

May 28, 2022

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| To,<br><b>BSE Limited</b><br>Corporate Relationship Department<br>P.J Towers, Dalal Street,<br>Fort, Mumbai- 400001<br>Scrip Code: 531921 | To,<br><b>National Stock Exchange of India Limited</b><br>Exchange Plaza, C-1, Block G,<br>Bandra Kurla Complex, Bandra (E),<br>Mumbai 400051<br>SYMBOL: AGARIND; Series: EQ |
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Dear Sirs,

**Sub.: Revised Transcript of Q4 FY 22 Earnings Call Pursuant to Regulation 30 and 46 read with clause 15 of Para A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Please find enclosed the **Revised Transcript** of the investor conference held on 20<sup>th</sup> May, 2022, with regards to the Financial Results of the Company for the Quarter and Financial year ended 31st March, 2022.

We hereby confirm that we have uploaded the original transcript of the Q4 FY 22 Earnings Call held on Friday, May 20, 2022 on our website viz: [www.aicltd.in](http://www.aicltd.in). on 24<sup>th</sup> May 2022 and this revised Transcript today on 28<sup>th</sup> May 2022.

The above is for your kind information and records.

Kindly take the same on your record.

Thanking you

For Agarwal Industrial Corporation Limited



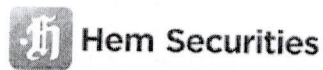
**Dipali Pitale**  
Company Secretary & Compliance Officer





“Agarwal Industrial Corporation Limited  
Q4 FY2022 Earnings Conference Call”

May 20, 2022



**ANALYST:**

**MS. ASTHA JAIN – HEM SECURITIES**

**MANAGEMENT:**

**MR. VIPIN AGARWAL – CHIEF FINANCIAL OFFICER -  
AGARWAL INDUSTRIAL CORPORATION LIMITED**







*Agarwal Industrial Corporation Limited*  
*May 20, 2022*

**Moderator:** Ladies and gentlemen, good day and a welcome to Agarwal Industrial Corporation Limited Q4 FY2022 and FY2022 conference call hosted by HEM Securities. As a reminder, all participant lines will be in the listen-only mode and anyone who wishes to ask a question may enter “\*” then “1” on your touchtone phone. To remove yourself from the queue please enter “\*” then “2”. Should you need assistance during the conference call, please signal an operator by pressing “\*” then “0” on your touchtone phone. Please note that this conference is being recorded. I now hand the conference to Ms. Astha Jain. Thank you and over to you Madam.

**Astha Jain:** Thank you. Good afternoon, ladies and gentlemen. Thank you for joining the Agarwal Industrial Corporation Limited Q4 FY2022 and FY2022 earnings conference call. Joining us on the call today are the Management team and Mr. Vipin Agarwal, Chief Financial Officer is there from the management team. We will commence the call with the opening thoughts from the management team, post which we will open the forum for Q&A session where the management will be glad to respond to any queries that you may have. At this point, I would like to add that some of the statements made or discussed in the conference call may be forward-looking in nature. The actual results may vary from the forward-looking statement. I would like to hand over the call to Mr. Vipin Agarwal to commence by sharing his thoughts on the performance and strategic progress made by the company. Thank you and over to you Sir.

**Vipin Agarwal:** Thank you very much. Good afternoon and a very warm welcome to everyone who has joined us today. I take the pleasure of welcoming you all to the Q4 FY2022 and FY2022 earnings conference call of Agarwal Industrial Corporation Limited.

Let me start by giving you a brief overview of the company’s business and will then take you through the financials will then be happy to take questions you have if any. Agarwal Industrial Corporation is an integrated ancillary infra company focused on a wide range of innovative development products backed by our world-class logistics infrastructure, which comprises of five large marine vessels having a total capacity of 29,500 metric tonne; however, the company have recently added one more vessel and with this addition we own a fleet of six large vessels having a total capacity of 38,000 metric tonne, which will be used in importing raw material from oil producing countries. The company has a fleet size of more than 650 LPG tankers and bitumen tankers, 7 bulk storage terminal facilities with a total capacity of 30,000 metric tonne. Having direct access to the shipping networks located at Hazira Port, Mumbai port, Dighi port, Haldia port, Mangalore port, Karwar port and Vadodara and we have recently started Chennai as well. We along with our subsidiaries have six manufacturing facilities located at Vadodara, Taloja, Belgaum, Hyderabad, Guwahati and Kochi. Kochi is a subsidiary of Agarwal Industrial Corporation limited.

Moving on to the results reported starting with consolidated quarter highlights of Q4 FY2022. The company has seen a growth in revenue of 44% in Q4 FY2022 at Rs.652.91 Crores compared to Rs.453.61 Crores in Q4 FY2021. Company reported a EBITDA of Rs.37.5 Crores in Q4



FY2022 a growth of 6% versus Rs.35.47 Crores in Q4 FY2021. Company reported a PAT of 23.73 Crores in Q4 FY2022 versus 23.7 in Q4 FY2021. Consolidated financial highlights for the full year the company reported a 77% rise in the total revenue of 1601.99 (**unclear**) 3.59 Crores in FY2022 as compared to Rs.905.50 Crores in FY2021. The company has reported EBITDA of Rs.109.51 Crores in FY2022 versus Rs.72.91 Crores in FY2021, which has grown by 50%. On a year-on-year basis, the company's FY2022 PAT surged by 57% from Rs.40.53 Crores in FY2021 to Rs.63.68 Crores in FY2022. Further I would like to add that the demand trend continues to be stable across the infrastructure industries, which is quite exciting for us as the government has been focusing tremendously on the infrastructure activities. Our customer understands and appreciates the company's exhibition abilities which constantly result in financial growth in market share. We continue to demonstrate profitable performance in long term through relentless focus on leveraging our two decades of experience in bitumen and logistics. That concludes my opening remarks and I will now request the moderator to open the forum for questions from the participants. Thank you so much.

**Moderator:** Thank you very much. The first question is from the line of Pavan Kumar from RatnaTraya Capital. Please go ahead.

**Pavan Kumar:** Sir, can you give us the figure of volumes for the year or for this particular quarter?

**Vipin Agarwal:** You want to get the volume for the particular quarter or the entire area?

**Pavan Kumar:** Quarter.

**Vipin Agarwal:** In the fourth quarter last year, we had done about 1,36,500 metric tons and this year we have done close to 1,55,000 metric tons.

**Pavan Kumar:** Can you give us an idea of what are the comparable FY2022 and FY2021 volumes?

**Vipin Agarwal:** For the entire year, we had done in the year 2021 about 3,25,000 metric tons against this which we have done about 3,85,000 tonne in this year FY2022 that was growth of about 20% that we usually target. We targeted a growth of about 20% to 25%, but this year the volume that we increased was about 20%.

**Pavan Kumar:** On the gross margin side, we have seen the drastic fall from around 24% to 14%, so how does the price profitability margin get determined in the sense, I am just trying to understand how do we try to price our products and is it the gross margin that we look at preserving or is it the absolute margin?

**Vipin Agarwal:** We look at both the margins, but as we were talking about the margins if you see my standalone financial for the current year, the full year FY2022, there has been an increase in the PAT if you see. It was about 2.6% last year, it is about 2.7% and yes on the consolidated basis, which is due



to the increase in the bunker prices, you are aware of the crude prices that has been very volatile since the war had started and the entire last year. Due to this, increase in the crude prices, which ultimately contributes in a higher fuel price, the bunker prices have increased almost 2.5 times to 3.3 times from the year we have started, still we are able to manage with those good margins only affecting about 10%, 12% of the margins and since we are doing a larger volume and we are integrated players, we have good volumes available to be transported in India. We are able to manage all these things properly in that manner since we are integrated player wherein, we have vessels to transport our products in India.

- Pavan Kumar:** I was just looking at your number past year versus this year. There is a trend in terms of your margins of Q2 and Q3 being higher than generally Q1 and Q4, is it the right understanding?
- Vipin Agarwal:** Q4 is the highest if you understand Q1 would be followed by Q4.
- Pavan Kumar:** I am talking in terms of gross margin per tonne or EBITDA per tonne if you wanted to take it that way?
- Vipin Agarwal:** Can you repeat the question once again?
- Pavan Kumar:** Q2 and Q3 generally are the margins per tonne higher on the gross and EBITDA level.
- Vipin Agarwal:** You mean to say Q4, Q1 or Q2, Q3 you are saying?
- Pavan Kumar:** Q2, Q3.
- Vipin Agarwal:** Q2, Q3 is the low margins. If you are comparing the gross margins in these two quarters since the volumes are limited because of the monsoons arriving into India, the volumes are just able to cater to the margins that we usually try to get and when you increase the fixed cost above all the cost of running the company remained same in Q2, Q3, Q4, and Q1, but Q2, Q3 the volumes are low, so your fixed expenses are being met properly whereas when you increase the volume the other whatever margins we incur in the other quarters it all contributes to the bottomline.
- Pavan Kumar:** Okay, so basically what you are saying is in Q2 and Q3 because the volumes are low you try to take care of your fixed cost?
- Vipin Agarwal:** Most especially fixed cost taken care because if you do not take care of the fixed cost then ultimately in that quarter, you will incur in losses.
- Pavan Kumar:** Okay got it and generally after meeting the fixed costs what are the kinds of margins you try to make?
- Vipin Agarwal:** Exactly what you see in the Q4.



- Pavan Kumar:** I got the point.
- Vipin Agarwal:** To put it in other way, when the volumes are increasing my rentals in the Q2, Q3 they remain the same irrespective of what volumes we do. When Q4 and Q1 if we are doing say instead of 10,000 tons we are doing 40,000 tons so only the additional cost of throughput charge you say about it is very hardly a negligible amount. Other cost is again same in Q1, Q2, Q3 it is all fixed cost, which is being incurred in all the quarters.
- Pavan Kumar:** Any guidance for next year volumes Sir?
- Vipin Agarwal:** We have always targeted internally to keep our volumes minimum about 20% to 25% so if you are able to do the volumes that we target the topline will automatically grow as well as our PAT. Pricing if you have seen last few years, we are able to maintain close to 20%-22% of growth in terms of volume we do not run after the topline because these prices of commodities are always volatile. It can be up it can go down but if you are able to increase your volumes ultimately your topline should be always on the higher side. There will be increase in the topline also.
- Pavan Kumar:** One last technical question since OMCs are -- (audio cut,12:36) my understanding is, going to pet coke instead of producing more bitumen, but in case of pet coke prices drop is it the right understanding that maybe they might come back into the market to supply some extra bitumen into the market instead of that being imported?
- Vipin Agarwal:** No, PSUs have a production capacity of 5 to 5.5 million tons in a year even if they are not producing coke. If they produce coke this production will go down anyways, so the maximum production capacity that the Indian refineries having about between 5 and 5.5 million tons only, so any increase or additional requirement of bitumen that will be purely imported bitumen only in fact we are supplying to HPCL and BPCL.
- Pavan Kumar:** Are they now producing coke or not?
- Vipin Agarwal:** They are producing, see all these refineries have their own integrated PAT systems and models wherein if suppose in a particular day or a particular fortnight, a product is giving them higher margins, they will produce that product so there is nothing called a pre-planned or a fixed plan for production of any product in refineries. Suppose for them fuel oil is a very highly marginal product today, they are producing more of furnace oil or other oil products if you say base oil or all those lubricants and all these products. They are high margin products for them.
- Pavan Kumar:** Okay but in the case that margins on those products drops down of this 5.5 million tons, how much do you think might actually come to the bitumen market?
- Vipin Agarwal:** Maximum 5.5 million that they can produce that is the cap that they are having whereas the demand is about say 9 million tons today.







- Pavan Kumar:** Okay that is fine. Thank you Sir.
- Moderator:** Thank you. The next question is from the line of Abhishek Sharda, Individual Investor. Please go ahead.
- Abhishek Sharda:** Thank you Sir for giving me the opportunity and congratulations for good set of numbers. Sir my first question is that what is our current market share in private bitumen industry. In the last quarter, you mentioned that it was around 24% to 28% and previously it was around 18% to 20%?
- Vipin Agarwal:** The listed data that is available from January to December they published it from January to December. If you see those numbers if we add 4 lakhs tons the next importer or the next company who imports it is about 60% of our volumes. If we add 4 lakhs tons, they are about 2,50,000 tons so that is the gap between the first and second, so that publication house publishes data only from January to December.
- Abhishek Sharda:** Okay. Basically, right now we are at around 25% to 28%?
- Vipin Agarwal:** We are trying to maintain between say 20% and 25% or about 28%-30%; some months we go up some months we can come down because of monsoon,
- Abhishek Sharda:** Expecting strong growth in infrastructure, are we looking into some expansion?
- Vipin Agarwal:** As informed, we have only acquired the sixth vessel and that would contribute say additional 9,000 tonnage capacity so even if we are doing 15 voyages from that vessel, we can add about 1,40,000 tons in a year with our own integrated vessels that we will be having. With this our requirement of third party vessels will reduce.
- Abhishek Sharda:** In this quarter, have we modified the name of the segment in our filings?
- Vipin Agarwal:** It is not actually modified. You cannot say it is modified because this sector was not available actually prior to a few years back or two years back. Now this is the model where it has been all these companies, who are helping the infrastructure grow so all these companies are coming under the umbrella of ancillary infra that is the only difference, so it is not a segment though everything remains the same, because of the volumes and because of great contribution in Make in India so much of infra development across the country, so it is actually coming under the infrastructure and even logistics and bitumen supply that we make, it is all contributing to infrastructure.
- Abhishek Sharda:** What are the sustainable margins for this ancillary infra segment, which basically contributes around 85% to 90% of your revenue, so what are sustainable operating margins for this segment over long term?



- Vipin Agarwal:** Sustainable margins if you have to say we have been sustaining on the margins that we have been giving across last almost 25 years now so if our revenues and the margins that we are (inaudible) 18.01 2.7% we have given or if you have to give a range, between 2.4% and 2.8% is sustainable margin if you are doing volumes and volumes are definitely going to grow because of the infrastructure development, so many new projects are already lined up, we already executed some under exhibition and some already in pipeline to be executed. All these new projects will contribute to additional volumes apart from what is already required. This volume may go up from 9 million to even 12 million in the next two years, three years and nowadays even governments are allowing to do work even during the monsoon after the COVID period. People or the companies who have lost time due to COVID, they can take permission from the respective government bodies and they can even do work in the monsoon. If that will prevail in the coming year, then I think even in the monsoon off season, we can do more volumes.
- Abhishek Sharda:** Thank you so much for your responses I will come back in the queue.
- Moderator:** Thank you. The next question is from the line of Pavan Kumar from RatnaTraya Capital. Please go ahead.
- Pavan Kumar:** Sir what would be the capital expenditure plan for next year FY2023?
- Vipin Agarwal:** We have declared the six vessels is just taken over in the current if you have to say in the current financial year, so already we have done about capex of about Rs.50 Crores.
- Pavan Kumar:** Okay that is for the vessel and do you plan to do any additional?
- Vipin Agarwal:** Additional about 15 Crores we keep on doing a capex depending upon the opportunities that we get. If there is opportunity, 10, 15 growth is always on paper we put for capex if there is good opportunity arises.
- Pavan Kumar:** Incrementally Sir, what is the business segment we would like to focus on most is it the shipping logistics part or is it the bitumen part?
- Vipin Agarwal:** Both are correlated and both are competing and both are complementing each other in fact because if you have vessels, you will never drive in terms of availability of the product. If there is a problem in shipping business on some companies. Suppose you are dependent on the third party and he is under stress or there is some problem in his company then you may not get the product on time, but whereas when as a player like us integrated, who is having their own marine vessels to do the transportation of that product <sup>from</sup> on the origin of the manufacturing to our different Indian ports then you can never fall dry. We always have 10 to 15 days inventory and with these vessels we always have something in transit your volumes will never go dry.
- Pavan Kumar:** Okay I got that.



- Vipin Agarwal:** Both are very, very important part because you cannot sell unless you have the products or you cannot have the product without having the backup of selling the product.
- Pavan Kumar:** You are talking about sustainable margins of 2.4 to 2.8, what is that exactly is the PBT or PAT EBITDA what are we talking about?
- Vipin Agarwal:** PAT.
- Pavan Kumar:** PAT margins of 2.4 to 2.8?
- Vipin Agarwal:** Yes, because if you see year-on-year record, I think this was approximately in this range.
- Pavan Kumar:** This is on a consolidated basis?
- Vipin Agarwal:** I only informed about the individual basis, but yes tomorrow this war between Russia and Ukraine again comes down then the crude prices should again fall to about USD 60-70 then our shipping margins may again go up because ultimately effect will come into the bunker price.
- Pavan Kumar:** Okay, so if the prices fall you are saying the margins will go up?
- Vipin Agarwal:** If the war is put off yes because ultimately the crude will come down the prices of crude will come down which has a direct effect for bunkering especially not the bitumen, but bunkering yes.
- Pavan Kumar:** Okay you are talking about the logistics cost part of it?
- Vipin Agarwal:** Logistics, shipping and chartering business.
- Pavan Kumar:** Okay there you are saying the margins will go up?
- Vipin Agarwal:** Yes, definitely because if we are able to sustain good margins in the current year, where it is at almost all-time high bunker prices and if you are able to give good margins even in the current year going forward, it cannot go above this unless there is a more severe war or something like situation happens.
- Pavan Kumar:** Okay but even your chartering rates will go down then right Sir?
- Vipin Agarwal:** No, in our business the chartering rates are more or less stable, yes if you are talking about containers their prices have gone up, but in this bulk transportation logistics the prices have remained almost in a particular range. It has not gone beyond the entire bunkering cost escalation has not been incorporated in the trade prices because if you incorporate the entire cost of bunkering, then it may not be feasible for us to import the product in India and sell it.



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- Pavan Kumar:** Okay, but are you saying the chartering prices will not go down even because of the demand and supply of the vessels?
- Vipin Agarwal:** Yes, definitely. It remains the same even after the increase in the bunker prices, but there is no question of going down yes a range if you say \$2, \$3 against a drop of about say \$500 to \$700 per metric tonne in terms of bunkering, it is hardly contributing anything.
- Pavan Kumar:** Okay I got that. Fine Sir thank you.
- Moderator:** Thank you. The next question is from the line of Navdeep Singh as an Individual Investor. Please go ahead.
- Navdeep Singh:** I congratulate on good set of numbers so the only question I was having is from the two questions, one is from the margin front. If suppose these crude prices are going higher so cannot we pass it on to the customers because we are the largest supplier of bitumen so there should be a mechanism where we should be able to pass certain cost to them?
- Vipin Agarwal:** All the products that we supply in India the prices are all determined by the PSUs. If every fortnight the PSU changes their prices, you have to have a particular difference between the local prices and a product that we usually import or manufactured from different factories of ours. If there is no difference between the product that we produce and the refineries, then you cannot be selling that much of volumes.
- Navdeep Singh:** Are we confident with this kind of growth we would be able to sustain in future as well?
- Vipin Agarwal:** Yes, the volumes because our basic understanding of the aim is to increase the volumes and seeing the government focus on that further if there is no question or there is no doubt in our mind that the volumes will not go up.
- Navdeep Singh:** The second thing is in the other expenses also increased correct, so can you elaborate on that?
- Vipin Agarwal:** Other expenses, I do not think so because all the rentals the terminal lease rentals that we have they will remain the same even if you are doing 2 lakh tons or 10 lakh tons, there is only a small component throughput charges that would be incurred, which is compared only 20% on a comparable basis of the rental charges that we pay. All the other fixed costs will remain the same.
- Navdeep Singh:** What comprises of these other expenses?
- Vipin Agarwal:** I think we will have to refer to financial because if I put any numbers, it may go wrong somewhere.
- Navdeep Singh:** No that is fine.





- Vipin Agarwal:** Fixed expenses rentals we are having about close to Rs.6.58 Crore, so that is the rentals.
- Navdeep Singh:** That is fine. Thank you.
- Moderator:** Thank you. The next question is from the line of Dr. Vijay Mishra from Omkara Capital. Please go ahead.
- Vijay Mishra:** Sir first of all congratulations for a very stronger number. My first question is in your balance sheet, your equity capital is increased from 10 to 13, so exactly how it is happened and when it has happened?
- Vipin Agarwal:** There were few preferential warrants that were allotted last year, about 17,62,000 warrants are fully converted this year. The first tranche of 25% against another preferential share of 17,49,000 shares.
- Vijay Mishra:** That is issued in which period Sir?
- Vipin Agarwal:** This was issued in FY2021.
- Vijay Mishra:** Particular month Sir?
- Vipin Agarwal:** The preferential shares issued in the month of April FY2021.
- Vijay Mishra:** Second question is I believe that you have plan to increase your capacity up to 10 lakh (inaudible) 29:45?
- Vipin Agarwal:** It is not increasing the capacity because we already have capacity to do that much of tonnage. It is additional few maybe 10% additional if I may in the terms of storage facilities that we already have, but with the same set of facilities that we have today we can reach 10 lakh tons.
- Vijay Mishra:** You have plan for that?
- Vipin Agarwal:** Yes, but of course we are already close to one of the Mumbai refineries production capacity in FY2022, so we are already close to what they produce in one of their refineries in Mumbai. Hopefully, we may overtake the production capacity at one of the PSUs in Mumbai.
- Vijay Mishra:** You get bitumen from two sources, one you import and other you get from PSU.
- Vipin Agarwal:** PSU volumes are very low, but major volumes are contributed by importing the product for our different manufacturing plants.
- Vijay Mishra:** In future, PSUs will be totally converting that bitumen into the coke?



- Vipin Agarwal:** They have already done most of the modifications, but as I have informed a few minutes back it is all margins that they get on a particular product, on which they take a call of producing a particular product. If the coke margins high, they will produce coke. If their margins high on fuel oil, they will produce fuel oil or other products that they have under their umbrella, but bitumen is the last product that they produce, so that is the least marginal product for them.
- Vijay Mishra:** In our factory bitumen gets upgraded?
- Vipin Agarwal:** We manufacture different products of bitumen emulsion, CRMB.
- Vijay Mishra:** Okay Sir fine thank you very much.
- Moderator:** Thank you. The next question is from the line of Mohit Savaliya an Individual Investor, please go ahead.
- Mohit Savaliya:** Thank you for giving me the opportunity. Now I have to ask a question on capex front, how you are planning for this capex? Is it by a way of internal accrual or you are planning to take any debt?
- Vipin Agarwal:** The current vessel that we have acquired all done from the internal accrual that was there with the overseas company.
- Mohit Savaliya:** Okay fine Sir thank you and second question is that I just would like to understand the business front, like lower crude oil prices is helpful for the logistics business, but that would affect the bitumen business, is it Sir?
- Vipin Agarwal:** It is not, you cannot say low crude price, but any volatile prices of any product that is not beneficial in a long-term business, even if you say today our daily user product that we use with oil all those products, so any major volatile in terms of their prices, it is not good for any major economy or for any business. Yes, if range of crude price remains between 50-55, 60-70, which was the case in last two years before this war it was ranging between 50 to 70, so that range and volatility is understandable and you can do good business because there is no dilemma of any product prices crashing or going up significantly. Any volatile prices is bad for any economy or for any company or for any sector.
- Mohit Savaliya:** Right Sir.
- Vipin Agarwal:** Today we saw in share market. It has gone up now it is going down, down, so it is very volatile how much has this been evaluated from the investors.
- Mohit Savaliya:** You are planning to add one vessel. Will it help to save the cost?
- Vipin Agarwal:** Yes, we already added Sir.







- Mohit Savaliya:** Up to what level I can expect operating profit margin to go up?
- Vipin Agarwal:** It is difficult because maybe about 2% to 4% from now if you have to say because of the bunker prices. With this additional vessel we may be able to increase our margins of additional 10% to 12%.
- Mohit Savaliya:** Addition of 10% to 12% from the current year?
- Vipin Agarwal:** Yes. \
- Mohit Savaliya:** Okay thank you so much.
- Moderator:** Thank you. The next question is from the line of Mudit Jain, Individual Investor. Please go ahead.
- Mudit Jain:** Thank you for giving me the opportunity. What are the current debt levels and are we expecting to become debt free in the near future?
- Vipin Agarwal:** The company is not having any major term loans in its balance sheet. Whatever we have is the working capital and going forward we can go debt free by 2024. If we do not do major capex or any more further expansion, we can definitely go debt free.
- Mudit Jain:** My second question is can you please provide the updates regarding capacity extension at Guwahati and Taloja plant?
- Vipin Agarwal:** Taloja we already informed earlier also. We have already installed and successfully started the Taloja additional facility about 4000 tons that we have added that is already operational from the last quarter. Guwahati is also ready and started doing some small sales.
- Mudit Jain:** You have given the volume guidance for FY2023, so can you please also provide the revenue guidance for FY2023?
- Vipin Agarwal:** Figures will all depend upon how the price of the product is, but volumes definitely we are always trying to maintain between 20% and 25%, which going forward our aim is to increase the volume by 20%-25%.
- Mudit Jain:** Okay Sir.
- Vipin Agarwal:** Even with the current prices, we have 20%-25% the revenues will definitely grow.
- Mudit Jain:** My last question is, can you please provide the average capacity utilization in FY2022?
- Vipin Agarwal:** We have done close to 100% capital utilization of the storage capacity that we have.





- Mudit Jain:** Okay thank you Sir that is all from my side.
- Moderator:** Thank you. The next question is from the line of Pavan Kumar from RatnaTraya Capital. Please go ahead.
- Pavan Kumar:** If I heard it right that after this deployment of this new vessel, we will see a bump up in margins by around by 10%?
- Vipin Agarwal:** Yes, In the chartering side.
- Pavan Kumar:** Okay only in the chattering?
- Vipin Agarwal:** Here the margins will remain same because the volumes or the margins are more or less in the particular range.
- Pavan Kumar:** I got that and secondly you were saying that the prices of bitumen at which you have to sell it to the customers depends on the level at which PSU is priced?
- Vipin Agarwal:** All the discounts or pricing that we offer to any customer, the benchmark is the PSU prices and that is every fortnight.
- Pavan Kumar:** Any ideas Sir how PSUs actually benchmark those prices?
- Vipin Agarwal:** We are aware, but if I have to answer that question it is very difficult to answer that question because it is all the interla-internal policies of the PSUs though we are in this industry for so long, we know how the formula works but we cannot be saying it because it is an integral part of their PSU policy.
- Pavan Kumar:** Okay thanks.
- Moderator:** Thank you so much. The next question is from the line of Rinkle Vira from Mehta Equities Ltd. Please go ahead.
- Rinkle Vira:** Good evening everyone thank you for giving me a chance for asking questions. When I see we are the largest private player in retail and manufacturing and transportation and other fuel storage and LPG transportation and renewable energy, can you provide me the revenue bifurcation from all of this like and how much percentage from when we manufacture and how much percentage of revenue comes from transporting their Bitumen?
- Vipin Agarwal:** If you see my segment results that we have published, numbers are already published in the results that we declared. I guess you can refer to the result or you want me to give you the bifurcation?







- Rinkle Vira:** Yes, I will refer it.
- Vipin Agarwal:** Segment-wise, revenue is ancillary infra, bitumen and byproducts, full year it was about (I am just rounding to the nearest zero) Rs.1344 Crores. Shipping and operating contributing to about 130 Crores and other petroleum products 58.50, logistics 67 Crores, windmill 1.25 and other revenue is about 8.5 Crores.
- Rinkle Vira:** Okay thank you.
- Moderator:** Thank you. Ladies and gentlemen due to time limitation that was the last question for today. I now hand the conference over to Ms. Astha Jain for closing comments.
- Astha Jain:** Thank you. On behalf of HEM Securities Limited, I thank Agarwal Industrial Corporation Limited team for giving the time we spend on this call and responding all the queries in the detail way. I would also like to thank all the participants for joining this call. I would like to hand over the call to the moderator.
- Moderator:** Thank you. Ladies and gentlemen on behalf of HEM Securities that concludes this conference call. Thank you for joining us. You may now disconnect your lines.
- Vipin Agarwal:** Thank you so much for all the people who have raised their questions and I hope we have successfully answered all the queries.

