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November 26, 2025

To,
The Manager,
Listing Department
National Stock Exchange (NSE),
Exchange Plaza,
Plot no. C/1, G Block,
Bandra Kurla Complex
Bandra (East),
Mumbai - 400 051.

Sub.: Transcript of Analyst / Investor Meeting held on 21st November, 2025
Company Symbol: FELIX

Dear Sir/Ma'am,

Pursuant to Regulation 30 & 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we attach herewith a copy of the transcript of the Analyst / Investor Meeting held on Friday 21st November, 2025.

You are requested to take the above information on your record.

Thanking you,

Yours faithfully,
FOR FELIX INDUSTRIES LIMITED

HENA HARSHAL SHAH
Digitally signed by HENA HARSHAL SHAH
Date: 2025.11.26 15:15:13 +05'30'

Hena Harshal Shah
Company Secretary and Compliance Officer
(F-12582)

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"Felix Industries Limited Investor and Analyst Call"

November 21, 2025

MANAGEMENT: **MR. RITESH PATEL – MANAGING DIRECTOR AND FOUNDER, FELIX INDUSTRIES LIMITED**
MR. NISHANT SHARMA – FINANCE DIRECTOR, FELIX INDUSTRIES LIMITED
MS. HENA SHAH – COMPANY SECRETARY AND COMPLIANCE OFFICER, FELIX INDUSTRIES LIMITED

MODERATOR: **MR. SUMEDH DESAI – ERNST & YOUNG LLP**

Moderator: Ladies and gentlemen, good day and welcome to the Felix Industries Limited Investor and Analyst Call.

As a reminder, all participants' 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, please signal an operator by pressing '*', and then '0' on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Sumedh Desai from E&Y. Thank you and over to you, sir.

Sumedh Desai: Thank you. Good evening, everyone. Welcome to Felix Industries Limited Investor and Analyst Call. On behalf of the company, I would like to express our gratitude to each of you joining today to discuss the performance of the company and to answer your questions.

We have with us today Mr. Ritesh Patel - the Managing Director and Founder; Mr. Nishant Sharma - the Finance Director and Mrs. Hena Shah - the Company Secretary and Compliance Officer.

Before we begin, I would like to draw your attention to the fact that today's discussion may contain forward-looking statements that are subject to various risks, uncertainties, and other factors, which will be beyond management's control. We kindly request that you bear in mind that there may be uncertainties when interpreting such statements. Please note that this meeting is being recorded.

We will now start the session with opening remarks from the management. Afterwards, we will open the floor for an interactive Q&A session.

I would now like to invite Mr. Ritesh Patel to make his opening remarks. Over to you, sir.

Ritesh Patel: Thank you, Sumedh. I am myself Ritesh Patel from Felix. A very good evening, everyone. It is a pleasure to welcome you all as we share the performance and key developments at Felix Industries Limited.

Felix began in 2010 as an eco-tech startup with a clear mission to address environmental challenges through science, sustainability, and innovation. Over the years, we have transformed into a leading force in environmental conservation, advancing sustainable practices through cutting-edge technology, and a strong commitment to a zero-waste philosophy.

Today, we operate as a diversified multi-segment environmental engineering company, offering comprehensive solutions across the environmental sectors like solid waste management, oil reclamation, waste water treatment and its facilities. Felix Industries specializes in advanced environmental technologies with a strong focus on a sustainable water-waste water reclamation, oil processing, and all its integrated environmental impact. The company prioritizes hydrocarbon recycling, transforming waste oil and oily sludge from industrial and oil and gas sectors into high-quality lubricant base oil and fuels to sophisticated refining and pyrolysis processes. These technologies help conserve resources, reduce hazardous waste, and enable circular economic principles by converting used oil into reusable products while minimizing environmental impact. Felix's oil processing plants have a capacity of 100 tons per day, supported by robust infrastructure in India and Oman, handling the entire life cycle from collection to its refining.

Our expertise also extends to effluent and waste water management for oil industry operations, providing effluent treatment plants, zero-liquid discharge systems, and effluent recycling that reduces pollution and safely repurpose water. While water purification and reclamation remains an important aspect of Felix's portfolio, their core strength lies in integrated environmental conservation technologies that combine advanced oil recycling, hazardous waste treatment, and innovative waste-to-energy solutions. This approach contributes significantly to reducing waste footprints in promoting sustainable resource reuse and meeting stringent environmental compliances, especially in the oil and gas sectors.

In summary, Felix Industries offers cutting-edge technologies embedded with environmental conservation, balancing efficient oil waste management with essential water treatment, reclamations, and solutions for a sustainable industrial ecosystem. Our operations span state-of-the-art facilities in Gujarat and Oman, covering a consolidated area of 34,260 square meters of production area, supported by a workforce of nearly 485 employees across the company and its subsidiaries. We execute projects across EPC, BOT, BOOT, BOO, O&M, and PPP, and direct supply models and cater to key sectors including pharmaceuticals, textiles, oil and gas, specialty chemicals, food, dairy, and power.

Turning to our performance for Quarter 2 and H1 for Year ’26:

I am pleased to report strong momentum in Quarter 2 for Year ‘26. Consolidated revenue from operations stood at Rs. 1,738 lakhs up 117% year-on-year, EBITDA rose sharply to Rs. 886 lakhs and a 591% increase while PAT reached Rs. 532.8 lakhs up 1605%. For H1 for Year ’26, consolidated revenue grew to Rs. 3,800 lakhs, EBITDA to Rs. 1,463.8 lakhs, and PAT to Rs. 889.6 lakhs, a significant increase year-on-year. This strong growth reflects robust demand across the segments we serve and disciplined operations execution.

Our subsidiaries, Felix WMC, Enovation Aquaprocess, Rivita Solutions and Felix Industries LLC, and our associate company, Eco-Vision Aqua Care, along with Felix Industries Limited, which is our principal company, continue to work seamlessly to drive collective progress. We are executing multiple ongoing and upcoming projects across chemical manufacturers, pharma SEZ clusters, dairy, ice cream producers, specialty chemical units, and various CETP facilities. To name a few key projects include a 3,500-KLD WIP plant at Pharma SEZ, a 1,000-KLD system for a dairy producer, 1,050-KLD WIP unit for leading oil and gas companies, and an upcoming 4,000-KLD multi-sectorial mixed-effluent ZLD plant CETP.

Looking ahead, we are expanding into new areas and sectors such as plastic recycling and sustainable metal recovery, while also scaling capacity into waste-to-energy. Under Felix

Industries LLC, we are developing a 175-kilowatt unit into waste-to-energy segment. With efficient execution and steadily expanding order book, we are well-positioned to deliver higher revenues, stronger margins, and a sustainable growth in coming quarters.

Thank you for joining us. We can now start with question-and-answer session.

Moderator: Thank you very much. We will now begin the question-and-answer session. Our first question comes from the line of Zohaib Rashid from Swinglist. Please go ahead.

Zohaib Rashid: Hi sir, and congratulations on a great set of numbers. I wanted to know firstly, as we haven't got any new order this quarter, can we still able to achieve the guided revenue of between Rs. 110-Rs. 130 crores?

Ritesh Patel: Yes, because we are already executing certain size of orders which are already placed in the company. So, all these order books or every execution needs some time. So, as our planning continues for this year, I think we can easily achieve the target that we have.

Nishant Sharma: This is Nishant here. I will add to this point. The numbers that we had given as a projection, we are in line with that. See, there are a lot of projects which are under execution stage and work is currently going on. So, their effective numbers will start reflecting from this quarter and the coming quarter onwards. So, our revenue guidance is in line and our performance is in line with the revenue guidance that we gave. So, we are tracking those numbers and we are confident that we will touch the Rs. 110-Rs. 120 crores mark by the end of this financial year.

Zohaib Rashid: Fair enough. Another question I had to ask, sir, what was the reason behind the improvement in the margin this quarter and what is the margin we can expect is sustainable going forward?

Nishant Sharma: So, see, generally, our margins are in the range of like EBITDA, you can expect anywhere between 25%-30% and the PAT remains anywhere between 17%-20%. And on an average, that has been our consistent performance. This quarter has been good because we executed one good order where the margins were good. So, that was the reason that there is a higher profitability. But then these are all variable factors. We execute a number of projects, which are some projects may be very large in volume. So, then the profitability is somewhere lower there on those sides. And then we also get O&M projects along with that. So, the profitability is balanced based on the size of the project. And since we are not offering any off-the-shelf kind of products, the margins vary. But this has generally been our trend. So, net margins between 15%-20% and EBITDA around 25%-30%. And this is going to continue for the current financial year as well.

Zohaib Rashid: Fair enough. And sir, when are we expecting the Phase-II of Oman to come in?

Nishant Sharma: So, Phase-II is something which we will take up not at this moment, maybe in the next year, because we are now growing the revenues for the Oman facility and that is showing improvement month-on-month. So, that is where, once we start getting a good number from there, then we will plan for the second phase of Oman.

Zohaib Rashid: Thank you. That is it from my side. Thanks.

Moderator: Thank you. Our next question is from the line of Taher Hydrabadwala from Grobiz Fund. Please go ahead.

Taher Hydrabadwala: Hi, sir. Thank you for the opportunity and congrats on the good set of numbers. Sir, I wanted to understand the capacity figures that were mentioned in the annual reports. There were two line items called Waste Oil Restoration and Oil Processing Plants. So, what is the difference between both of them?

Ritesh Patel: The voice is quite blurred. Please continue.

Taher Hyderbadwala: Sir, there were two line items mentioned in the capacity table in the annual report, which is Waste Oil Restoration Capacity and Oil Processing Plant Capacity. So, what is the difference between both of them? I wanted to understand that?

Ritesh Patel: So, there are multiple kinds of streams of oil that our plant can handle. So, one is the waste oil stream that is all the wastage of all the lubricating machinery, maybe engine oils or maybe ship oils. And one is the crude oil, which can be restored. So, I think that is your question. And these are the two bifurcated solutions of our oils. So, when we are processing the waste crude oil, it will give us a product in the range of all the furnace oils. And when we are processing waste oil from the engines, it will give us the products from all the base oil category.

Taher Hyderbadwala: And sir, one more question on the capacity that when we mentioned the capacity, so what does the capacity mean in this business? Like where we can create that much capacity of plant for our customer or what does that mean? I wanted to understand that part also?

Ritesh Patel: So, for oil you are asking?

Taher Hyderabad: No, for all capacity in general?

Nishant Sharma: So, I will add here, capacity, I forgot your name, but the capacity is, when we say in case of oil, it is about oil processing. But when we say the capacity for water treatment, it is based on the client needs. So, if we are developing a common effluent treatment plant, we go by the needs of the client, like what would be the needs of the industry that we will be serving. So, that would determine the capacity of the plant. So, the capacity varies on plant to plant basis. It cannot be a generalized kind of that we have this much capacity.

Taher Hyderabad: And sir, one on the business model front, we have different types of model to operate like EPC, operate and maintenance, BOOT, etc. So, what is our revenue contribution between these and what are the margins profile in this?

Nishant Sharma: So, generally, see, there are 2 segments which you correctly mentioned, one is the EPC and one is the Operation and Maintenance. So, Operation and Maintenance still contributes almost as of now, we can say 40% of the turnover till the current numbers that we have 35%-40%. And the balance comes from the EPC. So, what our strategy has been to acquire clients either through an EPC model where we outright sell them the entire plant and then we take on the operation and maintenance. And in case of a BOOT model, we are investing in that plant and then running them as well. So, as of now, the overall revenue sharing in such a manner, in this particular year, we are executing larger value EPC plants. So, this year, the contribution of EPC project would be higher as compared to the O&M projects that we are doing.

Taher Hydrabadwala: And what are the margin profile if you have that number also in different kind of models?

Nishant Sharma: It is blended, it is what I earlier told, it is in the same range like net margin 17 to 20. So, these are blended margins. But see, it all depends upon the capacity that we have, the client that we have, the kind of toxicity of water that we are treating, and the manpower that would be required, the technology that is so, every plant has its own typical profitability structure. So, the blended margins always come in this range only which I told earlier.

Taher Hydrabadwala: And one last question, sir. When we see on FY '25, your PAT is around Rs. 9 Cr. But from that, almost 60%-65% is coming from other income, like other income is around Rs. 6 Cr. So, what is this other income for and is it going to repeat or is it onetime?

Nishant Sharma: No, that was one time. But this year, if you see the other income figure is very nominal. So, it is very nominal and that was onetime kind of a thing. But now, the other income is significantly lower now.

Taher Hydrabadwala: And one last question, sir. On the competitor profile, while comparing your numbers with your competitors like Effwa, Va Tech Wabag, you have almost higher margins than any other player in this industry. So, any reason behind that when we see Va Tech Wabag is a larger player compared to anyone in the industry, he got a GPM of around 22% and your GPM is around 70%. And his EBITDA is 13%, your EBITDA is 22%. So, anything on that front?

Ritesh Patel: Can I answer the question?

Nishant Sharma: Yes.

Ritesh Patel: So, if we see the other companies, no company is bad or good or something like that. But our specialization falls in the process development where the standardized processes or technologies are not defined in the market. So, what generally other companies do is they have a set of processes or technology and those are being implemented. Where in our case, we customize each process or we modulate each process. So, whatever the client base, if you see, these water or these oils are quite technically challenging for the normal vendor to take control over it. So, that is why we enjoy the technology part over the revenue.-

Taher Hydrabadwala: And if you can say one last question.

Moderator: Sorry to interrupt, Taher, we request you to rejoin the queue.

Taher Hydrabadwala: Thank you. Thank you for the opportunity once again.

Ritesh Patel: Thank you.

Moderator: Thank you. Our next questioner is Pinkesh Jain from Shree Stockvision Securities Limited. Please go ahead.

Pinkesh Jain: Hello, Ritesh bhai.

Ritesh Patel: Yes. Hello.

Pinkesh Jain: Yes. So, first of all, what is the current order book?

Ritesh Patel: So, it is the same pattern that we are talking. The orders are long-lasting orders. So, that is how we are predicting our quarter 4 numbers.

Pinkesh Jain: So, it is similar to the March levels?

Nishant Sharma: Yes.

Pinkesh Jain: And so, Ritesh bhai, like you explained us the difference between BOOT and EPC. So, like, for example, so, if you receive Rs. 25 crore BOOT project, so how much CAPEX is required and how much we have to invest and what is our payback period? If you can just elaborate on that?

Ritesh Patel: Nishant sir, if you can.

Nishant Sharma: So, see, the project, like if we receive, first of all, the determination of the size or the cost of the project depends upon the technologies that are being involved. And now, if we say that we are taking Rs. 25 crores project, so that will involve everything, right. If we take it on a BOOT model, then we are investing money into that, but it doesn't go, the entire investment doesn't come from us. Then, we also ask the client to put in some money. So, it can be anywhere between 20%-30% is invested by the client also. So, that they remain blocked in the project and they remain invested with us and there is a commitment from the client. And once those kinds of conditions are fulfilled, then our investment starts and the payback period is generally 3-4 years and it comes along with, any BOOT project that we do has to be compulsorily coming along with an O&M service also. So, in that also, we make a good margin there. So, it is an EPC project itself carries a margin and then the O&M that we do after the completion of the project that also carries a good margin on that. So, yes, the payback period is anywhere between 3-4 years.

Pinkesh Jain: And so Nishant bhai, how do we basically manage projects? Customer advances or bank guarantees and all those stuff?

Nishant Sharma: So, we currently have a combination of equity and debt from banks. So, it is currently being managed in this fashion only. And going forward, maybe we still have capacity to raise that. So, in future also, if we need, we have good bank lines available and our conduct is good. So, maybe we will be able to manage it from bank finance. So, it is a combination of both equity, debt and internal accruals.

Pinkesh Jain: And you think that the capital is not a constraint for us to bid for more and more BOOT project, correct?

Nishant Sharma: Yes. As of now, we don't see any constraint for the order book that we currently have. We do not see any capital constraint as of now, or the bank or debt constraint. We already have planned everything. So, we don't see any shortage of funds till the end of this financial year for the projects that we have undertaken.

Pinkesh Jain: So, Nishant bhai, let me put it other way. So, like for every Rs. 100 crore of addition in turnover, approximately what is the CAPEX required from our side?

Nishant Sharma: No. It depends upon the kind of project that we do. Suppose this year, if we are moving from, like last year, we did consolidated 42, now, this year, we are expecting to close at 120. But out of that, around Rs. 60-Rs. 70 crores would be EPC project. So, the capital requirement would be less. So, it depends upon the kind of project that we undertake. So, it is not necessary that every project we take is on BOOT only, or it has been a principal decision that we will do projects only on BOOT or we will do only on EPC. It all depends upon the discussion, the kind of opportunity that we see with the client. So, it is a calculated call by the promoter and the technical team as to which direction we should take. And all BOOT projects are fundamentally, one thing is clear, the counterparty has to be strong enough so that we can take a risk on that party for the amount that we are investing. So, BOOT projects are only undertaken for very reputed or strong and financially very strong companies. Other than that, it is like, we did one project this year around Rs. 7.5 crores. It was a small company. So, we straight forward said that we will do only on EPC. We don't do BOOT for them. The proposals come from people because they hear it from the market. But we decide as to which direction we want to go.

Pinkesh Jain: Got it. So, in a nutshell, you want to say that this EPC, while it doesn't have a lot of capital investment and has higher margins, BOOT will obviously require more capital, but it has also a long tail of O&M revenue. So, depending upon the counterparty and what comes to the table is how you choose the project?

Nishant Sharma: Yes. What kind of contract, what kind of counterparty, what is the strength of that party and then what is it that we are implementing and the period of the contract. If we have 10-year contract, it is very lucrative in terms of O&M that we do. So, that is how we determine. But it is always a very detailed technical as well as a financially due diligence based exercise done by the entire team.

Pinkesh Jain: And so, this year we will be.

Moderator: Sir, can I request you to please rejoin the queue if you have further questions?

Pinkesh Jain: Yes, sure. Thank you.

Moderator: Thank you. Our next question is from the line of Advitia Kumar from AV Advisors. Please go ahead.

Advitia Kumar: Hello, sir. Good evening. Thank you for taking my question, sir. Sir, I have a few questions. Sir, I wanted to understand the orders and the ongoing plans shown in the deck are quite impressive. But can you give a light on how Felix as a whole plans to expand in the coming years? Not specifically a revenue guidance I am asking, but let us say what segments and the regions will lead to the growth ahead?

Nishant Sharma: So, I will tell you. Whatever we have planned till now, this is where we have almost identified all the industries that we are currently working on and we plan to work. This is like Felix is water treatment, Felix LLC Oman is oil related and waste management. Then we have Rivita, which is more on the ONGC and government orders kind of activity. Then we have Eco-Vision Aqua Care, which is going to be infrastructure facility. Again, it is related to water and its treatment. But it would be more on the direction of creating infrastructure like this effluent treatment plants, which we are currently developing. And same way, what in the deck we have mentioned is plastic recycling and mineral extraction. So, everything is surrounded. These are the total industries that we have identified. As of now, the plan is to continue with them only and expand these line of activities. So, all these activities will determine the future growth of Felix group as a whole and we are taking baby steps in every company that we are working on. So, gradually you are seeing the numbers as well in the current financial year. Every company is contributing slowly and steadily to the growth of the group as a whole.

Advitia Kumar: When it comes to these orders, what is the process of getting these as in, let us say in each segment? Do we go to the market or is there a bidding process or the clients are approaching us? How is it?

Nishant Sharma: So, it is more of a word of mouth publicity that has happened over a period of time. And see, there are a lot of tenders that come in the market. We do those bidding and all those things also. But it is generally based on and most of the time it so happens that many clients are expanding their capacity. So, that also leads to additional orders. Then through word of mouth publicity, we get additional clients. So, it is a replication of different ways. But we are not very aggressively into marketing. We do branding and everything, but we don't have people like going out in the market and doing sales and all that kind of stuff. We are focusing more on developing technical capabilities and technical strength of the company rather than because the product will speak for itself. And that is how the orders are getting generated. So, we don't intend to go that direction of doing some kind of selling. And if you understand each order is Rs. 5 crore, Rs. 10 crore, Rs. 15 crore, Rs. 20 crore orders. So, these kinds of orders generally do not convert through a sales pitch or kind of a thing. These generally go by references from the existing industries like peer to peer, promoter to promoter, these kind of references flow more. So, that is how we are growing.

Advitia Kumar: All right, sir. Understood. And thank you for answering my questions. I will join back in the queue if I get any more. Thank you.

Moderator: Thank you. Our next question is from the line of Pawan Kaul from KAPM. Please go ahead.

Pawan Kaul: Hi. I want to understand in terms of our business's working capital cycle, how long is the working capital cycle? Because I think last time you had mentioned that the inventory and debtor cycle was a little elongated and you were working on reducing that. So, could you just talk about what is the normalized working capital cycle in this business?

Nishant Sharma: So, it depends on, again, as we mentioned, there are two models. One is EPC and one is BOOT. So, it depends on the model in which a particular project is there. But in case of EPC, it is like 10% of the order value comes in advance and then once you reach a particular stage. So, in EPC, generally, the cycle would be turnaround and the entire cycle will move in 6-7 months kind of a period when you from procure to direct, getting all the payments done, 7-8 months would be gone in that process. So, that is generally and even in case of an EPC order, some 10-15% is always left in terms of performance or once the project is implemented, commissioned, testing result. So, that some portion is always remaining pending, but it comes after 8-9 months that also comes through. In case of BOOT projects, it is our investment and once that plant gets commissioned, BOOT projects generally have what you say, a shorter span where you can collect the money or the invoicing that we do within 45-60 days. Sometimes, it may take some more time depending on the liquidity of the counterparty, but generally it has to be around that. And then we do also need to maintain certain inventories. So, inventories are on a higher side because since we are doing operation and maintenance project, any shutdown of a plant leads to production losses for any company. And it is something of a very hard situation for us to handle. So, we need to maintain inventories of consumables, motors, parts, spares and everything. So, there the inventory levels go up. And that is part of the process that, it is a calculated kind of a thing that we do because when these plants shut down because of any problems in the water treatment from our side, we have to be on our toes running around 24 hours to get that started. And that is where sometimes the inventory levels are higher.

Pawan Kaul: So, just to follow up on that. Sir, on the Rs. 110-Rs. 130 crores that we are aiming for this year, what would be the proportion of BOOT projects and EPC projects?

Nishant Sharma: So, BOOT would be less this year. EPC would be somewhere around what we can say, just give me a second, EPC would be somewhere around Rs. 60-Rs. 70 crores. That would be roughly the number this year.

Pawan Kaul: So, then that means we will have a peak working capital requirement for this year because we have a high proportion of EPC projects as well, which hopefully by next year, that should come down because your BOOT projects will pick up?

Nishant Sharma: Yes.

Pawan Kaul: And what would be the return on capital employed for both these business models?

Nishant Sharma: So, generally, what we try to achieve is around 18%-20% is the ROCE that we expect to achieve on the investment or the capital that is employed. So, this is generally what we take into consideration while arriving at any project cost or the profitability numbers.

Pawan Kaul: For both of them or would EPC be lower than BOOT?

Nishant Sharma: No. See, the pricing for any of the BOOT or EPC projects is very dynamic. To put it on a particular measure is sometimes very difficult and challenging because for every project, there are different kinds of dynamics in terms of the parts or the capital involved. Sometimes the counterparty pays you more advance so in that case, we have to lower the project cost and all those things. So, it depends upon the kind of negotiations that happen with the client. But generally it is we try to achieve that kind of profitability and that is the reason why we have been able to maintain our EBITDA at 25%-30% and net margins around 17%-20%. So, that is how we are trying to manage it.

Pawan Kaul: Understood. And just last follow-up, what are the EBITDA margins for the 2 segments? Ritesh bhai, if you can tell me on like BOOT what is the general EBITDA?

Ritesh Patel: EPC is about 15%-20% again with a lot of dynamics. But yes, EPC attracts lower EBITDA and the O&M attracts the higher EBITDA.

Moderator: Sir, sorry to interrupt, but your line is not very clear at the moment.

Nishant Sharma: So, what he is trying to say is the BOOT involves capital investment and our investment of time and everything. So, in that case, obviously our margins are on a higher side as compared to the EPC projects.

Pawan Kaul: So, I heard 15%-17% on EPC and BOOT was how much?

Nishant Sharma: 20%-25%.

Pawan Kaul: Got it. Thank you.

Moderator: Thank you. Our next question is from the line of Abhishek Agrawal from GemsQuest Asset Managers LLP. Please go ahead.

Abhishek Agrawal: Yes, hi. Good evening. Thank you for taking my question. Congratulations on a great set of numbers. Sir, I just have a couple of questions. One being that how is the order inflow bandwidth now since I guess when we last spoke, we were out of bandwidth for taking new orders for EPC and the kind. But now, since we have executed some of the orders and looking forward to FY '27, how do we see the situation and are we now bidding for new projects and taking orders?

Ritesh Patel: So, Abhishekji, it has never been challenging to get into a new order. But yes, essentially, to give you an answer, I see FY '27 to be better than FY '26. And of course, FY '26 is better than

FY '25. As far as the order books or commitments are concerned, we have seen some work. But yes, our team will be starting or maybe in January or September.

Nishant Sharma: So, I will tell you, Abhishekji, I think his voice was cutting. So, see, this current year, as you rightly mentioned, we are already booked with orders and we are in the stage of executing those orders. But the next year also, we expect to receive orders. But the next year, the change would be, our O&M numbers would grow significantly because of the project that we are executing currently. So, that would again give a very strong boost to the O&M number. So, we would be close to touching the FY '26 numbers or 60%-70% of the FY '26 numbers through just the O&M numbers. And then simultaneously, we will be bidding on different projects or we will be getting different orders. So, our expectation is Rs. 200 crores, but I don't want to give that kind of guidance at this point in time. But this is what our expectation is that we will touch FY '27 anywhere around Rs. 180-Rs. 200 crores. Because the projects that are getting executed in this current year will start generating O&M revenue from April-May next year. So, there are 3 major significant projects which are going to generate, maybe some timeline here and there because these projects sometimes get delayed because of the client. But here and there, 2-3 months, we will start getting a lot of higher O&M revenue.

Abhishek Agrawal: Yes, sure. That helps. Second question on the plastic recycling and the metal recovery part of the business that we are trying to get into. I believe you already have a subsidiary or a business that is into e-waste recycling, but I guess we were not very focused on that part of the business. So, why are we now trying to get into plastic recycling or metal recovery part of the business since it has a lot of players already unlisted, listed? And what is the rationale behind getting into this business? And how do we see growth opportunities in this segment?

Ritesh Patel: Can I answer this?

Nishant Sharma: Yes.

Ritesh Patel: So, I will bifurcate your question, Abhishekji into two parts. First part will be the metal part. So, there are n number of process units to recover the metals, but we have certain specialization and we have certain expertise as part of technology. So, we can take care of all hazardous waste into consideration to recover all our metals. And whatever metals we will make, we will be complying to 99.999% purity. That means like the purity which has been generated right from the core. Now, this is what I am talking from waste. So, like these companies are very few in the country. If you can just count it in your fingertips, 2 or 3 in the marketplace.

Moderator: Sir, sorry to interrupt. We are losing your audio in between at the moment.

Nishant Sharma: So, see, what you rightly mentioned was that we are not going into that e-waste recycling. We are going for metal recovery and those kind of from the waste or the hazardous waste generated through various assets and all those forms. So, we have developed some technology on that front and that is where we are planning to use that technology and generate these kind of pure metals like 99.9% grade copper and zinc. Those are the 2 metals that we are looking for as of now and we see an opportunity there where we have identified certain people who are ready to work with us and there is a technology with us where we can make that work for us. Same way, on the plastic waste cycling, there are already 2-3 units that are in operation, in Surat, Baroda and one in Ahmedabad. So, we are not going directly as a new player in the market. We are acquiring those entities and we have already produced as a test batch in those facilities, certain virgin plastic materials which can be used by different industries from the waste like our milk pouches. So, like the Amul milk pouches that we receive, from those, we will convert them into plastic granules and that are again near to virgin quality kind of material and it helps. First, there is a margin there in terms of recycling and with this recycling process being done by us, there are certain entitlements from the government as well. So, that also brings in profitability. In addition to your operational revenue, these entitlements from the government also add to your profitability. So, that is a calculated move that we have made and it is not something where we are already setting up something new. There is already an existing facility which we are planning to take up soon.

Moderator: Thank you. Our next question is from the line of Hiral Nandu from Kalpvruksh Capital. Please go ahead.

Hiral Nandu: Thank you for the opportunity and congratulations for the good set of numbers. A couple of questions. Just wanted to understand further on this plastic and metal recycling part of the business. When we look to generate the commercial revenue, operations cut and what revenue or segment or what topline we expect from this particular business and what margins we expect from this?

Nishant Sharma: Yes. You have some more?

Hiral Nandu: Yes, but not related to this. Maybe another one. So, maybe I want to listen first on this.

Nishant Sharma: So, from the plastic and this metal recovery, the process is still ongoing. So, revenue generation from plastic will definitely happen in this financial year. From the metal part of it, we don't see anything happening before even the plant setup and everything will go up to the end of next Financial Year or something prior to that. So, it may not be something before Financial Year ‘27-28. So, that is the timeline where we are thinking where we will start for this metal recovery. For the plastic, definitely we have done some trial productions and everything. We have our people there in place. So, now how to take that forward? We are working on those lines and what numbers can be achieved out of it. But you can reasonably expect anywhere between Rs. 3-Rs. 5 crores of revenue per month from those because it is a fast processing. It doesn't take so much time and it is a fast moving production item. And anywhere between 5%-10% would be the kind of margin that we can expect. And in addition to that, we can have some what you can call, I don't remember the exact name of this entitlement. Government gives some name to that particular.

Hiral Nandu: EPR.

Nishant Sharma: EPR, yes. So, that will be achieved from this.

Hiral Nandu: You are saying plastic could start from?

Nishant Sharma: These two projects are not factored into the current year numbers for FY '26. Maybe some Rs. 5-Rs. 7 crores may come from plastic in this year, but I am not sure about it. But next year onwards, definitely we can expect numbers on plastic, definitely in the next year.

Hiral Nandu: And in that Rs. 200 crore or whatever order, we were expecting whether this number were also included or they are over and above that?

Nishant Sharma: No. That is something of, because the Rs. 200 crore, we think Felix Industries India and Oman and Rivita, and these would be able to achieve that. And plastic would go beyond that, but we don't want to give any, at least as of now, any guidance unless we do a full-fledged production on that side.

Hiral Nandu: Great. Understood. Just second question. Just wanted to understand how we are accounting the forfeiture of the warrants, which happened this last quarter. So, how we are accounting the revenue from that or the onetime income from that?

Nishant Sharma: That has been credited to, I think, the capital reserve, means it has been credited to capital reserve.

Hiral Nandu: Is it an income part this quarter or?

Nishant Sharma: It is not reflected in your P&L. It is an adjustment to the balance sheet.

Hiral Nandu: That is not as an income. It is taken as a capital.

Nishant Sharma: Yes. It is directly adjustment on the balance sheet.

Hiral Nandu: Got it. Thank you and all the best.

Nishant Sharma: Thank you.

Moderator: Thank you. Our next question is from the line of Zohaib Rashid from Swinglist. Please go ahead.

Zohaib Rashid: Hi. Thank you for taking my question again. I just wanted to know, sir, can you spend 2 minutes on what is Aiwasun what we have mentioned in the presentation? Is it, under it, we are selling water solution product as a product we are selling and how does it align with our core operation of EPC and providing water solution?

Ritesh Patel: No, I didn't get you. What YSL? I missed out on that.

Nishant Sharma: Are you talking about Aiwasun?

Zohaib Rashid: Yes, Aiwasun.

Ritesh Patel: Rosoft and Aiwasun are both home-use technologies offered by Felix. Rosoft provides a complete process for delivering clean, safe, and potable water for household use. Aiwasun is a heat pump system that supplies hot or cold water based on the surrounding air temperature.

Zohaib Rashid: So, that was barely audible. And, sir, in the order book slide where we have mentioned recent trends of steel sector company, it says EPC plus OEM and the order size is approximately Rs. 1.43 crore. And so it says 2-3 months contract. So, is it 2-3 just for EPC or is it plus OEM? And Rs. 1.43, the order size, is it including OEM or is it excluding OEM?

Nishant Sharma: Just a minute. Let me check which order. Just a minute. 1.43, this is 75 KLD, zero liquid discharge, steel sector, which is ordering.

Ritesh Patel: This is a Steel Contract on an EPC basis, and Operation & Maintenance will commence after the plant installation

Moderator: Pardon me, sir. We are not getting good audio from your line. Very sorry, sir. We are not getting good audio on your line.

Nishant Sharma: So, this is an order from a steel company here. So, it is basically an EPC contract and O&M once the installation is come, but this is purely the Rs. 1.43 is the EPC order value.

Zohaib Rashid: And it is the above order though that is BOO, that is all for just for the BOO, right? And these contracts, they will be having O&M as well going forward, right?

Nishant Sharma: Yes. So, these like BOO, yes, Rs. 2.2 crore, Rs. 1.87. So, these are all contracts from oil and gas. These are related to this Rivita. These are orders where we would be doing, these are revenues from Operation and Maintenance only. These 2.2 and 1.9 and 1.87.

Zohaib Rashid: So, we won't be getting Operation and Maintenance in this one?

Nishant Sharma: So, now these are operations, 3 years contract.

Ritesh Patel: Yes, these are 3 years contract and already in the presentation, in the latest presentation, I added the pictures. These plants are at place. One of them is operating and two of them are getting operating this month.

Zohaib Rashid: Thank you. Thank you so much.

Moderator: Thank you. Ladies and gentlemen, we will take that as a last question. I would now like to hand the conference over to Mr. Ritesh Patel for closing comments. Over to you, sir.

Ritesh Patel: Thank you and thank you everybody for joining us. We will be interacting very soon. I would like to thank everybody. Thank you for joining us and I hope we have been clear in expressing what all questions or doubts you had. So, with that, I am grateful to have you here. Thank you so much. Thank you.

Moderator: Thank you. On behalf of Felix Industries Limited, that concludes this conference. Thank you all for joining us, you may now disconnect your lines.