POOJAA PRECISION ENGG. LIMITED

# POOJAA PRECISION ENGG. LIMITED

FORMERLY KNOWN AS POOJA CASTINGS PVT. LTD.

" SOLUTION PROVIDER FOR ALUMINIUM DIE CASTING COMPONENTS"

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GST NO : 27AABCP0083A1ZZ CIN NO.: U27310MH1992PLC068151

Date: October 27, 2026

To

BSE Limited
Dalal Street, Phiroze Jeejeebhoy Towers, Mumbai 400001
Scrip Code: **544844**
ISIN : **INE288301026**

**Subject: Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015 – Transcript of H1FY27 PERFORMANCE**

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, the transcript of the Results Conference Call for **H1FY27 PERFORMANCE** held on Friday, 23rd October, 2026 is attached.

The same is also hosted on the Company's Website Link:
https://www.poojaaprecisionengg.in/investor-lounge/investor-meet/

Kindly take the same on record.

Thanking you,

Yours Sincerely,

**FOR POOJAA PRECISION ENGG. LIMITED**

**(FORMERLY KNOWN AS POOJA CASTINGS PVT. LTD.)**

KHANDELWAL SHALAKA SATISH
Digitally signed by KHANDELWAL SHALAKA SATISH
Date: 2026.10.27 10:38:55 +05'30'

**Shalaka Khandelwal**

**Company Secretary & Compliance Officer**

**Membership No. A62774**

# "Poojaa Precision Engineering Limited

# H1 FY27 Earnings Conference Call"

# October 23, 2026

**MANAGEMENT:** **MR. DAKSHENDRA AGRAWAL – PROMOTER – POOJAA PRECISION ENGINEERING LIMITED**
**MR. SANKET ANIL KULKARNI – MANAGING DIRECTOR – POOJAA PRECISION ENGINEERING LIMITED**
**MR. BHAVYA AGRAWAL – PROMOTER AND CHIEF FINANCIAL OFFICER – POOJAA PRECISION ENGINEERING LIMITED**
**MR. SHEKHAR DRAVID – HEAD BUSINESS TRANSFORMATION – POOJAA PRECISION ENGINEERING LIMITED**

**MODERATOR:** **MR. SUYASH SAMANT – STELLAR INVESTOR RELATIONS ADVISORS**

**Moderator:** Ladies and gentlemen, good day and welcome to the Poojaa Precision Engineering Limited H1 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. Suyash Samant from Stellar Investor Relations Advisors. Thank you and over to you, sir.

**Suyash Samant:** Thank you. Good morning, everyone and thank you for joining us today. I have with us today the senior management team of Poojaa Precision Engineering Limited. CA Dakshendra Agrawal, Promoter; Sanket Anil Kulkarni, Managing Director; Bhavya Agrawal, Promoter and CFO, who will represent Poojaa Precision Engineering Limited on the call.

The management will be sharing the operating and financial highlights for the half year ended September 30, 2026, followed by a question-and-answer session. Please note this call may contain some of the forward-looking statements, which are completely based upon the company's beliefs, opinions and expectations as of today.

These statements are not a guarantee of the company's future performance and involve unforeseen risk and uncertainties. The company also undertakes no obligation to update any forward-looking statements to reflect developments that occur after a statement is made.

I now hand over the conference to Mr. Sanket Anil Kulkarni. Thank you, and over to you, sir.

**Sanket Anil Kulkarni:** Yes, good morning, everyone and a very warm welcome to all of you. It is my pleasure to welcome you all to the maiden earnings conference call of Poojaa Precision Engineering Limited. I hope you have got an opportunity to review our investor presentation and the financial results, which are available on the stock exchange as well as on our company's website.

Speaking to all of you today for the very first time as a publicly listed company is a truly special milestone for all of us. As many of you are looking at our business closely for the first time, I want to give you a complete panoramic view of Poojaa Precision Engineering Limited, what we do, why OEMs choose us, how we operate across end markets and where we plan to take this company over the coming years.

Starting with our core, Poojaa Precision is a high-precision engineering and manufacturing partner. Simply put, when the critical industrial need complex parts, high-tolerance components that cannot afford to fail, they turn to us. Our story began in 1992 as a modest manual casting manufacturer.

Over the past three decades, we have systematically transformed Poojaa Precision from a basic foundry setup into an advanced technology-driven precision engineering powerhouse. We have modernized our facilities to handle the state-of-the-art gravity die casting, low-pressure die casting and high-pressure die casting components and high-precision tooling technologies.

What truly sets us apart is our value chain integration. We do not operate as a job work foundry; instead we provide an end-to-end solution ecosystem. We start with co-engineering and design where we engage the OEM engineering teams at the concept stage, translating the customer's blueprint into optimized lightweight part geometrics.

We have our in-house tooling and simulation software using internal tool design and mold flow simulation softwares. We manufacture high-durability dies in-house, cutting development lead time and maintaining full IP control. Additionally, we have advanced alloy castings utilized for LPDC and HPDC technology.

We cast dense, defect-free aluminium alloys built to withstand extreme pressure and heat. On top of that, we also do micro-tolerance precision machining. Our multi-axis CNC machining center executes tight dimensional tolerance, finishing complex surfaces to exact client specification.

We focus on quality assurance and testing. Our components undergo CMM inspection, spectroanalysis, radiographic testing and pressure leak testing before delivery as ready-to-use assembled units. We operate multiple units across a strategic industrial hub in Pune, ensuring high operational flexibility and proximity to keep the OEMs' assembly lines.

Our current installed capacity stands at approximately 13,800 metric tons for melting and 6,000 metric tons for casting and finishing, which is expected to increase to 28,800 metric tons and 12,600 metric tons, respectively, by financial year '28, nearly doubling our overall capacity.

Our strong technical execution has enabled us to build a long-standing relationship with the leading Tier 1 OEMs in India and globally while continuously expanding our customer base from 39 in FY24 to 58 in first half of FY27, reflecting our growing reach across customers and sectors.

I would like to highlight that order book is our strength. As we speak today, we are backed by a robust order booking of almost INR1,180 crores, giving us strong revenue visibility over the coming financial year.

A key cornerstone for our strategy is revenue de-risking through diversification. We have built a broad-base portfolio across automotive, non-automotive, and EV applications, catering to multiple industries and end market.

In the automotive segment, we serve two-wheelers, three-wheelers, passenger vehicles, and commercial vehicle components, which includes intake manifolds, cylinder head, crankcases, and transmission housings. We are also expanding into EV applications, including motor housing and battery enclosures.

Beyond automotive, our presence spans over power and energy distribution, agriculture, defence, heavy engineering, and healthcare, with products ranging from conductors, electrodes, insulators, switchgear housings, and precision diagnostic equipment components.

This diversified portfolio reduces our dependence on any single segment and enables us to tap growth opportunities across multiple industries. I would like to talk about our strategic roadmap which centres on clear deliverables.

First, our diversified strategy, we are strengthening our presence in the power and energy sector with a long-term target of achieving a balance of 50:50 revenue mix considering automotive and non-automotive sector. In H1 FY27, non-automotive revenue grew by 194% year-on-year to INR53 crores, contributing 25% of sales, up from 15% in H1 FY26, while automotive contributed to 63% of the sales.

Second, our growth target, Supported by our capacity expansion and order books, we are targeting 50% revenue growth in FY27 and expect to grow at the range of around 30% to 35% for the coming two years with a clear objective of achieving INR1,000 crores in annual turnover by FY30.

Third, global footprint, accelerating direct exports to Tier 1 OEMs across North America and Europe to capture the global China + 1 manufacturing transition. With that, I conclude my remarks and hand over the floor to our CFO, Mr. Bhavya Agarwal, to take you through our financial performance and metrics. Thank you.

**Bhavya Agrawal:** Thank you, Sanket sir. Very good morning to all the participants. Over the last three fiscal years, our company has delivered exceptional compounding growth across all top-line and bottom-line metrics. Revenue from operations grew from INR174 crores in FY24 to INR222 crores in FY25 and reached INR294 crores in FY26, delivering a revenue CAGR of 30%.

Coming to EBITDA, it expanded from INR28 crores in FY24 to INR37 crores in FY25 and reached INR55 crores in FY26, delivering an EBITDA CAGR of 41.3%. This expanded by 300 basis points from 15.8% in FY24 to 18.7% in FY26 on the top line.

Moving to the net profit, which grew from 16 crores in FY24 to INR22 crores in FY25 and reached INR34 crores in FY26, reflecting a PAT CAGR of 44.2% year-on-year. On the top line, the PAT margins expanded from 9.3% in FY24 to 11.4% in FY26.

Comparing our first half-yearly of FY27 with first half-yearly of FY26. Revenue from operations stood at INR210 crores in first half of FY27, compared to INR125 crores in first half of FY26, reflecting a year-on-year growth of 68%. Historically, our H1 revenue has contributed around 43% to 47% of our full-year revenue.

Operating EBITDA and margins came in at INR40 crores in first half of FY27 versus INR23 crores in first half of FY26, giving a year-on-year growth of 73% with EBITDA margin expanding to 19%. Profit after tax stood at INR25 crores in first half of FY27 versus INR13 crores in first half of FY26, a year-on-year growth of 88% with PAT margins reaching 12% on the top line.

We continue to deliver strong capital returns with an ROE of 25% in H1 of FY27. In spite of raising 50% of our capital in August, our ROE is strong at 25%, supported by robust balance

sheet with a low debt-to-equity ratio of 0.08x and fixed asset turnover of 4x, reflecting efficient asset utilization and strong revenue generation.

With a strong balance sheet, a healthy order book of INR1,180 crores, and expanding market opportunities, we are well positioned to sustain our growth momentum. Accordingly, we expect to deliver a revenue CAGR of around 30% to 35% over the coming years.

We thank you all for listening affirmatively. I now hand the call back to the operator to open the floor for questions. Thank you very much.

**Moderator:** Thank you, sir. We will now begin the question-and-answer session. Ladies and gentlemen, we will wait for a moment while the question queue assembles. Our first question comes from the line of Prithvi with Abakkus Investment Managers. Please go ahead.

**Prithvi:** Hello, sir. Congratulations on the first con call. Our question is related to order book. So we currently have an order book of INR1,180 crores. Can you just provide a bit more information and detail on how this order book is going to be spread across H2, FY27, FY28, and FY29, and just a bit more in the definition of the order book itself? Thank you.

**Sanket Anil Kulkarni:** Order book wise, if you see, for INR1,180 crores which we have mentioned, ratio wise, it is around 52% is from auto and 48% is from non-auto. So growth wise, if you say, we expect the growth to be INR630 crores to INR640 crores the next year, then around INR800 crores and INR820 crores the year after that, and then that is by 2030, we should be around INR1,000 crores. So this is going to be the way the order books, is going to get executed. And practically it'll be around 30% to 35% CAGR. I hope I have answered to your question?

**Prithvi:** Yes. Thank you. And so in terms of the capacity that we currently have, we have around 6,000 tons of casting capacity with 6,600 from the Unit 3 expansion. So how much of that capacity has been installed this year, and how much will be installed in the next two, three years? And what are the projections for the utilization of that capacity? Could you provide a bit more detail on that?

**Sanket Anil Kulkarni:** Yes. Thank you. After the IPO, with the funds, lot of machine booking we have already done. So we expect the machines to be delivered by September wherein 20% of the capacity will be utilized for the current year, and by next year, the total machine installation will be completed. The utilisation will continue to ramp up, and by 2030, we will be ready to achieve our targets. So with this installation, we are fully geared up to meet the sales of INR1,000 crores, and that was the real purpose of raising the IPO.

**Prithvi:** Okay, sir. Thank you so much. One last question that I have, aluminium prices have increased from USD2,800 per ton to USD3,300 per ton right now. So how is this affecting our income statement in terms of the cost of goods sold?

**Sanket Anil Kulkarni:** See, the raw material cost, we have an understanding with all the customers wherein on the up or down, the cost gets compensated. We as a supplier and the customers, nobody lose in that process when you see it over the year. Hence, it practically doesn't affect the performance of the company.

**Prithvi:** Okay, sir. Thank you so much.

**Moderator:** Thank you. The next question comes from the line of Siddhant with OneUp. Please go ahead.

**Siddhant:** Hi. My question was regarding the aerospace customer approval which we have got, which is mentioned in the investor presentation. So I wanted to know more about that. And will that be serviced from our current capacity or from the new capacity coming up?

**Sanket Anil Kulkarni:** We have got the inquiry and we have been approved by HAL for the prototype parts that they need. Further, they have these castings being made at their Nashik foundry. And Indian Air Force has also approved us. They have cleared the audit. We have got the vendor code as well.

So the quantity requirement is going to be very less initially. We will have to get the certifications done, which will take some time, and we are in the process of understanding what are the details. So we will take minimum four years to get these activities in production. This is what is the understanding as on today.

**Siddhant:** Got it. Thank you.

**Sanket Anil Kulkarni:** Within four years, it'll get into a sales situation.

**Siddhant:** Got it. And just a follow-up question with this is**:** Is this going to be aluminium casting itself, or will it be magnesium or something else?

**Shekhar Dravid:** This is Shekhar Dravid, basically, these castings will be purely aluminium or aluminium-magnesium alloys which are specifically required in Air Force. So, we are working on both. We are in prototyping, we have just started in magnesium under R&D, which will explore it within four years' time. We will have the certification, as you know, lot of certifications and the approvals are required to go for the aerospace business, which we are already started, and four years down the line, all these things will be converted into sales figures. Currently, no figure is indicating the sales of aerospace at this moment.

**Siddhant:** Got it. Thank you so much.

**Moderator:** Thank you. The next question comes from the line of Sahil Jain with Ashvi India Holdings. Please go ahead.

**Sahil Jain:** Yes, I hope I'm audible?

**Sanket Anil Kulkarni:** Yes. Go ahead.

**Sahil Jain:** Hi, sir. Thank you for the opportunity. Just wanted to ask on the working capital side, sir. While I understand that the ramp-up from the IPO and the new plant has actually increased the inventory of the company, I just want to understand what would be the, going forward, what would be the inventory situation? Will we still stay on this high sort of inventory or is it bound to go down and normalize like the time it was in March '24 or something?

**Bhavya Agrawal:** Yes. Currently, if you look at the inventory status, so we have around INR60 crores of inventory. And our last month sale was INR42 crores. So if you look at that, it comes to one and a half months or 45 days of the working capital cycle, in which we have a die stock of INR20 crores, which cycle goes to 6 to 9 months because it starts from designing, prototyping, testing. So it takes a longer time.

So if you look at all of these things, from raw material to working capital to the finished goods, it's not more than 1 month, the entire cycle.

**Sahil Jain:** Okay. So is it only because of die and tooling that the working capital has actually increased? And going forward, these steps will not be in place, so working capital will be stabilized? Is that assumption correct?

**Bhavya Agrawal:** Dies will always be there, sir, for the entire top line, 7% to 8% of our sale is coming from die sale. So that is going to stay there with a small amount. But the rest, the normal cycle, will stay for 1 month only or it will reduce further.

**Sahil Jain:** Understood. Thank you. And apart from that, we can see that a good amount of our auto revenues are coming from CV. So, how will the CV cycle actually affect us? If we see a downturn, we are diversifying it to non-auto, but for the next couple of years, we'll still be, I guess, spending a bit on CV. So just want to understand on that part.

**Shekhar Dravid:** Basically, as you know that we are normalizing our business into all the sectors. It is not specifically -- we don't want to name or project or brand as in particular sector type of component. We want to be present wherever aluminum casting is required or aluminum precision component is required. Poojaa Precision would like to be at that position.

And that's why 3 years back we started the complete strategy. With this, currently we are on 62% is auto sector business, whereas other business is non-auto and engineering, which by end of 2030, we are expecting this should be around 40% to 45% business in auto sector, whereas 60% to 65% business will come from engineering and non-auto sector.

**Sahil Jain:** Understood, sir. And as of now, for the non-auto sector, sir, we are heavily dependent on the energy sector, right, sir, for the most part, as…

**Shekhar Dravid:** Yes. It is a part and parcel, because we started in non-auto sector with energy, power sector, power distribution. And if you see this business, if you see CAGR for last 3 years, if you see, it was around 20% to 22%, which has grown, projected for next 5 years, to around 29% to 30%. So, definitely that will give us a growth in that area.

But other than that, we already started working in defense, infrastructure, engineering, with agriculture, we already started into that. Currently, percentage is on the lower side. So, currently, the percentage business with these sectors is on the lower side. But going forward, we have got a definite plan to increase this sector, as we are going to grow to around 60% of our business in non-auto and engineering.

**Sahil Jain:** Understood, sir. So other than energy, the second sector would be in terms of non-auto? Second was a…

**Shekhar Dravid:** Can you repeat the question?

**Sahil Jain:** So, energy basically is the majority of the non-auto revenues that we are getting, like the energy sector. So which would be the second place in this non-auto part, the second sector which will be contributing the most towards this revenues except for energy going forward?

**Shekhar Dravid:** This will be -- currently, agriculture is at the second place. Third place is healthcare. And going forward for the next 2 years, we are seeing the defense will add it to it. Power sector will remain at the top in our band, energy distribution and the power generation. So this will remain for next few years will be number one as far as the non-auto sector is concerned.

But eventually, over a period of next 2, 3 years, you will find that the distribution will be different with additions of new sectors into it, which I already explained in last question.

**Sahil Jain:** Understood, sir. Thank you for answering the questions, sir. This was all from my side. Thank you, sir.

**Shekhar Dravid:** Thank you.

**Moderator:** The next question comes from the line of Tanmay Jhaveri with Finterest Capital. Please go ahead.

**Tanmay Jhaveri:** Yes. Hi, sir. Good morning. Sir, I wanted to understand on the margin spent. Currently, 62% of our revenue is from the auto side, and we expect non-auto side, specifically the energy and power side, to increase with time. So, how are margins divided on the auto side, energy side, agriculture side?

**Shekhar Dravid:** Definitely, if you see once the non-auto sector or engineering, specifically power and power distribution sector, definitely the increase of business will call for increase in all the margins. It is very difficult or challenging to specify right now because right now product mix is getting installed and there will be some dynamics into it for next 6 to 8 months.

With this, it will be very, very difficult, challenging, but definitely there will be increase as non-auto and engineering sector participation is going to be increased.

**Tanmay Jhaveri:** H1 numbers, what were the margins on the auto side and non-auto side?

**Bhavya Agrawal:** So, in terms of margins, whatever we have made, it's 60-40. The non-auto is 60% of our margins and auto is 40% in that comparison.

**Tanmay Jhaveri:** Okay. Thank you, sir.

**Moderator:** Thank you. The next question comes from the line of Ayush Ostwal with Vardhman Family Office. Please go ahead.

**Ayush Ostwal:** Hello. Am I audible? Hello?

**Moderator:** Yes, sir, you're audible. Please go ahead.

**Shekhar Dravid:** Yes, you're.

**Ayush Oswal:** Hi, sir. Can you just give a brief on your major clientele on OEM side and in automobile sector?

**Shekhar Dravid:** As per our NDA signed, we are unable to give that list. If you call, we can discuss with you, but on this call, the list of the NDA signed with the customer, we are unable to give it to you. We can call it a Fortune 500 company. Very specific, if you can come back, we can definitely share.

**Ayush Oswal:** Definitely, sir. And second thing, sir, on your current capacity utilization on both casting and…

**Shekhar Dravid:** Current capacity utilization, before new plant installed is around 80-82%, and that's why we have gone for the plant 3.

**Ayush Oswal:** Okay. And third one, sir, in gross margin, as you can see, there is a compression of from 59% to 53% due to RM prices increasing or some other reasons?

**Dakshendra Agrawal:** Basically, this is because of that, we have a product mix of -- product is changing. Now we are getting bigger-sized products, like 50 kg, like 80 kg. Earlier it was in the range of 1 kg to 9 kg. So, wherever the product mix changes and where the raw material components increases, the gross margin seems to be on downside, but overall margins will always remain higher.

**Ayush Oswal:** Okay. And the last one was on auto and non-auto. Going forward, what can we expect from non-auto sectors, sir, revenue mix?

**Dakshendra Agrawal:** Revenue mix in current half year, it is around 62% from auto and 38% from non-auto. Last year, it was 72% from auto and 28% was non-auto. And in next 2, 3 years, we are aiming to reach by 50-50%. And in longer term, in longer term means quite longer term, we are expecting to be a mix of around 33-33-33, means 33% auto, 33% EV, and 33% engineering. That will be too long expectation of the company and the policy.

**Ayush Oswal:** Okay. Got it. Thank you, sir. All the best for the future.

**Dakshendra Agrawal:** Thank you.

**Moderator:** Thank you. The next question comes from the line of Ashish Chansikar with Wealthyvia Ventures. Please go ahead.

**Ashish Chansikar:** Hello. Am I audible?

**Moderator:** Yes, sir.

**Ashish Chansikar:** Yes. Good morning. So, since you report half-yearly, could you help us understand the seasonality in the business? So, H2 FY26 turnover was INR169 crores against INR125 crores in

H1. So, H2 was roughly 57% of the full year. So, is that a seasonal pattern, or it is driven by OEM festive season build-ups or the March year-end push?

**Bhavya Agrawal:** Sir, this is not a seasonal business.

**Ashish Chansikar:** Okay.

**Bhavya Agarwal:** It is more of, as I specified in my speech, we are in the first half, we usually get 43% to 47% of our full-year revenue in first six months. As we are increasing, as I said, if you take the average sale in a month at 210, it will be 35, but last month I did INR42 crores worth of sale, which will be increased every month. So, because of which every half you're able to see that increase. It is not seasonal.

**Ashish Chansikar:** Okay, so the 50% revenue target which you had said for FY27 is on a conservative part or we can see better top-line growth for FY27?

**Bhavya Agarwal:** We can see it's not conservative. It's highly achievable, 50% growth CAGR over the last year numbers.

**Ashish Chansikar:** Okay. So last question is, energy grew from about INR17 crores to INR48 crores in H1, which is already about FY26 full year INR31 crores. So, is this a multi-year program with exceptional volume visibility? Also, can you give energy order book split, if possible? Thank you.

**Shekhar Dravid:** Basically, if you see, we have got all Fortune 500 companies who are dealing in energy and energy distribution sector. Basically, this sector in India, it is a tender-based business. As you know that it is a tender-based business. All Fortune 500 companies who are associated with us. In India, whoever get the business or whoever lose the business, as we are on the panel of everybody, we are getting our share of business.

So, it is no more a business of seasonal, but it is a tender-based business, but we have immune ourselves by taking all Fortune 500 companies on our board to bring that stability into that business, number one.

Number two, these all Fortune 500 companies who are dealing in India, they are also have got their global existence. And these players will make Poojaa Precision as a marketing resource in the market. They will market Poojaa Precision with their global partners by which we will get the same type of business from their global partners, increasing the quantities from current 100 numbers to more than 1,000 numbers.

So, this is how the strategy of the business in auto sector or non-auto sector we are putting to convert the so-called seasonal business into a regular business so that the top line and the bottom line can be maintained as it is.

**Ashish Chansikar:** All right, sir. Got it. Thank you so much, and all the best for your future endeavours.

**Shekhar Dravid:** Thank you.

**Moderator:** Thank you. The next question comes from the line of Rudraksh Raheja with Ithought PMS. Please go ahead.

**Rudraksh Raheja:** Yes, thank you for the opportunity, sir. Sir, you mentioned that the IPO was done because we wanted to reach INR1,000 crores. Considering we were at a very lower scale at the time of IPO, so what made us look at that ambition? Were we getting any push from our customers that they will give us more volume or you were already in touch with them with new products, etcetera? So, I want just to understand the mindset that was going through at that time.

**Shekhar Dravid:** Yes, it's a good question. Yes, we do agree. We entered into IPO at a very low scale, but vision of the company is such that we are not to be driven by the market or by any sector going up and down.

So, there are five factors at this moment. One is the China + 1 strategy, which is calling for an aluminium as a major metal which will get focused going forward, number one. Number two is Make in India policy of a Government of India has made that India can be a hub for majority of the component manufacturers in India. That is a second one.

Third one is that from the point of view of pollution control and all these things, basically the light weighting of the component has become mandatory for the OEMs as well as for the manufacturers. Looking at that, basically requirement of aluminium is going to grow.

And if you see the manufacturing sector, if you see in auto sector also, people are looking there are a lot many components are getting converted from current historical iron, cast iron, or steel to aluminium and some of the aluminium parts also getting converted to fiberglass or plastics or some other metal matrix components. And that is in the line with the thought process of getting light weighting of the components. And EV sector is basically based on that.

So, looking at that, without dependability of any sector, we have planned our strategy, and huge business is available in this sector and going to be generated going forward in next five to six years. Looking at that, we have started our capacity generation. Normally, we do not generate, as a Poojaa Precision, a capacity when the market needs it. We build the capacity and then we go to the market proactively ready for their requirements.

And hence, this strategy was taken, and this was the vision what we have kept it. Hope I answered your question in the right way.

**Rudraksh Raheja:** Yes, sir. That was very detailed. And sir, on the application of the new magnesium segment, would it be more supplied to the auto side or non-auto side?

**Shekhar Dravid:** That's what, right now, our magnesium working is under R&D. Because under R&D, basically we have got this starting with prototype and we are just scavenging the market and we are doing our research, but whenever -- in auto sector also, people started looking for magnesium casting. It is not only aerospace, but some aluminium-magnesium alloys are needed. So, this strategy going forward in next two years' time will be finalized for the magnesium alloy and magnesium components.

**Rudraksh Raheja:** Got it, sir. Got it. Thank you so much.

**Shekhar Dravid:** Thank you.

**Moderator:** The next question comes from the line of Divyansh Agarwal with Ionic Asset Managers. Please go ahead.

**Divyansh Agarwal:** Hello, am I audible?

**Shekhar Dravid:** Yes, go ahead.

**Divyansh Agarwal:** Yes. Thank you for the opportunity and congratulations on a good set of numbers. Just wanted to get an understanding on the growth. Last year, I think casting utilization was at about 84%, and in H1, we have had around 71%, 72% of utilizations. And with the new plant coming up, I think by September 2027, so how do we plan to reach the 35% growth target, and what other expansion plans do we have in mind?

**Dakshendra Agrawal:** To understand this better, as of now, if you see, my monthly capacity is 500 tons with the existing. We got the 20% capacity of 110 tons from the new capacity. As of now, total my capacity as on date is a 610 tons per month for machining and casting.

So right now, my last month, September, number was around 480 tons, and current month will be better than 500 tons. So almost you will see that as of date, including my expanded capacity, my utilization is around 82%.

**Divyansh Agarwal:** Got it. Secondly, just wanted to get an understanding on margins. Usually, there are two or three quarters of some under-absorbed fixed cost after once the new plant gets started. So, is the current EBITDA margin of 19% sustainable, or we can see a dip, once maybe there's some more start-up costs involved in setting the Unit 3 that we have in mind?

Do you think that the margins going ahead are sustainable, or there can be a temporary dip due to a new plant starting up?

**Dakshendra Agrawal:** I will say other way around. My all-fixed cost of plant 3 is already absorbed in my number. And coming future, it is going to be only variable costs. So instead of dip, I am foreseeing it in reverse manner. As already all fixed costs is already factored into the numbers of September '27.

**Divyansh Agarwal:** Got it. And lastly, on aluminium prices, since obviously it's linked to the dollar and with rupee weakening, obviously, there are higher metal costs involved. So, do we have a full pass-on that we can give to our customers? Or how are the contracts negotiated over here? Do we have a full pass-on, or is there something that we take on our P&L as well?

**Bhavya Agarwal:** You are right, it's the full pass-on. We are not taking it on our P&L. The customer bears it. We have to give an actualization after a certain amount of time, but it is entirely borne by the customer, the entire aluminium cost, the raw material cost.

**Divyansh Agarwal:** Got it. That was from my end, and all the best for H2 and going ahead. Thank you.

**Bhavya Agarwal:** Thank you.

**Moderator:** Thank you. The next question comes from the line of Ajit Sethi with Eiko Quantum Solutions. Please go ahead.

**Ajit Sethi:** Yes, thank you for the opportunity, and congratulations on a good set of numbers. As that company expands capacity, strengthen its engineering capabilities, and start manufacturing advanced components which are currently imported, so how should we expect EBITDA margin to trend over the next few years?

**Bhavya Agarwal:** We are expecting a little better on what we have achieved on the export side. At the moment, through Indian OEMs, we are giving some to export, in direct exports, which we see will be direct export in the few years. So, it will be improving looking forward.

**Ajit Sethi:** Sir, is it possible for you to share any number?

**Bhavya Agarwal:** The exact range of percentage cannot be calculated at the moment. It depends on the product mix and the business that we get the years to come.

**Ajit Sethi:** And sir, is it possible for you to split the current order book, how much order book is from EV, two-wheelers, and CV? And similarly, for non-automotive, what is the contribution from energy, healthcare, and agriculture?

**Shekhar Dravid:** Current order book position, if you see, 52% is from auto sector, inclusive all two-wheeler, three-wheeler, and four-wheeler, four-wheeler commercial vehicles, all put together, and 48% is from the engineering and non-auto sectors.

**Ajit Sethi:** Okay. Thank you.

**Moderator:** Yes, Mr. Ajit, does that answer your question?

**Ajit Sethi:** Yes.

**Moderator:** Okay, thank you. The next question comes from the line of Sahil Jain with Ashvi India Holdings. Please go ahead.

**Sahil Jain:** Yes, hi, sir. So, the aerospace and defence part, will it be serviced through the Unit 3 itself, or will it be another unit or something required to service those parts?

**Shekhar Dravid:** Defence will be through Unit 3, but as for aerospace, there are different, definitely, departments. An isolated area is required as per the standard given by nomination. So, Air Force or aerospace business, which will be four years down, that will be Unit 4, which will be taken care of.

**Sahil Jain:** And sir, according to our projections…

**Shekhar Dravid:** Your voice is breaking, sir.

**Sahil Jain:** Yes, so is it audible now?

**Shekhar Dravid:** Yes.

**Sahil Jain:** Yes, so according to our projections, sir, will that be funded through our internal accruals or…

**Shekhar Dravid:** This situation prevailing. Right now, there is no thought process on that, but it will be situation prevailing. As soon as we are in commanding position of that, we will inform you accordingly.

**Sahil Jain:** Understood, sir.

**Moderator:** Mr. Sahil, does that answer your question?

**Sahil Jain:** Yes, that's fine.

**Moderator:** Thank you. The next question comes from the line of Abhi Jain with AJ Capital. Please go ahead.

**Abhi Jain:** Hi, good morning. Hope I am audible?

**Moderator:** Yes.

**Abhi Jain:** First of all, congratulations on a great set of numbers, and congratulations on your debut in the market. So hearty congratulations on that. Sir, it is heartening to see that you have given a long-term guidance and your revenue aspirations of INR1,000 crores. I do not know if I missed it, was it discussed earlier on the call, but can you help us understand the glide path towards that INR1,000-crores projection that you have in mind? Is it backed by order book, or is it backed by what you are seeing on ground?

Because typically looking two, three years out in this kind of a geopolitically volatile environment, so just want to understand what data set you are looking at that is giving you that confidence to project that far out, given the volatile world that we are in?

**Shekhar Dravid:** I will answer your question in three parts. First part is that the response from the market and the order book position. Currently, order book position is very strong, which is INR1,180 crores to be executed in next two years' time. And secondly, every year, we are having our RFQs more than INR2,000 crores plus, with an average strike rate of between 8% to 10%. With this, every year, minimum INR160 crores to INR180 crores of a new business, we are adding. Last three years, we added.

So, we do not have any hesitation in telling that we will achieve that figure going forward in next three years. So this is the first part, from the RFQ part of it, as well as from the order book position.

Second is already, if you listened to my previous answer to the question, basically, we are anticipating that there are five factors which are contributing to the aluminium component manufacturing.

First is the current China + 1 strategy of all the exporters and importers. With this, we are anticipating rather, we are getting a good response in that area from lot many OEMs and customers as looking forward to us from the point of view of China + 1 substitute, number one.

Number two is that with the policy of Government, Make in India, that policy is encouraging the OEMs and others to make their manufacturing hubs in India. And with that, we are seeing that a lot of requirement of such components is coming to us along with the China + 1.

Third major factor is that, going forward, from the pollution control and emission value, which is the globally carbon neutrality everybody is talking of, from that, the component low weighting of the component is in and will for everybody. This is mandatory for them.

And in which aluminum has been taken the front head as a metal, and that will call for a lot of component manufacturing or the convergence of current steel and cast-iron components to aluminum. Maybe some aluminum components will replace to fiberglass or the further technology, but this transition will call for more aluminum components going forward.

So, looking at all these three things, basically, we are anticipating, we are seeing, and we are confident. Because last three years, we are going at more than 30% of a CAGR, and next three years, we already planned and it has been shared with the market that 34% to 35% of CAGR we are going to carry with. So, with these factors, we are very confident for achieving INR1,000 crores by 2030. So that is what is our aspiration.

And with the available capacity. There will be no additional capacity required. Whatever we are installing right now, this will be quite sufficient for the INR1,000 crores to achieve by 2030. Hope I answered your question?

**Abhi Jain:** Yes, that was very helpful and detailed. And again, as I said, congratulations. And, yes, I hope to listen more calls from you and understand the business better as we go along. Thank you.

**Shekhar Dravid:** Thank you.

**Moderator:** Thank you. The next question comes from the line of Varsha with NDTV. Please go ahead.

**Varsha:** Hi, thank you for the opportunity, and I'm sorry if I'm repeating this question, but I understand that you've given 30% to 35% of CAGR revenue guidance, but of course that would not be linear. So, considering INR1,000 crores for FY30, what about, sir, for FY27 and '28, if you could also give me revenue target for that?

**Bhavya Agrawal:** This year, we are planning to grow by approximately 50% CAGR.

**Varsha:** Sorry, 50%?

**Bhavya Agrawal:** 50%, approximately 50% CAGR over the last year numbers.

**Varsha:** Okay. Okay, so 50% Yes, please go ahead, sir.

**Bhavya Agrawal:** Yes, and in the coming years, we are going to grow by 30% to 35% CAGR.

**Varsha:** Okay, so 50% for FY27 and then 30% to 35%, what you've what you've already mentioned. Got that.

**Bhavya Agrawal:** FY27 is going on right now, so that FY26-'27 will be almost 50% approximately CAGR over the last numbers. FY28, '29, and '30, it will be around 30% to 35% CAGR.

**Varsha:** Understood. Got that point. And so, what about margins? I understand that for EBITDA margins, you've given -- you are expecting to maintain that and maybe probably it will improve also, but considering the depreciation and the finance expenditure, what about PAT margin? Any number on that?

**Bhavya Agrawal:** We are planning to repay the entire loan by this second quarter and we are going to have very minimal finance cost for that. And moving forward, the PAT margins are going to increase because we have already done the fixed cost. Entire fixed cost has been already incurred. The variable cost is to be incurred, so we think, moving forward, it will be getting much better, the PAT margins.

**Varsha:** All right, fine. Thank you so much.

**Bhavya Agrawal:** Thank you.

**Moderator:** Thank you. The next question comes from the line of Nandita Ketan with Niveshaay. Please go ahead.

**Nandita Ketan:** Hi, sir. Am I audible?

**Moderator:** Yes, ma'am. You're audible.

**Nandita Ketan:** I wanted to understand that this offloading charge in your other expenses, which forms almost 10% of the revenue. So, can you elaborate on what exactly is this offloading charge?

**Sanket Anil Kulkarni:** So, the offloading portion, when it comes, is basically we have a strategy of simple components are machined outside, and the critical component machining is done in-house. Plus, there are some processes which are required, but not by all components, like powder coating or some surface treatment, some tooling activities. So these are the activities which comes under offloading as a process. And this is happening with the strategy which we have.

**Shekhar Dravid:** Answer to your question in other way is that, in foundry, manufacturing of a casting, we have got a common equipment. This can be producing the components, depending on the size, with the same infrastructure. Whereas once the castings are produced, further requirements of machining or the special purpose machines, these are product-specific.

And whenever -- whatever the critical processes are there, we are keeping it under our control, while the processes of which are normally controlled by the normal processes that we are offloading it for better utilization of our internal existing capacities.

**Sanket Anil Kulkarni:** And this strategy worked out for when we had Corona. So, this definitely supported in such difficult situations.

**Nandita Ketan:** Sir, my other question was…

**Sanket Anil Kulkarni:** Yes, okay. Go ahead.

**Nandita Ketan:** If you could provide me a mix of out of all the products manufactured, what percentage of products use GDC, HPDC, and LPDC?

**Shekhar Dravid:** Right now, 70% is GDC, 30% is LPDC Sorry, 25% is LPDC and 5% is HPDC. We don't want to project as our USP is high-pressure die casting. High-pressure die casting is a process we have kept it for the support and the delight of our customers so that no customer coming with the basket should go away from Poojaa Precision. With that strategy, high-pressure die casting has been put in into our services.

**Nandita Ketan:** Understood. Thank you, sir.

**Moderator:** Thank you. The next question comes from the line of Divyansh Agarwal with Ionic Asset Managers. Please go ahead.

**Divyansh Agarwal:** Yes. Sir, just wanted to understand your sourcing of alloy. So how much of our alloy sourcing would be like, say, primary versus secondary, like scrap-based? And do we have a very concentrated supply base, because with scrap getting tighter and import duties changing, will sourcing be an issue ahead, and how do you see this pan out?

**Management:** Basically, there are -- we are working with different alloys with the different specifications. And these are the alloys. In certain cases, roughly 40% of our total requirement, we are buying a primary alloy and getting it converted as per our requirement because the purity and the requirement of that mechanical property is required. So, 40%, we are buying a primary alloy, primary material, and which we get it converted to our things.

Balance 60% is depending on because this is an validated sources of our customer from where we are buying this readymade alloys and which we are using it for their requirements. So that is what the -- right now the bifurcation of our alloy consumption.

**Divyansh Agarwal:** Got it. And lastly, on the revenue per ton, so I think the revenue per ton in first half grew approximately by some 39%, 40%. So just wanted to understand what drove that. Was it maybe the metal prices or mix in shift toward more of energy or more of machining and assembly per part? If you could just help me understand that.

**Shekhar Dravid:** It is a combination of both. Almost 8% to 9% increase, if you see, that is coming from raw material escalation, and other is coming from the order the product mix has been changed. As we are growing towards from a smaller components to bigger components, so this product mix change is causing certain dynamics into the operations, and that is how we are working it right now.

**Divyansh Agarwal:** Got it. And just one last question, wanted to ask**:** What would be our win rate on power and power and engineering RFQs, and also what usually decides whether we get the order? Is it pricing, tooling time, or what would be the factor that decides the order win?

**Shekhar Dravid:** In this case, basically it's a technology-based products. So basically, the technology-based products, normally the rates, pricing, and all these things on the secondary side. The capability and the infrastructure which is built in with and suppliers is becoming more important for all the organizations. And if you know that there are Fortune 500 companies associated with us, so these people look for the technology-based, innovative-based organization, rather than just an organization.

So that is how the more weightage is given to the capability and the infrastructure which is built in, where we can proudly say today that Poojaa Precision has placed themselves by installing all this type of equipments and the technology within themselves so that we are always in the top two list of my customers for getting this businesses. Hope I answered your question.

**Divyansh Agarwal:** Yes, thank you so much.

**Moderator:** Thank you. Ladies and gentlemen, in the interest of time, that was the last question for today. I now hand the conference over to Mr. Bhavya Agrawal, Promoter and CFO, for closing comments.

**Bhavya Agrawal:** Thank you everyone, for joining us today on the earnings call. We sincerely hope that all your queries were addressed during the call. Should you require any further information or assistance, please feel free to reach out to our Stellar IR Advisors, our Investor Relations Advisors, who will be happy to assist you. Thank you once again for your time and participation.

**Moderator:** Thank you members of the management on behalf of Poojaa Precision Engineering Limited. That concludes this conference. Thank you for joining us today and you may now disconnect your lines. Thank you.