

ANNEXURE A



“Monolithisch India Limited Q3 FY26 Earnings Conference Call”

January 30, 2026



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MODERATOR: **MS. SANA KAPOOR – GO INDIA ADVISORS**

Moderator: Ladies and gentlemen, good day and welcome to Monolithisch Limited Q3 FY26 Earnings Conference Call, hosted by Go India Advisors, LLP. 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 this 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 Ms. Sana Kapoor from Go India Advisors, LLP. Thank you and over to you ma'am.

Sana Kapoor: Thank you Palak. Good afternoon everyone and welcome to the Earnings Conference Call of Monolithisch India Limited to discuss the Q3 and 9 months FY26 Results. We have on the call with us from the management, Mr. Prabhat Tekriwal, Chairman and CFO, Mr. Harsh Tekriwal, Managing Director and Mr. Kritish Tekriwal, Executive Director.

We must remind you that the discussion on today's call may include certain forward looking statements and must be therefore viewed in conjunction with the risks that the company faces. May I now request Mr. Harsh Tekriwal to take us through the company's business outlook and financial highlights, subsequent to which we will open the floor for Q&A. Thank you and over to you sir.

Harsh Tekriwal: Thank you Sana. Good afternoon everyone and a very warm welcome to all participants joining us today. We are delighted to have you with us and appreciate you taking the time to be here. Before we deep dive into the numbers, I would like to briefly reiterate where we stand strategically and how we are positioning Monolithisch for sustained long term growth.

Monolithisch India established in 2018 as a part of Mineral Group, has emerged as a leading producer of high quality premixed ramming mass for India's secondary steel industry. As a pioneer in premixed ramming mass adoption, the company helped transform the market from largely non-premixed usage to widespread acceptance of the premixed products.

Extended lining life, energy efficiency, improved cost effectiveness are some of the key features. Today, Monolithisch India serves majority of integrated steel plants in India, wide across or in most of the regions, supported by strategically located facility in Purulia, Ranchi, close to key secondary steel clusters in Eastern and Central India.

Well positioned to benefit from India's infrastructure-led steel growth, Monolithisch India is executing a major capacity expansion from 2,56,000 MTPA to 5,74,000 MTA by Q1 FY27, supported by automation and advanced machinery. These initiatives, along with planned expansion into adjacent and unshaped refractory segment underpin the company's long term growth and margin stability.

Now, coming to our Q3 and 9 month performance, I'm happy to share that Q3 FY26 marks a milestone quarter for Monolithisch India. Despite headwinds faced by end users in the steel industry and the world, demand momentum for our company remained largely intact, keeping us well positioned to sustain our growth trajectory.

Q3 FY26 revenue, EBITDA and PAT increased by 43%, 50% and 54% respectively. This performance was driven primarily by the near completion of our Brownfield expansion, which resulted in capacity expansion and improved operational efficiency, translating into better profitability.

I'm delighted to mention -- coming to the strategic updates, I'm delighted to mention that the Brownfield project was completed by replacing the existing production line with minimum capital outlay and limited downtime. Efforts continue to enhance the efficiency of the newly established line. These complex capex initiatives have significantly reduced the consumable and labor costs and therefore have enhanced the profitability.

It was essential for us to upgrade the entire crushing line while ensuring the supply chain remained uninterrupted to increase the capacity immediately to tap the demand. As previously committed, Monolithisch India has acquired 100% stake in Mineral India Global Private Limited, making it a wholly owned subsidiary effective 8th November, 2025.

The acquisition strengthens the company's scale, cost structure and group synergies and consolidates the ramming mass business under a single entity and expands its market presence with capacity enhancement at MIGPL underway and expected to be completed in Q4 FY26. Our Greenfield project, which will be amongst the most efficient plants in the industry, continue to progress on schedule.

We remain fully committed to inaugurating this facility by Q1 FY27, which will take our total installed capacity to approximately 5.74 lakh metric ton per annum, positioning Monolithisch as the largest ramming mass manufacturer in the world. On the deployment of IPO proceeds, out of the total 44.5 crore capex embarked, the current capex which has been finished is around 15.18 on the capital plan.

On the product side, the transition from SGB 777 to SGB Limited is going to be the new key driving factor in Q4 with 15% to 20% superior lifespan. We expect high growth customers to switch from SGB 777 to SGB Limited and this switching will enhance our premium realizations and better profitability for them.

I would also want to highlight that Monolithisch India Limited has been recognized among the Forbes India DGEMS 2025 Select 200 Companies with Global Business Potential, highlighting its strong scalability, innovation, and global growth ambitions. The recognition reinforces the company's commitment to value creation and expanding its international footprint.

Looking ahead, we enter Q4 FY26 with strong momentum. As a part of the company, it takes immense proud for me to reiterate that the revenue guidance given remains intact and we will be accomplishing INR140 crores to INR150 crores supported by volume growth, improving operational efficiencies and disciplined project execution.

With a robust balance sheet, scalable operation and a clear strategic roadmap, we remain focused on scaling revenues, creating profitability, creating shareholder value and value for the customers as well. I will now hand over the call to Mr. Kritish Tekriwal who will take you through the company's financial performance. Over to you, Kritish.

Kritish Tekriwal: Thank you, Harsh sir. Good afternoon, everyone. So, coming to quarter financial performance, Q3 FY26 marks an important inflection point for Monolithisch. Not only in terms of financial performance, but also in execution of our strategic roadmap post-live listing. Q3 FY26 was our strongest quarter to date with revenue EBITDA and PAT up by 43%, 50%, and 54% to INR37.36 crores, INR8.94 crores and INR6.08 crores respectively. Supported by higher volumes, improved efficiency and consolidation of our group operations.

Profitability continues to strengthen with EBITDA margins expanding to 23.9% and PAT margins improving to 16.3%. This underscores the scalability of our business model and benefits of recent capacity enhancement. Coming to the 9 month financial performance, consolidated revenue from 8th November stood at INR94.64 crores, registering a strong INR40.82 year-on-year growth.

EBITDA rose 51.6% year-on-year to INR21.86 crores, supported by healthy margin expansions. Profitability remains robust with PAT up 52.15% year-on-year to INR14.88 crores. Overall, this performance was driven by near completion of the Brownfield expansion and the acquisition of Mineral India Global Private Limited, enhancing scale, efficiency and profitability.

While the Greenfield project remains on track for inauguration in Q1 27. In conclusion, the company enters Q4 Financial Year 26 with strong momentum, supported by volume growth, favourable steel sector dynamics, improved operational efficiency and disciplined execution. Management has reiterated its full-year guidance of INR140 crores, INR150 crores in consolidated revenue and EBITDA of around INR32 crores.

While remaining confident in its ability to drive sustained profitability and achieve a five-fold increase in revenue and EBITDA by financial year 28, the company continues to maintain a strong and achievable five-fold increase in revenue and EBITDA by FY28. The balance sheet supported by disciplined capital deployment, prudent financial management and support from all our stakeholders, we remain confident in our ability to deliver our stated growth objectives.

Now, with this, I would like to open the floor for questioning. Over to our moderator.

Moderator: Thank you very much. We will now begin the question and answer session. The first question is from the line of Kushal from InVed Research. Please go ahead.

Kushal: Yes, hi. Thank you for taking my question. Sir, I am slightly new to the company. So, just pardon me for some basic questions. Just wanted to understand Brownfield capex, which we have done. You've said that Brownfield is done without impacting any production. So can you just explain what is this Brownfield and how will this -- how much capex was done, how will this add to our top line, bottom line?

Harsh Tekriwal: Yes. So, hi, Kushal. How are you? First of all, welcome to the entire session. What we are doing here, there are three segments which are there in the production part. First is crushing. Second is screening. Third is mixing and mixing with packaging. So, now in the Brownfield, what we are doing is we are enhancing the capacity segment by segment. First, we expanded the crushing segment.

Now, in the second step, we are expanding the mixing and packaging segment. And subsequent to that, we'll be expanding the screening segment. Okay. At present, roughly around INR7 crores to INR8 crores of capex has been done for the entire new crushing line. The existing crushing line that existed was installed in 2019 and it had more components from India. We have switched from that to the advanced machinery and the capacity has increased significantly due to that.

Kushal: So, how much incremental top line, bottom line can be expected from this particular Brownfield? You've indicated in the PPT that it's 5x capacity expansion, but from this particular exercise?

Harsh Tekriwal: The 5x capacity which has been indicated there is a complete measure of first what capacity increment is going to come in the Brownfield Monolithisch plus the subsidiary metallurgical plus whatever capacity Mineral India Global is going to have. It is not going to be the entire thing from the Brownfield itself.

Regarding the top line and the bottom line of Monolithisch standalone, what we are expecting, we were at 1,32,000 tons per month. Now, we are somewhere around 2,56,000 tons per month. And it is a INR7.5 kg to INR8 kg product

where we are expecting to be 80% to 90% efficient. So, you can do the math there.

Kushal: Understood. So, roughly 90% additional capacity is added due to this Brownfield is what I understand?

Harsh Tekriwal: Yes. The capacity that has been added now is the crushing capacity. Now, we are enhancing the line ahead as well. Okay. So, you might see that in this current quarter we are doing 75%, 80% capacity. But subsequently, because the customers that we supply to they require this product on a continuous basis. So, we can take shutdowns for one shift, one day, two days, but we cannot take a long shutdown because that will lead to customer realignment.

So, what we are doing is that in this quarter also, we took around part shutdowns for around 6 to 7 days or 8 days. And again, in this quarter what we will do partly, we will take the steps. First, we will do the crushing then we will try to change the product parts and try to do it as quickly as possible so that our current customer lines do not go bad.

Kushal: Understood. So, current revenues are actually on 1,32,000 capacity.

Harsh Tekriwal: No. The current revenues are driven by the acquisition of our group company plus whatever capacity we have in hand and some results have already started popping in. So, we are almost 30%, 40% we have increased our capacity from the previous quarter, not from 1,32,000. And if you look from there, it is around going to be 60%. We have already stabilized that line. So, there is another 20 to 30% which we have to optimize, which we are quite sure that we will be able to do in a couple of months.

Kushal: Understood. Sir, just last point before I move to the next question. On 256, what is the current capacity utilization for Q3?

Harsh Tekriwal: Q3 is roughly around 80%, 80% to 81%.

Kushal: On 256,000 MTPA?

Harsh Tekriwal: So, 256,000 has been achieved. The 50,000 capacity has been enhanced on 13th or 14th of January. We were running at 2,06,000 capacity. And in that 2,06,000 also, the entire Q3 was not of the same part.

So, the capacity, there are three crushing units. One is the primary crusher. The second is the secondary. And lastly, the tertiary crusher. So, we changed one by one, enhancing the capacity. So, if you follow the timeline of capacity enhancement updates that has been given, you will be able to follow it better, sir.

Kushal: Understood, understood. Fair enough, sir. Thank you so much. Sir, my next question is on this new product called SGB Limited. Sir, how is this different versus our old product? Are our EBITDA margins higher in this? And why will customers switch to this? What are the advantages or reasons why customers will switch to this new product?

Harsh Tekriwal: Sir, the product that we have developed in SGB Limited is majorly dependent on the fact that, see, in our product, when we manufacture, the overall bulk density of the product has to be high, okay? The higher the bulk density, the better your product is. So, the crushing system that we were using before, we were not able to achieve that bulk density what we can achieve now.

There is a reduction of fines because of which the product quality has improved. But this product quality improvement will definitely attract some premium from the customers because the entire capacity that we have changed and the product line that we have changed will not be only for the fact that the customer benefits. Both of us have to benefit mutually. And whatever trials, we did initial trials of this in August and September as well, okay?

But the fact was that we were not able to large-scale produce this or commercialize this because we were still going in the transition phase. But now, since last 10 days, we have started putting this in the market very aggressively. And in the next couple of months, we see at least 50%-60% customers transiting from SGB-777 to SGB Limited.

Kushal: And sir, in terms of usage, in terms of maybe in terms of kgs or in terms of tons, will this SGB Limited be higher or lower versus SGB-777?

Harsh Tekriwal: Definitely, the overall requirement of the customer will remain intact from us for the fact that anywhere where we are supplying, we are not the only vendors, okay? So most of the customers, the large-scale customers will have a ratio 80-20, 50-50, 60-40. Whatever is going to be, there is going to be a set ratio.

For huge customers, I am talking about customers who require more than 1,000 tons a month or 600 tons a month for them. No one is going to be dependent on a single vendor because this is a very critical product, okay? So in our product consumption wise, if you see, their consumption will improve. But we will take the space of the existing person who is supplying there and we will get more portion of share from them.

Kushal: And this will be also higher EBITDA margin, is what you are referring to?

Harsh Tekriwal: Yes, this has to be better rate margins without a doubt.

Kushal: Understood, great. Just lastly, on the Labour Code changes, any impact of that on our employee cost or anything going forward?

Harsh Tekriwal: Sir, there will be a slight increment in the entire situation because there are a lot of changes that have been put in. But we are still evaluating it. The good part is that the earlier crusher line that we had and the crusher line that we have now, we have almost reduced the crushing labour to 20%-30%, okay?

So, overall, I think we did it at the right time so it should be negated. But we cannot defy the fact maybe there is, you know, things have to be still developed, we are still processing it that how much it is going to impact us.

Kushal: Understood, got it. Sir, lastly, just on my last part on our 5x capacity expansion. How confident are we on market absorbing this because FY '28 is just 2 years right from here. And within 2 years, you are confident that we will be able to fully scale up our revenues 5x in the next 2 years?

Harsh Tekriwal: Sir, it is not about that. The fact is that, see, our net block remains whatever was existing and whatever we have taken from the IPO proceeds. So we will be at that capacity and we are seeing a huge demand surge in the terms of metal industry especially.

We are seeing a huge demand increasing in aluminium than other products. Now silver is also increasing and so will the steel, okay? If you see 2-3 days back, JSW itself has told that they will be targeting 50 MTPA in 2030.

But they are not in our customer segment, they are in the primary sector. But somehow the entire line remains intact that 300 million ton was the story for

India in 2030. And if that is remaining intact, our story should remain largely intact.

Rest, at this certain time, the best thing that we are trying to do is come on the quarterly guidance. We are trying to give quarterly guidance, we are trying to give yearly guidance. So we will try to be as accurate as possible to ensure the prudence of the company.

Kushal: Perfect, great sir, great. Thank you so much. Thank you so much for your time.

Moderator: Thank you, sir. The next question is from the line of Swaraj Mehta from Perpetual Capital Advisors. Please go ahead.

Swaraj Mehta: Hi, congratulations on a good set of numbers. My first question was...

Harsh Tekriwal: Thank you sir, good afternoon.

Swaraj Mehta: Good afternoon. While gross margins have seen some compression, our EBITDA margins have actually expanded to 22%, which seems largely driven by the 8% drop in other expenses. So could you help us understand the nature of this reduction in other expenses?

Like which particular component of other expenses contributed to this decline? And has there been a change in the classification of costs from COGS, between COGS and other expenses? So just wanted to understand that.

Harsh Tekriwal: So, I'll explain you. Regarding the COGS, we remain largely dependent on additives, boric acid, boron oxide from our customers, which is again dependent on dollars. As we mentioned in the last quarter itself, that whatever impact of boric acid or boron oxide or the additives that comes to us, what we -- how we try to manage that is we try to be 2-3 months ahead.

So like if you see our inventory, we have a lot of boron and boric acid in stock. So why do we keep this? So that whenever there is an excessive hit that is coming to the bottom line, we can pass that to the customers. So there is no change as such in the classification.

Coming to the margins improving, it is largely because of the three facts. We were using Indian-made machineries, which were not that competent and

required lots of consumables. Now we are using a Swedish company machinery, which is highly advanced, and we have given them on AMC basis. So that is the basic reason why you see this decline in the consumable cost.

And as I told you that the process has become automated comparative to the last quarter, which is why our labor costs have gone down. And apart from these two facts, the third thing is that the previous machinery used to utilize more electricity. The electricity costs have gone down slightly for us.

Swaraj Mehta: Okay. That helps. And in terms of logistic costs, could you clarify the revenue recognition model regarding logistics? Do we predominantly bill clients on ex-work basis or it's on a for-delivered basis? And how much of -- if it is delivered, how much of the revenue is simply a pass-through?

Harsh Tekriwal: Sorry, sir. Can you repeat your question again, please?

Swaraj Mehta: So, do we predominantly bill clients on an ex-work basis or our realization also includes the logistic costs?

Harsh Tekriwal: 95% of our billing is a for-basis because the areas that we are delivering, the price varies from INR300 metric ton to INR1,400 metric ton. And that we add up in the bill. 5% is ex-works.

Swaraj Mehta: Okay. Yes. And could you give me the volume breakdown for quarter 1, quarter 2, quarter 3 and the growth this quarter, year-on-year?

Harsh Tekriwal: One second, sir. What do you want? Tell me again.

Swaraj Mehta: Volume breakdown for quarter 1, quarter 2 and quarter 3 of this year and the growth this quarter versus year-on-year, last year?

Harsh Tekriwal: Sir, I do not have the exact data in hand, but from quarter 1 to quarter 2 to quarter 3, roughly we have been increasing by 14% to 15% or so. Maybe in quarter 3, they will be slightly higher, around 20%. But -- okay, I have got the data now. One second. Can you open that for me, please? So, this we need for -- no, no, no. 9 months FY '25, no. One second. You need for this quarter?

Swaraj Mehta: Yes, yes, this quarter. This quarter and previous quarters are available?

- Harsh Tekriwal:** This quarter, roughly, we have done around 37,461 tons for something like this. The previous quarter should be, I am not sure because I can mail you the exact data, but should be around 33,000 or 34,000.
- Swaraj Mehta:** Okay.
- Harsh Tekriwal:** And the quarter before that, I think, should be around 30,100 or something like that. The 9 months total that is coming up to be, should be around 1,14,000. And again, this is the data that we have mentioned. Exact, if you need point-wise data, I can mail you that.
- Swaraj Mehta:** Okay, great. Yes. And regarding Mineral Global India, we currently have a 50,000 capacity that will be over 574, right?
- Harsh Tekriwal:** No, no, no, no, no, sir. Mineral India capacity is currently 50,000 tons, which is going to become 65,000 tons. So, it is, yes, yes. And there is no capex money that is involved. Whatever little bit of machinery that came out from Monolithisch, we are putting it there so that, you know, it becomes slightly efficient. So, Monolithisch was anywhere 1,32,000 ton plant. So, there are a couple of things which we could plug in here.
- Swaraj Mehta:** Okay. So, these 574000 capacities will include this 65,000 that is going to...
- Harsh Tekriwal:** Yes, sir. Yes, sir. I told you. I told you.
- Swaraj Mehta:** Okay. And this green plant upgrade to 574, like, why are we doing a green field plant? So, does it have a different tech? And how much capex has been deployed for this new green field expansion?
- Harsh Tekriwal:** Sir, the first reason is that I do not have land in the parent plant. The land is already predominantly completely occupied. And the new expansion, which is going, is being done in around 12 or 13 acres of land is there, okay?
- Swaraj Mehta:** Okay.
- Harsh Tekriwal:** The expansion, capex plan, what is going in, is mentioned in the prospectus. That is the exact amount what we have planned. And I think we would be doing slightly some savings on that as well.
- Swaraj Mehta:** Okay. But does this have a different tech for the new...

Harsh Tekriwal: So, if you try to see the journey of Monolithisch, it started from, what, 3 into 12, 36,000 tons per month plant. And it has evolved to this. So, whenever you are trying to renovate a house, it would not be as beautiful as building up at a new place.

So, definitely, the technology, the overall spaciousness and the clarity will be much better in the new plant because it is going to bring the single capacity all together and not by changing things and trying to tweak things. So, it has to be much superior than this, for sure.

Moderator: The next question is from the line of Deepesh Sancheti from Manya Finance.

Deepesh Sancheti: I just want to know how much do we export as of now, as in what percentage of our sales is in the exports and what geographies do we cover?

Harsh Tekriwal: Sir, right now, we are doing around, I am giving you a ballpark figure of INR10 lakhs to INR15 lakhs a month to Nepal. The location where we are located is very suitable for Nepal and Bangladesh. Bangladesh being disturbed, we are doing exports of around INR15 lakhs to INR20 lakh to Bangladesh, but that is via traders. We are not engaging with the customer directly. We are selling them our product in our plant on cash basis, and then they are trading it.

Nepal, we are doing with the customers directly, say, about INR10 lakhs-INR15 lakh. This is the current scenario, but we are going to see a huge capacity requirement increase in Nepal for the SGB-Limited product because it has showcased good qualities and skills. Regarding the exports to other countries, as we have mentioned before, that we are trying to hunt down land near the Mundra port.

Near the port region of Mundra, because you have to go sit there to be financially effective for the customer to procure from. So, if you understand the basic of our product, it has three constituents. One is the product, the second is the transportation cost, and the third is where it is traveling to.

So, if I try to send something from my current works to Mundra port, it costs around INR4 to INR5 kg. INR7 to INR8 kg is going to be the product cost of mine. So, while it reaches INR13 kg, we become non-competent to people who

are sitting in Rajasthan. So, to export to African countries, to export to the Middle East region, we have to have a presence in that region.

But, with the blessings of all, we are sure that by the next year, we will have a small presence, say about 5 to 6 thousand tons a month. But, definitely, that presence will be there in Rajasthan very, very soon.

Deepesh Sancheti: Okay. And what will be the capex which will be involved for the presence in Rajasthan?

Harsh Tekriwal: Very little, sir, because what we are trying to do is, the capex will largely be involved in the land. The land area -- the land cost, what we are estimating, is going to be around INR2 crores. And then, there would be INR4 crores to INR5 crores requirement for shed works and machinery.

We are going to try to install most of the things that we have taken out from here, because we are initially planning 50 to 60 thousand tons -- we have planned there. And for that, we have most of the things. But, maybe another INR1 crores or INR2 crores required for small and big changes and tweaks. That's it.

Deepesh Sancheti: Okay. Can you throw some light on the greenfield capex plan? And what is the capex that is being used for the same? And what will be the contribution to the top line and the bottom line after this capex?

Harsh Tekriwal: Sir, right now, around INR11 crores to INR12 crores have been already put in the capex of the greenfield, which involves the crushing unit has been brought into the site and foundation work is being done. Apart from that, there is boundary work which is going on. We procured the land. This was like around 2 months back. Now, the next bit is the mixing and the packaging line and the warehousing area.

So, all those things are starting to kick in in the next 5-7 days. We are expecting, you know, at least INR5 crores to INR6 crores of savings on whatever capex plans we laid for Metallurgica in the prospectus. So, you can go through the prospectus. I think, you know, it has almost every element what would be required.

Deepesh Sancheti: Okay. And what are the cost reduction measures that we are working on? And how much cost savings do we expect after the capex?

Harsh Tekriwal: Sir, this is very tough for me to tell right now because, you know, this is a product involving a lot of volume. So, you start saving INR20 a ton in your loading. It adds to your bottom line to a lot. So, once it is done, we can tell. But definitely, as by the laws of the nature, anything being set up at a new phase, new advanced phase has to yield better performance and better efficiency.

So, we are trying to do our best to, you know, improvise things. But the exact percentage is beyond my scope to right now comment on.

Deepesh Sancheti: So, what is the cash position of the company right now? If you can just mention that, you know, how much is the net debt? And if you can bifurcate, how much is the net debt in terms of short term and long term?

Harsh Tekriwal: Sir, net debt remains almost negligible. So, I think it should be less than what? 0.3% or something.

Deepesh Sancheti: And how much is the cash position?

Harsh Tekriwal: Cash position is INR3.5 crores in operating. One second, sir. INR3.5 crores in operating activities is the net position at present. So, we have increased inventory by INR6 crores. INR2 crores of trade receivables have increased. And INR2.5 crores of early payment has been done. So, in net, the current what is left with us is around INR3.5 crores.

Deepesh Sancheti: So, how are you going to fund this capex?

Harsh Tekriwal: We have the IPO proceeds for the capex, right?

Deepesh Sancheti: Exactly. How much IPO proceeds are left with that, just wanted to know?

Harsh Tekriwal: INR36 crores is left with us, which is in the bank.

Deepesh Sancheti: Okay. So, that will be enough for the capex?

Harsh Tekriwal: That is going to be more than enough. We will be converting INR5 crores-INR6 crores to working capital. We will not require this much capex. Because

what we are doing right now, we planned a bigger shed for this. But now we are doing a smaller shed. So, I think we should be able to save INR5 crores-INR6 crores in this as well.

Moderator: The next question is from the line of Ankur Gulati from Genuity Capital.

Ankur Gulati: Sir, what is the per kg realization of this new product?

Harsh Tekriwal: Sir, we have not started taking money from the customers for this new product. We are giving it in exchange of SGB-777. Its exact costing and price will be decided in the next 5-7 days. But you can assume that from our existing product range, its cost will be around INR1,000-INR1,500.

Ankur Gulati: Okay. And out of the current capacity of INR2,56,000, how much do you have to make?

Harsh Tekriwal: We can make this, sir. We have just done a new installation. After that, if we want, we can make the whole grid. It depends on how much the market wants to absorb. We will give as much as it wants.

Moderator: The next question is from the line of Jonathan Fernandes from Whitebridge Capital Private Limited.

Jonathan Fernandes: Yes. So, my first question was, what is the sustainable EBITDA margins going forward? And what is your target ROCE from here? And the second question would be, what is the average selling price of the ramming mass in Q3 and 9 months? And if you could just break down and bifurcate the major raw material costs, like you can specify per kg the bifurcation for Q3 and 9 months?

Harsh Tekriwal: Sir, I will answer you one-by-one. If you can just repeat your question again from the beginning?

Jonathan Fernandes: Yes. Sure. No problem. So, the first question was, what is the sustainable EBITDA margins going forward on a consolidated basis? And what is the target ROCE?

Harsh Tekriwal: Sir, we are looking to be somewhere around 22% to 26% of EBITDA. 22% being on the lowest side and 26% being on the highest side. Currently, we are running around 23% or 24%, I believe.

Jonathan Fernandes: Yes. And what is your target ROCE?

Harsh Tekriwal: Sir, it's going to be somewhere around 26% to 30%. That is what we are trying to tell because it's better to underplay and perform better.

Jonathan Fernandes: All right. And the second question was, what is the average selling price of the ramming mass in Q3 and 9 months FY26? For kg, if you can just mention?

Harsh Tekriwal: Sir, this year, overall, the prices have been somewhere near to INR8 per kg. Okay? And, you know, in almost every one, one and a half year, it tends to increase by INR400 to INR500 due to the cost that comes slightly through the raw materials. Plus the added inflation and all that. So, if you are trying to see, okay, that how, where the price will go in the next one or two years, maybe that is what we think. I mean, there is no statistical data for that.

But if you look upon the 4-5 years, this is what we see that INR5, then INR6, then INR6.5, INR7. So, it depends really how fast things are evolving, how fast boric acid, boron oxide rates are going, how the raw material stone cost that we are procuring, they are behaving. So, all those things come into play.

Jonathan Fernandes: Right. So, if you can just let me know, what is the current bifurcation of these raw material costs, like on average?

Harsh Tekriwal: Sir, average bifurcation is, stone is somewhere between INR2.2 to INR2.6 a kg. And somewhere around INR1 to INR1.7 is going to be the additive cost.

Moderator: The next question is from the line of Rudraksh Kalra from MB Investments.

Rudraksh Kalra: My question is, as the world is moving towards a more decarbonized world in terms of grade renewables, how is the company, you know, upgrading its products in that line? Are we -- have we started to move towards that or the company still has to take steps towards moving there?

Harsh Tekriwal: Sir, so, the biggest thing for this is that we are perhaps going to be the first company to be, you know, be dependent on 60% to 70% renewable energy in the next 4-5 months. So, there are a couple of headwinds that are coming for solar energy installation. That is that it has to be installed at the rooftop. And our rooftop, there is slight, you know, dust that accumulates over there.

So, we are still trying to gather someone who can take the MC so that we get minimum load power from them. So, that is going to be, I think, the biggest step. Apart from that, we are talking terms with Propel for electric dumpers and electric locomotives to work inside so that we try to reduce diesel usage as much as possible.

Apart from that, I will just tell you in brief that the process that our secondary steel makers use and the product where this is used is more greener than the blast furnace cycle. So, I mean, some or the other way, the cycle is contributing to better carbon footprints. If that is what you are looking forward to, sir.

Rudraksh Kalra: So, my question was specifically towards the product offering. Where are we moving in product offering?

Management: Sir, in product offering, the product that we have, there is no place for movement in it, in which we can treat it in any way. This is a technical product whose technical parameters are fixed. In that, you can give a better chemical percentage, you can give a better bulk density. But, you know, this is not going to be a product where you can try to make it green by any chance. You can just adopt better technologies, better, more rainwater harvesting and more operational things. But nothing on the product cycle that can be done to make it more friendly.

Rudraksh Kalra: Got your point. But, there is no such technology in the market right now. There are no competitive products as of now that is there in the public knowledge. That is another question I had to ask. So, we can compete with your product on a greener basis, on a more decarbonated basis.

Harsh Tekriwal: Sir, there are three types of ramming mass. One is basic ramming mass, one is acidic and one is neutral. So, the neutral ramming mass is around INR100, INR105 a kg. Basic ramming mass is INR70 and this is INR7 a kg. So, as of now, if you see on the cost effectiveness basis, there is no competition to this product which is visible at present, sir.

Rudraksh Kalra: Alright. Another question I have is that if you could explain me the basic demand and supply cluster of your production in conjunction, and what are the future opportunities? For example, we could put up a plant in the company's

field and that can be used for both exports and some of the demand could be absorbed locally?

Harsh Tekriwal: Sir, we are sitting on the demand cluster and our entire company's moat and game is based on the demand cluster. Because if you see a basic map, the steel produced in India, the induction furnace part is around 50-65 million tons. I am taking a broader perspective as I am not sitting here with a research report.

But out of those 65 million tons, around 60% is produced in Eastern India and the remaining 40% is produced in the other three regions, South, North and West. So, this is the biggest demand cluster. The reason for this is that the product needed for sponge iron, iron ore, is mined the most in Odisha and Jharkhand belt. So, since it is a very good place for our customers, it is a good place for us as well. And most of our competitors are also claiming to sell a lot of products in Eastern India.

So, the demand is the highest in Eastern India. If there is no demand in Eastern India and if there is demand there, then why will people come here and try to sell? It is our bad luck that we are learning a little late. We have to scale up really fast so that we can cater to the entire demand.

Rudraksh Kalra: Alright. Thank you so much. Wish you guys all the best for your future endeavours.

Harsh Tekriwal: Thank you so much, sir. Thank you for your time.

Moderator: Thank you, sir. The next question is from the line of Dhaval Pandya from 47 Alpha Capital. Please go ahead.

Dhaval Pandya: First of all, congratulations on a good set of numbers. I have a couple of questions.

Harsh Tekriwal: Yes, sir. Please go ahead.

Dhaval Pandya: So, given details on the working capital cycle, how many receivable days and inventory days and payable days are there?

Harsh Tekriwal: Sir, the net receivable days for March '25 was 1 second. So, the total conversion cycle for December '25 was 51 days, 66 days for debtors, 6 days inventory and 21 days creditors.

- Dhaval Pandya:** Okay. So, do we expect some improvement in coming quarters?
- Harsh Tekriwal:** Sir, you are going to see a lot of improvement in quarter 4 because this is how our industry works. We do a lot of stocking in Q2 and Q3, because of the fact that the freight costs are less and we try to go for a minimum inventory in Q4. So, you can expect Q4 inventory to go down drastically and the debtor days also to go down because the entire cycle is something in which the maximum work that happens is in this quarter and the next quarter. So, identically, the previous quarter remains more for you can bulk up on things.
- Dhaval Pandya:** Okay. How much cash flow do we expect to be generated by FY'28?
- Harsh Tekriwal:** Sir, we are expecting somewhere around INR50-INR60 crores of cash flow to be generated on a very conservative basis. Because, I mean, this is all based on modeling, right? But I think we should be somewhere around INR50-INR60 at present. That is what it looks like.
- Dhaval Pandya:** Okay. And the last one is like, given details about the merger, at what valuation the merger was done?
- Harsh Tekriwal:** Sir, book value. The merger was done at NAV book value INR399.60.
- Dhaval Pandya:** And can you quantify the benefits and rationale for the same?
- Harsh Tekriwal:** Sir, the benefit was, the biggest benefit is that the entire thing came under one single umbrella. Now, we can cater in a much better way. And the rationale is that the acquisition was done for around INR17 crores and the company earns INR10-INR11 crores a year. So, I think this should be taken as a delight to the shareholders. We did not take any valuation in this. Our objective was to bring everything under a single umbrella because being SME, we are always trying to be as transparent and as prudential to the shareholders as possible.
- Dhaval Pandya:** Okay. That's it from my side. Thank you very much and once again, congratulations.
- Harsh Tekriwal:** Thank you so much, sir.
- Moderator:** Thank you, sir. The next question is from the line of Vikas from MNP. Please go ahead.

Vikas: First of all, sir, I would like to congratulate on the brownfield capex project of completion. I will just say one thing, sir. Just all the information you provided and I read. I am just having one observation that you were approx around INR100 crores of revenue at PP value of INR12 crores in financial year '25. That is around 823 times, right?

And now you are going for another round capex enhancement of 3 lakh metric tons, which may be translating to around INR200 crores revenue at full capacity with the capex budget of around INR27 crores, as you mentioned. Which is again 7 to 8 times of PP. Fine.

But I have one question that if I do a comparative study with the Raghav Productivity Subsidy, the PP to turnover ratio is 1 to 2 times only. Can you please explain this thing that why there is a, is there any difference in machinery making or efficiency that you are using best quality of machines? I hope. Can you just tell me about this difference in the ratios?

Harsh Tekriwal: I do not know why and what other competitor would require. All I could tell you is that what we are planning is once we are finished with the capex of the subsidiary, we will try to do a big good AGM over there and we'll invite all the stakeholders and we'll try and we'll give them a game to identify that what machinery is less in our plan than anyone in the planet. Number one.

And number two, we are using all the products from Metso Outotec, which is the most premier company in the world. So I think no one can question the fact that any crushing or any equipment taken from Metso can be of substandard or below standard at all. So I formally invite you and all of the people to, whenever I hope that our AGM and the capex finish line is almost at the same deadline to come and look across the plant that we are going to build and then identify and differentiate the difference.

Vikas: Okay. And just one more thing you mentioned about the planning to start operations in Rajasthan. Right. So can you just state the current status of this method that when it will be operational or what is the current status about this?

Harsh Tekriwal: We have already discussed this, but I'll just tell you again, we are trying to hunt land near the port region in Rajasthan and Gujarat. We are almost in the verge

of finalizing things, but maybe by another two, three months, we should be able to finalize the land over there.

Once the land is finalized, we will take another five, four to five months to establish a plant that is going to be an even smaller capex light plant just to cater to the Rajasthan, Gujarat and the export region. And, you know, this is how it is. So at present, we do not have any land in hand over there, but maybe when we do the next earnings call, you would be congratulating me for that. That is what I can say.

Vikas: Okay. Thank you.

Moderator: The next question is from the line of Charchit, an Individual Investor.

Charchit: Hi, sir. Earlier, you mentioned that in Q3, our volume was approximately 37,000 tons. Am I right?

Harsh Tekriwal: Yes.

Charchit: So, like, based on that, I back calculated. So, realization comes out to be across approximately INR10,000. So, like, is this sustainable or one-off?

Harsh Tekriwal: Sorry, sir. Can you repeat again?

Charchit: So, like, based on our volume of 37,000...

Harsh Tekriwal: The volume that I gave you was for monolithic standalone. I think the revenue that you are taking is for consolidated.

Charchit: So, what was the control level volume?

Harsh Tekriwal: The exact consolidated volume should be, I am not sure, maybe 5,000-6,000 more because the consolidation was done around 8th of November. So, I do not have the exact data, but if you drop me a mail, I will definitely give you the back up information.

Charchit: Okay.

Harsh Tekriwal: Anything else?

- Charchit:** No, no, sir. That's all. I just confused myself from, like, standalone versus consolidated.
- Harsh Tekriwal:** No issue, sir.
- Moderator:** Thank you, sir. The next question is from the line of Samarth, an Individual Investor. Please go ahead.
- Samarth:** So, I just wanted to check what is the total market size for ramming mass in the eastern region where you are based? And basically, what is the market size in India in metric term?
- Harsh Tekriwal:** Sir, I think, I mean, all this is going to be a ballpark figure because no national research or any direct data is there. There are a lot of installed services partly working, partly not working. So, I am just giving you a very ballpark figure.
- You can expect that the ramming mass industry right now requires somewhere around 2 to 3 lakh tons a month in which whatever volume we are doing and our counterparts are doing, and rest is done by the unorganized sector. And in this 2 to 3 lakh, if you go for the eastern region, I think 60% should be in the eastern region. When I say eastern region, I do cover Chhattisgarh in this.
- Samarth:** Okay.
- Harsh Tekriwal:** Yes.
- Samarth:** So, how are you with the expansion of our capacities to 5.7 lakh metric tons, which is coming up. So, how do we plan to take up that kind of market share in that region?
- Harsh Tekriwal:** Sir, 5.7 lakh is on an annual basis. The market size that I gave you was on a monthly basis. So, right now we are maintaining around 10% to 12% of market share. I think that is going to be a figure in India and around 17% to 18% in the domestic region. So, with the increase in the requirement and the capacity, we are planning to have a 25% market share in the entire ramming mass industry that is the vision that is what we are trying to drive on.
- Samarth:** Okay. Are you also planning to expand to other regions in India?

- Harsh Tekriwal:** Sir, at present, we are planning to expand to Rajasthan that is for sure. And apart from that, we are not having anything in our bowl right now. But if there is any region where the demand comes, we will definitely try to go there and cater to that place rather than trying to reach from one place because the transportation cost is the most critical element in the entire story.
- Samarth:** Right.
- Harsh Tekriwal:** Yes.
- Samarth:** So, you also mentioned that our realization for ramming mass is around INR8 per kg. So, will that be including freight or ex-works?
- Harsh Tekriwal:** Sir, it depends. Customer to customer. For customers who are located nearby, most of them are FOR basis. For customers who are very far off, it is going to be ex-plants. So, it depends case to case.
- Samarth:** Okay.
- Harsh Tekriwal:** But anyway, if you are trying to just calculate that by any chance we are doing free delivery, we are not doing free delivery. If there is any one rupee of cost also that comes on site, that is being charged to the customer. We do not do any free deliveries.
- Samarth:** So, can you at least help with the kind of selling price that we have?
- Harsh Tekriwal:** Sir, selling of the product, INR7 to INR7.5 is what you could expect.
- Samarth:** Okay. Yes. Sir, on the customer concentration part, how much sales are we getting from the top 3 or top 5 customers? Can you help with that?
- Harsh Tekriwal:** Sir, at present, it should be roughly, 2 customers should be around 17% to 18%. Largely, it is scattered in different ways. And there are few groups. So, there are no single customers. There are few groups. For instance, Rungta Mines has I think 5 or 6 works located at different places.
- So, they will have one common name but the works are located, something is located in Barbil, something is located in Chaibasa, something is located in Dhenkanal. Similarly, there are groups which are involved in this. Shyam Steel Industries that is a group. Rashmi Industries that is a group. So, if you go by

the GST data numbers, it is going to be a different story. If you are going to go by groups, it is going to be a different story.

Samarth: Sir, so in terms of the top 2 groups, how much would be the concentration?

Harsh Tekriwal: 24 to 25%, sir.

Samarth: On group level also?

Harsh Tekriwal: On group level also, yes, sir.

Samarth: Okay, okay. And Rungta Mines would be how much? Rungta Group?

Harsh Tekriwal: I do not think, sir, this will be appropriate for me to tell you on a call because this will involve my competitors also. If you want, I can mail you.

Samarth: No issues, no issues. Sir, just one last question. In terms of the total revenue, what part would be manufactured and trading? What would be the break-up?

Harsh Tekriwal: Sir, we are planning to go for zero trading once our capex goes live. The trading that we are doing right now is we are trying to cater to the customer and not let them go anywhere. So, somehow we are just trying to manage. Trading we are doing at times of Boric Acid and Boron Oxide also because Boric Acid, Boron Oxide comes with a shelf life of 4 months. So, if we feel that we have overstocked and the price is almost same, then we do tend to trade it.

Samarth: So, in terms of the total revenue that we have...

Harsh Tekriwal: The company's trading revenue was negligible last year also and is going to be negligible this year also on a console basis.

Samarth: Okay. And sir, any other product other than ramming mass that we are currently selling?

Harsh Tekriwal: No, sir. We are not selling. There are few ancillary products at times, but they are irrelevant to the revenue at present. But in future, we are going to foray into few more products and we will let that be for the next concourse.

Samarth: Okay, sir. Thank you.

Harsh Tekriwal: Yes.

- Moderator:** The next question is from the line of Darshan from HNI.
- Darshan:** Congratulations for the good set of numbers. So, my only question is what is the targeted revenue and profit for FY'27?
- Harsh Tekriwal:** Sir, at present, what we are looking at is we are trying to double from here. .Okay. You talked about FY'27, right?
- Darshan:** Correct. Yes. FY'27.
- Harsh Tekriwal:** But, you know, I mean, I would rather want you to follow the guidance that we gave on a quarterly basis because we are into manufacturing industry. Okay. Serving to steel industry. So, I just want to make sure that whatever guidance comes from my mouth has to be, 10%-20%, 25% deviation, not more than that.
- So, the basic thing that we have to understand, sir, is we are going for an absolute Greenfield project. The Greenfield should be there in the Q1, but exactly when we are able to optimize, maybe one month later, one month sooner. So, a little difficult to project now, but maybe in subsequent quarters, more accurately and efficiently.
- Darshan:** Okay. Thanks. Thanks a lot.
- Moderator:** Thank you, sir. Ladies and gentlemen, that was the last question for today. I would now like to hand the conference over to management for closing comments.
- Harsh Tekriwal:** I would like our chairman Mr. Prabhat Tekriwal to address this.
- Prabhat Tekriwal:** We thank everyone for participating in the call. We trust that we have answered all your questions. If there are any questions we have missed, please feel free to reach us at our company email. Thank you.
- Moderator:** Thank you, sir. On behalf of Go India Advisors LLP, that concludes this conference call. Thank you for joining us and you may now disconnect your lines.