November 14, 2025

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BSE Limited, 25, P. J. Towers, Dalal Street, Mumbai – 400 001 **Ref:** Company Scrip Code: 532834	Listing Department, **National Stock Exchange of India Ltd.**, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai- 400051 **Ref:** Symbol**:** CAMLINFINE || Series: EQ

Sub: Transcript of the conference call on the Un-audited Financial Results (Standalone and Consolidated) for the quarter and half year ended September 30, 2025 held on November 10, 2025.

In continuation of our disclosures dated November 5, 2025 and November 10, 2025 and pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("**SEBI LODR**"), the transcript of the conference call held on Monday, November 10, 2025 on the Un-audited Financial Results (Consolidated and Standalone) for the quarter and half year ended September 30, 2025 is enclosed herewith and is also available on the Company's website at https://www.camlinfs.com/investor-relations/home/investor_call_recording.

The Management was represented by Mr. Ashish Dandekar, Chairman & Managing Director, Mr. Nirmal Momaya, Managing Director and Mr. Santosh Parab, Chief Financial Officer.

Discussions were based on publicly available information. No unpublished price sensitive information (UPSI) was discussed during the interactions.

We request you to take the above on record and the same be treated as compliance under the applicable Regulations of SEBI LODR.

Encl. a/a.
Thanking You,
For Camlin Fine Sciences Limited

Rahul Sawale

Digitally signed by Rahul Sawale
Date: 2025.11.14 14:25:45 +05'30'

Rahul Sawale
Company Secretary
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“Camlin Fine Sciences Limited Q2 and H1 FY'26 Earnings Call”

November 10, 2025

“E&OE - This transcript is edited for factual errors. In case of discrepancy, the audio recordings uploaded on the stock exchange on 10th November 2025 will prevail.”

MANAGEMENT:	**MR. ASHISH DANDEKAR - CHAIRMAN AND MANAGING DIRECTOR, CAMLIN FINE SCIENCES LIMITED** **MR. NIRMAL MOMAYA - MANAGING DIRECTOR, CAMLIN FINE SCIENCES LIMITED** **MR. SANTOSH PARAB - CHIEF FINANCIAL OFFICER, CAMLIN FINE SCIENCES LIMITED**
MODERATORS:	**MR. CHAITYA DOSHI - INCRED EQUITIES**

Moderator: Ladies and gentlemen, good day and welcome to Camlin Fine Sciences Q2 and H1 FY'26 Earnings Call Hosted by InCred Equities.

As a reminder, all participant lines will be in 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 '0' on your touchtone phone. Please note that the conference is being recorded.

I now hand the conference over to Mr. Chaitya Doshi from InCred Equities. Thank you and over to you, sir.

Chaitya Doshi: Thank you. On behalf of InCred Equities, I thank you all for joining the 2Q H1F'26 earnings conference call of Camlin Fine Sciences Limited.

From the management team, we have with us Mr. Ashish Dandekar – Chairman and Managing Director; Mr. Nirmal Momaya – Managing Director and Mr. Santosh Parab – Chief Financial Officer.

Before I hand over the call to the Management Team, I would like to draw your attention to the safe harbor statement in the investor presentation. Over to Mr. Ashish Dandekar, sir, for opening remarks. Thank you.

Ashish Dandekar: Thank you. Welcome, ladies and gentlemen, to this call. I know your time is precious, so we will get on with it. Santosh will give you a brief of the quarter's performance, after which we will answer your questions. Santosh?

Santosh Parab: Thanks, Ashish. Good evening, everybody.

Quickly to the financial statements:

We had revenue of around Rs. 460 crores in this quarter, which is the growth of 8.6% over the last quarter. The increase was fueled by the increase in trades and blends vertical of us, where we grew our turnover in both the straights business of TBHQ, BHA, and also the blends business has increased during this quarter.

As you know, Aroma, another vertical of us, the volumes have increased. However, the net realization there has been subdued due to tariff situation. Overall costs are stable. In straights business, we have realization pressure because the prices are under pressure, even though costs have remained stable, especially the heightened local competition coming from local in the sense in India, there are competition coming on TBHQ, BHA. However, we are holding on to our volumes.

Our volumes have increased this quarter by around 40%. This was mainly because last quarter, if you remember, we had a shutdown there. But we have come back on volumes in the Straights.

The blends business has been growing at around 8%, which has grown by 8% in this quarter. Margins have improved as compared to last quarter by around 2%. It's around 46%. This quarter, it was 44%, 43-44% last quarter. Last quarter, we had certain shutdowns and the gross margins were impacted. This quarter, our Tarapur plant as well as Dahej plant have been working at an optimum capacity utilization and that has helped us to get back to 46% gross margin. Of course, we would have got more margins, but for the impact of the tariff pressure on the volume, Vanillin realization. Vanillin business volume has increased almost by 35%. The sale volume has increased by 35% as compared to the last quarter. But the realizations have been under pressure, especially due to the 50% tariff, which has been levied on Indian exports to US. And that has put pressure on the realization. Costs have been stable. There's no increase in cost. The raw material, metal price and crude prices have been under control.

Coming to the other cost, if you remember, there was some one-time expenditure happening on employees' costs, but we had also said that we would be strengthening our Blend strength because we are looking at a lot of exciting prospects in our Blend's business. And hence, we have been strengthening our employees, especially in blends marketing employees, almost in all our three regions of US and Brazil even Europe, the new Vitafor acquisition in Belgium, in India, we have almost added 20 people this quarter also. And that's why the employee cost, despite being a one-time hit last year, has been remaining at the same level and it will remain at this level now of this quarter. In fact, we have planned to add a few more heads in marketing in various sub-verticals in the Blends business. So, there could be a small, some percentage increase in employee cost going forward.

As far as other costs are concerned, other expenses are concerned, there also we had to absorb fixed costs in the last quarter because of the closure of, shutdown of the plant. But this time, the volumes are higher, as I said, volumes in Tarapur plant were almost more than 40%. Even Vanillin plant, we had additional 35%. Our plant was working between 50% to 60% Vanillin obviously that has got the other costs. And the end result was an EBITDA of around Rs. 33 crores this year, this quarter at 7.27% as against 19 odd crores in last quarter, there's an increase. But as I said, margins on cost side, we have been fairly stable, but for the obvious main strength, which we have increased in employee costs. However, there are certain pressures on the realizable values of our products.

Blends business sectorally remains exciting and good. We are growing. Of course, in the US, this is a geography where we have sent certain sluggishness, especially which was also due to inflationary thing in the US. But we are certain that we will get back to the original levels and we will be able to achieve the generally budgeted thing of growing at around 18% to 20% on Blends year-to-year. This will be supported by the Blend strength, which we are increasing, as well as inorganic growth. We are on the verge of swapping shares with new acquisition in France that will also come. It will become a subsidiary sometime in this quarter, which will bring additional revenue. So we feel that we are on track for the growth, which we have been saying in blends.

Coming down to the profit, yes, we had a loss last quarter because of the shutdowns and other things. But we have almost zero and it will improve as we go to the subsequent quarter. As far as loan book, coming down to the balance sheet, we didn't have any big fixed assets expenditure apart from what we had to do for maintenance and other things. Our gross debt situation has remained stable. It was around 645 to 640. We did repay a certain loan, but as we have been always saying that this repayment, we have to go for working capital also because the revenue keeps on increasing. The net debt was 490, it has been at 520. That's basically we had some right issue money which has been used. But largely the growth debt is expected to remain at the same level. Correspondingly, if you see interest has not gone up much, net of fixed costs, we have been at the same level. So all in all, we are in increasing trend despite all the issues of tariff and the struggle on the realization. We are looking on a growth path and I think this path will remain as the year progresses. Thank you.

You can now open the question floor. Thanks.

Moderator: Thank you. We will now begin the question-and-answer session. The first question is from the line of Rehan from Coheron Wealth. Please go ahead.

Rehan: First of all, I just had a couple of questions. In the Q1 concall you had mentioned, we have about 3 to 4 months of channel inventory for Vanillin. And I see on QoQ basis, you have done really well in a challenging time. So kudos to you guys for that. Could you help us understand how is the channel looking currently at the moment? Is the de-stocking complete? That's my first question.

Nirmal Momaya: The de-stocking in the US is expected to be completed by Q4 of this year. And in Europe, it is expected to be cleared by Q1 of FY'27. Because Europe, the anti-dumping duty was levied only in July. So there was a large amount of channel stocks lying in Europe.

Rehan: Understood. Because on the Q1 con call you had mentioned, you're expecting by November to be cleared the entire channel. So are we seeing a delay on that?

Nirmal Momaya: Yes, I think so. Also, there is the effect of tariffs, which has played a role on overall demand in the US, which is now opening up. So we expect by Q1 for it to be, the channel stocks to be empty and we get a good position in the market.

Rehan: And just for this quarter, what would have been your blended realization around $12-$13?

Nirmal Momaya: Around $12.

Santosh Parab: $12 is a net of freight and other things, which we have borne. It's between $11 and $12.

Rehan: Understood. So, sir, I wanted to confirm on that, that year-on-year, if we look, not quarter-on-quarter, because I understand you took the plan shut down, if we look at it year-on-year, your sales have improved by about 8%-9% for the quarter, out of which Vanillin has improved specifically by about 70%-75% year-on-year. But still, your gross margin is down about 200 bps. So, I mean, just wanted to understand more on that.

Santosh Parab: So last year, I had been mentioning that there is certainly a price pressure here. In last year's straights, like TBHQ and BHA was being sold at $8.5 and $9. The prices have come down to $7. Similarly, Vanillin, the situation was totally different. We were hardly producing at that moment of time. But generally, the margins are lower. The cost almost remains the same year-on-year. But the whole trouble is the realizable pricing is under pressure. And that has taken out around 2%-3% of our margins quarter-on-quarter last year.

Rehan: And considering that Europe now scheduled their fresh contract for Vanillin, are we seeing $15-$16 kind of realization in what has been the historical median? So, are we seeing those kind of prices and contracts coming in for us?

Nirmal Momaya: No, not in Europe, not as yet. Like I said, in Europe, the channel stocks will remain till end of the year, till March at least. So, the price realization is in the $12-$13. But we will see it move once the channel stocks are empty.

Rehan: And do you feel you are confident of reiterating your guidance for about 2,500 tons-3,000 tons this year for Vanillin and also blends? Because on H1 YOY basis, you're about 7%-8% kind of growth. So, do you think you guys are going to stick to that for this year, considering the tariff headwind and other macro factors?

Santosh Parab: Vanillin, for the half year we have done almost 1,300 tons.

Nirmal Momaya: So we are good for the 2,500. And for the Blends also, we are the 20% that we are saying between 18%-20%, I think we are okay for that as well.

Rehan: Okay, because in H1 basis, you're still at high single digit. So, you feel that that will cover up in H2?

Nirmal Momaya: Yes. Also, there is an acquisition which will add some numbers.

Rehan: Okay. So, that includes that 18%-20%?

Nirmal Momaya: Yes.

Rehan: Okay. Thank you so much.

Moderator: Thank you. The next question is from the line of Satish Kumar from InCred Capital. Please go ahead.

Satish Kumar: Hi, sir. So, I just wanted to ask one thing. This is regarding the guidance that was there of around Rs. 2,000-Rs. 2,100 crores kind of sales. Whether that will be achieved or are we changing it?

Nirmal Momaya: No, that we are on line for about 2,000-2,100.

Satish Kumar: And also, what will be the current prices, the retail prices of Vanillin in the US?

Nirmal Momaya: In US, the prices are minimum is $19. But we are seeing now some businesses even at 20 plus.

Satish Kumar: Okay. So, assuming, sir, that if Trump tariff comes down to 15%, what we can realize, sir? I mean, just I am not asking for a guidance. I am just asking a rough idea.

Nirmal Momaya: No, the pricing I don't think will come below that because the local competition that we have is pricing it at around the same $20 price. So, our realization should improve by at least $3-$4 or whatever depending on the tariff situation what it lands at.

Satish Kumar: Okay. Got it. And, sir, I also wanted to understand regarding Vinpai. When will the integration happen, sir?

Nirmal Momaya: So, we are expecting it by November end. We are just waiting for approvals from stock exchanges for the swap. And once that is done within 15 days, we will do the swap. So, by end of November, it should be done.

Satish Kumar: So, we will start consolidating it from this quarter?

Nirmal Momaya: Correct.

Satish Kumar: That's all from my side, sir. Thanks.

Moderator: Thank you. The next question is from the line of Surya Narayan Patra from Phillip Capital India Private Limited. Please go ahead.

Surya Narayan Patra: Thanks for this opportunity, sir. My first question is on the U.S. business. So, the North American business sequentially has seen a kind of impact. So, what is this business getting impacted? Is it the export from India or it is the pricing or it is the tariff? What is really getting impacted here?

Nirmal Momaya: So, in the U.S., the one impact that happened was there was a bit of a slowdown in the pet food business in the last two quarters, which now seems to have improved and is picking up again. So, structurally, the natural that we are selling into the U.S. was getting replaced by some synthetic at the lower end of the market. So, which I think, again, now they are back on track and, we should be back on track on the U.S.

Santosh Parab: Surya, to add to what Nirmal is saying, we had been selling Vanillin through U.S. So, 19 crores of revenue last quarter also had Vanillin. Now, if we import, then we have to bear the duty first that impacts our working capital. So, in this quarter, we have tried to do direct sales rather than routing it through U.S. So, the dip of 96 to 69 is not only of Blend, there is reduction because of

Vanillin. Blends, we have, it's not gone down, it's like 5% small on animal nutrition and other things. Because the turnover is shown of entire earlier time, there was no Vanillin sold in U.S. So, it was very pretty safe to assume that it was Blends. But now, the case is different, at least for this quarter. Last quarter, there was Vanillin sale in U.S. because we are selling through U.S. to get better margins. Now, to circumvent the working capital requirement and the Vanillin to be the duty on us, we are directly selling.

Surya Narayan Patra: Okay. So, hypothetically, just I wanted to understand. See, we know that the historical average for Vanilla in terms of pricing has been in the range of around $12 kind of. So, what we are currently getting even for the U.S. market right now, even after the tariff. So, if this tariff situation continues like that for, let's say, extended period, so then what will really restrict us from enhancing and expanding the volume?

Nirmal Momaya: No. So, Surya, the point is that the volumes were impacted, as we said, was because of the channel stock. Once the channel stock is cleared, irrespective of what the tariff land at, whether they continue at the same or they come down, if they go up from where it is, of course, our net realization will get impacted. Because the final price in the market is around $20. Now, our net realization today is $12 because of the tariff in between. So, it's a really a calculation is now really where the tariffs will land at. If they go more than $55, this will come down, net realization. If it comes below $55, our net realization will go up.

Santosh Parab: Just to add also to this, if the prices remain at $12, channel stocks are out, we will be increasing our production, say, to much more. As you know, we are running at 50%. So, the cost is higher. So, we may be saving around $1-$1.5. If we go on 100% with $12 realization, there will be some margin improvement or not, the turnover doesn't increase. But as Nirmal said, the tariff situation is different, there will be a much higher margin increase.

Surya Narayan Patra: Correct.

Nirmal Momaya: Surya, the way to look at it is, all our costs of running the Vanillin plant are in today. Whatever incremental sales that I do on Vanillin, my RMC today is say at roughly about $8. So, and if my realization is 12, I get a straight $4 margin on every incremental sale that I do because in these numbers, all my costs today are in, 100% of the costs are in.

Surya Narayan Patra: Yes. So, then it is the question that, okay, when the on-ground demand will really pick up after utilization of the inventory.

Nirmal Momaya: Correct. That is the real question. And for that, our expectation is by Q4, it should start picking up in the US and Q1 in Europe.

Surya Narayan Patra: Okay. And about the non-US, non-Europe market, what is the trend and what dynamic that you are seeing for Vanillin?

Nirmal Momaya: The trend is very bad because the Chinese are desperate, selling at $7-$7.5. So, it's not really a market that you can play in. But of course, we do have some markets where especially in F&B, where we do sell small volumes and we are yet focusing on those markets and trying to build small, it will not be very large volume, but whatever we do get is always, it always has.

Surya Narayan Patra: Okay. My next question was about the Blends business. So, if I remember last time that you have been mentioning about creating the franchisee, the branded franchisee in the Blends in the advanced markets. And today in the opening remark also, it has been mentioned that there is a field force expansion likely. So, if you can give some sense that, okay, what is the field force that you are currently having for the Blends business, what you are currently having and what metrics that you do follow in terms of revenue per sales representative or something like that? And what is the field force you are expanding? And what timeline that would be required to achieve an optimal kind of revenue per representative on that front?

Nirmal Momaya: So, in every market, Surya, the metrics is different because every geography, the cost structures are very different. So, we cannot really generalize and say that our metrics in the US is very different than it is in India. It's very different in Mexico as compared to Brazil. So, it's again market-to-market. However, on the number of people, I mean, we have expanded the field force by almost 31 people in this quarter, starting, I mean, in this last quarter, which the impact of that, we will start seeing from typically takes six months for the impact to start showing once somebody is on boarded. So, you will start seeing the impact of this additional by Q4 and Q1 of next year. However, we had also added people six months ago. Also, in Q1, we had added people, a few people. So, that will also start showing results from Q4 onwards.

Surya Narayan Patra: So, that means, is it fair to say that this is a 10%, 20% kind of field force expansion or in what any, any numerical sense, if you can?

Nirmal Momaya: No, it's more than 10%. It's almost, I think we were at 21% increase in field force.

Surya Narayan Patra: Hence, accordingly, the employee cost will see a kind of swing to the tune of, let's say, 5%-7% incremental.

Nirmal Momaya: So, it's already, you've seen this quarter, what this is. Beyond this, there will be a little bit more than that in by the next quarter, because we are also adding a few more people, but more or less, it will be on these lines. And that's why we are projecting by adding 20% salesforce, we are projecting at least 20% growth in the next year.

Santosh Parab: Patra, just to add to this, you are not observing any increase in the employee cost, because there was a one-time bonus, which we had given last quarter. So, this increase in employee cost is getting hidden because of that. So, we have added people and salaries have increased. In fact, if there was a one time in first quarter, my salary should have gone down. It has not gone down because we are adding people.

Surya Narayan Patra: Okay. Just last one point, sir, from my side. See, we know that there is a kind of over-inventory for vanilla, both in US and Europe. But we also know that this is a time that by December, we sign the contracts for the next full year. So, on that point, what feedback that you are getting, whether there is demand?

Nirmal Momaya: So, right now, people are not signing for the full year. Typical contracts are for one quarter or two quarters, because they have some stocks also, and some contracts build over. So, that is the reason why it is very difficult to gauge what ultimately that volume will turn into. But yes, the indication is, I mean, we did win some contracts for the next first half of the next year, all at these prices that we are discussing. And we are also kind of happy that it does not go on. The contract should be too long, because if there are any changes in the tariffs or whatever, we need to be careful on how we are quoting.

Surya Narayan Patra: So, that means if the tariff situation eases, then our first target would be spot market rather than the contractual price?

Nirmal Momaya: No, in the contract, it is DDP price, right? So, for us, we are taking those contracts. It's not that we are not signing up as we are bidding. And we've also got some contracts already, the bid we have won for H1 of next calendar year. So, there will be a strong, we will tie up for the H1, a decent volume through contract. And of course, then the rest is the spot market.

Surya Narayan Patra: Okay. Sure, sir. Thank you. Wish you all the best.

Nirmal Momaya: Thank you.

Moderator: Thank you. The next question is from the line of Raj Agrawal from CJ Shah Family Office. Please go ahead.

Raj Agrawal: Sir, I just wanted to understand on this European business, what are our plans for this business? And, by when will these losses, even now in discontinued operation, but like how long will this continue?

Santosh Parab: So, as we have been saying that we have mothballed the diphenol plant and we are trying to divide the Blends business in Europe. There, on an average, we should have 5 crores-6 crores of quarterly hit. There are some expenditures which get spilled over in the quarters. So, last quarter it was 5, it has become 8. But on an average for the year, it will be for this year, it will be around Rs. 25 crores odd. Going forward next year onwards, it will come down to Rs. 2 crores per quarter. This quarter it will be there. So, this cost will be there for this discontinued business. We also have other discontinued business of China, which has a cost of around a Rs. 1 crore cost, which we have already initiated liquidation proceeding, then there will be no cost going from FY'27.

Raj Agrawal: Okay. Thank you. This was helpful. And sir, one more question. Sir, have you signed any contracts at this kind of prices for next year as well? Or basically we are only signing these contracts till the channel inventory is there in the system?

Nirmal Momaya: We have signed some contracts for H1, calendar year '27.

Raj Agrawal: That is at this prices, roughly $12 prices?

Nirmal Momaya: No, it is DDP. It is DDP price, which is at around $19.5.

Raj Agrawal: Okay. Got it, sir. Thank you so much, sir. These were my questions.

Moderator: Thank you. The next question is from the line of Rohan Mehta from Ficom Family Office. Please go ahead.

Rohan Mehta: Hi, thank you so much for the opportunity. So, firstly, I want to understand what sort of trends are you observing, first in the month of October and currently ongoing for the month of November when it comes to Vanillin? A) in terms of the offtake that you are seeing and also in terms of the pricing. So, is the pricing more comparable to the softness you have observed in Q2 or are you seeing prices slightly go up?

Nirmal Momaya: It is the same. We answered that question. We are seeing the prices at the levels that we have seen in the past. The DDP price in US is around $19.20 and in Europe, it is $12 to $13.

Santosh Parab: The volume trend also remains. We have done around 700 tons in this quarter.

Nirmal Momaya: In October, November also, it will continue on similar line.

Rohan Mehta: Okay, and in terms of your Vanillin mix, so last quarter you had guided that Europe is going to be 40% of the mix. So, given that there is uncertainty when it comes to Trump tariffs, are you looking to shift more of this to Europe, increase your revenue mix over there? Is there any change in strategy?

Nirmal Momaya: No, change in strategy at this point. We are continuing with the same strategy because US is a bigger market. So, it will always have a bigger share in the total mix. So, with the Trump tariff also, ultimately, we have a lot of capacity which we need to fill up first. So, once we fill up the capacity, we have to see on what the final strategy will be.

Santosh Parab: There are channel stocks also in Europe.

Rohan Mehta: Right. And lastly on Syensqo restarting their synthetic Vanillin unit in France, I wanted to understand, has it to some extent cannibalized your sales in Europe, considering that now there is an additional capacity coming up online that can actually service the clients in Europe? Or do you feel that you will still be able to push up the volumes, which you were on track to ride?

Nirmal Momaya: They have a capacity of 5,000 tons. In Europe, the market is about 8,000 to 8,500 tons. There is a gap of 3,500 tons to be filled from imports into Europe, which is what we are trying to position ourselves to fit.

Rohan Mehta: Okay. Thank you so much. I will get back in the line for more questions.

Moderator: Thank you. The next question is from the line of Satish Kumar from InCred Capital. Please go ahead.

Satish Kumar: Thank you for taking my question again, sir. So, I just wanted to ask regarding the sales people, when you are hiring them, they will be doing the sales for Vinpai as well? Or you want to hire separately for Vinpai?

Nirmal Momaya: No, they do for all the whole basket of products. And of course, for Vinpai, Vinpai itself will also hire more people as we go along. But at this point of time, the 31 that we've added does work on different verticals. There is pet food, there is animal nutrition, there is human food. As far as the human food team is concerned, they sell even the Vinpai products.

Satish Kumar: Got it, sir. I just wanted to ask on the Vinpai itself. So, what is the revenue right now, sir? Monthly run rate of revenue in Vinpai?

Nirmal Momaya: There is about €1 million plus per month, current run rate.

Satish Kumar: And sir in Europe also, we signed the contract for Vanillin on the delivered to client basis. Right, sir?

Nirmal Momaya: Yes.

Satish Kumar: Okay. So, means all the tariff, spread, etc., whatever it is, in Europe as well as the US, has to be borne by us.

Nirmal Momaya: Correct.

Satish Kumar: Okay. So, $20 that we have signed for next year, $19.5-$20, what you said, sir?

Nirmal Momaya: No, that's for US market, not for Europe. So, the same customer has different prices for different markets.

Satish Kumar: Right. So, this is delivered to customer in US?

Nirmal Momaya: Yes.

Satish Kumar: Okay. Thanks, sir.

Moderator: Thank you. The next question is from the line of Niraj from White Pine Investment Management Private Limited. Please go ahead.

Niraj: Sir, thank you for the opportunity. Only two questions. One, if the local market US pricing is, say, $12, how much would we net realize after whatever adjustments we have for the logistics, taxation, etc.?

Santosh Parab: So, net realization itself is $11-$12. The selling price in US is $18-$19.

Niraj: I am talking of Europe.

Santosh Parab: We are getting the same realization. Net realization is in the same level as US. US should have been more but for the duty, higher duty in US. The net realization in Europe is also $11-$12.

Niraj: Okay. The second question is, if tomorrow, say, the tariff is reduced in whatever number, so after how many days will you start getting that realization because the contracts you have signed are $12 or is it like the moment the import duty goes to, say, 15% or 20%, your realization will increase the next day itself? So, what is the delay?

Santosh Parab: It will be on how the duty is reduced by the US government.

Niraj: That I understood, but how many days delay will it come to you, that money? For example, if the tariff is reduced to, say, 20% on, say, 15th of November and you have signed contracts with the customer already for a quarter down the line. So, will you get $12?

Nirmal Momaya: So, it depends on whether the contract is CIF or it is DDP. So, based on that, if it's DDP, the next day you get it. If it's CIF, till the next time the contract comes up, you have to continue to price it at the same price.

Niraj: Okay. The question is, are our contracts CIF or the other one?

Nirmal Momaya: No, it's a combination. Some are CIF, some are DDP.

Santosh Parab: Major is DDP.

Niraj: Because even if the tariff is reduced today, the full impact will be at least a quarter.

Nirmal Momaya: No, on the DDP contracts, it will be.

Niraj: Yes, but that is partial, right? Because some contracts are CIF. So, until you complete the CIF contract, your next lot realization will be only higher, right? The same lot will be higher. Am I right?

Nirmal Momaya: Yes.

Niraj: And what is the maximum outward contract you have signed?

Nirmal Momaya: No, that is confidential. We can't give you those numbers.

Niraj: Okay. No, only thing I was trying to see is if the tariff is reduced by how many days or months, will your full realization be coming to you? That's the only thing I wanted to know.

Nirmal Momaya: Yes.

Niraj: Okay, got it. Thank you.

Moderator: Thank you. The next question is from the line of Aditya from Polycab Family Office. Please go ahead, sir.

Aditya: Hi. So, my question is regarding the facility ramp up. So, we commercialized the diphenol facility, and it was expected to yield an incremental EBITDA of about Rs. 60 crores to Rs. 70 crores at a full capacity realization and at a cost advantage of maybe a $1-$1.5 per kg. So, can you just give me the current status of the current utilization rate and the incremental EBITDA that we are doing?

Santosh Parab: I can tell you what is the current utilization and I said that it's around 50% to 55%. We sold around 700 metric tons, our capacity is 6,000 per annum. That's around 50% capacity utilization. At that utilization, our costs are $9.5-10. At full capacity, it will come to $8.

Aditya: Okay. And that will eventually give some EBITDA margin improvement.

Santosh Parab: That's a multiplier. I have told you the number. The whole thing is the realizable value. It's a multiplier. You can multiply it.

Aditya: Got it. Okay. That is all from my side. Thank you.

Moderator: Thank you. The next question is from the line of Satish Kumar from InCred Capital. Please go ahead.

Satish Kumar: The last question on my side. Will you be giving any guidance for next year, sir, in terms of Vanillin sales or Blend sales?

Nirmal Momaya: Yes. So, Vanillin, I think we should be looking at about 4,000 tons in the next year. And the Blends business also, we are looking at growing it by 20%. So, these are the two big drivers of growth for the next year.

Satish Kumar: That's all. Thank you, sir. Thanks a lot.

Moderator: Thank you. Ladies and gentlemen, that was the last question for today. I would now like to hand over the conference to the management for closing comments.

Chaitya Doshi: Thank you. Thank you for being with us, ladies and gentlemen. We look forward to interacting with you for the next call next quarter. Thank you.

Moderator: Thank you. On behalf of Camlin Fine Sciences and InCred Equities, that concludes this conference. Thank you for joining us and you may now disconnect your lines.