SHIVALIK

Shivalik Bimetal Controls Limited

Transcript of 42nd Annual General Meeting

Wednesday, September 02, 2026, 10:30 AM IST

Attended by Board of Directors and Key Managerial Personnel:

Mr. Narinder Singh Ghumman- Chairman & Whole Time Director
Mr. Kabir Ghumman- Managing Director
Mr. Sumer Ghumman- Whole Time Director
Dr Shrikant Baldi- Independent Director
Mr. Sudhir Mehra- Independent Director
Mr. N.P. Sahni- Independent Director
Mrs. Sukrita Goyal - Independent Director

Mrs. Aarti Sahni- Company Secretary

Mrs. Aarti Sahni: Good Morning and warm welcome to the shareholders, members of the Board of Directors, Auditors and Scrutinizer, who joined us today in the Annual General Meeting of the Company. I, Aarti Sahni, Company Secretary & Compliance Officer of your Company joined this meeting from Delhi i.e. Corporate office of the Company through Video Conferencing mode as per the provisions of the Companies Act, 2013, SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and various other circulars issued by Ministry of Corporate Affairs & SEBI.

The notice of AGM through Video Conferencing was sent via electronic mode to all the Shareholders on August 11, 2026, by NSDL, whose email ids were registered with the Company and the depositories on cut-off date i.e. August 07, 2026. The facility to attend the meeting through VC was provided to all the shareholders of the Company on first come first serve basis only, pursuant to MCA Circulars. As the meeting is conducted through VC, hence attendance through proxies is not allowed.

Further, this is to inform that all the members joining the meeting are put on mute mode by default to avoid noise and disturbance during the proceedings of this meeting for smooth and seamless conduct of the meeting. Once the question-and-answer session begins, the name of the registered shareholders, who have registered themselves for speaker, will be announced and thereafter the microphone and speaking facility will be unmuted by the host.

Once the Shareholder unmuted, he or she is requested to turn on their camera and start speaking by mentioning their name, folio number/DPID and Client ID and the location from where he or she is joining the meeting. If for any reason he or she is unable to join through video, the speaker shareholder may continue to speak through Audio mode only. If there is any connectivity issue at the speaker end, we will request the next speaker to join and once the normal connectivity is re-stored for earlier speaker, he or she will again be requested to speak after other registered speaker complete their turn.

Now, I request Mr. Narinder Singh Ghumman Sir, Chairman of the Company, to proceed for the 42nd Annual General Meeting.

Mr. Narinder Singh Ghumman:

I, Narinder Singh Ghumman, Chairman & Whole Time Director of the Company welcome you all to the 42nd Annual General Meeting of Shivalik Bimetal Controls Limited which has been convened through video conferencing mode. I am joining this meeting from Solan, at the registered office of the Company.

Before we begin, it is my sad duty to inform you that our colleague and the Independent Director, friend Mr. Swarnjit Singh passed away yesterday. Could we all have a moment silence in remembrance of our departed friend?

I request the host to confirm the quorum.

MAS Host: Sir 64 people joined.

Mr. Narinder Singh Ghumman:

I confirm the requisite quorum for the meeting is present, I would like to call this meeting to order. To continue with the formal proceedings, I now hand you over to Mrs. Aarti Sahni, the Company Ssecretary. Ok Aarti.

Mrs. Aarti Sahni:
Thank you so much, Sir. Now, I would like to introduce Directors of the Company present in the meeting through Video Conferencing.

Mr. Kabir Ghumman, Managing Director of the Company joined from Solan, the registered office of the Company.

Mr. Sumer Ghumman, Whole Time Director of the Company joined from Delhi, Corporate office of the Company.

Mr. N. P. Sahni, Independent Director and Chairman of the Audit Committee of the Company, joined from Delhi.

Mr. Sudhir Mehra, Independent Director and Chairman of the Nomination and Remuneration Committee and Stakeholder Relationship and Share Transfer Committee of the Company, joined from Mumbai.

Apart from the Board of Directors and Company Secretary of the Company, we have joined with us, Mr. Sandeep Mor and Mr. Dilip Patidar, representatives of M/s Walker Chandiok & Co LLP- Statutory Auditors, Mrs. Rajni Miglani, Secretarial Auditor of the Company, are present at this meeting.

Mr. Amit Saxena, practicing Company Secretary has also been joined as a Scrutinizer for conducting e-voting process in a fair and transparent manner, from Delhi.

I would like to inform the shareholders that the statutory registers and other documents as stated in the Notice of AGM are available for inspection by members as per the process mentioned in the AGM Notice.

The Notice of AGM has been circulated to members of the Company through email and information regarding completion of dispatch of AGM Notice via email was published in the newspaper.

With your permission, I shall take Notice of AGM as read.

Further to inform that Auditor’s Report on Standalone and Consolidated Financial Statements for the financial year ended 31st March, 2026 does not contain any qualification, reservation, adverse remarks or disclaimer and therefore, the same were taken as read.

As the resolutions have been voted through remote e-voting, therefore as provided in the Secretarial Standards on General Meetings, there will be no proposing and seconding of resolution. A necessary explanation relating to items to be transacted at this Annual General Meeting has been provided in the explanatory statement forming part of the Notice. The resolution is a “Special business”.

With the permission of the Chairman, may I proceed with the item wise business(s).

Mr. Narinder Singh Ghumman:

Please go ahead, Aarti.

Mrs. Aarti Sahni:

Thank you sir!

Now I would like to summarize the business as stated in the Notice of 42nd Annual General Meeting.

Item No. 1- To receive, consider and adopt the Audited Financial Statements (both Standalone and Consolidated Financial Statements) of the Company for the financial year ended March 31, 2026 together with Director's Report and the Auditor's Report thereon.

Item No. 2- To confirm the payment of Interim Dividend and to declare Final Dividend on equity shares for the financial year ended March 31, 2026.

Item No. 3- To appoint a director in place of Mr. Kabir Ghumman (DIN: 01294801), who retires by rotation and being eligible, offers himself for re-appointment.

Item No. 4- Appointment of M/s Walker Chandiok & Co. LLP, as Statutory Auditor to fill the casual vacancy

Item No. 5- Appointment of M/s Walker Chandiok & Co. LLP as Statutory Auditor for a term of 5 years

Item No. 6- Ratification of remuneration of Mr. Ramawatar Sunar, Cost Auditor for the FY2026-27

Item No. 7- Alteration of the Articles of Association of the Company

As per the provisions of the Companies Act, 2013 and other applicable laws, your Company has provided e-voting facility through NSDL.

Facility to join this AGM has been made available on first come first serve basis only.

Voting through Show of hands is not allowed.

As per the provisions of the Companies Act, 2013 and other applicable provisions, the Company has provided the remote e voting facility from August 30, 2026 (09.00 A.M. IST) to September 01, 2026 (5.00 P.M. IST). The cut-off date for the same was August 26, 2026.

The members who were holding shares on cut-off date can only cast their vote for the business of the meeting.

Shareholders who have not casted their vote through remote e –voting facility, may cast their vote electronically during the continuation of this meeting or within 15 minutes from the conclusion time of this meeting, through voting page of NSDL and CDSL portal as the case may be.

Shareholders who have already voted through remote e-voting are not entitled to vote at the meeting.

Mr. Amit Saxena, Practicing Company Secretary, has been appointed by the Board as the Scrutinizer for conducting e-voting process in a fair and transparent manner.

Now I will request the shareholders to come forward and ask their questions who have registered themselves with us previously.

Firstly. I would like to call Mr.Yashasvee Kothari to ask the question. Please unmute yourself.

Mr. Yashvee Kothari:

Hello, Am I audible? Thanks for the opportunity and congratulations on the performance which we have been able to showcase this year. So my questions are primarily I would like to ask question on our new business which we are planning to set up in Pune on the Busbar and PCB assembly. So sir, like, wanted to know the updates on that business has the phase one already started because recently we also sent a notification on exchanges for phase two.

So 1st question is, if you can give some color on how are things shaping up there like has the production started, how is it ramping up on the phase one and like also like phase two is just like similar line of expansion for similar set of products or is it like we are also going to have some different kind of products on phase two? And, the purpose for phase two is it like we have cracked another set of customers or our active talks where we feel that maybe this product can again come in. So, 1st question on the busbar and PCB assembly, if you can maybe give some color like where is the Pune CapEx like currently turning around like has it started or are we facing problems there?

Sir, second customers on the shunt business, so basically recent only when we look at the data around the globe, so again electric vehicles have started to pick up and our largest customer has also been growing its order book which gives us a strong visibility for our performance. But sir apart from that, I wanted to know from you on maybe different set of customers with we are able to crack across the globe, which we make we feel that can become sizable as them, maybe if not in one, two years but three, four years. So are we looking at that direction with that customer or those sort of customers which we have been able to maybe win over last maybe two or three years and then see the same run rate at what we see with our largest customer.

Sir like a 3rd question again on the overall bimetallic strip business when we look at like India has maybe three, four players and then around the globe, then there is like Europe as a geography, if I look, the major players have been shutting down is what we understand. So, maybe some color on that part of geography as well like because that has been a cash cow for us for a long while and on that basis we developed the shunt business and then now using both this business we are like going into the busbar and PCBA part. So just some color on the global supply scenario of the bimetallic strip, like where it is currently maybe shaping up and does that give a structural edge to Shivalik or we see that sooner or later the supply can come in. So your comments or maybe a little comment on that on the bimetallic.

And one last question on the contacts business. So sir like I mean, we have been following the con calls and I mean even you have clarified that silver pricing has been playing a role in that but again apart from that, volume growth has been significant in that business. Sir, like in presentation because we give a lot of data on volume for shunt and bimetallic strip we have not started, but maybe if we can get some more data in the presentation to understand the volume metrics on the electric contacts business or some more guidance on how do we see this business ending up maybe because e.g. from what I understand again is like, one of our listed here, e.g., you can correct if I'm wrong, but Modison is one of them who is maybe in similar, if not same, but similar line of business and have been aggressively guiding a large set of growth on that. So on electric contact even this quarter because, a large chunk of our revenue was from that. So, need some more better clarity if you can maybe provide us on the electric contacts. And if you'll allow I'll ask maybe one last question so because we have one anchor customer for.

Mr. Sumer Ghumman:

I'm sorry to cut you. I would request that if you can ask one question or two questions at the most at a time because I don't, we don't even remember the first question. So can we go one by one.

What you have asked actually covers all of our business. So what I can do is to make things easier for you, we can, we can start we started with Pune, of course when we talk about phase one and phase two, it's exactly for the same product. These include CCS assemblies to begin with and then in the future possibly certain other types of, you know, forward integration assembly opportunities which have not really started yet but CCS is what we have started with. Why these two, why this setup was done in two phases because we needed to develop certain designs for customers in a shorter period of time and we had to do it in two phases because the smaller unit was faster to set up. So we started that phase 1st in order to not delay things for the customer. And the phase two is simply our internal term that we use for the main plant, which will be ready by towards the end of October -mid November where from where everything will be then clubbed. So that plant overall is currently meant for the CCS assemblies for specifically for two wheelers and eventually with the space of expansion and development for four wheelers and other models of two wheelers as well. So, so currently it's starting at that and then real phase wise product differentiation will take place as we go along from that point. So currently it's only for that, that one product.

Mr. Yashvee Kothari:

And like the ramp up has started for a phase one.

Mr. Sumer Ghumman:

We are already in regular production and we've already started supplying to the customer for whom it was started.

Mr. Yashvee Kothari:

Got it got it and so like yeah you can continue.

Mr. Sumer Ghumman:

And then before we get into contacts and bimetal, I think you had asked one more question related to shunt. You were talking about global business and of course that has, that is exactly what we are doing. We are developing customers all over the world. In fact, most of our developments were with export oriented export related customers. Most developments were related to that. It has only been more recent and this of yours. This has been more recent because the EV markets of the EV markets has a final product, but EVs as an ecosystem for their components that go into various parts of EVs, that has been really developing quickly in India and partly it's because of the push of the government towards these kind of creating this kind of an electrical electronic ecosystem.

Also because there's a demand increase of the final product and we have seen that recent announcement or recent changes areas are making the EV market pick up specifically in two wheelers and also considerably in four wheelers as well. So the opportunity in India is actually where we are at this point of time is turning out to be as important or in some ways even more important than our global opportunity. So we are working on both. So export obviously remains our primary thing. That's what we were always doing in the 1st place. And now along add to that the opportunity in India so you know lot of opportunity, new opportunity here coming up.

Then I'll just quickly go over the contacts and some of bimetal business is basically, you know, I'm not sure what you mean when you say there are companies shutting down. This has happened in the past. A few of our competition more than a decade ago got out of this business, but there are. It has sort of gotten better with the last six year players across the world, I think they've already have a very well defined wallet share given to each one of those suppliers. Most of those suppliers are you know trying to the top four or five switch gear manufacturers including Shivalik. So the bimetal business is very well defined now with added capacity and certain price advantage or maybe, you know, a few changes here and there in strategy we can get additional wallet share.

Other than that, you know, the bimetal business remains a strong you know it has a strong foot for foothold in the global market which is like a bread and butter business which is more definitely more predictable than than any of the other opportunities that we are pursuing. Regarding electrical contacts yes, we have a lot of growth there because mainly that growth is coming from the large addressable market that contacts have.

Contacts come with the, you know, high heavy material cost of silver, so the gross margins are lower, but also alongside that it has a higher addressable market, so even with a smaller capture and market share or small percentage increase in market share we can gain a lot of volume. So what what we are seeing in the, in the electrically contact business is that with our new added capacity and with a new plant which is functional from earlier this year the we've been able to get and so there has been volume growth, but of course coincidentally it's been coupled with the silver price increases as well.

So what you see in the total top line is roughly 50% of that or half of that growth is attributed to material and the other half is actual product increase as well. So it's a sort of a, you know, secured position to be in wherein the materials. Not that the materials directly make them make much of a difference. It does have a very small impact on the profitability levels because certain you know charges linked with the materials cost, but more or less the real profitability growth of the business or the real improvement in financials that you see as a, as a subsidiary are coming from business growth because not only has business grown, but it's also gone more into a higher value add type of business product mix.

So if you see that, you know, it's also the improvements coming from going into more types of products, value added processes rather than just using a lot of work. So, so, so the product mix is. in an ideal situation as far as the market of silver and materials in general for even other product goes that we have no control over so we can't really say. We just have to keep ourselves protected from these wild swings. I would say the last one and a half two years for all not just not just for silver, but for all types of materials that we purchase or all commodities that have an impact on us, we've just made ourselves more our system stronger made ourselves more resilient so that these swings don't have much of an impact on our business, but that's not the business that we are in. As, as these materials go up in value, they can also come down in value. So our aim is to not let our business get affected by that or to have the least impact, of course.

Mr. Yashvee Kothari:

Got it. That's it like and wish you good heath Narendra sir. We met you at the AGM last year and have been like following that since a while. So wish you good health. Thank you for answering in details sir. Thanks.

Mr. Sumer Ghumman:

Thank you.

Mrs. Aarti Sahni:

Thank you. Thank you. Secondly, I would like to call Mr. Davinder Kaur to ask the question.

MAS Host:

Mr. Davinder Kaur has not joined the meeting.

Mrs. Aarti Sahni:

Okay, we can go for the next. Thirdly, I would like to call Mr. Praveen Kumar to ask the question.

MAS Host:

Mr. Praveen Kumar, please unmute yourself.

Mr. Praveen Kumar:

Hello, I am audible. Yes, sir. A very, very good morning to my honorable respected chairperson, respected MD, respected Board of Director, my fellow shareholder, myself Praveen Kumar, and I'm joining this meeting from New Delhi. So few observation which I love to share with the entire house. A, thank you very much for your elaborate, in-depth address to the shareholder. You almost cover everything beautifully and for a retail investor like me, with a company for more than a decade deepest respect for the entire management team. It was very very informative. Thank you very much preparing your speech ethically and due respect to my earliest speaker, it was healthy Q&A, I don't repeat them just for the sake of this, but yes, a small question sir.

Under CSR initiative, what kind of initiative we are taking to build in India in a very, very constructive way, please let us know. And one more thing which I love to add here is if you see respected Chairperson last year under review, war is going on around the world and our Donald Trump uncle to the world. Every other week he comes with different tax slabs to disturb the whole market, the heat will be impacted in India also in our home country also. If you see the oil price, the gas price, the commodity price, they go roofed off, I mean something which is so unconformable, there are so many barrier concerned but despite those challenges, those concerned, under your leadership respected chairperson, our company is coming out with very, very satisfactory result. I truly salute your leadership, your focus approach, and your dedication and devotion to bring sustainable value for a retail investor like me. I wholly support all the resolution which you set up for the notice today, my unwaving support is always there for you. I just pray to the God that he will bless you with all the positivity. And one more thing which I love to add here our 1st speaker, he asked a hundred and ten questions, please sir. It is my humble request. We will you know send you the personal detail. I mean, he asked the whole business. I mean, I don't know he want to venture into that business or something like that. I can't make it out Sumer sir, so make sure it is the general observation the retail investor is sharing. But thank you very much for you know coming out as a superstar, just start to answer all the questions but time constraint is there and for us we are in the line, we are waiting for a turn.

And one more thing which I love to address here is our respected Company Secretary Madam Aarti ji, our investor relation officer, Deepak Ji, they are the biggest asset. Mark my Words, on even during the course of year. The business channel where there are so many update and rumours and all that and we if you have any update that we got the ethical reply, they truly boost moral as far as our investment in the company is concerned. Thank you sir, for patiently hearing and thank you for this opportunity. At the end I wish you all the luck and all the best. Jai Hind sir. Jai Hind.

Mr. Narinder Singh Ghumman:

Jai Hind, Praveen ji. I'd just like to answer your question about Trump uncle. Uncle Trump caused us a problem last year and the whole of the year and a part of this year we have been working around the ways to get around all the tariffs and other things that he did and, and one of our solutions between our customer in the US and us was to do what they were doing in the US to do it, in India for the global market. So, that's what we did and as a result, we are, we have a product with greater added value, going into the market and, to the world market and where Uncle Trump cannot interfere with it.

Mr. Praveen Kumar:

Thank you, sir. I know I have great trust in your ability. You will manage those situations beautifully. So road is very, very clear for us. The future is so bright. Thank you sir. Thank you very much.

Mr. Narinder Singh Ghumman:

Good. Thank you, thank you.

Mrs. Aarti Sahni:

Now, I would like to call Mr. Gagan Kumar to ask their question.

MAS Host:

Mr. Gagan Kumar has not joined the meeting.

Mrs. Aarti Sahni:

Now, I would like to call Mr. Raju Verma to ask their question.

MAS Host:

Mr. Raju Verma, please unmute yourself. Mr. Raju Verma, please unmute yourself.

Mrs. Aarti Sahni:

It's ok, can we call another member? Now I would like to call Mr. Gaurav Kumar Singh to ask the question.

MAS Host:

Mr. Gaurav Kumar Singh has not joined the meeting.

Mrs. Aarti Sahni:

Now, I would like to call Mr. Chetan Chadha to ask their question.

MAS Host:

Please unmute yourself, Mr. Chetan Chadha. Please unmute yourself.

Mr. Chetan Chadha:

Yeah, can you hear me? Thank you sir. Thank you so much to giving me the chance to speak with you. Myself Chetan Chadha and I'm joining this AGM from Delhi and I'm really thankful to the moderator and the Company Secretary department who have given me the chance to speak with you. First of all, aapne Sir bataya ki Uncle Trump jo hein, unka kaafi impact nahi rahega, lekin sir volatile volume jo hai, unki kuch na kuch speech aane se market mein jo raw material hai, usme kaafi changes aa jaate hai. Iska impact humare upar kya padhta hai? Thoda sa zaroor aap iske baare mein bataiye. Jaha tak sir meri ek request rahegi ki apni factory jo hai Solan mai hai aur hum pehle physical meeting karte the Solan mein, toh yadi agar government ek norms laana chah rahi hai ki teen saal mein ek baar physical meeting karein, toh mai aapse ek request karna chahunga ki agar aap AGM physical bhi karein toh hybrid model karein. Iske liye humare moderator jo hein wo saksham hein hybrid model mein karane ke liye bhi, unhe kaafi accha experience hai kyuki wo aur companies ki meetings bhi hybrid mode mein karate hein.

Toh agar physical meeting bhi karein to hybrid model mein karein taaki hum Delhi se judd paayein. Jaha tak ki sir mai ek aapse request aur karunga ki agar possible ho toh, October-November mein, after Diwali ek factory visit ka plan rakhein, jo speaker shareholders hein aur unhe Delhi se kis tareeke se leke jaya jaa sakta hai aur apni factory visit karayi jaa sakti hai, kyuki aapne long time se factory visit nahi karwayi shareholders ko.

Jaha tak ki sir humari net worth jo hai wo 481 crore ki ho gayi hai aur 300+ customers hai humare aur 38 countries ke andar abhi hum jo hai services de rahe hai, next financial year mai kya hum other countries, 38+ countries se aage badhane ka koi plan out kar rahe hai, ki isse 38 se 40-42 countries mein expand karne ka kya plan hai, iss baare mein thoda bataiye. Jo footprint hai use kitne time mein badhaane ka soch rahe hein.

Jaha tak sir humne gross margins ki baat rakhi hai, 45% ke around hum le ke chal rahe hein lekin sir ye competitive market hai aur hum agar apne margins mein koi bhi rationalised changes nahi laate, toh next financial year mein humara roadmap plan kya rahega, kyuki margins humaare kaafi healthy hein aur revenue tabhi last year ke mukable humne use badhake 231 crore ke around humne kiya hai. Ye accha marvellous raha aur aapne shareholder ko dividend interim bhi diya aur final bhi de diya hai, iske liye bhi hum aap logo ka dhanyawaad karte hein. Lekin jo gross margins hai usme koi change out na aaye, usko hum maintain kar ke chalein aur commodity market ke andar hum isko badha ke rakhe, iska aapki jo planning hai uske baare mein zaroor batayein.

Issi ke saath mai aap logo ka dhanyawaad karunga aur last aap logon se, Secretarial department se ek hard copy of Annual Report ki request kari thi, iske liye aap logo ko thank you. Thank you so much.

Mr. Sumer Ghumman:

Raw materials se related I think aapne jo sabse pehle question poocha tha, usme humara of course jis tareeke se pricing both purchase mai or customer ko sale pe rehta hai, usme humaare ko raw material ka bohot minimal impact rehta hai. So hum planning pricing ki both purchase and sales side aise leke chalte hein ki humme both raw materials ka impact humme na pade because agar hum aisa allow karenge materials ka impact price pe aana, toh humara margin bhot zyada vary karta jayega, as you can imagine ki quarter to quarter and year to year. Toh humare size ke business ke liye aur humaare specialized type ke business ke liye agar hum materials ko jitna pass-through mode ke through hi chale, utna humare liye safer hai. Kuch portion humesha exposed rahega because there's going to be some inventory etcetera or development materials but who ek chota percentage rehta hai.

Mrs. Aarti Sahni:

Thank you, Sumer sir. Now I would like to call Mr. Vimal Jain to ask the questions.

MAS Host:

Mr. Vimal Jain has not joined the meeting.

Mrs. Aarti Sahni:

Ok. Now I would like to call Mr. Krishan Lal Chadha to ask the questions.

MAS Host:

Mr. Krishan Lal Chadha, please unmute yourself.

Mrs. Aarti Sahni:

Ok. Now I would like to call Mr. Manjit Singh.

MAS Host:

Mr. Manjit Singhy has not joined the meeting.

Mrs. Aarti Sahni:

Right, thank you. Any other shareholder who wants to ask the question? Please raise your hand.

MAS Host:

Just four persons have raised their hand.

Mrs. Aarti Sahni:

Ok. I think Miss Mahek. One by one, you can unmute yourself.

MAS Host:

Mr. Mahek, please unmute yourself.

Mr. Mahek:

Yeah, hello. Am I audible? Yes, yes. Yeah, thank you so much for the opportunity. So, should I go one by one or should I give all questions at a time?

Mrs. Aarti Sahni:

So one or two questions you can ask at a one time, please.

Mr. Mahek:

Okay, so one we have recently announced phase two CapEx of our plant which you just mentioned that it is our main plant. So is it for the same customer for whom we are manufacturing in the plant one or we have a different customer for this new phase and are the, all is the customer which we are catering to currently the Indian two-wheeler EV customer or is it for the export market?

Mr. Sumer Ghumman:

It's for Indian EV two wheeler for multiple OEMs and currently to begin with one tier one manufacturer, but alongside that we'll be also working for certain developments as the plant is ready for multiple customers. So it is to begin with one tier-one manufacturer for multiple OEMs and thereafter it will be just this plant or your investment is not being designed specifically keeping in mind one, one customer because we consciously make efforts to ensure that our exposure is not to just one type of customer or one product. It's you know, we don't, we don't want to be in that position.

Mr. Mahek:

Okay, and what is the revenue potential from the phase one and phase two overall?

Mr. Sumer Ghumman:

Phase one and phase two which will require 25 somewhere between the 25 to 35 crore, let's say 30 crore CapEx, because some of the high cost CapEx for this business is already done at the existing facility in Solan. So that 30 crore of CapEx will can generate somewhere between a 250 to 300 crore revenue potential.

Mr. Mahek:

So this is including phase one also.

Mr. Sumer Ghumman:

Yeah. Phase one and phase two is actually just more of an internal term that we use, like I said that phase one we had to set up because we needed a place very quickly to start producing and the larger plant would have taken a longer period of time. We didn't want to do it at the cost of delaying business for the customer. So for the sake of the customer we decided to split it, even though it led to certain temporary cost increase but we had to do it for the customer.

Mr. Mahek:

And can we increase the revenue potential from the same plant without any further CapEx like 2x.

Mr. Sumer Ghumman:

Though for machine, more CapEx will be required. The plant is equipped to double its capacity, basically go to even 500 crores if the product types develop in that direction and we get into other types of products over there. We have the space availability to double the capacity of that plant. So we've chosen the location as well as the, that particular facility keeping that expansion potential in mind.

Mr. Mahek:

Okay and so similar to this in the CCS system, will we be using our bimetals and shunts or it will be dependent on the customer's request?

Mr. Sumer Ghumman:

No, some of our existing products will be used in the products that we make over there.

Mr. Mahek:

Okay, so are you saying both?

Mr. Sumer Ghumman:

No, thermostatic bimetal doesn't have anything to do with this product type. Having said that, if in the future any opportunity comes where a thermostatic bimetal or a similar kind of a joint material which requires those processes can be, you know, shared over there or be used for a different kind of product, we don't know that it is but yes, having a facility like that in a different geographical region gives us the possibilities to explore certain things like that. So nothing identified at this point, but yes, future opportunities could be there.

Mr. Mahek:

Okay, and are we planning any more tie-ups in this busbar or PCBA facility.

Mr. Sumer Ghumman:

You mean like a, like a technological tie-up or a joint venture type?

Mr. Mahek:

Customer tie-ups, kind of customer tie-ups. Yeah.

Mr. Sumer Ghumman:

Sorry, I didn’t get you.

Mr. Mahek:

I was asking for the customer tie-ups.

Mr. Sumer Ghumman:

Yes, yes of course. The idea behind that to be developing this for all target customers for, who would require this kind of components. So a lot of those are imported at this point and a lot are under development and a lot of those are you know in the future going to be made. So our aim is to target all of that business.

Mr. Kabir Ghumman:

And so that there are multiple projects that are running in parallel, which are currently in validation and testing, which will go into mass production later.

Mr. Sumer Ghumman:

Right, and it covers many, many different types of customers. In fact, it covers many different types of, so let's assume for a second that there's a heat up in the EV market, fine, that's good for us. Great. But a lot of these trained application is in non-EVs as well. So our aim is to have an old array of products like that similar to that, which can cater to both EVs as well as the other types of vehicles as well. So we are not again dependent on the EV market or the success of the EV market. Today, you know, the policies are favoring the EV push, maybe in the future things are different, so we don't know, but our aim is to cover everything and not be dependent on just EV success alone.

Mr. Mahek:

Okay, understood. Thank you. Thank you so much.

Mr. Sumer Ghumman:

Thank you.

Mrs. Aarti Sahni:

Thank you Mahek. Now, I would call Mr. Parmod Kumar Jain. Has Parmod Kumar joined? Host, can you unmute Mr. Parmod?

MAS Host:

Mr. Parmod, please unmute yourself. Mr. Parmod Kumar Jain, please unmute yourself.

Mrs. Aarti Sahni:

It's ok. Due to time constraint, we can take only one more shareholder to ask the question. Is Mr. Raju Verma there who has not joined earlier? Has Mr. Raju Verma is joined now?

MAS Host:

Mr. Raju?

Mr. Raju Verma:

Namashkar, mai Raju Verma, Delhi se bol raha hun. Aap sabhi ka dhanyawaad karta hoon. Mujhe iss AGM mein bolne ka mauka diya aapne. Mera question 1 hai ki sir aap silver copper ke keematon mein utaar chadhaav ko manage karne ke liye kya strategy apna rahe hein?

Aur 2nd question ye hai ki export markets mein PAT ko majboot karne ke liye company kya yojana bana rahi hai?

Thank you so much.

Mr. Sumer Ghumman:

So, actually jo bhi commodity materials hai jinki prices up and down jaati hein regular basis pe, unka humpe impact nahi aata hai ya bohot minimal aata hai. Because jis rate pe hum buy kar rahe hein, humare formulas jis tareeke se bane hein, hum both from purchase side and selling side, jisse wo pass-through hota hai material ka aspect. So jo hum pay kar rahe hein copper ke liye ya nickel ke liye jo bhi silver ke liye, wohi cheez hum exact same rate pe hum recover karte hein. Certain areas exposed rehte hein obviously, kuch development materials hote hein, kuch scrap hota hai, so that we try to minimize by keeping efficient processes taaki uska impact kamm se kamm ho. So that is the only way, aur koi tareeka nahi hai, aap kisi bhi tareeke se apne business mein allow nahi kar sakte metal swings ko aana because then you know speculation aapke kaam mein chali jayegi and that is very dangerous to go down that route.

MAS Host:

Please unmute yourself. Mr. Parmod, please unmute yourself.

Mrs. Aarti Sahni:

Host we can take this as a last shareholder to ask their question. Another one, may I request the other shareholders.

MAS Host:

Mr. Parmod, please unmute yourself.

Mrs. Aarti Sahni:

I think there is some technical issue.

May I request all other shareholders to kindly send their queries on the email.

Mr. Parmod Kumar Jain

Namashkar, mai Parmod Jain, Delhi se. Chairman sir, Board of Directors, Secretarial department ka bohot bohot dhanyawaad karta hun, iss AGM mein aapne mujhe bolne ka mauka diya. Sir mai jaan na chahta hun ki FY2025-26 mein Company ka consolidated revenue 12% badh kar 570 crore raha hai lekin standalone iss saal par volume growth kaafi hadh tak sthir rahi hai, aane wale samay mein volume growth ko badhaane ke liye Company ki kya ran-neeti hai? Kya hum volume mein koi bada jump dekh rahe hein?

Second, management ne bataya ki Company ab keval basic strips, coil bechne ke bajaye engineered components aur assemblies ki taraf shift ho rahi hai, humari Pune facility ka vartamaan capacity utilization kitna hai? Iss value added segment se agle 2-3 saal mein margin ko kitna boost milega?

Thank you sir, namashkar.

Mr. Sumer Ghumman:

Iss saal business increase jo hua wo itna overall numbers ne itna show nahi kiya because ek jagah 5 ya 6 new customers sustainable add hue aur doosri taraf ek bade customers ki decline thi, so numbers toh ab jo decline wale customers the wo bhi recover kar rahe hein, so with that added business and iski recovery ki wajah se ab aap aane wale iss saal mein and agle saalo mein you will see both topline ki growth bhi hum expect kar sakte hein ki positive direction mein rahegi.

Plus humne jo ye 3-4 cheezein add ki hein, new product add kare hein as well as jo humne investment ki hai new plant mein, waha se bhi fast top line growth ki wajah se ab jo aane wale let us say, 6 ya 8 quarter ke andar humme top line as well as bottom line growth dikhni chahiye. Having said that, jaise jaise say top line growth badhegi, hum jin-jin new products mein jayenge, kahin na kahin scalability ke saath profit badhta jayega because scalability ke saath kahin na kahin percentage mein difference aayega. Kuch jo hum new high top line ke products add kar rahe hein unka percentage margins aage aane wale time mein, percentage margin kamm hoyegi but overall profit growth hi hoyegi. So ye strategy hai scalability ke saath percentage drop zaroor karegi so hum profitability ko sustainability ki percentage ki bajaye dekhein ki profit long term mein kitna sustainable hai. Percentage kuch added businesses meim kamm bhi ho but sustainability humaara main criteria hai. Jab humme sustainability new project mein ya new process mein ya new added business opportunity mein nazar nahi aayegi, toh hum usme nahi jayenge, chahe humme usme margin bhi nazar aa raha ho.

Mrs. Aarti Sahni:

Thank you sir. Now I would like to call Vibha Pasari as last shareholder to ask the questions.

MAS Host:

Madam, please unmute yourself. Miss Vibha Pasar, please unmute yourself.

Mrs. Vibha Pasari:

Sabhi ko Jai Shree Krishna, Gujarat-Baroda se bol rahi hoon. Par aap logon ne virtual meeting rakh ke humme nervous kar diya. Mujhe toh physical aa ke aap logon se milne ka interest rehta hai. Hum aapse request karte hein ki 2027 ki meeting aap physical karwana.

Mai aapko, Kabir ji ko aur Sumer ji ko aur sabhi team ko abhinandan deta hoon ki aap logon ne bohot badiya kaam kiya hai aur 1st quarter toh bohot wonderful kaam hua hai.

Doosri baat ye hai ki Rajeev Ranjan sir shayad apni company chodh kar jaa rahe hein. Mai 40 saal se banker raha hunt oh jaise technology shareer ka blood hai, toh finance wala shareer ki reedh ki haddi hai. Toh Rajeev ji ne abhi tak jo Company mein kaam kiya uske liye unko dhanyawaad aura age unke progress ke liye bhi all the best.

Mr. Narinder Singh Ghumman:

Nahi, wo jaate nahi lekin unki wife America mein hai, unki naukri wahan hai, toh family problem tha unko.

Mrs. Vibha Pasari:

Aarti ji, aapko bhi thanks. Humko sab jaisa jaisa chahiye tha, aapne provide kiya. Aapka thanks. Mukesh bhai ka thanks aur Company ke promoters, owners, sabhi ko humara bohot bohot dhanyawaad. Jai shree Krishna.

Mrs. Aarti Sahni:

Ok sir, namashkaar. Thank you so much.

Mr. Narinder Singh Ghumman:

Thank you.

Mrs. Aarti Sahni:

Now I would request Mr. N. S. Ghumman to conclude this meeting.

Mr. Narinder Singh Ghumman:

I, Narinder Singh Ghumman, on behalf of the Board of Directors, would like to place on record our gratitude to the Shareholders, Board Members, Key Managerial Persons, Statutory Auditors and Secretarial Auditors for sparing their valuable time to participate in this meeting.
The results will be declared within two days of conclusion of Annual General Meeting. The results along with Scrutinizers report will be intimated to National Stock Exchange of India Ltd and BSE, where the shares of the Company are listed and shall be placed on the Company's website www.shivalikbimetals.com and on the website of NSDL.
Company Secretary and Compliance Officer of the Company are authorized to declare the Voting Results.
I hereby declare this meeting as closed. Thank you everyone.

Mrs. Aarti Sahni:

Thank you everyone. Thank you so much.

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