Operator: Good morning, ladies and gentlemen, and welcome to the H2 and FY26 earnings call of Australian Premium Solar (India) Ltd. hosted by Confidant Partners. As a reminder, all participant lines will remain in listen-only mode, and there will be an opportunity for you to ask questions after the management's opening remarks and presentation. Please note that this earnings conference call is being recorded.

Before we begin, I would like to mention that certain statements made during this conference call may be forward-looking in nature. These statements are based on current expectations, assumptions, and estimates of the management and are subject to various risks and uncertainties. Actual results may differ materially from those expressed or implied due to several factors. The company undertakes no obligation to publicly update or revise any forward-looking statement.

We represent the investor relations for Australian Premium Solar (India) Ltd. and, on behalf of Confidant Partners, I extend a warm welcome to all investors, analysts, and participants for joining the earnings call for H2 and FY26. We have with us Mr. Nikunj Patel, Chairman and Executive Director, and Mr. Kalpesh Vakharia, CFO of the company. Mr. Nikunj, you may now proceed.

Management: Thank you. Good morning, everyone. Thank you for joining the earnings call for the second half of FY26. We are very pleased to report another strong year of growth and operational progress for Australian Premium Solar (India) Ltd., supported by robust demand across our solar modules, our EPC business, and our solar pump business.

One of the most significant milestones during the year was the successful commissioning of our 400 MW TopCon solar module manufacturing line at our Prantij factory. With this, our total module manufacturing capacity has reached 800 MW, positioning us among the emerging domestic manufacturers with advanced TopCon capability. The remaining 400 MW expansion is progressing as planned and is expected to become operational by August 2026. This additional capacity will support our future growth plans and help us cater to increased demand across both domestic and export markets.

Our solar water pump business also witnessed strong traction during the year, driven by government initiatives such as PM-KUSUM and increasing rural adoption. We continue to see strong demand visibility in this segment and expect solar pumps to contribute nearly 35-40% of revenue by FY27. During the year, we also expanded our geographical presence beyond Gujarat into states such as Maharashtra, Rajasthan, Jharkhand, Bihar, Madhya Pradesh, Haryana, Karnataka, Tripura, and Chhattisgarh. This diversification is helping us strengthen our brand visibility and reduce concentration risk.

On the strategic front, we are actively evaluating opportunities in BESS and captive power solutions to strengthen our integrated renewable energy offerings and improve long-term profitability. We remain focused on scaling our EPC business, improving backward integration, increasing manufacturing efficiencies, and expanding our domestic and international presence. With India's renewable energy sector witnessing strong policy support and growing adoption across residential, agricultural, and industrial sectors, we believe Australian Premium Solar (India) Ltd. is well-positioned to capitalize on long-term growth opportunities. I will now hand over the call to our

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CFO, Mr. Kalpesh Vakharia, to discuss the financial performance in greater detail. Thank you.

Management: Thank you, Mr. Nikunj, for handing over the call. A warm welcome to everyone for attending the webinar of our financial results for FY26 and H2 FY26. Let me take you through the financial highlights for FY26.

Our total income for the financial year stood at 708.74 crores as compared to 441.14 crores in FY25, reflecting a strong growth of 60.70% year-on-year. EBITDA increased to 95.6 crores from 58.81 crores in FY25, registering a growth of 62.6%. The EBITDA margin also improved marginally to 13.49% compared to 13.33% in FY25. PAT stood at 57.87 crores against 40.10 crores last year, reflecting a growth of 44.3%. Earnings per share has increased from 20.31 in FY25 to 28.70 in FY26.

For H2 FY26 specifically, the total income stood at 405.8 crores compared to 276.9 crores in H2 FY25, a growth of 46.6%. EBITDA came in at 52.32 crores against 33.1 crores, up 33.1% year-on-year. PAT increased to 29.26 crores from 27.01 crores. On the balance sheet side, the company continues to maintain a healthy position and is almost debt-free. Net worth has increased significantly to 164.28 crores during FY26. Despite ongoing expansion initiatives, we continue to maintain a prudent leverage profile and disciplined capital allocation strategy. Thank you so much, and now you can ask your questions.

Operator: Thank you. Participants who would like to ask questions may raise their hands or post questions in the Q&A box. We have our first question from Krunal Patel.

Krunal Patel: Hello sir, am I audible?

Management: Yes.

Krunal Patel: Sir, given the guidance was for 40% year-on-year and we achieved that growth in FY26, congratulations on that.

Management: Thank you very much, Krunal.

Krunal Patel: Sir, what is the upcoming guidance for FY27 in terms of profitability and turnover, both for revenue and profit?

Management: We are expecting 30-35% growth this year, and we are looking for slightly better margins than in the last six months. We lost around 2% margin due to the war and other situations because some of our projects were received in December with certain prices, and then glass and aluminum prices increased. We have already increased those prices now, so we are expecting slightly better margins for the next financial year.

Krunal Patel: Okay sir, 30-40% guidance. Solar cell policy will be implemented in June 2026, almost five days after this conference call. Is the solar cell policy only for the next two years, because in FY28 we will also implement policies for ingots and wafers? After June 2028, how will this impact a module-only manufacturer after the ingot and wafer phase?

Management: You may have already noticed that for Australian Premium Solar (India) Ltd., over 50-60% of our consumption is for our own projects. We are not just dependent on our

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manufacturing business. More than 50% of our profit comes from our EPC and project businesses. We have strong stakeholders who have supported us for the last 10 years and are capable of supplying as per the upcoming policies for our demand. We are securing our solar cells through them. We will continue focusing on our EPC projects and our distribution network where we are not just dependent on manufacturing profit. We will also get profit from EPC. Whatever profit we are generating now, we are planning to invest in ground-mounting projects or upcoming technologies like BESS.

Krunal Patel: Sir, there is a lot of buzz about grid stability. Is grid stability okay across India? The grid is not ready to take all solar power during 09:00 AM to 05:00 PM.

Management: For ground-mounted projects or companies highly dependent on them, they may have to wait until the grid is strengthened. The upcoming BESS policy and requirements are based on the grid. Grid instability could be a factor in how we are growing, but that is a short-term problem, not a long-term one. In the last 12 months, in our turnover, perhaps only 2-3% of the business came from ground-mounting projects. Grid instability is not an issue in the solar pump business, residential rooftop business, or C&I rooftop business. It is mainly for ground-mounting projects above 4 MW on 400 KV lines or 700 KV plus lines. In certain areas, there are grid instability issues, but our business is not dependent on that section at the moment.

Krunal Patel: Currently, DISCOMs are paying IPP players even after power loss, and they are not taking that power into the grid. This is a loss of power. How can DISCOMs cater to upcoming ground-mounting solar projects?

Management: If we look globally, including China and overseas projects, the first phase of solar involves people installing the grid system, which India has done. The second phase will be BESS. For existing projects, even though we haven't invested in IPP projects, those who have can now add BESS. For example, if they have a 4 MW solar plant and the DISCOM does not take power for two hours on very sunny days, they have to calculate how much they are losing and add a BESS system accordingly to save that energy.

Krunal Patel: Currently, petrol and diesel prices are rising and silver prices are also hiking. In solar cells, we use silver. How is this impacting our margins?

Management: In a solar panel, 50% of the cost is the solar cell and 50% is other components. Less than 5% of the total panel cost comes from silver. As a manufacturer, even if that 5% double, the overall panel cost would go up by a maximum of 5%. That would be less than 1 per watt. We have already seen that price volatility in the last six to nine months. Companies with a strong balance sheet and disciplined investment don't suffer as much. We do not take a massive order book in advance as a policy. We mainly take EPC projects that last one or two months, so our prices adjust as raw material prices go up. Every month, prices are revised.

Krunal Patel: So it depends on the fluctuation in raw material prices?

Management: Yes, based on that, our selling prices also get revised.

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Krunal Patel: How will we enter the BESS market? There are two markets: the EPC market and the battery assembly market where we can sell BESS containers to IPP players. In small projects like 1 MW or 5 MW where grid instabilities exist, can we use that BESS market for EPC or as a supplier of assembled containers?

Management: Currently, for megawatt projects, policies require up to 20% domestic content. When we enter, we don't focus on just one area; we cover different segments. Even for residential, there is demand in different states for batteries combined with solar. We will do 3 kW, 5 kW, and 10 kW batteries for the residential market. We will also do megawatt-scale projects, such as 1 MW and 5 MW. We will start with manufacturing and assembly. We will start with small EPC first, under 5 MW, rather than 100-150 MW.

We are a very conservative company. We have seen players take 100-150 MW orders six months ago through tenders meant for a 24-month period. Some IPP players priced very aggressively, and due to price fluctuations, some of those projects are currently not viable. Until we have full control, we don't commit to such large investments over long terms like 24 months, because even in six months, lithium prices have varied significantly. We will start small and then grow.

Krunal Patel: In our solar segment, we only have 20-25 GW of cell manufacturing currently. Between June and October 2026, should we buy cells from existing players or continue with Chinese manufacturers? Can these cells be used for government projects?

Management: Government policies are very clear. Wherever the government pays, either on an IPP basis or through support like group captive, projects must use local content. Regarding our capacity, we have stakeholders who supply us with solar cells because we have been in business for 13 years. Newer players may not have those strong connections to secure stock. You are correct that current capacity is around 25 GW. Some old non-DCR projects approved previously will continue for the next 12 months. India did about 40 GW last year; I expect next year perhaps 25% will be non-DCR and 30 GW will be DCR projects. As 5-10 GW more capacity is added in the next six to 12 months, the supply and demand gap will almost equalize within the next 18 months.

Krunal Patel: There is significant opportunity in BESS assembly, where we can buy cells from China, assemble them, and sell them. Cell manufacturing requires much more investment. How can we enter BESS compared to the solar market?

Management: First, you have to consider land location, certification requirements, machinery ordering, and staff selection. You need R&D staff who understand power and electricity because it is not just about battery assembly; the EMS system and the R&D behind it are critical. Many medium-sized companies without that knowledge of control systems cannot grow. Companies like ours, working for a long time, already have customers, distributors, and existing demand. We can enter easily. New players might have to work two or three times harder. There will be plenty of opportunity in the BESS market. I have seen the growth of BESS in Australia. The growth for BESS now is two to three times what solar growth was 10 years ago. For the right people, BESS growth will be remarkable.

Operator: Thank you. We have our next question from Pankaj Sachdeva.

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Pankaj Sachdeva: Thank you for the opportunity. Great set of numbers on the P&L side; congratulations for that. I have a question on the working capital side. Our debtors have gone up almost four times compared to FY25, and debtor days have also increased significantly. Why is there such a big increase, and what is the plan? How much have we received out of the debtors outstanding on March 31, 2026?

Management: Thank you, Pankaj. Mr. Kalpesh, please answer this in detail.

Management: Hi Pankaj. Regarding the increase in debtors, our solar pump segment had a turnover of about 105 crores in H1 FY26. For the full financial year, it is more than 305 crores. So, we added 200 crores in that segment in the second half. The cycle for that particular segment is about 90-120 days. Most of the installation work took place from January to April, which is why you see a lot of debtors. Out of the pump segment debtors at the end of March, we have already received 30-40 crores in the last couple of months. This cycle is always long for the pump side, but the margin is high. We balance this with our wholesale side so that we don't have to seek excessive debt from banks.

Pankaj Sachdeva: Out of the 160 odd crores sitting on the balance sheet as of March 31, how much have we received in total?

Management: We have received 50 crores out of the 160 crores. This includes 40 crores from the pump side and another 10 crores from general segments. The pump debtors represent about 140-145 crores of that 160 crore total.

Pankaj Sachdeva: What is the normal payment cycle for the non-pump business?

Management: For the retail rooftop business, the cycle is about 60 days. This is because about 40% of that business involving subsidies comes from the government. Our distribution and wholesale business is shorter.

Operator: Thank you. We have the next question from Ms. Ishima Bansal.

Ishima Bansal: Congratulations on the numbers. What do you think will be the impact of the new ALMM policy on margins? Should we expect stable margins or margin shrinkage in the coming period?

Management: Thank you, Ishima. Because DCR panels are usually higher in value compared to non-DCR—for example, non-DCR might be 14 while DCR is 22—the overall margin in terms of total turnover will be better with DCR panels. If we make a 10% margin on 15, that is 1.5. On 22, it is 2.2. Therefore, as utilization capacity increases, total revenue and profit should increase through DCR content.

Ishima Bansal: What is the current order book and the executable pipeline for FY27?

Management: For the solar pump segment, we have an order book of more than 150 crores. On the wholesale distribution side, we generally book orders for a couple of months at a time to ensure price fluctuations don't hit our profitability; that order book is about 50 crores. With retail rooftop adding another 15-20 crores, the total order book is approximately 220 crores.

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Ishima Bansal: Considering new policies, what is the sustainable EBITDA margin for the next two to three years?

Management: For the next year, we expect the pump segment to have margins of 12-14%. The wholesale and project distribution side would be in the range of 7-9%. Retail rooftop and the C&I sector would have margins of about 13-15%. These are the EBITDA margins.

Ishima Bansal: Regarding BESS, what part will you focus on—system integration or cell and pack manufacturing? What is the capex and timeline?

Management: A 3 GW BESS assembly line will cost up to 20 crores in terms of machinery. For projects, we will maintain tier-one quality. I expect the EPC cost to be around 100-120 USD per kilowatt. As a company, we plan to focus on projects smaller than 5 MW for EPC or IPP investments. In terms of machinery, we will proceed in stages. We have space for 3 GW of utility scale, but we will start with 1 GW of assembly. We are searching for staff and a proper location; we should have concrete news and a timeline within a quarter.

Ishima Bansal: Are you considering any backward integration into cells or wafers over the long term?

Management: We believe there isn't further scope for us in wafers and cells. India's requirement is currently 40 GW and may reach 60-80 GW in the next five years. Many companies have already started investing there, with commitments close to 80-100 GW. The capex and cash flow requirements are high. We will focus more on BESS because we prefer to manage our risk with financial discipline.

Ishima Bansal: Can we have guidance for top line and bottom line for the next couple of years?

Management: For the next three years, we are expecting a minimum 30% increase in our net assets per year. That is our primary goal—ensuring our assets minus liabilities increase by a certain percentage.

Ishima Bansal: In H2 FY26, which segment drove revenue and which was the laggard?

Management: In H2 FY26, the pump segment achieved a turnover of 203.1 crores. Wholesale achieved 168.37 crores, and retail achieved 34 crores. As we stated at the start of the year, we aimed for more than 250 crores in pumps and we achieved more than 300 crores. The profit margin is good, and while the debtor cycle is longer, the money is definitely coming.

Operator: Thank you. We have the next question from Tejas Khandelwal.

Tejas Khandelwal: Other expenses were 51 crores in H2 FY26, which has almost doubled from the first half. What was that for?

Management: Mr. Kalpesh, please answer.

Management: Those other expenses include our investment in the TopCon line. We had expenses for buildings and utilities that don't fall under standard machinery depreciation. We have also hired senior personnel and paid commissions for the installations in the pump segment, as that business

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increased significantly.

Management: Tejas, the expansion of the building is already done. For upcoming machinery, all the utility infrastructure is in place. We can provide you with the exact budget breakdown via email.

Tejas Khandelwal: Have you taken any price hikes recently in your solar modules?

Management: We don't sell at fixed prices for the long term. We don't take more than two months of orders at a time. As raw material prices go up, we adjust our prices. If it costs us 100 and we sell at 110, and then the cost goes to 115, we adjust accordingly.

Tejas Khandelwal: For the 400 MW line commencing in August, how much revenue can we expect in H2 FY27?

Management: We are expecting 30-35% revenue growth this year, and that machinery will definitely support us in achieving those targets.

Operator: Thank you. We have the next question from Anshul Sharma.

Anshul Sharma: I see we have maintained EBITDA margins. Regarding the new facilities, what is the optimal operating leverage and can we expect margin improvement?

Management: Labor and management costs in the factory may improve slightly. We expect our production costs to come down by about 10%. This might mean an additional 10-15 per panel, but it won't be a substantial jump in overall profitability because at 800 MW to 1 GW, you are already at the best production cost efficiency.

Anshul Sharma: How are you preparing for emerging technologies beyond TopCon? You have two variants in the 550 to 650 watt range.

Management: Our current machinery is capable of handling both M10 and G12 cells. Our certification for BIS is already done for up to 650 watts. G12 cells are popular for ground-mounting projects, whereas M10 cells are better for residential and C&I. The solar pump segment uses Mono PERC. Our initial 400 MW line handles Mono PERC, while the TopCon line handles M10 and G12 cells. They are interchangeable and it only takes six to eight hours to switch the line between M10 and G12.

Anshul Sharma: What are the strategic priorities for the next two to three years?

Management: We want our net assets to increase by a minimum of 30% and we expect 30% plus growth for the next three years. India's demand is currently 40 GW and may reach 70-80 GW in five years. We aim for a 2-2.5% market share in India. For the next two to three years, we don't think we need further expansion in module manufacturing, but we will review that after three years.

Operator: Thank you. We have the next question from Sumit Sharma.

Sumit Sharma - Individual Investor: You previously mentioned expanding into the solar cell business in the next two to three years. Is that plan still intact? Also, you lowered your future guidance from 60% to 30-35%. Is this because of the "solar glut" being discussed on social media?

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Management: We applied for water and other necessities for cell manufacturing 12 months ago, but many things have changed since then. We believe it is better for Australian Premium Solar (India) Ltd. not to enter the solar cell business. Instead, we want to invest our money where we can maintain financial discipline and future growth. We plan to invest 50% of our profits back into the company, specifically in businesses that can grow multi-fold over the next three years. This is why we have projected slightly lower growth for the turnover of the existing panel and EPC business so we can focus on this higher-growth potential. We want to remain a premium brand offering quality services.

Sumit Sharma – Individual Investor: So, the BESS section is a better opportunity than solar cells?

Management: Yes, that is my personal view.

Operator: Thank you. We have the next question from Rahul Sharma.

Rahul Sharma: Regarding trade receivables, they increased significantly. What is the current cycle and how will you improve working capital efficiency?

Management: Trade receivables increased because of the substantial growth in solar pumps. In the last six months to March 2026, the pump segment did over 200 crores in turnover. That segment has a cycle of 90-120 days. Most of the installation was done in February and March. Out of the 160 crores in debtors, 150 crores is from the pump side. We have already received more than 40 crores of that, and another 30 crores is expected in the next 15-20 days.

Rahul Sharma: What percentage of raw materials are sourced domestically versus imported?

Management: It is a 60-40 split—60% domestic and 40% imported.

Operator: Thank you. We have the next question from Vikas Kasturi.

Vikas Kasturi: Since you are not manufacturing cells, do you plan to procure them from an ALMM-approved cell manufacturer?

Management: Yes, Vikas. We have long-term stakeholder relationships with solar cell suppliers, and that is our plan.

Operator: Thank you. There is a question in the chat from Shivendra Pandey regarding debt levels. You previously mentioned that solar cell manufacturing would be financed at 70% by debt.

Management: As we discussed, we are prioritizing BESS over solar cells. We will secure cells from existing stakeholders. We are not going to invest in solar cell manufacturing for at least the next 24 months, so that debt plan is no longer applicable in the short term.

Operator: Thank you. One more question from Shivam Patel. At what price is the company procuring cells, and do you anticipate price increases or margin impacts?

Management: Our selling price depends on our procurement price. We adjust based on what we procure and what the market prices are. There is a very rare chance that margins will be affected unless prices increase on orders we have already committed to before procurement was finalized.

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We procure different cells—Mono PERC, TopCon DCR, M10, G12, and non-DCR—all at different prices.

Operator: Thank you. I would now request Mr. Nikunj to address the closing remarks.

Management: Once again, thank you very much, everyone, for putting your trust in us and monitoring us closely. It gives us high confidence and motivates us to move forward. Due to time limits, we could not answer every question, but we are always open to your queries via email, and we will answer each one. Thank you very much.

Operator: Ladies and gentlemen, thank you for attending the Australian Premium Solar (India) Ltd. H2 and FY26 earnings call hosted by Confidant Partners. You may now disconnect.

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