YOUR PARTNER
BEYOND PRODUCTS

November 07, 2026

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra - Kurla Complex
Bandra (E), Mumbai - 400 051

Symbol: ELIN

BSE Limited
Corporate Relationship Department,
2nd Floor, New Trading Wing,
Rotunda Building, P.J. Towers,
Dalal Street, Mumbai - 400 001

Scrip Code: 543725

ISIN: INE050401020

Dear Sir/Ma'am,

Subject: Submission of Transcript of conference call held on November 05, 2026.

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are enclosing herewith the transcript of an earnings conference call for the Q2FY2027 held on Thursday, November 05, 2026.

The above information is being uploaded on the website of the Company at www.elinindia.com.

We request you to take the above information on record.

Thanking You

Yours faithfully,

For Elin Electronics Limited

Lata Rani Pawa
Digitally signed by Lata Rani Pawa
Date: 2026.11.07 23:00:49 +05'30'

Lata Rani Pawa
Company Secretary & Compliance Officer
M. No.: A30540
cs@elinindia.com
Encl: As Above

ELIN ELECTRONICS LIMITED
NEW DELHI

YOUR PARTNER BEYOND PRODUCTS

Elin Electronics Limited

Q2 FY27 Earnings Conference Call

Event Date / Time : 05/011/2026, 15:30 Hrs.
Event Duration : 42 mins 16 secs

CORPORATE PARTICIPANTS:

Mr. Kamal Sethia- Managing Director
Mr. Akash Sethia- Head of Strategies
Mr. Sanjeev Sethia - Director

Mr. Devansh Shah -Sunidhi Securities

Q&A PARTICIPANTS LIST:

1. Zaki Naseer : Individual Investor
2. Utsav Baheti : Individual Investor
3. Neeraj Mansingka : White Pine
4. Rehan Laljee :Coheron Wealth

Moderator: Good afternoon, ladies and gentlemen. I am Tashmita, moderator for the conference call. Welcome to Elin Electronics Limited Q2 FY 27 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 '*' then '0' on your touchtone telephone. Please note this conference is recorded. I would now like to hand over the conference to Devarsh Shah from Sunidhi Securities. Thank you and over to you, sir.

Devarsh Shah: Thank you, ma'am. Good evening and very warm welcome to everyone. On behalf of Sunidhi Securities, I welcome you all to Elin Electronics Limited Q2 FY 27 earnings conference call. Today we have with us from the management represented by Mr. Kamal Sethia, Managing Director; Mr. Akash Sethia, Head of Strategy; and Mr. Sanjiv Sethia, Director. We thank Elin Electronics Limited for giving us the opportunity to host the call. I would now like to hand over the floor to the management for their opening remarks, post which we will open the floor for Q&A. Thank you, and over to you, Akash sir.

Sanjiv Sethia: Yeah, thank you very much, Devarsh. Good evening, ladies and gentlemen. This is Sanjiv Sethia, Director at Elin. We also have on call today our Managing Director, Mr. Kamal Sethia, and our Head of Strategy, Mr. Akash Sethia. Thank you for joining our earnings call for the second quarter and first half of FY27.

Coming to our overall performance for the quarter, operating revenues for the quarter was ₹413.2 crores against ₹374.5 crores in the same period last year, up 10% on a year-on-year basis. Growth during this quarter could have been better but for a two-week delay in Diwali as compared to last year. Consolidated EBITDA for the quarter was ₹14.1 crores against ₹20.3 crores in the same period last year. The decline in EBITDA margin of 200 bps year-on-year is entirely because of increase in raw material costs which could not be fully passed on to the customers. RMC increase was driven by the following factors: Substantial increase in polymer prices driven by increase in crude oil price due to the conflict in Middle East region. Prices of polymer are up 30% on an average on a year-on-year basis. Metals especially steel saw a sharp increase of 12% to 15%, and copper also has hit an all-time high level. Depreciation of INR against the US Dollar and Chinese Yuan are affecting prices of imports, especially electronics and components, as well as sea freights. We also had a large minimum wage increase of 25% in Ghaziabad region of Uttar Pradesh where our largest factory is situated, with effect from April 1st, 2026. There has been a further increase in minimum wage of around 10% with effect from October 1st, 2026. Change in the product mix with decline in motors and select lighting products which are at higher value addition. Therefore, our EBITDA margin declined from 5.4% last year to 3.4% in the current quarter. Excluding extraordinary items consolidated PAT for the quarter was ₹3.8 crores against the profit of ₹13.8 crores in the same period last year.

Our liquidity position is a net debt of rupees 6.4 crores as of September 2026. Our capex spend in H1 FY27 was at rupees 77.5 crores which includes rupees 65 crores towards capitalization of Bhiwadi plant and balance 12.4 crore 12.5 crores towards the existing business. Our working capital days was 52 days at September 2026 versus 53 days in September 2025.

Now, I would like to share with you the performance of each of our business verticals. In lighting, fans and switch segment, the revenue for the quarter was rupees 77.8 crores against rupees 72.4 crore in the same quarter last year. This was driven by customers ramping up in the LED lighting category. LED lighting, exclusive flashlight, excluding flashlight, increased from rupees 47.5 crores to rupees 54.4 crores in the current quarter. This was primarily driven by new customer ramping up capacity with us. While overall volumes have grown, change in the product mix has impacted us, impacted us with downlights being replaced by battens. With effect from August, we had decided to scale down battens till the pricing situation does not improve. We are now working on our terms with customers who accept our pricing and are not chasing customer or wallet share.

Moving to our fan business, our fan business was steady at rupees 15 crores in this quarter. While Q2 is seasonally weak for fans, we expect this to pick up strongly again in Q3 and continue to do well in Q4 as well. We have a strong outlook for fans especially BLDC ceiling fans as setting up additional capacity in our Bhiwadi plant for it. Moving on to the home appliance segment, revenue increased from Rs 140.6 crores last quarter to Rs 175.8 crores this quarter, representing an overall growth of 25%. This would have been higher if not for the delayed festival season this year with Diwali falling in November. Kitchen and home care revenue increased by 25% year on year. This was on the back of growth of revenue driven by increased volumes from mixer grinder and irons. We have started regular supplies of electric kettles also in the quarter. Personal care segment was up 28% year on year driven by volume growth in hair dryers and sterilizers. We are happy to share that we have added a new customer for personal care in this quarter. Additionally, we have participated in government tenders and expect to do some business in it as well. Moving on to the FHP motor segment, revenue declined from Rs 73.5 crores to Rs 56.8 crores in the current quarter. Further please note this segment reflects only third-party sales, so increase in sales of mixer grinders and fans as appliances and resultant increase in captive consumption of motor thereof is captured via increase in sales of appliances. A quick update on the Bhiwadi factory. The plant is ready and has started commercial production in mid-September 2026. We have started with ORP production and will be adding fans and chimneys as well. Setting out the revenue guidance for FY 27 now, As discussed in our call last quarter, we are prioritizing profitability and therefore taking some firm decisions on pricing with our customers. Not only have we become firm in passing on raw material cost but have also initiated discussions with customer for passing on assembly cost owing to large minimum wage increase we have incurred. We acknowledge that these actions with customers

generally take time but some results are already visible in our Quarterly EBITDA margins improving to 3.4% from 1.1% in Q1. We estimate revenues to be in the range of rupees 1400 crores with a variation of plus-minus 3% for full FY 2027. It is difficult to forecast the EBITDA with certainty in this high volatile macro environment. With this, we conclude our opening remarks. We can now open the floor for Q&A. Thank you very much.

Operator: Thank you, sir. Ladies and gentlemen, we will now begin the question-and-answer session. If you have a question, please press star and one on your telephone keypad and wait for your turn to ask the question. If you would like to withdraw your request, you may do so by pressing star and one again. Ladies and gentlemen, we will now begin the question-and-answer session. If you have a question, please press star and one on your telephone keypad. First question comes from Zahi Nasir from Nasir Investment. Please go ahead, sir.

Zahi Nasir: Good afternoon sir, and I think kudos to the team for giving a turnaround quarter, I would say. Top line has grown, and margins have stabilized or started inching up. Now, you have upped the revenue from between 1350 to 1375 to 1400 plus for the year. I appreciate, sir, margins cannot be predicted, but with things looking up, do you think we can look at Q2 as the base quarter for margins, sir?

Sanjiv Sethia: Akash, can you answer that question?

Akash Sethia: Sir, I wish if I could, I could give you that kind of certainty and under normal, you know, circumstances I probably would have been able to give you that comfort. But, you know, unfortunately, you know, given the kind of situation we are in, I mean, I, I don't want to make any assurances but that said, of course, we are, I mean, we do endeavor that this is, this is not only a base quarter but, you know, subsequent margin should be, should be better. But given the volatility in the, in the macro, I don't want to make a commitment regarding margins, especially in Q3. Maybe now with certain global developments, especially in the last few days, there is some view that, you know, there will be stability in, you know, crude and therefore, you know, prices will come off. So maybe, maybe Q4 onwards we'll be able to share a better, better picture in terms of margin.

Zahi Nasir: So you feel sir, Q2 again was a one-off kind of a margin uptick? Or I mean, we are already halfway into Q3, so do you see these margins maintaining sir at least 3.4, 3.5 above?

Akash Sethia: No, so Q3 historically is our slowest quarter because what happens is that Q2 is our, Q2 and Q4 are our peak quarters, in the run-up to Diwali and then Q3 right after Diwali there is a kind of a seasonal lull. So also, you know, what happens is there is a some sort of moderation in revenue, that is point one. Point two, just in terms of our newest factory in Bhiwadi, that has just been commercialized in September. Now, you know, you can appreciate that, you know, once we start, things take some amount of time to ramp up both in terms of

revenue and margin stabilization. So Bhiwadi as of now at least this year will be you know, in a state of just about EBITDA break even, with the result that it's going to pull down the overall EBITDA margins. From next year, once the new factory also stabilizes, you will definitely see margins move up, but Q3, my suspicion is margin should be in this range, with, with maybe a, you know, 0.5% deviation on either side.

Zahi Nasir : Okay, sir. Thank you. Thank you. Happy Diwali to all of you and best wishes for the year.

Akash Sethia : Thank you. Thank you so much.

Moderator: Thank you, sir. Ladies and gentlemen, if you have a question, please press star and one on your telephone keypad. Next question comes from the line of Utsav Baheti, an individual investor. Please go ahead.

Utsav Baheti: Hello, sir. Thank you for the opportunity. Am I audible?

Sanjiv Sethia :Yes, sir. You are.

Utsav Baheti: Yeah. So my first question is regarding, like, Diwali has been postponed by around, I mean, due to the Adhik Maas and all, it has been postponed by 15-20 days. So will there be a, you know, carry over revenue kind of a thing in Q3? Would that be the case?

Akash Sethia: Yes, definitely. Definitely we're going to have, you know, some sort of benefit of revenue, you know, spilling over to Q3. So, you know, on a y-o-y basis, this coming Q3 versus last Q3, you should see some, some good traction in terms of revenue.

Utsav Baheti: Okay. And one more question, sir, regarding the minimum wage hike, so it has been hike two time so how much of that basis point will affect the margin over the long term say 2 year 3 year down the line

Akash Sethia : Okay, let me just give you just a quick one minute background. So the minimum wage increment happens every year, but it happens typically to the tune of anywhere between four to seven percent, right? What happened this year in April was a very large, unanticipated kind of increase to the tune of 25%. Moreover, like we pointed out in our opening remarks, On top of that, October, effective 1st October, there has been a further hike of another 7%. So effectively it is almost a cumulative hike, if you see in 6 months, of almost 35 % or 33%, right? Now definitely, you know, if you have this kind of hike, unfortunately for us, this has happened in the region where we have our largest factory. So this has happened in the Ghaziabad region of Uttar Pradesh, which is our largest factory where we get approximately two-thirds, 65 % of our revenue from. Now, historically, what used to happen was that because I said the minimum wages used to, the increments used to be typically much smaller, that used to get offset from the volume growth that used to come in. So, you know, we used to pass on material price hikes

with customers, and the assembly hike used to get or the labor height is to get absorbed through efficiency gains which would come via volume increase. But this kind of large increases, you know, extremely difficult to absorb. So like we again alluded to in our opening remarks, we have initiated dialogue with, you know, all of our customers and, you know, informed them of these facts. Now as you can imagine, you know, these conversations are, you know, a little bit time-taking, a little bit slow, people take time to assess and, you know, come to come to a conclusion. So as of now, I think the the impact on margin is almost close to, you know, 1% kind of kind of number. But we are we are making all efforts to kind of recover the maximum amount that we that we can. Hope that answers your question.

Utsav Baheti: Yes, sir. Thank you. Thank you for answering the question. Best of luck.

Moderator : Thank you, sir. Ladies and gentlemen, if you have a question, please press star and one on your telephone keypad. Ladies and gentlemen, if you have a question, please press star and one on your telephone keypad. Next question comes from the line of Neeraj Mansingka from Whitepine Investment Management Private Limited. Please go ahead.

Neeraj Mansingka: Yeah, I wanted to know two things. One, when is the scale-up of the Bhiwadi facility? What's the timeline you see the scale-up of that and the revenues that you see from that facility?

Akash Sethia: Uh, Neeraj ji, so I think in terms of, just to give you a context of the revenue, I think this year, the remaining, effectively we have only six-odd months. So we should be in the vicinity of 50-odd crore rupees in six months, 45 to 50 crores, and for the next fiscal, which is fiscal '28 Uh we should be in the vicinity of uh about uh 150 odd crores. Uh our stated goal, as we've mentioned in earlier calls is uh to to achieve uh the full potential of the Bhiwadi factory, in terms of revenue that is about 500 - 550 crores uh in approximately 4 years time.

Neeraj Mansingka: And how much more CAPEX we need to do uh for that full util- uh potential to be realized?

Akash Sethia: So, uh we've already capitalized approximately 65 odd crores. Uh so, this is phase one where uh you know uh approximately 1.25 lakh square feet has been uh constructed uh with uh all the common utilities, etc. being done. Uh what is pending is another 1 lakh odd square feet just of uh factory shed area. All the common util- utilities, etc. have all been done, so maybe in the next year we would have uh another maybe 12 odd crores, 12 to 14 crores uh in in that vicinity, right? Uh approximately.

Neeraj Mansingka: Okay. And any visibility on the the revenues from this uh asset, like uh the order bookings for the Bhiwadi?

Akash Sethia: So, we uh like we've pointed out earlier uh, we don't really have a order book system, uh but uh we have uh visibility from our customers, from a planning perspective. So, all indication that we have uh by the line is non-binding in nature. Uh the numbers that I've given you uh 50 for this year and 150 uh for the next year uh a reasonable estimates basis uh you know the customer planning that we've received.

Neeraj Mansingka: I know you said EBITDA margin is difficult to give guidance, but can you give at least a minimum range, minimum margin you aspire to achieve?

Akash Sethia :for minimum and aspiration you want to operate

Neeraj Mansingka :Not, expiration is not long term but for FF27 I am talking about.

Akash Sethia: For FY27 look, think for the first half of the year we are close to just about 2.3%, right? Quarter one was close to 1%, quarter two was 3.5%. I just mentioned Q3 would be probably maybe similar to Q2 but with a 0.5 % variation on other side and realistically I don't think it's going to be higher. So, if I look at the full year number, I don't think that it would be more than 3, 3.5 % in that range. From a full year perspective, this is, of course, because of the tough first quarter that we had. But going forward, it should not be lower than 2.5%. It should be above 2.5%, at least for the next stage.

Neeraj Mansingka: And this includes the not fully utilization of the Bivari one right?

Akash Sethia: Yeah, that's one of the key reasons why the EBITDA is also getting back down.

Neeraj Mansingka: Can you give some understanding of what margins can improve or what okay what you say or a like to like scenario if Bhiwadi facility scales up to 250.

Akash Sethia: I'll just give you the numbers also. Bhiwadi for this year, for the remaining part of this year on the 50 crore kind of top line, you'll probably have an EBITDA of close to 3%, 2.5 to 3%. And the moment we hit that 150 crore kind of number next year, EBITDA is going to be 6.5%. So you can imagine as and when utilization starts to scale up, fixed costs tend to get absorbed much better. What happens is you can imagine, I mean the factory's up and running. you still have to pay your general manager, your purchaser, your maintenance guy, your stores guy, all of that, That your turnover is one crore, 10 crore a month, right? So that is, as revenue scales up, those costs tend to get absorbed better, which results in margin expansion.

Neeraj Mansingka : But on is there any more operating leverage left beyond this 6 and a half percent in this Bhiwadi? Because what I understand is if your full revenue capacity 500 crores this is 1.25 lakh square feet versus 2.25 total so you should be come should be able to do 300 crores of revenue in this existing facility in a full utilized one and if it hit in FY28 150 so is that some more operating leverage left in that facility beyond this 6 and a half percent?

Akash Sethia : Yeah, look once we hit once we hit that close to or north of 400 crore kind of number, EBITDA margins will move towards that 7 and a half percent. But I don't want to mention that because that's still some time away. If it hits 7 to 7.5% once Bhiwadi turnover crosses 400 crore, but that's still some time away. Full disclosure, for the next year what we are guiding for is 150 crore and between 6 to 6.5% EBITDA.

Neeraj Mansingka : Okay, and got that. And the last thing is on the utilization of Bhiwadi do you have obviously there's no order book you said but do you have enough understanding from customers that your utilization of revenue will be to the extent of 500 crores or any thoughts you have?

Akash Sethia: No, no. So it's next year is not going to be 500 crores. Next year is going to be 150 crores.

Neeraj Mansingka: I'm talking of the full revenue once your full phase 2 CAPEX is up. So I'm just thinking on that side.

Akash Sethia: No sir. We don't have a visibility of 500 crores definitely. I mean, that's that's not there, which is why we've not even built out, I mean, right now we've only built out Phase 1, which is 1.2 odd lakh square feet out of the 2.2 right, So to expect I mean, I don't think we are in a position to give you a revenue assurance on 500 today.

Neeraj Mansingka: Okay. But any visibility you can you have like in the phase one?

Akash Sethia: Sambit da, Do you want to come in and maybe share your thoughts?

Sanjiv Sethia: Yeah, actually, for some reason, the voice is not clear. You're talking about visibility of Phase 1 in terms of 150 crores is what we've said for next fiscal, correct?

Neeraj Mansingka: Yeah.

Sanjiv Sethia: So you're talking about till what year?

Neeraj Mansingka: What I'm... what I'm asking is that how much revenue is visible or assured or the customers have guided they have an off-take from the Bhiwadi facility for FY28?

Sanjiv Sethia: Okay. So we have visibility about up to 150 crores.

Neeraj Mansingka: Okay.

Sanjiv Sethia: Between OFRs for which we already have a fairly good idea what we're doing some number... I mean, numbers this year and whatever we can add next year. The second one would be ceiling fan, then third would be chimney. So all these three products put together, we have a visibility of about 150 crores for next fiscal.

Neeraj Mansingka: Got it. Thank you. I'll get back in the queue.

Moderator: Ladies and gentlemen, if you have a question, please press star and one on your telephone keypad.

Moderator: Next question comes from Sahil Lendave from Hengal Advisor. Please go ahead.

Sahil Lendave: Thank you for the opportunity. So sir, basically in last quarter, we were going to reduce the lighting business, but here we see an uptick in this. So are we—are the margins positive in that segment and are we going to scale up from here?

Akash Sethia: Sanjiv Ji, why don't you take that? Lighting is—

Sanjiv Sethia: Yeah, sure. So—so lighting, see—first of all, I mean other than Signify, we've been able to add five or six customers to our product portfolio. And with them, we were earlier, we were aggressively taking up orders of battens where—where price is an issue. And—you know, there was a tremendous increase in the price of electronics, plastics, etc. But the overall market price had not increased. So that's why batten became a pretty difficult category. So we scaled it down in terms of numbers, but like I mentioned, we are still working with customers who are willing to work at our price point. So it's not that battens has been totally switched off. We've scaled it down so that we do not incur losses in that. Customers who are willing to offer certain price points, I mean we are working with them. At the same time, some of these customers which we've added, we're trying to expand our product portfolios with them. So we've increased our downlights, we've increased our two-by-two kind of range of products with them. So you see there is some increase in the lighting business. I mean if we would have kept on producing battens at the rate which we did for a couple of months, I mean you would have seen a further increase in the top line of the lighting business, but the bottom line would have been a different story. So we consciously reduced the orders of, you know, batons on hand and just picking up orders where, you know, where it makes economic sense. So there is still increase. I mean, otherwise this top line would have been much higher than what we have reported.

Sahil Lendave :Okay, so that's good to know actually. And sir, in the BLDC fan segment, what kind of growth rate are we targeting for H2, like in the BLDC fan segment?

Sanjiv Sethia: BLDC fan segment, so I think if I talk on year on year and not on a fiscal basis just to give you some idea, I think this year we will practically do close to maybe about 500k fan kind of number. I think we will easily hit about 750, 800k signs next calendar year. So approximately you can see 55, 60 % kind of growth number.

Sahil Lendave: And sir, in the FHP motor segment, so the revenue has kind of decreased in that segment. So what is our target? What are we going to do in it?

Sanjiv Sethia: Our FHP motor segment basically there have been two basic reasons. One is the biggest contributor for our FHP motor is of course the mixer grinder category. this business if you see there are very few people who buy motors from outside, especially big customers. Otherwise this category as such works in a way that the person who makes the mixer grinder is making the motor. So we had one particular customer who was last couple of years, you know, he was buying a lot of motors from us, but parallelly as what this business is that, you know, ultimately ended up having set up his own facility. So we saw some loss in numbers over there. And the second one, FHP motors in the same bed, you know. We have an increase in the captive consumption like I mentioned in our call, our mixer grinder sales have gone up. So even the motors over there have gone up, it's not really reflecting on the motor sale as such because it is in the appliance sale. So that's one primary cause and second we also see there are certain cases where maybe some customers are doing a buy and sell decision where Instead of making the product themselves, we have certain cases where a customer has, you know, moved or just shifted to buying the complete product from outside. So these have been the two primary calls for some reduction that you see. And the increase in numbers that you've produced is not reflecting because it's shown in the increase in captive consumption of either mixer grinder sales or the fresh air fans which we are making, the numbers have gone up but the motor sales are not reflecting.

Sahil Lendave : So basically our fungibility is there and there will be just fan increase or FHP motor thing really fungibility is there.

Sanjiv Sethia: So for us, if we make the complete product, you know, at least we have assurance that the complete chain then stays with us in terms of making motors and the plastic molding and the product. So of course, we... for us, I mean, I'm not saying that we just try to increase our FG production, but that's a more safer bet in terms of if we increase that number, then the motor business stays with us, I mean, the utilization of assets and all are happening. Of course, the number's not reflected in the sale of FHP motor. With respect to the pure motor sale, I mean, it's dynamic. Some, you know, companies make decision with respect to buy and sell and such like that, so that's what's been reflected in this year's number.

Sahil Lendave : Okay, okay. Sir, and on the precision component side, like what are we doing in the higher value-added segment?

Sanjiv Sethia: Uh, in the precision component side, our side our primary focus, primary focus is on the automotive industry. Uh, we are trying to increase our business with them, but generally automotive, you know, the gestation price time or the lead time to start a business is almost

two to -two and half years. I mean, where by the time they do the trials and all. So, so uh, we we are working with automotive our partners to increase that business, but it takes a little longer than you can say consumer electronics business to get the revenues increased.

Sahil Lendave: So sir, basically on the precision component side, so are we in the development platform or is it like already the model is available and we are just trying to cater to existing model? Like let's suppose any new model comes.

Sanjiv Sethia: We are we are in the development platform. We have submitted samples and all to our customers, but like I mentioned, the lead time for development is is a little long as compared to the consumer electronics business.

Sahil Lendave : So sir, basically we are waiting for their approval? Not like the the kind of work we are doing, we are already done it and it's just we are just waiting on their approval, right?

Sanjiv Sethia: Correct, that's correct, yeah.

Sahil Lendave: Okay, okay. And sir, lastly on the Bhiwadi plant only, so for FY27, will we be doing 70 to 90 crores of revenue this year?

Sanjiv Sethia: Which which segment? I'm sorry, the voice is not very clear. Could you please repeat the question?

Sahil Lendave: Yes sir. On the Bhiwadi capex. So in FY27, are we going to do 70 to 90 crores of revenue in FY27?

Sanjiv Sethia: No no, we just mentioned we'll do around 50 crores.

Sahil Lendave: 50 crores, okay.All right, sounds like a good plan. Okay, sure. That’s- that’s it from my side. All the best for your business and Happy Diwali.

Sanjiv Sethia : Happy Diwali. Thank you so much.

Moderator: Thank you, sir. Ladies and gentlemen, if you have a question, please press star and one on your telephone keypad. Next question comes from Rehan Lalji from Coherent Wealth. Please go ahead.

Rehan Lalji : Hi, thank you for the opportunity. Just a couple of questions. Akash, from this 10-12% kind of growth, what would be the price benefit and what would be the volume generation growth that you guys have done?

Akash Sethia: Okay, it varies, of course, across some segment, but a bulk of this or the overwhelming majority of this is price realization, which is led by material material price inflation. Volume growth is- is not- not very high, barring- barring a few categories. So, low single-digit kind of- kind of number for- for volume growth.

Rehan Lalji : Okay, so then, you know, I'm looking at the expenditure sheet on your PPT, the gross margins on a quarter-on-quarter have not really, you know, normalized even to a percent or half a percent. It's probably 30-40 bps. So just want to understand if the price increases happened, why hasn't the gross margin, you know, sort of normalizing if you can share some light on it?

Akash Sethia : No, we mentioned that the gross margin has not normalized, we mentioned very clearly that we've not been able to pass on, you know-

Rehan Lalji : No, but you said it's price increase, right? The growth is primarily price increase. So then that should have increased gross margins at least half a percent, right?

Akash Sethia: No, no, no, it doesn't work like that, no. If your- if it's- if it's moving in tandem I think gross margin will only increase if we can fully increase the, increase in RMC. We are saying that we're not being able to do that.

Rehan Lalji: Okay. So how much more is left according to you?

Akash Sethia : I mean we would have to take, you know assuming material prices stay where they are, we would have to take another, you know 4-odd percent kind of, kind of price hike. And look, I'm just saying 4% very very broadly. Now you can imagine we make motors which you know are a, you know 3 to 700 rupees product category. And we make say fans which are 2000 rupees and we make, you know ovens and heaters which are 4000 rupees. So of course it's it's hard to kind of give a sweeping generalization but I mean very very broadly if you ask me, 4-odd percent further price hike would be would be required to kind of be able to pass on the material, material part of the cost.

Rehan Lalji: So so then that would lead to a similar gross margin of what 24, 25% is my understanding correct? 25%?

Akash Sethia : No, not 25%. Closer to 23-24%.

Rehan Lalji : Okay, okay. And you know considering now that Bhiwadi started and you've you have visibility of about 150-odd crores next year. So with that incremental revenue coming in, um with you know the growth that you guys are doing, some good growth this year around 10 to 15% is what you've guided for. So next year, you do do you think that you'd be around the range of 1600 to 1700 kind of top-line?

Akash Sethia :Look, in terms of top-line that's, we feel that's lesser of a challenge even like you mentioned this, even this quarter we've kind of said no to business because the business wasn't at prices that was making sense. Towards the end of our opening remarks, we very clearly mentioned that we are prioritizing profitability and margins over revenue.Because it does not make sense. I mean we are not a venture-backed startup you know where we are just chasing

revenue without without profitability. So for us it's not about whether you know we hit 1500 or 1800. It's the fact that we have to be you know healthy in terms of our margin profile. And to that extent if required we are ready to say no to some business that does not make you know margin margin sense.

Rehan Lalji: So if you consider that the business and the elevated cost scenario is as is you know. Though topline in Bhivadi scale up because you know it may not be every quarter but you know Bhivadi may contribute significantly going forward every quarter right? So do you feel at a company level some form of operating leverage coming on to play that these three and a half percent EBITDA reported this quarter becomes basically your new base to take things forward closing into next. I am not going to hold you to it. I am just trying to understand is that what the company is also thinking.

Akash Sethia: No we certainly do believe so that that should be the case. But you know you can just appreciate that things are just so volatile that you know every week literally there is something new that is happening which is causing some price movements. So it's extremely difficult you know to give you some sort of picture as much as we could because as investors you are entitled to ask and management is also to give you some sort of clarity but we believe that where we ourselves are not sure it's probably not, Not try to just make, you know, gut feel, gut feel statements. Better to be, be, be candid about the fact that, you know, we ourselves don't have 100% clarity. And probably, you know, just wait for a quarter more it does seem like things are you know hopefully going to, going to, you know, get, get better. But let's see, let's see where we get to.

Rehan Lalji: Okay, sure. Thank you and wish you the best and Happy Diwali.

Akash Sethia: Thank you to you too.

Moderator: Thank you sir. Ladies and gentlemen, if you have a question, please press star and one on your telephone keypad. Ladies and gentlemen, if you have a question, please press star and one on your telephone keypad.

Akash Sethia: Ma'am, if there are no further questions, we can wind up.

Moderator: Thank you sir, there are no further questions. Now I hand over the floor to management for closing comments.

Sanjiv Sethia: Hi, thank you so much to all who have attended the call and taken time out. I wish you all and your family a very Happy Diwali. Going forward, we are, you know, the, as Sanjeev and Akash said, focus is on improving the profitability. Hopefully the after this yesterday's event in US, we feel that things are going to stabilize for the industry. Of course, what the industry needs is a proper stable atmosphere. So with that we are definitely positive on going forward

that definitely it should improve our situation. So, and once again I thank you all for your time and taking interest in Elin, Thank you so much.

Moderator: Thank you, sir. Ladies and gentlemen, this concludes your conference for today. Thank you for your participation and for using DuSaba's conference call services. You may disconnect your lines now. Thank you and have a pleasant day.