LAPL Automotive Limited

CIN: U34300MH2004PLC149728

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To,
Department of Corporate Services
Bombay Stock Exchange Limited
25th Floor, P. J. Tower, Dalal Street,
Fort, Mumbai- 400 001.

Date: November 21, 2026

Dear Sir/Madam,

SUB.: Transcript of the Investors' Earnings Call held on 18th November, 2026 on the Unaudited Financial Results for half year ended September 30, 2026

Script Code: 544863

Please find enclosed herewith the copy of transcript of the Investors' Earnings Call held on 18th November, 2026, with respect to the Unaudited Financial Results for half year ended September 30, 2025.

The transcript of the aforesaid Earnings Call with Investors/Analysts is available on the Company's website and can be accessed through the following link: https://www.laplautomotive.com/documents/Corporate%20Announcement/Earning%20Call%20Transcript.pdf

We request you to take note of the same.

Thanking You,

FOR, LAPL AUTOMOTIVE LIMITED

Neeraj Satyaprakash Goyal

Digitally signed by Neeraj Satyaprakash Goyal
Date: 2026.11.21 11:02:07 +05'30'

NEERAJ SATYAPRAKASH GOYAL
MANAGING DIRECTOR
DIN: 00871808

Date: November 21, 2026
Place: Chhatrapati Sambhajinagar

“LAPL Automotive Limited

H1 FY27 Results Conference Call”

November 18, 2026

MANAGEMENT: **MR. SHUBHAM GOYAL – EXECUTIVE DIRECTOR – LAPL AUTOMOTIVE LIMITED**
MR. NEERAJ GOYAL – MANAGING DIRECTOR – LAPL AUTOMOTIVE LIMITED
MR. RAUF MOMIN – FINANCE MANAGER – LAPL AUTOMOTIVE LIMITED
MR. SUNIL DHARASURKAR – CHIEF FINANCIAL OFFICER – LAPL AUTOMOTIVE LIMITED
MS. SHUBHANGI RAJPUT – COMPANY SECRETARY – LAPL AUTOMOTIVE LIMITED

MODERATOR: **MS. DHRUVI – EQUIBRIDGEX ADVISORS PRIVATE LIMITED**

Moderator: Ladies and gentlemen, good day and welcome to LAPL Automotive Limited H1 FY27 Results Conference Call, hosted by EquiBridgeX Advisors Private Limited. 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.

Before we begin, a brief disclaimer: this conference call may contain forward-looking statements about the company, which are based on the beliefs, opinions, and expectations of the company as on date of this call. These statements are not the guarantee of future performance of the company and it may involve risks and uncertainties that are difficult to predict.

I now hand the conference over to Ms. Dhruvi from EquiBridgeX Advisors Private Limited. Thank you and over to you, Ma'am. Please proceed.

Dhruvi: Thank you. A very good afternoon to everyone. Welcome to the H1 FY27 earnings call of LAPL Automotive Limited. From the management team, we have with us Mr. Shubham Goyal, the Executive Director, Mr. Neeraj Goyal, the Managing Director, Mr. Rauf Momin, the Finance Manager, Mr. Sunil Dharasurkar, the Chief Financial Officer, and also Ms. Shubhangi Rajput, the Company Secretary. We will have opening remarks from the management team, post which we will open the floor for Q&A session. With that, I would like to hand over the call to Mr. Shubham Goyal for opening remarks. Over to you, sir.

Shubham Goyal: Thank you, Ma'am, and very good afternoon to everyone. Today, on behalf of everyone at LAPL Automotive, a very warm welcome to our inaugural earnings call. The first call since our listing on the BSE platform. It is a special moment for us. Over the past two decades, we have grown this business step-by-step from a single automotive unit into an integrated manufacturer of lighting systems, motors, mirrors, and other components.

Today, as a listed company, we get to share the journey with you, our investors. So thank you for taking the time to join us and thank you for the trust that you have placed in us during our listing. Since many of you may be getting to know us for the first time, let me start with a quick introduction. LAPL was founded in 2004 by our Chairman and Managing Director, Mr. Neeraj Satyaprakash Goyal, when he acquired an automotive lighting unit from Lumax Auto in Chhatrapati Sambhajinagar, formerly known as Aurangabad.

Today, we are an integrated manufacturer of automotive lighting systems, motors, mirrors, and other components. We serve OEM across passenger vehicles, commercial vehicles, two-wheelers, and electric mobility. We work on two models, designing and manufacturing for OEM, which was about 78% of our FY26 revenue, and selling under our own LAPL brand,

which was around about 22%. We manufacture at three IATF 16949:2016-certified facilities in Chhatrapati Sambhajinagar. In FY26, our revenue grew about 41% to INR93.25 crores with an EBITDA margin of 16.75%.

Before I get to the numbers, a quick word on our IPO. We were overwhelmed by the response. The issue was subscribed 241 times, and our shares listed on the BSE SME platform on August 13, 2026, at a price of INR135, which is at a premium of 43.6% to the issue price of INR94. We are truly grateful to every investor who placed their trust in us. We raised INR32.4 crores through the IPO, and a large part of it, INR19.56 crores, is going towards our fourth manufacturing facility, which will give us the capacity to grow.

Now, speaking of the performance for the half-year ended September 30, 2026, our revenue from operations grew 4% to INR43.64 crores compared with INR41.94 crores in the same period last year. Total income for the first half stood at INR43.88 crores. Our EBITDA stood at INR6.33 crores, broadly in line with the INR6.41 crores last year. Our EBITDA margin was 14.42% compared with 15.29% last year. Our net profit stood at INR2.97 crores against the INR3.3 crores in the same period last year, with a net profit margin of 6.76%. EPS for the half came in at INR2.97.

To be transparent with you, profitability this half was lower than the last year. Raw material costs were a slightly higher share of revenue, and we added to our team as we prepare for new programs. Below EBITDA, depreciation and finance cost went up as we invested in capacity. We see these as investments in the next phase of growth, and we are focused on bringing margins back towards the level we delivered in FY26.

Let me also share a few key developments from the first half. First, new customers: we added a leading global automotive component manufacturer as a customer and received three new vendor codes from leading automotive component companies, which allow us to bid for their upcoming programs.

Second, electric vehicles, we started supplying for Samarth E-Mobility's AMORE brand. We have also received a mirror development order from Oben Electric, and BGAUSS has added a rear-view mirror as a new product from us, with production from October 2026.

Third, capacity, our lighting and motor divisions ran at about 91% utilization in FY26, so we have started construction of our fourth manufacturing facility in Chhatrapati Sambhajinagar after the Bhumi Pujan, which was done on August 19, 2026.

As we look ahead, we feel we are in a good position. The listing has given us a strong platform and the capital to grow. Our fourth facility will add the capacity we need. New vendor codes and new customers widen our pipeline, and our growing EV-ready portfolio with a focus on LED and projector headlighting, BLDC motors, and high-efficiency motors puts us in a very good place to take part in the shift to electric mobility.

Our aim is to evolve from a component supplier into a long-term development partner for our OEM customers. We will keep doing what has worked for us over the past two decades, staying close to our customers, staying focused on the quality, and growing in a disciplined way.

With that, I would like to thank you once again for joining our inaugural earnings call. We now look forward to your questions. Over to the moderator.

Moderator: Thank you very much. We will now begin the question-and-answer session. The first question is from Mr. Vinay Jain from KRS Growth Opportunities Fund. Please go ahead. Mr. Vinay Jain, your line is open.

Vinay Jain: Hello, yes. Hello.

Management: Yes, you are audible.

Vinay Jain: Okay. Hi Shubham. So the first question is regarding your top line. We've seen robust two-wheeler and four-wheeler sales in the preceding quarter. So what was the reason that we couldn't match up that?

Management: Well, in terms of revenue, the first half, a lot of our energy went into the listing and into adding new customers and opening up new vendor codes. Because for bigger OEM, it's altogether a different game. It's a huge hard work just to get a vendor code. But a vendor code itself is a huge success.

Once you get the vendor code, the PO and the indent and the sales come in. So several new programs we have started. They have started contributing usually from the second half, even if you see our history last year.

So, for example, we have added BGAUSS mirrors, which production started in this October 2026. We have also started our supply for Samarth E-Mobility. Our lighting and motor divisions are already running at 91% capacity, which limits us to add extra volume. So once our new plant is ready, we will be able to take up more volume.

Vinay Jain: So you mean now even for example if even if you have orders, you are running at full capacity, you cannot accept new orders, even if they were?

Management: We are running at full capacity. There are some new order books which require a development period. For example, we are into lightings and motors. Both these…

Vinay Jain: R&D development or some kind of…

Management: The R&D development takes time, so we have almost 19 to 20 different R&D products currently running through. In lightings, there is a tentative timeline of almost 6 to 12 months for a product to get developed. Motors is comparatively an easier job.

So for example, we already have vendor codes and with addition to that vendor codes, we have already received PO from the two companies. And in those POs, they have given us an additional motors of similar segment, but not from our ready basket, so not an off-the-shelf product. So that again, once it's developed, the volumes will add in.

Vinay Jain: Okay. So you haven't started. Revenue haven't started coming in yet from that?

Management: The orders and the PO have already started to come in. As soon as the products are developed, which is below standard timeline, they will start adding to the volume.

Vinay Jain: Right. Okay. So regarding the IPO proceeds, the [INR19.56 crores 0:11:26] which you have taken for capacity increment, so that you haven't utilized that as yet. So is it underutilized, what is the status there, because you haven't utilized that amount as yet?

Management: Correct, so out of INR32 crores, we have used almost INR 4.8crores for the loan repayment, INR 3.25 crores stood as our expenses for the IPO and the general corporate purpose was utilized around INR 4.8 crores.

Vinay Jain: Yes, that is all complete. I can see that…

Management: Regarding the remaining INR19.56 crores, once our construction is completed, we have given an advance payment to them, so as soon as the project gets completed, periodically we will release payments to them and once the capacity is ready, we will start ordering the capex that is machinery.

Vinay Jain: Okay, okay. So, how long from now will it, I mean to get the new plant moving approximately?

Management: The Bhumi Pujan was done in August. In September, October the construction was started. Going forward we see that the shed will be ready in another 4 months and addition to that, 3 months will take the machinery to come in and almost 1 month to set up the entire plant. So, we are seeing the plant to start in around 8 months.

Vinay Jain: Okay, so, and how could it contribute to the top line? I mean, in percentage terms like 20% or 30%, how much could we see an increase in the top line because of the new capacity?

Management: With the new capacity, our core focus is lighting product. There are few activities which today we do, we outsource it to different parties. So, one of the major activity is tooling. Tooling is one of the activity, for example, when we develop a lighting product, almost 70% to 80% of the development cost goes into the tooling. That is something which we outsource but after this new facility, it will be done in-house.

Vinay Jain: Okay, so it will cut your cost?

Management: Yes, but it will add to our margin.

Vinay Jain: All right. One more small question. Lumax Auto is your direct peer or there is some overlap or it is a direct peer?

Management: Lumax Automotive, the company we acquired was previously known as Lumax, but as of today, both of us are not connected besides a supplier-customer relationship.

Vinay Jain: All right, okay. Thank you.

Moderator: Thank you very much. The next question is from the line of Tejas Shirodkar from Vyom Capital. Mr. Tejas, please go ahead.

Tejas Shirodkar: Hi, thank you for the opportunity. Here I just wanted to understand, we have mentioned on the PPT various product segments. Can you disclose the margin per segment EBITDA margin?

Management: EBITDA margin per segment. Sir, so, ideally we work in three major segments that is, lightings, motors and mirrors. In lightings, we have almost a gross difference of 28% to 30%. In motors, we have a gross difference of almost 18% to 20% and mirrors also has a similar 20% gross.

Tejas Shirodkar: Okay. So, basically motor is 30%, lighting is 18% to 20%, and mirror is again how much?

Management: No, So, lighting is 30%, mirrors and motors are 20%. Sorry?

Tejas Shirodkar: 1-3 or 3-0, couldn't hear you?

Management: 3-0.

Tejas Shirodkar: Okay, 30. Understood. And I wanted to understand on the new capacity that is coming up right now. Which division will it focus more into?

Management: Lighting division, sir.

Tejas Shirodkar: Entirely or partly?

Management: Entirely. See, the thing is that for example, there are a lot of opportunities that come to our door. So, we usually encash every opportunity which has a huge repayment. So, as of today, when you see at the margin, we have comparatively better margin in lighting. Plus, why we want to continue in or expand in lighting is because there are four other big OEMs who have entered into the same industrial area, and as per state government policy, they have to develop 50% of the vendors locally.

In local, there are only two players; it is us and one another company who are into automotive lighting commodity. Which is why we want to expand our lighting and cater to these OEM needs. And any new product that we will be adding in the new plant will be a new product, new customer, or existing customer but new product.

Our existing setup, we are not going to judge or shift. It is not that we will shift our production to the new capacity, and the new plant will have new products, new machinery.

Tejas Shirodkar: Understood. And I want to ask, I listen more about the capacity of the new plant. How long will it take to achieve full utilization or optimum utilization post construction?

Management: Sir, we will be going into in steps. We will not be investing all the fund in single view. So, if you speak of the space, space is going to be almost eight times of our smallest unit, for the first unit that we acquired from Lumax. And machinery wise, it is a value addition thing. So, as soon as we get the project, we keep on adding machinery. Even if there is an existing setup, we keep doing value addition and removing bottlenecks. So, capacity is something that is an ever-ongoing task, but if only in terms of space, it is going to be eight times than our existing.

Tejas Shirodkar: Okay, is there. So, I just wanted to understand how much say whatever the initial expansion is going to be in lighting division, what kind of revenue we can achieve from the new facility? That is what I wanted to understand. Can you put more light on that?

Management: In terms of revenue, there is no direct number that I can give it to you. But I can tell you for example molding machine, we currently house 14 molding machines of almost 80 tons to 200 tons. In the new plant, we have planned almost another set of 14 machines but with higher tonnage capacities. So, today if our plastic molded component is around INR20 to INR80, tomorrow our molding part per -- price will almost go up to INR200 to INR250.

Tejas Shirodkar: Okay understood.

Management: Today our existing capacity is almost around INR2.5 lakhs to INR3 lakhs products. But the amount of variation we have, only with the terms of numbers, we cannot define what will be the value.

Tejas Shirodkar: Okay.

Management: But in the new plant in the same amount of time, we will be having higher ticket products. As I said that currently we have INR20 to INR80 of plastic products, tomorrow we will have around INR200 of per product.

Tejas Shirodkar: And will the margin of this INR200 be higher than the existing?

Management: Sorry, sir?

Tejas Shirodkar: Hello? I just wanted to ask whether this INR200 product that we are want to go into the new facility has higher margin than existing?

Management: In terms of percentage, the margin will stay same, but in terms of value, it will be more.

Tejas Shirodkar: Understood.

Management: And from INR200 will be a starting price, it can go up to INR800. For example, a front bumper of a car, rear bumper of a car, dashboards.

Tejas Shirodkar: Understood, understood. There are two things to understand. One thing is that in the lighting division, what are the new products you are entering into? And second thing, when this talked about dashboard and all, are we entering into the plastics segment or it is just the plastic molding? Or is there any plan to enter this? Can you put light on this too?

Management: In terms of technology, sir, first and foremost that we wanted to have in-house was a tool room, which I said almost 80% of the development cost goes into the tooling. So that will help us add addition to our margins plus it will reduce our transportation time drastically. So first thing is that we will have an in-house tool room.

Second thing, plastic molding, centralized R&D lab setup, pick and place machines, SMT lines for PCB manufacturing. All these other processes also are outsourced today, which we will be

doing in-house. In terms of technology, as of earlier we used to deal in bulbs and then we started giving it in LED. Today we also house the technology of projector headlamp, LED advanced headlamp, adaptive headlamp. Recently we have also got a development project for internal ambient lighting.

Tejas Shirodkar: Understood, yes. Thank you for providing this information. I will get back in touch. Thank you here.

Management: Thank you, sir. Thank you very much.

Moderator: The next question is from Mr. Mukesh Panjwani from WC Securities. Mr. Mukesh, please go ahead.

Mukesh Panjwani: Yes, hi, sir. Good afternoon. Am I audible?

Management: Yes, sir.

Mukesh Panjwani: Yes, sir. Sir, I want to know like if we, if we check the financial from starting from FY23 till FY25, our revenue grew almost flat. But our EBITDA margins have improved from 4.5% till 13.5%. So what was the reason? Like I think like the operating leverage could not be the reason. What is the reason the margins have improved?

Management: There were three to four major reasons for this. First and foremost was of course the value addition that we did in the product. Second thing was adding on to the new machinery which helped us reduce our bottleneck with regards to time. So in the same time we were able to manufacture more efficient -- like, we were more efficient with our production.

Third thing was that earlier we used to buy products at the supplier's interest. So suppliers used to charge us with the price that were more inclined and focused towards his sales. But once we had a good volume and we had the buying capacity, so we drastically negotiated with all our existing suppliers and we also have new vendors in place for the same products at a more competitive price. So that has helped us add a lot to our margin.

And fourth thing is that we implemented ERP solution, that is software. So we are more inclined towards becoming a paperless company. Today as of today we have all our stock, all our production, how much products are work-in-progress, what is the sales we are looking forward, how much leads do we have in the pipeline, what are the R&D projects currently we are working on.

We have got everything to the one place in our software, which earlier was distributed and not centralized and which also didn't give us a lot of clarity. Once we have a lot of clarity, we are also able to respond to our customers in a better and more efficient way.

Mukesh Panjwani: Got it. So, can we expect these margins to be sustainable going ahead?

Management: Yes, sir. So anyhow this year first half EBITDA margins have slightly declined. That is because of the machinery that we have added, so the depreciation has increased. But anyhow once the volumes catch up, the EBITDA margin will sustain to the same that we have given last year.

Mukesh Panjwani: Okay. And sir, by when we will start the production from new capex?

Management: With the new capex sir -- so the capex is not a one-time thing. It is not in a way that we have ordered an entire line of 14 machines to 15 machines. It is that we keep on adding the product as and when required. For example, we have a new motor product in development, so it requires a different winding machine. So we have ordered a different setup of winding machine, but balancing, hot stamping, varnishing, and other products, other processes are still similar so that can be done on our existing setup.

Mukesh Panjwani: Okay. Okay.

Management: So, like that we are constantly adding in our capex.

Mukesh Panjwani: Got it. But sir, as of now we are running almost at full capacity. So I want to know like how long it will take to utilize this new capacity so that our revenues could increase?

Management: Sir, our revenues will increase drastically in the second half of this year because our machines are already in transit. Once we have the machinery, they will increase.

Mukesh Panjwani: Okay. And sir, what are our goals when it comes to the growth for next two, three years, what we are expecting?

Management: So we are expecting a 40% decent conservative growth this year, and once the plant -- once our core unit is up, we are looking at a drastic jump of almost 80% and 120% in the coming years.

Mukesh Panjwani: Okay. Okay. So, sir, in H1 we have done around INR44 crores. To grow like 40%, we have to do all together around INR130 crores, you can say?

Management: Almost yes.

Mukesh Panjwani: So, yes. For that we have to do INR80 crores to INR90 crores, INR90 crores. So is this possible? Because it would be a very big jump?

Management: It's a big jump, sir. We have planned, we have given indent for almost around INR15 crores per month in the second half of this year.

Mukesh Panjwani: Okay, okay, okay. Okay, sir. Thank you. Thank you so much, sir. I'll come back in the queue.

Moderator: Thank you. The next question is from Sahil Suresh with Spangle Advisors. Please go ahead.

Sahil Suresh: Am I audible?

Moderator: Yes, sir.

Sahil Suresh: Hi, sir. Good evening. Sir, I just had two quick questions. So, like basically we are into aftermarket services and we are also getting into development programs. So from your -- what are you going to cater? Like the capacity? Like the revenue has not increased in this H1, but the only constraint was the Unit 4 not starting the production, right?

Management: That and the order book as well. So for example, I said that we have products in our R&D, and when they are productionised, there is a sudden jump.

Sahil Suresh: Okay.

Management: So it's all the matter of time. For example, mirrors. The mirrors when we started, we were doing 15,000, 20,000. This month we have an order book of 75,000.

Sahil Suresh: Okay. And on the industry front actually, if you can elaborate on this like what kind of promises are being from the industry like around our location? So if you could explain?

Management: In terms of location, we are very strategically located earlier as I mentioned. We have four major OEMs entering into the same industrial area and all we are connected to two of these OEMs and we are in word with them and we have pitched them about us. So we have had a meeting with the JSW Motor, we also had a meeting with JSW Green.

And Mahindra also, we have had a word they are not from the same their manufacturing is not from the same city, but Mahindra Logistics is something that is coming here. And we have also connected to two other people that is Ather. Toyota we are trying, we are still not inside the Toyota. Anyhow we don't intend to become a direct vendor to Toyota. We are looking for a Tier 2 vendor ship for Toyota product.

Sahil Suresh: Okay, sure. Thank you. Okay, sir, that is from my end. Okay, lastly on this part, exactly from Unit 4, what are we going to cater more? Like, it is the OEM part, which is going to be the [inaudible 0:29:26] of revenue on Unit 4 or is it the aftermarket sales?

Management: It will be OEM product.

Sahil Suresh: Okay. So that's from my side.

Management: Thank you. Thank you so much for your time.

Moderator: Thank you, sir. The next question is from Tejas Shirodkar from Vyom Capital. Mr. Tejas, please, go ahead.

Tejas Shirodkar: Hi. Thank you for the opportunity again. I just had a question on the debt price. What is our current debt?

Management: Hello. The debt question will be taken by finance officer. Mr. Officer, over to you.

Management: Yes. Yes. Hi, sir. Good afternoon, sir. Currently we have INR15.45 crores of debt. Basically, borrow from the bank.

Tejas Shirodkar: INR15.40 crores in bifurcation? What is long-term and what is short-term?

Management: Long-term is only around INR2.10 crores. Basically, another one is working capital, CC [inaudible 0:30:36].

Tejas Shirodkar: Okay. And what is the average cost of fund?

Management: What is the, sorry?

Tejas Shirodkar: What is the average cost of funds over here for this debt?

Management: Average cost of the?

Tejas Shirodkar: Funds

Management: Interest rate basically. Basically, we are borrowing for the 8.25%.

Tejas Shirodkar: Okay. And is there any plans of scaling it down? And if it's scaled down to how much?

Management: Sorry, sir.

Tejas Shirodkar: Yes, hello. Yes, I'm talking about the scale down of the debt. Is there a plan to scale it down and till what amount?

Management: We will scale it up.

Tejas Shirodkar: Scaling it up, okay. To what amount approximately?

Management: Actually, we have around INR25 crores. We will scale it up.

Tejas Shirodkar: Okay. And the cost of that is to remain the same range?

Management: It will...

Management: Can I take the question, Rauf?

Management: Yes, yes.

Management: Sir, if you're asking of the rate of interest, we already have a 8.25%, which is comparatively better and good from our last year stage. Further, we are already in terms in talks with other banks and who are able to provide us a more competitive interest rate. But then again, there are few banks who provide a competitive interest rate only for the first year.

And after second and third year, they almost increase it back to this. So, we are in talks with other banks. Changing a bank is a huge thing. So, ideally, we usually have a competitive price, but we stick to our existing bank and have a better interest rate with them. So, that's an ever-changing, ongoing process, which we do every week, every month, constantly in touch with banks. Speaking of the debt, which Rauf has said, going forward, if we need funds, so we might increase our CC limit from the bank.

Tejas Shirodkar: Okay, understood. Yes, thank you.

Moderator: Thank you. The next question is from Sajal Vats from Green portfolio. Please go ahead.

Sajal Vats: Yes, hi. Sejal here. Am I audible?

Management: Yes, sir.

Moderator: Yes, sir.

Sajal Vats: Yes, I just wanted to understand about the new customers we recently added in H&M and how much incremental revenue we got from them? And what is the size or scale of those customers? Are they early-stage companies or establishments?

Management: Sir, we have got three vendor codes. All the three vendor codes, all the three companies are have a presence globally. They are almost above INR20,000 crores companies. Some of them are Tier 1 vendors. Motors is a segment which is new to them as well. We are expecting whatever we give to our existing customers, at least one month of our capacity, our production will give it to each of these new customers.

So, the customers are huge. They already have a very strong presence in the automotive segment. In fact, any vehicle on the Indian road, they might have some or the other product in the vehicle. So, we have high hopes for all the three players. And since our products are unique products, there are not a lot of players, not a lot of competition who are into starter motors. And we are one of the only players in the market who has an entire range. So, our USP itself is having a variety of products. So, if a customer knocks our door, he might not have to go empty-handed.

Sajal Vats: Sir, our customer concentration in FY26, revenue coming from [inaudible 0:34:50] was over 75%. So, with the addition of new customers, where do you project the upcoming FY28 or FY29 revenue concentration across customers from the top 3 or top 5?

Management: The revenue concentration from the customers?

Sajal Vats: Yes.

Management: So, there is an irony in this.

Sajal Vats: Varroc Engineering. I think Varroc Engineering from the earlier meeting, we have visited your plant also. So Varroc Engineering I think is your top one customer.

Management: Correct.

Sajal Vats: Yes, so I just want to understand the trend. In the coming two to three years, where do we see the contribution coming from them? Will the customer concentration reduce, or will it stay for the coming two, three years?

Management: Exactly sir. So the irony of this is that we are trying to add a lot of new customers, which successfully we have also added. With Varroc, the thing is Varroc trusts us fairly and Varroc keeps us giving products, newer products to develop. Let's say today my customer concentration is, let's say 75% with Varroc. Let's say INR75 crores from Varroc and INR25 crores from other customers.

Tomorrow, even if I have INR10 crores added up to my INR25 crores, for example I have INR35 crores of my revenue coming from other customers, even my existing revenue from Varroc is going to increase. So in terms of percentage, there might not be a greater shift, but in terms of new products, new customers there will be a drastic change. We are adding a lot of new products, we are adding a lot of new customers.

Sajal Vats: Okay, got it. Understand. Thanks.

Moderator: Thank you. The next question is from Sourav Sachdeva, [inaudible 0:36:45] as an individual investor. Mr. Sourav, please go ahead. Mr. Sourav, your line is open.

Sourav Sachdeva: Hello?

Moderator: Yes, sir. Please proceed with your question. Yes.

Sourav Sachdeva: So, just I want to ask, you have said about the 40% growth. I mean I want to ask how are you so confident about this 40% growth? From which area this growth will come? Because as far as I remember, a week before the completion of H1 in the Arihant conference call, you said that H1 will be also good. But as we are seeing we haven't seen any revenue growth in the H1. So how are you so confident about the H2 growth?

Management: Sir for the H1, we were waiting for the new vendor code to give us the PO. But because of some mishap that happened at our customer end, they delayed their order book. So we still have the order book which they promised, but because of their mishap, they delayed it and they wanted to take it in the coming months from us.

Sourav Sachdeva: Okay. And sir, what kind of EBITDA you are looking?

Management: Sorry?

Sourav Sachdeva: What kind of EBITDA you are looking for this H2?

Management: EBITDA, sir, we are looking to sustain. It should stand around 14.5% to 15.5%.

Sourav Sachdeva: Thank you, sir. That's all from my side. Thank you.

Moderator: Thank you. The next question is from Mr. Mukesh Panjwani from WC Securities. Please go ahead.

Mukesh Panjwani: Yes, sir. Sir, why our debtor days have increased and it has increased a lot? Like in FY23 it was 26 days, now it is around 76 days. And the same is with the inventory days also. It was earlier 60, now it is 94. So, can you throw some light on that too?

Management: [inaudible 0:38:57], over to you. Can you take this question?

Management: Yes, yes. Actually, sir, the reason for the increase in inventory days is that we have procured raw materials for the second half of this year, so because of that our inventory has increased.

Mukesh Panjwani: Okay.

Management: Second thing, with the customers, like the business we have, starts from the second half, it basically started, our ramp-up happened from after August and September, so the increase we see in debtors is actually not due, it is just invoicing that happened, from August and September, which will be released. My average debtor recovery is around 45 days.

Mukesh Panjwani: Okay.

Management: So, although it looks like that in numbers, in reality, our recovery is very good.

Mukesh Panjwani: 45 days it gets done?

Management: Yes, yes, yes. Maximum 45 days it gets done sir.

Mukesh Panjwani: So sir, what will our working capital days be? Could you talk a bit about that right now?

Management: So, my working capital days will be around 50 days to 60 days.

Mukesh Panjwani: Okay, okay. Alright sir. Thank you, thank you so much, sir.

Management: Thank you.

Moderator: Thank you, sir. The next question is from Rishabh Agrawal from Agrawal Family Office. Please go ahead.

Rishabh Agrawal: Yes, thanks for the opportunity. So I have a couple of questions. I have noticed that the company is looking like to become more involved in product development with its OEM customers. So, just wanted to understand like whether this could help the company to secure business for a long period rather than just competing for individual orders?

Moderator: Hello, sir, can you pardon your question?

Rishabh Agrawal: Yes, so my question is related to the company's involvement in product development with its OEM customers, correct? So, just wanted to understand in that, the company secures a business for a long-term period, rather than just competing for individuals orders. Yes.

Management: So R&D products which we do are usually are ideally only for OEM. So whenever there is a facelift version of their existing vehicle or a new vehicle they are launching so those R&D projects are awarded to us. In most of the cases customers bear the project the cost. We bill it to the customers whatever the development cost is involved.

Other than that every R&D is, it goes ahead with a similar intent of a long term because they develop a life, they develop a vehicle and they wanted to stay into the market for a longer run. So, irrespective of the other risks and challenges from the market, all the products are being developed for a longer run as good as the products, the vehicle performs in the market. So, they will have a longer number of order book and when they have an increased number of order book in their, of their vehicles, our products order book increases.

Rishabh Agrawal: Understood, sir. And sir, apart from this supplying directly to vehicle manufacturers, company is also looking at increasing its presence in the replacement market. So, could this become another meaningful opportunity for you?

Management: Sir, we do not directly cater to the replacement market. Even if there is an additional demand or requirement for the replacement market, that is being catered by our customers. So, we give it to our existing customers only and they, it is their call to deal in the replacement market.

Rishabh Agrawal: Understood. And sir, one more question, like automotive companies are gradually moving towards more advanced lighting systems and electronic components. So, do you see this shift creating any opportunity for you to supply higher value products rather than just increasing the volumes?

Management: Yes, sir. I am glad you asked that question. Earlier we used to, sir, ticket size of our existing products for bus segment were almost starting from INR70-INR80 till a maximum of INR500-INR600. But recently we had added 90 mm headlamps, those are LED and projector headlamps.

The average price of those products stand around INR2,000. So, what we, what our maximum ticket size was of INR600, today we have a ticket size of INR2,000. And in one bus there are almost set of four, which is given at the one side of the bus, set of four as in RH and LH, there are two sides. So, right side when there are four headlamps that are being used, left side when there are four headlamps that are being used, giving a INR2,000 of average size, our ticket size for one bus, only in terms of headlamps increases almost till INR16,000.

So, despite having all the other plastic components, even if we give 40 different products in one bus, our maximum bucket size was around INR3,000-INR4,000. But only with the addition of headlamps and projector headlamps, now our bucket size has increased to INR16,000.

Rishabh Agrawal: Do you have required in-house, this whole capabilities or you will need some new technical partnerships?

Management: Sir, it's a mix of both. So, there are some components which need higher precision, which are outsourced by us, but the final testing and assembly is done by us. So, [inaudible 0:45:19] is something that we manufacture. We are the final assemblers, we are the final testers of the product. We have all the certifications in our name for these products.

Rishabh Agrawal: Understood, sir. And one last thing, sir. Like I see like LAPL is involving like customer life is changing. So, with this server, new customer relationships are added. Are we gradually becoming less dependent on our largest customers?

Management: Yes, sir. So, the similar products that we cater to our current customers, the same off-the-shelf products are being offered to other customers as well, plus new R&D products are being added with them. So, our customer concentration will be decreased and the risk of our customer concentration will also decrease.

Rishabh Agrawal: How much of the revenue do you expect from these new customers to contribute over like the next two years? Any numbers or any percentage?

Management: The customer, sir, the motor segment is new to them. They are already available in the market. They have a good brand value in the market, but this segment is new for their brand as well. So it will take time for them to have traction. For the first year of launch, that is for this year, we are looking that at least they will use one month of our capacity in one year.

Rishabh Agrawal: Okay.

Management: Like for example, if we manufacture 15,000 motors per month for our existing customers, all the addition of new three customers, we are expecting that they will buy 50,000 motors from us within a year.

Rishabh Agrawal: Okay, understood. That's it from my side. Thanks for the opportunity and all the best for the next quarters.

Management: Thank you, sir.

Moderator: Thank you. Ladies and gentlemen, that was the last question for the day. I now hand the conference over to Ms. Dhruvi. Over to you ma'am.

Dhruvi: Thank you. Thank you. On behalf of LAPL Automotive Limited and EquiBridgeX Advisors, I thank everyone for taking the time to join today's earnings call. If you have any queries, you can connect to us at info@equiprojects.com. Once again, thank you for joining the conference.

Management: Thank you, everyone. Thank you every investor.

Moderator: Thank you, participants. Thank you, management. On behalf of EquiBridgeX Advisors Private Limited that concludes this conference. Thank you for joining us and you may now disconnect your lines. Thank you.