SHREE PUSHKAR CHEMICALS & FERTILISERS LTD.

CIN: L24100MH1993PLC071376
(A Government of India Recoginsed Export House)
An ISO 9001:2015 & 14001:2015 Certified Company
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Date: 14th November, 2025

National Stock Exchange of India Limited, Exchange Plaza, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400051 Scrip Symbol: **SHREEPUSHK**	**BSE Limited,** Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400001 Scrip Code: **539334**

Dear Sir/Madam,

Subject: <u>Transcript of Analyst/Investor Conference Call held on Monday, 10th November, 2025</u>

Pursuant to Regulations 30 and 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and with reference to our letter dated 4th November, 2025, intimating you about the earning conference call for Q2 and H1 FY2026 with Analysts/Investors held on 10th November, 2025, please find attached herewith the transcript of the aforesaid conference call.

The above information is also available on the website of the Company at https://shreepushkar.com.

This is for your information & record.

Thanking you.

Yours faithfully,
For Shree Pushkar Chemicals & Fertilisers Limited

PANKAJ MANJANI Digitally signed by PANKAJ MANJANI

Pankaj Manjani
Company Secretary & Compliance Officer
Place: Mumbai
Encl.: as above

"Shree Pushkar Chemicals & Fertilisers Limited

Q2 and H1 FY26 Earnings Conference Call"

November 10, 2025

MANAGEMENT: **MR. PUNIT MAKHARIA – CHAIRMAN AND MANAGING DIRECTOR – SHREE PUSHKAR CHEMICALS & FERTILISERS LIMITED**
MR. DEEPAK BERIWALA – CHIEF FINANCIAL OFFICER – SHREE PUSHKAR CHEMICALS & FERTILISERS LIMITED
MR. PANKAJ MANJANI – COMPANY SECRETARY AND COMPLIANCE OFFICER – SHREE PUSHKAR CHEMICALS & FERTILISERS LIMITED

Moderator: Ladies and gentlemen, good day and welcome to Shree Pushkar Chemicals & Fertilisers Q2 and H1 FY26 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 touch-tone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Pankaj Manjani, Company Secretary and Compliance Officer for opening remarks. Thank you and over to you sir.

Pankaj Manjani: Good afternoon, everyone and we welcome all the participants to Shree Pushkar Chemicals & Fertilisers Limited Q2 and H1 FY26 Earnings Call. Joining us today from the management side, we have Mr. Punit Makharia, Chairman and Managing Director, Mr. Deepak Beriwala, Chief Financial Officer.

Now I will hand over the call to Mr. Punit Makharia for his opening remarks. Over to you sir.

Punit Makharia: Hello friends, a very good afternoon to everyone and welcome to Shree Pushkar Chemicals & Fertilisers Limited Q2 FY26 Earnings Call. I hope you had an opportunity to review our financial results and investor presentation which are available on the stock exchange and the company website also. Friends, joining me today from the management team is Mr. Deepak Beriwala, our CFO and Mr. Pankaj Manjani, our Compliance Officer.

In continuation of the growth momentum witnessed in the previous quarter, I am pleased to share that Shree Pushkar has delivered a strong performance across both the fertilisers as well as chemical segments during Q2 FY26. The revenue from operation was Rs 255 crores registering a growth of 45.2% on year-on-year basis. The growth was supported by higher realization and steady demand across both business segments.

On the profitability front, EBITDA was Rs. 26.2 crores with a margin of 10.3% reflecting a growth of 37.5% on year-on-year basis, while PAT was Rs. 18.2 crores with a margin of 7.1% up by 36.7% on year-on-year basis. On the operational front, in addition to the ongoing capacity expansion plans at Ratnagiri at Unit 5 and Unit 6, the Board of Directors have approved a new expansion project at Meghnagar adding capacity of 3 lakh metric tons per annum.

This facility will cater to fertiliser division with investment outlay of Rs. 350 crores and is targeted for commissioning by FY28. Similar to our ongoing projects, the expansion will be funded through a mix of internal accruals and preferential allotments to the promoter. At Shree Pushkar, we continue to emphasize sustainable growth through our circular manufacturing, complete integration and renewable energy adoption.

As a zero-waste company, our sustainability-driven initiative remains a core part of our strategy. We currently operate a solar capacity of 9.0 MW DC with two additional installations underway. Our total capacity will reach to 20.6 MW DC. These initiatives strengthen energy self-reliance, reduce carbon emission and reinforce our commitment to long-term environmental sustainability. During the quarter, we also achieved an important milestone with the incorporation of Dyecol Color Technologies Private Limited on 3rd September 2025 as a whole-owned subsidiary of our company.

DCTPL, incorporated in Mumbai, Maharashtra, will serve as a marketing arm of our Dyes, Dye Intermediates business, enhancing our market reach and our operational efficiency and strategic focus within this segment. With these strategic growth initiatives, backed by strong integration and sustainability-focused operation, Shree Pushkar remains well positioned to sustain growth momentum, enhance profitability and create long-term values for all our stakeholders.

Friends, now I will hand over the call to Mr. Deepak Beriwala, our Chief Financial Officer, to take you through the detailed financial performance for the quarter. Over to you, Deepak.

Deepak Beriwala: Thank you, sir. Good afternoon, everyone and thank you for joining us today. I will now take you through the financial performance of the Shree Pushkar Chemicals and Fertilisers Limited for the Q2 FY26. Starting with the top line, revenue from operations for Q2 FY26 was Rs. 255 crores reflecting a growth of 45.2% year-on-year and remaining broadly stable sequentially. This strong performance was driven by the high realization and steady demand across both our business segments.

In the fertilisers segment, revenue increased by 50.6% year-on-year to Rs. 124 crores supported by the strong demand from the agricultural sector. However, on the sequential basis, revenue declined by 9% due to seasonal moderation in the September quarter. In terms of volume, the segment achieved sales of 72,526 metric tons up 19.2% year-on-year though lower by 4.9% compared to Q1 FY26.

In the chemicals segment, revenue was Rs. 132 crores, a growth of 40% year-on-year and 11.8% on quarter-on-quarter basis, driven by the improved realization and recovery in the end-use demand. Sales volume for the segment was 17,266 metric tons, marking an increase of 11.3% year-on-year and 16.4% sequentially, reflecting continuous stability in the chemical markets.

Moving to the profitability, gross profit for the quarter was Rs. 84.6 crores, higher by 25% year-on-year with a gross margin of 33.2%. EBITDA came in Rs. 26.2 crores, a growth of 37.5% year-on-year with a margin of 10.3%. This improvement was supported by the enhanced operational efficiency, a favourable product mix. PBT was Rs. 21.9 crores, up 37.5% year-on-year, while profit after tax was Rs. 18.2 crores, up 36.7% year-on-year. The PAT margin for the quarter was 7.1%.

For the first half of FY26, revenue from operations was recorded at Rs. 509 crores, a 37% increase year-on-year. EBITDA was Rs. 55.3 crores, up by 50.6%, and the PAT was Rs. 39.2 crores, up 49.7% compared to H1 FY25, reflecting sustained momentum across both business segments. The company continued to maintain a strong financial performance, supported by strong internal approvals. As of 30th September 2025, non-lein deposits amounted to Rs. 162 crores, providing ample liquidity to fund ongoing and upcoming expansion plans without relying on external borrowings.

To summarise, Q2 FY26 was another strong quarter for Shree Pushkar with consistent growth across both revenue and profitability, underpinned by the operational efficiency, disciplined financial management and a strong balance sheet. We remain confident of sustaining our growth momentum while continuing to strengthen our integrated and sustainable business model.

With that, I will now open the floor for questions. Thank you.

Moderator: Thank you very much. The first question is from the line of Prit Nagersheth from Wealth Finvisor Please proceed.

Prit Nagersheth: Yes, thank you. Excellent numbers, Puneet ji. Wonderful performance, once again.

Punit Makharia: Thank you, Prit bhai.

Prit Nagersheth: Some small questions here, sir. First of all, I am seeing that there has been some pushback for unit 5 and unit 6 in the timeline. So, I am assuming that this will be delayed due to the rain, compared to what you were thinking earlier.

Punit Makharia: Sir, there are two big problems which are not in our control, honestly speaking. A, what you rightly said that the monsoon has been pushed ahead a bit this time. So, definitely, monsoon is an issue into that. Secondly, availability of the electricity. The local feeder there, which provides electricity, they are short of additional supply of electricity. There is a process of installing a new transformer, which is expected to be installed, this is what they say, in the month of February 2026.

Though we are pushing from our end, and we have presented to the higher authorities also, even to the MAITRI, you know, this portal also, we are quite hopeful that something will happen soon. So, that is why this has been pushed a little, mainly, Prit bhai. And, you know, electricity availability and monsoon, these two things are not in our hands.

As far as the rest of the plant commissioning is concerned, it is almost completed. We are ready to start with the trials, but because of the, mainly because of this electricity availability, we see that there would be some delays. So, we are still pushing it up with the concerned authorities for the immediate availability of electricity. But let us see how it happens. We are still pursuing this matter to the highest authority of the department.

Prit Nagersheth: So, sir, internally, at least the stage of your trials will begin if everything is fine

Punit Makharia: In the trial stage, we need an electric connection of 3 megawatts. And if we think that it will be done on the DG. It is not possible, sir. If we talk theoretically, then everything is fine for the theoretical discussion part. But if we come to the practical reality, then 3 megawatts is not a small connection.

Prit Nagersheth: So, sir, what you said was for unit 6, right? Which has been pushed to February.

Punit Makharia: In unit 5, there is also the same issue of additional power load.

Prit Nagersheth: Okay. And will the timeline of both be the same?

Punit Makharia: If their transformer is installed in February, then everything is ready. We have already been sanctioned electricity by them. We are still waiting for the additional load.

Prit Nagersheth: Okay, sir. So, sir, what was your guidance for FY26? That about Rs. 1,000 crores top line and 8% PAT margin. Any inputs on that, sir?

Punit Makharia: Sir, the opinion that I shared last time, I always used to say a figure of around Rs. 950 crores. But after having a result of H1, I believe that the visibility of Rs. 1,000 crores and somewhere around 8% PAT, that visibility is clear to me.

Prit Nagersheth: Okay, sir. Sir, the new capex that you have launched, will it be in the field of NPK or in the fertiliser? Can you shed some light on that?

Punit Makharia: Sir, this will remain in the fertiliser field.

Prit Nagersheth: Okay. Because the current that you have now is NPK, right? In unit 6. Yes, that is also in the fertiliser field, sir.

Punit Makharia: No, that is also in the fertiliser field, sir.

Prit Nagersheth: So, sir, what turnover can we expect when it will be completed after spending Rs. 350 crores on it?

Punit Makharia: Sir, if I talk theoretically, then if I talk about 100% capacity, then it should be Rs. 1,500- Rs. 1,600 crores. But if I talk very conservatively and practically, then sir, Rs. 1,200 crores revenue should be generated from this additional facility.

Prit Nagersheth: Okay. And the EBITDA margin will remain the same, 11%-12%, which is currently running, right?

Punit Makharia: It should be. Sir, there is no need to go below this. Because, whatever further capex we are doing or we would be doing, we would be trying to control our cash flows as the company has been doing in the past. Because the first capex that the company did of Rs. 175 crores, that too the company did with internal accrual.

The second capex that the company is undertaking for Unit 6, Unit 5, and the Solar Plants is also being mostly funded through internal accruals. The additional working capital margin or the working capital requirement, that too the company is doing with its internal accrual. You will see that the bank funding is almost in a similar line. Okay, sir? We will try to do the new capex with internal accrual.

Prit Nagersheth: So, sir, if I add unit 5, unit 6 and unit 8 together and think, then in FY29, we can go up to a turnover of Rs. 2,500 crores to Rs. 3,000 crores. Will this visibility be correct in my understanding?

Punit Makharia: It will be 100% correct, sir. Subject to some delay of two, three months because of some other issues which are not in our control. So, if we take a very conservative figure, then this company should generate a revenue of Rs. 2,500 crores.

Prit Nagersheth: Sir, let's come to the quarter now. The EBITDA margin that we gave was 10.3% in quarter 2 versus 11.4% in quarter 1. The gross margin was largely similar. Obviously, there is a very small difference. But we were expecting a far better quarter 2 because of more SST sales. Can you shed some light on how the quarter went in terms of fertiliser?

Punit Makharia: The major impact that I see in this, is that Haryana-Punjab was completely submerged in a flood at the beginning of this season. Okay. First of all, there was flood there. Did you understand?

Prit Nagersheth: Yes, I understood.

Punit Makharia: Deepak, can you tell us about the expenses in March?

Deepak Beriwala: The expenses for 2024-2025, we have to book those in March because we cannot delay them. So, we have booked a lot of expenses in March. So, the expenses that were booked in Q1 were only in April and partially in June. And a lot of expenses were booked in the second quarter. So, there are some variances in Q1 and Q2. Some parties have issued bills. But the expenses were booked in 2024-2025 only. So, you can see some variances in the expenses.

Prit Nagersheth: Okay, sir. But if I look ahead, will we see benefits also in Q3-Q4? Because last time, our complex was also closed. Our acid complex had a longer shutdown.

Punit Makharia: Sir, the thing is that we have to face a shutdown once a year. And no one can avoid it. The last time's shutdown was 2.5 months ago. This time's shutdown is scheduled in January, we will try to complete it in a well-controlled way. This is what we can do.

Prit Nagersheth: Okay, sir. Everything looks great. Very happy with the expansion also, sir. And wishing the team the very best.

Moderator: Thank you. The next question is from the line of Darshil Pandya from Finterest Capital. Please proceed.

Darshil Pandya: Yes, sir. Good evening. And congratulations, sir, on this good set of numbers. Sir, my first question is with regards to the capacity that you have been talking about earlier. So once this, apart from the new facility, unit 8, that will come in March '28, how will this help us? Some of this is in solar, how will we save on the power costs? How will we do on the number front? I wanted to understand that?

Punit Makharia: The expansion of solar would be helping us in the bottom line. Additional 11.10 megawatt DC new solar will start somewhere in January or December, sir. That will not give you any kind of a sales part, but definitely it will give you a great improvement in terms of the electricity consumption.

Just to tell you a bit, 1 megawatt should provide 1.4 million units per year, 10 megawatt should provide 1.4 crore units per year. There should be a good impact on profitability somewhere in that. This is your first question answer. Secondly, you said that within after the commissioning of unit 5, this part expansion as well as unit 6, I see that 26, 27 should be close to Rs. 1,500 crores or so and subject to if we get a full year production of unit 6, which I presume should be there available with us.

But I am not too sure that it will be available for 12 months or 9 months. I am not very confident in commenting on that today. The reason being is that we are expecting electricity connection, full load electricity connection somewhere by February. This is what has been communicated to us by the department.

If it is a little late there, then probably instead of 12 months, we might be able to get a realization of 9 months. So these are the certain issues which we are still into a stage of a question. But yes, one thing is for sure that let us say that in the worst case scenario, if we do not get a production of 12 months and we got 9 months production, then also, sir, a visibility of around 1,400 will be available.

Darshil Pandya: Understood. And sir, the capacity of Madhya Pradesh that we will bring, the capex of Rs. 350 crores, will we do this internally or through a group in the future plans?

Punit Makharia: Sir, that will be an internal effort and if I talk theoretically, then it is possible internally as well. But still we are taking a preferential allotment from the promoter of Rs. 30 crores into this. And majority of the funding would be done through the internal accruals by all our the subsidiaries as well as the parent company.

Darshil Pandya: Sir, last question is on the tax rate. Sir, our tax rate is very low. Will you be able to explain how it is and what is our tax guidance for the entire year?

Punit Makharia: In Madhya Bharat, carry forward losses are already going on as we took it over from NCLT. In Pushkar, MAT is available, 25% for farmers.

Darshil Pandya: Okay, understood. Okay, sir, I will talk to your accounts team about this. Thank you so much.

Punit Makharia: Thank you very much.

Moderator: Thank you. The next question is from the line of Harshil Solanki from Equitree Capital. Please proceed.

Harshil Solanki: Hi, sir. Good afternoon.

Punit Makharia: Good afternoon, Harshil.

Harshil Solanki: I have two questions. Sir, I wanted to understand that even if the electricity connection comes in February, how much time will it take for the trials and plant stabilization and when can we expect full-fledged production?

Punit Makharia: Sir, I believe that if there is no major issue at that time, then I think 1 to 1.5 months.

Harshil Solanki: Okay.

Punit Makharia: If there is no big surprise, which we believe that we should not get any kind of surprises based upon our earlier experiences and our expert team with us, then if everything goes well and smooth, it should be almost 1.5 month or so.

Harshil Solanki: And the contribution of unit 5, which has not started yet, will also come after February. That is correct?

Punit Makharia: Sir, we will be able to do it only if there is an additional load on the electricity connection.

Harshil Solanki: Understood. And sir, I have a question. Sir, in unit 8, the capex that we are doing, we are going to the NPK side. So, in that the raw material sulphuric acid and other raw materials, is there any plan for backward integration?

Punit Makharia: Sir, it is already there.

Harshil Solanki: So, existing capacity we will take care of that 3 lakhs and 1.5 lakhs?

Punit Makharia: No, there is no existing capacity of acid business in unit 5 that we will be putting a fresh new capacity.

Harshil Solanki: So, the capex of Rs. 350 crores that you are saying, that includes the raw material backward integration also?

Punit Makharia: Right. That will be a completely integrated facility and a Greenfield project with a backward integration route cast.

Harshil Solanki: Understood. And sir, we are expanding in fertilizers. So, our focus is on dyes in future or fertilizers is our primary area for us?

Punit Makharia: We are expanding in this also. Unit 5 is going to start. So, there is a focus, sir.

Harshil Solanki: Okay, sir. Understood. This was it. Thank you, sir.

Moderator: Thank you. The next question is from the line of Disha from Sapphire Capital. Please proceed.

Disha: So, sir, my question was on chemical business. So, like previous quarters we have seen that there was a bit of volatility in the chemical segment. And we have seen volumes also, they were not growing by much, but this quarter we have made quite a progress. So, can you just like give your understanding on the market conditions for this chemical segment going ahead?

Punit Makharia: Disha, volatility is a part of business and we can't expect that the growth will be always there. As far as the volumes are concerned, let me see what is this, Deepak? She is asking about chemicals. It's better why don't you explain here. Have you understand her question. Disha can you repeat the question, Deepak would address your question. So, what is it? Please explain it to me. It is better, why don't you explain her?

Disha: Yes. So, I was just asking on the chemical segment side because we have seen a lot of volatility in the past. And we have seen a slight de-growth in terms of volumes. So, what is the market scenario? How do you see the market scenario going ahead for this segment?

Punit Makharia: I see there is an increase in the chemical segment also. I am surprised why you are saying de-growth. If I look at that chart and the PPT what we have presented that is it for 6 months, Deepak?

Deepak Beriwala: It is for 6 months.

Punit Makharia: In the 3 months in Q2 FY25 we did 15,000 tons of chemicals, In Q1 FY26 we did 14,000 and in Q2 FY26 we did 17,266 tons. So if you compare it from Q1 of this year with Q2 of this financial year there is a growth of approximately 2,500 tons or may be around this is more than 10% growth, Disha, I can see, as well as if you go on a 6 month basis comparative to H1 of FY25, yes, right it is a growth of around 20%. So, the de-growth that you are talking about where did you get it from? This is in terms of the volumes.

Now, if you go in terms of the revenue, in terms of the value also, same there is again growth of 34.2% in 6 months. And in 3 months, there is a 40% growth. If you look at the Page number 6 and 7 of our PPT, which has been posted on the website as well as on the stock exchange, It is visible to you.

Disha: Alright, so we don't see any headwinds going ahead also?

Punit Makharia: Headwinds will be always there, Disha. Let us not expect and let us not commit ourselves with the wrong picture. We are into a manufacturing business. There are many other issues factors also impacting the business. There is geopolitical situation, There is a demand and supply situation. So, we can't expect there will be no any kind of headwinds.

But looking at the past trend, since the company is doing pretty well, company is gowing. And we have to meet the various challenges when it comes and let me tell you that the company is quite capable and the whole business model of the company is completely stable and sustainable. So we are able to meet whatever the headwinds comes there.

Disha: Alright. And, sir, can you just help me with the utilization levels for the chemicals and fertilizer segment for this quarter?

Punit Makharia: Chemicals 65% and the fertilizer is 70%.

Disha: Alright. Thank you so much.

Moderator: Thank you. The next question is on the line of Varun Sharma from Corpal Investment. Please proceed.

Varun Sharma: Thanks a lot, Punit sir and congrats for a good number. Sir, my first question is that as we have seen the U.S. tariffs.

Punit Makharia: Can you be a bit loud, please?

Varun Sharma: Yes, sir. Sir, as we have seen the U.S. tariffs and the textile companies are suffering those who export to Europe. So, they would be looking at new markets like Europe because America tariffs are there. So, are we seeing any impact due to this?

Punit Makharia: Look impact definitely, directly, indirectly in a different proportion comes. I won't say that there will not be any impact and there has not been any impact. That impact remains a little, Varun. And depends on the company's business model that impact can be diluted or maybe concentrated. So, that impact is definitely there.

And let me tell you that whatever the Dye Stuff we sell from the company, majority of our sales is for the export business not for the domestic business. And if you talk about domestic there is an impact and whatever the situation is we always try to mitigate all the risks and we try to handle them. And in future also, if it comes we will handle it the way we as per our capability and capacity.

And till now, we have been issuing and handling all those headwinds and in future also, we will be able to handle because these all are the decisions made on the behalf of the geopolitical conditions which are out of our control. We have to perform the best out of our capability in the present circumstances, which we are doing so.

Varun Sharma: Sir, one more thing for the last 3 years, 4 years we have been attending the conference.

Punit Makharia: What are we doing?

Varun Sharma: Sir, we are always attending the conference call.

Punit Makharia: Concall. Okay.

Varun Sharma: And sir you always have a conservative approach. Sir, after so many years for the first time, I am feeling that there is no confidence in your voice today. I don't know what is the matter. Can you correct this?

Punit Makharia: You are amazing.

Varun Sharma: The confidence you have in normal days today it is not that much, maybe it is in your mind, maybe it is in your growth maybe it is not in your power project, maybe it is not in your line it maybe because of that, correct me if I am wrong?

Punit Makharia: Sir, you have shaken me up by asking this question. You have said that there is no confidence. Sir, what answer do I give? What do you expect from me tell me.

Punit Makharia: One minute you did very well the question that came to your mind you asked me very transparently and I do appreciate your question. Definitely, I appreciate. Sir, I ask you a question. If we did not have confidence or if there were any such issues, would we have re-announced this back-to-back expansion? Would we have re-announced this third preferential allotment back-to-back I am asking you.

Varun Sharma: Absolutely. That's true.

Punit Makharia: If you do not have confidence in your voice, then where do I get your confidence from. Sir, leave that confidence in my voice, that confidence should be in you.

Varun Sharma: Absolutely, sir. I am happy that I am wrong in this.

Punit Makharia: What?

Varun Sharma: I am happy that I am wrong in this. I have made a mistake.

Punit Makharia: It does not matter. Sir, it is like this my job is to perform at the best level along with my team. And our team is doing the best in this present circumstances. Sir, you must look at a few things that company is practically sitting on surplus cash. The company's interest income is positive.

The company is able to manage its debt, inventory and cash flow in a most efficient manner what it could, company has deployed its own funds close to Rs. 400 crores into the capex till now. Further, the company also plans to put up a capex of Rs. 350 crores. Further, the company has also given its cash as a working capital margin. And the additional working capital required because of the increase in the turnover. Sir, what else do you want?

Varun Sharma: No, sir one last question. Sir, last time you might remember that our stock fell by 16% after the results. You said that we will talk to an institution so that big investors come to us and see our shares?

Punit Makharia: First of all, I don't understand anything in the stock market. Sir, I don't understand anything. If I do my business properly, that is a blessing. Second thing as far as talking to an institution or a person or a big fund is concerned, our IR team is doing it. Do you understand, sir? As far as you said that the stock fell by 16%, sir, what can I do about it? Tell me, sir.

If I have kept a shortcoming in my performance, then you tell me. Sir, if I have kept a shortcoming in my transparency, then you tell me. If you say that your share fell by 16%, then I don't run a share. I don't handle shares. You ask me questions related to the company. You ask me questions related to performance. You say that you don't have confidence. You don't feel confidence in my voice. The stock fell by 16% that I can't answer these questions.

Varun Sharma: Sometimes people don't have that heath that's why people do this. But you are absolutely right, sir. You have always maintained the confidence of an investor and you have performed very well, sir. Congratulations to you for that?

Punit Makharia: Sir, I have no input in the share market. Sir, our company has been listed for 10 years. In 10 years, the total promoter has always tried to increase its stake. Is it correct, sir? And let me tell you this, Mr. Varun, in 10 years, not even a single share, even if it has gone to the highest of Rs. 476 then also the promoter has not sold it. He has always taken a creeping or preferential. And, sir, do you doubt our confidence in that too?

Varun Sharma: No, there is no doubt. I have seen it in the last 3 years, 4 years.

Punit Makharia: By God, at least think about the question and ask.

Moderator: The next question is from the line of Aditya Sen from Findoc.

Aditya Sen: Hi, thank you for the opportunity. Sir, just a small question. Since we are doing such a big capex Rs. 350 crores, so will we see some of the cost line items in the EBITDA also, will EBITDA have some impact for the next 1.5 years?

Punit Makharia: Yes, sir. If you ask my personal opinion as I said last time, right now also we are prevailing somewhere close to 7.5% to 8% or so. In my opinion, this will keep on improving by a decimal to decimal and we have an easy scope of reaching around 10% or so. Sir, as the situation is improving, demand and supply situation is slowly and gradually improving.

All the kind of bad phases or the depression phases into the industry, I said before also and I am still confident about that, are on the verge of passing by. So, situation will improve in terms of the performance, in terms of this profitability, in terms of what do you call it, the phase of consolidating the production efficiencies, those things are coming slowly.

Aditya Sen: Correct. Truly that reflects, sir the entire cycle of textile has gone and we are still standing strong.

Punit Makharia: Yes, obviously, sir. Sir, my opinion is that this year somewhere we should be around 8% or so, approximately, please don't catch my words. We should be around 8% of the PAT level, this is I think so, yet we need to go through quarter 3, quarter 4 also and next year would be much better than this also. This is what I believe so.

Aditya Sen: Understood. And one more question on the new capex I can be wrong with the question also, I just want to know like rock phosphate is a raw material and its price fluctuates, so is it possible for us to set up a phosphic acid plant for the new capex?

Punit Makharia: It is already there, sir. It is already proposed for that.

Aditya Sen: So, the entire, like 100% phosphoric acid will be in-house?

Punit Makharia: 100%.

Aditya Sen: All right, thank you. That was my question.

Moderator: Thank you. The next question is from the line of Pratik Patel from CCIL. Please proceed.

Pratik Patel: Hi, sir. I understand that we have announced Rs. 350 crores capex for Unit 8 for 300,000 MTA, and in Unit 6, we are coming to Rs.110 crores, which also includes 66,000 MTPA of acid complex. So, can you just highlight how this number is matching up? Because in both the units, we are coming with complex fertilizers.

Punit Makharia: Sir, in Unit 6, we are putting up a smaller acid plant because we have existingly our two acid plants into the same area.

Pratik Patel: Okay.

Punit Makharia: You got my point?

Pratik Patel: Okay.

Punit Makharia: So, if you look at acid complex of 66,000 tons of the capacity, wherein this new facility, we would be building up an acid complex of 240,000 tons.

Pratik Patel: Okay.

Punit Makharia: 4x capacity as I have said. Because the reason being is that we already have a lot of existing capacity of the sulfuric acid in this Lote Parshuram area.

Pratik Patel: Understand, sir. But my question is actually on complex fertilizers mainly. Because if we are doing 300,000 MTA for Rs. 350 crores capex, then to halve it, I think we would need something around Rs. 175 crores of capex in Unit 6 for the same fertilizer, if I am not getting wrong.

Punit Makharia: Sir, that is not possible with the formula. We are building up, you know, bit additional capacity also in this new facility which will be ease of operation. You got my point? Plus certain things, what we have learned from our Unit 6, we have improved in this plant.

Pratik Patel: Okay. So, asset to turnover would be same in both Unit 6 and Unit 8 for the fertilizer?

Punit Makharia: No, sir. Capacity is different. It cannot be the same. And product would be also more specialized into this new facility.

Pratik Patel: Okay. Okay, got it. Thank you. All the best.

Moderator: Thank you. The next question is from the line of Saket Kapoor from Kapoor and Company. Please proceed.

Saket Kapoor: Namaskar, sir. And thank you and congratulations on a very good set of numbers and delivering what has been envisaged earlier. And congratulations again, sir, for the capex, new capex, a larger one of Rs. 350 crores size and again giving us a clear roadmap of how that will be funded through. So, thank you once again. So, clarity on all fronts.

Sir, for H2, as you said, we have 1.2x in terms of what we execute for H1. So, taking that into the account in normal business environment, we expect the same. And the number we had kept around Rs. 85 crores for PBT, we are on track to achieve those numbers. Is this understanding correct, sir?

Punit Makharia: Saket ji, look, I am a bit conservative guy. And, you know, trust me, I put a lot of thought into it and put all my permutations and combinations together to give visibility on my end. And I try not to make any big difference in it.

You know, and I have been always saying, that we will achieve around Rs. 950 crores revenue in this particular financial year. And, you know, on H1 basis, we did Rs. 510 crores. Theoretically, if you will say, that definitely we should cross around 1,100 or so.

If you talk to me theoretically. But still, I would like to convey that you guys are the investors. You know, take the figure of depression. Somewhere, you know, we should be able to achieve the number around 1,000, with a profitability of around 7.5% to 8%. This is what I can tell you. If you will ask me post Q3, then I will be able to give you more clarity on this.

Saket Kapoor: Yes, sir. We are talking about 7.5% to 8% of PAT margin?

Punit Makharia: Yes, yes. This is what the company has been performing for the last few quarters.

Saket Kapoor: Yes, sir. Absolutely right, sir. Sir, as we read in the news, that the shortages of fertilizers and urea, what is your opinion on that, exactly? What is the effect of that on the total ecosystem? We are definitely in water soluble, in NPK, so we are different from them. But these shortages definitely affected the entire agriculture industry, the crop protection people, they were all affected. So what is your opinion on this, sir?

Punit Makharia: Government has controlled all these hiccups in a much better way. Now, because of the supply chain disturbance in the beginning of the year, and all this global war situation or whatever it is, now the situation is quite under control.

Government has managed ample of urea, which is available now for coming this season. So I don't think there will be major impact of shortage of fertilizer. If you talk about DAP, it is also there. Urea is also there, sir. Prices have also come to a great level, to a stabilization phase.

Saket Kapoor: So now you don't think there will be any impact. Sir, we have incorporated a subsidiary, Dyecol. Regarding this, sir, in terms of business opportunity, and how we will incorporate our business in this, if you could tell us a little more about that, sir?

Punit Makharia: Sir, there is nothing other than marketing in this. Because whenever we go to our international customers, when they see a name of Shree Pushkar Chemicals & Fertilizers Limited, so this name does not resemble our activity.

Therefore for the better marketing and better visibility, and better understanding of what we are doing into the dyes and chemicals, we have incorporated this company. This company has been incorporated based upon suggestions from our various sales network people, and our dealers across the globe.

Saket Kapoor: Yes, sir. Sir, as you said 60% and 70% for the utilization levels of both, so in the remaining H2, Does it seems to be inching up, depending upon the general business setup in H2?

Punit Makharia: You know, what I have learned and seen from my past experience, that it is not possible to achieve such a full capacity in practical things. There are many other issues also, like, you know, electricity failure, rain, maintenance, shutdown, there are many hiccups. So in my opinion, yes, 75% capacity should be achieved, can be achieved, and I can try that it is achieved also. But it is a little difficult for me to achieve the capacity above this.

Saket Kapoor: Okay, sir. And lastly, sir, we are investing in solar, so in the coming time, exactly in front of our power and fuel, what are your thoughts on how much percent we will get from renewables in the aggregate of the total requirement?

Punit Makharia: As of now, the expansion till Unit 6 that we have done, in that 10 megawatt we are doing in Shree Pushkar, 1.10 megawatt we are doing in Kisan Phosphates. So as of now this is what we are doing. There is no need for anything else in both these companies. Now in the future, if we need to do more solar in Madhya Bharat, then we will take a call at that time.

Saket Kapoor: And as a percentage, sir, what will be the total energy requirement?

Punit Makharia: Sir, I don't have that much detail handy.

Saket Kapoor: Okay.

Punit Makharia: So we can get back to you, you can talk to our IR team, probably they will get this reply of this question from our team and give you.

Saket Kapoor: Okay, sir. Thank you very much, sir, for the detailed information. We will talk again after the Q3 results. All the best to the team, sir. Thank you.

Moderator: Thank you. The next question is from the line of Prit from Wealth Finvisor. Please proceed.

Prit: Sir, I have a small question. In Chemicals, our performance was so good in quarter 2. If we look at other companies, generally they are not looking at it. So, I want to know two things. What are we doing that is good, which is very good? And secondly, how sustainable will it be in quarter 3 and quarter 4?

Punit Makharia: Sir, I can comment on my performance, but I cannot comment on others. I mean, first of all, this is my humble submission. Third thing, whatever your company is doing in Chemicals, there is still an opportunity and it is much better.

And, I mean, you know, there can be more improvement in quarter-on-quarter. If Unit 5 starts next year, definitely it will be more improved. Let me tell you, sir, we are 100% sure that what the visibility we have and what the future market outlook we have, we are sure that this will get improvements quarter-on-quarter.

As far as stability and sustainability is concerned, I personally don't see any such major hiccups. If anything, it could be there, some situations which are totally out of our control, and after all, we are also helpless into that.

Like the way we are seeing the global environment in today's date, in terms of the currency, of the geopolitical situation, whatever we are seeing, even I have no control in those situations. But yes, we are definitely trying to maximize. Okay?

Prit: Okay, sir. Thank you so much, sir.

Punit Makharia: Thank you.

Moderator: Thank you. That was the last question for the day. I would now like to hand the conference over to Mr. Pankaj Manjani for his closing comments. Over to you, sir.

Pankaj Manjani: Thank you, everyone, for joining Q2 and H1 FY26 earnings call. If you have any further questions, please feel free to connect with our Investor Relations Advisors, Churchgate Partners, and we will be happy to address your queries. Thank you.

Moderator: Thank you. On behalf of Shree Pushkar Chemicals & Fertilizers Limited, that concludes this conference. Thank you for joining us and you may now disconnect your lines.

Notes: 1. This transcript has been edited for readability and does not purport to be a verbatim record of the proceedings.

2. Figures have been rounded off for convenience and ease of reference.