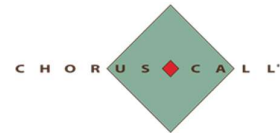




“Ecoline Exim Limited
Q4 FY '26 Earnings Conference Call”

May 19, 2026



**MANAGEMENT: MR. SAURABH SARAOGI – MANAGING DIRECTOR –
ECOLINE EXIM LIMITED**

MODERATOR: MR. NITIN JAIN – HEM SECURITIES LIMITED

Moderator: Ladies and gentlemen, good day and welcome to the Ecoline Exim Limited Q4 FY 26 Earnings Conference Call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Nitin Jain from Hem Securities. Thank you and over to you.

Nitin Jain: Thank you, Yashashri. Very good afternoon, ladies and gentlemen. Thank you for joining Ecoline Exim Limited full year ended 31st March 2026 earnings call. Joining us on the call today from the management team, Mr. Saurabh Saraogi, Managing Director of Ecoline Exim Limited. We will now commence the call with the opening thoughts from the management, post which we will open the forum for the Q&A session where the management will be glad to respond to any queries that you may have.

Before we move to the main call, I would like to read the standard disclaimer. There may be forward-looking statements about the company and its subsidiaries, which are based on the belief, opinion, and expectations of the company's management as on the date of this call. The company does not assume any obligation to update these forward-looking statements if those beliefs, opinions, expectations, or other circumstances change.

These statements are not guarantee for future performance and involve risk and uncertainties that are difficult to predict. Consequently, listeners should not place any undue reliance on such forward-looking statements. With this, I hand over the call to Mr. Saurabh Saraogi, Managing Director, Ecoline Exim Limited to take it forward. Over to you, sir.

Saurabh Saraogi: Thank you, Nitin. Good evening everyone, especially to our esteemed investors, board members, and friends of Ecoline Exim Limited. Thank you for joining us today. It's both a privilege and a responsibility to stand before you and present the story of our financial year 2025-26.

The last financial year was not a straightforward year, not for us and not for any exporter operating in the global markets. We have navigated three significant headwinds simultaneously: the imposition of fresh tariff barriers by US administration, the continued disruption caused by Russia and Ukraine war, and the escalating conflict in Middle East that has severely impacted Red Sea and Suez Canal shipping routes.

Yet, I stand before you proud to say that we have achieved our production targets for the last financial year. Our factories ran, our team delivered, and our order pipeline held strong. The revenue was reported at INR286.88 crores, does not fully reflect the ground reality of what we produced and what we were ready to ship.

We closed the year with a finished goods inventory of INR15.74 crores, goods produced, packed, and ready, but unable to be dispatched due to shipping constraints. Had the shipping constraint been normal, we were confident that we would have comfortably met our internal target of around INR300 to INR320 crores.

This is not an excuse, it is a context. Our PAT stands at INR20.18 crores at a margin of 7.25% and our order book as of 30th April 2026 stands to a healthy number INR95 crores in export orders plus confirmed domestic orders for around 60,000 polyester backpacks from a reputed Indian brand. The business is strong, the demand is real, and the growth trajectory is intact.

This year, we expanded our business to around 35 countries in total and took a significant geographic leap entering five new Latin American markets in countries like Peru, Argentina, Brazil, Chile, and Uruguay. And we are very proud to inform that we are serving around 35+ countries, up from 27 countries in the last to last financial year. The diversification is deliberate. It reduces the concentration risk and opens up new revenue pools and positions Ecoline as a truly global sustainable packaging partner.

To summarize, last year where we produced more than what we could ship and entered more markets than ever before and laid the foundation for our most ambitious growth phase yet. We are grateful for your continued trust in Ecoline Exim Limited. The company you have invested in is stronger, larger, and more capable than it was 12 months ago. We fully intended to demonstrate that the numbers we deliver in the year ahead. So, I would like to thank everybody and hand over again to Nitin.

Moderator: Thank you very much. We will now begin the question-and-answer session. As there are no questions in the queue, I now hand over the conference to Mr. Nitin Jain from Hem Securities for closing comments. Over to you.

Nitin Jain: Thank you, Yashashri. On behalf of Hem Securities Limited, I would like to sincerely thank the Ecoline Exim management team for taking the time to join us today and for responding to all the queries in such a detailed and insightful manner. I would also like to thank all the participants for joining this call for their active participation. With this, I would now like to hand it over to Yashashri for closing remarks.

Moderator: Thank you. On behalf of Ecoline Exim Limited, that concludes this conference. Thank you for joining us and you may now disconnect your lines.