SANGHVI MOVERS LIMITED
Regd. Office: Survey No. 92, Tathawade,
Taluka - Mulshi, Pune, Maharashtra - 411033, INDIA.
Tel. : 020-66744700, 020-27400700
E-mail : sanghvi@sanghvicranes.com
Web : www.sanghvicranes.com
CIN No.: L29150PN1989PLC054143

REF: SML/SEC/SE/26-27/55

November 09, 2026

To,
The Manager,
Listing Department
BSE Limited
Scrip Code: 530073

To,
The Manager,
Listing Department
National Stock Exchange of India Limited
Symbol: SANGHVIMOV

Subject: Transcript of the Earnings Conference Call on unaudited Financial Results for the quarter ended on September 30, 2026

Dear Sir/Madam,

Further to our letter dated November 02, 2026, and in terms of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the transcript of the Earnings conference call held on November 03, 2026, relating to the financial results of the Company for the quarter ended on September 30, 2026.

The same is also available on the website of the Company at www.sanghvicranes.com.

The above is for your information and record.

Thanking you,

Yours sincerely,
For Sanghvi Movers Limited

VINAV AGARWAL
Digitally signed by VINAV AGARWAL
Date: 2026.11.09 11:09:59 +05'30'

Vinav Agarwal
Company Secretary &
Chief Compliance Officer
ACS: 40751

Encl.: as above

“Sanghvi Movers Limited
Q2 & H1 FY27 Earnings Conference Call”
November 03, 2026

MANAGEMENT: **MR. RISHI SANGHVI - MANAGING DIRECTOR**

MR. GAURANG DESAI -CHIEF EXECUTIVE OFFICER

MR. PRADEEP MEHTA - CHIEF FINANCIAL OFFICER

MR. ABHIJIT SAWARKAR – GROUP FINANCIAL CONTROLLER

Moderator: Good afternoon, and a warm welcome, everyone, to Q2 and H1 FY27 Earnings Call of Sanghvi Movers Limited. Please note the investor presentation and the financial results are available on the company website and the stock exchanges.

Also, anything said on this call, which reflects our outlook for the future or which could be construed as a forward-looking statement must be reviewed in conjunction with the risks that the company faces. The conference call is being recorded and the transcript along with the audio of the same will be made available on the website of the company as well as on the exchanges.

Please also note that the audio of the conference call is the copyright material of Sanghvi Movers Limited and cannot be copied, rebroadcasted or attributed in the press or media without specific and written consent of the company.

From the management, we have with us Mr. Rishi Sanghvi, Managing Director; Mr. Gaurang Desai, Chief Executive Officer; and Mr. Pradeep Mehta, Chief Financial Officer.

I would now request Mr. Pradeep Mehta, Chief Financial Officer of Sanghvi Movers Limited, to provide you with the updates for the quarter and half year ended 30th September 2026. Thank you and over to you, sir.

Pradeep Mehta: Thank you, Sam and good afternoon, everyone. I will take you through the financial and operating performance for the second quarter and first half of FY27, followed by balance sheet, cash flow and capital expenditure positions.

On a consolidated basis, revenue from operations for Q2 FY27 was INR277 crores, compared with INR210 crores in Q2 FY26, which representing year-on-year growth of 32%. Total income stood at INR296 crores, up by 36% year-on-year. EBITDA was INR106 crores, an increase of 20% with EBITDA margin of 36%.

Profit after tax was INR40 crores, compared with INR36 crores in corresponding quarter, while cash profit stood at approximately INR78 crores. For H1 FY27, revenue from operation increased by 36% year-on-year to INR657 crores, while total income grew by 38% to rupees INR689 crores.

EBITDA increased by 25% to INR245 crores with a blended margin of 36%. Profit after tax rose by 22% to INR106 crores and cash profit increased by INR181 crores. This result demonstrates healthy growth across the group, supported by the scale up of our renewables engineering and construction business and continued contribution from the crane rental business.

Sequentially, Q2 revenue was lower than Q1, primarily reflecting the normal phasing of renewable project executions, the monsoon led moderation in the domestic activity and the timing of crane deployment in the Middle East. We view this largely as an execution and timing effect rather than the weakening of underlying demand environment.

During H1 FY27, the group revenue mix comprised approximately 62% from crane rental, 36% from renewables engineering and construction and 2% from project EPC. For the full year, now we expect broadly 60 to 40 mix between crane rental and renewable E&C compared with earlier

expectation of approximately 2/3 and 1/3. The stronger contribution from asset-light renewable business, supports our absolute EBITDA and is accretive to return on capital employed, that is ROCE. Although even it moderates the blended reported margin percentage.

In India and Botswana crane rental business, H1 total income was INR406 crores and fleet utilization stood at 78% with yield at 2.24% and EBITDA margin is 46%. The margin movement compared with FY26 reflect a high share of ancillary and externally hired equipments, crane and trailer hire service, freight and carriage, insurance and one-time incentives and the performance of project EPC segment. So all of these factors are either linked to revenue mix or are non-recurring.

Importantly, the underlying crane rental franchise remains healthy and supported by strong order book and enquiry pipeline. The GCC crane rental business reported H1 total income of 39 crores, utilization of 86% and yield at 3.80%. And a positive EBITDA margin of 24%. This clearly makes a mark of an improvement from the gestation stage performance in FY26. The middle east business continues to validate the original investment thesis so higher utilization and yields above our annual expectations. Although its near term scale up has been affected by shipping constraint, port congestion and delayed delivery of the cranes.

The renewable E&C business generated H1 total income of INR365 crores and EBITDA margin of approximately 14%.

This business remains asset light and highly capital efficient with the ROCE of 63% on TTM basis, that is trailing 12 month basis. And we continue to expect sustainable margins to settle within our indicated range as the business scales, while execution timing and POC accounting may create some quarter over quarter variations.

On order book as of 23rd October 2026 group order book stood at INR1,582 crores, which is representing growth of 26% from INR1,253 crores as reported earlier on 24th July 2026. So this comprises INR683 crores in India and Botswana, that is crane rental business and INR45 crores in GCC from crane rental, and 854 crores in renewable E&C business. The total enquiry pipeline stood around INR6,700 crores, which providing a healthy funnel across the business segments.

And our working capital performance improved meaningfully during this first half of the year.

Our group DSO stood at 81 days with India and Botswana crane rental around 89 days, renewables E&C is below 60 days, and GCC at 165 days. GCC DSO is reduced from 201 days in Q1 to 165 days in Q2, which reflecting our focus collection effort, and we will continue to prioritize billing discipline, certification cycle and collection.

On balance sheet our balance sheet remain strong and support the next phase of growth. Consolidated net worth increased to INR1,398 crores as on 30th September and gross debt stood at INR805 crores. If we consider treasury position of INR414 crores, then resulting into net debt of INR391 crores. So, our gross debt to equity ratio is 0.58 times, which is comfortably within this FY27 ceiling of 0.72 times and our weighted average cost of borrowing is 8.28%. All other ratios are in comfortable range and cash flow conversions are healthy.

So this first half the consolidated cash flow from operation was around INR231 crores in H1 FY27, which is equivalent to 82% of the full year of FY26.

So this is what we achieved within six months. On capital expenditures, FY27 capex ceiling revised to INR583 crores and this includes carry forward capex of FY26 and the revised plan of FY27. Out of this, INR182 crores was already capitalized during H1 FY27, which include INR90 crores in Q2 and now leaving INR401 crores pending to be executed in the second half of FY27.

So approximately 96% of our planned pool relates revenue generating assets.

In the Middle East, due to logistic disruption and vessel availability constraint and port congestion has affected our timing of crane delivery. And that impact is there in revised capex.

Accordingly, a portion of the KSA capex has been re-phased for FY28. This is a discipline response to the timing condition, not a change in our long-term view of the market. Procurement is being aligned with the contracted demand and prioritized towards the highest return assets. In India, Q2 utilization was also moderated by the monsoon period, with deployment expected to improve as project activity normalises.

With that, I will hand over to our Chief Executive Officer Mr. Gaurang Desai.

Gaurang Desai: Good afternoon, everybody, and thank you for joining us today. So let me begin with the environment we are operating in. If you look at the macroeconomic environment, India continues to be the fastest-growing major economy and GDP grew almost 7.8% in April to June quarter, well ahead of expectations. And RBI has since revised the FY27 growth forecast to 7.1%.

More importantly for us, this growth is investment led. I mean fixed capital formation grew almost by 12% in this quarter, and it's at twice the pace a year ago. And investments now accounts for around 34% of the GDP. We are mindful of the risk. The West Asia conflict has pushed the prices of crude and inflation and RBI raised the repo rate by 25 basis points in October.

But the underlying growth momentum remains strong, and we believe the investment cycle has many years to run. So a quick update on the industry sectors we operate in. So let me start by infrastructure. So project approvals have continued at least this quarter. In September, the cabinet cleared railway projects worth INR20,000 crores. And in October, we approved INR1.8 lakh crore green energy corridor for power transmission.

On the ground, heavy steel bridges launches on the Mumbai, Ahmedabad high-speed rail corridor shows exactly the kind of complex lifting this pipeline creates. Cement, the capacity is set to grow from 686 million to 850 million tons by FY '30 and around 70 million to 75 million tons is commissioning this year alone and demand is expected to grow 7% to 8%, driving plant erection and waste heat recovery work for us.

Steel capacity is expected to rise from about 220 million to 300 million tons by FY '30. The safeguard duty cuts imports by almost 1/3, supporting domestic expansion, which again works in favor of heavy lifting.

Refining. In October, BPCL set up a dedicated project company for a proposed greenfield refinery and petrochemical complex in Andhra Pradesh with an investment outlay of almost INR1 lakh crores.

Thermal, around 36 or almost 39 gigawatt is under construction and further 23 gigawatt has been awarded as the government targets towards almost 300 gigawatt of thermal capacity by FY '30. And this gives us a steady pipeline of boiler and turbine to lift.

Nuclear power. The Shanti Act has opened up the sector to private players and groups such as Tata, Reliance, Adani has responded to the first small modular reactor tender. So capacity is targeted to grow from 8.8 gigawatt to 22.5 gigawatt by FY '30.

Wind, which is our one of the dominant segment has added a record 6 gigawatt in FY26, up by 46% with 29 gigawatts under construction and a target of 100 gigawatt by 2030. So while we remain watchful of pressure in steel cost escalation, our presence across these sectors reduces our dependence on any single cycle.

Let me talk about performance. Pradeep touched upon briefly, and I will be quick here. So we delivered a strong first half. Revenue from operations grew 36% to INR656 crores. EBITDA grew by 25% and PAT grew by 22%.

And in Q2, revenue grew by 32% with an EBITDA margin of 20%. As Pradeep mentioned, our order book in just 13 weeks grew by 26%, and we are close to almost INR600 crores of order booking with an inquiry pipeline of INR6,700 crores, which gives us a strong visibility for the rest of the year.

So in terms of utilization was 78% for the first half with a yield of 2.24% in line with FY26 levels and within our historical range of 73% to 84%. As Pradeep touch upon the seasonality aspect. So Q2 utilization in India was 71% compared to 86% in Q1, reflecting the normal monsoon slowdown. However, it was ahead of the 70% we reported last year and a yield improvement to 2.20% from 2.04.

Middle East utilization was 86% for the first half, rising to 87% in Q2 and at a yield of 3.8%, well above our target of 3.5%. So we now enter the second half, our seasonally strongest period when utilization in India typically picks up sharply as project activity resumes after monsoon. So our revenue mix is changing, and I will not dwell too much into it because Pradeep has already mentioned.

So looking ahead, we are confident that we have a strong wind runway, support from our core business, growing asset-light crane stream and 2 growth engines. I mean, Saudi capex is deferred. Let me give a quick update on the Middle East as well. So shipping and port disruption in West Asia have delayed new crane deployment in Saudi Arabia, and we have moved part of the capex to FY28. So this is a timing issue, not a demand issue.

The cranes we have deployed are highly utilized and earning above target yields and the business is EBITDA positive. We are phasing investment in line with orders and prioritizing the high return assets. I will not talk about capex as Pradeep has covered. Pradeep also mentioned that we have done good work in terms of our DSO, which has come down to 81 days from 116 in Q1. Our customer satisfaction score has risen from 7.5 to 9.18 this year, which is a milestone for the company. If I talk about safety remains non-negotiable for us.

I mean we have received many safety awards, including the likes of GE's contractor Gold Standard recognition. And we hold safety to our hearts. We continue to build a stronger organization to support growth. So in terms of digital journey, we are now live with CRM and HRMS. We'll be focusing on getting talent. Our offer to join ratio improved to 86%. Retention fell to 6.5% in the first half. And in terms of our culture, we are working towards Great Place to Work.

So based on our first half year performance and order book, we reaffirm our FY27 guidance of total income of INR1,400 crores to INR1,500 crores and EBITDA of INR525 crores to INR575 crores. With healthy demand across infrastructure, industry, energy, a growing renewable platform, disciplined capital allocation, we are confident in delivering on Elevate 2030.

So I would like to thank all of you for your time. Thank you.

Moderator: The first question comes from the line of Sunil Jain from Nirmal Bang Securities.

Sunil Jain: Congratulations and good order book growth. Sir, my question relates to first a data question regarding order book only. Since your order book is now INR1,582 crores, which is to be executed in the current year or there could be something spill over to next year as well in this?

Pradeep Mehta: So this order is executable in this financial year. However, in E&C business, there is always a 10% chance that things may be deferred due to various issues of ROW and those kind of issues. But otherwise, this is all executable in this year.

Sunil Jain: So since your guidance of revenue is INR1,400 crores to INR1,500 crores, and you may get some more orders in the coming period, which can be executed in the current year. So there is a possibility of you exceeding your guidance as well?

Rishi Sanghvi: So as a management who believes in abundant and prudent cautious guidance, we believe that we still reaffirm what we have guided for between INR1,400 crores to INR1,500 crores. I want to restate the fact that in the Engineering and Construction business, there is uncertainty of revenue and delay in revenue recognition because some of the projects delivery is not within the company's control in terms of grid connectivity, PPA offtake, site availability, WTG supply from the OEMs, and also monsoon delays that are now prolonging into the third quarter.

There may be some execution delays due to our internal challenges in terms of delivering the project schedule for our customers as well. Because of this, there is between 8% and 10% overflow of the existing order book, which we are now communicating as INR1,582 crores for this financial year that may spill over into the next year. So if you do the math, between INR140

crores to INR160 crores can spill over, thereby putting us back within the range of INR1,400 crores to INR1,500 crores.

Sunil Jain: It's better to be conservative, sir. Sir, my second question relates to Middle East as we are deferring some capex to the next year. And second thing is with the limited capex which we'll be doing in this year, how much is the possibility of margin improving? We are operating at breakeven level. So is there any scope? how much scope is there for improvement of margin from here for Middle East?

Rishi Sanghvi: The total capex plan that has been designed about INR80 crores to INR90 crores is being postponed to next financial year. Now the business in Saudi Arabia is still EBITDA positive. If you look at the quarter performance, we have actually generated a cash profit in Saudi Arabia. The scale-up will remain a challenge because of the inability to deploy further capex in the country.

But there is demand. We have sufficient inquiry flow. And as soon as this capex can come up, the scale-up will happen within the Saudi and there is an expectation for the EBITDA margin to improve in next year's full year guidance.

Sunil Jain: So if suppose this problem get resolved sooner, there is a possibility of you bringing that capex in the current year itself or it will be deferred in the next year?

Rishi Sanghvi: It's not only about the conflict in West Asia. The conflicts in West Asia has a prolonged disruption in the logistics and shipping chain, which will take a long while to normalize. So we are also waiting for the shipping cost to normalize before we mobilize some of our larger cranes that we had planned.

Moderator: The next question comes from the line of Akshay Jawahar from Banyan Tree Associates.

Akshay Jawahar: Congratulations on the strong growth in the order book. My first question was on the margin decrease for the cranes division. So as I understand that the margin bridge that you present in the presentation includes the impact of other income as well. So if I compare the FY26 performance, it had a lower contribution of other income.

So my point is that the 53% to 46% degrowth is partially offset by a 1.5% to 2% increase in other income, so are there any other key drivers on the cost side, which have led to a decrease in margin because there's an other operating cost of 2%, which is a negative 2%, but that would be also incorporating the margin increase of 2% attributed to other income. So what is the other driver of the deduction in margin.

Rishi Sanghvi: So hold on, first of all, let me address what you are answering. First of all, other income has no impact on the EBITDA margin that we have described. The EBITDA margin is derived prior to the impact of other income on the P&L.

Abhijit Sawarkar: EBITDA margin is inclusive of other income. However, in segment reporting what you are describing on Page 31.

So there is a decline in the overall margin of the crane business. That's because on account of the accounting policy. So when we report the segment reporting, there is one line item of crane accident which we have written off in this quarter. So it has come as operating expenses. However, the income lies in the line of other income. So when you see the segment reporting, you will find there is a mismatch. However, if you see the overall margin, it stands at 46%.

Akshay Jawahar: No, on Page 31, you're referring to I'm referring to, I'm referring to the bridge on Page 33, on Page 33. There you have another operating cost margin movement of negative 2% and no exceptional item mentioned in the results anywhere, so kind of lost sir.

Abhijit Sawarkar: Yes. So this minus 2%, the breakup is one line item is the incentive we gave to the leadership team and the frontline workers, which we mentioned in the Q1 presentation because this bridge for the H1-to-H1, that is the one of the reason….

Akshay Jawahar: That's already presented separately in the bridge as well.

Pradeep Mehta: On other operating costs, which you are right that we have already shown the minus 1% one-time incentive. But the other operating cost is the change in the PF law, which is statutorily mandated statutory, and insurance cost, which will even out over a period of time.

Akshay Jawahar: Okay. And so basically going forward, what would be an operating margin that one should consider like 46% then broadly seems to be in line,at the go forward margin would be closer to 46% then right? Because the PF cost will continue to occur the change in revenue mix seems to be fairly constant as well except for the one time incentive that I've mentioned the other costs don't seem to be non-recurring in nature going forward, right?

Pradeep Mehta: So Akshay, you are partially right to a certain extent, contract labor charges will put pressure on the margin. However, there is compensating effect in Q3 and Q4 also. When we are at full scale, overall margin will get average out because we expect higher yield and utilization in the Q3 and Q4. So the variable cost will not and the fixed cost will get absorbed in a better way in Q3 and Q4.

Akshay Jawahar: And what is the driver for the increase in other income right now? You mentioned something about the insurance cost income. Sorry, I didn't follow that.

Rishi Sanghvi: So one of our assets has been impaired. So we have received an insurance claim on that asset.

Akshay Jawahar: Okay. And the expenses in other expenses, but the income, the insurance claim sits in the other income component. Is that understanding right?

Rishi Sanghvi: Yes, you are right.

Moderator: The next question comes from the line of Shriram Palaniappan from ithought PMS.

Shriram Palaniappan: Sir, can you provide a current range of age distribution of the cranes that we have in India?

Rishi Sanghvi: So we don't share this information because it is a price-sensitive competitive information. So we are not sharing this information on the age breakup. But as you can see that in the last 5 years,

we have deployed more than INR2,000 crores of capex. So, we will be deploying between 2020 to 2028, we would have deployed more than INR2,000 crores of capex, which represents more than 30% to 40% of our gross block. So this can be a good proxy to determine the age of the cranes.

Moderator: The next question comes from the line of Ajay Raj Singh Jhala, an Individual Investor, please go ahead.

Ajay Raj Singh Jhala: My first question is in the line of what would be our working capital investment for the year? And how do we envision that to be going ahead? If you give some numbers for that? And my second question is I understand that we would not give out the breakup of the crane related information, but could you help us with what would the replacement cost for our current assets be, that is all.

Rishi Sanghvi: So our working capital draw across all the segments and various businesses since 1st April 2026 till date is 0. We have not utilized any of our working capital limits across the group till date. We are supporting the businesses through our cash flows and our collection from customers. This answers your first question.

Your second question is on replacement cost. The replacement cost is a theoretical exercise which we have not done internally because there are a lot of factors that go into calculating a replacement cost such as technology, such as currency depreciation, such as availability of used equipment within the market as well as other taxation and accounting challenges. The useful life of a crane is more than 40 years. So it is very difficult to figure out what would be the replacement value for crane on the basis of its current age, okay?

Ajay Raj Singh Jhala: So in addition to the second question, I just wanted a better understanding of how we come to the yield calculation that we have for the crane. So is it based on the cost of acquisition of the crane?

Rishi Sanghvi: Yes. So the monthly rental yield is calculated as your monthly hiring rental divided by your historical cost of acquisition.

Moderator: The next question is a follow-up question from Mr. Shriram Palaniappan from I Thought PMS.

Shriram Palaniappan: Sir, in spite of 86% of utilization in the Middle East, we have 24% EBITDA margin. So, you mentioned that we expected to increase, but how would we sir because utilization is already in the higher side?

Rishi Sanghvi: Please understand that the EBITDA margin reflects our start-up costs. For the first 6 to 8 months, we incurred costs while we were not earning revenue, and our commercial operations began sequentially after that. Therefore, the 23% EBITDA margin is a reflection of our start-up cost that we have incurred to establish the business. Over the course of time, this will normalize where the industry average margin is between 40% to 45%. And we are confident that through our 37 years of operating experience and our capability to operate at lower cost base, we will pull up that EBITDA margin by 1 or 2 percentage points when we are fully deployed at scale.

Moderator: The next question comes from the line of Riya Mehta from Aequitas Investments.

Riya Mehta: My first question is in terms of Saudi. So we have been listening to a lot of capital good companies and EPC companies where we are hearing about some execution challenges, etcetera, because of the ongoing geopolitical scenario. What is your view on execution of the same? I understand capex has been deferred, but what is the current execution which is happening in Saudi in terms of deployment, etcetera.

Rishi Sanghvi: Yes. So our utilization is a proxy on execution. The higher the utilization, the more the on-ground execution is. So in the first quarter, we are at 86%. In the first half, we are at 78%, which reflects a slowdown due to monsoon.

But we do not see a slowdown on the ground due to the geopolitical situation in India domestically. In the GCC, we see that projects are delayed primarily due to logistics challenges and availability of manpower and material at site for execution. So there, we are seeing a delay of between 1 to 2 quarters. But there also, our utilization remains strong at 86%.

So when we achieve full scale, we may see certain impacts of the situation in terms of logistical delays. But till date, and I stand by the statement that our utilization is a proxy for on-ground execution.

Riya Mehta: Yes, sure. Also in terms of our EBITDA guidance for the full year, you said something between INR525 crores to INR575 crores. Are we still intact with that guidance given H1?

Rishi Sanghvi: Very much so. I would say because of H1, not given H1.

Moderator: The next question is from the line of Prashant Jani from Moneybee Investment Advisors

Prashant Jani: So my question is regarding the wind E&C. So our contracts are primarily fixed price or cost plus or do we have the price escalation clause on to pass on increase in fuel, diesel and transportation price?

Rishi Sanghvi: So in the E&C business, we do not pass on any cost escalations to our customers. It's a fixed price contract.

Prashant Jani: Okay. So and the business mix, currently 31% in FY26 and we are targeting around 40% in FY27 for E&C. So how we are seeing over the next 2 years?

Rishi Sanghvi: This revenue mix or segment mix is given on Page #18 for next 2 years of our investor presentation.

Moderator: The next question is from the line of Sunil Shah from MM Catalyst

Sunil Shah: Sir, as I go through the presentation, Slide number 27 gives me a breakup of the order book, where our order book is INR1,582 crores, out of which the Middle East, Saudi Arabia and others is INR45 crores, which is not even 3%. Similarly, on the gross block front, our total gross block is closer to INR3,400 crores, but the gross block that we have deployed there in Middle East is less than 4% at about INR148 crores.

Sir, clearly, Middle East situation is not under anybody's control, which is a fact. But our exposure there is not even 3% of our total business, as I understand in terms of the order book or the gross block that we have deployed. Sir, if the situation gets prolonged, which nobody can guess right now, sir, would we not, as a strategy, look at India opportunity for more growth? Would that be one of the ways to look about the things in case the situation prolongs there? Because it's just 3%, 4% of the business that we are doing.

So could you make us understand some thought process on the strategy that you have in such a situation where the logistics cost is so prohibitive that meaningful business could be at risk over there? Could you share something on that, sir?

Rishi Sanghvi: So before I answer your question, let me first talk about the initial investment thesis why we entered the Saudi Arabia market. You see the Saudi Arabia market is a $1 trillion construction opportunity, which we believe is driven fundamentally by 3 areas. Today, one, primarily defense; two, oil; and three, the global commitments that the Kingdom of Saudi Arabia has made with respect to the FIFA World Cup and the World Expo.

These global commitments, so leave aside oil and gas and defense for oil and gas and these global commitments, there is a tremendous amount of construction activity that is taking place in the Middle East. As a consequence, there is high demand for cranes.

The current situation began in February 2026. H1, we have been able to maintain an 86% utilization at a 3.8% yield and a DSO of 165, which has come down from 201. So the market in Saudi Arabia is one of high demand, high yield, and we are able to collect our receivables, which in that region is pretty standard between 150 to 170 days.

Now the oil and gas space as well as the global commitments, which has resulted in a massive infrastructure buildout continues to give us a very large visibility going forward on the demand for cranes. So, our hypothesis even today holds true given the audited performance and the numbers that we have displayed. So, this is one part of your question.

The second part that you have asked is what is the strategy and what do you do with war-ish problem? First of all, we have more than SAR216 million worth of inquiry pipeline, which is live. And currently, we are not able to service that inquiry pipeline because we are not able to get enough cranes on the ground. Every single crane that we have imported into Saudi Arabia or Qatar this financial year has moved from port to site, signaling an extremely strong demand for cranes.

Now if the situation happens that for whatever reason in the near future, or in the very long distant future, we need to shut shop and pull out cranes. Our equipments are not like a plant and machinery such as a chemical processing plant or a manufacturing plant. These are all mobile assets. We can relocate them easily. In fact, in the peak of the war, we have moved a 600-tonne crane from India to Saudi Arabia to meet the demand that is available in the country.

So the capability to move assets is very much in our operating metrics. And if required, we will move it. But as a promoter and as from the management side, we see a tremendous business

opportunity, real opportunity on the ground. And not only do we see an opportunity, we are capitalizing on it. And as you mentioned, the exposure is less than 5%.

Sunil Shah: Right. Fine sir, fair enough. All the best on this issue. Sir, just one point. Our gross block today stands at INR148 crores in terms of the exposure to that particular region. Number-wise, if you can understand how much gross block could be there by the end of this financial year and by the end of next financial year for us to understand how much it would pan out. Of course, it's not predictable.

Rishi Sanghvi: This data is available on Page 29.

Moderator: The next question is a follow-up question from Mr. Sunil Jain from Nirmal Bang Securities.

Sunil Jain: Sir, my question relates to more of an E&C business, wherein though the installation as compared to last year is similar in the industry in India, but your revenue has grown over 40%. So how you are able to gain the market share in the market? What extra or what different you are doing because of that you are gaining the market share?

Rishi Sanghvi: Sunil, as you know, we have erected more than 20 gigawatts of the 55 gigawatts of wind energy that exists in this Country. Sanghvi Movers Limited, the parent company. has a very long legacy and long history in this particular sector. Now as far as Sangreen Future Renewables and the growing order book is concerned, one, it is a strong signal from our customers because of our project delivery track record.

The second is that we are now providing full scope services to the independent power producers where we are doing land permits, approval, mechanical scope, which includes the crane, inter-carting and installation, electrical scope, which includes the USS, SCADA, 33 Kv lines, engineering and design and civil works, which includes the foundation of the WTG, the crane pad pathways, etcetera.

So, while in your words the installation has been on par, but your revenue is doubling, it also reflects our ability to secure orders with our customers on the basis of our track record, on the basis of our long history in this sector delivering more than 20 gigawatts of erection and on the basis of taking more of the large-scale composite jobs.

Sunil Jain: Great, sir. And sir, related question like a lot of 2, 3 new players, large group has entered into this business of manufacturing turbine and all like Adani and JSW. So are we are able to get job from them also?

Rishi Sanghvi: Yes. Sunil, good question. If you look at our presentation on Page number 24, there was recently the industry conference in Chennai. And on point #2, we have mentioned that there are framework discussions and MOUs with OEMs that establish us as an exclusive EMC partner.

Moderator: The next question is from the line of Akshay Jawahar from Banyan Tree Associates.

Akshay Jawahar: I just had a question on the borrowings bit. So, I think in the previous in Q1's con call, we basically said that part of the margin decrease was also because of the restatement of the forex

loans on the account of the depreciation and INR and USD. From a going forward perspective, like even the additional borrowings that we made in the current quarter, will our loans always be in USD or is it also like to the extent, like how much of our mix is in INR denominated loans and is it also possible to have INR denominated loans, sir?

Abhijit Sawarkar: So, Akshay, it was a restatement on a mark-to-market basis of the inter-corporate deposit that we have given to the KSA. As per accounting guidelines, we need to restate the financials, based on the prevailing rate as on the reporting date. So, yes, in Q1 it had a negative impact on the P&L; however, in Q2, because of the exchange rate movement, it neutralized the impact. So, it's just an MTM accounting entry.

Akshay Jawahar: Okay. So, okay, it was on the inter-corporate deposits and not on, but the borrowings that we raised from banks, that's in USD denominated or is that INR denominated?

Pradeep Mehta: For India, we borrow in INR for KSA, we have local currency or USD borrowings and these are pegged currencies.

Moderator: The next question is from the line of Rohan Mehta from StratEasy.

Rohan Mehta: I have just one question. The project EPC segment that has seen some sort of mishap, can you just guide how it will turn out going forward?

Rishi Sanghvi: Project EPC is a business vertical that is not reported separately, but falls under the stand-alone results. We are in the process of winding up this segment and we will be able to complete the revenue recognition in Q2, Q3 of this year, thereby management's expectation is to reverse this negative EBITDA that is being displayed on Page number 31, negative operational EBITDA on Page number 31.

Moderator: The next question is from the line of Saket Kapoor from Kapoor & Co.

Saket Kapoor: Sir, when we look at our cash flow for the consolidated entity of the plant, I think the PPE written off is to the tune of INR9 crores. So if you could just explain the nature of the same? And what have been the number for quarter 2, sir and quarter 1, if you can provide the breakup.

Reshi Sanghvi: I think we already explained this earlier during the call. One of our assets was impaired. So we had to incur the INR9 crores impairment on the asset. However, we have received the insurance claim, which is reflected in the other income.

Saket Kapoor: That gets netted off in that case. And sir, the capex part for the first half, we have done capex to the tune on a basis to the tune of INR231 crores and we have closing balances also to the tune of INR57 crores, INR58 crores. So what should the capex number for H2? And how will the our debt number align to it have long-term borrowing that has moved up to INR578 crores.

Rishi Sanghvi: So the capex plan for FY27 has been detailed on Page 29. The total capex plan this year is INR583 crores. In Q2, we capitalized INR90 crores, taking the H1 total to capital INR182 crores, and the balance capex to be roughly INR400 crores. Typically in our business the capex comes in Q3 and Q4 post monsoon, at least domestically, because there is a higher offtake of the cranes

and due to the project execution picking up post monsoons. Regarding the guidance on the debt to equity, it is available on page number 18. The projected debt to equity for FY27 will be around 0.7 to 0.75.

Saket Kapoor: And, sir, what are our current maturities for the current year?

Pradeep Mehta: You are asking about the current year payments to be made against the term loans? Around INR120 crores is the balance payment we have to make in H2.

Moderator: The next question is from the line of Manish Bhantia, an Individual Investor, please go ahead.

Manish Bhantia: So, my question is regarding the funding of our expansion plans. You see, so far our expansion plans have been driven primarily through internal accruals which are driven by strong operational cash flow and debt, right? However, now that we are witnessing that, you know, the cost of debt is increasing, and at the same time we have aggressive plans to expand internationally.

So, are we looking at, you know, considering options to raise capital through probably a rights issue or, you know, listing one of our subsidiaries through IPO in order to raise funds, you know, to not only fund our expansion plans, at the same time retire debt to improve profitability at the net level and at the same time improving EPS? Because if our EBITDA margins are, you know, getting impacted, so at least at the net level, you know, we can improve profitability.

Rishi Sanghvi: No at this point of time we are not looking to raise any equity.

Moderator: The next question is from the line of Satish Auti from S. L. Auti and Co.

Satish Auti: Sir, my first question relates to the order book. The order book that you are mentioned of INR1,582 crores, is that balance for 30th September? Or has the portion of this is being already executed in H1?

Rishi Sanghvi: It is the total order book for FY27.

Satish Auti: Okay. Total for FY27. So what is the balance now?

Rishi Sanghvi: Order book minus audited numbers, published numbers.

Satish Auti: Fine, sir. Sir, my second question is in your earlier Q1 call, you mentioned that the yield was 4% of GCC. Now you currently you are mentioning 3.8%. So could you just explain how this got reduced.

Rishi Sanghvi: The yield has come down because there is a softening of pricing, as overtime has reduced in this quarter. So basically, what is happening is because of the disruption in the supply chain, material and manpower is not able to flow to the job site. And as a consequence, the cranes are not being used in overtime in the second quarter in the KSA region. First quarter had an OT impact. Second quarter, there was lower OT due to disruption in supply chain resulting in delay in manpower and material availability at site.

Satish Auti: Okay. So this will increase in the next quarter, right?

Pradeep Mehta: Ideally it should.

Moderator: Due to time constraints, we'll be taking the last question. The next question is from the line of Ajay Raj Singh Jhala from an Individual Investor, please go ahead.

Ajay Raj Singh Jhala: So my question is with regards to KSA and you could – maybe you could answer this at the India level too. So, what kind of IRR are we aiming for these cranes and ancillary equipment that we are investing in right now?

Rishi Sanghvi: So typically, the IRR is an internal metric that we have set internally to deploy capital as a part of our capital allocation. We ask our investors to look at ROCE, ROE and yield. So the yield that we are looking at in India is around 2% and in KSA we're looking at between 3.8% to 4%. The ROCE that we have guided for is around 16% and the return on equity is around 16% as well. We have also given a forward guidance on return on capital employed at a blended level on Page number 18 for FY27 as well as FY28.

Moderator: That was the last question. I would like to hand the conference call over to the management for closing comments.

Rishi Sanghvi: So thanks Sam for moderating the discussion. Thank you, all the investors and participants, for taking time out of your busy day. I also want to thank the management and my employees, Abhijit, Pradeep, Gaurang, who have been the part of the call. And further to that, I want to thank all our employees who are our frontline workers representing the company on your side. Finally, Happy Diwali to all, and we will see you again for our Q3 presentation.

Moderator: Thank you, and a very Happy Diwali to you too, sir. On behalf of Sanghvi Movers Limited, we now close the conference call. Thank you.

(This document was edited for readability purpose.)