SUNRAKSHAKK INDUSTRIES INDIA LIMITED
(Formerly known as A.K. SPINTEX LIMITED)
Regd. Office : 14th K.M. Stone, Chittorgarh Road,
Village : Biliya Kalan,Bhilwara-311001(Raj.)
CIN NO- L20236RJ1994PLC008916
Mobile: +91 9887049006
Email : akspintex@gmail.com
Web: www.sunrakshakk.com

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Online filling at www.listing.bseindia.com

To,
BSE Ltd.
Department of Corporate Services
P.J. Tower, Dalal Street, Fort
MUMBAI - 400001

BSE SCRIP: 539300

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Transcript of the Q2 H1 and FY27 Results conference call hosted on 17th November, 2026.

"Pursuant to Regulation 30 & 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and with reference to our Results conference call intimation dated 12th November,,2026, please be informed that the Results conference call for Q2 H1and FY27 was hosted on 17th November, 2026 and the Transcript of the conference call is enclosed for information and Record

This intimation is also being made available on the website of the Company at www.sunrakshakk.com

This is for your information and record.

Thanking You
Yours faithfully

For: SUNRAKSHAKK INDUSTIES INDIA LIMITED

ASHISH KUMAR BAGRECHA
Digitally signed by ASHISH KUMAR BAGRECHA
Date: 2026.11.19 18:17:15 +05'30'

Ashish Kumar Bagrecha
Company Secretary& Compliance Officer

“Sunrakshakk Industries India Limited
Q2 & H1 FY27 Earnings Conference Call”
November 17, 2026

MANAGEMENT: **MR. SAURABH CHHABRA – PROMOTER AND DIRECTOR – SUNRAKSHAKK INDUSTRIES INDIA LIMITED**
MR. SANDEEP HINGAR – FINANCE HEAD, FMCG DIVISION – SUNRAKSHAKK INDUSTRIES INDIA LIMITED

MODERATOR: **MR. JAY JAIN– ADFACTORS PR**

Moderator: Ladies and gentlemen, good day and welcome to the Q2 and H1 FY27 Earnings Conference Call of Sunrakshakk Industries India Limited. 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 this conference call, please signal an operator by pressing star then zero on your touch-tone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Jay Jain from Adfactors PR. Thank you, and over to you, sir.

Jay Jain: Thank you, Alaric. Good afternoon, everyone, and thank you for joining us on Sunrakshakk Industries India Limited's earnings conference call for the second quarter and half year ended 30th September 2026. Today we have with us Mr. Saurabh Chhabra, Promoter and Director; and Mr. Sandeep Hingar, Finance Head, FMCG division.

We will begin with the opening remarks by Mr. Saurabh Chhabra on the company's business performance, operational development, and outlook, followed by a discussion on the financial performance by Mr. Sandeep Hingar, after which we will open the forum for question and answers.

Before we get started, I would like to point out that some statements made or discussed on today's call may be forward-looking in nature and must be viewed in conjunction with the risks and uncertainties that we face. A detailed statement and explanation of these risks is included in the earnings presentation shared with you earlier. The company does not undertake to update these forward-looking statements publicly.

I would now like to invite Mr. Saurabh sir to make his opening remarks. Over to you, sir. Thank you.

Saurabh Chhabra: Thank you, Jay. Good afternoon, everyone, and a warm welcome to all the investors, analysts, and stakeholders joining us today for Sunrakshakk Industries India Limited Quarter 2 and H1 FY27 earnings conference call. We appreciate your continued trust and support. Quarter 2 FY27 marks another important milestone in our transformation journey.

We are pleased to report that the quarter was our most profitable to date, with EBITDA of INR23.14 crores and PAT of INR16 crores, up 98.26% and 130.10% year-on-year respectively. Revenue stood at INR265.17 crores, up 119.20% year-on-year, though 4.04% lower than the quarter 1 FY27 level.

This performance reflects the scale we are building across our FMCG, FMCG intermediates, and edible businesses, and the benefits of the investment made in our manufacturing capability over the past few quarters. Our strategic direction remains clear, to build a diversified, scalable, and increasingly FMCG-led business, while continuing to operate our textile business with a focus on customer relationships, operational discipline, and efficient capital deployment.

The evolution in our revenue mix is an important indicator of this progress. FMCG, FMCG intermediates, and edible together accounted for approximately 90.7% of our revenue in half

year FY27, approximately 90.9% in quarter two FY27, with textile contributing the balance. This compares with approximately 90.6% in Q1 FY27 and an FMCG-led mix of approximately 83% for FY26, and demonstrates the increasing contribution of our newer growth engines.

Operationally, our manufacturing footprint across Roorkee, Bhilwara, and Guwahati is central to this strategy. Following the commissioning of the additional soap production line in Roorkee in Q1, our aggregate installed capacity for FMCG and FMCG intermediates stand at approximately 20,840 tons per month. The additional line has expanded our ability to serve customer demand and give us greater flexibility to scale volumes across our soap and intermediate product portfolio.

We are focused on ramping up the available capacity, improving utilization, and ensuring the capacity addition translates into sustainable returns. Each of our manufacturing locations has a distinct role within the wider platform. Roorkee is an important hub for soap, soap noodles, and toothpaste. Bhilwara supports our home care, detergent, and edible category, and Guwahati strengthens our presence in the Northeast through soap noodles and cosmetics.

The combination of these facilities enable us to serve a broad customer base of more than 200 customers across multiple product categories, while improving proximity to market and supply chain responsiveness.

We are also continuing to build the breadth of our portfolio in FMCG. Our offerings span both bath soap, detergent, home care products, toothpaste, and cosmetics, while our FMCG intermediate business provides an important platform in soap noodles. In edibles, we are scaling our presence across spices and savories. Our focus is not simply on adding products, but on building categories where we can leverage our manufacturing capabilities, customer relationships, and distribution reach.

We see opportunities to deepen wallet share with existing customers, cross-sell across categories, and widen our presence in new markets. The broader Indian consumption environment provides a supportive long-term opportunity. Industry research published by the Indian Brand Equity Foundation points to continued expansion of the Indian FMCG market, supported by rising income, changing customer preferences, and the growth of organized and digital retail channels.

At the same time, the market remains competitive and input cost can be volatile. For us, this reinforces the importance of execution, maintaining product quality, improving manufacturing efficiency, managing procurement and inventory carefully, and developing products and customer relationships that support repeat business.

Looking at the industry in the quarter, the data from Bizom suggests that FMCG value growth improved to 8.6% in July to September 2026 from 6.8% in the previous quarter, with rural markets growing at about 10.6% and urban at about 5.8%, and urban demand strengthening through the quarter. These are value numbers and include calibrated price increases.

On the cost side, crude-linked inputs such as LABSA and palm-linked material stayed volatile after the sharp increase earlier in the year. Even as soap noodles prices were softened in mid-

2026 amid subdued demand, and several brokerages expect FMCG gross margins to remain under some pressure into the second half.

In textile industry, participants continue to report higher cotton, yarn, dyed, and chemical costs, with festive demand providing some support. Against this backdrop, we continue to focus on procurement discipline, product mix and utilization, and we expect the input cost pressure we spoke about last quarter to normalize progressively.

Our priorities for the remainder of FY27 are therefore consistent, deepen customer and channel relationships, improve utilization and productivity across our manufacturing locations, expand our product portfolio in FMCG and edibles, strengthen distribution and market penetration, and maintain disciplined working capital and capital allocation practices.

We'll continue to evaluate growth opportunities with a focus on execution capability, return potential, and long-term value creation. Our earlier aspiration was to achieve approximately INR1,000 crores in revenue by FY28, supported by our stated target of 30% to 35% revenue CAGR between FY25 and FY29.

With INR541.50 crores of revenue already delivered in the first half of FY27, we are well ahead of the pace we had envisaged, and we expect to cross this milestone much sooner than planned. Our emphasis will remain on building the operating capabilities and organizational depth required to sustain this growth, while continuing to improve our product mix, operating leverage, and cost efficiency.

With that, I would like to hand over the call to Mr. Sandeep Hingar, who will take you through our financial performance for Q2 and H1 FY27. Thank you. Over to you, Sandeep.

Sandeep Hingar: Thank you, Saurabh sir. Good afternoon, everyone. I will take you through the company's financial performance for the second quarter and the first half of FY27. Quarter 2 FY27 was our most profitable quarter to date. Consolidated revenue from operations for the quarter stood at INR265.17 crores compared with INR120.97 crores in Q2 FY26, representing a Y-o-Y growth of 119.2%.

EBITDA for the quarter was INR23.14 crores compared with INR11.67 crores in the corresponding quarter last year, a growth of 98.26%. Profit after tax stood at INR16 crores compared with INR6.95 crores, a growth of 130.1%, while basic EPS was INR5.16 against INR2.24 in Q2 FY26, adjusted for the shares of subdivision.

On a sequential basis, revenue from operation decreased by 4.04% compared with INR276.33 crores in Q1 FY27, while EBITDA and PAT increased by 2.42% and 6.38% respectively. EBITDA margin for the quarter stood at 8.73% compared with 8.81% in Q1 FY27 and 9.65% in Q2 FY26, while the PAT margin was 6.03% compared with 5.44% in Q1 FY27 and 5.75% in Q2 FY26.

The sequential improvement in margin reflects a lower raw material cost ratio, which came down to 74.37% of revenue from 75.6% in Q1, along with lower depreciation and finance costs compared with Q2 FY26. The raw material cost ratio is higher, 67.42% a year ago, which is the

main reason for the year-on-year margin difference and is consistent with the input cost environment I referred to earlier.

For H1 FY27, consolidated revenue from operations stood at INR541.50 crores compared with INR246.21 crores in H1 FY26, a distinct growth of 119.93%. EBITDA was INR45.73 crores compared with -- compared with INR23.3 crores, a growth of 96.32%, while profit after tax stood at INR31.04 crores against INR13.47 crores in the corresponding period last year, a growth of 130.39%.

Basic EPS for H1 FY27 was INR10.01 against INR4.64. EBITDA margin and PAT margin for the -- for the half year stood at 8.45% and 5.73% respectively, compared with 9.46% and 5.47% in H1 FY26. From an operational perspective, the quarter's performance reflects the growing contribution of our FMCG, FMCG Intermediate, and edible business.

As highlighted earlier, these businesses accounted for approximately 90.7% of revenue in H1 FY27. This mix is strategically important because it reflects the progress of our transformation towards a more diversified and FMCG-oriented business model. We will continue to focus on profitable growth, product mix, and efficient utilization of our expanded manufacturing base.

On a segment basis, our FMCG, FMCG Intermediate, and edible business reported a revenue of INR240.92 crores in Q2 FY27, a growth of 154.28% year-on-year with the segment result of INR22.32 crores and a segment result margin of 9.27% compared with 6.34% in Q2 FY26 and 8.15% in Q1 FY27.

For H1 FY27, FMCG segment revenue was INR491.22 crore with a segment result of INR42.71 crores. Our textile segment reported a revenue of INR24.25 crores in Q2 FY27, 7.53% lower year-on-year, and a segment loss of INR0.97 crores as a higher input cost, dyes and chemicals continue to weigh on processing margins. We expect textile profitability to improve as these costs stabilize.

On a facility basis, our Roorkee facility contributed INR25.85 crores from the soap section and INR82.74 crores from the noodle section in Q2 FY27, compared to INR27.5 crores and INR87.62 crores respectively in Quarter 1 FY27. Our Bhilwara facility contributed INR27.14 crores from the home care and detergent and INR49.67 crores from the edibles, compared to INR40.98 crores and INR30.3 crores in Quarter 1 FY27.

And our Guwahati facility contributed INR25.16 crores from cosmetics and INR30.35 crores from the noodle section, compared to INR26.15 crores and INR37.75 crores in Quarter 1 FY27. Sequentially, edibles revenue grew at 63.71%, while revenue from home care and detergent and from Guwahati noodle section was lower, which together with the modest moderation at Roorkee explained the quarter-on-quarter dip in consolidated revenue.

We are also mindful of the importance of working capital management as the business grows. Maintaining appropriate inventory levels, timely collection, efficient procurement, and disciplined cash flow management will remain key priorities. We will continue to deploy capital towards capacity, product, and distribution initiatives in a calibrated manner with a clear focus on operational returns.

We also remain focused on prudent capital allocation and efficient utilization of the funds raised through the preferential issue, which continues to support our capacity expansion across Guwahati, Roorkee, and Bhilwara. Looking ahead, we remain focused on sustaining the growth momentum established in the first half while strengthening profitability and operating efficiency.

We believe our diversified portfolio, expanded manufacturing footprint, customer relationships, and continued focus on execution provide a strong foundation for the next phase of growth. While the input cost environment may remain volatile in the near term, we expect margins to normalize progressively as cost stabilize and as the capacity added decent ramp-up.

With this, we conclude our opening remarks. And would now be happy to take your questions.

Moderator: Thank you. We will now begin with the question- and- answer session. The first question comes from the line of Yash Parkar with Patel Investments. Please go ahead.

Yash Parkar: Firstly sir, congratulations on good set of numbers. Sir, I guess you had given a target of achieving INR1,000 crores in FY28, but it seems that with the strong performance in H1 itself, you'll be able to achieve it in this year only. So, do you feel that you are way ahead of the schedule that you have planned? And also what are the key growth drivers that are supporting this expectation, sir?

Sandeep Hingar: So yes, we were having a target to reach to a level of revenue of INR1,000 crores by FY28. But considering our current performance and current pace, also the last 2 quarters' performance which we made, we expect that this benchmark we will be reaching sooner than the committed time period or earlier set timeline.

Yash Parkar: Right. Sir, I know you can't comment on Q3, but how was the Diwali season so far for you guys?

Sandeep Hingar: So Diwali season was again, it's mixed up, because we have a different set of businesses. So for one of the business it was normal, but for one of the business, for edible segment it was very good. So it is mixed. It is mixed kind of.

Yash Parkar: Right. Sir, how do you intend to balance the aggressive revenue growth along with the profitability and the margins? The growth has been fantastic. We see a very good growth and personally we are very bullish on the company. But, with this growth it also comes down that the margins will be compromised and also the cash flow from operations. How do we forecast that? What do you feel about that, sir?

Sandeep Hingar: So, with regard to profitability, definitely the target or benchmark which we took with regard to profitability also that, we are targeting to reach to a level of 7% by FY28. That is what we had a benchmark for us, and we are in line with the benchmark which we have taken so far.

Yash Parkar: Right, makes sense. Also, sir, your aggregate installed capacity is over 2,500 tons per month across FMCG and its intermediates. So what is the current average utilization across the manufacturing facilities, and how do you see it evolving over the coming, 12 to 18 months?

Sandeep Hingar: So currently, we are almost utilizing our current capacity at a pace of - - at a rate of around 50%-55%, and we expect that this utilization will get better in the coming time.

Yash Parkar: Okay. Sir, also, like, as the business scales, should we expect increase in working capital borrowings as well? And what is the current debt-to-equity or net debt position that you have targeted over the next coming 2 years?

Sandeep Hingar: So with regard to working capital, we are working on that front also to optimize our working capital. That is our first point. With regard to debt, there are certain debts which we have taken for the textile business. For the FMCG business, we don't have any such kind of a debt with us, right? And we are planning to repay that also in a coming period kind of a time, and we don't foresee a fresh loan as of now for current business.

Yash Parker: Okay, sure, sir, makes sense. And congratulations again on great set of numbers and all the best for the future, sir.

Sandeep Hingar: Thank you.

Moderator: The next question comes from the line of Shravan Modi with Syndicate Family Office. Please go ahead.

Shravan Modi: Thanks so much for the opportunity. Sir, my first question is regarding -- so if you see a textile business, it is now down to about 9% of our total revenue compared to 100% in FY24. So how is our management thinking about the long-term future of the segment as we pivot towards FMCG? Are you planning to maintain it at current levels or scale it down or evaluate a full exit. So I just wanted to get to know more about this?

Sandeep Hingar: So, the current mix is around 90%-91% is from FMCG, which is going to further increase by another 1%-1.5% in a year, kind of. And thereafter this ratio will be like this, more or less, plus minus 1%-2%, kind of.

Shravan Modi: Right, sir. So can you clarify the long-term strategy for the segment?

Sandeep Hingar: So in long-term, we are very bullish for our FMCG division. We are constantly looking after various opportunities and all those things. With regard to the textile, we are adding capacity, but not that aggressively. We are doing it just for balancing our overall production facility.

Shravan Modi: Got it, sir. So also, if you see the textile segment, which we have reported loss at segment level in Q2 FY27, despite generating revenue of approximately INR25 crores. So, what are the key reasons for this subdued profitability, and what measures are being planned to undertake to improve its operating performance going forward?

Sandeep Hingar: So during the last quarter, there were two major reasons which had resulted into the negative margins in the textile business. First reason was that we were actually installing one of the machines in the plant which affected our overall production. So that was one of the reasons our production was not at its full or at its peak capacity. That was one reason.

The another reason was definitely the pricing of crude, which had affected our consumables and raw materials for textile business. So we expect that these, these volatile -- the volatility in the consumables and raw material for textile segment will get settled in this quarter and by next quarter. Thereafter, we see this business also as a favorable and profitable business.

Shravan Modi: Got it, sir. Thank you so much, sir. That answers my questions and I wish you all the very best.

Management: Thank you, thank you.

Moderator: The next question comes from the line of Divya Reddy with Sunshine Capital. Please go ahead.

Divya Reddy: Yes, hi. Sir, I wanted to ask, following the commissioning of the Guwahati facility which has monthly capacity of 2,160 MT for soap noodles and 1,000 MT for cosmetics. So how has the ramp-up progressed and when does management expect the facility to reach optimal capacity utilization?

Sandeep Hingar: So, currently we, we are utilizing more or less 50% of our capacity for both these 2 sections. Right?

Divya Reddy: Okay.

Sandeep Hingar: We are looking for the additional customers to ramp up the capacity, and also, we are seeing increase in demand from our existing customers. So this is one. The optimum utilization capacity, may take -- we may take some time to reach up to that level wherein we are utilizing our capacity by 85%-90%.

Divya Reddy: Okay, and sir, similarly, the soap production line at Roorkee has increased its capacity by 1,700 MT. So how quickly can this additional capacity be monetized?

Sandeep Hingar: So, we are in discussion with various customers for the soap line at Roorkee also. With one or two customers, we are at a very final stage. So probably by Q4 of this year, we will have the additional revenue for those lines also.

Divya Reddy: Okay. And sir my last question is that, could you provide some visibility into the growth outlook for key product categories, particularly the soap noodles, detergents, home care, and which categories are expected to be the primary growth drivers?

Sandeep Hingar: So, we see the primary growth driver is going to be the soap section and the edible business for us.

Divya Reddy: Okay, okay. Yes, that answers my question. Thank you so much, sir.

Management: Thank you, thank you.

Moderator: The next question comes from the line of Mrunal Shah with Shah Investments. Please go ahead.

Mrunal Shah: Sir, my question is are there any further plans to undertake any capital expenditure in the textile business, or will the incremental capital allocation be entirely be directed towards FMCG and FMCG intermediates?

Sandeep Hingar: So as of now, we don't have much, much plan with regard to investment or capacity addition for the textile business. Whatever new facilities or new investment we will be doing will be mainly for the FMCG segment.

Mrunal Shah: Okay. And on the revenue growth, so the company has reported a revenue of almost INR542 crores in H1 FY27 against INR245 crores in H1 FY26. So the -- we have already surpassed the half of its earlier FY28 revenue aspiration in first six months only. What is the revised revenue ambition for '27 and '28?

Sandeep Hingar: So, we first -- we will be first reaching to the level of what we had announced earlier also, that is of INR1,000 crores. And definitely we are expecting a growth of 20 to -- 25% to 30% year-on-year thereafter.

Mrunal Shah: Okay. And could you provide a broad outlook for the FMCG revenue growth over the next 2 to 3 years considering the recently expanded manufacturing capacities and increasing distribution needs?

Sandeep Hingar: So, the reason -- the -- coming 2 to 3 years, visibility is going to be a bit tough at our end because we are also in exploring various other possibilities where we can invest, we can create our own new capacity, new product line. So, giving that visibility is a bit difficult at this moment, but yes, we are expecting again a growth at a figure of 25% to 30% for next 2 to 3 years, kind of.

Mrunal Shah: Okay, great, great. Thank you. Thank you so much for the opportunity.

Management: Thank you. Thank you.

Moderator: The next question comes from the line of Vinny Jain with Jain Investments. Please go ahead.

Vinny Jain: Hi. So, my question is in context to the edibles business. So, the edibles segment has witnessed an increase in the quarterly revenue. Now with the company also expanding its portfolio across savories and spices, what are the key initiatives that are being taken to understand this business, and what revenue contribution can we achieve over the next term now?

Sandeep Hingar: Sorry, I couldn't get this question.

Vinny Jain: So my question is in context of the edibles business. Now it is witnessing an increase in the quarterly revenue. So what are the future plans for the company? What are the key initiatives being undertaken?

Saurabh Chhabra: Yes, edible sector is definitely very lucrative and we see a lot of potential there. And we are also looking at diversifying the product portfolio also, like adding up the biscuit manufacturing facility or some of the other products which we are looking at. So we are really positive towards this category overall.

Vinny Jain: Understood. So your second cosmetics capacity, so you have recently expanded that as well. So what does the management now intend to introduce additional products or expand any further?

Saurabh Chhabra: No, we have done actually, I mean, we have already – we have got a, quite diversified capability now in terms of product portfolio related to cosmetic products, which includes like soap, personal care, skincare, quite diversified portfolio which we can service to any of the brands. So there we don't have many plans for expansion, but we are focusing more on capacity utilization of whatever we have installed so far.

Vinny Jain: Correct. So now you mentioned that, so how do you then play against the established FMCG players and what distribution or price differentiation strategies that you are using?

Saurabh Chhabra: See, majorly we are targeting to cater to all the brands. As of right now, we are catering to companies like Godrej or Wipro, ITC, and, these kind of brands. And in future also at this moment, we are focusing more on servicing these brands through these facilities.

So there we -- I think in terms of the infrastructure, what we have developed so far, we are already quite competing and, quite well qualified for these brands as we have got already a very long-term relationship with them. So I think that's the core strength of the group right now. So we will be focusing more on that. So we don't have any plans immediately to launch a product directly in the market. There's no point of price competition, I would say, at this moment.

Vinny Jain: Got it, understood. Thank you.

Moderator: The next question comes from the line of Kartik Maheshwari with Aamrakunj Realty. Please go ahead.

Kartik Maheshwari: Hello, I'm audible, sir? Congratulations for the great numbers, sir. Congratulations to Team Sunrakshakk. And sir…

Management: Thank you.

Kartik Maheshwari: And sir, my question was regarding, are we planning for any inorganic growth? Like earlier we had purchased Sunrakshakk Industries. Any inorganic growth we can expect?

Sandeep Hingar: As of now, we don't have any plan in hand for any inorganic growth kind of a thing. But, management is continuously looking for the opportunity, and as and when there will be any lucrative opportunity comes we will definitely go for it if it is worth doing. That's what is the current situation.

Kartik Maheshwari: And sir the next question is, what is the percentage of revenue comes from a group company which is RCM?

Sandeep Hingar: So, in the overall revenue, the revenue from RCM is around 44% kind of for last quarter. And YTD, I can say it's around 42%, 42.5%.

Kartik Maheshwari: Okay, sir. Thank you. Thank you so much.

Management: Thank you.

Moderator: Thank you. The next question comes from the line of Raina Sharma with Crystal Investments. Please go ahead.

Raina Sharma: Thank you, sir, for the opportunity. I have couple of questions. So the first question is like, do we have any plans to enter additional FMCG categories or introduce new products within the existing portfolio? And if so, which categories offer the most attractive growth opportunity?

Saurabh Chhabra: So as far as the adding of the further categories in the FMCG portfolio, at this moment we are not like directly going out and looking for more because since we already have a diversified portfolio. But yes, we are open in case if we get some opportunities, because in this market if there is any demand, so we may set up our competency for that. And second is in terms of the growth opportunity which we see, so there is a good scope which we are foreseeing in the soap category as mentioned earlier and the edible category. There we see really good potential in the market.

Raina Sharma: Okay sir. And, so like, what are the major challenges that we anticipate over the next 12 to 24 months, particularly like with respect to the raw material price volatility, competition, distribution expansion, and capacity utilization?

Saurabh Chhabra: So basically, I mean in terms of the price volatility it is very difficult to comment right now because the kind of fluctuations which has happened in past. So we are still, I think, able to manage so far, and we are foreseeing that it should be manageable in future as well. And the -- other than that, actually we don't see, because this category is quite promising and because we have seen the period of COVID.

We have seen period of demonetization and all those phases we have already crossed. And we see that the food and FMCG and groceries are generally always a very lucrative sector. I mean, generally the demand doesn't come down. So I think we have a very strong foundations and base related to that factor. So it's Yes, it's quite, I mean, healthy portfolio.

Raina Sharma: Okay, sir. And like what about competition?

Saurabh Chhabra: So as I mentioned that, we since we are catering to all the brands and we are doing the contract manufacturing majorly, that is our focus area. So I mean there it's not a short-term relationship which you have. So once you onboard any of these brands So they stay with you. I mean, since you have to qualify for a lot of things, it takes a lot of effort to first qualify with them for your relationship to start. And once you start, you don't generally move out so easily.

And we already as a group, we have very strong, I mean repo, and we have been catering to some of the clients even for more than a decade now. So, you can understand the trust and the relationship which we are already having with these brands. So, and, and when you meet the prices, you meet their service expectation, then only it is possible. So, I mean, similarly, we can cater to even new parties now. That's the reason we have done a lot of expansion in our facilities.

Raina Sharma: Correct, correct. Okay, sir. And also, one more question, over the next 2 over next three to five years, like where do we envision Sunrakshakk positioning within the Indian FMCG industry? And like, should investors increasingly view it as a pure-play FMCG business with textiles becoming a non-core or a discontinued activity?

Sandeep Hingar: Textile will continue to participate in the current that's the way it will happen. And definitely, I mean, as we said that in the next two-to-three-year term, we expect at CAGR of 25% to 30%, and in the longer run, we expect a growth of around 20% to 25% at a time horizon of five years, kind of.

Raina Sharma: Okay, sir. Sir, I think it answers my question. Thank you so much, sir, and all the best for the coming quarters.

Management: Thank you, thank you.

Moderator: The next question comes from the line of Madhav Das with GN Investments. Please go ahead.

Madhav Das: Thank you for the opportunity. Hope I'm audible, sir. There are a few questions that I would like to know about. One being, what proportion of soap noodles is sold to external sold to external customers versus used internally, and how does management expect demand to evolve?

Saurabh Chhabra: See actually we are majorly catering to all the brands and third parties only. We don't have any our own brand for conductors. We just have one added advantage that one of our sister concern or principal group RCM, which is also one of our customers, so, and which is growing at a very decent pace.

So that also adds as a support to the overall demand management and the volumes of all the facilities. So overall if we see, it's a diversified portfolio of different type of customers. For personal care, there are some other customers. For the edible and the other categories there are some different customers. So, it's quite well balanced in terms of the demand management.

Madhav Das: Okay thank you, sir. And another one being that how's the customer base of over 200 being distributed between the FMCG products and the intermediates? And are the repeat orders coming from existing customers increasing?

Saurabh Chhabra: Yes, yes, definitely. I mean, so basically these types of products generally not a one-time or a two-time demand, it's a long-term relationship. For example, that if you have developed if you're manufacturing soap for Godrej, for example, so there is a long process of validation. They establish your quality parameters, their all the norms which you have to qualify.

And once they get associated with you, they stay with you for years unless until you don't fail in any of your commitments or standards. So, it's not something which is a switch off and switch on kind of a demand. and yes, so, I hope that answers your question.

Madhav Das: Okay, okay. And so lastly, what are the key factors expected to drive our EBITDA margin improvement over the next few quarters?

Sandeep Hingar: In the coming quarters we are hopeful that once this price volatility in the raw material prices will get settled, definitely the EBITDA margin will get improved. And we are more bullish on the utilization of our capacity. So, slowly, gradually, when the way we will improve our capacity utilization, that will also result into a higher EBITDA margin basis the scale of operations.

Moderator: Does that answer your question, Madhav?

Madhav Das: Yes, yes. Thank you so much for answering my questions so patiently, and thank you for the opportunity.

Management: Thank you.

Moderator: The next question comes from the line of Manan Dalal with Dalal Family Office. Please go ahead.

Manan Dalal: Hi, thank you for the opportunity. So my first question is regarding like our PAT was around INR31 crores in H1 FY27 and operating cash flow was around INR18 crores. So, could management elaborate on the working capital requirements of the expanded FMCG business, and whether the cash conversion is expected to improve as operations mature in further quarters?

Sandeep Hingar: So yes, definitely, in the coming quarters, the cash from operations will improve as we are working on the working capital front also. So, in next -- we currently also we are at a good amount of capacity utilization. But in the coming period we will improve the working capital.

During this first half, our funds mostly deployed for the inventory side because a few of the products wherein we are dealing in the edible segment are seasonal or commodity-based, and we do have the benefit of pricing, we go for bulk buying for those commodities. So in that direction we deployed our fund in the first half, which will definitely get released in the coming quarters.

Manan Dalal: And sir, my second question is regarding like, we are targeting around INR1,000 crore revenue milestone. So, what would be the key operational, factors that will drive our EBITDA margin as our company increases the revenue?

Sandeep Hingar: So definitely the, the FMCG segment, and in the FMCG segment also the cosmetics and the edible segment is going to help the EBITDA margin more, most profit -- in a most profitable way.

Manan Dalal: Okay. And so, my third question would be like, are we are going do any fundraise to fund this expansion in the future quarters or so?

Sandeep Hingar: No, no. So as of now, we don't have any plan for another fundraise. And the pace at which we are going, we, we are hopeful that whatever expansion we will be doing, that we can do through our internal approvals only.

Manan Dalal: Okay, okay. Thank you so much, sir, and all the best for the future quarters.

Management: Okay, thank you.

Moderator: The next question comes from the line of Mudith Mansiaka an Individual Investor. Please go ahead.

Mudith Mansiaka: Hello sir, thanks for the opportunity. First of all, I'd like to congratulate for the great numbers. The question here is, as discussed in the last question, so any rough idea how much percentage of our capacity, the current capacities, are being utilized in order to compete?

Sandeep Hingar: At a mixed level of all the product segments, we are currently at a 50%-55% of capacity utilization.

Mudith Mansiaka: And if we keep this textile thing aside, then for the FMCG business…

Sandeep Hingar: Sorry, can you repeat it?

Mudith Mansiaka: Yes. If we consider the textile segment as the different one, and apart from the textiles, and in terms of FMCG segment, how much of the entire capacity is being utilized over?

Sandeep Hingar: So, in the FMCG mainly it is 50%-55%. In the textile we are already at somewhere 80%-85% of capacity utilization.

Mudith Mansiaka: Okay. And any kind of order book pendency we have?

Sandeep Hingar: So, our business model is we have to be B2B segment, right? So, business is not the open orders or order book kind of a thing. We have planning from the customers for 1-month firm and 2-month tentative. That way it works.

Mudith Mansiaka: Okay, got it. That answers my question. Thank you.

Management: Thank you.

Moderator: Ladies and gentlemen, that was the last question for today. I would now like to hand the conference over to Mr. Saurabh Chhabra for the closing remarks.

Saurabh Chhabra: Thank you to all the participants for your question and for joining us today. We appreciate your continuous interest in Sunrakshakk Industries. As we move through the second half of FY27, our focus will remain on scaling our FMCG and edible businesses, strengthening our manufacturing distribution capabilities, and pursuing growth with financial and operational discipline. We look forward to updating you on our progress in the coming quarters. Thank you and have a good day. Thank you so much.

Moderator: Thank you, sir. Ladies and gentlemen, on behalf of Sunrakshakk Industries India Limited, that concludes this conference call. Thank you for joining us and you may now disconnect your lines.