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September 25, 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 18th September 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 Thursday, 18th September 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: 2025.09.25 09:55:22 +05'30'

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

"Felix Industries Limited
Virtual Management Meeting"
September 18, 2025

MANAGEMENT: **MR. RITESH PATEL – MANAGING DIRECTOR AND FOUNDER – FELIX INDUSTRIES LIMITED**
MR. NISHANT SHARMA – DIRECTOR FINANCE – 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 Felix Industries Limited Virtual Management Meeting. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions. Should you need assistance, please signal an operator by pressing star then zero on your touchtone phone.

Please note that this meeting is being recorded. I now hand over to Mr. Sumedh Desai from Ernst & Young. Thank you and over to you sir.

Sumedh Desai: Thank you, Steve. Good evening, everyone. Welcome to Felix Industries Limited Virtual Management Meeting. 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 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 like to now invite Mr. Ritesh Patel to make his opening remarks. Over to you, sir.

Ritesh Patel: Thank you, Sumedh. Good evening, everyone. It is a pleasure to welcome you all and share our business performance and key developments at Felix Industries Limited. I would like to give a concise overview of Felix Industries Limited and our business.

Felix began its journey in 2010 as a visionary eco-tech startup with a mission to tackle pressing environmental challenges through science, sustainability and innovation. Over the years, we have transformed into a multi-segment environmental engineering leader, delivering end-to-end solutions across water and wastewater treatment, solid waste management, hydrocarbon waste management and plastic waste management. Today, we are a leader in environmental technology, delivering comprehensive solutions that transform waste into opportunity. Our vision is guided by a powerful, simple philosophy - Zero waste on four principles - recycle, reuse, recover and reduce.

From our state-of-the-art facilities in Gujarat and Oman, we have successfully engineered over 100 projects serving key sectors from pharmaceuticals and textiles to infrastructure and municipal services. We partner with industries and communities through flexible, powerful models, providing sustainable solutions for both large-scale industries and everyday consumers. We operate flexibly across EPC, BOT, BOOT, BTO, O&M, PPP, all different kinds of models, serving more industries including pharmaceuticals, power sectors, food processing, steel.

Past few quarters mark the year of acceleration and diversification. We laid the foundation for future innovation by commissioning new facilities, rolling out advanced technologies and expanding into high-potential geographies. Most notably, with our Oman-based subsidiary, Felix Industries LLC, which is now fully operational and delivering solutions across the Gulf region.

Our four subsidiaries -- Felix WMC, Enovation Aquaprocess, Rivita Solutions and Felix Residents LLC - now work in synergy, addressing urban water needs, innovating in man-made technologies, enabling oil and gas solutions, and expanding our global presence. We recently secured marquee contracts, including effluent treatment and disposal for oil and gas major, zero-liquid discharge systems for steel sector, and turnkey water treatment plants for food and beverage leaders, reaffirming our technical strength and execution capability. Our recent performance demonstrates both operational discipline and strategic ambition.

Quarter one FY26 consolidated revenue of operations reached up to INR2,062 lakhs, approximately INR21 crores, which was about 158% year-on-year growth. EBITDA improved to INR597.8 lakhs, which was up by 377% year-on-year, and PAT reached to about INR3.56 crores, up to 1,000% year-on-year growth. For year FY25, consolidated revenue from operations reached INR3,682 lakhs, from INR3,390 lakhs in FY24, driven by strong demand in water and industrial waste management. Our continued focus on quality, efficiency, and execution forms the backbone of these results.

Looking ahead, we are expanding capacity into waste-to-energy and advanced material recovery, strengthening our presence in sectors such as chemicals, defense, and clean energy, and leveraging AI and digital automation for smarter plants operations. These initiatives, combined with growing order books, will help us deliver higher revenues, stronger margins, and sustainable growth.

Thank you once again for joining us today. We are excited about the journey ahead and looking forward to engaging with you during this session. Sumedh.

Moderator: Yes sir, should we open up the floor for question-and-answer session?

Ritesh Patel: Yes.

Moderator: Thank you very much. We will now begin the question-and-answer session. The first question comes from the line of Dixit Doshi with Whitestone Financial Advisors, please go ahead.

Dixit Doshi: Yes, thanks for the opportunity. So, since I think this is the first call, so I wanted to understand a few basic things. So out of coverage, what is our current order book, and if you can elaborate on it in terms of EPC, BOT, BOO, different models?

Ritesh Patel: So, I have some working for the current year's order books almost. So, about INR56 to INR60 crores on standalone we have the order booking of EPC. About INR30 crores is our operating revenue. About INR18 crores or maybe INR36 crores will be from the subsidiary, that is the order booking. So, overall, on consolidation level, if we speak, I'm expecting to close this year by INR110 to INR130 crores topline.

Dixit Doshi: INR110 to INR130 crores top line.

Ritesh Patel: Yes.

Dixit Doshi: Okay. So, our order book would be how much currently that we have to execute?

Ritesh Patel: So, I just want to explain you something. Whatever business model we are into, so if we have the operating revenue of let us assume INR100, then next year it has to be INR100 plus the new orders. So, it might go to INR120 or INR150.

So likewise, order books are already in hand that we have is of about INR35 crores which is operating revenues from our plants. And in addition to that, we have about INR56 crores of order books as EPC on our hand. And whatever units are already being established are now generating as revenue. So, these are all confirmed business. So, that is how I'm able to predict 110 to 130.

Dixit Doshi: Okay. So, let's say other than the EPC, if I go through your presentation, we have mentioned that we have two BOT projects. One is of INR140 crores, and one is of INR22 crores. Okay. Now, in this BOT, yes. So, I think one of these orders is for 7 years and one is for 10 years.

So, in this, how does business work? So, I think we will be setting up the entire plant and the capex and then this revenue will be spread out over 10 years or 7 years. Is that understanding correct?

Ritesh Patel: Correct. Correct.

Dixit Doshi: Yes. So, for that, how much money we will be putting?

Ritesh Patel: So, both of these plants, I think one of them is for a food sector and one of them -- both of them for the food sector, one of them is for a brand. Both of these plants are in erection stage and will be commissioned by January. So, let us assume if not January, then February, we should be in position to commission the plant.

So, now the total revenue -- these are all approximate numbers. So, total revenue is depending on the quantity of the waste generated and treated and multiplied by the quantity of the waste processed by our plant. So, it is always a little bit variable, but it doesn't impact much on the actual numbers.

Dixit Doshi: Yes. And for both of these plants, I think our capital work in progress is already around here doing INR20 crores. So, I mean both of these plants put together, how much money we will be investing for setting up this?

Ritesh Patel: I think INR15 crores for one and INR20 crores for the other. So, I think about INR35 crores.

Dixit Doshi: INR35 crores. And this revenue, whenever, so let's say from next year onwards, the revenue will start coming. So, what kind of margin this business will have? Because I think this is more like an O&M business. So, if you can elaborate on the margins, I mean what will be the running cost of these things?

Ritesh Patel: Correct. I will give you a rough estimation or a rough idea of all this. So, generally what we try to do is we try to touch EBITDA range of about 26% to 28% or somewhere around it. And because of this EBITDA, the PAT is variably in the range of about, let us assume 20% or something, 21% to maybe 23%.

Dixit Doshi: Okay. So, basically…

Moderator: I am sorry to interrupt, Mr. Dixit. I would request you to please come back in the queue for further questions. The next question is from the line of Rohit Priyadarshi with Mittal Analytics.

Rohit Priyadarshi: Yes. So, sir, my question is regarding the subsidiary called Felix Industries LLC that is Oman-based. Sir, I want to understand if the company is only involved in oil and gas segment? Is it related to something that we are doing related to hydrocarbon recycling? So, I want to understand what is exactly the business that we are doing and how we are creating value out of it.

Ritesh Patel: Okay. So, I will try to explain you the Oman facility, Felix Industries LLC. Am I audible?

Rohit Priyadarshi: Yes, sir.

Ritesh Patel: So, this Felix Industries LLC, which is stationed in Oman, this is spread in an area of about 18,000 square meters. Now, in this facility, we have created an oil processing unit, wherein all the waste crude of the refineries is coming in as a raw material to our plant. Out of this waste crude, we are generating oil as a finished product or as a standardized product, which can be sold in the market.

Now, this recovery of oil is very low because it is, of course, a reject stream from the refinery. So, out of this reject stream, we generate three different parts. One is oil, which is sellable in market. So, we have a plant that can process oil. Number two, the second stream is the solid waste, and number third stream is wastewater. Now, for all the oil that we prepare that goes into market directly, we make sure the specifications matches the international standards.

The solid waste which is generated, it goes into the incineration plant that is generated by - that is created by our own plant. In our own premises, we have an incineration plant. The water that is generated, that water goes for recycling of - and wastewater treatment plant, and the water is recycled to various applications within the factory premises.

So, whatever oil is generated from our factory or from our premises could be sold into market at the market price. So, that is the revenue generation what we are doing today. Now, since we have our own incineration facility, we are also incinerating the refineries as they are our clients. We are also incinerating the solid waste in our own incineration facility. So, that is also a part of revenue generation here in Oman. I hope I have answered your question.

Rohit Priyadarshi: Yes. Okay. So, I want to also understand like how are we exactly getting these oils? So, are we approaching the companies or what is the model? How are we making sure that the availability of raw material is there? From that perspective, I want to understand that.

Ritesh Patel: Okay. So, since we are a registered service provider in the government, Ministry of Environment, all the large oil processing units are being informed by the government about our facilities. So, one-on-one, we try to reach each facility of Oman.

Of course, it is a lengthy process, but then we try to work out how the material will be going in, what will be the locations, how to arrange the transportation because these all fall into hazardous waste category. So, every cycle has to be established and then they give us contracts.

Let us assume that today we have a contract of 3,000 metric tons. Now, it is up to us how fast we can process the 3,000 metric tons. Now, 3,000 metric tons, either we process it in next 30 days or we process it in next 90 days, it is up to us. But we have earmarked about 3,000 metric tons for -- I am talking of recent example, we have earmarked 3,000 metric tons for us. So, we have to just go and pick the material up. That is how -- it is a continuous process. There is not only one refinery, there is OQ, there is PDO, there is OQ8, there is -- there are a lot of refineries around us. So, it is a cyclic process, one after the other comes.

Rohit Priyadarshi: Understood. And sir, what kind of margins we are making in this segment, EBITDA margins?

Ritesh Patel: Overall, as I said, we range to about 26% to 28% on EBITDA.

Rohit Priyadarshi: So, this is combined level or from this particular business only?

Ritesh Patel: No, it is combined basis. Individually, so maybe our finance people can give better numbers.

Rohit Priyadarshi: Okay. And last question would be, as of looking at the financials and Annual Report FY '25 under the aging schedule, our receivables is around, I think, INR2- crores, which are like more than one year. So, have we done provisioning or how are we looking at that? Is it recoverable and how does the management think about it?

Ritesh Patel: Yes, so every money -- I mean, I exactly don't remember the point that we are discussing, but no doubt every money on our books has to be recoverable. So, I'm sorry, but I cannot go straight to that point because I don't know the reference. But maybe I can get back to you through our IR with the answer.

Rohit Priyadarshi: No issue, sir.

Moderator: The next question comes from the line of Deepak Poddar with Sapphire Capital.

Deepak Poddar: So, just first of all, I wanted to understand, can we provide segment-wise, I mean, EPC, BOOT in Oman, so what sort of margins we see in each of the segments, EBITDA margins?

Ritesh Patel: Yes, of course. So, we do have an internal working sheet for each project and bifurcated geographically. So, I don't know, as of now I don't have, but it is quite possible for us if somebody wants to understand, EY can provide you. That is not a problem.

Deepak Poddar: Okay. And how do we see FY '27 in terms of growth and all?

Ritesh Patel: So, last year, we were about 41 odd numbers. This year, we are expecting about 110 to 130 odd numbers. And then next year, I'm expecting about 200 plus odd numbers, the top line. So, the growth is tremendous, and it is very good. We are very strong in what we are doing, sir.

Deepak Poddar: Correct. And ideally, we can assume that Oman would have a better margin as compared to your EPC and BOOT model.

Ritesh Patel: Yes, yes, yes, yes, over a year.

Deepak Poddar: Okay. And how do we see this share of Oman business turning out in FY '27? I mean, this year we are targeting around INR36 crores out of INR110 crores to INR130 crores. So, what sort of Oman revenue share we expect next year?

Ritesh Patel: So, I believe Oman should have about, I think, maybe 50% of our total number should be Oman, I believe.

Deepak Poddar: No, no, 80% of what? 80% of total number means?

Ritesh Patel: 40% of the total number. Maybe if I'm expecting about 200 plus odd numbers, Oman should be around, what, 60 something, I don't know.

Deepak Poddar: So, that is your optimal utilization, right? So, INR80 crores is what you are saying, 40% of INR200 crores.

So, I think Oman can do about per month INR6 crores-INR7 crores. That's the potential, right, of the Oman? That would be utilizing it?

Ritesh Patel: Yes, yes, yes. If we do it very well, then Oman can monthly give us about a minimum INR6 crores-INR7 crores of revenue.

Deepak Poddar: Okay, okay. And last thing on the receivable side, I mean, as I see our receivables as of FY '25 was close to 150-160 days, right? So, can you throw some light, I mean, why the receivables look high and how should one look at going forward?

Ritesh Patel: So, generally what happens is, specifically, on case-to-case, of course, we can discuss, but generally what happens is, these are projects on a very sizable scale. So, what happens is, some part loads are being dispatched, the invoices are being created, the project is not yet finished, the cycle is not yet completed. So, generally it takes about this time, or maybe you can expect that one year is a normal time to complete the entire cycle of the project. So, accounting point of view, or maybe statutory point of view, we are bound to create the invoices, E-Way bills, and all those things. So, that is part of the cycle.

Deepak Poddar: So, this is a normal receivable, I mean, that's what we can see, right?

Ritesh Patel: Yes, yes.

Deepak Poddar: Okay, okay. And just one last thing, I mean, for this INR30 crores BOOT revenue, what sort of investment we have done there?

Ritesh Patel: You mean, talking about the water plant? Operating revenue.

Deepak Poddar: Yes, I'm talking about overall, I mean, the operating revenue.

Ritesh Patel: Okay, so operating revenue only on the water side should be about INR30 crores to INR35 crores this year, and should be about INR50 crores to INR60 crores next year, I mean, after this March. And so on, so it will be.

Deepak Poddar: No, so what sort of investment, I was asking about investment, what sort of investment has gone into it?

Ritesh Patel: I think that the total capital load would be about INR50 crores, I suppose.

Deepak Poddar: I mean, okay, INR50 crores on the BOOT side. Okay, okay, I got it. That would be it from my side. All the best.

Moderator: The next question comes from the line of Hiral Nandu with Kalpvruksh Capital. Please go ahead.

Hiral Nandu: Congratulations for the great set of numbers, Ritesh bhai. Couple of questions from my side. As I understand correct, we are expecting next year 130, this year 130, 120, 130, 130, and next year too. Does that include Oman Phase 2 also, or it will be just Phase 1 of Oman?

Ritesh Patel: No, only Phase 1 of Oman. So, if the Phase 2, I mean, the numbers that we are expecting about INR6 crores to INR7 crores a month in Oman, then really this will shoot up to 200 plus. That is why I'm saying 200 plus, because without including that, it is counted to be 200.

Hiral Nandu: So, Phase 2, do we have some timelines of Phase 2 completion and revenue starting? Any predictions on that?

Ritesh Patel: Of course. So we are working on it, and I'm expecting that it was expected to be starting in this September. Somehow, we are getting delayed in day-to-day operations and all. So, I think by December or January, we should be in position to start the Phase 2. I think so. Then depends on a lot of other factors also. But I believe this financial year, we should be completing the Phase 2 part.

Hiral Nandu: Okay. So, construction will be over, or the work will be over, construction will be over by December or January '25 or '25 December or January '26. And then commercial production maybe after a couple of months. So possibly next financial year, at least the commercial should be started. So that is not included in this 80% or whatever for Oman, 80%, 40% is excluding that.

Ritesh Patel: No, no, no, no.

Hiral Nandu: And what will be the capacity of Oman Phase 2? It will be equivalent to Phase 1 or means it will be INR2 crores or more, INR5 crores, INR6 crores equivalent to Phase 1 or it will be lesser or more?

Ritesh Patel: After Phase 2, we are expecting at least about INR6 crores a month.

Hiral Nandu: Okay. So INR6 crores to INR8 crores after Phase 2, right?

Ritesh Patel: Yes, yes, yes.

Hiral Nandu: Okay. Got it. Secondly, just one more question. This Oman also includes this INR80 crore projection includes RoSoft and Aiwasun revenue or that is over and above that?

Ritesh Patel: That is over and above that. That is over and above.

Hiral Nandu: And any prediction on that, any revenue started in current year or expected in current year in these two products?

Ritesh Patel: Yes, yes, yes. We already started some revenue. It is very, very minor for today. It will take some time to get matured. So as of now, we are not considering it in this dialogue. Maybe next year, we will impose it into.

Hiral Nandu: Maybe last question from my side. There was some warrants conversion fully. So, and there was some waiver of warrants, forfeiture of some shareholders by warrants, right? So, can we understand who forfeited those shares? Who of the existing investors and if they forfeited, they must have paid some 25% warrant money. So that will be our profit, right, for this year?

Ritesh Patel: These are all books' calculations. I believe the final people would be better in the position. So maybe later, EY can get back to you on this question.

Moderator: The next question comes from the line of Pratham Agarwal with Orbit Capital. Please go ahead.

Pratham Agarwal: My question was, which industries are currently driving demand for the wastewater treatment systems? Are we seeing any new opportunities in the municipal or the smart city projects or still mainly related industries?

Ritesh Patel: I'm sorry. Can you please repeat?

Pratham Agarwal: Basically, my question is, are we seeing to enter the municipal or smart city projects as well?

Ritesh Patel: Sir, I'm not able to understand what you are...

Pratham Agarwal: Okay. So, going forward for the wastewater treatment facilities, are we going to take municipality or smart city projects as well?

Ritesh Patel: Yes. Of course, we will be expanding in all the ways. But in no chance we are doing a generalized business. Of course, every business will be a specialized business, which will include a lot of engineering and a lot of process part. But yes, as and when the volumes are increasing, so infrastructure development will be our primary target. And since infrastructure development will be our primary target, the municipal corporations or the state corporations will come into picture for large volumes or bulk that we are dealing with.

Pratham Agarwal: Okay, sir. So basically, I'm new to the business. I wanted to understand, how do we generally attract the businesses like the recent contract that we got from Hocco and Ascent? So is there a way to reach out to the corporates or they reach out to us? How does this model work?

Ritesh Patel: So generally, think this business is a quite challenging capex heavy business. So generally, what happens is these are all strategic businesses, strategic moves which are taken place. So when and when any industry has got a trust to you, trust with you, or if you are, if you own any kind of such infrastructure like our CETPs and all, then automatically, it creates an aura between you and the client so that it's a workable business then. Generally, it goes word on word, it generally goes on talk to talk. There is nothing like marketing of such plans.

Pratham Agarwal: Got it, sir. So basically, my next question is on our operating revenue part. We said we'll be doing around INR25 crores this year. Can you give a breakup of that INR25 crores from which orders will be making this INR25 crores and next year's INR50 crores to INR60 crores?

Ritesh Patel: That is easy. I mean, existing operating revenue already as per our monthly cycles that is going on. I think if I can make a note of it and can personally share on email or something and share data, we will get it very easily. No problem.

Pratham Agarwal: Basically, it's not exact EBITDA numbers. EPC segment has higher EBITDA margins or the operating revenue.

Ritesh Patel: No, no. So, EPCs are never the higher margin business. Operating revenue is always the higher margin business because it involves a lot of manpower, a lot of service revenue and a lot of day-to-day activities. So, anytime operating revenues are always the higher revenues.

Pratham Agarwal: Okay. Thank you so much for your time. Thank you.

Ritesh Patel: I mean, just -- sorry.

Moderator: Yes, sir. Please go ahead.

Ritesh Patel: Just for the common infrastructure, I just want to tell everybody. I don't know if such questions are arising in everybody's mind. So, since Oman factory is already in operations, we have Muscat city office in operation. We have Delhi in operation. Now, we have, of course, Ahmedabad is our core. So, we have people in Ahmedabad.

So, overall, if we say the headcount of staff or the employees who are working day and night for the company has gone to up to 521 as per the last month's record. Felix employees are about 500 plus. So, that is 521 to be precise.

Multiple facilities are getting developed today. Multiple facilities have been installed at different places, a lot of places. So, this is a continuous cycle. It is not a 1x business or a 1x cycle. That is what I just wanted to explain everybody how the business works. Please continue.

Moderator: Yes, sir. The next question comes from the line of Charanjeev Singh with A One Investments. Please go ahead.

Charanjeev Singh: Yes, thanks for the opportunity. My first question is regarding this expansion plan. So, as we have aggressive expansion plans, how we are going to finance them? Is there any plan for equity raise or loan raise? What are the plans regarding that?

Ritesh Patel: So, as of now, the equity part is completed. I do not think we will need any further equity raising in next maybe a year or so. Of course, there are a lot of ways or a lot of options on the debt side which is still open with the company.

So, we might explore some debt options on the company side. Regarding the expansion, whatever expansion that we are on to today, everything is at par as calculated and as per timeline. So, let us see if something goes haywire or maybe a little bit gets disturbed. We can really take care of this by taking some debt. I think I answered your question.

Charanjeev Singh: Thank you. It is very clear. My next question is regarding the structure of the organization. I see that we have different subsidiaries and out of those subsidiaries, there are three subsidiaries where we are partly holding, ranging from 15% to 49%. Is there any plan to have these subsidiaries fully in our fold or what is constraining us that we are having this complex structure?

Ritesh Patel: It is not complex. Let me explain you. I am an engineer. I have my own set of people. I have my own team of people who network on the development of the processes or development of the technology. So, I will always need, or we will always need people with team or people with fields of management to operate these companies, to control manpower, to handle manpower, to operate these systems.

So, it is a standard SOP or a standard format of operations of these businesses. These are all our profit centers. As and when we need more and more manpower or more and more standardized operating people to work for us, this is the best option to work.

Charanjeev Singh: Lastly, this time the company came up with quarterly results instead of 6 monthly, which was there earlier. I hope this will continue?

Ritesh Patel: Of course. We are trying to get very strong on the compliance part. It was, of course, very comfortable for us to keep it on 6 month basis, but we intentionally did a 3 month data sharing so that everybody knows what is going on. We want to be very transparent with our shareholders.

Charanjeev Singh: Okay, cool. Sumedh, I have two more small questions. Can I continue or should I come back? How you are placed with queue?

Moderator: Yes, sir. I would request you to come back in the queue for further questions.

Charanjeev Singh: Sure.

Moderator: The next question comes from the line of Ankur Gulati with Genuity Capital. Please go ahead. Mr. Ankur Gulati, your line has been unmuted. Please go ahead with your question.

Ankur Gulati: Sir, in Rivita, did you have any further discussion? You were doing something with ONGC. So, any further development?

Ritesh Patel: Sir, not getting your question, sir.

Ankur Gulati: In Rivita, there was some discussion going on. Is there any scale-up there or is it going a little slow now?

Ritesh Patel: No, Rivita is working well. As of now, when we are speaking, there is an inauguration going on at one plant. So, last year, we made three facilities for ONGC and this year also, we have started three facilities for ONGC. So, today, we have inaugurated one facility. I think more we are expecting soon to be generated. So, Rivita is also doing good. But, yes, not to those numbers that we are talking today. It will come up soon.

Ankur Gulati: Okay. And, sir, in one of the earlier discussions, I think, my notes are saying that Oman can do INR120 crores after Phase 2. But, right now, what you are saying is INR80 crores. So, maybe my understanding earlier was wrong, or something has changed now?

Ritesh Patel: It is not like that. Oman needs some expansion, some things to be done. So, I am expecting that everything should be completed this year. And, by next year, we should be on full-fledged scale.

Ankur Gulati: So, Ritesh bhai, whatever you are saying, INR6 crores or INR7 crores annually, you said that Phase 2 is included, correct?

Ritesh Patel: After Phase 2, not today. Not today.

Ankur Gulati: Yes, yes. Yes, that's clear. But, on the previous calls, I think there was some guidance of INR120 crores. So, after Phase 2 should we spend more on expansion?

Ritesh Patel: No, the consolidation will be at the level. After Phase 2, it will be included. Today, already the plant has started. The Phase 1 has started. There might be some confusion. I don't know.

Ankur Gulati: Okay. Ritesh bhai, can you give the order book at the end of August? What is the total? We have June number, I think, which you had disclosed. So, in 2-3 months, how much order has been added? What will you have? Is it easily available?

Ritesh Patel: So, I think, I think, quarter one is done. Quarter two, quarter two will be approximately same or a little bit more. Quarter three and quarter four will be shooting up very high. By the end of the year, those numbers which I am telling you, about INR110-130 crores will be included.

Ankur Gulati: Okay. All right. Thanks. All the best.

Ritesh Patel: Thank you.

Moderator: The next question comes from the line of Prabal Jain with SM Holding. Please go ahead.

Prabal Jain: Yes, hello. Sir, so, basically, I just wanted to understand because you are now, from next year onwards, the BOOT revenue streams will also come live. And Oman will also continue to scale up and perform at good capacity.

So, like, what would be your strategy in terms of, would you be focusing more on your EPC projects because obviously, you are getting very less margins from that because these BOOT contracts, you also said that you were in talks with some, for some big contracts as well.

So, going forward, what is your strategic intent? Like, do you want to focus more on BOOT projects and like have more revenue share out of it or you want to continue with the EPC part also?

Ritesh Patel: So, over the period of time, as and when we are growing, my personal opinion would be that we should always go on infrastructure development like BOOT. So, BOOT is for one plant or one process. We should always have our own infrastructure where, you know, you can cater 20-30 clients altogether.

Same kind of energy consumed if we are doing one project and same kind of energy consumed if we are doing some infrastructure project. So, maybe by next year, we should be in position to cater more and more infrastructure development of our own.

Prabal Jain: So, basically, BOOT is what I get from your answer, right?

Ritesh Patel: Yes. Yes. Yes. Yes.

Prabal Jain: Yes. Okay. Okay, sir. And this Oman facility continuing with the previous participant only, I was also having a number of peak capacity around 130 crores to 150 crores in mine. Maybe, you know, because Oman capacity's output is split into three parts, that oil and then waste and there's one more part. So, basically, some variation might be there, right?

Ritesh Patel: Correct. Right.

Prabal Jain: Okay. Okay. And, sir, last question is on the capital front because from now onwards, I think we'll be generating decent cash, especially from next year with the BOOT operations, good margins. I think you mentioned, right, 30% margins we can get. So, first of all, do you feel like fundamentally, would you need any more external capital because this would be good cash?

Ritesh Patel: So, as of now -- so as of now -- Yes. Yes. Since we've already started generating good cash, so internal accruals are quite strong and that is why I don't foresee any further capital increasement at least up to next 1-year. And that is why I said we don't need any further, you know, cash inputs, external inputs.

Prabal Jain: Okay. Okay. Noted. And, sir, any big BOOT contracts further because now you have visibility of some very good contracts and tenures. So, any good contracts you are in negotiation with or and if you can throw some light on the size of the contract and the revenues that you are discussing?

Ritesh Patel: Yes. Yes. So, there are multiple projects, discussions are going on. And, of course, across the country, across Oman, across Middle East, yes, we're in discussion and hopefully, we should be closing a few orders in a couple of weeks or months and let us see. It is expanding. It is good for the company.

Prabal Jain: Perfect. Thank you so much. All the best.

Ritesh Patel: Thank you. Thank you. Thank you.

Moderator: The next question comes from the line of Devender Bindal, an Individual Investor. Please go ahead.

Devender Bindal: Hello. Congratulations on the number.

Ritesh Patel: Thank you.

Devender Bindal: Sir, on the Oman, and like what are the number -- I think you have said it, but I missed it. Like, what were the numbers from the existing Oman capacity which we are getting?

Ritesh Patel: So, today, it is in the range of monthly INR2 crores to INR2.5 crores per month.

Devender Bindal: Okay.

Ritesh Patel: As soon as we complete these Phase 2 operations as part of, it should reach to about INR6 crores to INR7 crores a month.

Devender Bindal: Okay. Okay. And, sir, in this, like, I've seen, like, recently, there was a INR140 crores order as well. So, in this INR140 crores order, like, how much, like, are we planning to spend in the first year and how are you, like, seeing the, like, IRR, like, in the years going forward?

Ritesh Patel: Can you -- I'm not able to hear your question.

Devender Bindal: Yes. So, I was asking. So, I think there was a recent INR140 crores order, okay? So, I was asking, like, how much we will spend for this project in, like, initially, first 2 or 3 years, okay? And I think 20% of that will come from the Hocco and the rest 80% will be funded by you and then you will get some return expectation from the project for the next 8 years.

Ritesh Patel: Correct. Correct. Correct.

Devender Bindal: So, what is that IRR you are expecting?

Ritesh Patel: What's the IRR? Maybe we can expect 2 to 3 years as a common IRR number for any project.

Devender Bindal: Okay.

Ritesh Patel: 24 – 26 months to be precise.

Devender Bindal: Okay. Okay. And all of this project will have, like, 20% component from the Hocco, right? Like, they will initially give 20% of this payment to us and then we will spend the remaining amount.

Ritesh Patel: So, every project does not have that standardized model of 20% or 10%. It depends on the negotiation table. So, there are some projects where the client does not hold any percentage value. But, of course, we take some kind of guarantee as far as the legal things are concerned. So, it depends on the circumstances or the sizes or depends on how it works.

Devender Bindal: Got it. Got it. Got it. Thank you. Thank you for the question.

Ritesh Patel: Thank you. No problem.

Moderator: The next question comes from the line of Shubham Gupta, an Individual Investor. Please go ahead.

Shubham Gupta: Hello. Hello. Sir, will your margin also improve because of Oman plant? Hello?

Ritesh Patel: Yes. Can you repeat?

Shubham Gupta: Sir, will your margins also improve because of Oman plant?

Ritesh Patel: Yes. Yes. It is expected. Yes. Definitely, it is expected because the currency difference is very high compared to India, and it is quite a precision job. So, as and when we will get very strong stability in the market, we have chances to increase our margins. So, it is an expectation. Let us see how things fall.

Shubham Gupta: Okay, sir. And what is your order book from Oman? Like how much percentage of the order book is from Oman?

Ritesh Patel: So, as of now, if you ask me a number, I can say about INR20 crores - INR22 crores of Indian rupees is the order booking in Oman.

Shubham Gupta: Okay.

Ritesh Patel: But these Oman numbers are…So, it is always variably increasing. It is not long negotiated numbers.

Shubham Gupta: So, okay, sir. Got it. Thank you.

Ritesh Patel: Yes.

Shubham Gupta: Thank you. Thank you.

Moderator: The next question comes from the line of Sahil from SAM. Please go ahead.

Sahil: Am I audible, sir?

Ritesh Patel: Yes, yes, please go ahead sir.

Sahil: Sir, what is the general risk that you see in your Oman plants that is yet to come alive in the second half of the year? Is there any risk to something like delay that the plant can see?

Ritesh Patel: So, as of now, there is no delay. As of now, there are no complaint or something. 100% the company is compliant. 100% everything is at place. So, for now, there is no delay. Of course, there was some delay in the initial days. For now, it's not delayed.

Sahil: All right, sir. And, sir, on the bottom-line, you mentioned that we are targeting around 25% to 26% of EBITDA. So, for the current year, what can be the percentage for the bottom-line? Even we might have some higher depreciation this year, but in the next coming years, we might not have those depreciation. So, for current year, what can be the bottom-line?

Ritesh Patel: So, I do not know about the depreciation part at all. But, of course, I am expecting about 17% to 21% odd numbers on PAT side. I do not know about the depreciation part. Let us assume 20% is a good number. So…

Sahil: 20% will be the base that we would like to settle in, maybe coming years as well and for the current year as well?

Ritesh Patel: Correct. 20%…

Sahil: All right. All right, sir. Thank you, sir. And all the best.

Ritesh Patel: Thank you.

Moderator: The next question comes from the line of Dixit Doshi with Whitestone Financial Advisors. Please go ahead.

Dixit Doshi: Yes, thanks for the opportunity again. So, I just wanted to understand that you have these subsidiaries, who owns the remaining stake?

Ritesh Patel: We are all -- We are all operating partners. Maybe if we see Oman subsidiary, we have to have local partners, who are well established in the country, who know local languages and all. Likewise, in Rivita if we see it is an ONGC, approved vendor, who does the day-in, day-out jobs, handling of people. Only the technology part is taken care by me and the local parts are taken care by the subsidiary partners.

Dixit Doshi: Okay. I mean domestic subsidiaries, which we have, I think, Rivita Solution or Felix WMC. There, who are the other shareholders?

Ritesh Patel: So, they are not surrounding Felix, but of course, they are appointed on the subsidiary as managing directors, so that they can take their own decision. They can feel free and operate the company at their own decision. So, if we have to have a lot of people on board to keep the system running, that is why these are the partners on the subsidiary.

Dixit Doshi: Okay. So, let's say in some subsidiary, where Felix is holding 50%-55% stake, the other stake would be from some engineers or some people who are running that company.

Ritesh Patel: Yes, yes, yes.

Dixit Doshi: Okay. And in terms of this Eco-Vision Aqua, I think there we have only 20% stake. So, is my understanding fair that the zero liquid discharge capabilities in that company?

Ritesh Patel: Yes. So, that was an existing infrastructure company or a project which was going on. So, this board, it is again consisting about, I think, 10 members on that board. So, they offered us to be on board and help them taking care of all the technology parts and the process parts. So, we accepted about 20% of that equity of that company. And of course, it was our core business. So, we didn't have to go very far to do this. It was very easy for us.

Dixit Doshi: So, technology is owned by them, that company, and we do the execution?

Ritesh Patel: No, no. Technology will be supplied by -- no, no, no. Technology infrastructure is owned by that company. Technology will be supplied by Felix.

Dixit Doshi: Okay. Technology will be supplied by Felix and infrastructure is theirs. Okay. Okay and in our annual report, there are some INR16 crores of loans in advances given to some corporate. I think it was INR20 crores last year, if you can mention. I mean…

Ritesh Patel: So, mostly, this might be the fund that was going to our subsidiaries for initial days for our subsidiaries to be built up. So…

Dixit Doshi: No, these are out, other than the subsidiaries.

Ritesh Patel: Okay. So, we'll check on that. Can we please move this point?

Dixit Doshi: Sure, sure, sure. Okay. Okay, fine.

Moderator: Thank you. The next question comes from the line of Charanjeev Singh with A One Investments. Please go ahead.

Charanjeev Singh: Thanks. I have one. My first question is regarding Green Hydrogen. So, what I see in your last quarterly results presentation, there is mention of Green Hydrogen, but it lacks the detail. What exactly, means apart from the process, what exactly, how much we are generating or what, how much we intend to generate? And have we seen some customers? So, if you can throw some light on this?

Ritesh Patel: So, Green Hydrogen, Green Hydrogen, being an environment company, we, of course, we wanted, it was, it was our curiosity to enter the Green Hydrogen plant. But since, since we are a technology company, we, of course, own one Green Hydrogen plant that will be used in our own facility to generate hydrogen and then to generate the energy out of it. So, we do not intend to sell any, any such kind of Green Hydrogen plants to any clients.

But, of course, as energy, we will be using this in our own process, in our own system. We have command of our own water that will be generated. So, it requires a very typical kind of water, above of zero TDS, which is a very clean water. We have our own electricity, which is generated from waste.

Charanjeev Singh: Yes.

Ritesh Patel: We have our own electricity, which is generated from waste. So, since we have both the raw materials to generate hydrogen, we thought to get energy generation from the hydrogen plant or from the electrolyzer. That is how we plan this Green Hydrogen plant.

Charanjeev Singh: Okay. So, it is a plant for internal use. Are we already operating or it is to be open?

Ritesh Patel: It is, it is commissioned. It is commissioned.

Charanjeev Singh: Okay.

Ritesh Patel: It is very well commissioned. So, it is for captive consumption. It is not for sale or something.

Charanjeev Singh: Clear, clear. Okay. So, another thing, which I see, this thing, this is the expansion plan, which company has and the track record, what, you know, how far we have come. Do you have any plans to come on main board of NSE instead of SME, to migrate from SME to main board? Do you have any plans?

Ritesh Patel: Yes. Maybe, maybe after this March, I mean, this current year March, next year we will be commissioned to, to shift ourselves on the main board.

Charanjeev Singh: Okay. Okay. Hello. My last question is. Yes, my last question is just out of curiosity. When I see your slides, your plants in Gujarat, I do not see any plant in Sanand. So, just out of curiosity, is there any specific because Sanand is big industrial area. Everybody has plants over there. You do not have something that is just why I wanted to check?

Ritesh Patel: No, nothing like that. Maybe in the future, we are already negotiating with somebody in Sanand. There is a company coming up from Korea for semiconductors. Might be in the very near future, we will be establishing one unit for them. So, I think nothing really specific. It is just opportunity whenever it will come.

Charanjeev Singh: Okay. Clear. That is, it for my side.

Ritesh Patel: Thank you.

Moderator: Thank you.

Ritesh Patel: Any more questions?

Moderator: No, sir. You can go ahead with your closing remarks.

Ritesh Patel: Okay. Okay. And thank you. So, thank you, everybody. Thank you so much for patiently listening to me, understanding Felix. It was great to discuss every point with everybody. So, thank you so much. Thank you for joining this meeting, especially. Thank you, everyone.

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