November 24, 2025

The Manager (Listing)
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex, Bandra (East),
Mumbai – 400 051.

Dear Sir/Madam,

Symbol: PATILAUTOM

Subject: Transcript of Investors Earnings Conference Call held on November 20, 2025.

Further to our communication dated November 17, 2025 and November 20, 2025, please find enclosed the transcript of the Earning Conference Call held on Thursday, November 20, 2025 at 04:00 p.m. to discuss the Un-audited Financial Results for the half year ended September 30, 2025.

The above information will be made available on the website of the Company www.patilautomation.com.

Kindly take the information on record.

Thanking you,
Yours faithfully,

For Patil Automation Limited
(Formerly known as Patil Automation Private Limited)

NIHARIKA SHAMINDRA SINGHAL
Digitally signed by NIHARIKA SHAMINDRA SINGHAL
Date: 2025.11.24 11:55:12 +05'30'

Niharika Shamindra Singhal
Company Secretary & Compliance officer
Membership No.: A72365

Encl: As above

“Patil Automation Limited H1 FY '26 Results Conference Call”

November 20, 2025

MANAGEMENT: **MR. MANOJ PATIL – PROMOTER AND MANAGING DIRECTOR, PATIL AUTOMATION LIMITED**

MODERATOR: **MR. SAKHI PANJIYARA – KIRIN ADVISORS PRIVATE LIMITED**

Moderator: Ladies and gentlemen, good day and welcome to H1 FY '26 Results Conference Call of Patil Automation Limited hosted by Kirin Advisors Private Limited.

This conference call may contain forward-looking statements about the company which are based on beliefs, opinions and expectations of the company. As on date of this call, these statements are not guarantee of future performance and involve risks and uncertainties that are difficult to predict.

As a reminder, all participants' 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 touch-tone phone. Please note that this conference is being recorded.

I now hand the conference over to Ms. Sakhi Panjiyara from Kirin Advisors Private Limited. Thank you and over to you, ma'am.

Sakhi Panjiyara: Thank you and good afternoon, everyone. On behalf of Kirin Advisors, I welcome you all to the Conference Call of Patil Automation Limited.

From management team, we have Mr. Manoj Patil – Promoter and Managing Director. Now, I hand over the call to Mr. Manoj Patil for the opening remarks. Over to you, sir.

Manoj Patil: Yes, good afternoon. Good afternoon, everyone. A warm welcome to all our investors, analysts, participants and stakeholders joining us today. This is our first Earnings Call after listing of the NSE Emerge platform and we are truly grateful for the support and confidence the market has shown in Patil Automation Limited. Thank you for taking the time to be with us.

Since this is our first call after listing, I would like to begin with explaining about what we are doing in a precise manner. As you all aware that Patil Automation Limited Company is based in Pune and we are in the automation field, we build a complete automation system for factories in simple words. We help manufacturing companies shift from manual work to the fully automated work, which will help the customer efficiency and more productivity. We design the complete build, welding lines, assembly lines, the special purpose machines, the metal handling systems to help factories to make their product faster, safer and with better quality and better productivity. Our solution supports industries like automotives, electrical vehicles, manufacturing, renewable energy, solar, defense industry, heavy engineering industries, white goods and consumer products.

Whenever a manufacturing wants to upgrade and modernize their production facility aligned, we provide them everything from design to engineering, manufacturing and installation at their factory up to the start of production. Over the years, we have delivered the automation projects in more than 10 countries and have become a trusted partner for both Indian and global OEMs.

And coming to our financial performance, the first half of year 26 has been encouraging for us. We have seen sturdy demand from customers and good execution across ongoing projects. The automation industry in India is growing quickly as companies look for higher productivity and consistent quality. This border shift is supporting to our growth continuously.

Let me now share our financial performance for H1 Year '26:

Our total income for the first half stood at INR 73.55 crores, showing a healthy growth of 21.6% over the last year. Our EBITDA grew by 24.29% to INR 12.96 crores and EBITDA margin improved to 17.62%. Net profit for period increased by 22.97% to INR 7.53 crores and net profit margin stood at 10.23%. Earnings per share increased to INR 4.27. The improvement reflects the better execution, sturdy consumer demands, customer operating performance across our business. Our order books continue to remain healthy at over INR 140 crore plus.

We are seeing a good transaction from existing customers and for newer sectors such as a major business in the non-automotive sectors, in defence and railways, renewables, infrastructures and heavy fabrication. This provide us strong visibility for coming quarters and gives us confidence as we plan a next phase of growth. We are also strengthening our capacity. We currently operate 2 units at Chakan with a combined build-up share area of 109 lakh square feet. We are now developing a new 59,000 square feet facility which will increase our capacity from 2304 units to 3454 units annually. This will help us handle multiple projects at a time and deliver faster and take up larger turnkey assignments. The inauguration of our new facility will happen in the next week as we look forward beginning operations and in the near term.

We have completed the acquisition of Pentaco Automation and MII Robotics where now we hold 60% in each company. These companies being a strong capabilities in robotics, regional systems, servo press automation technology, high precision automation. Both entities have already begun contributing and will help offer more advanced automation solution as the customer increasingly looks at integrated and technology of heavy systems. Another important development is our new design and engineering center in Pune which is being set up with more than 160 sets and the design. This center will be strengthened to our research, design and digital engineering and product development capabilities. We are also adding the talent across engineering, manufacturing projects and leadership roles to support the scale which we plan and building for. Overall, we believe that Indian automation industry is entering in a long and strong growth cycle. More sectors are adopting automation in improve the quality, efficiency and reliability with high productivity. As a diversified automation solution provider with the strong order book and expanding capacity, deeper technological capabilities, we believe that Patil Automation Limited is well positioned to benefit from this shift.

Before we begin the Q&A, I would like to sincerely thank to all our customers, partners, employees, investors for their continued trust and encouragement. This is our first concall after listing and we deeply value your support. We remain committed to building a strong and scalable company and creating a long-term relation for all stakeholders.

With this, I now hand over the call over to the moderator to take questions. Thank you very much.

Moderator: Thank you so much, sir. Ladies and gentlemen, we will now begin with the question-and-answer session. Our first question comes from the line of Vidhi Shah from CRK. Please go ahead.

Vidhi Shah: Hello, good afternoon, sir. Firstly, could you give me the revenue and EBITDA guidance for the current year and coming year and what will be the drivers for the same?

Manoj Patil: Sorry, can you please repeat the question?

Vidhi Shah: Can you give me the revenue and EBITDA margin guidance for FY '26 and FY '27 and what will be the drivers?

Manoj Patil: Yes. Actually, in my first opening, I already said that the EBITDA of this year and the last year comparison that if I can just compare again, I can continue that. So this year INR 73.55 crore which is the revenue, which is healthy, which I said, which is a 21.6% over the last year with the EBITDA of 24.29% that is INR 12.96 crore. The EBITDA margin improved by 17.62%. The net for period increased at 22.97% that is INR 7.53 crore and the profit of 10.23%.

Vidhi Shah: And what was the reason for the margin expansion currently?

Manoj Patil: Yes, actually, if you see overall the half year which we have closed, the business of repeat business from our existing customers and the new sectors which we have done a very good business in the first half of new sectors in the different customers, infrastructures and the data centers and the defense and that is the reason that the margin has increased in this first half and we will see in the continuing year end of March.

Vidhi Shah: And any guidance on the topline revenue?

Manoj Patil: Topline revenue by end of March, we have planned 150-170. It is the planned and we have a good order book in hand and we are in process so that is the plan at this moment.

Vidhi Shah: And sir, the new CAPEX that you are coming up with, is it of the same product that you are already producing or is it a new product line and what is the timeline and revenue potential for the same?

Manoj Patil: The new facility, it is for the same because we are in the automation, but in automation we will not only on the automotive and other than the automotive we started for the non-auto like renewable, defense and the solar infrastructure. So that automation line only, we will continue in the new facility.

Vidhi Shah: And when is it expected to be complete and what is the expected revenue from there?

Manoj Patil: This new facility will start very soon in next 7-8 days. We will start the activity and in this facility, we are expecting the revenue more than INR 150 Cr. It will be in phase, but yes, the capacity will be of INR 150 Cr plus from new facility.

Vidhi Shah: So this INR 150 Cr is assuming 70%-80% utilization or peak?

Manoj Patil: Yes, it will be assuming of 75%-85% efficiency.

Vidhi Shah: And sir, just one last question, in your current product line which one is the higher margin contributor?

Manoj Patil: Normally, in the automation, majorly all lines are the similar concept, but yes, in the automotive and the other sectors where we are doing the complete start-to-end turnkey project which is enabled to industry 4.0 and traceability where the margin will be a little bit more and we are doing the similar turnkey project right now. That is the reason you have seen the margin even the half year and the same you will see in the end of March.

Vidhi Shah: And what is your current order book, sir?

Manoj Patil: We have INR 140 plus Cr business in hand at this moment and the lot of projects in pipeline.

Vidhi Shah: And this is expected to be completed in the next 12 months?

Manoj Patil: Yes, actually some of the project it is in timeline. So some of the project definitely will be complete in the same financial year only.

Vidhi Shah: That is it from my end. Thank you and all the best.

Manoj Patil: Thank you. Thank you very much.

Moderator: Thank you. The next question comes from the line of Vijay Rauth from Vidhant Capital. Please go ahead.

Vijay Rauth: Good evening, sir.

Manoj Patil: Good evening.

Vijay Rauth: Congratulations for the great set of numbers.

Manoj Patil: Thank you.

Vijay Rauth: Yes. My question was sir, you said the new facility will start in 7-8 days. So what is our estimates by when this new facility can be fully utilized?

Manoj Patil: Actually, new facility, we will start utilizing immediately we start after 10 days. With the full utilization, it will start in a few weeks, but we can plan the dispatches for this year revenue from the new facility.

Vijay Rauth: Fine sir. And sir, about the non-auto segment, how are the inquiries for that segment and how much percentage of non-auto business are we expecting by FY '27?

Manoj Patil: Yes, actually even in the FY '26, we are expecting a very good number in non-automotive sales. Our business will grow compared to the last year and the business of the automotive and the non-automotive. So the percentage wise, it will be more than 40%. This is what we have at this moment order book in hand, which is a non-automotive. And by end of year, I think you will see after the result. But for coming year of 27, we feel that we will be doing 60% and 40%, so 60% automotive and 40% non-automotive.

Vijay Rauth: That is great. So non-auto will be higher than the auto segment?

Manoj Patil: Yes.

Vijay Rauth: Fine, sir. Thank you so much and all the best.

Manoj Patil: Thank you, sir.

Moderator: Thank you, sir. Our next question comes from the line of Viraj Mahadevia from Moneygrow. Please go ahead.

Viraj Mahadevia: Hi, sir. I am new to the company. I noticed that you acquired these 2 companies end of September. So assuming they have not been consolidated for the first half, on a full year basis, what kind of revenue and profitability can come from the consolidation of Pentaco and MII Robotics?

Moderator: Hello. Management, please confirm if you are hearing us. Anyone from the Patil Automation, please? Sakhi, can you hear us?

Sakhi Panchiyara: Yes, I can hear you.

Moderator: We are not getting response from the management.

Sakhi Panchiyara: Wait.

Manoj Patil: Sakhi, can you hear me?

Sakhi Panchiyara: Yes.

Manoj Patil: Perfect. Extremely sorry. Yes, I think the questions that the MII Robotics and the Pentaco Automation, revenue consolidation, right?

Sakhi Panchiyara: Can we take Viraj, sir, again?

Viraj Mahadevia: Sure. Viraj Mahadevia here. Yes, hi. That was my question, sir. Pentaco and MII Robotics consolidation for second half, and how much they would contribute on an annual basis in revenue and profitability?

Manoj Patil: Yes. So the first half, since they acquired in September, so there is no consolidation. But in second half, it will be consolidated. And in Pentaco Automation, we are expecting that we will be completing INR 16-INR 18 Cr of business. And in MII Robotics, it will be around INR 8-INR 9 Cr.

Viraj Mahadevia: Understood. And profitability, sir?

Manoj Patil: Profitability is almost the same because it is an automation business, similar business, and around 10% profit margin.

Viraj Mahadevia: 10% profit margin?

Manoj Patil: Yes.

Viraj Mahadevia: Understood. Sir, for the next FY '27, the following year, given that now you will consolidate Pentaco and MII Robotics for a full year plus you will have a larger order book, plus you have these increased capacities coming online, can you guide us towards the revenue and profit number for FY '27?

Manoj Patil: Yes, actually, the plan for this year was INR 150-INR 160 plus. And the next year of 27, we have planned 250-260. And the margin percentage will be higher a little bit because the infrastructure, the available man source, the facility will be same, a little bit more, but the revenue will be higher. So percentage of margin, compared to the last year, which is already done, and the coming year, the next of 27 will be better than this year, which I already explained.

Viraj Mahadevia: Understood, sir. My last question is regarding new order bidding, you have INR 150 crores in order book, but how much value of orders have you currently bid for, which you haven't already won?

Manoj Patil: Yes, I think more than INR 600 crore proposals, we have already given to the customers. And these are the new Greenfield project, some of the expansion project. But we are quite confident that we will be having a very good business booking by end of March for our revenue of 2027.

Viraj Mahadevia: Understood. Who is your competition, sir, in this space?

Manoj Patil: Competition, since we are in the automotive, the other sector, so multiple, but yes, in the higher level, the big companies in the Wipro PARI and the Comau and a lot of the companies which is in the after PEL, so that is bigger than the PEL.

Viraj Mahadevia: Understood, sir. Thank you all the very best.

Manoj Patil: Thank you, sir.

Moderator: Thank you. Our next question comes from the line of Vijay Pandey from Nuvama Capitals. Please go ahead.

Vijay Pandey: Hi, sir. Thank you for taking my question. Sir, there are a couple of questions I had. What will be the segregation between automotive and non-automotive business for first half? And what is the expectation for the full year?

Manoj Patil: Yes. So actually, the expectation, the first half, which we already done with the management support and definitely our vision, we have completed 51.43% is non-automotive and 43.5% is the automotive.

Vijay Pandey: 43.57%. Yes. So this is significantly higher as compared to what we did last year, right?

Manoj Patil: Yes. Last year, it was 10.95% non-automotive and the balance is automotive. So it is a significant change and that is with the vision and the planning, which we have done, yes.

Vijay Pandey: Is there any reason that we are removing, lowering automotive and going for non-automotive or is it like margin profile or is the demand in the automotive is lower? How should we look at it?

Manoj Patil: Yes. Actually, as every time I said that the business in automation is anyways is the very high as a demand. But yes, it is a choice which business we will select. It is all based on the delivery times, the good profit margin. And that is the reason we have selected the project, which we want to build on very fast and definitely the good margin. And that is the reason we have booked the major in the first half. But yes, very good order book, which is already in hand of automotive, which is in pipeline. And you will see in end of March that a very good business in the non-automotive sector as well, because that project is in our shop floor right now.

Vijay Pandey: And sir, in non-automotive, which will be the main industry? So like is it industrial, defense, aerospace, like just want to check which are the main industries from which we are getting?

Manoj Patil: Actually, in non-automotive, the major business, which we have a business, which we already done and a lot of business in pipeline is in defense and the infrastructure, for data centers and the construction. So that is in major business.

Vijay Pandey: So we are there in the data center building, which is getting established in Hyderabad of Andhra?

Manoj Patil: Sorry.

Vijay Pandey: Are we present in the data center project that is there?

Manoj Patil: No, we make the complete automated line to make the data centers. So for the data centers required, lines we make and we give the plan so that they can produce the data centers in their capacity.

Vijay Pandey: And any specific area we are mainly present like a North or South or West or East, where our majority of the sales comes from, like if you can, I just want to understand this. My thinking is that these orders, every order will be a big order. So if we get one particular order, if we do not get one particular order, the risk is a bit on the higher side. It is not like other places where, it is not a small order business. So just want to understand where our main focus is. And if I could take into consideration where the growth is coming from, is it aligned with, how the particular region in India is growing and are we present there or not?

Manoj Patil: Yes. Actually, we do a complete business pan India basis, and it is not really depend on, because the businesses is all on the green field and sometimes the productivity, the extra productivity. So maybe you see that in first quarter, we get the business from South and North, but yes, subsequent in the second, it will be from the other. So it is not the fix, but yes, the business has come directly from the main OEMs and the big factories and definitely, the area where new Greenfield project is coming.

Vijay Pandey: And it seems one of your players, competitors or one of the peers, I will say, in the automation, they say that a lot of project comes in the March because of it is a fiscal quarter end. So is it true for you also or is it like just a specific for them?

Manoj Patil: No. Actually, it is not that every project will come in March. Maybe some projects where the customer plan for their asset planning and the purchase order planning and March. But for us, we select the business, which business we want to take, which will be a better in the organization for higher, faster lead time and the good margin, where we have a lot of good order book in hand and even lot of project in pipeline, which we will conclude in. So there is nothing that only in March we get the business as per our.

Vijay Pandey: Thank you and all the best.

Manoj Patil: Thank you very much, sir.

Moderator: Thank you. Next question comes from the line of Paras Chheda from Purpleone Vertex Venture Private Limited. Please go ahead.

Paras Chheda: Yes. Thank you so much for this opportunity. And first of all, congratulations for a strong set of results in H1 FY '26. Sir, just a couple of follow up queries. You said current bid orders in pipeline are about INR 600 odd crores. What kind of conversion rate do you expect on these, sir?

Manoj Patil: Yes, actually, very important because when we bid, the customer requires the line of their Greenfield project or the existing line to be expanded. So based on our capacity, when we finalize the order, for example, customer said that we need the line in March. So we see our capacity in our shop floor where we can build that capacity, that line, and depend on that, we book the project. And all projects are in different sectors, what we have bid at this moment, and the automotive and the other sector as well. So we choose that depend on our capacity facility utilization at the customer expectation of delivery time. It is all based on the delivery time and the capacity availability.

Paras Chheda: So if we have the available capacity, are these orders available to us? Is that what it means?

Manoj Patil: Yes, definitely. Now, whatever the capacity we have, we have the good order book in hand at this moment. And now once the new facility is ready, we will be starting immediately utilizing that facility.

Paras Chheda: Right. So just trying to understand, sir, then what it means in this case. So far, just jumping to this point only. So FY '27, you said about INR 250-INR 260 crores, potentially topline. And the new facility can do about up to INR 150 crores peak revenue, probably. And the current facility, I presume, will be able to do what? How much revenue?

Manoj Patil: INR 120.

Paras Chheda: INR 120 or so. So you are saying basically full capacity utilization of both facilities next year?

Manoj Patil: Yes, sir.

Paras Chheda: Right. That is what it means, because the orders technically are available?

Manoj Patil: Yes, sir. Sure.

Paras Chheda: So, INR 250, INR 260 or INR 270 crores in that region, both capacities will be fully utilized?

Manoj Patil: Yes. Next year, we will be utilizing the full capacity of new plant.

Paras Chheda: Plus current?

Manoj Patil: Yes.

Paras Chheda: And then, sir, these acquired companies that will pent up on the mean, they will add over and above this or they will be included in this INR 250-INR 270?

Manoj Patil: Yes, they will be including this because it is consolidated in March. So when we say March, March will be consolidated with the Pentaco and this. But the number of this year is small, which I already explained around INR 17-INR 18 Cr. But next year, it will be bigger.

Paras Chheda: What will be the revenue, sir, next year for these two?

Manoj Patil: These two, next year, we are expecting to plant almost double than what we have done in this financial year.

Paras Chheda: So sir, let us say 250 if we say for FY '27, does that already include the nearly INR 50 Cr or so from these two acquisitions or they are over and above the INR 250?

Manoj Patil: They are over and above the INR 250.

Paras Chheda: So totally about INR 300 crores is what we will do next year?

Manoj Patil: Yes, around.

Paras Chheda: Roughly, range, somewhere around that.

Manoj Patil: Yes. But the capacity of plant facility is INR 250 only.

Paras Chheda: Yes. So both our facilities will be able to do about INR 250, let us say. And another doubling of these two additions would be about, I am just roughly totaling about 48 or so. I just made 50 to round it off. So 300 is basis that. So around 300 is what we are expecting next year?

Manoj Patil: Yes. So INR 250, which we said, because the facility is almost in final stage, which we will be inaugurating and starting. So we are very sure that we will be doing and that is the reason I said INR 250 is done. But yes, if we plan the faster project and since business is available, we will definitely achieve more than 250. But our expectation of completing of 250 is the plan in the available facility of the new and the old facility.

Paras Chheda: Right. And just for the sake of clarity that the two newly acquired entities, their revenue, which will be about INR 48-INR 50 crores will be over and above the INR 250?

Manoj Patil: Yes. Actually, their business revenue capacity will be more than INR 48 Cr. But the facility of execution, which we have planned at this moment is INR 250. Since the facility of both companies, since they are 60% PL-owned company, the company manufacturing and the facility assembly in our premises of PL premises. So facility is all included of their facility. Their plant is not somewhere else. Their plant is shifted to the PL shuffler.

Paras Chheda: So then what you are saying is INR 250 is all put together?

Manoj Patil: Yes.

Paras Chheda: Including the acquired entities? That way?

Manoj Patil: Yes.

Paras Chheda: Right. So sir, then I was wondering, because 150 is the new facility, 100 is our old facility. So, including both it is 250 is then additionally 50. So another, 50 could have been done technically?

Manoj Patil: Yes. So technically, actually, it will be more because the business is available. So we are definitely planning in the next 2-3 months that if we plan a small facility or to add up the additional business, but that is not yet finalized. So we will definitely come to you once we decide that.

Paras Chheda: So at the moment, you are guiding about 250 conservatively and there could be something about this potentially.

Manoj Patil: Sure. You are right.

Paras Chheda: And for FY '26, again, 150-170 includes the half yearly subsidiary, whatever. These two entities already included in this 150-170?

Manoj Patil: Yes.

Paras Chheda: Right, sir. And the EBITDA margin for next year, as you said, will improve a little bit. Because currently it is about 13% off EBITDA margin. Should we expect about 15% margin next year?

Manoj Patil: Yes. Actually, we are expecting a little bit more margin, but definitely the exact, we cannot spell right now, but it will be a better because the order which we are taking, since the business is available, we are only taking the faster delivery project and good margin project. So it will be better for sure.

Paras Chheda: Understood, sir. And given that potential next year, all our capacities will be nearly fully utilized, nearly, and there could be some spillover into probably next year, FY '27-28. Will we be starting to look for another round of capacity expansion sooner than later?

Manoj Patil: Yes, we have not finalized yet, but we will definitely plan because we are talking of 26 complete year. So we will be planning, I think 7-8 months before, because the facility need total 6-7 months' time to complete. Our facility don't need more time. So we will be definitely planning before that.

Paras Chheda: And land is available around our facilities currently?

Manoj Patil: Yes, actually in Chakan, lot of land available. So there is no issue on that.

Paras Chheda: Right, sir. And sir, just last two queries, what are the receivable days that we have in our thing for now, both in auto and defense sector?

Manoj Patil: Sorry, receivable?

Paras Chheda: Days? We have receivable days, payment time?

Manoj Patil: Yes, actually, and as per the payment terms, we get the advance, sometime 20% to 30%-40% advance we get, we start the project and once we complete the project, customer comes, do the trial and then we send the PL. After dispatch within one month time, we will get the 80% payment and the balance 10%-20% depend on the customer will be immediately after commissioning of the project. So we will take the business only with this payment term in PL.

Paras Chheda: Right. So the working capital requirement?

Moderator: I am sorry to interrupt you, sir, but you can rejoin the queue for the more questions. We have a lot of participants. Thank you. Our next question comes from the line of Manoj Shetty from MS Investments. Please go ahead.

Manoj Shetty: Hello. Sir, I will ask you in Hindi only. The questions which I have all are the clarification of what you have said during this call. The first clarification I wanted to ask is that the INR 16-INR 18 crores that you have told about Pentaco and MII, INR 16-INR 18 crores for Pentaco and INR 8-INR 9 crores for MII, this much sales you will do in the second half?

Manoj Patil: In the second half, yes. In the end of March, I have said that INR 8-INR 9 crores for MII Robotics and INR 17-INR 18 crores for Pentaco.

Manoj Shetty: You will do this in 6 months, right?

Manoj Patil: Yes.

Manoj Shetty: Yes. And next year, you are saying that INR 32 crores for Pentaco and INR 20 crores for MII, right?

Manoj Patil: Correct.

Manoj Shetty: And they don't have their own facilities, they are going to do in our Patil Automation?

Manoj Patil: Correct.

Manoj Shetty: Okay. Sir. My second clarification was that as you have said during this call that we can assemble 2304 units as per our current capacity. Is it correct?

Manoj Patil: Yes, correct.

Manoj Shetty: So that means with this new capacity coming in we will add around 1150.

Manoj Patil: Yes correct.

Manoj Shetty: So, this new capacity which is coming in you said we will generate INR 150 crores. Is that correct?

Manoj Patil: Yes, correct.

Manoj Shetty: So, your old two units will generate how much revenue?

Manoj Patil: INR 120 crores we can generate from those two units.

Manoj Shetty: There you can assemble 2304 units so why is the revenue so low?

Manoj Patil: As you must have seen the existing facility there we have machines for the parts and lines those machines are kept there and offices are also there which are not there in the new facility. There we will have more production because it will be used as a shopfloor where the line will be assembled all the parts required for that will come from our existing facilities so there will more production.

Manoj Shetty: So, then the number of units should be more there.

Manoj Patil: Production units will be more as I have said that the capacity will be 150 that means it will be more compared to this if you see the area of the capacity that is 1 lakh square feet whereas that one is 59,000 square feet but still we will produce more there because the entire area will be used for the automation lines, in existing there are offices, there are machines through which we make parts which will be utilized commonly and we will do only assembly lines there.

Manoj Shetty: So, the existing unit which you have said of 2304 that is wrong? Is that right?

Manoj Patil: No, it is not wrong there is confusion because both the facilities put together, we have given the numbers. The existing facility if we add any additional facility then total we will produce this much of units and revenue will be that much which I have explained.

Manoj Shetty: Both put together the revenue will be INR 270 crore.

Moderator: Sorry to interrupt you, but you can rejoin the queue for more questions. Thank you. Our next question comes from the line of Shaurya Punyani from Arjav Partners. Please go ahead.

Shaurya Punyani: Hi, my question is answered.

Moderator: Our next question comes from the line of Viraj Mahadevia from MoneyGrow. Please go ahead.

Viraj Mahadevia: Hi, sir. Thanks for the follow-up. I noticed your working capital receivable days were very high after the year ending March 25. So I wanted to understand what exactly is happening there because there is disconnect between the March 25 receivable days and bolder advances and quicker working capital in receivable days. What will be your credit period to clients overall on an annual basis?

Manoj Patil: Actually, if you see the customer, because all our dispatches is the customer confirmation for the dispatch. Once the customer sees the line in our shop floor readiness, we dispatch. So we have dispatched majorly in Feb and March. So that reason maybe you see that.

Viraj Mahadevia: So what is it normally? What is your credit period to clients? Let us ask that question?

Manoj Patil: Yes. Actually, the credit payment period, it is not fixed for every client. It depends on the client to client. But approximately, we take the advance and without advance, we don't start the activity. And that advance is up to 20%-30% and sometimes 40% as well. But once the line is ready, we take some payment and after dispatching, when we start the installation, we take some payment. And after installation completion, we take the 10% payment. So every stage of the completion, we ask the payment so that we are all balanced on the cash.

Viraj Mahadevia: So from start to finish, receiving the order, taking the advance, executing it, installing it and then taking the balance, your overall credit period would be what? 60 days?

Manoj Patil: Yes, I think not more than 60-70 days.

Viraj Mahadevia: Understood. Sir, my next question is based on what you said that FY '27 will fill up all the expanded capacity. If you were to think beyond FY '27 in further expanding capacity by, let us say, a similar amount of 1100 units that you have just done, what would that cost you? New land plus setting up the facility, machinery, etc. What would the overall cost be of another 1100 unit capacity?

Manoj Patil: You are talking of the additional facility after 27, which we need?

Viraj Mahadevia: Yes.

Manoj Patil: Actually, the current expansion which we have done after the listing of the current 59,000 square feet facility, I think if we add up one more similar facility, we can add up additional INR 150 plus Cr business. That is the run rate which we can see at this moment.

Viraj Mahadevia: What will be the cost of another 59,000 square foot facility?

Manoj Patil: Yes. I think the complete facility because land and construction that all currently what we have done. For example, if we decide in 27 March, for example, we want to buy the land and start the installation, so what current facility which we have done already and if the land prices increase and the cost construction cost increase, that is only the addition. Like in the last project which we have completed, which you have seen that we have done the listing part and use the capital in the new facility, a little bit more on that, which we can see always on that.

Viraj Mahadevia: How much was that cost?

Manoj Patil: Yes. I think the last what we have done approximately because the exact figure at this moment, I don't have. But it is approximately 50 to land and building plus 50. But exactly we can come back and confirm you what amount.

Viraj Mahadevia: So you are saying INR 15 crores?

Manoj Patil: No, INR 50, plus whatever the additional required depend on what plant is available, space available. But whenever we make the plant, we will plant the land and then building.

Viraj Mahadevia: Sir, I am still not understanding. What would be the cost land plus building today, if you have to do a facility of 59,000 square feet in crores?

Manoj Patil: That is INR 55 Cr.

Viraj Mahadevia: INR 55 Cr is what it will cost?

Manoj Patil: Yes.

Viraj Mahadevia: Understood. But then, sir, then you will be challenged because I am looking at your cash flow in the first half of the year. Are you operating cash flow about INR 3-INR 4 crore a year? So assuming you do INR 10 crores of cash flow this year, how will you fund the next expansion? Do you have cash on the books? Will you generate more cash in 27?

Manoj Patil: Yes. Actually, at this moment, the additional expansion is not planned. So we will be completing this year in March and the next year facility is already available. So there is no plan for the expansion. But whenever it plans, we will definitely plan the additional capacity.

Viraj Mahadevia: Understood. Thank you, sir.

Manoj Patil: Thank you, sir. Thank you very much.

Moderator: Thank you. Our next question comes from the line of Vidhi Shah from CRK. Please go ahead.

Vidhi Shah: Hello, sir. So firstly, data centers that you mentioned, so how much does it contribute currently to your revenue and what exactly do you all do in this data center?

Manoj Patil: Yes. So in data center, now, you know that in India, the requirement in the data centers is really a huge and the plan of government of every 5-10 kilometers, there should be a data center. And we make the complete solution to make the data center. So these data centers are mobile data centers, which is inside the containers. It is a baseline of battery storage energy system. That mechanism is fully automated, which we make and then to assemble that in the container, to make that container in the automated way. So we do the complete turnkey solution to establish the complete facility where customer can produce the data centers from that facility. So that is our main core area of making the automated lines.

Vidhi Shah: And how much does it contribute currently to your revenue? And also, are there many players in this industry?

Manoj Patil: Yes. Actually, the majorly the lines came from China at this moment and India, there is not much people who is doing fully automated like we do, but yes, some of the people available. But majorly the lines which is at this moment, if you have seen the market is from China, but we do better than that. It is what we feel and we already started that activity. At this moment, in first half, we have really done, I think more than 15% of revenue is from the data centers.

Vidhi Shah: Understood. And it is expected to increase further to your revenue point of view?

Manoj Patil: Yes, sure, since it is a high demand.

Vidhi Shah: And sir, regarding the other sectors that you work on, so I want to understand the demand supply scenario. So are there many players in this industry? How big is the market that you can capture?

Manoj Patil: Actually, the other sectors in defense and the heavy fabrication, the construction equipment, infrastructure, the demand is already there, but the level of complete fully automation line, not much competitor. Even if competitor is available, the demand is very high. So we don't see any issues in terms of the order booking. We rather select which order we want to execute, which is in speed and the good terms and the margins.

Vidhi Shah: Understood. And one last question, what is the expected working capital cycle going ahead? Will it be in lines of current like 150 days or?

Manoj Patil: Yes. It is a similar one because we take the advance and with that, we start complete the cycle. So it will be similar to what we are doing at this moment.

Vidhi Shah: Understood. Sir, just one last question. I wanted to understand why have you incurred debt in the first half of FY '26? Like the IPO proceeds were to pay off the existing debt. So what is the purpose of this new debt?

Manoj Patil: Sorry, new debt. Actually, that new debt is I think before IPO and not after IPO. The IPO was delayed that time and the activities of the facilities and the other was initiated. So that is the reason it was, but after IPO, that debt is already clear. So you can see that.

Vidhi Shah: So what is the expected debt going forward, long-term debt?

Manoj Patil: Yes. I think in the actual financial document, we can see at this moment, I don't have that data.

Vidhi Shah: That is it from my end. Thank you and all the best.

Manoj Patil: Thank you. Thank you very much.

Moderator: Thank you so much. Ladies and gentlemen, in the interest of the time, that was the last question for today. I would like to hand the conference over to Ms. Sakhi Panjiyara for the closing comments. Thank you and over to you, ma'am.

Sakhi Panjiyara: Thank you everyone for joining the conference call of Patil Automation Limited. If you have any further queries, you can write to us at resource@kirinadvisors.com. Once again, thank you everyone for joining the conference. Thank you, team Patil Automation Limited and have a good day.

Moderator: Thank you, Sakhi. And ladies and gentlemen, on behalf of Kirin Advisors Private Limited, that concludes this conference. Thanks for joining us and you may now disconnect your lines.