Company Name: WPIL Limited

Quarter under review: Q1-FY27

WPIL Limited– Q1-FY27 Concall Highlights:

WPIL Limited (Consolidated)					
INR in Mn	Q1-FY27	Q1-FY26	Y-o-Y	Q4-FY26	Q-o-Q
Revenue from Operations	5005	3786	32%	5112	-2%
EBITDA	753	492	53%	762	-1%
EBITDA Margins (%)	15.04%	13.00%	205 Bps	14.91%	14 Bps
PAT	590	258	129%	465	27%
PAT Margins (%)	11.79%	6.81%	497 Bps	9.10%	269 Bps
Diluted EPS	3.47	2.29	52%	4.14	-16%

Operational Highlights:

- Total order book of **INR 5270 Cr**, Product: INR 1029 Cr, Project: INR 4241 Cr.
- Revenue Break Up: **77%** from **overseas** and **23% domestic**.
- **Domestic project execution remained subdued during the quarter**, as the company continued focusing on execution of previously awarded projects and the commencement of Operations & Maintenance (O&M) activities. Management expects a meaningful recovery in domestic order inflows and execution during **H2 FY27**, supported by the expected rollout of **JJM 2.0**.
- **The Madhya Pradesh government has issued a debarment order against the company**, restricting WPIL from participating in new tenders in the state for the next **three years**. While the company cannot bid for fresh projects in Madhya Pradesh during this period, execution of existing projects remains unaffected.
- **The domestic product division continued to witness healthy traction**, with revenue increasing to **₹72 crore in Q1 FY27** from **₹65 crore in Q1 FY26**, reflecting steady demand for the company's manufactured products despite a relatively weak domestic project environment.
- **The overseas division delivered strong growth during the quarter**, with revenue nearly doubling from **₹197 crore in Q1 FY26 to ₹386 crore in Q1 FY27**, driven by improved demand across international markets and higher execution levels.
- **Gruppo Aturia continued to witness healthy demand from the MENA region**, particularly for **oil & gas and water sector applications**, with gas turbine pumps emerging as a key contributor to new enquiries and orders.
- **Sterling Pumps and United Pumps (Australia) are witnessing healthy enquiry pipelines** across **LNG, mining, and industrial applications**, providing encouraging visibility for future order inflows from the Australian market.
- **WPIL Thailand secured healthy orders from the Thai drainage sector**, reflecting continued demand for water infrastructure projects in Southeast Asia and strengthening the company's international order pipeline.

Operational Highlights:

- **MISA, Italy has completed execution of all legacy projects** and has built a healthy pipeline of new opportunities, particularly in **irrigation and drainage projects**, which is expected to support future business growth.
- **PCI Africa has commenced execution of its recently secured projects**, with management indicating that execution activity is expected to gain significant momentum by the end of the financial year as project mobilization progresses.

Key Questions & Answers discussed during the Concall:

- **What is the raw material Impact due to West Asia conflict?** There was a spike initially but now things have balanced out, in general our project contracts (EPC) have price variation clause and are mid-term to long-term so raw material will not be a very big impact.
- **What is the current order book segmentation, how much is product/project and domestic/international?** Product order book is INR 1029 Cr, and Project order book is INR 4241 Cr. Both order books are close to 55% international and 45% domestic.
- **What was the recent issue with MP government?** The MP Jal Nigam placed an embargo on us for 3 years, where we cannot take new orders in MP for 3 years. In general, that was due to slow speed. We expect to finish all projects in MP in 1 year, all of them are close to 65-70% complete.
- **What are the O&M margins within projects segment?** In general, O&M margins are better than EPC. We started O&M a while back, so we will have a clear reflection next year, once major EPC projects have finished and they enter into O&M.
- **Why are the standalone numbers deteriorating this quarter?** The standalone numbers are deteriorating because of domestic projects, every player in the industry is facing the same problem, funds are not getting released. We initially expected this to resolve this quarter, but now we expect Q2.
- **For domestic project segment, will government prioritize water projects going forward?** We are optimistic about future water projects in India, but to safeguard our business, we still diversified ourselves in the global market. But yes, going forward there will be multiple water projects by governments.
- **What are the absolute receivables from JJM currently?** The receivables are close to INR 300-350 Cr, We expect substantial portion in to come in Q2, the majority is from West Bengal and minority from MP government. West Bengal funds already approved by center, once momentum starts picking up, we will receive the payments.
- **What stage are the South Africa Projects at?** We acquired the subsidiary in South Africa last year, in the month of may. So, in general projects last 3-4 years, and we should see pickup once they move closer to execution.
- **What are the margins from different segments and geographies?** Margins from products/projects and different geographies can vary substantially, but we expect a range of 15-20% EBITDA margins on a consolidated basis.
- **What is the CAPEX amount planned this year?** Nothing substantial.

- **Why have the margins from projects dropped substantially?** Margins have been affected mostly by India project business, the operating costs sustained and revenues dropped substantially, which created pressure on overall project mix.
- **The current minority stake profile seems higher (37 to 50%)?** We have the intention to reduce this stake within 2-3 years, some of the subsidiaries are on contractual basis and some are on cash basis, like PCI South Africa we expect to buyout 100% in 3 years (Contractual).
- **How much work will be done this year from the INR 1400 Cr Domestic EPC orderbook?** We expect that execution should pickup in H2, and major chunk of the order book will be realized in H2.
- **What is the status of Rutschi sale tax payments? Those payments are devided** in 2 parts, one is from France which is in our favor and a minor part, and the other is from Switzerland, which is still in process and is major part, these sort of settlements generally take time to realize payment.

Key Participants:

- Divyansh – Trinetra Asset Management
- Ravi Naredi – Naredi Investments
- Saket Kapoor – Kapoor & Co.
- Jainam Doshi – Kriss PMS
- Pia Jain – Sapphire Capital
- Deepak – Swan Investments
- Shubhan Ojha – SKA Capital
- Pravin Patel – Individual Investor