



# VISHNU PRAKASH R PUNGLIA LIMITED

ENGINEER, CONTRACTOR & DESIGNER

An ISO 9001: 2015 Certified Company

August 20, 2025

<b>To,</b> BSE Limited Phiroze Jeejeebhoy Towers, 21 <sup>st</sup> Floor, Dalal Street, Fort, Mumbai – 400 001  BSE Scrip Code: 543974	<b>To,</b> National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, Block G, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051  NSE Scrip Symbol: VPRPL
--	---

**Sub: Transcript of earnings conference call held on Thursday, 14<sup>th</sup> August 2025.**

**Ref: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”)**

**Dear Sir/Madam,**

Pursuant to clause 15 of Para A of Part A of Schedule III with Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, please find enclosed transcript of earnings conference call held on Thursday, 14<sup>th</sup> August 2025 at 2.00 PM (IST). It is also available on the website of the Company at [www.vprp.co.in](http://www.vprp.co.in).

You are requested to take the same on record.

Thanking you

**For VISHNU PRAKASH R PUNGLIA LIMITED**

NEHA MATNANI  
Company Secretary  
M. No. A-69247

**CIN: L45203MH2013PLC243252**

Corporate office: B-31/32, Second Floor, Industrial Estate, New Power House Road, Jodhpur-342003, Rajasthan  
Telephone: 0291-2434396, Email: [info@vprp.co.in](mailto:info@vprp.co.in), [accounts@vprp.co.in](mailto:accounts@vprp.co.in)  
Reg. Office – Unit No. 3, 5th Floor, B Wing, Trade Star Premises Co-Opeartive Society Limited, Village Kondivita,  
Mathuradas Vasanji Road, Near Chakala Metro Station, Andheri (East), Mumbai 400059 Maharashtra

**Vishnu Prakash R Punglia Limited**  
**Q1 FY'26 Earnings Conference Call**  
**August 14, 2025**

---

**Moderator:** Ladies and gentlemen, good day and welcome to Vishnu Prakash R Punglia Limited Q1 FY'26 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 “\*” then “0” on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Ms. Nupur Jainkunia from Valorem Advisors. Thank you and over to you ma'am.

**Nupur Jainkunia:** Thank you. Good afternoon everyone and a very warm welcome to you all. My name is Nupur Jainkunia from Valorem Advisors. We represent the investor relations of Vishnu Prakash R Punglia Limited or VPRPL. On behalf of the company, I would like to thank you all for participating in the company's earnings call for the first quarter of the financial year 2026.

Before we begin, let me mention a short cautionary statement. Some of the statements made in today's earnings call may be forward-looking in nature. Such forward-looking statements are subject to risk and uncertainties which could cause actual results to differ from those anticipated. Such statements are based on management's belief as well as assumptions made by and information currently available to management. Audiences are cautioned not to place any undue reliance on these forward-looking statements in making any investment decision. The purpose of today's earnings call is purely to educate and bring awareness about the company's fundamental business and financial quarter under review.

Now, let me introduce you to the Management participating with us in today's earnings call and hand it over to them for their opening remarks. We have with us Mr. Manohar Lal Punglia – Managing Director, Mr. Jayant Punglia – Project Coordinator and Mr. Sarfaraz Ahmed – Chief Financial Officer.

Without any further delay, I request Mr. Manohar Lal Punglia to open with his opening remarks. Thank you and over to you sir.

**Manohar Lal Punglia:** Thank you ma'am. Namaskar. A very warm greetings to all the participants who are present here today. I welcome you all to today's earnings call. Just for your understanding I want to

start with a very brief introduction of the company. VPRPL was formed in the year 1986. We are an infrastructure-sector development company.

We work in twelve states and one union territory of India. We provide various services to central government, state governments, local governments, private sector companies, international banks, and private sectors. We have experience of running various projects in EPS and EPC mode. The company benefits from the active contribution of 13 members of the promoter and promoter group across different age groups, along with more than 115 experienced engineers, managers, and finance professionals. Through their dedication, commitment, and hard work, the company is continuously progressing towards growth

As you all are aware since the last 21-22 months, the infrastructure sector has been under a lot of pressure. And our company is also facing a lot of difficulties. Payments are getting delayed. This has increased the company's working capital and it has also impacted the company's turnover and margins. Due to the delay in the payment of the work done, the company has recorded a 16% decline in financial year 2025 compared to the financial year 2024. But as we know, the total earnings of the first quarter of this financial is more than 8% of the first quarter of last year and it stood at Rs. 276.41 crores. The Jal Jeevan Mission program has been extended by the Central Government until 2028 with provisions made in the Union Budget. This increases the likelihood of payments being released for the works executed by the company. As a result, there are strong possibilities of the company's turnover witnessing the desired growth in the coming period

The company has successfully received a new order of Rs 1,851 crore in the period of 2024-2025. Out of which Rs 1134crore is related to rail projects. While the remaining order is related to water supply, civil works, etc. So, it can do strong business growth and continuous market growth.

Currently, the company has about Rs 5147 crore of order book which has to be completed within the next three years. The main project is the water supply project, which has received about 77% of the company's revenue in previous year **and** around 76% during the current TMI period. Key works in this segment include construction of water storage tanks, reservoirs, water treatment plants, overhead tanks, pump houses, pipelines, pumping machinery, treatment plants, and other civil works.

VPRPL also recognizes significant opportunities in Indian Railways during FY2025-26, driven by the expansion of core infrastructure. With a capital allocation of ₹2.52 lakh crore for the fiscal year, the government is focusing on projects such as expansion, electrification, redevelopment, and safety enhancement. These initiatives are expected to create substantial opportunities in civil and core infrastructure projects.

By leveraging its expertise in civil and core infrastructure projects, VPRPL is strategically positioned to capitalize on the opportunities arising from the national objectives of large-scale modernization and expansion of the railway network. In this regard, our steel structure and grader plant are operating at full capacity. With these three manufacturing facilities, we are able to reduce project costs without compromising on quality. The railway sector contributed around 12% to the company's revenue in the previous financial year, and during the current PMI period, its contribution has increased to about 18%. Major works in this sector include railway track laying, construction of railway stations and related buildings, platforms, and associated infrastructure. The road sector accounted for nearly 6% of the company's revenue in the last financial year, and during the current TMI period, it has also contributed around 6%. This includes the construction and development of roads, highways, bridges, and flyovers. The company is in a favorable position with promising opportunities to participate in new tenders, which may lead to the award of fresh work orders in the coming months. This outlook is expected to provide VPRPL with new opportunities for sustained growth.

Our company is committed to completing the projects awarded by various agencies on time and with full quality, making optimal use of all our human and machinery resources. I am fully confident that, with our long experience and strong resource base, we will achieve our objectives. We will certainly fulfill them and live up to the expectations placed upon the company..

Thank you very much for your trust in the company. I now hand over the conference to Mr. Sarfaraz Ahmed, Chief Financial Officer to discuss the financial performance of the company.

**Sarfaraz Ahmed:**

Thank you sir. Good afternoon everyone. The operating revenue for the quarter stood at Rs. 276 crores, which has increased by around 8% year-on-year basis. The EBITDA stood at around Rs. 32 crores, which has increased by around 5% year-on-year, with EBITDA margin reported at 11.54%. Net profit for the quarter stood at around Rs. 7 crores, which has declined by 53% year-on-year basis. PAT margin for the quarter stood at 2.57%. From an execution perspective, billing during the quarter was supported by a steady progress across ongoing projects, particularly in the water supply and railway segment, which together contributed to the majority of revenues. While overall profitability was impacted by higher finance costs and slower pace of receivers' recovery, but disciplined control and efficient project execution helped to maintain our EBITDA margins within the industry average range.

Now, I will request Mr. Jayant Punglia to provide operational highlights for the quarter under review.

**Jayant Punglia:**

Thank you sir. Good afternoon everyone. In terms of the project execution, we achieved an on-time delivery rate exceeding 90% despite industry-wide challenges supported by efficient deployment of manpower, machinery, and materials. Our footprint continues to expand across multiple states with targeted entry into high-growth regions, reinforcing our strategic intent to

diversify geographically. On the business development side, our bidding pipeline currently stands at over Rs. 3,000 crores with tenders submitted across roads, bridges, urban infrastructure, and renewable-linked construction projects. Our internal focus remains on operational efficiency, backward integration, and disciplined cost control. Investments in in-house manufacturing, test facilities, and maintenance infrastructure are expected to further strengthen delivery capacity and margin stability.

Looking forward with a healthy order book, a strategic bidding pipeline, and sector tailwinds from the sustained infrastructure spending, we remain confident of sustaining growth, improving execution momentum, and delivering long-term value to all stakeholders. With this, we can now open the floor for question and answer session.

**Moderator:** Thank you very much. We will now begin the question and answer. The first question is from the line of Ayush Sobo from Choice Institutional Equities. Please proceed.

**Ayush Sobo:** Could you please highlight what are the new geographies that we are targeting? In the railway segment what kind of order and flow can we expect going forward? What is our expansion strategy going forward for the next two years?

**Jayant Punglia:** We will maintain our historical order growth in the railway sector.

**Ayush Sobo:** Okay. Any particular opportunity that we are seeing in the railway sector that you could highlight so that we have more clarity regarding the growth?

**Jayant Punglia:** In the railway sector, phase 2 and phase 3 segments from the Indian government are about to be floated in the coming time. Based on that, we will target those segments, these are in the Amrut segment.

**Ayush Sobo:** Okay. When would we expect a bulk of the order and flow to come from the railway sector?

**Jayant Punglia:** We cannot comment on that. It depends on the mentality of the railway department. It is a time-taking process.

**Ayush Sobo:** Yes, I understand. Also, the interest cost has come down substantially compared to Q4 FY'25. What would be the reason for the decline in interest cost and what is the guidance that you would give for the full year regarding the interest cost?

**Jayant Punglia:** Please repeat your question.

**Ayush Sobo:** Our interest cost for Q1 FY'26 has come down considerably compared to Q4 FY'25. What is the reason for the decline in interest cost and what is the guidance that you would give for the full year FY'26?

**Sarfaraz Ahmed:** It will decrease by the time and extend normally because in the last quarter and in the March quarter, our funds have been increased by the supporters also. We have increased our debt limits and credit limits also. By the time, it will extend to the normal level.

**Ayush Sobo:** Okay. I understand. Also, for the money that you start in our water infrastructure projects, water sanitation projects. In the last quarter, you said that you will receive the money by Q2 and Q3. Can you update on that? What is the status regarding that?

**Sarfaraz Ahmed:** Yes, we have received money from the water infrastructure projects especially from MP and UP. Major amount has been released by the government. In fact, the Rajasthan government has also released substantial amount and we are expecting that in the end of September quarter, we will get the major amount from the department.

**Jayant Punglia:** The central government share is about to release soon and as soon as that arrives, the entire liquidity is going to release in the coming time.

**Ayush Sobo:** Okay. That is great to know. That is very encouraging.

**Jayant Punglia:** So, by September, we would anticipate it. So, by September, in that quarter, we expect to receive also.

**Sarfaraz Ahmed:** Yes, we hope so.

**Ayush Sobo:** Okay. Thank you.

**Sarfaraz Ahmed:** Thank you.

**Moderator:** Thank you. The next question is from the line of Lokesh from SMIFS Institutional Equities. Please proceed.

**Lokesh:** Yes. Hi, sir. Good afternoon. Couple of questions from my side. So, first one, basically when you are saying that the inflows would be at the historical level. So, it is safe to assume that inflows,

**Moderator:** Ladies and gentlemen, the management's line has been dropped. Please stay connected. Ladies and gentlemen, the management's line has been connected. You may proceed, sir. Lokesh sir, you may proceed.

**Lokesh:** Yes. Hi. Sir, couple of questions from my side. So, first one is basically on the inflows. When you are saying that it will be at the historical range. So, what we should consider? It should cross around Rs. 2200 crores or more than Rs. 2000 crores. So, what is the safe number to assume for FY'26?

**Jayant Punglia:** Sir, your voice is a bit low. Can you please repeat?

**Lokesh:** Sir, am I audible now?

**Jayant Punglia:** Can you be a bit louder, please?

**Lokesh:** Hello. Am I audible now?

**Jayant Punglia:** Yes.

**Lokesh:** Yes. So, sir, basically first question is on the inflows front. So, when you are saying that the inflows would be at the historical level. So, in FY'25, we have got around Rs. 1850 crores of order inflows. So, is it safe to assume that it will be more than Rs. 2000 crores for FY'26? And what is the traction you are seeing on the ground level? On both railways and on the water segment

**Sarfaraz Ahmed:** Historical success ratio is, Lokesh sir. Our historical success ratio is between 16% to 18% every year.

**Lokesh:** Okay.

**Sarfaraz Ahmed:** And the more we bid, the more we get the opportunity. But, we are somewhat diversified from segment to segment. Apart from water supply, we are going for railway projects also. And trying to get the projects. We are expecting we will maintain the same success ratio in the coming years also.

**Lokesh:** Success ratio is true. But in terms of numerical guidance for the order inflows, because success ratio is a percentage of order pipeline, correct, on what you bid. So, what is the bidding pipeline? You said it is around Rs. 3000 crores.

**Sarfaraz Ahmed:** Yes, sir. Our current bidding pipeline is Rs. 3000 crores and the team is working on the same. When railway projects are floated, we will bid more. This is the current pipeline. But we are bidding more or less Rs. 10,000 to Rs. 12,000 crores a year.

**Lokesh:** Okay.

**Sarfaraz Ahmed:** Yes, sir.

**Lokesh:** So, do you think that the Rs. 10,000 crores to 12,000 crores of order pipeline or bidding would be there for this year as well? So that our order...

**Sarfaraz Ahmed:** And there are new announcements from the government side. And we are getting the projects also. In the railway segment, in the water segment and in fact in the road segment also.

**Lokesh:** Okay. And secondly, sir, what is our receivable status as of now? It was closer to around Rs. 735 crores at the FY'25 end. So, what is the receivable status at the quarter 1 end?

**Sarfaraz Ahmed:** Current receivables are marginal decline from what they were in March'25. Last March'25 was Rs. 735 crores. And currently it is around Rs. 700 or Rs. crores.

**Lokesh:** Okay. But you said that the payments have been eased from MP and also from the Rajasthan and UP government. So, how much money basically we have got during the quarter?

**Sarfaraz Ahmed:** Yes, we have got from MP around Rs. 150 crores.

**Lokesh:** Okay.

**Sarfaraz Ahmed:** From UP also. We have got around total Rs. 400 plus crores in the last quarter.

**Jayant Punglia:** So, basically only part payment from the state share was released from these particular states. And this is like, you know, being continuous and the states are releasing funds on part-by-part basis. And we are expecting in a very short time the centre is about to release its funds. So, that will clear our entire liability.

**Lokesh:** Okay. So, when do you think that the payment will get smoothened by? Is it quarter 3 or it will take more time?

**Sarfaraz Ahmed:** We are anticipating that after quarter 3 things get normalized and cycle will also be on normal level. Because majorly like MP and UP government state funds have been released now and waiting for the central funds also and they are going to be released soon.

**Lokesh:** Okay. But sir, when you are saying that you have issued around Rs. 400 crores in quarter and receivables but has not, you know, declined to that extent. So, what is the mismatch over there?

**Sarfaraz Ahmed:** Sir, because we have not slowed down our work. We are regularly working on the same page and we maintain the momentum of work on every site. Right, sir. Therefore, we have got certified the work and the receivables are at normal level. And it is the accumulation of last 21, 22 months. It is not going to reduce in one month, two months or one quarter. We are expecting that it may take six to eight months now to get into the normal level.

**Lokesh:** Okay. And sir, what is the reason for decline in moderation and margins? Because it has declined to around, you know, moderated to around 11%, 11.5% for the quarter. So, what was the reason and where do we see for the whole year, for FY'26?



**Sarfaraz Ahmed:** Major reason is behind there are slow receivables and we have continued our work from taking borrowings. We have increased some borrowings also. Therefore, there is extra interest cost burden.

**Lokesh:** But EBITDA would not be inclusive of the interest cost, no?

**Sarfaraz Ahmed:** EBITDA levels are marginally declined. Our historical level is a pluralistic system. Because we have started new sites, employee costs have increased somehow.

**Lokesh:** But do you think that it will normalize to our historical level of 13%, 13.5%? Or it will remain at around 11%?

**Sarfaraz Ahmed:** We are expecting that things will get normalized. Yes, sir.

**Lokesh:** So, it is safe to assume to around 13-13.5%, correct?

**Sarfaraz Ahmed:** Hmm.

**Lokesh:** And for the growth, sir, for full year FY'26, where do you see it will, because you are saying that pressure, though we have released, but receivables are still there. So, do you think that the pick-up and execution will be there? And what is the growth you are seeing for FY'26?

**Sarfaraz Ahmed:** Sir, as I said that we have not stopped any work and the momentum is same. If the government releases funds on time and as we are expecting in the next quarter or in the fourth quarter, then we are expecting that our growth will be minimum 20%, to 25%.

**Lokesh:** For the full year, you are saying?

**Sarfaraz Ahmed:** Yes, sir.

**Lokesh:** Okay. 20%, 25% growth on the top line and 13%, 13.5% on EBITDA level. And, sir, debt has increased in the recent times and has basically stood at closer to around Rs. 700 crores at FY'25. Where does it stand right now?

**Sarfaraz Ahmed:** Sir, I explained you. The debt was increased, but now we have promoters fund in the company. We have decreased our trade lines. Earlier, it was around Rs. 350 crores in March. This is now around Rs. 300 crores. But promoters have infused funds in the company through unsecured loans. Therefore, it is showing at the same level.

**Lokesh:** So, how much is the promoter's loan?

**Sarfaraz Ahmed:** Promoter's loan is around RS. 110 crores.

**Lokesh:** 110 crores?

**Sarfaraz Ahmed:** Yes, sir.

**Lokesh:** So, just to get clarified, you had around Rs. 700 crores of debt at FY'25 end. At that time, is there a promoter's loan?

**Sarfaraz Ahmed:** At FY'25, there is a promoter's loan of Rs. 59 crores.

**Lokesh:** Okay. And now it has increased to around Rs. 110 crores. So, the overall debt would still be closer to Rs. 700 crores roughly?

**Sarfaraz Ahmed:** Yes, sir. Correct.

**Lokesh:** Okay. And the promoter's loan is interest-free?

**Sarfaraz Ahmed:** Yes, interest-free.

**Lokesh:** Okay. Fine. That is it from my side. Thank you, sir.

**Moderator:** Thank you. The next question is from the line of Sahil Patani from Stokes Capital. Please proceed.

**Sahil Patani:** Hi. A couple of questions. I want to understand what our strategy is, let us say on a broad level, over the next two years to reduce the debt levels?

**Sarfaraz Ahmed:** Sir, we have already started to reduce the debt. But it is in the reasonable ratio already, less than 1, it is around 0.9 times. Right, sir. And whenever we require funds, we will take, but not at an aggressive level. We will maintain this level.

**Sahil Patani:** Okay. And since you said that you started getting the funds, let us say the funds have started and it will normalize over the next six or eight months. So, that normalization, do you think it is lumpy in the sense that it will be for a certain period of time? Or do you think it will actually normalize for a good amount of time going into FY'27 as well? Just trying to understand because we suffered as a business, we suffered in the last financial year. Just trying to understand if it will continue or the release of funds comes in and then stops and it is lumpy in nature.

**Sarfaraz Ahmed:** Yes, sir. It will get normalized, but it will take some time. As we are expecting that more than 50%, 60% will be released as a stuck payment from the department till March.

**Sahil Patani:** Okay. And in terms of our water EPC order pipeline, I see some of our public competitors, they have announced a bunch of orders in this quarter. Whether it is EIEL or EMS, a lot of orders.

So, I am just trying to understand, we have not announced any order in this quarter. So, what is the order pipeline looking like? Is it like we are now aggressively diversifying into other sectors like railways, roads and lesser water EPC? Or there is nothing like that? It is just that we have not been able to capture any orders in this quarter.

**Jayant Punglia:** No. So, basically our key sector as and always will be the water sector only. And we have also, we are not aggressively bidding. We have kindly slowed down as we have already sufficient orders in our hands. And as I said earlier that we have already Rs. 3,000 crores of orders in our pipeline.

**Sarfaraz Ahmed:** So, we are expecting new orders to get shown up.

**Sahil Patani:** Okay. And just one last question I missed, the previous participant also asked. So, our top line growth for the full year is expected to be 20%, 25% and what are we expecting our EBITDA to be in terms of growth?

**Sarfaraz Ahmed:** In terms of growth, I think it will maintain at the same level as historically it was maintained.

**Sahil Patani:** So, that is about 15%?

**Sarfaraz Ahmed:** Not, 15%. Last year it was 12.5%, 12.6% or 13%. In between, this range it will maintain.

**Sahil Patani:** Okay.

**Sarfaraz Ahmed:** Yes.

**Sahil Patani:** Okay. That is it from me. Thank you.

**Sarfaraz Ahmed:** Thank you, sir.

**Moderator:** Thank you. The next question is from the line of Rudraksh from MB Investment. Please proceed.

**Rudraksh:** Hello.

**Sarfaraz Ahmed:** Hello.

**Rudraksh:** Yes, I wanted to just ask a question in terms of your split of receivables in terms of railways, road and water. Can you give us a split? Is the problem also in railways and road or the problem exists only in water?

**Sarfaraz Ahmed:** Sir, as of now, I do not have a split but you can get it from our IR. Right, sir. But I have total

**Rudraksh:** Can you tell us if there is a problem of payment in railways and road or largely in water?

**Sarfaraz Ahmed:** No, sir. There is no problem in railways and road. Largely in water supply projects, payment is restricted. Rest, there is a normal cycle still.

**Rudraksh:** And according to you, this payment should be largely from national and Rajasthan by September.

**Sarfaraz Ahmed:** Absolutely, sir. We are expecting because Rajasthan government has recently come up with two budgets but not of that amount. But it is okay. At a normal level, the government is announcing the budgets day by day. So, we are expecting that from September onwards, this position will go on declining. And our realization will be complete at a high level.

**Rudraksh:** Thank you so much. My last question is that your bidding pipeline is looking strong and your conversion is also looking strong.

**Sarfaraz Ahmed:** Yes, sir. I already have visibility of two, three years. Maintaining that, we are bidding looking for the higher margin projects. And if there are opportunities around existing projects, then it already impacts in costing and gives good profitability. So, we are bidding on the basis of selection.

**Rudraksh:** So, in conversion, you are not seeing much issues in terms of, earlier conversion rate should be the same.

**Sarfaraz Ahmed:** Yes, sir.

**Rudraksh:** Okay. Thank you so much. I appreciate that.

**Sarfaraz Ahmed:** Thank you, sir.

**Moderator:** Thank you. The next question is from the line of Rajesh Bhandari from Nakoda Engineers. Please proceed.

**Rajesh Bhandari:** Namaskar, sir.

**Manohar Lal Punglia:** Namaskar.

**Rajesh Bhandari:** Sir, this time, in fact, our revenue has been quite down. What is the main reason for the down in revenue, sir? Rs. 276 crores.

**Manohar Lal Punglia:** Sir, in last year or this quarter?

**Rajesh Bhandari:** In Q1, sir.

**Manohar Lal Punglia:** Our revenue increased in Q1, sir.

**Rajesh Bhandari:** No, no. It increased from last year's Q1. But if we think in terms of Rs. 276 crores, sir, we have an order of Rs. 5146 crores.

**Manohar Lal Punglia:** Yes.

**Rajesh Bhandari:** So, till when will we complete, sir?

**Manohar Lal Punglia:** Sir, our first quarter is generally weak. There is less work in it. Our second and third quarter and the fourth quarter, these three are good. Now, the flow of funds has increased a little. So, now the speed of our work has increased and we will also get good results in the forthcoming quarters.

**Rajesh Bhandari:** So, now that it remains Rs. 276 crores, can we expect that in the second, third and fourth quarter, it will go above Rs. 400 crores, Rs. 400 crores?

**Manohar Lal Punglia:** Sir, it will be good.

**Rajesh Bhandari:** No, no, sir. I have been hearing good from the last three quarters. But it is not getting good.

**Manohar Lal Punglia:** Sir that is why I said that there were problems of payments. Now, there has been a lot of solution of payments. I mean, it has come in this quarter as well. In the forthcoming quarter also, there is some payment coming. We will be getting part payments. Now, we will get the effect of this.

**Rajesh Bhandari:** So, how much is our total outstanding, sir? Approximately.

**Manohar Lal Punglia:** Sir it is around Rs. 700 crores.

**Rajesh Bhandari:** Sir. Now, 700 crores? Sir, your receivable in the last quarter was Rs. 700 crores. Now, you got Rs. 400 crores. Is the work in progress pending again and it has become Rs. 700 crore? I am understanding sir. So, now tell me one thing. If our outstanding remains like this of Rs. 700 crores, sir, then the finance cost will increase a lot. It will happen.

**Sarfaraz Ahmed:** Namaste, sir.

**Rajesh Bhandari:** Yes, sir. How can the finance cost be reduced, sir?

**Sarfaraz Ahmed:** Sir, let me explain. Sir, in RS. 700 crores, if I tell you split, then there is a retention part of Rs. 260 crores.

**Rajesh Bhandari:** Okay.

**Sarfaraz Ahmed:** So, what is it now is that the department does not have funds. If I can release the retention part from the bank guarantee

**Rajesh Bhandari:** Yes.

**Sarfaraz Ahmed:** By the time the fund comes, my previous receivables will start getting received. So, by giving the bank guarantee, I can also reduce my retention.

**Rajesh Bhandari:** Yes. Do you have the scope of the bank guarantee?

**Sarfaraz Ahmed:** Yes, sir. I have the available limits.

**Rajesh Bhandari:** You have the limits. So, you will be able to release from that.

**Sarfaraz Ahmed:** Yes, sir. There is a bank guarantee. In addition to that, a shorty bond concept has also come. The department has also started accepting it. But the problem is of funds, if the fund is available, then we can do both the things.

**Rajesh Bhandari:** Yes. And in this water supply, sir, we are mainly into water supply. Don't we want to go into ETP, STP, sir? In effluent treatment, etcetera. In sewage treatment?

**Sarfaraz Ahmed:** We have done a project on effluent treatment plant, but right now our focus is more on this, sir, EPC and the pilot project that is coming. In addition to this, we are also doing sewage.

**Rajesh Bhandari:** Sewage. Yes. So, sewage is STP, sir.

**Sarfaraz Ahmed:** Yes, it is STP.

**Rajesh Bhandari:** So, these ETP, STP have better margins than water supply?

**Sarfaraz Ahmed:** Sir, we are also doing it in ETP, sir. Research and our studies are also going on in it. Like, we have also done a lot of expansion in sewage. And similarly, if we find a project like this in ETP, then we will also try in it.

**Rajesh Bhandari:** And as a matter of fact, sir, the industries that are in ETP and STP, sir, our scope opens up in all those industries.

**Sarfaraz Ahmed:** Yes, definitely, sir. Recently, we also got the work of STP in Jaipur. We started it. We are also trying in the same way in ETP, sir.

**Rajesh Bhandari:** No, the STP that we have got, sir, have we got it from the municipal or have we got it from any industry?

**Sarfaraz Ahmed:** Municipal.

**Rajesh Bhandari:** Yes. What I wanted to say is that, sir, in the municipal, the margins are normally less. The industry gives better margins in STP and ETP. And there are big jobs, sir, in the industries. For example, like steel plants, fertilizer plants. There are big jobs in these industries, sir, STP, ETP, etcetera. So, I just have one request.

**Sarfaraz Ahmed:** Yes.

**Rajesh Bhandari:** You should put someone in this to study it.

**Sarfaraz Ahmed:** Definitely, sir.

**Moderator:** Thank you. The next question is from the line of Prateek Bhandari from AART Ventures. Please proceed.

**Prateek Bhandari:** Hi, sir. Thank you for the opportunity. I wanted to understand the break-up of this bid pipeline which you have stated for Rs. 3000 crores. What is its break-up? From this bid pipeline, sir. Is it majorly from the railways or water?

**Sarfaraz Ahmed:** Sir, the bidding pipeline is mixed. It is from the railways, water supply and other segments as well. Exactly, I do not have its bifurcation right now. If you want, we can share it through IR.

**Prateek Bhandari:** Okay.

**Sarfaraz Ahmed:** Sir, I will tell you the last year of the railways as well. There were total orders of Rs. 1850 crores in the end. Out of that, around Rs. 1150 crores were from the railways. As and when we get the opportunity, it is a mixed combination.

**Prateek Bhandari:** Okay. But you mentioned that for the full year, you will be bidding for around Rs. 10,000 to Rs.12, 000 crores of orders, full year?

**Sarfaraz Ahmed:** Yes, sir.

**Prateek Bhandari:** Okay and can you give the number for the order inflow for this particular quarter? Did we have any order inflow in this quarter?

**Sarfaraz Ahmed:** Sir, inflow was in the last quarter. We got an order of Rs. 78 crores from the railways. It was a JDA order. Apart from this, we have also bided. I have already maintained my historical success ratio.

**Prateek Bhandari:** Sir, actually I lost it in between. Did we have any order inflow in this quarter?

**Sarfaraz Ahmed:** Hello, your voice is breaking, sir.

**Prateek Bhandari:** Did we have any order inflow in this particular quarter?

**Sarfaraz Ahmed:** Are you talking about the particular last quarter?

**Prateek Bhandari:** Yes, in the first quarter.

**Sarfaraz Ahmed:** We got an order of Rs. 78 crores.

**Prateek Bhandari:** Only 78 crores?

**Sarfaraz Ahmed:** Yes, sir. It is still under evaluation. The announcement is yet to be made.

**Prateek Bhandari:** Okay.

**Sarfaraz Ahmed:** It is of around Rs. 3,000 crores.

**Prateek Bhandari:** When will the results come? The bid pipeline of 3,000 crores.

**Sarfaraz Ahmed:** Some will come in this month and some in the next month, sir.

**Prateek Bhandari:** Okay. Alright, thank you.

**Sarfaraz Ahmed:** Thank you, sir.

**Moderator:** Thank you. The next question is from the line of Amit Agicha from HG Hawa. Please proceed.

**Amit Agicha:** Good afternoon, sir. Am I audible?

**Sarfaraz Ahmed:** Good afternoon, sir.

**Amit Agicha:** Thank you for the opportunity, sir. Sir, my question was, your gross block is around Rs. 250 crores. What is the capacity utilization of your fleet?

**Sarfaraz Ahmed:** Sir, the gross block is Rs. 250 crores and their WDV is Rs. 180 crores. And there is full utilization, sir.

**Amit Agicha:** Full utilization?

**Sarfaraz Ahmed:** Yes, sir. It is fully utilized. In fact, we purchased something in the last quarter.

**Amit Agicha:** Sir.



**Sarfaraz Ahmed:** Hello.

**Amit Agicha:** Yes, sir. How much is it?

**Sarfaraz Ahmed:** Yes, sir. It is fully utilized.

**Amit Agicha:** Okay.

**Sarfaraz Ahmed:** Your voice is breaking sir. Sorry, sir. Hello.

**Moderator:** Mr. Amit?

**Amit Agicha:** Am I audible now?

**Moderator:** Yes, sir.

**Amit Agicha:** Sir, my question was, what is your five year vision in terms of revenue scale, margin improvement, ROE? Because what is seems is like that you are mostly Rajasthan concentrated. Can you think about migrating to other geographies?

**Sarfaraz Ahmed:** Sir, already we are moving to other geographies. Earlier, my concentration in Rajasthan was 65%. Now, in today's date, my concentration is only 47%. We have expanded to other states. And apart from this, we are also looking at other opportunities like Andhra Pradesh and on this side, where the government has announced a project.

**Amit Agicha:** Yes, sir. Sir, can you tell us your five-year vision? Where are you looking at your revenue?

**Sarfaraz Ahmed:** Sir, my vision in five years is that we should become a leading company especially in water supply and railways.

**Amit Agicha:** Sir, who are your main competitors in water supply?

**Manohar Lal Punglia:** Sir, it is like different sector wise. There are big players like Megha Engineering, NCC, L&T, NC Infra, GA Infra. There are different companies in different areas.

**Amit Agicha:** Okay, sir. Thank you, sir. All the best for the future.

**Moderator:** Thank you. The next question is from the line of Heet Modi from RV Investments. Please proceed.

**Heet Modi:** Sir, my question is that the company has been retaining profits since 2018. Even after that, it is not giving any dividend. And even after that, there is no growth in CAPEX and growth. What is the reason for that sir?

**Sarfaraz Ahmed:** Hello.

**Sarfaraz Ahmed:** Hello. Sir, it has been two years since it was listed in 2018. Earlier, all the holdings were with the promoters. Right, sir? And even after being listed, there was an issue of funds from the government side. Right, sir. So, going forward, if there is a problem, the management will decide for dividend. And about CAPEX, it is happening on a regular basis in sir. Where there is a requirement, where the management feels that we should take it, we should do CAPEX, we are doing it there.

**Heet Modi:** Sir, the money that is coming from the government is coming very slowly. And you are borrowing so much and your finance cost is increasing. So, have you thought about this more? Because looking at your results, your finance cost is affecting your profitability.

**Sarfaraz Ahmed:** Yes. Now, as I told you, sir, what we have maintained through borrowings and through promoter's funding. Promoters have also infused their personal funds. So, it has been maintained and now it is maintained at the existing levels. And going forward, what we are planning or what we are seeing is that the department fund will also be released. We are also taking follow-up from the department. So, it is expected that as it was released a lot in the last quarter, so we hope that it will be released a lot from September onwards too. So, things will get normalized.

**Heet Modi:** And sir, you are relying more on the government's tender. I mean, why do not you go to the private company's tender?

**Sarfaraz Ahmed:** Sir, now we have been working for forty years on the central government, state government and PSUs. Like recently we have done the PSU NTPC project of Rs. 247 crores for civil, which we have taken through BHEL in Chhattisgarh. So, we are doing it, but the focus is more on PSUs.

**Heet Modi:** But because of the government's tender, it is affecting your profitability. You are getting money late. You are not getting money on time.

**Sarfaraz Ahmed:** I am saying the same, sir. We have been in this industry for forty years. So, every five years there is a cycle in which it takes five to ten months. There is a little delay. But it is a little exceptional that this time it took a little more time. Otherwise, the government's fund never goes down. There are no bad debts. There is always a fund.

**Heet Modi:** Sir, you have told us about three projects. Road, railway and water. 70% of your revenue comes from water, from the water supply project. And very little from the road. Why is that, sir?

**Sarfaraz Ahmed:** Sir, we had put the road project in 2019. And put it on EPC road, the EPC project on the road. That also comes on a selective basis. Now, in road most of the projects are more like of HAM

and BOT. So, now we are focusing on EPC. And along with that, the company is more focused on railways after water.

**Heet Modi:** But if a good competitor comes in water, then your share will go. If the government gets a good tender.

**Sarfaraz Ahmed:** Sir, competitors come and go every day. Competitors come daily. But what we have to do, we have to maintain the quality of work and we are doing that.

**Heet Modi:** You are saying that I have to grow, expand. But you are actually not able to do it. You are relying on one place only like you are in Rajasthan.

**Sarfaraz Ahmed:** I am telling you, we are also doing diversification in twelve states apart from Rajasthan. And apart from that, we are also working there. We are also doing water supply work there. We are doing railways and roads.

**Heet Modi:** I agree.

**Jayant Punglia:** Excuse me. Hello, sir. Sir, we have fourteen clients in today's date, which are of state governments. And even in that, there are several different departments. Like PHED, and somewhere it is urban department. And a lot of projects are of central government. They are central funded. We are not relying on any particular government or particular state government.

**Heet Modi:** But your revenue is coming from there only. You are seeing the results yourself.

**Jayant Punglia:** It is coming from different governments, sir.

**Heet Modi:** Thank you, sir.

**Sarfaraz Ahmed:** That is a temporary phase, sir. We have been seeing it for the last twenty, 21 months. It is a temporary phase.

**Moderator:** Thank you. The next question is from the line of Rajesh Bhandari from Nakoda Engineers. Please proceed.

**Rajesh Bhandari:** Sir, thank you for giving me the chance again. I wanted to know, sir. What will be the expected turnover in FY'26? And for 27 and 28, expected turnover?

**Sarfaraz Ahmed:** Sir. As I told you, sir. We are expecting that as and when the situation will be normal. We are expecting that we will grow 20%-25% from last year. Right, sir?

**Rajesh Bhandari:** Yes.

**Sarfaraz Ahmed:** And we will try to maintain that growth, sir. And we are confident that when it will be normal. If you see the situation for the last three years, it was 36.5% CAGR. And for five years, it was around 27%. So we will maintain that.

**Rajesh Bhandari:** Yes, sir. Okay, sir.

**Sarfaraz Ahmed:** Thank you, sir.

**Moderator:** Thank you. As there are no further questions from the participants. I now hand the conference over to the management for the closing comments. Over to you, sir.

**Jayant Punglia:** Thank you all for participating in this earnings conference call. I hope we have been able to answer your questions satisfactorily. If you have any further questions or would like to know more about the company, please reach out to our IR managers at Valorem Advisors. Thank you.

**Moderator:** Thank you, management members. On behalf of Vishnu Prakash R Punglia Limited that concludes this conference. Thank you for joining us and you may now disconnect your lines.