Operator: Ladies and gentlemen, good day and welcome to the Q2 FY27 earnings call of Refex Industries Ltd. As a reminder, all participant lines will be in listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star, then zero, on your touchtone phone. I now hand the conference over to Ms. Vidhi Vatsa from {? MUFG InTime ?}. Thank you, and over to you.

Operator: Thank you, {? Nelsha ?}. On behalf of {? MUFG InTime ?}, I welcome you all to the Refex Industries Ltd. Q2 and H1 FY27 earnings conference call. On the management side, we have Mr. Dinesh Kumar Agarwal, Whole-Time Director and Chief Financial Officer, and Mr. Sohan Lal Jain, Head of Accounts and Taxation.

I hope everybody had an opportunity to go through the investor deck that we have uploaded on the exchange and on the company's website. I would like to mention a short disclaimer before we begin the call: this call may contain some forward-looking statements, which are completely based on our beliefs, opinions, and expectations as of today. These statements are not a guarantee of our future performance and involve unforeseen risks and uncertainties. With this, I now hand over the call to Mr. Dinesh Agarwal. Over to you, sir.

Dinesh Kumar Agarwal – Whole-Time Director and Chief Financial Officer: Thank you very much, Vidhi. Good morning, and thank you for joining us for Refex Industries Ltd.'s earnings call for the second quarter and half year ended September 30, 2026.

The quarter reflected solid execution in our established business and encouraging early progress in the new one. Let me take you through the developments across our business segments, starting with ash and coal handling.

India's growing power demand, continued dependence on thermal power generation, and plans to further increase the capacity of coal-based power plants to 150 GW by 2035, compared to the earlier envisaged 97 GW, continue to provide a strong structural growth opportunity for our business. Stricter environmental compliance requirements and the financial consequences of non-compliance are also making ash management and complete ash utilization a critical operational necessity for thermal power plants, and accelerating the shift towards outsourcing to organized players with proven execution capabilities, strong logistics infrastructure, and robust compliance credentials.

This quarter of the year has always been tough for us, with monsoon conditions in the northern, northeastern, and central parts of India directly impacting our execution volumes and consequently impacting revenue. Rainfall, waterlogging, and transportation constraints temporarily reduce the volume that we handle on a day-to-day basis. Therefore, quarterly performance needs to be viewed in the context of seasonal operating conditions.

Despite these weather-related challenges, we have made healthy year-on-year progress, with revenue up by 36% and PAT up by 13% in Q2 FY27, and PAT up by 56% in H1 FY27 on a year-on-year basis. This reflects the strength of our underlying business, execution capabilities, and growing order pipeline. As conditions bounce back, our focus remains on accelerating execution,

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mobilizing newly secured orders, and converting opportunities into profitable growth.

The focus on developing integrated ash-handling contracts has been high, and we are working in multiple states to convert opportunities into orders. We will continue to exercise discipline in our bidding, pricing, and commercial arrangements with clients, with an emphasis on sustainable margins, operational efficiency, and timely realization of revenues.

Moving to our next area of focus, I would like to highlight our entry into the ready-mix concrete business, an important strategic step that represents a natural forward integration for our existing ash-handling business. By expanding our presence downstream into the construction material and infrastructure ecosystem, we aim to strengthen ash utilization, access new markets, and create complementary revenues for growth, while leveraging our existing expertise in logistics, material handling, and industrial operations to build an integrated presence across the value chain.

The Indian RMC market presents a significant opportunity driven by infrastructure development, urbanization, and increasing demand for quality-controlled concrete. Industry estimates indicate that the market is expected to grow from approximately 240 million cubic meters, valued at 1.25 lakh crore in 2025, to 370 million cubic meters, valued at 1.74 lakh crore by 2031, representing a CAGR of 7% year-on-year.

Our first RMC plant at Charholi, Pune, commenced operations on September 25, 2026, followed by Hoskote in Karnataka and Kalyan near Mumbai. We are progressing with a phased rollout across Mumbai, Bangalore, Hyderabad, Kolkata, and Chennai. The business is being led by Mr. Anil Kulkarni, an industry veteran bringing 30 years of experience and leadership to this business expansion.

Our differentiation in the RMC business will be built around sustainable concrete solutions, advanced technology, and customer-centric innovation. We are promoting green concrete through greater fly ash utilization, supporting the cement industry's decarbonization efforts, while developing fly ash-blended concrete for enhanced durability in conditions of water scarcity and deteriorating groundwater quality. Technology and automation will be central to our operational model, with a focus on fully automated, technology-enabled, and manless RMC plants to address labor shortages, improve operational efficiency, and ensure consistent quality.

Alongside this, we intend to move beyond commodity-based raw material supply towards solution-led, customized concrete offerings tailored to specific customer needs, construction applications, and project requirements, creating greater value through product performance and application expertise. To support this ambition, we are building an integrated technology platform covering batching, logistics, procurement, and financial reporting, alongside stronger capabilities across sales, quality, and operations in the RMC business. We intend to create a scalable operating model with a commitment to 100% on-time delivery and zero Q failure across the operating model, and not just at individual RMC plants.

Importantly, we are adopting a capital-light, lease-based model that enables us to scale without significant investment in fixed assets. We believe this is the right way to build the business: scaling operations, selectively expanding into attractive markets, and maintaining financial discipline as we grow. While this new business will require disciplined execution and a clear focus on unit

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economics, we will balance growth opportunities with capital efficiency, working capital discipline, and sustainable profitability.

Overall, we remain focused on strengthening our core ash and coal-handling business while building RMC as a complementary growth engine. We believe that forward integration will create additional growth opportunities and support sustainable value creation for our shareholders.

Moving to our next business, which is the wind turbine manufacturing business, the industry continues to witness strong momentum supported by India's renewable energy ambitions and an improving project execution environment. India added approximately 1.8 GW of wind capacity during the July to September 2026 quarter, reflecting growth of 30% sequentially and 21% year-on-year. As a result, the country's total installed wind capacity reached 59.2 GW as of September 2026.

Looking ahead, the growth outlook remains favorable, with the Ministry of New and Renewable Energy indicating that India could add up to 8 GW of wind capacity during FY27, compared to 6 GW during FY26. This strong pipeline is expected to support increased equipment demand and project activity across the wind energy value chain.

With this structural tailwind, we see early and positive signs from customers, with positive progress towards our order discussions and execution, as well as securing new orders. We remain focused on delivering our existing order book while strengthening our manufacturing and indigenous capabilities.

The business continued to make steady progress during the quarter, with deliveries gaining momentum and initial supplies completed for all three customers: Torrent, KPI Energy, and Jindal. Project execution is advancing across customer sites, with foundation and erection activity underway in line with the delivery schedule. In parallel, the company is progressing on technology transfer and indigenization initiatives, including the development of domestic manufacturing capabilities, while strengthening its leadership and execution team with experienced industry professionals to support the next phase of growth.

Coming to our green mobility business, our priority is profitable growth. We are pursuing it through four initiatives.

First, driver-attached supply. We are moving from our own vehicles to a driver-cum-owner model and third-party supply, with the same quality and service standards for every vehicle. This turns fixed ownership costs into variable payouts, increasing the driver's stake in the business.

Second, contract discipline. We are taking up only margin-accretive contracts and high-liquidity contracts, and are exiting legacy contracts that typically lost money for us.

Third, operational density. As our vehicle network grows denser in each city, our fleet utilization is improving, in turn increasing our earnings.

Fourth, automation. We are automating operations across billing, collections, driver payouts, and maintenance to reduce leakages and keep overheads from growing as fast as volume.

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On the revenue side, we are scaling the corporate rental segment alongside the employee transport segment, which anchors steady, long-term demand. We are also adding demand-channel partnerships and integrating with technology-enabled fleet management, tying this together.

On the demerger process, we have completed key procedural milestones, and final approval from the Honorable NCLT is currently awaited. The matter is listed on November 11 in the coming month. Subject to the necessary regulatory approvals and completion of the remaining formalities, we expect this demerger process to be completed within the next 2-3 months.

I will take you through the financial performance of the company for the quarter ended September 30, 2026. On a standalone basis, revenue from continuing operations is 560 crore, compared to 411 crore on a year-on-year basis, which represents 36% growth. EBITDA stands at 91 crore, compared to 74 crore on a year-on-year basis, with EBITDA growth of 22% year-on-year. The current-year EBITDA margin is 16%. Profit after tax is INR 60 crore, compared to 53 crore on a year-on-year basis, which represents 13% PAT growth year-on-year.

For the half year ended, standalone revenue is 1,179 crore, compared to 760 crore in the previous half year on a year-on-year basis, which represents 55% revenue growth. EBITDA is 196 crore, compared to 114 crore on a year-on-year basis for the half year, representing growth of 72% year-on-year. Profit after tax is 133 crore, compared to 86 crore on a year-on-year basis, which represents 55% growth year-on-year. There is also an increase in the PAT margin compared to the previous half year for the same period.

Our balance sheet continues to remain healthy, and we remain committed to maintaining financial discipline while simultaneously investing in growth opportunities across our businesses.

For the wind energy business, revenue for the quarter is 201 crore, compared to 297 crore in the previous quarter. EBITDA is 11 [cut off]

Management: Generated 11.32 crore, compared to -3 crore in the previous quarter. For the mobility business, revenue for the quarter is 36 crore, compared to 33 crore in the previous quarter. There is growth of 10% compared to the previous quarter. We have achieved positive EBITDA in the mobility segment in this quarter, and we have achieved EBITDA of 1.3 crore, compared to 0.8 crore in the previous quarter. In this business, we can see the path to profitability. Our leadership team is fully committed to bringing the mobility business to positive PAT-level profitability within a year's time. With this, I request the operator to open the floor for the question-and-answer session. Thank you.

Operator: Thank you very much. We will now begin the question-and-answer session. Anyone who wishes to ask a question may press star and one on their touchtone telephone. If you wish to remove yourself from the question queue, you may press star and two. Participants are requested to use handsets while asking a question. Ladies and gentlemen, we will wait for a moment while the question queue assembles.

The first question is from the line of Uday {? Thangavel ?} from {? Thinkpoint X Capital ?}. Please go ahead.

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Uday {? Thangavel ?} - {? Thinkpoint X Capital ?}: Hello, sir. Regarding the wind energy business, we have been talking about the orders getting finalized soon. What exactly is the pipeline for next year, and how soon would the order get finalized? Are the ROW issues or land issues, or price negotiations? What stage are we at?

Management: We are in the final stage of price negotiations. Project execution, ROW issues, or land issues will not come to us because we are only the equipment supplier. We are in the final stages of price negotiations for a large-volume order. We should close it within the next 30-45 days, and we will announce the same to the exchanges.

Uday {? Thangavel ?} - {? Thinkpoint X Capital ?}: Okay, sir. Thank you. Regarding the backward integration in the wind energy business, what steps are we taking, and when can we expect to see the margins coming in? What would be the ideal margin we are targeting 2-3 years down the line?

Management: Backward integration, or what we can call setting up an indigenous manufacturing plant, is in full swing. The manufacturing plant should be operational within 12-14 months, and the impact of that on profitability will take another 6 months after that. Certainly, there will be a good impact on profitability after a year to a year and a half in the books of accounts.

Uday {? Thangavel ?} - {? Thinkpoint X Capital ?}: So, sir, when we look at INOX and Suzlon, they make margins of 17%, 18%, and 20%. Is that our aspiration as well or [cut off]

Management: That is the aspiration, but they are already more mature in terms of localization. It will take some time to achieve that, but that is the aspiration.

Uday {? Thangavel ?} - {? Thinkpoint X Capital ?}: Thank you, sir. With respect to RMC, you just said that it is a new segment we have entered. What is the thought process? What potential revenue or EBITDA margins are we looking at? Will we face competition from the cement players? What is our edge and outlook for it?

Management: We already work as ash suppliers to infrastructure companies, and we also supply to existing RMC plants in India. This is more of a forward integration for us. We will have better margins compared to those who are currently present in the RMC business. We are purely going with a zero-capex, asset-light model. Also, with respect to personnel, it will be more of a technology-driven approach rather than a people-driven approach in RMC, and we will have an edge over existing players in terms of operational execution capability.

It will take another 3-5 months for the impact on profitability because it takes time to set up each plant. We see very good growth in this segment because it is a natural forward integration and a natural fit for us in this business. Although this is a new business, operationally we have already been working with RMC plants for the last 1 year and with infrastructure companies for the last several years.

Uday {? Thangavel ?} - {? Thinkpoint X Capital ?}: Okay, sir. Thank you. Potentially, 2-3 years down the line, could this be as big as the coal ash business?

Management: It should be. It should be. That is what we are working towards.

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Uday {? Thangavel ?} – {? Thinkpoint X Capital ?}: Great, sir. With respect to the coal ash business, the core business, how do we see growth going forward? I think we had a good growth aspiration for this year. How is that shaping up, and what about the coming year as well?

Management: As we have spoken about in the earlier call also, we will have 20–25% revenue growth in the coming year.

Uday {? Thangavel ?} – {? Thinkpoint X Capital ?}: Okay. So we can take that for this year as well as next year?

Management: Yes, sir.

Uday {? Thangavel ?} – {? Thinkpoint X Capital ?}: Okay, sir. Thank you. Thank you, and best of luck, sir. I will come back in the queue.

Operator: Thank you. The next question is from the line of Deepak Poddar from Sapphire Capital. Please go ahead.

Deepak Poddar – Sapphire Capital: Am I audible, sir?

Management: Yes.

Deepak Poddar – Sapphire Capital: Thank you very much, sir, for this opportunity. I just wanted to understand, first, on the wind side, regarding the price negotiation you were referring to, what is the quantum? Is there any rough range of the order we are looking at?

Management: It is a good quantum. It is a very good quantum, and we expect it to be a substantial quantum, Deepak.

Deepak Poddar – Sapphire Capital: Is it higher than your existing order book? Our existing order book is close to 1,100, correct?

Management: It is somewhat close to the existing order book.

Deepak Poddar – Sapphire Capital: So 1,100 is our existing order book in wind, correct?

Management: Yes.

Deepak Poddar – Sapphire Capital: Understood. Is there any more pipeline in the ash and coal business order book as well? Currently, it is about 1,700–1,800. Can you throw some light on that? [cut off]

Management: Yes. It is more tender-based compared to wind. We have already participated in large tenders. We expect all those tenders to open in the coming 1–2 months. Every week or every 10 days, new tenders keep opening and we keep submitting bids. Small orders of 50 crore to 100 crore will keep getting announced every week.

Deepak Poddar – Sapphire Capital: Also, sir, do we have a benchmark? Every quarter, do we look to add around 400–500 [cut off]

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Management: It is purely tender-driven.

Deepak Poddar – Sapphire Capital: Okay. Fine.

Management: It is purely tender-driven. Although we have a target, it is very difficult to predict the value of the total tenders. However, whatever we execute, we try to add more than that.

Deepak Poddar – Sapphire Capital: Understood. On the wind side, regarding margins, I think we had earlier said that by year-end we would look to have perhaps a 4-5% PAT margin. Now the scale is also increasing. We have executed around 500 crores in the first half. Where do we stand? Are we still looking at a PAT margin of 4-5% by the end of FY27?

Management: We had referred to an EBITDA margin of 4-5%. A PAT margin of 2.5-3% will be there in the current financial year. In the coming financial year, up to the half year, it will be at that level. After that, the margin will further improve due to indigenization. It will improve further.

Deepak Poddar – Sapphire Capital: So this year we are still targeting an EBITDA margin of 5-6% and a PAT margin of 2-3% in the wind business?

Management: 4-5%.

Deepak Poddar – Sapphire Capital: 4-5% EBITDA?

Management: Yes.

Deepak Poddar – Sapphire Capital: Understood. Regarding execution, we had earlier said about 1,800 crores of execution in wind this year, correct?

Management: No. We had earlier said that we would complete the entire order book, which is currently around 1,100-1,200 crore. We will do business of 1,300-1,400 crore in the current financial year.

Deepak Poddar – Sapphire Capital: In the first half, we have already done close to 500 crores, and we have 1,100 crores of additional orders. We do not expect these 1,100 crores to be executed [cut off]

Management: Only part of it will spill over into the coming financial year. A large part will be executed in the current year.

Deepak Poddar – Sapphire Capital: The current year. So we are targeting execution of 1,300-1,400 crores?

Management: 1,300-1,400 crore for the complete financial year.

Deepak Poddar – Sapphire Capital: Got it. Just one last thing on the coal ash business. You mentioned to the previous participant that we are looking at 20-25% CAGR in terms of growth, correct? In the first half, we have grown this business by about 53%, correct?

Management: Yes.

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Deepak Poddar – Sapphire Capital: So this year, do we expect higher growth for coal? We have already done quite well in the first half, correct?

Management: That is the target, but from a guidance perspective, we will maintain 20–25%. Q2 is always lower for us due to the monsoon. However, we were able to execute in the new geography where there is less rain, especially in the South. This positively impacted our revenue and profit.

Deepak Poddar – Sapphire Capital: But we still grew very well, correct? In the first [cut off]

Management: Yes, we have done well on a year-on-year basis. We expect this growth momentum to continue.

Deepak Poddar – Sapphire Capital: To continue. Ideally, can we beat that range this year, FY27? I am not talking about FY28, but this year, because we are much higher in the first half, at 53%. Can we beat the 20–25% range? [cut off]

Management: If you look at absolute terms, H2 last year was substantially higher compared to H1 of the previous year. That is the reason we can safely assume 20–25% growth year-on-year.

Deepak Poddar – Sapphire Capital: Understood. What volume are we doing right now? Around 70,000 tons?

Management: Q2 was quite low.

Deepak Poddar – Sapphire Capital: Yes.

Management: It was around 35,000–40,000 tons.

Deepak Poddar – Sapphire Capital: Yes.

Management: However, the volume has started going up. Although there has been heavy rain for the last 1 week, the volume has started increasing.

Deepak Poddar – Sapphire Capital: So by the fourth quarter, the target of 90,000 remains?

Management: Yes, that is the target.

Deepak Poddar – Sapphire Capital: That remains the target, correct?

Management: Yes, that remains the target.

Deepak Poddar – Sapphire Capital: I got it. That would be all from my side. I wish you all the best. Thank you so much.

Operator: Thank you. The next question is from the line of Saket Kapoor from Kapoor & Company. Please go ahead.

Saket Kapoor – Kapoor & Company: Hello, sir. Greetings. I hope I am audible.

Management: Yes, Saket.

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Saket Kapoor – Kapoor & Company: Firstly, when we look at our balance sheet, we have cash and cash equivalents to the tune of 322 crore and bank balance to the tune of 153 crore, whereas our finance costs have gone up on a quarter-on-quarter basis from 13 crore to 17 crore, and other income has declined. Can you please explain where I am missing something?

Management: Finance costs have gone up, but there is an impact on the gross margin. We have started paying all our vendors through the TReDS platform, which involves a certain cost. It benefits the vendor, and we are also getting an additional discount in the direct cost, which is having a positive impact on the gross margin at the COGS level. Therefore, the increase in finance costs is being offset, or we are receiving a greater benefit, at the COGS level.

There is a new platform called TReDS, which is only for MSME vendors. We are taking advantage of it rather than utilizing the cash balance available in the bank.

Saket Kapoor – Kapoor & Company: I did not understand the point, sir. Why would finance costs go up when we are getting this benefit and there are balances [crosstalk]

Management: Finance costs are a separate line item in indirect costs and will show an increase because of payments through the TReDS platform. Vendor costs in COGS are a separate line item in direct costs, which are showing a decrease.

Saket Kapoor – Kapoor & Company: Okay. But as we are making the payment, sir, [cut off]

Saket Kapoor – Kapoor & Company: Our cash and bank balance should be lower on that front. Why have they moved up?

Management: Because that limit is being paid through the TReDS platform rather than by utilizing the bank balance. The bank balance is subject to collections. On the day of the quarter-end, the bank balance may show a one-off position. Over a period of time, it is fungible. The balance keeps changing; it may be lower or higher. That is not uniform across the quarter.

Saket Kapoor – Kapoor & Company: The trade receivables have also ballooned to 1,251 crore. Our, our [cut off]

Management: That is because turnover has also increased, sir.

Saket Kapoor – Kapoor & Company: That is correct, sir. But our first-half revenue is 1,677 crore and trade receivables are to the tune of 1,250 crore.

Management: Yes, sir. It is the same receivable cycle of 120-130 days.

Saket Kapoor – Kapoor & Company: Coming to the other expenses line item, on a quarter-on-quarter basis, it has gone down from 23 crore to 11 crore. What explains this quarter-on-quarter movement in other expenses?

Management: If you remember, on the Q1 call we explained that Q1 had a one-time expense relating to bank processing fees. We changed from HDFC Bank to Indian Overseas Bank and Canara Bank. There was an impact of prepayment charges and processing fees of around 4.5 crore in Q1, which is not there in Q2.

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Saket Kapoor – Kapoor & Company: Even after eliminating that, expenses have gone down. Is that because of lower volume, or is there some proportional impact on other expenses?

Management: Travel expenses go down in Q2 during the monsoon period in the South. These are some of the impacts.

Saket Kapoor – Kapoor & Company: Can you outline how H2 should look? You alluded earlier to having a better Q2 in terms of higher revenue from the coal-handling and ash-handling businesses, as well as wind-energy orders getting executed. On a conservative basis, how should H2 look, and what should be the EBITDA margin trend because of higher operating leverage? Can you outline how the current H2 looks on a year-on-year basis?

Management: Our standalone EBITDA margin will be between 15% and 18%, which we have discussed during all the previous calls. This year's revenue growth will be between 20% and 25%. With respect to wind energy, as I mentioned earlier, we will complete the majority of the order book. A few orders will spill over into the first quarter of the coming year. PAT will be 2.5-3%, and EBITDA margin will be 4-5%.

Saket Kapoor – Kapoor & Company: Lastly, regarding green mobility, how does this business fit into the company's current activities? How does it complement our existing businesses in terms of the critical mass and scale we may be targeting? Although we are demerging it, management bandwidth will still be involved. What is the thought process regarding green mobility?

Also, regarding RMC, could you outline the margins of the largest players in the RMC segment, including the cement players? My understanding from various reports is that none of them make good money in the RMC part of their business. It is more about branding than a pure RMC play. I am referring to companies such as ACC and Birla Corp, although I may be right or wrong. Please correct me on these two points, because these businesses may act as anti-EPS-dilutive going forward in relation to the growth we are seeing in the remaining business. That is the thought process. Kindly clarify.

Management: In RMC, if you read the UltraTech balance sheet and the RDC Concrete balance sheet carefully, they are also making a profit of 10%, which is very much possible. They are making a 10% profit even though the majority of their units are making a loss at the unit level. This shows what kind of profit can come from RMC. It is not only about branding. If you look at their sales volume in the cement business, they actually sell more through RMC than through direct sales. It is a separate line of business for the cement company, and they make good money from it.

Coming to the green mobility business, from the management-bandwidth perspective, this business has a CEO, Mr. Anirudh Arun, and he has a very strong team. Mr. Meet Goradia, Ankit, Rohan, and Pashupati manage this business independently with very strong domain expertise. They will continue managing this business even after the demerger takes place. Anirudh Arun has very strong credentials in the same segment of the business. He is the CEO of this business.

With respect to the complementarity, in both the ash business and the RMC business, logistics is one of the important elements and plays a major role in delivering the service. Mobility is also more of a logistics business with a technology-driven approach. This complements the business, and it

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will also become a separate business because the customer segment will be completely different. That is the reason it will be demerged and become a separate listed company. Every shareholder of this {? company ?} will receive a proportionate share in the green mobility business. There are strong credentials, as you can see from the team leading the mobility business.

Saket Kapoor – Kapoor & Company: Just to add one point, I have one question for Mr. Jain. Over a period of time, we have seen that the valuation the company commanded a year or 18 months ago has declined, and we are trading at a lower P/E despite delivering the promised numbers and undertaking growth initiatives. What is management's understanding, as the largest shareholder, of the forward P/E currently reflected by the minority shareholders? Regarding the pledge as well, how are we progressing? Every quarter we receive an update on how things are expected to move forward. What is the thought process of Mr. Jain, if you could apprise us?

Management: Anish is not on the call today, so I will try to answer. Valuation is a market-driven, market-determined value. Our focus is only on building the business. We continue to focus on building the business with good profits, reporting results, and creating shareholder value. However, the market is not under anybody's control. It works based on various factors; it considers not only the results but also various geopolitical factors. Therefore, I would not like to comment on the market.

Coming to the share pledge, we need to divide the share pledge into two parts: what has been borrowed and utilized in the business, and another large segment, close to 400-450 crore, which has only been given as a secondary pledge for the acquisition of another business. A large amount of that pledge will be removed completely within 3-5 months, and you will see a significant drop in the pledge percentage. That is only a secondary pledge, and there is no challenge relating to it. That business is doing really well. No money has been taken and used elsewhere. Only a very small amount, close to 100 crore, has been borrowed. The rest is just a secondary pledge, which will be removed. It was taken at the acquisition stage to allow the business to stabilize, and it will be released within 3-5 months.

Operator: Sorry to interrupt you, sir. I would request you to rejoin the queue for a follow-up question. Ladies and gentlemen, to ensure that management is able to address questions from all participants in the conference, please limit your questions to two per participant. Should you have a follow-up question, we request you to rejoin the queue. The next question is from the line of Suhani Singh from ROS Capital. Please go ahead.

Suhani Singh – ROS Capital: Hi, sir. Good afternoon. I have two questions. With the company entering the RMC business, how [cut off]

Management: Suhani, can you speak louder?

Suhani Singh – ROS Capital: Can you hear me now?

Management: Yes, better.

Suhani Singh – ROS Capital: With the company entering the RMC business, how does management expect this new vertical to contribute to overall profitability and EBITDA margin?

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Management: [pause] The RMC segment will start contributing to overall profitability from the coming financial year. It will contribute a good amount to total profitability. In the current financial year, it will only involve setting up new plants and establishing the team across locations. However, we expect the business to have a real impact from the coming financial year.

Suhani Singh – ROS Capital: How much of the existing wind-energy order book was executed during Q2 FY27? If you could let us know, what is the expected execution trajectory for the remaining order book?

Management: I answered this question to the previous participant. We will execute a large part of the order in the current financial year. A small portion will spill over into the next financial year as per the contract terms. This business will grow substantially year-on-year because it is a new business. We are delivering as per the contracts and are on schedule. We are delivering all the orders. We have started delivering part of the order to KP Energy, Torrent, and Jindal. The balance will also be executed as per the customer schedule in the coming quarters.

Suhani Singh – ROS Capital: That helps. Thank you very much.

Operator: Thank you. A reminder to all participants to please limit your questions to two. The next question is from the line of Ankur Kumar from Alpha Capital. Please go ahead.

Ankur Kumar – Alpha Capital: Hello, sir. Thank you for taking my question, and congratulations on a good set of numbers. In terms of the core standalone business of ash and coal handling, you are saying that it will grow at 20–25%, but we have done really well in the first half. For the second half, what kind of growth should we expect in this segment?

Management: We expect to maintain the same level as H2 of last year and also achieve some additional growth. On a year-on-year basis, we will have 20–25% growth. We are trying to do better. As of now, our commitment is 20–25% growth, but we will have better numbers than in the last financial year. The business is doing well.

There are also certain factors, such as rain and other disruptions on the ground. We have established operations in more geographies compared to the previous financial year, which is helping us generate good revenue and deliver services to clients. We expect good growth momentum in the remaining part of the half year in the current financial year.

Ankur Kumar – Alpha Capital: Actually, 20–25% growth for the full year would mean not much growth in the second half. If 20–25% is for the full year, then second-half growth will not be very high. That is why I wanted to ask about this.

Management: Ankur, we will have very good growth. I do not want to commit to a specific number, but we will have good growth in H2.

Ankur Kumar – Alpha Capital: So 20–25% is for the full year, correct?

Management: Regarding H2, we have a good order book. We have a strong execution team. RMC is being added, and the team added to RMC is complementing the business in newer geographies, especially Karnataka and Maharashtra, where our presence was previously very limited. It is helping

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us. Both teams are working very well together, complementing and helping each other. We will have strong growth in the [cut off]

Management: {? 50 ?}, FY27.

Ankur Kumar – Alpha Capital: Sure, sir. Thank you, and all the best.

Operator: Thank you. The next question is from the line of Sajal Raj from Zentrol Finance Private Limited. Please go ahead.

Sajal Raj – Zentrol Finance Private Limited: Good afternoon, sir. Am I audible?

Management: Yes, sir.

Operator: Yes, sir.

Sajal Raj – Zentrol Finance Private Limited: My question is about working capital management. A lot of cash is getting tied up in working capital. What measures are you taking to improve working capital?

Management: This is more of a working-capital-intensive business. One of our USPs is to ease the working-capital burden for the vendor or partner who works with us. Another area where receivables appear high, especially in contracts, is retention money. The retention percentage differs from contract to contract, and there is a cycle and due dates associated with it. It takes time for collections to come, and this gets added to receivables and contract assets, making them appear high.

However, if you look at the cash flow, regular cash generation and operating cash flow are very strong. The business is doing well in terms of cash flow. We manage working capital very tightly. Considering our borrowings, we maintain a very low borrowing cost compared to the industry, much lower than the industry. Given our competitive turnover, revenue, and locations, our working-capital cycle is well within controlled limits. We have zero bad debt.

Sajal Raj – Zentrol Finance Private Limited: No bad debt, zero bad debt?

Management: Yes.

Sajal Raj – Zentrol Finance Private Limited: What will be the working-capital days target for FY27? Is there any ballpark number you are targeting?

Management: It will remain the same, at 130 days. Breaking that cycle is not easy. We are trying to introduce more automation so that billing and certification work happens faster. That part of the cycle is under our control; the rest is not under our control. The remaining part takes 30-60 days. If we break that cycle, the working-capital cycle can be brought down further. Billing and certification sometimes take 70 days, which impacts the overall receivable cycle.

Sajal Raj – Zentrol Finance Private Limited: Yesterday, we had the NCLT hearing on the demerger. What is the status?

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Management: It was adjourned to November 11. There was no sitting because the Honorable Judge was on holiday. It is now listed for November 11, 2026.

Sajal Raj – Zentrol Finance Private Limited: Thank you very much for taking my question. All the best.

Operator: Thank you. The next question is from the line of Sarthak Jain from {? Descalado Advisory ?}. Please go ahead.

Sarthak Jain – {? Descalado Advisory ?}: Hello, am I audible?

Operator: Yes.

Sarthak Jain – {? Descalado Advisory ?}: Good afternoon, and thank you for the opportunity. You have entered the ready-mix concrete business with the Pune plant starting operations in October. Could you share the plant's current capacity and utilization, and what level of volumes would be needed to make it profitable? Also, as you expand the business to other locations, should we expect significant additional investment for working capital requirements?

Management: I will hand over the call to Mr. Anil Kulkarni, who is the Chief Business Officer for the RMC segment. He will take up this question. Sir, the first question is regarding Pune. We started on October 1. What is the current volume we are doing, and what is our future capex? Is anything planned?

Anil Kulkarni – Chief Business Officer: Mr. Sarthak, this is an asset-light plant, so there is no capex as such in the plant. This is going to be our model for all the ready-mix plants that we establish across the country. As far as capacity is concerned, the plant has a capacity of 60 cubic meters per hour. It is neither very high nor very low. We should anticipate volumes of approximately 4,000-4,500 cubic meters per month from this plant alone.

Sarthak Jain – {? Descalado Advisory ?}: Okay, thank you very much.

Operator: Thank you. The next question is from the line of Smit Jain from Flawless Company. Please go ahead.

Smit Jain – Flawless Company: Thank you for the opportunity. Just two things. One is promoter pledging. As the market is falling, the collateral value, which is the share price, is also falling along with it. This can potentially trigger additional pledging or forced selling by lenders, which can cause severe distress even to fundamentally strong companies. Close to 50% of the promoter's holding is still pledged. As shareholders, how should we assess the associated risk? Could you provide some clarity on why it is pledged and the overall structure?

Management: Mr. Smit, you must have seen that despite the share price falling, almost no additional pledge has been created. That reflects the confidence lenders have in the promoter. Second, these are not borrowings as such. We have to divide the pledge into three buckets.

The first is where money has been borrowed. The second is where borrowings have happened and the pledge has been given to acquire additional shares from the market, which we disclosed during

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the last quarter. The third bucket is only a secondary pledge for the acquisition of a new business. The acquisition of the new business represents the substantial pledge, which I clarified in the earlier call. That pledge will be removed. We have started repaying the principal. A small amount of principal has already been paid, more will be paid in the coming months, and over a period of 3-5 months that part will be completely removed.

With respect to the borrowings, there is a due date every month, and the installment amount is being paid and reduced month-on-month. The pledge will remain, but it is being reduced. We expect the third bucket, which relates to borrowed money, to be completely cleared over a period of 12-24 months. The large part will be closed within 3-5 months, and the balance will be closed within 12-24 months. There is nothing to worry about. Despite the share price falling, lenders are with us, and they know that we are paying on time every month.

Smit Jain – Flawless Company: Just for our comfort, I wanted to understand this. Since market movements are not in our control, even if the share price falls further by 20%, 25%, or 30%, is there no risk of forced selling by lenders that could again trigger a [cut off]

Management: That will never happen with Refex. That will never happen with Refex. Refex as a business is doing well. At the group level also, we are well-capitalized, with substantial cash held at the holding company. That is the reputation we carry as a group. There will not be a single share subject to forced selling at any point in time, regardless of any fall in the share price, which is not under our control.

Despite that, rest assured that there will not be a single share sold. Forget about any pledged selling; there will not be a single share sale by any lender. We have a very good business across the group, and we are confident that our listed company will also do well.

Smit Jain – Flawless Company: Thank you. That gives comfort. The second point, although you have addressed it, is receivables. You have said that 120 days is a typical credit cycle that we extend to our debtors. Is there a percentage of current receivables that is overdue beyond the normal credit period we usually extend to customers? Is everything within the expected range at this point? Could you provide some clarity on that?

Management: There is zero overdue amount. There is also zero amount at risk where there is a possibility of any bad debt. All collections are coming within the required time. The current challenge is only billing on time because certification takes time. The certification has to be foolproof and supported by all the required documentation, which takes time. We are introducing automation and documentation processes to do this faster. Otherwise, there is zero overdue amount; not even 1 rupee is overdue, and there is not even 1 rupee at risk of becoming bad debt. Collections in the business are watertight and doing really well. You can see that from the cash flow.

Smit Jain – Flawless Company: When we say that there is no risk of overdue amounts, is it because these are government-backed institutions from which we are going to collect, or what exactly gives us the confidence that there will not be overdue amounts?

Management: That confidence comes from delivering execution on time. We are not delaying our execution, which gives us confidence that our collections will also not be delayed.

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Smit Jain – Flawless Company: These are all reputed parties, where the amounts under discussion should not be difficult for them to pay?

Management: Yes.

Smit Jain – Flawless Company: Perfect. Thank you very much, and thank you for supporting this view.

Operator: Thank you. Due to time constraints, we will take this as the last question for the day. I now hand the conference over to the management for the closing comments.

Management: Thank you very much for your time, and thank you for joining the call and asking us all the questions. We are available to answer all questions. Mr. Gautam Jain, Vice President, along with {? Pankti ?}, supports our Investor Relations team. Both of them are based in Mumbai. Anyone can reach out to them at any time for further questions or clarification. Their number is also available in the investor presentation, and anyone can contact them. Thank you very much for your time.

Operator: On behalf of {? Antique Stock Broking ?}, that concludes this conference. Thank you for joining us, and you may now disconnect your lines.

Note: {? ... ?} indicates a figure or name where audio clarity was insufficient for confident transcription. Verify against the source audio or the company's published filings.

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