“Nupur Recyclers Limited

Q2 & H1 FY27 Post-Results Earnings Conference Call”

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MANAGEMENT: **MR. RAJESH GUPTA – CHAIRMAN AND MANAGING DIRECTOR**

MODERATOR: **MR. ANAND VENUGOPAL – ADFACTORS PR**

Moderator: Ladies and gentlemen, good day and welcome to Q2 and H1 FY27 Post Results Earnings Conference Call of Nupur Recyclers Limited hosted by Adfactors PR. 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 the conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Anand Venugopal from Adfactors PR. Thank you and over to you, sir.

Anand Venugopal: Thank you. A very good afternoon to everyone and a warm welcome to the Q2 and H1 FY27 Earnings Call of Nupur Recyclers Limited. From the management we have with us Mr. Rajesh Gupta, Chairman and Managing Director. Before we begin the Earnings call, I would like to mention that some of the statements made during today's call may be forward-looking in nature and hence involves risks and uncertainties, including those related to the future financials and operating performance of the company.

Please bear with us if there's any call drops during the course of the conference call. We will ensure that the call is reconnected at the earliest. I now hand over the call to Mr. Rajesh Gupta, Chairman and Managing Director for his opening remarks. Thank you, and over to you, Rajesh, sir.

Rajesh Gupta: Thank you. Good afternoon, everyone and a warm welcome to the Q2 and H1 FY27 Earning call of Nupur Recyclers Limited. Our results press release and investor presentation are available on the stock exchanges and on our website. I hope you have had a chance to go through them.

I will keep my remarks in four points. First, a quick recap of how our business works. Second, our performance for the quarter and the half-year. Third, an update on each of our subsidiaries and our expansion projects and finally how we see the road ahead.

About business, as several of you are new to our company, so let me explain the business in three simple steps.

The first step is sourcing. We import scrap metal mainly zinc, aluminium, stainless steel and from developed from developed markets, the US, Europe, Middle East and Far East Asia and Australia, etcetera. Our diversified sourcing network across multiple geographies provides flexibility in procurement and help us manage potential supply disruption across individual markets.

The second step is sorting and supply. When the scrap arrives in India, Nupur Recyclers sorts and grade it. Part of it we sell directly to customers in the open market, the rest goes to our own group companies for further processing.

The third step is adding value and this happens through our three subsidiaries.

- Frank Metals Recyclers, the first one, where we own 80%, melts scrap and turns it into zinc and aluminium alloy, ingots, billets and now aluminium extrusion profiles used in real estate, solar and Mivan shuttering.

- Nupur Extrusion, the second one where we own 70%, shapes aluminium into profiles used in solar mounting structures and constructions.

- The third one is Tycod Autotech where we own 50% uses aluminium alloy from Frank Metal to make precision die casting, high pressure die casting and machine auto components for customers such as Tata Motors, Sundram, Havells and Endurance.

So simply put, we buy scrap from across the world, turn it into usable metal and increasingly turn that metal into finished products. The further down this chain we go, the more value we capture, the better it would be for our margins.

Regarding financial performance, let me now come to the numbers. All figures are on a consolidated basis. We delivered our strongest quarterly performance to date in Q2 FY27 reflecting the progress made across our four operations and value-added businesses.

Total revenue for the quarter was INR116.21 crore against INR51.68 crore in Q2 FY26, a growth of 124.86% year-on-year. EBITDA was INR15.73 crore against INR6.33 crore in Q2 FY26, which is a growth of 148.48% year-on-year. EBITDA margin was 13.54% up 129 basis points year-on-year.

Profit after tax was INR8.80 crore against INR4.33 crore in the same quarter last year, more than doubled with growth of 103.06%. PAT margin was 7.57%. The growth was led by four factors. First one is higher volumes in our core scrap business. Second one, a richer product mix as a higher share of our revenue came from the manufacturing-led value-added products. Third one, a growing contribution from our subsidiaries. And the fourth one is we use backward and forward integrations.

For the H1 FY27, total revenue was INR199.24 crore against INR104.71 crore in H1 FY26, which is growth of 90.27%. EBITDA was INR28.59 crore against INR12.41 crore in H1 FY26, which is growth of 130.34% year-on-year. EBITDA margin was 14.35% up 250 basis points. PAT was INR16.18 crore against INR8.38 crore in H1 FY26, which is growth of 93.19%. PAT margin was 8.12%.

Regarding subsidiaries' performance, now a brief update on each subsidiary -

The first one is at Frank Metal, revenue for the quarter was INR64.23 crore over new aluminum extrusion line with installed capacity of about 2,000 metric ton per annum was fully utilized in the quarter. 2,500 tons billets used to make extrusion. We are installing an additional aluminum extrusion line of 3,600 metric ton per annum. It's a six-inch line we import from China, this machine, and it's an automatic machine, which we expect to commission in Q4 FY27.

At Nupur Extrusion, revenue was INR13.48 crore with capacity utilization of 50%. We currently produce about 200 tons a month on our five-inch press. Our second automatic four-inch press is

under installation. When it is commissioned in Q1 FY28, it will add 150 tons a month and take our total capacity to about 350 to 400 tons a month.

The third one is Tycod. At Tycod revenue was INR15.83 crore, capacity utilization improved to 30% from 10% in Q1. As we began executing new orders from Sundram and Tata. Please note that Tycod acquired on September 1, 2025, contributed for the full quarter this year against one month in Q2 FY26.

Now expansion. Our LFP battery recycling plant. Let me now turn to what we see as our next big growth driver, the battery recycling plant. At Sampla in Haryana, we are building a 6,000 metric ton per annum plant to recycle lithium iron phosphate or LFP battery. LFP batteries are widely used in electric vehicles and in energy storage.

As the adoption of LFP batteries increases, the development of organized recycling infrastructure will become increasingly important to ensure efficient recovery and reuse of valuable materials. Our plant will use hydrometallurgy, which in simple terms means using a chemical process rather than burning to recover the valuable critical materials from used batteries. These include lithium-bearing material, iron phosphate, graphite, copper, aluminium, and by-product of sodium sulphate.

To give a sense of the value involved, the black mass we recover from used LFP batteries contains roughly 3.5% to 4% of lithium. The lithium carbonate currently sells at around INR1,800 to INR2,200 per kg. The plant is being developed directly under Nupur Recyclers Ltd, ensuring that the revenue and profitability generated by this business will attribute entirely to the listed entity and its shareholders.

The investment is about INR50 crore to INR70 crore and is being funded entirely through internal accruals. Construction is underway on a 5-acre land parcel with a covered area of about 1,35,000 square feet and we are on track to commission the plant in Q4 FY27. As more EVs come on the road and the battery waste rules become stricter, we believe this business can earn meaningfully higher margins than our existing metal scrap business.

A word on why this business has a long runway. Recycled aluminium needs about 95% less energy than primary metal. According to the International Aluminium Institute, that cost and carbon advantage is why more of our customers want recycled imports and our products go into automotive and EV components, solar mounting structures and construction profiles, which are among the faster-growing parts of the engine company.

Against that backdrop, we see three clear levers for growth. The first is operating leverage. Several of our plants are still not running at full capacity. As utilization rises, we can produce and sell more from the same fixed cost base and that should improve our margins. The second is new capacity. The additional capacity of Nupur Extrusion and Frank Metal and the LFP plant together add meaningful volumes over the next few quarters. They also move our mix further towards higher value products. The third is inorganic growth. We are evaluating opportunities to strengthen our position in recycling and in value-added products. We will be selective and will pursue an opportunity only where the strategic fit and the valuation makes sense. We will

update the market as and when anything materializes. Across all three, we will remain disciplined in how we allocate capital, fund our growth largely from our own accruals and keep our balance sheet strong.

With that, I thank all for your time and your continued confidence in Nupur Recyclers. I will now hand the call back to the moderator to open the floor for questioning. Thank you everyone.

Moderator: Thank you very much. We will now begin the question-and-answer session. The first question comes from the line of Vineet from Toro Wealth Managers. Please go ahead.

Vineet: Hi sir, a very good afternoon and congratulations for a good set of numbers. Sir, my question is with respect to the recent notification from the government side about banning the exports of black mass. So, sir, I just wanted to understand based on the past understanding of the business as well that you have a certain technology by which you can treat this black mass.

So how does this notification affect the entire industry and probably what is our position with respect to other companies engaged in this work?

Rajesh Gupta: So yes, a few days back the government gave a notification for the ban on export of black mass. So, for us it is good because either we will get a black mass at the lower prices from the market, those who are opening the battery in their factories and their plants and selling black mass in the market. This is one thing and the second thing maybe the battery prices will fall down from this level because there is no other facility where they can process this LFP battery black mass. So, we have the hydrometallurgy process in our own system. I feel that it is good for our company in that case.

Vineet: Can you please elaborate on how the technology difference that you have, how are you in a beneficial position as compared to the peers?

Rajesh Gupta: So as far as I know that we are the only one who has this technology for the LFP battery black mass processing through hydrometallurgy. So maybe in future other people will come then we have to be peer competition with our competitors who process this black mass. Right now we feel that we are the only one who will be available to process this black mass.

Vineet: Understood. So just concluding on my understanding you mean to say that other players who do not possess this technology were selling this black mass either exporting or either selling to some other players whereas you had the technology to process it to certain thing you could say which you were selling I guess.

Rajesh Gupta: Yes sir. We are able to process this black mass and we have that technology also in our hand. Pilot plant we already run it. So in the coming time in Q4 we will process it and we will be able to extract lithium and other critical metals from it.

Vineet: Understood sir. Okay sir that's it from my side. Thank you so much.

Rajesh Gupta: Thank you.

Moderator: Thank you. The next question comes from the line of CA Garvit Goyal from Serene Alpha. Please go ahead.

Garvit Goyal: Hi. Thanks for the opportunity and congrats for a good set of numbers. My first question is on the existing infra apart from lithium-ion battery plant. What can be the peak revenue that we can reach from that infrastructure and how fast are you seeing that ramping up? Can we do that ramp up in this financial year itself?

Rajesh Gupta: Sir can you please repeat your question?

Garvit Goyal: Yes sir. Actually my question is how much peak revenue can we achieve from your existing infra? And how much peak revenue can we achieve from the new LFP plant?

Rajesh Gupta: So the existing plant we can go up to INR1,000 plus crore of top line. And for the LFP battery recycling plant it's a 6,000 metric ton per annum plant. So we can go up to INR200 crore of top line with this LFP plant.

Garvit Goyal: So INR1,000 crore is it the correct number because in your PPT itself you have mentioned about 73% utilization.

Rajesh Gupta: So sir we have 3 subsidiaries in which our Tycod Autotech Private Limited is running at INR6.5 crore per month. And this company can go up to INR25 crore to INR30 crore. Frank Metal Recyclers Limited is running with about INR20 crore per month and it will go up to INR40 crore per month. And this LFP plant itself will give us INR200 crore. And we have another Nupur Extrusion Private Limited it will also go up to INR200 crore. So INR1,000 crore is not a big matter for us on the same infrastructure.

Garvit Goyal: Okay. So how the top line will be looking like for this financial year? Because what I understand is H2 will be better than H1 right? What will be your top line target for this year sir?

Rajesh Gupta: So we are expecting about INR400 plus crore of top line this year plus minus of 5% not more.

Garvit Goyal: Okay. Okay. Understood. And secondly you mentioned you are the only player with the technology for this black mass processing right? I think there is one company Recyclekaro. They are also claiming that they are having this technology. How we should look at that?

Rajesh Gupta: So I don't know what they are exactly doing. Either they are opening a battery and selling the aluminum, copper and other metals. But as far as I know in the market that we are the only one who have hydrometallurgy technology to extract lithium, iron phosphate, graphite and sodium all these metals from the black mass.

Garvit Goyal: Got it. And just last question. Is there any specific reason that this LFP plant is getting delayed? Because earlier we were speaking about Q3. Now we are pushing back to Q4.

Rajesh Gupta: We are in the process of installing the capacity and there is some boilers big tanks and other machines. So we are trying our best to run this in Q4.

Garvit Goyal: Okay. Thank you. I'll join back the queue.

Rajesh Gupta: Okay. Thank you.

Moderator: Thank you. The next question comes from the line of Vedant Sarda from Nirmal Bang Securities Private Limited. Please go ahead.

Vedant Sarda: Am I audible?

Moderator: Yes.

Vedant Sarda: Sir, on INR1,000 crore top line, what kind of calendar margin we are looking at?

Rajesh Gupta: Sir, your voice is very slow. It is not clear.

Vedant Sarda: Yes. Is it okay now, sir?

Rajesh Gupta: Yes.

Vedant Sarda: Sir, I was asking that you're talking INR1,000 crore top line from the existing infrastructure in coming years. So what kind of EBITDA margin we can expect?

Rajesh Gupta: We run our business on the basis of 7% to 10% of the PAT margin business. We are mostly debt free companies. So maybe there is some depreciation and other things. There is no such financial cost on our business. So it should be about 7% to 8% PAT margin.

Vedant Sarda: And what kind of ROCE we are looking at from our whole infrastructure?

Rajesh Gupta: Sir, return on capital, the last was 1.121x. Just a minute, please. I will give you this answer by one to one if you want, because I don't have right now earning per share. So it is 1.121 quarter basis. So I will get back to you on it by one to one. Okay?

Vedant Sarda: Okay sir, and the last question is by FY29, we will be very easily able to do INR1,000 crore kind of revenue.

Rajesh Gupta: Yes. So, we are planning on the same. Hopefully we will achieve this target of INR1,000 crore in FY29.

Vedant Sarda: Okay. Thank you so much, sir.

Rajesh Gupta: Okay. Thank you.

Moderator: The next question comes from the line of Vansh from Serene Alpha. Please go ahead.

Vansh: Thanks for the opportunity, sir. Am I audible?

Rajesh Gupta: Yes

Vansh: Yes, sir. Sir, my first question is on the revenue side. So we did INR190 crore of revenue in H1 FY27, right? And H2 will be better for us as compared. So while we are conservative on guidance, we are looking for INR400 crore for the full year. Why we are conservative on this?

Rajesh Gupta: So as you know that the metal scrap business is mostly of commodity. We are looking these numbers of conservative side maybe. We can go up by this, but the INR400 crore is the real target, what we will achieve on easily. So we always work on conservative guidance.

Vansh: Okay. And so, my next question is on the LFP plant that we are coming up with. So I would like to understand, where do we exactly want to position our company in the value chain? So are we end-to-end recycling model from battery collection to recovery of materials? Or are we on some part of the value chain?

Rajesh Gupta: No, we are not the part of the value chain, but we will buy the battery or import battery from the overseas and buy from the domestic also to get the EPR from the companies who are manufacturing the LFP battery in India. This is one.

Second one is we extract aluminium copper, then it will use in our own other subsidiaries company. And for the hydrometallurgy process, we can sell lithium, iron phosphate, graphite, sodium nitrite, and sodium sulfide. These are all in the domestic market itself. So we will create a value chain for our backward and forward integration for this company also.

Vansh: Okay. So for this, do we have the required registrations or the licenses for the new LFP recycling plant? Or are we getting the process of the same?

Rajesh Gupta: Yes, we need CTE, CTO, MOEF, hazardous waste, and all these things. So CTE, we already have and the once the machine is installed, we can go for the hazardous waste, MOEF, and CTO. So one by one, we can get these all licenses.

Vansh: So how much expected time that it will take?

Rajesh Gupta: MOEF license we'll get for the import purpose. We can get 3 to 6 months. The rest, we will get in Q4 definitely.

Vansh: So by Q4, are we able to start our plant?

Rajesh Gupta: Yes, yes. We will start plant itself in December end to open the batteries and extract the black mass from it. And the hydrometallurgy plant, we can start in Q4.

Vansh: Okay, sir. Thanks for answering.

Rajesh Gupta: Thanks.

Moderator: Thank you. The next question comes from the line of Anirudh Sharma from Akant Investments. Please go ahead.

Anirudh Sharma: Good afternoon, sir. Am I audible?

Rajesh Gupta: Yes.

Anirudh Sharma: Yes. So I had a couple of questions. So as the subsidiaries grow, which part of the business do you expect to earn most of the profit and will that change how the market values the company?

Rajesh Gupta: So as far as subsidiaries, our Frank Metal is doing well. We can get more revenue from Frank Metal. And the second one, we have Tycod Auto, we can get more revenue by the year end from this company also.

Anirudh Sharma: Okay, sir. Okay. And so where do you see the real competitive advantage? Is it the sourcing relationships or is it processing or customer approvals? And do you think your competitors can copy any of it?

Rajesh Gupta: So yes, because we are in this business from the last three decades, so we have a good sourcing. We have a good connection in the overseas market. So sourcing is not a big problem for us. And definitely we will get some reasonable price material from all the overseas market for our import. And regarding for the competition, there is an open market for everyone.

So, as far as for the metal scrap business, a lot of the companies are doing the same like us. But we are different that some of the margin is coming from the import and the rest we have sorting and manufacturing of billets, ingots. And again, forward integration, we are getting a big margins for the automobile sector also.

Anirudh Sharma: Okay, sir. Understood. So that's it from my side. Thank you for the opportunity.

Rajesh Gupta: Thank you, ji. Thank you.

Moderator: Thank you. The next question comes from the line of Raina Patel from Shah Family Office. Please go ahead.

Raina Patel: Good afternoon. Thank you for the opportunity and thank you for the detailed opening remarks, sir. I have two questions. My first question is regarding our Sampla LFP battery recycling facility. Sir, what is the latest progress on that regarding the expected commissioning timeline? Are we on track?

Rajesh Gupta: Yes, we are on track. All machines, tanks are already ordered and the commissioning will start by the end of this month. 1,35,000 square feet out of 60,000 square feet shed already completed and the rest are going on. And hopefully, we will start the battery cutting and opening process by end of December. And for the hydrometallurgy, we will start by Q4. So we are on our track, so that's not a big matter for us.

Raina Patel: Okay. That is wonderful, sir. And sir the second question is regarding since there have been geopolitical tensions and there have been shipping disruptions. So has it like impacted our raw material procurement, our delivery timelines, and how is the company ensuring uninterrupted supplies if that is the case?

Rajesh Gupta: So, because we are importing from all over the world, from US, Canada, Mexico, Europe, Middle East, Far East Asia and some discrepancy in Middle East, but there is a little bit delay on the vessels, but we are getting our material from the European and other countries. So, we never feel that we do not have a material in our yard or factories. So, it is running well, that's not a big issue.

Raina Patel: Okay, sir. That is it from my end. Thank you so much and all the best.

Rajesh Gupta: Great. Thank you.

Moderator: Thank you. The next question is from the line of Ishika Garg from VJ Investment. Please go ahead.

Ishika Garg: Hello, sir. So, my question is regarding LFP battery plant that we are having. Earlier you mentioned we will also be having pyro in this plant. So, if you could highlight why aren't we going with pyro and hydro and just hydro?

Rajesh Gupta: No, we are going with pyro and hydro both. So, the LFP battery recycling is in two parts. One is have to cut the battery to get the aluminium, copper, brass, and the plastic from it. This is one process. And the second process is the black mass, from the black mass to have to recover lithium, iron, phosphate, graphite, and other critical metals. So, there is two processes as earlier I told in September. So, we are following both pyro and hydro.

Ishika Garg: Okay, sir. And also, from the economics of the plant, I can get that the plant has good revenue, good margins, and margins better than our earlier businesses. So, why aren't we just focusing on this LFP business and come up with a huge capacity rather than 6,000 tons?

Rajesh Gupta: Yes. So, once we will commission this plant and will run for six months or a year, then we will expand the capacity of this plant also because we have the other spaces or other land bank also. So, that's not an issue for us. And for our bread and butter, we are more focused on our recycling business. So, for the recycling business, we will continue with the other expansion also. And once the LFP battery recycling plant starts, then after six months or one year, we can expand our capacity also.

Ishika Garg: Like if you can give an idea, how much can we take this 6,000 ton capacity to?

Rajesh Gupta: So, I feel that the next year, maybe in Q1 FY28 or maybe Q2 maximum.

Ishika Garg: And when can we expect the full utilization of this 6,000 ton plant?

Rajesh Gupta: So, in Q2 FY28, hopefully, we can utilize this 6,000 metric ton per annum plant. So, it's about I think 12 tons or 13 tons per day or 15 tons per day, using our hydrometallurgy to recycle the battery.

Ishika Garg: And sir, if you could give a breakdown of the INR50 crore to INR70 crore capex that we are doing?

Rajesh Gupta: So, it's about INR10 crore to INR15 crore for the land. And again, INR20 crore to INR25 crore for the construction of the building and the rest of the machineries. And INR20 crore to INR25 crore, we put for the opex also to purchase the battery and other things.

Ishika Garg: INR25 crore for opex?

Rajesh Gupta: Yes.

Ishika Garg: And sir, one question regarding our Frank metal business. So, there current run rate is INR25 crore a month. So, while we only did INR116 crore in Q1. So, how much we will be able to do it in the year?

Rajesh Gupta: In Frank Metal or in the total consolidated?

Ishika Garg: In the Frank Metal business.

Rajesh Gupta: So, Frank Metal from the last 3 months, it's running on INR20 crore per month of top line. So, hopefully, we will get for the next 6 months, maybe INR100 crore and INR120 crore of top line in Frank Metal. Because Nupur Recyclers selling some material to Frank Metal. Frank Metal again selling the material to Tycod or Nupur Extrusion. So, there is a business chain and every company is earning their own profit. So, that's why this is only of INR400 crore even Frank Metal is doing itself by INR150 crore to INR200 crore.

Ishika Garg: And sir, just last question regarding our lead acquisition, you said the MoU you were working on. So, if you could give some highlight on that.

Rajesh Gupta: No, I never said that we did the MoU for the lead company. We are in talk with few of guys for the acquisition and we are looking to acquire the other companies also for organic and inorganic role. So, hopefully, once we get, I will get back to you on it.

Moderator: We may request that you return to the question queue for follow-up questions as there are several participants waiting for their turn. The next question comes from the line of Divyanshu Agarwal, an Individual Investor. Please go ahead.

Divyanshu Agarwal: First of all, I want to congratulate you on your robust quarter 2 numbers.

Rajesh Gupta: Thank you.

Divyanshu Agarwal: And I have few questions. I would like to get some input from you: regarding the top-line anticipation of INR1,000 crore based on our current capacity does this figure include the LFP battery plant, or is that separate?

Rajesh Gupta: So, next year we are looking for INR700 crore to INR800 crore top line we are seeing from our other recycling companies and we are approaching for INR150 crore to INR200 crore for the FY28 from the LFP plant.

Divyanshu Agarwal: Okay. Sir, if you could tell us about the margin and profitability of LFP plant.

Rajesh Gupta: Sir, you can assume that if the battery is of INR100, I will not be able to talk on exact numbers but I can give you tentative idea. Yes, yes. So, if the battery is of INR100, then the cost of INR60 for the hydrometallurgy and cutting of battery and other process. And in that INR160, it is very easy to recover INR200 per kg from the material. So, I feel that we will be able to work on the margin of 30% to 40% in the coming time.

Divyanshu Agarwal: Okay. And 6,000 metric tons, as you just said, 6 months to 1 year we will utilize this plant fully. After that, we will think about further expansion.

Rajesh Gupta: Yes. So, our plant will be running at 6,000 tons. After that, we will go for its expansion. Sir, in the market, last year, there was 1,55,000 tons battery. Now, this year, 5,00,000 tons battery is coming out. So, there is a lot of material. We are not even just 1% of the market.

Divyanshu Agarwal: Absolutely, sir. So, sir, if we want to understand this thing differently, in the coming time, in the next year, out of all our business verticals, the most profitable will be LFP batteries on anticipation basis.

Rajesh Gupta: Yes, sir. That with our thinking, our LFP plant will be the most profitable. Yes, sir.

Divyanshu Agarwal: So, if we understand everything by blending it, then our gross margin on the blending and PAT margin, as you said that 7% to 10% PAT margin. So, if we focus this 7% to 10% towards next year, where we are targeting double our top line, and LFP's commercial production will also start. So, can we understand that our blended margin on EBITDA and PAT will also be positive?

Rajesh Gupta: Sir, PAT margin is expected along with LFP battery of about INR80 crore.

Divyanshu Agarwal: Next year?

Rajesh Gupta: Next year.

Divyanshu Agarwal: Okay. So, PAT margin, so that will be roughly around 10%.

Rajesh Gupta: So, sir, if I bring 7% on this and on LFP battery, I take out a margin of 25% to 40%, and I load it on this margin, then my overall tentative is INR800 crore to INR1,000 crore. Minimum, I will take out a PAT margin of INR75 crore to INR80 crore.

Divyanshu Agarwal: Okay. Great, sir. And sir, one last question. Yes, sir. How much can we anticipate the top line of Tycod Autotech Private Limited next year?

Rajesh Gupta: Sir, next year's top line of Tycod Autotech Private Limited will be about INR150 crore plus.

Divyanshu Agarwal: Of Tycod Autotech Private Limited. And what is the profitability of that year, sir?

Rajesh Gupta: Sir, we work on a 10% margin on that. On the PBT margin. And I feel that tentative profit should be around INR10 crore to INR12 crore.

Divyanshu Agarwal: And in that, our supply is through Tata only?

Rajesh Gupta: No, sir, The main supply is to Tata ACE that we provide in the Rudrapur plant, we provide 43 parts in Tata for the ACE vehicle. Apart from this, we are providing in Sundaram, which again, Sundaram supplies for Tata only, by making motors. So, we have got 7 more dies for them as well. And that business is growing.

Apart from this, our Endurance code has been opened. We have the code of Havells open. So, gradually, one by one, like in the last month, we have done about INR6.5 crore of business per month. When we acquired this company last year, we were doing a business of INR1.2 crore.

So, already, in one year, we have come up to 6 times with a profitable venture. So, this year, targeting more, one by one, we feel that by March, we can go up to INR10 crore to INR12 crore of top line.

Divyanshu Agarwal: Very nice, sir. Thank you, sir. All the best.

Rajesh Gupta: Thank you.

Divyanshu Agarwal: Thank you, sir.

Moderator: Thank you. The next question comes from the line of Manndira from Investor Wealth Management Private Limited. Please go ahead.

Manndira: Thank you for the opportunity, sir. I have just one question. So, if you could help me with the import potential, like what is the percentage of import material which was lost during the recycling and processing stage and what step is the company taking to minimize the losses and to improve the recovery rates?

Rajesh Gupta: So, we import 98% of raw material. We will not buy domestic material and we are sitting on 98% of our Nupur Recyclers and Frank Metal on the basis of the import only. And what is your next question?

Manndira: So, what step are you taking to minimize the losses and to improve the recovery rates?

Rajesh Gupta: So, why are the losses? I cannot understand your point.

Manndira: So, there might be some losses during the recycling and processing stage. So, how do you minimize this coming forward and how do you improve this thing?

Rajesh Gupta: No, but we are already a profitable venture. So, there are no losses in the recycling and other things. Because we are in the commodity market and the LME goes up and down and the prices are fluctuating. But we have that margin because we already have the subsidiaries and the forward integration in our subsidiaries. So, if there is a small price variation, we will recover it on the quarter basis. That is not a big problem for us.

Manndira: Got it, sir. Got it. That was helpful. Thank you, sir.

Rajesh Gupta: Thank you, ji.

Moderator: Thank you. The next question comes from the line of Jigar, an Individual Investor. Please go ahead.

Jigar: Yes. Hi, sir. Thank you for taking my question and congratulations, sir. Sir, I have two questions. One, there is a talk in the EU that they are thinking of banning scrap export starting from May next year, especially on aluminum. And as far as I see your presentation, we import about 5,000 tons from Europe. So, how are we going to diversify it if this ban comes? Because there is a talk on aluminum that it will happen initially.

Rajesh Gupta: So, sir, the thing to understand is that we import a lot of scrap from the US, from Mexico, from Canada. So, we have this market also open for it. Second one is that a lot of material comes from the Middle East. If there is a disruption in Europe, if there is an issue of some kind of export ban. So, it's very easy to manage from the Middle East, Far East Asia, from Taiwan, from Thailand and from the US also.

So, still not looking on it that if there is a scrap ban of aluminum from the EU. So, we have the other countries also. And if there is a ban, there will be a fluctuation in prices and everyone has to go in a win-win situation. So, our supplier and we both, market prices will increase or decrease, whatever happens. So, it doesn't feel like there is going to be an issue in raw material.

Jigar: Understood, sir. And second, when you were saying that the top line of INR1,000 crore is inclusive of lithium plant. So, this is FY29 or FY28 and what will be the split in this? So, INR200 crore will obviously come from LFP. How much will be Frank, how much will be Nupur Extrusion, how much will be standalone?

Rajesh Gupta: So, sir, what we are talking about is that in FY28, we are going to make a business of INR800 crore from our other companies, out of which INR300 crore to INR400 crore will be given to us by Frank Metal, INR150 crore will be given to us by Tycod Autotech Private Limited, INR150 crore will be given to us by our Extrusion plant and in standalone also INR100 crore to INR150 crore will be given to us by any trading business or selling business and INR150 crore to INR200 crore will come from our LFP battery. Then it is very easy to reach INR800 crore approximately.

Jigar: Understood. So, this can only happen in FY28 if your LFP plant is stabilized.

Rajesh Gupta: If LFP plant is stabilized, then we can achieve a target of INR800 crore easily.

Jigar: Okay. And sir, in this, when you are saying Tycod INR150 crore, so this is full, not the 51% stake sale, right? This is full Tycod Autotech sale.

Rajesh Gupta: I am referring to the entire sales of Tycod, because once you hold a 51% stake in a subsidiary, you consolidate its entire top-line into your own business, right? And the PBT margins are determined on a percentage basis. So, we will get the full top-line, along with whatever else that entails.

Jigar: Understood. And sir, lastly, if I see your segmental wise, the results you have given, subsidiary wise, so in that still, if you see Tycod, then profitability wise, it has come at a loss this quarter.

Rajesh Gupta: No, sir, I am stopping you in the middle. Sir, it is not at a loss because it has heavy machinery investment in it. So, its EBITDA margin is positive due to depreciation. That is why it is at a loss or in a very small margin.

Jigar: Okay, so now when the revenue will increase from the next quarter, eventually the profitability will increase.

Rajesh Gupta: Yes, yes. Because we have put INR7 crore to INR8 crore VMC, CNC and JITAI machines in it. So, in the last year, so that is why there is a hit due to depreciation.

Jigar: Okay, got it. Thank you so much. Best of luck, sir.

Rajesh Gupta: Thank you.

Moderator: Thank you. The next question comes from the line of Manan Dalal from Dalal Family Office. Please go ahead.

Manan Dalal: Sir, am I audible?

Rajesh Gupta: Yes.

Manan Dalal: Yes, sir. So, my first question is regarding like how does company differentiate between the subsidiaries and the group companies regarding the transaction and the disclosure of the inter-company transactions happening?

Rajesh Gupta: So, we already informed to the SEBI and the NSE that we have all the related parties because our model is that the Nupur Recyclers have a good capacity and capability to import from the overseas. So, most of our goods are imported in Nupur Recyclers and they sell their subsidiaries in the market. Forward integration for the looking.

Manan Dalal: Okay. And sir, my second question is regarding like how does management regarding the recycling regulations and extended producer responsibility, like EPR requirements, and what are the growth opportunities for the company in the future?

Rajesh Gupta: Sir, as for licenses, we already possess all the licenses required for recycling operations. Regarding EPR, there is currently no EPR mandate for zinc, aluminum, or stainless steel. If such a mandate is introduced, we will certainly take advantage of it. However, EPR does apply to LFP batteries. Once our plant becomes operational, we will secure EPR-related business from other companies, which will contribute to our revenue and profits. We have not yet factored this potential revenue and profit into our current presentations; once we commence operations and the funds begin to flow into our system, we will incorporate them.

Manan Dalal: Okay, sir. And sir, third question is regarding like are we expecting some fundraisers in future or sometime?

Rajesh Gupta: No, no. We are doing it from our internal accruals and whatever we earn in a year, we put in our subsidiaries and for acquiring the other companies. Right now, we are not going for fundraisers and the company has a sufficient fund to deploy it for the other subsidies, construction and other plant and machinery.

Manan Dalal: Okay. Thank you so much, sir.

Rajesh Gupta: Great. Thank you. Thank you.

Moderator: Thank you. The next question comes from the line of Jignesh Patel from Northstar Investments. Please go ahead.

Jignesh Patel: Hi, sir. I am, congratulations on a good set of numbers and thank you for the opportunity. I had only just two questions in my mind. First of all, sir, your profitability, is it mainly driven from manufacturing operations or traditional scrap business trading?

Rajesh Gupta: So, sir, it is coming from some scrap business trading. Mostly, it is coming due to forward integration which is in Frank Metal and others. So, it is a mix and match.

Jignesh Patel: Okay, sir. And in the future, sir, it will be a mixture according to you. What is your target?

Rajesh Gupta: Sorry.

Jignesh Patel: What is your target for the next three to five years?

Rajesh Gupta: Look, regarding margins we will continue to operate at these same margin levels. While I cannot provide a vision for the next four to five years, we will certainly keep building the business both organically and inorganically alongside our growth. Our goal is to maximize, not just in terms of the topline revenue, but also the bottom-line profit. Ultimately, it is only when the business generates profit that we, our shareholders, and the broader economy will benefit.

Jignesh Patel: Okay, sir. I am glad to hear that. And sir, in the next three to five years, sir, which of your business verticals will receive the highest investments from your side?

Rajesh Gupta: Sir, the biggest investment is in this LFP battery plant because we have made an investment of INR10 crore in Frank Metal for the exchange line, extrusion line. But in the LFP battery plant, the investment of around INR70 crore, this is the highest from our side.

Jignesh Patel: Okay. That's it. Thank you.

Rajesh Gupta: Thank you Jignesh.

Moderator: Thank you. Ladies and gentlemen, we will take this as the last question for today. I now hand over to Mr. Rajesh Gupta from Nupur Recyclers Limited for closing comments. Over to you, sir.

Rajesh Gupta: Thank you all for joining us today. Q2 was the strongest quarter in our history and we remain focused on our three priorities, higher utilization, new capacity at Tycod, Nupur Extrusion, and Frank Metal, and commissioning our LFP recycling plant by Q4 FY27.

For any further queries, please connect with our investment advisor, Adfactors PR. Thank you everyone for joining this meeting. Thank you, Adfactors.

Moderator: Thank you. On behalf of Nupur Recyclers Limited, that concludes this conference. Thank you for joining us and you may now disconnect your lines.

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