

Belrise Industries

17 August 2026

Operator: Ladies and gentlemen, good day and welcome to the Q1 FY27 earnings conference call of Belrise Industries Ltd. As a reminder, all participant lines will be in listen-only mode, and there will be an opportunity to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal the operator by pressing star and then zero on your touchtone phone.

Before we begin, a brief disclaimer: this conference call may contain forward-looking statements about the company, which are based on the beliefs, opinions, and expectations of the company as of the date of this call. These statements are not guarantees of future performance and involve risks and uncertainties that are difficult to predict. I now hand the conference over to Mr. Shrikant Badve, Managing Director of Belrise Industries Ltd. Thank you, and over to you, sir.

Shrikant Badve – MD: Good morning, everyone, and thank you for joining us to discuss Belrise Industries Ltd.'s financial results for the first quarter of FY27. On the call today, I have with me my son, Sumedh Badve, along with our CFO, Mr. Rahul Jhanwar, our CMO, Mr. Sunil Kulkarni, and SGA, our investor relations advisor.

We entered FY27 carrying forward the momentum we built through last year. I am pleased to say that Q1 has been an eventful quarter for us. We strengthened our balance sheet through a capital raise, added a high-quality business to our commercial vehicle portfolio, made further progress on our energy, aerospace, and defense platform, and continued to win marquee new business across our core segments.

On the demand side, our two-wheeler and three-wheeler business, which remains the largest contributor to revenue, continued to benefit from the industry-wide volume recovery and from new platform launches at our marquee customers. Our growing engagement with two marquee OEMs, where we previously had limited presence, continues to build a robust order book for us. Our four-wheeler and commercial vehicle businesses were the fastest-growing segments of our portfolio in FY26, and this momentum has continued into Q1 FY27, with revenues growing 80% year-on-year, driven by new business wins across an expanding customer base.

Coming to the results, against the backdrop of continued geopolitical uncertainty, we delivered a resilient quarter, with PAT reaching INR 1,217 million. Total revenue from operations for Q1 FY27 stood at {? INR 25,465 million ?}, up 13% year-on-year, including manufacturing revenue of INR 21,979 million, which grew 20% year-on-year. Our EBITDA stood at INR 2,963 million, with margins at 11.5%.

Let me also touch briefly on the cost environment in which we are operating. Input costs, particularly steel and polymer, remained elevated through Q1 FY27. As we have said before, our back-to-back pricing model means these fluctuations are largely passed through to our customers with a slight lag, and we do not expect this to have a material impact on our margin profile in this fiscal year. I can say with a great amount of confidence that the worst is behind us in terms of cost pressure.

Coming to our growing footprint in the aerospace and defense segment, this is a strategic pillar for us, and we have made significant progress in building our capabilities there. Last year, we acquired

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{? SDA and Systech-Holm ?}, further deepening our capabilities in this domain. Together with these acquisitions, we have significantly strengthened our capabilities in aerospace manufacturing. We are also in advanced discussions to localize a portion of the high-volume aero-engine component manufacturing in India and expect to share further details on the initiative in the coming period.

With this, I hand over the call to Sumedh to discuss the key order wins across our key customers during this quarter. Thank you, everyone.

Sumedh Badve: Thank you. It was a strong quarter for us for new business, with wins spanning our core two-wheeler and three-wheeler portfolio, our proprietary product portfolio, as well as new adjacencies such as renewable energy and aerospace and defense. What is particularly encouraging is the increasing breadth of these wins, both in terms of customers and the scope of orders that we have been fortunate to secure.

Coming to the order wins, firstly, we secured an additional order from one of the fastest-growing two-wheeler and three-wheeler OEMs for the chassis system for one of their highest-selling models this quarter. The program is expected to generate annual revenue in excess of {? INR 660 million ?} and will be added to our existing brownfield site in Bangalore, with start of production expected in Q4 of this fiscal year. This win is over and above the exhaust system and fuel tank order wins we secured from this OEM last quarter, and we are pleased to see our engagement and wallet share with this customer continue to build momentum.

Secondly, we are also embarking on a manufacturing expansion focused on assemblies for the renewable energy sector. We are working with one of the largest solar tracker manufacturers in the United States for a new setup that will manufacture sheet metal assemblies supporting approximately {? 2.5 gigawatts ?} of annual supply. We expect production to commence in Q4 of this fiscal year, with a gradual ramp-up thereafter. At peak volume, this facility is expected to generate annual revenue in excess of {? INR 1,500 million ?}. We see this as an important step in diversifying Belrise beyond its core automotive segment and expanding our presence in the renewable energy sector.

Thirdly, this quarter, we have continued to build momentum in our proprietary product portfolio by further expanding our customer base in the suspension segment. As discussed last quarter, we are currently supplying suspension systems to four marquee two-wheeler and three-wheeler OEMs. We have now secured an order from a fifth OEM, a leading {? Vietnamese ?} two-wheeler manufacturer entering the Indian market. For this customer, we will manufacture both suspension and braking systems for upcoming models. While the project timeline is being finalized, we are pleased to further expand our customer base and increase our content per vehicle across multiple OEMs.

Fourthly, we have also won an order from a marquee light and heavy three-wheeler OEM for their complete wheel assemblies, including wheel cylinders, tandem master cylinders, and backplates. We expect supplies under this program to commence in Q4 of this fiscal year. While the initial order size is modest, this is a strategically important win for us, as it gives us an entry into one of the fastest-growing three-wheeler OEMs in the south of India and further expands our presence in the proprietary braking system segment.

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Fifthly, we also secured a significant order from a leading Indian commercial four-wheeler OEM, where we have been selected to manufacture 59 unique assemblies as part of their localization program for one of their highest-selling EV models. The localization program is progressing rapidly, and we expect to support this program {? [unclear] ?}.

Dr. Raghav: ...expansion of our existing facilities in Maharashtra. This is in addition to the underlying mass manufacturing order for these components. We have also secured an order to design and develop the tooling, fixtures, and automation required to manufacture these parts. This is similar to the work we previously executed for a leading Japanese two-wheeler OEM. This capability is opening up a new revenue stream for us, where we can go beyond component manufacturing and provide bespoke, end-to-end manufacturing solutions to OEMs. This allows customers to work with a single partner across machinery, tooling, fixtures, and component manufacturing, rather than engaging with multiple vendors across the value chain.

Sixthly, following our acquisition of H-One India in the last fiscal year, we have now successfully concluded our technology collaboration with H-One Japan during this quarter, thus strengthening our capabilities for high-tensile applications of up to 1,470 MPa, which is approximately three times the industry standard in India today. This capability will be a key differentiator as we expand our presence in the passenger vehicle and commercial vehicle segments.

Lastly, we have also won an order to commence supplies of a two-wheeler chassis for an existing model of one of the country's largest two-wheeler OEMs for its Sambhajinagar facility. Supplies are expected to ramp up from Q4 of this fiscal year, with the program representing an annual revenue potential of approximately INR 500 million.

During this quarter, we also navigated several operating headwinds, including disruptions to input availability and logistics from the global oil situation, elevated raw material and energy costs, and higher staff and labor costs following the minimum wage hike. Despite these challenges, our operations remained uninterrupted, and we continued to meet all customer delivery commitments. While some pressures persisted in this quarter, we do not expect any material impact on our margins in this fiscal year, given our cost structure, pricing arrangements, and operational efficiencies. We expect EBITDA margins to remain broadly stable compared with FY26 levels.

Lastly, with respect to our fundraise of INR 17,000 million, we intend to deploy a significant majority of these net proceeds within this fiscal year, primarily towards high-quality inorganic opportunities and also towards select organic growth initiatives. Let me now hand over the call to Suneel, who will take you through how we are thinking about our inorganic growth and will also discuss our Hyva India acquisition strategy. Thank you.

Suneel: Thank you, Dr. Raghav. Coming to the QIP, as my father and Dr. Raghav mentioned, we raised approximately INR 17,000 million during the quarter to support our next phase of growth. A large part of the proceeds will be deployed towards inorganic growth, particularly in aerospace and the four-wheeler and commercial vehicle segments, which are key strategic focus areas for us.

In aerospace, our focus is on acquiring well-run, high-capability businesses in India and globally that possess an inherent comparative moat and long-standing, often sole-source relationships with leading global aerospace OEMs and Tier 1 suppliers. Many of these capabilities have been

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developed over 3–4 decades, making them highly specialized, difficult to replicate, and deeply embedded within the customer supply chain, making them very sticky. Our objective is to build on these capabilities, expand their existing customer and program presence, and over time leverage India as a complementary manufacturing base and a best-cost manufacturing location. We believe India offers the best-cost manufacturing base for this strategy.

Beyond its cost competitiveness, India has a strong and growing engineering talent pool, an increasingly sophisticated manufacturing ecosystem, and highly favorable geopolitical relationships with Western markets. This creates an opportunity to combine the technical capabilities and customer relationships of these businesses with India's best-cost manufacturing advantage, while maintaining the quality and certification standards required by the aerospace industry, which are very stringent.

In the four-wheeler and commercial vehicle segments, our acquisition strategy will primarily be focused on India. While we already work with almost all major four-wheeler and commercial vehicle OEMs in the country, we are looking for businesses that bring differentiated capabilities, strong customer relationships, and core technologies that would otherwise take us considerable time to develop organically. Importantly, these acquisitions should enable us to add new product categories and meaningfully increase our content per vehicle.

Across both areas, we will remain disciplined in our approach to capital allocation. Any acquisition we pursue will need to meet our financial return thresholds, with a clear focus on transactions that are EPS and ROCE accretive from day one. One such example of a transaction we have recently concluded is Hyva. On August 4, 2026, we announced the acquisition of the tipper business of Hyva India, marking another important step in our strategy to expand our presence in the commercial vehicle segment and build capabilities in higher value-added assemblies.

Hyva is a globally recognized leader in hydraulic and tipping solutions for the commercial vehicle industry and is part of Jost Werke, a global listed engineering systems company. The business we are acquiring has an established position in the Indian market, supplying tipper bodies to all five leading commercial vehicle OEMs in the country.

There are several reasons why we find this acquisition particularly compelling. Firstly, it significantly strengthens our commercial vehicle customer portfolio. The business supplies to a leading European commercial vehicle OEM with which Belrise has not worked historically. This gives us an opportunity and an immediate entry point into this customer and, importantly, an opportunity to leverage our broader product portfolio and progressively increase our wallet share with this OEM as well.

Secondly, this is a high-quality and highly capital-efficient business. Based on CY 2025 financials, the business generated high ROCE, and we have agreed to acquire it at a very attractive valuation. The transaction is currently progressing through the closing process, and we expect to complete it during Q3 of this fiscal year.

Thirdly, the acquisition represents an important step in Belrise's transition from a Tier 1 component manufacturer to a Tier 0.5 system supplier. Our recent entry into long members for heavy commercial vehicles established our heavy fabrication capability, and tipper bodies are a natural

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extension of this platform. By combining these capabilities, we are moving beyond individual components to delivering larger integrated systems and assemblies, deepening our involvement in systems development and manufacturing while also increasing our content per vehicle.

As part of the transaction, we will also acquire three established manufacturing facilities in Pune, Jamshedpur, and Bangalore. This gives us an immediate manufacturing footprint close to commercial vehicle customers and clusters without the gestation period associated with building greenfield capacity.

Finally, we believe the underlying market opportunity is very attractive. Continued investment in infrastructure, construction, and mining should support healthy demand for tippers in India over the medium to long term. At the same time, we see an opportunity to leverage the acquired heavy fabrication capabilities beyond traditional commercial vehicle applications, particularly in defense and armored vehicles.

Belrise already has a strategic partnership with Plasan Sasa, an Israeli company with which we intend to assemble armored vehicles for the Indian defense market. We believe the heavy fabrication know-how, manufacturing processes, and capabilities that come with the Hyva business will be highly synergistic with this initiative and further strengthen our ability to address this massive opportunity.

With this, I hand over the call to our CFO, Mr. Rahul Jha, who will take you through our financial performance for the quarter. Thank you so much.

Rahul Jha – CFO: Thank you, Suneel, and good morning, everyone. Let me take you through our financial highlights.

Coming to the Q1 FY27 consolidated financial highlights, total revenue stood at INR 25,465 million, up 13% year-on-year from INR 22,622 million. Manufacturing revenues stood at INR 21,979 million, up 20% year-on-year from INR 18,323 million. EBITDA stood at INR 2,933 million, up 5% year-on-year from INR 2,805 million. EBITDA margins stood at 11.5%. Manufacturing EBITDA stood at INR 2,793 million, up 10% year-on-year from INR 2,536 million. Manufacturing EBITDA margins stood at 12.7%. PAT stood at INR 1,217 million, up 9% year-on-year from INR 1,117 million. PAT margins stood at 4.8%. Exports contributed 4.5% to our manufacturing revenues in Q1 FY27.

Coming to the segmental performance on the manufacturing front, two-wheeler and three-wheeler contributed around 81.4%, passenger vehicles contributed 4.6%, commercial vehicles contributed 8.5%, and others stood at around 5.5% in Q1 FY27. With this, we can open the floor for questions. Thank you.

Operator: Thank you so much, sir. Ladies and gentlemen, we will now begin the question-and-answer session. Anyone who wishes to ask a question may press star and one on their touchtone telephone. If you wish to remove yourself from the question queue, you may press star and two. Participants are requested to use handsets while asking a question.

As a gentle reminder, in order to ensure that the management is able to address all the questions from participants, we request you to kindly restrict your questions to two per participant. If you

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have a follow-up question, please rejoin the queue. Our first question comes from the line of Vipul Agarwal with HSBC Bank. Please go ahead.

Vipul Agarwal – HSBC Bank: Hi, can you hear me? Hello?

Suneel: Yes, we can hear you.

Vipul Agarwal – HSBC Bank: Hi. I have a few questions. First, I would like some clarification on the commentary. You talked about a chassis system for a two-wheeler OEM with annual revenue of around INR 650 million. You had also announced two more chassis or component orders earlier from South India. I just want to understand whether this order is on top of those earlier order wins or whether it is a new order win in the two-wheeler segment.

Suneel: Yes, Vipul. Thank you for the question. This order win is over and above what we announced in the last quarter. Last quarter, we announced a win in exhaust systems and fuel tanks; this is a chassis system win on top of that. The growth with this fast-growing two-wheeler and three-wheeler OEM is progressing well. The OEM itself has continued to gain momentum in the market, and we expect this relationship to grow at an extremely fast pace for us going forward.

Vipul Agarwal – HSBC Bank: Is it fair to understand that the total order wins in the last year in two-wheelers represent somewhere around INR 1,100–1,200 million of annual revenue run rate? Is that a fair understanding?

Suneel: Last quarter, we had announced—I do not have the exact number in front of me, but as per my understanding, it was around INR 900 million of order wins in the last quarter—and there is INR 650 million on top of that. So it is a cumulative order book of INR 1,550 million, when I refer to the annual revenue run rate, and this is only with one OEM in the two-wheeler and three-wheeler space.

Vipul Agarwal – HSBC Bank: Thank you for the clarification. My second question is on the renewable energy sector. Is it... {? [unclear] ?} revenue was around INR 1,500 million, and what is the timeline for revenue initiation?

Suneel: I did not get the first part of the question. Did you mention...?

Vipul Agarwal – HSBC Bank: Sorry, regarding the renewable energy sector and sheet metal assemblies, is it recurring revenue, or will it be one-time revenue over a certain timeline?

Suneel: Yes, it is recurring revenue. This is the first order win that we have secured from this North American solar tracker manufacturer. We are setting up a facility and expanding our capacity to enable manufacturing for this order. As I mentioned earlier, it will be recurring in nature, and we expect this to be a scalable order book.

We have started with 2.5 gigawatts, which, according to the OEM, is an initial entry point, and we can expect this order book to expand going forward, given that this particular OEM is a market leader in the segment. We will be able to work with them on both export and domestic opportunities. As I mentioned earlier, this is starting in Q4 of this fiscal year and will then progress naturally from there.

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Vipul Agarwal – HSBC Bank: Just one question on your other...

Operator: Thank you, Vipul. I am sorry to interrupt you, but you may please rejoin the queue for a follow-up. Thank you. Ladies and gentlemen, anyone who wishes to ask a question may press star and one. Our next question comes from the line of Nitij Mangal with Jefferies. Please go ahead.

Nitij Mangal – Jefferies: Hi, good morning, and thank you for taking my question. Firstly, when you talk about the margin trajectory for this year, you still expect broadly flat margins, but you also talked about how some of the commodity cost pressure has already come through. So what is the {? [unclear] ?} from the customers, and there was a jump in staff costs over the last couple of quarters. How does that trend look, and do you essentially see some of these cost pressures coming through further in the next quarter?

Suneel: Thank you, Nitij, for the question. Based on my father's commentary and what we all mentioned, we believe that the worst is behind us in terms of cost pressure...

Management: ...we do believe that the commodity cost pressure that was there in Q1 will get passed through to us in the coming quarters, which means that the commodity cost cycle for us has largely played out.

Secondly, in terms of staff costs, there was, of course, an annual increment cycle that happened in this quarter for the upcoming fiscal year. Apart from that, there has also been significant hiring because, as we speak, four new facilities are coming up, including our {? H-One ?} facility. When we are ramping up these facilities, we have to hire in advance, so a lot of times these fixed costs show up on our P&L much before the revenue shows. Again, I think those costs have largely peaked.

In terms of energy and transportation costs, there has also been a sense of normalcy in those costs. Across all three categories—commodities, staff, and energy and transportation—we believe that we are largely through the cost pressure or cost pain that we felt in the first quarter. We can expect our margins to go up in the coming quarters so that we are able to maintain our EBITDA margins compared with FY26.

Nitij Mangal – Jefferies: Thank you. Secondly, we have been ramping up with one of our two-wheeler players, where you historically had a smaller presence, for several quarters now. How do you see the potential to ramp up this business, and what was the content that you supplied to your top OEM versus this fastest-growing two-wheeler company? What is the potential for ramp-up and over what timeframe?

Management: In terms of this fastest-growing two-wheeler OEM, what is most exciting for us with respect to this OEM is how quickly the content per vehicle has risen. We are doing fuel tanks for them, exhaust systems, chassis systems, suspension systems, and braking systems. In general, the basket of products in which we have been able to penetrate with this particular OEM is something we have not enjoyed across any other OEM apart from our largest OEM. This is especially exciting because this particular OEM is among the fastest-growing OEMs in the country today. Sumeet, do you want to add something to that?

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Sumeet: Yes, I can add to this. Fundamentally, as you are aware, gaining entry into an OEM for a new product is a difficult task. Once you are already a system supplier for a product for any other model, it is far easier to replicate or horizontally expand that portfolio across different models because there is a certain level of commonization and horizontalization that OEMs also follow.

We believe this is a very exciting opportunity for us, where we have already gained entry and can replicate this across other models, not only maintaining but also expanding with the same level of content per vehicle across multiple models. There is a significant opportunity to grow from that.

On the numbers, we have already mentioned that we have won around INR 1,500–1,600 million of orders in fuel tanks, exhaust systems, and chassis systems. The suspension and braking wins are over and above these wins. Therefore, one can say that we are already at a run rate of INR 2,000 million, or INR 2 billion, with this particular OEM, and further conversations are ongoing that will continue to build on top of this.

We are quite excited about the growth and the content per vehicle that we currently have with them, and we hope to continue building on that as we move forward.

Operator: Thank you. Ladies and gentlemen, anyone who wishes to ask a question may press star and one. Our next question comes from the line of Dibyansh Jajoo with {? Sreenesit ?} Asset Managers. Please go ahead.

Dibyansh Jajoo – {? Sreenesit ?} Asset Managers: Hi, thank you for giving me the opportunity. My first question was regarding our new major unit expansion, the one in the Bengaluru brownfield facility and the {? H-One ?} facility. Can you provide their current utilization, when production will be ramped up, and how meaningful their contribution to revenue will be?

Management: We are unable to comment on specific facilities. I think we have given our guidance on the overall numbers, and that is what we will adhere to.

Dibyansh Jajoo – {? Sreenesit ?} Asset Managers: My next question was regarding the multiple acquisitions we have made in the aerospace segment and the additional acquisitions we are pursuing using the QIP funds. What is management looking at in the aerospace segment in terms of meaningful revenue contribution over the next few years?

Management: We have already mentioned in the last earnings call that we want aerospace and defense to reach 10% of our manufacturing revenue in the short to medium term. As we speak, and based on my brother's thoughts, we are looking at acquisitions across Europe, North America, and India.

Many of these acquisitions that we are looking at are high-quality players that have been around for 4–5 decades, have inherently higher ROCEs and EBITDA margins than our current business, and, of course, have significantly greater capabilities than those we have built so far. To take an example of what we acquired through {? Teshall ?}, {? Teshall ?} is a global leader in titanium-machined components for engines.

As you know, engine components are among the most difficult components to manufacture in the aviation market, with tolerances as low as 1–2 microns. Acquiring this type of capability is very

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important for us, and the discussions that are currently ongoing with major aerospace OEMs are aimed at moving a portion of these high-volume aero-engine components into India.

Why India? We believe India is a best-cost manufacturing base because of the labor-cost arbitrage, a well-established engineering ecosystem, and very good geopolitical relationships with the West. We see good progress there, and you will hear more about these acquisitions as we move forward. Sumeet, would you like to add more to that?

Sumeet: Yes. I can take a step back and say that, fundamentally, where we are focused in the sector, there is a large opportunity. If I take a step back and look at the overall industry over the past several months, leading OEMs and Tier 1 suppliers, including engine makers, have had their leadership spend time in India, not only meeting with our country's leadership but also visiting various locations. Manufacturing facilities have already started in places such as Gujarat with an Indian partner as well.

What this fundamentally signals is that they are looking at India very seriously in terms of their ecosystem. There is obviously not just a China-plus-one strategy, but, I would say, a China-replacement strategy, where there is far more trust in the Indian ecosystem with respect to intellectual property, know-how, capability, and governance, which does not exist in China from that standpoint.

They are looking at India very seriously, and we are looking to capitalize on that. This is a trend that is unfolding, and we believe we will see a significant role in it.

Operator: Thank you. Our next question comes from the line of Shubham with Invesco. Please go ahead.

Shubham – Invesco: Hi, and thank you for the opportunity. I wanted one clarification. Your revenues from the two-wheeler and three-wheeler segment have grown by about 18% on a year-on-year basis. If I look at the industry production growth for two-wheelers and three-wheelers, that has been upwards of about 20-25%.

Given that we have been gaining market share and there would also have been some benefit from raw material pass-through, can you please help us understand the reason for the slightly lower growth versus the industry? Thank you.

Management: The underlying reason is that a couple of OEMs with which we do not currently work closely have been gaining higher market share and growing faster compared with a couple of OEMs with which we work today. Therefore, there is a mix effect that potentially brought our growth rate down.

The good thing is that the two OEMs that have been growing faster have now been penetrated by us in a very meaningful way. This means that not only will our existing OEMs continue to grow, but these new OEMs will add numbers on top of this. We will see many of these figures come into our profit and loss in Q3 and Q4 of this fiscal year.

At the moment, I would say it is due to the lack of the right customer mix, but we have already put the necessary elements in place to make sure that going forward we have all the OEMs in the fray

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and continue growing faster than the industry. Fundamentally, there is a lag between new order wins and their entering production. In other words, that is the result of what we are seeing.

Shubham – Invesco: Would it be possible for you to quantify the benefit we received from raw material pass-through in our revenue?

Management: We are unable to do that right now. We would be happy to answer this question offline, but not at the moment.

Shubham – Invesco: Thank you. I will rejoin for follow-up questions. Thank you.

Operator: Thank you. Our next question comes from the line of Nitin Agarwal with JM Financial. Please go ahead.

Nitin Agarwal – JM Financial: Thank you for the opportunity, and congratulations on this set of numbers in this challenging macro environment. My first question relates to your trading business, in which we have seen a 19% decline on a year-on-year basis. Please help us understand what has happened there.

Secondly, regarding the margin in Q1, would it be possible for you to quantify the raw material impact and the employee cost impact? I assume that the lower contribution from the trading business would also have helped the higher margin. Would it be possible for you to quantify these factors?

Management: Thank you, Nitin, for the question. On the trading business, due to the ongoing crisis in the Middle East, there was significant pressure on the business environment in the Middle East during this quarter. Since most of our trading business comes from outside India, largely from the African, Asian, and Middle Eastern regions, it was fairly muted due to everything that was ongoing from April to June.

We do not expect this to be a concern going forward, and we expect this business to grow, although not as fast as the manufacturing business. Sorry, what was your second question?

Nitin Agarwal – JM Financial: It was related to the margin. Is it possible for you to quantify the impact of raw materials and employee costs, as well as the partly offsetting impact we may have received from the lower contribution from the trading business?

Management: We would be happy to quantify this offline, Nitin. At the moment, all we can say is that the raw material pressure we experienced in the first quarter is behind us. A significant portion of these heightened raw material costs will be passed back to us in the next couple of quarters as different OEMs undertake the pass-through exercise. Therefore, we do not expect there to be a material impact due to this.

Nitin Agarwal – JM Financial: All right, thank you. That is all from my side.

Operator: Thank you. Our next question comes from the line of Vipul Agarwal from HSBC. Please go ahead.

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Vipul Agarwal – HSBC Bank: Thank you for taking my question. I have a couple of follow-up questions. First, you talked about {? H-One ?} as well, including high-tensile steel that is almost three times the level of what others have in India. What parts benefit from this, what is the TAM here, and how is it expanding?

We understand that EVs are moving towards lightweighting, which should help significantly in this area. What is the TAM, and what revenue trajectory are you looking at from this technology?

Management: I can answer the first part of the question, and Abhimanyu can potentially add to it. Basically, all the sheet metal parts that we manufacture today for four-wheelers can be manufactured using high-tensile steel. It is a question of which parts the OEM wants to focus on to enable lightweighting and improve safety.

In fact, the order win that we announced this quarter, involving around 59 assemblies that we will be manufacturing for a large Indian EV OEM, will be made in our {? H-One ?} plant, or a large majority of these assemblies will be made in our {? H-One ?} plant. The fact that we have high-tensile capability has also enabled the localization of these components, which were initially being manufactured outside India. The capability and guidance we were able to provide to the OEM for localizing these parts were possible only because of what we acquired from {? H-One ?}.

The second part of what we are providing to the OEM is also the tooling and automation that we are designing for them end-to-end. When it comes to high-tensile steel, what is difficult is component manufacturing, but what is more difficult is manufacturing the tools and automation required to enable high-tensile manufacturing.

There is a concept called springback that is extremely important in high-tensile technology. Reducing springback requires a very unique technology, which {? H-One ?} produces globally, and we have now inherited this through our partnership with them. We are seeing increased focus on this from EV makers as well as Japanese OEMs, and we expect this market to continue growing for us.

Management: Adding to what Saptarshi said, during the process of the technical agreements, we had also been engaging with our OEMs to understand their requirements and which specific parts that go into a passenger vehicle would be considered from the perspective of safety norms.

At present, this is under discussion, and both sides are evaluating it. However, the announcement of the technical agreements is a welcome development, given the current scenario in the Indian industry. That much I can tell you.

Vipul Agarwal – HSBC Bank: That was very helpful. Thank you. My second question is on the Plasan Sasa side. You talked about how, with the {? with the HY ?}, you can work on heavy electrification capabilities. Can you quantify the potential revenue here, if you have any order book or any parts that you are already supplying to an OEM or directly to defense, such as the army or any other entity? Can you provide some quantification? It looks very interesting, particularly because we are seeing a lot of localization in India on the defense side of the business. If you can provide some indication around it, that would be helpful.

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Management: We are already supplying parts to Plasan, which is exporting them to the Israeli market. Of course, Israel as a market has been undergoing significant challenges of its own, as you can see, with multiple geopolitical challenges ongoing. Progress there is happening, but it is happening at a gradual pace.

The acquisition of {? CY ?} was, of course, a welcome step and is something that we intend to utilize further. The main thing would be for many of these geopolitical situations to calm down globally, which would allow us to work with them on a more strategic basis to bring that technology.

A couple of additional points: fundamentally, Plasan Sasa is a global leader in anti-ballistic, high-safety armor and related production. Given what is happening in the world from a defense and self-armor perspective, a lot of orders are being placed. Given the situation in the Middle East, Plasan has identified the need for the right partner through which, despite these geopolitical challenges, it can continue producing and manufacturing and meet supply requirements.

In that sense, India benefits significantly, and that is what we are seeing. We are seeing greater engagement from them, as well as opportunities to localize further and support them on a long-term basis. That is an additional factor that we see unfolding over time.

Vipul Agarwal – HSBC Bank: Just one last bookkeeping question. How should we look at your other revenue, given that it may also include your defense and aerospace revenue? It has been somewhat volatile in terms of absolute numbers. How should we reflect that number?

Management: Given that it is a small base, I think it will be the fastest-growing segment across all our two-wheeler, four-wheeler, and other segments. It will be the fastest-growing segment. We will gain significant benefit in that sector as we accelerate and move quickly on the renewable opportunity, the aerospace opportunity, and the defense opportunity.

All three segments, or sub-segments, have been gaining meaningful traction over the past couple of quarters. We will see a significant amount of this revenue flow into this segment going forward as well. We maintain our guidance that at least 10% of our consolidated revenue will come from aerospace and defense in the medium term.

Vipul Agarwal – HSBC Bank: Thank you. One suggestion: if you could help us by carving out defense and aerospace from this revenue, if possible, and if it is material, it would be really helpful for us to understand the growth there. That is all from my side.

Management: Certainly, we will consider that. Thank you.

Operator: Thank you. Our next question comes from the line of Ashwin Patil with LKP Securities. Please go ahead.

Ashwin Patil – LKP Securities: Thank you for taking my questions, and congratulations on a good set of numbers. I wanted to understand the growth profile within the trading business, because that business posted about a 19% decline this quarter on a year-on-year basis. Going forward, could you share the outlook for that business and how it is expected to grow over the next couple of years?

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My second question is whether you could share the numbers for {? H-One ?} and MAT Filters for this quarter. Thank you.

Management: On the trading business, I think the worst is behind us in terms of the Middle Eastern crisis that was ongoing. It has largely calmed down, which means that trading volumes globally have begun to return to a degree of normalcy.

In terms of providing specific guidance for this business, what we are guiding for is the business as a whole, specifically {? Belrise ?} as a whole, with mixed revenue and stable EBITDA margins.

Regarding {? H-One ?} and MAT Filters, {? H-One ?} has been growing quite fast for us, while MAT Filters has also been able to regain some market share from a large Japanese two-wheeler OEM. We are unable to comment on specific numbers for either of them because, for us, they are one whole family. We continue to grow the complete business as a whole and do not look at it on a business-segment basis.

Ashwin Patil – LKP Securities: Thank you so much.

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

Management: Thank you all for taking the time for this call today. We remain committed to creating sustainable, long-term value for our stakeholders through disciplined execution, prudent capital allocation, and continued investment in capabilities.

I hope we have been able to answer most of your queries on this call. For any further queries, please reach out to us or to SGA, our investor relations advisor. Thank you so much for joining us today for this call. Thank you so much.

Operator: Thank you so much, sir. Ladies and gentlemen, on behalf of Belrise Industries Ltd., that concludes today's conference. Thank you for joining us, and you may now disconnect your lines.

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