Bhavesh Jani from HCLLP. Please go ahead, sir.

Bhavesh Jani: Hello, sir. First of all, congratulations for your good growth in this current, you know, difficult financial year. So, my question is, sir, revenue has been grown by 64.5% in FY'26, while PAT has increased only 14.8%. So, can management explain the major factors behind the margin pressure and whether profitability will improve in FY'27?

Jayesh Shah: Yes, sir, because market's competition and revenue has increased, but margin has not increased because of so many problems in raw material price increase and this situation of war in geographies. Hello.

Bhavesh Jani: Yes, sir. Can you please explain. Please sir, please go ahead.

Jayesh Shah: Yes, raw material cost has increased.

Bhavesh Jani: Okay. So, sir, what will be the guidance for the FY'27?

Jayesh Shah: FY'27, you must have seen that as soon as the war started in the gulf, so we have made the purchase. So, according to that, we feel that there will be a growth of 25% to 30% in FY'27. Now, we have a lot of orders for export, but some orders are pending because, goods are ready, but shipment is not happening. Due to this war scenario, the freight cost has increased. We also have a lot of corporate orders. We have a good order book. So, we feel that there will be

a growth of 25% to 30% in FY'26-27. Our price range this year, earlier our focus was on MRP of Rs. 3000, but now we have launched MRP of Rs. 3000, Rs. 6000 approximately in the market. Because now the purchasing power of people is increasing. So, we are focusing more on value instead of volume. So, we hope that we will get the benefit of this in the next year.

Bhavesh Jani: So, this will improve the company's margin, sir? PAT margin and EBITDA margin in the coming years?

Jayesh Shah: Margin will improve year-on-year. But as the revenue increases, it affects the margin on the basis of competition. But the margin will increase year-on-year. It will not increase percentage-wise, but the margin will increase. It is possible that it will not increase percentage-wise, but the margin will increase.

Bhavesh Jani: Okay sir.

Moderator: Thank you so much, sir. The next question comes from the line of Mr. Meet Gada from Balaji Capital. Please go ahead, sir.

Meet Gada: First of all, congratulations, sir.

Jayesh Shah: Thank you.

Meet Gada: I have a question, sir. What is the current capacity utilization level?

Jayesh Shah: 50% to 60%.

Meet Gada: Okay. And the other question is, what revenue growth guidance can management provide for financial year 2027?

Jayesh Shah: It will increase 25% to 30%.

Meet Gada: And what are the current debtors there compared to financial year 2025?

Jayesh Shah: 2025 debtors?

Meet Gada: Yes.

Jayesh Shah: 2024-25 debtors is Rs. 10 crore and 2025-26, debtors is only Rs. 6.73 crores. Debtors have reduced.

Meet Gada: Okay. Thank you sir.

Moderator: Thank you so much sir. We have a follow-up question from Mr. Bhavesh Jani from HCLLP. Please go ahead, sir.

Bhavesh Jani: Okay, sir. Sir, considering the ongoing Middle East geopolitical crisis, are you seeing any impact on logistic costs, supply chain or export demand?

Jayesh Shah: Yes. Export demand has been affected. Our main export market is Iraq. We have a lot of orders from Iraq. Goods are also ready. But we are on hold due to logistic problems. It is temporary.

Bhavesh Jani: Okay, sir. Okay, thank you.

Moderator: Thank you so much, sir. The next question comes from the line of Mr. Hiral Doshi from SKSE Sec Limited. Please go ahead, sir. Hiral Doshi, sir, please go ahead with your question, sir. There is no response from Hiral Doshi, sir. We have a follow-up question from Mr. Bhavesh Jani from HCLLP. Please go ahead, sir.

Bhavesh Jani: Sir, my other question is, what is the company's strategy to increase presence in online platforms such as D2C websites and marketplaces?

Jayesh Shah: Yes. We are on Amazon, Flipkart and Myntra. We have started in all of the three and going ahead we have planned to expand further.

Bhavesh Jani: Okay, sir. So, what is the company's strategy to increase its market share there?

Jayesh Shah: Wall clock is such an item where there is a part for damage. So, that is why we have started a trial phase. We will check for two, three months that how much goods are returned to us and how much damage we are facing. After that, we will start in full force.

Bhavesh Jani: Okay, sir. Thank you.

Moderator: We have a follow-up question again from Mr. Bhavesh Jani. Please go ahead, sir.

Bhavesh Jani: Sir, please brief us about the company's working capital cycle. How is it going and what are the improvements going ahead?

Jayesh Shah: Our working capital cycle is of 29 days for debtors. Hello.

Bhavesh Jani: Yes, sir. I am hearing.

Jayesh Shah: Yes, it is of 29 days. And our creditors' is of 37 days.

Bhavesh Jani: Okay. And, sir, in the coming year, if all this geopolitical etcetera, is going on, will there be any improvement in this? Will it increase? What will happen?

Jayesh Shah: No. our cash flow is more and our presence in market, our value is like, we are working in 70% to 80% in advance. It is going on credit to old customers. So, we will not have that much effect.

Bhavesh Jani: Okay. Thank you, sir. That is it from my side.

Moderator: Thank you so much, sir. As there are no further questions. I now hand over the conference to Mr. Jayesh bhai Shah from Sonam Limited for closing comments.

Jayesh Shah: Okay. Thank you. Thank you very much. All participants, thank you.

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