Date: 03/06/2025

To,
Department of Corporate Services,
BSE Limited
P.J. Towers,
Dalal Street, Fort,
Mumbai - 400 001

Security ID: PCL **Security Code: 543814**

Subject: Transcript of Earning Conference Call for H2 FY25 held on 30th May, 2025

Dear Sir/ Madam,

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit the transcript of the Earnings Conference Call conducted on Friday, 30 May 2025 at 1:30 PM IST, wherein the financial results for the second half of the financial year 2024–25 were discussed with analysts and investors.

This is for your information and record.

Thanking you,

Yours faithfully
For, PROSPECT CONSUMER PRODUCTS LIMITED

BHARGAVI JAY PANDYA
Digitally signed by BHARGAVI JAY PANDYA
Date: 2025.06.03 15:41:27 +05'30'

Bhargavi Pandya
Company Secretary

PROSPECT

Prospect Consumer Products Limited
H2 FY25 Results Conference call

Event Date / Time: 30/05/2025, 13:30 Hrs.
Event Duration: 37 mins 23 secs

CORPORATE PARTICIPANTS:

Mr. Vimal Mishra
Promoter & Managing Director

Mr. Ronak Khambati
Finance and Compliance Officer

Ms. Bhargavi Pandya
Company Secretary

Mr. Rajnish Mishra
Confideleap Partners

Moderator

Ladies and gentlemen, good day and welcome to Prospect Consumer Products Limited H2 FY '25 Results Conference Call hosted by Ventura Securities Limited. As a reminder, all participant lines will be in the listen only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing * and then 0 on your touchtone phone. Please note that this conference is being recorded.

Before we begin, I would like to point out that this conference call may contain forward looking statements about the company, which are based on the beliefs, opinions and expectations of the company as on date of this call. These statements do not guarantee the future performance of the company and it may involve risks and uncertainties that are difficult to predict.

I would now like to hand over the floor to Mr. Rajnish from ConfideLeap Partners. Thank you and over to you sir.

Rajnish Mishra

Thank you. Good day ladies and gentlemen. Myself, Rajnish Mishra from ConfideLeap Partners. We represent the investor relations at Prospect Consumer Products Limited. On behalf of Ventura Securities and ConfideLeap Partners, I warmly welcome you all to Prospect Consumer Products Limited H2 FY 2025 earnings conference call.

The company is today represented by, Mr. Vimal Mishra, Promoter and Managing Director; Mr. Ronak Khambati, Finance and Compliance Officer; Ms. Bhargavi Pandya, Company Secretary.

I would now like to hand over the call to Mr. Vimal Mishra for his opening remarks. Thank you and over to you sir.

Vimal Mishra

Thank you so much. Good afternoon, everyone. Myself Vimal Mishra, I am Promoter and Managing Director of Prospect Consumer Products Limited. It is my pleasure to welcome all our investors, analysts and stakeholders to our H2 financial year '25 earnings conference call.

Let me begin by giving you a brief overview of our company's journey and position. Prospect Consumer Products Limited, formerly known as the Prospect Commodities Limited was founded in 2015 with a vision to become a trusted player in global cash flow industry. In just a short span, we have transformed commodity trading company into an integrated cashew processing and premium consumer brand powerhouse.

Our sourcing strategy is built on a strong partnership across Africa, South Asia and India, ensuring a consistent and high-quality supply of raw cashew nuts, which we process into diversified portfolio of 35 plus SKUs, including cashew kernels of various grades and value-added byproducts.

Our operation headquarter is based in Gujarat, where we have set up a state-of-the-art manufacturing facility equipped with the advanced automation system. This facility currently has installed capacity of 2,500 metric ton plus per annum, and we are on track to double our capacity to 4,800 metric ton within the next 12 to 8 months to meet the growing market demand.

Even beyond this target, our infrastructure is built to scale up to 6,000 plus metric ton per annum, allowing us to stay ahead of the demand trends and serve new geographical with agility. In line with our vision to becoming a diversified consumer company, we have successfully entered the B2C and D2C segment through petrifies brand. This increase in production capacity directly supports our growing B2C and D2C ambition under this brand. As consumption pattern shift towards healthier snacking, we are well positioned to capitalize on this moment.

With premium offering like majestic, luxurious, delicious and everyday cash grades, we have launched 6 innovative flavor variants, each crafted to appeal to evolving consumer preference. We have already for strategic partnership with leading retail and e-commerce platform like Amazon, JioMart and ONDC. We are now working towards expanding to Flipkart, BigBasket and BlinKit, and other quick commerce platforms to further broaden our market range.

Let me now take you through a brief financial overview for H2 financial year '25. Revenue for the period stood at INR 30.99 crores, up 43.11% year-on-year basis, driven by strong growth across both domestic and international markets. EBITDA increased by 40.51% year-on-year basis to INR 4.25 crores, reflecting improved operational efficiencies, capacity expansion and our focus on automation. Profit after tax for the period stood at INR 2.14 crores compared to INR 1.73 crores in financial year '24.

To conclude, H2 financial year '25 has been a period of strong execution, strategic progress and meaningful transformation for Prospect Consumer Products Limited. We have not only delivered robust financial, but also laid the groundwork for scalable, sustainable expansion.

Our increased production capacity, automation led efficiencies and depend global sourcing have positioned us to meet rising demand with the agility and quality. At the same time, our successful entry into B2C and D2C segment under the dry fruits brand with leading online platform market, a pivotal shift in our growth strategy.

As we continue to strengthen our retail presence and expand our portfolio, we are targeting a CAGR of 40% to 45% over the next three years. With a clear roadmap, a strong brand foundation and an experienced team, we remain confident in our ability to create long term value for all of our stakeholders. Thank you once again for your continuous trust and support.

With this, now I would like to open the floor for question and answer. Once again, thank you so much.

Question & Answers

Moderator

Thank you, sir. Ladies and gentlemen, we will now begin the question-and-answer session. If you have a question, please press * and 1 on the telephone keypad and wait for your name to be announced. If you would like to withdraw your request, you may do so by pressing * and 1 again.

First question comes from Prathamesh Dhiwar from Tiger Assets. Please go ahead.

Prathamesh Dhiwar

So I was just trying to understand, so how is the company funding and the automation investment?

Vimal Mishra

So last year, we have raised the fund through the preferential alignment and we have utilized that fund for the further expansion as well. And where we are able to go for the automation on a maximum level.

Prathamesh Dhiwar

Okay. Got it. And sir, as you scale business operation, what robust quality of brands and product recall mechanisms are in place to save where the brand reputation, especially in the context of the food safety and compliance standards?

Vimal Mishra

So we are actually compliant with all the norms for Vasai or probably for the packing and everything. Actually, we are ensuring while doing the packing for retail. We are actually ensuring more time. We are we are doing thoroughly actually packing in that sense as well. Whenever we are going for retail presence, so we always ensure that packing has to be as per the norms. We also follow all the personal side rules and regulations which are in place.

So far, we have not found any sort of lag in that or probably we are actually looking to expand that, safety measures more and more going forward because the volume has started getting increased right now.

Prathamesh Dhiwar

Okay. Got it, sir. And so just last question on our cost structure part. So are there any foreseeable regulatory changes, like food safety standards or export duty?

Vimal Mishra

So we are already following all the norms, and there is no cost to actually much more cost actually on that because we already have the agencies who are taking the for care for the Vasai compliance part. We have all the norms registered with us. Our compliance team, they are taking care of everything at the same time. So that cost has already been taken care well into the consideration one before. So there is no additional cost coming for that.

Moderator

The next question comes from Kaivan Shah an Individual Investor. Please go ahead.

Kaivan Shah

Yeah. I wanted to understand the EBITDA margins on a brief pretty well. And also, the revenue that is due to the PAT that you were less flat. So what is the primary reason for it?

Vimal Mishra

Well, there are so many factors coming into effect with this. We have actually started procuring directly from African. So our procurement has gone increased actually as we reduce the cost for procurement in that case. From the roughly, so you can say 15% to 20% that has also helped us with the new facility in place. So till the time, we didn't have the permission from the pollution department. So we try we will purchase the books actually on a semi-finished business and we started using our facility on the backside. The little on the sorting and grading side, where we don't end up in any trouble with the compliance part. So that's where actually the revenue has gone up.

The cost of raw material has gone down because of the procurement directly from the Africa. And the PAT level, which you can see actually, you know, we are up here on the same level that is because of machineries. What we have to do with the depreciation effect is there.

Kaivan Shah

Okay. And this year, what is the prediction? Next for the current financial year.

Vimal Mishra

As you mentioned, we are looking for 40% to 45% CAGR for next three years. We are quite confident that we will be doing more than that in this year itself.

Kaivan Shah

So that is across revenues, EBITDA and as quality across the same projection?

Vimal Mishra

So we can see that actually, revenue wise, we are looking somewhere around 50 plus. That's the minimum of what we are targeting. The EBITDA stands somewhere around 14% to 15%, and PAT will be somewhere around 8%. 8% plus.

Kaivan Shah

Okay. So there will be lot of investment because of it the PAT is, PAT provision is lower.
Is that the way?

Vimal Mishra

Please come again.

Kaivan Shah

The PAT is around 8% to 10%. That's what we said. But the revenue is 40% to 50%. So is it due to some other investment or some projected cost for which the PAT, I expected to be lower?

Vimal Mishra

It has to be complete. That's what actually we said. It's a minimum. That's what we are we are in what I'm getting.

Kaivan Shah

Okay. Okay. Got it.

Vimal Mishra

Because the depreciation cost is because we have done the expansion, the plant and machinery. So we have invested heavily in that. So the depreciation cost is coming year on year business for that. So but this is what the minimum what we are targeting, then it should be there.

Moderator

Thank you. The next question comes from Rajesh Shah from Shah Investments. Please go ahead.

Rajesh Shah

I have a few questions. So the first one is directed to your PAT and capacity expansion. You are nearly doubling your capacity from 2,500 metric tons per annum to 4,800 metric tons per annum within 12 to 18 months. So, like, can you elaborate on the specific risks which are involved in the CapEx? And, like, what are your strategy on mitigating the risk? Especially your capacity underutilization or things like cost overruns. Can you elaborate on that?

Vimal Mishra

So the facility which we expanded, that is from the 1,200 tons to 2,500 ton plus capacity. However, the infrastructure, we have developed right now, it does have a capacity to go for production. It's more than 6,000 tons production, what we can do in the same premises here. So, what we are doing actually, we are doing step by step. This year we are targeting 2,500 and plus capacity. Once we are used to and once, we are familiar to handle that capacity on a daily basis or weekly basis or monthly basis, we keep on increasing our production. So that is why the CapEx has already been done. It is hardly a view supporting investments need to be done in few of the machineries, which is very, very small part. But most of the CapEx investment, we have already covered in our last year expansion itself.

So, gradually we will increase that depending on the market condition, depending on the raw material availability and looking at these market scenarios in terms of price. So that is why slowly we have actually mentioned in the market that we are expanding our capacity to 2,500 ton at this stage plus. Next year, we'll go for 4,800 ton plus, and after that 6,000-ton 6,000 metric ton per annum plus volume.

Rajesh Shah

Okay. Fair enough. And given the significant investments and automation that you have made, so what will be your estimated payback period, and how have you, like, factored some of the potential growth such as your technology becoming obsolete, maintenance cost and what are the various challenges when it comes to realignment of your workforce?

Vimal Mishra

So that's why we have gone for maximum authorization, what is available in casual industry. So we have gone for that. So whatever technology comes into the place, we are one by one, actually, we are looking at it. We are looking for the feedback in the market, who player whoever players are using the technology at this stage. What is the those what are the pros and cons of that technology? If it is useful to us, definitely we can replace it with the current technology what we have. But mainly in cache, it's all about the capacity.
Like, if we have a reading machine, which can produce right now 200 kg per hour. So going forward, we are actually when we want to increase our capacity, so we'll just have few machines there.

So if some new machines or new technology are coming out, so rather going for the same machine in in future, we prefer to have the new technology in place. So that's how we exchange those actually technology with our existing setup one by one. So, it is not that we want to utilize the machinery which we have already installed at the stage. However, we will prefer to add few more technologies or few more machinery, which can help us to increase our production, which can help us to reduce the cost or can get us the better results in terms of quality.

Rajesh Shah

Okay. Fair enough. I'll this is regards to your sourcing of raw cashew nuts from the South Asian and African market. So, like, what are the contingency plans which you have in place to manage geopolitical risk, trade restrictions or supply chain disruptions in the geographies?

Vimal Mishra

Well, as far as the raw cashew is concerned, so it's coming mainly from the West African countries. So as there are few countries which do have a restriction of exporting raw cashew nuts. So we try to balance out with all the countries because when you see the raw cashew, it's coming from Ghana, Nigeria, Burkina Faso has just lifted the ban for raw cashew export. Lome Togo banning is already banned actually for raw cashew. But the more the cargo is coming from local as well. Ivory Coast has also withdrawn the restriction of raw cashew export. Then this side, if you go to Guinea, Bissau, Senegal, the entire belt actually.

There are so many locations from where we can get the raw cashew nut. As we mentioned earlier as well, there are more than 21 lakh tons of raw cashew coming in India. So there are different countries on a different time period, where we are able to get the raw material from the African continent as well.

When we come to the South Asia, so Indonesia is there, Myanmar is there, from where we can get the raw material as well. You know, East African side, Tanzania is there, who is doing the export of raw cashew. So, as far as the supply is concerned, there are so many options available in the market. Apart from the local crop, what we have in India, that is apart from that. These are the options available in the market.

So how we are actually balancing this, so we are diverting some of the volume to direct import from Africa. And we are actually looking at, we are buying from the local supplier as well, who are a trader actually who are doing this trader trading actually on regular basis from West African countries. So we are buying from them as well just to balance out our demand and supply, so that actually we won't end up in short of raw material at any point of time. So we are just balancing in both of these.

Rajesh Shah

Okay. And one last question from my end. So while you mentioned that one of the measures for reducing cost is by direct procuring. So what are the specific changes that are being made to your working capital pricing? Like, can you quantify the expected improvement in days payable, receivable, and when we thought over the next one year?

Vimal Mishra

We are looking to have a better result in that particular feature because actually when you go for import, and probably you end up paying actually more that time in terms of the trial traffic time. Because actually, if I want to import something from --, I'll transfer the payment in advance or probably open the LC for them. They will start preparing the export documentation, start preparing the loading of the containers. Once it gets loaded, it will reach in India within 40, 45 days, another 10, 15 days for the custom clearance and reaching the material to my factory.

So this cycle will remain unchanged as far as the import is concerned. So that's why we are balancing it out. So at one point, we have a cost saving of let's say, 10%, 15%, 20% when we import directly from Africa. But same time, we need to ensure that we should have material in our factory on regular basis. That's where we are buying from the local traders as well. So once we have that material on hand with us, so it ensures that we have sufficient stock available to process on a regular basis. Okay.

Moderator

The next question comes from Sahil from Samdareeya Capital. Please go ahead.

Sahil

Hello. Yes....

Moderator

Sir, sorry your voice is not clear. Mr. Sahil?

Sahil

It's better now. Hello?

Moderator

Yes, sir. It's better now. Please go ahead.

Sahil

Sir, my question was regarding the cost structure of cash in the full year FY '25. Is it delayed a lot? And did we see any pricing pressure in the raw material that we are sourcing?

Vimal Mishra

Please come again and if you will be little slow, that will help because the voice is it not coming exactly clear.

Sahil

Sir, I wanted to ask regarding the pricing of our raw material during the full FY '25. Were there any significant changes during the full year?

Vimal Mishra

The changes are already been done actually. The market sees from the once the market, the new season has started, so the price sometimes you get a better price directly in Africa, sometimes you get higher price locally here. So right now, the price is stagnant roughly around when you go for local procurement. So roughly, it goes somewhere around INR 160 rupees something actually, but when you go for import, so it comes somewhere around INR 130 or INR 135 rupees something actually.

So the price structure is set almost for this entire season. So I don't see any major changes in that as far as current scenarios are concerned. So it should be okay actually, if it moves with the same price level, price band actually for throughout the season. And against that, the finish market stands with the same type of differentiated the prices. So, that should be okay in terms of profit profitability for the company as well.

Sahil

Sir, this price has been stable for what? Around six to eight months back? Or it has been changing?

Vimal Mishra

It's more than that actually. Last year, somewhere around in April, May, the prices have started skyrocketing like anything. But from that time, it started like something INR 100 to 130, 140 rupees. And it went up to 170, 180 rupees as well. So, this year it is very much stable, because the price what we see, so that is the quality difference in that as well. So, when you just compare average it out and probably roughly around 160, 150 to 160 prices in the local market that is stable. That is okay in terms of processing.

Moderator

The next question comes from Mokshi Jain from Pashwa Venture. Please go ahead.

Mokshi Jain

I actually have couple of questions to ask. So I wanted to ask, like, given the different challenges of building a consumer brand, have you onboarded or are you planning to onboard a dedicated senior management team, like, for B2B to B2C marketing, digital marketing, or for retail strategy? And even could you share details about any new hires or planned hires with relevant FMCG or retail experience in this area?

Vimal Mishra

So, yes, we have plan to look for a senior management people actually for retail brand. So that we are only working out. And as far as the currently, the people with whom we are working, so we have tried with so many agencies. And now we are just actually jump to another agency where we are feeling quite confident, where we will be able to deliver the result as well. And in terms of online digital marketing as well. And even for the offline, we are actually pushing this as last week itself about B2B channel.

In that only, we have received some positive response to how the B2C actually business model there. Actually, there are few traders or the few distributors who are trying to approach us in value market. We want to take our products in the North India region, actually. So we are in discussion with them as well as at this stage. But definitely, this is the one of the most priority for us as far as the retail business is concerned. It does help us a lot actually in terms of branding, in terms of increasing the profitability, and with overall the visibility of our company.

Mokshi Jain

Okay. I had one more question. Like, how sensitive are your EBITDA margins to fluctuations in cashew -- raw cashew prices? And what is your hedging strategy? Like, if there are any, then again, the commodity prices are there any?

Vimal Mishra

Well, definitely, EBITDA do have impact as far as the raw micro raw macro prices are concerned. If prices suddenly go up in market, it may take some time actually to rectify it or probably to accept it. But it is not happening only with me. If price goes up, so that is for the entire industry. So it is not only for particular one company.

So it does impact actually EBITDA margin, but as I just mentioned with the previous question. Right now, the we are looking at this price level as a stable at this stage, and which is quite easily accepted in the market as well as far as the finished level market is there. So it is accepted.

In terms of the additional revenue what we are getting from the shell, what we are selling actually, there were a cashew of a few shells, which we are selling to the CNS and all processor. So we are getting quite good response in that as well at this stage. So overall, at this stage, it is stable. But yes, if some sudden changes are there, then probably it may take some time. But if you really ask me, probably mostly let's say from August, the market will start going up as far as concerned or probably the law is also there actually because the festival season will begin in India. So from August till Feb, I don't see any challenge as far as the prices are concerned.

Moderator

The next question comes from Jayaraj Jain from Patel Advisor. Please go ahead.

Jayaraj Jain

So my first question is, I think this there is a competition in the premium price of market. So how does your comp your brand price of goods intend to publish, beyond price and packaging, especially when there are large FMCG players dominating this market. So would you like to throw some point on it?

Vimal Mishra

See, there are no big brands available as far as the dry fruit market is concerned. You will hardly find a name of two or three people actually, whom you can see as a print brand or probably they have done so much marketing, but they are visible in the market. But if you see apart from that, there are this is unorganized market actually. Even today, people they prefer to buy from the locals to kirana stores, they will go and buy the plastic, plain plastic actually for the dry fruits.

So, this market is there. I do not see that is because there is so much room available right now. So I don't see any competition factor comes into the play at this stage as far as the dry foods are concerned because you won't see any big brand actually. Few brands who have done a very good marketing, they are visible right by right now in the market. But however, if you still go with the quality, then you will have so many other options, but no one actually pretty much sure that this brand is there in the market, where you will get the best of the quality. And that is where we as a dry fruit, we are preferring to have experience-based market, where we prefer customers to have our product experience. Once they see our product, once they have the experience of our product, they will be able to make out the difference by themselves with themselves only. We do not want to push from our end that much.

We want to have the quality-based market rather quantity at this stage. We don't want to jump directly on the quantity right now. That's where we are not pushing it aggressively, and we are slowly targeting region by region, city by city for our retail presence.

Jayaraj Jain

Okay. So, as you mentioned that it is an unorganized market, like, I know people go out and buy in the local store and all. So, what would be a strategy to change the mindset of the consumer, like, will you do open your own store or you will be, you know, publishing your products in different hardware, like, in different stores, like, HaldiRam or something like that? Like, what will be your strategy to change the consumer mindset?

Vimal Mishra

That may be in consideration because we are actually thinking of that sort of chain itself. That is in you can say actually in consideration, but we don't have any strong plan on immediate business for that. Same time, we are present in retail stores we have just gone for the online presence there. Nature Basket, actually, we are already available in the Nature Basket outlets as well across the India. And same time, we are actually -- we are targeting the premium chain, where we can have our products available. People are able to experience our product.

Once they have the experience, we can see the difference in the material what they are getting in the market and the material which we are selling. If they are able to make a difference, definitely they are going to come back to us. Because as far as we know, we are taking care of most care actually while doing the retail packing, because that's the area where we have a direct impact from the customer. So we are taking care of that part very seriously, and we want to grow in that segment. And going forward, yes, we may look for our own stores, own chain. So that is already in agenda, but yes, it will be too early to comment anything on that part. Okay.

Jayaraj Jain

Great. And sir, as you have mentioned that you have started publishing on another BigBasket online and all other platforms. So what is the revenue contribution from online sales also....

Vimal Mishra

BigBasket we are about to start Blinkit and BigBasket, because we are yet to get our product registered there. Online, the Amazon is there actually when they see. This is how we are actually already started. So contribution at this stage is very less, because we are trying to tap the retail market to around 10% of our revenue at this year. So, that improve the gifting as well, because during the festivals season, we are having a very good requirement in, gifting as well. So the online, we are pushing our product slowly, steadily online directly through our website as well we are getting the orders. So we are getting in that zone right now, but again that is not that much volume because as I mentioned, is unorganized market.

So, we have to balance out both the things. As far as the numbers are concerned to the company, we have to stick with the B2B market and slowly steadily we need to increase our presence in B2C market as well. So we are slowly trying to get into that zone through digital marketing, through offline stores, through retail channel, whatever ways we can find out just to reach to the end customer directly, like the exhibition as well. We are participating in that, so that customer can see our product, they can have the experience of our product. That's how we are trying to push our product in the B2C market right now.

Jayaraj Jain

Okay. Great. And so is there any plans to start, you know, exports in the near future, like, in the next two, three years?

Vimal Mishra

We already are into export, but that is on a small quantity. I would say, are already exporting in the US country. You are already doing it, actually, but that is on a small business. But right now, our entire focus is on domestic consumption only, because we are getting better price in local market compared to the sport. But, yes, definitely, that vertical is already in place.

Jayaraj Jain

Okay. Great. And sir, I assume now you have a pro this is a product line in which in consumer flavor cashew events. [Inaudible] market size policy very loose that [Inaudible] and how will you be capturing market share from those big brands.

Vimal Mishra

Can you please come again? The voice was not was clear, actually.

Jayaraj Jain

Okay. Can you hear me now?

Vimal Mishra

Yes. Hello? You can just go slow, so probably I have a clear message.

Jayaraj Jain

Okay. So I assume that you have a B2C product line, which includes cashew variance. So can you provide some insights into total addressable market size for this very niche segment in India? And how is the strategy to capture the market shares?

Vimal Mishra

The overall cashew industry, as I mentioned earlier as well, 21 lakh tons cashew is getting processed in India as well as the overall cashews concern. When we go for a flavor cashew, so I exactly do not have the number, but it has to be somewhere around probably on a billion market, billion-dollar market in India, which include cashews and other dry fruits as well. So, we are definitely targeting that zone value addition, what can be done from our side in terms of delivering the cashew, because there is a big market out there.

We are able to see the demand as well. We are able to see the different packing requirement as well, because just recently, actually, have done one event where in the golf community, people are coming with the dry fruits on a daily basis when they are coming to play golf. So I saw that actually and we will just take to this over 25-gram pouches as well. So people, they can just carry the pouch while going there. They can even give to the children as well while going to school or going out anywhere. So this is this start this sort of thinking is already in place where we can tap these flavored cashews or flavored dry fruit market. Wherever we can see the possibility, we are trying to increase in that as well. But if the market stands more than a billion dollar for sure.

Jayaraj Jain

Okay. And my last question would be, think you have a target of EBITDA margin of 12% to 15% and there is a significant portion of revenue projected from B2C. So how do you plan to sustain this margin, you know, given higher marketing, logistic and retail distribution cost you inherent in this B2C section?

Vimal Mishra

There's often been taken there because in the retail market, when we go to for a B2C as well, we are getting the good margin. It's actually 15%, 20% is the call is the margin after having all the cost absorbed with us. Because we being a direct manufacturer, we are able to have the better margins, better capacity, better quality control with us. And all these things are helping us because we do not want to keep the stocks piling in our factory. So we because of the B2B market as well and B2C market as well.

So whenever we see any stock is piling up, we prefer to get into the B2B zone. And whenever we feel that for few grades, like for cashew, 180 grade and 10 grade, they are one of the most premium grades. So we prefer not to sell in the B2B market. We prefer to hold it and store it in a better version, so that we can have this demand cutter in the particular season time for that. So, we are just balancing out the thing that we are depending on the demand and supply, depending on the stocks we have available on hand with us. And we always try to keep that inventory available with us, so that we can take care of the immediate requirement what we have. We can have actually probably next 15 days, 20 days or a month period, sir, but not more than that.

Moderator

Thank you. Ladies and gentlemen, if you have any question, please press * and 1 on the telephone keypad.

Thank you. There are no further questions. Now I hand over the floor to management for closing comments.

Vimal Mishra

Sir, we would like to thank you all the investors, analysts and stakeholders who have participated in this call. Thank you so much for your time. If you still have any further questions, you may reach to our IR Advisers and we may connect on a one-to-one basis as well. We are always open for the question and answer or discussion further.

Moderator

Thank you, sir. Ladies and gentlemen, this concludes the conference call for today. Thank you for your participation. You may disconnect your lines now. Thank you and have a good day. Thank you.

Note:
1. This document has been edited to improve readability
2. Blanks in this transcript represent inaudible or incomprehensible words.