Operator: Good evening, everyone. I am Nirmiti Bohra from Chorus Call Investor Relations Agency. On behalf of Rail Vikas Nigam Ltd., it is my pleasure to welcome you all to the Q2 and H1 FY27 earnings conference call. Joining us on the call today from the management team are Mr. Salil Ahmed, Chairman and Managing Director; Mrs. Anupam Ban, Director Personnel; Mr. Mrutyunjay Pratap Singh, Director Operations; Mr. Abhishek Kumar, Director Finance; sorry, Mrs. Nidhi Sarkar, Director Finance; Mr. Amit Tandon, Director Projects; and Mr. Sanjeev Kumar Verma, CFO.

We will begin today's call with opening remarks from the management, following which we will open the floor for Q&A. Before we begin, I would like to remind everyone that certain statements made during this call may be forward-looking in nature. These statements are based on management's current expectations and are subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied. RVNL undertakes no obligation to publicly update or revise any forward-looking statements based on subsequent events or developments. With that, I would like to hand over the floor to Mr. Salil Ahmed to deliver his opening remarks. Thank you, and over to you, sir.

Salil Ahmed – Chairman & Managing Director: Good evening, everyone. I extend a warm welcome to all of you to the RVNL Q2 FY27 earnings call. It is my pleasure to have you with us as we share our performance and key developments for the quarter. RVNL remains dedicated to contributing to the country's infrastructure ambitions by delivering quality, sustainable projects, even as we broaden our order book across transmission, roads and highways, ports and harbors, metros, solar energy, and international markets. This well-diversified business mix strengthens our resilience, widens our avenues for growth, and sets RVNL up for durable, long-term value creation.

Q2 FY27 has delivered a strong sequential improvement in profitability for RVNL, with consolidated PAT rising by about 59% over the preceding quarter and healthy growth in half-yearly profitability. Our attention remains firmly on building on this momentum and moving our key projects forward. The underlying strength of our business remains intact, backed by a solid order book, a robust pipeline of projects, and a sustained focus on operational efficiency. Alongside this, we continue to actively explore fresh business avenues across the broader infrastructure space.

Given the government's sustained thrust on railways and infrastructure development, we see considerable headroom for growth in real estate, ports and hydro, highways, and sustainable infrastructure. We are confident that execution will pick up further pace in the quarters ahead and that RVNL is well placed to maintain its growth trajectory and deliver long-term value to all our stakeholders. The company is targeting work orders of around 25,000 crore during the year, in addition to the existing order book, out of which approximately 7,132 crore has already been received during H1 FY27. Further, the company expects top-line revenue to grow by around 10%, while the bottom line is projected to increase by approximately 8%-10%, reflecting continued business momentum and a positive growth outlook.

I am pleased to share that our order book continues to remain strong and diversified, providing healthy, multi-year execution visibility for the company. During the half-year ended September 2026, order inflow stood at 7,132 crore. As of September 30, 2026, the company's total order book stood at an impressive 90,000 crore. The order book is primarily driven by Railways at 56,000

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crore, followed by Signaling and Telecommunication at 12,000 crore, Buildings work at 6,500 crore, Metros at 5,300 crore, Power and Transmission at 3,800 crore, Ports, Roads and Highways at 3,500 crore, Hydro and Irrigation projects at 1,237 crore, and other works at 560 crore.

The growth and movement in the order book were supported by new Railway and multi-sector infrastructure work awarded to RVNL, steady execution leading to revenue recognition, and our disciplined, margin-focused selective bidding strategy. This strong and well-balanced order book positions the company confidently for sustained growth in the coming years.

The company also demonstrated an improved execution pace in Q2. On a consolidated basis, revenue from operations stood at 4,700 crore, higher by 8.79% over Q1 FY27, reflecting steady execution momentum and improved project activity during the quarter. For the half-year, consolidated revenue from operations stood at 9,000 crore, 9,022 crore. On a standalone basis, turnover for the quarter stood at 4,663.27 crore, a change of 5.5% year-on-year.

Profitability improved significantly on a sequential basis. Consolidated PBT increased to 325 crore from 223 crore in Q1 FY27, a growth of 45.59%, while consolidated PAT rose to 253.7 crore from 159.52 crore, a sequential growth of 59.04%. On a year-on-year basis, consolidated PAT was higher by 10.06% over 230.52 crore in Q2. Consolidated earnings per share improved to Rs. 1.20 from 0.76 in the preceding quarter. Consolidated EBITDA stood at 294 crore, with an EBITDA margin of 6.26%, as compared to 190.78 crore and 4.4% in Q1. Standalone [trails off]

Management: Standalone performance followed a similar trend. Standalone PAT stood at 214 crore, higher by 9.46% year-on-year over 196 crore in Q2 and by 37.94% over 150.62 crore in Q1. Standalone EBITDA stood at 230 crore, with an EBITDA margin of 4.94%, as compared to 171 crore and 3.99% in Q1 FY27.

For the half-year ended September 30, 2026, consolidated PAT stood at 413 crore as against 364 crore in H1 FY26, with a growth of 13.25%, while consolidated PBT increased by 6.43% to 548 crore from 515.8 crore. Consolidated total comprehensive income rose by 19.28% to 417.53 crore. On a standalone basis, H1 PAT stood at 370 crore, higher by 14.29% over 323.96 crore in H1 FY26.

A noteworthy achievement during the half-year has been the substantial improvement in our cash generation. Consolidated cash flow from operating activities stood at a positive 589 crore in H1 FY27, compared with a negative 1,250 crore in H1 FY26. Our financial foundation has strengthened further, with consolidated total equity increasing to 10,101 crore as of September 30, 2026, from 9,835 crore as of March 31, 26, and cash and cash equivalents rising to 621 crore from 526 crore.

Overall, the results highlight robust execution, a strong sequential improvement in profitability, and good revenue visibility for the company. Margins remain an important area of focus that we will continue to track closely moving forward. Business contributed 33.53% to total revenue from operations during H1 FY27, showing an increase of 11% from the previous year.

I also want to highlight the progress of major projects undertaken by RVNL. We have started work on the NMDC contract. The total value of the contract is 6,500 crore, of which 389 crore has been received during H1 FY27. The BharatNet project awarded by Bharat Sanchar Nigam Limited is a 13,000 crore initiative to provide high-speed broadband connectivity in rural and remote areas

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through 82,000 km of OFC infrastructure under the DBOM model. RVNL has made significant progress in project execution, with work now progressing at a good pace across various locations, and we are expecting good revenue and profit margins this year.

The Vande Bharat Sleeper trainset is a 14,400 crore project with a 35-year maintenance arrangement, being executed by Kinet Railway, an SPV of RVNL. The project is progressing at a steady pace. The first prototype trainset is targeted for launch in the first quarter of 2027. The SPV has also received the Bronze Red Design Award 2026 Italy for excellence in mobility and transportation design.

Our Rishikesh-Karnaprayag rail project, a project of national importance in Uttarakhand, is being developed at a cost of 37,000 crore. The 125 km project has achieved 79% overall progress, with around 97% of tunnel excavation completed. The target for completion is December 2029. The project will improve access to the Himalayan region, support the Char Dham pilgrimage corridor, strengthen border connectivity, boost tourism and local economies, and significantly reduce travel time in the region.

The performance of our joint ventures and subsidiaries remained unchanged during H1 FY26-27, with subsidiaries contributing 56.11 crore to consolidated revenue and 6.36 crore to profit after tax, while the company's share of profit from joint ventures and associates stood at 36.59 crore. Additionally, dividend income received from JVs and subsidiaries stood at 21.34 crore during H1, which contributed positively to the company's consolidated profitability.

During the quarter, employee productivity showed improvement, with revenue from operations per employee increasing from 9.6 crore to 10.22 crore on a quarter-on-quarter basis. This growth reflects enhanced operational efficiency and better utilization of human resources.

In conclusion, RVNL remains fully committed to disciplined execution and steady operational performance, backed by a strong and diversified order book. With the monsoon season behind us, our priority in the second half of the year will be to pick up the execution speed, maintain margin discipline, and convert our healthy pipeline of L1 positions and LOAs into active projects. We also continue to explore fresh opportunities in broader infrastructure segments and international markets. With long-term national infrastructure growth on our side, RVNL is well placed to deliver sustainable value in the quarters ahead. On behalf of the management team, I thank you all for your continued trust, guidance, and support. Thank you. Over to you.

Operator: Thank you, sir. Ladies and gentlemen, we will now begin the question-and-answer session. If you have a question, please press star and one on your telephone keypad and wait for your turn to ask the question. If you would like to withdraw your request, you may do so by pressing star and one again.

Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad now.

Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad.

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The first question comes from the line of Mr. Vivek Nayak, an individual investor. Please go ahead.

Vivek Nayak – Individual Investor: In the past, we had a lot of international projects such as ports and harbors. What is the status there? Why are we not moving ahead with them? Thank you.

Management: [pause] Vivek, thank you for this question. I want to brief our stakeholders that, in the international market, our works are presently going on in Maldives, Saudi Arabia, and Rwanda. We are trying and are focused on getting more work in Ghana and other African countries. We are bidding aggressively in the international market and expect to get some good orders soon {? for our own ?}.

Recently, we have also been shortlisted in Serbia. Today, we received communication that we have qualified in Serbia, and we have also received the qualification for the Israel Metro. We have also received a work order in Sierra Leone, where we are the lowest bidder. It is a grant project of around 200, around 220 crore. So, basically, our focus is on the international market. The works are in the pipeline.

Management: ...and we expect to get a few orders soon.

Operator: Thank you, sir. The next question comes from the line of Abhishek Lekha from Nisus Steel LLP. Please go ahead, sir.

Abhishek Lekha – Nisus Steel LLP: Thank you for the opportunity. Could you give me an update on the readiness of the Vande Bharat project? It has already been delayed quite a number of times, and now the prototype is scheduled for December 26. How should we view it from here, and how confident are you that this will be the final deadline, with no further slippages? This is my first question, and then I will take up the next one.

Management: Abhishek, Vande Bharat is a very complex and new project for RVNL, and we are executing this project with our Russian partner. They are quite experienced in the production and manufacturing of rolling stock. There were some teething troubles initially, and the issue was regarding approvals from the concerned department. Those issues have been resolved. Now manufacturing is in process at our Latur factory in Marathwada, and we are hopeful that either in the first quarter or, at maximum, by the second quarter, we will be able to deliver the first prototype. There is definitely a delay, but I think this delay is only for the first prototype. Once it is delivered and fully tested, we are hopeful that we will maintain the timelines given for the entire contract. Thank you.

Abhishek Lekha – Nisus Steel LLP: That means the December 26 deadline remains, and we will deliver the first prototype, which will then be tested. Once it is tested, the process will move forward, correct?

Management: As I told you in my speech, it is the first quarter of 2027. So, by March, we were expecting that we would get the—sorry, by June. By June 2027, we will be able to deliver it. By the first quarter of the next year.

Abhishek Lekha – Nisus Steel LLP: The presentation mentions the first prototype rollout in December 26. Where is the disconnect?

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Management: It is June 26. Take it as quarter one. Maybe there is a printing mistake or a mistake from our side. Quarter one.

Abhishek Lekha – Nisus Steel LLP: Quarter one of the calendar year would be financial year 2027-28, correct?

Management: We will deliver it between March and June 2027.

Abhishek Lekha – Nisus Steel LLP: Okay, so the presentation needs to be revised in that case.

Management: Yes, okay. We will revise it.

Abhishek Lekha – Nisus Steel LLP: You mentioned the order win ratio in relation to the bidding activity. What percentage of orders are won through bidding as of today? The majority of the orders are coming through the nomination route; they are not coming through bidding.

Management: No, I think it is a mix of both. The bucket has nomination of PMC contracts of almost 3,800 crore from NMDC to RVNL, while the total order is 7,500 crore. So it is almost 55%-45%; 45% is from bidding and 55% is from PMC nomination. It is a mix.

Abhishek Lekha – Nisus Steel LLP: And if we take into account the prop... [cut off]

Management: Yes, please go ahead.

Abhishek Lekha – Nisus Steel LLP: Yes, yes, please. You were saying something? Please go ahead.

Management: I was trying to emphasize that we are bidding aggressively now, and a lot of bidding has been done by us, so we are expecting good work from bidding in the next quarters.

Abhishek Lekha – Nisus Steel LLP: We were at around 92,000 crores in Q1, and now we are in the gross bracket of 90,000 crore. The execution in Q2 has not been fully replenished in the order book. My concern was regarding future orders and the win rate.

Management: As you can see, because of the monsoon season, Q2 was slightly affected, but in the other quarters, we are expecting good progress, which you will hopefully see. Regarding the winnability of bidding projects, it is good. We are winning almost 7%-10% of the contracts. The winning ratio is more than 10%, 7%-10%, which is not bad.

Abhishek Lekha – Nisus Steel LLP: You mentioned that you have maintained the 10% guidance on revenue and profitability. Since Q2 was a little slow, although profitability was satisfactory, are we on track to deliver 10% overall growth in terms of revenue and profitability for the year?

Management: If you see our H1 results, we are up by almost 9.5% from Q2 to Q2. If you compare H1 with H1, we are up by almost 9%, so we are maintaining a range of 9%-10%. We are hoping to improve in Q3 and Q4. These are the quarters when maximum execution takes place. Q2 was affected by the monsoon and by the geopolitical situation and its effects. But definitely, in Q3 and Q4, you will see much better results.

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Abhishek Lekha – Nisus Steel LLP: One last question. If we consider the cash position as of today, is it adequate for a large balance sheet to have somewhere around 5-600 crores of cash? Is that sufficient liquidity? How can RVNL grow exponentially from here? India needs a lot of infrastructure players, and you are one of the dominant players, so there can be a lot of depth. Over the last 5 years, we have already been maintaining around 20,000 odd crores, but we have not been able to increase revenue significantly. What kind of efforts or game plan do you have to take the next step so that we can grow much higher and sustain those growth rates in the future?

Management: As I emphasized in my speech, presently, this year we are targeting growth of around 10%–15% in our top line and a similar increase of around 10% in the bottom line. We are hopeful of maintaining this. As I pointed out and briefed in the speech, there are many avenues available because a lot of railway and highway works are coming up, where we are bidding, and we are hopeful of getting a lot of work from there. Our focus is also on the international market. As I told you, we have been shortlisted in Serbia and Israel, and we are trying to pitch for other works, which I cannot disclose right now, but we are hopeful of getting good work.

Abhishek Lekha – Nisus Steel LLP: Thank you, Mr. {? Shrivastava ?}, for the detailed response. I appreciate it. Thank you.

Operator: Thank you, sir. Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad. The next question comes from the line of Mr. Vishal Periwal from PL Capital. Please go ahead, sir.

Vishal Periwal – PL Capital: Thank you for the opportunity. My first question is on the revenue front. If I look at H1 FY27, compared with H1 FY26, revenue is largely flat. I think there is hardly any growth, but you mentioned that on a full-year basis we will achieve a 10% growth rate. So, in H2, we have to do much better. Is that a fair understanding to deliver the full 10% plus growth for FY27?

Operator: Excuse me, sir, your voice is not audible.

Management: [line issue] Can you hear me?

Operator: Yes, sir, now we can hear you.

Management: Yes, you are right. Our H1 revenue is almost 1.2% compared to last year...

Management: But Q3 and Q4 are the real quarters, the real period when we can obtain most of the work. Maximum revenue will come from Q3 and Q4, and we are hopeful of maintaining 10%–15% growth in that revenue.

Vishal Periwal – PL Capital: In the second half, we are looking at a 10%–15% growth rate. And then, regarding margins, this quarter has been very good. I think we have touched almost 5.6% in this quarter. Is there any one-off, and how exactly do you see the margin trajectory moving for the full year?

Management: It will definitely improve. We are targeting a 6%–7% margin, and we are hopeful of achieving that. In the next quarter, we will do much better.

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Vishal Periwal – PL Capital: When you say a 6%–7% margin, is that including other income? How exactly do you work that out?

Management: No, it is without other income, of course. EBITDA margins, of course, exclude that.

Vishal Periwal – PL Capital: Understood. Another question is regarding the presentation you shared. If we look at order inflow, it has still not picked up. Looking at the H1 numbers, you briefly mentioned two orders, Serbia and Israel. Is it fair to say that these will materialize this year, or what could be the size of these orders for Serbia and Israel?

Management: So far, we have received almost 7,600 crores of orders in H1. Our target is around 20,000, 22,000, or 25,000, which we are expecting. We are definitely sure that we will get these orders soon. In Serbia and Israel, we have only been pre-qualified, so these orders will definitely not materialize this year. We may get these orders next year. This year, there are other orders that we are pursuing or that are in the pipeline, and we are sure that we will get some orders.

Vishal Periwal – PL Capital: What is the size of these orders? Can you separately guide us on Israel and Serbia?

Management: [off-mic discussion] There are 8 packages in the Israel Metro, and each package is about 20,000 crore in Indian rupees. We are proceeding with our partner, so our share will be around 10,000 crore if we get that order. The Serbia order is 12,000 crore, and there also we are proceeding with our joint venture partner, so our share will be around 60%.

Vishal Periwal – PL Capital: Understood. I think that is all from my side. Thank you for answering and for giving your perspective on various aspects. Thank you.

Operator: Thank you, sir. The next question comes from the line of Mr. Shushant Modi from Choice Institutional Equities. Please go ahead, sir.

Shushant Modi – Choice Institutional Equities: Thank you for the opportunity, sir. I have a couple of questions. First, we have closed down the South African subsidiary, and we are also winding up the Kyrgyz JV. Is the company stepping back from these markets? If so, which countries are now in focus?

Management: [pause] Your voice was not audible, sir. I could not hear clearly. I did not get the question.

Shushant Modi – Choice Institutional Equities: I will repeat my question. We had closed down our South African subsidiary, and we are also winding up our Kyrgyz JV. I am trying to understand whether we are stepping back from these markets and which countries are now in focus.

Management: [pause] Are you talking about winding up the JVs?

Shushant Modi – Choice Institutional Equities: Yes, sir.

Management: No, we are not closing down the international JVs. In fact, where the work has been completed, such as in Saudi Arabia or Uzbekistan, we are searching for more orders and are not closing down the JVs there. In fact, we are on the path to opening new JVs in new geographies. We

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are bidding for projects in Serbia and Romania, for example. Kyrgyzstan was a non-starter, so we have decided to close it down because there was no clarity on further orders from Kyrgyzstan. In South Africa also, we were not progressing, but obviously, in other African countries, we are on the path to getting more projects. Therefore, we will be opening new JVs in Ghana or Sierra Leone.

So far, we have closed only two subsidiaries, one in Uzbekistan and one in South Africa. Otherwise, all JVs or subsidiaries are in place. As I briefed earlier, we are hoping to get a small order of around 220 crore in Sierra Leone, where we are the L1 bidder. We are focusing on the African market, so whenever the need arises, we will open more offices and subsidiaries in those countries as required. Thank you.

Shushant Modi – Choice Institutional Equities: One more question. How large could the defense and strategic logistics opportunity be for RVNL compared with the existing business?

Management: Can you repeat the question? It is not very clear.

Shushant Modi – Choice Institutional Equities: My question is, how large can the defense and strategic logistics opportunity be for our company compared with the existing business?

Management: Logistics—you are talking about opportunities coming up in the logistics sector?

Shushant Modi – Choice Institutional Equities: For defense and strategic logistics.

Management: [pause] The logistics sector is growing in every field in the country, be it railways, roads, or multi-modal logistics parks, because we have an ambitious target to bring down logistics costs in the country. The logistics sector is therefore bound to grow, and it will create many opportunities not only in railways but also in associated sectors such as highways and even waterways. We are focused on obtaining projects in these areas. We are already part of multi-modal logistics parks in Chennai and Bangalore, where we are introducing some equity with other stakeholders. So, we are part of it.

Shushant Modi – Choice Institutional Equities: All right, sir. Thank you very much. That is all from my side.

Operator: Thank you, sir. We have a follow-up question from Mr. Abhishek Rika from West Wealth Capital. Please go ahead.

Abhishek Rika – West Wealth Capital: Thank you for the opportunity. My question is that we generated revenue of 9,022 crores in the current H1, while last year it was 9,031 crores. Revenue has therefore declined somewhat. To achieve 110% on 20,401-2, we will have to grow by at least 6,700 crores, compared with an average of 5,690 crores in the last 2 quarters of last year.

Management: No, we were down by only 0.11%, and this was because of the closure of a project in KSA, so that is a marginal decrease. But overall, if you see, our operational revenue is increasing on a standalone basis as well, and we are hopeful that Q3 and Q4 will definitely perform better and help us achieve our target of a 10% increase.

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Abhishek Rika – West Wealth Capital: Last year, the average of the last 2 quarters was around 5,690 crores. To maintain a 10% overall growth rate, will we achieve 6,700 crores per quarter?

Management: [hesitates] We will achieve a total of around... the same 13,000, while our domestic target is 22,000 crore, roughly. We are targeting that and are hopeful of achieving it.

Management: We will approximately achieve it. We will do the maximum in Q4, and we will also perform well in Q3 and Q4. Combining both, we will achieve that. If you see the trend in previous years as well, the first 2 quarters contribute around 40% of the annual revenue goal. If we maintain the balance, 60% of the revenue will come in Q3 and Q4, and then we will reach the level we have indicated. It will be around 22,500 to 23,000 crores.

Abhishek Rika – West Wealth Capital: Thank you very much.

Management: The work in other areas, such as NMDC, includes almost 3,000 crore of orders for which LOAs have been issued. Work is starting on the ground. Similarly, other works for Railways are being awarded. This month, we are hopeful of awarding almost 4,000 crore of work. Another work of 2,500 crore from NMDC will be awarded in another 2 months. So, almost 10,000 crores of work has to be awarded in the next 1 or 2 months.

Abhishek Rika – West Wealth Capital: And is there anything on the defense side? Last quarter, you mentioned that the company was exploring some defense opportunities.

Management: [pause] Defense? Yes, that is in the pipeline, so I cannot reveal the details. The process is ongoing. We are hoping that an EOI will come to the market and that we will be able to {? bid ?} for it.

Abhishek Rika – West Wealth Capital: Would that be within this financial year?

Management: Yes, we are expecting it.

Abhishek Rika – West Wealth Capital: Thank you very much.

Operator: Thank you, sir. There are no further questions. Ladies and gentlemen, this concludes today's conference call. On behalf of Rail Vikas Nigam Ltd., we thank you for your participation and for using the Chorus Call conferencing services. You may disconnect your lines now. Thank you, and have a pleasant evening.

Management: Thank you. Thank you very much.

Note: {? ... ?} indicates a figure or name where audio clarity was insufficient for confident transcription. Verify against the source audio or the company's published filings.

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