DHOOT TRANSMISSION
Harnessing Safety, Electrifying The Future

September 10, 2026

To, National Stock Exchange of India Limited ("NSE") Listing Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex Bandra [E], Mumbai – 400051	To, BSE Limited ("BSE") Listing Department Corporate Relationship Department Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001
NSE Scrip Symbol: DHOOTTRANS ISIN: INE01NH01023	BSE Scrip Code: 544867 ISIN: INE01NH01023

Sub: Transcript of the Conference Call with Investors and Analysts : Q1 FY2026-27 Earnings Call

Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

Please find enclosed transcript of Q1 FY 2026-27 Earnings Call held on Friday, September 4, 2026, in respect of the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2026.

We request you to kindly take the same on record.

For **Dhoot Transmission Limited**

Amey Deeliprao Jogas
Digitally signed by Amey Deeliprao Jogas
Date: 2026.09.10 11:55:10 +05'30'

Amey Jogas
Company Secretary and Compliance Officer
Membership No.: A39922

Dhoot Transmission Limited
Q1 FY '27 Earnings Conference Call
September 04, 2026

Moderator: Ladies and gentlemen, good day and welcome to the Q1 FY27 Earnings Conference Call of Dhoot Transmission 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 this conference call, please signal an operator by pressing "*" followed by "0" on your touchtone phone.

The Management of Dhoot Transmission Limited is represented by Mr. Rahul Dhoot – Managing Director, and Mr. Nitin Kalani – Group CFO. Please note, this conference is being recorded. At this time, I would like to hand over the conference to Mr. Rahul Dhoot. Thank you and over to you, sir.

Rahul Dhoot: Thank you. A very warm welcome to all of you today. I am Rahul Dhoot – Founder and Managing Director for Dhoot Transmission.

After getting listed, this is our first earnings call and I would like to thank all of you for the immense trust bestowed upon me and my team.

The 1st Quarter has been very good for the automotive industry and also for Dhoot Transmission. For the two-wheeler industry, the last quarter was one of the best quarters with 22.8% growth. Comparing YoY performance, EV industry grew by 93% and ICE in excess of 20%. In a nutshell, domestic volumes grew in excess of 20% and exports in excess of 36%.

Against the same, Dhoot Transmission saw a very strong growth of nearly 50% on YoY basis. Revenue from wiring harness grew 44.6%, YoY and from non-wiring harness business by 67.7%. The Multilink acquisition contributed to about 3% in terms of revenue growth for the quarter. EV revenue in the same quarter grew 79% for us and with this, the overall contribution of EV revenue has reached 27% of our total revenue up from 24% last year.

Our EBITDA margins improved 110 basis points to 15% as compared to Q4 FY2026. Key RMs like Copper, Brass continued its upward trend in the first 5 months of the year but the pace of increase was slower than the previous year.

Our finance cost declined in the quarter as we continued to optimize working capital debt levels because of equity infusion in March.

Multilink integration is progressing well, and we are confident of scaling up our non-wiring harness business with this addition.

Also, our collaboration with Ride Vision is progressing well and we are in process of JV forming. Our NPD pipeline continues to be robust.

If I talk about the outlook, the electrification trend is aiding growth to the wiring harness and non-wiring harness business to us. To add to this, the addition of customers and products will also be a strong positive in the years to come. However, we also need to keep in mind the soft comparison for the first 6 months as the GST reduction, which fueled growth was implemented last year in the second half.

On an overall basis, considering overall things, we are confident of delivering another strong year of 25%-30% of growth.

We will provide you with an update of utilization of IPO proceeds in our next reporting period based on actual utilization of funds.

With this, we are happy to answer your questions now.

Moderator: Ladies and gentlemen, we will now begin the Question-and-Answer session. Ladies and gentlemen, we will wait for a moment while the question queue assembles. Your first question comes from the line of Siddharth Bera with Nomura.

Siddharth Bera: Siddharth Bera, thank you for the opportunity and congrats for a great set of numbers. My first question is on the margin side. Sequentially, on the gross margin side, it has been stable. But in terms of cost pressure, it was much higher in Quarter 4 and like you correctly mentioned, in Quarter 1 the cost pressure is lower. So, how should we think about the margin expansion from current levels? What is the under-recovery here and where do you think they sort of normalize as you completely pass on the copper inflation?

Nitin Kalani: Hi Siddharth. So, most of the copper inflation is already passed on. Nitin Kalani this side.

So, that has already happened. Actually, what is happening is last 4-5 months, we are also seeing somewhat further increase in the copper prices. So, some impact is obviously there on these numbers, basically as we speak. But we would like to, sort of, continue to stick to our, I would say, indication, 15%-16% kind of margin guidance for the full year.

Siddharth Bera: Okay. Got it. And second is on the Multilink acquisition. If you can guide us about how to think about this business over the next few years. What is the sort of revenue, margin profile currently and what are the areas you are sort of looking to push aggressively and how big this business can become over the next few years?

Rahul Dhoot: So, Multilink full integration with us will take another 3-4 months to have a proper integration in terms of overall products. But with this, we have added one customer which is Hero and also, we have added two more products which is the fuel level sensor and the relays which obviously there is going to be a big market for cross-selling because Multilink doesn't supply to many of our existing customers. So, cross-selling opportunities would be there. I believe that there should be a decent 25%-30% growth which we should be able to do on Multilink as well. And the margin should be in line with the Dhoot's margin.

Siddharth Bera: Great, sir. So, last question is on the non-wiring harness EV component business in terms of, I would say, specifically the EV 2-wheeler battery pack assembly. Where are we in terms of new customer addition? By when do we start seeing more pickup in terms of take from more customers here?

Rahul Dhoot: So, as we had initially told you that we were already supplying to one customer. We have started with one more customer down South which is a big customer for us and the supplies have already started.

Siddharth Bera: Got it, sir. Thanks a lot, sir. I will come back with that.

Moderator: Yes. Thank you. Thank you. The next question comes from the line of Rishi Vora with Kotak Securities. Please go ahead.

Rishi Vora: Thank you for the opportunity and congratulations on a good top-line print. Just a follow-up on again the non-wiring harness EV business. So, today we predominantly supply battery packs and incrementally we may start supplying the other products as well. So, how should we think about this business over the next 3 to 5 years in terms of the contribution? I am just asking for a rough number but today how much it is roughly contributing in 3 or 5 years down the line? Where do we expect the contribution of this particular segment would be given that the pace of electrification continues to surprise positively especially in the 2-wheeler segment?

Rahul Dhoot: Yes. So, hi, Rishi, Rahul. See, if you look at it, we are there present across the entire EV powertrain. It's not that we only do the battery pack assembly. So, whatever businesses come across, we try to optimize on all the areas of products which we have in the EV powertrain. If you are talking about the battery pack assemblies, we have been doing the battery packs for our top customer, and another top customer has now added on to it. So, the battery pack assembly business is also going to go up. Apart from this, we are also going to start the EV charging business. So, all those areas are going to add up.

Now, when we talk of the growth in terms of electrification, it is going much beyond the expected numbers and the present customers are very bullish on the growth. And fortunately, our top 2 customers don't look at India only and there will be a lot of EV exports happening from India also. So, I believe that there will be a lot of opportunities to not only selling through them in India but also out of country.

Rishi Vora: Understood. And just any thoughts about getting into 3-wheeler battery pack business and how should we think about the margin of this EV component business? Will it be similar, dilutive or accretive to our overall business?

Rahul Dhoot: So, for us, margins are similar whether it is ICE or EV because at the end of the day, we work with customers not product by product but as a norm. And then it is all about superior execution. We don't operate with too many management layers. We have a very hands-on operation and also a lot of good mix of workforce management and labor mix. So, these are the areas that we focus on and we try to have a superior execution. Otherwise, the margins remain the same for ICE or EV for us.

Rishi Vora: And any thoughts on 3-wheeler battery pack business? Is that area which you will consider in the future or not?

Rahul Dhoot: So, 3-wheeler battery pack, if you ask me as a manufacturer, we will always plan to create our own product and go up to the existing customers and try to reach out to them. But I believe we are at this point of time going to consolidate our position on the 2-wheeler battery packs at least for the next 1 or 2 years.

Rishi Vora: Understood. And just one question for Nitin. What would be our cash levels at the end of June and if you could share the FCF for the quarter?

Nitin Kalani: Yes, Rishi, thank you. See, the thing is the IPO money came in the month of August. So, the Bain infusion which happened in the month of March plus the impact of Multilink acquisition, part impact I would say, has led to a debt level which is at about Rs. 220 crore at the end of June quarter. We had fixed deposits created out of the Bain infusion. So, that's the indicative number at this point in time. After the equity infusion has happened, the debt level would have turned again in a cash surplus kind of scenario.

Rishi Vora: So, spare to around 1,000 crores of net cash like around August, end of August is how we should consider?

Nitin Kalani: Yes, end of August, that will be the kind of maybe slightly there only, a few crores here and there.

Rishi Vora: Understood. Thank you so much for this. I will get back in the queue. Thank you.

Moderator: Thank you. Your next question comes from the line of Vijay Kumar Pandey with Axis Capital. Please go ahead.

Vijay Kumar Pandey: Also, thank you for taking my questions and congratulations for an excellent set of companies. So first of all, if you could help us understand the breakup of the non-wiring hardware business in Q1 in terms of sensors and controller, Multilink usage 3% and battery pack.

Nitin Kalani: So, you want to understand the growth in the non-wiring hardware business?

Vijay Kumar Pandey: Yes, growth and the revenue breakup, the contribution.

Nitin Kalani: Yes, if you honestly ask me, the growth I can touch upon, but we are not allowed to give exact breakup on the battery side and all those things, basically because of the customer concentration, being with only one single customer. So, the non-wiring hardware business grew almost 67.7%. Of that, I would say about 10-12% was contributed by the Multilink acquisition for the 20-days period that it had. On overall basis, it was about 3%, the contribution of the Multilink basis on overall growth levels. So, this business includes, as you know, battery packs, which is a major portion of this revenue. Apart from that, we also do controllers, sensors, and switches. I think these five products constitute the non-wiring hardware business.

Vijay Kumar Pandey: Okay. So, secondly, if you can speak a little bit about Ride Vision JV, because that's a new business and we are getting into the Ride Vision comes into ADAS. So, just want to understand what kind of product opportunities are we looking at there? What can be the potential accessible market there? Just wanted to understand that.

Rahul Dhoot: So, regarding the Ride Vision JV, it is all about the ADAS for the two-wheeler setup, which the Israeli company has already done well. We have been giving presentations to all the important two-wheeler customers and there's a pretty good interest which we have got out of it. It's a futuristic thing and it will be lots to do with the regulations coming on board from the government of India. But we are well in time and we will be prepared for all those areas to explore before they come.

Vijay Kumar Pandey: So, with Ride Vision JV also, will we continue in two-wheelers, or we plan to expand into passenger vehicle as well?

Rahul Dhoot: So, ADAS as a product is not dependent on the segment of the whole thing. So, it can be two-wheelers, four-wheelers. We are going to first focus on the two-wheeler side for it.

Vijay Kumar Pandey: Can you help us understand the types of product or anything on that?

Rahul Dhoot: So, basically what happens is, there are not only the front collisions, there are also back collisions and sometimes there is a blind spot on the left and right side, which is detected by the product which has been made by the Israeli joint venture company, Ride Vision. They have already done a lot of study on the Indian market and looking at the concentration of the Indian market, they have created this product, and they are already in advanced discussion. So, it's regarding the blind spots which come across on both the sides and that is how this is going to help us out.

Vijay Kumar Pandey: Lastly, in terms of Multilink and non-wiring harness, what will be our EBITDA margin and generally what is our expectation in mid-term?

Rahul Dhoot: So, I believe that the full integration with Multilink should happen in four months' time and I believe that as the way we work, the EBITDA margin should be in line with Dhoot's EBITDA margin.

Vijay Kumar Pandey: Are we looking for any acquisition with the IPO money?

Rahul Dhoot: So, that is always going to be a continuous thing, like with Bain associated and helping us out on the M&A side. There is a long funnel which goes through every month but we are very slow on that because the money which has come in, the first option would be the JVs, TCs, Organic and then M&As and in that also, our first option would be Indian acquisitions and the last option would be taking businesses abroad in the West, if at all it is related to strategy in terms of technology or sector.

Vijay Kumar Pandey: But as such, we are not thinking for any acquisition in passenger vehicle space or anything of that sort?

Rahul Dhoot: No, not as of right now. We are in an advanced stage related to a joint venture for the passenger vehicle harnesses for the HV side but we will be able to give correct information of this in our second earnings call.

Vijay Kumar Pandey: Okay, sir. Thank you and all the best.

Moderator: Thank you. Your next question comes from the line of Ajox Frederick with Sundaram Mutual Fund. Please go ahead.

Ajox Frederick: Hi, sir. Congrats on a good set of numbers. Sir, just two questions. One is on the split between the wiring harness and the non-wiring harness, the absolute value this quarter and let's say last year to 1st Quarter. If you can give me that data.

Rahul Dhoot: One second. We will give you the absolute value.

Nitin Kalani: So, the wiring harness revenue in this quarter was about Rs. 1090 crores. And non-wiring harness business revenue was Rs. 358 crores.

Ajox Frederick: And how much was it last year, sir?

Nitin Kalani: Last year, same quarter, the revenues were for wiring harness Rs. 753 crores, non-wiring harness was just Rs. 213 crores.

Ajox Frederick: Very helpful. And secondly, on margins, usually it comes with a quarterly lag, the repricing, etc. So, do we still have a probability of inching the gross profits up? Is there further scope for that repricing to happen in our gross margins?

Nitin Kalani: Yes. In the 1st Quarter, there was a slight elevation of the key raw materials, which includes copper and one or two other commodities also, where we have these negotiations with customers possible. But the margin impact would be not significant. I think in July also, it went on further basically by about 3%-4%. July and even August, we saw a similar kind of trend. So, if you are asking whether it will be materialized in the second quarter itself, the answer would be probably no, not immediately in Q2. But in Q3, we will get these things if the price is stable.

Rahul Dhoot: So, technically, I would just like to say that whenever there would be a softening of the raw material, at that point of time, the recovery will start for us.

Ajox Frederick: Understood, sir. Got it.

Rahul Dhoot: Yes. So, it's over a period of time. Yes, it's a period of time. It will take its own, like when it's a hard cycle for us, we have to lose that money. And when the soft cycle starts, because at some point of time, there's a peak which it hits and then it comes down. So, that's the time wherein the recovery starts.

Ajox Frederick: Perfect, sir. Great, sir. That's it for me. Thank you.

Moderator: Thank you. Your next question comes from the line of Preet Gattani with Incred Asset Management Company. Please go ahead.

Preet Gattani: Thank you for the opportunity, sir. And congratulations on the good set of numbers. My first question is on the line of wage hike impact. So, if you could just quantify what could be the wage hike impact. We have around 16% QoQ growth in the employee cost. What would be led by wage hike and what would be the organic employee hike?

Rahul Dhoot: So, wage hike impact is not on our thing. Whichever state we are present, whatever is the minimum wages contract which comes through that, we have to adhere to that. And then only in terms, you have to discuss with the customer. So, I believe that the impact which is there has been taken. And discussions with customers are yearly discussed with them on the wage hike cost. And that's where it comes to us back.

Preet Gattani: Sure, sir. I got it.

Moderator: Preet, sir, you have any further questions?

Preet Gattani: No, no. My other question has already been answered.

Moderator: Thank you. Your next question comes from the line of Ayush Ved with Leo Asset and Wealth Management. Please go ahead.

Ayush Ved: So, first of all, congratulations, Rahul and Nitin, for a good set of numbers. So, my question is more on the accounting side. So, when the acquisition of Multilink happened, the consideration is shown as Rs. 435 crores, if I am not wrong, in the RHP. So, what would be the goodwill impact for it?

Nitin Kalani:

See, we are in the process of assessing the attribution of those values, basically. Some tentative numbers have been arrived at that on that part. So, the value will be distributed across three, four, I would say, major heads. And one of those would be customer relations, basically. Obviously, the assets acquired would be recorded at fair value, both on the fixed asset side and working capital side. In addition to that, there will be intangibles which will be identified. One of those large intangibles would be the customer relations, where we are getting a customer which was not with us earlier. And also, another customer where we have increased the revenue contribution from that particular customer. So, customer relationship would have a major, I would say, part of the purchase consideration breakup. In addition to that, there will be goodwill and, as you rightly said, the intangibles of trademarks and patents and other things. My sense is that roughly, it would be about 20 or 25% of the acquisition price when it comes to goodwill.

Ayush Ved: Okay, got it. Thank you so much.

Moderator: Thank you. Thank you. Your next question comes from the line of Nishant with Nippon Life. Please go ahead.

Nishant: Okay. Yes. So, thanks for taking my question. So, first question would be on the wiring harness side. What would be the percentage of localization or the backward integration that we would probably have in that business versus the bought-out components, maybe in terms of cables, terminals? So, any sense on that if you could provide us?

Rahul Dhoot: So, we have a very good auto-component division wherein we backward integrate into cables and connection systems. And localization is a continuous drive. You have to keep doing that every month and then go on progressing with it. It's not that there is a benchmark because at the end of the day, the business also grows and the number of components which keep on coming for localization are there. But I can tell you that we have a very good localization drive and about 30% of the component, 30%-35% of the component which were imported must have come down by 20%-25% now. So, about 20%-25% is what we import and remaining we have localized.

Nishant: Is there something that we manufacture ourselves in terms of cables or connectors or terminals, something like that or those are all bought-out components?

Rahul Dhoot: We manufacture it ourselves. We have Dhoot Autocomponents. It's a subsidiary of Dhoot Transmission wherein about 1200 crores of business is done for the group companies which doesn't reflect into the overall sales because at the end of the day, it's all self-consumption.

Nishant: And secondly, I just wanted to understand copper. So, what would be copper as a percentage of our BOM cost?

Rahul Dhoot: About 20%-23%.

Nishant: Okay. So, 20%-23% is our dependency on the copper as a material, right?

Rahul Dhoot: Yes, 20%-23%. Approximately that ballpark.

Nishant: And lastly, just a sense on your battery pack business, what would be our value addition in this particular product?

Rahul Dhoot: So, battery pack, basically the cells are imported which customer gives this to us. Then there are cell holders, the tap cells, the bus bars, the wiring harnesses, the pressure sensors, the overall component level working which is there, connector systems and all that. All that we do in-house. We manufacture it in the auto-comp company.

Nishant: So, any percentage that you can guide us on?

Nitin Kalani: We are bound by an understanding with the customer. Actually, we really can't disclose more details there because we have a single customer and it will be tantamount to breaching that agreement with the customer.

Nishant: Fair, fair. No problem, sir. Thank you.

Moderator: Thank you. Your next question comes from the line of Viraj Sanghvi with Ambit. Please go ahead.

Viraj Sanghvi: Thank you for taking my question, sir. Just one clarification first. The supplies to the second customer for battery pack assembly, were they started for the full quarter of Q1?

Rahul Dhoot: Just one month of the last quarter.

Viraj Sanghvi: Thank you, sir. Secondly, sir, the automotive switches and EV cord set utilization levels have kind of remained low for the last three years. So, what is the kind of hindrance which is there in that particular piece of the business in your utilization levels picking up over there and how can that pick up?

Rahul Dhoot: So, the point is in the automotive switches business, we do the off-highway business, the off-highway and the tractor business switches and we have been growing as per the market rate at what this industry has been growing. And the EV cord set business is doing very well. In fact, the new business of EV cord sets which are coming for next year, we almost have a 40%-45% share of business for the Indian market.

Viraj Sanghvi: Okay. Got it, sir. And, sir, what we see on the wiring harness business on the passenger vehicle side is generally there are two separate suppliers for low voltage and high voltage wiring harness. So, how predominant would that kind of scenario be in the two-wheeler, three-wheeler space or that is absolutely not the case in electric two-wheelers, three-wheelers?

Rahul Dhoot: No. See, in any electric vehicle, there will be two voltage systems. So, LV and HP remain a part of the two-wheeler business also. But we are a part of both the products.

Viraj Sanghvi: Okay. So, usually when you are present on an electric two-wheeler, you are supplying both low voltage and high voltage. That would be predominantly the case.

Rahul Dhoot: The 99% of the case is that only.

Viraj Sanghvi: Okay. Got it, sir. Those were my questions. Thank you.

Moderator: Thank you. Thank you. Your next question comes from the line of Sheetal Kumar with Heron's Management. Please go ahead.

Sheetal Kumar: Thank you for the opportunity. I just want to highlight one fact that please give some time to study the report and maybe schedule the call the day after, means the next day you intend to publish the result and the presentation. That will be helpful.

Rahul Dhoot: We will take the suggestion from you and we will do it from next quarter onwards.

Sheetal Kumar: Yes. Thank you. And my question is that where do you see the revenue contribution of EV? Revenue contribution of EV in next, say, two, three years or later means. Where will it settle for these considerably?

Nitin Kalani: So, Sheetal, on the EV, this will be driven by the growth of the EV industry. If you really see, this quarter has been an excellent, I would say, growth for the EV sector per se, where the volumes almost doubled than what it was in the 1st Quarter of last year. Only with this, this one particular thing, I would say, our share of revenues from EVs have increased from 24% to 27% of our revenue, in spite of all other segments too growing very strongly. So, it all depends, meaning if the penetration increases for EVs, our revenue from EVs should also grow substantially. What we believe is that maybe in another two, three years' time frame, we should be definitely having a revenue from EVs of more than 30, 32%.

Sheetal Kumar: Thank you. That's helpful. And my second question is that the ICE volume has increased 70%, whereas in Europe, the presentation, it is shown that the two-wheeler and three-wheeler volume have increased by 20% and 33%. So, it means that we are losing market share in the ICE segment. Is my understanding right?

Nitin Kalani: No, we have not lost any market share. We will work on the numbers again, basically, with you, separately. But we believe whatever is disclosed is correct.

Sheetal Kumar: Okay. Means, if we have the market share intact, then we should grow in line with the industry. So, if the industry grew by 20% and 33%, and we are growing by 17%, so it's a basic assumption. There might be some nitty-gritty, so it will be better if it is clear.

Nitin Kalani: No, so our revenues on the ICE side grew, and was 63% in the quarter.

Sheetal Kumar: Okay. It's mentioned in your presentation. Let me see the page number exactly. Yes, it's on Page #6.

Nitin Kalani: It's not shared. It's not specifically mentioned. Our revenues on the EV side grew 79%, and on the ICE side grew 52.6%.

Sheetal Kumar: That's helpful. Thank you. And my last question is that we are already in the testing phase for the ADAS systems. I think the testing is being done by the Delhi company. But do we have customers ready to adopt it? And if you can name it, who is willing to adopt it?

Rahul Dhoot: So, we can't name the customers, but the point is that we already have a relationship with all the two-wheeler customers. We have already approached them. There is a pretty good interest which is there. And whenever the regulation comes, we will be ready with the product before it comes.

Sheetal Kumar: Okay. So, what it means, we are dependent on regulation. And what it means, it doesn't come and the OEMs want to sell it as a premium feature. That is not a possibility?

Rahul Dhoot: That could be a possibility. But as much as we understand, looking at the concentration of two-wheelers which is happening and the road accidents which are happening, the regulations for ADAS should be coming on very soon. And we want to be ahead of the curve in case it comes and be ready with the products. That's why we have chosen Ride Vision to be the right partner for it.

Sheetal Kumar: Okay. And does it mean I am not trying to reveal your number, but say an entry-level segment bike or a scooter, how much the cost will increase if they adopt this ADAS?

Rahul Dhoot: That depends on what all features. So, it's a very relative question. It depends on how many features it is required. So, we can't comment on this right now. But if you send us a separate email, we will put you across to our CEO who is doing this and he can share more details if it is in line with the customer.

Sheetal Kumar: Okay. Thank you. This is all. Thank you for giving the opportunity.

Moderator: All right. Thank you. Your next question comes from the line of Preet Jain with Niveshay. Please go ahead.

Preet Jain: Yes. Thank you so much, sir, for the opportunity. So, my first question is on the margin profile. If you compare YoY Q1 FY26 to Q1 FY27, is it the proportion of battery and other products increasing? That is why we are seeing an impact on the gross margin?

Rahul Dhoot: No. It's not because of that. As we explained it to you, it's about the hard cycle and the soft cycle of the commodity. So, at that point of time, it was a soft cycle of the commodity going on. Right now, we are through a hard cycle of the commodity that's going on.

Preet Jain: Okay. So, gradually, we should see that margin profile going up, right?

Rahul Dhoot: Yes. Whenever the raw material starts coming down, we should be doing better on the margin side.

Preet Jain: Okay. So, we do pass on our prices, but with a lag, you are saying?

Rahul Dhoot: It's a lag of three months and that's how customers do it. And we have been doing it for years like this.

Preet Jain: Okay. Got it. And, sir, in terms of where we in the EV side, when I speak, specifically, we have a good market share of around 70%. Let's think in terms of the content per vehicle with our set of products that we have currently, wire harnessing, battery, sensors, controllers. So, how much do you think that we have? Let's say, with our current product profile, we can offer X amount. And what percentage are we currently supplying to this OEM?

Rahul Dhoot: So, if you look at it, there are various OEMs to which we are supplying various products. And there are products like the cord sets, there are products like the charging guns, products like RCDs, products like chargers, DC-DC converters, wiring harnesses, HV-LV, and then the battery pack assembly. So, everyone has a content. Depending on model to model, it goes up and down. So, it's a variable thing. And it's an information which is customer to customer. So, we would not like to talk more about this in this term. Kalani ji, if you want to add.

Nitin Kalani: Yes, yes. But if you are honestly asking about the content between ICE versus EV, then the content is substantially higher. If you only look at the wiring harness piece, the content goes up by 1.5x to between 1.5x to 2.5x, that of the ICE engine. On the top of it, we have the other products what Mr. Dhoot mentioned.

Rahul Dhoot: So, what happens is for the wiring harnesses, a normal ICE will have only a low voltage harness. We get an extra high voltage harness over here. That's why the content increases. And then the other products also come into picture. So, it becomes a good overall if everything goes well as compared to if someone picks up all our products, then our X can become up to 4x in the EV.

Preet Jain: Okay, got it sir. And sir, in terms of capacity expansion, like with this IPO process also, we have not set aside anything for this wire harnessing segment. So, do you think 75%-80% utilization, we still have a headroom to increase it or we will, you know, soon be coming up with a CapEx here?

Rahul Dhoot: No, we have in the IPO proceeds which have come in, in that there is an expansion going on in two plants. One is in Jhajjar and one is in Hosur, and which is going to add about 15%-20% to our capacity this year. And we cannot increase anything in the 75% range because all our customers operate at 100% efficiency when it comes to the 5-6 months of season time during Diwali. So, for that, we have to maintain a capacity of 75% year around so that during the peak cycle, we are able to support our customers.

Preet Jain: Okay, got it, sir. Thank you so much.

Rahul Dhoot: Thank you.

Moderator: Ladies and gentlemen, we take that as the last question for today. I now hand the conference over to Mr. Rahul Dhoot from Dhoot Transmission Limited for closing comments. Over to you, sir.

Rahul Dhoot: Thank you so much to all of you for attending the call today and looking forward for sharing our next earnings call next quarter. And thank you for the trust which has been bestowed upon me and my team. Thank you.

Moderator: Thank you, ladies and gentlemen. On behalf of Dhoot Transmission Ltd, that concludes this conference. Thank you everyone for joining us and you may now disconnect your lines.