Gujarat Pipavav Port Limited

Q2 FY 2026 Earnings Conference Call

6th November 2025

Manish Agnihotri:

Good morning, everyone, and welcome to the Q 2 FY2026 Earnings Call of Gujarat Pipavav Port Limited. This is Manish Agnihotri and along with me we have with meGirish Agarwal, Managing Director and Santosh Beach, CFO. We will start the call with the opening remarks by Girish and then we will open up the floor for Q&A. Over to you Girish.

Girish Aggarwal:

Thank you. Good morning, everyone. The company delivered an extremely strong quarter. Our revenues for the quarter was higher by 32% EBITDA was higher by 34%, margins higher by 100 basis points at 59%. EBIT for the quarter was higher by 41% and net profit was higher by 74%. This includes an insurance recovery of Rs. 43,00,00,000. Excluding this like to like net profit year on year was higher by 38%. For the first half, EBIT is overall higher by 17%. Net profit is higher by 32% without the one off insurance recovery, it's higher by 16%. Overall an extremely strong quarter volumes. So robust growth on the Dry Bulk RoRo and liquid side. Container was slightly muted. Overall, extremely strong quarter. We expect the strong performance to continue through the rest of the year. Thanks. The Board of directors of the company also just one more thing, declared an interim dividend of Rs. 5. 40 per share.

Manish Agnihotri:

OK, so we are done with the opening remarks. We now open the floor for Q&A. Deepak please go ahead with your question.

Deepak Maurya:

Yeah. Hi, good morning. Thank you very much for the remarks. I had a few questions. Firstly, with respect to the cargo wise guidance and the EBIT guidance which you gave last quarter. Do those guidance still remain in place or? Do you think that you need to revise them upwards given the strong performance which we saw for the bulk cargoes?

Girish Aggarwal:

So we do revise our EBIT outlook upwards from 5 to 7% to 12 to 15%.

Deepak Maurya:

OK. And and the cargo wise? Outlook.

Girish Aggarwal:

Yeah. I think overall

Dry bulk, I think would increase by about 30 to 40%. RoRo would continue to be growing at 20:00 to 25% liquids at around 10% growth. Containers will be flat.

Deepak Maurya:

OK. And if you could speak to us about the sustainability of this bulk volumes, which we saw it was a very strong surge. I understand that some of it is because of the timing of the tenders. But do you think that this will taper back to the 500,000 level which we typically saw in the previous quarters or you would think it could remain elevated for a quarter or two.

Girish Aggarwal:

So we expect the bulk volumes to be elevated for this quarter and for the next quarter. After that we'll, you know, see how the tenders go from the government on fertilizers.

Deepak Maurya:

OK. And if you could also talk to us about the container recovery. We did not see, I mean of course the US tariff probably had an impact. If you could speak to us about how much of an impact that had and when do you actually expect the container volumes to bottom out or show any signs of positive growth. We've been seeing 6 quarters of year on year decline now. So how do you expect this?

Girish Aggarwal:

Yeah. Fair comment. Essentially, I think overall first half we are down by 5% on the container volume, largely down in this quarter. Last quarter was broadly flat. This quarter we declined by 9% essentially because of the US tariffs where we've seen significant degrowth in some of the services. I think broadly we are now seeing some slight recovery. I expect container volumes to start to grow slightly in this quarter, flat to slightly grow in this quarter. And then the next quarter to have some recovery. Overall this year we should end at -2% to 0% on containers.

Deepak Maurya:

OK. And if you could also provide some colour on the margins, because bulk is typically a margin dilutive kind of cargo. I think this is what we've heard from you and the many quarters before. But given the significant surge in the bulk volumes, particularly the fertilizer volumes, margins have held up. Is it that the operating leverage is now too strong to offset any margin dilution from the cargo as such.

Girish Aggarwal:

I mean, I think in in general overall EBITDA margins are at 59%. With this kind of volume overall for the year, we expect margins to be between 58 and 59%. So slightly still diluted, we were at about 59 and a half ish percentage last year, so slightly dilutive. But you know, we also expect to boost the overall bulk, you know, numbers you know, because of the fact that the volumes are beyond our break even volume. So they do contribute positively on the better margins and also EBIT margins.

Deepak Maurya:

OK. And last question from me is about the realization range which you provide every quarter. If you could rerun or if you have spoken about it, could you please repeat it and then cache the initial few comments?

Santosh Breed:

Yep. So on the realization, the realisation continues to remain same. So container is in the range of Rs. 9500 to 10,500. For bulk between Rs. 550 to 650 per metric ton and for liquid Rs. 550 to 600 per metric ton.

Deepak Maurya:

OK. Thank you. That will be from me. I'll jump back in the queue.

Manish Agnihotri:

Thank you. Neelotpal Sahu please go ahead.

Neelotpal Sahu:

Hi, Sir. Good morning. First of all, congratulations on a great set of numbers. My first question is on the. Can you hear me?

Manish Agnihotri:

Sorry. Just a minute. Just hold on. Hello. Can I can I ask please mute?

Neelotpal Sahu:

Sorry. So first of all, congratulations on a great set of numbers. My first question is with respect to concession extension, if there is any update on that, especially with the recent MOU that we have done with GMB about the 17,000 crores of CapEx?

Girish Aggarwal:

Yeah. So I think you know we we very recently signed an MOU with GMB in presence of the Honourable CM and Robert Maersk Uggla. So I think things are going in the right directions. Of course, the final decision you know communication will come through GMB and we will of course tell you when that happens. But at least at this point in time, things are moving in the right direction with zero red flags.

Neelotpal Sahu:

And any sense on the sort of terms of the renewal or any direction we're getting on like the royalty rates?

Girish Aggarwal:

No, no, no, which we do not have any sense of any on the terms, etcetera, right. And then won't be correct, at least at this point in time to talk about it.

Neelotpal Sahu:

OK. OK. Secondly, we have been growing by close to 20% in liquids. Is there any reason why we're guiding for like a 10% growth for the full year? Are we seeing any like downtick in volumes for the rest of the quarters.

Girish Aggarwal:

Essentially we are very close to our capacity. The challenges that you know, our capacities which were 1.3 to 1.4 million, we've been kind of pushing the capacities up, but you know until our new liquid jetty comes, there's a finite capacity of the jetty. So I think our jetty can hold around 1.7. So all guidance is around 1.6 to 1.65 million metric tons, so be very close to the overall capacity. But I think liquids continue to be extremely strong for us. We expect not only this year but over the next several years liquids to deliver a significant growth.

Neelotpal Sahu:

Understood. And my last question is, can you help us with the LPG volume share within liquid volumes?

Santosh Breed:

Normally of course we don't split that between multiple liquid volumes, so we are not able to give that split to you. But I can certainly share the bulk split if you're looking for that. Dry Bulk volume.

Neelotpal Sahu:

Sorry. Bulk that we have. Yeah, bulk state. I think we have from the presentation, I was looking more from the sort of Liquid.

Santosh Breed:

Yeah. So we don't really split the liquid volumes further into each commodity. So we're not able to share that.

Neelotpal Sahu:

OK. OK, sure. Thank you. That's all from my side.

Manish Agnihotri:

Thank you. Mr Vipul Kumar Shah, please go ahead with your questions.

Vipul Kumar Shah:

Yeah. Thanks for the opportunity and congratulations for very good set of numbers. So you have signed one contract or MOU with O NGC. Can you share what is that about and what type of revenue we can generate from that?

Girish Aggarwal:

Yeah, so this is, this is a contract, not an MOU. We have a 5 year contract with the O NGC to be their supply base or offshore supply base for their various oil fields in the Arabian Sea. This is their second supply base after their Nhava supply base for these oil fields in the Arabian Sea. We provide various services like marine, storage facilities, etcetera for ONGC. This is a 5 year contract. I will not be able to share the revenue numbers with you on the same because that's commercial information.

Vipul Kumar Shah:

So has it started means.

Girish Aggarwal:

Yes, it has started with effect from first of October.

Vipul Kumar Shah:

So then why don't you share? I cannot.

Girish Aggarwal:

This is a confidential customer information.

Vipul Kumar Shah:

OK, OK, Sir. Thank you. And you have signed a 17,000 crore MOU with Gujarat Maritime Board. So it's a huge number. So what type of investment are going into this. If you can share any details. Thank you.

Girish Aggarwal:

So the investments are around infrastructure development in the port of Pipavav. This would be around new liquid new jetties, liquid bulk container, RoRo, land site development etcetera, etcetera. So it includes encompasses variety of infrastructure developments within the port.

Vipul Kumar Shah:

OK, but that will be spread over how many years, Sir?

Girish Aggarwal:

30 years.

Vipul Kumar Shah:

30 years. OK. Thank you.

Manish Agnihotri:

Thank you, Mr Shah. Bharanidhar please go ahead with your questions.

Bharanidhar Vijaykumar:

Yeah. Am I audible?

Manish Agnihotri:

Yes.

Bharanidhar Vijaykumar:

Yeah. So this MOU with the GMB. So any idea when the construction would be complete from the jetty point of view for liquid, RoRo and especially containers to comply or to fulfil this MOU?

Girish Aggarwal:

Sorry this is a MOU with GMB. This is not a binding contract with GMB. This is subject to concession extension. This spent will happen post the concession extension.

Bharanidhar Vijaykumar:

Understood. OK. And coming to container volume performance, we have seen worse impact for us in the first half. While competitors you know are showing growth in the same region, so can you give a colour on the overall EXIM cargo volume growth in Western hinterland in containers and within that what is the reason why we are de-growing if for the hinterland volumes is growing overall.

Girish Aggarwal:

Yeah. So overall, I think Gujarat as a region grew by 6% for the quarter I mean this is July to September quarter we show a decline essentially because some of our services which cater to the US cargo showed decline and that was the large reason why we were unable to kind of grow. As we move forwardI think it looks like the tariff scene is bottoming out and we do, I mean we are hearing all you know, positive feedback about the tariffs going away. Expect as you move forward that volume to come back.

Bharanidhar Vijaykumar:

So any commodities that you can highlight, which you know because of the US tariffs have seen lesser exports from this region.

Girish Aggarwal:

Yeah, but in general, the Government of India is also, I mean there is news clearly there about 35% de-growth on the America and you would have seen that right? the US exports is declined by about 35%, it encompasses almost all commodities including pharma, garments, textiles and fisheries Etcetera.

Bharanidhar Vijaykumar:

Understood. Coming to our bulk volumes this quarter has seen the volumes on fertilizers. However, my sense is Government of India is also trying to substitute imports over the long term in fertilizers. So what is your sense how it will, you know, have an impact on our fertilizer volumes in years to come?

Girish Aggarwal:

I think you're absolutely right. The government is focused on Make in India, ensuring that we are on the urea front, right, this is specific to urea. I'm talking about not of the other minerals, other things like DAP and MOP etcetera, but on the urea front the government is focused on ensuring that capacities in India increased. There is more production in India also. Technology wise, they're looking at nano urea technology to kind of ensure that the overall imports into India reduce and I would argue that that will have a Impact overall in terms of growth of the urea fertilizer. So in the coming years I would argue that you're right.

Bharanidhar Vijaykumar:

What percentage of our bulk fertilizer volumes is Urea excluding other fertilisers?

Girish Aggarwal:

No, we don't. We don't get into the split, yeah.

Bharanidhar Vijaykumar:

Yeah. Thank you so much.

Manish Agnihotri:

Mr Rishabh Shah, please go ahead with your questions.

Rishabh Shah:

Yeah. Hello, I'm audible.

Girish Aggarwal:

Yes.

Rishabh Shah:

So so I'm a bit new to this business. You just wanted to know how do you measure the efficiency in this business? How efficient are you from your competitors?

Girish Aggarwal:

So I think without getting into a lot of details. Here rishab I think I would say as per the World Bank index, the CPPI, which is the globally published across the global ports. The latest report for 2025 suggests we are the 3rd most efficient port in in India after a I think Nhava, Sheva and Mundra. Hopefully that answers your query.

Rishabh Shah:

Out. Out. No, but I was just a bit going into a bit more detail. How do you measure those efficiency? Like what other things do you see to measure the efficiency?

Girish Aggarwal:

There are multiple aspects of efficiencies here, so if you're specifically looking for something. I will be happy to answer, but having a conversation around efficiencies in this analyst call will be a little too difficult.

Rishabh Shah:

OK, OK. So I'll answer that all separately. My next question is the new Europe service from Maersk Line, which we have started in 2018 because of first connectivity to Europe since 2012. How has that worked out for us?

Girish Aggarwal:

I'm I'm unsure which service are you talking about, Rishabh. I am not handling any Europe service Maersk Europe service out of Pipavav at least.

Rishabh Shah:

OK. OK.

Girish Aggarwal:

Do you have a name in mind of that service.

Rishabh Shah:

Mark service, I'm talking to mark line.

Girish Aggarwal:

Hello I'm unsure what so I can't understand which service areyou talking about?

Rishabh Shah:

The Marks marks line.

Girish Aggarwal:

Bharat Line I'm not handling any Bharat Line.

Rishabh Shah:

No. No, no, no, no. I'll. I'll get back to you. My next question is in your RoRo business, have you onboarding new customers?

Girish Aggarwal:

I don't know. Sorry Rishabh what are you saying?

Rishabh Shah:

In our RoRo business, have we onboarded any new customer?

Girish Aggarwal:

Apart from whom? I mean. Which customers do youconsider old at this point in time Rishabh. No any any new have you added in the recent times in this quarter. No.

Rishabh Shah:

OK. OK. Thank you.

Manish Agnihotri:

Thank you. Aditya Mongia please go ahead with your questions?

Aditya Mongia:

Hello. Yeah. Thank you for the opportunity. Just wanted to get a better sense of you're talking about 30-40% growth in growth in bulk, which will make it closer to 3,000,000 tons or so. Should one be thinking of this as a more structural story from here on? Because in the past it has been difficult to project, can one think through a structural story over here, or is it every quarter one has to take a sense of things and then think through?

Girish Aggarwal:

I think specifically for this 3,000,000 the larger story is the fertilizer which is based on the government tenders. So I I would still argue that we will continue to kind of monitor the situation. We believe the storyis just not a one or 2 quarter story. It's a little bit longer story, but it's not a multi year story from a fertilizer import perspective that much I can say.

Aditya Mongia:

OK, so in a sense as of now, would you be thinking of adding capacities for this kind of commodity classes or would you rather as of?

Girish Aggarwal:

No, no, we have relevant and requisite capacity, so we don't expect to add any further capacity on the fertilizer.

Aditya Mongia:

How much are you utilized on those capacities at this point of time?

Girish Aggarwal:

At this point in time, 100%.

Aditya Mongia:

So as of now, on going beyond 3,000,000 tonnes on bulk, is this something that you can strain the capacity right now?

Girish Aggarwal:

No, no, I talked about fertilizer, but on bulk, we can certainly continue to grow.

Aditya Mongia:

Thanks. Understood. And also just wanted to get a sense where you may not want to focus on certain contracts, but this liquid story as you see through from the 2-3 years perspective, yes, you're adding capacities, how do you see the build up happening in terms of volumes in this space and business for you?

Girish Aggarwal:

Yeah. Not a. I was not very clear. You are talking about which business line here.

Aditya Mongia:

The liquids line of business.

Girish Aggarwal:

Yeah, yeah. So liquid essentially, we expect our new jetty to come online end of 2026, November, December 2026. That adds about 3.2 million metric tons of capacity. So we do expect to kind of fill that capacity from 2027 onwards over the next 3 to 4 years. So I mean that's the kind of growth that we are expecting. The Kandla Gorakhpur pipeline should be commissioned towards March, April next year, which gives us an outflow. I mean an evacuation capacity ofalmost 1.5. If additional 1.5 million metric tons for LPG, so I I I do believe that liquid is a strong structural growth story. There are also opportunities that we are now targeting on the petrol products side. But of course the critical piece of infrastructure is that we need to go live on our liquid jetty. Which we expect in December 26.

Aditya Mongia:

About that also wanted to get a sense from you that obviously there is competition across your line items. So where do you see that the company is much better placed in terms of gaining share? Would it be container, liquid RoRo, bulk, how would you think through your competitiveness versus other players?

Girish Aggarwal:

Yeah, but, but in general, what what's really, I mean we are competitive in across the board in all all business fields, but if your specific question is is on gaining market share, we are gaining market share largely on the liquids RoRo and the fertilizer business.

Aditya Mongia:

Those are my questions then. Thank you for your response here.

Manish Agnihotri:

Thank you. Deepak Maurya please go ahead.

Deepak Maurya:

Yeah. Hi. Thank you for entertaining my follow up. With respect to the realizations which you mentioned, it seems like for the container segment, there has been an uptick versus the previous 2 quarters. So has there been any price increase which you have taken because last 2 quarters you guided for about not guided you mentioned that the range was about. 9000 to 9500, but this time we are looking at 9500 to 10,500. So has there been any price increase? What is driving this increase?

Santosh Breed:

There, there's a price increase, which was taken actually effective January. Of. So that's the price increase that was taken, which is around the 5% increase in the tariff and typically to translate those numbers into revenue it was around 3%.

Deepak Maurya:

OK, but this was already from the beginning of the year, right? So is it something which filtered through to this quarter a little more than the previous 2?

Santosh Breed:

That's right. Yes. Not really. There will be some impact of some contracts which were which were revised, but nothing major to to highlight here.

Deepak Maurya:

OK. And and if you could help us understand the CapEx for this year, I think you spent about 700 million this first half. So for how should we look at it for the full year? And then and if you could? Provide some colour for the next year.

Santosh Breed:

On the CapEx, of course, we have initiated our liquid berth project right as Girish mentioned. So there will be major spend which will happen from now till mid of next calendar year. So we will be spending as we announced that we'll be spending around 720 crores. So most of that will get spend in the firsthalf of the calendar year I'm now speaking till June 2026, so that there will be just spend there.

Deepak Maurya:

OK. And just a clarification from Girish, you mentioned that for fertilizer you are capped out in terms of the capacity or did I hear it wrong?

Girish Aggarwal:

No, you heard it right. I mean, the capacity for fertilizer for us is more defined by our bagging capacity as well as you know, warehousing capacity, largely the evacuation capacity, so. We are maxed out.

Deepak Maurya:

OK. And if I have to look at it from a 3 year perspective, which of these cargoes would you believe will be the driver for your earnings? Is it liquid because you're obviously having the liquid jetty capacity coming through from December 2026, but beyond the liquid capacity addition inherently, do you see bulk or RoRo or container being one of these cargoes being much more dominant than the other.

Girish Aggarwal:

So I would say 3 things that I will pick up, pick up pick container, RoRo and liquid. These would be the 3 key drivers ofour growth over the next 3 years.

Deepak Maurya:

OK. OK. Thank you very much and that's it from me and have a good day.

Manish Agnihotri:

OK.

Priyankar, please go ahead with your questions.

Priyankar Biswas:

Yeah. Good morning, Sir. My first question to you is what I see is that the our container utilizations are container yard utilizations are still low. So in the CapEx plan that you are suggesting based on the, it seems that there is a container yard expansion as well, so. So what sort of expansions are we thinking of and what's the rationale behind it?

Girish Aggarwal:

It's a little premature to talk about details of the 17,000 crore expansion. As I said, the 17,000 crore MOU is subject to concession extension. It is based on a master plan that will span the overall concession period and we would decide how do we expand, you know as we move forward, I think it is a little bit premature to get into details of the 17,000.

Priyankar Biswas:

OK, Sir, understood. Also what I understand there was once news articles that Hindustan Zinc maybe in importing ammonia for its fertilizer factory that is being set up. So how should we look at? Let's say volume growth basis, let's say new new liquids like ammonia going forward, because I understand there was also a MOU also signed by APM terminals like last year for green hydrogen as well some time back. So how should we look at that?

Girish Aggarwal:

So so I think. As I was talking earlier to answering all the questions clearly, there's a stated policy of the Government of India to manufacture urea in House as much as is possible, expand the capacities of in-house manufacturing of urea and hence reduce the dependence of urea on other countries. But you're absolutely right. We believe then to manufacture Urea you would need to import other materials, especially liquids. Ammonia being one of them and other. Tell us you know, as as a requirement to generate and manufacture you. So that's is something that will happen, I think. I believe there's a big opportunity in India in terms of growth on the liquid side, LPG significant growth on LPG expected as we move forward. Under the Prime Minister Ujwala Yojana, we are already seeing it. It will only continue to go up over the next 5 to 10 at least 10 years. I I think and so would the other liquid. So I think there's a there's a huge opportunity, the consumption of of the country is grow. Think. Premiumisation is increasing. I would just argue that as a country is at the cusp of great growth.

Priyankar Biswas:

So, Sir, would it be fair for me to say that in the long term, let's say, considering past participants questions So even if let's say urea imports were to eventually start falling, so should it be replaced by let's say increased ammonia imports and we may benefit eventually in the long run.

Girish Aggarwal:

Yeah. Also again, I mean over a period of time Urea is is ammonia is a end, right? So there is also PNK as minerals as we move forward, farmers will also move towards the other minerals which we do not manufacture. Some of them are actually mined which we don't have mines. So they will continue to grow. So I mean while there is over the next 5 or maybe even 7 years, there will be decline in the urea imports, but there are other imports that will continue to grow. Today, most of the farmers are using urea. But that will also change the that that will move to TPK. That will move to MOP etcetera.

Priyankar Biswas:

Just last question, if I can squeeze in, would you comment on the RoRo outlook? So what I understand is it has been quite strong for the last couple of years. So how do you see the growth for let's say it takes 2-3 years in this segment based on whatever you are discussing with the customers? A growth range maybe.

Girish Aggarwal:

Roughly, we're if you were to look at a 3 year horizon, you should. We are looking at at least a 20% CAGR growth over the next 3 years of total.

Priyankar Biswas:

That's that's all from my side. Thank you so much.

Manish Agnihotri:

Thank you. Koundinya please go ahead with your questions.

Koundinya Nimmagadda:

Yeah. Hi, Sir. Thanks for the opportunity. So Sir, firstly with respect to the quarter on the EBITDA margin side, of course you did mention about the threshold on the bulk volumes. So just trying to understand, is it also partly to do with the volume mix having higher fertilizer or how should we look at these margins from a on a sustainable basis from here.

Girish Aggarwal:

Sorry Koundinya there is a lot of background noise we can't understand your question.

Koundinya Nimmagadda:

Yeah, Sir so I was trying to ask you know I mean from a margin standpoint, right? You know, if I want to look at it, you did speak about break even on the bulk side, but is it also partly to do with the higher volume mix by virtue of having higher fertilizer volumes and therefore you can the sustainability of this?

Girish Aggarwal:

I'm really sorry Koundinya I know you're trying, but there is a lot of background noise. We just can't understand.

Koundinya Nimmagadda:

Is this better?

Girish Aggarwal:

It is not.

Koundinya Nimmagadda:

Oh, sure. I'll fall back in the queue maybe. Thank you.

Manish Agnihotri:

Mr. Kunal Tokas please go ahead.

Kunal Tokas:

I'm audible.

Manish Agnihotri:

Yes, yes.

Kunal Tokas:

OK, am I clear?

Manish Agnihotri:

Yeah, Please go ahead.

Kunal Tokas:

OK. OK. First area is, Sir, out of your total land area in your Concession, how much is utilized? How much is still vacant I mean, you can still build something over.

Girish Aggarwal:

So you are asking how much of land is vacant in our concession.

Kunal Tokas:

Yeah.

Girish Aggarwal:

I can say there is sufficient land available for expansion as a percentage, etcetera is something that we don't get into.

Kunal Tokas:

Alright. You answered this already, but I missed it. Sorry forgot what was your guidance for RORO?

Girish Aggarwal:

20 to 25% growth

Kunal Tokas:

For the next 3-4 years at least. And relatively, are your margins in RoRo better than and other segments?

Girish Aggarwal:

Yes.

Kunal Tokas:

Other. OK. And other clarification please. What was the evacuation capacity of the KG pipeline that you mentioned?

Girish Aggarwal:

I think it's 1.5 million metric tons.

Kunal Tokas:

OK. And the last question would be, other than LPG, what other liquids do you expect to contribute meaningfully or naturally?

Girish Aggarwal:

Petro products. Petroleum. Petro products as well as some chemicals.

Kunal Tokas:

OK, alright. Thank you very much. Have a good day.

Manish Agnihotri:

Thank you. Mr Parimal Mithani, please go ahead. Mr Parimal Mithani.

Parimal Mithani:

Hey, yeah. So can you hear me? Is it clear?

Manish Agnihotri:

Yes, yes, please go ahead.

Parimal Mithani:

Yes, Sir. This is regarding the parent commitment in terms of your MOU, I just wanted to know Sirif the you get the approval and will the CapEx be front loaded in terms of in Gujarat Pipavav when you get it.

Girish Aggarwal:

I would not like to get into the details of the MOU. It's as I said, it's premature to talk about that. I think the first step is to sign the first get the concession extension.

Parimal Mithani:

OK. OK. Thank you. Thank you. Bye. Thanks.

Manish Agnihotri:

Thank you. Mr Mayur please go ahead. Mr. Kunal Tokas you still have some questions. You have raised your hand.

Kunal Tokas:

No, I forgot to do it.

Manish Agnihotri:

OK. Thank you. Mr Mayur, do you have questions? Koundinya please go ahead.

Koundinya Nimmagadda:

Yeah, hi, Sir. I hope I'm audible this time around. So my question is firstly on the quarter. So how should we look at sustainability of this container realisation going ahead? And also on the margin side, you alluded to the fact that you were able to break even on the bulk side, but is it also something to do withyou know by virtue of having higher fertilizers. If my understanding is correct, they tend to have better margins. So that's the firstquestion. The second question I missed the part on concession agreement, if you can help us understand the current status and also is the MOU partly contingent on this agreement going ahead, what is the kind of feedback that you're hearing from GMB?

Girish Aggarwal:

In terms of margins Koundinya, we expect margins our margins to be in the range of 58 and 59%. In terms of concession, the the 17,000 crore of course is contingent on the concession extension you asked about.

Koundinya Nimmagadda:

Sir a couple of other things that I asked about, one on how should we look at container realisation sustainability and then the status of Concession Agreement, what is the feedback because I missed that part when you were answering it.

Girish Aggarwal:

Yeah. So so container realization yes, they are sustainable. In terms of Concession extension again, we're moving in the right direction. Of course, the final decision, we will only hear from GMB and the Government of Gujarat. So and we'll of course let you know whenever that happens. But at least at this point in time, things are progressing in the right direction and there are no red flags that would like to call out. Hopefully that answers your question.

Koundinya Nimmagadda:

Sir, any timelines that you see with respect to concession extension that you hear from GMB like when you want to do it or something like that?

Girish Aggarwal:

No, have not heard. No, we don't have any timeline at this point in time.

Koundinya Nimmagadda:

Sir, thank you very much. And all of. It. Thank you.

Manish Agnihotri:

Mr Parimal Mithani, please go ahead.

Parimal Mithani:

So thank you. OK. Am I audible now?

Manish Agnihotri:

Yes, yes.

Parimal Mithani:

Yeah. Sir you mentioned in your opening statement in terms of tariffs is bottoming out or is it fair to say the worst is over in terms of, you know, whatever was supposed to happen in the last 2 quarters?

Girish Aggarwal:

But this is respect to containers I I guess that's what you're asking, right?

Parimal Mithani:

Yes sir.

Girish Aggarwal:

Yeah. I mean, in the current geopolitical environment, I would say yes. But how that changes tomorrow is very difficult to say. So I mean we like to believe that we are seeing many positive statements on the tariff situation from multiple quarters. So we are hopeful that things will stabilize and get better for the country as a whole and that would of course have a very positive impact on us as well.

Parimal Mithani:

And so you continue to maintain your guidance, what you did for the last 2 calls, right, in terms of EBITDA and the growth wise?

Girish Aggarwal:

So we said our full year guidance is a upwardly revised for EBIT to 12 to 15percent.

Parimal Mithani:

OK. OK. Thank you.

Manish Agnihotri:

Aditya Mongia, please go ahead with your question.

Aditya Mongia:

Yeah. Thanks for the follow up. I just wanted to get a sense that while not giving the split between fertilizers of different kinds. Ex of Urea, how much would have been the growth in that fertilizer segment for you?

Girish Aggarwal:

No, I mean we we don't see it that way. I mean in even in our internal management reports, we are looking at overall fertilizer.

Aditya Mongia:

Yeah, I mean, I'm asking this question because since you do not want to invest incrementally as of now in urea capacities, then the growth beyond 3,000,000 tons is more a function of what is the trends being seen as well.

Girish Aggarwal:

I didn't. OK. No, I didn't say I will not invest in the urea capacity. I'm saying overall fertilizer. I mean it's the same. We have the same bagging plant whether any types of urea, there might be, the bagging machines are capable of handling any types of fertilizer, right? So the expansion will happen for all types of fertilizers and not only specific type of fertilizer.

Aditya Mongia:

Understood. So if you're not planning, are you so, so a large part of your bulk portfolios fertilizers on which as of now, the utilization rate is 100%. So in that way, in the absence of capacity this portfolio cannot meaningfully grow the fertilizer portfolio from there.

Girish Aggarwal:

So you're right, I mean, in terms of fertilizers specifically. We are at the Max capacity. But again I mean. Fertilizer as a business is dependent on government tenders, we do not expect the government tenders to continue with this kind of range forever, right. So there is no which ways that we intend to build peak capacity. We will always like to be build which is an optimum capacity rather than peak capacity. However, the growth of bulk, I mean fertilizer is a very strong mainstay, but there are other areas that we will continue to explore if what the opportunity is.

Aditya Mongia:

Understood. Got that, then? Yeah. And so I think that's the only question I had. Thank you.

Manish Agnihotri:

Thank you, Mr Preet Pitani, please go ahead.

Preet Pitani:

Thank you for the opportunity, Sir. I would like to ask on a container upfront. We have been continuously reducing our market share has been declining continuously for past couple of years. If you could mention the reason and when can we see the bounce back on the same?

Girish Aggarwal:

Yeah. I think on the container side, you're right. Like we've been losing market. The latest this quarter performance is essentially because of the tariffs imposed by the by United States. That has led to reduction in our volumes on our westbound cargo or services as I was suggesting, you know, we are hearing news which are positive about result resolution of the tariff situation between India and the United States and that will have a positive impact. We are also seeing some growth. On our overall volumes on the sorry and as we move forward, I believe you know we will only we are only going to go grow on the container side. This full year our guidance is roughly -2% to 0% on the container volumes, but I think this tariff situation as it gets resolved, we'll only see positive momentum on the growth in the containers.

Preet Pitani:

Thank you. And second is on the RoRo side, who are our customers, if you can name them?

Girish Aggarwal:

Yeah, Maruti Honda, these are the 2 main customers. There are some smaller customers, but these are the 2 main customers.

Preet Pitani:

And third on the CapEx front, you have mentioned that we are planning around 720 Crore. miss that part if you could repeat.

Girish Aggarwal:

Yeah. So we had announced a 700 crore expansion for the liquid jetty which will get commissioned November, December 2026. Part of that 700 crores has been spent this year, but a majority of the 700 cores will be spent between January and June 20, 26.

Preet Pitani:

Thank you.

Girish Aggarwal:

So there are some questions on the chat, so maybe we'll try and answer that.

Manish Agnihotri:

Let me read it out for you. The first is, could you please share the status on concession agreement and how the talks have progressed?

Girish Aggarwal:

So as I said mentioned, this is a question from Mayur, so things are moving in the right direction. Of course, there are no final sort of commitments etcetera, but I would say that there are no red flags either. We'll get back to you as and then we'll hear more from GMB and Government of Gujarat.

Manish Agnihotri:

The next one is from Mr Vipul Kumar Shah which says that can you explain how RoRo services work and how do you charge them?

Girish Aggarwal:

Our RoRo service, I mean essentially what we so there's from a RORo perspective a car OEM exports their cars, it includes movement of their cars from their factories into our Storage of those cars in our port. PDI, what's called the pre dispatch inspection of cars before they're exported out and then stevedoring of those cars into a vessel. And of course, then there is the ocean leg. So these are the various services that are automotive OEM has to go through from an export of car perspective. Out of these services, we provide the Port Infrastructure partnership with NYK automotives. They provide the PDI facility as well as potentially some parts of the movement of cars from the OEM factories to our ports and of course the Ocean leg is provided by multiple carriers including NYK, MOL, etcetera. I hope that answers your question. The next one is what is our liquid capacity now and post expansion, what will be capacity? So our stated capacity for the jetty at this point in time is 2 million metric tons based on the mix of commodities that we handle and their throughput we can handle anywhere between 1.6 to 1.7 million metric tons today. We will be adding 3.2 million metric tons of capacity once the new liquid jetty gets commissioned.

Manish Agnihotri:

Then the last one is from Bharanidhar. What is the percentage of container volumes contributed to by Maersk now?

Girish Aggarwal:

Maersk is our largest customer and I would like to just state that without getting into percentage of at a customer level.

Manish Agnihotri:

What percentage of our containers EXIM is US dependent?

Girish Aggarwal:

Yeah, so it's roughly about 10 to 12%

Manish Agnihotri:

That's all we have on the chat. Mr. Preet Pitani, do you still have some questions? Your hand is raised. We move to Mr Kunal Tokas. Please go ahead.

Kunal Tokas:

Yes, there's just one question. Pipavav Railway Corporation that is used mainly to transport containers, right?

Girish Aggarwal:

I missed that question. Kunal, can you please repeat?

Kunal Tokas:

Pipavav Railway Corporation that is used to transport mainly containers, right?

Girish Aggarwal:

No so PRCL owns the line, the railway line between the Surendranagar node and the port. So all freight traffic that happens on that line is the revenue for PRCL and we are moving bulk liquids, containers, cars. All of them are on rail.

Kunal Tokas:

OK, so are getting any capacity constraints on that line?

Girish Aggarwal:

We don't know what you mean by capacity constraints, but

Kunal Tokas:

having the volume of cargo you can transport, maybe you have to add a parallel line or more.

Girish Aggarwal:

Overall, overall for the volume that we generate no, but it is at the end of the day, one single line, they're also passenger rails that ply on that at times. You know it could be a possibility that you know the freight trains get deprioritized over passenger, but in general at least if I look at the overall the capacity and volume throughput of our port that single line currently is sufficient to cater to.

Manish Agnihotri:

That answers your question, Mr Kunal Tokas. Any last questions from anyone? Doesn't seem to be the case, so thank you very much for joining and have a good day.

Santosh Breed:

Thank you

Girish Aggarwal:

Thank you everyone. Thank you.