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Sumeet Industries Limited – Earning call Q2FY27

Finportal Investment: Good day, and welcome to Sumeet Industry Limited's Earnings call. We appreciate your participation as we review the company's operational and financial performance for Q2FY27, and outline our strategic direction. The purpose of today's call is to provide an overview of the company's progress and address questions from our investors and stakeholders. Please note that this call is being recorded, and certain statements made during this call may be forward-looking and are based on current assumptions.
These involve risk and uncertainties, and actual results may differ. The company assumes no obligation to update these statements as is… except as required by law. We encourage participants to consider these factors and avoid placing undue reliance on forward-looking information. Representing Sumeet Industries Ltd.
We have today Mr. Rohan Modh, Executive Director, Mr. Pratik Jaju, Executive Director. Thank you, and over to you, sir.

Mr. Rohan Dipakbhai Modh (Executive Director): Good evening, everyone, and thanks for the joining. I will share the standalone performance for the quarter and a half, ended 30th September 2026. Revenue from the operations, increased to the INR 364 crores in Q2FY27, from the INR 269 crore last year, a robust growth of 35.23% year-on-year, and 33.71% higher than the quarter one FY27. For the half year, revenue was INR636 crores against the INR517 crores. Up, around 23%, and EBITDA margins, including other income, was INR 9.22 crores in Q2 against the 14 crore in the last year, with the margin of 2.53 basis against the 5.39 basis. The lower margin is mainly because of the spread over material cost narrowed to 17.1% from the 23%, and we choose to scale volumes. Finance cost fell down by 2.202 crores, and in quarter one, it was around 3 crores. It is, like, 25% down, and profit after tax, and share of associates was INR 4.40 crores against the INR 9.86 crores in the last year. For the H1, it was around 5.5 crores against the 17.84 crores. The balance sheet is where the big changes has happened. Net worth almost doubled, around 417 crores from the 211 crores in the March. Borrowings came down at 137 crores, and the previous one was 160 crores. So, borrowing to the net worth improved, 0.75 times to 0.33 times, Cash stood at INR160 crores against 38 crores, and operating cash flow for the half year was a positive, 10.80 crores. I would like to invite Mr. Pratik Jaju, Executive Director of the Sumeet Industries.

Mr. Pratik R. Jaju (Executive Director): Thank you, Rohan, and good evening, everyone. Our right issue shows completed in Q1 FY27, and the net proceeds of 194.9 crores are used for working capital of are used as follows, working capital of 100 CR, Nakoda asset integration of 85.9 CR, and debt repayment of 9CR. Our plant is running at an optimum capacity of 95 to 98% utilization, and we are… we have added 40 tons per day of FDY capacity, taking it from 120 to 160 tons per day. Now, first, Nakoda through our subsidiary Sumeet specialty chips we have acquired will have a capacity of 1.4 lakh ton per annum, bottle-grade PET chips plant in Surat. It is expected to be operationalized by Q2 of FY 28. This strengthens our backward integration, gives us better control on raw material and supply, and is expected to add around 1200 crores of annual turnover, and 70 crores of EBITDA. That is a margin of about EBITDA margin of about 5-6%. Secondly, our solar project of 12 megawatt is expected to be commissioned by December 2026, which will take our renewable energy to about 50-55% of our total consumption. This will help to increase our revenue by 23-25 crores, by saving power cost. From FY27-28 and we expect to see the first benefit in the last quarter of this year.
Third is Value added yarn. We are still in process of moving up to 50% of our capital capacity into value-added yarn, such as Dope - dyed yarn, Bright Yarn, catonic yarn, BSY yarn, which will fetch better

prices and, importantly, better margins. This is expected to end around 300 crores of annual revenue and improve our margins. For the rest of this year, we expect demand to improve with the wedding season, and especially the crude, the crude prices have gone down. So, our raw material is expected to go down, and we are expecting better margins. Thank you, and now I hand over the call to the moderator. Ma'am, over to you.

Finportal Investment: Thank you, sir, for the introduction. We'll now begin the Q&A session. Participants who request to ask a question are requested to raise their hand. To ensure we accommodate as many queries as possible, we request each participant to limit their, limit themselves two - three questions at a time before joining the call if needed. So, we'll take the first question from Anand Gupta.

Anand Gupta: Hi, good afternoon, sir.

Mr. Rohan Dipakbhai Modh (Executive Director): Yes Anand, please speak.

Anand Gupta: Can you provide the volume sold? Across all categories for Q1 FY27 and Q2FY27.

Mr. Rohan Dipakbhai Modh (Executive Director): Pratikji, do you remember the quantities, we sold in… In both the quarters? Pratik, sir, are you there?

Finportal Investment: Pratik sir, you're on mute.

Mr. Pratik R. Jaju (Executive Director): Yes, yes, yes. Mr. Anand, can I back… get back to you on these, numbers? I just told my person, he's giving me the figures.

Anand Gupta: Okay, so while you, kind of, are arranging for that number. Would it be possible for you to include them in your investor presentation going forward?

Anand Gupta: Would that be possible? from your end.

Mr. Pratik R. Jaju (Executive Director): Yes, yes, he'll definitely do that.

Anand Gupta: Okay.R. My next question is that from, march 2026, to September 2026. Our receivables have increased by 42%. I mean, they have really swelled by 42%. from 133CR to 189Cr. So, what is the cause of that?

Mr. Pratik R. Jaju (Executive Director): See, the major cause is the… initially, when, till the last year. As our finances were not good, and we were paying high financial cost, we were giving extra discounts to our agents and customers who were cutting the cash discount and making us a payment. After our working capital became healthy, we have stopped those discounts, and that is why the receivables have gone up. But the receivables are still in line with the industry standards. So, there is no worries about it. This is just general standards. In fact, in the long term, it will help us only, because, we don't have to give any cash discounts, and we… after certain days, we get a good interest from our customers.

Mr. Rohan Dipakbhai Modh (Executive Director): And this is also mainly impacted by the raw material prices are up, so that's why we also up the prices of finished goods as well. And right now, there is no liquidity into the lower market, so that's why this is being a big number.

Anand Gupta: Okay, right. I think, sir, once you provide me with the volumes number, it will be helpful if we can also kind of tell me that how much, increase in the RM cost that you have passed on in your realizations. that receivables look, swelled. But I got, both the points on, increase in the RM cost, and

that the discounts, which you are now not giving, causing the receivables to swell. Okay. So, earlier, In your presentation, you had allocated Aww… about, 22 crores for solar renewable and 23 for debt reduction, which I think now, kind of, you have reallocated towards, Nakoda plant capex, about 90 and at the same time, you are also going to do a 16-megawatt additional solar by December. So, what would be the cost of that, and how are you arranging that money?

Mr. Pratik R. Jaju (Executive Director): Okay Now, for the solar project, with the term loan which we had received from the bank before the right issue, we have managed solar plant from that only, and that is why we have to reshuffle it, and instead of debt repayment, we've focused on transferring it for the expansion purpose. So, no additional debt has been, raised.no additional, money has been input, all the things which we were… we had planned before the right issue, and, we are continuing the same thing, only the funds have been reallocated. If we would have made the date payment, we would have to take more for some speciality, or if we would have, given to… for solar, then, in the term loan, we could have changed from solar to for some speciality. So overall, there is no additional debt, which we have raised, and the same, which, before the right issue, what we had planned, we are doing the same thing, post this.

Anand Gupta: So, just to get a better understanding, if you can first please share the cost of this 16 megawatt.

Mr. Pratik R. Jaju (Executive Director): Well, 12MW. Hello? 6.5 megawatt.

Anand Gupta: Sorry?

Mr. Pratik R. Jaju (Executive Director): The 12 MW.

Mr. Rohan Dipakbhai Modh (Executive Director): 12-megawatt solar plant.

Mr. Pratik R. Jaju (Executive Director): a 12 megawatt solar plant, which is… Yeah, getting commissioned right now. Has a cost of approximately 40 CR.

Anand Gupta: Okay. So, sir, and just to understand what you just said, you're saying that there will be no additional debt on the books, and this 40CR, you are managing from the term loan which you took before the rights issue, am I right?

Mr. Pratik R. Jaju (Executive Director): Yes, yes.

Anand Gupta: Okay, so, what was this 40CR allocated to originally, when you kind of allocated money for Solar from the right.

Mr. Pratik R. Jaju (Executive Director): Originally, it was planned for the, expansion only. The bank had, approved our overall this. Machine learning expansion and everything. So And even for, initially, we had given the bank, for Sumeet specialty as well, and for the expansions. Apart from 40 tons, TPD, which we had commissioned, we were planning for another 40 tons. So that, date, we have transferred it to solar.

Anand Gupta: Okay, okay.

Mr. Pratik R. Jaju (Executive Director): Okay, and now coming back to your, quantity figures, in the first quarter, our sales, stood at approximately 23,000 tons. And in the quarter two, our sales in, quantity has gone up to 29,000 tons.

Anand Gupta: Sir, is this the PET chips that you're saying?

Mr. Pratik R. Jaju (Executive Director): No, no, no. YARN, PET chips, and everything, combined. The total sale in quantity of Sumeet Industries for the quarter one was 23,000 tons.And, for quarter two, it is 29,000 ton s.So we have increased our sales, not only in value, but also in quantity.

Anand Gupta: Right.

Mr. Pratik R. Jaju (Executive Director): include chips as well, PET chips as well.

Anand Gupta: Okay, got it. And, sir, is it possible that you split this 23,000 Tonn for Q1 across PET chips, FDY, POY, PTY…

Mr. Pratik R. Jaju (Executive Director): We can do that. As you said from the next presentation, we will give it separately.

Anand Gupta: Okay.

Finportal Investment: Thank you, sir. So, we'll take the next question from… Priya mehta. Yes. Priya, you can unmute yourself and ask questions.

Priya mehta: Hello, am I audible?

Mr. Pratik R. Jaju (Executive Director): Yes.

Priya mehta: Sir, What are your expectations, about the revenue and EBITDA growth for FY27 and FY28?

Mr. Pratik R. Jaju (Executive Director): So we are very, Priyaji, we are very positive about our EBITDA margin, and in the next two quarters, we expect to cover up the EBITDA margin and be at par with the last year of 5-6%.

Priya mehta: Okay, sir, and what about… how are you gonna manage the working capital requirement and cash flow?

Mr. Pratik R. Jaju (Executive Director): Our working capital and cash flow is, quite healthy presently, and, we are easily managing it. And, as the war has, come to an end, and the crude have also come down. So the Raw material prices will also come down, which will help us to manage better our working capital and cash flow.

Priya mehta: Okay, sir, thank you.

Mr. Pratik R. Jaju (Executive Director): Thank you.

Finportal Investment: So next question in the Q&A box is, what is the company's strategy to increase the contribution of value added and speciality yarn to its overall revenue? It's from Rajesh Kumar.

Mr. Pratik R. Jaju (Executive Director): Yeah. Mr Rajesh. Our la- our… all the latest expansions, like Bright Yarn, Catonic yarn, the 40 tons per day yarn, we are focusing more on value-add yarns only, so, The new production will go to the value-added yarns, so overall the quantity of value-add yarn will increase, and we are also planning to, add more texturizing machines in future, which will help us to convert our POY, to make value-added yarns and, give it… give the market.

Finportal Investment: Okay, so the next question is, what are the key reasons for margin moderation despite revenue growth, and what is the outlook for profitability?

Mr. Pratik R. Jaju (Executive Director): The key reasons for decrease in the margins is purely because of high volatility in the market due to the high crude prices and raw material prices, and also supplementary prices. We were able to increase our finished prices also with the raw material prices, but there is always a time lag, and due to that, the margins were… had gone down. But the positive thing is, in the remaining 4 to 5 months, as the raw material prices have gone down, the markets are also looking positive now from here onwards, and so we are quite sure that we will be able to increase our margins and cover up the loss in the margins.

Finportal Investment: Okay, sir, we'll take the next question from Sanjay Ladha.

Sanjay Ladha: Sir, is my voice audible?

Mr. Pratik R. Jaju (Executive Director): Yes.

Sanjay Ladha: Yeah, thank you. Sir, I just wanted to know, when, we are saying that we are, doing an expansion by Nakoda, by adding 400 TPD, that is into recycling chips, plant.

Mr. Pratik R. Jaju (Executive Director): Yes, Portfolio Chips?

Sanjay Ladha: Sir, what I know and what I, heard from the industry, and I've talked about various industry players. we are already in the chips, our pet chips in India, we are already, you know, at overcapacityaAnd, prices have started falling, and things which… so, you know, there are various larger players, yeah, industry may, you know, they are doing way better. They have stopped, doing the Capex on this front. So, just wanted to understand your input on this.

Mr. Pratik R. Jaju (Executive Director): So, first of all, yes, yes. Sanjayji, first of all, the bottled grade chips is not the recycled chips.

Sanjay Ladha: Okay.

Mr. Pratik R. Jaju (Executive Director): normal… in PET chips, PET… in PET chips, there are many, many things, like Semidal bright, catonic, home bright, recycling chips, industrial chips, bottle grade chips. So, bottle grade chips. It's one of the chips, where you have to use this virgin chips, along with the recycling chips, to create all the types of plastic bottles and plastic items. Okay, so, presently, in today's scenario, the bottle grade chips has quite a big shortage in the industry. Approximately 50% of the bottle-grade chips are still being imported from China and other countries. And there is a huge export market, but due to lack of availability in the Indian market, as imports are there because there are demands in the Indian market, and the Indian players are not able to fulfill those same, and they have to be imported from China, the export market is yet not tapped. Yes, there are few chips, not bottle-grade, there are few chips in PET which are overproduction, and that is why, the players are not able to run it completely, and they have to add value-added, chain, like, to form a yarn, and then to sell it. But… These chips…only few players are making it, and they still have a shortage throughout the year. And, the addition… the… what we can say, the addition,additional capacity cannot just, come in the market so easily. We got the Nakoda plant, we are having, to make this bottle-grade chips, you need a CP as well. So, we got the Nakoda plant, we are running… we are starting that CP, so we have that CP of 450 tons per day. That is the only reason we will be able to make the bottled grade chips. You cannot make bottled grade chips from a running CP. Because the running CP should be used to make some of the other yarns.

Sanjay Ladha: So, I'm not sure, Bob. So, you know, I have a word with the management of Ganesha, Ecosphere and, the another guy. they are saying that bottle… the chips are going to use in water bottles, kind of things. Is my understanding correct?

Mr. Pratik R. Jaju (Executive Director): Yes.

Sanjay Ladha: so there was.

Mr. Pratik R. Jaju (Executive Director): Its plastic use?

Sanjay Ladha: And where are we going to supply this product?

Mr. Pratik R. Jaju (Executive Director): There are many players in India who are buying these chips. We also know a few customers. Who are taking these Chips..

Sanjay Ladha: So, I guess…

Mr. Pratik R. Jaju (Executive Director): Our capacity is quite small compared to the market size. Presently, already approximately 4,000 tons is being manufactured per day for these chips, and we are only manufacturing 400 tons. That is only 1 /10th… only 10% of the market capacity.

Sanjay Ladha: No problem, sir, we'll take this offline, if possible. Sir, I also wanted to understand, when we say we are doing value-added products in fine denier, catonic, where are these products used? Can you be a little more.

Mr. Pratik R. Jaju (Executive Director): Yeah, especially in the textile industry only, but in textile industry, there are a lot of What you can say, there are a lot of, style of weavings been done. Now, value… why this is called value-added yarn? Because it has a niche market, and you have to… and this is a very sensitive product, so you have to be very cautious while making it, you have to do a lot of changes frequently, and that is why you get better margins on it. You need specialized lines, you need small lines, where big players are not able to give those lines. And that is why we are focusing on that. We have a big marketing team, and I personally have been doing value-added yarns for more than… my personal experience is for more than 15 years on these yarns, and that is why I have a good market. And that is why I'm able to market properly.

Sanjay Ladha: Sir, I guess, somewhere I read in the presentation, we are looking for a revenue around 1300 crore in FY27.

Mr. Pratik R. Jaju (Executive Director): Yes?

Sanjay Ladha: Can you explain me, which segment would it be to drive the growth, and how are we, you know, factoring that growth, at this point of time?

Mr. Pratik R. Jaju (Executive Director): See, our, based on our present capacity and the 40 tons expansion which is already commissioned, calculating everything and the revenues we have, done in the first two quarters, if you see if we are right on the right track of achieving the 1300 crore revenue target.

Sanjay Ladha: Okay, and so for this,

Mr. Pratik R. Jaju (Executive Director): We are calculating that, we are calculating that on the running capacity only.

Sanjay Ladha: Okay, and so for this, we will not need further, working capital requirement, which we want, which is already there.

Mr. Pratik R. Jaju (Executive Director): Yes.

Sanjay Ladha: So, and basis on that, we are saying that on 1300 crore, we are able to do 5-6% of EBITDA margin, or this can be able to increase from here on. Is that… is there any possibility?

Mr. Pratik R. Jaju (Executive Director): In the current year, we are expect… we are, targeting to achieve the 5% to 6% EBITDA margin on this turnover. Obviously, when we are talking on percentage, it is on… based on the turnover as well, only. We're trying our best to do that, but we expect a good, comeback of the market in the remaining, months. And obviously, based on that, we are targeting it.

Sanjay Ladha: Sure, sir. Looking forward to meet you, since we are also from the Surat, so we'll definitely try to…

Mr. Pratik R. Jaju (Executive Director): Almost, you're welcome. You're welcome.

Sanjay Ladha: Thank you, thank you so much, Thank you.

Mr. Rohan Dipakbhai Modh (Executive Director): And just one thing I want to add on that, sir. the Ganesha Ecosphere into the recycling chips, not the virgin chips. So, both are the totally different, kind of segment. First is virgin, and the second one is, recycling chips and if you see the Virgin chips market for the FY26 and 27 outlooks is 18.10 million metric ton. In the cycle, the cheapest market is only 6 million metric tons, in a year in India.

Sanjay Ladha: Okay.

Mr. Rohan Dipakbhai Modh (Executive Director): So that is the completely different market size.

Sanjay Ladha: Okay, understood, sir. Thank you so much for clarifying.

Mr. Rohan Dipakbhai Modh (Executive Director): Yeah.

Mr. Pratik R. Jaju (Executive Director): Thank you, Mr. Sanjayji.

Mr. Rohan Dipakbhai Modh (Executive Director): If you want to compare Ganesha Ecosphere with… you can compare with the JB Ecotex, either compare with the Alliance Fiber. They are there, competitors.

Mr. Pratik R. Jaju (Executive Director): They are making the same products.

Mr. Rohan Dipakbhai Modh (Executive Director): Yeah, same products. We are making the different, product.

Sanjay Ladha: So, sir, when we say… I'm sorry, can I… can I ask again the question, if that's possible?

Finportal Investment: Is possible, you can just,

Mr. Pratik R. Jaju (Executive Director): We can do one-on-one later.

Sanjay Ladha: Oh, sure, thanks, thanks a lot, sir. No problem, thank you.

Finportal Investment: So we have a question in the chat box, I'll just read out the question. What is the expected timeline for commercial operations and revenue contribution from the Nakoda Phase 3 plant?

Mr. Pratik R. Jaju (Executive Director): The timeline, the commercial, the commercialization, or the plant will start, by second quarter of the, FY28.

Finportal Investment: And also, sir, the revenue contribution.

Mr. Pratik R. Jaju (Executive Director): Yes. Once a plant is fully operational, from that plant, we can expect a revenue of around 1200 crores. In a year.

Finportal Investment: Okay, so the next question is, how is the company seeing demand trends across its polyster yarn and PET chips product portfolio?

Mr. Pratik R. Jaju (Executive Director): As the, what you can say as the war is over and the prices are getting reasonable, we are expecting a very good demand in the coming, remaining months of this year.

Finportal Investment: Okay, sir, we have a follow-up question from Anand Gupta.

Mr. Pratik R. Jaju (Executive Director): Yes.

Finportal Investment: Anand, you can unmute yourself and ask questions.

Anand Gupta: Yeah, I have done it twice now. Can you hear me now?

Mr. Pratik R. Jaju (Executive Director): Yes, yes.

Anand Gupta: Okay. So what would be the… Approximate H2FY27 depreciation.

Mr. Pratik R. Jaju (Executive Director): Rohan, will you take this?

Mr. Rohan Dipakbhai Modh (Executive Director): Around roughly 5 crores only. Same.

Anand Gupta: So, sir, H1 is 9.22, right? So you're saying the whole of H2 will be just 5 crores?

Mr. Pratik R. Jaju (Executive Director): No, no, no, no, no.

Mr. Rohan Dipakbhai Modh (Executive Director): No, no, only one quarter I'm saying 5 crores, for the only one quarter.

Mr. Pratik R. Jaju (Executive Director): Half yearly is… okay, yeah, 6 monthly is around 9.22, so the second 6 monthly will also be the same, approximately.

Anand Gupta: Okay, got it. And sir, I have a last question. I need the power cost for FY26 and H1FY27, the power cost.

Mr. Pratik R. Jaju (Executive Director): H1… Half yearly, I guess, power cost. The power cost in the H1 of FY26 was approximately 39 CR.

Anand Gupta: The H1FY26 or H1FY27, can you please reconfirm?

Mr. Pratik R. Jaju (Executive Director): Sorry, for the current financial year.

Anand Gupta: H1FY27.

Mr. Pratik R. Jaju (Executive Director): Yes.

Anand Gupta: So, can you come again with the number, please, for H1FY27?

Mr. Pratik R. Jaju (Executive Director): That is what I'm saying. For the current year, from April to August-September 2026, our power cost was 39 CR, which is apart… apart from the fuel cost and anything, this is only power cost.

Anand Gupta: Got it. And so, what was it for FY26? Would you have that number?

Mr. Pratik R. Jaju (Executive Director): Oh, sorry, I don't have it right now.

Anand Gupta: Okay. So that's pretty much from my side. Thank you so much for answering all my questions.

Mr. Pratik R. Jaju (Executive Director): Yes, thank you.

Finportal Investment: Sir, we have, we have questions in chat box, I'll just read out the question. DTY, POY, PET chips, which segment will drive FY27 growth of 30 plus percentage?

Mr. Pratik R. Jaju (Executive Director): plus 30%, PET chips and FDY, not DTY POY. The PO and DTY are the same, we have increased our production in FDY, and so we expect FDY and PET chips to drive the plus 30%. revenue growth.

Finportal Investment: Sir, the, next question is, please give recording… please give recording or plan systematic visit from Surat for those who attended to the request.

Finportal Investment: Oh, okay.

Mr. Pratik R. Jaju (Executive Director): We'll give the recording, yeah.

Finportal Investment: The next question is, who are the target customers' industries for these high-value applications?

Mr. Pratik R. Jaju (Executive Director): So, the target customers and industries, we are B2B. So, yes, our target customers and industries are business owners only who, takes our raw material and convert it to further, finished products. We are textile-based, so our customers are also textile-based. The high-value applications, like Dop Dyed, Bright, Catonic, are all textile-based products. Using various textile applications.

Finportal Investment: Okay, so for now, all the questions have been answered. Participants are requested who…Who wants to ask questions are requested to raise their hand or type them in the chat box. Participants are requested to raise their hand or type the question.

Mr. Pratik R. Jaju (Executive Director): As there are no more questions, we can conclude the meeting.

Finportal Investment: Yeah, so as we have no more questions… sir, that is a question in the chat box. What is the company's strategy to increase the contribution of value-added and specialty yarns to its overall revenue?

Mr. Pratik R. Jaju (Executive Director): Our strategy is very simple, we are increasing our value-added yarns and, the contribution, gradually, by establishing the sale market first, and, researching and developing new products. These products, once they're developed and given in the market, and once they're approved, then we get the repeat orders very easily. So, our strategy is very simple to continuously develop new products and given the market.

Finportal Investment: Okay, we have one more question, that is, any plan for forward integration?

Mr. Pratik R. Jaju (Executive Director): Yes. As I informed you, conversion of POY to DTY and then selling it in the market. So, increase in DTY production is, on the books. So, yes, we are studying the potential growth and everything of, to convert our POY to DTY and then selling it in the market. That is forward integration.

Finportal Investment: Okay, sir. Thank you for the engaging discussion, and now I invite the management to share their closing remarks.

Mr. Pratik R. Jaju (Executive Director): Thank you, everyone, for participating and showing trust and confidence in our company. We are very sure to achieve the desired results in the current financial year, and look forward to much growth of Sumeet Industries and our investors in the coming years. Thank you very much.

Finportal Investment: On behalf of Sumeet Industries Limited, thank you for joining today's call. You may now disconnect.

Mr. Pratik R. Jaju (Executive Director): Thank you.

Mr. Rohan Dipakbhai Modh (Executive Director): Thank you, ma'am.