



Active Clothing Co. Limited

To

Date: 18.11.2025

**BSE Limited
Listing Compliance
P J Towers, Dalal Street,
Mumbai - 400001, India**

Sub: TRANSCRIPT OF EARNINGS CONFERENCE CALL — Q2 and H1 FY2026

Ref: Scrip Code 541144 (Active Clothing Co Limited)

Dear Sir / Madam,

Pursuant to the provisions of Regulation 30 read with Part A of Schedule iii of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith transcript of the earnings conference call of the Company held on November 14th, 2025 to discuss Q2 and H1 FY2026 results.

We request you to kindly take this in your record.

**Thanking You,
Yours truly,
For Active Clothing Co Limited**

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“Active Clothing Company Limited Q2 and H1 FY2026 Earnings Conference Call”

November 14, 2025



**MANAGEMENT: MR. RAJESH MEHRA - MANAGING DIRECTOR – ACTIVE
CLOTHING COMPANY LIMITED**

**ANALYST: MR GANESH NALAWADE - KIRIN ADVISORS PRIVATE
LIMITED**



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Moderator: Ladies and gentlemen good day and welcome to the Active Clothing Company Limited Q2 and H1 FY2026 earnings conference call hosted by Kirin Advisors Private Limited.

All participants are currently in listen-only mode. There will be an opportunity to ask questions following the conclusion of the management's opening remarks. Please note that this conference is being recorded.

I now hand the conference over to Mr. Ganesh Nalawade from Kirin Advisors. Thank you and over to you.

Ganesh Nalawade: Thank you Good evening, everyone. On behalf of Kirin Advisors, I welcome you all to the conference call of Active Clothing Company Limited. From the management team, we have Mr. Rajesh Mehra, Managing Director of the company. With that, now I hand over the call to Mr. Rajesh Mehra for the opening remarks. Over to you, sir.

Rajesh Mehra: Yes. Good evening, everyone and thank you for joining us. I extend a warm welcome to all analysts, investors and stakeholders present on today's call. It is a pleasure to share the highlights of our performance for H1 Financial Year 2026, along with the key developments during Q2.

Let me begin with a brief overview of our company. Active Clothing Company Limited has grown over the last 25 years into one of India's leading integrated design-to-shelf apparel manufacturing platforms. Our capabilities cover the full value chain from conceptual design and 3D prototyping to automated manufacturing, quality assurance, logistics, and multi-brand detail support. Our product portfolio spans flat knitted sweaters, circular knitted garments, outerwear jackets, woven apparel, fly knit uppers, accessories and layer wear categories. With a state of art facility at Fatehgarh Sahib and employing over 2300 skilled team members, we continue to deliver high quality products to a wide portfolio of global fashion brands. From a broader perspective, the apparel industry continues to evolve with the increasing focus on reliability, faster development cycles, and stronger integration between design, manufacturing, and delivery. Trends such as automation, digital workflows, and sustainability remain important. And our investments over the past few years are well aligned with these expectations. Technology and sustainability remains core to our strategy. Our virtual design development centre supports faster approvals and reduced sampling waste. We continue to strengthen digital workflows, AI-assisted design tools, and smart manufacturing systems to enhance responsiveness. Sustainability is integrated across operations through renewable energy, adoptions, responsible sourcing, and compliance with leading global standards, including RAP, GOTS, SEDEX, SA8000, GRS, Higg Index, clean chain management, etc.



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Let me now come to the key operational update of Q2 FY2026. During the quarter, we entered into a long-term partnership with Ningbo Shipping Company Limited, the world's largest manufacturer of computerized flat knitting machines. Under this agreement, we will add 600 advanced machines to our existing fleet of 352 units, marking the creation of India's first knit-to-shape smart knitting factory. Built around 3D seamless knitting, automation, and zero-waste production, this expansion significantly enhances our capability and scale, particularly in the sweater vertical. This initiative will support better consistency, design flexibility, and faster turnaround for our global customers. We also received Crisil ratings during the quarter for our Rs.102 Crores bank loan facilities with a BBB stable long-term rating and an A3 plus short-term rating reflecting the company's financial discipline and operational strength.

Now turning to the financial performance, the company reported a total income of Rs.83.19 Crores in Q2 FY2026. EBITDA for the quarter stood at Rs.7.39 Crores with an EBITDA margin of 8.88% while net profit was Rs.2.79 Crores with a PAT margin of 3.36%. For first half of financial year 2026 total income amounted to Rs.147.66 Crores, marking a year-on-year growth of 15.22%, EBITDA for the first half stood at Rs.14.35 Crores with an EBITDA margin of 9.72% and net profit was Rs.4.92 Crores with a PAT margin of 3.34%. Operating cash flow improved to Rs.8.16 Crores driven by the disciplined working capital management and continued focus on operational efficiencies.

The first half of the year demonstrates steady progress across manufacturing, customer servicing and internal processes supported by our integrated operating model and consistent delivery to the global partners. Our investments in technology, efficiency, and product development continue to reinforce our long-term platform for growth. As we move ahead, our focus remains on strengthening design to self-capabilities, scaling smart manufacturing, expanding product categories, and deepening partnerships with leading global brands. The Need to Shape initiative will play a significant role in enhancing our technological capabilities and supporting efficient, high-precision production. Before I conclude, I would like to thank our employees, customers, partners, suppliers, board members, and investors for their continued trust and support. With that, we now open the floor for your questions. Thank you very much.

Moderator:

Thank you so much. We will now begin with the question and answer session. Anyone who wishes to ask a question may click on the Raise Hand icon from the participant tab on your screen. We will wait for the question queue to assemble. We will take our first question from Pritam Shah from MMTC. Mr. Shah, please unmute your microphone and go ahead with your question.



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Rajesh Mehra: Hello Mr Shah.

Pritam Shah: Yes, thank you for the opportunity and good evening everyone. So my first question is that your EBITDA margins dipped in Q2. So what were the simple key reasons of that like higher cost, lower utilization, or something else?

Rajesh Mehra: No, it is international. We are into international market because of the change scenario of American market. So there are fluctuations in the market. So we are trying to insulate with that thing. That is it.

Pritam Shah: Ok. And with the new knit to shape machines, do you expect margins to gradually improve over the next few years?

Rajesh Mehra: Yeah, definitely.

Pritam Shah: Okay. And any your raw material prices especially for the cotton and yarn are relatively stable now. So, compared to last year.

Rajesh Mehra: Market is very stable. The only thing is that with the tariffs on Indian trade by the American government. So that has affected the whole market. So things look positive in future. What indications we are receiving are very, very positive. So once things have settled between both the countries, I think we should have a good trade.

Pritam Shah: And could you please share the approximate segment wise revenue split, sweaters, jackets, t-shirts and approximate segment wise revenue split.

Rajesh Mehra: Segment wise revenue split.

Pritam Shah: Sweaters, jackets, t-shirts.

Rajesh Mehra: Yes, we will share that data with you. No problem.

Pritam Shah: Okay and how any approximation that how each segment has grew in H1? From last, how each of the segment has grown in H1?

Rajesh Mehra: Every segment is growing. Temporarily, the growth plans have not been matured only because of the American market, because American market is the main consumption market. So with this tariff, systems are disturbed in the country. And it is not for active product, it is all across for all different industries in this country.



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Pritam Shah: Right, right.

Rajesh Mehra: So we cannot be insulated or we cannot be the ones who are insulated from this thing. So with this American trade shifting, so people are moving to different markets. We are also moving to different markets. We are also exploring European markets. But it takes time to mature the new markets.

Pritam Shah: Okay. And any growth projection tentatively for upcoming 2-3 years?

Rajesh Mehra: No, definitely we have already expanded, our capital work is already under progress. And if the American markets open, we should be growing the way we have been growing.

Pritam Shah: Okay fine that is it from my side for now and we will get back to you.

Rajesh Mehra: Thank you Mr Shah.

Moderator: Thank you so much. We will have our next question coming in from Anjana Nambiar from Orion Capital.

Anjana Nambiar: Thank you. Am I audible?

Rajesh Mehra: Yes, you are audible Anjana.

Anjana Nambiar: Sir, my first question will be, could you give us a sense of how demand has been across sweaters, jackets, t-shirts and shoe uppers in H1?

Rajesh Mehra: H1, the demands have been very good. That is the reason our top line is increased, but it has not increased substantially because of this American market. Otherwise, the demand is good. And in all segments we are growing.

Anjana Nambiar: Yes, any noticeable change versus last year.

Rajesh Mehra: No, we have grown. The top line is grown.

Anjana Nambiar: Ok.

Rajesh Mehra: Yeah. Although the effect of American market is there, but still we are growing. We tend to grow more once the American market opens.

Anjana Nambiar: Okay. So my second question will be like within exports apart from USA, are you seeing any demand across Europe and other markets?



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- Rajesh Mehra:** Yes, we are trying to explore more European market also. So we are recruiting more people to tap the European market. Let us see how the demand comes from the European market. It is not only we, so as industry, there is a lot of shift towards the European market. So it becomes more competitive also.
- Anjana Nambiar:** Okay.
- Rajesh Mehra:** It is for everybody. There are big suppliers who have been supplying to American markets. They are all hard, badly hit. Our exports to American market were very less. So we are not hit actually. Our growth plans are slowed down, but we are not hit. We are growing. Other companies in this apparel trade or other trades, they are badly hit. Their profits have come down. They are at losses.
- Anjana Nambiar:** Okay. Yes. My last question will be like, given the winter heavy product mixes seasonality still playing out the same way or has there been a change?
- Rajesh Mehra:** We are now into exports to Europe, to America, to different countries. So we are not affected by the season. It is a continuous process. It is only in India that winters are there. But as we are catering to exports, so we are catering to, if they are Europe, the requirement is for 10 months. Yesterday, UK had a snowfall. So everywhere the winter is mostly the temperature is there where winter could be kind of clothes are being worn in.
- Anjana Nambiar:** Ok. Yes, Sir, that is all from my side. Thank you for answering my question.
- Rajesh Mehra:** Thank you Anjana.
- Moderator:** Thank you so much. We would like to remind participants to click on the raise hand icon if you wish to ask a question. We will wait for the question queue to assemble. We have our next question coming in from Anand Gupta, an individual investor. Mr. Gupta, please go ahead.
- Rajesh Mehra:** Anand Gupta is already invested in the company?
- Anand Gupta:** Hi. Yes, I am invested with the company.
- Rajesh Mehra:** Okay. Tell me Mr. Gupta.
- Anand Gupta:** Sir, for Q2 FY2026, on a year-on-year basis, our revenues have grown by 1.65%, but our employee benefit expenses have grown up by 8%. So I just want to understand why is it in this way? I mean, employee benefit expenses form about.



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- Rajesh Mehra:** Employee benefit means it includes the wages also. It is not only the benefit. Benefit includes everything including the direct cost of the wages also.
- Anand Gupta:** Right. So, the employee benefit expenses in case of our company is about between 16% to 18% of our revenue. Yeah. So my question is that the revenue from operations have gone up by only 1.65% but if I look at.
- Rajesh Mehra:** No, we have to retain our people we were looking for expansion it is only because the American market which is badly affected. So recruitments have to be there the people have to be there only then we can be operational. So this is temporary effect, probably with the rising trend in the operation, manufacturing operations. This should be absorbed as soon as the American market opens.
- Anand Gupta:** Okay, so this incremental cost is about one Crores in employee benefit expenses that I am talking about. And you have a couple of time mentioned about the American market. But if you can just help me understand this, in our revenue, right, our export is 25%. Rest all is domestic.
- Rajesh Mehra:** Yes.
- Anand Gupta:** So how are these things tying up?
- Rajesh Mehra:** Mr Gupta, the players who are into manufacture, for all of them, this American market is disrupted, right? So, they all are looking for different avenues. So, if I am probably supplying to X company, so he is also now trying to supply to X company. So, it is a competition era. So competition increases. So everything is temporary, but things become difficult once such a big company, which had a mass consumption, that consumption has gone down or that revenue has gone down. So everybody is looking for alternative markets. So that brings in more competition within the same field. And maybe even in the salary and wages, 8% to 10% annual increment is justified. That is the cost of inflation you have to give it to the workers. Otherwise, they will not stay. So that is the reason you are looking into that 1 Crore, that 10 lakhs more into this cost head.
- Anand Gupta:** Okay, sure. Mr. Rajesh, in the last conference call, you spoke about having potential additional orders from Levi's at the San Francisco team because you do only domestic now. And you highlighted about some additional brands like Lotto and Agilitas, which are making a mark in India. And you were hopeful of getting some orders from them?
- Rajesh Mehra:** We in the last six months we did good orders out of the business what we are seeing. So we did around Rs.15 Crores of orders from this San Francisco and then Agilitas also, the



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sampling work is already processed. We have already signed with them as a manufacturing agreement.

Anand Gupta: Okay.

Rajesh Mehra: Sampling is in process for summer 2026 orders.

Anand Gupta: Okay. Then I will move on quickly to the preferential which were cancelled and I did read the reason that was sent out on the stock exchanges. Mr. Rajesh, just want to hear from you about how do you plan to raise capital now?

Rajesh Mehra: As of now, we are not looking into any raise of capital.

Anand Gupta: Okay. One last question from my end. You mentioned about this additional knitting machines. And I know that you are also doing an additional incremental Rs.60 Crores of capex. Are these two things related? And if you can give me some more flavour and measurable progress on the capex that we announced earlier.

Rajesh Mehra: The Rs.60 Crores what we are doing that is in process and this 600 machines what we are saying that we will install in the next coming three years. That would be a bigger capital input, but our machinery supplier will give us machinery for five-year deferred payment. So there will be no need for us to raise any capital.

Mr. Ajay: And sir any measurable progress that you can share on the Rs.60 Crores capex, when would that be live and how are things progressing?

Rajesh Mehra: That would be live in winter 2026 business, so in the next 2026-2027 financial year, you will see the results of that capex, but it is under process.

Mr. Ajay: Okay, that is all from my end, Mr. Rajesh. Best wishes.

Rajesh Mehra: Thank you.

Moderator: Thank you so much. We have Mr. Pritam Shah of MMTC who has re-joined the queue to ask a question. Mr. Shah, please go ahead with your question now.

Pritam Shah: Yes, thank you. So what is the revenue from export market?

Rajesh Mehra: We will be crossing around Rs.100 Crores this year.



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Pritam Shah: Ok and how are the receivable days in trending? Any changes after the better credit control or discussions with the large clients?

Rajesh Mehra: Can you repeat the question?

Pritam Shah: How your receivable days are trending? And any change after the better credit control.

Rajesh Mehra: No. There is no change into the receivable days with the customers what we are doing with the same customers and whatever business agreements are in place so we are getting our payments accordingly.

Pritam Shah: Okay and any new other product categories you are evaluating for the clients?

Rajesh Mehra: Not right now, new product category. We are expanding with the new current product categories only.

Pritam Shah: Okay. And what is your current number of MBO or dealer touch points? And what is their contribution to total revenue today?

Rajesh Mehra: Those are around 200 dealers we have and they are doing around Rs.100 Crores of business.

Pritam Shah: Okay, fine. Thank you for the opportunity once again.

Rajesh Mehra: Okay.

Moderator: Thank you so much.

Rajesh Mehra: Okay, Mr. Shah.

Moderator: We have our next question coming in from Dhanraj Tolani of Quber Advisors. Please go ahead with your question.

Dhanraj Tolani: Am I audible?

Moderator: Yes, please.

Dhanraj Tolani: Sir, good evening. So I have a couple of questions. I will be starting with the first one. So I just wanted to know, on the 600 smart knitting machines, what is the rollout time? When do we expect the first phase of start?



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Rajesh Mehra: First phase will come in the end of first half of 2026-2027 next year. Then every 6 months 100 machines will come. So first machine to last machine will take 3 years' time. Annually 200 machines will be installed.

Dhanraj Tolani: So what would be the rollout time then and after?

Rajesh Mehra: Before we are already considering 12 months and after once we receive the machine, so in 2 months' time those will be installed and go for the production and 3 months is our WIP cycle. So from machine to sale it will take 5 months.

Dhanraj Tolani: Ok, so on the cost part, are we getting any labour savings or efficiency gains from the net saving?

Rajesh Mehra: Yes, labour saving, wastage saving.

Dhanraj Tolani: So compared to traditional netting, we are having efficiency gains and labour savings, right?

Rajesh Mehra: Yes.

Dhanraj Tolani: Ok. And what would be the overall project cost let's say including machines setup and even infrastructure?

Rajesh Mehra: Around 150 to 200 Crores.

Dhanraj Tolani: For a single project?

Rajesh Mehra: Sorry?

Dhanraj Tolani: For a single project or?

Rajesh Mehra: For 600 machines.

Dhanraj Tolani: Okay. Also..

Rajesh Mehra: The machinery will be funded by the supplier.

Dhanraj Tolani: Okay, got it. And are we expecting any new brands because of this technology?

Rajesh Mehra: Yes, , we are already tying up, we are already tying up with a lot of customers who are into the mass market like Primark and Marks and Spencer so the audit process is going on and hopefully they will be on board in next 3 to 4 months.



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Dhanraj Tolani: So are we targeting new clients?

Rajesh Mehra: Yes with the increased capacity we will target new clients as well as increase the business with the current existing customers.

Dhanraj Tolani: Ok and if I specifically talk about the new facility, so that would be targeting the existing or the new ones?

Rajesh Mehra: New machine production you are talking?

Dhanraj Tolani: Yes.

Rajesh Mehra: Currently, we are not making that kind of a product. So that will be available for everyone.

Dhanraj Tolani: Okay.

Rajesh Mehra: We will offer to everyone.

Dhanraj Tolani: Okay irrespective of new or existing.

Rajesh Mehra: Yeah.

Dhanraj Tolani: Okay and I just wanted to know on the financial part so I have seen inventories and receivables have increased in FY2025 so what will be the reason behind that?

Rajesh Mehra: With the business that is going up otherwise the cycle which it is last year the same number of day cycles approximately we are working.

Dhanraj Tolani: Okay so it is due to scaling or are we?

Rajesh Mehra: Our business is like that only it is 210 days to 240 days business cycle.

Dhanraj Tolani: Okay. And would like these things like the receivers and inventory would be stabilized in the H1 FY2026 mostly?

Rajesh Mehra: Existingly also stabilized.

Dhanraj Tolani: Okay. And also I have seen the cash flow in H1 2026 has improved or has been positive. So what was the main reason behind that?

Rajesh Mehra: Cash flow have increased. Just repeat your question for the cash flow what you are saying?



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Dhanraj Tolani: Yes. So what was the reason behind like in H1 we have seen positive cash flow. So what is the reason behind that?

Rajesh Mehra: Could not get your question?

Dhanraj Tolani: I am saying cash flow from operations has been positive in H1 what is the reason behind this improvement?

Rajesh Mehra: The margins are improving, sales are improving, everything is improving.

Dhanraj Tolani: Okay, so that is the main reason.

Rajesh Mehra: Yes.

Dhanraj Tolani: So, we were all obviously talking about the efficiency too. So would that impact or the better volume is impacting the cash flows?

Rajesh Mehra: No, better volumes will definitely improve the cash flows of the company.

Dhanraj Tolani: Okay.

Rajesh Mehra: The company is in a very good financial position. So with growing operations, the cash flow of the company is going to improve significantly.

Dhanraj Tolani: And this trend would be sustaining?

Rajesh Mehra: Sorry.

Dhanraj Tolani: This trend would be sustaining?

Rajesh Mehra: Surely.

Dhanraj Tolani: Okay. Thank you, sir. That is all from my side.

Rajesh Mehra: Thank you.

Moderator: Thank you so much. We would like to remind participants to click on the Raise Hand Icon if you wish to ask a question. We have our next question coming in from Chandresh Singh of Trident Capital Advisors.



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- Chandresh Singh:** Yeah, thank you for the opportunity first of all. So sir, my question is regarding your partnership, that is your 22-year-old partnership with Levi's. So how has the business trend been with them in H1? Like, are there any new categories added for them?
- Rajesh Mehra:** On the same categories we are doing. And business is increasing with them. But categories are the same. We are not introducing any new category in our manufacturing process.
- Chandresh Singh:** Ok, the second would be regarding your virtual design and 3D sampling processes. So are global clients actively using that? And I mean, has it helped shorten the turnaround times?
- Rajesh Mehra:** Yes, it is shortening the turnaround times. And now it has become the mandatory with these all big brands. They want everything into 3D designing. And before making to the physical sample, they want to analyze the product onto the 3D. So this is the trend now. So if anybody does not have the capability, so they are not able to satisfy their customer requirement.
- Chandresh Singh:** Okay. So, sir, my last question would be, is the customer concentration continuing to reduce or broadly similar to the last year?
- Rajesh Mehra:** Customer contribution or concentration?
- Chandresh Singh:** Concentration.
- Rajesh Mehra:** Yeah, number of customer currently same when this expansion will be which is Rs.60 Crores expansion which is running and so after two months when it will be operational, then we will introduce new customers. The talks are already on and audits are going on.
- Chandresh Singh:** And sir one last question is that, did you add any new global or domestic clients in H1 or early Q3?
- Rajesh Mehra:** No new client.
- Chandresh Singh:** Okay.
- Rajesh Mehra:** Last six months, no new client, the same clients. But we expanded the number of countries with them.
- Chandresh Singh:** Okay.
- Rajesh Mehra:** Currently we are supplying to 38 countries.



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Chandresh Singh: Okay, sir that is it from my side. I will join back with you if I have any questions. Thank you.

Rajesh Mehra: Okay.

Moderator: Thank you. We have our next question coming in from Priya Jain of Green Capital. Ms. Jain, please unmute your microphone.

Rajesh Mehra: Can you tell me first how many of these are the investors in the company.

Moderator: Sir this is from Priya Jain who is from Green Capital.

Rajesh Mehra: This Green Capital is invested in the company.

Priya Jain: Hello sir, am I audible? Currently I am not an investor but I can be.

Rajesh Mehra: Okay, what then what are you looking for?

Priya Jain: I am new to the company. So I am going through the finances and the recent highlights of the company. And I have few questions with me today. I will start by, so the other than smart knitting projects, what capex is planned for FY2026-27? Any major addition for printing, dyeing or finishing lines?

Rajesh Mehra: No, no, there is only knitting machine expense would be there and we told you that this project will cost between Rs.150 Crores to Rs.200 Crores where the major investment will come from the machinery supplier side and that again will be splitted into three years. So 2026-2027 would be approximately Rs.60 Crores investment. Out of Rs.60 Crores around Rs. 50 Crores will come as a cost of machinery from the machinery supplier.

Priya Jain: And you have acquired additional and what incremental capacity or new product line would support you?

Rajesh Mehra: Incremental you say every six months we will be increasing our capacity by 15%.

Priya Jain: So any key factor that give you confidence in this multi-year growth plan? Because you see very optimistic?

Rajesh Mehra: World is going with the full automation and world is going with kind of manufacturing activities where lesser manpower would be there, lesser wastage are there, sustainability is



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there. So, we are going forward with adopting that kind of a technology where all these benefits are there.

Priya Jain: So also is it, like a purely distribution like margin since you do not own the retail stores. How does the business model work with partners brands?

Rajesh Mehra: The partner brand, our margin is fixed with them. We are giving them retail assistance. So that margins are fixed year-on-year. The same margins we are working on. Everything is protected, Priya? Everything is protected. all the leftover stock, whatever it would be, that goes back to the brand. And in this manufacturing, so whatever we are selling, so it is all against order. We are not manufacturing a single garment without any order.

Priya Jain: Okay. And as you explained to like 300 plus dealers, are most of the new locations coming from tier 1 or tier 2 cities, or a mix of the market?

Rajesh Mehra: Mix of the markets.

Priya Jain: Ok and if any long-term plan to streamline the marketing and distribution vertical into a separate business for better focus or even more clarity.

Rajesh Mehra: Currently, it is being run by separate team, complete separate team and but it is focused and separate offices are there, separate warehousing is there, so we are focusing it, seeing it independently only. There is no mix between these two business verticals.

Priya Jain: Sir one last question. Has the implementation of real time sales tracking improved sales or reduced stock return for your partner brands?

Rajesh Mehra: Yeah, we have our software where we do real time tracking of sales.

Priya Jain: Good to hear, sir. And thank you so much for patiently answering all the questions.

Rajesh Mehra: Thank you, Ms Priya.

Company speaker: Priya, we look forward to your investment in the company now.

Priya Jain: Yes, I am curious and I am eager to have a follow-up meeting.

Company speaker: And in a big way.

Priya Jain: Yes, sure, sir.



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Company Speaker: That (inaudible) 37:50 will tell us.

Priya Jain: Yes, definitely. Thank you, sir.

Moderator: Thank you. We have our next question coming in from Vinod Shah of VS One Ventures. Mr. Shah, please go ahead with your question.

Vinod Shah: Hello, am I audible?

Moderator: Yes, please go ahead.

Vinod Shah: Yes, good evening sir.

Rajesh Mehra: Good evening.

Vinod Shah: Sir, so do we have any brand outlets of our own currently?

Rajesh Mehra: No.

Vinod Shah: Ok, so we are partnering up. So how many touch points do we have currently?

Rajesh Mehra: We already told you we have 200 touch points.

Vinod Shah: Ok, 200. Ok, sir how much are we planning to add in the next one?

Rajesh Mehra: We have a stable model. There is nothing specific. We want to go to 400 or we want to 500. So we are already present in the best of places at the key points. We are already present.

Company speaker: But tier 2, tier 3 markets are growing and the opportunity is there and getting the chance say wherever the right kind of space and business partner we get into we definitely expand business with them.

Vinod Shah: Okay sir and do we like how much is our current debt label and what is the interest rate on that?

Rajesh Mehra: Yes, 7.85% current interest rate on our cash credit limits.

Vinod Shah: Okay. Thank you.

Rajesh Mehra: Right.



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- Moderator:** Thank you so much. We will wait for the question queue to assemble. We are taking our next question from Anand Gupta who is an individual investor. So
- Rajesh Mehra:** Yes, he has already spoken, he has already taken a slot before also.
- Moderator:** That is a follow-up question Mr. Mehra.
- Rajesh Mehra:** Okay, no problem.
- Moderator:** Mr. Gupta. Please go ahead.
- Anand Gupta:** Just one followup question Mr Rajesh. Over a period of 3 years or maybe a little more, when the rollout of this 652 knitting machines is complete, what is the maximum revenue or peak revenue that they can generate?
- Rajesh Mehra:** Once this is everything is complete, we will be looking after total and complete company's revenue around Rs.700 Crores.
- Anand Gupta:** Okay, got it. Thank you.
- Moderator:** Thank you so much. Ladies and gentlemen, that was the last question for today. I now handover the call to Mr Ganesh Nalawade from Kirin Advisors. Over to you.
- Ganesh Nalawade:** Thank you everyone for joining the conference call of Active Clothing Company Limited. If you have any further queries, you can write us at research@kirinadvisors.com. Once again, thank you everyone for joining the conference.
- Moderator:** Thank you so much. On behalf of Kirin Advisors Private Limited, that concludes today's conference. Thank you for joining us and you can click on the leave icon to exit the meeting. Thank you for your participation.