

Garware Hi-Tech

07 May 2026

Operator: Good day and welcome to Garware Hi-Tech Films Ltd. Q4 and FY26 earnings conference call hosted by Go India Advisors. This conference call may contain forward-looking statements about the company which are based on the beliefs, opinions, and expectations of the company as of the date of this call. These statements are not a guarantee of future performance and involve risks and uncertainties that are difficult to predict.

As a reminder, all participant lines will be in listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Ms. Garima. Thank you and over to you, ma'am.

Management: Thank you. Good morning everyone. I am Garima Singla, and it is my pleasure to welcome you on behalf of Garware Hi-Tech Films Ltd. Thank you for joining us today for the Q4 and full year FY26 earnings conference call. This call is being hosted by Go India Advisors. Please note that today's discussion may include certain forward-looking statements; therefore, they must be viewed in conjunction with the risks that the company faces. Today on the call, we are joined by Mr. Deepak Joshi, Director of Sales and Marketing, and Mr. Abhishek Agarwal, the CFO. I now invite Mr. Deepak Joshi to present the company's business outlook and performance, after which we will open the floor for Q&A. Thank you and over to you, sir.

Management: Thank you, Garima. Good morning everyone and thank you for joining us today. I hope you have had a chance to review the presentation that was shared earlier. Let me take a few moments to walk you through how the year unfolded for us.

Garware Hi-Tech Films Ltd. is at its heart a story of trust, resilience, and long-term relationships built over generations. While we have grown into a global enterprise, what continues to guide us are some of our core principles: innovation, integrity, and a customer-first approach. FY26 was a year that truly tested these values. The global environment remained challenging with geopolitical volatility and an elevated tariff structure across key export markets. The impact was seen in the FY26 full year, with the most impact felt during the third quarter. In such a situation, our response was not reactive but measured. We calibrated our optics to ensure supply chain continuity and, more importantly, to stand by our customers and partners. That made the difference.

Despite the challenging environment, we were able to maintain our market share across key geographies, reflecting the strength of our relationships and the superior quality competitiveness of our products. As the year progressed, this steady and disciplined approach began to translate into stronger performance. We concluded the year on a strong and positive note. Q4 was the highest-ever profitability quarter in our history. EBITDA stood at 157 crores, up 29% on a year-on-year basis, with margins expanding to 26.2%. Profit after tax stood at 108 crores, up 39.1% year-on-year, a clear reflection of our operating leverage, improved realization, and a stronger product mix. For the full year, despite the headwinds, we delivered our highest-ever revenue and profitability with revenue at 2,120 crores, EBITDA at 500 crores, and PAT at 338 crores. This performance reinforces the resilience of our business model and our ability to navigate cycles with discipline.

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While navigating near-term challenges, we remained equally focused on building for the future. We continued to strengthen our value-added product portfolio with the launch of sustainable TPU-based UV printable films, PDLC specialty films enabling privacy on demand, and advanced graphic solutions. During the year, we deepened our market presence across both international and domestic markets through strategic customer additions and channel expansion initiatives. We witnessed strong traction in the US and UK with the onboarding of several established distributors from competition, reflecting the superior quality of our product and our unmatched distribution network.

In India, we further expanded our domestic footprint by onboarding four large OEMs in the automotive segment along with seven or more strategic additions in our architectural business segment, supporting our continued expansion in the fast-growing D2C segment and enhancing our overall market reach. Alongside these efforts, our brand-building initiatives are gaining momentum with around 18 lakhs annual website visits and over 8 crores impressions annually across Meta platforms, strengthening our customer connect.

A key part of our journey has been getting closer to our end consumers. Globally, we expanded our footprint with 11 new global application studios, including in the UAE and the US. In India, our Garware application studio network has grown to over 250 locations, and we are on track to cross 300 shortly. In parallel, we are building our strong consumer-facing platform through Garware Home Solutions. With six studios already operational, we are confident of scaling this to 50 studios by the end of FY27.

On the manufacturing side, we have taken significant steps to prepare for the next phase of growth. During the last few years, we have deployed over 500 crores toward capacity expansion across two PPF lines, one sun control line, one metallizer, and one TPU and other ancillary line. These were entirely funded through our internal accruals, reflecting strong cash generation and disciplined capital allocation. We announced an additional 191 crores investment in a new sun control film line, adding around 1,200 lakhs square feet of capacity supported by advanced robotics and automation. Even after these investments, our balance sheet remains strong and debt-free with a cash reserve of 774 crores, giving us the flexibility to continue investing while maintaining financial prudence.

Looking ahead, the upcoming TPU line, expected to be commissioned by October 2026, will further strengthen our innovation capabilities. We are also encouraged by the recognition we have received during the year, including the PLEXCONCIL highest exporter award and being recognized among India's top value creators by Dun & Bradstreet. As we look forward, the next phase of growth for Garware Hi-Tech Films Ltd. will be driven by our high-value innovation-led segments, including sun control, paint protection films (PPF), graphic solutions, Garware Home Solutions, and TPU-based new products. When we step back and look at the broader picture, our marketing momentum, disciplined capital allocation, expanding D2C platform, accelerating B2B growth, and continued product innovation make us well-positioned for the next phase of growth. Thank you for your continued trust and support. I would like now to hand over to Mr. Abhishek Agarwal, our CFO, to take you through the financial performance in detail. Thank you.

Management: Thank you, Deepak. Good morning everybody. Let me take you through the key financial highlights for the fourth quarter and full year ended March 31, 2026.

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We closed FY26 on a strong note, with Q4 emerging as one of our best-performing quarters. Consolidated revenue for the quarter stood at 597 crores, reflecting a healthy 8.9% year-on-year growth along with a strong sequential recovery. EBITDA for the quarter came in at 157 crores, registering a robust 29% year-on-year growth with margins expanding to 26.2%. PBT stood at 142 crores, up 31% year-on-year, while PAT increased to 108 crores, up 39% year-on-year, reflecting strong bottom-line expansion and improved operating efficiency.

For the full year 2026, we delivered a steady performance despite a challenging external environment. Revenue stood at 2,120 crores, demonstrating resilience in the face of tariff-related disruptions in key export markets. EBITDA for the year was 500 crores, with margins maintained at 23.6%, reflecting our ability to sustain profitability across cycles. PBT came in at 446 crores, while PAT stood at 338 crores with margins improving to 16%.

Importantly, our balance sheet continues to remain a key strength. We continued to maintain a healthy debt-free balance sheet with cash and liquid investments of 774 crores at the year-end. Our disciplined capital allocation and strong balance sheet give us the confidence to pursue this growth while continuing to enhance stakeholder value. Thank you all. I would now hand it over to Deepak.

Management: Over to the moderator, please.

Operator: Thank you. Ladies and gentlemen, we will now begin with the question and answer session. Anyone who wishes to ask a question may press star and one on their touchtone telephone. If you wish to remove yourself from the question queue, you may press star and two. Participants are requested to use handsets while asking a question.

Our first question comes from the line of Mahesh Bendre from LIC Mutual Fund. Please go ahead.

Mahesh Bendre – LIC Mutual Fund: Good morning, sir. Thank you so much for the opportunity. Sir, one housekeeping question. For the full year, what proportion of our revenue came from sun control films, paint protection films, and the rest of the commodity products?

Management: Thank you, Mahesh. Our revenues for last year were almost 50% from sun control films, close to 25% from PPF, and 25% from IPD. That is the breakdown for last year.

Mahesh Bendre – LIC Mutual Fund: Okay, sure. Regarding the latest expansion plan we have prepared, when will this become operational and in which year will this start contributing to our sales?

Management: For this new sun control film expansion, commercial production is expected to start by October 2026. This will start contributing mostly from FY27, specifically in the second half of that year. Production will start by June 2027, which is Q1 FY28.

Mahesh Bendre – LIC Mutual Fund: Okay. Will this be carried out in the existing plant, or are we going to set up a new plant?

Management: This is entirely a new plant at the same location, but it is a new facility. Our earlier sun control line will be adjacent to this line, but this line will have more features in terms of automation

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and robotics to provide a new experience for our consumers with untouched material. It will improve our efficiency and productivity. At the same time, it will be an entirely new experience for our consumers as we are growing at a very fast pace in the sun control business.

Mahesh Bendre - LIC Mutual Fund: And will this be entirely export-focused or domestic also?

Management: Our strategy focuses on both markets. Both are important, but the ratios we expect involve growth across all territories. While the domestic market will grow, it will ultimately be a ratio between 75-25 or 80-20 between exports and the domestic market. That ratio will continue because of the overall growth we are targeting for the company.

Mahesh Bendre - LIC Mutual Fund: Last question from my end. Last year our revenue was almost flat, matching what we reported in 2025. Looking out over the next 2 years, what kind of growth do we anticipate in terms of sales? Given the backward integration project is coming, what kind of improvement in margins will we see over the next 2 years?

Management: We have been growing at a CAGR of more than 20% for the last 4 years, except for FY26, which was impacted by a sudden 50% tariff that lasted through most of the year. Around February 2026, those tariffs were lifted, so we did not have enough time to recover what happened in the last year. That is why our nine-month performance was around 10% below FY25, but we saw a great jump in Q4, taking revenues and profitability to our highest levels.

This year, we hope such a situation does not recur. We expect a minimum of 2,500 crores revenue for FY27. We will maintain margin guidance of 25% plus or minus 2%. Earlier we said 25% plus or minus 3%; now we are tightening it to plus or minus 2%. We expect margin improvement when the TPU line comes on stream.

Our strategy focuses on the D2C business. We are emphasizing Garware Application Studios and Global Application Studios in the US and Middle East, along with Garware Home Solutions. These are direct-to-consumer. D2C is supported by our marketing campaigns. You saw 8 crores impressions from Meta platforms alone, and monthly website visits have gone from 5,000 to nearly 1.8 lakhs. Our digital drive and focus on the consumer is the key focus for years to come.

We are also selling direct-to-consumer in the USA PPF business. Another strategy involves innovative new products. In home solutions, we offer sun control films and privacy on demand switchable films that make windows opaque or transparent at the click of a button. We want this technology in every standard home in India and eventually abroad. Our major focus is brand building and direct-to-consumer focus.

Mahesh Bendre - LIC Mutual Fund: Thank you so much.

Management: Thank you very much.

Operator: Thank you. Our next question comes from the line of Vidhi Jain from InCred. Please go ahead.

Vidhi Jain - InCred: Hello. Congratulations on the great numbers. My questions were regarding exclusive partnerships. Have we established any with several OEMs or brands for our PPF sales in

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India?

Management: Yes, definitely. We have four major partnerships with OEMs involving direct agreements, where they take our material into their showrooms. We have four strong partnerships already, and two more are currently in discussion with samples already approved.

Vidhi Jain – InCred: Okay. And what are the current utilization levels at all our facilities?

Management: Our sun control lines are running at around 75–80%. With the expected 15–20% growth this year, we will be fully utilized by next year. That is why we announced the 191 crores capex for the sun control line. For PPF, we are running at 85–89%, so we expect that to hit full capacity soon. We will use the fungibility of the new sun control line and consider future expansion for PPF if required. The TPU line is on target to be commissioned in October this year.

Vidhi Jain – InCred: Last question from my side. Regarding the anti-dumping duty on cheap imports from China and Korea, is there any update?

Management: There is significant interest in that. Hearing submissions have occurred, and government official visits have been completed. We expect positive news very soon, potentially this month or next month.

Vidhi Jain – InCred: Thank you for answering the questions.

Management: Thank you very much.

Operator: Thank you. Our next question comes from the line of Rahul Jain from Credence Wealth. Please go ahead.

Rahul Jain – Credence Wealth: Thank you for the opportunity. Am I audible?

Management: Yes.

Rahul Jain – Credence Wealth: Congratulations to the entire team and the promoters. Those are wonderful numbers in a tough environment. Deepak, in previous calls, we discussed the focus on the Middle East and a subsidiary supposed to be completed in Q4. We also discussed marketing strategies and potential manufacturing options. Where are we in terms of sales in the Middle East today, and where do you see those sales going in the next 1–2 years?

Management: We consider the Middle East and North Africa (MENA) region a primary growth driver. Currently, sales there are roughly 15 million dollars. We expect 25–30% CAGR, targeting 20–22 million dollars this year. We have a separate team in the Middle East recruited from top competition. The subsidiary has already been completed. Some work is underway regarding value addition. The primary purpose is to maintain flexibility against unforeseen global situations, like we faced last year. We are well on track, and when there is further news, we will update you.

Rahul Jain – Credence Wealth: Regarding the capex, PPF is at 85–89% utilization and SCF is at 75–80%. Why are we announcing a new 30% capacity addition for SCF before a new PPF line? Is demand more robust in SCF and architectural films?

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Management: Growth in SCF has been very rapid. While PPF is growing fast, Garware is an extremely well-known brand in India and the US for automotive sun control. Architectural growth is also coming from Garware Home Solutions. The sky is the limit for architectural business because any glass can have a film put on it. Options include safety, security, decoration, and privacy on demand switchable films. We only started this 2-3 years ago and are growing fast. We are present in airports, railways, and hospitality chains. We expect 25-30% growth there with the support of GHS.

Additionally, a sun control line has larger capacity than a PPF line. PPF lines produce roughly 25 lakhs square feet per month, whereas sun control lines produce 100-125 lakhs square feet. By putting in a sun control plant, we gain fungibility. We can use the line for PPF business as we have in the past. That is the rationale behind prioritizing the sun control line.

Rahul Jain - Credence Wealth: I thought it might be related to a large customer mentioning a shift from demand-limited to capacity-limited environments.

Management: Our growth has been phenomenal. 50% of our revenues come from sun control, making it our number one product and fastest-growing segment. Building a sun control line is one of the toughest challenges. Our lines are so advanced that others cannot compete with our operations, which are built by our own team. We have unique operations with sun control machines that no one else in the world possesses.

PPF is also growing fast. With anti-dumping measures in India, the Middle East, and the USA, and our focus on D2C, that growth is unmatched. I did not say we will not put in another PPF line, but we are growing in sun control, PPF, and TPU backward integration. We are in take-off mode on all three.

Rahul Jain - Credence Wealth: Regarding architecture, you previously mentioned doing 300 crores in FY26, moving to 400 crores in FY27 and 500 crores in FY28. Given the tariff changes and the Middle East thrust, do we expect these numbers to be higher?

Management: It is difficult to give specific upcoming numbers. We are confident in reaching 2,500 crores for the coming years. New products like graphic solutions, PDLCs, and printable PPF will be on top of that. We are building the ground. Our strategy involves D2C, strong R&D, and a durable channel. We are strong in B2B with OEMs and the hospitality industry. Our goal is to penetrate everywhere, ensuring the brand is visible to consumers. I am giving a target of 2,500 crores plus growth of 20% CAGR, which we have averaged over the last 4 years.

Rahul Jain - Credence Wealth: Thank you and all the best.

Management: Thank you very much.

Operator: Thank you. Our next question comes from the line of Saransh Gupta from Swan Investment. Please go ahead.

Saransh Gupta - Swan Investment: Congratulations on a very good set of numbers. How are project dynamics progressing regarding the conflict in the Middle East?

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Management: This is not the first conflict, and it likely will not be the last. During COVID-19, we performed well even when shipping lines were unavailable. We navigated the Russia conflict and the recent tariff situation. Garware supplies over 90 countries. When the US is in trouble, Europe helps. When there is an issue in one region, another performs well. Business in the Middle East is continuing as usual, though through different routes if supply chains become difficult.

In the past, we have avoided the Strait of Hormuz and the Suez Canal. It takes longer and involves slightly higher logistics expenses, but that is a small part of sales. Our motto is that we will not lose a single customer, whatever it takes. We held inventory to ensure customers could refill when opportunities arose. Current situations are being handled well.

Saransh Gupta – Swan Investment: You previously mentioned tariffs meant inventory was held at ports. What is the current position on inventory?

Management: Our assessment held true, and we did a good job in the second half of February and March, releasing goods required by consumers. In the US territory, we have roughly 16 million dollars in transit and warehousing. We are making more goods because the peak season is Q1 and Q2. There is a good demand cycle right now.

Saransh Gupta – Swan Investment: Regarding Home Solutions, how big can this segment become over the next 5 years?

Management: For Garware Home Solutions, we opened six studios in quick succession, with several more in the pipeline. Our target is 50 studios across India by the end of this year. Our distributors and dealers are large; these studios cater to smaller home buyers in their neighborhoods for smaller ticket-size jobs. It is a higher-margin business that fits our D2C model. Most work, including payments and ordering, will eventually be digital. Market response has been outstanding because homeowners can now get small ticket-size supplies from a big brand name like Garware. We are using influencers to update people on these offerings.

Saransh Gupta – Swan Investment: How big can the value-added segment become?

Management: We are in the early stages. It is a digital-driven business. We expect to cross 200 crores from Garware Home Solutions and new products together by the end of the next financial year. FY25 should see us cross 200 crores in that segment.

Saransh Gupta – Swan Investment: Thank you and all the best.

Management: Thank you.

Operator: Thank you. Our next question comes from the line of Akhand Pratap Singh from JM Financial. Please go ahead.

Akhand Pratap Singh – JM Financial: Regarding the refund of tariffs from the US government, what amount are we expecting?

Management: Whatever we paid is being refunded. We are in touch with authorities. I cannot guarantee a timeline as it is a government matter. It is an accounting-related matter. However,

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without the 50% tariff, we are targeting 25–30% growth. We prefer to be conservative and focus on what is in our hands.

Akhand Pratap Singh – JM Financial: Regarding the rise in input costs, specifically raw materials, will there be an inventory gain or better margins in Q1?

Management: We are transparent with our consumers. We have a scientific method correlated to raw materials like PTA and MEG. We discussed cost increases with our customers in a healthy and ethical way and were able to secure price increases.

Akhand Pratap Singh – JM Financial: In the PPF business, what is the proportion between D2C and B2B?

Management: D2C margins are usually 30% higher than distributor margins. It depends on the case, but D2C is better because there are no intermediaries. The real cost in D2C is digital marketing. D2C margins are definitely 25–30% higher.

Regarding revenue share, we only started the Garware Application Studios campaign 2 years ago, and Global Application Studios six months ago. D2C business is currently about 10–15% of total revenue. In India, it is as high as 40%, but globally it is 10–15%. It is growing fast and is our future.

Akhand Pratap Singh – JM Financial: Thank you.

Operator: Thank you. Our next question comes from the line of Nikhil Chaudhary from Toro Wealth Management LLP. Please go ahead.

Nikhil Chaudhary – Toro Wealth Management LLP: Congratulations on a fantastic end to FY26. Regarding partnerships with Chinese players, is there an update? Also, you mentioned onboarding four OEMs. Is that for the PPF business, similar to the Mahindra tie-up?

Management: To your second question, yes, it is similar to the Mahindra & Mahindra tie-up. We have four in our books and two more in discussion. For your first question, the situation changed after tariffs were lifted and order flow increased significantly in February. Discussion is still ongoing because these would be long-term partnerships. It has not been concluded, but it is moving in the right direction.

Nikhil Chaudhary – Toro Wealth Management LLP: What was the US share in Q4 and the full year?

Management: Last year it was 45%. In FY25 it was 48%. The decrease was due to the tariff situation.

Nikhil Chaudhary – Toro Wealth Management LLP: Thank you.

Operator: Thank you. Our next question comes from the line of AC Ram Palaniappan from Alfaccurate PMS. Please go ahead.

AC Ram Palaniappan – Alfaccurate PMS: One of our customers plans to move toward in-house manufacturing for PPF. How will this impact our business in the medium term, and what is our goal for Global Application Studios?

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Management: We do not see a direct impact because we are not their only supplier. We are at 85–89% runnability and our order books are full. Our major revenue generator is sun control at 50%.

For Global Application Studios in the US and Middle East, our target is to have 50 studios within the next year. Currently, 10–15% of volumes come from Garware and Global Application Studios. We would like to move that to 25% and eventually 35%. This will increase both margins and brand visibility.

AC Ram Palaniappan – Alfaccurate PMS: In FY26 SCF sales, what was the contribution of architectural versus sun control?

Management: Architectural is around 25% of total sun control sales, and that is growing toward 30%.

Operator: Thank you. Our next question comes from the line of Riya Mehta from Equirus. Please go ahead.

Riya Mehta – Equirus: As Garware becomes a D2C brand, what investments are being made in marketing? Will margins be lower initially?

Management: Our D2C focus has been increasing for a year. Last year we had 8 crores impressions from Meta platforms and revamped our websites. We are building a channel where you can order online via an app or website. We have budgeted for these items this year. D2C is 25–30% higher margin than B2B. While this year's volume is not yet massive, next year will be bigger. Branding spend will not fluctuate wildly as it is part of our business strategy across OEMs, hospitality, airports, and railways.

Riya Mehta – Equirus: What was the impact of currency appreciation in the results?

Management: We get an advantage from currency appreciation, but raw materials like PTA and MEG are imported or based on import parity. 45–50% of the impact is naturally hedged. For the balance, we get an advantage.

Riya Mehta – Equirus: Are we able to pass on the entire raw material price hike?

Management: We have been able to pass on the maximum amount. In the industrial segment, consumers are directly affected, so that happens quickly. In consumer segments, it takes time, but our level of inventory helps. There is no negative impact; it might actually be slightly positive.

Riya Mehta – Equirus: Does the inflationary environment impact demand?

Management: This is happening during our peak summer season in India and as the world prepares for its peak season. We are not seeing significant impact. Demand is high. Also, there is significant construction in the Middle East, which is a good opportunity for us.

Operator: Our next question comes from the line of Nilesh Jain from Astute Investment Management Private Limited. Please go ahead.

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Nilesh Jain – Astute Investment Management Private Limited: Regarding the TPU line in October, have you identified products for the 25% capacity not used for PPF?

Management: The TPU line can be used 100% in PPF for margin improvement, but our R&D team has identified two products to start our foray into TPU business: one automotive and one architectural. We will start sales in Q3 of this year. One product is used widely in the USA and Europe but is not available from any Indian manufacturer. It has big potential.

Nilesh Jain – Astute Investment Management Private Limited: You cited 80% utilization for sun control. Is there a capacity constraint for growth from the TPU line given you are at 90% utilization there?

Management: PPF and sun control are both major drivers. D2C business from Garware Home Solutions is growing fast. The lamination line size for window films is much larger than for PPF. We can use the fungibility for PPF because the sun control line production is four times higher due to thickness. We will use that to make more PPF. The sun control line will cater to GHS and architectural growth.

Nilesh Jain – Astute Investment Management Private Limited: What is the total tariff we are currently paying?

Management: The standard tariff is 6.26%. Before, we had additional tariffs that went to 10%, 25%, and eventually 50%. Currently, we only have 10% on top of the base 6.26%.

Operator: Thank you. Our next question comes from the line of Sunil Jain from Nirmal Bang Securities Private Limited. Please go ahead.

Sunil Jain – Nirmal Bang Securities Private Limited: Are you able to pass on the whole cost increase in B2C sales under your own brand?

Management: For industrial products, we pass it on quickly. For PPF, the increase was not large because it is not directly linked to crude. For sun control, which is polyester-based, a 100 rupee increase in polyester only results in a 10 rupee impact because other components have higher value addition. We have been able to take price increases.

Currently, roughly 55% of sales come from our own brands, Garware or Global, and 45% goes into private or neutral labels.

Sunil Jain – Nirmal Bang Securities Private Limited: Is Q1 generally softer than Q4?

Management: Q1 is the strongest because it is the procurement season for exports to the US and Europe. In India, heat makes it strong until June. Last year was an anomaly due to unseasonal rain in April and May and the tariff situation in the US. This year we do not see those challenges.

Operator: Our next question comes from the line of Shweta Jain from ANS Wealth. Please go ahead.

Shweta Jain – ANS Wealth: Regarding the new SCF capex, how much is for automotive versus home solutions? What is the asset turnover?

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Management: This addition is roughly 30%. We do not rigidly assign the line to specific products; we put in capacity based on where we see CAGR growth. Current capacity will be finished by Q2 of next year. For Home Solutions, we have a separate target. Even if that business only reaches 20 lakhs square feet, it represents a brand presence in homes across the country.

Historically, when we only did IPD and CPD, revenues were 750–800 crores. By adding architectural, we moved to 1,300 crores. By adding PPF, we moved to 1,600 crores. With current lines, we hit 2,100 crores. As we increase the basket, it helps. New segments adding 100–200 crores each will drive growth to 2,500 and 3,000 crores.

Shweta Jain – ANS Wealth: What is the addressable market and strategy for architectural films?

Management: The US and Middle East are huge. We built a team in the US from our number one competition. The Middle East is an ideal market because of high sun and massive development. We recently did a segment of the Dubai Mall. Our Middle East subsidiary allows us to directly add value.

In India, we have a dedicated architectural team that handles railways, airports, and hospitality chains. We are tied up with companies that redesign homes and bathrooms. To reach smaller consumers, we utilize Garware Home Solutions. End consumers want the product but might not know the brand to ask for; we are bridging that gap. Our margins there will be 30–40% higher than at the distributor level. We are fighting cheap imports from China and Korea. People often do not know what architectural products can do. We are making it popular in India just as we did with PPF. We offer surface protection films for furniture, safety security films, and privacy on demand films.

Shweta Jain – ANS Wealth: Are we doing something for Vande Bharat?

Management: We did a full train during the Kumbh Mela last year.

Operator: Thank you. Our next question comes from the line of Ankit Gupta from Bamboo Capital. Please go ahead.

Ankit Gupta – Bamboo Capital: Regarding the 5–6% decline in US automotive sales in April, what is the impact on our sales?

Management: When the tariff was at its peak, we maintained customers but sales were affected. Going forward, we do not see challenges. We see a good growth potential from the US market now that the primary challenge is gone.

Ankit Gupta – Bamboo Capital: Our biggest customer on PPF is setting up its own plant. How does this impact us?

Management: They buy PPF from other sources as well. I don't see an impact on our business because our Global and Garware brand sales have doubled. We expect continued skyrocketing growth. We were not their only supplier. Our relationship with them will continue because our product is unique. Even if a brand wants to manufacture its own, replacing our base film, nano-dispersion, and adhesive technology is not easy. We continue to have a great relationship.

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Operator: Thank you. Our next question comes from the line of Vinay Nandkarni from Hathway Investments Private Limited. Please go ahead.

Vinay Nandkarni - Hathway Investments Private Limited: How were April volumes given the strong summer?

Management: That relates to current performance, which is beyond the scope of this call. We have given a 2,500 crores guideline for the year and will maintain that.

Vinay Nandkarni - Hathway Investments Private Limited: You mentioned 45% of business is from the US. Since you absorbed tariffs to protect customers, how did you maintain margins?

Management: We grew in other geographies handsomely. We restricted sales at times to avoid high tariffs, holding product in special conditions, then cleared the goods when tariffs were lower. We also built inventory there prior to the tariff implementation. We navigated the supply chain strategically.

Operator: Thank you. Due to time constraints, that was the last question. I hand the conference over to management for closing remarks.

Management: On behalf of Garware Hi-Tech Films Ltd. management, I thank all participants. We hope we were able to answer your queries. You can reach out to our IR team for further explanation. Thank you very much and have a great year ahead.

Operator: Thank you, sir. Ladies and gentlemen, on behalf of Garware Hi-Tech Films Ltd., that concludes this conference. You may now disconnect.

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