



Sonu Infratech Limited

H1 FY26

Earnings Call with Investor/Analyst

27th November 2025, 4pm

Management: Team

Mr. Sonu Panday- Director

Mr. Arpit Kumar Panday- Executive Director

Call Coordinator



Investor Relations Consultant

Presentation

Moderator: Good afternoon, ladies and gentlemen. A very warm welcome to Sonu Infratech Limited's earnings conference call to discuss the financial results for the half-year ended September 30, 2025.

I am representing the Investor Relations team, and on behalf of the company, I would like to thank you all for taking the time to join us today.

Before we begin, I would like to state a brief cautionary statement. Some of the statements made during today's call may be forward-looking in nature. These forward-looking statements are subject to certain risks and uncertainties that will cause actual results to differ materially from those expressed or implied. These statements are based on management's current expectations, assumptions, and information available as of now. Investors are therefore advised not to place undue reliance on these forward-looking statements when making any investment decisions.

The purpose of this call is to share insights into the company business, performance, and financial results under review.

Now I am pleased to introduce the members of the Management Team present with us today Mr. Sonu Panday, Director and Mr. Arpit Kumar Panday, Executive Director.

As a disclaimer, I would like to inform all of you that this call may contain forward-looking statements, which may involve risk and uncertainties. Also, a reminder that this call is being recorded.

Sir, I request you to brief us about this slide which is currently being presented. We will go slide-by-slide so that investors will have a better understanding of the business.

Management: Our half-yearly revenue growth resulted in ₹71.94 crore, which is a 59% year-on-year growth. Our EBITDA stood at ₹13.28 crore, reflecting a 71% growth. Our PAT was ₹5.46 crore, showing a 68% growth. Normally, our EBITDA margin remains around 18.73% and PAT margin around 7.6%. We recently secured a project worth ₹157 crore from NHAI. Furthermore, we are bidding for two additional projects in MP worth ₹310 crore and ₹151 crore.

Sonu Infratech was established in 2001. We were incorporated as a limited company in 2017. We undertake civil construction work, building development, mechanical scaffolding, plant maintenance, repair and maintenance of industries... we handle all types of work.

We have achieved significant milestones in the past, including safety contracts and safety awards, particularly many awards from Reliance and Nayara. We are a recognized B-Class MES contractor and a registered contractor with the PWD registered. Currently, our bidding capacity in MP PWD is around ₹25 crores.

We have over 26 years of experience. Our current order book stands at ₹261 crores. Our manpower strength is around 500+. We have over 20 prestigious clients and we are ISO certified. Our past result for FY25 was ₹170 crores in revenue, ₹24 crores EBITDA, and ₹11.04 crores PAT.

Our company was enlisted in 2017 as a limited company. Then we listed on the NSE SME platform in 2022. Recently, in 2024, we acquired a road project in MP worth ₹141 crores. Subsequently, in 2025, we acquired Arpit Techno. These are our various safety awards and contract awards received from Reliance and Nayara.

Our major clients include Reliance, Nayara, Repco, Essar (SR), Adani, PNC, NHAI, and Treneva.

Currently, we are engaged in road construction work, industrial construction and maintenance, specialized jobs, manpower supply, building construction, and industrial renovations. In mechanical, we handle fabrication and erection of all types of structures.

Moderator: Sir, what are the future growth strategies? Can you please put some light on it?

Management: Okay. Currently, we are bidding for road projects. Based on that, moving forward, we are now bidding in the solar sector and are currently bidding with NHAI as well.

Moderator: Sir, what is the current industry overview?

Management: Okay. Currently, the market cap for road work was 142 billion, which we estimate will reach 341 CR (likely implies billion) by 2033. Infrastructure and maintenance work in India is currently estimated at 202 billion crores, which is estimated to reach 538 billion by 2033. There is a growth CAGR of around 10%.

Moderator: Government schemes which are going to help us in this business?

Management: Okay. High capital outlook... outlay. ₹11.21 crores allotted for infrastructure in Union Budget 2024-25, with ₹1.5 lakh crore in interest-free loans to states. PM Gati Shakti Yojana... integrated planning across 44 ministries and 36 states/UTs for faster project execution and logistics efficiency. Sectoral push in roads... National Highway Network expands to 1.46 lakh kilometers. Airports... plans

to connect 120 new airports over 10 years. Housing... ₹96,000 crore budget for urban affairs and 2 crore new houses under PM Awas Yojana.

Management: The Management: team includes Mr. Ramji Shrinarayan Pandey (Managing Director), Mrs. Seema Ramji Pandey (Whole Time Director), Mr. Ketan Vallabhai Modi (Whole Time Director), Mrs. Dipti Ketan Modi (Non-Executive Director), Mr. Vipul Chandra Acharya (Independent Director), and Mr. Chintan Ashok Bhai Mehta (Independent Director).

Mr. Manish Kumar Pandey is the CFO of the company. Mr. Arpit Kumar Pandey is the Executive Director. Mr. Sonu Pandey is a Director. Mrs. Khushboo Gupta is the Company Secretary, and Mr. Subhrajit Chowdhury is an Independent Director.

Last year, our revenue increased significantly compared to the previous year. It was ₹90 crores in FY24. In FY25, it stood at ₹170 crores. Our half-yearly result was around ₹71.94 crore.

Similarly, our EBITDA... in past FY24 it was 10.49. In FY25 it was 24.03. And in half-yearly FY26, it was 13.48. Net profit increased significantly in a similar way. It was 2.89 in FY24. It was 11.03 in FY25. In half-yearly FY26, it was 5.46.

Moderator: Sir, which factors are contributing to the revenue... if we compare with FY24, it is much higher in FY25. Like which factors are contributing the most?

Management: Mostly new projects from Reliance and secondary NHAI work orders that we received the previous year.

Moderator: And for FY26, like the whole year, how will we perform?

Management: We estimate ₹180 crores from Sonu... and around ₹30 CR from Arpit. So, the estimated overall revenue projection for Sonu is around ₹210 crores.

Moderator: Okay. And Sir, what are the EBITDA margin guidelines?

Management: EBITDA margin would be around 14% to 15%. As this financial year ends, there are chances for our EBITDA to increase in some projects, so the margin might upscale slightly because of that.

Moderator: Okay. And Sir, are the margins sustainable?

Management: Margins... Industrial margins are sustainable. Road project margins will affect us a little bit, but mostly industrial margins are sustainable for us.

- Moderator:** Can we show positive cash flow going forward?
- Management:** Yes, yes. Positive cash flow will come from operations. In this financial year, substantial cash flow will come from operating activities.
- Management:** Thank you everyone.
- Moderator:** Okay. So, sir thank you for briefing us. So now we have some questions from Disha. So Disha, you can unmute yourself and go ahead please.
- Investor (Disha)** Hello? Am I audible Sir?
- Management:** Yes ma'am.
- Investor (Disha)** Yeah thanks a lot for the opportunity. So just a couple of questions from my side. Sir you... so our current order book is 261 CR and you mentioned that we are also bidding for two projects both are MP based. So what was the size of it? If I am not wrong is it 310 CR and 151 CR?
- Management:** Yes, yes, yes ma'am.
- Investor (Disha)** Yeah. So other than these two projects what... how is the order book pipeline looking like Sir?
- Management:** Other than these two projects we are continuously getting new projects from Reliance and Nayara. Means we have 3 years contract. As the contract... as the past order expires we get other orders from Reliance and Nayara.
- Investor (Disha)** Or any number that we are expecting Sir for this time? How much like... how much order inflow are we expecting in the second half?
- Management:** Second half. For that it would be around 50 to 60 crores from Reliance and Nayara combined.
- Investor (Disha)** Okay, okay. And these two projects the MP projects, when are we expecting to... like when are we expecting the conversion?
- Management:** Ma'am their bidding will start on 1st of December so it will take around 3 to 4 months after that.
- Investor (Disha)** Okay so by the end of this year?
- Management:** Yes, yes.

- Investor (Disha)** Okay, alright. And Sir this... so we have seen like a huge margin jump in the first half of FY26. So, what were some of the growth drivers for the margin increase?
- Management:** Our Reliance projects we got... what can I say... few projects were estimated to be low budgets, but we did it quite well. So, in some way in few projects the costing decreased. In industrial projects. So, margins were increased.
- Investor (Disha)** So, I think this year you are saying 14 to 15% margins but the first quarter second... yeah EBITDA margins. First quarter second quarter we are at 17.3 and 20.4%. So, isn't the guidance a bit conservat... are we expecting margins to decline in the coming quarters? Or how should one look at it?
- Management:** It's a conservative approach. I am estimating it to increase but on a safer side it would be 14 to 15%.
- Investor (Disha)** Okay, okay. And Sir you mentioned in the PPT that we are targeting 30 to 35% growth. And again... like you just mentioned that we are expecting 210 overall with 180 from Sonu and Arpit will contribute to 30 CR.
- Management:** Yes.
- Investor (Disha)** So that will only lead to around 23% growth in our top line. And you guiding for 30 to 35%. So can you just clear that up?
- Management:** Okay. For that ma'am currently we have... according to our projects we estimated that. But as we get new orders... the top line may increase according to that.
- Investor (Disha)** So can we expect a 30% growth for this year?
- Management:** Yes ma'am.
- Investor (Disha)** 30% would be a good assumption?
- Management:** Yes.
- Investor (Disha)** All right. That'll be it from my side. If I have more questions, I'll join back the queue. Thank you.
- Moderator:** Sir there is one more question. Like can you please tell us about the order book. Like we want a split of it.

Management: Okay. So basically, our order book is split into government projects and private projects. Mostly government projects include road projects, that would be around... I guess... 150 CR, yes. 150 CR would be government projects, and the rest is private projects. Private players include Reliance, SR, Adani, and small projects around here.

Moderator: Okay. Rajesh Sir you can go ahead please.

Investor (Rajesh) Hello? Am I audible?

Moderator: Yes.

Investor (Rajesh) I actually... again taking a cue from the previous participant. I wanted to ask you that you mentioned ₹210 crores for the 2026 financial year. What are the chances that if we hit 30% growth, this could become ₹250 crores or ₹240 crores?

Management: The chances for this are around 70%. Meaning, our bidding process is currently ongoing. But it depends on when it closes, Sir.

Investor (Rajesh) Okay. So, as we are almost in the month of December. November is ending for us. So how is our progress going so far, for instance for the second half?

Management: Right now, regarding revenue, I cannot tell you directly but... it is good growth. Meaning, compared to the past, we have had quite good growth recently.

Investor (Rajesh) Okay. And we will maintain... so we will maintain the EBITDA and PAT margin? Or can they increase?

Management: No, we will maintain the PAT and EBITDA margin.

Investor (Rajesh) Okay. And I have one more question... very roughly I know it's too early... what projection are we looking at for financial year 2027? Since you are in the business and you keep watching the ecosystem, and there is a lot of growth in infra ahead. So, what roughly is the growth looking like to you? Financial year 2027?

Management: 2027... right now many... I mean many infra projects have come up. We are actively and continuously bidding as well. In this, based on our current order book, we have estimated around 250. But as our order book increases... for example, if the two or three projects we have bid for get closed, then the order book... I mean our revenue will increase further from that.

Investor (Rajesh) Okay. So, you are forecasting based on the order book...

Management: Yes, yes, I am speaking based on what we already have currently.

Investor (Rajesh) Okay, okay. But do you see growth regarding the chances of getting orders? Meaning a little...

Management: In government projects... regarding government projects Sir, even I cannot tell you. Government projects mostly have a bidding system. So whichever party comes L1 (Lowest Bidder) gets the bid. Apart from that, in industrial projects we are doing quite well, so there we are expecting decent enough growth. But the major changes will come from government projects.

Investor (Rajesh) How much percentage is Industrial of our overall business currently?

Management: It is around 40 to 50%.

Investor (Rajesh) Okay. Let me ask you this qualitatively: as we are running your company... obviously over the next two-three years there will be tenders and we will get them only if we are L1. But we usually carry a growth map, like today let's say we are a 170-crore company, next year we will be 250 crores. Where do we see ourselves in two to three years?

Management: I see this company doing a turnover of 1000 crores. But that will take time because with government projects, as you complete those projects, you can get further projects based on that completion. That takes time. That doesn't happen instantly.

Investor (Rajesh) Exactly. I can understand. So roughly in how many years do you see 1000 crores?

Management: Around 5 years. 5 years. From Financial Year 25.

Investor (Rajesh) Okay. Thank you. I am done. Thank you, sir. Thank you very much.

Unidentified Male Investor Hello? Sir, can you hear me?

Management: Yes, yes. Yes Sir.

Unidentified Male Investor Sir regarding our order book of 261 crores... What is the execution timeline for that? For major projects?

- Management:** It is different for every project. Some have 18 months, some have 6 months, some have one year. Every project has a different time.
- Unidentified Male Investor:** So, this order book will be exhausted within a maximum of two years?
- Management:** Yes, maximum two years. Yes. 18 months to 24 months.
- Unidentified Male Investor:** And Sir, regarding the new NHAI project of 157 crores... So, Sir, what will be its revenue contribution in the current financial year and the next financial year?
- Management:** Mostly in this financial year, our estimated revenue from there will be around 40%. And next year we will get around 30% revenue from there.
- Unidentified Male Investor:** Okay Sir. And Sir, our trade receivables are continuously going on the higher side so...
- Management:** No no, now at the quarter end our trade receivables have become quite low compared to the March results.
- Unidentified Male Investor:** Okay Sir. Can they come down further?
- Management:** Yes, yes, our negotiation is continuously going on with the parties. So, the receivables are gradually decreasing.
- Unidentified Male Investor:** Okay Sir. And Sir, our performance in H1 was very good, we did a top line of 79 crores. But Sir, our operating cash flow is negative, so Sir is there any reason behind that?
- Management:** In this, what happens is some of our inventory... meaning capital gets tied up in stocks, and apart from that, there are some receivable issues. We are talking to the parties and utilizing our stock. So, at the end, I feel this will become positive by FY26.
- Unidentified Male Investor:** Okay Sir. And Sir, are we currently bidding for some new projects? Under PWD...
- Management:** Yes, we just discussed a while ago, there are two MP projects, 310 CR and 151 CR. Both in MP.
- Unidentified Male Investor:** So, Sir what is the status of that currently...
- Management:** Meaning our bidding will happen on the 1st. Meaning tender submission is around 1st of December. So, we will submit the bid, it will open, that takes time. It takes three months.

- Unidentified Male Investor:** So, Sir, what could be the biggest risk in this sector of ours?
- Management:** For us, there could be a working capital risk, and apart from that, project delay. These are two major reasons, apart from that there is no such risk. Project delay becomes a very big risk factor if the project is not completed timely.
- Moderator:** Disha you can go ahead please.
- Investor (Disha):** Yeah, thanks for the opportunity again, sir. So just wanted to know two things. So, you mentioned that in the second half of this year... the projects... I think you said that the margins will increase because there's some projects that will finish which have high margins? Did I get that right?
- Management:** Come again ma'am?
- Investor (Disha):** You... I think you mentioned that in the second half of this year the projects... you said that the margins will increase because this time few projects were estimated to go on slower paces, but they were executed on before time. So, the margins were increased this result. Around for this result. So, this 20% margin will not sustain? So around 17-18% margins are what we can expect?
- Management:** 17-18%. Yes. It's decent enough margin that we can sustain. Yes.
- Investor (Disha):** And Sir in general like I just wanted to ask because we are an EPC company, so EPC second half is usually very heavy. So, what's the like revenue split? Like how much we get in the first half how much do we get in the second half?
- Management:** Okay. That would be around 65-70% in second half. 60-40%. 60% in second half and 40% in first half.
- Moderator:** Also, sir there are some questions in the chat box. So Harsh Sir wants to ask that what are the 14.66 CR plant and machinery additions? Please elaborate about this.
- Management:** Okay for our project that 157 CR... 157 CR in MP we bought one crusher and around 10 hyva truck. and few other machineries. That's costing of that machinery. So, the 14 crore is all in machinery spent.
- Moderator:** Also, Sir Rajat Sir wants to ask that what is the timeline execution for current order book?
- Management:** Ma'am as I discussed every project have different timeline. Few projects have timeline of 18 months. Few projects have timeline of

24 months. Few projects have timeline of 6 months. Few projects have timeline of 1 year.

**Unidentified
Male Investor**

Sir, the projects we have, do we self-execute them, or do we give some contract system as well?

Management:

Meaning, there are small sub-contracts that we give out, but those are labor contracts. Mostly we execute it ourselves.

**Unidentified
Male Investor**

Okay. So, Sir regarding this... the DPR related delays that happen in government projects? Or design related... how do they impact execution timelines and what is their impact on financials?

Management:

As such, when there are big projects, we don't give them to others. Meaning when we have big projects, we execute them ourselves. We keep contractors only for labor supplies. The rest, we execute big projects ourselves.

**Unidentified
Male Investor**

Okay Sir. And Sir, is there any difference in margins between government EPC projects and the private industrial and mechanical assignments we do, or does it remain the same throughout?

Management:

No, in industrial there is decent enough margin. In road projects, it remains a little less than industrial. Because industrial falls under specialized jobs, so only a few vendors can work there, so they get a good margin.

**Unidentified
Male Investor**

Okay Sir. And Sir, regarding our... whatever orders we have, what percentage of orders have price escalation clauses?

Management:

Mostly all our orders from Reliance and Nayara have escalation. Government projects also have escalation.

**Unidentified
Male Investor**

Okay Sir. And Sir, what is our average billing cycle and retention money cycle for government projects?

Management:

Average billing cycle... my average billing cycle would be around... we bill continuously but our estimated billing is... The billing cycle for industry is different and for road projects it is different. In industry, it remains item-based billing, and in road projects, it remains stage billing. As the stage gets completed, you can bill. And in industry, you can put the bill after completing a certain amount of quantity.

**Unidentified
Male Investor**

Okay Sir. And Sir for the next three years what top line are we targeting?

Management:

Right now, we are estimating 350 to 400 crores. 350 to 400 CR for the next three years.

Unidentified Male Investor: And Sir what can be our order book like in 3 years...

Management: As I told you just now, there are two big projects; if we get even one of them, our order book will change drastically. So, we are continuously bidding for big orders anyway.

Unidentified Male Investor: Okay Sir. And Sir regarding our capacity... do we have it in us to target an even bigger order book...

Management: Big orders we do in JV. In Joint Ventures.

Moderator: There is a question in the chat box from Miss Nidhi. She is asking that for this 14.66 CR plant and machinery, have a company taken any additional loan?

Management: Yes ma'am. They are all on loan. Term loan. I mean machinery purchase loan. Commercial vehicle loans.

Investor (Harsh?): Hello. Sir you just mentioned that our main board transition will happen in April. It will be done in next 6-4 months it means transition will be done.

Management: Yes.

Moderator: So, there is one more question. That reporting in accordance as per reporting in standard if not we can think about it...

Investor (Harsh): Sir there is a reporting standard called IND AS... which is in accordance with global reporting standards. Meaning it is in accordance with IFRS. Because the way our reporting is currently... meaning the way our Annual Report is being made... many things would become easily clear to our people (investors) in that. In reading, meaning notes to accounts are made differently, a few things are made differently. So, Sir, can we think about this? So, if the reporting becomes a bit standardized, clarity comes easily to us too. This is what I wanted to ask you Sir.

Management: Okay. I will discuss this with you once.

Investor (Harsh): Yes, yes Sir, once... and if you want, maybe on mail or... however... I will come in the next call, then...

Management: Done. No issue.

Moderator: Sir Harsh sir you can also give me your number in a chat box so that I will get the information from Mr. Arpit and share it with you on WhatsApp.

Moderator: Thank you everyone for joining the call today on behalf of the Sonu Infratech Limited. We appreciate your time and participation. For any further queries please reach out to us at letsconnect@orim.in. Thank you so much.