



Bansal Roofing Products Ltd.

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

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BRPL/SEC/2026/20

August 19, 2026

To,
The General Manager,
Corporate Relationship Department,
BSE Limited

P. J. Towers,
Dalal Street, Fort,
Mumbai - 400-001

Subject: Earnings Call Transcript
Scrip Code: 538546

Dear Sir/Madam,

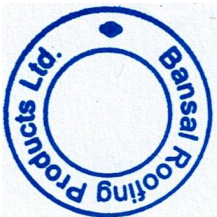
Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith the transcript of the earnings call held on Thursday, August 13, 2026 post announcement of Financial Results of the Company for the Quarter and Financial Year ended March 31, 2026.

The above information is available on the website of the Company at www.bansalroofing.com

This is for your information and records.

Thanking you,
For, Bansal Roofing Products Limited

Ritu Kailash Bansal
Company Secretary and Compliance Officer





Structuring Dreams from Steel.

BANSAL ROOFING PRODUCTS LIMITED

Q1-FY27

POST EARNING CONFERENCE CALL

August 13, 2026

Management Team:

Mr. Kaushal Kumar S. Gupta – Chairman & Managing Director

Mr. Kailash Bansal- Whole Time Director

Mr. Jignesh Bansal- Finance Head

Mr. Chirag Rana- Chief Financial Officer

Call Moderator:



Strategy & Investor Relations Consulting

Moderator: Good afternoon. We'll just start in a couple of minutes. Good afternoon, everyone, and a very warm welcome to the Q1 FY27 Earnings Conference Call of Bansal Roofing Products Limited, facilitated by Evergrow Partners. Today, we have Mr. Kaushal Kumar Gupta, Chairman and Managing Director and Mr. Kailash Gupta, Whole Time Director. As this is also the maiden earnings conference call of Bansal Roofing Products, management will begin with a brief introduction to the company, its business model and growth journey, followed by an update on the operational and financial performance for Q1 FY27, recent capacity expansion initiatives and the company's strategic priorities going forward. Before we begin, I would like to mention that certain statements made during today's discussion may be forward-looking in nature. Actual results may differ materially due to various risks, uncertainties, and external factors. A detailed statement in this regard is included in the company's investor presentation on the Q1 FY27 exchange. We will first have the management's opening remarks and business update, following which the floor will be opened for an interactive question and answer session. I would now like to invite Mr. Kaushal Kumar Gupta, Chairman and Managing Director of Bansal Roofing Products to deliver his opening remarks. Over to you, sir.

Mr. Kaushal Kumar Gupta: Yeah, good afternoon, everyone. On behalf of the board of directors and the entire team at Bansal Roofing Products Limited, I welcome all our shareholders to our Mayden Q1 FY26-27 Earnings Conference call. Before discussing the quarter, I would like to spend a few minutes introducing the company and explaining how the business has evolved, Company and Business Model: Bansal Roofing Products Limited Now see BRPL is an integrated metal building solution company engaged primarily in the design, engineering, manufacturing, supply and installation of pre-engineering building or PAPs along with roofing and cleaning systems and various allied building components including solar structure. Today, our solutions cater to customers across sectors such as warehousing, manufacturing, chemicals, pharmaceuticals, engineering, showrooms, recreational facilities and several other industrial and commercial applications. Our journey: BRPL incorporated in 2008 followed by commencement of commercial production of roofing sheets and accessories in 2011. That is why the name is Bansal Roofing Products Limited, because in 2011, we started the roofing products and the accessories. Manufacturing of the roofing products and accessories.

In 2014, we completed our IPO and listed on the BSE SME platform. As the market opportunity evolved, we progressively expanded beyond roofing products and commenced commercial production of PEB in 2016. By 2020, our initial manufacturing facility, which we termed as Unit 1, had reached a PEB production capacity of approximately 100 Mt per month, giving us the confidence to undertake a significantly larger expansion program. That is why the next major phase of journey began in 2020 when we acquired 3 lakh sq. ft of land around 10 times the size of earlier unit. In 2021, BRPL migrated from SME platform to the main board of BSE.

From there, we have expanded our manufacturing infrastructure in multiple phases. PEB manufacturing capacity increased to approximately 300 metric tons per month in 2022, approximately 800 metric tons per month by December 2024. Alongside this, the company also created significant capacity in roll-forming products. Our objective has been to progressively build BRPL into a more integrated manufacturing and execution platform capable of handling a broader range of customer requirements.

What BRPL does today? Today our portfolio extends well beyond a basic roofing products business. At the centre of the company is our pre-engineering building business where we participate from engineering and design through fabrication and executions. Surrounding this core offering we

manufacture and supply several related products including color-coded roofing sheets, accessories, decking sheets, purlins, insulated panels, polycarbonate sheets, louvers, and more recently ground mounted solar structure.

This portfolio gives us an opportunity to participate in a larger portion of the metal building ecosystem rather than remaining dependent on any single product category. Our approach has always been to combine engineering capability, manufacturing capabilities and execution capability. For a customer, this means we are able to increasingly function as a single point solution provider rather than merely as a supplier of individual component. We do complete work right from designing, fabrication, supply, erection. So, it's a single point solution. Except the civil work, we do everything, everything is being done by the BRP. Manufacturing infrastructure. Our primary manufacturing facility unit 2 is located in Pratap Nagar, Savli, Vadodara, Gujarat. It has a built-up area of approximately 3 lakh square feet and is spread across around 7 acres of houses and in-house manufacturing, storages, administrative and dispatch operations. The facility has been progressively equipped with CNC plasma cutting, HV welding machine, multiple rolls forming machines, make, arc welding, shot blasting, painting, all machines required for fabrication. The significance of this infrastructure is that as our announced capability increases, we can work toward improving this thing simultaneously. Execution capabilities, quality control and operating efficiency.

Financial evolution of the company: The expansion of the manufacturing platform was gradually translated into a larger financial base. Revenue from operation increased from approximately Rs41.7 crore in FY 2021 to approximately Rs154.3 crore in FY 2025-26; Rs3.5 crore to Rs16 crores while PAT increased from Rs2.2 crore to Rs10.4 crore. Over the period the company recorded a 5-year CAGR of approximately 30% in revenue, 36% in EBITDA and 36% in PAT. For us these numbers are important not only because of the growth achieved but because the company today operates from a substantially larger manufacturing and organization base that it did several years ago. We believe this gives us a stronger platform from which to pursue the next phase of growth.

Our philosophy going forward: Our strategy is relatively straightforward. We want to increase the utilization of the manufacturing infrastructure we have created, expand our capability in higher value, PEB and fabrication work, increase the production of products manufactured internally, broaden our customer industry base and enter adjacent opportunity where our existing manufacturing expertise can be leveraged. Our recently introduced solar model mounting structure business is an example of this approach. We are not trying to become something completely different from what BRPL already does. Instead, we are looking at opportunities where our capabilities in steel processing, roll forming, fabrication, engineering and project executions can be extended into a larger addressable market at the same time.

We remain focused on execution, discipline, quality customer relationship and the financial health of the company. As this is our maiden call, we understand that many investors may be learning about BRPL for the first time. We therefore intend to use these quarterly interactions not only to discuss financial performance but also to progressively help investors understand the economics of our business including capacity utilization, product mix, project execution, margins, working capital and the opportunities we are pursuing. With that introduction, I will now hand over to Mr. Kailash Gupta. Our whole-time director will take you through the Q1 FY27 performance, the operational developments during the quarter and capacity expansion initiatives currently underway. Thank you and over to you, Kailash.

Mr. Kailash Bansal: Thank you, Chairman. Good afternoon, everyone. And thank you for joining us on BRPL's earnings conference panel. I will take you through the company's performance during Q1 FY2026-27 followed by an update on our manufacturing expansion, machinery additions, and the new solar structure business and our operating priorities going forward. Q1 FY27 Financial Performance During Q1 FY27, BRPL reported revenue from operations of approximately Rs45.89 CR compared to with Rs 36.20 CR during Q1 FY26. This represents year-on-year growth of approximately 26.8%. EBITDA for this quarter stood at approximately Rs4.12 crore compared with Rs 3.01 crore in the corresponding quarter last year, representing growth of approximately 35% year-on-year. EBITDA margin was approximately 9% compared with approximately 8% during Q1 FY26. Profit after tax for the quarter stood at Rs2.67 CR compared with approximately 2.02 CR in Q1 FY26 representing year-on-year growth of approximately 31.9%. Diluted EPS for the quarter stood at Rs 2.02 compared with Rs1.53 during the corresponding previous last year. Therefore, from a year-on-year perspective, the company began FY27 with healthy growth across revenue, EBITDA and profitability. On a sequential basis, revenue remained broadly stable compared with Q4 FY26, while EBITDA and PAT were lower than the immediately preceding quarter. Rather than drawing conclusions from any individual quarter, our focus remains on improving the operating capability of the business and supporting sustainable growth across the full financial year and beyond.

Now, annual production capacity and utilization for previous financial year and post expansion capacity details to be followed. So, our roofing sheet capacity production is 10,000 metric tons per annum and we have produced 5072 metric tons per annum with a utilization of 50.72%. After expansion, the capacity will reach from 10,000 tons per annum to 15,000 tons per annum. Decking sheet capacity is 6000 tons per annum and the production which is made is 552 metric ton per annum which is 9.2% of the utilization. Purlin capacity we have 1500 metric ton per annum and production made is 1278 metric ton which is 85.20% of the total utilization and after expansion the capacity of production of Purlin has reached from 1500 tons to 3600 metric ton. PEB structure production capacity for the previous year is 9600 metric ton and we have achieved production of 773 metric ton which is 80.86 percent. After expansion the capacity has gone from 9600 metric ton to 15000 metric ton per annum. Solar structure as this capacity is added by this year only so the production is yet to occur. Expansion a major operating focus during the quarter has been the continued expansion of our manufacturing infrastructure.

As mentioned earlier, BRPL has developed its facility in multiple phases. We are currently progressing with Phase 5 and Phase 6 of our expansion program. Both phases are under construction and are expected to be completed by mid-September 2026. Upon commencement, Phase 6 is expected to contribute approximately 200 metric tons per month of additional light fabrication PEP capacity. Further, Rs5 crore machinery investment during Q1. Alongside civil infrastructure, we also undertook approximately Rs 5 crores of machinery capex during Q1 FY27. Some of the important machinery added and commissioned for improving performance of PEBs are CNZ Drone Forming Machine, CNC Plasma Cutting Machine, Roofing Sheet Drone Forming Machine, Overhead Cranes and Mobile Cranes.

Bansal has also now entered into Solar Module Mounting Structure Manufacturing. So, regarding that and another important development during the quarter was our formal entry into Solar Module Mounting Structure or MMS. The advanced high-speed roll forming machinery required for this segment was installed and became operational during quarter Q2 FY27. We will be operating in quarter Q2 FY27. This marks BRPL's entry into renewable energy infrastructure ecosystem. We have added high-speed CU-Purlin roll forming machine, high-speed HAT roll forming machines. These are the two machines which were added for production of solar MMS structures. Along with that, we have also started recruitment for marketing of solar structures.

The company currently operates on a partial two-shift production 8-12 hours model to improve assessed utilization and project turnaround. In future, it can be extended up to 16 hours. We continue to invest in higher efficiency machinery, improve material utilization and monitor scrap generation closely. During Q1FY27, BRPL also added 100 kW of rooftop solar capacity, taking total installed rooftop capacity to approximately 300 kW. This will help us in reducing our electricity bill. According to the company's current analysis, approximately 45% of the electricity consumption is now being met through solar power. Apart from its sustainability benefit, initiatives such as these are part of our broader effort to improve the efficiency and resilience of our manufacturing operations.

How we look at the opportunity ahead now? So going forward, our priorities can broadly be divided into five areas. First, capacity utilization. A meaningful amount of manufacturing infrastructure has been created over last several years. The next important step is to aggressively increase throughput and utilization across these facilities. Second, execution capability. For a PEB business, simply receiving orders is not sufficient. We are working towards faster execution while safety is the topmost priority. Third, increasing in-house value addition. Wherever commercially appropriate, we would like a greater proportion of the manufacturing process to happen internally. This can improve control over delivery quality and manufacturing economics. Fourth, expanding the product basket: BRPL already participates across PEB structures, roofing, cladding, purling, decking and various associated products. Solar MMS represents an additional adjacent opportunity. Over time, our objective is to increase the amount of business that can be addressed using the same manufacturing ecosystem. And fifth, maintaining financial discipline. Growth is important, but we want growth that can be sustained. As the scale of operation increases, management will continue to monitor margins, working capital, capital utilization, and balance sheet carefully. With that, I would request the moderator to open the floor for questions. Thank you.

Moderator: Thank you, Mr. Kailash and Mr. Kaushal Kumar Gupta. We shall now have the Q&A session. Please raise your hand if you would like to ask the management questions. We will wait for a few moments to allow participants to join the queue.

Mr. Kaushal Kumar Gupta: Actually, Moderator, I have received questions from Mr. Lakshman Ishwaran.

Moderator: Yes, I would like to list out the questions also. I have the questions. I will list out the questions one by one. So, we have also received few questions from shareholders over mail, which we would like to take up first. These questions are from Mr. Lakshman Eswaran. The first question is, can you elaborate on the solar structure opportunity? I wanted to know about the requirement, its potential and our capacity we are eventually targeting. What will be the top line contribution from this product in coming years? Also, what are the margins for this product? Please go ahead.

Mr. Kaushal Kumar Gupta: Yeah, so, Lakshman, good afternoon. Can you elaborate on the solar structure opportunity? Now, solar for India, it is a very big opportunity for the structural companies. Recently, around 5 giga watt projects are on the annual. It is a very big quantity. BRPL has imported machines which manufacture MMS, the HET profile and the C&U profile and we can produce 25,000 ton in a month, sorry, 100 into 20, 20,000 tons, yes, 25,000. 25,000 tons in a month we can produce and supply to the structure company. Now, top line contribution. If you multiply 25,000 with roughly 80 rupees a kg. So, it is Rs20 crore per month. If everything goes right, if he starts getting the order, this much revenue may increase per month. About the margin, When the supply is in bulk, the margin is less. So, this is a roll forming product which does not take much manpower, much electricity even. Only the machine is costly and the product is precise and supplied in bulk. So, margin is roughly 4 to

5%. Gross margin I am telling but because the expenses are very less the net margin is around 2.5 to 3%. So, the top line will increase but the bottom line you will find little less but ultimate profit will be good. So, this is the answer of your first question. Second question Sanjyot you are repeating or shall I repeat?

Moderator: Yes. No, I will go ahead. Can you elaborate on the current capacity for PEB and its potential this coming year? Also, what is the targeted capacity with the current phase 5 and phase 6 completion and what will be its reflection on top line and margins?

Mr. Kaushal Kumar Gupta: Yeah, now 1200 ton per month is the capacity of PV and once we achieve that you can we can multiply this by 100 rupees a kg so that will be top line and margin will be good and the further this capacity which I am telling you is for the 8 to 12 hour shift if we get more orders then we can increase the shift from 1 to 2 shift and the production capacity may not be double but it will be at least 1.75 to 1.8 times. So, if we get good orders in coming time, we can produce up to 2000 tons, no problem.

Moderator: Can we take next question?

Mr. Kaushal Kumar Gupta: Yeah.

Moderator: Can we have an idea of the current order book for the year?

Mr. Kaushal Kumar Gupta: Yeah, see we normally we have order of around 2 months in hand. So, we can see this year target is roughly Rs200 crore Rs180 to Rs 200 crore. So divided by 12 multiplied by 2 that is the order in hand.

Moderator: Are we receiving larger ticket size orders exceeding 10% of our revenue and are we ready for such execution?

Mr. Kaushal Kumar Gupta: Yeah, last year we have received more than the ticket size more than 10% of our turnover around 20% we bag order of around Rs24 crore rupees from single party and currently it is under execution and we are about to finish that job. So, we are capable but regularly we are not getting that much big orders. Our average order size as of date is Rs3 to 5 crore rupees that is the average order size. Rather we received recently one order of Rs8.5 crore which I think we put it on BSE as well. But the average order side is Rs3 to 5 crores.

Moderator: What is our total employee strength as of today both full time and contract? And is there a plan to increase it? If possible, please elaborate on future plans.

Mr. Kaushal Kumar Gupta: Yes, our total employee as on date is 300 both full-time and contract. Full-time employees are roughly 100 and contract employees are 200. Mostly contract employee, the technicians, fitters, welders and helpers these are on contract basis and permanent employees are from HR, marketing, accounts, supervisors, production manager and we need to increase. Once we reach to the we will complete five and six phase, we have to increase our permanent and temporary employees. So, our future plan is quite good. Right now, you can expect a good top line in future. I will not be able to give you figures but the future is very bright because solar we have yet not bagged the big orders, the small orders we already produce in supply. But once we start getting orders then the top line and the future plan is future is very good. Next.

Moderator: We are currently operating with a high ROE of 24% and ROCE of 35%. This indicates strong profitability. Can we expect consistent 25% return metrics moving forward?

Mr. Kaushal Kumar Gupta: Yes, yes, we can expect but what happened I'll tell you as I said that the solar once we start selling, the margin will be less. So, if we expect the increase of sales turnover of Rs 20 crore rupees in a month, ROCE may decrease a little bit. But overall, it will be very good. So, we can expect little fall in that but the overall result will be very good and Mr. Jignesh Bansal will be able to give more idea on this over to Mr. Jignesh Bansal for this particular question the question number 6.

Mr. Jignesh Bansal: So, the return on capital employed, since we have, currently introduced that for the additional machinery that we have, brought, into the company, once we start repaying it, then definitely we can see improvement in return on equity figures as well. Since our company had been debt-free last year, this year we introduced debt, for additional machinery CAPEX of Rs5 CR, and the repayment plan, is for the next four years. Other than that, we don't have any, plan to increase any further debt for it. So, you could see improvements in the return on equity, in coming years. Yeah. We can take the next question.

Moderator: So far, our receivable days have always been less than two weeks, which is super impressive. With the solar structure business coming in, will it impact the receivable days?

Mr. Kaushal Kumar Gupta: Yes, because solar business is very much capital incentive for contractor, so normally, even the good contractor, needs credit, so 30 to 45 days is a normal credit period in market, so this receivable will impact.

Moderator: Okay. Are we seeing any revenue contribution since opening the Mumbai office?

Mr. Kaushal Kumar Gupta: Actually, Mumbai office is not operating right now. It is closed because the person who was hired has left, so that office is closed now. So, there is no question of any revenue contribution from Mumbai office. I think Manish Kalaji he wants to raise some question.

Moderator: Please Mr. Manish Kalaji , go ahead.

Mr. Manish Kalaji: Yeah. Thank you so much, sir, for the opportunity. So first of all, congratulations on the good set of numbers that you've been posting, especially since last two quarters. And it's good that, we are having this, conference call after a long time. So, my suggestion to the management would be to continue having these calls because I know while your investor presentation is kind of pretty detailed, but as shareholders we are still looking for answers to many of the questions that we have. So, I have a couple of questions and a, a few more. so, let me first start so sir, Q3 and Q4 the previous year, right? You released projections also with respect to your revenue over the next two or three years. But in this particular quarter, which was the latest I mean, the latest presentation that you released you did not release any such financial projection. So, I just wanted to check are we going by what we had projected the previous quarter that our revenue would grow 25.32 percentage this particular year?

Mr. Kaushal Kumar Gupta: Jignesh.

Mr. Jignesh Bansal: Yes, sir. We are going by the same financial projections we would prefer giving projected financials data in the annual investor presentation, basically Q4 and Q2 so in the Q4, we predicted the projection would be around Rs180 to 190 CR. And currently we are going on the same run rate, but we'll provide a detailed analysis of what we projected and what currently the run rate we are on in Q2 investor presentation report.

Mr. Manish Kalaji : Okay.

Mr. Kaushal Kumar Gupta: Manish Ji, I understand your question. You are basically asking that despite introducing so many new machines, why have we kept the projections at the same level?

Mr. Manish Kalaji : Yes, the projection is not bad at all, sir. In Q3, you were at around sixteen-something percent, and in Q4, you increased it to 25%. So, achieving 25% on the current base is actually very good.

Mr. Kaushal Kumar Gupta: And it will be better than this because I think Mr. Jignesh Bansal and we all have not considered the revenue from solar machine yet.

Mr. Jignesh Bansal: Exactly, yes.

Mr. Kaushal Kumar Gupta: So, this is 25.32 is very conservative.

Mr. Jignesh Bansal: On the very conservative part, yes.

Mr. Manish Kalaji : Yes, I had asked about that as well because, going by what you have achieved, especially during the last two quarters, and considering your plans going forward, I think you have already answered my question, so I will not go further into that. Sir, coming to the Capex requirement, you mentioned that as well. If I go by the projections given in your Q3 and Q4 investor presentations, your projected debt levels are on the lower side despite all the Capex you are planning to undertake. You also mentioned that the sandwich panel project may require an investment of around Rs20–30 crore. So, are we saying that all these Capex requirements will largely be met through internal accruals?

Mr. Kaushal Kumar Gupta: Till date, we don't require any fund from outside. For the future expansion, we may require some fund. But not in this premises. This premises is packed up now the three Lakh square foot which we bought in 2020, now in 2026 we are packed up. So, we don't require any Capex for this particular premise. If we are going for some other project like you said sandwich puff panel or something like that, we will let you know and for that we require Capex but not very high. We can manage it from term loan or something. And nowadays a good amount of government subsidies is available. So, we would like to opt for the term loan.

Mr. Manish Kalaji : And what is your current debt level, sir, as on 30th June?

Mr. Kaushal Kumar Gupta: How much was it, Mr. Jignesh Bansal Rs5 crore?

Mr. Jignesh Bansal: Around Rs6 Crore.

Mr. Kaushal Kumar Gupta: Rs6 Crore.

Mr. Jignesh Bansal: Yes.

Mr. Manish Kalaji : And sir, on the investor presentation, if you can also give a breakup across your various product categories like PEB, solar structures, purlins, etc. Because I guess we are missing that information.

Mr. Kaushal Kumar Gupta: I think Kailash Bhai just mentioned it. Kailash Bhai, could you please read it out once again? Sir, I don't think I have included this in the investor presentation.

Mr. Jignesh Bansal: So as per Q4 investor presentation we have given a breakup of quantity wise, the roll forming products and the PEB products.

Mr. Manish Kalaji: So, when you talk about purlins and related products, which category does that fall under?

Mr. Jignesh Bansal : This comes under roll-forming products.

Mr. Kaushal Kumar Gupta: Look, Mr. Manish Kalaji Ji, let me give you a broad overview. We sell both the car and its spare parts, so to speak. The “car” in this analogy is the Pre-Engineered Building (PEB)—the complete product that we sell. At the same time, we also sell its individual components separately. For example, we sell roofing sheets, which form the roof of the building. A typical PEB company may not necessarily do this. However, since our company originally started with roofing products, we continue to operate in that segment as well. Similarly, purlins are the structural supports on which the roofing sheets are installed, while deck sheets support the slab. All these are components of a PEB, but we also sell them independently. So, when I say that we manufacture 1,200 tonnes of PEB, in a broader sense, we are actually manufacturing around 1,800 tonnes of PEB and related components. A PEB broadly consists of three parts. The first is the built-up structure, which is like the skeleton of the human body. The second is the purlins, which provide the support system. The third is the roofing sheets, which can be compared to the skin. Therefore, we manufacture and supply the complete building, while also selling roofing sheets, purlins and deck sheets separately. That is why these products are shown separately in our presentation. A conventional PEB company generally focuses on selling the complete PEB, whereas we have the additional advantage of independently selling its various components as well.

Mr. Manish Kalaji: Thank you, sir, for the detailed explanation. Sir, with our current asset base, what is the maximum level of revenue that we can achieve?

Mr. Kaushal Kumar Gupta : If the solar business takes off, sir, then the potential could be significantly higher. It could contribute substantially to our overall revenue.

Moderator: I'll have to interrupt. Apologies, I'll have to interrupt. Mr. Manish Kalaji, kindly send your questions on cs@bansalroofing because there is a time limit for the Zoom meeting. That is why.

Mr. Manish Kalaji: Oh, okay, fine.

Moderator: Yeah, so, we would like to, you know, conclude the call if there are any further questions, kindly mail us at cs@bansalroofing. Please Mr. Kaushal Kumar Gupta, share your final remarks.

Mr. Kaushal Kumar Gupta: Yeah, thank you very much to all to participate in earning calls. And I request to be on us in future for such earning calls. And we will also try our best to give you the return.