

17th January, 2024

To
The General Manager,
BSE Ltd, Rotunda Building,
P.J. Tower, Dalal Street,
Fort MUMBAI-400001

BSE SCRIP Code: BONDADA | 543971 | INEQ8P01011

Subject: Transcript of post-outcome Investors meet held on 16th Jan 2024

Dear Sirs/Madam,

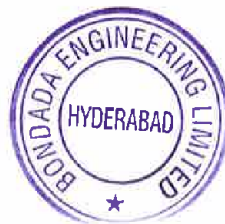
This is with reference to our intimation dated 15th January 2024 intimating investors meet to be held on Tuesday, 16th January 2024 in terms of provisions of Regulations 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached the transcript of above Investors meeting outcome in Annexure – 1.

Please take a note of the above said information for your reference and records.

Thanking you.

Yours Faithfully,
For, Bondada Engineering Limited

SATYANAR Digitally signed by
SATYANARAYANA
AYANA BARATAM
BARATAM Date: 2024.01.17
17:12:44 +05'30'



Baratam Satyanarayana
Director & CFO
DIN: 02610755

Encl: Annexure – 1

Bondada Engineering Limited

(Formerly known as Bondada Engineering Pvt Ltd)

Registered office :

1-1-27/37, Ashok Manoj Nagar,
Kapra, Hyderabad,
Telangana - 500062, INDIA.
☎ 7207034662

Corporate office :

Plot No.11&15, 3rd Floor,
Surya P.P.R. Towers, Ganesh Nagar, Kapra,
Hyderabad, Telangana - 500062, INDIA.
☎ 7207034662

Annexure – 1

Meeting Participants:

Meeting – 1:

Time of Meeting: 03.00 PM to 03.30 PM, 16th Jan 2024

From Company:

Dr. Bondada Raghavendra Rao, CMD
Mr. Baratam Satyanarayana, CFO
Ms. Sonia Bidla, CS & Compliance Officer
Mr. Ramesh Bheemanadham, Investors relations

From Investors:

CA. Varun Agarwal (Investor & Analyst. Hyderabad)

Meeting – 2:

Time of Meeting: 03.30 PM to 04.10 PM, 16th Jan 2024

From Company:

Mr. Baratam Satyanarayana, CFO
Ms. Sonia Bidla, CS & Compliance Officer
Mr. Ramesh Bheemanadham, Investors relations

From Investors:

Mr. Rahil Mehta (M/s Ashmamir Financial Consultants Private Limited, Mumbai)
Mr. Vanil Mehta (M/s Ashmamir Financial Consultants Private Limited, Mumbai)

Appending below the discussion points during the meetings:

Investor: What kind of revenue growth is expected for the FY 2023-24?

Company: The company has reported revenue of INR 538.66 Crore in the first 9 months of this year (April 23 to Dec 23) as against corresponding number for the last year was of INR 209.33 Crore with growth rate of 157%. The revenue numbers are given on a consolidated basis.

Investor: Are you submitting the limited audit review report to BSE for Dec 23 quarter?

Company: The company falls under half yearly compliance criteria; hence the company is not required to submit the limited review report for Dec 23 quarter. However, the company has proposal to submit results every quarter from next FY onwards.

Investor: What is the growth rate for first half year (H1) compared to previous year?

Company: The company's H1 revenue is at INR 295.72 Crore as against last year's H1 revenue of INR 116.97 Crore with growth rate of 153%. The results are already uploaded to BSE on 31st Oct 2023.



Investor: Company has recently uploaded disclosure about Bondada Industrial Park, please explain.

Company: on 6th January 24, the company has laid foundation stone for construction of Bondada Industrial Park in Hyderabad to cater global standard manufacturing facilities for its subsidiaries in the below mentioned manner:

1. SmartBrix Infra Technologies Private Limited
 - uPVC profile extrusion plant
 - uPVC Windows
 - Aluminium Windows
2. Atpole Technologies Private Limited
 - Design and Manufacturing of BLDC motors for 2W/3W/4W electrical vehicles
3. Bondada E&E Private Limited
 - Manufacturing of LED Lights (Industrial, Commercial, and Residential)

Investor: Can you please throw some light on current order book?

Company: As on 31st Dec 2023, the company has closing order book of INR 1695 Cr out of which majority of the order book is for EPC contracts which needs to be delivered in next 12 to 18 months period.

Investor: I heard; you are participating in many tenders. Will you be able to share any update on this?

Company: yes, we are participating many tenders. As of now, we stood at L1 in two tenders worth INR 1126.80 Crore from one the PSU Companies for implementation of solar power plants to the tune of 275 MW. The order value includes both ECP and its maintenance for next 10 years.

Apart from this, we are awaiting 120 MW solar power plant order from KPI Green Energy Limited on full EPC basis.

Also, we have participated in one tender floated by NLC India Limited (Neyveli Lignite Corporation) for implementation of solar power plant for 70 MW on BOP (balance of plant) basis. Technical and financial bid is yet to open.

Investor: Please share the shareholding pattern as on date.

Company: We have uploaded the same in our website and in BSE website on quarterly basis. We will share the same to you through e-mail again.

Investor: What is your experience with BSNL on payments for invoices raised against 4G saturation project? Do you see any risk involved in collection of payments from BSNL? How does the company manage such dependencies?

Company: We have received this 4G saturation project from BSNL to give network coverage to rural areas under USOF (Universal service obligation fund). As such, we are getting payments from BSNL on time with average collection age of less than 30 days. We are not



experiencing any difficulty in getting payments and we don't see any delays from BSNL for payments. Apart from that, we have received advance from BSNL for execution of this project and the project is getting executed by using the advance.

Investor: The company has acquired 60% stake in one company which is into BLDC motors design and manufacturing for 2 wheelers / 3 wheelers / 4 wheelers. Any specific reason to expand your business in this line?

Company: We see lot of business potential in BLDC motors design and manufacturing in India. As of now, India is majorly depending on import of the motors from other countries. As such, the available market is huge and has great business potential. We want to make use of "Make in India" concept to leverage the Indian market requirements. Way forward, the company is also looking for EV charging stations which adds another dimension to Bondada's growth strategy. Topline is anticipated to reach around INR 500 Crore in the next 5 years from this company alone (Atpole Technologies Private Limited).

Investor: What is LED lights business? What made you to start this unit from a business diversification point of view:

Company: There is a mandate from PM's office to change all industrial conventional lighting to power saving LED lights which ignited us to think about this industry. Also, there is a mandate from PM's office to change all streetlights in India with power saving LED lights and formed a PSU company with name Energy Efficiency Services Limited (EESL) under ministry of Power. As such, we see huge business opportunities in LED industry in India.

Also, as you are aware, the company is already having construction materials business segment and want to add LED lights products to this portfolio to strengthen this segment further. The company can also expand this business to next level with introduction of smart lighting. The company believes better profit margins are placed in this business.

There being no other item for discussion, the meeting was ended with vote of thanks.

