Brahmaputra Infrastructure Ltd.

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CIN:L55204DL1998PLC095933

Date: 04th June 2026

To,

The General Manager – Listing Department,

BSE Limited,

Phiroze Jeejeebhoy Towers,

Dalal Street, Mumbai – 400 001.

Subject: Submission of Audio Recording / Transcript of Analyst / Investor Meet held on 01st June 2026 pursuant to Regulation 46(2)(oa) read with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir / Madam,

We refer to the above-mentioned subject and wish to inform you that M/s Brahmaputra Infrastructure Limited (hereinafter referred to as the "Company") had hosted an Analyst / Institutional Investor Meet on **01st June 2026**.

In compliance with Regulation 30 read with Schedule III Part A (Para A, Clause 15) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR Regulations") and the SEBI Circular No. SEBI/HO/CFD/CFD-PoD-1/P/CIR/2023/123 dated July 13, 2023, regarding disclosure of events or information by listed companies, we hereby submit the **audio recording / transcript** of the said Analyst / Institutional Investor Meet as an enclosure to this letter.

Details of the Meeting:

Name of the Company : M/s Brahmaputra Infrastructure Limited
Scrip Code (BSE) : 535693
Type of Meet : Analyst / Institutional Investor Meet on March 31, 2026 Audited Results
Date of Meeting : 01st June 2026
Mode : Virtual
Venue / Platform : Online Platform
Participants : Senior Management of the Company and Analysts / Institutional Investors

The audio recording / transcript of the said meeting is enclosed herewith for your records and for the purpose of dissemination on the respective stock exchange platforms, in accordance with the applicable provisions of SEBI LODR Regulations, 2015.

We request you to kindly take the above on record and disseminate the same on your website as per the applicable regulatory requirements.

Enclosure:
Transcript / Audio Recording of the Analyst / Investor Meet held on 01st June 2026 on March 31, 2026 Audited Results of the Company .

Thanking you,
Yours faithfully,
For M/s Brahmaputra Infrastructure Limited

RAKTIM ACHARJEE

Digitally signed by RAKTIM ACHARJEE
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“Brahmaputra Infrastructure Limited

Q4 and FY26 Conference Call”

June 01, 2026

MANAGEMENT: **MR. UMANG PRITHANI – JOINT MANAGING DIRECTOR – BRAHMAPUTRA INFRASTRUCTURE LIMITED**
MR. VIVEK MALHOTRA – GENERAL MANAGER FINANCE – BRAHMAPUTRA INFRASTRUCTURE LIMITED

Moderator: Ladies and gentlemen, good day and welcome to the Q4 and FY26 Brahmaputra Infrastructure Limited 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 this 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. Umang Prithani, Joint MD, Brahmaputra Infrastructure Limited. Thank you, and over to you, sir.

Umang Prithani: Good afternoon, everyone, and thank you for joining us today for the earnings conference call of Brahmaputra Infrastructure Limited. On behalf of the entire team, I would like to extend a warm welcome to all of you joining us today. This is an important milestone for our company as we begin our engagement journey with the broader investor community, and we truly appreciate your interest in understanding our business and long-term vision.

Brahmaputra Infrastructure Limited is a diversified infrastructure development and EPC company with nearly three decades of execution experience across road, bridge, railways, tunnels, institutional buildings, river protection works and urban infrastructure. Our journey began with a strong focus on infrastructure development in Northeast India.

Over the years, we have built deep regional expertise, strong institutional relationships and executional capabilities in technically challenging and strategically important infrastructure projects. Today, we have a presence across 10 states with a particularly strong footprint in Northeast India, which contributes to our core operating region and a key growth driver for the company.

Our business is broadly divided into two segments: EPC infrastructure and real estate assets. The EPC business contributes nearly 90% of our revenues and remains the core engine of growth. Within EPC, we operate across multiple infrastructure verticals, including roads and bridges, railways and tunnels, institutional buildings, river protection works and general civil infrastructure.

Over the next year, we have executed projects for several government departments, PSUs and institutional agencies, including NHI, NHAI, NHIDCL, Northeast Frontier Railway, MoRTH, Water Resources Departments and various state government agencies. One of the key differentiators of Brahmaputra Infrastructure is our deep execution capability in Northeast India.

Infrastructure execution in the Northeast is significantly different from conventional EPC execution in other parts of the country. The region requires a strong understanding of terrain conditions, weather cycles, logistics management, river systems and local vendor ecosystems, capabilities that are developed through years of on-ground operational experience.

Because of this regional expertise, we are able to identify projects where we can execute efficiently, maintain cost discipline and deliver healthy margins. We believe this creates a meaningful competitive advantage for the company.

Another important aspect of our business is our specialized engineering capability in river and slope protection works. Northeast India faces significant challenges related to erosion, flooding and terrain instability. Over the years, we have developed expertise in anti-erosion works, riverbank stabilization and geotechnical infrastructure, positioning us differently from generic EPC contractors and creating a niche execution profile for the company.

Alongside the EPC business, we also have a strategic real estate and operating asset portfolio. One of our flagship assets is the City Center Mall in Guwahati, which has been operational for over seven years and is among the leading retail destinations in Northeast India. While the real estate segment currently contributes approximately 10% of the company's overall revenues, it remains a highly profitable and strategically important part of our business model.

The mall generates stable recurring rental income with strong long-term visibility, while requiring minimal incremental capex, providing healthy margin support and cash flow stability alongside our EPC business.

City Center Mall has also evolved into a landmark cultural hub for the region, serving as a preferred venue for festivals, celebrations, and community events in Guwahati. With more than 70 national and international brands entering the Northeast retail ecosystem through this platform, the mall has played an important role in regional retail development. We also have strategic assets such as Brahmaputra Industrial Park, which further strengthen our long-term asset base and provide embedded value within the business.

From an industry perspective, we remain optimistic about the long-term infrastructure opportunity in Northeast India. Government initiatives such as PM Gati Shakti, Bharatmala, the Act East policy, railway expansion programs and strategic border connectivity projects are creating large-scale infrastructure opportunities across the region.

At the same time, increasing focus on climate-resilient infrastructure, flood management and regional connectivity is expected to further support demand for specialized infrastructure projects in the Northeast. Given our regional presence, execution track record and technical expertise, we believe Brahmaputra Infrastructure is well-positioned to participate in this long-term opportunity.

Going forward, our strategic priorities remain focused on strengthening our leadership position in Northeast India, scaling our EPC execution platform, increasing our participation in specialized infrastructure projects and building long-term value through both infrastructure execution and strategic asset ownership.

As this is our first earnings call, we see this as the beginning of a more transparent and consistent engagement with the investor community. We remain committed to disciplined growth and operational excellence for all stakeholders.

I would like to now hand over to Mr. Vivek Malhotra, General Manager Finance, who will take you through the detailed financial performance for Q4 and FY26.

Vivek Malhotra: Good afternoon, everyone. I am pleased to present the detailed financial performance of Brahmaputra Infrastructure Limited….

Moderator: I'm sorry to interrupt, sir. You're not audible. Could you please come closer to the microphone?

Vivek Malhotra: For the fourth quarter and the full year ended March 31, 2026. I am happy to report that this has been a landmark year for the company, one that clearly demonstrates the strength of our execution capabilities and the operating leverage in our business model.

Now, I am reading the Quarter, financial highlights at a glance. Revenue from operations this year is INR365 crores as compared to INR242 crores in FY25. So, there is a 50% top-line growth in the company. The EBITDA is INR83.45 crores comparatively INR48.53 crores last year. In this segment, there is a 71% growth. EBITDA margins are 22.83% versus 20.03% of last year. Profit after tax is INR59.61 crores comparatively INR29.89 crores last year. So, in the profits, there is a 100% growth.

PAT margins are 16.31% comparatively 12.34% of the last year. Our EPS of this year was 20.54 as comparatively 10.30 of last year. The revenue from operations in FY26 grew by 50% on a year-on-year basis compared to INR242 crores of the last year, this strong performance was driven by disciplined project execution across all the quarters, notably stepping up in Q2 and Q3 of the financial year 2026.

A key differentiator during the year was the company's strategic approach to managing seasonality in our core North/Northeast geographies. Historically, the July to September period has constrained Q2 and Q3 performance due to heavy rainfall, challenging site conditions. In financial year 2026, our project planning and execution team proactively diversified workflow to areas with comparatively lower monsoon intensity, ensuring near-continuous execution and optimum utilization of all the resources.

As a result, in Q2 and Q3 together, we have a top line of INR180 crores in revenue compared to the INR70 crores revenue of the last year 2025, reflecting a 2.6x improvement in the traditionally challenging wet season quarters.

EBITDA and profitability: Our EBITDA is INR83.45 crores as comparatively INR48.53 crores of 2025. EBITDA margin expanded by 280 basis points to 22.83%, reflecting the operating leverage achieved through higher revenue volumes and significantly improved resources utilization during the monsoon quarters. This resource efficiency gain in financial year 2026 was a direct outcome of proactive risk planning.

In financial 2025, the adverse monsoon conditions had resulted in a considerable resources under-utilization and nearly nil margins in Q2 and Q3. But in financial year 2026, early monsoon forecasting, disciplined work planning, geographical diversification of the project executions eliminated this structural drag, enabling consistent margin delivery throughout the year.

PAT for the 2026 nearly doubled, INR59.61 crores, a growth of 100% as comparatively 29.89 crores in financial year 2025. On a consolidation basis, PAT grew by 100.7%, INR59.58 crores. PAT margins have strengthened by 397 basis points to 16.31% on a standalone basis, reflecting the cumulative benefit of the top-line growth, operational efficiency and improved contribution from the company's wet season quarters.

Basic EPS of the financial year 2026 is INR20.54 versus INR10.30 in financial year 2025, reflecting a nearly doubled in per-share earnings, underscore the significant value creation delivered during the year.

Now, the order book and the revenue visibility: The company ended financial year 2026 with an order book of INR1600 crores, equivalent to 4.46x of our financial year 2026 revenue, providing strong visibility for sustained growth in the near to medium term. Our divides of order book into the main four parts: Buildings INR405 crores, Roads and Bridges INR498 crores, Railways and Tunnels INR400 crores and River Protection Work INR250 crores. So, this is a sum of INR1600 crores.

The order book well reflects a well-diversified mix across building, road bridges, railways and river protection, exposure across multiple government agencies and geographies. This diversification reduces project concentration risk, supports steady execution through seasonal and economic cycles.

Now, the numbers consolidation versus standalone: The revenue of the standalone was INR365 crores and the same is in consolidation; INR83.45 crores in EBITDA versus INR48.53 crores. EBITDA margins are 22.83% as comparatively 20.03% of the last year. Our PAT margins are 16.31% versus 12.34%. Our earning per share is INR20.54% versus INR10.30% of last year.

To summarize, financial year 2026 has been a landmark year for the Brahmaputra Infrastructure Limited. The nearly double of our PAT, 50% plus revenue growth, healthy margin expansion, and an order book of over INR1600 crores are clear testimony to the maturity of our execution capabilities and the strength of our business model.

With the proven ability to execute in complex terrains and challenging environments, a diversified project portfolio across high-growth segments, and a growing presence across North and Northeast India, we are well-positioned to contribute meaningfully to India's ambitious infrastructure build over the coming years.

I would like to sincerely thank you to our employees, clients, partners, and shareholders for their continued trust and support. Before we open the floor for the questions, I would like to -- okay, so now you can open the question-answer round, please.

Moderator: Thank you. We will now begin the question-and-answer session. The first question comes from the line of Urmish Shah with Moneywisers. Please go ahead.

Urmish Shah: Yeah, yeah, thank you for the opportunity, sir. So, my first question is out of the total order book, how much is executable in FY27 and how much will spill over in the fourth coming year in FY28?

Umang Prithani: So, approximately we have a balance order book of INR1600 crores, out of which we expect in the coming year, 60% approximately of this balance order book should be executed in the coming year. 40% of it will be spilled over into the next year.

Urmish Shah: Right. Sir, and my next question is on the segmental margins. Could you give some color on that? And also, are the road sector projects on a HAM model?

Umang Prithani: No, these are all EPC. EPC or item rate. None of the road projects are on a HAM model.

Urmish Shah: Okay. And could you help me with the margins, segmental margins?

Umang Prithani: So, they all vary between 13% to 20%. So, certain niche works, we get 18%, 19%. The general infrastructure works, 11%, 12%, 13%. So, the average we get about 15% in the EPC sector.

Urmish Shah: Okay. Okay. Sir, one question which I wanted you to address is, if I see our debt levels are considerably coming on a lower side, we are improving our debt-to-equity ratio. But then why is the promoter pledge so high? And, any reason could you give?

Vivek Malhotra: Well, the shares have been pledged in 2014, and in the regular consortium meetings, we have a word with our lenders to release the same. And we are working on that, and we hope so in next year or two, we get released all the pledge because earlier there was a higher debt in the company. Now, there is a lowering down. You will see in next year or two the release of the pledge of these shares. We are working on that.

Urmish Shah: Okay. So, what will be our average borrowing…

Moderator: I'm sorry to interrupt, Urmish. I would request you to rejoin the queue. Thank you. The next question comes from the line of Himanshu Bisani with PinpointX Capital. Please go ahead.

Himanshu Bisani: Yes, hi, sir. Congratulations on a steady state of numbers and thanks for the opportunity. So, we have been operating the largest mall in the state and we have been also seeing some developments of around INR500 crores in the real estate side. Just wanted to understand what kind of competitive edge and expertise we have in this sector to -- and have been replicating that number of around INR60 crores of rental income and target by FY29.

Umang Prithani: So, as we earlier mentioned in the AGM also and in our investor presentation, BIL right now has built and operates the largest retail shopping destination in Guwahati. And Guwahati being like the gateway of Northeast, this is the largest mall in the Northeast region. Like I said earlier, more than 70 brands have come into the Northeast for the first time through our shopping mall.

So, naturally, the relationships with vendors we have, the trust that the vendors and the brands have, if they want to enter Northeast, they have historically enjoyed the association with us. So, if we plan another project, the differentiation we have is our vendor relationships, our understanding of the demand of the ecosystem in Northeast.

So, in the coming year, we are planning another retail destination, a mix of commercial and residential in Guwahati itself, in the format of an open plaza shopping destination. And this project will be built phase-wise with the approx. total value accumulated to about INR500 crores in the next four to five years, phase-wise. So, the area would be approx. -- it's still under planning phase, but the commercial leasable area is expected to be about 4 lakh square feet.

Himanshu Bisani: Understood, sir. And on that INR60 crores rental income in FY30, how do we plan to scale that up? You know, what would be the phases and how that would translate as per annuity income?

Umang Prithani: The same way, phase-wise we will keep growing our leasable area. Since it's a plaza mall, you don't have to build the whole project at once. It can be done phase-wise. So, over the next five years, we are in line to achieve the number that you have mentioned in this new shopping destination.

Himanshu Bisani: Understood, sir. And my next question would be on the vision of the company. So, sir, we have a diversified order book of around INR1,600 crores across segments, and now with -- we've been constantly winning orders as well. And now with the developments in the real estate side, how do you see the company, you know, in the coming three to five years? What is the vision of the management? If you can answer this both qualitatively and quantitatively, that would really help.

Umang Prithani: So, I think as we all know, the Central Government has significantly increased its focus in the Northeast and its infrastructure spending. So, companies -- there are very few companies that are, you know, have a very strong embedded experience in the Northeast. So, we stand to benefit from all the infrastructure spending that is expected to happen in the next 10 years. Some segments that are expected to experience very, very good growth is highway infrastructure across the Northeast, hydropower, hydropower projects in Arunachal Pradesh, border infrastructure.

Northeast is special as a region because it shares international borders with Myanmar, China, Bhutan, Bangladesh. So, from that perspective, a lot of border infrastructure projects such as roads, border fencing projects are expected to come in. Then we have railway projects. We have five to six railway lines that are expected to be built over the next 10 years.

For example, we recently have started bidding for the Bhutan line projects that are expected to build up till Gelephu in Bhutan. So, railways, road infrastructure, institutional buildings even recently, Honorable CM sir has announced that every district in Assam is expected to have a university and a hospital.

So, with such explosive growth coming in the Northeast in the next 10 years, we stand to be one of the, I would say, top beneficiaries in terms of winning infrastructure-related contracts. So, we are quite positive that over the next 5 years, 10 years, we will grow our order book multi-multi-fold.

Himanshu Bisani: Yes, sir. And on the -- and can you also collaborate that with the real estate side and just see how the business would look like in 3 to 4 years from now?

Umang Prithani: See, the real estate segment is, you know, is what makes us unique as an EPC company because most of the EPC companies don't have an embedded real estate asset. So, this real estate segment actually provides us a steady annuity, certain cash flow throughout the year that since we all know that EPC companies sometimes have staggered cash flow.

So, this real estate segment within our company ensures that we never have cash flow issues and we have recurring rental income. So, it is a strategic, very strategic mix, EPC and real estate. And as we can see the numbers also in our EBITDA, the real estate segment has a very good contribution. The real estate segment itself has about 85% margins. So, it's purely, almost purely rental income. So, with the combination of growing EPC order book and the real estate segment, we expect -- we have a very positive outlook in the next 5 to 10 years.

Himanshu Bisani: Understood, sir. Thank you so much and all the best.

Umang Prithani: Thank you.

Moderator: The next question comes from the line of Bhavin Shah, an Individual Investor. Please go ahead.

Bhavin Shah: Okay. Sir, thank you for giving me the opportunity, sir. Sir, I would like to ask you, sir, can you listen to me?

Umang Prithani: Yes, please.

Bhavin Shah: Okay. Sir, I would like to ask you, sir, when you have so much of order book on hand, in hand, why it is not visible in sir last quarter, January to March 26, sir?

Umang Prithani: So, as you can see, most of the orders that we have received in the last four to six months. So, as you know, these are all EPC contracts. EPC requires us to do the designing part as well of these works. So, it takes about six to seven months for the revenue recognition to come from the new orders.

So, the current order book, almost 50% of it has been acquired in the last six months. So, we are in designing phases, land-related things, coordination with the department, and the coming quarters we can -- we are positive, we are confident to see the revenue recognition of these new projects.

Bhavin Shah: Okay, sir. Thank you. Sir, one more thing. Okay, sir, as on March 26, the order book is INR1600 croress, right, sir? So, after that, orders received in May are to be added on it, no, sir?

Umang Prithani: Yes, yes, absolutely.

Bhavin Shah: Okay, fine, sir. Okay, sir, that's it, sir. And all the best, sir. Thank you.

Umang Prithani: Thank you.

Moderator: The next question comes from the line of Aniket Redkar, an Individual Investor. Please go ahead.

Aniket Redkar: Good afternoon, everyone, and thank you for the opportunity. So, I just wanted to understand related to our order book. So, as of now, we have INR1600 crores order in our hand. So, just wanted to understand, what is the bid pipeline currently under this order book?

Umang Prithani: Currently, we have a bidding pipeline of about INR3000 crores, for which we're expecting the results to come in the next about 30 to 45 days. And in the coming year as a whole, I can say, we will have about INR7000 crores to INR8000 crores in the bidding pipeline, in the entire year. Currently, we have INR3000 crores worth of bids in pipeline.

Aniket Redkar: Okay, okay. And sir, if you can give a break-up of this order book across the kind of road, buildings, infrastructure, the railway project, and etcetera?

Umang Prithani: I don't have the figure ready for the break-up, but you're talking about the pipeline, right?

Aniket Redkar: Yes, yes, sir.

Umang Prithani: Pipeline, I'll have to see the numbers, I don't have it in hand. But you can say that about 40% of the works would be building-related works, 20% would be protection-related works, and then 40% would be road works.

Aniket Redkar: Okay, okay. And sir, what is the average execution period of this?

Umang Prithani: About two to three years. Maximum three years and two years minimum.

Aniket Redkar: Okay, okay. And sir, we have not shared the Q4 numbers, I mean, in the presentation. So, if you can share some bit of it, revenue, EBITDA, and the PAT?

Vivek Malhotra: Well, the Q4 numbers we have shared -- you can see the results that is uploaded on the Bombay Stock Exchange site. And I will read the numbers for you. INR93.93 crores is a top line, and our profit before taxes in this quarter is INR16.79 crores, and our PAT is INR14.78 crores. So, our EPS in this quarter is INR5.09. So, these are the quarterly numbers.

Aniket Redkar: Okay, okay, okay. And sir, if you can give a revenue guidance for the next two years or something like that, that would help.

Umang Prithani: So, based on our past growth rates, we are expecting the same kind of momentum. In fact, we will be -- we are positive and we'll be very happy if we are able to achieve like last from last year to this year, we have had about 50% growth rate in revenue. If we are able to maintain that over the next two, three years, that would put us at a very, very good position in the next three years. So, our target is to maintain the same growth percentage and ensure that we are able to maintain the same rate of profitability as well.

Aniket Redkar: Okay, okay. Thank you, sir. This is from my side and all the best for the future.

Umang Prithani: Thank you, thank you.

Moderator: The next question comes from the line of Nimish Pandya with NP Investments. Please go ahead.

Nimish Pandya: Hello, sir. Am I audible?

Umang Prithani: Yes, yes, you are.

Nimish Pandya: Thank you. Thanks a lot for giving me this opportunity. Sir, I have questions related to business mix basically. So, sir, as we can see that the EPC segment was the primary driver of revenue growth in FY26, while the real estate segment reported a lower contribution. So, sir, could management elaborate on the factors behind the softer performance of the real estate business during the year?

Vivek Malhotra: Well, if you see the numbers in the segment reporting, approximately INR349.81 crores, I mean INR350 crores from the EPC segment top line and INR19.58 crores top line from the real estate segment. And if you see the profitability, INR51.88 crores into the EPC division and the real estate division is INR16.70 crores as comparatively to the last year is INR14.75 crores. So, our real estate margins have been improved.

But the difference, drop down, the reason of the drop down of the top line in the real estate, last year we sold some industrial plots and in this year we do not sell any sort of industrial plots. So, that's the difference of INR4 crores in the top line. Overall, if you see the profitability as comparatively to the last year, it is increased in the real estate segment.

Nimish Pandya: Okay, okay. Got it, sir. So, my next question is, sir, how does the management see the revenue contribution from the EPC and the real estate segments evolving over the next three to five years? I mean, do you expect EPC to remain the dominant growth driver or will real estate contribute more meaningfully as projects progress?

Umang Prithani: EPC will definitely be the revenue driver because it is a lot more scalable. We will see a big jump in the real estate revenues once the new project is launched and is in action. But the main scale driver would be the EPC. However, in terms of profitability, we expect real estate -- right now also it contributes to about a good segment of our profit and in the coming years, it will continue to do so because the rentals from that real estate segment are almost all -- it's 85% margins, it's all rental yield. So, revenue, EPC will continue to be the dominant force. Profitability, we see real estate to be contributing more and more, especially after the launch of the new project.

Nimish Pandya: Okay, okay. Got it, sir. Thanks a lot. That's it from my side.

Moderator: Thank you. A reminder to all participants, you may press star and one to ask a question. The next question comes from the line of Rohit Mehra with Counter K Security. Please go ahead.

Rohit Mehra: Good afternoon, sir. Thank you for the opportunity. Am I audible?

Umang Prithani: Yes, yes, you are.

Rohit Mehra: Yes, sir. So, I was just going through the numbers and given the significant growth in the numbers like in the profitability as well in FY26, so we should look at it as a one-off case or we are seeing this as a beginning of a multi-year growth cycle?

Umang Prithani: So, as we mentioned in our investor presentation also, we see this as an inflection point. Like we have now -- with the growth we have experienced in the last one year, we have now -- it has created a very strong foundation for us to jump off from here because with this growth, we have developed -- we've grown our team, we have developed our -- we've grown our geographical footprint, we have entered into a couple of new spaces. So, we see this as a foundation for a much better growth in geographical footprint, revenues, in overall growth. So, from our perspective, we see this as an inflection point for a better future.

Rohit Mehra: Got it, got it. So, this 50% kind of growth, so how many years we can continue from here if you could throw some light there?

Umang Prithani: Our effort is and intention and expectation is for the next five years, given the current scale we are in, for the next five years, we hope that we will maintain the same kind of momentum.

Rohit Mehra: Okay, got it, got it. And for this kind of growth and all, so what is our plan for capital allocation for obviously for this kind of growth, any debt reduction plan or anything you can share a light on that?

Umang Prithani: So, we are -- we have applied and also received -- surety bonds are now accepted across all departments. So, with surety bonds -- with the mix of surety bonds and bank guarantees, we expect to support the required cash flows for these new projects. Also, we have a strategic model wherein we have joint ventures with other companies. So we have a mix of different tools through which we plan to support the new projects we plan to acquire in the next few years. So, surety bonds, bank guarantees, and strategic partnerships through joint ventures.

Rohit Mehra: Okay, sir. That's it from my side. Thank you and all the best.

Umang Prithani: Thank you.

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

Rutvi Vangvi: Hello. Good afternoon. Thank you for the opportunity. My question is regarding the real estate share. So, are we planning to increase our real estate share to the revenue mix? Right now, it's around 5% to 7%. So, going forward, since it's directly contributing to our bottom line, if you could give some color on our plans on the real estate bit?

Umang Prithani: Sure, yes. I had mentioned in the previous question also that we are under planning for a new project. So, once that project is launched and is in action, we expect a significant jump in the real estate revenues, the rental revenues. So, maybe in the next four to five months, we will launch the project. So, this year you should see by the end of the year, we're expecting to see a jump in the real estate revenues, but after the new project is launched.

Rutvi Vangvi: Got it. That was quite helpful. Thank you so much. All the best for the future.

Umang Prithani: Thank you.

Moderator: The next question comes from the line of Disha Jain with NKJ Capital. Please go ahead.

Disha Jain: Hello, good afternoon, everybody. So, thanks for starting with this engagement with the investor community. It's highly appreciated. And also for your presentation, it's quite elaborate. I have one question for the day.

So, while I understand that our real estate side of the business is contributing steadily to the revenues and the profitability, even on the EPC side, I noticed that our margins are definitely on the much higher end. And we aim to maintain these margins, I can see from the presentation in the way forward section.

So, in addition, we have a very robust order book in pipeline. So, how are we managing to do that? You have touched upon it, that we have certain differentiated capabilities, some technical and engineering specifications. So, could you elaborate a little bit more on the technicality of the type of projects that we have undertaken?

Umang Prithani: So, one part of it is the technical nature of the projects, the other part is the region where we operate in. So, in Northeast, usually because it's a niche, it's a smaller market than mainland India, it requires a specific sort of operational expertise. So, the projects we take up in Northeast usually because it carries specialized knowledge, we have higher margins.

And also in combination with the technical niche nature of river protection and slope protection works, where we plan to expand over the next five years. As you know, Northeast has seven states, they all have mountainous areas, landslide-prone. So, it creates a huge market for slope protection works. Parallelly, where there are mountains, Northeast has a lot of rivers also. Brahmaputra River is one of the most flood-prone rivers in entire India.

So, constantly the WRD departments in Arunachal, Assam, they all keep taking out flood protection related works. So, in these two spaces, we have expertise, we have unique credentials, so we enjoy a higher margin in combination with general civil infrastructure works that we do in the Northeast. Over there also, because of the nature of how the Northeast ecosystem is, we tend to enjoy higher margins than contractors in mainland India.

Disha Jain: Okay, thank you. And so, would it be fair to say that there are already fewer companies which can bid for and execute the types of projects that we engage in, and that's why we are kind of different from the generic construction EPC companies?

Umang Prithani: Right.

Disha Jain: Okay, okay. Thank you.

Umang Prithani: Yeah.

Moderator: The next question comes from the line of Bhavin Shah, an Individual Investor. Please go ahead.

Bhavin Shah: Sir, good afternoon.

Umang Prithani: Good afternoon.

Bhavin Shah: Sir, thank you for giving me the opportunity. Sir, one question is left, sir. On completion of the projects, the revenue will come under BIL or it will be contributed with, sir -- other companies also, sir, joint ventures?

Umang Prithani: It depends from project to project. So, depends on the ratio in which the project we had bid for. So, it is not a standard number across the system, it's project to project. So, approximately you could say 70% of the order book revenues will come into BIL and the 30% will go into our joint venture partners.

Bhavin Shah: Okay, sir. Okay, okay, sir. Okay, sir, thank you. And sir, all the best, sir. All the best for the future, sir.

Umang Prithani: Thank you so much.

Moderator: Ladies and gentlemen, as there are no further questions, I would now like to hand the conference over to Mr. Prithani for their closing remarks.

Umang Prithani: I just want to say with, you know, given the Northeast growth potential in the next 10 years, we want to position Brahmaputra Infrastructure as -- if somebody believes in the growth potential of Northeast, we believe that Brahmaputra is the best platform to benefit from that. We want to be one of the biggest beneficiaries and the contributor to the development of the Northeast. And, you know, I want to thank you all for your time today. And thank you so much.

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