



Bansal

Structuring Dreams from Steel



Bansal Roofing Products Ltd.

NSIC-CRISIL Rated Company, An ISO 9001-2015 Company

Registered Office : (Unit II) 274/2, Samlaya-shepura Road, Village : Pratapnagar, Taluka: Savli, District : Vadodara-391520, Gujarat-India.
(L) : +91 99250 60542 (M) : +91 85111 48598 Email : cs@bansalroofing.com
CIN No. L25206GJ2008PLC053761, Website : www.bansalroofing.com

BRPL/SEC/2026/09

May 28, 2026

To,
The General Manager,
Corporate Relationship Department,
BSE Limited, P.J. Towers,
Dalal Street, Fort,
Mumbai-400001

Subject: Investor Presentation

Scrip Code:538546


Dear Sir/Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), this is to inform you that "**Bansal Roofing Products Limited-Investor Presentation Q4 FY 2025-26**" is hereby enclosed.

The above presentation is also uploaded on the website of the Company at <https://bansalroofing.com/disclosures-under-regulation-30-of-sebi-lodr/>

You are requested to take the above on record.

Thanking You,
For, Bansal Roofing Products Limited


Ritu Kailash Bansal
Company Secretary and Compliance Officer



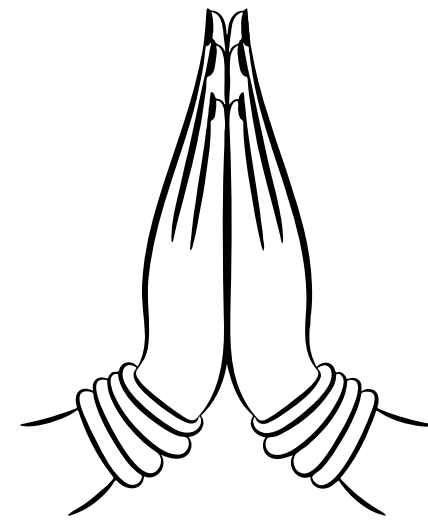
Factory : (Unit-I) Plot No.6, Raj Industrial Estate, Jarod-Samlaya Road, Village: Vadadala (Devpura), Taluka : Savli,
Dist. Vadodara, Gujarat, India. Pin 391 520. Ph. : 63523 82760

Marketing Office : 1, Bansal House, Kapurai Chokdi, Near Highway (Over Bridge), Dabhoi Road,
Vadodara-390004. Gujarat, India. Ph. : 72260 00587



Bansal Roofing Products Ltd.
Structuring Dreams from Steel

INVESTOR PRESENTATION FOR QUARTER ENDING MARCH 2026



SAFE HARBOUR

This presentation and the accompanying slides have been prepared by Bansal Roofing Products Limited solely for information purposes and do not constitute an offer to sell or, recommendation or solicitation of an Offer to subscribe for or purchase any securities and nothing contained herein shall form the basis of any contract or commitment whatsoever.

The information contained in this Presentation should be considered in the context of the circumstances prevailing at the time and has not been, and will not be updated to reflect material developments which may occur after the date of the Presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm.

You acknowledge and agree that the Company and/or its affiliated companies and/or their respective employees and/or agents have no responsibility or liability (express or implied) whatsoever and howsoever arising (including, without limitation for any clam, proceedings, action, suits, losses, expenses, damages or costs) which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this Presentation and neither the Company, its affiliated companies nor their respective employees or agents accepts any liability for any error, omission or misstatement, negligent or otherwise, in this Presentation and any liability in respect of the Presentation or any inaccuracy therein or omission therefrom which might otherwise arise is hereby expressly disclaimed.

Certain statements contained in this Presentation may be statements of the Company's beliefs, plans and expectations about the future and other forward looking statements that are based on management's current expectations or beliefs as well as a number of assumptions about the Company's operations and factors beyond the Company's control or third party sources and involve known and unknown risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward looking statements. Forward looking statements contained in this Presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. There is no obligation to update or revise any forward looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward looking statements, which speak only as of the date of this Presentation.

COMPANY OVERVIEW

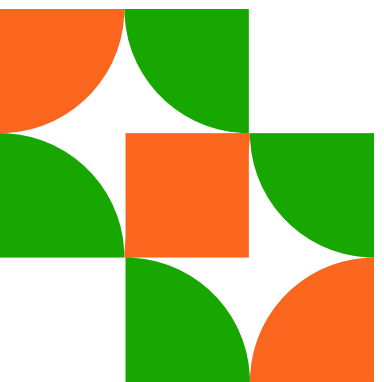


Bansal Roofing Products Ltd. (BRPL) is a leading publicly listed company specializing in the design, manufacturing, and installation of Pre-Engineered Building (PEB) structures, roofing and cladding systems, and related components. Established in 2011, the company has steadily grown to become a trusted name in the Indian metal building solutions industry.

With a strong commitment to quality, innovation, and sustainability, we have served a wide range of industries — including warehousing, manufacturing, chemical, pharma, engineering, showrooms and game zones.

We are known for:

- End-to-end PEB solutions with designing, fabrication, and installation capabilities.
- Use of premium-grade raw materials and stringent quality control systems.
- Focus on timely execution and customer-centric approach.



MANAGEMENT PERSONNEL



Mr. Kaushalkumar S. Gupta **(Chairman & Managing Director)**

Mr. Kaushalkumar S. Gupta, Aged 56 years, is the Chairman & Managing Director of our Company. He holds a Bachelor's Degree in Industrial Engineering from Saurashtra University. He is one of the founder promoters of our Company and our Director since incorporation. He has more than 34 years of experience in various business activities ranging from Trading, Distribution, Manufacturing and Consulting. He has been associated with various companies and worked in different departments viz. Civil, Projects before branching out on his own since 1995. His main role in the Company is to strategize new business plans with industry trends and consumer preference in mind. He has also led us for all the technical advancements made by our Company in its products and method of manufacturing.



Mr. Kailash K. Bansal **(Whole-time Director)**

Mr. Kailash K. Gupta, aged 28 Years, is a holder of Master degree in Business Administration from ICFAI Business School (IBS), Mumbai and Bachelor Degree in Mechanical Engineering from Gujarat Technological University, Gandhinagar, Gujarat. He Gain the experience from Urban Online Services Private Limited during his internship (20-21) and was responsible for offline market and Vendor Development programme. He joined Bansal Roofing Products Limited as Whole-time Director and is responsible for Operations and Business Development. He was originally appointed as Additional Director on the board of the Company and was appointed as Whole-Time Director on the Board of the Company by shareholders on 30th September, 2020.

MANAGEMENT PERSONNEL



Mrs. Sangeeta K. Gupta
(Non-Executive Director)

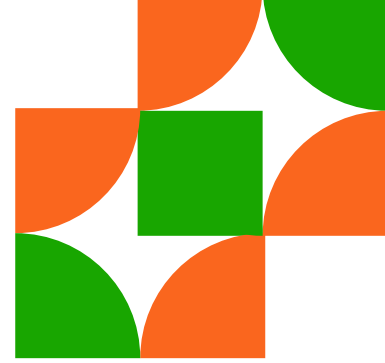
Mrs. Sangeeta K. Gupta, is also one of the founder promoters of the Company. She holds a Master degree in Arts (English Entire) from The Maharaja Sayajirao University of Baroda. On the incorporation of the company, she was appointed as the director of the company and later on she was re-appointed as Whole Time Director of the company. Thereafter, her post was redesignated to Non-Executive Director w.e.f April 01, 2024. Her role is crucial in promoting transparency, accountability and good governance within organizations.



Mrs. Ritu Bansal
(Company Secretary & Compliance Officer)

Mrs. Ritu Bansal, 29, a dedicated Company Secretary and Compliance Officer, brings astute governance and legal expertise to our team. With a Bachelor's in Commerce and a CS qualification, she navigates regulatory landscapes with precision. Her proactive approach ensures seamless adherence to statutory requirements, mitigating risks effectively. Ritu's meticulous attention to detail and commitment to ethical practices enhance our corporate governance framework. Beyond her professional acumen, she fosters collaborative relationships, contributing significantly to our organizational culture. Ritu embodies integrity, diligence, and a relentless pursuit of excellence in her role, ensuring our company operates with transparency and integrity.

MANAGEMENT PERSONNEL



Mr. Jignesh Bansal
(Finance Head)

Mr. Jignesh Bansal, Chartered Accountant, age 27 yrs , is Finance Head of the Company, responsible for overseeing the company's financial strategy, planning, and compliance. He manages budgeting, forecasting, financial reporting, cash flow, and risk management, while ensuring adherence to statutory and regulatory requirements. With strong analytical and leadership skills, the Finance Head supports business growth by providing strategic financial insights and maintaining the overall financial health of the organization.



Mr. Chirag Rana
(Chief Financial Officer)

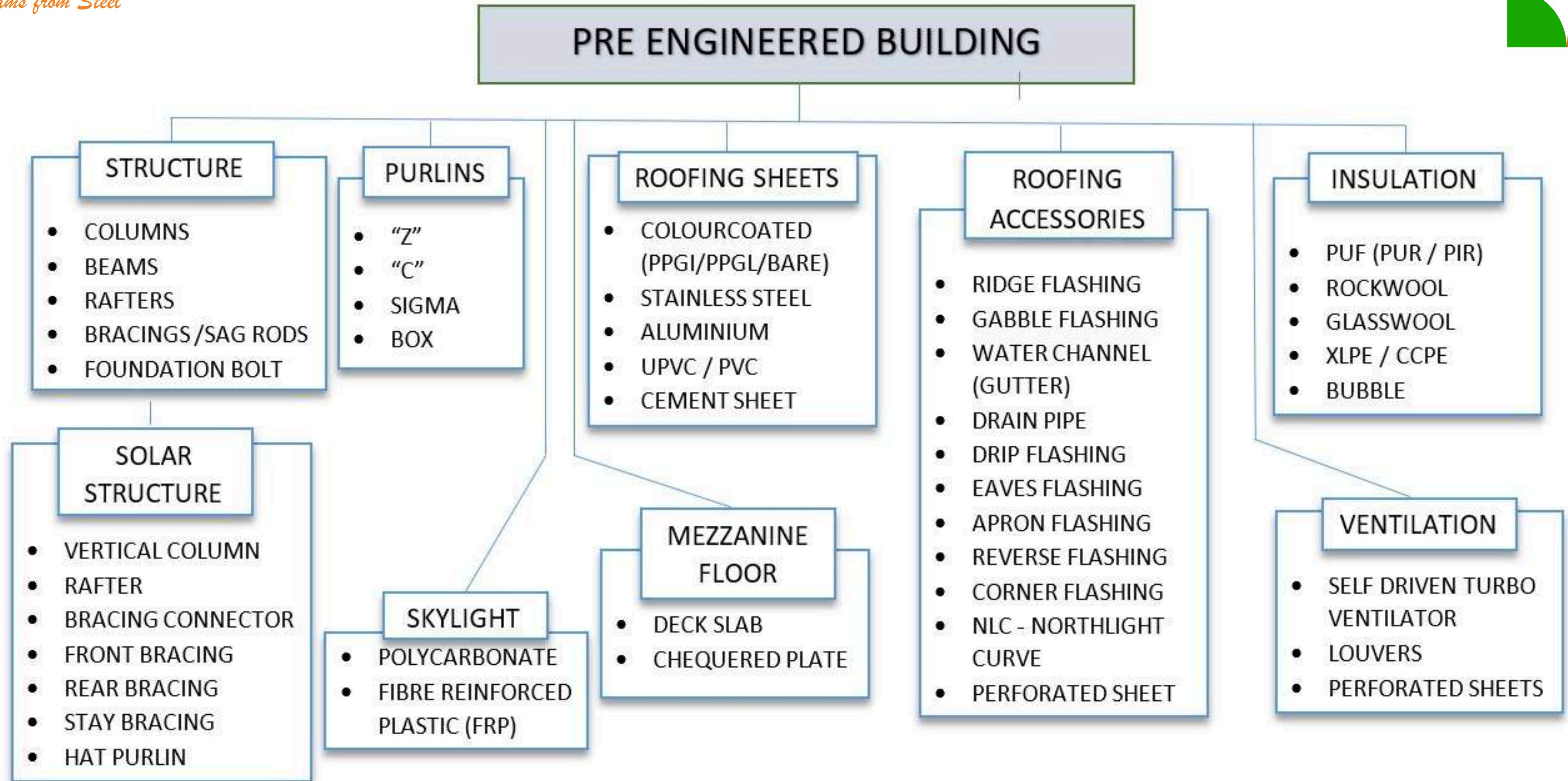
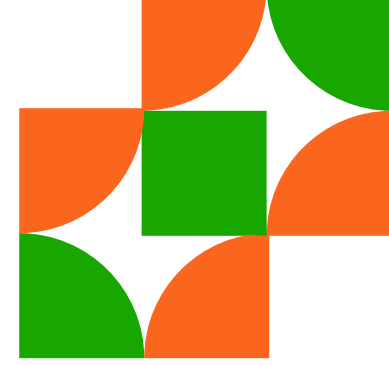
Mr. Chirag Rana, Chief Finance Officer, leads the company's finance function, overseeing financial planning, reporting, risk management, and compliance. As a member of the senior leadership team, the CFO plays a key role in driving sustainable growth, operational efficiency, and long-term value creation.



Mr. Amiya Koley
(General Manager-Production)

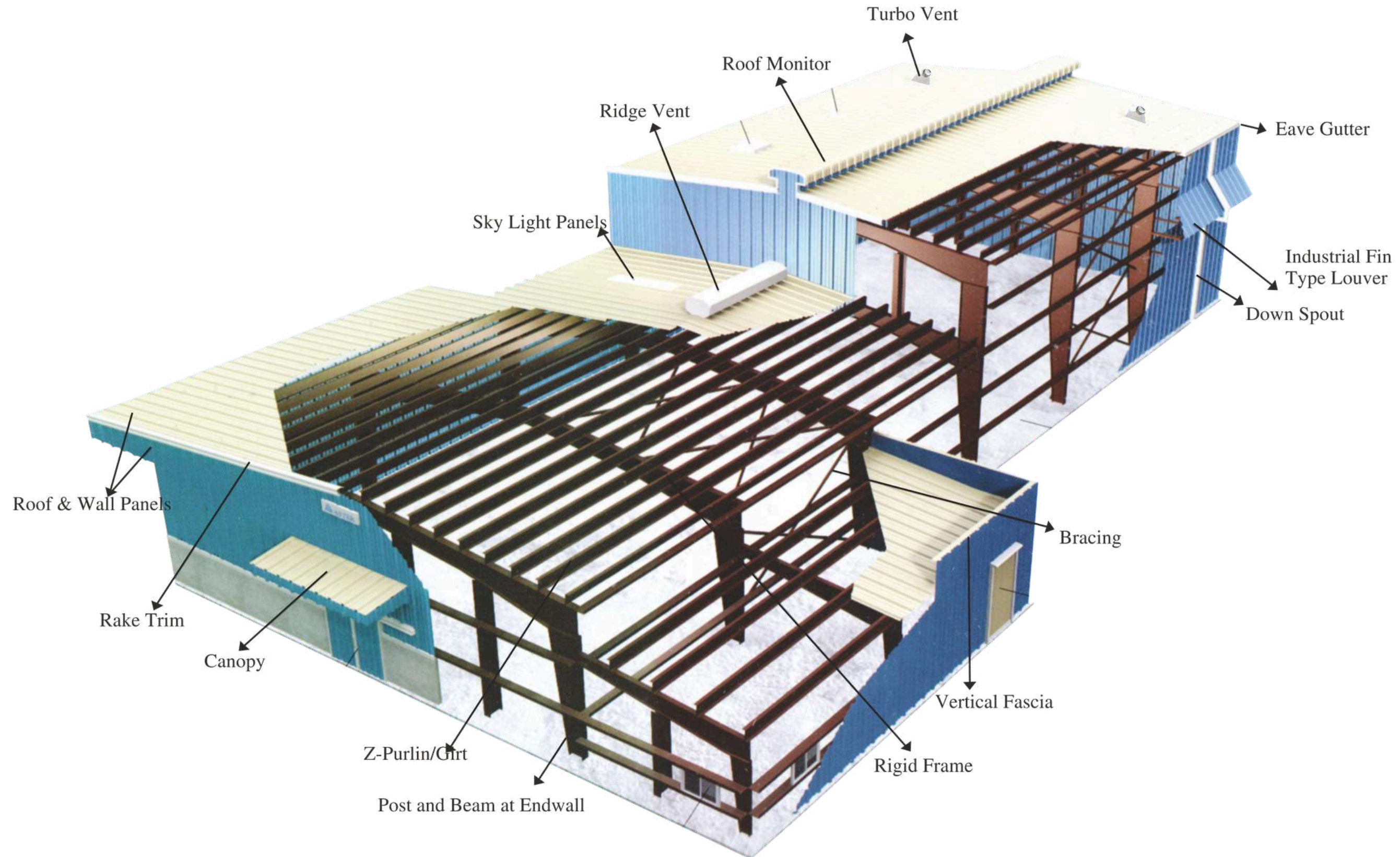
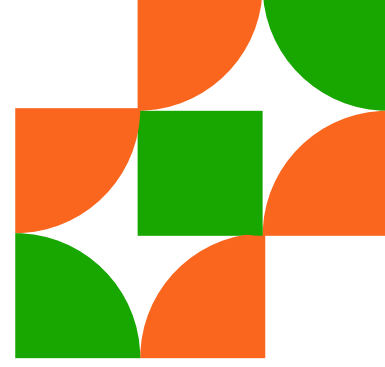
Mr. Amiya Koley, aged 57 yrs is Production General Manager in a PEB manufacturing setup is a senior operations leader responsible for planning, directing, and coordinating all activities related to the production of pre-engineered building components. His core goal is to ensure efficient, safe, high-quality production while meeting delivery timelines and cost targets.

OUR PRODUCTS RANGE

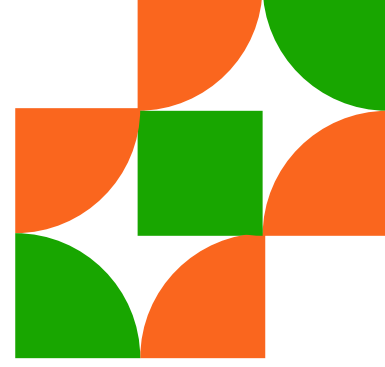


PRODUCTS RANGE

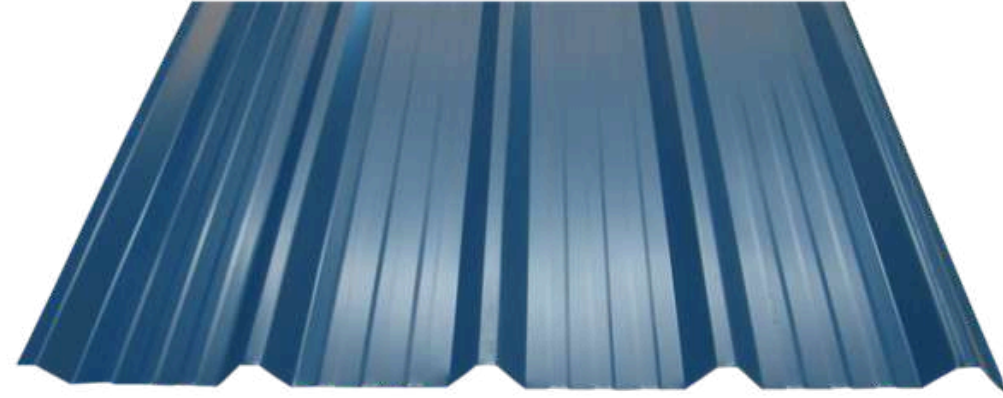
Pre-Engineered Buildings



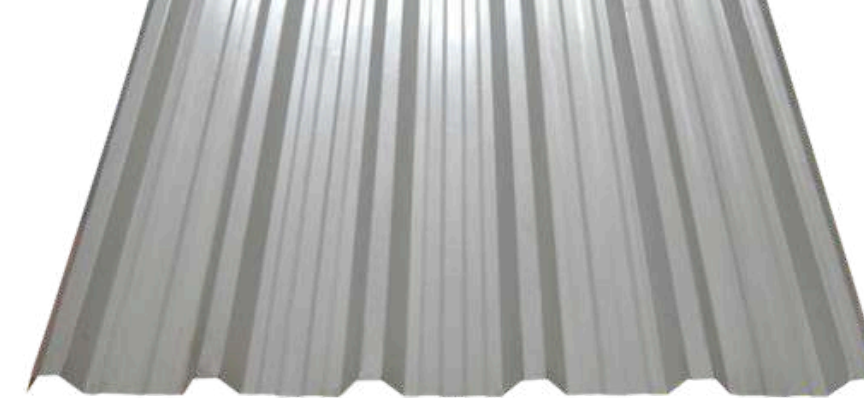
PRODUCTS RANGE



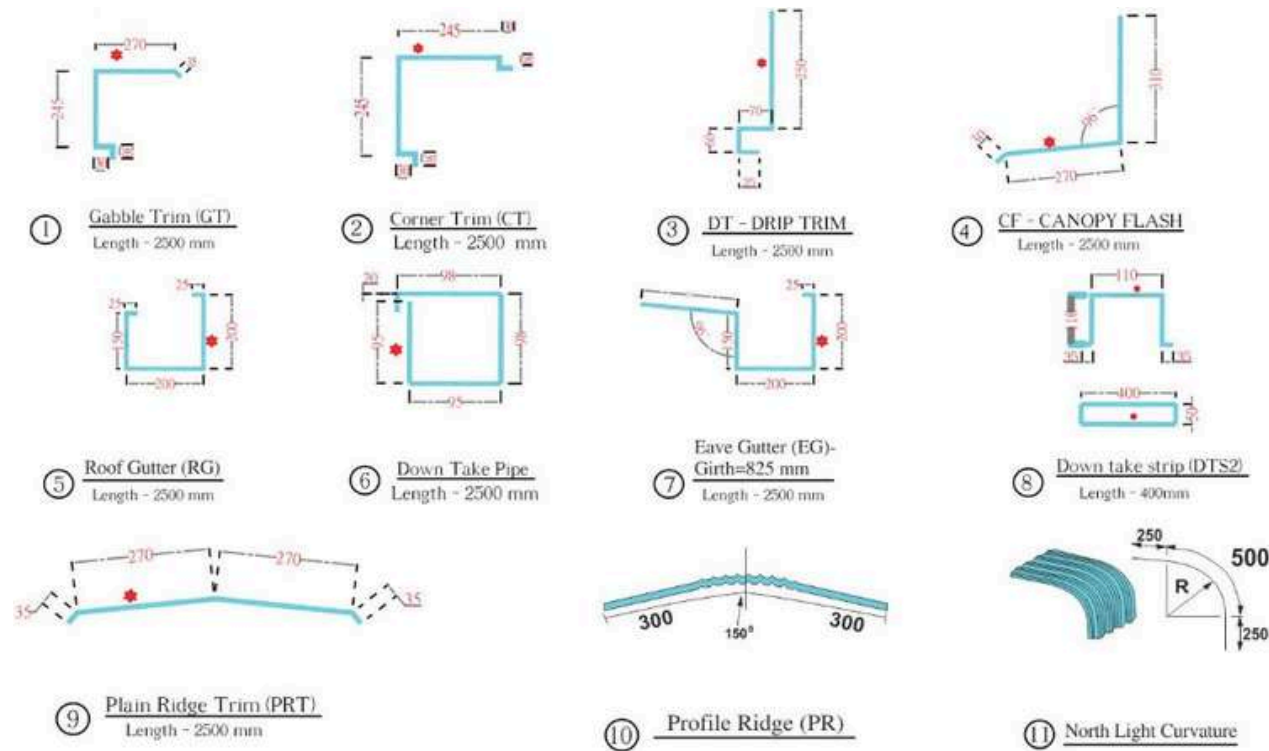
Bansal 1000 Profile (Hicover)



Bansal 980 Profile (Histrength)



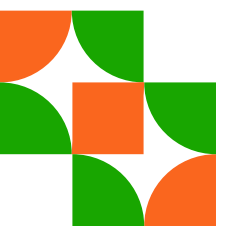
Color Coated Roofing Sheets



Roofing Accessories



Decking Sheet



PRODUCTS RANGE

Purlins



Z Purlin



C Purlin

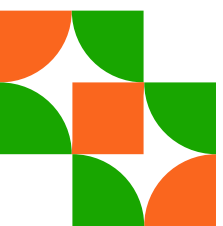
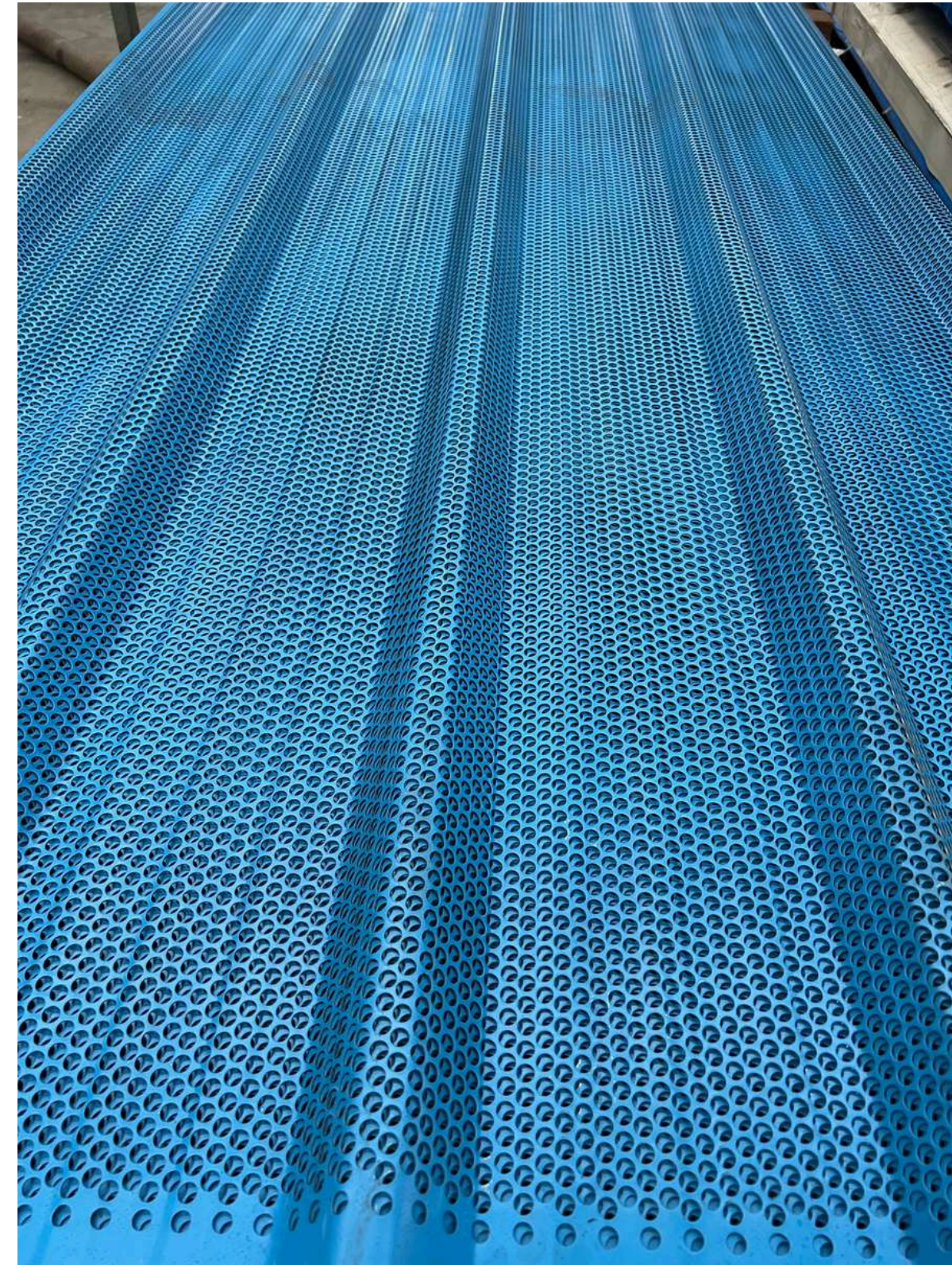
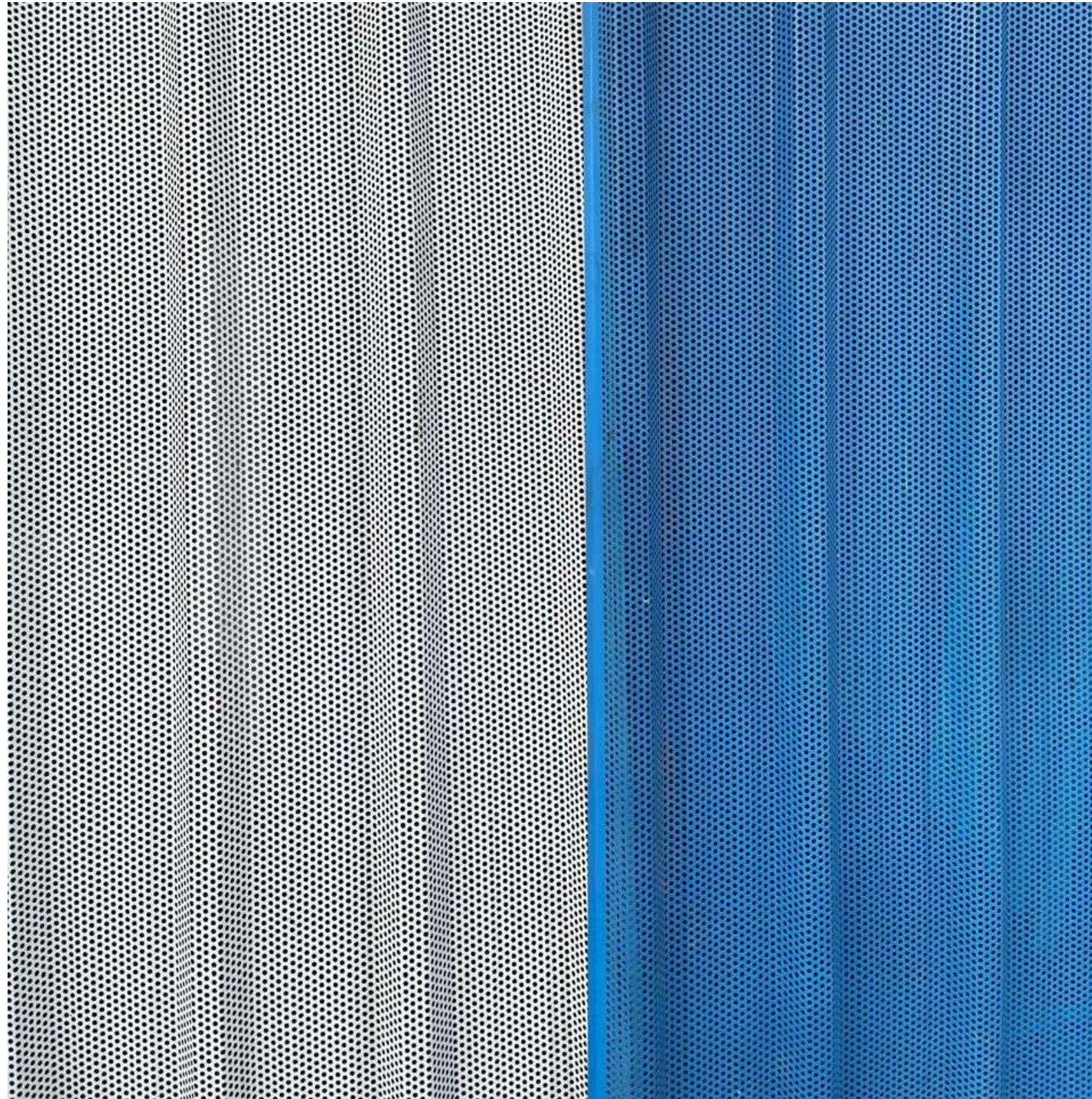


Sigma Purlin



PRODUCTS RANGE

Perforated Sheets



PRODUCTS RANGE



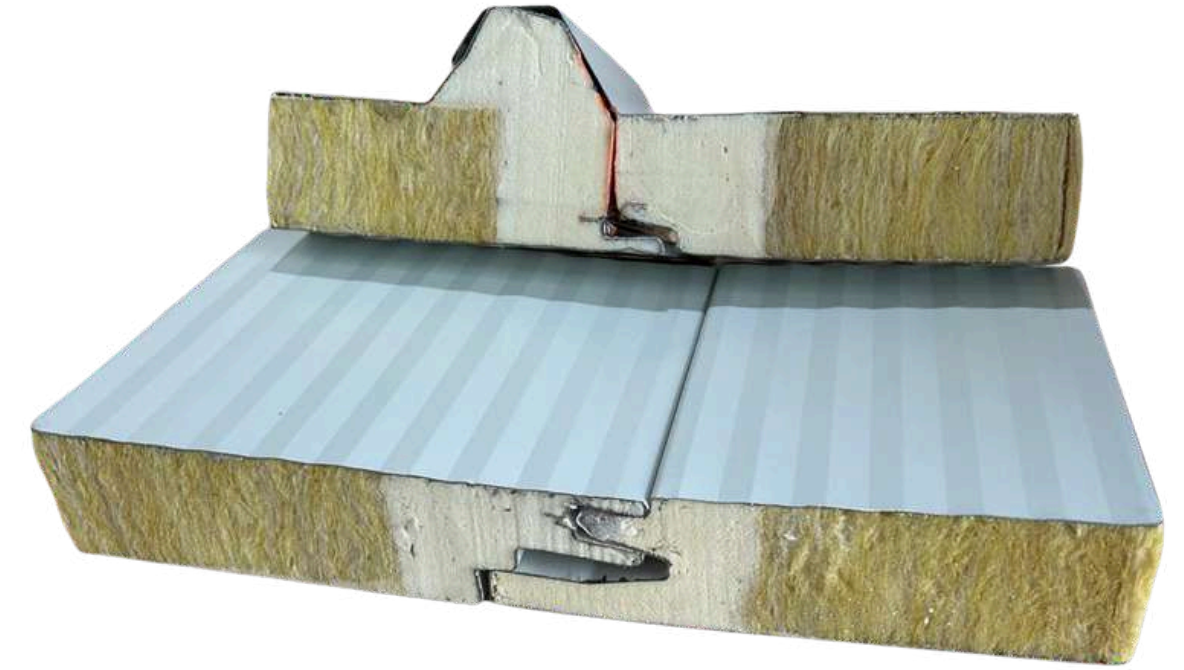
PUF Insulated Sheets



CCPE / XLPE
Insulated Sheets

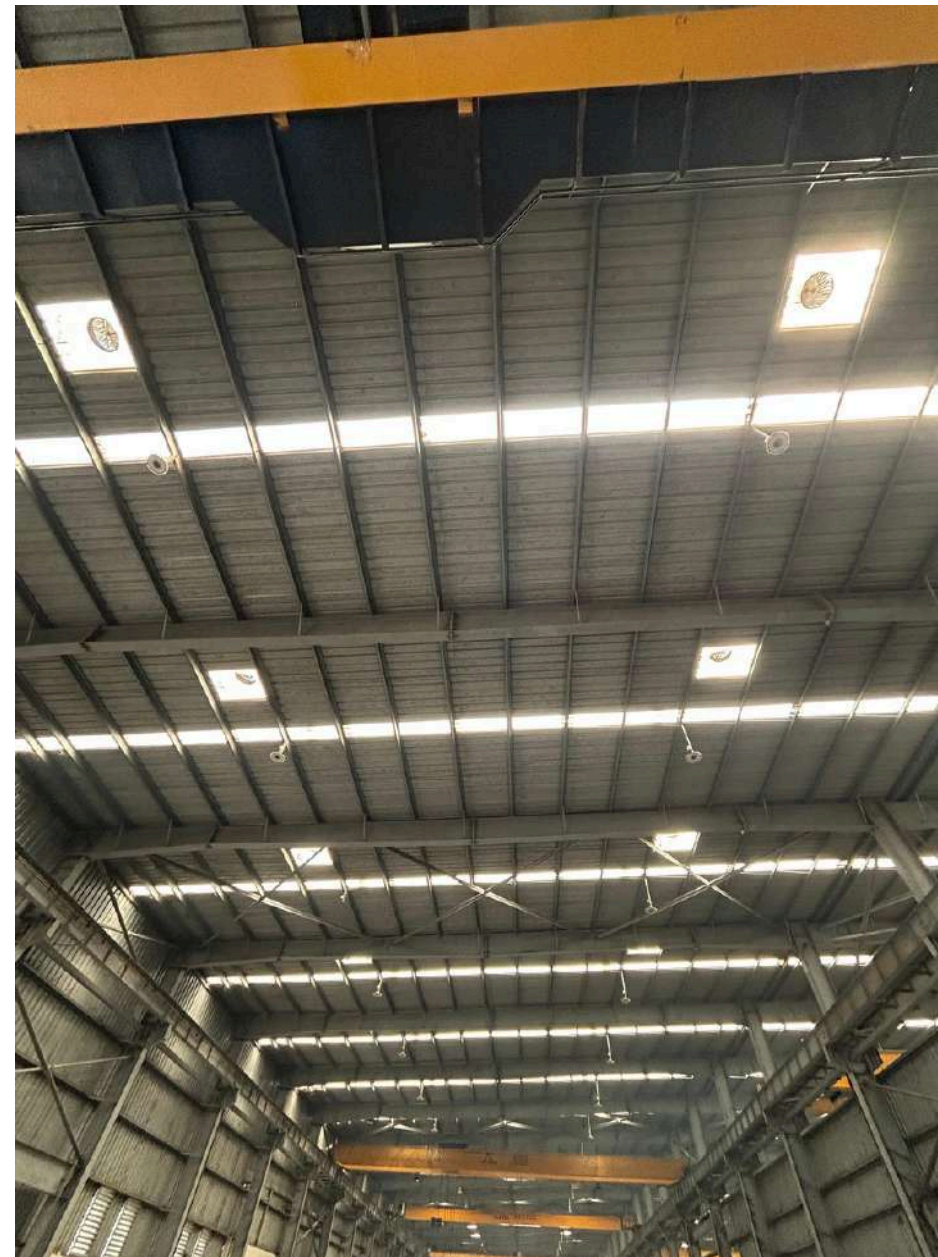
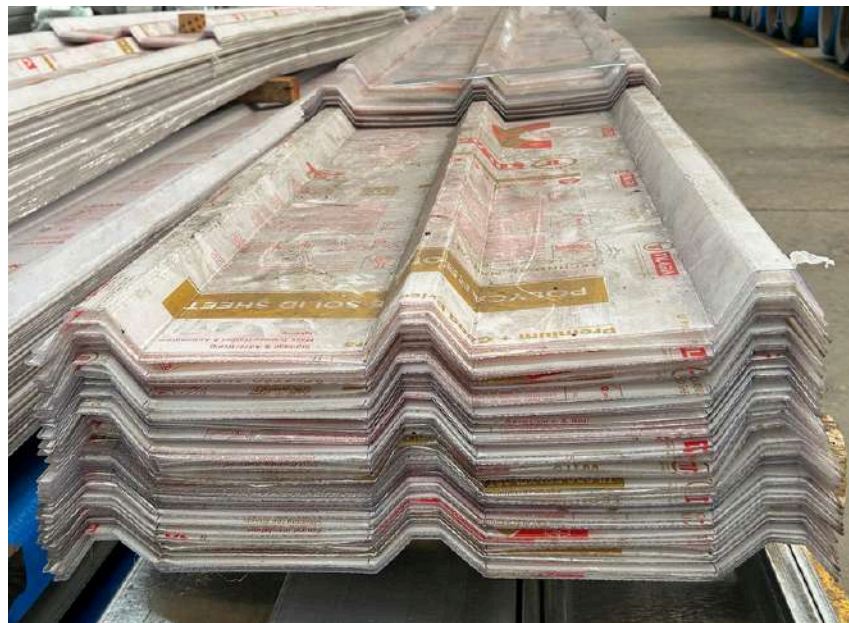


Rockwool Insulated Sheets



PRODUCTS RANGE

Polycarbonate Sheets



Our transparent polycarbonate sheets allow natural light to easily pass through which provides sufficient illumination in dark areas and can significantly save lighting costs. Their high thermal resistance blocks the heat from the outside and helps in maintaining a naturally cool atmosphere inside the area, thus reducing air conditioning costs. We also provide an opaque form for usage in places where light is to be blocked.



PRODUCTS RANGE

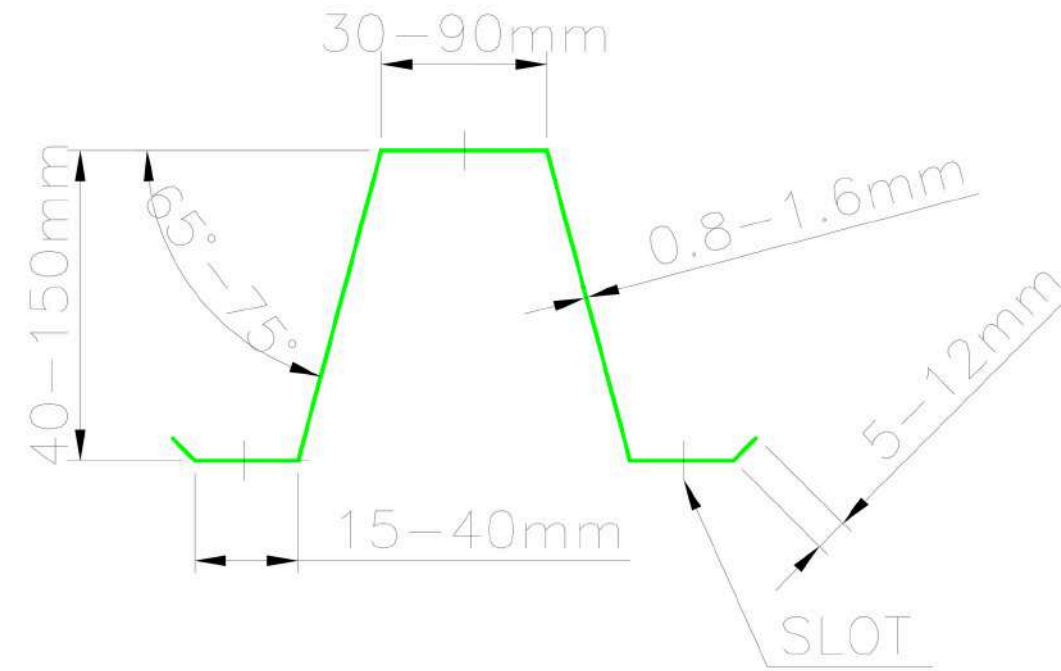
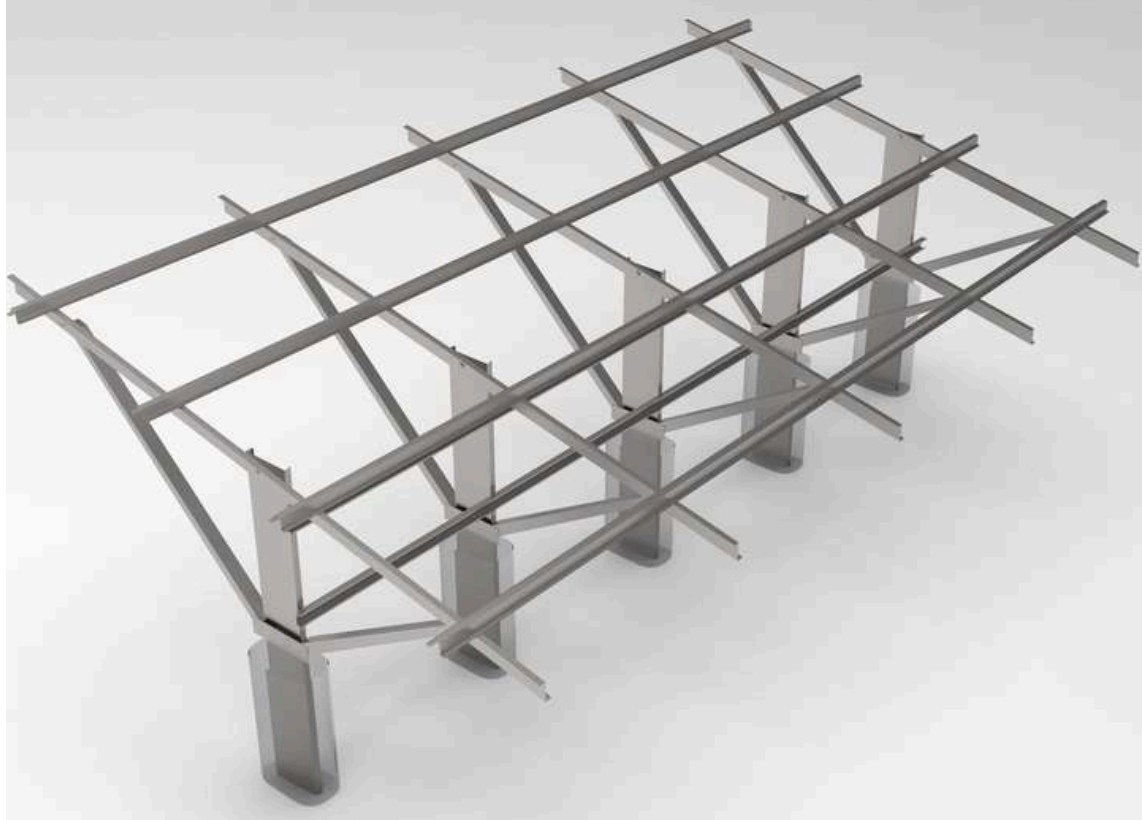
Louvers



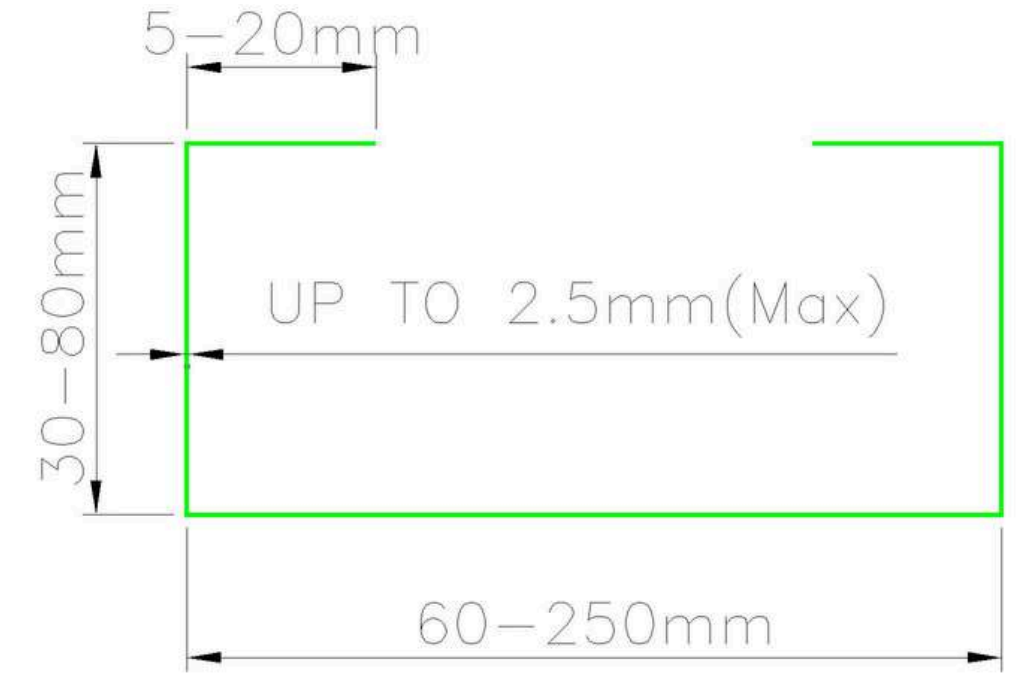


PRODUCTS RANGE

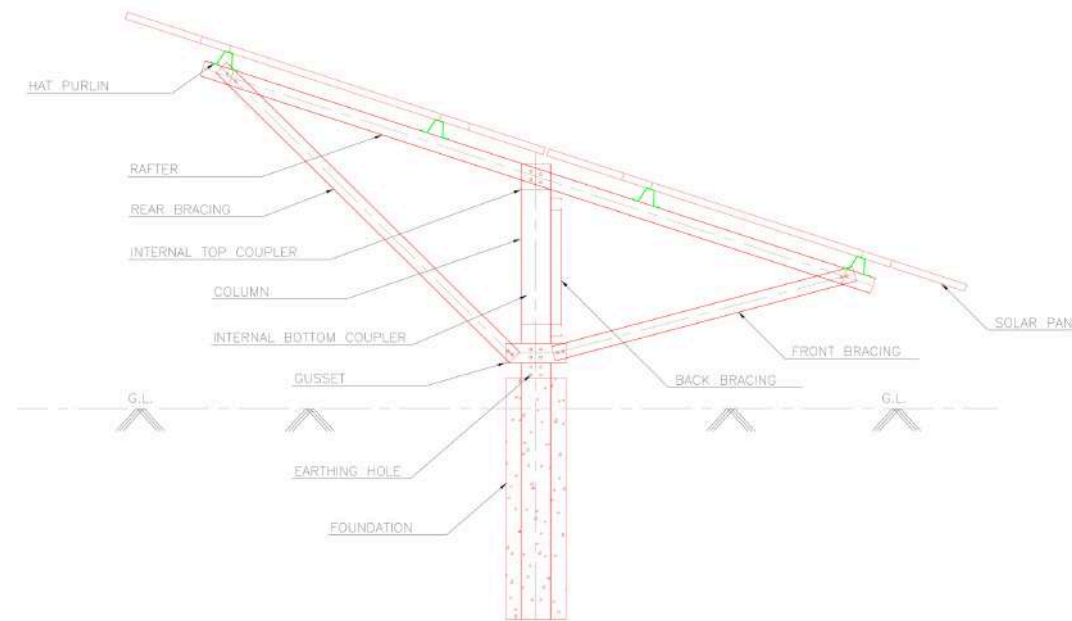
Ground Mounted Solar Structures



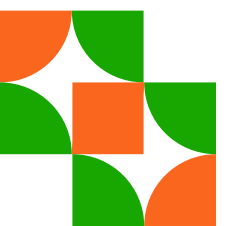
HAT PURLIN



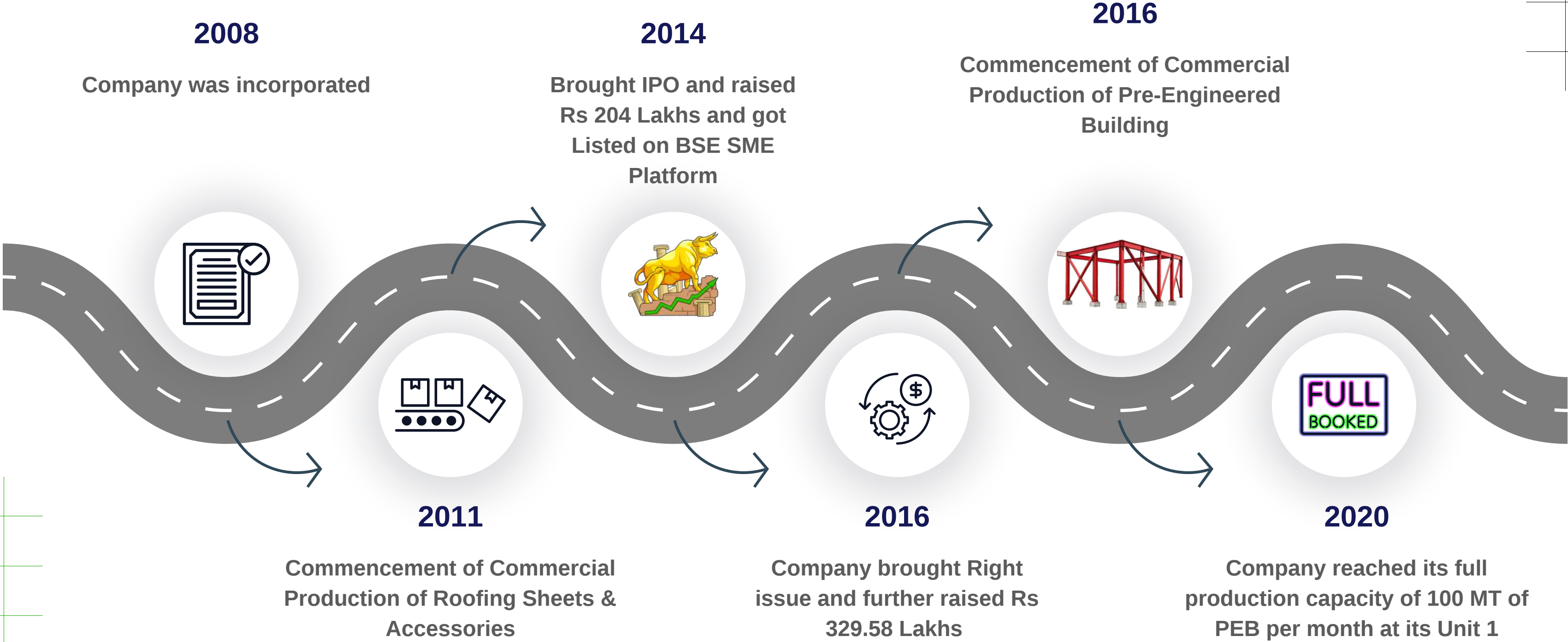
C-TYPE PURLIN



GROUND MOUNT SOLAR STRUCTURE

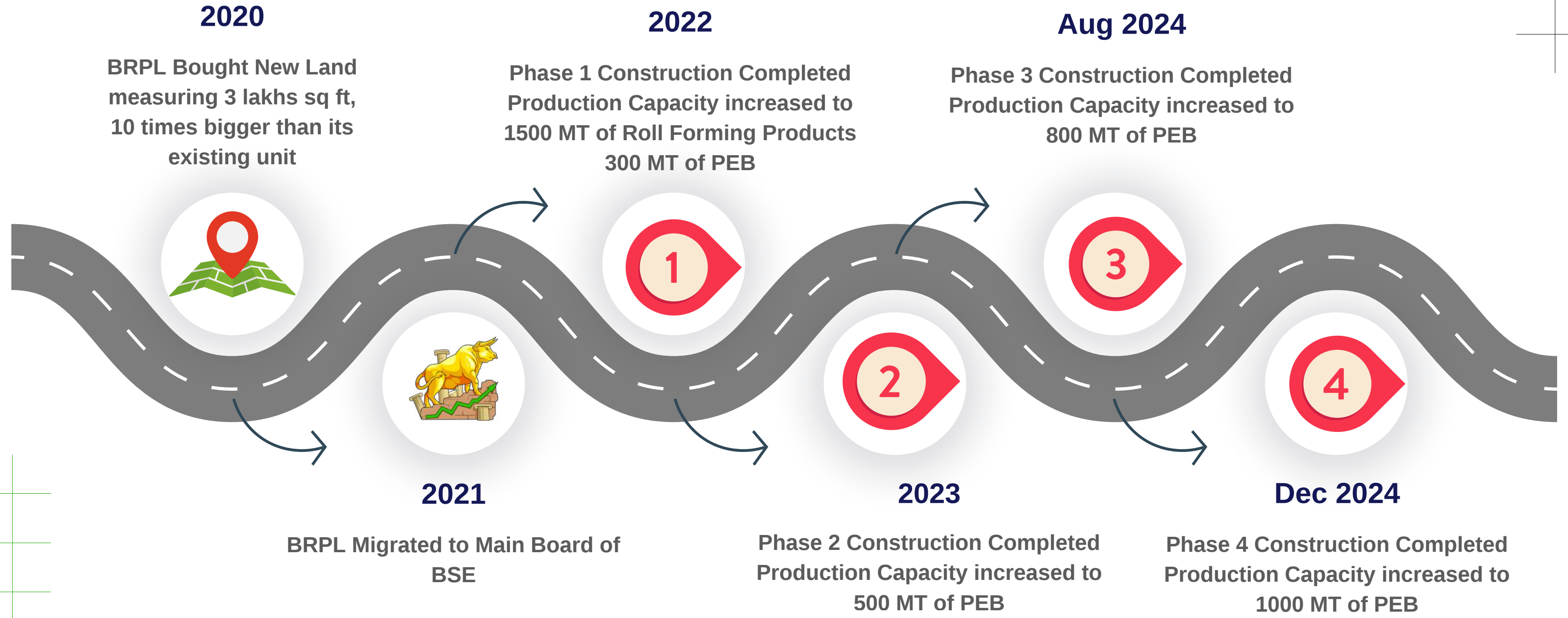
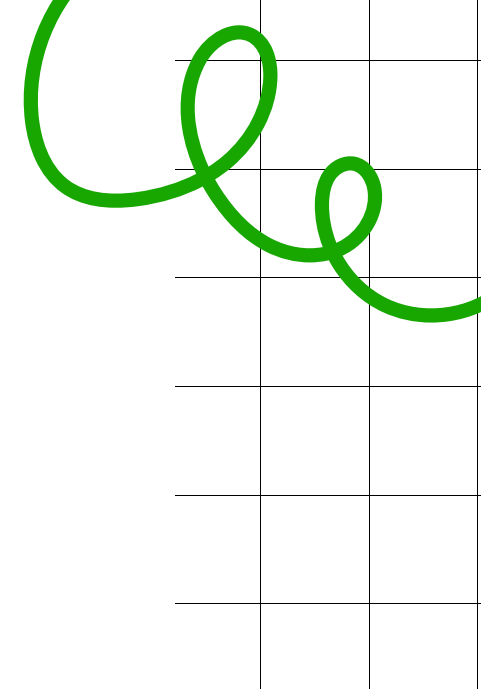


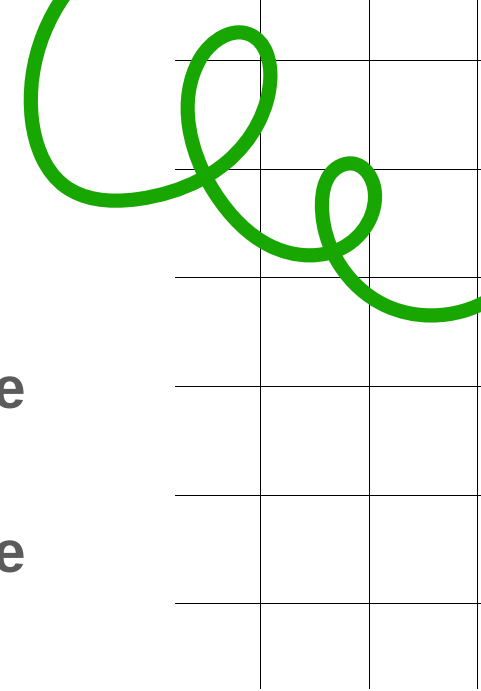
COMPANY HISTORY & GROWTH JOURNEY





EXPANSION JOURNEY 2020 ONWARDS





PHASE 5 & PHASE 6 EXPANSION UPDATE



- Phase 5 and Phase 6 expansion projects are currently under construction and are expected to become operational by August 2026.
- To accelerate production growth, the company has prioritized early completion of Phase 6, which is expected to become fully operational by June 2026.
- Upon commencement, Phase 6 is expected to generate additional production capacity of approximately 200 MT per month of light fabrication PEB structures.
- These expansions are aimed at improving production efficiency, enhancing execution capability, and supporting future business growth.



Phase 6

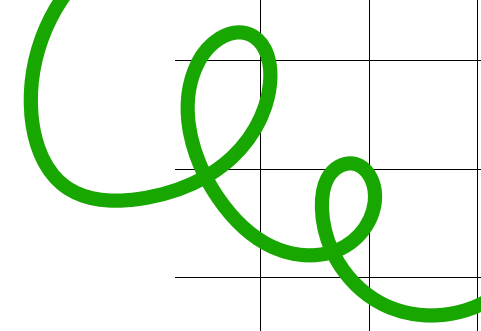


Phase 5





NEW HIGHSPEED “C” & “Z” FORMING MACHINE



- The company has recently commissioned a new high-speed C & Z Purlin roll-forming machine alongside its existing machinery, significantly enhancing operational efficiency and production flexibility.
- With both machines now maintained on permanent profile settings, changeover downtime has been substantially reduced, resulting in faster production cycles and improved project execution timelines.
- The additional machinery is expected to generate incremental production capacity of approximately 150 MT per month of Purlins.
- This expansion will also reduce dependency on third-party job work manufacturers, improving delivery reliability, quality control, and margin retention.
- The upgrade is expected to positively contribute to the company’s operational performance and overall financial growth





UPCOMING NEW ROLL FORMING MACHINERY FOR SOLAR STRUCTURES



- The company has placed an order for advanced high-speed roll-forming machinery for manufacturing Solar Module Mounting Structures (MMS) from a reputed Chinese supplier.
- The machinery is expected to be commissioned by mid-June 2026, marking BRPL's strategic entry into the rapidly growing renewable energy infrastructure sector.
- In anticipation of commercial operations, the company has already initiated marketing activities and is actively strengthening its team through recruitment of specialized production and marketing personnel for this new business vertical.
- This expansion is expected to diversify the company's product portfolio, enhance long-term growth opportunities, and support future revenue scalability.

OUR INFRA

Unit 1 – Initial Facility (Currently Leased Out)

(PLOT NO. 6, RAJ INDUSTRIAL ESTATE, JAROD-SAMLAYA ROAD, VILLAGE: VADADALA, TALUKA: SAVLI, DIST. VADODARA – 391520)



Built-up Area: Approx. 18,000 sq. ft.

Current Use: This unit is presently leased out on a monthly rental basis. It was the company's first manufacturing base and played a pivotal role in our early growth.

OUR INFRA

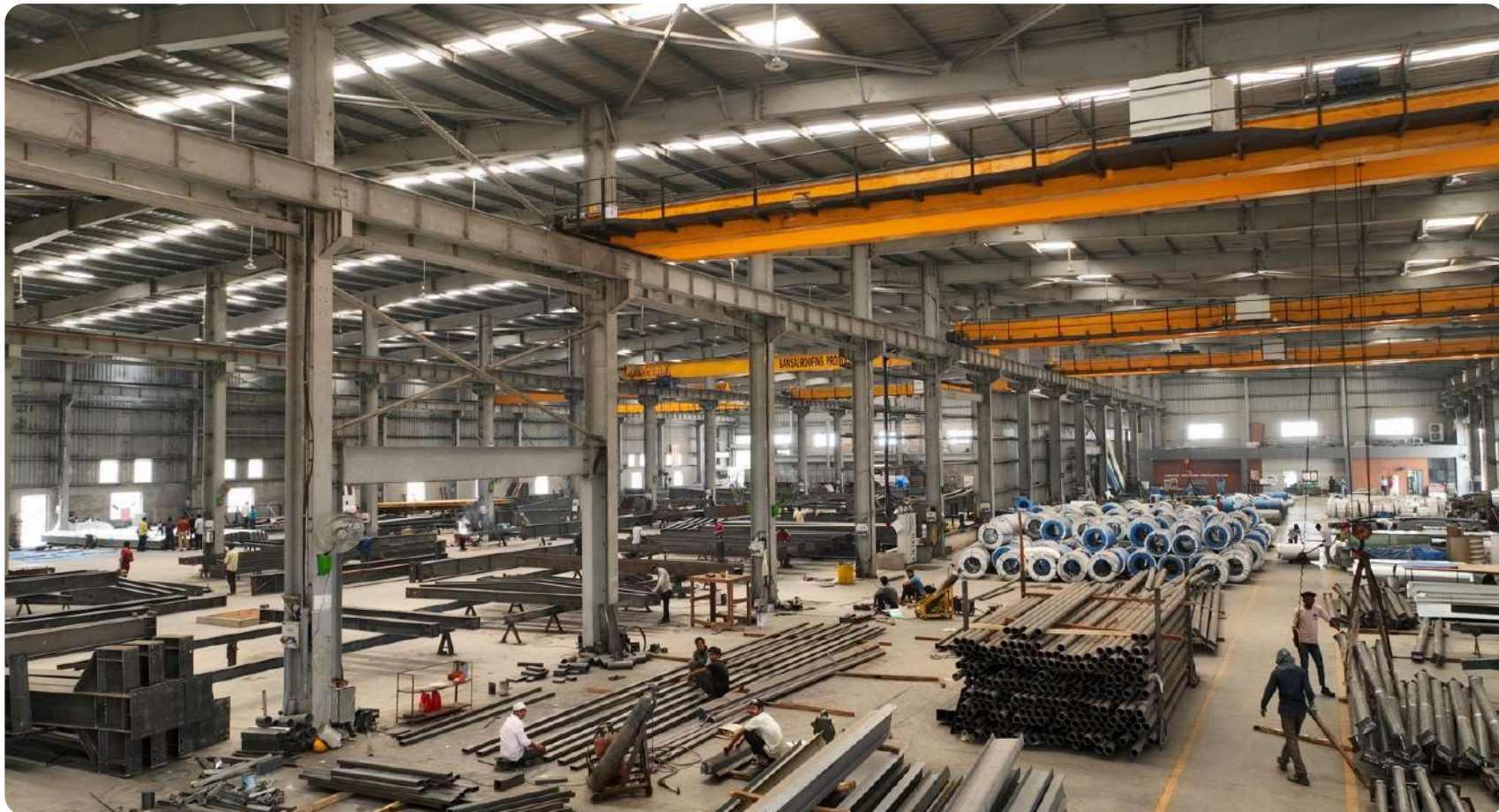
UNIT II -PRIMARY MANUFACTURING FACILITY (OPERATIONAL)
(SURVEY NO. 274/2, SAMLAYA-SHERPURA ROAD, VILLAGE: PRATAPNAGAR, TALUKA: SAVLI, DIST. VADODARA – 391520)



Built-up Area: Approx. 300,000 sq. ft. across (7 acres)

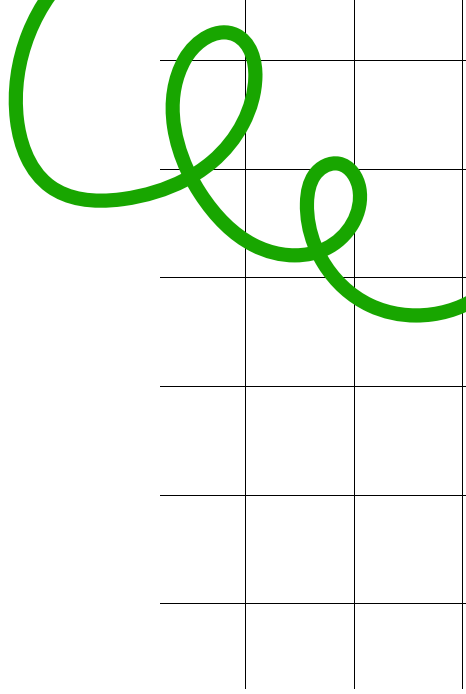
Current Use: This is our fully integrated operational facility housing production, storage, administrative, and dispatch functions. The unit supports high-volume fabrication and delivery commitments across India.

OUR INFRA: UNIT II - PRIMARY MANUFACTURING FACILITY



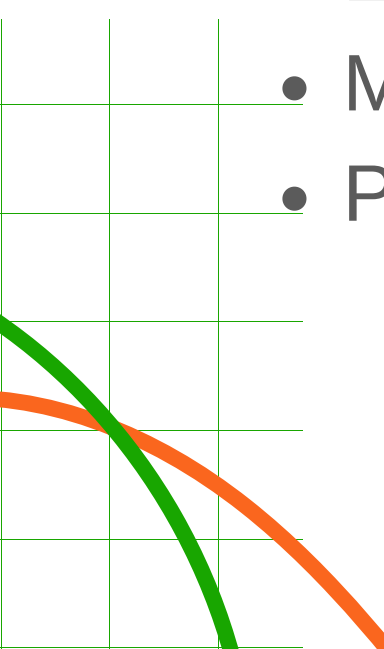


STATE-OF-THE-ART MANUFACTURING ARSENAL



Our Unit 2 facility is equipped with advanced and diversified machinery, including:

- CNC Plasma Cutting Machine
- H-Beam Welding Machine
- Various Roll Forming Machines (Roof, Decking, Purlin, etc.)
- MIG Welding Machines
- Gas Cutting Machines
- Grinding Machines
- Hydraulic Shearing & Bending Machines (in multiple capacities)
- Shot Blasting Machines
- Painting Machines
- EOT Cranes
- Mobile Crane
- Power Presses

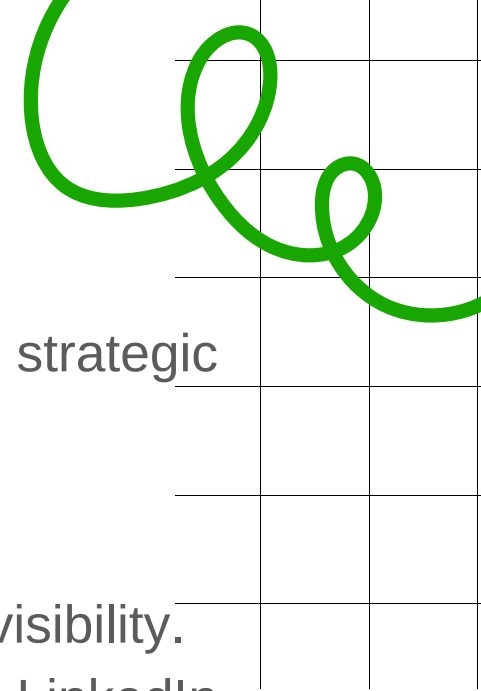


STATE-OF-THE-ART MANUFACTURING ARSENAL





MARKETING & BRANDING INITIATIVES



At Bansal Roofing Products Ltd., our marketing approach integrates digital outreach, industry engagement, thought leadership, and strategic visibility to position BRPL as a trusted and forward-looking brand in the Steel building industry.

Digital Presence & Outreach

- Active presence across major B2B platforms such as Indiamart (Premium Listing), JustDial, GEM Portal, ensuring wide customer visibility.
- Hired a professional digital marketing agency that manages our social media handles: X (formerly Twitter), Facebook, Instagram, LinkedIn & Google Business
- Website is SEO-optimized for high visibility on search engines; we also run targeted Google Ads.
- Regular posting of festival creatives, project updates, product explainers, and milestone achievements across platforms.

Offline Branding & Industry Participation

- Active participation in district, state, and national-level exhibitions like Steel Construction Expo Mumbai 2025.
- Annual flagship event: "Let Us Discuss Steel Buildings" Seminar Series
 - Conducted 2 editions in Vadodara and 1 in Bharuch
 - Engages architects, consultants, EPC contractors, and structural engineers
 - Features participation from leading PEB suppliers
 - Strengthens BRPL's image as a technical, reliable, and industry-focused PEB manufacturer

Thought Leadership & Media Visibility

- Articles published in leading construction industry magazines such as **"Steel Structure and Metal Buildings (SSMB)"**
- Our Managing Director is a speaker at reputed forums and conferences.
- Regular ads in print media and industrial directories
- Participation and sponsorships in events, conferences, and business conclaves to maintain brand visibility across the ecosystem





CERTIFICATIONS & ACCREDITATIONS

At Bansal Roofing Products Ltd., we are committed to maintaining the highest standards of quality, sustainability, and operational excellence. Our certifications reflect our dedication to compliance, trust, and industry leadership.

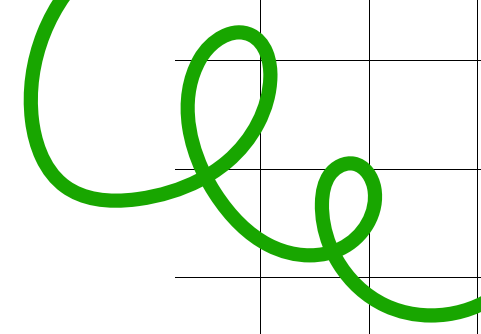


Certifications Held

- CRISIL SME 1 Grading - Indicates the highest level of creditworthiness among SMEs
- ISO 9001:2015 – Quality Management System - Demonstrates robust quality control across processes and customer satisfaction
- ISO 14001 – Environmental Management System - For environmentally sustainable operations
- ISO 45001 – Occupational Health & Safety Management - Ensures safe working conditions and health protocols
- MSME ZED Gold Certification - Zero Defect, Zero Effect rating by Govt. of India for quality & environmental responsibility
- “BRPL” won IPF Fastest Growing Manufacturing Company Award (small SME) for the consecutive Year 2021.
- “BRPL” has been awarded “GUJARAT’s MOST PROMISING BRAND “.



RECENT CERTIFICATIONS ACHIEVED



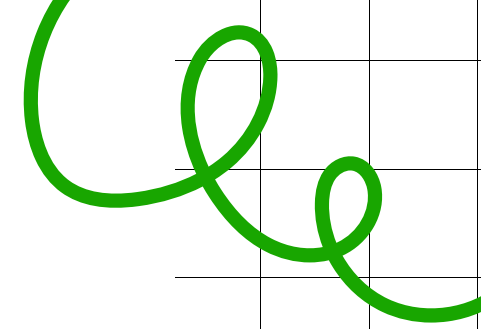
ISO 14001:2015 certification is an internationally recognized standard for Environmental Management Systems, demonstrating an organization’s commitment to sustainable operations and regulatory compliance. For investors, it reflects strong environmental responsibility, risk management, and alignment with ESG principles, supporting long-term value and credibility.

ISO 45001:2018 certification is an internationally recognized standard for Occupational Health and Safety Management Systems (OHSMS), demonstrating an organization’s commitment to maintaining a safe and healthy workplace. It establishes a structured framework for identifying hazards, managing risks, and ensuring compliance with applicable legal and regulatory requirements.





A MOTIVATED & WELL-CARED WORKFORCE



At Bansal Roofing Products Ltd., we believe our people are our strongest asset. We are committed to building a safe, inclusive, and performance-driven work environment that motivates and retains talent across all levels.

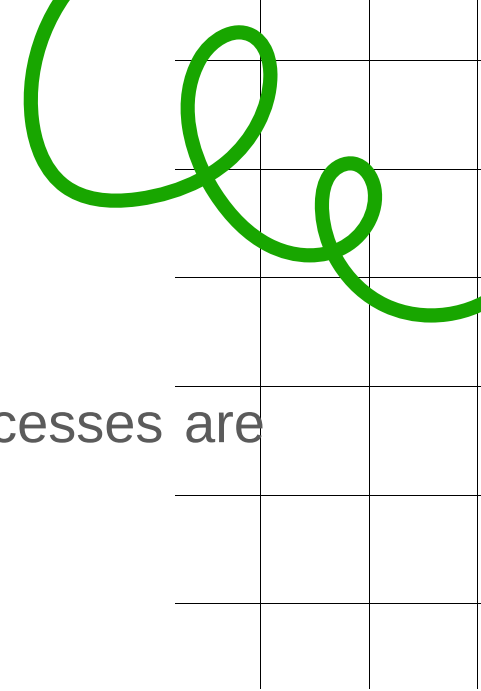
We have taken several initiatives to ensure employee satisfaction, engagement, and long-term loyalty:

- **Labour Quarters:** We have built dedicated accommodation facilities to house around 120 migrant workers comfortably within factory premises.
- **Subsidized Canteen:** Quality meals are provided to all employees, visitors, and transport drivers at 50% subsidized rates through our in-house canteen.
- **Transport Facilities:** To ease shift transitions (2-shift operations), daily pickup and drop transport is arranged for staff and workers.
- **Uniforms:** Uniforms are provided to all workers and staff to ensure equality, discipline, and workplace safety.
- **Medical & Insurance Support:**
 - Regular health checkups are organized for all employees.
 - We have introduced medical and life insurance schemes for our staff to enhance retention and provide social security.
- **Performance-Linked Incentives:**
 - Attendance-based incentives for workers and target-based incentives for staff are in place to reward consistency and results.
- **Training & Upskilling:** Employees are routinely trained in technical and soft skills to support continuous growth and multi-skill adaptability.
- **Fair Staffing & Workload Management:** Each department is staffed appropriately to avoid overburdening and ensure work-life balance.
- **Transparent Appraisal Process:** Employee performance is regularly reviewed by top management to ensure deserving candidates are identified for promotions and salary appraisals.
- **Culture & Bonding Activities:**
 - Annual leisure trips and staff dinners are organized to promote bonding and morale.
 - Festivals and religious celebrations are observed at the workplace, reinforcing a positive and culturally inclusive environment.





OPTIMISED & EFFICIENT OPERATIONS



At Bansal Roofing Products Ltd., operational efficiency is a continuous journey, not a one-time initiative. We ensure our processes are aligned with cost-effectiveness, quality output, and sustainability goals, all driven by top-level strategic involvement.

Shift-Based Production for Higher Throughput

- We operate on a 2-shift model to maximize asset utilization and reduce turnaround times for project deliveries.

Machinery Upgrades & Resource Optimization

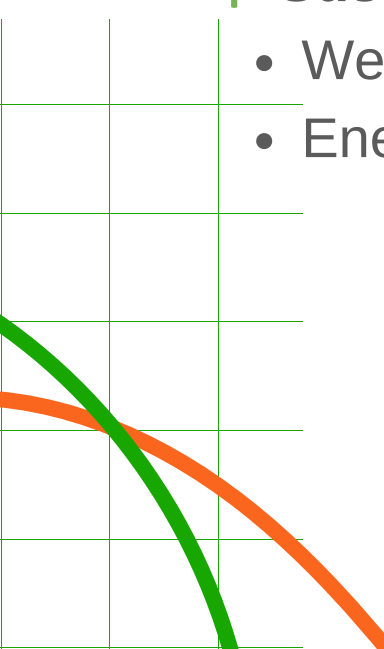
- Continuous investments are made in upgraded and high-efficiency machines to improve output speed, precision, and safety.
- We engage multiple labour contractors to ensure workforce availability without dependency delays.

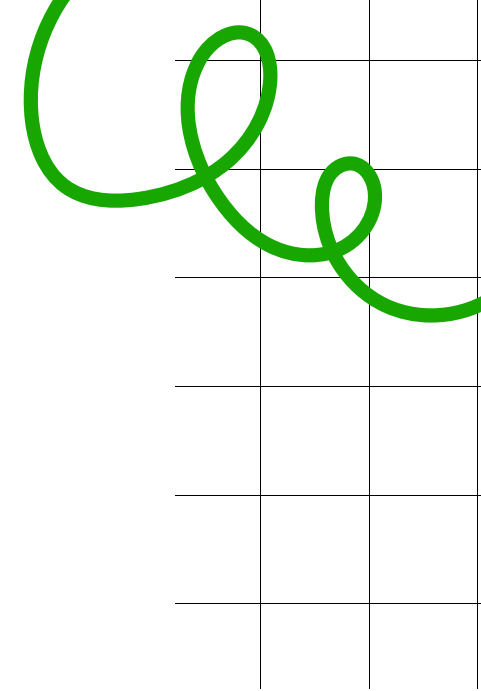
Waste Minimization & Scrap Control

- Emphasis is placed on scrap control and material utilization efficiency, resulting in reduced wastage and better margin protection.
- Internal tracking mechanisms ensure scrap generation is monitored and reused or sold responsibly.

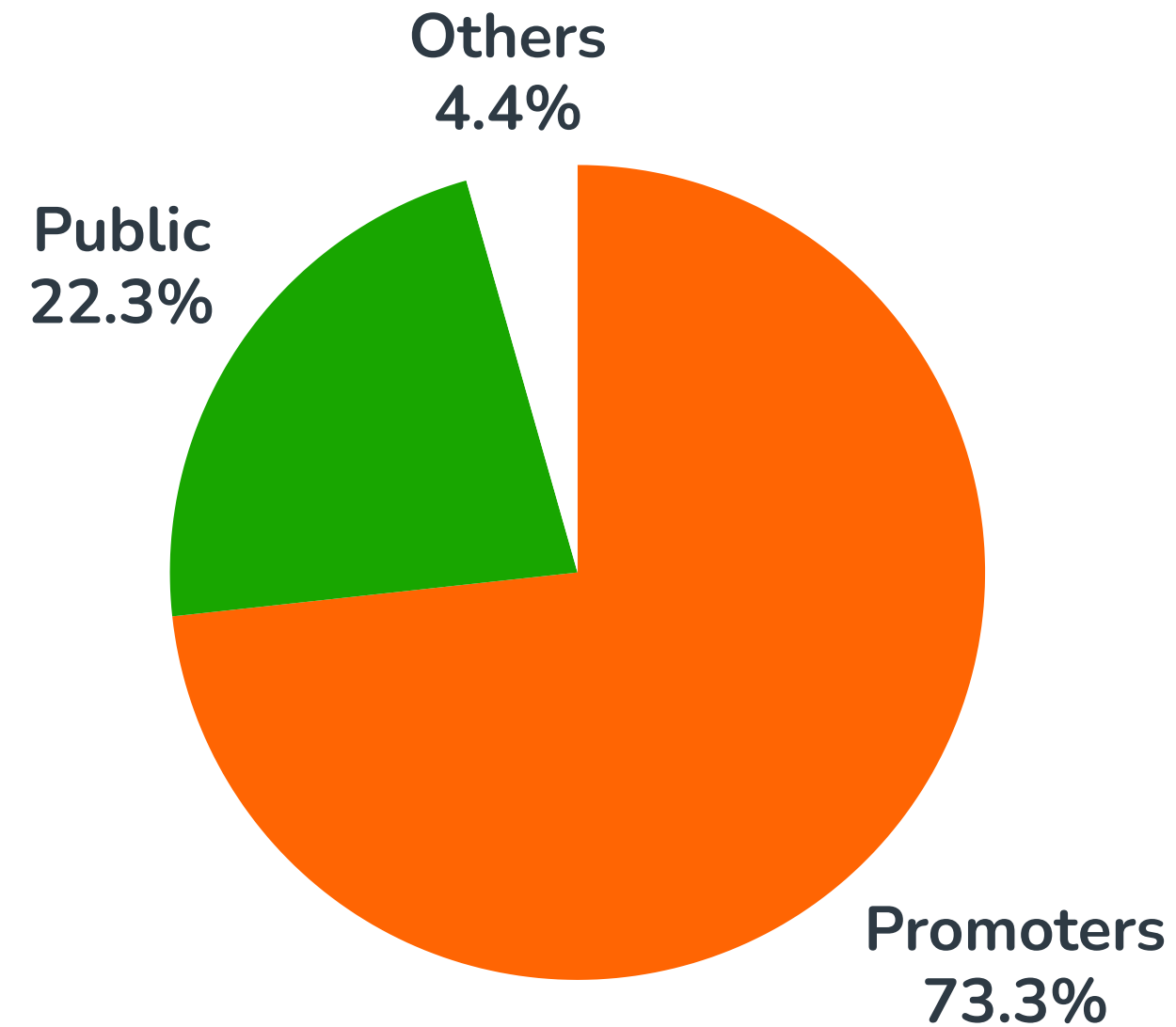
Sustainable Operations with Renewable Energy

- We are consciously shifting towards renewable energy sources, including increased reliance on solar energy for plant operations.
- Energy audits and monitoring systems are being implemented to improve power usage efficiency and reduce carbon footprint.





SHAREHOLDING



The shareholding pattern of **Bansal Roofing Products Limited** reflects a strong promoter-led structure, with promoters holding 73.3% of the equity, followed by 23.3% held by public shareholders and the remaining 4.4% categorized under other shareholders. This distribution indicates sustained promoter confidence in the business, while also ensuring adequate public participation and a balanced ownership framework, supporting transparency and long-term value creation for stakeholders.





HISTORICAL FINANCIAL PERFORMANCE

(Rs in Lakhs) except EPS

Particulars	Financial Year						4 Year CAGR	5 Year CAGR
	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26		
Revenue from Operations	4173.09	7258.55	9325.25	10558.4	9662.53	15429.57	20.75%	29.89%
EBITDA	349.37	589.43	708.07	665.86	930.4	1595.7	28.27%	35.50%
PAT	223.5	393.86	417.06	354.57	553.81	1038.54	27.43%	35.97%
EPS	₹ 1.70	₹ 2.99	₹ 3.16	₹ 2.69	₹ 4.20	₹8.00	27.90%	36.31%
Networth	1627.31	1988.21	2405.27	2760.5	3313.66	4220.38	20.70%	21.00%
Outstanding Debt	205.38	591.66	650.73	426.22	224	227.6	N.A	N.A



HISTORICAL FINANCIAL RATIOS

Particulars	Financial Year					
	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26
Trade Receivables Turnover Ratio	15.97	29.04	36.29	43.41	40.17	51.87
Trade Payables Turnover Ratio	28.26	31.29	31.72	31.58	20.23	22.82
Inventory Turnover Ratio	4.99	7.02	8.83	13.81	7.27	7.27
Interest Coverage Ratio	38.29	39.84	12.67	11.43	23.48	78.53
Debt Service Coverage Ratio	27.15	4.88	3.04	2.36	3.06	10.07
Current Ratio	3.26	1.55	1.57	1.16	1.24	1.57
Debt Equity Ratio	0.13	0.3	0.27	0.15	0.07	0.05
Net Capital Turnover Ratio	4.59	10.37	18.7	37.25	33.82	21.18
EBITDA Margin	8.48%	8.12%	7.59%	6.31%	9.63%	10.34%
EBIT / Operating Profit Margin	7.56%	7.49%	6.58%	5.09%	8.10%	9.26%
Profit After Tax Margin	5.39%	5.43%	4.47%	3.36%	5.73%	6.73%
Return on Equity (RoE)	14.60%	21.79%	18.99%	13.73%	18.23%	27.57%
Return on Capital Employed (RoCE)	18.86%	24.23%	21.36%	16.80%	22.58%	34.70%



DIVIDEND PAYOUT HISTORY

For the Financial Year	Dividend Amount Per Share	Total Dividend Distributed
2017-18	₹ 0.50	₹ 16,47,900/-
2018-19	₹ 1	₹ 32,95,800/-
2019-20	₹ 1	₹ 32,95,800/-
2020-21	₹ 1	₹ 32,95,800/-
2024-25	₹ 1	₹ 1,31,83,200/-
Total Dividend Distributed		₹ 2,47,18,500/-



PROJECTED FINANCIALS

(Rs in Lakhs) except EPS

Particulars	Actual			Projected Data (applying Avg. CAGR of 25.32%) on FY 26 Projected Revenue		
	4 yr CAGR till 2025-26	5 yr CAGR till 2025-26	Avg. CAGR	2026-27	2027-28	2028-29
Revenue from Operations	20.75%	29.89%	25.32%	18,797.85	23,557.27	29,521.73
Estimated EBITDA Margin			8.00%	1503.83	1884.58	2361.74
Estimated PAT Margin			6.00%	1227.87	1413.44	1771.3
EPS				8.56	10.72	13.44

PROJECTED NETWORTH AND DEBT LEVELS

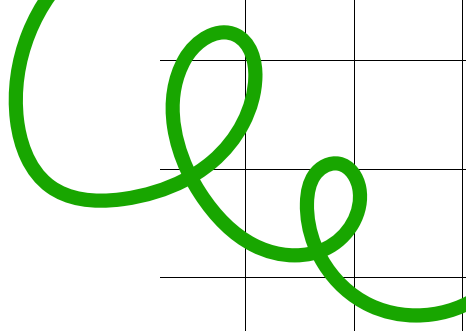
(Rs in Lakhs)

Particulars	Actual						Projection		
	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29
Networth*	1627.31	1988.21	2405.27	2760.5	3313.66	4220.38	5448.25	6861.69	8633
Outstanding Debt	205.38	591.66	650.73	426.22	224	227.6	387.20	264	165

*Subject to issue of Dividend



JUSTIFICATION FOR FINANCIAL PROJECTION



Our projected financial growth is backed by a strong combination of capacity utilization improvements, new product line additions, strategic outsourcing, and future expansion planning. The following operational levers will drive the anticipated revenue increase:

1. PEB Capacity Utilization Improvement

During the year 2025-26, our PEB production stands at an average of 647 MT per month against an installed capacity of 800 MT.

With the completion of Phase 5 & 6 expansion, and deployment of additional machinery and labor through well-planned staffing, we will be positioned to operate at full PEB capacity (1,200 MT/month).

Further, to meet increasing demand without overloading internal resources, BRPL has identified small-scale PEB fabricators for job work, which will add to top-line growth without affecting internal efficiency.

2. New Revenue Stream from Solar Structure Line

The newly ordered roll forming machinery for ground-mounted solar module mounting structures is expected to contribute an additional revenue of approximately ₹5 crores per month, opening a high-growth vertical aligned with India's renewable energy push.

3. Increased Output from Roll Forming Division

As PEB production rises, roll-forming demand will also proportionally increase, given its direct linkage.

Currently operating at around 50% capacity, the roll forming division will witness better utilization and margin improvement as volumes scale up.

4. Growth in Trading Revenue

With the expected rise in overall project execution, our revenue from trading items such as accessories, fasteners, and related consumables is also projected to increase in tandem, contributing to overall profitability.

5. Future Plan: Continuous Sandwich PUF Panel Line

We are in the early planning phase to install a fully continuous sandwich PUF panel production line, with an estimated capex of ₹20–25 crores.

This line, once operational, is expected to generate annual revenue of ₹120–150 crores.

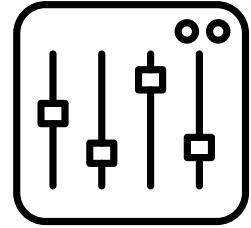
Parallely, BRPL has already initiated aggressive marketing and awareness campaigns to establish and grow the customer base for sandwich PUF panels, laying the groundwork for the future scale-up.





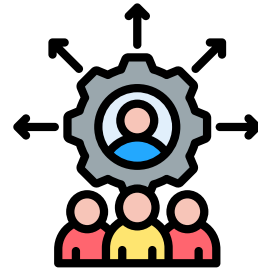
GEOGRAPHIC SALES MIX

Particulars	FY 2023-24	FY 2024-25	FY 2025-26
Within Gujarat	81.24%	85.41%	86.88%
SEZ Area	8.89%	1.06%	0.74%
Outside Gujarat	9.71%	13.53%	11.38%
Exports	0.16%	0.00%	1.00%



PRODUCT WISE SALES MIX (QUANTITY)

Particulars	FY 2022-23	FY 2023-24	FY 2024-25	FY 2025-26
Roll Forming Products	6149 MT	6151 MT	5491 MT	6901 MT
PEB	2867 MT	3362 MT	3862 MT	7763 MT



PRODUCTION CAPACITY & UTILISATION OVERVIEW – FY 2025-26

Particulars	Annual Capacity*	Utilization	% Capacity Utilization
Roofing Sheets	10,000 MT	5072 MT	50.72%
Decking Sheets	6,000 MT	552 MT	9.20%
Purlin	1500 MT	1278 MT	85.20%
PEB Structure	9600 MT	7763 MT	80.86%

*Considering 8 - 12 hours of shift and subject to production parameters



UNDERSTANDING UTILIZATION LEVELS

1. Roofing Sheets

The company currently operates two roll-forming machines for manufacturing roofing sheets. The first machine was acquired during the initial years of incorporation and is a comparatively slower and less advanced machine. However, it remains operational due to its capability to manufacture the specialized 6-crest roofing sheet profile (“Bansal Hi-Strength”), which is produced primarily against specific customer requirements. The machine also serves as a backup during maintenance shutdowns of the second high-speed advanced roll-forming machine. As these machines do not involve significant fixed operating costs, management does not consider lower utilization levels in this segment to be a major concern from a financial perspective

2. Decking Sheets

The decking sheet market is relatively niche in nature and does not typically support very high capacity utilization levels. Over the years, BRPL has catered to decking sheet requirements as and when demand arises and has already recovered the machinery investment with satisfactory returns on investment (ROI).

Additionally, the same operational team that handles roofing sheet production also operates the decking sheet machinery whenever required. Since no substantial additional fixed costs are associated with this division, management is not significantly focused on maximising decking sheet capacity utilisation.

3. Purlins

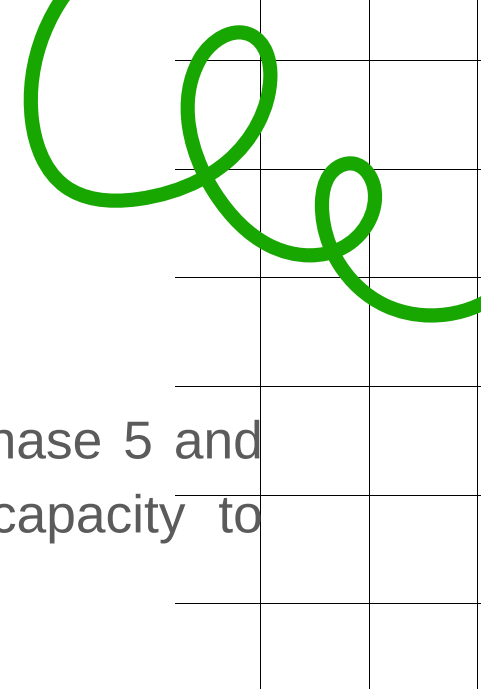
The company’s existing purlin machinery has achieved near-full utilisation levels, primarily due to increasing demand arising from higher PEB structure production. In several instances, BRPL had to outsource purlin manufacturing to external job-work vendors to meet project timelines.

To improve profitability, reduce dependency on third-party manufacturers, and strengthen in-house production capabilities, the company has added a new high-speed C & Z Purlin roll-forming machine, which is expected to be commissioned during the first week of June 2026.

This addition is expected to significantly improve operational efficiency, execution timelines, and margin retention.



UNDERSTANDING UTILIZATION LEVELS



4. PEB Structures

Currently, BRPL operates at an installed PEB production capacity of approximately 800 MT per month. With the completion of Phase 5 and Phase 6 expansion projects, along with the addition of new machinery, the company expects to enhance its production capacity to approximately 1,200 MT per month under an 8–12 hour daily shift model.

Management is strongly focused on increasing PEB production volumes through:

- Appointment of additional job-work contractors
- Recruitment of skilled and unskilled labour
- Strengthening production management teams
- Addition of supervisors and execution personnel

The management believes that achieving higher PEB capacity utilisation levels will substantially improve operational leverage, resulting in meaningful enhancement in EBITDA margins and overall profitability of the company.

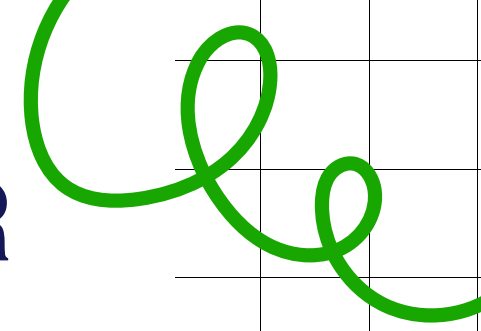
The company has identified few small-scale PEB fabricators for job-work partnerships, which is expected to support top-line growth, improve delivery timelines, and enhance operational flexibility without materially impacting internal production efficiency.

Currently, the company has a confirmed executable **order book for PEB structures for approximately the next two months**, reflecting healthy market demand and strong execution visibility.

Management believes that achieving higher PEB capacity utilisation levels, combined with efficient outsourcing strategies and operational scaling, will substantially improve operating leverage, leading to meaningful enhancement in EBITDA margins and overall profitability of the company.



COMPLETED PROJECTS DURING THE QUARTER





COMPLETED PROJECTS DURING THE QUARTER



Thank
you!



Bansal Roofing Products Ltd.