Q1 FY'26 CONFERENCE CALL Key Takeaways

ArihantCapital
Generating Wealth

The Indian economy in Q1 FY26 demonstrated a phase of moderated growth, characterized by a mixed performance across key sectors. While the macroeconomic foundations remain robust, supported by significant government capital expenditure and a resilient services sector, corporate earnings experienced a discernible slowdown. We continue to believe consumption & domestic plays to do better in near term.

Macroeconomic and Corporate Performance

GDP and Economic Indicators: Preliminary projections from a survey of economists estimate India's GDP growth at a median of 6.7% for the quarter, aligning with the Reserve Bank of India's (RBI) forecast of 6.5%. This represents a slight moderation from the 7.4% growth recorded in the preceding quarter. Growth drivers included a 52% year-on-year increase in government capital expenditure and strengthening rural demand. Conversely, industrial activity, particularly in manufacturing and mining, showed signs of weakness, attributed in part to unseasonal weather patterns and global trade policy uncertainties.

Corporate Earnings: Aggregate sales growth for India's listed private non-financial companies decelerated to 5.5% in Q1 FY26, down from 6.9% in the prior year. Despite this subdued topline growth, many companies successfully maintained or enhanced operating profit margins, primarily through effective cost management and a slowdown in the pace of raw material cost increases.

Sectoral Analysis

Manufacturing and Services: The manufacturing sector was a significant drag on overall corporate earnings, with sales growth slipping to 5.3%. The IT sector also faced headwinds from cautious global client spending, resulting in a moderated sales growth of 6%. In contrast, non-IT services, while still showing resilience, recorded a slower growth rate of 7.5% compared to previous quarters.

Banking: The banking sector experienced a compression in net interest margins as credit demand eased. However, this was largely offset by improved asset quality and operational efficiencies, enabling many banks to report healthy profit growth.

Standout Performers: A few major corporations, including Bharti Airtel, JSW Steel, Tata Steel, and Titan, distinguished themselves with strong net profit growth, demonstrating a capacity for resilience and market share gains amidst the broader slowdown.

Forward-Looking Outlook

We maintain a cautiously optimistic outlook for the remainder of FY26, anticipating a potential turnaround in the second half of the fiscal year. This constructive view is based on several key factors:

The recent **GST rate rationalization**, which is expected to stimulate domestic consumption.

The continued transmission of the RBI's **interest rate cuts**, which should support economic growth and corporate margins.

A sustained boost in **rural demand** fuelled by a favourable monsoon.

Impact of **Tariffs on exports** on domestic Economy .

The critical factor of a potential **pickup in private sector investment**, which is viewed as essential for generating high-quality employment and sustaining a stronger growth trajectory.

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496 S P Aparrels

497 Mishra Dhatu Nigam

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Gujarat Fluorochemicals Ltd — Q1 FY26 Earnings Call: Key Takeaways

Outlook

Management reiterated strong growth prospects across business verticals, with emphasis on sustained momentum in fluoropolymers and scale-up in battery chemicals. Segmental expansions, new product launches, and regulatory tailwinds are expected to drive robust revenue and margin performance. The company maintains its FY26 growth guidance and expects meaningful P&L uplift from key capacity additions and strategic CapEx.

Financial Performance

Revenue & Margins

- Consolidated revenue rose5% YoY to INR 12.81 bn in Q1 FY26.
- EBITDA increased by 31% YoY to INR 3.44 bn, with margin improvement of around 500 bps YoY to 27%.
- Profit after tax stood at INR 1.84 bn, up 70% YoY.
- Working capital days reduced from 188 to 172.

Segmental Highlights

- Chemical segment revenue grew 9% YoY to INR 12.80 bn.
- Segmental numbers are now being provided from this quarter.

Fluoropolymers Business

Record Growth, Guidance Reiterated

- Achieved highest-ever quarterly segment revenue.
- Fluoropolymers to deliver ~25% YoY topline growth in FY26, on the back of new product approvals and legacy player exits.
- Volume growth is expected to be the key driver; product approvals in semicon, aerospace, and auto have commenced commercial shipments.

Capacity Ramp-Up and CapEx

- Recently-added capacities will hit optimal utilization by end-FY26.
- Further expansion plans in place; management to provide specifics next quarter.
- FY27 to see full-year benefit from ongoing investments, including a targeted incremental INR 4.00 bn CapEx for new fluoropolymer capacity additions, spanning across the product portfolio.

Refrigerants Business (R32 and Others)

Commercial Production Ahead of Timeline

- Early commercialization of R32 achieved; capacity through retrofit to scale up to 20,000 MT by FY26-end, with possible further upgrades subject to market demand.
- No negative impact on existing product lines from retrofitting.
- R32 pricing expected to be stable, supported by continued supply constraints.
- Exports will be the key focus market for R32, leveraging the group's bundled offering of R32, R125, and R410.
- Management will review potential for capacity expansion beyond 20,000 MT by December 2026, depending on market evolution.

Battery Chemicals Business

-Structural Growth Levers In-Place

- Battery chemicals identified as a cornerstone for future growth, supported by global trends in renewable energy, storage, and enhanced US subsidies.
- LFP CAM pilot and plant pre-commissioning activities completed; commercialization/qualification ongoing.
- Energy storage systems (ESS) now included in the US subsidy regime (USD 45/kWh), with supply chain de-risking regulations providing market share gain opportunities for GFL.
- Revenue contribution expected to ramp up meaningfully in FY27 as product approvals come through.
- CapEx plan of INR 12.00 bn for FY26 remains on track.

Renewables-Powered Cost Optimization

-Significant Energy Cost Savings on Track
- Equity investment of ~INR 1.90 bn already made for renewables capacity (part of target 450 MW).
- First phase (50 MW) already operational; further stages to come online from Q3 FY26.
- Full annualized benefit (INR 1.50 bn) expected to reflect in FY27 financials.

Regulatory & Market Dynamics

-Tariff Exemptions and Demand Inelasticity
- US tariff increases will have limited direct impact: bulk of high-value specialty products, including PTFE, micro powders, and most battery material, are exempt.
- For new fluoropolymers subject to tariffs, management remains confident given their specialized nature, customer stickiness, and ability to pass on cost increases via price negotiation.
- Market share gains underway due to exit of legacy players and entry into higher value applications.

CapEx and Strategic Initiatives

-Sustained Investment for Growth
- Mixed CapEx deployment in both existing (fluoropolymers) and new (EV/battery chemicals) segments; ongoing and planned spend well-flagged to stakeholders.
- No current plans for offshore capacity (e.g., US manufacturing); group to retain integrated cost structure in India for now.

Additional Notes

- Operating expense normalized this quarter; previous quarters saw higher provisions (e.g., CSR).
- Management does not provide segmental EBITDA margin disclosures.
- Fluoropolymers expansion to include all major products; no major solar PVDF plans at present, focus is on binder-grade for EV applications.
- CapEx execution running as per schedule across projects.

Privi Speciality Chemicals Ltd — Q1 FY26 Earnings Call: Key Takeaways

Outlook

Privi Speciality commenced FY26 on a robust note, reaffirming strong growth momentum underpinned by innovation, operational upgrades, and increasing global and domestic demand for aroma chemicals. Management remains focused on executing its INR5,000 mn revenue and INR1,000 mn EBITDA vision over the next three to five years, with ongoing capacity augmentation, portfolio diversification, and efficiency initiatives to sustain profitability and resilience.

Financial Performance

Revenue & Margins

- Q1 FY26 consolidated income reached INR5,680 mn, up 22% YoY.
- EBITDA at INR1,410 mn, registering a substantial 45% YoY growth.
- EBITDA margin expanded to 24.8%, with management confident of sustaining margins at these levels going forward.
- Profit after tax rose to INR610 mn from INR320 mn YoY[1].
- Exports contributed approximately 70% of total revenue, maintaining historical mix.

Operational Efficiencies

- Working capital days at quarter-end at 140, with management targeting a reduction to 120–125 days.

Demand Environment & Outlook

Stable and Growing Demand

- 70%+ business is contracted for the financial year, ensuring revenue visibility.
- Products are essentials in FMCG, leading to relatively inelastic demand regardless of broader economic conditions.
- Robust domestic demand, driven by upward shifts in per capita FMCG consumption, is expected to outpace global average (India seen growing 8–10%, global markets at GDP plus 1–2%).
- Management highlighted strong industry positioning, catering to all leading fragrance and FMCG players globally.

Tariff/Geopolitical Risk

- Limited direct exposure to US tariffs; US export revenue is only ~7%. Any potential impact is expected to be minor and largely pass-through to customers.

Operational Highlights & Strategic Initiatives

Capacity Expansion & Process Enhancement

- Ongoing expansion programs on track, targeted to complete by March 2026.
- Several super-speciality aroma chemicals successfully scaled up at lab and pilot stages, providing a future growth pipeline post-expansion.
- Plants are being converted to continuous operations, bringing automation, capacity augmentation, and cost benefits, reflected in improved profitability.

Backward Integration & ESG

- Near full backward integration (~70% of products), supporting margin resilience and cost competitiveness.
- Zero Liquid Discharge (ZLD) status and platinum EcoVadis ESG rating position Privi as a preferred supplier to global players.

Margins, Cost Drivers & Product Mix

Gross and EBITDA Margin Expansion

- Gross margin rose to nearly 50%, up from ~44% last year; EBITDA margin continues to remain north of 20%[1].
- Key drivers: conversion of by-product streams into higher-margin specialty products; continued optimization of utility and fixed costs; higher plant utilization rates post debottlenecking.
- Company refrained from sharing detailed product-wise volume or margin data, citing competitive reasons.

Product Portfolio

- No single product to contribute more than 10% of EBITDA by 2029, underscoring a strategy of product diversification and risk mitigation.
- Recent products like Galaxmusk, renewable-route cyclopentanol, and advanced aroma chemicals seeing strong operating traction.
- Pharma-grade camphor and specialty molecules for JV with top F&F company are progressing, providing incremental medium-term drivers.

Expansion, CapEx & Future Plans

-CapEx Initiatives

- Total planned CapEx of INR11,000 mn over the next three to five years to support the INR5,000 mn/INR1,000 mn vision.
- Phase 1 expansion (INR2,800–3,000 mn) is underway, with new capacities expected to support 20% annual revenue growth.
- CapEx to be funded via a mix of internal accruals and incremental debt; equity raising only if required.

Privi Fine Sciences

- Facility at Lote focusing on renewable specialty chemicals like cyclopentanol (aroma, pharma, electronics) and flavors for the oral care segment. Commercialization and customer qualification processes underway.
- Expected to contribute INR1,000–1,200 mn to consolidated revenue in the medium term.

Business Model & Differentiation

Competitive Advantages

- Industry-leading quality, zero product failures, and proven reliability with global FMCG giants.
- Management succession plans in place, with deep bench strength and ongoing professional development.
- Risk diversification via client base, product mix, and backward integration.

Other Notable Points

- Exports remain the cornerstone, but growing domestic demand presents incremental upside.
- Focus on continuous, automation-driven production providing structural benefits in productivity and cost.
- Management expects further margin accretion as new capacities and value-added by-product streams ramp up.
- Promoters considering potential steps to improve public float and liquidity over tim

DEEP Industries Limited – Q1 FY26 ConCall Highlights
CMP: INR 532.00 | MCap: INR 33.98 Bn

Overview

The company is at full rig capacity with over INR 140 Cr in new Oil India contracts and expects 150-200BPS margin gains from Kamala Energy next year. It posted strong yoy growth with revenue up 61.6% and PAT up 59.3%. Dolphin Offshore will contribute INR ~100 Cr at 65%+ margins next year, with a INR 350–400 Cr capex plan due by Q3. With a INR 700 Cr bidding pipeline and the new HF Hunter JV, it expects 30%+ revenue growth and even higher PAT.

Operational Overview

- Currently at 100% capacity utilization of rigs
- LOA of INR 45.33 Cr from Oil India for 3yr deployment of workover rig in Rajasthan
- Contract of INR 96.72 Cr from Oil India for 7yr charter hire of workover rig in Assam & Arunachal Pradesh
- Kamala energy to contribute from next FY (improve operating margins by 150-200 BPS)

Financial Highlights

- Revenue: INR 199.5 Cr up 61.6% yoy
- EBITDA: INR 95.0 Cr up 54.7% yoy (44.6% margin up 120BPS)
- PAT: INR 61.7 Cr up 59.3% yoy (29.0% margin up 250BPS)
- Trade receivables: 2yr timeline to collect ~300-350 Cr then consider write offs

Dolphin Offshore

- Contract of USD 30,000 a day should contribute around 100 Cr this year with 65%+ margin
- Planned 350-400 Cr capex exploring debt, JV, equity, and other instruments with expected clarity to be attained by Q3
- Dolphin faces 2 Cr interest and depreciation costs for each vessel in Q1 with expectation to maintain similar costs for rest of year
- Currently Dolphin has two vessels operational with plans to add two more to the fleet

Guidance

- The company expects 30%+ yoy revenue growth and improving margins from Kamala alongside production improvements suggest the PAT yoy growth should be even higher
- The company's expected bidding pipeline is 700 Cr for the coming year with optimistic expectations for conversion
- The company has invested USD 2.2mn in HF Hunter forming a 35% stake in a JV. Expected turnover contribution is USD 17000-20000/day with strong ~50% margins

Kansai Nerolac Paints Ltd Q1FY26 Concall KTAs
CMP: INR 242 | Market Cap: INR 196 Bn

The company anticipates a better Q2 FY26, driven by continued construction activity, an earlier Diwali boosting August and September sales, and strong performance in the tractor and infrastructure segments, with overall FY26 margins projected to expand to 13-14%.

Financial Performance

- Revenue increased by 1.4%, but EBITDA fell by 8%, and PBT decreased by 4.1%.
- The subsidiary in Bangladesh faced significant challenges due to external demand conditions.
- Nerofix Subsidiary: Demonstrated strong growth, with improving gross contribution through product mix changes, expected to contribute positively to consolidated performance by year-end.
- The company aims for a 13-14% EBITDA margin for FY26, up from 12.8% in FY25, driven by premiumization and cost optimization, despite competitive pressures and raw material cost volatility.

Business Segment Performance

- Decorative Segment: Volume growth was flat, with value degrowth in the low single digits, impacted by early monsoon onset in May and geopolitical tensions affecting North India sales. The project and institutional business grew at a mid-single-digit rate, underperforming expectations due to monsoon disruptions, while exterior texture and waterproofing saw strong growth.
- Industrial Segment: Achieved high single-digit growth, outperforming the market through premium offerings and new account wins. Automotive demand was sluggish, but Kansai Nerolac maintained market-leading growth. The auto refinish segment grew at a high double-digit rate, driven by premium technology and global approvals.
- New Product Contributions: New products contributed over 10% to sales, with notable launches like Nerolac Perma No Heat (offering superior whiteness and temperature reduction) and Rain Soldier (with 300% elongation and weather resistance). Industrial innovations included high-gloss clear coats for four-wheelers, matte finishes for two-wheelers, and advanced protective coatings for infrastructure.
- Paintless Products: Gained momentum, contributing over 12% to sales with more than 28 products in the market, particularly in construction chemicals, waterproofing, and premium wood finishes.

Key Highlights

- Direct dealer network grew by mid-single digits, reaching over 30,000 dealers, with high double-digit growth in sub-dealer networks through distribution channels. The Nerolac NextGen, Shopee, and Shop-in-Shop visibility campaigns added 400 new touchpoints in Q1.
- CapEx: Capitalized the Jainpur facility, adding 44,000 KL of water-based paint capacity to meet anticipated demand.
- Rural demand remained stable, while urban demand showed a slight uptick but lacked sustained momentum. North and East regions performed well, West improved since May, but South remained a weak area due to intense competition.
- Maintained leadership in automotive coating, gaining market share despite sluggish demand. Expansion into new segments with high entry barriers (requiring global approvals) is expected to increase the addressable market and improve margins.
- Volatility in commodity prices (30-35% of raw materials imported) and anti-dumping duties on Chinese titanium dioxide (adding 1-1.3% to inflation) pose challenges. The company mitigates these through R&D-driven cost optimization and selective price pass-through.

Guidance

• Q2 FY26 Outlook: Expected to be stronger than Q1, driven by an earlier Diwali season and improved construction activity observed in June. Decorative demand is projected to benefit from festive season momentum in August and September, with stable or subdued demand in two-wheelers and passenger vehicles, but robust growth in the tractor segment due to a strong monsoon.

• Industrial Segment: Anticipates mid-single-digit growth in automotive and high single-digit to low double-digit growth in non-auto industrial segments, supported by infrastructure projects in railways, roads, airports, and power.

• Focus on premiumization and technology-driven products to improve margins, with ongoing R&D efforts to offset raw material cost pressures. The company aims to maintain margins through a pass-through policy, adjusting prices based on competitive dynamics.

• Emphasis on strengthening presence in strong markets, expanding into new industrial segments, and enhancing construction chemicals and waterproof offerings. The company is cautious about overextending in weaker regions like South India, prioritizing deeper penetration in core markets.

Triveni Turbine Limited – Q1 FY26 ConCall Highlights
CMP: INR 538.25 | MCap: INR 171.17 Bn

Overview and Guidance

The company reported a 20% YoY decline in both revenue (INR 371 Cr) and PAT (INR 64.4 Cr) though margins improved due to a shift toward higher-margin products like API turbines and exporting. Despite a 16% dip in quarterly order bookings, the closing order book hit a record INR 2074 Cr, buoyed by strong domestic recovery and rising market share (from 46–48% to 53–55%). Global geopolitical tensions delayed international orders, particularly in SAARC and Europe, though the U.S. and oil & gas sectors saw robust enquiry growth. The company launched India's first CO_2-based heat pump targeting exports, given presence of domestic comparable technologies. Future growth is expected from diversification across other industrial segments, while the company's American subsidiary posted a planned ₹6 Cr Q1 loss as it invests in overheads amid both Americas' order rerouting to India.

Financial Highlights

- Revenue: 371 Cr down 20% yoy
- EBITDA: 95.8 Cr down 17% yoy (margin 25.8% up 100BPS)
- PAT: 64.4 Cr down 20% yoy (margin 17.3% down 10BPS)
- Quarterly order booking: 536 Cr down 16% yoy
- Closing order book (June 30): 2074 Cr up 20% yoy (highest ever for the company)

Operational overview

- Domestic order booking recovered to 285 Cr up 32% yoy being lesser affected by the aforementioned tensions
- International product enquiry pipeline declined ~5% with enquiry to order conversion cycles elongating given the predominant uncertainty existing
- Market share in Q1 increased from 46-48% to 53-55% with the size of market itself increasing too
- Despite top line falling, margins were stable because of better-margin products like API turbine and export markets

Global Market

- Deferment of international client orders amid geopolitical India-Pakistan, India-Iran tensions postponing dispatch and revenue recognition as clients prefer European countries
- United States: Enquiry book grew by over 175% but orders are deferred in fear of tariff uncertainty as well
- North American, African, and Central Asian regions saw good growth in demand but SAARC, Southeast Asia, and Europe saw a decline in the enquiry book
- Oil and gas enquiry pipeline saw 250% yoy growth but usually has lower enquiry to order conversion

Launch of heat pump

- India's first CO2 based heat pump with Coefficient of Performance of 6 and heat upto 122°C
- Expected contribution to be couple of percentage points to revenue
- Limited India application due to comparable technologies like HFO heat pumps so major driver is export
- Market creation will be important at the company level, while globally USD 2.5bn market exists already
- Residential usage is limited due to its high-pressure system and associated risks

Future prospects

- Bottoming solutions to heat production from reactors is currently small addressable market with continuously increasing scope and enquiry book percentage, confident about company's ability for documentation, aftermarket, and systems to serve the nuclear market
- Plan to do more value-added refurbishment over general services to gain margin
- Client loss to the European market is expected to subside in Q2, Q3, Q4 with the company's unique mechanical run test also becoming digitally offered
- Sustainable growth expected owing to order spread across segments: steel, cement, and municipal solid waste, and future segments like paper, plastic, recycling, etc.

American subsidiary

- 6 Cr loss in Q1 but this was planned and absorbed by the consolidated financials
- Investment in overhead to simultaneously attack the refurbishment market and boost the sale of new products
- Plan was to cater to both Americas' clients through US but customer reluctance from geopolitical tensions billed these orders to India

INOX India Ltd – Q1FY26 Concall KTA's

Outlook: The company expects strong revenue momentum to continue in FY26 and FY27, by rising LNG adoption, global scientific projects, and expanding keg exports. LNG is positioned as the dominant transition fuel for the next 8-10 years, while new products such as CO_2 batteries and UHP ammonia containers open niche, high-margin markets. The Savli plant and Kalol capacity expansion are expected to contribute significantly from FY26 onward. With regulatory clarity improving and demand from OEMs, clean energy projects, and data centers building up, the company is confident of maintaining 18-20% growth with improving profitability and execution efficiencies.

Guidance

- FY26 revenue growth is guided at 18-20%, with LNG, Cryo-scientific, and kegs expected to be major contributors.
- LNG tank capacity is being scaled to 5,000-6,000 units per year at Kalol, with potential revenues of INR 2,500-3,000 Mn annually.
- The Company sees LNG as a transition fuel for 8-10 years; marine, mobility, and terminal demand will support more than 20% annual segment growth.
- The keg division aims to sell 100,000 units in FY26 and achieve 3-4x growth over 3-4 years post approvals from more global players.
- The IG segment revenue growth expected at 15-17%, by steady demand and new high-spec product lines.
- The Savli plant is expected to generate INR 3,500 Mn in FY26 vs. INR 2,000 Mn in FY25, stabilizing within 6-12 months.
- CO_2 battery systems and UHP ammonia containers offer higher margins and are expected to drive incremental growth in IG.

Financial Highlights

- Q1FY26 revenue stood at INR 3,520 Mn up 16.7% YoY; EBITDA at INR 890 Mn up 19.4% YoY; PAT at INR 610 Mn up 18.9% YoY.
- Q1FY26 order inflow was INR 4,150 Mn; order backlog stood at INR 14,570 Mn as of June-end.
- Segment mix of backlog: 45% Industrial Gas, 32% LNG, and 23% Cryo-scientific; exports comprised 63% of the backlog.
- The Cash and equivalents stood at INR 2,750 Mn. Disposable cylinder sales in Q1FY26 were INR 300 Mn; stainless steel tank figures were not disclosed separately.
- The company expects margin recovery as fixed costs are absorbed through higher utilization in new capacities.

Other Highlights

- Total FY26 capex is planned at INR 800 Mn, focused on Kandla i.e. large vessels and upgrades at Kalol and Savli.
- CO_2 battery system received its first commercial order of 26 tanks i.e.50 m^3 at 20 bar; seen as a strategic proof-of-concept for future carbon capture projects.
- ITER Cryostat Thermal Shield order worth INR 1,450 Mn builds on previous VVTS success; 90% fabrication to be in-house.
- Global orders for beverage kegs surged with a 28,000-unit order from Germany in Q2FY26; anti-dumping support gives the business an edge in Europe.
- LNG fueling stations are gaining traction because of new regulations allowing stations next to petrol pumps and alliances such as Reliance-Nayara.
- Despite 45% US tariffs, the company expects limited impact as US contributes 10-12% of revenue; strategic pricing and limited local competition mitigate risks.
- The Company qualified as a supplier for India's largest LNG OEM; large deliveries are expected in FY26.
- FAIR i.e. Germany and ISRO's third launchpad projects are in the pipeline; cryogenic contribution to ISRO project is expected at 15-20%.
- Chart Industries' acquisition by Baker Hughes may benefit the business, as Chart may shift focus away from core cryogenics, opening up market share.
- Cryogenic cooling systems for data centers are being explored; The Company sees strong potential and is evaluating entry strategies based on internal capabilities.

GPT Infraprojects Ltd Q1FY26 Concall Highlights
CMP: INR 132| Market Cap: INR 16,760 Mn

• The order book stands at INR 35,690 Mn nearly three times FY25 revenue with fresh inflows of ~INR 4,000 Mn in Q1.
• Management expects the current order book to be executed over the next 2.5–3 years, supporting revenue growth of 20–22% annually.
• Infrastructure projects contributed ~95% of Q1 revenues and include key contracts on NHAI Ganga, RVNL Kona Expressway, Mathura–Jhansi, and Raniganj.
• The concrete sleeper segment generated INR 100 Mn in Q1 and holds a backlog of INR 2540 Mn.
• FY26 sleeper revenues are guided at ~INR 850 Mn standalone and INR 1400 Mn consolidated.
• Planned CapEx for FY '26 is ~INR 250 Mn, primarily for construction equipment and to scale the newly commissioned 10,000 tpa bridge and road manufacturing facility.
• The Ghana sleeper facility will commence production in Q2, with positive EBITDA expected from Q3 onward.
• Net debt stands at ~INR 1400–1500 Mn, including equipment financing and working capital; management anticipates minimal incremental borrowing through year-end, funded by internal accruals.
• Other income in Q1 surged by ~INR 40 Mn due to foreign-exchange gains on the Ghanaian cedi, with normalization expected in subsequent quarters.
• An impairment provision of INR 26 Mn was recorded against delayed receivables, though the company does not expect these amounts to turn non-performing.
• Overdue receivables aged >1 year amount to ~INR 300 Mn; average inventory days remain stable at ~90 days.
• Management remains selective in bidding, targeting only contracts with EBITDA above the 13% hurdle rate, and is confident of securing at least one INR 10 Bn-plus order during FY26

Finolex Industries Ltd Q1FY26 Concall Highlights
CMP: INR 197| Market Cap: INR 122.41 Bn

• Q1 FY26 EBITDA margin declined to 9% from 18% in Q1 FY25, primarily due to weaker realization on PVC products despite stable input costs.
• Fittings continue to deliver significantly higher margins compared to pipes, while CPVC margins improved year-on-year by maintaining sales prices despite lower resin costs.
• PVC resin prices averaged around $870 per ton in the quarter, exhibiting volatility that negatively impacted realizations but did not result in inventory losses due to effective inventory management.
• CPVC resin costs declined, yet the company chose not to fully pass on cost savings to customers, thereby enhancing CPVC profitability.
• Some incentive and discount schemes were scaled back to bolster overall margin performance.
• CPVC volumes grew 10% in Q1, driven by 6% growth in CPVC pipes and an impressive 32% increase in CPVC fittings.
• Despite intensified competition and new capacity inflows in the CPVC segment, Finolex reported market share gains by outpacing industry growth rates.
• Channel inventory remained low through Q1, reflecting dealers' reluctance to stock ahead of anticipated price declines; inventory build-up is expected to resume in September post-monsoon.
• Soft demand in June due to early monsoon onset was partially offset by modest recovery in July, with management forecasting stronger off-season demand once monsoon pressures recede
• Total pipe and fittings capacity reached 520,000 tons following two incremental 25,000 tonne expansions in successive quarters.
• The Ratnagiri and Masar plants possess sufficient infrastructure to absorb incremental production, while the Baroda facility continues to procure resin from Reliance to optimize feedstock logistics.
• Anticipating high-single-digit revenue growth for FY26, with the potential to reach double-digit growth should market conditions remain favorable.
• The company expects to sustain double-digit EBITDA margins for the full year if PVC prices stabilize, aligning with its historical target of approximately 12% margin.
• Capital expenditure is projected at INR 1500 Mn in FY26, rising to INR 2000–3000 Mn annually over the next five years to support both capacity expansion and maintenance.

Azad Engineering Q1FY26 Concall Highlights
Mcap: INR 100.8bn | CMP: INR 1,561

Outlook: The order book stood at INR 60bn (~13x of FY25 revenue), showing business visibility over the long term. Revenue is expected to grow 25%-30% in FY26E, and margins are expected to be in the range of 33%-35%, driven by operational efficiencies and favorable product mix. The capex of INR 4.5bn would lead to incremental revenue of INR 5.5bn (1.8x of asset turn) going forward. The company's cost advantage over competitors in China, Europe, and Japan (ranging from 20-50%) mitigates risks from tariff changes. We have a positive outlook on the stock.

Revenue
Revenue growth is expected to be 25%-30% YoY in FY26E.

Margins
EBITDA margins are expected in the range of 33%-35% and further improvement through operational efficiencies and scale benefits materializes.

Order book
The order book is around INR 60bn in Q1FY26. The order book breakup is Energy (~INR 34bn), Aerospace & Defence (~INR 17bn), Oil & Gas (~INR 8.5bn).

Capex
The capex is expected to be INR 4.5bn in FY26E to expand manufacturing capabilities, including infrastructure, plant and machinery, and strategic assets like forging hammers. Post, capex incremental revenue is expected INR 5.5bn (1.8x of asset turn) going forward.

Exports
Around 90% of revenue comes from exports. The company's cost advantage over competitors in China, Europe, and Japan (ranging from 20-50%) mitigates risks from tariff changes.

Deliveries are structured as FOB Hyderabad, further insulating the company from tariff-related margin erosion.

Subsidiaries
The subsidiaries of Azad Prime and Azad VTC have turned EBITDA neutral and are expected to be PAT positive by Q4FY26E.

Aerospace and Defence
Aerospace and Defence segment growth is expected to be driven by recent order wins and plans to transition from component manufacturing to assemblies and sub-assemblies.

The Defense segment is gaining traction. The company is contributing to indigenous engine programs like the AMCA and Tejas Mark 2.

The company is a key supplier for global OEMs, with a focus on turbines, hydraulic systems, and aero-engine assemblies.

Other highlights
Energy, Oil & Gas segment remains strong and accounts for ~80% of sales.

The company is actively engaging with existing and new customers to expand its wallet share, particularly in niche segments like nuclear energy and defense.

Aurobindo Pharma Ltd- Q1FY26 Concall Highlights
CMP: INR 1,079 | Market Cap: INR 626 Bn

Outlook
The company maintains a strong outlook for FY26 aiming to achieve 20–21% EBITDA margins supported by robust growth in the European formulation business, recovery in Pen-G operations, and initial biosimilar revenues. Despite pressure in the US and API segments, steady performance in emerging markets and capacity additions in China and the US are expected to drive future growth. The focus remains on optimizing existing facilities, stabilizing new launches, and integrating strategic acquisitions like Lannett.

Financial Highlights
- Revenue stood at INR 78,680 Mn reflecting 4% YoY growth and 6.1% decline on QoQ basis.
- EBITDA stood at INR 16,030 Mn reflecting 1% decline on YoY and 10.5% decline on QoQ basis.
- EBITDA Margin for the quarter is 20.4%.
- PAT stood at INR 8,240 Mn reflecting 10.2% YoY and 8.7% QoQ decline.

Guidance
- The company is confident of achieving its internal target margin of 20-21% in FY26.

Key Business Segment
Overall Formulation Business
- Witnessed a 7% YoY growth, reaching INR 69,530 Mn making up about 88% of total revenues.
- This growth was led by strong performance in Europe and key emerging markets.

API Business
- The segment contributed 12% overall revenue.
- Declined 16% YoY to INR 9,160 Mn impacted by geopolitical challenges, business mix and pricing pressures. This pricing pressure is due to both domestic supply and imports.

US Formulation Business
- Revenues declined by 4% YoY to $4.8 mn. This decline was mainly due to a significant reduction in Revlimid sales and a temporary moderation in customer demand, possibly due to seasonal dynamics and destocking from last quarter's inventory in anticipation of tariffs.
- Despite lower Revlimid sales, overall sales were partially offset by steady demand in the base business and 15 new product launches.

European Formulation Business
- Continued its strong growth trajectory delivering 9% YoY revenue growth.
- Expects to cross the milestone of 1 bn Euro in annual revenues for the region by the end of FY26.
- Margins are improving, moving from mid-teens to high-teens and soon reaching 20% due to increased in-house production.
- European injectables have seen a 20% growth rate due to market shortages and the company plans to add two more oncology lines to meet demand.

Strategic Developments & Projects
Pen-G Manufacturing Plant
- Secured renewal of consent to operate and wastewater disposal clearance and successfully resumed operations on July 1st.
- Company is confident of generating healthy EBITDA from Q3 onwards and cutting down losses.
- The plant is currently operating at 50-60% utilization focusing on improving yields.
- They expect to produce between 7,000 to 8,000 tons this year, with potential revenue contributions of around INR 1,500 Mn but clear clarity will be getting by Q2.

Biosimilars

• Approvals have started coming in from Europe.
• Expect revenue to start from Q3/Q4 with EBITDA margins well above the company average.
• They have four product approvals for Europe and are making manufacturing quantities for commercial supplies with a small single-digit commercial revenue expected in the first six months.
• The focus for the next couple of quarters is to stabilize supply chain, QP testing services, and distribution deals.

China Facility

• Company has approximately $145 mn invested and commenced production in Q4 FY25 and invoicing started in Q1 FY26.
• Ramping up as expected and will begin contributing to revenue in coming quarters and expected to break even at the EBITDA level by Q3 FY26.

US Dayton Facility

• Approximately $70 mn invested and expected to start producing from Q2/Q3 FY26, pending regulatory approvals.

Lannett Acquisition

• Subject to FTC approval, expected to take 8 to 12 months and the integration is expected to be very easy due to similar products.
• Manufacturing capacity is only 40% utilized, providing 60% spare capacity for Aurobindo's portfolio especially for the government market.

Capex

• Net capex for the quarter was $73 mn aligned with investment priorities in expanding manufacturing footprint, enhancing compliance and automation.
• Company is not expecting any further greenfield capex investments in the near to midterm and focus will be on maintenance, replacement capex and capacity enhancements in existing facilities.

WPIL Ltd Q1FY26 Concall Highlights
CMP: INR 494| Market Cap: INR 48,300 Mn

• Product division revenues rose to INR 650 Mn from INR 550 Mn in Q1 FY25, maintaining growth momentum.
• Highest ever product order booking of INR 1390 Mn in Q1 FY26, increasing the order backlog to INR 4110 Mn.
• The company is seeing robust inquiries, particularly in power and irrigation, and secured new orders from the Navy for vessel applications.
• Domestic project revenue was INR 1160 Mn, down from INR 1840 Mn in Q1 FY25, mainly due to sectoral challenges. Focus remains on project completions.
• Four projects started O&M this year and four more are expected to be commissioned by year-end.
• Payment cycles are gradually improving; normalization is expected as sectoral issues (like Jal Jeevan) get resolved and new tenders emerge in rural and urban water sectors.
• International revenue increased to INR 1970 Mn (Q1 FY26) from INR 1260 Mn (Q1 FY25), driven by acquisition-led growth.
• Margins were under pressure due to one-off transactional and legacy costs but are expected to recover and stabilize through the year.
• Subsidiaries like Gruppo Aturia and MISA are operating with solid order books, with Grupo Aturia benefiting from irrigation and water sector orders in the MENA region.
• Gruppo Aturia commissioned a new large pump test facility and supplied large flow pumps for the Italian Government.
• WPI South Africa solidified its position by supplying major pumps for the Zuckerbosch pumping station.
• PCI Africa entered FY26 with a record order book, particularly in Eastern Cape wastewater, and has a strong pipeline in water and wastewater.
• Eigenabu began the year with a solid order book and strong Nigerian orders. Misa Italy is rebuilding client relationships post legacy contract resolutions.
• Sterling Pumps Australia showed improved profitability driven by higher margins and a leaner cost structure.
• WPIL Thailand is expanding within the large drainage sector, aligning with government priorities.
• Other expenses increased by 30–40% due to one-off costs associated chiefly with international acquisitions.
• Management remains optimistic about improved cash flows, project pipeline growth, and a gradual recovery in margins through FY26.

Bosch Q1FY26 Concall Highlights
M.cap: INR 1,197.2bn | CMP: INR 40,595

Outlook: The company don't have an immediate plan to merger of its sister companies, though portfolio reviews remain ongoing. Currently, unlisted Bosch entities operate as contract manufacturers, supplying critical components like electronics and sensors to Bosch. The company is focused on leveraging its leadership in EV technologies, including VCUs and e-axles, while expanding its presence in hydrogen and ADAS for commercial vehicles. Automotive segment growth remains steady, supported by electrification, localization, and favorable rural demand. We anticipate, the company don't have an immediate plan to merger of its sister companies can have a negative impact negatively on the short term. Any future consolidation would be a strategic fit and value creation.

Merger
The company don't have an immediate plan to merger of its sister companies.

Certain key technologies, such as electronic manufacturing for mobility solutions (including vehicle control units and ADAS), reside within unlisted Bosch entities.

These sister companies operate as contract manufacturers, supplying components exclusively to Bosch.

MoU
The MoU with Tata Electronics for semiconductor collaboration is in early exploration stages, with potential benefits for localization in the future.

Localization
The company is investing in localization, particularly in the two-wheeler segment, where content from OBD2 norms is being manufactured at the Bidadi plant.

Exports
NOx sensors and spark plugs are being exported to Europe and Japan.

PV and CV
Passenger vehicles and commercial vehicles are expected to grow moderately in FY26E, supported by new model launches and Infrastructure spending.

Tractor, 2&3W
The tractor sector is expected to perform well, due to strong rural demand and favorable monsoon.

Two-wheelers are expected to reach all-time highs, driven by festive demand and rural income growth.

The three-wheeler segment is poised for steady growth, fueled by EV adoption and last-mile mobility solutions.

EV
The company is a dominant player in EV technologies, including vehicle control units (VCUs) and electric coolant pumps.

The company is actively engaged in electrification projects, including discussions with OEMs for EV components like VCUs and e-axles.

Other highlights
Localization efforts are aligned with the Atmanirbhar Bharat initiative, despite global tariffs.

The hydrogen ecosystem for commercial vehicles is in early stages, with technology maturation being the current focus.

Anup Engineering Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 2,622 | Market Cap INR 52,620 Mn

Outlook: The company has revised its FY26 guidance to a conservative 15–20% revenue growth with an EBITDA margin of 21–22%, though internally it continues to target 20% revenue growth. Diversification efforts beyond the US are gaining traction, with strong order visibility from the Middle East and India. The ACHE vertical is progressing with three active quotes and a dedicated team, with revenue contribution expected from Q1FY27. A rebound in order inflows during Q2/Q3 could potentially drive upside in both revenue and margins. Moreover, increased manufacturing capacity, ongoing sector diversification, and entry into new verticals like ACHE, services, and power are expected to de-risk the revenue base and support sustainable long-term growth.

EBITDA rose 22% YoY to INR 404 Mn, with a strong margin of 23%.

Exports contributed a hefty 72% of revenue in Q1, but expected to normalize to 50–55% for FY26.Domestic business rebound underway, after three weak quarters.

Segments
Oil & Gas remained the largest vertical (44% of revenues), followed by Petrochemicals (32%) and Fertilizers/Chemicals (21%).

Heat Exchangers made up 46% of the product mix primarily from the Ahmedabad plant.

Vessels, Reactors, and Columns contributed 44%, predominantly from Kheda.

Silos from Tamil Nadu's Mabel Engineers contributed 10%.

Strong execution across all three plants Ahmedabad (58%), Kheda (37%), Mabel (5%).

Capacity
Phase 2 of Kheda expansion to be completed in Q2, ahead of the earlier Q3 schedule.

Post-expansion, total capacity INR 12000 Mn annually and split as INR 6000 Mn (Ahmedabad), INR 4000 Mn(Kheda), INR 2000 Mn (Mabel).Kheda facility now capable of INR 3500–4000 Mn top line contribution.

Order
Pending order book stands at INR 6040 Mn post Q1 execution.

Order booking was muted at INR 740 Mn in Q1 dragged by global uncertainties and delayed US orders.

Strong inquiry pipeline of INR 10,200 Mn offers hope for H2 pickup.

No cancellations reported, despite soft intake in exports.

~INR 500–600 Mn of delayed US order is included in the current order book.

Services business off to a start with one order booked, more in pipeline INR 2000 Mn revenue targeted in 3 years.
Entered power sector with INR 70–80 Mn order win new revenue stream.

No plans to monetize Ahmedabad land, it remains strategic for heat exchanger production.

Supply chain risks from geopolitics and tariffs acknowledged, but impact manageable due to domestic sourcing.

70–80% of raw material sourced locally limiting exposure to global supply chain shocks.

Margins benefited in Q1 from favorable product mix and high-margin orders.

New Chief Marketing Officer (Mr. Rudolph Matias) appointed to lead international sales push leveraging his Canada/Middle East experience.

FY26 execution may see pressure from shortened delivery timelines, but the company is confident due to capacity flexibility. Q3 dispatch expected for the INR 2000 Mn delayed order, customer has already paid 75–80%.No material impact from US tariffs in FY26 US bookings discounted from guidance.

Domestic petrochemical projects (BPCL, Reliance, Petronet LNG, etc.) key near-term drivers.

Kirloskar Ferrous Industries Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 565 | Market Cap INR 93,010 Mn

Outlook: Kirloskar Ferrous Industries is entering a phase of strong volume-led growth across its core segments, despite ongoing margin pressures from commodity price deflation. The company aims to scale up casting volumes to 1.7 lakh tonnes in FY26, supported by robust tractor demand and ramp-up at the Oliver Foundry and Solapur Phase II. In the tube division, high-value segments like OCTG and premium coupling products are expected to drive margin expansion, with 200,000-tonne sales targeted this year, eventually scaling to 300,000–350,000 TPA. While steel and pig iron segments face margin headwinds, backward integration via captive iron ore and green energy investments (solar/wind) will help mitigate costs. The upcoming steel bloom project in Koppal (INR 7000–8000 Mn CapEx) and aggressive capacity plans across all business verticals reflect the company's strategy to double turnover in the next 3–4 years, with INR 5000–6000 Mn earmarked for FY26 CapEx. Management remains confident of achieving 14–16% EBITDA margin in tubes and sees sustained traction in casting and gradual recovery in steel, positioning KFIL for a structurally stronger earnings trajectory ahead.

Despite price deflation in steel and pig iron, KFIL has sustained margins via efficiency measures. Management maintains cautious optimism on the cyclical steel recovery. With robust volume targets, margin expansion levers, and strategic CapEx, KFIL looks structurally stronger and more integrated than ever.

EBITDA increased 14% YoY to INR 21400 Mn margin expansion driven by cost optimization and volume ramp-up. PAT came in at INR 960 Mn, 26% higher YoY from INR 760 Mn last year.

Tube division sales surged 32% YoY, driven by ramp-up in both Ahmednagar and Baramati plants. Casting business grew 6% YoY, while pig iron declined 2%, mainly due to softer pricing. Power & fuel costs reduced to 6.1% of sales (vs. 8.9% YoY) thanks to 70MW captive plant commissioning.

Segment: Casting capacity fully loaded, benefiting from strong tractor industry momentum. Tube sales boosted by new product offerings; still early days for high-margin oil & gas deliveries. Steel output subdued due to maintenance shutdown; sales supported via existing inventory. Pig iron prices dropped 8% YoY, hurting segment profitability. Baramati tube realizations dropped 13%, reflecting price pressure from Chinese dumping.

Capex
INR 7000–8000 Mn CapEx committed for steel bloom facility at Koppal to support backward integration.

Targeting INR 12/kg cost savings from internal steel feed to Baramati tubes once project completes (2.5-year timeline).

CapEx guidance for FY26 is INR 5000–6000 Mn, including power, steel, machining, and de-bottlenecking investments.

Cumulative CapEx over next 3–4 years pegged at INR 20,000–25000 Mn to double turnover and volumes.

Tube Segment

Tube division aims for 200,000 TPA volume by FY26, potentially boosting EBITDA margin to 14%.
Post steel integration (Koppal project), tube margins could move to 15–16% sustainable EBITDA.
Green power (solar + wind) expected to mitigate power costs and aid margins.
Current Chinese dumping in tubes, especially line pipes, pressuring prices and margins.
OCTG (Oil Country Tubular Goods) is ~20% of tube sales; KFIL plans to scale this high-margin segment.

Casting Business

Tractor casting volumes expected to rise from ~33K/month to 40K+ in Q2FY26.
Oliver Foundry now contributing 1,000 T/month, targeting 1.7 lakh tonnes annual casting volume.
Goal is to reach 252,000 TPA in castings, driven by demand, new customers, and product development.
Customer base remains stable at 26; two added, two phased out due to project cancellations.

Steel Segment & Mining Backward Integration

Planning to scale steel production to 652,000 TPA, from current 300,000 TPA.
New electric arc furnace (Koppal) will enhance control over steel input for tubes.
Jambunatha iron ore mine secured; 1.2 MT capacity with beneficiation and pelletization planned.
Mine will support low-phosphorus, high-quality steel for DI pipes and alloy steel production.
Expected INR 1,500/ton cost advantage from captive iron ore vs. current landed cost of INR 6,500.

Product development

Ford engine blocks now are in serial production, with 800 blocks supplied in the last month.

Ramp-up plan reach 8,000–10,000 blocks/month in 6 months, translating to ~800 T/month.

Long-term volume potential 1,200 T/month, key import substitution initiative.
Confidence remains strong despite technical challenges and validation and testing completed.

Other Developments

Solapur Phase II foundry has begun production, currently at 1,200 T/month; aim is 5,000 T/month.
Two-part foundry project restarted, Phase 1 commissioning expected within one year (12K–15K TPA).
NSE listing process underway and application expected to be filed shortly post-merger formalities.
Confirmed incentives of INR 150 Mn expected in FY26 (vs INR 130 Mn in FY25).

Orient Bell Ltd – Q1FY26 Concall Analysis
CMP: INR 308 | Market Cap: INR 4,517 Mn

Forward-Looking Statements

Management commentary indicates a subdued near-term demand outlook, with no recovery expected until trade-related uncertainties subside.

Despite a strong cement recovery in Q1, a indicator for tile demand, overall demand remains sluggish, with domestic traction still muted even amid a healthy real estate cycle.

Management expects industry consolidation, with weaker players continuing to exit and larger, organized players gaining share.

The slowdown in new capacity addition, especially in Morbi, is seen as a mid-term structural positive for the organized segment.

Management expects conditions to improve from current levels, aided by India's technical and cost advantage in tile manufacturing.

Future Strategy

The company's primary focus is on volume-led growth to improve operating leverage, rather than chasing margins.

OBL plans to gain market share through differentiated product offerings, aggressive price positioning, and deeper distribution penetration, particularly in Tier 2 and Tier 3 markets.

Ceramics segment strategy includes aggressive targeting of high-volume SKUs, new product development, and improved channel outreach.

Capacity has been enhanced in the GVT segment.

Entry into tile-bonding chemicals will be via outsourced manufacturing initially; capex will be considered later based on traction. The segment is not capital-intensive and leverages the existing distribution network.

Cost optimization remains a focus, with tight control on manufacturing wastage and frugal operations supporting gross margin resilience.

Branding investments will continue, with marketing spends across TV, digital media, and dealer displays, targeting improved brand recall for the brand.

Financial Outlook

Margins are expected to improve from Q2FY26 onward, driven by higher utilization. Gross margins are already among the best in the industry and are not a concern.

Q1FY26 saw capacity utilization at ~50%; with no major capex planned.

Management reiterated that margin expansion is highly correlated with utilization, and the company currently has the infrastructure to support revenues of up to INR 12,000 Mn, including associate entities.

ASPs have declined due to aggressive discounting, contributing to a 3% revenue dip. The company intends to continue strategic price interventions to protect volumes and tackle sectoral overcapacity.

Marketing spend guidance remains at ~3.5–4% of revenue over the next nine months, with continued investments in displays and digital. A broader commitment of ~10% of revenue for branding efforts was reiterated, depending on market conditions.

Hindustan Media Ventures Ltd – Q1FY26 Concall KTA's
CMP: INR 88 | Market Cap: INR 6,485 Mn

Outlook: The company remains focused on driving long-term growth by strengthening its print, digital, and radio businesses. In FY26 and beyond, Aims to expand circulation in key markets through targeted discounts and incentives, while maintaining pricing flexibility based on regional dynamics. Digital platforms such as Mosaic and Shine are expected to see continued traction as investments mature, while radio will gradually pivot to experiential and branded content. Stable newsprint costs and a strong cash position support confidence in executing these plans sustainably.

Guidance
- The Business Reiterated continued focus on digital monetization and circulation expansion in both English and Hindi segments.
- The circulation discounting strategy will continue on a market-by-market basis, especially in cities such as Delhi, Mumbai, and Chandigarh, with performance reviewed monthly.
- Radio business will undergo repositioning with more integrated, branded content formats, in response to a tepid ad environment.
- The Business expects long-term benefits from circulation investments, although near-term realization per copy may remain under pressure.
- No major concerns on newsprint pricing, which is expected to stay in the tight range of USD 500/MT.

Financial Highlights
- Consolidated revenues for Q1FY26 grew 6% YoY to INR 4,510 Mn, by broad-based print and digital performance.
- PAT improved 59% YoY, though it remained marginally negative at INR 110 Mn.
- English print ad revenue rose 19% YoY to INR 1,400 Mn but declined 12% QoQ because of a high base.
- Hindi print ad revenue increased 14% YoY to INR 1,160 Mn but was down 9% QoQ.
- Circulation revenue in Hindi improved to INR 390 Mn YoY, while English circulation fell 22% QoQ, mainly because of the discounting despite flat volumes. Cost of circulation discounts led to lower realizations per copy, though no reduction in copy volumes was observed.
- Healthy net cash of ~INR 10,000 Mn offers financial flexibility for continued investments and stability.

Other Highlights
- Digital business, led by platforms such as Mosaic, Shine, and OTTplay, continues to expand with strong user engagement. Profitability remains under investment phase, but leadership is optimistic on monetization.
- The Radio segment remained under pressure because of fewer event-led ad campaigns and a soft demand environment. Segment margins were at negative 21%, but efforts are ongoing to revamp content strategy.
- Education, real estate, and BFSI sectors were key commercial drivers in Q1FY26 ad revenues, particularly in the English print segment.
- AFEs played a significant role in supporting print revenue, though the company did not share explicit contribution figures because of competitive reasons.
- The company is using warrants and structured instruments for investing in partner firms, converting to equity only when strong upside potential is confirmed.
- The company maintains a healthy pipeline of possible equity conversions over FY26-FY27, guided by financial performance and strategic fit.
- If investment cases don't meet expectations, no conversion occurs, minimizing downside. The Company noted past successes such as MobiKwik validating the approach.
- The Company clarified concerns regarding DG Content RSU dilution, stating the actual impact is lower than perceived, and shares are not yet issued.

Berger Paints India Ltd's Q1 FY '26 Earnings call
CMP: 571 | MCAP: INR 666,950 mn

Financial Highlights
• Market Share: The company continued to gain market share, reaching above 20% among listed companies.
• Volume and Value Growth: Berger Paints registered a mid-single-digit volume growth of 5.6% and a value growth of 2% on a standalone basis. This outperformed the overall industry, which grew by 0.3%.
• Margins: PBDIT margins improved both sequentially and year-on-year to 17.4%, driven by stable gross margins and operating leverage from improved fixed cost control.
• Revenue : INR 32,007.6 mn , a 3.6 % growth QOQ
• Gross margin: Remains constant at 17%
• PAT: INR 3150 mn

Business and Product Performance
• Segment Performance: The automotive coatings segment showed strong volume and value growth, as did the international operations. The decorative segment delivered mid-single-digit volume growth.
• Product Momentum: The company saw strong traction in its Roof Kool & Seal, HomeShield, and wood coatings ranges.
• New Products: Berger Paints launched several new products, including "Color Plus" (a premium matte interior emulsion), "Luxol Metallics" (a solvent-based metallic paint), and "Tank Cool" (a product for water tanks).
• Network Expansion: The company's store footprint expanded to over 1,300 stores, with more than 2,500 tinting machines installed during the quarter.

Other Highlights
• Competition Intensity: Management noted that the initial enthusiasm for the new market entrant (Birla) has faded among dealers, as inter-dealer competition has reduced their margins.
• Industry Mergers: The merger of Axo and GSW is not expected to cause significant changes in the competitive landscape.
• Demand: The company expects a gradual improvement in demand, particularly in urban markets, and is hopeful for a pickup in the second half of the year as monsoon subsides and government infrastructure spending potentially increases.
• Risks: Key risk factors include currency volatility, ongoing tariff wars, and geopolitical tensions.
•Subsidiary & Joint Venture Highlights: BJN Nepal, Berger Rock, and BNPA (Berger Nippon Paint Automotive Coatings) all showed strong growth in revenue and profitability. Berger Becker also recovered well from fire-related losses.
•Areas of Underperformance: Bolix's UK operations and the STP and SBL Coatings joint ventures experienced challenges. Bolix's margins were muted due to long-tenure projects, while STP and SBL Coatings had flat growth and profitability issues due to scale challenges.

Akzo Nobel India Ltd. Q1 2026 Earnings Call
CMP: INR 54.68 | MCAP: INR 167,950 mn

Financials and Performance

- Revenue: Revenue from operations was INR 9,951 million, a 4% decrease YOY
- Net Profit: The net profit for the period was INR 910 million, a 21% decrease QOQ
- EBIT: EBIT declined by 21% to INR 1,162 million, with the EBIT margin at 11.7%.
- Gross Margin: Gross margin was 42.8%, down from 44.6% a year ago. The gross margin percentage was impacted by the vertical mix of businesses.
- Expenses: Total expenses were INR 8,816 million. Employee benefits expense was INR 975 million, up from INR 884 million.
- Other Income: Other income for the quarter included INR 51 million from the sale of real estate.

Business Segment Highlights

- Decorative Paints: The decorative paints vertical had a "stressed quarter" due to muted consumer sentiment, competitive intensity, and the strategic review. The company is focusing on strengthening its portfolio and launched a new program for architects and interior designers called "MAESTRO".
- Coatings: The coatings vertical saw strong orders in the Coil and Extrusion businesses and growth in the protective business due to an uptick in the power and infrastructure sectors. The business environment for the Marine business was slow. The company won the FIPSA 2025 Responsible Packaging Award for its beverage can internal coatings.

Strategic Updates

- JSW Paints Acquisition: JSW Paints is set to acquire a 74% stake in Akzo Nobel India. The transaction value is INR 89,260 mn.
- Benefits of the Acquisition: Akzo Nobel India is expected to benefit from a long-term partnership with JSW Paints, which has "deep local expertise and strong ambitions" in the sector. JSW Paints' managing director, Parth Jindal, noted the goal is to "Combine the magic of Dulux and thoughtfulness of JSW Paints". The acquisition positions JSW as a "serious challenger" in the Indian paints market.
- Special Dividend: A special dividend of INR 156 per share was recommended, based on income from a slump sale as approved by shareholders.

Growth & Market Outlook

- Industry Trends: The company's management believes the paint industry is currently in a "lull phase," with the top four players seeing "flattish" growth. However, they anticipate a return to growth, especially in the upcoming Diwali quarter (October-December) driven by consumption and new product launches.
- Distribution & Expansion: The company is expanding its distribution network and aims to reach 8,000 towns in the next two years, up from its current 5,500+. It is also expanding its tinting network.
- New Products: The company is focusing on new product innovations, particularly in mass economy, texture, putty, and construction chemicals, to drive future growth.
- Employee Costs: Employee costs increased due to an average salary increment of approximately 6.5%, with a specific focus on retaining frontline sales officers.

Capri Global Capital Ltd – Q1FY26 Concall KTAs
CMP INR 194 | Market Cap INR 185.48 bn
OUTLOOK: Positive

OUTLOOK

Capri Global is witnessing significant growth momentum in its underpenetrated segments. The company's diversified and secured lending model provides a solid foundation for delivering sustainable and profitable growth. Margin expansion is being supported by a rising share of high-yield products, alongside steady growth in fee-based income. Additionally, Capri Global's continued investments in technology are driving cost efficiencies, further enhancing its profitability. We expect an improvement in NIMs, driven by reduction in their cost of funds and improvement in yields. The increase in the share of Micro LAP segment will help them to improve their yields. 90% of their borrowings is floating and is expected to be completely repriced by the end of FY26, which further help improve their borrowing cost. Company has further developed multiple lines of fee income, which include insurance premiums, car loan origination and co-lending opportunities. These factors collectively position the company well to deliver robust and consistent returns in the medium to long term.

Guidance

- Management is targeting growth of 27–30% CAGR in AUM, and aiming for INR 500 bn AUM by FY28.
- Targeting sustainable ROE of 16%+ by FY28, with 1.5 – 2% incremental ROE from fee income streams (car loan origination, insurance, co-lending) and ROA of 4 – 5%.
- Company is planning on opening 200 new branches every year, with 50% branches being gold loan branches.
- In Insurance distribution business, they are targeting a premium distribution of INR 8 – 9 bn in next 3 – 4 years (v/s ~1.3 bn in FY25).
- Cost to income for the whole FY26 is expected to reduce to 50% levels (v/s 59.9% in FY25).
- Cost of funds projected to come down to 8.9% in FY26 (9.5% in FY25).

Highlights

- CGCL reported a robust 1QFY26 performance with PAT at INR 1.75 bn, up 131% YoY, led by strong margin expansion, operating leverage, and broad-based growth across segments
- NII Growth: Net Interest Income rose 38% YoY to INR 4.16 bn, supported by healthy traction in the retail loan book and sustained improvement in NIMs.
- Yields and Spreads: Blended yields and spreads stood at 16.9% and 7.2%, respectively, underscoring the company's strong pricing power and optimized asset mix.
- Non-Interest Income: Up 53% YoY to INR 1.66 bn, contributing 28.5% of total income, aided by strong growth in co-lending fees and insurance distribution.
- Car Loan Originations: Continued momentum with disbursements of INR 26.51 bn (+19% YoY).
- Insurance Distribution: Fee income from insurance at INR 0.28 bn in the quarter.
- Cost Efficiency: Cost-to-income ratio improved meaningfully to 46% (vs 55% in 4QFY25 and 65% in 1QFY25), reflecting strong operating leverage.
- Asset Quality: GNPA at 1.7% (+3 bps QoQ / -48 bps YoY); NNPA at 1.0% (-19 bps YoY). PCR on Stage 3 assets remains strong at 41%.
- Management is aiming to enter southern region, where they believe demand for housing and gold loan is high.

Crizac Ltd – Q1FY26 Concall KTAs

Outlook: Strong growth is expected in FY26, with the management guidance for 30%+ revenue expansion. The company earns revenue on a per-enrollment basis from partner universities, of which 60–70% is shared with its agent network supported by operational efficiencies and ongoing investments in AI-driven productivity enhancements. The UK continues to be a key market contributor, while the company is also expanding into newer geographies such as Dubai, Ireland, and New Zealand to diversify its destination base and reduce client concentration risk.

Financial Highlights

- Revenue stood at INR 2,095 Mn in Q1FY26, reflecting a 29% YoY growth. EBITDA came in at INR 604.7 Mn, with a margin of 28.8%, while PAT stood at INR 458 Mn, translating to a 21% margin.
- The company processed ~1.1 lakh applications in Q1FY26, compared to ~65,000 in Q1FY25 and 2.76 lakh applications for the full year FY25, indicating strong YoY growth and momentum.
- Cost of Services: Accounted for ~64% of revenue in Q1FY26. For FY26, it is expected to remain around 70%.
- Revenue contribution is skewed towards H2, with Q4 accounting for ~40% of annual revenue, Q3 around 30%, Q1 about 20%, and Q2 the remaining 10%.

Business Model

- Revenue is recognized once a student is enrolled and their admission is confirmed by the university.
- The company is paid by universities on a per-enrolment basis. Around 60–70% of this revenue is passed on to agents.
- Over 10,000 small-to-mid-sized agents onboarded. Expansion continues organically and via on-ground outreach.

Other Highlights

- The company is expanding source markets in Nigeria, China, and Southeast Asia, while adding new destination markets such as Dubai, New Zealand, and Ireland. It is also actively evaluating M&A opportunities to reduce client concentration and broaden its service offerings.
- ~75% of applications are for postgraduate programs, with the remaining 25% for undergraduate courses. Each student typically submits multiple applications, averaging around 2–3 applications per candidate.
- ~50% of revenue is currently derived from three major UK institutions, and efforts are underway to diversify the client base to mitigate concentration risk.
- Despite ongoing visa policy discussions, overall demand remains strong. While the MAC review caused a temporary impact, it did not lead to a sustained slowdown. In the US, some softening is observed due to diplomatic tensions; however, the region currently contributes only a small portion of overall revenue.
- There is a noticeable rise in student interest for alternative study destinations such as Dubai, Malaysia, and Singapore. Additionally, the share of inbound applications from outside India has increased from 45% to nearly 50%.
- The company booked a notional forex loss of INR 45 Mn in Q1 due to forward contracts; however, this is not expected to have a material impact on the business.
- An ESOP expense of INR 3.5 Mn was recorded during the quarter. On the operational front, most background verifications, such as IELTS score checks, are conducted electronically and are completed almost instantly.

Zinka Logistics Ltd – Q1FY26 Concall KTA's

Outlook: The company is confident of achieving PAT-level profitability in FY26, supported by strong revenue growth guidance of 30–35%. It expects significant upside from its Super loads business and continued platform-led monetization while the core business maintains high margins of over 90%, Super loads is still evolving and currently operates at lower margins. Management continues to focus on strengthening customer relationships and expanding bundled, high-margin services. Given seasonality, Q1 and Q2 are typically softer quarters, with stronger performance expected in Q3 and Q4. Employee and sales costs, lower in Q1, are expected to normalize as growth picks up.

Financial Highlights

- Total income rose to INR 1,600 Mn in Q1FY26, marking a 62% YoY increase. Revenue from operations (excluding interest income) stood at INR 1,440 Mn, up 56% YoY, while net revenue adjusted for gross accounting of Super loads grew 43% YoY to INR 1,320 MN.
- Adjusted EBITDA rose nearly 4x YoY, increasing from INR 120 Mn to INR 470 Mn in Q1FY26. PAT stood at INR 340 Mn, a significant turnaround from negligible profitability or losses in the same period last year.
- The company demonstrated strong operating leverage of 88% in Q1FY26, with a INR 400 Mn increase in revenue resulting in a INR 350 Mn rise in EBITDA.

Business & Operations

- The core business grew 41% YoY to INR 1,200 Mn, driven by continued momentum from regulatory device mandates such as GPS installations in trucks and steady growth in recurring subscriptions. The telematics segment which includes GPS devices, fuel sensors, and AI-based tracking solutions is gaining strong traction across the ecosystem.
- Revenues from Super loads and other segments grew 4x YoY, now contributing ~INR 230–240 Mn. Super loads is transitioning from a classifieds model to a transaction-led model, enabling the unlocking of net revenue. The segment is high-margin, scalable, and requires relatively low capital investment. It is currently operational in 2 cities, with the ability to activate a new hub within 15–20 days.

Other Highlights

- The trucking operator base expanded 14% YoY to ~8,00,000 users. Engagement levels are on the rise, with the average time spent on the platform increasing to 43 minutes, reflecting deeper user involvement and platform stickiness.
- 90%+ of the company's revenues are recurring in nature, driven by a platform-led model that includes subscriptions, commissions, and related services. Customer retention requires minimal capital deployment, ensuring a scalable and capital-efficient business model.
- The company maintains a largely variable sales workforce, allowing costs to stay aligned with business cycles. Its operating model benefits from a strong execution rhythm and tech-led scalability, enabling efficient growth and adaptability.
- Q1 and Q2 are typically seasonal lows for the business, with stronger performance expected in Q3 and Q4. Employee and sales costs were lower in Q1 due to seasonality and are expected to normalize as business activity picks up in the latter half of the year.
- The company is currently operational in 2 hubs and plans to scale up further after finalizing its full operational playbook. Its marketplace strategy focuses on converting classifieds leads into full-service transactional loads, enhancing monetization and user value.

All E Technologies Ltd. – SME - Q1FY26 Concall KTAs - Arihant Capital
CMP : INR 314 | Mcap: 6,340 Mn

Outlook & Guidance

Despite a sequential dip in topline, the management remains confident about medium-term growth, backed by a healthy pipeline, strategic investments in AI solutions, and geographical expansion. While macro uncertainties, especially in the US, have created decision-making delays, demand remains intact. The company retains its internal ambition of ~20% revenue growth for FY26, though execution may depend on market dynamics and pace of AI adoption.

Financial Performance

- Revenue stood at INR 34.07 Cr, down 5.2% QoQ but up 3.8% YoY.
- EBITDA was INR 8.79 Cr, with an EBITDA margin of 24.2% (up 4.4% YoY).
- PAT came in at INR 6.32 Cr, with net profit margin at 17.4%.
- Recurring + Repeat business increased to 96.4%.
- 11 new customers were added (4 domestic, 7 international).

Business & Operational Performance

- AI transformation is a central theme across internal operations and customer engagements.
- Several AI copilots/agents under POC with clients, including the "Maintenance Advisor" agent demonstrated on the call.
- AI agents being embedded into verticalized offerings: EPC365, Travel365, and EdTech365.
- UAE operations have been activated with on-ground presence and early deal discussions underway.
- A new sales leader appointed in Africa, showing encouraging traction.
- Won a ~$0.5 mn tender in Saudi Arabia for a global service provider seen as a strategic win with potential to scale.

Investments ongoing in

- AI skilling and internal productivity tools
- IP development and modernization
- Branding and marketing (higher spend expected in coming quarters)

Geographical Revenue Mix

Americas: 58.9%, India: 24.4% , Europe: 5% , Africa: 4.8%, APAC (ex-India): 3.6%, Middle East: 3.3%

Client & Sectoral Trends

Top 5 clients accounted for 22% of revenue; Top 10 for 32.3%.

Sectors include

- Professional Services, Manufacturing, and Retail (notable traction)
- Within professional services: clients include legal, marketing, consulting, and IT firms (internal system projects).
- The company continues to maintain a diversified customer base with no over-dependence on any large client.

• Company reiterates its strategy to remain a specialist Microsoft partner, rather than diversify into SAP/Salesforce etc.
• Management views AI and data engineering as the next frontier, with Microsoft leading both the AI and business app stack.
• Expectation that AI-related services will attract premium billing, offering incremental revenue streams beyond ERP.
• Continued focus on direct-to-customer project-led model, avoiding dependency on IT outsourcing engagements.
• No structural changes or weaknesses observed in Microsoft-led pipeline or sales channel.

Margins & Cost
• Q4 margins were elevated due to year-end provisions reversal and forex gains.
• Q1 margins normalized, but remain healthy YoY.
• Slight increase in costs expected due to lateral hiring, salary adjustments, and event expenses (25th foundation day).
• AI is being adopted internally to reduce delivery cost and offset headcount expansion.

Growth Drivers
• Strengthening momentum of Microsoft stack, particularly in AI and cloud.
• Ongoing AI-led modernization across industries.
• Higher penetration in Middle East, Africa, and Americas via local leadership and focused strategy.
• Continued repeat business from existing clients; strategic intent to increase share of wallet.

• Management acknowledged revenue stagnation due to cautious client behavior amidst global uncertainties, especially in the US.
• Confirmed no structural client loss, but project-driven revenue timing causes fluctuations.
• FY26 revenue growth target of ~20% remains internal, but not officially guided due to external uncertainties.
• No immediate change in revenue mix strategy India business to continue alongside higher-margin geographies.
• No formal disclosure of order book or book-to-bill ratio due to nature of milestone-based project billing.
• Company is open to AI-related acquisitions, though nothing concrete at this stage.

Cummins Inc. – Q2CY25 Earnings Update

India-Focused Key Highlights

• India remained a standout geography in the quarter, with the overall power generation business (including unlisted JVs) growing 31% YoY, supported by robust demand in infrastructure, manufacturing, and backup power solutions.

• Management acknowledged an 11% revenue decline in Cummins India's PowerGen segment, attributing it to a high base effect due to pre-buying in the prior year ahead of emission regulation changes.

• Despite this temporary normalization, Cummins reiterated strong long-term confidence in the Indian market, driven by industrial expansion, policy push for clean energy, and consistent infrastructure spending.

• Cummins also sees India as a strategic manufacturing and export hub, and indicated plans to continue investing in localisation, supply chain resilience, and technology partnerships.

• Guidance Withdrawal
Cummins withdrew full-year revenue and profitability guidance due to rising global uncertainty, specifically highlighting tariff-related risks, softening OEM demand, and geo-political volatility.

End-Market Dynamics
• Expectation of a 25–30% decline in North American truck volumes in Q3, due to OEM destocking and demand normalization post-pandemic.
• China and Europe saw improving demand trends, aiding international growth in Q2.

• Power Systems Strength
Management highlighted strong execution in the Power Systems Business Unit globally, citing data center projects, backup power demand, and defense-related orders as tailwinds.

• Data Center Opportunity
Cummins reaffirmed its $2 bn revenue target from the data center vertical by 2026, backed by new customer wins and electrification readiness.

• Decarbonization Strategy
The company continues to deploy capital toward low- and zero-emission solutions including hydrogen, electrolyzers, fuel cells, and battery-electric systems, aligning with long-term sustainability goals.

• M&A & Capital Allocation
Cummins remains open to accretive acquisitions, particularly in the clean tech and digital service ecosystems. Management emphasized a balanced capital return strategy, combining reinvestment and shareholder returns.

• Talent and Operations
Management reiterated its focus on building future-ready talent, upskilling across digital and energy domains, and improving operational efficiency across its global plants.

• Despite near-term uncertainties prompting a guidance reset, Cummins' management commentary underscored strategic clarity and operational strength. India continues to be a critical growth and manufacturing base, even as some normalization in specific verticals like PowerGen plays out.

• The focus on data centers, decarbonization, and global diversification strengthens the company's long-term positioning. However, macro headwinds in North America and global trade risks could impact near-term.

DLF Ltd - Q1FY26 Concall Key Takeaways
CMP INR 781 | Market Cap INR 1931 Bn

Financial Highlights-
- Revenue: DLF reported consolidated revenue of approximately INR 29,810 Mn for Q1FY26, reflecting a 99% YoY increase and 13% QoQ de-growth.
- EBITDA: Stood at INR 6,280 Mn, up 6% YoY, down by 48%. and EBITDA Margin for the quarter was 21%.
- PAT: Recorded at INR 7,660 Mn, reflecting a 19% YoY growth and 40% decline QoQ.

Strong Development and Rental Performance-
- Presales: Achieved INR 114,250 Mn in Q1FY26, (75% YoY growth)with a robust pipeline to meet the annual sales guidance of INR 200,000–220,000 Mn. Key contributions from Privana and Mumbai projects.
- Rental Business: Portfolio spans 40 mn square feet with 94% occupancy. Downtown Chennai and Midtown Plaza received Occupancy Certificates (OCs), with 99% and over 80% leasing, respectively. DCCDL rental income grew 15% YoY and 12% QoQ, with PAT up 26% YoY.
- Construction Spend: Approximately INR 740–750 Mn, slightly higher than the previous quarter, with collections closely tied to construction progress.

Key Project Launches-
- DLF Dahlias: Super-luxury project with 50% sold, targeting high-net-worth buyers. Experience center opening delayed to Q4FY26 due to design enhancements. Expected to generate significant revenue with margins exceeding 70%.
- Privana and Mumbai Projects: Strong sales performance, with Mumbai's Phase 1 completed and Phase 2 approvals expected within 12 months (1.2 million square feet). Privana benefits from infrastructure-driven demand.
- Goa Project: Promenade Goa delayed by a quarter due to labor market issues, with completion expected by January 2026 and first-mover advantage anticipated.

Expansion in Rental Assets-
- Portfolio Growth: Annualized rental income projected at INR 53,000 Mn for FY25, increasing to INR 68,000 Mn by FY26, driven by Downtown Gurgaon, Downtown Chennai, and retail projects like High Street Plaza (85% leased) and Summit Plaza (OC application submitted).
- Leasing Targets: Aiming for 8–9 million square feet in office leasing and 1–1.5 million square feet in retail leasing annually.

Other highlight -
- Strategy: Focus on internal growth within NCR and selective expansion in Chandigarh and MMR. Significant land bank of over 20 years reduces need for aggressive acquisitions.
- Cash Utilization: Prioritizing shareholder returns and growth CAPEX, with Mumbai's success boosting confidence for further investments. No immediate plans for aggressive expansion outside core markets.
- Gross Margins: Current quarter at 39%, slightly lower due to legacy projects like OMT Delhi. New launches target 40–45% margins, with Dahlias expected to exceed 70%. Portfolio average margin guidance remains at 45%.
- Cost Management: Conservative budgeting with contingencies ensures stable margins despite cost escalations.
- NCR Focus: Emphasis on super-luxury developments in Phase 5, with projects like Hamilton Phase 2 and IDEO slated for FY27.
- MMR Expansion: Controlled entry into Mumbai with Phase 2 and potential second project within 12–18 months, leveraging strong demand across geographies.
- Slower approval processes in Delhi due to multiple authorities, with Midtown's next phase likely in FY27.
- Expected to grow over the next 18–24 months, supported by robust cash flows and revenue recognition from high-rise projects.

Keystone Realtors Ltd – Q1FY26 Concall Highlights
CMP: INR 591 | Market Cap: INR 74,660 Mn

Outlook-
Keystone Realtors remains optimistic about its growth trajectory for FY26, maintaining its pre-sales guidance of INR 40 Bn, representing a 33% YoY growth. The company has already achieved 57% of its annual launch guidance of INR 70 Bn GDV in the first quarter itself, setting a strong foundation for the remainder of the year. With plans to launch 2–3 projects every quarter, the company will continue to focus on aggressive business development, particularly in the MMR region. Cluster redevelopment, along with mid/mass and aspirational housing segments, will remain at the core of its strategy. Backed by a healthy execution pipeline and strong momentum, the management remains confident of not only meeting but potentially exceeding its FY26 targets.

Financial Highlights

- Revenue from Operations: INR 2.73 Bn (-36.5% YoY)
- EBITDA: INR 0.29 Bn (-50% YoY)
- PAT: INR 0.16 Bn (-59% YoY)
- Operating Cash Flow (OCF): INR 1.18 Bn
- Cash & Equivalents: INR 7.14 Bn

Operational Highlights
- Pre-Sales: INR 10.68 Bn, highest ever in a quarter (+75% YoY)
- Units Sold: 415 | Area Sold: 0.63 Mn Sq. Ft. (+159% YoY)
- Collections: INR 5.75 Bn (+19% YoY)
- Construction Spend: INR 2.38 Bn (+25% YoY)

Project Launches & Additions
- New Launches (Q1FY26): 3 projects with estimated GDV of INR 39.67 Bn, namely -Balmoral, Chembur (INR 16.72 Bn), Crescent, Pali Hill (INR 14.71 Bn) and Cliff Tower, Bandra West (INR 8.23 Bn)
- New Projects Added: 3 cluster redevelopment projects- GTB Nagar, Sion (INR 45.21 Bn GDV), Lokhandwala Cluster (INR 29.56 Bn) and Swarganga CHSL, Goregaon (INR 2.51 Bn)
- Total BD Addition: INR 77.27 Bn (exceeds FY26 BD guidance by 1.25x)

Other highlights –
- Redevelopment Focus: Keystone continues to build its leadership in cluster redevelopment across MMR, adding scale and efficiency.
- Execution Strength: Strong experience in large-scale townships (e.g., Urbania in Thane, Global City in Virar) helps manage bigger projects like GTB Nagar with over 1400 families.
- GTB Nagar Launch Expected in FY26: MHADA-supported, fast-tracked launch likely in 6–8 months, with project completion targeted in 4 years.
- Profitability Focus: Despite competitive intensity in redevelopment, margins remain strong due to cluster strategy and disciplined underwriting.
- Environmental Clearance Update: One Shakti matter resolved by Supreme Court, approvals expected to ease going forward.
- Belle Vue, Kasara registered as Rustomjee's first Net-Zero Carbon Project with IGBC; progress made on BRSR, ISO compliance, and green procurement.

Gland Pharma Ltd- Q1FY26 Concall Highlights
CMP: INR 1,958 | Market Cap: INR 323 Bn

Outlook
Gland Pharma expects continued growth momentum supported by improving profitability at Cenexi, expansion in high-value segments like GLP-1 and PFS, and strong US and emerging market demand. While Q2 may see a seasonal dip due to the summer shutdown, the company is confident of positive EBITDA from Cenexi in Q3 and targets high single-digit to low teens margins. Expansion in pen and cartridge capacity and focused product launches across markets are expected to drive medium-term growth.

Financial Highlights
- Revenue stood at INR 15,056 Mn reflecting 7% YoY growth and 6% growth on QoQ basis.
- EBITDA stood at INR 3,678 Mn reflecting 39% on YoY and 6% on QoQ growth.
- EBITDA Margin for the quarter is 24%.
- PAT stood at INR 2,155 Mn reflecting 50% YoY and 16% QoQ growth.

Cenexi's Turnaround
- Cenexi achieved EBITDA break-even in Q1 FY26, a significant turnaround after several quarters of negative EBITDA.
- This improvement was driven by a strategic shift away from low-value, high-volume segments towards high-value offerings such as pre-filled syringes and lyophilised products..
- Production at the Font facility is on track, and operations at Sinclair are progressing well with ongoing tech transfer projects. The new pre-filled syringe line at Sinclair is projected to be operational by early 2026, substantially increasing capacity in the high-demand PFS segment.
- Expects a slightly lower Q2 FY26 due to summer shutdown but is confident of delivering positive EBITDA in Q3 FY26 and aiming for high single-digit or low teens EBITDA margins moving forward.

Strategic Priorities and Progress
- The company is deepening its presence in emerging markets, believing its portfolio offers a key growth catalyst in the medium term.

GLP1 Strategy
- Gained momentum with the launch of Liraglutide last quarter. It has now been launched in the UK, Australian, South African, and Saudi Arabian markets, with Mexico and other markets in the pipeline.
- Company is aggressively increasing its pen and cartridge capacity from 40 mn units to over 140 mn units. The existing 40 mn capacity is already in place and approved, and the additional 100 mn capacity is expected to be ready for commercialisation by March-April next year. This involves fill-and-finish activities, with the API being sourced by the partners. This larger capacity is expected to lead to better contribution margins due to higher throughput.

R&D and Portfolio Expansion
- Nine new products were launched in the US during Q1 FY26.
- The RTU bag portfolio includes 20 products filed in the US (14 already approved, 10 under development), addressing a market opportunity of approximately $760 mn in the US.
- Complex injectables remain a central pillar for long-term growth, with six products already launched and three more in line for approval.

Market Performance Breakdown
- US Market: Contributed INR 7,443 mn (49% of total revenue). The growth was impacted by the timing of Enoxaparin supplies, but excluding this, US revenue growth was almost 11%. The company anticipates returning to mid-teens growth for the year in the US with upcoming launches like Talen and the BCMS project.
- Other Regulated Markets: Showed good growth, increasing 34% YoY and now make up 25% of total revenue. This was led by portfolio maximisation initiatives, with the CMS project and some LARA launches contributing.
- Rest of the World Market: Contributed INR 2,978 mn (20% of revenue) with a modest 5% increase due to softer order intake in some key regions. The company aims to double its ROW business over the next few years through a focused portfolio approach and activating old registrations.
- Indian Market: Generated INR 594 mn, accounting for 4% of Q1 FY26 revenue.

JK Lakshmi Cement Ltd Q1 FY26 Key Takeaways
CMP: INR 951 | Market Cap: INR 112 Bn

Financial Performance:
◦ Net Revenue: INR 17,409.3 Mn, up 11.32% YoY (from INR 15,6388 Mn in Q1 FY25), driven by strong volume growth.
◦ EBITDA: INR 1845 Mn, up 10.1% YoY (from INR 1675 Mn), with EBITDA per ton at INR 606, impacted by weaker pricing and higher freight costs.
◦ PAT: INR 1501.7 Mn, up 163.97% YoY (from INR 568.9 Mn), reflecting robust volume growth and operational synergies from the UCWL merger.
◦ Sales Volume: ~3.04 Mtpa, up ~10% YoY, outperforming industry growth of 5-6%, driven by seeding new markets (e.g., East UP, MP East) and clinker availability.
◦ Realization: Up ~5% YoY due to optimized geographic mix, but flat QoQ with slight declines in trade and non-trade prices in north, east, and west markets.
◦ Non-Cement Revenue: INR 1440 Mn with a 4% operating margin; Ready-Mix Concrete (RMC) revenue at INR 700 Mn.
◦ Plans to raise INR 1,000 crore in debt for FY26 CapEx.

Operational Highlights:
◦ Volume Growth: Achieved ~10% YoY growth, exceeding industry's 5-6%, with contributions from new markets (East UP, MP East) and existing zones (Chhattisgarh, Maharashtra East). North market remained flat.
◦ Lead Distance: Increased to 399 km (from 393 km in Q4 FY25) due to seeding new markets (e.g., East UP), raising freight costs. Targeting reduction to ~380 km for INR 30–40 per ton savings in FY26.
◦ Cost Reduction: On track for INR 100–120 per ton savings over 12–18 months via:
Increasing renewable energy share to 52–53% by FY26 (from 50% in Q4 FY25).
Improving Thermal Substitution Rate (TSR) from 9% to 12–13%.
Optimizing logistics to reduce lead distance.
◦ Capacity Utilization: Operating at ~100% in key plants (e.g., Durg), reflecting high efficiency.

Capacity Expansion:
◦ Surat: 1.35 Mn ton grinding unit; Phase 1 trials ongoing, full commissioning by September 2025.
◦ Durg: 2.3 Mn ton clinker and 1.2 Mn ton grinding unit by March 2027; equipment orders to start in Q2 FY26.
◦ Madhubani (Bihar): Grinding unit ahead of Prayagraj, with land acquired and public hearing completed; commissioning expected by March 2026.
◦ Prayagraj: Grinding unit targeted for September/October 2026; land acquired, approvals in progress.
◦Northeast (Agrani Cement): Secured two mines (250 Mn tons limestone reserves) directly under JK Lakshmi, bypassing earlier MDO agreement. INR 130 crore paid (of INR 325 crore); balance INR 190 crore not payable. Royalty increased to INR 251/ton from INR 105/ton. Project cost (~INR 2,000–2,500 crore) and size to be finalized by Q2 FY26.
◦ Nagaur (North): 3 Mn ton plant planned; one mining lease nearly approved, land acquisition ongoing for the second.
◦ Kutch (Saurashtra): Public hearing done, environmental clearance in process, land acquisition advanced; commissioning in 3–4 years.
◦ Long-Term Goal: Reach 30 Mn tons by FY30, with current expansions (Surat: 1.35M, Durg: 4.6M, Northeast: 1.5M) taking capacity to ~22.5 Mn tons by FY28.

◦CapEx for Q1 FY26 was INR 10 mn spent and for FY26: INR 15,000–18,000 Mn planned (primarily Durg and Northeast expansions). For FY27: INR 15,000 mn; FY28: INR 15,000 mn.
◦ Railway siding and conveyor belt projects in advanced stages; marginal CapEx remaining for siding, conveyor belt approval pending with Ministry.
◦ Premium cement share at 23% (down from 25% in Q4 FY25) due to base product sales in new markets (e.g., East UP). Targeting 27% by FY26 end.
◦ Green Plus and PRO+ (JK Lakshmi) and Platinum Heavy Duty/Supremo (UCWL) brands retained to enhance channel reach and volumetric growth.
◦ UCWL merger (nearing completion by December 2025) realized 80–90% operational synergies, boosting profitability and market presence.
◦ Market Share is 10–14% in core markets (Chhattisgarh: 13–14%, Rajasthan/Gujarat: 13–14%), targeting >12–13% across regions.
◦ Competitive Landscape: Facing aggression from players like Adani and Ultratech but maintaining competitiveness through strong network, brand, and efficiency focus.
◦ Increased freight costs due to higher lead distance (399 km); mitigation through logistics optimization.
◦ Monsoon seasonality and election aftermath impacted Q1 pricing; expect recovery in H2 FY26.
◦ Northeast project faces higher royalty costs (INR 251/ton), though offset by lower upfront acquisition costs.
◦ Limited presence in south; evaluating opportunities but prioritizing north, east, and northeast expansions.
◦ Continue internal efficiency improvements (renewable energy, TSR, digital initiatives, supply chain optimization) to stay among top EBITDA-per-ton performers.
◦ Leverage UCWL merger for channel expansion and brand consolidation.
◦ Explore strategic opportunities (e.g., south market entry) at the right price, while prioritizing north (Nagaur) and east (Durg, Madhubani, Prayagraj) for growth.

Inventurus Knowledge Solutions Ltd- Q1FY26 Concall Highlights
CMP: INR 1,568 | Market Cap: INR 261.70 Bn

Outlook

IKS Health continues to make strong strategic progress, particularly in scaling its AI-native, autonomous platform and integrating the Acuity acquisition for margin expansion and cross-sell synergies. With promising early outcomes from key deals like Palomar and Western Washington Medical Group, the company is well-positioned for long-term growth, margin improvement, and deeper client penetration across large healthcare systems and physician groups.

Financial Highlights

- Revenue stood at INR 6,401 Mn reflecting 15.6% YoY and 2.2% QoQ growth.
- EBITDA stood at INR 2,378 Mn reflecting 36.3% YoY and 5.1% QoQ growth.
- PAT stood at INR 1,515 Mn reflecting 58.7% YoY and 2.5% QoQ growth.

Strategic Execution Vectors & Progress

AI-Native, Agentic Platform Development

- Significant progress in moving towards fully autonomous AI-driven solutions.
- Scribble Now a fully ambient autonomous clinical documentation solution, was launched, offering comprehensive variants to meet diverse physician needs. A unique multi-variant Scribble option is also being launched allowing physicians to choose different variants for different visit types.
- Autonomous medical coding technology driven by Generative AI has been built for two medical specialties and is expanding to others.
- Significant progress in AI-powered denial prevention, prediction, and prevention solutions.
- Launched an AI-driven patient engagement hub to influence patient behavior including reducing no-shows and improving adherence to clinical protocols.
- The long-term vision is to move towards fully autonomous features that do not require human intervention.

Acuity Acquisition Integration

- Margin Expansion: Pro-forma blended margins of Acuity had dropped to ~24% at acquisition. Through the transformation to an IKS technology-led, global human-in-the-loop model, a large part of the work to bring EBITDA margins back to early to mid-30s is two-thirds done and moving faster than anticipated. This is reflected in the strong Q1 FY26 margins.
- Cross-sell Motion: Early wins are being observed in cross-selling the IKS platform into Acuity's large customer base. However, the revenue impact of these wins is partially offset by the intentional pruning of the tail of small Acuity customers and a decrease in revenue per physician unit due to replacing human execution with IKS technology.
- The tail-cutting process is material and is expected to continue for another two to three quarters, potentially reaching a steady state of ~500 clients. This strategic pruning helps with margin growth but creates a material drag on reported revenue growth, which management is balancing to avoid dramatic offsets to organic growth.

Go-to-Market Strategy & Market Segments

• Dedicated go-to-market teams are now established across four key market segments: Large Single Specialty Groups, Large Primary and Multi-specialty Groups, Large Health Systems, and United Healthcare.

• Buying behavior varies: Platform-based buying is more prevalent in large single and multi-specialty groups, and increasingly in mid-size health systems.

• Large health systems still prefer a point-solution land and expand approach, requiring IKS to excel as a top 2-3 vendor across each of its 16-point solutions while simultaneously building the full platform.

Palomar Deal

• Progressing tremendously ahead of plan. Full platform implementation across nearly 100% of physicians and peak platform fee revenue potential is expected by end of fiscal Q2. The potential acquisition of Palomar by UC San Diego or another large system is seen as an opportunity rather than a risk, given strong contractual protection and demonstrated ROI.

Western Washington Medical Group Deal

• A monumental opportunity. IKS invested US$17 mn for a 48% stake in the Management Services Organization that perpetually manages non-clinical operations for Western Washington. The MSO leverages the entire IKS care enablement platform. This deal also offers long-term stickiness, full platform adoption and a second set of economics from the MSO stake. Full implementation is anticipated in about 120 days, subject to Epic integration. This deal could deliver 15%+ upsides in revenue for the medical group.

Indraprastha Gas Ltd
CMP:- 202 || Market Cap:- 2821 BN
Q1FY26 CONCALL KTA's

IGL is poised for robust volume growth, guided at 10-11% annually for the next 2-3 years, primarily driven by strong OEM CNG vehicle sales and strategic expansion into newer Geographical Areas. Despite a Q1 EBITDA per SCM of ₹6.16, the company expects to return to its long-term margin guidance of ₹7-8 per SCM, supported by recent price increases and anticipated cost benefits from the single zone tariff and ongoing state tax rationalisation efforts. This positive outlook is further reinforced by continued infrastructure development, including 102 new CNG stations planned for the year, and strategic diversification into areas like meter manufacturing and LNG retailing.

Financial Highlights:-

•IGL recorded a revenue of INR 43.17 Billion, marking an 11% year-on-year increase.

•Stood at INR 5.12 Billion, an 11% decline year-on-year, primarily attributed to a rise in per SCM gas purchase cost due to reduced APM gas allocation.

•The average EBITDA per SCM for Q1 was INR 6.16. Management noted that adjusting for a INR 1.14 Billion one-time impact in Q4 FY25, sequential EBITDA per SCM increased by 33%. It may further increase to INR 6.2-6.3 with the full effect of Q1 price increases.

•For Q1 FY26, PAT was INR 3.56 Billion, down from INR 4.00 Billion in Q1 of the previous year.

•The company successfully reduced power and fuel costs by 5-6 paise per SCM this quarter. Repair and maintenance costs also improved by 8 paise per SCM, decreasing from INR 1.5 per SCM to INR 1.42 per SCM. The power and fuel cost is mainly for the operation of compressors for dispensing CNG.

•The company incurred approximately INR 2.90 Billion on capex during Q1 FY26.

•For the full financial year, the core business capex is estimated at INR 14-15 Billion.

Other Highlights:-

•Approximately 42% of the company's gas sourcing (3.08 MMSCMD out of 6.79 MMSCMD) is from APM gas. Domestic sources (APM, New Well Gas, HPT, CBM) constitute about two-thirds of the overall portfolio, with the remaining one-third being RLNG (Regasified Liquefied Natural Gas). New well gas is around 0.9 MMSCMD, and CBM volume is 0.12 MMSCMD.

•Within the overall portfolio, one-third is linked to Henry Hub prices, while the remaining two-thirds are linked to Brent crude prices (which includes APM, New Well, HPT). Henry Hub prices are currently noted at $3, down from $3.94.

•Prices for domestic were increased by ₹1, and industrial/commercial by INR 1-2. Industrial prices remain dynamic due to competition with alternate fuels.

•The PNGRB has notified that transmission tariffs for CNG and domestic PNG will now fall under a single zone tariff network. Currently, 85-87% of domestic and CNG volumes are in Zone 2, and 13-14% in Zone 3. This shift is estimated to bring cost savings of INR 0.70 to INR 1.30 per SCM.

•Discussions are ongoing with states for tax reductions.

o In Rajasthan, VAT has already been reduced from 14% to 7.5%, with representations for a further reduction to 5%.

o In Uttar Pradesh (UP), where 20% of IGL's volumes originate, there's an effort to reduce the total tax impact from 23-24% to 10-11%. This could translate to a consolidated cost saving of INR 1-1.5 per SCM (INR 5.5-6 per SCM in those regions, translating to ₹8 per kg). Some savings are intended to be passed on to customers to boost conversions.

•The industry has represented for the rationalization of excise duty on CNG and the inclusion of the sector under GST. Developments are anticipated within the next 3-4 months.

•The Delhi government has extended its current EV policy until March 2026 to allow for more stakeholder consultation. The Commission for Air Quality Management has recently recognized CNG as a clean energy fuel alongside EVs and biofuels.

•The long-term EBITDA margin guidance remains at INR 7-8 per SCM. The company is comfortable with potential price hikes to maintain this margin, especially given headroom and mitigation strategies for risks like APM deallocation.

Indegene Ltd Q1 FY26 Earnings call
CMP: INR 570 | MCAP: INR 137,040 mn

Financial Performance
- Revenue from operations stood at INR 7,608 Mn, up 0.7% QoQ and 12.5% YoY.
- EBITDA was INR 1,536 Mn with 20.2% margin, flat QoQ, improved 60 bps YoY.
- PAT at INR 1,164 Mn, declined 1.0% QoQ but rose 32.7% YoY; PAT margin at 15.3%.
- Cash and equivalents increased to INR 17,280 Mn vs INR 13,973 Mn a year ago.

Segment Performance
- Enterprise Commercial Solutions (ECS) grew 4.6% QoQ and 18.8% YoY.
- Enterprise Medical Solutions (EMS) grew 1.2% QoQ and 12.8% YoY.
- Brand Activation declined sharply by 21.6% QoQ due to client regulatory hurdles and project conclusion.

Geographic and Industry Mix
- North America contributed 70.2% of revenue, followed by Europe at 27.1%.
- Biopharma remains dominant at 94.1% of revenue; medical devices and emerging biotech combined at ~5%.

Other Highlights

Tectonic: This is a new offering designed for large transformative conversations with major customers, aiming to move Indegene up the marketing value chain on the commercial content creation side. It leverages Indegene's marketing and medical capabilities, global operations, and technology, especially AI. Tectonic has already generated over US $1 million in revenue in Q1 from two top-20 customers. It will be reported as part of Enterprise Commercial Solutions (ECS).

AI and Cortex: Indegene is increasingly incorporating AI (including Generative AI or GenAI) into its solutions across medical affairs, regulatory, safety, and commercial operations. Clients are excited about these unique value propositions. AI is expected to play a "very significant role" in differentiating Indegene and enabling larger market share in the medium term. Cortex is the platform facilitating the rapid integration of AI into solutions.

M&A Strategy: Mergers and Acquisitions remain a priority, with a healthy pipeline. The focus is on acquiring capabilities rather than specific geographies, with opportunities identified in both the US and Europe. The company notes that valuation expectations from potential targets are becoming more realistic, increasing the likelihood of M&A deals.

Growth as a Priority: Indegene's primary focus is on growth, even if it means reinvesting incremental earnings rather than immediately expanding margins, especially as customers are showing increased engagement for new programs.

Industry Trends: The company sees no change in the overall industry outlook, with continued pressure on drug pricing reinforcing the need for pharmaceutical companies to become more efficient through digital transformation, AI adoption, and advanced analytics. Indegene's business is considered non-discretionary and critical for pharma companies, focusing on essential areas like S&M (Sales & Marketing), regulatory, and medical affairs.

Sundram Fastners Ltd Q1FY26 Concall KTAs

Optimistic about continuing strong domestic growth across all segments in the coming quarters, with guidance for 8–9% revenue growth for FY26. While export markets, especially North America, remain uncertain due to regulatory and tariff challenges, the company expects recovery to begin by Q3/Q4, particularly in EV and hybrid components. They are expanding in wind energy, aerospace, and industrial segments. Margins are expected to improve gradually with better product mix, cost efficiencies, and stable raw material prices, though a full return to peak margins may take time.

Gross margins improved due to benign commodity prices, better procurement mix, lower tooling and subcontracting costs, and reduction in international freight rates.

The contribution margin improved by ~2% over Q4, driven by product mix and cost efficiencies.

Domestic business outperformed the industry across all segments including commercial vehicles, engines, passenger vehicles, tractors, and SUVs.

Aerospace revenues grew from USD 2–3 Mn to USD 6–7 Mn, and the company targets INR 1,000 Mn over the next 2–3 years.

Aftermarket business contributes 12–13% of overall revenue and is expected to remain within 10–15% range.

Exports are currently flat or slightly lower YoY, with North America facing headwinds due to emission norm uncertainties and tariff-related issues.

Europe has shown relative improvement, and currently contributes 15% of total exports, with UK adding another 5%. The company is actively working to expand in the European region.

The management expects export market recovery by Q3–Q4 FY26, especially in EV and hybrid components.

GM EV program is progressing steadily, expected to contribute over INR 2,500 Mn in revenue, with ramp-up to full scale in the next 1–1.5 years.

Capex - The company expects FY26 capex of INR 3,000 Mn, mostly for growth with ~25% allocated to maintenance.

Increased usage of renewable energy, currently at ~52%, is helping reduce power costs; target is to exceed 55% by FY26-end.

For domestic EV OEMs like Tata, Mahindra, and Hyundai, the company is already supplying certain driveline parts and exploring additional opportunities.

Participating in multiple EV and hybrid programs, both globally and domestically, and expects meaningful contributions over the next few years.

No tariff-related cost burden has been passed on to company; all customers have accommodated price revisions so far.

Working capital components including receivables and inventories are well under control, and borrowings are trending downward.

The company is investing INR 750 Mn for the next phase of expansion in wind energy segment.

Pokarna Ltd – Q1 FY26 Concall Highlights
CMP: INR 895.50 | MCap: INR 27.76 Bn

Outlook and Guidance

Pokarna Ltd is optimistic about its expansion into its third Bretonstone plant with the INR 440 Cr CapEx on track and production starting in FY27. The company worries about the uncertainty from 25% US tariff, whose FOB business could still see loss of clientele to competitors in lower tariff countries. To counteract, company plans to increase focus on non-US markets. Operationally, KREOS and Chromia should begin contributions this fiscal year and loss-making granite segment to also gain profitability. This, alongside the new plant, could bring total revenue to INR 500 crore at full capacity. However, customer worries about tariffs reduces orders, causing Q1 financials to show a decline while other margins remain flattish.

Financial Highlights

- Q1 revenue: 173.74 Cr (down 11.96% yoy)
- Q1 PAT: 28.29 Cr, down 14.50% yoy (margin remain same)
- Q1 EPS (not annualized): decreases from 10.67 to 9.13 yoy
- Q1 EBITDA: 57.70 Cr, down 12% yoy (margin remain same)

US 25% Tariff Announcement

- Customers have selected products, but delay order placement till there is more clarity
- Major order volume comes from US market, hence potentially large hit in top line
- The company is an FOB business hence tariffs are fully paid by consumers so costs remain same
- Tariffs in effect on orders post August 7th, so company waits on customer response
- Potential for customers shifting to other countries with lower tariffs endangers retention

Operational overview

- CapEx plan of INR 440 Cr for third Bretonstone plant on track, production from new machinery to begin FY27
- KREOS and Chromia line to begin contributing more significantly this fiscal year
- Granite segment still books loss, efforts underway to improve with segment Q1 loss decreasing 57.90% yoy

Future Plans

- Optimum utilization and functionality of all segments could yield INR 500 Cr revenue
- Plans to diversify colours, portfolio, and innovations to offset tariff losses
- Good opportunity to improve network by shifting to non-US market reducing dependance

Jindal Drilling & Industries Limited – Q1 FY26 Concall Highlights
CMP: INR 638.10 | MCap: INR 18.49 Bn

Outlook and Guidance

The company had a strong quarter, with EBITDA up 22.99% and PAT up 5.66%, driven by the performance of Jindal Pioneer. Its net cash position is stable despite acquiring new rigs. Operationally, five rigs are currently active, with a sixth refurbishing for an October deployment. The company is optimistic about future ONGC tenders, expecting higher rig rates than the previous $40,000, closer to the international standard of $80,000-$90,000. It projects conservative revenue projections of over 925 Cr for FY26, anticipating declining financing costs as debt is reduced.

Financial Highlights

- Revenue: remained mostly same QoQ
- EBITDA: 107 Cr, up 22.99% QoQ (margin increased 600 BPS)
- PAT: 56 Cr, up 5.66% QoQ (margin remains same)
- Increased profitability on account of Jindal Pioneer
- Decreased other income due to unfavorable forex rates
- Net cash position remains same despite acquiring new rigs indicating strong profitability

Operational Highlights

- 4 rigs are operating offshore with ONGC, 5th rig is engaged overseas, 6th rig is under refurbishment for October deployment in ONGC contract
- ONGC tenders have been sluggish hence further tenders from ONGC/others would motivate purchasing rigs
- ONGC plans with BP will release soon potentially engaging further tenders
- Previous ONGC tender of USD 40,000 rig rate was a one-off with better rates expected in future (international rig rate is USD 80,000-90,000)
- Preference of ONGC over Aramco due to latter's volatility in contract and rates, but open to opportunity in providing to Aramco

Guidance

- FY26: Revenue of 925+ Cr. EBITDA of 360-380 Cr
- FY27: Revenue of 900 Cr. EBITDA of 360-380 Cr
- These are conservative projections on a low rig rate of USD 40,000 with expected higher rates
- Financing costs will continue to decline as gross debt is paid with depreciation remaining roughly same

Team Lease Services LTD - Q1FY26 Concall KTA's
CMP:- INR 1882 | Market Cap :- INR 315.5 BN

Outlook:-
Team Lease Services is observing high demand across all three core businesses, with this positive momentum expected to sustain into the coming quarters. The company demonstrated significant operating leverage in Q1 FY26, with EBITDA increasing by 39% year-on-year, and aims to maintain at least 30% year-on-year profit growth for the remainder of the year. With over 20,000 open positions and supporting fixed costs remaining constant, Team Lease anticipates continued profitability and has strong conviction about the year ahead.

Financial Highlights:-

•The group added 5,000 billable headcount in Q1 FY26, including 110 net additions in specialized staffing. YoY, they added approximately 19,000 headcount.

•Year-on-year PBT and PAT grew by about 30%.

•Days Sales Outstanding (DSO) in the staffing business is 7 days, with the overall group DSO at 17 days.

•Recent acquisitions have been fully integrated and contributed about 4% to Q1 EBITDA and 1% to the top line.

•The EdTech business is profitable with some seasonality, and is expected to be positive cumulatively for the current year. HR Tech is currently an area of investment but is anticipated to become EBITDA positive by mid-next year. The HR services segment overall is expected to maintain revenue growth of 25-30% consistently with an EBITDA margin of 6-8%.

Other Highlights:-

•Q1 saw a mixed bag, with DFSI growing by 6.4% in headcount, while FMCG declined by 4.4%, and other sectors like telecom, retail, and e-commerce remained flat. However, the company expects some of the more muted sectors, including FMCD, FMCG, telecom, and BFSI, to accelerate in Q2.

•The company closed Q1 with 44 new client sign-ups (60% on variable markup) and delivered over 17,000 new joiners, a 10% increase from the previous quarter. They currently have over 20,000 open positions, which is seen as a strong indicator for the year ahead. Q2 is looking "quite positive" from an open position and number outlook.

•A notable shift saw almost 65% of gross joiners in Q1 from Tier 2 and Tier 3 cities, which has marginally impacted Q1 revenue growth due to lower average salaries. The company aims for a steady-state volume growth of 15% in staffing.

•The introduction of value-added services for clients and candidates, alongside improved productivity, is anticipated to contribute to margin expansion over the next two to three quarters.

•The IT hiring environment in Q1 remained cautious, especially for traditional IT services companies. However, TeamLease is seeing signs of growth in Tier 2 IT firms, product companies, and digital-first organisations.

•The Global Capability Centers (GCC) segment contributed approximately 46% of headcount and 64% of net revenue, demonstrating volume and stability. GCC hiring remains steady despite broader market softness, reinforcing the model's structural strength. They continue to deepen engagement with 75 GCC customers.

•The Build Operate Transfer (BOT) model is scaling, and there's proactive investment in sourcing and delivery for niche digital skills like AI/ML, cloud platforms, and cybersecurity. Project-based, just-in-time hiring is also on the rise.

•The global business contributed nearly INR 140 Mn in gross revenue and over INR 10 Mn in net revenue with positive EBITDA in Q1, leveraging India delivery capabilities with Singapore and UAE presence. While Singapore rate cards are 5-6 times higher, India clients currently show better margin percentages; however, a steady pipeline in Singapore and the Middle East is expected to drive future margin expansion.

•Specialized staffing margins were soft in Q1 due to annual employee appraisals and taking up some Managed Service Provider (MSP) mandates which typically have lower margins.

•The government's renewed focus on skilling and vocational education, coupled with recommendations for inflation-linked stipend increases, signals strong policy support for apprenticeships.

•TLDA added about 1,700 apprentices in Q1 (1,472 from learning-led programs) and onboarded 14 new client logos. 22% of existing clients have adopted learning solutions, indicating their positive impact on productivity, attrition, and engagement.

•The company sees growing interest in education-integrated apprenticeships and Work Integrated Learning Programs (WIPs) across diverse industries such as food processing, healthcare, financial services, IT/ITeS, BPO, and pharma. A key focus in Q1 was monetising apprenticeship-linked product lines, including managed training services.

Green Panel Industries Ltd – Q1FY26 Concall KTAs
CMP: 287 | Market Cap: INR 35,071 Mn

Outlook: Green Panel Industries has maintained its guidance for both volume and margins despite the challenges faced in Q1. The company's strategy is to recoup lost volumes and regain market share over the next nine months. This ambition implies a significant growth requirement in the latter part of the year, with an annual target of 550,000 CBM.

Volume Growth Strategy:

• Focus remains on market share gains supported by operating leverage, rather than aggressive margin pursuit.
• Plans to phase out non-BIS compliant commercial-grade MDF and shift volumes to standard industrial grade by Q2.
• Private label sales expected to stabilize, aided by improved synergies with the core MDF business.
• The new thin panel plant in Andhra Pradesh is guided to operate at 30–35% capacity utilization in FY26.

Margins & Cost Optimization:

•Margin recovery expected from Q2 onward, driven by:
-Labour cost reduction of ~7% sequentially, contributing 2.5% to gross margins.
-Timber prices softening, with a 10% drop estimated to add 3% to margins.
-The thin MDF line is projected to break even at ~40% utilization but may not reach break-even in FY26 (targeted at 35%).
-Value-added products from Line 3 are expected to contribute meaningfully starting Q3 post stabilization.

Capital Allocation & Leverage:

• No major capex is planned for FY26–27; focus remains on deleveraging and working capital efficiency.
• Future plywood capex contingent on current capacity utilization crossing 80%.
• Q1 FX loss viewed as one-off due to EUR-INR volatility; the company maintains short-term hedging practices.

Sector Tailwinds & Regulatory Changes:

• Management highlights visible demand recovery and favourable industry dynamics.
• No material capacity additions are expected in the organised MDF sector over the next two years.
• MDF imports have declined ~90% YoY post-BIS implementation, easing competitive intensity.
• Expected enforcement of BIS norms for MSMEs from Aug–Sep 2025 will likely phase out non-compliant commercial-grade MDF, converting the market towards industrial-grade and benefiting organized players.

Brand & Channel Strategy:

• Focus on channel engagement and brand visibility through dealer rewards, annual meets, and in-shop branding across 2,000+ dealers.
• Ad spend to remain stable in absolute terms, with new product launches and a revamped loyalty platform supporting dealer retention and brand recall.

Bluspring Enterprises Ltd - Q1FY26 Concall KTA's :-
CMP:- INR 88.9 |MARKET CAP:- INR 13.24 BN

Outlook:-
Bluspring Enterprises Ltd anticipates a strong future, targeting 3x of GDP organic growth and a 6% EBITDA margin by 2030, with an immediate goal of a 4% exit margin by end of FY26. The company expects a return to normal performance in Food and Telecom segments from Q2 onwards following seasonal Q1 dips, and is confident that its investment, foundit, will achieve break-even by H2 FY26. Strategic initiatives include inorganic growth for Food and Industrials, enhancing Security margins, and reducing average debt to below INR 1 Bnin Q2. This outlook is further supported by leveraging cross-selling opportunities and digital transformation to drive profitable growth towards a 20% Return on Equity.

Financial Highlights:-

•Revenue for Q1 FY26 stood at INR 7.97 Bn marking a 10% year-on-year (YoY) growth but a 1% quarter-on-quarter (QoQ) dip.

•EBITDA was INR 120 Mn, representing a 37% YoY decline but a significant 148% QoQ increase. The EBITDA Margin was 1.5%.

•The company reported a PAT of (INR 70 Mn) and an Adjusted PAT of (INR 60 Mn).

•Q1 dip and margin pressure was largely attributed to seasonal slowdowns in the high-margin Food and Telecom businesses. Additionally, the company made strategic investments in building out its sales and leadership teams post de-merger, including merit increases, joining bonuses, and onboarding costs, which impacted margins. A stringent estimated credit loss policy also contributed to the decline.

•The gross debt for the quarter is around INR 2.22 Bn.

•The company aims to reduce its average debt to less than INR 1Bn in Q2 and continue reducing it throughout the year.

•The long-term guidance on debt remains at a maximum of 1.5x EBITDA.

Segment-wise Performance and Strategic Initiatives:

Facility & Food Services (60% Revenue):

•Revenue grew 13% YoY but was flat QoQ due to seasonality in the food business, as educational institutions were closed in June and July.

•The company is focusing on securing large deals and expanding into emerging spaces such as industrials, GCCs, government, and public infrastructure.

•A new central kitchen in Bangalore is being set up, expected to be operational by Q3 FY26, to expand footprint in corporate offices and GCC regions.

Telecom & Industrial Services (19% Revenue):

•Revenue grew 20% YoY, but saw a slight QoQ dip due to seasonality, as Q1 is typically a soft quarter with delayed network rollouts by telecom players.

•The industrial business continues to expand through Operation & Maintenance (O&M) contracts in renewables, green energy, utilities, and manufacturing sectors.

•Annuity contracts now contribute approximately 13% of telecom revenue, up from a single low digit last year.

Security Services (19% Revenue):

•Revenue increased 8% YoY and 1% QoQ, primarily driven by man-guard growth.

•Headcount increased by over 600 in Q1.

•The company is working to enhance margins through cost reduction, contract rationalisation, and a shift towards hybrid tech-enabled guarding service offerings.

•The aim is to move from a current margin trajectory of 2.5-3% to in excess of 3% within FY26.

Investments (foundit - 2% Revenue):

•Revenue grew 6% QoQ to INR 200 Mn

•The burn at the operational EBITDA level has improved to INR 160 Mn (excluding ESOPS), a 37% improvement from Q4.

•The company is confident of achieving break-even in H2 FY26, possibly by Q3 FY26. This confidence is based on a revamped product (improved UI/UX, search relevance, reduced site latency by 25%), strategic cost optimisations (cloud, office rentals), and significant investments in sales leadership.

•The immediate target is to reach INR 300-350 Mn of revenue per quarter by Q3. In the long term, foundit aims for 25-30% EBITDA margins over the next three years.

Credo Brands Marketing Ltd – Q1FY26 Concall KTA's

Outlook: The Company is focused on establishing itself as a premium menswear brand through a revamped identity, curated fashion offerings, and upgraded retail experiences. FY26 is expected to be muted because of weak consumer sentiment, especially in Tier 2/3 markets, while FY27 will see moderate recovery. Significant investments in marketing, digital presence, and high-street retail formats will weigh on short-term margins but are expected to deliver results from FY28 onwards. The brand's D2C platform, retail modernization, and a measured approach to store expansion underpin its vision to scale profitably and sustainably in the premium fashion space.

Guidance

- FY26 revenue growth is expected to be flattish or low single-digit, with muted demand continuing in H1FY26 and a possible festive-led pickup in H2FY26.
- Marketing investments are guided at 6-7% of revenue in FY26 and 8-10% in FY27, primarily focused on digital storytelling and consumer engagement.
- The online channel contribution is expected to remain at 11-13% in FY26 and increase further in FY27; D2C growth will be calibrated to remain profitable.
- Margin normalization is anticipated by FY26-end, returning to the historical gross margin range of 56-57% from the elevated 61.6% seen in Q1FY26.
- No new brand launches are planned; the focus remains solely on strengthening and scaling the business.
- The Capex per premium store is INR 3.2-3.5 Mn, up 30% YoY, with internal accruals funding all expansion.

Financial Highlights

- Q1FY26 revenue stood at INR 1,199 Mn, gross profit at INR 738 Mn, gross margin 61.6%, EBITDA at INR 310 Mn with margin 25.9%, and PAT at INR 63 Mn with a margin of 5.3%.
- Gross margin expanded by 290 bps YoY because of reduced discounting and stronger inventory control, particularly in Tier 2/3 regions.
- Marketing expenses rose to INR 54 Mn in Q1FY26, up from INR 24 Mn YoY.
- Online sales via the company's own website more than doubled YoY; however, total online mix remained flat because of the inventory dispatch delays to partners.
- Despite QoQ revenue decline, the company remains focused on maintaining profitability while continuing brand investments.

Other Highlights

- The company plans to open ~20 new premium stores in FY26 while shutting 20 underperforming outlets, keeping the net store count flat.
- 15-20 stores will be revamped to reflect the company's new identity and premium positioning. The store strategy emphasizes quality over quantity, aiming for per-store productivity gains.
- 1/3rd of EBOs are in Tier 3 cities, though demand remains soft in those areas; future store openings will focus on high-rental, high-traffic areas such as top malls and high streets.
- The company clarified it is not losing market share in Tier 3 but noted these regions are not conducive currently to premium sales because of low SLCs and muted discretionary spending.
- A mini capsule brand "400050" has been launched in the streetwear space, but the company confirmed no plans for new mass-market or economy segment brands.
- The Business expects that major returns on current investments i.e. both digital and physical will begin from FY28 onwards, once marketing intensity and brand visibility stabilize.
- Reiterated that product pricing will not be increased despite premiumizing the store environment and customer experience; the aim is value-enhanced perception at existing price points.
- Peer comparisons were drawn to brands such as Levi's, US Polo, Pepe, Rare Rabbit, and Spiker; however, The Company positions itself as offering a differentiated, curated product and brand experience.

Ceinsys Tech Ltd-Q1FY26 Concall KTAs- Arihant Capital
CMP INR 1752 | Market Cap INR 31,240 Mn

Outlook: Expecting additional INR 8,000–9,000 Mn of fresh orders in FY26, of which ~INR 4,000 Mn could come from the Jal Jeevan Mission (JJM). The execution window for the order book is 18 months, and the company expects consistent new wins to replenish the pipeline. Revenue mix target, shifting from 70:30 (Government:Private) to ~60:40 over the next 3 years by increasing international business. Despite delays in JJM, management expects a recovery as audits conclude; the high bid-win ratio (70–80%) is expected to continue. There is continued traction in the U.S. market, with international revenue for Q1 at INR 75 Mn (5% of total). The U.S. strategy remains intact driven by both organic and inorganic growth led by new verticals and the recent subsidiary, AllyGrow's.

EBITDA grew by 130% YoY to INR 300 Mn and EBITDA margin improved 140 bps YoY to 19.35%.

Strong cash position with INR 1270 Mn operational surplus and fully debt-free status maintained.

Order book stood at INR 12,090 Mn as of June 30, 2025, implying ~2 years of revenue visibility.

Technology solutions revenue grew 2.7x YoY from INR 310 Mn to INR 840 Mn, now contributing 54% of total revenue (vs 51% in Q4FY25).

Employee cost reduced to 23% of revenue from 35% YoY due to operational efficiencies.

INR 100 Mn investment towards US business development expensed in Q1.

Geospatial & Engineering Services contributed ~70% of the segmental business (INR 820 Mn) Technology Solutions at INR 840 Mn.

Margin: Geospatial/Engineering ~15–16%, while Technology Solutions margin stood at ~30%. Increasing focus on higher-margin tech solutions to drive blended margin expansion going forward. Margin expansion driven by operating leverage and focus on high-value solution-led offerings.

Strong execution momentum across projects led to better margins and cash flow conversion.

INR 1150 Mn MMRDA contract won for infra monitoring as system integrator.

INR 115 Mn PMC contract and INR 55 Mn Autodesk software project also secured from MMRDA.

Vidarbha River Linking Project execution slower than expected; ~ INR 300–350 Mn executed vs initial INR 1500 Mn estimate due to government-side delays.

Unbilled revenue at ~INR 750 Mn, ~50% of quarterly topline; expected to be billed in Q2/Q3. Q1 cash flow nearly matched EBITDA (INR 270 against INR 300 Mn), indicating strong conversion.

Allygrow Technologies (2022): This acquisition brought in deep capabilities in manufacturing engineering and mobility solutions, covering end-to-end product development and automation for 2W/3W, passenger vehicles, CVs, and off-highway equipment.

VTS Geospatial (USA, 2024): Acquiring this telecom-focused geospatial business expanded Ceinsys's international footprint, particularly in the US market.
The company has allocated $28 mn for future acquisitions and is currently in advanced due diligence for two targets. Management, including CEO-designate Mr. Suraj KP, is actively involved in M&A execution.

(international sub) driving 20% QoQ growth in U.S. business and positive margin profile contributing to performance.

CEO transition planned from Jan 2026 Mr. Suraj KP to succeed Prashant Thomas. CEO-designate actively involved in strategy, ops, and M&A to ensure smooth succession and international push.

Project cost variation driven by contract nature; higher outsourcing in some cases, pure IP-led delivery in others.

Government exposure managed via projects with secured funding back-to-back payment models in place.

Risk diversification via increased private/international exposure not reducing absolute govt business, but rebalancing mix.

Leadership: Multiple senior hires to strengthen leadership bench as business scales. Past exec (Rashi Mehta) exited in prior quarter and current leadership focusing on building next phase of growth capacity. Structural evolution ongoing to align teams across geospatial, technology solutions, India & international business units.

Radico Khaitan Ltd – Q1FY26 Concall KTAs

Outlook: For FY26, the company is targeting over 20% volume growth, with strong contributions expected from its premium product categories. IMFL margins, currently exceeding 18%, are projected to improve annually by 125–150 bps over the next 3 years, driven by operational leverage, premiumization, and stable input costs. The company remains well-positioned to support this growth with no capacity constraints, backed by its state-of-the-art Sitapur facility Asia's largest and expanded infrastructure for single malt production. Additionally, it is on track to achieve INR 5,000 Mn in revenue from premium brands in FY26, up from INR 3,500–3,600 Mn in the previous year.

Financial Highlights

• Total IMFL volume grew 38% YoY to 9.72 Mn cases; Prestige & Above segment volume rose 41% YoY.
• Gross margins improved to 43% in Q1FY26, compared to 41% in Q1FY25, driven by premiumization and stable commodity costs.
• Net debt reduced by INR 1,640 Mn since March FY25, supported by improved profitability and better working capital management.
• The Non-IMFL business reported 12% YoY growth and is expected to grow at a single-digit rate going forward.

Brand Portfolio

• Premium Focus: Luxury and semi-luxury brands witnessed ~50% YoY growth in value terms in Q1FY26.
• FY26 Target: The company is on track to achieve INR 5,000 Mn in revenue from premium brands, up from INR 3,500–3,600 Mn in the previous year.
• Notable launches include Mocha, marking the company's entry into the super-premium whiskey segment (priced above peers and launched in UP with plans to expand to 10 states); Spirit of Kashmir, an Indian luxury vodka positioned against imported brands; and Sangam, targeted alongside premium international malt blends like Monkey Shoulder.
• After Dark was successfully repositioned, doubling its volume to 1.9 Mn cases in FY25, with a national launch currently underway.
• Magic Moments Vodka grew 20% YoY and continues to command ~60% market share in the vodka segment.

Other Highlights

• Digital & experiential marketing efforts are centred on digital platforms, in-store visibility, and airport promotions across key metro cities.
• Operational leverage is expected to drive a margin expansion of 125–150 bps over the next 3 years, supported by the scaling of premium brands and stable input costs.
• Brand innovation remains a key focus, with a strong pipeline of premium and luxury product launches currently under development.
• In Andhra Pradesh, market share surged from 10% to 28%, now the highest in the industry. In Maharashtra, no major impact has been observed from recent duty changes, with the state contributing only around 4–5% of total volumes. In Telangana, receivables stand at INR 900 Mn among the lowest in the industry with current supplies being paid on time.
• Future tailwinds include potential policy shifts or market reopening's in Delhi, Bihar, and Tamil Nadu, which could serve as significant positive catalysts for growth.

Nucleus Software Exports Ltd – Q1FY26 Concall KTA's
CMP: INR 1,016 | Market Cap: INR 26,736 Mn

Outlook: The company remains focused on driving long-term growth through deeper client engagement, product innovation, and geographic expansion. A significant pipeline, strong implementation momentum, and regulatory-aligned AI adoption position the firm well for FY26 and beyond. While margin pressures persist in the near term because of cost escalations, revenue growth is expected to normalize profitability by FY27. Investments in North America and embedded AI capabilities will improve market share and delivery strength across segments.

Guidance
- The Company reiterated focus on order conversions and operational excellence for sustained momentum in FY26-FY27.
- Revenue visibility improved with a growing order book; deliveries expected to continue from recent large-scale implementations.
- Profitability to be supported through new deal wins and scale efficiencies, rather than cost rationalization alone.
- International expansion, especially in North America, remains a core strategic focus with PoCs and advisory engagements ongoing.

Financial Highlights
- Q1FY26 consolidated revenue stood at INR 2,177 Mn, down QoQ but up 11.4% YoY from INR 1,954 Mn.
- EBITDA came in at INR 337 Mn, declining sharply from INR 743 Mn QoQ because of the higher delivery and marketing expenses.
- Net profit was INR 352 Mn with a margin of 16.2%, compared to INR 647 Mn QoQ and INR 302 Mn YoY.
- The Delivery costs increased to 70.1% of revenue vs. 57.3% QoQ.

Other Highlights
- The company executed one of its largest go-lives for a leading financial institution with more than 20,000 daily users on its FinnOne Neo Collections and Mobility platform. Phase 2 implementation continues.
- FinnAxia, another key platform, went live with Hatton National Bank, Sri Lanka following earlier success at Federal Bank, India. Strong traction seen in trade finance and supply chain verticals.
- Marketing and G&A expenses also rose to 6% and 8.3% of revenue respectively because of functional and sales expansion.

Product revenue stood at INR 1,849 Mn, while project and services revenue rose to INR 328 Mn.

Total cash and equivalents reached INR 9,659 Mn, including INR 6,078 Mn in mutual funds, INR 2,185 Mn in fixed deposits, and INR 337 Mn in tax-free bonds.

Receivables improved to INR 1,261 Mn from INR 1,374 Mn QoQ.

- AI modules embedded in products i.e. not standalone are gaining traction. These are compliant with Tier-1 regulatory norms and help explainability in decision logic, especially important for markets such as Europe.
- Expansion in North America underway with PoCs and Big 4-led discussions to help penetration. GM Finance is already a client in LATAM and EU. The Employee count remained stable at 1,939 vs. 1,945 QoQ.
- New client additions were modest i.e. one logo in Q1FY26, with broader customer metrics to be disclosed from next quarter.
- The Order book rose to INR 7,032 Mn in Q1FY26, up from INR 6,124 Mn in Q4FY25. by product business i.e. INR 6,087 Mn and project/services i.e. INR 945 Mn.
- No one-offs were reported in Q1FY26 expenses; increases are attributed to ongoing business activity and investment in growth.
- The Company confirmed that recent CFO exit was handled promptly; product pricing is being realigned gradually with value delivered across legacy clients. The Business noted earlier delays in deal conversion because of the increased board-level regulatory diligence. This has now eased with a healthy pipeline converting into orders.

GE Shipping Company Ltd – Q1FY26 Concall KTAs
CMP: 931 | Market Cap: INR 133.3 Bn

Forward-Looking Statements

• Management adopted a cautious stance, avoiding specific guidance due to persistent market volatility and geopolitical uncertainty.
• There is no current plan to expand the fleet aggressively; the strategy is focused on selective replacement of aging crude tankers.
• The three offshore rigs (Chetna, Chaaya, Chitra) are expected to be fully deployed by H2 FY26, indicating improved visibility in the offshore business.
• Tanker deployment will remain opportunistic, with management closely monitoring asset prices and charter arbitrage before committing capital.

Future Business Outlook

Shipping Segment

• Crude tanker spot rates have corrected from Red Sea highs; management does not expect a significant upswing unless fresh disruptions or demand shocks emerge.
• Product tankers remain firm but may normalize over the coming quarters; the company is not looking to buy into the current strength.
• Dry bulk performance is mixed—bauxite volumes are supporting rates, but weakness in coal and steel is capping further upside.
• LPG remains structurally strong, driven by U.S. exports and trade route shifts; however, management flagged a growing global order book as a medium-term concern.

Offshore Segment

• Offshore rig dayrates have sharply corrected following Aramco's activity suspension; new ONGC contracts are at materially lower rates.
• Despite the rate reset, management is focused on utilization and will accept shorter contracts to keep rigs working.
• Rig-related preparatory spends will be booked in Q3–Q4 FY26, ahead of fresh deployments; no new rig acquisition is planned.

Financial Outlook

• Revenue momentum in FY26 will be driven by increased rig utilization in H2 and stable chartering income across tankers and LPG.
• Capex remains conservative—no major fleet additions expected; expenditure will primarily be for rig preparation and possibly one or two crude tanker replacements.
• Liquidity remains strong with ~INR 6000–7000 Mn in net cash; cash will be used selectively, with no debt-led growth planned.
• An INR 4500 Mn intercompany loan was extended to the subsidiary (GIL) at 7.5% ROI due to lack of near-term reinvestment opportunities and challenges in cross-border fund transfers.

PB Fintech Ltd – Q1FY26 Concall KTA's

Outlook: The Company remains focused on building a long-term, sustainable insurance and credit ecosystem with health, pension, and capital protection products as strategic pillars. Expects visible impact from healthcare investments by FY27 and targets zero or slightly positive contribution margins in new initiatives by FY26. Mutual fund and lending platforms are being enhanced for scalability, while backend tech integration is expected to drive execution strength. Profitability in POSP and UAE is targeted to stabilize, and lending growth is expected to pick up pace from Q3FY26 onward.

Guidance

- New initiatives, contributing INR 5,140 Mn in FY25, are expected to reach break-even or slight profitability by FY26, by operational leverage and segmental maturity.
- Mutual fund distribution will follow a commission-based model, integrated within PB Money along with bonds and other savings tools aimed at long-term wealth creation.
- Health renewal trends are stable with no deterioration seen; preferred provider networks are being built to enhance margins and reduce claim outflows.
- Backend upgrades and lending tech stack improvements are targeted for completion by Q2FY26, with loan business growth expected to resume in Q3FY26.
- The Company maintains a long-term target of INR 1,000,000 Mn in premiums by FY30, building buffers across all verticals to ensure delivery.

Financial Highlights

- Renewal revenue take rate has improved gradually from 6.5% in FY24 to 6.9% in Q1FY26.
- Contribution margin in the credit business stood at 41%, but adjusted EBITDA margin was at negative 20% because of approval tightening; recovery is expected with improved lender partnerships.
- Mutual funds via PB Money crossed ~INR 10 Mn in AUM within a month without marketing; current run-rate remains encouraging for future expansion.
- Segmental renewal premiums in Q1FY26 were, POSP at INR 1,800 Mn, UAE at INR 1,110 Mn, and Corporate at INR 2,920 Mn, corporate renewals showed strong YoY growth from INR 2,720 Mn.
- POSP, despite being a pass-through business, is improving steadily, and long-term EBITDA margin of 5% is viewed as achievable by FY30 or beyond.
- Indirect costs rose 41% YoY, mainly from salary increments, regional expansion, and backend tech hiring; however, these are being closely monitored and are not structurally elevated.

Other Highlights

- The Company does not encourage porting among existing customers to preserve renewal margins; ~82% of new health insurance customers are first-time retail buyers, not port-ins.
- Over 2/3rd of business originates from granular agent networks, primarily low-volume sellers; this structure enables strong cross-sell in motor, health, PA, and life products.
- ~25% of the sales team now operates across 200+ cities, driving assisted insurance via hybrid physical-digital models; this channel contributes ~30% of life and health insurance sales.
- Healthcare expansion is underway with technology solutions, GP interfaces, and at-home/daycare solutions being deployed to reduce hospitalization rates and improve claim experiences.
- Capex remains asset-light as the company focuses on tech-led infra without owning hospitals; care pathway tools and narrow provider networks are being developed in collaboration with insurers.
- ESOPs and performance incentives for new initiative teams are tightly linked to 8+ year profitability goals
- Structural challenges in Indian insurance include poor early-stage disclosures and late-buying behavior; The business is actively educating customers and digitizing claims to enhance trust. Receivables remain slightly stretched because of the 1/N collection model adopted.
- Despite the pressure on contribution margin from new health i.e. negative 20% EBITDA and credit segments, renewal insurance margin ~75-80% continues to anchor overall profitability.

Nelcast Ltd Q1FY26 Key Takeaways
CMP: INR 169 | Market Cap: INR 14.7 Bn

- The company began FY26 with strong momentum, continuing positive trends from the previous quarter.
- Significant growth was reported in the tractor segment, mainly due to an early and favorable monsoon.
- Management expects the tractor segment to maintain robust growth throughout FY26.
- The commercial vehicle segment also posted a solid start and stable outlook for the rest of the year.
- Exports grew YoY despite concerns about tariff uncertainties in key overseas markets.
- Management is actively working to minimize risks from global trade volatility and changing regulations.
- Ongoing efforts are focused on expanding the export business, especially in off-highway components for North American and European customers.
- Meaningful contributions from new export initiatives are expected to begin from FY27–FY28.
- The company is investing in product complexity and shifting towards more value-added products to enhance competitiveness.
- Emphasis is being placed on strengthening long-term customer relationships and improving operational efficiencies.
- The leadership is aiming to diversify the business and reduce dependency on any single geography or customer segment.
- Strategic initiatives and growth drivers were discussed, with forward-looking statements accompanied by a note of caution regarding broader business risks.
- Investments in cost optimization, process improvements, and strategic engagement with key customers are seen as critical for future growth.
- For FY26, management expressed cautious optimism, with expectations of higher demand and improved plant utilization, especially if market conditions remain favorable.
- Growth from new export orders, particularly from North America and Europe, is anticipated to be a key driver over the next 12–18 months, though timelines may vary with market dynamics.

TCPL Packaging Ltd Q1FY26 Concall Highlights
CMP: INR 3,437| Maket Cap: INR 31,280 Mn

• Q1FY26 revenues grew ~5% YoY to INR 4247 Mn, highlighting resilience amid subdued domestic demand and international uncertainty.
• EBITDA remained stable at INR 726 Mn, with margins at 17.1% (down 50 bps YoY).
• Profit before tax was reduced by a INR 100 Mn mark-to-market forex loss on Euro-denominated borrowings.
• The Chennai Greenfield facility achieved production stability and strong customer engagement across South India.
• No further capex is planned for the Chennai plant this year; focus is on ramping up the first line to break even.
• Domestic demand improved entering the festive season, reversing prior sluggishness.
• Export volumes experienced a temporary slowdown due to macro factors, with recovery expected over coming quarters.
• Creative-offset facility delivered high double-digit growth and is on track to turn profitable in FY26.
• Overall capacity utilization stood at approximately 70%, leaving room for volume growth without immediate capacity additions.
• Management's strategic priorities include digitalization, innovation, diversification, sustainability, and market expansion domestically and globally.
• Annual capex guidance remains INR 1000–1500 Mn with a stable debt-to-equity ratio around 1:1; incremental leverage may be taken for high-ROI opportunities.
• Raw material costs remained largely stable, with only minor increases in paperboard prices.

Ester Industries Ltd Q1FY26 Concall Highlights
CMP: INR 113| Maket Cap: INR 11,000 Mn

- Recycled PET revenue surged from INR 5 Mn in Q1 FY25 to INR 140 Mn in Q1 FY26, reflecting significant volume expansion.
- From Q1 FY26 onward, recycled PET revenues are reclassified under the polyester film segment to better reflect business structure and sustainable-materials focus.
- Polyester films segment capacity utilization increased from 64% to 82%, with sales volume rising 22.6% to 21,531 MT and revenue up 20.7% to INR 2760.7 Mn.
- Value-added specialty products accounted for 24% of polyester film volumes, driven by a 37% YoY volume increase in VAS offerings.
- Implementation of PWMR rules from 1 April 2025 has boosted demand for BOPET films with varied PCR content, with the company at the forefront of sustainable film solutions.
- A greenfield expansion of 20,000 TPA polyester film capacity in Hyderabad is on schedule, with commercial production expected by September 2025.
- Specialty polymers segment delivered 954 MT in Q1 FY26 (up 4% YoY) with EBIT margin aligning at 30–35% as product mix normalizes.
- Ester Filmtech Ltd. improved capacity utilization from 49% to 72%, with volumes up 23% and revenue up 16% sequentially, despite raw-material pass-through constraints.
- Excluding currency impacts, Esther Filmtech's underlying EBITDA would have been INR 92.6 Mn with a 9.8% margin.
- Ester Filmtech's Q1 FY26 volume rose 22.9% to 7,992 MT, with income up 16.3%, though EBITDA was impacted by foreign-exchange losses.
- Ester Filmtech's core EBDT (ex-currency losses) improved from a loss of INR 105.4 Mn in Q1 FY25 to a positive INR 18 Mn in Q1 FY26.
- Industry capacity utilization in Indian BOPET is healthy at ~80%, with domestic demand projected to grow ~10% YoY (~80–85 kt), and exports adding another 90–100 kt annually.
- Total Indian BOPET demand is ~1–1.1 Mn Tpa against a capacity of 1.35 Mn tpa, leaving a ~250 kt surplus that is expected to diminish within 2–3 years.
- Despite new capacities slated to come online from mid-next year, robust operating rates and sustained demand growth should support margin resilience.
- Management is addressing competitive import pressures by optimizing operating rates, product mix, and margin management.

RR Kabel Q1FY26 Concall Highlights
Mcap: INR 150.9bn | CMP: INR 1,334

Outlook: RR Kabel is expected to grow 18% YoY in FY26E, and margins are expected to improve 100 bps in FY26E. The company is doing capex of INR 12bn over the next 3 years, would lead to additional revenue of INR 45bn/annum going forward. The FMEG segment is expected to be breakeven by the end of FY26E. Domestic demand is driven by construction, infrastructure, and real estate, while exports benefit from approvals in Europe and the Middle East. The company remains optimistic about long-term demand drivers such as infrastructure expansion, electrification, and renewable energy initiatives. We have a positive outlook on the stock.

Revenue
Revenue grew 13.9% YoY, driven by strong demand in both domestic and export markets, particularly in the Wire & Cable.

Margins
The margins are around 7% in Q1FY26, and 100 bps improvement is expected in FY26E, supported by scale benefits and higher margin products.

Volumes
The volume growth is expected to be 18% YoY in FY26E. Cables are expected to grow 25% YoY, and wires are expected to grow 10%-12% YoY in FY26E.

Capex
The capex is expected to be INR 12bn over the next 3 years to double the cables manufacturing capacity. The expansion is modular, with new capacities being added gradually to align with demand. Post expansion, incremental revenue is expected INR 45bn/annum (Asset turn: 3.75x) going forward.
The capex is expected to be INR 3bn in FY26E. The company already incurred INR 500-750mn in Q1FY26.

Capacity utilization
Capacity utilization for wires was 70%-75% and cable utilization was 90%-95% in Q1FY26.

Wires and cables
Wires and cables mix stood at 70:30 in Q1FY26. The mix is expected to shift towards 60:40 over the next 3 years.

FMEG
FMEG segment is expected to grow 20%-25% YoY in FY26 and is focused on breakeven by the end of FY26E.

In the FMEG segment, premium products revenue is around 20%.

Exports
Exports revenue share is around 30% and traction is coming from Europe and the Middle East.

Working capital
Creditor days increased to 140 days due to strategic procurement practices, particularly for copper and aluminum.

Price
The company maintains flexibility in passing raw material price fluctuations to customers, adjusting selling prices every 15-20 days based on market trends.

Other highlights
The domestic market grew steadily, supported by deeper penetration in Tier 2 and Tier 3 cities.
The company remains optimistic about long-term demand drivers such as infrastructure expansion, electrification, and renewable energy initiatives.
Domestic demand is driven by construction, infrastructure, and real estate, while exports benefit from approvals in Europe and the Middle East.
The company is exploring opportunities in renewables and data centers.

Symphony Q1FY26 Concall Highlights
Mcap: INR 75.3bn | CMP: INR 1,092

Outlook: Symphony revenue growth is expected to be under pressure in the near term, due to weak seasonal demand and high channel inventories. The adjacent categories, like tower fans, industrial coolers, are growing and expected to offset the cooler segment. The US demand remains strong, and retailers are actively engaging for the upcoming season. The planned divestment in Mexico and Australia will streamline operations without disrupting supply agreements. The company launched 17 new products and continues to make modest investments. We have a neutral outlook on the stock.

Revenue
Q1FY26 revenue was impacted due to a subdued summer season, which impacted sales across all summer-related categories, including air coolers, fans, and refrigerators.

Around 25% of revenue is coming from adjacent categories like tower fans, kitchen cooling fans, industrial coolers, and water heaters.

Margins
Tower fans and LSV categories margins are mixed; some products offer higher margins than traditional air coolers.

BLDC
BLDC coolers and tower fans are priced at a 10-15% premium over non-BLDC products. Tower fans adoption is better than air coolers.

Water heaters
Water heaters are being rolled out to more cities and modern retail stores. The company aims for a pan-India presence in water heaters within a year.

New launches
The company introduced 17 new models last year and plans to continue innovating with modest investments (under INR 100mn).

Divestment
The company is divesting IMPCO Mexico and CT Australia, but plans to continue supplying products under white-label arrangements.

US
The US subsidiary has already seen higher sales, and retailers are finalizing orders for the upcoming summer.

The US market shows strong potential, with retailers already shortlisting models for the upcoming summer.

Inventory
The company has higher channel inventory and is expected to normalize gradually.

Other highlights
The company remains optimistic about the growth of non-cooler categories and exports.

The company is strengthening its presence in alternative channels, including e-commerce, and focusing on semi-urban and rural markets.

Ramkrishna Forgings Q1FY26 Concall Highlights
Mcap: INR 102.5bn | CMP: INR 566

Outlook: Revenue is expected to grow 15%-20% YoY, supported by new orders in passenger vehicles, railways, and exports. EBITDA margins are expected to recover gradually to 21%-22% by Q4FY26E/Q1FY27E, driven by cost optimization and improved capacity utilization. The company is mitigating US tariff impacts, with only 20% of North American exports, and Europe is expected to be a key market. Capacity expansion, including aluminum forging and rail wheel JV, would lead to business growth. We have a positive outlook on the stock.

Volumes
Volume growth is expected to be 15%-20% YoY in FY26E.

Domestic volumes showed resilience despite market headwinds, while export volumes faced pressure.

Margins
EBITDA margins are expected to be back 21%-22% by Q4FY26E/Q1FY27E on a standalone basis.

Casting margins are around 16%-17%.

Inventory
Inventory valuation adjustments due to steel price corrections impacted profitability by INR 400mn.

Tariffs
Around 20% of North American exports are directly impacted by US tariffs, with the majority shipped to Mexico and Canada under USMCA.

The tariff impact was INR 60mn in Q1FY26, with 50% passed on to customers.

Europe is expected to match North America's revenue contribution by FY27E.

Capacity expansion
The company is adding an 8,000-ton press line and a 3,000-ton aluminum forging facility, which will increase capacity by 43,000 tons in FY26E.

Capacity utilization
Casting capacity utilization is expected to be 85%-90% by H2FY26E.

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Rail wheel JV
The rail wheel JV is on track to commence operations by Jan-26, targeting 40,000 wheels in FY27E.

Indian railways
The undercarriage assembly for Indian Railways revenue is expected to be INR 500-750mn in FY26E and INR 3bn by FY27E.

The company secured approval to supply assembled undercarriages for Indian Railways, with orders worth INR 600mn in FY26E and potential orders for INR 3bn in FY27E.

Debt
Net debt stood at INR 18bn, and the company plans to reduce it to INR 14-15bn by FY26E.

JV and Subsidiaries
Ramkrishna Casting Solutions is performing well, with plans to ramp up production.

The JMT Auto acquisition is integrated, and the Mexico facility is expanding machining operations.

Promoter infusion
The promoters will infuse INR 2bn via warrants, with 25% expected within two weeks and the balance by the end of FY26E.

Other highlights
The aluminum forging facility, into non-ferrous components, is expected to contribute revenues from Q3FY26E.

The realization affected in US and domestic markets due to a decline in steel prices.

The company does not hedge steel prices, but is negotiating with customers to pass on cost fluctuations

Thermax Q1FY26 Concall Highlights
Mcap: INR 450.3bn | CMP: INR 3,779

Outlook: Thermax business is expected to be rebound in Q2FY26E, driven by strong order pipelines in Industrial Infra and recovery in Chemicals. The order inflows are expected in double-digit rates in FY26E, supported by large projects in power, waste-to-energy, and international markets. Margins are expected to improve as delayed projects resume and new capacities in chemicals start contributing. Industrial Products, particularly heating and cooling, are likely to recover with better execution and demand from sectors like ethanol. Exports remain a high-margin opportunity, especially in the Middle East and Africa, though competitive pressures persist in Southeast Asia. We have a positive outlook on the stock.

Industrial products
Industrial growth was impacted in Q1FY26, particularly in heating, due to delays in the ethanol and sugar sectors.

Industrial infra
Industrial Infra performed well, with a focus on profitable projects and international expansion.

Industrial infra order inflows are expected to be strong in Q2FY26E, supported by large projects in power, waste-to-energy, and international markets.

Chemicals
Chemicals underperformed due to delayed growth from new capacities and aggressive pricing competition from China. Chemicals are expected to recover in Q2FY26E.

Chemical margins are expected to rebound 12%-13% in Q2FY26E.

The company has invested in expanding Chemical capacities, including new facilities in Jhagadia and Indonesia.

FGD projects
FGD projects are nearing completion, with INR 7bn of backlog expected to clear by FY26E and INR 2bn spilling into FY27E. The company has avoided new FGD projects due to past losses.

Insurance
Insurance claim for flood-damaged assets in Tamil Nadu was settled in Q1FY26, with the impact to be reflected in Q2FY26E. This will help stabilize the Green Solutions segment.

Green solutions
The Green Solutions segment is expected to cross 300 MW operational capacity in FY26E, with another 300 MW under construction. Investments include INR 4bn in equity and INR 10bn in debt for projects in Gujarat, Tamil Nadu, and Andhra Pradesh.

Thermal boilers
Thermal boiler demand is rising, particularly in captive power and international markets like the Middle East, Africa, and Latin America.

Orders
The order inflows are expected in double-digit rates in FY26E, particularly in Industrial Infra and International markets.

Exports
Exports remain a high-margin business, with the company aiming to cross INR 10bn in export orders.

R&D
The company is also investing in R&D for new products like heat pumps and hydrogen technologies, with some already commercialized.

New products
New products like heat pumps, electric boilers, and zero liquid discharge (ZLD) systems are gaining traction, contributing 20% to Industrial Products revenue.

The company is developing hydrogen and carbon capture technologies, though these will take longer to commercialize.

Other highlights
Some of the projects are pushed out to next quarter due to early rains delaying civil work.

Bio-CNG projects are no longer a drag but are not yet accretive to margins.

Ethanol sector inquiries are strong, and a rebound is expected in Q2FY26E.

Kamat Hotels Ltd Q1 FY26 Earnings call
CMP: 240 | MCAP: INR 7050 mn

Outlook: Kamath Hotels is building a strong, asset-light portfolio of premium properties across strategic religious, leisure, and business destinations. With a disciplined and quality-driven growth strategy, management expects improved performance in FY27, driven by ARR expansion, higher occupancies, and the full-year contribution of recently launched hotels. FY26 is being approached conservatively due to timing of openings and one-time national disruptions, but overall sentiment remains confident and optimistic.

Financial Highlights:
• Revenue: INR 830 mn — up 12% YoY
• EBITDA: INR 180 mn — up 37% YoY
• EBITDA margin: 21.91%
• PAT: INR 40 mn

Operational Highlights:
• Room Inventory: Currently operates 19 hotels with approximately 1,825-1,850 rooms. Plans to expand to 25 hotels by the end of FY26, adding around 600-650 rooms.
• Average Room Rate (ARR): Q1 FY26 ARRs were INR 6,300 for Orchid, INR 5,400 for Era, INR 8,000 for Fort Jadavgarh, and INR 5,500 for Lotus, with a blended target of INR 7,500 for FY26.
• Occupancy: Current occupancy levels are around 65%, with aspirations to increase to 68-70% as the economy and travel sector grow.

Expansion Plans:
• New Properties: Key openings include Rishikesh (August 2025, 100+ rooms, targeting INR 15,000-20,000 ARR), Dwarka, Bhavnagar, Panchgani, and Hyderabad (by September 2025), and Nashik (April 2026). A second Rishikesh property (44-60 rooms) was signed, enhancing the wedding destination appeal.
• Puri Property: Plans for a 156-room property delayed due to new aviation height restrictions (from 40m to 27m). The existing 24-room Puri property remains operational, with a restaurant performing well. The revised plan includes a 9,500 sq. ft. banquet hall to cater to MICE and wedding tourism, targeting an ARR of INR 10,000 and 60-75% occupancy.
• Strategy: Focus on qualitative growth through asset-light models (revenue share, lease, or management contracts). The company is selective, choosing properties that align with high standards and market leadership (top 5-10 in their categories).

Challenges:
• External Factors: The first 15-20 days of May were impacted by India Pakistan conflict, affecting performance in regions like Himachal (Shimla, Manali).
•New Property Stabilization: New hotels, like Rishikesh, may initially lower EBITDA margins due to time needed to build business (e.g., weddings, conferences). However, established properties and brand recognition mitigate this risk.

Aditya Vision Limited Q1 FY26 Earnings Call
CMP: 392 | MCAP: INR 50,390 mn

Outlook

Optimistic about FY26 with expected economic growth of 6.4%, rising rural incomes, and consumer confidence. Union Budget 2025 tax relief and Bihar's 125-unit free electricity scheme (effective August 3, 2025) expected to boost discretionary spending. Strong festive season anticipated due to good monsoon and 10% higher crop sowing, supporting rural demand. Focus on enhancing presence in existing markets, particularly Uttar Pradesh, with no immediate plans for new states like Chhattisgarh (potential entry in Q4 FY26).

Financial Performance

- Revenue grew 6% YoY to INR 9400 mn despite adverse conditions.
- Gross margin improved slightly from 15.22% to 15.33%.
- EBITDA margin remained stable at 9.5%, with PAT increasing 3.9% YoY to INR 550 mn from INR 530 mn.
- Inventory reduced by INR 1500 mn from March 2025, with AC stock levels normalized to historical levels.
- Short-term borrowings decreased significantly from INR 2780 mn (March 2025) to INR 1150 mn (June 2025).
- Cash and cash equivalents stood at INR 1410 mn as of June 30, 2025.

Other Highlights:

- Cost control measures included rationalizing non-critical expenses (advertising, promotions, warehousing, freight, security) while maintaining service quality, contributing to stable margins.
- Proactive inventory management mitigated potential losses from excess AC stock through targeted promotions and OEM support for liquidation.
- Added 4 new stores in Q1 FY26 and 3 more in July, reaching a total of 182 stores.
- On track to open 25-30 stores in FY26, aiming to surpass 200 stores by year-end.
- Expanded presence in Central Uttar Pradesh, with plans to deepen reach in Western UP.
- Bihar contributed 76% of revenue, Uttar Pradesh 13%, and Jharkhand 11%.
- Same-store sales growth (SSSG) was negative at -4% due to weak cooling product demand, compared to 21% in Q1 FY25.
- Uttar Pradesh outperformed Jharkhand in revenue contribution, indicating strong traction.
- Maintain stable margins through disciplined cost management and inventory control. - Leverage festive season demand and government initiatives to drive sales growth.

PDS Ltd -Q1FY26 Concall KTAs
CMP: INR 351 | Market Cap: 49.6 Bn

The company remains resilient despite global challenges, with diverse sourcing and strong client relationships supporting revenue growth. Gross margins face near-term pressure, but management's focus on cost controls, operational realignment, and digital/AI initiatives should drive margin recovery in H2. While risks from tariffs and client events persist, ongoing execution and diversification provide confidence in maintaining 14–15% revenue growth and further working capital gains.

Key Highlights
• Q1 FY26 marked by challenging macro with persistent cost pressures (logistics, wage inflation), protracted customer decision cycles, and increased tariff uncertainties, especially in the US.
• Expansion of sourcing hubs in Mexico, Egypt, and Turkey supports client diversification and near-shoring; India-UK FTA expected to drive incremental wallet share with UK retailers.
• Q1 consolidated revenue: INR 2,999 Cr (+14% YoY), with existing businesses up 7% and new verticals growing by 85% YoY.
• Americas sales delivered 26% YoY growth despite tariff headwinds; Knit Gallery (recent acquisition) contributed 1% to topline.
• Net working capital days improved (Q4 FY25: 17 days → Q1 FY26: 10 days); gross debt reduced by INR 252 Cr, partially offset by consolidation of Knit Gallery debt (net debt reduction: INR 156 Cr).
• Tariff volatility (especially in the US/India corridor) and customer bankruptcies present ongoing risk to growth/mix/margins.
• New business verticals and service segments (sourcing as a service) tracking 18%–20% growth; incremental gains expected through new contract wins despite legacy drags.
• Brand management business approach recalibrated post-Ted Baker; focus shifting to B2B, leveraging distribution rather than direct B2C.

Business Segment & Geographic Trends
• Robust performance with key accounts: Primark (+23% YoY), Next UK (+46%), Tesco UK (+20% YoY).
• Tariff/policy changes disrupting US sourcing flows; elevated tariffs (19–25%) on Bangladesh, Vietnam, Indonesia, India, and Pakistan required strategic realignment.
• India-UK FTA accelerating client interest in Indian sourcing—benefit expected to be cost optimization/risk mitigation, not net new demand.
• Order book at INR 5,200 Cr (+8% YoY), but customers adopting longer order cycles; full-year growth outlook unchanged.

Operational Highlights
• INR 25–30 Cr targeted loss reduction in new verticals (25%–30% YoY reduction); non-performing businesses under review (shut/merge/realign).
• Active adoption of AI: pricing, costing models, and e-auction procurement platforms implemented to capture efficiencies and margin recovery.
• Manpower and non-essential spending optimization underway; tangible benefits expected from H2 FY26.

Guidance and Outlook
• Company guided for near-term margin pressures to persist (H1 FY26), with improvement expected in H2 as cost and procurement initiatives take effect.
• Full-year revenue growth guided in mid-teens, gross margin recovery expected as the impact of lost high-margin customers fades, and AI-driven procurement savings materialize.
• Working capital efficiency set to improve further, but future contraction will be a function of topline growth.

Netweb Technologies India Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 2,135 | Market Cap INR 120,970 Mn

Outlook: Confident of achieving 35–40% revenue growth in FY26, backed by a strong deal pipeline, accelerating AI adoption, and favorable macro catalysts such as the AI Mission, NSM 2.0, enterprise LLM deployment, and the government's push for indigenous infrastructure. Focus remains on capturing large-scale opportunities in high-performance computing and AI infrastructure, while balancing pricing power with value delivery for strategic clients. Key growth levers over FY26–27 include rising demand for Skylus AI, AI-led workloads, and government-supported supercomputing initiatives.

Maintains zero net-debt status with INR 475 Mn in net cash. Margin expansion aided by favorable product mix (AI and mid-sized deals).Maintains EBITDA margin guidance of ~14% and PAT margin of 10–10.5%. Maintained at 35–40% revenue growth YoY, consistent with past 9 quarters.

AI Business
AI contributed INR 870 Mn (~29%) to Q1 revenue, marking a 300% YoY growth, prompting the company to raise its full-year AI revenue contribution guidance to 22% from 20% earlier. ~23–24% of AI revenues came from government projects, with the remainder driven by private enterprise demand. While government AI projects are typically non-recurring, they help unlock future refresh opportunities. A strategically significant and confidential defense deal was executed during the quarter. The company's proprietary GPU orchestration platform, Skylus AI an appliance-based solution bundled with hardware and software is seeing strong market traction and was deployed in multiple recent orders. Skylus is not offered as a standalone or subscription product. Its integration with other Netweb offerings like TPS and Cuboid is further enhancing its competitive positioning and strengthening its deal pipeline.

Segments
HPC segment contributed 35% to overall revenue, reaffirming its position as a stable and long-term growth pillar. The space and defense vertical witnessed exceptional 881% YoY growth, rising sharply to INR 830 Mn from INR 90 Mn, while private cloud and HCI segments grew ~71% YoY, reflecting sustained enterprise adoption. Demand across HPC, HCI, and AI continues to accelerate, particularly from sectors like oil & gas, automotive, and FMCG. Government remains the dominant contributor to HPC revenues, accounting for ~70–75% share, with upcoming opportunities under the National Supercomputing Mission (NSM) 2.0 expected to further fuel segment growth.

Order Book
Order book stands at INR 2300 Mn, with an additional INR 4600 Mn in L1 wins, providing a total near-term revenue visibility of ~INR 6900 Mn. The broader opportunity pipeline remains robust at ~INR 40,000 Mn, with a healthy 60% conversion probability. Most projects typically convert within 6–18 months, followed by swift execution timelines of 8–12 weeks post-order. Notably, orders related to the AI Mission are yet to be factored into either the order book or pipeline, offering further upside potential. A strong uptick is expected in the AI and private cloud pipeline over the next six months.
Net current assets rose 48% QoQ, primarily driven by higher receivables stemming from a concentration of sales toward the end of the quarter. However, the working capital cycle is expected to normalize to around 80–100 days for FY26 as collections stabilize and sales distribution smoothens.

R&D
The company invested 3% of its revenue in R&D, supported by a team of ~97 professionals spanning software and hardware, underscoring its commitment to indigenous innovation and high-end design, particularly in supercomputing and AI infrastructure. A quantum computing strategy is currently under development and is expected to be unveiled at a later stage, reinforcing the company's forward-looking technology roadmap.

Geography

Exports contributed 5–6% of total revenue in FY25, though the share declined in Q1FY26. While the company has a long-term target of achieving ~10% of revenue from exports, the primary focus remains on the domestic market, which continues to offer strong and sustained demand across key segments.

Strategic

Operates on a solution-led deployment model and is not pursuing annuity contracts, enabling flexibility and customization in large-scale projects. While seasonality, particularly government-led demand peaking in March, still influences order flows, its impact is gradually declining as the company focuses on consistent, quarter-on-quarter growth. The company expects to participate in upcoming opportunities under the AI Mission and NSM 2.0, and management remains confident in sustaining strong growth momentum across HPC, Cloud, and AI segments.

Delhivery Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 430 | Market Cap INR 320 Bn

Outlook: EBITDA margins for the express parcel business are expected to improve and remain in the range of ~16%–18% going forward, supported by sustained volume growth anticipated throughout Q2FY26. PTL segment margins are also expected to improve, while PAT margins are projected to strengthen further over FY26. With the acquisition of Ecom Express and its broader delivery network, the company aims to activate additional pin codes, potentially expanding its reach to 19,200. Additionally, plans are in place to scale up the B2B rapid commerce segment as part of its growth strategy.

Total income for the quarter stood at INR 24,240 Mn registering a growth of 6.2% YoY/5.2% QoQ.

Increase in other income was driven by mark-to-market gains on securities, supported by a decline in interest rates during Q1FY26 this is expected to normalize or slightly decline in Q2 FY26.

EBITDA rose 53% YoY to INR 1490 Mn, with margins improving to 6.5%, reflecting an expansion of 202 bps YoY and 105 bps QoQ. Adjusted EBITDA margin stood at 3.3%, up 80 bps QoQ and 160 bps YoY. Service EBITDA grew 15.5% YoY to INR 2980 Mn, with a margin of 13%.

An investment of INR 140 Mn was made in Q1FY26 towards scaling the new service business, including the rapid commerce initiative and Delhivery Direct.

Corporate overheads remained flat QoQ and declined as a percentage of revenue to 9.1% from 10.2% YoY, even after factoring in wage inflation from the annual increment cycle.
Express parcel revenue grew by 10% YoY and ~12% QoQ to INR 14,030 Mn, contributing 61% of total revenue driven by higher volumes toward the end of Q1 FY26.

Express parcel service EBITDA margin stood at 16.3%, while part truck load (PTL) service delivered an EBITDA margin of 10.7%. PTL revenue grew ~17% YoY to INR 5080 Mn, though it remained flat sequentially, with continued yield improvement.

The company handled 208 mn express parcel shipments in the quarter, reflecting ~14% YoY and ~17% QoQ growth, while PTL freight tonnage reached ~4,58,000 tonnes, up ~15% YoY. Its network spanned ~18,857 pin codes nationwide, serving 43,022 active customers.

Cross-border services generated INR 240 Mn in revenue, marking a ~43% YoY decline. Full truckload (FTL) revenue dropped ~5% YoY to INR 1480 Mn.

The supply chain service segment saw a ~21% YoY decline in revenue to INR 2050 Mn, with an EBITDA margin of 7.2%, impacted by the exit from Madhu warehousing operations linked to the quick commerce segment and seasonal factors. In Q1FY26, the company operated 119 gateways.

Ecom Express
The company received approval for the acquisition of Ecom Express on 17th June 2025 and formally completed the transaction on 18th July 2025, with financial consolidation effective from the same date.

The final purchase consideration, post adjustments as per the transaction terms, stood at INR 13,690 Mn. The full financial impact of the acquisition is expected to reflect in Q2FY26. As part of the integration, seven facilities have been retained for long-term use, while the company plans to exit the non-express business by Q3FY26.

Ecom Express handled 30 Mn packages in Q1FY26 and maintains a global footprint through partnerships with FedEx and Aramex. Q1 is seasonally the weakest quarter for PTL volumes, while Q4 typically represents the annual peak. The company received approval for the acquisition of Ecom Express on 17th June 2025 and formally completed the transaction on 18th July 2025, with financial consolidation effective from the same date. The final purchase consideration, post adjustments as per the transaction terms, stood at INR 13,690 Mn.

The full financial impact of the acquisition is expected to reflect in Q2FY26. As part of the integration, seven facilities have been retained for long-term use, while the company plans to exit the non-express business by Q3 FY26.

Ecom Express handled 30 Mn packages in Q1FY26 and maintains a global footprint through partnerships with FedEx and Aramex. Q1 is seasonally the weakest quarter for PTL volumes, while Q4 typically represents the annual peak.

UFO Moviez India Ltd – Q1 FY26 KTAs
CMP: 76.2 | Mcap : 2,960 Mn

Outlook & Guidance

The management remains cautiously optimistic about continuing its recovery trajectory in FY26, driven by a healthy slate of upcoming films and increasing traction in its advertising business. While the second quarter has seen a mixed start with select film releases, the upcoming high-profile films are expected to generate significant revenue and contribute to the continued momentum. Key films such as Dhadak 2, Baaghi 4, War 2, Jolly LLB 3, and others are likely to bolster both footfalls and advertising revenues in the second half of the year. Management remains focused on increasing ad revenue, which has the potential to significantly enhance profitability due to its high-margin nature. With strong cost control measures post-restructuring and an optimistic outlook on the cinema-viewing segment, UFO Moviez expects its performance to improve sequentially.

Financial Performance

- Revenue: INR 1,090 Mn, up 15% YoY (INR 945 Mn) and 16% QoQ (INR 940 Mn).
- EBITDA: INR 193 Mn, +194% YoY (vs. INR 66 Mn in Q1FY25); EBITDA margin: ~17.7%.
- Net Profit: INR 65 Mn vs. Net Loss of INR 42 Mn in Q1FY25 and INR 7 Mn in Q4FY25.

Segment-Wise Performance

- Advertising Revenue Advertising revenue saw a robust growth of 28% YoY, driven by improved consumer sentiment towards cinema viewing. The growth in advertising revenue continues to be the primary contributor to the company's profitability. The advertising segment holds a high operating margin, with an estimated PBT margin of 55-60%. This is expected to further boost profitability in the upcoming quarters.
- Distributor Service Fees The distributor service fee segment saw a 6% growth YoY, reflecting a gradual recovery in cinema footfalls and positive box office performances of select films.
- Lease Rental Revenue Lease rental revenue remained relatively flat, with a slight 2% growth compared to the previous year. This segment is closely tied to the number of installations and remains stable.
- Sale of Digital Cinema Equipment Revenue from the sale of digital cinema equipment and related items grew by 13% YoY, reflecting an uptick in demand for technology upgrades across the cinema network.

Advertising Revenue Dynamics and Operating Leverage

- Ad Minutes Sold Company reported an average of 4.31 minutes of advertising sold per show in Q1 FY26, up from 2.35 min in the same quarter last year. This increase reflects an improvement in the cinema-viewing experience and a growing preference for cinema advertising over digital platforms.
- Corporate vs. Government Ad Revenue The company continues to focus on increasing its corporate advertising base, with 3.3 out of the 4.31 min of ad time sold per show coming from corporate clients, marking the highest corporate share in recent history. Government ad revenue, however, remains subdued compared to pre-Covid levels, although there are signs of recovery.
- Ad Share Decline The percentage of revenue derived from advertising share has seen a reduction due to the introduction of minimum guarantees for key multiplex screens, which are now a significant part of the company’s network. As revenue increases, the minimum guarantee component will continue to reduce the percentage of ad revenue share, although this is expected to stabilize at some point.
- Operating Leverage The company continues to benefit from strong operating leverage, with incremental advertising revenue contributing directly to the bottom line. Given the high-margin nature of advertising, a rise in minutes sold is expected to significantly improve both EBITDA and net profit margins.

Film Content and Screen Network Update

• Films Released A total of 456 films were released in Q1 FY26, including various versions and languages, compared to 476 in Q1 FY25 and 458 in Q4 FY25. The company continues to leverage a diverse slate of films across regional and national markets to maintain box office engagement.

• Key Performances The quarter was marked by several mid-budget successes, including Good Bad Ugly and regional hits such as Thudarum, Jaat, and Kesari Chapter Two. However, a few films underperformed expectations, including Ground Zero and Phule. Franchise-based films like Housefull 5 and Aamir Khan's Sitaare Zameen Par also performed well.

• Screen Network Company screen network stood at 3,762 total screens at the end of Q1 FY26, comprising 2,251 multiplex screens and 1,511 single screens. The company continues to expand its presence in regional markets, strengthening its position as a leading player in India's cinema network.

Central Government Advertising Update

• Government Ad Revenue Although central government advertising has lagged behind pre-Covid levels, company has seen a minor recovery in ad placements from central government departments. Management remains optimistic about the gradual return of government ad spending but does not foresee a rapid recovery to pre-Covid levels in the near term.

• State Government Advertising In contrast, the state government advertising segment remains steady, contributing to overall ad revenue growth.

Focus

• Cost Optimization The company has effectively implemented cost optimization measures, reducing overheads and improving profitability. This restructuring effort, initiated in FY25, has started paying off in the form of higher margins, especially in the advertising segment.

• Ad Revenue Growth Management is focused on further expanding its ad revenue base, particularly by increasing the number of minutes sold and targeting more corporate clients. The goal is to continue increasing the volume of advertising minutes sold, which will contribute significantly to operating leverage.

• Content Pipeline and Growth Strategy The company has a robust content pipeline, with several big-ticket films scheduled for release in the coming quarters. This is expected to drive higher cinema engagement, boosting both ad revenues and overall business growth.

One Mobikwik Systems Ltd – Q1FY26 Concall KTA's
CMP: INR 234 | Market Cap: INR 18,315 Mn

Outlook: The Company is aiming for a profitable FY26 with EBITDA break-even targeted by Q3FY26-Q4FY26. Recovery in lending margins to 40% is expected by H2FY26, by portfolio seasoning and normalization of accounting changes. The company is also focused on expanding the merchant lending and device verticals, which, though currently small, are being scaled using IPO proceeds. Payments business continues strong with margin stability despite UPI dominance. With continued growth in disbursals, cost optimization, and expected regulatory tailwinds such as UPI interchange monetization, The Business is positioning for profitable growth in FY27 and beyond.

Guidance
- Lending margins are expected to recover to ~40% by H2FY26, by better book seasoning and stabilized credit costs.
- EBITDA break-even is guided for Q3FY26-Q4FY26, with consistent 30%+ disbursal growth and margin expansion driving the trend.
- No major fixed cost escalation is expected over the next two quarters; any incremental cost will be revenue-accretive because of the strong operating leverage.
- Regulatory monetization of Pocket UPI interchange is expected in FY26, which can drive incremental revenue and boost take rates.

Financial Highlights
- Payments GMV hit an all-time high of INR 384,000 Mn, up 53% YoY, with net margins steady at 15 bps, among the best in the industry.
- Gross margins in the payments business improved to 28%, by a 57% reduction in user incentives and 27% cut in payment gateway costs.
- Lending segment posted 30% QoQ disbursal growth, repeating a similar growth rate from Q4FY25.
- Gross margin in financial services improved from 4% to 13%, by cost optimization and rise in take rate from 7.4% to 8.3%.
- EBITDA loss narrowed to INR 312 Mn in Q1FY26, improving by INR 146 Mn over Q4FY25. Targeted improvements suggest break-even in 1-2 quarters.
- Take rates in lending were 8-8.5% this quarter and could scale to 10-10.5% as scale and efficiency improve further.
- The Business holds cash reserves of INR 4,750 Mn, excluding FLDG-linked FDs, ensuring sufficient runway for growth and credit guarantees.

Other Highlights
- The FLDG exposure remains at 3-5%, in line with RBI norms. The invocation rate is minimal because of improved credit quality and better underwriting. FLDG-based lending continues to be the dominant model with no resistance from NBFCs or banks; RBI guidelines support its continuation.
- The Company also runs a distribution-only i.e. lead gen, lending model for broader user coverage, earning 3.5% upfront fee with no credit risk.
- Lending revenue recognition includes 4.5-5% upfront processing fees and 3-3.5% NIM over loan tenure. Total gross revenue from lending is in the 10-12% range.
- Devices and merchant strategy is scaling, with plans to deploy IPO funds to build this vertical, which has grown 7-8x over two years but remains too small for separate disclosure today.
- Merchant cash advance lending has gone live but is at a nascent stage; the company expects to report this segment as it scales in coming quarters. Fixed cost base has remained flat for 5 quarters.
- UPI now contributes 35% of overall GMV, up from under 30% last year; while it brings down nominal take rates from 68 bps to 55 bps, net margins remain intact.
- Accounting-related changes i.e. post-Sep FY25 that led to front-loaded costs and deferred revenue are now stabilizing, and expected to boost reported lending margins in H2FY26.

Mankind Pharma Ltd- Q1FY26 Concall Highlights
CMP: INR 2,556 | Market Cap: INR 1.06 Trn

Outlook
Mankind Pharma expects strong growth in FY26, driven by robust domestic performance in chronic therapies, expansion in modern trade and e-commerce, and a rebound in BSV's international and specialty businesses. The company maintains its EBITDA margin guidance at 25–26% with gross margins above 70%, supported by ongoing R&D investments and strategic brand integration.

Domestic Business Highlights
• Volume Growth: Achieved 1.8x the IPM volume growth driven by strong performance in anti-infective and respiratory segments.
• Chronic Therapies: Chronic portfolio excluding BSV grew to 38.8% of sales with 1.4x IPM chronic growth. Cardiology and anti-diabetes segments outperformed IPM by 1.5x each.
• Key Brands: Crenzlo: Ranked 1 among newly launched brands by value.
• OTC Business: Revenue grew 15% YoY to INR 2,370 Mn with strong secondary sales growth in brands like Gas-o-fast (36%), Manforce Condoms (18%), HealthOk (15%), and Preganews (12%).
• Modern Trade & E-commerce: Grew 50% YoY, increasing its share to 11% from 9% in Q1 FY25 though margins are slightly lower. Consumer healthcare dominates this channel.

International Business and BSV Updates
• BSV Integration: Progressing well with a new biological facility in Baroda planned to scale up and de-risk operations. Phase 1 capex is estimated at INR 1,500–2,000 Mn with INR 1,000 Mn cash outflow in FY26 and completion by the end of 2026.
• BSV Performance: Flat YoY growth in Q1 due to a second-half skew in its business. Corrective actions in the prescription (RX) business are showing results, with high double-digit secondary sales growth. Specialty and international businesses are also gaining traction.
• BSV Guidance: Expected sales growth of 18–20% for FY26 with EBITDA margins of 26–28%.
• Dydrogesterone Facility: Operating at 60% capacity utilization. In-house production of Key Starting Material to begin in two months, with international market approvals expected by year-end.

Research & Development
• R&D Investment: Increased to INR 790 Mn (2.2% of sales) from 1.7% in Q1 FY25.
• Pipeline:
O GPR119: A small-molecule candidate for anti-obesity and anti-diabetes, currently in Phase 2 trials in Australia with results expected by year-end.
O Other candidates target autoimmune diseases, antimicrobial resistance, and a recombinant biosimilar for IVF.
• BSV Research: Published a Phase 3 study on BSV polygraph (IVF treatment) in the International Journal of Infertility and Fetal Medicine, establishing it as an alternative to existing treatments. BSV also presented its IVF portfolio at the European Society of Human Reproduction and Embryology.

Strategic Updates
• Acquisitions and Divestitures:
O TTK prescription business fully integrated into Mankind, with brands like Ossopan (30%+ growth) and Epidosin (50%+ growth) showing strong secondary sales recovery despite a YoY decline due to Q4 FY25 inventory corrections.
O Mahananda hotel business sold and QIP executed as planned.
• BSV Integration: Mankind is promoting BSV brands including anti-D and snake venom serum with social messaging campaigns.

Financial Guidance
• EBITDA Margin: Maintained at 25–26% for FY26, despite a Q1 decline due to gross margin pressures.
• Gross Margin: Expected to remain above 70%.
• Tax Rate: Guidance revised to 20–21% for FY26.
• Interest Cost: Estimated at INR 4,500–4,750 Mn for FY26, with INR 20,000 Mn in acquisition-related debt repayment planned.

Kaynes Technology Q1FY26 Concall Highlights
Mcap: INR 377.7bn | CMP: INR 5,638

Outlook: The company is on track to achieve the INR 45bn revenue target by FY26E, and margins are expected to be above earlier guidance in FY26E. The upcoming OSAT and HDI PCB facilities will drive vertical integration, while the August Electronics acquisition strengthens its North American presence. The growth is supported by a robust order book (INR 74bn), margin expansion, and strategic investments in high-value segments like aerospace, EVs, and railways. We have a positive outlook on the stock.

Revenue
Revenue is expected to be INR 45bn in FY26E. The expected revenue breakup is traditional EMS (INR 42.5bn), OSAT (INR 1bn), and newly acquired August Electronics in Canada (INR 1.75bn).

Margins
EBITDA margins expected to be above earlier guidance of 15.6% in FY26E. The margin improvement is achieved through cost reduction initiatives, a favorable product mix, and operating leverage.

Order book
The order book stood at INR 74bn in Q1FY26. The strong pipeline is driven by diversified sectors such as industrial, aerospace, and electric vehicles.

Capex
OSAT and HDI PCB Plants capex is expected to be INR 44bn, and 50% of the capex will be utilized by FY27E, and the remaining thereafter.

OSAT and HDI PCB Projects
The OSAT facility in Sanand, Gujarat, is on track to commence commercial production by Dec-25, with proto products already in development.
The multi-layer HDI PCB plant in Chennai is expected to be operational by Jan-26.
OSAT and HDI PCB projects are critical for vertical integration and will enhance capabilities in semiconductor assembly and high-end PCB manufacturing.
The OSAT business has secured three major clients, with expectations of contributing INR 1bn in FY26E.

August Electronics Acquisition
The acquisition of August Electronics in Canada strengthens its presence in North America, providing access to high-margin customers and diversifying its geographic footprint.

This move aligns with the company's strategy to offer an alternative to China-based sourcing for global clients.

Exports
Exports revenue share is around 10% and the OSAT business is expected to boost export contributions.

ODM
ODM portfolio constitutes a 20% share, where margins are higher.

Working capital
Working capital is expected to be around 70 days by FY26E.

Other highlights
The company is witnessing strong traction in strong traction in aerospace, railways, and electric vehicle sectors.

The company is witnessing strong demand in smart metering, aerospace, and railway sectors.

The company is exploring M&A opportunities to expand geographically and deepen technological capabilities, particularly in North America and Europe.

Archean chemical Industries | Q1 FY26 Earnings Call
CMP: INR 682 | Mcap : INR 84,210 mn

Financials
• Revenue: INR 2,914.5 million, up 30% YoY, driven by stable product mix and exports (81% of revenue).
• EBITDA: INR 958 million - YoY ~13% growth.
• PAT: INR 518.5 million
• EPS (Standalone): INR 4.20 vs INR 3.93 YoY.
• Purchase of stock-in-trade (INR 2790 mn) is a temporary and unusual entry to hedge monsoon-driven logistical challenges.

Business Segment Update
• Bromine: Steady performance due to long-term bilateral contracts that reduced pricing volatility.
• Industrial Salt: Continued stable momentum.
• Sulphate of Potash (SOP): Sole natural brine-based SOP producer in India.
•Bromine Derivatives (Acume Chemicals): Operations ramping up.

Other Highlights:
• 81% of revenue from exports.
• Top 20 clients contributed 95% of revenue; long-standing relationships with major clients.
• Consolidated PAT impacted due to subsidiary-level losses and initial raw material purchases for new units.
• Company is confident about demand, client traction increasing.
• Despite a volatile and globally weak chemical market, Archean has maintained pricing and volumes.
• India's chemical sector seeing momentum due to rising domestic consumption, government support, and PLI schemes.
• NITI Aayog vision: India as a global chemical powerhouse.
• Archean remains India's largest producer and exporter of Aluminium Bromide.
• Robust business fundamentals: Strong balance sheet, healthy cash flow, and net debt-free status.
• Operational challenges are resolved, successful transition from pilot to plant scale in new ventures.
• Semiconductor Project in Odisha: Land acquisition completed; groundwork to begin post-monsoon
• Strong global and domestic client relationships; full order book – company sells everything it produces

Computer Age Management Services Ltd – Q1FY26 Concall KTA's

Outlook: The Company expects stability in MF-related revenues as major repricing is now behind, and pricing parity has been achieved across key AMC clients. It remains optimistic about its non-MF business scaling by FY27, with payments, insurance repository, and analytics as key growth drivers. The RE-ARC platform, supported by capex of INR 1,000-1,250 Mn in FY26 and FY27 each, will drive long-term efficiency, reduce manual reconciliation, and support margin expansion by FY28. Non-MF revenues are guided to grow 25% annually, with the payments and insurance verticals leading the acceleration.

Guidance

- Non-MF revenue expected to grow at 25% YoY over the next 3 years, by payments, insurance, and KRA segments.
- EBITDA margins for MF business to return to ~45% by FY26-end, by cost controls and operational leverage.
- Yield decline guidance for FY26 revised to ~8% YoY vs 7% earlier, mainly because of the NFO and telescopic pricing effects.
- Annual maintenance and infra-related capex pegged at INR 600 Mn for FY26; total RE-ARC platform capex to touch INR 1,250 Mn in FY26.
- RE-ARC to trigger annual depreciation of INR 150-200 Mn from FY27 once modules go live.

Financial Highlights

- Q1FY26 revenue stood at INR 3,550 Mn; EBITDA at INR 1,550 Mn; margins remained healthy at 43%+ despite pricing resets. PAT margin maintained near 30% with PAT at INR 1,091 Mn for Q1FY26.
- Cash and equivalents were INR 7,880 Mn; The Company declared an interim dividend of INR 11 per share.
- Cost growth was controlled at 11% YoY despite annual wage hikes; Q1FY26 OPEX reflects seasonal 25% of annual cost base.
- Operating expenses remain stable ~13% of revenue with no material increase in headcount or discretionary spending.

Other Highlights

- Pricing parity is now achieved across top AMCs, with no major repricing expected till end-FY27; contracts remain structurally stable.
- The Business crossed INR 50,000 Bn in AUM serviced, retaining 68% MF market share; equity AUM > INR 25,000 Bn.
- SIP registrations rose 19% YoY to 11.2 Mn, with live SIPs and unique investor base also expanding faster than industry average.
- The Company launched its payment gateway i.e. Visa/MasterCard/RuPay, with credit card collection traction expected in insurance premiums. Insurance repository e-policy volumes grew strongly; LIC expected to onboard by Sep-Oct FY26.
- DotEx acquisition adds 1.3-1.4 Mn PANs to KRA base at low cost; supports KRA revenue diversification i.e. 30% from brokers/DPs.
- Alternatives segment ~INR 97 Mn quarterly run rate remains stable, guided to grow 12-15% YoY; may rise to 20% with GIFT City traction.
- Think360 i.e. analytics arm is at INR 45 Mn quarterly run rate; expected to break even and turn profitable by FY26-end.
- The Company confirmed that ~95% of the repricing impact from a large AMC is now absorbed, with a 0.12 bps yield decline in Q1FY26, 0.09 bps from this client, and no major renegotiations expected over the next 18-24 months apart from routine adjustments.
- Pricing is now uniformly aligned across the top 5 AMCs, the next 6 mid-sized AMCs, and smaller clients.
- The Business has assembled a high-caliber tech team of over 150 engineers, including talent from IITs and top institutions, to develop the RE-ARC platform, which will automate reconciliation, messaging, analytics, and compliance.

V2 Reatil Ltd Q1 FY26 Earnings Call
CMP: INR 1862 | Mcap: INR 64,390 mn

Financials
- Revenue: INR 6,322 mn, up 52% YoY
- Gross Profit: INR 1,862 mn, up 55% YoY
- Gross Margin: 29.5%
- EBITDA: INR 872 mn, up 57% YoY
- EBITDA Margin: 13.8%
- Profit After Tax (PAT): INR 247 mn, up 51% YoY
- PAT Margin: 3.9%

Strategic & Operational Strengths
- Focused on India's tier II & III cities, targeting value-conscious consumers
- In-house design team (25 designers) creates trend-driven apparel
- Robust supply chain: Central warehouse + weekly replenishment via own fleet
- Continued investments in store expansion and working capital optimization

Other highlights
- No online sales – 100% revenue from brick-and-mortar stores
- PAT expected to remain positive in all quarters of FY26
- 8 regional hubs supporting distribution
- New zonal warehouse under planning in East India
- Logistics cost: Just 1.1% of sales
- Focused shift from manpower-driven to process-driven operations over 5 years, enhancing automation and processing.
- Marketing spend reduced while maintaining footfalls
- Contract-based procurement after shutting own manufacturing unit, mainly started manufacturing to understand the cost structure and negotiate with vendors.
- Given 1 manufacturing facility to a vendor itself.
- 28 stores opened, 1 closed in Q1; total stores: 216
- Per sq.ft break-even sales: INR 300/month and new stores doing INR 800 per sqft from the 1st month onward.
- Exploring the omni channel business
- Total capex for FY 26 – INR 3400mn capex

Tata Steel Ltd – Q1FY26 Concall KTAs
CMP: 160 | Market Cap: INR 2,001 Bn

Outlook & Future Guidance
India Operations
• FY26 incremental volume guidance of 1.5–1.6 Mn tons, driven by increased utilization at Kalinganagar and Neelachal. This is despite the G blast furnace relining at Jamshedpur, which is expected to reduce internal output temporarily.

Kalinganagar Phase II Update:
• Crude steel production expected to reach 6.7–6.8 Mn tons in FY26 vs \~4.7 Mn tons in FY25.
• All 3 BOF vessels and casters are now operational; hot strip mill producing at scale (\~6.2 Mn tons capacity).
• Cold Rolling Mill (CRM), Galvanizing Line, and Continuous Annealing Line are in ramp-up phase. Auto OEMs have approved annealed products; galvanizing approval is underway.
• High-margin downstream volumes to improve overall blended EBITDA/ton from Kalinganagar.

Neelachal Ispat (NINL):
• Running at full utilization; expected to generate >INR 10,000 Mn EBITDA in FY26 (vs INR 11,000 Mn in FY25).
• Production constrained by current EC (Environmental Clearance); applying for expansion to 9.5 Mn tons.
• Longer-term plan includes installation of an in-house rolling mill and value-added capacity.

Upcoming Additions:
• Ludhiana EAF (0.75 Mn tons) expected to commission by FY27.
• Jamshedpur Combi Mill (0.5 Mn tons) will add value-added product capability.
• Additional slab capacity from Kalinganagar may be routed to Europe or converted domestically based on margins.

Capex Guidance:
• FY26 capex outlay at INR 160,000–170,000 Mn, focused on:
i) Completion of Kalinganagar Phase II
ii) Ludhiana EAF and downstream facilities
iii) Environmental compliance, digital transformation, and debottlenecking existing sites

Europe Operations
Tata Steel UK:
• EBITDA breakeven targeted by Q4 FY26, supported by a $200 Mn structural cost-out plan.
• Q1 FY26 saw ~400 employees exit under the restructuring program; full ~1,800 exits expected to be complete by Q2.
• Restructuring savings to be fully reflected in P\&L starting H2 FY26.

Spread Environment:
• Steel spreads recovered to EUR 225–250/ton, back near long-term averages after bottoming at EUR 150–160/ton in Q4 FY25.
• Costs for inputs like iron ore and coal softened; conversion margins improved marginally.
• Tata's downstream presence and long-term OEM contracts (e.g., Auto, Packaging) helped buffer volatility.

Demand & Utilization:

- EU steel demand remains ~130 Mn tons, well below 2008 peak ~160 Mn tons.
- Utilizations across EU steel mills dropped to 60–65% due to sluggish demand and pricing pressure.
- However, steel demand in defense sectors is rising, which could offset weakness in automotive.

Industry Structure Outlook:

- No further blast furnace relinings likely in Europe due to CBAM (Carbon Border Adjustment Mechanism).
- As existing blast furnaces age, shutdowns expected unless replaced by green steel capacity.
- Consolidation likely: only capital-strong players (e.g., Tata, Voestalpine, Salzgitter) positioned to survive the green transition.

Strategic Commentary & Long-Term Outlook

FX & Treasury:

- Inter-company FX liabilities converted to equity, reducing volatility in reported earnings.
- FX debt being refinanced into INR debt, which will lower future forex-related impact.
- Ongoing efforts to de-risk global treasury structure through localization of funding.

Iron Ore Strategy

- Will not pursue captive mines at irrational premiums; selective bidding based on financial viability.
- ~500–600 Mn tons of iron ore reserves secured post-2030.
- Increasing openness to import low-alumina, high-grade ore if cost-competitive.

Supply Chain & M&A Outlook:

- No large inorganic moves planned; growth capex remains focused on India.
- Exploring JV/offtake partnerships to secure downstream volumes, especially for Neelachal billets and Kalinganagar slabs.

Siyaram Silk Mills LTD - Q1FY26 CONCALL KTA's :-
CMP:- 631 || Market Cap:- 28.64 BN

Outlook:-
The company is venturing into D2C (direct to consumer) brands. They plan to expand beyond core fabric and apparel business. The management said its too early to judge based on a quarterly result as their revenue model is based on seasonality and hence company is positive that sales will incline in the upcoming quarters. Companys has been firm about the guidance being annual rather than quarterly.

Financial Highlights:-

o Total income stood at INR 4000 mn, reflecting a 21% year-on-year growth compared to INR 3310 mn in Quarter 1 FY25. Q1 FY25 included INR 130 mn in government grants, while Q1 FY26 had only INR 10 mn , which affected the total income comparison.

o Revenue mix for the quarter comprised fabrics at 76%, garments at 13%, and others at 11%.

o EBITDA was INR 330 mn in Q1 FY26, compared to INR 340 mn in Q1 FY25, with an EBITDA margin of 8%.

o Profit after tax (PAT) for the quarter was INR 50 mn, compared to INR 120 mn in Quarter 1 FY25.

o The overall annual revenue guidance for the year, including the new business, is about 10% to 12% growth. The 21% growth seen in Q1 FY26 is on a very small base.

Expansion Strategy:-

o The newly launched brands are Zecode, focusing on fast fashion, and Devo, centered around ethnic wear.

o During Quarter 1 FY26, Siyaram successfully opened four new Zecode stores and three new Devo stores.

o This brings the total number of stores launched since inception to 16 Zecode shops and 10 Devo shops at the end of Quarter 1 FY26, totalling 26 stores.

o Company is on track to achieve its target of opening approximately 35 stores across both brands in FY25-26.

o The expansion strategy focuses on identifying and evaluating high-potential locations to strengthen market presence and serve a growing customer base.

o The new retail businesses currently contribute roughly 3% of the overall company turnover.

o The company had previously indicated a possible revenue of about INR 750 to 800 mn from this new retail business for the year.

o The total square footage for both retail brands combined is roughly 1.25 lakh square feet as of June end.

o The company is funding this growth through sufficient free cash flow generation, not planning to take on new debt for the expansion.

o Operational efficiency in existing stores is a key focus, as most stores are still very new and have not matured yet.

Other Highlights:-

Demand in the fashion and apparel segment remained largely flat in Quarter 1 FY26, primarily due to the early onset of monsoon, which disrupted typical seasonal buying patterns.

o The company remains optimistic about a gradual recovery as the upcoming festive season is a traditionally strong period for consumer spending, historically driving demand and presenting growth opportunities.

o The long-term outlook for the industry remains positive, with expectations of spending picking up as the economy improves and consumer confidence increases.

o Exports contributed about 9-10% to revenues in FY25.

o The impact of India-US tariffs is still awaiting final notifications, but trade with the US is a very small percentage of the overall export business.

o The company has received approvals from stock exchanges and SEBI for the preferential issue.

Aster DM Healthcare Ltd Q1FY26 Key Takeaways
CMP: INR 605 | Market Cap: INR 301 Bn

Outlook
Aster DM Healthcare enters FY26 on a robust footing with momentum underpinned by sustained ARPOB growth, consistent margin expansion, and disciplined bed additions across core clusters. The ongoing QCIL merger is set to meaningfully enhance scale, specialty mix, and capital efficiency, positioning Aster as a leading pan-India hospital platform. Management's double-digit revenue and EBITDA growth guidance appears well-anchored, supported by operating leverage, prudent capex, and widening clinical depth across high-potential micro-markets.

Financial Performance
• Consolidated Q1FY26 revenue grew 8% YoY to INR 10,780 mn.
• Operating EBITDA expanded by 21% YoY to INR 2,150 mn; EBITDA margin improved 230bps YoY to 20%.
• PAT rose 22% YoY to INR 900 mn supported by cost optimization and volume recovery.

Segmental Performance
Hospital Operations
Kerala Cluster
• Reported revenue up 5% YoY and 11% QoQ, marking a return to growth trajectory after previous softness.
• Medical Value Travel revenues in Kerala surged 12% QoQ, reaffirming the cluster's leadership in attracting international patients.
• EBITDA margin for mature hospitals operational >7 years is at an impressive 25%.

Karnataka & Maharashtra Cluster
• Revenue up 13% YoY to INR 3,720 mn; Operating EBITDA up 23% YoY to INR 860 mn; margin stronger at 23.2%.
• Lower volumes due to strategic exit from low-margin scheme business in Maharashtra but offset by higher ARPOB and improved patient mix.
• Bangalore expansion remains a key growth driver with robust ARPOB and high-margin specialties (oncology, neurosciences) gaining share.

Andhra & Telangana Cluster
• Revenue up 7% YoY to INR 1,180 mn; EBITDA margin subdued at 7.9% due to case mix shift and elevated onboarding costs for new clinical talent.

Quality Care India Ltd
• Revenue up 16% YoY to INR 10,790 mn; EBITDA up 19% YoY to INR 2,270 mn; EBITDA margin improved from 20.5% to 21.1%.
• Mature units (>60% of business) delivered 16% YoY growth and 31% EBITDA margin; emerging units grew revenues by 87.5% YoY, achieving early EBITDA breakeven.
• Cash conversion cycle improved to 10 days; net debt reduced meaningfully.

ARPOB and Volume Trends

ARPOB

• Group ARPOB up 14% YoY, surpassing INR 50,000 for the first time; major uplift from oncology and neurosciences mix and 4% reduction in ALOS.

• Oncology revenue contribution rose from 9% to 11% YoY.

• Company targets sustainable 7–8% ARPOB CAGR over the medium term, with oncology mix and cash/insurance patient share as key levers.

Norms for New Bed Additions

• Brownfield expansions like Kerala are immediately margin accretive; greenfields like Yeshwanthpur, Trivandrum, Sarjapur expected to break even between 3–18 months depending on brand recall and local demand.

Capacity Expansion & Capex

Ongoing and Planned Expansion

• Added 300 beds in the past year; total bed capacity now at 5,197.

• Next 2–3 years to see an addition of 2,600 beds (Aster) plus 1,200+ beds (QCIL) as major brownfield and greenfield projects ramp up, targeting consolidated 14,000-bed network.

• Bengaluru identified as a strategic high-growth market, with 1,439 more beds planned (including a 500-bed Yeshwanthpur hospital targeting specialist care).

Capex Guidance

• Aster capex at INR 25,000 mn over next 3–4 years (INR 4,000–5,000 mn already incurred as of June 30, 2025).

• QCIL annual project capex at 5% of sales; large projects (INR 8,000–9,000 mn aggregate) to be phased with internal accruals and minimal leverage.

Merger Update and Strategic Initiatives

Aster–QCIL Merger

• CCI approval and share swap for 5% in QCIL for 3.6% in Aster executed; integration progressing as NCLT approval awaited.

Guidance

• Management remains confident of double-digit revenue and EBITDA growth in FY26, driven by specialty mix upgrade, bed ramp-up in existing markets, and sustained ARPOB growth.

• Consolidated margins expected to remain above 20% as scale and cost initiatives play out.

• Brownfield projects and clinical talent onboarding in emerging clusters to be near-term focus.

TVS Motor Company Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 2,811 | Market Cap INR 1336 Bn

Outlook: The company maintains a positive outlook on gross margins and continues to leverage growth while consistently improving its EBITDA. It also expects to grow ahead of the industry in international markets, supported by its strategic initiatives and expanding global presence.

Achieved 0.5% PLI benefit, sold 70K EVs this quarter, and reported INR1,000 Cr in EV revenue.

Staff appraisal and salary increments were implemented in Q1.

The company is investing in specific areas, with further clarity to be shared in due course.

Premium distribution efforts are underway; more details will be shared once finalized.

Discussions around the 2W category are ongoing; updates will be provided once the outcome is clear. This is a high-priority area.

Working towards PLI eligibility across all product segments. Detailed updates will be shared post-implementation.

ICE+EV portfolio is in line with industry trends. Rural demand is gradually picking up; the urban:rural mix is ~51:49. The company is ahead of the industry, especially in semi-urban regions.

Commodity costs increased in Q2FY26 primarily due to steel. A ~0.5% increase is expected. Price hikes will help offset the impact, and the company doesn't see it as a major challenge.

3W business has been showing positive gross margins since June. The company remains optimistic and believes once customer demand strengthens, topline growth will follow.

Non-current investments: 40% are directed toward Norton; it's the second-largest investment (E-bike), while the rest are small, strategic investments.
Additional investments are being made in new product development.

FY26 capex guidance: INR 16,000–16,540 Mn.

PLI benefits for 3Ws expected to commence from Q2FY26.

ESOP costs are minimal and will not impact the next quarter.

Spares revenue in Q1FY26 stood at INR 9870 Mn.

Exports: INR 24870 Mn. The Africa are recovering after macro and currency-related challenges last year. Management is confident of outpacing industry growth. Africa, Demand is becoming stable. Company is very positive to maintain this growth rates. LATAM Region – Continues to growth and grow faster than industry, increase its share from current low levels of shares. Asia – Major Markets are doing well, there has been good growth from Nepal and Srilanka, there are certain challenges in the Bangladesh challenges, Bangladesh is likely to recover.

The company is focused on total employee engagement and views ESOPs as an investment to support topline growth.

E3W production capacity is sufficient; no capacity constraints.

Norton investment: Product to be ready by Q3–Q4. Region-specific strategies are in place. Additional products and e-bike innovations are being developed. Market recovery is expected, and internal restructuring will drive synergies.

Investments during the quarter: INR 4776.8 Cr in subsidiaries.INR 856.5 Mn in TVS Supply Chain Solutions Ltd.

TVS Credit

- PBT during the quarter has grown 30% and the book size has increase to Rs.269bn.
- There has been good growth from consumer financing.
- There were new 1.6 Mn customers added during the quarter and inching up the total customers to 20 Mn.

Rare earth magnets: Currently managing short-term supply for daily production. Long-term strategies are being developed, including localization within India. Aim to enhance resilience at both the company and country levels.

OCCL – Q1FY26 Concall Highlights
CMP: INR 230 | Market Cap: INR 2.3 Bn

Outlook

OCCL enters FY26 on a stronger footing with margin and market share tailwinds from recently imposed anti-dumping measures providing clear near-term earnings upside. The company remains disciplined on cost, capex and capital allocation while also sharpening product innovation. While global overcapacity and regulatory risks, management appears confident that OCCL's technical, operational, and relationship advantages position it well to defend market share and deliver high-quality cash flows in a normalizing cycle.

Financial Highlights

• Revenue at INR 1,230 mn, up 14% QoQ driven by strong sulfuric acid margins and improving market conditions.
• EBITDA grew 36% QoQ to INR 270 mn, with EBITDA margin expanding to 21.7% from 18.1% in Q4FY25, primarily led by higher realizations in sulfuric acid and a favorable cost environment.
• Profit after tax stood at INR 130 mn and PAT margin of 10.6%.

Business Developments

Insoluble Sulfur (Core Business)

• The insoluble sulfur market is witnessing stable, gradual demand growth globally and long-term sectoral drivers like auto/tire industry, demand for high-performance/green tires remain intact.
• OCCL maintains leadership in the domestic market—with a current share at ~55% and management targets >60% market share in the coming quarters post-anti-dumping duty.

Anti-Dumping Duty Impact

• Full impact to be visible from Q2FY26 onwards.
• Estimated incremental PBT upside due to ADD is INR 7–8 mn per month, bolstering near-term earnings visibility.

Domestic-Exports Mix

• OCCL's domestic realization and margin have scope for improvement as the market absorbs higher ADD-influenced pricing.
• Bulk of export revenue comes from US and Europe and these geographies remain strategic for OCCL despite evolving tariff regimes.

Capacity and Utilization

• Insoluble sulfur: Capacity is 39,500 MTPA and achieved ~70% utilization in FY25.
• Sulfuric acid: Capacity is 88,000 MTPA and operated near full capacity in FY25.

Sulfuric Acid

Segment Performance

• Sulfuric acid operated at near-peak output in Q1FY26 contributed significantly to topline and margin improvement amid elevated sulfur prices.
• Segment generated INR 150–200 mn revenue in the quarter.

Strategic Initiatives & Outlook

Guidance

• Full earnings benefit of ADD to reflect from Q2 onward.
• Management cautiously optimistic on maintaining current margin profile through FY26,
• No major capacity expansion is projected, and focus remains on sweating assets, cost rationalization and broadening domestic market share.

Apcotex Industries Q1FY26 Concall Highlights
Mcap: INR 22.37bn | CMP: INR 429

Outlook: Apcotex revenue is expected to be INR 16-17bn in FY26E. Margins are expected to improve gradually, supported by higher utilization, cost efficiencies, and a favorable product mix, though Nitrile latex pressures may persist in the near term. Margins are around 10% and expected to improve to 14%-15% over the long term. The company plans selective brownfield expansions in high-margin segments like SBR Latex and NBR. Exports revenue share is around 37% in Q1FY26 and is expected to be 40%-42% in the near term. Geopolitical risks, raw material volatility, and global oversupply in Nitrile latex remain key risks. We have a positive outlook on the stock.

Revenue
Revenue is expected to be INR 16-17bn by FY26E.

Margins
EBITDA margins are expected to be 14%-15% over the long term.

Nitrile latex margins remained under pressure due to industry overcapacity. A Japanese competitor's exit from the Nitrile latex business in 2026 can be a positive for the industry.

Volumes
The volume growth stood at 25% YoY in Q1FY26.

Capex
The company plans to undertake debottlenecking and expansion projects to enhance capacity further. The focus will be on Latex, SBR Latex, Styrene-Acrylics, and NBR.

The capex is primarily brownfield, to be funded through a mix of debt and internal accruals.

The capex for the hybrid power project in Gujarat is around INR 35-40mn, aimed at reducing its carbon footprint.

Capacity utilization
Taloja latex plant capacity utilization – 85%, Valia latex plant utilization – 90% and NBR utilization - ~100%.

Exports and tariffs
The export revenue share is around 37% in Q1FY26 and is expected to be 40%-42% in the near term.

Exports to Turkey and Egypt were impacted by geopolitical tensions and logistical challenges, though the company mitigated this by diversifying into other markets like Saudi Arabia and the UAE.

The US tariffs on Chinese gloves have increased competition in non-US markets.

Other highlights
Domestic demand for paper and construction-related products remained muted.

The company is focused on achieving a long-term ROC target of 18-19%, supported by strategic expansions and market share gains.

Greaves Cotton Ltd-Q1FY26 Concall KTAs

Outlook: The management remains committed to investing in future-ready areas while ensuring profitable growth across its core businesses. As part of its long-term vision, the company is in the process of finalizing a strategic roadmap toward FY30, with more detailed guidance expected to be shared after the first half of FY26. While macro and regulatory headwinds are being closely monitored, the management remains cautiously optimistic. Additionally, it has indicated margin sustainability in the 13–15% range, in line with historical performance.

Standalone revenues up 22% YoY to INR 5410Mn.Standalone EBITDA at INR 760 Mn, a 51% YoY increase and EBITDA margins expanded by 270 bps.
Engineering business Q1 revenue was INR 3850 Mn.
Greaves Retail revenue reached INR1550 Mn in Q1.
Excel Control Linkage's revenue stood at INR 600 Mn.
Greaves Electric Mobility revenue was INR1370 Mn for Q1.
Greaves Finance's AUM crossed INR 3000 MN.
Cash reserves > INR 4000 Mn net of debt and disciplined capital deployment maintains healthy return on capital employed.

Margin expansion has been driven by product mix, operating leverage, and disciplined cost control.

ROCE remains healthy, demonstrating disciplined capital deployment.

Engineering (Engines, Gensets, Non-auto)
Engines business benefitted from robust domestic and international demand, especially for Euro V+ auto engines and CPCB IV+ gensets.

Exports constituted 14% of total revenue this quarter.

Auto segment grew 46% YoY, largely propelled by international business. Non-auto segment grew 19% YoY.

Gensets reported strong 30% growth and MS held steady at 4%.

Margin improvements are attributed to operating efficiencies and smart procurement.

Demand from residential and infra construction sectors drove genset growth.

Retail and Aftermarket
Greaves Retail delivered 5% YoY growth.

Non-auto aftermarket grew 40% YoY and auto aftermarket remained flat due to subdued domestic demand.

Tier 2 and tier 3 market expansion underway.

Over 21,000 mechanics engaged, scanning 170M reward points via loyalty program.

Retailer loyalty program has been piloted.

Strong traction in electric L3 aftermarket with onboarding of 10+ OEMs.

Excel Control Linkage
Focused on increasing business with OEMs in automotive and construction.

Technological advancement amd Launched hydraulic marine steering system; received orders from Europe and Middle East.

Won orders in the rubber business for agriculture and construction equipment.

Expanded rubber business for agriculture and construction equipment with new OEM wins.

Electric Mobility
Q1 Greaves Electric Mobility revenue at INR1370 Mn.

Business scaling through digital channel and ecosystem partnerships.

Retail sales volume up 84% YoY for E2W.

MS in electric two-wheelers rose to 4.2% (from 3.4% YoY).Leadership in Bihar (15.3%) and Tamil Nadu (13.9%).

Magnus Neo remains flagship in the mid-speed segment.

Reo model in entry segment saw 30% QoQ growth.

Inclusive E2W portfolio from INR50,000 to INR1.5 lakh covers slow, mid, high-speed segments.

EV 3-wheeler (L5) penetration at 31%, up from 17% YoY.L3 market up 11% YoY. New fuel-agnostic L5 portfolio includes diesel and CNG; OBD2B compliant L5 diesel at 4% market share.

Eltra City XTRA (EV L5) set national record and 300+ km on a single charge.

Service network now exceeds 400 touchpoints, 98%+ spare part availability.

Digital transformation supported by Salesforce for elevated customer engagement.

AUM of Greaves Finance in EV segment above INR300 crore; focus on expanding EV customer financing, especially in underserved markets.

ESG & Operational
Ongoing operational excellence through digitized inventory, integrated supply chain, and continuous partner training.

Progress in ESG: waste reduction, mechanic upskilling.

Enhanced upskilling initiatives among mechanic communities.

Market & Industry
Indian electric two-wheeler industry ~300,000 units sold in Q1 FY26, up 34% YoY, down 2% QoQ.

Top five states (Maharashtra, Karnataka, Tamil Nadu, Uttar Pradesh, Madhya Pradesh) account for 56%+ of EV volumes.

L5 (3-wheeler) segment at 167,000 units, up 12% YoY; EV penetration significant.

Improved retail sales in June for 3-wheeler segment, attributed to refreshed portfolio and dealer alignment.

IPO & Stakeholder Update
GEML has filed a DRHP with SEBI and SEBI's final observations received.

IPO timeline will depend on market conditions and internal preparedness.

Commitment to transparent stakeholder communication regarding the IPO.

ALG Group and Greaves Cotton remain committed long-term backers of GEML.

There is discussion regarding the reduction of Abdul Jameel's stake down from 36% to 20% in GEML post-IPO, but Greaves will retain promoter status.

Continued focus on diversification, digital innovation, and risk management to support further growth.

Consolidated margin gains attributed partly to raw material cost efficiencies.

Retail sales figures in EV sometimes precede registration data and alignment improving.

Continued emphasis on broadening distribution while focusing on operational efficiency in retail and EV businesses.

Genset growth driven by product quality, service, and distribution expansion.

Export business is a key growth driver with potential for further market share increase due to emission norms transition.

Margin improvement driven by product mix, operating leverage, and cost discipline appears sustainable.

SIS Ltd Q1FY26 Concall Highlights
CMP: INR 386 | Market Cap: INR 55.59 Bn

• Company crossed the INR 12 Bn monthly revenue run-rate mark for the first time.
• The company's three core segments India Security, Facility Management, and International each delivered record quarterly revenues in Q1 FY26.
• International Security achieved standalone AUD 1 Bn scale, driven by new long-term contracts in Sydney Trains, defense, and Canberra Airport.
• Targeting a consolidated EBITDA margin of 6 percent over the medium term, with Indian operations leading margin expansion.
• The Australian mobile-patrol business is undergoing restructuring, with contract exits, office closures, and leadership changes expected to complete by Q3 FY26.
• Secured SEBI, NSE, and BSE approvals for the CAS JV IPO, creating a one-year window to list and unlock value.
• A strategic INR 60 Mn investment was made in Adhikosh Financial Advisory to pilot fintech solutions for SIS's blue-collar workforce.
• Receivables management remains a priority, with provisions maintained above 10 percent for >1-year trade receivables and targeted DSOs of ~75 days for India Security, ~90 days for FM, and ~50 days for International.
• Technology adoption is increasing, but low labour costs continue to limit broader substitution of manpower with tech solutions.
• Aims to double its market share in the Indian security services market from ~5 percent to 10 percent through network expansion, training infrastructure, and technology integration.

ITD Cementation Q1FY26 Concall Highlights
Mcap: INR 133.8bn | CMP: INR 779

Outlook: The order book stood at INR 188.2bn (~2x of FY25 revenue), showing business visibility. The revenue is expected to grow 20%-25% in FY26E, and margins are expected to be sustained at 10%. The key growth drivers include metro projects, marine contracts, and Adani Group collaborations, while international expansions offer higher-margin opportunities. We have a positive outlook on the stock.

Revenue
Revenue growth is expected to be 20%-25% YoY in FY26E.

Margins
EBITDA margins are expected to be double-digits (10%) in FY26E.

Order book
The order book stood at INR 188.2bn as of Q1FY26. The order inflows stood at INR 29bn in Q1FY26.

Fixed price and variable pay contract mix stood at 70:30.

The order inflows are expected to be INR 150-160bn in FY26E.

The order pipeline is around INR 870-900bn. Around 30%-33% share is expected from Adani.

Projects
The key projects include Chennai Metro (55% completion), Bengaluru Metro (80% completion), Mumbai Metro (nearing completion), and Ganga Expressway (85% completion).

The company achieved a breakthrough in tunneling for Chennai Metro and completed a significant structure for the Calcutta High Court Circuit Bench.

In Bangladesh, despite challenges, progress is on track, including handling large-scale piling work.

Capex
The capex is expected to be INR 2.8-3bn in FY26E, with INR 890mn already spent in Q1FY26.

Interest costs
Interest costs declined to INR 500mn in Q1FY26, due to better negotiation of interest-free advances and reduced bank guarantee charges.

Other highlights
The company is focusing on larger-ticket projects, which offer better margins and less competition.

The credit limits stood at INR 60bn, with 90% utilization.

Mobilization advances stood at INR 8.35bn, with 80% are non-interest bearing.

The company is focused on expanding capabilities in segments like airports, data centers, and marine projects.

Vedant Fashions Ltd | Q1FY26 Earnings Call
CMP: 759 | MCAP: 184,320 mn

Outlook
Vedant Fashions is strategically prioritizing SSSG, retail efficiency, and digital-first marketing. While macroeconomic weakness in discretionary demand persists, the company expects its brand investments, portfolio diversification, and data-driven merchandising to support steady recovery and long-term growth.

Financials
• Revenue from operations stood at INR 2810 mn, up 17.2% YoY
• Customer sales grew by 23% YoY
• Same-store sales growth (SSSG): ~17.6%
• Gross Margin: ~66.9%, slightly down YoY
• EBITDA Margin: ~43.2%, affected by higher marketing expenses
• PAT: ~ INR 700 mn , 12.4% YoY growth
• Ad spends: Increased to 5.6% of revenue from 2.3% YoY due to more wedding dates

Retail and Expansion
• Retail footprint: ~1.78 million sq. ft globally
• Store expansion continues, but net retail area declined slightly due to more SIS (small-size) openings and closure of underperforming formats
• Focus on flagship stores and retail quality over quantity
• Gross addition guidance: ~8–10% increase over last year, but net may be flat due to strategic closures

Brand Performance & Strategy
• Mohey: Shifted from bridal to full wedding wear – SSG and growth above company average
• Twamev: Performing well; new flagship store to open in Mumbai
• Diwas: Small base but positive trade response, aiming for festive and e-commerce penetration
• Strategic product push via Rajwada (groom) and Sunset Soiree collections

Demand & Market Outlook
• Rebound in AP & Telangana; strong momentum in Q1 and early Q2
• Consumer sentiment in mid-premium segment remains subdued
Growth levers include:
ASP growth (3–4% within categories)
Increasing basket size
Improving footfall via marketing and omnichannel
• Continue investments in:
Retail training (VFL Parivaar app)
Endless aisle & AI-based tools
Mini digital campaigns for more engagement

Margins and Costs
• Gross margin stable YoY; slight dip due to brand mix shift (Mohey, Twamev)
• EBITDA margin contracted QoQ mainly due to front-loaded ad spend
• Lease and depreciation costs affected operating leverage, but expected to normalize with better revenue

Maruti Suzuki -Q1FY26 Concall KTAs- Arihant Capital

Outlook: Expects further retail market share gains, driven by the upcoming festive season and a potential demand boost from the 8th Pay Commission revision, with government employees comprising a mid-teen percentage of its customer base. While rare earth element supply poses a medium-term risk, it currently has no impact on production, and mitigation measures are underway. Global EV adoption trends remain uneven Europe is ahead with 12% penetration and stronger margins, whereas Japan lags behind; nonetheless, the company remains committed to long-term EV readiness across its operations. FY26 capex guidance remains unchanged at INR 100 Bn, with 25% of the planned investment already incurred in Q1.

Margin pressures in Q1FY26 were driven by a 60bps impact from adverse operating leverage, 40bps from higher steel costs, 50bps due to seasonal employee expenses, and 30bps related to overheads from the Kharkhoda plant. These were partially offset by a 30bps benefit from a favorable product mix, 60bps savings from reduced advertising expenses, and a 50bps gain from forex and hedging (recorded in non-operating income). Additionally, a one-time 90bps margin drag seen in Q4FY25 was reversed in Q1FY26.

Domestic demand remained soft as industry wholesales fell 1.4% YoY, largely due to weak affordability in entry-level cars.

Fronx was the highest exported model during the quarter for Maruti.

5,500 service touchpoints were added during the quarter, taking the total to over 45,000 touchpoints.

Railroads were used for two manufacturing plants with a combined capacity of 750,000 units. 518,000 units (24.18%) were transported via rail, and the target is 35% by FY31.

The rural market performed better than the urban market due to early monsoons.

One-third of the domestic market consisted of CNG vehicles.

Higher SUV sales and lower hatchback sales led to an increase in revenue per vehicle.

A mid-teens share of total volumes was directed toward government orders.

Dealer inventory stood at 33 days.

Export revenue stood at ₹6,500 crore.

Discounts remained flattish compared to the previous quarter (on a per-car basis).

The company is actively managing the rare-earth magnets situation. These are consumed more in EVs and less in ICE vehicles, mainly used in motors, sensors, and electronics.

Retail sales reached 380,000 units.

There was a lower YoY degrowth of 3.7% for Maruti versus 1.5% industry-wide.

Rural demand remained positive and is directionally performing better than urban.

Positive sentiment for Q2 due to favorable monsoons and an expected stronger festive season compared to last year.

Two new SUVs were launched — one EV and one ICE — which should support full-year growth.

Constructive discussions have been held with industry and government. Final powertrain regulations from April 1, 2027, are expected in the next 1–2 months.

The company has invested significantly in exports and network building, resulting in improved quality, quantity, penetration, and customer acquisition. It now has a presence in 100 countries.

Japan is the second-largest export destination; Jimny and Fronx are the top models.

Upcoming product launches will include a strong SUV focus.

Planned CapEx for FY26 is INR 100 Bn.

Supply chain resilience issues persist, especially concerning magnet availability.

97% of volumes will include six airbags.

Spare parts sales grew 13% YoY.

Mark-to-market gains are expected to contribute around 35 basis points due to rising yields.

In Europe, EV penetration is at 12% and growing, indicating strong appetite.

In Japan, EV penetration remains low, but outlook is optimistic.

Export sales are well-diversified across small cars, fleet customers, and individual buyers.

JB Chemicals and Pharmaceuticals Limited -Q1 FY26 Takeaways
CMP: INR 1,778 | Market Cap: INR 277 Bn

Arihant Capital Markets Ltd

Torrent Pharma Acquisition & Merger
• On 29th June, Torrent Pharma announced its intention to acquire a controlling stake of 46.39% in JB Pharma from KKR.
• The acquisition of the 46.39% stake is for a cash consideration of INR 119.17 bn.
• Mandatory Tender Offer: This acquisition will trigger a mandatory tender offer at a fixed price of INR 1,639.18 per share.
• Regulatory Approvals: The entire transaction remains subject to CCI and other regulatory approvals.
• One-off Merger Costs: The company incurred a one-off charge of INR 150 mn in Q1 FY26 related to the proposed merger scheme which impacted other expenses. This specific charge relates to JB Pharma's own expenses.

Financial Performance
• JB Pharma reported a 9% YoY increase in overall revenues, reaching INR 10.94 bn for Q1 FY26.
• The business mix for the quarter stood at 62% domestic and 38% international.
• Operating EBITDA (excluding ESOP & one-off charges): The company delivered a 13% YoY growth in operating EBITDA to INR 3.3 bn.
• Net profit showed a 14% increase to INR 2.02 bn attributed to enhanced margins and cost alignment.

Business Segment Performance
Domestic Business
The domestic business delivered a robust 14% growth YoY to INR 6.78 bn.
The 14% domestic growth was equally split with 7% from price growth and 7% from volume growth.

Portfolio Performance
• Chronic Portfolio: Maintained its growth trend achieving 15% growth YoY.
• Acute Business: Increased by 12% YoY. This growth was primarily driven by the strong performance of probiotic and newer versions of probiotics, as well as specific eye drops within the ophthalmology segment.
• Ophthalmology Portfolio: Achieved an impressive 19% growth YoY as per IQVIA data. New launches are contributing but will take time to become significant.
• Domestic Outlook: Management expects to maintain the 12-14% growth rate for the remaining part of the year continuing to outperform the market by 300-350 bps. The market itself is projected to grow 8-10%.
• International Operations
• Overall Growth: International operations grew by 2% to INR 4.16 bn primarily led by the CDMO business.

CDMO Business

• New commercial quantities of products like iodine liquid throat spray variants and immunity lozenges have been dispatched to Asia Pacific and EU markets.
• Management expects 3-4 important new launches in the next 12-18 months.
• Guided to grow between 12-14% for FY26. The average run rate for H1 FY26 is expected around INR 1.2 bn, ramping up to INR 1.3 bn for H2 FY26. The run rate for FY27 is projected to be INR 1.4-1.5 bn.

International Formulations

• Branded Exports: Experienced decline in Q1 FY26, primarily in Russia, South Africa, and US markets.
• Russia: Seasonally slow, with demand expected to pick up from H2 (September onwards).
• South Africa: Muted growth in some private and large institutional accounts, with a positive trend anticipated in H2 due to grants and sanctions.
• US: Started slow with some pricing pressure on two key molecules, but good order visibility for the next 4-6 months, expecting neutralization of pricing pressure.
• Management expects the second half of the year to ramp up, with high single-digit growth by the end of Q3.
• Rest of World (RoW) Market Expansion: Significant progress in filing products, with the first phase of pipeline approvals (8-10 molecules across 14-16 key markets) expected from September-October 2025. Launch quantities are anticipated to flow from Q4 FY26, with full commercial annualized benefit projected for FY27. A second phase of approvals is expected from H2 FY27, continuing for the next 2-3 years.

Guidance

• Gross Margin Guidance: The company maintains its full-year guidance for gross margins in the range of 67%.
• Operating EBITDA Margin Guidance: Management reiterates its full-year operating EBITDA margin guidance of 27-29%, with an aim to be at the top percentile of this guidance.

Restaurant Brands Asia Ltd Q1FY26 Concall Highlights
Mcap: INR 47,440 mn | CMP: INR 81

Outlook
Restaurant Brands Asia is aggressively expanding in India, targeting 60-80 new stores annually to reach 800 by FY29. The company simultaneously focuses on margin improvement through operational efficiencies. In Indonesia, Popeyes is transitioning to a fast-casual model to enhance customer experience and efficiency. This dual-market strategy balances rapid growth in India with strategic transformation in Indonesia.

Financials
- Total revenue growth of 7.9% YoY to INR 6,977 mn
- Healthy gross margins maintained at 65.4%
- EBITDA grew by 37.4% YoY growth to INR 119 mn

Digital Leadership & Product Innovation
Restaurant Brands Asia has achieved 90% digital penetration for dine-in orders, primarily through self-ordering kiosks and the BK App, which handles one-third of transactions. The company is elevating its menu with premium offerings like the Korean Spicy Fest and upgraded King's Collection burgers. BK Café is gaining traction through INR 99 promotions and KitKat co-branded desserts, attracting new customers. These digital and product innovations are driving premiumization, improving economics, and strengthening brand loyalty.

Indonesia Turnaround Progress
Indonesia turnaround is showing progress, with 4 underperforming stores closed in Q126 (12 total in the previous year) as part of portfolio optimization. These efforts, alongside operational enhancements, have boosted Average Daily Sales by 5% YoY.

Indonesia Transformation Strategy
Restaurant Brands Asia is implementing a dual-brand strategy to revitalize its Indonesia operations. Burger King is being stabilized through store optimization and sales initiatives, while Popeyes is transitioning to a fast-casual model with operational upgrades. This transformation aims to align both brands with market preferences while improving profitability. The disciplined approach balances right-sizing with strategic investments for sustainable growth.

Guidance
Restaurant Brands Asia plans aggressive India expansion, targeting 60-80 new stores annually to reach 800 by FY29. The company aims for ~70% gross margins through operational efficiencies and premium offerings. A digital-first strategy will enhance the BK App and expand self-ordering kiosks nationwide. This multi-pronged approach combines rapid growth with profitability and tech-driven customer experiences.

Skipper Limited – Q1 FY26 MCap. 5487Mn| CMP: 486

Segment-

• Engineering: Revenue up 24%, exports up 30% (32% of segment revenue).
• Polymer: Revenue up 34%, volumes up 40%, focusing on high-margin plumbing.
• Infra: Revenue down 39%, but full-year growth expected at 20-25%.

Order Book and Future Growth Visibility

• The company secured new orders worth INR 19,774 million in Q1, a 158% increase compared to the previous year.
• The total order book reached an all-time high of INR 85,205 million, providing strong revenue visibility.
• The current bidding pipeline stands at approximately INR 300,000 million, the highest in the company's history.

Future Outlook and Guidance

• Revenue growth for FY26 is projected at over 25%.
• EBITDA margins are expected to improve by 50 basis points.
• The company aims to secure order inflows between INR 65Bn and INR 70Bn for the full year.
• Exports are a key focus, with a target to double order inflows from INR 7-8Bn to INR 15-16Bn.

Strategic Initiatives and Expansion Plans

Capacity Expansion

• A new manufacturing facility with a capacity of 75,000 tonnes per annum is now fully operational, enabling faster execution of export orders.
• An additional expansion of 75,000 tonnes is planned, with a long-term vision to reach 6 lakh tonnes of capacity by FY28, positioning Skipper as the world's largest transmission tower manufacturer.
• The total capital expenditure for this expansion is estimated at INR 800 crores over four years, including potential greenfield locations.

Quadrant Future Tek Ltd- Q1FY26 Concall KTAs
CMP: 430 | Market Cap: 17.14 Bn

Outlook:
Despite a subdued Q1, Quadrant remains optimistic for the remainder of FY26, citing an institutional order pipeline and expected better execution momentum in both the cable and Kavach divisions in the coming quarters.

Forward-Looking Statements & Future Guidance – Kavach (Train Signalling Division)
Order Book & Execution Readiness:
• Quadrant currently holds an order book totalling INR 9,840 Mn (Kavach), comprising INR 8,290 Mn for locomotive systems and INR 1,550 Mn for trackside systems. The INR 1,550 Mn trackside order was secured in partnership with Rail Corporation, which front-ended the bid for a larger INR 3,000 Mn order.
• The company was awarded an ambitious order on 12th December 2024 for the supply, installation, and commissioning of the Kavach system in 1,200 locomotives, with a completion deadline of 11th December 2025.
• Production of Kavach equipment is in full swing, with in-house manufacturing components (e.g., capacitors, resistors, ICs, PCBs) readily available.
• Quadrant has an initial infrastructure and ecosystem capable of producing approximately 300 locomotives per month. The company is prepared to stretch this capacity if necessary and expects no problems with production or inspection facilities, which are designed to test multiple systems simultaneously.
Approval & Certification (ISA):
• Quadrant is awaiting Independent Safety Assessor (ISA) certification for Kavach 4.0, which is crucial for delivery commencement.
• A locomotive fitted with Quadrant's Kavach system will be issued for formal field trials to allow RDSO and ISA to conduct testing. This includes testing at 160 kilometres per hour, for which a capable locomotive is already available.
• Two other vendors have recently received approval for Kavach 4.0, with the first approval given around two months prior and the second eight days prior to the call. Management expects the approval process for remaining suppliers, including Quadrant, to accelerate due to shared learning and continuous iteration.
Market Opportunity & Outlook:
• Kavach is expected to be rolled out in "massive numbers" across Indian railways, leading to a continuous inflow of orders for the company.
• Management expresses high confidence in completing the current orders within the scheduled timeline.
• In the event of any shortfall by any company, the remaining quantities would be added to subsequent tenders, ensuring all locomotives are eventually equipped.

Revival and Strategic Focus:
• Quadrant has revived its cable business development, which was temporarily held until August 2025 to focus entirely on Kavach development and approval.
• Mr. Abi Kala has been appointed as Chief Executive Officer (CEO) of the cable division, bringing substantial experience in the cable industry and a dedicated focus to this segment.
New Market Segments & Growth:
• Quadrant is ambitiously entering new "mass scale" markets including solar cables, electric vehicle (EV) cables, and export markets.
• The company has received mandatory BIS approval for solar cables, enabling full-scale entry into this business. Solar orders have already been supplied to prospective companies, and strong inquiries are

pending.

• Quadrant currently has approximately INR 400 Mn of orders in the cable division and anticipates winning further orders through the short-term tendering and bidding process.

• The company affirms that there will be no issues with cash flow on the cable front, leveraging its long-standing credibility and existing ecosystem with suppliers.

Q1FY26 Financial Outlook:

Quadrant reported an operational revenue of INR 287 Mn, marking an increase of approximately 12% YoY compared to Q1 in the previous financial year and slightly higher than previous Q1 performance. 100% of this quarter's revenue was attributed to the speciality cable division. EBITDA for the quarter stood at approximately 8.9%, an improvement from 7.3% during the same period last financial year.

Historically, Q1 sales tend to be lower for the company, with sales scaling up significantly in H2. This Q1's softness was primarily due to a slower uptake in institutional orders, particularly from the defence sector, which are typically short-term and awarded through competitive tendering processes.

Australian Premium Solar (India) Ltd - SME – Q1 FY26 Concall Highlights - Arihant Capital
CMP : INR 551 | Mcap: INR 11.07 Bn

Outlook & Guidance

The company remains well-positioned to capitalize on strong industry tailwinds, with significant growth visibility driven by its planned expansion into 800 MW TOPCon solar panels and a 4 GW integrated solar cell manufacturing project. With increasing traction in the solar pump segment and high capacity utilization in existing lines, APS is targeting meaningful topline and margin expansion over the next 2–3 years. Vertical integration is expected to support margin improvement and reduce import dependency, while the company targets consolidated revenue of INR 1,700–1,800 Cr by FY28.

Financial Performance

- Total Income: INR 153.23 Cr, up 86.6% YoY
- EBITDA: INR 21.32 Cr, up 118.6% YoY (margin expansion of ~204 bps)
- PAT: INR 14.70 Cr, up 124.75% YoY (margin expansion of ~163 bps)
- Net cash flow was negative due to CapEx on machinery and land

Operational Performance

- Capacity utilization of 80–85% in the existing 400 MW Mono PERC module line
- Trading vertical expected to grow ~75% despite monsoon-led seasonality
- FY28 revenue guidance: INR 1,700–1,800 Cr standalone, Aplus Solar Cell to contribute INR 600–700 Cr
- Capacity Expansion: 800 MW TOPCon Solar Modules
- Phase I (400 MW): Machinery arrival by Aug 2025; commercial production by Oct 2025
- Phase II (400 MW): Production expected to begin by Apr 2026

Will strengthen presence in the high-efficiency premium solar module segment

4 GW Solar Cell Manufacturing – Aplus Solar Cell

- 51% owned subsidiary; land acquired in Gujarat, initial approvals in place
- Phase I (1 GW) in 2 years; balance 3 GW in staggered one-year phases
- CapEx: INR 800–900 Cr for Phase I (30% equity; 70% debt and subsidies)
- Expected margin improvement of 100–200 bps through backward integration

Solar Pump Segment

- EPC-led model to continue; no manufacturing planned in near term
- Targeting 30% revenue contribution from this segment by FY26
- Supported by government subsidies of 30–50% of pump cost

Industry Tailwinds

- Solar energy market CAGR of 19.8% (2024–29)
- India's solar capacity up 58.5% YoY in FY25
- Policy push for domestic manufacturing and reduced reliance on Chinese imports

Dabur Ltd Q1FY26 Concall Updates
CMP: INR 530 | Market Cap: INR 939 Bn| TP: INR 600

Business Highlights
• Dabur reported a consolidated sales growth of around 7% excluding seasonal portfolio (beverages and glucose), with a reported growth of 1.7% impacted by seasonal headwinds.
• Domestic India business revenue grew by 4.3% excluding seasonal items.
• International business delivered robust growth of 13.7% in constant currency terms, with strong double-digit growth in key regions including Middle East/North Africa, Sub-Saharan Africa, UK/EU, US, Turkey, and Bangladesh.
• Rural markets outperformed urban for the 5th consecutive quarter, with urban showing sequential improvement.
• Seasonal portfolio was affected negatively by unseasonal rainfall and shorter summer, particularly beverages and glucose.

Segment-Wise Performance
•Home & Personal Care (HPC): Grew 5%; toothpaste portfolio grew 7.3%, led by strong growth in Dabur Red and herbal segment outpacing non-herbal by 440 basis points.
• Home Care: Strong 10% growth; Odonil became #1 air freshener with 44% volume share and 11% growth; Odomos mosquito repellents posted double-digit growth with market share gain of 261 bps.
• Skin Care: 9% growth driven by Gulabari and OxyLife.
• Hair Oils: Outperformed category, with highest-ever 19% volume market share and market share gain of 214 bps.
• Health Care: Hair supplements (excluding glucose) grew 9%. Chyawanprash grew 28% with a 111 bps gain in market share. Honey grew 11% with 46 bps market share gain; premium brands like Sundarbans and Organic Honey did well.
• Digestives: Hajmola grew 9%, with variants contributing 50%. Recently launched Soft Chews received positive consumer response. Pudin Hara grew 7%.
• OTC and Ethicals: Honitus grew 46% during monsoon surge; health juices grew 18%.
• Juices, Nectars, and New Products: Launched aseptic PET format coconut water with 25% share in the fast-growing market; Nectars and 100% juices gained market share.

Key Highlights
• Operating profit grew ahead of the top line, despite inflationary pressures.
• Inflation of around 7% last quarter was fully mitigated by a mix of price increases (3-4%) and cost-saving initiatives.
• No gross margin pressure expected going forward, even with inflation projections around 8% – Dabur aims to continue mitigating through price hikes and saving programs.
• Operating margins are expected to improve significantly compared to last year by year-end.
• Advertising spend increased by 5%, with a shift from ATL to BTL activities focusing more on trade and consumer schemes.

Volume and Price Dynamics
• Reported volume declined by approximately 1% in Q1, but volume growth excluding seasonal business was around 3-3.5%.
• Net realizations in India were negative (-1.8%) due to competitive intensity despite price hikes.
• No intention to build excessive inventory; inventory days stable around 21-22 days.
• Company expects beverage segment volumes to remain under pressure; other segments expected to deliver double-digit volume growth in coming quarters.

Outlook & Guidance

• For Q2 FY26, a double-digit growth is expected overall due to a favorable low base last year, excluding the beverage segment which is expected to grow low single digits.
• For the full year FY26, Dabur targets high single-digit revenue growth.
• Optimism based on improving consumer demand, softening food inflation, good monsoon conditions, and rural growth momentum.
• International business is expected to remain strong with currency depreciation impact normalizing.
• Dabur recently completed a vision exercise outlining 7 strategic moves focusing on doubling down on core brands that contribute ~60-70% of business (INR 700 crore+).
• Key growth pillars include oral care (Dabur Red expansion), Dabur Amla (premiumization), home care (especially LVP segment), skin care, and select health care brands (Pudin Hara, Hajmola, health juices, and Shilajit).
• Continuing modernization of portfolio with new formats and premium offerings.
• Ongoing efforts to improve GTM (go-to-market) efficiency and distribution effectiveness.
• Active pursuit of M&A opportunities in wellness, health, and premium categories aligned to margin accretion and scalability.

Hindustan Unilever Ltd Q1FY26 Concall KTAs
CMP: INR 2522 | Market Cap: INR 5926 Bn | TP: INR 2852

Business Highlights
• HUL reported a USG of 5% and a UVG of 4% on a consolidated basis.
• Turnover was INR 16,323 crores for the quarter.
• EBITDA margin stood at 22.8%, a decline of 130 bps YoY, aligned with guidance, attributable to increased investments.
• PAT grew by 6%, boosted by re-estimation of certain prior year tax provisions.
• Rural demand saw gradual improvement, continuing to grow ahead of urban demand, supported by favorable monsoon forecasts and easing inflation.
• Urban demand is recovering with notable growth in e-commerce and quick commerce channels.

Segment Highlights
• Home Care: Delivered robust growth, driven by product superiority, innovation, and market leadership in liquids and powders.
• Beauty & Wellbeing: Grew 7% USG with strong performances from premium segments, including Dove, TRESemme, and Love Beauty Planet. Digital and e-commerce investments have heightened, with over 50% of media spend in digital.
• Foods & Refreshments: Delivered 5% USG growth driven by double-digit growth in beverages (tea and coffee) and mid-single digit growth in packaged foods.
• Skin Care & Color Cosmetics: Low single-digit growth with premium and future core brands driving performance. Glow & Lovely showed sequential improvement though still slightly below growth.
• Portfolio Transformations: Brands like Minimalist and OZiva have been successfully integrated, adding about INR 1,000 crore to the digital-first beauty and wellbeing portfolio, which overall grows over 25%.

Key Highlights
• Gross margin stood at 49.5%, a decline of 190 bps YoY due to transitory pricing-cost gaps.
• Pricing strategies adopted include “replacement cost” pricing in tea to remain competitive.
• Inflation has softened sequentially in key commodities, aiding better pricing dynamics.
• Company expects gross margins to improve from Q2 onwards through better price-cost alignment, improved mix (premium portfolio growth), and productivity initiatives.
• EBITDA margin guidance remains at 22-23% for the coming quarters.
• Advertising spend increased by 40 bps (INR 150 crores) in the quarter, mainly towards digital media and modern trade.
• Volume growth ahead of price growth, with tonnage growth surpassing UVG, signaling improving consumption trends.
• Competitive intensity led to temporary price reductions in home care liquids and laundry bars.
• The liquid detergent market is still concentrated; powders see competition from multiple players, including regional and small players.
• Conversion from powder to liquid detergents is progressing, driven by affordability and convenience.
• Mix impact is currently negative but expected to improve gradually with premiumization and portfolio transformation.

Outlook & Guidance

• Expectation of sustained gradual recovery in consumption demand, led by rural and smaller cities, with e-commerce supplementing growth.
• First half of FY26 expected to perform better than the second half of FY25.
• Low single-digit price growth is anticipated if commodity prices remain stable.
• Continue focus on volume-led growth through portfolio transformation into future core and market-maker segments.
• De-merger of Ice Cream business (Quality Walls India Ltd) on track by Q4 FY26.

Strategic Focus and Future Plans

• Aggressive moves in premium and digital-first categories through new brands and acquisitions (OZiva, Minimalist, Liquid IV, Nexus).
• Continued emphasis on digital and data-driven marketing, with over half of media spend in digital channels.
• Portfolio expansion with new product launches such as Taj Mahal Tea variants, Surf Excel Matic Express (fast cleaning liquid detergent), and upgraded Closeup toothpaste.
• Building specialized go-to-market teams, e.g., Beauty Pro for premium beauty distribution.
• Strong focus on innovation platforms like microbiome science and biotechnology to fuel market-making products.

Apple Inc – Q3FY25 Earnings Update

Robust iPhone-led momentum,China performance rebounds; strong commentary on AI and Services growth

Apple delivered a robust Q3FY25, marked by broad-based strength across geographies and verticals, especially in iPhone and Services. Management's confident tone on AI, recovery in China, and disciplined cost execution despite tariff headwinds support continued investor optimism. Watch out for upcoming product refresh cycles and further AI-related announcements in the coming quarters.

Asia- Commentary & Regional Impact
Management highlighted a notable turnaround in Greater China, with sales rising 4% YoY to $15.37 bn a reversal from prior two quarters of decline. CEO Tim Cook attributed the improvement partly to government subsidies on select Apple devices. The company saw strong double-digit growth in iPhone 16, driven by upgrades from the existing user base in Asia as well. No India-specific comments were made, but the Services growth and iCloud uptake imply strength in emerging markets, including India.

Key Highlights and Management Commentary
• Topline and EPS Beat
Revenue stood at $94.0 bn (+10% YoY), while EPS grew 12% YoY to $1.57, beating Street expectations. This marks the highest June quarter revenue in Apple's history, with strong double-digit growth across iPhone, Mac, and Services segments.

• iPhone Strength
iPhone revenue rose 13% YoY to $44.58 bn, driven by strong adoption of iPhone 16, which saw "strong double-digit growth" vs. iPhone 15. Upgrades from existing iPhone users were a key driver. Management acknowledged some demand pull-forward due to potential tariff risks.

• Mac Grows Fastest Among Segments
Mac revenue rose ~15% YoY to $8.05 bn, led by the refreshed MacBook Air lineup. It was the fastest-growing unit this quarter.

• Services Hit All-Time High
Services revenue rose 13% YoY to $27.42 bn, driven by robust growth in iCloud subscriptions and App Store. App Store revenue saw "double-digit" growth, with management highlighting continued momentum in recurring subscriptions and licensing.

• China Recovery
China sales rose 4% YoY to $15.37 bn, a key positive after previous quarterly declines. Government subsidies aided volume uptick, especially for iPhones. Cook acknowledged the impact of local policy support in driving demand.

• Softness in iPad and Wearables
iPad revenue declined 8% YoY to $6.58 bn, despite the launch of a lower-priced variant in March. The "Other Products" segment (incl. wearables like Apple Watch and AirPods) declined 8.6% YoY to $7.4 bn, indicating saturation or delayed upgrade cycles.

• Tariff Headwinds Managed Well
Apple incurred $800 mn in tariff costs, below the $900 mn guided earlier. Q4 tariff costs could rise to $1.1 bn, per Cook. Management noted ~1% of total revenue growth was driven by customers advancing purchases ahead of potential tariff changes.

• For the September quarter, Apple expects mid- to high-single-digit YoY revenue growth, Services to sustain 13% growth, and gross margins in the 46–47% range, inclusive of tariff costs. No update was provided on product launches, but AI and Apple Intelligence remain a strategic focus.

• AI & M&A Focus
Cook reiterated Apple's focus on "significantly growing" AI investments. The company remains open to strategic M&A that can accelerate its AI roadmap. The recently showcased Apple Intelligence features at WWDC25 signal deeper AI integration across the ecosystem.

Amazon.com Inc – Q2CY25 Earnings Update

Broad-based growth across AWS, International, and North America; significant AI integration driving productivity and customer experience

Amazon delivered a solid Q2CY25 performance with strong top-line growth, margin expansion, and continued leadership in AI and cloud services. Management commentary indicates a deepening focus on operational efficiency, AI-driven automation, and expanding high-margin Services. The continued investments in content, logistics, and regional cloud zones (esp. Asia) reinforce Amazon's multi-pronged growth strategy heading into H2CY25.

Asia/India Commentary
While the management did not provide region-specific commentary on India or Asia during the earnings call, the announcement of new "AI Zones" in Saudi Arabia and Korea in collaboration with HUMAIN and SK Group respectively, signals Amazon's intent to deepen its cloud and AI infrastructure footprint in Asia. Moreover, AWS signed new cloud and AI agreements with regional majors such as SK Telecom and Iberia Airlines, reinforcing the region's strategic importance for AWS expansion.

Key Takeaways

• Strong Revenue Growth Across All Segments
Net sales grew 13% YoY to $167.7 bn, driven by AWS (+17.5% YoY to $30.9 bn), International (+16% YoY to $36.8 bn), and North America (+11% YoY to $100.1 bn). Currency-neutral growth was at 12% YoY, reflecting robust underlying performance across markets.

• Operating Leverage Kicks In
Operating income increased 31% YoY to $19.2 bn, led by margin expansion across all business lines. AWS operating income stood at $10.2 bn, continuing to be the most profitable segment. Notably, International segment operating income surged to $1.5 bn from just $0.3 bn YoY, highlighting efficiency gains.

• AI-Driven Innovation Taking Center Stage
CEO Andy Jassy emphasized Amazon's conviction in AI transforming all customer experiences, with major rollouts across retail, cloud, and developer ecosystems:

• Alexa+ scaled to millions of users.
• DeepFleet optimizes 1M+ robot paths, improving logistics efficiency.
• Kiro, a developer-first IDE, and Bedrock AgentCore, enhance secure and scalable AI agent deployment.

• AI-powered demand forecasting and robotics automation (Vulcan) improved inventory accuracy and warehouse productivity.

• Generative AI in Retail Experience
Amazon introduced several AI tools to enrich the shopping experience
• "Hear the highlights" converts reviews into audio summaries.
• "Enhance My Listing" helps sellers maintain competitive product content.

Prime Ecosystem and Consumer Engagement Deepens
• Prime Day 2025 was Amazon's biggest ever, with record savings and seller performance.
• Announced Same-Day/Next-Day delivery expansion to 4,000+ small towns and rural communities.
• Added premium brand storefronts like Nike, Aveda, and Marc Jacobs, enhancing product mix.

AWS Momentum Continues
AWS secured new enterprise agreements with PepsiCo, Airbnb, Peloton, SAP, LSEG, and NatWest, among others.

Ambuja Cement Ltd – Q1FY26 -KTA
CMP – INR 593| Mcap – INR 1459 Bn

Outlook-
Ambuja Cements expects 7-8% demand growth in FY'26, driven by infrastructure and housing schemes. It targets 118 MTPA capacity by FY'26 and 140 MTPA by FY'28 through strategic expansions. Cost leadership aims for INR 1,500/tonne EBITDA by FY'28, with power costs dropping to INR 4.5/unit. Sustainability goals include 60% green power by FY'28, maintaining ESG leadership with SBTi-validated net-zero targets, 12x water positivity, and 11x plastic negativity.

Financial Performance
Revenue for Q1FY26 came in at INR 1,02,441 Mn, growth of 24% YoY/ growth of 3.53% QoQ.
• Sales Volume was at 4.8 MnT with growth of 20.3% YoY and dde-growth of 1.6% QoQ.
• Realization stood at INR 5,567/T growth of 2.73% YoY/ de-growth of 5.22% QoQ.
• Gross margin at 85%, increase of 288bps YoY and 358bps QoQ.
• EBITDA margin at 19% improvement of 448 bps YoY and 70 bps QoQ.
• EBITDA/ton at INR 1,041/T, increase of 35% YoY and 9.32% QoQ.
• The company reported PAT Of INR 9,697 Mn , that is 24% increase YoY and Decline of 24.4% QoQ.
• Cost Optimization: Cost per tonne reduced by INR 119 YoY. Key drivers include lower coal costs (INR 1.59/1,000 kcal vs. INR 1.73), reduced lead distance by 8 km to 269 km, and green power uptake.
• Balance Sheet: Net worth at INR 66,436 Mn, up from INR 638,110 Mn in Mar'25. Remains debt-free with CRISIL AAA stable and A1+ ratings. Cash and equivalents at INR 30,000 Mn post-Orient acquisition, capex (INR 2,000 Cr), and dividend (INR 5500 Mn).

Capacity Expansion
• Current Capacity: Reached 104.5 MTPA post-commissioning of 5 Mn tonnes grinding capacity in Q1FY26. Plans to add 13 Mn tonnes by end-FY'26.
• Acquisitions: Seamless integration of Orient Cement (effective Apr 22, 2025) and Penna, enhancing market presence in South and other regions. Orient and Penna volumes fully migrated to Ambuja and ACC brands.
• CapEx: Estimated INR 90,000-100,000 Mn for FY'26, covering Penna's balance payments and ongoing expansions. Penna's clinker units expected online by Sep'25, with Krishnapatnam and Tandur capex on track.
• Future Plans: Groundwork for 21 Mn tonnes (FY'27-28) in progress, with land, environmental clearances, and vendor negotiations at advanced stages, ensuring timely execution.

Cost Optimization
• Power & Fuel: Green power share at 28.1% (up 9.7% YoY), with 473 MW renewable energy commissioned (57.7 MW wind in Q1). Targeting 1,000 MW by Jun'26. Power consumption to improve by 5 units/tonne.
• Logistics: Primary lead distance reduced to 269 km; targeting further 75 km reduction by FY'28, lowering logistics cost by INR 150/tonne. Current cost at INR 3.25/tonne/km.
• Raw Materials: Coal cost down to INR 1.59/1,000 kcal, expected to sustain. Heat consumption to improve by 35-40 kcal/kg clinker.
• Manpower is Lowest in industry at INR 223/tonne, supporting cost leadership.
Acquisitions and Integration
• Orient Cement: Fully integrated, contributing to 20% volume growth. Brand transitioned to Ambuja/ACC, boosting realizations in South.
• Penna: Clinker utilization at 75-80%, with cement utilization improving as South markets recover. Balance payments within contractual terms.
• Synergies: Realized ahead of schedule, driven by operational, logistics, and procurement efficiencies. New-generation assets (40% of capacity) optimize capex and opex.

Other Highlights

• Recognized as India's most trusted cement brand for the 4th consecutive year by TRA Research. Premium product share rose to 33% of trade sales (up 43% YoY), boosting realizations by 4%.

• AI-driven tools, Digipin adoption, and Cement Network Operating Center enhance supply chain agility and EBITDA delivery. End-to-end digitization from quarry to delivery in progress.

• Initiatives in education (e.g., DAV ACC Public School), healthcare, and skill-building (325 workshops, 9,000+ contractors trained) strengthen stakeholder trust. CEO Say Samad and Dhan Wa Grai Sabagi awards engaged 50,000+ families and 500+ dealers.

• Exclusive tie-up with Kaii and Nirma program launched in Ahmedabad, expanding to 20+ cities in FY'26. CEO Club fosters loyalty among top channel partners.

• Lead supplier for Chennab Railway Bridge, showcasing product quality and trust.

Eicher Motors Ltd- Q1FY26 Concall KTAs

Despite the broader industry slowdown, the company remains confident of sustaining its growth momentum, driven by strong brand traction and continued marketing efforts. It will prioritize volume growth while gradually improving margins through cost optimization and value engineering, despite commodity cost pressures. Aggressive marketing investments are planned, particularly for new models like the Hunter. International expansion, especially in high-potential markets like Brazil, remains a focus, with careful attention to partner profitability.

Royal Enfield sold 2,61,326 units (up ~15% YoY), with India volumes at 2,28,779 units (+12% YoY) and exports at 32,547 units (+41.2% YoY).

The company's total capacity is ~1.2 million units, with current utilization at ~90%. Capex will be modular and focused on expanding capacity and launching new products.

Selective price hikes took in April and July to address cost pressures but intends to keep pricing consumer-friendly.

Higher steel and aluminium prices impacted margins by ~50 bps QoQ, partly offset by 20 bps through value engineering and some price increases.

Rural markets now contribute ~50% of sales, up from ~30%. The company plans to extend Hunter 350 availability to smaller towns.

Key models such as the J series (350cc), Sherpa (450cc), and Twins (650cc) saw good demand. The company remains focused on the 250–750cc segment and has no immediate plans to enter the sub-250cc category.

New launches supported growth Classic 350 was introduced in Nepal. Hunter 350, launched in April 2025 with upgraded features, saw strong bookings. Classic 650 is gaining popularity in India, UK, and Europe. ~50,000 units of Bullet sold in Q1.

Upcoming launch of Flying Flea, the company's first electric motorcycle.

VECV continued to scale with a focus on efficient, future-ready mobility; Q1 FY26 volumes stood at 21,610 units vs 19,702 units YoY.

Heavy-duty trucks: 4,580 units (vs 4,689 YoY), market share: 8.8%. Light & medium-duty trucks: 8,610 units vs 7,842 units, market share: 34.5%

Bus division - 6,005 units vs 5,232 units, market share: 21.5%. Exports grew ~20% YoY to 1,436 units.

Brazil showed increasing demand, while Nepal and Bangladesh continued to perform strongly. Growth in the UK was slower due to pre-registered bikes, but Europe maintained momentum, helped by new in-house distribution efforts.

Australia and Indonesia saw good traction, though Thailand faced some challenges.

Neuland Laboratories Ltd Q1 FY26 Earnings Call
CMP: INR 13,330 | Market cap: INR 171 Bn

Financial Performance

Total income for Q1 FY26 stood at INR 3,006 mn , marking a significant 32.4% YoY decline.

EBITDA was INR 421 mn with an EBITDA margin of 14.4% . The decreased revenue directly impacted margins due to de-leveraging effects .

PAT was INR 137 mn a substantial decline from Q1FY25.

Business Segment Performance

CMS Business

- Expected to be the primary driver of growth over the short, medium, and long term .
- Management anticipates short and medium-term growth from recently commercialized molecules .
- An additional CMS molecule is expected to be commercialized in FY26.
- Significant growth in new business is being observed from both existing and new customers, expected to materialise in numbers in FY27.

GDS Business

- Revenues primarily came from commercial products in CMS and prime GDS products.
- The Specialty GDS business was subdued this quarter.

Growth Outlook

Despite a weak Q1 FY26 performance, management reiterated confidence in achieving their FY26 growth trajectory.

The inherent nature of the business is uneven on a quarter-on-quarter basis, and evaluating Newland's trajectory on a three-year block basis is considered more accurate .

The commercialization of the Unit 3 production block is expected to provide greater revenue momentum from the latter half of FY26 .

Newland remains committed to balancing growth and profitability through continuous cost and process optimization.

The company is actively evaluating new opportunities for long-term growth, supported by good visibility from its customer pipeline .

Investments & Capacity Expansion: Peptides and Integrated Site Expansion

Peptide Investment Plan

- The peptide investment plan remains on track , with the new facility for peptides expected to be completed in the next financial year.
- The current investment aims for large-scale commercial manufacturing of peptides.
- The company is receiving more peptide projects, some as late as Phase 3 .

Unit 3 Production Block

- Capitalized in Q3 FY25, commercial production is expected to commence later in FY26.
- Validations for the facility are on schedule, with the block expected to fulfil orders in FY26 . An additional production block will be available for production by August/September, with no specific products mapped yet.

Unit 1 Land Acquisition for Expansion

- Newland is acquiring additional land to expand its Unit 1 facility . This strategy is preferred over greenfield expansions, as it allows for faster capacity additions .
- The goal is to create an integrated large site rather than multiple smaller units, which improves operational efficiency and regulatory compliance .
- Expanding existing FDA-approved sites by integrating new land is a much shorter timeframe compared to the up to 5 years a greenfield project might take for approvals in regulated markets .

Overall Capex

- The total planned Capex for FY26 is approximately INR 2,500 Mn .
- This Capex is broadly split with ~60% allocated for growth initiatives and ~40% for maintenance .

Happiest Minds- Q1FY26 Concall KTAs-Arihant Capital
CMP INR 625 | Market Cap INR 95,120 Mn| PE: 18.7x (FY26e)

Outlook: Maintained its EBITDA margin guidance of 20–22% for FY26, led by consistent operational discipline. Reaffirmed its outlook for double-digit organic revenue growth in FY26-FY27, driven by continued demand for digital services, GenAI, and cloud migration. Despite macroeconomic and geopolitical uncertainties, the company remains confident of sustaining momentum through strategic investments, partner ecosystem expansion, and account mining. Seasonal softness is expected in Q3 due to the holiday season, but the overall growth trajectory remains intact.

Reiterated its long-term goal of achieving $1 bn in revenue by 2031, implying a 25–28% CAGR over FY25–FY28. This ambition is underpinned by strong market tailwinds, an expanding opportunity pipeline, and strategic bets on AI and digital transformation. The current deal funnel stands at $10 bn with 57–59 active pursuits, reflecting healthy client interest and sales activity .

EBITDA margin stood at 20.9%, comfortably within the guided band of 20–22%, supported by cost discipline and operating leverage.

BFSI segment remained the top contributor, continuing to build on its momentum driven by strong adoption of digital and AI-led initiatives. Growth in BFSI was particularly supported by insurance majors deploying GenAI solutions on Microsoft Power Platform.

Healthcare & Lifesciences followed, supported by increased spending and digital transformation programs.

EdTech and HiTech also showed resilience, with demand holding steady.

Industrial Manufacturing gained traction, benefiting from vertical-specific solutions aligned with digital engineering and automation themes.

Product-driven SaaS approach is gaining momentum, with strong traction seen in the Artha unified banking platform and the Insurance-in-a-Box solution.

Revenue contribution from the US declined to 60%, down from 75% just 18 months ago, reflecting the company's ongoing focus on geographical diversification. This rebalancing helped reduce over-reliance on a single market.

DSO rose to 91 days, primarily due to the integration of a Middle East entity however, management anticipates a return to normal levels in the coming quarters.

India and APAC emerged as strong growth engines during the quarter. In India, revenue growth was supported by new deals in the healthcare segment and migration of US-based engagements to India delivery centers. APAC also witnessed strong momentum, aided by wins in banking and financial services.

Added 9 new clients, supported its ability to win new logos even in a cautious demand environment. The top 10 clients contributed around 49% of total revenue, indicating both concentration and depth of engagement.

Continued mining of existing accounts, with a focus on expanding wallet share through cross-selling and upselling.

This approach aligns with its vertical-focused GTM model and enhances client stickiness.

Total headcount declined by 109 employees QoQ, standing at 6,523. Attrition inched up 160 bps to 18.2%, reflecting challenges in talent retention amid a competitive environment. Despite the attrition uptick, the company continues to invest in next-generation skills and domain capabilities. Internal upskilling and re-skilling remain core initiatives to ensure a future-ready workforce aligned with emerging technology trends and digital transformation mandates.

Focused on modernizing data infrastructure and streamlining operations across its portfolio.

The company is aggressively expanding capabilities in cloud, cybersecurity, and data analytics, which remain in high demand across clients.

GenAI adoption is a key theme, especially in BFSI and Healthcare, where clients are exploring automation and process reimagination.
Significant investment continues in the Microsoft Power Platform to support enterprise automation use cases. Additionally, the company is investing in platform-led, industry-specific solutions as part of its next-gen offering roadmap.

Wage hikes for Q2 are a work in progress and typically occur in July for levels C1 to C6. The evaluation is ongoing, and more details will be shared in Q2FY26.

Utilization stood at 78.9%, slightly lower than the 79–80% range seen in the previous quarter.

120 people are being skilled specifically in GenAI, which contributed to the QoQ differential.

GCCs continue to play a critical role by supporting portfolio companies and driving operational efficiencies across geographies.

The shift toward a verticalized go-to-market model is already yielding results. The company also continues to refine its engagement model to drive higher value and outcome-based partnerships.

The company is strengthening its global delivery capabilities, particularly through India and APAC, which are evolving as key delivery hubs.

Execution rigor remains a core strength, supported by agile delivery models, robust governance, and standardized frameworks. The company is focused on improving digital agility and operational resilience to scale programs rapidly and deliver measurable outcomes. Strong onboarding, ramp-ups, and consistent client satisfaction reinforce its delivery credibility.

Attrition increased to 18.2%, but ongoing efforts are in place to reduce it. Net headcount remained stable, supported by 150 gross additions in Q1FY26.

MedTech vertical witnessed strong double-digit growth, supported by robust deal wins and increased digital transformation spending by healthcare clients.

Hind Rectifiers Ltd | Q1FY26 | Earnings Call KTA
CMP: INR 1927.40

- The company has a strong order book of INR 10,220 million as of June 30th.

New Propulsion System:

- HRL has developed a new propulsion system for passenger locomotives, which is expected to improve efficiency and save energy.
- The system is undergoing field trials and is expected to receive approval from the Railway Board soon.
- The company is confident about securing orders and has a competitive advantage in this segment.

Market Opportunity:

- The market size for locomotives is around 1,500 units, with 300-400 being passenger locomotives.
- The new propulsion system is expected to capture a significant share of this market, with HRL targeting 10% market share.

Financial Performance:

- Q1FY26 revenue grew 58.5% YoY, with EBITDA margin at 11.3% and PAT margin at 5.9%.
- The company has a strong financial position and is well-positioned to capture emerging opportunities.

Growth Strategy:

- HRL is focusing on backward integration to ensure strong supply chain management and reduce dependence on external vendors.
- The company is also exploring opportunities in green hydrogen and diversifying into other industries.

Order Pipeline:

- HRL has a strong order pipeline of INR 12,000 Mn and expects to receive new orders in the coming quarters.
- The company is well-positioned to benefit from the growth in the railway sector and is confident about its future prospects.

Gabriel India Ltd Q1FY26 Concall KTAs

Remains focused on expanding beyond core suspension systems by integrating group entities and entering new product areas.Sunroof business is growing well while a new JV in fasteners is expected to contribute INR 1,800 to 2,000 Mn revenue by FY30. Gabriel expects to double sunroof capacity in H2FY26 and has guided for 1,500 Mn capex in suspension for FY26. While near-term outlook is cautious due to soft auto demand, Expects export growth through new product lines and aims for double-digit EBITDA margins in the core business, with full benefits of integration and new capacities likely to reflect from FY27 onward.

Sunroof business reported INR 1,140 Mn revenue, EBITDA margin of 14.4%. New sunroof capacity will be doubled by H2FY26; 2nd plant depends on new customer wins. Sunroof long-term EBITDA margin likely to stabilize ~12–13%.

Consolidation of group entities could result in 20–25% incremental sales growth over company's normal growth by FY27. The company targets double-digit EBITDA margins in standalone business

Inverted front fork volumes rose from 2,000–3,000/month last year to 15,000/month in Q1 FY26, aiding price realization.

MMES contributed INR 300 Mn in Q1; expected full-year revenue of INR 1,500 Mn (~4% of standalone revenue).

Fasteners JV with JINHAP is in the construction phase; expected to start with localization of INR 1,000–1,200 Mn worth of fasteners currently imported. Projected FY30 revenue of INR 1,800–2,000 Mn with double-digit EBITDA.

Railways business expected to grow in FY26 and FY27, driven by government initiatives like Vande Bharat and Train 18 programs.

Chakan plant is now fully operational. It is expected to contribute INR 1,500 Mn incremental revenue in FY26.

The aim is to transition from a suspension-focused firm to a diversified mobility solutions provider.

MMAS expected to turn PBT-positive by Q4 FY26, though margins are lower than core business.

FY26 capex for suspension system is expected to be INR 1,500 Mn.

The JV with JINHAP (Korea) (51% Gabriel stake) will manufacture specialty fasteners and precision forged parts, with potential exports over time.

Gabriel also focusing on new global product lines, including solar dampers and e-bike products for export to Europe and beyond.

2W/3W volumes were flat at 6.1 Mn units due to inventory correction and weak entry-level bike demand. Scooters up 6%, motorcycles down 1%. PV grew only 1% YoY to 1.2 Mn units, with entry-level car sales down 6% but SUVs up 9%.

Commercial vehicles grew 1% overall; M&HCVs up 9%, LCVs down 1%.

EV 2W sales surged 30% YoY.

Near-term demand outlook remains cautious, but a 100bps repo rate cut by RBI could improve affordability and buyer sentiment.

Strong net cash position of INR 30,570 Mn, generated operational cash flow of INR 5,020 Mn, and incurred Q1 capex of INR 7,460 Mn, primarily towards growth initiatives

Greenply Industries Ltd Q1FY26 Earnings Call KTA's
CMP: INR 334 | Market Cap: INR 41.7 Bn

Outlook:

- Management is confident that Q2FY26 will definitely outperform Q1FY26.
- Net debt is expected to decline and return to the guided level of 0.5 by the end of H1 FY26, as inventories are liquidated.
- Receivables days are expected to improve in Q2 and reduce significantly by Q3.

Plywood Segment:

- The company remains optimistic for the later part of the year, citing favourable industry tailwinds such as the implementation of BIS norms and softening prices.
- While double-digit volume growth for the full year looks challenging currently, the company is hopeful for a strong bounce-back in H2 and a better Q2 than Q1.
- The new Ecotech television commercial campaign aims to drive deeper brand preference, build stronger awareness, and grow penetration in Tier 2 and Tier 3 markets.
- Plywood inventory is expected to decrease in Q2, though the exact reduction will depend on demand.
- Upcoming changes in the business model are anticipated to lead to a natural increase in inventory, potentially by INR 400–500 Mn.

MDF Business:

- The company is confident of achieving double-digit volume growth and maintaining a 16%+ margin guidance for FY26.
- The internal target for the full year is higher double-digit growth, aiming closer to 15–20%.
- Capacity expansion is planned for August 2025, which will allow the existing line to churn out 25% more output with a small capex of INR 100–120 Mn. This expansion involves a 2.5–3 week shutdown.
- Construction of the HDF flooring line is complete, with trials ongoing and production expected to start in September 2025.
- Future focus will be on the sales of more value-added products and further improving operating efficiencies.
- The share of value-added products is expected to substantially increase next year as the flooring business becomes fully operational.
- Industry growth for MDF is projected to be 15–20%.
- Prices are expected to stabilize or start coming down in Q3 and Q4 due to new supplies.
- Industry margins are expected to improve as unorganised players potentially exit, leading to better capacity-demand balance.
- Margins in the MDF business are expected to improve further after an additional year, with a "good period of 24 to 30 months".
- The average normalised EBITDA margin for the MDF industry over a 5-year cycle is expected to be 18–20%, with peaks of 23–25% when capacity is absorbed and dips to 15–16% when new capacity ramps up.

Furniture and Fittings Joint Venture (Hardware):

- Expects sizable growth by next year, with the dealer base potentially crossing 500–600.
- The business is expected to start showing decent numbers in four to six quarters.
- The estimated loss for FY26 in the hardware business could range from INR 150–180 Mn, with a ceiling of INR 200 Mn.

WPC and PVC Products (Doors and Profiles):

- The strategy is to transition to in-house manufacturing of PVC foam boards, WPC doors, and door frames, which are replacing plywood in several applications.
- The capex for this segment is described as "very small or minuscule".
- The internal topline target for this business is INR 2,000–2,250 Mn over the next three years. The installed machinery is expected to deliver INR 1,700 Mn at peak production, supplemented by outsourcing.

Capex Guidance:

• Total capex for FY26, including the Odisha plant and WPC investments, is projected to be INR 1,000–1,400 Mn, with some spillover from the Odisha project.

Strategic Focus:

• The company is prioritising hardware business streamlining, MDF capacity enhancement, and improved margins in plywood.

• Laminate expansion may be considered in 3–4 years.

• An increased B2B (OEM) focus is anticipated, aligning with the market shift toward ready-made furniture.

• The diversified product portfolio (plywood, MDF, hardware) allows for cross-selling synergies across channel partners.

• There remains significant room for MDF market penetration and dealer appointment.

Raw Material Price Outlook:

• MDF timber prices are expected to stabilize or decrease in Q3 and Q4 due to upcoming new supply.

• Imported MDF inventory is largely exhausted, but domestic oversupply is likely to cap any near-term price upside.

• Despite this, the company aims to maintain its margin guidance.

Government Measures (BIS/QCO):

• Implementation of BIS norms is being actively enforced. The company views this as a strong push by the government to position India as a global furniture manufacturing hub.

Export Opportunities:

• A trial order has been received from the Turkish partner (Summit JV), with India having a cost advantage over Turkey. Exports are expected to scale up meaningfully.

Consolidated Financials (Q1 FY26):

• Revenue: Achieved consolidated quarterly revenue of INR 6,010 Mn, marking a 2.9% YoY growth.

• EBITDA: Stood at INR 620 Mn, a 6.4% YoY growth.

• EBITDA Margin: Improved to 10.3% from 9.9% in Q1 FY25.

• PBT Reached INR 500 Mn, a significant 33% YoY growth compared to INR 380 Mn in Q1 FY25. It is noted that Q1 FY25 included a one-off income tax deferral of INR 120 Mn.

SJS Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 1252 | Market Cap INR 39,230 Mn

Outlook: Expects to outperform the underlying industry growth by 2x, driven by premiumization, global expansion, and strong traction with mega OEM accounts. The company has already secured around 90% of its FY26 forecasted revenue through its existing order book, offering strong visibility and stability. Looking ahead, SJS is targeting exports to contribute 14–15% of its consolidated revenue by FY28, reflecting its growing international presence. The company remains confident in sustaining double-digit growth over the long term, supported by strategic diversification across products and geographies, as well as deep-rooted relationships with key customers.

Revenue mix: 2W (39.1%), PV (37.2%), Consumer/Others (23.1%).25% of revenue now comes from new technology products.

New customer wins include Autoliv, Yazaki, and Fiat Chrysler (FCA).Yazaki has become a mega account with INR 10+ Cr business supplies include instrument clusters.

Hero MotoCorp business ramp-up is progressing well supplies began in Q1 FY26.Hero's total spend potential on relevant products is INR 2500 Mn SJS expects a significant share.

Chrome plating and painting lines are being upgraded to meet new specification requirements from global OEMs, reflecting SJS's agility in catering to evolving customer needs.

Existing customers such as Maruti, Bajaj, HMSI, and Yamaha are showing increased traction.

WPI
Walter Pack (WPI) faced temporary sales softness due to high customer/model concentration and transition delays. WPI recovery is expected in 2–3 quarters, with new model launches and customer diversification.Strong automotive orders and product engineering support offset consumer softness in WPI.

Capacity Utilization: Walter Pack capacity utilization was around 70–75% during the quarter, while Exotech and SJS Dekoplast operated at ~95%, indicating near-full utilization in core businesses.

Cover Glass & Display Strategy
Cover glass supplies have started in pilot mode and full ramp-up expected from FY27.

Plans underway to expand into value-added display assemblies, beyond just cover glass.

Technology tie-ups and capex alignment in progress to scale the optical display business.

Minimum ROCE target of 20%, ensuring only financially viable capex is approved.

Cover glass production involves complex processes like chemical strengthening, coating (anti-reflection, anti-fingerprint), and shaping company is building capabilities internally and scouting technology partners.

Its cover glass/display venture as a natural adjacency with high export potential and OEM interest.

Capex
Ongoing capacity expansions in Bangalore and Pune and greenfield facilities for chrome plating and optical displays.

Chrome plating facility expected to be operational by Q3 FY26.

Capex of INR 1000 Mn committed for Exotech plant ~ INR 450Mn already spent.

Chrome plating business margin improved from 12% to 18–19% and export-led margin expansion expected.

Asset turnover expected at 3–4x for new facilities once operational by FY27.

Export
Actively expanding presence in Turkey, Brazil, Argentina, Colombia, South Korea.

Stellantis export win is worth INR 3000 Mn over 8 years and export revenue growth to accelerate.

Recent export wins (FCA, Whirlpool, Autoliv) expected to contribute ~INR 50 Mn per customer annually.

Margins
Target EBITDA margin of ~25% and actual for Q1FY26 was 27.6%, demonstrating efficiency.
Operating leverage and premiumization are expected to support sustainable margins.

Strategic Initiatives
Company is exploring inorganic opportunities, with targeted acquisitions likely in FY27.

Premiumization and cross-selling are key growth levers across segments.

Strong internal accruals support growth without increasing debt burden.

Received Green Manufacturing Excellence Award 2025 (GMEA) from Futurescaper.

Model refresh cycles in 2W are shorter (~1.5 years), aiding regular business refresh opportunities.

Export product lines primarily include illuminated logos, aesthetic trims, clusters, and lens mask assemblies, with potential expansion into full display assemblies.

Expects model changes at key consumer durable customers (e.g., Tata Group, Watermark) to rebound volumes in the coming quarters.

Standalone growth for Q1FY26 was 28% YoY, driven by incremental revenue from Hero and wallet share gains from existing customers.

Premiumization strategy directly enhances revenue per vehicle (e.g., Aero caps add INR 20,000 per unit) critical to SJS's consistent outperformance.

Company has already developed prototypes for cover glass and has seen strong customer interest, though no commercial orders have been finalized yet the pause is strategic, to enter with the right offering.

Company reiterated its commitment to long-standing OEM relationships, high product complexity, and integrated solutions as a competitive moat that's hard to replicate.

The New India Assurance Company Ltd – Q1FY26 Concall KTA's

Outlook: The Company aims to strengthen its underwriting quality by focusing on low-risk retail and MSME business segments while gradually exiting loss-making crop and unviable group businesses. Operational efficiency is a key area, with technology-driven claim audits, workforce rationalization, and fraud prevention tools in place. Though medical inflation and absence of motor TP tariff hikes may pressure loss ratios in FY26, the company expects gradual improvement, especially in motor OD. A 3% combined ratio improvement is targeted in FY26, with medium-term focus on clean books, process optimization, and steady global expansion.

Guidance

Combined ratio improvement of 3% targeted for FY26, by underwriting discipline and operational optimization.

Health ICR expected to remain elevated because of medical inflation i.e. 14-15% and inclusion of pre-existing diseases and robotic surgeries, though internal audit efforts are expected to contain further rise.

Motor third-party segment expected to improve further post portfolio rebalancing; motor OD loss ratios to moderate by Q2/Q3 FY26.

No in-house TPA is planned for FY26; external TPAs to be monitored via enhanced fraud detection tools.

Long-term motor policies will be scaled only if pricing remains favorable; current contribution is minimal.

Financial Highlights

The Gross written Premium rose 13.1% YoY to INR 133,340 Mn in Q1FY26.

PAT surged 80% YoY to INR 3,910 Mn, by higher investment income INR 22,900 Mn, up from INR 18,520 Mn YoY.

The Solvency ratio improved to 1.87x vs. 1.83x YoY; net worth increased to INR 222,790 Mn.

Return on equity improved to 7.17% from 4.15% YoY; AUM grew to INR 1,008,020 Mn vs. INR 987,690 Mn YoY.

Expense ratio dropped to 7.86% vs. 11.65% YoY, by lower headcount and pension provisioning.

Net impact of INR 1,453.5 Mn on P&L from provisions for doubtful debts and non-moving reinsurance balances.

Other Highlights

Segment-wise incurred claims ratio rose across most categories because of higher health, motor OD, and liability claims. Health & PA ICR rose to 108.98%, while Motor OD hit 116.35%; aviation losses i.e. Air India also inflated total ICR.

Retail and group health business under pressure from unregulated hospital pricing; audit intensity doubled with 50 new in-house doctors recruited.

Digital initiatives include multilingual WhatsApp/chatbot support and a revamped portal to improve customer service and claims transparency.

Strategic exit from crop insurance continues, citing unfavorable risk-reward; crop premium flat at INR 1,260 Mn.

The company supports ecosystem-level reform such as the NHCH cashless system for better hospital pricing control and fraud tracking.

CRISIL reaffirmed AAA i.e. Stable and AM Best retained B++ and BBB+ ratings

Product mix remains tilted toward Health 50.19%, followed by Motor OD/TP 21.3% and Fire 17.04%.

The Distribution channel mix diversified: brokers 38.8%, direct 33.28%, agents 21.73%, and dealers/bancassurance 6.2%.

The motor third-party incurred claims ratio improved from 111.7% to 105.1% in Q1FY26, by a strategic portfolio shift toward private cars, though the lack of mandated premium hikes continues to exert pressure on this compulsory line of business.

PSP Projects Ltd Q1FY26 Concall Highlights
Mcap: INR 30.8bn | CMP: INR 774

Arihant Capital Markets Ltd

Revenue
Q1FY26 Revenue impacted due to labor shortages and delays in project execution, particularly during the monsoon season in Gujarat, which began earlier than usual.

Revenue is expected to reach INR 40bn by FY27E.

Margins
EBITDA margins are expected to recover to 8%-9% by Q3FY26E.

Order book
The order book stood at INR 65.14bn (+10.6% YoY) in Q1FY26.

The order inflows are expected to be INR 75-80bn in FY26E, with a significant portion anticipated from the Adani Group.

The company is actively engaged in discussions for several high-value projects. The key projects under negotiation include a residential colony in Mundra (INR 12.5bn), a township in Mundra (INR 23bn), infrastructure works such as a museum in Andhra Pradesh (INR 1bn), and commercial tower developments in Shanti Gram (INR 1bn), etc.

Adani projects typically involve item-rate contracts rather than fixed-price agreements, providing some protection against material cost fluctuations.

Dharavi
The company is participating in the Dharavi rehabilitation program, focusing on the construction of 5,200 interim residential units for displaced families.

The project is still in its early stages, with site preparation and basement work ongoing. The completion of the project is expected in 36 months, subject to progress in foundational work.

Labor shortages
Labor shortages emerged as a major challenge, particularly during the foundation stage of construction, where demand for labor was high but availability was low. This labor issue was due to seasonal factors such as marriages and early monsoons. Labor issues are expected to clear by Q2FY26E.

The company is investing in technology, including modular construction techniques and precast solutions, to reduce reliance on manual labor.

Working capital
Working capital is expected to improve by the end of Q2FY26E/Q3FY26E. The company is expected to get INR 7.5bn (10% advance mobilization of INR 75bn expected order inflows) would improve working capital.

Capex
The capex stood at INR 320mn in Q1FY26, primarily for plant and machinery, including formwork and cranes for new sites.

Precast

The precast division is a strategic focus area, aimed at reducing labor dependency and improving efficiency. The precast facility serves internal projects and external clients.

The utilization rate is around 50% and full utilization is expected by next year.

The revenue potential for the precast division is expected to be INR 4-5bn, once fully utilized.

Precast technology is being increasingly adopted for high-rise buildings and warehousing projects, with recent applications in four buildings under construction.

Other highlights

The company has incurred additional expenses of INR 45mn related to UP projects and made an ECL provision of INR 868mn in Q1FY26.

The unbilled revenue stood at INR 5.56bn, retention – INR 1.37bn, mobilization advance – INR 3.26bn, and Inventories – INR 3.44bn.

The company has utilized INR 8.64bn; out of sanctioned credit facilities of INR 14.97bn.

Dilip Buildcon Ltd Q1FY26 Concall Highlights
CMP: INR 481| Market Cap: INR 70,630 Mn

- For FY26, company expects a new order inflow of INR 120 -150 Bn.
- The company projects revenue of INR 80 – 85 Bn with an EBITDA margin of around 11% for FY26.
- Capital expenditure will be minimal in FY26, limited to replacement purposes only.
- The company aims to reduce debt by INR 5 Bn by March 2026 and become net debt free by FY27.
- In coal mining operations, the targets are 25 Mn tonnes from Siarmal and 7 Mn tonnes from Pachwara, totaling 32 Mn tonnes production in FY26.
- The standalone EBITDA margin fell in Q1 FY26 due to lower revenue in road and water supply projects.
- Consolidated EBITDA margins improved due to completed HAM projects and strong coal business performance.
- Management maintains an EBITDA margin guidance of around 11% for FY26.
- Current margins are viewed as the bottom level with potential for 3-4% improvement through better asset utilization and early completion bonuses.
- The company refuses to bid on projects with unprofitable margins, focusing on profitability over order book size.
- New order acquisition has been challenging due to slowdown and increased competition from smaller players.
- NHAI plans to bid out 124 road projects worth INR 3400 Bn in FY26, including HAM, BOT, and EPC models.
- Company has bid for about INR 200 Bn of projects across sectors and is awaiting outcomes.
- The company is exploring opportunities in the energy and renewable sectors, though currently limited discussion on renewables.
- The company faces increased competition as over 90% of HAM projects and 95% of EPC projects by the government have gone to smaller, less recognized players.
- The share of road sector projects in the order book has dropped from 80-90% historically to around 20% currently.
- All capital expenditure plans for the EPC business are paused as part of cost-cutting, and minimal capex is planned for FY26.
- Planned capex of around INR 8500-9000 Mn for the Siarmal coal plant will begin only if production surpasses 35 Mn tonnes.
- The infrastructure sector experienced muted order activity recently, but government orders are expected to pick up later in the year.

Paradeep Phosphates Ltd- Q1FY26 Concall Highlights
CMP: INR 207 | Market Cap: INR 169 Bn

Outlook

Company remains focused on scaling operations through backward integration, capacity expansions and product diversification, while maintaining high utilization levels. Post the MCFL merger, it aims to strengthen its southern market presence and unveil additional growth initiatives.

Financial Highlights

- Revenue stood at INR 37,541 Mn reflecting 57.9% YoY and 7.4% QoQ growth.
- EBITDA stood at INR 4,932 Mn reflecting 26.7% QoQ growth and margin is 13%.
- PAT stood at INR 2,559 Mn reflecting 59.9% QoQ growth.

Growth Projects

- Sulfuric acid capacity expansion from 1.39 to 2 MTPA is on schedule for commissioning by Q3 FY26.
- Phosphoric acid expansion, which will raise capacity from 0.5 to 0.7 MTPA is progressing well and is expected to be completed within the next two years.
- The proposed merger with Mangalore Chemicals and Fertilizers Ltd received shareholder approval in June and is advancing to the final stages of the NCLT process. Upon completion, this merger will enhance the company's scale and market reach providing access to important markets down south and allowing for product mix rationalization. The company is currently operating close to 100% capacity utilization and aims to maintain this level throughout FY26.
- The Paradeep plant is currently 95% backward integrated for its capacity on a thumb rule basis and with the phosphoric acid expansion to 0.7 MT, it will be more than 100% backward integration allowing excess acid to be transferred to other sites like Goa or Mangalore.
- Plans to announce further capex and growth plans following the conclusion of the MCFL merger process.

Operational Highlights

- EBITDA per metric tonne for the quarter was around INR 6,600. For FY26, they expect to maintain a sustainable EBITDA of around INR 5,000 per metric tonnes.
- Produced 6.64 lakh tonnes of finished fertilizers, up 23% YoY and achieved primary sales of 7.42 lakh tonnes, a 34% increase over YoY.
- Product portfolio included diverse NPK grades in addition to DAP. N20 grade sales reached 2.24 lakh tonnes showing a 45% growth in primary sales compared to last year.
- Sold nearly 7 lakh bottles of indigenously developed biogenic nano-fertilizers highlighting their role in enhancing nutrient absorption and improving farm yield.
- On the intermediary front, phosphoric acid production grew 22% YoY to 1.13 lakh tonnes, and sulfuric acid output increased 30% to 2.83 lakh tonnes further strengthening integrated operations.
- Company's strategy is to maximize NPK production from its manufacturing facilities with Q1 NPK growth at 48% compared to 35% for the regular portfolio.
- Actively promoting TSP as a powerful phosphate fertilizer, seeing good acceptance in states like Punjab and Madhya Pradesh/Maharashtra. They currently import TSP from OCP Morocco.

Kolte Patil Developers Ltd – Q1FY26 Concall Highlights
CMP: INR 421 | Market Cap: INR 37,210 Mn

Outlook and Guidance-

Kolte Patil Developers Ltd. remains cautiously optimistic for Q1FY26, despite facing challenges such as regulatory delays and rising input costs. The company has reported a 5% QoQ growth in sales volume, driven by a robust project pipeline, but yoy figures reflect a decline due to external factors. Management expects revenue recognition to grow steadily in FY26 due to the completion of several projects, with a projected 25-30% YoY growth in pre-sales. The company anticipates maintaining gross margins in the 25-30% range and EBITDA margins in the mid-teens, supported by a focus on premium and redevelopment projects. They plans to continue expanding its presence in key markets of Pune, Mumbai, and Bengaluru, aiming to add projects ranging from 1BHK to 4BHK in housing, alongside venturing into plotted development as a new segment. The business development plan remains ambitious at INR 80,000 Mn for FY26, though the launch pipeline has been reduced to INR 70,000 Mn due to delays in project approvals, particularly influenced by recent elections. Management is optimistic about a stronger H2FY26 and FY27, with improved launch activity expected as projects in Goregaon and Versova move toward approval.

Financial Highlights-

Revenue for the quarte came in at INR 823 Mn (-772% QoQ/-313% YoY)
Pre-sales for Q1FY26 stood at INR 616 Mn, marking a decline of 13.3% YoY, reflecting challenges in sustaining growth momentum.
Sales volume reached 0.84 Mn sqft, a decrease of 12.5% YoY, though a 5% QoQ improvement indicates some recovery.
Collections came in at INR 550 Mn, down 10.1% YoY, but aligned with the contracted schedule, demonstrating a 21% CAGR in cash flow growth over four years.
Realization per square foot was INR 7,337, a slight decline of 0.9% YoY, though supported by premium project contributions.
Operating cash flow remained strong at INR 1,640 Mn crore, with a net debt position of INR 324.32 Mn (net debt), reflecting an improved debt-equity ratio of 0.89 times as of June 2025.
EBITDA for the quarter was INR 112 Mn, with an EBITDA margin of 11.58%, , and net income or loss stood at INR -170 Mn.

Other Highlights-

Overall demand in the real estate sector remains healthy, supported by infrastructure growth, government investments, and enhanced connectivity, particularly with the Metro Phase 2 project in Pune.
The Life Republic township project in Pune, a mixed-use development with a total saleable area of 8.36 Mn sqft, contributed 0.53 Mn sqft to Q1FY26 sales, reinforcing its role as a key growth driver.
Margins for the qarter were impacted by the recognition of lower-margin projects, but management anticipates a recovery in H2FY26 with EBITDA margins potentially reaching 11-15.8%, driven by new projects with better margins.
Revenue distribution is expected to be 70% from Pune and 30% from Mumbai and Bengaluru.
• The company has entered the MMR region with a new launch in Sector 2, Vashi, and plans further launches in H2FY26, including Goregaon and Versova, pending approvals.
The strategic focus remains on mid-premium and premium segments, aligning with robust market demand.
The Blackstone transaction, including a preferential allotment, is complete, with SEBI approval secured and CCI approval pending for the open offer.

Craftsman Automation Ltd Q1FY26 Concall KTAs

Strong momentum in its aluminium business, projecting 20–25% CAGR over the next 3–4 years, with additional upside from the alloy wheel segment. The powertrain division is also expected to grow at a high single-digit rate, supported by rising exports and India's growing role as a manufacturing hub for global OEMs. Margin improvement is underway, particularly in aluminium, due to better utilization and operational efficiency. Sunbeam operations are stabilizing, and full benefits are expected to reflect from FY27 onward. The company maintained its FY26 revenue guidance of INR 70,000 Mn and EBITDA of INR 11,000 Mn.

Aluminium Segment

Standalone business grew 56% YoY, and excluding alloy wheels, core aluminium grew 34% YoY. Growth was aided by new order ramp-ups from both domestic and export customers, especially in DR Axion.

Capacity utilization was ~75% and may exceed 80% during festive months; further capacity addition is planned.

Margins improved due to operating leverage and normalization of drag from Bhiwadi alloy wheel plant.

Powertrain Segment

Expected to see high single-digit to occasional double-digit growth in FY26, driven by exports, tractors, industrial engines, and medium-duty trucks.

Q1 powertrain margins stood at 15.2%, highest in 4 quarters, due to cost control, plant stabilization, and no major expansion.

Utilization ~50–60% for CVs, 70–80% for farm/SUV segments, low in construction equipment due to emission norm changes.

Alloy Wheel - Bhiwadi plant revenue grew 20% QoQ to INR 500 Mn and is expected to continue ramping. Hosur plant to begin soon with smoother ramp-up expected.

Sunbeam Operations

Gurgaon plant operations ceased in May; equipment moved and labor settled. Focus remains on consolidating operations, reducing headcount and automation to improve efficiency.

No immediate client addition planned; focus on quality, delivery, and margin improvement. Q4FY26 expected to see meaningful margin improvements.

Other Highlights

EV demand from Korea slowing, but ICE components like cylinder blocks/heads still seeing steady demand.

Revenue sustainability for DRAX backed by exports and addition of new customers.

FY26 CAPEX guidance is INR 8,000 Mn, primarily for maintenance, ongoing projects, and aluminum business ramp-up. Planned greenfield plant in Nagpur still in land stage; new projects will depend on visibility and debt levels.

Land sale in Gurgaon expected to reduce debt; current internal valuation is INR 3,500 Mn, up from earlier INR 2,750 Mn.

Kothavadi plant targeting USD 100 Mn revenue by FY30; currently at 50% order book fill, production ramp-up from FY27–FY29.

Aluminium segment is expected to outgrow powertrain going forward.

Further margin expansion in powertrain may reverse temporarily if new CAPEX comes ahead of revenue.

CVs and construction equipment segments are seeing weak demand.

Hyundai Motor India Ltd | Q1 FY26 | Earnings Call – Key Takeaways |CMP: INR 2,086 | Market Cap: INR 1,695,410 Mn

- **Outlook**
- Hyundai completed 30 years of operations in India, reaffirming its focus on innovation, smart mobility, and sustainability.
- The company navigated prolonged demand softness in the domestic market through enhanced brand positioning, network expansion, and rural market penetration.
- Creta completed 10 years of leadership in the midsize SUV segment and was the highest-selling SUV during the quarter.
- CNG models reached a record contribution of 16%, supported by the success of dual-cylinder technology and new variant launches.
- Rural penetration improved to an all-time high of 23%, driven by strategic outlet additions and targeted rural marketing.
- Engine production commenced at the Pune (Talegaon) facility, aimed at supporting both Pune and Chennai operations.
- Hyundai has now sold over 1.1 million sunroof-equipped vehicles in India over the past five years, reflecting strong demand for premium features.
- The company announced a new R&D hub, Hyundai H2 Innovation Center, in partnership with IIT Madras and the Tamil Nadu government to develop green hydrogen technologies.
- Hyundai will host its first-ever Investor Day on 15 October 2025 to provide strategic insights on its 26-product pipeline through FY30.

Financial Performance

- Revenue from operations stood at INR 1,64,129 Mn, down 5.4% YoY from INR 1,73,442 Mn.
- EBITDA was INR 21,852 Mn, down 6.6% YoY from INR 23,403 Mn, with margins at 13.3% versus 13.5% YoY.
- EBIT came in at INR 16,571 Mn versus INR 18,113 Mn YoY, translating to an EBIT margin of 10.1% versus 10.4%.
- PAT stood at INR 13,692 Mn, down 8.1% YoY from INR 14,897 Mn, with PAT margins at 8.2% versus 8.5%.
- ASP rose to INR 765k from INR 760k YoY, despite discounts rising to 3.4% of ASP versus 2% YoY.
- Margins remained resilient due to improved export mix, better domestic model mix, price hikes, and cost optimisation efforts.
- Sequential margin softness was driven by reduced government incentives and higher domestic discounting.

Domestic and Export Trends

- Total sales were 1,80,399 units, down from 1,92,055 units YoY.
- Domestic volumes declined to 1,32,259 units from 1,49,455 units YoY due to continued demand weakness and macroeconomic headwinds.
- Exports grew 13% YoY to 48,140 units from 42,600 units, aided by strong demand across geographies and fleet orders.
- Export contribution rose to 27% of total volumes, up from 22% YoY, enabling better capacity utilisation.
- Key export geographies such as Africa and Mexico recorded YoY growth of 28% and 14%, respectively.
- Export ASPs were lower YoY due to higher discounts for fleet orders, but remained stable QoQ.

Segment and Fuel Mix Performance

- SUVs contributed 69% of total volumes, maintaining strong momentum in both urban and rural regions.
- Hatchback sales continued to decline in line with industry trends; sedan volumes remained flat YoY.
- CNG penetration rose to 16% of volumes, up from 11.4% YoY, driven by strong demand for models like Aura, Nios, and Exter.
- EVs contributed 1.4% of total sales, led by Creta EV, which received a positive initial response.
- First-time buyers accounted for 40% of sales, up from 32% in FY20, with Creta alone seeing 32% contribution from first-time owners.

Operational and Strategic Updates

- Localisation increased to 82%, up from 78% in FY24, with recent additions including sunroof assemblies and battery packs.
- A dedicated procurement team continues to drive localisation, focusing on value engineering and cost efficiency.
- The Pune (Talegaon) engine plant began operations in June; vehicle production is on track for Q3 FY26.
- Export-led capacity utilisation is being prioritised amid a soft domestic market to protect margins and optimise inventory.
- Rural market contribution rose to 22.6% from 19.9% YoY, with SUV penetration in rural areas touching 68.8%.
- New retail expansion is skewed towards rural markets, with 70% of upcoming outlets planned outside metro regions.
- Hyundai is now present in 75% of India's districts, with 50–60 new locations in the pipeline for activation over the next few months.

Future Outlook

- Gradual domestic recovery is expected on the back of a strong festival calendar, a favourable monsoon, and improving macro factors.
- Interest rate cuts, income tax relief, and the 8th Pay Commission are likely to support consumer sentiment and retail recovery.
- Export momentum is expected to continue, though second-half volumes may moderate due to seasonality.
- The company will maintain focus on balancing domestic and export sales, increasing localisation, and premiumising offerings to drive margin consistency.
- Investor Day in October will provide further details on upcoming product launches, powertrain strategies, and long-term growth initiatives.

ENT Network India Ltd. MCap.:- 6920Mn. |CMP:- 146

Overall Financial Performance (Q1 FY26)

ENIL reported domestic revenue of INR 1,130 Mn, reflecting a 3.2% YoY growth, primarily driven by the strong performance of its non-FCT (non-Free Commercial Time) and digital segments.

EBITDA stood at INR 62 Mn , growing 3.6% year-on-year, while PAT came in at INR 10 Mn.

International operations contributed an additional INR 41 Mn in revenue and remained EBITDA positive, supporting the company's expanding global footprint.

Segment Performance

Radio (FCT – Free Commercial Time)

•Revenue: ENIL's radio FCT segment generated INR 661 Mn, representing a 12.1% decline YoY.

•Reasons for Decline: The fall was primarily due to a high base in the same quarter last year, which had seen significant political advertising ahead of the general elections. Additionally, geopolitical issues during the quarter created demand headwinds.

•Market Position: Despite challenges, ENIL maintained a strong 25.4% volume share in the radio FCT market—better positioned than many competitors.

•Volume Growth: The segment registered a 3% growth in volume.

•Inventory Utilization: Utilization remained healthy, in the range of 70% to 75%.

• The company remains positive about modest growth in the radio segment during the rest of FY26, with expectations of a base-effect-led improvement in Q3 and Q4.

Non-FCT Segment

•Revenue: This segment delivered INR 252 Mn, reflecting a strong 33% YoY growth.

•Profitability: Growth was supported by a robust EBITDA margin of 43.4%, highlighting operational efficiency and high-margin client solutions.

Digital Business (Gaana)

•Revenue: Total digital revenue stood at INR 217 Mn in Q1 FY26, of which Gaana alone contributed INR 180 Mn, up from INR 95.7 Mn in the same quarter last year.

•Contribution: Gaana's revenue accounted for 40.7% of total radio-related revenues, significantly higher than 24.8% in the corresponding quarter last year.

•Growth: This represents a year-on-year growth of 87.6% for Gaana.

•DA Investments: Marketing and digital acquisition (DA) investments were reduced to INR 98 Mn, down from INR 142 Mn last year, in line with the company's guidance to improve marketing and operational efficiency.

•Subscriber Growth: Net subscriptions increased by over 25% QoQ, driven by a mix of new users and existing users migrating to revised pricing models. The company expects similar annual growth, with some fluctuations due to churn.

•Pricing Strategy: Gaana revised its subscription pricing last year. Users on the previous INR 299 plan were deemed unprofitable and are expected to transition to higher-priced plans. Currently, over 50% of subscribers are gross-margin positive.

•Break-even Outlook: The platform is expected to break even and turn EBITDA positive by early next year, with a targeted annual revenue run-rate of around INR 1,500 Mn.

• Cost Structure: Major costs include content, technology, and people. Management aims to reduce content costs to 60–65% as higher-priced subscribers replace older plans. Staff costs are expected to remain stable as scale increases, supported by AI-driven efficiencies and shared talent across radio and digital teams.

Events Business

•Revenue Growth: ENIL's events division recorded a 58% YoY growth in Q1 FY26.

Strategic Vision

ENIL is transforming into a multimedia company, aiming for Gaana plus events to exceed radio revenues by year end, with high growth segments driving the top line.

V-Guard Industries Ltd | Q1FY26 | Earnings Call – Key Takeaways | CMP: INR 388 | Market Cap: INR 169,670 Mn

Financial Overview

• Consolidated revenue stood at INR 14,660 Mn, down 0.7% YoY, impacted by weak summer season and high base.
• Gross margin improved to 36.7% (YoY: 36.6%; QoQ: 35.5%) due to better product mix and improved efficiencies.
• EBITDA (excl. other income) came in at INR 1,240 Mn, down 20.7% YoY; margin declined by 210 bps to 8.4%.
• PAT was INR 740 Mn vs INR 990 Mn in Q1FY25, primarily due to operating deleverage from flat revenue.

Segmental Performance

• Electronics (stabilizers, inverters, solar systems) grew 4.5% YoY; margins held strong despite seasonality, with inverter, battery, and solar doing well.
• Electricals (wires, pumps, switchgear, modular switches) grew 7.6% YoY, maintaining stability in both top-line and margin.
• Consumer Durables (fans, water heaters, kitchen appliances, air coolers) declined 16.3% YoY, largely due to early monsoon and soft cooling product demand.
• Sunflame declined 5.4% YoY; while general trade improved, softness in CSD channel continued.
• Non-South markets grew 2.1% YoY (52.3% of total revenue); South markets declined 3.3% YoY due to weather impact.

Strategic & Operational Updates

• Lighting foray announced to complete electrical product portfolio; focus on B2C/residential space initially via outsourcing model.
• No manufacturing initially; will consider once scale is achieved.
• Lighting category overlaps 95% with wire dealer network, ensuring minimal incremental GTM effort.
• Sunflame integration initiated (no shareholding change); aim is to accelerate capability infusion across service, R&D, go-to-market, and quality functions.
• Full national customer service integration for Sunflame completed in ~70 days; further system integration underway.

Regional Dynamics & Product Insights

• Cooling product sales dropped significantly due to exceptionally wet summer, especially in South and East India.
• TPW (table-pedestal-wall) fan sales were most impacted; ceiling fan sales remained stable.
• Air cooler sales also saw decline; both TPW and air coolers are high-margin segments, leading to margin pressure.
• Wire and switchgear segments performed well, driven by improved channel productivity and pricing tailwinds (e.g., copper price increase).
• Target to raise non-South contribution to 65% over time; East region already mature in terms of productivity.

Manufacturing & Margin

• In-house manufacturing currently at 65%; new fan and battery plants in pipeline with 18–24 month timeline.
• Electronics segment EBIT margin of 18–19% in Q1 seen as one-off; sustainable margins guided around 17% annually.
• Overall EBITDA margin guided in the 8.5–9.5% range for FY26.
• Management maintained that EBIT margins have held steady despite sector-wide margin compression post-COVID.

Outlook

• FY26 revenue growth guidance revised to 11–13% vs earlier 14–15% due to Q1 disruption.
• Management confident of improved H2 performance contingent on Q4 seasonal uplift.
• Long-term lighting growth expected from sub-categories like downlighters and architectural luminaires.
• Solar rooftop and energy storage (battery, inverter) expected to remain strong contributors; watch on lithium and solar supply chain disruptions.
• No projections given for lighting segment currently; launch expected post capability build over next 6–12 months.

Sonata Software - Q1FY26 Concall KTAs-Arihant Capital
CMP INR 414 | Market Cap INR 116 Bn

Outlook: Maintained a positive outlook on demand despite ongoing macroeconomic uncertainties, reflecting confidence in the company's growth trajectory. They reiterated their guidance for double-digit revenue growth in FY26, supported by a stable to slightly improving margin profile. This improvement is expected to be driven by increased offshoring, better utilization, and continued automation efforts. Furthermore, AI and GenAI-led services are anticipated to become significant revenue contributors in the coming quarters, underscoring the company's strategic focus on emerging technologies. With these tailwinds, the company remains well-positioned to cross the $1 billion mark in annualized revenue over the next few years. We have long term positive view on the stock.

Revenue stood at INR 2,099 Cr, up 2.6% QoQ and 22.6% YoY.International IT Services revenue was INR 1,106 cr (+5.1% QoQ / +21.2% YoY).Domestic Products & Services revenue came in at INR 993 cr(+0.1% QoQ / +24.1% YoY).

EBITDA stood at INR 247 cr, up 0.9% QoQ and 25.1% YoY.EBITDA margin was 11.8%, flat QoQ. PAT was INR 111 Cr, up 0.2% QoQ / 21.5% YoY.

Gross cash reserves were INR 1,008 cr reflecting a strong balance sheet.

Digital transformation services grew 21.2% YoY, underpinned by strong demand.

ISV (Independent Software Vendor) segment led growth with 26.6% YoY increase.

Travel vertical reported 24.3% YoY growth, supported by modernization programs.Retail & CPG segment rose 17.6% YoY, showing broad-based discretionary spend.

Healthcare & Life Sciences grew 19.5% YoY, driven by newer platforms and solutions.

Utilities and manufacturing posted modest but steady growth.

Geography: North America contributed 51.3% to International IT Services revenue.Europe & UK contributed 26.1%, the fastest-growing region.Australia & New Zealand contributed 12.3%, showing steady demand.

Top 5 clients accounted for 24.5% of International IT Services revenue.

Top 10 clients contributed 38.5%, suggesting healthy account concentration.5 new clients were added during the quarter.

Utilization improved to 81.3%, up from 79.2% in Q4FY25.

Total headcount reached 6,885, with a net addition of 153 employees in Q1.

Attrition decreased to 14.5%, from 15.1% in the prior quarter.

Offshore revenue share increased, helping maintain cost efficiency.

Billable headcount rose, aligning with deal ramp-ups.

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Continued focus on Platformation strategy to deliver platform-led digital transformation.

Strong traction in modernization of core IT systems, cloud-native apps, and data platforms.

Data modernization and analytics practices performed well across sectors.

AI and GenAI capabilities are being embedded across offerings and platforms.

Deepened partnerships with Microsoft and AWS for enhanced cloud delivery.

Strategic shift towards annuity-based, long-term deals to enhance revenue predictability.

Clients: Healthy deal pipeline across AI-led and data-first transformation engagements.

Strong momentum in product engineering and SaaS modernization from ISV clients.

Multi-year, multi-tower deals signed in Travel and Retail segments.

Growing preference for outcome-based and risk-sharing commercial models.

DSO stood steady at 66 days.

Capex stood at 10 cr mainly toward infrastructure and platform investments.

Interim dividend of INR 2.5/share declared in Q1.

Margin improvement initiatives include automation, utilization, and delivery mix.

No acquisitions in Q1, but the company is actively evaluating inorganic options aligned with digital growth strategy

ASK Automative Ltd | Q1 FY26 Earnings Call
CMP: INR 517 | MCAP: 102,080 mn

Outlook

Despite a flat overall two-wheeler industry growth, ASK Automotive continued to outperform the market in vehicle production, with all three of its business segments delivering positive growth in Q1 FY26: Advanced Braking System revenue grew by 4%, Aluminum Lightweighting Precision Solutions revenue by 15%, and Safety Control Cable revenue by 6%. However, export revenue remained stagnant at INR 330 million for the quarter.

Financial Performance:

- The company delivered strong revenue growth of 11.1% (excluding the wheel assembly business).
- Consolidated revenue grew by 3.5% year-on-year.
- EBITDA increased by 19.3% to INR 1,233 mn
- PAT by 16.3% year-on-year.
- Achieved the highest quarterly EBITDA margin of 13.8%, an improvement of 183 basis points over Q1 FY25.
- Earnings per share (EPS) increased to INR 3.35 per share from INR 2.88 in the same period last year.

Operational Updates & Outlook:

- Improvement in margins was driven by better economies of scale due to higher volumes, increased capacity utilization at the Karoli facility, ramp-up of the Bengaluru facility, cost optimization, and strategic reduction in the low value-added wheel assembly business.
- The new Bengaluru facility, commissioned on January 14, 2025, achieved positive EBITDA in Q1 FY26 and is expected to reach 60% capacity utilization and become cash positive by Q2 FY26.
- Expansion at the Karoli plant is ongoing, with capacity utilization currently around 65%.
- The company aims to sustain and gradually improve EBITDA margins in subsequent quarters.
- The overall two-wheeler industry growth forecast for the year has been revised by some to 3-4% from an earlier 6%.
- Q2 is anticipated to be much better than Q1, especially during the period of Ganesh chaturthi there is a boom in demand.
- The top three customers are Honda Motorcycle & Scooter India at 35%, TVS at 20-21%, and Hero MotoCorp at 17%.
- No new customer additions are expected, as the company already supplies to almost all two-wheeler manufacturers, but new product lines are increasing.
- The company is strategically focusing on strengthening its presence in India's growing EV market, while also diversifying its operations beyond the 2-wheeler ICE segment by expanding into Passenger Vehicle (PV), Commercial Vehicle (CV), and Independent Aftermarket (IAM) segments.
- Additionally, the company is targeting new global markets to boost its export revenue and is leveraging its robust in-house design and engineering capabilities for continuous R&D and innovation.

Global Collaborations & JVs

- Tie-ups with global players like AISIN, LIOHO, FRAS-LE, TD Holding GmbH, and more.
- Focus on brake technologies, control cables, alloy wheels, and sunroof systems.

M&M- Q1FY26 Concall KTAs- Arihant Capital

Automotive Segment

M&M's SUV volumes increased by 22% YoY to approximately 152,000 units in Q1FY26. The company's revenue market share in SUVs rose 570 bps YoY to 27.3%, making it the market leader in revenue and second in volume terms. The company maintained its guidance for mid-to-high teens revenue growth in FY26. While rural demand has started to show some improvement, urban consumption remains soft.

Management anticipates that festive demand, the progress of the monsoon, and possible interest rate cuts will drive recovery.

Light commercial vehicle (<3.5T) volumes rose 4% YoY to about 64,000 units, pushing market share up 340 bps YoY to a record 54.2%.

Auto EBIT margins (excluding BEVs) came in at ~10%, up from 9.5% in Q1FY25. Including BEVs, overall auto EBIT margin was 8.9%. The BEV division reported EBITDA of INR 1.11 billion with improved margins at 3.6% versus 1% in Q4FY25, driven by a richer product mix, better absorption of fixed costs, and ICE asset leverage. Though no PLI benefits have been booked yet, M&M has qualified for the XEV 9E scheme and expects to start recognizing benefits from Q2 or early Q3FY26. An application for BE6 PLI benefits is targeted for Q4FY26.

EV ramp-up is progressing steadily, with the current monthly output of ~4,000 units, projected to rise to 5,000–6,000 units by the festive season.

Early CY26 launches are expected to support further scaling. Notably, nearly 80% of EV buyers are either new customers or returning after a long gap. The EV platform expansion will be housed at Chakan, while greenfield capacity is being considered, with site selection pending. Current ICE capacity stands at ~55,000 units/month.

On rare earth sourcing, no near-term supply risks are expected, with inventory secured for 2–3 quarters.

The company is also exploring use of lighter rare earths and alternative materials to reduce dependency.

The newly launched 3XO model has seen strong initial demand in South Africa and Australia, and export volumes are expected to stabilize at ~1,000 units/month, positioning M&M as the fastest-growing SUV brand in South Africa.

Farm Equipment Segment (FES):

FES EBIT growth was modest at ~6% YoY, mainly due to one-off impairment-related costs. Excluding these, growth would have been closer to 18%.

In the farm machinery space, the company has adjusted its strategy to focus on developing a strong product pipeline. Current harvester market share is around 5%, with plans to strengthen further.

Financials and Cost Trends:

Steel prices rose about 6% QoQ, but the impact was mitigated by pricing actions, hedging, and inventory management. Precious metal prices also saw some inflation. Depreciation and amortization have stabilized following a spike in Q4FY25, with a gradual rise expected in line with upcoming capitalizations.

Triveni engineering | Q1 FY26 Earnings call
CMP: INR 345 | MCAP: INR 75,160 mn

Financial Highlights
• Revenue from operations: INR 15,980 mn
• Profit Before Tax (PBT): INR 29 mn
• Profit After Tax (PAT): INR 21 mn
• Net turnover increased by 23%
• Consolidated gross debt: INR 16,880 mn

Sugar Business:
• Segment profit declined by 80% to INR 76 mn due to higher cost of sugar sold in Q1 FY26, impacted by lower recovery (69 basis points lower than the previous season).
• Sugar price realizations: started above INR 40 in Q1 but declined to slightly below INR 40 (INR 39.50, INR 39.60) in May and June due to changes in demand.
• Sugar inventory on June 30, 2025: 4.45 mn quintals, valued at INR 37.4 per kilo.
• Anticipated slight surplus of about 2.9 million tonnes globally for the '25-26 sugar season, mainly due to better crops in Brazil, India, and Thailand.
• Monsoons in North India and Uttar Pradesh are encouraging, and pest/disease incidence is low, boding well for the agricultural sector.
• Sugar prices are in a small gradual uptrend, expected to increase further in September due to early Diwali buying.

Alcohol Business:
• Sales volume of 62 mn litres, a 53% increase over the previous year.
• Average realization for Q1 is lower because ethanol produced from FCI rice accounted for 27% of total alcohol sales. This was a strategic decision based on maize prices at the time, which did not pan out as maize prices declined.
• Profitability was also impacted by increased internal transfer price of sea heavy molasses and higher fuel expenses.
• Focus on improving sugarcane crush for molasses availability and addressing supply chain issues for grain (especially maize) procurement and storage.
• Government commitment to the ethanol blending program (EBP) is strong, with public statements about 27% blending in a graduated manner. BIS standards are expected for 22%, 25%, and 27% blending.
• E85 has launched across 400 petrol pumps, offering another substantial alternative for ethanol production.

Power Transmission Business:
• Record closing order book: INR 42,30 mn, a 38% increase over the corresponding previous period.
• Overall engineering business closing order book: INR 19,750 mn, up by 32%.
• INR 1,820 mn of the INR 4,230 mn order book are long-duration orders, with the balance executable in the current year (typical order to delivery is about six months).
• Venturing into new products (e.g., compression gearbox technologies) and focusing on international markets, including a new European sales office in Switzerland.
• Secured more orders for gearboxes for fast patrol vessels of the Indian Coast Guard, making them the only company in India with complete technology for marine gearboxes.

Water Business:
• Anticipates good business opportunities with funding from state and central governments.
• Significant opportunities in Q1 in terms of inquiries for water and wastewater treatment plants.
• Sewage recycling is a new area, with potential for success where industries can buy treated sewage.

Redington Ltd- Q1FY26 Concall Highlights
CMP: INR 265 | Market Cap: INR 207 Bn

Outlook
Redington Ltd is positive about its FY26 outlook targeting a 2.3-2.5% operating profit margin and >1.3% PAT margin driven by strong growth in Cloud, Mobility and Software Solutions particularly in India, UAE, and KSA. Despite challenges in Turkey with Arena's $8 mn provision and market stress, the company expects recovery through strategic re-evaluation and sees robust demand in data centers, AI and software solutions to sustain growth.

Financial Highlights (excluding Arena)
- Revenue stands at INR 239.34 Bn reflecting 24% YoY growth.
- EBITDA stands at INR 5,000 Mn reflecting 11% YoY growth.
- PAT stands at INR 3,150 Mn reflecting 15% YoY growth.

Guidance
- Operating Profit Margin: Targeting 2.3-2.5% for the year with Q1 at 2.09%.
- PAT Margin: Aiming for >1.3% with Q1 at 1.32%.

Performance by Geography
- India: Revenue grew by 24% with profits growing faster than revenue. Strong contributions came from Cloud, Mobility and Technology Solutions groups.
- UAE: Revenue surged by 35% driven by large deals in data centers and AI-related projects.
- KSA: Revenue grew by 32% reflecting strong market demand.
- Rest of Middle East: Revenue increased by 18%.
- Africa: Performance was stable with no significant growth reported.

Performance by Business Units
- Mobility Solutions Group: Led with 44% revenue growth fueled by strong demand for premium smartphones in India and the Middle East.
- Cloud Solutions Group: Continued its momentum with 41% revenue growth driven by success in the hyperscaler business and the ongoing cloud transition and AI-driven digital transformation.
- Technology Solutions Group: Achieved 21% revenue growth supported by large deals in India and UAE.
- Software Solutions: Grew steadily with security, infrastructure and application software showing momentum. This segment is around 15% of the business growing at 24% YoY with a gross margin of 6%.
- Endpoint Solutions (PC Business): Growth was flat at 3% but signs of a refresh cycle for PCs bought during the COVID period and Windows 10-to-11 upgrades are expected to drive growth in H2 FY26.

Challenges with Arena
- Arena's performance was impacted by a $8 Mn provision net of expected insurance recoveries due to customers filing for Concordat, a debt restructuring process in Turkey. This was described as a one-time issue but is being closely monitored.
- Market Conditions in Turkey: The Turkish economy is under stress, with ~500 companies per month filing for Concordat. This led to delays in collections with ~$20 mn in delayed receivables, of which $8 mn was provided for.
- Redington is reassessing its strategy in Turkey with discussions at the board level to determine the best approach.

Microsoft Corp – Q4 FY25 Earnings Update

Microsoft delivered a strong Q4 FY25 performance, with revenue rising 18% YoY to $76.4 bn and net income up 24% YoY to $27.2 bn, driven by sustained strength in Cloud and AI offerings. Microsoft Cloud revenue reached $46.7 bn, up 27% YoY, while Azure alone grew 39% YoY. The company closed FY25 with $281.7 bn in total revenue, up 15% YoY.

Key Management Commentary – Q4 Highlights

- **In India, Microsoft continues to see momentum in financial services, manufacturing, and public sector AI use cases, supported by local data centers and cloud partnerships.**
- **Though no specific revenue disclosure was made, management called out Asia-Pacific as a high-growth region, citing strong enterprise adoption of cloud and AI solutions.**
- **Expansion of Azure OpenAI services in Asia is helping enterprises build custom generative AI models, with India among the fastest adopters in the region.**
- **The company is also investing in AI skilling programs and developer ecosystem initiatives in India to deepen market presence.**
- **Management emphasized that Microsoft is positioned at the epicenter of the AI platform shift, with businesses across all sectors adopting AI tools to improve productivity and decision-making.**
- **The management highlighted that AI adoption is driving usage across Azure, GitHub Copilot, Microsoft 365 Copilot, and Power Platform, with enterprise customers integrating AI across departments.**
- **Azure's momentum continues to be broad-based across infrastructure, data, and AI services, with strong consumption trends.**
- **GitHub Copilot is being adopted by over 1.5 Mn developers, and customers are seeing significant coding efficiency improvements.**
- **Microsoft 365 Copilot is expanding to more enterprise SKUs, and usage continues to scale, improving per-user value and retention.**
- **CFO Amy Hood noted continued strength in large Azure and Microsoft 365 deals, strong renewal rates, and healthy growth in commercial bookings.**
- **Capex is expected to increase further in FY26 to support AI infrastructure, including new data centers and advanced GPU investments.**

Outlook & Guidance

- **Microsoft will continue embedding AI Copilots across all product categories, reinforcing its integrated platform strategy.**
- **The company remains focused on capturing share in cloud infrastructure and SaaS markets through AI-led differentiation.**
- **Guidance commentary suggests sustained double-digit cloud growth, with moderation in seat-based license growth but acceleration in consumption-based models.**
- **The company is balancing operating discipline with aggressive AI-related capex, aiming for long-term scalable margin expansion.**

Meta Q2CY25 Earnings Update

Meta delivered a strong beat on revenue and earnings, driven by solid ad performance and disciplined execution. Revenue stood at $47.52B (+22% YoY).

While Meta did not provide region-specific financials, management highlighted the rollout of AI-powered translations in 10 languages, potentially supporting content and ad reach in diverse markets like India and Southeast Asia. The broader adoption of Meta's AI advertising tools by ~2 Mn advertisers also suggests scaling use across emerging, mobile-first economies.

AI Push Intensifies – Superintelligence Labs & Elite Hiring
The management emphasized Meta's aggressive pivot into superintelligence, announcing a new lab led by Scale AI founder Alexandr Wang. Other top hires include former OpenAI scientist Shengjia Zhao and GitHub's ex-CEO Nat Friedman. Meta is intentionally building lean, talent-dense teams for deep AI research.

Capex & Infra Investment to Stay Elevated Capex for FY25 guided at $66–72B, up sharply YoY, and expected to remain high in FY26. Management noted ongoing infrastructure scale-up to support compute-intensive AI model training and deployment.

Expense Outlook – FY26 Costs Set to Rise Further
While FY25 expense guidance is $114–118B, Meta signaled that FY26 expenses will grow at an even faster pace. The two main cost drivers
1. Infrastructure depreciation and scaling costs
2. Compensation for high-end technical talent hired through FY25

• AI-Powered Advertising Seeing Traction
CFO Susan Li shared that nearly 2 Mn advertisers are now using Meta's AI tools like video generation, text expansion, and image enhancement. Meta is focused on embedding AI across the ad funnel to drive ROI.

• Reality Labs – Hardware Momentum from Smart Glasses
Sales of Meta's AI-integrated Ray-Ban smart glasses are accelerating, helping Reality Labs revenue grow ~5% YoY. Zuckerberg positioned glasses as the "ideal form factor" for daily AI integration and future computing.

• Shift in Vision – From Metaverse to Personal Superintelligence
Notably, the call featured almost no mention of the "metaverse." Zuckerberg is now positioning Meta's future around "personal superintelligence," where AI becomes an always-on assistant embedded in wearable devices.

• Open Source Strategy Remains Selective
Zuckerberg reaffirmed commitment to open-source AI models, though acknowledged trade-offs as models get larger. Some models may no longer be shared if they offer competitive advantages or are too complex for general use.

• Regulatory Challenges – DMA Threatens EU Ad Model
Meta continues to engage with the European Commission on Less Personalized Ads (LPA) under the Digital Markets Act. Management warned of possible revenue disruption in the EU as early as Q3, pending further mandated changes.

• Tax Update – Lower US Tax Outgo Ahead
Following a new U.S. tax law, Meta expects lower federal cash taxes for the rest of FY25 and beyond, though exact impact is still being evaluated.

• Headcount Update – Flat to Down QoQ
Despite heavy AI hiring in targeted areas, total headcount declined slightly to ~75,945, reflecting continued optimization in non-core areas.

• Zuckerberg believes AI progress is outpacing even aggressive forecasts, and that small, focused teams are the most efficient structure for pushing frontier innovation. He reaffirmed Meta's commitment to long-term foundational R&D in AI.

Zydus Wellness Ltd – Q1 FY26 Earnings Call: Key Takeaways

Outlook

Zydus Wellness reported a resilient operating performance in Q1 FY26, navigating challenging seasonal headwinds and evolving consumption patterns. While unseasonal rains and a shorter summer impacted the performance of key seasonal brands, the company's diversified non-seasonal portfolio, strong rural momentum, and channel expansion cushioned topline and margin pressures. Management remains optimistic on sustained double-digit growth (ex-seasonal), with margin expansion focus supported by easing raw material inflation and disciplined cost controls. Investments in digital, innovation, and distribution are expected to drive the next phase of mid-term growth and margin uplift.

Financial Highlights

- Revenue: Consolidated revenue from operations grew 2.4% year-on-year to INR8,609 million, up from INR8,410 million in Q1 FY25.
- EBITDA: Marginal growth of 0.2% to INR1,556 million for the quarter, reflecting cost discipline despite topline pressures.
- Net Profit: Declined 13.4% YoY to INR1,279 million, primarily due to non-cash items such as higher amortisation of intangibles from acquisitions and deferred tax effects.
- Gross Margins: Marginal decline of 73bps YoY at consolidated level, primarily driven by product mix effect from weaker seasonal brands, but underlying portfolio strength evidenced by most brands maintaining or expanding gross margin.
- Ad & Promo (A&P) Expenses: A&P spend rose to INR132.5 million, reflecting continued investment in brand building amid inflationary context.

Segment & Brand Performance

Personal Care

- Segment grew 3.8% YoY despite headwinds in the Nycil (seasonal) business from early monsoon; sustained double-digit CAGR since Q1FY22.
- Everyuth and new-age, innovation-led offerings delivered strong growth, reinforcing long-term category stability.

Food & Nutrition

- Subdued segment growth of 1.6% YoY as core brand Glucon-D saw demand contraction from softer summer.
- Excluding seasonal brands, the portfolio delivered double-digit growth both in volume and value.
- Recent acquisitions (e.g. Max Protein, RiteBite) recorded robust growth, complementing the company's wellness-centric model.

Category Leadership & Market Share

- Glucon-D: Maintained leadership in glucose powder with 58.9% market share; category down 2.8% during the quarter.
- Complan: Holds around 4% market share in the nutrition drink category, which itself reported a 2.6% decline.
- Nycil: Retained no.1 position in prickly heat with a 33.3% share despite a volume dip this quarter.
- Sugar Free: Reinforced its dominance with a commanding 96.1% market share in sugar substitutes, the category growing 4.9%.
- Everyuth / Peel-Off & Scrub: Achieved 48.7% share in scrubs and 77.2% in peel-off masks, reflecting continued innovation-led consumer pull.

Channel & Distribution Dynamics

- Organized trade saliency rose to 30.9% (Q1 FY26 vs 23.3% in Q1 FY25), driven by e-commerce penetration and the inclusion of recent acquisitions with strong digital presence.
- E-commerce now contributes 14.5% of turnover; modern trade/bond trade at 16.4%.
- Strong traction from Tier 2/3 cities; rural markets outpacing urban, affirming geographic portfolio resilience.

Distribution Reach

- Direct coverage at 610,000–620,000 outlets; available in 2.8 million retail points, aiming to reach 3.5–4 million outlets over the next 2 years.
- Planned expansion by 80,000 outlets in FY26 to deepen penetration, especially in under-served smaller towns.

Operational & Strategic Initiatives

- **Innovation & Product Launches**: 12 launches in FY25; ongoing upgrades and category extensions planned, with both new product development and relaunches high on agenda.
- **Cost & Margin Focus**: Strategic hedging and disciplined pricing continue; operating leverage benefits expected as scale improves.
- **Capex & Digital**: Net cash positive position enables investments in automation, infrastructure, and digital supply chain upgrades.
- **Taxation**: No cash tax expected in FY26; marginal 8–10% in FY27; full tax rate from FY28 onward.

Navin Fluorine Ltd – Q1 FY26 Earnings Call: Key Takeaways

Outlook

Navin Fluorine delivered a strong performance in Q1 FY26, highlighted by sharp growth across all operating segments and margin expansion. With the successful QIP raising strengthening the balance sheet, the company enters FY26 positioned for sustained growth, driven by global demand for refrigerant gases, scale-up in specialty and contract development manufacturing (CDMO) molecules, and progress on new projects in advanced materials and electronic chemicals. Management remains upbeat on revenue visibility for the year, though competitive intensity and pricing volatility in core segments remain key watchpoints.

Financial & Operational Highlights

- **Revenue Growth**
  - Q1 FY26 consolidated revenue rose 39% YoY to INR725 million.
  - Growth driven across all three business divisions: High Performance Products (HPP), Specialty Chemicals, and CDMO
- Profitability
  - Operating EBITDA doubled YoY to INR207 million, up 106%, with EBITDA margin expanding 935bps to 28.5%.
  - Net profit jumped 129% YoY to INR117 million, reflecting both volume and realization gains, plus ongoing manufacturing excellence initiatives[1][2][3].
- Balance Sheet & Cash Flows
  - Successful completion of INR7.5 billion QIP in July, widely subscribed by institutional investors.
  - Operating cash flows for Q1 at INR231 million; net debt-equity pre-fund raise stood at 0.34x, indicating financial strength[1].
  - The increased capex envelope of INR7–10 billion across FY26–27 is maintained, supporting pipeline growth and balance sheet flexibility.

Segment Performance
High Performance Products (HPP)

- R32 (Refrigerant Gas)
  - R32 project, commercialized in March 2025, is running at optimal utilization.
  - Robust global demand and strong pricing environment; further capacity expansion is being evaluated to capitalize on higher quota entitlements, with emphasis on prudent commercial management.
- AHF & HFO
  - AHF project on schedule for Q2 FY26 completion; exclusive technology tie-up with Boost Chem Tech AG, Switzerland, for electronic grade HF.
  - Strategic approach to penetrate advanced electronics end markets globally as ramp-up begins.

Specialty Chemicals

- Segment operated at high utilization levels, supported by solid order visibility for upcoming quarters.
- New supply contracts for three innovative fluoro intermediates commencing from Q2 FY26; initial supplies to global partners for next-gen AI molecules have begun.
- Dahej fluoro specialty facility (commissioned December 2024) is expected to contribute meaningfully to FY26 revenue.
- Strategic partnership with Chemos for Opton (immersion cooling fluid) launched; project scheduled for Q1 FY27 commercial start.

CDMO

- Order book remains strong, ensuring visibility for FY26.
- Ongoing ramp-up of CGMP4 facility; Phase 1 expansion on track for Q3 FY26 commercialization.
- Regulatory label extensions (US and Europe) for late-stage molecules bode well for longer-term supply contracts with innovator pharma customers.
- Additional scale-up order received from an EU major for supply commencing in Q2 FY26[1][2].

Business & Strategic Initiatives

- Capex & Growth Investments
- Capex guidance increased to INR7–10 billion over FY26–27 to support vertical expansion, new product lines in advanced materials and CDMO, and advanced chemical manufacturing.
- Management remains disciplined, linking new investments to strategic fit and returns.

- Product & Market Diversification
- Focus on upstream integration (e.g., AHF), high value-added fluorinated products, and entrance into advanced materials for data centers and semiconductors.
- Strategic partnerships with global technology and application leaders in electronics and cooling fluids**.**

- Operational Excellence
- Enterprise-wide programs in manufacturing optimization, cost containment, and technology upgrades continue to drive operating leverage.

Guidance & Management Commentary

- Management remains confident of maintaining EBITDA margins “north of 25%” for FY26, but will reassess formal guidance post-sustained performance.
- High utilization in core assets with ample room for incremental growth from new and recently commercialized facilities.
- Prudent, value-based capex allocation, with emphasis on balance sheet strength and return thresholds.
- Near-term demand and pricing trends in refrigerant gases support robust profitability; Specialty and CDMO segments locked in for double-digit growth via new molecules/contracts.

KPIT - Q1FY26 Concall KTAs- Arihant Capital
CMP INR 1268 | Market Cap INR 347 Bn

Outlook: Anticipates stronger momentum in H2FY26, driven by deal pipeline conversions, improving macro conditions, and continued scale-up in India and China. Tariff-related challenges and competitive pressures from China are expected to ease by Q2FY26. Additionally, positive developments in trade negotiations could prompt OEMs to increase R\&D investments. However, near-term growth visibility remains dependent on a broader industry recovery over the next 1–2 quarters. Management remains confident in maintaining the 21% EBITDA margin, with potential for further expansion as market conditions stabilize.

Growth for the quarter was primarily led by the powertrain, connected, and autonomous vehicle segments. Compared to the previous quarter, revenue from operations rose by 0.7%, while net profit declined by 29.8%.

The company announced a 3-year strategic partnership with JSW Motors to drive the new energy mobility shift. This collaboration supports JSW's goal to disrupt the Indian auto market through innovation and global tie-ups. JSW Motors, the auto arm of JSW Group, plans to invest $3B over 5 years to develop EVs, hybrids, and plug-in hybrids in India. Its first NEV is expected to launch in H2FY26.

KPIT reported a revenue decline of 3.2% QoQ in constant currency, while USD revenue rose marginally by 0.3% QoQ, supported by a forex tailwind of 3.5%. Cloud services grew 11% QoQ, offset by an 11% QoQ decline in Architecture & Middleware consulting.

Regionally, Europe (44% of revenue) grew 2%, the US (29%) was up 6%, while Asia (27%) dropped 8%. By vehicle segment, Passenger Cars (82%) rose 3.3%, Commercial Vehicles (15%) declined 2.8%, and Others (3%) saw a 35% fall (all in USD terms).

KPIT secured $241 Mn in TCV during Q1FY26, down from $280 Mn in Q4FY25, yet up 19% YoY on a TTM basis, indicating healthy demand. Management noted that solution-led wins are replacing legacy services, moderating net growth.

The deal pipeline remains strong, particularly in Europe, although revenue conversion is delayed due to budget reallocations and trade-related uncertainties.

Revenue in Q1FY26 ~$145M from PV and ~$26M from CV. In Q1FY26, PV grew 10.2% YoY / 3.3% QoQ and CV declined ~3% QoQ /5.5% YoY due to client ramp-downs.

As of 30th June 2025, total headcount stood at 12,545, down by 328 QoQ. Wage hikes in Q2FY26 will focus more on incentives and higher variable pay rather than fixed salary increases.

Europe continues to lead in new deal flow, despite a 7% YoY revenue decline. In the US, Off-highway and Commercial Vehicle segments are expanding due to new client wins.

Asia is undergoing a strategic overhaul, with combined India and China revenues expected to surpass $100 Mn in the next two years (Q1FY26 Asia revenue was ~$47 Mn).

In Japan, concentration risk is being addressed by onboarding four OEMs by year-end.

EBIT margin declined by 194 bps QoQ to 15.4%, while EBITDA margin stood at 19.5% (vs 21% in Q4FY25), aided by a shift to fixed-price contracts (rising from 59.6% to 62.5%).

This enables greater use of proprietary tools and GenAI solutions.

Passenger Cars saw strong deal traction, particularly in powertrain and connected vehicle programs across the US and Europe. Commercial Vehicles witnessed short-term ramp-downs with expected recovery in the next quarter.

The Off-highway segment is gaining prominence, especially in the US. Management highlighted a delay of 1–2 years in next-gen architecture programs due to OEMs prioritizing production-ready solutions.

KPIT is transitioning to a performance-linked compensation model with higher variable pay aligned to productivity and AI adoption.

This shift supports a move from headcount-led to productivity-led growth. Management also noted a weakening link between headcount and revenue, with full transition targeted by Q2FY26 and rollout starting in Q3.

The $191 Mn acquisition of Caresoft's engineering services (including a $25 Mn earnout over four years) is now expected to close in Q2FY26, delayed from the earlier timeline due to pending conditions.

In the medium term, the company expects to improve margins from current levels. They believe there's scope to enhance fixed-price productivity, which would boost margins. Additionally, leveraging AI for productivity gains and optimizing the employee pyramid to lower average costs could further support margin expansion.

Management reiterated strategic interest, seeing Caresoft as key to strengthening KPIT's position in China.

The company already works with 5–6 Chinese OEMs and expects to expand further post-acquisition.

Deepak Fertilisers & Petrochemicals Corp Ltd- Q1FY26 Concall Highlights
CMP: INR 1,564 | Market Cap: INR 197.31 Bn

Outlook
Company anticipates strong growth in its Crop Nutrition Business for the 2025 crop season driven by favorable monsoons and rising adoption of specialty fertilizers like Croptek. Mining Chemicals segment expects a muted Q2 FY26 due to monsoons but sees robust H2 growth with increased export quotas and high-value B2C focus while Industrial Chemicals will navigate pricing pressures with a growing specialty portfolio. Strategic projects at Gopalpur and Dahej set for Q4 FY26 commissioning alongside the Australian subsidiary's expansion and the scaling B2C TAN business will enhance capacity, margins, and market reach through value-added models and logistical advantages.

Financial Highlights
- Revenue stood at INR 26,590 Mn reflecting 17% YoY growth.
- EBITDA stood at INR 5,130 Mn reflecting 10% YoY growth and margin is 19.3%.
- PAT stood at INR 2,440 Mn reflecting 22% YoY growth.
- In Q1FY26, INR 3,770 Mn was invested in capex focused on ongoing projects**.**

Segment Performance
Crop Nutrition Business
- Revenue Contribution: Contributed 45% of total revenue with manufactured bulk fertilizer sales at 1.8 lakh metric tons, up 3% YoY.
- Specialty Products: Specialty fertilizers like Croptek had 73% YoY growth and water-soluble grades with 21% YoY and 99% QoQ growth saw strong farmer adoption.

Mining Chemicals (TAN)
- Sales Volume: TAN sales rose 7% YoY to 146,000 metric tons supported by full capacity utilization.
- B2C Segment: B2C volumes grew 15% QoQ but were down 2% YoY due to lower demand caused by early monsoon affecting mining activities.
- Export: Increased from 20,000 metric tons to 50,000 MTPA positioning DFPC for growth in H2 FY26.
- Q2 FY26 is expected to be muted due to monsoon but an increase in exports and a focus on high-value offerings will drive growth.

Industrial Chemicals
- Nitric Acid: Volume grew 15% YoY and 3% QoQ to 74,000 metric tons.
- IPA: Volume surged 27% YoY and 51% QoQ due to plant upgrades but pricing softness impacted margins.

Strategic Projects
- Gopalpur TAN Project: 80% complete with 90% of plant and machinery ordered. Expected commercial operations by Q4 FY26.
- Dahej Nitric Acid Project: 57% complete, with 63% of plant and machinery ordered. Also set for commissioning by Q4 FY26.
- Combined capex of INR 46,610 Mn used for both projects with tight control on timelines and execution.

Australian Subsidiary (Platinum Blasting Services)
- DFPC increased its stake from 65% to 85% by acquiring an additional 20% for approximately INR 800 Mn.
- Revenue Contribution: Contributes around INR 6,000 Mn annually to DFPC's revenue and is profitable, supporting the bottom line.
- Future Plans: Plans to export TAN to Australia once the Gopalpur plant is operational leveraging its east coast location for cost-effective logistics.

Value-Added Business (B2C in TAN)
- Contribution: Accounts for 16% of total revenue with a focus on the Total Cost of Operations model to reduce costs for mine operators and infrastructure projects.
- Successfully proven the concept over the past 1.5 years, now scaling up with further investments in capabilities.

GE Vernova T&D India Concall Highlights
Mcap: INR 633.9bn | CMP: INR 2,473

Outlook: The order book stood at INR 129.6bn (3x of FY25 revenue) shows business visibility going forward. The capex of INR 2.5bn for HVDC and control systems. The company is benefiting from the rising demand for grid automation and digital solutions, especially from data centers. The company is advancing its SF6-free switchgear solutions and exploring opportunities in synchronous condensers and STATCOM systems. The upcoming HVDC projects (Barmer South Kalam, Guda South Olpad), grid automation, and rising data center demand will be the growth drivers. We have a positive outlook on the stock.

Margins
EBITDA margins improved ~1,000bps YoY to 29.3% in Q1FY26, due to higher volumes, better pricing, and operational efficiencies.

Order book
The order book stood at INR 129.6bn in Q1FY26. The domestic and export mix stood at 86:14. Around 97% of the order book from private customers, utilities, and PSUs, and only 3% from state utilities.

The order growth is expected to be 7%-8% in FY26E, excluding potential HVDC projects.

Capex
The capex is expected to be INR 2.5bn for HVDC valve and control systems.

Exports
Exports revenue share is around 40% and is expected to sustain 30% in the long term.

Export orders are coming from Europe, Southeast Asia, and the Middle East.

Utilization
Capacity utilization is higher for transformers and AIS products.

HVDC
Two major HVDC projects (Guda South Olpart and Barmer South Kalam) are expected to be finalized in FY26E, with configurations likely to include LCC and VSC technologies.

The approval of the 6 GW, 800 KV Barmer 2 to South Kalam HVDC project is a key milestone.

Grid automation and digital solutions
The company is actively involved in grid automation and digital solutions, catering to utilities, TBCB players, and EPCs. The company supplies GIS and grid automation products to data centers.

SF6-free switchgear
The company is a leader in SF6-free switchgear technology, with pilot projects underway in India.

Industry
The transmission sector is expanding with 20,000 circuit kilometers of high-voltage lines and 125 GW substation capacity needed annually until 2032.

Other highlights
The demand for high voltage levels (400 kV and 765 kV) is expected for data centers.

The company is working on synchronous condensers and STATCOM solutions, though these are currently sourced from global partners.

The company leverages its cost advantages and collaborates with group entities for global bids.

Welspun Corp Ltd Q1FY26 Quick Conference Call highlight
CMP: INR 922| Market Cap: INR 242.81 Bn

• Sold about 182,000 tonnes of line pipes in India and the US, showing strong demand for their high-quality pipes in oil and gas projects.
• Shipped 65,000 tonnes of ductile-iron pipes, driven by water distribution and irrigation projects under government programs like Jal Jeevan Mission and AMRUT 2.0.
• Sales of stainless-steel bars and pipes reached nearly 9,000 tonnes, marking a record quarter for bar sales despite a planned maintenance shutdown in June.
• Their order book of around INR 190 Bn ensures at least eight quarters of work in the US and four quarters in India across all pipe segments.
• New production plants in the US and Saudi Arabia are set to start by the end of FY '26, helping company tap into growing LNG export, data-center, and oil-and-gas pipeline opportunities.
• India's big water projects like Ken-Betwa, ERCP, and Maharashtra schemes and expanding irrigation networks in several states will keep demand high for company's pipes across the country.
• DI-pipe demand is expected to pick up in the second half of FY '26 as government funding for Jal Jeevan Mission and AMRUT 2.0 resumes, and a new 2–3 Mn tonne irrigation pipeline market emerges over the next few years.
• The specialty-steel business has an order book of about 10,000 tonnes, driven by niche projects and new domestic and export markets.
• Expanded its geographic footprint by commissioning new plants and sales offices in key markets adding a large-diameter line-pipe facility in the US and a longitudinal plant in Saudi Arabia
• Broadening its domestic ductile-iron pipe presence into Haryana, Chhattisgarh, Punjab, Goa, Odisha and Telangana positioning the company to capture rising oil & gas, water infrastructure and export opportunities across these high-growth regions.

KEC International Q1FY26 Quick Concall Highlights
Mcap: INR 228.16bn | CMP: INR 857

Revenue growth is expected to be 15% YoY in FY26E.

EBITDA margins are expected to be 8%-8.5% in FY26E. margins are expected to improve 100bps and close to 10% in FY27E.

Power T&D margins are double-digit rates.

The order book stood at INR 400bn (included L1) in Q1FY26.

Around INR 200-210bn of order inflows are expected from T&D in FY26E.

The bid pipeline is around INR 1.8 lakh cr. Around INR 90k from T&D (Domestic - INR 60k cr, International – INR 30k cr) and the remaining from others.

The company is doing solar projects in Rajasthan and Karnataka.

Civil segment impacted due to labour shortages and delayed receivables in water projects.

In the water segment, the company has received INR 2.27bn in Q1FY26 and INR 500mn in Jul-25.

The company is targeting international markets for Oil & Gas. There is no tendering happening in India.

Interest cost is expected to be 2.5% of sales going forward.

HVDC projects are limited to Saudi Arabia. There are two large HVDC tenders.

Piramal Pharma Q1FY26 Concall KTAs

The company expects overall mid-single-digit revenue growth and mid-teen EBITDA margins for FY26, and continues to guide for a USD 2 Bn revenue target with 25% EBITDA margin by FY30. Growth in the CDMO business is expected to be led by overseas facilities and strong performance in differentiated offerings like ADCs. CHG business is projected to pick up significantly in the H2, helped by increased demand and capacity additions.

Key Highlights

Trade policy and tariff uncertainties, particularly in the US and China, are being monitored but are not expected to change the company's strategic focus materially.

The company is on track to meet its FY26 guidance of mid single digit revenue growth and YoY profit growth, despite some quarterly lumpiness.

CDMO growth was primarily driven by overseas facilities with improving margins.

Company is targeting 25% EBITDA margins by FY30, supported by scaling up operations, procurement optimization, and operational efficiency.

Initiated a sterile fill-finish expansion project in Lexington, US, with completion expected by 2027.

Order inflows were mixed; while some overseas sites had good traction, early-stage discovery and development orders remained muted due to biotech funding uncertainty and geopolitical risks.

Inhalation anesthesia sales picked up in emerging markets; momentum is expected to continue. Injectable anesthesia and pain management capacity expansion is progressing ahead of schedule, with benefits likely from FY27 onward.

The ADC business continues to grow strongly, and the USD 19 Mn investment at the Riverview facility is solely dedicated to ADCs.

Significant investments being made in ADC infrastructure and is fully factored into the FY30 revenue target.

Overseas CDMO sites in UK, US, and Canada contributed significantly to Q1 revenue improvement due to better site utilization and scale benefits.

Q1 is traditionally a softer quarter; H2 expected to show stronger growth for CDMO and CHG businesses.

CHC business delivered 15% YoY revenue growth, led by 18% growth in power brands and a 41% growth in e-commerce sales.

Power brands contributed 49% of total CHC sales, with brands like Little's and iRange driving growth. E-commerce sales grew to contribute 23% of CHC sales in Q1 FY26, up from 19% in Q1 FY25.

The CHC business is EBITDA-positive and continues to improve its profitability with scale. The company launched 7 new SKUs in the quarter and is actively investing in media and trade spends to support brand growth.

Gross margins are expected to remain in the 64–65% range in the mid-term, with potential upside as the proportion of patented and innovative products increases.

Total planned capex for FY26 is in the range of USD 100–125 Mn, with major investments in Lexington and Riverview sites in North America. Additional capex is being made in product development for CHG. Majority of future capacity expansions will be brownfield rather than greenfield.

Net debt to EBITDA stood at 2.6x and is expected to rise modestly due to FY26 capex plans. The long-term target remains to bring this down to 1.0x by FY30.

New Sevoflurane manufacturing lines were commissioned at the Digwal facility in India to support emerging markets.

The company remains confident of double-digit growth in the CHG segment for FY26 despite a soft Q1.

The company reiterated its aspiration to become a USD 2 Bn revenue company with 25% EBITDA margin by FY30.

GAIL (India) Ltd | Q1FY26 Earnings Call | Key Takeaways | CMP: INR 180.00 | Market Cap: INR 1,183.52 Bn

Outlook

• The Durgapur-Kolkata pipeline was inaugurated on July 18; connection and commissioning are underway.

• PNG capacity expansion to 6.5 MMTPA was authorised on July 23 with a capex of INR 50,000 Mn, to be executed within 3 years.

• Several pipeline projects including Mumbai–Nagpur–Jhagadia, Jagdishpur–Kochi–Mangaluru, and Shikharsh are scheduled for completion within FY26.

• Long-term growth in gas transmission expected, with volumes seen rising to 135 natural gas marketing mmscmd by FY27–28 as new refineries and projects come online.

Financial Overview

• Standalone PAT: INR 18,860 Mn
• Standalone PBT: INR 25,330 Mn (Down 6% YoY due to absence of dividend income in Q1)
• Standalone EBITDA : 36,260 Mn
• Sales Turnover: INR 347,350 Mn
• Consolidated Turnover: INR 353,690 Mn
• Consolidated PBT: INR 30,290 Mn
• Consolidated PAT: INR 23,690 Mn

Operational Highlights

• Natural Gas Transmission Volume: 120.62 mmscmd
• Integrated System Utilisation: 67%
• LPG Transmission: 1,131 TMT (flat QoQ)
• Polymer Production: Incurred INR 2,140 Mn loss due to price decline; prices dropped by INR 1,000/T leading to INR 2,490 Mn loss at Pata plant
• LSC Segment: Witnessed 30% decline in profitability as prices dropped to INR 2,000
• GAIL Gas: Over 20,000 new PNG connections; 216 new CNG stations commissioned
• City Gas Distribution: 6 new geographical areas authorised; 4.4 lakh new PNG connections

Capex & Investments

• Total Capex in Q1FY26: INR 14,580 Mn
• INR 5,360 Mn in pipelines
• INR 5,420 Mn in petrochemicals
• INR 5,490 Mn towards operations

Transmission Volume & Guidance

• Transmission volumes dropped temporarily due to: Unscheduled shutdown of a fertiliser plant (1.44 mmscmd impact) , Monsoon-induced refinery slowdown
• Q1 volumes: 120+ mmscmd; full-year guidance revised to 127–128 mmscmd
• FY27–28 outlook: Expected growth to 135 mmscmd driven by CGD and refining sector expansion - a more realistic and achievable guidance

Tariffs & Regulatory Developments

- Tariff revision consultation has concluded; regulator's final proposal submitted and pending approval
- Gas transmission revenue of INR 13,300 Mn booked, with INR 9,940 Mn at the PBT level

Petrochemicals & Market Environment

- Petchem margins remain under pressure due to global oversupply and weak pricing
- Management expects breakeven or minor losses in the near term despite cost hedgingefforts
- I nput costs remain low, but crude oil volatility and geopolitical risks may impact pricing ahead

Other Key Highlights

- PATA unit fully utilised and depreciated; related depreciation fell from INR 10,000 Mn to INR 8,000 Mn
- Long-term supply agreement signed with BPCL for 50 years from a Saudi supplier
- Commercial viability is a key criterion for future investments, with IRR above 13–14% hurdle rate

Aeroflex Industries Ltd- Q1FY26 Concall KTAs
CMP INR 186 | Market Cap INR 24,120 Mn

Q1 softness was expected, largely due to Macro uncertainty. However, execution remains strong and the business continues a positive trajectory. FY26 outlook remains optimistic, with capacity expansion plans still on track. Guided for 21–22% operating margins.We believe current demand concerns stem from tariffs. As demand stabilizes and the tariff situation improves, the company stands to benefit and may gain significant advantages.

There was a slight dip in margins, but margins are expected to improve over the next few quarters. The company is pursuing strategic opportunities in the data center space, transitioning from traditional business lines to next-generation, innovation-driven industries.

Actively building a stronger global presence. All efforts are aligned with annual targets. Q1 was a temporary blip, and better performance is expected in subsequent quarters.

The decline in Q1 revenue was primarily due to recent tariff structure changes, which caused short-term hesitation among buyers and impacted early quarter order flows. However, underlying product demand remains strong, and this dip is seen as temporary.

Order flows began to recover from Q1 to Q2, with several large clients onboarded. The company is strengthening its presence across multiple sectors and geographies, both in India and internationally.

The domestic market grew, while a dip in international markets impacted overall Q1 FY26 performance. Currently, 28% of revenue is domestic, and this is expected to rise over the coming quarters. While domestic volumes are strong, value realization is higher in international markets.

The company is investing in next-gen cooling technologies for AI-powered data centers. Over 40 SKUs are currently under development, demonstrating a strong commitment to innovation and high-value industrial applications.

INR 7.8 cr from data center components. Under this global agreement, focused on the
development of advanced flow control components for high-performance thermal management systems.
INR 1.3 cr from metal bellows

Strategic investments have been made to support long-term margin expansion, expected to reflect in the coming quarters.

Industry: The data cooling market is estimated at INR ($4.4 bn) with a 20% CAGR. The market is expected to grow 5x over the next few years, and the company is well-positioned with a strong product lineup.

Some order dispatches were delayed from Q1 to early Q2, but things are stabilizing. New projects have been received, and Q2 is expected to normalize, while Q3 is projected to be a growth quarter.

Sales declined in Europe and the US, due to dependency on a key European customer whose equipment, incorporating Aeroflex products, is sold in the US. This supply chain impact affected both regions. Despite this, Europe remains the largest market, and US demand is a growing focus.

The company is also entering the thermal cooling space, with a new chemical-based technology less than a year old. Adoption is growing rapidly, especially in AI and non-tech data centers, pointing to exponential growth in demand.

Replacement cycles are based on cooling volume and availability of spares. Aeroflex is prepared to support this with timely supply and service.

Aeroflex is currently one of the largest exporters in the assembly segment, with strong presence in both domestic and international markets.

Over the next few years, the company expects 10–12% revenue contribution from the liquid cooling business, supported by developments at the Bellos facility and machinery investments.

Metal bellows currently contribute 28–30%, although capacity is not fully optimized. Once utilization reaches 50–60%, significant gains are expected.

The company has received certification from the American Society of Mechanical Engineers (ASME) for Bellow Section, in accordance with the applicable provisions of the ASME Boiler and Pressure Vessel Code.

In data cooling liquid, the company is currently supplying to the Indian market. Pricing comparisons with international markets will become possible once global exports begin.

Senior and Parker are key competitors in the liquid cooling systems segment.

The planned QIP is primarily aimed at funding acquisitions. It will proceed only once the acquisition process is finalized.

Mangalore Chemicals & Fertilizers Ltd- Q1FY26 Concall Highlights
CMP: INR 356 | Market Cap: INR 42 Bn

Outlook

MCFL anticipates sustained growth in FY26 driven by strong agricultural demand, favorable monsoon conditions and strategic initiatives like the Paradeep Phosphates merger, despite challenges from rising global fertilizer prices and a planned urea plant shutdown in November 2025.

Financial Highlights

- Revenue stood at INR 8,620 Mn reflecting 6% YoY growth.
- EBITDA stood at INR 1,180 Mn reflecting 5% YoY growth.
- PAT stood at INR 620 Mn reflecting 41% YoY growth.

Operational Highlights

- Production: Urea production was 1.22 lakh MT and complex fertilizers (DAP/NPK) production was 0.67 lakh MT.
- Sales: Total sales reached 1.98 lakh MT in Q1 FY26 and Urea sales was 1.19 lakh MT.
- Complex fertilizers sales: 0.79 lakh MT in Q1 FY26.

EBITDA per Tonne: Urea is INR 6,000 per tonne in Q1 FY26 and NPK is INR 3,200 per tonne.

Merger with Paradeep Phosphates Ltd

- The merger is in its final stages at the NCLT and shareholder and creditor approvals have been secured.
- Second motion filed with NCLT and final hearings scheduled for August 12 (PPL) and August 20 (MCFL).
- Some regulatory approvals are still pending but expected before the hearings.
- Merger is expected to create synergies, strengthen market position and drive long-term growth.

Expansion Plans

Sulphuric Acid Plant

- Delayed slightly but expected to be operational in H2 FY26.
- Will generate 15 tonnes per hour of steam reducing urea production energy costs by 0.25 gigacalories per tonne.
- No major impact from the delay as it aligns with the planned ammonia-urea plant shutdown in November/December 2025.

NPK Capacity Expansion: Planned increase to 600,000 MT but no concrete timeline or investment details yet.
Phosphoric Acid Plant: Under consideration but land acquisition is a challenge, and no firm plans are in place.

Global Supply Issues

- China has reduced DAP exports to India but the government has secured 3 MT of DAP from Saudi Arabia over five years and 2.5 lakh tonnes from Morocco for FY26.

Urea Plant Shutdown

• A planned shutdown in November 2025 is required to replace a 23-year-old vessel. Despite government requests to avoid shutdowns due to low national urea production, MCFL has approval for this essential maintenance.

Gravita India Ltd– Q1FY26 Concall Takeaways

CMP: INR 1,850 | Market Cap: INR 136.6 Bn

Guidance

Management expects ~25% volume growth over the next 3 years, though not linear on a quarterly basis. For FY26, volume growth is guided at 22–28%, comprising:

15–16% from existing operations

7–8% from new capacity additions

EBITDA /Kg Guidance (Sustainable)

Lead: INR 19–20/kg

Aluminum: INR 14–15/kg (Q1 FY26 saw higher realization of INR 17/kg)

Rubber: INR 7–8/kg

Capex Guidance:

Total capex outlay of INR 15,000 Mn until FY28

INR 10,000 Mn allocated for core business lines

Remaining INR 5,000 Mn earmarked for new/emerging verticals

FY26 Spend:

Q1 capex: INR 600 Mn

Full-year target: INR 3,500+ Mn

FY25 capex execution came in at INR 1,000 Mn vs plan of INR 2,000 Mn due to delays in diversification projects. Focus now shifting back to execution in existing segments.

M&A Strategy

Looking at M&A in Eastern Europe, Middle East, and Asia-Pacific for existing verticals only.

M&A Execution Timeline:

Management aims to close an acquisition within 12–18 months.

Strategy is to avoid M&A in new commodities preferring to build internal capabilities first.

Lithium-Ion Battery Recycling

Pilot plant at Mundra expected to be operational by Q2 FY26.

Scrap availability expected to meaningfully commence in 2–3 years.

- Technology integration and efficiency ramp-up underway.

Plastic Product Development:

Ongoing R&D phase; still early in development lifecycle.

Diversification into Emerging Domains:

Medium-term strategy includes lithium-ion, paper, rubber, and steel recycling.

Management intends to develop in-house capabilities before expanding externally.

Quess Corp Ltd Q1FY26 Concall Highlights
CMP: INR 295| Market Cap: INR 43.91 Bn

• Company expects to maintain double-digit EBITDA margins in its Professional Staffing division, driven by a verticalization approach and operational efficiencies.
• The company achieved an overall EBITDA margin improvement to 1.9%, with Professional Staffing margins reaching a record 10.2% and the overseas business maintaining a robust 5.9% margin profile.
• Construction vertical continues to deliver substantially higher gross margins than standard General Staffing, utilizing a bill-rate model and capturing 3-4x larger margins in the process.
• Early investments in AI-driven delivery models have directly contributed to improved operational efficiency and higher Professional Staffing margins, especially for roles commanding premium wages.
• Professional Staffing's margins are expected to remain in double digits, particularly within the Global Capability Centres business, where Company has established a first-mover advantage.
• Company is expanding high-value technology offerings, notably in AI, cloud, and cybersecurity, which have helped further its margin profile and service differentiation.
• Origint, company's new GCC business line, is positioned as an asset-light and strategic initiative, offering end-to-end services for global enterprises establishing in India.
• M&A segments, including manufacturing, automobiles, EVs, renewables, and electronics, exhibited positive growth in Q1 FY2026 following a period of softness, indicating sector recovery.
• The company's total headcount grew to 461,531 associates in Q1, with strong hiring momentum in June after weak hiring in April, and expansion primarily emerging from manufacturing and BFSI clients.
• General Staffing signed 79 new contracts, adding over 9,000 associates, while the company holds 42,000 open mandates to address upcoming seasonal demand.
• Joined ONDC as an anchor participant, integrating its Hamara Jobs platform to supply over 500,000 verified job listings per year, diversifying product development and market reach.
• Market trends such as declining banking sector interest rates and favorable monsoon conditions are expected to drive sectoral hiring and economic growth through the festive season, though early harsh monsoon onset dampened retail and consumer sentiment in Q1 FY2026

Transport Corporation of India (TCI) – Q1FY26 Concall Takeaways
CMP: INR 1,192 | Market Cap: INR 93 Bn

Strategic Focus

- Integrated Logistics: End-to-end logistics offerings across sectors with multimodal capabilities (road, rail, sea).
- Automation: Partnered with quick commerce players to automate perishable handling, leading to 81% manpower reduction and improved productivity.
- Green Logistics: Strong push toward multimodal and green logistics to reduce Scope 3 emissions and enhance ESG credentials.
- Technology: Heavy focus on digitization—AI-enabled SOPs, national operating centers, and customer-focused control towers in place.

Guidance & Outlook

- Revenue Growth Guidance: 10–12% CAGR maintained despite near-term softness.
- Seaways Outlook: Flat to 5% revenue growth expected due to dry docks; margin sustainability for 1–2 quarters.
- Supply Chain Outlook: To be the largest growth driver; continued warehouse and fleet additions.
- Freight Business: Expected to recover gradually over 1–2 quarters; focus on LTL and cost optimization.

Segmental Commentary

Freight Division

- Revenue: Slight de-growth; first negative growth in several quarters due to weakness in industrial sector.
- Profitability: Impacted; cost pressures continue.
- LTL (Less Than Truckload): Share increased from 36%; focus remains here for margin improvement.
- Network Expansion: Few branches opened in Q1; annual target of 50 branches remains unchanged.
- Outlook: Q2 also expected to be muted.

Supply Chain Division

- Revenue Growth: ~10% YoY; warehouse expansion and truck additions drove topline.
- Capex: INR 60 mn spent in Q1; includes 50 new trucks and warehousing capex.
- Margins: Stable; slight compression due to capacity ramp-up.
- Customer Profile: 75–80% business from automotive; diversified client base vs. peers; strong traction in EVs, tractors, and heavy equipment.
- Warehousing Strategy: Moving towards multi-level, cubic-footage optimization and complex contract handling.
- Growth Guidance: Targeting 15%+ YoY growth in this division.

Seaways Division

- Revenue Growth: ~10% YoY; driven by strong freight rates and higher voyages.
- Volumes: Increased from 33,000 to 38,000 containers; 625 rake movements in the quarter.
- Margins: EBITDA margin in 35–40% range; supported by supply constraints from global disruptions (e.g. Middle East crisis).
- Dry Docking: One ship docked in Q1; two more scheduled for FY26, likely to impact Q2 volumes.
- Capex: Two new ships to arrive by mid-FY27; expected capex of INR 1,000–1,500 mn. Net capacity addition of 15,000–20,000 tonnes expected by FY28.
- Second-Hand Ship: Unsuccessful bid in Q1 due to high pricing; actively scouting with INR 1,000–1,500 mn capex buffer.
- Capex Plans: INR 4,500 mn targeted for FY26; INR 600 mn incurred in Q1.
- Capex includes rakes (INR 350–400 mn), trucks, warehousing, and ship advances.
- Tax Rate: Effective tax rate remains 12–14%; stable due to tonnage taxation on shipping division.

Segment Q1 Outlook

• Industrial Sector: Witnessed weak traction despite healthy order books; movement has been limited pan-India.

• Capex Environment: Government spending is beginning to pick up; private capex remains sluggish.

• Consumer Durables & FMCG: A weak summer impacted demand across durables and FMCG, including refrigerant gases.

• Agriculture Sector: Performed well on account of good monsoons and favorable winter crops; strong movement in fertilizers, seeds, and tractors.

• Processed Foods: Showed robust performance with early festive inventory buildup.

• Auto Sector: Inventory build-up noted, possibly ahead of festive season and due to fears of rare earth magnet shortages.

• Export/Import Outlook: Persistent uncertainty due to potential tariff impacts has led to customer caution and delays.

Arvind Ltd- Q1FY26 Concall KTAs
CMP INR 332 | Market Cap INR 86,730 Mn

Outlook:Remains optimistic FY26 despite a challenging start marked by global tariff uncertainties and operational cost pressures. Management expects progressive improvement through the year, with most benefits accruing in H2 FY26. Margins are likely to remain under pressure in H1, with a strong recovery expected in H2. Current UK revenue stands at ~INR 2,000 Mn. With the India–UK FTA expected to be ratified within 12 months, the company expects to double its UK business over the next 2–3 years, driven primarily by garmenting and AMD. We expect recovery by the end of Q2 and growth in Q3 FY26, and we remain positive on the long-term.

Textile Division, revenue up 14% YoY at INR 15,360 Mn and EBITDA at INR 1300 Mn margin at 8.4%.

Tariff Headwinds INR 150Mn direct margin impact in Q1 due to US tariff-related disruptions and air freight. Air Freight Usage, temporarily elevated to meet customer commitments amid capacity constraints.

Tariff Cost Absorption led to discounts, efficiency loss, and short lead-time orders indirect margin pressure expected to normalize by Q3.

India-UK FTA Impact, Currently INR 2000 Mn UK business management expects it to double in 2–3 years.

AMD Business revenue up 7% YoY at INR 3510 Mn and volume up 16% and EBITDA margin ~13%. INR 2000 Mn order for Vande Bharat (4-year execution) and boosts mass transport composite segment. Utilization Surge AMD facilities running beyond 100% utilization and second shifts being introduced.

Garmenting revenue hit an all-time high at INR 4850 Mn and 9.8 mn pieces delivered. Garmenting Capacity Ramp-Up achieved 10 mn pieces/quarter run-rate and tracking toward mid-40 mn for FY26. Garmenting Volume guidance targeting 14–17% YoY volume growth in FY26.

Capacity Expansion is on track to add 20% capacity in AMD in FY26, another 20% planned for FY27.

Capex of INR 1000 Mn deployed in Q1 and full year capex guidance INR 4500–4750 Mn.

Cost Optimization Initiative vendor contract renegotiation, operational efficiency, and Project H launched for automation.

AMD Segment Outlook: Mid-teens growth expected; defense order delays temporary; composites order flow normalized.

US Demand Dynamics 35% revenue exposure macro uncertainty remains around consumer impact of tariffs.

Order Visibility, Q2 order book locked and management sees demand momentum continuing into H2.

Knits Expansion fastest-growing category and incremental focus alongside denim.

Red Sea Disruption, not a current constraint and air freight driven by delivery urgency, not logistics barriers.

Debt/Working Capital: Increase due to cotton stocking and renegotiation of credit terms normalization expected by Q3.

B2C Business: INR10,000 Mn size and 10–12% of revenue grew ~20% YoY in Q1.

Retail Market Outlook: Domestic market recovering after 8–10 weak quarters and demand outlook improving.

Composites Demand: Includes export and domestic and metro, Vande Bharat, and international orders continue.

AMD Margin Potential: Target 18–20% long-term margin and currently investing ahead of growth.

UK Market Repositioning: Garment-focused Arvind now prioritizing this post FTA internal teams are being built.

Cotton Price outlook expected to remain elevated due to high MSP and 10% import duty.

Denim Business robust export-led and regained momentum at ~14 mn metres in Q1 and 15 mn targeted in Q2.

Inventory: No non-moving inventory concerns and buildup linked to seasonal cotton strategy.

AMD Mix Strategy: Balanced growth across composites, industrials, and human protection; all segments expanding.

Segment Mix Evolution: AMD expected to grow faster than textiles, increasing its share gradually.

FTA Timing: UK trade benefits likely to take ~12 months to reflect post ratification.

Customer Diversification: Growth visible across US, Middle East, and UK.

Tariff Strategy: Short-term margin hit accepted to capture long-term volume shift from China, Vietnam, and Bangladesh.

Demand Confidence: Based on new customer wins, full-package solutions interest, and India's tariff advantage.

Efficiency Gains Expected: Project H and automation expected to boost margin recovery in H2.

Composites: Interiors for Vande Bharat trains – 5–7% of coach material content supplied by Arvind.

Apar Industries Q1FY26 Concall Highlights
Mcap: INR 388.9bn | CMP: INR 9,682

Outlook: The company is doing capex of INR 13bn expanding Conductor and Cable capacities, with new lines expected to come online by Q3FY26E or early Q4FY26E. The solar cables and premium conductors are strongly growing, and product mix optimization has led to maintaining margins. The JNPT terminal expansion will strengthen the oil business, and its agile approach to copper and aluminum production ensures resilience amid tariff uncertainties. We have a positive outlook on the stock.

Conductors
Conductor division witnessed 43.9% YoY in Q1FY26, supported by 18% YoY volume growth and higher realization.

The order book stood at INR 77.79bn and order inflows stood at INR 31.35bn in Q1FY26.

Premium products share accounted for 43.5% in Q1FY26. Premium products growth is driven by domestic demand for advanced conductors like AL59, which is replacing traditional ACSR conductors.

Conductor volume growth is expected to be 10% YoY in FY26E.

EBITDA per ton for Conductors is expected to remain at INR 30,000 plus tailwinds, depending on product mix and metal prices.

Cables
Cables division grew 36.3% YoY in Q1FY26. Cables exports grew 136% YoY due to pre-tariff deadline buying. EBITDA margins were stable at 10%. The order book stood at INR 16.53bn.

Cables' value growth is expected to be 25% YoY in FY26E.

Oil
Export delays in key markets like Saudi Arabia and Australia impacted growth; however, realization improved slightly to INR 7,004/KL.

Capex
The capex stood at INR 1.5bn in Q1FY26. Overall, the capex is expected to be INR 13bn by F26E.

The capex is for expanding Conductor and Cable capacities, with new lines expected to come online by Q3FY26E or early Q4FY26E.

Oil storage terminal expansion
The company is expanding an oil storage terminal at JNPT to consolidate operations and reduce reliance on third-party storage. This expansion will improve cost efficiency, enhance quality control for base oils, and potentially open bulk export opportunities.

Currently, the company rents external tanks, which are becoming scarcer and more expensive. The JNPT facility will streamline logistics, particularly for transformer oil and lubricants.

Tariffs and exports

Reciprocal tariffs currently stand at 10%, with additional duties on raw materials like aluminum and copper.

The company is prepared to adjust its product mix (aluminum alloy vs. copper cables) based on tariff outcomes.

The company is optimistic about domestic demand, especially in renewable energy and transmission projects, but remains cautious about US tariff uncertainties.

Industry

Transmission infrastructure is lagging, with only 17% of the targeted 6,000 circuit kilometers achieved in Q1FY26 due to right-of-way delays.

Other highlights

Solar and wind hybrid projects are driving cable demand, with the wind segment showing recovery. Data centers and railway projects are additional growth areas.

Copper-based products used in data centers and renewable projects continue to be a key growth driver.

Aluminum alloys (8000 series) are gaining traction in cost-sensitive markets.

Arvind Fashions | Q1 FY26 Earnings call
CMP: INR 539 | MCAP: INR 71,990 mn

Outlook:
In FY26, Arvind Fashions expects its direct channel to maintain a strong growth trajectory of around 15%, driven by continued momentum in retail and online B2C. The wholesale channel is also projected to register high single-digit growth, indicating a broad-based recovery. The company has crossed 20% ROCE, reaffirming its commitment to capital efficiency as a key strategic focus. With a planned CapEx of INR 1,000 million for the year, the company aims to support expansion and operational upgrades. Backed by robust operating cash flows, Arvind Fashions is well-positioned to fund this investment while also prioritizing debt repayment and overall financial discipline.

Financial Performance
- Net Sales Value (NSV): INR 11,070 million – up 16% YoY
- EBITDA: INR 1,480 mn – up 20% YoY
- Profit After Tax (PAT): INR 130 mn vs INR 10 mn YoY – multi-fold increase
- Gross Profit Margin: Improved by 60 bps to ~56%
- EBITDA Margin: Improved by 50 bps despite 140 bps higher ad spend

Channel & Brand Highlights
- Direct Channels (Retail + Online B2C): Contributed nearly 60% of revenue

Retail: 15% growth; 8.1% like-to-like growth; added 40,000 sq ft
Online B2C: Grew over 30%; now contributes over 25% of revenue
- Wholesale Channel: Returned to double-digit growth

Brand Performance:
- U.S. Polo Assn.: >20% growth
- Tommy Hilfiger & Calvin Klein: Double-digit growth with exceptional margins
- Arrow & Flying Machine: Double-digit like-to-like retail growth; progressing toward mid-single digit EBITDA

Marketing & Strategy
- Ad Spend: Increased by 140 bps YoY
- Marketing Focus:

Strong investments in U.S. Polo Assn., Tommy Hilfiger (e.g., F1 movie integration)
Enhanced digital visibility and brand salience
- Strategic Themes: Premiumization, deeper digital penetration, brand visibility in smaller towns

Leadership Transition
- Amisha Jain (ex-Levi's) to assume role of MD & CEO from August 13, 2025
- Shailesh Chaturvedi steps down after 19 years; leaves legacy of successful turnaround and 20%+ ROCE

Store Expansion
- Target: Open 150 new stores in FY26
- Store Breakeven: Typically within 12–18 months

Gateway Distriparks Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 68| Market CAP INR 34,080 Mn

Rail segment reported EBITDA of INR 91Cr
CFS segment reported EBITDA of INR 15cr

The company saw stable volumes and marginal gains in market share in its key operating regions.

India's trade agreements with the UK and upcoming ones with the US/EU are expected to positively impact EXIM volumes over the long term.

Capex Guidance
Each new terminal expected to cost ~INR 1500 Mn
Total of two new terminals planned; combined outlay of INR 3000 Mn.
Jaipur terminal to require additional INR 600–700 Mn for balance work.
Capex plan runs through FY26-FY27.
Focus remains on expansion through brownfield and greenfield opportunities.

Market shares were stable across regions: NCR (16-17%), Ludhiana (27%), Uttarakhand (37%).

Double-stacking volumes declined to 35% due to lower export activity and trade realignment towards Mundra port.

GDL aims to improve margins to INR 9,500/TEU in upcoming quarters through higher double-stacking and better balance between export-import volumes.

Outlook: Gateway Distriparks' long-term expansion strategy remains firmly demand-led, with no abrupt or aggressive changes planned in its operational roadmap. The management expressed confidence in sustaining current EBITDA levels across both the Rail and CFS segments, supported by stable operational performance. Their approach to capital allocation continues to be conservative and well-structured, ensuring financial prudence even as the company expands. No major surprises or deviations are expected in the Capex plan, with management reiterating their commitment to disciplined execution aligned with market demand.

Strategic Positioning
Gateway remains committed to scaling its multimodal logistics network.

Priority to integrate new terminals efficiently as demand matures.

Emphasis on operational efficiency and margin preservation.

Terminal expansion to be phased and calibrated to volume growth.

Snowman Logistics

Capacity Expansion
Capex plan of INR 1000 Mn earmarked for investment in owned facilities.

Focused on expanding cold chain infrastructure across key demand zones.
Plan to set up 3–4 asset-light facilities over the next 2 years.

Targeting 5–6 new facilities in total over 3 years.

Current pallet capacity stands at ~1.5 lakh.
Expected to cross 2 lakh pallets over the next 3 years.

Pricing & Revenue Outlook
Price increases implemented across segments in the range of 5–7%.

Pricing hikes depend on segment-specific dynamics.

Overall pricing environment remains supportive for cost pass-through.

5PL Business Strategy
5PL offering strengthens end-to-end service proposition.
Helps build customer stickiness and loyalty.
Enhances warehousing and distribution throughput.

Enables incremental margins via product trading in some cases.
High focus on customer quality and long-term engagement.

Cautious approach adopted before onboarding any 5PL clients.

E-Commerce & Quick Commerce
E-commerce contributes meaningfully, especially in urban hubs.

Quick commerce identified as a high-growth driver.
Snowman aims to scale up this vertical, riding demand tailwinds.
Positioned as a full-stack, scalable cold logistics provider with diversified verticals (warehousing, distribution, 5PL, e-comm).

Snowman Logistics Ltd | Q1 FY26 Earnings Call – Key Takeaways (Q&A) | CMP: INR 55.10 | MCap: 9,160 Mn

Business Performance and Volume Trends

• The quarter saw a strong recovery compared to the previous year, largely due to the absence of Red Sea-related disruptions.
• Volumes held steady with a marginal gain in market share across operational regions.
• EBITDA per TEU in the rail segment stood at INR 9.1 Mn, slightly lower due to increased empty movements and reduced double stacking.
• CFS operations improved, with EBITDA per TEU at INR 1.5 Mn.

Market Position and Demand

• Market share remained consistent: 60–70% in NCR, 27% in Ludhiana, and 37% in Uttar Pradesh.
• No significant changes observed in pricing pressure or competitive activity during the quarter.
• Domestic business is being scaled through fresh container procurement; recent volumes touched 600–700 TEUs monthly.

Expansion Strategy and Land Acquisition

• Land acquisition delays, especially in Jaipur, continue to impact the pace of terminal expansion.
• To mitigate this, the company is exploring asset-light models where terminals are operated by third parties while rail operations are managed in-house.
• Six to seven new ICDs have been shortlisted over a five to seven-year horizon, with two targeted in the near term.
• Monetisation of select CFS land parcels is under consideration, though only at appropriate valuations as current operations remain cash-generative.

Technology Initiatives

• Approximately 80–90% of warehouse facilities now operate on solar power under the OPEX model; a shift to CAPEX-led solar deployment is under process .

Segment Insights

• The trading and distribution segment reported a sharp 54% QoQ increase, aided by new customer additions and volume ramp-up in the 5PL vertical.
• Warehousing growth was supported by new facilities at Calcutta and Krishnapatnam, with additional asset-light sites set to go live from August.
• Transportation volumes were held back intentionally due to margin pressures; growth is expected to pick up from the second quarter.
• Warehouse utilization improved significantly, adding an estimated 7,000–10,000 pallet positions.

Capex and Growth Plans

• Ongoing capex maintained at approximately INR 300 Mn per annum, excluding investment in new terminals.

• Two terminals are planned, each requiring INR 1,500 Mn; residual capex for Jaipur terminal pegged at INR 600–700 Mn.

• Over the next three years, five to six new facilities are expected, combining owned and asset-light models.

Outlook

• A double-digit volume growth target has been reaffirmed for FY26, with a stronger performance anticipated in the remaining quarters.

• Realisation per TEU declined by 3% year-on-year, attributed to a higher proportion of empty container runs.

• EBITDA per TEU is expected to recover to INR 9.5 Mn, supported by improved export flows and better stacking ratios.

• The Dedicated Freight Corridor (DFC) connection to JNPT is projected to be completed by March 2026. Its impact on volumes will depend on future shipping line strategies and port pricing.

Bank of India – Q1FY26 Concall KTA's
CMP: INR 112 | Market Cap: INR 510,582 Mn

Outlook: The Bank remains optimistic about its growth trajectory in FY26-FY27, by a strong RAM portfolio, digital adoption, and a healthy credit pipeline. While margins and cost metrics were pressured in Q1FY26, the bank expects recovery in NIM and ROA from Q3FY26 as deposit repricing begins. Domestic demand, especially rural-led, remains solid, while corporate disbursements across NBFCs, infra, EVs, and renewable segments are picking up. With expansion plans of 203 new branches and improved asset quality, the bank aims to maintain credit growth above 12% and support profitability through strategic lending and digital transformation.

Guidance

- The Credit cost for FY26 guided at ~0.70%, marginally lower than Q1FY26 actuals of 0.68%.
- Global NIM guided at 2.5%-2.6% for FY26; expected to improve from Q3FY26 as liability repricing takes effect.
- Global credit growth expected at 12-13% YoY; deposit growth projected at 10-11%.
- ROA guidance maintained at ~0.90% for FY26; improvement contingent on margin normalization.
- Slippage ratio guidance at ~1.2% for FY26; July collections already showing improvement.
- FY26 gross cash recovery target maintained at INR 95,000 Mn.
- Fundraising of INR 200,000 Mn through infra bonds to be executed in tranches across Q2FY26–Q4FY26.
- Separate capital raising of INR 50,000 Mn planned, split equally between Tier 1 and Tier 2 instruments.

Financial Highlights

- Global business rose 10.37% YoY to INR 15,061,420 Mn; advances at INR 6,724,440 Mn +12.02% YoY, deposits at INR 8,336,980 Mn +9.07%.
- Domestic RAM advances grew 16.69% YoY to INR 3,280,480 Mn, forming 58% of total domestic advances.
- Net profit for Q1FY26 surged 32% YoY to INR 22,520 Mn, by core performance and lower slippages.
- Operating profit rose 9% YoY to INR 40,090 Mn; non-interest income jumped 66% YoY to INR 21,660 Mn.
- GNPA ratio improved to 2.92%, –170 bps YoY; NNPA at 0.75%, –24 bps YoY; PCR reached 92.94%.
- The Cost-to-income ratio stood at 51.31%, elevated because of the muted income and seasonal cost front-loading.
- CRAR improved to 17.39% from 16.18% YoY, by internal accruals and no capital dilution.

Other Highlights

- 60% of the lending book is repo-linked; full and immediate transmission of rate cuts compressed NIMs temporarily.
- RBI unlikely to cut repo rates further in the short term because of system liquidity ~INR 400,000 Mn and CRR reduction.
- Deposit repricing has a one-quarter lag; declining deposit costs from Q3FY26 will lift NIMs and interest income.
- The CASA stood just below 40%, with the company targeting to reach 40% by FY26-end; despite system-wide pressure, CASA grew by INR 67,000 Mn YoY, by digital onboarding, new branches, and regional managers, while retail term and CASA deposits together form 86% of domestic deposits, keeping bulk deposits below 14%.
- The exceptional item of INR 5,180 Mn was because of RRB transfers below book value.
- Branch network saw net reduction of 7 in Q1FY26, but 203 new branches planned in FY26 targeting CASA, retail term, and RAM growth.
- IT Capex for FY26 set at INR 20,000 Mn, focused on 20+ digital RAM products and 6 liability offerings; FY25 spend was INR 18,500 Mn.
- Doorstep banking, UPI-linked credit lines, and next-gen document systems rolled out to boost efficiency.
- Treasury strategy adjusted for potential rate cuts, FVTPL book expanded from INR 230,000 Mn to INR 400,000 Mn.
- Corporate credit pipeline includes sectors such as NBFCs, infrastructure, warehousing, EVs, and green energy with strong disbursement visibility in Q3FY26-Q4FY26.

International Gemological Institute of India Ltd | Q2CY25 Earnings Call – Key Takeaways (Q&A) | CMP: INR 408 | MCap: INR 175,930 Mn

Business Overview

- IGIL remains the largest independent certifier of lab-grown diamonds, with a 65% market share in the segment.
- Operations span across 31 labs and 10 countries, supported by 18 gemology schools and multiple mobile and factory labs.
- Certifications are provided to 9 of the top 10 jewellery chains, helping build brand credibility and deepen customer relationships.
- Strong positioning enables continued expansion into jewellery certification and consumer education initiatives.

Financial Performance

- Revenue from operations rose by 13% YoY, with EBITDA up by 37% YoY, reflecting strong operational leverage.
- EBITDA margin for the quarter stood at 58%, while PAT margin reached 42%.
- PAT stood at INR 1,270 Mn and EBITDA at INR 1,740 Mn.
- Revenue from certification grew to INR 2,920 Mn, up 18% YoY, with volume growth of 27% – led by 24% in LGD and 14% in natural diamonds.
- Total volumes stood at 3.03 Mn reports in Q2CY25.
- Half-yearly revenue came in at INR 6,278 Mn, with EBITDA at INR 2,670 Mn, reflecting 31% YoY growth and a PAT margin of 44%.

Segmental Trends & Market Dynamics

- Lab-grown diamonds continue to lead with a 35% share of total business.
- Growth observed in Indian LGD jewellery segment; US continues to be a mature market with over 50% LGD adoption in jewellery.
- Europe and New York operate as key marketing arms, while India remains the core manufacturing hub.
- Softness observed in Belgium and US due to ongoing tariff pressures; Netherlands and Dubai performed well.

Strategic Developments

- Digital transformation initiatives have commenced to support automation and long-term scalability.
- AI-related infrastructure investments are underway to enhance certification capability and origin identification.
- Despite tariff impacts on the industry, IGIL remains insulated as a certifier; pricing pressure is absorbed by manufacturers and retailers.
- Pricing correction in LGD is seen to be stabilising; ASPs declined due to a higher mix of small stone certifications.
- Volumes are expected to continue offsetting any minor pricing dips.

Operational Highlights

- Employee base reached approximately 1,300, including 900–1,000 lab officials.
- 200–300 people added recently; employee cost rose from 65% to 71% on a quarterly basis due to annual increments.
- Certification volumes expected to stabilise at lower levels, around 3.02 Mn vs 3.12 Mn earlier.

Outlook

- Guidance maintained at 15–20% revenue growth for CY25; company has already delivered 28% in H1.
- EBITDA margin expected in the range of 57–60% for the full year.
- Q3 and Q4 expected to benefit from seasonality, especially in US markets and Diwali-led demand in India.
- LGD awareness in India expected to improve, supporting volume growth in certification.
- Accumulated cash reserves exceed INR 7,500 Mn; dividend guidance is under active consideration.
- Interest income has increased due to growing cash balances.

GHCL Textile Ltd | Q1 FY 26 Earnings call
CMP: INR 612.85 | MCAP: INR 58750 mn

Financial Performance

• Revenue: INR 2,700 million (down 6.5% YoY) due to lower yarn sales volume.
• EBITDA: INR 320 million (up 10.5% YoY), driven by better operational efficiency and lower cotton cost per kg.
• PAT: INR 140 million (up 15% YoY), reflecting cost discipline and efficiencies despite revenue decline.

Operational & Strategic Highlights

• Commissioned a new 25,000 spindle unit, expected to generate INR 2,500 million annually; full ramp-up by Q3 FY26.
• Knitting capacity to start with 15 machines by October; full-scale operations by Q4 FY26.
• CapEx of INR 10,000 million planned (INR 5,700 million already invested), with remaining INR 4,300 million allocated for vertical integration into weaving, knitting, and processing.
• Knitting capex of INR 380 million for 40 machines is expected to generate INR 750–800 million in revenue, with margins of 14–15%.

Market & Export Trends

• Cotton Prices: Domestic price increased from INR 55,000 to INR 58,000 per candy; global volatility continues.
• Cotton Spread: Declined from INR 132/kg (Q4 FY25) to INR 130/kg (Q1 FY26); currently ~INR 119/kg in July, pointing to margin pressure.
• Exports: Dropped to 6% of revenue in Q1 (from 11% QoQ and 18% in FY25) due to geopolitical headwinds, especially in Europe. Management expects recovery to 18–19% in H2 FY26.

Cost Efficiency & Sustainability

• Rooftop solar and power arrangements expected to save INR 1–2/unit, benefiting margins by INR 40 million annually.
• Power savings linked to new spinning capacity consuming ~25 million units/year.

Dhampur Bio Organics Ltd – Q1FY26 Concall KTAs

Outlook: The company expects operational performance to improve meaningfully in H2FY26 as pest management efforts and varietal replacements begin yielding results. Dual-feed ethanol flexibility and country liquor momentum will aid profitability. While challenges in sugar recovery and exports persist, better monsoons and cane health provide confidence for FY26. The Business remains focused on maintaining low leverage, enhancing brand-led growth, and sustaining value-added ethanol and liquor sales going into FY27.

Guidance

- No major CapEx planned in FY26; spend will remain below annual depreciation levels.
- Early crushing post-Diwali at the Mansurpur plant because of the improved cane health and early festival season.
- FY26-27 ethanol blending momentum to continue, with capacity geared for flexible feedstock usage based on pricing dynamics.
- Sugar export volume from North India limited; focus remains on domestic realization and ethanol diversification.
- The Business expects visible turnaround in EBITDA beginning Q3FY26, by cane recovery and ethanol operations.

Financial Highlights

- Q1FY26 revenue grew 28.7% YoY to INR 8,210 Mn, by strong ethanol and country liquor sales.
- Net loss stood at INR 194 Mn vs. profit of INR 17 Mn YoY, because of poor sugar recoveries and cost pressures.
- Ethanol production rose to 21.67 Mn litres vs. 13.7 Mn litres YoY; sales volumes hit 19.33 Mn litres.
- Country liquor revenue rose 51% YoY to INR 2,863 Mn; volumes increased 45% to 1.12 Mn cases.
- Sugar revenue stood at INR 5,235 Mn up 22% YoY; average realization improved to INR 40.84/kg.
- Power generation grew to 20.37 Mn units vs. 18.12 Mn YoY; exports rose to 9.94 Mn units at INR 3.44/unit.
- Debt repayment of INR 150 Mn lowered long-term loans to INR 3,040 Mn; D/E ratio at 0.3x; rated A- Stable by CARE.

Other Highlights

- Cane acreage stable in West UP Mansurpur, but down 4-5% in Asmoli & Meerganj because of pest-induced crop shift; statewide decline is 5-7%.
- The Pest management for red rot and black bug showing success; varietal mix improving with 50% of plant crop now comprising newer resistant varieties.
- Ongoing ethanol strategy supported by 300 KLPD capacity, 100 KLPD swing; enables use of syrup, B-heavy, or grain based on market economics.
- The Sustainable Aviation Fuel blending from ethanol is still at pilot stage; regulatory compliance under development.
- Ethanol blending in diesel remains exploratory with no current impact; discussions underway at national and international levels.
- Global sugar surplus ~41.2 Mn tons has pulled international prices down 16% YTD, limiting export viability for North India.
- Branded sugar business i.e. Dhampure gaining traction in refined and value-added categories; new launches expected in future quarters.
- The Country liquor segment remains a high-margin focus; molasses allocated internally and supplemented through levy procurement to support growth. No foray into IMFL segment; focus to remain on country liquor where the business sees strong returns with current infrastructure.
- The Company acknowledged investor concerns on weak margins and reiterated confidence in a second-half recovery by ethanol, liquor, and cane health.

Punjab Chemicals & Crop Protection Ltd- Q1FY26 Concall Highlights
CMP: INR 1,521 | Market Cap: INR 18.65 Bn

Outlook

Company anticipates revenue and margin growth targets for FY26 and beyond driven by strong demand in key export markets like Europe and Japan. Furthermore, they plan significant capex including a new manufacturing facility to support global expansion and a future greenfield project for long-term growth in phosphorus chemicals.

Financial Highlights

- Revenue stood at INR 3,200 Mn reflecting 31.9% YoY growth.
- EBITDA stood at INR 340 Mn reflecting 24.5% YoY growth.
- PAT stood at INR 210 Mn reflecting 52.8% YoY growth.

Guidance

- Revenue Growth for FY26: Guiding for approximately 20% top-line growth for FY26. Initial signals from Q1 indicate that existing products should grow by 10-15% in FY26.
- Gross Margin Improvement: Gross margins are expected to return to 37-39% in Q2 and Q3. With new products contributing higher margins, they aim for 16-18% EBITDA margins by FY26-27.
- Export Markets: Demand in Europe is healthy, and the Japan market is stable. Expects to reach or slightly exceed FY24 export levels this year are driven by higher volumes despite lower prices.

Capex

- Investment of approximately INR 600 Mn is planned for expanding and catering to global market growth.
- This capex involves constructing new manufacturing blocks and debottlenecking existing facilities.
- New products from this expansion will mainly cater to exports, focusing on Japanese and European markets.
- Commercialization is expected within the next 12 to 18 months.
- Revenue Contribution is expected to add INR 1,000 to 1,500 Mn in sales over the next two to three years.

Greenfield Project

- Company is actively searching for a new site for long-term growth in the next 4-5 years.
- This greenfield project is part of a larger plan to invest INR 2,500 Mn over the next three years.
- A complex for phosphorous chemicals is planned for this new integrated greenfield facility.

Product Portfolio Expansion

- One herbicide was successfully commercialized in Q1 FY26.
- A robust pipeline of several products is on track for commercialization over the next two to three quarters with a target of at least five new products this year.
- New products introduced over the last two years have been well-received and are showing good signs of growth contributing higher margins than existing products.

Third-Party Manufacturing

- The company is exploring third-party manufacturing for non-critical processes to cater to seasonal peak demand and avoid losing market opportunities, while keeping core intellectual property in-house. Any revenue from this is included in the overall growth forecasts.

Starbucks Corporation – Q2 CY25 Earnings Update

Muted sales trends persist across key markets, turnaround efforts continue under pressure

• Management commentary on Asia remained cautious. China, Starbucks' second-largest market, reported flat same-store sales, as a 4% rise in transactions was offset by a 4% drop in average ticket size.

• This reflects continued consumer sensitivity to pricing. While India-specific updates were not provided, the company reiterated its focus on Asia, especially in enhancing localized promotions and improving the value proposition to drive traffic in price-conscious markets.

• Global comparable store sales declined 1% YoY, marking the fifth consecutive quarter of decline. This was driven by a 2% fall in overall transactions, partially offset by a 1% improvement in average ticket.

• In North America, same-store sales were down 1%, led by a 4% drop in traffic, with only partial recovery through higher pricing. The U.S. market specifically posted a 2% decline in comps.

• Consolidated revenue for the quarter stood at USD 8.76 Bn, up 2% YoY but slightly below Street expectations. Adjusted EPS came in at USD 0.41, down 40% YoY, with GAAP EPS at USD 0.34.

• Margin performance was significantly impacted by increased labor costs and restructuring expenses, resulting in a sharp 590 bps contraction in GAAP operating margin to 6.9%.

• The company is progressing with its "Back to Starbucks" turnaround plan, which focuses on revitalizing core operations.

• A shift in strategy has been observed moving away from heavy equipment investments and automation (such as cold brew systems and food heating machines) towards higher in-store staffing and service personalization to improve throughput and customer satisfaction.

• Starbucks opened 213 net new stores during the quarter, bringing the global store count to 40,789. Of this, 53% are company-operated while 47% are licensed.

• The U.S. and China collectively contribute 61% of the global footprint, with 17,122 and 7,758 stores respectively, reinforcing their strategic relevance despite current softness in both markets.

• Organizational streamlining continues, with 1,100 corporate job cuts announced during the quarter, along with the closure of several unfilled roles. These actions are part of broader efforts to simplify the global support structure and drive faster decision-making across the organization.

• CEO Brian Niccol emphasized that near-term earnings metrics such as EPS do not fully capture the operational momentum building within the system.

• While early financial indicators remain underwhelming, management believes customer engagement is improving, service speed is accelerating, and marketing initiatives are gaining traction.

• Starbucks continues to face macroeconomic pressures, including elevated coffee bean costs and potential disruptions from new U.S. trade tariffs.

• Roughly 10–15% of its cost base is linked to green coffee. The company has flagged the remainder of FY25 as a challenging period, and is closely monitoring tariff impacts and commodity price volatility.

• The company has not reinstated formal FY25 guidance, citing internal transformation and external uncertainty.

• Management is instead focused on driving operating discipline, rebalancing capital allocation, and strengthening the brand's connection with its core customer base through in-store improvements and simplified innovation processes.

Strides Pharma Science Limited - Q1FY26 Concall KTAs

Outlook - The company is confident of achieving USD 400 Mn US revenue by FY28 with growth expected to pick up from Q2 onwards, aided by new launches and a strong pipeline. In the other regulated and growth markets, growth is expected to accelerate due to regulatory efforts and portfolio expansion, while the access market remains under pressure due to donor funding cuts. The company aims to maintain EBITDA margins near 19.5%, keep gross margins in the 58–60% range, and work toward becoming debt-free over the next 3–4 years.

Financial Highlights

Revenue stood at INR 11,197 for Q1FY26, up by 6.2% YoY and down by 5.9% QoQ. Gross margin improved by 300 bps YoY, reaching 60.3%, driven by a favorable product mix and low contribution from low-margin access markets.

EBITDA was at INR 2,181 Mn, up 15% YoY and flat QoQ, with EBITDA margin at 19.5%, up by 150 bps YoY.

PAT rose to INR 1,056 Mn as compared to INR 1,615 Mn in Q1FY25.

Business Segment Performance

US Market grew 7% YoY; 70 products commercialized with top-3 rank in 37 products, which account for ~75% of US revenue.

One product approved and launched in Q1FY26. Discontinued 4 products that did not meet margin thresholds.

The company maintains long-term USD 400 Mn revenue guidance by FY28. Seasonal Q1 softness observed; growth expected from Q2 onward.

Other regulated market revenue grew 9.2% YoY to USD 42 Mn. Growth expected to accelerate due to expanded portfolio and new customer acquisitions. Temporary UK pricing headwinds noted in Q1 but not seen as structural.

Growth Markets have seen strong growth of 32.3% YoY, aided by portfolio maximization and regulatory investments. These markets expected to remain a growth lever over the next 2–3 years.

Access Markets performance remained weak due to donor funding cuts, especially from USAID, affecting antiretroviral and malaria programs. Near-term outlook remains uncertain; industry-wide impact noted.

Other Highlights

R&D investment of INR 290 Mn in Q1; increased focus on "Beyond Generics" strategy.

Focus areas include 505(b)(2) filings, Nasal sprays, Transdermal patches and Films.

First nasal spray filed in April FY26; patch product to be commercialized by year-end.

Significant investment in US-based manufacturing, including controlled substances.

Flair Writing Industries Ltd- Q1FY26 KTAs
CMP: INR 342 | Market Cap: INR 36 Bn

Financial Highlights

• Revenue stood at INR 288.5 Cr, registering a 16.8% YoY growth, aligning with the medium-term revenue CAGR guidance of 15-16%.
• Gross Profit grew 17.3% YoY to INR 144.2 Cr, with gross margin at 50%, up 24 bps YoY and 138 bps QoQ. Margin improvement was driven by a more favorable product mix and increased in-house manufacturing.
• EBITDA increased 17.9% YoY to INR 49.5 Cr, with EBITDA margin at 17.2%, up 16 bps YoY and 146 bps QoQ. PAT was INR 29 Cr, up 10.5% YoY, with a PAT margin of 10%.
• The company aims for 14–15% CAGR over the next two years.

Segment-Wise Business Highlights

Pen Segment

• Segment revenue at INR 202 Cr, +3% YoY, driven primarily by value growth, not volume.
• Domestic OEM pen sales witnessed a significant decline.
• Domestic own-brand pens grew in high single digits (both volume and value); own-brand exports rebounded sharply with high double-digit growth.
• Product mix held steady: 62% of pen sales from the mass (sub-INR 10) category.
• Full-year guidance: 9-10% YoY growth for the pen segment; growth to be driven by brand-led strategies.

Creative Segment

• Achieved INR 65 Cr revenue, registering 77% YoY growth, led by:
• New launches (6 new SKUs, now 23 products in the portfolio).
• Higher in-house manufacturing (70%, targeted to increase to 80–85%).
• Expanding reach to 68,000 outlets with a focus on increasing per-outlet share.
• Full-year growth guidance revised upwards to 45–50% YoY from 40%.
• Entering new categories (geo boxes, wooden pencils, kits) with innovation as the key lever.
• Map partnership is still nascent; Disney products are stable; Q1 traction primarily from Flair's brand.

Steel Bottle Segment – Early-Stage Scaling

• Revenue of INR 13 Cr, up 55% YoY; driven by: Domestic market expansion, Portfolio enhancement, and stronger distribution.
• EBITDA positive, business scaling well; target remains 50% CAGR.
• Export markets are still under exploration.

Brand vs OEM Mix

• Own Brand Sales: INR 264 Cr, up 23% YoY, strong momentum in both domestic and export markets.
• OEM Sales: Down 24% YoY to INR 24 Cr, led by domestic OEM weakness; export OEM stable at INR 17 Cr.

Capex & Manufacturing Expansion

• New plant at Bulsar (2 lakh sq. ft) under construction:
• Orders placed for 60 injection moulding machines and assembly systems.
• Total FY26 capex plan: INR 80–90 Cr; INR 26 Cr deployed in Q1.
• Facility designed for flexible production across pen and creative categories.
• Capacity utilization nearing 70–75%, justifying capacity expansion.
• Parallel investment in Flowmax for stationery/pencil business.

Key Highlights

• In-house production is improving gross margins and providing operational control.
• Transition from job work continues; creative products now largely manufactured internally.
• Launched 8 new pens and 6 new creative SKUs in Q1.
• Focused on diversity across price points and innovation in aesthetics & functionality.

Sustainability & Tech Integration

• Commissioned 1.85 MW rooftop solar system (INR 4.5 Cr) – expected to reduce Scope 2 emissions and grid dependence.
• Other green initiatives: rainwater harvesting, ETPs.
• Initiated automation across production lines.
• ERP replacement under way to streamline operations.
• Deployed field-force app for real-time secondary sales tracking.
• Employee costs up 5.4% QoQ, attributed to:
Headcount addition in sales, marketing, and manufacturing.
Hikes to support growth in creative & steel bottle divisions.
• Cost normalization expected as operating leverage kicks in.

Outlook

• EBITDA Margins: Expected to "glide upwards" from FY25's 17.1% through better scale and efficiency.
• ROE Outlook: Though dipped in Q1, the company targets >15% ROE over 2–3 years, aided by margin expansion and new capacities.
• Working Capital: Short-term spike due to product launches; expected to stabilize or improve by H2 FY26.
• Focus remains on qualitative business transformation and long-term sustainable growth.

Chemplast Sanmar Ltd – Q1 FY26 Earnings Call: Key Takeaways

Outlook

Chemplast Sanmar continues to grapple with challenging macro conditions in the PVC segment, mainly due to sustained pricing pressures and high import volumes, though green shoots are visible as policy interventions (notably anti-dumping duties) advance. Management remains cautiously optimistic, expecting a cyclical recovery in PVC, while leveraging recent capacity expansion in specialty chemicals and custom manufacturing to drive stable growth and mitigate commodity cyclicality. Strategic investments and operational capex are guided by demand visibility and the need to capture opportunities from shifting global supply chains, particularly in the agrochemical segment. Margin recovery is expected to be gradual, closely linked to the effective implementation of trade remedy measures.

Business & Segment Performance

Revenue and Profitability Trends

- Consolidated revenue for the quarter stood at almost INR11 billion (1,100 crore), down 4% year-on-year, primarily due to lower realizations in the PVC businesses and a fall in caustic soda volumes. This was partially offset by a sequential improvement in suspension PVC volumes.
- EBITDA for the quarter was INR170 million (17 crore), further reflecting margin compression from unfavorable market conditions.
- Net loss for the quarter stood at INR640 million (64 crore).
- Revenue from the specialty chemicals business was INR3.55 billion (355 crore), exhibiting a flat trend Y-o-Y. Dispatches from custom manufacturing remained on target.
- Value-added chemicals' revenue declined by 3% Y-o-Y to INR1.4 billion (140 crore).
- Suspension PVC revenue was up 12% sequentially at INR6.46 billion (646 crore), but flat Y-o-Y.

Segmental & Industry Highlights

Suspension PVC & Paste PVC

- Industry continues to face heavy import pressure, especially with dumping from EU and Japan following earlier anti-dumping duties against Asian exporters.
- The Directorate General of Trade Remedies (DGTR) has initiated fresh anti-dumping investigations for EU and Japan; final findings are expected imminently.
- Suspension PVC spreads remain under pressure, though early signs of bottoming out are noted as corrective policy measures approach.
- Paste PVC plant ramp-up at Cuddalore has been successful, operating at near-full capacity utilization; Chemplast remains the country's largest producer with around 110,000 tons capacity out of total country demand of 170,000 tons.
- Variable margins for paste PVC stand at INR24,000–INR25,000 per ton and INR5,000–INR7,000 for suspension PVC, both poised to improve post-ADD implementation.

Custom Manufactured Chemicals Division (CMCD)

- On track with expansion, with the multipurpose block (Phase 3) scheduled to complete by Q3 FY26; civil works for MPB 4 progressing well.
- Strong engagement with global agrochemical customers as supply chains diversify away from China.
- Capex in this business remains the top priority, to be triggered by orderbook visibility.

Value-Added Chemicals

- Caustic soda production at Mettur impacted due to plant operational issues, which in turn reduced hydrogen peroxide sales.
- Caustic soda prices remained firm but further volatility is anticipated as new capacities come onstream.
- Chloromethane prices held steady, domestic demand stays robust.

- **Refrigerant Gases**
- Received environmental clearance for R32 project; sizing and siting decisions pending.
- Capex deployment will be aligned with expected quota allocations under new HFC regime.

Market and Strategic Insights

ndustry Policy and Trade Remediation

- DGTR's anti-dumping investigations on fresh geographies (EU and Japan) are critical to restoring profitability, with industry expecting final notifications by Q3 FY26.
- Management expects government action on anti-involution (state-driven price wars and overcapacity) in China could help stabilize global PVC prices.

G**lobal Supply Chain**

- European chemical producers (notably PVC) are facing structural headwinds, resulting in plant closures and muted demand, which could ultimately benefit Indian producers via reduced import threat over time.

Domestic Demand

- PVC demand in India remains robust; industry is witnessing a 4% growth in domestic pipe demand, aided by infrastructure activity and government procurement pipeline.

Operational Metrics & Capital Allocation

Capacity Utilization

- Both suspension and paste PVC units running at or near 100% utilization.
- Inventory liquidation during quarter weighed on spreads due to higher cost of carry.

Green Power Initiatives

- Roughly 35–40% of Chemplast's power requirements are now met through long-term renewable power agreements.
- These contracts are expected to translate into annual savings of INR500–600 million (50–60 crore), supporting medium-term margin improvement and ESG credentials.

Capex Discipline

- Investments in custom manufacturing and new PVC capacity guided by pipeline visibility and orderbook strength.
- R32 refrigerant project capex will be committed post-clarity on quota regime, in line with government allocations.

Management Remarks

- Management continues to prioritize specialty and custom manufacturing businesses for incremental capital allocation, aiming to rebalance away from cyclical commodity exposures.
- Conservative approach to new investments, with clear focus on return hurdles and market demand indicators.
- Committed to further green initiatives as a cost hedge and sustainability driver.

Laxmi Organic Industries Ltd – Q1 FY26 Earnings Call: Key Takeaways

Outlook

Laxmi Organic Industries faced a muted quarter in Q1 FY26 amid persistent margin headwinds in its essentials portfolio and volume-led contraction in specialties, reflecting sectoral cyclical pressures and product-specific transitions. While the near-term EBITDA profile remains impacted by weak spreads and specialty product phase-outs, management is focused on cost controls, operational ramp-up of new capacities, and leveraging ongoing capex for medium-term growth. A recovery in core spreads, pending global supply adjustments and customer restocking, and the full commissioning of new assets are expected to drive margin improvement and revenue growth from FY27 onward[1].

Management & Organizational Updates

- Senior leadership succession in manufacturing: retirement of incumbent president, with a seasoned industry leader (ex-Asian Paints, Dupont, BASF) taking over from August.
- Dedicated procurement head hired to sharpen focus as essentials business targets revenue doubling over the next few years; procurement is now a standalone function.

Raw Materials and Cost Dynamics

- Key input, acetic acid , saw average prices decline from INR1,380–1,370 last quarter to INR1,340 currently, indicating a favorable raw material environment on the supply side.
- Ethanol prices stabilized around INR690–INR700, with supply security intact.
- Management highlighted the importance of raw material trends, with acetic acid oversupply globally keeping procurement cost-competitive and supportive for volume growth.

Market & End-User Segment Trends

- **Printing/Packaging & Pharma**: Demand remained stable quarter-on-quarter.
- **Agrochemicals**: Weak to moderate demand persists, showing only gradual improvement from prior lows; margin pressures across value chains noted.
- **CASE (Coatings, Additives, Sealants, Elastomer):** Muted demand in North America and Europe, in line with broader industrial slowdown overseas.
- **Strategic Expansion**: New product entries into personal care and power transmission through select partnerships.

Business Performance Highlights

Essentials Segment

- Revenue grew by 4% YoY, supported by 11% volume growth, partially offset by a 7% price decline attributable to lower acetic acid feedstock costs.
- Ethyl acetate (80% of essentials) continues to face subdued spreads, now at $120/ton versus long-term cycle averages of $220–225/ton.
- EBITDA margin compressed to 2%, suggesting bottom-of-cycle profitability, with management confident of positioning as a cost leader and capturing any cyclical upturn.
- Volume growth was the main lever offsetting adverse price trends.

Specialties Segment

- Segment revenue declined 18% YoY, with the phase-out of a key agro AI product (~9% of sales) weighing on growth.
- Deferred deliveries to global customers (~4% of segment sales) shifted revenue recognition to H2 FY26.
- Management expects a rebound from Q4 FY26 as new offsetting products ramp up.
- Despite the weak quarter, specialty EBITDA margins remained robust at 16%.

Project Execution & Capex Updates

- Lote Fluoro Intermediate plant : On schedule, with ramp-up targeted at 40–60% of peak revenue for FY26.
- Dahej Capex (INR1.1 billion): Major expenditure midpoint in FY26, with mechanical completion and chemical charging in Q3/Q4 FY26, targeting FY27 operationalization.
- Total capex of INR750 million targeted for FY26; INR680 million spent YTD.
- Hitachi Energy LOI for SF6 replacement: Contract on track for execution in Q2 FY26; capex needs accommodated within current budget allocation.
- Ongoing digitization of supply chain: One-time spend of INR79 million in Q1 with expected efficiency benefits from H2 onward.

Financial Performance & Guidance

- Consolidated revenue declined 4% YoY, with 8% overall volume growth offset by adverse pricing/mix.
- PAT came in at INR214 million for the quarter (margin 3.1% vs. 4.8% YoY).
- Cost controls via operational optimization, procurement improvements, and logistics (INR110 million savings in freight/distribution).
- Guidance for Q2 is for similar or gradually better performance, with material improvement mainly expected post-project commissioning from FY27.
- Geographical diversification is improving, with higher revenue contributions from Europe through tank operations and specialty product placements.

Industry & Competitive Commentary

- No material change in competitive dynamics from China; management sees Laxmi as a top-quartile cost producer, operating assets near full utilization.
- Only one known ethyl acetate capacity shutdown in the Middle East (SidChem, 100,000tpa); no major acetic anhydride closures identified.
- Management does not expect negative spreads; historical cycle lows typically around $100/ton.
- Structural industry shifts are underway, with potential for margin upside as global supply-demand normalizes and regulatory interventions play out in China and major trade corridors.

Key Strategic Priorities & Focus Areas

- Intensified focus on productivity, commercial excellence, cost discipline (including zero-based budgeting).
- Strong emphasis on timely and on-budget project execution and supply chain digitization to build operating leverage ahead of capacity ramp-up.
- Continue volume-led growth in essentials, maintain agility and leverage cost leadership until cyclical recovery.
- For specialties, execute on new product development and customer qualification to offset phase-outs and deferred demand.

Sudarshan Chemical Industries Ltd – Q4 & FY25 Earnings Call: Key Takeaways

Outlook

Sudarshan Chemical Industries (SCI) enters FY26 as a transformed and truly global pigment leader, following the successful acquisition and initial integration of the Heubach group. The "One Sudarshan" platform now spans 19 manufacturing sites across five continents, repositioning the company with a significantly expanded portfolio and end-market reach. Near-term industry and macro headwinds remain, notably flat demand and lingering destocking in certain geographies. Nevertheless, management is confident about realizing merger synergies, cost rationalization, and operational improvement in the acquired entities. The path forward includes driving integration, restoring customer-centricity, and executing a robust cost-reduction program to lift global EBITDA margins over the next 2–3 years.

Strategic Integration & Business Model Transformation

Acquisition Footprint & Legacy

- SCI now operates 19 plants across 11 countries, servicing 4,000+ global customers with a product range spanning organic pigments, high-performance products, inorganic pigments, corrosion protection, effect pigments, dispersions, and dyes.
- Integration brings together Sudarshan's legacy of entrepreneurial growth with Clariant/Heubach's technical depth and global relationships.
- Combined turnover of approx. USD 1 billion, positioning SCI as one of the largest independent pigment solution providers worldwide.

Integration Progress & Priorities

- Integration initiatives underway: cultural harmonization, SAP and digital systems integration, and customer process standardization (aiming for "One Culture" and "One SAP").
- Over 70% of global workforce already engaged on new company purpose, mission, and values.
- Technical and customer-facing functions rebuilt—technical marketing and R&D teams significantly strengthened.
- Customer service processes localized for geographies and languages for faster, more transparent engagement.

Cost & Efficiency Programs

- Substantial cost-reduction drives initiated across manufacturing, supply chain, procurement (with Asia-focused sourcing), IT, and SG&A.
- Portfolio review underway to eliminate inefficiencies, with backward integration and strategic sourcing as key levers.
- Safety stock levels increased temporarily to ensure high delivery performance even as new supply chain systems are implemented; some working capital inefficiency expected near term.
- Accelerated push on BEST manufacturing practices and site-level performance sharing across footprint.

Financial Performance

Q4FY25 (Standalone + Integration Period):

- Legacy Sudarshan:
  - Revenue: INR 8.25 billion (versus INR 7.64 billion YoY, +8%)
  - Gross Margin: 44.2% (YoY +130bps), EBITDA: INR 1.26 billion (15.2% margin)
- Acquired Heubach (March only):
  - Revenue: INR 5.25 billion, Gross Margin: 55.8%, EBITDA: INR 0.22 billion
- One Sudarshan (Consolidated for Q4):
  - Revenue: INR 13.49 billion (YoY INR 7.64 billion), EBITDA: INR 1.48 billion (vs. INR 1.19 billion)

FY25 (Full Year):

- Legacy Sudarshan:
  - Revenue: INR 28.21 billion (+11% YoY), EBITDA: INR 3.80 billion (13.5% margin)
  - Gross Margin improved to 45.3% from 44.2% last year.
- One Sudarshan Consolidated:
  - Revenue: INR 33.46 billion (vs. INR 25.39 billion in FY24), EBITDA: INR 4.02 billion
  - Pigment-only business: Revenue INR 31.19 billion; EBITDA INR 4.18 billion (13.4% margin)
- ROCE/Net Debt: ROCE at 10.3%, net debt at INR 6.5 billion; net debt/equity ~0.3x.

Segmental Overview

- **Pigment Business (Core):**
  - FY25 pigment sales growth at 17% (legacy + Heubach).
  - EBITDA margin for legacy Sudarshan pigment at 16.3% for Q4.
  - Integration brings scale and breadth to offering, especially with added inorganic, corrosion protection, and dye portfolios.

- **RIECO (Projects/Engineering):**
  - Revenue declined 28%, with margin pressure from project cost overruns and execution weakness.
  - Corrective steps: Leadership overhaul, focus on project execution, cost control, and process improvements.
  - Margins guided to recover to 7–8% near-term, with aspiration for double-digit margins longer term.

Integration, Cost & Synergy Realization

- Integration/One-Offs:
  - INR 1.04 billion in exceptional costs in FY25, mainly relating to Heubach acquisition.
  - Additional integration-related costs of approx. EUR 10 million expected for FY26.
- Synergy Realization:
  - Management maintains confidence in achieving EUR 35 million EBITDA in FY26 for acquired group (post integration costs), with a medium-term target of EUR 90–100 million.
  - Margin trajectory for acquired Heubach entity expected to reach 9–10% in the next 3–4 years.
  - No major restructuring or plant closures planned; focus is on cost extraction from network optimization and best-practice adoption.

Capital Allocation, Balance Sheet & Cash Flow

- Acquisition price: EUR 151.9 million; all payables now settled.
- Major incoming assets (plants, working capital, cash) substantially cover purchase price.
- Maintenance capex guided at EUR 15–20 million p.a., with no material new greenfield expansion planned in the near term.
- Free cash flow generation earmarked for deleveraging; net debt projected to reach zero in 3–4 years absent major strategic investment.
- Working capital elevated near-term (notably inventory)—expected to normalize over next 12–18 months as planning systems mature.

Market & Industry Comments

- Global pigment industry size: USD 5 billion, with 3% underlying structural growth (mainly in organic pigments).
- Competitive landscape remains challenged by tariffs, sluggish demand in some segments, and customer destocking.
- Integration enhances coverage in key end markets: decorative and automotive coatings, plastics/polymers, personal care, agro-chem, digital inks, and specialty applications (electronics, seed coatings, etc.).
- Regulatory and tariff uncertainty in key geographies managed by new flexible global footprint (India, Germany, Mexico, Brazil).

Strategic Priorities & Management Guidance

- Double down on winning back customers lost during insolvency and prior underinvestment, particularly in Europe and NA.
- Continue to focus on cost, value capture, and efficiency across supply chain and functional areas.
- Key digital and IT initiatives: Fast-track SAP integration to unify management reporting and drive transparency.
- Business-as-usual growth (10–11% topline CAGR) guided for legacy Sudarshan India operations; EBITDA growth to accelerate as Heubach scale and margin recovery materialize.

Q&A Highlights

- No further large capex needed for growth over the next 4–5 years; plant assets are well-maintained.
- Some initial overlap in products between Sudarshan and Heubach, but broad complementarity in portfolios and approach to avoid cannibalization.
- Some short-term inefficiency in working capital (esp. inventory) expected as customer service and supply chain reliability are prioritized during integration year.
- Longer-term, strategic focus remains on customer-centricity, technical excellence, business simplification, and prudent capital allocation.

Shankara Building Products Ltd Q1FY26 Concall KTAs
CMP: INR 1,132 | MCap: INR 27.47 Bn

The company reported robust performance, despite slowdown in steel industry. The company's steel segment in Q1FY26 reported healthy growth, with volumes up 35% YoY to 2.38 lakh tons and revenue rising 27% YoY, aided by strong growth in flat products (+65%), roofing (+35%), and pipes & tubes (+32%). Same-store sales grew 22% vs 14% in FY25, despite challenges from early monsoons and a construction slowdown. The non-steel segment saw softer growth at 5% YoY due to regional weakness in South India, though plumbing and faucets grew significantly. Management reiterated FY26 steel volume guidance of 1 MT, with H2 expected to contribute 60% of annual sales and expects to achieve 20-25% revenue growth from the marketplace business. Capacity utilization at manufacturing remained low at ~50%, keeping margins muted ~2.5%, but is expected to improve post the planned Q3FY26 demerger.

Operational Highlights

Steel Segment

- Steel segment saw exceptional growth, with a 35% YoY increase in Q1FY26 to a record 2.38 lakh tons.
- Revenue from steel segment showed strong growth of 27% YoY, driven primarily by steel volumes.
- Same-Store Sales Growth remained healthy at 22% in Q1FY26, a significant boost from 14% in FY25.
- Despite slowdown in the upstream steel industry, company gained higher market share and resulted good growth from the flat products (+ 65% YoY), along with roofing at +35% and pipes & tubes at +32%.
- Q1 was impacted by an early monsoon and slowdown in construction. Management expects demand to improve in H2 FY26.

Non Steel Segment

- Non steel segment recorded slightly soft of 5% YoY, with muted growth due to slowdown in south India, where company has significant operations.
- Plumbing and faucets business was steady at higher growth of +50% YoY, while other products like fittings, ceramics remained flat.

Guidance

- Management expects to achieve 1 MT of steel volume by FY26E, with H2 is historically contributing 60% of total sales.
- Expects +20% growth in steel volume in FY26E, with marketplace business is expected to grow its revenue by 20-25%.
- Company expansion is planned with ~4 new stores in FY26E, primarily in H2.
- Company expects demerger to happen in Q3FY26E, listing of Shankara Buildpro Ltd.

Manufacturing (Shankara buildings)

- Currently operating at a low ~50% capacity utilization, resulting in a muted EBITDA margin of ~2.5%.
- Management sees this as a key area to improvement post-demerger.

BMW Industries Ltd Q1FY26 Concall Highlight
CMP: INR 49.7 | Market Cap: INR 11.19 Bn

• Phase 1 of the Greenfield expansion is on schedule, with the color-coated sheet plant set to begin revenue generation by Q4 FY26.
• The commissioning of two additional tube mills and a 1.28 MW rooftop solar installation at the Jamshedpur facility boosts annual tube manufacturing capacity by 60,000 tonnes, taking total capacity to 600,000 tonnes.
• The transition toward an integrated downstream steel-processing model is underway, shifting steel inputs to over 80% of the cost structure and deepening value-chain integration.
• The Bokaro Greenfield project is highlighted as a key growth catalyst that will expand capabilities across the value chain in upcoming quarters.
• Management reaffirms medium-term strategic guidance of robust volume-driven growth, targeting consolidation of new and legacy businesses by FY28 with normalized margins reflecting the integrated model.
• Despite short-term customer shutdowns impacting volumes, operations are expected to normalize and drive a healthy recovery in production and utilization.
• The existing contract manufacturing arrangement has been extended through H1 FY25, underpinned by a work order from Tata Steel's Tubes Division, ensuring continuity of strategic customer partnerships
• The ongoing digital transformation initiatives are enhancing operational efficiency, with implementation of advanced analytics tools to optimize production workflows.
• Sustainability efforts are being reinforced through the rooftop solar installation, aligning with the company's commitment to reduce carbon footprint and support renewable energy adoption.
• The company is strengthening its strategic partnerships by extending the contract manufacturing arrangement with Tata Steel's Tubes Division, ensuring long-term collaboration and stable order inflows.
• Management emphasizes talent development programs to build internal capabilities, including specialized training for steel-processing operations and leadership development.
• The integrated downstream model is expected to improve customer responsiveness by reducing lead times and enabling customized product offerings ahead of competitors.

GE Vernova T&D India Concall Highlights
Mcap: INR 633.9bn | CMP: INR 2,473

Outlook: The order book stood at INR 129.6bn (3x of FY25 revenue) shows business visibility going forward. The capex of INR 2.5bn for HVDC and control systems. The company is benefiting from the rising demand for grid automation and digital solutions, especially from data centers. The company is advancing its SF6-free switchgear solutions and exploring opportunities in synchronous condensers and STATCOM systems. The upcoming HVDC projects (Barmer South Kalam, Guda South Olpad), grid automation, and rising data center demand will be the growth drivers. We have a positive outlook on the stock.

Margins
EBITDA margins improved ~1,000bps YoY to 29.3% in Q1FY26, due to higher volumes, better pricing, and operational efficiencies.

Order book
The order book stood at INR 129.6bn in Q1FY26. The domestic and export mix stood at 86:14. Around 97% of the order book from private customers, utilities, and PSUs, and only 3% from state utilities.

The order growth is expected to be 7%-8% in FY26E, excluding potential HVDC projects.

Capex
The capex is expected to be INR 2.5bn for HVDC valve and control systems.

Exports
Exports revenue share is around 40% and is expected to sustain 30% in the long term.

Export orders are coming from Europe, Southeast Asia, and the Middle East.

Utilization
Capacity utilization is higher for transformers and AIS products.

HVDC
Two major HVDC projects (Guda South Olpart and Barmer South Kalam) are expected to be finalized in FY26E, with configurations likely to include LCC and VSC technologies.

The approval of the 6 GW, 800 KV Barmer 2 to South Kalam HVDC project is a key milestone.

Grid automation and digital solutions
The company is actively involved in grid automation and digital solutions, catering to utilities, TBCB players, and EPCs. The company supplies GIS and grid automation products to data centers.

SF6-free switchgear
The company is a leader in SF6-free switchgear technology, with pilot projects underway in India.

Industry
The transmission sector is expanding with 20,000 circuit kilometers of high-voltage lines and 125 GW substation capacity needed annually until 2032.

Other highlights
The demand for high voltage levels (400 kV and 765 kV) is expected for data centers.

The company is working on synchronous condensers and STATCOM solutions, though these are currently sourced from global partners.
The company leverages its cost advantages and collaborates with group entities for global bids.

Balkrishna Industries Ltd- Q1FY26 Concall KTAs-Arihant Capital
CMP INR 2,719 | Market Cap INR 525 Bn

Outlook: Remains positive with stable FX and no significant headwinds from Euro depreciation, supported by a stable operating environment and management's confidence in demand normalization in H2. Revenue and volume are expected to see a ramp-up in H2 FY26, driven by OEM recovery, while input prices for rubber and carbon black remain stable and unlikely to sharply impact costs. Encouraging export demand signs are observed from LATAM and Africa, with the US market remaining steady. Guidance on volume and capex has been maintained, reflecting a strong focus on margin stability. T Management reiterated EBITDA margin guidance of 26–28% for FY26. They expect to be at the higher end of the range if volumes pick up in H2FY26, with volume guidance steady at 320,000–330,000 MT for FY26 (flat YoY). While near-term weakness may persist, a recovery is expected by H2 FY26

Gross Margin Improvement: Gross margin expanded by 370 bps YoY and 90 bps QoQ due to benign RM prices. EBITDA margin improved to 25.2% vs 20.2% YoY and 22.4% QoQ.

Q1FY26 volumes at 70,529 MT, down 6% YoY and 4% QoQ.

Realization improved to INR 3.56 lakh/MT (up 10% YoY and 4% QoQ).

EU share dropped to 48% from 53%, India rose to 24% and RoW at 28%.

Replacement demand steady and OEM weak but expected to improve in H2. Replacement accounted for 69%, OEMs 29%, and others 2%.

Agri vs Non-Agri: Agri demand remains muted but industrial and construction segments showing traction.
RM cost advantage supported margins and benefit to continue in Q2. Ongoing focus on cost efficiencies and operating leverage.

Slight increase in employee cost due to annual increments and new talent.

Higher YoY due to increased marketing and exports; expected to stabilize.

Depreciation at INR 2.1 Bn and tax rate ~25.4%.

FY26 capex to remain at INR 8–10 Bn, including greenfield and maintenance.

Carbon Black: Brownfield expansion of 30,000 MTPA on track; to complete by FY26.

Waluj Plant: Fully operational, with increased capacity supporting better realizations and efficiency. Ramp-up of the greenfield Waluj plant is complete, driving margin enhancement through higher automation
Product Mix Shift, Focus on increasing non-agri and high-inch tires to drive realizations. Agriculture tires made up 69%, OTR at 26%, and others at 5% of volumes.

Premiumization Strategy, Larger-size tires and OTR products gaining momentum.

Realized INR 330 Mn forex loss in Q1FY26, compared to INR 440 Mn in Q4FY25.

Strategic push in LATAM and APAC to reduce EU concentration.

Price hike likely in Q3FY26 depending on mix and RM trend.

Strengthening dealer relationships and channel outreach in emerging markets.

Growth driven by infra push and mining/construction activity globally.

Inventory at channel is normal 2 month and 3 month and no stress seen from demand side.

Greenfield carbon black plant at Bhuj (30,000 MT/year) will commence production in H2FY26.

Zen Technologies Ltd Q1FY26 Key takeaways
CMP: INR 1,688 | Market Cap: INR 152.42 Bn

• Execution on some equipment deliveries in Q1 delayed due to customer-driven design changes, reflecting evolving defense needs.
• Management anticipates FY26 to see muted growth but remains confident in achieving an INR 60+ Bn revenue target cumulatively for FY26-28.
• The company reiterates a consolidated EBITDA margin guidance of ~35% for FY26-28.
• Subsidiaries are projected to contribute around INR 2500 Mn to consolidated FY26 revenue, maintaining 35% EBITDA margins and 25% profitability.
• FY26 capital expenditure is guided at INR 400-500 Mn.
• Q1 FY26 standalone operational EBITDA margin stood at 34.27%, marginally lower than the guided 35%.
• Product-level margins vary, with simulators delivering superior EBITDA margins, while anti-drone systems remain lower margin.
• Strong subsidiary performance contributed to consolidated Q1 FY26 EBITDA margins of 40.9%, exceeding the 35% benchmark.
• Launched a "Transforming Zen into an AI native company" initiative, deploying AI across R&D, finance, supply chain, and IT.
• Introduced proprietary Learning Language Models into simulators to enhance product adaptability via customer usage.
• AI is playing an increasing role in product evolution, particularly in countering AI-enabled drone attacks, with significant results expected to be reported soon.
• The company's order book stands at INR 7540 Mn: INR 6050 Mn for Zen standalone and INR 148 crore for subsidiaries.
• Simulator order inflow of ~INR 6500 Mn is expected by September 2025, predominantly from army contracts.
• Regular order procurements have been delayed due to emergency defense requirements post-Operation Sindoor.
Management expects a significant ramp-up in order inflows in H2 FY26, particularly for anti-drone systems, with FY27-28 expected to be very strong years.
• Minimal exposure to China for electronic components, except for some rare earth elements in the Vector Technics subsidiary.
• Typical lead times: 4 months for simulators, 6 months for anti-drone systems.
• Emerged as the sole compliant vendor for Indian Air Force and Indian Army anti-drone system tenders in 2023, due to superior wideband capabilities.
• Current market penetration for simulators estimated at 7–8%, highlighting significant growth opportunity.
• Revenue mix is expected to evolve towards a 50-50 split between simulators and non-simulator segments.
• Recent acquisition of ARI expands company's international distribution, targeting strong topline contribution (INR 1700 Mn projected by FY26).
The company has integrated Vector Technics and TISA to enhance its technological edge.
• Ongoing development includes hard-kill anti-drone solutions and remote-controlled weapon stations, with AI-driven autonomy.

ACME Solar Holdings Ltd Q1FY26 Key takeaways
CMP: INR 294 | Market Cap: INR 177.59 Bn

• The company reported a robust EBITDA margin of 91% in Q1 FY26, attributed to operational capacity growth and reduced cost ratios.
• Quarterly interest costs are anticipated at INR 2000-2200 Mn in FY26, potentially rising to INR 4000 Mn in FY27
• Operational portfolio of 2,890 MW can deliver a steady-state project-level EBITDA yield of 14-15% annually.
• Landed cost for battery systems is approximately $100 per kWh, inclusive of duties and logistics.
• Over 3.1 GWh of battery energy storage system orders have been placed with suppliers such as Narada and Trina Energy.
• Additional orders for 2 GWh of battery capacity are planned in the next month.
• Company favors importing complete battery units over local assembly, prioritizing reliability and warranty coverage over cost savings.
• 350 MW of new projects, including the first 50 MW wind project, were commissioned in Q1 FY26, taking the operational portfolio to 2,890 MW.
• Solar generation for the quarter reached 1630 Mn units, up 107% YoY, with CUF improving to 28.5% from 27%.
• Rajasthan remains the leading contributor with a 30.3% CUF from 2.5 GW capacity.
• India added 12 GW of total renewable capacity in Q1 FY26; installed renewable capacity is now 234 GW, with non-fossil fuel sources comprising over 50% of total generation.
• Despite weak power demand and a 1% YoY decline in overall consumption in Q1 FY26, declining interest rates, including a 50bps RBI rate cut, are expected to support financing costs.
• Peak power tariffs in India are around INR 9/unit, with FDRE project tariffs up to INR 4.98/unit for longer storage durations.
• Government Viability Gap Funding support for battery projects decreased from INR 27 lakh/MW to INR 18 lakh/MW due to lower battery prices and declining tariffs.
• Management has set a capex target of INR 140 Bn for FY26, with similar guidance for FY27.
• Capex is financed via a 75:25 debt-to-equity split.
• FDRE projects are capitalized at around INR 110 Mn/MW; hybrid projects at INR 80 Mn/MW.
• Q1 FY26 capex spend was INR 8000 Mn.
• Commitments have been secured with key suppliers for long-lead items such as power conversion systems, transformers, and wind turbines with cumulative orders exceeding INR 7 Bn.
• Refinancing activities reduced interest costs by 95 bps, resulting in 8.5% fixed borrowing rates over five years.
• A 10 MWh battery test system is expected to become operational within two months.
• The company is piloting new solar configurations expected to cut land requirements by 15-20% and is progressing from lab-scale to 50-100 kW perovskite solar module testing in the coming months.

Tamilnad Mercantile Bank Ltd – Q1FY26 Concall KTA's

Outlook: The Bank expects strong momentum in H2FY26, by tech-led efficiencies, new product rollouts, and focused lending across MSME and gold loan portfolios. With Loan Origination and Management Systems going live by Q3FY26 and a renewed digital push, including revamped internet banking and CX tools, the bank is confident of improving both scale and service delivery. Deposit growth is guided at 10-12% and credit growth at ~15% for FY26. Margin stability around 3.85%-3.95% is expected to continue, by yield improvements in gold loans and tight cost controls. Strategic tech investments, combined with leadership hiring and operational enhancements, are expected to materially support growth and profitability in FY26 and beyond.

Guidance

- Credit growth guided at ~15% YoY in FY26, led by gold loans and MSME disbursals ramping up post Q2FY26.
- The Deposit growth guided at 10-12%, by branch additions, leadership appointments, and digital onboarding.
- NIM expected to remain in the 3.85%-3.95% range, despite pressure from deposit repricing; yield strength from gold/MSME to cushion.
- LMS rollout to conclude by Q3FY26; MSME loan disbursement to accelerate post system stabilization.
- Cost-to-income ratio expected to normalize from Q2FY26 onwards after Q1FY26 one-time provisioning hit.

Financial Highlights

- Net profit stood at INR 3,049 Mn despite a one-time staff incentive provisioning of INR 410 Mn.
- Interest income rose 8.2% YoY and total income grew 6.77% YoY.
- The Book value at INR 589 per share; net worth stood at INR 93,280 Mn.
- NIM declined slightly to 3.84% as repo-linked deposit cost adjustment but stayed within guided range.
- GNPA stood at 1.22% and NNPA at 0.33%, with a 73.04% provision coverage ratio.
- No write-offs during the quarter; recoveries and upgrades drove improvement in stressed assets.
- Yield on advances was 10.02%, and cost of deposits stood at 6.01%.

Other Highlights

- Majority of retail and agri loans are gold-backed; gold loans form over 40% of RAM portfolio.
- 18 new gold loan products under rollout to drive pricing power and segment-specific offerings.
- Gold loan per branch has seen significant improvement; new disclosures on gold loans to begin Q2FY26.
- Tech capex is being capitalized over 3 years; software investments i.e. CX, LMS, LOS, VMS to drive operational gains.
- Revamped internet banking platform being developed by Edgeverve; to launch by Jan 2026.
- Global NRI Centre under development, expected to be operational in Q2FY26.
- CMC pilot in Thoothukudi showing strong turnaround time gains; full rollout planned post LMS go-live by October.
- CASA ratio improved by 34 bps QoQ because of new elite banking and transaction services initiatives.
- SMA-2 rose temporarily to 1.02% as holiday-related collection delays; expected to normalize in Q2FY26.

L T Foods Ltd – Q1FY26 Concall KTAs
CMP: INR 480 | Market Cap: INR 166.6 Bn

- **Total Revenue – INR 2501 Cr grew at a growth of 20% YoY, and 11% QoQ.**
- **The EBITDA margin was 12.1%, a slight dip from 12.4% in Q1 FY25, due to increased brand investments, and is projected between 12.5 and 13% this year.**
- **The company aims to improve ROCE above 21%, projecting it to exceed 23% in future years.**

Segmental and Brand Performance

- The Basmati & specialty rice segment grew 18%, fueled by consumer preference for healthier and sustainable foods.
- The organic business grew 32%, largely driven by soya meals, with normalized growth excluding soya at ~18%.
- Dawat increased its household reach notably from 45.56 lakh in March 2023 to 56.2 lakh in March 2025.
- The snack segment under Kari Kari grew 40% YoY.
- With the full acquisition of Golden Star in May 2025, LT Foods became the top jasmine rice brand in the US market.
- 85% of the Basmati & specialty rice revenue comes from Basmati rice, with jasmine and regional rice making up the rest.
- The (RTE/RTC) segment experienced a decline due to the discontinuation of Dawat Sut in India, but new capacity opening in the USA in 2-3 months and innovative products like the Thai Curry Rice Kit show promise.
- The RTE/RTC segment expects to break even at EBITDA once sales cross INR 350 crores, anticipated within 2-3 years in India; US RTE operations are already EBITDA positive.

Geographic Performance and Diversification

- Europe showed strong 57% YoY growth (normalized 24%), contributing 18% to revenue, backed by the fully operational UK plant and new retailer partnerships.
- North America is the largest revenue contributor at 43%, growing 32% YoY (normalized 18%) bolstered by acquisitions (Golden Star, Jackson Rice). The Royal brand holds a dominant 54% share of Basmati imports in the US.
- India contributed 31% of revenue, growing 10% YoY, with a 25% market share and category leadership in western India. Volume grew by 13%, with a slight 2% decline in realization.
- The Middle East and Rest of World (8% of revenue) declined 33% YoY following the discontinuation of non-strategic private label businesses, though the branded business, including Saudi Arabia, is growing.

Cost, Margin, and Operational Highlights

- Logistics costs decreased by 90 bps as a percentage of revenue, offset by a 120 bps increase in brand spending YoY.
- Inventory remains high with 277 days on hand, due to the need for aging basmati rice.
- Inventory as of June 30, 2025: 285,000 tons of paddy at INR 29/kg average cost; 300,000 tons of rice at INR 51/kg.
- A 200 bps sequential gross margin decline was noted, primarily due to product mix shifts in the organic segment; basmati margins remained stable quarter on quarter.

Industry Dynamics and Inventory Insights

• India produces and exports ~90% of global basmati rice, with total production of ~10 MMT and exports of 6 MMT annually.

• The global Basmati rice category is growing steadily at 7-8% CAGR.

• In India, 70% of rice consumption is still in unbranded loose form, presenting a sizeable growth opportunity for branded packaged rice.

• Paddy procurement was 75% completed at INR 29/kg, below current market spot prices of INR 34-35/kg,

• Consumer prices are expected to be impacted only by the next crop cycle around June next year.

Guidance and Other Updates

• The company's acquisition strategy prioritizes basmati and specialty rice, organic, and RTE segments, offering synergy and growth.

• The new Rotterdam facility for Nature Bio Foods (organic arm), launched in July 2025, enhances access to the European organic market and supports smaller pack sizes for retail consumers, aiding margin improvement.

• LT Foods is acquiring an additional 21% stake in 'Leev', focused on healthy snacks like rice and lentil cakes.

• Innovating with new product offerings like biryani rice and Thai curry rice kits to stay consumer relevant.

• The company manages the Countervailing Duty dispute for its subsidiary EcoPure actively, with a decision expected in October 2025; appeal options remain.

• The HORECA channel accounts for 20-25% of the company's consolidated revenue, with overall category demand split as 40% HORECA and 60% home consumption.

GRP Ltd Q1FY26 Concall Highlights
Mcap: INR 12.25bn | CMP: INR 2,297

Outlook: The company is doing capex of INR 2.54bn for expansion, and INR 1.5bn is expected to be deployed by Jan-26. Post expansion, expected incremental revenue of INR 1.25 to 1.4bn, once the pyrolysis and RCB projects are fully operational. The crumb rubber plant is currently operating at low utilization due to monsoon-related road construction halts. The company expects volumes to rise post-monsoon, with approvals already secured for bitumen modifiers. The government mandates of plastic usage regulations effective from April-25, which are expected to drive incremental volumes for its subsidiaries. We have a neutral outlook on the stock.

Capex and Incremental revenue
The capex is expected to be INR 2.54bn; out of this, INR 1.5bn is expected to be deployed by Dec-25 to Jan-26, focusing on the waste-to-energy business (70%), reclaim rubber (25%), and plastic recycling (5%).

The crumb rubber plant was operational from Q4FY25. The capacity stood at 35,000 tons/annum, with 30,000 tons allocated for pyrolysis. The company aims to commence commercial operations for tire pyrolysis oil (TPO) in Q2FY26E and recovered carbon black (RCB) by Q4FY26E.

Crumb rubber plant volume is expected to pick up in the road surfacing season starting Oct-25. The incremental revenues of INR 1.25 to 1.4bn, once the pyrolysis and RCB projects are fully operational.

Margins and cost savings
The company is focusing on executing new technologies for reclaimed rubber (RR), scaling advanced RR products with lower GHG emissions, and commissioning the end-of-life tire-to-energy business by the end of FY26E.

The shift to low-GHG emission processes in reclaim rubber is expected to boost margins by INR 1,500-2,500 per ton, while renewable energy initiatives are already delivering cost savings**.**

Volumes
Volume growth declined by 7% YoY in Q1FY26.

Utilization
Reclaimed rubber utilization stood at 80% (dropped from 88% in Q4FY25), due to operational pauses and export challenges.

Realization
Crumb rubber has a lower realization (INR 25,000-30,000/ton) compared to reclaimed rubber (INR 60,000/ton) in Q1FY26.

EPR
EPR income stood at INR 45.6mn (-24% YoY), due to regulatory and market challenges.

Crump rubber
The crumb rubber plant is currently operating at low utilization due to monsoon-related road construction halts. The company expects volumes to rise post-monsoon, with approvals already secured for bitumen modifiers.

The addressable market for crumb rubber in India is estimated at 50,000-55,000 tons annually. The company is focusing on focusing on supplying crumb rubber to bitumen modification companies rather than producing modified bitumen itself.

Industry

Global OE tire demand flat in 1st half of 2025, with declines in Europe (-8% YoY), North America (-5% YoY), offset by 10% YoY in China due to government incentives and strong vehicle exports.

Replacement tire demand witnessed recovery, and Europe grew 5% YoY and North America grew 2% YoY in H12025.

Exports

Export revenues declined by 9% YoY in Q1FY26, due to tariff-related uncertainties in key overseas markets like Europe and North America.

Subsidiary

The subsidiary, GRP Circular Solutions, is expected to achieve EBITDA positive by the end of FY26E, driven by government mandates on plastic usage and steady volume growth.

Non-reclaim rubber

The non-reclaim rubber business grew by 17% YoY in Q1FY26, supported by polymer composites and custom diaphragm businesses.

Other highlights

The company is actively engaging with customers to recalibrate sourcing strategies and explore alternate markets.

Butyl inner tube shortages, caused by new manufacturing capacities in Pakistan and Egypt, have driven up raw material costs.

The government mandates of plastic usage regulations effective from April-25, which are expected to drive incremental volumes for its subsidiaries.

Lodha Developers | Q1 FY 2026 Earnings call
CMP: INR 1198 | MCAP : INR 1,201,030 mn

Financial Performance & Guidance:

• Strong Q1 FY26 Pre-Sales: The company achieved INR 44,500 million in pre-sales in Q1 FY26, marking a 10% year-on-year growth.

• FY26 Pre-Sales Target: They are confident of achieving their overall pre-sales guidance of INR 210,000 million for FY26.

• Non-Launch Sales Rate Increase: The company expects its non-launch weekly sales rate to increase from INR 2,500 million in FY25 to INR 3,000 million by the end of FY26.

• Quarterly Pre-Sales Target: They are targeting average quarterly pre-sales of INR 50,000 million through FY26.

• Price Growth: Saw 2% price growth in Q1 FY26 on a like-to-like basis, with expectations of 5-6% price growth for the full year. They aim to keep price growth below wage growth for affordability.

Product Development & Launches:

• Lodha group planning to enter into the Delhi NCR market in a pilot phase, launch expected in FY 2027.

• FY26 Launch Pipeline: The total launch pipeline for FY26 stands at INR 250,000 million, with the majority planned for H2. This is an increase from their initial estimate of INR 180,000 million due to new land acquisitions.

• Environmental Clearance Delays: Some launches are affected by environmental clearance delays due to an NGT order since August 2024, expected to be resolved by the Supreme Court this quarter.

• Bangalore Entry: Launched their first project "Lodha Mirabelle" in Bangalore in November 2023, building a showcase clubhouse before launch.

• Sales Strategy: Business model targets selling about 40% of new launches in the first 12 months, rather than quick full sellouts, to maintain profitability and avoid heavy discounting.

Macro Environment & Market Conditions:

• Resilient GDP: GDP forecasts remain resilient at around 6.5% due to increased government capex spending and monetary easing by the RBI.

• Favorable Conditions: Low interest rates, low inflation, and new tax benefits for middle-income households are creating a highly favorable environment for real estate and boosting purchasing power and home demand.

• Strengthening Demand: Seeing strengthening demand, particularly in mid-income segments, with weekly sales around INR 2,750-2,800 million even during the typically slow monsoon season.

Operational & Strategic Aspects:

• Supply Chain: Strong in-house supply chain capabilities and focus on understanding local supply chains in new markets like Delhi NCR. Real estate development contributes to economic growth through broad supply chain employment.

• Talent Acquisition: Scaled up their Bangalore team from 100 to over 200 employees in the past year, with plans to double it again in the next 12 months, combining Mumbai/Pune experience with local talent.

• M&A: The document primarily focuses on organic growth through land purchases and joint development agreements, with only a brief mention of increasing a stake in a digital infrastructure platform as a potential M&A-related reference.

SMC Global Securities Ltd – Q1FY26 Concall KTAs

Outlook: The Company remains optimistic about FY26 and beyond, by strong digital adoption, retail participation, and pan-India reach. Confident of achieving its mutual fund AUM target of INR 80,000 Mn by FY27, by app-based distribution and a vast distributor network. Expansion in the StoxKart platform, renewed marketing efforts, and deeper penetration in insurance broking and financing are expected to drive revenue. Regulatory headwinds in derivatives and margin norms are being tackled via diversification and cost-efficient models. Expects H2FY26 to show accelerated momentum across broking, lending, and distribution as market conditions stabilize and internal efficiencies kick in.

Guidance

- FY26 revenue growth is guided at 10-12% with PAT growth of 15-20%, by stronger performance in H2FY26.
- Mutual fund AUM targeted to nearly double to INR 80,000 Mn by FY27, by tech-led onboarding and over 6,000 active distributors. No equity raise planned in near term.
- Unsecured loan book to be further reduced to 25-30% of total.

Financial Highlights

- Q1FY26 revenue stood at INR 4,251 Mn, up 0.9% QoQ; PAT came in at INR 300 Mn 6.3% QoQ growth.
- EBITDA stood at INR 1,003 Mn, up 59% QoQ because of INR 58.1 Mn investment gains vs. INR 93.3 Mn loss in Q4FY25.
- Financing revenue rose 25% QoQ to INR 510 Mn; financing AUM stood at INR 11,910 Mn.
- GNPAs increased to 3.9%, while NNPA was at 2.6%; most slippages were from secured SME loans with immovable property backing.
- Insurance broking revenue stood at INR 1,160 Mn; 232,000 policies sold through a strong agent base.
- StoxKart added 11,000 accounts in Q1FY26; The Company expects 3x additions in Q2FY26.

Other Highlights

- The company has enhanced its back-office platform for mutual fund distributors, improving tracking and onboarding, aiding in reaching INR 80,000 Mn AUM by FY27.
- Broking revenue from trading stood at INR 2,749 Mn; over 26,000 new clients added in Q1FY26.
- Mutual fund AUM reached INR 45,190 Mn up 8.2% YoY; Wealth AUM at INR 10,070 Mn up 6.2% YoY.
- Expansion continued with 210 active branches and presence across 412 cities by 2,137 APs and 6,811 distributors.
- Tech investments include rollout of algo trading tools, enhanced research offerings, and improved client UX for both retail and institutional users.
- StoxKart's low-cost subscription model i.e. INR 699/year helped reduce acquisition costs to INR 200/client while maintaining ARPU at INR 2,000.
- The Capex is primarily directed toward tech infrastructure and StoxKart development, enabling scalability and digital efficiency.
- Regulatory changes such as weekly option expiry and higher expiry margins led to 20% YoY volume dip in full-service broking, but the business outperformed the 25% industry-wide decline.
- The insurance premium dip in Q1FY26 was seasonal; Q4 is typically stronger for collections; normalization expected in Q2FY26-Q3FY26.

TTK PRESTIGE | Q1 FY 2026 Earnings call
CMP: INR 637 | MCAP : INR 88,330 mn

Financial Performance & Margins:

• Gross Margin Stability: Gross margin was 44% in Q1 2026 and is expected to remain around this level as long as commodity prices are stable. Management would implement price increases if needed to maintain margins.

• EBITDA Margin Pressure (Temporary): EBITDA margin was 8.6% on a standalone basis in Q1. It is expected to remain under pressure for the next few quarters due to strategic investments (approximately INR 2000 mn over three years), but is projected to return to historical levels of 13%+ after these investments are completed.

• Value-Driven Growth: Overall growth is currently being driven by value rather than volume, with some stress on volumes across categories and geographies.

Product Development & Inventory:

• Strategic SKU Launches: The company launched 38 new SKUs in Q1 FY26 (cookware, cookers, small domestic appliances including air fryers). This was fewer than planned, as some launches were deliberately deferred to avoid flooding the market.

• Portfolio Consolidation: After aggressive expansion last year, the focus is now on consolidating the portfolio and scaling up recent launches, while maintaining a steady flow of new introductions.

• Cautious Export Customers: Export customers are being more cautious about taking inventory due to market uncertainties.

Market & Competition:

• Increased Competition: There's increasing competition at the lower end of the market, with new players and aggressive regional players impacting listed companies' market share.

• Two-Pronged Pricing Strategy: The company uses pricing for volume growth in specific markets while maintaining competitive but reasonable pricing elsewhere to avoid long-term dilution.

• Focus on Core Strengths: The company views intense competitive pressure as unsustainable long-term and is focusing on expanded distribution and complete portfolios to maintain market share, particularly in major markets.

• Premiumization Trend: A clear premiumization trend is visible in top 5-70 towns, with consumers opting for higher-value products.(Majorly south India)

Supply Chain & Material Costs:

• Global Supply Disruptions: Macro conflicts and container shortages are causing global supply chain disruptions, affecting both exports and raw material imports.

• Input Price Pressure: While commodity prices were stable in Q1 2026, input prices are expected to remain under pressure due to global volatility, though the company believes this can be mitigated through internal efficiencies.

Macro Environment:

• Challenging Global Environment: The global economic environment is challenging with muted growth and supply chain disruptions.

• India as a Bright Spot: India remains a bright spot with robust 6% GDP growth, continuing to be one of the fastest-growing economies.

Organizational & Strategic Initiatives:

• Team Building: The company is investing in building teams as part of its strategic initiatives, supported by the planned INR 2000 mn investment over three years.

Petronet LNG Ltd | Q1FY26 Earnings Call Highlights | CMP: INR 245.10 | MCap: INR 368,000 Mn

Capex and Expansion Plans

FY26 capex is guided at INR 50,000 Mn, allocated towards the third jetty, petrochemical projects, Gopalpur terminal at INR 3,000 Mn, corporate office building at INR 1,000 Mn, and CBG plants at INR 1,000 Mn. FY27 capex is expected to exceed this level, with the company floating a rupee term loan request for INR 120,000 Mn. Total capex pipeline stands at INR 300,000 Mn, with INR 5,000 Mn already incurred towards the petrochemical project.

Project and Operational Updates

The Dahej terminal expansion from 17.5 MMTPA to 22.5 MMTPA is expected to be completed by the end of the calendar year, with commissioning likely in the first quarter of the next calendar year. The third multi-use jetty for LNG, ethane, and propane is targeted for completion by 2027. The Gopalpur terminal, initially planned as an FSRU, is now being developed as a land-based terminal due to high vessel costs. Management expects utilization to begin at 20 percent by calendar year 2028–29, ramping up to 80–90 percent gradually.

Industry and Market Outlook

India's natural gas consumption is expected to grow at a compound annual rate of 6 to 7 percent. LNG demand in the country is projected to more than double by 2028–2030. Globally, around 180 MMTPA of new LNG supply is anticipated over the next three to four years, which is expected to ease pricing pressures and improve affordability.

Margin Commentary

There was limited discussion on margins. Management clarified that tank utilization acts as a support system, and its impact on overall margins will only be measurable once the regasification facility becomes operational.

Outlook

Petronet LNG is positioning itself for long-term growth through infrastructure expansion, diversification into petrochemicals and biogas, and capacity enhancements at key terminals. With gas demand expected to rise both domestically and globally, the company is aligning its capital allocation and operations to capture future growth opportunities. Regulatory clarity and timely project execution will remain key monitorables in the near to medium term.

Fedbank Financial Services Ltd – Q1FY26 Concall KTA's
CMP: INR 124 | Market Cap: INR 46,189 Mn

Outlook: The Company is progressing steadily towards a fully secured, high-ROE portfolio by scaling up gold loans and rebuilding the ST-LAP book. With the unsecured business loan portfolio largely run down, the company expects AUM growth to be driven by gold and LAP segments. Gold AUM mix may hover near 48% for the near term, but is expected to normalize as ST-LAP and MT-LAP scale in H2FY26. FY26 is expected to see branch additions of over 100, operational efficiency gains through co-location, and margin improvement from better borrowing mix. Credit cost should remain stable at ~1%, while gradual enhancement in leverage and return ratios is expected through FY26-FY27.

Guidance
- FY26 credit cost guided at ~1% ±10 bps, with BL-linked slippages already factored in.
- The company expects stable ROA/ROE for FY26, with potential upside from falling cost of funds.
- AUM growth will be led by secured segments i.e. ST-LAP, MT-LAP, and gold.
- No plans to enter new product lines such as portfolio loans or securities-backed lending.

Financial Highlights
- Net profit in Q1FY26 stood at INR 750 Mn, up 6.8% YoY.
- NIMs compressed because of one-off origination cost i.e. ~37 bps and lower DA in mortgage; expected tonormalize from Q2FY26.
- The Weighted average borrowing cost dropped 16 bps QoQ to 8.56%, by ECBs.
- Incremental borrowing cost was sub-8%.
- ECBs now form 8.5% of borrowings and are 70-80 bps cheaper than domestic borrowings.
- The Gold AUM doubled YoY to over INR 50,000 Mn, by 10-15% tonnage growth and favorable pricing.
- LTV on gold remains at 75%, with gradual transition underway to align with RBI's 85% cap.
- The Operating expenses grew 9% YoY; cost pressures remain capacity-led because of the expansion planning.

Other Highlights
- The MT-LAP segment demonstrated strong and sustainable growth in Q1FY26, by a seasoned portfolio and stable asset quality, with the company expecting consistent YoY expansion despite some intra-year seasonality.
- ST-LAP is stabilizing post restructuring, with BRE realignment and 80% of planned hiring done.
- 23 ST-LAP branches co-located with gold loan branches; branch expansion of 100+ planned in FY26.
- Business loan portfolio down to INR 2,700 Mn and expected to fall below INR 1,200 Mn by FY26-end.
- Assigned BL portfolio carries zero credit risk, no FLDG or enhancement.
- DA volumes especially for MT-LAP remain flexible, calibrated to capital needs, not a stress response.
- The company has strategically shifted to a fully secured loan portfolio, redirecting capital towards high-ROI segments such as gold loans, MT-LAP, and the rebuilding ST-LAP business, following the complete assignment and derecognition of its INR 7,700 Mn business loan portfolio.
- Cost-to-income ratio elevated because of the ongoing investments; expected to remain so short-term but improve as operating leverage builds.
- ST-LAP segment is undergoing a structured revival post operational and collection-related challenges, with disbursals recovering from September lows and peaking in March-April; by selective lending, industry exits, and BRE strengthening, Business expects growth to align with MT-LAP and full portfolio normalization by Q3FY26.
- D/E ratio declined to 3.89x from 4.03x QoQ; CAR improved to 22.4%.

J & K Bank Ltd – Q1FY26 Concall KTA's

Outlook: The bank maintains a positive outlook for FY26, expecting GNPA to stay below 3% and credit cost to remain benign, guided below 1%, with internal estimates around 15–20 bps. Recovery from technically written-off accounts is expected to continue, with INR 2,500 Mn targeted during the year. Credit growth guidance stands at ~12%, with potential upside driven by continued retail expansion, particularly outside J&K. While the tourism sector saw some impact, a recovery is anticipated post-Amarnath Yatra. With major IT investments already completed, upcoming digital initiatives are not expected to significantly increase operating expenses.

Guidance

• The bank has maintained its FY26 guidance of 12% credit growth and 10% deposit growth. It plans to gradually shift its loan mix from the current 70:30 (J&K: Rest of India) to a balanced 50:50.

• The bank aims to improve its CASA ratio from 45.7% to 48% by enhancing technology and digital capabilities.

• NIM is guided at 3.65–3.70% despite pressure from rate transmission. Cost of deposits is expected to decline as longer-tenure deposits get repriced.

• ROA is guided at 0.5%–0.6%, while ROE is expected to be in the range of 16–17% for FY26.

• GNPA is expected to stay below 3%, with credit costs remaining low and no significant corporate stress anticipated.

Financial Highlights

• Net profit rose 16.7% YoY to INR 4,850 Mn, the highest-ever Q1 profit. Excluding a one-time impairment of INR 870 Mn, normalized profit growth would have been ~30% YoY.

• Total deposits grew 12.1% YoY, outpacing the industry growth of 10.1%. CASA deposits rose only 2.9% YoY, while term deposits grew 21.1% amid the prevailing rate environment.

• Advances grew 6.1% YoY, with personal and agriculture loans rising 7.4% and 19.9%, respectively. Housing loans grew 9.3% overall, while car and housing loans in Rest of India rose ~13–20%.

• NIM stood at 3.72% in Q1, with yield on advances at 9.35% and cost of deposits at 4.83%.

Assets Quality

• GNPA stood at 3.5% and NNPA at 0.82%, with a strong PCR of over 90%. Gross slippages were well-contained at ~1% annualized.

• CRAR stood at 15.98%, and CET1 at 12.69%, excluding Q1 profit.

• Slippages remained below 1%, with SMA-0 improving from 15.91% to 9.01% sequentially. Recoveries of INR 2,500 Mn are expected from technically written-off accounts in FY26.

Other Highlights

• Employee costs declined 4% YoY, accounting for around 70% of OPEX. Repayment cycles are being aligned with borrower cash flows, supporting better asset quality.

• End-to-end digital loan journeys are now live across retail, Agri, MSME, and corporate segments. A Business Rule Engine (BRE) has been introduced to reduce manual intervention. AI, data analytics, and CRM integration is planned for early NPA detection.

• Corporate lending pipeline stands at INR 50,000–60,000 Mn, with ongoing negotiations for participation in new J&K infrastructure projects alongside consortium banks.

• Focused intent to participate in all viable infrastructure projects in J&K especially in the Kathua belt.

• Focus remains on expanding the retail portfolio, especially personal and housing loans outside J&K. Financial market loans are limited to NBFC exposure, primarily to secured, well-rated entities like HFCs and MFIs.

Go Digit General Insurance | Q1FY26 Earnings Call Key Takeaways CMP : INR 344 | MCap : INR 317,930 Mn

Retention Strategy and Fire Segment Dynamics

- Retention levels remain guided by long-term objectives; no change in strategic direction.
- Fire segment retention rose to 21%, compared to 19% in the prior year.
- Q1FY26 saw a sharp rise (~40%) in fire premium, largely driven by large corporate accounts, leading to lower retention during the quarter to maintain treaty profitability.
- Reinsurance strategy continues to prioritise treaty sustainability over short-term gains.

Motor TP Strategy and Claims Management

- Loss ratios in motor third-party (TP) remained stable YoY, despite absence of price hikes and industry-wide claims inflation.
- Strategic increase in motor TP share observed in Q1FY26, supported by consistent underwriting discipline.
- Share of two-wheeler business rose to 31% in the motor portfolio, impacting expense ratios due to the front-loaded 5-year commission structure.

Reinsurance Structure and Allianz JV Impact

- No anticipated change in business arrangements following Allianz's reinsurance JV. Existing treaty in place for three years, with no renegotiation until FY27.
- Reinsurance operations across Go Digit and related entities remain independent, with separate Boards, CEOs, and shareholder structures.
- Reinsurance arm expected to focus on treaties, while the direct entity continues facultative placements selectively.

Combined Ratio

- Combined ratio on NEP basis increased marginally due to a higher share of 2-wheeler and bancassurance-linked business.
- Deferred acquisition costs rose to INR 1,070 Mn in Q1FY26, compared to INR 520 Mn YoY.
- No structural changes in loss ratios or management expenses. Business mix shift is the primary driver of near-term ratio movement.
- Over the medium term, continued focus on operating efficiency and retention is expected to support margin resilience.

Financial Highlights

- Gross written premium stood at INR 23,660 Mn, marking a 38% YoY growth.
- Fire and motor lines drove expansion, with strong corporate participation in the fire segment.
- NEP-based combined ratio trended higher due to product mix shift, particularly from long-tenure two-wheeler and attachment (bancassurance) business.
- Management expenses saw marginal moderation; deferred acquisition costs nearly doubled YoY.
- Loss ratios remained stable; reserve releases consistent with Q1FY25.

Outlook

- Focus remains on scaling retail business with disciplined underwriting and incremental improvement in retention across commercial lines.
- Profitability trajectory expected to normalise as mix shifts back toward shorter-tenure and higher-retention segments.
- No disruption anticipated from group-level reinsurance activities; core business remains independently governed with continued focus on margin stability.

Jagsonpal Pharmaceuticals Ltd- Q1FY26 Concall Highlights
CMP: INR 287 | Market Cap: INR 19.41 Bn

Outlook

Jagsonpal Pharmaceuticals aims to maintain its ROE in the 18-19% range for the next two years alongside an overall growth guidance of 15% for FY26. This is underpinned by a strategic focus on improving medical representative productivity and an India-centric acquisition strategy targeting complementary subchronic therapeutic segments.

Financial Highlights

- Revenue stood at INR 756 Mn reflecting 23.1% YoY and 29.1% QoQ growth.
- EBITDA stood at INR 157 Mn reflecting 24.1% YoY and 61.9% QoQ growth.
- EBITDA Margin is 20.8%.
- PAT stood at INR 108 Mn reflecting 102.8% YoY and 63.5% QoQ growth.

Guidance

- Company aims to maintain its ROE in the 18-19% range for the next two years.
- Company is maintaining its overall growth guidance of 15% for FY26. This figure includes the benefit of having the Yash Pharma business for a full quarter this year which contributed about 9-10% to Q1 growth.
- Organic Growth Target: Looking ahead, the company is targeting 12-14% organic growth.

Therapy Breakdown

- Roughly 50% of the business comes from gynaecology. The remaining half is split almost equally between orthopaedics, paediatrics and dermatology.

Strategic Growth Initiatives

Field Force Focus:

- The company is focused on improving the productivity of its medical representatives rather than significantly changing their numbers. They employ between 900 to 1,000 MRs.
- Productivity Targets: The aim is to increase MR productivity from around INR 2.1 lakh per month by about 10% this quarter. The long-term target is INR 3 lakh to INR 3.5 lakh per month, though this will naturally be lower than companies with mass-scale products.

Mitigating Pricing Pressure:

- Company mainly deals in smaller, niche molecules which naturally limits pricing pressure.

Acquisition Strategy

- Has a clear strategy for acquisitions focusing on targets that align with their business strategy and are priced appropriately. They are open to acquiring brands within their existing therapy areas and also businesses in new, complementary subchronic therapeutic segments. The focus remains India-centric.

ESOP Costs

- ESOP costs were INR 15 Mn in Q1 and are expected to be INR 15-16 Mn in Q2. They are projected to decrease to around INR 11-12 Mn from Q3 onwards.

Ajanta Pharma Ltd- Q1FY26 Concall Highlights
CMP: INR 2,751 | Market Cap: INR 343.71 Bn

Outlook
Ajanta Pharma Ltd reported strong growth in Q1FY26 driven by robust US sales, steady progress in India and Asia despite a slight decline in Africa. They launched new products, maintained solid margins and plans further expansion through capital expenditure and potential acquisitions, aiming for continued growth in Asia and sustained US performance.

Financial Highlights
- **Revenue stood at INR 13,030 Mn reflecting 14% YoY growth.**
- EBITDA stood at INR 3,510 Mn reflecting 27% YoY growth.
- EBITDA Margin is 29%.
- PAT stood at INR 2,550 Mn reflecting 20% growth.

Business Segment Performance
India Business
- Contribution: India business accounted for 32% of total revenue in Q1 FY26.
- New Launches: Eight new products were launched including one first-of-its-kind product in India. These launches were across various therapies including cardiovascular, gynecology, pain and ophthalmology.
- New Therapies: Gynecology and nephrology segments are showing promise and are expected to contribute significantly in the coming years. About 70 new team members were added in Q1, with plans to add another 150 by year-end to support these therapies.
- Cardiology Challenges: Growth in the cardiology segment was slightly below IPM due to competitive pressure but the company expects improvement within 3-4 quarters.
- Aims to grow 20-25% faster than the IPM.

Asia Business
- Contribution: The branded generic business in Asia contributed 4% to total revenue.
- New Launches: Ten new products were launched mainly in chronic therapies, strengthening portfolio in high-potential markets like the Middle East, Southeast Asia and Central Asia.
- Team Expansion: Added 40 new team members in Q1 with plans to add 200 more by year-end, increasing the total team size in emerging markets from 2,000 to 2,500.
- Company expects mid-teens growth around 11-15% for the full year in Asia driven by continued investments in products and people.

Africa Business
- Challenges: The Africa market is expected to see moderate growth this year due to a high base effect from last year's 28% growth. Q1 showed flattish performance.
- New Launches: Two new products were launched expanding the chronic therapy portfolio.
- Remains confident in achieving mid-to-high single-digit growth for FY26 in Africa, supported by new launches and team investments.

US Business
- Contribution: The US market contributed 24% to total revenue.
- New Launches: One new product was launched in Q1 with three more planned for the rest of FY26. Five products launched in H2 FY25 contributed significantly to Q1 sales.
- Filings: On track to file 10-12 new products in FY26 with manufacturing and bios studies underway.

Capex
- Q1 Spending: INR 720 Mn were spent on capex in Q1 FY26.
- FY26 Guidance: Total capex for FY26 is projected at INR 5,000 mn with INR 1,500-2,000 Mn for maintenance and the rest for capacity expansion.
- A new liquid manufacturing plant at Pithampur is being developed for emerging markets meeting global standards to replace an older, smaller facility.

Nippon Life India Asset Management | Q1 FY26 Earnings Call
CMP: INR 790.50 | MCAP : INR 504,060 mn

Financial Performance & Growth

• Highest Ever Operating Profit & PAT: NAM India achieved its highest ever quarterly operating profit at INR 3.78 billion and profit after tax (PAT) at INR 3.96 billion.

• Fastest Growing AMC: The company was the fastest-growing AMC among the top 10, both quarter-on-quarter (QoQ) and year-on-year (YoY) in Q1 FY '26.

• Significant AUM Growth: Total assets under management (AUM) closed at INR 7.44 trillion. Mutual Fund Quarterly Average AUM grew 27% YoY and 10% QoQ to INR 6.13 trillion.

• Revenue and Profit Increase: Revenue stood at INR 6.07 billion (up 20% YoY, 7% QoQ). Operating profit was INR 3.78 billion (up 23% YoY, 7% QoQ), and PAT was INR 3.96 billion (up 19% YoY, 33% QoQ).

• Yields: Blended yield was 36 basis points (bps), equity yield 55 bps, debt yield 25 bps, liquid 12 bps, and ETF 17 bps. The increase in ETF yields was attributed to a change in fund composition with higher expense schemes growing in size.

Market Share & Flows

• Increased Market Share: Overall AUM market share increased to 8.49% (highest since June 2019), up 23 bps QoQ. Equity market share increased 12 bps QoQ to 7.04%.

• SIP Momentum: Monthly systematic book rose 29% YoY and 4% QoQ to INR 33.2 billion, resulting in an annualized systematic book of INR 398 billion. Monthly SIP flows in June 2025 reached an all-time high of INR 273 billion for the industry.

• Investor Base: Nippon India Mutual Fund has the largest investor base in the mutual fund industry with 21.2 million unique investors, meaning over 1 in 3 mutual fund investors invest with them.

Product & Digital Initiatives

Launch:

1)Nippon India Income Plus Arbitrage Active Fund of Fund (AUM of INR 5.8 billion).

2) Four new products in Q1 FY '26: Nippon India Nifty 500 Quality 50 Index Fund, Nippon India Nifty 500 Low Volatility 50 Index Fund, Nippon India BSE Sensex Next 30 ETF, Nippon India BSE Sensex Next 30 Index Fund.

3) The recently launched MNC Fund (active space) received a "reasonably good response."

• ETF Dominance: Remains one of the largest ETF players with AUM of INR 1.74 trillion and a market share of 19.76% (up 69 bps QoQ). Holds 52% share in industry ETF portfolios and 51% share of ETF volume on NSE and BSE. Gold ETF is among the top 10 globally by AUM. Non-MF Businesses (AIF, Offshore, GIFT City)

• AIF Segment: Raised cumulative commitments of INR 81 billion (up 25% YoY). Q1 FY '26 saw the highest quarterly fundraise ever at INR 7 billion, including a new real estate scheme (Nippon India Yield Optimizer) with INR 3 billion. Strong fund deployment across strategies.

• Offshore Business: Offshore AUM grew 10% YoY to INR 166 billion. UCITS equity fund reached AUM of USD 543 million. Expanding footprint in Japanese institutional and retail markets, as well as other Asian, European, and Latin American markets.

• GIFT City: Launched Nippon India ETF Nifty 50 BeES GIFT Fund and Nippon India Large Cap Fund GIFT to provide global investors access to Indian equity markets.

Torrent Pharma Ltd - Q1FY26 Concall KTAs
CMP INR 3,623 | Market Cap INR 1.2 trn

Outlook

Torrent Pharma remains on a strong structural path across its core branded markets (India, Brazil), consistently outperforming underlying industry growth rates, underpinned by robust execution, new launches, and focused field force expansion. Expansion into specialty and consumer healthcare is contributing to incremental growth. International growth drivers include a rich pipeline in Brazil, gradual turnaround in the US through new launches, and ongoing efforts to resolve operational hurdles in Germany. Management's guidance on margins (32.9%+), new product launch momentum, and a stable expansion strategy provide comfort on earnings visibility for the remainder of FY26, notwithstanding near-term challenges from forex volatility and isolated supply disruptions in Europe. The successful integration of JB Pharma and continued investments in innovation, field force, and specialty launches position Torrent Pharma well to sustain its industry outperformance.

Revenue & Operating Performance

- Robust Top-line Growth: Consolidated revenues for Q1 FY26 stood at INR 31,780 million (~INR 31.78 billion), an increase of 11% YoY, driven primarily by strong performance in branded markets, which accounted for 72% of total revenue.
- EBITDA & Margins: Operating EBITDA was INR 10,320 million (~INR 10.32 billion), rising 14% YoY, with the adjusted operating margin at 32.9% after factoring out one-off acquisition-related expenses of INR 150 million. Management guided to sustain this margin at a minimum level for the remainder of FY26.
- Net Leverage: The company's net leverage reduced to 0.45, indicating comfortable balance sheet health.

Segmental Performance

India Business

- Consistent Outperformance: India business reported revenues of INR 18,110 million (~INR 18.11 billion) with 11% YoY growth, outperforming the Indian Pharmaceutical Market (IPM) growth of 8% for the quarter (AIOCD secondary market data).
- Growth Drivers: Breakdown of India growth – 3.5% from volume, 6% from price, and 2.5% from new products. Chronic portfolio outperformed the market, led by the cardiac, diabetes, gastro, and CNS divisions.
- Brand Leadership: 21 Torrent brands feature among the IPM Top 500; 14 brands delivered >INR 1,000 million (~INR 1 billion) sales (MAT June 2025).
- Field Force Expansion: Field force expanded to 6,600 representatives (vs 6,400 QoQ), with plans to increase this to 6,900–7,000 by FY26-end. Expansion focused on new divisions and geographies to bolster new launches and regional market share.
- Consumer Health Contribution: Consumer health brands contributed 10–15% to the India portfolio, with flagship brands (e.g., Teddy Bar) showing rapid growth.

International Business

Brazil

- Strong Brand Performance: Brazil posted revenue of BRL 143 million (constant currency), up 16% YoY, with IQVIA-reported secondary sales up 14% versus 5% market growth.
- Pipeline Depth: 62 molecules currently filed and awaiting approval. Launch pipeline expectation: 2–3 products per division per year, translating to 8–10 launches annually.
- Currency Volatility Impact: Minor forex-related EBITDA impact; currency depreciation moderated vs previous quarters.

Germany

- Sluggish Growth Amid Disruptions: Germany revenues grew 1% in EUR terms (9% INR growth), held back by supply disruptions at a third-party supplier. Normalization is expected to take at least a couple of quarters as resolution is outside Torrent's direct control.
- Strategic Commitment: Management reiterated no plans to exit Germany and continues to pursue new launches and cost improvement initiatives.

US Business

- Growth Rebound: US constant currency revenue at USD 36 million, up 16% YoY, led by increased contract wins and successful execution of new launches.
- New Launches: Four to five launches executed in Q1 (including Esomeprazole granules and sacubitril valsartan). Targeting ~10 launches for FY26, with several D1 launches expected in the remainder of the year.
- Profitability Trajectory: US operations remain loss-making post-R&D, but quarterly losses are declining and margins are improving. Management expects the segment to move towards profitability with rising scale.

Forex & Taxation

- Forex Impact: A forex loss of INR 480 million was booked in other income, largely owing to the EUR/USD movement (Euro appreciated by 10% in the quarter, leading to translation losses).
- Tax Rate Guidance: Blended ETR guided at 25–26% for FY26, steady under the new tax regime.

R&D and New Product Pipeline

- India New Launches: Approximately 4–5 meaningful new product launches and 9–10 line extensions in the last 12 months. New products contributed 2.5% to India growth; this share is likely to rise as these brands gain scale.
- Semaglutide (GLP-1) Opportunity:
  - Brazil: Torrent working on both Ozempic and Wegovy generics, aiming for “wave one” launches post-patent expiry (market dynamics currently favoring Wegovy due to regulatory and usage trends).
  - India: Oral and injectable semaglutide in pipeline (Phase 3 trials ongoing, partnered for injectable); aims for first-wave participation with both formulations.

M&A / Corporate Updates

- JB Pharma Acquisition: Transaction and regulatory filings (including CCI approval) are on track; no change to timelines. Torrent expects to onboard 2,100 additional field force members post-deal; no change in expansion strategy as current additions are in non-overlapping areas.

Management Commentary & Additional Insights

- MR Productivity: Management stresses that productivity improvements from field force expansion typically manifest over a 12–18 month lag. India business continues to deliver double-digit CAGR outperformance relative to IPM, validating recent expansions.
- Margin Expansion: Current margin improvement achieved despite ongoing costs related to expanded field force and higher marketing investment. Future margin upside possible once expansion pace normalizes and operating leverage kicks in.
- Brazil Channel Volatility: Primary sales in Brazil can be volatile due to distributor destocking/restocking. IQVIA data remains a more reliable demand indicator for underlying growth trends.
- Germany Strategic Direction: Continues to be a focus market (6% generics share, top 5 player); portfolio optimization and launches remain priority despite operational challenges.

Vijaya Diagnostics Ltd – Q1 FY26 Earnings Call: Key Takeaways

Outlook Summary

Vijaya Diagnostics demonstrated robust operational and financial performance in Q1 FY26, marked by strong revenue growth driven by volume expansion and test mix enhancement. The company's strategic hub expansion across key geographies remains on track, with several hubs achieving breakeven ahead of schedule, underscoring the efficacy of its scalable, integrated B2C diagnostic model. With continued network expansion and brand strengthening amidst increasing market awareness and demand for quality diagnostics and wellness solutions, Vijaya is well positioned to sustain double-digit growth and margin resilience in FY26 and beyond. However, the company maintains a conservative margin guidance, factoring in costs of new center ramp-ups.

Business Performance Highlights

Revenue Growth

- Consolidated revenue grew by 20.4% year-on-year to approximately INR 1.88 billion (188 crore).
- Revenue growth driven primarily by a 17% increase in test volumes and a 14% growth in patient footfall.
- The shift in test mix, with an increased contribution from radiology (39% of revenue) versus pathology (61%), has favorably impacted average revenue per patient and ticket size.

Volume & Patient Footfall Trends

- Continued strong momentum with patient footfall up 14% Y-o-Y.
- Existing centers showing steady volume growth (~11-13% volume CAGR).
- New hubs across Pune, Bangalore, West Bengal, and Telangana achieving rapid ramp-up with some like Nizamabad reaching breakeven within two quarters.

Hub Expansion

- Successfully commissioned 5 hubs and 1 spoke in Q1; planned 10 hubs for FY26 remain on schedule.
- New hubs in non-Hyderabad markets are performing well, with Bangalore hub on track to breakeven earlier than planned.
- Additional three hubs planned for Q2 FY26, including entry into West Bengal, complemented by 2 more hubs in West Bengal in H2 FY26.
- Capital expenditure planned at ~INR 1.5-1.55 billion (150-155 crore) for FY26 related to new hub launches, plus replacement CAPEX at 2-3% of topline.

Financial Metrics & Margins

Profitability

- EBITDA margin stood at a healthy 39.1%, showing resilience despite investments in new hubs.
- PAT margin maintained strong at 20.4%, indicating operational efficiencies and strong pricing discipline.
- EBITDA margin guidance maintained at ~38-39% for FY26, factoring in 1-1.5% drag from upcoming new hubs yet to ramp fully.

Capital Structure & Cash Position

- Net cash position robust at around INR 2.2 billion (220 crore) post capital creditors.
- Lease liabilities increased marginally by about INR 10 million (1 crore) during the quarter due to new hubs.
- IND AS impact for the quarter approx INR 18 million (1.8 crore), split as interest cost on lease liabilities (~INR 12 million / 1.2 crore) and depreciation on right of use assets (~INR 9.5 million / 0.95 crore).

Market & Strategic Insights

Core Market Dynamics

- Hyderabad remains the core market contributing ~70% of revenues, continuing to experience stable double-digit growth.
- Growth driven by market share gains from unorganized sector and increased brand trust.
- Diagnostic industry growth in old centers expected to continue at ~9-10% volume growth supported by new hub additions.

Geographical Diversification

- Full entry into West Bengal with multiple centers operational; turnover targets of INR 1 billion over next 3 years in East India.
- Pune market ramping slower with capacity constraints recognized; new hubs/spokes being added to spur growth.
- Bangalore hubs ramping well, contributing positively to margins and revenue.

Business Model Focus

- Pure B2C integrated model favored over participation in National Health Mission's PPP (Public Private Partnership) schemes.
- Rationale for avoiding PPP: lower realizations, receivable risks, and strategic focus on brand-driven, cash-paying customer segments.
- Preference for opening centers outside government hospitals rather than inside under PPP model.

Test Mix & Revenue per Patient

- Increased radiology contribution (at 39% this quarter) is expanding revenue per patient due to higher pricing of advanced imaging.
- Wellness services growing rapidly (~14.2% contribution), supported by increasing corporate partnerships and package offerings.
- Home collection channel revenue improved from 2.5% to 3.3% of total revenue, signifying growing customer convenience and digital engagement.

Operational Metrics & Ramp-Up

Hub Breakeven Dynamics

- Breakeven generally achieved at ~33% of hub capacity utilization.
- Some hubs, e.g., Nizamabad, reached breakeven within two quarters; Bangalore hub anticipated to breach breakeven earlier than planned.
- New centers incur only partial quarter expenses upon opening, mitigating drag on full quarter margins.

Margin Profile of Centers

- Mature centers deliver the bulk of EBITDA margins; precise margin breakdown of new vs mature centers withheld citing competitive sensitivity.
- Overall operational leverage from strong core network and new hubs mitigates cost pressure.

Management Commentary & Market Positioning

- Emphasis on brand strength, trust, and comprehensive diagnostic and wellness portfolio under one roof as key competitive advantages.
- Company expresses confidence in sustained growth due to evolving diagnostic landscape with rising consumer preference for branded, quality diagnostic services.
- Cautious but optimistic outlook maintained, with conservative margin guidance and continued focus on profitable network expansion.
- Strategic intent to consolidate presence in core markets before significant market share expansion in newer geographies through cluster model.

Mphasis -Q1FY26 Concall KTAs
Re-rating on cards

Outlook: As indicated earlier, we maintain a positive view on the stock, supported by management's confidence in delivering 2x industry growth in FY26, driven by strong Q1 execution and robust pipeline-to-revenue conversion. Growth momentum continues, led by BFS, Insurance, and TMT verticals, along with the ramp-up of recent large deal wins. The company expects a steady ramp-up of large deals in the coming quarters, further enhancing revenue visibility. The target EBIT operating band remains unchanged at 14.75% to 15.75%, reflecting disciplined execution and margin stability.

The total pipeline reached record levels, with 16% QoQ and 84% YoY growth, signaling robust future deal conversion visibility.

TCV wins in Q1 stood at $760 mn, the highest ever for the company in a single quarter.The quarter included two large deals: one over $300 mn and another over $150 mn, indicating strong traction in mega-deals.

Margins remained stable, reinforcing the company's ability to maintain profitability amid aggressive growth investments.

The micro-level execution model continues to drive outcomes, with sharp focus on winning and scaling individual client accounts.

EMEA revenue declined 15% QoQ in CC terms, impacted by the ramp-down of a global customer in that region.

Enterprise Applications service line contribution increased by 200 bps, with 3.6% sequential growth in applications revenue in CC.

Operating cash flow for Q1FY26 stood at $24 mn, impacted by a delay in collections from a top customer and annual Q1 incentive payouts.Normalized cash flow (adjusted for collections and payouts) was approximately $46 mn, indicating underlying operational strength.

BFS, Insurance, and TMT verticals each delivered over 20% YoY growth in direct revenue in CC, supported by wallet share gains and execution of large deals.

Insurance vertical emerged as a growth engine, growing 20%+ QoQ and 27.5% YoY in CC, and is expected to sustain momentum through FY26.

Mphasis is focused on AI-led differentiation, continuing to make strategic investments despite economic uncertainty, with a clear view on long-term demand.

AI-led deal wins formed 68% of the company's record high TCP of $760 million in the quarter, reflecting strong market acceptance and execution.

Impact was seen from the non-strategic ATM business; EMEA region witnessed a ramp-down of a global customer, resulting in sequential decline.

The company is doubling down on proprietary AI platforms including NeoZeta, NeoCrux, and NeoSaba, which combine Gen AI and agent-led capabilities to enhance system modernization and application development.

Mphasis takes a micro-level execution approach, tailoring AI solutions to specific client needs and opportunities, instead of broad, one-size-fits-all strategies.

BFS segment growth was driven by increased wallet share and ramp-up of new deal wins. The insurance vertical is expected to sustain momentum going forward.

Logistics vertical experienced a sharp decline due to client-specific investments. However, the deal pipeline remains healthy, and management is optimistic about a return to growth.

There was a marginal delay in collections from a large customer due to internal changes, which affected cash flows and DSO

The company maintains that its granular, micro-level execution approach in a challenging macro climate supports its confidence in delivering strong performance. Should the environment improve, Q2 could see further upside.

Large deal wins are being driven by enhanced tech depth, bundled value offerings, targeted pursuit strategies, client-specific solutions, and strong execution capabilities.

The win rate remains consistently strong, enabled by a combination of proactive pursuits and successful conversion of incoming deal opportunities.

Mphasis no longer views headcount as a growth proxy. Instead, a demand-led approach governs capacity planning. Utilization and revenue may not move linearly, as growth is now driven more by deal ramps than workforce scale.

Current assets include unbilled revenue from fixed-price contracts, reflecting work done but yet to be invoiced.

KFin Technologies Ltd | Q1FY26 Earnings Call Key Takeaways
CMP: INR 1,170 | MCap: 197,220 Mn

Overall

KFinTech continues to strengthen its position as a full-stack alternative mutual fund platform, with market share in the 34 to 37 percent range. Strategic focus remains on being the most preferred alternative solutions provider with a strong presence across wealth, mutual funds, and international markets. The Company expects transaction volumes to rise by 20 to 25 percent in the coming years, driven by strong platform usage, new client additions, and expanded capabilities.

KFin Technologies Ltd reported a weaker Q1 compared to the previous quarter i.e. Q4, management guidance includes that Q1 is typically weaker and the numbers start to pick up in Q3&4, this is majorly due to corporate actions taking place in Q2 onwards and that Q4 being stronger comparatively. Sequential margin decline in folio management accounts also a Q1 repetitive habit.

Financial Highlights

Revenue from operations – INR 2,740.6 Mn (up 15.4% YoY)
EBITDA – INR 1,138.6 Mn (up 14.2% YoY)
PAT – INR 772 Mn (up 13.5% YoY)

Guidance

- Company hopes to be more and more cost optimising and hopefully bring down the non-discretionary spending to practically nil.
- KRA business launched successfully as five major clients on-boarded
- Also hope for full transition of KFin clients to the new platform expected over the next two months and KRA.
- Alternate solutions revenue expected to grow further, aided by Ascent acquisition integration and continued product expansion.
- Integration of recently acquired entities underway following regulatory clearances across Indian jurisdictions.
- Organisation acquired have shown over 35 percent revenue growth and remain on faster-than-average growth trajectories.
- Wealth business growth continues; two large wealth platforms in place, with strong potential in Philippines, Malaysia and Thailand.
- Gift City market share stands at 16 percent, handling three-fourths of operational funds.
- Auto-motive AUM growing north of 31 percent; 30 percent+ growth seen in this vertical.
- International business wins include mandates in Philippines (AMC and trusteeship) and a multi-asset wealth platform.

Highlights

- MF Central continues to expand; mutual funds remain a preferred asset class with 15 percent+ growth expected this year.
- Peak day transaction volumes at 10 million; average day transactions exceed 2.5 million.
- 230 clients on-boarded as of June 2025, growing nearly 10% QoQ.
- RTA segment revenue saw 30 percent YoY growth;
- 111 IPOs serviced with 14.29 Mn applications
- Top 3 to top 5 AMCs targeted, with contracts won across Singapore, Malaysia, Thailand, and India
- National Pension System market share at 32 percent, positioning KFin as the largest service provider in the space
- Non-core mortgage solutions business exited; remaining revenues to wind down over in the coming quarters marking full exit from this business.

Shemaroo Entertainment Ltd – Q1FY26 Concall KTA's

Outlook: The company expects ad spends to pick up in Q2FY26 due to the festive season. Digital will be the key focus going forward, while traditional media is likely to decline gradually. The syndication pipeline is strong, though revenues may remain uneven across quarters. ~INR 1,400 Mn of inventory charge-offs are planned in FY26, which will be the final year for this initiative. While there is an aim to reduce debt by INR 600 Mn, it may be challenging due to Q1 pressures. The company remains committed to improving its balance sheet, boosting efficiency, and driving digital growth for long-term value.

Financial Highlights

- The company reported revenue of INR 1,400 Mn, reflecting a decline of approximately 10% YoY EBITDA stood at a loss of INR 560 Mn, while the net loss was INR 460 Mn for the period.

- Digital Media revenue came in at INR 673 Mn, registering an 18% YoY growth. In contrast, Traditional Media revenue declined by 26% YoY to INR 722 Mn. Expenses related to new initiatives stood at INR 320 Mn in Q1FY26. Adjusting for these, the EBITDA loss from existing operations would have been INR 240 Mn.

- Operating cash flow was negative at INR 50 Mn. The company's debt stood at INR 3,060 Mn as of Q1FY26. While the intent to reduce debt by INR 600 Mn in FY26 remains, achieving this target now appears unlikely.

Other Highlights

- Traditional Media was significantly impacted by the re-entry of major broadcasters such as Star, Zee, and Sony on the Free Dish platform. This did not lead to any incremental viewership but instead caused a redistribution of GRPs and advertising spends. While overall advertising money was not reduced, channels saw ad revenue shifts ranging from 15% to 25%. As a result, broadcast revenues are expected to remain under pressure through FY26.

- Digital Media continues to show strong momentum, with platforms like YouTube, Shemaroo, and content syndication performing well. The Shemaroo Filmi Gaane YouTube channel surpassed 72.5 Mn subscribers, and the company recorded over 10 billion views across digital platforms during the quarter. Digital now accounts for approximately 37% of overall revenue. The company is also actively investing in fresh content for YouTube and expanding its title library on Shemaroo.

- The company is proactively implementing cost rationalization measures for select TV channels, while repositioning others to better align with evolving audience preferences. Content investments in digital continue to be reinforced, with Shemaroo Gujarati launching six new titles, including movies, web series, and plays. The company is also focusing on leveraging festive tailwinds in Q2 to support a recovery in advertising revenue.

- The company continued with accelerated inventory charge-offs, recording a charge of approximately INR 350 Mn during the quarter. The total charge for FY26 is expected to be around INR 1,400 Mn, which will mark the final year of such accelerated provisioning. As a result, inventory levels have declined from INR 5,680 Mn in March 2025 to INR 5,280 Mn in June 2025.

V-Mart Retail Ltd - Q1 FY25-26 Earnings Call
CMP: INR 781.85 | MCAP: INR 62,060 mn

Outlook:

V-Mart Retail is set for continued expansion and enhanced profitability in FY'26, driven by an aggressive net addition of 65 new stores primarily in Tier 2-4 cities, alongside a strategic pivot towards rupee-based gross margins to optimize sales and full-price sell-through. The company's focus on operational efficiencies, including reduced online marketing costs and improved inventory management, coupled with technology adoption for agile product development, is expected to bolster margins. Despite increased competition and some regional headwinds, V-Mart remains optimistic about consumer sentiment and broader macroeconomic tailwinds, aiming for mid-to-high single-digit same-store sales growth while carefully managing rising rentals and investing free cash flow back into business growth.

Financials

- Revenue: INR 8852 mn 13% YoY
- Same Store Sales Growth : 1% (V-Mart: 1%, Unlimited: 1%) (Q1 FY25 -13%)
- Normalised Same Stores Growth : 5% (V-Mart: 5%, Unlimited: 5%)
- Total Stores : 510 (V-Mart : 421, Unlimited : 89) • Stores Opened : 15 (V-Mart: 10, Unlimited: 5)
- Stores Closed : 2 (V-Mart: 1, Unlimited: 1)
- LimeRoad Loss reduced by 56%
- EBITDA: INR 1262 mn (Growth 27% YoY)
- PAT growth 177% YOY (3.8% of revenue)

Operational Highlights & Strategy

- Store Expansion: The company added 15 stores in Q1 FY'26, bringing the total to 510 stores. The full-year target is to add a net of 65 new stores, aiming for 12% to 15% net area addition annually, with 1% to 2% normal closures.
- New Store Location Criteria: V-Mart uses an established playbook with over 500 checkpoints, considering population density, demographics, city growth, and proximity to existing stores.
- Customer Sentiment: Consumer sentiment smaller towns/rural areas is positive, driven by changing reasons for consumption and celebrations. They expect more spending and less saving.
- Macroeconomic Factors: Positive outlook due to government policies, industrialization, and global moves benefiting Indian consumers and industries, leading to increased per capita income and consumption. Inflation is under control for staples, and monsoon looks good, supporting rural consumption.
- Competition: Increased competitor aggressiveness from Zudio and V2, leading to more store openings and varied strategies. This is creating more footfall in the organized retail space.
- Internal Focus: High focus on back-end agility, processes, and technology adoption (including AI) for faster, more analytical decision-making in forecasting, product management, and design.
- Online/Omni-channel Business: Digital business is becoming more omni-integrated, focusing on break-even and profitability rather than just revenue growth. Technology from this wing is aiding the overall business.
- Product Strategy: Working on product strategy to deliver higher throughput and better gross margins through full-price sell-through, reduced stale inventory, and discounted sales. They are becoming more open on vendor relationships to foster innovation and are not overly reliant on key vendors.
- Advertising & Marketing Expenses: Downward trajectory in marketing expenses, especially for Lime Road. Aiming for more efficient marketing, reducing costs without impacting productivity.
- Unlimited (Brand): Product convergence with V-Mart is ongoing (about 50% common products during non-winter periods). New Unlimited stores are performing well, especially in Tier-3 and Tier-4 towns, focusing on mass and youth-oriented low ASP products. Management expects the margin trajectory of Unlimited to eventually mirror V-Mart's, though with a lag.

Rentals: Rentals have seen a rise, with new store rentals around 5% higher than the average for existing stores. However, V-Mart maintains an IRR-driven approach and will not expand if it becomes a bottleneck.

• Quick Commerce Impact: Seeing some muted growth or de growth in certain towns with aggressive Quick Commerce penetration, especially in the food and non-food segment, but the impact is not significant for V-Mart's overall business.

• Bihar Focus: Acknowledging Bihar as a poorer state, management believes increased manufacturing and employment opportunities will benefit V-Mart given its widespread presence there. Incremental store openings in Bihar will depend on the actual establishment of industries **and employment generation.**

Music Broadcast Ltd | Q1FY26 Earnings Call Key Takeaways
CMP: INR 8.95 | MCap: INR 3,100 Mn

Overall

The company reported revenue of INR 493 Mn, with Operational EBITDA at INR 80 Mn and EBITDA margin of 16.1%. Depreciation stood at INR 71 Mn, while PBT was INR 10 Mn. Amidst ongoing global economic uncertainty, Music Broadcast maintains operational resilience and focus on cost restructuring and efficiency improvements. Radio remains the core contributor but management expects the revenue mix to evolve over time, with digital and non-core verticals gaining share. Current inventory utilisation stands at 68%, while the company holds a strong cash balance of INR 3,540 Mn, exceeding its market cap.

Financial Highlights

- Revenue – INR 493 Mn
- Operational EBITDA – INR 80 Mn
- EBITDA Margin – 16.1%
- Depreciation – INR 71 Mn (includes amortisation of one-time license fee expiring by 2030)
- PBT – INR 10 Mn
- Cash – INR 3,540 Mn
- 25% of revenue came from alternate digital ventures and special events

Future Guidance

- They aim to have a Strategic realignment, aimed at optimising cost structures and streamlining operations
- Radio to remain key, but EBITDA-accretive verticals may be explored if returns are comparable
- Signs of market stabilisation visible with growing advertiser interest
- Anticipated radio growth in the range of 15–20% regularly, with overall topline growth expected at 20–25%
- Focused investments in content platforms like podcasting and artist-focused apps like, MuzartDisco, expected to yield long-term indirect monetisation

Highlights

- Market share in the radio segment at 18%
- 41% of client base catered across the radio sector
- FCT and non-FCT revenue split at 65:35
- 2% YoY volume de-growth in the radio industry for Q1FY26
- 35% of revenue came from created businesses – proactive pitches, digital, sponsorships, special days
- Digital revenue contributes 10% of ad sales
- Effective rate growth now at 80% of pre-COVID levels
- 20% yield improvement observed
- Company has exited borrowing; strong liquidity position negates the need for debt
- Focus remains on identifying scalable verticals and building long-term value beyond traditional radio.

Huhtamaki India Ltd– Q2CY25 Concall Highlights
CMP: INR 218 | Market Cap: INR 16.5 Bn

Outlook

Huhtamaki India remains cautiously optimistic about H2CY25, expecting gradual demand recovery and sustained margin resilience driven by cost controls. Management refrained from issuing formal guidance but highlighted ongoing investments in innovation, packaging, and operational efficiency. Despite muted topline, profitability improved YoY with a strong balance sheet and stable financial outlook.

Key Takeaways

The company remains cautiously optimistic about a demand recovery in the second half of CY25, supported by rural consumption, festive season momentum, and normalization of inventory in the channel.

Shifts in category dynamics were acknowledged, with smaller players gaining share in key FMCG verticals. Management intends to adapt product portfolio and GTM strategy accordingly to remain competitive.

Investments in sustainable packaging solutions and technology-driven innovation are expected to position the company as a long-term industry leader.

The World-Class Operations Program will continue to drive process efficiency, cost rationalization, and margin resilience in upcoming quarters.

The company's focus on responsible and profitable growth, backed by continuous improvement and enhanced customer engagement, remains a central theme in its long-term strategy.

Management's commentary on the near-to-medium-term business performance

No formal volume or revenue guidance was issued, but management emphasized a stable-to-mildly improving earnings outlook for H2CY25, contingent on macro conditions and consumer recovery.

Management expects EBITDA margins to remain stable or improve further in H2, aided by input cost normalization and continued operational efficiency.

The company aims to normalize working capital by Q3CY25, following a temporary stretch in Q2 due to inventory and receivables buildup.

Management expects topline pressure may continue in the near term, strategic pricing, product mix improvements, and GTM refinement are expected to support value protection.

Key Financial Highlights

Revenue in Q2CY25 declined 4.7% YoY to INR 5.9 bn and remained flat QoQ. H1 revenue dipped 2.4% YoY. No specific topline growth target was disclosed.

EBITDA grew 28.7% YoY to INR 493 mn in Q2, and stood at INR 900 mn for H1 CY2025 (+13% YoY), highlighting strong margin management despite volume headwinds.

PBT (ex-exceptional) rose 55% YoY in Q2 to INR 331 mn. H1 PBT came in at INR 372 mn (+90% YoY), suggesting improving profitability trends.

Finance costs declined 39% YoY, supported by partial retirement of ECB. Remaining ECB of INR 1 bn is the company's sole debt; balance sheet remains debt-light and liquid.

Supreme Petrochem Ltd – Q1FY26 Concall Takeaways
CMP: INR 793 | Market Cap: INR 149 Bn

Forward-Looking Statements

Long-Term Strategy: Phase II of the ABS plant is on track for FY28 launch. Post-ABS stabilization, the company may consider polystyrene capacity debottlenecking based on market conditions.

Export Focus: Exports currently account for \~9% of revenues; target is to increase this to 13–14% in FY26, aided by additional capacity and weaker demand in competing export markets (like China).

Product Innovation: Recently launched EPS grade for helmet manufacturers is gaining traction; company currently holds 100% market share in the organized helmet EPS segment in India.

ABS Ramp-Up Underway: Commercial production for the ABS plant is expected to commence by August 2025. Management anticipates ramping up to 50–60% utilization in H2FY26 and targeting 80%+ utilization in FY27.

Future Guidance

- Volume Growth: Management guided for 12% overall volume growth in FY26, with marginal contribution from ABS in its first operational year.
- ABS Profitability Outlook: Despite initial trial runs, management expects positive contribution from ABS in H2 FY26, ruling out EBITDA loss in its first year.
- Value-Added Products: Share of value-added products stood at 36% in Q1 FY26, expected to move towards 40%+ with ABS and compound ramp-up.
- XPS Adoption: XPS insulation board is gaining traction in institutional projects (e.g. AIIMS, Zojila Pass, New Parliament). Broader retail acceptance remains limited due to awareness and application hurdles.

Financial Outlook

- Q1 Performance: Revenue declined 12% YoY to ₹13,860 Mn due to lower styrene prices and seasonal weakness. EBITDA fell 29% YoY to INR 1,152 Mn; margins at 9.4%.
- Capex: INR 6,000 Mn already spent on ABS Phase I. FY26 capex guidance maintained at ₹200–250 Cr, primarily for compound and ongoing projects.
- Balance Sheet Strength: Company remains debt-free with over INR 7,000 Mn in investable surplus.
- Styrene Price Impact: Q1 margins impacted by a sharp drop in styrene prices during a 6-week period. Prices have stabilized since end-April.
- China Risk: Management views lower threat from China directly; greater concern is from displaced supply from Korea/Taiwan now seeking alternate markets.

Cipla Ltd – Q1FY26 Concall KTAs
CMP: INR 1,531 | Market Cap: INR 1,236,748 Mn

Outlook: The Company aims to sustain its momentum through FY26 by launching key generics in the U.S., driving recovery in respiratory therapies, and deepening presence in emerging and regulated markets. Expects U.S. sales to approach $1 Bn by FY27, by respiratory and biosimilar launches. The India business is poised to grow in line with IPM as seasonal therapies rebound and brand launches scale. FY27 margin commentary is deferred, but cost optimization and pipeline execution are expected to support profitability.

Guidance
- The Company maintained its FY26 EBITDA margin guidance at 23.5-24.5%, with H1FY26 expected to see stronger margins because of product mix and Revlimid contribution, tapering in H2FY26.
- U.S. revenue is expected to continue growing with support from recent and upcoming launches including Nilotinib, Lanreotide, and Nano paclitaxel, offsetting the gradual decline in Revlimid.
- Biosimilar Filgrastim is set for Q2FY26 launch in the U.S., marking the company's entry into supportive oncology.
- India business expected to recover and grow in line with IPM ~8-10% over the next 3 quarters, with new brands and seasonal strength.

Financial Highlights
- Revenue for Q1FY26 was INR 69,570 Mn, up 4% YoY. Gross margin improved by 156 bps YoY to 68.8%, by a favorable product mix.
- EBITDA margin stood at 25.6%, showing resilience despite higher R&D investment of INR 4,320 Mn i.e. 6.2% of sales.
- PAT came in at INR 12,980 Mn, up 10.2% YoY.
- The U.S. business delivered revenue of USD 226 Mn ~INR 18,870 Mn, maintaining momentum despite Revlimid tapering.
- One-India business crossed INR 30,000 Mn for the first time, growing 6% YoY; chronic therapies formed 61.5% of billings.

Other Highlights
- The Respiratory sales saw seasonal weakness but are expected to pick up with upcoming triple combo therapies and key launches such as generic Advair and Symbicort.
- Consumer health led by Nicotex and Cipladine remained strong; trade generics continued double-digit growth post channel reorganization.
- Global expansion was led by Africa 11% YoY in USD and EMU 8% YoY with China operations now fully utilized.
- The Business is running at full capacity for Albuterol; market share at 19.5% leaves room for growth if capacity expands.
- Capex remains focused on respiratory and biosimilar manufacturing; biosimilars JV committed USD 100 Mn i.e. ~INR 8,400 Mn over 3 years, with 20-30% spent.
- Filgrastim launch will be followed by more biosimilars via partnerships; Plans to shift toward its own biosimilar assets by FY29-30. The Company sees GLP-1 as a future growth area, especially Semaglutide, targeting early participation in global launches.
- Trade generics and branded portfolio added five new INR 1,000 Mn+ brands over the year, with Voltido Trio and Empagliflozin ramping up strongly.
- U.S. regulatory developments include dual filing strategies to mitigate risk; Indore facility re-inspection by USFDA expected before February and is fully prepared.

eClerx Services-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 3684 | Market Cap INR 180 Bn

Decision-making remains delayed but is not a major concern yet. Generative AI is seen as a net positive, enhancing efficiency and client value, with no significant insourcing threats from GCCs. European revenue was impacted by currency depreciation rather than volume weakness.The company remains open to investing in larger deals if strategically aligned. Management is cautiously optimistic, expecting sequential growth in Q2, with full-year ACV projected to surpass FY25 levels. Margin guidance remains unchanged at 24%–28%. We maintain positive view on the stock.

Margin Impact: Qo Q margin decline in EBITDA (250 bps) and PAT (160 bps) was primarily due to annual wage hikes and the impact of new delivery centers. This decline was lower than typical due to strong top-line growth in BFSI and CMT offshore, allowing for hiring at the bottom of the pyramid.

Q1 generally sees lower cash flow due to annual bonus payments.
Added 750 seats at the Airoli facility in Navi Mumbai.
Attrition: At 18%, it is lower than Q4 and similar to Q1 of the previous year.

8,000 employees (~40% of total) have completed a Gen AI training course in collaboration with the Technical University of Munich. The entire technology team is also being upskilled on GitHub Copilot to drive a 25% productivity gain.

Buyback could be considered by the Board in the near to medium term, following the completion of the mandatory 12M period after the last buyback. The company is also cognizant of wanting more retail investor participation and will propose a bonus share when the time is right. GitHub Copilot rollout underway for tech team (~1,700 employees).

Growth has been strong across most verticals, with the exception of the Fashion, Luxury, and Retail (FLR) segment, which continues to face macroeconomic challenges. Overall, the outlook remains positive for all other sectors. The company has reaffirmed its margin guidance of 24–28%, even as it continues to invest in expanding its delivery center footprint.

Europe's performance remains relatively stable, with softness in the CLX business weighing on growth. To address this, the company is exploring strategic investments in sales and capability-building across continental Europe to support long-term expansion.

Business growth has been led primarily by the institutional (B2B) segment, though there has been some progress in the B2C space as well. The company remains confident in its growth trajectory and is focused on further scaling.

Capability-building investments will continue over the medium to long term to support top-line growth. The company is also actively exploring M&A opportunities, but will only pursue value-accretive deals.

eClerx has seen clear benefits from vendor consolidation among large clients, and its strong delivery and execution capabilities position it well to take advantage of this ongoing industry trend. While ACV may show quarter-to-quarter fluctuations, the company is firmly focused on achieving higher ACV in FY26 compared to FY25. The deal pipeline remains healthy, with growing demand from the US, Europe, and key verticals such as BFSI, Emerging, and CMT. Notably, deal sizes and durations have also been on the rise.

Focus on productized services like Compliance Manager, QA360, and Robobox.
Dedicated team created to target GCCs (Global Capability Centers).
Attrition at 18%, stable YoY and down QoQ.
Opened new delivery center in Lima (Peru),Cairo to go live in Q2.
Annual wage hikes and new centers impacted margins by ~270 bps.

SBI Cards and Payment Services Ltd – Q1FY26 Concall KTAs
CMP: INR 889 | Market Cap: INR 845,956 Mn

Outlook The Company expects double-digit growth in receivables i.e. 10-12% for FY26, by festive season demand and improved digital offerings. While ROE is unlikely to return to mid-20s in the near term, risk-managed growth with focus on profitability is a priority. Credit costs are expected to remain elevated because of legacy stress and recalibrated models, but should stabilize going forward. ESG goals will continue to guide long-term strategy, with disclosures in the annual report.

Guidance
- Receivables growth guidance revised from 12-14% to 10-12%, cautious approach in Q1FY26; festive demand may prompt upward revision.
- No precise ROE guidance was provided, but the company ruled out a return to mid-20s this fiscal.
- The Credit cost is expected to stay within the current range.
- Spending limits have been selectively tightened for early-vintage and higher-risk segments.
- Co-branded cards comprise 25-30% of the portfolio and remain core to the customer engagement strategy.

Financial Highlights
- Total revenue for Q1FY26 grew 12% YoY to INR 50,350 Mn.
- PAT stood at INR 5,560 Mn, down 6% YoY, up 4% QoQ.
- Receivables stood at INR 566,070 Mn, growing 7% YoY.
- Net Interest Margin improved to 11.2% because of reduced cost of funds at 7.1%.
- ROA and ROE stood at 3.4% and 15.8% respectively; capital adequacy ratio at 23.2%.
- The Finance cost rose by INR 180 Mn because of an additional day in the quarter and higher funding requirement.

Other Highlights
- Cards-in-force stood at 21.2 Mn; new accounts added in Q1FY26 were 873,000.
- Spend market share increased to 16.6%; total card spends grew 21% YoY to INR 932,440 Mn.
- Retail spends grew 15% YoY to INR 824,040 Mn; corporate spends at INR 108,400 Mn.
- UPI on credit card transactions up 20% QoQ; QR coverage expanded to fuel, grocery, and restaurants.
- New co-branded cards launched with Tata Digital and Apollo Health; MoU signed with Bank of Maharashtra.
- ECL provisions increased by INR 1,310 Mn because of the model refresh reflecting recent stress periods.
- Stage 2 and 3 assets improved QoQ; delinquency metrics 30+ DPD and 90+ DPD.
- The 60% of the portfolio remains interest-earning; the portfolio yield steady at 17%.
- The RuPay cards make up 20-25% of card base; profitability is stable by high spends despite lower interchange.
- The ESG approach is board-supervised and impact-focused, not just compliance. ESG projects undergo thorough evaluation; KPIs aligned with global standards i.e. GRI, EGSC. The BRSR and ESG metrics to be published in FY25 annual report.
- Capex not highlighted; focus remains on tech, digital onboarding, and collections infrastructure.
- Despite muted card additions in Q1FY26 across industry i.e. 1.3 Mn vs. 2 Mn YoY, long-term potential remains strong.
- The Company expects card base to double by FY29, by Tier 2/3 expansion and increased digital adoption.

Motilal Oswal Financial Services Ltd – Q1FY26 Concall KTA's

Outlook: The Company remains confident in delivering strong profitability in FY26, by its twin-engine strategy across asset management and capital markets. With strong hiring, strong product flows, rising annuity and trail revenues, the firm expects continued momentum in private wealth, AMC, and capital markets. Growth visibility remains strong for H2FY26, especially in alternatives and investment banking. Cost-to-income ratio may remain elevated because of strategic tech and talent investments, but margins are expected to stay healthy. The Business also sees significant runway for market share gains, with room to grow 5-7x in key verticals over the next decade, by its diversified model and execution strength.

Guidance

- FY26 is expected to be strong, with continued momentum in AMC, private equity, and capital markets businesses.
- The Private credit fund launch is planned for H2FY26 under the alternate asset platform.
- The Company expects margin to remain at FY25 levels ~49-50% despite ongoing employee cost pressures.
- Alternatives AUM may double in FY26, by new PE, RE, and credit fund launches.
- Distribution and trail revenue to continue contributing more than traditional broking in wealth business.
- Market-linked revenue visibility is with a strong deal pipeline for capital markets in Q2FY26 and Q3FY26.

Financial Highlights

- The Consolidated PAT for Q1FY26 stood at INR 14,300 Mn, up 40% YoY; operating PAT grew 21% YoY to INR 5,220 Mn.
- Fee-based income formed 44% of total revenue, supporting a strong quarterly ROE of 48%.
- AMC equity AUM reached INR 1,510,000 Mn, contributing significantly to recurring income.
- Net flows in AMC rose from INR 53,000 Mn to INR 85,000 Mn QoQ; SIP book was INR 260,000 Mn.
- Alternatives AUM stood at INR 338,100 Mn, up 30% YoY; strong sales expected in FY26.
- Treasury book stood at INR 88,530 Mn, delivering IRRs of over 20% since inception; long-term CAGR at 43%.
- Capital markets revenue saw a record quarter, with 16 deals worth INR 300,000 Mn and 89% YoY growth in IB fees.

Other Highlights

- The Wealth management business posted 53% YoY topline and 49% bottom-line growth; RM count rose to 615.
- Distribution AUM rose from INR 110,000 Mn to INR 380,000 Mn in 2 years, growing at 34% CAGR.
- Retail broking revenue mix declined to 34% in Q1FY26 from 60% in FY21, showing focus shift toward distribution and NII.
- MTF book declined 19% YoY on average, affecting NII, but sequential growth from June to reflect in coming quarters.
- Tech spends accounted for 4.5% of revenues; INR 2,500 Mn budgeted for FY26 to support AI, personalization, and app upgrades.
- Around 75-80% of client transactions are now digital, by the new RIISE app and assisted-digital hybrid model.
- Employee costs rose 34% YoY because of 450+ senior hires, annual increments, and performance bonuses; however, margins remain strong at 49%.
- Housing finance AUM crossed INR 50,000 Mn up 22% YoY; disbursals were INR 4,000 Mn; RM count rose 50% YoY to 1,430.
- The Capital markets pipeline for Q2FY26 is strong with a book-to-bill ratio at 2-3x of last year's revenue; revenue growth dependent on market stability.
- Global fund offerings are now routed via GIFT City because of the overseas investment restrictions; early traction is encouraging. The Company continues to focus on expanding trail-based revenues and reducing dependency on volatile broking.

eMudhra Ltd – Q1FY26 Concall KTAs

Outlook: For FY26, eMudhra has raised its revenue guidance to INR 6,750–7,000 Mn, including INR 750 Mn from the Cryptas acquisition. The US product business is generating INR 180–200 Mn per quarter, with a goal to cross INR 1,500 Mn in 2–3 years. The company is building its brand in the US through Certinext events, and SI partnerships. While Cryptas may dilute margins short term due to integration costs, eMudhra aims to maintain stable PAT margins of 16–16.5%.

Financial Highlights

- The company reported a total income of INR 1,506 Mn , up by 58.5% YoY increase. Gross profit stood at INR 808.2 Mn, up 28.1% YoY, with a gross margin of 53.7%.
- EBITDA stood at INR 380 Mn , up by 29% YoY growth, with an EBITDA margin of 25.2%. PAT came in at INR 250.2 Mn , up 37.5% YoY, translating to a net profit margin of 16.6%.
- Segment-wise, Enterprise Solutions generated revenue of INR 1,181.2 Mn, while Trust Services contributed INR 291.8 Mn during the period.

Other Highlights

- The strategic acquisitions of Cryptas in Austria and AI Cyberforge in India strengthen the company's European presence, add capabilities in mature digital trust ecosystems, and enhance its offerings in secure credential management, data privacy, and identity management.
- In Q1FY26, key project wins included PKI and TLS solutions for a global FMCG firm in North America, certificate lifecycle management for a UAE bank, identity management for an Asian tax platform, digital onboarding tools for Indian BFSI clients, secure communication for the Indian defence wing, and e-signatures for a health platform in Asia Pacific.
- Cryptas may be margin-dilutive in the short term due to initial losses and integration costs. The company is focused on replacing redundant components and driving top-line growth at Cryptas. Despite this, it continues to target stable PAT margins in the range of 16–16.5%.
- The average deal size has increased to the INR 100–200 Mn range, up from INR 40–50 Mn previously. While large AMC and e-signature deals are smaller in value, they serve as stable, recurring revenue streams. eMudhra is also actively bidding for larger government and enterprise projects through major system integrators like TCS.
- eMudhra lost ~180–200 large DSC resellers to competitors due to pricing gaps. In response, the company has initiated retention efforts by increasing partner commissions from 40% to as high as 58% for select resellers.
- Globally, eMudhra has around 30–50 active system integrator partners and over 200 reseller partners. In the US, however, SI involvement remains limited due to the relatively low current revenue base of ~INR 800 Mn per year.
- Revenue from the BFSI segment is largely recurring and stable, driven by usage-based metrics. In contrast, government projects tend to exhibit seasonal lumpiness due to budget cycles typically stronger in Q4 and slower in Q1 and are often subject to delayed payments, ranging from 6 to 24 months. Margin volatility in the enterprise segment is influenced by the hardware-to-software mix; however, the current higher focus on software is yielding healthy gross margins of 80–85%.

Bank Of Baroda Ltd – Q1FY26 Concall KTAs

Outlook: In the near term, Q2 NIM may come under pressure, but improvement is expected in Q3 and Q4. Overseas NIM, which fell from 2.23% to 1.70%, has stabilized at 1.75%. Deposit repricing is expected to lower costs by 15–17 bps in Q2. The bank plans to hire ~15,000 employees in FY26 and expand its branch network by over 300 branches, building on the 250 added in FY25. IT and OPEX capex will remain capped at 10–15% of operating profit. The RAM portfolio stands at 62.7%, with a target of 64–65% to be achieved in the next 2–3 years.

Financial Highlights

- Global advances grew 12.6% YoY, led by an 12.4% rise in domestic and a 13.6% increase in international advances. Segment-wise, retail rose 17.5%, agriculture 16.2%, MSME 13.1%, while corporate loans saw modest growth of 4.2%.
- Deposits rose 9.1% YoY, with domestic deposits up 8.1% and international deposits up 14.8%. CASA deposits grew 5.5%, taking the CASA ratio to 39.33%, while the credit-to-deposit ratio stood at 84.08%.
- Net profit rose 1.9% YoY to INR 45,410 Mn, while operating profit grew 15% to INR 82,360 Mn. NIM stood at 2.91%, and ~2.81% after adjusting for income tax refund impact.
- Asset quality improved, with Gross NPA down 60 bps to 2.8% and Net NPA below 1%, at 0.6%. The Provision Coverage Ratio (including technical write-offs) stood strong at 93.55%.

Other Highlights

- One large international account slipped into NPA due to a restructuring fallout. The bank has already made a 40% provision and is in the resolution process. Exposure has been reduced from USD 80 Mn to ~USD 50 Mn, and the account is fully secured. A recovery is expected within 210 days through the CNC mechanism.
- The bank has slowed its branch expansion but is prioritizing liability mobilization from semi-urban and rural branches. The strategy focuses on attracting granular retail deposits and reducing reliance on high-cost bulk deposits.
- The bank is making a strong push toward digital transformation, especially in retail and MSME lending. The rollout of analytics-based pre-approved offers is supporting efficient loan growth.
- The bank has made additional provisions of INR 5,000–6,000 Mn on standard assets with inherent weaknesses, going beyond IRAC norms, in line with guidance from auditors.
- Retail GNPA stands at ~4.8%, with some slippages in personal loans linked to the legacy book. MSME slippages have also risen, but most MSME loans are secured, and the unsecured portion is minimal and backed by government guarantees under the CGTMSE scheme.
- The bank's RAM portfolio currently stands at 62.7%, with a long-term target of reaching 64–65% over the next 2–3 years.
- Domestic NIM stood at 2.91%, with guidance to remain within the 2.85–3% range for FY26. NIM may come under pressure in Q2, but is expected to improve in Q3 and Q4. Overseas NIM, which had declined from 2.23% to 1.70%, has now stabilized at 1.75%.
- The cost of funds is expected to decline by 15–17 bps in Q2 due to deposit repricing. The CASA ratio stands at 39.33%, while the cost of deposits is at 5.05%.
- The bank anticipates a 25 bps repo rate cut by year-end, likely after September. The overall yield outlook will depend on U.S. Fed actions and the inflation trajectory. Currently, the RAM portfolio yields around 9.5%, and corporate loans are being realigned to enhance yield performance.
- The bank plans to hire ~15,000 employees in FY26. After opening 250 branches in FY25, it aims to expand further by adding over 300 branches in FY26.
- The bank has capped its combined IT and OPEX capital expenditure at 10–15% of operating profit. Its Gujarat-based shared services centre, which supports over 10% of the total workforce, exclusively serves Bank of Baroda.

Aadhar Housing Finance Ltd - Q1FY26 Concall KTAs

Outlook - The company continues to focus on secured, retail lending with no exposure to corporates or developers. Management expects full-year AUM growth of 20–22% and disbursement growth of 18–20%, supported by its urban-emerging branch strategy and ongoing expansion into underpenetrated regions. Liquidity remains comfortable, spreads and NIMs are steady, and credit costs are expected to stay between 25–27 bps for FY26.

Financial Performance

- NIM stood at 8.8% for Q1FY26. Net profit stood at INR 2,370 Mn, up 19% YoY from INR 2,000 Mn. Cost to Income Ratio improved further to 36.1% from 36.7% YoY.
- Exit spread improved to 5.8% (vs. 5.7% in Q4 FY25), though expected to remain stable in the coming quarters.
- Capital Adequacy stood very strong at 44.6% (Tier 1: 44.1%, Tier 2: 0.5%).

Portfolio & Asset Quality

- Home loans constitute 73% of the AUM; the rest 27% is micro loans against property. Average ticket size stands at INR 1 Mn on AUM; INR 1.57 Mn for home loans and INR 0.9 Mn for LAP on disbursement.
- GNPA at 1.34%, largely stable (vs. 1.31% YoY), attributed to seasonal movement. Collection efficiency remains strong at >98%. LTV ratio remains conservative at 59%, ensuring asset security.
- 1+ DPD at 7.1%, higher than 6.2%-6.4% YoY due to seasonality, expected to reduce over the year. Bounce Rate remains steady across segments, including micro LAP.

Operational Performance

- The company reported a strong AUM of INR 265,240 Mn, growing 22% YoY, sustained demand in the affordable housing segment. Q1 disbursements stood at INR 19,790 Mn, a 32% YoY growth.
- The management retained its FY26 guidance of 20-22% AUM growth and 18-20% disbursement growth.
- The company has classified its branch network into urban (top 15 cities) and emerging locations, aiming for higher growth from emerging regions this year.

Other Highlights

- FY26 credit cost guidance at 25-27 bps, despite Q1 seasonal spike to ~40 bps. No stress observed in micro-LAP portfolio (ticket size ~INR 9 lakh), which forms 27% of AUM. No corporate or developer exposure, strictly retail secured lending.
- 1 branches added in Q1; target 50-60 branches in FY26, 70% of which will be in emerging markets. Now operating in 591 branches, 547 districts, across 22 states, with 0.3 Mn+ live customers.
- No single state contributes more than 14% to AUM. Direct sourcing increased to 61% in Q1 (vs. 57-58% YoY); rest via DSAs.
- Upgraded by CARE to AA+, and outlook revised to Positive by ICRA, reflecting improved financial profile.
- Total borrowings of the company as of June 30, 2025, stood at INR 168,760 Mn.
- The funding mix was well-diversified with 48% from banks, 24% from the NHB, 23% from NCDs, and the remaining 4% from ECBs and other sources.
- During Q1FY26, the company raised INR 11,650 Mn in incremental borrowings at an average cost of 8.1%. The overall cost of funds as of the end of Q1 FY26 remained stable at 8%, supporting the company's healthy interest margins.
- The company entered Q1FY26 with a liquidity buffer of INR 21,810 Mn, ensuring resilience against any short-term funding mismatches and supporting disbursement momentum.

Solara Active Pharma Sciences Ltd– Q1FY26 Concall Highlights
CMP: INR 696 | Market Cap: INR 30.87 Bn

Outlook

Company anticipates topline growth of around 10% and EBITDA growth of 15-20% for FY26 while working to significantly reduce debt and develop its demerged CRAMS business into a meaningful contributor within two to three years.

Financial Highlights

- Revenue stood at INR 3,201 Mn down by 12% YoY and 15% QoQ growth.
- EBITDA stood at INR 575 Mn reflecting 36% YoY and 13% QoQ growth.
- EBITDA Margin is 18%.
- PAT stood at INR 105 Mn in this quarter.

Guidance

- Expects topline growth of around 10% and EBITDA growth of approximately 15% to 20% for FY26.

Other Highlights

- A significant portion of sales around 77% came from developed markets.
- Debt Reduction: Significantly reduced debt by INR 1,430 Mn, an 18% reduction from the beginning of FY26. This was primarily from the rights issue's first call money and operational cash flows.
- Once INR 2,000 Mn of debt is pushed down to the newly formed CRAMS company, the ratio is expected to be less than 1x.
- Ibuprofen, including its derivatives contributes approximately 30% of the total business in Q1 FY26.
- Capacity Utilization: Current capacity utilization is in the range of 60-65%. Incremental capex is planned for specific key capacities.

CRAMS and Polymer Business

- CRAMS and polymer business is being demerged. Its current annual run rate is around INR 1,000 Mn.
- Company is moving one of its largest underutilized plants to the CRAMS business to avoid heavy investment in the generic API space. New capex will primarily be for repurposing existing equipment.
- Capex for the first phase are estimated to be around INR 2,000 Mn to help the CRAMS business grow to INR 4,000-5,000 Mn over three to four years.

EX Q1FY26 Concall KTAs
CMP: INR 145 | MCap: INR 129.19 Bn

IEX reported healthy volume growth of 16% YoY in Q1, due to record-high power demand during a strong summer and continued momentum in the RTM. Revenue and PAT grew in line with volumes, although margins were slightly moderated due to strategic technology investments in the Indian Carbon Exchange ICX. Management expects healthy revenue possibility for FY26, expecting benefits from post-election policy continuity and providing a positive update on the market coupling framework, guiding for 15-20% volume growth for the FY26.

Operational Highlights

Total traded volume witnessed strong growth of 16% YoY, reaching 30.5 Bn Units, due to high electricity demand across the country.

Revenue grew 15% YoY to INR 1.5 Bn in Q1FY26, reflecting the strong volume performance.

EBITDA margin stood at a healthy 82%, was slightly lower due to planned technology and platform development expenses for ICX and IGX.

Management confirmed that blended transaction fees remained stable at ~INR 0.045/kWh.

Segmental Breakup

DAM volumes grew by 12% YoY, constituting ~45% of total electricity volumes. Average clearing price stood at INR 5.90/unit vs INR 5.20/unit YoY.

High Price DAM segment was utilized on 12 occasions during peak summer demand, enabling high-cost power plants to operate and ensuring critical grid stability.

RTM segment maintained its high-growth trajectory with a 25% YoY increase in volumes.

- Green Market has seen strong national push for renewables, volumes surged by an impressive 30% YoY.

Guidance

Management has maintained its volume growth guidance of mid double digit for FY26E.

Growth is expected to be fueled by sustained high power demand, deeper adoption of RTM, and increasing contributions from the green energy and ancillary services segments.

Management highlighted the significant opportunity in increasing the size of short-term power market, stands at only ~15% of India's total power consumption.

Market Coupling

The CERC on the market coupling framework are progressing constructively. can benefit from the increased market depth that coupling would introduce.

The targeting of a potentially market opportunity of over 50 Bn Units annually, also creating specific products for BESS operators to participate.

ICX initial trading has shown strong growth with over 100k RECs traded, indicating a healthier market balance which should encourage further trading activity.

IGX volumes grew steadily by 18% YoY, driven by increased offtake from the City gas distribution and power sectors.

The company is actively working with pipeline operators to add new delivery hubs.

Competitive

- Management reiterated IEX's dominant position with over 98% market share in the core DAM and RTM segments.

Capex

The company has planned a capex of ~INR 1.0 - 1.2 Bn for FY26E.

HFCL Q1FY26 Concall Highlights
Mcap: INR 10,956cr | CMP: INR 75.9

Revenue
Revenue is expected to grow 25% YoY in FY26E.

Margins
OFC margins are expected to be 15% and turnkey margins are expected to be 6%-8%. The profitability is expected to improve from Q2FY26E onwards.

Order book
The order book stood at INR 10,480cr in Q1FY26.
Around INR 3,000cr orders are executable in FY26E, with INR 2,000cr is coming from turnkey projects like BharatNet and the balance from products.

Capex and Capacity expansion
The capex is expected to be INR 250cr in FY26E, with INR 130cr allocated to IBR cable capacity in FY26E.
OF capacity stood at 14mn fiber km/annum and is expected to reach 33.9mn fiber km/annum going forward.

OFC capacity stood at 25mn fiber km/annum and is expected to reach 42.3mn fiber km/annum going forward. The expansion in Goa and Hyderabad facilities would lead to a global supplier of OFC, especially for markets in North America and Europe.

The IBR cable capacity expansion of 1.73mn fiber km leads to an increase in the capacity of 19.01mn fiber km.

OFC
OFC business is expected to grow at a double-digit rate in FY26E, driven by global demand and capacity expansion.
The OFC business is witnessing a strong revival due to hyperscale data centers and next-gen digital infrastructure. OFC business revenue is expected to be around INR 24bn in FY26E.

OF and OFC prices
OF prices were around INR 240-250/f.km and OFC prices were around 850-900/f.km in Q1FY26.

Defence
Defence order book stood at INR 1,300cr (~12% of the total order book). Defence revenue is expected to be INR 2bn+ in FY26E. The company secured a contract for thermal weapon sights for AK-203 rifles and was declared the lowest bidder (L1) for an INR 90cr tender for tactical cables.
The company is collaborating with UAV manufacturers to co-develop weaponized drones and is advancing drone detection radars with soft-kill capabilities, expected to enter production in FY26E.
Electronic fuses for artillery are undergoing live testing in Aug-25, with production likely to commence post-successful trials.

Passive Connectivity solutions and Data centers
The company is developing passive connectivity solutions tailored for data centers, which are expected to contribute revenue from FY27E onwards.
Revenue from passive connectivity solutions for telecom operators is targeted at INR 450cr in FY26E.

Bharat Net

The BharatNet Phase III program is a significant contributor, with INR 650cr in router orders already secured and more expected as states roll out implementations.

BharatNet revenue is expected to be INR 1,000cr in FY26E.

Exports

Exports order book stood at INR 400cr and is witnessing strong traction from European and Asian markets for high-value fiber products. Around 50% of OFC revenue is expected to come from exports in FY26E.

The company's high-value fiber products, including IBR cables, are gaining traction in stringent markets like Europe and Asia.

Inventory

Global inventory levels have normalized, leading to renewed demand from telcos and data center operators.

New Products and Launches

The company is developing next-gen defence products like weaponized drones, drone detection radars, and precision-guided missiles through collaborations with DRDO.

In telecom, the company is advancing 5G and enterprise connectivity solutions, including indigenous 5G networking equipment.

Growth Drivers

The key growth drivers include the global surge in OFC demand, BharatNet execution, defence modernization, and data center expansion.

Tata Chemicals Ltd. Q1FY26 Earnings call KTAs
CMP INR 941 | Market Cap INR 240 bn

Outlook

Tata Chemicals enters FY26 with strong operational discipline and a healthy balance sheet, well positioned to navigate near-term margin and price headwinds stemming from global oversupply. India business will remain the core profitability driver, aided by cost tailwinds and recent expansions. Business mix improvements in US and UK, progress on project ramp-up, and continuing focus on innovation and sustainability should enable margin recovery and growth in H2 and beyond. Global demand-supply normalization, pace of supply rationalization, and project ramp-up timelines remain key variables to monitor.

Industry and Market Environment

•Global soda ash markets remain oversupplied, with historically high inventory levels, especially in China. Demand trends are mixed, with growth in India and Asia ex-China, but continued weakness in Europe and America.

•Realizations were under pressure globally due to flat or weakening prices and elevated inventories. Pricing across most geographies remained range-bound, with only marginal (USD 3–5/ton) corrections sequentially. Minimum Import Price (MIP) in India offered limited support and does not impact prevailing market realizations.

•The medium-to-long term outlook remains structurally positive, anchored by sustainability-driven demand for solar PV and EV battery applications, despite short-term margin headwinds.

Consolidated Financial and Operational Performance

•Revenue:

Consolidated: INR 37.19 bn (Q1 FY26) vs. INR 35.09 bn (Q4 FY25) and INR 37.89 bn (Q1 FY25);

Lower revenues YoY driven by price and volume softness, especially in overseas businesses.

•EBITDA:

INR 6.49 bn (Q1 FY26) vs. INR 3.27 bn (Q4 FY25) and INR 5.74 bn (Q1 FY25);

Robust sequential rebound due to cost efficiency and business mix improvement, partially offset by subdued realizations.

•PAT:

INR 3.16 bn (Q1 FY26) vs. a loss of INR 0.12 bn (Q4 FY25) and INR 1.75 bn (Q1 FY25);

YoY growth aided by exceptional tax refund (~INR 0.75 bn) and margin recovery.

•Net Debt:

Slight increase to INR 49.72 bn as of June 2025, mainly reflecting working capital changes and operational capex; balance sheet remains healthy.

Business Segment & Geography Highlights

India Operations

•Delivered higher volumes YoY, despite a minor drop in soda ash/bicarb realizations. Operational efficiencies and cost control contributed to improved margins.

•Sale volumes for all products increased; particularly strong performance in the salt and crop protection (Rallis) businesses.

•Variable cost per ton reduced sharply, driven by favorable coal prices and input cost correction.

US Operations

•Sequential and YoY profitability improvement, despite lower volumes due to shipment timing (spillover to Q2). Higher share of domestic sales in the mix drove better realizations and margins for the quarter; export sales and prices to Asia remain pressured.

•Lower fixed costs further supported EBITDA margin expansion, though these are expected to normalize in coming quarters.

UK Operations

•Revenues and margins impacted by the cessation of low stock (Lostock) operations. Product mix now positively shifting with commencement of the pharmaceutical salt plant and resumption of in-house CO_2 production—expected to further improve profitability in H2 FY26.

•Targeting breakeven (PAT) in the second half as new projects ramp up and cost optimization measures materialize.

Kenya Operations

•Volumes slightly lower due to customer shipment timing and reduced local market offtake, expected to normalize in coming quarters.

•Prices remained stable; margins impacted temporarily by weaker domestic sales mix.

•New calciner (50ktpa) commissioned and undergoing trials; product ramp-up targeted in Q2 FY26.

Rallis India

•Reported strong revenue (+22% YoY), volume (+9%), and price (+13%) growth, led by crop care and seed portfolios. EBITDA margin improved to 16%, with PAT doubling YoY.

Strategic and Operational Updates

•Peak capex cycle completed in FY25 (expansions in India, UK, Kenya); FY26 to see ~INR 10 bn operational/maintenance capex across geographies. Limited growth capex planned as projects transition to operational phase.

•Project pipeline rephased:

oIndia soda ash expansion (320kt) to be executed in lower-cost debottlenecking phases; detailed update expected in Q3 FY26.

oUS soda ash expansion paused pending clarity on market conditions; approvals and design work completed and can be quickly restarted.

oUK sodium bicarbonate and pharmaceutical salt projects progressing through qualification/commercialization stage; first visible benefits on run-rate expected in H2.

oSilica expansion in phased manner, with execution started for first tranche.

•Sustainability initiatives continue: renewable energy investments, water conservation, and circular economy projects. Tata Chemicals Magadi recognized for leadership in energy management; Mambattu unit wins EHS awards.

•R&D remains a priority: three major innovation centers, over 200 scientists, 449 patents filed, 176 granted; focus on product/process innovation and customer partnerships.

Management Commentary and Outlook

•Management retains a cautiously optimistic stance: Indian demand continues to grow, supported by robust macro drivers and healthy market absorption despite sluggishness in some end-use sectors.

•US and UK are expected to stabilize; business mix normalization, new project ramp-up, and cost tailwinds to offset pressure from softer global prices and excess supply in short term.

•Kenya and specialty chemicals (silica, pharma salt, bicarb) will contribute incrementally in H2 FY26, enhancing both revenue and margin mix.

•Short-term profitability will be influenced by ongoing price pressures and inventory overhang, with operational efficiencies and cost-saving programs providing cushion.

•Focus remains on customer-centricity, prudent capital allocation, and strengthening core and specialty portfolios for long-term growth.

Sharda Cropchem Ltd – Q1 FY26 Earnings Call Key Takeaways
CMP INR 1,087 | Market Cap INR 98 bn

Outlook

Sharda Cropchem enters FY26 on a strong footing, anchored by improved demand, a healthy registration pipeline, and stable cost dynamics. The company's diversified portfolio, focus on new product launches, and robust presence in key geographies (especially Europe) underpin growth prospects. Margin guidance is backed by both operational leverage and prudent management of forex and input costs. While freight challenges and macro factors pose risks, management remains confident in sustaining double-digit revenue growth and healthy margins. Capital allocation remains conservative with an emphasis on shareholder returns and business resilience.

Industry & Business Environment

Agrochemical market recovery: Signs of global agrochemical demand revival with improvement in pricing and normalization of distributor inventories.
Favorable conditions in Europe: Strong growth attributed to good weather driving agriculture demand in European markets with robust sectoral recovery.

Stabilization of costs: Input costs have stabilized, resulting in margin expansion, especially as global container freight rates rose due to geopolitical disruptions.

No evidence of pre-buying: Management clarified growth was not due to upfronting of sales; customer purchase patterns remained largely normal.

Financial Performance

Revenue growth: Q1 FY26 total revenue at INR9.85billion, representing 25% YoY growth, with agrochemical sales at INR8.46billion (+25% YoY) and non-agrochemical sales at INR1.39billion (+31% YoY).

Volume growth: Total volume rose 13% YoY in Q1. European region volumes up sharply, supporting consolidated growth.

Margin expansion: Gross margin expanded to 35.5% (+630bps YoY, highest in recent quarters), largely due to recovery in the European region, improved volumes, and favorable forex movement.

EBITDA & PAT: EBITDA reached INR1.42billion, up 67% YoY; EBITDA margin at 14.4%. Profit after tax surged to INR1.43billion, marking a 424% YoY increase.

Forex benefit: Significant forex gain (over INR700million) from EUR/USD appreciation, as ~45% of sales are Euro-denominated while sourcing remains largely in USD.

Working capital improvement: Working capital days reduced to 100 days (down 18 days QoQ), with cash & liquid investments at INR7.91billion as of June 30, 2025.

Capex update: Q1 capex at INR1.14billion; full-year capex planned at INR4–4.5billion to support new registrations and product launches.

Debt-free status retained.

Operational & Segmental Highlights

Agrochemical performance: Growth led by both demand expansion and price/forex tailwinds; Europe remains the key contributor.

Non-agrochemical business: Volume growth (+59% YoY) was notably higher than value growth (+31% YoY), ascribed to product mix skew toward lower value SKUs. Operating margins in this segment remained stable at 21–23%.

Geographical split: Region-wise Q1 gross margins: Europe at 43%, NAFTA at 26%, Latin America at 28%, and Rest of World at 26.5%.

Registration pipeline: Total product registrations at 2,981 as of June 30, 2025; 1,021 applications pending approval. Europe leads with 1,660 registrations.

Top molecule concentration: Top 10 molecules contributed 36% of revenue in Q1 FY26, reflecting moderate portfolio concentration and a healthy pipeline.

Management Remarks & Strategy

Growth drivers: Management attributes revenue and margin growth to market recovery, product portfolio strength, and efficient cost management.

Guidance: FY26 revenue growth guided at 15% with EBITDA margin range of 15–18%, underpinned by stable gross margins (35–36%) and persistent demand trends.

No adverse inventory effect: Margin sustainability anchored by business stability, normalized inventory levels, and absence of large-scale restocking or cancellations.

Dividends & capital allocation: Willingness to enhance payout ratios given strong cash generation and robust balance sheet.

Risks & Headwinds

Freight & logistics: High container freight costs due to global conflicts (e.g., Red Sea, Middle East geopolitics) could impact supply chain efficiency and cost base.

Tariff impact manageable: Incremental tariffs on Chinese imports seen as manageable, with ability to largely pass on costs to customers, particularly in the US market.

Product mix volatility: Lower realization seen in non-agrochem due to higher share of low-value products, but margins remain stable due to disciplined cost controls.

Coromandel International Ltd – Q1 FY26 Earnings Call Key Takeaways
CMP INR 2,443 | Market Cap INR 720 bn

Outlook
Coromandel International enters FY26 in a position of strength, showing resilience amid global supply disruptions and sharp commodity price movements. Its successful backward integration, digital and operational excellence, and expanding bio and specialty businesses have driven margin expansion and positioned it as an industry leader. Market diversification beyond South India is tracking well; additional capacity coming online will support further growth. The pipeline of new product launches, successful integration of NACL, and ongoing capex provide strong earnings visibility. Management remains confident of sustaining >INR5,000/ton manufacturing EBITDA margins. Continued government subsidy promptness and supportive policy environment remain key watch factors. The outlook is constructive, subject to input volatility and regulatory developments.

Business Environment & Sector Trends
The company benefited from a strong start to the southwest monsoon, with rainfall at 105% of long-term average and improved reservoir capacities (South India at 70% vs 48% last year)1.

Crop sowing is ahead: 70% of kharif sowing completed (INR70million hectares vs. a typical 109million hectares kharif season)1.

The government has continued to support agriculture with higher minimum support prices for kharif 2025 and income transfer schemes; new initiatives aim at boosting productivity and credit access in low-performing districts1.

Fertilizer input prices globally, especially for DAP and phosphates, remain elevated with tight supply due to limited Chinese exports. India secured long-term DAP imports from Saudi Arabia to mitigate this risk1.

Domestic NPK segment showing robust growth (+34% YoY), while farmer preference continues to shift towards balanced nutrition1.

Financial Performance
Consolidated total income for Q1 FY26 stood at INR71.26billion, up 49% YoY, driven by higher subsidy rates and volume growth in all segments1.

EBITDA for Q1 FY26 reported at INR7.82billion, a 55% YoY increase. This was attributed to volume expansion, higher subsidy realization, and margin uptick in crop protection1.

The subsidy component comprised 83% of business this quarter. Government has been prompt in subsidy disbursals; INR1,300crore (INR13billion) subsidy received in Q1 with INR2,911crore (INR29.11billion) outstanding as of June 301.

Inventory gains contributed positively in Q1, but offset by higher input prices – largely normalized at an annualized level1.

Operational Highlights

Operating plants at 100%+ utilization; Q1 volumes up 6% YoY for NPK/DAP. Granulation projects and backward integration (phosphoric/sulphuric acid) tracking well, with new Kakinada unit commission targeted for Q4 FY261.

BMCC (Senegal) ramped up to 300,000–400,000 tons/year in first operational year; stake increased to 71.5% for greater rock phosphate security, targeting up to 800,000 tons in coming years1.

Record primary sales of 1.1million tons in Q1 (+31% YoY), market share in NPK nearing 18%1.

Specialty nutrient business volume increased 12% YoY, organic fertilizers up 29% YoY, and Nano DAP launch progressing with pan-India field demos and farmer education1.

Crop Protection & Bio Segment

Crop protection revenue up 31% YoY to INR7.25billion; segment EBIT up 77% to INR1.11billion; bio segment revenues doubled YoY thanks to demand from the US and Europe1.

Ten new products launched in Q1, with enhanced focus on new molecules, in-licensing, and domestic branded formulations. Domestic formulations volume grew 33% and exports by 20%; bio-pesticide export volumes doubled1.

Integration of NACL—pending SEBI clearance—will further strengthen the portfolio and capacity in formulations and new molecules1.

Strategic Initiatives & Capex

Ongoing capex (INR20billion committed) directed at backward integration, new capacity (granulation/MPP), and retail expansion1.

Company will maintain a net debt/EBITDA conservative policy but remains open to long-term debt to fund strategic investments as interest rates remain attractive1.

Pilot door-to-door e-commerce delivery of agri-inputs scaled up via digital platforms for enhanced farmer engagement and “sticky” customer base1.

Intellect Design arena - Q1FY26 Concall KTAs-Arihant Capital
CMP INR 1036 | Market Cap INR 144 Bn

Outlook: Expects strong growth in FY26, expecting sustained momentum in both revenue and profitability, with EBITDA margins expected 20%-25%. It has earmarked an investment of INR 1200–1300 Mn for its core platform, Purple Fabric in Q1FY26, having already spent INR 100 Mn in Q1, with further phased investments planned beyond FY26.Purple Fabric is gaining traction through advanced discussions with potential clients 39 in Europe, 16 in the US, and 20 in India primarily from Tier-1 banks, insurers, and regulatory bodies, especially in the UK. Given the higher profitability in the UK and Europe compared to the US, the company intends to concentrate its efforts in those regions, followed by the US and Canada. Over the next three to five years, it aims to scale its revenue to INR 400 Bn & profits to around INR 100 Bn, driven by enhanced engagement with its Top 50 clients, global expansion, adoption of AI, and a well-aligned product portfolio. We remain positive on the long-term outlook

In Q1 FY26, collections stood at INR 5,860 MN, down from INR 7,120 MN in Q4 FY25, while DSO (excluding contractually not due and GeM) increased to 132 days from 110 days due to temporary delays in collections, which are expected to normalize in the coming quarters.

Cash and cash equivalents as of June 30, FY25, stood at INR 9,760 MN, compared to INR 10,210 MN in the previous quarter.

Revenue mix was diversified across currencies: USD 45%, INR 12%, GBP 14%, Euro 6%, CAD 13%, and others 10%.

Platform revenue rose to INR 1,260 MN from INR 790 MN QoQ, showing strong traction.

license revenue declined to INR 1,290 MN from INR 1,740 Mn, and AMC revenue stood at INR 1,340 Mn versus INR 1,380 Mn in Q4.

Total license-linked revenue (License + Platform + AMC) was largely steady at INR 3,890 Mn against INR 3,920 Mn. The annualized recurring revenue (ARR) reached INR 10,410 Mn.

Total deal pipeline increased to INR 113 BN in Q1 FY26 from INR 102 BN in Q4, with 239 opportunities contributing INR 92 BN.

Destiny deals rose to 95 in Q1 FY26 from 86 in Q1 FY25 and 93 in Q4 FY25, with an average deal size of INR 620 MN, comprising 70% of total opportunities.

Won 3 and lost 1 deal in the INR 500+ MN range, while deal activity in other bands included a mix of wins and losses.

Deal size bands showed growth with 26 opportunities in the INR 500+ MN segment (up 1 QoQ), 31 in the INR 300–500 MN band (flat QoQ), and 38 in the INR 200–300 MN range (up 1). The flagship eMACH.ai platform secured 17 new deals and completed 15 go-lives in Q1.

Tier-1 Canadian bank selecting eMACH.ai for its US operations its first deployment in the US & a major deal with a San Francisco-based financial firm for global liquidity management.

A top KSA bank also awarded a strategic deal to de-risk IT operations. Purple Fabric, the company's AI-driven platform, has seen strong initial adoption, with 50+ bootcamps and over 5,000 participants in just 60 days, signaling strong near-term deal conversion potential.

Acquisition of Central 1 Credit Union's digital banking operations added 160+ customers and an annual revenue run-rate of over INR 2,000 Mn with margins in line with the overall business.

Several experienced professionals have been onboarded to lead key verticals including Credit Union, Purple Fabric, and growth initiatives

Aurum PropTech Limited | Q1 FY2026 Earnings Conference Call
CMP: INR 196 | MCAP: 13,890 mn

Outlook:
Aurum PropTech Limited is poised for accelerated growth, leveraging its recent INR 3412.9 mn rights issue to double organic revenue in the next 2-3 years. The strategic PropTiger acquisition and validation from REA Group's investment are expected to significantly boost its distribution capabilities and integrate synergies across its rental and capital segments. With the SM REIT registration laying the groundwork for a new revenue stream, the company aims for operational break-even by FY27-28, driven by a commitment to tech-led disruption and a balanced ecosystem in Indian real estate.

Financial Performance
• Revenue Projections: The company projects a 38% CAGR in revenue for the next three years, aiming for INR 5500 to 5750 mn in revenue by FY27 to achieve operational break-even (EBITDA level).
• Q1 FY26 Consolidated Results:
• Revenue from operations: INR 680.40 mn
• Total income: INR 769.6 mn .
• Loss before tax: INR 107.8 mn (compared to INR 90 mn in Q4 FY25 and INR 137.4 mn in Q1 FY25).

Rental Segment:
o Contributed 70% of total revenue from operations (INR 478.4 mn).
o Income from rental businesses (Hello World and Nestaway) grew 31% year-on-year, standing at INR 480 mn.
o Hello World achieved a blended occupancy of 77% across 230+ properties and 17,900 rental units.
o Experienced a 50% surge in short-stay revenue.
o Customer service turnaround time significantly reduced from 8 days to 2.2 days.
o Nestaway improved operational efficiency and narrowed losses, launching a digital resale platform.
o This segment is a consumer tech business requiring expenditure on marketing and operations to reach a steady state.
o Rental businesses are seasonal and cyclical, with expected upticks in Q3 and Q4.

Distribution Segment:
o Generated INR 188.8 mn in revenue and made a profit of INR 17.9 mn.
o Witnessed growth with multi-product adoption and new market expansion.
o AUM Analytica, part of this segment, reported INR 130 mn in revenue, a 64% year-on-year uplift, selling 75,000+ leads to 120+ active clients across 230+ projects.
o With the PropTiger acquisition, the revenue contribution in coming years is expected to balance between rental and distribution, with both contributing 45% each.

Other Highlights:
Aurum PropTech is making significant strides, backed by strong financial maneuvers and strategic expansions:
• Capital Boost & Growth Trajectory: A INR 3412.9 mn rights issue provides substantial capital, aiming to double organic revenue in 27-30 months. This signals an aggressive growth phase.
• Pioneering SM REIT Platform: As an early mover, Aurum's subsidiary, Amsaa Investments, secured SEBI's SM REIT registration. The plan is to strategically launch the first scheme in Q4 FY27 or Q1 FY28, with the ambition to become India's largest SMREIT platform within three years.
• Strategic PropTiger Acquisition: The acquisition of PropTiger (a tech-enabled real estate sales firm) is a game-changer. It significantly expands Aurum's distribution network with 300+ developer relationships. While PropTiger has incurred past losses, Aurum aims for profitability within 12-18 months by leveraging synergies across its rental, distribution, and capital businesses.
• Global Validation via REA Group Investment: REA Group, a leading global PropTech company, becoming a 5.5% strategic shareholder is a powerful endorsement of Aurum's potential and the Indian PropTech market.
• Clear Vision for the Future: Management is focused on long-term value creation through tech-led disruption, aiming for a more balanced and robust business model across its rental, distribution, and capital segments, powered by data and AI.

Sky Gold & Diamonds Ltd -Q1FY26 KTAs
CMP: INR 302 | Market Cap: INR 44 Bn

Key Highlights

- Revenue grew 56% YoY to INR 1,131 crore (vs. INR 723 crore in Q1 FY25), driven by strong Akshaya Tritiya sales, new customer additions, and premium lightweight offerings.
- EBITDA stood at INR 71 crore (up 91% YoY); EBITDA margin expanded to 6.3% (vs. 5.2% YoY).
- Production volume averaged 456 kg/month (up 30% YoY); guidance maintained to exit FY26 at 650 kg/month.
- Export revenue stood at INR 131 crore (~12% of total revenue); exports are expected to reach 17–20% of revenue in FY26 and 25% in FY27.
- Advanced gold model being scaled across more customers to enhance margins and reduce working capital; targeted share: 7.5% in FY26, 10% in FY27.
- New clients onboarded: Reliance Retail, PMJ Jewels (Hyderabad), Kalamandir; increased wallet share with Aditya Birla, CaratLane, and P.N. Gadgil.
- Export push to be supported by a new wholly owned subsidiary in Dubai (acquisition cost: INR 12 lakh) and the existing office in Kerala.
- Job work share increased to 5% (vs. 1–2% earlier), adding directly to margins; largely driven by CaratLane and Reliance orders.
- Secured Gold Metal Loan limits of INR 90 crore (out of INR 194 crore sanctioned); GML rates cooled to ~4%, aiding margin expansion.
- Working capital metrics improved: Debtor days reduced from 38 to 32, Inventory increased to INR 550 crore due to delayed dispatches for Dubai and Kerala; expected to normalize shortly.
- Working capital cycle target: 52–55 days by FY27.
- Q2–Q4FY26 monthly volume guidance: Q2: ~580 kg/month, Q3: ~630 kg/month, Q4: ~650 kg/month
- Export volume ramp-up underway: Q1: 40 kg exported, Q2 target: 100 kg, Q3/Q4: 150–200 kg per month
- Consolidated capacity: 1,050 kg/month (750 kg at parent; ~300 kg across subsidiaries, including Ganna N Gold at 150 kg/month).
- FY26 revenue guidance: INR 5,400 crore (excluding Ganna N Gold); FY27 target: INR 7,600 crore.
- EBITDA margin guidance: 6.2–6.3% in FY26; PAT margin guidance: 4.25–4.5% by FY27.
- FY26 is expected to be negative on operating cash flow due to inventory build-up; the company expects to turn positive in FY27.
- Export gold sourcing from Dubai will be margin accretive due to price discounts vs. Indian gold, and regulatory compliance is in place.

Titan Company Ltd– Q1FY26 KTAs
CMP: INR 3463 | Market Cap: INR 3074 Bn

Key Highlights

- Titan is acquiring a 67% stake in Damas Jewelry (EV: ~AED 1 billion / INR 2,400 crore), marking a landmark global foray to expand beyond India and the South Asian diaspora.
- The move provides direct access to the large Arab jewelry market in the GCC, especially the UAE and KSA, complementing Titan's existing Tanishq presence in the region.
- Damas is a well-known, #1 recall brand in the UAE, with a loyal Arab consumer base and deep regional legacy. Titan's prior familiarity with the brand helped build confidence in integration.

Market Opportunity in GCC

- The GCC is a high-margin, accessory-driven jewelry market, where diamond and premium gold jewelry dominate. Making charges are often 40–50%, unlike India's itemized pricing.
- UAE offers scope for better retail performance at existing stores, while KSA is a large, underpenetrated, unorganized market with formalization tailwinds from social reforms.
- Lab-Grown Diamonds are nascent in the region. Damas's LGD brand, Gaia, complements its natural diamond line and opens up synergy opportunities.

Damas Business Focus and Repositioning

- Damas's revenue between 2019–24 was flat due to COVID-led store rationalization and pressure on its non-Arab (South Asian) segment.
- The new strategy is to focus on Arab ethnic and premium customers, with the 110-store "signature network" growing 12–14% YoY.
- Lower-margin stores targeting South Asians will be converted to Tanishq, closed, or realigned to support Tanishq merchandise.

Financial Impact and Funding

- Titan will finance the deal through its overseas subsidiary, raising ~INR 1,200 crore via debt at ~6% cost.
- Cash outflow will be lower than 67% of EV after adjustments.
- Earnings impact: CY25 will be a restructuring year, CY26 EPS dilutive, CY27 neutral, and EPS accretive from CY28 onwards.
- Damas currently has 2–3% EBITDA margins, but Titan expects to improve this significantly through better merchandising, stocking, and sourcing synergies.

Synergies, Integration, and Global Outlook

- Titan will bring its retail ops, customer focus, and sourcing scale to improve Damas's profitability and growth.
- Cost synergies include consolidated sourcing, shared marketing, GML benefits, and operational efficiency.
- Damas will operate as an independent subsidiary with its own leadership, ensuring focused execution.
- The acquisition is seen as the first major global step, with future international expansion contingent on successful integration and performance of Damas.
- The deal also enables cross-learning for Titan's India operations, exposing teams to international designs, premium formats, and luxury partnerships.

Sai Silks (Kalamandir) Ltd – Q1FY26 KTAs
CMP: INR 185 | Market Cap: INR 28 Bn

Financial Highlights
- Revenue rose 42% YoY to INR 379 crore (vs. INR 267 crore last year), driven by strong consumer demand and a favorable wedding season.
- Gross margin improved to 42.07% (vs. 41.26%), aided by a better product mix and premium sari sales.
- EBITDA surged 200% YoY to INR 57 crore; EBITDA margin stood at 16%+ in Q1 (vs. 14–15% in FY24).
- Same-Store Sales Growth (SSSG) was 29% overall, with mature stores (opened before March 2024) delivering 4–4.5% SSSG.

Key Highlights
- A favorable wedding calendar and early onset of festivals (Dussehra in Q2) boosted footfalls, particularly in bridal and festive wear.
- Strong demand across premium and mid-range ethnic wear, with cultural and lifestyle tailwinds in South India.
- Saree segment remained the flagship product and core revenue driver, with strong traction expected in the upcoming festive/wedding season.
- Enhanced offline presence and revival of customer sentiment contributed to robust performance.

Store Expansion & Strategy
- Opened one new Varaha Lakshmi Silks store in Q1; total retail footprint reached 7.27 lakh sq. ft. across 69 stores in 20+ cities.
- Targeting 65,000 sq. ft. new retail space in FY26, with 28,000–30,000 sq. ft. additions by Q3 despite delays due to monsoons in Andhra & Telangana.
- Long-term goal: 8–10% annual expansion of retail space, funded largely via internal accruals due to improved working capital.
- Store maturity cycle is 13–20 months; 53 out of 69 stores are in the mature category.
- New stores in Tamil Nadu clock INR 30,000/sq. ft. annualized sales, expected to reach INR 45,000–50,000 over time.

Brands, Formats & Product Strategy
- Kalamandir stores saw positive SSSG, supported by stock refresh, inventory optimization, and vendor collaboration; no closures planned.
- Wali Silks (new format) targets low-priced silks and fancy sarees, with 3,000–4,000 sq. ft. compact stores, 20–25% lower capex, and a digital-first marketing model.
- Focus remains on women's ethnic wear, with sarees being the mainstay. Other categories like men's ethnic wear and kids' wear are positioned for "value-for-fashion" rather than brand-heavy growth.

Outlook, Margins & Operations
- FY26 topline growth target: ~15% YoY, with similar growth expected over the next 3–5 years.
- EBITDA margin aspiration: 17.5% (short-term) and ~20% by FY27, supported by positive SSSG and operating leverage.
- Target to reduce inventory days from 180 to 130–135 days by FY27.
- Advertisement & promotion spend was lower in Q1 due to high spends in Tamil Nadu during Q3 & Q4 last year.
- Strong festive and wedding demand in Q2 & Q3 FY26, with marketing and product positioning already underway.

Sobha Limited Q1 FY26 Key Takeaways
CMP - INR 1614 | Mcap – INR 172 Bn

Financial Performance

- Achieved highest-ever Pre- sales of INR 20,788 Mn, crossing INR 20,000 Mn for the first time.
- Sales Volume & Realisation sold 1.44 mn sq ft at an average realisation of INR 14,395 per sq ft.
- Collections: Total collections reached INR 17,780 Mn (+15% YoY), with real estate at INR15,990 Mn (highest ever).
- Operational Cash Flow: Generated INR 3950 Mn; net cash flow post-finance, land, and capex was INR 568 Mn.
- Debt & Cash: Gross debt at INR 26,090 Mn, cash balance at INR 17,060 Mn. Average interest cost reduced to 8.86%, with further reductions expected.
- Total Income: Recorded INR 9110 Mn (real estate: INR 6,900 Mn
- Profit Before Tax at INR 730 Mn (8.1% margin), Profit After Tax at INR 136 Mn (1.5% margin). Margins impacted by delayed Occupancy Certificates for five Bangalore projects worth INR 6500 Mn; PBT would have been INR1500 Mn with OC recognition.
- -INR172,450 Mn of unrecognised revenue from sold units, potentially yielding INR10,000–INR 11,000 Mn crores quarterly over the next four years.

Operational Highlights

- New Launches: Launched 1.62 mn sq ft across two projects: Shoba Oram (Greater Noida, first project in the area) and Marina One (920,000 sq ft). Shoba Oram saw strong demand, with ~80% sold (INR 8330 Mn sales value).
- Project Completions: Delivered 1.07 mn sq ft (594 homes), with 4–4.5 mn sq ft targeted for the remaining FY26.
- Inventory: 11.55 Mn sq ft, with a potential sales value of ~INR170,000 Mn.
- Project Pipeline:
- Residential: 17.67 Mn sq ft across 17 projects in nine cities.
- Commercial: ~7 Mn sq ft across operational cities.
- Additional 23.53 Mn sq ft planned for future projects.
- Process Improvements: Declared results within a month of quarter-end, a first in 15 years, due to enhanced processes.

Other highlights

- Margin Growth: Significant margin improvement expected from Q2 FY26, with new projects sold in the last two years targeting 33% project-level EBITDA margins.
- Cash Flow Visibility: INR 247,520 Mn of future cash inflow expected from completed/ongoing projects, with INR136,610 Mn cost to complete, yielding INR 110,910 Mn marginal cash flow over 4–5 years. Additional INR 70,000 Mn expected from forthcoming projects (18.38 Mn sq ft) over 5–6 years.
- Presales Guidance is targeting 30% presales growth over FY25, aiming for INR100,000 Mn in FY27.
- Operating Cash Flow: On track for a 10% increase in FY26.
- Project Launches (FY26): Plans to launch 8 Mn sq ft (INR100,000 Mn sales potential), with 50% of FY26 sales from new launches and 50% from inventory. Key markets include Bangalore (three small projects), Gurugram (large projects), Greater Noida, Pune, Chennai, and Kerala (Trivandrum, Calicut). Mumbai's first phase (~150,000 sq ft) also planned.
- Ticket Size: Upcoming launches tilted towards projects with ticket sizes <INR 30 Mn.

- Strong demand in Greater Noida (limited supply), stable demand in Kerala, Bangalore, and Gurugram, driven by end-users.
- Business Development: Focus on Bangalore, NCR (Noida/Greater Noida, Gurugram), and Mumbai for long-term growth; Kerala, Hyderabad, Chennai, and Pune remain key. Exploring government and private land opportunities in Noida/Greater Noida.
- Mumbai strategy is to entry with smaller projects (~150,000 sq ft) to understand the market, with larger projects planned based on opportunity and funding.
- All loss-making contracts completed except one ongoing civil project in Bangalore. New electrical and plumbing projects underway, with margin concerns addressed.
- Higher Q1 central overheads and advertising due to IT licenses, insurance, and re-categorised project costs; expected to moderate. Sales and marketing expenses to rise with increased sales, impacting P&L until revenue recognition.
- Land Deployment: INR 2800 Mn cash outflow for consolidating prior land deals, not new acquisitions.
- Paid post-20% customer payment and agreement signing; treated as project cost for owned land (recognised at completion) or expensed quarterly for joint developments.

Arkade Developers Limited Q1 FY26 Key Takeaways
CMP: INR 163 | Market Cap: INR 30,200 Mn

Financial Highlights

- Revenue recorded INR1,650 Mnin Q1 FY26, up 32% YoY from INR1260 Mn in Q1 FY25.
- Profit After Tax stood at INR 290 Mn, with a 17% PAT margin, driven by strong pre-sales and operational efficiency.
- Achieved highest-ever presales of INR 1420 Mn (+17% YoY) with 48,000 sq ft sold (+27% YoY).
- Collections reached INR 1700 Mn , reflecting a 42% YoY increase.

Key Highlights

- Project Acquisitions:
    - Goregaon West (Filmistan): Acquired a 4-acre land parcel with a Gross Development Value (GDV) of INR 32,000 Mn, targeting uber-luxury 3.5 BHK residences and penthouses.
    - Thane: Entered with a 6.28-acre land parcel, GDV of INR 20,000 Mn, diversifying the portfolio.
    - Bandra: Secured a 1.1-acre redevelopment project with a potential revenue of INR 3,500 Mn.
- Execution Excellence: Maintained reputation for ahead-of-schedule delivery, ensuring faster revenue recognition and lower holding costs.
- Project Pipeline: Focused on premium housing in high-demand MMR suburbs (Mulund, Bandra), with the Bandra project set for Q2 FY26 launch.
- Inventory: Strong sales velocity with no specific unsold inventory details provided, but robust pre-sales indicate efficient liquidation.
- Increased competition in redevelopment has raised acquisition costs, and flat price appreciation (0–10% in the last 6–9 months) has squeezed margins, though absolute profits have risen.
- Utilizes aluminium formwork shuttering for RCC work to reduce slab cycles, enhancing delivery timelines. Strong execution team and streamlined approval processes further boost efficiency.
- Balanced focus on greenfield and redevelopment projects, with no immediate plans for South Mumbai (e.g., Worli) but open to high-value opportunities meeting criteria (minimum INR500 crores topline per acre).

Outlook

Arkade Developers remains optimistic about FY26 growth, driven by a strong project pipeline, focus on redevelopment (65% of GDV), and greenfield projects (35% of GDV). The company aims for INR 100,000 Mn topline by FY27–FY28, with EBITDA margins stabilizing above 30% and PAT margins around 20%. Strategic expansion in Thane and western suburbs, coupled with disciplined execution, will strengthen its position in Mumbai's premium real estate market.

Laurus Labs Ltd– Q1FY26 Concall Highlights
CMP: INR 839 | Market Cap: INR 452.21 Bn

Outlook
Laurus Labs is aimed for robust growth in FY26 driven by strong CDMO performance, strategic capacity expansions in fermentation, gene therapy and formulations and a stable generics business. Continued investment in R&D and long-term partnerships will further enhance its pipeline and market position.

Financial Highlights
- Revenue stood at INR 15,700 Mn down by 31% YoY and down 9% QoQ basis.
- EBITDA stood at INR 3,890 Mn reflecting 127% YoY and down 18% QoQ basis.
- PAT stood at INR 1,630 Mn reflecting 1,154% YoY and down 30% QoQ basis.

Capacity Expansions
- Microbial Fermentation Facility (Phase-I): A new greenfield project in Vizag to build a fermentation facility with over 400 kiloliters of capacity. Expected to be operational by the end of 2026.
- Gene Therapy and Antibody Drug Conjugate Facility: A Good Laboratory Practice facility at Shamirpet to support advanced therapies.
- Finished Formulation Facility: A joint venture with Krka in Hyderabad to manufacture finished drug products. These investments will help Laurus Labs scale up new technology areas and meet growing customer demand.

CDMO Business Highlights
- The CDMO division performed strongly with INR 4,930 Mn in sales showing significant growth.
- Growth was driven by: Deliveries of mid- to late-stage NCE projects, Increased sales from new manufacturing facilities.
- The project pipeline is strong with over 110 active projects: 90+ in human health and 20 in animal health and crop sciences.
- Investing in capabilities to handle complex molecules especially peptides to meet market demands.

Laurus Bio (Large Molecule CDMO)
- Sales: Reported INR 290 Mn in Q1 which was flat compared to last year due to customer-specific scale-up challenges.
- They are working on building a diversified pipeline across different segments and customers.
- Discussions are ongoing for long-term partnerships with new and existing CDMO partners, leveraging their engineering platform.
- The new commercial-scale fermentation facility in Vizag is under construction to boost CDMO service capabilities.

Generics Business
- The generics division grew by 12% with sales of INR 10,480 Mn.
- Growth was driven by: Higher volumes in Antiretroviral drugs and sales in developed markets and execution of contracts signed last year improving capacity utilization.

Research & Development
- R&D spending the product pipeline and improving delivery for generics and CDMO projects. in Q1 was 4.3% of sales amounting to INR 680 Mn, a 6% increase from last year.
- The focus is on strengthening

Pondy Oxides and Chemicals Ltd- Q1FY26 Concall Highlights
CMP: INR 1,098 | Market Cap: INR 33 Bn

Outlook

Pondy Oxides is targeting strong, sustainable growth—aiming for over 15% volume CAGR and 20%+ growth in revenue and profitability with EBITDA margins to stay above 7% and ROCE above 20%. It is also executing expansion plans like lead capacity, copper and aluminium scale-up, R&D setup positioning itself to meet its strategic 2030 vision of enhanced value creation and margin improvement.

Financial Highlights

- Revenue stood at INR 5,960 Mn up by 36% YoY and 15% QoQ basis.
- EBITDA stood at INR 430 Mn reflecting 82% YoY and up by 58% QoQ basis.
- PAT stood at INR 2,80 Mn reflecting 90% YoY and up 53% QoQ basis.
- EBITDA per Ton of Lead: EBITDA per ton of lead increased significantly by 48% to INR 16,898 per ton on YoY basis.

Future Outlook and Guidance

- PCL is on track to achieve its long-term strategic objectives for 2030, focusing on value creation and sustainable growth.
- Targeting over 15% volume growth CAGR.
- Expecting revenue and profitability growth of over 20%.
- Aiming for EBITDA margins above 8% and ROCE greater than 20%.
- Margin Projections
- For FY26, expects EBITDA margins to remain above 7% on average.
- Volume Targets
- For FY26, Targeting lead production of about 120,000 tonnes.
- Going forward, they aim to reach 160,000 tonnes capacity from the smelting side.

Strategic Business Updates

- Lead Production Capacity Expansion
- PCL is undertaking a two-phase expansion of its lead production capacity at the Thervokandigai plant adding a total of 72,000 tonnes per annum.
- Phase 1 (36,000 TPA) began commercial production in Q1 FY26. This plant operated at about 40-45% capacity utilisation in Q1 FY26 and this is expected to increase to around 70% in coming quarters.
- Phase 2 (another 36,000 TPA) is planned for commissioning in H2 FY26 with an estimated Capex of approximately INR 200 Mn.

Research & Development Facilities

- PCL plans to set up R&D facilities to create more value-added products for both current and new product lines, aiming to improve the company's revenue and profit.

Copper Segment Growth

- Capacity utilisation for copper more than doubled leading to a significant increase in production and sales.
- The copper segment is relatively new and margins are expected to improve as efficiencies increase and more value-added copper products are added.
- At peak utilisation, current copper capacity could generate revenues of around INR 6,500-7,000 Mn.
- Copper capacity is currently about 6,000 MT and will be scaled up to 12,000 MT by the end of FY26. They aim for 90% utilisation of this capacity in FY27.

Plastic Segment Restructuring

- The plastic segment is currently operating at a slight loss primarily due to administrative overheads and rent from being on leased premises.
- Plans to move the plastic operations to its own premises in the next quarter which will save a substantial amount in rent approximately INR 17 lakhs per month making the segment profitable.

Aluminium Segment Development

- Progress is being made in the aluminium segment expects to see revenue contributions in Q2 FY26.
- They are evaluating new product profiles for aluminium that are linked to their existing products. The aluminium business was previously challenging due to inability to hedge raw materials.

Future Plans

- Mundra plant is planned for the FY27.
- For lithium-ion battery recycling, they are in discussions with technology partners to identify the best chemistry.

Capex

- PCL invested INR 80 Mn in capex during Q1 FY26.
- They plan to invest an additional INR 420 Mn over the 9M FY26.

Bajaj Finserve – Q1FY26 Concall KTAs
CMP 1985 | Market Cap INR 3.17 trn

OUTLOOK

Bajaj Finserv reported healthy net profit growth, primarily supported by strong performance in its lending and life insurance segments. The general insurance business delivered above-industry growth, aided by a lower claims ratio during the quarter. The life insurance business witnessed margin expansion, driving improvement in Value of New Business (VNB). Both insurance subsidiaries continued to maintain robust solvency ratios. Looking ahead, the company aims to scale its retail protection segment, while life insurance growth momentum is expected to strengthen in H2FY26.

Guidance

- The company expects to add 1.4 to 1.6 crore new customers in FY26 in lending business.
- Retail protection business to remain in focus going ahead.
- Agency channel to show improving growth trajectory from H2 FY26 onwards.

Highlights

- Bajaj Finserv saw healthy business growth in its financing business while growth in insurance business was decent.
- Top-line for lending business was driven by AUM growth as margins dipped, life insurance business posted sharp rise in profits value of new business saw good momentum.
- The company posted a consolidated profit growth of 26.6% YoY in Q1 FY26.

BAJAJ FINANCE LIMITED

- Net total income increased by 21% YoY to INR 126.10 bn during the quarter.
- Loan losses for the quarter increased to INR 21.20 bn v/s INR 16.85 bn YoY.
- Profit after tax for Q1 FY26 was up 22% YoY at INR 47.65 bn.
- GNPA and NNPA ratios increased 7 bps and 6 bps QoQ to 1.03% and 0.5% respectively.
- Assets under management jumped 25% YoY to INR 4.41 lakh crore for Q1 FY26.

BAJAJ ALLIANZ GENERAL INSURANCE LIMITED

- Gross written premium was up 9% YoY and excluding crop business the GWP growth was 10% YoY and was ahead of industry.
- Growth in core business line like Fire, Marine, Engineering, motor and retail health was above industry in Q1 FY26.
- Market share in Q1 FY26 stood at 6.6% from 6.5% a year ago.
- Claims ratio for the company declined to 71.1% as against 77.1% YoY owing to better claim experience during the quarter.
- The insurer posted underwriting loss of INR 1.16 bn v/s a profit of INR 0.16 bn YoY.

BAJAJ ALLIANZ LIFE INSURANCE LIMITED

- New business premium posted a 9% YoY de-growth to INR 23.16 bn for Q1 FY26.
- Retail weighted received premium was down 3% YoY, retail protection business was up 53% YoY while group protection business was down 7% YoY due to slower lending environment in MFI space.
- Market share in terms of IRNB was down 40 bps YoY to 5.6% in Q1 FY26.
- Assets under management posted a rise of 12% YoY to INR 1.31 lakh crore.
- Product mix (on IRNB basis) stood at, Participating at 22%, Non-par savings at 19%, ULIP at 45%, Protection + Annuity at 14%.
- Persistency (13th month) declined to 82% from 85% YoY in Q1 FY26 and across other cohorts also the persistency declined.

Poonawalla Fincorp Ltd – Q1FY26 Concall KTAs
CMP INR 412 | Market Cap INR 318.99 bn

OUTLOOK

Poonawalla Fincorp reported strong performance with AUM rising 53% YoY to INR 412.7 bn and expects to surpass its 35–40% growth guidance. Net interest income (including fees) grew 13.6% YoY to INR 7.68 bn, supporting profitability. Asset quality remains stable with GNPA/NNPA at 1.84%/0.85% and PCR at ~54%. While NIM may moderate near term due to rising STBL share, the company targets ~9% NIM in 3–4 quarters.

Guidance

- Expecting to surpass earlier AUM growth guidance of 35 - 40%.
- Targeting a Net Interest Margin around 9% within next 3 - 4 quarters.
- Plans to launch 400 new branches by March 2026 and expand dealer network from 3,000 to 12,000.
- Promoters intend to infuse about INR 15 bn via preferential equity issuance.
- Aiming to increase the share of NCDs in borrowings from current 24% to 35% over two years.

Highlights

- Assets under Management grew 53% YoY to INR 412.73 bn with 15.8% quarterly growth.
- Net Interest Income including fees increased 13.6% YoY to INR 7.68 bn supporting profitability.
- Gross and Net NPAs stood at 1.84% and 0.85%, with Provision Coverage at 53.93%, indicating stable asset quality.
- Capital Adequacy at 20.55% (Tier-1: 19.02%) and liquidity at INR 44.65 bn underline financial strength.
- Future AUM growth expected to exceed 35-40% guidance; NIM targeted at ~9% within 3-4 quarters.
- Focus on building a secured portfolio initially, followed by growth in unsecured lending.
- Profit before provisions and taxes stood at INR 3.25 bn, and profit after tax was INR 0.63 bn, indicating effective cost control alongside expansion.
- Credit costs are sequentially improving, supported by a risk-first approach and use of credit bureau data for risk calibration.
- Net interest margin moderation is expected due to portfolio calibration and transitioning the short-term business loan book to lower-yield segments, aligning with strategic risk management

Suryoday Small Finance Bank Ltd – Q1FY26 concall KTAs
CMP INR 132 | Market Cap INR 14.03 bn

OUTLOOK

Suryoday SFB reported 20% YoY growth in gross advances to INR 108.5 bn and a robust 39% YoY rise in deposits to INR 113.1 bn, with retail deposits comprising 82%. Despite healthy business growth, net interest income declined 15.7% YoY to INR 2.47 bn and PAT stood at INR 0.35 bn. The shift toward secured assets is progressing well, with individual loans forming two-thirds of the Inclusive Finance portfolio. Asset quality remains a concern with GNPA/NNPA at 8.5%/5.6%, though CGFMU offers partial risk cushion. Digital deposit traction is improving, and NIM is expected to stabilize by Q2, with slippages likely to moderate from Q3.

Guidance

- Focus remains on MSME, micro-housing sectors, aiming to strengthen secured asset portfolio and deposit franchise.
- NIM anticipated to stabilize starting Q2 2025, with slippages expected to reduce from Q3 onwards.
- CASA ratio is targeted to increase to 20% in coming quarters.

Highlights

- Gross advances grew 20% YoY to INR 108.46 bn, while deposits rose 39% YoY to INR 113.12 bn with retail deposits at 82%.
- Gross NPA at 8.5% and Net NPA at 5.6%, significant coverage through CGFMU credit guarantees.
- Shift from group to individual lending shows positive results, with individual loans making up two-thirds of Inclusive Finance portfolio.
- Introduced individual loans for microfinance customers progressing within the bank's portfolio.
- Challenges persist in microfinance sector asset quality due to over-leveraging among borrowers, with slippages expected to reduce from Q3 onwards.
- CASA ratio stable at 17.7%, with target set at 20% in near term.

Capital SFB – Q1FY26 Concall KTAs
CMP INR 300 | Market Cap INR 13.59 bn

OUTLOOK

Capital SFB delivered steady performance with PAT rising 7% YoY to INR 0.32 bn, while PPOP rose 24% YoY to INR 0.53 bn. Asset quality remained stable with GNPA/NNPA at 2.7%/1.4% and improved SMA at 5.47%. CASA ratio was healthy at 35.9%, and the loan book remains largely secured (99.8%). For FY26, the bank targets 20%+ loan growth, branch expansion across new geographies, and 20–25 new branches. While near-term challenges persist due to Q1 softness, macro pressures, and elevated credit costs, RBI's easing stance and liquidity measures should support funding.

Guidance

- Aiming for over 20% credit/loan growth and an improved Credit Deposit Ratio, focusing on secured lending in MSME and mortgage sectors.
- Plans to add 20-25 new branches and expand into a new state during FY26.

Highlights

- PAT increased by 7% YoY to INR 0.32 bn. Non - interest income surged 38% YoY to INR 0.23 bn, while operating profit rose 24% YoY to INR 0.53 bn. Net Interest Margin remained steady at 4.1%.
- Total deposits stood at INR 91.10 bn, showing a 17.1% YoY increase and a 9.5% rise QoQ. Gross advances reached INR 74.37 bn, up 16.4% YoY and 3.5% QoQ.
- CASA ratio is strong at 35.9% of deposits. The loan portfolio is predominantly secured at 99.8% with zero direct exposure to NBFC microfinance institutions, driven by MSME and loan against property segments.
- Improved cost-to-income ratio to 60.5% from 62.6%.
- The bank currently operates 195 branches across 5 states and 2 Union Territories, with plans to add 20-25 branches and enter a new state focusing on rural and semi-urban areas in FY26.
- RBI rate cuts and liquidity measures anticipated to support deposit growth and broader system liquidity.

Kotak Mahindra Bank Ltd – Q1FY26 Concall KTA's
CMP: INR 2,125 | Market Cap: INR 4,225,229 Mn

Outlook: The bank remains optimistic on long-term growth despite a soft macro environment. While credit costs spiked as stress in MFI and retail CV, Expects normalization from Q2FY26 onwards. Strategic focus remains on expanding secured high-ROE segments, rebuilding the unsecured book gradually, and enhancing digital platforms such as Kotak811. Growth in home loans, gold loans, and SME lending will continue. Cost discipline through tech investments and improving operating leverage are expected to support profitability. Maintains confidence in navigating cyclical asset quality pressures while maintaining strong capital and liability franchise.

Guidance
- Unsecured retail loans expected to reach 15% of total assets, up from current 9.7%, with MFI limited to 3-4%.
- The Credit costs peaked in Q1FY26 and are likely to moderate from Q2FY26, except for retail CV, which may see continued pressure in the near term.
- Margins expected to normalize over 3-4 quarters, post full transmission of repo rate cuts and easing funding costs from reduced SA rates.
- Operating costs to rise temporarily from card and Kotak811 acquisitions, but efficiencies from tech investments to offset over time.
- Retail CV disbursals to be curtailed selectively; other secured segments such as mortgages and gold loans will lead growth.

Financial Highlights
- Standalone PAT was INR 32,820 Mn, down 7% YoY, because of elevated credit costs; consolidated PAT stood at INR 44,720 Mn.
- ROE stood at 11.1% and ROA at 2.03%; NIM dropped to 4.65% from 5.02% YoY.
- GNPA at 1.48%, NNPA at 0.34%; PCR healthy at 77%.
- Slippages were INR 18,120 Mn, mainly from MFI, rural, and CV portfolios.
- CASA ratio stable at 40.9%; CD ratio at 86.7%; Capital Adequacy Ratio at 23% with CET1 at 21.8%.
- The Book Value per share grew 17% YoY to INR 829.
- Operating profit grew 6% YoY, despite margin compression and higher provisioning.
- Deposit base grew 15% YoY, with average deposit growth of 13% YoY and term deposits up 20% YoY.

Other Highlights
- Retail CV stress is concentrated in the goods transport segment; disbursals have been curtailed. Early signs of stabilization expected post-monsoon and festive demand.
- MFI stress peaked in Q1FY26; shift to individual risk-based underwriting model from JLG has improved disbursal quality.
- SME and business banking portfolio remains stable, secured and monitored actively; no fresh stress observed.
- The Kotak811 platform revamp has improved customer acquisition and engagement; new card launches such as Solitaire and Indigo aim to rebuild momentum in the unsecured portfolio.
- Gold loan book grew 30% YoY, despite 20% branch rationalization; 488 focused branches targeted for growth, with strong YOY growth by tech and operations support.
- Savings Account balances shifted from MIBOR-linked to fixed-rate SA. The SA repriced to 2.5%, aiding margin trajectory.
- Personal Loans and newer book segments across MFI and CV are showing better credit behavior, helped by tighter underwriting.
- The Company's subsidiaries reported strong performance, with Kotak Securities posting a PAT of INR 4,650 Mn +16% YoY, Kotak AMC reporting a PAT of INR 3,260 Mn +86% YoY with AUM at INR 3,326,380 Mn, and Kotak Life delivering a PAT of INR 3,270 Mn +88% YoY along with a healthy solvency ratio of 2.4x.
- The Capex cycle remains muted, but mid-market and agri-SME are seeing gradual traction; private capex is still weak. Consolidated off-balance sheet exposure remains controlled; risk-mitigated through granular underwriting.

Coforge-Q1FY26 Concall KTAs

Decent Commentary

H2FY26 is expected to be better than H1 in terms of large deal momentum, with one significant deal already closed in Q1, which will begin to reflect in Q2 performance.

EBIT margin in Q1 was 13.2%, flat QoQ, due to higher amortization and visa costs (elevated in Q1 and Q2).The company will now focus more on EBIT margin rather than adjusted EBITDA.

Operational efficiencies in Q2–Q3 will aid margin expansion. Wage hikes in Q3 will be offset by ~90 bps improvement due to reduced ESOP costs, pushing EBIT margin close to 14%.

Depreciation & Amortization, expected to stabilize going forward.

Both Q2 and the second half of FY26 were very strong, and the business performed incredibly well.

Discretionary budgets remain tight, but Coforge's structured large-deal approach ensures deal solidity despite macro uncertainty.
ESOP costs will decline, supporting margin recovery. One large deal added ~1,000 people, temporarily impacting margin as billing lagged. However, similar Q2–Q3 ramps will help improve leverage.

The Sabre deal in TTH is progressing steadily and will show strong OCF-to-EBITDA alignment.

Banking and Insurance: Continues to show robust demand (32% BFS, 20% Insurance), driven by operational resilience and modernization needs. Strategic retirement of legacy systems is boosting long-term demand.

Cigniti's top three clients are US-based, with strong engagement in North America, including projects involving Pega engineering integrated with AI. The company is also executing Microsoft-related work, reflecting deep technology partnerships. Additionally, a key transformation deal its third largest in recent quartersdemonstrates its growing capabilities in digital engineering. In the Middle East, a significant contract is further expanding its presence across the GCC region, supporting its global growth trajectory.

Cigniti: Merger exchange with Cigniti has been approved and filing is underway with NCLT.Effective date is expected to be April 2025, with minor delays (1–3 months) possible. Integration expenses (~INR 24 Mn) and notional accounting entries (e.g., discounting) are being reflected in P&L.

Cash inflow of $85 Mn and $62 Mn from clients; the remaining was funded via debt, reflected in depreciation.

The company is executing on large deals worth $5,700 Mn in total. One such large deal ramped up in Q1, contributing to stable execution.

Top 5 and Top 10 client relationships remain strong, showing consistent growth and engagement.

OCF to EBITDA, expected to be maintained in the 65–70% range.

Syrma SGS Q1FY26 Quick Concall Highlights
Mcap: INR 126bn | CMP: INR 710

Revenue is expected to grow 30%-35% YoY in FY26E.

EBITDA margins are expected to be 8.5%-9% in FY26E.

Industrial margins are higher for exports and lower for domestic.

The order book is INR 54-55bn in Q1FY26. The order book mix are consumer (25%), Auto (35%-40%), Industrials (25%-27%), Healthcare (8%), and remaining from others.

The land identified for JV and approvals is expected in Aug/Sep-25. It takes 18-20 months to complete the project. Commercial production is expected to start from Q4FY27E/Q1FY28E.

Exports revenue share is expected 25%-27% in FY26E.

PCB Manufacturing's working capital cycle is around 65-75 days.

EMS capex is less than INR 1bn in FY26E.

Smart meter revenue is around INR 500-600mn in Q1FY26 and expected to be INR 2.5-3bn in FY26E.

Railways business is lumpy, and revenue stood at INR 200mn in Q1FY26. Revenue is expected to reach INR 800-1000mn in FY26E.

Capacity utilization stood at 65%-70% in Q1FY26.

ODM content is around 12%.

WC capital days are expected to be less than 65 days going forward.

Filatex India - Q1 FY25-26 Earnings Call
CMP: INR 57.86 | MCAP: INR 25560 mn

Outlook:
Filatex India's outlook for FY26 remains positive, supported by stable domestic demand, strategic capex, and a clear shift toward sustainability and margin expansion. In Q1 FY26, production volume stood at 94,996 MT—slightly lower due to seasonal factors like labour shortages and weaker demand, consistent with typical Q1 trends.

Financials
- Revenue from Operations stood at INR 10,494 Mn, registering a marginal decline of 2.83% QoQ,
- EBITDA improved by 2.69% QoQ to INR 777 Mn, supported by operating efficiency gains
- EBITDA margin expanding to 7.41
- Finance Costs, including foreign exchange fluctuations, increased sharply to INR 148 Mn, which partially offset operating gains.
- Profit After Tax (PAT) was INR 407 Mn, showing a slight decline of 1.05% QoQ.

Market Environment
- Domestic demand remained stable in Q1.
- Export markets remained challenging due to increased imports of yarn from China, leading to pricing and volume pressure for Indian producers.
- Chinese dumping of polyester yarn has reduced significantly due to the implementation of Minimum Import Price (MIP). Filatex is actively engaging with forums to extend MIP protection across more areas.

Operational & Financial Performance
- Q1 is traditionally seasonally weak due to labour shortages and lower demand/production cycles.
- Operational cost savings of INR 60 mn were achieved during the quarter.
- Other income is expected to decline as internal energy generation projects come online in FY26.
- Despite margin pressure in DTY, overall profitability remained stable, supported by cost control and product mix.

Capex & Growth Strategy
- Capex of INR 2,350 Mn is underway, expected to generate INR 4,500 Mn in annual revenue post-completion by Aug–Sep 2026.
- An additional INR 3,000 mn investment in recycling projects, which includes INR 115 Mn for land acquisition.
- Strong belief in the future of recycling: company expects INR 2,800– INR 3,000 Mn revenue per year from this segment.
- Renewable power tie-up done via MOU with Torrent Power.

Product-wise Performance & Margins
- DTY (Draw Textured Yarn): Lowest margin product (~2%), but necessary for portfolio.
- FDY (Fully Drawn Yarn): Adding 28,000 tonnes capacity, with 13% margins – strong profitability driver.
- POY (Partially Oriented Yarn): Margins at ~6%.
- Moving towards textile fabrics and garments for product diversification and value addition.

Borosil Renewables Ltd– Q1FY26 Concall Highlights
CMP: INR 649 | Market Cap: INR 85.8 Bn

Management Commentary - FY26 Guidance
Management is optimistic on strong growth in both sales and EBITDA for FY26, driven by: i) Domestic demand momentum, ii) ASP-led margin expansion, iii) Operating leverage from better utilization, iv) Absence of drag from European losses v) Multiple cost control and value engineering initiatives also expected to support EBITDA margin retention

FY26E domestic demand estimate: ~50 GW, driven by PLI schemes, ALMM mandates, and rooftop/off-grid deployment.
Solar module manufacturing capacity: 90 GW today; targeted to reach 150 GW by March 2027.
Current solar glass capacity in India: 2,300 TPD, equivalent to \~50 GW support capacity — domestic demand expected to outpace supply by FY26-end.
Anti-dumping duty on solar glass imports from China and Vietnam (imposed Dec 2024) reduced import pressure, stabilizing prices.
ASPs for the quarter rose to INR 138/mm vs INR 105/mm YoY, directly supporting margin expansion.
Management expects pricing to remain firm or upward-biased going ahead due to:
- High module installation pipeline
- Continued import substitution
- Capacity constraints in domestic market

Expansion Plans – Brownfield

Board approved a 600 TPD brownfield expansion at the existing manufacturing site.
Land acquisition completed; no regulatory delays expected. Project to be commissioned by Q3FY26–27 (Oct–Dec 2026).

Revised funding structure:
INR 6,500 Mn via internal accruals and equity
INR 3,000 Mn via debt
Expansion aligned to tap rising domestic demand and substitute imports effectively.

Strategic Exit from European Operations (GMB)
GMB, the German step-down subsidiary, filed for insolvency on July,2025, due to:
- Persistent weakness in EU solar glass demand
- Liquidity stress and lack of actionable policy support
- Prior efforts to revive operations by sourcing alternate raw glass and producing tempered glass locally failed due to unfavorable economics.
- Despite policy-level announcements from EU authorities, no tangible support materialized; any future actions are expected to take time to reflect in demand or capacity revival.
- GMB was incurring monthly fixed losses of INR 90 Mn. Management has now fully ceased funding to prevent further capital erosion.
- A full provision of INR 3,259.1 Mn has been made against GMB exposure based on third-party valuation. No recovery expected post liability settlement.
- Management has formally exited Europe to focus fully on the Indian business, where long-term policy support and demand visibility remain robust.

Strong Standalone Operating Performance
Revenue: INR 3,323 Mn in Q1FY26 vs INR 2,418 Mn in Q1FY25, aided by higher pricing and demand.
EBITDA: INR 926 Mn in Q1FY26 vs INR 297 Mn in Q1FY25, also improved from INR 770 Mn in Q4FY25.
EBITDA Margin: 27.8% (vs 12.3% YoY), a significant improvement due to:
Higher ASPs (INR 138/mm vs INR 105/mm YoY)
Reduced impact from low-margin exports
Better operating leverage and cost control
Export Revenue: INR 357 Mn (10.7% of total revenue) vs 5.8% YoY. Declined QoQ (18.9% in Q4FY25), indicating shift in focus to domestic markets.

Trishakti Industries Ltd - Q1FY26 Concall KTAs
CMP: INR 172 | MCap: INR 2.69 Bn

The company is rapidly scaling its presence across infrastructure sectors like mining, ports, and power, while leveraging near-full capacity utilization to target a fleet size of 150 by FY27. Riding strong industry tailwinds from booming government projects to steel sector expansions the company is investing INR 400 Cr through FY28, with a sharp focus on advanced electrical/hybrid and high-tonnage equipment. It saw a 86% QoQ increase in operating income and 1286 bps rise in EBITDA, driven by the low maintenance needs of its new machinery and financed primarily by internal accruals. With aspirations to become India's largest equipment hiring firm, The company aims for revenue of INR 90–100 Cr and operating margins above 60–65%, backed by a globally sourced electric-hybrid equipment leasing fleet.

Operational Highlights
- The company is actively expanding into mining, ports, power plants, and coastal infrastructure sectors as well
- The company is enjoying nearly 100% capacity utilization highlighting potential for inventory growth
- The company is targeting a fleet size of 150 by FY27

Industry Tailwinds
- Government metro, train, and renewable energy projects are surging demand and long-term contracts ensuring more stability
- Focus on steel sector as companies are looking to expand 200-300%, hence fueling equipment demand
- The equipment hiring and leasing market is projected to grow at a CAGR of 16–18% till 2030

Competitive Edge
- The company has earmarked INR 100 Cr for FY26 from its committed INR 400Cr CapEx by FY28
- CapEx focus on expansion with focus on electrical and hybrid equipment that has higher ticket size but significantly better operational efficiency as well
- The company has special emphasis on high-tonnage equipment. These have high barriers to entry owing to ticket sizes of INR 4+ Cr reducing competition (number of peers in high-tonnage equipment are in the lower double digits)

Financials
- EBITDA margins rose by 1286 bps and are expected to be sustainable considering machinery is new and requires low maintenance for first 5 years
- Operating income saw a QoQ increase by 86%
- Investment is financed primarily by internal accruals maintaining low requirement of short-term debt

Guidance
- The Company aims to be India's largest equipment heading company, with the biggest fleet and a portfolio that includes electric and hybrid machines sourced globally.
- They target a revenue growth to INR 90 – 100 Cr, and operating margins surpassing 60-65%

CG Power & Industrial Solutions Q1FY26 Concall Highlights
Mcap: INR 1071.8bn | CMP: INR 680

Outlook: CG Power order book stood at INR 119.71bn (+70% YoY) in Q1FY26. Power segment witnessed strong inflows (+111% YoY) in Q1FY26. The company has implemented 5% price hike for LT motors in Jul-25 to mitigate margin pressures. The PBT margins are expected to be 14%-15% over the medium term. The company expects to ramp up KAVACH installations to 100 per month in the coming months. The company focused on exports for motors, with efforts to establish service centers and distribution networks in Europe, Africa, and other regions. We have a positive outlook on the stock.

Margins
The company is focused on achieving PBT margins of 14-15% in the medium term.

Order book
The order book stood at INR 119.71bn (+70% YoY) in Q1FY26. The order intake stood at INR 47.64bn (+56% YoY) in Q1FY26. Power segment order inflows stood at INR 34.95bn (+111% YoY) in Q1FY26.

The company received an INR 6.41bn transformer package (execution: 18-36 months) from Power Grid Corporation and an INR 1.48bn KAVACH order for railway safety systems.

LT Motors
The company implemented a 5% price hike for LT Motors effective Jul-25 to mitigate margin pressures.

Capacity expansion
The company is expanding transformer capacity from 20,000 MVA to 40,000 MVA by Sep-25.

A new greenfield facility with 45,000 MVA capacity is under construction.

Capex
The capex stood at INR 3.83bn in Q1FY26 for CG Semi and other subsidiaries.

Industrial
Industrial margins were impacted due to commodity price inflation and unfavorable mix shifts, particularly in the railway business, where price variation clauses limited the ability to pass on cost increases.

Power
The Power segment margins improved due to better pricing and operational efficiencies.

Exports
The company focused on exports for motors, with efforts to establish service centers and distribution networks in Europe, Africa, and other regions.

The company is exploring opportunities in the EV motor segment.

EV Motors
Development of EV motors for three-wheelers is progressing, with testing at the OEM level expected to conclude soon.

Semi-conductor
The semiconductor subsidiary is on track to commence production in 2026, and the main facility is expected to be operational by 2027.

KAVACH
The company expects to ramp up KAVACH installations to 100 per month in the coming months.

Other highlights
The company is also working on motors for larger trucks, though this remains in the early stages.

The acquisition company Axiro grew 29% YoY to INR 28.78bn in Q1FY26.

The company raised INR 30bn through QIP to support growth initiatives.

APL Apollo Tubes Ltd Q1FY26 Concall KTAs
CMP: INR 1,694 | MCap: INR 469.82 Bn

APL Apollo achieved 10% YoY sales volume growth, impacted by macro slowdown and an early monsoon impact in construction activity. EBITDA/t reduced partially due to one-time ESOPs, the company's strategic push into higher-margin, value-added products now contributes 61% of sales mix, with VAPs yielding over INR 5,000/t EBITDA and Dubai exports adding an extra ~INR 300/t to general product EBITDA. Looking ahead, management is optimistic for a strong H2FY26 recovery driven by renewed government infrastructure spending, projecting a higher 15-20% growth in FY27E.

Operational Highlights
- Sales Volume saw a solid sequential growth, with 10% YoY increase in Q1FY26 to 794k Tons.
- Revenue also showed a (-6% QoQ / 4% YoY) growth, reaching INR 51.7 Bn.
- EBITDA spreads were down ~INR 250/t QoQ, mainly due to lower volumes and one time ESOPs impact of ~INR 100/t (~INR 60 Mn).
- The company's strategic focus on higher-margin areas has improved margins, with value-added products contributing 61% of the sales mix in Q1FY26.

EBITDA/ton
- EBITDA/t improved significantly by 12% YoY to INR 4,683/t, which is a healthy sign of per-unit profitability improvements.
- General category EBITDA spreads increased by nearly INR 1,000/t in six months to ~INR2,700/t, VAP yields over INR ~5,000/t EBITDA.
- General products saw higher EBITDA due to Dubai exports sales contributing an incremental ₹300/t.

Guidance
- Q1FY26 was affected by continued macro slowdown, lower government spending, and an expected early monsoon halting construction.
- Management expects demand conditions to improve in H2FY26E, with an improvement in government budget allocation for the infrastructure sector.
- Growth guidance was revised down from 15%-20% to 10-15% due to softer H1FY26E.
- Expecting recovery in exports to MEA, supported by new product lines like 1000mm tubes and rust proof tubes.
- Management remains confident to achieve a strong growth of above ~15-20% in FY27E vs FY26, with new products expanding capacity, and higher market penetration.

Opportunity from narrowing gap
- Company highlights volume growth opportunity of ~20-40%, as the price gap between its primary HRC products and secondary steel like Patra narrows.
- This will allow the company to penetrate the secondary market, which is a significant opportunity at ~5 Mn tons in market size.

Solar Structure
- Company looking to capitalise on solar structure demand and increased spending, as expected total volume demand will be ~830k tons by FY30E.

Capex
- Capex of ~INR 15 Bn is planned to invest into capacity expansion to reach 6.8 Mn tons of sellable capacity by FY28E.

Capacity Expansion
- Long-term capacity expansion plans targeted to reach ~7 Mn tons by FY28E.
- Expansion planned geographies with East India with ~0.5 Mn ton, Dubai adding 200k tons.
- Adding a new product line, such as coated steel, with a capacity of ~500k tons, and expanding the capacity for specialty and heavy steel as well.

Others
- Achieved 72% power consumption from renewable energy, targeting ~85% in FY27-28E.
- APL Apollo sold its stake in Shankara as its sales target through the company achieved.

SBI Life Insurance Company Ltd – Q1FY26 Concall KTAs
CMP: INR 1,798 | Market Cap: INR 1,802,579 Mn

Outlook: The company aims to sustain mid-teens growth in FY26, by product innovation, agency expansion, and bancassurance channel revival. It expects margin stability by improved product mix and operational leverage. Digital enablement and rider offerings will strengthen profitability. Despite competition and regulatory discussions, Remains confident of delivering on its FY26 guidance and is cautiously optimistic for FY27, by guaranteed, protection, and retirement segments.

Guidance
- Full-year Individual APE growth guidance reaffirmed at mid-teens, by ~25% growth from agency and ~10% from banca.
- The Value of New Business margins maintained in the 26-28% range with a positive bias, by product mix and cost efficiency.
- Retail protection growth strategy is focused on high-ticket pure term products and simplified low-sum plans; broader adoption expected in Tier 2/3/4 cities.
- Cost ratios expected to remain stable in the 6-6.5% range.

Financial Highlights
- The Gross Written Premium stood at INR 178,140 Mn, growing 14% YoY.
- New Business Premium was INR 72,700 Mn, while Individual Rated NBP rose 8% YoY to INR 34,700 Mn.
- Profit After Tax reached INR 5,940 Mn, also up 14% YoY.
- VoNB was INR 10,900 Mn, with margin expanding to 27.4% up 62 bps YoY.
- Agency premium was INR 10,880 Mn, growing 6% YoY; banca channel contributed 58% to APE.
- Total policies issued: 407,000; Lives covered: 4.4 Mn in Q1FY26.

Other Highlights
- Protection segment APE grew 53% YoY, now forming 11.7% of total APE. Group protection grew strongly with Credit Life up 25% and Group Term i.e. GTI in high double digits.
- The ULIP contribution stood at 55% of individual business; participating products grew 28% YoY. Non-par guaranteed products such as Smart Future Star and Smart Platinum Young Achievers gained momentum with INR 1,850 Mn in premiums.
- Persistency ratio improved across cohorts, 13th month at 87.1%, 61st month at 62.8%. The underperforming 49th-month cohort is expected to exit the tracking metric by FY26-end.
- The Operating expense ratio increased slightly to 6.3% in Q1FY26 from 6.1% in Q1FY25, attributed to expansion in branches, IT spend, and hiring ~3,000 employees.
- Rider attachment rate rose to ~40%, especially in child and income products. The company plans to extend riders to existing policyholders as well.
- Digital enablement saw 99% of proposals filed digitally, 62% processed via automated underwriting; online IRP rose 46% YoY.
- Bank branch activation still remains low ~10-20% active monthly; Aims to increase activity across ~14,000 partner branches, including non-SBI banks.
- Agency expansion continues with 31,000 agents added and 36 new branches opened. Despite competition, The Company's long-term agency strategy, infrastructure consistency, and brand loyalty ensure retention and productivity.
- Credit Life growth is supported by improved attachment and underwriting; disbursements in home loans from partner banks 10-15% growth expected will aid further Credit Life growth.
- Embedded Value i.e. IEV stood at INR 742,600 Mn; Solvency Ratio was 1.96x vs. 1.5x regulatory requirement. No one-offs reported in IEV increase.

Cyient Ltd- Q1FY26 Concall KTAs
CMP INR 1242 | Market Cap INR 137,950 Mn

Outlook: Expects a strong H2FY26, driven by robust deal wins, a healthy pipeline, and improving execution across verticals. The company has maintained its services revenue growth guidance at 13–15% and expects the DLM business to grow over 20% YoY. Margins are expected to improve gradually, aided by utilization gains, pyramid optimization, and operational efficiencies. Demand remains strong in Aerospace, Utilities, Semiconductor, and Medical Tech, while Transportation is expected to recover from Q3. Strategic investments in GenAI and software-defined engineering are enhancing its positioning in large digital transformation deals. Overall, the company remains optimistic about sustaining profitable growth backed by strong client traction and execution momentum. We remain cautious in the near term, with further performance dependent on execution and margin delivery.

Revenue stood at INR 17.8 bn, up 6.7% QoQ, driven by strong growth in services and DLM. Services revenue grew 3.3% QoQ and 8.5% YoY.DLM segment grew 16.2% QoQ, highlighting strong demand in electronics manufacturing.

EBITDA margin stood at 14.6%, up 10 bps QoQ. Operating margin remained stable despite ongoing cost investments and wage hikes.

Strong cash conversion with FCF at 118% of PAT.

DSO improved by 7 days, indicating better collections.

Effective tax rate stood at 27.6%.

A&D grew in double digits YoY and strong momentum from U.S. clients.

Transportation (Rail) remained soft, especially in Europe; short-term impact due to project ramp-downs.

Communication saw growth; major contribution from network and fiber rollout projects.

Energy & Utilities continued healthy growth; digital transformation and grid modernization drive demand.

DLM had a strong quarter driven by order executions in avionics and medical segments.

Semiconductor engineering services seeing renewed demand, especially in verification and design services.

Software-defined product development gaining traction across verticals.

North America remains the largest market and grew QoQ, especially in A&D and utilities.

Europe remains challenging in transportation but stable in other verticals.

India and APAC showed steady performance.

Total order intake stood at USD 215 mn, highest ever.

Won two large deals in A&D and Utilities, including one above USD 25 mn TCV.

Book-to-bill ratio was 1.4x, showing strong visibility.

Healthy pipeline continues across both services and DLM businesses.

Increased mining in existing top accounts; 4 of top 10 clients increased wallet share.

Strategic partnerships in AI and digital thread driving differentiated offerings.

Headcount stood at 15,321, slight increase QoQ.

Voluntary attrition at 13.4%, significantly down YoY.

Utilization improved due to better demand environment and operational efficiencies.

Continue to invest in GenAI, upskilling, and AI-led engineering.

Initiated cross-skilling and pyramid optimization programs to improve delivery effectiveness.

Maintained FY26 guidance of 13–15% revenue growth in services.

EBITDA margin expected to remain in the range of 15–16%.

DLM business expected to grow 20%+ YoY on full-year basis.

Company confident of margin improvement in H2 through better execution and delivery leverage.

Long-term tailwinds from digital engineering, AI-led transformation, and next-gen product design.

Investing in leadership and sales to drive deeper verticalization and client mining.

Expect improvement in transportation business from Q3 onwards.

Semiconductor, medical tech, and utilities to remain strong verticals for next few quarters.

Committed to sustainable and profitable growth; strong balance sheet supports inorganic plans.
Focused on building long-term strategic accounts and expanding in high-potential verticals.

Canara Bank Q1FY26 Concall KTAs

The management expects NIMs to stabilize ~2.5% and improve in H2FY26 if no further rate cuts occur. Asset quality continues to improve, with gross NPA at 2.69% and net NPA at 0.63%, and slippages are under control. The bank is leveraging its surplus PSL to support fee income, while digital transformation initiatives and subsidiary monetization are expected to enhance long-term competitiveness and capital position.

Margins and NIM Outlook

- NIM for Q1FY26 declined by 17 bps to 2.56%, due to repo-linked rate cuts passed on to borrowers. 45% of the loan book is repo-linked. The management aims to maintain NIM at ~2.5% in Q2FY26, with potential improvement in H2FY26 if no further rate cuts occur.

- Cost of deposits held firm at 5.74%, with term deposit rate reductions implemented post-June 9, which will aid margins from Q2 onward.

Asset Quality & Credit Costs

- Gross NPA declined to 2.69% (↓145 bps YoY) and Net NPA fell to 0.63% (↓61 bps YoY). Slippage ratio reduced to 0.80%, an improvement of 52 bps YoY.

- The restructured book stood at INR 110,000 Mn, of which INR 40,000 Mn is NPA. Management reiterated that 2 SMA-2 accounts (~INR 50,000 Mn) backed by government guarantees are fully secured, with INR 12,000 Mn provision already made.

Deposits & CASA Trends

- CASA ratio dropped below 30%, mainly due to seasonal withdrawal of institutional current accounts in Q1. Despite this, individual savings deposits grew ~6%, and current account deposits grew 9.85% YoY. Bank targets to reach CASA ratio of 32% by March FY26, aided by declining term deposit rates.

Other Highlights

- RAM credit forms 58% of total book (vs. 54% 3 yrs ago) and grew ~15% YoY. Retail loans, Housing loans, and Vehicle loans rose 34% YoY, ~14% YoY and 22.1% YoY respectively.

- MSME and Agri sectors also showed double-digit growth, with MSME at ~11% YoY in Q1FY26. RAM yield currently averages 8.7–8.8%.

- Fee-based income grew 16.4% YoY to INR 22,230 Mn. PSLC income of INR 12,000 Mn booked in Q1; bank still holds surplus PSL (~45.6% vs. 40% requirement), which will support future quarters as well.

- Treasury income of INR 19,930 Mn (vs. INR 9,950 Mn YoY) aided by OMO gains (~INR 5,000 Mn), but likely to moderate in coming quarters.

- 2 subsidiaries are being prepared for IPO. Even after dilution, Canara Bank will retain majority control. One IPO is expected in Q2FY26, pending SEBI clearance.

- CET1 ratio stands at 12.29%, improved by 24 bps YoY; management indicates they are well prepared for ECL implementation.

- Annual IT investment of INR 10,000 Mn; over 70% of RAM products already digitised. Launched digital platforms including loan against mutual funds, cybersecurity overhaul (INR 700 Mn), and new credit card platform (~INR 1,000 Mn investment).

- 120 IT officers and 60 senior tech professionals hired to accelerate digital rollouts.

- One Time Settlement recoveries worth INR 12,000 Mn expected in Q2FY26. Management expects full-year credit growth of more than or equal to 12%, with RAM at 15% and corporate credit ~10%.

- C/I ratio improved from 47.6% in March to 46.8% in June.

CMS Info Systems-Arihant Capital
CMP INR 511 | Market Cap INR 83,860 Mn

Q1 softness due to wage hikes and delayed order ramp-up and margin recovery expected as year progresses. Management remains optimistic for H2FY26 on the back of execution of large orders and festive consumption recovery. CMS is targeting 13–14% annual services revenue growth over the next 2–3 years. We maintain a neutral view on the stock due near-term headwinds persist, but medium-term outlook remains encouraging

- Cash logistics revenue was INR 4170 Mn and managed services revenue was INR 258 crore, both up 8% YoY.
- EBIT margins declined, cash business margins fell ~160 bps YoY and managed services ~290 bps QoQ due to wage revisions and upfront project investments.
- Capex guidance for FY26 was revised down to INR 2500–3000 Mn from earlier INR 3000–3250 Mn.
- Signed a binding agreement to acquire Securance Systems for around INR 80 crore at ~10x FY25 EBITDA and ~4x post-synergy basis.
- The acquisition strengthens CMS's AIoT and Vision AI platform and adds 15,000+ sites.
- Target is to scale remote monitoring footprint from 30,000 to 100,000 sites medium-term.
- CMS expanded its cash logistics network to 1.53 lakh+ business touchpoints, a 9% YoY increase.
- Secured INR 5000 Mn in new order wins during Q1, including a landmark multi-year software deal.
- Algo software now operates across 85,000+ ATMs, serving two of the top four Indian banks.
- ICICI Bank has become the second-largest customer for CMS.
- Industry-wide ATM transactions declined ~10% YoY, impacting variable billing in the retail cash segment.
- About 50% of AGS's 20,000 ATMs have been shut, delaying transition and impacting revenues.
- PSU banks deployed only 6,000 of 24,000 awarded ATMs in the past year; a large 10,000-ATM tender was canceled and is expected to be re-floated.
- CMS's ATM cash market share increased to 58–60%, up from the historical 50–54%.
- Management has moved focus away from transaction-linked BLA contracts to fixed-price contracts.
- The entire INR 500 crore order win in Q1 had no transaction-linked BLA component.
- Company is willing to walk away from low-margin contracts, maintaining margin discipline.
- Management expects industry consolidation post-AGS exit to aid margin and market share over the medium term.
- Retail cash business remains stable, serving 100+ brands including retail, NBFCs, hospitals, schools, and logistics players.
- Order execution timelines typically range from 6 to 12 months, especially for brown-label ATMs and AI surveillance.
- ICICI software and PSU command center orders will contribute more meaningfully from H2FY26.
- Card services revenue declined 23% YoY due to delay in re-carding projects by two banks; no contract loss.
- Company launched new brand positioning: Unified Platform, Limitless Possibilities
- CMS will stay focused on India and not expand internationally, citing regulatory and operational complexities.
- Balance sheet remains strong with over INR 40,000 Mn net worth and healthy free cash flow generation.
- Capex remains disciplined, supporting both organic growth and acquisitions.
- Strong M&A track record with 8 successful deals in the past; pipeline continues to be explored.
- Bullion logistics M&A was dropped due to structural issues; company remains cautious on capital deployment.
- Revenue linked to fixed contracts now forms a large share of the business mix.
- Transaction-linked ATM model is being phased out unless pricing and risk-reward dynamics improve.
- EBITDA margin profile is expected to remain stable, with upside possible from operating leverage and automation.
- Company expects to sustain strong ROCE and free cash generation with focus on profitable, tech-led scale.

Supreme Industries Q1 FY26 – Concall Key Takeaways
CMP: INR 4,243 |Mcap: INR 539.08 bn

Volume & Revenue
• Q1 plastic-goods tonnage reached 183,793 t, up 5.7% YoY, with FY26 volume growth guided at 15-17%.
• Net product turnover slipped 1% YoY to INR 25,790 Mn due to PVC deflation; management still targets high-single-digit value growth this year.
• Value-added product sales edged up 1% YoY to INR 9,330 Mn and are expected to accelerate to strong double-digit growth over FY26.
Margins
• Q1 EBITDA was INR 3.19 bn with a 12.2% margin, 250 bp lower YoY because of INR 500-600 mn inventory losses and adverse mix.
• Full-year EBITDA margin guidance is 14.5-15.5% on the back of inventory normalisation, richer SKU mix, rising volumes, and cost savings.
Orders & Business Updates
• Composite LPG cylinder division secured repeat and new orders totalling 0.431 mn units from IOC and BPCL, boosting plant utilisation.
• Gas-pipe business shipped its first commercial PE order and gained DVGW certification for integrated pipes and fittings.
• Protective-packaging segment aims to top INR 10 bn revenue in FY26 (vs INR 8.55 bn in FY25) through customised solutions.

Capacity & Capex
• Acquisition of Wavin India adds 71 ktpa pipe capacity for INR 3100 Mn, expected to contribute 30 kt of sales in the last 8 months of FY26.
• Brownfield projects will lift piping capacity to 1 mn ton by Mar-26, up from 0.87 mn ton now.
• New 5 ktpa uPVC window plant in Gurugram starts Q2 FY26; material-handling facility in Ballabhgarh is breaking ground.
• FY26 capex, including Wavin, totals ~₹13,500 Mn, fully funded from internal accruals.

Balance Sheet & Liquidity
• Company held a INR 8.56 bn net-cash surplus on 30 Jun 25, comfortably covering capex and working-capital needs.
Sustainability
• Renewable power share rose to 21.5% in FY25 and is targeted at 30% in FY26, 35% in FY27; Supreme has committed to SBTi Net-Zero with a 24% CO_2-intensity cut goal.

Outlook & Risks
• Management raised FY26 plastic-piping volume growth guidance to 15-17% and sees consolidated EBITDA margins at 14.5-15.5%.
• Key risks: PVC price swings, delayed government payments (INR 3.74 bn owed under Jal Jeevan Mission), and potential short-term margin dilution from integrating Wavin assets.

EFC (I) Ltd | Q1FY26
Earnings Call Key Takeaways
CMP – INR 348 | MCap – INR 34,690 Mn

Outlook & Strategy
Company operates across three key verticals: leasing, design and build, and furniture. Leasing remains the core revenue driver with a stable growth outlook. Design and build is positioned for strong expansion, supported by high-margin projects. Furniture, being the newest vertical, is in its scaling phase with significant management focus and capex allocation. All three verticals are expected to grow, though leasing is likely to remain the dominant contributor in the near term.

Financial Highlights
- Revenue: INR 2,196 Mn (up 115% YoY)
- EBITDA: INR 1,023 Mn (up 120% YoY)
- PAT: INR 467 Mn (up 196% YoY)

Segment Performance
- Leasing: Contributed 63.6% of total revenue in Q1. Management expects steady, linear growth driven by long-term contracts and high occupancy rates above 90%
- Design and Build: Accounted for 34.2% of revenue. Margin-accretive business model, with increasing traction expected in upcoming quarters
- Furniture: Recently launched vertical contributing 3% of revenue. Management sees long-term potential; near-term contribution remains limited. Estimated capex for FY26 stands at INR 250 Mn

Operational Highlights
- Q1 and Q2 typically show slower growth due to seasonal pressure, while stronger performance is expected in Q3 and Q4
- Three new property acquisitions completed during the quarter
- Working with clients including IIIT and Coforge in the leasing segment
- Targeting addition of 20,000–25,000 seats in FY26 with sustained occupancy levels above 90%
- Furniture vertical caters to custom, high-quality builds, with an order book of INR 220 Mn
- Order inflow at the start of FY26 stood at INR 2,000 Mn, currently at INR 1,100 Mn due to project completion

Highlights
- Leasing vertical expected to maintain stability; design and build and furniture to drive incremental growth
- Expansion decisions remain criteria-driven; company evaluating opportunities in high-growth geographies
- FY26 capex focused largely on furniture and new builds; average cost per seat at INR 50,000

Senores Pharmaceuticals Ltd – Q1FY26 Concall KTAs
CMP: INR 679 | Market Cap: INR 31,254 Mn

Outlook: The Company expects strong growth across regulated and emerging markets, with FY26 revenue guided at INR 6,000-6,500 Mn and PAT doubling YoY. The company anticipates 20-30% CAGR from the U.S. business, by CDMO/CMO scale-up, new launches, and controlled substance contracts. Capacity expansion in the U.S. and backward-integrated API supply will boost margins. Emerging markets are projected to deliver higher profitability, while sterile and injectable products are expected to scale significantly from FY27 onwards.

Guidance
- FY26 revenue guidance stands at INR 6,000-6,500 Mn, reflecting ~50% YoY growth, with PAT expected to double over FY25.
- CDMO/CMO revenue from the U.S. to contribute INR 2,000 Mn in FY26, forming ~50% of U.S. business.
- Expected CAGR of 20-30% in regulated market revenue, by a strong product funnel and CDMO demand.
- EBITDA margins for regulated business expected to remain stable at 35-36%, by licensing income and backward integration.
- Emerging market EBITDA margins to improve from 6% to ~10% by FY26-end and to mid-teens by FY27.
- The Branded generics segment in India expected to cross INR 500 Mn in FY26.

Financial Highlights
- Q1FY26 revenue stood at INR 1,380 Mn, up 72% YoY; EBITDA at INR 342 Mn +60% YoY, margin at 24.8%.
- PAT surged 95% YoY to INR 212 Mn in Q1FY26.
- Positive operating cash flow of INR 110 Mn reported in Q1FY26, reversing historical trends of reinvestment-led cash burn.
- The CDMO/CMO contributed ~INR 280 Mn in Q1FY26, with 27 active projects and 50+ in the pipeline.

Other Highlights
- 70 ANDAs approved, of which 24 are commercialized; remaining will launch in phases, largely in H2FY26.
- The controlled substances segment contributes 60-70% of U.S. revenue, by DEA quota allocation and stable government contracts.
- Total CDMO order book stands at $23 Mn i.e. ~INR 1,920 Mn, executable over the next 12-15 months, with new discussions underway.
- The company operates across major therapeutic areas including pain, cardiovascular, CNS, antidepressants, SSRIs, endocrine, and respiratory. Two R&D centers in India and U.S.; strong capabilities in complex oral solids and injectables i.e. vials, ampoules, PFS, etc.
- Novel dosage forms such as ODTs, sublinguals, and 505(b)(2) NDAs are being developed for the U.S. controlled substances market.
- The injectable business in India doubled monthly revenue run-rate to INR 25 Mn; hospital business expected to scale up further.
- INR 1,000-1,500 Mn capex guided for FY26, with spillover into FY27; expansion includes 3rd and 4th lines in the U.S. plant and potential new facility in India.
- Emerging market product approvals reached 23 in Q1FY26, with 719 products under registration; 20% to launch in 3-6 months.

Aditya Birla Sun Life AMC Ltd Q1FY26 Earnings call Key Takeaways
CMP: INR 875.55 | Market Cap: INR 259,090 Mn

Outlook

• Strong momentum seen across businesses, supported by improved fund performance and deeper market engagement.
• Continued focus remains on building scale in alternate assets, SIPs, institutional flows and international platforms including GIFT City.
• Performance across equity and debt schemes remained steady, with sharper positioning across core products and categories.

Guidance

• PMS and AIF assets rose 8x YoY to INR 28,641 Mn led by the ESIC mandate at INR 24,260 Mn
• Institutional client base to expand from 9,000 to 12,000 corporates with deeper push into T20 cities
• HNI team headcount maintained at 95 with cap at 100
• SIF platform branded Apex to launch funds in fixed income credit arbitrage-plus-equity and long-short strategies
• Equity AUM guidance at INR 1,80,000 Mn with yield stability maintained
• No immediate changes expected in distribution commission structure

Financial Highlights

• Q1FY26 revenue at INR 4,410 Mn up 16 percent YoY
• Operating profit at INR 2,540 Mn up 21 percent YoY
• Profit before tax at INR 3,720 Mn up 22 percent YoY
• PAT at INR 2,710 Mn up 18 percent YoY
• Non-mutual fund operational income at INR 320 Mn
• ESOP expense during the quarter stood at INR 16 Mn
• SIP contribution in June 2025 was INR 1,140 Mn and SIP AUM at INR 84,000 Mn

Other Highlights

• Total AUM including alternates at INR 4,43,000 Mn up 21 percent YoY
• Mutual fund AUM at INR 4,37,000 Mn up 14 percent YoY
• Equity AUM at INR 1,80,000 Mn up 11 percent YoY
• Treasury team of 55 managing 9,000 corporates with expansion underway into new geographies
• Passive AUM at INR 33,400 Mn up 22 percent YoY
• Digital investor base at 12.3 lakh
• Offshore AUM at INR 10,588 Mn with minor client withdrawals linked to global reallocations
• Equity yield at 67 to 68 bps debt at 24 to 25 bps and liquid at 13 to 14 bps
• Apex product pipeline includes fixed income equity arbitrage and absolute return categories

Bajaj Finance Q1FY26 Concall KTAs
CMP INR 956 | Market Cap INR 595.7 bn

OUTLOOK

Bajaj Finance reported a steady performance for the quarter, with AUM growth of 24% YoY and broadly stable to improved operating metrics on a YoY basis. Asset quality witnessed marginal sequential deterioration, while credit costs remained elevated. Despite this, the company delivered growth in net profit. Management has guided for loan growth in the range of 24–26% going forward, supported by strong traction across key segments.

Guidance

The company has given a cost of funds guidance of 7.6% to 7.65% in FY26
AUM growth guidance is in the range of 24%-26% for FY26.
NIM expansion could happen by end of the year.
The lender expects fee income to grow in the range of 13%-15% in FY26.
Credit cost is expected 1.85%-1.95% for FY26.
Customer franchisee at the end of the year is expected to reach around 12 crore.
Deposit contribution to funding mix is expected to go down slightly.

Highlights

The net interest income (NII) for the quarter increased by 22% YoY to INR 102.27 bn.
Assets under management increased by 25% YoY to INR 4.41 lakh crore in Q1 FY26.
New loans booked in Q1 FY26 stood at 1.35 crore up 23% YoY.
The company added 47 lakh new customers to the franchisee and total customer franchisee stood at 10.6 crore in which cross sell franchisee was at 6.8 crore as on June 2025.
The company added 85 gold loan branches and 4 micro finance branches in Q1 FY26.
Bajaj finance has comfortable liquidity buffer of INR 14,922 crore at the end of Q1 FY26.
Asset quality was largely stable as GNPA and NNPA ratio were up 7 bps and 6 bps QoQ to 1.03% and 0.5% in Q1 FY26.
In Q1 FY26, net increase in stage 2 & 3 assets which included standard accounts that were restructured.
Bajaj Housing finance AUM growth was healthy at 24% YoY to INR 1.2 lakh crore and overall operating metric were stable.

Aether Industries Q1FY26 Concall KTAs
CMP INR 808 | Market Cap INR 107 bn

Outlook
Aether Industries has delivered a robust Q1 performance, with strong growth across all business models and margin expansion. The company is well-positioned to benefit from global supply chain shifts, particularly in Europe and the US, where clients are fast-tracking outsourcing decisions. Strategic contracts with Baker Hughes and Milliken, along with the commissioning of Site 5, are expected to be key growth drivers in FY26 and FY27. With a diversified sectoral mix, expanding R&D infrastructure, and a healthy pipeline of CRAMS-to-CEM transitions, Aether is poised for sustained growth and margin resilience.

1. Financial Highlights
- Working Capital Cycle: Reduced to 190 days (vs 195 days in March 2025); inventory days down to 165.
- Capex Guidance: INR 3.5 bn for FY26, split across Site 3++, Site 5 (Panoli), and R&D expansion.

2. Business Model Contribution (Q1 FY26)
- Large Scale Manufacturing (LSM): 51% of revenue.
- Contract/Exclusive Manufacturing (CEM): 37% of revenue.
- Contract Research & Manufacturing Services (CRAMS): 10% of revenue.

3. Segmental & Client Developments
A. Large Scale Manufacturing (LSM)
- Volume growth of 9% YoY and 8% QoQ; pricing stable.
- Growth driven by material science and new client additions.
- Three new LSM products to be launched at Site 5 (₹30–40/kg pricing); first-time manufacturing in India.
- Target asset turn: 1.75x at maturity; optimal utilization expected in 18 months post commissioning.

B. Contract/Exclusive Manufacturing (CEM)
- Baker Hughes contributed INR 410 mn in Q1 (vs INR 250 mn in Q4 FY25).
- Ramp-up of Aramco conversion material underway.
- Site 3++ dedicated to Milliken contract; 10-year exclusive manufacturing agreement signed.
- Site 5's second block to be dedicated to CEM; multiple projects in advanced negotiation stages.

C. CRAMS
- Over 50 active R&D projects, majority non-pharma/agro.
- Strong traction from global clients, especially in Europe and US, amid deindustrialization and China+1 shift.
- R&D expansion planned: INR 300–400 mn Capex; 15 new labs and 130 additional fume hoods.

4. Sectoral Revenue Mix
- Pharma + Agro: 46% (expected to stabilize around 50%).
- Oil & Gas: 19%.
- Material Science: 17%.
- Sustainability & Renewables: Emerging focus area.

5. Strategic Updates

- Milliken Contract:
- Sole global manufacturer for a new material science polymer product.
- Commercial production to begin at Site 3++ in Q4 FY26.
- Margin profile expected to be similar or better than company average.
- Site 5 (Panoli):
  - First two production blocks to be commissioned by Q3 FY26.
  - One block for LSM, one for CEM.
  - Additional blocks already constructed; equipment installation timeline ~6–9 months.
- Electrolyte Additives:
  - Limited revenue contribution expected (~Rs 100–150 mn in FY26).
  - Commercial production deferred due to unfavorable pricing.
- Insurance Recovery:
  - Expected claim settlement of INR 500–600 mn by Q2 FY26.

6. Operational Efficiency & Capacity

- Plants designed as multipurpose units with minimal Capex required for product switches (~INR 5mn).
- CRAMS-to-CEM conversion cycle shortened to 4–6 months (vs 12–18 months earlier).
- Working capital optimization target: 150 days over next 2–3 years.

SRF Q1FY26 Concall KTAs
CMP INR 3,150 | Market Cap INR 934 bn

Outlook
SRF has delivered a strong start to FY26, with Chemicals and Performance Films segments driving growth. The company remains confident of achieving its full-year guidance, supported by a robust product pipeline, strategic Capex, and operational excellence. While Technical Textiles and Others segments face near-term headwinds, the management remains focused on value-added products and capacity expansion to drive recovery. The HFC quota regime, global refrigerant demand, and agrochemical recovery will be key variables to monitor. Overall, SRF is well-positioned to deliver sustainable growth across its diversified portfolio.

Segmental Performance

A. Chemicals Business
Specialty Chemicals:
•Strong growth driven by:
•Volume recovery in agrochemical intermediates.
•Momentum in newly launched products including a new pharma intermediate.
•Capex of INR 2.5 bn approved for a new agrochemical intermediate facility at Dahej.
•Product pipeline remains robust with multiple AIs in development.
•Strategic pricing and operational efficiency initiatives to counter Chinese pricing pressure.
•Domestic:Export mix now at ~40:60 (vs 5:95 historically), indicating deeper domestic penetration.

Fluorochemicals:
•Strong YoY performance despite weak domestic Ref Gas production.
•Export volumes of HFCs increased; R32 operating at full capacity.
•Commercial launch of in-house developed R467A refrigerant (low-GWP, non-toxic).
•PTFE and Chloromethane segments stable; PTFE ramp-up expected through FY26.
•AHF-3 plant stabilizing; HFC production to be maximized.
•HFC quota regime clarified; SRF confident in its positioning.

B. Performance Films & Foil
•Higher BOPP realizations and volumes drove margin expansion.
•Aluminium foil business delivered best-ever quarterly sales; aided by anti-dumping duty on Chinese imports.
•Hungary operations improved on lower energy costs; Thailand margins under pressure due to Chinese competition.
•Capex of INR 4.9 bn approved for new BOPP line and metallizer at Indore (24-month timeline).
•Sustainability-led demand for BiLam, PCR films, and monofamily structures gaining traction.

C. Technical Textiles
•Weak domestic demand for Nylon Tyre Cord Fabric (NTCF); pricing pressure from Chinese imports.
•Belting fabric exports grew but margins remained under pressure.
•Polyester Tyre Cord Fabric sales remained healthy.
•Capacity expansion in belting fabric and new dipping machine project progressing as planned.

D. Others
•Coated fabrics retained domestic leadership; 8 new looms commissioned.
•Laminated fabrics under pressure due to industry overcapacity; price leadership maintained.

3. R&D and IP Strength

- 2 new process patents granted in Q1 FY26.
- Total: 153 global patents granted; 494 patents filed.
- 2 R&D centers in India (Bhiwadi and Gurugram).
- Focus on high-end molecules and complex chemistries (e.g., halogenation, nitration, organocatalysis).

4. Strategic & Operational Updates

- Capex Guidance: INR 24–25 bn for FY26 across segments.
- New Land Acquisition: Work in progress; announcement expected soon.
- PTFE & Aluminium Foil: Both operating at ~50–60% utilization; ramp-up expected through FY26.
- HFC Quota Regime: SRF confident in its compliance and leadership; no new capacity additions planned before 2026.
- Export Mix: HFCs – 60% domestic, 40% export; Specialty Chemicals – 60% export, 40% domestic.

Phoenix Mills Ltd. Q1 FY26 Concall Key Takeaways
CMP: INR 1,448 | Market Cap: INR 517 Bn

Outlook

Phoenix Mills is poised for significant growth through the strategic acquisition of a 100% stake in Island Star Mall Developers Private Limited (ISML), aiming for 13x growth in the ISML platform by 2030 (from 1 Mn sq. ft. in 2017 to 13 Mn sq. ft.). The company targets a diversified portfolio by FY30, comprising 14 Mn sq. ft. of retail, 3.5 Mn sq. ft. of offices, 1,200 hotel keys, and 2.5 Mn sq. ft. of residential inventory. Strong consumption growth (+12% YoY in Q1 FY26), a robust leasing pipeline for offices (targeting 90% leasing in 2026), and a prudent balance sheet ensure sustained EBITDA growth and financial flexibility.

Financial Highlights
Revenue for the quarter is INR 9530 Mn ,5% increase YoY, 6.7% decline QoQ.
EBITDA: INR 5,640 Mn , increase of 6% YoY and 0.7% QoQ
PAT is INR 3210 Mn , 2% increase YoY and 8.4% decline QoQ
Debt: Group debt at INR 44,350 Mn, cost of debt at 7.92%.

Segment Performance
-Retail: Consumption at INR 32,480 Mn (+12% YoY), rental income INR 5,060 Mn (+4% YoY). Palladium Mumbai's redevelopment impacted rentals by INR 120 Mn. Phoenix Mall of Asia showed 20% normalized billing growth (INR 480 Mn). Repositioning ongoing at Phoenix Market City malls for premium brands.
-Commercial Offices: Leased 430,000 sq. ft., strong pipeline targeting 90% leasing in 2026 (current 6-10% leased). Occupation Certificates received for two office towers in Pune and Bangalore; Chennai office at 60% leasing.
- Hospitality: Revenue INR 1,300 Mn (+11% YoY), EBITDA INR 580 Mn (+19% YoY). Strong performance at St. Regis Mumbai and Courtyard by Marriott, Agra.
- Residential: Gross sales INR 1,680 Mn, avg. price INR 27,000/sq. ft. Collections INR 990 Mn, revenue recognition INR 400 Mn. Kolkata project launch upcoming.

Retail Portfolio Expansion
- Phoenix Palladium, Mumbai: Expansion (retail and offices) phased completion by end-2026 and mid-2027.
- New Malls: Grand Victoria Mall Kolkata (2027), Surat (2027), Thane Phase 1 (2029), Coimbatore (2029), Chandigarh Phase 1 (2029-2030).
- Phoenix Market City, Bangalore: Phase 2 includes Gourmet Village (2026), 400-key Grand Hyatt, and 400,000 sq. ft. offices. Phase 3 adds 300-key hotel, 1.2 Mn sq. ft. offices, and 600,000 sq. ft. retail by 2030. Total campus to exceed 4 Mn sq. ft.
- Pipeline: Targeting 7 Mn sq. ft. retail addition by 2030 (total 18 Mn sq. ft.).

Other Highlights
- Densification: Integrating retail, offices, and hotels in key markets (Lower Parel, Bangalore, Mumbai) to maximize asset value.
- Capex: Annual capex of INR 1,200 Mn planned for 5 years; FY25 at INR 2,600 Mn (INR 1,600 Mn land/FSI, INR 1,000 Mn construction).
- Debt: Stable at INR 44,350 Mn, cost of debt at 7.92%, ensuring financial flexibility.
- Consumer Demand: Strong consumption (+12% YoY) and premium brand focus mitigate competition and supply chain risks.
- Market Opportunity: India's under-penetrated retail market and growing consumer catchments support sustained growth.
- Tenant Mix: Balanced mix with 70-75% tenants hitting revenue share thresholds, enhancing rental income stability.

Ajmera Realty and Infra India Ltd. Q1 FY26 Concall Key Takeaways
CMP: INR 898 | Mcap- 35,350 Mn

Outlook
Ajmera Realty delivered its best quarterly revenue performance in five years in Q1 FY26, driven by strong end-user demand, rising price realizations, and stable collections. The company anticipates sustained growth momentum, supported by softer interest rates enhancing housing affordability in mid-income and premium segments. Ajmera plans to deliver ~1,000 homes in FY26 and launch projects worth INR 65,000 Mn, with a robust pipeline of 7-8 projects. Total revenue visibility stands at INR 81,000 Mn, bolstered by disciplined execution, strategic inventory monetization, and a strong balance sheet with a 0.5x debt-equity ratio.

Financial Highlights-
- Revenue: INR 2,600 Mn (+32% YoY), highest in five years.
- EBITDA: INR 790 Mn (+19% YoY), 31% margin.
- PAT: INR 390 Mn (+20% YoY), 15% margin.
- Collections: INR 2,340 Mn (+42% YoY).
- Debt: Reduced by 6% to INR 6,190 Mn; debt-equity ratio at 0.5x; cost of debt at 11.75% (-45 bps).

Segment Performance
- Residential: Sales at INR 1,080 Mn, 63,244 sq. ft. carpet area sold. Key projects:
- Ajmera Manhattan: 89% inventory sold, RCC up to 30th (Tower A) and 28th (Tower B) floors.
- Ajmera Infinity: 75% sold, 17/21 floors completed, possession soon.
- Ajmera Eden and Goper: 95% sold, RCC completed, possession in coming quarters.
- Ajmera Vihara (Bhanuk): 77% sold, construction at fourth floor (rehab) and basement (sale).
- Ajmera PE (Juhu): OC received one year ahead of RERA timeline.
- Ajmera Lugano and Florenza (Bangalore): 97% sold, completion in 2026.
- Ajmera Iris (Bangalore): ~66% inventory sold post recent launch.
- Ajmera Marina: 68% sold, foundation completed, construction in progress.

Project Pipeline and Development Potential
Upcoming Launches: 7-8 projects in FY26 with GDV of INR 65,000 Mn (Vadala, Bandra, Versova, Vikhroli, Andheri West, Kopar, Vadala boutique offices, Bangalore).
Major Projects:
- Unnamed brownfield project: 2.5 Mn sq. ft., GDV INR 90,000+ Mn.
- Kanjurmarg land: 8.2 Mn sq. ft., GDV INR 290,000-300,000 Mn.
Revenue Visibility: INR 81,000 Mn total (INR 16,370 Mn from OC-received/ongoing projects, INR 6,4570 Mn from pipeline). Estimated net cash flow (pre-tax, post-debt) from ongoing projects: INR 6660 Mn

Other Highlights
- Debt Management: INR 430 Mn of Q1 cash flow used for deleveraging, targeting 0.85x debt-equity ratio by year-end.
- Capex and Costs: FY26 project costs ~70% of GDV (INR 4,2000-4,4000 Mn); approval costs INR 5,000-7,000/sq. ft. in Mumbai.
- Approvals and Legal:
Vadala (CRZ): Awaiting BMC and RERA approvals, targeting Q1 FY26 residential launch.
Kanjurmarg: Supreme Court hearing on 28th July, clearances expected in 2-3 months.
Bandra IOD received, CC and RERA approvals by Aug/Sep for Q2 launch.
- Business Development: Negotiations for 3-4 large projects in Mumbai suburbs and Bangalore, announcements expected by Q2/Q3 FY26.
- Vadala Demerged Land: Exploring branded residences, partner talks ongoing, announcement expected in FY26.
- Ajmera Aram (Malad): Not stalled, progressing per RERA timelines, not part of listed entity.
- Market Opportunity: Strong demand, limited new launches, and favorable monetary policy support sustained growth in mid-income and premium segments.

InfoBeans Techn |Q1FY26 Earnings call Key Takeaways
CMP – INR 537 | MCap – 13,130 Mn

Outlook & Strategy
Strong quarter backed by AI-first strategy, repeat business, and cost optimization. Company confident of maintaining long-term growth trajectory through both organic and selective inorganic expansion. Focus areas include agentic AI, AI-led engineering, and expanding into newer departments within client accounts.

Financial Highlights

- Revenue: INR 1,240 Mn (up 23% YoY)
- EBITDA : INR 300 Mn (up 230% YoY)
- Employee Retention Credit: INR 60 Mn (from US government) included in Q1
- Core drivers: Repeat client expansion and operational efficiencies via AI
- EBITDA & Margins: Healthy improvement seen; PAT margin also expanded
- Revenue Composition: Over 95% of clients are repeat, indicating long-term stickiness

Operations & Clients

- Closed Baroda office; currently operating 4 India offices
- Hired 3x sales team in the US for deeper penetration
- Won 6 new clients in Q1; strong performance in Europe & Canada
- Key sectors: Manufacturing, Retail (including top discount retailer in Canada), Construction (150-year-old client)

AI & Product Strategy

- Expona: AI-powered internal product being deployed in Canada
- Heavy investment in AI, not in cost-cutting mode
- AI-led engineering and Salesforce solutions seeing strong traction
- AI helping deliver same/more output with fewer resources

Acquisitions & Expansion

- Acquired 2 firms in past years; cautious approach to future deals
- Actively evaluating 3–4 companies for acquisition (no firm deals yet)
- Acknowledges that integration is harder than acquisition itself

Other Highlights

- BlockChain efforts discontinued after limited traction
- 10–12% employee cost increment planned from Oct cycle
- Revenue doubled from 2014–2021; similar spike from 2021–2023
- Aims to break past INR 2 Bn revenue milestone
- Future roadmap combines both strategic guidance and people investment

SG Finserve Ltd – Q1FY26 Quick KTAs
CMP INR 411 | Market Cap INR 27.09bn

OUTLOOK:
SG Finserve Limited reported inline financial performance in Q4FY25 in terms of operational parameters like profitability and asset quality among others. Further, their disbursement growth has continued in Q1FY26. We expect the disbursement growth momentum to continue in coming quarters, owing to resolution of RBI regulatory issues in the Q2FY25. The company has set a loan book target of INR 40 bn by FY26, INR 60 bn by FY27. Despite potential future NPAs and competition, we expect asset quality to remain strong going forward. We maintain our positive outlook on the company.

Guidance
- Company aims to achieve Loan Book of INR 40 bn by FY26, INR 60 bn by FY27.
- They have an ROE target of 18-20% with an ROA of 4 - 4.5%.
- Debt to equity ratio will be maintained at a maximum of 3:1.

Highlights
- Loan Book grew by 13% QoQ at INR 26.3 bn.
- Company reported a net profit of INR 245.16 mn (v/s INR 237.93 mn in Q4FY25) (v/s INR 193.88 mn for Q1FY25) (+26.45% YoY, +3.04% QoQ).
- Their profitability grew marginally sequentially despite growth in AUM, primarily due to increase in borrowing cost and due to one - time ESOP cost of 27.2 mn.
- Asset quality remains strong with GNPA of NIL.
- Anchor partners stood at 48 v/s 44 in Q4FY25.
- MOUs with Anchors aggregating to INR 64 bn (up by INR 9 bn QoQ) already in place, providing a blueprint to achieve the target loan book for FY27.
- 80% of the overall book is secured via Charge on Funded Inventory and Receivables generated by sale of the same.
- Company aims to achieve Loan Book of INR 40 bn by FY26, INR 60 bn by FY27.
- Debt to equity ratio is expected to be maintained at a maximum of 3:1.
- Average yield remain at 12.9%.
- Added 12 new locations expanding into tier 2 cities, with South region leading performance.

IDEAFORGE: Q1 FY26 Concall Key Takeaways
CMP: INR 507| Mcap: INR 21,860 Mn

Outlook

ideaForge Technology, is a leading Indian drone manufacturer specializing in unmanned aerial vehicles (UAVs) for defense, homeland security, and industrial applications. Known for pioneering VTOL drones in India. ideaForge Technology reported a weak Q1 FY2026, with revenue plunging 85% YoY to INR 127 mn and a net loss of INR 235 mn—its fourth consecutive quarterly loss—due to delayed execution of key defense orders. Despite this downturn, gross margins improved to 61.7% thanks to a favorable product mix.

Financials

- Revenue from operations of INR 127.8 Mn for Q1 FY26 as compared to INR 203.1 Mn for Q4 FY25. The QoQ variation is 37.1%. The execution of recently booked orders is planned over the upcoming quarters.
- Gross margin % is at 61.7% in Q1 FY26, as compared to 35.9% in Q4 FY25.
- EBITDA margin % is at -118.5% in Q1 FY26, as compared to -85.7% for Q4 FY25, and PAT margin % is at -184.3% in Q1 FY26, as compared to -126.5% for Q4 FY25, owing to revenue impact, while our expenses have remained relatively flat.

Highlights

- Management remains optimistic about a rebound from Q2 onwards, citing a strong INR 4000 mn L1 pipeline and a INR 1370 mn MoD order expected to be executed over the next 12 months. Analysts see potential for recovery, but near-term performance will hinge on timely order conversions and execution.
- Aggressive approach in defense procurement for high end tech from govt of India
- Yepi integration is under way which may take some time as it's a larger platform
- Talks with USA homeland security ongoing - demonstration was successful
- Europe market opened up due to rising geo pol tensions
- Improvement in AI driven capabilities
- Isr capabilities, precision pay load deliveries are the main focus and not kamikaze drones(used in operation Sindhoor)
- Seeking partnerships in UK for expansion

Krishana Phoschem Ltd- Q1FY26 Concall Highlights
CMP: INR 494 | Market Cap: INR 30.52 Bn

Outlook
Company is aimed for steady growth driven by strong fertilizer demand strategic capacity expansion and continued innovation in fortified and customized nutrient solutions. With new product launches and Meghnagar capex on track, it is well-positioned to enhance operational efficiency and market presence over the coming years.

Financial Highlights
- Revenue stood at INR 3,955 Mn reflecting 40.8% YoY growth.
- EBITDA stood at INR 656 Mn reflecting 56.6% YoY growth and margin is 16.6%.
- PAT stood at INR 306 Mn reflecting 86.6% YoY growth.

Operational Highlights
- Total Fertilizer Production stood at 94,222MT in Q1 FY26 up from 79,644 MT YoY.
- Sales Volume rose to 90,949 MT driven by strong seasonal demand.
- SSP Sales decreased to 25,970 MT and NPK/DAP sales stood at 64,979 MT.
- Capacity Utilization: Achieved a healthy 81% capacity utilization. They plan to maintain this 81% for Q2 and Q3 FY26.
- Online Marketing: Percentage of online sales is currently very low due to subsidy challenges, delivery costs. The physical delivery and distributor/dealer network will continue to be the main selling process.

New Product Innovation
- Successfully launched new Bharat Urea SSP a novel formulation for enhanced nutrient use efficiency.
- Successfully launched Super Six a fortified SSP enriched with zinc, boron and magnesium, specifically for micronutrient-deficient soils. Both are expected to contribute significantly to future performance.

Meghnagar Capacity Expansion
- A proposed project to add 165,000 MTPA of NPK/DAP complex and 99,000 MTPA of sulphuric acid capacity estimated around INR 1,420 Mn project cost.
- Current Status: Approximately INR 40 Mn has been spent. Civil work has started and orders for plant and machinery have been released. All necessary approvals have been applied for and commercial Production is targeted by March 2026.
- Revenue from New Capex: The company expects to achieve 50% capacity utilization in FY27, increasing to 60% the next year and 80% by the third year.

R&D and Innovation
- In-house team developing farmer-centric products tailored to specific soil and crop needs, committed to introducing fortified and customized nutrient solutions.

KEI Industries Q1FY26 Concall Highlights
Mcap: INR 379.9bn | CMP: INR 3,975

Outlook: Revenue is expected to grow 20% CAGR over the next 2-3 years, supported by capex. EBITDA Margins are expected in the range of 10.5%-11% in FY26E. Sanand facility capex of INR 19-20bn is expected to be completed by H1FY27E will lead to additional revenue of INR 60bn (asset turn:3x) going forward. The demand is coming from infrastructure projects, renewable energy, and manufacturing sectors. Solar specialty cables and data center projects are emerging as significant growth drivers. We have a positive outlook on the stock.

Revenue
Revenue is expected to grow 18% YoY in FY26E and is focused on achieving 20% CAGR over the next 2-3 years.

Margins
EBITDA margins are expected to be 10.5%-11% in FY26E.

Exports margins are 50 bps higher than domestic margins.

Capex
The Sanand facility total capex is around INR 19-20bn, with already INR 8.8bn spent. Additional INR 6-7bn will be invested in FY26E, and remaining INR 3-4bn will be spent in H1FY27E.

The Sanand plant is expected to commence commercial production of LT and HT cables by Sep-25, with full completion targeted for the H1FY27E.

The facility will have a revenue capacity of INR 60bn, split between EHV cables (INR 12bn) and low/medium voltage cables (INR 48bn).

The company is focused on annual capex of INR 5-7bn going forward.

Utilization
The capacity utilization stood at 74%-75% in Q1FY26.

Order book
The order book stood at INR 39.21bn in Q1FY26. The order book breakup are domestic cables – INR 21.4bn, EHV – INR 5.38bn, EPC – INR 5.4bn, exports – 7.03bn.

Wire and cables order book is around INR 33.81bn in Q1FY26.

Exports
Export markets revenue share is around 17%-20% of sales and focused on the Middle East, Australia, Africa, Europe, and the U.S. despite uncertainties in the U.S. due to potential tariffs.

90% of business directly coming from EPC companies or utilities, and 10%-15% of business through distributors for exports.

Wires and cables
Housing wire and winding wires witnessed strong performance, while stainless steel wire witnessed decline. The company is preparing for HDVC cables, and commercialization is expected in 2 years due to testing and certification requirements.

EHV cables market is expected to grow from INR 30bn to INR 60bn in the next 3 years.

Dealers
The company has 2,094 active dealers, with 70% covered under channel financing. The company focused on expanding its presence in southern and eastern India.

EPC
EPC revenue declined by 53% YoY to INR 610mn due to the absence of a project in Gambia that was executed in FY25.

Other highlights
The QIP funds of INR 20bn raised in Nov-24, are being utilized for the Sanand project, debt repayment, and general corporate purposes.

Domestic demand is driven by sectors like solar and renewable energy, data centers, power transmission, electric vehicle charging stations, railways, and metros.

Logistics cost savings are expected from the upcoming Sanand plant.

Manaksia Coated Metals & Industries Ltd- Q1FY26 Concall Highlights
CMP: INR 156 | Market Cap: INR 15.6 Bn

Operational Metrics
- Sales Volume: 29,248 MT, up 18.69% YoY.
- Production: Galvanized steel up 12.51%, pre-painted steel up 14.66%.
- Utilization: 85% (galvanizing line), 100% (colour coating line).
- Export Revenue: Up 182.28% YoY, contributing 57% of total revenue.
- EBITDA/ton: INR 9,786.
- Realizations: INR 75,000/ton (galvanized), INR 88,000–90,000/ton (pre-painted).
- Revenue Mix: Pre-painted steel contributes 75%, galvanized steel 25%.

Guidance & Strategic Outlook
Revenue & Margins
- FY26 run-rate to sustain, with growth acceleration from Q4 FY26.
- FY27 peak revenue potential: INR 16,000 Mn at optimal capacity.
- FY26 EBITDA margin: ~11%; to improve to 12–13% in FY27 post-expansion.
- Alu-zinc line alone to lift EBITDA by ~30%.

EBITDA/ton Outlook
- Expected to remain at Q1 levels (INR 9,786/ton) with 4–5% fluctuation.

Export Strategy
- Export share to remain 50%+ in FY26.
- Positioned to benefit from China+1 shift and European demand.

Capex Plans & Project Pipeline
- Total Capex FY26: INR 1,500 Mn for alu-zinc upgrade, second colour coating line, and 7 MW solar plant.
- INR 500 Mn already incurred; remainder over next 3 quarters.
- Funding Mix: 70% debt, 30% equity.
- Alu-Zinc Upgrade (Q2 FY26):
- Capacity: 180,000 TPA.
- Stabilization in 60–90 days post commissioning.

Second Colour Coating Line (Q4 FY26):
- Capacity boost to 235,000 TPA.
- Stabilization in ~60 days.

Solar Plant:
- Estimated cost: INR 300–350 Mn.
- Annual savings: INR 60–70 Mn.
- Payback: ~2.5 years.

Cold Rolling Integration (FY27):
- Capex: INR 2,200–2,500 Mn.
- Margin expansion: +1.5% to 2% at PBT level.
- To be funded largely via internal accruals.

Capacity Utilization Targets (FY27E)
- Alu-zinc line: 60–80% within 90 days of commissioning.
- Colour coating line: 70% in one quarter.
- Blended utilization: 70%.

Industry Tailwinds & Positioning
- Domestic demand for value-added steel growing on infra push and PLI scheme.
- Rising alu-zinc demand from infra, cold storage, pharma, and engineering sectors.
- Protected by import duties (7.5% basic + 12% safeguard) on Chinese imports.
- Manakia aims to be among top 3 players in value-added downstream steel, targeting 500,000 TPA capacity.
- No plans for upstream integration due to high capex and long payback.

Infosys-Q1FY26 Concall KTAs

EBIT margin came in at 20.8%, reflecting seasonality and compensation-related impacts. The margin was impacted by -100 bps due to wage hikes and variable pay, -30 bps from currency headwinds, and -20 bps from sales investments. These were partially offset by +70 bps from pricing benefits, +40 bps due to the absence of one-offs, +20 bps from lower third-party costs, and additional savings from Project Maximus. EBIT margin guidance is maintained at 20–22%. Some seasonality is expected in Q2FY25, primarily due to furloughs in the BFSI and hi-tech segments. Automation-led efficiencies and pyramid optimization are expected to partially offset margin pressures. Management remains confident about a recovery in long-term structural demand.

Macroeconomic pressures are weighing on logistics, manufacturing, and consumer goods segments.

FY25 revenue growth guidance lowered to 1.0%–3.0% (in CC terms). FY26 H1 expected to be stronger than H2 due to seasonal trends and deal ramp-ups .EBIT margin guidance retained at 20%–22%.

Large deal TCV at $2.5 bn, down sequentially but stable YoY.

Pipeline remains healthy and more new deals than renewals. Deals are largely in cost takeout, consolidation, and efficiency programs.

Segments: Financial Services, Weakness persists in mortgages, asset management, and capital markets. Some growth in regional banks. Retail & CPG, Flat growth, discretionary spends still cautious. Manufacturing strong performance driven by Europe and engineering services. Hi-Tech continued decline budget tightening seen in some areas. Communications, and Media & Tech recovery patchy, led by telcos tech still muted.

Geography: North America revenue decline QoQ tech, telecom, and BFSI weak. Europe growth led by manufacturing and energy sectors. India & Others declined some volatility in domestic business.

Client Metrics 100 clients added sequentially. $100M+ client bucket grew to 42 clients (from 41). $50M+ and $10M+ clients also grew QoQ. Clients remain focused on enterprise AI, prioritizing cost control and operational efficiency.

Hiring remains calibrated and lateral hiring continues based on project needs.

Cash and investments at $4.1 bn. Capital allocation continues with dividends and share buybacks.

Focus on gen AI: 200+ projects in pipeline, across 60+ clients.Efficiency, automation, and cost-optimization remain key themes.Strong positioning for AI + Cloud + Digital transformation.

FS vertical gained traction in US across capital markets and wealth management; now preferred AI partner for 10 of top 20 clients

Project Maximus and AI-driven value-based pricing contributed to realization gains; expected to continue delivering in future

Effective tax rate for FY26 expected in 29%–30% range

No major impact from new GCC or vendor consolidation deals on balance sheet or cash flows

Infosys not deferring lateral hiring; hybrid interviews and flexible work models continue

EURS vertical has mixed outlook; opportunities driven by energy transition, cloud and AI investments.

North America continues to show robust performance across verticals, particularly in financial services globally.

No significant project ramp-downs observed yet and decision-making remains slow but deal pipeline is healthy

Thyrocare Technologies Ltd- Q1FY26 Concall Highlights
CMP: INR 1,200 | Market Cap: INR 64.22 Bn

Outlook

Company continues to scale rapidly with robust franchisee and test volume growth, strategic lab expansions and deeper health-tech partnerships. Its investments in advanced diagnostics and geographic diversification including Africa position it strongly for sustained growth and wider healthcare access.

Financial Highlights

- Revenue stood at INR 1,930.3 Mn reflecting 23% YoY growth.
- Reported EBITDA stood at INR 574.6 Mn reflecting 37% YoY growth and margin is 30%.
- PAT stood at INR 380.6 Mn reflecting 62% YoY growth.

Segment Highlights

- Pathology Business grew by 25% YoY driven by franchisee and partnership growth.
- Franchisee Revenue: Up 20% YoY.
- Partnership Revenue: Increased by 36% YoY 29% excluding API Pharmacy Diagnostics, which grew 52%.
- Radiology Business grew by 6% YoY.

Business Highlights

Franchisee Growth:

- Active franchisees reached 9,500+ in Q1 FY26 and A pay-for-performance model has motivated franchisees to increase test volumes.
- Plans to expand its field and central teams to add more franchisees.
- Test and Patient Volume:
- Processed 46.9 Mn tests up 15% YoY.
- Served 4.6 Mn patients up 12% YoY.
- Strong growth in partnerships especially in health tech and insurance sectors like pre-policy medical checkups and annual health checkups.
- In Tanzania operations started in March 2024 partnered with 192 healthcare facilities.

New Lab Openings:

- Expanded to new locations like Roorkee, Kashmir, and Bhagalpur.
- Total lab network: 40 labs across India, Tanzania, and partner labs including Polo Labs, Vimta Clinical Diagnostics.
- Acquired Think Health enabling ECG at home services across India.

New Technologies

- Added histopathology, HPLC equipment, coagulation tests, and BioFire PCR platform highly advanced for molecular diagnostics.

Geographic Expansion

- Strengthen presence in North India through Polo Labs and South India through Vimta Clinical Diagnostics and expanded in Africa.
- Africa Expansion: Partnered with 192 healthcare facilities in Tanzania since March 2024.

Indian Railway Finance Corporation Ltd – Q1FY26 Concall KTA's

Outlook: The Company continues its strategic evolution under "IRFC 2.0," expanding beyond Indian Railways to broader railway-linked infrastructure with a clear focus on high-quality, sovereign-backed assets. Aims to reach INR 5,000,000 Mn AUM by FY27 while maintaining a conservative risk posture and zero-NPA record. Capex funding opportunities in metro, renewables, and railway-linked infra remain strong. The Company is confident of sustaining its cost advantages and growing securely with public-sector-led demand.

Guidance

- FY26 disbursement target is INR 300,000 Mn, with ~50% expected to be completed by H1FY26.
- Sanctions targeted at INR 600,000 Mn for FY26; actuals may exceed because of strong demand from refinancing and infra expansion.
- The AUM is expected to cross INR 5,000,000 Mn by FY27 if current trajectory holds.
- Spreads on new loans guided at 70-150 bps, varying by borrower risk, asset quality, and tenure.

Financial Highlights

- Disbursements in Q1FY26 stood at INR 32,000 Mn; Q2FY26 disbursements are expected at ~INR 100,000 Mn by refinancing deals.
- The Net Interest Margins improved to 1.51% vs. 1.31% YoY, benefiting from better spreads on new loans outside Indian Railways.
- PAT grew ~11% YoY by better operating efficiency and asset mix.
- The cost-to-income remains among the lowest in the industry, with overhead costs at 0.1%.

Other Highlights

- Majority of FY26 sanctions i.e. ~INR 600,000 Mn will be term loans; leasing model restricted to ~INR 20,000-25,000 Mn e.g., INR 7,000 Mn NTPC deal.
- Employee count increased by ~20 employees YoY; guided to reach ~100-110 by FY30.
- The Company will fund metro projects only with full guarantees from both state and central governments. Margins on such deals will be ~40-50 bps.
- Refinancing demand is high from entities replacing costly bank or foreign currency loans. The Company's low rates by 100-150 bps are a key competitive edge.
- Foreign borrowing mix includes both hedged for less than 5-years tenure and partially hedged for longer maturities.
- Asset selection remains conservative only government or CPSE-backed entities with A+ rating or above are eligible. The Company continues to avoid private sector lending unless backed by Indian Railways through JV or long-term concession agreements.
- The company enjoys significant tax advantages from its leasing model because of unabsorbed depreciation, ensuring no corporate tax liability for 5-7 years.
- Even as it expands its funding footprint to renewables, coal mining, and ports, projects must have direct railway linkages to qualify for financing.

PCBL Chemical Ltd Q1FY26 Concall Highlights
CMP: INR 406 | Market Cap: INR 153.49 Bn

- Carbon-black EBITDA/tonne at INR 17.8/kg.
- Carbon-black sales volumes rose 2.6% QoQ to 154 kt, taking utilisation above 97%. Domestic volumes were 89.6 kt and exports 64.5 kt.
- Aquapharm Chemicals posted revenue of INR 3,820 Mn and EBITDA of INR 500 Mn; volumes grew 9% YoY to 26.5 kt, but freight inflation and weaker U.S. demand constrained margins.
- Power generation hit an all-time high at 215 MU (+11% YoY) with external sales of 132 MU (+14% YoY), lifting the segment's EBIT contribution.
- Tamil Nadu brownfield phase-1 (30 ktpa) in trial runs; phase-2 (60 ktpa + 12 MW power) due by FY26-end.
- Land acquisition of 116 acres at Naidupeta, Andhra Pradesh for a greenfield carbon-black plant; capex to start post-environmental clearance.
- Mundra speciality line of 20 ktpa to lift speciality capacity to 132 ktpa within 3-4 quarters.
- 1 ktpa superconductive speciality grade in Palej targeted by FY26.
- India's first acetylene-black facility initial 4-5 ktpa under detailed engineering after technology transfer completion; strong cable & battery interest.
- Pilot nano-wave plant to be completed by CY25-end; U.S. patent secured for proprietary nanomaterial process.
- Long-term goal reiterated: >1 mtpa carbon-black capacity and higher speciality mix by FY28 to structurally lift EBITDA/tonne by INR 4– 5 over four-year horizon.
- Management sees global tyre makers shifting sourcing to cost-efficient hubs such as India as Western producers close older lines.
- FY26 aquapharm guidance of ~INR 3000 Mn EBITDA was maintained; incremental volumes and debottlenecking expected from Q2 as new polymer, PBTC, green-chelate and other lines commission.
- FY26 group capex guidance unchanged at ~INR 6000 Mn, with disciplined allocation and 17-18% ROIC hurdle retained.
- Net working-capital control and operational efficiencies are top priorities while negotiating CY26 carbon-black price contracts with tyre majors.
- India's carbon black supply stands at ~1.8 Mn tons vs domestic demand of only 1.1-1.2 Mn tons
- The gap between PCBL's feedstock costs and Chinese competitors has compressed to ~$130, though still maintaining competitive advantage
- Volume wise tire applications accounted for 91,140 tons, performance chemicals 46,888 tons, and specialty grades 16,065 tons, with specialty mix reaching 10% as against <1% in 2015

Persistent System Q1FY26 Concall KTAs

The company aims to continue delivering strong performance across all verticals; BFSI, Software & Hi-Tech, and Healthcare with BFSI expected to lead growth this year with its aspiration to achieve USD 2 Bn in revenue by FY27 through a mix of organic growth and selective acquisitions, particularly in Europe. Persistent plans to further strengthen its AI-led offerings, especially through its SaaSVA platform, which is helping unlock new opportunities and enhance client engagement.

BFSI vertical led YoY growth with +30.7%, followed by Software & Hi-Tech at +14.1%, and Healthcare & Life Sciences at +12.4% YoY.

Healthcare declined by 2.1% QoQ basis, mainly due to a planned transition from on-site to offshore delivery.

Revenue from top 5, 10, 20, 50, and 100 customers grew 22.8%, 20.2%, 23.1%, 22.7%, and 22.4% YoY respectively.

Clients with >USD 75 Mn increased from 3 to 4; >USD 20 Mn increased from 10 to 12; >USD 5 Mn grew from 41 to 56; and >USD 1 Mn grew from 178 to 190 YoY.

North America grew by 17.4% YoY, Europe by 37.5% YoY, India by 18.3% YoY while RoW revenue declined 1.7% YoY.

TCV of bookings was USD 337 Mn, with Annual Contract Value at USD 385.3 Mn. ACV from new bookings was USD 211.8 Mn; overall book-to-bill declined slightly to 1.3x–1.4x, from historical 1.5x–1.6x. Management sees a healthy deal pipeline despite elongated decision-making cycles and macro uncertainties.

Total headcount stood at 25,340, up by 1,821 YoY and 746 QoQ. LTM attrition increased to 13.9%, from 11.9% in Q1FY25. Annual wage hike has been deferred by one quarter due to macro caution.

Lower ESOP cost was a +230 bps tailwind, while lack of earn-out reversal (-60 bps), project transition delays (-100 bps), higher remuneratization (-40 bps), and forex losses (-40 bps) caused a net 10 bps decline in EBIT margin sequentially.

ESOP cost will remain stable for coming quarters; further margin levers include pricing, utilization, and SG&A leverage.

The company launched SaaSVA 3.0 is seeing traction across regulated industries, supported by 55+ patents, up from 35 in Q4FY25.

AI-for-Tech and AI-for-Business strategies are enabling productivity and client transformation.

key wins across verticals, including a revenue-share deal with a global tech giant for modernizing a legacy data system and a SaaSVA-led cloud transformation for a software tools player. BFSI and Healthcare wins included platform revamps, digital banking development, and pharma safety systems.

Chief People Officer Yogesh Patkankar to retire; successor Ajit Netani will take over from August 1, 2025. Shimona Chadha joined as new CMO to lead global marketing from the US.

Welspun Speciality Ltd Q1FY26 Concall KTAs

Outlook - The company has guided for a minimum 30% volume growth in FY26, backed by higher capacity utilization, increased customer additions, and ongoing investments in value-added products like bright bars and specialized tubes. With the completion of its bright bar facility in Q3FY26, and new certifications in aerospace and upcoming IBR and NORSOK accreditations, the company expects to enter high-value markets including defense, thermal, and nuclear sectors. While short-term margins may remain under pressure, the company is confident of delivering improved profitability and sustained growth in the coming quarters.

Financial Performance

- Total income grew 26% YoY and 1% QoQ to INR 2,110 Mn in Q1FY26.
- EBITDA declined by 23% QoQ and 17% YoY to INR 140 Mn in Q1FY26.
- PAT stood at negative INR 8 Mn compared to INR 20 Mn in Q1FY25. The company incurred a non-recurring finance cost of INR 58 Mn in Q1 due to prepayment of non-cumulative redeemable preference shares.
- PAT before non-recurring finance cost came in at INR 50 Mn, +93% YoY and grew ~39% QoQ.

Operational Highlights

- A planned monthly maintenance shutdown in June at the pipe plant temporarily impacted production and sales, particularly high-margin pipe volumes. Steel product sales volume stood at 7,400 tons, while pipe (tubes) volumes were lower at around 850 tons due to the shutdown.
- Capacity utilization in Q1FY26 was below 45% for steel and 60% for pipes, with management guiding 25–30% volume growth in FY26.
- The company has added 9 new customers in Q1 and aims to continue expanding its customer base to drive future volume growth.

Orderbook and Capex

- As of Q1FY26, the company's order book stood at 6,500 tons valued at INR 2,870 Mn. Management acknowledged that order intake was lower at INR 1,500 Mn vs the typical INR 3,000 Mn per quarter, due to selective intake and large orders already on the books.
- The company expects to ramp up order bookings to maintain a 2–3 month visibility in bars and 6 months in pipes.
- The company is executing a capex plan of INR 400–450 Mn in FY26, primarily towards the new bright bar facility, which is scheduled to be commissioned in Q3FY26. This will increase capacity 3x from the existing level and support higher value-added steel sales.

Other Highlights

- Received AS9100D accreditation for aerospace, enabling entry into high-value aerospace and defense markets. Engagements with defense customers are underway.
- Successfully developed and delivered Grade T91 tubes used in thermal power plants, an entry into another high-value segment.
- IBR accreditation for alloy steel bars and tubes is in process and expected to be completed by Q2FY26.
- NORSOK M-650 certification progress is on track and expected by Q3FY26.
- Export contribution in pipes has reduced from 40–45% earlier to 20% now, with focus shifting to value-added domestic sales.
- Despite increasing domestic and international competition, backward integration is seen as a key competitive advantage, particularly for sectors with stringent quality norms .
- The company is exploring new geographies like Mexico, Brazil, and South Africa, but current activation is on hold due to macro uncertainty and tariff-related trade tensions.

Mahanagar Gas Ltd (MGL) - Q1 FY25-26 Concall Key Takeaways
CMP : INR 1483 | MCAP: INR 146,660 MN

Outlook:
MGL reported a strong operational and financial performance in Q1 FY25-26, with healthy volume growth across segments and significant increases in EBITDA and Net Profit. The company continues to expand its infrastructure and outlined its CapEx plans for the coming years, including investments in the core CGD business, the IBC venture, and a CBG plant. The merger with Unison Enviro Private Limited (UEPL) is nearing completion, expected to provide tax benefits and consolidate operations.

Financials
- Revenue: INR 19,759 mn (increase by 5.96% QoQ)
- EBITDA: INR 4,850 mn (increase by 28.28% QoQ)
- EBITDA Margins: 24.56%
- Net Profit After Tax: Q1 FY25-26: INR 3,240 mn

Operational Performance & Infrastructure Expansion (Q1 FY25-26)
- Domestic Households: Connected 16,348 new households, reaching a total of nearly 2.85 mn.
- Pipeline Network: Laid 79.8 km of steel and PE pipeline, bringing the total length to over 7,538 km.
- CNG Stations: Total 385 stations as of June 30, 2025.
- Industrial & Commercial Customers: Added 84 new customers, totaling 5,161.
- CNG Vehicles: Added 20,332 CNG vehicles, reaching over 1.1 million registered vehicles in MGL's geographies. This is lower than Q4 FY25 additions of 27,000 vehicles.

Gas Sourcing
- APM Gas:

O Domestic: 100%
O CNG: 37% of total CNG volume (down from 47% in Q4 FY25).
O Overall (Domestic + CNG): Approximately 1.69 mmscmd.
- HPHT (High Pressure High Temperature) Gas: Roughly 0.5 mmscmd.
- NWG (New Well Gas): Little less than 0.5 mmscmd.
- Henry Hub (Contracted): Around 1.45 mmscmd, but consumed around 1.15 mmscmd due to NWG availability.

Other Key Updates
- CNG Station Throughput: Declining throughput per station is largely due to a higher ratio of daughter booster stations being added in far-flung areas (GA2 and GA3) where pipelines haven't reached. Daughter booster stations have lower throughput than online stations. New daughter booster stations reach plateau volumes quickly (2-3 months).
- VST Tie-up for Commercial Vehicles: Targeting 15 stations for this scheme. Currently at 6 stations, with remaining 5-6 expected to be added by end of July or August.
- Operating Expenses per unit: INR 6.6 per scmd (compared to INR 6.1-6.2 range usually).
- Reasons for Higher Expenses: Slight increase in CSR expenses in Q1 (compared to back-ended last year), slight increases in repair/maintenance, and some lease rent increase due to new plots, including a one-off past period demand for lease rent.
- CBG (Compressed Biogas) Plant (JV with BMC): Overall Project Cost: INR 6,000 mn to INR 6,500 mn (subject to reassessment).

Tata Consumer Products Ltd – Q1FY26 Concall KTA's

Outlook: Tea prices are currently 13–15% lower than last year's auction rates, which is expected to support margin recovery by Q3FY26. Coffee prices remain volatile but are trending downward. Inventory write-downs impacted Q1 margins, with one more quarter of effect anticipated. Overall margins are expected to improve meaningfully by Q3. The company maintains its guidance of 6–8% value growth in the core business and aims for EBITDA growth to outpace revenue growth, with normalization expected by Q3.

Financial Highlights

- Revenue stood at INR 47,790 Mn, up by 10% YoY growth.
- EBITDA declined by 8%, primarily due to tea cost inflation and a correction in coffee prices. The EBITDA margin contracted by 250 bps YoY, with 160 bps attributed to tea and the remaining largely due to coffee.
- Net Profit rose by 15% YoY, accompanied by a 12% growth in EPS. The balance sheet also improved significantly, with a net cash position of INR 4,000 Mn.

Other Highlights

- The tea segment saw strong double-digit growth in both volume and value. However, margins remained ~10% below normal, with ~70% of the cost increase passed on to consumers. The company expects margins to normalize to the 34–37% range by Q3FY26, supported by a ~13% YoY decline in tea prices. No aggressive pricing war is anticipated, as competition remains rational.
- India Foods grew 14% YoY, driven by strong performances across key categories. The salt segment grew 13% in value and 5% in volume, achieving record quarterly tonnage.
- Tata Sampann reported a 27% growth, with an annual revenue run-rate of around INR 2,000 Mn in dry fruits and cold-pressed oils. Dry fruits saw strong traction on e-commerce platforms, benefiting from a trust deficit in the unorganized sector. The company plans to launch value-added variants soon to enhance margins.
- The RTD segment saw a 3% increase in volumes; however, value declined by 13% due to a pricing correction implemented last year. A turnaround is expected to begin from Q2 onwards.
- The international business reported 5% growth in CC terms. In the USA, performance improved with 20% growth in coffee and market share reaching 4%. The UK saw a 4% revenue decline on a high base, though market share remained steady at ~20%. In Canada, the quarter was soft due to the timing of promotions at Costco, but performance is expected to normalize going forward.
- The company launched 8 value-added products during Q1, including green tea with L-Carnitine, ready-to-drink coffee, dry fruits, and cold-pressed oils.
- Branding and marketing expenses were maintained at ~7% of sales during the quarter, with plans to gradually increase this to 7.5–8% over the medium term.
- Capital Foods has more than doubled its distribution reach since acquisition, expanding from ~3 lakh to over 6 lakh outlets. Organic India has also seen strong progress, with a successful rollout in the pharma channel and presence now across 40 cities. While there have been delays in throughput, these are attributed to execution gaps such as DSR recruitment and field activation rather than any strategic shortcomings.
- Organic India delivered 32% growth in secondary sales during Q1. A pilot rollout in the pharma channel was successful; however, broader expansion is being delayed by execution gaps, particularly in hiring DSRs. The U.S. market accounts for 40% of Organic India's overall turnover, making the supply chain from India a critical component of its operations.

Aurionpro Solutions Ltd – Q1FY26 Concall KTA's
CMP: INR 1,453 | Market Cap: INR 80,203 Mn

Outlook: The Company expects strong growth across both TIG and Banking segments in FY26, with a pickup in revenues and margin expansion in H2FY26. Continued investments in enterprise AI, global expansion, and in-house manufacturing are aimed at long-term margin improvement and product differentiation. Capex of INR 400-500 Mn over FY26-FY27 is planned for transit hardware manufacturing to improve cost control. The company remains confident in achieving its FY26 guidance on revenue and profitability while maintaining a global-first, IP-led tech strategy.

Guidance

- The EBITDA and PAT margin guidance maintained at 20-22% and 15-16%, respectively, despite cost pressures.
- Capex of INR 400-500 Mn planned over FY26-FY27 for the transit segment's in-house hardware manufacturing.
- Revenue and margin trajectory expected to improve in H2FY26, particularly in TIG and Banking segments.
- R&D expenses are expected to remain flat as a percentage of revenue, with near-term elevation by parallel investments in AI infrastructure, AI-native apps, and product evolution.

Financial Highlights

- Revenue grew 29% YoY to INR 3,370 Mn, EBITDA was INR 680 Mn, and PAT stood at INR 510 Mn in Q1FY26.
- Banking segment revenue grew 31% YoY to INR 1,920 Mn, by execution success, SBI Phase 1 go-live, and 3 new logo wins.
- TIG segment revenue grew 25% YoY to INR 1,450 Mn, with greater acceleration expected in the second half.
- The Employee and sales expenses rose significantly ~80% YoY, by acquisitions and geographical expansion; normalization expected over 12-18 months.

Other Highlights

- The Order book crossed INR 14,500 Mn, with 16 new client wins and geographic expansion in Europe, Egypt, and Africa.
- Transit business will benefit from in-house manufacturing, with Capex aimed at enhancing competitiveness in metro projects like Delhi and Chennai. Factory ramp-up will be phased and demand-linked. International transit business continues to grow, with Mastercard collaboration in Egypt and focus areas including Americas, Asia, UK, and Europe.
- The Company continues to prioritize a partnership-led GTM strategy in developed markets in the US, with Visa, Mastercard, FIS, and Nurex as partners to reduce upfront costs.
- Acquired Fintra, a trade finance tech firm, to enhance offerings in trade and supply chain finance. Integration strengthens BFSI product suite globally.
- Enterprise AI remains a core focus, with Arya.ai delivering production-grade AI solutions for BFSI. Key differentiators include model explainability, compliance, and precision.
- The TIG segment continues to see momentum, especially in automated fare collection. Data center business, contributing slightly less than 1/3rd of TIG, continues to grow steadily and is execution-focused in Q1FY26.
- The Company remains selective in India's data center opportunity, focusing on complex, high-economics projects. Proprietary IP integration expected to improve margins in FY26.
- Tax rate remains low, by global IP structuring and R&D incentives in jurisdictions like Singapore and Dubai.
- The Business operates a distributed R&D footprint with centers in Singapore, Istanbul, Vietnam, and London, with a closer proximity to clients and top-tier tech talent.
- Internal AI tooling being actively deployed across development, testing, support, and HR. Real productivity gains from these tools are expected to materialize in the next 6-12 months.
- Leadership reiterated confidence in achieving FY26 guidance despite short-term expense pressures, and emphasized continued investment in talent, R&D, and product evolution to build a Tier-1 global tech company.

Westlife Foodworld Ltd Q1 FY26 KTAs
CMP: INR 777 | Market Cap: INR 121 Bn

Key Highlights

• The company delivered its third consecutive quarter of positive SSSG at +0.5% YoY, despite a sluggish discretionary spending backdrop.
• On-premises revenues grew 7% YoY to INR 6.6bn; the channel mix remains stable, with off-premises contributing 41% of total sales.
• Sequential gross margin expanded by 160bps to a record 71.6%, driven by structural supply chain efficiencies, not pricing actions (only marginal hike in March).
• Restaurant Operating Margin improved ~80bps YoY, supported by focus on store-level cost governance.
• EBITDA rose 7% YoY to INR 855 mn, with PAT at INR 474 mn (~7.2% of sales).
• South India is dilutive to overall SSSG performance; North and West continue to outperform.
• In response, they have institutionalized a separate South-focused business leadership structure, with a "business officer" model to drive sharper local execution.
• 9 new stores added in Q1, taking the total footprint to 444 outlets across 71 cities. Store pipeline for FY26 remains on track for Vision 2027 (580–630 outlets).
• 24% of the store base now drive-thru formats; these deliver stronger long-term throughput, though capex is INR 15–20 lakh higher per store.
• Exploring select non-traditional locations (metros, airports, highways), but core focus remains on full-service formats that support the omni-channel strategy.

Outlook

• Vision 2027 targets: SSSG of 6–7%, and EBITDA margins at 18–20% (vs ~13% currently).
• The 500bps margin improvement is expected to come from: SSSG acceleration and operating leverage, continued gross margin optimization, and Strategic cost control.

Sapphire Foods India Ltd -Q1FY26 KTAs
CMP: INR 344 | Market Cap: INR 110 Bn

Brand-wise Performance

KFC

• SSSG was flat YoY, but transaction growth was positive due to the Epic Saver campaign (9 items for INR 299).
• Dining & takeaway mix stood at 57%, with delivery contributing 43% (up 300 bps YoY).
• Launched premium Gold Zinger Burger & Chicken Strips. Kiosks rolled out across 259 stores.

Pizza Hut

• Revenue declined 5% YoY, SSSG was -8% due to weaker consumer pull outside Tamil Nadu.
• Tamil Nadu outperformed with low-single-digit positive SSSG, driven by mass-media campaigns.
• Channel mix: 50% delivery, 50% dine-in/takeaway. EBITDA margin stood at -2.5% (would be breakeven excluding additional marketing spend).

Sri Lanka

• Strong 12% SSSG and 15% system sales growth, with 126 stores operational.
• Gross margin improved by 30 bps YoY, but higher minimum wages offset the benefits. Restaurant EBITDA margin was 12.7%.
• Price hikes of 3–5% planned to mitigate wage cost inflation.
• Doubling down on high-value offerings like Epic Saver deals, with upcoming campaigns under INR 100 to boost dining traffic.
• Focused on replicating Tamil Nadu's successful mass media-led Pizza Hut strategy across other markets in collaboration with Yum.

Outlook & Guidance

• KFC: Expect positive SSSG with continued transaction growth and margin recovery as value campaigns drive volumes.
• Pizza Hut: Focus on reviving brand traction through taste innovation, premium offerings, and stronger marketing spends.
• Sri Lanka: Anticipate margin improvement from Q2 FY26 onwards due to price increases and stabilization of wage costs.
• Margins: Current margins likely represent the bottom; any improvement in SSSG and ADS (average daily sales) is expected to restore profitability.
• Long-Term Focus: Expand omnichannel strategy, improve brand visibility, and leverage operational efficiencies for sustained growth.

Shyam Metalics & Energy Ltd Q1FY26 Concall KTAs
CMP: INR 926 | MCap: INR 258.48 Bn

The company reported strong Q1FY26 revenue growth of 22.4% YoY to INR 44.19 Bn, with stable margins supported by new value-added products. The new pig iron facility is operating beyond its rated capacity at over 120% utilization, and while the color-coated unit reached ~70 utilization, with a new galvalume line being added to de-bottleneck capacity and fully capitalize on demand. With its INR 100 Bn capex program on track and new power plants improving cost efficiencies, management expects a long-term revenue CAGR of ~15% with stable EBITDA margins in the 11-13% range.

Operational Highlights
- The company reported revenue at INR 44.19 Bn, grew by 22.4% YoY in Q1FY26, with finished steel now making up 76% of the sales mix.
- Margins has remained at par on the back of reductions in raw material prices and contributions from new, value-added products like pig iron and color-coated steel.

Segment Updates
- New pig iron blast furnace is operating beyond its rated capacity, achieving utilization levels of over 104%. Colour coated also demonstrated a healthy ramp up to ~70 utilization.
- Management addressed the bottleneck is the existing galvalume coils line, which is running at 100%. Second line is being added to increase the capacity to fully capitalize the demand.
- The commissioning of two 90 MW captive power plants is underway. margins are expected to improve with reduction of cost of power expected to INR 2-2.5/Kwh.
- Currently, the power mix is roughly 60% thermal and 40% waste heat recovery.
- Aluminum segment is witnessing some improvement in demand and margins for foil, following the import duties.

Steel Wire
- Commissioned its steel wire plant, currently operated at 30-35% utilization, with exports already started.
- The company targets sales of 10k tons in FY26, ramping up to 20k tons in FY27E.

Capex
- The company's INR 100 Bn capex program remains on track, with 70% of the planned expenditure already incurred, and remaining will be invested over two years to fund the internal accruals.
- Carbon steel capacity project is expected to be operational by FY26E, with larger expansions plan are on track for commissioning by the end of FY27E.

Guidance
- Management expects to achieve a long-term revenue CAGR of ~15%.
- EBITDA margins are expected to remain stable in a similar range of 13%-14%, with no further downside ahead.

Alphabet Inc. – Q2CY25 Earnings Update

Strong performance driven by AI momentum, Capex raised on robust Cloud demand

Alphabet delivered a strong Q2CY25 performance with continued momentum across Search, Cloud, and AI initiatives. Management raised full-year capex guidance to USD 85B (from USD 75B) to support surging demand for AI infrastructure and cloud services. The company sees further monetization tailwinds ahead from AI integration across products, with upcoming U.S. election-related ad spend expected to benefit Q3.

Key Management Commentary Highlights

India Specific Impact

- Management highlighted India as one of the fastest-growing markets for both Gemini and AI Mode, with strong traction observed in the early adoption phase.
- The AI Mode feature, launched in May, saw notable engagement in India and the U.S., underscoring Alphabet's growing user base and AI relevance in Asian markets.
- No region-specific financials were disclosed, but commentary reinforced Asia-Pacific as a key growth region for AI-driven services.

- Management emphasized that AI is now positively impacting every part of the business, with notable product adoption across Search, Cloud, YouTube, and Gemini.
- AI Overviews, Google's AI search summary feature, now reaches 2 billion monthly users, contributing to a 10% increase in global queries where it is available.
- The Gemini AI app has scaled to 450 million monthly active users, while AI Mode has already hit 100 Mn users since its May launch.
- Capex guidance was raised by USD 10B to support increased server capacity and accelerated data center build-outs, reflecting growing cloud customer demand.
- Operating expenses rose on account of a USD 1.4B legal charge tied to a data privacy settlement in Texas.
- Management expects Q3 to be supported by elevated political ad spend, particularly benefiting YouTube.

Alphabet remains well-positioned to capitalize on its AI-first strategy, with increasing user engagement and supportive monetization trends. India and the broader Asia region are emerging as strategic markets in the company's AI growth roadmap.

Tesla Q2CY25 Earnings Update

Strategic Shift Overshadows Weak Auto Performance

Tesla's Q2CY25 results underscore a bold strategic shift toward AI, robotics, and autonomous services, as the core EV business faces rising competitive and regulatory pressures. The continued investment in AI infrastructure and the Robotaxi rollout reflect a long-term growth pivot, but margin erosion and muted automotive performance could constrain capital allocation. The upcoming affordable EV launch in 2025 remains critical for regaining mass-market momentum.

Tesla's 12% YoY revenue decline signals sustained pressure on its core automotive business, with delivery volumes and average selling prices both trending down. This top-line weakness, coupled with compressing margins and tepid free cash flow, adds complexity to its aggressive AI pivot. While the technology roadmap is visionary, the near-term financial trajectory requires careful balancing of investment and profitability. Markets will closely watch execution on the affordable EV launch and monetization of autonomous services.

India/Asia Market Impact

• Tesla's global supply chain recalibrations due to U.S. policy changes and tariffs may indirectly influence sourcing and operations across Asia over the medium term.

Key Management Commentary Update

• Revenue Decline Reflects EV Market Headwinds The 12% YoY revenue decline to $22.5 Bn was primarily attributed to reduced vehicle deliveries, softer ASPs, and declining regulatory credit revenues. Despite services growth, core auto revenue fell for the second straight quarter, highlighting persistent demand-side pressure.
• AI & Autonomy Focus Deepens Tesla reiterated its ambition to become a global leader in autonomous mobility. The limited Robotaxi service launch in Austin and the first autonomous vehicle delivery are early steps toward this transition.
• Heavy Investment in AI Compute Tesla now operates AI infrastructure equivalent to 67,000 H100 GPUs, reflecting intense resource deployment toward its camera-based autonomy model.
• Robotaxi & Optimus Timelines The Cybercab is targeted for production in 2026, with plans to expand ridehailing services to ~50% of the U.S. population by year-end CY25, pending regulatory approvals. Humanoid robot "Optimus" remains in early stages of development.
• Affordable Model on Track Initial builds for a lower-cost EV (Model 2) began in June, with volume production slated for H2CY25 Tesla's counter to growing competition from China and low-cost EV manufacturers.
• Operating Margin Compression a Concern Operating margin dropped sharply to 4.1%, impacted by weaker scale leverage and product mix. Management acknowledged the risk this poses to long-term capital-intensive initiatives.

Goodluck India Ltd Q1FY26 Concall KTAs
CMP: INR 1,102 | MCap: INR 36.66 Bn

The company's shift towards higher-margin products is driving performance, with its value-added segment growing 24% YoY while operating at ~90% capacity. Company's key growth is expected from the solar segment, where management guides for 100% sales growth, alongside a ramp-up in hydraulic tubes and a targeted 20% volume increase in infrastructure. A significant new opportunity in the defence vertical, where a new plant for 1.5 lakh artillery shells is expected to achieve 40-50% utilization in FY26, with the potential to generate ~INR 2.75 Bn in revenue at high EBITDA margins. Management has guided revenue growth of 15-20% for FY26E, with the new defence business expected to provide incremental value.

Operational Highlights
The company shifts towards higher-margin products, with the value-added segment growing 24% YoY, while the non-value-added segment saw almost no growth.
The company is currently operating at ~90% capacity utilization.

Segment Updates
Solar structures segment sees strong momentum and has guided for 100% sales growth in this vertical for FY26. Further capacity additions are being evaluated.

Hydraulic Tubes
Achieved ~50% utilization in Q1, management expects to ramp to ~70% by the end of FY26. At peak capacity, this segment is expected to contribute revenues of ~INR 12.5-13 Bn.
For infrastructure due to government spending on public infra, the company is targeting ~20% increases in sales volume in FY26.
The infrastructure division's capacity can be increased by ~50% through this process.

Defence Vertical
Established a new subsidiary, Goodluck Defence & Aerospace, and has completed a plant to manufacture 1.5 lakh units of artillery shells.
For FY26, the company expects achieving ~40-50% capacity utilization for the new defence plant, assuming timely receipt of the license.
At full capacity, this business is expected to generate revenue of ~INR 2.7-2.75 Bn. EBITDA margins for such defence products typically range from ~25-35%.

Guidance
Management has reiterated its full-year revenue growth guidance of 15-20% for FY26E, new defence business will add incremental value to revenue growth.

Bajaj Housing Finance- Q1FY26 concall KTAs
CMP INR 122 | Market Cap INR 1.02 trn

OUTLOOK

Bajaj Housing Finance reported a stable performance for the quarter, with strong NII growth supported by healthy 24% YoY expansion in AUM, primarily driven by retail loan growth. Margins improved on a YoY basis, aiding operating performance. Credit costs rose due to a lower base in the previous year, but profit growth remained respectable. Asset quality saw a marginal sequential deterioration, though overall metrics remained robust and within comfortable thresholds.

Guidance

- The lender expects NIM to contract by 15-20 bps in FY26.
- AUM growth guidance stands at 21%-23% for FY26 and 24-26% for medium term.
- Opex-to-NTI is guided to be in the range of 20%-21% for FY26.
- RoA and ROE are expected to be around 2% to 2.2% and 11% to 12% in FY26.

Highlights

- Net interest income for the quarter was up at healthy pace of 33% YoY and was driven by loan growth and margin expansion.
- The lender's Net interest margin was up 10 bps on YoY basis at 4.0% and on sequential basis the NIM was flat. Gross spread for the lender stood at 1.8% in Q1 FY26.
- Provisions for the quarter increased to INR 0.41 bn from INR 0.10 bn YoY and INR 0.30 bn QoQ.
- AUM for the quarter increased by 24% YoY and 5% on QoQ basis to INR 1.2 lakh crore. Total addition to AUM stood at INR 57.01 bn during the quarter on sequential basis.
- Home loan growth stood at 21% YoY and formed 55.8% of total AUM, LAP was up 30% YoY, Lease rental discounting (LRD) portfolio increased by 29% YoY and Developer finance jumped 32% YoY.
- Disbursement growth for the quarter was at 22% YoY to INR 146.51 bn.
- Average ticket size in home loan segment stood at INR 45.4 lakh and 84% of loans were towards salaried segment.
- Incremental yield on home loans is ~8.76% in Q1 FY26.
- Self-employed segment forms 77% of total LAP loans as on June 2025 and in this segment 72% of loans are towards SORP (self-occupied residential property).
- Of the total borrowing ~37% is from bank borrowing, 53% comes from money market while NHB funding forms 10% of total mix.
- For Q1 FY26, the asset quality saw slight blip as GNPA ratio was marginally up by 1 bps QoQ to 0.3% while Net NPA ratio was up 2 bps QoQ to 0.13%.

IRB InvIT Fund: Q1 FY26 Concall Key Takeaways
CMP: INR 61.63 | Mcap: INR 35,720 Mn

Outlook
IRB InvIT is demonstrating resilient financial performance with consistent revenue growth and distributions, even amidst monsoon impacts. The strategic acquisition of three new road assets aims to diversify its portfolio, maintain operational continuity, and prepare for the upcoming concession expiry of a key asset.

Financial Performance (Q1 FY26):
- Total consolidated income increased to INR 2,920 mn from INR 2,750 million (Q1 FY25).
- Total toll revenue - INR 2,540 mn
- EBITDA - INR 2,460 mn
- Interest cost - INR 720 mn
- Depreciation - INR 710 mn
- Profit after tax - INR 1,000 mn

Acquisition Update
Approved Strategic Acquisition: The board has approved a binding term sheet for the acquisition of three revenue-generating road assets from IRB Infrastructure Trust, Private InvIT: IRB Hapur-Moradabad Tollway Limited, Kaithal-Tollway Limited, Kishangarh-Gulabpura Tollway Limited

Highlights
- Dividend Sustainability: Management clarified that dividend payouts are based on book profit as per the Companies Act, emphasizing that unit holders should focus on the overall distribution yield.
- Impact of Interest Rate Reductions: A 50 basis point reduction in the repo rate is estimated to reduce interest costs by approximately INR 400 mn. The company is considering converting 25-30% of its debt to a fixed rate (around 7.5-7.55%) while retaining 65-70% on a floating basis.
- Fundraising for Acquisition: Promoters are actively evaluating their participation in the capital raise, alongside other potential investors. Post-equity infusion, the net debt is projected not to exceed 49%.
- NAV Revision & WPI Impact: While falling inflation impacts tariff revisions (calculated as 3% fixed plus 40% of WPI), the resulting savings in interest costs (approximately twice the potential revenue loss) effectively hedge this impact, ensuring no significant negative outcome for unit holders.
- Vehicle Movement & Concession Safeguards: Project-specific factors, such as geopolitical tensions affecting the Amritsar-Pathankot route, can influence vehicle movement. However, the concession agreements include robust safeguards against competitive parallel facilities developed by NHAI or state governments, often stipulating higher toll charges for such new roads (approximately 1.3x charges implied).
- Rights Issue Considerations: Management clarified that a rights issue typically has a 5-6 month timeline and, if issued at a discount, could lead to higher dilution for existing unit holders compared to Qualified Institutional Placements (QIPs) or preferential issues. They also highlighted that unit holder approval was a prerequisite before any consideration of a rights issue.

Bansal Wires Industries Ltd Q1FY26 Concall KTAs
CMP: INR 409 | MCap: INR 64.09 Bn

BWIL reported flat QoQ results, with Q1 impacted by seasonality, with production volumes up 25% QoQ and sales at 104k tons, translating to 74% capacity utilization. The Dadri plant contributed over 20–25% of revenue, with ramp-up on track via a 120k-ton capacity addition expected in H1. Realizations remained firm at ~INR 90–91k/ton, and EBITDA/kg stood at ~INR 7,200/kg. The company maintained its FY26 guidance of 30% YoY volume growth and 10% absolute EBITDA improvement, supported by industry tailwinds in specialty wires like hose, IHT/OHT, and bead wire, all aligned with the import substitution push. Company's long-term backward integration plans in Sanand with a 180k-ton steel and 60k-ton stainless wire facility are progressing.

Operational Highlight
- Q1 remains seasonally impacted due to labor shortages, still company saw 25% QoQ growth in production volumes.
- BWIL operates 5 manufacturing facilities with an installed capacity of 559k MTPA.
- In Q1FY26, sales volumes reached 104k tons, achieved at 74% capacity utilization.
- The Dadri plant, which is the largest single-location plant in India, contributed over 20-25% to the revenue, expects to ramp up in contribution with the support of new capacities.
- Dadri plant expansion is on track, with 60k tons capacity expected in Q2FY26 and another 60k tons in Q3FY26, bringing the total additional capacity to 120k tons within the H1FY26E.

Guidance
- The company targets a 30% volume growth for FY26 and is on track to achieve this.
- EBITDA is also expected to increase by 10% in FY26E, due to market dynamics and focus on market share expansion.

Realizations & EBITDA/kg
- Q1FY26 realizations were around ~INR 90k-91k/tons, with EBITDA/kg at ~INR 7,200.

Specialty Wire
- The company is aggressively scaling its specialty wire portfolio, including hose wire, IHT/OHT, and targeting high-growth, high-value segments aligned with India's import substitution drive.

Steel tyre cord
- A 20k tons pilot project has launched and received positive customer feedback on samples, and commercial production is expected by Q3/Q4 FY27E, targeting 70% capacity utilization by FY28E.

Bead Wire
- Company adding a project bead wire capacity of 30k TPA, targeting an estimated market size of ~450k TPA.

IHT Wire
- Used in EV two-wheeler suspensions, production is set to begin in Q3FY26E. The company sees significant growth opportunity in this rapidly growing market.

Steelcord and Hose Wire
- For hose wire, the company is making progress with customer approvals. Steelcord is expected to be operationalized by FY27E, with a phased ramp-up in FY28E.

Backward Integration Plan
- Company's long-term plan includes a backward-integrated steel and wire facility in Sanand, Gujarat, with an investment value of ~INR 6.5 Bn by a wholly owned subsidiary.
- It includes a proposed 180k tons steel plant and a 60k tons stainless-steel wire facility. Expected to be completed by Sep FY27E.

Capex
- The company has planned a total capex of ~INR 7.5 Bn capitalized over the next two years.

Coca-Cola Q2CY25 Earnings Update

Coca-Cola reported a steady Q2CY25 performance despite macro headwinds, led by strong pricing, operational efficiency, and disciplined marketing spend. While volume declined marginally on a global level, profitability saw significant expansion. The company maintained confidence in delivering its updated CY25 guidance.

Focus on India & Asia

- In India, volume declined during the quarter due to a combination of factors:
- An early monsoon season disrupted demand cycles.
- Geopolitical tensions in certain regions affected distribution and consumer mobility.
- Despite this, management remains positive on the long-term India opportunity, highlighting strong structural growth trends in rural and urban beverages.
- In Asia Pacific, the company experienced modest volume declines, particularly in the sparkling category.
- However, pricing actions and improved product mix helped offset top-line pressure

Volume Performance

- Global unit case volume declined by 1%, impacted by a soft demand environment across several markets, including Asia.
- Volume softness was more pronounced in the sparkling and juice categories.

Revenue & Profitability

- Net revenue grew 1%, while organic revenue (non-GAAP) rose 5%, supported by a 6% growth in price/mix.
- Operating income increased 63% YoY, with comparable currency-neutral operating income up 15%.
- Operating margin expanded to 34.1%, supported by cost optimization and timing of marketing investments.

- CEO emphasized the system's agility in navigating a "shifting external landscape" while staying aligned with strategic priorities.
- Coca-Cola continues to focus on execution, pricing discipline, and flexible marketing investments to drive long-term margin growth.
- Management reiterated full confidence in meeting the updated full-year 2025 guidance, citing strong first-half performance.
- Coca-Cola reiterated confidence in delivering full-year 2025 guidance, supported by robust pricing power and margin management.
- The focus remains on
- Sharpening execution across markets.
- Maintaining flexibility in brand investments.
- Leveraging premium innovation and pack-price architecture in emerging markets like India.

Oberoi Realty Ltd – Q1FY26 KTa
CMP – INR 1826 | Mcap- INR 664 Bn

Outlook

Luxury demand remains strong with no signs of a slowdown, driven by premium residential and commercial projects.Upcoming project launches in H2 FY26 include are Borivali Tower, Gurgaon flagship project, South Mumbai redevelopment (Tardeo, Pedder Road), Targeted to align with festive season launches (Diwali).Positive long-term view on Mumbai real estate, buoyed by infrastructure improvements (e.g., Metro, Coastal Road), which management believes will accelerate demand velocity rather than merely raise prices.

Financial Performance

- Revenue for the quarter is down by 30 % at INR 9870 Mn (YOY) , down by 14 % (QOQ)
- EBITDA down by 36 % at INR 5200 Mn (YOY), down by 16 %(QOQ)
- EBITDA margin is 52.68 % against 58 % (YOY), 53.73 % (QOQ)
- Net profit is down by 28% at INR 4210 Mn (YOY), down by 3 % (QOQ)
- Q1 FY26 revenue impacted by revenue recognition norms, particularly related to 360 West's unsold inventory, which is completed but recognition delayed due to milestones like registration and full consideration receipts.
- Management expects bulk of pending revenue from finished stock to flow through in Q2 FY26.

Residential Projects-

- Elysian Tower D (Goregaon): Successfully launched with strong customer response, validating pricing and location.
- Thane: Despite moderation in sales post-initial launch, over INR 18,000 Mn booked between Jardin and Forestville; management views it as a success. Next phase to follow social infrastructure development (mall, hotel, school).
- Borivali Tower: New tower launch planned for Q3 FY26.
- Gurgaon: All licenses and approvals secured; on-site demolition commenced, launch expected Q4 FY26.
- Adarsh Nagar (South Mumbai): Approvals in process; RERA filing will follow.
- 360 West: Sales continue, though lumpy; unsold inventory to contribute to revenues over the coming quarters.

Commercial & Retail Portfolio-

- Commerz III: ~85% leased, management expects full leasing by end-FY26. Strong tenant appetite for Grade-A office space.
- Sky City Mall (Borivali): "Soft-launched," shops opening progressively with strong demand from national and international retailers.
- Commerz I and II also fully leased; company believes it now has zero vacancy in operating annuity assets except Commerz III.

Business Development-

- Evaluating ~1,000 land proposals annually; highly selective, with focus on margin protection.
- No large deals disclosed yet, but active pipeline with consistent due diligence ongoing.
- Gurgaon project conceived as 'mini-360 West' targeting HNI/NRI audiences, with 5,000–8,000 sq ft units.

Land & Infrastructure

- Gurgaon, Borivali, Thane and other strategic parcels fully owned, allowing flexibility in launch timing and insulation from land cost volatility.
- Mumbai infra upgrades (Metro, Coastal Road) expected to:
  - Improve absorption rates
  - Spur demand across micro-markets including SoBo and Pokhran Road (Thane)
- Projects like Thane to mirror Goregaon as urban townships with embedded social infrastructure.

Other Highlights

- Sustenance sales across older projects (Eternia, Forestville, Sky City) have softened YoY, but management termed this a normal cycle trend rather than a sign of demand weakening.
- Emphasis remains on value over volume; Oberoi Realty refuses to chase market share at the cost of profitability.
- No immediate broad-based price hikes, but QoQ ASP increases observed due to higher floor/unit mix (e.g., Sky City, Enigma).
- Q3 FY26: Borivali Tower launch.
- Q4 FY26: Gurgaon + South Mumbai (Pedder Road, Tardeo) launches

Choice Intl Ltd: Q1FY26
Con-call Key Takeaways
CMP: INR 762.55 | M-cap: 154,070 Mn

Outlook:
Choice International continues to maintain steady growth across its core businesses. The company is focused on expanding its presence in Tier 3 and 4 markets through a strong physical network, especially in broking and NBFC. Its tech driven approach and deepening client relationships are aiding scalability and efficiency with trust playing a key role. The advisory and investment banking segments are building strong pipelines, while recent approvals for the AMC business signalling new avenues for growth. Management remains confident in sustaining healthy growth with consistent execution and a focus on long-term value creation.

Financial Performance (Q1FY26):
YoY
Revenue - increased to INR 2,380 Mn in Q1FY26 compared to INR 2,059 Mn in Q1FY25 (16% YOY increase)
EBITDA - INR 868 Mn (49% YoY increase)
PAT - INR 480 Mn (50% YoY increase)

Recent Acquisitions & Key new advisory projects:
The company recently acquired Arete Capital and hopes to grow this business as a vertical line.
Awarded a work order by MITRA, Government of Maharashtra, under the World Bank-backed Maha-STRIDE Program, to establish District Strategic Units (DSUs) across Chhatrapati Sambhajinagar Division over five years, (being a 60 month project)
Awarded an additional work order from the Office of the Registrar, Cooperative Societies, Bihar, for computerizing 3,576 Primary Agricultural Credit Societies (PACS).
Management claims that govt backed orders revenue recognition is pretty upfront and will be done as soon as the work is over thus taking 24-36 months and 5 yrs for the Maharshtra project.

Future Vision:
The company will focus on increasing its physical offices in Tier 3 and 4 cities since it is their main customer market.
Hoping to grow their different lines of business equally and not focusing on just one.
Most likely to get started with their AMC business by this Diwali.
No intention of de merging any of the business lines.

Overview:
AUM - rose to INR 47,800 Mn (16% YoY increase)
Demat accounts - 1.15 Mn Accounts (29% YoY increase)
Loan book for the NBFC business stood at INR 7,450 Mn, with Retail Loans contributing INR 5,560 Mn
Advisory business contributed 24% to total revenue, backed by an order book of INR 5,860 Mn including 1-2 large orders backed by World Bank.
Investment banking executed 7 IPO transactions recently, with over 24 active mandates in the pipeline.
Total team strength expanded to 58,000+ associates, reflecting strong distribution capability .
Got their final approval by SEBI as a go ahead with their AMC Business looking confident to have it started by this Diwali.

Kajaria Ceramics Ltd Q1FY26 Concall KTAs
CMP: INR 1,242 | Market cap: INR 197.7 Bn

Outlook

Kajaria Ceramics is executing a strategic realignment to integrate its tile sales and marketing functions, with the objective of enhancing cost efficiency, optimizing resource deployment, and positioning the business for long-term volume growth. While near-term volumes remain under pressure due to external headwinds and transition-related disruptions, management is prioritizing controllable levers particularly cost rationalization and better utilization of existing capacity. Notably, promoter remuneration has been voluntarily suspended until predefined EBITDA targets are achieved.

Future Guidance

Management remains positive on volume recovery, supported by improving trends in export markets. Additionally, margins are expected to remain stable, aided by continued focus on input cost optimization and operating efficiencies.

Organisational Restructuring: Integration of ceramic wall, floor, and vitrified tile divisions into a single vertical aimed at improving operational efficiency and cost optimization. Expected to be growth accretive with volume pickup anticipated from Q2FY26 onwards. We expect margins to remain on a similar band given cost control measures.

Adhesives Division: Targeting turnover of INR 1,200 Mn+ in FY26 (vs INR 750 Mn in FY25) with EBITDA margins at 17%. New Rajasthan plant became operational in May; Tamil Nadu plant to go live in 3–4 months, enabling Southern market expansion.

Bathware Division: Projected revenue of INR 4,800 Mn in FY26 (vs INR 4,000 Mn in FY25). Expected to turn profitable this year, driven by scale benefits and cost restructuring.

Capex Plans: FY26 capex of INR 1,500 Mn, primarily for new corporate office and maintenance. No new capacity additions planned.

Promoter Compensation: Promoters have forgone salary until quarterly EBITDA crosses INR 2,500 Mn (currently INR 1,870 Mn). FY25 promoter salary stood at INR 170 Mn.

Adhesives Product Focus: Continued emphasis on tile adhesive-related offerings in the adhesives division.

Industry & Company Outlook

Domestic Market: Currently muted; slight recovery anticipated from Q2 onwards, supported by:

Export Recovery: Indian tile exports expected to rebound to INR 180,000–200,000 Mn in FY26 (vs INR 160,000 Mn in FY25).

Government Infrastructure Spending: Likely to accelerate post-election, benefiting building materials demand.

Building Materials Industry: General slowdown continues with low customer footfall in showrooms, but management anticipates gradual improvement in demand.

Market Share Strategy: Kajaria is prioritising market share gains over price hikes. Despite price hike announcements from peers, realisations remain flat on the ground.

Competitor Activity: Limited geographic expansion by peers; only one key player expanding in South India, where Kajaria already has capacity.

Government Orders: Contribution to sales has increased from 4% to 6% and is expected to rise further.

Plywood Division: Permanently shut down; expected to result in significant cost savings. Other segment now includes only bathware.

The fuel cost per unit was 38/SCM for the North, 39/SCM for the South, and 36/SCM for the West, with an overall average of 37/SCM.

The Nepal plant is operating at a capacity utilization of 60-70%. The sales volume for the recent quarter was approximately 8.87 million

Key Financial Highllights

Revenue: INR 11,040 Mn, a 1% YoY decline, mainly due to weak tile volume and plywood segment shutdown.

EBITDA Margin Improved to 16.72% in Q1 FY26, up from 15% in Q1 FY25.

Gross Margin expanded to 39.5%, up from 38.5% YoY.

Cost Structure: Staff costs and other operating expenses remained flat YoY, reflecting operational discipline.

Blue Jet Healthcare Ltd- Q1FY26 Concall Highlights
CMP: INR 906 | Market Cap: INR 156.91 Bn

Outlook

Company is aimed for robust growth in FY26 driven by strong demand, new product launches and expanded capacities in contrast media and pharma intermediates. Strategic investments in R&D and a world-class CDMO facility will further strengthen its market leadership and capitalize on global supply chain opportunities.

Financial Highlights

- Revenue from operations for Q1 FY26 stood at INR 3,548 Mn which grew to 4.2% QoQ and 117.8% on YoY basis. This growth is mainly driven by higher sales in PI & API product category.
- EBITDA for the quarter came at INR 1,210 Mn down 13.6% on QoQ and 173.3% YoY growth.
- EBITDA Margin is 34.1%.
- PAT for the quarter was at INR 912 Mn which dropped by 17.2% QoQ and 141.3% YoY growth.
- A one-time GST demand of INR 27 Mn reduced EBITDA by 0.7%.
- Capex in Q1 FY26: Approximately INR 280 Mn was spent in line with FY25 guidance.

Gross Margin

- Gross margin was 48.5% down 6.5% from 55% in Q4 FY25.
- Reason for Decline: 4.4% of the drop was due to a reduction in inventory by INR 750 Mn which released overhead costs into the P&L statement. 2.1% was due to a change in product mix with higher sales of PI and API and lower contribution from other segments.

Business Segment

- Pharma Intermediates and API segment: Grew by 8.2% compared to Q4 FY25, showing strong demand. A key cardiovascular intermediate under long-term contracts saw significant growth, especially in the US, Europe and other markets. Current capacity utilization is at 60% with capacity to handle increased demand. New product launches are expected in H2 FY26.
- Contrast Media: New molecules launched in Q4 FY25 have stabilized, and growth is expected in H2 FY26 as client demand increases. Supplies of gadolinium-based products and a new iodinated intermediate are planned for Q2 FY26.
- High-Intensity Sweeteners: Average selling prices are stabilizing and the company continues its strategy of offering value-added variants.

Capacity Expansion

- Unit 2 (Ambernath): Phase 2 expansion is complete and fully operational supporting PI, API and contrast media production. A new advanced intermediate for contrast media is now commercialized.
- Unit 3 (Mahad): Construction is on track for commissioning in H2 FY26. This plant will use flow synthesis for backward integration in the contrast media segment producing key starting materials. This will reduce reliance on external suppliers and protect against raw material price volatility.
- Capex Update: The planned capex for Unit 3 has increased from INR 2,500 Mn to INR 3,000 Mn with INR 1,000 Mn already spent and INR 2,000 Mn to be spent by FY27. The increase is due to high automation for consistent quality and efficiency.

R&D Investments

• INR 400 Mn is being invested in a new R&D center in Hyderabad focusing on:
• Amino acid derivatives and late-stage intermediates.
• New chemistry platforms like peptides intermediates for GLP-1s and biocatalysis using immobilized catalysts.
• The R&D center is tracking 20 new opportunities with 30% in late Phase 3 or commercial phase indicating strong client interest.
• An additional INR 400 Mn is allocated for this R&D facility.

Future Expansion Plans

• Company has quadrupled its manufacturing capacity in the last four years and plans to add another 1,000 kl of capacity in the next 2–3 years.
• A large land parcel will be acquired to build a world-class CDMO facility, developed in three phases: Phase 1: Four blocks including two for contrast media, one for a new-generation high-intensity sweetener and one multipurpose block.
• A new multipurpose plant at Mahad with 30 GMP-compliant reactors is planned for H2 FY27, designed to supply small to large quantities globally with high automation.

Paisalo Digital Ltd Q1FY26 Concall KTAs

Outlook - The company expects improvement in ROE as the asset-light co-lending model scales and remains focused on maintaining NPAs below 2%. Its upcoming co-lending partnership with SBI for MSME and SME segments, which is expected to be operational by Q4FY26 and drive scalable, capital-efficient expansion. The company plans to continue expanding its branch network in newer geographies with low formal credit penetration, unlocking new customer segments and diversifying its portfolio.

Financial Performance

14% YoY growth in AUM, reaching INR 52,302 Mn and 16% YoY increase in disbursements, amounting to INR 7,581 Mn, driven by sustained demand from rural and semi-urban borrowers for income-generating loans.

Added 1.5 Mn new customers, taking the total client base to 11+ Mn. The company reported its highest ever total income of INR 2,187 Mn, a 17% YoY increase supported by its expanding product reach and distribution footprint.

NII rose by 20.3% YoY to INR 1,244 Mn in Q1 driven by a healthy loan mix and prudent asset-liability management. NIM expanded by 31 bps YoY, reaching 6.5%.

Gross NPA and Net NPA stood at 0.85% and 0.68%. Collection efficiency improved to 99.8%, compared to 99.2% in Q1FY25. PAT grew by 13.7% to INR 472 Mn in Q1FY26.

Other Key Highlights

Active tie-ups with SBI, PNB, Bank of Baroda, Karnataka Bank, and UCO Bank, primarily in the Small Income Generation Loans. Signed Q1FY26 MoU with SBI to extend co-lending to MSME & SME segments; operational rollout expected by Q4FY26.

Current Co-lending Mix: ~90% of SIGL portfolio under co-lending (23% of total AUM).

The company operates through 3,997 touchpoints across 22 states and UTs, comprising 401 branches, 2,214 distribution points, and 1,382 BCs. During Q1, it added 50 new branches, following a data-driven and cluster-based expansion model targeting high-potential districts.

New branches selected using geospatial mapping for operational density and risk oversight.

2 main segments - Small Income Generation Loans (23% of AUM) and SME/MSME Loans (77% of AUM). Customers in the SIGL category usually go through multiple borrowing cycles, beginning as first-time borrowers and eventually graduating to micro business loans.

SME/MSME customers are offered a variety of loans, including asset-backed loans, working capital loans, and term loans with tenures up to 84 months.

The company's average AUM ticket size stands at INR 2.62 lakh, with product-specific ticket sizes varying across loan types.

The company deploys AI/ML-driven tools to assess digital footprints, document authenticity, and behavioral patterns. Creditworthiness is further validated using alternate data sources, account aggregator frameworks, and internal EWS systems.

The cost of borrowing stood at 10.7% for Q1FY26, declining from 13% over the past 5 years, supported by a diversified and efficient funding mix.

The company's borrowing mix includes 68% from banks/FIs, 18% from NCDs, 12% from USD-denominated FCCBs, and 2% from commercial paper.

Debt-to-equity ratio of 2.15x and the CRAR remains strong at 39.5%.

Zensar Technologies Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 811| Market Cap: INR 184,410 Mn

Outlook: Execution in Europe was impacted by a few one-off factors in Q1, but a quick recovery is expected in subsequent quarters. The Africa region is being realigned under new leadership, with early signs of pipeline growth. The company expects sequential revenue growth every quarter, barring seasonal impacts such as Q3 furloughs. Management remains committed to maintaining mid-teens margins despite headwinds from wage hikes and ESOP-related costs. Wage hikes in Q2 will lead to a $3 Mn impact, partially offset by productivity improvements and cost levers. The ESOP plan is still under consideration and may lead to margin impact post-implementation. The AI pipeline remains strong, with 44% of opportunities influenced by GenAI, signaling long-term growth momentum.

>30% of Zensar's pipeline is AI/GenAI-led and 20% of Q1FY26 bookings are AI-influenced. >50% of employees are AI-trained. Launched Zen's AI platform to drive modernization and cost optimization.

TMT vertical grew 5.5% QoQ in cc, BFSI grew 2.9%, healthcare grew 5.2%, while manufacturing and consumer services declined 4.1% due to macro pressures.

Margins may see short-term pressure due to wage hikes and ESOPs, but operational levers will be exercised to maintain the mid-teens target over time.

The company is moving towards larger, more complex deals with managed services flavor, improving tenure and quality of revenues.

Focused on building enterprise-grade agentic AI models, ensuring long-term client value creation.

In Africa, new leadership has taken over since April 1st, and while green shoots are visible, meaningful results will take more time.

$20M+ accounts increased from 4 to 6 YoY, while $10M+ accounts and $5M–10M accounts also grew, reflecting broader client mining.

Large Q3 furloughs remain a seasonal headwind, but the company aims for sustainable sequential growth rather than aspirational double-digit targets.

Europe is expected to recover quickly despite some execution gaps in Q1, while Africa is showing green shoots post new leadership appointments.

Management believes the worst of sectoral headwinds is behind, though uncertainties remain.

Experience and engagement services may face some pressure on marketing components due to AI-driven content generation impacting budgets, but overall delivery remains intact.

EBITDA margin came in at 15.2%, down 40 bps QoQ due to increased sales, marketing, and travel investments.

New order bookings for Q1 were $172 Mn, marking an 11.7% YoY growth driven by larger, longer-tenured deals.

DSOs improved by 1 day QoQ to 72 days, indicating better working capital management.

Cash and investments on the balance sheet stood at $315.7 Mn, providing liquidity cushion.

Attrition down by 80 bps YoY to 9.8%.

Gross addition of 728 employees in Q1FY26, while headcount strategy remains focused on productivity. Utilization improved to 84.3%, up 40 bps YoY, led by better project ramp-ups and reduced bench.

Service lines were reorganized with advanced engineering merged into products and platforms to enhance client outcomes.

Products & platforms, including CMO services, grew 10.1% QoQ and cloud infrastructure and security grew 5.2%; data engineering and analytics grew 2.5% and enterprise application services grew 1.3%.

Focused on creating large deals through innovative solutioning, avoiding margin-dilutive legacy rebids.

ACV is structurally improving due to higher ticket sizes, though deal tenure is also increasing.

Large client growth is broad-based, driven by mining existing accounts and expanding into new service areas. Growth is coming primarily from net-new deals, not just renewals.

Offshore delivery has increased, aiding margins, though top-line growth moderates due to lower offshore billing rates.

The macro environment remains uncertain with Customers pausing net-new discretionary spends, especially in the US and Europe.

Manufacturing and consumer services face tariff-related pressures in the US but are expected to see growth in Q2FY26.

Managed services are contributing a larger portion of bookings, with average deal tenure increasing.

Headcount growth is no longer directly linked to revenue growth due to AI-led productivity improvements.

The company is building AI talent internally, reducing reliance on expensive lateral hiring in niche areas.

Continues to execute on client expansion, cost takeout deals, and AI-driven transformation, aiming for sustainable growth.

Management is cautious about participating in vendor consolidation-led cost take-out deals, avoiding commoditized pricing wars that could lead to margin dilution.

Deal structure focuses on extending client relationships with predictable revenue streams rather than high volatility

Punjab & Sind Bank – Q1FY26 Concall KTA's
CMP: INR 32 | Market Cap: INR 223,298 Mn

Outlook: The Bank remains focused on transforming its portfolio mix toward secured, high-yield assets, with strong traction in gold, MSME, and co-lending segments. The bank is investing in digital lending, expanding physical presence, and strengthening credit underwriting in specialized clusters. With a solid capital position, 90%+ digital transactions, and firm guidance on recovery and credit growth, Expects gradual improvement in margins by Q4FY26. The muted demand environment and CASA pressure remain near-term hurdles, but structural initiatives in renewable lending, supply chain finance, and digital MSME loans set a strong base for sustained growth in FY26-27.

Guidance

- FY26 credit growth guidance remains at 15-16%; deposit growth expected at 8-10%.
- Recovery and upgrade target of INR 10,000 Mn reaffirmed for FY26.
- Margin guidance remains unchanged at ~2.7-2.8%, with normalization expected by Q4FY26.
- No further capital raise expected in FY26, with CRAR at 17.90% and CET1 at 16.02%.
- MSME digital loans will be scaled up from INR 2.5 Mn to INR 10 Mn by Q3FY26.

Financial Highlights

- Operating profit rose 70.4% YoY to INR 5,400 Mn; net profit grew 47.8% YoY to INR 2,690 Mn, by treasury income and core fee growth.
- GNPA improved to 3.34%, NNPA to 0.91%; provision coverage reached 91.77%.
- Slippage ratio dropped to 0.21%, down from 0.29% in Q4FY25.
- Treasury gains stood at INR 2,080 Mn in Q1FY26, with further upside expected in Q3-Q4.
- Yield on advances declined from 8.63% to 8.47% because of market trends; expected to improve in Q2.
- Cost of deposits reduced from 5.74% to 5.66% through proactive rate adjustments and shift away from bulk deposits.
- NIM stood at 2.52%; seen as threshold level with readiness to tweak deposit pricing if needed.
- CASA ratio at 30.6%, with targeted outreach and new product launches to improve it.

Other Highlights

- Co-lending portfolio stood at INR 30,000 Mn, with 12 NBFC partners; plans to add 8-10 more. Co-lending mix currently 50% housing, 50% MSME; future mix to include ~20% gold loans once the platform goes live.
- The bank is aligning growth with India's manufacturing push by opening 200+ new branches, particularly in underserved hubs like Raipur, Trivandrum, Trissur, and Bhubaneswar.
- Focused push in high-value housing markets like Noida and Gurgaon via builder tie-ups for home loan disbursement.
- Vehicle loan portfolio grew ~40% YoY; digital disbursals of INR 15,000 Mn across 10,000 customers.
- Over 90% of transactions are digital; UNiC app has 1 Mn+ active users; WhatsApp banking is now live.
- SMA-1 reduced to INR 5,720 Mn in Q1FY26 from INR 6,230 Mn in Q4FY25; SMA-2 increased to INR 5,580 Mn because of one lumpy corporate account.
- NBFC lending demand remains healthy; bank charging ~14% yields with selective exposure and churn strategy.
- Agri lending to gain momentum post RBI relaxation on collateral norms; strategies being drafted. Renewable lending pipeline is strong, especially for 5-40 MW solar projects under KUSUM scheme in Maharashtra and PPAs in Rajasthan.
- The E-warehouse financing introduced via tie-up with WDRA; active in central India i.e. Bhopal, Nagpur.

M&M Financial Services Ltd Q1FY26 Concall KTAs

Outlook- The company expects better growth opportunities in the coming quarters, supported by strong rural cash flows, record kharif sowing, and positive sentiment during the upcoming festive season. While Q1FY26 was muted due to challenges in entry-level PVs and CVs, the company sees good potential in the tractor, used vehicle, and refinance segments. Management remains confident of achieving mid-teen disbursement growth over the medium term and aims to gradually increase the share of non-vehicle businesses to 25% of the portfolio by FY30.

Financial Performance

Standalone revenue from operations stood at INR 44,190 Mn, up by 4% QoQ and 19% YoY with NII stood at INR 22,670 Mn, up by 5% QoQ and 20% YoY in Q1FY26.

PPOP stood at INR 13,530 Mn up by 12% QoQ and 19% YoY in Q1FY26.

PAT stood at INR 5.3 Bn, up 3% YoY and declined by 6% QoQ, which includes a recurring INR 460 Mn dividend from MIBL

Business Environment and Disbursement

The lending environment in Q1FY26 was mixed, with strong rural cash flows supporting growth in segments like tractors, while entry-level PVs and CVs remained subdued.

Tractor disbursement grew by a robust 21% YoY, helping the company gain market share and leverage favorable rural tailwinds. Disbursements in the SME segment declined; however, the SME book still grew by 28% YoY.

Disbursement growth overall remained flat at +1% YoY, with AUM up 15% YoY and income growth at 18% YoY. CV disbursements saw a 12% YoY decline, largely due to margin pressures and conscious decisions to stay away from fleet operators and high-risk sub-segments.

Used vehicle business posted a 3% YoY growth, and management sees it as a key opportunity, particularly through refinance and existing customer top-ups.

Asset Quality and Credit Costs

GS2 + GS3 ratio stood at 9.7%, same as Q1 FY25, with the increase from Q4 being only 57 bps, down from 123 bps last year.

Credit cost saw a marginal uptick due to increased PCR, not due to higher slippages. PCR rose by 20 bps QoQ, whereas it had fallen 340 bps in Q1FY25.

Credit cost guidance for FY26 is 1.3%–1.7%, with an aspiration to keep GS2 + GS3 below 10%.

Other Highlights

Margins showed a positive movement with NIM bottoming at 6.5%, and improving due to better yield management and rising fee income.

The company completed a full migration to a cloud-based LMS in June. The mobile app is emerging as a major customer acquisition and transaction platform.

Incremental cost of funds is seeing positive trends due to improved borrowing mix and better use of PSL-eligible assets.

FDs are being used cautiously to diversify funding but are not a major source; FD rates were passed on in Q1, but no aggressive push is planned.

Incremental cost of NCDs is ~7.10–7.20% for 3-year tenors.

Employee count declined by ~1,700 QoQ due to shift from on-roll to off-roll roles; however, YoY count is flat.

Cost ratios have been stable, with no aggressive reduction planned to ensure continued collection efficiency and branch activity.

The company is not considering entering the gold loan business due to its operational intensity.

The company targets mid-teen disbursement growth in the medium term, supported by opportunities in rural lending, fee income, and digital initiatives.

Areas identified for diversification include SME, supply chain finance, LAP, mortgages, leasing, and fee-based distribution.

By FY30, management aims to have 25% of AUM from non-vehicle businesses, a significant shift from the current ~5–10%.

One 97 Communications Ltd: Q1FY26
Con-call Key Takeaways
CMP: INR 1,051 | M-cap: INR 670,510 Mn

Outlook
Paytm is not actively chasing cost cuts right now — instead, they're focusing on investing where it really matters. Their lending partnerships (with the same existing vendors, not new ones under DLG) are doing well. The company continues to operate purely as a distributor. Management seems confident in maintaining a healthy contribution margin and is leaning into products and geographies that show strong repeat usage — especially in merchant lending and POS.

Financial Performance
This was a solid quarter operationally. They've turned positive on EBITDA margin — and this time, it's not "adjusted" — it's the real number.
- EBITDA margin stands at ~15–20%
- Contribution margin at 60% YoY
- Tight control on indirect expenses — employee cost is the only major one
- AUM is down 40% QoQ due to the pullback in DLG
- Collections cost has fallen sharply YoY

Lending Business
Lending continues via the same vendors, just without DLG guarantees. While AUM has taken a hit, the current loan book has performed well. Personal loan AUM is lower as partners move into correction mode. Most merchant lending is repeat business — strong indicator of customer trust. Credit card and EMI processing continues to do well, and Paytm maintains a leading market share in both.

Payments & Devices
The company now has over 1.3 crore payment devices, with more than 1 million being POS machines. They fully own the devices, customer relationships, and route payments directly to the banks — making it a true full-stack setup. New hardware like the card-enabled Soundbox (with chip & pin + screen) is being deployed.
They've raised subscription prices (from INR 100 to 129) — citing superior product design vs. cheaper Chinese alternatives. PIDF incentives from the government continue to add to the bottom line.

Profitability & Margins
Their payment services business is operating at breakeven — and management believes it can become standalone profitable. Contribution margins are stable and expected to stay high, even though trail revenue may dip slightly next quarter due to lower DLG. Importantly, this quarter had no one-offs — and they've made it clear there will be no more adjusted EBITDA or ESOP expenses going forward.

Other Key Updates

- They continue to focus on underserved areas and scaling up within their existing user base
- Expect personal loans to be cyclical in nature, while merchant lending will remain the growth engine
- UPI still drives most volumes, but RuPay credit card acceptance and EMI products are also being scaled
- Ad-based models and offers are being used to incentivise small vendors in Tier 2–3 cities
- Efficiency in refurbishing and hardware rollout is a focus area

Vardhman Textiles: Q1 FY26 Concall Key Takeaways
CMP: INR 485| Mcap: INR 140,100 mn

Outlook

The company remains a long-term believer in the growth potential of the industry and is continuing significant investments in both spinning and fabric. However, the immediate future is marked by volatility and uncertainty due to unclear tariff structures and the ongoing challenge of high domestic cotton prices. The sustainability of current margins is contingent on these factors.

Financials

- Revenue: INR 23,420 mn (decrease of 4.7% from the past quarter)
- EBITDA: INR 3970 mn
- EBITDA Margin: 16.4%
- PAT: INR 2020 mn (decrease of 11.9% from the past quarter)
- PAT Margin: 8.3%

Highlights

- Indian Cotton Price Disadvantage: Indian cotton remains significantly more expensive than international cotton, trading at a premium of $0.03-$0.04 per pound compared to competitors like Vietnam and Indonesia.
- While cotton imports are expected to nearly double to 3.5-4.0 million bales, Indian spinners face an 11% import duty, a cost not borne by their international competitors, further diminishing their cost advantage. The industry is actively advocating for the removal of this import duty to level the playing field.
- Volatile US Tariffs: The introduction of new US tariffs on textile imports has created substantial market uncertainty. While India was initially perceived to be in a comparatively better position than China, Bangladesh, and Vietnam, the evolving tariff policies have led to significant volatility.
- Stable Operational Performance: Despite these significant headwinds, Vardhman Textiles demonstrated stable operational performance in Q1 FY26, consistent with or slightly better than the previous quarter.
- Diversified Market Exposure: A crucial element of Vardhman's resilience is its strategically diversified geographic market presence. The company serves a wide range of international markets, including the UK, EU, Japan, South America, Egypt, and Australia, in addition to a robust and stable domestic Indian market.
- Fabric Expansion: The ongoing fabric expansion project is proceeding on schedule and is anticipated to make a substantial contribution to both revenue and profitability from Q3 FY26 onwards.
- Spinning Capacity Enhancement: Their mechanical recycling plant, "Renova," became operational in July 2025. Additionally, an expanded capacity of 14,000 spindles in Milan is now fully functional.
- Synthetic line opening: The company plans to venture into a new segment and expand its reach in the industry

Cyient DLM Q1FY26 Concall Highlights
Mcap: INR 38.13bn | CMP: INR 481

Outlook: Revenue is expected to grow 30% CAGR over the next 5 years, and margins are expected to be double-digit in coming quarters and 12%-13% over the long term. The order book stood at INR 21.3bn, and 50% of orders are executable in FY26E. The company continues to strengthen its capabilities in PCBA and box build, with a growing B2S projects. Two major B2S orders are in the finalization stage, expected to close in Q2FY26E. The acquisition of Altek Electronics has expanded the company's footprint in the US, providing access to new markets and customers. We have a positive outlook on the stock.

Revenue
The revenue growth slowed down (+8% YoY) in Q1FY26 due to the completion of a large customer order and supply chain disruptions caused by the Middle East conflict, which delayed some deliveries.

Revenue is expected to grow 30% CAGR over the next five years.

Margins
EBITDA margins are expected to be double-digit in the coming quarters, and 12%-13% over the long term.

Order book
The order book stood at INR 21.3bn in Q1FY26. The order inflow stood at INR 5.15bn in Q1FY26. Around 50% of the order book is executable in FY26E.

Book-to-bill ratio is expected to be above 1 in FY26E.

Capacity utilization
Capacity utilization is around 55%-60%.

IPO Funds
The company plans to use IPO funds for working capital (INR 600mn) and capex (INR 400mn).

B2S
Two major B2S orders are in the finalization stage, expected to close in Q2FY26E. Around 5% of B2S revenue is expected to be realized in FY26E and remaining thereafter.

The company continues to strengthen its capabilities in PCBA and box build, with a growing B2S projects.

Defence
Defence segment witnessed slowdown due to the completion of a major order, but the company is actively pursuing new opportunities in both domestic and international markets.

The sales pipeline is strong, with new logos expected to drive growth going forward. The increased RFQs from existing and new customers, particularly in the US, as OEMs diversify sourcing away from China.

Medtech
The medtech sector has significant opportunities in renewable energy, EV adoption, robotics, and automation. The acquisition of Altek Electronics would improve the business going forward.

The acquisition of Altek has expanded the company's footprint in the US, providing access to new markets and customers.

Other highlights
The hybrid model helps mitigate tariff uncertainties and leverages India’s cost advantages while meeting regional manufacturing demands.

Automation and digitization initiatives are underway, with completion expected by the end of the year.

JSW INFRA: Q1 FY26 Concall Key Takeaways
CMP: INR 317| Mcap: INR 666,120 Mn

Outlook

JSW Infrastructure is positioned for continued growth, driven by its strategic investments in capacity expansion, diversification into third-party cargo and integrated logistics, and a favorable macroeconomic environment for the Indian port and logistics sector. Its strong financial performance and aggressive growth plans suggest a positive outlook for the coming years. However, investors should remain mindful of broader economic fluctuations and the competitive landscape.

Financials:

- Operating Revenue of INR 12,240 mn up 21% YoY and Total Revenue of ₹1,314 Crore up 19% YoY
- Operating EBITDA of INR 5810 mn up 13% YoY
- EBITDA of INR 6710 mn up 10% YoY
- PBT of INR 4730 mn up 21% YoY and PAT of INR 3900 mn up 31% YoY
- Strong Balance Sheet, Net Debt of INR 12,460 mn
- Finance costs reduced to 910 mn from 1340 mn

Operational Highlights & Growth Plans:

- Cargo Handling Capacity Target: Scaling from 177 million tons per annum to 400 million tons per annum by FY2030 or earlier.
- Volume Growth Guidance: Remains at 10% for FY26, with confidence in covering the Q1 shortfall in the second half due to typical monsoon effects in H1 and strong trends in Q2.
- NCR Rail Infrastructure Limited: Resolution plan approved under insolvency process, Letter of Intent received. This acquisition is part of building a Pan India logistics network, strategically located near the eastern and western Dedicated Freight Corridors (DFCs). The acquisition cost is INR 4670 mn.
- Keni Port: Progressing as planned, public hearing for 302 km iron ore slurry pipeline project scheduled for August. Project on track for completion by March '27.
- Murbe Port: Hydrographic and geotechnical studies completed, EIA report submitted for public hearing for the Jatadhar project. Anchor customer signed concession agreement, novation agreement expected shortly. Cargo is assured from the slurry pipeline starting April '27.
- JNPA Liquid Terminal: Progressing well, confident of completing the project within the current quarter.
- South West Port: EC for 15 million tons received, pursuing approval from State Pollution Control Board for further capacity increase from 11 million to 15 million tons.
- Jaigarh LPG Terminal: Experienced delays due to statutory approvals (PESO approval), but now on track for completion by FY27 year-end.
- Tuticorin Terminal: Timelines pushed by a quarter due to delay in final LOA (received March '25 instead of Dec/Jan). Orders for piling, machinery, conveyor, and ship unloaders have been placed.
- Ennore Coal Terminal: Capacity is 9.6 million tons, expanding to 11 million tons, with no further expansion expected with the current setup.
- Logistics Business: Looking at INR 7000 mn - INR 8000 mn revenue and INR 1000 mn EBITDA for FY26.

Dixon Technologies Q1FY26 Concall Highlights
Mcap: INR 974.8bn | CMP: INR 16,112

Outlook: Revenue is expected to grow 50% YoY in FY26E. Margins are around 4% and expected to improve through backward integration and operational efficiencies. The capex is expected to be INR 11-12bn in FY26E. The capacity expansion of 0.8mn sq.ft mobile manufacturing campus in Noida, set for completion by Mar-26. Exports are expected to grow from INR 16bn (FY25) to INR 70bn in FY26E, driven by demand in Africa and other markets. LED TV business witnessed a slowdown in Q1FY26, and recovery is expected in Q2FY26E with an order book of 8 lakh units. In laptops and tablets, the company is also pursuing partnerships for SSD and memory modules to leverage PLI schemes. We have a positive outlook on the stock.

Revenue
Revenue is expected to grow 50% YoY in FY26E.

The company has long-term revenue targets for Telecom (INR 50bn), Refrigerators (INR 25bn) IT Hardware (INR 30-35bn).

Margins
Consumer electronics margins are around 6%.

The margins are expected to improve in mobile and display segments due to backward integration and operational efficiencies.

The camera module JV is expected to improve margins from 6.5%-7% to 8.5%-9% over time, aided by PLI benefits and deeper manufacturing integration.

Volumes
Mobile phone volumes stood at 9.66mn smartphones and 5.73mn feature phones.

Capex
The capex is expected to be INR 11-12bn in FY26E. The breakup is camera and display modules (INR 7.5-8bn) and INR 3-4bn for capacity expansion.

The capacity expansion of 0.8mn sq.ft mobile manufacturing campus in Noida, set for completion by Mar-26. The refrigerator capacity will expand from 1.2mn to 3mn units, while washing machine capacity will increase to 3.8mn units.

Mobile phones and display modules
The display module JV with HKC aims for 4mn mobile displays, 1.8mn notebook displays, and 2.5mn automotive displays annually. The camera module JV with QTech targets scaling up from 40mn to 180-190mn modules, leveraging in-house demand and PLI benefits.

The display module JV with HKC is expected to contribute significantly, with trials starting in Q4FY26E and mass production by Q1FY27E.

The company targets 40-43mn units for FY26E, excluding contributions from the Vivo JV, which could add 18-20mn units.

Exports
Exports are expected to grow from INR 16bn (FY25) to INR 70bn in FY26E, driven by demand in Africa and other markets.

LED TV, Washing machines, and vacuum cleaners
LED TV business witnessed a slowdown in Q1FY26, and recovery is expected in Q2FY26E with an order book of 8 lakh units.

New product launches are expected in washing machines, including semi-automatic and front-load models, alongside a partnership with Eureka Forbes for robotic vacuum cleaners.

Lighting
The 50-50 JV with Signify focuses on premium lighting products and exports, with a pilot order from a US retail chain. The JV is expected to drive revenue doubling and margin improvement through operational synergies and automation.

Telecom and Networking Products
Telecom segment grew 250% YoY to INR 14.1bn, supported by India's rising broadband penetration and 5G FWA demand.

The company is localizing components like moldings and adapters and exploring a JV for critical telecom parts to strengthen margins and supply chains.

Laptops and Tablets
In the IT hardware segment, ramping up production for HP and Lenovo. The 60-40 JV with Inventech will manufacture notebooks, servers, and desktops, with operations starting in Q4FY26E or Q1FY27E.

The company is also pursuing partnerships for SSD and memory modules to leverage PLI schemes.

Mahindra Logistics Ltd Q1FY26 Concall KTAs
CMP: INR 408 | MCap: INR 29.42 Bn

MLL reported a steady 14% YoY revenue growth to INR 16.25 Bn in Q1FY26, with its core 3PL & Warehousing segment having a soft start. The company posted a consolidated PAT of INR -108 Mn, primarily due to continued investment in the B2B Express business. Under new MD & CEO Hemant Sikka, MLL has prioritised its focus on execution, deleveraging, and operational discipline. Key initiatives include an INR 7.5 Bn rights issue to repay ~INR 5.56 Bn of debt, an active plan to reduce the ~1.5 mn sq. ft. of warehousing white space, and a strategic shift in the Express business from volume aggregation to improving the quality of earnings. Management expects to improve profitability in the medium term, while it continues to build the Express segment as a long-term growth opportunity.

Operational Highlights
The company raising INR 7.5 Bn to primarily repay ~INR 5.56 Bn of debt across group entities. This is expected to yield annual interest savings of ~INR 40-450 Mn.
Company prioritizing to fully utilize its warehouse white space area of ~1.5 mn sq. ft. of unutilized capacity.
Company halted to increase to new capacity and expects it to result positive from Q3FY26E.
The Consumer & Manufacturing verticals have been split for focused execution. LMD & Wizad have been integrated to drive synergies.
The company plans to normalize Capex to its historical range of <1.5% of revenue, following an high spending year in FY25.

Company assigned new MD & CEO, Hemant Sikka, under his guidance company's immediate priorities being the reduction of warehousing white space and improving yield in the Express business.

3PL & Warehousing
Remained the core growth driver with revenue at ~INR 3.06 Bn (+18% YoY). Business pipeline is healthy, supported by new project wins and strong e-commerc41e demand.
Segment showed strong momentum with a 135% QoQ growth in new business wins.

Express Business (MESPL)
The company's revenue reached to INR 1010 Mn mark, however, it reported a PAT Loss of INR 239 Mn as it remains in an investment phase. Mobility business delivered a stable performance.

Shift in strategy
Management has shifted focus from "volume at any cost" to "quality of revenue" by improving revenue/kg. Planning to is to optimize the client mix before focusing on aggressive expansion.

Guidance
Management sees emerging signs of recovery in the logistics sector after a muted Q1, with improving indicators like e-way bills and port volumes.
E-commerce and Quick-commerce demand are expected to provide a strong tailwind in H2FY26, particularly during the festive season.

Sagar Cements Ltd 1Q FY26 Key Takeaways
CMP: INR 256 | Market Cap: INR 34 Bn | Outlook : Positive

Outlook
Management remains optimistic for FY26, guiding for minimum EBITDA per ton of INR 600 Targeted volume of 6 MnT for FY26; FY27 expectation revised upwards to 7 MnT, supported by continued demand momentum, government infrastructure spending, and individual house-building activity, especially in South India. Strategic focus remains on margins over market share, with deployment of cost optimisation—freight reduction, clinker factor minimisation, Andhra plant upgrades, and expanding share of renewables.

Financial Highlights
- Revenue: INR 6,710 Mn in 1Q FY26, up nearly 20% YoY (from INR 5,610 Mn in 1Q FY25).
- EBITDA: INR 1,210 Mn for the quarter, up from INR 470 Mn in 1Q FY25; EBITDA margin at 18% (vs. 8% last year).
- PAT: INR 70 Mn for the quarter, a marked swing from a loss in the previous quarter.
- EBITDA per ton: INR 851, benefiting from robust volumes, steady pricing, and lean input costs.
- Operating cost metrics:
- Power & Fuel: INR 1,450/ton (vs. INR 1,470/ton YoY), slight cost easing in petcoke procurement (USD 110/barrel).
- Freight: INR 860/ton (from INR 844/ton YoY).
- Incentive receipts for the year is of INR460 Mn, out of which they have already received INR 340 Mn, and the balance is receivable in Q2 or Q3 FY26.
- Gross debt: INR 15,560 Mn as of June 30, 2025; long-term debt at INR 11,790 Mn.

Key Highlights
- Capex of INR 3600 Mn planned for FY26, mainly for Andhra (INR 2600 Mn), Jirabad (INR 800 Mn), and maintenance (INR 200 Mn), with INR 1500 Mn envisaged for FY27. Capex to be funded through internal accruals, debt, and a rights issue (to reduce promoter stake in Andhra Cement from 90% to 75%).
- Net debt target of INR 13,500 Mn to be maintained in FY26 and FY27.
- Ongoing land monetisation program: INR 1,000 -1,500 Mn expected in FY26, pending governmental approval by October.
- Volume boost fueled by government infrastructure projects and recovering housing demand; 8-9% YoY growth in the South for Q1 (on a low base).
- Plant capacity utilization in Q1 - Matampalli: 54%, Gudipadu: 77%, Bayyaram: 66%, Jeerabad: 94%, Jajpur: 48%, Dachepalli: 32.
- Andhra Cement's Dachepalli unit preheater upgrade (INR 4,700 Mn capex) ahead of schedule—expected commissioning before Dussehra 2025.
- Subsidiary approved 0.5 MnT grinding expansion and a 6MW solar plant for INR 1,400 Mn capex.
- Jeerabad unit upgrade (to 1.5 MnT) cleared, civil works post-monsoon, completion by Q4 FY26/Q1 FY27.
- Cost efficiencies: Enhanced freight rationalisation, increased renewable energy adoption (whrs at Gudipadu by Q1 FY27), and focus on moving all clinker to cement conversion at Jeerabad.
- External clinker sales only in Indore region; no meaningful opportunity in the South currently unless market prices become attractive.
- Land monetisation: INR 1,000 -1,500 Mn expected in FY26, balance over next 2-2.5 years; process is progressing with some delay attributable to government approvals.
- South remains fragmented despite recent large-player acquisitions; recent ramp-ups have not depressed pricing, with most participants focused on margin protection, keeping operating margins in the 15-20% range.
- Telangana state in talks with the industry for long-term, low-cost cement supply for projects—a positive for stable demand.
- Ample of Limestone reserves, with no anticipated availability issues for current/future expansion.

Credit Access Grameen Ltd Q1FY26 Concall KTAs

Outlook - Credit Access expects credit costs in Karnataka to stay ~1–1.25%, depending on Q2–Q3 trends, supported by strong provisions and steady partial repayments. It aims to add ~1 lakh new customers every month in FY26, leading to 5–7% overall growth after accounting for attrition. Retail finance, currently 7% of AUM, is expected to grow to 12–15% by FY28. To support this, 200 new branches will be added in FY26 (54 already opened). Collection efficiency remains strong, with 15% now coming through digital payments.

Financial Performance

- NIM remained stable at 12.8%. NII up by 7% QoQ to INR 9,370 Mn. The average cost of borrowing declined by 8 bps QoQ to 9.7%.
- PPOP remained at INR 6,530 Mn. PBT also saw a strong QoQ growth of 58.8%, rising from INR 511 Mn to 811 Mn.
- The collection efficiency stood at 93.2% for Q1FY26, with a slight improvement to 93.5% in June. GNPA and NNPA were at 4.70% and 1.78%, respectively.
- Liquidity stood at INR 20,250 Mn, accounting for 7.3% of total assets. Sanctions in hand amounted to INR 30,930 Mn, with an additional pipeline of INR 65,000 Mn. The capital adequacy ratio remained comfortable at 25.5%.

Other Highlights

- The company added 2.16 lakh borrowers during Q1, with 43% being new to credit customers. ~33% of borrowers are now exclusive to Credit Access Grameen, up from 26% in August 2024.
- A total of 54 new branches were opened in Q1FY26, covering both vintage and new geographies.
- Retail finance grew significantly, with its share of AUM increasing from 2.9% to 6.8% YoY. The portfolio comprises ~INR 13,000 Mn in unsecured business loans, INR 2,500 Mn in secured business loans and INR 1,300 Mn in affordable home loans. The retail finance offering has now been rolled out across 735 branches, up from 400–500 branches last year.
- A total of 200 new branches are planned for FY26, with 54 already opened in Q1. Each new branch typically adds ~6 employees, including field and support staff.
- Employee costs were elevated due to a hiring spike in Q4 and Q1, with ~1,000 new hires, as well as annual salary revisions. Additionally, branch expansion has been largely front-loaded in the H1FY26.
- Karnataka is leading the recovery, with noticeable improvement following recent write-offs. Bihar is undergoing internal restructuring in terms of team and policy, with no material impact from external election-related factors. Tamil Nadu has not shown any specific growth concerns but continues to remain under close watch.
- Credit cost was elevated at 2.2% in Q1FY26, primarily due to accelerated provisioning. It is expected to moderate to ~1.5% in Q2 and potentially decline below 1% in the H2FY26.
- Retail finance, currently comprising ~7% of AUM, is guided to grow to 12–15% by FY28. Over time, the portfolio mix is expected to shift toward an even split between secured and unsecured loans. At present, the retail finance book consists of ~70% unsecured business loans and 30% secured loans.
- All current funding lines continue to be backed by the microfinance portfolio. Borrowings against the retail finance book are expected to commence once monthly disbursements reach threshold levels. The cost of funds is anticipated to decline as the transmission of repo rate cuts takes effect, with full benefits likely to be realized by end-FY26 or early FY27.

Control Print Ltd. – Q1FY26 Concall Highlights - Arihant Capital
CMP : INR 755 | MCAP : INR 12.08 Bn

Outlook and Guidance

Management remains focused on strengthening the core Coding & Marking business, scaling the Track & Trace segment, and growing the V-Shapes mono-dose packaging vertical. The Track & Trace business is expected to achieve breakeven during FY26. Packaging segment losses, which stood at INR 17–18 Cr. in FY25, are expected to reduce to below INR 10 Cr. in FY26. The company has implemented a price increase in the Coding & Marking segment from August 2025, with positive margin impact expected from Q3FY26 onward. While no major capex is planned in the core business, an R&D investment of INR 10–15 Cr. is likely in the packaging division to enable in-house production of recyclable laminates, aimed at reducing per-unit material cost from INR 2 to INR 1. Overseas subsidiaries continue to contribute positively, barring CPA Italy, which remains in the investment phase.

Financial Performance

- Standalone revenue for Q1FY26 stood at INR 109 crore, compared to INR 89 Cr. in Q1FY25.
- Operating revenue was INR 100 Cr. consolidated revenue stood at INR 111 Cr.
- The company booked an exceptional income of INR 3.99 Cr. related to a capital subsidy for its mask lab.
- Gross margins were impacted by continued investments and operating losses in the packaging segment, as well as high material costs due to import dependence.
- Cost Structure (as a Percentage of Operating Revenue)
- Cost of Goods Sold: 43%, Employee Expenses: 18%, Other Expenses: 13%, Depreciation: 4%, Manufacturing Overheads: 3%

Coding & Marking Business

- The Coding & Marking business remained stable, with upcoming benefits expected from a price hike implemented in August.
- The revenue mix for Q1FY26 was as follows: Printers – 11%, Consumables – 62%, Spares – 12%, and Services – 14%.
- The company is increasingly focusing on large enterprise clients that prioritize product reliability and technical support over pricing.
- Management expects margin improvement in this segment starting from Q3FY26.

Track & Trace and Packaging Business (CPA Italy)

- The Track & Trace business is nearing breakeven and is expected to be profitable in FY26.
- The packaging business, operated under CPA Italy, reported a Q1FY26 loss of approximately EUR 384K (around INR 4.5 Cr.). For the full year, management expects packaging-related losses to be under INR 10 Cr.
- While machine sales in this segment are already profitable, material sales remain loss-making due to imported high-cost laminates.
- In-house production of fully recyclable material is under development, which is expected to improve cost efficiency and margins going forward.

International Subsidiaries Performance

• Markprint (Netherlands): Reported Q1 revenue of EUR 413K (~INR 3.7 Cr.), with net margins of approximately 20%. The business focuses on inline digital printing systems and consumables.
• Codiology (UK): Reported Q1 revenue of approximately INR 3 crore, with a net profit of INR 13 lakh. The business focuses on end-of-line automation and print-and-apply solutions.
• CPA Italy (V-Shapes): Remains in the investment phase and reported a Q1FY26 loss of INR 4.5 crore.

Capex and R&D

• The existing infrastructure in the core Coding & Marking business is sufficient to support revenue up to INR 600 Cr. without any material capex.
• However, the company plans to invest INR 10–15 Cr. towards pilot-scale R&D equipment to accelerate the development and in-house production of recyclable laminates for the packaging segment.

Strategic Priorities and Market Positioning

• The mono-dose V-Shapes packaging remains a proprietary, patented technology with no direct competitors.
• The focus is on customer education, brand awareness, and market development.
• Management is prioritizing growth in high-margin customer segments, especially in sectors like pharma, FMCG, and hospitality. • The company is also deploying lean operations in the Middle East and Africa to extend its presence in identified sectors such as steel, cement, and piping.

Jana Small Finance Bank Ltd – Q1FY26 Concall KTA's
CMP: INR 492 | Market Cap: INR 51,726 Mn

Outlook: The bank continues to prioritize a shift toward a secured, stable lending model, aiming for 80% of its portfolio in secured assets, especially in gold, affordable housing, and two-wheelers. With MFI stress expected to ease from Q3FY26, profitability recovery is anticipated. Confident about a pick-up in disbursals, supported by improved collections, digital initiatives, and expansion into new geographies. While elevated provisioning and cost pressures may persist in the near term, credit normalization, NIM recovery, and operational efficiency are going to support better outcomes by FY26-27.

Guidance

- The bank maintained 20% AUM and deposit growth guidance for FY26.
- Gold, housing, and secured LAP segments are expected to grow 12-13% in H1FY26.
- CASA growth expected to reach 10% by H1FY26 and 25% by FY26-end.
- GNPA expected to drop meaningfully in Q3FY26, by improved collections and stabilizing MFI stress.
- NIMs, currently at 6.9%, expected to recover towards 7.8% over FY26 as unsecured disbursals resume and cost of funds reduces.
- Unsecured book is expected to stabilize in Q2FY26 and grow moderately from Q3FY26 onwards.

Financial Highlights

- PAT for Q1FY26 was INR 1,020 Mn despite elevated provisioning, by stable yields at 16.5%.
- GNPA stood at 2.8% while NNPA was contained at 0.9%; secured PCR was 69.1%.
- Total provisions during the quarter were INR 1,960 Mn, of which ~90% related to the unsecured portfolio.
- The Net Interest Income remained flat because of lower unsecured book; interest reversals also impacted earnings.
- NIM contracted from 7.4% in to 6.9% QoQ, by unsecured portfolio decline and reinvestment of high-yield investments into lower-yielding instruments.
- The Liquidity Coverage Ratio remained healthy at 171%.

Other Highlights

- The Bank Opened 8 new branches in Q1FY26 and targets 70 for FY26. Products such as ASBA, Solitaire i.e. women's account, and iWANI i.e. merchant app, aim to drive acquisition and digital penetration.
- Repo-linked loans constitute only 6% of total book, limiting direct yield sensitivity.
- The BC portfolio declined sharply because of conservative credit filters; however, collections improved. Out of three challenged BCs, one has stabilized, and the rest are expected to improve by Q2FY26.
- The NBFC loan book ~INR 1,987 Mn yields ~12%, remains stress-free, and is used tactically for liquidity deployment in Q1-Q2.
- The B0 collection rates improved from 96.4% in April to 98.8% in June. July saw the highest monthly disbursals so far this fiscal year.
- The Employee cost rose 26.4% YoY as there was hiring in secured and collections teams; other OPEX remained stable apart from PSL certificate one-offs.
- Access to long-term funding i.e. SIDBI, NHB, NABARD and a stable ALM supports growth plans and cushions credit cost volatility.
- No major systemic issues in microlending. Some regional stress in Odisha, Gujarat, and Karnataka has been managed through credit tightening and leadership realignment.
- The bank booked INR 490 Mn in trading income from OMO, AFS, and HTM portfolio sales, but reinvestment at lower yields impacted margins.
- A third-generation scorecard for affordable housing and microlending will go live next month, enabling sharper underwriting and risk differentiation.

EPACK Durables Q1FY26 Concall KTAs
CMP: INR 362 | MCap: INR 34.69 Bn

EPACK Durable saw a soft Q1FY26 with revenue declining 14.4% YoY to INR 6,624 Mn, mainly due to weak seasonal demand in RACs and higher inventory across the industry. EBITDA up by 5.6% YoY at INR 546 Mn and margins improved to 8.24% (up by 156 bps YoY). The Components business saw a sharp ramp-up at 556% YoY, while SDA and LDA delivered steady growth of 16% and 29% respectively. Management maintained its guidance of 30 - 35% YoY revenue growth for FY26E, depending on the segmental growth of SDAs and the launch of new products. Margin guidance remains at 7.5 - 8%. The company added new 14 new customers in Q1 and planned to invest 4,500 - 5,000 Mn in capex for capacity expansion and new product launch. The company added new 14 new customers in Q1 and planned to invest 4,500 - 5,000 Mn in capex for capacity expansion and new product launch.

Operational Highlights
- RAC revenue declined 14.4% YoY to INR 6,624 Mn due to weak AC demand from unusual weather and excess inventory, which has normalized.
- Expects sequential recovery in RAC execution from Q2, supported by restocking demand and new product launches.
- Components business soared 556% YoY with its healthy order pipeline for PCBs and other components, planning to diversify into new areas like energy meters.
- SDA segment grew 16% YoY, led by strong pre-season demand for air fryers, mixer grinders, and ICTs.
- LDA segment jumped 29%, with ramp up in new customers and higher demand growth of washing machines. Launched new products like NutriBlenders, tower fans, and hair dryers.
- EPACK added 14 new customers during Q1 and has already begun supplying to 3 of them.

Segment Breakup
- RAC contributes majorly 60-65% of total revenue, with SDA and LDA combined at 15-20%, and component segment at ~20% in FY25.

Industry
- The broader AC market degrew 30-35% YoY in Q1, with secondary sales impacted in April and May.
- Currently, inventory levels have normalized and company expect a slight recovery in Q3/Q4. With revised BEE regulations, new models will see strong growth.
- Management expects the AC market to grow at 10-15% in FY26E, with long-term growth of 20% CAGR over the next 4-5years.

Capex
- On the capex side, the company plans to invest INR 4500-5000 Mn across FY26-27E, to add capacities and launch new product lines.
- In Q1, INR 454 Mn was already deployed across plants in Sri City, Bhiwadi, and Dehradun.

JV
- The Hisense JV is expected to contribute ~INR 1 Bn in revenue over the next 5 years, with full-scale production beginning in Q3FY26E.
- Adding a new subsidiary in the UAE to increase exports into MEA markets.

Guidance
- Working capital cycle stretched to 57 days due to higher inventory, which is expected to ease in the coming quarters.
- Management has retained its revenue growth guidance of 30 - 35% YoY for FY26, depending on the segmental growth of SDAs and launch of new products.
- EBITDA margin is expected to remain in the 7.5–8% range, supported by better mix and backward integration.

PLI
- The company is eligible for ~INR 1410 - 1500 Mn under PLI for FY26 and has already booked ~INR 1460 in FY25.
- It is also participating in the upcoming ECMS scheme to scale up component manufacturing further.

Vimta Labs Ltd- Q1FY26 Concall Highlights
CMP: INR 535 | Market Cap: INR 23.80 Bn

Outlook

Company is aimed for strong growth driven by strong momentum in pharmaceutical and food testing services, capacity expansion and upcoming biologics CRDS commercialization by Q1 FY27. With significant planned capex of INR 1,000 Mn for FY26 and a focus on automation and quality enhancement, it targets 15–20% annual growth.

Financial Highlights

- Revenue stood at INR 993 Mn reflecting 31.4% YoY growth.
- EBITDA stood at INR 354 Mn reflecting 33.1% YoY growth.
- EBITDA Margin is 35.7%.
- PAT stood at INR 189 Mn reflecting 36% YoY growth.

Business Segments and Growth Drivers

- Pharmaceutical Testing and Research Services: Remains the major revenue contributor. Completed an unannounced USFDA GCP inspection with no observations. They also received a cGMP compliance letter from ANSM EMA highlighting their commitment to quality.
- Food Testing Services: A new food lab has been opened in Andhra Pradesh to meet market needs, and the JNPT food lab operations have stabilized.
- Electrical and Electronics Testing Services: A second EMI and EMC chamber has been installed and qualified showing good utilization of existing capacity.
- Biologics Contract Research and Development Services: Equipment procurement is in progress, and commercialization is planned for Q1 FY27. The aim is to offer a complete, end-of-the-end package for customers, combining analytical, preclinical, clinical research, and formulation development, which makes them unique against competitors. There is planned capex of about INR 300 Mn for this year.
- Clinical Trials: The pipeline for clinical trials is increasing with several inquiries with some nearing finalization.

Capex Updates

- Added approximately 200,000 square feet of new lab space.
- The new facility is already housing food testing activities which have freed up space in the older building for expanding pharmaceutical services and the new biologics CRDS.
- For FY26, they plan a large capex of around INR 1,000 Mn. This includes around INR 300 Mn for the biologics CRDS with the remainder for new equipment, replacing old equipment, and digitization and automation of laboratories to improve efficiency and quality.

Margins Guidance

- Company is expecting around INR 1,200-1,250 Mn quarterly revenue by the end of FY26.
- They aim for an annual growth rate of 15-20%.

Export and Domestic Revenue

- Export revenues have grown to the overall business majorly from pharmaceutical services. They aim to grow them further.
- The domestic business has reached a mature level and while it hasn't grown as rapidly as exports, it has not shown degrowth.

JK cement Ltd Q1FY26 Concall Key takeaways
CMP – INR 6420 | Mcap – INR 496.03 Bn

Outlook:
The company remains focused on aggressive capacity expansion, cost optimization, and achieving green power transition. It reiterated its long-term ambition of reaching 50 MTPA capacity by 2030, with sustainable margins and strong cash flow-led expansion. Volume guidance for FY26 remains 20 MnT, and capex intensity will moderate from FY27. The paint and putty business is being nurtured to scale profitably, while efforts in carbon capture and alternate fuels support ESG goals.

Financial Highlights (Consolidated):
- Revenue for the quarter is INR 33,530 Mn (+19% YoY | -6% QoQ)
- EBITDA: INR 6880 Mn (+41% YoY | -10% QoQ)
- EBITDA Margin: 21.2% (vs 17.9% YoY; 22.1% QoQ)
- PAT for Q1FY26 is INR 3240 Mn (+75% YoY | -10% QoQ)
- Net Debt is INR 27,960 Mn (vs INR 25,650 Mn in March 2025)
- Net Debt to EBITDA is1.29x and Net Debt to Equity: 0.44x
- Capex in Q1FY26: INR 14,290 Mn (Grey clinker/cement) + INR 2840 Mn (Bihar GU)
- FY26 capex guidance: ~INR 20,000 Mn | FY27: ~INR 6000 Mn

Capacity and Expansion-
- Pana clinker capacity after expansion will be 7.3 mn tons. Line one is 10,000 TPD (3.3 mn tons), and line two is 12,000 TPD.
- Total clinker capacity after commissioning the Saifco plant, including subsidiaries, is expected to be close to 19.6 mn tons by the end of March 2026.
- Gray cement capacity is currently 25.6 mn tons, with an additional 6 mn tons on average, reaching 31.2 mn tons. With opportunities in the South, this could reach 32 mn tons by FY26.
- Debottlenecking opportunities: A 1mn ton capacity increase is being pursued at Hamirpur and Priyagrash as part of the expansion plan. Potential for about 0.7-1 mn tons increase in the South through debottlenecking, covering both clinker and cement grinding.
- Saifco: There is an immediate opportunity to upgrade the kiln by 300-400 TPD (from 600-650 TPD to 850-900 TPD). Saifco also has good limestone reserves, offering an opportunity for expansion up to 2-2.5 mn tons in that region, potentially in about a year.

Future Expansion Plans-
- The company is working towards a long-term goal of reaching 50 mn tons capacity by 2030.
- They are close to finalising the next expansion. The focus might be more towards the North, given recent central expansions.
- A recently signed agreement with GMDC for 250 mn tons of limestone reserves will support future long-term expansions, possibly including expansion into the western region, particularly Gujarat, although there are no immediate plans.

Sales and Volumes-
- They have expanded their dealer network to feed upcoming expansions and have entered Bihar, aiming for around 1 mn tons in Bihar by the end of the current fiscal year.
- Company growth is currently more than the industry average, and they have maintained or improved market share, particularly in Central India.
- Clinker sales in the South were much higher this quarter compared to the previous quarter.

Costs and Margins-

• Other expenses, particularly marketing spends for dealer tours and pre-festive branding, are expected to increase sequentially in Q2.
• Power and fuel costs increased due to higher pet coke prices and balanced clinker production (compared to the previous quarter which used clinker from stocks).
• Freight costs increased by approximately INR 5-6 due to a 2km increase in lead distance for seeding Bihar markets.
• The company is targeting cost savings of INR 40-50 per ton in FY26, which remains intact.
• Green power share is currently 52% and is projected to reach 60% by the end of FY26. The long-term target of 75% green power by 2030 is expected to be met sooner.
• Cement realizations have been flat on average, with an increase in the South compensating for marginal pressure in the North and Central regions. Some marginal pressure on non-trade and trade pricing is observed, but no significant drop.
• The normal differential between trade and non-trade pricing is about 20-25 rupees a bag, though this can fluctuate significantly depending on regional market intensity.

Paint Business-

• The paint business has a capacity of 60,000 kilolitres.
• Cumulative investment in paints is close to 4500 mn. An additional 1500 mn investment is planned, expected by FY27.
• Paint turnover was 2730 Mn in the last fiscal year and 86o mn this quarter. Paint margins (gross margin) are about 30%.
• The paint business recorded an EBITDA loss of 450 mn last year and 100 mn this quarter.
• Revenue targets for paints are 4500 Mn in FY26 and 6000 mn in FY27, with the goal of break-even by FY27, which remains intact.

White Cement and Putty Segment-

• White cement margins have been declining sequentially but have now stagnated, ranging between 15-20%.
• Investment in a new putty grinding unit in Nimbhara is necessary to maintain market share, as current capacity barely meets peak demand, especially during festive seasons.
• The company envisages a growth in the putty segment of between 7-10%.
• The IRR for the putty expansion project is over 15%.
• The impact of station chains' volumes going off on white cement sales is expected to begin from Q3 onwards as they reduce orders.
• Tolling volumes for putty were around 50,000 tons last year.

Other Highlights-

• The company is working on LC3 and PLC cement types, which are currently at a very initial pilot stage.
• They utilise a mix of gypsum (imported, chemical, local mineral) and do not manufacture it captively. Imported gypsum, though costly, helps reduce clinker consumption and increase fly ash usage, contributing to overall cost economics.
• The UAE plant (Midas) is expected to clock a quarterly positive EBITDA of 150-200 mn, with an annual EBITDA of around 800-900 Mn.
• The cost of traded goods increased this quarter (1.5 billion vs. 1 billion run rate) due to tolling for value-added products, which are recorded as purchases in standalone books when using the JK Cement platform.

Aarti Drugs – Q1FY26 Concall Highlights
CMP: INR 543 | Market Cap: INR 49.74 Bn

Outlook
Aarti Drugs is entering a phase of strategic transformation with backward integration, regulatory approvals, and capacity expansion to drive sustainable growth. While near-term margins are constrained by underutilization and pricing pressure, H2 FY26 and FY27 are expected to see meaningful improvement. The company's positioning in regulated markets, especially post-USFDA clearance, and its ability to capitalize on global supply chain shifts (e.g., US-China tariff dynamics) offer strong tailwinds. Execution on capacity ramp-up and regulatory filings will be key to unlocking the next leg of growth.

Operational & Financial Performance
• Revenue Growth: Consolidated revenue grew 6% YoY to INR5.09 bn, driven by a 5% YoY growth in the API segment.
• Margin Expansion:
• Gross margin improved by 130 bps YoY to 36.8%, aided by normalization of input costs.
• EBITDA increased 12% YoY to INR 740 mn, with EBITDA margin expanding to 12.6%.

Volume vs Realization:
• Volume growth stood at ~9% YoY.
• Price realization declined ~4.5% YoY, impacting topline growth.

CapEx:
• Q1 FY26 CapEx stood at INR 485 mn.
• FY26 guidance maintained at ₹150–200 crore, focused on capacity expansion, backward integration, and formulation R&D.

Business Segment Updates
API Business
• Capacity Utilization: Sub-optimal utilization impacted EBITDA margins; improvement expected from H2 FY26.
• Backward Integration:
• Sayakha plant (Gujarat) commenced trial production; expected to be operational by Q2 FY26.
• Focused on anti-diabetic APIs and intermediates; strategic for margin improvement and input cost stability.

Salicylic Acid Plant:
• Currently operating below breakeven (~200 tons/month vs 800 tons/month required).
• Targeting ramp-up to 1600 tons/month; potential EBITDA uplift of ~100 bps once stabilized.
• Facing price pressure due to Chinese dumping; anti-dumping duty application in progress.

Formulation Business
• Revenue Growth: Up 14% YoY to INR 800 mn; 57% from exports.
• Regulatory Milestones:
• USFDA approval for oncology facility.
• UKMHRA approval for oral solid dosage facility.
• Geographic Expansion:
• Commercial operations commenced in Latin America and Africa.
• New dossier filings underway for oncology and oral solids; commercial traction expected from FY27.

Regulated Market Strategy

US Market Re-entry:

- USFDA import alert lifted; three products referenced in ANDAs.
- Commercial supplies expected to begin in 9–12 months.
- Europe Market:
- Reopened post regulatory clearance; FY24 contribution at 14%, FY25 at 12%.
- Targeting 20%+ contribution over next two years via CEP migration to larger, cost-efficient plants.
- Tariff Advantage:
- US tariffs on Chinese APIs present a strategic opportunity for Indian players.
- Aarti Drugs well-positioned with USFDA-approved facilities and cost competitiveness.

Capacity Expansion & R&D

Greenfield Projects:

- Tarapur site ramping up phytosilic acid production; expected to contribute from Q3 FY26.
- Targeting 1600 tons/month capacity; strategic for import substitution and domestic market leadership.
- Formulation R&D:
- Oncology pipeline: 8–10 products under development; filings expected by Dec 2026.
- Commercialization expected in FY28; interim toll manufacturing opportunities being explored.

Capital Structure & Returns

- Net Debt: INR 5.97bn; 56% long-term, 44% working capital.
- Debt-to-Equity: ~0.42–0.43; management comfortable maintaining within 0.4–0.7 range.

Return Profile:

- CapEx largely growth-oriented (~85%); ROC expected to improve with scale and margin expansion.
- Solar JV (24.4 MW) operational; expected to reduce power costs and enhance ESG profile.

Guidance & Outlook

FY26

- Volume growth guidance: ~15% YoY.
- Price impact: Negative 4–6% in H1; normalization expected in H2.
- Revenue growth expected to accelerate in H2 with better realizations and capacity utilization.

FY27

- Revenue growth target: ~15% YoY.
- EBITDA margin guidance: 15–16%, supported by:
- Higher regulated market sales.
- Backward integration benefits.
- Cost rationalization and solar power savings.

Long-Term

- INR 12 BN revenue potential from current CapEx over 3 years.
- Formulation business expected to double to INR 5.5–6 bn by FY28.

Rossari Biotech Ltd- Q1FY26 Concall Highlights
CMP: INR 705 | Market Cap: INR 39.08 Bn

Outlook
For FY26, the company expects mid-double-digit growth (14-15%) in both topline and EBITDA. Stronger operating leverage and margin expansion are anticipated from FY27 onwards as capacity expansion projects reach optimal utilization.

Financial Highlights
• Revenue stood at INR 5,437 Mn reflecting 11% YoY growth and (6%) decline on QoQ basis.
• EBITDA stood at INR 679 Mn reflecting 5% YoY growth and (2%) decline on QoQ basis.
• EBITDA Margin is 12.5%.
• Excluding the institutional and B2C business which reported a INR 70 Mn loss, EBITDA was INR 750 Mn with a 16% margin.
• PAT stood at INR 336 Mn reflecting (4%) decline on YoY and (2%) decline on QoQ basis.

Strategic Priorities
• Focus on R&D for innovation and sustainable solutions in the specialty chemical sector.
• Strengthening product portfolio, customer relationships and high-growth applications.
• Aiming for 14-15% revenue and EBITDA growth annually with stronger Q2 performance expected.

Capacity Expansion
• Ongoing projects at Rosari Biotech, Unitop Chemicals and Tristar intermediates are on track with commissioning expected in the coming quarters.
• Investments funded by internal accruals and debt aim to boost manufacturing and supply chain agility targeting 3-4x asset turnover by FY27.
• A small INR 150-200 Mn facility in Southeast Asia is being set up to improve delivery and customer engagement in the region.

Business Segments
• HPPC and AHN Segment: Showed healthy growth and supporting overall revenue.
• Institutional and Consumer Business: Faced softer performance in Q1 but expected to grow strongly in Q2 and Q3 aiming for breakeven by year-end.
• Textile and Agri Segment: Impacted by export delays and global market challenges but stable in volumes.
• Non-EO Based Products: Focus on green chemistry for agro, home, personal care and other industries competing with global majors like BASF and Clariant.
• Domestic business performed well but exports faced challenges due to global uncertainties and a 10–12 days production halt for safety-related work.
• Ethylene Oxide supply from Reliance Industries is improving, with no major issues expected as new capacities ramp up by FY27.
• Institutional business margins to improve with scale targeting minimal losses or breakeven by FY26 end.

Textile Segment Performance
• Despite industry-wide flat textile production in Q1, the company's textile chemical business achieved steady volume growth YoY.
• No significant market share loss was reported though export delays caused a 5-7% value-based negative impact.

Central Bank of India – Q1FY26 Concall KTA's
CMP: INR 38 | Market Cap: INR 345,311 Mn

Outlook: The bank remains focused on a stable and profitable growth path, maintaining its 14-16% credit growth target while enhancing productivity through digital initiatives. Investments in human capital, insurance JVs, and co-lending partnerships are expected to strengthen returns in FY26 and beyond. Treasury gains and better asset quality offer near-term tailwinds. With deferred tax benefits kicking in from FY27 and expansion in profitable verticals like trade finance and gold loans, the bank is well-positioned to sustain margins and improve ROA structurally.

Guidance

- The bank has maintained its loan growth guidance at 14-16% for FY26, with a strategic shift towards high-ROE sectors such as retail, MSME, and agri loans.
- The Company does not plan to revise gold or agri loan targets, despite regulatory changes around collateral norms.
- Treasury outlook remains positive with an expectation of two more 25 bps repo cuts by March FY26, pushing G-Sec yields below 6%.
- Deferred tax assets are expected to be utilized by Q4FY26, after which the bank will shift to the new tax regime, potentially boosting ROA by 9-10 bps in FY27.

Financial Highlights

- Net Profit reached INR 11,690 Mn, up 32.84% YoY, with ROA at 1.02% and ROE at 14.17%.
- Operating profit grew by 15.6% YoY, and non-interest income rose 53.3% YoY to INR 17,860 Mn, by treasury gains, fee income, and recovery from write-offs.
- The bank recovered INR 6,130 Mn from written-off accounts, including a lumpy INR 3,010 Mn from a cement sector resolution.
- Net interest margin stood at 3.16%, with the bank committing to maintaining it above 3%, avoiding sub-6% corporate loans.
- GNPA declined to 3.13% in Q1FY26 from 4.54% in Q1FY25, and NNPA improved to 0.49%, while PCR stood at 97.02%, by ECL provisioning of INR 2,500 Mn for the fourth straight quarter.
- Deposits grew 11.4% YoY to INR 4,288,900 Mn, with CASA ratio at 46.88%, by growth in BC outlets and digital onboarding.

Other Highlights

- Co-lending disbursements stand at INR 20,000 Mn/quarter, expected to increase to INR 28,000-30,000 Mn, with net yields of ~9%. This includes gold, MSME, and LAP portfolios.
- The Trade finance platform contributed INR 32,000 Mn in book size and INR 180,000 Mn in turnover, built on accepted bills from well-rated corporates.
- The bank is expanding BC Maxx centers from 25 to 250 centers in FY26 to improve reach in underserved areas, alongside 12,800+ BC points to be scaled up to 14,000 outlets.
- Cent eeZ mobile platform has onboarded 1.2 Mn new users, with average balances of INR 27,000, enhancing CASA and enabling digital cross-sell opportunities. The digital lending platform is fully live, enabling straight-through onboarding and credit underwriting.
- Retirement provisioning of INR 5,600 Mn for the quarter will continue as the bank aims to make the fund self-sufficient by Dec 2027.
- Exposure to NBFCs remains selective, with lending done at MCLR + premium, currently yielding 9-9.05%, despite broader industry rate cuts.
- The non-SLR book is stable at INR 270,000 Mn, with exposure mainly to public sector bonds. The bank continues to participate in IPOs for listing gains, supporting non-interest income.
- Under NARCL, the bank saw INR 340-350 Mn in Security Receipts issued during the quarter, with no additional provisioning required.
- The bank declared an interim dividend ahead of the AGM.

Havells India Q1FY26 Concall Highlights
Mcap: INR 960.2bn | CMP: INR 1,532

Outlook: Cables and Wires growth remains strong due to industrial-infra demand. The company is doubling up underground cables capacity by FY27E will be the growth driver. Lloyd has been impacted due to seasonal effects for AC and Coolers. In Lloyd, the company is expanding its distribution channels to North and West India. Switchgear margins are targeted at 38-40%, with sequential improvements expected in coming quarters. Solar revenue is expected to reach INR 5bn to INR 10-15bn in the coming years. Investments in solar, including a strategic partnership with Goldi Solar, aim to capitalize on the growing renewable energy sector. Consumer demand is expected to pick up from H2FY26E onwards. We have a positive outlook on the stock.

Wires and Cables
Wire and Cables volume growth stood at 20%-21% YoY and value growth stood at 27% YoY in Q1FY26. Cables and wire mix stood at 30:70.

Margins improved in cables and wires, supported by better operating leverage and product mix.

The company is investing heavily in underground cables, with capacity doubling from FY24 to FY27E.

Lloyd
The company is strategically expanding its distribution channels, particularly in North and West India, to strengthen its market presence and drive growth.

AC and Air coolers sales were impacted due to seasonal effects.

ECD
The ECD segment faced margin pressure due to weak summer demand, but contribution margins improved across most categories except for fans and coolers.

Switchgears
Switchgear margins are stable, and growth is expected to align with broader consumer demand recovery, particularly in real estate. Switchgear margins are targeted at 38-40%, with sequential improvements expected in coming quarters.

Lighting
Lighting margins remain industry-leading despite price deflation, driven by premium product offerings.

Solar
Solar revenue is expected to reach INR 5bn to INR 10-15bn in the coming years.

Investments in solar, including a strategic partnership with Goldi Solar, aim to capitalize on the growing renewable energy sector.

Channel Inventories
AC Inventory levels were high due to seasonal demand destruction, but the company remains among the top three sellers. The transition to new energy efficiency norms is not expected to disrupt margins.

Channel inventories for ACs and coolers remain elevated and may take a few months to normalize.

Primary sales have already adjusted, but secondary sales are lagging.

Rural and Urban
Rural revenue share is around 5%-6% of total consumer products and growing faster than urban markets.

The company is deepening distribution and expanding product categories in rural areas, including pumps and Lloyd products.

Urban demand is subdued due to weak seasonal trends, and recovery is expected in H2FY26E.

Other highlights
Consumer demand is expected to pick up in the second half of the year, supported by festive seasons and real estate-led demand.

Cables witnessing traction for exports. Copper prices led to inventory buildup in wires. The company is managing raw material costs through operational adjustments.

The company is focused on cost rationalization and operational efficiencies, particularly in Lloyd and the ECD segment.

The company is reallocating resources to high-growth channels like modern trade and projects.

Latent View -Q1FY26 Concall KTAs- Arihant Capital
CMP INR 432 | Market Cap 89,350 Mn| View: Positive

Outlook: Revenue growth is expected to pick up from Q2 onwards, with USD revenue growth guidance of 18–19% for FY26E, supported by deal ramp-ups and pipeline conversions. Margins are likely to expand by 30–50 bps in FY26, driven by operational levers such as pyramid optimization, automation, and a higher offshore mix. There is confidence in achieving mid- to high-single-digit growth for the full year, with continued focus on cost efficiency, large deal execution, and deeper client mining. While demand visibility is improving, cautious optimism prevails as discretionary spending has yet to fully recover. We have a positive view on the stock, backed by strong Q1FY25 performance and growth expected in FY26, aided by new client contributions. However, near-term performance was impacted by delayed deal signings from key clients

To achieve $200 mn in revenue over the next three years, the company has outlined a three-pronged growth strategy: (1) Augment sales capabilities by focusing on expanding wallet share and strengthening client relationships; (2) Deepen the partnership with Data Bricks, particularly in the Consumer vertical, supported by an aggressive go-to-market (GTM) strategy and an expanded Data Bricks-focused sales team; and (3) Build and enhance GenAI capabilities by scaling the GenAI Center of Excellence and hiring niche talent to drive innovation and delivery.

April FY25 wage hikes were slightly above average due to more performance-linked payouts. As the company shifts to a pay-for-performance model and scales up, margin impact should normalize with efficiency gains.

Expect to observe wage hike in 2-3 quarters. Despite short-term impacts from wage hikes and higher investments, the company expects to maintain 23–24% margins in the long term.

EBIT margin improved by 110 bps QoQ, aided by operational efficiency and lower subcontracting.

Free Cash Flow stood strong, with FCF/PAT conversion at 95%, indicating healthy cash generation.

Segment: BFSI remained strong and growth was broad-based across geographies. Healthcare and Life Sciences showed double-digit YoY growth.

Communications rebounded sequentially, though on a weak base. Manufacturing and Hi-Tech remained impacted by discretionary weakness.

Retail and CPG was stable but seeing cautious spend behavior from clients.

Consumer goods are showing early signs of recovery, with budget issues mostly resolved. Clients are now focusing on integrated transformation, and management expects continued growth (excluding Decision Point).

Technology vertical saw a temporary slowdown due to one-off project completions, but follow-up work is picking up and should drive growth in coming quarters.

New clients are expected to contribute significantly in FY26E. However, deal delays from top clients affected short-term performance.

Geography: North America led the recovery, growing sequentially and YoY. Europe remained weak, particularly in discretionary spending verticals. India saw healthy traction, supported by public sector and BFSI.

TCV of new deals stood at $1.2 bn, a 15% QoQ increase. Net new large deals included 2 mega deals and 6 renewals. Deal wins were driven by Cloud, AI/ML, and Infrastructure Transformation.

Healthy pipeline continues, with a focus on cost takeout and vendor consolidation.

Gross margins improved 50 bps QoQ, driven by better utilization and pyramid rationalization.

SG&A increased marginally due to increased investments in sales and GTM.

Offshore mix improved, supporting delivery margin.

Automation initiatives contributed to savings.

Net headcount declined by ~500 employees, as part of optimization.

Utilization (ex-trainees) improved ~80 bps QoQ, now at ~82%.

Attrition remains within a comfortable band (<25%), with a seasonal uptick observed post-hikes.

The company has $6mn in secured GenAI orders and an $8mn pipeline. Company continues to invest in AI-led transformation, particularly in GenAI and automation.

Partnering with hyperscale's and SaaS providers to build next-gen solutions.

Platforms-led revenue saw stable contribution, with increased cross-sell.

Enterprise clients are relooking at vendor rationalization and strategic sourcing.

Long-term demand remains intact across cloud, engineering, and managed services.

No major capex planned in near term as focus on improving yield from existing infra.

Domino's Pizza Q2CY25 – Earnings Update

Management remains optimistic on long-term value creation, citing a strong foundation built on superior unit economics, digital expansion, aggregator partnerships, and continued innovation in menu offerings. The company is well-positioned to gain further market share through increased advertising scale, store network expansion, and a strengthened rewards ecosystem.

India/Asia-Specific : Management noted that "strength in Asia was due to continued strong comps in India", indicating sustained momentum in the Indian market. However, no further region-specific initiatives or commentary were disclosed.

Key Highlights

• Global Retail Sales Growth (ex-FX): +5.6% YoY
• Same Store Sales Growth: • U.S.: +3.4% • International (ex-FX): +2.4%
• Net Store Additions: • Global: +178 stores • U.S.: +30 net new stores • International: +148 net new stores
• Income from Operations: • +14.8% YoY • Adjusted for FX headwinds of $0.2 million, growth stood at +14.9%

• U.S. Business: Growth in both delivery and carryout segments drove meaningful market share gains in the domestic QSR pizza category.
• Domino's completed its integration with the two largest delivery aggregators, improving reach and convenience for customers.
• Expansion of the menu to include all major crust types, including stuffed crust, helped increase customer engagement and ticket sizes.
• Domino's continues to benefit from industry-leading unit economics, the largest advertising budget in the category, and a significantly scaled loyalty program.
• Global Operations: Despite macroeconomic headwinds, international operations saw healthy same-store sales growth and strong store expansion.

Ganesh Housing Corporation Ltd: Q1 FY26 Concall Key Takeaways
CMP: INR 942 | Mcap: INR 78,690 Mn

Outlook:
Q1 FY26 was a "quarter of stabilization" with cautious market sentiment in April-May, but a "distinct pick up" in June. Ahmedabad remains a strong real estate market, attracting 42% of state investments due to infrastructure and job creation. The company is optimistic about the shifting demand towards branded, credible developers, a segment where Ganesh Housing is well-positioned.

Financial Highlights (Consolidated):
- Revenue: INR 1,510 Mn
- EBITDA: INR 1,280 Mn
- EBITDA Margin: 84.8%– Significant expansion.
- PAT: INR 931 Mn
- PAT Margin: 61.6%
- Net Debt: Maintained negligible gross debt and a strong cash position.
- EPS: INR 11.16

Highlights:
- Malabar Retreat (Premium Residential): 43% complete, seeing increased footfalls and expecting stronger bookings from Q2.
- Million Minds Tech Park Phase 1 (IT SEZ): 90% complete, 80% of leasable area under discussion/concluded. Lease income expected by Q3-Q4 FY26 at higher rentals (INR 70 - INR 75/sq. ft.). Phase 2 also being planned on a lease model.
- Godawari Township (450 Acres, Bhubaneswar): Continues to make "good progress." Monetized ~10 acres in Q1 FY26 at INR 30,000/sq. meter (much higher than earlier estimates). This project was the main income contributor in Q1.
- One Thaltej (New Commercial Project): 1.8 Mn sq. ft., expected to generate INR 21,000 million revenue, construction to start post-monsoon.
- Focus on timely project execution and profitability, sometimes leading to conscious delays to align with market demand.
- Upcoming projects include residential at SEZ and the One Thaltej commercial project.
- Maintains guidance for 30-35% CAGR on the bottom line.
- Q1 revenue was muted, but management expects better performance in subsequent quarters.
- Market sentiment, cautious in early Q1, picked up by June.
- EBITDA and PAT margins significantly expanded, indicating strong operational efficiency despite lower revenue.
- Healthy balance sheet with negligible debt helps maintain financial discipline and low costs.
- AUDA Re-zoning for Olympic City: Government initiative, outside company's land, but positive for regional development.
- Intercity TDRs: Seen as potentially beneficial for developer profitability, especially for Ganesh Housing due to its large land bank.
- Infrastructure Growth: Ahmedabad's rapid infrastructure development is expected to open new areas and foster healthy competition, where home grown brands like Ganesh will thrive.
- Inventory & Concessions: Acknowledges short-term inventory build-up but expects absorption. Aggressive concessions are mainly from unorganized players, not an industry-wide phenomenon for disciplined developers.

Mastek Ltd-Q1FY26 Concall KTAs- Arihant Capital
CMP INR 2,670 | Market Cap INR 82,690 Mn

Outlook: Revenue trajectory is expected to remain positive, with aim for double-digit growth in FY26, despite Q1 softness in US and EMEA. EBITDA margins are expected to trend towards the 17–19% range over the medium term for FY26, the guidance is stable to upward-biased margins. Focus on profitable growth, focusing on expanding wallet share, mining top accounts, and leveraging AI and healthcare tailwinds globally. Margins in UK improved sequentially despite client pricing pressure, supported by better pyramid management and resource planning.

Margin recovery in the US is expected in H2FY26 as growth resumes, and the fixed cost base is better absorbed. The Middle East segment margin was impacted by bad debt provisioning, but the company expects recovery as client payments normalize.

EBITDA margin came in at 15%, contracting 31 bps QoQ due to a large client renegotiation in the UK, yet the company managed to absorb the discount impact.

12month order backlog reached INR 22.9Bn, up 3.5% QoQ and 5.5% YoY, led improving deal wins and sustained pipeline strength.

Cash balance declined to INR 5,490 Mn from INR 6220 Mn, primarily due to INR 1000 Mn in variable payouts and INR 500 Mn debt repayment in Q1FY26.

DSO remained stable at 82 days vs 83 days in Q4FY25, indicating disciplined collections.

Growth was led by UK and Europe, which reported 27% YoY growth in reported currency and 8% QoQ growth, despite macro uncertainties.

Healthcare business in the UK grew by 25–26% QoQ, with revenues quadrupling YoY, benefiting from NHS digital transformation initiatives. Enterprise and BFSI verticals are witnessing green shoots with strong data-led transformation demand, particularly in the UK.

Secure government business ramped up a large contract won earlier, contributing to robust growth.

Oracle business in UK and Europe saw recovery, with multiple wins that strengthen H2FY26 growth visibility.US geography was soft with flat YoY performance and 8.5% QoQ decline (INR terms) due to healthcare and retail client cuts.

EMEA revenues declined due to project closures and the company's strategic focus on profitable growth rather than volume expansion.

AI-led offerings are gaining traction, particularly in the US and healthcare segments, driving client conversations and pilot deals.

The company is currently running AI engagements with over 10 clients in the US across AI/GenAI applications and testing automation.

Deal: The company secured a INR 1250 Mn+ TCV deal in the UK BFSI regulatory space, focused on data and legacy transformation.

NHS transformation remains a key growth driver; the NHS has allocated INR 830Bn over five years towards healthcare digitalization, benefitting Mastek's healthcare vertical.

The UK government's plan to achieve INR 1.4 Lakh Cr in cost savings via AI and digital investments by FY28–29 is expected to open more public sector opportunities.

Won its first cybersecurity services contract under the UK public sector framework in Q1FY26, broadening its service portfolio.

Despite macro challenges, the company's pipeline is up 25% QoQ and YoY, providing confidence for H2FY26 recovery.
Manpower costs rose despite headcount reduction, driven by higher onshore hiring in the UK and investment in security-cleared talent.

The company continues to invest in apprenticeships and graduate programs in the UK to build a sustainable, cost-effective workforce.

Order bookings grew strongly, with a 25% QoQ and YoY rise in the US and a 12-month backlog of $274 mn (up 3.5% QoQ, 5.5% YoY).

Account mining is a key focus; the company is cross-selling Oracle, Salesforce, data, and managed services across existing clients.

The top 5 client contribution increased slightly, but management views this as strategic deepening of relationships rather than over-dependence.

Several large public sector deals in the UK are undergoing renewals, with short-term extensions due to delayed government budgets.

AI-led deals in the US are currently in PoC stages, typically INR 40–80 Mn each, but expected to scale in the coming quarters.

Continues to pursue mid-sized and large deal wins in the UK and public sector.
Leadership additions are ongoing, including hiring a President for the US and a new CFO to strengthen the leadership bench.

The US business is being restructured to broaden services beyond single service-line engagements, focusing on cross-selling and client mining.
Middle East will continue as a strategic hub for Cerner+Oracle healthcare capabilities and AI incubations, not an exit geography. Long-term aspiration remains to reach INR 83 Bn ($1 Bn) revenue by FY26–27, but the near-term focus is calibrated profitable growth and margin stability.

The company believes LLMs and AI models are commoditized, but differentiation will come from deployment, human-machine teaming, and outcome delivery.

MRPL Q1FY26
Concall Key Takeaways
CMP: INR 139.15 | Market Cap: INR 261.75 Bn

• GRM stood at 12.63 USD/bbl in Q1FY26 vs 10.51 USD/bbl in Q4FY25, driven by better cracks in diesel, gasoline and petcoke along with inventory gains

• Profit after tax came in at INR 22,780 Mn, highest-ever quarterly profit for the company

• Inventory gains were INR 3,440 Mn this quarter vs INR 2,410 Mn in Q4FY25

• Refinery throughput was 4.8 MMT with 107% capacity utilization

• Distillate yield improved post shutdown of CDU-2 in Q4FY25

• Diesel cracks improved to 19 USD/bbl, gasoline to 17 USD/bbl, and petcoke to 40 USD/bbl

• Company targeting 10% growth in retail fuel volumes in FY26; retail expansion to continue

• Focus remains on high-margin products like polypropylene, benzene, toluene and mixed xylenes

• About 50% of crude sourced from Russia at a discount; rest from Middle East

• Net debt reduced to INR 63,700 Mn from INR 72,600 Mn QoQ; management continues to focus on working capital and debt reduction

• Capex guidance for FY26 is INR 12,000–13,000 Mn mainly for BS-VI upgrades, refinery debottlenecking and petrochemical projects

• Management expects refining margins to remain healthy in H1FY26 due to strong demand and tight global refining capacity

• GRMs may soften slightly in H2FY26 but expected to stay above mid-cycle levels

Zomato (Eternal) Ltd Q1FY26 Concall KTAs

The company is transitioning its Blinkit model from a marketplace to inventory ownership (1P), which is expected to improve margins and operational efficiency over the next 2–3 quarters. Expansion into new cities, with plans to scale up to 3,000 dark stores. In food delivery early signs in the new quarter show improving customer engagement, app opens, and repeat usage. The management expects long-term 20% growth potential in food delivery but near-term growth to stay muted while focusing on customer acquisition and service quality.

Quick Commerce (Blinkit) Business

Over 95% of growth came from existing polygons; <5% from new expansions. Even mature markets like Delhi grew 70% YoY this quarter.

The company aims to scale to 3,000 dark stores (currently ~1,500). However, the timeline for hitting 3,000 is uncertain and dependent on external factors.

Zomato is moving towards inventory ownership (1P model) from a marketplace model over the next 2–3 quarters. Expected to lead to ~100 bps margin accretion and improved operational efficiency. Despite the change, assortment and customer experience will remain consistent.

Contribution margins improved from -2.4% to -1.8% QoQ; management expects this trend to continue. Already some stores have reached +2.5% margin. Margin expansion is not yet uniform, as new stores and investments still carry losses.

Marketing and overhead leverage also contributed to EBITDA margin improvement.

Unlike competitors offering value-based propositions, Blinkit continues to focus on 10-minute delivery for differentiation. No plans to pursue longer-duration delivery models or larger-basket convenience formats.

The company remains focused on everyday use cases and high-frequency categories.

Food Delivery Business

Food delivery NOV growth has slowed to 13% YoY (vs. 27% YoY last year). The management attributes this to lower app opens and slight drop in frequency and number of transacting customers. Better app opens and customer retention in the first 3 weeks of the new quarter.

The target performance aims for a return to 20%+ growth rates, though management acknowledges limited near-term visibility on achieving this target.

Food delivery margins could remain flat or slightly depressed in the short term due to growth focus. Short-term profitability may be sacrificed to drive user and order growth. Losses are expected to be range-bound and not meaningfully worse in the near term.

The company does not see current risk from GLP-1 drugs and hasn’t seen impact in other countries.

Other Highlights

Hyperpure business remains focused on the restaurant segment. Marketplace part of Hyperpure is being phased out due to inventory transition.

No changes in ESOP charge guidance; company sticks to prior guidance on total employee cost as % of revenue. Wage hikes will happen in the September quarter.

The Blinkit's MTCs ~70 Mn, vs. 23 Mn for food delivery.

The company continues monitoring competitors' capital availability and funding situations, which directly impacts competitive intensity levels. The improved competitive environment is enabling margin recovery across both business segments.

Differentiation strategy emphasizes speed plus assortment and customer support over price alone, with the 10-minute delivery promise as the key differentiator.

Category strategy follows horizontal expansion patterns aligned with consumer demand, with geographic focus on building density before expanding to new markets

The company maintains continued aggressive spending on expansion, with marketing optimization through scale leveraging for efficiency gains.

Technology focus remains on inventory management and operational efficiency, supporting the transition to the 1P model.

Management provided no specific breakeven timeline for quick commerce. Revenue recognition changes are expected with 1P model adoption, and the 18-day working capital cycle provides a structural advantage over traditional retail.

Shoppers Stop Ltd Q1FY26 Concall KTAs

Positive outlook in the coming quarters, supported by a strong festive season outlook and better monsoon trends that are expected to boost both rural and urban consumption. The company continues to focus on premiumization, customer engagement through loyalty programs, and expansion of its departmental and Intune stores. It plans to open 7–8 departmental stores and 30–40 Intune stores during FY26, while improving store experience, launching exclusive brands, and investing in digital platforms to enhance its omni-channel presence.

Financial Performance

Total sales grew by 6% YoY to INR 10,940 Mn in Q1FY26 with gross margin at 40.9%, up by 30 bps.
EBITDA grew by 21% YoY to INR 1,760 Mn in Q1FY26 with margin of 16.08% in Q1FY26 while company reported net loss of INR 180 Mn in Q1FY26 Vs loss of INR 230 Mn in Q1FY25.

Departmental Stores registered a 5% LFL growth and overall 6% sales growth, supported by increased customer entries and better brand portfolio. LFL customer entry grew by 2%. ATV increased by 6%, driven equally by ASP and Items Per Transaction, each up 3%.

The company relaunched its Tapasya store in a new luxury format, a push toward premiumization.

Departmental stores have stores of 35,000–40,000 sq ft, moving away from the earlier 25,000 sq ft strategy to accommodate larger premium experiences.

Intune witnessed soft performance due to a delayed start to its End-of-Season Sale. The company currently operates 75 Intune stores, up from 23 last year, but store-level losses have increased due to scale-up and depreciation costs.

Intune doubled its revenue YoY this quarter and is focusing on supply chain efficiency, inventory turns, and marketing to improve profitability. Benchmark Intune stores are achieving sales productivity above INR 12,000/sq ft. Repeat customer rate in Intune is 32%.

Beauty business segment grew by 17% YoY on a consol basis, with 7% growth in fragrances. The company is focusing on personalized experiences, influencer collaborations, and omni-channel integration to sustain beauty growth.

Global SS Beauty, a WOS, reported sales of INR 840 Mn with GMV of INR 1,300 Mn, achieving 100% YoY growth.

4 standalone beauty stores were closed in the quarter, mainly to consolidate into better mall locations or integrate into larger formats.

Private label sales grew 3% YoY, and profit contribution doubled due to better margins and brand consolidation. The company aims to expand private label strength in women's wear and kidswear to improve gross margins and fill gaps in national brand portfolios.

Premium and premium-plus products showed a 9% LFL growth, supported by elevated store environments and curated brand portfolios. Promotional sales mix rose to 67%.

First Citizen loyalty members contributed 85% of revenue, with 195,000 new Silver and 16,000 new Black Card enrollments. Black Card customers now contribute 19% of revenue, visiting stores on average 7 times a year. NPS improved to 93%.

Personal shoppers now account for 25% of total sales, with an ATV of ~INR 15,500, ~3x the normal ATV. Contribution from this segment rose by 700 bps YoY driving personalized service and higher value transactions.

Marketing Campaigns - “India Weds with Shoppers Stop” enrolled 58,000 customers and drove INR 1,540 Mn in sales during the quarter. “Travel Edit” campaign, in collaboration with SOTC and Indigo’s Hello60 magazine, drove INR 200 Mn in sales over 40 days.

The company aims to open 7–8 new departmental stores and 30–40 Intune stores during FY26. In Q1FY26, Shoppers Stop opened 4 Intune stores, and plans to open 7–8 more Intune and 4 departmental stores in the next quarter.

Outright inventory was reduced by INR 1,100 Mn from March 2025, with further working capital efficiency targeted.

MPS- Q1FY26 Concall KTAs-Arihant Capital
CMP INR 2430 | Market Cap INR 41,590 Mn| TTM PE : 28.5x (Industry PE: 12x)

Outlook: The corporate learning division is expected to return to growth in Q2FY26, with margin expansion already underway, while the China subscription business is scaling well. Management expects 6-8 quarters of strong growth and maintains bullish FY26 guidance. The long-term growth aspiration remains at high-teens to 20%, supported by favorable global education macros and a shift towards strategic long-term acquisitions over short-term gains.

Q1 performance was soft, but North America grew 45%, contributing significantly to revenue, while the education business grew 60%, driven entirely by organic global demand.

Research solutions and corporate learning businesses are performing well, supported by a structured growth strategy; core business (excluding AJE) grew 40%, while AJE grew 23% YoY. Organic growth excluding AJE is 10-12%, highlighting steady expansion across non-AJE segments despite market softness.

AJE currently operates at an $18 mn run-rate; management plans to scale both B2B and B2C businesses significantly by FY27, with a 10-12% growth expectation post-amalgamation.

Mature businesses have delivered over 20% growth since IPO filing, reflecting the company's sustained performance in established segments.

Despite a INR 20 cr revenue decline, the EBITDA margin remained stable at 20%, underscoring a focus on cost control and profitability.

The M&A pipeline is robust, with 3 deals in advanced stages; the company targets $10 mn+ revenue businesses with healthy margins and prefers majority stake deals while supporting existing management.

Debt: The company is comfortable with INR 1500 Mn debt for acquisitions, maintaining manageable leverage to fuel inorganic growth.

Restructuring is underway, including the removal of intermediate holding companies and streamlining of MPS Europe operations, to enhance scalability and efficiency.

Other expenses increased due to INR 28 Mn outsourcing costs and INR 18 Mn cloud hosting expenses, but marketing costs have declined, keeping cost growth aligned with revenue.

The company is leveraging AI and automation to improve turnaround times, shift content production from months to minutes, and enhance operational efficiency while keeping core production in-house.

AJE is expanding from language editing to full submission improvement, focusing on B2B growth (currently less than 10% of AJE revenue) and B2C expansion beyond China, targeting meaningful contribution by FY27.

The Research Square preference platform remains a potential growth area, though it is not yet acquired; AJE payback is trending towards 2 years, aligned with strategic objectives.

AJE (American Journal Experts) Business Update

Current Scale & Revenue:AJE has a current run-rate of $18 Mn. The business continues to be a significant part of MPS's research solutions segment.

Growth Profile: AJE grew 23% YoY in the latest quarter.

Excluding AJE, the core research solutions business grew 10-12%.

Management expects 10-12% consistent growth for AJE post-amalgamation.

Business Model Shift: Historically, AJE focused mainly on B2C (individual researchers), especially in China. The company is now expanding into B2B partnerships, particularly with academic publishers and research organizations. Currently, B2B contributes <10% of revenue, but this is expected to scale significantly in the coming years.

AJE plans to expand beyond China, targeting multiple geographies for both B2B and B2C offerings. The focus is on DIY platforms and AI-enabled solutions to enhance user experience and operational efficiency. From April FY27, the company expects meaningful results from these new initiatives.AJE is moving beyond just language editing to offer end-to-end research paper submission support, including content improvement and compliance checks. AI-driven automation is a key enabler for faster processing and higher margins.

Payback: AJE is trending towards a 2-year payback on the investment. The acquisition has been financially accretive, with expectations of sustained profitability.AJE solves a critical problem in research publishing helping non-native English researchers improve their manuscripts for global journals.This language + submission enhancement model is positioned to drive long-term growth .Management remains bullish on AJE’s long-term potential, especially with the B2B pipeline expansion.After the current consolidation, AJE is expected to unlock synergies with other MPS services.

Sterling & Wilson Renewable Energy Ltd Q1 Concall key takeaways
CMP: INR 322 | Market Cap: INR 75,230 Mn

- Consolidated gross margins improved to 11.7% in Q1 FY26 versus 10.1% for FY25, supported by softening of input costs such as solar modules
- The unexecuted order book stood at approximately INR 83,480 Mn as of June 2025, with 88% from domestic projects and a growing pipeline of 30 GW, predominantly from India
- The O&M portfolio grew to 9.3 GW as of June 2025, with expectations of further growth driven by completed EPC projects and strategic third-party O&M contracts
- Management expects a major pickup in domestic project awards before December 2025, with the current bid pipeline at over 26 GW for India
- India's battery storage pipeline is building with 3.3 GW in lined-up projects and a government target of 74 GW by 2031–32; company is actively pursuing related EPC opportunities.
- The company is selectively targeting PV and battery storage projects in Africa and Europe, seeing positive traction in ongoing international projects.
- Q1 revenue was impacted by 40–45 days of cross-border conflict-related project disruption in Rajasthan and Gujarat, yet full-year guidance remains intact with 15–20% growth expected.
- Aims to maintain operational EBITDA margins around 7% and overall EBITDA margins in the range of 10–12% over the next 2–3 years, while focusing on profitable and strategically selected projects.
- Going forward, 20% of new solar EPC tenders will include mandatory battery storage capacity under government schemes. This will progressively enhance the revenue contribution from battery storage EPC projects.
- In addition to new banking limits, the company is leveraging surety bonds from insurance companies to replace bank guarantees and performance guarantees, improving liquidity management.
- Benefits from its strategy of re-negotiating module prices between order placement and procurement, capturing cost reductions to enhance margins, while managing risks through contract structures.
- Despite disruption due to geopolitical issues and anticipated monsoon-related slowdowns, the management remains confident of achieving full-year growth guidance.
- The pilot project with Reliance is progressing well, but no large-scale order inflows from Reliance have been confirmed yet
- Legal expenses remain elevated due to ongoing legacy issues and are expected to continue for 1.5–2 years before tapering off.
- Pending government clarity on Inter-State Transmission System waiver extensions is causing delays in project finalizations, impacting both company and the broader industry.
- NTPC's renewable capacity expansion target of 60 GW by 2030 represents a significant business opportunity; Company is actively participating in this pipeline.
- Targeting a 20% increase in international orders compared to the previous financial year, focusing primarily on Africa and Europe.
- Increasingly bidding for hybrid renewable projects combining solar, wind, and battery storage, aligning with evolving market trends.

Polycab India Ltd Q1 Concall key takeaways
CMP: INR 6955 | Market Cap: INR 1046.77 Bn

- The Wires & Cables business recorded 31% revenue growth YoY with volume growth of over 25%, and EBIT margin for the segment expanded to 14.7%, up 190 basis points.
- The FMEG segment delivered its second consecutive profitable quarter with 18% YoY growth, driven by premiumization across categories, especially solar products which became the largest contributor in FMEG.
- The FMEG business saw premium fans contribute approximately 25% of segment sales, while premium lighting products contributed over 35%, supporting margin expansion through product mix improvements.
- The company's international business grew 24% YoY on a low base, with management noting India's 10% tariff rate provides a competitive edge versus China and Mexico in U.S. markets.
- The company maintains a working capital cycle of 43 days, expected to normalize to 50–55 days.
- CapEx for Q1 FY26 stood at INR 4.1 Bn, in line with Project Spring's guidance of INR 12,000–16,000 Mn annually through FY30, focusing primarily on the Cables & Wires segment.
- The export business contributed 5.2% to consolidated revenue, with one-third of exports going to the U.S.; India's tariff advantage positions Polycab well amid evolving global trade dynamics.
- Polycab's long-term margin guidance for Wires & Cables remains at 11–13% despite current higher margins, considering capacity expansions, increasing B2C spends, and business mix shifts.
- The EPC business holds an order book of approximately INR 80 Bn including BharatNet orders, to be executed over three to four years, contributing 5–10% to overall revenue.
- E-commerce now accounts for a mid-teens percentage share of fan sales, underscoring digital channel growth.
- Solar products within FMEG posted more than 2x growth YoY, becoming the largest FMEG category for company, driven by rooftop solar scheme adoption in key states like Maharashtra, Gujarat, and UP.
- All solar products except inverters are manufactured in-house, while inverters continue to be outsourced.
- Market share in organized Wires & Cables market stood at 26–27% at FY25-end, with cable market share higher at ~30% and wires in the early 20% range.
- Minimal competitive impact from Chinese dumping in markets like Europe and Middle East; Australia remains price-sensitive due to China's zero-tariff advantage.
- Project Spring targets FMEG business growth at 1.5–2x industry growth rates with a medium-term EBITDA margin target of 8–10% by FY30.
- Long-term CapEx plan under Project Spring is INR 60,000–80,000 Mn over five years, with the majority allocated to expanding Wires & Cables capacity and some for backward integration.
- EPC segment revenue contribution is expected to remain within the 5–10% range annually, despite the large BharatNet order book, as focus remains on core Cables & Wires business.
- The company maintains a hedging policy for copper procurement, ensuring consistent pricing to distributors and minimizing commodity price volatility impact on margins.
- Extra High Voltage cable business is not a near-term focus; management expects meaningful revenue contribution from EHV only from FY28 onwards.
- No immediate plans to set up overseas manufacturing facilities; focus remains on leveraging India's cost advantage and scaling domestic capacity.
- Tier 3–5 city-focused wire brand Etira now contributes in the high teens to wire sales; premium wire ranges like Maxima and Suprema contribute over 20% each, reflecting successful segmentation.

Himadri Speciality Chemical Ltd- Q1FY26 Concall Highlights
CMP: INR 514 | Market Cap: INR 253.85 Bn

Outlook

Company is aimed for robust growth in FY26 driven by strategic expansions in specialty carbon black and coal tar pitch capacities alongside the successful integration of Birla Tires, targeting high-growth segments like EVs and SUVs. The company's focus on clean tech, including a technology licensing deal with Sicona and a 16.24% stake in IBC, positions it as a global leader in lithium-ion battery materials with a new LFP plant set for Q3 FY27. Increasing exports to Europe leveraging a competitor's shutdown will further enhance its market share.

Financial Highlights

- Revenue stood at INR 11,182.9 Mn with (6.84%) decline on YoY and (1.44%) decline on QoQ basis.
- EBITDA stood at INR 2,352.5 Mn with 25.39% growth on YoY and 1.84% on QoQ growth.
- PAT stood at INR 1,793.6 Mn with 46.08% on YoY and 15.37% on QoQ growth.
- Sales volume for the quarter is 1,40,090 MT.

Volume Growth Outlook

- From Q4 FY26, volume growth is expected to improve significantly due to:
- New carbon black capacity starting in Q3 FY26, increasing capacity from 60,000 to 130,000 MTPA making Himadri one of the top five global producers of specialty carbon black.
- De-bottlenecking of coal tar pitch capacity increasing from 500,000 to 600,000 MT by Q3 FY26.
- EBITDA per kg: Currently at INR 17 per kg with expectations of gradual improvement in FY26 and FY27 due to sustainable operational improvements and a focus on high-value products.

Birla Tires Ltd Acquisition and Progress

- Production at Birla Tires started on May 29, 2025, with INR 180 Mn in sales in Q1 FY26 of which INR 50 Mn came from the tire business.
- Market Strategy: Building a comprehensive product portfolio for specialty tires, targeting off-the-highway tires, commercial vehicles, EVs and SUVs.
- Himadri has appointed 20 distributors across 11 states each with 8-20 dealers to expand market reach.

Clean Tech and New Energy Materials

Technology Licensing with Sicona

- Signed an exclusive technology licensing agreement with Sicona, an Australian company specializing in silicon carbon and anode materials for batteries.
- Sicona's SiCx technology improves energy density by 20% and charging speed by 40%, giving them a competitive edge in the EV and energy storage market.

Investment in International Battery Company (IBC)

- Acquired a 16.24% equity stake in IBC, a US based developer and manufacturer of chemically agnostic prismatic lithium-ion cells.
- IBC operates a manufacturing facility in South Korea and is building a Gigafactory in Bangalore through a joint venture with Mahanahar Gas Limited Subsidiary expected to be operational by Q4 FY26.

LFP Cathode Active Material

- Setting up a commercial LFP (Lithium Iron Phosphate) manufacturing plant outside China with operations starting in Q3 FY27 and full-scale production by FY28.

Other Expansion Projects

Specialty Carbon Black

• A brownfield expansion of 70,000 MTPA is on track for commissioning in Q3 FY26, doubling capacity to 130,000 metric tons.

• This will make Himadri's facility the largest single-site specialty carbon black plant globally.

Consumer Segment Launch

• Entered the consumer market with Durofresh, a high-purity naphthalene ball brand offering stain-free performance, strong vapor strength and long-lasting freshness.

Market Opportunities

• Exports 15-20% of its carbon black to Europe and see opportunities due to a competitor announcing a planned shutdown in the region and this could allow company to capture more market share in Europe.

Route Mobile-Q1FY26 Concall KTAs-Arihant Capital

Outlook:Growth is expected to rebound from Q3, driven by firewall deployments, new product launches, operator partnerships, and cross-selling synergies within the Proximus ecosystem. EBITDA margins are guided to improve to 12–13% over the next 12–18 months, compared to the current 11%, aided by increased contribution from platform and managed services. Cash conversion from EBITDA is expected to stay above 120%, supporting strong liquidity for investments in R&D and global expansion. The business mix is targeted to shift 20–25% towards higher-margin platform services, reducing reliance on traditional SMS volumes. Focus remains on execution, platform scaling, and leveraging Proximus cross-sell opportunities for structural profitability improvement.

Route Mobile reported Q1FY26 revenue decline due to structural changes in the SMS business and traffic mix shifts. The drop was also driven by conscious exits from low-margin A2B SMS businesses to focus on profitability.

The company processed 39.3 bn billable transactions, flat YoY and marginally higher QoQ. The average realization per transaction was INR 27.3, reflecting a shift toward more domestic messaging in India, replacing some international traffic that typically carries higher rates. India contributed 46% of total revenue, retaining its position as the largest market, while international markets saw some pressure.

In the next-generation products (non-SMS), Route Mobile posted 11.4% YoY growth, although revenues declined sequentially due to a 12–13% pricing reduction in WhatsApp business messaging in India. Despite this, WhatsApp volumes remained strong, and management expects normalization in future quarters as pricing stabilizes and volume growth continues.

Several large clients were onboarded to the omnichannel platform, including WhatsApp, RCS, email, and voice services. Route Mobile also completed the integration of its RQS platform with global system integrators to reduce deployment time for these services. The company confirmed this is helping accelerate go-to-market capabilities.

Won a significant deal for AI-powered firewall deployment with a large telecom operator in Latin America, which is expected to be a key revenue contributor in the coming quarters. Additionally, the MAP server and telecom API businesses are expanding, especially with telecom operator partnerships.

One of the key client-related headwinds was the loss of a large digital-native customer who moved to a direct operator model. Despite this, Route Mobile retains the firewall and managed services revenue from the same operator relationship, mitigating the impact. A large Indian BFSI client also renegotiated pricing, resulting in lower revenue but preserved gross profit margins.

Subsidiary Mr Messaging was impacted by volume declines from aggregator partners. Despite these client-specific issues, management reiterated that this is not a systemic trend and expects volume recovery from new deals in the pipeline.

Synergies with Proximus Group are beginning to materialize. Cost synergies have already been realized, and sales synergies are now scaling up, particularly in APAC and Europe. Route Mobile is leveraging BICS (a Proximus entity) for cross-selling firewall and MAPS solutions to telecom operators globally. The company is working closely with 400+ telecom operators globally via BICS to expand platform services.

The comapny is transitioning from an SMS-only CPaaS model to a platform-led strategy including CFaaS (Communication Features-as-a-Service), RCS, firewall, and telecom APIs. The shift is expected to improve margins significantly over the medium term.

The company is also actively developing digital identity and fraud prevention APIs in collaboration with TeleSign, part of the Proximus group. Sandbox pilots are currently ongoing in India, but revenue impact will come gradually post security and regulatory clearances.

Employee count was optimized during the quarter; 26 new employees were added while 63 exited, as part of integration and centralization of roles from previous acquisitions. The rationalization focused on finance and back-office roles to streamline operations and reduce costs.

ILD (International Long Distance) business saw pressure due to the loss of a large client, but new customers have been onboarded, and management expects this segment to stabilize in the coming quarters. The pipeline in ILD messaging is improving.

Strategic partnerships are expanding, with Route Mobile working alongside Salesforce, Infosys, and Tech Mahindra to integrate telecom APIs and expand digital communications offerings globally. This is expected to open new enterprise channels for growth.

WhatsApp pricing change in India is now fully factored in, and volumes are recovering. Despite near-term pricing pressures, the next-gen product portfolio is expected to grow at double-digit rates going forward.

The company believes the CPaaS industry is evolving toward multi-channel communication platforms, and Route Mobile is positioning itself as a channel-agnostic player to support WhatsApp, SMS, RCS, and new telco APIs simultaneously.

Management emphasized that large enterprise clients prefer working with platform providers like Route Mobile for global reach and compliance management, despite a few large clients moving directly to operators.

Route Mobile plans to invest further in AI-driven communication products, fraud prevention APIs, and conversational commerce to strengthen its product suite.

WhatsApp pricing was reduced by 12-13% to remain competitive in the market

LMW Ltd– Q1FY26 Concall Highlights
CMP: INR 16,060 | Market Cap: INR 171.5 Bn
Forward-Looking Commentary & Business Outlook

Textile Machinery Division (TMD):
LMW continues to prioritize modernization efforts; however, order conversions remain amid a muted capex environment. The lack of clarity on textile tariffs continues to delay investment decisions, with the company awaiting policy visibility that could serve as a catalyst for demand revival. Africa particularly Egypt is emerging as a potential growth market for spinning machinery, supported by Chinese and Turkish investments. Leveraging its strategic presence across Dubai, UAE, Turkey, and China, LMW is well-positioned to tap into these emerging opportunities.
Management expects an uptick in order inflows over the next 1–2 quarters, conditional on improved macroeconomic sentiment and business confidence. In the interim, the company is maintaining a cautious outlook. Commercial supplies of the Lakshmi Winder (robotic auto-piecing system) have commenced on a limited scale. Broader adoption is anticipated in high labor-cost geographies, although near-term demand remains subdued.

Machine Tool Division (MTD):
The MTD segment continues to benefit from robust domestic manufacturing activity, aided by India's ongoing capex upcycle. Growth is being driven by product diversification, notably through the addition of new vertical and horizontal machining centers (VMCs/HMCs). Current plant utilization stands at ~70%, indicating potential for further scale-up. While segment margins remain in single digits due to elevated fixed costs and investments toward product development and a second manufacturing facility, margin expansion is expected as operating leverage kicks in.
The newly introduced 5-axis CNC machine is yet to see meaningful traction, although management anticipates a pick-up in demand from Q2FY26 onwards.

Aerospace Division (ATC):
The division remains export-focused, particularly on metallic components, with wallet share improving among existing clients. Participation in Indian defence tenders has resumed, although order conversion timelines remain extended. The division currently holds a robust order book of ~INR 4,000 Mn, executable over the next 2–2.5 years. Select orders are being fast-tracked, offering improved revenue visibility.

Financial Performance – Q1FY26 vs. Q1FY25
• China Subsidiary: Revenues declined sharply to INR 28 Mn (vs. INR 62 Mn YoY), with the entity reporting a loss of INR 49 Mn.
• Middle East Operations: Revenue grew to INR 330 Mn (vs. INR 269 Mn YoY), reflecting steady momentum.
• Machine Tool & Foundry Divisions: Revenues rose to INR 2,510 Mn (vs. INR 2,060 Mn YoY), with segment profits doubling to INR 120 Mn (vs. INR 60 Mn YoY).
• Aerospace Division: Revenues increased to INR 460 Mn (vs. INR 390 Mn YoY), while profits improved significantly to INR 40 Mn (vs. INR 15 Mn YoY). Export sales comprised 90% of segment revenue, with metallic components contributing 80%.

Order Book & Operational Highlights
• The domestic order book remains strong at ~INR 28,000 Mn, of which 50–55% is currently active.
• Export order book stands at ~INR 2,000 Mn, largely backed by LCs, though execution remains challenged.
• The PMD facility is currently operating on a five-day week schedule due to subdued capacity utilization.
• Order inflows continue to remain weak, extending an eight-quarter declining trend.
• Despite stable mill utilization levels, elevated cost pressures are impacting order intake and machinery sales.
• Machinery cost per spindle has increased by 20–25% post-COVID. For context, the cost (excluding land/building) for a 30s combed compact cotton setup up to the ring frame stands at ~INR 19,000/spindle.
• Business mix within TMD is stable: 65% from domestic machines, 26% from domestic spares, and 9% from exports.
• Wholly owned subsidiary, LMW Holding, posted a consolidated loss of INR 130 Mn during the quarter.

IndiaMART InterMESH Ltd – Q1FY26 Concall KTA's
CMP: INR 2,653 | Market Cap: INR 159,289 Mn

Outlook: The Company continues to prioritize long-term investments in AI, digital marketing, platform scalability, and improving customer experience. Expects ARPU growth and churn stabilization to support revenue momentum in FY26, with sustainable EBITDA margins guided at 30-33%. Aims to maintain steady cash flows while focusing on expanding high-value supplier segments and improving buyer-side engagement. With a conservative capital allocation approach and focus on core MSME ecosystem expansion, The Business is set for measured but durable growth into FY26-FY27.

Guidance

- Sustainable EBITDA margins are revised at 30-33%, factoring in continued marketing and tech investments.
- Advertising spend is expected to be maintained at INR 60-100 Mn per quarter, The Q1FY26 spend was INR 60 Mn vs INR 10 Mn in Q4FY25.
- The Company expects measurable churn improvement and ARPU uplift from Q3-Q4FY26 onward.
- While no formal guidance was given on supplier additions, current platform metrics will dictate future sales acceleration.
-

Financial Highlights

- The Revenue from operations grew 12% YoY to INR 3,720 Mn, led by improvements in ARPU and customer stickiness.
- Customer collections stood at INR 4,300 Mn, up 17% YoY; normalized growth excluding billing policy change at Busy Infotech was ~13%.
- The Deferred revenue increased to INR 17,350 Mn.
- EBITDA stood at INR 1,350 Mn, with a 39% margin.
- The Net profit came in at INR 1,540 Mn.

Other Highlights

- Buyer engagement remains high with 29 Mn unique business enquiries, the highest ever. Repeat buyer rate hit 58%, the best since COVID peak and app rating improved to 4.8 on Play Store.
- Supplier churn remained elevated in silver monthly i.e.7% and annual i.e.4% tiers; stable ~1% in gold/platinum. Renewal benefits are expected to show from H2FY26.
- The Cash & treasury balance rose to INR 27,620 Mn in Q1FY26.
- AI deployment in content moderation, lead validation, and chatbots helped save INR 40-50 Mn annually, with a positive impact on buyer experience.
- Inquiry-to-unique inquiry ratio stands at 3.3x, though top quartile categories maintain ~6x, showing selective strength.
- Platform improvements, UI/UX, lead delivery, search and Gen AI adoption are part of a multi-quarter digital enhancement strategy.
- Busy Infotech reported INR 500 Mn in net billing and INR 250 Mn revenue for Q1FY26; deferred revenue stood at INR 1,010 Mn. Growth YoY normalized at ~60% after accounting for partner policy changes. It sold 12,000 licenses in Q1FY26, taking cumulative licenses sold to ~409,000. While margins are currently high due to renewals, they are expected to normalize with greater acquisition investments.
- The Capex remains light, focused on platform development and AI capabilities. Expansion is being done via internal investments, not external infra-heavy capex.
- Ad spends rose to INR 50-60 Mn in Q1FY26 from ~INR 10 Mn earlier. leading indicators like traffic and inquiry conversion improved from 10-12% to 16-17%.

- Customer additions net 1,500 in Q1FY26 took the base to ~218,000, by platinum and gold subscriber stickiness and upsell strength.
- Strategic focus remains on win-backs and ARPU expansion, not aggressive new customer acquisition until churn stabilizes.
- Over 40-50% of product categories now contribute meaningfully to revenue vs. 20-25% five years ago. The Internal KPIs track category graduation, helping increase depth across newer verticals.
- Contribution from top 10% customers has structurally reduced; platinum and gold clients now form 75% of revenue but exceed the top decile in count.
- Losses from associates, Fleetx, Vyapar, Bizom rose because of the stake increases and reclassification. These early-stage businesses are expected to scale profitably over the next 3-5 years; investments align with the digital MSME strategy.
- No immediate plans for large inorganic acquisitions; platform development, AI, and organic initiatives remain top priority.

JSW Steel – Q1FY26 Concall Highlights
CMP: INR 1,034 | Market Cap: INR 253 Bn

Outlook: JSW Steel reported a strong Q1FY26 performance with EBITDA of INR 75,760 Mn and 14% YoY crude steel production growth, supported by improved product mix and rising value-added sales. Management expects Q2FY26 volumes to improve, aided by capacity ramp-up and lower raw material costs, partially offsetting softening steel prices. Strategic capex and raw material security projects remain on track, reinforcing the company's long-term 50 Mn T capacity vision.

Guidance & Strategic Outlook

Q2FY26 Commentary

- Volume Growth expected due to the end of maintenance shutdowns and commissioning of the second converter at JVML.
- Raw Material Costs:
    - Coking coal prices expected to be lower by USD 5/ton QoQ.
    - Iron ore costs may also ease.
    - Steel Pricing: After peaking in May, domestic prices have softened in June–July. HRC prices remain competitive vs. imports; rebar seeing seasonal weakness.
- Margin Tailwinds:
    - Absence of INR 3,430 Mn forex loss (Q1 anomaly).
    - Elimination of INR 2,000 Mn shutdown-related costs.
    - Improved cost efficiencies, lower RM costs.
    - Higher volumes expected to partially offset softer realizations.
- Overseas Business: Steady US performance; Italian ops to benefit from improved order mix.

Capacity Expansion & Projects

- JVML, Vijayanagar
    - Second converter commissioning in Q2FY26.
    - BF3 shutdown for 1.5 Mn T capacity enhancement scheduled for Sept'25.
    - JVML operations expected to deliver INR 1,500/ton profitability uplift vs. existing lines.
- Dolvi Phase 3 (10 to 15 Mn T Capacity)
    - Capex: INR 200,000 Mn including sinter plant.
    - Timeline: Completion by September 2027.

Downstream Projects

- 6 Mn T Cold Rolling Complex (Kalamboli): Targeting appliances, engineering, and renewables.
- 4 Mn T CGL (Vijayanagar): Focused on advanced high-strength steel (up to 1480 MPa) for auto.
- 0.55 Mn T CRNO Electrical Steel (Vijayanagar): INR 46,000 Mn capex; <4-year payback; targets motor/generator demand.

Overseas Operations & Future Expansion

- US Plants: Upgrades on track; minor delay of 2–3 months at Ohio.
- No new USD 1 Bn capex planned beyond ongoing projects.
- Odisha Greenfield: 900 acres acquired; Paradip infra development underway; future steel capacity expansion to be announced.

Financial Highlights (Q1FY26)

- Consolidated Revenue stood at INR 431,470 Mn.
- Operating EBITDA was INR 75,760 Mn, translating to an EBITDA margin of 17.6%.
- Consolidated PAT stood at INR 22,090 Mn.
- Indian Operations EBITDA came in at INR 74,960 Mn with an EBITDA margin of 18.5%.

- Overseas Operations contributed INR 1,870 Mn to EBITDA, recovering from a loss of INR 390 Mn in the previous quarter:
- Texas plate and pipe mill posted EBITDA of USD 19 Mn.
- Ohio operations reported EBITDA of USD 1.3 Mn.
- Italian operations delivered EBITDA of USD 1.33 Mn.
- Capex Spend for the quarter stood at INR 34,000 Mn.

CEAT-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 3,820 | Market Cap INR 154Bn

Outlook: The company expects overall volume growth of ~9% in FY26, supported by strong OEM demand and steady replacement sales, especially in 2W and TBR segments. Passenger car replacement growth is expected to remain in low single digits, while exports are likely to pick up from Q2FY26. Margins are expected to improve from Q2 due to a 1-2% RM cost decline. Capex guidance for FY26 is INR 9000–10,000 Mn, with INR 4500 Mn allocated for the Chennai PCR expansion. Debt is expected to remain at around 2x EBITDA in H2FY26. Camso consolidation from September 2025 will strengthen the OHT business.

Overall volume growth was ~9% YoY, while realization growth was ~2.5%, contributing to 11.5% value growth. OEM segment growth 20%+ YoY growth, driven by new fitment approvals in passenger cars, SUVs, and 2Ws.

Replacement: Market grew in single digits, led by truck & bus radial segment and strong rural demand in 2W. Scooter replacement tyres saw double-digit growth; motorcycle tyres had slightly lower growth but still positive. PV replacement segment grew in low single digits due to muted urban demand.

Export volumes remained flat in Q1, but the company expects a pickup in Q2 due to Europe's seasonal demand.

Farm tyres (OEM) grew in mid-single digits during the quarter.

Continues to gain MS in 2W, scooter, motorcycle, and passenger car tyres in the replacement segment.

Standalone EBITDA margin stood at 11.1% and consolidated EBITDA margin at 10.9%, down 56 bps QoQ. Gross margin at 36.8%, declined 245 bps YoY, mainly due to raw material inflation and international mix. Higher OEM sales contributed to some margin compression due to lower pricing compared to replacement.

Marketing expenses increased due to IPL sponsorships, which will normalize in Q2.

Raw material costs expected to decline by 1-2% QoQ in Q2FY26 due to lower international rubber prices.

60% of natural rubber is imported, where prices fell from USD 1,900 to USD 1,700/ton.

Domestic rubber prices remain high at INR 200/kg, partially offsetting the global benefit.

Crude-linked inputs and rupee appreciation are factored into the RM outlook; overall RM basket softening anticipated.

Consolidated debt reduced to INR 18140 Mn, a reduction of INR 1150 Mn QoQ.

Working capital improved by INR 640 Mn, ending Q1 with negative working capital of INR 940 Mn.

Interest expense for Q1 was INR 800 Mn and about 25% of this relates to security deposits, not just borrowings. Average borrowing cost is around 8%, with incremental borrowing expected to be below this level.

Capex in Q1 was INR 2310 Mn, fully funded through internal accruals. FY26 Capex guidance is INR 9000–10,000 Mn, including INR 4500Mn Chennai plant expansion for PCR tyres.

Camso revenue run rate is approx. USD 150 mn, down from USD 213 mn in CY23.

Historical Camso margins were mid-teens, but currently soft due to tariff issues.

US-Sri Lanka reciprocal tariff is at 30%, down from 44%; further negotiation underway.

CEAT plans to optimize production between India & Sri Lanka depending on tariff dynamics.

Camso consolidation is expected from September 1st, leading to 6–7 months consolidation in FY26.

Camso's maintenance capex is expected at INR 50–100 crore for FY26; upstream investments of INR 1500–2000 Mn over 2 years.

Holds 32% EV OEM market share in PVs and 12% in 2W EVs, aiming to expand further.

The company launched 22+ new OHT SKUs in Q1 and added high-end products like run-flat tyres and 21-inch tyres.

Premiumization is a key focus, targeting high-end SUVs, larger bikes (>150cc), and radial fitments.

Digital transformation continues with AI-driven manufacturing, vendor digitization, and 2x organic web traffic growth.

Brand sentiment improved by 33%, with a 107% increase in user interactions per post YoY.

Shopee (exclusive channel) now accounts for 50% of sales, strengthening distribution reach.

Renewable energy consumption is at 42%, targeting 60% by FY27.

Received EcoVadis Silver Medal, placing in the top 89% globally for sustainability compliance.

INR 2000-2500 Mn of R&D, Digital and IT related, Costs Related Investments for CEAT.

Tata Communications Limited-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 1764 | Market Cap INR 502Bn

Outlook: The company expects core connectivity growth in the low to mid-single digits, particularly driven by the BFSI segment. The digital business is targeted to grow at 25%-30% while maintaining a focus on profitable expansion. Net debt is expected to improve starting from Q3FY26, following the typical seasonal cycle, with Q2 likely to see a temporary increase. By the H2FY26, the company expects to reduce its net debt to EBITDA ratio to 2x. We have a positive view on the stocks.

Revenue growth was impacted by operational challenges in the Southern region and the termination of a contract with Tata Communications Payment Solutions (TCPS). The South Asia business faced significant macroeconomic hurdles, including payment delays and defaults, which led to a temporary suspension of certain activities.

The EBITDA margin for the quarter was 19.1%, compared to 20.3% in Q1FY25, primarily due to softer performance in the core connectivity segment. PAT margin also narrowed to 3.9% in Q1FY26, down from 6.4% in the same period last year.

Net debt increased to USD 1.21 billion, mainly due to higher working capital requirements, seasonality-driven Q1 renewals, extended credit cycles for large accounts, and ongoing investments in AI and cloud infrastructure. Free cash flow was negative at USD 74.5 million for the quarter.

Data services revenue reached USD 612 million in Q1FY26, marking a 9.4% YoY increase, driven by robust double-digit growth in the digital portfolio. NextGen connectivity, cloud, and security fabric solutions each grew by over 25% YoY, although the core connectivity segment posted a 1.4% sequential decline.

The company sustained a strong double-digit order book, with growth momentum across both domestic and international markets. The pipeline remains healthy and diversified across core and digital offerings. Major wins in the quarter included a multi-million-dollar captive Security Operation Centre (SOC) contract and a comprehensive network connectivity deal spanning APAC, Europe, and the Americas.

The company chose not to renew certain low-margin Customer Interaction Suite (CIS) agreements to protect margins. While this decision slightly impacted topline growth, it supported the company's profitability focus.

Waaree Renewable Technologies Ltd Q1FY26 KTAs
CMP: INR 1186 | MCap: 123.65 Bn

WRTL delivered a strong Q1FY26 with revenue growth of 155.2% YoY, with project execution. EBITDA stood at INR 1175.4 Mn, up 186.1% YoY, while PAT came in at INR 863.9 Mn, up 206.8% YoY. The company commissioned 699 MWp and secured ~590 MWp in new orders, backed by a robust 3.15 GWp order book and 25 GWp pipeline. Sector tailwinds remain strong with supportive policies like PM Surya Ghar and rising BESS adoption. The company is actively bidding in BESS with 40 MWh in the order book in hand and exploring green hydrogen via a 1 MW pilot. Management guided stable margins at 14–16%, growing execution capability, and expansion plans into international markets. Overall, Waaree is well-placed to benefit from both core solar EPC scale-up and India's energy transition.

Sector Tailwinds
- Nearly 50% of the country's installed power capacity comes from non-fossil sources, achieved five years ahead of the 2030E target.
- Installed renewable capacity has reached 234 GW, with solar accounting for 116.25 GW (ground-mount: 89.3 GW, rooftop: 18.8 GW).
- Rooftop solar capacity grew 76% YoY, and off-grid/hybrid installations are also gaining momentum.

Government Schemes
- PM Surya Ghar Muft Bijli Yojana worth INR 750 Bn, and the expanded PM-KUSUM scheme are expected to drive solar penetration at the grassroots.
- The Solar Park scheme with 39.95 GW capacity across 13 states continues to support grid-scale solar infrastructure.

Operational Highlights
- Company commissioned 699 MWp of EPC projects during Q1FY26, nearly half of FY25 total execution of 1.5 GW.
- The company order book stood at 3.15 GWp, executable over the next 12 to 15 months, providing healthy visibility for the year.
- Secured new orders of ~590 MWp worth INR 7,200 Mn in Q1FY26.
- Order pipeline remains strong at ~25 GWp, reflecting continued demand from government, utility, and commercial & industrial clients.

Cost/MW
- BoS-only projects are typically executed in the range of INR 11–12.5 Mn/MW.
- Turnkey EPC including BESS can range between INR 45–65 Mn/MW, depending on the battery configuration and technicality.

Guidance
- Company maintains a EBITDA margin range of 14–16%. Management expects to expand margins gradually through tighter execution.
- Company scaled up its capability to execute large scale projects upto to 2GW at a single site.
- Management does not foresee any slowdown in the bidding environment. International markets, especially the MEA, are being explored for EPC expansion opportunities.

BESS
- Currently has 40 MWh of BESS projects in its order book and is actively bidding for additional contracts as government tendering in this segment has gained momentum.
- Over the past 18 months, BESS costs have declined from $250–300/kWh to around $220/kWh (~INR 18–20 Mn/MWh). Management believes prices will continue to rationalize with scale.

Green Hydrogen
- Company also initiated work in green hydrogen with 1 MW pilot project, still at a nascent stage.

Hindustan Zinc Ltd Q1FY26 Concall KTAs
CMP: INR 436 | MCap: 1840.13 Bn

Hindustan Zinc delivered a stable performance in Q1FY26, impacted by lower zinc prices, partially offset by higher mined metal and silver output. Mined metal rose 2% YoY to 270 kt, and silver production grew 5% YoY to 167 MT, which helped partly offset the 4% drop in revenue. The company reduced its zinc production cost to $1,224/ton and expects further improvement in the H2FY26E. Mine development and smelter upgrades are progressing well, which should support higher volumes ahead. Green power met 68% of energy needs in Q1, and the company remains focused on increasing value-added products, automation, and sustainability. Management reiterated its FY26 guidance, backed by ore access, cost discipline, and gradual recovery in zinc fundamentals.

Operational Highlights
- Revenue was impacted down by 4% YoY, due to softer zinc prices and lower premiums. Partially offset by higher silver prices.
- EBITDA margin stood at ~47%, impacted by lower LME prices and one-time royalty adjustments.
- Mined metal production stood at 270 kt, up 2% YoY and 4% QoQ, driven by higher ore production across key mines (Rampura Agucha, Zawar).
- Refined metal production reached 255 kt, up 1% YoY, aligned with increased ore throughput and improved smelter efficiencies.
- Silver production rose 5% YoY to 167 MT, supported by higher grades and improved metal recovery.
- Integrated zinc production was 192 kt, down 1% YoY but marginally up QoQ.
- HZL maintained its zinc market share at ~77% domestically, while silver volumes and exports continued to support realisations.

Segmental Updates
- Debottlenecking projects at existing smelters are progressing on schedule to improve throughput and recovery rates in H2FY26.
- Rampura Agucha remained the largest contributor to mined metal, followed by Sindesar Khurd and Zawar.
- Zinc International operations in South Africa and Namibia remained stable, contributing marginally to volume.

COP & Realisations
- Cost of Production for zinc was $1,224/ton, down 4% QoQ and 3% YoY, driven by better mined metal grades, higher volumes and lower input commodity prices.
- Management maintains its FY25 guidance of $1,125–1,175/ton, with further cost rationalisation expected in H2.
- Silver realisations remained relatively strong and continued to support overall margins.

Development
- Mine development continued at a strong pace, with 11.1 km achieved in Q1FY25 at +4% YoY. Production growth is expected to follow in H2 as newer areas ramp up.
- VAP constituted ~22% of total sales; the company is trying to push this beyond 25% over the medium term, supported by stronger customer linkages and process optimisation.
- The company is looking to integrate AI/ML to enhance automation in plants, adding digital models to increase safety.

Power Consumption
- Currently 68% of power needs met via green power in Q1FY25, targeting 100% by FY30E. Scope 1 & 2 emission intensity down 7% YoY.

Guidance
- Management maintained confidence in delivering guided volumes in H2FY2supported by stronger mine development and improved ore access.

RBL Bank Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 263| Market Cap INR 160,300 Mn|View: Positive

Outlook: The company is focused on driving profitable growth through a secured and granular asset mix, with secured retail and commercial banking expected to remain key growth drivers. The bank aims to deliver mid-teen credit growth in FY26, while maintaining strong asset quality supported by prudent provisioning and ~50% CGFMU coverage on the JLG book. Margins, which have bottomed out, are expected to improve by 30–40 bps by Q4FY26 driven by lower deposit costs and normalization in loan yields. Management remains confident of achieving 1% RoA exit by FY26-end, with steady improvement in fee income, cost rationalization, and margin recovery. Capital position remains robust (CET1: ~14%), supporting future growth without dilution risk. Operating efficiency and disciplined execution around the 4Cs cost of deposit, cost of operations, cross-sell, and cost of credit will be the key levers going forward.

Guidance: For FY26, the company has guided for overall loan growth of 14–15% YoY, led by 20–25% growth in secured retail, mid-teens in wholesale, and high single-digit to low-teens in unsecured segments (cards and JLG). NIMs are expected to recover from Q3, with an exit NIM of ~4.8% by Q4FY26. The bank aims to achieve an exit RoA of ~1% by Q4FY26, supported by improved operating leverage and credit quality. Credit costs are expected to be maintained below 2% for the year, with card credit costs normalizing to 6.5–7.5% in H2. Opex growth is estimated at ≤12% YoY, in line with loan growth, while the cost of deposits is expected to decline by 20–25 bps in Q2FY26. Slippages, particularly in the JLG book, are expected to trend lower from Q2 onwards. LCR is anticipated to moderate from 152% to 130–135% over the next few quarters. PPOP is likely to improve in H2 as margins rebound and expenses stabilize. The bank does not foresee any need for capital infusion, with CET1 and CAR expected to remain stable, while 1% provisioning buffer and CGFMU coverage (~50%) will be maintained on new MFI disbursements.

Strategy remains centered around strengthening granular balance sheet growth both assets and liabilities.

Continue scaling secured retail and commercial banking, while deliberately moderating growth in unsecured segments.

Commercial Banking and secured retail remain the two key focus areas.

The bank emphasizes profitability over growth, with a balanced risk-reward approach in asset origination.
Overall loan growth of 14–15% expected in FY26.

Segment-wise focus: Secured Retail: 20–25% growth, Wholesale in Mid-teens, Unsecured Retail (Cards & JLG) in High single-digit to low-teens. Total deposit growth stood at 11% YoY granular deposit growth at 16% YoY. CASA ratio at 32.5%, expected to improve steadily with a focus on granular liabilities.

Granular retail deposits (INR<3 Cr) now form 51.4% of total deposits, up 2% YoY.

LCR at 152% which will normalize to 130–135% over the coming quarters.

Credit-to-deposit ratio expected to stay in the 83–87% range.

NIM declined to 4.5% (from 4.89% QoQ), impacted by: Repricing of EBLR-linked loans (~50 bps sequential yield drop). Lower share of unsecured high-yield portfolios.

Margins are expected to bottom in Q1 and recovery expected from Q3 onward.

Deposit cost expected to fall 20–25 bps in Q2 due to SA and TD repricing.

Loan yields to stabilize post Q2 unless further repo cuts occur.

Lower risk balance sheet mix (more secured retail) will structurally reduce volatility but also moderate yields

Q1 RoA at 0.56%, impacted by margin and opex pressures. Exit RoA for FY26 expected at 1%.

PPOP subdued due to lower NIM and expected to rebound in H2.

ROE to improve with better profitability, stable credit costs, and cost leverage.

Net slippages of INR 780 Cr in Q1 (Cards: INR 494 Cr, JLG: INR 286 Cr).

Credit cost at ~50bps; stress largely from previously flagged SMA pool.

Further decline in JLG slippages expected from Q2 as SMA runoff normalizes.

1% contingent provision reinstated on JLG to be maintained.

No incremental provisioning required on cards due to existing 100% at 120 DPD policy.

50% of JLG book now insured under CGFMU, reducing future loss risk.

1.5 lakh inactive cards (INR 938 Cr) sold to ARC vintage book cleaned up.

Early delinquencies in cards improving due to past underwriting changes.

Card credit cost to normalize to 6.5–7.5% in H2.

In-house collections platform now live; cost benefits expected from Q3.

Better quality customer onboarding to drive card spend/revolver growth from Q3 onward.

Opex rose 12% YoY in Q1, driven by card-related costs and digital investments.

Cost-to-income ratio elevated at 72.4%; expected to decline from Q3 onward.

Full-year opex growth expected to be ≤12%, in line with loan growth.

Digital investments (unified banking app, Suvidha for JLG) rolled out.

RFL subsidiary driving low-cost housing and micro-loans through BC channels.

Branch-led expansion will continue, with enhanced cross-sell and cost efficiency.

MFI collection efficiency (ex-bucket) stood at 98.4%.

Restructured advances negligible at 21bps.

CET-1 strong at 14.05%, overall CAR at 15.59%.

Capital position supports growth no capital raise needed in near term.

Disbursement yields being preserved in secured retail through internal sourcing and SME segment focus.

Union Bank of India Q1FY26 Concall KTAs
CMP: INR 146 | M.Cap: INR 1,118 Bn

Union Bank of India posted a stable Q1FY26 performance despite some near-term pressures. NIMs softened by 11 bps to 2.76% due to the impact of EBLR-linked changes, and the absence of PSLC income led to a dip in operating profit. On the business front, the bank continued to see healthy growth in its focus areas, retail and MSME loans grew 26% and 18% YoY, respectively, while corporate lending remained cautious amid tight pricing. Deposit growth was moderated by a cautious reduction in bulk deposits, but the share of CASA and retail term deposits stayed strong at 74%. Digital adoption remained high at 94% of transactions, and the bank added significant new branches and over 1,500+ RMs to strengthen its reach. While NIM may see a bit more pressure in Q2 with 10-12 bps reduction, management expects it to stabilise in the H2FY26E, with double-digit growth in RAM segments likely to continue.

Financial and Operational
- NII stood at INR 91.13 Bn (-4.2% QoQ, -3.2% YoY), NIM reduced by 11 bps QoQ to 2.76%, primarily due to EBLR change.
- Net profit INR 41.16 Bn (-17.4% QoQ, 11.87% YoY), supported by lower provisioning and stable operating performance.
- Operating profit degrew (-11.25% QoQ, -10.27% YoY) to INR 69.09 Bn, cost-to-income ratio was 49.19%, owing to subdued NII and absence of PSLC fee.
- Treasury Income at INR 14.18 Bn, adjusted for one-offs in the previous quarter, showed sequential improvement.

Loan Growth & Portfolio Mix
- Overall gross advances grew 6.8% YoY, with RAM segments up 10.3%, led by a strong retail and MSME push.
- Retail loans grew 26% YoY, led by gold loans. MSME loans rose 18% YoY, despite slight asset quality slippages in the segment.
- Corporate loan growth remained muted due to a cautious pricing strategy amid intense rate competition.
- Total deposit growth remained soft down by ~7% QoQ, due to cautious reduction in bulk deposits.
- CASA + retail TDs continued to form ~74% of total deposits.

Digitalization
- Digital continues to scale well, with ~94% of customer transactions now onboarded on digital platforms. The bank is simultaneously expanding its physical footprint, with 193 new branches opened in Q1.
- Company increased its budget on digital spend at INR 15 Bn, to continue push via online digital onboarding and added 1500+ RMs mapped to high value clients.

Other Highlights
- SMA-2 book increased from INR 12 Bn to INR 26 Bn, largely influenced by delayed repayments; management remains confident of resolution.

Guidance
- For NIM, company expected to decline by 20–25 bps in FY26. Q2 could see ~10–15 bps further dip, post which a recovery is anticipated from H2FY26E.
- RAM portfolio is expected to grow at a double-digit growth rate, with more rural as well as digital penetration.

South Indian Bank Ltd Q1FY26 Concall KTAs
CMP: INR 29 | Market cap: INR 78.21 Bn

OUTLOOK

South Indian Bank reported a modest operational performance in Q1 FY26, with net interest income declining due to margin compression, while overall revenue was largely supported by treasury gains. Operating profitability improved on the back of well-managed cost controls; however, elevated provisioning levels capped bottom-line growth. Asset quality saw sequential improvement, while business growth remained moderate and trailed industry trends. Management remains optimistic on a pickup in loan growth trajectory going forward.

Guidance

- Management expects NIM to have some pressure in near term and then see normalization.
- Overall loan growth is expected to be above 12% mark for FY26.
- MSME loan portfolio to see improving growth trajectory as per the management.
- Deposit growth to be largely in-line with deposits growth.
- There could be some increase in Opex mainly to add capacity and push business growth.
- The bank expects its return on assets to be around 1% in FY26, with a target of reaching ~1.5% over the next three years.

Highlights

- Net Interest Income witnessed a decline in Q1 FY26 as net interest margins (NIMs) came under pressure.
- NIM contracted by 23 bps YoY and 18 bps QoQ to 3.03%, impacted by a steeper decline in yield on funds (due to rate cuts) vis-à-vis the fall in cost of funds.
- Non-interest income grew 47.5% YoY / 8.7% QoQ, aided by a sharp increase in treasury gains to INR 2.41 bn (vs INR 0.60 bn YoY), while core fee income remained flattish YoY.
- Operating expenses remained well-contained, especially non-employee-related costs, resulting in a 678 bps YoY improvement in cost-to-income ratio to 53.8%.
- Provisions rose 112% YoY / 6.7% QoQ, as the bank continued to make additional provisions to strengthen its balance sheet and improve its provision coverage ratio (PCR).
- Asset quality improved, with GNPA/NNPA declining by 5 bps / 24 bps QoQ to 3.15% / 0.68%, respectively.
- Fresh slippages stood at INR 1.82 bn during the quarter.
- Retail segment contributed ~50% of slippages, led by credit cards and personal loans.
- Segment-wise fresh NPAs in Q1 FY26: Agri loans: INR 0.26 bn, Business loans: INR 0.37 bn, Corporate loans: INR 0.23 bn
- Advances grew 8.7% YoY / 1.6% QoQ to INR 870.95 bn in Q1 FY26.
- Retail loan book grew 26% YoY to INR 242.22 bn, supported by strong traction in: Home loans: +66% YoY, Auto loans: +27% YoY, Mortgage book declined 3% YoY.

Yes Bank – Q1FY26 Concall Highlights
CMP: INR 20 | Market cap: INR 633 Bn

Outlook
Company is focusing on profitable growth through disciplined execution, leveraging AI and generative AI to enhance risk management and operational efficiency. The bank aims to maintain stable margins by FY26 end supported by a strategic shift toward customer service and reduced reliance on low-yield segments.

Financial Performance
• Net Profit in Q1 is INR 8,000 Mn up 59.4% YoY.
• Core Income: Grew by 3% YoY with retail banking contributing 56.4% to core fee income.
• Cost-to-Income Ratio: Improved to 67.1% from 74.3% in Q1 FY25. Excluding PSLC expenses, operating expenses rose 5.7% YoY and 1.3% sequentially.

Guidance
• Exploring AI and generative AI for risk management and operational efficiency with plans to include related KPIs in future presentations.
• No immediate plans to raise more capital or issue dividends, as the current capital level is sufficient.

NIM and Rate Cuts
• NIM Pressure: Recent repo rate cuts are putting pressure on NIMs due to loan repricing. About 60% of the bank's loans are linked to the repo rate impacting yields.
• Strategic Actions: The bank cut savings account rates in April 2025 to protect NIMs and shifted focus from aggressive customer acquisition to better customer service.
• Mitigation: Higher-yielding retail loans and reduced borrowings help offset NIM compression. The bank aims to maintain stable margins by the end of FY26.

Asset Quality
• Gross NPA is stable at 1.6% same as Q4 FY25 and down from 1.7% in Q1 FY25.
• Net NPA is stable at 0.3% same as Q4 FY25 and down from 0.5% in Q1 FY25.
• Provision Coverage Ratio: Improved to 80.2% from 79.7% in Q4 FY25 and 67.6% in Q1 FY25.
• Slippages: INR 14,080 Mn up from INR 12,230 Mn in Q4 FY25 mainly from microfinance, small enterprise banking, and mortgage segments. Unsecured segments like personal loans and credit cards improved.
• Recoveries and Upgrades are INR 11,700 Mn in Q1 FY26.
• Advances grew by 5% YOY. Commercial banking up 19%, corporate banking up 3%, retail banking flat, but micro-enterprise banking within retail up 11.2% YoY.
• Deposits are INR 2.75 lakh crores up by 4% YoY. Retail and branch-led deposits grew 20% YoY to INR 1.69 lakh crores. CASA ratio rose to 38.2%, up 200 basis points YoY.

Shareholding Sale Deal
• Involves a 20% shareholding sale from SBI and other banks as a secondary transaction and RBI approval application submitted by May 2025 and is expected by September 2025.

Security Receipts
• Recovered INR 3,380 Mn in Q1 FY26 reducing book value to zero. Expected recoveries for FY26 is around INR 12,000 Mn.

RIDF Deposits
• Reduced by 16% around 70,000 Mn YoY aligning with an expected repayment of INR 80,000–90,000 Mn in FY26.

Angel One Ltd Q1FY26 Concall KTAs

Outlook - The company remains confident about India's underpenetrated financial services market, especially in Tier 2 and 3 cities. It aims to maintain its strong market position which is 16.3% DMAT account and 21.7% in incremental additions. Also expects margins to normalize by Q4FY26. The company aims to achieve OPM of 40–45% by Q4, supported by strong revenue growth and tight cost control while achieving 7–8% sequential revenue growth per quarter, assuming market activity sustains or improves.

Financial Performance

Gross revenues grew by 8.1% QoQ to INR 11.4 Bn, and net revenues increased by 7.3% QoQ to INR 8.9 Bn. Total broking income increased by 9.1% QoQ to INR 6.9 Bn, while net broking income rose by 7.3% QoQ to INR 5.3 Bn.

The company executed 343 Mn orders during the quarter. The client funding book reached an all-time high of INR 48 Bn, supported by incremental borrowings of INR 1.9 Bn.

Adjusted EBITDA margin stood at 34.3%, while reported operating margin was 21.8%, lower due to IPL sponsorship costs.

Market Share

The total Demat account market share stood at 16.3%, and incremental client acquisition market share was 21.7%. The company added 1.5 Mn clients in Q1FY26, with 88% from Tier 2 and below. It retained its active client share at 15.3% and retail equity turnover share at 19.7%.

AI-driven initiatives include multilingual AI podcasts, Technofunda and options advisory reports, and smarter partner dashboards.

Segment Highlights

Credit disbursements worth INR 2.3 Bn in Q1FY26, with cumulative disbursements of INR 3 Bn within a year of launch.

Mutual fund clients increased to 3 Mn as of June 2025. Added 1.9 Mn new SIPs in Q1 FY26, driven by AI-led explainers, nudges, and simplified journeys. The company is the second-largest contributor to new SIP registrations in India.

Insurance is growing steadily, primarily via sub-broker channels. Technology is being layered into insurance journeys to solve traditional frictions.

AMC’s AUM reached INR 3.4 Bn as of June 2025. Distribution is omni-channel, including digital captive base and direct channels. New product launches are planned, including commodity-based ETFs.

Other Highlights

The effective tax rate for the quarter was 30%, higher due to loss-making subsidiaries and non-deductible CSR expenses.

Talent retention and expansion were supported by LTI stock grants, with FY26 grant costs expected at INR 2.1 Bn.

The organic acquisition channel has been the fastest growing in the last 8–12 months.

In the F&O segment, the company expects gradual improvement in market share, driven by new customer acquisition and increased participation in expanding markets.

The company believes its overall equity market share is between 16% and 22%, indicating room for incremental gains.

The company does not expect significant impact from RBI rate cuts on its margin funding business, as it is not directly linked to RBI's benchmark rates. However, some margin expansion is possible as borrowing rates ease gradually due to MCLR linkage.

The retail investor base has grown rapidly, with direct retail holding in markets increasing from INR 16.7 Tn to INR 17.8 Tn recently.

The management clarified that the decline in promoter holding is due to ESOPs and QIP-related dilution, not due to promoter exits.

For ESOPs, the total cost is budgeted at INR 2.1 Bn for the year, with INR 450 Mn already expensed in Q1 and ~INR 550 Mn expected across the remaining 3 quarters.

LTIMindtree Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 5,194| Market Cap INR 1539 Bn

Outlook: The company guides steady growth in FY26, backed by a strong large deal pipeline and $1.63Bn deal wins in Q1. Margins stable at 14.3% (+60bps QoQ) with structural cost control and operational efficiencies. 1,600+ freshers onboarded;net headcount down ~400 QoQ, supporting pyramid efficiency. AI-led opportunities remain strong, esp. in Media & Comm, while BFSI remains cautious on discretionary spend. Healthcare vertical recovering with $5–15Mn deals; Manufacturing ramp-up underway. Sales transformation and cross-sell driving account mining; wage hikes deferred to manage margins. Tech team fully engaged; more large deals expected in H2 to drive revenue growth. We have positive long term view on the stock.

The large deal pipeline remains strong, with multiple transactions in the $50–100 Mn+ range under active discussion.

Deal win momentum continues with $1.63 Bn in Q1 deal wins, in line with prior quarters and showing steady order intake.

The large deals team is seeing better traction, contributing to an increasing share of strategic, multi-year contracts.

Revenue from large deals is expected to phase gradually over the next 4–6 quarters, supporting mid-term growth visibility.

Margins remain stable; EBIT margin stood at 14.3%, up 60 bps QoQ, supported by cost controls and operational efficiencies. Wage hikes have been deferred for Q2 to balance cost pressures and manage profitability in the near term.

Over 1,600 freshers were onboarded in Q1 to build future talent capacity and manage pyramid optimization. More freshers are planned for Q2 to support deal ramp-ups and maintain pyramid structure efficiency.

Despite onboarding freshers, net headcount declined by ~400 QoQ, reflecting productivity improvements and selective hiring.

Sales transformation initiatives are beginning to yield results, improving win rates and driving deeper client mining.

The Aramco Digital JV is operational, expected to unlock significant Middle East opportunities in FY26 and beyond.

Management maintains a positive growth outlook, targeting mid-to-high single-digit growth for FY26 amid cautious macros. The 'Fit for Future' program continues, focused on automation, AI, and cost optimization to drive structural gains.

Structural levers are expected to deliver a 100 bps margin improvement over the medium term.Higher visa and travel costs are being offset through cost takeouts in other areas, ensuring margin protection.

Utilization is targeted to normalize at 85–86%, supporting delivery efficiency and fresher deployment. Peak utilization levels have been reached in certain verticals, leading to selective hiring and fresher deployment.

AI-led services are expected to be a key growth driver in Media & Communications, with early client adoption underway.

BFSI remains cautious in tech spending, focusing on essential transformation deals; large discretionary spends are deferred.

The company is driving growth through account-specific strategies, emphasizing mining existing clients and cross-sell opportunities.

Healthcare vertical is showing signs of recovery with deal wins in the $5–15 Mn range and pipeline expansion.

Completion of large public sector projects impacted Q1 growth but frees up capacity for new engagements.

The Manufacturing vertical is ramping up with new deals in Europe and Asia; revenue growth expected from Q2 onwards.Manufacturing margins remain stable due to increased automation and better onsite-offshore mix.

Insurance presents a strong AI adoption opportunity, especially in claims and policy servicing areas.

Fewer large deals were closed in Insurance compared to BFSI, but smaller AI-led deals are being actively pursued.

Cross-selling and upselling are contributing meaningfully to revenue growth, particularly in BFSI and Consumer segments.

Out of 10 service lines, 6–8 service lines reported growth, led by cloud, data engineering, and cybersecurity services.

Service line growth is aligned with industry trends in AI-led transformation, modernization, and vendor consolidation.

Large deals and vendor consolidation opportunities are contributing to a stronger pipeline across sectors.

Fresh discretionary tech spending remains slow but shows early signs of improvement, expected to pick up in H2FY26.

Talent supply is fully engaged across projects, with no significant bench, ensuring operational efficiency.

Deal booking for Q1 was higher YoY, reflecting improved win rates and consistent client engagement. Deal wins of $1.63 Bn in Q1 were similar to the last few quarters, indicating steady deal closure momentum. Deal size is expected to improve in H2FY26 as larger pipeline deals convert into wins.

Vertical-specific productivity programs have contributed to margin stability and delivery efficiency.QoQ vertical growth was achieved in Consumer (+6.2% QoQ), Healthcare (+4.8% QoQ), and Manufacturing (+0.3% QoQ).More deals are expected across verticals in the coming quarters, particularly in BFSI, Energy, and Consumer sectors.

The technology team is fully engaged with high utilization, focusing on AI, automation, and cloud delivery. Technology vertical reported good growth, supported by demand for digital modernization and platform engineering.

Aramco Digital JV will be margin dilutive in the near term due to setup costs but is expected to turn accretive over FY26–27 as revenue scales up and operating leverage improves.

HDFC Asset Management Company Ltd – Q1FY26 Concall KTA's
CMP: INR 5,510 | Market Cap: INR 1,178,695 Mn

Outlook: The Company plans to continue scaling its platform across mutual funds, portfolio management, and alternative strategies. It aims to deepen investor engagement by expanding SIPs, enhancing its product bouquet, and sustaining leadership in active and passive categories. New launches, improving STP trends, and expanding alternative offerings including SIF and credit funds are central to its long-term strategy. Reiterated its commitment to steady AUM growth, backed by talent investment and customer-centric innovation, while remaining optimistic on debt inflows amid favourable macro conditions through FY26 and beyond.

Guidance

- The Company remains positive on sustained inflows in both SIPs and debt categories, by RBI-led liquidity and interest rate measures.
- Alternatives platform is expected to scale further, with ongoing fundraising in credit funds and strong PMS momentum.
- Systematic inflows will remain a key growth lever, with 86 Mn SIP accounts and a strong investor onboarding trend.
- Passive product bouquet will continue to expand, with ambitions to build category leadership across all SEBI-allowed fund classifications.

Financial Highlights

- The Revenue from operations increased 25% YoY to INR 9,678 Mn, because of strong AUM growth across segments.
- Operating profit rose 30% YoY, with stable profitability maintained at 36 bps of AUM.
- The PAT for Q1FY26 came in at INR 7,480 Mn, up 24% YoY.
- Total quarterly expenses stood at INR 2,144 Mn; the sequential rise was largely because of CSR timing effects.

Other Highlights

- The SIP contributions reached INR 272,690 Mn in June 2025, up from INR 212,620 Mn YoY; SIP accounts rose to 86 Mn in Q1FY26 vs. 67 Mn in Q1FY25.
- Yield trends remained stable: equity at 58-59 bps, debt at 27-28 bps, and liquid funds at 12-13 bps; blended yield held at ~46 bps.
- Total systematic transactions i.e. SIPs + STPs crossed INR 40,100 Mn, and 0.5 Mn new investors were added during Q1FY26.
- The company received SEBI approval to launch a Specialised Investment Fund i.e. SIF, diversifying into alternatives; offerings will be backed by internal talent and strategic hires. Emphasised long-term platform development across active/passive mutual funds, PMS, and alternatives; talent investment and product quality remain key differentiators.
- Out of the INR 82,000 Mn in balance sheet investments, the majority was allocated to debt mutual funds, with only 10% in equity and 7.5% in arbitrage funds.
- The distribution share declined in % terms, faster traction in direct and fintech channels; this reflects healthy channel diversification, not share loss.
- ESOP and PSU schemes were revised with a new 4-year vesting structure i.e. 10-20-30-40%; ~10 lakh ESOPs and ~2.28 lakh PSUs granted in June 2025.
- The estimated non-cash charge of INR 2,050-2,100 Mn over 5 years and FY26 impact of INR 560 Mn i.e ~0.8 bps of AUM.
- Passive AUM continued growing, with early-mover advantage, a full product suite across index, ETF, smart beta, and strong distributor integration.

Newgen Software Technologies Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 1026| Market Cap INR 145,070 Mn

Outlook: The company maintains its long-term growth aspiration of 18–20%, though near-term outlook remains cautious due to deal conversion delays. Large deal closures are expected to improve in H2FY26, while Q2FY26 may remain muted. SaaS, ATS, and AMC revenue grew 19% YoY to INR 121 cr, and this momentum is expected to continue. The company added 12 new logos in Q1, with smaller deal sizes and a $2.5 mn EMEA banking deal and $1.6 mn Saudi finance deal. AI-led solutions now contribute to 70–80% of client conversations, driving long-term differentiation.

Revenue for Q1FY26 stood at INR 321 crore, reflecting a seasonally weak quarter. SaaS, ATS, and AMC revenue grew 19% YoY, reaching INR 121 cr. PAT was INR 50 cr, net margins stood at 15.5%.

R&D investment accounted for 9% of revenue, showing a continued focus on innovation.

Sales & marketing spend was 26% of revenue, indicating aggressive go-to-market investments.

Net trade receivables were INR 504 cr, leading to a DSO of 123 days.

Deal: 12 new logos were added in the quarter, but with smaller average deal sizes. $2.5 mn deal with a bank in EMEA for workflow and content management. $1.6 mn contract with a Saudi finance company for end-to-end financing systems.

Insurance & healthcare client in the Philippines for health claims automation. A small finance bank in India for loan origination system.
Tactical/smaller deals in the INR 4–9 cr range are closing, while larger deals (INR 20–50 cr) face delays.

Geographical: India and Middle East remain the main markets for large deals. Middle East operations were impacted by Saudi visa restrictions, limiting business travel. US market is stable but no significant growth; funnel remains active, especially in insurance and banking. APAC and Enterprise verticals are emerging focus areas under "Others" category.

Segment: BFSI contributes ~60–65% of revenue, making its slowdown impactful. Insurance and Enterprise segments are focus areas for increasing deal velocity. Public sector DLP programs in India are saturating, reducing large pipeline opportunities. Healthcare and Trade Finance pipelines are growing but still maturing.

Newgen received a patent for data compression, improving storage and data handling efficiency. Significant investments are being made in AI, machine learning, and Generative AI. AI-led use cases are now central to 70–80% of customer conversations.

AI integration (Lumen, Harper, Marvin agents) enhances workflow automation and document processing.

Global uncertainty is impacting decision cycles, even in relatively stable regions like India and the Middle East.

Clients prefer single journey solutions over large digital transformation programs currently.

No major customer losses in the top 20 accounts and minor churn in smaller channel partner customers is routine.

Competition is rising from global ECM/BPM players, local niche providers, and AI-led startups, but no material market share loss reported.

Clean Science and Technology Ltd- Q1 FY26 Concall Highlights
CMP: INR 1,442 | Market Cap: INR 154.03 Bn

Outlook

Company anticipates a positive outlook for FY26 driven by the commercialization of advanced products, performance chemicals 1 and 2 and the stabilization of the DHGT plant, expanding the addressable market by over $1.7 bn. Despite global demand softness, particularly in China and Europe, they expect revenue acceleration and sustained profitability through improved product mix and operational efficiencies. EBITDA growth is projected at 15-18% with clearer guidance expected by Q2 end.

Financial Highlights

- Revenue stood at INR 2,400 Mn reflecting 8% YoY growth and (6%) decline on QoQ basis.
- EBITDA stood at INR 1,000 Mn reflecting 5% YoY growth and (8%) decline on QoQ basis.
- EBITDA Margin for the quarter is 41.7%.
- PAT stood at INR 700 Mn reflecting 6% YoY growth and (5%) decline on QoQ basis.

Guidance

- Initial guidance of 18-20% EBITDA growth for FY26 moderated to 15-18% due to softer demand.
- Clarity expected by Q2 end depending on contributions from DHGT, performance chemical 1, and higher-grade health products.

Capex

- Investment: INR 800 Mn invested in subsidiary Clean Phenochem Ltd during Q1 with an additional INR 1,200 Mn planned.
- Performance Chemical 1: Construction on track with water trials to start within 4 weeks and commercial production expected by September 2025.
- Performance Chemical 2: Capex is underway and expected to commercialize by Q4 FY26.
- DHDT (Pharma Intermediate): Plant commercialized with production stabilized and samples sent to customers for validation.
- Barburic Acid: Existing PBQ facility being converted and which is expected to commercialize by August 2025.

Revenue Contribution by Segment

- Performance Chemicals contributed 74% to the revenue.
- Pharma and Agro-Intermediates contributed 16% and FMCG contributed 10% to the revenue.

Market Expansion

- New product launches (performance chemical 1, performance chemical 2) expected to expand the addressable market by over $1.7 bn in the next 3 quarters and these launches provide visibility for revenue growth.

HALs Updates

- Plans to commercialize advanced-grade health products priced between $11 and $35 per kg over the next two quarters.
- These new products are expected to positively impact markets and boost revenue.
- HALs sales are INR 240 Mn and 580 tons in volume.
- On track to meet FY26 target of INR 2,100 Mn in HALs sales supported by new higher-priced products.

Other Highlights

- Promoter group plans to reduce stake from 75% to above 50% upto 24% reduction for estate planning purposes.
- Demand in China and Europe remains weak while India and US are relatively stable.

Indian Hotels Company Ltd – Q1FY26 Concall KTAs
CMP: INR 754 | Market Cap: INR 1073 Bn

The company expects strong FY26 growth with double-digit hotel revenue, 30+ new openings, robust demand, and margin sustainability.

Key Highlights

- Consolidated revenue grew by 32% YoY to INR 2,120 Cr, with EBITDA growing 29% YoY to INR 637 Cr, yielding an EBITDA margin of 30.3%. The bottom line increased by 19% to INR 296 Cr .
- Consolidated domestic hotels saw RevPAR grow by a strong 11% on a like-for-like basis, while owned international hotels grew by 13%.
- Operating efficiencies sustained hotel segment margins at 31.4%, despite revenue impact and an additional impact from changing the payroll increment cycle.
- Two important assets are undergoing complete refurbishment, the Taj Palace in Delhi (150 rooms) and Fort Aguada in Goa (40 rooms in the main block). These rooms have been taken out of order and are adjusted in RevPAR calculations, as they have been unavailable for more than six months.
- Key business cities continued to benefit from limited supply growth. Furthermore, new supply is primarily coming in Tier 2 and Tier 3 cities or new markets, rather than the top 10 business cities, which helps to contain pressure on Average Room Rates.
- There's a noticeable rise in spiritual tourism in India, with IHCL's properties in Banaras (which is doubling in size), Tirupati, and Puri showing resilient performance.
- The increase in license fees in Q1 FY26 was attributed to organic growth on the Ginger side and a one-off payment of INR 2-2.5 Cr related to past litigation.
- The company expects to invest INR 1,200 Cr in FY25-26 for assets under construction, renovations, expansions, and significant digital initiatives (like SAP and a new ERP system).
- Long-term Capex is projected to be in the range of INR 1,000 to INR 1,500 Cr over the next 2-3 years.

Outlook & Guidance for FY26

- The overall outlook for Q2 remains robust, with strong performance expected in August and September.
- The company is confident of achieving double-digit revenue growth for the hotel segment for the full year.
- The company is on track to achieve its committed target of opening 30+ new hotels, with this momentum expected to accelerate significantly from September.
- Three hotels on IHCL's balance sheet are scheduled to open this year, including the Taj Grand Hotel Hesisha Hoff in Frankfurt (expected to open by the end of January).
- New businesses are expected to continue strong non-like-for-like growth over the coming years.
- The company is also confident about delivering 20% topline growth in the airline catering business for the year.

Strategic Growth & Portfolio Expansion

- IHCL demonstrated industry-leading growth with 12 hotels signed and six hotels opened in Q1 FY26, including three luxury wildlife lodges in Kruger National Park, South Africa.
- The company is nearing the milestone of 400+ hotels portfolio (249 operational, 143+ in pipeline) and is confident of achieving this milestone in the current month. The guidance under Accelerate 2030 is to have a 700-hotel portfolio by 2030.
- The capital-light strategy contributed to a 17% growth in management fees, from INR 114 Cr last year to INR 133 Cr in Q1FY26.

- New businesses vertical (Ginger, Cumin, Ama Stays & Trails, and Tree of Life) showcased strong growth of 27% YoY, Ginger grew 25% YoY, driven by the flagship Ginger Mumbai Airport and F&B revenue growth. Cumin has grown to 93 outlets, Ama Stays & Trails to 309 bungalows (138 in operation), and Tree of Life to 20+ resorts (18 in operation).
- A significant development was the acquisition of an under-construction hotel near Kolkata airport by the Tata Group, which IHCL will operate as a revenue-based lease under the Ginger brand. This marks the beginning of a potential asset platform within the Tata Group, providing a new source of capital for IHCL and strengthening Ginger's presence at key airports.
- IHCL is becoming a preferred choice for owners seeking rebranding, with five of the six new openings being conversions from other brands. The company sees an opportunity to accelerate this trend, especially in the boutique and mid-market segments, as the mid-market is India's fastest-growing segment.
- The Tata Neu partnership has significantly boosted loyalty membership, which crossed 11 mn by the end of July, up from 1-2.2 mn before the partnership. This has translated into a 46% growth in app revenue to INR 75 Cr and a 17% growth in points earning revenue to INR 545 Cr in the quarter.

Wipro Q1FY26 – Key Takeaways- Arihant Capital
CMP INR 261 | Market Cap INR 2732Bn| PE: 20.5x /19x to its FY26e/FY27e

Outlook: Wipro remains cautiously optimistic for H2FY26, expecting revenue and margin improvement as large deals ramp up. Client sentiment is stabilizing, with AI-led transformation becoming a priority across verticals. The company sees continued traction in its consulting-led, AI-first strategy, with deeper penetration into strategic accounts. Although macro challenges persist, especially in manufacturing and discretionary IT spends, the strong pipeline, robust deal wins, and ongoing client mining provide visibility into a stronger second half. Execution focus remains high, especially around large deal conversion and productivity-led margin levers. We believe that near term pressure on Margin due to mega deal onboarding but we have Positive view on the stock.

Guidance: Wipro expects IT services revenue for Q2FY26 to be in the range of $2.56 bn to $2.612 bn, translating to sequential growth of -1% to +1% in constant currency terms. Management has reiterated its focus on returning to profitable growth, supported by its large deal pipeline and strategic priorities around AI, cloud, and modernization. Margins may see some near-term pressure from upfront investments but are expected to stabilize over the medium term with better deal mix and efficiency gains.

17%–17.5% margin band remains aspirational despite pressures from mega deal onboarding.

Clients in consumer and EMR sectors remain cautious, with retail, PPG, and manufacturing most affected by tariffs.
Tight discretionary budgets are being offset by outsourcing renewals, offering wallet share opportunities.

AI investments are becoming central in technology and communications, driving software and platform modernization.A major deal was won in this space, with potential to evolve into a mega deal.

Healthcare continues to perform well, led by investments in modernization and digital transformation despite cost pressures.

Q1 TCV bookings stood at $5 bn, up 51% YoY.

Large deal TCV reached $2.7 bn, a 131% YoY increase, including 16 large deals and two mega deals.

Vendor consolidation and cost takeout themes are key drivers of large deal momentum.

Deals reflect a healthy mix of existing client expansions and new client additions.

AI capabilities and domain depth are pivotal in recent wins, particularly in BFSI and semiconductor verticals.

A global bank selected Wipro as a strategic partner to modernize cloud, data, cyber, and AI-led software engineering.
A semiconductor leader signed a multi-year agreement to transform its product lifecycle using AI and automation.

A mega deal was signed with a North American bank to modernize core banking and wealth platforms using AI delivery frameworks.

Capco reported strong bookings of $1B TTM, driven by expansion in newer geographies like Brazil.

Top accounts (> $50M) seeing growth; overall client count declined due to subdued discretionary projects

These examples reflect AI's emergence as a mainstream operational imperative rather than a niche initiative.

The company is transforming into an AI-first, AI-everywhere enterprise focused on reimagining operations and accelerating outcomes.

Over 200 AI-powered agents have been deployed, enabling solutions such as smart lending and autonomous network management.

Large deal closures in Q4 FY25 and Q1 FY26, along with strong pipeline, position the company well for H2 FY26.

Automotive segment especially weak due to geopolitical issues.

AI-powered offerings include hyper-personalized wealth management and predictive industrial insights.

Talent reskilling is a key focus, aligning workforce with the needs of an AI-first future.

ACV also saw YoY growth in Q1, though TCV growing faster due to deal length extension

The order book and pipeline remain strong, supporting a positive long-term growth outlook.

IT services revenue declined 2% QoQ and 2.3% YoY in constant currency for Q1FY26.
Operating margin improved by 80 bps YoY to 17.3%, driven by disciplined execution.
Americas 1 grew 0.2% QoQ and 5.8% YoY, while Americas 2 and Europe declined sequentially and annually.

Sector-wise, BFSI and Consumer declined, while Healthcare and Tech & Comm showed moderate sequential growth.
Net income grew 10.9% YoY despite one-time restructuring costs of INR 246 Cr.
Free cash flow stood at 115% of net income; gross cash reserves at $6.4 bn.

BFSI remains strategically important with two mega deals won

Q1 effective tax rate was 21.6%, down from 24.5% in the prior year and quarter.
Interim dividend of INR 5/share was declared; payout of INR 13 bn over the last six months.

Revised capital allocation policy targets a minimum 70% payout of net income over three years.

Management emphasized continued focus on large deals, AI-powered solutions, and operational excellence to drive sustainable growth.

Restructuring cost of INR 246 Cr in Q1 related to limited actions in Europe; classified as one-time

Jio Financial Services ltd - Q1FY26 concall KTAs
CMP INR 319 | Market Cap INR 2.03 trn

OUTLOOK

Jio Financial Services reported robust topline growth, supported by healthy traction in interest income and steady fee-based revenue. The company continues to scale its distribution footprint through a significant ramp-up in business correspondent channels. Its recently launched fund offerings have witnessed strong investor participation. The Jio Credit platform registered sequential growth momentum, underpinned by ongoing physical expansion. Additionally, the JV with BlackRock has received regulatory approvals across multiple financial services verticals, marking a key strategic milestone.

Lending & leasing business

- AUM jumped 16% QoQ to INR 116.65 bn.
- Net interest income jumped 240% YoY while profit growth stood at 24% YoY.
- The verticals net worth was at INR 49.83 bn as on June 2025.
- During the quarter they expanded physical presence in 11 cities.
- CASA Customer base has increased multi-fold to ~26 lakh on YoY basis.
- Business correspondent network has expanded over 50,000 outlets from ~2,300 YoY.
- Deposits jumped to INR 3.58 bn as against INR 1.17 bn on YoY basis.
- The company completed acquisition of 14.96% stake from SBI for ~INR 1.05 bn.

Payments business

- Transaction processing volume for the entity was up 29% QoQ and stood at INR 77.17 bn in Q1 FY26.

Investment business

- The company saw strong response to New Fund Offering and has received approval for 5 new index funds in July 2025.
- The company also received approval to operate as Investment advisor and as broker in June 2025.
- AUM has reached to INR 178.76 bn as on June 2025.

ABB Ltd – Q2CY25 Earnings Update

ABB reported a robust Q2CY25 performance, marked by record-high order inflows and healthy execution across segments. Orders reached $9.79 Bn (+14% YoY comparable), and revenue rose to $8.9 Bn (+6% YoY). Despite a temporary order decline in India (-9% YoY) due to a high base and project timing, underlying demand remains strong.

India continues to be a strategic focus area for ABB. A landmark deployment of a 99.13% efficient synchronous motor at a steel plant in India set a new world benchmark in industrial energy efficiency. The motor is expected to save ~$6 Mn in electricity costs over its lifetime, with a payback of just over three months. This initiative is part of ABB's Top Industrial Efficiency (TIE) program and underscores its relevance in energy-intensive Indian industries like metals, cement, and chemicals.

India is also expected to benefit from ABB's global push into electrification, automation, and smart infrastructure. Though India-specific financials were not broken out separately, the AMEA region (which includes India) posted 7% order growth and 6% revenue growth. Management highlighted India's ongoing infrastructure build-out particularly in power, railways, and data centers as key areas aligned with ABB's offerings.

India-Specific Developments

• Record-Efficiency Deployment Installed a 99.13% efficient large synchronous motor in India now the most efficient globally in its class. Projected to save ~$6 Mn in electricity over 25 years; aligns with India's energy efficiency goals and ABB's Top Industrial Efficiency program.
• Industrial & Infrastructure Alignment ABB expects India to benefit from increased spending on clean energy, automation, cement, transport, and data centers. ABB's electrification and motion solutions are well-positioned to capture this growth.
• Local Manufacturing Strategy While not explicitly called out this quarter, ABB's continued localization strategy in Asia is relevant for India, where it maintains manufacturing, R&D, and service operations supporting domestic and export markets.

Key Financials

• Orders: $9.79 Bn (+14% YoY, comparable) – highest ever
• Revenues: $8.9 Bn (+6% YoY, comparable)
• Operational EBITA: $1.71 Bn (+9% YoY); margin expanded by 20 bps to 19.2%.

Regional Performance

• Americas: Orders up 28% YoY, led by strong demand in the U.S.
• Europe: Orders up 6% YoY, supported by momentum in Germany
• AMEA: Orders up 7% YoY; revenue up 6% YoY
• India: Orders declined 9% YoY due to timing and high base, but pipeline remains healthy
• China: Orders up 2% YoY; good performance in Motion and Robotics
• UAE: Orders up 71% YoY, driven by infrastructure projects

Operational Updates

• Launched the SACE Emax 3 – the market's first SL2-certified air circuit breaker with embedded cybersecurity and predictive intelligence.
• Introduced three new robotics families in China tailored for automotive and electronics.
• Completed acquisitions of BrightLoop (electrified transport), HESStec (energy storage), and Bel Products (North America enclosures).
• Time Magazine recognized ABB as one of the Top 15 Most Sustainable Companies globally.
• RoCE stood at 23.1%, comfortably above long-term targets.

Outlook: ABB expects mid-single-digit revenue growth and broadly stable EBITA margins in Q3CY25. For FY25, the company maintains its guidance of positive book-to-bill, mid-single-digit comparable revenue growth, and YoY margin improvement. Free cash flow is expected to improve in H2. Despite macro uncertainty, ABB remains confident, supported by a robust order pipeline, geographic diversity, and product innovation.

PepsiCo. - Q2 CY25 Earnings Update

PepsiCo delivered a modest top-line beat, underpinned by international growth and disciplined cost management. Asia-Pacific especially India and China remains a growth driver in snacks, though beverage volumes showed regional softness. The focus on productivity and global beverage mix optimization should support the FY organic revenue growth target.

• Revenue reached $22.73 B, topping estimates (~$22.27 B), marking a +1% YoY increase despite a 1.5% FX drag .

• Adjusted EPS came in at $2.12, beating consensus (~$2.03), driven by productivity gains that offset impairment-related charges .

India & Asia Regional Insights

• International Foods (snacks) saw 4% organic revenue growth, bolstered by strong performance in India, Thailand, Australia, China, and other markets

• The Asia-Pacific Foods division (incl. India) recorded 0.5% revenue growth, with unit volume rising ~5% YoY .

• In India, while snack sales surged, the beverage franchise faced softness due to early summer rains, dampening demand.

• Global beverage strategy, particularly Pepsi Zero Sugar and no/low-sugar launches, helped gain share across China, India, Mexico, and other key markets .

• CEO Ramon Laguarta emphasized, “We’re encouraged by the acceleration in our net revenue growth versus the previous quarter… our international business momentum continued” .
• The company is ramping up productivity initiatives, expecting a significant increase in the second half as efficiency programs accelerate .
• Low-single-digit organic revenue growth for CY2025 remains the target, with management confident in achieving flat core constant-currency EPS YoY .

TSMC Q2CY25 Earnings Update

Beat on EPS; CY25 Revenue Guidance Raised on AI Strength

Taiwan Semiconductor Manufacturing Co. reported strong Q2CY25 results, exceeding earnings estimates and raising full-year revenue guidance, supported by robust demand for AI-related chips.

• Revenue: $30.07 Bn up by 45.5% YoY vs. estimate of $30.21 Bn

Asia -Specific Commentary

• China AI Demand: TSMC acknowledged the resumption of Nvidia's H20 AI chip shipments to China as a "very positive" development, reinforcing China's strategic importance in its client base.

• China Incentives: Short-term order bump seen from Chinese government rebate schemes, particularly in non-AI consumer applications.

• Tariff & FX Risks: Management flagged potential Q4 impact from elevated U.S. export tariffs and currency pressures (strong Taiwan dollar), though no customer behavior change observed yet.

Management Commentary & Outlook

• CY25 Revenue Growth Guidance raised to ~30% YoY in USD terms (from previous mid-20s), led by strong AI-related demand.
• CEO C.C. Wei highlighted continued leadership in advanced nodes, with structural tailwinds from AI buildouts across hyperscalers and cloud infrastructure providers.
• Demand from high-performance computing and AI segments continues to offset cyclical softness in consumer and mobile segments.

TSMC continues to consolidate its position as the critical global foundry for AI infrastructure, with strong execution and improved guidance. Regional factors like China's policy support and AI demand recovery further enhance near-term visibility.

Netflix Q2CY25 Earnings Update

Netflix delivered a solid beat with encouraging forward commentary. Execution on global content strategy, acceleration in the ad tier, and stronger member growth trends underpin improved visibility for FY25. Asia, led by India and Korea, continues to be a long-term growth lever through localized content investments and broader audience engagement..

Key Financial Highlights (Q2CY25)

- Revenue: $11.08 Bn (+16% YoY) vs. consensus estimate of $11.07 Bn
- Operating Income: $3.78 Bn (+45% YoY); Operating Margin: ~34%
- Free Cash Flow: $2.3 Bn for the quarter; FY25 FCF guidance raised to $8–8.5 Bn

Asia- India-Key Highlight

- India, Japan, and Korea were cited as key contributors to international growth, with continued investment in local-language originals.

- Management called out strong engagement for recent Indian content, including upcoming original "Operation Safed Cigar."

- Emphasis remains on expanding regional content depth across Asia to enhance local relevance and capture untapped streaming demand.

- Live content, including sports-related programming in India, forms part of the regional engagement strategy.

Management Commentary and Guidance

- Raised full-year revenue guidance to $44.8–45.2 Bn (earlier: $43.5–44.5 Bn), citing strong subscriber momentum, FX tailwinds, pricing gains, and growing ad-tier contributions.
- Ad-supported tier performance exceeded expectations, with ad revenues expected to roughly double in CY25.
- Reiterated full-year operating margin guidance of ~30%, with a slight upward revision driven by operating leverage.
- Management highlighted continued growth in membership acquisition, particularly accelerating toward the end of the quarter.
- Increased content and marketing investments are planned for H2CY25, focused on high-impact global originals and live events.

Madhya Bharat Agro Products Ltd- Q1FY26 Concall Highlights
CMP: INR 437 | Market Cap: INR 38.30 Bn

Outlook

Company is aimed for strong growth in FY26 and beyond, driven by robust NPK demand, strategic expansions in Dhule and Banda and efficient cost management. Despite raw material price volatility and subsidy fluctuations, the company's integrated operations and R&D focus position it to capture market share and deliver sustained profitability.

Financial Highlights

- Revenue stood at INR 4,097 Mn reflecting 38% QoQ and 104.5% YoY growth.
- EBITDA stood at INR 570 Mn reflecting 60% QoQ and 71% YoY growth.
- EBITDA Margin for the quarter is 13.9%.
- EBITDA per tonne was INR 5,728.
- PAT stood at INR 282 Mn reflecting 100% QoQ and 145% YoY growth.

Expansion Plans

- Dhule Facility: A new plant in Dhule, Maharashtra is on track to start production by September 2026 with 330,000 MT of DAP/ NPK and SSP capacity.
- Backward integration with 9,000 MT of phosphoric acid and 198,000 MTPA of sulfuric acid.
- Expected to reduce reliance on imported complex fertilizers and improve cost control.
- Banda Facility: Proposed facilities to further enhance manufacturing footprint with results expected in FY27.
- Product Portfolio Expansion: Developing new fertilizer grades and pharma-centric products to meet evolving agricultural needs.

Capacity Utilization

- FY27: 50% utilization for the new Dhule facility and FY28: 70% utilization with potential to exceed these targets based on current facility performance.

Operational Highlights

- Production Focus: In Q1 FY26, they produced 59,655 MT of NPK with no DAP production. For FY25, total production was 1,511,579 MT with NPK at 1,502,579 MT and DAP at 9,000 MT.
- NPK fertilizers are preferred by farmers for their flexibility in delivering specific nutrients at different crop growth stages driving strong demand.
- Two new products named Annadata Urea SSP and Annadata super 6 launched during the quarter.

Subsidy and Raw Material Dynamics

- Nutrient-Based Subsidy: Subsidies are nutrient-based and revised every six months. DAP receives an additional subsidy of INR 3,500 per MT but this does not significantly shift demand from NPK to DAP.
- Raw Material Price Impact: Rising input costs challenge profitability. However, their agile sourcing and inventory management help mitigate risks.

D B Corp Ltd Q1FY26 Concall KTAs
CMP: INR 282| Market Cap: 50,321 Mn

The company is highly optimistic about the broader economic environment and consumption in India, expecting to resume robust growth in advertising and overall business in the quarters ahead, now that the election-driven high base effect from the previous year is over.

Business Segment Update

- Print EBITDA Margins improved to 31% in Q1 FY26 from 23% in Q4 FY25.
- Radio Business increased revenue by 1.2% YoY and 4% QoQ to INR 392 mn, but EBITDA fell to INR 115 mn from INR 132 mn YoY.
- Radio Government Ads saw a dip, but excluding this, strong high single-digit growth was noted across categories.

Key Highlights

- The company-maintained distribution at ~40 lakh copies despite Q1 being a seasonally lean quarter.
- Newsprint prices are expected to remain stable in the coming quarters, subject to currency fluctuations. The average cost in Q1 FY26 declined to INR 40,700 per MT from INR 47,400 per MT in Q4 FY25, and Q2 prices are "all under control" due to forward booking.
- Growth initiatives are focused on Tier-4/5 towns, not deep rural areas.
- Rajasthan witnessed good traction, while some smaller towns underperformed.
- MAUs grew to ~22 mn in May 2025 from 2 mn in FY19-20.
- Other Expenses rose due to circulation and digital marketing initiatives.
- Personnel Costs increased sharply to INR 110 cr from INR 7 cr due to increments.
- No M&A activity planned; cash will be used to maintain high dividend payouts.
- Optimism on macro tailwinds and ad revival post-election; early Q2 trends (first 15 days of July) show strong ad performance.
- Social strategy under review—focus on improving YouTube presence going forward.

Onward Technologies Q1FY26 Concall KTAs

Outlook- The company has provided guidance for consistent double-digit revenue growth and double-digit EBITDA margins on an annual basis. Key operational improvements include enhanced execution capabilities with local presence in US and Europe, new state-of-the-art facilities in Pune and an upcoming large design center in Chennai. The management expressed confidence in doubling the company's size in the coming years through strong customer relationships, operational efficiency improvements, and infrastructure investments.

Key Highlights

- The company operates across 3 key verticals: Industrial Equipment & Heavy Machinery (IEHM), Transportation & Mobility (TNM), and Healthcare.

- Both IEHM and TNM verticals are showing balanced growth potential, with expectations that both will continue to perform well. The healthcare vertical represents a newly created focus area that continues to show budget increases YoY.

- Q2 is expected to face slight margin pressure due to the implementation of wage hikes across the organization.

- The company maintains a headcount of 2,570 full-time employees as of Q1FY26 and projected to reach ~2700 by FY27. It maintains an attrition rate of 16.5% on a LTM basis.

- Revenue per employee is increasing at ~10% YoY, enhancing operational efficiency.

- Employee increment cycles are benchmarked and linked to customer increment cycles, typically set at 1-2% lower than client rates.

- The company serves 80+ unique customers and aiming to optimize and reduce the customer base to ~50 customers over the next 3 years for better execution focus.

- The customer base is geographically diversified across North America and Europe.

- The number of clients with annual billing greater than $1 Mn USD has increased during the quarter. Its strategy focuses on mining and expanding existing customer relationships rather than acquiring new customers.

- Management believes they need ~41 out of 80 customers performing well to maintain growth trajectory, providing a comfortable buffer for business volatility.

- The company focuses exclusively on large traditional automotive companies and does not work with standalone EV suppliers or startups.

Le Travenues Technology Ltd Q1FY26 Concall KTAs

Outlook - The company continues to gain market share across flights, trains, and buses, backed by its focus on customer experience, AI-led innovations, and strong brand recall. Ixigo is investing in new verticals like hotels and train food delivery, which are in early stages but expected to contribute meaningfully over time. The company guided that it expects to grow faster than the overall market in the near to mid-term, leveraging its strong user base, tech capabilities, and expanding travel infrastructure in India.

Business Segment

Flights- This segment recorded 2.79 Mn bookings during Q1 despite multiple macro headwinds. GTV rose to INR 18,480 Mn, supported by customer-oriented features. It contributed INR 430 Mn in contribution margin and accounted for 33.5% of the group's total contribution margin.

Buses - The segment recorded 6.67 Mn passenger segment bookings, up 74% YoY. GTV increased by 81% YoY to INR 6,810 Mn. Contribution margin rose by 44% YoY to INR 423 Mn, with a contribution margin percentage of 55%. It contributed 33% to the company's total contribution margin during Q1.

Ixigo expanded its presence beyond South and West India into North and East India, growing partnerships with private fleet operators and state transport corporations.

Trains - The segment achieved 26.6 Mn bookings in Q1FY26, a 26% YoY growth. GTV increased by 30% YoY to INR 20,550 Mn. Contribution margin stood at INR 410 Mn, up 14% YoY, with a margin percentage of 32%. This segment contributed 32% to the group's total contribution margin.

Ixigo has gained a market position in the OTA train booking segment, with its market share crossing 60%, up from 58% 2 quarters ago.

New Business Initiatives

The company's hotel vertical is still in its early development stage, but is seeing strong MoM growth.

The food delivery business on trains, branded as Zoop, has crossed 10,000 daily orders, although it remains a small contributor to revenue.

Ixigo aims to increase monetization per user by introducing complementary verticals like hotels, food, and potentially corporate travel in the future.

Other Highlights

The company's apps have become some of the highest rated in the travel segment, with Confirm Ticket and AbhiBus rated above 4.8, Ixigo Flights above 4.7, and Ixigo Trains above 4.6 on the Google Play Store.

Ixigo continues to target underpenetrated travel markets, with air travel penetration in India still at just 4%, compared to 37% in China and 85% in the US.

The company leverages its 84 Mn monthly active users to test and refine its offerings, ensuring efficient iteration and product-market fit.

The government's investment in airport infrastructure is expected to grow the number of airports in India to 240 by 2030, enhancing connectivity from Tier 2 and Tier 3 cities.

Ixigo has been integrating agentic AI deeply into its operations since 2017, starting with the launch of its travel assistant "Tara".

Currently, 60%+ of customer support voice interactions are handled end-to-end by fully autonomous AI agents. More than 40% of Ixigo's end-to-end engineering processes are either autonomously handled or significantly accelerated by AI.

AI-generated video marketing has reduced campaign production costs to just 0.1% of traditional costs.

The company increased brand spending during Q1. Partnerships included Rohit Sharma for Ixigo Trains, Chennai Super Kings and TNPL for AbhiBus, and Royal Challengers Bangalore for Confirm Ticket.

The company focuses on measurable marketing outcomes such as user stickiness, repeat behavior, and conversion lift across both organic and paid channels.

The company emphasized that it focuses on absolute contribution margin growth rather than margin percentages during early product expansion.

ESOP costs are expected to remain slightly above INR 300 Mn annually.

Tech Mahindra - Q1FY26 Concall KTAs

Guidance: FY26 is expected to be better than FY25, with the company is targeting industry-average growth. FY27 is expected to deliver growth higher than peers along with achieving margin targets of 15%.The company sees steady revenue acceleration from Q2FY26, assuming macro stability and no further discretionary cuts.

Segments: Macro environment remains dynamic and uncertain, especially impacting Manufacturing and Hi-Tech verticals.
Growth in BFSI, Retail, and Telecom supported overall performance; BFSI up 4.7% YoY.Manufacturing declined 4% YoY due to auto sector weakness and discretionary spend cuts; offset by strength in Aerospace.Hi-Tech declined 3.3% YoY, impacted by semiconductor client restructuring and budget cuts.
Management expects gradual recovery in Hi-Tech and large deal revenue accrual from Q2FY26 onwards.

FY26 is seen as a bridge year, with expectations of better performance vs FY25 and industry-average growth.
FY27 expected to outperform peers, driven by strategic execution and margin initiatives.

TCV at $809M, up 44% YoY, with broad-based wins across verticals.Key large deal wins include engagements with leading US telco, fashion brand, high-tech client, railroad company, and UK telecom.
Deal pipeline remains strong across Europe (Telecom) and North America.
Focus on profitable large deals, supported by improved contract management and pricing discipline.

Client-specific programs like Turbocharge (top accounts) and Must-Have accounts are yielding faster-than-average growth.
Telecom (Comms) grew 2.5% YoY; stabilization seen in US and Europe; Comviva driving deal momentum.

US remains challenging due to auto-linked weakness, but communication vertical is helping recovery.

Europe grew 11.7% YoY, supported by favorable FX and strong demand in BFSI and Telecom.

Rest of World up 2.9% YoY; Middle East and Africa volatility persists, but new leadership in place.

EBIT margin at 11.1%, expanded 60 bps QoQ and 200 bps YoY driven by cost controls and operating discipline.Margin headwinds include Comviva seasonality, visa costs, and lower utilisation.

Margin expansion aided by offshore shift, G&A optimization, and portfolio company integration.

Subcon costs guided to remain within 8–10% of revenue. May fluctuate near-term.

Project Fortius and delivery restructuring driving sustainable operational improvement.

Continued centralization of delivery and sales alignment by vertical enhancing efficiency.

Offshore mix rising progressively; further leverage expected during deal ramps.

DSO increased due to timing mismatches; expected to normalize in Q2.

Utilization down by 130 bps QoQ at 85%.

250 freshers hired in Q1, with more expected as macro stabilizes 6,000 hired last year.

BPO headcount additions driven by seasonality and deal-related ramp-ups.
Pyramid remains experience-heavy, beneficial for AI use cases; gradual reshaping expected, not FY27-linked.
AI Delivered Right strategy built on 4 pillars transformation, productivity, innovation, assurance gaining traction.

Over 200 AI agents developed, AI-led platforms and agentic AI offerings expanding across telco, HR, F&A, and vertical-specific solutions.

Attrition increased by 80 bps QoQ to 12.6%.

Number of $ 50 mn+ clients at 26 up by 1 QoQ.

LTTS - Q1FY26 Concall KTAs

Revenue is expected to pick up from Q2, with growth in FY26 likely to be back-ended as large deal ramp-ups and pipeline conversions take effect.

Growth drivers: Sustainability, plant engineering, AI, and smart mobility. Intelliswift contribution to scale in H2

The company has reaffirmed its guidance for double-digit revenue growth in FY26 over FY25, based on Q4 FY25 exchange rates.

LTTS remains confident of achieving its medium-term revenue milestone of $2 billion, supported by sustained double-digit growth.

Large deal TCV exceeded $200 mn for the third straight quarter, with management aiming to establish this as the new normal.

H2 is expected to outperform H1 on both revenue and margin fronts as macro conditions stabilize and major deal executions begin.

The Mobility vertical is expected to remain soft in the near term due to delays in auto programs, with a potential rebound expected from Q3 onwards.

Sustainability-led growth continues, driven by prior deal ramp-ups and a strong pipeline in plant and industrial segments.

The Technology segment delivered 29.4% YoY growth, aided by Intelliswift, though it declined QoQ due to Smart World-related seasonality.

Q1 revenue softness stemmed mainly from Smart World seasonality, auto headwinds, and some client-specific program delays.

AI-led platforms like Plex AI and iDrive 2.0 are gaining momentum, with over 200 AI-related patents filed to date.

AI is becoming core to client transformation roadmaps, with 30% of clients scaling AI initiatives indicating strong future ER&D potential.

Client sentiment is stabilizing, with a more constructive outlook for H2 as per internal management polling.

EBIT margin in Q1 held steady at 13.3% despite revenue pressure and execution delays; H2 is expected to see margin expansion.

The company is targeting EBIT margin improvement to the mid-16% range by Q4 FY27 to Q1 FY28, supported by better deal mix, AI-led efficiencies, and benefits from Intelliswift integration.

Q2 margins are likely to remain flat due to ongoing program support; improvements are anticipated from Q3 onward.

The Smart World business remains seasonal and weighed on Q1 performance the focus is shifting toward more stable US and Middle East opportunities.

Several large deals in mobility, sustainability, and tech are in late stages, with closures expected during Q2 and Q3.

Revenue contribution from the top 20 clients declined due to auto-related challenges but is expected to recover with ramp-ups.

Focused client mining and account-based initiatives (e.g., one client reaching $50M ARR) are expected to aid revenue momentum.

A robust deal pipeline spans across hyperscalers, healthcare, fintech, aerospace, and semiconductors.

Integration of Intelliswift is progressing well, with meaningful contribution expected from H2 and long-term scalability across segments.

Q1 cash flow turned negative due to SWC seasonality and dividend payouts but is expected to normalize going forward.

SG&A expenses were temporarily elevated due to Intelliswift and are expected to settle in the 10.5–11.5% range post-integration.

Attrition declined to 14.8%, and offshore mix improved to 56.1%, supporting margin stability.

Goldman Sachs Group Inc. – Q2CY25 Earnings Update

- **Goldman Sachs reported Q2CY25 revenue of $14.58 Bn, up 15% YoY and above Street expectations of $13.47 Bn.**
- **Net profit stood at $3.72 Bn, translating to EPS of $10.91, ahead of consensus estimate of $9.53.**
- **Despite sequential moderation (EPS -23% QoQ), the firm posted 22% YoY earnings growth, with ROE at 12.8% and Book Value per Share rising 3.9% YTD to $349.74.**

Segmental Highlights

- Global Banking & Markets remained the key revenue driver, contributing $10.12 Bn (69% of total revenue).
- Equities trading revenue hit a record $4.3 Bn, +36% YoY and beating estimates by $650 Mn.
- Fixed income trading came in at $3.47 Bn, up 9% YoY and $190 Mn above expectations, aided by elevated activity in credit and FX.
- Investment Banking fees rose 26% YoY to $2.19 Bn, with strong M&A advisory performance; beat estimates by $290 Mn.
- Asset & Wealth Management was a weak spot with revenue at $3.78 Bn, down 3% YoY and below estimates due to lower gains in private equity and debt investments.
- Platform Solutions revenue rose 2% YoY to $685 Mn, marginally ahead of estimates.

- The firm emphasized strength in trading and advisory, noting a broad-based rebound in client activity across markets.
- Record AUS at $3.29 Tn reflects continued client trust in the franchise.
- Announced a 33% increase in quarterly dividend, underscoring confidence in capital strength and earnings visibility.
- Management acknowledged the sequential moderation in profitability from Q1's elevated levels but maintained a positive medium-term outlook across capital markets and banking.

Key Takeaways

- Strong beat on both revenue and EPS driven by trading and M&A advisory.
- Record AUS and dividend hike reinforce balance sheet strength and shareholder return focus.
- Mixed results across segments, with AWM underperformance being the only notable weak point.
- Overall, a solid quarter despite sequential decline from a strong Q1 base; medium-term outlook constructive.

Bank of America – Q2CY25 Earnings Update

- Bank of America reported Q2CY25 net income of $7.12 Bn, up 3% YoY, translating to EPS of $0.89, ahead of LSEG estimates of $0.86.
- Revenue grew 4% YoY to $26.61 Bn, but came slightly below consensus ($26.72 Bn).
- Net Interest Income (NII) rose 7% YoY to $14.82 Bn, missing estimates by $70 Mn. Growth was supported by higher deposit and loan balances, although partially offset by lower YoY interest rates.
-
- CEO Brian Moynihan highlighted this as the fourth consecutive quarter of NII growth, citing steady loan growth and rising deposits.
- Consumer resilience continues, reflected in healthy spending patterns, asset quality, and commercial borrower utilization rates.
- The Markets business showed positive momentum, particularly in fixed income trading, which delivered $3.25 Bn in revenue (vs. est. $3.14 Bn).
- Equities trading revenue came in at $2.13 Bn, marginally below expectations.
- Investment Banking fees declined 9% YoY to $1.4 Bn, although beating estimates of $1.27 Bn.

Key Takeaways

- Core banking trends remain intact with deposit and loan growth driving NII gains.
- Markets and trading performance continues to support topline.
- Slight revenue miss and pressure on investment banking fees remain watchpoints.
- Outlook remains stable, though incremental commentary on global (incl. Asia) exposure could be monitored in subsequent quarters.

Johnson & Johnson – Q2CY25 Earnings Update

Earnings Beat company reported Q2CY25 revenue of $23.74Bn, up +5.8% YoY (+4.6% operational), surpassing consensus estimates of $22.8Bn.
Adjusted EPS stood at $2.77, exceeding estimates of $2.66; GAAP EPS came in at $2.29, up +18.7% YoY.

Segmental Highlights
- Innovative Medicine Revenue rose +4.9% YoY to $15.2Bn, led by
- Oncology: +24% YoY, with CARVYKTI contributing $439Mn (+136% YoY).
- Neuroscience: +15.1% YoY, with •SPRAVATO sales rising 52.8% YoY to $414Mn.
- Immunology declined 15.4% YoY due to biosimilar pressure on Stelara.
- MedTech: Delivered +7.3% YoY growth to $8.54Bn, supported by:
- •Cardiovascular (ABIOMED): +18.2% YoY
- Surgery: +2.7% YoY
- Orthopaedics remained flat YoY.

Geographic Performance
- US sales increased +7.8% YoY to $13.5Bn on strong demand in Oncology and MedTech.
- International sales grew +3.2% reported, but only +0.6% operationally, with Europe facing a 1.9% operational decline.
- Management noted ongoing strength in key emerging markets in Asia, particularly in MedTech and Neuroscience, helping offset biosimilar pressures.

- CEO Joaquin Duato emphasized that the diversified portfolio and advancing pipeline position the company for elevated H2CY25 growth.
- Key upcoming milestones include regulatory activity in lung cancer, bladder cancer, psoriasis, MDD, and cardiovascular therapies.
- Management highlighted the launch of IMAAVY (generalized myasthenia gravis), priority review for TAR-200, and positive CARVYKTI survival data as significant pipeline wins.
- Progress on the OTTAVA robotic surgery system continues, reinforcing MedTech's long-term growth trajectory.
- CFO noted that biosimilar pressure on Stelara had an ~1170 bps impact on Innovative Medicine growth. Despite this, the company maintained solid operational performance.
- Tariff and Cost Commentary: JNJ expects $400Mn in tariff-related costs for CY25, particularly tied to U.S. pharmaceutical policy. However, pricing discipline and operating leverage are helping offset pressures.
- Capex Commitment: Reiterated its $55Bn manufacturing investment plan in the U.S. over four years, aimed at strengthening domestic supply resilience while maintaining efficiency across global operations.

- While no India-specific figures were shared, management reaffirmed the continued momentum across Asia, especially in
- MedTech: High double-digit growth in several Asian markets (including India) supported by cardiovascular and surgical demand.
- Neuroscience: Drugs like SPRAVATO gaining traction across Asia-Pacific markets, including Japan, China, and India, amid rising awareness of mental health therapies.
- Company emphasized global supply chain diversification, suggesting ongoing strategic importance of India as a cost-efficient base for operations and distribution.

FY26 Guidance Raised
- Revenue: Raised to $93.2–93.6Bn (from $91–91.8Bn).
- Adjusted EPS: Raised to $10.80–10.90 (vs. $10.50–10.70).
- Operational EPS midpoint revised to $10.68, reflecting strength in core operations and FX benefit.

Management's confident tone, strong MedTech momentum, and execution across key markets especially in Asia reinforce our positive stance. The raised guidance, broad-based pipeline progress, and resilient international performance provide visibility into a robust second half.

Rallis India Ltd Q1FY26 Concall KTAs

Outlook - The company expects good demand momentum in both domestic and export markets, with volume-led growth driving overall revenues. Management has guided for sustained improvement in operating margins, targeting a long-term EBITDA margin range of 15-20%, helped by a better product mix, new product launches, cost efficiencies, and higher capacity utilization. Export growth is expected to continue with market recovery and new customer additions, especially in the US and Latin America. The company is optimistic about its business performance in the near to medium term, supported by improved farmer sentiment, a favorable monsoon, higher crop sowing, and stable crop prices.

Domestic Crop Care (B2C)

- Growth driven by favorable monsoon, improved crop prices notably bajra, maize, oilseeds, cotton, millets. Herbicides performed strongly, driven by labor dynamics; 6 herbicides launched this quarter.
- 9 new products launched in Q1FY26 under crop protection, spanning herbicides, fungicides, and insecticides.
- Trade inventory position satisfactory; price environment stable with modest cost uptick in certain products.

Exports (B2B)

- Export revenue rose 23% YoY to INR 2,030 Mn, with improved market recovery and new customer additions. Key technical products like Metribuzine, Thiophanate Methyl, Metalaxyl, and Hexaconazole showed steady traction in US and Southeast Asian markets.
- Contract Manufacturing business impacted by order phasing but on track for full-year expectations.
- Demand outlook stabilizing with price corrections largely done; early signs of price recovery in select products.

Seed business

- Seed revenue up 38% YoY to INR 3,050 Mn in Q1FY26. Strong performance in cotton hybrids (placed 1+ Mn packets this season). Cotton contributed ~33% of seed business revenue. 14 new seed products launched in Q1FY26 across cotton, maize, paddy, bajra.
- Focus areas is strengthening maize and paddy portfolio, scaling cotton production for next 2-3 years.

Operational Highlights

- Reorganization completed for SNM teams across Crop Care B2C, B2B, and Seeds, expected to enhance operational agility.
- Focus on improving working capital efficiencies, optimizing fixed and working capital deployment.
- Capex guidance maintained at INR 1,000 Mn for FY26, majorly for plant upkeep, R&D, and solar plant initiatives.
- Healthy cash and bank balance with no external debt as of June 30, 2025.
- Digital tools like Plan Guru and real-time analytics increasingly leveraged for inventory management, demand forecasting, and SKU optimization.

Industry Highlights

- Indian agrochemical market sentiment improving on early monsoon, high reservoir levels, and supportive MSPs.
- Estimated crop production for 2024-25 stands at 354 MnMT, 6% up YoY. Crop area expansion across various crops: paddy up 7%, soybean up 4.5%, groundnut up 51%, pulses up 12.6%, and coarse cereals up 17%
- Despite the reduced cotton acreage and RRBT cotton expansion, North cotton has done very well.
- Global agrochemical industry stabilizing post 2 years of decline; destocking largely over and price declines arrested.
- No material impact yet seen from specialty fertilizer shortages from China.

Other Highlights

- Focused efforts to diversify CSM business with customers in Japan, US, India, and MNCs; pipeline healthy, but visibility confidential.
- Export sales primarily driven by US and Latin America markets in Q1FY26.
- Reaffirms 15-20% long-term steady state EBITDA margin guidance. Product mix improvement and new launches expected to aid margin expansion in coming quarters.

ICICI Prudential Life Insurance Company Ltd – Q1FY26 Concall KTA's
CMP: INR 672 | Market Cap: INR 972,408 Mn

Outlook: The company expects FY26 to be a year of stabilization and recovery after a soft Q1FY26 impacted by market volatility and a high base. Focus remains on improving product mix, deepening distribution, enhancing cost efficiency, and supporting VNB growth through innovation across protection, savings, and retirement categories. Maintains confidence in H2FY26 recovery, aided by macro normalization, product pipeline rollout, and expanding bancassurance reach.

Guidance
- The Company expects VNB growth to be driven by cost-product alignment and product innovation through FY26.
- Recovery in ULIP and annuity segments anticipated in H2FY26, with no major downside assumptions built into full-year plans.
- Cost structure is being realigned with premium trends while continuing investments in manpower, tech, and channel expansion.
- Annuity growth is expected to benefit from continued FD rate softening, boosting single-premium product demand.

Financial Highlights
- Annualized Premium AP declined 5% YoY to INR 18,640 Mn, while Retail AP dropped 9.2% YoY to INR 15,120 Mn, impacted by market volatility and high base.
- The Value of New Business grew 36.3% YoY to INR 4,570 Mn; VNB margin expanded to 24.5% from 22.8% in FY25, driven by product mix shift.
- Total premium rose 8.1% YoY to INR 89,540 Mn; PAT increased 34.2% YoY to INR 3,020 Mn in Q1FY26.
- Cost-to-premium ratio improved 280 bps YoY to 21.2%.

Other Highlights
- Protection AP grew 15.2% YoY; retail protection grew 24% YoY, driven by volume-led expansion and flexible offerings.
- Non-linked savings grew 20.8% YoY, increased demand for guaranteed returns; ULIP mix declined to 46.8% of AP amid equity market volatility.
- Annuity AP declined 53.3% YoY, a high base and shift in customer preference, but single-premium annuities gained momentum as FD rates dropped.
- Group fund business grew 53.7% YoY, contributing 4.4% to APE in Q1FY26; group protection also saw healthy growth YoY.
- Persistency metrics held steady with 13-month at 86%; 61st-month decline attributed to regulatory changes extending policy holding. Claim settlement ratio remained industry-best at 99.6% with average turnaround time of 1.1 days for non-investigated claims.
- AUM stood at INR 3,200,000 Mn, up 5.1% YoY; solvency ratio remained strong at 212.3%.
- Agency and direct channels declined 18.1% YoY, lower ULIP and annuity sales, but maintained a strong 5 year CAGR of 19%.
- Bank assurance declined 2.1% YoY; partner and group businesses grew 6.6% and 18.9% YoY respectively, showing resilience. Emphasized continued cost alignment with product mix; expenses declined 4.4% YoY despite topline pressure.
- The distribution network includes 49 bank partners, with more than 240,000 agents, and 1,350 plus non-bank partners, with strong semi-urban/rural reach.
- The Company clarified that cost assumptions were built for growth and existing controls helped offset Q1FY26 softness.
- Yield curve movement had limited impact on valuations; internal reference rates stayed within range despite external twists. Rider premiums are now clubbed with base product lines; retail protection continues to be defined by term plans and not riders.
- Decline in ROP product sales ~30% reflects consumer shift toward pure protection; MFI-linked credit life stress continues but non-MFI remains healthy.
- Mr. Dilip Karnik retired as Independent Director effective May 9, 2025, having reached the maximum IRDAI age limit of 75.
- The product innovation pipeline remains active with savings, protection, and retirement products in development for FY26.

HDFC Life Insurance Q1FY26 Concall KTAs

Outlook - The management remains cautiously optimistic for the rest of FY26, expecting the H1 to be relatively slow due to macro uncertainties and a high base from last year, but growth should improve in the H2. Margins are expected to remain range-bound at 25-27% for the year, with a gradual improvement in product mix as non-par savings recover and ULIP demand remains resilient.

Guidance

- FY26 growth expected to be relatively softer compared to last year's 18-20% growth rate. 3-yr margin expansion outlook remains positive despite current year's range-bound expectations.
- Current margins are expected to remain range-bound within the 25-27% band for this year
- Management expects to maintain margins through the year, balancing short-term dynamics with long-term agenda of sustainable and profitable growth.
- Industry growth expected to remain muted in H1 but improve in H2.
- The company anticipates a gradual shift rather than sharp swing in favor of traditional products over the course of the year.
- The company expects to continue outperforming the industry throughout the year.
- Management expects non-PAR mix to recover to mid-20s % by year-end, while PAR will remain above 25%

Financial Performance

- Achieved 12.5% YoY growth in Individual APE, a strong 2-year CAGR of 21%.
- The company increased its overall market share by 70 bps to 12.1% while gaining 40 bps within the private sector to reach 17.5%.
- VNB for Q1FY26 stood at INR 8,090 Mn, a 12.7% YoY growth with a 2-yr CAGR of 15%.
- New business margins remained steady at 25.1%, with the company successfully offsetting a 30 bps negative impact from revised surrender regulations through improved product profile.
- The embedded value increased to INR 583,550 Mn with an operating return on embedded value of 16.3% on a rolling 12M basis.
- PAT grew 14% YoY to INR 5,460 Mn, driven by a 15% growth in back-book profits.

Product Mix

- The product mix remains well-balanced with unit linked products at 38%, participating products at 32%, non-par savings at 19%, term products at 6%, and annuity at 5%.
- Contrary to initial expectations, demand for unit linked products remains strong, supported by sustained strength in equity markets, though the company's ULIP mix remains lower than industry average.
- Participating products gained traction driven by refreshed propositions and heightened macroeconomic uncertainty, with new offerings gaining significant traction.
- Retail protection continued to grow faster than company average, delivering strong 19% YoY growth with a strong 2 Yr CAGR of 23%.

Other Highlights

- 70%+ of new customers acquired in Q1 were first-time buyers with the company across tier 1, 2, and 3 markets.
- The company added 117 branches in FY25, bringing the total to 658 branches, with business from branches opened in the last 18 months now contributing a high single-digit share.
- The agency channel delivered a 2-yr CAGR of 10% and maintained a healthy double-digit protection mix, with 23,000 new agents onboarded in Q1FY26.
- Renewal collections registered strong growth of 19% YoY.
- 13th month persistency stood at 86% while 61st month persistency improved to 64%, with the latter showing improvement across cohorts supported by stronger retention in long-term savings products.
- Recent commentary from policymakers indicates a shift towards a more stable and consultative regulatory environment, with specific concerns like mis-selling being addressed through industry-wide efforts.
- The revised surrender regulations had a 30 bps negative impact on margins, which was successfully offset through product profile improvements.
- Credit Protect saw recovery aided by higher disbursements, improved attachment rates, and expansion into new lending segments.
- Group protection business showed 20% growth after declining for 6 quarters, driven by recovery in non-MFI business that more than compensated for continued MFI segment decline.
- All distribution channels are expected to grow at similar levels throughout the year
- Non-bank alliance channels showed strong performance with 27% non-PAR mix vs 19% company average.
- Competitive intensity remains high in single premium annuity products and non-PAR segments
- Fixed cost absorption showed negative 60 bps impact due to lower volumes compared to previous year
- Unit economics are performing well at both product level and resource investment level.
- Reinsurance capacity has been stable with some enhancement, and pricing is more sustainable than 3-4 years ago.
- Term insurance showing growth of 14% in non-bank alliances versus 6% company average.
- Conceptual alignment with bank partners to increase protection product sales from current 3-4% levels.

ICICI Lombard General Insurance Company Ltd – Q1FY26 Concall KTA's
CMP: INR 2,001 | Market Cap: INR 993,895 Mn

Outlook: The company remains focused on profitable growth and underwriting discipline amidst an environment of rising competitive intensity and pricing pressure. Expects the H2FY26 to benefit from improved pricing in motor and commercial lines and from continued momentum in retail health. Digital investments and technology-led distribution will support scalable, cost-efficient growth, while proactive portfolio selection will help navigate volatility in crop and group health businesses.

Guidance
- Retail health loss ratios are expected to normalize within the 65-70% range as new business volumes grow.
- Pricing in the commercial and fire segments is expected to gradually stabilize, aiding underwriting margins.
- The Company does not expect meaningful growth in crop insurance for FY26 because of fewer tenders and renewal delays.
- Strategic focus will remain on profitable underwriting even if it comes at the expense of market share in select lines.

Financial Highlights
- Gross Direct Premium Income grew 0.6% YoY to INR 77,350 Mn in Q1FY26, lagging industry growth of 8.8%, largely as a result of strategic underwriting restraint in motor, group health, and crop lines.
- The PBT rose 28.4% YoY to INR 9,940 Mn and PAT increased 28.7% to INR 7,470 Mn in Q1FY26.
- Investment income grew to INR 12,880 Mn vs. INR 11,280 Mn YoY, while capital gains i.e. net of impairments rose to INR 3,800 Mn in Q1FY26.
- Combined ratio was stable at 102.9% vs. 102.3% YoY and remained well below the industry average of 112.6%.
- Solvency ratio stood strong at 2.7x, well above the regulatory requirement of 1.5x.

Other Highlights
- Retail health GDPI grew 32.2% YoY, significantly outperforming the industry's 9.4%; market share rose from 2.9% to 3.5%, aided by customer acquisition and product innovation.
- Motor GDPI grew 3.2% YoY versus industry growth of 8.7%; The Company prioritized profitability in CVs and refrained from aggressive expansion underpricing in the market.
- Commercial insurance grew 6.8% YoY, by marine and engineering segments; pricing in fire insurance remained under pressure.
- Retail health loss ratio increased to 74.3% in Q1FY26 vs. 72.5% in Q1FY25 YoY, higher claim frequency, but the company expects moderation as the newer portfolio improves mix quality. Group health growth remained muted, competitive pricing; however, YoY improvement in group loss ratios reflects better risk management and claims control.
- The Aviation claim provision was fully absorbed in Q1FY26; the financial impact was within manageable limits and factored into current results.
- Digital adoption improved significantly with 38% of services delivered digitally in Q1FY26 vs. 22% YoY; app downloads crossed 15.6 Mn, with strong growth in digitally sourced business.
- NPS scores remained strong at 68 for health and 69 for motor, reinforcing customer satisfaction and retention metrics.
- The Expense of Management compliance continues to be monitored; over 50% of industry players are behind IRDAI's glide path, but the company maintains discipline without EOM-driven distortion in pricing. Long-term commissions have stabilized post-regulatory changes; renewal commissions were recalibrated across the industry and are now factored into business planning.
- Investment leverage remained stable at 3.74x; Return on Average Equity improved to 20.5% vs. 19.1% YoY, reflecting stronger operational profitability. Highlighted that while market share in certain segments may be sacrificed, the long-term focus will remain on sustainable margins and value creation.
- The company remains cautiously optimistic about Motor TP pricing revisions, which are overdue; any upward revisions could support profitability in H2FY26.
- Portfolio strategy emphasizes adapting to short pricing cycles with diversified product and distribution mix, allowing flexibility without overexposure. Continued product innovation, data-driven underwriting, and automation in claims processing are expected to drive efficiency and scale in FY26 and beyond.

JPMorgan Chase & Co. – Q2CY25 Earnings Update

Trading strength, asset inflows, and higher NII guidance offset YoY base effect; Asia flows remain healthy

JPMorgan delivered a solid Q2CY25 performance, with broad-based strength across Markets, AWM, and Investment Banking, despite a YoY decline in net income driven by a high base effect from the Visa gain last year. Management highlighted strong client engagement, resilient U.S. economic activity, and operational discipline across segments. Jamie Dimon emphasized the firm's ability to reinvest at high returns and reiterated focus on shareholder value creation through capital return and balance sheet strength.

Key Highlights - Earnings Call

• Net income of $15.0Bn (down 17% YoY) adjusted for prior-year Visa-related gains and tax benefit, earnings remained resilient.
• EPS at $5.24, beat estimates of $4.48; excluding the $774Mn tax benefit, EPS was ~$4.96.
• Total revenue at $45.7Bn (down 10% YoY), driven by non-interest revenue base effect; Markets revenue rose 15% YoY to $8.9Bn.
• Net interest income at $23.3Bn, up 2% YoY; FY25 NII guidance raised to ~$95.5Bn (vs. ~$94.5Bn prior).
• Investment Banking fees grew 7% YoY, with stronger momentum in advisory and debt underwriting towards quarter-end.
• AWM reported record client asset flows of $80Bn; AUM stood at $4.3T (+18% YoY); client assets crossed $6.4T.
• Consumer & Card: Card NCO rate stood at 3.4%, with FY25 outlook revised slightly higher to ~3.6%. Debit/credit sales volume rose 7% YoY.
• Operating expenses flat YoY at $23.8Bn; adjusted for Visa donation last year, expenses up 5% led by compensation and tech investments.
• Credit provision of $2.8Bn included net charge-offs of $2.4Bn and a reserve build of $439Mn, primarily in wholesale lending.
• Capital return: $7.1Bn in share repurchases and $3.9Bn in dividends paid. Book value per share grew 10% YoY to $122.51.

India- Asia-Specific Commentary
• Management flagged continued strong momentum from Asia, especially in Fixed Income, Currencies & Commodities (FICC) and cross-border advisory.
• India-focused mandates within Investment Banking remained healthy, driven by activity in technology, healthcare, and industrials.
• Wealth flows from India and Southeast Asia continue to contribute positively to AWM growth, with traction in both discretionary and advisory mandates.
• JPMorgan continues to deepen its regional presence through strategic investments in technology platforms, payments infrastructure, and client coverage.

• Management sees no clear signs of economic weakness in consumer or corporate segments.
• Focus remains on reinvesting at high internal rates of return, maintaining robust capital buffers (CET1 at 15%), and optimizing shareholder returns.
• Cautioned on macro risks, including fiscal deficits, geopolitical tensions, trade policy shifts, and asset price volatility.
• Bank expects to remain a beneficiary of market volatility through its trading, IB, and AWM franchises.

JPMorgan's diversified business mix continues to deliver in volatile environments. With stronger-than-expected trading and IB performance, resilient loan growth, and higher NII guidance, the bank is well positioned for H2CY25. Continued traction in Asia, including India, adds to long-term visibility. Maintain constructive view.

BlackRock Inc. – Q2CY25 Earnings Update

- **EPS at $12.05, beating estimates by 13.7%; revenue at $5.42Bn, up 13% YoY**
- **Record AUM of $12.5T, driven by broad-based inflows and market appreciation**
- **Operating margin remained robust, with adjusted margins above 45%**

Sustained Demand for ETF & Index Products Management highlighted continued global momentum in ETF flows, particularly in fixed income and sustainable products. BlackRock's iShares platform continues to gain wallet share across institutional and retail investors.

Private Markets as Core Growth Lever BlackRock is targeting $400Bn in gross private market fundraising by 2030, with strong early client interest. The firm plans to introduce a new lifecycle fund with private market allocations by 2026, aimed at institutional and retirement clients.

Technology Expansion Through Aladdin Aladdin's recurring revenue growth continues to be strong. Management noted double-digit YoY growth in technology services. New client wins include several sovereign and large pension funds, particularly in Asia-Pacific.

Client Diversification Broad-based growth across retail, institutional, and iWealth channels was emphasized. Clients are reallocating into longer-term strategies, risk-managed portfolios, and sustainable funds.

Macro Environment CEO Larry Fink commented on the evolving macro and geopolitical landscape, noting that clients are increasingly seeking multi-asset solutions and resilient portfolio construction amidst interest rate uncertainty and political risk.

Capital Deployment Discipline BlackRock returned $1.4Bn to shareholders, and management remains committed to long-term capital return via dividends and opportunistic buybacks, while also investing in organic growth and digital capabilities.

Sustainability & Retirement Focus Strategic emphasis was placed on building next-generation retirement platforms globally. The team also reiterated BlackRock's commitment to ESG investing, with growing demand for climate-aligned portfolios from global clients.

Asia & Global Expansion While there was no direct mention of India, Asia-Pacific remains a high-growth priority, with strong ETF adoption and technology partnerships. Aladdin expansion and wealth-tech integration continue to grow across the region.

Outlook & Guidance

- Management reaffirmed target of less than 5% organic base fee growth
- Adjusted operating margin expected to stay above 45%
- Continued investment into private markets, technology, and client solutions
- Focus on expanding distribution across APAC and wealth channels globally

Citigroup - Q2CY25 Earnings Update

Strong Beat, Confident Execution Across Segments, Management Reiterates ROTCE Goals

Key Financials (Q2CY25)

- EPS: $1.96 (vs. est. $1.61) – Beat of 21.7%; up 28.9% YoY
- Revenue: $21.67Bn (vs. est. $20.98Bn) – Up 8% YoY
- Net Income: $4.02Bn, up 25% YoY
- Full-Year Revenue Guidance: Reiterated at ~$84Bn (upper end of previous range)

Key Highlights

• Focus & Business Trends: CEO Jane Fraser emphasized Citi's strategic clarity and execution discipline, highlighting that 3 of the 5 major business segments delivered record revenues in the quarter.

• Services business remains the high-ROE anchor of Citi's portfolio, management continues to invest in scaling solutions across transaction banking and trade finance

• Markets segment posted its best Q2 since 2020, led by record Q2 performance in Equities; trading revenue benefited from higher client activity amid macro volatility, a trend Fraser expects to sustain.

• Banking revenues rose 18% YoY; Citi participated in several high-profile transactions and gained wallet share. Management noted robust M&A pipelines and solid DCM activity.

• Cost of credit up 16% YoY, driven by a higher net build in allowance for credit losses, reflecting a more cautious stance on macro outlook, despite noting that the economy is more resilient than earlier expected.

•Management remains focused on the firm's multi-year transformation plan, with efforts to streamline operations, divest non-core international markets, and simplify the organizational structure.

• No specific timeline was provided for the Banamex (Mexico unit) IPO, but Citi reiterated commitment to the planned separation.

• The bank continues exploring digital asset infrastructure and hinted at potential stablecoin-related initiatives, positioning itself early for emerging tech regulation and adoption.

•™Client behavior shifts noted, Management flagged early signs of slowdown in client hiring and capex, particularly among corporates, though no broad-based stress was highlighted.

• Cost discipline remains a priority. Fraser reiterated that Citi is working to improve operating leverage while absorbing tech investments.

Asia/India highlights

• While there were no India-specific disclosures, management highlighted resilient cross-border flows, a key revenue stream in which the Asia-Pacific region plays a material role.

• Expansion in digital asset infrastructure and wealth platforms is likely to benefit Citi's franchise in Asia, where digital adoption is high and affluent customer growth is strong.

• No update was provided on Citi India's consumer exit progress (previously announced), but the bank reiterated that resource reallocation to institutional businesses in Asia continues.

Outlook & Guidance

• CY25 revenue forecast maintained at ~$84Bn, with Net Interest Income expected to grow ~4% YoY.
• ROTCE guidance of 10–11% by FY26 reaffirmed. CEO Fraser stressed this is a "waypoint, not a destination", suggesting a path toward sustained improvement beyond 2026.
• The firm remains committed to a $20Bn share repurchase program, supported by strong capital position post-stress test.

Wells Fargo & Co – Q2CY25 Earnings Updates

Asset cap lifted, strong earnings, management highlights growth flexibility with discipline

The company reported Q2CY25 net income of $5.5Bn, or EPS of $1.60, beating Street estimates of $1.40. Revenues stood at $20.82Bn, marginally ahead of consensus. ROTCE came in at 15%. Despite strong operational performance.

Management Commentary Highlights: CEO Charlie Scharf emphasized that the quarter marked a structural turning point with the lifting of the long-standing asset cap. Management reiterated their commitment to long-term risk discipline but signaled intent to now scale deposits and selectively grow loans across consumer and commercial segments. The organization has exited 13 regulatory orders since 2019, with seven closed this year, indicating improved regulatory standing.

Growth and Capital Allocation
The lifting of the asset cap restores balance sheet flexibility. Management plans to grow deposits more proactively and allocate capital toward higher-return segments such as corporate banking, trading, and investment banking. There is also an increased focus on the Premier and Affluent customer base, with $16Bn of net flows YTD in the Wealth segment and deposits up 10% YoY. The bank aims to gradually re-invest capital into core businesses while maintaining conservative capital buffers.

Cost and Efficiency Discipline
The bank reported its 20th consecutive quarter of headcount reduction, down 23% over five years. Expense management remains tight even as investments in digital banking, technology, and customer experience continue. Net interest income rose by $213Mn QoQ, driven by improved asset yields. Credit quality trends were favorable, with lower charge-offs in both consumer and commercial portfolios.

Capital Returns and Regulatory Update
Wells Fargo repurchased $6Bn of stock in H1CY25 and announced a new $40Bn buyback authorization. A 12.5% dividend hike to $0.45/share is planned for Q3, pending Board approval. The bank's stress capital buffer (SCB) will decline by 120bps in Q4, lowering the CET1 regulatory minimum to 8.5%, thereby improving capital deployment flexibility.

Digital and Segment
Active mobile users grew 4% YoY to 32Mn, and digital consumer account openings continued to rise. The auto loan book saw YoY balance growth for the first time in three years, and new credit card products supported higher balances and customer acquisition. Investment banking fees rose 16% YoY in H1, and the bank continues to gain market share in M&A and leveraged finance. Tech banking headcount rose 25% YoY, signaling focus on sector-specific expansion.

Management highlighted that while balance sheet growth will be gradual, the removal of the asset cap provides structural flexibility for higher returns. The bank expects to remain disciplined in capital deployment, monitor regulatory developments, and provide more clarity on capital targets in upcoming quarters. A ROTCE target of 15% is seen as a base, with potential upside.
AWL Agri Business Ltd Q1FY26 Concall KTAs
CMP: INR 263 | Market Cap: INR 342 Bn

AWL remains well-positioned for steady growth across segments. The edible oil business is expected to deliver consistent EBITDA and margin performance, aided by favourable duty structures and softening input prices. The Food & FMCG segment is in investment mode with strong volume and revenue growth potential, targeting INR 10,000 Cr revenue by FY27, Industry Essentials and subsidiary operations continue to generate healthy returns.

Financial & Operational Highlights

- Volume stood at 1.58 Mn tons, down 5% YoY, primarily due to the consolidation of regional rice (non-Basmati) business and sluggish palm sales, and absence of G2G rice orders; normalized volume decline was ~2%.
- Revenue grew 21% YoY to over INR 17,059 Cr, led by higher realizations in edible oils.
- EBITDA stood at INR 572 crore, while PAT came in at INR 238 crore. However, EBITDA was down YoY due to the exceptional base from the prior year's favorable commodity cycle.

Edible Oil Business: Trends & Outlook

- Q1 volumes were 960,000 tons, with revenue up 26% YoY to INR 13,415 crore due to higher input costs.
- Palm oil prices dropped below soya and sunflower oil prices by Q1-end, improving relative competitiveness.
- The company benefits from recent import duty cuts, differential duty hikes, and being India's largest palm oil importer.
- Capacity utilization at 59-60% allows headroom for growth. ROCE improved to 18% for the trailing 12 months.
- Outlook: Target EBITDA of INR 375–400 crore per quarter, Per-ton margins expected at INR 3,600–INR 4,000, Volume growth guided at 5–6%, with positive demand outlook supported by pricing and duty tailwinds.

Food & FMCG

- Q1 volume was 260,000 tons (down 5%), but revenue grew 4%+ to over INR 1,400 crore.
- Strong margin expansion in pulses, soya nuggets, and sugar poha; EBITDA touched INR 82 crore with an EBITDA margin of 5.3%.
- Basmati rice (Fortune & Kohinoor) volumes are up, with 8.4% market share and double-digit growth.
- Kohinoor's Guhana plant is now operational, enhancing supply reliability and enabling expansion.
- Outlook: Expect double-digit volume growth in the coming quarters, EBITDA to improve, though Q1 margins may not sustain fully due to consolidation. Food revenue target: INR 10,000 crore by FY27 (vs INR 6,100 crore LTM). New capacity additions (rice and flour) to support topline and margin expansion.

Industry Essentials, Subsidiaries & International Operations

- Industry Essentials segment grew 12% YoY to INR 2,230 crore, with 360,000 tons volume and INR 100 crore segment result.
- Both oleochemicals and castor oil businesses are running at full capacity; ROCE at 17%.
- (Tops brand): Revenue grew 9% YoY to INR 96 crore with 11% EBITDA margin and 50–52% gross margins. Post-acquisition initiatives include bundling with Fortune and automation.
- Bangladesh's business has stabilized, aided by IMF liquidity support.

Key Highlights

- The company now reaches 870,000 outlets, with rural expansion up 26% YoY; strong traction in e-commerce (+33%) and quick commerce (+73%).
- Capex of INR 500–600 crore planned for FY26, with INR 100 crore for maintenance.
- Employee costs up due to GD Foods consolidation.
- Other income (~INR 150 crore) includes hedge settlements, not considered one-off.

Emerald Finance Ltd – Q1FY26 Concall Highlights
CMP: INR 91 | Market cap: INR 3.13 Bn

OUTLOOK

Emerald Finance Limited reported a strong financial performance in Q1FY26, with a 53.2% YoY increase in consolidated total income to INR 67.4 mn. Asset quality remains robust, with only two minor NPA cases in the SME loan book totaling less than INR 0.5 million. Further, The Earned Wage Access platform continues to gain momentum, with partnerships secured with over 90 corporates across India.

Guidance

- The company aims to onboard 250 corporate clients for its Earned Wage Access (EWA) offering by FY26, with a long-term target of over 1,000 clients.
- It plans to scale monthly EWA disbursements to INR 0.15 billion, supported by improved distribution capabilities.
- Additionally, the company intends to list on the NSE by FY27, backed by a proposed preferential equity raise of INR 0.75 billion.
- A mobile application is set to launch this quarter to enhance user experience and drive disbursement efficiency.

Highlights

- Consolidated total income for Q1 FY26 stood at INR 67.4 million, registering a 53.2% YoY growth, supported by strong business momentum.
- Net profit grew 86% YoY to INR 31.9 million, reflecting enhanced profitability and operating efficiency.
- The Earned Wage Access (EWA) platform has onboarded over 90 corporates across India, indicating strong market acceptance.
- The company aims to onboard 250 corporate clients for its Earned Wage Access (EWA) offering by FY26, with a long-term target of over 1,000 clients
- Monthly EWA disbursals have crossed INR 40 million, showcasing increasing traction.
- Asset quality remains robust, with only two minor NPA cases in the SME loan book totaling less than INR 0.5 million; the EWA portfolio remains NPA-free.
- The company maintains a cautious underwriting approach, particularly in invoice discounting, to ensure low delinquency levels.
- Average loan tenure is around nine months, balancing credit risk and liquidity efficiently.

HDB Financial Services Ltd – Q1FY26 concall KTAs
CMP INR 841 | Market Cap INR 695.47 bn

OUTLOOK

HDB Financial Services is well-positioned for steady growth, with its loan book expanding 14.3% YoY to INR 1.09 trillion, supported by a 73% secured lending mix. Despite a 14% QoQ decline in disbursements due to recalibration in asset finance and unsecured segments, strong capital adequacy (CRAR at 20.18%) provides ample growth headroom. NII rose 18.3% YoY to INR 20.92 billion, though profit after tax moderated slightly to INR 5.68 billion, impacted by elevated credit costs (INR 6.7 billion) and rising delinquencies, with Gross Stage 3 NPAs increasing to 2.56% and stress visible in the 30+ DPD bucket. A revival in rural demand, driven by a favorable monsoon and rising farm incomes, is expected to further aid credit offtake, positioning HDB for sustainable growth despite near-term asset quality pressures.

Guidance

- The company expects a favorable macro backdrop aided by a stable monsoon, rising rural incomes, and improving rural consumption, which should positively impact demand across key segments.
- Recent regulatory rate cuts are anticipated to support credit growth and business expansion, particularly in consumption-linked categories.
- The consumer finance segment continues to perform well, with the company outlining plans to scale operations further, leveraging demand revival and improved affordability.

Highlights

- Total gross loan book stood at INR 1.09 trillion as of June 30, 2025, up 2.3% QoQ and 14.3% YoY, driven primarily by secured lending, which comprises 73% of the portfolio.
- Net interest income rose 6% QoQ and 18.3% YoY to INR 20.92 billion, supported by improved asset yields, as reflected in a moderate NIM expansion to 7.7%.
- PAT for Q1 FY26 came in at INR 5.68 billion, slightly lower than INR 5.82 billion in Q1 FY25, with ROA at 1.94% and ROE at 13.16% (annualized).
- Total disbursements were at INR 151.71 billion, declining 14% QoQ and 8.1% YoY, reflecting strategic moderation, particularly in asset finance and unsecured lending segments.
- Asset quality weakened, with Gross Stage 3 NPAs rising to 2.56% (vs. 2.26% in Q4 FY25 and 1.93% in Q1 FY25), alongside a notable increase in the 30+ DPD bucket, indicating early stress formation.
- Credit costs increased to INR 6.7 billion, up from INR 6.34 billion QoQ and INR 4.12 billion YoY, exerting pressure on operating profitability.
- The company remains well-capitalized with Capital Adequacy Ratio at 20.18%, providing adequate headroom for growth.
- Going forward, rural demand is expected to get a boost from a favorable monsoon and rising farm incomes, supporting consumption and lending activity.

Ola Electric Mobility Ltd – Q1FY26 Concall KTAs

Outlook: The Company expects FY26 to be a year of transition from operational neutrality to free cash flow positivity in the auto segment, by stronger sales, operating leverage, and reduced warranty provisioning. Motorcycle volumes are expected to contribute 15-20% of FY26 sales, while EV adoption is likely to accelerate again post-consolidation. With limited auto CapEx and 5 GWh of battery capacity scaling up, The plan is to redirect excess capital efficiently while maintaining its margin advantage through vertical integration.

Guidance

- FY26 volume target stands at 325,000 to 375,000 units, supported by Gen3 vehicles and the scaled rollout of the Roadster motorcycle.
- 15-20% of FY26 volumes are expected to come from motorcycles, by distribution expansion and strong consumer response.
- Auto business CapEx for FY26 is expected to be INR 4,000-5,000 Mn, with the segment projected to turn free cash flow positive by year-end.
- Cell business expected to break even at 3.5-4 GWh with ~80% yield; 5 GWh capacity to be fully operational by FY26-end.

Other Highlights

- Consolidated OPEX stabilized at ~INR 1,500 Mn; auto-specific OPEX at INR 1,000 Mn, with 10-15% reduction expected as volumes rise.
- One-time warranty provision of INR 2,500 Mn was made in Q4FY25; Gen3 warranty claims significantly lower.
- Gen3 vehicles contributed ~80% of Q1FY26 volumes, aided by superior quality, lower claims, and improved gross margins.
- The Roadster bike launched in June has received strong feedback, especially in semi-urban markets. Currently in 200 stores, it will be available in most outlets by Navratri.
- The 4680 cell-based vehicles will be delivered by the festive season. The Gigafactory has INR 15,000 Mn invested, with INR 12,000 Mn more to be deployed in FY26.
- Cell yield currently at ~60%; expected to reach 80% by year-end. Break-even point reached at ~3.5 GWh.
- Capital originally raised for expansion beyond 5 GWh may be redeployed for other productive use cases.
- MoveOS Plus subscription penetration rose to 70%; expected to reach 80-85% by FY26, supporting ASP improvement. Battery-as-a-service not prioritized; focus remains on integrated, in-house solutions.
- In-house ABS system under development, combining critical software and hardware to reduce costs and dependency on suppliers. The Company is the only EV OEM ready with an ABS-compliant product ahead of the 2026 mandate.
- Scooter segment dominated Q1FY26 volumes; motorcycle share to rise steadily through FY26. Internal cell consumption remains priority; third-party supply may be considered after scaling for adjacent verticals like home storage.
- EV adoption has moderated but continues to grow 3x faster than ICE. Industry in mid-S-curve phase. Vertical integration in motors, electronics, ABS, and cells remains a key margin driver.
- Wiring harness innovation, centralized electronics, and in-house motor controller development are lowering BOM costs.
- PLI benefits not yet factored into margins; discussions ongoing with the government on timeline extensions.

Tata Technologies Ltd - Q1FY26 Concall Highlights

Outlook- The company remains optimistic about recovery, with management expressing confidence in sequential improvement starting Q2 and a stronger H2FY26, backed by a stronger order book compared to the same period last year, closure of 6 large deals towards the end of Q1, and improving customer sentiment as clients move past short-term policy concerns to focus on long-term product investments.

- Total Headcount stood at 12,407, net reduction of 237 or 2% QoQ. Attrition rate 13.8% up from 13.2% in Q4FY25. Continued investment in digital engineering, embedded systems, and AI-led transformation.

- 6 large deals closed in Q1; 4 exceeding $10 Mn, 2 in $5-10 Mn range.

- Order Book stronger than same time last year. Management expressed confidence in improved conversion rates.

- Services segment, 77% of revenue Particularly impacted by North American market customers. Affected by U.S. tariffs and geopolitical uncertainty.

- Technology Solutions segment which is 23% of revenue Grew 7.3% QoQ driven by education vertical recovery. Products portfolio faced seasonal softness. Expected momentum improvement in H2FY26.

- Aerospace Segment - Strong demand in MRO, PLM, manufacturing engineering, and digital transformation. The company is building relationships beyond Airbus with supply chain partners.

- BMW joint venture continues to outperform expectations with 35% sequential growth in share of profits to INR 48 Mn. JV is ahead of schedule and expected to surpass 4-digit headcount mark well before calendar year-end. Net benefit of INR 130 Mn from JV accounted for 5.6% of pre-tax profits.

New Client Engagements

- Partnering with Asian airline on transformative project to design and deploy integrated aircraft docking system.

- Selected by leading European luxury OEM for body engineering, powertrain systems, and digital product development and also nominated as preferred strategic partner for North Asia region.

- Engaged by global commercial truck OEM as preferred engineering partner in multi-year program.

- Forged new alliances with National Instruments and Emerson to co-develop next-generation validation, automation, and digital twin solutions. Deployed proprietary AI framework Chromosome AI at North American Tier 1 automotive company across 100 plants.

Other Highlights

- Q1 performance was impacted by US tariff announcements. Customers exposed to North American market recalibrated product investments due to tariffs and geopolitical uncertainty. Management believes these factors are short-term in nature.

- Management remains optimistic about sequential recovery in Q2 and stronger H2FY26. Deal pipeline today is stronger than same time last year with increased visibility and confidence in improved conversion rates.

- Anchor customers Tata Motors and JLR have reaffirmed commitment to new product investment during investor interactions.

- Company maintains double-digit growth as North Star despite Q1 challenges. The management will reassess full-year outlook after Q2 performance.

- Strong focus on engineering software-defined intelligent industry and sustainable value delivery. EV adoption moderation viewed as temporary pause, not structural reset, with continued strategic positioning in electrification.

- The company is maintaining capacity and capability investments despite margin pressure to position for recovery.

- Focused hiring approach while protecting strategic talent acquisition in high-priority areas. Continued investment in skill enhancement and upskilling, especially in SDV, AI, and cybersecurity domains.

HCL Technologies Ltd Q1FY26 Concall KTAs

Outlook - The management has revised their full-year revenue guidance upward to 3-5% growth from earlier expectations but lowered margin guidance to 17-18% for FY26, down from their usual 19-20% range. The margin pressure is expected to be temporary, driven by one-time restructuring costs, continued AI and sales investments, and utilization challenges that should normalize by Q3. The company is confident about returning to 19-20% margin range by FY27 as AI investments stabilize and revenue growth accelerates. Strong demand is visible in financial services and technology verticals, while manufacturing and automotive segments remain under pressure.

Client Portfolio

- The company added 6 clients in the $50 Mn category and 11 clients in the $20 Mn category on a YoY basis. On a QoQ basis, HCL Tech added 2 clients in the $50 Mn category, 6 in the $20 Mn plus category, 4 in the $10 Mn+ category, and 8 in the $1 Mn+ category.

- Net new bookings for the quarter were $1.8 Bn. The company won a large consolidation opportunity in financial services vertical, though not accounted for in Q1 TCV value. 2 large deals expected to close in Q1 moved to Q2 due to procedural delays, with management optimistic about their conversion.

AI and Digital Transformation

- The company's AI Force platform is now deployed across 35 clients with 70+ deployments. It signed a strategic partnership with OpenAI to drive large-scale enterprise AI transformation as one of the first strategic services partners.

- AI and Gen AI share continues to grow as they become central to nearly every client engagement.

- The company is witnessing deal sizes increasing from exploratory POCs to strategic multimillion-dollar AI partnerships.

Other Highlights

- The company plans to execute a restructuring program on both people and non-people side to provide structural agility for the AI era. Restructuring costs are expected to have a 30-40 bps impact on margins in subsequent quarters.

- The company integrated NVIDIA AI Enterprise with AI Force and NVIDIA Omniverse with physical AI solution Smart Twin.

- Beyond OpenAI, the company announced partnerships with UiPath to accelerate agentic automation and launched agentic AI solutions with Google Cloud.

- Techfield Software had a weak quarter after several quarters of good performance, declining 3% YoY. ARR stood at $1.06 Bn, showing 1.3% increase YoY. The company is consciously working to improve subscription and SaaS revenues for better future performance.

- Total employee count stood at 223,151, a slight reduction of 269 employees. IT services voluntary attrition on LTM basis was 12.8%.

- Specialist or elite category fresher compensation is 3x higher than base compensation in services, and 4x higher in software.

- USA grew 0.5% YoY, Europe delivered a growth of 9.6% YoY, contributing significantly to overall performance. RoW grew 15% YoY, and India grew 1.3% YoY, a steady domestic performance.

- Manufacturing vertical faced stress driven by automotive sector challenges, with management not expecting quick recovery. Life sciences, retail, and CPG segments showed pressure, though some areas within these verticals performed well.

- Technology and services vertical grew 13.7% YoY, driven by a ramp up in March within the tech vertical. Telecom and media grew 13% YoY.

- Retail and CPG grew 8.2% YoY. Financial services grew 6.8% YoY, with management expressing confidence in continued discretionary spending.

- Utilization dropped during the quarter as the company built capacity in March for specialized skills and a large deal that is taking time to ramp up. ~80 bps of margin impact came from lower utilization issues.

- The company faced a runoff impact from a client bankruptcy, contributing 30 bps to margin decline. One large deal ramp up in contact center transformation using conversational AI saw gradual progress.

ArisInfra Q4FY25 Concall KTAs
CMP: INR 162 | MCap: INR 13.14 Bn

ArisInfra Solutions operates an asset-light, tech-driven supply chain network for construction materials, catering to over 2,800 customers with a growing vendor base of 1,800+. FY25 saw major improvements in working capital cycle reduced to 110 days in Q4, service revenue grew 4x since launch, and rising profitability, aided by higher contribution from contract manufacturing ~33.4% and services at 5-7% with EBITDA margins of 60-70%. Top 20 clients contribute ~45% of revenue, reflecting strong repeat business of 80%. Aggregates, RMC, and chemicals now drive 83%+ of revenue, shifting focus away from commoditized segments like steel/cement. Management guides for 40-50% topline growth and 60-70% EBITDA growth over 2-3 years, supported by margin expansion, deeper customer wallet share, and increasing contribution from JV-led contract manufacturing and high-margin service offerings.

Business Model
- Aries Infra Solutions operates as an organized, technology-enabled material supply and services network for India's fragmented construction industry, addressing long-standing supply chain inefficiencies.
- Operates an asset-light model, leveraging partnerships with over 1,800 SMEs/MSMEs to serve 2,800+ customers across multiple project sites in India.
- The company serves as a reliable partner for large developers and contractors, providing consistent bulk material supply, assured quality, and end-to-end execution support, including sourcing, quality checks, delivery, and documentation.

Debt Position and WC
- D/E ratio improved to 1.44x from 1.9x, with INR 2,040 Mn of IPO proceeds used to repay debt, reducing the annual interest burden by ~INR 250 Mn.
- Net working capital cycle improved from 120 days to 110 days, with a target of 85-90 days in the next 2-3 years through better collections, tighter credit management.

Operational Highlights
- Vendor base grew 26% YoY to 1,838 from 1,458 in Q4FY25, enhancing supply network reliability.
- Registered customers increased 30% to 2,779 from 2,133, with 80% of revenue from repeat orders, up from 73% in FY24.
- Average daily dispatches rose to 665 trucks per day from 484, peaking at 816 in Q4, with total material delivered up 36% to 54.47 lakh MT.
- Contract manufacturing share increased to 33.4% from 17.6%, improving margins and supply reliability.
- Services revenue grew 4x since launch, contributing 5-7% of total turnover with margins of 60-70% due to low direct costs.
- Higher-margin products like aggregates, RMC, chemicals, and blocks contribute over 83% of revenue, with steel and cement down to 11% from 25%, aligning with the focus on controllable segments.
- Active service order book stands at ₹225 crores across seven live projects, with projects worth over INR 10 Bn under management, improving margins.

Segmental Breakup
- The company achieved blended gross margins by product from aggregates 11-13%, RMC 10-11%, chemicals 13-14%, blocks 8-8.5%, steel/cement accounts to 3-5%, and other bundled materials 8-10%.

Product mix

- Aggregates account for 25-26%, steel/cement is 6%, and services are 5-7%.
- Contract manufacturing margins are at 12-14% are significantly higher than traded materials of 6-7%, driving overall margin.

Revenue Contribution

- Top 20 customers contribute ~45% of total revenue, with 80% business coming from repeat orders, playing a critical supplier for large infra contractors and developers.
- Company has a ~60:40 split between infra projects and real estate.

Guidance

- Targeting revenue to grow by 40-50% YoY and 60-70% in EBITDA growth over the next 2-3 years, by increasing wallet share, new customer onboarding.
- The company focuses on increasing wallet share from large developers and contractors serving only 2-5% of their total demand.
- Focus on enter aggressively into higher margin segments with controllable materials like RMC, aggregates and chemicals.
- The company uses bundling offers for deeper customer integration and higher margins.
- Targeting to increase contract manufacturing share to 35-40% over 2-3 years, with secured capacities in aggregates of ~3 lakh tons/month and RMC at 40-50k meters/month.

Other Updates

- Currently operates two JVs in Mumbai and South India, with plans to expand through additional JVs or exclusive supply agreements to secure capacity.

Anand Rathi Wealth Ltd – Q1FY26 Concall KTAs
CMP INR 2218 | Market Cap INR 184.2 bn

OUTLOOK

ARWL has posted strong set of results during the quarter. Company has been performing consistently since past few quarters. We expect the growth momentum to continue in the coming periods, lead by the strong macro – economic trends. Their PAT is expected to grow by 20 – 25%, driven by positive macroeconomic indicators. Equity markets rebounded sharply in Q1, supported by renewed domestic investor interest and moderating FII outflows. Looking ahead, India's GDP is projected to grow by 6.6% in FY26, driven by strong domestic demand, increased government capital expenditure, and a healthy financial sector. This macroeconomic backdrop is expected to fuel the rise in HNIs and UHNIs, presenting significant growth opportunities for the wealth management industry. We believe that the company is strategically positioned to capitalize on the expanding market and remain positive on the long - term performance of the company.

Guidance for FY26

- Company has given a revenue guidance of INR 11.75 bn (Q1FY26 Actuals: INR 2.84 bn) for the whole FY26.
- PAT is expected to grow by 20 - 25% for coming quarters with a guidance of INR 3.75 bn (Q1FY26 Actuals: INR 0.94 bn) for FY26.
- AUM guidance of INR 1,000 bn (Q1FY26 Actuals: INR 877.97 bn).

Private Wealth Business

- PAT margin improved by 250 bps QoQ and up 310 bps YoY to 33%.
- AUM increased to INR 857.42 bn (+11% QoQ, +27% YoY).
- Active clients increased to 12,330 in Q1FY26 v/s 11,732 in Q4FY25 (+5% QoQ, +19% YoY).
- Company RMs count stood at 382. It is expected to be reach around 500 RM in next 3 - 4 years.

Digital Wealth Business

- AUM increased by 19% YoY and 13% sequentially at INR 20.55 bn.
- Number of clients grew by 30% YoY and 9% QoQ to 6,627.

OFA business (Omni Financial Advisors)

- Assets under Administration (AuA) of MFDs on this platform is INR 1,578.70 bn (Q4FY25: INR 1,429.35 bn, Q1FY25: INR 1,411.24 bn).

Industry Highlights

- The AUM to GDP ratio of India came at 9.2%, which is quite low as compared to global AUM to GDP ratio of 32.4%. The global average is 4x of India. This implies that India has a huge scope of penetration towards professionally managed financial assets like mutual funds.
- The HNI population in India has been growing at a 21% CAGR since 2017 and is expected to grow at 15.7% CAGR till 2027. Strong macro-economic trends and a growing HNI families expected to drive growth in the Indian wealth solutions space.
- Indian households allocated approximately 55% of their financial assets in low but guaranteed returns assets, such as deposits, small savings and pension and provident funds and approximately 8% of the financial asset is held in cash with no return.
- There is massive potential to increase the share of equity in client portfolios. Equity investment needs guidance, thereby, creating huge opportunity for wealth outfits.

Elecon Engineering Q1FY26 Concall Highlights
Mcap: INR 138.9bn | CMP: INR 619

Outlook & Valuation: Elecon Engineering is expected to grow 25% CAGR over the next few years, and margins are expected to be 24%-25% going forward. The order book stood at INR 11.1bn, and it regularly gets orders from customers. The capex is expected to be INR 4bn over the next 3 years and is expected to generate incremental revenue of INR 5bn going forward. The exports were impacted due to geopolitical challenges in the Middle East; however, optimistic over the long term. The company is focusing on high-margin engineered products and expanding its presence in international markets, particularly through OEM partnerships. The company is also exploring opportunities in refurbishment services, with plans to expand its service teams in the USA and Europe. We have a positive outlook on the stock.

Revenue is expected to grow 25% CAGR over the next few years.

Margins are expected to normalize to 24% in FY26E.

Gear division EBIT margins are expected to be 24%-25%, supported by improved product mix and revenue from the new facility.

Capex
- The new Gear facility was commissioned (capex: INR 3bn), which is expected to contribute additional revenue of INR 5bn going forward.
- The capex is expected to be INR 4bn over the next 3 years. The major capex for the gear division (INR 3.65bn) and INR 350mn for the MHE division.

Order book
- The order book stood at INR 11.1bn (+17.2% YoY in Q1FY26. The order inflows stood at INR 6.14bn (+12.7% YoY) in Q1FY26.
- Gears order book stood at INR 7.1bn and MHE division order book stood at INR 4bn in Q1FY26.
- Defence orders are expected to be INR 2bn in FY26E and INR 10bn P17 brave project order in the future.

Exports
- Export revenue was impacted due to geopolitical challenges in the Middle East, particularly delays in deliveries worth INR 140mn caused by the Israel-Iran conflict.
- Exports revenue share is expected to reach 50% by FY30E.

Arbitration
The company has received INR 250mn from an arbitration settlement in Q1FY26, which added to revenue and an additional INR 100mn under other income. The company has initiated two more arbitration proceedings, and an outcome of INR 200mn or more is expected in 1-2 years.

Gears
Gear division revenue share is around 73% in Q1FY26. Standard and engineered products revenue mix stood at 57:43 in Q1FY26; however, the mix is expected to be 50:50 going forward.

MHE
MHE revenue is expected to be INR 6.5bn, and margins are expected to be 23% in FY26E.

Other highlights
- The demand remains robust in core sectors like power, cement, and steel, with the power sector.
- The company is focusing on high-margin engineered products and expanding its presence in international markets, particularly through OEM partnerships.
- The company is also exploring opportunities in refurbishment services, with plans to expand its service teams in the USA and Europe.

asDodla Dairy Acquisition of Osam Concall Highlights
CMP: INR 1421 | Market Cap: INR 86 Bn | TP: INR 1,779

Dodla Dairy's acquisition of Osam aligns with its long-term strategy to penetrate the high-growth Eastern India dairy market, leveraging synergies in pricing and logistics, with Dodla as a net milk powder seller and Osam a buyer. The company aims for self-sufficiency in milk procurement, operational efficiency, and retention of the strong Osam brand, with potential regional additions. Targeting 10% volume and 15% value growth organically in India (excluding Africa), Dodla will scale operations without immediate capex, positioning it to capture a larger share of the organized dairy segment and drive sustained profitability.

Acquisition Overview
Dodla Dairy Limited announced the acquisition of HR Food Processing Private Limited, operating under the premium brand "Osam," for a total transaction value of INR 2,071.0 Mn. The deal, structured as an all-cash transaction, is financed through Dodla's internal cash reserves, leveraging its net cash position. The enterprise value is pegged at INR 2,472 Mn, with a net cash adjustment of INR 238 Mn. The acquisition involves a 100% stake purchase and is expected to close within one to two months from the signing of the transaction documents.

Osam Financial Highlights (FY25, Unaudited)
Revenue: INR 282.6 cr in FY25, reflecting steady growth from INR 248 cr in FY23 and INR 254 cr in FY24, driven by 3-4% volume growth.
Gross Profit Margin: 25%, indicating healthy pricing power.
EBITDA Margin: 5%, constrained by regional dynamics such as lower GDP states and pricing pressures from cooperatives.
VAP Contribution: 28% of revenue in FY25, up from 20% in FY22, signaling a shift toward higher-margin products.
PAT: INR 2.8 cr.

Key Highlights
• Market Expansion: This deal marks Dodla's first entry into Eastern India — a region growing fast due to more people moving to cities and higher incomes. It helps Dodla grow its business and reach new areas.
• Geographical Diversification: The acquisition enhances Dodla's national footprint, particularly in high-demand states such as West Bengal, Odisha, Bihar, and Jharkhand.
• Market Potential in Eastern India: Eastern India's dairy market is growing faster than the national average, driven by urbanization and rising incomes. With low per capita milk consumption and only ~20% of the market organized, Osam's early-mover advantage positions it well to capture growth as demand and formalization increase.
• Operational Synergies: Osam's product range, including milk and value-added products like curd, lassi, paneer, sweets, and ghee, closely matches Dodla's portfolio, allowing easy integration and wider offerings. The acquisition strengthens Dodla's milk sourcing and processing in Eastern India while leveraging Osam's distribution network to boost reach in new and underserved markets.

Procurement and Infrastructure:
Milk Procurement: Averages 1.1 LLPD at INR 37.45 per liter, sourced from over 2,000 farmers across Bihar and Jharkhand, with a broader network of 25,000 farmers.
Infrastructure: Operates over 100 collection centers, 19 chilling centers, and two processing plants with a total capacity of 1.8 LLPD. Current utilization is 70-73% (140,000-145,000 liters), with one idle plant offering expansion potential.
Buffalo Milk: Accounts for 65-70% of procurement, aligning with regional preferences for higher-fat milk.

Market Presence:

• Strong foothold in Bihar (56% of sales) and Jharkhand (44%), with procurement from Bihar (45%), Jharkhand (22%), and West Bengal (33%).

• Key markets include Patna, Ranchi, and other district headquarters, competing with players like Sudha, Amul, and ITC.

• Commands a 10% market share among organized players in Bihar and Jharkhand, where the organized segment constitutes 20-30% of the total dairy market.

• Urban and rural market dynamics are balanced, with minimal differences in share across metros like Patna and smaller towns.

• Reason for Sale: The transaction was driven by the exit of private equity funds, which held a 90% stake in Osam and faced pressure to divest due to the end-of-life cycle of their funds.

Post-Acquisition Strategy and Outlook

• The majority of Osam's team will be retained, with Dodla deploying senior personnel to ensure operational continuity.

• Osam's two promoters will exit after a 2-3 month transition period, supported by a two-year non-compete clause.

• Margin Improvement: Dodla targets an increase in Osam's EBITDA margin from 5% to 9-10%, aligning with normal India margins, through enhanced economies of scale, procurement efficiencies, and logistics optimization.

• Margin pressures in Eastern India, driven by lower GDP states and cooperative pricing, are expected to ease as Dodla implements its operational expertise.

Financial Projections:

• ROE/ROCE: Expected to range between 15-20%, reflecting efficient capital deployment.

• IRR: Targeted at ~17%, indicating attractive returns on the investment.

• Working Capital and Debt: Osam operates a cash-and-carry model with no working capital constraints. The transaction is debt-free, with existing debt to be cleared before closing.

GTPL Q1FY26 Concall KTAs
CMP: INR 116 | M.Cap: INR 13.03 Bn

GTPL Hathway to increase its broadband presence from 11 to 26 states, capitalising on India's low broadband wireline penetration currently at 12–13% and expected overall double-digit revenue growth in FY26E. The company added 20k broadband subscribers' YoY, a 25% increase, reaching a total of 1.05 Mn users, with significant traction in Gujarat with 80% market share. Cable TV growth was flat QoQ but declined by 5% YoY due to rural churn because of free DTH and OTT competition; the new HITS platform launching in Q3FY26E is expected to help compensate for this decline in underserved areas. Operating EBITDA margin stands at 22%, with a target of 23–25% by FY26, supported by subscriber growth and bundled plans and overlapping subscribers. Capex of INR 3.5 Bn will be invested across broadband and cable to facilitate expansion and infrastructure upgrades.

Guidance
- Company has plans to expand to 15 more states for broadband services, where presently it has a presence in only 11 states, to expand its TAM.
- Targeting lower double digit growth in FY26E, with the broadband segment likely to witness higher CAGR with lower market penetration of 12-13%.
- Operating EBITDA margin now at 22%, with an aim of 23-25% by the end of FY26E, supported by HITS platform launch and growth in subscribers.

Cable Segment
- It has 9.06 Mn pay digital cable TV subscribers, with 8.90 Mn paying customers in Q1FY26.
- Subscription revenue rose 1% QoQ to INR 3,018 Mn but fell 5% YoY as a result of increased industry churn and competition from telcos, OTT services, and free DTH channels in rural pockets.
- Gujarat accounts for ~20% of the cable subscribers, ~1.7-1.8 Mn, with other major states being AP & Telangana at 13-14%, Maharashtra at ~8-9%, North East and Bihar both at 7% each.
- GTPL has planned to expand in dark cable rural segments through the HITS platform. HITS platform uses satellite technology for the provision of cable TV services.
- HITS platform to roll out in Q3FY26E, regulatory approvals underway and has made INR 100 Mn as licensing fee and INR 400 Mn paid as bank guarantee.

Broadband Segment
- Active broadband stood at 1.05 Mn, with the addition of 20k new subscribers, with ~25 YoY growth.
- For the home passes stands at 6 Mn, with an addition of ~50k YoY, that is ~70-75% are FTTH ready.
- Broadband ARPU is ~INR 465 up by ~INR 5 YoY with avg monthly data usage at 410 GB up by 17%.
- Company has achieved an 80% market share, broadband subscribers in Gujarat with 17-18% home pass penetration.

Bundled Offerings
- Both segments have overlapping subscribers of ~37-40% of broadband subscribers having cable tv, boosting shared infrastructure for cost efficiency.

Capex
- Company has incurred a capex of INR 800 Mn in the cable TV and broadband segment, including network materials and set-top boxes.
- To develop the Cable TV business, the company has planned capex of INR 2000 Mn in which HITS platform investment is also included.
- In the Broadband segment, the company will incur INR 1500 Mn for FY26E, including higher maintenance capex due to higher industry churn.

Opportunity in Broadband penetration & Cable TV consolidation

- Cable TV segment experiences consolidation with ~40-45 Mn subscribers remaining with smaller MSOs, and GTPL has massive opportunities to establish further its market leadership.
- Currently, wireline broadband is available to only 12-13% of India's 350 Mn households, providing a multi-decade growth opportunity for the company, especially in under-penetrated areas.

Challenges

- Cable TV segment witnessed a churn of 5% YoY fall owing to competition from telcos, OTT players, and free DTH in rural areas. Karnataka business witnessed underperformance, and Maharashtra subsidiaries' revenue in cable TV fell 5% YoY.

5paisa Capital Ltd – Q1FY26 Concall Highlights
CMP: INR 409 | Market Cap: INR 12.8 Bn

OUTLOOK

The company has shown signs of recovery on a sequential basis, overshadowed by steep YoY declines. Profitability improved sequentially driven by marginal improvement in margins and positive market conditions. Company remain focused on launching new product features and upgrading their technology platforms, with continued emphasis on quality customer acquisition.

Guidance

- Plans to continue investment in product development and customer experience enhancement.
- Algo trading platform launch planned shortly to broaden trading capabilities.
- Focus on high-quality customer acquisition ensuring robust lifetime value and sustainable paybacks.

Industry Overview

- Derivative Average Daily Turnover (ADTO) has seen an exponential rise at 85% CAGR over the last 5 years. However, recent quarters have seen a slight correction, driven by regulatory changes.
- Number of NSE Active clients has seen a 2.6X growth in the past 5 years. After a slight dip in FY23, active NSE clients has surged to 48.6 million in May'25, highlighting sustained investor engagement and momentum.
- 6.6 Mn demat accounts have been opened in Q1FY26.

Highlights

- Client Acquisition: 0.8 lakhs (Out of which 85.6% STP) (-65.81% YOY, -12.09% QOQ).
- ADTO (Avg daily turnover): 2.25 Tn (-38.69% YOY, +16.58% QOQ).
- Average funding book: 3.12 bn (+20.22% QOQ).
- The company's Q1 FY2026 profitability has seen an improvement of 13.68% QoQ and decline by 42.79% YoY at INR 115 mn, driven by marginal improvement in margins and positive market conditions.
- PAT margin for Q1FY26 stood at 15% (Q4FY25: 14%, Q1FY25: 20%).
- In Q1FY26, Other expenses saw a decline of 37.43% YoY and increment of 10.69% QoQ at INR 321 mn. The rise in expenses during the quarter was variable in nature and aligned with revenue growth.
- Segmental breakup: Brokerage Income 356 mn (46% of Total Revenue), Allied Broking Income 180 mn (23% of Total Revenue), and other operating Income 242 mn (31% of Total Revenue).

Tata Elxsi Ltd Q1FY26 Concall Highlights

Outlook - Media and communication business to recover starting from Q2 with a large deal fully ramping up by the second half of the year, while the healthcare segment is expected to remain volatile due to tariff issues and its smaller customer base, though recovery is anticipated in H2. The company is investing in new verticals like aerospace and defense, and while they are making AI and Gen AI investments, the impact on productivity is expected to be limited due to legal and liability concerns in the engineering space.

Guidance

- Wage hikes deferred to Q3FY26 from usual Q2 cycle. Aims for FY26 to outperform FY25 as growth, large deal ramp-ups and margins improve.

- Vertical-wise growth led by Transport, followed by Media. Healthcare to stay weak due to tariff issues.

- Expects steady margin and bottom-line improvement as Transport and Media businesses recover, aided by capacity investments and deal wins.

- Medium-term EBITDA margin guidance at ~29%-30% as deal execution progresses and revenue momentum returns.

- In Q2 FY26, expects INR 500 Mn revenue from Defence vertical, with meaningful ramp-up in the medium term.

Other Highlights

- Demand seen across infotainment, body chassis, cockpit (SDV), and ADAS. US auto market remained soft, while APAC performed well.

- Transportation segment declined 5.3% YoY (cc) but was flat QoQ. In actual currency, revenue grew 3.7% QoQ on deal execution, including SDV-related deals with Mercedes-Benz, a European OEM, and Suzuki. Growth expected to sustain, backed by new wins and a healthy pipeline.

- JLR business remained stable. Management expects flattish performance with marginal growth ahead.

- Demand focused on AI, Automation, vendor consolidation, and efficiency deals. Ramp-up of large Q4FY25 deals to start in Q2FY26, completing by Q4FY26.

- Tier-1 business remained challenging, with 70%-75% of transportation revenue now from OEMs. OEM business faced pressure from tariff uncertainty in Q1.

- Media & Communications de-grew 13.2% YoY and 5.5% QoQ in cc terms. Decline due to transition investments for large deals won in Q4FY25. Growth revival expected from H2FY26 as these ramp up. Recovery planned from Q2 onwards.

- Healthcare de-grew 13.5% YoY and 6.7% QoQ in cc terms. Impacted by US tariffs affecting medical device programs and 2 key customers. Recovery expected in H2FY26 with new client additions aiding growth. Volatile segment due to size and customer concentration.

- US healthcare clients faced tariff-driven cuts in discretionary and R&D spends. Some projects paused, but new logos added to support future recovery.

- Won a multi-Mn USD 'Design Digital' deal with a US tech major for AI and product development, set to boost Media vertical ahead.

- Won strategic deal with European Pharma-Biotech leader for connected radioactive pharma infusion devices for cancer imaging.

- Headcount declined by 287 QoQ to 12,127 in June 2025. Plan to hire 400 in Q2FY26.

- New logo additions happening alongside existing customer expansions.

- Total costs remained flat - only 40-50 Mn increase QoQ.

- Tax rate normalized to ~26% (vs 23% last year) due to SEZ benefits ending. Moving from 100% tax exemption to 50% bracket.

- Entered into new geographies - Middle East, Africa, Latin America, Southeast Asia. Currently small business in new regions with ramp-up potential.

Aurobindo Pharma Ltd- Q1FY26 Concall Highlights
CMP: INR 1,079 | Market Cap: INR 626 Bn

Outlook
The company maintains a strong outlook for FY26 aiming to achieve 20–21% EBITDA margins supported by robust growth in the European formulation business, recovery in Pen-G operations, and initial biosimilar revenues. Despite pressure in the US and API segments, steady performance in emerging markets and capacity additions in China and the US are expected to drive future growth. The focus remains on optimizing existing facilities, stabilizing new launches, and integrating strategic acquisitions like Lannett.

Financial Highlights
- Revenue stood at INR 78,680 Mn reflecting 4% YoY growth and 6.1% decline on QoQ basis.
- EBITDA stood at INR 16,030 Mn reflecting 1% decline on YoY and 10.5% decline on QoQ basis.
- EBITDA Margin for the quarter is 20.4%.
- PAT stood at INR 8,240 Mn reflecting 10.2% YoY and 8.7% QoQ decline.

Guidance
- The company is confident of achieving its internal target margin of 20-21% in FY26.

Key Business Segment
Overall Formulation Business
- Witnessed a 7% YoY growth, reaching INR 69,530 Mn making up about 88% of total revenues.
- This growth was led by strong performance in Europe and key emerging markets.

API Business
- The segment contributed 12% overall revenue.
- Declined 16% YoY to INR 9,160 Mn impacted by geopolitical challenges, business mix and pricing pressures. This pricing pressure is due to both domestic supply and imports.

US Formulation Business
- Revenues declined by 4% YoY to $4.8 mn. This decline was mainly due to a significant reduction in Revlimid sales and a temporary moderation in customer demand, possibly due to seasonal dynamics and destocking from last quarter's inventory in anticipation of tariffs.
- Despite lower Revlimid sales, overall sales were partially offset by steady demand in the base business and 15 new product launches.

European Formulation Business
- Continued its strong growth trajectory delivering 9% YoY revenue growth.
- Expects to cross the milestone of 1 bn Euro in annual revenues for the region by the end of FY26.
- Margins are improving, moving from mid-teens to high-teens and soon reaching 20% due to increased in-house production.
- European injectables have seen a 20% growth rate due to market shortages and the company plans to add two more oncology lines to meet demand.

Strategic Developments & Projects
Pen-G Manufacturing Plant
- Secured renewal of consent to operate and wastewater disposal clearance and successfully resumed operations on July 1st.
- Company is confident of generating healthy EBITDA from Q3 onwards and cutting down losses.
- The plant is currently operating at 50-60% utilization focusing on improving yields.
- They expect to produce between 7,000 to 8,000 tons this year, with potential revenue contributions of around INR 1,500 Mn but clear clarity will be getting by Q2.

Biosimilars
- Approvals have started coming in from Europe.
- Expect revenue to start from Q3/Q4 with EBITDA margins well above the company average.
- They have four product approvals for Europe and are making manufacturing quantities for commercial supplies with a small single-digit commercial revenue expected in the first six months.
- The focus for the next couple of quarters is to stabilize supply chain, QP testing services, and distribution deals.

China Facility
• Company has approximately $145 mn invested and commenced production in Q4 FY25 and invoicing started in Q1 FY26.
• Ramping up as expected and will begin contributing to revenue in coming quarters and expected to break even at the EBITDA level by Q3 FY26.

US Dayton Facility
• Approximately $70 mn invested and expected to start producing from Q2/Q3 FY26, pending regulatory approvals.

Lannett Acquisition
• Subject to FTC approval, expected to take 8 to 12 months and the integration is expected to be very easy due to similar products.
• Manufacturing capacity is only 40% utilized, providing 60% spare capacity for Aurobindo's portfolio especially for the government market.

Capex
• Net capex for the quarter was $73 mn aligned with investment priorities in expanding manufacturing footprint, enhancing compliance and automation.
• Company is not expecting any further greenfield capex investments in the near to midterm and focus will be on maintenance, replacement capex and capacity enhancements in existing facilities.

DEEP Industries Limited – Q1 FY26 ConCall Highlights

CMP: INR 532.00 | MCap: INR 33.98 Bn

Overview

The company is at full rig capacity with over INR 140 Cr in new Oil India contracts and expects 150-200BPS margin gains from Kamala Energy next year. It posted strong yoy growth with revenue up 61.6% and PAT up 59.3%. Dolphin Offshore will contribute INR ~100 Cr at 65%+ margins next year, with a INR 350–400 Cr capex plan due by Q3. With a INR 700 Cr bidding pipeline and the new HF Hunter JV, it expects 30%+ revenue growth and even higher PAT.

Operational Overview

- Currently at 100% capacity utilization of rigs

- LOA of INR 45.33 Cr from Oil India for 3yr deployment of workover rig in Rajasthan

- Contract of INR 96.72 Cr from Oil India for 7yr charter hire of workover rig in Assam & Arunachal Pradesh

- Kamala energy to contribute from next FY (improve operating margins by 150-200 BPS

Financial Highlights

- Revenue: INR 199.5 Cr up 61.6% yoy

- EBITDA: INR 95.0 Cr up 54.7% yoy (44.6% margin up 120BPS)

- PAT: INR 61.7 Cr up 59.3% yoy (29.0% margin up 250BPS)

- Trade receivables: 2yr timeline to collect ~300-350 Cr then consider write offs

Dolphin Offshore

- Contract of USD 30,000 a day should contribute around 100 Cr this year with 65%+ margin

- Planned 350-400 Cr capex exploring debt, JV, equity, and other instruments with expected clarity to be attained by Q3

- Dolphin faces 2 Cr interest and depreciation costs for each vessel in Q1 with expectation to maintain similar costs for rest of year

- Currently Dolphin has two vessels operational with plans to add two more to the fleet

Guidance

- The company expects 30%+ yoy revenue growth and improving margins from Kamala alongside production improvements suggest the PAT yoy growth should be even higher

- The company's expected bidding pipeline is 700 Cr for the coming year with optimistic expectations for conversion

- The company has invested USD 2.2mn in HF Hunter forming a 35% stake in a JV. Expected turnover contribution is USD 17000-20000/day with strong ~50% margins

INOX India Ltd – Q1FY26 Concall KTA's

Outlook: The company expects strong revenue momentum to continue in FY26 and FY27, by rising LNG adoption, global scientific projects, and expanding keg exports. LNG is positioned as the dominant transition fuel for the next 8-10 years, while new products such as CO_2 batteries and UHP ammonia containers open niche, high-margin markets. The Savli plant and Kalol capacity expansion are expected to contribute significantly from FY26 onward. With regulatory clarity improving and demand from OEMs, clean energy projects, and data centers building up, the company is confident of maintaining 18-20% growth with improving profitability and execution efficiencies.

Guidance
- FY26 revenue growth is guided at 18-20%, with LNG, Cryo-scientific, and kegs expected to be major contributors.
- LNG tank capacity is being scaled to 5,000-6,000 units per year at Kalol, with potential revenues of INR 2,500-3,000 Mn annually.
- The Company sees LNG as a transition fuel for 8-10 years; marine, mobility, and terminal demand will support more than 20% annual segment growth.
- The keg division aims to sell 100,000 units in FY26 and achieve 3-4x growth over 3-4 years post approvals from more global players.
- The IG segment revenue growth expected at 15-17%, by steady demand and new high-spec product lines.
- The Savli plant is expected to generate INR 3,500 Mn in FY26 vs. INR 2,000 Mn in FY25, stabilizing within 6-12 months.
- CO_2 battery systems and UHP ammonia containers offer higher margins and are expected to drive incremental growth in IG.

Financial Highlights
- Q1FY26 revenue stood at INR 3,520 Mn up 16.7% YoY; EBITDA at INR 890 Mn up 19.4% YoY; PAT at INR 610 Mn up 18.9% YoY.
- Q1FY26 order inflow was INR 4,150 Mn; order backlog stood at INR 14,570 Mn as of June-end.
- Segment mix of backlog: 45% Industrial Gas, 32% LNG, and 23% Cryo-scientific; exports comprised 63% of the backlog.
- The Cash and equivalents stood at INR 2,750 Mn. Disposable cylinder sales in Q1FY26 were INR 300 Mn; stainless steel tank figures were not disclosed separately.
- The company expects margin recovery as fixed costs are absorbed through higher utilization in new capacities.

Other Highlights
- Total FY26 capex is planned at INR 800 Mn, focused on Kandla i.e. large vessels and upgrades at Kalol and Savli.
- CO_2 battery system received its first commercial order of 26 tanks i.e.50 m^3 at 20 bar; seen as a strategic proof-of-concept for future carbon capture projects.
- ITER Cryostat Thermal Shield order worth INR 1,450 Mn builds on previous VVTS success; 90% fabrication to be in-house.
- Global orders for beverage kegs surged with a 28,000-unit order from Germany in Q2FY26; anti-dumping support gives the business an edge in Europe.
- LNG fueling stations are gaining traction because of new regulations allowing stations next to petrol pumps and alliances such as Reliance-Nayara.
- Despite 45% US tariffs, the company expects limited impact as US contributes 10-12% of revenue; strategic pricing and limited local competition mitigate risks.
- The Company qualified as a supplier for India's largest LNG OEM; large deliveries are expected in FY26.
- FAIR i.e. Germany and ISRO's third launchpad projects are in the pipeline; cryogenic contribution to ISRO project is expected at 15-20%.
- Chart Industries' acquisition by Baker Hughes may benefit the business, as Chart may shift focus away from core cryogenics, opening up market share.
- Cryogenic cooling systems for data centers are being explored; The Company sees strong potential and is evaluating entry strategies based on internal capabilities.

GPT Infraprojects Ltd Q1FY26 Concall Highlights
CMP: INR 132| Market Cap: INR 16,760 Mn

• The order book stands at INR 35,690 Mn nearly three times FY25 revenue with fresh inflows of ~INR 4,000 Mn in Q1.

• Management expects the current order book to be executed over the next 2.5–3 years, supporting revenue growth of 20–22% annually.

• Infrastructure projects contributed ~95% of Q1 revenues and include key contracts on NHAI Ganga, RVNL Kona Expressway, Mathura–Jhansi, and Raniganj.

• The concrete sleeper segment generated INR 100 Mn in Q1 and holds a backlog of INR 2540 Mn.

• FY26 sleeper revenues are guided at ~INR 850 Mn standalone and INR 1400 Mn consolidated.

• Planned CapEx for FY '26 is ~INR 250 Mn, primarily for construction equipment and to scale the newly commissioned 10,000 tpa bridge and road manufacturing facility.

• The Ghana sleeper facility will commence production in Q2, with positive EBITDA expected from Q3 onward.

• Net debt stands at ~INR 1400–1500 Mn, including equipment financing and working capital; management anticipates minimal incremental borrowing through year-end, funded by internal accruals.

• Other income in Q1 surged by ~INR 40 Mn due to foreign-exchange gains on the Ghanaian cedi, with normalization expected in subsequent quarters.

• An impairment provision of INR 26 Mn was recorded against delayed receivables, though the company does not expect these amounts to turn non-performing.

• Overdue receivables aged >1 year amount to ~INR 300 Mn; average inventory days remain stable at ~90 days.

• Management remains selective in bidding, targeting only contracts with EBITDA above the 13% hurdle rate, and is confident of securing at least one INR 10 Bn-plus order during FY26

Azad Engineering Q1FY26 Concall Highlights
Mcap: INR 100.8bn | CMP: INR 1,561

Outlook: The order book stood at INR 60bn (~13x of FY25 revenue), showing business visibility over the long term. Revenue is expected to grow 25%-30% in FY26E, and margins are expected to be in the range of 33%-35%, driven by operational efficiencies and favorable product mix. The capex of INR 4.5bn would lead to incremental revenue of INR 5.5bn (1.8x of asset turn) going forward. The company's cost advantage over competitors in China, Europe, and Japan (ranging from 20-50%) mitigates risks from tariff changes. We have a positive outlook on the stock.

Arihant Capital Markets Ltd

Revenue
Revenue growth is expected to be 25%-30% YoY in FY26E.

Margins
EBITDA margins are expected in the range of 33%-35% and further improvement through operational efficiencies and scale benefits materializes.

Order book
The order book is around INR 60bn in Q1FY26. The order book breakup is Energy (~INR 34bn), Aerospace & Defence (~INR 17bn), Oil & Gas (~INR 8.5bn).

Capex
The capex is expected to be INR 4.5bn in FY26E to expand manufacturing capabilities, including infrastructure, plant and machinery, and strategic assets like forging hammers. Post, capex incremental revenue is expected INR 5.5bn (1.8x of asset turn) going forward.

Exports
Around 90% of revenue comes from exports. The company's cost advantage over competitors in China, Europe, and Japan (ranging from 20-50%) mitigates risks from tariff changes.

Deliveries are structured as FOB Hyderabad, further insulating the company from tariff-related margin erosion.

Subsidiaries
The subsidiaries of Azad Prime and Azad VTC have turned EBITDA neutral and are expected to be PAT positive by Q4FY26E.

Aerospace and Defence
Aerospace and Defence segment growth is expected to be driven by recent order wins and plans to transition from component manufacturing to assemblies and sub-assemblies.

The Defense segment is gaining traction. The company is contributing to indigenous engine programs like the AMCA and Tejas Mark 2.

The company is a key supplier for global OEMs, with a focus on turbines, hydraulic systems, and aero-engine assemblies.

Other highlights
Energy, Oil & Gas segment remains strong and accounts for ~80% of sales.

The company is actively engaging with existing and new customers to expand its wallet share, particularly in niche segments like nuclear energy and defense.

Kansai Nerolac Paints Ltd Q1FY26 Concall KTAs
CMP: INR 242 | Market Cap: INR 196 Bn

The company anticipates a better Q2 FY26, driven by continued construction activity, an earlier Diwali boosting August and September sales, and strong performance in the tractor and infrastructure segments, with overall FY26 margins projected to expand to 13-14%.

Financial Performance
• Revenue increased by 1.4%, but EBITDA fell by 8%, and PBT decreased by 4.1%.
• The subsidiary in Bangladesh faced significant challenges due to external demand conditions.
• Nerofix Subsidiary: Demonstrated strong growth, with improving gross contribution through product mix changes, expected to contribute positively to consolidated performance by year-end.
• The company aims for a 13-14% EBITDA margin for FY26, up from 12.8% in FY25, driven by premiumization and cost optimization, despite competitive pressures and raw material cost volatility.

Business Segment Performance
• Decorative Segment: Volume growth was flat, with value degrowth in the low single digits, impacted by early monsoon onset in May and geopolitical tensions affecting North India sales. The project and institutional business grew at a mid-single-digit rate, underperforming expectations due to monsoon disruptions, while exterior texture and waterproofing saw strong growth.
• Industrial Segment: Achieved high single-digit growth, outperforming the market through premium offerings and new account wins. Automotive demand was sluggish, but Kansai Nerolac maintained market-leading growth. The auto refinish segment grew at a high double-digit rate, driven by premium technology and global approvals.
• New Product Contributions: New products contributed over 10% to sales, with notable launches like Nerolac Perma No Heat (offering superior whiteness and temperature reduction) and Rain Soldier (with 300% elongation and weather resistance). Industrial innovations included high-gloss clear coats for four-wheelers, matte finishes for two-wheelers, and advanced protective coatings for infrastructure.
• Paintless Products: Gained momentum, contributing over 12% to sales with more than 28 products in the market, particularly in construction chemicals, waterproofing, and premium wood finishes.

Key Highlights
• Direct dealer network grew by mid-single digits, reaching over 30,000 dealers, with high double-digit growth in sub-dealer networks through distribution channels. The Nerolac NextGen, Shopee, and Shop-in-Shop visibility campaigns added 400 new touchpoints in Q1.
• CapEx: Capitalized the Jainpur facility, adding 44,000 KL of water-based paint capacity to meet anticipated demand.
• Rural demand remained stable, while urban demand showed a slight uptick but lacked sustained momentum. North and East regions performed well, West improved since May, but South remained a weak area due to intense competition.
• Maintained leadership in automotive coating, gaining market share despite sluggish demand. Expansion into new segments with high entry barriers (requiring global approvals) is expected to increase the addressable market and improve margins.
• Volatility in commodity prices (30-35% of raw materials imported) and anti-dumping duties on Chinese titanium dioxide (adding 1-1.3% to inflation) pose challenges. The company mitigates these through R&D-driven cost optimization and selective price pass-through.

Guidance
• Q2 FY26 Outlook: Expected to be stronger than Q1, driven by an earlier Diwali season and improved construction activity observed in June. Decorative demand is projected to benefit from festive season momentum in August and September, with stable or subdued demand in two-wheelers and passenger vehicles, but robust growth in the tractor segment due to a strong monsoon.
• Industrial Segment: Anticipates mid-single-digit growth in automotive and high single-digit to low double-digit growth in non-auto industrial segments, supported by infrastructure projects in railways, roads, airports, and power.
• Focus on premiumization and technology-driven products to improve margins, with ongoing R&D efforts to offset raw material cost pressures. The company aims to maintain margins through a pass-through policy, adjusting prices based on competitive dynamics.
• Emphasis on strengthening presence in strong markets, expanding into new industrial segments, and enhancing construction chemicals and waterproof offerings. The company is cautious about overextending in weaker regions like South India, prioritizing deeper penetration in core markets.

Capri Global Capital Ltd – Q1FY26 Concall KTAs
CMP INR 194 | Market Cap INR 185.48 bn
OUTLOOK: Positive

OUTLOOK

Capri Global is witnessing significant growth momentum in its underpenetrated segments. The company's diversified and secured lending model provides a solid foundation for delivering sustainable and profitable growth. Margin expansion is being supported by a rising share of high-yield products, alongside steady growth in fee-based income. Additionally, Capri Global's continued investments in technology are driving cost efficiencies, further enhancing its profitability. We expect an improvement in NIMs, driven by reduction in their cost of funds and improvement in yields. The increase in the share of Micro LAP segment will help them to improve their yields. 90% of their borrowings is floating and is expected to be completely repriced by the end of FY26, which further help improve their borrowing cost. Company has further developed multiple lines of fee income, which include insurance premiums, car loan origination and co-lending opportunities. These factors collectively position the company well to deliver robust and consistent returns in the medium to long term.

Guidance

• Management is targeting growth of 27–30% CAGR in AUM, and aiming for INR 500 bn AUM by FY28.
• Targeting sustainable ROE of 16%+ by FY28, with 1.5 – 2% incremental ROE from fee income streams (car loan origination, insurance, co-lending) and ROA of 4 – 5%.
• Company is planning on opening 200 new branches every year, with 50% branches being gold loan branches.
• In Insurance distribution business, they are targeting a premium distribution of INR 8 – 9 bn in next 3 – 4 years (v/s ~1.3 bn in FY25).
• Cost to income for the whole FY26 is expected to reduce to 50% levels (v/s 59.9% in FY25).
• Cost of funds projected to come down to 8.9% in FY26 (9.5% in FY25).

Highlights

• CGCL reported a robust 1QFY26 performance with PAT at INR 1.75 bn, up 131% YoY, led by strong margin expansion, operating leverage, and broad-based growth across segments
• NII Growth: Net Interest Income rose 38% YoY to INR 4.16 bn, supported by healthy traction in the retail loan book and sustained improvement in NIMs.
• Yields and Spreads: Blended yields and spreads stood at 16.9% and 7.2%, respectively, underscoring the company's strong pricing power and optimized asset mix.
• Non-Interest Income: Up 53% YoY to INR 1.66 bn, contributing 28.5% of total income, aided by strong growth in co-lending fees and insurance distribution.
• Car Loan Originations: Continued momentum with disbursements of INR 26.51 bn (+19% YoY).
• Insurance Distribution: Fee income from insurance at INR 0.28 bn in the quarter.
• Cost Efficiency: Cost-to-income ratio improved meaningfully to 46% (vs 55% in 4QFY25 and 65% in 1QFY25), reflecting strong operating leverage.
• Asset Quality: GNPA at 1.7% (+3 bps QoQ / -48 bps YoY); NNPA at 1.0% (-19 bps YoY). PCR on Stage 3 assets remains strong at 41%.
• Management is aiming to enter southern region, where they believe demand for housing and gold loan is high.

Triveni Turbine Limited – Q1 FY26 ConCall Highlights
CMP: INR 538.25 | MCap: INR 171.17 Bn

Overview and Guidance

The company reported a 20% YoY decline in both revenue (INR 371 Cr) and PAT (INR 64.4 Cr) though margins improved due to a shift toward higher-margin products like API turbines and exporting. Despite a 16% dip in quarterly order bookings, the closing order book hit a record INR 2074 Cr, buoyed by strong domestic recovery and rising market share (from 46–48% to 53–55%). Global geopolitical tensions delayed international orders, particularly in SAARC and Europe, though the U.S. and oil & gas sectors saw robust enquiry growth. The company launched India's first CO_2-based heat pump targeting exports, given presence of domestic comparable technologies. Future growth is expected from diversification across other industrial segments, while the company's American subsidiary posted a planned ₹6 Cr Q1 loss as it invests in overheads amid both Americas' order rerouting to India.

Financial Highlights

- Revenue: 371 Cr down 20% yoy
- EBITDA: 95.8 Cr down 17% yoy (margin 25.8% up 100BPS)
- PAT: 64.4 Cr down 20% yoy (margin 17.3% down 10BPS)
- Quarterly order booking: 536 Cr down 16% yoy
- Closing order book (June 30): 2074 Cr up 20% yoy (highest ever for the company)

Operational overview

- Domestic order booking recovered to 285 Cr up 32% yoy being lesser affected by the aforementioned tensions
- International product enquiry pipeline declined ~5% with enquiry to order conversion cycles elongating given the predominant uncertainty existing
- Market share in Q1 increased from 46-48% to 53-55% with the size of market itself increasing too
- Despite top line falling, margins were stable because of better-margin products like API turbine and export markets

Global Market

- Deferment of international client orders amid geopolitical India-Pakistan, India-Iran tensions postponing dispatch and revenue recognition as clients prefer European countries
- United States: Enquiry book grew by over 175% but orders are deferred in fear of tariff uncertainty as well
- North American, African, and Central Asian regions saw good growth in demand but SAARC, Southeast Asia, and Europe saw a decline in the enquiry book
- Oil and gas enquiry pipeline saw 250% yoy growth but usually has lower enquiry to order conversion

Launch of heat pump

- India's first CO2 based heat pump with Coefficient of Performance of 6 and heat upto 122°C
- Expected contribution to be couple of percentage points to revenue
- Limited India application due to comparable technologies like HFO heat pumps so major driver is export
- Market creation will be important at the company level, while globally USD 2.5bn market exists already
- Residential usage is limited due to its high-pressure system and associated risks

Future prospects

- Bottoming solutions to heat production from reactors is currently small addressable market with continuously increasing scope and enquiry book percentage, confident about company's ability for documentation, aftermarket, and systems to serve the nuclear market
- Plan to do more value-added refurbishment over general services to gain margin
- Client loss to the European market is expected to subside in Q2, Q3, Q4 with the company's unique mechanical run test also becoming digitally offered
- Sustainable growth expected owing to order spread across segments: steel, cement, and municipal solid waste, and future segments like paper, plastic, recycling, etc.

American subsidiary

- 6 Cr loss in Q1 but this was planned and absorbed by the consolidated financials
- Investment in overhead to simultaneously attack the refurbishment market and boost the sale of new products
- Plan was to cater to both Americas' clients through US but customer reluctance from geopolitical tensions billed these orders to India

All E Technologies Ltd. – SME - Q1FY26 Concall KTAs - Arihant Capital
CMP : INR 314 | Mcap: 6,340 Mn

Outlook & Guidance
Despite a sequential dip in topline, the management remains confident about medium-term growth, backed by a healthy pipeline, strategic investments in AI solutions, and geographical expansion. While macro uncertainties, especially in the US, have created decision-making delays, demand remains intact. The company retains its internal ambition of ~20% revenue growth for FY26, though execution may depend on market dynamics and pace of AI adoption.

Financial Performance
- Revenue stood at INR 34.07 Cr, down 5.2% QoQ but up 3.8% YoY.
- EBITDA was INR 8.79 Cr, with an EBITDA margin of 24.2% (up 4.4% YoY).
- PAT came in at INR 6.32 Cr, with net profit margin at 17.4%.
- Recurring + Repeat business increased to 96.4%.
- 11 new customers were added (4 domestic, 7 international).

Business & Operational Performance
- AI transformation is a central theme across internal operations and customer engagements.
- Several AI copilots/agents under POC with clients, including the "Maintenance Advisor" agent demonstrated on the call.
- AI agents being embedded into verticalized offerings: EPC365, Travel365, and EdTech365.
- UAE operations have been activated with on-ground presence and early deal discussions underway.
- A new sales leader appointed in Africa, showing encouraging traction.
- Won a ~$0.5 mn tender in Saudi Arabia for a global service provider seen as a strategic win with potential to scale.

Investments ongoing in
- AI skilling and internal productivity tools
- IP development and modernization
- Branding and marketing (higher spend expected in coming quarters)

Geographical Revenue Mix
Americas: 58.9%, India: 24.4% , Europe: 5% , Africa: 4.8%, APAC (ex-India): 3.6%, Middle East: 3.3%

Client & Sectoral Trends
Top 5 clients accounted for 22% of revenue; Top 10 for 32.3%.

Sectors include
- Professional Services, Manufacturing, and Retail (notable traction)
- Within professional services: clients include legal, marketing, consulting, and IT firms (internal system projects).
- The company continues to maintain a diversified customer base with no over-dependence on any large client.

- Company reiterates its strategy to remain a specialist Microsoft partner, rather than diversify into SAP/Salesforce etc.
- Management views AI and data engineering as the next frontier, with Microsoft leading both the AI and business app stack.
- Expectation that AI-related services will attract premium billing, offering incremental revenue streams beyond ERP.
- Continued focus on direct-to-customer project-led model, avoiding dependency on IT outsourcing engagements.
- No structural changes or weaknesses observed in Microsoft-led pipeline or sales channel.

Margins & Cost
- Q4 margins were elevated due to year-end provisions reversal and forex gains.
- Q1 margins normalized, but remain healthy YoY.
- Slight increase in costs expected due to lateral hiring, salary adjustments, and event expenses (25th foundation day).
- AI is being adopted internally to reduce delivery cost and offset headcount expansion.

Growth Drivers
- Strengthening momentum of Microsoft stack, particularly in AI and cloud.
- Ongoing AI-led modernization across industries.
- Higher penetration in Middle East, Africa, and Americas via local leadership and focused strategy.
- Continued repeat business from existing clients; strategic intent to increase share of wallet.

- Management acknowledged revenue stagnation due to cautious client behavior amidst global uncertainties, especially in the US.
- Confirmed no structural client loss, but project-driven revenue timing causes fluctuations.
- FY26 revenue growth target of ~20% remains internal, but not officially guided due to external uncertainties.
- No immediate change in revenue mix strategy India business to continue alongside higher-margin geographies.
- No formal disclosure of order book or book-to-bill ratio due to nature of milestone-based project billing.
- Company is open to AI-related acquisitions, though nothing concrete at this stage.

Akzo Nobel India Ltd. Q1 2026 Earnings Call
CMP: INR 54.68 | MCAP: INR 167,950 mn

Financials and Performance

• Revenue: Revenue from operations was INR 9,951 million, a 4% decrease YOY
• Net Profit: The net profit for the period was INR 910 million, a 21% decrease QOQ
• EBIT: EBIT declined by 21% to INR 1,162 million, with the EBIT margin at 11.7%.
• Gross Margin: Gross margin was 42.8%, down from 44.6% a year ago. The gross margin percentage was impacted by the vertical mix of businesses.
• Expenses: Total expenses were INR 8,816 million. Employee benefits expense was INR 975 million, up from INR 884 million.
• Other Income: Other income for the quarter included INR 51 million from the sale of real estate.

Business Segment Highlights

• Decorative Paints: The decorative paints vertical had a "stressed quarter" due to muted consumer sentiment, competitive intensity, and the strategic review. The company is focusing on strengthening its portfolio and launched a new program for architects and interior designers called "MAESTRO".
• Coatings: The coatings vertical saw strong orders in the Coil and Extrusion businesses and growth in the protective business due to an uptick in the power and infrastructure sectors. The business environment for the Marine business was slow. The company won the FIPSA 2025 Responsible Packaging Award for its beverage can internal coatings.

Strategic Updates

• JSW Paints Acquisition: JSW Paints is set to acquire a 74% stake in Akzo Nobel India. The transaction value is INR 89,260 mn.
• Benefits of the Acquisition: Akzo Nobel India is expected to benefit from a long-term partnership with JSW Paints, which has "deep local expertise and strong ambitions" in the sector. JSW Paints' managing director, Parth Jindal, noted the goal is to "Combine the magic of Dulux and thoughtfulness of JSW Paints". The acquisition positions JSW as a "serious challenger" in the Indian paints market.
• Special Dividend: A special dividend of INR 156 per share was recommended, based on income from a slump sale as approved by shareholders.

Growth & Market Outlook

• Industry Trends: The company's management believes the paint industry is currently in a "lull phase," with the top four players seeing "flattish" growth. However, they anticipate a return to growth, especially in the upcoming Diwali quarter (October-December) driven by consumption and new product launches.
• Distribution & Expansion: The company is expanding its distribution network and aims to reach 8,000 towns in the next two years, up from its current 5,500+. It is also expanding its tinting network.
• New Products: The company is focusing on new product innovations, particularly in mass economy, texture, putty, and construction chemicals, to drive future growth.
• Employee Costs: Employee costs increased due to an average salary increment of approximately 6.5%, with a specific focus on retaining frontline sales officers.

Finolex Industries Ltd Q1FY26 Concall Highlights
CMP: INR 197| Market Cap: INR 122.41 Bn

• Q1 FY26 EBITDA margin declined to 9% from 18% in Q1 FY25, primarily due to weaker realization on PVC products despite stable input costs.

• Fittings continue to deliver significantly higher margins compared to pipes, while CPVC margins improved year-on-year by maintaining sales prices despite lower resin costs.

• PVC resin prices averaged around $870 per ton in the quarter, exhibiting volatility that negatively impacted realizations but did not result in inventory losses due to effective inventory management.

• CPVC resin costs declined, yet the company chose not to fully pass on cost savings to customers, thereby enhancing CPVC profitability.

• Some incentive and discount schemes were scaled back to bolster overall margin performance.

• CPVC volumes grew 10% in Q1, driven by 6% growth in CPVC pipes and an impressive 32% increase in CPVC fittings.

• Despite intensified competition and new capacity inflows in the CPVC segment, Finolex reported market share gains by outpacing industry growth rates.

• Channel inventory remained low through Q1, reflecting dealers' reluctance to stock ahead of anticipated price declines; inventory build-up is expected to resume in September post-monsoon.

• Soft demand in June due to early monsoon onset was partially offset by modest recovery in July, with management forecasting stronger off-season demand once monsoon pressures recede

• Total pipe and fittings capacity reached 520,000 tons following two incremental 25,000 tonne expansions in successive quarters.

• The Ratnagiri and Masar plants possess sufficient infrastructure to absorb incremental production, while the Baroda facility continues to procure resin from Reliance to optimize feedstock logistics.

• Anticipating high-single-digit revenue growth for FY26, with the potential to reach double-digit growth should market conditions remain favorable.

• The company expects to sustain double-digit EBITDA margins for the full year if PVC prices stabilize, aligning with its historical target of approximately 12% margin.

• Capital expenditure is projected at INR 1500 Mn in FY26, rising to INR 2000–3000 Mn annually over the next five years to support both capacity expansion and maintenance.

DLF Ltd - Q1FY26 Concall Key Takeaways
CMP INR 781 | Market Cap INR 1931 Bn

Financial Highlights

- Revenue: DLF reported consolidated revenue of approximately INR 29,810 Mn for Q1FY26, reflecting a 99% YoY increase and 13% QoQ de-growth.
- EBITDA: Stood at INR 6,280 Mn, up 6% YoY, down by 48%. and EBITDA Margin for the quarter was 21%.
- PAT: Recorded at INR 7,660 Mn, reflecting a 19% YoY growth and 40% decline QoQ.

Strong Development and Rental Performance
- Presales: Achieved INR 114,250 Mn in Q1FY26, (75% YoY growth)with a robust pipeline to meet the annual sales guidance of INR 200,000–220,000 Mn. Key contributions from Privana and Mumbai projects.
- Rental Business: Portfolio spans 40 mn square feet with 94% occupancy. Downtown Chennai and Midtown Plaza received Occupancy Certificates (OCs), with 99% and over 80% leasing, respectively. DCCDL rental income grew 15% YoY and 12% QoQ, with PAT up 26% YoY.
- Construction Spend: Approximately INR 740–750 Mn, slightly higher than the previous quarter, with collections closely tied to construction progress.

Key Project Launches-
- DLF Dahlias: Super-luxury project with 50% sold, targeting high-net-worth buyers. Experience center opening delayed to Q4FY26 due to design enhancements. Expected to generate significant revenue with margins exceeding 70%.
- Privana and Mumbai Projects: Strong sales performance, with Mumbai's Phase 1 completed and Phase 2 approvals expected within 12 months (1.2 million square feet). Privana benefits from infrastructure-driven demand.
- Goa Project: Promenade Goa delayed by a quarter due to labor market issues, with completion expected by January 2026 and first-mover advantage anticipated.

Expansion in Rental Assets-
- Portfolio Growth: Annualized rental income projected at INR 53,000 Mn for FY25, increasing to INR 68,000 Mn by FY26, driven by Downtown Gurgaon, Downtown Chennai, and retail projects like High Street Plaza (85% leased) and Summit Plaza (OC application submitted).
- Leasing Targets: Aiming for 8–9 million square feet in office leasing and 1–1.5 million square feet in retail leasing annually.

Other highlight -
- Strategy: Focus on internal growth within NCR and selective expansion in Chandigarh and MMR. Significant land bank of over 20 years reduces need for aggressive acquisitions.
- Cash Utilization: Prioritizing shareholder returns and growth CAPEX, with Mumbai's success boosting confidence for further investments. No immediate plans for aggressive expansion outside core markets.
- Gross Margins: Current quarter at 39%, slightly lower due to legacy projects like OMT Delhi. New launches target 40–45% margins, with Dahlias expected to exceed 70%. Portfolio average margin guidance remains at 45%.
- Cost Management: Conservative budgeting with contingencies ensures stable margins despite cost escalations.
- NCR Focus: Emphasis on super-luxury developments in Phase 5, with projects like Hamilton Phase 2 and IDEO slated for FY27.
- MMR Expansion: Controlled entry into Mumbai with Phase 2 and potential second project within 12–18 months, leveraging strong demand across geographies.
- Slower approval processes in Delhi due to multiple authorities, with Midtown's next phase likely in FY27.
- Expected to grow over the next 18–24 months, supported by robust cash flows and revenue recognition from high-rise projects.

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Crizac Ltd – Q1FY26 Concall KTAs

Outlook: Strong growth is expected in FY26, with the management guidance for 30%+ revenue expansion. The company earns revenue on a per-enrollment basis from partner universities, of which 60–70% is shared with its agent network supported by operational efficiencies and ongoing investments in AI-driven productivity enhancements. The UK continues to be a key market contributor, while the company is also expanding into newer geographies such as Dubai, Ireland, and New Zealand to diversify its destination base and reduce client concentration risk.

Financial Highlights

- Revenue stood at INR 2,095 Mn in Q1FY26, reflecting a 29% YoY growth. EBITDA came in at INR 604.7 Mn, with a margin of 28.8%, while PAT stood at INR 458 Mn, translating to a 21% margin.
- The company processed ~1.1 lakh applications in Q1FY26, compared to ~65,000 in Q1FY25 and 2.76 lakh applications for the full year FY25, indicating strong YoY growth and momentum.
- Cost of Services: Accounted for ~64% of revenue in Q1FY26. For FY26, it is expected to remain around 70%.
- Revenue contribution is skewed towards H2, with Q4 accounting for ~40% of annual revenue, Q3 around 30%, Q1 about 20%, and Q2 the remaining 10%.

Business Model

- Revenue is recognized once a student is enrolled and their admission is confirmed by the university.
- The company is paid by universities on a per-enrolment basis. Around 60–70% of this revenue is passed on to agents.
- Over 10,000 small-to-mid-sized agents onboarded. Expansion continues organically and via on-ground outreach.

Other Highlights

- The company is expanding source markets in Nigeria, China, and Southeast Asia, while adding new destination markets such as Dubai, New Zealand, and Ireland. It is also actively evaluating M&A opportunities to reduce client concentration and broaden its service offerings.
- ~75% of applications are for postgraduate programs, with the remaining 25% for undergraduate courses. Each student typically submits multiple applications, averaging around 2–3 applications per candidate.
- ~50% of revenue is currently derived from three major UK institutions, and efforts are underway to diversify the client base to mitigate concentration risk.
- Despite ongoing visa policy discussions, overall demand remains strong. While the MAC review caused a temporary impact, it did not lead to a sustained slowdown. In the US, some softening is observed due to diplomatic tensions; however, the region currently contributes only a small portion of overall revenue.
- There is a noticeable rise in student interest for alternative study destinations such as Dubai, Malaysia, and Singapore. Additionally, the share of inbound applications from outside India has increased from 45% to nearly 50%.
- The company booked a notional forex loss of INR 45 Mn in Q1 due to forward contracts; however, this is not expected to have a material impact on the business.
- An ESOP expense of INR 3.5 Mn was recorded during the quarter. On the operational front, most background verifications, such as IELTS score checks, are conducted electronically and are completed almost instantly.

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Gujarat Fluorochemicals Ltd — Q1 FY26 Earnings Call: Key Takeaways

Outlook

Management reiterated strong growth prospects across business verticals, with emphasis on sustained momentum in fluoropolymers and scale-up in battery chemicals. Segmental expansions, new product launches, and regulatory tailwinds are expected to drive robust revenue and margin performance. The company maintains its FY26 growth guidance and expects meaningful P&L uplift from key capacity additions and strategic CapEx.

Financial Performance

Revenue & Margins

- Consolidated revenue rose5% YoY to INR 12.81 bn in Q1 FY26.
- EBITDA increased by 31% YoY to INR 3.44 bn, with margin improvement of around 500 bps YoY to 27%.
- Profit after tax stood at INR 1.84 bn, up 70% YoY.
- Working capital days reduced from 188 to 172.

Segmental Highlights

- Chemical segment revenue grew 9% YoY to INR 12.80 bn.
- Segmental numbers are now being provided from this quarter.

Fluoropolymers Business

Record Growth, Guidance Reiterated

- Achieved highest-ever quarterly segment revenue.
- Fluoropolymers to deliver ~25% YoY topline growth in FY26, on the back of new product approvals and legacy player exits.
- Volume growth is expected to be the key driver; product approvals in semicon, aerospace, and auto have commenced commercial shipments.

Capacity Ramp-Up and CapEx

- Recently-added capacities will hit optimal utilization by end-FY26.
- Further expansion plans in place; management to provide specifics next quarter.
- FY27 to see full-year benefit from ongoing investments, including a targeted incremental INR 4.00 bn CapEx for new fluoropolymer capacity additions, spanning across the product portfolio.

Refrigerants Business (R32 and Others)

Commercial Production Ahead of Timeline

- Early commercialization of R32 achieved; capacity through retrofit to scale up to 20,000 MT by FY26-end, with possible further upgrades subject to market demand.
- No negative impact on existing product lines from retrofitting.
- R32 pricing expected to be stable, supported by continued supply constraints.
- Exports will be the key focus market for R32, leveraging the group's bundled offering of R32, R125, and R410.
- Management will review potential for capacity expansion beyond 20,000 MT by December 2026, depending on market evolution.

Battery Chemicals Business

-Structural Growth Levers In-Place

- Battery chemicals identified as a cornerstone for future growth, supported by global trends in renewable energy, storage, and enhanced US subsidies.
- LFP CAM pilot and plant pre-commissioning activities completed; commercialization/qualification ongoing.
- Energy storage systems (ESS) now included in the US subsidy regime (USD 45/kWh), with supply chain de-risking regulations providing market share gain opportunities for GFL.
- Revenue contribution expected to ramp up meaningfully in FY27 as product approvals come through.
- CapEx plan of INR 12.00 bn for FY26 remains on track.

Renewables-Powered Cost Optimization

-Significant Energy Cost Savings on Track

- Equity investment of ~INR 1.90 bn already made for renewables capacity (part of target 450 MW).
- First phase (50 MW) already operational; further stages to come online from Q3 FY26.
- Full annualized benefit (INR 1.50 bn) expected to reflect in FY27 financials.

Regulatory & Market Dynamics

-Tariff Exemptions and Demand Inelasticity

- US tariff increases will have limited direct impact: bulk of high-value specialty products, including PTFE, micro powders, and most battery material, are exempt.
- For new fluoropolymers subject to tariffs, management remains confident given their specialized nature, customer stickiness, and ability to pass on cost increases via price negotiation.
- Market share gains underway due to exit of legacy players and entry into higher value applications.

CapEx and Strategic Initiatives

-Sustained Investment for Growth

- Mixed CapEx deployment in both existing (fluoropolymers) and new (EV/battery chemicals) segments; ongoing and planned spend well-flagged to stakeholders.
- No current plans for offshore capacity (e.g., US manufacturing); group to retain integrated cost structure in India for now.

Additional Notes

- Operating expense normalized this quarter; previous quarters saw higher provisions (e.g., CSR).
- Management does not provide segmental EBITDA margin disclosures.
- Fluoropolymers expansion to include all major products; no major solar PVDF plans at present, focus is on binder-grade for EV applications.
- CapEx execution running as per schedule across projects.

Privi Speciality Chemicals Ltd — Q1 FY26 Earnings Call: Key Takeaways

Outlook

Privi Speciality commenced FY26 on a robust note, reaffirming strong growth momentum underpinned by innovation, operational upgrades, and increasing global and domestic demand for aroma chemicals. Management remains focused on executing its INR5,000 mn revenue and INR1,000 mn EBITDA vision over the next three to five years, with ongoing capacity augmentation, portfolio diversification, and efficiency initiatives to sustain profitability and resilience.

Financial Performance

Revenue & Margins
- Q1 FY26 consolidated income reached INR5,680 mn, up 22% YoY.
- EBITDA at INR1,410 mn, registering a substantial 45% YoY growth.
- EBITDA margin expanded to 24.8%, with management confident of sustaining margins at these levels going forward.
- Profit after tax rose to INR610 mn from INR320 mn YoY[1].
- Exports contributed approximately 70% of total revenue, maintaining historical mix.

Operational Efficiencies
- Working capital days at quarter-end at 140, with management targeting a reduction to 120–125 days.

Demand Environment & Outlook

- Stable and Growing Demand
- 70%+ business is contracted for the financial year, ensuring revenue visibility.
- Products are essentials in FMCG, leading to relatively inelastic demand regardless of broader economic conditions.
- Robust domestic demand, driven by upward shifts in per capita FMCG consumption, is expected to outpace global average (India seen growing 8–10%, global markets at GDP plus 1–2%).
- Management highlighted strong industry positioning, catering to all leading fragrance and FMCG players globally.

Tariff/Geopolitical Risk
- Limited direct exposure to US tariffs; US export revenue is only ~7%. Any potential impact is expected to be minor and largely pass-through to customers.

Operational Highlights & Strategic Initiatives

Capacity Expansion & Process Enhancement
- Ongoing expansion programs on track, targeted to complete by March 2026.
- Several super-speciality aroma chemicals successfully scaled up at lab and pilot stages, providing a future growth pipeline post-expansion.
- Plants are being converted to continuous operations, bringing automation, capacity augmentation, and cost benefits, reflected in improved profitability.

Backward Integration & ESG
- Near full backward integration (~70% of products), supporting margin resilience and cost competitiveness.
- Zero Liquid Discharge (ZLD) status and platinum EcoVadis ESG rating position Privi as a preferred supplier to global players.

Margins, Cost Drivers & Product Mix

Gross and EBITDA Margin Expansion
- Gross margin rose to nearly 50%, up from ~44% last year; EBITDA margin continues to remain north of 20%[1].
- Key drivers: conversion of by-product streams into higher-margin specialty products; continued optimization of utility and fixed costs; higher plant utilization rates post debottlenecking.
- Company refrained from sharing detailed product-wise volume or margin data, citing competitive reasons.

Product Portfolio
- No single product to contribute more than 10% of EBITDA by 2029, underscoring a strategy of product diversification and risk mitigation.
- Recent products like Galaxmusk, renewable-route cyclopentanol, and advanced aroma chemicals seeing strong operating traction.
- Pharma-grade camphor and specialty molecules for JV with top F&F company are progressing, providing incremental medium-term drivers.

Expansion, CapEx & Future Plans

-CapEx Initiatives
- Total planned CapEx of INR11,000 mn over the next three to five years to support the INR5,000 mn/INR1,000 mn vision.
- Phase 1 expansion (INR2,800–3,000 mn) is underway, with new capacities expected to support 20% annual revenue growth.
- CapEx to be funded via a mix of internal accruals and incremental debt; equity raising only if required.

Privi Fine Sciences
- Facility at Lote focusing on renewable specialty chemicals like cyclopentanol (aroma, pharma, electronics) and flavors for the oral care segment. Commercialization and customer qualification processes underway.
- Expected to contribute INR1,000–1,200 mn to consolidated revenue in the medium term.

Business Model & Differentiation

Competitive Advantages
- Industry-leading quality, zero product failures, and proven reliability with global FMCG giants.
- Management succession plans in place, with deep bench strength and ongoing professional development.
- Risk diversification via client base, product mix, and backward integration.

Other Notable Points

- Exports remain the cornerstone, but growing domestic demand presents incremental upside.
- Focus on continuous, automation-driven production providing structural benefits in productivity and cost.
- Management expects further margin accretion as new capacities and value-added by-product streams ramp up.
- Promoters considering potential steps to improve public float and liquidity over time

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Kirloskar Ferrous Industries Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 565 | Market Cap INR 93,010 Mn

Outlook: Kirloskar Ferrous Industries is entering a phase of strong volume-led growth across its core segments, despite ongoing margin pressures from commodity price deflation. The company aims to scale up casting volumes to 1.7 lakh tonnes in FY26, supported by robust tractor demand and ramp-up at the Oliver Foundry and Solapur Phase II. In the tube division, high-value segments like OCTG and premium coupling products are expected to drive margin expansion, with 200,000-tonne sales targeted this year, eventually scaling to 300,000–350,000 TPA. While steel and pig iron segments face margin headwinds, backward integration via captive iron ore and green energy investments (solar/wind) will help mitigate costs. The upcoming steel bloom project in Koppal (INR 7000–8000 Mn CapEx) and aggressive capacity plans across all business verticals reflect the company's strategy to double turnover in the next 3–4 years, with INR 5000–6000 Mn earmarked for FY26 CapEx. Management remains confident of achieving 14–16% EBITDA margin in tubes and sees sustained traction in casting and gradual recovery in steel, positioning KFIL for a structurally stronger earnings trajectory ahead.

Despite price deflation in steel and pig iron, KFIL has sustained margins via efficiency measures. Management maintains cautious optimism on the cyclical steel recovery. With robust volume targets, margin expansion levers, and strategic CapEx, KFIL looks structurally stronger and more integrated than ever.

EBITDA increased 14% YoY to INR 21400 Mn margin expansion driven by cost optimization and volume ramp-up. PAT came in at INR 960 Mn, 26% higher YoY from INR 760 Mn last year.

Tube division sales surged 32% YoY, driven by ramp-up in both Ahmednagar and Baramati plants. Casting business grew 6% YoY, while pig iron declined 2%, mainly due to softer pricing. Power & fuel costs reduced to 6.1% of sales (vs. 8.9% YoY) thanks to 70MW captive plant commissioning.

Segment: Casting capacity fully loaded, benefiting from strong tractor industry momentum. Tube sales boosted by new product offerings; still early days for high-margin oil & gas deliveries. Steel output subdued due to maintenance shutdown; sales supported via existing inventory. Pig iron prices dropped 8% YoY, hurting segment profitability. Baramati tube realizations dropped 13%, reflecting price pressure from Chinese dumping.

Capex
INR 7000–8000 Mn CapEx committed for steel bloom facility at Koppal to support backward integration.

Targeting INR 12/kg cost savings from internal steel feed to Baramati tubes once project completes (2.5-year timeline).

CapEx guidance for FY26 is INR 5000–6000 Mn, including power, steel, machining, and de-bottlenecking investments.

Cumulative CapEx over next 3–4 years pegged at INR 20,000–25000 Mn to double turnover and volumes.

Tube Segment
Tube division aims for 200,000 TPA volume by FY26, potentially boosting EBITDA margin to 14%.
Post steel integration (Koppal project), tube margins could move to 15–16% sustainable EBITDA.
Green power (solar + wind) expected to mitigate power costs and aid margins.
Current Chinese dumping in tubes, especially line pipes, pressuring prices and margins.
OCTG (Oil Country Tubular Goods) is ~20% of tube sales; KFIL plans to scale this high-margin segment.

Casting Business
Tractor casting volumes expected to rise from ~33K/month to 40K+ in Q2FY26.
Oliver Foundry now contributing 1,000 T/month, targeting 1.7 lakh tonnes annual casting volume.
Goal is to reach 252,000 TPA in castings, driven by demand, new customers, and product development.
Customer base remains stable at 26; two added, two phased out due to project cancellations.

Steel Segment & Mining Backward Integration
Planning to scale steel production to 652,000 TPA, from current 300,000 TPA.
New electric arc furnace (Koppal) will enhance control over steel input for tubes.
Jambunatha iron ore mine secured; 1.2 MT capacity with beneficiation and pelletization planned.
Mine will support low-phosphorus, high-quality steel for DI pipes and alloy steel production.
Expected INR 1,500/ton cost advantage from captive iron ore vs. current landed cost of INR 6,500.

Product development
Ford engine blocks now are in serial production, with 800 blocks supplied in the last month.

Ramp-up plan reach 8,000–10,000 blocks/month in 6 months, translating to ~800 T/month.

Long-term volume potential 1,200 T/month, key import substitution initiative.
Confidence remains strong despite technical challenges and validation and testing completed.

Other Developments
Solapur Phase II foundry has begun production, currently at 1,200 T/month; aim is 5,000 T/month.
Two-part foundry project restarted, Phase 1 commissioning expected within one year (12K–15K TPA).
NSE listing process underway and application expected to be filed shortly post-merger formalities.
Confirmed incentives of INR 150 Mn expected in FY26 (vs INR 130 Mn in FY25).

Hindustan Media Ventures Ltd – Q1FY26 Concall KTA's
CMP: INR 88 | Market Cap: INR 6,485 Mn

Outlook: The company remains focused on driving long-term growth by strengthening its print, digital, and radio businesses. In FY26 and beyond, Aims to expand circulation in key markets through targeted discounts and incentives, while maintaining pricing flexibility based on regional dynamics. Digital platforms such as Mosaic and Shine are expected to see continued traction as investments mature, while radio will gradually pivot to experiential and branded content. Stable newsprint costs and a strong cash position support confidence in executing these plans sustainably.

Guidance

- The Business Reiterated continued focus on digital monetization and circulation expansion in both English and Hindi segments.
- The circulation discounting strategy will continue on a market-by-market basis, especially in cities such as Delhi, Mumbai, and Chandigarh, with performance reviewed monthly.
- Radio business will undergo repositioning with more integrated, branded content formats, in response to a tepid ad environment.
- The Business expects long-term benefits from circulation investments, although near-term realization per copy may remain under pressure.
- No major concerns on newsprint pricing, which is expected to stay in the tight range of USD 500/MT.

Financial Highlights

- Consolidated revenues for Q1FY26 grew 6% YoY to INR 4,510 Mn, by broad-based print and digital performance.
- PAT improved 59% YoY, though it remained marginally negative at INR 110 Mn.
- English print ad revenue rose 19% YoY to INR 1,400 Mn but declined 12% QoQ because of a high base.
- Hindi print ad revenue increased 14% YoY to INR 1,160 Mn but was down 9% QoQ.
- Circulation revenue in Hindi improved to INR 390 Mn YoY, while English circulation fell 22% QoQ, mainly because of the discounting despite flat volumes. Cost of circulation discounts led to lower realizations per copy, though no reduction in copy volumes was observed.
- Healthy net cash of ~INR 10,000 Mn offers financial flexibility for continued investments and stability.

Other Highlights

- Digital business, led by platforms such as Mosaic, Shine, and OTTplay, continues to expand with strong user engagement. Profitability remains under investment phase, but leadership is optimistic on monetization.
- The Radio segment remained under pressure because of fewer event-led ad campaigns and a soft demand environment. Segment margins were at negative 21%, but efforts are ongoing to revamp content strategy.
- Education, real estate, and BFSI sectors were key commercial drivers in Q1FY26 ad revenues, particularly in the English print segment.
- AFEs played a significant role in supporting print revenue, though the company did not share explicit contribution figures because of competitive reasons.
- The company is using warrants and structured instruments for investing in partner firms, converting to equity only when strong upside potential is confirmed.
- The company maintains a healthy pipeline of possible equity conversions over FY26-FY27, guided by financial performance and strategic fit.
- If investment cases don't meet expectations, no conversion occurs, minimizing downside. The Company noted past successes such as MobiKwik validating the approach.
- The Company clarified concerns regarding DG Content RSU dilution, stating the actual impact is lower than perceived, and shares are not yet issued.

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Alembic Pharmaceuticals Ltd – Q1FY26 Concall Highlights
Financial Highlights

• FY26 began on a strong note, delivering revenue growth across all businesses, despite pricing pressures in US Generics and API during the quarter.
• Gross margins, net off material costs improved from 74.8% in Q1 FY25 to 76.2% in Q1 FY26, primarily driven by product mix and cost improvement programs in manufacturing operations.
• EBITDA before research & development expenses stood at INR 4,240 Mn during the quarter, up by ~25% YoY, with a margin of 25%, led by revenue growth, better gross margins and improved utilization in certain facilities that were launched in the prior year.
• EBITDA after R&D expenses stood at INR 2,880 Mn, up by ~20% over Q1 FY25.
• Effective tax rate for the quarter stood at ~19%, while for FY26, the same is expected to be in the range of ~17%-18%.
• Working capital as on 30th June 2025 was mostly similar to the March 2025 levels. They had better collections, partially offset by an increase in inventory, in line with their strategic approach towards managing working capital.
• As on 30th June 2025, the total gross debt was INR 11,850 Mn and net debt at INR 9,670 Mn.

Business Hospitals
• In Q1 FY26, the revenue mix was: Indian branded business 35%, US generics 31%, Ex-US at 19% and API at 15%. Indian Branded Business
• In Q1 FY26, the India branded business saw a ~5% growth to INR 5,990 mn.• In its effort to build a more robust and sustainable business capable of delivering double-digit growth, the company faced certain challenges, which it addressed by adjusting key underlying factors.
• Under India's branded business, Speciality, Acute therapy and Animal Health contributed to 58%, 23% and 19%, respectively towards the total revenue, in Q1 FY26.
• The speciality segment witnessed good momentum, with gynaecology, cardiology, anti-diabetic, ophthalmology and animal healthcare segments demonstrating healthy growth. Animal Health business grew by ~17% YoY to INR 1,140 Mn in Q1 FY26 v/s INR 980 Mn in Q1 FY25, led by robust execution.
• The anti-infective and cough & cold segments delivered growth in line with the broader market, supported by strong operational execution.
• The company held a market share of 1.3% in the Indian pharma space as on 30th June 2025.
• The company's prescription base increased from 12.4 crore in June 2024 to 13.1 crore in June 2025, a growth of ~2% YoY.
• The company launched 3 new products during the quarter. International Business
• The growth was driven by a 21% increase in the RoW markets, reflecting strategic expansion and execution across geographies. For the full year, they expect this market to grow by ~10%-15%.
• In Q1 FY26, the US Generics business witnessed a growth of ~13% YoY and stood at INR 5,230 Mn primarily driven by higher volume growth. They expect the US to continue growing, on the back of new launches.
• Profitability across the RoW and US markets remains strong at the pre-R&D level. Post-R&D, margins in the US are still decent; however, the overall profitability gets impacted largely by the underutilized facilities, which continue to weigh on margins.
• During the quarter, the company launched 4 new products, resulting in a launch of 167 products cumulatively in the US generics market. These new launches are expected to drive growth for the business in the upcoming quarters. Further, it plans to launch ~15 products during FY26, of which ~45 launches are planned for Q2 FY26.
• In Q1 FY26, revenue from ex-US generics stood at INR 3,280 Mn exhibiting a growth of ~21% on YoY basis, led by higher offtake and an optimized product mix. Key partnerships remained active across Europe, Canada, Australia, Brazil and South Africa. Further, the company expects new launches and territory expansions to be a key growth driver for this business, going forward.

Active Pharmaceutical Ingredient Business
• The revenue was at INR 2,610 Mn, up by ~1% YoY in Q1 FY26. The business remained flat due to price erosions and data leaks originating from Chinese traders, who disclosed detailed information on all exports from India.
• The company continued to focus on cost efficiencies.

R&D Expenses
• R&D expense during the quarter increased by ~26% YoY, in line with their guided range of INR 6,000-6,500 Mn for the full year. It contributed ~8% towards total revenue. Going forward, they would further aim towards optimizing their R&D costs.
• During the quarter, the company filed 2 ANDAs (abbreviated new drug application), resulting in total of 268 ANDA filings as on 30th June 2025.
• In Q1 FY26, the company received 6 ANDA approvals, resulting in total ANDA approvals of 223 including 23 tentative approvals till date.
• The total cumulative DMF filings stands at 140 as on 30th June 2025.
• The company is actively exploring opportunities in the peptide segment; however, it will not participate in the first phase of the Semaglutide launch in the US market, but are looking for an opportunity in the RoW markets. Although, they are exploring other peptides, including complex injectables.
• The company has received final approvals from the US FDA for Doxorubicin Hydrochloride Liposome Injection.
Arihant Capital Markets Ltd

Anup Engineering Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 2,622 | Market Cap INR 52,620 Mn

Outlook: The company has revised its FY26 guidance to a conservative 15–20% revenue growth with an EBITDA margin of 21–22%, though internally it continues to target 20% revenue growth. Diversification efforts beyond the US are gaining traction, with strong order visibility from the Middle East and India. The ACHE vertical is progressing with three active quotes and a dedicated team, with revenue contribution expected from Q1FY27. A rebound in order inflows during Q2/Q3 could potentially drive upside in both revenue and margins. Moreover, increased manufacturing capacity, ongoing sector diversification, and entry into new verticals like ACHE, services, and power are expected to de-risk the revenue base and support sustainable long-term growth.

EBITDA rose 22% YoY to INR 404 Mn, with a strong margin of 23%.

Exports contributed a hefty 72% of revenue in Q1, but expected to normalize to 50–55% for FY26.Domestic business rebound underway, after three weak quarters.

Segments
Oil & Gas remained the largest vertical (44% of revenues), followed by Petrochemicals (32%) and Fertilizers/Chemicals (21%).

Heat Exchangers made up 46% of the product mix primarily from the Ahmedabad plant.

Vessels, Reactors, and Columns contributed 44%, predominantly from Kheda.

Silos from Tamil Nadu's Mabel Engineers contributed 10%.

Strong execution across all three plants Ahmedabad (58%), Kheda (37%), Mabel (5%).

Capacity
Phase 2 of Kheda expansion to be completed in Q2, ahead of the earlier Q3 schedule.

Post-expansion, total capacity INR 12000 Mn annually and split as INR 6000 Mn (Ahmedabad), INR 4000 Mn(Kheda), INR 2000 Mn (Mabel).Kheda facility now capable of INR 3500–4000 Mn top line contribution.

Order
Pending order book stands at INR 6040 Mn post Q1 execution.

Order booking was muted at INR 740 Mn in Q1 dragged by global uncertainties and delayed US orders.

Strong inquiry pipeline of INR 10,200 Mn offers hope for H2 pickup.

No cancellations reported, despite soft intake in exports.

~INR 500–600 Mn of delayed US order is included in the current order book.

Services business off to a start with one order booked, more in pipeline INR 2000 Mn revenue targeted in 3 years.
Entered power sector with INR 70–80 Mn order win new revenue stream.

No plans to monetize Ahmedabad land, it remains strategic for heat exchanger production.

Supply chain risks from geopolitics and tariffs acknowledged, but impact manageable due to domestic sourcing.

70–80% of raw material sourced locally limiting exposure to global supply chain shocks.

Margins benefited in Q1 from favorable product mix and high-margin orders.

New Chief Marketing Officer (Mr. Rudolph Matias) appointed to lead international sales push leveraging his Canada/Middle East experience.

FY26 execution may see pressure from shortened delivery timelines, but the company is confident due to capacity flexibility. Q3 dispatch expected for the INR 2000 Mn delayed order, customer has already paid 75–80%.No material impact from US tariffs in FY26 US bookings discounted from guidance.

Domestic petrochemical projects (BPCL, Reliance, Petronet LNG, etc.) key near-term drivers.

Bosch Q1FY26 Concall Highlights
M.cap: INR 1,197.2bn | CMP: INR 40,595

Outlook: The company don't have an immediate plan to merger of its sister companies, though portfolio reviews remain ongoing. Currently, unlisted Bosch entities operate as contract manufacturers, supplying critical components like electronics and sensors to Bosch. The company is focused on leveraging its leadership in EV technologies, including VCUs and e-axles, while expanding its presence in hydrogen and ADAS for commercial vehicles. Automotive segment growth remains steady, supported by electrification, localization, and favorable rural demand. We anticipate, the company don't have an immediate plan to merger of its sister companies can have a negative impact negatively on the short term. Any future consolidation would be a strategic fit and value creation.

Merger
The company don't have an immediate plan to merger of its sister companies.

Certain key technologies, such as electronic manufacturing for mobility solutions (including vehicle control units and ADAS), reside within unlisted Bosch entities.

These sister companies operate as contract manufacturers, supplying components exclusively to Bosch.

MoU
The MoU with Tata Electronics for semiconductor collaboration is in early exploration stages, with potential benefits for localization in the future.

Localization
The company is investing in localization, particularly in the two-wheeler segment, where content from OBD2 norms is being manufactured at the Bidadi plant.

Exports
NOx sensors and spark plugs are being exported to Europe and Japan.

PV and CV
Passenger vehicles and commercial vehicles are expected to grow moderately in FY26E, supported by new model launches and Infrastructure spending.

Tractor, 2&3W
The tractor sector is expected to perform well, due to strong rural demand and favorable monsoon.

Two-wheelers are expected to reach all-time highs, driven by festive demand and rural income growth.

The three-wheeler segment is poised for steady growth, fueled by EV adoption and last-mile mobility solutions.

EV
The company is a dominant player in EV technologies, including vehicle control units (VCUs) and electric coolant pumps.

The company is actively engaged in electrification projects, including discussions with OEMs for EV components like VCUs and e-axles.

Other highlights
Localization efforts are aligned with the Atmanirbhar Bharat initiative, despite global tariffs.

The hydrogen ecosystem for commercial vehicles is in early stages, with technology maturation being the current focus.

Keystone Realtors Ltd – Q1FY26 Concall Highlights
CMP: INR 591 | Market Cap: INR 74,660 Mn

Outlook-
Keystone Realtors remains optimistic about its growth trajectory for FY26, maintaining its pre-sales guidance of INR 40 Bn, representing a 33% YoY growth. The company has already achieved 57% of its annual launch guidance of INR 70 Bn GDV in the first quarter itself, setting a strong foundation for the remainder of the year. With plans to launch 2–3 projects every quarter, the company will continue to focus on aggressive business development, particularly in the MMR region. Cluster redevelopment, along with mid/mass and aspirational housing segments, will remain at the core of its strategy. Backed by a healthy execution pipeline and strong momentum, the management remains confident of not only meeting but potentially exceeding its FY26 targets.

Financial Highlights
- Revenue from Operations: INR 2.73 Bn (-36.5% YoY)
- EBITDA: INR 0.29 Bn (-50% YoY)
- PAT: INR 0.16 Bn (-59% YoY)
- Operating Cash Flow (OCF): INR 1.18 Bn
- Cash & Equivalents: INR 7.14 Bn

Operational Highlights
- Pre-Sales: INR 10.68 Bn, highest ever in a quarter (+75% YoY)
- Units Sold: 415 | Area Sold: 0.63 Mn Sq. Ft. (+159% YoY)
- Collections: INR 5.75 Bn (+19% YoY)
- Construction Spend: INR 2.38 Bn (+25% YoY)

Project Launches & Additions
- New Launches (Q1FY26): 3 projects with estimated GDV of INR 39.67 Bn, namely -Balmoral, Chembur (INR 16.72 Bn), Crescent, Pali Hill (INR 14.71 Bn) and Cliff Tower, Bandra West (INR 8.23 Bn)
- New Projects Added: 3 cluster redevelopment projects- GTB Nagar, Sion (INR 45.21 Bn GDV), Lokhandwala Cluster (INR 29.56 Bn) and Swarganga CHSL, Goregaon (INR 2.51 Bn)
- Total BD Addition: INR 77.27 Bn (exceeds FY26 BD guidance by 1.25x)

Other highlights
- Redevelopment Focus: Keystone continues to build its leadership in cluster redevelopment across MMR, adding scale and efficiency.
- Execution Strength: Strong experience in large-scale townships (e.g., Urbania in Thane, Global City in Virar) helps manage bigger projects like GTB Nagar with over 1400 families.
- GTB Nagar Launch Expected in FY26: MHADA-supported, fast-tracked launch likely in 6–8 months, with project completion targeted in 4 years.
- Profitability Focus: Despite competitive intensity in redevelopment, margins remain strong due to cluster strategy and disciplined underwriting.
- Environmental Clearance Update: One Shakti matter resolved by Supreme Court, approvals expected to ease going forward.
- Belle Vue, Kasara registered as Rustomjee's first Net-Zero Carbon Project with IGBC; progress made on BRSR, ISO compliance, and green procurement.

Orient Bell Ltd – Q1FY26 Concall Analysis
CMP: INR 308 | Market Cap: INR 4,517 Mn

Forward-Looking Statements

Management commentary indicates a subdued near-term demand outlook, with no recovery expected until trade-related uncertainties subside.

Despite a strong cement recovery in Q1, a indicator for tile demand, overall demand remains sluggish, with domestic traction still muted even amid a healthy real estate cycle.

Management expects industry consolidation, with weaker players continuing to exit and larger, organized players gaining share.

The slowdown in new capacity addition, especially in Morbi, is seen as a mid-term structural positive for the organized segment.

Management expects conditions to improve from current levels, aided by India's technical and cost advantage in tile manufacturing.

Future Strategy

The company's primary focus is on volume-led growth to improve operating leverage, rather than chasing margins.

OBL plans to gain market share through differentiated product offerings, aggressive price positioning, and deeper distribution penetration, particularly in Tier 2 and Tier 3 markets.

Ceramics segment strategy includes aggressive targeting of high-volume SKUs, new product development, and improved channel outreach.

Capacity has been enhanced in the GVT segment.

Entry into tile-bonding chemicals will be via outsourced manufacturing initially; capex will be considered later based on traction. The segment is not capital-intensive and leverages the existing distribution network.

Cost optimization remains a focus, with tight control on manufacturing wastage and frugal operations supporting gross margin resilience.

Branding investments will continue, with marketing spends across TV, digital media, and dealer displays, targeting improved brand recall for the brand.

Financial Outlook

Margins are expected to improve from Q2FY26 onward, driven by higher utilization. Gross margins are already among the best in the industry and are not a concern.

Q1FY26 saw capacity utilization at ~50%; with no major capex planned.

Management reiterated that margin expansion is highly correlated with utilization, and the company currently has the infrastructure to support revenues of up to INR 12,000 Mn, including associate entities.

ASPs have declined due to aggressive discounting, contributing to a 3% revenue dip. The company intends to continue strategic price interventions to protect volumes and tackle sectoral overcapacity.

Marketing spend guidance remains at ~3.5–4% of revenue over the next nine months, with continued investments in displays and digital. A broader commitment of ~10% of revenue for branding efforts was reiterated, depending on market conditions.

Zinka Logistics Ltd – Q1FY26 Concall KTA's

Outlook: The company is confident of achieving PAT-level profitability in FY26, supported by strong revenue growth guidance of 30–35%. It expects significant upside from its Super loads business and continued platform-led monetization while the core business maintains high margins of over 90%, Super loads is still evolving and currently operates at lower margins. Management continues to focus on strengthening customer relationships and expanding bundled, high-margin services. Given seasonality, Q1 and Q2 are typically softer quarters, with stronger performance expected in Q3 and Q4. Employee and sales costs, lower in Q1, are expected to normalize as growth picks up.

Financial Highlights

- Total income rose to INR 1,600 Mn in Q1FY26, marking a 62% YoY increase. Revenue from operations (excluding interest income) stood at INR 1,440 Mn, up 56% YoY, while net revenue adjusted for gross accounting of Super loads grew 43% YoY to INR 1,320 MN.
- Adjusted EBITDA rose nearly 4x YoY, increasing from INR 120 Mn to INR 470 Mn in Q1FY26. PAT stood at INR 340 Mn, a significant turnaround from negligible profitability or losses in the same period last year.
- The company demonstrated strong operating leverage of 88% in Q1FY26, with a INR 400 Mn increase in revenue resulting in a INR 350 Mn rise in EBITDA.

Business & Operations

- The core business grew 41% YoY to INR 1,200 Mn, driven by continued momentum from regulatory device mandates such as GPS installations in trucks and steady growth in recurring subscriptions. The telematics segment which includes GPS devices, fuel sensors, and AI-based tracking solutions is gaining strong traction across the ecosystem.
- Revenues from Super loads and other segments grew 4x YoY, now contributing ~INR 230–240 Mn. Super loads is transitioning from a classifieds model to a transaction-led model, enabling the unlocking of net revenue. The segment is high-margin, scalable, and requires relatively low capital investment. It is currently operational in 2 cities, with the ability to activate a new hub within 15–20 days.

Other Highlights

- The trucking operator base expanded 14% YoY to ~8,00,000 users. Engagement levels are on the rise, with the average time spent on the platform increasing to 43 minutes, reflecting deeper user involvement and platform stickiness.
- 90%+ of the company's revenues are recurring in nature, driven by a platform-led model that includes subscriptions, commissions, and related services. Customer retention requires minimal capital deployment, ensuring a scalable and capital-efficient business model.
- The company maintains a largely variable sales workforce, allowing costs to stay aligned with business cycles. Its operating model benefits from a strong execution rhythm and tech-led scalability, enabling efficient growth and adaptability.
- Q1 and Q2 are typically seasonal lows for the business, with stronger performance expected in Q3 and Q4. Employee and sales costs were lower in Q1 due to seasonality and are expected to normalize as business activity picks up in the latter half of the year.
- The company is currently operational in 2 hubs and plans to scale up further after finalizing its full operational playbook. Its marketplace strategy focuses on converting classifieds leads into full-service transactional loads, enhancing monetization and user value.

WPIL Ltd Q1FY26 Concall Highlights
CMP: INR 494| Market Cap: INR 48,300 Mn

• Product division revenues rose to INR 650 Mn from INR 550 Mn in Q1 FY25, maintaining growth momentum.

• Highest ever product order booking of INR 1390 Mn in Q1 FY26, increasing the order backlog to INR 4110 Mn.

• The company is seeing robust inquiries, particularly in power and irrigation, and secured new orders from the Navy for vessel applications.

• Domestic project revenue was INR 1160 Mn, down from INR 1840 Mn in Q1 FY25, mainly due to sectoral challenges. Focus remains on project completions.

• Four projects started O&M this year and four more are expected to be commissioned by year-end.

• Payment cycles are gradually improving; normalization is expected as sectoral issues (like Jal Jeevan) get resolved and new tenders emerge in rural and urban water sectors.

• International revenue increased to INR 1970 Mn (Q1 FY26) from INR 1260 Mn (Q1 FY25), driven by acquisition-led growth.

• Margins were under pressure due to one-off transactional and legacy costs but are expected to recover and stabilize through the year.

• Subsidiaries like Gruppo Aturia and MISA are operating with solid order books, with Grupo Aturia benefiting from irrigation and water sector orders in the MENA region.

• Gruppo Aturia commissioned a new large pump test facility and supplied large flow pumps for the Italian Government.

• WPI South Africa solidified its position by supplying major pumps for the Zuckerbosch pumping station.

• PCI Africa entered FY26 with a record order book, particularly in Eastern Cape wastewater, and has a strong pipeline in water and wastewater.

• Eigenabu began the year with a solid order book and strong Nigerian orders. Misa Italy is rebuilding client relationships post legacy contract resolutions.

• Sterling Pumps Australia showed improved profitability driven by higher margins and a leaner cost structure.

• WPIL Thailand is expanding within the large drainage sector, aligning with government priorities.

• Other expenses increased by 30–40% due to one-off costs associated chiefly with international acquisitions.

• Management remains optimistic about improved cash flows, project pipeline growth, and a gradual recovery in margins through FY26.

Berger Paints India Ltd's Q1 FY '26 Earnings call
CMP: 571 | MCAP: INR 666,950 mn

Financial Highlights

• Market Share: The company continued to gain market share, reaching above 20% among listed companies.
• Volume and Value Growth: Berger Paints registered a mid-single-digit volume growth of 5.6% and a value growth of 2% on a standalone basis. This outperformed the overall industry, which grew by 0.3%.
• Margins: PBDIT margins improved both sequentially and year-on-year to 17.4%, driven by stable gross margins and operating leverage from improved fixed cost control.
• Revenue : INR 32,007.6 mn , a 3.6 % growth QOQ
• Gross margin: Remains constant at 17%
• PAT: INR 3150 mn

Business and Product Performance

• Segment Performance: The automotive coatings segment showed strong volume and value growth, as did the international operations. The decorative segment delivered mid-single-digit volume growth.
• Product Momentum: The company saw strong traction in its Roof Kool & Seal, HomeShield, and wood coatings ranges.
• New Products: Berger Paints launched several new products, including "Color Plus" (a premium matte interior emulsion), "Luxol Metallics" (a solvent-based metallic paint), and "Tank Cool" (a product for water tanks).
• Network Expansion: The company's store footprint expanded to over 1,300 stores, with more than 2,500 tinting machines installed during the quarter.

Other Highlights

• Competition Intensity: Management noted that the initial enthusiasm for the new market entrant (Birla) has faded among dealers, as inter-dealer competition has reduced their margins.
• Industry Mergers: The merger of Axo and GSW is not expected to cause significant changes in the competitive landscape.
• Demand: The company expects a gradual improvement in demand, particularly in urban markets, and is hopeful for a pickup in the second half of the year as monsoon subsides and government infrastructure spending potentially increases.
• Risks: Key risk factors include currency volatility, ongoing tariff wars, and geopolitical tensions.
•Subsidiary & Joint Venture Highlights: BJN Nepal, Berger Rock, and BNPA (Berger Nippon Paint Automotive Coatings) all showed strong growth in revenue and profitability. Berger Becker also recovered well from fire-related losses.
•Areas of Underperformance: Bolix's UK operations and the STP and SBL Coatings joint ventures experienced challenges. Bolix's margins were muted due to long-tenure projects, while STP and SBL Coatings had flat growth and profitability issues due to scale challenges.

Gland Pharma Ltd- Q1FY26 Concall Highlights
CMP: INR 1,958 | Market Cap: INR 323 Bn

Outlook

Gland Pharma expects continued growth momentum supported by improving profitability at Cenexi, expansion in high-value segments like GLP-1 and PFS, and strong US and emerging market demand. While Q2 may see a seasonal dip due to the summer shutdown, the company is confident of positive EBITDA from Cenexi in Q3 and targets high single-digit to low teens margins. Expansion in pen and cartridge capacity and focused product launches across markets are expected to drive medium-term growth.

Financial Highlights

- Revenue stood at INR 15,056 Mn reflecting 7% YoY growth and 6% growth on QoQ basis.
- EBITDA stood at INR 3,678 Mn reflecting 39% on YoY and 6% on QoQ growth.
- EBITDA Margin for the quarter is 24%.
- PAT stood at INR 2,155 Mn reflecting 50% YoY and 16% QoQ growth.

Cenexi's Turnaround

- Cenexi achieved EBITDA break-even in Q1 FY26, a significant turnaround after several quarters of negative EBITDA.
- This improvement was driven by a strategic shift away from low-value, high-volume segments towards high-value offerings such as pre-filled syringes and lyophilised products..
- Production at the Font facility is on track, and operations at Sinclair are progressing well with ongoing tech transfer projects. The new pre-filled syringe line at Sinclair is projected to be operational by early 2026, substantially increasing capacity in the high-demand PFS segment.
- Expects a slightly lower Q2 FY26 due to summer shutdown but is confident of delivering positive EBITDA in Q3 FY26 and aiming for high single-digit or low teens EBITDA margins moving forward.

Strategic Priorities and Progress

- The company is deepening its presence in emerging markets, believing its portfolio offers a key growth catalyst in the medium term.

GLP1 Strategy

- Gained momentum with the launch of Liraglutide last quarter. It has now been launched in the UK, Australian, South African, and Saudi Arabian markets, with Mexico and other markets in the pipeline.
- Company is aggressively increasing its pen and cartridge capacity from 40 mn units to over 140 mn units. The existing 40 mn capacity is already in place and approved, and the additional 100 mn capacity is expected to be ready for commercialisation by March-April next year. This involves fill-and-finish activities, with the API being sourced by the partners. This larger capacity is expected to lead to better contribution margins due to higher throughput.

R&D and Portfolio Expansion

- Nine new products were launched in the US during Q1 FY26.
- The RTU bag portfolio includes 20 products filed in the US (14 already approved, 10 under development), addressing a market opportunity of approximately $760 mn in the US.
- Complex injectables remain a central pillar for long-term growth, with six products already launched and three more in line for approval.

Market Performance Breakdown

• US Market: Contributed INR 7,443 mn (49% of total revenue). The growth was impacted by the timing of Enoxaparin supplies, but excluding this, US revenue growth was almost 11%. The company anticipates returning to mid-teens growth for the year in the US with upcoming launches like Talen and the BCMS project.

• Other Regulated Markets: Showed good growth, increasing 34% YoY and now make up 25% of total revenue. This was led by portfolio maximisation initiatives, with the CMS project and some LARA launches contributing.

• Rest of the World Market: Contributed INR 2,978 mn (20% of revenue) with a modest 5% increase due to softer order intake in some key regions. The company aims to double its ROW business over the next few years through a focused portfolio approach and activating old registrations.

• Indian Market: Generated INR 594 mn, accounting for 4% of Q1 FY26 revenue.

KIMS Hospital – Q1FY26 Concall Highlights
CMP: INR 738 | Market Cap: INR 297.90 Bn

Outlook

The company's near-term focus is on stabilizing recently launched hospitals particularly in Thane, Nasik, Bangalore and Kerala, while managing initial losses from new units. Despite early drag from pre-operative costs and slow insurance tie-ups, ramp-up trends in key locations are encouraging. Mature clusters in Telangana and Andhra Pradesh continue to deliver steady growth, supporting overall performance. Beyond FY27, expansion will likely resume across core southern markets with a focus on Karnataka, Kerala, Maharashtra and AP-Telangana.

Financial Highlights

- Revenue is INR 8,790 Mn, a growth of 26.8% on YoY and 9.6% on QoQ basis.
- EBITDA is INR 2,000 Mn, a growth of 8.5% on YoY and a de growth of 1.4% on QoQ basis.
- EBITDA margin is at 22.7%.
- PAT is INR 850 Mn with de-growth of 19.9% QoQ basis.

New Unit Launches and Performance

- Launched a new unit in Thane and two units in Bangalore which together have a bed capacity of nearly 800 beds. These Bangalore units are expected to be operational in Q2 FY26 once licenses are secured possibly by late August.
- New units in Kannur and Kollam (Kerala) are receiving encouraging responses.
- New units also opened in Visakhapatnam with a fertility centre and childcare unit and 100 beds in Srikakulam.
- Planned openings include oncology units in Anantapur and Ongole in the next couple of quarters.
- The five new hospitals are contributing to small losses and combined losses from new hospitals in Q1 FY26 were INR 210 Mn.
- For Q2 FY26, the expected loss from Nasik and Thane is around INR 80-100 Mn and for Bangalore, it could be another INR 100-150 Mn drag for September.
- Total expected losses from new units for FY27 could be around INR 200-300 Mn.
- **Nasik Unit**: Ramp-up has been slow mainly due to delays in insurance and corporate tie-ups. Cash business ramp-up is decent, with INR 70 Mn revenue in the last month. Losses from Nasik are expected to neutralize by the end of Q2 FY26. Full insurance empanelment for Nasik is expected to take 9 to 12 months.
- **Thane Unit**: Ramp-up has been significantly good with July revenue at INR 90 Mn. Losses from Thane are expected to neutralize by the end of Q3 FY26 and become EBITDA neutral.
- **Kollam Unit**: Experienced an EBITDA drag in Q1 due to renovation work but losses are expected to neutralize in Q2 FY26 with contributions starting from Q3 FY26.
- Bangalore Units: Commissioning will start soon. They expect an EBITDA break-even within 12 months of full operation. Initially, they will commission 50-75 beds in each hospital and add more as occupancy ramps up. Bangalore is a heavily insurance-dependent market so initial ramp-up might be delayed due to empanelment processes.
- **Srikakulam Hospital:** Commissioned on July 1st, 2025 but pre-operative expenses for doctor hiring in Q1 contributed to increased costs in the Andhra Pradesh cluster.

Mature Clusters (Telangana and Andhra Pradesh)

- **Telangana Cluster:** A very mature cluster still growing at a 5-6% volume growth YoY. ARPOB has improved but IP volume and occupancy is currently 55-60% are more range-bound. New beds from Kurnool and new technologies like cancer care in hospitals like Gachibowli and Sunshine are expected to drive future growth. The peak occupancy achievable is 65-70%.
- **Andhra Pradesh Cluster:** Similar growth profile to Telangana with an expected 5-6% IP volume growth. Margins softened in Q1 due to pre-operative expenses in Srikakulam and incremental doctor onboarding/renovation work in QNRI hospital. While there are no negative EBITDA hospitals, these incremental costs created an EBITDA drag.
- **ARPO Growth:** For mature clusters, healthy 4-5% ARPO growth is factored in. Company-level ARPO, currently around INR 43,000, is expected to improve to INR 50,000-55,000 once Bangalore and Tan ramp up. ARPO in Andhra Pradesh is lower than Telangana or Maharashtra due to different micro-market pain potential but it is expected to improve.

Expansion Plans Beyond FY27

- The immediate focus is to stabilise the new greenfield hospitals commissioned in FY26.
- Beyond FY27, hospital will be exploring more opportunities primarily focusing on Karnataka, Kerala, Maharashtra, Telangana and Andhra Pradesh.

E.I.D. Parry Ltd | Q1FY26 Earnings Call
CMP: INR 1186 | MCAP: INR 210,800 mn

E.I.D. Parry remains cautious on further investments in biofuels, particularly ethanol, as future expansion will depend on greater clarity and favorable government policies. The company is committed to expanding its Consumer Product Group (CPG) business, especially in the health and nutrition segments, leveraging its strong distribution and brand capabilities. Looking ahead to 2030, the company's strategy is centered around sustainable growth, improving margins, enhancing brand equity, and driving innovation across its product portfolio.

Financial & Operational Performance

- Consolidated Revenue: INR 87,236 mn in Q1 FY26 vs INR 67,467 mn YoY.
- PBT: INR 6154 mn vs INR 3,274 mn YoY.
- PAT: INR 4644 mn vs INR 2258 mn YoY.

Industry Outlook:

India's sugar production for the current year is estimated at 25.7 million metric tonnes (MMT), while domestic consumption is expected to reach 27.9 MMT. A significant portion, around 3.4 MMT, is being diverted towards ethanol blending under the government's biofuel policy. Additionally, the export of sugar has been capped at 0.6 MMT for the year to ensure adequate domestic availability. On the global front, sugar prices have softened, falling to around 16 cents per pound, primarily due to higher production in Brazil and Thailand.

Sugar Business

- Sugar Production: 0.22 million MT vs 0.16 million MT YoY.
- Sales Volume: 0.20 million MT vs 0.22 million MT YoY.
- Realization Price: INR 41.99/kg vs INR 38.60/kg YoY.

CPG (Consumer Product Group)

- Revenue: INR 1,920 million (down 11% YoY).
- Sweetener Sales: Impacted by release quota constraints.
- Staples Business: Grew 33% YoY.
- Outlet Reach: ~0.2 million outlets; expanding through general trade, modern trade, and e-commerce.
- Focus: New product development in the food segment.

Distillery Business

- Sales Volume: 41.3 million litre vs 39.0 million litres YoY.
- Realization: INR 67.59/litre vs INR 64.31/litre YoY.
- Segment Revenue: INR 2,960 million vs INR 2,630 million YoY.

Cogen and Power

- They generated lower revenues on YoY basis, with a continued pressure on margins and changes in grid policies.

Debt & Investments:

- E.I.D. Parry currently has no long-term loans outstanding, having repaid INR 2000 mn to its parent company. The company has a short term debt of INR 4610 mn which saw an increase from the levels of INR 2200 mn YoY.
- As for its investment in Coromandel International, the management clarified that there are no immediate plans to divest the stake, and any such decision would be taken at the group or board level.

Cera Sanitaryware Ltd-Q1FY26 Concall KTAs
CMP INR 6290 | Market Cap INR 81.8 Bn

Overall Market Outlook and Growth Projections: The company is optimistic about the future prospects of the industry and its ability to benefit disproportionately when market conditions improve.

While near-term demand challenges are expected to persist in the early quarters of FY26, signs of recovery are anticipated to begin in H2 FY26.

This recovery is supported by positive macroeconomic trends, including a gaining momentum in the rural economy (due to strong harvest, increased government spending, and structural reforms), improved liquidity conditions, and initial signs of recovery in the retail segment.

The luxury segment has shown consistent growth over the past few quarters, and the mass premium categories, which were largely impacted, are also beginning to show traction.

For the full financial year FY26, the company expects to achieve "a higher single-digit number or maybe the start of the double-digit number" for its topline growth, subject to actual market performance.

The company aims to outperform the market by 6% to 7% once the recovery gains momentum.

Strategic Initiatives and Brand Performance:

- Senator Brand: Positioned at the top end of the portfolio, Senator has an expanded portfolio including sanitaryware, pocketware collections, and new wellness range. It targets discerning premium customers, engaging closely with architects and HNIs.
- The goal is to operationalise around 45-50 Senator channel partner stores by FY26 end, with these dealers being new and exclusive to Senator, ensuring brand purity.
- Senator is viewed as a fully developed brand platform designed to capture a larger share of the luxury segment and drive long-term value creation.
- Poly Plus Brand: Launched in Q1 FY26, Poly Plus marks the company's strategic entry into the deep value segment, targeting an approximately INR 90,000 Mn market, currently dominated by unorganised players in Tier 3 and 4 towns, and villages.
- The aim is to appoint 140 distributors and achieve approximately 5,000 retail touch points by the end of one year, supported by a 70-member field force.
- Financial Outlook for Poly Plus: - It is expected to be margin accretive, with margin levels specifically in the range of 24% to 25%.
- The topline target for Poly Plus in the FY26, with sales starting around end of September/beginning of October, is INR 250 Mn to INR 300 Mn.
- By the end of three years, Poly Plus is targeted to constitute 5% to 7% of the total turnover.
- Manufacturing will be completely outsourced initially, particularly for polymer products.

Competitive Landscape:

- The primary threat from competition has been higher discounting due to existing overcapacity and subdued market conditions.
- The company anticipates that these discounts will decrease once the retail market improves, as competitors will also seek to improve profitability.
- Capacity additions by both incumbent and new players have largely already happened in anticipation of market growth, and further significant additions are not expected once growth commences.
- The company asserts it has not lost market share, having maintained volumes and margins by not compromising on profitability to gain volume like some competitors.

Project Business:

- The company is witnessing healthy order inflows from the real estate sector, driven by increased construction activities and improved developer sentiment.
- Project orders won in Q1 FY26 increased by 32% YoY, indicating a positive trend for future project sales that will translate in subsequent quarters.
- While project business margins are 6% to 7% lower than retail due to higher discounts, the company does not anticipate this to significantly challenge overall company margins.

Financial Outlook and Capital Allocation:

- The company remains confident in its financial health and long-term growth prospects, backed by a robust balance sheet, ongoing efficiency improvements, and prudent working capital management.
- Overall Margin Outlook: The company expects to maintain overall margins in the region of 15% to 17% for the next few years. Despite the increasing proportion of project business and the initial small contribution from Senator, cost control measures are in place to achieve this.
- Capex: For FY26, a total capex outlay of INR 230 Mn is earmarked, covering routine maintenance and select investments in brand building and retail footprint expansion. The company will adhere to a disciplined capital allocation approach.
- Sanitaryware Greenfield Expansion: Land acquisition has been completed, but construction has not yet started. The company will review market conditions by the end of the current year to decide on the commencement of construction.
- Advertisement and Staffing Costs for New Brands:
- For FY26, projected staff costs for Senator and Poly Plus combined are INR 130 Mn to INR 150 Mn once fully operational.
- Of the typical INR 600 Mn annual publicity spend, approximately INR 110 Mn to INR 120 Mn will be allocated to Senator and Lux brands. Poly Plus will not require significant brand publicity support in the first year, focusing on distributor and channel setup, with more expenses expected from the next year. The remaining INR 350 Mn to INR 400 Mn is for the Cera brand.

Fortis Healthcare Ltd. Key Takeaways: Q1 FY26 Earnings Call

Outlook

Fortis Healthcare Ltd. commenced FY26 on a strong note, delivering robust earnings across core hospital and diagnostics businesses. Sustained occupancy gains, margin expansion, and strategic growth initiatives—including capacity additions, O&M agreements, and network development—will likely underpin outperformance relative to sector peers in the coming quarters. Management's expansion focus on high-acuity specialties and notable traction in international patient revenues offer incremental levers for growth, while the strengthened digital and diagnostic platforms enhance scale and stickiness. Debt metrics have risen owing to expansion, but remain comfortable.

Hospitals Segment

- Revenues: INR1.84bn (+18.6% YoY), comprising 85% of consolidated revenue.
- EBITDA Margin: Improved to 22.1% from 18.5% YoY.
- ARPOB: Up 9.95% to approx. INR2.65mn per annum (Q1FY25: INR2.41mn).
- Occupancy Rate: Expanded to 69% (Q1FY25: 67%).
- Average Length of Stay (ALOS): Marginally decreased to 4.09 days (Q1FY25: 4.16 days).
- International Patient Revenue: Grew 21% YoY to INR154mn; contribution stable at ~8% of hospital segment revenue.
- Key Surgical Volumes: Robotics up 75%, radiation therapy +53%, orthopaedics +22% YoY

Diagnostics (Agilus)

- Gross Revenue: INR369mn (+7.4% YoY).
- EBITDA Margin: Rose sharply to 23.0% from 16.1% YoY (ex-one-offs: 18.7% Q1FY25).
- Network Expansion: Customer touchpoints reached 4,261 (+170+ in Q1), 10.13mn tests conducted (+5.8% YoY).
- Product Mix: 54% routine, 34% specialized, 12% wellness portfolio.
- Revenue from Preventive Portfolio: Up 8.4% YoY.
- B2C:B2B mix: 51:49 (Q1FY26) vs. 52:48 (Q1FY25).
- Genomics Portfolio: Noted 17% YoY growth, ~30 new tests launched in Q1, including advancements in oncology and prenatal care.

Expansion & Strategic Initiatives

- O&M Agreement with Gleneagles India: Fortis to manage ~700 beds across 5 hospitals and 1 clinic, further scaling metro presence.
- Shrimann Superspecialty Hospital Acquisition: Added 228 beds in Jalandhar.
- Total Planned Expansion: Management targets >1,000 new beds, strengthening the quality and geographical mix of the portfolio.
- Digital Healthcare: Enhanced EMR rollouts, digital revenue constituted ~29.5% of hospital revenues (stable YoY), launched new digital patient engagement features.

Other Operational Highlights

- Leading facilities (Shalimarbagh, FMRI, Jaipur, Faridabad): Achieved >20% YoY revenue growth.
- International Revenue Contribution: Sustained at ~8% of overall hospital segment.
- Geographical Mix: 31% north, 31% south, 20% west, 13% east, 4% international in diagnostics segment.

Balance Sheet & Capital Management

- Net Debt and Leverage: Net debt at INR1.87bn, net debt/EBITDA at 0.92x. Leverage up mainly due to expansion funding but remains manageable relative to EBITDA growth.
- Exceptional Gains: INR12.6mn recorded in Q1 FY26.

Monte Carlo Ltd| Q1FY26 | Earnings Call | Key Takeaways | CMP: 570 | M-Cap: 11,820 Mn

Financial Highlights (Q1FY26)

- **Revenue: 1,385 Mn (up 10% YoY)**
- **EBITDA: -59 Mn**
- **EBITDA Margin: -4.26%**
- **PAT: -162 Mn**
- **PAT Margin: -11.70%**
- **Diluted EPS: -7.82**

Operational and Strategic Highlights

- Online segment is a key growth driver with seamless integration across platforms enabling customer history tracking and reward redemption.
- Footwear segment recorded 100% YoY growth in Q1, with 90% of formal shoe sales happening online; plans to double volumes in FY26.
- Quick commerce partnerships with Blinkit and Zepto contributed over 1,000 Mn in sales.
- Retail expansion target is 35 stores by year-end, each around 1,000 sq. ft.
- 90% of the stores will be franchise-led; only 5–7 stores to be opened using company funds.
- Capex per store is approximately 2 Mn.
- Store-level ROI expected within 3 years.
- Geographic expansion focused on South India, identified as the fastest-growing market.

Sales and Returns Update

- Sales returns and rebates rose by 150 Mn, out of which 70 Mn is attributed to increased sales.
- Seasonal impact of returns primarily affects Q1 and Q4 (~400 Mn combined); Q2 and Q3 expected to be stronger compared to last year.

Other Business Highlights

- Export initiatives to the UK and Middle East underway, currently shipping from India; warehouse decision pending based on market response.
- ASP stands at 1,100 for summer wear and 1,500 for winter wear.
- Average ticket size for retail is approximately 3,500.
- SKU portfolio includes towels, shirts, jackets, sweaters, socks, and thermals.
- Inventory levels are stable and aligned with growing sales; LFS inventory is lower than last year.
- Debt profile remains conservative with only short-term borrowings; no long-term debt.
- Investments being made in solar, renewables, and logistics; similar ventures from sister company yielding 20% ROI.
- Management hinted at possible upward revision in both revenue and margin guidance after Q2 based on current trajectory.

Blue Star Q1FY26 Concall Highlights
Mcap: INR 371.9bn | CMP: INR 1,828

Outlook: We anticipate that RAC demand recovery during the festive season, supported by demand and the upcoming energy label change, with industry growth expected at 10-15% in FY26E. The market share stood at 14.2% in Q1FY26 and focused on a "surgical strike" approach to improve market share in low-penetration regions. The B2B business, particularly Electromechanical Projects and Commercial AC, remains strong, driven by a robust order book. Margins are expected to improve from Q3FY26E onwards. We have a positive outlook on the stock.

Margins
Unitary products margins are expected to be 7%-8% in FY26E.

Electro mechanical projects are expected to grow 15% YoY, and margins are expected to be 7%-7.5% in FY26E.

United cooling products
RAC business is expected to grow at a 19% CAGR over the next 5 years.

RAC industry is expected to grow 7%-8% YoY in FY26E.

RAC industry volume de-grew 30% YoY due to unseasonal rains.

Order book
The order book stood at INR 68.4bn (+12.5% YoY) in Q1FY26. EMP order inflow stood at INR 19.6bn, driven by demand from factories, data centers, and healthcare sectors. Order inquiries subdued from the railway and metro sectors.

Market share- RAC market share stood at 14.2% in Q1FY26.

Commercial AC & refrigeration- Commercial AC growth is led by ducted systems, VRF, and chillers, driven by the manufacturing and education sectors.
Commercial refrigeration rebounded strongly with demand from processed food and pharmaceutical sectors.
Quick commerce contributed 10% of sales in Commercial AC and Refrigeration.

Professional Electronics and Industrial Systems- The Professional Electronics and Industrial Systems were impacted due to regulatory challenges in the medtech business.

Inventory- Inventory levels are 30 days above normal, and no additional trade or consumer discounts were needed to clear stock. The focus remains on normal market operating prices and schemes.

Price hike- The company has not taken price hikes or discounts implemented in Q1FY26.

Exports -Exports revenue share is around 2% in Q1FY26. US revenue share is around 1%. Tariffs may delay expansion plans. The company is focusing on partnerships in the US, Europe, and the Middle East/Africa markets.

R&D- The company continues to invest in R&D (~1.5% of sales) for next-gen products like Wi-Fi-enabled ACs and advanced VRF systems.New energy-label-compliant products are ready for launch ahead of the Jan-26 deadline.

Supply chain & backward integration- The company has secured its supply chain for compressors for the next 12 months, with multiple sourcing options, including potential partnerships with Indian manufacturers. The company is exploring backward integration for compressors but has not finalized any JV yet.

Other highlights -The company is focused on a strong product portfolio and distribution expansion in Tier 3-5 cities. The company is developing specialized chillers for data centers and liquid cooling solutions, aligning with market trends.

TD Power Systems Q1FY26 Concall Highlights
Mcap: INR 79.3bn | CMP: INR 508

Outlook: Revenue is expected to be INR 15bn in FY26E and INR 18bn in FY27E, driven by a healthy order book and strong order inflows. The growth is supported by robust demand in key markets like the US and Europe, particularly for gas turbines, motors, and hydro refurbishment projects. The third plant will help reach revenue of INR 23-24bn going forward. The US market remains a key focus, with production shifts to Turkey helping mitigate tariff impacts while maintaining cost competitiveness. We have a positive outlook on the stock.

Revenue
Revenue is expected to be INR 15bn in FY26E and INR 18bn or higher by FY27E.

Order book
The order book stood at INR 10.8bn as of Q1FY26. The order book breakup is generators & motors – INR 10.8bn, railways and aftermarket services – INR 3.92bn.

Around 66% of order inflows are driven by demand from the US and Europe.

Capacity expansion
The third plant is expected to be commissioned by Q2/Q3FY26E. The facility will support revenue up to INR 23-24bn going forward.

Tariffs
The US market revenue share is around 15%-20%. Recent tariff increases (25%-50%) have prompted the company to shift some production to Turkey to maintain cost competitiveness.

Around 75% of US-bound exports are routed through European OEMs, attracting a 15% duty, while the remaining 25% will be redirected through Turkey.

Working capital
Working capital days are around 120 days, and receivables stood at INR 4.25bn in Q1FY26.

Turkey facility
The Turkey facility is being scaled up to handle additional production, particularly for the US market, to mitigate tariff impacts.

The company is optimizing manufacturing processes and leveraging its Turkish facility to mitigate tariff impacts.

Gas turbines
Gas turbine and engine demand is high in the US and Europe, driven by data centers and AI.

Motors
The motor business revenue is expected to be INR 1bn in FY26E and INR 2bn+ in FY27E. Synchronous motors for export are a key focus.

Hydro
The hydro segment is witnessing strong order inflows, with large refurbishment projects in India.

Railways
In railways, orders are expected from the US, Europe, Russia, and India (Alstom).

UK design center
The UK design center is focused on developing larger generators (40-100 MW).

Other highlights
The domestic steam turbine market is expected to grow 10%-12%, and the international market is expected to grow significantly, particularly for gas turbines and engines.

The US is the key market for Data centers, with large-scale AI server farms driving demand for gas turbines and engines.

Prince Pipes Q1FY26 Concall Quick Highlights
CMP: INR 295| Market Cap: INR 32,620 Mn

Management expects high single-digit to low double-digit volume growth in FY26.
Sequential margin improvement anticipated: Q2 FY26 > Q1 FY26; H2 FY26 > H1 FY26.
Target normalized EBITDA margin of 12% by Q3/Q4 FY26.
Bathware segment aims for INR 500–600 Mn revenue in FY26 and breakeven within 4–6 quarters.
Bihar plant expected to deliver 20–25 kt volumes in FY26, ramping to 60 kt capacity by September 2025.
Q1 FY26 EBITDA margin was 7%, compressed by inventory losses of ₹15–20 cr.
Inventory days at 83 as of June 30, 2025 (raw materials 35 days; finished goods 40 days); target 70–75 days.
No further inventory losses expected on current stock.
Sharp PVC resin price corrections drove trade-channel inventory losses and margin pressure.
Volume grew 4% YoY to 43,735 MT in Q1 FY26; July ’25 demand improved vs Q1.
Staff costs to rise in Q2 due to July increments; Q1 saw write-back of excess incentives.
Q1 FY26 capex was ~INR 750 Mn; remaining FY26 capex of INR 1600–1700 MN includes Bihar expansion and Bathware.
FY25 faced inflationary pressures, subdued core demand, lower infrastructure spending, and PVC volatility.
Channel sentiment improving as PVC prices have bottomed; optimistic on gradual demand recovery.
Supply chain aligned across Telangana, Silvassa, Haridwar; new Bihar plant will cannibalize initially then add net growth.
Realizations declined 8+9% YoY in Q1 FY26; aggressive ~3% trade incentives being rationalized as sentiment improves.
Focus on product mix improvement, with CPVC offerings to drive higher realizations.

Welspun Enterprises Limited – Q1 FY26 ConCall Highlights
CMP: INR 458.70 | MCap: INR 63.75 Bn

Welspun Enterprises had a strong Q1 beating guidance and continuing on track for numerous projects. The company posted INR 871 Cr revenue in Q1 FY26, down 9.27% YoY due to early monsoon and base effect, but still beat guidance as they planned an H1:H2 split of 40:60. Key projects progressed like PCOD for Aunta-Simaria bridge and final completion for Mukarba Chowk-Panipat, and major water projects are set to begin post-monsoon. WMEL saw 45% revenue growth, driven by strong orders. ESG efforts led to significant environmental gains and technological advances, and the firm won multiple awards. FY26 targets include INR 4,000 Cr revenue and INR 10,000–11,000 Cr in fresh orders.

Operational overview
- Early onset of monsoon also affected revenue losing ~10 days on road projects
- PCOD received for landmark Aunta-Simaria bridge project with monetary effects from this FY
- Final Completion certificate received for Mukarba Chowk-Panipat Road Project
- Evacuation discussion with ONGC for block C37, once completed then further announcements
- Bhandup water treatment plant and Dharavi Ghatkopar tunnel move past pre-implementation to be executed post monsoon, with effects seen in H2 FY26

Financial Highlights
- Revenue: 871 Cr down 9.27% yoy (6-7% higher than guidance). Reasons for decline are early onset of monsoon, guidance to target H1:H2 revenue split as 40:60 compared to previous year's ~50:50, and Q1 FY25 had exceptional claim of 16 Cr
- EBITDA: 208 Cr up 7.78% yoy (margin 23.9% up 380 BPS)
- PAT: 101 Cr down 8.18% yoy (margin 11.6% up 14 BPS)
- Order book: 11962 Cr for standalone, 2085 Cr for WMEL
- Revenue by segment distribution: 37% from transport, 37% from water, 26% from Tuennling and Rehab

Welspun Michigan Engineers Ltd
- Revenue: 208 Cr up 45% yoy with EBITDA also growing 28% yoy
- 1102 Cr DGT order sourced from WEL
- Strong book-to-build ratio of 3x

Water vertical
- Dharavi wastewater treatment facility: RCC works to finalise by Q2, looking forward to site visit soon
- Bhandup water treatment plant: All clearances secured, Q3 should see project start
- UP Jal Jivan Mission: Work is progressing smoothly and on track
- Dharavi Ghatkopar tunnel project: securing pre-project clearances, expecting start by Q3

Smart OPS
- Successfully completed two projects in FY26 namely 285 Mn litre cleaning and treatment project in Guwahti and 112 Mn litre in Kashi
- Created new company for its management owing to unique business and skill set for technology
- Management populated already with CEO to join soon
- Part of WMEL as a JV with Smart Ops UK (50% stake). Since WMEL is 60% subsidiary, the net holding becomes 30% for Welspun Enterprises

ESG Initiatives
- Digitisation of project management dashboard, data analytics, integrating e-governance, and incorporating 3D/4D/5D tech
- Investing in leadership, learning, innovation, and partnering with top institutes for young talent and research efforts
- In FY25, reduced over 50000 tonnes of CO_2 emissions, saved 1.7 lakhs kiloliters of construction water, recycled 9000 metric ton of construction waste

Awards and Recognition
- Varanasi Aurangabad Road Project honoured with Gold Award for Road Safety Excellence at OHS&E Excellence Awards 2025
- People's Choice award at Alden Global's Supply Chain and Logistics Award 2025
- Maharashtra State Best Employer Brand for 2025 at the 20th Employer Branding Awards

Future
- Revenue to reach 4000 Cr in FY26 (~15% growth)
- Remaining FY should see fresh orders of 10000 to 11000 Cr

Macpower CNC Machines Ltd – Q1FY26 Concall KTAs – Arihant Capital
CMP: INR 861| Mcap: INR 8,620 Mn

Outlook and Guidance

Management remains optimistic about long-term demand for CNC machines, supported by the government's continued push for local manufacturing under the "Make in India" initiative, a revival in private sector capex, and emerging sectoral demand from aerospace, EVs, and defense. The company has guided for a revenue growth of approximately 20–25% YoY in FY26, underpinned by strong order visibility, higher contribution from high-margin and custom machines, and better export momentum. Margins are expected to improve gradually due to operating leverage, a richer product mix (particularly 5-axis machines), and ongoing cost optimization. The upcoming new plant is likely to act as a key volume and efficiency level starting FY27.

Financial Performance

Revenue for Q1FY26 stood at INR 48.4 Cr., registering a 20% YoY growth driven by improved volumes and better product realisation.

EBITDA margin improved by ~100 bps YoY to 16.4%, aided by operating leverage and a more profitable product mix.

The company maintains a lean working capital cycle of ~90 days.

Strong internal accruals led to a reduction in net debt, with the management targeting to become net-debt free by FY27.

The company operated at high capacity utilisation levels of ~85%, reflecting healthy demand across end-user industries.

Gross margin improved due to a favourable mix of products with a higher share of high-value 5-axis and customised machines.

Order Book

The current order book stands at INR 106 Cr., providing revenue visibility for at least the next two quarters.

Continued strong order inflow from key sectors including aerospace, die-mould, automotive, and defence.

Export momentum remains positive, with strong traction from the United States and Middle East markets. Export revenue is expected to contribute ~20% of FY26 revenue (versus 13% in FY25).

Capacity Expansion and Capex

The company is investing INR 60-70 Cr. in a new facility near Rajkot, expected to be commissioned by Q4FY26.

The new plant will expand annual production capacity by approximately 40% and enable manufacturing of large-format and precision machines, primarily catering to aerospace and defence segments.

Ramp-up from the new plant is expected in FY27, supporting both volume growth and product diversification.

Technology Development and Product Innovation

Macpower has entered into technical collaborations with European and Japanese partners for advanced machining technologies.

Two new machines were launched during Q1FY26, including a simultaneous 5-axis machining centre designed for aerospace and EV components.

The company is focused on increasing indigenisation of components to reduce dependency on imports and improve cost control.

The leadership remains confident of sustaining growth momentum, led by sector diversification, rising exports, and increased capacity.

Focus remains on strengthening R&D capabilities, technical talent base, and expanding after-sales service across India and key international markets.

Management highlighted the benefit of policy support such as the Production Linked Incentive (PLI) scheme, defence indigenisation programs, and revival in private sector capex as major long-term growth enablers.

Protean eGov Technologies
CMP INR 773| Market Cap INR 31330Mn

Outlook:Management expects healthy revenue growth in FY26, supported by the execution of the current INR 300 Cr order book and continued annuity growth in the CRA subscriber base, with roughly one-third of the turnkey project order book planned for completion in FY26 and the remainder spilling into FY27. EBITDA margins are anticipated to improve from Q3/Q4 FY26 as automation benefits materialize and new product revenues scale. New businesses are projected to contribute 25–30% of total revenue within three years, driven by SaaS offerings and monetization of Open Digital Ecosystems (ODEs). The international business is set to contribute more visibly from FY26 onwards, with projects in Morocco and Ethiopia underway and multiple bids in advanced stages. Monetization of open digital ecosystems, including ONDC, is expected to take 2–3 years to achieve scale but is viewed as a significant long-term opportunity. A strong cash position and zero debt provide the company with the flexibility to invest in high-growth opportunities across both domestic and international markets.

P&L & Financial
Revenue from operations grew 7% YoY to INR 211 crore, driven by strong CRA business (NPS, APY, UPS) and tax services.
EBITDA up 31% YoY to INR 45 cr & margin expanded 240 bps to 18.8%.
PAT up 13% YoY to INR 24 cr and PAT margin at 10%.
Strong balance sheet with INR 800+ crore cash & equivalents, net debt-free.
Maintains strategic investment capacity with prudent capital management.

Strategic Initiatives - Secured INR 100 cr mandate from Bima Sugam India Federation to build first-of-its-kind insurance DPI for IRDA.
Signed Statement of Intent with NITI Aayog to promote APY adoption and pension literacy in 64 aspirational districts.

Business Segment- Tax Services: Revenue up 2% YoY market share up 80 bps to 59% and issued 1 cr PAN cards (54% paperless).
CRA (Central Recordkeeping Agency): Revenue up 16% YoY and added 32.4 lakh subscribers (98% share in new additions); 753 corporates onboarded; maintained 97% market share in NPS & APY.
Unified Pension Scheme (UPS):Launched April 1, 2025; 19,000 accounts onboarded by June 30; end-to-end managed as primary CRA.
Identity Services: Identity services revenue at INR 24 Cr, down 14% YoY and flat QoQ, despite robust transaction growth across most ID products.Strong volume growth impacted by slab and competitive pricing; value-added offerings (E-Sign Pro, Rise with Protean) gaining traction.

Order Book & Pipeline - Robust RFP-led pipeline; current order book exceeds INR 300 cr including SARSAI CYC, CRR 2.0, Bima Sugam, and ID services mandates. Strong pipeline of RFP opportunities in the DPI space**.**

Unified Pension Scheme (UPS) launched April 1, 2025 and 19,000 accounts onboarded by June-end.

Strong execution capability demonstrated by timely UPS deployment for the central government.
International business: Morocco education DPI project under execution with revenues accruing; Ethiopia project under implementation. Shortlisted for 3–4 additional international projects in final stages.

RFP-based order book expected to start contributing meaningfully from coming quarters.

One-third of current INR 300 Cr turnkey project order book to be recognized in FY26.

Employee costs up 40% YoY due to project-based hiring for RFPs, annual increments, and full-year cost impact of leadership hires made in FY25.

Current employee cost base to remain largely stable except for project-specific hiring.

Margins temporarily impacted by high upfront tech and product investments; expected to improve once revenues scale.

Company pursuing dual growth engines: turnkey national projects via RFPs and scalable SaaS-based product solutions.

SaaS offerings expected to generate recurring, annuity-like revenues

Investments focused on app-layer solutions above DPIs, enhancing API monetization opportunities.

Management reiterated new businesses will contribute 25–30% of total revenue in 3 years.

Open Digital Ecosystem (ODE) initiatives like ONDC still in early monetization phase; large-scale adoption expected to take 2–3 years.

ONDC revenue currently limited to platform fees; main monetization awaits higher transaction volumes.

India's digital economy is growing at ~2x the broader economy, creating long-term growth tailwinds for DPI-linked services.

Ongoing automation efforts expected to improve EBITDA margins from Q3/Q4 onwards.

Financial position supports strategic investment in emerging opportunities while maintaining stability.

Company positioning itself as a leader in citizen services and digital public infrastructure.

Pipeline of RFP and product opportunities in both domestic and international markets remains strong.
Balance of short-term revenue visibility (turnkey) and long-term recurring revenue (SaaS) provides resilience.

Mayur Uniquoters Ltd

Maintained its guidance of 10–15% revenue growth and 15–20% profit growth for FY26, supported by a healthy product mix, operational efficiencies, and growing relationships with premium global brands like BMW, Mercedes-Benz, Ford, and Adidas. Despite some challenges in the domestic and replacement markets, the company continues to expand its distribution network and is focused on high-margin segments, including exports and branded footwear.

Revenue Mix

- Exports contributed INR 800.5 Mn, accounting for 40% of total revenue, with INR 249.5 Mn from general exports and INR 531 Mn from OEM exports.
- Domestic sales stood at INR 1,263.6 Mn or 60% of the total. Segment-wise domestic revenues - Auto OEM – INR 430.8 Mn, Replacement – INR 313.2 Mn, Footwear – INR 444.2 Mn, Furnishing – INR 56 Mn, and Others – INR 19.2 Mn.

Export Business

- Automotive exports are insulated from US tariffs. A 50% tariff (if imposed) could impact general exports, but not OEM exports, due to the supply chain structure.
- The company is actively increasing its presence in Europe and the Middle East to diversify export markets. They are supplying 35,000 meters each to BMW and Mercedes-Benz and are now in discussions with Ford for multiple models.
- Aims to grow further with global OEMs and is working toward increasing penetration across multiple models and brands.
- The Mexico plant project was ready for execution but is temporarily postponed due to recent trade-related uncertainties. The company remains committed to it and will proceed once clarity on tariff and regulatory environment is established.

Domestic Business

- Despite increased competition from 10–15 new synthetic leather companies annually, the company remains focused on premium positioning in the domestic market.They have not lost market share in the auto OEM segment, including clients like Hyundai and Kia, and supply continues via partners.
- Replacement market demand was soft in Q1FY26 due to muted OEM sales and product redesigns but is expected to recover.
- The footwear segment is undergoing restructuring, with a focus on premium global brands which are expected to yield higher margins over the next 1–1.5 years.

Other Highlights

- Sales volume for Q1FY26 was 72.44 lakh meters, down from 77 lakh meters in Q4FY25.
- The PU business continues at a steady run-rate of INR 60–INR 70 Mn per quarter, with no major improvement in Q1FY26.
- The retail distribution network has expanded from 750–800 to ~1,000 distributors, with sales showing improvement YoY and plans to add more product lines.
- Expects bottom line growth to be driven by a better product mix, operational efficiencies, productivity improvements, and expansion in high-margin export orders. Focus is on bottom-line over top-line, preferring profitable growth over volume expansion alone.
- Leveraging opportunities in garments, leather goods, and other non-automotive verticals as artificial leather increasingly replaces genuine leather globally.

Arihant Capital Market Ltd

Datamatics Global Services Ltd

Expecting mid-single-digit organic revenue growth due to a slower decision-making environment and client cautiousness driven by global uncertainties like tariff wars. However, including recent acquisitions such as TNQ, the company anticipates overall growth in the mid-teens range. Strong potential in AI-led solutions across all business segments, with several pilot projects now converting into commercial contracts. Margins are also expected to improve by 50–100 bps, supported by operational efficiency and increased adoption of AI-driven automation tools.

Segment Performance

- Digital Operations revenue forming 55% of total revenue with EBIT Margin of 16.4%, growth driven by upgrades in Enato platform with AI-powered collections agent.
- Digital Technologies is 31% of revenue with EBIT Margin of 6.9%; margins improved due to cost optimizations; expected to improve further by 100 bps during FY26.
- Digital experiences segment 14% of revenue faced a decline due to migration of top clients to captive units (GCCs); EBIT margin at 6.8%.

Other Highlights

- The geographical revenue split led by the USA, contributing 55% of the total revenue, followed by the UK and Europe at 21%, India at 16%, and the ROW at 8%. The top 5 clients contribute 25% of the revenue, the top 10 clients contribute 38%, and the top 20 clients contribute 52%.
- Company expects mid-single-digit organic revenue growth in FY26. Full year YoY growth, including acquisitions (like TNQ), is expected to be in the mid-teens range. EBITDA margins expected to improve by 50–100 bps during FY26.
- Attrition rates are under control and expected to remain stable due to industry softness. Hiring will remain proportionate to revenue growth; AI adoption is leading to disproportionate revenue growth over headcount.
- AI agents developed for insurance, banking, logistics verticals. Partnership with a UAE bank to establish their AI Centre of Excellence. Japanese consumer electronics firm adopted TrueCAP, TrueBot, and TrueBI.
- Enhanced AI capabilities integrated into Enato platform to improve cash collections. Implementing co-pilot integrations and small language models for clients and internal operations.
- AI becoming a core differentiator vs. pure product players due to Datamatics' services DNA and ability to ensure ROI. Annual investment in IP/AI development stands at INR 400–INR 500 Mn.
- TNQ tech integrations are progressing well; TNQ showed a 2% YoY growth, still early post-acquisition. Cross-sell traction is picking up, with cross-sell clients increasing from 5 to 8 within a quarter. TNQ is expected to show better performance as sales cycles mature (9–12 months typical).
- The company expects AI to be the primary growth driver across all business segments in the next 2–3 years.
- Multiple pilots are converting into full-scale commercial projects, offering visibility on future revenues.
- Digital experiences expected to recover due to new long-term deals (optical retail and pharma clients). AI-led automation expected to enhance margin profile in FY27 and FY28.

Caplin Point Laboratories Ltd– Q1FY26 Concall Highlights
CMP: INR 2,058 | Market Cap: INR 156 Bn

Outlook
Caplin Point Laboratories is aimed for steady growth of 14–16% over the next two years driven by expansion in Latin America (Chile, Mexico, Colombia, Brazil) and a growing US presence. Post-FY28, the company projects robust 20–25% growth fueled by new product launches like GLP-1 and oncology drugs, strategic acquisitions and increased outsourcing of high-value biosimilars and peptides from China. Investments in manufacturing and a strong cash position will support this expansion, despite potential geopolitical challenges.

Financial Highlights
- Revenue is INR 5,100 Mn, a growth of 11.2% on YoY and 1.5% on QoQ basis.
- EBITDA is INR 2,010 Mn, a growth of 17.9% on YoY and 3.7% on QoQ basis.
- EBITDA margin is at 37.7%.
- PAT is INR 1,510 Mn with a growth of 20.7% YoY and 3.8% QoQ basis.

Geographical Expansion
- The company is expanding from smaller Latin American markets to larger ones like Chile, Colombia, Mexico and soon Brazil.
- In Chile, a warehouse was recently set up to keep inventory close to customers, but significant revenue is expected only after 1–2 years due to the tender-driven market with 80% tenders and 20% private.
- In Mexico, the company is waiting for product registrations which could take time due to potential delays by competitors or government processes. Once approved, Caplin plans to stock goods in warehouses to meet quick delivery demands.

Key Markets
LATAM
- Contributes the majority of revenue outside the US with a 7% growth in Q1 FY26.
- Caplin has a strong presence in smaller markets like Guatemala and is entering larger markets like Mexico, Chile, Colombia, and Brazil.
- Holds 400–500 product registrations in Latin America with 20% of products driving 80% of revenue. This bundling strategy ensures customers can buy all the products needed from Caplin's warehouses.
- Plans to launch GLP-1 products (anti-diabetic drugs) in LATAM by Q4 FY27 to complement its existing anti-diabetic portfolio.

United States
- The US business is small around 5% of total business and primarily B2B (90%), supplying to larger companies and distributors.
- Caplin Steriles USA has launched 21 products with 15 more planned in the coming quarters, focusing on injectables, emulsions, and biohazards.
- 38 ANDAs are approved with 13 under review.

Other Markets
- Caplin has filed products in Canada, Australia, Saudi Arabia, UAE, and South Africa, expecting progress in 2026.
- Exploring onshore manufacturing in strategic locations with updates to follow.

Product Development

- **GLP-1 Products:** Plans to launch GLP-1 products in LATAM in 2026 with some differentiation to target the bottom of the pyramid. The market size and ramp-up are uncertain due to competition and supply issues but Caplin's strong brand trust in LATAM is an advantage.
- **Oncology:** Developing 15–16 oncology products to avoid past mistakes in the US market and filing few products. These will target both ROW and regulated markets with opportunities to supply governments.
- **Biosimilars and Peptides:** Increasing outsourcing of complex products like biosimilars and peptides from China where costs have dropped significantly. These products will add value to the bottom line.
- **Nutraceuticals:** Inspired by China's focus on nutraceuticals, Caplin is shortlisting products and plans to finalize packaging and market entry within six months.

Capex

- Total Capex: Over INR 10,000 Mn planned with 50% already spent.
- Phase 3 Injectables (COL2): ~INR 2,800–3,000 Mn which is partially spent.
- Oncology API Facility: ~INR 850–900 Mn.
- Phase B (early stage): ~INR 1500 Mn.
- Delayed OSD Facility: The Oral Solid Dosage facility's timeline has shifted from Q4 FY26 to Q3 FY27 due to a cautious approach amid geopolitical uncertainties and is exploring contract manufacturing with Chinese and Indian partners to avoid delays.

Growth Outlook

- Growth expected to continue at 14–16% in next 2 years similar to the past three years driven by LATAM and US expansion.
- Post FY28: Projects 20–25% growth as it scales in larger markets like Mexico, Chile, and Brazil supported by acquisitions and new product launches.

ELIN Electronics Q1 FY26 Earnings Call
CMP: INR 174 | MCAP: INR 8,680 mn

Financial Performance:
o Operating revenue for Q1 FY26 was INR 2,950 million, up 1% YoY but down QoQ due to seasonality.
o Consolidated EBITDA increased to INR 176 million from INR 133 million YoY, with adjusted EBITDA margin at 6.3% (reported 5.9%) due to a 130 basis points improvement in gross margin.
o Consolidated PAT rose to INR 94 million from INR 59 million YoY.
o Net cash position stood at INR 1,030 million as of June 2025, with controlled capex of INR 65 million.

Business Challenges:
o Revenue growth was impacted by higher-than-expected rains affecting cooling products (fans, AC motors) and a decline in lighting business due to a key customer (Signify) forming a JV with another manufacturer, leading to an estimated INR 500 million annualized revenue reduction.

Strategic Updates:
o Lighting, Fans, and Switch Segment: Revenue fell to INR 801 million from INR 894 million YoY due to a drop in LED lighting and flashlights (from INR 634 million to INR 395 million). New customers (including a top-five Indian player) were added, with expectations of 2-3 more by FY26 end. The monthly run rate is projected to exceed prior levels by Q4 FY26.
o Fan Business: Grew 2x YoY despite weather challenges, with strong performance in BLDC fans. New products with Signify and streamlined operations (shifting TPW to Ghaziabad) are expected to boost growth.
o Home Appliances: Revenue rose to INR 686 million from INR 636 million, driven by an 8% YoY increase in kitchen and home care (mixer grinders, toasters) and 9% in personal care. Medium appliances like air fryers and chimneys are planned for expansion.
o FHP Motor Segment: Flat at INR 474.8 million due to rains but expected to recover in Q2 and Q4. New BLDC chimney motors and cooler motors to be launched soon, with plans to enter washing machine and AC motor markets post-BIS implementation (September 2026).
o Exports: Early-stage talks with OEMs for localization and exports to the US and Western markets, with exhaust fan exports already started from the Goa factory.

Market and Policy Outlook:
o Government policies (BIS, QCO) and the “China Plus One” strategy are driving localization, benefiting categories like steam irons, kettles, OFRs, and flashlights. The company sees opportunities in import-dominated markets (e.g., washing machine and AC motors).
o Challenges include a slower manufacturing ecosystem in India compared to China, impacting the speed of supply chain shifts.

Operational Metrics:
o Inventory levels at 40-42 days, slightly higher than the target of 35-45 days, due to anticipated Q2 demand.
o Capacity utilization across segments is ~70-75%.
o Working capital days guidance revised to 45-50 days from 40-45 days due to inventory buildup for new customers and Q2 demand.

Margin and Efficiency:
o Gross margin improved due to a better sales mix and procurement efficiencies. Employee costs rose due to increments and an INR 10 million non-recurring expense.
o Medium appliances expected to have lower gross margins (20-22%) but higher EBITDA margins (7-7.5%) due to lower overheads as a percentage of higher realizations.

Rategain Travel Technologies Ltd-Q1FY26 Concall KTAs- Arihant Capital
CMP INR 439 | Market Cap INR 51,800 Mn| View: Positive

Outlook: The company has indicated that FY26 will be a year of investments, resulting in modest single-digit revenue growth of 6–8%, due to a typical lag of one to four quarters before new sales contribute meaningfully to revenue. While Distribution growth will be negative—primarily because of insourcing by a large OTA client and fewer legacy client renegotiations DaaS and Martech segments are expected to deliver strong double-digit growth. Although management is confident of exceeding the current revenue and margin guidance, they have opted not to revise it quarterly. They maintain their aspiration for double-digit revenue growth in FY26, though the earlier commitment to consistent 20%+ organic growth was not reiterated. On the margin front, the company has planned $5 million in additional investments for FY26, with about $4 mn allocated to go-to-market (GTM) efforts, which is expected to reduce EBITDA margins to 15–17%. However, margins are expected to recover to 19–22% in FY27–28 as operating leverage begins to take effect.We have Positive view for the long term
The company maintained strong cash flow, generating INR 191 Mn in operating cash flow and INR 127 Mn in free cash flow, marking the sixth consecutive quarter of positive FCF. With a healthy net cash position of INR 4,285 Mn, the company has a robust balance sheet to support future investments and M&A activity.

Segment
Across its business segments, Rategain showed resilient growth. The Distribution segment posted a 13.1% YoY revenue increase, though declined sequentially by 4.6% due to seasonal factors. The MarTech segment recorded a 6.1% YoY increase, aided by improved pipeline conversion, while the DaaS segment led with a 13.5% YoY growth, driven by strong traction in the airline vertical.

Clients
The company added 36 new customers, taking the total to 867, and the contribution from top 10 customers remained stable at 28.5% of revenue. Importantly, 99% of Rategain's revenue is recurring, underlining a highly visible and sticky revenue model. The LTV/CAC ratio stood at 6.3x, and net revenue retention (NRR) remained strong at 121.6%, reflecting consistent upsell success.

Travel and Hospitality
Hospitality demand has begun to stabilize after the post-COVID surge, with normalized booking patterns. On the airline side, demand remains robust globally, particularly in North America. Travel brands are increasingly focused on driving direct bookings, leveraging data and personalization to reduce dependency on intermediaries. Event-led travel remains a key growth catalyst, with upcoming global events like the Paris Olympics expected to provide tailwinds in H2FY26. These trends favor Rategain's integrated tech offerings across distribution, pricing intelligence, and digital marketing.

Technology
Rategain continued to invest in innovation, enhancing its AI-driven pricing engine and integrating it across major OTAs and hotel brands. The company is scaling Rategain.ai, its personalization and recommendation engine, to support smarter, data-led decisions for clients. Efforts are also underway to modularize platform components for better cross-sell and faster onboarding. These tech enhancements are critical to maintaining product leadership and deepening client stickiness across verticals.

Geographic
In Q1FY26, North America contributed 50.4% of total revenue, followed by Europe at 28.5% and APAC at 12.3%. India and other regions collectively added 8.8%. While core markets remain strong, the company is seeing early traction in emerging regions like the Middle East and Latin America, which present a longer-term growth opportunity. Management continues to emphasize global expansion, with a strong go-to-market focus across EMEA and the Americas.

Strategy
The company is executing well on its GTM strategy, with robust pipelines in DaaS and MarTech, supported by a growing portfolio of use cases across verticals. Strategic focus is on acquiring large enterprise clients, including cruise liners, hotel chains, and alternative lodging players. Rategain is also making inroads into Tier 2 travel brands and underserved markets, supported by cross-sell momentum and an expanding modular product stack. Customer success and sales teams are being aligned to drive larger deal wins and deeper engagement across segments.

Margin
Management reiterated its focus on maintaining EBITDA discipline while driving revenue growth through operating leverage.

Hiring
Hiring is being conducted selectively, mainly in R&D and customer success roles, to support innovation and retention.

Gopal Snacks Ltd – Q1FY26 Concall KTA

Operational & Strategic Updates

Q1FY26 revenue at INR 322.2 Cr, +1.7% QoQ; ROI revenue down 9% due to supply chain issues post-Dec'24 fire.
New products launched – popcorn & wafer biscuits (non–palm oil based).
Modasa plant trials to begin mid-Sep'25; will take 60% of lost Rajkot capacity, with remaining 40% reinstated at Rajkot by Q3/Q4. Gondal unit to be phased out post full commissioning.
Current supply chain disruption causing 8–10% business loss, expected to reduce to 1–2% post Modasa & Rajkot operationalization.
All manufacturing in-house; 4–5 SKUs (e.g., ring hair, vanilla ball hair, sabudana churaya) yet to restart – will resume after Modasa is live.
Distribution expansion – new micro-distributors under Super Stockist model; adding 60–70 distributors (mostly around Nagpur) by Dec'25.
Bi-weekly servicing initiative in Gujarat now covers 14% outlets vs 7% in Apr'25; visible sales delta of INR 10 Cr MoM.

Financials & Margins

Gross margin at 26% (vs 29% YoY), sequential +6% aided by lower palm oil (–10%), packaging (–1%), chana (–5%) and potato prices, plus 1% benefit from reduced outsourcing.
EBITDA margin at 4.7% (vs 11.5% YoY) impacted by lower gross profitability & +1.3% revenue increase in A\&P spends.
No further provisioning expected for fire loss; insurance claim progressing – partial scrap sale profit of INR 0.2 Cr booked.
Capex: INR 30–35 Cr for Modasa (INR 15–17 Cr spent in Q1); Rajkot rebuild INR 15–20 Cr, funded via insurance.
Depreciation to rise from INR 8 Cr to \~INR 9 Cr/qtr post plant commissioning.
Debt at \~INR 100 Cr (higher due to inventory build-up and capex).

Guidance & Outlook

FY26 revenue growth guidance maintained at \~20% YoY (\~INR 1,750 Cr); earlier INR 1,800 Cr target included potential JV/export/3rd party mfg contribution.
H1 likely at INR 730–740 Cr (vs INR 800 Cr earlier plan); recovery in H2 with INR 1,000+ Cr targeted.
Gross margin expected to sustain \~26% ±1% in H1; some dip possible in Q3 on crop cycle, but full-year margins to be higher YoY.
EBITDA margins to improve sequentially; Q4 exit near double-digits but likely just shy of 10%.
No near-term price hikes; selective consumer offers (esp. wafers) to support volume recovery.
Focus on reducing palm oil dependency; bakery category products under development.
International market entry via strategic/third-party partnerships rather than direct exports in near term.

Other Notes

E-commerce Q1 sales INR 4.5 Cr (vs INR 4.5 Cr in FY25 Q1 full-year total); modern trade growth via DMart, Reliance, B-Mart, regional chains.
Distributor order frequency impacted by multi-location sourcing; operational efficiencies expected once single-location fulfillment resumes.
Competition: recent grammage reduction by market leader in Gujarat (25g→22g) aligns with Gopal's existing SKU size.

GNFC Ltd Key Takeaways: Q1 FY26 Earnings Call

Outlook

GNFC Ltd. entered FY26 navigating operational headwinds stemming from plant outages and shutdowns, which weighed on both topline and profitability in Q1. While near-term performance was impacted, management remains optimistic about recovery on normalization of operations, anticipated regulatory changes in fertilizer energy norms, and realization of strategic efficiency measures. The extension of anti-dumping duties and ongoing improvement initiatives, including cost-reduction and digital transformation, are expected to offer incremental benefits over the medium term.

Financial and Operational Performance

• Q1 Revenue and Profitability: Performance for Q1 was adversely impacted by prolonged plant shutdowns. The top line was lower by INR3,750mn and PBT by INR1,480mn compared to normalized runs.

• Non-comparability: Numbers not directly comparable YoY or sequentially, due to different periods of outages across Q1 FY26, Q4 FY25, and Q1 FY25.

• Segment Results: Chemical segment profitability was steady YoY, but the topline was affected by TDI plant outages and volume disruptions in various chemicals. Fertilizer segment loss increased to ~INR1,000mn, driven by unrevised energy norms, lower urea volumes, and elevated repairs and maintenance costs.

Chemicals Segment

• TDI Operations:

O Production: Q1 TDI production at 16,000 metric tons across both plants.

O Volume Guidance: Management reiterated FY26 target of ~67,000 metric tons, assuming stable operations for the remainder of the year.

O Pricing: TDI price increased by INR12 per kg as of August 1, 2025. Domestic market remains priority; exports only when domestic demand is insufficient, with export realizations currently higher than domestic.

O Sales Mix: Approx. 90% on contract basis, 10% spot; contract revision is dynamic and market-linked.

O Input Costs: Toluene (key feedstock) saw further price moderation, providing some margin relief, though fixed cost recovery at TDI2 remains challenging.

• Other Chemical Products:

O Management expects chemical prices to improve in H2, typically a stronger demand period, implying better spread and profitability prospects for the segment.

• Anti-Dumping Duty: Extension on aniline (key product) anti-dumping duty from mid-2027 to mid-2030 offers medium-term pricing support.

Fertilizers Segment

• Performance Drivers:

O Losses widened to ~INR1,000mn, primarily due to under-recovery of energy costs (INR130mn impact), ~40,000 ton YoY lower urea production, and ~INR450mn higher repairs and maintenance.

O Additional impact from shutdowns and unproductive fixed costs.

O Product optimization strategies deployed to minimize losses within the portfolio.

• Regulatory Update:

O Energy and fixed cost revision for fertilizer segment expected by Q3 FY26. Management expects new norms to better reflect coal-gas mix and support future profitability.

O Urea ammonia feed is 100% gas-based; fuel constitutes gas and coal mix.

O No major further shutdowns planned for FY26, supporting normalized production trajectory.

Segment-wise Production Data (Q1 FY26)

- Ammonia: Total production at 138,000 tons (53% gas, 47% oil).
- WNA: ~97,000 tons produced (two plants combined).
- CNA: ~32,000 tons (four plants).
- Formic Acid: ~6,500 tons.
- AN Melt: ~37,000 tons.
- No external ammonia purchases in Q1; limited purchase in Q2 at lower-than-plant cost.

Strategic Transformation & Initiatives

- Consultancy Engagement:

O Strategic management consultant appointed to identify cost optimization, digital transformation, and investment pathways.

O Implementation phase to commence in Q2 FY26, with savings projected from power/fuel sourcing, feedstock rationalization, marketing, and digitization.

O Benefits expected to begin accruing from H2FY26.

- Capex & Projects: ~INR2,250mn of capitalization during the quarter, mostly work-in-progress for ongoing projects; all key projects on or close to schedule except minor delays in coal-based power and steam plant.

Other Highlights

- Balance Sheet: No significant changes apart from the aforementioned CAPEX.
- Comprehensive Income: Improvement led by fair value gains in investments (equity holdings).

Ellenbarrie Industrial Gases Ltd– Concall KTA's
CMP INR 529 | Market Cap INR 74.8 Mn

Forward-Looking Statements & Future Outlook
Capacity Ramp-Up: The Kurnool plant's capacity utilization is expected to be significantly higher in Q2 than Q1 and is projected to reach optimum utilization of 85-90% in the second half of this year.
New Projects Coming Online:

- A merchant plant in eastern India will be operational by October of this year.
- An on-site plant is expected to commence operations in Q4 of this year.
- Another merchant plant in North India will be up and running by the end of Q1 of the next financial year.
- An on-site plant with a capacity of 320 tons per day is expected to commence in March 2026.

Ramp-Up Periods: For new merchant plants, a ramp-up period of 18-24 months is typically expected before full capacity utilisation is achieved. On-site plants, however, guarantee revenues from day one due to "take or pay" arrangements.
Pan-India Expansion: The company aims to become an all-India player, actively exploring opportunities in the western part of the country, with an announcement expected fairly soon. This expansion is deemed prudent given the strong balance sheet and increased brand visibility post-IPO.
Argon Focus: Argon is a product with high value addition. A key strategy going forward is to focus on marketing and value addition for argon.
Hydrogen Market Exploration: While currently a small pilot project, the company acknowledges hydrogen as a promising future market and plans to evaluate major investment decisions after gaining more experience.
Technological Advancement: New and under-construction capacities are significantly more power-efficient, which is expected to gradually reduce power costs as a percentage of revenue. The company relies on its in-house engineering team for production technology, tracking global developments.

Financial Outlook
Revenue Growth:

- The company expects to continue at least the 25% YoY revenue growth experienced in Q1, with potential for even higher growth as more capacity is added.
- This strong growth trajectory is projected to continue for at least the next two to three years.
- Growth is expected to be "lumpy" year-on-year, rather than quarter-on-quarter, due to the commissioning of new plants.
- The company projects significantly higher growth than the industry average, enabled by its cash-surplus balance sheet and significant capital expenditure plans.

Margin Outlook (EBITDA):

- EBITDA margin improved from 30% to 37% YoY, driven by in-house argon production, contribution from new on-site businesses, and volume growth from new capacities.
- The company expects to at least maintain the current 37% EBITDA margins, with a potential upside.
- This sustained and potentially improved margin is attributed to increased capacity, higher argon production, more on-site plants, and the growing size of the company.
- Argon, contributing 9% to total revenue currently (up from 7% a year ago), is projected to reach 15% plus contribution to revenue when all new capacity kicks in. Argon has a significantly higher margin (1.5 to 2x the blended EBITDA margin) compared to oxygen and nitrogen, which will feed into overall EBITDA margins.

Capex & Balance Sheet:

- The company has a capital work-in-progress position of approximately INR 520 Mn.
- It is committed to spending around INR 2,500 Mn over the next 1-1.5 years.
- IPO proceeds received in early July have begun to be deployed, with approximately INR 2,100 Mn of borrowings, primarily long-term, already repaid in the first quarter of July.
- A strong, debt-free balance sheet positions the company to undertake new capital external funding and create new capacity.
- A 220 tons per day merchant plant is estimated to cost about INR 1,600 Mn and has a revenue potential of INR 1,000 Mn to INR 1,200 Mn.
- An on-site plant of 300 tons capacity has a lower revenue potential of only about INR 250 Mn per year because most costs are borne by the on-site customer, leading to the revenue going straight to the margin.

Future Capacity Targets:

- As of FY25 end, owned and operated capacity stood at 1,370 tons per day.
- By the end of FY26, capacity is planned to increase to 1,910 tons per day.
- For FY27, planned capacity is 2,130 tons per day.
- Further new projects could provide an upside to these figures.

Page Industries Ltd | Q1FY26 | Earnings Call – Key Takeaways | CMP: INR 45,760 | Market Cap: INR 510,830 MN

Business & Demand Environment

- Consumer demand remained soft, especially in offline retail, impacted by delayed festive timing and a weak broader retail environment
- A steady recovery trend was seen month-on-month, with June performing better than May, and May better than April
- Online business continued to show healthy momentum, while offline like-to-like sales were under pressure
- Innerwear saw relatively muted performance compared to athleisure during the quarter
- Volume growth came in at 1.9 percent YoY at 58.6 MN pieces
- No price hikes were taken; earlier portfolio adjustments had a marginal impact of 0.3 to 0.4 percent at the brand level
- Management continues to aim for double-digit growth, but acknowledged near-term visibility remains uncertain due to volatile external conditions

Financial Performance

- Revenue rose 3.1 percent YoY to INR 13,156 MN
- EBITDA grew 21.1 percent YoY to INR 2,947 MN, with margins at 22.4 percent
- PAT stood at INR 2,008 MN, marking a 21.5 percent YoY increase
- Margin expansion was led by stable raw material cost, higher efficiency in manufacturing, and disciplined cost control
- Cost per piece declined on the back of better sewing efficiency and reduced labour cost per minute
- Inventory days improved to 56 from 64 at the start of the quarter; net working capital days came down to 48

Margins & Investments

- Gross and EBITDA margins remained strong, supported by efficiencies and lower Q1 ad spends
- Margins are expected to revert to the guided range of 19 to 21 percent in the coming quarters as investments pick up
- Advertisement spend for the quarter was at 3.5 percent; full-year guidance remains at 4 to 5 percent
- Investments continue in IT, digital systems, and capacity to support long-term growth
- Focus remains on maintaining cost discipline while scaling up strategic initiatives

Distribution & Channel Trends

- Total retail network included 110,400+ MBOs, 1,490 EBOs, and 1,296 large format stores
- Both MBO and EBO channels showed similar performance on a like-to-like basis
- Online sales continued to grow at a faster pace compared to offline
- Distribution expansion target for the year remains 8,000 to 9,000 outlets
- Growth is largely coming from store additions; like-to-like store performance has been impacted by lower footfalls

Product & Consumer Initiatives

- JKY Groove, a new youth-focused fashion line, was launched selectively through 52 EBOs and Jockey web site
- Early consumer response to JKY Groove has been encouraging; plans to scale it cautiously over future seasons
- A new premium range in women's innerwear has been launched to align with festive demand
- Existing athleisure portfolio has been refreshed with updated fits and features aimed at younger consumers
- Accessories segment, which includes socks, towels, and caps, is outperforming the company average and presents further growth opportunity

Capacity Expansion & Capex

- New manufacturing plant in Odisha began operations during the quarter
- Another facility is under development at KRP, Karnataka
- INR 40 MN term loan availed under Karnataka government's incentive scheme to support capex
- Both plants are modern, sustainable facilities and are expected to be fully absorbed over the medium to long term as volumes scale

International Business- International markets still form a small part of the business, contributing less than 5 percent of revenue.Infrastructure and team investments have been made in geographies like Middle East and Nepal. These markets are expected to scale over the coming years, although current contribution remains modest

Outlook- Management reiterated confidence in the brand's strength, supported by all-time-high awareness and preference metrics. Growth in the short term will depend on macro recovery and consumer sentiment. Long-term strategy remains focused on innovation, market expansion, and operational efficiency to drive consistent growth

Bajaj Electricals Ltd | Q1FY26 Earnings call
CMP: INR 615 | MCAP: INR 70,880 mn

Outlook:
The management remains cautiously optimistic for the second half of FY26, with expectations of improved consumer sentiment and stronger festive season demand. The company is focused on medium-term goals such as expanding market share, accelerating premiumization across product segments, and scaling new adjacent categories like switchgear through its existing distribution network. A capital expenditure of INR 1410 mn has been planned for FY26, primarily directed towards new product development, while a new manufacturing facility is also under evaluation to support future growth.

Financial & Operational Performance
• Revenue: INR 10,650 mn (down 7.8% YoY) – impacted by early monsoon shortening the summer season.
• Consumer Products (CP): INR 8,070 mn (down 10.8% YoY) – >40% drop in coolers, double-digit drop in fans.
• Lighting Solutions (LS): INR 2,580 mn (up 3.1% YoY) – growth driven by B2C and professional lighting segments.
• EBIT: INR 270 mn (down 50.9% YoY) vs INR 540 mn last year.
• EBIT Margin: 2.5% vs 4.7% YoY.
• Profit After Tax (PAT): INR 10 mn (down 96.8% YoY) vs INR 280 mn.

Macroeconomic & Seasonal Impact
• Q1 FY26 was significantly impacted by early and unseasonal rainfall in May, cutting the summer short.
• This disrupted demand for seasonal products like fans and coolers, leading to inventory issues and lower sales.
• The management termed this as a one-off disruption and remains optimistic about the rest of FY26.

Strategic Initiatives
• Foray into residential switchgear segment – no major capex planned, products to be sourced externally.
• Restructuring of Nilib brand (cookware business) due to poor financial contribution and lack of synergy.
• Continued focus on:
Brand investments (4% of sales, up from 3% YoY)
Digitalization, GTM revamp, and manufacturing efficiencies
New product development (NPD to contribute ~40% of revenue)

Channel & Market Trends
• General Trade (GT): ~1% decline YoY due to weak summer product sales.
• Exports: Strong double-digit growth.
• Alternate Channels: Registered a decline.
• Brand Investments: INR 70 mn, at 4% of revenue (vs 3.4% YoY), driven by IPL campaigns and promotions.

Hikal Ltd– Q1FY26 Concall Highlights
CMP: INR 292 | Market Cap: INR 36 Bn

Outlook
Hikal Ltd expects a gradual recovery in the coming quarters driven by the resumption of pharmaceutical shipments once the US FDA procedural issues are fully addressed by September 2025 and increased diversification into non-US markets. Crop protection revenues are likely to remain flat for the year with some margin improvement possible as customer inventories normalize in H2. Growth in animal health and CDMO segments is set to continue with stronger commercial traction expected towards end-FY26.

Financial Highlights

- Revenue is INR 3,800 Mn, a de-growth of 6.5% on YoY and 31.1% on QoQ basis.
- EBITDA is INR 250 Mn, a de-growth of 57.4% on YoY and 80% on QoQ basis.
- EBITDA margin is at 6.5%.
- Loss after tax is INR 230 Mn with a de-growth of 537.4% YoY and 145.2% QoQ basis.

Segment Wise Performance
Pharmaceutical Business

- Revenue was INR 2,030 Mn down 11.7% YoY.
- Postponement of shipments due to customers holding off because of US FDA OAI notice at the Bangalore plant.
- US FDA pointed out procedural issues which company is addressing and expects full corrective actions by end of September 2025.
- The plant passed audits from Brazil (ANVISA) and Japan (PMDA); this should help diversify away from the US.

Crop Protection Business

- Revenue was INR 1,780 Mn with flat YoY.
- Margin Under Pressure: Market still suffering from oversupply and Chinese price pressure.
- Flat revenue expected for the year and recovery seen in the second half as inventories in some customer segments cleared up.

Other Businesses

- **Animal Health**: Steady progress with more products moving to commercialization.
- **CDMO**: Pipeline is healthy with multiple early/mid-stage projects. Commercial revenue will likely pick up end-FY26.

Other Highlights

- **OAI Related Costs:** About INR 100–120 Mn expense estimated for the year, half already incurred.

Godrej Consumer Products Ltd (GCPL)- Q1FY26 Earnings Call Takeaways
CMP -INR 1220 | Mcap – INR 1248 bn

Outlook

The company expects improved seasonal performance in soaps in Q2FY26, as May's negative impact reverses, with ongoing grammage reductions. It aims to protect and grow market share despite tough macroeconomic conditions, focusing on premium products and INR 99 price points to boost category growth. High single-digit volume growth is projected for household insecticides, with potential upgrades as incense stick growth slows. Long-term, the company is building emerging categories like antiperspirants and pet food, acknowledging their multi-year development. Indonesia's challenges are seen as temporary, with recovery expected from macro improvements. Advertising and media efficiencies are targeted to save 150-200 basis points without reducing reach.

Overall Performance and Revenue Growth

- Consolidated revenues grew 10% in INR terms, with underlying volume growth of 8%.-

- India business revenue increased by 8%, with volume growth of 5%.

- Excluding soaps, India volumes grew by mid-teens, reflecting robust performance in non-soap categories.

- Household insecticides grew in high single digits, led by double-digit growth in electrics.

- Africa business showed strong growth with sales up 30% and EBITDA growth of 15%.

- Latin America performed well with high single-digit volume growth and double-digit EBITDA margins.

- Indonesia faced macroeconomic headwinds and competitive pricing pressures, affecting performance temporarily.

- Palm oil prices started moderating in June; benefit expected in H2FY26.

- Full year guidance maintained for high single-digit volume growth (UVG) in standalone business, high single-digit consolidated revenue growth, and double-digit consolidated EBITDA growth.

Segmental Insights

- Soaps volume declined significantly due to grammage cuts (up to 20% reduction in packs) and poor seasonal performance, especially in May and North India.

- Household insecticides had an average seasonality index this quarter, with April volumes weaker due to high temperatures offset by better May-June performance.

- FAB laundry liquid continues to gain share and is well-received, with a 5% price increase in Q1 not impacting demand despite aggressive competition.

- Premium insecticide categories and electrics gained market share driven by new formula and product launches.

- Perfumes and deodorants grew 15-16%, with innovative products (e.g., Amazon Woods 4X) gaining traction and price architecture adjustments fueling volume growth.

- Block antiperspirant is a strategic acquisition with early good consumer acceptance but expected to take time for significant revenue contribution.

- Pet food business is at an early stage of market penetration with positive initial response.

Margin and Pricing Dynamics

- Overall EBITDA in India declined by 6%, impacted by volume-price rebalancing and competitive price cuts.

- Price reductions were taken in parts of the portfolio including aerosols (household insecticides), hair color large packs to stimulate volume growth.

- Aggressive cost-saving measures, including media planning efficiencies, supply chain optimization, and factory automation expected to aid margin recovery.

- Margins likely to remain below normative range in H1FY26 but expected to improve in H2FY26.

- Indonesia's margins pressured due to price competition and macro slowdown but expected to recover by Q3FY26.

- Africa margins compressed slightly due to heavy investment in marketing and ground activities for Air Pocket product launches.

Competitive Landscape and Market Share

- GCPL gained market share in household insecticides on the back of the new R&F molecule and product differentiation.

- Indonesia experienced competitive pricing, with GCPL taking corrective pricing actions to match market levels by Q1-end.

- Soap market remains in-price competitive mode; GCPL continues to gain share but at a reduced pace.

- FAB laundry liquid is positioned as a branded product focusing on consumer experience rather than engaging in price wars.

- Electric mosquito repellents segment saw unprecedented share gains in India.

Kirloskar Oil Engines Q1FY26 Concall Highlights
Mcap: INR 132.6bn | CMP: INR 911

Outlook: The growth is expected to sustain, supported by strong domestic demand in Powergen, industrial, and B2C segments. The momentum is expected to continue in HHP engines, defence projects, and international projects. Strategic initiatives, including R&D for new products like Optiprime and expansion in non-engine technologies, will support long-term growth. We have a positive outlook on the stock.

Arihant Capital Markets Ltd

HHP
HHP sales grew faster than the overall Powergen segment, with the company gaining market share node-by-node.

The company witnessed traction in applications like data centers, airports, and construction.

Transition
The transition to CPCB IV+ norms is complete, with all products up to 800 kVA compliant.

Price hikes of ~20% were absorbed by customers without significant volume loss.

The aftermarket business benefited from the transition, as service became priority due to electronic engine requirements.

Powergen
Powergen achieved its highest-ever sales in Q1FY26, driven by infrastructure and real estate demand.

Powergen demand remained robust, driven by the infrastructure and real estate sectors.

Defence
The company secured a prototype development order for a 6 MW marine engine for the Indian Navy, with potential for follow-on orders upon successful execution.

The defense segment is a strategic focus, with the company participating in indigenization programs.

Industrial
The industrial segment faced a temporary decline due to the absence of pre-buy effects.

The industrial segment is progressing on strategic projects, including NPCL and defense initiatives.

Exports
Exports grew 21% YoY in Q1FY26, led by strong demand in the Middle East and North Africa. The U.S. market remains a long-term focus, with ongoing investments to build presence despite current losses.

Water management solutions
The water management solutions business is resilient to agricultural cyclicality, with efforts to expand market share and product offerings.

B2C segment has low double-digit EBITDA margins.

Arka
Arka's AUM stood at INR 72.31bn and RoA stood at 0.7% in Q1FY26. Asset quality remained stable at GNPA - 0.9%, NNPA-0.3%.

R&D
The company continues to invest in R&D for new product development, including the Optiprime and Sentinel ranges.

Divestment
KOEL divested its non-core cables and pipes business (Optiqua) to focus on core operations.

Other highlights
The company aims to expand its product portfolio, enter new markets, and explore non-internal combustion engine technologies.

Pyramid Technoplast Ltd– Q1FY26 Result Update
CMP INR 159 | Market Cap INR 5,835 Mn

Future Outlook
The company is strategically positioning for future growth, having established a strong base in Gujarat and now scaling operations in Maharashtra with capacity expansion across all drum categories. Management anticipates strong operational momentum starting from Q2 FY25 onwards.

Key operational developments and future plans include:

- Capacity Expansion: The company's production capacity has increased by 34% from FY24 to 68,000 metric tons.
- Capacity Utilisation: Current quarter capacity utilisation stands at 73.4%, with a determination to maintain this momentum.
- Unit 6 Bharuch (MS Drums): Capacity expanded from 50,000 to 90,000, with current production at 40,000 per month. The target is to reach full capacity within 12 months.
- Unit 8 (Maharashtra): Commercial production for IBC (Intermediate Bulk Containers) began on 20 June. Polymer drum operations are expected to be in full swing from Q2 FY25 onwards.
- Overall Capacity Utilisation (New Units): For FY26, new capacity is expected to average 30-40% utilisation this year in terms of revenue, escalating to 70-80% next year.
- Backward Integration: The company manufactures most of its backward-integrated products in-house, which helps in cost control, quality assurance, and faster delivery. They are also developing a new pilot product that is currently outsourced, which is expected to take a year to set up.
- Customer Base: The company has over 500 customers, with no single customer contributing more than 5% of total sales, indicating a diversified customer base. Marketing efforts are continuously onboarding new customers.
- Demand Outlook: The company notes stable demand in July, indicating no immediate impact from potential tariffs, though they are monitoring this. While some IBC volume (estimated 3-5%) might be affected by US tariffs, the company believes overall growth will absorb any potential impact.

Sustainability and Cost Optimisation Initiatives

- A significant focus is on sustainability and cost optimisation, with two major projects underway:
- Recycling Plant: A new recycling unit in Bharuch is nearing completion. Construction is finished, and machines are expected to be installed this month, with production set to commence by September. This plant aims to recycle around 5,000 metric tons of plastic annually, reducing raw material costs and dependency. The company anticipates a gross margin of at least INR 20.0 per kilo from this new revenue stream. The investment of INR 100 Mn in this plant is projected to return within three years. This initiative also helps in creating PCR (Post-Consumer Recycled) for customers, which can make the company a preferred supplier and reduce its own EPR (Extended Producer Responsibility) liability.
- Captive Solar Power Project: A 15 MW captive solar power project is expected to reduce annual power costs by approximately INR 100 Mn. Commissioning is planned in phases, with operations starting from September onwards. While there have been some delays due to early rain and government permissions in Maharashtra, the company is confident about the September timeline. The annual benefit of approximately INR 100 Mn from the solar plant will start immediately upon commissioning, translating to around INR 50 Mn for the current fiscal year if it commences in September. Additionally, the company expects to receive a subsidy of approximately INR 30 Mn annually from the unit and an additional INR 25-30 Mn in GST subsidy this year from the government.
- Capex for FY26: The estimated capital expenditure for the FY26 is approximately INR 700 Mn to INR 800 Mn, an increase from previous estimates due to accelerated project timelines. Approximately INR 500 Mn has already been spent in Q1 FY26.
- Capex for FY27: The FY27 capex guidance has been revised downwards to INR 100-200 Mn, as much of the planned expenditure has been front-loaded into FY26. However, management retains the flexibility to increase this if new projects or demand warrant it.

Varroc Engineering – Q1FY26 Concall KTAs- Arihant Capital
CMP INR 554| Market cap INR 84,400 Mn| View: Positive

Outlook: Targets 6-8% growth exceeding market trends, driven by new business wins with annual peak revenue potential of INR 2,905 Mn starting H2. The EV segment continues to gain traction, with 2W EV volumes rising 53% YoY in Q1. The company aims to reach double-digit EBITDA margins over time, with international operations expected to turn modestly profitable by mid-FY27. Investments in EV R&D and rare-earth-alternative motor technologies remain core to the strategy. Net debt fell to INR 4,478 Mn, with further deleveraging in the pipeline. Varroc is actively diversifying its customer base beyond Bajaj (currently 45% of revenue) and maintaining a disciplined capex strategy. The company remains optimistic on Q2, aided by festive demand and new launches across segments. We believe the company is likely to perform better. However, losses from the international business remain high. As per my earlier discussion with the management, the international revenue mix is expected to decline, and they might consider selling this business. However, there is no visibility on that at the moment. Overall, we maintain a positive view on the stock over a 1–2 year time frame

Financial Performance
Revenue grew 6.8% YoY to INR 20,276 Mn, led by a 7.2% increase in India operations. EBITDA margin improved to 9.5%, up from 9.1% in Q1 FY25, reflecting better operating efficiency. PBT stood at INR 822 Mn (4.1% margin) excluding exceptional items and INR 1,444 Mn (7.1%) including a one-time INR 612 Mn forex gain from the China JV stake sale.

Debt- Net debt declined by INR 3,002 Mn to INR 4,478 Mn, with net debt-to-equity below 0.3x and net debt-to-EBITDA at 0.58x. Interest expenses are expected to fall further due to ongoing deleveraging efforts.

EV Business- Electric two-wheeler volumes jumped 53% YoY but saw a 6.8% QoQ decline due to seasonal factors and supply constraints. EV revenue now makes up ~11% of total revenue, with the e-mobility segment contributing 6% overall. A major contract was secured in North America for inverter drive units. Additionally, the company is advancing R&D in low or rare-earth-free motor technologies to address material supply risks.

Segmental Revenue Breakdown (Q1FY26)- In terms of revenue mix, Body Parts contributed 34%, ICE Powertrain 26%, Lighting 18%, E-mobility 6%, and the Aftermarket business accounted for 10%. The strategic focus remains on improving the product mix and shifting towards more value-added offerings across segments.

Geographical- India continues to be the dominant geography, accounting for 87% of revenue. Bajaj Group contributed ~45% of total revenues. While international operations remain loss-making, recovery is anticipated by mid-FY27. The overseas lighting business is actively rebuilding its order book to support this turnaround.

R&D- The company increased R&D investments, particularly in 4W lighting and electronics. During the quarter, 10 new patents were filed, pushing the total patent count beyond 130. Varroc is also expanding its in-house testing and validation capabilities to support faster and more reliable product innovation.

Business Wins & Pipeline- New orders secured during the quarter hold peak annual revenue potential of INR 2,905 Mn and span across ICE, EV, and polymer components. The company has now shifted to reporting business wins based on "annual peak revenue" to offer greater visibility into the revenue pipeline and execution timeline.

Market Outlook- In Q1FY26, India's auto industry reported production growth of 0.7% in 2W, 3.4% in PV, 2.6% in CV, and 9.8% in 3W. Varroc expects to grow ahead of the market at 6–8%, with growth accelerating from Q2 onward, supported by seasonal recovery and execution of new orders.

CapEx- The company aims to meet 50% of its energy requirements from renewable sources. Capex will remain calibrated and focused on key growth areas such as EVs, lighting, and electronics. The company also maintains tight capital allocation discipline in line with strategic priorities.

Near term challenge-Global geopolitical tensions and macroeconomic volatility. Legal proceedings in the Netherlands are still ongoing and could impact European operations. Supply chain challenges, particularly in EV components and rare-earth materials, pose short-term risks. Additionally, sustained losses in international subsidiaries could weigh on overall profitability.

Birlasoft Q1FY26 Concall Highlights

Expects sequential growth in Q2, supported by a healthy pipeline and deal closures, including a large deal that slipped into Q2. While overall FY26 growth may remain muted due to a lower starting base and market uncertainty, the focus is on building a strong order book, aiming for ~$850 Mn in TCV wins to set the stage for better growth in FY27. The company expects EBITDA margins to remain ~13% for FY26 despite cost pressures, and anticipates its tax rate to normalize next year.

- Manufacturing vertical, the largest contributor, declined 4% QoQ, affected by project completions, client insourcing, and cautious spending.
- Digital and Data +2.6% QoQ, driven by new engagements and client expansion. Engineering R&D (ER&D) declined in line with manufacturing weakness. Infrastructure declined due to project completion.
- ROW revenue declined sharply, largely linked to the weakness in the manufacturing vertical.
- TCV) in Q1 FY26 was $141 Mn, lower than Q4 due to seasonality and one large deal slipping into Q2. More than 50% of Q1 TCV from new deal wins. Key wins include Gen AI-led engagements in US energy sector and a global technology leader for enterprise-wide quality engineering transformation.
- The company is working on 2 large deals each $30–50 Mn, likely to close in Q3/Q4. Focus is on delivering $850M+ of order book in FY26 to set the base for future growth.
- A new internal platform “Optimus” is under development, aimed at automating and transforming internal operations.
- Focus areas include AI-led delivery platforms, domain-focused hiring over generalist hiring, building and mining top 40 client accounts and increasing specialized sales hiring and improving productivity.
- No near-term M&A plans; management prefers to first achieve consistent quarterly growth before considering inorganic expansion.
- Top 40 clients contribute over 93% of business; recent weakness stemmed from 4 key clients due to insourcing, project completion, and discretionary cutbacks.
- The manufacturing sector remains under pressure due to macroeconomic uncertainty and tariffs. ERP business, heavily linked to manufacturing, has seen prolonged softness.
- Insurance and Payments are witnessing moderate traction, while banking exposure remains low.
- Life Sciences (Med Devices) segment shows early signs of recovery; company appointed as preferred vendor by a large MedTech firm.
- CFO Kamini Shah resigned due to personal reasons; Chandrashekhar Thyagarajan re-appointed effective August 8, 2025.
- Growth visibility in Q3 will depend on Q2 deal closures and impact of furloughs, particularly in manufacturing.

Dreamfolks Services Ltd – Q1FY26 Concall KTAs
CMP: INR 124 | Market Cap: INR 6,624 Mn

Outlook: The Company is focusing on expanding non-lounge services such as railway lounges, wellness, and mall offerings to reduce dependence on airport lounges. It plans to scale operations in Southeast Asia, the Middle East, and non-metro Indian cities to tap emerging aspirational travel markets. The company is integrating deeper with bank and enterprise clients via tech-driven bundles. Expects these diversification efforts to begin yielding results over FY26-FY27, while continuing to explore acquisition-led growth to strengthen offerings and margins.

Guidance

- The Company reiterated its confidence in sustaining double-digit growth, by volume expansion and service diversification.
- The Business aims to significantly grow the non-lounge service contribution to overall revenue over the next few quarters.
- Margin expansion is expected over time, as higher-margin non-lounge services scale and the tech platform reduces operating cost pressures.
- No major hiring is planned in FY26; prior team expansion was one-time and sufficient for the current strategy execution.

Financial Highlights

- Q1FY26 revenue stood at INR 3,490 Mn, growing 8.8% YoY, by volume growth and revised pricing. Adjusted EBITDA came in at INR 305 Mn, up 18.7% YoY, with margin improvement from 11.7% to 13%.
- PAT for the quarter was INR 213 Mn, reflecting 24% YoY growth.
- The company recorded 2.58 Mn lounge visits in the quarter; all revenues were from core operations, with no one-off income.
- Non-lounge services currently contribute 7% of revenue, with lounges still forming the bulk at 93%.

Other Highlights

- The shift from a per-transaction model to a bundled “Customer Value Proposition i.e. CVP” membership model is gaining traction. This is expected to change revenue realization dynamics and improve client stickiness.
- Regulatory impacts, especially post the July 1 circular, are still being evaluated. Some banks have partially shifted lounge service mandates, but contracts remain active.
- Lounge operator competition is intensifying, but the company views their broader lifestyle bundles and integration with banks/enterprises as a strategic moat.
- The company is expanding globally with new touchpoints across 60 international locations and now offers access to over 850 lounges, 800 golf courses, and 3,000 social clubs.
- Capex remains modest and focused on technology platform upgrades and integration with client systems to enable dynamic pricing and personalization.
- The Company highlighted that external pressures such as real estate operators entering the space are not direct competition because of the company’s broader value-added positioning.
- Strategic partnerships and M&A are being evaluated actively. A few inorganic opportunities are under discussion to accelerate the non-lounge business scale-up.
- Employee costs grew temporarily in FY25 because of GTM-related hiring. Going forward, hiring will be aligned with standard budgeting and no further sharp increase is expected.
- The Business aims to deepen presence in Tier-2/3 Indian cities, where increasing disposable income and airport infrastructure are creating new demand pockets.

Raymond Ltd. Q1FY26 Earnings Call — Key Takeaways
CMP – INR 632|Mcap - INR 42,080 Mn

Outlook

The company is poised to capitalise on the structural increase in global commercial aircraft production, leveraging its strong win rate in engine components and securing long-term contracts (5–10 years) aligned with OEM production ramp-ups extending beyond 2035. To address the high import dependency for critical aerospace raw materials, such as Inconel and titanium, the company is actively pursuing localization efforts, which are expected to yield synergies and enhance profit margins. Additionally, the inauguration of a new plant in Nashik strengthens its capacity, with flex plate and bearing businesses operating near full capacity, driving incremental growth. By integrating the legacy Miny and Ring Plus portfolios, the company has gained enhanced bargaining power and expanded client acquisition, now supplying all top 15 global OEMs in the automotive sector, further solidifying its market position.

Financial Performance

- Quarterly Revenue: Total income at INR5,550 Mn in Q1FY26 vs INR5,000 Mn in Q1FY25.
- EBITDA: Reported at INR870 Mn (margin 15.7%) vs INR 950 Mn (margin 18.9%) YoY, indicating enhancement in operational execution though with margin compression.
- Debt & Liquidity: Net cash surplus at INR1,570 Mn as of June 2025. Total gross debt stood at INR9,650 Mn, with cash and equivalents at INR11,220 Mn.

Corporate Restructuring & Subsidiaries

- Strategic Demerger Executed: Two subsidiaries carved out effective August 1, 2025:
  - JK Miny Precision Technology Ltd (JKMPTL): Focuses on precision engineering, auto components, and engineering consumables.
  - JK Miny Global Aerospace Ltd (JKMG): Dedicated to aerospace and defense.
- Order Calendar: NCLT approval received on July 4, 2025; scheme effective August 1, 2025.
- Improved Corporate Focus: Segregation to create pure-play verticals in line with global best practices. Raymond retains 66% equity in both engineering subsidiaries, sharpening business and capital allocation.

Segmental Performance-
Aerospace & Defense (JKMG)

- Strong Revenue Trajectory: Revenue at INR870 Mn (up 37% YoY), driven by robust order intake and increased demand.
- EBITDA & Margins: EBITDA of INR 210 Mn (up 30% YoY) with margins at 23.7%, compared to INR160 Mn and 25.1% in Q1FY25. Margins saw a minor dip, attributed to product mix and material cost variations, but management expects variability to even out.
- Growth Visibility: Aircraft backlog provides 12–15 years of production visibility. Over 70% of aerospace revenue now comes from engine components.
- Key Wins: Signed major MoU with Safran Aircraft Engines for machined assemblies and a long-term supply agreement with Pratt & Whitney for precision aerospace components.
- Doubling Ambition: Management targets doubling the aerospace business within 3–4 years.

Precision Technology & Auto Components (JKMPTL)

- Revenue & Growth: Segmental revenue at INR3,980 Mn (up 12% YoY), EBITDA of INR420 Mn (up 8% YoY), margins at 10.6% vs 11% YoY—broadly stable.
- Business Drivers: Healthy tailwinds from 'China+1' sourcing trends, integration synergies, and strong momentum in EV, hybrid, and motion control verticals.
- Tools & Hardware Expansion: New launches and expansion into new global geographies; notably, the new domestic brand 'Three Files' launched to reinforce leadership in files within India and globally.
- Cyclicality Mitigation: Management emphasizes diversification across domestic/export markets and a broad product portfolio to buffer cyclicality.

Tariffs & Geopolitical Commentary

- Tariff Volatility: Management views recent tariff increases (especially from the US) as potentially temporary and influenced by global negotiations rather than structural threats. Current contracts (mostly DAP) and diversified markets in Europe, Latin America, and Africa help mitigate risks.
- Outlook: Short-term delays possible in certain markets, but overall exposure managed via diverse markets and product lines.

MapmyIndia Q1FY26 Concall KTAs-Arihant Capital
CMP INR 1752 | Market Cap INR 95,330 Mn

Outlook: Confident of reaching the INR 10,000 Mn revenue target by FY28, backed by strong Q1 performance and solid execution. Map-led and auto tech segments continue to grow with high margins. IoT to recover from H2 post-Gtropy transition and cost optimization. Zepto partnership and immersive mapping open new growth avenues. EBITDA margin guidance remains strong at 35%+ for FY26.

EBITDA Margin up by 550 bps QoQ to 45.9%, due to improved revenue Mix, supported by lower Cost of materials & cloud hosting (down 26.2% QoQ) along with Employee & Technical services Cost (down 14.6% QoQ) and SG&A Cost (down 62.2% QoQ). Reported PAT of 458Mn against INR 490Mn in Q4FY25 against INR 359 Mn in Q1FY25. The company is increasing its stake in IoT subsidiary Gtropy from 75.98% to 96% for INR 2,499.95 Mn in cash, with rights to acquire the remaining 4% over 4 years.
They emphasized that due to seasonal trends particularly strong Q4 performance from government projects the business should be assessed on an annual basis. Map-led revenue saw a 26% YoY increase with a healthy 54.8% margin, driven by deeper enterprise engagement and strong traction, especially in the automotive sector.

The IoT business was flat QoQ, impacted by strategic restructuring and leadership changes at Gtropy. However, growth and profitability are expected to improve in the coming quarters following internal restructuring and cost optimization efforts.

Automotive and mobility tech revenue grew 24.4% YoY, despite weak OEM production, thanks to increased adoption of NK solutions and closer collaboration with OEMs like Mahindra. The C&E division posted 16.1% YoY growth, benefiting from strong customer wins and successful cross-sell across sectors like defense, telecom, and logistics.

A strategic INR 250 Mn investment in Zepto marks deeper engagement in the quick commerce space, with a commercial agreement leveraging APIs and SDKs to enhance delivery and location capabilities. This is separate from an earlier e-commerce deal, which already began contributing to revenue in Q1FY26.

Management also sees long-term potential in immersive mapping technologies—such as HD maps, 3D visualization, and digital twins—applicable to drone navigation, EV routing, infrastructure intelligence, and urban planning.

Q1 EBITDA margin stood at 46%, with a full-year margin outlook of 35%+, giving headroom for reinvestment. Gtropy's strategy involves shifting away from low-margin hardware sales toward a higher-margin OPEX (rental) model, alongside tech cost optimization, aiming for operating leverage post-transition.

While IoT hardware sales faced a temporary dip due to inventory and margin management, the company expects sustainable growth and improved profitability in the second half of the year.

Life Insurance Corporation of India – Q1FY26 Concall KTA's
CMP: INR 886 | Market Cap: INR 5,600.47 Bn

Outlook: The Company remains focused on building long-term value through growth in non-par product lines, improved digital transformation, and strengthened operational efficiency. As the insurer transitions toward a risk-based capital regime by FY27, capital preservation and solvency buffer enhancement remain priorities. Expects continued traction in margins, by product mix optimization, scale efficiencies, and data-driven underwriting. A more digital and customer-first business is targeted by FY30, with AI and analytics deeply embedded in core operations.

Guidance

- The Company is not providing explicit growth or profitability guidance but expects stronger momentum in H2FY26, post regulatory disruption in FY25.
- Focus remains on expanding the non-par segment, which contributes to higher margins and improved VNB performance.
- The business targets maintaining solvency within the 1.8x-2.0x range, well above the regulatory minimum, to prepare for the Risk-Based Capital regime expected by FY27. Continues with a conservative but responsive dividend policy, balancing payouts and capital preservation amid regulatory shifts.

Financial Highlights

- Total premium income grew 4.77% YoY to INR 1,192,000 Mn, with individual new business premiums at INR 125,360 Mn up 5.42% YoY, and renewal premiums at INR 589,830 Mn up 6.58% YoY.
- Group business premium reached INR 477,260 Mn, with the company retaining a 76.54% market share in this segment.
- Individual APE stood at INR 126,520 Mn, with non-par APE growing 32.63% YoY to INR 21,420 Mn.
- The Value of New Business increased 20.75% YoY to INR 19,440 Mn, by product mix, higher ticket size, and cost optimization.
- PAT for Q1FY26 rose 5.02% YoY to INR 109,860 Mn, despite economic headwinds and minor actuarial assumption adjustments.
- VNB margins improved by 150 bps YoY to 15.4%. The solvency ratio strengthened to 218%, up from 161% post-IPO.

Other Highlights

- The Business added 61,000 new agents YoY, bringing total active agents to 1.486 Mn.
- Bank and alternate channels grew 98.2% YoY, reaching INR 8,619 Mn in new business premium, with alternate channels up 162% and bank assurance up 71.9%, increasing share in individual premiums to 6.89% from 3.66%.
- Expense ratio improved to 10.47%, down 140 bps YoY, because of optimization in workforce cost and tech-led efficiencies, including agent training and process digitization.
- Digital tools such as Ananda i.e. agent-led app sold 3.48 lakh policies, a 39.4% YoY growth; broader digitization i.e. via DIVE & Jeevan Samarth in pilot phase, aiming for full rollout in 5-6 months.
- The Business is integrating AI and behavioral analytics across underwriting, risk selection, and customer engagement i.e. a critical part of its digital roadmap through FY30.

- Off-balance initiatives such as Bima Sakhi drove financial inclusion with 1.99 lakh women agents selling 3.26 lakh policies, contributing INR 4,291 Mn in premium, and achieving 100% coverage in Kerala Gram Panchayats.
- The company has begun dynamic hedging from Jan 2025, with execution initiated in March. These contracts aim to balance product pricing and market volatility, especially in low interest rate environments. The Business is shifting focus to assurance-based group products, which now contribute over 30% to VNB.
- Capex focus is centered around digital transformation, data lake infrastructure, and AI capability building, with investment being treated as strategic rather than cost overhead.
- Reiterated that dividend is only one pillar of investor return, with long-term value driven by VNB growth, business mix improvement, and solvency discipline.
- The Government of India is expected to reduce its stake in LIC to 90% by FY27, in a phased divestment plan already underway.

Biocon Ltd- Q1FY26 Concall Highlights
CMP: INR 351 | Market Cap: INR 469 Bn

Outlook

Biocon Ltd is aimed for strong growth in FY26 driven by robust biosimilars momentum with new launches like Denosumab and Bevacizumab and limited competition in insulin markets. The generics segment anticipates double-digit growth fueled by Liraglutide and Semaglutide launches, with improved margins in H2 as new facilities ramp up. Syngene's CRDMO business will sustain steady growth through expanded facilities and long-term contracts. Strategic debt reduction and enhanced financial flexibility via the INR 45,000 Mn QIP will further bolster profitability and global competitiveness.

Financial Highlights

- Revenue stood at INR 39,420 Mn reflecting 15% YoY growth and de-growth of 11% on QoQ basis.
- EBITDA stood at INR 8,290 Mn reflecting 19% YoY growth and de-growth of 26% on QoQ basis.
- PAT stood at INR 310 Mn reflecting 65% YoY growth and de-growth of 91% on QoQ basis.

Guidance

- Biosimilars: Expected to maintain momentum with new launches (Denosumab, Bevacizumab) and market share gains, especially insulin due to limited competition.
- Generics: Strong double-digit growth in FY26 driven by Liraglutide and other launches. Margins to improve in H2 as new facilities ramp up.
- CRDMO: Syngene to continue steady growth with new facilities and long-term contracts.
- Focus on reducing debt, improving leverage ratios, and enhancing profitability through operating leverage and new product launches.
- Expanded manufacturing in the US (Cranbury and Bayview facilities) and partnerships to ensure supply security and affordability.

Equity Fundraise

- Biocon raised INR 45,000 Mn through a QIP its first equity raise since its 2004 IPO. The funds will: Increase Biocon's stake in Biocon Biologics by buying out structured equity investors, reduce debt and interest costs and strengthen the company's financial position.

Biosimilars Business (Biocon Biologics)
Key Product Milestones

US : FDA approved Kirsty (biosimilar insulin Aspart), the first interchangeable rapid-acting insulin in the US.

- Partnered with Civica to manufacture insulin Aspart locally in the US for better supply security and affordability.
- Yesintek gained strong formulary coverage with major US payers and is seeing early prescription traction.
- Oncology portfolio holds a 27% market share in the US.

Europe:

- Hulio maintains an 18% market share in Germany.
- Yesintek received strong reception in Germany, Spain, Italy, and Portugal.
- Secured 4 out of 7 regional awards for Yesafili (biosimilar Aflibercept) in the UK's NHS tenders.

Emerging Markets :

- Secured multi-year contracts with Malaysia's Ministry of Health for RH insulin and insulin Glargine.
- Canada: Launched Yesafili (Aflibercept), Biocon's 10th biosimilar in global markets.
- Regulatory Approvals: Biosimilar Denosumab approved by the European Commission and UK's MHRA, marking entry into bone health therapies.
- Expect further growth from new launches like Denosumab in the US by late 2025 and Bevacizumab in October 2025.

Generics Business

- Revenue grew 6% to INR 6,970 Mn with product sales up 13%. Growth was driven by new launches like Liraglutide, Lenalidomide, and Dasatinib in the US and strong API volumes.

New Facilities

- Commissioned an injectables facility for GLP-1s and commercial supply expected in FY27.
- Expanded fermentation capacity in Vizag and the Cranbury facility in the US.
- R&D Spend: INR 700 Mn (10% of segment revenue) focused on advancing the GLP-1 portfolio.

Upcoming Launches :

- Liraglutide: Approved for diabetes in India, filed in the US for which approval expected in FY26 and launched in Europe with Zentiva.
- Semaglutide: Development complete, filings planned in Q2 FY26 for Canada, Brazil, and other emerging markets with launches expected by late 2026 or early 2027.
- Expect strong double-digit growth in FY26 driven by new launches, especially Liraglutide in Europe and the US. Margins should improve in H2 FY26 as new capacities are utilized.

CRDMO Business (Syngene)

- Growth was driven by pilot programs transitioning to long-term contracts and client trust in Syngene's expertise.

Facility Expansion :

- Inaugurated a state-of-the-art peptide laboratory.
- Operationalized Unit III biologics facility in Bengaluru.
- Bayview facility in the US on track for commissioning by late 2025, to support both Syngene and Biocon Biologics.
- Robust demand from large and mid-sized pharma clients. Syngene is investing to future-proof its capabilities and expects to meet FY26 guidance.

Debt Reduction

- Used ~$200 mn from the QIP to repay Goldman Sachs' OCD.
- Plans to repay commercial paper due in September 2025 and NCDs later in FY26.
- Interest costs expected to decrease from Q2 FY26 due to these repayments with no significant increase compared to Q1 FY25.
- Post-repayments, Biocon's stake in Biocon Biologics will increase to 78% on a fully diluted basis.
- IPO Plans: No immediate compulsion for Biocon Biologics to go public, with flexibility to provide an exit to investors in a few years.

Max Financial Services Ltd – Q1FY26 Concall KTAs

Outlook: The company is targeting sustainable growth by a balanced ULIP and non-par savings mix, deeper penetration in the under-served protection segment, and strengthened bancassurance partnerships by digital transformation, distribution expansion, and product innovation. The company expects margins to hold in the 24-25% range and solvency well above the comfort threshold. While the e-commerce ULIP slowdown and higher new business strain may persist short term, stabilization efforts, policy mix optimization, and capital flexibility are expected to drive strong performance through FY26-FY27.

Guidance

- Margins are expected to sustain at 24-25% through disciplined product mix and pricing, with any excess reinvested in distribution growth.
- No equity capital raise required over the next 2-3 years given solvency ratio at 199% vs. 180% comfort level; medium-term raise possible if growth accelerates.
- Bancassurance mix will tilt further toward non-par and protection products, especially with promoter and acquired banks.

Financial Highlights

- Individual Adjusted FYP grew 23% YoY to INR 15,530 Mn, significantly outpacing industry growth, by strong policy issuance up 10% YoY.
- Total APE rose 15% YoY to INR 16,680 Mn on a balanced channel mix; Renewal premiums increased 17% YoY to INR 38,730 Mn, pushing GWP up 18% YoY to INR 63,970 Mn.
- VNB climbed 32% YoY to INR 3,350 Mn; New Business Margin expanded 260 bps YoY to 20.1% because of higher non-par savings share and pricing actions.
- Embedded Value increased 20% YoY to INR 264,780 Mn; Operating RoEV improved to 14.3%.
- The AUM expanded 14% YoY to INR 1,832,110 Mn.

Other Highlights

- AFYP-APE gap remains at 2-3%, largely from e-commerce monthly-payment customers; expected to narrow through FY26.
- E-commerce ULIP sales slowed from market volatility; stabilization measures in place with minimal impact on other channels.
- Active agent productivity up 4% YoY in Q1FY26 despite expansion in agent count; proprietary agency continues strong momentum.
- Insurance Bill ready for Parliament; Section 35 enabling life/non-life mergers remains unchanged; no operational effect for the company; stake sale rumours dismissed.
- Protection market remains underpenetrated; strong focus on sourcing and underwriting to grow faster than industry in sum assured. ULIPs now feature higher protection elements; The share could rise if equity market sentiment improves.
- Bancassurance: Axis Bank premiums grew 20% YoY; acquired banks delivered strong counter share gains, in some cases becoming #1.
- Higher new business strain in Q1FY26 because of the larger non-par savings mix in a seasonally small quarter; not structural, with operating leverage expected to improve.

Data Patterns Ltd | Q1FY26 Earnings call
CMP: INR 2381 | MCAP: INR 133,310 mn

Outlook

The company remains confident of delivering 20–25% revenue growth in FY26 while sustaining healthy EBITDA margins in the 35–40% range. It aims to maintain a net debt-free position and continue providing strong returns to shareholders. Strategic investments will persist in radar, electronic warfare (EW), and communication R&D, with the objective of expanding its total addressable market (TAM) and capturing emerging opportunities in the domestic defence sector.

Financial Highlights

- Revenue at INR 993 mn, down 4.6% YoY due to temporary customer approval delays, expected to normalize in coming quarters.
- EBITDA at INR 321 mn (32% margin) and Net Profit at INR 255 mn (NPM 25.7%).
- Gross Margin improved to 79.8% (+747 bps YoY).
- Company remains net debt-free with INR 4,246 mn in cash & investments.

Order Book & Pipeline

- Strong order book of INR 8,140 Mn as of June 30, 2025.
- Order inflow in Q1FY26 at INR 1,835 Mn vs INR 381 Mn in Q1FY25, driven by AMC contracts with BrahMos & MOD, and EW & Radar developments.
- Pipeline of INR 20–30 Bn over next 18–24 months; international orders at INR 980 Mn.

Segment & Customer Mix

- Q1 revenue mix: Radar (66%), EW (11.5%), ATE (9.6%), Avionics (5.9%), others.
- Key customers: DRDO (63% share), BrahMos (15%), exports (10%), BEL, HAL, others.
- Products largely supplied under 'Make in India' initiatives.

Other Highlights

Execution Delays but Positive Outlook – ~INR 270 mn worth of dispatches slipped due to inspection delays; testing now underway, with execution expected to ramp up from Q2.
Guidance Maintained – Confident of achieving FY26 revenue growth of 20–25% with healthy EBITDA margins in the 35–40% range, supported by strong pipeline (INR 20,000 –INR 30,000 mn expected inflows in 18–24 months).
Strategic Focus on Indigenous Products – Continued heavy R&D investments (INR 1200 mn deployed) in radar, EW, communication, and airborne systems; "build first to win" approach for capturing upcoming indigenous procurement opportunities.
BrahMos Opportunities – Secured long-term AMC contracts and expecting further seeker and system orders; indigenous seeker development successfully flight-tested.
Shift Toward Production Contracts – Development contract share to decline; more direct production/delivery orders to MoD expected, aided by earlier R&D efforts maturing into production.
Export Market Cautious but Expanding – Focus remains domestic due to large untapped need; selectively pursuing value-added export opportunities, mainly in UK and Far East, avoiding pure manufacturing-for-outsourcing model.
Capacity & Talent Expansion – Headcount and infrastructure ramp-up to prepare for scale-up from INR 7000 mn to INR 50,000 mn+ revenue over next 4–5 years; employee cost increase (27% YoY) driven by hiring and training for complex production.
Long-Term Growth Vision – Targeting INR 250,000 mn plus addressable market; aiming to be a complete systems company (not just subsystems) with high-IP, internationally competitive indigenous products, supported by Navy/Air Force for flight testing and upgrades

Pearl Global Industries Ltd Q1 FY26 KTAs
CMP:1,318 | Market Cap: INR 61 Bn

Regional Operational Highlights

• Vietnam: Achieved 75% YoY sales growth, benefiting from early tariff clarity and strong customer engagement. It's a key manufacturing hub with 90-95% capacity utilization.
• Indonesia: Recorded 50% YoY growth (on a lower base) post-factory relocation, operating at ~50% capacity with room to scale to 90-95%, targeting USD 32-35 million in annualized sales.
• Guatemala: Benefits from a lower 10% tariff and proximity to the U.S., but faces challenges due to limited raw material availability and work culture adjustments. The focus is on achieving breakeven and profitability before further expansion.
• Bangladesh: Saw positive momentum post a 20% tariff announcement (July 30, 2025). Operating at optimal efficiency, it benefits from free trade agreements (EU, UK, Australia, China) and plans to add 5-6 million pieces of capacity.
• India: Despite tariff pressures, adjusted EBITDA margins improved to 7.3%. The company is installing 500 machines in Bihar, with 300 more planned based on demand.

Key Highlights

• The company's geographic diversification (Vietnam, Indonesia, Bangladesh, Guatemala, India) and strong customer relationships provide resilience against tariff uncertainties.
• Healthy order book despite global challenges, with positive momentum from U.S. customers for Spring-Summer 2026 orders. Non-U.S. markets (Japan, Australia, UK) show significant growth potential.
• Negotiated burden-sharing with U.S. customers to limit tariff impact (e.g., absorbing 1-2% instead of 50% requested). Continuous efficiency improvements and cost reductions have supported margin stability.

Outlook and Guidance

• The company maintains its 12-14% CAGR volume growth guidance, supported by higher realizations (driven by Vietnam and Indonesia) and strategic realignment of India's operations.
• Aims to sustain double-digit EBITDA margins (10.7% adjusted in Q1 FY26) by leveraging diversified operations and negotiating tariff impacts. India's lower profitability (4-5% of group profit) limits the overall impact.
• No new CapEx committed in Q1 FY26 due to tariff uncertainties, but ongoing investments in Bangladesh (5-6 mn pieces) and solar panel installations (722.2 kW in Gurgaon) continue.
• Exploring growth in Japan, Australia, the UK, and potentially the EU and Russia, while cautiously approaching the Indian domestic market. The company is prepared to capitalize on opportunities arising from market scarcity caused by tariffs.
• India accounts for ~25% of Pearl Global's revenue, with ~50% of India's business tied to the U.S. The high tariffs may necessitate shifting U.S.-bound production to other hubs like Vietnam, Bangladesh, Indonesia, and Guatemala to maintain cost efficiency and delivery timelines.

Talbros Automotive Components Ltd Q1FY26 Concall KTAs

Q2 expected to be better than Q1; Q3 projected to be very strong aided by festive demand and above-normal monsoons boosting rural demand. Long-term focus on sustained growth through new customer acquisitions, higher exports, and technology-led products. Margins expected to improve slightly as volumes recover, exports increase, and product mix shifts toward higher-value items.

- The domestic automotive industry saw muted performance in Q1 FY26, with an overall volume decline of 5.1% YoY.
- 2W and PV segments were weak, while the tractor and EV segments performed relatively better. CV segment declined by 1% YoY.
- EV growth continued but slowed compared to previous quarters due to reduced subsidies impacting affordability.
- Forging division revenue at INR 750 Mn flat YoY due to subdued European demand and OEM delays; EBITDA at INR 11.3 Mn, slightly down, recovery is expected from Q2.
- Marelli JV revenue INR 730 Mn, up 6% YoY; EBITDA grew 30% YoY, driven by higher value-added products. Talbros Marugo Rubber JV revenue INR 300 Mn, slightly down YoY due to delayed Maruti EV launch; EBITDA up 26% YoY to INR 40 Mn.
- Secured orders worth INR 5,800 Mn in Q1FY26 across various geographies and product lines. Management is targeting double-digit revenue growth (~15%) for FY26, despite a muted Q1.
- Order execution is expected to improve from Q3 with several delayed OEM programs launching.
- FY26 Capex - INR 500 Mn, expected to enable peak revenues of ~INR 3,500 Mn from forging and INR 6,000 Mn from gasket segments.
- Expanding business with Mahindra & Mahindra, aiming for it to become a double-digit customer in 1–2 years. Increasing focus on export markets, targeting 35% export share by next year (from 28% currently).
- Expanding presence in Europe; indirect entry into Russia planned from Q3. Adding new domestic and export OEMs to diversify customer base.
- Investing in new heavy-duty forging presses (4,000-ton) to cater to larger, higher-value parts. Continuing localization efforts to reduce costs and improve margins.
- Export business offers better margins but comes with higher risks; metal prices stable, aiding cost control.

Schneider Electric Infrastructure Ltd
Q1 FY26 Earnings Call TakeawaysCMP – INR 937 | Mcap -INR 223 Bn

Outlook For FY26,
SEIL enters with a robust order inflow, up 42% YoY in Q1, and a healthy backlog, positioning it for accelerated sales as delayed projects move forward. While management has not issued formal revenue or margin guidance, confidence remains high, supported by sectoral tailwinds across renewables, grid modernization, digital infrastructure, and mobility. Renewable energy, which made up ~75% of Q1 capacity additions, along with rising hydrogen demand (9 MTPA by 2032), is set to drive opportunities in smart grids and power distribution. Grid and power solutions continue to form 40–45% of revenue, mainly from government projects and partnerships, while growing demand for data centres (2.5–3 GW IT-load in 4–5 years) and EV charging infrastructure (1.3M chargers by 2030) adds further growth levers. Plans for a 2,000 km rapid transit network, energy-efficient airports, and smart cities, combined with an expected battery storage capacity of over 400 GWh in five years, provide a strong demand pipeline. With capacity utilisation at 85–90%, secured capital expenditure funding, and a focus on high-margin, technology-driven orders, SEIL is well-positioned for scalability and improved profitability, despite quarterly variability.

Financial Highlights-
Order Inflow: Q1FY26 order intake at INR9.1 bn up 42% YoY, reflecting strong demand and selective order picking.
Backlog up 25% YoY, providing visibility for acceleration in subsequent quarters; management emphasises strong pipeline ahead.
Q1FY26 revenue at INR 6.22 bn up 5% YoY—moderate, mainly on account of project spillovers and delays.-
Gross margins at INR 2.41 bn down 1.5% YoY due to one-offs in the base and some mix headwinds.
EBIT at INR 670 mn down 2.5% YoY;
PAT at INR410 mn down 1.5% YoY.-
Moderate sales growth seen as a function of timing; optimism for catch-up in future quarters aided by robust backlog.

Segmental Insights:- Power & Grid (core business): stable 40–45% contribution, largely government/PSU contracts.-
Data Centers, Mobility, and Private Sector: no fixed quarterly trend due to project lumpiness.
Service-related offerings (modernization, remote asset monitoring) gaining traction, leading to higher recurring revenue potential.
Order Quality: Focused on high-margin, quality orders with favourable payment terms and lower credit risk.

Other highlights- Capex Execution: Multiple capacity addition projects underway; all progressing as planned, in sync with anticipated market growth.
Recent/ongoing capex includes INR 2 bn currently underway, incremental to previously spent INR1.3 bn.

- Capacity Utilization: At ~85–90% utilization currently; operational flexibility (extra shifts/debottlenecking) can accommodate another 10–15% volume without immediate bottlenecks.
- Capacity additions are being phased across product lines, allowing scalable response to order pipeline.
- Q1 margin softness attributed to one-offs and mix; order book health and order-selectivity should help protect margin trajectory across the year.
- Industry-wide capacity additions acknowledged, but SEIL's focus remains on differentiation through technology, customer engagement, and value-added features (not chasing volume for its own sake).- Overall capex cycle remains robust; no major impact expected from global macro/geopolitical issues or US tariffs.

Arihant Capital Markets Ltd

SignatureGlobal India Ltd – Q1FY26 – Key takeaways
CMP – INR 1,113 | Mcap – INR 156 Bn

Outlook and Guidance
Management has reaffirmed the FY 26 guidance with a strong outlook for business growth supported by robust demand and execution capabilities. The company targets pre-sales of INR 125 bn and revenue recognition of INR 48 bn for FY26, signalling confidence in its market positioning and operational execution. A healthy launch pipeline is expected to drive growth, with two major launches planned in Q3 and Q4: approximately 3 to 3.5 Mn sq.ft. in Sector 37D and around 4 Mn sq.ft. in Sector 71. These launches are at advanced approval stages, with commercial launch timelines set for October–November 2025.
Land banks in Sona and Sector 71 micro-markets promise sustained launch visibility and growth opportunities for several years, with potential to add an additional 3 to 4 Mn sq.ft. in Sector 71 through further land aggregation. The transition towards higher-value mid-income and premium projects is expected to improve margin profiles and cash flow cycles in upcoming quarters. Collections are milestone-driven, which may cause some quarterly lumpiness, but Q3 and Q4 are anticipated to see a material improvement in collections.

Financial Performance
- Q1FY26 revenue recognition stood at INR8.7bn, with a gross profit margin of 27%, EBITDA margin of 11%, and PAT margin of 4%. Affordable housing contributed nearly 45% to recognised revenue; blended per sq.ft. Realisation was INR6,000.
- Average construction spends remained in the INR4–5bn range per quarter. Cash collections totalled approximately INR 9.3bn, generating a cash surplus of nearly INR 2bn after funding construction and approvals.
- As the proportion of mid-income launches rises and per sq ft. Realisations improve (crossing INR16,000/sq.ft. in certain projects), and margin profiles are expected to enhance further.

Operational Performance
- Signature Global delivered 1.44mn sq.ft. in the quarter and handed over more than 2,000 apartments, demonstrating continued execution strength.
- New launches crossed 2mn sq.ft., adding INR 40bn in gross development value (GDV). The company spent over INR 5bn on construction and approvals this quarter.
- Of project completions, ~45% by area was affordable housing (AHP); 55% in the mid-income segment. Blended realization was INR 6,000–6,500/sq.ft.
- The company's approach is differentiated by prioritizing larger integrated township models (e.g., Sona and Manesar markets) and a sustained focus on supply creation across mid-income and upper mid-income segments.

Other Highlights-
- Cumulative delivered portfolio now exceeds 15mn sq.ft.; 9mn+ sq.ft. is at advanced completion stages, and 17mn sq.ft. was launched over the past six quarters, with GDP potential above INR 220–230bn.
- Active land acquisition continues: 10 more acres acquired in Sona; company holds 10–15 acres of unutilized land in that micro-market, preparing for possible phase 2 expansion.
- The total land pipeline (staged) is robust at 24mn+ sq.ft., offering more than INR 400bn GDV potential over the next 2–3 years, aligning launches with demand trends.
- The majority of development occurs on self-owned land, reducing value leakage to other landowners (their share <10% portfolio-wide) and supporting margin expansion as sales convert to operational cash.
- Consistent with this strategy, Signature Global has acquired plots from existing landowners when possible, underpinning supply creation discipline and long-term shareholder value.
- Portfolio breakdown: Delivered: 15mn sq.ft, in advanced stages 9mn+ sq.ft, Recent launches (last 6 quarters) are of 17mn sq.ft and Future pipeline (launch in 8–10 quarters) is of 24mn+ sq.ft.

EIH Ltd | Q1FY26 Earnings Call
CMP: INR 364 | MCAP: INR 227,730 mn

Outlook:
EIH Ltd is charting a growth path centred on strengthening its premium and luxury positioning by driving Average Room Rates (ARR) to boost EBITDA margins, while leveraging India's strong economic growth, rising domestic affluence, and the expected rebound in foreign leisure travel during peak winter months. Guided by its Vision 2030, the company plans to add 25 new properties through a mix of owned and managed hotels, expanding both domestic and select international presence. Although partner-managed projects may see some delays, owned developments remain largely on schedule.

Financial Performance (Consolidated)
- Revenue: INR 6091 mn (up by 9% YoY)
- EBITDA: INR 1953 mn (up by16% YoY)
- PAT: INR 369 mn (vs INR 967 mn last year, impacted by INR 1105 mn exceptional loss)
- Net cash positive with INR 11,540 mn as of 30 June 2025.

Industry Outlook
- Strong growth expected in India's hospitality sector, driven by spiritual tourism, MICE events, culture & heritage travel, and infrastructure expansion.
- Inbound tourism forecast to grow ~15% in FY26 and domestic air passenger traffic up 4.4% YoY in Q1 FY26.
- ARR for the industry rose 9–11% YoY, RevPAR grew 11–13% YoY.

Expansion Pipeline
- 25 properties (2,033 keys) under development; 15 "The Oberoi" hotels, 7 "Trident" hotels, 3 luxury boats/Nile cruisers.
- Mix of domestic (16) and international (9) openings by 2030.
- Includes mixed-use developments with commercial, retail & F&B space (~0.763 mn sq. ft.).

Challenges & Risks
- Industry-wide human resource shortages post-COVID due to layoffs affecting hospitality school admissions.
- Land acquisition costs in prime cities remain high; regulatory approval delays persist.
- Geopolitical tensions can affect foreign leisure travel.

Strategic Positioning
- Strong premium brand equity supported by consistent service excellence and award-winning hospitality.
- Healthy liquidity to fund long-term expansion.
- Well-diversified presence across luxury leisure, corporate, and MICE segments domestically and internationally.

National Aluminium Company Ltd Q1FY26 Concall Highlights
CMP: INR 186| Market Cap: INR 341.98 Bn

• Company targets alumina exports of 1.25–1.28 Mn tonnes in FY26, increasing annual shipments from 36 to 41-42 voyages.
• Mechanical completion of the 5th-stream alumina refinery is expected by March 2026, with production starting by June 2026 and reaching 50% capacity (5–6 lakh tonnes) in FY27.
• Existing alumina production is guided to exceed 22.5 lakh tonnes in FY26, with an aspirational goal of 23 lakh tonnes.
• Domestic alumina sales are projected to rise from 40,000 tonnes in FY25 to approximately 100,000-120,000 tonnes in FY26.
• Wire rods command a premium of around INR 10,000 per tonne over ingots, yielding a net margin benefit of INR 6,000–7,000 after conversion costs.
• Rolled aluminum products earn premiums of INR 30,000–35,000 per tonne, with net conversion margins of INR 5,000–10,000 depending on product gauge.
• Thin-gauge products (0.3 mm, 0.5 mm) yield higher premiums but lower throughput, necessitating an optimization between premium and productivity.
• The landed cost of caustic soda rose to INR 44,301 per tonne in Q1 FY26 from INR 36,300 in Q1 FY25, underscoring raw material cost inflation.
• Comapny's joint venture with GSCL secures reliable caustic soda supply, mitigating market-price volatility.
• Out of company's 7.2 million tonne annual coal requirement, ~4 million tonnes are sourced from captive mines saving ~INR 400 per tonne and 3–3.2 million tonnes are procured from Coal India.
• Sufficient coal inventories at power plants and mines ensure operational continuity through monsoon-related disruptions.
• Bauxite mines earned five-star ratings for environmental management, reflecting robust ESG practices.
• Renewable energy capacity comprises 198 MW of wind power across three states and 1.02 MW of rooftop solar, with a target of 15–20% green power by 2030.
• Plans capex of INR 2000–3000 Mn for a 100 ktpa wire rod mill and INR 500–600 Mn for a 1 kt per month foil plant all funded from internal accruals to maintain zero debt.
• India's aluminum consumption is growing at ~9% annually driven by power (45–50% share), electrical equipment, solar panels, EVs, transportation, and infrastructure supporting company's confidence in domestic demand absorption despite rising competition from peers such as Vedanta.

General Insurance Corporation of India – Q1FY26 Concall KTA's

Outlook: The Company expects steady growth in both domestic and international portfolios through FY26-FY27, by underwriting discipline, diversification into new product lines i.e. surety, cyber, trade credit, and a strong solvency ratio of 3.85, which will be a competitive advantage under the upcoming Risk-Based Capital framework. International business is targeted to grow 17-20% annually, regaining premium lost during the 2020 credit rating downgrade. Domestic growth is guided at ~7-8%, by property premium improvements and selective motor treaties. Aims to maintain combined ratios near 107% overall and improve foreign portfolio performance sustainably. Transition to IFRS from FY27 is expected to enhance transparency, while conservative investments will ensure stability despite market volatility.

Guidance

- International premium growth of 17-20% YoY in FY26, by new contracts post-Jan renewals and regained clients after Oct 2024 credit rating upgrade.
- Domestic premium growth targeted at ~7-8% YoY, by property segment strength and stable primary insurance rates, especially in fire insurance.
- Combined ratio for FY26 projected at 107-107.5%, with domestic portfolio at ~104-105% and foreign portfolio improving from 126% last year to ~116%.
- IFRS transition planned proactively before IRDA-mandated FY27 date, with dual reporting IGAAP & IFRS from Q3FY26.
- Expense ratio to remain under 1% in FY26, with salary costs stable and IT spends fluctuating but contained.

Financial Highlights

- Q1FY26 gross premium income was INR 1,23,880 Mn vs INR 1,24,056 Mn last year, with lower reported growth because of IRDA's 1/N accounting method for long-term policies.
- Underwriting loss reduced 30% YoY to INR 9,078 Mn from INR 12,885 Mn, by better loss ratios in agriculture, health, and engineering segments.
- Gross investment income rose 18.37% YoY to INR 32,285 Mn, benefiting from higher past interest rate debt purchases i.e. ~74% of the portfolio in debt.
- PBT surged 61.04% YoY to INR 22,435 Mn, while PAT stood at INR 17,520 Mn.
- Solvency ratio improved to 3.85 from 3.36 last year; net worth grew 17.19% YoY to INR 452,755 Mn i.e. book value, and total assets rose 5.89% to INR 19,75,396 Mn.

Other Highlights

- Large claim events in Q1FY26 included Jindal Polyfilms fire, GIC share: INR 9,250 Mn and Air India Ahmedabad aviation loss, impacting multiple insurance classes; both fully provided for.
- New business diversification into surety, cyber, and trade credit insurance to expand revenue base and reduce segment concentration risks.
- Commission ratio fell to 16% in Q1FY26 vs 19-20% typical because of lower initial payouts on new treaties, saving ~INR 3,000 Mn; expected to normalize to 18-19% by FY-end.
- Property segment premiums are expected to exceed FY25 despite flat Q1FY26 growth because of accounting changes; direct market pricing improvements are flowing through to reinsurance rates.
- Portfolio allocation remains conservative: ~74% debt, 17-18% equity, ~8% money market; designed to preserve liquidity for claim payouts while maintaining high credit ratings.
- Anticipated demand surge for reinsurance under upcoming Risk-Based Capital norms, especially from capital-constrained private and unlisted insurers in motor and health segments.
- Foreign portfolio loss ratio improvement to ~118% in Q1FY26 from 126% FY25 attributed to selective underwriting, with further gains expected if catastrophic losses remain low in peak Q2-Q3 seasons.
- Aviation losses contributed to a ~INR 4,000 Mn underwriting loss in Other Miscellaneous.
- The company emphasized profitability over top-line growth, focusing on underwriting discipline, maintaining high solvency, and leveraging regulatory changes to capture profitable capacity demand.

Indigo Paints Ltd – Q1FY26 Concall KTAs
CMP: INR 1,189 | Market Cap: INR 57 Bn

Key Highlights

- The subsidiary saw a 17.6% revenue decline due to early monsoons affecting infrastructure projects. However, gross margins improved due to a strategic focus on high-margin products and operational consolidation.
- Early and intense monsoons from mid-May to June disrupted sales, particularly in Kerala and the Northeast. The Indo-Pakistan conflict in May also affected sales in the northern border states.
- July showed notable sales recovery despite ongoing monsoons, with optimism for sustained performance in Q2. The company highlighted pent-up demand and improving consumer sentiment, supported by macroeconomic factors like tax breaks and RBI repo rate cuts.
- Strong performance in Bihar and Andhra Pradesh, despite monsoon deficits in some areas. Kerala faced demand softening, but southern India contributes ~35% of sales, with a large portion from Kerala.

Operational Highlights

- Product Mix and Growth: Enamels and primers grew in both volume and value, with enamels benefiting from Indigo's differentiated PU enamel. Emulsions saw a 5.4% volume decline but only a 0.9% value decline, indicating a shift to premium products. Putty remains a high-volume, low-margin segment, with a recent price hike implemented.
- Active dealer count reached 18,600, and tinting machine population grew to 11,300. Focus remains on increasing dealer throughput, especially in northern states with lower market share.
- Capex Progress: New water-based and solvent-based paint plants in Jodhpur are expected to be commissioned in Q3/Q4 FY26 and by the end of Q2 FY26, respectively. A brownfield putty plant expansion is also on track for Q2 completion. These will enhance capacity and reduce freight costs, particularly for solvent-based paints.
- A&P spending decreased to 6.8% of revenue (from 7.2% in Q1 FY25). Continued investment in IPL and digital outreach. Launch of 50–70 Indigo Color Canvas experiential stores planned for FY26 to showcase products.
- Apple Chemie Strategy: Focus on high-margin products like MS Polymers, with new product launches planned for late Q2/early Q3. Expansion efforts are concentrated in southern and eastern India, with a withdrawal from less profitable northern markets.
- Management reported slightly higher dealer incentives across incumbents due to soft demand and lower raw material costs. However, discounts remain below Birla Opus's aggressive offers. Industry gross margins are stable, unaffected by the new entrant's strategies, like extra grammage withdrawal or tinting machine returns.

Guidance

- Anticipate a sustained sales rebound in Q2 post-monsoon, with strong potential in Kerala and rain-deficient regions like Bihar.
- Expect stable margins driven by premium product focus, new launches, and softening raw material prices.
- Continue growing the dealer base and tinting machines to enhance market penetration.
- Launch 50–70 Indigo Color Canvas stores and new products to boost brand visibility and profitability.
- Capitalize on South India's growth potential and strong performance in Bihar/Bengal, while addressing Northeast challenges.

Lumax Auto Tech -Q1FY26 Concall KTAs

Aftermarket delivery remained strong, registering 16% growth, supported by the mid-term strategy and the addition of two new subsidiaries: Lumax Auto Solutions Private Limited and LumaxAutocomp Private Limited

There have been certain price corrections from customers that were not realized in Q1FY25, leading to a slight dip in margins. However, these corrections have been received in the current month. In Q2, we expect to see gains due to the spillover from Q1. For H1FY26, EBITDA margins are expected to align with the strategic direction for the year, targeted between 14% and 15%.

The 100% acquisition of IAC India marks a key strategic step, strengthening our position in the EV interior space and enhancing platform integration.

The Chakan facility is now fully operational and ready to meet rising demand, including development capabilities for this year in China.

Looking ahead, a new technology center will be set up in Bangalore starting Q3FY26, which will play a key role in supporting Tier 0.5 and Tier 1 OEMs.

Have secured an order book of INR 1,500 cr, with strong visibility over the next three years 40% to be executed in FY27, another 40% in FY28, and the remaining in FY29.

Notably, 40% of this order is focused on future and clean mobility solutions, despite prevailing industry challenges.

The company remains focused on diversifying across OEMs and investing in evolving green fuel technologies.

Margin Strategy (A Four-Fold Approach):
20% EBITDA margin
20% revenue CAGR
20% ROCE (capital efficiency)
20%+ contribution from future clean mobility

Aftermarket sales grew 16% YoY.

Planned capex for FY26 stands at INR 100–130 crore.

Mahindra & Mahindra (Passenger Vehicles): Expected growth of 32–35%, with increased dominance through IAC. Mahindra , lot of commercial negations 7cr reliased in Q1 and certain ongoing with mahindra that reached on discussion in July and it will reflect in Q2FY26

Tata Motors: Consolidated position as the No. 1 customer across both CV and PV segments; green fuel business has doubled. CV growing due to Tata CV greenfuel and in term of price correction 1) on account of RM increases which is very normal and it changes QoQ.

10-15% minority from the IAC

Already engaged in exports to other regions, both directly and through OEMs. There is a clear strategic focus on capturing OEM business from North American companies, with significant progress underway.

Asset turn continue improving so maybe upward 10k cr and aggressive growth not seeing any change in term of equity and good cash will internal accrual and debt over the 5-6 years

MAX INDIA LTD - Q1FY26 KTA's
CMP: 206|MARKET CAP: Inr 10.76 BN

Outlook:-
Max India Limited reported a strong Q1 FY26, underpinned by a oversubscribed rights issue and plans for further capital raise, contributing to a healthy treasury of Inr 3.2 Bn with no strategic debt. The company is aggressively scaling its senior living residences, achieving 100% sales in Estate 360 Gurugram and committing to 2 million sq ft of new development this year. Antara Assisted Care verticals saw significant growth, with 2.2x year-on-year revenue increase, expanded care home capacity to approximately 500 beds, and AGZ achieving a 2.2x revenue growth with an annualized run rate of Inr 700-750 Mn. Max India is focused on building an integrated senior care ecosystem, fostering innovation with three patents filed, and resolving the Noida project's occupancy certificate issue.

•Financial Highlights
•Max India Limited successfully concluded its rights issue, which was oversubscribed by 1.45 times, demonstrating strong market confidence.

•The company is proposing a further raise of Inr 800 Mn through convertible warrants to accommodate demand from investors who could not get subscriptions in the initial rights issue.

•The sale of units in Max Towers, a non-strategic asset, has been concluded, with proceeds being utilized for business growth.

•The company holds a healthy treasury and other assets amounting to Inr 3.2 Bn, with a consolidated net worth of Inr 4.6 Bn as of June 25.

•There is no significant strategic debt on its books, only minor vehicle loans. While MIL may consider project-specific debt for cash flow mismatches, it does not plan to depend on debt for other businesses.

•A $20 Mn fundraise is expected after the second tranche of the prep issue next month.

•The "Business Investment" segment, primarily Max India's holding company and treasury, showed a profit of Inr 950 Mn in Q1 FY26

•The company's focus remains entirely on scale-up and execution, strengthening marketing, brand, technology, and operations.

Product Division& Contribution highlights:-
•Max Estates Partnership (Residences):
•Estate 360 : 100% of inventory is now complete and sold out Management fees from Gurugram projects totaled Inr 29.5 Mn in Q1 FY26.

•A second phase of Estate 360 (Estate 3601), a 1.04 million sq ft development with 360 units, is expected to be launched by September-October

•Chandigarh Opportunity: An agreement has been closed for a 1.01 million sq ft development with 324 units, with groundwork beginning soon. This brings the company well above its commitment of 1.5 million sq ft per year, now at 2 million sq ft for this year.

•Dehradun: All inventory sold out, with operational revenue increasing to Inr 62 Mn in Q1 FY26 (15% year-on-year growth). The community is profitable with an Inr 850 Mn PBT cash surplus.

•Antara Assisted Care:
•Overall net revenue for Antara Assisted Care in Q1 FY26 was Inr 220.6 Mn, representing a 2.2x year-on-year growth.

•Care Homes: 45 new beds were added in Q1 FY26 (Chennai launch), bringing the total capacity to 340 beds. Another 150 beds in Bengaluru and Chennai are expected to launch in August and September, increasing total capacity to approximately 500 beds.

•Net income revenue for care homes stood at Inr 29.3 Mn, a 90% year-on-year growth.

•Occupancy trends in care homes improved from 14% in April to 23% in June. Care homes are expected to reach break-even at 40-45% occupancy within four quarters post-live and become PBT positive at 65-70% occupancy within eight quarters.

•Care at Home:
•Bengaluru and Chennai registered a revenue growth of 110% in Q1 FY26 year-on-year.

•Contribution margin came down slightly from 15% to 12% overall due to inflation and salary revisions in April, though Delhi maintains 20%. Price increases are planned to address this.

•AGZ (Age EZ):
•The vertical now has 40,000 repeat customers and has touched about 3 lakh live customers since inception (2.4 lakhs on marketplaces).

•Achieved a net revenue of Inr 142 Mn in Q1 FY26, a strong 2.2x year-on-year growth.

•The AGZ business has an annualized run rate of 70-75 crores, with 62% coming from marketplaces. Flipkart has emerged as a new channel, contributing 12-13% of revenues and 25% of marketplace sales.

•Imports from China have improved COGS by 20%, with gross margins for Chinese products around 55% compared to 40% for Indian products.

•Other Highlights:
•The company has filed for three patents for innovative products in a large market size (cumulatively estimated at Inr 7-10 Bn), with a dedicated lab and a team member from Stanford Bio Design focused on new product innovation.

•A gut health solution, developed in partnership with Wellbeing Nutrition, is planned for launch in September-October.

•They are partnering with Boat for electronics and gadgets for seniors and with Axis Bank to increase customer access, having registered 2 lakhs in sales in the initial months through Axis Bank's 30 lakh customer base.

•AGZ will launch tech-enabled innovations within its specialized chronic condition areas, such as self-diagnostic engines for lung health and knee health, providing tailored care plan recommendations.

•Noida Project (Sector 150): The application for the occupancy certificate (OC) is pending due to clarity issues around Sector 150. The company's Special Purpose Vehicle (SPV), Content Builders, has paid 40 crores to the NA authority and will pay another Inr 1 Bn crores shortly. They are engaging with legal advisors to resolve the issue. A silver lining is that Phase 2 prices have increased significantly from Inr 11,000 to Inr 16,000-18,000, providing a substantial buffer.

•Meta Ad Policy Changes: Meta's policy changes in late February impacted AGZ's D2C online portion, which previously had a 70% contribution from Meta ads. The company has since adapted by making necessary changes to customer data passing and redoing its website. They have also diversified their digital channels, with Google now contributing 35% (up from 10%) and new online partnerships (e.g., GPay, PhonePe) contributing a monthly run rate of 1 crore. Offline partnerships also contributed 15 lakhs in a month. The issue has been resolved, but the focus is now on developing alternate channels to avoid disproportionate reliance on Meta.

KRBL - Q1FY26 Concall KTAs

KRBL delivered a strong Q1 FY26, with robust revenue growth, improved margins, and significant strides in e-commerce and regional rice. The Uplife oil business represents a strategic diversification, though profitability will take time. The company's cautious inventory strategy, premium branding, and real estate monetization plans position it well for sustained growth, with FY26 guidance signaling confidence in achieving INR 6,000 crores+ in revenue and improved margins.

Financial Performance
Consolidated total income reached INR 1,617 crores in Q1 FY26, up 32% YoY, driven by robust export and domestic volume growth.
Gross margins improved to 25.7% from 23.2% YoY due to lower basmati COGS; EBITDA margins rose to 13.9% from 11.4%. QoQ gross margin declined due to higher bulk export sales.
Other expenses stable at INR 141–145 crores quarterly run rate.
Average inventory costs are expected to decline over the next two quarters, supporting margin expansion.

Guidance
Revenue Target: Expects revenue to exceed INR 6,000 crores in FY26, driven by strong export and domestic demand.
Uplife Oil Business: Targets INR 40 crores in FY26, scaling to INR 150 crores in FY27, with a long-term goal of INR 300 crores in 3–5 years. EBITDA positivity anticipated by mid-to-end year three.
Gross Margins: Projected to improve in FY26 from FY25's 25% level, led by higher export contributions and favorable sales mix.
Inventory Strategy: Plans to build significant inventory if basmati paddy prices open 5–10% lower in October 2025 to leverage price volatility.

Operational Highlights
Inventory at INR 993 crores (INR 354 crores paddy, INR 233 crores rice) as of June 30, 2025. Paddy volume at 91,000 tons (vs. 140,000 tons YoY), rice at 50,000 tons (vs. 45,000 tons YoY).
Export revenue nearly doubled YoY, driven by private label/bulk sales (10 kg+ packs), though lumpy orders impact margins.
Domestic sales grew 16% YoY, with realizations up 1% despite a 15% YoY basmati price decline.
E-commerce market share at 44% (up 200 bps YoY), with 34% volume growth and 70% in quick commerce.
Uplife oils (Weight Watcher, Gut Pro) captured 5% modern trade share in Q1 FY26.
India Gate's new packaging (Jan 2025) received 95% positive response; Ready-to-Cook Biryani Masala grew 33% QoQ.
Regional rice achieved 77% YoY value growth, targeting 100,000 metric tons by FY26 or FY29.

Strategic Initiatives
No major capex planned; milling capacity (207 metric tons/hour) sufficient.
Establishing a Saudi Arabia subsidiary for direct distribution; already a market leader in Australia.
Stable freight rates despite geopolitical tensions; backward integration for rice bran oil, outsourcing refining/packaging.
KRBL Ltd plans to monetize its 150-acre Ghaziabad land, valued at INR 1,000 crores, by developing it into a township with a potential valuation of INR 7,500 crores within 2–2.5 years, in collaboration with a developer where KRBL will retain the majority share, as part of an enabling resolution pending shareholder approval, with the project structure (main entity or subsidiary) still under evaluation, aligning with the company's strategy to relocate its Ghaziabad plant to Meerut and enhance financial flexibility while mitigating development risks through the partnership model.

Market Dynamics
Global rice production flat at 542 million metric tons, consumption up to 541 million metric tons. India's production at 151 million metric tons; consumption to rise by 4.5 million metric tons.
India's basmati exports reached 6 million metric tons, up 10% YoY, with stable paddy prices and slight softening in some regions.
Modern trade faces challenges with packaged basmati down 22% YoY; private labels exert pressure.

Risks and Challenges :Margin pressure from bulk exports, rising private label rivalry, Pakistan's tariff edge in the US, and execution risks in Uplife oil due to high marketing spend and strong competition.

Best Agrolife Ltd- Q1FY26 Concall Highlights
CMP: INR 453 | Market Cap: INR 10.73 Bn

Outlook
Best Agrolife Ltd focuses on margin improvement and sustainable business via patented products, conservative inventory and sales policies and building a robust international presence while taking a hit on topline growth in the short term for stronger profitability and operational control.

Financial Highlights
- Revenue stood at INR 3,810 Mn reflecting 27% YoY de-growth and growth of 39% on QoQ basis.
- EBITDA stood at INR 460 Mn reflecting 16% YoY de-growth and growth of 952% on QoQ basis.
- PAT stood at INR 200 Mn reflecting 6% YoY de-growth and growth of 191% on QoQ basis.

Product Performance & Strategy
- Newly launched patented products performed well in their first season with some covering over 5 lakh acres especially soybean herbicide (Short Down and Hustler).
- Company is now focusing on selling patented, high-margin products and has reduced early product placements to cut down on excess inventory, minimize sales returns and improve profitability.

Guidance For FY26
- Annual revenue targeted at INR 16,000–17,000 Mn.
- EBITDA margin expected to be above 15%.
- Sales returns targeted to be halved to around 10–12% of sales.
- Topline growth will be moderate as the company prioritizes profitable and sustainable business over volume.

Change in Sales Policy
- Shift from push to a pull sales model. Earlier, sales were pushed to dealers before the season, resulting in high sales returns later. Now, products are sold when actual demand arises during the season.
- Due to this change, Q1 revenues fell, but profit margins improved.

Other Highlights
- A conservative sales return provision of INR 500 Mn was made but actual sales return is expected to be much lower.
- Operating expenses have come down and will be INR 300–400 Mn lower this year than last.

Product & Patent Developments
- Obtained two new patents for insecticide-fungicide combos targeting various pests and diseases in crops like paddy, cotton, soybean, chili, etc.
- Several new registrations for innovative products like Cubex Power Extra and Rishanku.
- Patented products now make up 45% of branded sales—up from 29% in FY25.

International Business Momentum
- Export business is strengthening: Successful assignments in Africa, registrations ongoing in countries like Sri Lanka, Australia for nano urea, Thailand, Cambodia, South America (Bolivia, Brazil), Mexico, Taiwan, Vietnam, UAE, USA, EU, etc.
- Focused on registering patented products abroad and backward-integrating technical manufacturing for global sales.

Century Plywood Ltd-Q1FY26 Concall KTAs
CMP: INR 731 | Market Cap: INR 162.5 bn

Overall Outlook & Strategy

- Confident in long-term strategy, with focus on execution, efficiency, and innovation.
- A three-year digitisation plan is underway, with early adoption of AI for demand forecasting and SKU rationalisation expected before the planned 2–3 year timeline.

Segment Outlook

Plywood

- Long-term growth drivers include urbanisation, rising incomes, affordable housing, and premiumisation.
- Targeting >10% growth in FY26; 2% price hike implemented in April.
- New plywood plant expected to be operational by Q2 FY27.
- Continued reliance on imported timber for quality; focus on gaining share from unorganised players.

Laminates

- Early signs of recovery; targeting >20% revenue growth in FY26 with mid-to-high single-digit EBITDA margins.
- Cost-saving measures underway; new products such as acrylic laminates being launched.

MDF

- Strong performance on capacity utilisation and cost optimisation.
- FY26 guidance: 20% revenue growth and ~15% EBITDA margin.
- New high-density, waterproof MDF variant launched; expects robust demand as industry matures and imports remain low due to BIS norms.

Particle Board

- Recovery underway; new Tamil Nadu facility to enhance quality, capacity, and cost structure.
- Volumes expected to ramp up from next quarter; medium-term margin target of 15%+ at steady state.
- Capacity & Debt
- Current plywood capacity: 366,000 CBM (91% utilization).
- Particle board commercial production started in Tamil Nadu.
- Consolidated debt: INR 14 bn; plans to repay most long-term debt (~₹4 bn) in two years, subject to capex plans.

Industry Trends

- BIS implementation driving consolidation in plywood and MDF, benefiting organized players.
- Timber prices stabilizing; no major near-term price drops expected in plywood timber.

Abans Financial Services Ltd – Q1FY26 Concall KTA's
CMP: INR 222 | Market Cap: INR 11,249 Mn

Outlook: The Company remains confident of sustaining strong momentum into FY26-27 with a clear focus on recurring, fee-based income from asset management. AUM is targeted to double every 12-18 months, by low gearing, product innovation, and global fund expansion. The company plans to deepen advisory capabilities, scale international operations through UK, Mauritius, and GIFT City platforms, and selectively pursue acquisitions to boost fee income. Infrastructure investments and consolidation in broking are aimed at building a stronger institutional presence. The strategic pivot toward alternative investments and global products positions the firm for scalable, high-margin growth with minimal incremental cost pressure over the medium term.

Guidance

- AUM expected to double every 12-18 months, by strong global fund inflows, expanded product suite, and cross-border distribution.
- Fee-based income anticipated to grow at a faster rate than AUM because of fixed cost absorption and scaling benefits.
- NBFC lending to remain focused on structured credit i.e. loans against shares and commodities, with no diversification into microfinance or broad SME lending.
- Institutional broking business to be scaled post-merger of broking subsidiaries into ABans Broking Services Pvt Ltd, targeting large fund houses and national-level mandates.
- No large debt-funded expansion planned; growth to be supported by internal accruals and selective acquisitions.

Financial Highlights

- The company reported a total income of INR 18,955 Mn in Q1FY26, showing a strong 540% QoQ growth. EBIT stood at INR 528 Mn, registering a 21% QoQ increase, while PAT came in at INR 327 Mn, up 35% QoQ.
- Core revenue for Q1FY26 stood at INR 853.7 Mn up 28% QoQ, compared to INR 664.5 Mn in Q1FY25.
- Fee-based income has grown consistently since listing, by expansion of global infrastructure and a shift to a multi-product, multi-distribution model.
- The New AIF launched in GIFT City expected to reach ~INR 8,350 Mn AUM in the next year, contributing to recurring income streams.

Other Highlights

- Strong relationships with HNI family offices and treasury-focused funds expanding market share potential across mutual funds, AIFs, and advisory mandates. Alternative investment platform tapping the mid-market segment in India, which remains underpenetrated.
- Infrastructure investments in GIFT City, UK, and Mauritius platforms continue to support global investor access and regulatory compliance.
- Expansion strategy rests on three pillars: advisory depth, product innovation, and geographic reach.
- Merchant banking entry to complement advisory and capital-raising businesses, alongside launch of new structured credit and global investment products.
- Broking license consolidation expected to streamline compliance, reduce operational costs, and create a high-net-worth/institutional-focused broking platform.
- Sustainability focus on recurring fee income by long-term mandates, ensuring scalability without proportional cost increases.
- The Company reiterated commitment to remain in core financial services and avoid unrelated diversification.

Aegis Logistics Ltd | Q1FY26 Earnings Call
CMP: INR 713 | MCAP: INR 250,190 mn

Outlook
Aegis has multiple projects in the pipeline and is actively exploring opportunities in new energy and port infrastructure, including hydrogen and ammonia. With strong cash reserves of around ₹4,130 million, the company is well-positioned to execute projects and pursue acquisitions swiftly. Management expects FY26 to be a strong growth year, achieving record throughput and earnings milestones.

Financials
• Normalized EBITDA: INR 2,560 million (+2% YoY)
• PAT: INR 1,750 million (+11% YoY)
• LPG business: EBITDA INR 1,500 million (+6% YoY); Revenue INR 15,750 million (+8% YoY); Throughput 1.16 million tonnes (+15% YoY).
• Liquid business: EBITDA INR 1,060 million (flat YoY); Revenue INR 1,440 million (+1% YoY).
• Distribution volumes rose 0.145 million tonnes (+13–14% YoY); sourcing volumes declined slightly to 0.119 million tonnes.
• Achieved highest-ever Q1 LPG throughput, gas EBITDA, and liquid revenue.

Business & Strategic Updates
• AVTL successfully listed in June 2025; Aegis retains 44.71% equity and management control.
• Significant ongoing & upcoming capacity expansions across multiple ports (Mumbai, JNPT, Kandla, Kochi, Pipavav, Mangalore, Haldia).
• First independent ammonia terminal at Pipavav (36,000 MT) expected completion before Q1 FY27; 15-year take-or-pay contract with Hindustan Zinc's Kandla plant.
• Signed cross-selling fuel agreement with GOVP for distribution network synergy.
• Targeting $5B aggregate CapEx by 2030, funded through internal accruals, debt (debt/EBITDA capped at 3.5x), and equity infusions.

CapEx & Capacity Additions
• Mumbai Port: Additional 125 million litres liquid capacity (INR 2,500 million project) to be operational in FY26.
• JNPT: INR 16,750 million integrated project for liquids, LPG, and bottling plant on 30 acres land – now underway.
• Pipavav: LPG capacity expanded to 70,800 MT; ammonia terminal under construction.
• Mangalore: 82,000 MT LPG terminal commissioned; first vessel discharged.
• Multiple rail gantries being added to boost evacuation efficiency.

Market & Competitive Outlook
• New LPG market entrants (city gas companies) seen as potential customers for Aegis terminals due to lack of their own infrastructure.
• Confident of JNPT LPG terminal utilization despite competition; some competitor projects reportedly stalled.
• Long-term growth goal: 25% CAGR EPS; capacity ramp-up to follow typical 25–30% initial utilization, scaling to near-full over 5–7 years.

NIIT Ltd – Q1FY26 Concall KTA's
CMP: INR 116 | Market Cap: INR 15,823 Mn

Outlook: The Company expects a gradual recovery in FY26, with Q2FY26 projected to deliver 13-16% sequential revenue growth and the start of sustained improvement in margins. FY26 revenue growth is guided at 15-20%, by a strong order pipeline, improved execution, and higher capacity utilization. Strategic investments in AI-powered learning, retail expansion, and new acquisitions such as Iamneo and IFBI are expected to yield benefits over the next 4-8 quarters. The Company remains confident about medium-to-long-term growth, leveraging over 200 corporate partnerships, deep-skilling expertise, and a scalable delivery platform. While macro and geopolitical volatility may continue, The Business plans to capture opportunities in BFSI, technology, and global enterprise training to drive consistent performance into FY27 and beyond.

Guidance

- Q2FY26 revenue expected to grow 13-16% QoQ, with margins remaining marginally negative because of ongoing retail and AI investments.
- FY26 revenue growth projected at 15-20%, with 5-10% organic growth and the remainder from acquisitions such as Iamneo and IFBI.
- The Company will reassess guidance quarterly given macro uncertainty, but expects Q2FY26 to mark the beginning of sustained recovery.
- EBITDA margins to remain under pressure in the near term because of continued investments in retail infrastructure and AI-led product development, though non-retail-related costs are expected to taper down.

Financial Highlights

- Q1FY26 revenue stood at INR 841 Mn up 2% YoY, down 3% QoQ, including INR 52 Mn from Iamneo; organic revenue declined 4% YoY and 9% QoQ because of delayed orders.
- EBITDA loss of INR 63 Mn by lower utilization, integration costs, and front-loaded investments in AI, GTM expansion, and marketing.
- PAT at INR 44 Mn, down from INR 131 Mn in Q4FY25 and INR 78 Mn YoY; EPS at INR 0.32, with PAT flat YoY on an organic basis.
- Enterprise segment revenue rose to INR 574 Mn up 7% YoY, 68% share, The Consumer segment accounted for the remaining revenue, registering an 8% sequential decline.
- Technology programs contributed INR 587 Mn up 7% YoY, while BFSI & others contributed INR 254 Mn down 9% YoY.
- Q1FY26 order intake reached INR 1,065 Mn up 37% YoY, +43% QoQ, with Enterprise orders up 35% YoY and 10 new client wins across BFSI and other sectors.

Other Highlights

- Completed Iamneo acquisition for INR 609 Mn i.e. INR 100 Mn primary infusion, INR 509 Mn secondary purchase, bringing AI-enabled SaaS deep-skilling capabilities, university channels, and accretive margins from year one. Remaining 30% to be acquired by FY30.
- Acquired ICICI Bank's 19.28% stake in IFBI for INR 62.7 Mn, making it a wholly owned subsidiary, enhancing agility and BFSI reach beyond banks.
- Expanded offerings with generative & agentic AI, AI/digital coaching, and sector-specific training; OEM partnerships grew to 35 for early tech access.
- Digital Architects Conference hosted more than 150 participants, strengthening the company's brand in enterprise tech training and generating potential business leads.
- Investments in retail content, courseware, and infrastructure to continue for 4-8 quarters before self-sustaining; focus on GNIIT relaunch by strong digital marketing traction.
- Cost base elevated because of strategic hiring, tech upgrades, and sales expansion; margins expected to improve as utilization normalizes and order conversion accelerates.
- Offsetting macro headwinds in GSIs and BFSI through diversified customer base, short-tenure order model, and agile execution strategy.
- Geopolitical conflicts in May caused two-week program delays, shifting some Q1FY26 growth into Q2FY26; The business expects execution recovery ahead.

Info Edge – Q1FY26 Concall Highlights

Outlook: Management expects a gradual recovery in recruitment billings in H2 FY26, aided by stable engagement metrics, early signs of pickup in July, and demand recovery in high-growth sectors such as GCCs, healthcare, and manufacturing. 99Acres is expected to sustain double-digit growth, supported by improving market activity, high marketing intensity, and platform enhancements. Jeevansathi aims to maintain profitability while growing share in Hindi-speaking regions, leveraging premium offerings and AI-led matching. Shiksha will focus on diversifying its content mix, expanding course coverage, and tapping new geographies to counter AI-led disruption. Across verticals, AI adoption will remain a key lever to improve productivity, personalization, and user experience. The company remains watchful on macro conditions, especially global hiring trends, and will calibrate investments accordingly.

Recruitment Billings grew 9% YoY, moderating due to macro uncertainties and softer demand, which caused contract deferrals and slower renewals. However, engagement metrics such as CV searches and recruiter activity remained stable. Double-digit growth was sustained in GCCs, technology, retail, healthcare, and manufacturing, while consultants, IT services, BPM, BFSI, and infrastructure saw low single-digit growth. July showed early signs of recovery in collections and billings, but management remains cautious on demand outlook. Premium and niche platforms (IIM Jobs, Hirist, Naukri Fast Forward, Naukri Gulf, JobHai) continued to deliver strong growth, with potential credit-based pricing models for higher CTC profiles under review.

Real Estate (99Acres) Billings rose 17% YoY, supported by improved broker and developer activity, higher listings, and traffic growth, despite Q1's seasonal slowdown. The focus remains on expanding market share and enhancing platform experience across both primary and secondary segments. Marketing investments remain elevated to drive user and client acquisition, with the strategy fine-tuned based on campaign performance.

Matrimony (Jeevansathi) Billings grew 36% YoY, with the business reaching breakeven. Growth was driven by traction in Hindi-speaking markets, wider adoption of premium models, and AI-powered matching improvements. Marketing spends remain in the INR 12–15 crore range, with the goal of maintaining breakeven while expanding market share.

Shiksha Revenue increased 19% YoY, aided by expansion into domestic university courses beyond engineering. The platform faces headwinds from AI-driven content shifts and weaker US study demand, with student interest tilting towards the UK and continental Europe. Plans include expanding domain expertise, producing student-centric content, and diversifying user acquisition channels to offset AI and market challenges.

AI Initiatives AI deployment has improved recruiter productivity, search relevance, personalization, and user engagement, with job seeker metrics up 15–20% YoY. No significant competitive impact from external AI tools has been observed for Naukri, 99Acres, or Jeevansathi, though content-heavy platforms like Shiksha and AmbitionBox saw some traffic softness.

Marketing Strategy High marketing intensity will continue for 99Acres and Jeevansathi to capture market share, while Naukri's spends will remain flexible and may be moderated if demand softens. Incremental investments will be channelled toward JobHai, Hirist, and Naukri Gulf to build scale and strengthen market presence.

Apollo Tyres -Q1FY26 Concall KTAs

Outlook: Management expects demand momentum to strengthen in H2 FY26, supported by a rebound in infrastructure and mining segments post-monsoon. In India, double-digit volume growth is targeted in truck and passenger car radial segments, with an uptick expected from Q2 FY26, and high single-digit growth for the full year. In Europe, Q2FY26 revenue is projected to improve sequentially on seasonal demand, supporting better operating leverage and margins. ROCE is expected to revert to ~15% in the medium term if current market trends persist, though five-year targets may be reassessed from the next fiscal year. The USD-INR exchange rate remains a key risk factor.

The company reported an EBITDA margin of 13.2% for the quarter, up slightly from 13% in Q4 FY25 but lower than 14.4% in Q1 FY25. EBITDA stood at INR 868 crore. Natural rubber prices increased 3% sequentially, while synthetic rubber and nylon fabric prices declined. An exceptional item of INR 370 crore was booked, relating to estimated restructuring costs in the Netherlands under a signed social plan, with payouts expected in FY27.

Net debt fell ~16% QoQ to INR 2,100 crore, driven by a reduction of INR 390 crore during the quarter, including an INR 380 crore decline in standalone net debt. Net debt-to-EBITDA improved to 0.7x as of June 30, 2025.

India Operations

Revenue for Q1 FY26 was INR 4,725 crore, up ~3% YoY, with EBITDA at INR 640 crore and a margin of 13.6% (vs 13.8% in Q1 FY25). Volumes were broadly flat YoY, supported by low single-digit growth in the replacement market and mid-single-digit growth in OEMs, offset by a sharp decline in exports. OEM growth was led by strong truck demand, partly driven by pre-buying ahead of the mandatory AC cabin regulation for heavy commercial vehicles, though passenger car OEM volumes declined.

In replacement, TBR volumes rose mid-single digits, while passenger car replacement posted low single-digit growth. As of Q1 FY26, raw material prices were: natural rubber ~INR 210/kg, synthetic rubber ~INR 180/kg, steel cord INR 160/kg, and carbon black INR 120/kg, with a blended RM cost of ~INR 166/kg. Net debt-to-EBITDA for India operations stood at 1x.

Europe

Revenue for Q1 FY26 was €146 million, flat YoY but down sequentially due to weak market conditions and seasonality. EBITDA stood at €16 million, with a margin of 10.8%, pressured by lower revenue, negative market growth, and adverse operating leverage. Raw material costs rose 3% YoY, while higher staff expenses also weighed on profitability. The demand environment remained challenging due to economic and geopolitical volatility.

Europe's tax rate is typically in the high-teens range, including ~20% in the Netherlands, high single digits in Hungary, and smaller contributions from other countries. The company expects a tax benefit on the exceptional item through tax shields on the cash outflow and potential carry-forward losses.

Business

Announced plans to close production and related activities at the Enschede plant by summer 2026; consultation with the works council is underway and expected to conclude this quarter. Benefits are expected from FY27 onwards.

Secured supply approvals for a major German passenger vehicle OEM in both India and Europe.

Premium brand Vredestein achieved record-high quarterly volumes in Q1, though its PCR (passenger car radial) market share remains in single digits.

Sai Life Science Ltd- Q1FY26 Concall Highlights
CMP: INR 821 | Market Cap: INR 171 Bn

Outlook

Sai Life Sciences is well-positioned for sustained growth in FY26 supported by strong momentum in both CDMO and CRO segments, robust client onboarding and aggressive capacity expansion. The company's forward-looking investments in talent, infrastructure, and scientific capabilities underpin order book visibility and a healthy pipeline, even as management maintains disciplined capital allocation. With new manufacturing blocks set to come online and key projects advancing in late-stage development, Sai Life is expected to deliver revenue growth and margin improvement, leveraging both operating scale and sector tailwinds.

Financial Highlights

- Revenue for Q1FY26 was INR 4,960 Mn, a 77% increase over YoY, driven primarily by strong growth in the CDMO.
- EBITDA for Q1FY26 stood at INR 1,250 Mn, an increase of 305% YoY.
- PAT stood at INR 600 Mn for the quarter.

Segmental Performance

CDMO Segment

- CDMO revenue growth was driven by stronger contribution from commercial products and increased early-phase R&D contracts.
- Six molecules presently at phase 3/pre-registration stage with two having positive phase 3 readouts and one receiving regulatory approval.
- Significant client onboarding, diversification across large pharma and broadening relationships fueling order book visibility.

CRO Segment

- Continues to scale supported by integrated program wins and healthy expansion within existing client accounts notably a 30% increase from a dedicated CRO client will flow through from Q2 onwards.
- Approximately 38% revenues from Big Pharma, 62% from Biotech; Biotech funding revive but remains focused on later-stage assets.
- Management guides to average 15% revenue CAGR over next 3–5 years for this segment; margins seen slightly higher vs CDMO.

Capacity Expansion & Utilization

- Active capex cycle: INR 1,340 mn invested in Q1 in new production blocks and R&D infrastructure.
- Two new manufacturing blocks to be commissioned by H2FY27, adding 550 KL to existing base of 600 KL. First block in Q3FY27 and second by end-FY27.
- CRO/process R&D capacity will double by FY27 and manufacturing capacity up 80–90% over two years.
- Q1 capacity utilization at ~77%; management believes 77–80% is optimal full utilization.

Hinduja Global Solutions Ltd | Q1FY26 Earnings Call
CMP: INR 537 | MCAP: INR 24,980 mn

Outlook

Hinduja Global Solutions Limited (HGS) is poised for sustainable growth in FY26, driven by its strategic shift toward AI-enabled BPM services and digital transformation, with a focus on its AgentX platform, which is already delivering significant efficiency gains and margin improvements. Despite Q1 challenges from macroeconomic volatility, client ramp-downs, and digital TV headwinds, HGS is optimistic about its robust digital services pipeline, particularly in the Americas, and its broadband business expansion in Tier 2, Tier 3, and rural markets. By prioritizing margin expansion, reskilling talent, and pursuing strategic acquisitions, HGS aims to enhance revenue quality and profitability, positioning itself as a trusted partner for intelligent, outcome-driven customer experiences in an AI-centric future.

Financial Performance

- Total Income: INR 11,873 million, slightly down from INR 12,977 million in Q4 FY25
- Operating Revenue: INR 10,562 million, a sequential decline from INR 11,611 million in Q4 FY25
- EBITDA: INR 1,597 million with a margin of 13.5%, up 169 basis points year-over-year from 11.8% in Q1 FY25, reflecting a strategic focus on margin expansion over top-line growth, driven by digital services and the AgentX platform.
- Profit Before Tax (PBT): Negative INR 265 million, compared to a positive INR 1,035 million in Q4 FY25.
- Profit After Tax (PAT): INR 112 million, bolstered by INR 575 million from discontinued operations.

Media Business

- Revenue drop due to unclosed marketing deals worth ₹300 million and excess provisions of INR 150 million in Q4.
- Digital TV revenue drop: INR 80 million
- Additional expenses due to inflation and HR costs: INR 70 million

Strategic Focus and Business Transformation

- HGS is transitioning from traditional BPO to AI-enabled BPM services, emphasizing Agentic AI through its proprietary platform, HGS AgentX.
- A five-year business transformation plan was approved, focusing on becoming an intelligent experiences company with six pillars: AI-enabled operations, sector-specific solutions (BFSI, retail, healthcare, UK public sector), consultative sales, tailored offerings, strategic acquisitions, and talent reskilling.
- The company prioritizes digital services and AI-driven solutions to improve margins and revenue quality, targeting sustainable profitability.

AgentX Platform

- HGS AgentX, an AI enterprise platform, is deployed across 20 BPM clients in North America with ~5,000 active users, showing 12% quarter-on-quarter user growth.
- Benefits include 40% training optimization, 25% productivity gains, 30% cost reduction, 89% lower employee attrition, 8% CSAT/NPS improvement, and 87% cross-selling gains.
- Expansion planned for the UK and Philippines markets.

Market and Client Trends

• Strong sales pipeline, especially in digital services, with over 55% of the Americas pipeline in this segment.
• Over 1,000 multinational BPM and HRO clients; new digital services logos added, with potential for growth into larger accounts.
• Client concentration diversified: top client (8%), top 5 (22%), top 10 (30% of revenue).

Grasim Industries | Q1 FY26 Earnings Call
CMP: INR 2692 | MCAP: INR 1,831 bn

Outlook
Grasim expects sustained growth momentum in FY26, supported by robust demand in paints, expanding B2B e-commerce penetration, and cement industry tailwinds from infrastructure and housing. Premiumization in paints, strong dealer network expansion, and scaling of PaintCraft services are likely to drive market share gains. B2B e-commerce is positioned to capitalize on the rapid digitization of construction supply chains, while Ultratech's capacity additions should outpace industry growth. Chemicals and cellulosic fibers are expected to benefit from stable domestic demand, specialty product expansion, and increasing renewable energy integration. With a healthy balance sheet, diversified portfolio, and strategic capex pipeline, the company remains well-placed to deliver double-digit revenue growth and margin resilience through FY26.

Financial Highlights
- Consolidated Revenue: INR 401,180 mn (+16% YoY)
- Consolidated EBITDA: INR 64,300 mn (+36% YoY).
- PAT: INR 14,190 mn
- Paints (Birla Opus): CapEx INR 95,550 mn; premium & luxury share 65%, 50k+ dealers, 8k towns.
- B2B E-Commerce (Birla Pivot): FY27 revenue run-rate target INR 85,000 mn; break-even at $1B scale.
- Cement (Ultratech): Revenue +13% YoY; capacity 192.3 MTPA, EBITDA/tonne INR 1,248 (+37% YoY).
- Chemicals: Revenue INR 23,910 mn (+16% YoY); EBITDA INR 4,220 mn (+36% YoY); chlorine integration 63%, 30–40% internal use.
- Cellulosic Fibers: Revenue INR 40,430 mn (+7% YoY)

Operational & Strategic Highlights
- Paints Growth Leadership: Birla Opus driving industry growth; without it, sector volumes flat to negative. Positioned at no. 3 decorative brand within a year.
- Premiumization Strategy: Premium & luxury products contribute 65% of paint revenues, supporting margins despite price competition in the economy segment.
- Distribution Edge: Dealer base exceeds 50k with presence in 8,000 towns; focus on increasing SKU penetration and dealer throughput rather than just network size.
- Capacity Milestone: Sixth plant (Kharagpur) ramps up in Q2 FY26, taking capacity to 1,332 MLPA (~24% of organized industry capacity).
- PaintCraft Differentiation: Tech-enabled, fully compliant painting service scaled to 100 towns in Q2, enhancing consumer engagement and dealer loyalty.
- B2B E-Commerce Traction: Proprietary tech platform, growing private-label adoption, and strong buyer-seller network targeting INR 2 trillion construction market opportunity.
- Cement Outperformance: Ultratech's volume growth (10% YoY) exceeds industry average (4–5%); leveraging acquisitions and greenfield expansions to defend market leadership.

• Chemicals Strength: Record specialty chemical volumes, stable ECU pricing, balanced captive vs grid power with 15% renewables share.
• Cellulosic Fibers Stability: Pricing resilience vs cotton/polyester, mitigating global slowdown impact through product mix and cost discipline.
• Regulatory Action: CCI investigation initiated into competitor's alleged abuse of dominance in paints, potentially opening market share opportunities.
• CapEx Plan FY26: INR 22,630 mn (out of which INR 4,800 mn spent is already spent in Q1).

State Bank of India – Q1FY26 Concall KTA's
CMP: INR 805 | Market Cap: INR 7,426,493 Mn

Outlook: The Company aims for steady credit growth above nominal GDP in FY26, by consumption-linked retail loans, government capex, and green energy projects. Mortgages are expected to pick up momentum in H2FY26 with easing interest rates. The bank focuses on maintaining asset quality while stabilizing margins amid a cautious macroeconomic environment influenced by global tariff uncertainties and geopolitical risks. Digital and AI initiatives will enhance efficiency and customer experience, supporting long-term growth. The Business plans to leverage its strong capital base and low-cost deposits to sustain healthy spreads and superior returns through FY26 and FY27.

Guidance

- The Business maintains a credit growth guidance of 12% for FY26, with potential upside to 13% as demand conditions improve, particularly in mortgages.
- The NIM is expected to follow a U-shaped trajectory, stabilizing around 3% by FY26-end, by term deposit repricing, savings deposit rate adjustments, and a INR 520,000 Mn CRR cut releasing idle liquidity.
- No further rate cuts are assumed; retail asset yields are expected to stabilize, supporting margin expansion.
- The Capital adequacy remains strong after a INR 250,000 Mn capital raise.
- Home loan growth stands at 15% YoY, by strong sourcing and disbursements, with expectations of continued momentum in the second half of FY26.

Financial Highlights

- Q1FY26 net profit rose 12.5% YoY to INR 191,600 Mn, by controlled operating expenses and stable asset quality.
- Domestic credit grew 11.1% YoY while deposits rose 11.7%; the credit-deposit ratio was 68.88%.
- Operating expenses decreased by 22%, primarily because of a 38% reduction in overheads.
- Asset quality remained strong with NNPA at 0.47%, slippage ratio at 0.75%, and provision coverage ratio at 74.5%.
- Express Credit portfolio i.e. ~INR 350,000 Mn remained flat, with GNPA at ~1.2%, stable because of effective risk controls despite slower growth.
- CASA ratio saw some decline, contributing to marginal rise in deposit cost; weighted average saving deposit cost stood at 2.68% as of Q1FY26.

Other Highlights

- Strategic digital initiatives under Project SARAL leverage AI and automation to streamline retail operations, enhance productivity, and improve customer experience without large incremental capex.
- SME growth is driven mainly by working capital demand, by strong underwriting models using GST, tax, and bank data for improved risk assessment and portfolio quality.
- Q1FY26 slippages totaled INR 79,450 Mn with early recoveries of INR 15,850 Mn; asset quality in SME and unsecured segments remains stable.
- Successful QIP raised over 100,000, with 60% foreign investor participation.
- Mortgages and retail segments expected to accelerate growth in H2FY26 with easing interest rates and favorable market conditions.
- The Company's capex focus remains on technology transformation and AI integration rather than large physical expansions.
- Current account balances grew because targeted relationship management and government/non-government inflows, improving average daily balances quarter-on-quarter.

Afcons Infrastructure Limited Q1 FY26 – KTA

CMP – INR 407 | Mcap – INR 149 Bn

Financial Performance

- Total Income: Afcons reported a total income of INR 34,190 Mn , representing a growth of 6.4% compared to INR 32,130 Mn in Q1 FY25.
- EBITDA: Stood at INR 4450 Mn (13% margin), an improvement of 140 basis points from INR 3720 Mn (11.6% margin) in Q1 FY25. The EBITDA margin improved by 19.6% year-on-year. The company's guidance for EBITDA remains around 11%.
- Profit After Tax Was INR 1370 Mn (4% margin), up 50% from INR 920 Mn (2.9% margin) in Q1 FY25. This improvement is attributed to better cost management, higher profitability, an arbitration award from a Kolkata metro project, and savings on material costs and operational aspects in some projects.
- Annual Turnover Growth Guidance: The company is confident of achieving an annual turnover growth of 20% to 25% for the financial year, with substantial pickup expected in Q3 and Q4.

Operational Highlights

- Record Tunnelling Progress: Afcons achieved a national record by completing 714 meters of monthly tunnelling progress in a water supply project in Raigad district, Maharashtra, using a 3.2m diameter tunnel boring machine (TBM), which is the highest ever recorded progress in this TBM category in India.
- Significant Project Contributions: Made significant contributions to the Udhampur-Srinagar-Baramulla Rail Link (USBRL), including the construction of the Chenab railway bridge (the world's highest single arch railway bridge), 17 critical railway bridges, and 13 complex tunnels (totaling 36.3 km) in the Katra-La section. This includes India's longest transportation tunnel (12.75 km), of which Afcons built 8.2 km.
- Completed Package 14 of the Nagpur-Mumbai Samruddhi Mahamarg, which includes India's widest and Maharashtra's longest road tunnels.

Order Book & Project Pipeline

- Unexecuted Order Book: As of 30th June, the unexecuted order book stands at INR 353,110 Mn
- New Orders & L1 Positions: Secured new orders worth approximately INR 11,000 Mn during the quarter. Holds L1 position for projects worth about INR 215,560 Mn.
- International Expansion (Croatia): Afcons is entering the European territory after being declared L1 for three road and railway projects in Croatia, with firm orders expected in the next few months. These bids were well-priced, with some being 10-20% higher than client estimates. This aligns with the objective of increasing the overseas share of the pending order book to 30% by the end of the financial year.
- Addressable Project Pipeline: The pipeline for the next two years is valued at approximately INR 3.35 lakh crores.
- Segment-wise breakup of pipeline: Urban infrastructure (metros, bridges, elevated corridors) at INR 1.4 lakh crores, Hydro Underground and Water at INR 800,000 Mn, Surface Transport (road and rail) at INR 700,000 Mn, and Marine at INR 460,000 Mn.
- The full-year order flow guidance remains INR 200,000 Mn. The L1 projects, including the Maharashtra and Croatia jobs, are factored into this guidance, with potential for upside beyond INR 200,000 Mn.

Debt & Capital Expenditure:

- Debt Position: Gross borrowing was INR 32,210 Mn, and net borrowing was sub INR 25,000 Mn in Q1 FY26. The net debt-to-equity ratio was around 0.46, which is considered a comfortable situation.
- Capex: Planned capex for the full year is around INR10,000 Mn, with approximately INR 500 Mn spent in Q1.

Infibeam Avenues Ltd – Q1FY26 Concall KTA's
CMP: INR 15 | Market Cap: INR 42,617 Mn

Outlook: The Company is transitioning from product silos to an integrated platform model combining payments, commerce, CRM, operations, and AI, aiming for end-to-end seamless solutions. The strategic shift is expected to enhance user experience, retention, and monetization, driving strong double-digit revenue growth and margin retention through FY26 and FY27. The company targets a INR 10,000 Mn revenue run rate within 12 months post-consolidation and plans geographic expansion alongside tech-driven innovation. Capex will remain controlled, particularly in AI and media, while tariff impacts in international markets will be managed cautiously. Overall, business is positioning itself as a key digital infrastructure player in India's evolving economy with clear execution discipline and long-term value creation.

Guidance

- FY26 gross revenue guidance is INR 52,500-INR 55,000 Mn with net revenue expected between INR 5,400-INR 6,000 Mn.
- The company targets sustained double-digit growth by platform convergence and enterprise adoption.
- Margin retention and geographic expansion remain key priorities, with a focus on scalable tech investments and disciplined capital allocation.
- Capital expenditure, especially on AI and media, will be modest ~$1 Mn with an emphasis on automation and tech efficiency.
- Regulatory impacts, especially tariffs in international markets, are being actively monitored and managed.

Financial Highlights

- Consolidated Q1FY26 gross revenue stood at INR 12,802 Mn, up 72% YoY and 10% QoQ, by platform integration and new contracts.
- Net revenue increased 31% YoY to INR 1,520 Mn and 13% QoQ.
- Adjusted EBITDA was INR 710 Mn up 3% YoY, with margins at 47%.
- Adjusted PAT rose sharply by 70% YoY to INR 855 Mn, resulting in 56% PAT margin.
- The standalone entity posted INR 11,980 Mn gross revenue up 76% YoY with INR 1,020 Mn net revenue up 13% YoY, slight QoQ dip.
- Standalone adjusted EBITDA remained stable YoY at INR 370 Mn, down QoQ because of one-offs, and PAT surged 81% YoY to INR 590 Mn.

Other Highlights

- E-commerce platform business transferred to Rediff.com in an INR 8,000 Mn transaction, with the business retaining more than 80% stake, ensuring strategic control.
- Post-transfer, the company focuses on CC Avenue payments and Phronetic.ai AI infrastructure, while Rediff scales enterprise SaaS, media, and payment products.
- Rediff's growth pillars include AI-driven Rediff TV, Rediff Pay i.e. UPI, stablecoins, CBDC-ready, and enterprise SaaS, aiming for INR 3,000 Mn immediate revenue run-rate targeting INR 10,000 Mn annualized revenue within 12 months.

- Rediff Pay is building workflows on UPI focusing on large clients such as FMCG to digitize cash-heavy segments without charging UPI fees, emphasizing transparency and regulation compliance. Rediff TV uses AI to create fully automated, multi-language content with integrated ad tech, currently profitable on a variable cost basis with minimal capex needs.
- Over 100 Mn registered email users provide a massive scalable base, with Indian data localization and AI tools such as “RGenie” enhancing enterprise email services.
- Multi-million-dollar contracts signed recently will begin impacting revenue from Q3FY26, signaling strong momentum.
- Capex remains focused and limited, particularly in AI-driven media i.e. ~$1 Mn max and tech stack consolidation, avoiding large traditional media investments.
- Geographic expansion is planned, with a measured approach to international markets amid tariff and regulatory challenges. Continued investment in product innovation, AI, and seamless platform convergence drives operational efficiency and scalable growth.
- A INR 4,000 Mn capital infusion is expected within 3-9 months through fresh fundraising, not from existing cash reserves. Post-fundraise ownership dilution anticipated but the business expects to maintain a significant majority stake i.e. above 50%, below 80%.
- The company is open to both private equity and strategic partnerships to accelerate growth and scale.

Sequent Scientific Ltd -Q1FY26 Concall Highlights
CMP: INR 174 | Market Cap: INR 43.58 Bn

Outlook

Sequent Scientific Ltd is aimed for sustained double-digit revenue growth across its formulations and API segments in FY26 and beyond driven by geographic expansions in emerging markets like Mexico, enhanced companion animal products aiming to double their contribution from 5% within three years, and accelerated injectables exports from Turkey to Europe. The impending merger with Viyash Life Sciences, on track for completion by late 2025 or early 2026, will unlock significant synergies through R&D integration, cost efficiencies, and network optimization, targeting combined EBITDA margins of 30% by FY27. With strong regulatory approvals, a robust pipeline of 20+ products at Viyash, and improved cash flows, the company anticipates faster profitable expansion in both animal and human health sectors, while navigating seasonal and geopolitical factors effectively.

Financial Highlights

- Revenue stood at INR 4,414 Mn reflecting 13.1% YoY growth.
- EBITDA stood at INR 602 Mn reflecting 24.7% YoY growth.
- EBITDA Margin is 13.6%.
- PAT stood at INR 176 Mn reflecting 93.7% YoY growth.

Business Segment Highlights

Formulations Business

- Contributes 75% of total business. It grew 13% YoY and 11% QoQ.
- Europe: Grew 4% YoY and 20% sequentially. Driven by more sales of companion animal products and exports. Their Spanish factory got GMP approval allowing new product launches soon.
- Emerging Markets: Strong 25% growth helped by exports, price increases, better product mix, and expansion into Mexico. Turkey's business is stable and growing due to better economy and exports.
- India: Grew 8% despite seasonal slowdowns. India is a key focus for double-digit growth.

API Business

- Revenue is INR 1,054 mn, up 14% YoY and 21% sequentially.
- Growth from better product mix, competitive margins, and strong demand for high-quality Albendazole.
- 60% of sales from top 10 customers, mostly in hard currencies like USD. Got new EUGMP approval for adding markets/products.
- Non-Albendazole APIs also grew, but future focus is on speeding up new product R&D outside Albendazole.

Guidance

- Double-digit revenue growth is expected across segments. Focus on companion animals (pets which is currently 5% of business, aim to double in 3 years organically). Injectables (higher margins) expanding from Turkey to Europe.
- Margins: Sequent targeting mid-teens EBITDA; Viyash high-teens to 20%+. Combined goal: 30% EBITDA by FY27 through efficiencies.

Viyash Life Sciences Performance (Merger Partner)

- Viyash is focused on human health APIs and formulations grew revenue 4% to INR 3,530 Mn.
- EBITDA up 19% to INR 680 Mn with margins at 19.5%, up 2.4% YoY.
- Passed 5 regulatory inspections and 30+ customer audits showing high quality.
- R&D progress: Validated 3 products, filed 12 APIs in markets like US, Europe, Korea; launched 2 formulations in US and 2 APIs elsewhere. Pipeline has 20+ products, expecting 10-15 filings this year.
- Received approvals: 5 for APIs (1 US, 3 Europe) and 1 formulation.

Merger Update

- On track for completion in 12-15 months from September 2024 announcement.
- Got from Competition Commission of India and stock exchanges. NCLT filings done; shareholder/creditor meeting on August 30, 2025.
- Post-merger: More headroom for investments, faster growth, and synergies like network optimization using spare capacity for better margins.

Kross Ltd Q1FY26 Concall KTAs

Expects a stronger performance in the H2FY26, supported by recovery in the CV industry, continued strength in the tractor segment, and revenue contribution from new products like tipping jacks, landing gear, and car carrier axles. The company is targeting full-year revenue growth of 10–12% with EBITDA margins in the range of 13.5–14%. Export share is expected to rise from 4% in Q1 to 5% for FY26, with a longer-term goal of reaching double digits by FY27. Capacity expansions, including the new extrusion line starting Q3FY26 and the seamless tube facility by Q4FY27, are expected to boost competitiveness, backward integration, and supply security.

- Trailer segment revenue declined ~5–6% YoY to INR 560 Mn in Q1FY26, while industry volumes fell ~7–8%. Company maintained market share and expanded into new states like Chhattisgarh, Rajasthan, and Maharashtra.

New products

- Tipping jacks to launch in Oct 2025, expected to add INR 100–INR 120 Mn revenue in H2FY26 and ~INR 800 Mn in FY27.
- Car carrier axle & suspension launched in Q1FY26, orders expected in Q3FY26.
- Landing leg/gear in testing with ARAI, commercial availability from early Q3FY26.
- Agriculture segment exposure targeted to grow from 11% to 15% of revenue in 2 years; new domestic OEM added with production from Q4FY26.

Capacity and Capex Plans

- Extrusion line delivered; commercial production expected Q3FY26, raising axle capacity from 5,000 to 7,500 units/month with FY26 utilization forecast at ~60–65%.
- Seamless tube facility to be completed by Dec 2025; machinery dispatch in Mar 2026; production to start in Q4 FY27. 25–30% of output for in-house use, growing to 45–55% in 2 years; remaining capacity to target oil & gas transportation sector (~INR 6,000 Mn revenue potential in 2–3 years from 50% external sales).
- Forging capacity doubled in FY26 with 2,000-ton screw press additions.

Other Highlights

- Exports contributed 4% of Q1FY26 revenue; on track to achieve 5% for FY26 and double-digit share by FY27.
- Extended supply from European customers to their South American facilities; secured a new
- European Type-1 manufacturer order (~INR 400 Mn annual potential in 2 years, starting Q2 FY27).
- Minimal US exposure (~5% of exports), unaffected by recent US tariffs.
- CV industry expected to improve in H2FY26 due to higher infrastructure spending and regulatory clarity. Trailer demand remains linked to CV volumes; monsoon season typically slows orders.
- Tractor segment continues strong; first two quarters are muted seasonally for CV/trailer, but Q3 and Q4 generally stronger.

Fusion Finance Ltd – Q1FY26 Concall KTA's

Outlook: The Company expects a calibrated growth approach through FY26, prioritizing lending to existing customers i.e. ~65%+ mix before expanding to new-to-business and new-to-credit borrowers i.e. ~35% target. State-level growth will focus on UP, AP, Telangana, Maharashtra, and Assam, while risk exposure is reduced in weaker states. Asset quality improvements, cost efficiency measures, and tech-driven processes are expected to strengthen margins and collections. MSME will act as the second growth engine, by RBI's qualifying asset norm and branch expansion. With high capital adequacy i.e. 29.52%, improving NIMs, and lower funding costs, The Company is confident of achieving profitability and sustainable growth in FY26-FY27, while cautiously navigating credit risks and execution challenges in technology and portfolio scaling.

Guidance

- The Company targets cautious growth over the next 2-3 quarters, maintaining ~65% share from existing customers before gradually scaling new-to-business and new-to-credit to ~35%.
- NIM expected in the 10.25-10.50% range i.e. ±25 bps, by lower interest reversals, improved yields on fresh disbursements since May, and stable borrowing costs.
- Cost of funds expected to normalize as high-cost borrowings roll off; marginal cost of borrowing currently 13.3% projected to align with 10.2-10.3% average in coming quarters.
- MSME portfolio expansion planned from 105 to ~150 branches in 2 years.
- No major OPEX growth anticipated; operational productivity improvements and vintage branches will offset higher disbursement volumes.

Financial Highlights

- Q1FY26 disbursements stood at INR 9,500 Mn, with 76% to existing customers; new products Ujala & Sugam contributed 40% of July disbursements, helping push July volumes 10% above Q1 monthly average.
- GNPA improved to 5.43% from 7.92% in Q4FY25 and NNPA to 0.19%, by early write-offs of INR 4,860 Mn under the revised 180+ DPD policy.
- Credit cost fell sharply to INR 1,780 Mn from INR 5,710 Mn in Q3FY25.
- NIM surged 172 bps QoQ to 10.29%, by lower CoF i.e. down 25 bps QoQ to 10.27% and improved yield-cost dynamics.
- Liquidity position strong with INR 7,240 Mn on balance sheet, INR 14,960 Mn in sanctioned lines, and INR 4,000 Mn from rights issue proceeds; CAR at 29.52%.

Other Highlights

- State strategy segmented into "Grow" for UP, AP, Telangana, Maharashtra, Assam, "Maintain" for M.P, TN, Bihar, Rajasthan, Jharkhand, W.B, and "Reduce" for Odisha, Gujarat to balance growth with risk control.
- MSME book at INR 6,840 Mn, 91% secured with avg. LTV of 42% and IRR of 23%; approval rates ~50%. Expansion by RBI's 60% qualifying asset norm.
- Collection efficiency in the current bucket at 98.55%; retention rate at 99.46%. Overleveraging reduced to 17.6% overall and 14% in non-delinquent portfolios.
- The Digital collections grew from 21% to 35% in Jun-25.
- Operational efficiency enhanced with average 350 customers per relationship officer, low branch manager attrition i.e. more than 75% with over 3 years' tenure, and dedicated non-sales governance staff per branch.
- Technology build-out includes in-house loan origination and portfolio management systems targeted for Mar-26 delivery; L&D integrated under HR for sharper execution.
- Industry-level lending guardrails now in place, reducing over-lending risks; The Business maintains a cap of 2 lenders per customer despite industry's 3 lender allowance.
- Lending to new-to-credit customers temporarily on hold until stronger credit filters are in place; framework expected by September.
- Shift in performance measurement to overall outstanding per field officer rather than number of customers handled, with experiments to assign officers to buckets where they excel and automate other tasks.

Happy Forgings Limited – Q1 FY26 ConCall Highlights
CMP: INR 965.80| MCap: INR 91.06 Bn

Overview
Happy Forgings had a strong quarter. The company reported 3.6% YoY revenue growth to INR 354 Cr, with PAT at INR 66 Cr, driven by ~4% higher volumes and strong domestic demand, though exports slowed on tariff uncertainties. An INR 650 Cr heavy forgings facility, among Asia's largest, is on track for FY27, alongside capacity additions and an INR 80 Cr FY26 passenger vehicle investment. Numerous ESG plans are proposed focusing on energy and waste.

Operational Overview
- Finished goods volume grew ~4% yoy
- Lower input steel prices yet stable realisations of INR 245/kg
- Domestic business saw 7% yoy growth specifically in passenger vehicles, farm equipment, and industrial
- Exports slowed in commercial vehicles, farm equipment, and off-highway alongside uncertainty due to tariffs in some regions
- Capex plans as scheduled with vision to build differentiated capabilities in niche, high-value product segments

Financial Highlights
- Highest opearating cash flow in three years at 292.36 Cr
- Revenue: 354 Cr up 3.6% yoy
- PAT: 66 Cr up 3% yoy (margin of 18.6% down 12 BPS)
- EBITDA: 101 Cr up 3.6% yoy (margin 28.5% down 20 BPS)
- Finished Goods Volume: 14,457 MT up 3.8% yoy

Capex of 650 Cr Capex in Heavy Forgings Capacities
- One of largest facilities in Asia and second-largest globally
- Enables expansion into higher-weight segment (components weighing 250–3,000 kilograms)
- Caters to component requirements in Industrials and Farm Equipment
- Project execution on track; facilities expected to be commissioned by FY27, with production commencing by the end of FY27

ESG Plans
- Halve Scope 1 and Scope 2 carbon emissions by 2030 while increasing proportion of renewable energy usage
- Discontinuing CBFS and furnace oil use by 2027, installing 20MW solar plant by 2028
- Achieve 100% wastewater recycling by 2025 alongside rainwater harvesting groundwater recharging
- Reduce wood-based disposable packaging by 50% by 2030 and planting 10,000 trees by 2025

Future Outlook
- New forging capacity to be added in this FY: 10,000 MT press and 4,000 MT press (currently 127,000 MT installed capacity at 59% utilisation)
- Capex of ~80 Cr in FY26 to scale passenger vehicle segment

Saksoft Ltd-Q1FY26 Concall KTAs

AI led product engineering company

Revenue is expected to reach $500 Mn, with headcount growing 4× to about 12,000 by 2030.

EBITDA margin outlook: Headwinds 1) like in Q1 the benefit from rupee depreciation, which is not expected to sustain, and the impact of wage hikes in Q2. The 18% margin achieved is unlikely to be sustainable in Q2 but will be partially offset by topline growth. The EBITDA margin is expected to be in the range of 16.5–17.5%.

Margin: If AI is not used, it's not relevant, as the focus is on enabling rather than buying AI platform. The expectation is not to purchase AI, but to enable the company to be AI-ready reducing efforts, improving customer efficiency, retaining wallet share, and increasing wallet share.

The plan is to grow revenue 4–5× with existing customers simply by expanding business with current clients, while also increasing the number of new logos.

1-2 logo every quarter not too many logos.

The improvement in EBITDA margins was driven by multiple factors, including the positive turnaround from the acquisition of Salesforce and ServiceNow partners (Ceptes and Zetechno, respectively), which contributed to several conversions in million-dollar-plus accounts. Operational efficiency in cost management also improved, alongside better foreign currency realization. On the customer front, the company added a new client in the USD 0.5 Mn bracket within the logistics vertical and successfully moved an existing client from the USD 0.5 Mn to the USD 1 Mn bracket in the commerce vertical.

Patel Engineering Ltd Q1 FY26 Concall Highlights
CMP: INR 38.7 | Market Cap: INR 32.7 Bn

- Consolidated revenue reached INR 12.33 Bn, rising ~12% YoY, while PAT grew 56% to INR 750 Mn, reflecting robust project execution and cost discipline.
- Order inflows of ~INR 2.25 Bn during the quarter included three key wins:
- – 240 MW Hiu hydropower project, Arunachal Pradesh (INR 7,110 Mn)
- – Kondhane dam & tunnel, Maharashtra (INR 13,190 Mn)
- – Neera-Deoghar Right-Bank canal JV share (INR 2000 Mn out of INR 10,000 Mn total)
- Post-quarter, an LoI for NHPC's Teesta-V hydro project (INR 2400 Mn) further boosted the pipeline.
- June-end order book stands at INR 162.85 Bn (~3.3× FY25 revenue); mix: 61% hydropower, 20% irrigation, 7% tunnelling, 12% urban infra & others.
- Management targets FY26 order additions of INR 80-100 Bn to scale the order book towards INR 250 Bn; bids worth ~INR 110 Bn are under evaluation and another INR 400-500 Bn will be submitted this year.
- Operational milestones this quarter: TBM breakthrough on Mumbai PGRW water tunnel, 155 m shaft completed at Arun-3 (Nepal), access-tunnel breakthrough at 800 MW Par hydro (J&K), water-conductor civil works finished at Subansiri, and 3 km lining completed on Sikkim T-7 tunnel.
- FY26 top-line guidance reiterated at >INR 500 Bn with operating margin band of 13-14%; sector-wise revenue split for Q1: 55% hydro, 19% tunnelling, 19% irrigation, 7% roads/urban.
- Net debt declined by INR 760 Mn QoQ to INR 15,270 Mn; debt-to-equity improved to 0.40×, aided by working-capital release and asset monetisation.
- Management plans a further INR 1500-2000 Mn debt reduction in FY26; credit rating upgraded to 'A'.
- Net working-capital days steady at ~168 (110 after arbitration claims & cash), underpinned by faster client certifications and payments.
- Government focus on hydropower, dams, PSPs and strategic tunnels (e.g., 19 J&K road-tunnel projects) provides a strong tender pipeline; suspension of the Indus Water Treaty has revived large hydro schemes such as Sawalkot, Uri, Dulhasti & Tattoo-2.
- Sufficient bank-guarantee headroom and stronger balance sheet position the company to capitalise on upcoming bids without equity dilution.

Shaily Engineering Plastics Ltd Q1 FY26 Concall Highlights
CMP: INR 1,670 | Market Cap: INR 76.7 Bn

• Consolidated revenue grew 38% YoY to ~INR 2470 Mn with EBITDA margin expanding 840 bps to 28.5%; PAT rose 136% YoY to INR 410 Mn, driven by volume recovery and richer mix.
• Healthcare segment revenue surged 181% YoY to INR 770 Mn, doubling its contribution to 31% of sales; consumer grew 14% YoY, while industrial remained flattish.
• Added 19 injection-moulding machines plus assembly and printing lines, creating 25 Mn-pen annual capacity scheduled to go live by end-Q2 FY26.
• Began commercial production of GLP-1 Semaglutide pens.
• Planning a further 25 Mn-pen line for a new variant with FY26 capex of INR 1250 Mn, completion targeted by FY26-early FY27.
• Roughly 50–60 Mn of the eventual 70–75 Mn pen capacity is already backed by customer volume commitments or advances, providing visibility on utilisation.
• Processed 7,016 t of polymer in Q1 (up 19% YoY); machine utilisation improved to 49% vs 39% last year; exports comprised 76% of Q1 revenue.
• Existing 40 ppm pen line operates at ~81 – 82% OEE; new 80 ppm line will be commissioned within 60 days, with performance review after six months; 160 ppm line to follow.
• Customer's Teriparatide launch expected within CY 2025; Shaily's own I-applicator line slated for Q4 FY26 commercial supplies, offering ~INR 250 Mn annual revenue at maturity.
• Shaily devices account for an estimated 70% of GLP-1 dossier filings in Canada and hold dominant shares in India; no customer filings for China yet.
• Newly-added GLP-1 customer is on the "Nio" platform, which management expects to become the company's top-selling device over the next five years.

Yatra Online Ltd

Financial Performance (Q1 FY26)

· Revenue from Operations: INR 2,098 Mn, up 108% YoY (down 4% QoQ), driven by strong Hotels & Packages and MICE segment growth.

· Gross Margin (RLSC): INR 1,156 Mn, up 44% YoY, indicating robust segment mix and operational leverage.

· Adjusted EBITDA: INR 249 Mn, up 138% YoY; EBITDA margin at 21% vs 9% last year.

· PAT: INR 160 Mn, up 296% YoY, PAT margin improved to 8% from 4% last year.

· Cash & Term Deposits: INR 2,208 Mn; Gross debt reduced sharply from INR 546 Mn (Mar'25) to INR 29 Mn (Jun'25).

Operational Highlights

· Added 34 new corporate accounts with potential annual billing of INR 2,010 Mn.

· 81% traffic from direct & organic channels; 59% business from repeat customers.

· Maintained 97%+ customer retention in corporate business.

· Hotel & Package (H&P) gross margins up 74% YoY; Air segment gross margins up 54% YoY.

· Booking success rate at 97.3%; largest domestic hotel listings among OTAs (~80K).

Segment Performance (YoY Q1 FY26)

· Air Ticketing: Passenger volumes down 9%, but gross margins up 54% to INR 647 mn, due to average ticket size up 1.5x from corporate travel than B2C, with more airlines offering higher margins owing to business volumes generated by Yatra

· Hotels & Packages: Room nights up 43% YoY; gross margins up 74% to INR 311 Mn.

· Gross Bookings: INR 18,038 Mn, up 9% YoY.

Strategic & Growth Drivers

· Leveraging large corporate base to cross-sell hotels, cabs, insurance, and expense management SaaS solutions.

· Expanding presence in Tier II/III markets; strong brand recall benefiting from “revenge travel” trends.

· Industry-leading domestic hotel supply, also catering to other OTAs.

· Branded Fares Chatbot: AI-powered, supports 200+ languages, voice instructions, ancillary service bundling.

· Expense Management Solution: End-to-end travel & expense automation with ERP integration and AI receipt parsing got a good feedback, will be able to generate revenue from next year.

· Working capital needs driving negative cash flow, optimisation discussions are ongoing.

· B2C growth currently negative, corporate business seen slower growth but with better margins.

· Building corporate platforms for higher lifetime value customers and have retained 73 clients out of top 100 for the past 5 years.

Guidance & Growth Outlook

• EBITDA guidance: +30% growth for FY26, and 20 % gp margin

• Seasonality: Q1 weaker for Hotels; Q2 expected to be stronger (esp. MICE segment).

• Air travel volumes to see sustained growth; lesser volatility in earnings expected.

• Gross bookings have grown YoY and will continue to expand in coming years.

Godavari Biorefineries Ltd -Q1FY26 Concall Highlights
CMP: INR 276 | Market Cap: INR 14.13 Bn

Outlook

Godavari Biorefineries Ltd is successfully pivoting towards a more profitable and sustainable future by focusing on high-growth, green chemistry solutions, expanding its role in India's energy transition through multi-feedstock ethanol production, and developing valuable intellectual property in drug discovery. The company expects these initiatives to drive significant financial growth and improved margins in the coming years.

Financial Performance

- Revenue from operations of INR 5,332 Mn in Q1 FY26 showing a YoY improvement.
- EBITDA of INR 65 Mn, a substantial improvement of INR 160 Mn from a loss in the same period last year.
- Loss after tax for the quarter is INR 160 Mn.

Strategic Growth Pivots

- Company is making a strategic shift towards bio-based specialty chemicals and renewable energy by utilizing multiple feedstocks. These two areas are identified as key drivers for achieving a 3x increase in EBITDA margins by FY29 from FY25. Improvements are expected incrementally from FY26 onwards.

Bio-based Specialty Chemicals

- Focused on strengthening this portfolio through continuous debottlenecking, process optimization and developing high-value specialty chemicals for global and Indian demand.
- They have a portfolio of chemicals in various stages of development from laboratory to commercial applications like agrochemicals, fragrances, skin care, pharma intermediates, paints and coatings.
- Expect to achieve an EBITDA to sales margin in excess of 15% from bio-based specialty chemicals by FY29.
- Approximately 70% of the estimated INR 3,250 Mn in future investment is allocated to the bio-based specialty chemical side to achieve their strategic goals.

Ethanol Business Expansion

- The restoration of the ethanol blending program has allowed them to optimize production from B-heavy molasses.
- A significant development is the upcoming 200 kilolitres per day grain/maize distillery, which is ahead of schedule and expected to begin commercial production by the end of calendar year 2025.
- This new facility will strengthen multi-feedstock capabilities and contribute to India's energy transition.
- The 200 KLD plant is expected to generate over INR 4,000 Mn in annual revenue if it operates for 300 days a year, producing 60 million liters at current maize ethanol prices (around INR 70-72 per liter). This will significantly add to their current production (84 mn litres in FY25).
- Approximately 30% of the estimated INR 3,250 Mn in future investment is allocated to increasing ethanol capacity.

Drug Discovery Initiatives

- A novel anti-cancer molecule has received a European patent validation across multiple regions and its safety trials concluded without any dose-limiting toxicity.
- They also secured a Chinese patent for another promising anti-cancer compound that showed strong inhibitory effects in lab studies.
- The company has completed preclinical trials, safety trials and established the mechanism of action.

Suraksha Diagnostic Ltd– Q1 FY26 Concall KTAs
CMP INR 304 | Market Cap INR 15.8 Bn

Future Guidance and Operational Outlook
Centre Expansion: The company is highly confident of delivering 15 to 18 new centers in the current year. This expansion includes a mix of large, medium, small, and Public-Private Partnership (PPP) centres. While some existing collection points or smaller centres may be closed if a larger centre opens nearby (e.g., Shillong PPP due to government plans), the net addition is expected to contribute to growth. The long-term plan is to reach 100 centres over the next two to three years.

Strategic Growth Areas:
• Genomics and Fetal Medicine: Suraksha Diagnostic is expanding into whole genome and metagenomic testing, integrating AI-assisted variant interpretation, and developing population-scale genomic screening programmes. They are also making significant strides in fetal medicine, planning to scale these capabilities across 15 to 18 centers in FY26 and extend services to remote areas over the next two to three years. This segment is considered a main driver of growth in coming years, representing an investment in the future of personalised medicine. The acquisition of Fedman, which includes two centres, is expected to accelerate these services.
• Eastern India Focus: The company aims to deepen its footprint in Eastern India, a region where it already has a robust presence but remains under-penetrated, offering significant growth opportunities.
• New Test Additions: Suraksha Diagnostic plans to continue adding newer tests to its portfolio, particularly in high-end esoteric segments, which are almost entirely confined to larger diagnostic centres in India.
• Strategic Partnerships (B2B): With the new genomics lab, Suraksha aims to establish B2B partnerships with larger hospitals and medical colleges in East and North India. They have already signed Memorandums of Understanding (MOUs) with IIT Kharagpur for microfluidics research and are in the process of finalising one with the Indian Institute of Chemical Biology for genomics work.

Forward-Looking Statements
• The company's forward-looking strategy is described as ambitious, positioning it to propel its growth trajectory even further.
• Suraksha aims to establish itself as the principal leader of genomics in East and Northeast India, leveraging its status as the only genomic testing lab in the entire region.

Financial Outlook

• For the current financial year (FY26), Suraksha Diagnostic forecasts a revenue growth of 15%.

• The projected EBITDA margin guidance for the current year is around 34% to 35%. While new centre additions might temporarily impact margins due to pre-operating expenses and initial losses (estimated at INR 30–40 Mn for Q1), the management expects overall margins to improve as these centers scale and mature. Mature centres (operational for more than two years) currently exhibit a healthier EBITDA margin of around 37%. Q2 is expected to be a better quarter for the industry, potentially leading to improved margins. The overall strategy is to add centers to achieve growth, with margin stabilization targeted after reaching 100 centers.

• The PAT margin is expected to remain largely stable.

• The company plans to incur a capex of approximately INR 700 Mn in FY26. This includes an investment of INR 450 Mn specifically for the genomics vertical.

• The capex is primarily supported by internal approvals, with no significant debt required. Equipment financing might be considered if necessary. The INR 40 Mn compensation from the Shillong PPP closure will also be re-utilised as capex for ongoing projects.

• The genomics segment is expected to generate cumulative incremental revenue of approximately INR 400–450 Mn over the next two years.

• For Q1 FY26, the fetal medicine segment contributed INR 14 Mn. This is expected to accelerate now that it is under Suraksha's umbrella.

• The company anticipates improved operating leverage and tighter cost control as centers scale, leading to meaningful margin expansion, particularly in metro centers.

Satin Creditcare Ltd - Q1FY26 Concall KTAs

Expects to maintain steady growth supported by its strong capital position, wide branch network, and focus on high-quality lending. The company plans to deepen its presence in strong-performing states while expanding into new markets with 188 new branches to be opened this quarter. It will continue diversifying into secured products through its housing finance and MSME subsidiaries, aiming to gradually reduce reliance on unsecured microfinance loans. Asset quality is expected to remain stable, with stricter credit controls and higher provisioning than regulatory requirements. Management targets lower credit costs in FY26 compared to FY25

Financial Performance

- Revenue for Q1FY26 grew 10.3% YoY and 14.3% QoQ to INR 6,420 Mn.
- NIM remained stable at 13.48% (vs. 13.38% in Q1FY25 and 11.81% in Q4FY25).
- PAT stood at INR 450 Mn on a consolidated basis and INR 430 Mn standalone. Consolidated ROA was 1.50% and ROE was 7.06%; standalone ROA was 1.51% and ROE was 5.97%. CRAR stood at 26%.

Operational Performance

- Consolidated AAUM grew 6.8% YoY to INR 124,990 Mn. Standalone GLP was INR 109,560 Mn, up 4.5% YoY.
- Disbursements: INR 22,420 Mn consolidated (+6% YoY) and INR 20,650 Mn standalone (+3.4% YoY).
- Network - 1,599 consolidated branches (+10.5% YoY) across 519 districts in 29 states/UTs; standalone branches rose 14.3% to 1,487. Client base - 3.29 Mn consolidated clients; 76% rural exposure.
- Average loan size increased from INR 53,000 to INR 56,000, driven by lending to better-quality existing clients.

Asset Quality

- PAR 90 stable at 3.7%; PAR 1 rose to 5.8% due to seasonal factors (harvest cycle, heatwaves, heavy rains).
- PCR rose to 97% (vs. 91% in June 2024); Stage 3 coverage improved to 63%.
- On-book provisions stood at INR 3,160 Mn (3.6% of portfolio) vs. RBI requirement of INR 1,770 Mn.
- Application rejection rate increased to 67% post Guardrails 2 implementation.
- Only 6.1% of clients had exposure to >3 microfinance lenders; just 0.1% had loan exposure ≥ INR 0.2 Mn at disbursement.

Other Highlights

- Borrowings stood at INR 83,280 Mn; Debt-to-Equity ratio at 2.9x. Liquidity buffer of INR 20,000 Mn plus undrawn sanctions of INR 4,010 Mn. Marginal cost of borrowing ~11.1%; blended cost ~9%, stable due to effective hedge accounting.
- Satin Housing Finance Ltd. (SHFL) reported an AUM of INR 9,610 Mn as of June 2025, 25% YoY growth, with operations spread across 20 states and serving 9,432 customers. GNPA stood at 3.1%, while its CRAR was 48.3% and gearing stood at 2.3x. PAT stood at INR 57 Mn in Q1FY26.
- Taraashna Financial Services Ltd recorded an AUM of INR 5,820 Mn, with its retail MSME portfolio growing 56% YoY. The company maintained a CRAR of 36.8% and a gearing ratio of 2.4x, and reported a PAT of INR 19 Mn for Q1.
- Entered Mizoram in July 2025, strengthening Northeast presence.
- Launched Satin Growth Alternatives, a women-led AIF debt fund to finance underserved MSMEs, especially women-led and ESG-focused enterprises.
- Continued expansion with 188 new branches planned in the current quarter.
- Maintaining focus on high-performing regions while selectively entering new markets aligned with financial inclusion goals.

Doms Industries Ltd Q1FY26 Concall KTAs
CMP: INR 2,461 | Market Cap: INR 149 Bn

Sustained 18–20% growth driven by broad-based portfolio expansion, capacity additions, domestic demand strength, export diversification, and margin stability, supported by strategic acquisitions, in-house manufacturing, and scaling new segments like Uniclan

Operational Highlights

- Growth across diversified portfolio, with new product launches in scholastic stationery, art materials, kits/combos, paper stationery, office supplies, hobby/craft, baby hygiene, and back-to-school segments.
- Acquired Super Tread Pvt Ltd to enhance paper stationery capacity and delivery in eastern India.
- Exports contributed positively; US exports ~5.5-5.8% of sales, but potential tariff hikes (from 6.5% to 50.65%) are expected to have a limited impact, offset by growth in other markets.
- Partnership with FILA for international distribution is gaining traction; DOMS-branded products are being introduced in existing FILA markets.
- Uniclan (baby hygiene) revenues at INR 36.1Cr, up ~40% YoY (pre-consolidation base), despite Q1 seasonality; focus on ramping sales and distribution.
- Capex in Q1 was INR 70 Cr; full-year FY26 capex expected at INR 210-225 Cr, focused on land, buildings, and machinery.

Segment Highlights

- Office supplies grew 77% YoY, driven by pens (majority at INR 5 MRP, some at INR 10) and highlighters; further capacity additions planned.
- Hobby & craft up significantly due to adhesives capacity additions and positive market response.
- Paper stationery benefited from Pioneer subsidiary expansions (doubled lines) and Super Tread acquisition.
- Scholastic stationery (+2% YoY) and art materials (flat YoY) showed muted growth due to limited capacity additions; combined with kits/combos (+52% YoY), overall growth ~6.4% YoY at INR 369.5 Cr.
- Modern trade/e-commerce grew ~90% YoY, largely due to Uniclan (35%+ from e-commerce); stationery segment also seeing demand uptick.
- Regional mix: West increased due to Uniclan e-commerce and merchant exports; North remains the highest contributor overall.

Capex and Expansion Plans

- 44-acre project on track; first building handover by Q3 FY26, with ~90 days for machinery installation and production start; targets Q4 FY26 for initial operations, meaningful sales impact from Q1 FY27.
- Additional expansions: Acquired adjacent land/buildings (e.g., 120,000 sq ft in GIDC); brownfield additions for pencils (from 5.5M to 8M/day by Q4 FY26-Q2 FY27), pens (+50%), books (+15%), markers, highlighters, erasers, sharpeners.
- Total capex outflow ~INR 150Cr so far for 44-acre (construction + machinery); balance INR 150-160Cr in FY26 primarily for this project.
- Workforce to potentially double to 12-13,000 once fully operational; employee costs ~14% of revenues, expected to benefit from economies of scale.
- Assets turns targeted to start at 2-2.25x, scaling to 3x; no major outsourcing; focus on in-house manufacturing.

Guidance

- Expected FY26 revenue growth of 18-20% YoY, driven by domestic demand optimism and export growth (despite US tariff risks).
- EBITDA margins: 16.5-17.5%; PAT margins: 10-10.5%.
- Uniclan: 8-9% EBITDA margins on a steady-state basis; focus on sales ramp-up over margins.
- Aim to maintain historical growth rates (~18-20%) into FY27 with new capacities; pens market share aspiration: double-digit (currently ~3-4%).

Max Estates Ltd Q1FY26 Earnings Call – Key Takeaways

CMP – INR 450| Mcap -INR 72 Bn

Outlook & Guidance

Company reaffirms guidance for launching INR 95 Bn of new projects with targeted pre-sales of INR 60 Bn for FY26, expecting 15%–20% YoY growth. Commercial annuity rental income expected to reach INR 7000 Mn annually over 4–5 years, and cumulative residential sales targeted at INR 210 Bn by FY28 (implying 15%–20% CAGR). Management remains confident on sustained demand, due to focused diversification across products, micro-markets, and brands (Max Estates, Antara); collection efficiency and pricing power to underpin future growth.

Financial Highlights-

- Consolidated Q1FY26 revenue: INR 520 Mn (up 27% YoY); consolidated EBITDA: INR140 Mn.
- Lease rental income across three estates up 33% YoY; Facility Management division revenue INR0 Mn (up 52% YoY).
- Gross debt at INR1.406 Bn, cash balance INR1.578 Bn, net cash position at INR172 Mn as of June 30, 2025.
- Of total debt, Max Estates share is INR 837 Mn, balance INR730 Mn attributed to New York Life's stake in commercial assets.
- Max Estates recorded cumulative pre-sales of over INR 73 Bn in two years for projects under development, with INR18 Bn collected so far and collection efficiency above 96%.

Project Launches

- Plans to launch new projects worth INR95 Bn (Gross Development Value – GDV) in H2FY26, targeting FY26 pre-sales of INR60 Bn (up 15%-20% YoY).
- Estate 128 Noida, Phase 1 & 2: Pre-sales exceeded INR27 Bn (fully sold out), with INR9.05 Bn collected; Phase 2 achieved 40% price premium over Phase 1.
- Estate 360 Gurgaon: Pre-sales of INR46 Bn (98% sold), collections near INR9 Bn as of June 2025.
- Upcoming launches include Estate 361 in Gurgaon, Delhi One in Noida, and a mixed-use project at Sector 105 Noida (combined GDV approx. INR15 Bn) planned for FY26-FY27.

Commercial Portfolio

- Portfolio spans 17 Mn sqft (commercial and residential), including projects under construction.
- Max Towers (Noida) and Max House (Delhi): 100% leased, generating Q1FY26 rentals of INR 170 Mn and INR120 Mn respectively.
- Max Square achieved full occupancy within a year, with recent leasing done at a 30% premium to local micro-market rates.
- Commercial launches: Max Square 2 (Noida, 1 Mn sqft) targeted to receive occupancy by Q2FY28, annual rental potential >INR610 Mn. Max 65 (Gurgaon, 1.6 Mn sqft) phased delivery: 30% by Q2FY28, remainder Q3FY29, annual rental potential >INR200 Mn.
- Projected annuity rental income potential >INR3.7 Bn annually over the next five years at full occupancy.
- Sustainability focus: All developments pre-certified LEED/IGBC Gold, multiple ISO and Well Health & Safety certifications in operations.

Other Highlights -

- Facility management charges range INR 20–INR 30/sqft/month depending on estate; portfolio average around INR 25/sqft/month.
- Strong collection efficiency: 96%–97% collected on due payments; remaining 4% is not yet due.
- Commercial portfolio has a low single-digit exposure to IT sector; tenant mix diversified across BFSI, professional services, law firms, etc., with no single tenant/unit exceeding 20% share in any property and overall industry concentration capped at 20%.
- Residential project margins: Estate 128 (outright) guided at 40%–45% EBITDA margin; Estate 360 (JDA) at 20%–25% margins.
- For upcoming launches: Sector 105 Noida (outright) EBITDA margin estimated 25%–30%; Estate 360-1 (JDA) guided at 15%–20% margin.
- Management expects pricing hikes going forward to be early double-digits, moving away from exceptional increases witnessed in previous years.
- Embedded EBITDA from sold inventory currently stands at INR 20–INR 24 Bn.

ESAF Small Finance Bank Ltd – Q1FY26 Concall KTA's

Outlook: The Bank expects FY26 to be a year of consolidation with stronger growth in H2FY26, by rural economic recovery, government spending, and stable domestic demand. The shift towards a secured, high-ROE portfolio especially in gold loans, mortgages, MSME, and agri-finance should drive sustainable margins. Asset quality is projected to improve as microfinance stress eases from Q2FY26, by customer re-engagement and geographic diversification. By FY27, the secured asset share target is 71% vs 54% now, CASA base is expected to deepen, and margins should recover as high-cost deposits are repriced. The Company remains focused on maintaining provisioning buffers, expanding secured lending, and reducing geographic concentration risk to ensure long-term stability and profitability.

Guidance

- FY26 will focus on portfolio stability, with secured asset share targeted to reach 71% by FY27, by gold loans and mortgages.
- ROA is expected to turn positive by FY26-end, by margin recovery and lower slippages.
- Microfinance stress expected to moderate from Q2FY26 as collections improve and underwriting remains conservative.
- The company may raise equity or long-term debt to fund aggressive secured loan growth.
- CASA growth strategy centered on semi-urban/rural markets to maintain low-cost funding, with focus on sustainability through service quality and tech parity.
- Geographic expansion outside Kerala to reduce liability concentration; incremental asset growth now largely from other states.

Financial Highlights

- Total business stood at INR 4,25,070 Mn, up 4.82% YoY with adjusted growth ~8.74%.
- Advances at INR 1,82,240 Mn fell 3% YoY; disbursements in Q1FY26 were INR 76,940 Mn up 71% YoY, with 90% in secured loans.
- Retail deposits reached INR 2,17,630 Mn up 13.17% YoY, making up 96% of total deposits; CASA balances at INR 56,280 Mn up 14% YoY.
- Gold loan book grew 16% QoQ and more than doubled YoY, by rural/semi-urban demand; 25% of portfolio in small-ticket loans i.e. ~INR 0.1-0.125 Mn.
- Net interest margin fell to 6% vs 9.4% in Q1FY25 because of shift from unsecured to secured assets, high liquidity buffer, and RBI repo cuts.
- PCR improved to 73.2% in Q1FY26 vs 61.9% in Q1FY25 through provisioning above RBI minimums. GNPA at 7.5%, NNPA at 3.8%.
- Operating profit declined to INR 1,250 Mn vs INR 2,540 Mn last year because of margin compression and higher funding costs.
- The Capital adequacy ratio at 22.7%, Tier I at 18.4%;

Other Highlights

- Microfinance share reduced to ~46% of loan book; underwriting guardrails include loan limits i.e. INR 0.2 Mn per borrower, max 3 loans, and no lending to delinquent borrowers.
- Gold loans offered at 662 branches ~80% network, with dual appraisal and strong security protocols; 80% of the portfolio has 1-year tenure.
- Geographic diversification improving Kerala's asset concentration reduced to 35%; 25 states in operation with expansion into newer markets.
- Sale of NPAs to ARCs in Q1FY26 INR 4,680 Mn slippages, majority MFI aimed at balance sheet clean-up.
- CASA ratio at 24.8% despite rate cuts, by aggressive branch expansion, competitive service pricing, and tech-enabled banking solutions.
- Loans above INR 0.5 Mn in the gold loan segment require combined OTP authentication, while new-to-bank customers undergo mandatory home visits and verification before sanction to ensure stringent risk controls.
- Risk controls include enhanced monitoring, provisioning buffers, and portfolio rebalancing to stable segments.
- Incremental funding to be raised selectively to meet capital needs for secured asset expansion.

Akums Drugs & Pharmaceuticals Ltd -Q1FY26 Concall Highlights
CMP: INR 481 | Market Cap: INR 74 Bn

Outlook

Akums Drugs targets steady mid-single-digit growth in FY26 driven by its leadership in CDMO, expansion into regulated markets and a growing chronic therapy portfolio in domestic branded formulations. European approvals, entry into new geographies like Brazil, Russia, and Africa, along with niche dosage innovations are expected to enhance margins and diversify revenue streams. Strong cash reserves and ongoing Capex in Baddi and Jammu will support capacity expansion and long-term growth momentum despite API price pressures.

Business Segment Highlights

CDMO Business

- Revenue: INR 8,130 with 4% YoY growth and de-growth of 3% QoQ basis.
- Growth was impacted by 2.5% API price decline and volumes +1%.
- Strategic focus on niche dosage forms and improved product mix to lift margins.
- European expansion: Received first EU dossier approval (Rivaroxaban), pipeline of 15+ products and Brazil ANVISA & Russia GMP approvals secured.

Domestic Branded Formulations

- Revenue: INR 1,070 Mn with 3.4% YoY and 3.7% QoQ growth.
- EBITDA Margin was ~18% in this quarter and in FY26 expected to remain at this level.
- Focus on chronic therapies like gynecology, cardio-diabetes with 50%+ sales from non-metros.
- Growth to align with or exceed IPM over FY26 and limited DPCO exposure supports pricing flexibility.

International Branded Formulations

- Revenue: INR 350 Mn with 2.4% YoY growth and de-growth of 12% QoQ basis.
- Targeting high-teen growth in FY26 and 20 new dossier approvals in Q1.

API Business

- Revenue: INR 450 Mn with de-growth of 35% YoY and 10% QoQ basis.
- Strategic shift towards regulated market filings: 3 CEPs planned in next 12–15 months and entering Nigeria and other Africa/Latam markets.

Guidance

- CDMO: FY26 growth moderated to mid-single-digit due to continued API price softness and margins to remain around 14–15%.
- Capex: Baddi facility is set to commence commercial supplies of liquid in H2 and oncology products in H2 and Jammu plant by March-27.
- Overall Growth: Track IPM (8-10%) in branded segments. Exports to scale gradually.

Kuantum Papers Ltd. Q1 FY26 Earnings Call
CMP: INR 117 | MCAP: INR 10,210 mn

Industry & Market Conditions
• Domestic paper industry still under pressure from high wood prices and low priced imports, leading to weaker sales realization and margins.
• DGTR has begun anti dumping investigations into paperboard imports from Indonesia.
• Growing demand for sustainable, recyclable, agro based papers, especially in specialty food grade and packaging.

Strategic & Operational Highlights
• Fully compliant with the EU Deforestation Regulation (EUDR).
• Farm forestry now covers 13,870 acres, benefiting ~16,000 farmers.

Machine upgrades:
• PM4 upgraded in June 2025; capacity up from 275 TPD to 315–325 TPD.
• PM1 & PM2 achieved record monthly production.
• Digital transformation: Project Nirman (Industry 4.0 & AI) Phase 1 for PM4 ready for Q2 launch.

Financial Performance (Q1 FY26)
• Operational income: INR 22,300 million (–20.6% YoY, –19.6% QoQ) — drop mainly due to planned PM4 shutdown (~9,000 tons lost output).
• EBITDA: INR 4,000 million (–43.6% YoY), margin 18.1%.
• Net profit: INR 2,012 million (–68.3% YoY), margin 5.4%.

Product Mix & Expansion
• Specialty segment: ~20% of portfolio (cup stock, paper bag base, straw paper, colored copier, thermal paper) → expected to rise to 30% by FY27.
• Specialty paper earns INR 1500 – INR 3000 per ton premium over writing/printing grades.
• No tissue paper yet in the production yet, offline coating plant for food grade/specialty paper in progress — completion by FY26.
• Focusing on flexible food wrapping papers.
• Planned Capex: INR 73,500 million total (INR 40,000 million spent), with all upgrades complete by June 2026.

Pricing & Outlook
• Q1 FY26 ASPs up ~0.7–0.8% over Q4; fell 7–8% in July–Aug (seasonal lean period).
• Specialty follows writing/printing price trends but is less volatile, keeping a stable premium.
• Raw material: Only 3–4% of pulp is imported; imported and domestic pulp cost ~INR 47000 – 48000/ton.
Domestic wood prices high due to competition from pulpboard and MDF sectors.
• Self sufficiency goal: Farm forestry target of 10 million saplings/year in next 2–3 years.

Hindustan Foods Limited Q1 FY26 Concall KTAs
CMP: INR 522 | Market Cap: INR 62 Bn

The company anticipates robust growth in FY26 and FY27, driven by diversified operations, strategic capacity expansions in ice cream and footwear, and a resilient business model, despite potential global trade uncertainties.

Operational Highlights

- Lucknow facility hit peak capacity with the highest-ever quarterly production.
- New Nashik greenfield plant (15,000 KL capacity) commenced production in May 2025, completed in <1 year despite rains.
- New North facility: Land acquired, civil work started, expected to be operational by Q4 FY26; aim to be India's largest ice cream contract manufacturer in 2 years.

Footwear

- South facility ramp-up on track; record monthly sales in June 2025.
- 100% domestic demand, but customers (multinationals) may face indirect tariff impacts; visibility is clear for H1 FY26, uncertain for H2.

Capex and Expansion Plans

- Current Gross Block: ~INR 1,500 Cr.
- Target: ~INR 1,800 Cr by FY27 (previously FY26, timing adjusted due to project schedules); potential to reach INR 2,000 Cr by FY27.
- INR 200 Cr for North ice cream facility (Q4 FY26).
- INR 50 Cr for footwear expansion.
- INR 50 Cr for Hyderabad FMCG expansion, plus ongoing greenfield/brownfield projects.
- Asset Utilization: Ice cream and footwear facilities ramping up; fungibility limited in dedicated plants (e.g., ice cream plants can't switch to other products but are flexible within formats).

Guidance

- FY26 Outlook: Positive annual growth momentum despite seasonal demand variations; confident in meeting full-year targets.
- ROE Targets: On track for FY27, driven by new facilities and disciplined capital allocation.
- Ice Cream and Footwear: Bullish on growth; ice cream seeing industry-wide traction, footwear expected to sustain H1 momentum.
- Tariff Impact: Monitoring H2 order book due to potential global tariff effects on multinational customers' sourcing strategies; no direct impact as production is 100% domestic.

S Chand & Company Ltd | Q1FY26 | Earnings Call |Key Takeaways| CMP: 189| Mcap- 6650 Mn

Financial Highlights

- Revenue: INR 1,026 mn
- EBITDA: INR (91) mn (loss)
- PAT: INR (141) mn (loss)
- Net Cash: INR 1,161 mn (net debt-free)
- Decline driven by content licensing (AI datasets) revenue timing shift – INR30 mn in Q1FY26 vs INR 115 mn in Q1FY25; INR 85 mn gap expected to be recovered in Q2.

Operational Efficiency

- Receivable Days: 89 days vs 92 days in Q1FY25 (down 3 days; lowest Q1 in history).
- Inventory Days: 218 days vs 261 days in Q1FY25 (down 43 days) due to lower paper inventory of INR 279 mn vs INR 485 mn in Q1FY25
- Net Working Capital Days: 119 days vs 132 days in Q1FY25 (13 days; lowest ever for Q1).
- Improved working capital efficiency driving stronger operating cash flows.

Guidance & Outlook

- FY26 Revenue Target: INR 8,000 mn.
- EBITDA Margin Guidance: 18–20% (upgraded from 17–19%).
- Paper prices down 5–6% YoY and stable; management expects continued softness.

Strategic Initiatives

- Capex: INR 350–400 mn over FY26–27 for integrated press & warehouse setup (bulk in FY27).
- M&A: INR 500–600 mn earmarked for acquisitions in textbook and related verticals.
- Integrated warehousing operational; expected to improve logistics efficiency and reduce turnaround time.

NCERT & Market Updates

- New syllabus rollout: Classes 4, 5, 7, 8 in FY26; Classes 9–12 in FY27; full adoption by FY27.
- Shortages and piracy remain ongoing challenges.
- Competitive strength in brand quality and distribution reach vs unorganised market.

Growth Drivers

- AI datasets licensing business has large potential; focus on proprietary content for better margins.
- CUET exam preparation and online course offerings to contribute to FY26 revenues.

Total Transport Systems Limited – Q1 FY26 ConCall Highlights
CMP: INR 74.00| MCap: INR 1.19 Bn

Outlook

Total Transport Systems Limited saw rise in revenue by 1% yoy to INR 1474 Mn with PAT growing 12.5x yoy to INR 29 Mn, aided by a favorable cargo mix but uncertain for the future. While export volumes fell on US tariff uncertainty, air freight rose 26% QoQ. Subsidiary Abhilaya saw its first profit with shipments up 23.7% YoY, expanded to 1,500 pincodes, won Amazon warehouse manning contracts, and pushed into tier-II and rural markets.

Operational Overview

- US tariff uncertainty hurt export demands bringing down freight levels and volume
- LCL Consolidation took a hit to 98,738 CBM (down 3.2% QoQ), FCL freight forwarding to 4542 TEUs (down 3.6% QoQ), while Air Freight grew to 368 tons (up 26% QoQ)
- Good cargo mix was a strong reason for good quarter performance which is unpredictable for future quarters

Financial Highlights

- Revenue: 1474 Mn up 1.0% yoy
- EBITDA: 44 Mn up 3.1x yoy (margin of 3.0% up 200 BPS)
- PAT: 29 Mn up 12.5x yoy (margin of 2.0% up 183 BPS)

Abhilaya (100% Subsidiary for LMD)

- First-ever profit recorded in Q1 FY26 owing to increased focus on LMD
- 41.7 Mn shipments up 23.7% yoy with plans to increase volume by 20% this FY
- 1500 pincodes served now as compared to 1300 in previous FY
- Amazon contract for handling five warehouses contributing 0.3-0.4 Mn a month
- Expansion into tier-II cities and rural markets, improved route optimization

Salzer Electronics | Q1FY26 | Standalone | Key Takeaways | CMP- 902 | M cap - 15,960 Mn

Financial Performance

- Revenue: INR 43,200 Mn, up 25% YoY from INR 34,700 Mn, mainly driven by the Cable Division, Transformers, and new product launches.
- EBITDA: INR 4,100 Mn, up 32% YoY; EBITDA margin stable at 10%.
- PAT: INR 1,800 Mn, up 32% YoY.

Segmental Highlights

- Industrial Segment: Posted 31% YoY growth and 14% QoQ growth, driven by strong demand in cables and transformers.
- Wire Division: Revenue grew 17% YoY and 20% QoQ; EBITDA margin at 5%.
- Exports: Accounted for 24% of revenue; grew 14% YoY and 20% QoQ. Regional performance:
  - Europe: +19% growth.
  - Asian countries: +20% growth.
  - Positive traction in New York and South America markets.

Industry & Market Context

- Operating in a growing Indian electrical market currently sized at USD 14 bn, projected to reach USD 20 bn by 2029.
- Government-backed infrastructure initiatives – Smart Cities, Smart Meters, Grid optimization, and EV charging infrastructure – are key growth drivers.
- Indian infra market expected to grow from USD 90 bn to USD 730 bn by 2030.
- Expanding Tamil Nadu manufacturing hub with fresh capex from key customers.

Smart Meter Business

- Secured INR 500 Mn order in Q4 FY25; revenue recognition in Q1 limited due to customer delays, with clearance confirmed for Q2 FY26.
- Industry-wide rollout challenges from government coordination; deployment at ~10% of total demand.
- Industry capacity: ~30 Mn meters/year, with a significant demand-supply gap.
- Expected smart meter revenue contribution in FY26: INR 300–400 Mn.

EV Charger Business

- Currently ~50 chargers installed; targeting manufacturing of 60–70 chargers/month.
- Discussions underway with large entities for long-term partnerships; target 1,000 chargers in the medium term.
- Operating EBITDA margin potential: 12–15% once threshold volumes are reached; initial margins to be lower due to scale-up phase.
- Tariff hikes impacting demand timing – some customers preponing purchases, others delaying until clarity emerges.

New Product Development

- Two new temperature sensors for the automobile sector approved; supplies to commence Q4 FY26.
- Global market for such products estimated at USD 7 bn; potential INR 500 Mn revenue upside in Q2 FY26 if execution goes as planned.

Other Projects & Initiatives

- INR 920 Mn LED replacement project in Bengaluru to be executed via wholly-owned subsidiary in partnership with BLR Energy.
- KC revenue increased to INR 1,400 Mn from INR 1,300 Mn; EBITDA at INR 2,100 Mn; PAT at INR 100 Mn.

Management Outlook

- Targeting 26% YoY growth in FY26 assuming no major global disruptions.
- Legacy business in India expected to grow at least 18–20% YoY.
- Exploring new markets: UAE, other Asian countries, Australia, and New Zealand.
- EBITDA margin guidance: 12–13% over the medium term.

Lemon Tree Hotels Ltd | Q1FY26 Earnings Call
CMP: INR 142 | MCAP: INR 112,550 mn

Outlook

Management remains optimistic about FY26 and beyond, supported by several growth drivers. Renovations, set to finish by FY27, are expected to lift ARR and occupancy while lowering renovation costs from ~6% to 2–2.25% of revenue, boosting margins. The portfolio is on track to exceed 20,000 rooms well before FY28, with long-term potential of 30,000–40,000 rooms through asset-light growth under Lemon Tree and asset-heavy expansion via Fleur. Technology upgrades, including Totally Fox Solutions, AI-based revenue management, and an expanded loyalty program (2.1M members, targeting 3M), will enhance direct bookings and retention. Selective international expansion in markets like Dubai and Nepal, along with continued debt reduction and capital recycling, will further strengthen growth prospects.

Financial Highlights

• Record Q1 Revenue: Achieved the highest-ever Q1 revenue at INR 3,174 million (+18% YoY) despite geopolitical tensions and a COVID scare.
• EBITDA Growth: Net EBITDA at INR 1,420 million (+23% YoY) with margins improving 178 bps to 44.8%.
• PAT Surge: Profit after tax jumped 139% YoY to INR 481 million, cash profit stood at INR 823 million (+51% YoY).
• Operational Metrics:
o ARR: INR 6,236 (+10% YoY)
o Occupancy: 72.5% (+591 bps YoY)
o RevPAR: INR 4,523 (+19% YoY)
• Debt Reduction: Gross debt reduced to INR 16,580 million, down 11% YoY, with cost of borrowing lowered to 8.01% from 8.8%.

Operational & Strategic Highlights

• Renovation Drive: 350 rooms shut for renovation during the quarter, primarily in Delhi, Hyderabad, and Bangalore; major refurbishments expected to be completed over the next 15 months, leading to higher ARR, occupancy, and reduced maintenance costs.
• Renewable Energy: Share of renewable energy usage increased to 40% (targeting 50% in next 12–18 months), already reducing power & fuel costs from 8.7% to 6.9% of revenue despite higher occupancy.
• Asset-Light Growth: Signed 14 new management/franchise contracts (1,273 rooms) and operationalized 5 hotels (~400 rooms).
• Portfolio Strength: As of June 30, 2025 – 226 hotels and 18,430 rooms (operational: 10,660 rooms, 116 hotels; pipeline: balance).
• Management Fee Growth: Total management fees rose 29% YoY to INR 374 million in Q1.
• Leadership Transition: Appointment of Nilendra Singh (ex-Adidas) as CEO from October 1, strategic separation planned with “Lemon Tree” as asset-light brand manager and “Fluer” as asset-heavy propco, with Fleur’s potential listing targeted by end of next calendar year.

Industry & Demand Trends

- Strong demand recovery across key markets; corporate and airline business up sharply.
- Structural shift in India's mid-market hotel demand driven by improved connectivity (airports, highways, Vande Bharat trains) and rising discretionary travel.
- Focus on unbranded 2–3 star market segment (~1.2 million rooms) as a major growth opportunity.

Genus Power Infrastructure Limited – Q1 FY26 ConCall Highlights
CMP: INR 369.55 | MCap: INR 112.32 Bn

Outlook
Genus Power Infrastructure's revenue rose 128% YoY to INR 9,420 Mn with margins sharply higher, driven by a INR 293 Bn order book and growing O&M revenues from 2.1 Mn meters in service. Despite high working capital needs (65% of revenue), efficiency gains aim to reduce this to ~40%, supporting growth. The firm plans 8–9 Mn smart meter installs in FY26 and 11–12 Mn in FY27, expects to be cash-flow positive by end-FY26, and targets INR 40 Bn revenue at 18% EBITDA margin.

Operational Overview
- Working capital intensive hence over 65% of revenue is used in working capital with expected improvement to reach 40% owing to improved cycles and efficiency
- Increased debt as revenue goes up but sizable improvement in working capital cycles should maintain sustainable growth
- Out of 4.5 Mn meters sold, 2.1 Mn are already receiving O&M from electricity board starting to contribute towards revenue
- Order book timeline: 55-57% of revenue in first few years from installation and system integration, 20-22% from O&M across 6-8 years
- Demerger of Strategic Investment Business of Genus Power Infrastructures Limited into Genus Prime Infra Limited (1 share of FV Rs. 2 in Genus Prime Infra for every 6 shares of FV Rs. 1 in Genus Power Infrastructures)

Financial Highlights
- Revenue: 9420 Mn up 128% yoy
- EBITDA: 1990 Mn up 215% yoy (margin of 21.2 % up 590 BPS)
- PAT: 1280 Mn up 216% yoy (margin of 13.6% up 380 BPS)
- Order Book: ~293 Bn where 80-85% accrues to company directly

Future and Guidance
- Revenue guidance of 40,000 Mn at 18% EBITDA margin
- Expecting upward revision of guidance post-Q2 due to its monsoon uncertainty
- Planned installation of 8-9 Mn smart meters in FY26 and 11-12 Mn in FY27
- Cash flow positive expectation by end of FY26

Antony Waste Handling Cell Ltd Q1 FY26 Concall Highlights
CMP: INR 598 | Market Cap: INR 16.95 Bn

Outlook: Management expects double-digit volume growth to continue in FY 26, margin tailwinds from operating leverage in WTE and higher-margin resource-recovery sales, and incremental upside from EPR credit monetisation in H2.

• Revenue momentum remained strong across all business verticals. Collection & Transportation handled ~0.52 mn tonnes of waste (+10% YoY) while Processing facilities treated ~0.81 mn tonnes (+13% YoY), taking total tonnage to 1.33 mn tonnes (+13% YoY).
• Waste-to-Energy (WTE) plant sustained a healthy 84% PLF, generating >25 mn green units and avoiding ~3,432 t CO_2e during the quarter, underscoring operating reliability and environmental benefits.
• Commercial launch of the Extended Producer Responsibility initiative began; ~20% of the first-year allocation (94,400 t) of EPR credits already monetised, positioning the company as an early mover in India's circular-economy market.
• Construction & Demolition (C&D) waste site achieved a 96% recycling rate, setting a new industry benchmark and validating capability to scale material-recovery–led businesses.
• Resource-recovery vertical delivered record sales: compost volumes rose 10% YoY to ~6,600 t, while Refuse-Derived Fuel sales jumped 62% YoY to ~55,500 t, reflecting greater landfill diversion and higher recovered-material pricing.
• ESG metrics: reported Scope 1 and Scope 2 emissions of ~6,616 t and 564 t CO_2e respectively; avoided emissions of ~3,432 t highlight net-positive environmental impact of integrated operations.
• Workforce strength crossed 10,300 employees, reinforcing the manpower base required for new project ramp-ups and operating-efficiency targets.
• Legal update: Supreme Court stay (1 Aug 2025) on Bombay High Court judgement maintains status quo at Kanjurmarg landfill; safeguards concessionaire rights and allows continued operations, mitigating revenue disruption risk for subsidiary Antony Lara.
• Management reiterated focus on:
– Expanding C&T and processing capacities through upcoming municipal bids.
– Scaling WTE portfolio via new projects and capacity additions at PCMC.
– Pursuing inorganic opportunities in material recovery and bio-CNG where returns meet hurdle rates.

JK Tyre & Industries- Q1FY26 Concall KTAs- Arihant Capital
CMP 320| Market Cap INR 87.58 Bn

Outlook: The company expects FY26 to be a year of steady growth driven by premiumisation, strong replacement demand, and margin-accretive projects in PCR and TBR segments. Q2 is likely to benefit from festive demand and healthy July volumes, with double-digit revenue growth targeted for the year. Management remains confident of sustaining operational EBITDA margins in the 11%–13% range, supported by stable raw material costs and efficiency gains. The Mexico facility is expected to capture higher USMCA-compliant exports, offsetting partial impact from US tariffs, while the Cavendish–JK Tyre merger will bring operational synergies. Long-term revenue aspiration stands at INR 3,000 Cr by CY29/CY30, albeit with a slight delay due to strategic realignments.

Total income up 6% YoY to INR 3,891 Cr.

EBITDA down 18% YoY but up 10% QoQ margin contracted 320 bps YoY due to new products & PCR segment.

Cash profit at INR 309 Cr, +17% QoQ.

Gross debt reduced by INR 324 Cr to INR 3,862 Cr. Net debt-to-equity 0.74x, net debt-to-EBITDA 2.4x.

EPS at INR 6.03 against INR 3.54 in Q4 FY25 and ROCE & ROE remain healthy.

US imposed 50% tariff on Indian goods and industry growth aided by tractors, 2W/3W, and exports.

Domestic CV volumes flat and exports up ~23% YoY and PVs strong with SUV share rising & sales >1 Mn units.

Tyre industry expected to grow 7–8% in FY26 on strong replacement demand.

Revenue mix: replacements 64%, OEMs 22%, exports 14%; capacity utilisation 80% (radial >85%).

Indian ops up 9% YoY to INR 3,475 Cr; domestic revenue +11% YoY from premium products & efficiency gains.

TBR replacement & OEM up 7% YoY; PCR replacement +32% YoY; exports +39% YoY.

Farm category replacement +26% YoY, OEM +69% YoY; 2/3W OEM volume +53% YoY.

Price realisation +1.3% QoQ and raw material prices stable.

Cavendish revenue INR 800 Cr, EBITDA INR 51 Cr; margins hit by lower TBR OEM demand.

Mexico revenue INR 505 Cr (+12% QoQ) 50% exports USMCA-compliant (0% tariff), expected to rise to 75%.

Peso depreciation of 13% YoY vs USD supports exports; ATV tyre production started for USA market.

PCR and TBR margin-accretive projects ongoing; INR 1,400 Cr capex plan on track.

Cavendish–JK Tyre merger progressing; NCLT meeting scheduled for 3 Sep 2025.

Supplied tyres for 125 electric buses by Switch (Ashok Leyland) in Chennai.

FY26 outlook: capex INR 900–1,000 Cr, funded largely via internal accruals; festive season to boost Q2 targeting double-digit revenue growth net debt-to-EBITDA to remain <2x.

Zota Healthcare Ltd – Q1FY26 Concall KTA's

Outlook: Zota Healthcare starts FY26 on strong footing, aiming to add ~950 stores (800 COCO, 150 FOFO) while expanding both in India and overseas. Dubai remains the growth engine with triple-digit gains, supported by steady domestic and export growth. It's pure generic pharmacy model, nationwide online platform, and efficient supply chain drive high sales conversion and scalability. The company is focused on making affordable, quality medicines widely available, especially in Tier 2/3 cities, while building a robust retail network.

Financial Highlights

- Consolidated revenue from operations stood at INR 1,035.8 Mn in Q1FY26, up by 54% YoY increase from INR 563 Mn in Q1FY25.
- Dubai operations contributed INR 756.2 Mn (73% of revenue), registering a 111% YoY growth.
- Domestic sales stood at INR 150.7 MN (15% share), up 8% YoY, while exports were INR 66.4 Cr (6% share), up 41% YoY.
- EBITDA turned positive at INR 48.3 MN in Q1 FY26, compared to a loss in Q1FY25, with margins expected to remain in the ~4–6% range during the growth phase.

Store Network & Expansion

- As of 30 June 2025, the Samay India network comprised 1,745 stores, including 986 COCO and 759 FOFO outlets. During Q1, 163 new stores were added, comprising 134 COCO and 29 FOFO formats.
- Footfall doubled YoY to 35.35 lakh, while GMV rose 88% YoY to INR 877.8 Mn. For FY26, the company targets adding around 800 new COCO stores and ~150 FOFO stores, with a medium-term potential to scale up to 5,000 stores in the next 2–3 years.
- In FY25, there were 19 store closures, including 6 relocations, with minimal closures expected going forward due to moderate rental costs.

Other Highlights

- The company operates as a purely generic pharmacy—apart from the government's Jan Aushadhi network, no other player in India is fully generic-focused. It follows a balanced COCO and FOFO model, with asset-light expansion in the FOFO segment.
- Stores typically achieve breakeven within 9–12 months, with average rent at INR 40,000 per month (INR 1.2 lakh including all costs). The business enjoys a high walk-in to purchase conversion rate of 90–95%, and the product mix comprises nutraceuticals, OTC products, and lifestyle disease drugs, which together account for ~27% of sales.
- The company has launched its B2C online portal and mobile app pan-India (available on Android and iOS). Its central supply chain management is optimized to meet chronic disease medicine demand, with seamless integration of offline and online models to enhance efficiency and improve customer experience.

AWFIS Space Solutions Ltd. Q1 FY26 Earnings Call – Key Takeaways
CMP -INR 559| Mcap – INR 39.82 Bn

Outlook and Guidance

FY26 strategy is two-pronged is in H1 focus is on execution of current pipeline, driving higher occupancy, and operational productivity and in H2 Strategic and calibrated capacity expansion based on demand and capital efficiency with a disciplined approach. They are Confident about meeting full-year guidance, backed by strong operational momentum and robust demand from enterprise and allied service segments.Continued focus on service quality, client experience, and capital efficiency to sustain leadership in the flex workspace industry and create long-term stakeholder value.

Financial Highlights

- AWFis reported a 30% year-on-year revenue growth, reaching INR 3.35 Bn in Q1 FY26, reflecting strong demand and high occupancy levels.
- Operating EBITDA grew 60% year-on-year to INR 1.27 Bn , with margin expansion of 710 basis points to 37.8%, driven by better occupancy, operating leverage, cost efficiencies, and disciplined execution.
- Reported PAT stood at INR 100 Mn in Q1 FY26, up from INR 30 Mn in Q1 FY25.
- On an Ind-AS 116 equivalent basis (adjusted for lease rentals), operating EBITDA was INR 480 Mn with margin improvement to 14.5% from 11.5% last year. PAT on this basis was INR 250 Mn vs INR 150 Mn the prior year.
- The company demonstrated strong return on capital employed (ROCE) at 67% annualized for Q1, improving from 62% for FY25.
- Gross debt remained low at INR 70 Mn with a debt-to-equity ratio of 0.02, a significant improvement from 0.08 last year, and net debt-to-equity at negative 0.18, indicating strong liquidity.

Operational Performance and Capacity Expansion
- Added 6,650 new operational seats during Q1, taking the total operational seats to ~140,186 across 220 centres nationwide.
- Total capacity (including fit-out phase) is now over 165,000 seats in 246 centres spanning 8.3 Mn square feet.
- In FY25, added 47 centres and 43,452 seats, underlining robust scalability and meeting growing premium workspace demand.
- Exit-month occupancy was at 73% overall with mature centres (>12 months) achieving 84% occupancy despite heavy capacity additions.
- YoY growth in operational seats and centres was 40% and 30% respectively; total seats and centres increased by 39% and 25% respectively.
- Pipeline of 14 signed new centres slated to add ~9,800 seats and 0.5 Mn sq.ft. of chargeable area.
- Contracts signed for 15,000 new seats in Q1 FY26, up from 11,000 in Q1 FY25, with strong client retention: 41% of clients operate in multiple centres versus 36% a year ago.
- Average client tenure increased to 36 months with an average lock-in period of 24 months, indicating strong long-term client stickiness.
- Enterprise segment expanding with 51 clients occupying 100+ seats and 9 clients having over 300 seats, underscoring deepening relationships.
- Focus on premium positioning with 100% of new centres since June 2024 located in Grade A commercial assets, targeting high-value clients including GCCs (Global Capability Centres).
- National expansion strategy strengthened, including addition of four new Tier 2 centres (up 25% YoY in Tier 2 capacity) and entry into four emerging micro-markets.

Business Segments and Growth Drivers
- Co-working and allied services saw revenue growth of 49% YoY to INR 2.76 Bn, driven by diversified customer mix and robust allied services performance.
- Enterprise segment remains the key growth driver with expanding footprint in metros like Bengaluru and Hyderabad; existing GCC clients increased space in newer centres.
- Construction and fit-out projects contributed INR 580 Mn in revenue, with a strong order pipeline supporting future growth.
- The “100+ seat” cohort now accounts for 59% of the portfolio, emphasizing the scale and stability of enterprise clients.
- Strategic approach to capacity expansion governed by demand visibility, market potential, and capital efficiency to ensure sustainable growth.

Margin Analysis & Unit Economics
- Mature centers (>12 months) deliver EBITDA margins of 30-35% for straight lease model and 23-25% for managed aggregation; blended contribution margin is approximately 27-28%.
- Newer centers (<12 months) create margin drag despite initial occupancy period having favorable rent terms; about 30-32% of seats fall into this category currently.
- Expected improvement in blended occupancy and margins as new centers mature and occupancy increases, supported by 18,000 seats already signed to be operational in Q2 and Q3 FY26.
- Q3 and Q4 expected to feature significant capacity expansions aligned with demand growth and market conditions.

VST Tillers Tractors Ltd-Q1FY26 Concall KTAs-Arihant Capital
CMP INR 4806| 41,620 Mn

Outlook: The company has outlined strong future growth trajectory, supported by a strong product launch pipeline with over 20 new products scheduled for release in the next 24 months. The company is targeting an operational EBITDA margin in the range of ~11%–13%, reflecting a focus on profitability alongside growth. The outlook for Q2FY26 remains positive, aided by encouraging July 2025 volumes, indicating sustained demand momentum. In the long term, the company aims to achieve a turnover of INR 3,000 cr by CY29 or CY30, a slight delay from earlier targets due to revised strategies, but backed by confidence in execution and market positioning. We maintain positive view for the long term.

Demand
Strong monsoon conditions boosted rural consumption, resulting in higher sales of farm equipment, especially in the small farm machinery (SFM) segment.

Improved government subsidy utilization mechanisms ensured timely disbursements, further supporting demand growth.

Rise in retail financing for power tillers improved affordability for small and marginal farmers who cannot purchase tractors, making this a major growth driver.

Sales volumes: Power Tillers 11,701 units (vs 6,089 units in Q1 FY25), Power Weeder 2,349 units (vs 1,711 units), Domestic Tractors 943 units (vs 901 units), Export Tractors – 312 units (vs 392 units).

Launch of FENTM compact tractor series (18.5–29 HP) designed for vineyard and sugarcane applications.

Introduction of Ranger 50 and Ranger 80 models.

New product category between power tillers and tractors to debut this year in both IC and electric variants.

Competitive differentiation from Chinese imports through superior quality, a two-year warranty, and reliable after-sales service.

Electric tillers and weeders set to launch soon with a five-hour minimum runtime, extendable to seven hours via fast charging.

Distribution Business
Revenue contribution of INR 34 cr in Q1 FY26.Segment delivers high margins, strong returns, and low working capital requirements.

Export
European exports impacted by economic slowdown and extended shipping times (60–90 days vs 25–30 days).

Plans to set up first operational facility in Europe by end-CY25 to improve export efficiency.

US market entry targeted for CY27; potential tariffs of 25% could pressure margins, while 50% tariffs would make the market unviable.

Management hopeful of tariff normalization before market entry.

Concord Biotech Ltd -Q1FY26 Concall Highlights
CMP: INR 1,604 | Market Cap: INR 167.88 Bn

Outlook

Concord Biotech is aimed for steady growth driven by strong formulation momentum, strategic expansion into injectables, and increasing CDMO contributions. The commercialization of the Valthera facility and new product launches in domestic and emerging markets are expected to boost revenues from FY26 onward with full benefits materializing by FY27–FY28. Regulatory approvals, global subsidiary setups and a robust R&D pipeline in antibiotics and oncology further strengthen its long-term growth trajectory.

Financial Highlights

- Revenue stood at INR 2,040 Mn reflecting 5% de-growth YoY basis.
- EBITDA stood at INR 610 Mn reflecting 24% de-growth YoY basis.
- EBITDA Margin is 30.1%.
- PAT stood at INR 440 Mn reflecting 26% de-growth YoY basis.

Segmental Performance

- API revenues stood at INR 1,530 Mn reflecting a 10% YoY. This decline is largely attributed to uneven customer procurement patterns and quarterly fluctuations.
- Formulation revenues grew 12% YoY indicating healthy traction in this segment.
- Export revenues constituted approximately 45% of total revenue with 17% going to the US and 33% to the rest of the world. The remaining 55% was domestic.

Key Strategic Initiatives and Developments

New Injectable Facility at Valthera

- Operations at this advanced plant were commercialized in March 2025.
- The initial costs from this facility are expected to weigh on EBITDA margins until revenue scales up gradually through FY26. The facility is expected to start contributing to revenues in FY26 with a full ramp-up anticipated over FY27 and FY28.
- FY26 will focus on launching products in the domestic Indian markets and filing in emerging markets. Validation batches for several products have already been taken, with more lined up for Q2 and Q3. Commercialization of products in emerging markets is expected by the end FY27.
- Concord Biotech is exploring ample opportunities in the domestic injectable market, leveraging its integrated approach.
- Currently, two products have been launched from the injectable facility in the India market, with another two expected soon and about 10 products in the pipeline for which work is ongoing and most are backwardly integrated.

Regulatory Approvals and Inspections

- Received approvals from the US FDA to market Teriflunomide tablets (7 mg and 14 mg) for relapsing forms of multiple sclerosis in the United States. This is a significant addition to their portfolio.
- Their facilities have successfully cleared inspections by the US FDA, EUGMP, and Russian GMP authorities over the past few months, reaffirming quality and manufacturing standards.
- Specifically, the API manufacturing facility in Dholka, Gujarat, successfully completed US FDA inspection and received the EIR report.

Global and Domestic Expansion

- Stellon Biotech Inc. was incorporated to strengthen presence in the US. It will focus on marketing, distribution and commercialization of Concord Biotech's pharmaceutical and biotech products in the US, managing end-to-end commercial operations and potentially collaborating with third-party partners. This is primarily for formulations while API sales in the US will continue through existing channels.
- Concord Lifegen Ltd was incorporated as a wholly owned subsidiary to strengthen domestic marketing, sales, and distribution capabilities for pharmaceutical products in India, aiming for sharper market focus and stronger brand presence.

CDMO Business

- Sales to the CDMO business in the US market began in Q2 FY26, marking a significant milestone in diversification.
- The first CDMO contract is with a mid-size innovator company that recently launched a new product. This product is in the veterinary health segment.
-

Product Pipeline and R&D

- Actively expanding its molecule portfolio, supported by a robust R&D engine.
- Working on new molecules primarily in the antibiotic and oncology segments.
- Approximately 10 to 12 products are in the pipeline, with a couple at advanced stages.
- Expects to launch around two to three molecules in FY26 including a couple of antibiotics and one oncology molecule.

Sharda Motors Industries Ltd- Q1FY26 Concall KTAs

Expects steady growth ahead, supported by emission control segment, expanding lightweighting vertical, and increasing export opportunities. The company is focusing on diversifying revenue away from PV, aiming for a larger share from CV, off-highway, and exports, with new customers in Japan and the US likely to contribute over the next 12–18 months. Upcoming product launches, such as temperature control pipes in Q3FY26 and ramp-up of the new suspension plant, are set to boost volumes, while regulatory changes like BS7 and TREM V could increase content per vehicle.

- Consolidated revenue stood at INR 7562 Mn in Q1 FY26, a 10% YoY growth. Gross Profit came INR 1,895 Mn, up 5% YoY; growth was lower than revenue due to adverse product mix (higher brick sales).
- EBITDA stood at INR 984 Mn, up 3% YoY with EBITDA margin at 13%. PAT came at INR 999 MN in Q1 FY26 vs. INR 768 Mn in Q1FY25.
- Segment contribution was Emission Control: 88%, Suspension: 9%, Supply Chain Management: 2% and Others: 1%
- Current revenue growth driven mainly by emission control and lightweighting products.
- Adverse product mix in Q1 due to higher share of brick sales impacted gross profit growth.
- Capacity utilization currently at ~80%, seasonal variation expected in Q2/Q3 with festive demand.
- New suspension plant operational; lightweighting programs and temperature control pipes SOP expected in Q3FY26; export business for emission products likely from Q4FY26.
- Filed 15 patents till date (up from 13 earlier).
- Positive outlook for FY26 driven by stable macro environment, normal monsoon, improved vehicle financing, and strong export momentum; geopolitical risks remain a concern.
- Focus on four main growth levers: Lightweighting vertical, M&A, Exports, and Domestic emission adjacencies.
- Target to increase non-PV contribution to 80% of revenue (currently ~54% from CVs, off-highway, exports, and lightweighting).
- Added 2 new export customers: Leading Japanese construction equipment manufacturer and Large heavy-industry emission company. First orders are small/pilot scale; SOP expected in 12–18 months.
- Secured business from a large US-based engine maker; SOP early CY2026.
- Core export focus is on US and Europe; Middle East showing rising inquiries due to geopolitical shifts.
- TREM V emission norms for tractors implementation date still April 2026, but possible changes expected; management prepared for either outcome.
- BS7 emission norms expected to increase content per vehicle; quantum dependent on OEM strategy and guidelines.
- Lightweighting content (control arms) currently INR 2,000–INR 8,000 per vehicle; opportunity to expand product portfolio and technology scope.

Action Construction Equipment Ltd | Q1FY26 | Key Takeaways
Earnings call | CMP : INR 1,009 | M-Cap : INR 120,150 Mn

Overview
Revenue growth expectations for FY26 have been moderated, with updated guidance to be provided post Q2

- The earlier plan to achieve INR 44,000 Mn in revenue by FY26 has been deferred to FY27
- Long-term targets remain intact, aiming to triple FY23 revenue to INR 66,000 Mn by FY29
- Demand in Q1 was impacted by muted customer sentiment, early monsoons, and pre-buying in Q3/Q4 of the prior year ahead of new emission norms

Financial Highlights
EBITDA for Q1 FY26 rose 13.6% YoY to INR 14,255 Mn, with EBITDA margin expanding by 300 bps to 20.28%

- Expansion was aided by cost efficiencies, soft commodity prices, price hikes from new emission norms, and higher other income
- Sustainable EBITDA margins are expected at 16-17%, with gross margins of 33-35%
- Export margins remain slightly higher than domestic margins
- Commodity prices, particularly steel, remained accommodative during the quarter

Guidance & Outlook
Q2 FY26 performance is expected to remain broadly flat compared to last year

- Recovery is anticipated from the second half of FY26, supported by execution of defence and infrastructure orders
- Price increases implemented due to emission norms and safety certification requirements are expected to hold through December, barring sharp commodity price spikes

Orders & Backlog
Key defence contracts include an order with Ashok Leyland Defense for 54 HRV machines, with a further 90 units possible depending on delivery timelines

- Defence execution plans include INR 5,000-7,000 Mn of orders this fiscal, INR 20,000 Mn in FY27, and over INR 10,000 Mn thereafter
- Additional defence order prospects worth INR 4,500-5,000 Mn and INR 7,000-8,000 Mn are in the pipeline
- The quarter also saw execution of orders for the Border Roads Organisation for backhoe loaders and motor graders

Capital Allocation & Strategy
Capex plans for the year exceed INR 10,000 Mn for modernization, upgrades, and robotics integration

- An additional INR 13,000 Mn will be allocated for land acquisitions this year
- A larger expansion project requiring INR 25,000-30,000 Mn capex has been deferred to FY27-28
- The capex-to-revenue ratio stands at approximately 1:8-9, implying INR 1,000 Mn of investment could generate INR 8,000-9,000 Mn in revenue
- Inorganic growth opportunities are under active evaluation, with updates likely in the next 1-2 quarters
- A potential large white labelling deal was halted due to recent US tariffs but may be revisited

Product Development
Development of electric cranes is underway, with approvals pending from ARAI and Exide battery certification

- CEV Stage 5 emission norms and enhanced safety certification have been implemented across categories
- For sub-50 horsepower machines, the shift from mechanical to electronic engines has now stabilised after initial customer skepticism

Macro Environment
The quarter was marked by geopolitical tensions, shifting trade policies, and global uncertainty

- India's fundamentals remained resilient, aided by lower inflation, reduced interest rates, RBI liquidity support, and tax cuts in the union budget
- Competitive pressures from Chinese manufacturers persist, given their 15-20% lower commodity pricing

Rushil Decor Ltd– Q1 FY26 Concall KTAs
CMP INR 22.4 | Market Cap INR 7,090 Mn

Outlook: Rushil Decor is guiding for stabilisation and improvement in EBITDA margins, targeting 13–14% for the next financial year, driven by the higher-margin Jumbo laminates and an increasing value-added product mix in MDF. They also project robust revenue growth, expecting to reach INR 10 Bn this financial year and INR 11.5–12 Bn next year, largely due to increased capacity utilisation from the new Jumbo plant.

Financial Outlook: Future Guidance & Forward-Looking Statements
EBITDA Margin Outlook
Current Financial Year

- Initially, the company had hoped for an overall EBITDA margin of around 12–13%.
- Due to the impact of the first quarter, the revised guidance for the current financial year's EBITDA margin is now 11–12%.

FY26–27 Outlook:

- Management expects a significant improvement in margins for the next financial year.
- They are targeting an overall EBITDA margin of around 13–14%, representing an anticipated improvement of at least 1–2 percentage points over the current financial year's projected margin.
- A 15–16% EBITDA margin is also possible, and management is actively working towards this through product mix optimisation.
- The 13–14% range is presented as the “normalised level” shareholders should look forward to.

Key Drivers for Margin Improvement:

- Jumbo Laminates Project: This new project has already started production and dispatches, with margins ranging from 14–16%. This is notably higher than the existing laminate margins of around 8–10%. Contribution from Jumbo is expected to improve overall laminate margins to 12–13% on a yearly basis in FY26–27.
- MDF Segment: The company has ample additional capacity in MDF. They expect the value-added proportion of MDF to increase from the current 40–43% to 50% in terms of quantity and 60% in terms of vendor implementation. These factors combined are expected to contribute to overall margin improvement.

Revenue Growth Projections (Turnover)

Current Financial Year (FY):

- The company is expecting to achieve a turnover of approximately INR 10 Bn.

Next Financial Year (FY26–27):

- Management anticipates further improvement, projecting a turnover of around INR 11.5–12 Bn.
- This growth is contingent on achieving more than 70% capacity utilisation from the new Jumbo plant.

Other Forward-Looking Statements

- Raw Material Prices: In the current quarter, raw material prices have remained steady. Management noted that in coming quarters, there may be a slight decline due to demand-supply dynamics, and if an advantage is gained, they may consider passing it on.
- Competitive Landscape (New Capacity): Regarding a large peer's capex in South India, management does not foresee any realisation pressure for the current financial year. This is because the establishment of such a plant typically takes 18–24 months, and the new capacity is primarily for lower-thickness products, which does not directly compete with their existing offerings.

Kiri Industries Ltd – Q1FY26 Concall KTAs
CMP: INR 568 | Market Cap: INR 31,572 Mn

Outlook: The Company expects FY26 to be a transition year as it navigates industry headwinds, regulatory clearances for the DyStar stake sale, and execution of its copper project. The copper plant at Pipavav Port is on track, with partial revenues expected from FY27 and full capacity targeted by FY29-30, potentially transforming the revenue scale. The company is also focusing on expanding its global sourcing network for copper feedstock, including MOUs in the Philippines and South America. Post-DyStar sale proceeds will partly fund the copper project, with a portion earmarked for shareholder rewards. Aims to strengthen the product mix, improve utilization in dyes, and leverage domestic copper demand for long-term, profitable growth.

Guidance

- FY26 standalone revenue expected at INR 8,000-9,000 Mn; consolidated at INR 12,000-13,000 Mn, ~20% lower than earlier because of textile demand slowdown, U.S. tariffs, and export market realignment.
- Copper project total cost estimated at INR 80,000 Mn; post-tax proceeds from DyStar sale expected at INR 55,000-56,000 Mn, of which ~INR 30,000 Mn will be equity, balance via debt financing ~INR 50,000 Mn.
- Financial closure for copper plant debt targeted by Oct-Nov 2025, aligning with equity inflows from DyStar sale.
- Copper plant ramp-up: ~25% capacity by FY27 ~INR 120,000 Mn revenue, ~75% by FY28, and full capacity by FY29-30 i.e. ~INR 400,000-450,000 Mn revenue at current copper prices.
- FY27-28 copper project expected to significantly enhance valuations; The Company maintains a conservative stance on new investments until DyStar proceeds are received.

Financial Highlights

- Standalone Q1FY26 revenue at INR 1,810 Mn, up 8% YoY; EBITDA: INR 173 Mn vs. INR 136 Mn YoY; PAT: INR 72 Mn vs. INR 17 Mn loss last year.
- Consolidated revenue: INR 2,020 Mn, up 10% YoY; EBITDA: INR 186 Mn vs. INR 143 Mn YoY; share of profit from associates/JVs: INR 615 Mn.
- Pre-associate net loss at INR 514 Mn vs. INR 11 Mn loss in Q1FY25; improvement driven by associate/JV contribution.
- Legal and receiver costs for DyStar case at INR 70 Mn in Q1FY26, lower than usual, to be fully recovered with 5.33% interest post-sale completion.
- Borrowings from $130 Mn copper project loan are accruing interest but remain unpaid until DyStar proceeds are received.

Other Highlights

- DyStar sale SPA signed with Zhejiang Longchain for $676 Mn plus $20.29 Mn obligations; completion deadline Oct 2, 2025, extendable to Nov 3, 2025. If Senda fails to secure Chinese approval by deadline, deal shifts to second bidder with valuation at ~$1.6 Bn.
- Copper plant site at Pipavav Port i.e. ~8 km from port offers logistical advantage; feedstock sourcing secured through MOUs in Philippines, Chile, and Peru.
- Fertilizer plant integrated with copper smelter will convert sulfuric acid into phosphoric acid and fertilizers, adding revenue diversification.
- India's copper demand at ~1.8 Mn tons annually ensures strong domestic sales visibility, reducing export dependence. The company prefers spot market sales to capture LME-linked pricing, avoiding long-term fixed-price contracts.
- Short-term copper price volatility i.e. ±10-15% intraday to be hedged via daily LME strategies; long-term prices expected to rise to $15,000/ton in ~2 years, improving margins.
- The board intends to allocate part of DyStar sale proceeds to shareholders, decision expected in Q2FY26 or Q3FY26 depending on fund inflows.
- No debt infused into copper project yet; current equity infusion of ~INR 11,000 Mn made via Singapore borrowings into IndoResia Copper.
- Product mix improvement and capacity utilization in dyes expected to enhance standalone margins, despite industry raw material volatility and weak pricing in certain intermediates.

Muthoot MicroFin Ltd – Q1FY26 concall KTAs CMP INR 148 | Market Cap INR 24.96 bn

OUTLOOK Muthoot Microfin Ltd is navigating a transitional phase marked by sectoral headwinds and strategic pivots. While Q1FY26 saw muted AUM growth and lower disbursements due to stricter MFIN norms and seasonal weakness, the company demonstrated resilience through improved collections, successful NATCAT insurance claim settlements, and stabilization in the Karnataka portfolio. With the launch of secured lending products, entry into new geographies like Assam, and a focus on South India for expansion, Muthoot is well-positioned to achieve its FY26 targets of 5 – 10% AUM growth and improved profitability, backed by projected lower credit costs and stable NIMs.

Guidance for FY26

• Muthoot Microfin aims for a 5-10% AUM growth in FY26 (v/s 1.3% in FY25), focusing on South India for portfolio expansion.

• NIMs are projected to be at 12.4 – 12.7% in FY26 (v/s 12.4% in FY25).

• The company plans to diversify into secured loans such as gold and Micro LAP, leveraging the existing customer base.

• Projections include credit costs of 4 - 6% in FY26 (v/s 9.4% in FY25), with anticipated ROA and ROE of 0.5 - 2% (v/s -1.8% in FY25) and 2.5 - 10% (v/s -8.2% in FY25) respectively.

Highlights

• Q1 is traditionally a seasonally weak quarter for the microfinance industry in terms of disbursement growth. The quarter saw a heightened impact driven by ongoing sectoral challenges and the implementation of stricter MFIN guardrails.

• AUM marginally grew by 0.3% YoY with a 0.84% QoQ decline, primarily on account of lower disbursement due to the implementation of stricter MFIN guardrails, which led to increase in rejections. In Q1FY26, rejections had increased by ~22% YOY.

• Credit cost stood at 4.3%, which is towards the lower end of FY26 guidance and PCR came at 68.5%.

• Company entered Northeast India with the launch of a new branch in Assam.

• Karnataka's microfinance sector faced external headwinds in FY25, with borrower distress, protests, and regulatory actions peaking in Q4, impacting collections and delinquency trends.

• The Karnataka portfolio stabilised, with collections showing signs of revival, reflecting the success of targeted recovery efforts. Tamil Nadu continued to perform well.

• In Q3FY25, natural disasters such as the Fengal Cyclone and subsequent floods significantly impacted company's loan portfolio.

• As of Q1FY26, they have successfully completed the resolution process through NATCAT insurance coverage, with 100% of all intimated claims now settled.

• During the last quarter, company had mentioned their plans to diversify into secured lending. In Q1FY26, Secured lending disbursements had initiated and systems put in place for the same.

• They continue to advance portfolio diversification strategy through focused expansion into secured lending products, particularly Gold Loans and Micro LAP loans.

• In Q1FY26, Company prioritised improving collections, which led to a temporary increase in operating expenses

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Apollo Finvest India Ltd

Outlook: The company aims to steadily grow its retail lending portfolio to 70-80% of total AUM over the next few quarters, by its technology-led warehouse term loan model and deep partner integrations. With improved stability in the NBFC-fintech ecosystem post-RBI interventions, expects stronger performance from FY26 onwards. AI-driven collections and fast tech onboarding are seen as growth multipliers in FY27 and beyond. The company plans sustainable scaling, avoiding aggressive lending, while leveraging its 8 years of lending data for superior risk control and pricing.

Guidance

- No specific forward AUM guidance was given, but the company indicated aggressive retail lending expansion over the next 12-18 months as the segment stabilizes.
- The company targets achieving its strategic book composition of 70-80% retail and 20-30% wholesale in the near term.
- While revenue growth of 20% YoY is aspirational, The Business refrains from formal forward guidance, focusing on execution quality and risk-adjusted growth.
- AI-led collections, rapid tech integration, and improved partner quality are expected to drive growth in FY26-FY27.

Financial Highlights

- In Q1FY26, the company reported revenue of INR 72 Mn and PBT of approximately INR 30 Mn, translating to a healthy net profit margin of 32.08%.
- Other income of INR 20 Mn was recorded from the sale of an owned office property, with proceeds redeployed into core lending.
- Excluding this one-off, annualized profit would be ~INR 40 Mn compared to INR 90 Mn in the previous year.
- A cautious lending stance reduced exposure to weaker NBFC partners, causing a temporary revenue dip.
- The capital-light warehouse lending model ensures growth without immediate need for aggressive capital raising.

Other Highlights

- Introduced a warehouse term loan model, blending term loan and co-lending features, with 20-30% NBFC capital contribution and deep system integration for real-time monitoring.
- No co-lending with banks; all partnerships are with NBFCs, ensuring direct oversight and control.
- Technology platform Sonic enables new partner integration within weeks, streamlining onboarding, automating reporting, and enhancing operational efficiency.
- AI tools monitor borrower call compliance and are being tested for AI voice bot collections, aiming for scalable, human-like debt recovery processes.

- Diverse partner base across salaried, blue-collar, women borrowers, and tier-3/4 cities, primarily in unsecured retail and MSME lending.
- Partnership stickiness improving as fintech profitability rises from less than 5% to ~60-70% in 2 years, leading to more stable, long-term collaborations.
- Industry-wide regulatory clarity on NBFC-to-NBFC co-lending is expected to enhance scalability and compliance.
- No microfinance exposure; focus remains on unsecured retail loans with tailored underwriting models.
- The company believes its technology and historical lending data form a competitive moat.
- Fintech partnerships in India generally have short lifespans, with the company's oldest ongoing collaborations at 2.5-3 years, with broader industry turnover as several once-prominent players such as Zest Money and LendingKart have exited the market.

Allcargo Terminals Limited – Q1 FY26 ConCall Highlights CMP: INR 29.65 | MCap: INR 7.47 Bn

Outlook

The company had a neutral quarter. Revenue dipped by just 1% yoy to INR 1,870 Mn, while PAT fell 5% yoy to INR 90 Mn as CFS volumes dropped 5% yoy. Expansion included land acquisitions in Mundra, Mumbai, and JNPT adding 220,000+ TEUs, a warehouse near JNPT CFS, and an ICD to leverage the Dedicated Freight Corridor. The company will acquire 7.6% stake in HORCL's MMLP Farukhnagar for INR 1,150 Mn, invest INR 228 Mn later into HORCL itself, and raise INR 382.8 Mn via promoter convertible warrants, targeting 1.3 Mn TEUs capacity at 80–85% utilisation with 1.5% market share growth.

Operational Overview

- Built warehouse close to JNPT CFS to provide bundled solutions
- 60 acres land expansion in Mundra with renewed contract having additional 50,000 TEUs, 25 acres land expansion in Mumbai, 25 acres land expansion in JNPT to add 170,000 TEUs
- Investing in an ICD Facility to capitalize on Dedicated Freight Corridor opportunity
- Proposed raising of 382.8 Mn funds for expansion and projects through fully convertible warrants to promoter group
- Market share of ~12.0% and capacity utilisation of 85%
- Bulk of cargo origin is non-US resulting in low tariff impact in medium term but uncertainty does hurt short term albeit insignificantly

Investment in HORCL for MMLP Farukhnagar

- Project to connect Farukhnagar with DFC leveraging IR
- Acquiring 7.6% stake from Allcargo Logistics for 1150 Mn financed by long term debt
- Requirement to invest 228 Mn in HORCL equity shares of FV 10 at a future date
- Estimated capex of 1150 Mn across 12-18 months with internal accruals to suffice

Financial Highlights

- Revenue: 1870 Mn down 1% yoy
- EBITDA: 350 Mn up 15% yoy (margin 18.5% up 270 BPS)
- PAT: 90 Mn down 5% yoy (margin 4.9% down 10 BPS)
- CFS Volumes: 151,100 TEUs down 5% yoy

Future and Guidance

- Exploring opportunities for Chennai expansions
- Estimated market share to grow by 1.5%
- Expect installation to 1.3 Mn TEUs with 80-85% capacity utilisation
- Exploring digitization through MyCFS portal for real-time tracking and customer convenience
- Leveraging additional capacity should bring volume growths to cross 5%

Bajaj Consumer Care Ltd Concall KTAs
CMP: INR 226 | Market Cap: INR 32 Bn

The company Q1FY26 shows steady growth with improved margins, driven by ADHO revival and strategic distribution expansion, despite international headwinds. We assign a TP of INR 261, valued at a P/E multiple of 20x based on FY27E EPS of INR 13, yielding an upside of 15% and an Accumulate rating.

Key Highlights

- The company is committed to improving direct reach and building a robust sales process through the AAROHAN program. States like UP and MP, where the program first started, are showing positive trends, leading to their extension across core markets. So far, over 25,000 new outlets have been added.
- The company acknowledges that the current rural sluggishness in performance is an internal issue due to ongoing changes in direct distribution within Project AAROHAN, causing temporary disruption. This is expected to be fixed in the next couple of quarters.
- ADHO is seen as a brand with significant potential that needs adequate support to drive growth and consumption. The overall share of ADHO in the industry still has "a lot of headroom for it to grow".
- The brand has underperformed in the medium past and experienced market share erosion, which the company aims to reverse.
- Strategies include premiumizing the brand further and creating extensions to address smaller segments of need.

Market & Channel Performance

- General Trade: Showed "green shoots" and returned to growth after a significant gap. This performance was driven by the urban segment and ADHO, signaling an improvement in demand sentiment for the brand.
- Organised Trade: Registered strong double-digit growth YoY in Q1 FY26, with its saliency now close to 29%. Within organised trade, Modern Trade and E-commerce both grew by 20%, driven by strong chain performance and customer activation.
- ADHO and Coconut Oil (CNO) were the revenue drivers in this channel, with quick commerce and the beauty channel leading performance within sub-channels.
- CSD and CPC Channels: Experienced muted performance due to stock rationalisation, consistent with issues faced by other corporates.
- International Business: Had a weak quarter with revenue declining 20% YoY, linked to external headwinds like tariff uncertainty and slowdown in rest of world markets. Nepal and Bangladesh showed resilient performance, growing by double digits.
- US exports are under question due to tariffs, but this market is considered "fairly materially insignificant" to overall revenue.

Brand-Level Performance

- Almond Drop Hair Oil: Delivered 4% growth and volume decline after several quarters. Growth was broad-based, including a revival in small packs and sachets, which are used by new trialists and price-sensitive consumers.
- Bajaj Coconut Oil: Continued its growth in Q1 FY26 despite the category experiencing steep inflation and price increases. The company was able to hold its ground and gain market share even after pricing actions and the cutting of non-profitable portfolios.
- Input Costs: LLP prices have been stable in the last 2-3 quarters. However, 25% inflation was observed, and nearly a doubling of prices in Copra.

Acquisitions and Synergy Targets

- Vishal Personal Care: The acquisition of the balance 51% stake in VPCL was completed in Q1 FY26, making it a fully owned subsidiary.
- In Q1 FY26, VPCL registered a top line of INR 15.5 cr with nearly 10% growth YoY on a like-for-like basis. Its EBITDA margin (before one-offs) was in the "low teens".
- The acquisition rationale includes tapping into the natural and herbal segment, which is growing faster than the BPC category, and expanding VPCL's regional (South India) presence nationally and into modern trade, e-commerce, and export markets.

Outlook

- The company aims for balanced, sustainable, profitable growth, focusing on both improving margins and driving revenue growth.
- Margin improvement will come from mixed improvement, better realized value (through price/pack changes and spend reduction), and optimization of percentage-based spending as revenue grows.
- The company currently has capacity for the next 2-3 years of growth in its existing plants. No significant capex commitment is expected in the next couple of years.

Power Mech Projects Ltd

Expects strong growth in FY26, targeting ~INR 65,000 Mn in revenue, up about 25% from last year, supported by a healthy order book. The company aims to convert about 40% of the opening order book annually, with margins expected to stay stable and potentially improve depending on the mix from high-margin O&M and mining segments. The MDO business is ramping up, though production at Tasra is limited by washery capacity until December 2026, while KBP mine output will start contributing meaningfully from Q3FY26. Receivables from UP water projects are expected to improve in H2FY26.

Order book and Pipeline

- Secured fresh orders worth INR 12,700 Mn during Q1FY26, including significant contracts in Telangana housing, solar projects, and O&M services. The total order backlog stood at INR 539,720 Mn, with an executable order book of INR 143,910 Mn excluding MDO projects.
- The company has set a target of INR 100,000 Mn in fresh orders for FY26, of which INR 18,820 Mn has been secured so far.
- The order backlog composition includes INR 90,260 Mn from the civil segment, INR 23,810 Mn from mechanical works, and INR 7,860 Mn from electrical works. Of the total backlog, 98% is domestic, with the power sector accounting for 57.5% and the non-power sector for 42.5%.

MDO Business

- In the Kotre Basantpur project, mobilization of equipment is complete and coal production is expected to commence in Sep 2025, subject to monsoon conditions.
- In the Tasra project, 7.61 lakh tonnes of coal had been produced by June 2025, with washery construction underway and expected to be ready by Dec 2026.
- The company expects INR 3,000–INR 4,000 Mn in revenue from the MDO business in FY26, comprising INR 2,040 Mn from the Tasra mine and INR 400 Mn from the KBP mine.
- Margins from MDO operations are projected to reach ~22% at peak capacity from FY28 onwards, but will remain in the 10–15% range in the interim due to washery constraints.

Other Highlights

- Mechanical segment (+117% YoY), Civil segment (+7% YoY), Windarm (+17% YoY), Electrical (+737% YoY) and Mining (+80% YoY).
- Revenue mix: 95% domestic / 5% international; Power sector share 53%, non-power 47%.
- Focusing on industrial O&M, railway projects, water infrastructure, and MDO projects as key growth areas.
- The company has entered the green energy space through a long-term solar project in Bihar valued at INR 1,590 Mn over 25 years.
- Exploring opportunities in battery energy storage and pump storage, with the Government of India targeting ~40 GW of capacity addition by 2030.
- Actively pursuing balance of plant package opportunities in thermal power projects, with bids worth ~INR 100,000–INR 120,000 Mn in the pipeline.
- ROE declined to 2.41% from 3.09% due to higher costs, while ROCE improved to 5.69% from 4.7%, driven by better capital deployment and operating margins.
- Operating cash flow was neutral in Q1FY26 due to delays in receivables from water projects.
- Net current asset days reduced to 123 days from 128 days in Q4FY25 as receivable realizations improved.
- As of June 30, 2025, gross debt stood at INR 7,530 Mn and net debt at INR 2,390 Mn, with a debt-equity ratio of 0.34x.
- Working capital utilization was INR 5,430 Mn, with the average interest rate on working capital at 9.2% and on equipment loans at 8–10%.

DDev Plastiks Industries Ltd Q1FY26 Concall Highlights
CMP: INR 315| Market Cap: INR 32,600 Mn

- Production volume grew 11% YoY reaching close to 52,000 tons with capacity utilization improving to 87%.
- Average selling price increased from INR 136 per kg in Q1FY25 to INR 148 per kg in Q1FY26, representing 9% growth due to raw material price pass-through.
- Company targets conservative revenue growth of 12-13% and aims to achieve INR 45-50 Bn revenue by FY30.
- Management expects to maintain robust EBITDA margin in the range of 10-12% going forward with EBITDA per ton target above INR 15,000.
- Company holds approximately 50% market share in XLPE compounds and around 33% in XLP compounds, establishing strong market leadership.
- Currently serving XLP market up to 72kV and planning to enter 220kV segments with capacity expansion, moving up the value chain.
- Company expects 132kV certification by end of FY26/early FY27, with commercial volumes starting in FY27, though significant volumes expected beyond 2027.
- Export revenue grew 3% YoY to INR 1540 Mn despite geopolitical challenges, with successful domestic market

redirection mitigating export impacts.

- Total planned capacity addition of 130,000+ tons over next three years with CapEx of INR 3+ Bn, representing significant scale expansion.
- Added 5,000 tons XLP capacity in eastern India during Q1FY26, bringing total installed capacity to 238,400 tons per annum.
- Planning to add 25,000 tons PVC capacity, 15,000 tons HFFR capacity, and 60,000 tons XLP capacity with potential additional 24,000 tons.
- Current year CapEx expected at INR 1100 Mn as part of the expansion program, funded primarily through internal accruals.
- Major cable players like Adani and Ultratech entering wire and cable segment presents significant opportunity for Dev Plastics as preferred compound supplier due to proven track record.
- Halogen-free flame retardant (HFFR) market expected to grow from 25,000 tons to 100,000 tons per annum by 2030, driven primarily by solar cable applications.
- Management maintains volume growth target of 10-15% with current high capacity utilization supporting strong

demand outlook across power generation, renewable energy, and infrastructure segments.

- Company follows cost-plus pricing model ensuring raw material price fluctuations are passed through to customers, protecting margins.
- Revenue mix comprises 73% polyethylene (XLP), 10% PVC, and 17% from HFFR, engineering plastics, and trading activities.
- Wire and cable segment represents 84% of revenue with remaining 16% from diversified segments including footwear, automotive, and FMCG.
- Finance cost expected to remain around INR 40-45 Mn quarterly on net basis.
- Management confident about achieving higher market share in XLP segment (targeting above 50% from current 33%) through 132kV capability and customer trust building.

JG Chemical Ltd- Q1FY26 Concall Highlights
CMP: INR 496 | Market Cap: INR 19.45 Bn

Outlook

JG Chemicals has announced a significant INR 1.00 Bn greenfield capex in Dahej, Gujarat aimed at expanding its product portfolio beyond the core tire segment and targeting higher-margin specialty products. Management reiterated its strong market positioning, advanced recycling technology and commitment to sustainable growth expecting to double revenues every 3-4 years and improve EBITDA margins by 200-300 basis points over the next few years.

Financial Highlights

- Revenue stood at INR 2,180 Mn reflecting 7.7% YoY growth and down 2.8% QoQ basis.
- EBITDA stood at INR 232 Mn reflecting 1.3% up YoY and 0.4% up QoQ basis.
- EBITDA Margin is 10.64%.
- PAT stood at INR 164 Mn reflecting 3.1% YoY growth.

Guidance

- Management projects an increase in blended EBITDA margins by 200-300 basis points over the next few years. This improvement is primarily driven by the increasing share of higher-margin non-rubber products expected to reach 30%, particularly newer specialty chemicals and agricultural products like zinc sulphate which command EBITDA margins upwards of 20%.
  Aims to double its revenues every 3-4 years leveraging existing spare capacity at Naidupeta and the upcoming Gujarat facility.
  IPO Proceeds & Funding: Approximately INR 450 mn from the IPO proceeds are yet to be utilized as per the disclosed utilization program.

Operational Highlights

- Caters to over 200 domestic customers and more than 50 international clients. Notably, this includes nine of the top ten global tire companies and all ten leading Indian tire manufacturers.
  Company boasts a well-diversified customer base across India and exports to over 10 countries spanning Southeast Asia, Asia, Europe and the Middle East.
  Currently, JG Chemicals operates three advanced plants in West Bengal and Andhra Pradesh with a combined capacity of approximately 70,000 MTPA of zinc chemicals. Its Naidupeta facility is globally recognized as the only IATF certified zinc oxide plant and is also WHO GMP approved enabling it to serve regulated and quality-conscious sectors like pharmaceuticals and cosmetics.

Customer Expansion

- A continuous focus on adding new customers across different applications has been a key driver for sales momentum.

Capacity Utilization

- Operates at approximately 70% of achievable capacity, acknowledging that this level balances efficiency and economic viability especially given the handling of scrap and production of over 80 grades.

Strategic Growth Initiatives & Capex Plans

- Greenfield Expansion (Dahej, Gujarat): The board has approved a greenfield capex of approximately INR 1 bn, fully funded through internal accruals. This will establish a 40,000 MTPA zinc chemicals facility, strategically located to expand the company's footprint in western India. This new facility has the potential to generate INR 9 bn in revenue. The capex includes the land cost (11.43 acres acquired) and will be phased over the next 3-4 years.
  Future Product Lines: The acquired land parcel in Dahej, Gujarat offers sufficient surplus area for future products and new product lines.
  Brownfield Expansion (Naidupeta): The company has also acquired a 2.96-acre land parcel adjacent to its existing Naidupeta facility for future brownfield expansion into advanced recycling products. Details on zinc sulfate brownfield expansion are currently on the drawing board.
- Overall Capacity Target: Upon completion of the entire INR 1 bn capex program expected in 3-4 years, the combined installed capacity of existing units and the Gujarat plant is projected to reach approximately 110,000 MTPA of zinc chemicals. The 40,000 MTPA Gujarat capacity will be split into two phases roughly 50% for zinc oxide and 50% for non-zinc oxide chemicals.
- Payback Period: The company internally targets a payback period of approximately 4 years for the new project.

Non-Rubber Market Aggression

- Expanding its presence in the non-rubber market with a target to increase its share of non-rubber products from the current 15% to over 30% over the next four to five years. This expansion will involve both greenfield and brownfield projects.

Technocraft Industries Ltd | Q1FY26 Earnings Call
CMP: INR 2638 | MCAP: INR 60,570 mn

Overall Business Performance & Outlook
• Q1 FY26 was stable despite global geopolitical and tariff headwinds.
• Significant exposure to the US market makes the company sensitive to recent tariff hikes.
• Diversified geography and products (scaffolding, formwork, drum closures, textiles, engineering services) help cushion impact.

Financials Highlights
• Q1 FY26 revenue grew 2% YoY to ₹6,328.5 million, with EBITDA margin stable at 24%.
• PBT margin stood at 17% despite geopolitical challenges and new US tariffs.
• TTM revenue increased 16% to ₹26,080 million, with ROCE at 20%.

US Tariff Impact
• Scaffolding: Current effective tariff ~35%; manageable and passable to customers. Expected to rise to 34% (post-Russian penalty), still cheaper than China.
• Drum Closures: Tariff could rise from 27.6% to 52.6%; company plans to absorb extra cost short-term to maintain market share.
• Textiles: If tariff hits 50%, US sales likely to stop; exploring alternate markets and manufacturing outside India.
• US market slowdown mainly due to delayed capital project procurement, not cancellations.

Segmental Highlights
• Formwork: Strong demand in India & Middle East; FY26 revenue target INR 900 crore on track; ~4 months' order book; old plant at 95% utilization, new Aurangabad plant at ~65%.
• Scaffolding: US accounts for ~70% of segment sales; demand hit by tariffs and procurement delays; Middle East and India remain robust.
• Engineering Services: Focused on ER&D (industrial, machinery, transportation, plant engineering, medical devices); high ROCE, expanding in Japan; mid-term growth driver.
• Textiles: Pressure from tariffs; targeting Europe, UK, and domestic markets to offset US decline.

Financial & Margin Guidance
• Mach One margins to remain intact (~20%+ ROCE).
• Group ROCE may moderate to ~20% as scaffolding grows but with higher share of formwork, profitability expected to improve.
• Growth guidance for FY26 uncertain due to US market volatility; base case is at least flat revenue YoY.

Strategic Moves
• Considering manufacturing outside India to mitigate tariff impact in drum closures and textiles.
• Expanding into Saudi Arabia, South America, and Europe (Poland) for scaffolding.
• Long-term: engineering services expected to cross INR 10,000 mn in 5–6 years.

KNR Constructions Limited – Q1 FY26 ConCall Highlights CMP: INR 202.57| MCap: INR 56.97 Bn

Letter of Acceptance for Mining Project

- LoA from Patratu Vidyut Utpadan Nigam Ltd (a subsidiary of NTPC in Joint venture with JBVNL), for Development and Operation of Banhardih Coal Mining Block in the State of Jharkhand
- 74% stake in JV with Harsha Constructions Pvt Ltd
- 5 operating years plus 360 days initial development period giving contract value of INR ~48 Bn
- Mining reserve of 34.5 MT

Financial Highlights

- Revenue: 4833 Mn down 45% yoy
- EBITDA: 656 Mn down 66% yoy (margin 13.6% down 820 BPS)
- PAT: 513 Mn down 62% yoy (margin 10.6% down 460 BPS)
- Order book: 83,050 Mn (27.2% Roads, 30.0% Irrigation and Pipeline, 42.8% Mining)

DEE Development Engineers Ltd Q1FY26 Concall Highlights CMP: INR 290| Market Cap: INR 20,010 Mn

- The order book stood at INR 12,126.7 Mn as of July 31, 2025, providing healthy visibility for upcoming quarters.

- Capacity expansion at the Anjar facility (adding 15,000 MTpa) is ahead of schedule and will double non-fabrication capacity to 30,000 MTpa by end of August 2025.

- The high-wall seamless pipe plant is on track for commercial production by January 2026, advancing the company's backward integration strategy.

- Piping division revenue grew 30.4% YoY, contributing 86.9% of total revenue in Q1.

- Cash conversion cycle lengthened from 210 to 247 days, driven by inventory days rising to 243 as raw materials were stocked in anticipation of execution.

- The biomass power business is awaiting a tariff revision decision expected by end-August or early September; a continued tariff cut could depress EBITDA margins to 16–18%.

- International order exposure to the US is minimal only 2% of the current order book is destined for the US, with an additional 3% from Thailand exports subject to a 19% tariff.

- The company has secured L1 status on a major power sector bid and expects order finalizations within two to three weeks, with execution timelines ranging from 6 to 12 months.

- Management reiterated FY26 revenue guidance of ~INR 13,000 Mn and operating EBITDA margins of 19–20%, subject to the outcome of the biomass tariff review.

- Strategic entry into the green hydrogen sector via an MOU with an international clean-tech partner and acquisition of Maldives MOC Sieve Designs Ltd. positions the company for new growth in modular hydrogen production systems.

- Q1 CapEx amounted to INR 250–300 Mn, with total FY26 CapEx guidance of ~INR 1000 Mn to support process- piping and high-wall seamless piping capacity expansions.

- At full utilization, current capacities at Anjar and existing plants can collectively support annual revenues of INR 25,000–30,000 Mn.

Nirlon Ltd. Q1 FY26 Earnings Call Key Takeaways CMP – INR 542 | Mcap – INR 48.8 Bn

Financial Performance Highlights

- Total income for Q1 FY26 reported at INR 1.67 billion, marking approximately 6% year-on-year growth.
- EBITDA stood at INR 1.32 billion, showing an 8% increase year-on-year with margins at a healthy 78.93%.
- Profit after tax (PAT) recorded at INR 580 million, reflecting a strong 17% growth year-on-year.
- The tax rate for the quarter was noted at 34.9%.

Operational Metrics

- Average occupancy rate for Nirlon Ltd.'s combined properties (NKP and Nirlon House) was 97.5% in Q1 FY26.
- As of 30 June 2025, approximately 280,000 square feet was vacant across NKP and Nirlon House, majorly attributable to space vacated by Morgan Stanley.
- About 269,000 square feet of this vacancy at NKP has been relicensed or committed to top-tier clients including Deutsche Bank, Barclays, MUFG, Citi, EY, and Accenture.
- Citi has exercised its option to renew 196,000 square feet at NKP.
- The spaces vacated by Morgan Stanley was relicensed at higher rental rates ranging from INR 170 to 185 per square foot per month with annual escalation clauses.
- The re-leasing process occurred in a staggered manner during Q1 FY26, with some spaces vacated mid to late June, hence full rental income from this relicensing is expected to reflect more significantly from Q2 onwards.
- Despite a slight reduction in occupancy from 99.8% in Q1 FY25 to 97.5% in Q1 FY26, Nirlon Ltd. managed a 4.5% year-on-year increase in rental income, driven by higher re-leasing rates.

Other highlights -

- Morgan Stanley has fully exited its leased spaces, with all vacancies either re-licensed or committed under agreements and security deposits.
- No significant updates were provided on Nirlon House ownership consolidation or other asset acquisitions.
- The company clarified it does not possess transferable development rights (TDR); while eligible to develop higher floor space index (FSI), it does not hold monetizable TDR assets.
- Management is evaluating the choice between old and new tax regimes, with the decision expected by September
2025.
- The company's current interest rate on outstanding loans is approximately 7.6%, with spreads around 233 basis points.
- Management is actively engaging with lenders for spread reduction but did not disclose specifics on prepayment penalties or debt restructuring.
- No major progress updates were shared regarding weakening of cost of capital or loan prepayments as of Q1.

Praj Industries Ltd – Q1FY26 Earnings Call Key Takeaways| CMP : INR 414 | MCap: INR

75,950 Mn Overview

- Consolidated income from operations stood at INR 6,400 Mn, down from INR 6,990 Mn in Q1FY25 due to slowdown in execution and delayed order conversions.
- PAT declined to INR 63.4 Mn from INR 841 Mn last year, impacted by lower volumes, higher site-related costs, and fixed cost absorption issues at the GenX facility.
- Revenue mix: Bio-energy 60%, Engineering 28%, PHS 12%; exports contributed 39%.
- Order intake for the quarter was INR 7,950 Mn with 55% domestic; backlog stood at INR 44,500 Mn with 62% domestic share.
- Cash position was INR 4,500 Mn as of June-end.

Business Environment

- Domestic ethanol capacity has exceeded current EBP 20 needs, slowing greenfield project conversion; clarity awaited on higher blending mandates and potential diesel-ethanol blending.
- Maharashtra announced a bio-energy policy targeting INR 280,000 Mn in investments over five years in sugarcane-derived products.
- International bio-energy orders delayed due to tariff uncertainties in the US; positive clarity emerging from the 45Z low-carbon ethanol credit policy.
- CBG business seeing healthy inquiry pipeline, particularly in pressmud-based and Napier grass feedstocks, with a differentiated combined CBG-bio-bitumen offering.
- SAF business gained momentum with detailed engineering order in the US and partnerships with IATA and ISMA for carbon intensity certification.

Future Outlook

- H1FY26 expected to remain challenging, with gradual recovery anticipated in H2 as blending mandate clarity emerges and order execution improves.
- Medium-term growth drivers remain intact: ethanol pathways expansion, CBG adoption, SAF, bioplastics, international markets, and modularization opportunities beyond energy transition.
- GenX capacity utilization to be supported by diversification into new industries such as batteries, solar, and semiconductors, and expansion into geographies including Latin America, Europe, and the UK amid US tariff headwinds.
- Advanced technology upgrades, plant modifications, and value-added co-products such as DCO, rice protein, and bio-bitumen expected to support profitability even in a low-greenfield-order environment.

Financial Highlights

- Revenue: INR 6,400 Mn, down 8% YoY.
- EBITDA margin: 4.9%, lowest in over 15 quarters, due to revenue drop of about INR 2,200 Mn QoQ, GenX fixed cost under-absorption, and higher site expenses.
- Order backlog: INR 44,500 Mn.
- Cash-in-hand: INR 4,500 Mn.

Enviro Infra Engineers Limited – Q1 FY26 ConCall Highlights CMP: INR 245.25| MCap: INR 43.06 Bn

Outlook

The company had an excellent quarter. Revenue went up to INR 2,409 Mn (up 17% yoy) and PAT increased to INR 425 Mn (up 42% yoy), driven by major CETP, STP, and other water projects. It forayed into solar adding 69MW capacity. Despite facing INR 111.5 Mn cyber fraud with partial recovery, the financials maintain strength with continued expectation of expansion. There is strong enough cash flow to sustainably support the outstanding INR
20.51 Bn order book. Future plans include pan-India expansion, larger STP/CETP projects, and entry into the Hybrid Annuity Model segment. The company guides for 35-40% CAGR growth over next five years alongside 22-25% EBITDA margins.

Operational Overview

- Strengthens Maharashtra presence entering ZLD segment with 3955 Mn CETP EPC order with solutions

deployment like Ultrafiltration, RO, and MVR
- Secured 3063 Mn STP EPC projects in Chhattisgarh with long-term 15 year O&M
- Bagged two major projects worth 2212.6 Mn in Karnataka under KWSDRP
- Acquisition of Vento Power Infra Pvt Ltd for 40MW Solar Power project in Odisha with potential for 74MW, and acquisition of Soltrix Energy Solution Pvt Ltd for 29MW Solar Power project in Maharashtra with 25 year O&M contract
- Cyber fraud of 111.5 Mn (49.5 Mn charged in exceptional items, 25 Mn recovered) with top executive forgoing renumeration till recovery

Financial Highlights

- Revenue: 2409 Mn up 17% yoy
- EBITDA: 642 Mn up 25% yoy (margin 26.7% up 170 BPS)
- PAT: 425 Mn up 42% yoy (margin 17.0% up 260 BPS)
- Order book: 20.51 Bn across various projects

Future and Guidance

- Expand pan-India presence especially by capitalizing on government initiatives like AMRUT 2.0, NRCP, and NPCA
- Expansion of size of projects from 50 to 200 MLD for STPs and 20 to 50 MLD for CETPs
- Bid for Hybrid Annuity Model (HAM) to qualify and eventually attain larger HAM projects
- Gathering enough experience for desalination segment through JVs with future expectation to enter the space individually
- Expected 35-40% CAGR for next five years at 22-24% EBITDA margins only for the wastewater treatment segment (further contributions from solar segment)

Star Cement Ltd Q1 FY26 Earnings Call Takeaways
CMP – INR 291 | Mcap – INR 117 Bn

Guidance:

The management reaffirmed its commitment to driving volume growth, cost rationalization, and premiumization. Despite monsoon-related softness in Q1, it remains confident of achieving the full-year volume guidance. Capacity expansion plans, particularly in Rajasthan and other key geographies, are on track to support the long-term goal of reaching 20 Mn tonnes. The company will continue to pursue sustainable growth through renewable energy initiatives while maintaining a disciplined balance sheet.

Financial Performance:

- Revenue increased to around INR 8.37 Bn in Q1 FY26 from INR 7.36 Bn YoY.
- EBITDA significantly rose to INR 2.30 Bn from INR 1.18 Bn in the comparable period last year.
- Profit after tax was INR 980 Mn vs. INR 310 Mn previously.
- EBITDA per tonne improved notably, reflecting better operational leverage and realization.

Operating Performance:

- Clinker production increased to 890,000 tonnes in Q1 FY26 from 686,000 tonnes a year earlier.
- Cement production rose to 1.231 Mn tonnes vs. 1.18 Mn tonnes YoY.
- Cement sales volume stood at 1.222 Mn tonnes, with clinker sales at 74,000 tonnes, both higher YoY.
- Geographic sales distribution showed 897,000 tonnes sold in Northeast (up from 850,000 tonnes) and 325,000 tonnes outside Northeast (up from 304,000 tonnes).
- Product mix comprised approximately 15% Ordinary Portland Cement (OPC) and 85% Portland Composite Cement (PCC).

Capacity Expansion and Capex:

- Commissioning timelines remain unchanged: 2 Mn tonnes capacity at Silchar expected by January FY26, and 2 Mn tonnes at Jorhat by January FY27.
- Q1 FY26 capex incurred was INR 620 Mn; full year FY26 capex guidance at INR 8.2 Bn with INR 6 Bn planned for FY27.
- Rajasthan expansion plan is underway with potential 3 Mn tonnes clinker and 4 Mn tonnes cement capacity, estimated total capex around INR 24 Bn, timeline approximately 3.5 years.
- Exploration of additional growth opportunities including a potential 2 Mn tonnes plant in Bihar to support eastern markets beyond Northeast.

Other Highlights-

- Fuel cost per kcal declined to INR 1.35 from INR 1.5 in the previous quarter and is expected to remain stable.
- Incentives recognized in Q1 were about INR 620 Mn; cumulative outstanding incentives booked but yet to be received amounted to around INR 1.5 Bn.
- Full year incentive guidance remains at INR 2.20–2.50 Bn.
- Price levels have remained stable despite off-season and demand variability; premium cement contributes roughly 12.2% of sales with a target to increase to 18% by FY26 end.
- Alternative fuels accounted for 18% of thermal energy in Q1.
- 78% of fuel requirements secured under long-term SSA agreements, lowering fuel cost risk.
- Company engaged EY for a roadmap targeting up to 60% power from green energy sources including 40 MW solar projects in Assam and potential wind energy options.
- AAC blocks and construction chemical businesses recently started, contributing revenues around INR 700–800 Mn expected this year with ramp-up of 20-30% next year.
- Cement transport from Northeast Frontier Railway's new freight services may improve service levels but could also increase competition from external players.

Eureka Forbes Ltd- Q1FY26 Concall KTAs

Management expects sustained double-digit growth in service bookings in the coming quarters, with revenue impact from these bookings becoming meaningful from Q4FY26. Focus remains on balancing growth investments with cost efficiencies to achieve full-year margin expansion in FY26. Category growth estimates are seen as conservative, with robotics and water purifier penetration likely to exceed current projections. Long-term penetration potential in water purifiers is close to 100% given universal water quality issues in India.

Financial Performance

- Revenue for Q1FY26 stood at INR 6,077 Mn, a 9.9% YoY growth.
- Adjusted EBITDA margin for Q1FY26 was 11%, impacted by higher service payouts and growth investments.
- Gross margins were at 59.7%, slightly lower than last year's 60.5% due to tactical promotions but 20 bps higher sequentially.
- Employee expenses grew 7% YoY, and other expenses grew 6.1% YoY, both below topline growth despite elevated growth investments.
- Profit after tax rose by 24.1% YoY to INR 385 Mn.

Segment Performance

- The product business registered double-digit growth in both volume and value, led by strong performance in water purifiers and robotics within the vacuum cleaner category.
- 52% YoY growth in robotics, contributing significantly to vacuum cleaner category growth.
- Double-digit growth in service bookings, driven by higher AMC volumes, increased ASPs, and a rise in multi-year bookings. Service contributes 1/3rd of the overall business and remains a key profitability driver.

Operational Performance

- Installed base of AquaGuard water purifiers stands at ~14 Mn customers, but AMC penetration remains low, presenting a large untapped opportunity.
- All filter manufacturing is in-house at factories in Dehradun and Bangalore, with sufficient capacity for future growth.
- Online AMC bookings have increased from 10–12% historically to ~65% currently, aiding retention and efficiency.

Other Highlights

- Segmented AMC offerings were introduced to enhance affordability and customer choice. 2/3rd of AMCs are now sold digitally, improving customer retention and reducing acquisition costs.
- The company rolled out direct payouts and performance incentives to service technicians to boost efficiency and engagement.
- New filter innovations were launched to address region-specific water quality issues.
- Expansion of a dedicated distributor network for the filter aftermarket is underway to tap into non-AMC customers.
- The water purifier category in India has only 6% penetration (urban ~12%, rural ~3%), offering significant growth potential
- Growing urbanization and time constraints are driving demand for robotic vacuum cleaners.

Ashoka Buildcon Ltd – Q1FY26 Concall KTA's

Outlook: The Company expects steady growth in FY26, with execution picking up sharply in H2FY26 as project mobilizations complete and weather conditions improve. The Business targets 10-12% revenue growth for FY26, based solely on its existing INR 158,860 Mn order book, with higher growth anticipated in FY27 as a large share of projects reach peak execution. Strong bid visibility of INR 1,500,000-1,800,000 Mn. from NHAI/MoRTH, combined with diversification into railways, power T&D, and intelligent traffic systems, will support long-term growth. Planned asset monetization by September 2025 will significantly reduce debt, improve cash flows, and strengthen the balance sheet, enabling the company to take on larger EPC, HAM, and select BOT opportunities in both domestic and international markets.

Guidance

- FY26 revenue growth targeted at 10-12%, with execution ramp-up from Q3FY26 onwards and higher peak execution in FY27.
- EBITDA margins expected to sustain at 9.5-10%, by higher-margin new projects.
- Order inflows guided at INR 100,000-120,000 Mn in FY26, with ~INR 30,000 Mn per quarter from Q2FY26 onwards.
- Debt reduction plan targets standalone debt at INR 5,000-6,000 Mn within a year, using proceeds from BOT/HAM asset sales.
- Capex for FY26 expected at INR 1,250 Mn, with INR 230 Mn already spent in Q1FY26. Equity commitment for HAM projects totals INR 2,300 Mn over FY26-FY28.

Financial Highlights

- Standalone Q1FY26 revenue stood at INR 13,390 Mn, down 30% YoY because of early monsoons and mobilization delays, while EBITDA rose 4% YoY to INR 1,510 Mn with an 11.3% margin up 370 bps.
- Consolidated revenue was INR 19,370 Mn down 22% YoY, with EBITDA at INR 6,490 Mn up 3% YoY and margins at 33.5%. PAT rose 44% YoY to INR 2,270 Mn.
- BOT division revenue rose 13% YoY to INR 3,620 Mn, by toll revisions and higher traffic.
- Consolidated debt stood at INR 68,260 Mn; standalone debt at INR 16,520 Mn.

Other Highlights

- Order book at INR 158,860 Mn: Roads & Railways INR 104,330 Mn i.e. 65.7%, Power T&D INR 49,950 Mn i.e. 31.4%, Buildings INR 4,580 Mn i.e. 2.9%.
- The asset monetization plan includes sale of 5 BOT projects to Maple and 5 HAM projects to Edelweiss by September 2025. Proceeds will fund SBI Macquarie exit INR 16,000-17,000 Mn and debt repayment INR 10,000 Mn.
- International expansion with a USD 67 Mn Guyana road contract and bidding in Croatia for road/rail EPC projects

- Government pipeline visibility at INR 350,000 Mn currently, with scope to reach INR 1,500,000-1,800,000 Mn, largely from NHAI/MoRTH EPC, HAM, and selective BOT.
- Intelligent Traffic Management projects in Maharashtra structured as PPP with revenue per incident model and capped IRR of 18%, with excess returns shared with the government.
- Tariff revisions in toll projects have boosted YoY revenue growth in the BOT division; similar adjustments are expected in upcoming years to offset inflation and traffic variation.
- The company expects a sharp execution ramp-up in Q3FY26 and Q4FY26 as project mobilizations are completed and power segment holds are lifted, with Q4FY26 revenue to surpass the historical quarterly peak of INR 25,000 Mn.
- The INR 16,000 Mn contract, of which the company's share was INR 8,500 Mn, was cancelled because of a High Court intervention and is currently off the books, though it may be re-bid later.

Rail Vikas Nigam Ltd Q1FY26 Earnings Call

CMP: INR 323 | MCAP: INR 686910 mn

Order Book & Inflows

- Q1FY26 order inflow: ~INR 10,000 million (Civil & Electrical engineering).
- Total order book: ~ INR 1,010,000 million.
  - Open bidding projects: ~ INR 605,000 million (96 contracts).
  - Legacy railway projects: ~ INR 410,000 million.
- Sectoral mix:
  - Civil engineering: INR 260,000 million (Metro INR 100,000 mn, Highways INR 90,000 mn, Other rail/irrigation INR 70,000 mn).
  - Electrical: INR 109,000 million (OHE, RDSS, transmission lines).
  - Signalling & telecom: INR 147,000 million (incl. Vande Bharat signalling orders).

Revenue & Growth Outlook

- Q1 revenue down ~3.4% YoY due to decline in railway segment (~25% drop).
- Bidding project revenue grew ~3.7x YoY, offsetting some railway decline.
- Management confident FY26 revenue will exceed FY25; already ahead of last year's run-rate in current quarter.

Margins & Costs

- Q1 gross margin at 13.57%; net margin dipped due to:
  - INR 200 million pre-bid consultancy expense for Vande Bharat project.
  - INR 400 million provisioning for losses on certain onerous contracts.
- Margins in bidding projects expected to improve as execution ramps up, scope changes get sanctioned, and claims are settled.

Vande Bharat Project

- RVNL share: capital cost ~ INR 86,400 million (in JV).
- Timeline:
  - First prototype rollout: June 2026.
  - Trials: ~6 months (faster due to ICF design familiarity).
  - FY26–27 revenue: expected from 6–8 train sets (including 2 prototypes).
  - Entire 120 train set order to be completed by FY30–32.
- 90% payment on prototype delivery, 10% post-trials.
- Supply chain largely established; no major cost surprises so far.

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- JVs & International Business
- International order book: ~ INR 40,000 million.
- FY26 overseas bids: ₹100,000 million submitted; another INR 60,000 million in pipeline; aiming INR 300–350,000 million bids this year.
- Target strike rate: 15–20% to expand overseas order book.
- Active MOUs/JVs in:
  - Rolling stock maintenance (Indian Railways tenders).
  - Nuclear sector (with Rosatom).
  - Solar projects (Uzbekistan, Saudi Arabia, upcoming in Romania ~800 MW). JV Performance
- Krishna Patnam Port JV reported profit for first time.
- SPRPL and 2 SPB JVs declared dividends this year.
- Improved traffic and lower liabilities expected to support more JV dividends going forward

Granules India Ltd -Q1FY26 Concall Highlights
CMP: INR 455 | Market Cap: INR 110 Bn

Outlook Granules India is in the final stages of remediating its Gagillapur facility with FDA re-inspection expected by Dec 2025, paving the way for a meaningful recovery from Q4 FY26. The Genome Valley facility's 40% capacity boost and pending EU and US approvals should drive prescription product growth, especially in Europe with new launches. Strategic entry into peptides and CDMO via Senn Chemicals positions the company for long-term expansion supported by dual-site manufacturing and R&D investments in Switzerland and India.

Financial Highlights

- Revenue stood at INR 12,101 Mn reflecting 3% YoY growth.
- EBITDA stood at INR 2,467 Mn reflecting 5% YoY de-growth.
- EBITDA Margin is 20.4%.
- PAT stood at INR 1,126 Mn reflecting 16% YoY de-growth.

Remediation Update

- Is in the final stages of remediation at the Gagillapur facility following the US FDA inspection and warning letter issued in August 2024 and the six-month eligibility milestone for a meeting and re-inspection will be reached in September 2025. No concerns have been raised by the FDA regarding the adequacy or pace of corrective actions to date.
- Remediation-related operational constraints are expected to ease only after regulatory clearance with meaningful growth in core business anticipated to resume from Q4 FY26 onwards. Regulatory and Inspection Updates
- Gagillapur facility remediation is ongoing with a milestone FDA re-inspection likely by December 2025. Similar successful inspections by German and Danish authorities have resulted in Denmark granting an EU GMP certificate valid through July 2025.
- Granules' US-based API site underwent a successful unannounced FDA inspection, resulting in one observation which was promptly addressed.
- The new Genome Valley formulations facility completed its inaugural FDA pre-approval inspection with only one procedural observation, re-affirming regulatory momentum and expansion efforts.

Capacity Expansion and Business Growth Outlook

- The Genome Valley greenfield facility unlocks an incremental capacity of 10 bn doses representing a 40% increase over the existing 26 bn-dose capacity at Gagillapur. This offers a second source of supply for finished dosages and pharmaceutical formulation intermediates to the US market.
- The ramp-up of prescription product supplies from Genome Valley is expected to be a key growth lever from Q4 FY26, contingent on regulatory approvals. European inspections for this site are also expected.
- Post-remediation and regulatory clearances, Gagillapur operations should return to normal supporting revenue uptick through new product launches and approval cycles. Europe sales are expected to rebound with enhanced capacity and new launches, potentially reaching 15–20% of total revenue in upcoming quarters. Around ten new product approvals for Europe are pending over the next two fiscal years, of which six can be commercialized upon approval.

Peptide and CDMO Strategic Initiative

- Granules has strategically entered the high-growth peptide therapeutics and CDMO segment via the acquisition of Sen Chemicals, positioning itself in advanced modalities such as peptides and, eventually, oligonucleotides.
- The expansion features a dual-site manufacturing network: Switzerland for high-complexity small-scale production and India for large-scale, cost-efficient manufacturing across global markets. R&D backbones are being stiffened with a new peptide R&D facility and Center of Excellence at IIT Hyderabad scheduled to operationalize in October 2025 while a commercial-scale manufacturing facility in India is targeted for launch by end-FY27.
- Senn Chemicals has a robust CDMO pipeline with ongoing projects and rising demand, mainly serving early-stage clinical assets but unable to disclose specific project details due to confidentiality reasons.
- The peptides business is set to contribute annualized revenue in the range of CHF 15–20mn. With the Indian supply infrastructure ramping up, opportunity capture will be maximized as supply bottlenecks reduce. ● Incremental investment for FY26 will be about INR 1bn in Switzerland and INR 200–300 mn for the backend R&D and lab infrastructure in India. FY27 may see some additional capex as the manufacturing backbone is deployed

Belrise Industries Ltd-Q1FY26 Concall KTAs-Arihant Capital CMP INR 134 | Market Cap INR 119,390 Mn| View: Positive

Outlook: Expects steady growth in FY26, supported by capacity expansions, new order wins, and stronger OEM partnerships. EBITDA margins are guided to remain stable at ~12.3–12.4%, with H-One India margins set to improve. The company aims to double its four-wheeler and commercial vehicle business in 2–2.5 years, aided by new facilities in Pune, Chennai, and Bhiwadi. Capex of INR 8,000 mn over two years will be funded mainly through internal accruals, focusing on high-ROCE projects, higher capacity utilisation, and moving towards a Tier-0.5 system supplier model. Seasonal demand recovery in Q2 FY26 and limited exposure to rare-earth shortages will support performance. Belrise is also expanding into defense, aerospace, and suspension systems, creating additional growth drivers alongside its core automotive business.

Q1FY26 revenue stood at INR 22,622 mn, up 27% YoY, driven by 29% YoY growth in manufacturing revenue to INR 18,323 mn, outperforming the industry. EBITDA came in at INR 2,805 mn, up 17% YoY, with margins steady at 12.4% against 12.3% in FY25, despite integration of lower-margin H-One India.
Debt reduction post-IPO IPO proceeds enabled repayment of INR15,960 mn debt in May, reducing net debt to INR7,698 mn by June-end, improving balance sheet flexibility.

Chennai facility ramp-up : New plant commenced supply to a premium 2W OEM (2,000 exhausts/day) and a CV OEM (ATS brackets), targeting INR2,000–2,500 mn peak annual turnover in 2–3 quarters.

M&HCV: Secured first order for "long members" from a leading Indian CV OEM and Pune facility (60,000 units/year capacity) to start by Q2 FY26, with ~INR1,500 mn annual peak turnover potential.

Technology edge from H-One: Acquisition enables work with 900–1150 MPa high-tensile steel, supporting lightweighting and safety compliance, creating differentiation in CV chassis systems.

EV 2W OEM breakthrough: Signed General Purchase Agreement with a leading EV 2W OEM; engaged on multiple RFQs for future product supply.

In-house braking innovation: Commenced serial production of patented Combination Braking System (CBS) for a top EV 2W OEM; currently supplying 5,000 systems/month, with scope for adoption across other OEMs.

Electric 3W chassis entry: Completed development for a leading 2W OEM's upcoming electric 3W; production to begin Q2 FY26.

Bhiwadi plant commissioning: Facility to go live in Q2 FY26, catering to 2 PV OEMs and 2 2W OEMs; revenue contribution expected post-ramp-up.

Defense and aerospace traction: Additional orders from Indian and Israeli OEMs for armored vehicle components; modest initial values but strategic for long-term penetration.

CapEx plan intact: INR8,000 mn CapEx over next 2 years, with INR1,050 mn spent in Q1 and focus on CV/PV capacity and selective 2W expansion.

Pilot hub motor line : Pune facility trial production underway & sampling to customers, with commercialization requiring
extended validation cycles.

Content per 2W Targeting increase from INR12,500 to INR17,300 through proprietary products like steering columns, braking systems, and air filters.

Four-wheeler/CV revenue target : Plan to double segment revenue in 2–2.5 years vs. FY25 levels, leveraging new model launches, deeper OEM engagement, and exports.

EV segment caution: Anticipates short-term slowdown in EV 2W production due to rare earth material shortages, but minimal revenue impact (~5% of manufacturing revenue from EV OEMs).

Export: Exports contributed 5.4% of manufacturing revenue in Q1 FY26, supported by new European luxury OEM orders.

Trading revenue mix: Trading business (~6% EBITDA margin) contributed ~19% of sales vs. ~20% last year; no material change in mix.

H-One Q1 performance: Revenue at INR350 mn, impacted by >40% volume drop at a key Japanese OEM, PAT at INR25 mn, utilization <40% with significant room for growth without major CapEx.

Repair & maintenance spike - Q1 other expenses rose~40% YoY, partly due to 2.5x higher maintenance costs and H-One consolidation.

Subsidy inflows: Company to receive INR100-120 cr in subsidies over the next decade, providing a steady margin cushion.

ROCE improvement focus: Targeting move from mid-teens to high-teens ROCE via high-GM projects, better capacity utilization (aiming 70% vs. 65% currently).

Competitive positioning: Largest Indian 2W chassis player with ~21% market share; main listed competitor in sheet metal is JBM Group.

Diversified OEM base: Serving 30+ domestic and international OEMs across 2W, 3W, PV, CV, agri-vehicles, and defense.

Dividend policy initiation: Declared 11% of face value as FY25 final dividend, first payout as a listed company.

Festive season optimism: Management expects demand uplift from improving chip availability and retail sentiment in H2 FY26.

CV segment exports: Plans to export “long members” to additional OEMs post-Pune plant ramp-up.

Strategic capacity expansion: Ongoing multi-location footprint expansion to support OEM proximity and JIT supply models.

Margin guidance: Maintaining stable consolidated EBITDA margin outlook, despite product mix changes and H-One integration.

No US tariff exposure: Minimal US revenue mitigates geopolitical trade risks.

Group company merger update: Badve Autoform acquisition (14% stake already acquired) progressing; completion subject to regulatory approvals.

Venus Pipes and Tubes Limited Q1FY26 Concall Highlights
CMP: INR 1,284| Market Cap: INR 26,350 Mn

- Exports were the primary growth driver, at INR 1031 Mn for the quarter (up 69% YoY).
- Domestic sales remained stable, with new large orders secured from a leading integrated power plant equipment manufacturer.
- The company's order book stands at INR 5600 Mn, with approximately 35% coming from export contracts.
- Robust inquiry levels from the power sector underpin a healthy pipeline for the remainder of FY26.
- Venus delivered all-time high quarterly revenue despite geopolitical headwinds and rising global uncertainty.
- Management maintains FY26 revenue growth guidance of 20%, but now expects to achieve at least 25% growth, driven by strong export momentum.
- Capex projects for value-added fittings and seamless pipes remain on schedule, with commissioning targeted in H2 FY26.
- A new piercing line will be installed alongside seamless expansion to achieve full backward integration.
- Blended plant capacity utilization for FY26 is expected to average around 80%, rising further in FY27 once all expansions are online.
- Management sees continued margin stability in the 16–18% range, supported by higher-value-added products and operational efficiencies.
- Recent U.S. Section 232 tariff hikes (from 25% to 50%) have had limited impact on India's supply competitiveness; Venus continues approvals and diversification across Europe, Middle East, Southeast Asia, and Africa.
- The domestic stainless-steel tube market is shifting from unorganized to organized players, bolstering long-term demand for quality products.
- Growth in welded pipes and fittings will accelerate as new capacities come online, with fittings set to deliver higher margins than current product lines.
- Incremental volume growth, rather than price increases, drove the quarter's revenue expansion.
- Management highlighted stable raw material prices and a diversified end-market mix including power, chemical, oil & gas, engineering, and pharmaceuticals.
- Company is strategically diversifying geographic exposure to mitigate risks from U.S. tariff uncertainties.
- For FY27, management anticipates top-line growth of at least 20%, supported by full utilization of expanded capacities and continued export strength.

Titagarh Rail Systems Ltd– Q1 FY26
Concall KTAs CMP INR 799 | Market Cap INR 107.5 Bn

Strategic Direction
- Company to focus on the core railway systems business, covering passenger and freight segments.
- Shipbuilding business to be de-merged into a wholly owned subsidiary to pursue independent growth.
- Defence and bridges segments under review for possible divestment, JV, or partnerships — decision expected within 2–3 months.
- Passenger rail system identified as the primary growth driver; freight to remain a steady annuity business.
- Current order book: passenger rail ~INR 26,000 Mn vs wagon business ~INR 4,000–4,500 Mn.
- Transitioning from manufacturing-led to technology-led model with sustained investments in design, engineering, and R&D.

Freight/Wagon Business
- FY26 revenue expected broadly in line with last year.
- Monthly production target: ~900 wagons (capacity 1,000–1,200/month).
- Outstanding order book ~10,500 wagons; large Indian Railways tender expected by FY26-end or early FY27.

Passenger Rail Systems
FY26 target: 120 metro cars vs 12 last year; stainless steel coach line fully operational.

Capacity ramp-up:
- Phase 1: 50 cars/month by end-FY27.
- Phase 2: ~72 cars/month within 2–3 quarters thereafter.
- Long-term: 100 cars/month in 3–4 years.

Metro orders:~440 coaches in hand; actively bidding for more. Key projects:
- Ahmedabad & Surat Metro – completion within ~16 months.
- Mumbai Metro Line 6 – 24-month execution from Aug-25.
- Pune Metro – aluminium manufacturing line to be set up; delivery within 18–24 months.
- Vande Bharat: prototype in Q2 FY27; commercial production from Q4 FY27 at 20–25 cars/month, scaling up in phases.

Propulsion & Electrical Systems
- Higher-margin segment (15–20% EBITDA potential).
- Order book ~INR 550 Mn; meaningful contribution expected in FY26.
- Break-even: 150 traction motors/month and 1–1.5 rakes/month.
- Land Acquisition & Capacity Expansion
- Acquired 40 acres in Uttarpara, WB for ~INR 1,360–1,370 Mn; to be used for capacity expansion, backward integration, and creation of a 1.6 km test track.
- First-phase expansion to reach 50 cars/month within 12 months.

Capex
- INR 10,000 Mn capex plan through FY27, including land acquisition.
- No major upward revision to plan; spend phased with business growth.

Italian Associate (FMA)
No further cash outflow expected; resolution on stake structure targeted by end-CY25.

Zydus Lifesciences Ltd- Q1FY26 Concall Highlights
CMP: INR 955 | Market Cap: INR 960 Bn

Outlook
Zydus Lifesciences expects to sustain growth momentum in FY26 with single-digit growth in the US business, driven by over 30 planned launches, a scaling 505(b)(2) portfolio, and steady base business despite the Revlimid erosion. India formulations are set to outpace market growth, while emerging markets and Europe are projected to deliver high-teens to mid-20s growth. Strategic acquisitions in MedTech and biologics CDMO, along with a robust innovation pipeline, are expected to provide long-term growth drivers beyond FY27.

Financial Highlights
- Revenue was INR 65.7 bn, up 6% YoY basis.
- EBITDA was INR 20.9 bn with a margin of 31.8%. Net profit was INR 14.7 bn, up 3% YoY basis.
- Guidance for FY26: They expect top-line growth as targeted with EBITDA margins better than 26%. US Formulations Business (Generics)
- Revenue was INR 31.8 bn, up 3% YoY and 2% QoQ. This is 48% of total revenue.
- Filed 3 new ANDAs, got 6 approvals and launched 3 new products.
- Revlimid generic: Most of the quota for this high-margin product was sold in Q4 FY25, so less contribution now. Expecting price erosion but still single-digit growth for US business in FY26.

Future Drivers
- Planning more than 30 product launches in FY26 including injectables if facilities get cleared.
- Ibrance generic possible in late FY27 or early FY28 depending on pediatric exclusivity. Could grow volumes post-generic entry.
- US business to grow single-digit in FY26 and FY27 outlook positive but depends on launches and Revlimid cliff. Base business and new products will help offset losses.

India Business (Branded Formulations + Consumer Wellness)
- Branded Formulations: Grew 9%, faster than market. Driven by pillar brands, innovations, and chronic therapies. Chronic portfolio now is 43.7%.
- Consumer Wellness: Revenue INR 8.5 bn, up 2%. Seasonal brands struggled due to weather, but non-seasonal grew double-digit. Focus on innovation and wellness trends.

International Markets (Emerging Markets + Europe)
- Expect high-teens to mid-20s growth. Driven by demand, tenders and execution. Acquisitions and New VenturesMedTech (Medical Devices)
- Acquired 85.6% in Amplitude Surgical (France): Adds orthopedic implants, robotics, and navigation. Launching in India and expanding to Australia, Brazil, Mexico. Expect cost savings and margin improvements.• Building dialyzer facility with INR 3,000 Mn Capex over 12-18 months and small capex for cardiology.

Biologics CDMO
- Acquired Agenus' US biologics facility and initial 3-year contract for BOT/BAL production.

Pipeline & Innovation
- Saroglitazar (PBC): Trial completed and data readout in late Q2/Q3 FY26 and potential launch in FY27.
- Usnoflast (ALS): Phase II(b) trial starting, fast-track & orphan drug status and potential approval post Phase II(b) if data strong.
- Biosimilars: Regulatory path in US now easier and evaluating in-house & in-licensing opportunities.
- Vaccines: Phase II Hepatitis E completed and Phase IV rabies vaccine trial ongoing.505(b)(2) Portfolio:
- Sitagliptin commercialized and Docetaxel & 2 more products in pipeline. Major revenue scale-up will be from FY27.

Capex
- Total INR 12,000 Mn for FY26 includes INR 3,000 Mn for MedTech and rest for maintenance/expansions.

Som Distilleries & Breweries Limited – Q1 FY26 ConCall Highlights CMP: INR 140.00 | MCap: INR 27.30 Bn

Outlook

SOM had a decent quarter despite the major Karnataka hit from high excise duty.The company reported Q1FY26 revenue of INR 5,301 Mn (up 3% yoy) and PAT of INR 421 Mn (up 4% yoy), with beer contributing to 90.6% of sales. Beer volumes fell 2% on high Karnataka excise duty reducing its regional market share from 18% to 13%, partly offset by ~60% IMFL growth. Beer realizations improved to INR 566 per case owing to favorable brand mix. SOM entered the mid-premium whisky segment with Mahavat and is expanding into Uttar Pradesh via a INR 370 Cr phased capex, targeting production by H1FY27. FY26 revenue is guided at INR 15,000–16,000 Mn, driven by brand launches, market expansion, and capacity additions.

Operational Overview

- Beer was 90.6% of total revenue
- Beer had 2% volume decline while IMFL had ~60% volume growth giving overall 1% decline in volume
- Imposition of high excise duty on beer in Karnataka, one of the key markets for SOM hence losing 4-5% market share from initial share of 18%

Financial Highlights

- Revenue: 5301 Mn up 3% yoy
- EBITDA: 721 Mn up 11% yoy (margin 13.6% up 100 BPS)
- PAT: 421 Mn up 4% yoy (margin 7.9% up 60 BPS)
- Beer realization was Rs. 566 per case compares to previous Rs. 550 owing to change in brand mix of beer sold
- Gross debt increased 310 Mn with gross debt-to-equity ratio going from 0.25x to 0.28x after Q1

Growth Overview

- SOM enters India's mid-premium whisky segment by launching Mahavat Whisky (MRP 1,000 – 1,100)
- Mahavat had a successful Bhopal launch with entry planned for Delhi and Madhya Pradesh
- Growing at CAGR 59% over past three years
- Woodpecker Premium Beer recognized as India's Leading Brand – Rising Star 2025

Plans to expand into Uttar Pradesh market

- Expanded Uttar Pradesh presence through subsidiary "Woodpecker Greenagri"
- Phased capex with production to be on the charts by H1FY27 and distillery for IMFL in Phase II
- Largest state in country by population giving 35 million cases market size
- New policies for composite beer license boosting retail presence of beer
- Supply of Madhya Pradesh today would be supplemented by the time production is set up next year
- Planned 370 Cr capex with 55 Cr spent already

Future and Guidance

- Revenue expectation for FY26 will be 15,000-16,000 Mn
- Prioritizes Andra Pradesh over Telangana for future expansions
- Expected recovery in Karnataka market by end of Q3 gaining market share beyond 18%

Astral Ltd Q1FY26 Concall Highlights
CMP: INR 1,270| Market Cap: INR 340.94 Bn

Outlook: Astral's different businesses are set to grow strongly. Paints and bathware are already seeing big gains, and adhesives are doing well in India and the UK. The new 40,000-ton CPVC plant will save money, free up over INR 1,200 Mn in cash, and boost profit margins. Extra capacity at Kanpur and Hyderabad, a flexible PVC buying plan, and expected anti-dumping duties will drive more sales. With INR 3,000–3,500 Mn planned for investments and a 30% jump in volumes in July, Astral looks ready for solid double-digit.

- Plumbing division revenue fell 5.85% YoY to INR 9,530 Mn from INR 10,130 Mn, impacted by early monsoon and low government spending.
- Adhesive India business grew 9.15% YoY to INR 2,610 Mn; EBITDA margin decreased to 14% from 16%.
- UK adhesive business reported a 7% growth to INR 960 Mn, with a 5.4% EBITDA margin after excluding forex effects.
- Paint business saw 20% growth to INR 500 Mn, marking its first positive growth since acquisition.
- Bathware division achieved 27% growth to INR 330 Mn from INR 260 Mn, showcasing strong market performance.
- Overall consolidated EBITDA decreased from 16.36% to 14.25%, primarily due to INR 250 Mn inventory losses from polymer price decline.
- CPVC manufacturing plant announced with 40,000 metric ton capacity, requiring INR 1500 Mn investment; expected commissioning in Q2FY27.
- Plant commissioning scheduled for Q2FY27 after three years of successful R&D development.
- Technology partnership with technical partner holding 20% equity stake who contributed to R&D development
- Working capital benefit expected as current 90-day CPVC inventory will reduce to 1-2 weeks, freeing up INR 1200-1300 Mn in working capital.
- Margin expansion expected from backward integration, with industry CPVC margins typically ranging 25-30% EBITDA.
- Confident in achieving double-digit growth for FY26 despite slow Q1; July showed a promising 30% volume growth.
- Demand scenario improvement expected from September after festive period, with Diwali in mid-October driving home improvement activities.
- Operational capex for Q1 was INR 500 Mn, with an annual guidance of INR 3000-3500 Mn, signaling ongoing investment commitment.
- New PVC sourcing strategy enhances flexibility by leveraging multiple suppliers across various regions, reducing dependency risks.
- Kanpur plant will be commercially ready for production in Q3, starting with tank and PVC products to serve UP, Bihar and eastern NCR markets.
- OPVC orders have started coming in with all regulatory approvals in place.
- Hyderabad plant has settled and is gearing up for volume benefits in coming quarters.
- PVC anti-dumping duty expected to be announced in this quarter, which will aid volume and value growth.
- Paint business strategy focused on Astral brand launches in select territories with 20% growth target.
- Bathware distribution reaches 70% of channel network with presence in North, West, and South regions.
- Market share growth opportunity noted in piping business currently in higher single digits with significant expansion potential.

Jyothy Labs Ltd | Q1FY26 Earnings Call – Key Takeaways|
CMP: INR 333 | MCap- INR 122,210 Mn

Overview

• The quarter saw mixed operating conditions with lingering inflationary pressures and fragile urban sentiment, leading to downtrading and deferment of non-essential purchases
• Rural markets outperformed urban, showing resilience, while modern trade, e-commerce, and quick commerce delivered double-digit growth, largely substituting traditional trade rather than driving incremental consumption
• Above-normal monsoon forecasts, easing crude prices, supportive fiscal measures, and early signs of urban demand recovery from July provide optimism for H2 performance
• Competitive intensity remained high across categories, particularly in dishwash Category Performance
• Fabric Care posted mid-single-digit volume growth in both Main Wash and Post Wash segments, with the liquid detergent portfolio more than doubling YoY and delivering double-digit sequential value growth
• Detergent powders and bars performed steadily, and the new fabric conditioner Ujala Young & Fresh gained early traction
• Dishwash recorded high single-digit volume growth in bars and double-digit growth in liquids, though value growth was impacted by heavy promotions
• Personal Care was flat YoY but improved sequentially, with beauty soap Jovia and the Margo brand showing encouraging market response
• Household Insecticide remained under pressure, with profitability turnaround targeted by H2FY27

Financial Highlights

• Revenue from operations stood at INR 7,510 Mn, up 1.4% YoY, with volume growth of 3.6%
• Gross margin contracted 330 bps YoY to 48% due to input cost pressures and heightened competitive activity in dishwash
• EBITDA margin stood at 16.5%, with operating EBITDA at INR 1,240 Mn and PAT at INR 970 Mn
• Advertisement and promotion spend was 7.8% of sales, with long-term brand investment focus maintained
• Excluding the Household Insecticide segment, volume growth was 4.8%

Outlook

• Demand expected to improve meaningfully from Q3 onwards, driven by good monsoon, easing inflation, festive season momentum, and traction from new launches
• Price–volume gap expected to narrow from Q3 as high grammage and heavy promotions from last year phase out
• Household Insecticide turnaround targeted for H2FY27 with focus on liquid vaporizers and new products like aerosols and rackets
• FY26 EBITDA margin guidance maintained at 16–17%

FSN E commerce Q1FY26 Earnings Call CMP: INR 205 | MCAP: INR 585410 mn

Overall Company Performance
- Gross Merchandise Value (GMV): INR 41,800 million (26% YoY growth).
- Net Revenue: INR 21,550 million (23% YoY growth).
- Gross Profit: INR 9,620 million (27% YoY growth, 44.6% margin).
- EBITDA: INR 1,410 million (46% YoY growth, 6.5% margin).
- Profit After Tax (PAT):INR 240 million (79% YoY growth, 1.1% margin).

Beauty Vertical
- GMV: INR 32,080 million (26% YoY growth).
- Net Sales Value (NSV): 25% YoY growth (exact figure not provided in transcript, but implied to be proportional to GMV).
- EBITDA: 9% margin (improved from 8.5% YoY, absolute figure not specified but aligns with overall EBITDA growth).

Fashion Vertical
- GMV:INR 9,640 million (25% YoY growth).
- NSV: 20% YoY growth (exact figure not provided, but lower than GMV growth due to business mix).
- EBITDA:-6.2% margin (improved from -9% YoY, indicating a loss of approximately INR 598 million, based on NSV estimates).

House of Nykaa Brands
- Annualized GMV: INR 27,000 million (57% YoY growth).
- Q1 Beauty Brands GMV: INR 5,780 million.
- Dot & Key Annualized GMV: INR 15,000 million.
- Nykaa Cosmetics GMV Run Rate:INR 3,500 million.
- Kay Beauty GMV Run Rate:INR 2,500 million.
- Fashion Brands GMV:
- INR 970 million (7% YoY growth overall, 26% on Nykaa platforms).

Superstore Business
- GMV:INR 3,000 million (40% YoY growth).

Acquisition
- Nudge Acquisition (Remaining 40% Stake): INR 14.2 million.
- Nudge Revenue (FY24 Peak):INR 17 million.
- Nudge Revenue (FY25):INR 3.5 million.

Suzlon Energy Ltd – Q1FY26 Concall KTA's
CMP: INR 63 | Market Cap: INR 864,863 Mn

Outlook: The Company expects FY26 to deliver ~60% YoY growth in volumes, revenue, and profitability, by its strong 5.7 GW order book, easing evacuation bottlenecks, and strong C&I and PSU demand. The company aims to leverage ALMM policy changes, manufacturing readiness, and integrated EPC capabilities to regain a 24-26% market share by FY27. Exports to the Middle East, Europe, and neighboring countries are expected to ramp up from late FY26. With the Indian wind market to touch ~6 GW installations in FY26 and ~7.5 GW in FY27, The business is well-placed to achieve its long-term goal of 80-90 GW cumulative capacity by 2030. Focus remains on cost efficiency, product innovation, and maintaining margins near 23%.

Guidance

- FY26 revenue and volume growth guidance maintained at ~60% YoY across key parameters, largely by WTG segment performance and easing grid evacuation constraints.
- Long-term contribution margin guidance remains at ~23%, by a healthy order mix, pricing discipline, and cost optimization despite higher competition.
- Manufacturing capacity of 4.5 GW is sufficient for current order book execution, with no immediate large Capex planned; focus is on operational efficiency and EPC expansion from FY27.
- Exports to commence by end-FY26 with gradual ramp-up in FY27; product-market fit studies ongoing for Middle East and European markets.
- Working capital days targeted to reduce from 90-100 to ~75, by tighter inventory and receivables management.

Financial Highlights

- Q1FY26 consolidated revenue at INR 31,170 Mn, up 62% YoY; EBITDA INR 5,990 Mn with 19.2% margin; PBT INR 4,590 Mn, up 52% YoY.
- Net worth rose to INR 65,420 Mn; net cash position INR 16,200 Mn; banking limits of INR 70,000 Mn secured for working capital needs.
- Q1FY26 interest cost included INR 1,400 Mn one-off processing fee; sustainable annual net interest cost expected at INR 2,000 Mn.
- O&M EBITDA margin maintained at ~40%, with more than 95% machine availability across greater than 15 GW India portfolio; WTG division breakeven achieved at 700-750 MW annual volume.
- Order inflows in Q1FY26 stood at ~INR 5,400 Mn, lower YoY because of milestone-linked booking approach; strong pipeline under negotiation.

Other Highlights

- Current order book at 5.7 GW covers FY26 and part of FY27 demand; 54% from C&I, 21% from PSUs, remainder from utilities; overbooking used to offset cancellations.
- ALMM policy changes ensure level playing field for all OEMs, including Chinese players; the Company fully compliant with BIS and domestic manufacturing norms.

- Tariff competitiveness maintained at INR 3.6-3.9/kWh for wind; 25% interstate transmission charge for C&I still economical versus earlier 100% rate; C&I economics remain favorable.
- 78% of current orders are non-EPC; strategy to boost EPC share via advance land acquisition, with results expected from FY27.
- Forging and foundry segments have grown for 3 straight quarters; demand from in-house and ALMM-driven domestic sourcing is expected to rise.
- Grid evacuation constraints easing with ~80 substations nearing readiness; FY26 installations expected at ~6 GW vs. 4 GW in FY25, rising to 7.5 GW in FY27.
- Integrated model and long-term service contracts position the business strongly in competitive bids; PSU orders, notably NTPC's 1.5 GW, reinforce execution visibility.
- Product strategy focuses on cost per kWh optimization, with 3-4 MW turbines suited for India's low-wind zones; hybrid wind-solar-storage solutions tailored to state-specific needs.
- The company remains confident of achieving its long-term target of 80-90 GW cumulative capacity by 2030, by ~17 GW of projects currently under construction and over 53 GW already installed, with the business expecting minimal impact from any policy or bidding slowdowns on its growth trajectory.
- Despite supplying 2 GW over the last 5 quarters, commissioning has lagged at ~500 MW because of client readiness and grid evacuation issues; however, with multiple projects in late-stage erection and a sectoral pickup underway.

Shriram Properties Ltd – Q1FY26 Earnings Call Takeaways
CMP – INR 92.5 | Mcap – INR 15,760 Mn

Outlook –

Shriram Properties has guided for a strong FY26, backed by record Q1 sales and collections, accelerated project execution, and an expanded launch pipeline. Management aims to double its development portfolio over the next two years, with several projects nearing closure and over 20 million sq ft under evaluation. Margins are expected to remain healthy in the mid-30% range, supported by disciplined cost control, strong demand in the mid and mid-premium housing segments, and timely handovers. Robust cash flows, continued debt reduction, and strategic market expansion into cities like Pune and new micro-markets in Bengaluru are expected to sustain growth momentum through FY26–27.

Financial Performance

- Total revenue rose 24% YoY to INR2.62 Bn, driven by project handovers and milestone achievements.
- Maintained healthy gross margins at 34%, demonstrating resilience in profitability.
- Gross profit of INR820 Mn, up 70% YoY, and EBIT at INR 465 Mn. Highest ever Q1 net profit at INR206 Mn post-listing.
- Net profit grew 18% YoY to INR 210 Mn, on the back of strong operating income, lower finance costs, and JV contribution.
- JV profit stood at INR50 Mn, representing 46% of total handovers in Q1 via JV projects, indicating effective portfolio optimization.
- Operating cash flows improved to INR 2.21 Bn (vs INR 1.63 Bn YoY), and INR 770 Mn of debt repayments executed in Q1. Additionally, INR750 Mn invested in new project development.

Operational Performance

- Sales Volume & Value: Achieved the highest-ever Q1 sales volume of 0.82 Mn sq ft, up 17% YoY, valued at INR4.41 Bn.
- Collections: Q1 collections stood at INR 3.88 Bn, representing a 5% YoY increase, signalling healthy cash flow visibility for the coming quarters.
- Handovers: Over 740 units handed over in Q1, the highest quarterly delivery, leveraging strong construction progress from FY25.
- Key Launches: Maiden project in Pune ("Superstar") launched during the quarter. Post-quarter, "Shriram Song of" at Electronic City, Bengaluru also formally launched, indicating expansion into new micro-markets.
- Project Pipeline: Added one Bangalore project with a GDV of INR2.00 Bn, with several deals nearing closure; strong pipeline with 20+ Mn sq ft of evaluated development potential.

Business Development & Project Execution

- Deliberate increase in execution spends during Q1 to enable faster deliveries, well ahead of committed timelines.
- Significant progress on project approvals (e.g., Shriram 63 Phase 2 at Chennai received OC, supporting revenue recognition).
- Future Launches: Six projects totaling ~3 Mn sq ft at advanced diligence/documentation stages; five more (~3 Mn sq ft) nearing commercial closure—expected to expand launch/sales run-rate for FY26–27.

Alkem Laboratories Ltd-Q1FY26 Concall Highlights
CMP: INR 5,165 | Market Cap: INR 617 Mn

Outlook Alkem Laboratories expects steady growth ahead, with India remaining its key focus area, aiming to consistently outpace IPM growth by 100–150 bps. The US business is guided for mid-single-digit growth, with potential upside if current trends sustain, and new launches like Sacubitril/Valsartan to aid momentum. The company is accelerating its non-US business, investing heavily in biotech, CDMO, and Medtech initiatives, while maintaining a gross margin target of 64% for FY26.

Q1 FY26 Performance Highlights
• Toal revenue from operations stood at INR 33,711 mn, showing an 11.2% Y-o-Y growth.
• India sales were INR 22,656 mn, with a 12% Y-o-Y growth. India's domestic revenue contributed 68.3% to total sales in Q1 FY26, an increase from 67.6% in Q1 FY25.
• US business grew by 8% Y-o-Y to INR 6,982 mn. This was driven by a blend of base business improvement, some new launches, and a small portion from CDMO revenue.
• Non-US business revenue grew by 9.1% Y-o-Y to INR 3,556 mn.
• EBITDA grew by 21.4% Y-o-Y to INR 7,391 mn, and EBITDA margin of 21.9%.
• Net profit after minority interest was INR 6,643 mn, with a 21.8% Y-o-Y growth.
• R&D: R&D expenses for the quarter were INR 1,184 mn, representing 3.5% of total revenue. The annual guidance for R&D remains 4.5% to 5% of revenue. Strategic Initiatives and Business Segments
• Strategic Acceleration in Non-US Business: The company is accelerating its focus on the non-US business segment by strengthening its presence in high-potential non-US markets and capturing new opportunities.
Medtech Initiative
• The quarter marked the commencement of revenue generation from the Alkemmedtech initiative.
• Q1 FY26 revenue from Medtech was INR 25 Mn which is minimal but with positive customer response.
• Aiming for around INR 200 Mn in revenue for FY26 and an annual run rate of INR 400-500 Mn by the end of the year.
• Medtech business is targeted to break even in FY28.

CDMO and Biosimilars Business
• The CDMO facility in the US will become operational by Q3 and fully operational by Q4 FY26, with full revenue flowing in then.
• Depreciation and operating costs for the new facility will mostly come in the second half of the year.
• Quarterly OPEX for the US CDMO facility, once up and running, is estimated at INR 500 Mn.
• Filed the Biologics License Application for Denisumab biosimilar in the US. Expected approval for Denisumab is around mid2025, with commercialisation dependent on regulatory pathway compliance and litigation outcomes, especially after the patent expiry around May 2026.
• Actively looking for acquisition targets in the chronic space to reduce business seasonality and leverage its cash reserves. Organically, chronic businesses like diabetes, neurology, respiratory, and dermatology are growing faster than the market.

Capital Allocation
• The branded generic business in India remains the highest contributor and receives the maximum management time and capital allocation, despite not being very capital-intensive.
• The largest capex is currently directed towards the biotech and CDMO opportunity because that business requires significant capital investment.

Guidance and Outlook
• Gross Margin: maintains its full-year gross margin guidance of around 64%, as the domestic business contribution is typically higher in Q1 and Q2 compared to Q3 and Q4.
• US Business Growth: The company maintains a mid-single-digit growth guidance for the US market, but if trends remain favourable, it might surpass this.
• The Sacubitril/Valsartan launch is expected to contribute to revenue in Q2 FY26, as it was launched in late July.
• India Business Growth: Alkem expects to continue surpassing the IPM growth by at least 100-150 basis points. The focus on India business remains strong, with potential for more investments.
• Capex: The capex outlook for FY26 is INR 7500 Mn.
• Effective Tax Rate: The full-year effective tax rate is expected to be in the range of 13% to 15%, as guided at the beginning of the year

Nazara Technologies Ltd. | Q1FY26 | Earning Call | Key Takeaways | CMP: INR 1,439 | M-Cap: INR 133,270 Mn

Consolidated Performance

Nazara delivered strong YoY growth driven by its core gaming segment, improved cost control, and sharper product and user acquisition strategies. The company continues to monetise players across multiple geographies, supported by a strong IP pipeline and operational discipline. A 1:1 bonus issue has been announced, reflecting confidence in long-term growth.

Core Gaming Business

Core gaming revenue surged with EBITDA margins exceeding 24%, aided by successful integration of acquired studios and expansion from a single-IP to a multi-IP studio model. The acquisition of Curve Digital Ltd. brings high-quality console and PC titles on PlayStation, Xbox, and Nintendo platforms, including popular games like Wobbly Life. Two marquee games, including Love Island and a Barbie title under the Hasbro partnership, are in development and expected to impact Q2 and Q3 results positively.

PokerBaazi (Associate)

While PokerBaazi posted strong user engagement and a 19% increase in deposits, heavy marketing investments—especially IPL (INR 850 Mn) and Shark Tank campaigns (INR 250 Mn)—resulted in losses this quarter. These campaigns broke engagement records, deepened session times, and expanded the user base. Management expects marketing intensity to reduce from Q2, with a sharper focus on retention and profitability.
Other Businesses & Diversification
• Kidopia showed stable subscriber trends and higher IP-led content to drive organic growth.
• Smaaash and Funky Monkeys are adding offline entertainment revenue streams, with Smaaash undergoing a "2.0" revamp to be completed in 6 months.
• Nodwin Gaming faced a short-term dip in profitability due to specific game revenue declines (PUBG, Valorant), but stability is expected via algorithm improvements and diversified esports events.
• Strategic diversification continues, with more acquisitions under evaluation, moving Nazara toward a multi-platform, multi-IP gaming ecosystem.

Quarterly Business Seasonality

• Q1 (Apr–Jun) – Strong quarter this year due to IPL campaigns and Shark Tank marketing pushes. Record platform engagement and deeper user sessions, but also higher marketing spends (IPL INR 850 Mn, Shark Tank INR 250 Mn) leading to a dip in PokerBaazi profitability. Kidopia and offline gaming (Smaaash, Funky Monkeys) performed well.
• Q2 (Jul–Sep) – Expected boost from Love Island US airing, Barbie game traction, and other marquee IP launches. Management calls it one of the strongest quarters for retention and monetisation after Q1's large acquisition push.
• Q3 (Oct–Dec) – Peak revenue quarter historically, driven by global seasonality in gaming, holiday spending, and higher in-app purchases. Multiple IPs expected to deliver their best monetisation phase here.
• Q4 (Jan–Mar) – Typically stabilisation and preparation for next cycle. Lower seasonal spike but focus on pipeline building, IP development, and possible acquisitions.

Exicom Tele Systems Q1FY26 Earnings
Call CMP: INR 140 | MCAP: INR 19530
mn

Outlook

For FY26, the company maintains its guidance of 100% consolidated revenue growth, supported by a strong order book already in execution, providing clear visibility for the year. While some project timelines may cause minor hindrances, management remains confident of achieving targets. Additionally, the planned roll- out of heavy vehicle charging solutions and the launch of high-energy EV models are expected to open significant new revenue streams, further strengthening growth prospects.

Market Tailwinds & Demand Drivers

• Strong growth momentum in electric passenger cars and electric buses, supported by:
New EV launches by multiple OEMs (including high-energy battery models in development).
Government schemes like Payment Security Mechanism under PM e-Bus Sewa, driving faster state-level bus deployments.
• Entry into electric trucking segment, OEMs investing heavily, creating long-term demand.
• Positive outlook for heavy vehicles & government adoption creating a robust pipeline.

Q1 FY26 Performance

• Revenue: INR 20,530 Mn (down 19% YoY, down 23% QoQ)
• Critical Power: INR 10,250 Mn (down 52% YoY) – delays in Bharat Net & battery deliveries; execution shifted to Q2.
• EVSE: INR 10,280 Mn (+176% YoY) – strong sales in India & SEA, 15.5K chargers sold globally.
• Adj. EBITDA: INR -3,860 Mn (-18.8% margin) vs INR 2,600 Mn last year, impacted by Tritium losses.
• Adj. PAT: INR -7,110 Mn vs INR 1,820 Mn last year.

Strategic Focus & Capacity Expansion

• Hyderabad integrated plant to be operational by Oct 2025; full ramp-up in ~2 quarters.
• Current machinery installation planned at 72–75% of total capacity, leaving headroom for future scaling.
• Selective order intake – focusing only on high-margin projects, avoiding low-margin government tenders.
• Strong R&D push: ~160 engineers, in-house design & manufacturing of controllers; only Indian player with full range from portable chargers to high-capacity DC chargers.

Technology & Innovation

• Incremental and breakthrough innovations underway, including high-power charging solutions for high-energy vehicles.
• Industry-first range breadth – not confined to one category unlike competitors.
• Continuing to lead in margin profile despite industry-wide price pressure and raw material cost fluctuations.
• Balanced portfolio – 50% AC chargers and 50% DC chargers; ongoing transition of DC chargers to Gen 2.0 platform.
• Entered turnkey execution for select projects – handling supply, installation, and construction end-to-end.

Usha Martin Limited – Q1 FY26 ConCall Highlights
CMP: INR 342.40 | MCap: INR 104.35 Bn

Outlook

The company reported Q1FY26 revenue of INR 8,872 Mn (up 7.4% YoY) driven by strong wire (up 32.3%) and wire & rope (up 7.9%) growth, offset mainly by lower LRPC sales. PAT declined 2.9% to INR 1,008 Mn, with ROE at 18.2%. The "One Usha Martin" initiative improved working capital and cash flow, while Ranchi expansion remains on track for Q2. US tariffs had minimal impact with its volume mainly being serviced from India and Thailand, and traction from the elevator and crane sectors continues to support growth. Future plans include a strategic focus of Ranchi plant on areas of higher demand alongside a 60 Cr capex on Thailand.

Operational Overview

- "One Usha Martin" initiative (expected ending by H1FY26) improved working capital days from 209 days (Q2FY24) to 196 days (Q1FY26) and strengthened cash flow conversion as cash flow to EBITDA ratio became 95%
- Ranchi capacity expansion is progressing as per schedule with current phase to complete in Q2
- Tariffs from US market largely passed on to distributors hence minimal impact seen. Logistics, labor, and efficiency costs of shifting US volumes to UK plant makes it profitable to continue major supply from India and Thailand
- Construction of multi-storey buildings in Tier II and III cities has built traction in elevator and crane industry demand for wire/rope

Segment Overview

- Growth was led by segment momentum in Wire (up 32.3% yoy) and Wire and Rope (up 7.9% yoy) offset by LRPC (down 3.4% yoy)
- Momentum in wires largely driven by increased volumes from existing clients and influx of new clients with expectation of growth to continue in future
- OCEANFIBRE sees strong traction in synthetic slings with some secured orders in high-margin and high-value offshore sling market to be supplied in Q2
- LRPC segment contributions expected to decline or remain at similar levels

Financial Highlights

- Revenue: 8872 Mn up 7.4% yoy
- Operating EBITDA: 1446 Mn down 6.1% yoy (margin 16.3% down 230 BPS)
- PAT: 1008 Mn down 2.9% (margin 11.4% down 120 BPS)
- ROE: 18.2% down from 22.8% in FY24
- Net debt to equity reached 0 in Q1FY26
- Revenue segmentation: Product-wise (wire rope 72%, wire 11%, LRPC 10%, and others); Geography-wise (India 43%, Europe 26%, Asia Pacific 14%, and others)

Future and Guidance

- 60 Cr investment plan in Thailand under implementation
- Ranchi plant will be developed and strategized at a later point to benefit from growing demand of elevator/construction businesses

Premier Explosives Ltd- Q1FY26 Concall Highlights
CMP: INR 505 | Market Cap: INR 27 Bn

Outlook

Company maintains a strong growth outlook backed by a robust INR 9,885 Mn order book with significant contributions from the defense segment and a healthy export-domestic mix. Despite the temporary suspension of the propellant plant, operations in other units remain unaffected, and the revenue guidance of INR 6,000 Mn for FY26 stands firm. Upcoming capacity expansions at the Katepally plant and the long-term Odisha project supported by a planned INR 3,000 Mn fundraise, position the company for sustained growth in the defense and explosives sector.

Financial Highlights

- Revenue stood at INR 1,421 Mn reflecting 72% YoY growth.
- EBITDA stood at INR 209 Mn reflecting 35% YoY growth with 15% Margin.
- PAT stood at INR 153 Mn reflecting 110% YoY growth.

Robust Order Book

- The company's current outstanding order book stands at INR 9,885 Mn which is 2.4 times their financial year 2025 revenue. The defense segment dominates the order book at INR 8,600 Mn which makes 87% of the order, the explosives segment at INR 690 Mn which is 7%, and the service segment at INR 590 Mn makes 6% of the order.

Key Achievements and Orders Secured

- Successful execution of old orders has positioned the company to bid for and secure larger, high-value contracts from the Ministry of Defense, Indian defense industry and International defense entities.
  In Q1 FY26, new orders were secured from: Brahmos Aerospace Pvt Ltd for propellent casting and booster assembly. Various overseas clients for the design and development of rocket motors and supply of defense products and commercial explosives.

Fire Incident and Impact

- An explosion occurred on April 29 at its Katepally village facility in the big solid propellant mixer unit. While this incident did not materially impact overall operations, the propellant plant remains under suspension as directed by the Pollution Control Board. The company is actively engaging with authorities for necessary clearances which are expected within a few weeks potentially within one month for operation of the plant. Other manufacturing units at Katepally including high explosives and munition plants, are already functioning. The estimated financial impact from the suspension is approximately INR 200 Mn over two years and the facilities are fully insured with insurance claims anticipated soon.

Capex Plans
Odisha Plant (Greenfield)

- The land acquisition process is at a nascent stage and may take about a year. Various departments need to clear the identified forest land patches. The project is divided into three phases with plans for ammunition, warheads and raw materials like HTB.
  The first phase and infrastructure development have a budget of around INR 1,000 Mn and total projected capex for Orisa over a 10-year plan across three phases, is INR 8,000 Mn though not all of it is planned immediately.

Katepally Plant Enhancement

- Plans to immediately enhance capacity for RDX, HMX and rocket integration at the Katepally plant.
- RDX plant expansion has already started and is expected to come into production before December 2025 and capex for the RDX plant is about INR 250 Mn. Overall enhancement at Kartipali will involve about INR 900 Mn investment in existing units for machinery with results expected in FY27.

Chaffs and Flares Order

- 68% of this order has been executed so far with the balance 32% to be completed by December or before the end of FY26**.**

Guidance

- Company stands by its revenue guidance of INR 6,000 Mn for FY26.
- The order book split is approximately 46% export orders and 54% domestic orders. Most orders are in the production stage.
- Fundraising Plans
- Company announced plans to raise INR 3,000 Mn. This fundraise is primarily for capex with the balance for repayment of term loans and general costs.

Balrampur Chini Mills Ltd
Q1 FY26 | Earnings Call | Key Takeaways
CMP: INR 548 | Market Cap: INr 1,10,790 Mn

Overview

Balrampur Chini Mills began FY26 on a steady note despite lower sugarcane crushing volumes. Industry sugar production for FY26 is estimated at ~35 million tons (up 18% YoY) due to favorable monsoon and improved crop health, with Maharashtra and Karnataka expected to post significant output growth. The company continues to strengthen cane availability through varietal improvements, yield enhancement measures, and pest/disease management. Distillery operations saw stable volumes, and the company remains focused on ethanol blending opportunities. The PLA (polylactic acid) bioplastics project is progressing, with commissioning targeted for Q3 FY27.

Key Business Highlights

- Sugarcane crushing fell ~66% YoY in Q1 due to a shorter season, leading to ~65% lower sugar production and under-absorption of fixed overheads.
- Ethanol prices under B-heavy and juice routes unchanged for two years; industry lobbying for upward revision to incentivize diversion in surplus year.
- PLA project spend till July-end: INR 9,270 Mn (funded via INR 4,600 Mn debt and internal accruals); total CapEx planned INR 28,500 Mn.
- PLA domestic market development underway via imports under company brand; 175+ customers engaged, 50+ actively catered to, 30+ trials ongoing.
- State and central government showing strong policy support for PLA adoption.

Guidance & Outlook

- Expect improved cane yields in upcoming season due to favorable weather and early start to crushing.
- Positive on ethanol price hike prospects in FY26 owing to surplus sugar production, which should drive higher diversion and support sugar prices.
- Anticipate gradual recovery in sugar recovery rates towards pre-decline levels over 1–2 years.
- PLA plant to commence at ~50% capacity in year one, targeting full domestic sell-through with potential exports for price optimization.
- Long-term strategy centered on sustainable growth, diversified revenue streams, and leadership in green transformation through PLA bioplastics.

Himatsingka Seide Ltd | Q1FY26 Earnings Call
CMP: INR 125 | MCAP: INR 15790 mn

Outlook

Himatsingka Seide enters the coming quarters with a clear emphasis on reducing its reliance on the US market by accelerating growth in India and other global regions, supported by its multi-brand portfolio, private label expansion, and broad channel presence. While current US tariff levels of up to 25% are seen as manageable compared to global competitors, the company remains cautious about further increases, which could temporarily slow demand. Management expects that the combination of deepening relationships in over 35 non-US jurisdictions, capitalizing on the India growth opportunity, and optimizing existing capacities will position the business for stronger, more balanced growth and margin stability once external uncertainties ease.

Performance & Financials

- Q1 FY26 revenue: INR 6,610 mn (down 10.4% YoY from INR 7,380 mn).
- Capacity utilization: Spinning 99%, Sheeting 60%, Terry 68% — flat QoQ.
- EBITDA margin within target band (18–22%); decline mainly due to lower sales and operating leverage.
- Net debt: INR 24,050 mn (down from INR 24,250 mn in Mar'25).

Tariff Impact & Market Diversification

- US tariffs: Initial 10% hike absorbed partly by company, mostly by large US retailers; minimal consumer pass-through.
- 25% tariffs considered manageable vs China/Pakistan competitiveness.
- Main concern is additional tariffs above 25% (25–50% bracket) — currently "wait & watch" pending diplomatic talks.
- No order cancellations seen in home textiles; US share of revenue ~60% and declining, aim <50% in 18–24 months.

Strategic Focus

- Grow India business (brands: Himeya, Atmosphere, Live) and private label — targeting INR 80,000– INR 100,000 mn over next few years.
- Expand presence in 35+ non-US jurisdictions to reduce dependence on US.
- Broaden portfolio across price points and channels (retail, institutional, e-com, Q-com).

Devyani International Ltd | Q1 FY26 | Call | Key Takeaways
CMP: INR 158 | Market Cap: INR 195,150 Mn

Overview

Devyani International reported steady revenue growth despite a challenging consumer demand environment in the QSR industry. The company continues to expand across KFC, Pizza Hut, Costa Coffee, and newly acquired Sky Gate Hospitality brands (Biryani by Kilo and Goila Butter Chicken). Portfolio diversification is a core strategy, with new international brands—New York Fries, Tea Live, and Sanook Kitchen—set to launch in the next quarter. Management is focusing on optimizing store economics, rationalizing non-performing outlets, and enhancing digital/online sales performance.

Segment Highlights

- KFC India: Revenue 6,340 (up 10.5% YoY), ADS INR 98,000, SSSG -0.7%, gross margin 67.1%, brand contribution margin 15.5%. Added 8 net new stores in Q1; FY26 target 100–110 net additions.
- Pizza Hut India: Revenue 1,870 (up 3% YoY), ADS INR 33,000, SSSG -4.2%, gross margin 74.8%; closed 12 non-performing stores to improve profitability.
- Franchise Brands (Costa Coffee, New York Fries, Tea Live, Sanook Kitchen): Revenue 520, gross margin 75.2%, brand contribution INR 67 Mn.
- Own Brands (Wango, BBK, Goila): Revenue 350, gross margin 70.1%, brand contribution 6.7%; Sky Gate consolidation (20 days) led to INR 12 Mn negative contribution.
- International: Revenue 4,330, gross margin 65.6%, brand contribution INR 760 Mn (16.7% margin).

Key Business Updates

- Acquisition of Sky Gate Hospitality raises stake to 86.13%; focus on turning profitable within 12 months through recipe optimization, new formats, and expansion into airports/food courts.
- Increased aggregator and delivery costs due to higher online sales mix; GST changes on rentals impacting margins.
- Promotional spending in KFC and Pizza Hut aimed at boosting transactions; optimization expected from next quarter.

Guidance & Outlook

- Short-term focus on stabilizing SSSG through targeted promotions, improved dine-in proposition, and continued digital engagement.
- Limited organic Pizza Hut expansion in FY26; more aggressive KFC rollout planned.
- Expect margin improvement from Q3 onwards as promotional costs are optimized and raw material inflation moderates.
- Strategic priority to strengthen tier-2 city presence, optimize formats, and expand selectively in international and new brand portfolio.
- Confident in long-term growth potential of QSR industry; aiming for sustainable profitability across all brands.

Allcargo Logistics Ltd Q1FY26 Concall Highlight
CMP: INR 34| Market Cap: INR 33,480 Mn

• The company achieved substantial debt reduction with gross debt declining by INR 1070 Mn QoQ to INR 10,600 Mn and net debt falling to INR 4670 Mn through effective working capital management.
• A massive notional foreign exchange loss of INR 800-830 Mn severely impacted reported earnings due to 9% Euro-USD parity changes, though management emphasized this is non-cash with historically minimal long-term impact.
• Domestic contract logistics business delivered exceptional performance with 49% revenue growth and 29% EBITDA expansion YoY, driven by e-commerce and quick commerce sector demand.
• The domestic express business GATI achieved remarkable EBITDA improvement of 18% YoY despite 7% revenue decline, demonstrating successful turnaround execution through selective revenue approach and cost rationalization.
• International supply chain segment continues facing macroeconomic headwinds with flat revenue at INR 33,300 Mn and EBITDA declining to INR 520 Mn from INR 870 Mn in Q1 FY25 due to geopolitical tensions and subdued trade volumes.
• Volume growth remained positive across key segments with LCL volumes increasing 3% QoQ to 2.14 million cubic meters and FCL volumes growing 6% to 168,000 TEUs, indicating market share gains.
• Air cargo volumes showed mixed trends with 5% YoY growth to 8.4 million kilos but 14% QoQ decline, reflecting typical seasonal patterns in the air freight business.
• Management reported near-term volume recovery with 8-10% increases in July-August driven by holiday season demand, though cautioned this represents seasonal rather than structural improvement.
• The company operates contract logistics business with higher-than-desired white space capacity, presenting significant margin expansion opportunities through better utilization without incremental rental costs.
• Freight rates remained range-bound across international segments, contributing to flat revenue performance
despite modest volume improvements, indicating persistent pricing pressure in global logistics markets.
• Management emphasized selective revenue strategy over volume maximization in the express business, prioritizing profitability improvements through cost rationalization and operational efficiency measures.
• The company maintains a healthy pipeline of contract logistics opportunities with several contracts signed post-quarter closing, supporting confidence in domestic business momentum continuation.
• Geopolitical tensions and US tariff concerns continue impacting international trade flows, with management expressing cautious optimism limited to the next three months while remaining uncertain about longer-term recovery.
• Euro appreciation created a dual impact with higher gross profits from European revenue offset by increased European salary and administrative costs, resulting in neutral EBITDA effect from currency movements.
• Actively exploring accounting practice modifications to eliminate notional foreign exchange undulations from
reported results, with potential implementation expected by next quarter reporting.
• The domestic Indian market shows no macroeconomic challenges with strong trade volume flows and emerging sector growth, particularly in e-commerce and quick commerce, creating sustained logistics demand opportunities.

Fairchem Organics Ltd- Q1FY26 Concall Highlights
CMP: INR 841 | Market Cap: INR 10.89 Bn

Outlook

Fairchem Organics faces near-term pressure from weak dimer acid pricing and high raw material costs, reflected in lower YoY revenues and margins though QoQ performance showed improvement. The company is progressing on new domestic raw material development expected to lower costs and diversify product mix by November with encouraging trial results. Stable demand for linoleic acid, promising growth in isostearic acid, and steady customer additions position the company for gradual recovery supported by healthy capacity utilization of 70%.

Financial Highlights

- Revenue stood at INR 1,311 Mn reflecting 8.5% QoQ growth and 20.5% decline on YoY basis.
- EBITDA stood at INR 52 Mn reflecting 18.2% QoQ growth and 76.1% decline on YoY basis.
- EBITDA Margin is 3.97%.
- PAT stood at INR 12 Mn reflecting 100% QoQ growth and 92.1% decline on YoY basis.

Operational Metrics

- Company processed 11,699 MT and sold 13,062 MT of material during the quarter.
- Sales Mix: 92.5% of sales were domestic while exports accounted for around 7.5%.

Dimer Acid

- Continues to face significant pricing pressure due to Chinese dumping. It constitutes approximately 24-25% of total sales.

Linoleic Acid

- Currently accounts for approximately 40% of total sales and are expected to maintain this level.

Isostearic Acid

- Considered a value-added product with a very promising growth outlook. Its share in total sales is approximately 6-7%.

Customer Approvals

- A couple more customer approvals have been added this quarter in addition to the 16 previously.

Raw Material Strategy & Capacity Utilization

- New Raw Material: Actively working on developing and using alternative domestic raw material to reduce dependence on imports and mitigate the impact of high vegetable oil prices and duties. Initial trial runs have been successful and encouraging. A decision on commercialization is expected around November. This new raw material is expected to be lower in cost than the current raw material.
- Overall Capacity: The company's installed raw material throughput capacity is 120,000 MTPA.
- 40,000 MTPA have been earmarked for a new set of raw materials and finished products which are currently under development and remaining 80,000 MT can be used to derive multiple products including dimer acid, linoleic acid, and Isostearic acid.
- Current Capacity Utilization: The company is currently operating at around 70% capacity.

ICE Make Refrigeration Ltd Q1FY26 Concall Highlight

CMP: INR 727| Market Cap: INR 11,468 Mn

Forward Guidance

• FY26 revenue guidance remains at INR 6,500 Mn, with INR 1,500 Mn expected from new verticals including Continuous Panels and Commercial Freezers. Existing segments are projected to grow by 10-12%, contributing approximately INR 5,000 Mn, supported by small capacity upgrades and value-added products. Overall manufacturing capacity is expected to reach INR 6,500–7,000 Mn.

• FY26 EBITDA margin is anticipated to be around 8-9%, marginally lower than the historical range of 8-11% due to the moderate scale of new verticals and associated operational expenses. Without the fixed costs from new capex, Q1 EBITDA margin would have been about 10%. Full-scale benefits from new verticals are expected during FY26.

• Long-term revenue target for FY27-28 is INR 10,000 Mn, with INR 3,600 Mn expected from new businesses and capex initiatives. The remainder will come from existing segments. Growth will be supported by new facilities, expanded distribution, and enhanced brand recognition, alongside potential competitiveness in global exports aided by government support.

• Long-Term EBITDA Margin Target (at INR 10,000 Mn revenue): At the INR 10,000 Mn revenue level, the company targets an EBITDA margin of 10-10.5%

• At the INR 10,000 Mn revenue level, the company targets EBITDA margins of 10–10.5%. The Continuous Panels vertical is expected to break even at INR 800–820 Mn annual revenue, while Commercial Freezers should break even at INR 500–550 Mn. Both are projected to achieve long-term EBITDA margins above 10%, with break-even expected by end-FY26, aided by strong seasonality in Q2–Q4.

• Capex plans currently focus on stabilising recent investments. Phase 2 capex of INR 1,500 Mn is under consideration for potential acquisitions, technology partnerships, and joint ventures. Routine maintenance capex is estimated at INR 70–80 Mn annually. Phase 1 expansion is capable of generating INR 4,000 Mn in revenue, with peak capacity expected in two to three years.

Techno Electric & Engineering Company Limited – Q1 FY26 ConCall Highlights
CMP: INR 1435.00 | MCap: INR 166.89 Bn

Operational Overview
- Compressing schedule to increase productivity, improving working capital efficiency
- Successfully completed 17 projects in FY25
- Strong control over working capital owing to efficient resource utilisation, better execution, operational efficiency, and cash flow focus
- 1250 Cr fund raised from QIB for next growth phase in execution by investing into AMI, Data centers, TEECL, etc.

Techno Digital Infra
- Chennai data center ready for full capacity deployment by end-Q3
- Gurugram data center completed deployment
- Media production studios gave orders for the new data center showing good leverage for future
- Cloud/AI companies, domestic providers, banks, etc. have ongoing discussions showing good order pipeline strength for future

Financial Highlights
- Revenue: 5150 Mn up 25% yoy
- EBITDA: 800 Mn up 42% yoy (margin 15.6% up 190 BPS)
- PAT: 990 Mn up 78% yoy
- Investment: 2250 Cr
- Order book: 10,408 Cr unexecuted

Future and Guidance
- Expect five data center deployments, >1 million smart meters, complete substations of 765 kV
- Deploying three of the 220/66 kV at highest altitude at Kashmir in four locations
- Expected order intake of 3500 Cr keeping growth momentum of 40-50% CAGR for next two years
- Estimated EPC value of 500 Cr per annum expected from the thermal power segment

Hindware Home Innovation Ltd Q1FY26 Concall Highlight

CMP: INR 276| Market Cap: INR 23 Bn

Overall Company Outlook

• Management expects profitability momentum to strengthen in the coming quarters, with early signs of recovery in Q2 FY26 translating into a strong H2 FY26 performance. Strategic initiatives, capacity expansion, and portfolio diversification are expected to drive profitable growth. Net debt is projected to remain within the current range by March 2026, with repayments of INR 600–700 Mn planned for FY26. The company targets a debt-free position within four to five years.

• Regarding the demerger, the application has been submitted to stock exchanges and SEBI approval is expected in 30–35 days. The NCLT process is anticipated to take 8–12 months thereafter.

Bath Segment (Sanitaryware and Faucets)

run rate of INR 4,000 Mn in FY27 or FY28 and an annual top-line of INR 16,000 Mn by FY27 or FY28. Management aims to outpace the market, which is projected to grow in low single digits.

- EBITDA and PBT are expected to improve, with sustainable bath business margins targeted in the mid-teens for FY26 and higher teens by FY27. Growth will be supported by distribution expansion, new product launches, influencer engagement, and brand-building efforts. Faucets are expected to grow faster than sanitaryware, increasing their share in overall sales by FY26-end.
- Revenue growth is expected to accelerate from Q2 FY26, with the goal of achieving a quarterly revenue
- Institutional business, which grew 15% in Q1 FY26, is expected to maintain momentum. Government sales, currently 8–9% of institutional sales, are targeted to reach 15–16% over the next three quarters, with margins remaining steady. The company is targeting 700 large dealers, which grew at a high double-digit rate in Q1 FY26.

- New Product Development accounted for 33% of Q1 FY26 sales and is expected to rise with further launches. Engagement with plumbers via a relaunched app and with architects/designers is gaining traction. Major ATL, BTL, and digital campaigns are planned.

- Working capital in the bath segment improved to 95 days in Q1 FY26 from 101 days a year ago, with no major impact expected from the increase in institutional sales. Capex for this segment is estimated at INR 700–800 Mn.

Gujarat Pipavav Port Ltd Q1 FY26
CMP: INR 157 | MCAP: INR 75970 mn

Outlook
The company expects liquid volumes to grow around 20% in FY26, driven largely by LPG, while RORO volumes are projected to rise by about 25%. Bulk cargo volumes are expected to remain stable in the range of 2.25–2.5 MMT. Container volumes are guided to remain flat for the year, impacted by geopolitical challenges and the recently imposed 50% US tariffs. Despite these headwinds, management aims to maintain an annual EBITDA margin of 60–61% and deliver EBIT growth of 5–7% for FY26.

Operational Performance
- Revenue: INR 2,504 mn, up 2% YoY, driven by higher liquid (+21%) and RORO (+11%) volumes; bulk volumes up 1%, container volumes down 1%.
- EBITDA: INR 1,481 mn, down 1% YoY; margin at 59% vs 61% last year.
- Net Profit: INR 1,007 mn, down 4% YoY.
- EBIT declined 3% YoY due to higher repairs & maintenance costs.

- **Performance** – Revenue grew 2% YoY, driven by strong growth in liquid (+21%) and RORO (+11%) businesses; container volumes were flat (-0.6% YoY). EBIT declined 3% YoY due to INR 25 mn one-off repair & maintenance costs; EBITDA margin ~59%.
- **Guidance** – FY26 liquid volumes expected to grow ~20%, RORO ~25%, bulk 2.25–2.5 MMT (flattish YoY). Container volumes guided as flattish vs earlier 3–5% growth due to geopolitical challenges and 50% US tariffs; FY26 EBIT growth expected at 5–7% with EBITDA margin maintained at 60–61%.
- **Market Exposure** – ~13% of container volume is US-bound; RORO volumes unaffected by US tariffs; Gujarat overall container volumes flattish while Maharashtra (JNPT) grew 6–7% YoY.
- **Capex & Expansion** – Major capex is $90 mn liquid jetty project, targeted for Nov–Dec 2026 completion; most spend in FY26, balance in FY27. Planned capacity addition of 3.2 MMT in liquids, eventually reaching ~6.4 MMT fully VLGC-compliant jetties.
- **Infrastructure & Connectivity** – Kandala–Gorakhpur pipeline expected operational by Q3 FY26, aiding LPG growth; DFC connection already operational, no incremental benefit expected.
- **Tariffs & Realizations** – Container realization INR 9,000–9,500/TEU; bulk INR 550–650/MT; liquid INR 600–650/MT (likely to increase with higher LPG share). No price hike since Jan'25; 60–65% revenue dollar-linked.
- **Other Notes** – Dividend payout policy maintained; concession agreement discussions with Gujarat Maritime Board progressing positively but no firm update; capacity expansion in containers likely post-liquid jetty completion, possibly before or after FY28.

Nisus Finance Services Co. Ltd - SME – Q1FY26 Concall KTAs- Arihant Capital
CMP : INR 377 | Mcap : 9000 Mn
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Outlook & Guidance
Management expressed strong confidence in sustaining the momentum from Q1FY26, which was the best-ever quarterly performance since inception. Growth visibility remains high across both Fund & AMC and Transaction Advisory businesses, supported by a diversified geographic presence in India and the UAE. The company aims to close its INR 1,000+ Cr India pipeline and execute the USD 200mn (~INR 1,700 Cr) UAE pipeline within the next 12 months, with a strategic focus on mid-income housing, warehousing, and special situation opportunities.In addition to organic growth, management is targeting recurring annuity-style revenues from planned SM REITs and tokenized asset offerings. The recent acquisition of NCCCL is expected to unlock execution synergies, deepen relationships with top-tier developers, and enhance control over project delivery. Nisus remains cautiously optimistic, citing global macro uncertainty but highlighting defensive investment strategies, curated deal selection, and a disciplined approach to counterparty risk.

Operational Performance
- Balanced business model AMC contributed 38% and Transaction Advisory 62% of Q1 revenues.

Geographic diversification
- India Strong positioning in urban infra redevelopment and special situation financing, with coverage in metros and emerging metros.
- UAE Building a strong advisory pipeline with robust investor relationships and bank tie-ups.
- India deal pipeline Over INR 1,000 Cr of curated and capitalizable deals targeted for FY26 closure, spanning performing credit and high-IRR special situation opportunities.
- UAE deal pipeline USD 200mn (~INR 1,700 Cr) pipeline focusing on mid-income housing assets (ticket size <USD 500,000) and warehousing, many acquired below replacement cost.
- Strong execution capability:/ NCCCL acquisition adds 75+ years of construction legacy and an order book of INR 2,700 Cr (~4x revenue).

Financial Performance
- Revenue stood at INR 28.72 Cr, +91% YoY (Q1FY25: INR 15 Cr), driven by simultaneous growth across all business verticals and geographies.
- PBT INR 20 Cr, up 71.5% YoY (Q1FY25: INR 11.67 Cr).
- PAT INR 16.85 Cr, +103% YoY, with PAT margin expanding to 59% due to higher UAE contribution and tax efficiency.
- Revenue mix: UAE – 58%, India – 42%.
- Q1FY26 PAT already surpasses H2FY25 PAT, indicating strong earnings visibility for the remainder of the year.
- Increase in depreciation cost due to IPO-funded expansion in fund setup and product offerings.

Developments

- Urban redevelopment investments initiated in marquee Mumbai & Pune projects via RESO Fund.
- Partnership with Toyo to tokenize up to USD 500mn of UAE real estate; commercial launch targeted within FY26, offering fractional digital ownership opportunities.
- SM REIT approval obtained; licensing process underway in India.
- Acquisition of NCCCL Strategic fit with deep execution capability, marquee clientele, and presence in Maharashtra, Karnataka, and Gujarat.
- BNW Developments JV: AED 150mn (~INR 350–400 Cr) Dubai residential project in partnership with Dr. Vivek Oberoi for asset monetization and investor marketing.
- Capital raising: Secured INR 110 Cr towards acquisition financing for NCCCL.

Industry Tailwinds

India

- Urban housing demand remains strong, driven by rapid urbanization, government infra push, and growing middle-class income levels.
- Infrastructure development across transport, logistics, and industrial parks opening up fresh real estate opportunities.

UAE

- Real estate transactions of AED 154bn last quarter (+20% QoQ) underscore sustained market buoyancy.
- Mid-income housing and warehousing segments continue to offer attractive yields, with demand supported by expatriate population growth.
- Cross-market advantage: Company position as a bi-market investment manager enables cross-leveraging of investor networks and deal origination expertise.

- Q1 performance demonstrates the strength of the “twin-engine” model in India and UAE, both delivering growth simultaneously.
- Defensive investment strategies, strict due diligence, and selection of strong counterparties remain central to deal-making.
- Focus remains on building scalable, annuity-generating portfolios such as pre-leased institutional-grade assets in UAE and large-scale redevelopment in India.
- Large addressable market of ~$5bn each in India and UAE provides significant headroom for growth post-IPO, with talent, infrastructure, and regulatory licenses in place.

VA Tech Wabag Ltd | Q1 FY26 | Earnings Call | Key Takeaways | CMP :INR 1,524 | M Cap: INR 94,900 Mn

Overview

VA Tech Wabag started FY26 with strong operational momentum, demonstrating robust execution in both domestic and international markets. The company continues to hold a leadership position in desalination, wastewater recycling, and large-scale municipal water projects. A healthy flow of new orders has pushed the order backlog to record highs, ensuring multi-year business visibility. The strategic emphasis remains on technology-driven solutions, expanding the portfolio of high-margin O&M contracts, and deepening presence in key global markets.

Key Highlights

- New order inflows of INR 22,340 Mn in Q1, largely from international desalination contracts in the Middle East and significant water infrastructure projects in Africa
  Domestic growth led by timely progress in Namami Gange projects and urban water supply initiatives
  O&M contracts now contribute over 25% of revenue, providing predictable earnings and margin resilience
  Successful commissioning of a large desalination plant in Saudi Arabia and key municipal sewage treatment facilities in India
  Working capital cycle improved to 56 days on the back of faster collections, especially from government clients
  Ongoing technology partnerships to introduce advanced treatment solutions and enhance operational efficiency across projects
  Strong project execution discipline with balanced exposure between EPC and O&M segments

Guidance & Outlook

Management expects steady revenue growth in FY26, supported by a strong order book and a healthy pipeline of bidding opportunities. Margins are projected to improve gradually as the share of O&M contracts increases and pricing discipline strengthens in international tenders. Focus areas for the year include securing high-value desalination projects, scaling water recycling solutions for industrial clients, and expanding sustainable water infrastructure offerings in India and overseas. The company aims to leverage its technological capabilities and global track record to capture rising demand for water treatment and reuse worldwide.

Ashiana Housing Ltd Q1FY26 Concall Highlight CMP: INR 310| Market Cap: INR 31,370 Mn

- Ashiana Housing reported total revenue of INR 3,027.2 Mn in Q1FY26, representing a significant increase from INR 1,285.1 Mn in Q1FY25.
- The company achieved value of area booked of INR 4,309.7 Mn for Q1FY26, marking an exceptional 83.14% growth from Q1FY25's INR 2,353.2 Mn.
- Equivalent area constructed reached 6.15 lakh square feet in Q1FY26, up 25% from 4.91 lakh square feet in Q1FY25.
- The company launched new projects including Ashiana Tarang Phase 6 in Bhiwadi and Ashiana Aravali in Jaipur during the quarter.
- Ashiana initiated handovers for Ashiana Anmol Phase 2 in Gurugram and Ashiana Shubham Phase 4V in Chennai during Q1FY26.
- Exploration of four focused senior living markets - NCR, Mumbai-Pune region, Chennai, and Bangalore, with Hyderabad being the next potential market under consideration.
- The company has entered into an agreement to purchase land in Panvel for senior living projects and has an MOU for a potential joint development agreement (JDA) in Bangalore.
- Confident in achieving the previously guided revenue projections for FY26 despite some minor project delays.
- The company maintains its guidance of achieving INR 100-120 Bn in cumulative revenue from FY26 to FY30, with expected cumulative profits of approximately INR 20 Bn, implying an 18% margin profile.
- With low-margin legacy projects (Ashiana Anmol Phase 3 and Ashiana Malhar) expected to phase out, margins are anticipated to improve significantly from FY27 onwards to a 15-20% range.
- Company targets INR 5000 Mn in senior living pre-sales for the current year and aims to reach INR 10+ Bn annually in the medium term.
- No immediate plans for capital raising activities, with the company maintaining strong liquidity. The only planned capital utilization is an INR 1250 Mn line from IFC for project-level funding.
- While Ashiana Ardvik Phase 1 handover has been delayed from Q2FY26 to Q3FY26 due to pending regulatory permissions, no other significant delays are expected for FY26 deliveries.

Matrimony.Com Limited – Q1 FY26 ConCall Highlights
CMP: INR 522.25 | MCap: INR 11.26 Bn

Operational Overview

- “MeraLuv” is seeing increased profile creations suggesting reasonable market penetration
- Leveraging AI to improve efficiency of matches and creating more reliable profile rating mechanisms
- Exploring astrology as a new area to capitalize business with plans to invest in start-up
- Focus on commission-based model

Financial Highlights

- Revenue: 1153 Mn up 6.5% QoQ/down 4.4% yoy
- EBITDA: 127 Mn down 37.2% yoy (margin 11.0% down 570 BPS)
- PAT: 84 Mn up 2.6% QoQ/down 40% yoy (margin 7.3% down 430 BPS)
- Billings: 1262 Mn up 7.4% yoy

Carysil Ltd- Q1FY26 Concall Highlight

CMP: INR 796| Market Cap: INR 22.6 Bn

Strategic Market De-risking & US Business Strategy

• The company remains focused on securing its US business despite tariff uncertainties. Current tariffs stand at 25%, and management is confident that the speculated 50% tariff will not materialise, expecting a resolution through negotiation.

• A key de-risking measure is the large-scale expansion in non-US markets, led by the IKEA agreement, which covers over 75% of IKEA's global business and effectively shields the company from US dependency for at least the next five years. All recent business traction has been from non-US geographies, mitigating exposure to US inflation or demand slowdown.

• US revenue contribution, currently about 30% until Q2, is expected to decline to 20% by year-end as non-US contracts scale up.

Capacity Expansion & Utilisation

• In quartz sinks, current utilisation is at 75% of a 1.0 Mn unit capacity. The IKEA contract is expected to push volumes to peak capacity by October, with 90–95% utilisation achieved by Q3. An additional 250,000 units of quartz sink capacity will be required shortly thereafter, with commissioning planned for March/April. This will raise total quartz capacity to 1.25 Mn units by Q1 FY27, generating an estimated INR 1,400 Mn in revenue at a capex of INR 300–400 Mn.

• In stainless steel sinks, growing client confidence is prompting expansion. The company is awaiting an RFQ from a major customer for 0.5 Mn pieces; securing even half would require an additional 250,000 units of capacity. By mid-FY27, stainless steel capacity is targeted at 0.5 Mn units, entirely for non-US markets.

• A rights issue of INR 300 Mn is planned for land, building, and machinery, with expected revenue generation of INR 600 Mn.

Revenue and Profitability Projections

• The company has entered Q2 FY26 with strong growth momentum and demand visibility, supported by a defined capacity scale-up plan. Annual run rate is expected to reach INR 10,000 Mn from Q2 onwards, exceeding the prior guidance of INR 9,250 Mn for FY26.

• Domestic growth will be driven by premium product focus, wider customer networks, and portfolio enhancement, leading to significant margin gains. The UK stainless steel business is being shifted to India, with 50% transferred already and full transfer targeted by end-2027, improving cost competitiveness.

• The "Surfaces" segment, flat last year, is expected to recover in Q2 as the UK market stabilises and new customer wins materialise. Localisation of Turn products has boosted domestic margins, with targeted revenue of USD 2 Mn from this category. New product launches in the Stone Island range are planned for Q3, aimed at further margin improvement.

Fineotex Chemicals Ltd- Q1FY26 Concall Highlights
CMP: INR 236 | Market Cap: INR 27 Bn

Outlook The company's growth outlook is supported by the commissioning of its new greenfield plant in Ambernath which boosts total capacity to 120,000 MTPA and supports diversification into high-potential segments like water treatment and oil & gas. Strong traction in drilling chemicals, growing FMCG orders, and rising demand for specialty textile chemicals—particularly for defense—are expected to drive volumes and margins. Management remains confident of regaining historical EBITDA margins of 24–25% as capacity utilization improves towards 75% and new product lines scale up.

Financial Highlights
- Revenue stood at INR 1,462.2 Mn reflecting 14.8% QoQ growth and down 0.4% on YoY basis.
- EBITDA stood at INR 252 Mn reflecting 18.34% QoQ growth and down 28.5% on YoY basis.
- EBITDA Margin for the quarter is 18.4%.
- PAT stood at INR 250.3 Mn reflecting 24.3% QoQ growth and down 14.23% on YoY basis.
- Exports contributed 24% to the total income this quarter.

Capacity Expansion and New Plant
- Commenced commercial operations at its new greenfield plant in Ambernath. This facility, spanning three lakh square feet, adds 15,000 MTPA of capacity.
- This expansion increases the company's total installed capacity to approximately 120,000 MTPA.
- Capacity utilization in Q1 was almost 59%. The company targets an optimum utilization of around 75% due to operational requirements.

Diversification into New Verticals
- Expansion into water treatment and oil & gas is progressing strongly with a growing pipeline of orders in both domestic and export markets.
- For oil & gas, demand is boosted by higher upstream activity and refinery expansions, requiring products like de-emulsifiers, corrosion inhibitors, and stimulation chemicals.
- In water treatment, demand is driven by stricter environmental regulations and zero liquid discharge mandates, with a clear market shift towards eco-friendly and water-based formulations.
- The drilling (oil & gas) segment has already picked up to 4% of the revenue mix and has shown significant value growth being 2.5 times compared to the last quarter and over 10 times further back.

FMCG and Textile Businesses
- Successful trial orders for big corporate clients in liquid detergents indicate a positive shift, and the company is confident of returning to peak volume terms by the end of the financial year.
- Textile chemicals segment is experiencing a huge demand for technical textiles, particularly for defense applications requiring specialty chemicals for water repellency, flame retardancy, and blood repellency.
- Textile chemicals currently account for 70% of the company's volume and 80% of its revenue, while FMCG cleaning and hygiene, along with drilling, make up the remaining 20% of revenue.

Guidance
- Expects to return to its original EBITDA margin levels of 24-25% seen in previous years, as the benefits of these investments materialize over time and consumption patterns increase

Stanley Lifestyle Ltd | Q1FY26 Earnings Call
CMP: INR 309 | MCAP: INR 17640 mn

Outlook
Stanley Lifestyles enters FY26 with strong momentum in its core retail and B2B segments, supported by a resilient product portfolio that is insulated from US tariff impacts. The company is leveraging its COCO store dominance, expanding into high-potential metro catchments, and focusing on premium and ultra-luxury categories with high-margin potential. Operational efficiencies through localisation, integrated manufacturing, and disciplined store placement are enhancing profitability. With plans to open 15 new stores in FY26 and a growing international footprint via exports, Stanley is positioned to sustain double-digit growth in the medium to long term, despite near-term macro headwinds and seasonal demand fluctuations.

Financials
Revenue: INR 1,087 million in Q1 FY26, up 7.9% YoY from INR 1,007 million.
Gross Profit Margin: 57.4%, up 428 bps from 53.1%.
EBITDA: INR 225 million, up 11.9% YoY from INR 201 million.
EBITDA Margin: 20.7%, up 74 bps from 20.0%.
PAT: INR 78 million, up 105.3% YoY from INR 38 million.

Other Highlights
• Strong Domestic Growth: Domestic retail revenue up 25% YoY to INR 641 million (vs INR 512 million last year); same-store growth in high single digits, expected to sustain as more stores mature.
• B2B Momentum: B2B/OEM revenue rose 27% YoY to INR 283 million (vs ₹222 million); unaffected by US tariffs with growing Middle East business.
• Franchise Weakness: Franchise revenue fell QoQ to INR 163 million (vs ₹273 million) due to seasonality and DH business closure; FoFo segment mainly affected.
• Coco Store Strategy: Majority of large city stores (Delhi, Mumbai, Chennai, Hyderabad) are company-owned; revenue ramp-up is ~60–70% in year one, reaching full maturity in year four.
• Seasonality Impact: 60% of annual business occurs in Q3–Q4, leading to lower QoQ performance in current quarter.
• Portfolio Resilience: Product portfolio not part of categories impacted by US tariffs; 2–3 US customers targeted for domestic & Middle East business.
• Expansion Plans: Three new Coco stores planned in Hyderabad; ongoing focus on store placement, marketing, and customer engagement.

BrainBees Solutions Limited – Q1 FY26 ConCall Highlights
CMP: INR 375.35 | MCap: INR 195.87 Bn

Outlook

The company delivered excellent Q1 performance. Revenue was up 13% YoY to INR 18,626 Mn and PAT surging 197% to INR 526 Mn, alongside achieving a positive free cash flow and 14% growth in unique transacting customers. India multi-channel margins expanded 120 bps to 37.8% despite delivery challenges, soft offline footfall, and weather-related disruptions, while international operations in UAE and KSA saw higher AOVs (3.7x India) driving a 30% YoY EBITDA improvement and 100 bps margin gain. Globalbees grew 31% yoy but margin compression from "Other Brands" portfolio rationalization—expected to conclude by FY26—remains a near-term drag. Strategic levers are the Riyadh store opening and disciplined offline store additions (90–100 annually) to prioritise capital efficiency instead of overexpansion.

Company and Industry Overview

- Over 13,000 maternity clinics and hospitals partnerships to deliver 2.5 Mn+ FirstCry branded boxes posing a unique market entry strategy
- Experiment of working with local logistic partners to further reduce delivery times is now expanded from one city to four cities with continued expectations of implementation
- Setting up and operating first store in Riyadh, Saudi Arabia within Q2 timelines
- Focus on capital efficiency of offline business hence maintaining the addition of 90-100 stores in FY26 as was done in FY25

Financial and KPI Highlights

- Revenue from operations: 18,626 Mn up 13% yoy
- Gross margin: 7,175 Mn up 15% yoy
- Adjusted EBITDA: 927 Mn up 25% yoy (margin up 48bps)
- PAT: 526 Mn up 197% yoy
- Free cash flow positive
- Annual Unique Transacting Customers: 10.8 Mn up 14% yoy
- GMV: 25,184 Mn up 9% yoy

Segmental Performance

India Multi-Channel Business

- Last-mile delivery ecosystem challenges
- Elevated geopolitical tensions impacting North India for a week
- Lower footfall in offline due to broad based consumer slowdown and unseasonal rainfall
- Gross margins rose to 37.8% up 120bps yoy

International business

- Continue sustainable growth in UAE and KSA through optimizing topline mix for superior GMV to revenue conversion, superior margins, and acquiring superior quality customers
- Capitalise on higher average spend per child on childcare products in FY24 of INR 160,000-170,000 (UAE) and 61,000-71,000 (KSA) as compared to significantly lower 9,280-9,350 in India
- 3.7x international segment AOV compared to India Multi-Channel AOV
- Adjusted EBITDA improved 30% yoy reigning loss with gross margins seeing 100bps hike to 24.9%

Globalbees

- Revenue growth of 31% yoy to 4,265 Mn
- Gross margins down 160bps to 46.5% due to continued rationalization of portfolio of "Other Brands" in core category
- Complete rationalization by FY26 to stop weighing down on margins
- "Other Brands" saw a strategic decrease in revenue contribution from 14% to 8% yoy

Pipes and Fittings Business

• Volume growth in Q2 FY26 is around 35%, with full-year growth projected at 9–10% (conservatively guided). Revenue growth guidance is 3–4% at current prices, potentially reaching double digits if raw material prices recover by end-Q2. July and August saw 30% volume growth, suggesting the downturn in pricing and volumes is nearly over. Q1 weakness was due to distributor restocking and early monsoon, not market share loss.

• FY26 margin guidance is 8–9.5%, with Q1 typically the weakest quarter and \~65% of business occurring in H2. Trial production has started at the new Riakra facility, with commercial production in H2 FY26 to boost northern India presence and overall capacity.

• Recent product additions include foam board pipes for underground drainage, double-wall corrugated pipes, and polypropylene plumbing pipes and fittings, offering better margins than CPVC. CPVC share rebounded to 40% in July, with FY26 expected at 30–35%. Working capital is stable at 80–85 days. Capex is projected at INR 150–170 Mn.

Consumer Appliances Division

• FY26 revenue guidance is INR 4,300–4,500 Mn. Q1 FY26 revenue declined 35% due to the exit from unprofitable air coolers in general trade, but focused categories (kitchen appliances, e-commerce-led air coolers, and water heaters) are expected to grow at high double-digit rates this year and in the medium term.

• FY26 profitability targets include double-digit margins, supported by product mix changes and cost control. Q1 FY26 margin improvement was aided by the discontinuation of loss-making products, cost-cutting, and a one-off other income of INR 60 Mn from downsizing warehousing space.

• The focus for FY26 is on kitchen chimneys, cooktops, hobs, sinks, and built-in appliances, leveraging market leadership in chimneys to expand in adjacent categories. Working capital is currently at 130–133 days, with an INR 200 Mn inventory reduction in Q1 FY26 and further improvements expected in Q2 and Q3. Net debt for this business is around INR 350 Mn. Capex is projected at INR 70–80 Mn.

NIIT Learning Systems- Mangement Meeting KTAs-Arihant Capital
CMP 327| Market Cap INR 44,810 Mn

Outlook: The company maintains a steady EBITDA margin outlook of 20–21% in the near to medium term, with an expectation of ~10% constant currency growth in FY26, led by strong performance in the tech and telecom segments. For Q2 and H2, the company forecasts growth of 1–2% in constant currency terms, with planned acquisitions expected to offset a 2–3% decline arising from the loss of a Canadian contract. Wage hikes effective from July are anticipated to normalize margins back near 20%. With strong cash reserves, the company is well-positioned to pursue annual acquisitions, further enhancing growth visibility. We have long term positive view on the stock. Business

Overview

- Focuses exclusively on corporate learning for Fortune 1000 companies in North America and Europe, with no current Indian clients.
- Annual revenue of $200 mn with EBITDA margins of 20%, serving 90–95 customers.
- Offers customized training services including content development, delivery, administration, strategic sourcing, and consulting, with 70% of delivery now virtual for better utilization and higher margins.

Corporate Training

- Differentiates between skill-based and knowledge-based training; proprietary company methodologies often require in-house training.
- Professional services firms spend more on training compared to other industries.
- Mandatory training (regulatory-driven) remains resilient even in downturns, while discretionary training is cut during uncertainty.

Growth Drivers

Shift from short-term, project-based work to long-term contracts in 2008 improved revenue stability and customer retention.

- Recent MST Group acquisition strengthened German market presence, especially in automotive and industrial sectors.
- Actively targeting at least one acquisition annually in Europe or America to deepen geographic reach and sector penetration.

AI Integration in Learning Solutions

- AI has transformed simulations into scalable, highly customizable, and cost-effective training tools.
- AI has boosted content development productivity without major headcount changes.
- Proprietary, company-specific training remains defensible against free online platforms like YouTube.

EV & Sectoral Opportunities

- EV adoption growth slowed due to geopolitical headwinds, but long-term sector prospects remain strong. Volkswagen's large-scale EV-related training investments highlight growth potential in automotive.
- Plans to verticalize sales in BFSI, pharma, and energy sectors while expanding in mainland Europe for balanced revenues.

Western Carriers Ltd
CMP: 115 | MCAP: 11.68 BN | Q1FY26 Concall KTA's

Western Carriers Ltd is investing in technological advancements like ERP and a new Delivery as a Service (DaaS) model, aiming to optimise supply chains and expand services.
The recent launch of its Gati Shakti Multi Modal Cargo Terminal at Devaliya also enhances its multimodal capabilities, enabling it to leverage the projected 8.8% CAGR growth in the Indian logistics sector and national infrastructure initiatives.Financial Highlights:
•Total Revenue decreased by 1.6% YoY from Inr 4.227 Bn to Inr 4.158 Bn.•
EBITDA saw a significant decrease of 41.3% YoY, falling from Inr 355 Mn to Inr 208 Mn. Consequently, the EBITDA Margin dropped from 8.4% to 5.0%.•Profit After Tax (PAT) also experienced a substantial decline of 42.9% YoY, from Inr 189 Mn to Inr 108 Mn, with the PAT Margin decreasing from 4.5% to 2.6%.
•Earnings Per Share (EPS) reduced from Inr 2.4 to Inr 1.1.•
EXIM volume decreased slightly from 18,800 TEUs to 17,498 TEUs, while Domestic volume saw a minor increase from 32,888 TEUs to 33,286 TEUs.•
Recorded a revenue CAGR of 11.7% from FY21 to FY25.
Total Revenue in FY25 was Inr 17.257 Bn.•Achieved an EBITDA CAGR of 10.4% from FY21 to FY25. EBITDA in FY25 was Inr 1.119 Bn.•PAT in FY25 was Inr 651 Mn.•Improved its financial leverage, with a Debt/Equity ratio of 0.2x in FY25, a notable decrease from 0.7x in previous years (FY21-FY24).•Working Capital Days increased to 111 days in FY25 from 53 days in FY21.Production Highlights
:•Launched Phase 1 of the Gati Shakti Multi Modal Cargo Terminal (MMCT) at Devaliya, Gujarat. This 30+ acre facility includes a modern rail terminal and service station, designed to support multimodal logistics for both EXIM and PAN India domestic transportation.•
The Devaliya terminal is strategically positioned to serve major industrial sectors such as salt, ceramic, chemical, agricultural, fertiliser, and MSME industries.Future Growth Guidance:•
WCIL is well-positioned to benefit from government initiatives like the Bharatmala project (planning 35 Multimodal Logistics Parks to manage 700 million tonnes of cargo annually) and efforts to reduce logistics costs from 14% to 8% of GDP.•Key growth drivers include major infrastructure pushes (DFC, Gati Shakti), simplified regulatory landscape (GST), strong FDI inflows, and growing adoption of advanced technologies (AI, IoT, automation).•

Increased demand is fueled by surging exports, the 'Make in India' initiative, rapid growth in e-commerce and MSMEs, and rising consumption in Tier-II and Tier-III cities.•Anticipates growth from MSME expansion, the manufacturing boom (driven by FDI and PLI incentives), a shift towards sustainable logistics, and the increasing demand for integrated fulfillment solutions.

Popular Vehicles & Services Ltd | Q1FY26 | Earnings Call | Key Takeaways | CMP: INR 123| M-Cap: INR 8,780 Mn

Overview

The company is committed to its expansion journey with new footprints in North India and Maharashtra while continuing Maruti operations in Karnataka.

The strategy remains to diversify below 50% dependence on Kerala. Q1FY26 was a soft quarter with volume and revenue decline, impacted by discounting pressure and uncertainty, though the long-term vision remains intact.

Financial Performance

- Total income INR 13,160 MN up 26.3% YoY
- Service business revenue INR 2,270 MN up 4.5%
- Average selling price up 4.7%
- EBITDA margin 26.3%
- Gross margin declined to 14.7% vs 18% earlier
- Maruti 18.7%
- Tata Motors 9.8%
- Bharat 11%

Margins and Discounts

- Discounts reduced by 30% sequentially
- From 12,000 to 5,500–6,000
- From 15,000 to 7,000–8,000
- Higher inventory and interest cost impacting profitability
- Sales growth higher but EBITDA lower due to OPEX and financing cost

Debt and Interest Costs

- Debt at INR 5,400 MN expected to reduce 5–6% by Q3
- Blended cost of debt 8–8.2% expected below 8%

Inventory

- Increased by 500 units for festive season (45–46 days)
- Expected to normalize to 37 days by September-end

Showroom Network

- 64 showrooms currently
- 3–4 additional showrooms in pipeline
- Maruti 9 dealers in Karnataka Arena segment
- JLR sole leader in Nagpur across 12 districts

Expansion and Acquisitions

- Focus on Kerala, Tamil Nadu, Karnataka, Maharashtra
- INR 7,000 MN planned for acquisitions, expansion, and debt reduction
- Two acquisitions in Telangana expected to close in Q2
- Exited Honda due to weak India performance

Competition

- Ather with limited EV reach
- Other dealers selling OEMs but company aims to strengthen across luxury, commercial and regular cars

Guidance and Outlook

- Q2 cautious due to GST uncertainty
- Strong growth and margin expansion expected in H2 driven by festive demand
- Impairment loss of INR 30 MN in Q1 expected to reverse in Q2
- FY26 margin expectations 4–5% including new acquisitions
- Long-term vision to double turnover every 3–4 years (CAGR 18–20%) targeting INR 110,000 MN turnover in 4 years

Indian Oil Corporation Ltd – Q1FY26 Concall KTA's

Outlook: The Company is on track to commission major refinery expansions by FY26-27, which will enhance fuel availability and strengthen margins. Petrochemical integration and a strong push in green energy will reduce reliance on imports and open new revenue streams. Capex will remain elevated in the near term, but leverage is expected to stay below 1x. Normalization of inventory losses, rising sales volumes, and stable LNG tie-ups provide confidence that earnings will recover. With government support for LPG under-recoveries, strategic Russian crude sourcing, and scale-up in hydrogen and SAF projects, Business expects to deliver profitable and sustainable growth over the next 2-3 years.

Guidance

- FY26 capex is guided at INR 334,940 Mn, spread across refining, petrochemicals, pipelines, CGD, and new energy projects. Post-FY27, annual capex is expected to normalize near INR 300,000 Mn.
- Refinery capacity is planned to rise from 80.8 MMTPA to 98 MMTPA by FY26-end through expansions at Panipat i.e. 10 MMTPA, Gujarat i.e. 4.3 MMTPA, and Barauni i.e. 3 MMTPA. Ramp-up will take ~24 months post commissioning.
- The Company expects petrochemical integration to rise from 6% currently to 15% by 2030.
- Debt-equity ratio is guided to remain below 1:1 despite heavy capex, by steady operating cash flows and strong GRMs.

Financial Highlights

- Q1FY26 PAT was INR 56,890 Mn vs. INR 72,650 Mn in Q4FY25, impacted by inventory losses of ~INR 65,000 Mn compared to gains of ~INR 100,000 Mn last quarter.
- Revenue stood at INR 2,186,080 Mn, up YoY, by higher sales volumes despite weaker reported GRMs.
- The Normalized GRM improved to $6.91/bbl vs. $5.39/bbl in Q4FY25, though reported GRM was lower at $2.5/bbl because of inventory impact.
- Borrowings declined to INR 1,215,450 Mn from INR 1,344,660 Mn in Mar-25, with a debt-equity ratio at 0.66.
- Capex incurred during Q1FY26 was INR 64,700 Mn.

Other Highlights

- Sales volumes reached 26.33 MMT in Q1FY26, the highest-ever, with pipeline throughput of 26.3 MMT i.e. 74% utilization. The retail network expanded to 40,666 outlets i.e. more than 445 additions. Target is ~48,000 outlets by FY27, though growth will be calibrated by market demand.
- Russian crude sourcing increased to 24% of total imports in Q1FY26 from 22% in FY25, with discounts of $1.5/bbl vs. Dubai benchmark. Inventory losses partly stemmed from higher crude stock maintained for planned shutdowns.
- The aviation turbine fuel business maintains 55-60% domestic market share, by aviation growth. The Company's refining expansions are designed to boost ATF output.
- LNG business strengthened with long-term contracts i.e. 1 MMTPA supply for 15 years from ADNOC starting FY29, and 0.4 MMTPA mid-term deal with Trafigura till 2029. Ennore terminal utilization is projected to rise from 25% to 31-32% in FY26, with expansion to 10 MTPA underway.
- CGD business volumes improved to 41 TMT in Q1FY26, with ~INR 220,000 Mn capex planned in coming years i.e. ~INR 10,000 Mn annually.
- Green energy initiatives include a 10 KTPA green hydrogen plant at Panipat commissioning by FY27, cost ~$3.5-4/kg and certification for sustainable aviation fuel production from used cooking oil.
- Petrochemical sales stood flat at 0.83 MMT in Q1FY26. Long-term strategy focuses on expanding specialty chemical output to reduce imports.
- International macro, global crude prices softened ~12% QoQ on OPEC+ adjustments and US tariff actions. This affected margins but improved long-term supply stability.
- LPG under-recoveries improved significantly to ~INR 100-105 per cylinder vs. INR 160-165 earlier. Subsidy support from the government i.e. ~INR 300,000 Mn allocation for FY25 continues.
- Non-core businesses: cryogenics and explosives remain profitable, while renewables i.e. solar, wind are being scaled up through JVs. Losses in Q1FY26 included a one-time exploration write-off of INR 3,400 Mn.

Engineers India Ltd. (EIL) Q1 FY26 Earnings Call
CMP: INR 192 | MCAP: INR 107,460 mn

Guidance
- Revenue growth FY26: 15–20% overall, 12–15% in consultancy.
- CMD earlier indicated 30–35%, but management conservative.
- Margin guidance:
  - Consultancy: 20–25%
  - LSTK/Turnkey: 5–7%
- Long-term revenue target: INR 500,000 million by 2028.

Margins
- Operating profit Q1 FY26: INR 5,900 million (7%) vs INR 3,600 million (6%) YoY.
- EBITDA Q1 FY26: INR 10,500 million (12%) vs INR 8,500 million YoY.
- Consultancy structurally stronger at 20–25% margins.
- LSTK margins remain thin at 5–7%.

Orders & Visibility
- Order book (June 30, 2025): INR 1,214,500 million, record high (vs 1,171,700 million in Mar-25).
- Q1 FY26 order inflow: INR 143,000 million
  - Consultancy: 60,900 million
  - Turnkey: 82,100 million
- FY26 YTD new orders already: INR 270,000 million.
- International orders YTD: ~95,000–96,000 million (mainly Middle East & Abu Dhabi).
- Non-oil & gas: 40–45% of total orders.
- FY26 inflows expected ≥ FY25 (800,000 million) with 10–20% growth potential.

Strategic Partnerships (RFCL JV)
- Q1 FY26: Loss due to 45-day shutdown, but now >90% utilization.
- Expected FY26 contribution: ~10,000 million vs 10,700 million last year.

Capital Allocation
- Dividend: INR 4 per share on INR 5 FV (80% dividend, payout ratio >50%).
- Cash balance: ~INR 110,000 million.

Product Development
- Working with NPCIL on small modular reactor (SMR) project worth ~3,000 million.
- First entry into nuclear space, with scope for expansion.

Hindustan Oil Exploration Company Ltd | CMP: 162 | MCAP : 21.38 BN | Q1FY26 Concall KTA's

Outlook :

Hindustan Oil Exploration Company has an India-focused asset portfolio with a strong offshore presence and established footprint in key petroleum provinces, holding discovered/producing resources in 10 out of 11 blocks and presence in 4 out of 7 producing basins in India. It is undertaking extensive drilling campaigns across its key assets in Kharsang, Dirok, Mumbai Offshore (B-80, B-15), PY-1, and Cambay, with a significant capital outlay of over Inr 2.5 Bn funded by a recent debt raise. While gas demand in Dirok has been a constraint, the expected operationalisation of the Northeast Gas Grid in FY2026 should alleviate this, boosting regional uptake. Their strategy is focused on rapid monetisation of discovered resources and a reaffirmed positive credit rating.

Financial Highlights:

•Revenue from operations was INR 786.5 Mn in Q1 FY2026, compared to INR 764.6 Mn in Q4 FY2025.

•Total revenue was INR 815 Mn in Q1 FY2026, down from INR 10.047 Bn crores in Q4 FY2025.

•Expenses from producing oil and gas blocks were INR 350.6 Mn in Q1 FY2026, a decrease from INR 385.3 Mn in Q4 FY2025.

•Pat for Q1 FY2026 stood at INR 438.7 Mn, compared to INR 511.6 Mn in Q4 FY2025.

•EBITDA for Q1 FY2026 was INR 350.2 Mn, compared to INR 387.4 Mn in the previous quarter. The overall total expenses in consolidated accounts for Q1 FY2026 were INR 692.9 Mn, lower than INR 649 Mn in the previous quarter.

•As of June 30, 2025, HOEC had a stock of crude oil amounting to 400,290 barrels. The company is in the process of disposing of this oil via auction through Mjunction.

Expansion And Drilling Measures :

•The plan is to drill a total of 18 shallow wells and three deep wells in Kharsang.

•A revised field development plan (FDP) has been submitted for block extension. HOEC plans to drill a well in North Dirok to the Bar formation and three more development wells.

•The company is planning a workover for the D1 well to address mechanical and wax issues and is evaluating a minimum facility platform for drilling three new wells. HOEC holds a 100% participating interest in this block.

•A development plan is underway for drilling four wells to unlock value from two existing discoveries (B-15A-1 and B-15-2) with upside potential.

•HOEC has received a prospectivity report from PetroVietnam, proposing to drill two infill wells, one appraisal well, and one exploration well. Drilling is expected to commence in the last quarter of the current financial year (FY26).

•Drilling of the first development well in North Balol has begun after a 17-year gap, and the NB-1 well is now producing. Plans include drilling two horizontal wells in Asjol in FY25-26.

•The operator, ICL (IOC), has commenced drilling the first well in this block where HOEC holds a 10% participating interest.

Production Highlights:

•HOEC recorded an average production of 450 barrels per day from the Kharsang field, representing a significant increase from 351 barrels per day in Q4 FY2025.

•In the Dac (Dirok) field, gas sales for the current quarter reached 20 million standard cubic feet per day (mmscfd), up from 15 mmscfd in the previous quarter. The sales volume for HOEC's share in the current quarter was 41 BCF, compared to 37 BCF in the previous quarter. Condensate production also rose to 8,893 barrels from 6,63 barrels in the prior quarter.

•The company's Gross Production for Q1 FY2026 stood at 6,369 BOEPD, an increase from 5,458 BOEPD in Q4 FY2025. Similarly, Net Production increased to 2,777 BOEPD in Q1 FY2026 from 2,665 BOEPD in Q4 FY2025.

Future Growth Guidance :

•The capital outlay for the North-eastern region for the next two financial years continues to breach Inr 2.5 Bn, with an endeavour to complete drilling in the region within two years.

•HOEC has raised a debt capital of Inr 2.5 Bn through a long-term loan, specifically for meeting these capital expenditures.

•Overall, the company plans to drill a total of 18 shallow wells and three deep wells in Kharsang, four wells in Dac, two wells in Greater Dirok, two wells each in North Balul and Azjo on its onshore assets, and 10 offshore wells

S P Apparels Ltd | Q1FY26 | Earnings Call | Key Takeaways | CMP: INR 818 | M-Cap: INR 20,520 Mn

Overview

Q1FY26 was a transitionary quarter for S P Apparels amidst recent tariff changes, adding complexity to the global apparel trade. The company continues to pursue opportunities in Europe under FTA support, while diversifying geographically to reduce dependency on any single market. Operations ran at full capacity with expansion plans underway in both India and Sri Lanka to capture incremental demand.

Financial Performance
- Consolidated revenue INR 4,050 MN up 63.5 percent YoY
- Consolidated EBITDA margin 13.5 percent
- Consolidated PAT INR 207 MN
- UK revenue INR 1,480 MN up 26 percent YoY
- UK orderbook GBP 3.7 MN

Margins
- Gross margin dropped by 840 bps YoY due to product mix shift
- Consolidated gross margin under pressure from tariff hikes and mix changes

Capacity and Utilisation
- Capacity utilisation 82 percent up 7–8 percent YoY
- Current 1,300 machines in India with 300 more to be added
- Targeting 7,000 to 8,000 machines by FY27 and 10,000 machines long term
- FY27 topline target INR 20,000 MN

Sri Lanka Operations
- Sri Lanka operations expected to breakeven this year with small pre-operative loss
- Currently 650 machines to be scaled to 2,000 machines by FY26–27
- Contribution of INR 300 MN revenue expected from Q3FY26 onwards
- No further capex planned beyond scaling existing 2,000 machines
- Production shift to Sri Lanka to mitigate tariff disadvantages for US and UK customers
- Short term difficulties expected but capacity being built to support long term growth

Expansion and Capex
- Investment six times for dyeing and expansion projects
- Healthy customer acquisition pipeline with two new customers by October 2025 and two more by March 2026
- India capex for FY26–27 estimated INR 2,000 to 3,000 MN including Sri Lanka expansion
- Maintenance capex INR 200 to 300 MN annually for FY26–27
- Sri Lanka expansion aimed at US brands while India expansion positioned for UK and Europe FTA advantage

Geographic Mix and Trade Impact
- US share 35 percent and UK Europe 65 percent
- US exports 10 percent of revenue with differential duty of 5 percent absorbed equally by producer supplier retailer and customer
- UK market remains strong and expected to benefit from India UK FTA by March 2026
- Tariff hikes remain a challenge and expansion pace linked to tariff relief
- customers diversifying sourcing away from Bangladesh creating new opportunities

Outlook and Guidance
- Focus on breakeven in Sri Lanka by FY26 with revenue contribution from Q3FY26
- Expecting strong growth in UK and Europe supported by FTA and sourcing shifts
- FY26 margin range to stabilise despite tariff disruptions with long term improvement expected from scale and mix
- Aim to double capacity and scale topline to INR 20,000 MN by FY27
- Confident of profitability revival with client acquisitions and geographic diversification

Mishra Dhatu Nigam Ltd – Q1FY26 Concall KTA's

Outlook: The Company remains confident of sustaining growth momentum with strong order visibility, expanding capacity, and alignment with national indigenisation programs. Revenue is guided at INR 13,000-15,000 Mn for FY26, with margins expected to hold at 23-25%. Beyond FY26, The Business is targeting near doubling of revenues by FY30, by capex in titanium, alloys, additive manufacturing, and armour facilities. The Company highlighted supply chain risks from imported alloys but expects domestic initiatives and recycling efforts to gradually reduce this dependence. With HAL orders, defence programs, and global certifications underway, it expects growth in both domestic and export markets across aerospace, defence, power, and space sectors in FY27-FY30.

Guidance

- Revenue guidance for FY26 stands at INR 13,000-15,000 Mn, with execution weighted towards H2FY26 because of the alloy production cycles.
- EBITDA margins are expected to remain stable in the 23-25% range, by higher-value alloys and efficient scrap reuse.
- The Company reiterated its long-term vision of nearly doubling revenue from ~INR 11,000 Mn currently to INR 20,000 Mn by FY30, by sustained demand from defence and aerospace.
- INR 7,000 Mn of new orders are under negotiation for Q2FY26, with significant traction expected from space, aerospace, and naval programs.

Financial Highlights

- The Q1FY26 revenue stood at INR 1,705 Mn up 4% YoY, with strong profitability growth despite modest topline expansion.
- EBITDA reached INR 413 Mn up 33% YoY, by raw material price correction and improved product mix; EBITDA margin improved to ~24% versus 19% last year.
- PBT rose to INR 190 Mn up 112% YoY and PAT to INR 128 Mn up 150% YoY.
- The Value addition was strong: ~INR 1,100 Mn of raw material and scrap consumption.

Other Highlights

- Order book stood at INR 18,270 Mn as of July 2025, providing revenue visibility for FY26; ~80% of this is defence, with the rest from aerospace, space, and naval. Exports remain modest i.e. ~INR 350 Mn, but the company is actively pursuing global certifications to expand share.
- Titanium facility i.e. 500 TPA is fully utilised, with INR 4,400 Mn of orders in hand, providing 18 months of execution pipeline. Further expansion may be considered as demand scales.
- The Wide Plate Mill i.e. WPM currently operates at ~40% utilisation, with margin upside expected as volumes improve toward the 25-30% EBITDA range. Focus remains on titanium and superalloy plates, while aluminium rolling may be opportunistic.
- INR 500 Mn invested in the titanium vacuum arc remelting facility is fully absorbed, with titanium production completely in-house i.e. ingots, plates, bars, wires.
- Capex priorities remain in alloy R&D, certification-driven access to new markets, and additive manufacturing powder facilities to reduce reliance on imported strategic powders.
- Defence programs such as Kaveri engine, AMCA fighter jet, and HAL drive recurring orders; HAL's order book alone is ~INR 7,500 Mn.
- The company developed Alloy 718 i.e. nickel-based superalloy for aerospace engines and Indian High-Temperature Alloy 740H for ultra-supercritical power plants, with orders expected once adoption scales.
- The Rohtak armour facility is gaining traction, producing both vehicle and body armour. Bulletproof jackets i.e. Kavach developed with BARC and IIT-Delhi are entering commercialisation, with orders from central and state police forces expected.
- International tariffs and trade frictions are being monitored. While tariffs create challenges for exports, rising defence budgets in Europe and Asia are creating incremental opportunities for the business, provided certifications are secured.
- Supply chain risks persist as ~75-80% of raw materials such as nickel, cobalt, and molybdenum are imported. The Company highlighted ongoing efforts to diversify sources, develop domestic supply, and recycle critical inputs.
- Execution of large orders is staggered because of the 12-18 month alloy-making cycles. The Company assured no bottlenecks in capacity for FY26 targets.

Vodafone Idea Ltd Q1FY26 Concall KTAs

The company plans to cover all 17 priority circles by September 2025, while also increasing 4G coverage to 84% and improving speeds through densification. Subscriber losses have sharply reduced, and 4G additions are gaining traction, supported by innovative prepaid/postpaid offerings and higher ARPU (up 14.9% YoY to INR 177). Further improvement in subscriber metrics is expected as 5G adoption rises, digital offerings scale up, and funding clarity emerges, with revenue growth through subscriber addition, improved customer experience, and stronger execution

In Q1FY26, INR 24.4 Bn in CapEx invested, focusing on expanding 4G and rolling out 5G. Current CapEx plan envisages INR 500–550 Bn over 3 years (from FY25), dependent on securing fresh debt funding.

The company added 4,800+ new 4G towers in the quarter, increasing 4G coverage to 84% of the population (up from 77% in March 2024).

4G data capacity expanded by 36%, a 24% improvement in 4G speeds. 5G services, first launched in Mumbai in March 2025, are now live in 22 cities across 13 circles, with plans to cover all 17 priority circles by September 2025.

Total broadband sites stood at 516,200, with 13,100 massive MIMO sites and 12,300+ small cells deployed.

Subscriber decline was restricted to 0.5 Mn in Q1FY26, a sharp improvement from ~5 Mn losses in Q2 and Q3 of FY25.

Added 1 Mn 4G subscribers during Q1, taking the total to 127.4 Mn.

Overall data traffic grew 10.4% YoY, and per-4G-subscriber data usage rose 11.2% YoY. ARPU improved by 14.9% YoY, reaching INR 177.

Company continues discussions with lenders to tie up long-term debt funding for network expansion.

Launched multiple digital-first prepaid plans, including the “Non-stop Hero Plan” with unlimited 24x7 data across India. Its “Vi Guarantee Program” offers 130 GB of free data annually and has now been extended to unlimited voice users with extra validity.

Postpaid offerings like the VMAX Family Plan (INR 871) provide 120 GB pooled data for 2 connections, Netflix subscription, unlimited night data, and rollover up to 400 GB.

International roaming packs expanded to 144 countries, with unlimited data and calls in 40 countries.

The Vi App has added vFinance, offering loans, fixed deposits, and credit cards in partnership with Aditya Birla Capital.

Vi Movies & TV now provides access to 20+ OTT platforms and 350+ live TV channels.

Partnerships with Google Workspace and Hewlett-Packard Enterprise strengthen managed services and workplace collaboration offerings.

Secured a 10-year contract with Genus Power Infrastructure for 5 Mn smart meters, positioning strongly in India’s smart metering drive.

The company is leveraging AI/ML to combat fraud, blocking over 450 million spam SMS between January–June 2025.

Borosil Ltd
CMP: 336 | MCAP: 40.19 BN | Q1FY26 Concall KTA's

Overview :
Borosil Limited presents a robust outlook, demonstrating strong financial performance in Q1FY26. The company reinforces its manufacturing leadership by commissioning India's first borosilicate glass production facility and expanding its substantial Opalware capacity to 84 TPD. The company aims to achieve a revenue CAGR of ~15%-20% by expanding product ranges and accelerating e-commerce growth.

Financial Highlights:
•Revenue From Operations increased by 5.2% year-on-year (YoY) to Inr 2.327 Mn in Q1FY26, up from Inr 2.212 Mn in Q1FY25.

•EBITDA saw a significant jump of 28.5% YoY, reaching Inr 472 Mn in Q1FY26 compared to Inr 367 Mn in Q1FY25.

•Profit Before Tax surged by 81.6% YoY to Inr 235 Mn in Q1FY26 from Inr 129 Mn in Q1FY25.

•Profit After Tax showed remarkable growth of 87.4% YoY, reaching Inr 174 Mn in Q1FY26 as compared to Inr 93 Mn in Q1FY25.

•The company's Net Debt significantly reduced to Inr 51 Mn at the end of Q1FY26, down from Inr 578 Mn in Q1FY25.

•Non-Glassware demonstrated strong growth of 10.7% YoY in Q1FY26, reaching Inr 942 Mn.

•Glassware sales were Inr 562 Mn in Q1FY26, showing a modest 0.9% YoY growth.

•Opalware sales were Inr 762 Mn in Q1FY26, with 0.1% YoY growth. Production Highlights.

Other Highlights and Growth Guidance:

•Borosil is planning a new facility in Rajasthan to manufacture vacuum-insulated stainless steel bottles, flasks, and containers. This project involves an estimated initial capital expenditure of Inr 400 Mn and is targeted for commercial production by Q4 FY26, with an initial capacity of ~2.4 million units annually. This expansion aims to increase the "Make in India" portfolio and reduce dependence on the China supply chain.

•Targets to achieve a revenue CAGR of ~15%-20%.

•Plans to increase penetration of glass storage and Opal-ware, introduce high-quality storage products, and gain market share in premium niche domestic appliances.

•Strong focus on e-commerce, with a goal to benchmark online consumer experience with best-in-class.

•Focus on optimizing capital employed, increasing domestic sourcing, improving warehousing and logistics, and controlling fixed overheads.

•Existing capacity, combined with planned ramp-up, is expected to lead to earnings upside and margin expansion.

Uflex Ltd Q1FY26 Earnings Call Takeaways
CMP: INR 584 | MCap: 42,179 Mn

- UFlex reported consolidated revenues of INR 40,000 Mn in Q1 FY26, up 6.5% YoY, led by strong volume traction across packaging, films, and aseptic segments. Overall sales volume grew 7.9% YoY excluding PET resin. Packaging volumes were higher by 11.7%, packaging films increased 6.8%, flexible packaging was up 7.4%, and liquid packaging volumes posted an 18% YoY growth.

- Capacity utilisation remained robust with India operating at 97% and Egypt ramping to \~75% utilisation in its first full quarter, which management termed encouraging. EBITDA margin stood at 12%, down from 12.7% in Q1 FY25, impacted by tariff-related uncertainties and customer pre-stocking. India operations, however, reported healthy margin performance. Forex losses were absent in Q1 FY26 versus INR 1,800 Mn in Q1 FY25, aiding profitability. Net Debt to EBITDA stood at 2.92x.

- Capex remains central to the growth strategy. The board has approved INR 20,000 Mn, of which INR 11,000 Mn is already spent as of June 2025. The balance INR 9,000 Mn is expected to be deployed through FY26 and Q1 FY27. These investments include aseptic packaging, WPP bags, and the recycling facility. Management guided that new projects collectively should add INR 30,000 Mn of incremental revenues and INR 6,000 Mn of EBITDA at structurally higher margins, with full ramp-up by FY27.

Industry and Margin Outlook

Management highlighted that an accident at a major packaging film producer in May has altered global supply dynamics. Supply constraints in BOPET and BOP films have tightened availability, reducing exports from India to Europe and improving pricing power domestically. Gross value addition in the BOP segment has improved sharply, and margins are expected to strengthen through the rest of the year. With constrained supply, exports to Europe and the US may fall, but the company expects improved pricing power in both regions.

Geographic Commentary

UFlex benefits from its presence across 8–9 geographies, enabling better tariff navigation. Exports from Mexico into the US are fully covered under USMCA, enjoying nil duty, providing a competitive advantage over peers subject to higher tariffs. Management acknowledged risks around potential 25% secondary tariffs on Indian exports to the US but expects a deadline extension. If the final tariff settles around 15–20%, UFlex expects a level playing field with peers. Moreover, if tariffs are imposed on other exporting regions but not Mexico, margins in the US business should expand further. Nigeria underperformed in Q1 due to a 19% tariff impact, while Poland is expected to benefit in coming quarters as Asian supply into Europe reduces, strengthening regional pricing power.

Capex

- The aseptic packaging expansion from 7 Bn to 12 Bn packs is delayed and now expected to come onstream in early H2 FY26 or Q1 FY27, impacting volumes from the 2026 season. A greenfield aseptic plant in Egypt (12 Bn packs) is targeted for commissioning in FY26. WPP bags for the pet food industry are in advanced commissioning. The Noida recycling facility with 40,000-tonne initial capacity is positioned to help UFlex comply with government mandates on recycled content (30% in rigid, 10% in flexible). Management expects this to become a scalable business model and a key growth driver.

- PET resin facilities in Panipat and Egypt, primarily set up for backward integration and raw material security, continue to support margin stability. The India plant can also produce bottle-grade chips, offering better margins.

Volume and Production Guidance

Aseptic pack volume guidance for FY26 has been revised downward to 8.5–9 Bn packs from earlier 10 Bn, with 2.3 Bn already achieved in Q1. Film division production is expected at \~132,000 tonnes per quarter in FY26. Management guided for steady utilisation levels in India and Egypt, while new capacity additions from FY27 should meaningfully expand volumes.

Amara Raja Energy & Mobility Ltd | Q1FY26 | Earnings Call | Key Takeaways | CMP: INR 958 | M-Cap: INR 175,400 Mn

Overview

Q1FY26 delivered steady growth in core lead-acid battery business with strong OEM demand in 2W and 4W. Industrial segment showed mixed trends with telecom weakness and UPS strength. Lithium-ion business is scaling up with giga factory progress. Exports remained weak while domestic OEM and aftermarket dynamics drove revenue.

Key Highlights

- Revenue: INR 34,010 Mn, up 4% YoY and 11% QoQ
- Lead-acid revenue: INR 32,700 Mn, growth of 4.5% YoY
- OEM demand robust, 4W and 2W OEM sales up 12–13% in Q1
- Aftermarket degrowth 7–8% QoQ, 5–6% YoY, but sequential growth visible
- Industrial segment: 30% degrowth offset by 15% growth in UPS, net 3–4% decline
- Telecom storage revenue INR 1,220 Mn, market share protected
- Subsidiaries: INR 3,150 Mn revenue, lithium progressing toward INR 12,000 Mn

Margins & Costs

- EBITDA margin 11.5% standalone, 11.7% including lithium
- Margin impacted by higher power and employee cost
- Trading revenues up 4% YoY, 23% vs LY, dilutive to margins

Capex & Expansion

- INR 12,000–13,000 Mn capex, largely for lead-acid business
- Giga factory construction commenced; operations at retail, commercial, grid levels in progress

Industry & Market Trends

- Unorganised market share in 2W/4W batteries stable at 10–15%
- Telecom contributes 6–7% of lead-acid revenues
- GST rationalisation to ease working capital burden, improve recycling, support organised sector
- Lithium raw material heavily dependent on China imports, Indian ecosystem yet to scale

Exports

- Exports contracted in Q1FY26, management cautious on near-term revival, FY26 to remain tough

Outlook

- OEM momentum to remain strong in coming quarters
- Aftermarket to recover gradually over next 1–2 quarters
- Industrial telecom to be a migration-led growth story
- Exports to remain subdued in FY26
- Lithium-ion scaling to continue, lead-acid remains core growth driver

Jeena Sikho Lifecare Ltd – Q1FY26 Concall KTAs

Outlook: The Company is positioning itself as a leading Ayurveda-based healthcare platform by combining hospitals, clinics, OTC products, and digital solutions. The company aims to scale bed capacity to 7,000-10,000 in the next 3-5 years through asset-light tie-ups with medical colleges. OTC products are expected to become a significant growth driver, targeting INR 5,000 Mn within 1-2 years, by e-commerce, franchise, and retail distribution. With an expanding presence in India and overseas markets such as UAE and Nepal, the business expects revenues to touch INR 7,000 Mn by FY26 with sustainable 20-25% margins. Continued government and insurance support for Ayurveda is to boost affordability, ensuring strong adoption and long-term growth.

Guidance

- The Company is targeting revenue of INR 7,000 Mn by FY26, with a run-rate of INR 6,000 Mn already visible. Margins are expected to sustain in the 20-25% range, by strong occupancy, OTC product growth, and cost controls.
- Long-term bed expansion is guided at 7,000-10,000 beds in the next 3-5 years, implying ~1,000 beds addition annually.
- OTC vertical is expected to contribute INR 5,000 Mn within 12-18 months, with 6-7 products launching by FY26-end and 15-20 more by FY27.

Financial Highlights

- Q1FY26 revenue was INR 1,740 Mn, up 74% YoY and 25% QoQ. EBITDA grew 3x YoY to INR 787 Mn with margins at 45%, The Net profit stood at INR 513 Mn, margin at 29%. EPS stood at INR 4.13.
- Monthly revenue run-rate sustained at ~INR 550 Mn, not factoring OTC product sales, which provides upside to estimates.
- Gross margins in medicines are ~85%, offset by ~45% distributor discounts, while cost of funds remain negligible given advance payments from distributors.
- Operating expenses fell marginally QoQ to INR 771 Mn despite capacity additions, by cost control initiatives. Monthly OPEX is ~INR 300 Mn.
- Receivables from the government reduced to ~INR 700 Mn from INR 920 Mn, with the share of government business falling to 8% from 25% as focus shifts to private patients.

Other Highlights

- Bed capacity increased from 2,180 to 2,570 in Q1FY26, with tie-ups at Saraswati College, Mohali, Sanskriti University, Vrindavan and Aurangabad hospital. Asset-light expansion reduces per-bed cost from INR 0.3-0.4 Mn to INR 0.1-0.15 Mn.
- The Flagship “Pet Liver-Spleen Kit” priced at INR 960 sold out 2,200 units within hours of launch. Pipeline includes BP, diabetes, thyroid, liver, and sexual wellness products. Target is 15-20 OTC launches by FY27. Distribution to scale through 16 super distributors, e-commerce platform, and franchise network.
- Clinics opened in Dubai and Abu Dhabi with 4 more in the pipeline. Nepal operations generated INR 1 Mn profit in 3 months. Nationwide presence in more than 100 cities across 23 states with growing franchise interest.
- Investments in Salesforce CRM, AI chatbots, ERP, and mobile apps i.e. BP, sugar, depression to improve patient engagement and evidence-based care. 12 clinical trials registered, 3 completed, under ICMR/CTRI.
- GST reduction on Ayurveda products from 12% to 5% and state-level approvals i.e. Bihar, Maharashtra for Ayurveda treatments expected to enhance affordability. Health insurers are expanding cashless Ayurveda coverage, creating stronger adoption drivers.
- The COO is elevated internally while search for a new CEO continues. Grant Thornton appointed as statutory auditor. Internal auditors Deepak Garg & Associates retained. ESOP cost minimal at INR 5-6 Mn annually.
- 10% of patients receive free treatment, strengthening goodwill, reducing marketing spends, and boosting organic referrals. Patient stay duration increased to 12-14 days from 8-9 days.

Denta Water & Infra Solutions Ltd
CMP: 340 | MCAP: 9.08 BN | Q1FY26 Concall KTA's

Overview :
Denta Water and Infra Solutions Limited demonstrated strong financial performance in Q1 FY2026, with revenue growing significantly (35.95% YoY) and maintained robust EBITDA and PAT margins.Denta leverages its expertise in groundwater recharging and is strategically diversifying into railways and highways while pursuing geographical expansion beyond Karnataka.

Financial Highlights:
•The company recorded a revenue from operations of Inr 672.78 Mn in Q1 FY2026. This represents a 24.24% increase Quarter-on-Quarter (QoQ) over ₹541.52 Mn in Q4 FY2025 and a 35.95% increase Year-on-Year (YoY) over ₹494.91 Mn in Q1 FY2025.

•EBITDA for Q1 FY2026 stood at Inr 249.97 Mn, with an EBITDA Margin of 37.15%. This margin is broadly in line with Q1 FY2025 (36.38%) and higher than Q4 FY2025 (34.22%), supported by improved billing realisation and a favourable project mix.

•Profit After Tax (PAT) for Q1 FY2026 was Inr 185.50 Mn, translating to a PAT Margin of 26.57%. This is an improvement from 23.98% in Q4 FY2025 and marginally higher than 26.27% in Q1 FY2025.

•As of June 30, 2025, the company's outstanding order book stood at ₹5,936.79 Mn, providing strong revenue visibility for multi-quarter execution in the near term. The Water Management segment forms the core of operations, accounting for the majority share.

•Denta maintains a strong equity base and minimal leverage, which provides financial flexibility and resilience.

•Earnings Per Share (EPS) for Q1 FY2026 was Inr 6.95, showing a positive trend.

Operational Highlights:
•As of June 30, 2025, Denta had completed 38 projects related to water management and infrastructure development, with 20 projects ongoing.

•Beyond water, Denta has a presence in railways and highways infrastructure. Their track record (FY21-FY25) includes significant work handled in Water Management (Inr 6,995.91 Mn), Irrigation (Inr 110.78 Mn), Road (Inr 97.33 Mn), Railway (Inr 39.94 Mn), and Operation and Management (Inr 4.80 Mn).

Growth Guidance:
•Denta intends to diversify into high-potential infrastructure segments like railways and highways, actively bidding for related projects. They currently have projects worth ₹349.20 million in these sectors.

•The company plans to expand its operations into other geographies beyond Karnataka, including Gujarat, Madhya Pradesh, Maharashtra, and Uttar Pradesh, to unearth new opportunities.

•Denta believes that the government's increasing focus on water re-use and recycling projects presents an attractive opportunity for further expansion of its footprint.

•The company will continue to focus on constructing existing projects while simultaneously seeking opportunities to expand its portfolio in ground water recharging projects.

Kesar Petroproducts Ltd- Q1 FY26 Earning Call Highlights
CMP: INR 32 | Market Cap: INR 3.18 Bn

Outlook

Kesar Petroproducts Ltd reported robust Q1 FY26 performance driven by revenue mix from pigments and CPC blue crude. The company targets 25% revenue growth and 12–15% PAT growth for FY26, supported by new fertilizer segment contributions and increased capacity utilization to 75% in the next two quarters. Strategic capex of INR 800 mn, funded largely through internal accruals, enhances operational synergies via a 2MW captive power plant and fertilizer production. Long-term growth is projected at 20–25% for FY27–FY28, with a focus on reducing debt by 20–25% in FY26.

Financial Performance

• Gross revenue for Q1FY26 stood at INR 566.6 mn with total income from operations after GST at INR 495.3 mn with a strong sequential and YoY increase.
• Net profit after tax significantly improved to INR 58.9 mn from INR19.8 mn in Q4FY25 and INR 21.2 mn in Q1FY25.
• Margin performance for the remaining FY26 is expected to remain in line with Q1.

Segmental Revenue Mix

• Revenue split: 80% from pigments and 20% from CPC blue crude reflecting a strategic shift towards high-value downstream products.
• The pigment segment continues to be the prime growth engine with CPC crude no longer the core focus.

Capacity and Utilization

• CPC blue crude capacity: 800 tonnes/month and currently at 60% utilization.
• Alpha blue capacity: 2,400 tonnes/year and utilization at 60-65%.
• Beta blue capacity: 3,600 tonnes/month and utilization at 60%.
• Overall capacity utilization across major product lines is approximately 65%, with a target of reaching 75% in the next two quarters as new capacities and the fertilizer segment ramp up.

Capex

• Recent total Capex for facility expansion and vertical integration including power, fertilizer and neutralization plants stood at INR 800 mn primarily funded via internal accruals with a long-term debt of INR 300–400 mn.
• Integrated 2MW captive power plant with fertilizer manufacturing for operational synergies and waste utilization.

New Growth Initiatives

Fertilizer Business Rollout

• Complex N-P type fertilizer leveraging internal waste from pigment manufacturing and water trials ongoing with full commercial launch targeted by end-September.
• At 75% utilization, fertilizer and other byproducts expected to contribute 20–25% of overall revenue, potentially rising to 30–35% at peak utilizations.
• EBITDA margin guidance for the fertilizer segment is targeted at 35%.

Guidance

• Revenue growth guidance: 25% for FY26 as new capacities and fertilizer segment come online.
• PAT growth guidance: 12–15% for FY26 with similar margin profile projected for the remainder of the year.
• FY27–FY28 trajectory guided to maintain 20–25% overall growth.
• Focus on reducing debt by 20–25% in FY26.

Khazanchi Jewellers Ltd. - SME - Concall KTAs- Arihant Capital
CMP : INR 599 | Mcap: INR 14.81 Bn

Outlook & Guidance

Management guided for a 25–30% revenue CAGR over the medium term (vs.~90% CAGR delivered over FY23–FY25), citing confidence in both scale and margin levers. The upcoming 10,000 sq. ft. flagship showroom in Sowcarpet, Chennai (to be launched in Q2FY26) is expected to be a key growth catalyst, projected to add ~INR 150 Cr of incremental B2C revenue annually at 13–14% EBITDA margins, materially improving the overall margin profile.

Margin expansion will also be supported by higher contribution from lightweight, 18K, and diamond jewellery, as well as premium product categories like Polki and Jadau. The company is actively investing in digital platforms, customer engagement schemes (gold purchase plans, online showcases), and design innovation to deepen brand presence and improve customer stickiness. Despite industry headwinds like gold price volatility and intensifying competition from national chains, company continues to outperform peers on both revenue quality and profitability, reflecting strong execution, robust B2B franchise, and disciplined cost management.

Financial Performance

- Revenue stood at INR 403.8 Cr (+5.9% YoY)
- EBITDA reported at INR 21.15 Cr (+57.1% YoY)and EBITDA margin at 5.24% (vs. 3.53% in Q1FY25)
- PAT stood at INR 15.15 Cr (+64.7% YoY) and PAT margin at 3.75% (vs. 2.41% in Q1FY25)

- Revenue grew from INR 481.8 Cr in FY23 to INR 1,772.5 Cr in FY25 (92% CAGR). EBITDA rose from INR 16.8 Cr to INR 64.9 Cr (97% CAGR). PAT surged from INR 0.6 Cr to INR 44 Cr (44% CAGR).
- Revenue Mix Currently ~90% B2B / ~10% B2C; B2C expected to scale up post showroom launch.
- Seasonality : Management highlighted that demand visibility remains strong across all four quarters, supported by festivals (Akshaya Tritiya, Navratri, Diwali, Pongal) and marriage seasons.

Operational Updates

- Product Portfolio Continued pivot toward lightweight gold, diamond, and daily-wear jewellery, catering to evolving urban and younger demographics. Premium offerings (Polki, Jadau, bridal collections) remain core to high-margin B2C.
- Retail Expansion Flagship Chennai showroom will anchor B2C push, management indicated selective expansion into Tier-1 and Tier-2 markets, contingent on performance metrics.
- Design Capability Over 100 new designs added during the quarter, design team focused on blending traditional and contemporary preferences.
- Partnerships Malabar Gold & Diamonds onboarded as a key B2B client, strengthening institutional business base.
- Digital Strategy
- Online showcase for flagship products to drive omni-channel engagement.
- Gold purchase savings plans rolled out to build recurring customer relationships.
- Participation in South India jewellery exhibitions to reinforce B2B presence.
- Market Positioning 50+ years of brand legacy, BIS hallmark certification, and IIBX membership provide trust, sourcing efficiency, and competitive edge against larger organized peers.

- Gold sourcing benefits through IIBX membership , enabling cost savings vs. spot markets.
- B2B receivables tightly managed — average credit cycle of ~2 weeks, inventory cycle ~55–60 days.
- Margins & Profitability Lightweight/diamond jewellery, premium categories, and B2C expansion expected to drive steady margin improvement.

- Expansion Roadmap: Beyond the Chennai flagship, management evaluating further rollouts in South India; longer-term focus on tier-2/tier-3 penetration.
- Diversification: Silver jewellery being explored to capture incremental wallet share, though gold remains the dominant focus. Luxury watches and other adjacent categories under consideration longer term.
- Capital Allocation: All profits to be reinvested into growth (retail footprint, branding, and digital platforms). Dividend/buyback options under discussion, management indicated preference for reinvestment-led growth at current scale.
- Structural Growth Drivers: Expanding product categories, brand recall from 50+ years of operations, and favorable demand environment across festive/wedding cycles.

Diffusion Engineers LTD Earning Call Q1 FY26
Market Cap: INR 13.34 Bn | CMP: INR 355

Outlook

Diffusion Engineers Ltd. is an engineering solutions provider focused on high-performance production services for core industrial sectors like steel, cement, mining, and power. The company has a market capitalization of INR 13.34 billion and is actively expanding its operational footprint both domestically and internationally to capture a larger market share.

Financial Performance (Q1 FY26)

The company started the fiscal year on a strong note, demonstrating significant growth in both revenue and profitability.

Consolidated Revenue: Increased by 13.48% year-over-year to INR 806.65 Mn, driven by robust growth across all product segments and strong export gains.

Consolidated EBITDA: Increased by 14.75% to INR 105.81 million, with the EBITDA margin improving to 13.12%.

Consolidated PAT: Surged by 68.62% year-over-year to INR 122.64 Mn. The company's management noted that this was due to increased EBITDA, reduced finance costs, and a rise in other income.

Strategic and Operational Outlook

Company is focusing on a multi-pronged strategy for growth, including capacity expansion, international market penetration, and a shift towards higher-margin services.

Orders & Order Book: The company secured a significant domestic order of INR 480 Mn for high-pressure grinding rollers (HPGRs) and an additional INR 200 Mn order. Management expects these to be executed within the next 11-12 months, contributing meaningfully to revenue. The order book remains strong with a healthy pipeline.

Manufacturing Expansion: The company is executing a INR 1000 Mn capital expenditure (capex) plan to expand its manufacturing capabilities. The new splitting lines and electrode manufacturing facility at Unit 5 are expected to be operational by Q4 FY26. The expansion of the heavy engineering workshop at Unit 4 is also on track, aiming to meet the growing demand for wear parts and heavy engineering components.

International Strategy:

Diffusion Engineers is expanding its global footprint by setting up wholly-owned subsidiaries in key regions, such as the newly incorporated Diffusion Wear Solutions Middle East LLC in the UAE. This strategy is designed to replicate the success of its Philippines subsidiary by providing profitable, value-added services like reconditioning and repair, which have higher margins than product sales alone. The company aims to accelerate its international sales, which currently account for 12-13% of total revenue.

Guidance:

Management anticipates a "little higher double-digit" growth rate for FY26. Operating margins are expected to be maintained at around 12-13% due to a strategic focus on higher-value products and cost discipline.

Competitive Strengths

Diffusion Engineers Ltd. maintains its competitive edge through its integrated facilities. It manufactures its own consumables and components, which allows it to control quality, reduce costs, and shorten lead times. This one-stop-shop approach, coupled with its after-sales and maintenance services, positions the company uniquely against competitors in the market. The company competes with major players like ESAB and Ador Welding in the consumables segment and with engineering firms such as BHEL in the heavy engineering and wear parts segments.

TCS- Q1FY26 Concall KTAs

Overall, the deal and pipeline are okay, but given the slow ramp-up and deferment of new deals, revenue for the immediate quarter will not be as high as expected.

The 0.5% QoQ de-growth in constant currency terms was primarily driven by weakness in international markets, while an additional 2.8% decline was due to the ramp-down of the BSNL deal.

The BSNL deal in India unlocked new capabilities that TCS aims to leverage and monetize in other markets.

The company secured deals across various regions, covering key use cases in retail, manufacturing, insurance, utilities, and healthcare.

FY26 international revenue to be better than FY25. International business saw deep growth decline this quarter, accounting for 50% of overall decline in deep growth.

New service lines such as cybersecurity, engineering, and other modernization services delivered strong growth, with a healthy pipeline across these areas. All service lines are undergoing transformation driven by AI.

Other income for the quarter includes a one-off gain from interest on income tax refunds.

Book to Bill Ratio currently at 1.3x, but revenue conversion remains challenging. Revenue conversion not impacted by productivity demands as these are typically negotiated at deal signing.

Client decision-making deteriorated towards the end of the quarter. No improvement seen yet in client decision-making despite trade deal announcements with China, UK, etc.

>114,000 employees have been trained in advanced AI skills, positioning it as a key strategic advantage for the future.

New BSNL contract expected to ramp up from next quarter. Revenue mix may be slightly impacted as second phase delivery begins.

Deal pipeline remains strong across multiple industry verticals. Quarter saw project delays and pauses, with uncertainty about September quarter impact.

Ongoing uncertainty from trade deals and tariff announcements

TCS has begun developing its own Agentic AI solutions, with initial anchor customers already onboard and expected to grow further. Additionally, there are significant opportunities to enhance BPS through AI integration. Importantly, the company has stated that its hiring plans will remain unaffected despite the ongoing expansion of AI capabilities.

Employee costs at 47.6% of revenue. Target to bring employee cost ratio down to 45% range over next 2-3 quarters

70% decline in third-party expenses. Direct costs haven't declined proportionally despite expectations.

Added people in Q1 in anticipation of demand that didn't materialize as planned. Attrition trending upwards of 13%.

North America and Europe showing minor growth, but overall demand environment challenging

Customers are increasingly looking to leverage AI for industry-specific solutions, legacy modernization, and enterprise-wide scaling to maximize ROI. Notable productivity gains are being observed in areas such as infrastructure and application operations.

Deal wins up 12% on TTM basis for Financial services. Project rescoping and scope reductions occurring in some instances.

Carrying excess capacity in anticipation of better H2 performance. Expecting materially better second half with regards to growth.

International revenue is similar to last year on a like-to-like constant currency basis.

Deal activity is more focused on the size and tenure of deals, with a healthy book-to-bill ratio of 1.3x.

Margin: TCS is targeting operating leverage from Q2FY26, aiming to improve productivity, better utilize available talent, and begin delivering on the second phase of orders to enhance margins.Utilisation improvement will depend on revenue growth.Long term target margin remains in 26-28% range.

There was a 50 bps decline in utilisation this quarter. The company is focused on optimisation and maintaining readiness without leaving demand unaddressed.

The 70 bps decline is viewed positively, considering the third-party impact. This includes not just hiring but also additional operating costs.

The Hi-Tech business is showing stable growth.

BSNL deal is not included in TCV. It is expected to support operating leverage once the CEO is in place. The company expects 100% delivery and a similar growth trajectory thereafter.

Margins: Q1 saw additional costs added in anticipation of servicing future demand. However, Utilization declined this quarter due to capacity additions amid demand contraction. Positioned to benefit from operating leverage when demand recovers.

Client Metrics:A particular client, which previously contributed over $100 mn in annual revenue, has now dropped below that threshold around $95 mn over the last 12 months.

No acquisitions have been announced, but the company remains open to M&A opportunities in AI and digital domains if they offer value addition.

AI is currently boosting client productivity by 10–15%, with potential for greater improvements as adoption and implementation continue to evolve.

TCS BaNCS and other platforms are maintaining strong momentum, with several successful go-lives and expansions across the BFSI and pensions sectors.

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Stock Rating Scale	Absolute Return
BUY	>20%
ACCUMULATE	12% to 20%
HOLD	5% to 12%
NEUTRAL	-5% to 5%
REDUCE	-5% to -12%
SELL	<-12%

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