KALYANI CAST TECH LIMITED

(Formerly Known As; "Kalyani Cast Tech Private Limited")

Date: 03.11.2026

To,
BSE Limited
P J Tower
Dalal Street, Mumbai – 400001

Scrip Code: 544023

Subject: Transcript Business Update Conference Call

Dear Sir/Madam,

Please find enclosed herewith the transcript of the Business Update Conference Call held on Thursday, October 29, 2026, at 12:00 P.M. (IST), wherein updates regarding the business operations and developments of the Company were shared with investors and analysts.

You are requested to kindly take the same on record.

Thanking you,

For **Kalyani Cast Tech Limited**

NARESH KUMAR
Digitally signed by NARESH KUMAR
Date: 2026.11.03 12:17:08 +05'30'

Naresh Kumar
(Managing Director)
DIN: 03302133

KALYANI CAST TECH LTD

"Kalyani Cast Tech Limited

Business Update Conference Call"

October 29, 2026

KALYANI CAST TECH LTD

CHORUSCALL

MANAGEMENT: MR. NARESH KUMAR – CHAIRMAN AND MANAGING DIRECTOR – KALYANI CAST-TECH LIMITED
MR. JAI PRAKASH BANGANI – KEY PROMOTER AND DIRECTOR – KALYANI CAST-TECH LIMITED
MR. RATNESH MAHAJAN – PRACTICING CHARTERED ACCOUNTANT AND THE FINANCIAL ADVISOR– KALYANI CAST-TECH LIMITED

Moderator: Ladies and gentlemen, good day and welcome to Kalyani Cast-Tech Limited Q2 FY27 Earnings Conference Call . As a reminder, all participant lines will be in the listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Naresh Kumar. Thank you, and over to you, sir.

Naresh Kumar: Thank you. Good afternoon. Happy Diwali in advance to everybody, to the stakeholders and their families. I am Naresh Kumar, Managing Director of Kalyani Cast-Tech Limited. This is the concall after a long time. And we were waiting for certain tangible things to happen with the company, and then we will apprise all the stakeholders what is going on into the company and what are our plans.

So, basically, we have sent a presentation through the notification. So, I will go through that presentation, and after the presentation, the stakeholders or the attendees of the concall can ask any query or any question on that.

So, basically, if I go to the second page of the presentation, it is the brief introduction of our promoter group. I am Naresh Kumar. I am a mechanical engineer, M.Tech. in Mechanical Engineering from IIT Madras, served Indian Railways for 17 years as an officer, and then I have been architect of many innovative ideas on Railways, like double-stack container trains, double-stack dwarf container trains, and many more. I have been into design, development of special containers so that we can reduce the unit cost of transportation, special wagons, and the idea is that how we can increase the rail share for the nation, and that will reduce dependence on the petroleum products.

Second is Jai Prakash Bangani. He runs his own NBFC firm, and based out of Kolkata. So, he is helping the company in strategic planning and advice on financial matters. And he is a civil engineer and is running own real estate business in India and abroad, advises the company on strategic important issues.

So, the next slide is our contribution to the logistics sector. The idea is that we should carry more per wagon, per train so that we can reduce the unit cost of transportation. And basically, way back when I used to work for Railways, 2004 introduced a very novel idea of running double-stack container trains. First train was run on 23rd March 2006 from Jaipur to Pipavav Port.

In 2018, our idea of running double-stack dwarf container train under normal routes of Indian Railways under wire. And with this idea, we could increase the volume on the trains by 67% so that light cargo can also be able to take the payload of the wagons and in order to reduce the unit cost of transportation. In fact, normal 20-feet, 40-feet containers, we have increased the capacity. Say, for 20-feet from 30.5 ton to 36.5 ton, and for 40-feeters, we have increased it to 40 ton gross weight. So, this is also resulting into the more per wagon and more per train.

So, another innovation has been -- actually, this last 1 year has been full of many innovations. We did lot of innovations, and now we are bearing the fruits of those innovations. The next in line is that we have made the containers in stainless steel so that we can reduce the tare weight

of this container, and payload can be increased for the same. So, we have decreased the payload to the tare weight of this container from 6.5 ton to 4 ton so that you can load 2.4 ton -- 2.5 ton extra in these containers. And then in that series, we have innovated a very new type of containers, that is foldable containers.

So, in empty direction, this container can be folded and taken to the destination or origin in multi-stacks so that you can reduce the empty running cost of these containers. We have developed a container for the two-wheeler. Basically, at present Indian Railways doesn't have a very optimal solution to carry two-wheelers. So, we developed a container which can carry 72/90 motorbikes and 84 scooters in triple deck. The prototype has been made and tested through one of the major two-wheeler product manufacturer.

So, if you come to the next slide, here we have said there is a comparison between '24-'25 and '25-'26. Revenue increase is almost 7.7%, PAT increase is almost 20%, and EPS also increases almost 20%. So, these are the figures which we have given in the presentation. So, if you go to the next slide, here the things are into the text and table, same thing. So, the key message from this is that PAT and EPS grew faster than sales, indicating the improved bottom line and performance year-on-year.

So, in this slide, you can find the guidance for '26-'27. At present, we have got for this year the order book of around INR133 crores, and more and more containers, basically we are negotiating more orders. So, we expect very soon this will be around INR170 crores. With respect to basically due to various uncertainties, this half yearly has not started as per our expectations, and due to war and so many uncertainties into the system, supply chain got disturbed everywhere.

But the second half is going to – the first half number may not be so great, but we are sure we will catch up into the second half. Despite geopolitical uncertainties and volatility into the global business, we continue to remain strong order book, demonstrating business resilience purely due to innovation in this sector. So, whatever innovation we did the last 7 months, 8 months, 9 months, so those are being basically utilized at this point of time. So, that is the basically our core strength, and because of that, we still maintain the biggest container manufacturer in India.

And basically, the order book is almost 50% comprises the innovations we did in last 7 months, 8 months, 9 months, and 50% is the normal containers. So, presently, as people may be aware, that we have got two facilities for container manufacturing. One is at Rewari in Haryana. Another fact another factory is in Gujarat, Kutch, where we have been notifying through various notifications that we have developed a 144 acres of land where we will be doing all kind of equipment manufacturing, which requires into the logistics and services for the logistics.

Rewari facility has got around 7,000 TEUs capacity. Last year, we manufactured around 5,400 TEUs. So, we are using almost a 75% to 80% of the capacity available at Rewari. The Shivlakha facility is this integrated facility. Present capacity is around 10,000 TEUs. Along with that, we have got capacity for wagon manufacturing, which is around 2,400 per year.

The facility has commissioned two railway lines of full length, and it has been inaugurated by Honorable Minister for Railways on 15th of September 2026, where we have got two full full-length lines where we can handle two trains at a time, and the wharf area on both the lines. So that both the lines can act as an independent line for handling of the cargo. We have got the container-handling equipment on hire at present. We are planning to buy more.

And a happy thing is that we have got on 10th of September 2026 permission to construct and operate Inland Container Depot. So, it will be total logistic platform, integrated platform at one place in around 144 acres, maybe we will be increasing to 150 acres of land, where we will be having the manufacturing of wagons which carry which transport containers, we will be manufacturing containers, and we will be having the rail terminal for the transport of these containers, and then we will have inland container depot, ICD, like a dry port, where there will be custom examination of the containers.

And this location is very strategically located very near to the ports, the major ports container ports like Mundra, Kandla, and another port is coming maybe within a year's time at Tuna, which is near to Kandla. So, we are strategically located and not only strategically located, but connectivity is also very good: rail connectivity and road connectivity. We are on the highway connecting Kandla to Palanpur and further to Delhi. So, if I update on the future expansion plan, we go to the other next slide.

So, the update is that Gati Shakti Cargo Terminal has been commissioned before time, which we have been telling to stakeholders and other public. It has been commissioned, it has been inaugurated by the Honorable Minister. Basically, this terminal stand-alone may not be a big idea, but it is basically enabler for my wagon manufacturing, for my container manufacturing, and for the future ICD. We expect very soon, maybe 6 months, 7 months, 8 months, 9 months, this facility, this rail siding, etcetera, maybe require further expansion.

So, cargo will not be an issue over there. So, inland container depot, we got the permission on 10th of September, and on 14th September, we have laid the foundation for warehousing for this. And basically this construction of warehouse is already started, and we expect that maybe by the next financial year, start of the next financial, the facility will be operational. With regards to railway wagon manufacturing, we have, in the phase one, we have planned the capacity of 2,400 wagons per annum.

The facility is complete, and we have given our application to Ministry of Railways through RDSO for the audit of this facility so that we have been approved that there is one standard called G-105. Once we got that approval, then we will be ready for the manufacturing of the wagons. So, we have been given notification regarding our own design. So, new wagon design, the RDSO has cleared our stage one.

So, stage of stage one is a very important thing that all the parameters of these wagons are within the schedule of dimension of the -- there is a definite advantage to not only railways, to the trade if this design is implemented into the market. So basically, with that kind of this stage particular becomes very important for us. And we hope that the final approval we may get by 31st March

2027. So, as I told you that expansion of the container manufacturing, we have already created facility of 10,000 TEUs per annum.

And the production from this facility has already been started from month of June. We have already manufactured 500 containers from there and given to our customer. So, this is basically a very, location wise, this has got many advantages because the last the empty repositioning cost, our customer reduces like anything. From that area, they can pick up lot of cargo, and then with the cargo, they can use their containers from the day one.

With regards to the refrigerated container manufacturing, we have already got the technology sharing agreement with a Japanese company specialized refrigerated container manufacturing facility. Next is steel for railway components. So, this particular thing presently we are waiting for that how we will go for the wagon manufacturing and all. If required, we can immediately start work on that. With regards to the capital expenditure funding, we have been injecting our own fund through warrants and through our internal generation.

And then we have got sanctioned of around INR100 crores debt from HDFC Bank. Whenever required, we will use that also. So, till now, we didn't use any debt. We have been able to manage through our equity funding, and the margins available with us, surplus available with us from our normal operations. So, this particular facility is a big differentiator compared to any other facility, and this is one of its kind in India where you have got everything under one roof.

And everything under one roof is just not a slang, basically it has got importance, and basically is a panacea for reducing logistics cost. So that is how we define it as an unique facility. So, this period has been Pristine Logistics, JSW Ports, Western Carrier, Central Warehousing Corporation, Indian Navy, Container Corporation, Amba Coach Builders, Rail Connect, and HTPL. So, basically, you will appreciate every time our customer keeps on changing.

So, we are not dependent on only particular customers. So, we keep on increasing the numbers. We keep on adding new customers. Just like JSW Ports, we have added this time new. We have given them almost 1,000 containers in this finance year itself, more than 1,000, around 1,500 containers. Indian Navy is a new entrant, and then Central Warehousing Corporation is a new entrant. We got orders for almost INR30 crores from them in recent time.

So now I will discuss what new things we are doing. Just for the information of our stakeholders. Dwarf container you may be knowing. Now that we have made the various versions of the dwarf container so that it’s utility can be increased. We have made dwarf container, open top containers, which can carry steel cargo, steel slabs, steel coils, steel sheets, including the TMT bars.

So, this has become very universal kind of equipment, and now the demand is slowly, slowly increasing for this particular container. Then we have recently tried to transport wooden logs using these containers. So, we made the trial. This has also resulted in very promising results, and there can be saving if you can take double stack using dwarf containers, and all over India, these logs from Gandhidham, Mundra area to the northern part.

Another container recently we have tested on the request of Ministry of Railways, stainless steel container for transportation of the salt because salt is a very corrosive material, and normal steel doesn't stand anywhere with that. It may be spoiled within 1.5 years to 2 years. So, we designed a container using the stainless steel, and this container has been tested in the various conditions, and it has been found suitable. Not only for salt, it can be used for other corrosive bulk material like coal, any other corrosive matter, soda ash, etcetera.

And the capacity is very good. We can load up to 33.5 tons of salt in these containers. And Indian Railways, on our request, has given very special rates for the movement of salt in these containers. So, we may expect good orders from various people for this particular container because we have only made this container till now. Another very beautiful container we have produced is a 20-foot containers, but it is slightly wider than the normal ISO container, and it has got openable roof, hatches are there.

We did trial with wheat. Wheat is not a very heavy commodity, so we could load up to 33 tons of the wheat in these containers, while normal container can load only up to 26 to 27 tons. So, there is increase of almost 27% and railway charges remains the same, so there is a good saving as far as wheat is concerned. And this, you know, for so many commodities like silica sand, salt also we tried, sponge iron, pig iron, cotton seeds, rock phosphate.

So, there is an incremental varying from 20% to 26 some percent of various commodities. And handling and loading is very, very fast, because of the -- it can be loaded by opening the top roof of the containers, and then we can close the roof, so it becomes watertight. So, we have already supplied almost 400 such containers to various customers. So, this is also part of our innovation during this period.

Another innovation we did in recent times is a 40-foot super high-cube container. So, this container, basically, we optimized for transportation of cotton bales. In India, INR3.5 crores of cotton bales are produced and transported from one location to another location, and Indian Railways doesn't have a very optimized solution for carrying these cotton bales. So, we made a container which can carry 200 cotton bales, that is around 34 ton of cotton bale in 40-foot container.

And this is the best possible system available, not only for Railways, even for the road. And the beauty of this container is that it can carry two lots of cotton bales. Cotton bales are basically sold or purchased in one lot of 100 bales, so you can carry two lots. So, this is how it can result into the substantial saving into the transportation of these bales. And this particular container can be used for light cargos like ACs, fridges, etcetera, etcetera, to the optimum capacity.

Next is the details of that triple deck two-wheeler system. And this has been liked by the customers, and very soon, we get the orders for these kind of containers also. Next is the wagon story. Basically, this wagon has got many, many salient features. So, this wagon have used the maximum available space on the Indian railway system in terms of length, in terms of height.

So, we have reduced the space between the couplers, and instead of 40-foot containers, we are accommodating 42-foot containers on these wagons. The idea is that there are so many cargo in

India which are of 40-foot length, they cannot be transported in the 40-foot container because the 40-foot cargo cannot be accommodated in 40-foot container, but they can be easily accommodated into the 42-foot container. So, we can increase the commodity basket for IR . And then these wagons are the lightest in India. We are able to reduce the weight by 1.25 ton of each wagon.

Secondly, there is a very -- we have made the provision even for the 10-foot containers. Tomorrow somebody wants to send a parcel cargo using these trains, so they will be able to do easily. And instead of 45, we are able to accommodate 49 wagons, so there is almost 8% to 10% increase in the capacity of the train. So, when Mr. Lalu Yadav used to be minister, he used to say that unless you milk the cow fully, it will fall sick.

So, same goes with railways. Unless we load the railways fully, it is likely to fall sick. So, we are trying that we should load the railways fully to the extent possible by various means. Secondly, we call it as an innovation of millennium. We have removed the guard van, which is the last vehicle for every train, and it is to be it has to be shunted at every terminal to make the direction reverse. So to avoid that kind of discomfort, we have small guard containers on each both sides of the train so that the shunting requirement is avoided.

So basically, as we have been telling that these wagons can carry 42-foot containers on the chassis. If you double-stack two 42-foot containers, so this wagon will be equivalent to volume-wise 5.4 TEUs per wagon. We call it, the unit of the container is called TEU, 20-foot equivalent. 40-foot container is called 2 TEUs because that is double the volume. So if you calculate that way, that this particular wagon can accommodate 5.4 TEUs and railway will charge only for 3 TEUs, 2.4 TEUs would be free for the trade.

So the train capacity will be 264 TEUs against the 180 TEUs. So this has got potential to reduce the unit cost by 30% to 40%. And this enables closer destination, and this is going to be game changer, not only for the trade, but for the railways also. So in the end, the disclaimer is that the presentation prepared by Kalyani Cast-Tech is for information purpose only and does not constitute an offer, recommendation or invitation to purchase or subscribe to any securities.

It should not be relied upon for any contractual commitment. The company has based this presentation on information it seems reliable, but makes no warranty regarding its accuracy. This presentation may not include all relevant information and may be liable for omission is expressly disclaimed. Forward-looking statements in this presentation about market opportunities and business prospects are not guaranteed for future performance and involve risks and uncertainties. Actual results may differ materially.

The company is not obliged to update any forward-looking information and is not responsible for third-party statements, including. Thank you, and Jai Hind. Now, we can switch over to Q&A session if somebody has got any question.

Moderator: Thank you very much. We will now begin with the question-and-answer session. The first question is from the line of [Kalyan from Stocks Stowing Limited 0:28:21]. Please go ahead, sir.

Naresh Kumar: Yes, Mr. Kalyan.g

Kalyan: Good afternoon, sir. Thank you for organizing this investor interaction and sharing the updates on Kalyani Cast-Tech ongoing projects and expansion plans. Definitely, it is encouraging to see the company is expanding its container manufacturing and logistics, everything. Sir, I have two questions. First question is regarding the guidance for this financial year, that is for FY27.

Right now in the presentation, it has mentioned that order book is around INR133 crores. Now the new facility is coming, Shivlakha, at Kachchh. Then how much it will likely to contribute in this financial year, what kind of revenue growth we can expect in this financial year?

Naresh Kumar: So, we have said that it will reach up to INR170 crores.

Kalyan: So, it is about order book, sir. So, I am asking about the top line.

Naresh Kumar: Yes.

Kalyan: Okay, sir. Then my second question sir. Regarding the government scheme and new projects. So, right now, government has announced the INR10,000 crores container manufacturing scheme. So basic question is that Kalyani Cast-Tech is going to benefit from this? Then when do we expect that?

Naresh Kumar: In fact, let me tell you, basically, I think we all have to have the patience to keep the patience for that because these are all the government policies. Which means the government will issue the guideline, detailed guidelines and all regarding this. Maybe it may take 2 months, 3 months, 4 months, we are not aware about it.

But and unless those guidelines are available with us, I will not be able to give you the firm answer to your question. But nevertheless, whatever I have read into the newspaper or the material available, we will be one of the company who will qualify from the day one. We have to increase our capacity, present capacity is around 17,000 TEUs with us.

We have to take this capacity to around 25,000. So, make some more investment increasing the capacity at Shivlakha plant so that we can immediately be qualified as a brownfield company having the 25,000 TEUs capacity. So this is only the prima facie I am telling you only reading from the, that newspaper report and this thing. What details it will come, then only I will be able to make the firm comment on that. Am I clear?

Kalyan: Yes, sir. Thank you. Thank you, sir. From my end, it is clear, sir. Thank you, sir.

Moderator: Thank you. The next question is from the line of Jayakumar from SATS Limited. Please go ahead.

Naresh Kumar: Yes, Jay.

Jayakumar: Thank you, ma'am. Sir, thank you, sir. I'm a great follower of you, and thank you for solving many problems without the freight cost being done reduced. The Indian manufacturing really will not take place for exports. Thank you for solving many problems, sir. Wonderful to see many initiatives what you are taking, sir. Sir, three questions. One is in terms of the wagon

manufacturing, there are multiple wagon manufacturers. What will be our differentiated moat with respect to them, and why will we be able to compete with them, sir?

Naresh Kumar: Okay. So should I answer this first or you want to all the three once in a time?

Jayakumar: Maybe one by one, if that's okay.

Naresh Kumar: Should I answer to it?

Jayakumar: Yes, sir. Yes, sir.

Naresh Kumar: Yes, it's very good question, Jay. Basically, we have got three, four USPs with regards to our wagon manufacturing proposal you can say or project you can say. So as you have seen you have listened to our presentation, we are not into the rat race of the normal wagons. We have designed our own wagon.

And as per the new design policy which has been come out with our efforts from Ministry of Railways, the whatever the design approval will be time-tabled that within this period, the design approval has to come, and these wagons can be manufactured in a factory which is not even audited by RDSO if the wagon the design provider is confident of making the wagons at that particular location.

And as per the new design policy, we will be having a full control, patent-wise, on the design which has been submitted by us and which has been approved by Railways. So our focus will remain that with the USP of these wagons, we expect there will be lot of demand for this particular wagon, and we will keep on innovating other wagon type also so that we may not depend on the general purpose railway wagon, that is our idea, but in future, if we get the orders at our term, at our will definitely go for it.

Jayakumar: Noted, sir. Thank you, sir. And when will the wagon manufacturing begin in our factory, sir? And…

Naresh Kumar: As I told you, our factory is already ready. We have submitted our application to RDSO for the audit and certification. Now the ball is in their court. When they will come and inspect the factory, that is difficult to tell at this point of time, because right now the festive season is also going on, I don't think anyone will come before Diwali.

Jayakumar: Oh, understood, sir. Understood, sir. And second question is in terms of the Kachchh facility, is the focus of the facility is more in terms of the steel units and salt units which are around for domestic transportation purpose, which can be even containers for trucks or is it more for the port side of the business while the ports are 100 kilometre away?

Naresh Kumar: So it's for everything. Basically, that area is full of cargo. I don't know whether you have searched that particular area of g\Gandhi Dham . So the lot of -- if I stand in my house in the factory on the roof, the road going along our land is always full of trucks. And that pains me a lot.

I would like that all -- most of these trucks should be converted into the rail and these are the long-distance trucks. So there's a lot of cargo available in that area. But the thing is that we are going to facilitate even the export-import cargo to be kept custom cleared at this location. If somebody wants to take that as a domestic cargo, we will be providing them the special container so that they can load more per unit container and reduce their cost.

Similarly that particular area is full of many minerals also. So -- and those minerals, they are basically going across the country, even up to Chennai. So that one container I have shown you, that open hatch, that is being used to transport that particular silica sand from our location or nearby location using those type of containers to various destinations in India, even up to Chennai. So it's export-import cargo, it's a domestic cargo, and as I explained you that our focus is on the unit cost of transportation, to load more per unit so that we can reduce the cost.

Jayakumar: Thank you, sir. My last question is, recently you said that our objective or our forecast over the next 5 years, 6 years is to become INR4,500 crores revenue. That's a great vision sir?

Naresh Kumar: You have seen that policy that has come. If you are even making 25,000 TEUs at the rate of say around INR200 to INR2.5 lakhs so almost INR700 crores, INR800 crores will come from that container manufacturing itself. And that is a very -- this possibility is very much present. No I am not running, but basically this is a low-hanging fruit for us. But if you say tomorrow only it will start, it may not be possible.

Jayakumar: Correct, sir. That is my actual question. Like if FY27 we are expecting around 150 to 200 only, so practically in FY28 only we will start seeing?

Naresh Kumar: Basically '27, '28, I hope this ICD will become functional. This wagon factory will become operational, maybe 1 month here and there, 2 months here and there and then with the new recent policies of railways also, you must have been following, I don't know. Railway is also making their policies container-friendly. They are allowing more and more to put into containers. So all this environment, if nothing bad happens or an unusual thing happens, so these are all the enablers for our ecosystem which is being developed at Shivlakha and Kutch.

Jayakumar: Understood, sir. Thanks a lot sir and look forward to see the company grow and thanks for your vision and innovation. Thank you, sir.

Naresh Kumar: Thanks a lot.

Moderator: Thank you. The next question is from the line of Venkat Velupally an Individual Investor. Please go ahead.

Venkat Velupally: Thank you for giving me an opportunity. I just would like to know, we are doing many things at a time. Do we have enough capital to support our growth? That is one question, sir. And second thing is what could be the expected EBIT and PAT margins as we move with these executions?

Naresh Kumar: It's a very relevant question. So till now we were able to do with our surpluses and some part we have put as promoter equity into the system. But now since the expansion we have to do very fast and especially the ICD and the container expansion, we have from 10,000 to we have to go

at least another 20,000, up to 20,000. So there will be going to be a good amount of capex required in these expansion plants. So we have got options. Either we go through that, bank is supporting us. We may raise some funds through preferential shares at some point of time.

Venkat Velupally: Okay. With respect to margins, what margins we can expect?

Naresh Kumar: Sorry, I forgot your question. So basically margins in the container activity will remain around 10% to 11% PAT I'm telling, not that big a PAT. And ICD operations and trade terminal operations and margin EBITDA, there we can discuss a bit, there will be around in the range of 25% to 30%. Top line may not be so great, but EBITDA will be good.

Venkat Velupally: Wagons, sir. I mean, we are preparing?

Naresh Kumar: Basically, if you see wagons, in the wagons around 60% to 70% is the bought-out items. So our value addition is not as great. So there when we start manufacturing, we'll come back on that subject later on.

Venkat Velupally: Okay. Thank you, sir. All the best.

Moderator: Thank you. The next question is from the line of Yash Anand from Srujan Alpha Capital Advisors LLP. Please go ahead.

Yash Anand: Hi, sir. I hope I am audible.

Moderator: Yes very much.

Yash Anand: Sir, congratulations on bringing the innovation to the container manufacturing industry. And I'm very positive that this will contribute in the longer run to in the logistics of India. So my first question is, sir the order book which is of INR135 crores, out of that how much is of government and how much are from private players?

Naresh Kumar: INR45 crores is from the government.

Yash Anand: Okay. INR45 crores is from the government and the rest is from the private players out of this INR133 crores?

Naresh Kumar: Yes. Plus government will further increase because when we complete the orders, they -- generally there is provision of 30% extra this thing. So we are sure we will complete very soon and we will get that 30% also. So we get another INR10, INR15 from that.

Yash Anand: Okay. All right, sir. Sir, majorly going forward private players contribution will be more or there will be demand from government because considering that innovations?

Naresh Kumar: In government our innovation doesn't work because they have to go through the tendering system, but in that people don't understand what is to be done, what is the innovation is. And they generally quote abnormally low rates and they don't -- then they don't supply also. Problem is they don't supply also, but good thing is that there are two government organizations mainly.

One is that CWC, another is CONCOR. So CONCOR has developed a very good system of business associates. So business associates buy the containers and the wagons are provided by CONCOR. So these are private entities and they generally give order to us like Western Carrier is one of them. They have given good orders for the -- that foldable container, we have already supplied them 50 containers. So that is -- it is coming from the business associates of Container Corporation.

Yash Anand: Okay. Understood. So going forward, I am assuming that our demand from the private side would be greater than the government. Understood, sir.

Naresh Kumar: Yes. Demand will be more and more. Even not only the container train operator, even third-party people are coming and joining. They take the containers and they use the wagons of anybody else depending upon the availability and the best rate and then they do the logistics. So we are getting those kind of customers also for us.

Yash Anand: Yes. Makes sense. Sir, makes sense. Sir, one question which is very, I guess, basic, but I want to understand from you because you can explain it much better. Sir, what is the demand/supply environment of this container industry?

Naresh Kumar: You see, it's very difficult to work on this, but we only assume that we'll start, we'll keep getting the orders that is how it is. God is great for us because nobody has got that study that what will be the demand, how will be the demand. And this particular sector keep on having a yo-yo kind of growth, sometimes very high, sometimes very low.

Yash Anand: Yes, sir. The reason why I asked this question is that many international players, such as Maersk and Alstom, are looking to diversify from China, you know. So they are they're targeting.

Naresh Kumar: That's how this policy has come. This INR10,000 crores policy yesterday approved by cabinet. The efforts are towards that direction only. And we are we are basically ideally located for having a very big factory. Even we have kept around 60 acres of land for particular for this purpose, if somebody joins with us with the assured offtake, we can definitely very fast we can make a big factory also. But nevertheless, the minimum 25,000 TEUs capacity we have to create as per the policy to get the benefit of this as of now. And what will be the details, I'm not sure about it.

Yash Anand: Okay. No worries, sir. Just because, you know, a company, Tata Company, Alstom, is also into the container manufacturing, and also is introducing some bamboo sort of based container, bamboo based containers.

Naresh Kumar: Brother, a container is a very low-tech item, baba. No big company will come here, they're not sure of the margins. We are able to generate margins because our overheads are very less. We don't have the people who are having INR2 crores, INR5 crores taking CTC more, etcetera those assets they cannot work here.

Yash Anand: Yes, understood. Sir, out of our 17,000 capacity, how much utilization are we currently doing for containers? Just to get a bit of an idea.

Naresh Kumar: See, Rewari facility is almost at the 80%, 70% to 80%, but Shivlakha facility has got surplus this thing. They are we are giving them the load, and they are picking it up.

Yash Anand: All right. All right, sir. And sir, just to understand one few questions more. Just to understand what is the average cost, because you said that the innovative containers, their demand is higher, which is 50% of the order book. So what would be their average price, sir, as compared to the normal 20-foot?

Naresh Kumar: Don't go into the price. Let this be with us. Don't bother.

Yash Anand: All right. All right. No worries, sir. No worries, sir. Just last question from my side. What is the asset turn that you're targeting going ahead?

Naresh Kumar: What is the?

Yash Anand: Asset turn, asset turnover on gross block?

Naresh Kumar: Asset turnover.

Yash Anand: Yes, asset Meaning how much revenue will we be able to generate from our peak assets?

Naresh Kumar: I told you, for this coming year we have, this financial year we have given the guidance of around INR170 crores.

Yash Anand: Okay. All right, sir. Thank you so much, sir. Thank you so much.

Moderator: Thank you. The next question is from the line of Ashu Raj, an Individual Investor. Please go ahead.

Ashu Raj: Yes, congratulations, sir. Sir, just one question. Are you planning to start quarterly results as well so that we get quarterly updates?

Naresh Kumar: Right now we have not yet decided. We will go by the statutory requirement. When we come to the main board, then we have to follow that.

Ashu Raj: Okay, sir. Thank you.

Moderator: Thank you. The next question is from the line of Nihar Dave from AKD Securities Private Limited. Please go ahead.

Naresh Kumar: Yes, Nihar ji.

Nihar Dave: Yes. Thank you, sir. All my questions have been answered.

Naresh Kumar: Okay, thank you.

Moderator: Thank you. The next question is from the line of Paramjit Singh, an Individual Investor. Please go ahead.

Naresh Kumar: Yes, Paramjit.

Paramjit Singh: Hello, sir. Good afternoon.

Naresh Kumar: Yes, good afternoon.

Paramjit Singh: Thank you for the call. I just want to check, I think most of the questions are answered. Just one question. Are you getting some interest from your customer or from institutional investors to, I mean, consequential players, transporting in some equity into the company? How is that looking like?

Naresh Kumar: I didn't get you, Paramjit. Can you can you say again?

Paramjit Singh: Sir, look, I mean, Kalyani Cast-Tech is a growing company with lots of potential, including this container manufacturing policy which has come in. And obviously, you need funds, right, to expand and do more, be it in terms of ramping up your container capacity to 25,000 or manufacturing more wagons. And in the wagon slide, you have written there's some MOU signed with somebody for manufacturing wagons. So, I want to check

Naresh Kumar: No. The MOU is signed with RDSO for the joint development of this design.

Paramjit Singh: Okay. So, I wanted to check since the organization needs more fund infusion, are you.

Naresh Kumar: That's what I think I have answered in one of the question, that we have got we are keeping our option open. We can go for debt. If we feel this is the right time to raise the funds from preferential shares, we can go for that. If somebody suggests rights issue is a right option, then we can go for that. So, right now, we are open with all the options.

Paramjit Singh: Is any of your anchor or big customers showing interest in taking some equity in the company?

Naresh Kumar: No, that -- nobody has shown interest, and we may not be interested in those kind of tie-ups.

Paramjit Singh: Okay. Just, sir, I mean, this year you are projecting around INR170 crores of revenue. How is your H1 roughly looking like?

Naresh Kumar: You will get within -- wait for some time.

Paramjit Singh: Sir your voice -- Okay.

Naresh Kumar: Wait for some time. You will get the -- we have to publish the balance sheet, half-yearly.

Paramjit Singh: Okay. Just one last thing, sir. Your projection of, you know, you mentioned INR4,000 crores, INR5,000 crores revenue over next 4 years, so that guidance, that vision still stays intact, right?

Naresh Kumar: Basically, we have got this thing, that once we reach to a capacity of, say, we have got the wagon manufacturing capacity of 2,400 per year. Even if we make 2,000 container -- 2,000 wagons per year, it will be more than INR1,000 crores from that.

And by that time, our container business will also grow equally. Earlier, we thought the container may be a smaller entity, but it will be equally important and equally paying activity for us with the kind of Railways very enabling policies, Government of India support for the special containers and the export-import containers.

This will also become equally important and equally paying activity for us. And then we have got revenue from Inland Container Depot, then we have got revenue from rail terminal. All these activities will be there, and we have promised that within 7 years to 8 years, we will be touching that margin.

Paramjit Singh: Okay, sir. And you mentioned that in wagons, there's not much of a value addition. 60% of the components are being bought. So is it fair to assume that container manufacturing will yield obviously much better margin compared to manufacturing wagons?

Naresh Kumar: In absolute margin, wagons will result, but percentage-wise if you talk, then container will be more. And if you talk only rail terminal and ICD than its will be more

Paramjit Singh: Hello?

Moderator: Mr. Singh, do you have any follow-up questions?

Paramjit Singh: No, I'm good. Thanks, Naresh, sir.

Naresh Kumar: Thank you.

Moderator: Thank you. The next question is from the line of Vivek Sureka, an Individual Investor. Please go ahead.

Vivek Sureka: Hi. Thanks for the opportunity. Am I audible?

Naresh Kumar: Yes, please.

Vivek Sureka: Yes, so see we have heard your vision next 4 years to 5 years of reaching INR2,000 crores to INR4,000 crores of turnover. My simple question is what are the risk which we see which would could impact this vision? That's one.

Second, you already gave a breakup of the kind of volumes and revenue which will be generated. But if you can give a colour around what are the key pillars to this the target turnover or revenue which we are targeting to achieve in broad categories and associated risk with that?

Naresh Kumar: What are the risk factor you want to just ask? Vivek?

Vivek Sureka: To your vision, basically, yes.

Naresh Kumar: Yes, your question is regarding the risk factor?

Vivek Sureka: That's right, sir.

Naresh Kumar: When you are into the industry, and specially expanding industry, there can be lot of risks. One is that order don't come as per your expectations. Secondly, that whatever the PAT or whatever the EBITDA you are targeting may not come. So in order to mitigate those risks, presently what we are doing is creating facilities without even taking the debt or any -- we are a zero-EMI company. So on the capex part, we are mitigating it, so we should plan our capex in such a way keeping, say, we have started the container manufacturing from that facility.

So all the machine and equipment which we have even created for the wagon, they are being utilized. They are not underutilized and they are not without utilization. So from day one, we are able to utilize those. So we have started earning revenue from them. When wagon will come, we will expand container more on -- we have got lot of land and this thing. So we are going in such a way so that the revenue and capex go hand-in-hand, and we don't take much of a exposure either through debt or some other financial this thing.

Vivek Sureka: Okay. Thanks. Thank you.

Naresh Kumar: You got it, Vivek?

Vivek Sureka: Yes. Thank you. Appreciate it, sir.

Moderator: Thank you. The next question is from the line of Anil Sarin from K16 Advisors Limited. Please go ahead.

Naresh Kumar: Yes, Mr. Sarin.

Anil Sarin: Naresh ji, first of all, congratulations on whatever you have been able to do. The way you have utilized capital, the way you have utilized your intelligence to make a dent without having a industrial house backing you, I think that that deserves a lot of praise. So, congratulations on that.

Naresh Kumar: Please get me a Padma Shri this time.

Anil Sarin: If it was in our hands, we would definitely get it for you.

Naresh Kumar: Thank you.

Anil Sarin: One thing, this ICD is going to cost how much? And is there a plan to get somebody to part own it, or how do we how do we fund the ICD plan?

Naresh Kumar: Look, for us, it's very simple that this facility is not for rent. This facility, we will generate ourselves. We will create ourselves. We will construct ourselves. Definitely, we will hire the operators who knows that can do that thing better way.

So we are confident that without external help maybe we can bother our stakeholders at some point of time, or we can take small part of loan, debt, we can repay through equity, etcetera later on. But we are doing in a manner so that our capex is within the limit which we are targeting.

Anil Sarin: Okay, great. My second question was, these special-purpose dwarf and double-stack dwarf and various innovations that you have done, how much of our capacity, let us say, today we have around 16,000 container capacity, how much of our capacity can be utilized on these specialized ones, and how much on the regular ones?

Naresh Kumar: I think I think I have answered it, but I will again like to answer your question. Basically, we have been -- you see, our last -- the second H2 of the last financial year was not so great. And at that time, we thought let us focus on the various innovations which we can enter into. So we keep on thinking, we keep on thinking, then we have generated 3, 4 types of containers. And by God's grace, there is a good demand for those containers now.

The present INR133 crores order book that we have, it contains almost more than 50% of the containers which are of the special kind innovated by us. I can even mention it. Recently we have given 100 containers made out of stainless steel to JSW for transportation of the steel cargo so that they are able to load more per container. And this is a very recent innovation, maybe 6 months, 7 months, 8 months down the line.

Then in that presentation I have explained, that we have made a 20-foot container which can carry 33 ton of flour, 33 ton of wheat, which is impossible for any 20-foot containers, and we could make it. So this container we have already given 400 containers into the market, and we are negotiating for another 400 containers. The orders have not yet come, but it will come. I have not counted in this 133, but I'm sure it will come within weeks or 10 days time.

Secondly, that innovations we have done into the auto mobile – that auto sector, that two-wheeler transportation. That has been appreciated by even Minister for Railways that yes, this should even if you have to give some special rate for this kind of thing, we should consider because two-wheeler transportation Railways is almost nil.

So these are the innovations which are being important and good results to us. Even the salt container order, we may get good orders very soon. I have not included that, but I'm confident that we will get good orders for even the salt container.

Anil Sarin: So, is there any patent protection because competition would be watching, and they may come up with a copycat version which might…

Naresh Kumar: It's like this, you are absolutely right about copycat, but nobody can beat the original. My thing is that I should be able to give the best container at the cheapest cost at the right place. So that is the idea that we are located hub of the two major container-utilizing region of India. One is the northern part, another is the western part. So at the both the locations, we are there.

Anil Sarin: Okay. No, fair enough. So, Naresh ji, wish you all the very best, and look…

Naresh Kumar: And we don't believe in this thing that only I should do it, if somebody can do it in a better way, let them also do it.

Anil Sarin: No, no. You are bringing about, I mean, I think what you are doing is apart from the shareholders of this company. It is a benefit to the country more importantly.

Naresh Kumar: Yes, that is -- we are doing the things.

Anil Sarin: So, it's a very prominent role, and we have seen how the Railway Minister also appreciated you.

Naresh Kumar: It is showing the tangible results also. If you see the growth area in this particular year or even the last year, domestic container has been the highest growth area. That is only because of our efforts. We were able to make the enhanced capacity container. We are able to get special container for steel transportation. We were able to get changed the policy of Indian Railways to allow certain products into the containers so that they can be done efficiently, seamlessly at the lower cost.

Anil Sarin: Great, sir. Thank you very much.

Naresh Kumar: Thanks a lot.

Moderator: Thank you. The next question is from the line of Yogesh Khatri, an Individual Investor. Please go ahead.

Naresh Kumar: Yes, Yogesh ji.

Yogesh Khatri: Yes. Yes, hi, Naresh ji. Really good hearing all about this, and I've been following you since '24, really nice. So, I had a few questions. One is regarding the ISO certification, the plant that you have set up. In that, we will obviously have to take certification from an international body. So, what time period can we expect for that?

Naresh Kumar: Basically, you see all the plants, we get the ISO-certified as far as ISO 9000 or 14000 are concerned. If there are specific approvals, etcetera, those are the basically customer-dependent. If customer wants that we want the plant to be certified by particular agency or something, like CONCOR wanted that our plant should be certified by IRS for the capacity and competency, so we got that certified from them.

So similarly, for wagon manufacturing, it is mandatory to get the plant certified from RDSO. So we have applied for that. This is how it is. The general-purpose ISO, general-purpose various ISOs are routinely being done for all the factories.

Yogesh Khatri: Okay. Okay, sir. And I had a doubt regarding that MOU as well, but then I guess someone asked, so that got cleared, the one you put on the wagon slide. That is, yes. And one more last question, sir. In our PPT, we have mentioned that we'll do 100,000 container capacity on that 60 acres. But on the call you said 25,000, so could you clarify that once?

Naresh Kumar: Actually, what happened, this 25,000 one was a surprise to us. We were expecting that they will target the facility for 100,000 only. So it's better for us, for the brownfield they have said even if it is 25,000 TEUs, that assistance can be given. And if somebody has to go for a greenfield, then it has to be 100,000 containers.

So we wanted that -- we should be ready with that kind of landmass at least so that if tomorrow we have to set up a factory of 100,000, so land should not be a scarcity for us. We have kept that thing into mind. And let us see, we can get some good collaboration from somebody.

So, I'm just hoping that we can get some collaboration, any big shipping line comes and collaborates saying, "Let's set it up, we'll give you the assured offtake and all." Because the location is very beautiful, cargo is there, port is there, ICD is there, everything is there, rail connectivity is there.

Yogesh Khatri: In this, sorry I'm cutting you off, in this, the new scheme of Bharat Container Shipping Line that has come from the government, that can also be a really good support for us?

Naresh Kumar: They can be our customer because government will not allow them to buy from outside.

Yogesh Khatri: Yes, exactly. Yes, yes.

Naresh Kumar: So they can be our customer for container. But whether they will tie up with us or not, that is a big question. I don't know government shipping company can tie up without any due diligence and all these things. So that is that is basically future, and I will not be able to...

Yogesh Khatri: Hello?

Naresh Kumar: Did you hear my voice?

Yogesh Khatri: No, sir, your voice cut off in the last 5 seconds. Can you...

Naresh Kumar: No, I am saying that we have prepared ourselves, but whether it will happen or not, it is very difficult at this stage to tell very definitely.

Yogesh Khatri: Yes, sir. That is 100%.

Naresh Kumar: Generally, I am of the view that I should tell the things which are either it has come under our control, or which is 90% likely to be under control. But this is the thing which is not even 10% this thing. So, will not be able to tell...

Yogesh Khatri: Yes, sir. 100% agreed. One more thing which I had was, since we are expanding either by rights issue or preferential issue or maybe debt which we got from HDFC, a term loan. In that, since we are expanding so much, my one advice would be that why aren't we hiring more employees at a managerial level? Because since the whole one hour you have been talking, if there were someone else too, you would also get support, like someone asked...

Naresh Kumar: How do you know that we don't have them? Do you think anyone could have explained things to you better than me?

Yogesh Khatri: No, no, it's not like that, sir. The thing is that, like someone asked...

Naresh Kumar: We keep on hiring the people from the relevant field.

Yogesh Khatri: Okay, sir.

Naresh Kumar: But talking to stakeholders like you is my prerogative. I would like to explain what we are doing and what we are going in future expansion.

Yogesh Khatri: No, that is certainly there, sir. That is 100% there. It was just an advice, since you are expanding, obviously you would know better than us. That's why we are backing you and we are stakeholders of the company. Anyway, sir, good luck. Thank you so much for...

Naresh Kumar: Thank you. Thank you. Thanks a lot.

Moderator: Thank you. The next question is from the line of Parth Patel, an Individual Investor. Please go ahead.

Naresh Kumar: Yes, Parth ji, please tell.

Parth Patel: Good afternoon, sir.

Naresh Kumar: Good afternoon.

Parth Patel: Sir, my question is regarding last year's annual report. Sir, we mentioned that we have outstanding amount of INR4.6 crores with single client, Briskworld Ventures. So, sir, this reflect in revenue or not still?

Naresh Kumar: Mahajan ji, will you tell something about this to them? Mahajan ji?

Ratnesh Mahajan: Yes, yes, I'll check. INR4.67 crores, what are you saying, where is it from?

Parth Patel: Yes, sir. In last year's annual report, under trade receivables, in List B, trade receivables, there is an outstanding amount of INR6.4 crores from Briskworld Ventures?

Ratnesh Mahajan: Okay, okay, okay. That is a company, yes, fine. We are receiving the payment now.

Naresh Kumar: We have started receiving payments from them?

Parth Patel: Okay, okay. Okay, sir. Okay. Okay, thank you so much, sir.

Naresh Kumar: Okay, let's move ahead.

Moderator: Thank you. The next question is from the line of Ankur Gulati from Genuity Capital Limited. Please go ahead.

Naresh Kumar: Yes, Ankur ji.

Ankur Gulati: Greetings, Naresh ji. In this new wagon design, you have mentioned a guard container on A car, could you please explain a bit about what is its advantage?

Naresh Kumar: Basically, what happens is that the wagons which are made for container transportation, there is a concept of A car and B car. The end of A car is slightly raised and longer so that you can have a coupling arrangement to the locomotive. The other cars are slightly lower so that more height containers can be accommodated on the wagon.

The height of other containers remains lower, while this one is higher. To raise it, you have to keep it slightly extended in length as well. The extended length is on both sides of the train, here

as well as there. So on top of this, we have provided a small container in which the guard and his equipment can sit. We are not wasting even a single inch of the commercial part of the train.

Ankur Gulati: Okay. And sir, do we have the patent for this right now, or will this be a common practice in the sector?

Naresh Kumar: No, right now it is with us.

Ankur Gulati: And has this patent been secured, or are you applying for it, what is the process?

Naresh Kumar: No, basically the thing which is the MOU which we talked about, that talks of the patent. Without our permission, RDSO cannot give this design to anybody else.

Ankur Gulati: And this MOU is with a private party, right?

Naresh Kumar: No, with RDSO.

Ankur Gulati: Okay. Fine. And sir, this technology for refrigerant, can we produce it right now or will it take more time?

Naresh Kumar: This will take a little time, it will take some time now because we have got tied up with other this thing which are the, you can say that. So right now, let's look at those things first, this will take a little time.

Ankur Gulati: Fine. And sir, my last question, the capacity creation of our foundry, is it according to the current requirement or is there a plan for the future as well?

Naresh Kumar: The new foundry that has to come, that is now that means, it will it may start in the next financial year, it will not be there in this financial year. Because once we stabilize production, then we will think of, because that is a big investment, maybe INR80 crores to INR90 crores. That investment we'll do when we get confidence on our wagon design, our wagon orders, and all these things. Till that, we'll keep on buying from the market.

Ankur Gulati: So right now, there is no foundry over there in the new plant?

Naresh Kumar: It's not in the new plant, it is in this plant where we make the corner casting of the container.

Ankur Gulati: Okay.

Naresh Kumar: That's a small foundry. That's a small foundry.

Ankur Gulati: Okay. Fine. Thank you and all the best.

Naresh Kumar: Thank you.

Moderator: Thank you. The next question is from the line of Vishal Patel, an Individual investor. Please go ahead.

Naresh Kumar: Yes, Vishal ji.

Vishal Patel: Good afternoon, sir.

Naresh Kumar: Good afternoon.

Vishal Patel: Sir, most of the question has been answered. Only question I want to understand about the wagon approval, sir. So sir, we got the stage 1 approval, right? Is it under the G-105 certificate?

Naresh Kumar: No, that G-105 basically certificate is the audit for the capability of doing the wagon manufacturing. And this design is a separate issue. These are independent issues.

Vishal Patel: Okay, sir. Okay, got it. And sir, how many more steps remaining? Like this is the stage 1 approval. You said this is the most important one?

Naresh Kumar: Basically now two stage leftover. For Stage 2, we have already prepared the documentation. From our side, we are ready. And we have to only, because this this has come very recently, so against this we will submit the documents related with the Stage 2 also immediately, maybe in a week or 10-15 days. And then after that examination, they have to allow us to make prototype and go ahead with oscillation trial and all.

Vishal Patel: Got it, sir. Got it. And sir, this once we get this approval, the final approval, we can get the order for both the wagons, right, standard wagons and specialized wagons?

Naresh Kumar: For standard wagons, this G-105 requirement is there, for which we have already applied. And for our wagons, design approval is must, so that we can make them in our plant.

Vishal Patel: Okay, sir. So my understanding, just correct it if I'm wrong. But my understanding is, if we get the G-105, we can get the standard wagon orders?

Naresh Kumar: For standard wagons, we are required to have the G-105.

Vishal Patel: Okay. Got, sir. Thank you, sir. That's all from my side, sir.

Moderator: Thank you. The next question is from the line of Akansh Tandon, an Individual Investor. Please go ahead.

Naresh Kumar: Yes, Akansh ji, speak.

Akansh Tandon: Hello, Naresh ji. Am I audible?

Naresh Kumar: Completely audible.

Akansh Tandon: Okay. My question was, Naresh ji, that India imports around INR20 lakh TEUs of empty ISO containers every year, right? Our manufacturing capacity in India is only around 30,000 to 40,000. So the roughly 98% that gets imported, now with the new CMS scheme that has come up, and the subsidy of INR50,000 to INR80,000 that we will get, if we become competitive after that, then the sky is the limit, whatever capacity. As I saw in your presentation, we have left 60 acres for 1 lakh container capacity. If we become competitive…

Naresh Kumar: You try to understand the container business a bit. What you are saying has a lot of ifs and buts. Container is an international equipment, it doesn't belong to any country. That is number one.

So what you're saying, 20 lakhs containers, in India, there is a trade of 20 million containers that come and go. They bring import cargo and leave with export cargo. And those belong to the various shipping lines of the world. They are not India owned containers, they are owned by the shipping line, but they are the country-neutral. They travel from one country to another country, here and there, and they transport only the cargo.

So, what you are saying 20 lakhs, they are 2 crores, 20 million. Those containers keep coming and going. So those containers, listen to the whole thing, those containers now like in the entire world, there are around 4 crores containers. If you consider a 10-year life, you need 40 lakhs containers every year on replacement account. And additional requirements are separate.

All of this is manufactured, 95%, 96%, 97%, in China only. China has got advantage, one is low cost advantage, second, they give the cargo also along with containers. So your empty repositioning cost becomes zero, even you earn out of it, because China being a net export country, they supply the container along with the cargo also. The forwarder comes and sits with you, asking you to give the container and they'll hand over the cargo to you. So that was about existing containers.

Now you talk of the 30,000, 40,000 domestic requirement that is not there. Last year, we manufactured around 5,500 containers. We have got the share of around 60%. So, the requirement keeps on changing on various, you can say, year-wise, month-wise, there are so many factors playing on that, so there is not definite this thing that this much will definitely be required.

If some policy suddenly changes, the requirement increases; sometimes if a policy goes wrong, the requirement for containers disappears. That is how it is. But now you come to this policy of INR10,000 crores. Government is saying that we will give you a handicap of $500 if you then we hope you will compete with Chinese company. That is the hope of the government, that if we give a handicap of $500, then our factories will compete with the companies in China.

India geographically is a big country, now which location will you go to, where will you go? Can you have a site like China where you give cargo along with the container so that your shipping line's empty repositioning cost reduces or isn't there at all? From that point of view, we are ideally suited. Did you understand? So, we hope if anyone can make use of this policy, make the best use, then we are one of the best people. I'm not saying I'm the best, but we are one of the best.

Akansh Tandon: Right…

Naresh Kumar: That is why the people who can get it implemented, who can bring some benefit of this policy to the government, we are one of those companies.

Akansh Tandon: Right, sir. We have seen that continuously, basically the vision that you repeatedly present, that is how to reduce the unit cost in the country. Your vision is not about how to earn maximum profit. So that is visible, sir…

Naresh Kumar: No, from the point of view that in the implementation of the policy, because the government will also want that if their policy has come, they should show some implementation, show some spending or not. We are one of the people who can immediately get it implemented and take advantage and give advantage to our customers.

Akansh Tandon: Right, ji. My question regarding the plan we have kept for 1 lakh container capacity, if we have to do it, if any favorable policy comes due to which we have to speed this up, approximately how much time and how much money will be needed for that 1 lakh TEU capacity…

Naresh Kumar: INR1,400 crores.

Akansh Tandon: INR1,400 crores? Okay. That is clear, sir. Okay, sir. Thank you. Thank you so much.

Moderator: Thank you. As there are no further questions from the participants, I now hand the conference over to Mr. Naresh Kumar for closing comments.

Naresh Kumar: Yes, I thank to all the participants and our stakeholders who have taken their time out and have a meaningful discussion with us. I appreciate their time, their efforts and I wish them good luck. Happy Diwali in advance. Thank you so much.

Moderator: Thank you. On behalf of Kalyani Cast-Tech Limited that concludes this conference. Thank you for joining us, and you may now disconnect your lines.