Steelcast

Operator: Ladies and gentlemen, good day and welcome to the Steelcast Ltd. Q1 FY27 earnings conference call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Arpit Mundra from the EY Team. Thank you, and over to you, Mr. Mundra.

Management: Thank you, Renju. Good morning everyone. We welcome you all to the Steelcast Ltd. earnings call to discuss the Q1 FY27 financial results. Today from the management side, we have with us Mr. Chetan Tamboli, Chairman and Managing Director; Mr. Rishil Tamboli, Whole-time Director; Mr. Subhash Sharma, Executive Director and CFO; and Mr. Umesh Bhatt, Company Secretary. Please note, a copy of all the disclosures is available in the investor section of the website as well as on the stock exchanges. Further, a detailed safe harbor statement is given on page 27 of the investor presentation of the company. Please note that anything said on this call which reflects the outlook for the future or which could be construed as a forward-looking statement must be reviewed in conjunction with the risks that the company faces. Now I shall hand over the call to Mr. Chetan Tamboli for his opening remarks. Over to you, sir. Thank you.

Management: Thank you, Arpit, and a very good morning to everyone. We welcome you to the Steelcast Ltd. earnings conference call to discuss the company's performance for the first quarter ended June 30, 2026. Our board meeting concluded yesterday and the financial results along with the investor presentation have been uploaded on the stock exchange and the company's website. We trust you have had an opportunity to review the same.

Now let me begin by sharing an overview of the global and Indian economic environment. The global economy remained resilient despite geopolitical tensions, trade policy shifts, and supply chain realignments. Global GDP growth was estimated at 3.3% for the calendar year 2026. India continued to be the fastest-growing major economy supported by robust domestic consumption, sustained government-led infrastructure spending, and a strong policy focus on manufacturing and localization. GDP growth is estimated at 6.5-7% for the calendar year 2026. Industrial activity remained strong across manufacturing, infrastructure, and mining, creating a favorable demand environment for key industrial sectors. Government initiatives such as Make in India, PLI schemes, and infrastructure investments continue to support India's long-term manufacturing and industrial growth story.

Let me now briefly touch upon industry trends before moving on to our financial performance. The casting and forging industry continues to benefit from strong demand across mining, earth moving, construction, railways, defense, and other industrial sectors, supported by increased infrastructure investments, manufacturing localization, and global supply chain diversification. Demand fundamentals remain robust driven by strong equipment utilization in the mining and construction sectors. Continued expansion in infrastructure projects and growing requirements for ground engaging tools, wear parts, and high-performance steel castings used in excavators, loaders, and heavy earthmoving machinery are providing support. The Indian foundry industry is projected to grow at a healthy pace, supported by investments in transportation, energy, mining, and industrial development, while the forging industry continues to benefit from opportunities across automotive, defense, railways, and heavy engineering sectors.

Let me now briefly highlight our quarterly financial performance for Q1 FY27. During Q1 FY27, the revenue from operations was 124.82 crores, a growth of 17% from 106.69 crores in Q1 FY26. EBITDA during the quarter was 35.24 crores, a growth of 17.37% from 30.02 crores in Q1 FY26. EBITDA margin was 28.23% from 28.14% in Q1 FY26. PAT during the quarter was 23.71 crores, a growth of 19.26% from 19.88 crores in Q1 FY26. PAT margin was 19% from 18.64% in Q1 FY26.

Ladies and gentlemen, as we look ahead, the company remains firmly committed to sustainable and capacity-led growth. In line with our increasing production requirements and our focus on reducing carbon emissions, we are significantly enhancing our renewable energy footprint. Currently, two renewable power projects are under implementation: a 2.4 megawatt hybrid power plant comprising wind and solar and a 1.4 megawatt solar power plant. Both projects are progressing and are expected to be commissioned before December 31, 2026.

Simultaneously, to cater to growing market demand and enhance our manufacturing capabilities, the board has approved the establishment of a Greenfield foundry with a capacity of 8,500 tons. This facility will manufacture steel castings across a wide range of applications from 5 kg to 1,000 kg and involve a planned investment of approximately 120 crores over the next 2 years. While energy costs have remained elevated due to the impact of global geopolitical developments and sustained pressure on fuel prices, we have successfully ensured adequate fuel availability to support uninterrupted production. Backed by these strategic investments and operational preparedness, the company is fully geared to meet the growing demand of the market and capitalize on emerging growth opportunities in the years ahead.

With the increase in input cost of various raw materials and natural gas, we will be having an upward price correction, and this will be effective July 1, 2026. In the end, I would like to state that as communicated to you in the previous quarter, we remain confident in our ability to sustain growth momentum, maintain healthy profitability, and deliver long-term value creation. We are targeting a growth trajectory of approximately 20% CAGR over the coming years, and for FY27, we expect a growth of 25% compared to the last financial year. There will be sequential improvement in the topline from here on for several quarters. Margins will remain in the guided range and the focus is to drive the topline. Operating leverage benefits should kick in as the scale increases. The increasing capex should give you a sense of how the demand scenario is playing out and how our existing clients are looking at increasing sourcing from us.

With these remarks, I would like to thank all our stakeholders for their continued trust and support. I now invite your questions and look forward to an engaging discussion. Thank you.

Operator: Thank you. We will now begin the question and answer session. Anyone who wishes to ask a question may press star and one on your touchtone telephone. If you wish to remove yourself from the question queue, you may press star and two. Participants are requested to use headsets while asking a question. Ladies and gentlemen, we will wait for a moment while the question queue assembles. The first question comes from the line of Shuvi Gupta from Treneza Asset Managers. Please go ahead.

Shuvi Gupta – Treneza Asset Managers: Good morning, sir. My first question is that you mentioned we are seeing high fuel prices and other raw material costs. How much of that do we plan to pass on to the customers? I think it started from July. How much has already been done and how much will be done in the coming quarters?

Management: As you all know, we have a sales price variation formula with all our customers. The input prices have increased from March onwards. Therefore, the price correction effective April 1 was very minimal. Most of it will come effective July 1. All the major raw materials are part of the formula and we will be able to pass on all increases.

Shuvi Gupta – Treneza Asset Managers: Okay. Regarding ground engaging tools, how much revenue contribution is coming from that segment?

Management: As of now, it is less than 1%.

Management: But by FY29, we expect this to reach 4.5% to 5%.

Shuvi Gupta – Treneza Asset Managers: And sir, how much was it last year for FY26?

Management: I think it was more or less the same as the current year. However, we are in the midst of developing new parts. Once they are approved, we will go into serial supplies and see a gradual year-on-year increase, reaching approximately 4.5% to 5% by FY29.

Shuvi Gupta – Treneza Asset Managers: Okay, sir. Thank you.

Management: Thank you.

Operator: Thank you. A reminder to all the participants that you may press star and one to ask a question. Next question comes from the line of Ankur Kumar with Alpha Capital. Please go ahead.

Ankur Kumar – Alpha Capital: Hello sir, thanks for taking my question. You said this year will see 25% growth. Will that be in terms of volume, or is that a combination of volume plus price increases?

Management: The effect of price increases will happen as expected, but we are targeting a volume growth of 25%.

Ankur Kumar – Alpha Capital: Even in this quarter, our margins are quite good, around 27%, and we have not yet received any price increase. Do you think margins will go up further in the coming quarters?

Management: Yes, margins are likely to go up because the increases in input costs will be compensated to us. Additionally, operating leverage will kick in as volumes increase.

Ankur Kumar – Alpha Capital: Regarding this price increase, what is the rough number?

Management: It varies from component to component and from customer to customer. However, we will be able to pass on all increases in all major raw material prices. This has been part of the standard formula with our customers for many years.

Ankur Kumar – Alpha Capital: Would you like to comment on a range, perhaps 5% or 10%?

Management: I think it would be difficult to project a specific number, but one can assume that all increases in major raw materials will be passed on.

Ankur Kumar – Alpha Capital: Got it, sir. Regarding the US railroad side, we were expecting things to start flowing. When can we expect that?

Management: Lately, over the last several months, we have changed our strategy. We are not pursuing the US railroad segment for the time being because there are many opportunities in better markets with better products and better pricing. We will address the railroad sector perhaps a little later and capitalize on the opportunities available in other industrial sectors.

Ankur Kumar – Alpha Capital: Got it, sir. Regarding the new capex, when can we expect the capacity expansion to be operational and when will revenues start flowing?

Management: Our internal target date to commission the plant is March 31, 2028. As we speak, we are quite confident of achieving this. So we will have some additional volumes starting in FY29.

Ankur Kumar – Alpha Capital: So current utilization will reach approximately 100% by FY28 by your expectation?

Management: We have already uploaded this to the stock exchange; we plan to reach 90% utilization by FY29. Planning for utilization above 90% is generally not advisable because you encounter many bottlenecks. Once we reach 90% utilization, the new projects will start contributing and providing higher volumes.

Ankur Kumar – Alpha Capital: Sure sir, thank you and all the best.

Management: Thank you.

Operator: Thank you. A reminder to all the participants that you may press star and one to ask a question. Next question comes from the line of Harshil Solanki with EquiTre Capital. Please go ahead.

Harshil Solanki – EquiTre Capital: Hi, good morning team. I have three questions. First, according to the annual report, our total employees increased by 32, which is only a 3% increase. Will this strength be able to help us achieve 25% volume growth, or do we need to hire and train more people? Second, you mentioned you have not yet received price hikes, but gross margins have improved this quarter. Was this driven by lower-cost inventory or a change in the product mix? Third, what is the peak revenue potential for the new 120 crores capex?

Management: Regarding personnel, we are adequately staffed at all levels for the current year targets and our budgeted production. Going forward, around the middle of this year, we will start recruiting and training people so they are ready for FY28. If there is more requirement, we will recruit again in FY28 for FY29. That addresses the personnel requirement.

On margins, we received a very minimal increase effective April 1. The major impact will come effective July 1. The improvement in margins is primarily due to scale and higher volumes. As I said earlier, operating leverage kicks in once volumes grow. To answer your question on peak revenue potential for the new facility, it will be approximately 300 crores.

Harshil Solanki – EquiTre Capital: Okay, I understood, sir. I have more questions and will fall back in the queue.

Management: Thank you.

Operator: Thank you. The next question comes from the line of Dhiral Shah with Phillip PCG. Please go ahead.

Dhiral Shah – Phillip PCG: Good morning, sir. Thank you for the opportunity. I wanted to understand your order book as of the current date.

Management: It is 140 crores.

Dhiral Shah – Phillip PCG: If we compare this with the same time last year, what kind of growth is seen in the order book?

Management: We are generally booked for about 4 months forward, and every month the orders are replenished. I do not have the specific historical number here, but there is an increase this year compared to last year.

Dhiral Shah – Phillip PCG: When you plan a capex of 120 crores over the next 2 years, which segment is driving the incremental growth or which customers give you the confidence to set up a new plant?

Management: We cater to 9 different sectors, which are detailed in our investor presentation. The growth will come from these 9 sectors. I am sorry, but we will not be able to provide the specific names of the customers, but it will be from the end-user industries we currently cater to.

Dhiral Shah – Phillip PCG: You mentioned that ground engaging tools will contribute almost 5% of revenue. What about the defense side, as you have been actively focusing there?

Management: We are pursuing defense, but over the past year, we have given it a lower priority because the opportunities and pricing are far better in our other areas of operation. We have shifted the focus to sectors other than defense.

Dhiral Shah – Phillip PCG: Okay, thank you so much, sir.

Management: Thank you.

Operator: Thank you. Next question comes from the line of Krishna with Electron PMS. Please go ahead.

Krishna – Electron PMS: Can you elaborate more on the growth drivers in terms of segments you are focusing on to drive this 30% growth in FY27 and 20% growth over the next 3 years? Secondly, could you provide more color on the new parts being developed? Is it more export-focused or domestic? Thirdly, with the new capex, are we focusing more on exports? In Q1 FY27, despite various tariffs over the last year, our export mix appears to have increased year-on-year. Is our export focus moving more toward Europe rather than the US?

Management: Historically, our exports have ranged from 45% to 50%. In the current year, we expect exports to be around 49-50%. Next year, the domestic share should be slightly better, perhaps 53%, and exports around 47%. This has been the range for several years and demand is coming from all the sectors we currently serve and from customers within each of those sectors. Occasionally, the export mix increases and can go as high as 60-62% in a quarter, but over the long term, it is 45-50% exports and the balance is domestic.

Krishna - Electron PMS: Coming to new parts, can you provide any details on which segments they are for?

Management: As you may know from previous calls, there is a continuous drive for new part development. In the last 18 to 24 months, we have developed more than 100 parts. All these parts will now move into serial supply. In addition to that, the overall demand trend is increasing. The higher volumes will come from a composite effect of new parts and increased demand from existing customers.

Krishna - Electron PMS: Right, sir. Thank you.

Management: Thank you.

Operator: Thank you. Next question comes from the line of Mausumi Shah with Wealth Guardian. Please go ahead.

Mausumi Shah - Wealth Guardian: Congratulations on the consistent margin generation. I wanted to clarify the 90% capacity utilization target for FY29. Is that based on the new capacity you are building or only on the existing 29,000 tons?

Management: The 90% target we plan to achieve by FY29 is based on our existing capacity.

Mausumi Shah - Wealth Guardian: Since the new capacity will be commissioned by March 31, 2028, it would already be available for FY29.

Management: Being the first year of operations, we are not yet fully adding that capacity to the utilization calculation, but somewhere down the line, we will start seeing revenues from that facility. The reason we are building it is because we are reaching 90% on our current setup and need to create additional capacity.

Mausumi Shah - Wealth Guardian: Just to confirm, FY26 capacity utilization was 48% and this quarter is 63%?

Management: Yes, but for the whole year, we plan to go above 63%. For the April-June quarter, it was actually 66%.

Mausumi Shah - Wealth Guardian: And the order book number is 140 crores, correct?

Management: Yes, 140 crores.

Mausumi Shah – Wealth Guardian: Any update on the Israel defense component we supplied?

Management: Trials are ongoing and we should hear something in the coming months.

Mausumi Shah – Wealth Guardian: Thank you.

Operator: Thank you. Next question comes from the line of Aman Srivastava with Bellwether Capital Private Limited. Please go ahead.

Aman Srivastava – Bellwether Capital Private Limited: Over the next 12 to 18 months, what will be the new part contribution from existing customers that is not currently part of the business? How big can this be in the next few years?

Management: Ballpark, one can assume about 20% of revenues will come from new parts. We would have to deep-dive component by component for precise numbers, but over the next 2 to 3 years, 20% of the business will come from new parts and 80% should come from existing parts due to increased demand.

Aman Srivastava – Bellwether Capital Private Limited: You guided for 25-30% growth for FY27 and 20% over the next few years. Qualitatively, what is driving this demand?

Management: As I said, it is a combination of new parts moving into serial supply and increased demand from existing customers. All 9 of our sectors have requested increased supplies and orders. Overall, the engineering industry in general is performing well in India.

Aman Srivastava – Bellwether Capital Private Limited: Thank you.

Operator: Thank you. Next question comes from the line of Amitabh Batra with Sadan Ventures LLP. Please go ahead.

Amitabh Batra – Sadan Ventures LLP: Regarding the new capex, is the land already available? Will the raw material sourcing for this greenfield expansion differ, or are you tapping into the Alang ecosystem again?

Management: The Government of Gujarat provided us 100,000 square meters of land some months back, so that land parcel is available. The new facility is exactly 12 kilometers from the existing facility. Therefore, the raw material procurement strategy will be the same as our current facility.

Amitabh Batra – Sadan Ventures LLP: Can you provide insight into the ship-breaking industry? Does the outlook look positive for your raw material sourcing? There is a lot of buzz in the market.

Management: Steelcast does not use raw material directly from ship-breaking. We produce high-strength low-alloy steels and carbon steels, so we require very clean scrap with low sulfur, phosphorus, and carbon. We source our raw materials from elsewhere.

Amitabh Batra – Sadan Ventures LLP: However, your investor presentation mentions the Alang ecosystem as a key supplier.

Management: Many downstream industries have developed because of the ship-breaking activity. We do buy from those downstream industries, such as rolling mills, which are locational advantages for us, even if we do not buy strictly from ship-breaking itself.

Amitabh Batra – Sadan Ventures LLP: So you use that ecosystem as a supply base, just not directly from the ships.

Management: Yes, absolutely.

Amitabh Batra – Sadan Ventures LLP: Thanks for the clarity.

Operator: Thank you. Next question comes from the line of Saket Saurabh with Sagun Capital. Please go ahead.

Saket Saurabh – Sagun Capital: You mentioned 9 segments, categorized as 6 existing and 3 new. What is the contribution of different segments, like earthmoving? Has this trended differently over the last 5 years? I want to see how you have reduced dependence on specific sectors and clients.

Management: The major contributing sectors are mining, earthmoving, and construction, which together account for approximately 70%. The other 6 sectors account for 30%. Over several years, we have added new sectors to de-risk. For example, 10 years ago, mining was 84% of our sales; it has now dropped to 54%. Earthmoving was near zero and is now 36%. Construction was around 15-16% and is now 20-21%. We have broadened ourselves significantly by adding customers, parts, and expanding our export geographies from 2 countries to 16. We have substantially de-risked the business and will continue this process.

Saket Saurabh – Sagun Capital: That is fantastic. Regarding the geographical split in exports, what are the specific contributions from North America, Europe, or Japan?

Management: The major export markets are the US and Germany, which together constitute about 70%. The remaining 30% comes from 14 other countries. The idea is to keep driving this and ensure that dependence on the US and Germany reduces over time.

Saket Saurabh – Sagun Capital: What was their share 10 years ago?

Management: Ten years ago, we sold almost exclusively to the US and Germany.

Saket Saurabh – Sagun Capital: Great progress. Thank you.

Operator: Thank you. The next question comes from the line of Manish Goyal with Thinkwise Wealth Managers LLP. Please go ahead.

Manish Goyal – Thinkwise Wealth Managers LLP: You mentioned that for FY27 you expect a 63% capacity utilization, implying sales of more than 18,000 tons and 30% volume growth, although you initially guided for 25%. Can you clarify? Also, is the 49% export share based on volume?

Management: You are right; I said 25%, but I should have said 30% because indications from most of our customers are very strong. I was trying to be conservative, but 30% is a distinct possibility. The export and domestic mix can be assumed to be on a 50-50 basis.

Manish Goyal – Thinkwise Wealth Managers LLP: What was the export volume in Q1?

Management: Total production was 4,700 tons and 60% of that was exports.

Manish Goyal – Thinkwise Wealth Managers LLP: On margins, your presentation says you will maintain them, but you mentioned operating leverage and price hikes. Last year, the EBITDA margin was 27%. Can we expect 150 to 200 basis points of improvement, reaching 28.5% to 29% for FY27?

Management: Theoretically, that should happen, and that is what we are striving to achieve.

Manish Goyal – Thinkwise Wealth Managers LLP: One clarification on revenue share: for the current year, mining is 27%, earthmoving 43%, and construction is 15%?

Management: Yes, those are the numbers.

Manish Goyal – Thinkwise Wealth Managers LLP: And defense?

Management: Defense will be about 1%. As I mentioned, we shifted focus from defense because opportunities in terms of demand and pricing are better elsewhere.

Manish Goyal – Thinkwise Wealth Managers LLP: Can overseas defense become meaningful in the next few years?

Management: We do not have a firm plan for that. It might go from 1% to 2%, but we are not focused on increasing it beyond that over a 3-year period.

Manish Goyal – Thinkwise Wealth Managers LLP: Regarding ground engaging tools, has traction started with part approvals?

Management: Yes, that is a continuous process. In FY26, ground engaging tools were 1% of sales; this year they will reach 3.5%, and they should reach about 6% by FY29.

Manish Goyal – Thinkwise Wealth Managers LLP: Thank you so much, sir.

Operator: Thank you. Next question comes from the line of Shubham Tamrakar from Alchura's Investment Management Private Limited. Please go ahead.

Shubham Tamrakar – Alchura's Investment Management Private Limited: I noticed a rise in inventory that has not yet converted to sales. Is there a specific reason for the dispatches not happening?

Management: In our industry, when production increases, there is a pile-up of inventory. With a time lag of 1 to 2 months, you see that converted to sales and inventories normalized. When there is a ramp-up, we have a short-term increase in work-in-progress that hasn't hit sales yet.

Shubham Tamrakar – Alchura's Investment Management Private Limited: What was the capacity utilization this quarter and for the year?

Management: For the April-June quarter, it was 66%. For the full year, we expect it to be 63%.

Operator: Thank you. Next question comes from the line of Harshil Solanki with EquiTre Capital. Please go ahead.

Harshil Solanki – EquiTre Capital: Page 30 of the annual report mentions transitioning manufacturing to electricity-based systems due to natural gas and LPG shortages. Will adding more solar lead to long-term savings?

Management: We have two power plants under commissioning: a 2.4 megawatt hybrid (solar and wind) and a 1.4 megawatt solar plant. We are considering a transition from natural gas to electricity over the next 2 to 3 years.

Harshil Solanki – EquiTre Capital: Will this lead to further cost savings?

Management: It is hard to predict natural gas prices. Gas is currently 50-55% more expensive than it was at the end of February. At current prices, there is a saving when using electricity, but we do not know the long-term pricing of gas.

Harshil Solanki – EquiTre Capital: What are the plans for the incremental cash generated? You have 120 crores of capex, but will generate significant cash.

Management: We are a debt-free company and intend to remain so. We will use the cash accruals generated over the next 2 years to fund our capacity expansion.

Operator: Thank you. Next question comes from the line of Ankur Kumar with Alpha Capital. Please go ahead.

Ankur Kumar – Alpha Capital: You guided for 18,000 tons but did about 4,000 in Q1. Will growth be linear over the next three quarters?

Management: Sequentially, for the coming few quarters, there will be an increase in the topline. Demand is coming from all 9 sectors. Quarter-on-quarter, you will see improved sales, both in volume and realization. The composite effect is why we expect a minimum 25-30% growth for the full year.

Operator: Thank you. Next question comes from the line of K. Manunath, an individual investor. Please go ahead.

K. Manunath – Individual Investor: Congratulations on the consistent numbers. For your new expansion, why not consider a rights issue at a premium? That would provide flexibility and preserve your reserves. Secondly, would you consider a bonus issue to improve visibility and brand equity? Third, are you focusing on specific defense components to improve productivity?

Management: Regarding a rights issue, the company already has 120 crores in reserves as of the March 2026 balance sheet. We are investing 120 crores over 2 years using internal accruals. Since we have enough funds, it may not be prudent to take more money via a rights issue, as it would increase equity and lower earnings per share.

On the bonus issue, I will surely take that suggestion to the upcoming board meeting. Regarding defense, we have better opportunities elsewhere right now. Defense is one of the riskiest businesses because you often sell to only one customer. While it is popular in the markets right now, I see a lot of risk there. However, if a good opportunity comes along, we will cater to it.

Operator: Thank you. Next question comes from the line of Saket Saurabh with Sagun Capital. Please go ahead.

Saket Saurabh – Sagun Capital: Does the cost pass-through lag vary between exports and domestic? Also, is there a possibility that our exports are underreported because we are a tier two supplier and domestic OEMs export the final product?

Management: Generally, price increases or decreases come with a one-quarter lag. Since costs are increasing now, we will see the compensation effective July 1. Regarding exports, Steelcast is a tier one supplier for almost 99% of our sales. We supply directly to OEMs. If those Indian OEMs export their equipment, our indirect exports would be higher, but we do not know those exact numbers.

Saket Saurabh – Sagun Capital: Is currency fluctuation also a pass-through?

Management: We share in the rupee depreciation or appreciation with our customers.

Operator: Thank you. Next question comes from the line of Manish Goyal with Thinkwise Wealth Managers LLP. Please go ahead.

Manish Goyal – Thinkwise Wealth Managers LLP: Regarding the order book of 140 crores, which is roughly one quarter's revenue, what gives you confidence in such strong volume growth given the geopolitical situation?

Management: Several factors are at play. We have clear indications from domestic and export customers for increased volumes. Commodity prices are elevated, and infrastructure spending is increasing in India and abroad. Sectors like railways are seeing significant investment. The engineering industry in general is doing well. Despite geopolitical issues, India has large domestic consumption and is somewhat insulated.

Manish Goyal – Thinkwise Wealth Managers LLP: So the 140 crore order book will be executed over the next 3 to 4 months?

Management: Yes. As I said, we have firm business for 3 months, and every month an additional month of orders is added. We generally have 3 to 4 months of order visibility at any time.

Operator: Thank you. Ladies and gentlemen, that was the last question for today. I now hand the conference over to the management for closing comments.

Management: Thank you to everyone for being part of our earnings call. We appreciate your support and trust. We hope we have addressed most of your queries. If you have further questions, you may reach out to our investor relations adviser, Ernst & Young. Thank you to the Ernst & Young team for organizing this call and thank you again to everyone.

Operator: Thank you. On behalf of Steelcast Ltd., that concludes this conference. Thank you for joining us. You may now disconnect your lines.