



June 13, 2025

BSE Limited
Corporate Relationship Department,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001.

Scrip Code: 544332
Symbol: FABCLEAN
ISIN: INE0HSD01011

Sub: Submission of Transcript of the Earnings Conference call held on Tuesday, June 10, 2025 at 03:00 P.M.

Dear Sir/ Madam,

In continuation of our earlier letter dated June 11, 2025 informing about the audio link of the Earnings Conference Call and Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015, the Company is hereby submitting transcripts of Earnings Conference call which was held on Tuesday, June 10, 2025 at 03:00 P.M. to discussed the Audited (Standalone & Consolidated) Financial Results of the Company for the Half Year and Year ended March 31, 2025.

We request you to kindly take the same on record.

Thanking You,

Yours Faithfully,

**For Fabtech Technologies Cleanrooms Limited,
(Formerly known as Fabtech Technologies Cleanrooms Private Limited)**

**Amjad Adam Arbani
Executive Director and Chief Financial Officer
DIN: 02718019**

Enclosed: as above.

Fabtech Technologies Cleanrooms Limited

(Formerly known as Fabtech Technologies Cleanrooms Private Limited)

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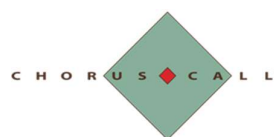
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CIN: L74999MH2015PLC265137



“Fabtech Technologies Cleanrooms Limited
H2 FY'25 Earnings Conference Call”

June 10, 2025



**MANAGEMENT: MR. AASIF KHAN – CHAIRMAN – FABTECH
TECHNOLOGIES CLEANROOMS LIMITED**

**MR. ANUP MUNSHI – CHIEF EXECUTIVE OFFICER –
FABTECH TECHNOLOGIES CLEANROOMS LIMITED**

**MR. SUMIT DROLIA – FINANCE ADVISOR – FABTECH
TECHNOLOGIES CLEANROOMS LIMITED**

**MR. AHMAR ABRAR – SALES HEAD – FABTECH
TECHNOLOGIES CLEANROOMS LIMITED**

**MR. RAVEENDRA SHETTY – PROMOTER AND
DIRECTOR – KELVIN AIR CONDITIONING AND
VENTILATION SYSTEMS PRIVATE LIMITED**

HOST: MR. SAHIL PATIL – AKMIL STRATEGIC ADVISORS

Moderator: Ladies and gentlemen, good day, and welcome to the Fabtech Technologies Cleanrooms Limited H2 FY '25 Earnings Conference Call, hosted by AKMIL Strategic Advisors. As a reminder, all participant lines will be in 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. Sahil Patil from AKMIL Strategic Advisors. Thank you, and over to you.

Sahil Patil: Good afternoon, and thank you. On behalf of AKMIL Strategic Advisors, I welcome you all to the conference call of Fabtech Technologies Cleanrooms Limited. From the management side, we have with us Mr. Aasif Khan, Chairman; Mr. Anup Munshi, CEO; Mr. Sumit Drolia, Finance Advisor; Mr. Ahmar Abrar, Sales Head at FTCL; Mr. Raveendra Shetty, Promoter and Director at Kelvin.

Now I hand over the call to Mr. Anup Munshi. Over to you, sir.

Anup Munshi: Good afternoon, everyone, and thank you very much, Sahil. Dear friends and ladies and gentlemen, it's really my privilege to welcome you to the first post-results conference of Fabtech Technologies Cleanrooms Limited. And we're going to talk about our half year and full year results as of March 31st, 2025.

So let me introduce myself. I'm Anup Munshi, the CEO of FTCL. And with me today are some of our leadership team. We have with us Mr. Ahmar Abrar, who is the Head of Sales all over India. Welcome, Ahmed.

Ahmar Abrar: Hello, everyone.

Anup Munshi: We have Mr. Raveendra Shetty with us, who is the Founder Director of Kelvin, one of our subsidiaries.

Raveendra Shetty: Good afternoon, everyone.

Anup Munshi: We have with us Mr. Sumit Drolia, who's our Financial Advisor.

Sumit Drolia: Good afternoon, everyone.

Anup Munshi: And of course, our patron and Founder Director and Chairman Emeritus, Mr. Aasif Khan.

Aasif Khan: Good afternoon, everyone. Welcome to the meeting.

Anup Munshi: So let me start with the proceedings. Basically, we're going to give you a little background of our company and how we have performed in the last year. So we look forward to sharing these

highlights and what has been a year of strong growth for us, I would say, with a lot of prudent execution and a lot of acceleration that we have brought into our company, okay?

So sincere gratitude to all our stakeholders, and that's what we begin with. And we believe that gratitude is the hallmark of any good organization, its people. And we like to express that sincerely to all our stakeholders, shareholders, customers, partners, employees, and the broader investor community for the trust and the continued confidence you have placed in us, which is really heartening for all of us to know.

So let me get on to the performance overview, fundamentally, okay? So FY '25 has been an exceptional year for Fabtech Technologies Cleanrooms Limited. And we feel we have delivered a robust all-round financial performance, despite, let's say, headwinds and macro environment being a little affected over the last six months or so. But somehow, we think we've done our best.

Our consolidated revenues, they grew by about 54.1% year-on-year, and to a figure of INR1,5003.19 lakhs, supported by a continued momentum in the infrastructure segment of the cleanrooms. And we had a very robust order execution and very disciplined operations throughout the year, okay, which is what has given rise to these revenues.

On the profitability front, our EBITDA rose by a major 88.2% to INR1,690.74 lakhs, which reflected both top-line growth and a very efficient cost control. The EBITDA margin improved by almost 205 basis points to about 11.27%, which talks a lot about the scalability of our operations and our focus on value engineering.

And I may take a minute here that value engineering for us has been a very, very important element for the last couple of years, and it is delivering us good results, okay? At the bottom line, net profit increased by 138.9% year-on-year to INR1,329.56 lakhs, with our net profit margin expanding by 310 basis points to 8.8%, okay? This sharp growth is a testament to our strategic clarity and execution capabilities, fundamentally.

Now let's come to the H2 part, H2 for FY '25, specifically. We recorded revenues of INR8,810.24 lakhs, which reflects a 52.8% growth over H2 FY '24, and a net profit of INR795.38 lakhs, up 55.7% year-on-year, Yes? Now, you will notice that these numbers are not merely financial markers. They basically validate our focus on operational excellence, our customer centricity, which has been a major focus for us, and sustainable long-term value creation, Yes? So that's what we look at, because value creation for all of our shareholders, our stakeholders, and everyone else, okay?

Now some of the operational milestones and the strategic progress that has been made. We are highlighting some of these things to you, our shareholders. We have made significant strides beyond these numbers. Now one of the highlights of the year has been the substantial reduction in our working capital cycle, okay, which improved from 173 days in FY '24 to 123 days in FY '25, a major 50 days reduction. This reflects a tighter and more agile operating model that enhances our cash flow profile, okay?

And we do realize that this is an important element of any business, collection and collecting the outstanding. Our ROC improved to about 22.8%, which was up from 15.76% in the previous year, which underlines our focus on disciplined capital allocation and high return projects. In line with our post IPO roadmap, we have strategically enhanced our capabilities through inorganic expansion, as you would have noticed, dear shareholders.

Notably, we increased our stake in Kelvin Air Conditioning and Ventilation Systems Private Limited to 51.33%, which thus makes it a subsidiary, Yes? So this move strengthens our position in the HVAC domain, which is a critical component of cleanroom infrastructure and opens up new avenues in high growth sectors, such as semiconductors, electronics, as well as healthcare, Yes?

Further, we are proud to share that we have secured our first order in the semiconductor industry, which has been a landmark development for Fabtech. The successful execution of this project will serve as a reference point for future growth in this high potential vertical. We also announced an interim dividend of INR2 per share as a gesture of appreciation to our long-term shareholders. Well, this is not really a necessity, but a reflection of our confidence in the company's financial strength and the long-term prospects.

As I said earlier, that gratitude is an important part of our philosophy. Now, some of the outlooks for the future. As we look ahead to FY '26, we remain very optimistic, though yes, challenges do persist, whether they are global economic uncertainties or any sectoral headwinds that may be there, but we do believe that our fundamentals are strong, our strategy is sound, and our team is fully committed.

We are not building a company that chases short-term wins. Our philosophy is centered around creating sustainable, compounding value. As I have often said, our journey is not a quarter-to-quarter story. It's about building momentum that becomes transformative, especially as we move forward and beyond 2027, okay?

So we're looking at annualized results and annualized growth, which is what we believe more rather than the quarter story. With our integrated in-house manufacturing setup, increased control over project timelines, and expansion into high-value sectors, we are confident of scaling new heights in the coming years.

You may be very happy to know that our project timelines, we are working very hard on those to bring them down so that we can have a better circulation of the manpower, the funds, and everything else. After all, speed is money. Once again, I would like to thank all our investors, stakeholders, for your continued support.

Your trust strengthens our resolve to deliver performance with a purpose. And now, I know I have taken a lot of time, and with this, I would like to now throw the floor open for any questions that you might have, and I'm sure you'll have many of them. Now, I have my colleagues here who would be very happy to answer your questions. As I said, we have domain specialists here

who are from the various elements of our business. So the floor is open for questions now, ladies and gentlemen.

- Moderator:** Thank you very much. We will now begin the question-and-answer session. The first question is from the line of Prasanjeet Paul from 129 Wealth.
- Prasanjeet Paul:** So my first question is, as you received the first order in semiconductor segment, so can you help me to understand, is there a higher margin or lower margin in this semiconductor segment compared to pharma and chemical projects?
- Raveendra Shetty:** Yes, my name is Raveendra Shetty. I'm the CEO and Founder of Kelvin Air Conditioning. So as far as margin is concerned, the semiconductor is not a very, very special margin project. It is, you know, in line with the pharmaceutical industry.
- Prasanjeet Paul:** Okay. And if I'm talking about Kelvin, so right now Kelvin is a subsidiary, but prior it was a stand-alone entity. So if I'm talking about the margin of Kelvin, so whether it is in line with the Fabtech or it is higher, lower?
- Raveendra Shetty:** Yes, it is almost in line with Fabtech. So now last year we have closed at the 7% PAT.
- Prasanjeet Paul:** 7% PAT Kelvin closed.
- Raveendra Shetty:** Yes.
- Prasanjeet Paul:** Okay, and finally, what's the replacement cycle of those projects or the solution that you have delivered? Because what I believe, suppose today you are completing a project. So after that, when the replacement demand or maintenance demand will come? Is it a long...?
- Management:** See, as far as these projects are concerned, once we complete the project, we hand over the entire system to their maintenance team, because they will have their chief engineer, their engineering team who are maintaining not only the air conditioning, as well as their other equipment cycle also. So that is the reason we maintain this system for one year. That is our defects liability period, or you can talk about, you know, a warranty period.
- So after that, if they need, we support them with, you know, manpower. Sometimes, you know, they ask for operators for 24x7 operation. So otherwise we leave it up to them, whether they need our service or not.
- Prasanjeet Paul:** Okay. So fairly I can assume once you build the cleanroom for your clients, then the client may not need another five or six years for any kind of replacement demand or any kind of refurbishment demand, if my understanding is correct.
- Aasif Khan:** Gentlemen, my name is Aasif. I am backing Raveendra Shetty. In any segment of the industries that we operate in, or in any of the industries we operate in, whether it is pharma, biotech, and now expanding into semicons and electronics, there is always continuous expansions by the

customer. So he keeps on doing projects year-on-year, and that's the potential for us, number one.

Number two, as we expand into the precision HVAC and turnkey cleanrooms, going forward there would be a lot of service opportunities also which will be arising. So service -- and this is addressing the last question of yours, service going forward will also be considered to be a division buyer and validations.

Prsanjeet Paul: Okay. So how come this Kelvin becoming subsidiary will help you to accelerate our growth, what we are doing previously to what we'll do in future, be it on top line, bottom line, how come it will help to accelerate our growth?

Aasif Khan: So for this you will have to go back six months when we started doing the roadshows. We mentioned that we are doing the downstream part of the cleanroom, that is the modular partition manufacturing, and we did not have the HVAC and precision HVAC with us. Putting in Kelvin helps us to scope-lift the entire offering.

Moderator: The next question is from the line of Dhruv Bheda from Analytix Solutions.

Dhruv Bheda: Congratulations for the good set of numbers. My first question is, what is your revenue outlook for the financial year '26? And what is the trajectory in case of revenue for the financial year 2029?

Management: So, basically the inquiry bank and the market which we are seeing that the cleanroom solutions -- demand for the cleanroom solutions have been increasing, okay, from the investments coming in in data center and the semicon and the healthcare expansion. So, this is that we can say that our growth will be steady, and we will be maintaining our margin as well with this steady growth. And for this year, we'll grow by 30% to 40%, and then there will be a steady growth for next three to four years.

Dhruv Bheda: Okay. And by steady growth, you mean -- can you just give a number to that steady growth?

Anup Munshi: Yes, as you mentioned, it's 30% to 40% growth that we are targeting. Of course, these are beatable numbers. The market as of now for semiconductors and the electronics is exploding, and we have maintained that post 2027 is a real growth story.

We are creating a unique design setup with manufacturing in-house to enhance our value and control the project that we're doing. And consolidation, market expansion, and product growth are all moving in the right direction. This is a year, a very important year for us. So, we will be achieving 30 to 40% of growth vis-a-vis the last year.

Dhruv Bheda: Perfect, thank you so much. And my second question is on the margin. You have mentioned that...

Anup Munshi: You are not very clear, gentlemen. It's a lot of disturbance when you speak.

- Moderator:** Yes, Mr. Dhruv, there's a lot of background noise while you're speaking. Can you move to a quieter place and ask your question again?
- Dhruv Bheda:** So, on the margin trajectory front, I just want to ask, you have mentioned that you'll be having stable margins. So, what kind of a margin we can expect this year and till FY29?
- Anup Munshi:** So, going forward, we'll be maintaining the margin that we have shown this year. It will be 8% to 10%. However, having said that, let me also tell you, the reference building of semicons and data centers has begun. Tomorrow, we get -- in order to establish large references, if we have to take a fall on the margin, we'll do that.
- Growth for us and reference creation for making our mark in the Semicon is very, very important. Having said that, our traction and our reach in the pharma industry is beautiful and we will, despite taking some business calls, we will be able to maintain margins. That is what we foresee.
- Dhruv Bheda:** Perfect. Thank you so much and all the best.
- Moderator:** Thank you. The next question is from the line of Sanjay Shah from KSA Shares and Securities Private Limited. Please go ahead.
- Sanjay Shah:** Yes, good afternoon, gentlemen. Thanks for...
- Management:** Sanjay bhai, namaskar, how are you?
- Sanjay Shah:** Namaskar, sir. All well, sir. And thanks for coming on concall and giving us understanding and a very nice presentation and understanding. Sir, my query was regarding, it is remarkable that we could achieve a working capital cycle downward from 173 to 123. So, is this a norm or still there is a scope of reducing it from here on?
- Management:** As long as you guys keep pushing us, there will always be a scope for improvement, sir. This is thanks to our beautiful set of investors who have been backing us all throughout and keeping in touch with us and telling us and being a guiding torch for what we were not doing so good thus far. And we have taken a lead out of their suggestions and implementing whatever we can.
- Sanjay Shah:** I appreciate, but sometimes what happens is the competitors like HVX are there and many people. So, we have to even face a competition cycle and where we have to be with the market. In that scenario, is there a scope to reduce from here?
- Management:** Yes, yes, there is plenty of scope to reduce. However, most important thing is making a dent in the semicon and the electronic, right? We have made a beginning, but we wish to go stronger. So what is, if it is within controllable limits, we'll take that and hope for growth, you see?
- Sanjay Shah:** Great. Sir, now we are looking at the momentum which should accelerate post '27. So the sentence which you have given is so exciting because this industry has a lot of boards, lot of

growth where we see also, as you explained very well in different verticals and all. So how we are geared up for that?

Like we have already had a good stake now in 51% subsidiary and we are -- so what are other things which we are looking at so that our growth don't stop here and we be part of this momentum of cycle?

Management:

Sir, we are building a sustainable one. We are building a strong, sustainable company with no shortcuts and no impulsive decisions. Our focus is on long-term value creation and not on short-term noise. And having said that, we've also been very, very, very, very transparent with our investors that we are not a quarter-to-quarter story, but we are an annualized story.

The real momentum, again, we transparently mentioned, it begins post 2027. We are a product expansion story. We are a market expansion effort and consolidation, which is so important in our industry. And as I have been repeatedly saying, in the pharma and the Cleanroom sector, which has made India the pharmacy of the world, we are a very fragmented industry and that is what we wish to consolidate. And going forward, you will see a lot of consolidation happening.

So, on all the three fronts, that is consolidation, market expansion, product expansion, and taking a lot of our vendors in our fold, we are just going right, just going right. We are building a very beautiful traction. So, this is the beginning. So, I don't think so there will be too much of a business challenge.

The challenge will come in the entire industry with labor issues happening, with a lot of labor shortages. And that is also what we're trying to mitigate. Anup over here is tying up with a lot of universities and we are creating up a learning center in our facilities to keep training people. Now, as and when you go, challenges will definitely come, but yes, we have a knack of overcoming challenges due to our innovative way so far, that's part.

Sanjay Shah:

Great, that's really helpful. So for that, do we need any major capex to be incurred in the next one or two, three years?

Management:

If we get a huge competition to acquire, we might. Otherwise, I don't see so far at this moment.

Sanjay Shah:

Okay, except inorganic growth, we will have a moderate capex, right?

Management:

Yes.

Sanjay Shah:

Thank you, sir. We wish you good luck to all and thank you very much.

Moderator:

Thank you. The next question is from the line of Yash Visharia, who is an individual investor. Please go ahead.

Yash Visharia:

Hello. Hi, sir. Congratulations on a successful listing and a great result for FY25. Sir, my question is with relation to the TAM that we are looking for across the industries that we are

currently catering and that we are planning to cater, like the semiconductor, data center, electronics. So what could be the value across these industries?

Management:

Oh, so I'm sorry, gentlemen, we didn't get your name, however. Yash, Yes. Yash, we have said that there's a huge investment flow happening, not just in pharma, but also in electronics, in semicons, and every single thing that you need from your lenses to your automobile, to your EV batteries, to your mobile phones, everything will start needing Cleanrooms.

And the market, whatever capex is happening in this industry, 3% to 4% is Cleanrooms. So we see a very huge market explosion happening from till 2030, where 25,000 to 30,000 crores of Cleanrooms are up. The market is opening up. Am I right, Ravi?

Raveendra Shetty:

Yes

Management:

Now as far as even semiconductor is concerned, actual manufacturing of semiconductor is not happening at this point of time. The investment is coming only at a testing level. Now the real manufacturing will come maybe within a year or two years. Everybody will start investing into the real manufacturing of that product. Not just assemblies.

Now the plant, what we are seeing is only the assembly. Okay, now going forward, this will also come as far as the manufacturing of electronics, the mobile phones, everything will come to India. So now we will have a good, that's what we see that after '27, so we will have a good fraction happening in the market.

So, we are just building a capability and also some kind of references. Now the kind of project what we are talking about in this segment is huge. Starting from INR50 cores to maybe INR150 crores, INR200 cores is a single project. So, as our Chairman said, now we are facing issues as far as labor is concerned, but having said that, we can't go back and sit idle.

So we are working on that and we are also thinking about introducing robotic welding machines and how we can reduce the manpower by going for machinery and doing a lot of work at factory level itself and before shipping it to the site. So, this is what we are working on.

Yash Visharia:

Understood, sir. So just a small suggestion. So being an SME company, though we are not compelled to give quarterly results, but it will be great if you give monthly updates, business updates, and maybe shared presentation along with your quarterly or half yearly results. So, investors like us are updated on what the company is doing and wishing you all the best for the future.

Management:

Thank you, sir. Thank you, Yash. So basically, we are exploring the best way to have engagement with the shareholders more frequently. So it could be monthly or quarterly, but we will certainly come with the more engagement with the shareholders and with the structured way.

Yash Visharia:

Sure, thank you, sir.

- Moderator:** Thanks, thank you. The next question is from the line of Miloni, who is an individual investor. Please go ahead.
- Miloni:** Thank you for the opportunity. I have two set of questions here. So where are we standing on the current order book on a cumulative basis? And what is the pipeline of these orders and the split, if you could guide us between the pharma, electronics and data center segment?
- Anup Munshi:** Yes, this is Anup Munshi here. If I heard your question right, you're talking of what is the pipeline we have currently, right?
- Miloni:** Correct, on the cumulative order book, with the standing right now.
- Anup Munshi:** Okay, right now the standing is like if I give you a little rundown, the basically thing is current order book that we have in hand is around INR90 crores consolidated between us and Kelvin. Is that what you were looking for? What is the order book in hand right now? INR90 crores.
- Miloni:** And also, if you could guide us on a split between all the segments that you are catering to pharma, electronics and data centers, what is the pipeline of these orders?
- Anup Munshi:** Right now in this 90, I would say the split would be, pharma would be almost around the major part. That's about 50 odd, 50 to 60 odd. And 30 odd would be the rest. That is, I'll bracket it for sake of convenience into Semicon, electronics, solar all together.
- Miloni:** Okay, thank you so much. And just another question that I had was regarding the working capital cycle. You mentioned that we've gotten it down to 123 days. Are we looking at it to reduce it even further?
- Anup Munshi:** Yes, we do. Of course, we are looking to reduce it further undoubtedly because as I said in my first part of the presentation that that is very critical for us. The earlier we collect the money, the better it is. So we do have certain internal targets which we have kept for the salespeople. And we have also tried to change the process and methodology of collection.
- So therefore, we are trying to use innovative methodologies whereby the salespeople, very often what happens is that they like to get the order and then don't want the hassle of being after the payment. So, I have created an alternative mechanism where we work on that. So that's what brought us results. And we do hope to improve it further. For sure, we hope to improve it further.
- Miloni:** Okay, thank you so much.
- Moderator:** Thank you. The next question is from the line of Bhavika from Niveshaay. Please go ahead.
- Bhavika:** So, first of all, congratulations for good set of numbers. So, I have two set of questions. First, regarding to the structure of Fabtech group. So, could you explain why you have structured the cleanroom business into multiple separate legal entities like by region and components, rather than consolidating them under a single company to achieve greater scale? Like how does multi-entity set up benefiting Fabtech cleanrooms? If you could explain that.

Management: Ma'am, which entities you're talking about?

Bhavika: So basically there are a few like different entities like Fabtech Technologies, then the Turnkey Project LLP. So various entities are formed under the group. So, I just want to know the purpose behind it. Like what's the management's vision regarding because recently there is one more associated associate company formed. So, if you could give some light on that.

Management: That's a real long story about 25 years, the way this was one company and then we de-merged into a product centric families or divisions or companies. And when we divided, when we de-merged into a cleanroom partition company, we automatically started seeing a clearer picture and an opportunity of offering Turnkey gave birth in our mind, which led to acquiring the Kelvin capability of a turnkey.

So today instead of -- there are two ways to grow, either you build your own infrastructure organization or you acquire. We think acquisitions and the inorganic way is a faster way. While of course organically we start to become stronger, but this is a quicker way to reach what we want to reach, number one.

Number two, Fabsafe is a cleanroom equipment manufacturing company, it has nothing to do with the project that we do. So one is a product, the other one is a project. And if whatever actions we have taken, honestly you got to be, there is the people responsible are the people who wanted to acquire us in one way or the other.

Somebody wanted a product division, somebody wanted a project division, somebody wanted a granulation division. So instead of just one company we split into, we de-merged into various easy to manage entities and having specific business heads and in an attempt to make us investable and very, very important to make a company which outlives the promoters, to make it professionally managed.

So today the promoters are out of business, they just are in the strategic role, professionals are handling it and that's the reason why we did what we did.

Bhavika: I understand. So the second question I have is regarding the future guidelines. So how is the financial year '26 so far and what company management is expecting it to be financial year '26?

Management: I think we've addressed this, ma'am. The person before you asked the same question. So this is -- we are going at the rate of 30% to 40% with a very decent order position. This is a reference creating year. This is a formative year which will be very, very important for the next years to come in. The real explosion happens post 2027 where the investment flowing into semi-cons starts resulting in cleanroom business where we are creating, keeping ourselves ready, right?

Bhavika: And the one follow up question on the INR70 crore consolidated order book you have given, can you tell me what, like how much order book? 90 is for Fabtech?

Management: No, 90 is for semi-con.

Bhavika: I am asking regarding Fabtech individually, like standalone.

Management: Standalone. It's about 55...

Anup Munshi: 50 would be Fabtech and the rest would be Kelvin.

Bhavika: Okay, thank you. That's all from my end. Thanks.

Management: Pleasure.

Anup Munshi: Thank you.

Moderator: The next question is from the line of Parth Gala who is an Individual Investor. Please go ahead.

Parth Gala: So, thank you for the opportunity. Sir, my question was relating to semiconductor. So in the opening commentary, you mentioned that you had a order win in semiconductor. So what would be the order value, like the order size? And could you also share the name of the customers if possible.

Management: Name of the customer is declared, I think CG Electronics, right?

Anup Munshi: CG Semi.

Management: CG Semi and the order value is INE8.4 crores, yes.

Parth Gala: INR8.4 crores?

Management: That's right.

Parth Gala: Sir, and my second question was on data centers. So, how many orders have you received in data centers and what would be their cumulative value of those orders?

Anup Munshi: Yes, as far as data center is concerned, we have received an order from Nexta Data Center that is actually we were supposed to do 3 floors, but due to some investment stopping from Microsoft, we have finished the 1 floor, but 2 more floors will come. It's almost INR2.5 crores.

And recently we got an order from NSE, that is National Stock Exchange. So they are creating a data center in their BKC complex. They're converting their entire building into data center premises. So we got the first order that is INR5.45 crores. So the next order of almost INR4 crores is in pipeline. So almost I think entire building will be done by us.

Parth Gala: Okay, okay. Thank you, sir. Best of luck.

Anup Munshi: Thank you.

Moderator: Thank you. The next question is from the line of Bhavik Thakkar, who is an Individual Investor. Please go ahead.

Bhavik Thakkar: Hi, sir. Thank you for the opportunity. So my question was, you mentioned that you have a current order book of INR90 crores, and you have guided for a revenue growth of around 35% to 40% in FY '26. So just wanted to understand how would we achieve that? Because the current order book is very low as compared to our revenue guidance, right?

Management: So we have in the first 2 months, we've already achieved good billing, which will be better than the last quarter. And apart from that, INRR90 crores is the order position, which we will be delivering by October. And this month still remains. Nowadays, as you go along, you have very short delivery periods project coming up. Earlier the project which used to finish in 7 to 9 months, now we are required to finish in 4 to 5 months.

So we are very, very comfortable that we will be more than meeting the target that we have set. And Q2 and Q3, if you just see the history, are always the lopsided and the bigger quarters.

Bhavik Thakkar: Okay. And also, I just have one more question. You mentioned that we have received few orders on the data center, as well as on the semiconductor side. Is it possible to update on the website also when we receive these orders?

Management: Actually, you're right. We should be and we will be now posting regular updates on the exchange, right? So yes, we'll be doing that. You're right.

Bhavik Thakkar: Okay, okay, sir. Thank you very much.

Management: Thank you.

Moderator: Thank you. The next question is from the line of Sampath Nayak from ABC Consulting. Please go ahead.

Sampath Nayak: Hello. Hello, hi, sir. This is Sampath.

Management: Hi.

Sampath Nayak: Congratulations on good set of numbers. I'm relatively new to the company. So if you can help me understand different product profiles we have and different industries we cater to.

Management: Okay, yes. I'm so sorry. I was a little away from the console. So if you could just repeat your question, please.

Sampath Nayak: Yes, sir. I'm relatively new to the company. So if you could help me understand different product profiles that we have and those products, which industries those products cater to.

Management: Okay. So let me first tell you the industry that we cater to. Predominantly, our forte has been healthcare industry within which pharmaceutical manufacturing has been the leading consumer for our products. Then the other healthcare sectors, like the biotechnology sector and the hospital sector and allied products. So healthcare is one major part. Then we are now pouring, as you might have heard, into semiconductor area, into electronics, into solar manufacturing.

And besides that, you would have also seen maybe in the lay press, it keeps coming, that a lot of food industries, many other products which are used on the body of human beings. Like I'll give you an example, diapers. They are now being made in cleanrooms, so regulatory body. So basically to consolidate and let's tell you that we are into pharmaceuticals, into related healthcare, electronics, data centers. And even lenses have started being manufactured in cleanrooms.

So what's happening in cleanrooms is really becoming a layman's cleanroom. Many of, very often earlier, people used to think cleanroom means cleanroom in the normal sense of the word. But cleanroom was a highly technical room. So this is the kind of industry that we are.

And as I think our chairman earlier mentioned to you, in terms of product categories, we are into the structural part of cleanrooms where we make the wall panels and the connecting profiles and the doors and the view panels and the risers and everything else. That is one part of it.

And then of course, we also make the equipment which are utilized in the cleanrooms, which is very important. And I will put you on to our sales head, Mr. Ahmar, who'll give you a little more about the other parts of the products that we sell. Over to you, Ahmar.

Ahmar Abrar: Hi, good afternoon. Apart from this Cleanrooms, we do the upstream work like HVAC, which includes all the ducting, insulation, chillers, etcetera, which is the very heart, very important part of any cleanroom. Without this upstream work, it is not a cleanroom. It is a very core component.

Sampath Nayak: Right, right. So, out of all these products that you just mentioned, what are the products that we manufacture?

Anup Munshi: We manufacture modular partitions. We manufacture cleanroom doors, return risers, terminal boxes. We do walkable fall ceilings. And we also have investment in Advantek where we manufacture air handling units. So, cleanroom, the hygienic air handling units. So, I'm sorry if you, you know, this is -- this question is honestly so, so, so often asked. It's -- if you go to the website, you'll find everything.

Sampath Nayak: Right, sir. So, also, my next question is on order pipeline that we have across different industries you just mentioned, right? So, if you can give me a number on the order pipeline.

Anup Munshi: It was also replied in the earlier question, the same thing.

Management: Yes, okay. Specifically, is there anything specific that you want to know? Because basically what I just -- we had said a little earlier. So, you're talking of the order book in terms of what we have right now?

Sampath Nayak: No, sir. Expected, I mean, order pipeline that we have.

Management: Oh, pipeline that we have, okay. To be very honest with you, we have a very robust pipeline which is in excess of about INR300 crores where we have all the sectors within that. The pharmaceuticals, the data centers, semiconductors, solar, and so on and so forth. So, we have a

very robust pipeline and a very, very, say, happy pipeline, if I may use that word. So, it's -- we are -- that's where we are.

- Sampath Nayak:** So, out of the INR300 crores, can you, you know, break up across different industries if that is possible?
- Anup Munshi:** Yes. So, pharma INR137 crores. And pharma, the INR137 crores is not yet fully tapping the turnkey path. This is just the modular partition path, okay?
- Sampath Nayak:** Okay.
- Anup Munshi:** All right. So, and we have data centers of INR15.5 crores, semiconductor INR118 crores, and solar INR80 crores.
- Sampath Nayak:** Okay, sir. Thank you so much and all the best.
- Anup Munshi:** Thank you so much.
- Moderator:** Thank you.
- Anup Munshi:** Ma'am, I just want to ask you something. I just want to ask you, our answers, is it audible to everyone?
- Moderator:** Yes, sir, it is.
- Anup Munshi:** Good. I -- because I'm a little surprised by the repetition of the same question.
- Moderator:** No, sir, it is audible to everyone.
- Anup Munshi:** Yes, okay. Good.
- Moderator:** Thank you. The next question is from the line of Hitesh Randawa from Quest Capital. Please go ahead.
- Hitesh Randawa:** Hi, gentlemen. I have joined the call midway, actually. So, in case you've already answered the question, please feel free to tell me that. You don't need to repeat the answer. I'll go through the con call later.
- Management:** Not at all. Not at all.
- Hitesh Randawa:** Yes. Yes, so, so basically, I am a shareholder, but it's a small tracking quantity that I own, and I've just recently started following your company, actually, and I haven't kind of done my work on the company as such till now. But the first question that came to my mind was that the kind of cleanroom technologies and the industries that we cater to, actually, so kind of, these are, say, kind of industries, so which would have, say, kind of had this cleanroom stuff, actually, for a

long, long time, pharmaceutical, healthcare, biotech, be that name. So, we should have a lot of competition in any case, right, in the, at present as well.

So, how do we go and get market share, market share? What gives us the right to win? Who are the other established players, actually? And as I said, it sounds like we should have decent competition and this industry should be well-established already.

Management:

So, yes. Good one. Look, competition, number one, is welcome. Number two, the market is growing and it is exploding. You need more and more competition. Number three, whenever you go into any sector, let's say, for example, pharma, our team basically can design any kind of pharma facility, any kind of biotech facility. It has access to the scientists offering technologies and that, our domain experience and our domain knowledge, having R&D guys, having pharma professionals in the team makes a big difference in the customer deciding between us and competition. That's number one.

Number two, all these cleanrooms that is happening now in semiconductors, when we started our careers, we have done the Class 100, Class 1, Class 10, you have alpha filters, you have very large scale integrated filters, you have teardrop lightings, you have floating floors or the anti-static panels. This is all we have done back then when we started our careers and it is all coming back now, albeit in a big way, right?

So, there are -- and plus, a very, very, very major differentiator is that we are not just contractors. We are designers ourselves of cleanrooms and pharma projects. We have manufacturing of critical components within the group and we have project management team stationed in Pan-India and internationally also. So, these are the major differentiators. If you see any other cleanroom company, they must be contractors. There are lots and lots of contractors, right?

So, but who has a manufacturing facility as state-of-the-art as we have? If there is anybody who is wanting to start modular partition manufacturing today, he will have a huge challenge of meeting those volumes. That is a differentiator that we possess. So, that is -- all these are holding us in good stead. Yes.

Hitesh Randawa:

Okay.

Management:

I hope I'm able to address it.

Hitesh Randawa:

Yes, yes. And second of all, who are our current competitors? So, second of all, because I'm just kind of, in parallel, I'm just reading some stuff as well. So, I read Trio India, Tata Projects, EPAC, Prefab, etcetera, Lennox Clean Air. So, if you could just give me some more competitors, please.

Aasif Khan:

One minute. Give me some names as well, please. Who are they? Who are those?

Hitesh Randawa:

No, I'm just, again, just searching some stuff as we speak. So, I'm just reading about something called as Trio India, Tata Projects, Lennox Clean Air, Aeromax Airborne.

Aasif Khan: Tata Projects is a client. Okay, Tata Projects, they take turnkey, the entire, let's say, Semicon projects and they will outsource Cleanrooms to us, you see? So, those are the kind of things. All right. Now, the big ones are, big ones have been acquired by Japanese. You have integrated Cleanrooms acquired by Takeshi or Takasago.

Then there is EcoMag acquired by Takasago. Then you have GMP acquired by Shinryo and Suvidha also acquired by Shinryo. So, there are, there are, there are lots. But we, God bless, we know our game and the manufacturing bit, project management bit and the internal design team that we have, I again repeat, that's a major differentiator of the domain experience, right? So, we are going good. We are going good. And we see the references that we are creating, the trajectory that we are on is pretty exciting and encouraging.

Hitesh Randawa: Right, Yes. And thanks for that. And could you throw some more light on, say, kind of, maybe, on the R&D and the innovation part of it, say, kind of, are these products that are manufactured, say, kind of, are these products commoditized in nature? Yes, but there is some kind of innovation and R&D also that comes into picture which might kind of give us an edge or something.

Aasif Khan: A mix of both. There are very beautiful low-RH applications. You are an air-conditioning engineer, by the way?

Hitesh Randawa: No, no, I'm not. I'm not.

Aasif Khan: So, which profession do you come from?

Hitesh Randawa: No, say, I'm an equity market analyst. I'm an individual investor.

Aasif Khan: So, I'll be, I'll simplify it for you. I'll simplify it for you. So, when you are talking about particulate air control, then you have your filtration systems, then you have your, you know, the air-balancing mechanisms, then you have your VAVs and CAVs, then you have your tri-rooms, then you have your dehumidification systems.

So, each and every component that goes has some novelty or the other. So, I would invite you to come to the facility and have a look, and you would get a better idea. And have a look at the project that we do. You'll have a better idea. I said you will not understand in a minute, I'm sorry, dude.

Hitesh Randawa: No, no, I get it. I get it. That's totally fine, Yes.

Aasif Khan: No, but I would encourage you to visit our facilities and visit the work that we do.

Hitesh Randawa: Right, Yes, sure. And if you've already answered this, then Yes, please feel free to kind of let me know that and I'll go back to the...

Aasif Khan: No, no, no, this was not asked. But this is something very different, which is unfortunately, it's inexplorable in a short call. So, you must...

- Hitesh Randawa:** That's all right, that's all right. So you said that Tata Projects are our clients. So kind of, are we working on the, they're working for Micron, right? So, kind of, for the Micron Semiconductor...
- Aasif Khan:** We are working with them for several projects. It's in the, Yes, initial stages, but we're working with them, Yes.
- Hitesh Randawa:** Okay. And, so, kind of, in the midway during the call, I did hear your guidance in order book, etcetera, actually, for FY26. But, so, kind of, otherwise, within next three years, so, kind of, what are we kind of visualizing? What can we grow into in next three years, order book size and the top line, et cetera? What are we visualizing, please?
- Aasif Khan:** Next two years, at least 40% growth, and beyond that, this is something, it will be something different. Too early to say. Okay.
- Hitesh Randawa:** Okay, and the margins, etcetera, we should be able to maintain, or it should increase or something?
- Aasif Khan:** We are taking a lot of actions for margin improvement. This question has been asked, so.
- Hitesh Randawa:** Okay. Sure, no worries, Yes. Thank you. Thanks a lot. That's it from my side.
- Moderator:** Thank you. The next question is from the line of Sahil Raj, from Samdareeya Capital Ventures. Please go ahead. Mr. Sahil, I would request you to unmute your line and speak, please. Due to no response from the current participant, we will move on to the next participant. The next question is a follow-up question from the line of Bhavika, from Niveshaay. Please go ahead.
- Bhavika:** Yes, thank you for the opportunity. So, just for understanding point of view, like, as you already mentioned that labor, the cleanroom industry is a labor intensive. Can you throw some light on raw material procurement? Like, do companies source it domestically or it's getting imported? Because currently a lot of geo-political tension is going on. So, if you could highlight, make me understand the industry better?
- Anup Munshi:** So, our raw material, entire raw material is indigenous procurement. Okay, sometimes we procure our capex machine from the overseas market. However, our raw material are Indian. We buy from the Indian vendors.
- Bhavika:** Okay. And is it like from a contract basis or just randomly from an unstructured market or from long-term contracts?
- Anup Munshi:** We have long-developed vendor relationships. Okay. Which are very long-standing relationships with the vendors. Like for steel and coil, we have national big, big names, which are our vendors. Okay. So, our raw materials are like chemicals, puff, rockwool. We have long-standing relationship with the vendors from where we buy our raw material.
- Bhavika:** And which raw material holds major portion of the cost of goods?

Anup Munshi: So, major raw materials are GPSC coil, rockwool and some isocyanate and polyol chemicals. And aluminum profile.

Bhavika: Okay. Okay. Okay. Thank you.

Moderator: Thank you. The next question is from the line of Meet from KPMG. Please go ahead.

Meet: Yes. So, just wanted to check that. So, we wanted to visit your plant, but I think it has been canceled. I think twice. So, if you could let us know when we can visit, so that, you know, it will be great. I think the updates that you've shared on the call, as well as your future outlook looks very promising. But of course, as investors, we would really love if you would allow us to visit your plant and see how lovely your plant function is?

Anup Munshi: Certainly. Certainly, we would want to get that, to make that happen. Because I believe, yes, there is a lot of investor interest. And to understand the product, to understand what we do, and to understand the differentiation that we bring in, it is imperative that the investors visit us, our plant, our facilities, interact with the clients also, yes.

Meet: Correct. Correct, sir. No, I'm getting it. Yes, sir. Yes, sir. That was from my end. So, we'll wait for your confirmation, Yes.

Anup Munshi: Yes, yes, yes. Please start taking it up. Thank you so much. Thank you. Thank you so much.

Moderator: Thank you. The next question is from the line of Advay, who is an individual investor. Please go ahead.

Advay: Hi, thank you for taking up my question. My question is, are we planning to increase our stake further in Kelvin from current 51%?

Aasif Khan: Yes, Ravi is smiling. Yes, we are on the way. We are on the way. We are on the way, you're right.

Advay: Can you suggest a timeline? Thank you so much.

Aasif Khan: That was a nice question. Thank you for making it easy for me. Ravi is here. So, yes, that's already in the pipeline.

Advay: Can you suggest the timeline as well? By then, we can...

Aasif Khan: No, you'll have to wait for that. A little bit more. A little bit more. But it's going to happen soon.

Advay: Okay. My next question is like, are there any acquisition plans in coming times other than Kelvin?

Anup Munshi: Yes. Yes, as we said, consolidation is one of the strategies along with market expansion and product expansion. And you will see, yes, a good bit happening there.

- Advay:** In which area?
- Anup Munshi:** Like in Kelvin Conductors or like in which business we can expect acquisition? In the industry, it could be a manufacturer of air handling unit. It could be an automation company. It could be other Cleanrooms, electrical and other Cleanrooms contracting companies, basically to get foothold in the regions that we, in the areas that we are wishing to expand, right?
- Advay:** Okay. Yes, Yes. Thank you. Thank you so much.
- Moderator:** Thank you. As there are no further questions from the participants, I would now like to hand the conference over to Mr. Aasif Khan for closing comments.
- Aasif Khan:** Yes. Thank you so much. Thank you so much, investors. It was a pleasure having you. We are learning a lot. Some of the questions which help us learn, they're really, we really appreciate. And sometimes some questions get repetitive. So you could see the monotony coming in our voice. I'm sorry for that. Now, we are building a strong, sustainable company with no shortcuts and no impulsive decisions. We understand as investors, you would want maximum return and minimum possible time.
- However, I have been saying this and I reiterate, our focus is on long-term value creation and not on short-term noise. The real momentum, while the two years are exciting and we will be, and we are in the process of building references, we are taking all the right calls. We are gradually upping our ticket sizes.
- The proof of concept of modular partition and the HVAC, we have already done with SoftTech. There are other companies. We have finalized Galentic Pharma. These are the names I'm allowed to give. And we will be taking a lead from the investor interaction and we'll be keeping the filings regularly so that there's a constant flow of information from us to the investors. We really appreciate the momentum that is building up and the interest that investors are taking in us.
- That said, despite me saying that the real momentum begins post-2027, and we had said last year, the next year we will be doing the data center references and Semicon references, but we are very happy to pre-poned that and we have achieved that nine months before time. Now, that said, we are actively working to accelerate the progress and let me assure you, we have been and we are prepared to take bold, thoughtful calls to achieve what we want to achieve sooner.
- We are creating a truly unique design build setup with in-house manufacturing of most of the critical components, which is for us a natural way to enhance value and control. Again, repeating consolidation, that is a position of companies in our space to help them, help the industry sustain, to provide an ecosystem for what is about to happen in India
- And Semicon in food, beverages, pharma biotech, of course, growing with a lot of industry wanting to be improving their productivity, reducing their rejections, getting certified by international agencies with PVC PET bottles being done in Cleanrooms with blood bags getting done in Cleanrooms, consumables, normal polyesters, diapers, bandages and crepes and masks

and electronics and EV batteries, every single thing that you come across, even likes of glass, for example, like Saint-Gobain. We're going to work for them.

We are working for Hamdard, for Ayurvedic medicines, for the contact lens manufacturers. So in competition, honestly speaking, it's welcome. We have a very, very large industry exploring a 25,000 to 30,000 crores of market opening up.

So as and when we see growth happening, we'll be taking all the measures to consolidate, to expand the market, to improve our product efficiencies and performances. There are new panels coming in. We are launching them, right?

And references for Semicons in data centers have begun. We are working with lots of Ponds and Emamis also. We are here to build value and at an appropriate time, that's a question also being asked.

And it is asked regularly in my investor interactions and I was expecting this answer. So we are here to build value in an appropriate time, strengthen our position also. So every single step that we take is aimed at reducing the risk and strengthening the foundation for long term. The recent dividend decision was also made after careful consideration for building a strong investor-friendly image. We are learning through you.

There are a lot of investor interactions which has given us a lot, lot, lot of insights in what we could do better. We are in a strong financial position and this dividend was only a simple gesture of appreciation to our shareholders. It was not a necessity.

We deeply value our investors who have stood by us thus far and who believe in the journey. There will be challenges, but we are prepared. Not everything is going to be hunky-dory, but we are prepared.

The direction is clear, the conviction is strong and we remain open to learning from each and every one of you. Sorry, repetitive questions. We make them a little monotonous, but intelligent questions, we really honestly take a lot of learning from them.

And financially, we are under-leveraged. We continue to enjoy the confidence of our banking partners. Even as listing entities, we are pleased that we are backed and strongly supported by a solid group of investors and we believe the real growth is yet to happen and those with patience will be very, very well rewarded. Thank you very much, gentlemen, for your continued trust. God bless you. Thank you, ma'am. Thank you so much.

Moderator:

Thank you. Over to Mr. Sahil, sir.

Sahil Patil:

Thank you, everyone, for joining the conference call of Fabtech Technologies Cleanrooms Limited. If you have any queries, please feel free to write to us at info@akmiladvisors.com. Once again, thank you all for joining the call.

Moderator:

Thank you. On behalf of AKMIL Strategic Advisors that concludes this conference, thank you for joining us and you may now disconnect your lines.