Date: August 24, 2026

To,
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Fort, Mumbai - 400 001.
Scrip Code: 531859

Dear Sir/Madam,

Sub.: Transcript of Earnings call held on Wednesday, August 19, 2026
Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")

Pursuant to Regulation 30 of the SEBI Listing Regulations and in continuation of our letters dated August 14, 2026 - regarding Intimation of Earnings Call and our letter dated August 19, 2026 - regarding Uploading of Audio Recording of Earnings Call, please find enclosed the transcript of the discussion held during the said Earnings Call held on August 19, 2026, at 11:00 pm (IST) *w.r.t.* discussion of operational and financial performance for Q1FY27 of the Company

The transcript is also hosted on the Company's website i.e. at https://www.orientalrail.com/earningscall.php

This is for your information and records please.

Thanking you,
Yours truly,
For **ORIENTAL RAIL INFRASTRUCTURE LIMITED**

Hemali Pratik Rachh
Digitally signed by Hemali Pratik Rachh
Date: 2026.08.24 13:01:54 +05'30'

HEMALI RACHH
COMPANY SECRETARY & COMPLIANCE OFFICER

"Oriental Rail Infrastructure Limited

Q1 FY27 Earnings Conference Call"

August 19, 2026

MANAGEMENT:	**MR. SALEH MITHIBORWALA – CHAIRMAN, MANAGING DIRECTOR AND CHIEF FINANCIAL OFFICER – ORIENTAL RAIL INFRASTRUCTURE LIMITED** **MR. TAHAA MITHIBORWALA – WHOLE-TIME DIRECTOR, ADDITIONAL DIRECTOR – ORIENTAL RAIL INFRASTRUCTURE LIMITED** **MR. NAJMUDDIN MITHIBORWALA -- CHIEF STRATEGY, INVESTOR RELATIONS OFFICER AND SENIOR MANAGEMENT PERSONNEL – ORIENTAL RAIL INFRASTRUCTURE LIMITED**
MODERATOR:	**MR. AKHILESH GANDHI – STELLAR INVESTOR RELATIONS**

Moderator: Ladies and gentlemen, good day and welcome to Oriental Rail Infrastructure Limited Q1 FY27 Earnings Conference Call. As a reminder, all participant lines will be in the listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touch-tone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Akhilesh Gandhi from Stellar IR. Thank you, and over to you, Mr. Gandhi.

Akhilesh Gandhi: Thank you, Renju. Good morning, everyone. I, Akhilesh Gandhi, on behalf of Stellar Investor Relations, welcome you all to the Oriental Rail Infrastructures Quarter 1 FY27 Earnings Conference Call. We shall be sharing the key operating and financial highlights for the first quarter ended on June 30, 2026. Today we have with us the senior management team of Oriental Rail Infrastructure with us today.

Mainly we have Mr. Saleh Mithiborwala, he is a Chairman, Managing Director and the CFO of the company. Along with him, we have Mr. Tahaa Mithiborwala, he is a Whole Time Director, along he is also Additional Director. With him, we also have Mr. Najmuddin Mithiborwala, he is a CS, IRO, and SMP.

And also before we begin, I would like to state that this call may contain some of the forward-looking statements which are completely based upon the company's beliefs, opinions, and expectations as of today. The statements made in today's call are not a guarantee of future performance and also involve unforeseen risks and uncertainties.

The company also undertakes no obligation to update any forward-looking statements to reflect development that occur after the statement is made. Document relating to company's financial performance like investor presentation is already been uploaded on the stock exchange and the company's website.

With that, I now invite Mr. Saleh Mithiborwala to share his initial remarks on the company's performance for the first quarter. Thank you and over to you, sir.

Saleh Mithiborwala: Good afternoon everyone. A very warm welcome to all joining in today. It is a pleasure to welcome you and talk to you regarding Oriental Rail Infrastructure Limited's earnings call. This is the first-ever earnings conference call and is an important milestone as we begin our regular engagement with the investment community.

We look forward to using these interactions to provide greater visibility into our business performance, strategy, and long-term growth journey. I hope you all have had an opportunity to review our quarter one financial year '27 investor presentation which has already been uploaded on the stock exchange.

Since this is our first earning call, I would like to briefly take you through our business Q1 financial performances and key growth priorities. Oriental Rail Infrastructure was established in 1991 and has built a presence of more than three decades in the Indian railway ecosystem, progressively expanding across railway interiors, components, freight wagons, and wagon components.

Today, the group operates through two complementary business platforms. The first is our rolling stock interior and allied product business housed with Oriental Rail Infrastructure, the listed parent company. The second is our freight wagon and wagon components business operated through our wholly-owned subsidiary, Oriental Foundry Private Limited.

We currently operate four manufacturing facilities spread across 100 acres with integrated capabilities across our passenger and freight businesses. Our manufacturing platform also includes in-house production of critical wagon components like bogies, draft gears, springs, couplers, side bearers, etcetera.

Starting with our parent company, Oriental Rail Infrastructure, it has established presence in the rolling stock interior and allied product businesses like floorings and seats. The core offering is seat and berths, where we have an established position and with a market share of more than 30%. The installed capacity is about 3,600 coaches per annum. And till date, we have supplied more than 40,000 coach sets over past several years.

Our key strength of this business is our backward integration wherein all major components of the seat and berths including the upholstery, the foams like PU foam, silicon foam, etcetera., and similar engineering components are manufactured in-house. We have a separate plant for manufacturing of the upholstery or the artificial leather and an installed capacity of 36 lakhs meters per annum serving railways as well as non-railway segments like upholstery, footwear, automobiles, etcetera.

We are targeting an EBITDA margin of 13% to 15% for the rolling stock interior and allied business segment supported by passenger coach modernization, new train additions, and expansion to ORVIN, which is the artificial leather business brand, applications and further backward integrations to improve our profitability.

Alongside this established business, we have significantly expanded in the freight wagon ecosystem through Oriental Foundry, which is now the primary growth engine of the group. Oriental Foundry operates an RDSO-approved manufacturing platform with an installed capacity of 2,400 wagons per annum. Its vertical integration across critical wagon components provides greater control over quality, supply, and manufacturing costs.

OFPL has delivered more than 4,000 wagons to date. Importantly, capacity utilization was approximately 50% in financial year '26, providing significant headroom to scale production through better utilization and execution without major capacity additions required. We are also applying for AAR certification which is intent to align our manufacturing capacity with global rail quality standards and support our expansion into international markets, which will be a big revenue booster.

With the above brief, I would like to take you through our quarter one performance. We had a positive start to the financial year on a consolidated basis, revenue from operations stood at

INR137.6 crores compared with INR117.9 crores in quarter one financial '26, representing a 16.7% growth on year-to-year basis.

Profitability grew significantly faster than revenue. EBITDA increased 43.7% year-to-year to INR20.9 crores, with EBITDA margin improving to 15.2% from 12.4%, an expansion of 286 basis points. Profit before tax increased 74.1% year-to-year to INR14.5 crores, while profit after tax increased 83% year-to-year to INR10.7 crores, with PAT margin improving to 7.8% from 5%. The improvement in operating profitability was supported by better product mix, improved cost absorption, and operating leverages.

Looking at the consolidated revenue mix, wagons accounted for approximately 75% of revenue, followed by seat and berths at 16%, rexine upholstery at approximately 5% and other products at 4%.

At the segment level, the freight wagon business contributed approximately INR106 crores while the rolling stock interior and allied business contributed approximately INR33 crores during the quarter.

The increasing contribution of the freight wagon business is reflected in our order books as well. As of August 11, 2026, our consolidated order book stood at approximately INR1,692 crores, comprising INR1,526 crores of wagon at OFPL and INR166 crores in the coach interior at Oriental Rail Infrastructure. This provides strong revenue visibility, particularly in the freight wagon business.

Our priority is now to execute this order book efficiently, improve production throughout and have better utilization while maintaining the quality and margin disciplines. We are targeting an EBITDA margin of 15% to 17% for the freight wagon business over the medium term, with increasing utilization of the existing platform being an important driver towards achieving this objective. At the same time, we remain focused on improving working capital efficiency and ensuring that growth translates into stronger operating cash flows.

From a financial discipline perspective, our credit rating continues to be CARE BBB Stable Public A3 and we remain focused on prudent capital allocation and maintaining a strong financial profile as the business scales.

While execution of our existing business remains the immediate priority, we are also developing multiple opportunities for the next phase of growth. One of this opportunities is the Smart Wagons technology. Through our partnership with HUM Industrial Technology, USA, we have entered the Smart Wagon Technology segment through an exclusive joint venture of 51-49 percentage to integrate HUM's on-board condition monitoring systems into freight wagons and passenger wagons as well.

This system enables real-time monitoring of parameters such as bearing vibrations and temperature, supporting predictive maintenance, early fault detections, improved safety, and reduced unscheduled downtime. This is a very big safety aspect which is at present a critical bottleneck for Indian railways and successful implementation of this technology would be a very huge step in Indian railways avoiding accidents and unscheduled breakdowns on the operating tracks.

We have participated in the RDSO development tender for 400 smart wagons, with financial bids expected to open in the end of August, and the key vendors have already been identified. We are confident of being the successful vendor against the tender.

In addition to the above, the Indian railways have already floated three tenders for the passenger coaches similar applications of the smart passenger coaches to identify and monitor the bearing vibrations, etcetera. These tenders are due to open in the end of August, and our participation is ready for these tenders, which will also expand the scope of the smart wagons into the passenger segment also.

Beyond the initial program, the company estimates the smart wagon market potential at approximately INR10,000 crores with estimated annual incremental revenue potential of approximately INR750 crores targeting around 30,000 wagons per year. We are planning a dedicated smart wagon component facility in North India by the end of financial year '28, supporting the commercialization and scale-up of this opportunity, as well as the Make in India initiative to successfully cater to this market requirement.

The next growth potential that we have is the modern wagon or the next generation wagons for which we have a tie-up with the United Wagon Company and its design arm VNICT for the improved 25-ton high axle load wagon platforms for the Indian markets. The development of designs are more than completed and in a final stage of progress and submission to RDSO is expected in Q4 financial '27.

The objective is to develop a better higher capacity carrying wagon with improved performance and reduced maintenance requirements, which would help better optimum revenue potential to the end user.

We are also pursuing the arm of wagon leasing. The in-principle approval for a wagon leasing operation has been received from the Railway Board, and we would be participating in active tenders to establish our footprint in the wagon leasing business. Our objective is to develop this business in a capital-efficient manner, creating a more recurring revenue stream and holding our edge in the wagon leasing business on account of a superior technology and better service feedback to our customers.

Alongside the above freight initiatives, we have also entered into a strategic tie-up through a joint venture with A B Composites which is focused on offering entire turnkey solutions of total furnishing of passenger coaches, which will be a huge advantage in garnering more market share and also improving our revenues and profit margins.

These initiatives are also supported by a long-term industry environment. Indian Railway is continuously investing significantly in freight infrastructure, network expansion, passenger coach modernization, and technology upgradation. The investor presentation highlights approximately INR2.9 lakh crores of railway budget capex for financial '27 and cumulative investment of approximately INR16.7 lakh crores planned through 2031.

In freight, the National Rail Plan 2030 targets an expansion of wagon fleet from approximately 4 lakh wagons to 6 lakh wagons, while the freight wagon market is expected to nearly double to approximately INR25,000 crores to INR30,000 crores by 2031.

At the same time, passenger rail modernization continue to operate ~~offer~~ opportunities across seat and berths, coach floorings, coach interiors, and total furnishing of coaches. We therefore believe our presence across both passenger and freight rail gives us multiple avenues to participate in the long-term structural growth.

Against this backdrop, our priorities for financial year '27 are clear. First, increased utilization of our existing wagon manufacturing capacity. Second, execute our current order book efficiently while maintaining quality and margin discipline. Third, improve working capital efficiency and cash conversions in the business scales. And fourth, selectively develop our new opportunities across smart wagons, the modern wagons, and the wagon leasing business, along with the coach furnishing business.

Our objective is to balance growth with financial discipline and ensure that revenue growth translates into sustainable profitability and stronger cash generation over the long term. To conclude, we remain confident about the long-term opportunity for Oriental Rail Infrastructure. In the near term, our focus remains on execution, capacity utilization, and improvement in profitability, while continuing to strengthen our established railway businesses.

Over the medium term, we expect smart wagons, the modern wagons, the leasing business, and the joint venture along with HUM and A B Composites to provide additional revenues for growth and modernization. Our broader objective is to evolve Oriental Rail from a railway manufacturing company into a more integrated rail solution platform with capabilities spanning freight wagons, wagon components, passenger coaches, smart wagon technologies for both passenger and wagons.

We have also undertaken the development along with HUM to bring in more smart solutions for the efficient operation of Indian railways on wagons and passenger coaches in addition to the bearing and wheel monitoring. We believe our established railway relationships, integrated manufacturing capabilities and the available infrastructure and the emerging growth opportunities provide a strong foundation for the next phase of our journey.

Our focus will remain on profitable growth, higher capacity utilization, disciplined capital allocation, stronger positive cash generation, and sustainable long-term value creation for our shareholders.

With that, I would like to thank all of you once again for joining Oriental Rail Infrastructure Limited's first ever earnings call. We are pleased to begin this regular engagement with the investment community and look forward to keeping you updated on our progress. We are now happy to take your questions.

With that, I hand you over to the operator.

Moderator: Thank you. We will now begin the question-and-answer session. The first question comes from the line of Kunal Shah with Shah Family Office. Please go ahead.

Kunal Shah: Hello. Thank you for the opportunity. Sir, my first question is with respect to the financials. We have seen some sequential moderation in revenue during this quarter. So if you can just throw some light, was it related to some execution issue or a seasonality impact or were there any other factors that impacted our moderation in this quarter? And what do you reckon moving into the Q2 or maybe we are in the mid of the quarter two, are we executing at a better run rate? Can you just throw some light on this?

Saleh Mithiborwala: The first quarter of the financial year has been affected by the US-Iran war ~~and~~, the immediate crisis of the fuel and gas supply which was existing during March and April which is now more or less solved out or under total control. So this is what has been the single factor which has affected the quarter one.

Quarter 2, we are progressing at a much improved rate. And as already indicated in our this thing, the quarter two would also, the quarter two is operating at a much better speed. We hope to do around 500 wagons in the quarter as compared to 300 and odd wagons in the first quarter.

Kunal Shah: Okay, all right sir. So and within year-on-year growth, how do we think about it? About the contribution from volumes versus product mix and pricing?

Saleh Mithiborwala: The year-on-year growth would also be substantial as can be seen further growth in the second quarter which I just mentioned. So the year-on-year growth would also be substantial. And we expect to have a turnover of around INR700 crores.

Kunal Shah: No sir, ~~[inaudible 00:24:16]~~ I was more coming from the growth that we had on a year-on-year basis. So the contribution and volumes, what was the contribution, how should we think about it, rather about the contribution from volume versus the product mix and pricing?

Saleh Mithiborwala: I am not able to understand what exactly is your question. You mean to have a break up of the turnover in terms of volumes of the wagons, coach interiors, etcetera?

Kunal Shah: Yes, if you can just throw some light on that? Yes.

Saleh Mithiborwala: No, the figures indicated as I already mentioned that the 75% revenue would be from the wagon and components business approximately 15% to 18% from the coach interior business and about 5% to 7% from the upholstery business.

Kunal Shah: Okay, so it was the product mix that led to a better year-on-year growth? If I compare Q1 versus Q1, Q1 FY27 versus Q1 FY26 or it was the…

Saleh Mithiborwala: No, as mentioned in our earlier my presentation also, the growth in the wagon manufacturing capacity utilization is the largest driver to the growth in the volumes. And the growth in the volumes is going to be primarily from better utilization of wagon capacity. With the other businesses more or less remaining same or showing a positive growth of between 8% to 10%, whereas the wagon manufacturing would show a growth of approximately more than 45% to 50%.

Kunal Shah: Got it sir, got it. Thanks for this clarity. Now my second question probably is related to the industry. We believe that government has allocated a good amount of budget towards the railway modernization and around 35% to 40% has been utilized towards railway spending.

So could you just help give some colour on how are you looking at the wagon ordering cycle over the FY27 as well as FY28? And do you expect the current momentum in wagon procurement to sustain or could the ordering environment become more cyclical?

Saleh Mithiborwala: See, for any economy as well as Indian economy now with the policy makers ~~giving primary focus on logistics.~~ Freight is the single largest contributor to making your economy more lean and efficient in terms of reduced cost of transportation. The cost of transportation and the volume of transportation by rail are much more faster and economical as compared to road transport.

So the freight industry is going to be in a phase of growth wherein the demand for wagons is going to be on a continuous increasing pattern. The procurement pattern whether it is through leasing, whether it is through private participation, government buying, is something which will be fluid and would be changing depending upon how the end user wants to position himself.

But the demand for wagons is going to be continuous and is going to be on the increase. We also have an advantage is that we are developing wagons which are technically more advanced with the smart wagon and the modern wagon design. So whichever way the procurement goes, we will always have an edge in giving better value-added product to the end user. And as such, we are very confident of a growth and very positive outlook for the wagon requirements with the railways.

Kunal Shah: Okay. So with that probably, does it give us confidence that we would continue to grow at a healthy pace given the demand that is around from the private players as well as the Indian railways, as you mentioned?

Saleh Mithiborwala: Yes, we are very confident. We see the growth potential as highly positive. [Inaudible 0:28:51].

Kunal Shah: Okay, all right sir, all right. And lastly if I may squeeze in one more question, what are the key industry or demand related milestone as an investor one should look at or one should track over the next couple of years?

Saleh Mithiborwala: That would be difficult for me to answer. I think it is the investor who is better equipped smart and intelligent to track it, I do not think means, our focus is to develop the best superior modern wagons and have a technical edge wherein we are able to market to our customers based on the quality of our product and improve our profitability.

Kunal Shah: All right sir. Thank you, thank you for answering all the questions patiently. All the best to you sir. Thank you.

Saleh Mithiborwala: My pleasure. Thank you. Yes.

Moderator: Thank you. Next question comes from the line of Deepak Poddar with Sapphire Capital. Please go ahead.

Deepak Poddar: Am I audible sir?

Saleh Mithiborwala: Yes.

Deepak Poddar: Yes, thank you very much sir for this opportunity. So just wanted to understand first up on the order book, I mean, in OFPL we have got around INR1,526 crores of order, right? So how much it will translate into number of wagons?

Saleh Mithiborwala: The number of wagons is approximately 3800 wagons.

Deepak Poddar: 3,800. And then what would be its execution timeline? I mean, so in how much time we will have to execute this order?

Saleh Mithiborwala: We project to execute at the rate of 200 wagons per month from quarter three of the present financial year.

Deepak Poddar: So 200 wagons per month from 3Q?

Saleh Mithiborwala: Yes.

Deepak Poddar: That is October, November okay, okay.

Saleh Mithiborwala: December, yes.

Deepak Poddar: Understood. And accordingly, I mean 200 wagons per month would be utilizing your capacity fully right? I mean currently our capacity there is around 2,400 wagons.

Saleh Mithiborwala: Yes, it would be utilizing our capacity fully. And with the performance, once we are able to achieve this milestone in the first one or two quarters, the expansion of capacity does not require much additional heavy capex or infrastructure and that is already on the blueprint. We would be moving forward to applying for the capacity expansion also by the beginning of quarter '28. First quarter '28.

Deepak Poddar: Okay, so what would be our aspiration to increase our capacity? From currently 2,400 to where we want to take it?

Saleh Mithiborwala: In the long run, over a period of say 12 months to 18 months to 4,800 wagons.

Deepak Poddar: To 4,800 wagons. I mean 12 months to 18 months from FY28. I mean when you will initiate...

Saleh Mithiborwala: FY28, yes. From FY28, yes.

Deepak Poddar: Okay. So in 1Q FY28, we'll initiate the capex and from there 12 months to 18 months, would that be a right understanding?

Saleh Mithiborwala: Yes, once we initiate in the first quarter '28, maybe 12 months to 18 months to reach this target in a phased out manner, maybe first 3,600 and then 4,800 is what is planned.

Deepak Poddar: Okay, okay understood. An average realization is around close to INR40 lakhs per wagon, is that?

Saleh Mithiborwala: Yes, approximately depending upon the wagons plus minus 5%, but you can comfortably take it as INR40 lakhs.

Deepak Poddar: Correct. And on your, the JV with HUM Industrial, so what's the capacity there? I mean, in terms of smart wagons that we have building there?

Saleh Mithiborwala: The smart wagon technology which is there is again a product which is more of a technology based and does not involve very heavy infrastructure in terms of plant land. And the capacity would be 30,000 units per month -- per year sorry per annum to begin with.

Deepak Poddar: Per annum. And what would be the realization there per unit.

Saleh Mithiborwala: Sorry, I could not. What...inaudible

Deepak Poddar: What is that, I mean technology realization per unit of the monitoring system that we are developing?

Saleh Mithiborwala: You are talking about the sales price that we estimate to the Indian Railways.

Deepak Poddar: Yes, yes, per unit, what is the potential of that product?

Saleh Mithiborwala: See, what happens is that it would be anywhere in the range of about INR2.5 lakhs to INR3 lakhs per unit of wagon. And for the passenger coach, maybe slightly higher. On an average, you can say around INR2.5 lakhs to INR3 lakhs per rolling stock, that is per passenger coach or per wagon.

Deepak Poddar: Okay, okay. So that JV revenue potential is what close to INR75 crores, around INR70 crores to INR100 crores somewhere around that?

Saleh Mithiborwala: ~~INR750 crores,~~ means 30,000 units at about INR3 lakhs will give you INR750 crores.

Deepak Poddar: So it's like 3,000 units per annum or 30,000?

Saleh Mithiborwala: 30,000. 30,000 units. See, what happens is basically I'll give you an industry overview. There are about 4 lakh wagons and perhaps and passenger coach is more in the system. And the Indian Railways would like to have this once the technology is proven gradually to be retrofitted on all the rolling stocks.

So the market potential is there. The railway projections are also that there is a volume potential of INR10,000 crores in this segment. And we take it that there would be at least about another two three players in the market. So we are targeting a revenue of about INR750 crores from this business segment per year.

Deepak Poddar: And that will start from this year itself, FY27?

Saleh Mithiborwala: No, it will start from, means the technology needs to be proven. So it will start from financial year '28, '29. Maybe the fitment standard, some units may go in the current year, but it will the revenue that I am talking about would be in effect maybe partially in the next year and '28, '29 onwards in the, at that 30,000 units level.

Deepak Poddar: Got it, got it. And just one last question if I can squeeze in. So now you spoke about the freight demand being very good, right? And it's a growth phase and accordingly, we also expect good growth. So if I have to see next two, three years, so what sort of CAGR as a company, at a company level, we are looking at? I mean for next two years?

Saleh Mithiborwala: As I have told you, our revenues and growth will come from increased capacity utilization of wagons. And we expect that the growth should be, means the figures the growth should be substantial, it is only a question of better capacity utilization that has to take place.

Deepak Poddar: Correct. So any range you can provide I mean 20% plus, minus or somewhere around that would be a right range for us?

Saleh Mithiborwala: Sorry I am not able to again your voice was not clear

Deepak Poddar: So some range if you can provide I mean the 20% kind of a CAGR growth that as a company we are looking at for next two, three years?

Saleh Mithiborwala: Yes, it should be, this should be achievable.

Deepak Poddar: Okay, okay, okay. Fair point. That would be it from my side. Wish you all the best. Thank you so much.

Moderator: Thank you. Next question comes from the line of Kanishk Shah with SG Capital. Please go ahead.

Kanishk Shah: Yes, thank you for the opportunity. I just wanted to discuss the newer initiatives, because these could potentially become important drivers for the next phase of growth, right? So on the 25th high axle load wagon, am I audible?

Saleh Mithiborwala: Yes, yes you're audible please continue.

Kanishk Shah: Yes. So on the 25th high axle load wagon being developed with United Wagon Company and VNICT, one of the development and approval processes is completed. So how differentiated do you believe the product will be versus the existing wagon platforms?

Saleh Mithiborwala: See, the technology that is there is a superior technology which reduces the maintenance, means as it is, it reduces the maintenance time. For example, in very basic language right now, for example, not giving you exact figures it requires a maintenance to be done say every 1 lakh kilometers. This maintenance would be expanded to say roughly 2 lakh kilometers. Which gives better operating efficiency and more reduced cost to the end user. So the new wagon design is something which is going to be a very big edge across all platforms.

And with the type of initiative and private participation that the Railways is wanting, the expertise of private design, designers will not only be restricted to RDSO or the railways and will open up the field for international players, experienced players to come in which will definitely bring in more better quality of wagons. And the tie-up that we have is one of, is with a company who is regarded as one of the most technically superior and largest wagon manufacturer.

Kanishk Shah: Okay, okay. And given that the larger established manufacturers can also participate once the product is approved. What gives you the confidence that OFPL can capture a meaningful share of this opportunity?

Saleh Mithiborwala: No, see the design belongs to OFPL. And once we have that design, we are that is why we are looking forward to marketing this wagons primarily more across private users, end users, and on a leasing platform. So the design of the wagon will remain with OFPL. It is not going to be that the design will be given across by the railways or any such thing to all wagon manufacturers.

The control over design will remain with OFPL, maybe even if it is to be shared with the railways or something that will be a minimum criteria of wagons only after which it will be allowed for use across railways to other manufacturers.

Kanishk Shah: Okay, okay. And finally on wagon leasing. How are you thinking about the business model? Like do you see this primarily as a way to create an additional customer base for your manufactured wagons or do you see leasing itself becoming a meaningful and recurring revenue generating business?

Saleh Mithiborwala: Leasing itself will become a revenue generator, and also a more stable platform for regular orders wherein you are not at the mercy of tenders or private customers when you are having leasing businesses the revenues are there and it becomes attractive even for the end user that he doesn't have to lock in so much of his own capital.

Kanishk Shah: Okay, okay, okay, understood. From a competitive perspective, what would be ORIL's advantage versus established leasing companies or larger wagon manufacturers?

Saleh Mithiborwala: Our biggest advantage would be the modern wagon design and the smart wagon solution that we offer into our integrated wagon. Whoever is the buyer, this would be the thing which has this thing that the smart wagon ~~part~~ that we have been talking about is something which is based on the artificial intelligence platform, which removes the human interface from all maintenance and operational means reducing the chances of a fault.

So this is also going to be expanded to a lot more applications. This bearing and wheel as I mentioned earlier is only a beginner, which would expand to many other areas or field in the wagons and passenger coaches. And the advantages of an artificial intelligence platform across all our daily means all, throughout around us is perhaps known to all, I need not explain more about it.

Kanishk Shah: Okay, okay. Thank you. Got it. That's all from my side.

Moderator: Thank you. Next question comes from the line of Diwakar with Prudent Equity. Please go ahead.

Diwakar: Good morning, sir. Sir, all the number you gave us, the INR700 crores revenue for FY27 and the wagon share increasing to 75%. So going by all these numbers, do we think the order book of INR1,526 crores, the one-third of it will get executed in this financial year, FY27?

Saleh Mithiborwala: Yes, based on the this thing, that is something which is can be calculated, I don't think, means we have already projected 200 wagons from quarter three, so maybe one-third or thereabouts the exact figures can be worked out by yourself, or I will share with you the exact break up at a later date, the utilization year wise of the existing order book, we will share with you, give me some time, I will share it with you.

Diwakar: Okay. So I want to understand, sir, what is changing in this freight wagon segment, because in last two years there is no growth. FY25 we did around INR458 crores and in FY26 we did around INR409 crores. So what is changing after Q3? I want to understand why the capacity utilization is increasing?

Saleh Mithiborwala: I am sorry, you have to again repeat your question, your voice was slightly echoing, I could not get it clear.

Diwakar: Can you hear me properly now?

Saleh Mithiborwala: Yes.

Diwakar: Yes, so I'm saying sir what is changing in our freight wagon segment because in last two financial years there is no growth. For FY25 we did around INR458 crores and FY26 there was a degrowth and we did around INR409 crores. So what is changing in this segment?

Saleh Mithiborwala: See it is, what is changing is the better capacity utilization on the wagon manufacturing. And that is a single largest factor which has added to the growth in the volumes.

Diwakar: Okay. So in last two financial year our capacity relation was around 50% only, right? What was the reason?

Saleh Mithiborwala: Yes. The reason was that in the period in between there was a huge shortage of wheels with one of the plants of the Indian Railways under shutdown or maintenance due to which the wheel supply by the Indian Railways was highly restrictive which led to our capacities being underutilized.

And in the after post that, we have also geared up our complete backward integration adding new products like springs, draft gears, and to some extent even manufacturing of couplers which have given us a more steady logistic and supply chain and has led to a much much better capacity utilization for the output of wagons.

Diwakar: Okay. And sir, the wagon segment has better margin than the other one we have. So on the consolidated level, what margin do you expect in FY27? We are doing around 15% EBITDA margin excluding the other income?

Saleh Mithiborwala: The EBITDA margin has already been also indicated and mentioned. We expect about 15% to 17%.

Diwakar: On a console level?

Saleh Mithiborwala: Yes.

Diwakar: Okay. And one last question sir. From last two financial year, we did not generate any operating cash flow. So do you think as the utilization picks up this financial year, you will be able to generate some cash?

Saleh Mithiborwala: Definitely yes.

Diwakar: Okay. So do you have plans to...

Saleh Mithiborwala: With better capacity utilization the cash flows will definitely improve.

Diwakar: Do you -- paid down the debt because most of the operating income that we generate is going into the interest we pay. So any plans to reduce the debt?

Saleh Mithiborwala: No, even debt will be reduced and the revenue, profits that are generated are also going into working capital which will further get better once the capacity utilization improves, this cycle will also be much better. The revenues are not going towards the interest payment of the debt alone. The largest factor is also towards the working capital and once the output improves, this would also improve, leading to a definite improvement in a positive cash flow.

Diwakar: Okay. So any debt number you have sir for FY27, FY28?

Saleh Mithiborwala: That would be difficult to predict a number on this part. If required, we'll share with you at a later date.

Diwakar: Okay. So you are comfortable maintaining less than 1 debt to equity, right? Or it will increase?

Saleh Mithiborwala: As I said, making a commitment on this behalf or giving an exact figure would be a little difficult at this stage, whatever is their thing if there is a specific maybe with Stellar I will provide you the information at a later date.

Diwakar: Okay. No problem sir. Thank you.

Moderator: Thank you. Next question comes from the line of Padmanabhan, an Individual Investor, please go ahead.

Padmanabhan: Good morning. Am I audible?

Saleh Mithiborwala: Good morning. Yes.

Padmanabhan: Can you throw some light sir on the HUM technology deal? What would be the revenue and profit sharing arrangement with them? Would any royalty or technical fees have to be paid to them, number one. And my second question is, any proposed fund raising for the capacity expansion program from 2,400 to 3,600 wagons?

Saleh Mithiborwala: The number one, I will explain on the HUM project. The HUM project is a joint venture project in India with a 51% stake of HUM USA. So the profit sharing is clear, there is no being the almost equal stakeholders, there is no royalty or technology fee which is applicable. And the joint venture is an entity which will enjoy the continued support of HUM USA and the profit sharing has been at 51% and 49%.

The capex requirement for wagon expansion from 2,400 wagons to 3,600 wagons would be roughly about INR60 crores to INR70 crores. And the manner and the generation from internal company resources is something which is would be a matter of planning and will be decided at an appropriate stage.

Padmanabhan: Okay. Will do sir. Thank you very much.

Saleh Mithiborwala: Yes.

Padmanabhan: Thank you very much.

Saleh Mithiborwala: Yes.

Moderator: Thank you. Next question comes from the line of Kaushal Kedia with Wallfort PMS. Please go ahead.

Kaushal Kedia: Yes, hi sir. Thank you for explaining the entire business so well and being so patient about the speech earlier. Sir I just want to understand one thing to understand the business better, in March of 2024, financial year 2024, we did a top line of INR526 crores and a profit of INR30 crores.

Whereas in March '25 we did a top line of INR600 crores and a profit of INR29 crores. So what was the difference between the two years and why did the margins come down? Just to understand the margins better. Can you explain that?

Saleh Mithiborwala: See the what basically happened is that as I have told you, we were buying components from outside like the springs and the draft gears, couplers, etcetera, due to which there was a squeeze on the margins in the period that you are talking about. Which have already improved in the last financial year with almost 100% backward integration of using our own draft gears, couplers, the spring plant which was set up became operational in financial year '25-'26, and this position has already been corrected.

The squeeze in margin during the period was only because of being dependent on outside suppliers, and during this period even the because of the large order released for the wagons, the prices in the industry were volatile, it was almost like a sellers market, which is again now we are not dependent on it because of our entire backward integration.

Kaushal Kedia: So sir how does it work like say suppose if you quoted for the wagons and there is a price increase in your in your manufacturing is it are you able to pass it on, is there any escalations?

Saleh Mithiborwala: See the price escalation clause in the wagons is on account of the wholesale price index of the steel, the labour index, and all major commodities. So that is a very well established and a very well defined price variation clause with the railways which is operationally and practically safeguarding the wagon manufacturer from any abnormal or any increases that may happen.

The issue that I am talking about is that if because of a demand supply position, a vendor supplying you springs raises the prices, that buffer is not that no system or government can provide. So that is how it is. Otherwise, the price variation clause is a very well paid and a very comprehensive thing which safeguards the wagon manufacturers from any increase across the base prices of steel, fuel, labor, etcetera.

Kaushal Kedia: Okay sir. Sir thank you so much sir. This is very helpful. Thank you.

Saleh Mithiborwala: My pleasure. My pleasure. My pleasure, yes.

Moderator: Thank you. Next question comes from the line of Deepak Poddar with Sapphire Capital. Please go ahead.

Deepak Poddar: Hello. Hello am I audible sir?

Saleh Mithiborwala: Yes, you are audible please.

Deepak Poddar: Yes, sir just wanted to understand so what sort of order pipeline we have.

Saleh Mithiborwala: Sorry, order.

Deepak Poddar: Pipeline, I mean, current order book you have mentioned, but what sort of order pipeline we have?

Saleh Mithiborwala: Pipeline is something which once we develop the technologies and the products in the pipeline would we further tenders leasing opportunities private participation. It is going to be a growing business as I have said that the freight wagons and freight industry is going to be an industry which will always have a positive growth on year-to-year basis.

Deepak Poddar: Okay. So I mean currently we have got around INR1,500 crores, INR1,600 crores kind of a order book, so what sort of addition we are expecting this year or order inflow we are expecting in our order book for FY27?

Saleh Mithiborwala: For FY27 we are not very keen and not pursuing any addition of the order book because we are totally focused on executing the orders which are on hand. And we see addition to the order book maybe in the first quarter of financial year '27* and that would be of anywhere around INR600 crores.

Deepak Poddar: So that addition we are expecting what first quarter FY28?

Saleh Mithiborwala: First quarter FY28 means yes.

FY27 is wrongly mentioned; it should be FY28

Deepak Poddar: Okay. But generally I mean this freight wagons orders happens throughout the year or is there any particular period in which the government is more active in terms of disbursing those orders?

Saleh Mithiborwala: No, as per the present this thing the government would be doing an tender which would be maybe every two years or three years and decide to place out large quantities so that they don't have to do it every year. So it happens maybe it should happen every alternate year or every third year.

Deepak Poddar: Okay, then how will we keep adding more I mean in terms of the wagons visibility I mean in terms of, though in terms of current year we do have two, two and a half years kind of visibility, but if government gives tenders every two years, then how will the visibility improve for us? I mean, can you throw some light there?

Saleh Mithiborwala: No, the quantity is clubbed for the two years. So it gives you means based on your capacity utilization or your offer other against the tender for which gives you an order book for the next two years.

Deepak Poddar: Okay, okay. But then this first quarter let's say first quarter FY28, INR600 crores isn't a, it's a very small number given the visibility.

Saleh Mithiborwala: I am being, I am being a little, I am being a little cautious that is why it could be more also.

Deepak Poddar: Okay, okay, okay. Got it, got it. Okay, okay I understood. Yes, that would be it from my side. Thank you.

Saleh Mithiborwala: Yes, no thank you.

Moderator: Thank you. Next question comes from the line of Padmanabhan, an Individual Investor, please go ahead.

Padmanabhan: Yes. Am I audible?

Saleh Mithiborwala: Yes sir, you are audible.

Padmanabhan: Am I audible, yes. I just wanted to ask about the HUM technology. Earlier it was expected from the Railways by June 10. Later in a investor presentation, you mentioned end of August. Secondly, you mentioned INR10,000 crores so how this figure can, is it over a period of few years or what is the, how's this broken up sir? What is the breakup?

Saleh Mithiborwala: See, the figure of INR10,000 crores comes from the fact is that there are approximately at the moment 4 lakh wagons and continuing the future additions of wagons and a price of INR2.5 lakh per wagon which gives you a market size of approximately INR10,000 crores or perhaps more, when we also take into consideration the passenger business. So the figure of the market potential of INR10,000 crores is something which is based on very cautious estimates and would easily be achieving this target or perhaps more than this target.

And entering into the HUM business as already means this is a artificial intelligence technology which would again have increased areas of application, this INR10,000 crores is projected at for an application of the bearing detection and the wheel detection faults. If it is applicable to other parameters also of the rolling stock, maybe the volume or the potential of this business will further increase.

Padmanabhan: Okay.

Saleh Mithiborwala: I hope I have been able to explain to you the projections on the HUM technology. Yes, as the case with any new technology and development, there has been some delay and we hope that we should be able to get it on board as fast as possible. Even apart from the tender, our individual proofing and monitoring of the system on a trial basis of few wagons is already running on the Indian Railways.

Padmanabhan: Are you expecting any competitive bids from other players for this technology sensor technology?

Saleh Mithiborwala: Definitely yes. Means in today's time, I think it would not be a proper this thing to say that there would not be any competition. And that is means we are prepared. We are not even means projecting that it will be 100% market share with the company. So yes, we are anticipating that there will be competition. And there would be more than one source offering their product. The best technology will have an advantage.

Padmanabhan: Okay sir, will do. Thank you very much.

Saleh Mithiborwala: Thank you.

Moderator: Thank you. Ladies and gentlemen, that was the last question for today. We have reached the end of question-and-answer session. I now hand the conference over to the management for closing comments.

Saleh Mithiborwala: Yes, it has been a very interesting and learning experience even for us and the interaction has been quite a pleasant experience. We look forward to many such interactions in future. And if there are any specific more information or details required, the company management as well as Stellar is always available.

We look forward to the active questions from our investment community which would also be helping us to improve and learn. That's all I have to say. Thank you, investors. Look forward to further engagements on this lines with all of you.

Moderator: Thank you. On behalf of Oriental Rail Infrastructure Limited, that concludes this conference. Thank you for joining us. You may now disconnect your lines.