Ref: AJC/BSE/23/2026-27 **Date: September 15, 2026**

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

BSE Scrip Code: 544425

Sub: Earnings Conference Call transcript

Dear Sir/Madam,

Pursuant to Regulation 46(2) (oa) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby inform the exchange that the transcript of audio call recording of the Earnings Call to discuss the Unaudited Financial Results for the quarter ended on 30th June, 2026 is attached herewith.

We request you to take this on record.

Yours faithfully,

For AJC Jewel Manufacturers Limited,

____
Ms. Reshmi N K
Company Secretary and Compliance Officer

AJC JEWEL MANUFACTURERS LTD.
MALAPPURAM DT.
KERALA
PIN: 676 519
L93090KL2018PLC052621

AJC Jewel Manufacturers Ltd
Q1 FY27 Earnings Call Transcript

Management: Mr. Ashraf P – Chairman & Managing Director
Mr. Mahesh K V - CFO

Moderator: Ladies and gentlemen, good afternoon and welcome to AJC, AJC Jewel Manufacturers Limited Q1 FY27 conference call hosted by Confideleap Partner. As a reminder, all the participants lines will be in the listen mode only and there will be an opportunity for you to speak. There will be an opportunity for you to ask the question at the presentations conclude. Please note that this conference is being recorded. Before we begin, I would like to point out that this conference may contain forward-looking statements about the company which are based upon the beliefs, opinions, expectations of the company as of date of the call. These statements do not guarantee the future performance of the company and it may not, it may involve risk, uncertainties that are difficult to predict. We represent the investor relations for AJC Jewel Manufacturers Limited. From the management team, we have Mr. Ashraf Ji, who is the Chairman and Managing Director, and Mr. Mahesh Ji is the CFO of AJC Jewels Manufacturer Limited. I would now like to hand over the call to Mr. Ashraf Ji for his opening remarks. Thank you and over to you, Ashraf sir.

Ashraf: Sorry, is it audible? Am I audible now?

Moderator: Yes, sir. Yes, sir.

Ashraf: Thank you, Shekhar. Good afternoon, everyone and thank you for joining AJC Jewel Manufacturers Q1 FY27 earnings conference call. We have started FY27 on a strong note with our business continuing to scale across our core B2B jewellery manufacturing operations as well as our newer growth initiatives. During the quarter, we continued to strengthen our customer network, adding 12 independent jewellery retailers while also expanding our engagement with established retail and corporate customers. We are seeing increasing relevance of our ability to offer customized and lower making charges, which allow us to serve a broader range of jewellery retailers while improving value addition. Technology and product development remain important pillars of our strategy. We have upgraded our B2B digital portal and ERP platform, and have established a dedicated design and innovation center to improve product development, customer engagement, and execution capabilities. Our focus remains on building a more technology-enabled and scalable manufacturing platform. Another area of progress has been Esther Jewels, our silver jewellery platform. We now have three stores operational in Kerala, and we are working towards developing this into a scalable direct-to-consumer platform, with further expansion planned over time. I would also like to highlight the proposed acquisition of an 80% stake in AJC Jewel Manufacturers FZC, Sharjah, UAE. This is an important step in consolidating our international operations and strengthening our presence in the UAE. The proposed transaction is valued at up to Rs. 9.6 crore and is structured entirely through a non-cash swap. The UAE business reported revenue of Rs. 127.95 crore in calendar year 2025 and Rs. 72.46 crore during the January to June 2026. Subject to the required approvals and completion, this transaction will give AJC majority ownership and greater control over the UAE operating platforms. Our broader objective is to build an integrated jewellery platform combining manufacturing, design, technology, and international market access. We are therefore continuing to invest in manufacturing capabilities, expand our product categories, strengthen our domestic and international customer base and develop new channels such as e-commerce. Going forward, our focus will remain on sustainable growth, disciplined execution and improving the scale and quality of our business. We believe these initiatives will help us build a more diversified and scalable platform over the coming years. With that, I would like to thank all our investors and stakeholders for their continued confidence in AJC. I will now hand over to our CFO Mr. Mahesh K V to take you through the financial performance of Q1 FY 27. Thank you.

Mahesh: Thank you, Ashraf sir. Good afternoon everyone. I will take you through the financial performance of the company for the first quarter of FY27 and highlight the key financial trends during the period. For Q1 FY7, our consolidated revenue stood at 101.38 crore compared with 45.12 crore in the Q1 of FY26, representing a 124.69 percent year-on-year increase. EBITDA increased to 4.64 crore from 1.58 crore, while PAT increased to 2.38 crore from 0.57 crore. Improvement in profitability was also reflected in our margins. EBITDA margin Increased to 4.58% from 3.5%, while PAT margin improved to 2.35% from 1.26%. EPS for the quarter stood at 3.94 compared with 1.26 in the quarter 1 of financial year 26.

From a financial management perspective our focus continues to be on supporting the growth of the business while maintaining discipline in working capital, cost management and capital allocation. As the business scales we are also investing in manufacturing capabilities, technology and new product categories. These investments are being undertaken with a view to building capacity for future growth while maintaining focus on the operating efficiency. On the financial side we will continue to focus on improving the quality of earnings, strengthening of operation efficiencies and ensuring that growth is supported by disciplined financial management. I think there is a technical issue, is it audible right now?

Moderator: Yes sir, you are audible. You can continue.

Mahesh: Okay, thank you. The company has also outlined a broader growth roadmap involving capacity expansion, domestic and international expansion and product diversification. Our approach will remain focused on executing these initiatives in a measured manner while maintaining financial discipline. That concludes my opening remarks. I will now hand the call back to Shekhar for the question-and-answer session. Thank you.

Moderator: Thank you, Ashraf sir and Mahesh sir. Now participants are requested to raise their hands for their questions. We will wait for 2 minutes for the queue to form.

Ashraf: Sorry?

Moderator: Sir, we will wait for the queue to form and then we'll start the Q&A session.

Ashraf: Okay.

Moderator: Yeah, thank you very much. Now we'll begin the question-and-answer session. The first question is from the line of Mr. Sahil Ji. You can unmute yourself and ask your question.

Sahil: Hi, sir. congratulations on a very good set of numbers, actually. So, my first question is, what are our plans with the recent acquisition we made? Like, what is the total if you could elaborate

Ashraf: Uh you are asking about uh regarding the recent acquisition proposed?

Sahil: Yes. In September.

Ashraf: Yeah. Ah yes yes. So, we already announced that acquisition. We are uh uh taking a 80% stake of uh our promoter entity, AJC Jewal Manufactures FZC which is in UAE Sharjah. And that company is doing uh very similar business of our India in India entity. Okay, and this proposed acquisition will be completed by within uh 3 to 4, 3 to 6 months. Subjected to approval all approval of BSE and other regulatory. Okay, there uh that company is doing Last year that company did 127 crore revenue there. Now up to June that company did a 72 crore. Okay

Sahil: Yes sir. It is really extremely good about it And uh, sir, could you just please elaborate more on the margin front? Like, how are we going to increase the margins?

Ashraf: Yes, actually, uh, there in Sharjah, uh, in AJC Jewel Manufacturers FZC, we are getting an uh, PAT margin of uh, 4% around there. And uh, that company is, sit- located in a tax ex- exempted uh, free zone area also. So, we are enjoying that uh, benefit also. So, aggregate we are getting 4% uh, 4% PAT margin over there.

Sahil: Okay, sir, sir. Thank- thanks for the information, sir.

Moderator: thank you next we have Meet Ji. Uh, you may unmute yourself and ask your question.

Meet: Yeah, hi. Uh, a very congratulations on a great set of numbers. So, you know, just a few basic questions. So, what kind of capacities do we have, uh, you know, in India in terms of kg's and in our Middle East entity?

Ashraf: In Sharjah entity?

Meet: Yeah, yeah.

Ashraf: In Sharjah, we have uh, installed capacity up to 3 kg per day. Gold jewellery.

Meet: Okay.

Ashraf: Per day?

Meet: per day,

Ashraf: yes.

Meet: Okay.

Ashraf: And here in India, we have 5 kg per, for our core products that is casting jewellery.

Meet: Okay, and we also have a silver jewellery capacity in India, right?

Ashraf: Yes, yes. We are, now we just started uh, silver jewellery production also here in India.

Meet: Okay, and what is the capacity?

Ashraf: Uh, silver we per day 8 kg. Up to 8 kg we can make.

Meet: And that this is uh, this will be used for for our internal consumption for our Esthara stores.

Ashraf: Yeah, of course.

Meet: And what kind of utilization we are doing for both the entities?

Ashraf: Now in India, in case of India entity, actually we are doing 25% utilization. That means 1.2 per day we are currently making here in India. And in Sharjah, I think 800 gram, 800 gram per day.

Meet: Okay, 800 grams per day. Okay, next you know we currently have Kalyan and Chennamur as our clients. So what is our plan to expand in terms of new clients and which other geographies we are targeting?

Ashraf: Yes, actually now 90%, 90-95% of our revenue is from Kerala. And now we are targeting to expand to other region of India. As initiative now our marketing team is there in Chennai. They are working on that. And we have planned to expand to other geographical part of India and we will manage international orders from our Sharjah entity.

Meet: Okay. So currently do have we onboarded any other clients other than Kalyan, Malabar, Chennamur and Joyalukkas pan-India chain?

Ashraf: Actually Joyalukkas is not there, Jos Alukkas.

Meet: Ah, yeah Joyalukkas, Jos Alukkas. So have we onboarded other clients or we have a concentrated revenue from these particular clients?

Ashraf: Actually during the during the quarter, we have onboarded about 12 independent jewellers. That is from kerala mid and small independent retailers.

Meet: Okay.

Ashraf: In case, corporate clients after Kalyan, no, don't have any new clients.

Meet: So, uh Yeah, yeah, go on.

Meet: So, uh, so, uh, are we, you know, concentrated on any particular client uh more than 10% or 20%?

Ashraf: No. Uh, actually 50 percentage of our revenue is from our top uh top 10 customers, uh rest 50% is coming from rest around 200 customers.

Meet: Okay. Okay, and last, on the manufacturing part, so currently do we have any uh you know, lines uh for gold metal loans, or are we doing any kind of advance gold business, or it's, you know, we are stocking inventory, uh you know, gold inventory and selling as per the needs of our clients?

Ashraf: regarding gold metal loan, currently we don't have any gold metal loan.

Meet: Okay.

Ashraf: and currently we don't do any advance gold advance gold loan business also.

Meet: Okay, sure. I have other questions as well, so uh we'll come back to the queue. Thank you.

Ashraf: Okay.

Moderator: Thank you, Meet Ji. Next, we have Rohit Ji. You can unmute yourself and ask your question.

Rohit: Uh, hi sir. Congrats for the great set of numbers. So, I have some questions. Sir, first question is that in the last PPT, you have told that we can growin 50% CAGR for next two to three years. so is it the volume growth you're saying or volume plus price growth?

Ashraf: Definitely by volume growth. Because we are getting higher volume, volume from our existing customers and also we added more customers also and we have, as I said, we have a plan to expand to the other region, other geographical regions. So, this assumption based on the, based on this volume growth.

Rohit: Oh, okay sir. Sir, one more question is that, sir, you like other B2B partners like Skygold or many ones have the EBITDA range in 7 to 8%, so like can we expect that in future years, like coming few years, our margins will also go to that level?

Ashraf: I can't say the exact level, but we are continuously trying to improve our margin level. We are doing many initiatives for improving the margins, like we are making product mix, we are introducing high margin, high margin product categories, and also, we are controlling our manufacturing wastage and overhead. And yes, this kind of initiatives we are taking to increase the margin.

Rohit: Okay. Sir, my last question is that do we hedge the gold, like?

Ashraf: Yes, actually we have the facility, our suppliers are giving the hedge facility with them. so we are now we are taking the hedging facility with our suppliers and now we have the hedging facility up with MCX also.

Rohit: Okay. So, means the fluctuation in gold price will not cause any uh disruption in our margin, right?

Ashraf: No, no. It will not affect us.

Rohit: Um, thank you, sir. Thank you.

Moderator: Thank you, Rohit Ji. Next just a quick reminder to everyone, if you have question, please raise your hand using the reaction tab. Also, one can request the question in the question box. So, next we have Gaurav Ji, you can please unmute yourself and go ahead with your question.

Gaurav: Sir, can you hear me?

Ashraf: Yes, yes.

Gaurav: Yeah. Good evening, sir. Uh I actually had uh a lot of questions. I had like 10 to 12 of my questions. So, instead of asking it on the meeting, can you just provide me an email ID or something where I can email you all the questions of mine?

Ashraf: Yes, yes, yes. You can have email from IR contact. Uh Okay. Uh you can send the questions to us or to them. We will

Gaurav: Can I email the questions to the email ID info@confidentleap.com?

Ashraf:Uh yes, that's okay.

Gaurav: Okay. Okay, sir. Thank you.

Moderator: Thank you, Gaurav Ji. next we have Atharva. You are You can unmute yourself and go ahead with your question.

Atharva: yes. So, good afternoon, Mr. Ashraf

Ashraf: Good afternoon.

Atharva: I have a I have few questions. Could you please explain a bit more about the B2B digital platform that is the design platform. could you explain how does it work and how much business comes from it?

Ashraf: Yes. Yes, uh actually, this is uh we developed this B2B digital platform, and uh it has many features. Um it has a design library. We have a repository of around 2.5 lakh designs. So, our customers can view all the designs and they can select the, and they can uh place the order. Also, they uh enter uh ideas and their concept. They can upload their reference images. Like, also, they can order their uh they can place their customized orders. So by doing like this, we are getting more orders and more customers. This our business volume is increasing. And, in our internal, by using uh portal and the ERP, we get we can manage our we can do our order management, inventory management, and uh production planning and purchase planning very well. That's why increasing our efficiency.

Atharva: Okay, understood. Uh and sir, uh what exactly is our plan with Esthara? Like, currently, there are three stores open, right? So, are there any plans for new shops?

Ashraf: Yes, we have two more stops shops under fit-out we are expecting it will be open by end of this next month. Okay? And, actually, Esthara is targeting Gen Z customers and those who prefer or are conscious about designs and styles. So we placed that brand like that. It has a huge potential and it can cater these kinds of customers.

Atharva: Understood sir. Thank you so much. I'll get back on...

Moderator: Thank you Atharva. Next, we have Anshul... Anshul Sharma Ji, you may unmute and ask your question.

Anshul Sharma: Thank you for the opportunity and congratulations to management on a good set of numbers. I have few questions. So firstly, how is your in-house design team and, you know, technology capable enough to help you differentiate from other jewellery manufacturers? So I think the in-house design team, it's around 20 members right now. So, any plans to scale their team size?

Ashraf: Yes, now we have a 20 skilled design team total including manual as well as on CADs. So we have almost modern softwares and technology like wax printer. And when volume increases, the our team size will also grow according to that. And that team is very able to do the designs as per the market trends, as per the customer demands and requirements.

Anshul Sharma: Okay, this is in-house. Okay, great. Also just wanted to understand what is the company's plans in the next two to three years. So obviously the first thing is that we are trying to lessen our concentration risk. So, you know, planning to... Scale to other areas in India but apart from this can you just help me here?

Ashraf: Hello Hello

Anshul: Yeah sir.

Ashraf: Once more please.

Anshul: So just want to understand what is the company's plans in the next two to three years?

Ashraf: Okay. We will continue to... continue to try to grow our core business that is gold jewellery manufacturing. That will be our main priority. Okay. And then second, our Esthara is there. That... that will focus on silver jewellery and it will also be a meaningful contributor towards our revenue and profit in the coming years.

Anshul: Okay.

Ashraf: Okay. And in terms of market expansion, we will go to next regions of other regions of India and other international markets.

Anshul: Okay. Okay great.

Ashraf: All right. Yeah…. are setup, setups are ready. As soon as possible we will commence that production of them.

Anshul: Okay. Okay great sir. All right that's it from my side. Thank you so much.

Moderator: Thank you Anshul Ji. Just a quick reminder to everyone if you have a question please raise your hand using the reaction tab. Also, one can request their questions in the question box. next we have Saurabh Jain. Please you may unmute yourself and ask your question.

Saurabh Jain: Yes. Am I audible?

Ashraf: Yes, yes.

Saurabh Jain: Yeah, first of all, congratulation on good set of numbers. So, my question is so you have Esthara currently have three stores, right? And additional four four store under a fit out. So, what is your uh capex per store and expected breakeven period and what number of stores are you planned for our next two, three years? And what is the current capacity utilization on silver production?

Ashraf: Okay, actually, not four stores under fit out, two stores are Per uh we are targeting 15 to 20 lakhs per store

Saurabh Jain: Sorry sir. Hello. Sorry sir, your voice is breaking.

Moderator: Ashraf Ji your voice is breaking. Your Please check your internet connection.

Ashraf: Hello. Now, okay, internet? Hello, is it okay now?

Saurabh Jain: Yeah.

Ashraf: Okay. Actually, um two stores are under fit out now, not four, okay?

Saurabh Jain: Okay.

Ashraf: Okay. The per stores uh we are expecting 20 lakh revenue per month. Depends on the store size uh location. Okay? Then uh you asked about the utilization of uh capacity?

Saurabh Jain: Yes.

Ashraf: Yes. Uh so now currently we are making one kilo silver jewelry per day.

Saurabh Jain: What? Two kg per day?

Ashraf: One kg. One kg.

Saurabh Jain: Okay. And what are your expected number in next two to three years for stores?

Ashraf: Stores. That we will update you later, post H1 result we will update.

Saurabh Jain: Okay, sir. Or what is expected time to be break-even for the one particular store? Means it's one year, 1.5 year, can you...

Ashraf: Yes, we are expecting to mature within one year. And it depends on the location and market.

Saurabh Jain: All are mostly store from in Kerala, right?

Ashraf: Now we have three stores, three in Kerala.

Moderator: Sorry, Ashraf Ji, you are not audible.

Ashraf: Not audible? Hello? Hello?

Moderator: Yeah, yeah, now.

Ashraf: Now okay?

Moderator: Yeah, yeah, fine, sir.

Saurabh Jain: Yeah.

Ashraf: Hello?

Ashraf: Hello, waiting for next question.

Moderator: Yeah, okay. Next we have with us Pradyumna Singhania Ji. You may unmute yourself and ask your question.

Pradyumna Singhania: Hello, hi sir, how you doing? I had a couple of questions regarding our utilization and all. I don't think I was understanding it properly. So I think we said that we were doing around 1 kg of silver jewellery a day, around 1.2 kg for AJC and I think we were doing 800 grams in the Dubai company. So this is reaching around you said 20% utilization. So I wanted to know what is our expected utilization over the course of this year for FY 27 and FY 28. And at 100% utilization what is our total revenue that our company can do in Sharjah plus India apart from Esthara Jewels.

Ashraf: Okay. Okay. Hello.

Pradyumna Singhania: Yeah, yeah, yes sir.

Ashraf: Okay. So you're asking about the current utilization and total capacity.

Pradyumna Singhania: Current utilization plus what are we expected to reach by the end of this year and the end of next year. What kind of values it is going to bring in terms of our revenue, like for example if FY 27 I'm touching 50% utilization of India plus 30% in Sharjah, like I'm expected to do 600-700 crore of top line for example. Or if not that, then at 100% utilization of Sharjah plus India, I can do 1000 crore of top line. So just so we have some idea of what to expect, you know, where we are and what your goal is exactly.

Ashraf: Okay, okay. So I will give you a basic idea because these things we have not disclosed anywhere. So if we are using the 100% utilization in India, that is 5 kg per day, we can roughly 7 crore... in terms of value, 7 crore per day.

Pradyumna Singhania: 7 crore per day you can do. Okay, that's for India. Now what about Sharjah?

Ashraf: In Sharjah we can say around... around 3.6 crore per day.

Pradyumna Singhania: Per day.

Ashraf: That is if we are doing 100% utilization.

Pradyumna Singhania: Correct. So right now, we are around 20% you said. Okay. So, by the end of this year, what do we expect the utilization to be?

Ashraf: Okay. On the end of this year, right?

Pradyumna Singhania: Right. And FY28 as well, what is our expectation of the utilization?

Ashraf: Okay, we are continuously trying to increase our utilization.

Pradyumna Singhania: Correct.

Ashraf: Okay, so we will update that later on the correct figure.

Pradyumna Singhania: But I mean, is there some kind of guidance you can give us on utilization? Like, I mean, are you expecting to end the year at 40% utilization, 50% utilization? So I mean, we are...

Ashraf: We have not given any guidance regarding this utilization now. So we have the guidance that we can do 450 crore this year.

Pradyumna Singhania: You can do only from India or consolidated?

Ashraf: This is standalone of India.

Pradyumna Singhania: Sorry, only from India?

Ashraf: It's only from India.

Pradyumna Singhania: Got it. So you can, okay, understood. And also I wanted to understand a little bit of the share swap details of our Dubai transaction. Uh, what's the dilution the investors can expect who are already holding?

Ashraf: I think around 7 to 8%. I'm not sure, but I think, uh, like

Pradyumna Singhania: Got it, sir. Okay. All right, sir.

Moderator: Thank you. Okay. Thank you. Uh, the next question, we have from Aditya. Please unmute yourself and go ahead with your question.

Aditya: Hello. I'm audible?

Ashraf: Yes. Yes.

Adtiya: Yes, sir. Thank you for giving me this opportunity. Congratulations for the great set of number. My name is Aditya. Uh, my question will be regarding our Sharjah acquisition of this AJC Jewel FZC one. So, sir, we did around 72 crores of top-line in H1 FY26. I'm assuming it will be 140 crores in FY26. In this calendar year. So, as per that what will be a pat margin of the Sharjah entity.

Ashraf: In Sharjah, we are getting around 4% PAT there.

Aditya: And what would be on the EBITDA front?

Ashraf: EBITDA I think 5%.

Aditya: Okay, 5% is the EBITDA margin. So, so don't we think that we acquired this company at less valuation at just 9 crores. At 9.60 crores of 80%.

Ashraf: No, valuation then as per the procedures of SEBI and done by the registered valuer.

Aditya: Mm-mm.

Ashraf: So, we don't think like that.

Aditya: Okay, makes sense. Also, just want to know that in November 2025 we we acquired one more company was owned by you. It was named as AJC FZE. This one is FZC. Correct me if I'm wrong. That was FZE. So, uh we acquired that company at 4 crore total valuation. 4 lakh 4 lakh shares Right, sir?

Ashraf: Pardon please?

Aditya: Sorry, I'm saying that in November 2025, we also acquired this company which is 100% owned by..

Ashraf: No, no, they both are same, okay. At that time we announced that, and due to the geographical tension, war and things, we were unable to complete that process. So that's why we again announced and we re-initiated now.

Aditya: Okay, okay, so that time the... Yes. Yes, sir? Sir, I'm having trouble listening to you. Can you please repeat that again?

Ashraf: Now I'm audible?

Aditya: Yeah, yeah, you're audible now.

Ashraf: Yes. Actually, at that time, I mean in 2025 December, we announced that we are going to acquire that company. But due to that geopolitical issues, tensions and wars, we were unable to complete the process at that time.

Aditya: Okay. Makes sense. Yeah.

Ashraf: So now we announced again and we initiated that process now. Both companies are same. At that time that company name was manufactured FZC, now its name is like FZC because at that time that is here we are private limited and public limited like that no? There is a FZC means Free Zone Company and FZE means Free Zone Establishment.

Aditya: Okay. Makes sense, sir. Makes sense to me. Yeah, and we are acquiring this company by issuing new shares, right? So that the overall shareholding does not dilute and the promoter's shareholding increases from that sense.

Ashraf: Yes, yes, yes.

Aditya: Okay. Makes sense.

Aditya: And, sir, I just want to know on the working capital front, because I was just going through your financials and just find out that our receivables are growing much far than our sales growth. So, do you have anything on that front? Because like, during 3 years, our 3-year CAGR sales growth was 16%, but our receivables growth were 51%. And if we go to this 5 years, so our sales growth are 37% and our receivables growth is 567%.

Ashraf: Not like that. We are trying to decrease that debtor means This is due to uh recently we added some uh corporate clients.

Aditya: Okay.

Ashraf: Uh they uh they have some more credit period than normal small and mid-sized customers. Anyway, we are uh we will try to decrease that.

Aditya: Okay sir, makes sense. Makes sense to me. Okay. Okay, that's it from my side. Thank you.

Moderator: Thank you, Aditya Ji. Just a quick reminder to everyone, if you have questions, please raise your hand using the reaction tab. also one can request their question in the question box. So, next we have with us Agastya Ji. You may unmute and ask your question.

Moderator: Agastya Ji, you are

Agastya: Am I audible?

Moderator: Yeah

Agastya: Yeah, okay, thank you. Uh, sir, uh when we last had a conversation, uh we had talked at length about uh the 9-karat and the 18-karat market. So, if you can discuss your plans there and what is the progress from your end, and how is the market looking like and for the second quarter uh there is a lot of uncertainty in the gold market regarding the government of India again thinking of changing the duty structure again, and the Prime Minister has again made what I consider to be a very silly statement don't buy gold and like other things. So, is there an impact on demand that you are seeing on the ground or things are progressing with the same momentum as in Q1?

Ashraf: First question

Agastya: Nine and 18 karat, sir, and then the demand situation on the ground.

Ashraf: Okay. So, okay. So, regarding 18 karat and 9 karat, actually, we have started that uh these two products. But our current products still uh 22 karat. Uh 9 karat, we just started and uh just launched now. 18 karat, okay, actually, we are serving uh some to some customers 18 karat. We are getting higher margin in lower caratage. Uh that is uh that is the reason why why we are mixing the products.

Agastya: Okay,

Ashraf: and regarding the uh duty and So, uh In past also, government many times uh updated and amended the duties uh and increased or of the duties many times. I don't think it will affect affect us or affect our business. I have not experienced it like that.

Agastya: And sir the demand in second quarter is, uh I mean the trend, I know there is seasonality element here, but we are entering the festive season now. So, how is the second quarter and third quarter looking to looking like to you? And a uh a follow-up on 18 karat and 9 karat market. Um, so you said you have launched how is the response, sir?

Ashraf: Initial response are encouraging and good response we're getting from our customers. That is good.

Agastya: And yeah, and the second quarter demand sir?

Ashraf: Comparatively Q1 and Q2 are moderate in demand, when compared to Q3 and Q4. In Q3 and Q4 we have many festivals and wedding seasons, so we're getting higher volume in Q3 and Q4.

Agastya: No, that is true sir, but you must have some sort of forward guidance from your clients for Q3 right? They will be placing their orders, you will start manufacturing, you will get a good idea about how they're perceiving growth. So how are things looking to you for Q3 and Q4?

Mahesh: Right now, we are more focused on the customized product and right now we are doing that in the well-organized manner, so we don't have any speculation on the demand where currently we are having every time we are having the same kind of business. So, wedding season it will be hike, so we cannot say a certain number how it is going like...

Agastya: Fine sir thank you very much and all the best

Moderator: Thank you, Agastya ji, next we have Preet Shah ji you may unmute yourself and ask your question.

Preet Shah: Am I audible sir

Ashraf: Yeah yeah

Preet Shah: First of all, thank you for giving me this opportunity so my question is what will be the revenue guidance for FY27 and FY28 and want could the pat margin. Sorry I am repeating but I have joined late sir so can you please help me with that and please give me the consolidated figures if possible.

Ashraf: Okay, we have targeted for FY27 450 crore standalone of India operations and 50% CAGR growth year on year for next 3 years. Okay rest we will update and revert and update you later.

Preet Shah: Okay. Sir, what could be the PAT margins for this year?

Ashraf: Currently this quarter we have 2.5%.

Preet Shah: 2.5%. Okay sir. And 450 is standalone right? So Sharjah facility will be having like 50-70 cr how much it will contribute sir?

Ashraf: Sharjah till now till June there have 72.46 crore.

Preet Shah: Okay so for full year how much we can expect sir?

Ashraf: That we will update you post H1 result.

Preet Shah: Okay sir okay. So, 450 is standalone and Sharjah contribution will be additional. Is my understanding right sir?

Ashraf: Yeah, yes of course.

Preet Shah: Yeah, yeah okay. Thank you, sir.

Moderator: Thank you, next we have with us Gaurav Ji, you can unmute yourself and ask your question.

Gaurav: Sir I've asked some questions in the Q&A box, I've asked 6 questions.

Moderator: We'll take at the end okay.

Moderator: You can ask him... you can... Hello?

Gaurav: Yeah...

Moderator: you can ask here only if you want.

Gaurav: Okay, so the first one was the cash flow from operations has been negative since the past six years. So, when do we plan on making it positive? Like when is that possible?

Ashraf: Okay. Uh... in the coming years we will try... we will try to get that positive. Try to generate more cash. So now I can say the exact time when it will be. Now we are focusing on sales volume and growth.

Gaurav: Okay. And the utilization right now is 25% for the Kerala plant. So I read in your PPT or somewhere that we are planning to expand it to 120%. So why is it required to expand it when we are utilizing only 25%?

Ashraf: that is... 120% is added now.

Gaurav: Okay

Ashraf: Yes, I mean that... that is...

Gaurav: after adding it is 5 kgs in Kerala and 8 kgs in Silver.

Ashraf: Yes, yes, yes. Because we have upgraded through our IPO proceeds.

Gaurav: Okay, And the Astra Silvassa showroom, what is the CAPEX per store and the OPEX per store?

Ashraf: Esthara, okay.

Gaurav: And also the current revenue from the first store which was opened in April.

Ashraf: Yes. CAPEX depends on the store size and location. Actually, 4,000 per square feet is the CAPEX for store and it will depend on the floor area. And current revenue of first store I think 15 lakh per month.

Gaurav: 15 lakh?, 15 lakh per month for the... for the first one. Hello?

Ashraf: Yes, yes. For the first one, 15 lakh per month.

Gaurav: Okay, and what about the Opex, operational... operational money you need for per store? For this inventory and everything?

Ashraf: I think... I think 5 to 6 lakh.

Gaurav: Okay. And the FY26 guidance which you had given, after the H1 FY26, and the guidance had been missed, any reason for that?

Ashraf: FY26, actually we were listed in that... in FY26. We have not given any guidance at that time.

Gaurav: Okay. And from bullion trading, is there any revenue included in your consolidated...?

Ashraf: No, we are not doing any bullion trading.

Gaurav: Okay. And last thing, sir, I have seen that the promoter family remuneration is approximately 10 to 15% of the PAT in FY26, when the company is also already in negative cash flow from operations. So is there any reason why it's so high and will it be the same going forward?

Ashraf: Going forward, we will align with PAT. As of now, I don't have any specific reason for this.

Gaurav: Okay Okay, sir. Thank you.

Moderator: Thank you, Gaurav ji, thank you sir. Next we have with us, Pradumna Singhania Ji, you may unmute yourself and ask your question.

Moderator: Pradumna Ji... You're not audible. Hello... Okay, we'll move forward with another question from the line from Saurav Jain Ji. You may unmute yourself and you can ask your question now.

Saurav Jain: Am I audible?

Ashraf: Yeah, yeah.

Saurav Jain: So sir you said your revenue guidance for FY 27 is 50%. So, it's fair to assume that 35-40% come from volume growth and rest of from price hike? It's... and second one is... what is the Q1 contribution of Sharjah in 100 crore revenue?

Ashraf: No... No consolidation in Q1. Because that process is not yet completed. So, I think it will consolidated in Q3 onwards.

Saurav Jain: Okay. And 50% revenue growth guidance is mostly come from volume growth, right?

Ashraf: Ah, yes, this is... we have guided on basis of volume growth only.

Saurav Jain: Okay, 50% guidance only from volume growth, right?

Ashraf: Yes, yes. If gold prices are going up then it will be like that... it will be added.

Saurav Jain: thank you sir

Moderator: Thank you, Next question we have from Pradumna Singhania Ji. You may unmute yourself and ask your question.

Pradumna Singhania: Hello?

Ashraf: Yes.

Pradumna Singhania: Hi sir. So the first time I was not able to unmute myself, it got hung. So basically, I forgot to ask, do we need any fresh money to touch our 100% utilization? Do we like, do we need to do any debottlenecking or anything like that? Like what's stopping us from touching our peak?

Ashraf: Yeah, yes, definitely we need a intensive working capital for touching the 100-percentage utilization. So we will find through internal accrual, debt, and maybe through in future, maybe through in equity fundraising.

Pradumna Singhania: And what kind of, what quantum of money are we looking at raising?

Ashraf: Now?

Pradumna Singhania: No, no. How much money are we trying, how much money would we need as a working capital to touch our peak or our capacity?

Ashraf: Yes, we need capital gradually, not in a single, single time. We need it in, we need it gradually. So our involvement...

Pradumna Singhania: Got it. Understood. All right, sir. Thank you.

Moderator: Thank you. We believe there are no further questions from anyone. We would like the management to give their closing remarks.

Ashraf: Hello? So, thank you all. Thank you for participating in this concall, conference call and...

Mahesh: Yes, thank you for the opportunity to discuss about our investors and how we can share that. We make sure that we have almost answered all those questions you have. If anyone have any further clarification, you can contact us, so we will get at the additional any documents you needed. so thank you for the opportunity, thank you all.

Moderator: Thank you for joining the AJC Jewel Manufacturers conference call hosted by Confideleap Partners. Participants may now sign off.