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alpex
POWER FOREVER

Date: November 10, 2025

To
The Manager- Listing
The Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C-1, G- Block
Bandra Kurla Complex, Bandra (East), Mumbai – 400051.

Ref.: Alpex Solar Limited, Symbol: ALPEXSOLAR, ISIN: INE0R4701017

Subject: Submission of Transcript of Earnings Conference Call held on November 04, 2025

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the transcript of the Earnings Conference Call held on Tuesday, November 04, 2025 from 11:00 a.m. IST onwards, to discuss the Un-Audited Financial Results for the quarter and half year ended September 30, 2025.

This is in continuation to our earlier intimations dated October 30, 2025 and November 05, 2025, for schedule of Earnings Conference Call and subsequent uploading of the audio recording of the said call on the Company's website.

The transcript has also been uploaded on the Company's website at https://alpexsolar.com/investors/corporate_announcements in compliance with Regulation 46(2)(o) of SEBI LODR Regulations.

This is for your kind information and record.

Thanking you,

Yours faithfully,

For **Alpex Solar Limited**

SAKSHI TOMAR
Digitally signed by SAKSHI TOMAR
Date: 2025.11.10 12:00:49 +05'30'

CS Sakshi Tomar
Company Secretary & Compliance Officer
Membership No.: A48936

Alpex Solar Limited
Q2 and H1 FY'26 Earnings Conference Call
November 04, 2025

MANAGEMENT: **Mr. ASHWANI SEHGAL – MANAGING DIRECTOR**
Mr. ADITYA SEHGAL – CHIEF EXECUTIVE OFFICER
MS. MONICA SEHGAL – WHOLE-TIME DIRECTOR
MR. VIPIN SEHGAL – EXECUTIVE DIRECTOR
MR. L.K. DHAMIJA- VICE PRESIDENT FINANCE
MS. UDAYA SEHGAL- CHIEF FINANCIAL OFFICER
MS. SASHI TOMAR- COMPANY SECRETARY

MODERATOR: **Ms. RAJSHREE GANGULY– FORTUNA PUBLIC RELATIONS PRIVATE LIMITED**

Moderator: Good morning, ladies and gentlemen and welcome to the Earnings Conference Call for Q2 and H1 FY'26 for Alpex Solar Limited. Let us now begin with the introduction of the management team. We have with us today Mr. Ashwani Sehgal – Managing Director. Mr. Ashwani Sehgal, a mechanical engineer from Punjab University, has been a stalwart and pioneer in the field of solar manufacturing and currently serves as the General Secretary of the Indian Solar Manufacturers Association, ISMA, where he has also served as a President for 12 years and played a pivotal role in advocating for favourable government policies that benefit solar manufacturers. His impeccable reputation within the solar manufacturing industry has solidified his position as a respected leader and driving force for the solar manufacturing industry in India.

Also joining us today is Mr. Aditya Sehgal – CEO. Mr. Aditya Sehgal has a Bachelor's Degree in Science with a focus on electrical engineering from the prestigious University of California. As the CEO of Alpex Solar, Mr. Aditya Sehgal has been driving the global export opportunity and is focused on developing newer markets.

In addition, we also have with us today from the Alpex Solar team, Mr. Vipin Sehgal – Executive Director, Mr. L.K. Dhamija – Vice President (Finance) and Ms. Sakshi Tomar – Company Secretary.

At this moment, all participants are in the listen-only mode. Later, we will conduct a question-and-answer session. At that time, you may click on the

Q&A tab and ask a live question. Please note that this conference is being recorded. I would now like to request Mr. Ashwani Sehgal, Managing Director, to give his opening remarks. Thank you and over to you, sir.

Ashwani Sehgal: Hello everyone. Thank you for attending this conference. I think you all would have seen our last Quarter's Results and the way we are happy with these results, I am sure you all also must have been happy with these results.

So the company is doing very well and going towards its target of phenomenal growth and all things seem to be on the track and all our decisions to expand into the capacity expansion as well as backward integration, these initiatives are happening at a rapid pace and the management is very happy to share with you all that the things are on track and as shared in my last call with the investors, so our growth target is also on track and hope to maintain this kind of growth for a long time and we are on the solid footing and our conservative approach towards this business and prudent approach I would say is giving us very good results, which you all would agree with me.

With this, I once again thank you all and I am ready, our team is ready to answer the questions. Thank you, guys.

Moderator: Thank you very much, sir. Ladies and gentlemen, we will now begin the question-and-answer session. To ask a question, please click on the Q&A tab on the panel and click on raise hand button. The operator will announce your name when it is your turn to ask a question. Please accept the prompt on your screen and unmute your microphone while proceeding with your questions. You may also type in your text questions. The first question is from the line of Raj Saraf from Finvestors. Please go ahead.

Raj Saraf: Sir, congratulations on such fantastic numbers. So, we have surpassed FY'25 in our first half itself. So, how to lead the second half with margin outlook keeping in view the rapid capacity expansion by other players? This is my first question, sir.

Ashwani Sehgal: Okay. So, you want to add another question or that is it?

Raj Saraf: Sir, some questions are also there, sir.

Ashwani Sehgal: Okay. Add on.

Raj Saraf: Yes, sir.

Ashwani Sehgal: Yes, I am listening.

Raj Saraf: So, should I continue with the question, sir?

Ashwani Sehgal: Yes, you can continue.

Raj Saraf: Sir, some other big players are adding capacity in forward integration of solar to BESS. So, they are integrating themselves with inverters, some transformers and other parts of BESS capacity. So, we are doing fantastic.

We are adding capacity of top-con cells going forward and also aluminum frames. So, are we looking towards these areas to add in such a huge stem in BESS?

Ashwani Saraf: Okay. Thanks a lot, Raj. Good question. The thing is, yes, the people are expanding the capacities and there is a lot of me-too kind of phenomena is happening. Many people are not from the industry without solid backgrounds or solid knowledge base. So, they are coming up with these projects and because the valuations in the stock exchange are reasonably good, I would say. And that is attracting many, once again, not to go against anyone, but yes, non-serious kind of people are trying to join the bandwagon. And so, because of this phenomenon, the people who have knowledge and who have good understanding of this business and have depth in this business, they will succeed and others may not be able to succeed. And at the same time, as I mentioned earlier also in various calls, we have to invest what we understand the business. So, that is the reason we are now investing in a 2.2-gigawatt solar cell line. And our investment in the aluminum plant was the first announcement. And looking at our understanding of the business, many people now are joining the bandwagon and all the serious players are also getting into manufacturing of solar frame because solar frame almost constitutes 11% of the cost of a solar panel. And adding a solar frame gives you more flexibility also. So, this is our take on the capacity which is coming up. And on the other hand, yes, we will go in for backward or forward integration. Looking at our strengths and capabilities. And so, since we are not very, very good at EPC, so we do not need to get into transformers or inverters. But yes, we already have created an EPC division. So, this EPC division will be catering to the demand of, will be basically taking care of our solar panels also and mitigate the demand side. And because in the times to come, when the plain vanilla EPC player, for a plain vanilla EPC player, this business will become more and more difficult because it will become difficult for them to compete with a person who already has a cell line and a module line and an aluminum line, etcetera. So, that way, so we will be investing more in EPC business and frame business, cell business. And we are again also forming joint ventures for Junction Box and some other businesses to, I would say, safeguard and insulate our profits. So, I think I have answered your question. Thank you.

Moderator: Thank you. Do you have any further questions, Mr. Saraf?

Raj Saraf: Yes ma'am. We have announced our cell capacity directly to TOPCon. So, we have somehow just extended our timeline to now first quarter of next year. So, sir, what is the month I will be expecting that we will go live? Yes, sir.

Ashwani Sehgal: Yes, so, the thing is, we have not extended our timeline. Earlier also, we got to produce our cells in the last quarter of this financial year. And we still feel and we are going ahead with this kind of plan. Our first cell would be produced sometime in the month of February end or the beginning of March. But to be on the safer side, we have notified the exchanges that our production will start from the first quarter of next year. So, that is the conservative approach. But I can tell you that we are on track and we might produce the first cell by the end of February.

Raj Saraf: Thank you. Thank you very much, sir, and congratulations once again. And I wish you all the best for the next half of this year and even for the next years also. Thank you, sir.

Ashwani Sehgal: Thank you very much.

Moderator: Thank you. The next question is from the line of Raman KV from Sequent Investments. Please go ahead.

Raman KV: Sir, I have quite a few questions with respect to the capacity expansion itself. So, there will be five megawatts of solar cell coming, which you initially answered to the previous participant that it will be commenced in either February end or March end. But can we expect this revenue to be fully operational, this capacity to be fully operational by Q1 FY'26?

Ashwani Sehgal: If you go to our announcements, our 2.2-gigawatt cell capacity is coming up in two phases. The first phase is of 1.4 gigawatt. That will be, we hope, and quite sure that our revenue from 1.4 gigawatt will reflect in the next financial year, not less than 10 or 11 months at least. And the balance, 8 gigawatt results will start flowing in.

Management: 800 megawatts.

Ashwani Sehgal: Yes, 800, sorry, 800 megawatts. So, 1.4 will be operationalized from the February and then we will start ramping up and ramping up takes maybe two and a half months. So, I am saying on a conservative side that for the next financial year, we will have 1.4 gigawatt for 10 months at least. And 2.2 gigawatt will be available for the complete six months.

Raman KV: So, this year, basically you are saying by second half of next year, which is FY'27, your entire 2.2 gigawatt of solar cell will be operational?

Ashwani Sehgal: Correct, correct.

Raman KV: And sir, also there is a capacity expansion on the solar module side. You said you are expecting 1.2-gigawatt additional capacity to be coming online by November, December. So, is there any change in that deadline?

Ashwani Sehgal: No, our 1.2-gigawatt additional line is under implementation. Few machines have been installed and we hope that, from that factory, a small trial production has already begun. But the whole production of the new line will be available to us from 15th to 20th of December, 1.2 gigawatt. And in addition to that, we have already announced another 1.2 gigawatt next to our cell factory in Kosi. So, that will come up in the next financial year itself. So, next financial year, I want to clarify to all of all the investing community and the industry colleagues that the total 3.6 gigawatt of module and 2.2 gigawatt of complete cell and aluminium, everything will be completed in the next full year and everything will be available from the next financial year onwards.

Raman KV: Okay, sir. Understood. And what was the CAPEX for this additional 1.2 gigawatt, which you said will be coming?

Ashwani Sehgal: So, we have put it in the public domain that this will be done through internal accruals because we are generating a very handsome EBITDA of almost Rs. 25 crores every month. And approximately that is likely to go up once we have our cell production also coming up. So, we do not need to raise funds either through the sale of equity or through the banking channels from the loan. Even if it is required to be a small loan of Rs. 40 crores, Rs. 50 crores, it can be taken anytime.

Raman KV: And sir, what was the peak debt? How much peak debt are we expecting in FY'27 once all the CAPEX is done, like the majority of the CAPEX is done?

Ashwani Sehgal: Our estimation is that peak debt will not increase 325 or 340 odd crores, not more than that.

Raman KV: So, around 350 max to max?

Ashwani Sehgal: Okay, yes, you can take it on more than 350.

Raman KV: Yes.

Ashwani Sehgal: This is the debt for the expansion activities; the working capital limits are extra. So, we do not consider that as debt because you need the working capital limits to run the company.

Raman KV: And how much working capital will be required for, let us say, if you want to do Rs. 2000 crores of revenue, what will be the percentage? Around 20 to 40?

Ashwani Sehgal: No, our working capital limits currently, Dhamija ji can you inform them what is our working capital limits? Mr. Dhamija is our Vice President, Finance, sir.

L.K Dhamija: Hi, good morning. Present outstanding working capital limit is, the fund base is around Rs. 115 crores. But going forward for the next year, we are estimating Rs. 300 crores of working capital performance.

Raman KV: That is Rs. 150 crores for FY'26 and Rs. 300 crores for FY'27.

Ashwani Sehgal: Yes.

Raman KV: Okay. And so my final question is with respect to the EPC side, usually in FY'25, if I am comparing the FY'25 numbers, the EPC was around 10% to 12% of the total revenue. But in the first half, it is around 4% to 5%. So, is it a strategic decision to focus more on modules or is it because the EPC revenue comes better or comes, is it because of the seasonality because EPC is usually second half heavy?

Ashwani Sehgal: Yes. You are quite correct. EPC numbers will remain around 10% to 13%, 14% on a whole year basis. And the EPC main targets are achieved in the second half of the year. So, we will do the around 12% to 13% of EPC this year also.

Raman KV: 13% to 15%?

Ashwani Sehgal: Yes.

Raman KV: Okay. Thank you, sir.

Ashwani Sehgal: Thank you.

Moderator: Thank you. The next question is from the line of Dhananjay Mishra from Sunidhi Securities. Please go ahead.

Dhananjay Mishra: So, congrats on very strong sets of numbers. So, in terms of order book, can you once again give order book position as on 30th of September and how much we have received in this financial year?

Ashwani Sehgal: So, through our various public announcements and to SEBI and exchanges, we have been, we have already informed order book position of almost Rs. 2100 crore. Sakshi, am I correct?

Sakshi Tomar: Sir, Rs. 1800 crore, approx.

Ashwani Sehgal: 1800 is on this thing. We have already announced. So, Rs. 1800 crore were in the first six months of the year. And we are going to announce a few orders very soon. So, from the order book point of view, do not worry. We are very well on track and we will have a lot of orders for the next year as well.

Dhananjay Mishra: Sir, 1800, we have announced new order. I am talking, I am saying, what is our current order position, which is yet to be in the second half or?

Ashwani Sehgal: I think we are sitting on order book position because we can take into consideration the open orders also. So, we would be sitting, you know, something like Rs. 1600 crores or Rs. 1700 crores of orders as of now.

Dhananjay Mishra: And secondly, do you want to revise your target, because first half itself, we have close to Rs. 900 crore in terms of target, which we are talking about Rs. 1500 crore kind of guidance we had given. And now, would you like to revise that upwards?

Ashwani Sehgal: I do not know. It is prudent to say on this platform, how much we will do. But you can take our run rate in the last two, three months. And from that, you can make a simple calculation. We are going to exceed the 1500 guidance by a reasonably good margin. So, that is our point.

Dhananjay Mishra: And lastly, and once our sale capacity will, first page will start from February, March. So, what kind of EBITDA margin improvement do you see because of this value addition?

Ashwani Sehgal: We hope to, on an annualized basis for the next, EBITDA margin will be more than 29%, 30%.

Dhananjay Mishra: Okay. So, like other big players are doing, which are having this sale capacity.

Ashwani Sehgal: I think we will be around those numbers only. Maybe our cost structure is more prudent, I would say. So, maybe slightly better than them. I do not want to say that they are doing bad, but they are doing very, very well. But we think that we will do slightly better than them. Okay.

Dhananjay Mishra: Most of our current order is non-DCR only, or we have also a DCR?

Ashwani Sehgal: No. We have DCR orders also. You would have seen in the public domain that we signed a contract with Tata for supply of DCR cells. We were the only ones to sign the contract with Tata. So, we have DCR open.

Dhananjay Mishra: Okay. Thank you and all the best.

Ashwani Sehgal: Thank you Dhananjay.

Moderator: Thank you. The next question is from the line of Koushik Mohan. From Ashika group. Please go ahead.

Koushik Mohan: Hi, sir. I hope I am audible.

Ashwani Sehgal: Yes.

Koushik Mohan: I just wanted to understand on the current mono-PERC and top-con. So, what kind of margins will be increased or it will be the same level? What will be happening just changing our technologies?

Ashwani Sehgal: I would like to ask Vipin ji to give a clarification on this question.

Vipin Sehgal: Thank you, Ashwani. Margins definitely will increase if we are migrating from, sorry, we have taken the decision to directly go to the top one and bypassing mono-PERC. So, margins are better in mono-PERCs technology-wise. We will be making the first, I think, first mover. We will have a first mover advantage. We are processing with the G12R type, which will be the first in India.

Koushik Mohan: Okay. By how much percentage, sir, if you can give in the percentage terms?

Vipin Sehgal: With respect to mono-PERC, it will be probably 2% more profit.

Koushik Mohan: 2% more profit than the other one. Perfect.

Ashwani Sehgal: At PAT levels.

Koushik Mohan: Sorry sir?

Ashwani Sehgal: At PAT level.

Koushik Mohan: Got it. At PAT levels. Perfect. So, I just wanted to understand, we have around Rs. 1800 crores and open order is around Rs. 1600 crores. So, if we normalize this year, like, I am understanding Rs.1500 crores is like, we are going to achieve and we are going to surpass that number. Something like the run rate only looks now around Rs. 1800 crores to Rs. 2000 crores. So, I just wanted to understand, we have a very good year this year. But how about the next year and the coming next two, three years? Because the entire valuation depends on the future numbers, what will be coming, right? And also, we are also getting into backward integration. And also, one side, we are getting into forward integration. And the largest guys are talking about bets in their CAPEX plans and they also raised some funds without zero revenues on their books. So, I just wanted to understand, is this, the team is only very structurally, which is going it up or like, what is happening? And when it was Waaree telling that they were taking around two years to get their cell manufacturing out, and now we are very close to get ourselves out. So, I am very happy for us to be that we are getting it out very soon. The faster phase is just that, can we scale it at rapid phase, like how these other two giants have grown and how much time that we take to rapidly grow? My question is all about the growth, that how are we going to scale it up in a larger scale?

Ashwani Sehgal: Thank you very much, Koushik. A wonderful question, once again, because I was waiting to answer this question. The thing is the next year, our own cell, so the order book will strengthen further. And like my all guidances in the previous meetings, so we have said that we will keep on growing at 2x basis. So, next year's guidance also can be taken, again, it will be 2x. Because the cell will give us a lot of impetus and will insulate us from the me-too plain vanilla module manufacturers. So, this is one of the things. Then our aluminum also will be there. And our additional module capacity will be there. And in addition to what Vipin just informed, we will be the first company to come up with G12R cell directly, which is the most efficient and most popular worldwide cell size. So, this cell size gives you a lot of, I would say, benefits in running the production, because productivity goes up significantly. And directly going into G12R will save us a lot of money also. Otherwise, and in addition to that, because we were moving from first original plan was to go for mono-PERC, and then to go to top-con. So, we would be required to shut down the factory for almost two months. So, in this case, now there is no shutdown. So, two months of shutdown means at least Rs. 50 crores to Rs. 60 crores of profit margin gone. So, we will be saving that money also. And since we are going in for the most efficient cell size for module maker as well as cell makers, so that will also put us into a very good position in the market. Hope I answered that question.

Koushik Mohan: Yes, sir. So, by mentioning, you also told that we are looking at a 2x growth for next year also and coming. So, how many years have we seen this kind of a structural growth? Because currently the entire capacity is what India has achieved is like very high. The Google search tells that capacities are very high than the demand what is created, what is there. So, is my understanding by seeing the Google search is right or wrong? Like what should be my understanding about that?

Ashwani Sehgal: You are not entirely right and not entirely wrong, I would say. Yes, new capacities are coming up, but at the same time, demand is also going up. ALCM or we call it ALMM list 2. So, that will be implemented from the June of 2026. So, that will make all cell, sorry, module manufacturers to buy the local cells. So, that way, everybody will have to go towards cell manufacturers. And as somebody just now mentioned, cell manufacturing is not as easy as module manufacturing, some people think is. So, we are well insulated and well planned in this endeavor. So, and at the same time, our strategy is to keep on insulating our margins and our business and protecting it for a long term. So, what will happen in the next to next year? I would not like to comment at this moment, but the decisions or the factories which we are building will create such a situation where you will also feel that yes, this company is growing at least at 2x. Thank you.

Koushik Mohan: Got it. Sir, do we have any one number like we need to have 10 gigawatt or 20 gigawatt of kind of capacities? Is that the approach that we are working on?

Ashwani Sehgal: Look, there is a big word play or a me-too kind of situation is being done. So, everybody says that I will do 10 gigawatts, I will do 20 gigawatts, somebody will say 12 gigawatts. But actual numbers on paper are entirely different. Alpex is a conservative with our saying and telling. We only tell how much we do and we do how much we tell and we are very swift and at the same time, very nimble in taking all these decisions. If tomorrow market shapes up that it needs 10 gigawatt or module, we are well equipped to have another 5 gigawatt or 5 or 5.1 because we will have 60 gigawatt in any case by the middle of next year. So, if required, we will add very fast and very swift. Everybody in the industry knows us and all the builders, machine builders, we are very well connected with them and we have understanding and so we will handle the situation. But I do not want to just for the sake of putting out 10 gigawatt. So, we are sitting in 2026. So, by 2031, yes, we will also have a 15 gigawatt of module. That is possible. But people are giving those numbers of 2031 now. I hope I made some clarifications.

Koushik Mohan: Got it. Yes sir.

Management: Where is the participant?

Moderator: Yes sir, he has got disconnected. We will move on to the next text question, which is from Moksha Lodha from Systematics and the question is, how will the company tackle the overcapacity in the cell and module by FY'28?

Ashwani Sehgal: I think I have answered this question during other questions. So, since we are vertically integrated and at the same time, yes, vertically integrated means backward and forward integration. The cell with the ALMM already in place, our cell plant, the plant is coming up. So, we do not see any dip in demand. Yes, there might be a slight margin pressure, but it will not be too large. So, because with our additional capacities and with additional data, which we will be generating from cell or module. So, our growth journey is quite insulated from these pressures. Thank you.

Moderator: Thank you, sir. We will take the next question from Dixit Doshi from Whitestone Financial Advisors, Private Limited. Please go ahead.

Dixit Doshi: Yes. So, thanks for the opportunity. So, some of my questions have been answered. So, just a couple of things. Firstly, if you can give what kind of current realizations for module and also the cell and in-cell DCR, non-DCR, what are the realizations going on? And my second question is that you mentioned 1.2 gigawatt will be operational by March and obviously it will take two, three months for scaling up. So, is my understanding correct that for cell 1.2, sorry, for cell 1.4 gigawatt will be available for say seven, eight months or nine months for the next year and the additional 0.9 gigawatt will be available for three to five months or next six months?

Ashwani Sehgal: Yes. So, what was the question?

Dixit Doshi: So, is this understanding correct for the cell? So, next year

Ashwani Sehgal: You are quite right that we will have this kind of capacities for the cell in the next year. So, plus minus one month maybe. Maybe we are, yes. So, you are quite close to the calculation.

Dixit Doshi: And when you say 28% to 30% margin, you are saying the blended at the company level, we can do that kind of EBITDA margin.

Ashwani Sehgal: What is blended in this?

Dixit Doshi: So, currently for just selling the module, we are doing 15%, 16% EBITDA. So, we are saying 28% to 30%, you are saying overall at company level, we can do that kind of margin or just the cell.

Ashwani Sehgal: Yes, correct. So, we are giving a conservative estimate and we might as we have been bettering our estimates. So, hope we also better those estimates also.

Dixit Doshi: Okay. And if you can just answer about the realization on module and cell?

Ashwani Sehgal: The cell we are not producing as of now, we are buying cells in the case of DCR. And modules, our average realization is around 17.5 approximately.

Dixit Doshi: Okay. And cell, if you can just what the prices are going on in the market?

Ashwani Sehgal: So, typically a good quality cell is available. I mean, you are more interested in the DCR cell?

Dixit Doshi: Yes, both if you can, just to understand the difference what is going on.

Ashwani Sehgal: Okay. So, DCR cell is available anywhere from Rs. 90 to Rs. 110 per cell. Okay. And the Chinese cell, I would say is available anywhere from Rs. 33 to Rs. 43.

Dixit Doshi: Okay. That is it from my side. Thank you.

Ashwani Sehgal: Thank you.

Moderator: Thank you. The next text question is from Pragati Sharma from Catalingo. And the question is, I see the margins have dropped slightly. What margins are we expecting to improve?

Ashwani Sehgal: Margin has not dropped. Maybe slightly more interest cost is there because we are spending a lot on our capacity expansion. And these activities are not giving any margins. So, we would have kept all the interest cost and additional manpower cost to the P&L. That is the reason the slight dip in the margin percentage. But overall, because the business volume has grown significantly. It is almost 300%, 270% up. So, that is it.

Moderator: Thank you. The next text question is from Sumit Mulchandani from YG Capital Advisors. And the question is, bigger players are getting operating profit margin of 20 and 30 while you are stuck in 16% OPM. That is why. I mean, the question is why?

Ashwani Sehgal: I do not think we are generating less profit. Maybe you might be comparing Alpex with one odd company. And we would not like to comment on that. But our margins are in line with or slightly better than the industry. Do not compare us with just one or two manufacturers. Please compare us with a bouquet of competitors.

Moderator: Thank you. The next text question is from Vishal Dudhwala from Trinetra Asset Managers. And the question is, many peers like Waaree are moving deeper into the value chain with ingot and wafer manufacturing. Does Alpex have a roadmap for backward integration beyond cells, particularly into ingots, wafers? And what would trigger that decision? Scale, PLI benefits, technology tie-ups.

Ashwani Sehgal: Another good question. We would take all these backward or forward integration or expansions once the business environment for that product is conducive. As of now, we do not feel that the policy towards wafer or ingot is conducive to manufacturing in India. Yes, the government of India has put in place some policy guidance's. These are still only a guidance level policy is there. It is not a full policy which will be implemented. Once this policy is in place at that time, we will definitely take a good look at this sector. And if required, we will take the suitable decision there and then and very swiftly. So we are, I can put it in this way. So the trigger will be the good policy which is in the making. PLI has been a failure, sorry to say, but PLI will not make us get into that kind of business because it is a highly capital intensive business. And PLI is a very small amount which the government gives. So the policy with respect to imports and our competitors, that is a bigger trigger for us. Thank you.

Moderator: Thank you. The next text question is from Karan Singh, who is an individual investor. And he says, congratulations on great set of results. Operating cash flow has turned negative this half year, largely due to higher inventories and receivables. How comfortable is management with current liquidity? And do you expect cash generation to improve in H2 as collections come through?

Ashwani Sehgal: Mr. Dhamija, please answer this question.

L.K Dhamija: Yes, sir. So no, our profits are good. The operating cash flow is negative just because of increasing stocks and debtors. That is certainly will be there when there is a major expansion, like we are going more than 100%. So accordingly, debtors and receivable levels have gone up. But that gets final through increasing the working capital borrowing. So overall, on the liquidity front, company is quite comfortable and there is no concern on that.

Moderator: Thank you. The next question is from Maitri Shah from Sapphire Capital. Please go ahead.

Maitri Shah: Yes, firstly, congratulations on the great result. Most of my questions have been answered. Just a few clarity on the EBITDA margins. So for FY'26, what sort of margins and the steady level are we expecting on an analyzed basis?

Ashwani Sehgal: Maitri, so there will be a slight improvement in our EBITDA margin further when we complete this year. And because a lot of under-implementation EPC projects will be completed and we will be able to build on those projects. And with that, our EBITDA margin is also likely to make our margin better. Thank you.

Maitri Shah: Yes and we mentioned that we will have a 28% to 30% margins for next year. So, our capacity in cell is about 2.2 gigawatt while our capacity in modules will be around 3.6. So we will still be procuring cells from outside, especially DCR cells. So the 20% to 30% is on the overall basis or just on the modules that will have our own?

Ashwani Sehgal: As I explained earlier also, it will be blended. Yes, our capacity module will be slightly more than the cell capacity, but our business wherein we make non-DCR panels, that is not going to dry and does not become zero. So we will keep on using some cells for the continued orders. So for that, we need the non-DCR cells also. And once our expansion of the cell is complete, then we are open. Because by that time, ALMM List 2 will also be implemented. At that time, we will review the situation and take a suitable decision to expand our cell capacity equipment.

Maitri Shah: And also, could you give me the figures of the module volumes in quarter 1 and quarter 2 for FY'26?

Ashwani Sehgal: I am sorry?

Maitri Shah: The volume of modules we sold in quarter 1 and quarter 2.

Ashwani Sehgal: Sakshi, can you send this? I may not be immediately knowing this. So we can reply to this question on an email. Sakshi will reply to you on this.

Sakshi Tomar: Sure sir.

Maitri Shah: Also, the capacity that we are adding to the 1.2 additional capacity will be on line from December. What sort of utilization are we expecting in FY'27 for that? And when will the additional 1.2 be up in FY'27, teaching the 3.6GW module?

Ashwani Sehgal: Yes, as informed in my previous questions, answer to the previous questions. So the full 3.6GW will be available sometime in the next year, around August. That is our estimate. So this will take care of the future demand also.

Maitri Shah: That is from my side. Thank you and all the best.

Ashwani Sehgal: Thank you Maitri.

Moderator: Thank you. The next question is from the line of Vaibhav Lohia from CFM. Please go ahead.

Vaibhav Lohia: Hi. Thanks for the opportunity. Firstly, I would like to congratulate you on the superb set of numbers and the wonderful set of management you have in the SME segment, which is very rare to find in the SME segment, at least. So my questions are like, when you are talking about FY'27 numbers and you are talking about doubling it. So, as we compare to FY'26, according to my estimations, it will be around Rs. 1800 crores to Rs. 2000 crores for FY'26. So can we expect Rs. 3600 crores to Rs. 4000 crores in FY'27?

Ashwani Sehgal: Our original guidance was 2x from Rs. 780 crores. Okay. And then 780 times 2 is 1500 to 1600. And then another 2x will be make it 3200. So, we can go up to that. And I can say that we will achieve this kind of growth. But actual numbers are dependent on many things. We are well prepared to take this expansion in our business. And at the same time, you commented about our management. It is very rare to find an SME. Frankly, yes, at that time, we got listed in SME, I mean, NSE Emerge. But our ideas and our thought process is not SME. It is full-blown, which is the board, what we call that board, main board. So, our thought process and our understanding and our planning is for the main board only. So, management, let me once again comment. Mr. Vipin Sehgal, Sakshi, Mr. Dhamija, Aditya and Monica and our plant heads and our top team, we call them pillars. So, these make a company and this company is on a solid footing and ready to take this upcoming growth. And a lot of things are going to happen. So, we are quite excited like all of you.

Vaibhav Lohia: And sir, one more question I have is that when you are talking about 30% EBIT for FY'27, so what type of PAT margin can we expect? Can we expect it around 16%, 17% or even higher?

Ashwani Sehgal: It is possible.

Vaibhav Lohia: Okay, understood. So, thanks, sir. That is it from my end.

Ashwani Sehgal: I think all the questions have been answered. So, you can check.

Moderator: Thank you so much, sir. Yes, sir. Ladies and gentlemen, we will take that as the last question for today. I would now like to hand the conference over to Mr. Ashwani Sehgal, President and Managing Director for closing comments. Thank you and over to you, sir.

Ashwani Sehgal: I think again, my last comment was made. Okay, once again, this is the team activity. And this is a wonderful team. And all our engineers, software engineers are very capable, very passionate for their work. And my team of pillars is performing exceedingly well. And we are working 24 hours and taking this company to the next levels and hope to do this journey at a rapid pace, but in a very, very safe way. I do not want any issues. So, we will take all the decisions which are prudent and at the same time, safe and which make this company business intruded more and more. So that is our take. Thank you very much.

Moderator: Thank you, members of the management. Ladies and gentlemen, on behalf of Alpex Solar Limited, that concludes today's session. Thank you for your participation. You may now click on exit meeting to disconnect. Thank you so much.